



**NILA
INFRASTRUCTURES
LIMITED**

NILA/CS/2017/278
Date: September 18, 2017

To,
The General Manager
Department of Corporate Services
BSE Limited
Phirozee Jeejeebhoy Towers,
Dalal Street, Fort, Mumbai - 400001

Scrip Code: 530377

Dear Sir,

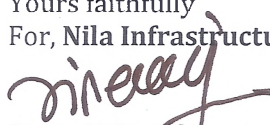
To,
The Manager
Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, Bandra Kurla Complex,
Mumbai - 400051

Scrip Symbol: NILAINFRA

Sub: Investor Presentation of Nila Infrastructures Ltd - September 2017

We are hereby submitting a copy of Investor Presentation of Nila Infrastructures Ltd - September 2017 and request the exchanges to take on record.

Thanking you,
Yours faithfully
For, Nila Infrastructures Ltd.


Dipen Y. Parikh
Company Secretary

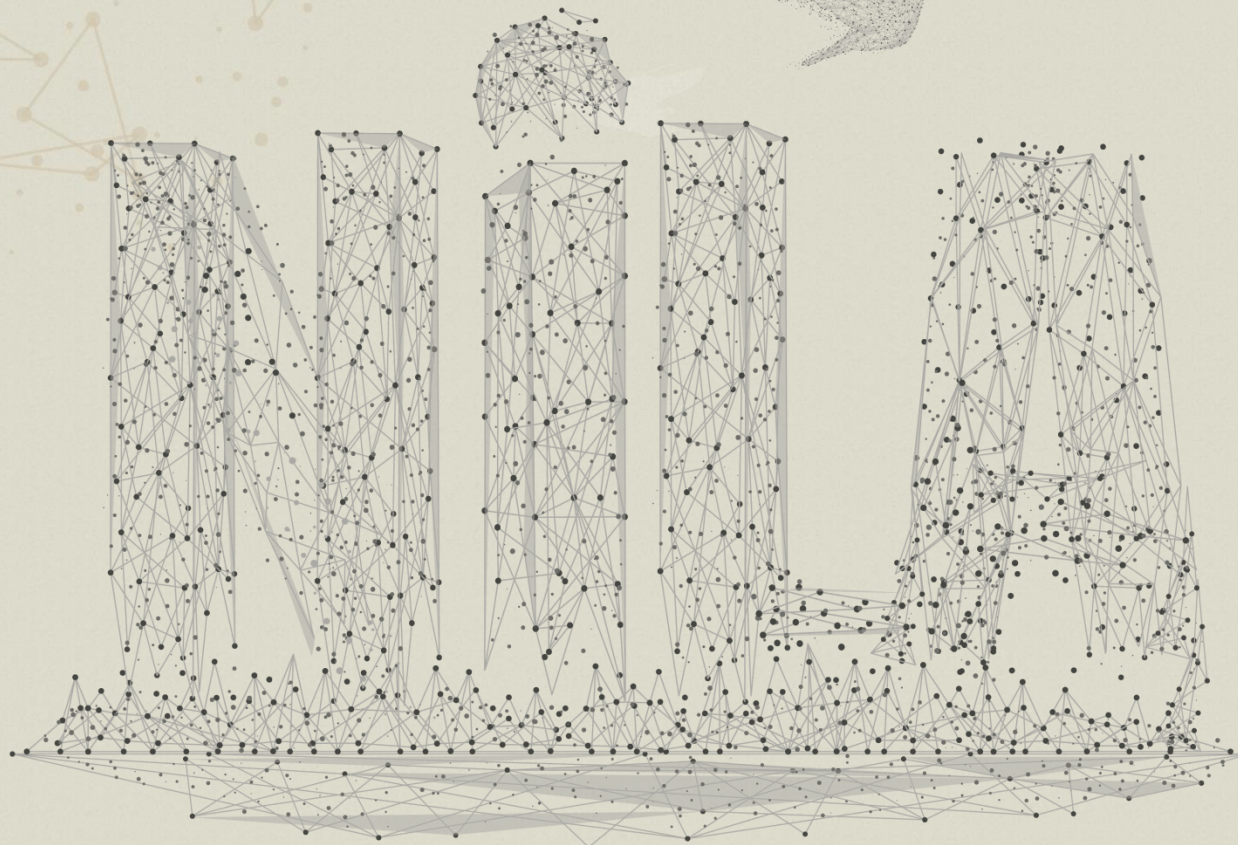


Encl: a/a

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NILA
INFRASTRUCTURES
LIMITED



GROUND IMPACT

Investor Presentation
September 2017

Safe Harbour



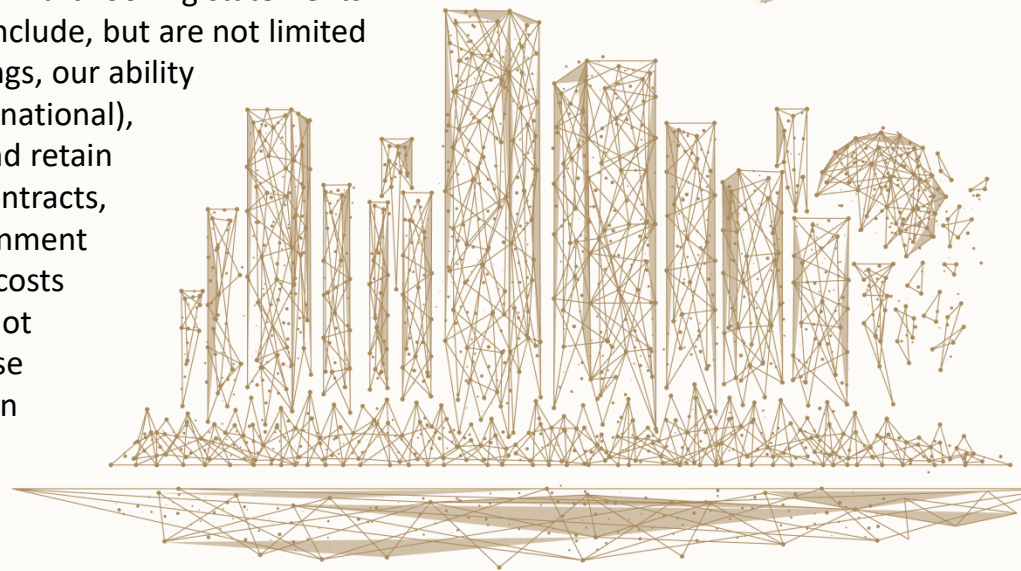
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The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability

To manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



AGENDA



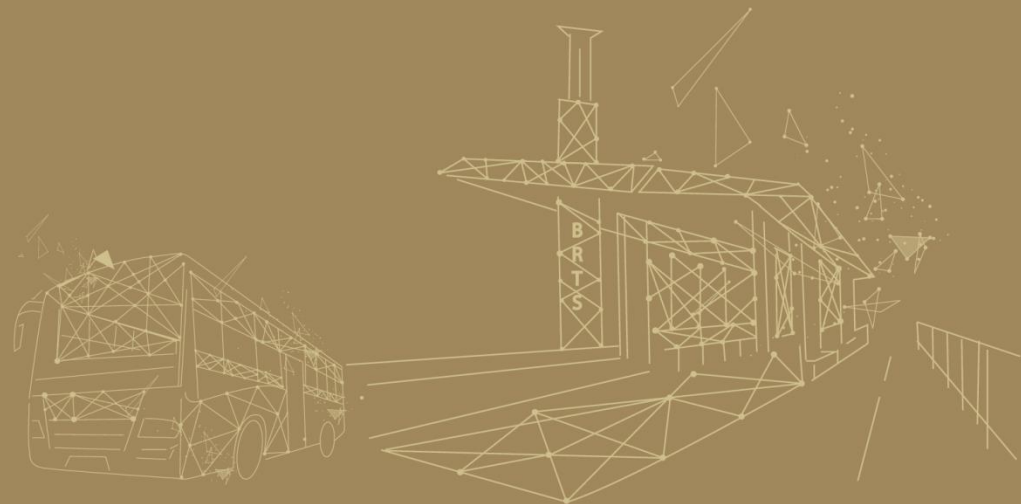
Highlights

Background

Business Overview

Order book & Clientele

Financials





“Our encouraging result for Q1-FY2018 sets a tone for the entire FY. With a healthy order book and execution visibility; this FY appears to have substantial potential in line with our vision of “Sustainable Growth”. It gives us confidence to continue the growth momentum by timely execution of Projects - especially the PPP projects as it tend to provide multifold benefits to the Company. For example, we have completed the Slum Rehabilitation and Redevelopment Project at (Shahibaug) Ahmedabad well ahead of the schedule and stand to reap the financial benefits. We are focusing to make a Higher Ground Impact by building greater differentiation, accelerating sustainable growth and increasing shareholder value.”

Mr. Deep Vadodaria, COO



Key Financial Highlights – Q1 FY2018*

 **PAT** ↑ 64%

PAT of ₹ 66.0 million

PAT Margin improved by 109 bps to 9.6%

 **EBITDA** ↑ 68%

EBITDA of ₹ 121.2 million

EBITDA Margin improved by 238 bps to 17.7%

 **Revenue** ↑ 45%

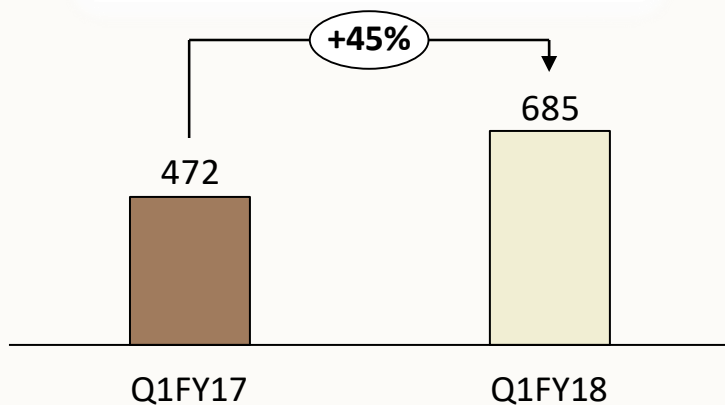
Revenue of ₹ 684.8 million



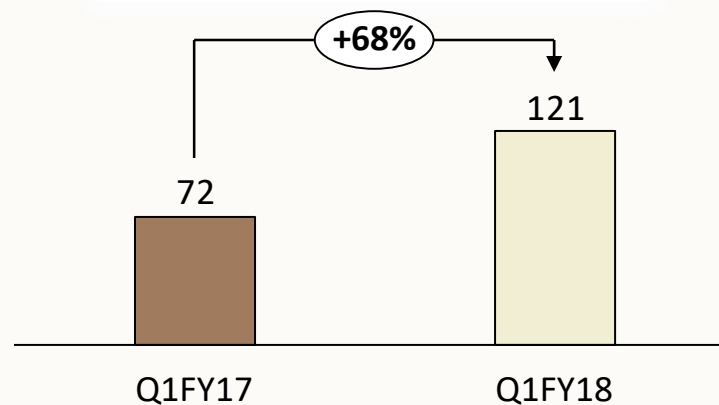
* Standalone & as per IND-AS
YoY basis

Quarter Financial Highlights*

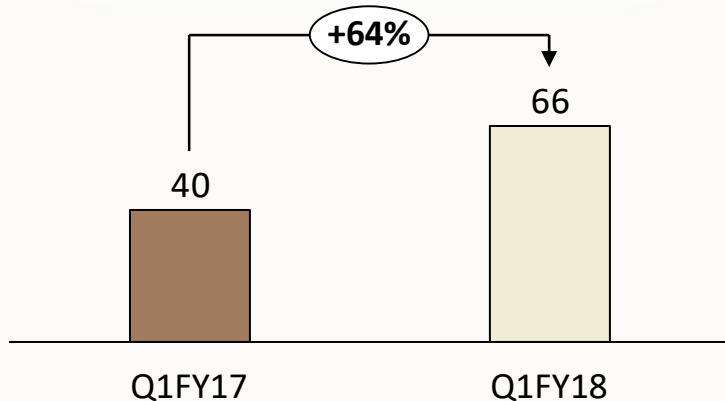
Revenue (₹ Millions)



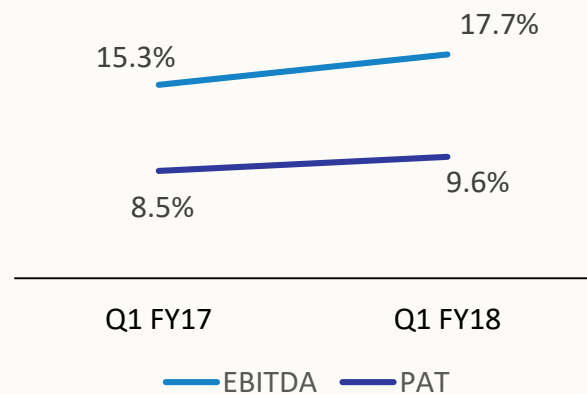
EBITDA (₹ Millions)



PAT (₹ Millions)



EBITDA & PAT Margin



SRA Scheme

- **PPP order from AMC for Slum Rehabilitation and Redevelopment**

- Construction of ~609 residential units and ~21 shops in 24 months
- Total development cost of ₹ 492.0 million
- Remuneration: TDR of ₹ 342.2 million & balance vacant land worth ₹ 149.8 million

Transferable Development Rights (TDR)

- **Agreement for Sale of TDR of ₹ 342.2 million under execution**

- Funds deployed to execute the Project

Balance Vacant Land

- **Balance Vacant land – approx. 4,100 sq. mtrs**

- Vicinity of Shahibaug = one of the prime locality of Ahmedabad
- Offers excellent financial & operational flexibility i.e. available for captive consumption or monetization

Current Status

- **Construction Status**

- Completed well-ahead of time stipulated by AMC
- In discussion with AMC to initiate take-over formalities



Giridharnagar Project Site



AGENDA



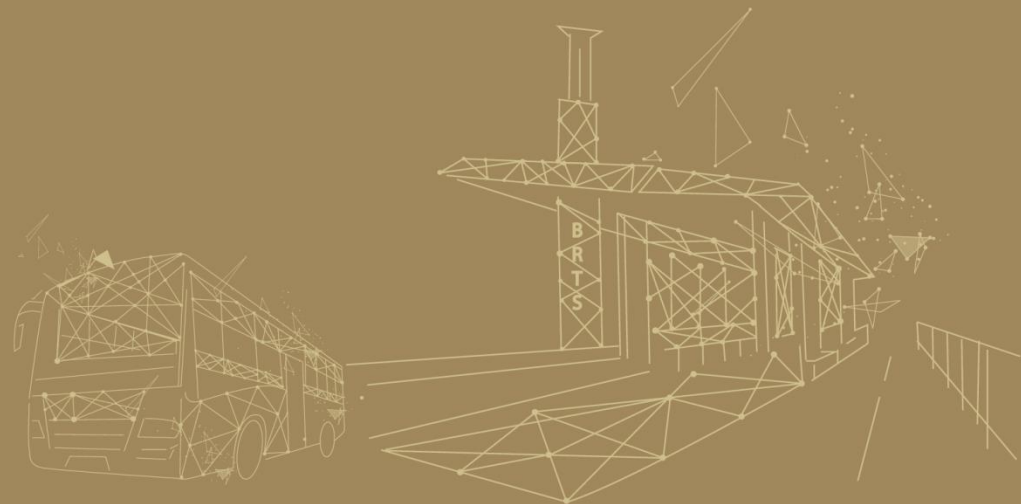
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1

Sambhaav Group Company

- Unique hybrid model of Project Execution
- Focused on Affordable Housing (Infrastructure) projects, while order diversity include Civic Urban Infrastructure projects i.e. Medical College, Office Complex, BRTS Stations, Multilevel Parking, etc.
- Efficiently transformed experience gained from own real estate projects into Civic Urban Infrastructure Projects

2

Execution

- 27+ years of experience of project execution
- Satisfactorily built > 10 million sq. ft.
- ~20 ongoing projects (~4.1 million sq. ft.)

3

Strong & Versatile Order-book

- Order book of ₹4,521.2million at June 30, 2017
 - Government Orders: 56%
 - Orders in Gujarat: 66%
 - Affordable Housing: 58%

4

Affordable Housing (Infrastructure)

- Total of 7,718 flats = 3.1 million sq. ft. under development
- Already satisfactory delivered about 2,300 flats = 1.3 million sq. ft. built up area



What Drives US

Vision

- Mark our presence as a leading infrastructure and real-estate player across various geographies, perform with a high level of integrity and harness credibility
- Contribute to the economic prosperity and growth through participation in projects of national importance
- Raise our own benchmarks with every successive endeavour

Mission

- Strive relentlessly to provide world-class Civic Urban Infrastructure
- Provide 'housing-for-all' by participating in affordable housing projects
- Engage in challenging projects, adhere to required standards
- Innovate and provide intelligent infrastructure solutions
- Transparency
- Deliver on time each time

Values

- Passion for ideas and innovations
- Reliability of processes and practices
- Dedication to goals and targets



2014-
2017

Onward Growth

- AMC awards contract for Affordable Housing under Mukhya Mantri Avas Yojana, Multi Level Parking, SRA
- Rajasthan Government, VUDA awards projects for Affordable Housing, Civic Urban Infrastructure
- Infusion of further equity through Pvt Placement
- Listing on NSE

2010-
2013

Take Off

- Launches and completes 2 major housing schemes - Anvayaa & Anaahata
- Gets a project to construct Industrial Structures at RJD Textile Park in Surat
- Launches Atuulyam-Luxurious Housing Scheme and ventures into Private White Label construction of townships for Real Estate Players

2006-
2009

Initial Success in Infrastructure Sector

- First Urban Development Project: 260 decorative Bus Shelters for AMC Repeat order of further 460
- Designs 28 BRTS stations for AMC, won further orders
- Launched first major Affordable Housing Project "Asmaakam"
- Commenced paying dividend

1996-
2005

Stay-Put for Growth

- Commences building the land bank at economical rates for the development of real estate projects

1990-
1995

Initial Years

- Incorporated & commenced Business in 1990
- IPO in 1995





Mr. Manoj B. Vadodaria - Chairman & Managing Director

- With 40+ years of experience, knowledge and insight in the construction industry, Mr. Vadodaria transformed Nila from a city-based realtor to a meaningful civic urban infrastructure player
- His tremendous spirit and execution capabilities are what distinguish him from others. Mr. Manoj Vadodaria is the son of the well-known journalist, editor and founder of the Sambhaav Media Group, Late Shri Bhupatbhai Vadodaria, and the driving force in taking Nila towards new horizons
- He is a firm believer in the best management practice, transparent governance, and long-term value investments

Mr. Kiran B. Vadodaria - Joint Managing Director

- B.E. (Mechanical) from L.D. Engineering College, currently the Chairman and Managing Director of Sambhaav Media Ltd.
- Committee member and past President of Indian Newspaper Society (INS) and has also been a member of the National Integration Council of the Government of India
- His past experience includes being the non-executive part time Director of the United Bank of India , President of the Gujarat Daily Newspaper Association

Mr. Dilip D. Patel – Director

- Mr. Patel has business consulting experience of 30+ years and s the Founder faculty of S.P. Jain Institute of Management Research
- He has provided consultation services to a large number of Indian and multinational companies including training of senior managers

Mr. Hiren G. Pandit – Director

- Mr. Pandit is a Revenue and Civil law advocate and possesses wide experience in Revenue and Land laws
- He is a Spokesperson of the Human Rights Commission of Gujarat. He gives legal counsel to various corporates





Mr. Shyamal S. Joshi – Director

- Mr. Joshi possesses 43+ years of senior level financial management experience in manufacturing and trading corporations with US\$ 7 billion in revenues having worldwide operations
- He has an expansive experience in financial planning, funding, taxation and accounting and has served numerous renowned companies. He is a fellow member of the Institute of Chartered Accountants of India

Mr. Harcharansingh P. Jamdar - Director

- Mr. Jamdar has headed various departments of the Government of Gujarat including Roads & Building Department of Gujarat as Principal Secretary to Government
- He is currently an Independent Director at IL&FS Transportation Network Ltd. He holds a Bachelor's degree in Civil Engineering from the Gujarat University, Ahmedabad

Mr. Ashok R. Bhandari – Director

- Mr. Ashok R. Bhandari more than 35 years of experience in the field of accountancy, auditing, investment banking and finance
- He possesses outstanding exposure as a practicing Chartered Accountant with various prominent groups of varied industries in India and abroad

Ms. Foram Mehta – Director

- Ms. Mehta holds an MDP degree from IIM, Ahmedabad and a BE Chemical degree from the Nirma University, Ahmedabad.
- Ms. Mehta possesses wide knowledge in the field of brand conceptualization and marketing management. She has worked with Hindustan Unilever Ltd., Tata Teleservices Ltd., Atharva Telefilms Pvt. Ltd., JP Group, and the Tashee Group



Management Team

Anand Patel
President
(Projects)

- Mr. Patel had been the Additional City Engineer with the Ahmedabad Municipal Corporation
- With over 35 years of hands on experience, he has put in massive efforts in looking after the construction of houses for the urban poor by engaging in Slum Relocation and in-situ Redevelopment; also the EWS/LIG houses under different schemes/programs by the State and Central Government

Mr. Ravinder Kumar
President
(Civil)

- Mr. Kumar carries a very rich professional experience of more than 30 years in controlling and delivering large civil engineering projects
- His specialties include Project and Construction Management services for Mega Civil Engineering projects in diversified fields including Infrastructure, Thermal Power Plants, Roads, Oil Depots, Institutional Complexes, Industrial estates, Residential Townships, etc.
- He has worked with reputed top-rung/leading corporate houses like Reliance, Adani, Bajaj, etc. in private sector & premier government institutions/organizations like CPWD, NIDC, BHEL, NTPC, and a couple of SEBs.

Rajendra Sharma – President
(Business Development)

- Mr. Sharma is a law graduate with rich experience of 30+ years, in wide variety of professional areas e.g. business development, liaisoning, land & capital market related matters, finance & accounts, law, banking, etc.



Management Team

Deep S. Vadodaria
Chief Operating Officer

- Mr. Deep Vadodaria is an original thinker with an immense reasoning power. With a problem-solving attitude, he addresses complex issues in his own distinctive manner
- With his excellent operational and project execution skills; he is driving the Company to new horizons. His idiosyncratic leadership style is structured on a well-define moral code and provides for an excellent teamwork
- He has embedded a culture of review, responsibility and shared accountability to achieve high standards for all

Jignesh Patel
President
Project Management & Strategies

- Mr. Patel is a civil engineer with a vast experience of more than 23 years in the field of construction, project execution and project management

Ritesh Parikh
Industrial Projects Head

- Mr. Ritesh Parikh is a civil engineer with more than 20 years of experience in the field of industrial construction as well as project execution and management (Roads, Ports, etc.)

Prashant H. Sarkhedi
Chief Finance Officer

- Mr. Sarkhedi is a professional with more than 23 years of experience in finance, accounting, fund raising and general management

Dipen Y. Parikh
Company Secretary

- Mr. Dipen Parikh has 9+ years of experience of secretarial practice, corporate laws and general legal affairs

Himanshu Bavishi
Group President (Finance)

- Mr. Bavishi has more than 19 years of professional experience in retail and corporate finance, investment banking, debt syndication, M&A, Investor Relations



AGENDA



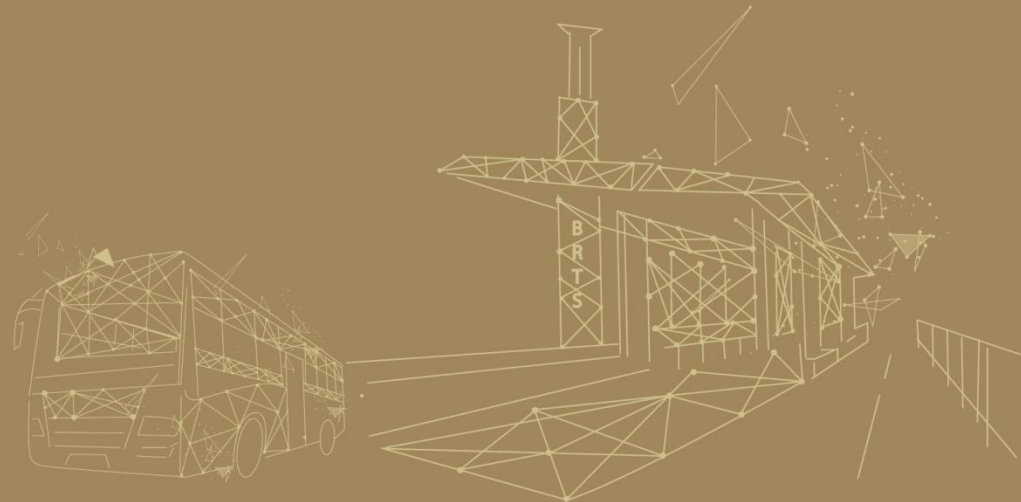
Highlights

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Key Differentiators

Project execution:

Significant experience and strong track record in:
Timely completion, cost effective execution

Project diversity:

Affordable Housing Projects, Multilevel Parking, Medical College, BRTS Stations, Real Estate schemes of scale

ERP:

Among the first in our category to deploy an integrated ERP platform

Strong Corporate Governance



Investment Grade Credit Rating:

BBB+ Stable Outlook / A2: Brickwork Ratings
BBB Stable Negative / A3+: India Ratings

Dividend Track Record:

Consistent dividend payments for last seven (7) years and 8th year proposed

Promoter Share Pledge:

Nil as on date, not a single equity share is pledged by any promoter

Equity infusion:

Latest equity infusion through private placement of ₹ 487.5 million

ESOP:

Among the first in our category to introduce ESOP for all eligible employees



Key Differentiators

- ISO 9001:2008 accreditation by Certification International (UK) Ltd



- Certificate of Excellence



<http://www.growthinstitute.in/emagazine/sep11/2011class1.html>

- Most Impactful CSR Leader Award



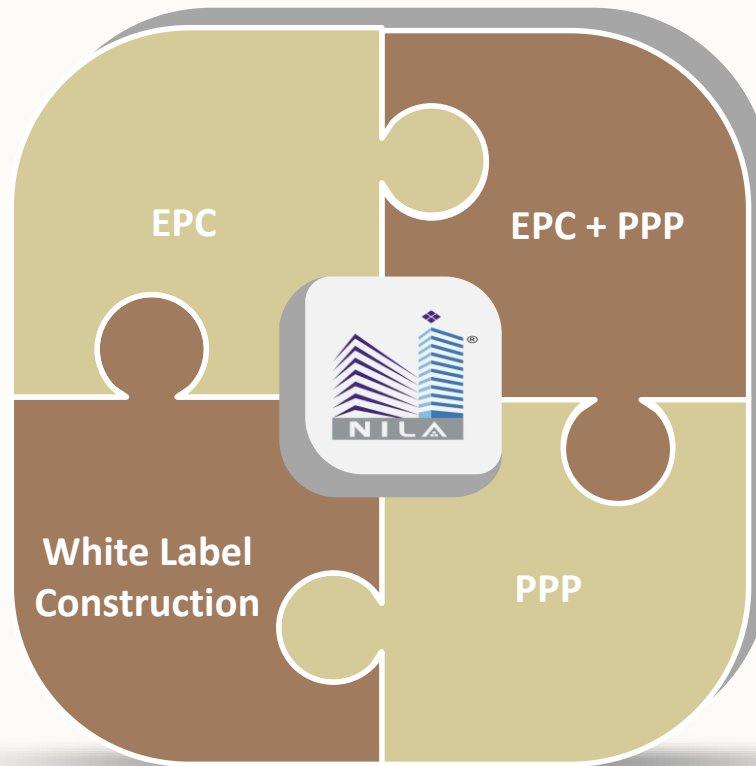
- Registered as approved Contractor in **Special Category – I Buildings Class** with Government of Gujarat, Roads and Building Department
 - Amongst the few companies to be certified
 - Less competition = improved profitability
 - Opportunities to bid for projects from various Government Entities who stipulates Special Category – I Buildings Class certification as Qualification Criteria



Project Execution Profile

- ✓ Contract awarded for Engineering, Procurement, Construction by Government Authority
- ✓ Generally fixed price contracts

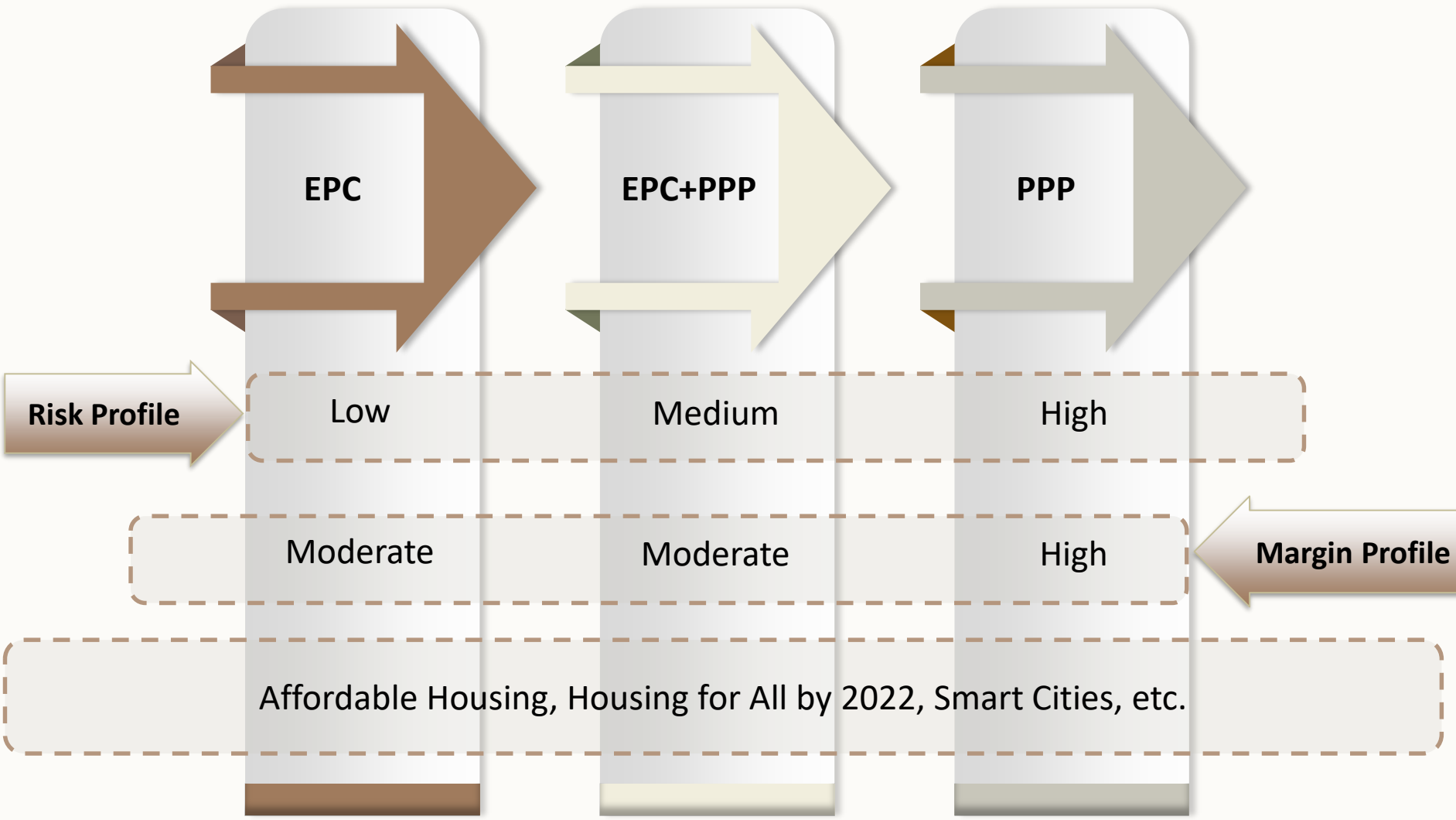
- ✓ Project execution on Turnkey basis for Reputed Corporates/ Realtor



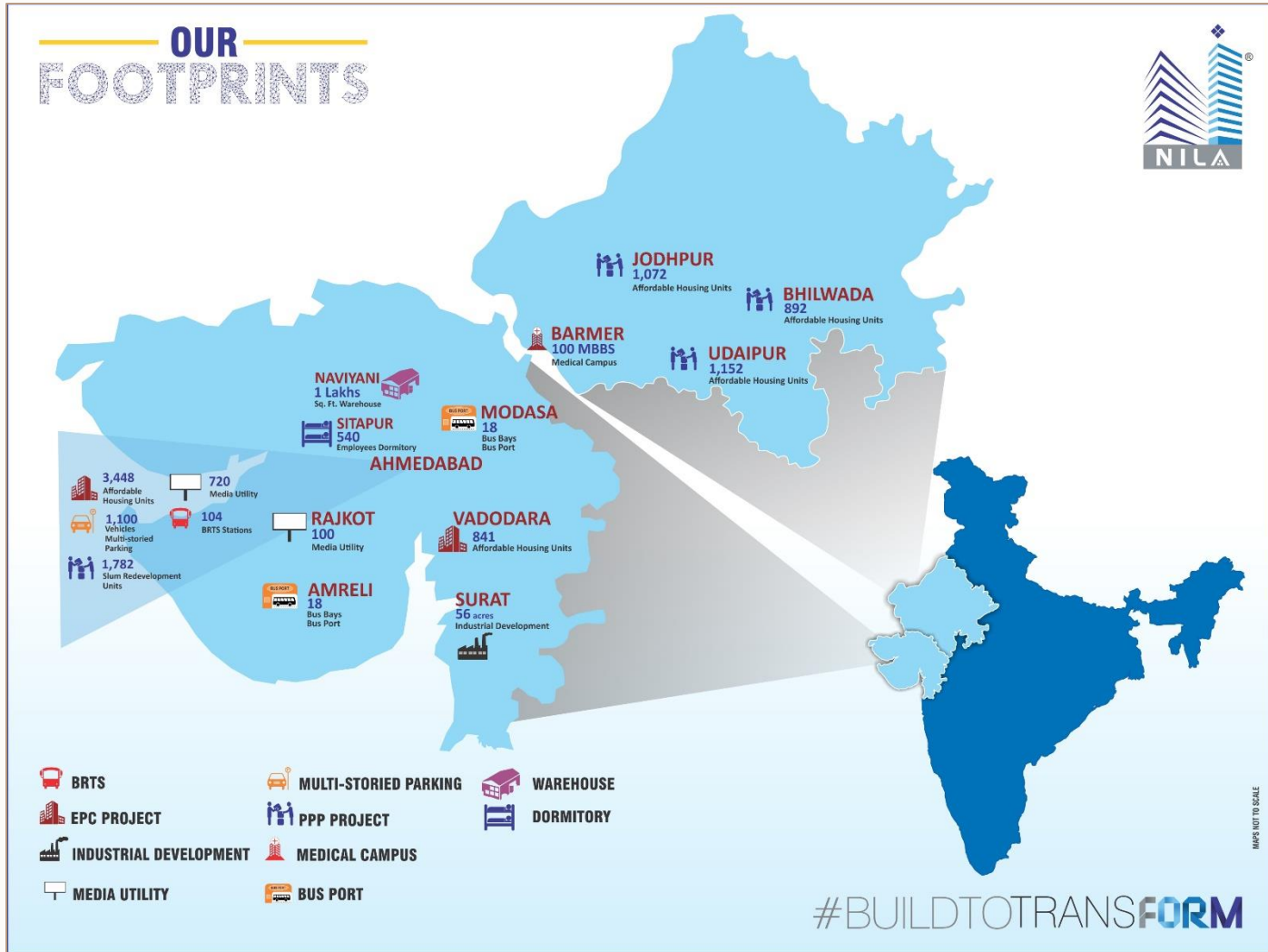
- ✓ Model prominent in the State of Rajasthan
- ✓ Contract awarded for Engineering, Procurement, Construction by Government Authority
- ✓ Generally fixed price contracts
- ✓ Remuneration also includes Balance Vacant Land* i.e. 25% of total project area
- ✓ Slum Rehabilitation and Redevelopment Projects
- ✓ Project execution to be funded by the company
- ✓ Remuneration in form of:
(i) Transferable Development Rights (TDR) and/or (ii) Balance Vacant Land*

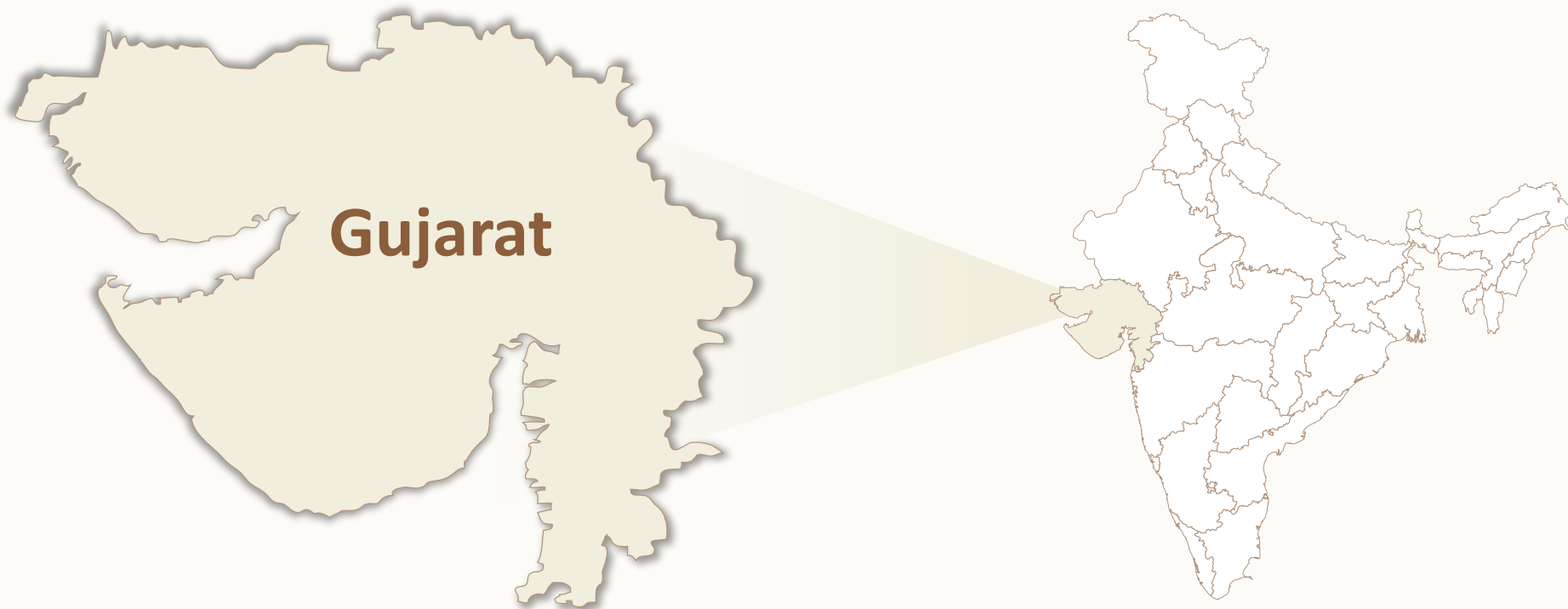


Project Execution Profile



Our footprints: Gujarat & Rajasthan





Infrastructure

- Affordable Housing

Civic Urban Infrastructure

- Global Award Winning BRTS project
- Multistoried Parking Facility
- Textile Park

White Label Construction

- AP SEZ Office
- Adani Pratham Township
- Sandesh Applewood Township

Own real estate projects

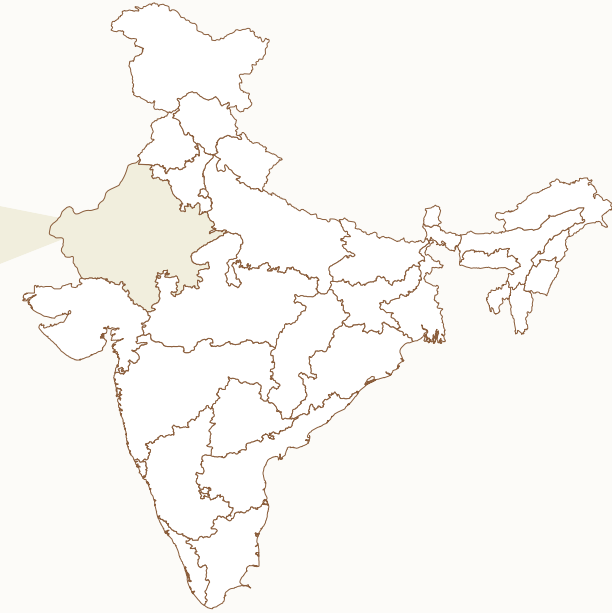
- Atuulyam
- Asmaakam
- Anuraadhaa
- Ananyaa
- Anaahata

Leasing

- 88,000 sq. ft commercial space in Ahmedabad

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness





Housing Project through Public Private Partnership

- Mega Housing at Jodhpur for EWS, LIG & MIG
 - ✓ 1,072 units totalling to ~4,72,800 sq. ft
- Affordable housing scheme for EWS & LIG at Bhilwara & Udaipur
 - ✓ 2,044 units totalling to ~800,000 sq. ft

Civic Urban Infrastructure

- Contract awarded by Engineering Projects (India) Ltd. at Barmer
 - ✓ EPC contract for Construction of Medical College campus and Residence (~300,000 sq. ft)

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



Affordable Housing (Infrastructure)



- ❖ Total of 7,718 units of Affordable Housing, (3.1 million sq. ft.) under development
- ❖ GUJARAT: Execution of Affordable Housing projects for cash rich entities like AMC, VUDA^, Adani Group etc.
 - Constructing ~2.7 million sq. ft. aggregating ~4,602 units of Affordable Housing for AMC*
 - Delivered ~2,300 flats = 1.3 million square feet built up area
- ❖ RAJASTHAN: Significant experience and strong track record in timely execution qualifies to get contracts from Government of Rajasthan
 - Constructing 1.3 million sq. ft. aggregating ~3,116 units of Affordable Housing at Jodhpur, Udaipur (4 sites) and Bhilwara for the Government of Rajasthan

* AMC: Ahmedabad Municipal Corporation;
^ VUDA – Vadodara Urban Development Authority



BRTS: A Success Story

- ❖ Prime Contractor for Global Award Winning BRTS (Bus Rapid Transit System) project of AMC under JNNURM
 - 72% BRTS stations built by Nila (104 out of total 144)
- ❖ Total value ~ ₹ 630.0 Millions
 - AMC initially awarded 28 BRTS stations
 - Owing to Proficient Execution, Excellent Workmanship and Timely Delivery, secured contract for additional 76 BRTS stations over the years



Other Urban Infrastructure



- ❖ Sole Contractor for first Urban Development Project of 260 decorative bus shelters completed for AMC
 - Exclusive publicity rights of these shelters accorded to group company – Sambhaav Media Ltd.
- ❖ Early completion and superior construction quality prompted AMC to award further 460 bus shelters
- ❖ Sole Contractor for 100 Bus Shelters for Rajkot Municipal Corporation (RMC)
- ❖ AMC awarded niche Urban Infrastructure project viz. Multi Storey Parking with ~0.3 mn sq ft construction
 - Approximate parking capacity of 1,100 vehicles
- ❖ Construction of a Commercial building for Daimler (a Mercedes Benz group company)
- ❖ RJD Textile Park at Surat
 - Development of 56 acres including 120 Industrial Structures





- ❖ Leveraging low cost land bank to develop our own Real Estate Projects
 - Projects through Joint Ventures (JVs) and Associates also
- ❖ Entire spectrum of project development activities
 - Identification and acquisition of land at economical rates
 - Project Planning, Development, Sales & Marketing
- ❖ Land Bank of ~201,241 sq. Mtrs / ~50 acres available for future projects at June 30, 2017
 - Propitious Industrial Land in vicinity of upcoming Auto Hub in Gujarat
- ❖ Satisfactorily build ~4,600 homes over the last 25 years



Key Industrial Land Bank

- ❖ Built a propitious land-bank with potential of future development
 - Longer term plan is to monetise through developing industrial parks, dormitories, etc.

Location	Sq. Mtrs.	Key Highlights
Bavla	1,02,133	Land right on the National Highway 8A and adjacent to railway line, Ideal for Logistics/Industrial Park/Cold Storage/Warehousing/ Container Storage
Vinzol	36,957	Right next to GIDC (land exhausted), and adjacent to railway line Ideal for existing GIDC units desirous for expansion, industrial park
Lilapur	30,625	Part of industrial corridor
Ranip	23,000	Part of industrial corridor
Others	8,526	Industrial and Residential land parcels in and around Ahmedabad, Gujarat



Subsidiaries, JVs, Associate

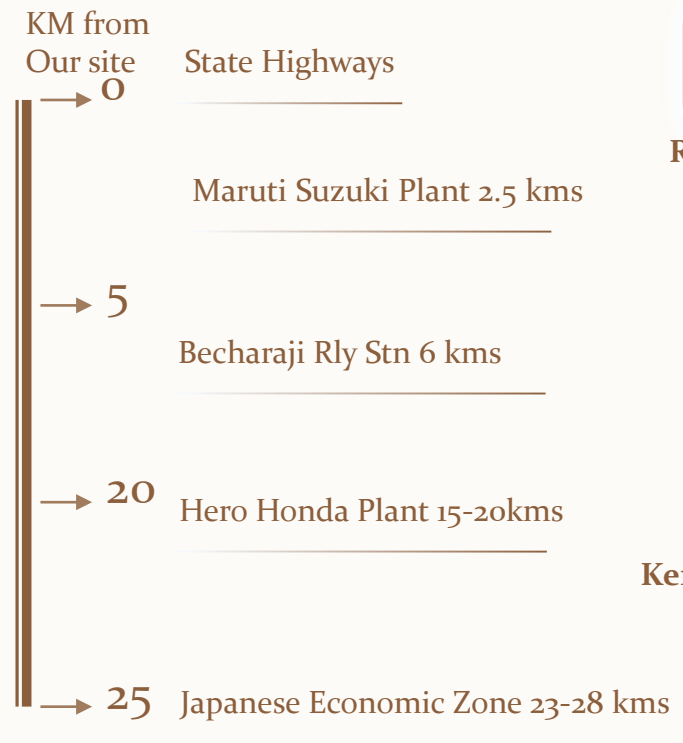
- ❖ Formed along with other renowned Real Estate Developers to take benefit of:
 - Larger scale to work
 - Diverse operations
 - Risk distribution

Name of Entity	Stake (%)	Status
Nila Terminals (Amreli) Pvt. Ltd.	100.00%	Development of Bus Port facility
Nila Projects LLP	99.97%	Real Estate project: Plotting scheme, operations yet to commence
Fangdi Land Developers LLP	51.00%	Real Estate project: Plotting scheme, operations yet to commence
Nilsan Realty LLP	50.00%	Real Estate project: Plotting scheme, certain regulatory approvals awaited
Romanovia Industrial Park Pvt. Ltd.	50.00%	To acquire land and develop industrial & logistics parks, Units, Sheds, Plots, Residential Colonies and allied Infrastructure near Bechraji, (Near Mehsana, Gujarat)
Sarathi Industrial Park Pvt. Ltd.	50.00%	
Kent Residential and Industrial Park LLP	50.00%	
Mega City Cinemall Pvt. Ltd.	42.50%	Cine-mall, not in operation at present
Vyapnila Terminals (Modasa) Pvt. Ltd.	34.00%	Development of Bus Port facility



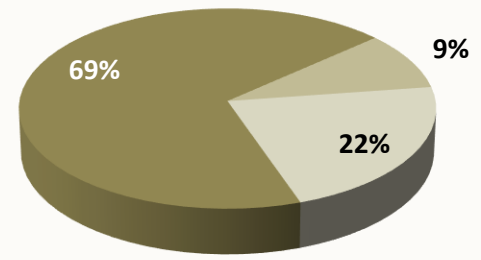
BECHARAJI :The Next Big Thing

- ❖ Becharaji emerging as one of the India's Major Auto Hubs
- ❖ Industrial Park at Becharaji: Joint Venture between Nila Infrastructures and Kataria Group
- ❖ HUB of Global Gaints Maruti Suzuki and Honda Motorcycles & Scooters India have setup shop

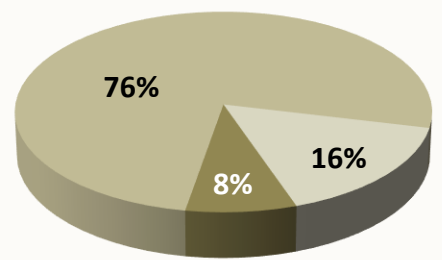


Acquisition Progress

Romanovia Residential & Industrial Park (150Acres)



Kent Residential & Industrial Park (150Acres)



- Sale Deed Executed
- Agreement for Sale
- Confirmation by Advance



Favorably Placed

One of the most reputed Business Groups in Gujarat with Brand Goodwill of 27+ years

Urban Infra

- ❖ Immense opportunities in affordable housing
- ❖ Govt. initiatives/policies e.g. “100 smart cities”, “Housing for All by 2022”

Real Estate

- ❖ Accumulated land bank at economical rates for Real Estate and Industrial Projects
- ❖ Presence across wide spectrum of projects

New Opportunities

- ❖ Gujarat International Finance Tec-city
- ❖ Metro-link Express for Gandhinagar and Ahmedabad
- ❖ Dholera Special Investment Region
- ❖ Major Industrial Infrastructure Projects



AGENDA



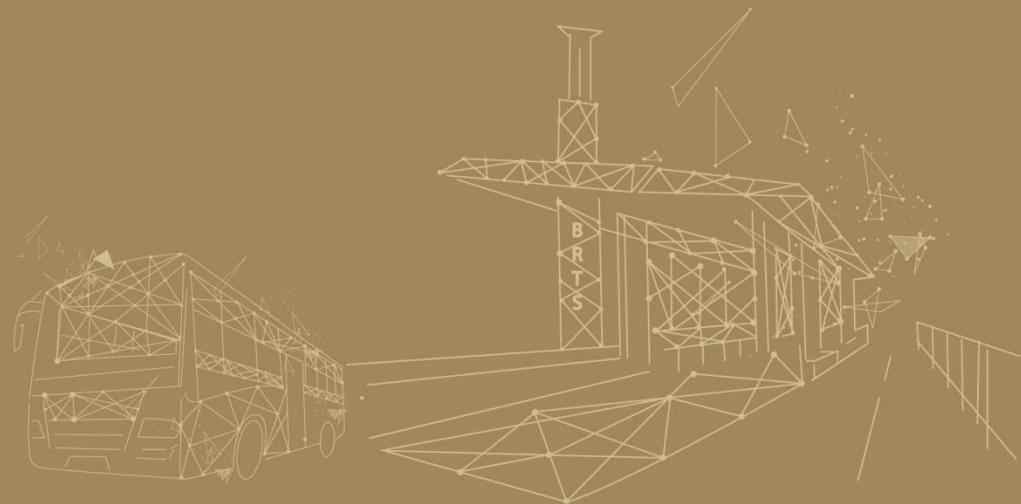
Highlights

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Business Overview

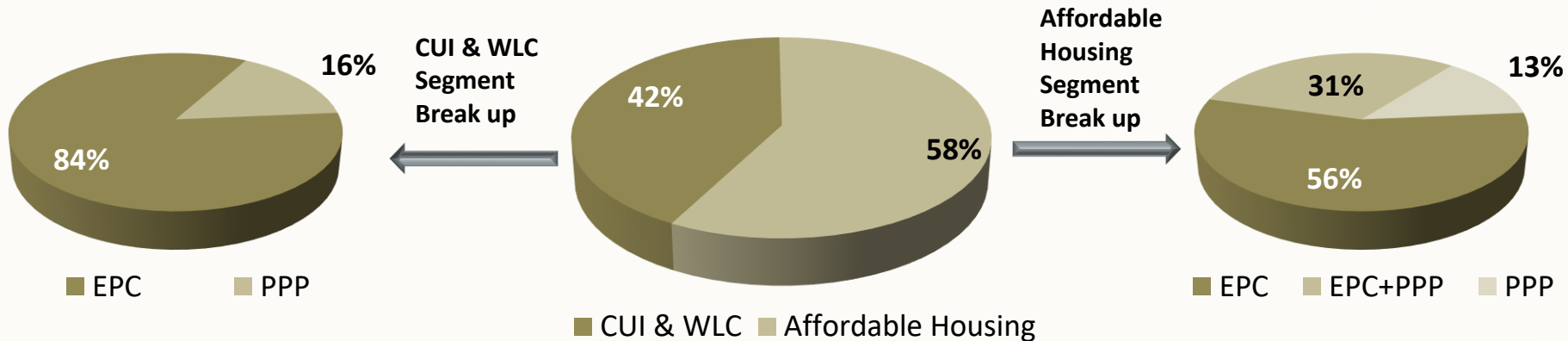
Order book & Clientele

Financials



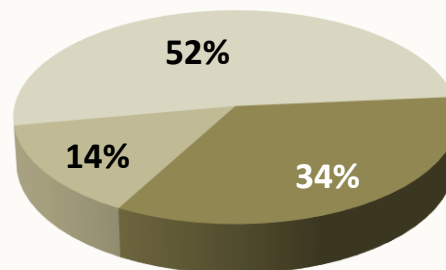
Order book Details

Order book at June 30, 2017 (₹ 4521.2 Millions)



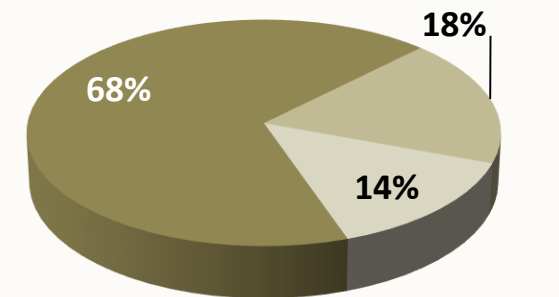
YTD Order Inflow Highlights

- ❖ Total Order inflow worth ₹ 1,101.5 million during Q1 FY18
- ✓ Affordable Housing & SRA projects segment: ₹ 378.5million
- ✓ Civic Urban Infrastructure segment: ₹ 155.7 million
- ✓ White Label Construction: ₹ 567.3 million



- Affordable Housing & SRA
- Civic Urban Infrastructure
- White Label Construction

Total Order-book break up



- EPC
- EPC+PPP
- PPP



Order book movement

Sr.	Project – Client	Unexecuted at 01-Apr-2017	Added during Q1 FY 2018	Executed during Q1 FY 2018	To be executed at 30-Jun-2018	Likely Completion
	(₹ million)	A	B	C	D = A+B-C	
1	Girdharnagar - AMC	160.8	126.9	262.6	25.1	Oct-17
2	Khodiyarnagar - AMC	-	251.6	-	251.6	Yet to commence
3	Modasa BTF - GSRTC*	151.5	-	-	151.5	
4	Amreli BTF - GSRTC*	140.3	-	-	140.3	
5	Kailashnagar - AMC	68.0	-	-	68.0	
6	Jodhpur – RUDSICO	258.4	-	61.8	196.6	
7	Bhailwara – UIT	256.7	-	17.4	239.3	May-20
8	Udaipur-2 – UIT	96.7	-	-	96.7	May-19
9	Udaipur-3 – UIT	105.4	-	-	105.4	
10	Udaipur-1 – UIT	92.9	-	-	92.9	
11	Udaipur-4 – UIT	92.9	-	-	92.9	
12	Slum – Vivyan@	1,316.7	-	-	1,316.7	Mar-19
13	Barmer – EPIL*	774.5	-	46.8	727.7	Aug-17
14	APSEZ*@	278.5	-	120.3	158.2	Nov-17
15	EWS-4 – AMC	121.8	-	11.4	110.4	Jul-17
16	EWS-1 – AMC	57.9	-	11.9	46.0	Sep-17
17	MLP – AMC*	41.7	-	5.8	35.9	Completed
18	KENT – Becharaji*@	31.1	-	4.6	26.5	Oct-17
19	Romanovia -Becharaji*@	-	469.4	16.4	453.0	Oct-18
20	D K Patel Hall - AMC*	-	155.7	14.6	141.1	Dec-18
21	Inspire - Adani*@	-	37.9	23.2	14.7	Dec-17
22	Others/Misc	30.2	60.0	59.6	30.6	-
	TOTAL	4,076.0	1,101.5	656.4	4,521.2	



Average Execution Period is 24 months

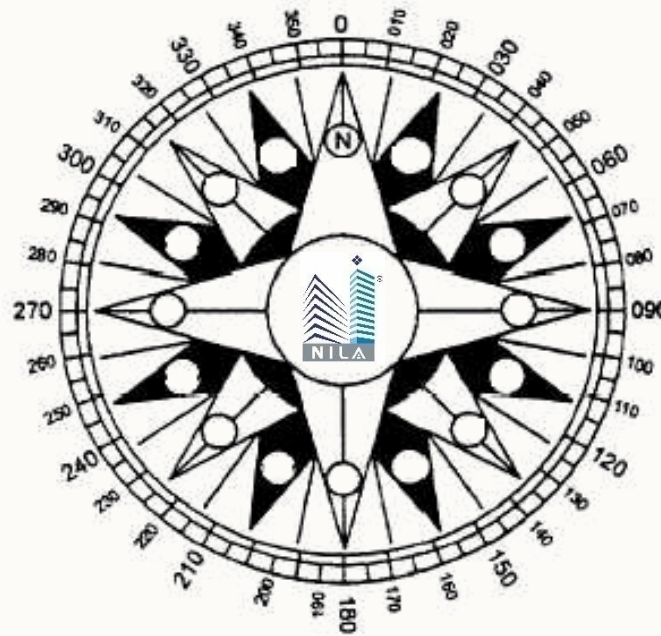
Clientele



सत्यमेव जयते
राजस्थान सरकार



VADODARA URBAN
DEVELOPMENT AUTHORITY



AGENDA



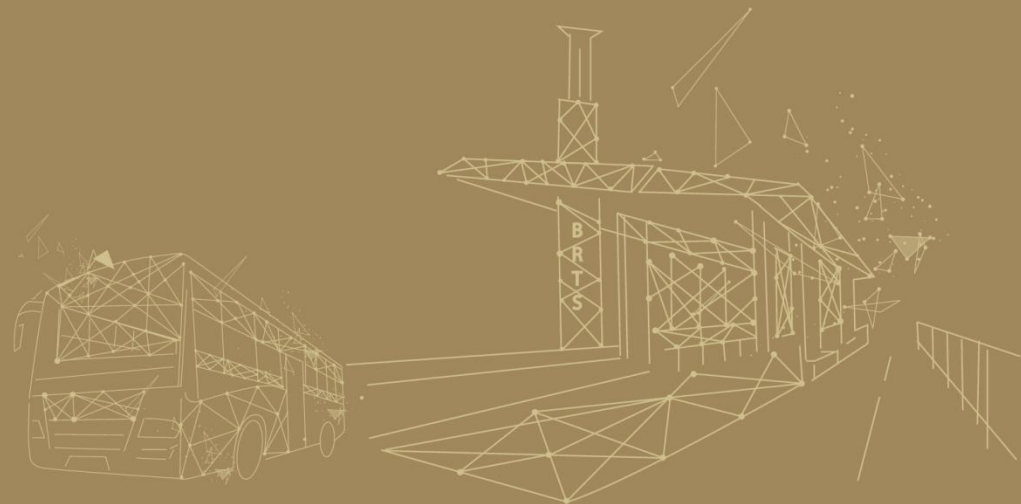
Highlights

Background

Business Overview

Order book & Clientele

Financials



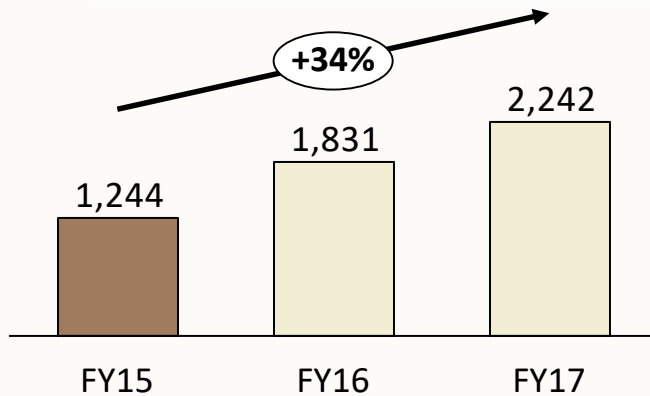
Quarter Profitability Statement*

Particulars (₹ Millions)	Q1 FY18	Q1 FY17	YoY
<i>Construction & Development of Infrastructure Projects</i>	656.3	356.7	
<i>Construction & Development of Real Estate Projects</i>	20.6	100.7	
<i>Others</i>	7.9	14.1	
Total Revenue	684.8	471.5	45%
Cost of Construction and Development	540.6	379.5	
Employee Cost	14.8	13.5	
Other Expenses	8.2	6.2	
EBITDA	121.2	72.2	68%
EBITDA Margin	17.7%	15.3%	
Other Income	38.5	39.1	
Depreciation	4.6	3.8	
Interest	50.0	44.4	
PBT	105.1	63.1	
Taxes	39.1	22.8	
PAT	66.0	40.3	64%
Comprehensive Income	0.2	-0.005	
Total Comprehensive Income	66.2	40.3	64%
PAT Margins	9.6%	8.5%	

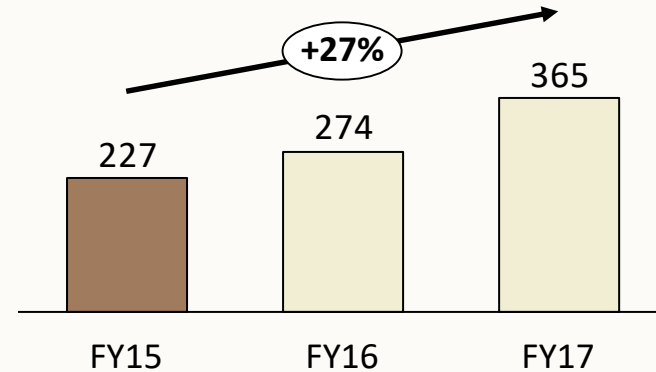


Historical Financial Highlights* (IGAAP)

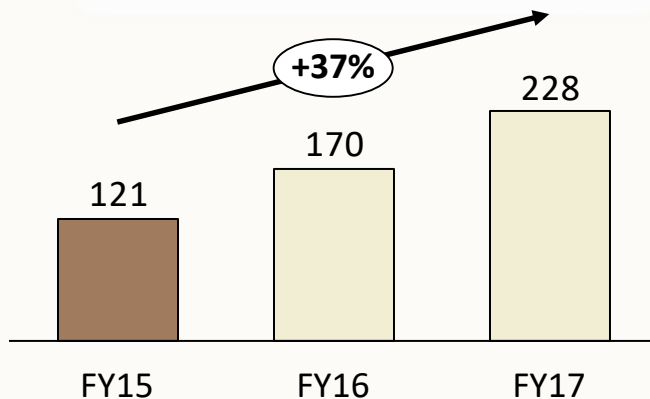
Revenue (₹ Millions)



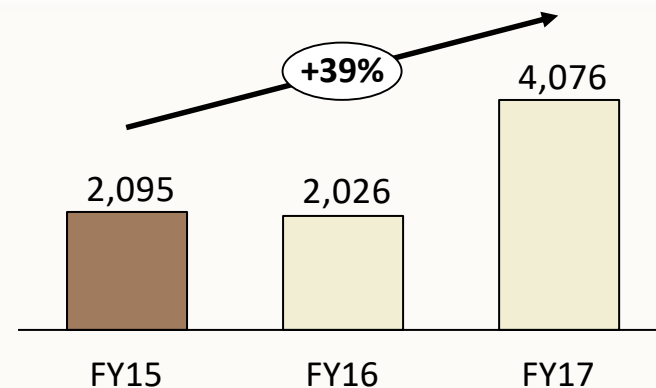
EBITDA (₹ Millions)



PAT (₹ Millions)



Closing Order book (₹ Millions)



Standalone Profitability Statement (IGAAP)

Particulars (₹ Millions)	FY17	FY16	YoY
Construction & Development of Infrastructure Projects	1,925.6	1,574.6	
Construction & Development of Real Estate Projects	115.5	178.0	
Others	200.9	78.5	
Total Revenue	2242.0	1831.1	22%
Cost of Construction and Development	1783.3	1488.0	
Employee Cost	46.8	37.6	
Other Expenses	46.5	31.2	
EBITDA	365.3	274.2	33%
EBITDA Margin	16.3%	15.0%	
Other Income	174.4	143.9	
Depreciation	16.2	14.2	
Interest	176.4	145.2	
PBT	347.2	258.7	
Taxes	118.8	88.2	
PAT	228.4	170.4	34%
PAT Margin	10.2%	9.3%	



Standalone Balance Sheet (IGAAP)

Particulars (₹ Millions)	Mar-17	Mar-16
Shareholder's Fund	2,014.3	1,700.0
Share capital	393.4	398.4
Reserves & Surplus	1,620.9	1,301.7
Non-Current Liabilities	1,293.5	1,379.8
Long term borrowings	1239.9	1313.9
Other Non Current Liabilities	53.6	65.9
Current Liabilities	684.7	596.2
Short Term Borrowings	55.0	49.1
Trade Payables	247.6	201.1
Other current liabilities	382.0	346.1
Total Liabilities	3,992.4	3,676.0

Particulars (₹ Millions)	Mar-17	Mar-16
Non-Current Assets	1,123.9	916.9
Fixed assets	346.3	333.5
Non-Current Investments	237.2	198.8
Deferred Tax Assets (Net)	3.1	1.7
Loans & Advances	435.4	335.4
Other non current assets	102.0	47.5
Current Assets	2,868.5	2,759.1
Inventories	1,422.0	1,331.9
<i>Land</i>	<i>990.1</i>	<i>786.7</i>
<i>Residential Flats</i>	<i>75.5</i>	<i>190.0</i>
<i>Others</i>	<i>356.4</i>	<i>355.2</i>
Trade receivables	373.2	364.2
Cash and Bank Balances	51.4	31.7
Short term Loans & Advances	1,021.9	1,031.3
Total Assets	3,992.4	3,676.0



Consolidated Profitability Statement (IGAAP)

Particulars (₹ Millions)	FY17	FY16	YoY
Total Revenue	2,224.6	1831.1	21%
Cost of Construction and Development	1,767.4	1,487.2	
Employee Cost	47.0	37.8	
Other Expenses	46.9	32.7	
EBITDA	363.1	273.4	33%
EBITDA Margin	16.3%	14.9%	
Other Income	181.9	119.4	
Depreciation	17.4	14.2	
Interest	160.3	145.3	
PBT	367.4	233.3	
Taxes	129.1	88.4	
PAT	238.3	144.9	
Share of Profit / (loss) from Associates	-6.4	-4.7	
PAT After Profit / (loss) from Associates	231.9	140.2	65%
PAT Margin	10.4%	7.7%	



Consolidated Balance Sheet (IGAAP)

Particulars (₹ Millions)	Mar-17	Mar-16
Shareholder's Fund	1,980.4	1,657.0
Share capital	393.4	398.4
Reserves & Surplus	1,587.1	1,258.6
Minority Interest	0.5	0.5
Non-Current Liabilities	1,571.2	1,420.1
Long term borrowings	1,517.5	1,354.2
Other Non Current Liabilities	53.6	65.9
Current Liabilities	701.0	714.4
Short Term Borrowings	55.0	49.1
Trade Payables	249.7	201.7
Other current liabilities	396.3	463.6
Total Liabilities	4,253.1	3,792.0

Particulars (₹ Millions)	Mar-17	Mar-16
Non-Current Assets	949.7	921.7
Fixed assets	363.0	333.6
Non-Current Investments	126.1	95.9
Deferred Tax Assets (Net)	3.1	1.7
Loans & Advances	355.5	442.9
Other non current assets	102.0	47.5
Current Assets	3,303.4	2,870.3
Inventories	1,515.1	1,426.6
Trade receivables	373.3	364.2
Cash and Bank Balances	52.9	32.6
Short term Loans & Advances	1,362.1	1,046.8
Total Assets	4,253.1	3,792.0





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11 crore houses likely required by 2022

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Infrastructure status to the affordable housing sector



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