

GROWTH

*seizing
opportunities*



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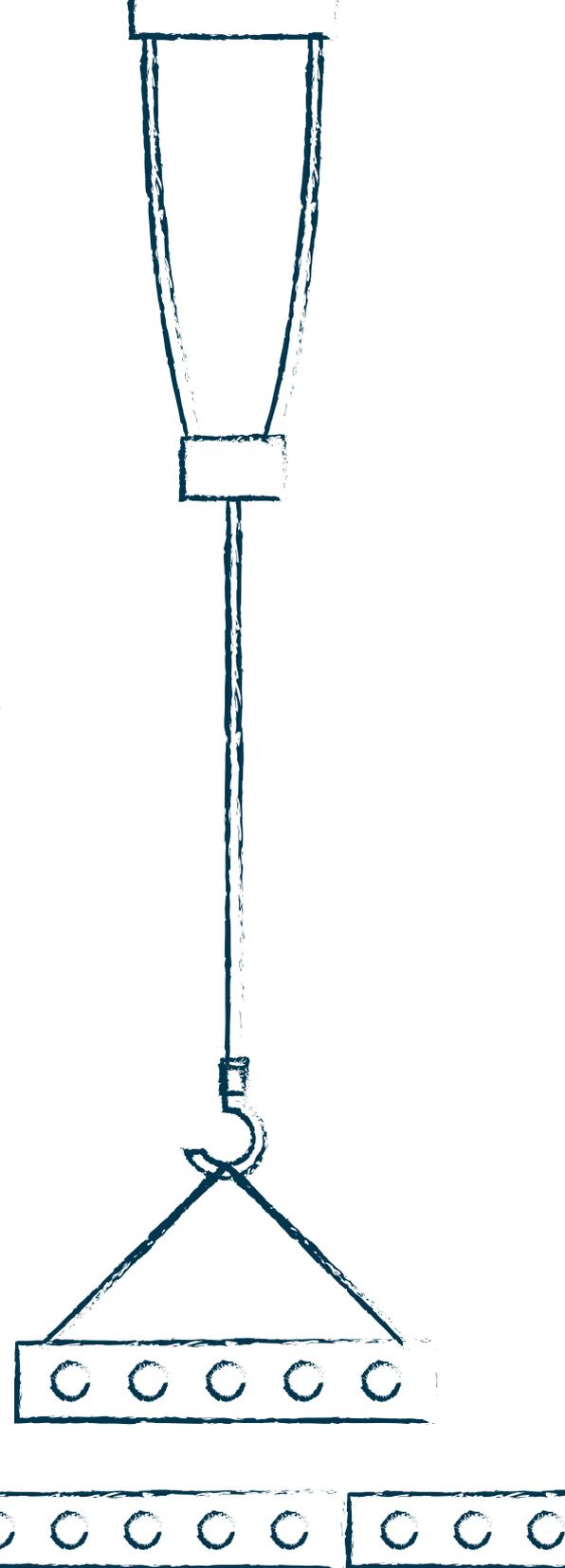
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Disclaimer

This document contains statements about expected future events and financial and operating results of Nila Infrastructures Limited, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the management's discussion and analysis of the Nila Infrastructures Limited Annual Report 2015-16.

Desire. Determination. Dedication.

When we started envisioning our future, we could foresee a transformed image, the one which literally went beyond our original form.

And yes...we created a transformed identity!

We consciously synchronised and directed all our efforts towards strengthening our core. And, in doing so, we gradually evolved from being a mere real estate developer to a key player in the infrastructure segment.

Besides developing strengths and credibility in executing mix of Government and Semi-Government projects across our home state of Gujarat, we made impressive in-roads into the sunrise state of Rajasthan.

Because....we sensed opportunities!

The endeavouring efforts and proactive actions have been reflected in our phenomenal financial and operational performance in 2015-16. Our strong presence in the affordable housing and urban infrastructure segment further makes us a perfect proxy to address the demand from the Government's ambitious plans for India's infrastructural growth.



We created and executed our plans with perfection, giving us an edge over every single opportunity.

Growth is directly proportional to *skill, scale and speed* - all added together.



20.0 million

Housing Shortage proposed to be addressed under Government's mission 'Housing for All by Year 2022'

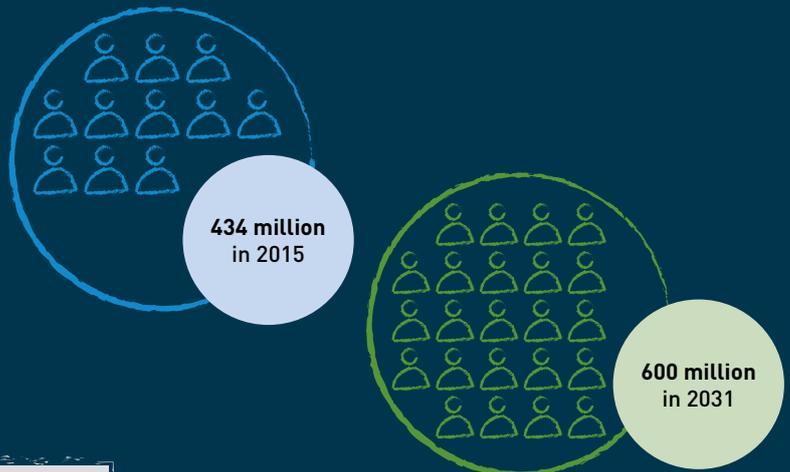
25-30 persons per minute

Migrate from rural India to major Indian cities in search of a better livelihood and lifestyle

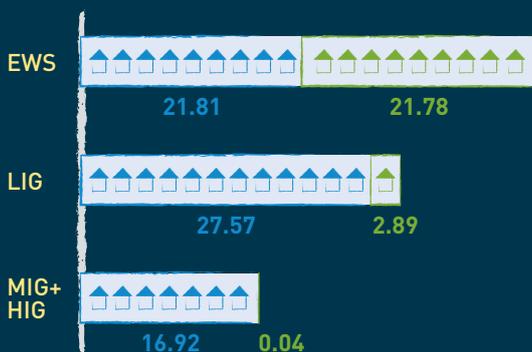
2.1% CAGR

The number of Indians living in urban areas will increase from the 434 million in 2015 to about 600 million by 2031 - leading to higher pressure on infrastructure and housing

Very few urban centres in India promise better prospects as compared to other cities and towns - resulting in disordered urbanisation and creating a huge demand-supply gap for infrastructure and housing.



Demand Supply Analysis 2015



Estimated number of households (in million) Housing shortage (in million)

EWS- Economically Weaker Sections, LIG- Low Income Group
MIG- Middle Income Group, HIG- High Income Group

Source: Report of the Technical Group (Planning Commission)

Everyone wants to be on top of the mountain. But what matters more than the destination is your journey. Development and growth actually happen while you are still on your road to success. And this growth can only accelerate when you add the right amount of skills and scale it up with appropriate speed to achieve your target.

We, at Nila Infrastructures Limited, moved into the next orbit of growth. With successful execution of BRTS Bus Stations project, the Company bagged important bids for construction of ongoing affordable housing projects for AMC.

The Company stands a good opportunity to bag several high quality projects owing to Government's ambitious 'Housing for all by 2022' scheme which has thrown upon construction openings of more than **twenty million houses** across the length and breadth of the nation by 2022.

Interestingly, Gujarat has taken the lead in affordable housing projects through the PPP route. It has bagged 10 out of 21 approved projects under the Affordable Housing Partnership scheme.

We are taking this as a boulevard of new beginnings that will only lead us closer to our goal. Our registration as an approved contractor in Special Category - I Building class with Government of Gujarat, Roads and Building Department, further adds to our advantage for bidding high quality projects.

This opportunity of executing projects of greater complexity and larger volumes is a perfect medium for attaining stronger credibility and better visibility for us.

Smart City and Prime Minister's Awas Yojana

Prime Minister Narendra Modi launched Smart City Mission and Prime Minister's Awas Yojana (PMAY) in 2015 with a call to promote 'bottom up' planning in the country and a mission of '**Housing for all by 2022**'

Prime Minister's Awas Yojana

The scheme aims at constructing more than two crore houses across the nation within next seven years. The target beneficiaries would be the country's poor and people living under EWS and LIG categories in urban establishments.

The scheme comes with the following components:

- Slum rehabilitation of Slum Dwellers with participation of private developers using land as a resource
- Promotion of affordable housing for weaker section through credit linked subsidy
- Affordable housing in partnership with Public & Private sectors and
- Subsidy for beneficiary-led individual house construction or enhancement

500+

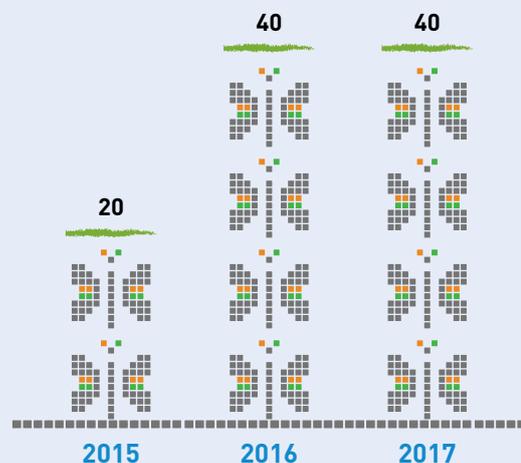
Slums in Ahmedabad – potential opportunity to undertake Slum Rehabilitation and Redevelopments on PPP basis

Smart City

The Smart Cities Mission will focus on developing 100 select Smart cities by optimising efficiencies in urban services and infrastructure management, with proactive use of technology and people participation. It will also look at optimizing basic core infrastructure services like clean drinking water supply, optimized power distribution, introducing efficient solid waste management, affordable housing to cater to various sections, efficient and intelligent public transportation systems and active use of IT infrastructure to improve service delivery and management.



Identification of smart cities every year



The thing about growing big is not really about growing in size. It is about *growing right!*

We grow up with our set of standards, outlooks and plans and wait for these to take their due course in life. Growth, then, is looked upon as a natural by-product. This is more like fishes living in a pond where growing is defined by mere numbers.

But the big question here: is this really growth? Our answer: yes, it most definitely is.

But what it *isn't*, is the right kind of growth! Unless the fishes explore the ocean or the sea, how would they ever know what awaits them - a plethora of opportunities.

We, at Nila Infrastructures Limited, have constantly pressed on growing not just big but growing right. We firmly believe in challenging our comfort zones. Here is how we channelized our growth in the right direction:

After our home-ground success, we forayed into the Sunrise state of Rajasthan.



We recognized the huge potential the state offered in affordable housing and civic urban infra space.

We signed an MoU under the 'Resurgent Rajasthan Partnership Summit - 2015' for development of civic urban infrastructure worth

₹4,000 mn

This has opened up avenues of opportunities in the civic urban infrastructure space under mega housing sector which is our core competence. We have currently put in our bids for various affordable housing projects planned by Government of Rajasthan and expect to receive meaningful projects which will strengthen our presence in Rajasthan.



#BUILDTOTRANSFORM



6
properties
under construction

– 1 at Bhilwara and
Jodhpur each and
4 at Udaipur

₹1,178 million
Total order value

3,116
No of units to be constructed

1.35 million sq ft
Total construction area

Growing *bigger* for better,
every single day!

₹2,026mn

Order book as on 31st March, 2016



3,60,000+

million sq ft Land Bank

3.7 million sq ft

Area Under Construction

10 million sq ft
Total Area Built

104
BRTS Stations
at Ahmedabad
(72% share)

26
Years of
Experience

8,000+ units

Affordable Housing Projects under development



*1,000



... and more
to come

6 Years of Uninterrupted Dividend + 7th Year proposed with increment

