



ATLANTA LIMITED

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Fax No : 2272 3121 / 2272 2037

Trading Symbol : ATLANTA
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Dear Sir/Madam,

Re.: Atlanta Limited (BSE Code: 532759 & NSE Code: ATLANTA)

Subject: Filing of Transcript regarding Earnings Call held on May 19, 2017

In continuation to our earlier communication dated May 17, 2017 regarding Earnings Call on May 19, 2017, we are pleased to attach a copy of the transcript regarding the Earnings Call held with the Management on May 19, 2017, for your reference and record.

You are requested to kindly acknowledge the receipt of this communication and also let us know in case you need any other information.

Thanking you

Yours truly

For Atlanta Limited

Narayan R Joshi
Company Secretary



Construction : Realty : Infrastructure Concessions : Mining



“Atlanta Limited Q4 FY17 Earnings Conference Call”

May 19, 2017



MANAGEMENT: MR. RAJHOO BBAROT – CHAIRMAN, ATLANTA LIMITED
MR. RAJESH VERMA – CFO, ATLANTA LIMITED
MR. AMIT KUMAR SINGH – INVESTOR RELATIONS

Moderator: Ladies and gentlemen good day and welcome to Atlanta Limited Q4 FY17 Earnings Conference Call. Representing the management Mr. Rajhoo Bbarot – Chairman, Mr. Rajesh Verma – the Chief Financial Officer and Mr. Amit Kumar Singh – Investor Relations. I now request the management to take us through the quarterly results and highlights and then we shall begin the Q&A session. I now hand the conference over to Mr. Rajhoo Bbarot. Thank you and over to you sir.

Rajhoo Bbarot: Good afternoon friends, I am Rajhoo Bbarot – Chairman Atlanta Limited. I extend a warm welcome to the earnings call of Atlanta Limited for the financial year FY17. Now we will do a brief summary of our operational and financial performance for the year and then take questions. Since some of you maybe attending these calls for the first time let me start with a brief overview of the company.

Atlanta Limited is a pioneer in the BOT and EPC road segment with more than 40 years of presence and our business segments are engineering, procurement and construction for roads and highways for both captive and third-party orders. We have executed more than 2,500 lane kilometers of EPC work. We stand prequalified to bid for projects worth each project individually up to Rs. 1,400 crores. We have order book of around Rs. 1,700 crores as on 31st March, 2017 which provides us with visibility for over two years which includes engineering, procurement and construction order of Rs. 1,150 crores for our captive, hybrid annuity project in the state of Gujarat.

Now coming to the infrastructure development; we have presence in the infrastructure development since 1996. We constructed India's first green field BOT project that is the Udaipur bypass and completed the same within 18 months so it's against the time provided for 36 months. Currently we have got three infrastructure development projects in our portfolio, first is Nagpur-Kondhali project in the state of Maharashtra which is for the National Highway Authority of India and executed at the project cost of Rs. 380 crores. Commercial operation is going on and we have got the concession period up to the year 2026. Second is the Ropar-Doraha project in the state of Punjab, with a project cost of Rs. 254 crores and we have commenced the toll collection in the current fiscal and we have got toll collection rights up to 2029. We have recently bid for our first HAM project in the state of Gujarat which is from Gandhinagar to Rajasthan border at the cost of Rs. 1,292 crores and the project has the concession period of 2 plus 15 years that is totally 17 years. We have also got real estate project, we normally enter in real estate investment in land parcels near BOT projects and we are in this space since 1985. The strategy behind our concept is that as and when the roads are been taken up for the construction, we require land for keeping plant machinery and equipment as well as the location of manpower near the development of the road project site. And instead of taking the same on a lease for substantially longer period we acquire the same near the project site and once the project road is completed, there is a substantial appreciation in the value of the land. Then during the course of our concession period, we convert into a real estate parcel. We have completed projects of 11 million sq.ft. and about 1.8 million sqft. of construction work is under progress.

Now coming to the sector opportunity; you are well aware that going forward we are very optimistic about the growth opportunities in the infrastructure space. The union budget in 2017 has made an allocation of Rs.64,900 crores towards road and highway development which is a sizable growth of 12% over the previous year's budget. The government initiative National Transport Master Plan would prove to be a game changer for the road sector and since the government now would be focusing on integrated transport policy. Government has also taken an effort in enhancing the financial easing with the following initiatives - release of 75% of arbitration award money and speed up the arbitration process which has improved liquidity with the developers. CCEA has come up with the exit policy for developers by allowing them to divest 100% equity after two years of completion of construction that is after COD for all BOT projects.

Now with Infrastructure Investment Trust (InvIT), Developers get easier access to the fund and help in deleveraging. Opportunities in the sector are increasing and as part of our key strategy we would continue to bid for EPC, OMP, Hybrid-annuity model projects for the future growth. Company's superior execution skill and current order book coupled with last 40 years of experience would enable us to grow at over 50% in coming years for next 5 to 7 years. We target to be debt-free company on a standalone basis by this financial year end. Company and its subsidiaries have approximately Rs. 1,400 crores in receivables. We have already received about Rs. 314 crores award money in the last fiscal and major amount is pertaining to two projects Mumbra bypass and Mohania-Ara project, Bihar. Mumbra bypass project was terminated on September 2014 as the state government prematurely took over the facility. Approximately Rs. 100 crores received from this project and around Rs. 100 crores are pending which would be available by this fiscal. Mohania-Ara project which was terminated in the previous year by us due to government defaults, wherein High Court of Patna has already ordered the state government to deposit determination payment amounted to Rs. 610 crores plus interest as per the terms of the concession agreement. Once these funds are available the company Atlanta Limited will be practically debt-free.

We have also now given a dividend policy wherein the board has formulated a dividend policy in this financial year and declared 15% dividend for the year for non-promoter shareholders. This is with the view that we intend to conserve the capital for further our capital intensive projects like HAM project, BOT project etc.

Now I would like Mr. Rajesh Verma to take you through the financial details of the company.

Rajesh Verma:

Good afternoon friends. This is Rajesh Verma. Now I will take you through the consolidated financials. The company has reported revenue of Rs. 2,548 million in this financial year on consolidated basis as against the Rs. 1,592 million in last financial year, registering a growth of 60% year-on-year. The growth has mainly come through the realization of old receivables from various old projects. EBITDA has increased to Rs. 1,415 million in the current financial year as against Rs. 115 million in last financial year. PBT stood at Rs.748 million as compared to loss of Rs. 468.9 million in last financial years. PAT is Rs.572 million as against the loss of

Rs. 395 million in last financial year. The consolidated debt as on 31st March was RS. 10,340 million.

On standalone basis on quarterly basis, we have reported Q4 revenue of Rs. 764 million as against Rs. 831 million in last year quarter. There has been a decrease of 8% in quarter-to-quarter top line but EBITDA has increased by 77% on quarterly basis. The Q4 EBITDA is Rs. 395 million for the current year as against Rs. 224 million for the last year. The PAT has increased by 64% compared to last year, for the current quarter Q4 of FY 17 its Rs. 216 million as against Rs. 131 million in last year.

On financial year basis, the company has reported revenue of Rs. 2,245 million in the current year as against Rs. 1,358 million last year which is a growth of almost 65% year-on-year basis as the growth was mainly on account of realization of old receivables from various projects of the company. EBITDA for the current financial year is Rs. 1,357 million as against Rs. 357 million in the last financial year. PAT is Rs. 824 million vis-à-vis Rs. 33 million in last financial year. Standalone debt is Rs. 2,170 million. That's all from my side.

Rajhoo Bbarot:

We will now welcome any questions if you have got.

Moderator:

Thank you very much sir. Ladies and gentlemen, we will now begin the question and answer session. We have first question from Prem Khurana from Anand Rathi. Please go ahead.

Prem Khurana:

Basically, just want to have some more clarity on this receivable that you talked about in your opening remarks. You say almost Rs.1400 crores odd money supposed to come to you. Would you be able to share as in how is this split between various clients NHAI, MORTH or for that matter private or government authority and then I will ask follow-up question on that?

Rajhoo Bbarot:

None of the parties are the private parties. We have got National Highway Authority of India, Ministry of Road Transport Highways then Public Works Departments of government of Uttar Pradesh, government of Bihar and then we have got; semi-government organizations like Gujarat Industrial Development Corporation and others, so most are government or semi-government. None of them are private parties and we are confident of the recovery during the next two fiscal of this entire Rs. 1400 crores.

Prem Khurana:

And how much is due from NHAI in particular?

Rajhoo Bbarot:

NHAI is about Rs. 3500 million.

Prem Khurana:

But we have not raised bill as of yet for this Rs. 350 crores odd because if I were to look at our NHAI website for the amount has been approved to you which only have Rs.115 crores odd for one project, so we are yet to file for the remaining amount or only want to understand means out of this Rs.1400 crores odd how much has already been kind of rolled in your favor by arbitration panel or is it still in arbitration process?

- Rajhoo Bbarot:** No, whatever is there in the arbitration process that has not been considered. This is totally at different stages like where arbitrator tribunal has already given the award in our favor or which is either lying in the high court or Supreme Court and which is shortly to be realized. Now as far as this Rs. 117 crores that has already been received.
- Prem Khurana:** I think in your opening remark you talked about receiving almost Rs. 315 crores odd or rather if I were to look at your standalone numbers we seem to have done EBITDA margin almost 60% in this year so which in effect comes to suggest that we booked some of these claims in our numbers, right?
- Rajhoo Bbarot:** Yes.
- Prem Khurana:** But then if I were to look at our balance sheet there is hardly any reduction in our debt numbers, so long-term borrowings was last year around Rs. 170 crores odd, this year it's around 160. Your short-term borrowing was around Rs.17 crores, last year it's around Rs. 27 crores this year. So there is no change in our debt number given the fact that we have received this kind of money.
- Rajhoo Bbarot:** Now 117 crores which we got the award amount that has reduced our debt in the subsidiaries that is Atlanta Infra projects. Similarly, about whatever 100 crores we have got, out of that we have reduced our debt plus whatever working capital requirements were there plus whatever further investments were there so that has been made. But totally overall the debt has reduced by about 150 crores, it is on consolidated basis.
- Prem Khurana:** On consolidated basis, not on standalone.
- Rajhoo Bbarot:** Yeah.
- Rajesh Verma:** And some of these money has also come in the month of April also.
- Prem Khurana:** So we have already booked in FY17 numbers but the money is yet to come or has come in the month of April.
- Rajesh Verma:** Money has come in April and May. As on date if we take, we would have prepaid our loan in the main parent company up to September 2017.
- Prem Khurana:** And in FY17 the top line that we talked about Rs. 225 crores odd, how much of this is claims that we booked and basically want to understand how much of the construction is coming this year, core construction.
- Rajhoo Bbarot:** More than 75% is going to be in the construction cost. As I said one major claim 117 crores is in the subsidiary, so that has not been shown in the top line of the Atlanta Limited results.
- Prem Khurana:** So which takes me to my next question, so now our order backlog has increased to almost Rs. 1700 crores odd so which in effect it is almost 10 times what we did in FY17. So given the fact

that I mean the execution cycle for most of these will be almost 3 odd years if I include HAM wherein you get 2.5 years, so we would get to see significant jump in our pace of execution. Where do you intend to arrange the money for this new equipment or for that matter working capital requirement that will be there?

Rajesh Verma: If you see last 4 years, our order book was around 1000 to 1500 crores, for last 4 years; there was a dip in the year 2016 only. But we had the necessary machine and manpower and all the things required for executing these projects. Currently it is 1700 so we don't see any issues in executing the same and in this year we are targeting to add another 1000 crores in our order book. Simultaneously we will go for the additional machinery required for these projects.

Prem Khurana: Would you be able to share guidance for FY18 or 19 if possible?

Rajhoo Bbarot: As you see that 1700 crores execution has to be completed within next 2 to 2.5 years and more than 50% increase in top line and pro-rata increase based on the HAM project and our EBITDA margins at which we are operating will be able to show the performance.

Prem Khurana: How much is our equity requirement now given the fact that we have HAM project and we have Punjab project as well, so how much is pending equity requirement between BOT projects?

Rajhoo Bbarot: There is no equity requirement in Punjab project as it has already achieved commercial operation; only we require equity investment for our HAM project in Gujarat which is around about 200 crores and we have got our receivables and internal accruals from which we will be able to meet the requirement.

Prem Khurana: And also to get a sense on the real estate business because now given the fact that you have RERA in place wherein it will be little difficult to operate in real estate business going forward, would we continue with our strategy of buying land near our projects or now we would start looking in leasing options?

Rajhoo Bbarot: I don't agree with you that it will be difficult for operation; on the contrary it will be more regularized.

Prem Khurana: No, it will be regularized but then given the fact you would have to have a separate account wherein and the fungibility of funds where you get to have from your customers would not be there anymore, right so we would have to give at least....

Rajhoo Bbarot: We don't see any issues on the same. 70 % of the amount received would be used for the project itself. For us it is more economical to buy out land instead of going on lease, as our projects have a timeline of 15-20 years. Once the project is completed there is substantial appreciation of land as well as it provides development opportunities for commercial and residential property. But whatever we receive, 70% will be utilized for the project, 30% will be utilized for other requirement. Normally as we go on with the booking, ultimately we see that

land will be required and we will continue to buy land near the project site instead of going on paying lease charges. With 15 to 20 years as the period of concession, we require the land near the project site for operation and maintenance activities, operation and maintenance we are also doing through our main company EPC Company. Once the project is developed there is substantial improvement in the quality of the asset and will continue with that. We are quite comfortable because normally when we purchase the land and take up the construction activities, prices improve and ultimately take care of 70% flow from the booking. So we don't see any problem and will continue with this policy of purchasing land near the project site.

Rajesh Verma: As the affordable housing sector has been given infrastructure status, so it will be easier to raise the loan against the property.

Prem Khurana: Basically the problem is initially where you are allowed to launch your projects even without approval and now you would be allowed only if all the approvals are in place for which in effect means the money that people tend to receive even before construction activity used to come to support your construction cost.

Rajhoo Bbarot: I agree our policy always has been to not to go for soft launching or anything unless all the sanctions and approvals are in place, we have never been going for advance booking.

Prem Khurana: Now given the fact that you have started focusing on HAM more which in effect I mean your commitment towards the real estate exposure would keep on improving.

Rajhoo Bbarot: Because real estate exposure has been negligible if you see...

Prem Khurana: It's been negligible but then...

Rajhoo Bbarot: Because investment is negligible only and it is incidental as I said we don't go for left-right-center with the new project but ultimately where our projects are going on, there we are required land for our project execution. And keeping with the long-term requirement instead of going for lease option we are going for acquisition option.

Moderator: We have a next question from the line of Nandish Shah from Nirmal Bang Securities. Please go ahead.

Nandish Shah: Sir my first question is regarding the real estate, looking at your presentation it doesn't seem that the real estate is your core business, so can you share some thought process about the same?

Rajhoo Bbarot: I agree it is not our core business but we are in this business for last 30 years. And as I said we are more focused in the areas wherever this BOT and HAM projects are going to be there and they have been there. As I already explained our requirement of land for putting the machinery plant and manpower for a period of 15 to 20 years which is our total concession period. So instead of going for lease option we are going for acquisition option and ultimately

during the course of that concession period we convert that into a real estate project where substantial high returns are there. I agree with you that it is not our core business but ultimately it is an incidental which we try to make it into quite a good improvement in the bottom line of the company.

Nandish Shah: Can you share the revenues the company has earned from the real estate business and from which properties?

Rajhoo Bbarot: In last year, mainly our Atlanta Enclave project is there which is near Thane near Shilphata where two towers of 20 storied we have completed and handed over the possession also. Particularly the revenues from that are 13 crores in the last fiscal. Now 6 more towers we are starting over there and it has been commenced and it will be completed within next 3.5 years. So there we are expecting revenue of about total 500 crores over next 3.5 years from that particular project. Another project we're going to start and that is Atlanta Heights which will be practically in the next fiscal and our Olympic Lifestyle in Jodhpur is now under construction but now under RERA we will completely re-file everything and then sales will be started thereafter. So you can expect about 650 to 700 crores revenue during next four years from real estate project.

Nandish Shah: What kind of debt would be there in the real estate?

Rajhoo Bbarot: Zero, we don't have any debt.

Nandish Shah: Looking at your presentation, in EPC business you're earning about 50% EBITDA. So I was just wondering is there any one-off in this quarter? Normally in case of EPC business we have never seen this kind of EBITDA.

Rajhoo Bbarot: Something is because of the receipts of this claim also but even otherwise we have got three policies that we do our captive contracts ourselves, there is no outsourcing and Equipments are owned by us, so these three or four things also is improving our bottom line substantially.

Nandish Shah: You have received some money from the authorities, so against which projects you have received this?

Rajhoo Bbarot: In our main company, we have received for our Mumbra bypass project and Lucknow project from NHAI. In the subsidiary, we received from National Highway Authority about 117 crores for our Nagpur-Kondhali project.

Moderator: We have a next question from the line of Yellapu Santosh from India Nivesh. Please go ahead.

Yellapu Santosh: I just like to understand if we have reported 50% kind of EBITDA margins in this quarter, so what kind of EBITDA margins we expect to book from the current order book? Do we expect any shift in the business mix; I would like to get some color and filler on those aspects?

- Rajhoo Bbarot:** As I said real estate income will be about 650 crores in next four years and now with the 1700 crores projects which are there for our EPC and captive projects plus one project we intent to acquire more in the current fiscal, mix will be same about 85:15. And as far as bottom line we have said this 1400 crores which are receivable as on today at different stages which we intent to realize by next two years. So next two years our guideline will be that EBITDA margin will continue like this and that is because of past receivables coupled with our EPC and real estate projects. So next two years we give the guidance that it will be on the same line for EBITDA margins.
- Yellapu Santosh:** I understand your perspective Sir. If I have to keep aside the amount flow and all, any adjustments related to the receivables parked what is the core operating EBITDA margin at least with the company functions or what is the EBITDA margin we are comfortable to pick up a project?
- Rajhoo Bbarot:** Around 20%.
- Yellapu Santosh:** Can you just help me understand with so much of competition we are seeing in the projects, I'm just trying to even though we have our own in-house equipments in place, all the resources are in place how are we able to deliver 20% kind of EBITDA margin, how would we be able to deliver that kind of number? Are we even including some kind of early completion bonus into this or how it works?
- Rajhoo Bbarot:** As I said there are three things – there is no outsourcing. We do it ourselves so there is no split of profit in that. Secondly, early and timely completion is already there. Thirdly, we are also selective about the project because we are not very top line driven company. We are mainly bottom line focused company and we are selective with our margins only and we bid when we are qualified for direct taking up the project. This 20% EBITDA margin we have been able to continue for last about several years.
- Yellapu Santosh:** Just to take up this thing forward I would like to understand can you please help me, what are the recently won big ticket projects like if I really pick from your presentation Mora project is something that we have won recently.
- Rajhoo Bbarot:** Mora and thereafter we have got this project in Gujarat that is from Gandhinagar to Rajasthan border, at the cost of 1292 crores from National Highway Authority of India.
- Yellapu Santosh:** Is that included in the presentation order book number 17 million or not?
- Rajhoo Bbarot:** It is built up.
- Yellapu Santosh:** Can you please help me understand who was the L2 for these projects?
- Rajhoo Bbarot:** L2 was Sadbhav where practically EPC cost they were L1 and we were L2 in EPC cost and maintenance cost we were L1, operation and maintenance cost for next 15 years and they

were L2 there. So because of net present value of combined cost of construction as well as EPC cost plus operation and maintenance we became the lowest, differences hardly about 10 to 15 crores.

- Yellapu Santosh:** You are referring to which project, Sadbhav was L2?
- Rajhoo Bbarot:** The same Gujarat project from Gandhinagar to Rajasthan border.
- Yellapu Santosh:** This is an EPC project?
- Rajhoo Bbarot:** It is a HAM, Hybrid Annuity project.
- Yellapu Santosh:** And the gap between you and theirs was 10-15 crores on a net level basis?
- Rajhoo Bbarot:** Yes.
- Yellapu Santosh:** Similarly, on the Mora project who was the Next in the line?
- Rajhoo Bbarot:** Mora project there was a difference of only about 1.5 crores where Gammon was the second lowest. We were 252 crores and they were something like 254 crores.
- Yellapu Santosh:** Do you see for whatever projects you bid we would be able to do same kind of margins going forward also as you said that you intend to add another 1000 crores of orders?
- Rajhoo Bbarot:** As I said we are selective, now there are very limited players in the market and we have got patience and we bid for our EBITDA margin.
- Yellapu Santosh:** Just to add to the previous question, how many bidders were there in these two projects?
- Rajhoo Bbarot:** This particular project in our Mora project, only there were three bidders and in Gujarat HAM Project there were five bidders.
- Yellapu Santosh:** One more thing, where you said that almost 550 to 700 crores of topline we expect in the reality projects, is it going to be back ended or how do you see this revenue flowing up?
- Rajhoo Bbarot:** It has to be back ended because see in the real estate projects, land is normally taken then converted into current assets and ultimately after 20% we start booking of the bottom line, so it has to be back ended.
- Yellapu Santosh:** Lastly one small clarification I would like to have, at the beginning of the con-call in your comments you mentioned that we tend to pick up real estate parcels in and around the road projects, right?
- Rajhoo Bbarot:** Yeah.

- Yellapu Santosh:** The current the three projects ongoing, are they in and around the land parcels?
- Rajhoo Bbarot:** This particular one project which is Atlanta Enclave that we had acquired when we took up the Mumbra bypass project which was on BOT basis. So for Mumbra bypass we had to construct so we had put up machinery and all that, so we have taken the Shilphata land. Now similarly Jodhpur was when we were doing the project in Rajasthan and third one is separately there, Atlanta Heights when we had taken up the project of Western Express Highway in Mumbai.
- Yellapu Santosh:** I'm just trying to understand one thing, what is the reason that led you to pursue the strategy whereas almost there are more than two dozen players in space and they didn't find this opportunity attractive and what led you to take up this opportunity? I'm just trying to understand from a strategy perspective what is that you are saying and what is that they have missed to see?
- Rajhoo Bbarot:** This strategy is there since 1990, in Bombay when we were doing the city road projects that time we had done this Atlanta Building in Nariman Point. We are hands down in real estate also so that is one thing counts is our experience in dealing with the set up a project. And secondly, we did our analysis that instead of taking for 15 or 20 years on lease rentals because normally lease rentals are about 2%. So for 15-20 years we pay about 30% to 40% we already spent by way of lease rental by the time our concession period is over and that is practically not putting any addition on my bottom line or top line. So we decided, now like just to share figures with you Shilphata project when we took up in year 2000 when the Mumbra bypass project was commenced, we purchased the land for Rs. 1 crores. Now today the total project potential is more than about 550 crores. So you can understand how much it boosts your bottom line also. We have taken this strategy and it has been quite helpful and supporting us and others they may not be having a combination of this experience of real estate. Whereas we have got expertise and this combination of real estate and infrastructure that maybe the strategy which other companies may not be able to adopt.
- Yellapu Santosh:** I am just like to exclude the Bombay land parcels because we all know how the prices are shot-up and how you would be getting benefited. But if I have to take up the Jodhpur project, what kind of equity IRR you see in this project?
- Rajhoo Bbarot:** Equity IRR for Jodhpur project I agree if you see Bombay whatever has shot up in Rajasthan Jodhpur it has not shot up to that extent because we were expecting...
- Yellapu Santosh:** May I ask for Jodhpur because...
- Rajhoo Bbarot:** Jodhpur because we are expecting a refinery to come up now refinery is already planned but once it start that also will also help us as we expect equity IRR of about 15% for Jodhpur project. But if that refinery project comes up and land prices and real estate goes up which we expect once that project is taken up, announcement has already been there but project has not been commenced yet.

- Yellapu Santosh:** Do we intent to add up more land parcels?
- Rajhoo Bbarot:** Yeah, now like in Gujarat we are planning to take a land near Himmatnagar because we have to be there for 17 years. So we are already negotiating and we will keep this strategy continued.
- Yellapu Santosh:** What kind of cash outflows you would see for acquiring this land parcel?
- Rajhoo Bbarot:** Cash generated from real estate projects are only used for other real estate projects, so ultimately it has no impact on our EPC and HAM projects.
- Yellapu Santosh:** I'm just trying to understand what will be the cash outflow?
- Rajhoo Bbarot:** It is negligible because we are buying land for about 5 to 6 crores and ultimately within 10 years we will find that 4 acres land that we are taking for our office and machinery requirements at Himmatnagar.
- Moderator:** We have a next question is from the line of Ashok Lodha from Max Future Capital. Please go ahead.
- Ashok Lodha:** Just want to know in April you have filed that you have received money of some 300 crores odd with arbitration award, so how the money has been utilized?
- Rajesh Verma:** 115 crores has gone towards reduction of the debt of SPV and balance money has gone towards this prepayment in the parent company and reduction of the other loans
- Ashok Lodha:** The complete amount has been utilized for reducing the loans?
- Rajesh Verma:** Yeah.
- Ashok Lodha:** In the subsidiary as well as the standalone?
- Rajesh Verma:** The standalone company.
- Ashok Lodha:** And when we can expect this balance 700 crores odd to come?
- Rajesh Verma:** We have phased out like by June we are expecting around particular 100 crores, by September we are expecting up to 200 crores to come in and by next year FY18 300 crores.
- Ashok Lodha:** By June how much we're expecting?
- Rajhoo Bbarot:** 100 crores.
- Ashok Lodha:** The balance?

- Rajesh Verma:** Out of 100 crores already 17 plus 21 that's almost 40 crores is already deposited that we have to withdraw, the process is on, so balance by September we are expecting 200.
- Ashok Lodha:** My another question is since the EBITDA margins have improved considerably on a consol and a standalone basis also, so can I get some kind of breakup of the revenue as how much would be receivable in the consol level out of 254 million.
- Rajesh Verma:** Out of 254 receivables were around 150.
- Ashok Lodha:** Basically what kind of orders which we are getting, the EBITDA levels have gone up considerably?
- Rajesh Verma:** This is basically the old receivables which we have realized.
- Ashok Lodha:** That's what I wanted the breakup, how much we have realized and...
- Rajhoo Bbarot:** EBITDA margins for our EPC projects are about 20% as we said, real estate project is about 35% and then so coupled we are getting about this year we have shown about 50% EBITDA margin.
- Ashok Lodha:** Regarding your real estate purchase in Jodhpur Olympus Lifestyle, I believe that work has been stopped right now.
- Rajhoo Bbarot:** Because previously we were having three and four bedrooms, now we are converting into affordable housing with up to two bedroom, one bedroom, and studio apartment, so that slight change we are taking and then we are waiting for the right opportunity because initially the refinery was already announced, it has not been commenced. We are hopeful that now shortly they are going to start, Hindustan Petroleum and Government of Rajasthan now have agreed for equity participation. So we intend that once project is announced, refinery, there will be substantially increase in the land parcel cost and we may be able to reap the benefit.
- Ashok Lodha:** What took you to take decision, change the plan, is the lack of demand or any other reason?
- Rajhoo Bbarot:** Not lack of demand because now this tax announcement and infrastructure sector given for affordable housing so that has made us change the decision.
- Ashok Lodha:** It's not a question, literally it's a request just asking whether your dividend payout is little poor because you have earned Rs. 10 earning EPS and distributed only 15%.
- Rajhoo Bbarot:** I agree with that this is a capital-intensive industry and on one hand I go on giving the dividend and on the other hand I go on raising the equipments that doesn't make any sensible proposition. So if you also see we have given dividend only to the non-promoter shareholders because capital has to be conserving also. So we are taking a pragmatic decision, this is a 15% minimum dividend policy we have given for our stakeholders. This year we have thought it's prudent that we will go on for this non-promoter shareholder and hopefully we should be able

to improve in the future also but we are taking a pragmatic decision keeping in view our requirement for further capital also.

- Ashok Lodha:** Dividend distribution policy is in place?
- Rajhoo Bbarot:** Yes, it is already announced.
- Moderator:** We have a next follow on question from the line of Yellapu Santosh from India Nivesh. Please go ahead.
- Yellapu Santosh:** I just like to understand can you please help us reconcile the total debt amount outstanding from standalone to consol?
- Rajhoo Bbarot:** Standalone now about outstanding debt is about 150 crores totally and we have got different subsidiaries where projects are there with the balance life of about 10 to 15 years.
- Yellapu Santosh:** I wanted to get a sense of those projects also.
- Rajhoo Bbarot:** Nagpur-Kondhali which is a project in Maharashtra we are now balance left that is about 130 crores.
- Rajesh Verma:** It was 200 crores in March, now it is 130.
- Rajhoo Bbarot:** After this it has reduced to 130 crores, previously it was more than 200 crores, so 114 crores we have appropriated. Now another is Ropar project where we have got about 169 crores of debt and one is Mohania-Ara project where we have got about 315 crores of debt.
- Yellapu Santosh:** I think if I'm not wrong the numbers still don't add, right?
- Rajhoo Bbarot:** 350 plus 169, you are taking in March numbers.
- Yellapu Santosh:** Yes sir.
- Rajesh Verma:** March number around 217 is the hold co level and all figures in crores, 217 hold co level, 240 is that Nagpur project then 169 for the Ropar project and 380 for Mora project and there are small other loans like loans against property, so those add up to balance figure numbers.
- Yellapu Santosh:** Can you give the corresponding numbers for FY16?
- Rajesh Verma:** That would be around same only. That would be around 950.
- Yellapu Santosh:** Why I asked this question is that you said the amount that we received as 300 crores of receivables that got cleared for us.
- Rajhoo Bbarot:** Out of those 117 crores is received in April first week.

Moderator: As there are no further questions, we would like Mr. Rajhoo Bbarot to provide the closing comments.

Rajhoo Bbarot: Thank you everyone for your participation in our earnings call. In case of any further queries you may get in touch with the Stellar Investor Relations or feel free to get in touch with our Investment Relation Officer. Thank you very much.

Moderator: Thank you very much members of the management. Ladies and gentlemen on behalf of Atlanta Limited that concludes this conference. Thank you for joining us and you may now disconnect your lines.