

COMPANY BACKGROUND.....

- Nila Spaces Limited (NS Ltd) is a latest enterprise of Ahmedabad headquartered Sambhaav Group, pursuant to the Scheme of Arrangement for Demerger (the "Scheme") of Real Estate (RE) Undertaking of Nila Infrastructures Ltd (the "Demerged Company"/NI Ltd (BSE: 530377/NILA; NSE: NILAINFRA)) into NS Ltd (the "Resultant Company") under section 230 to 232 and other applicable provisions of the Companies Act, 2013 with Appointed Date of 01/04/17.
- NS Ltd (ISIN: INE00S901012) got listed on the BSE (Security Code: 542231) + NSE (Symbol: NILASPACEs) on 28/12/18.
- The Group has completed more than 10+ million sq.ft. real estate projects over last 28+ years.
- Business Strategy is to leverage NI Ltd's proprietary knowledge as Affordable Housing "Specialist" acquired by delivering 4,911 units to various Government bodies, while 7,290 units are under construction.
- NS Ltd has a land bank of over 18 acres (in-and-around Ahmedabad); and the near-future potential to develop 47 lakh sq.ft. – includes certain land parcels of NI Ltd where NS Ltd enjoys Right-Of-First-Refusal (ROFR).

PRODUCT MIX.....

- Main focus is to develop Affordable Housing Schemes, where the buyers get a chance to avail benefits under PMJAY – Housing for All Mission.
- It will also offer Residential apartments in Premium, Luxury, and Signature categories.

USPs.....



World class quality

Home loan support

Timely updates

BU / OC first

Timely conveyance

Timely delivery

Renting support



GROWTH DRIVERS.....

- Huge demand-supply gap in housing per-se and specifically Affordable Housing.
- The size and scale of government's initiatives - "Housing for All by 2022", and "Smart cities".
- The Union Budget 2018: A dedicated fund under the National Housing Bank with a "Priority Lending" status to be set-up.
- The State Government contributes upto INR 150,000 as the subsidy per unit over and above INR 150,000 per unit that the Central Government provides, which serves to drive up affordability.
- 700,000+ slum dwelling families in 500 Slums in Ahmedabad.

BUSINESS MODEL.....

- All operations & activities have to meet the fundamental criteria of **GPS**.

Growth: Size/Scale/Leverage & capacity for bigger projects in future | |
* New market dynamics * Exploiting the opportunity * Extension of core competency * Increasing footprints * Expanding client base

Profitability: Profit volumes/ Profit rate/Cost-efficient operation | | * Revenue Model * Lean operations * Suitable Technology * Gainful projects * Scaling up

Sustainability: Consistency of Growth & Profitability/Staying power in a VUCA economic environment | | * Recession resistant * Favourable Riskometer * Tie-ups with larger players * Organized player * Ahead

- The Company will develop its land bank, while continually creating further land bank at an economical rates.
- The Company will develop real-estate projects on the land parcels of NI Ltd on which it enjoys ROFR.
- Construction will be outsourced, while supervision will be done by the Company.
- The Company may enter into partnership/JV with renowned developers to tap inorganic growth opportunity and/or for strategic benefits.

SHAREHOLDING PATTERN at 27/12/18

| | |
|-------------|-----|
| PROMOTER | 62% |
| FII | 6% |
| MUTUAL FUND | 2% |
| OTHERS | 30% |

VISION, MISSION, VALUES

VISION

- Mark our presence as a leading real-estate player, perform with a high level of integrity and harness credibility.
- Raise our own benchmarks with every successive endeavor.

MISSION

- Strive relentlessly to provide world-class real-estate and contribute towards economic growth by delivering international standards of lifestyle.
- Provide 'housing-for-all' by participating in affordable housing projects thus contributing to national and social causes.
- Innovate and provide intelligent solutions in a manner which is sustainable.
- Engage in challenging projects, adhere to required standards and see them through completion with high levels of integrity and dedication.
- Achieve transparency in every deal and endeavor to deliver on time, each time.

VALUES

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

BOARD OF DIRECTORS.....

Mr. Anand Patel

• 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 GoG, GOI. He has worked assiduously in zonal administrative and engineering projects related to public services. His positive steadfastness has proved to be a remarkable credential in his work area and has earned him elevated endorsements / accolades in the fields of planning, preparation of tenders, execution of capital works in water supply, drainage, SWD, public building works, bridges, roads.

Mr. Deep Vadodaria

• 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.

Mr. Prashant Sarkhedi

• Mr. Sarkhedi is a passionate professional with more than 23 years of experience in finance, accounting, fund raising and general management. He is a disciplinarian, has in-depth knowledge and insight on diverse subject matters and possesses excellent organizational and motivational skills.

Mr. J. S. Rana

• Mr. Jasvinder Singh Rana is an ex- IAS officer and has held important positions in government and various public sector units. He possessed varied experience managing government organizations. He was ex MD of GSRTC.

Ms. Rajal Mehta

• Ms. Rajal is an eminent Strategic Planner & 360° Marketing Consultant with professional educational background of engineering & MBA. She is engaged in discovering her quest towards the business which she was passionate about from her childhood. She is the founder-CEO of "SMART TOUCH" – a strategic consultancy boutique engaged in exclusive consultancy especially in Real-Estate, FMCG, Health, and Education. Various reputed corporate clients (e.g. Rajani Group of Companies, Ban Labs, Samsy Group, ICFAI Business School, & ICR) as well as public sector undertakings have benefitted from her 15+ years of rich experience. She is a Specialist in perfecting the brand-image and business development based on her skillful ideas, planning, and implementation.

Projects Update.....

- At present, the Company is executing an Affordable Housing Project viz. ANANT SKY Ranip, Ahmedabad.
- It is registered vide GujRERA No. PR/GJ/AHMEDABAD/AHMEDABAD CITY/AUDA/MAA03316/020818.
- It comprises 460 flats (1 BHK = 264 units + 2 BHK = 196 units) + 10 shops.
- It is scheduled to be completed by October 2020.

nilaspaces.com

તમારું હેડ **તમારું ટેલ**

ફર્સ્ટ ટાઈમ
વન ટાઈમ પ્રોજેક્ટ પ્લાન

કુલ રકમના ફક્ત ૧૦%માં ઘર ની ખરીદી અને હપ્તા / EMI ની શુક્રવાહી BU બાદ

ભાડાનું ઘર છોડે પોતાનું ઘર વસાવો

૧ BHK ૬૪૦ ચો. ફુટ SBUA ₹ ૧૪.૫૬ લાખ BSP થી શરૂ
૨ BHK ૯૭૫ ચો. ફુટ SBUA ₹ ૨૨.૧૫ લાખ BSP થી શરૂ

રાણીપ,
અમદાવાદમાં

₹ ૨.૬૯ લાખ વ્યાજ સહનિતી
પીએમએચવાય યોજના અંતર્ગત

સાઈટ: પિક સિટીની બાજુમાં, ઘનશ્યામભગર, રાણીપ, અમદાવાદ. સંપર્ક: ૯૯૭૮૪ ૪૫૫૬૨, ૬૩૫૫૫૮૮૮૨૮
PR/GJ/AHMEDABAD/AHMEDABAD CITY/AUDA/MAA03316/020818

STANDALONE INCOME STATEMENT (IND-AS).....

| Particulars (INR Mn) | FY2017 | FY2018 | H1-FY2019 |
|-----------------------------------|---------------|--------------|---------------|
| Income from Operation | 285.6 | 197.8 | 2.9 |
| Expenditure | 180.9 | 193.9 | 11.2 |
| EBITDA | 104.5 | 3.9 | -8.3 |
| EBITDA margin | 36.62% | 1.93% | - |
| Depreciation | - | - | 0.2 |
| Finance Cost | 88.5 | 63.8 | 22.7 |
| Other Income | 104.6 | 90.2 | 38.3 |
| PBT | 120.7 | 30.2 | 7.0 |
| Tax | 41.8 | 8.5 | -1.8 |
| PAT | 78.9 | 21.7 | 8.8 |
| PAT margin | 20.22% | 7.53% | 21.33% |
| Other Comprehensive Income | - | - | - |
| Total Comprehensive Income | - | - | - |
| Diluted EPS (INR) | 998.9 | 0.06 | 0.02 |

STANDALONE BALANCE SHEET (IND-AS).....

| EQUITIES & LIABILITIES (INR Mn) | At 31/03/18 | At 30/9/18 | ASSETS (INR Mn) | At 31/03/18 | At 30/9/18 |
|---|----------------|----------------|-------------------------------------|----------------|----------------|
| Shareholder Funds | | | Non Current Assets | | |
| Equity Share Capital | 393.9 | 393.9 | Property, Plant and Equipment | - | 129.9 |
| Other Equity | 782.7 | 791.5 | Investment Properties | - | - |
| Total - Shareholder Funds | 1,176.6 | 1,185.4 | Intangible Assets under development | - | - |
| | | | Investment in subsidiaries | 279.4 | 292.7 |
| Non-current Liabilities | | | Non-Current Investments | - | - |
| Long Term Borrowings | 475.8 | 691.4 | Loans | 24.8 | 28.0 |
| Other Financial Liabilities | 0.2 | - | Other financial Assets | - | - |
| Long Term provisions | - | 0.2 | Other Non-Current Assets | - | - |
| Deferred Tax Liabilities (net) | - | 0.5 | Other Tax Assets | - | - |
| Total - Non-current Liabilities | 476.1 | 692.1 | Total - Non-current Assets | 304.2 | 450.6 |
| Current Liabilities | | | Current Assets | | |
| Short term Borrowings | - | - | Inventories | 1,184.7 | 1,213.8 |
| Trade Payables | 4.8 | 14.3 | Trade Receivables | 3.9 | 3.3 |
| Other Financial Liabilities | - | 0.6 | Cash & cash equivalents | 0.1 | 3.0 |
| Other Current Liabilities | 246.2 | 148.5 | Bank Balances other | - | - |
| Short-term Provisions | - | - | Short-term loans | 256.3 | 193.0 |
| Current Tax Liabilities (Net) | 8.5 | - | Others | - | 1.6 |
| | | | Other Current Assets | 162.9 | 175.6 |
| Total - Current Liabilities | 259.5 | 163.4 | Total - Current Assets | 1,590.3 | 1,590.3 |
| GRAND TOTAL - EQUITIES & LIABILITIES | 1,912.1 | 2,040.9 | GRAND TOTAL - ASSETS | 1,912.1 | 2,040.9 |

| Sr. No. | Name of the entity | NSL's investment in equity | % shareholding | Loans & Advances extended | Profit shared | Remark |
|---------|-----------------------------|----------------------------|----------------|---------------------------|---------------|--|
| 1 | Nila Projects LLP | 15.2 | 99.97% | 19.4 | - | Real Estate project: Plotting scheme, operations yet to commence |
| 2 | Nilsan Realty LLP | 221.5 | 99.99% | - | - | |
| 3 | Fangadi Land Developers LLP | 20.5 | 51.00% | 20.0 | - | |
| 4 | Megacity Cinemall Pvt Ltd | 22.2 | 42.50% | - | - | |

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