



ATLANTA LIMITED

An ISO 9001:2008 Company

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CIN : L64200MH1984PLC031852

February 14, 2018

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

Trading Symbol : ATLANTA

Fax No : 2272 3121 / 2272 2037

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 Q3 unaudited financial results for FY-2017-18 of the Company with Mr. Rikiin Bbarot, Promoter & Managing Director & Mr. Dipesh Gogri, Chief Financial Officer of the Company is scheduled to be held on Wednesday, February 14, 2018 at 3.30 p.m.(IST).

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

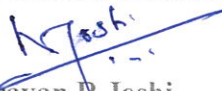
In line with the terms of Code of conduct and procedures for fair disclosure of unpublished price sensitive information read with SEBI (Prevention of Insider Trading) Regulations, 2015, we shall post relevant information, if any, on the website of the Company promptly after the meeting and also send 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 –
December 2017





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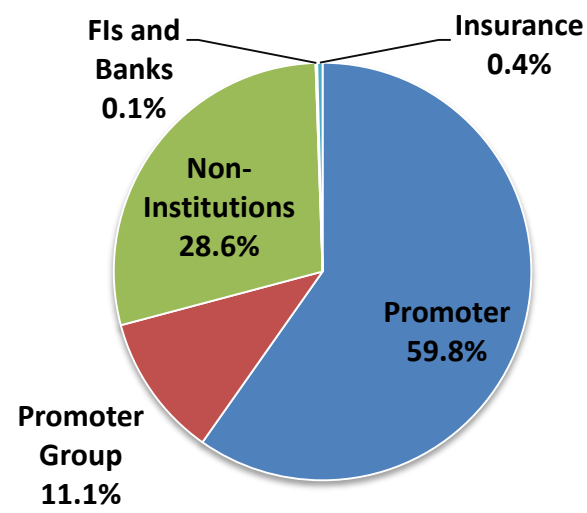
Atlanta Limited

- Established in 1977, Atlanta Limited engages in construction and development of Roads, Highways and Real Estate projects
- Primarily, the company undertakes projects across all lines of Roads & Highways segment with strong margins and revenue generation potential
- With around four decades of presence in Engineering & Construction sector, the company has built over 2,500 lane kms of projects across India
- The company has executed more than 11mn sq. ft. of commercial and residential projects in various parts of the country during its corporate journey
- Atlanta Limited operates through its subsidiaries, joint ventures and several other firms
- The company is prequalified to bid for individual project worth over ₹14 billion

Key Business Segments

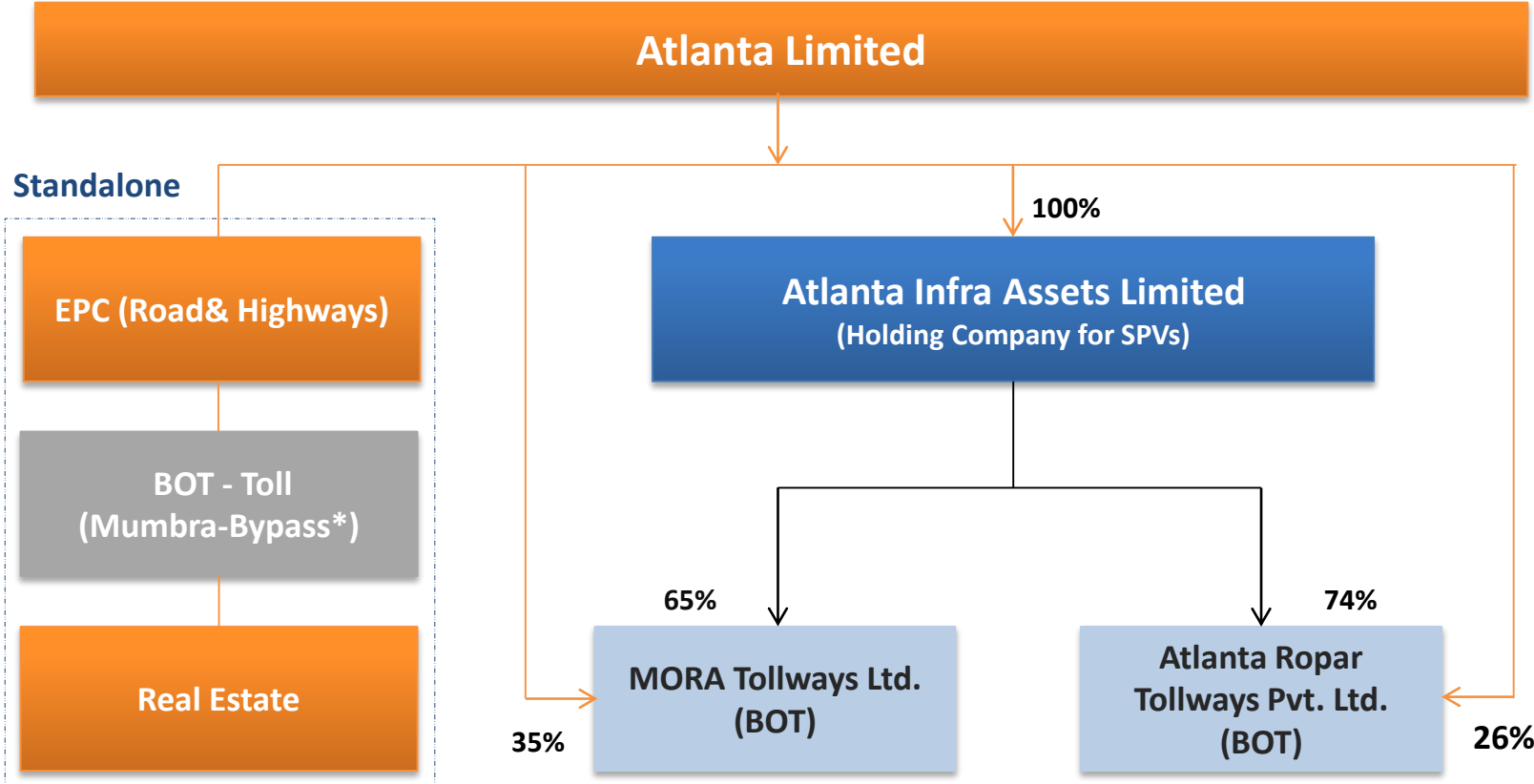


Shareholding Pattern*



Note: *As on December 31, 2017

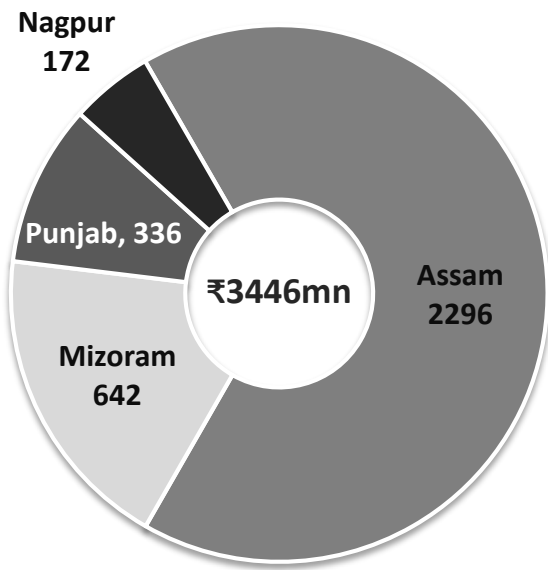
Business Structure



“Atlanta Limited together with its subsidiaries forms Atlanta Group”

Note: *Mumbra-Bypass Toll Asset was taken over by the Government of Maharashtra in Sep 2014. Since then the matter has been in the court for various claims. Atlanta Infra Assets Ltd, MORA Tollways Ltd. And Atlanta Ropar Tollways Pvt Ltd. are group subsidiaries of Atlanta Limited

EPC Order Book







Particulars of Work	Value (₹mn)
4-laning of NH-37 from end of Moran bypass to Bogibeel Junction in the state of Assam	2296
Construction of 2-lane highway in the state of Mizoram ¹	642
Ropar – Doraha Section of NH-1 in the state of Punjab	336
Nagpur- Kondhali Section of NH-6 in the State of Maharashtra	172
Total Value	3446

“The entire EPC order book is pertaining to the Roads & Highways space”

Note: ¹EPC (Mizoram) is a JV project being executed by the JV partner

Real Estate Projects

-  Atlanta Limited has over 1.8 mn sq. ft. under various stages of development in the emerging locations of Maharashtra and Rajasthan
-  The company has developed around 0.16 mn sq. ft. of saleable area in Phase I of Atlanta Enclave
-  Primary focus is on the development of small ticket residential and budget housing projects on the current land bank
-  Developed more than 11 mn sq. ft. of residential and commercial real estate projects over the years



Project Name	City	Ownership (%)	Area* (mn sq. ft.)	Project Cost# (₹ mn)	Current Status	Completion Date**
Atlanta Enclave	Thane	100%	1.2	3,527	Phase II Started	Sep' 21
Olympic Lifestyles	Jodhpur	60%	0.5	1,600	In Progress	Dec' 20
Atlanta Heights	Mumbai	100%	0.15	750	Yet to be Started	NA
Total			1.85	5,877		

“The company is increasing its focus on fast growing Affordable Housing space”

Note: *Saleable Area Under Development, #Including book value of the land, **Proposed

	Particulars	Nagpur – Kondhali (AIAL)	Ropar – Doraha (ARTPL)
Project Details	Project Cost (₹mn)	3,800	2,540
	Ownership (%)	100	100
	State	Maharashtra	Punjab
	Client	NHAI	PWD (Punjab)
	Type	Toll	Toll
	Lanes / Lane kms	4 / 209.2	4 / 37.0 2 / 95.2
Concession Terms	Concession Start Date	Jun'06	Apr'13
	Concession Period	20 yrs	16.5 yrs
	Commercial Operation Date	Sep'11	Nov'16

“BOT assets are part of consolidated entity which reports its results on annual basis”

Note: AIAL: Atlanta Infra Assets Limited, ARTPL: Atlanta Ropar Tollways Private Limited



Management Updates

EPC Focused

Continues to focus on high margin projects primarily in the Roads & Highways segment

Bid Pipeline

Currently gearing up to bid EPC based projects and Hybrid Annuity Model projects

Affordable Housing

Accelerating the execution of its affordable housing and small ticket size residential projects

Arbitration Awards

Aggressively perusing to realize over ₹11 billion of arbitration awards which are under execution

Use of Proceeds

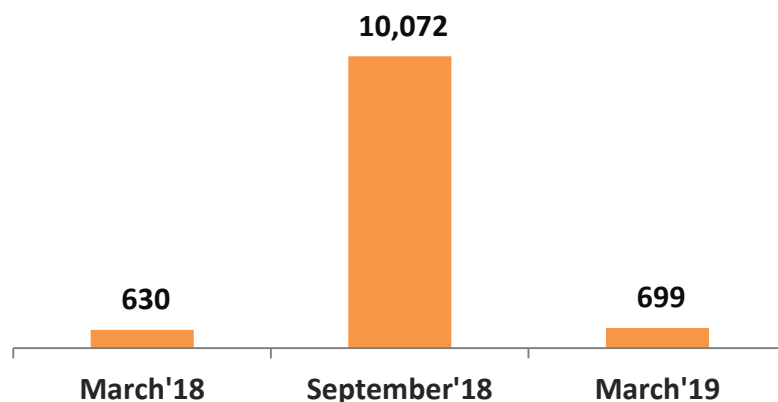
Utilizing larger portion of arbitration proceeds in retiring debts, capex and equity for future Hybrid projects

Debt Reduction

Aiming to become debt free by mid of 2018 on standalone basis

Awards Receivables

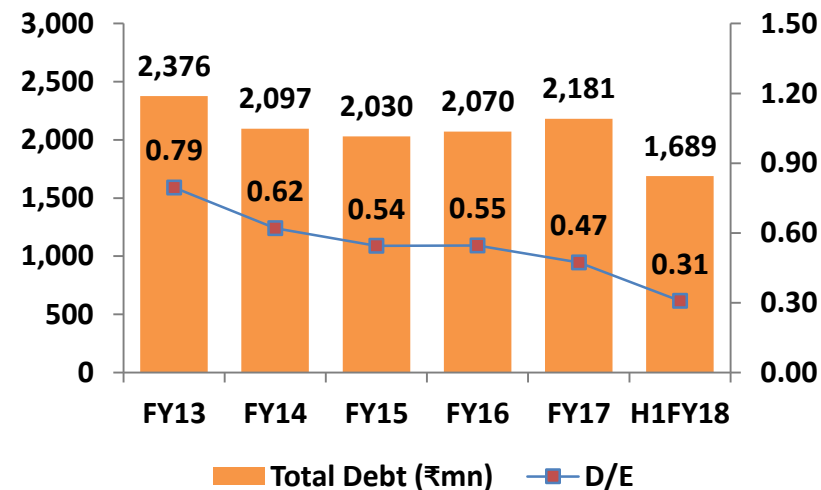
Awards Receivables* (₹mn)



Entity wise Receivables

AL-Standalone	630	1,000	250
AIAL	-	-	449
MORA	-	9,072	-

On Track to Become Debt Free



“With timely inflow of awards receivables, the company will become debt free on standalone basis.”

“As on December 31, 2017, Atlanta Limited has over ₹11 billion of awards receivables”

Note: *Including past and future interest claims on the awards in favour

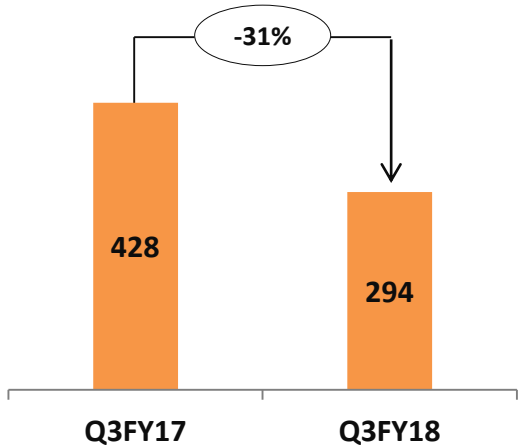
Result Highlights – Q3FY18



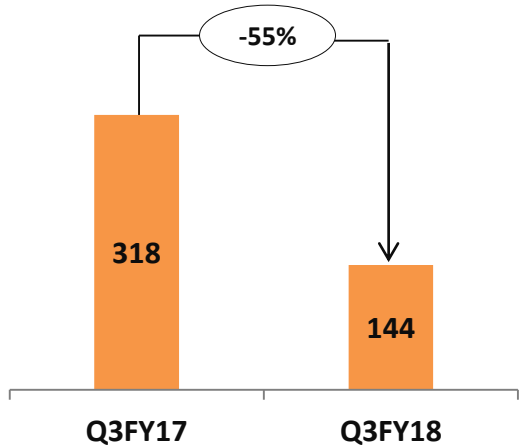


Standalone Financial Highlights – Q3FY18 (Ind-AS)

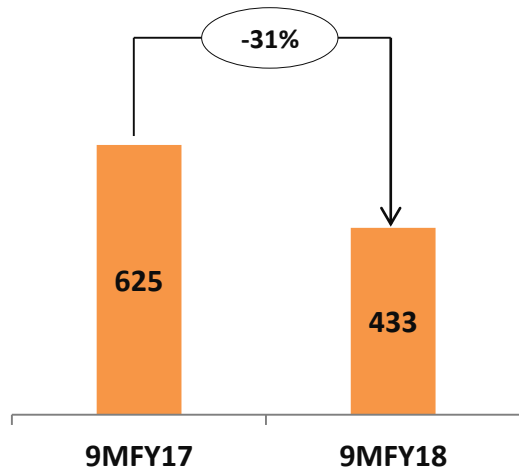
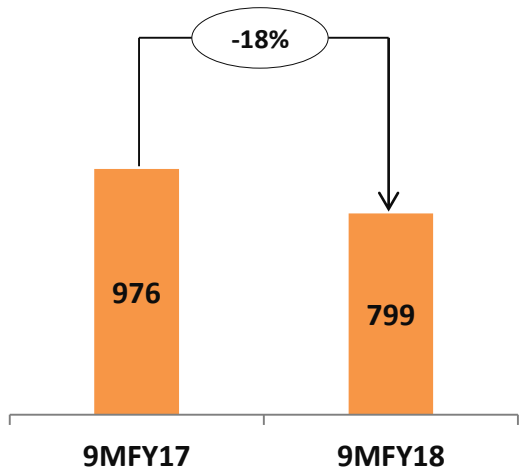
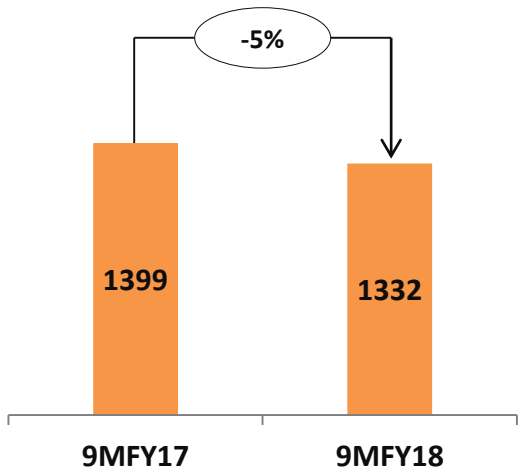
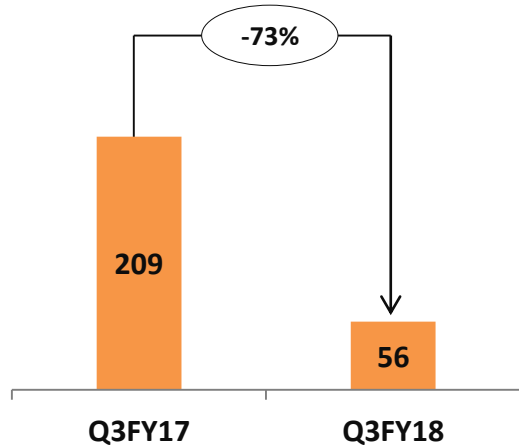
Revenue (₹mn)



EBITDA (₹mn)



Profit After Tax (₹mn)

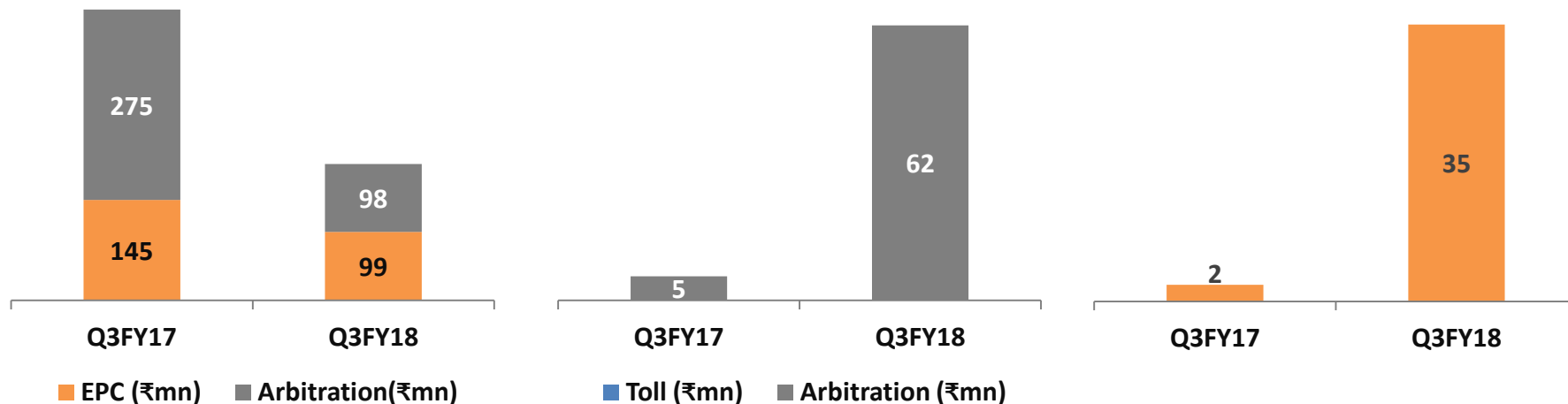


Segment Highlights

EPC (₹mn)

BOT- Toll (Mumbra-Bypass*, ₹mn)

Real Estate (₹mn)



Revenue Break-up (₹mn)	Q3FY17	Q3FY18
EPC (Roads & Highways)	145	99
Real Estate	2	35
Arbitration Awards**	280	160
Atlanta Limited	428	294

Note: *Mumbra-Bypass Toll Asset was taken over by the Government of Maharashtra in Sep 2014. Since then the matter has been in the court for various claims. **The company has a number of projects under arbitration and incurs a notable amount of expenses byway of lawyer's fee, expansion of legal team, frequent travelling & staying and other legal & administrative costs. Thus Arbitration EBITDA ranges from 80%-90%



Standalone Financial Results – Q3FY18 (*Ind-AS*)

Particulars (₹mn)	Q3FY18	Q3FY17	Y-o-Y	9MFY18	9MFY17	Y-o-Y
Revenue	294.2	427.6	-31%	1332.0	1399.3	-5%
Construction Expenses	95.3	77.7	23%	360.3	333.0	8%
Employee Expenses	11.3	11.2	1%	32.5	27.6	18%
Other Expenses	43.3	20.4	112%	140.0	62.9	123%
EBITDA	144.3	318.3	-55%	799.2	975.8	-18%
<i>EBITDA Margin</i>	<i>49%</i>	<i>74%</i>		<i>60%</i>	<i>70%</i>	
Other Income	9.4	16.1	-41%	34.8	41.0	-15%
Depreciation	9.2	11.1	-18%	26.2	32.7	-20%
Finance Cost	59.5	65.4	-9%	203.1	206.5	-2%
Profit Before Tax (PBT)	85.0	257.8	-67%	604.7	777.6	-22%
Tax	28.6	48.5	-41%	171.4	152.8	12%
Profit After Tax (PAT)	56.4	209.3	-73%	433.4	624.9	-31%
<i>PAT Margin</i>	<i>19%</i>	<i>49%</i>		<i>33%</i>	<i>45%</i>	
Other Comprehensive Income	0.2	0.2	0%	0.6	0.6	0%
Total Comprehensive Income	56.2	209.1	-73%	432.8	624.3	-31%

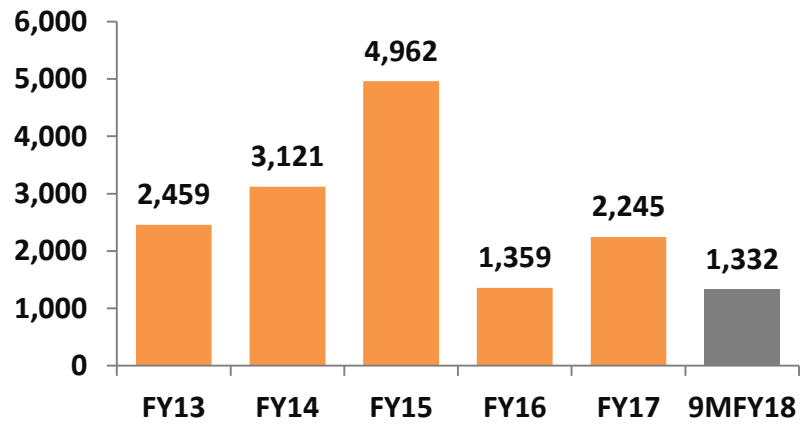
Financial Track Record and Performance



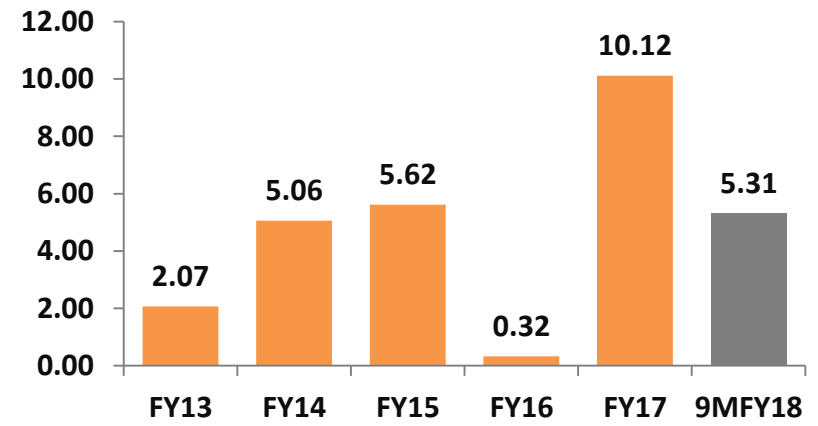


Standalone Financial Track Record

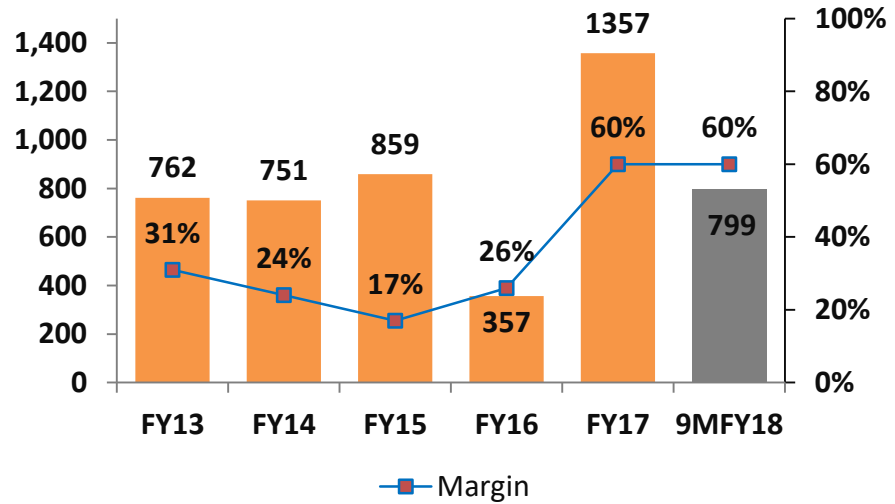
Revenue (₹mn)



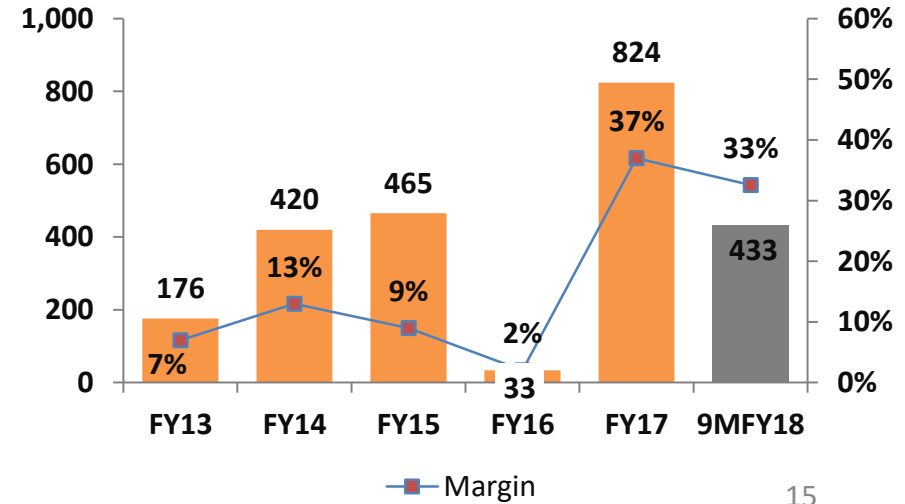
EPS (₹)



EBITDA (₹mn)

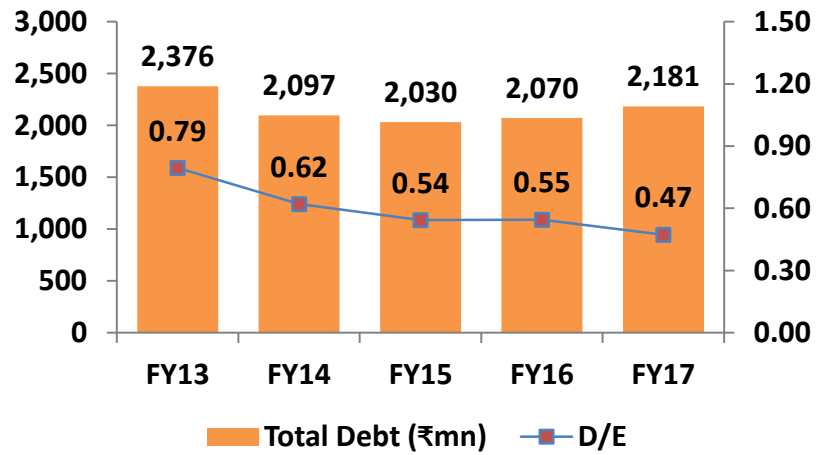


PAT (₹mn)

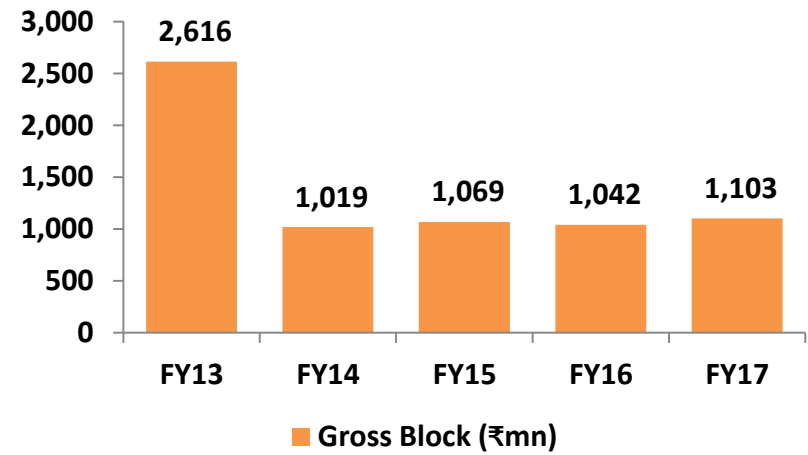


Standalone Financial Strength & Performance

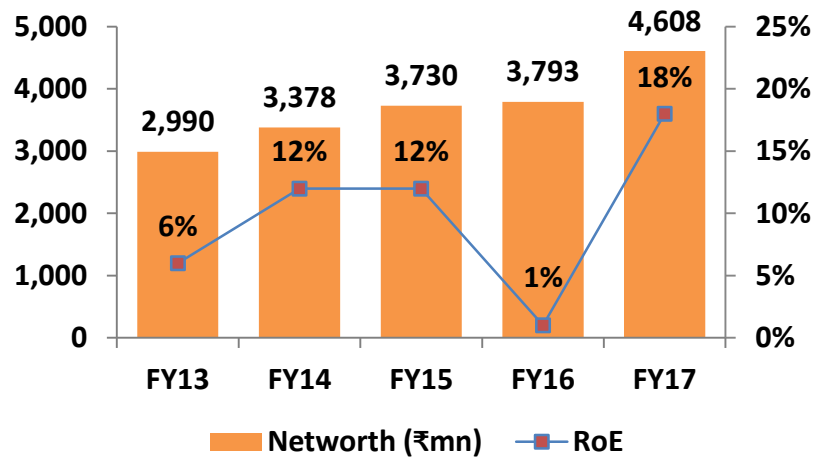
Total Debt / Equity



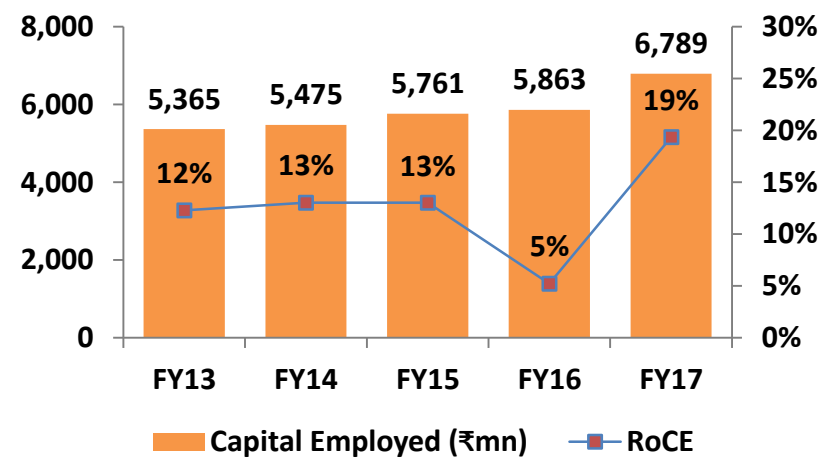
Gross Block



Return on Equity



Return on Capital Employed











Execution Schedule and Capabilities



Proposed 5-Year Project Execution Schedule

EPC Projects	Contract Value*	2017-18	2018-19	2019-20	2020-21	2021-22
EPC (Assam)	₹2432mn	₹827mn	₹1605mn			
EPC (Mizoram) ¹	₹643mn		₹643mn			
EPC (Punjab)	₹336mn	₹20mn	₹316mn			
EPC (Nagpur)	₹284mn	₹200mn	₹84mn			

Note: ¹EPC (Mizoram) is a JV project being executed by the JV partner

Real Estate Projects	Project Cost#	2017-18	2018-19	2019-20	2020-21	2021-22
Atlanta Enclave (Maharashtra)	₹3527mn					
Olympic Lifestyles (Rajasthan)	₹1600mn					
Atlanta Heights (Maharashtra)	₹750mn					

Note: *As on Mar 31, 2017; #Total project cost

In-house Construction Equipment

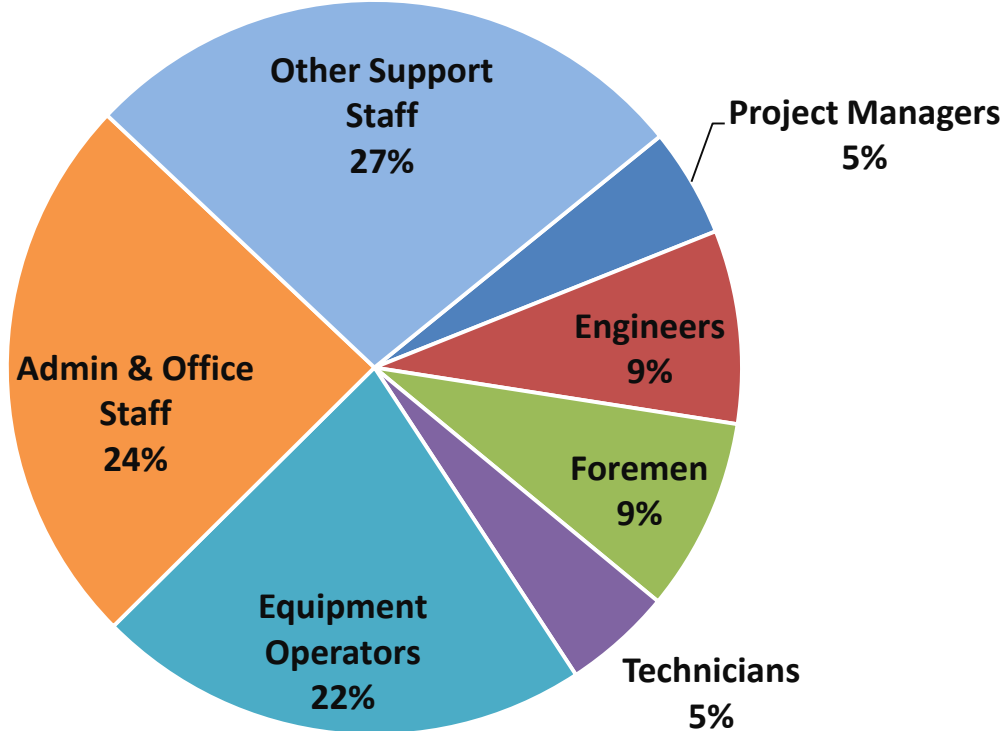
Sr. No.	Machinery Name	Quantity
1	Excavators	5
2	Backhoe Loaders	5
3	Soil Compactors	6
4	Asphalt Compactors	4
5	Pneumatic Tyre Rollers	2
6	Baby Rollers	2
7	Loaders	8
8	Pavers	2
9	Milling Machines	1
10	Motor Graders	6
11	Tippers	34
11.1	TATA	12
11.2	AMW	6
11.3	Mahindra	16
12	Transit Mixers	22
13	Weighbridges	9
14	Motor Vehicles	31
15	Piling Rigs	2
16	Hydra	3
17	Concrete Boom Placers	1
18	High-Mast Towers	1
19	Kerbing Machines	2
20	Rock Breakers	1
21	Hot Mix Plants	3

22	Batching Plants	6
23	Crushing Plants	4
24	Wet Mix Plants	1
25	Concrete Pumps	1
26	Diesel Bowsers	2
27	Bitumen Sprayers	2
28	Water Tankers	2
29	Ambulances	2
30	Bitumen Emulsion Plants	1
31	Generators	27
32	Scooters	2
33	Total Stations	4



Note: As on December 31, 2017

In-house Execution Team



“As on December 31, 2017, the total employee strength of the company was 188.”

Management Team



Rajhoo Bbarot
Promoter & Chairman

- Over 37 years of experience in execution of wide range of civil engineering projects of large scale like that of construction of Highways, Airfield Pavements, Buildings, Reinforced Concrete Tracks and Mining



Rikiin Bbarot
Promoter & Managing Director

- Has over 17 years of experience in construction business
- Holds Bachelor's degree in Commerce , Diploma in Civil Engineering and Diploma in Business Management



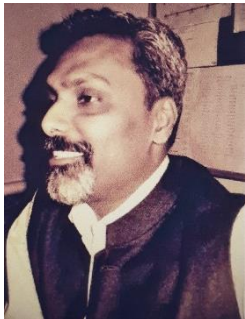
Dipesh Gogri
Chief Financial Officer

- Has more than 20 years of experience in the areas of Corporate Finance, Accounts, Taxation and Financial Advisory
- Holds Bachelor's degree in Commerce and member of ICAI and ICWAI



Ulhaas Bhole
Vice President & Head - Contracts

- Has over 30 years of experience in carrying out a number of infrastructure projects
- Holds Bachelor's degree in Civil Engineering from Mumbai University with Geotechnical Engineering as Elective Subject



Pillai Ponipass Packiriswamy
Vice President – Projects

- Has over 20 years of experience in project execution and contracts management
- Holds Bachelor's degree in Civil Engineering from NIT, Haryana and Post Graduate in Advanced Construction Management



Taj Khan
Vice President & Head - Sales & Realty

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

Project Gallery



Vehicle Underpass at Moran Bypass of NH-37



Major Maintenance Work at Nagpur-Kondhali Section of NH-6



Rail Over Bridge at Ropar - Doraha Section of NH-1





Thank You

For Further Information, please contact

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