



# ATLANTA LIMITED

An ISO 9001:2008 Company

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CIN : L64200MH1984PLC031852

September 12, 2017

**Bombay Stock Exchange Limited**

Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai 400 001

**National Stock Exchange of India Limited**

Exchange Plaza, Plot No. C/1, G Block  
Bandra-Kurla Complex, Bandra (East)  
Mumbai 400 051

**Scrip Code : 532759**

Fax No : 2272 3121 / 2272 2037

**Trading Symbol : ATLANTA**

Fax No : 2659 8348 / 2659 8237 / 38

Dear Sirs,

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

**Subject: Investors' Presentation**

This is to inform you that an Earnings call to discuss the Q1 unaudited financial results for FY-2017-18 of the Company with Mr. Rajhoo Bbarot, Chairman and Mr. Rajesh Verma, CFO is scheduled to be held on Wednesday, September 13, 2017 at 12.00 noon (IST).

In this regard, copy of the investor's presentation is enclosed herewith for your reference & record.

In line with the terms of Code of conduct and procedures for fair disclosure of unpublished price sensitive information read with SEBI (Prevention of Insider Trading) Regulations, 2015, we shall post relevant information, if any, on the website of the Company promptly after the meeting and also send copy of the same to the stock exchanges.

You are requested to kindly acknowledge the receipt and also take suitable action for dissemination of this information through your website at the earliest.

Thanking you

Yours faithfully

For Atlanta Limited

  
Narayan R Joshi  
Company Secretary



# ATLANTA LIMITED

*Where Technology Moves with Time*

Investor Presentation  
September 2017



# Safe Harbor

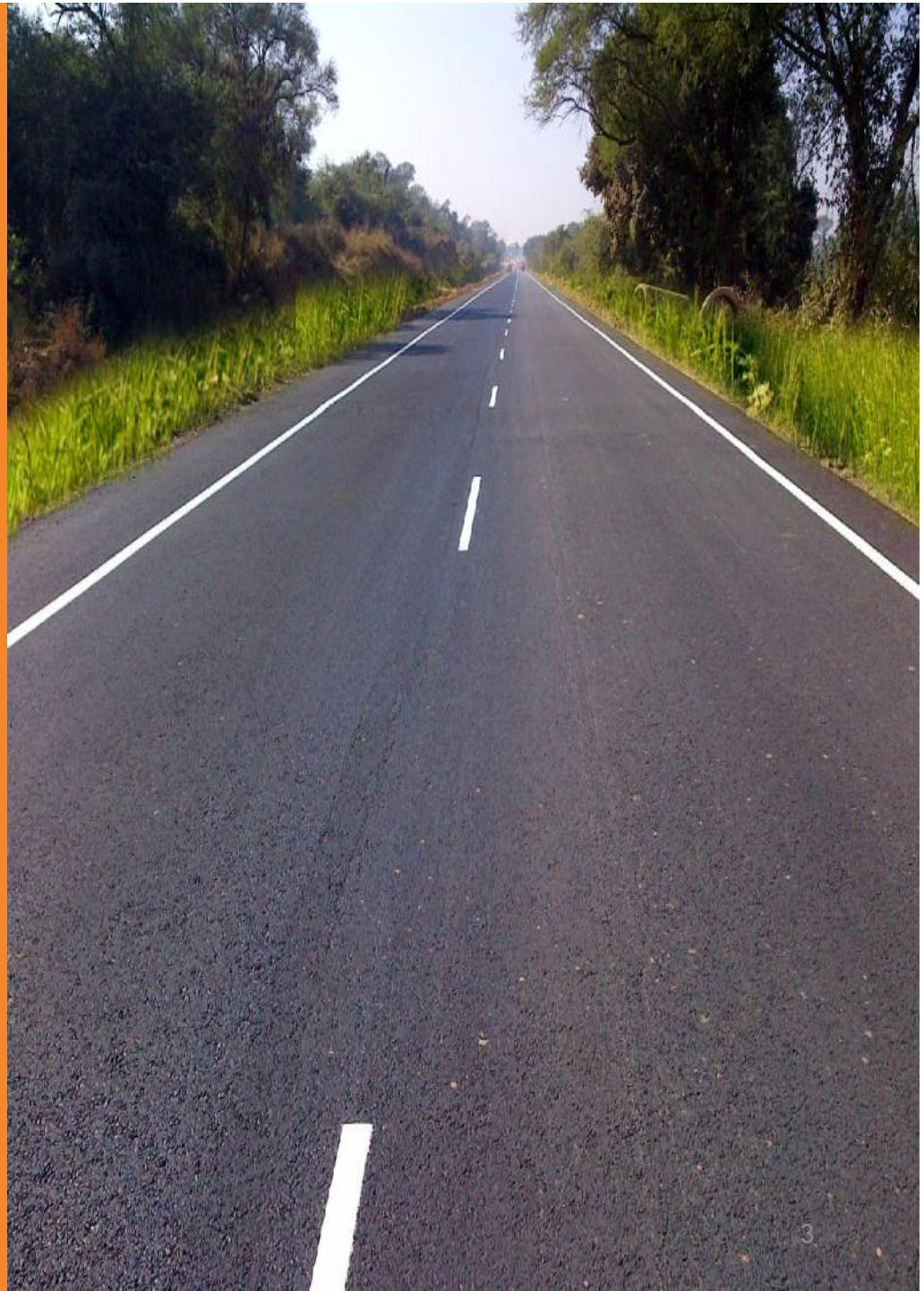


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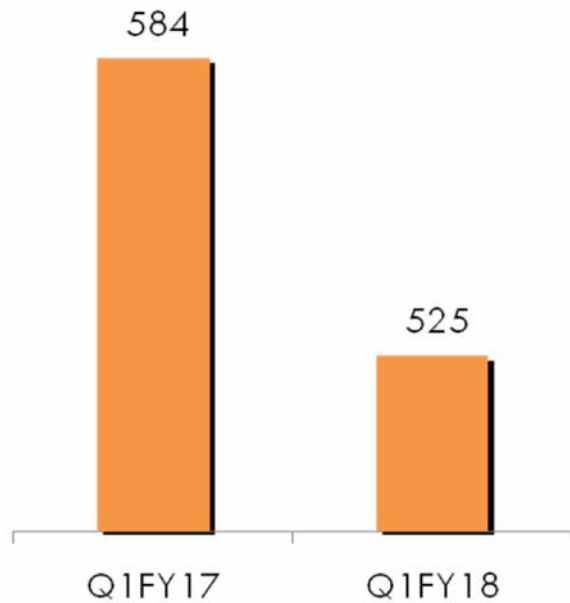
# Financial Highlights - Q1FY18



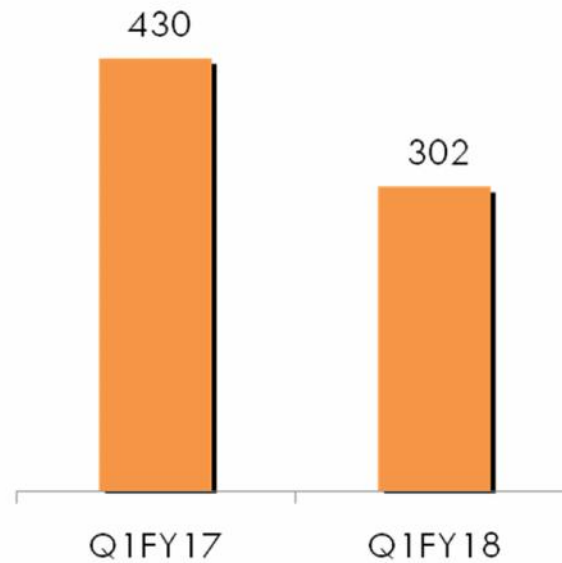
# Standalone Financial Highlights



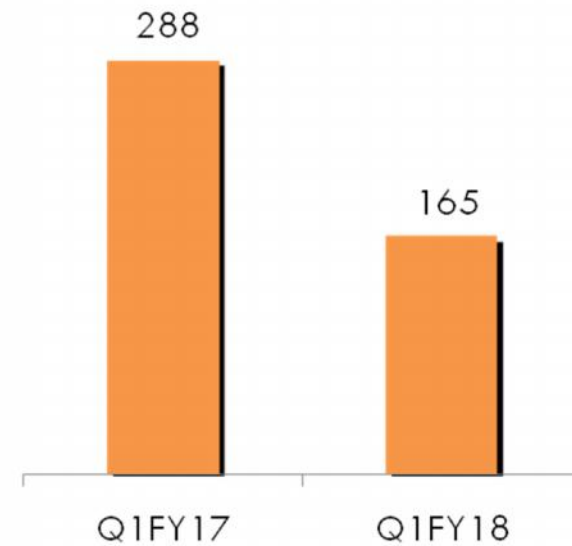
Revenue (₹mn)



EBIDTA (₹mn)



PAT (₹mn)



# Standalone Financial Results (As per Ind-AS)



Particulars (₹mn)	Q1FY18	Q1FY17	% Change
<b>Income from Operations</b>	<b>524.9</b>	<b>584.3</b>	-10%
Construction Expenses	181.2	123.3	47%
% of sales	35%	21%	
Employee Expenses	8.4	5.2	62%
% of sales	2%	1%	
Other Expenses	33.2	25.9	28%
% of sales	6%	4%	
<b>EBIDTA</b>	<b>302</b>	<b>430</b>	<b>-30%</b>
% of sales	58%	74%	
Depreciation	8.3	10.8	-23%
Finance Cost	84.4	74.5	13%
% of sales	16%	13%	
Other Income	20.3	18.1	12%
PBT	229.7	362.9	-37%
% of sales	44%	62%	
Taxes	64.9	74.2	-13%
<b>PAT</b>	<b>164.8</b>	<b>288.7</b>	<b>-43%</b>
% of sales	31%	49%	
Other Comprehensive Income	0.2	0.2	0%
<b>Total Comprehensive Income</b>	<b>164.6</b>	<b>288.5</b>	<b>-43%</b>

# Order Book as on June 30, 2017



Particulars of Work	EPC Value (₹mn)
6-laning of Shamlaji-Chiloda stretch of NH-48 in state of Gujarat on Hybrid Annuity basis	11,500
4-laning of NH-37 from end of Moran bypass to Bogibeel Junction in state of Assam	2,382
Construction of 2-lane highway in state of Mizoram	605
Ropar –Doraha Section of NH-1 in state of Punjab	336
Nagpur- Kondhali Section of NH-6 in State of Maharashtra	212
<b>Total</b>	<b>15,035</b>

**EPC order book provides earnings visibility for at least 2 years.**

# Key Projects

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# Hybrid Annuity Project (Gujarat)

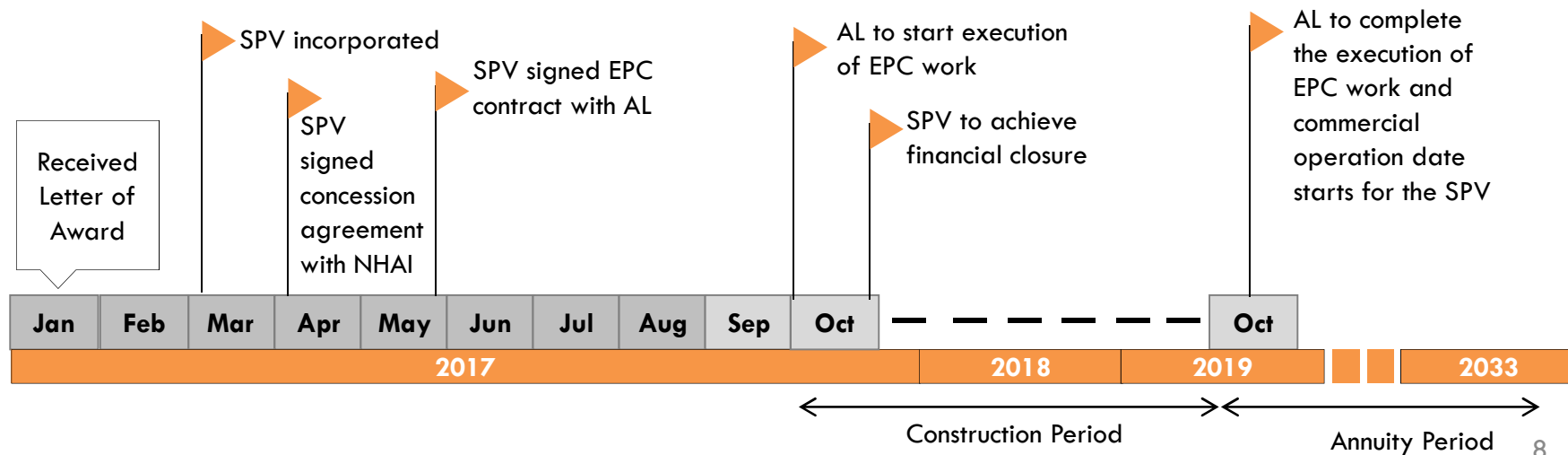


## 6-laning of Shamlaji-Chiloda stretch of NH-48 in state of Gujarat on Hybrid Annuity basis

Salient Features			
Bid Project Cost (₹mn)	12920	EPC Value (₹mn)	11500
Road Length (kms)	93.21	SPV ("Concessionaire")	Sabarkantha Annuity Pvt Ltd
Construction Period (years)	2	Appointed Date*	Oct 2017
Awarding Authority	NHAI	Concession Period (Years)#	17
Letter of Award	Jan 2017	Finance Mix (%)**	Debt: 42 Grant: 40 Equity: 18

Note: \*Expected, \*\*Proposed, #Including Construction Period

### Progress Timeline



# EPC Contract (Assam)

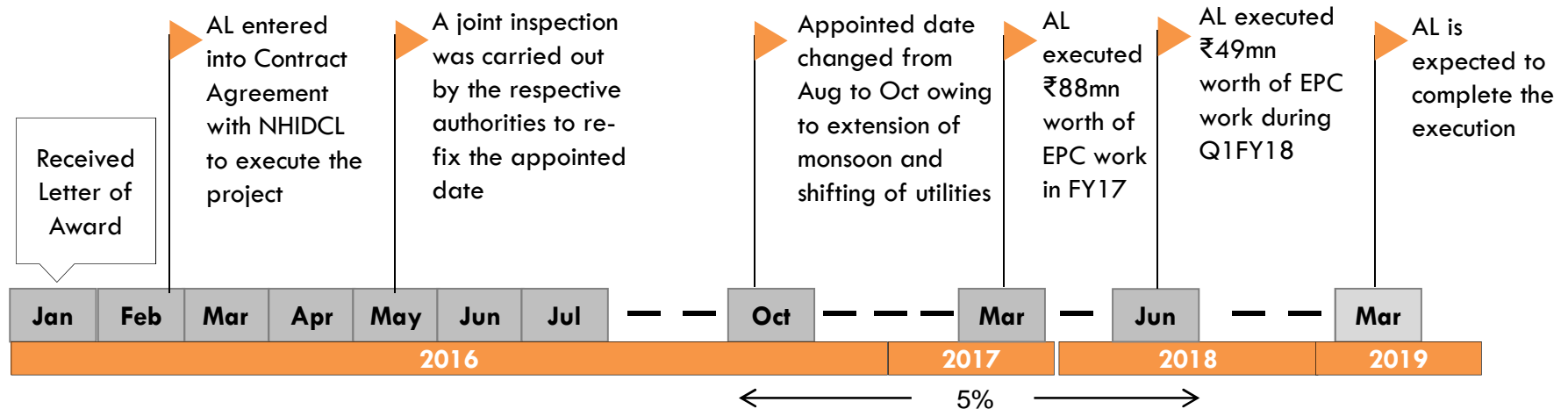


## 4-laning of NH-37 from end of Moran bypass to Bogibeel Junction in state of Assam

Salient Features			
Bid Project Cost (₹mn)	2520	EPC Value (₹mn)	2520
Road Length (kms)	19.08	Contract Executing Agency	Atlanta Limited
Construction Period (years)	2.5	Appointed Date	Oct 2016
Awarding Authority	NHIDCL	Concession Period (Years)	n.a.
Letter of Award	Jan 2016	Current Status	In progress*

**Note:** NHIDCL: National Highways & Infrastructure Development Corporation Limited

### Progress Timeline



# BOT / HAM Projects



	Particulars	Ropar-Doraha	Nagpur-Kondhali	Shamlaji-Chiloda
Project Details	Project Cost (₹mn)	2,540	3,800	12,920
	Ownership (%)	100	100	100
	State	Punjab	Maharashtra	Gujarat
	Client	PWD (Punjab)	NHAI	NHAI
	Type	Toll	Toll	Hybrid Annuity
	Lanes / Lane kms	4 / 37.0 2 / 95.2	4 / 209.2	6 / 793.2
Concession Terms	Concession Start Date	Apr'13	Jun'06	Oct'17 (Proposed)
	Concession Period	16.5 yrs	20 yrs	17 yrs
	COD	Nov'16	Sep'11	Oct'19 (Proposed)

--- Under Financial Closure

# Real Estate



- Executed commercial projects and residential projects in prime and emerging locations in Mumbai, Delhi & Rajasthan
- Over 11 mn square feet has been completed and 1.8 mn sq ft under various stages of development
- Focus on development of premium residential, commercial, integrated township and redevelopment of properties



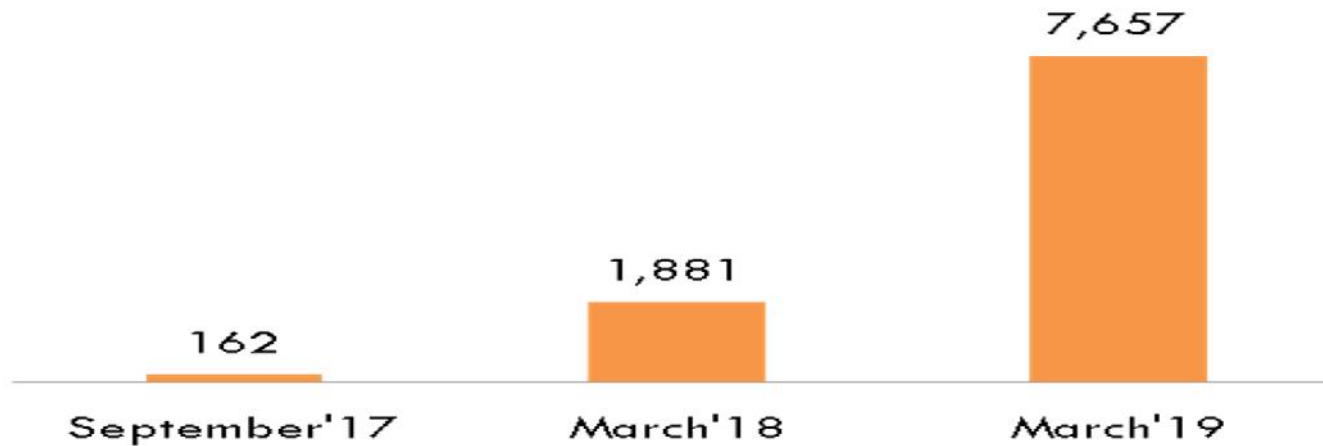
## Ongoing Projects

Project Name	City	Ownership (%)	Area (Mn Sq. Ft)	Project Cost (Rs mn.)	Current Status	Completion Date
Atlanta Enclave	Thane	100%	1.2	3,527	Phase I completed	Dec' 20
Olympic Lifestyles	Jodhpur, Rajasthan	60%	0.5	1,600	Under construction	Dec' 19
Atlanta Heights	Mumbai	100%	0.15	750	Yet to be started	NA
<b>Total</b>			<b>1.85</b>	<b>5,877</b>		

# Awards Receivables



Awards Receivables (₹mn)



**With timely inflow of arbitration awards receivables, the company will become debt free on standalone basis by FY18**

**Note:** Arbitration awards are in favour of the company. The amount shown is excluding of the interest claims on the awards in favour

# Projects Under Construction



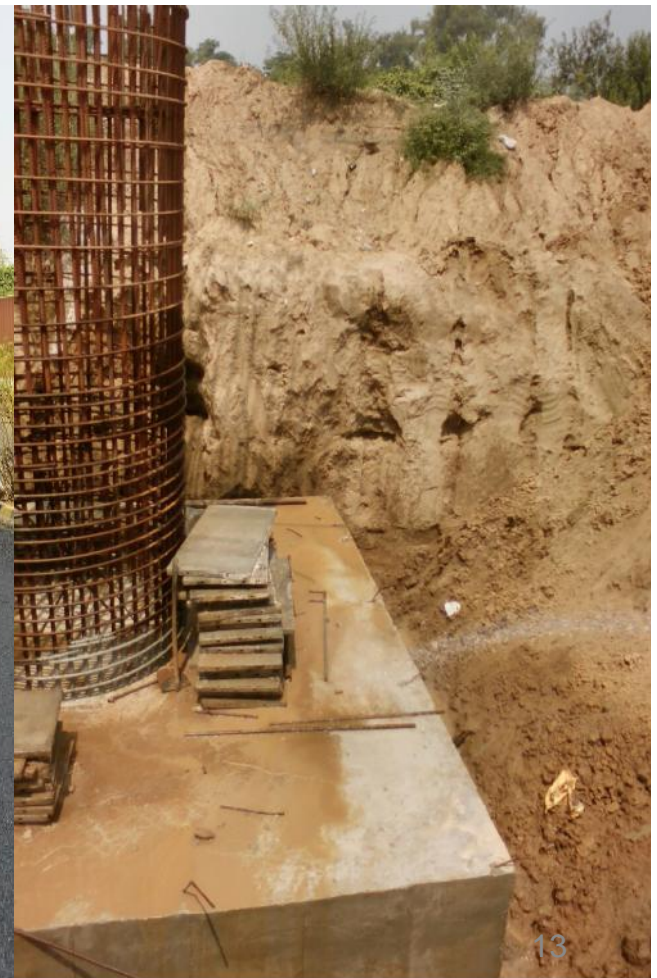
**Vehicle Underpass at Moran Bypass (Assam)**



**Major Maintenance Work at Nagpur- Kondhali Section**



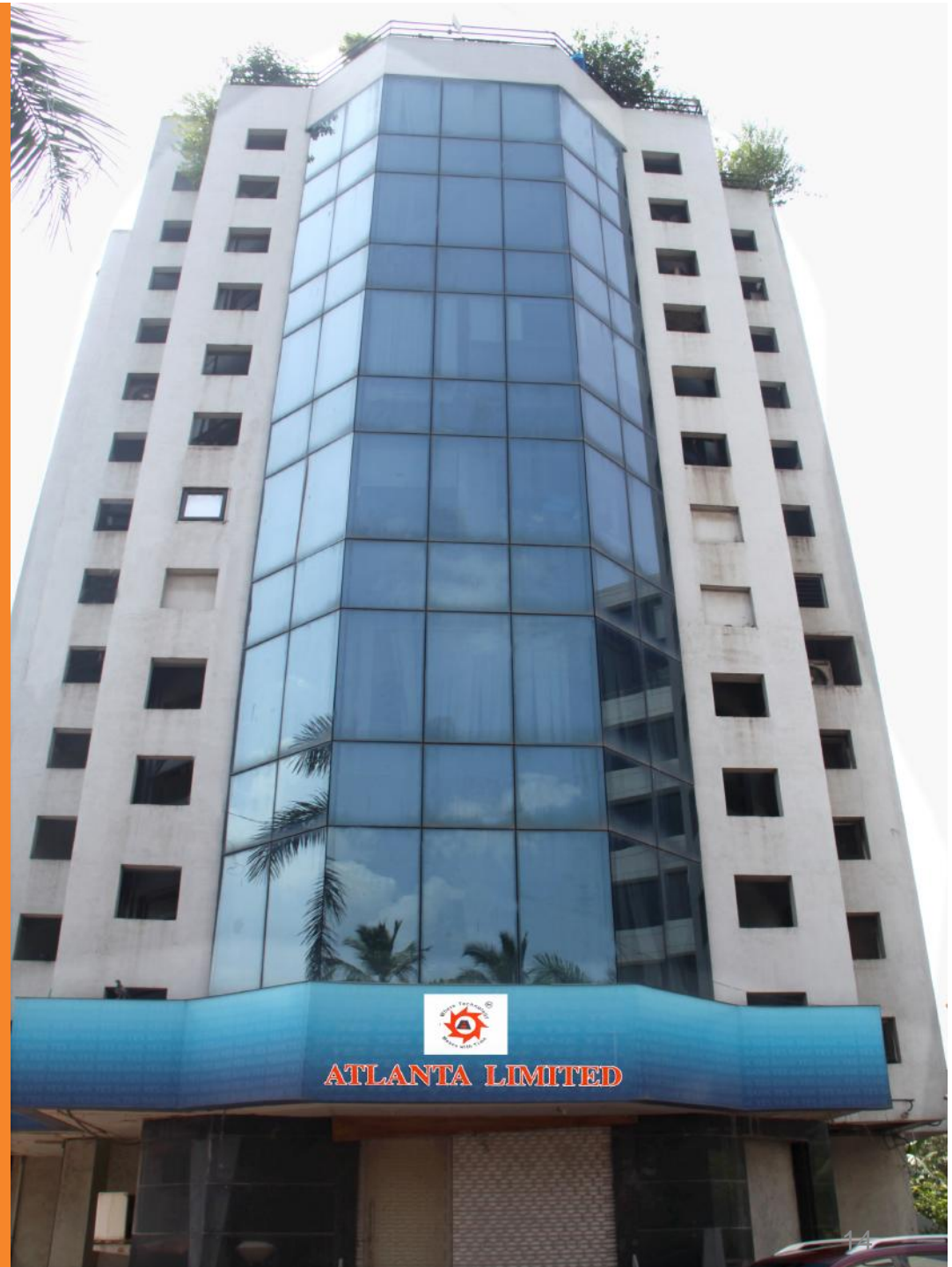
**Rail Over Bridge at Ropar-Doraha Section**



# Company Overview

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# Key Highlights



One of the leading players in **EPC & BOT** space

**4 Decades** of experience in Indian Infrastructure Sector

Executed more than **2,500** lane km projects

Robust order book of over **Rs.15 bn**

Pre-qualified to bid for projects worth over **Rs.14 bn**

**Pan India** operations



# Business Segments



## Infrastructure

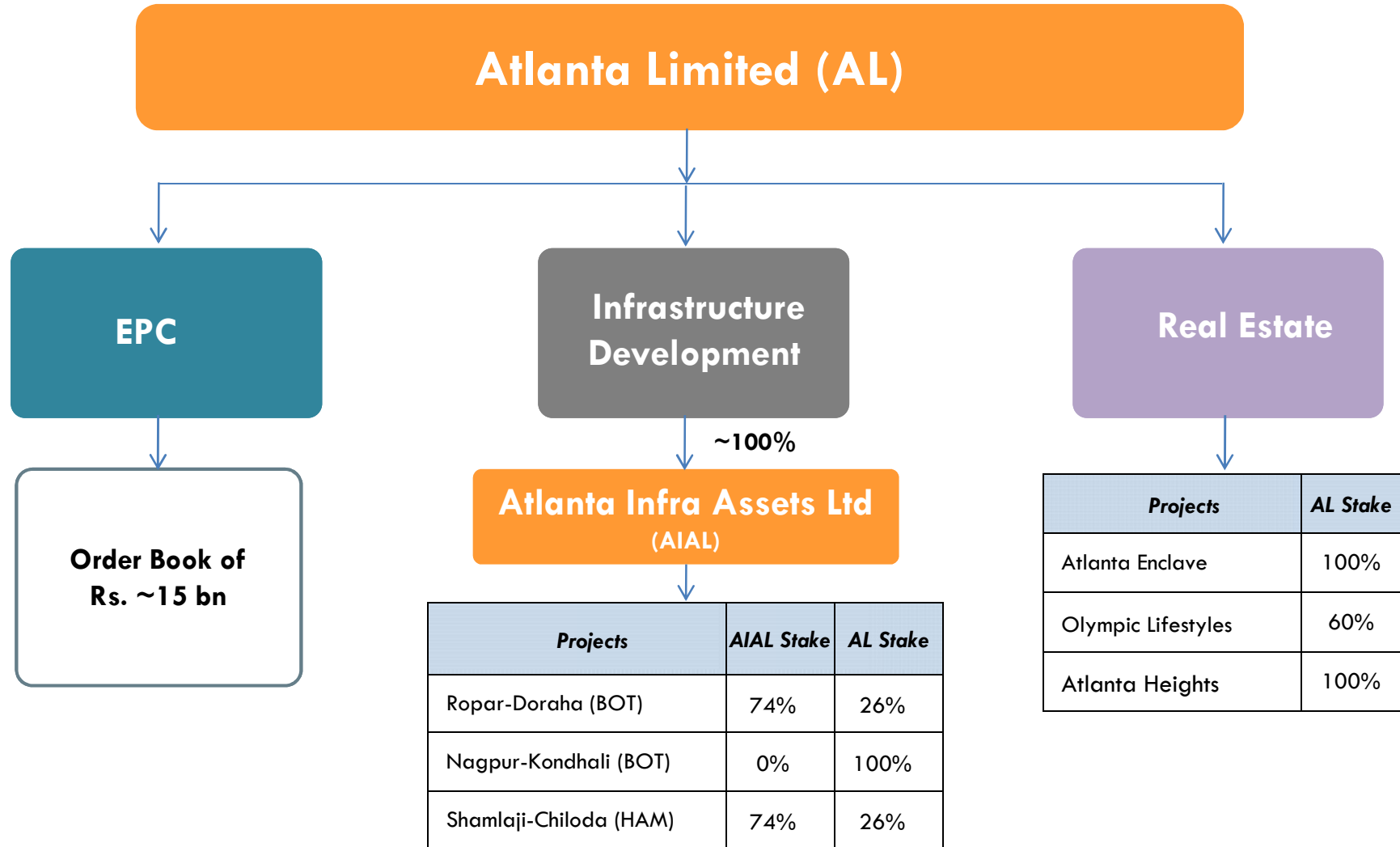
- Over 4 decades experience in EPC
- Presence in DBFOT & HAM projects
- Completed more than 2,500 lane km projects Pan- India
- Servicing clients like NHAI, MoRTH, NHIDCL, PWD of various states, Airport Authority of India, etc



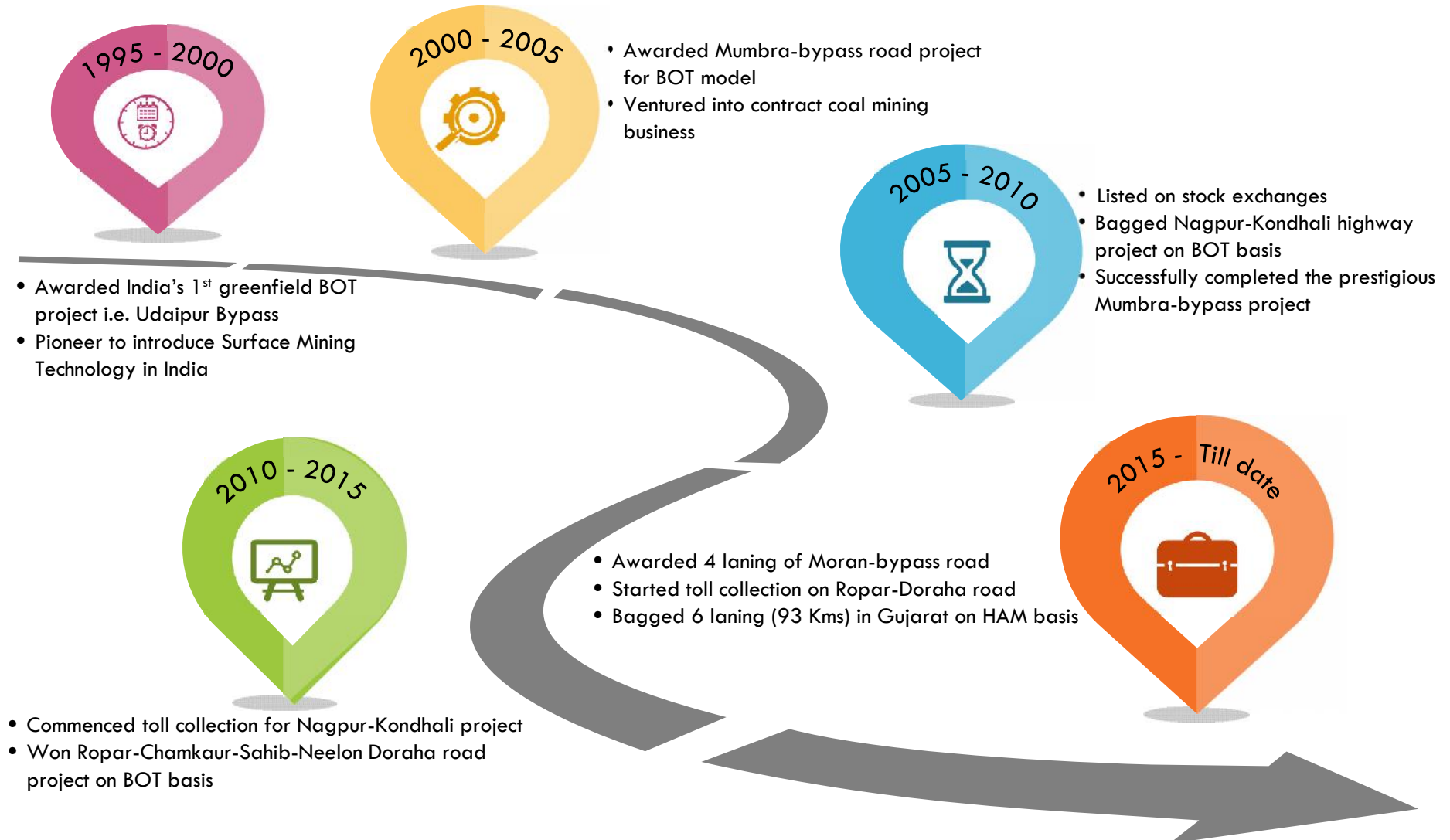
## Real Estate

- Executed various commercial and residential projects in Mumbai , Delhi & Rajasthan
- Focus on Affordable Housing
- Over 1.8 mn square feet of space under various stages of development

# Corporate Structure



# Corporate Journey



# Focused Approach



## Projects

- Focus on road infra projects; exited out of non-core activities like mining, rate contract jobs
- Ensure Timely and Quality completion of projects



## Partnership

- Enter into strategic JV or form project specific SPV for big size and large projects



## End to End Services

- Equipped to offer complete range of services from designing, engineering, constructing, operating and maintenance



# Experienced Management Team



**Rajhoo Bbarot**  
**Chairman**

- Has promoted the Company and has been the driving force of the Company
- Has 37 years of experience in construction business



**Rikiin Bbarot**  
**MD**

- Holds Bachelor's degree in Commerce , Diploma in Civil Engineering and Diploma in Business Management
- Has an experience of 17 years in the industry



**Rajesh Verma**  
**CFO**

- Holds Bachelor's degree in Engineering, Post Graduate Diploma in Management From IIM, Kolkata
- Has an experience of 24 years in the finance industry



**Ulhaas Bhole**  
**VP- Contracts**

- Holds Bachelor's degree in Civil Engineering from Mumbai University with Geotechnical Engineering as Elective Subject
- Has over 30 years in the Industry and has carried out a large number of Projects



**Narayan Joshi**  
**CS**

- Holds Bachelor's degree in Commerce , Post graduate in LLB & member of Institute of CS in India
- Has an experience of 28 years in the Secretarial Department



**Taj Khan**  
**VP- Sales & Realty**

- Holds Bachelor's degree in Construction Engineering with Masters in Marketing & LLB from Mumbai University
- Has more than 13 years of experience in Real State



# Let's Connect



ATLANTA LIMITED

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Mr. Amit Kumar Singh

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