ATLANTA LIMITED

An ISO 9001:2008 Company

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E-Mail : mail@atlantainfra.com Website : www.atlantalimited.in
CIN : L64200MH1984PLC031852

Construction : Realty : Infrastructure Concessions : Mining

November 15, 2017

Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001

Scrip Code : 532759
Fax No : 2272 3121 / 2272 2037

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

Trading Symbol : ATLANTA
Fax No : 2659 8348 / 2659 8237 / 38

Dear Sirs,

Subject: **Intimation of Schedule of Analysts / Investor Meetings under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015**

This is to inform you that pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company will be attending meetings with various Investors & Analysts in Mumbai on 16th November, 2017, the details of which are as under:

Date	Organised by	Location
16th November, 2017	IDFC	Mumbai

The presentation to be shared with the Investors & Analysts during the meeting has been attached herewith.

Note: Changes may happen due to exigencies on the part of Investors / Analysts / Company.

Kindly take the same on record.

Thanking You

Yours faithfully

For Atlanta Limited

Rajhoo Bbarot
Chairman
DIN- 00038219

ATLANTA LIMITED MUMBAI 59.

ATLANTA LIMITED

Where Technology Moves with Time

IDFC's Investor Conference – November 2017

Safe Harbor

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Atlanta Limited

- Established in 1977, Atlanta Limited is the flagship company of Atlanta Group and engages in construction and development of Roads, Highways, Mining and Real Estate projects on EPC basis

- It is a well-diversified, value focused and asset based group with pan India presence

- Primarily, the company undertakes projects across all lines of Roads & Highways segment with consistent revenue generation potential

- It has a diversified and de-risked work portfolio and enjoys an early mover advantage with over three decades of presence in EPC & Real Estate and over a decade plus presence in executing Public Private Partnership (PPP) Infrastructure Development Projects

- The success of Atlanta revolves round a core philosophy that is, the ability to harness technology to match the momentum of tomorrow keeping in view the tremendous scope in transportation - infrastructure sector and realty sector

- The company operates through its three subsidiaries, Atlanta Infra Assets Limited (AIAL), Sabarkantha Annuity Private Limited (SAPL) and Atlanta Ropar Tollways Private Limited (ARTPL)

- Atlanta Limited together with its subsidiaries forms Atlanta Group

Corporate Journey

1995 - 2000

- Awarded India's 1st greenfield BOT project i.e. Udaipur Bypass
- Pioneer to introduce Surface Mining Technology in India

2000 - 2005

- Awarded Mumbra-bypass road project for BOT model
- Ventured into contract coal mining business

2005 - 2010

- Listed on stock exchanges
- Bagged Nagpur-Kondhali highway project on BOT basis
- Successfully completed the prestigious Mumbra-bypass project

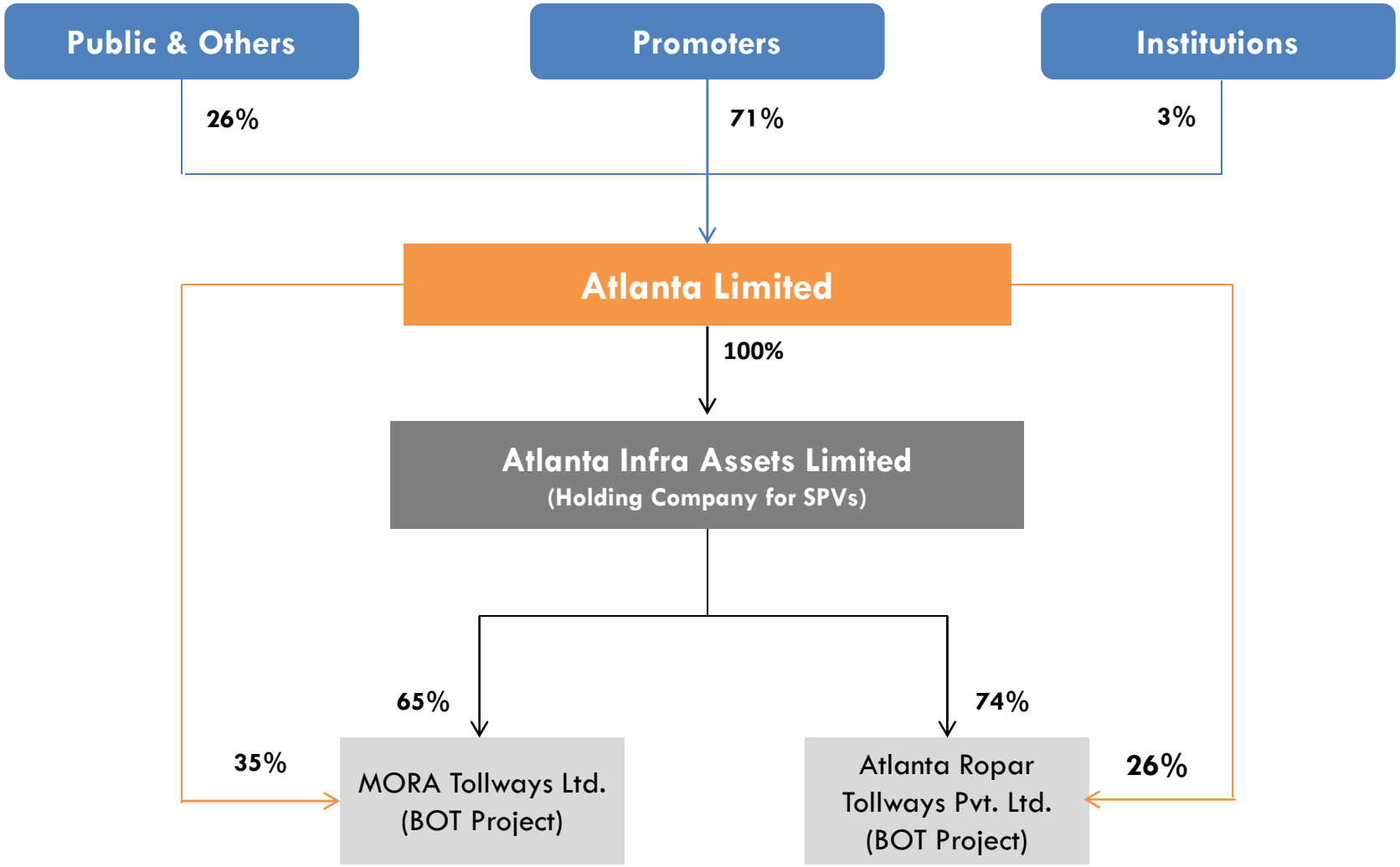
2010 - 2015

- Commenced toll collection for Nagpur-Kondhali project
- Won Ropar-Chamkaur-Sahib-Neelon Doraha road project on BOT basis

2015 - Till date

- Awarded 4 laning of Moran-bypass road
- Started toll collection on Ropar-Doraha road
- Bagged 6 laning (93 Kms) in Gujarat on HAM basis

Shareholding Structure



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

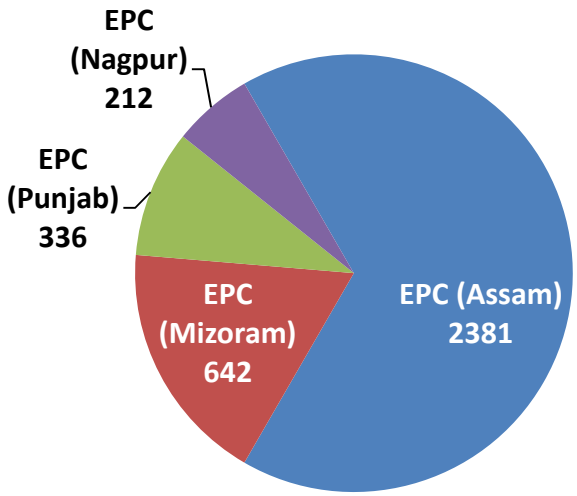
Real Estate

- 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

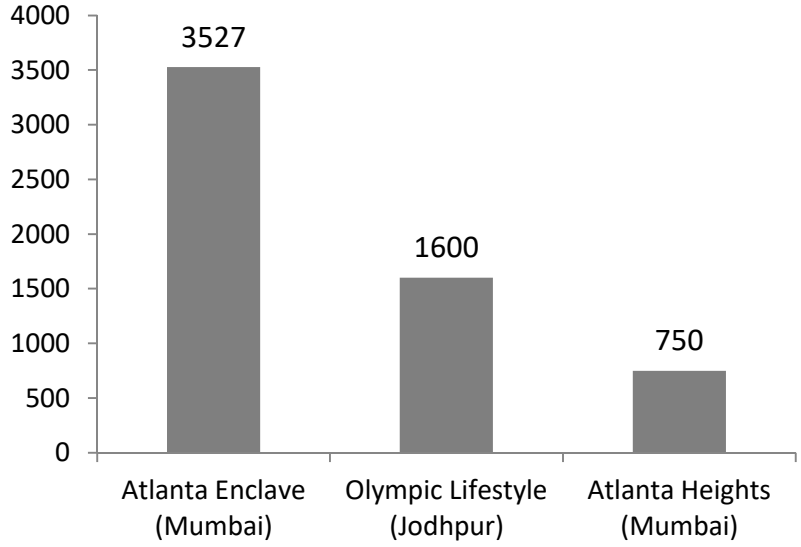
Projects Under Execution (As on June 30)

Atlanta Limited

EPC Order book (₹3571 million)



Real Estate (₹5877 million)



Atlanta undertakes both captive as well as third party EPC projects

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

EPC Contract (Assam)

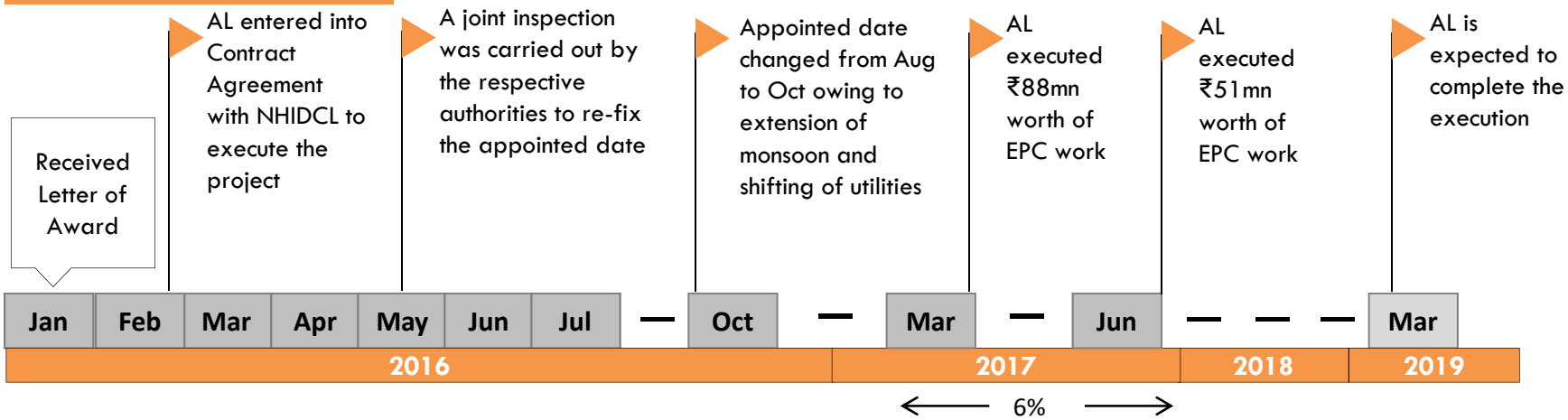
4-laning of NH-37 from end of Moran bypass to Bogibeel Junction in state of Assam

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



Real Estate

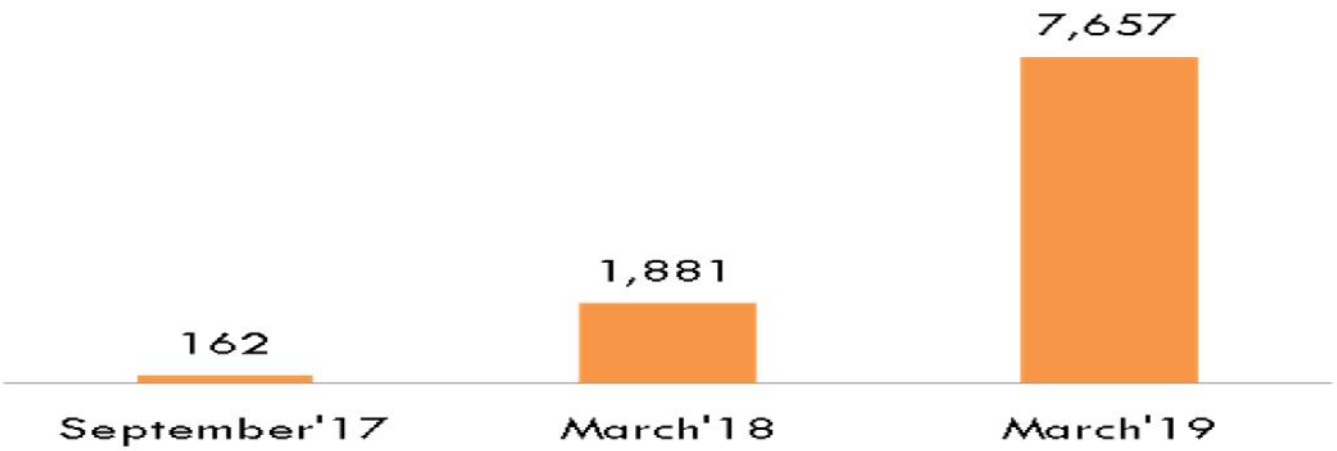
- Executed commercial projects and residential projects in prime and emerging locations in Mumbai, Delhi & Rajasthan
- Over 11 mn square feet has been completed and 1.8 mn sq ft under various stages of development
- Focus on development of premium residential, commercial, integrated township and redevelopment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

Ongoing Projects

Project Name	City	Ownership (%)	Area (mn sq. ft.)	Project Cost (₹ 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
Total			**1.85**	**5,877**		

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

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

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

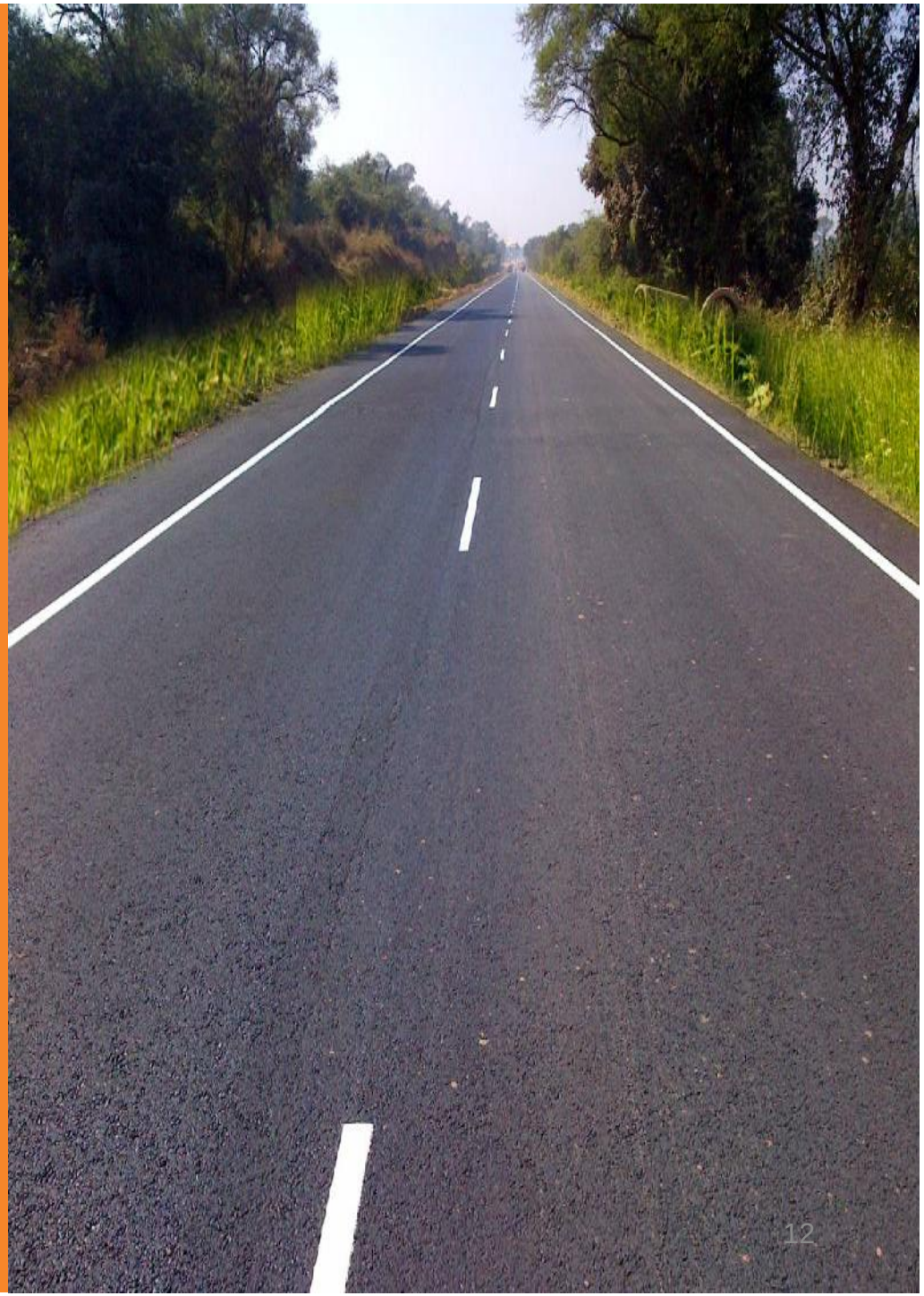
Narayan Joshi
CS

- 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

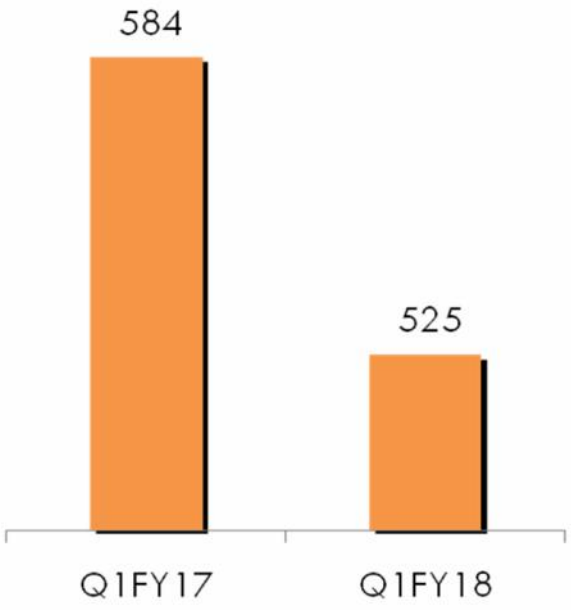
- Holds Bachelor's degree in Construction Engineering with Masters in Marketing & LLB from Mumbai University
- Has more than 13 years of experience in Real State

Financials

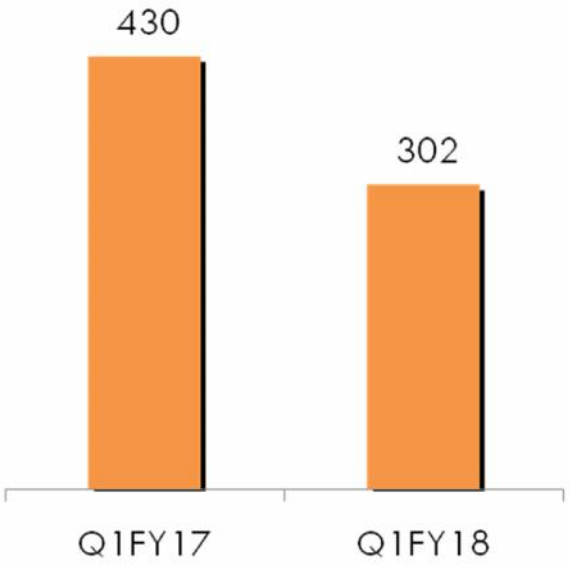


Standalone Financial Highlights - Q1FY18 (Ind-AS)

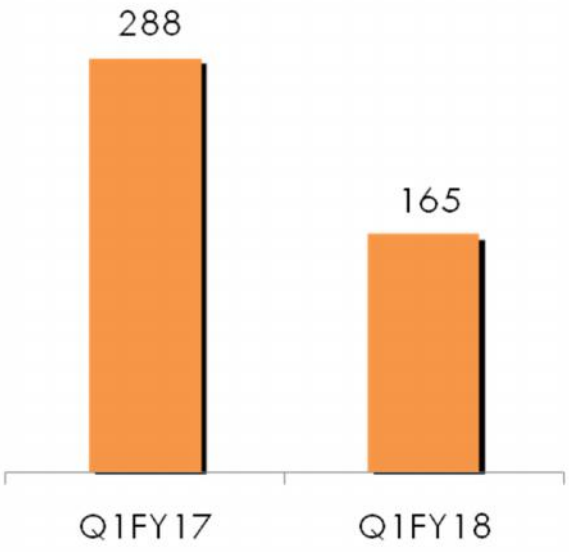
Revenue (₹mn)



EBIDTA (₹mn)



PAT (₹mn)



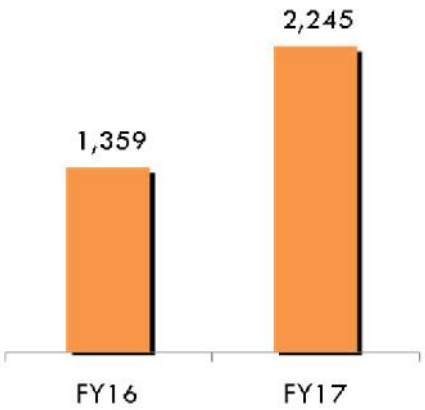
Standalone Financial Results – Q1FY18 (Ind-AS)

Particulars (₹mn)	Q1FY18	Q1FY17	% Change
Income from Operations	**524.9**	**584.3**	-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%	
EBIDTA	**302**	**430**	**-30%**
% 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%
PAT	**164.8**	**288.7**	**-43%**
% of sales	31%	49%	
Other Comprehensive Income	0.2	0.2	0%
Total Comprehensive Income	**164.6**	**288.5**	**-43%**

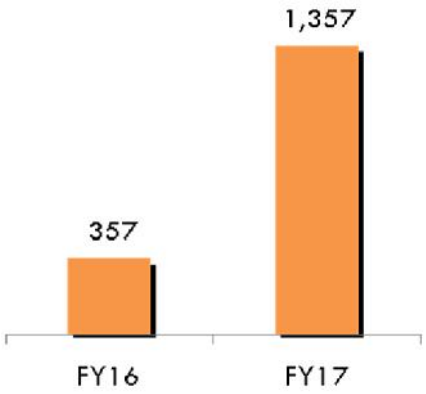
Standalone Financial Highlights – FY17

Annual

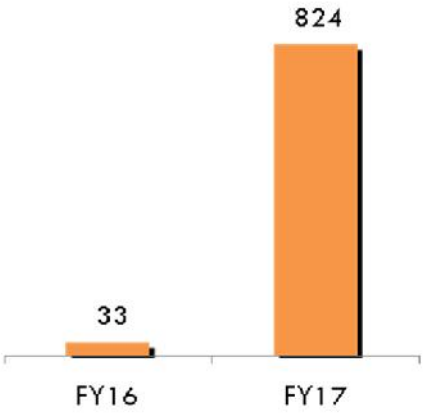
Revenue (₹mn)



EBIDTA (₹mn)

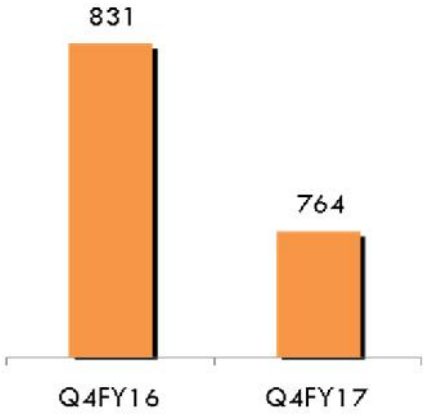


PAT (₹mn)

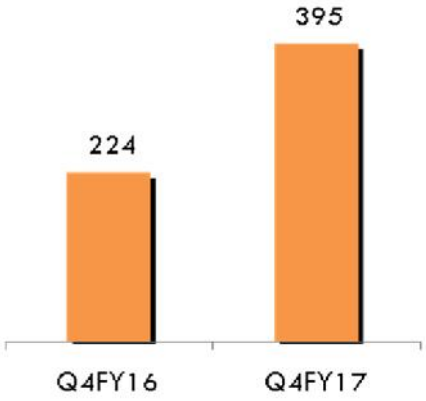


Quarterly

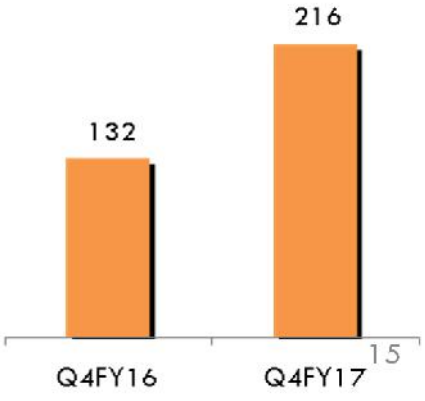
Revenue (₹mn)



EBIDTA (₹mn)



PAT (₹mn)



Standalone Financial Results – FY17

Particulars (₹mn)	Q4FY17	Q4FY16	% growth	FY17	FY16	% Change
Sales	**764.4**	**830.9**	-8%	**2,244.8**	**1,358.7**	65%
Construction Expenses	233.4	569.7	-59%	648.3	843.6	-23%
% of sales	*31%*	*69%*		*29%*	*62%*	
Employee Expenses	68.4	9.0	658%	115.3	53.3	116%
% of sales	*9%*	*1%*		*5%*	*4%*	
Other Expenses	67.2	28.7	135%	123.8	105.0	18%
% of sales	*9%*	*3%*		*6%*	*8%*	
EBIDTA	**395**	**224**	**77%**	**1,357**	**357**	**280%**
% of sales	52%	27%		60%	26%	
Depreciation	11.3	9.2	24%	44.0	50.3	-12%
Finance Cost	94.7	88.2	7%	295.2	285.0	4%
% of sales	*12%*	*11%*		*13%*	*21%*	
Other Income	0.04	8.28	-100%	23.88	12.2	96%
PBT	289.3	134.5	115%	1,041.9	33.9	2976%
% of sales	*38%*	*16%*		*46%*	*2%*	
Taxes	73.4	3.0		217.5	0.5	
PAT	**215.8**	**131.5**	**64%**	**824.4**	**33.4**	**2368%**

Standalone Financials – FY17

Sources of Funds (₹mn)	Mar-17	Mar-16
Shareholder's Funds	**4608.1**	**3792.7**
Share capital	163.0	163.0
Preference shares	25.0	25.0
Reserves & Surplus	4420.1	3604.7
Non-current liabilities	**2007.9**	**2084.9**
Long term borrowings	1612.0	1781.0
Deferred Tax Liability	5.9	10.3
Other Long term Liabilities	252.0	31.4
Long-Term Provisions	138.0	262.1
Current liabilities	**1621.1**	**1473.6**
Short Term Borrowings	265.6	167.6
Trade Payables	765.8	872.7
Other Current liabilities	371.3	367.8
Short-term provisions	218.4	65.6
Total Equities & Liabilities	**8237.0**	**7351.2**

Application of Funds(₹mn)	Mar-17	Mar-16
Non-current assets	**5482.0**	**4575.3**
Fixed assets	294.3	277.9
Non-current Investments	2731.0	2730.5
Long-term loans & advances	75.0	75.0
Other non-current assets	2381.7	1492.0
Current Assets	**2755.1**	**2775.9**
Current Investments	489.2	572.7
Inventories	837.8	1093.3
Trade receivables	553.7	241.7
Cash & Cash equivalents	94.5	127.4
Short-term loans & Advances	669.1	634.5
Other Current Assets	110.8	106.4
Total Assets	**8237.0**	**7351.2**

Standalone Segmental Performance

Revenue Breakup

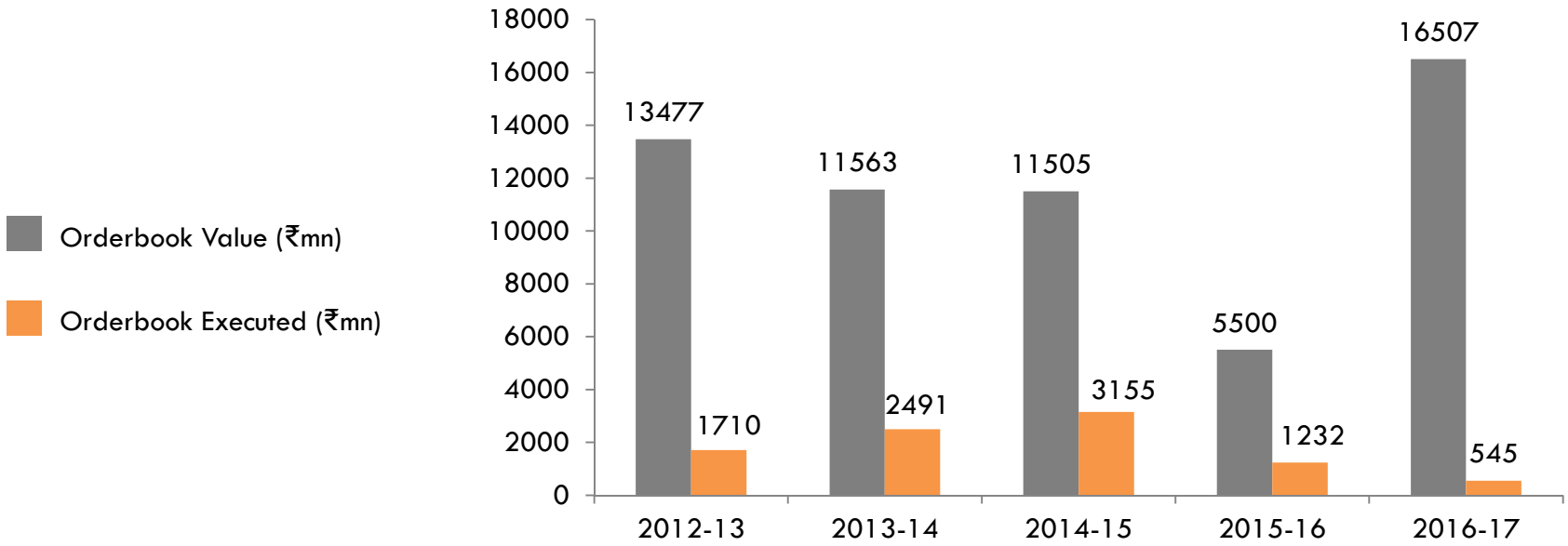
Segments / Financial Year	2012-13	2013-14	2014-15	2015-16	2016-17	Q1FY18
EPC	1,710	2,491	3,155	1,232	1,488	419
Toll - Mumbra Bypass	577	558	1,788	-	628	49
Real Estate	173	72	18	126	128	57
Atlanta Limited	**2,459**	**3,121**	**4,962**	**1,359**	**2,245**	525

EBITDA Margins

Segments / Financial Year	2012-13	2013-14	2014-15	2015-16	2016-17	Q1FY18
EPC	16%	15%	21%	24%	17%	20%
Toll - Mumbra Bypass	73%	73%	86%	NA	NA	NA
Real Estate	49%	50%	61%	50%	-60%	-25%
Atlanta Limited	**31%**	**26%**	**45%**	**26%**	**60%**	58%

Note: EPC segment and Toll-Mumbra realised ₹295mn and ₹49mn of arbitration award respectively for Q1FY18.
EPC segment includes ₹943mn of arbitration award for financial year 2016-17, Toll – Mumbra Bypass realised ₹1493mn and ₹628mn of arbitration award for the financial year 2014-15 and 2016-17 respectively, Company's Arbitration EBITDA has been in the range of 85%-90%

5-Year Orderbook Execution Trend



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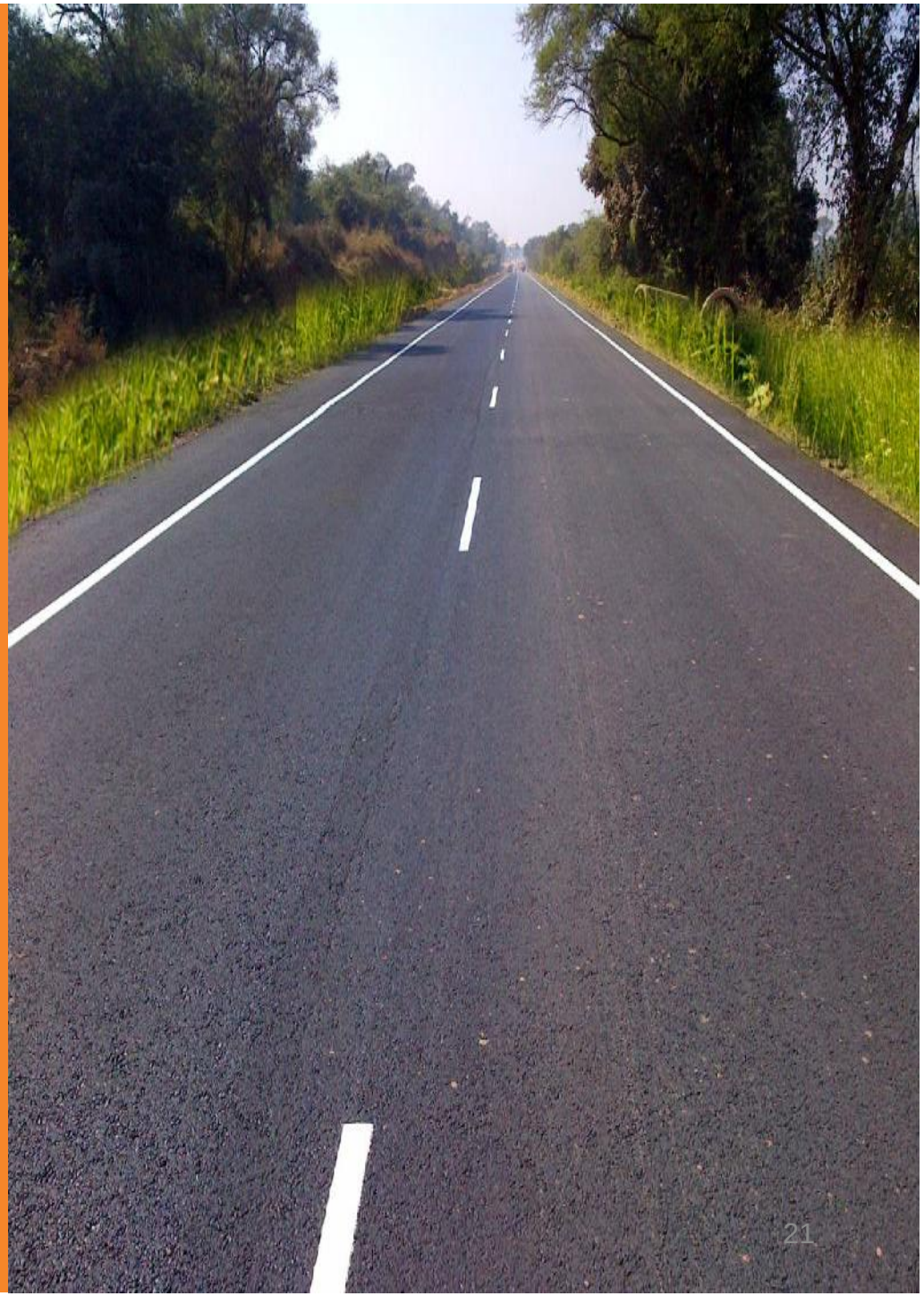
Toll - Mumbra Bypass	577	558	1,788	-	628
Real Estate	173	72	18	126	128
Atlanta Limited	**2,459**	**3,121**	**4,962**	**1,359**	**2,245**

Note: EPC revenue for financial year 2017 includes ₹943mn of arbitration award received the same year, Toll – Mumbra Bypass includes ₹1493mn and ₹628mn of arbitration award for the financial year 2015 and 2017 respectively, Order book Value is on closing basis

Proposed 5-Year Project Execution Schedule

EPC Projects	Contract Value*	2017-18	2018-19	2019-20	2020-21	2021-22
EPC (Assam)	₹2432mn	₹500mn	₹966mn	₹966mn		
EPC (Mizoram)	₹643mn	₹643mn				
EPC (Punjab)	₹336mn	₹336mn				
EPC (Nagpur)	₹284mn	₹643mn				

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 31st Mar 2017, **Total project cost

Thank You