



**TRANSCRIPT OF 20<sup>TH</sup> ANNUAL GENERAL MEETING OF NILA SPACES LIMITED**

**25 SEPTEMBER 2020**

**16:00 IND Hours**

Gopi Dave:

Dear Shareholders A very good afternoon. I am Gopi Dave – Company Secretary of your Company Nila Spaces Limited. I welcome you all at the 20th Annual General Meeting of Nila Spaces Limited. We thank you for joining with us today. During this difficult time of COVID-19, I hope you and your families are safe and doing well.

This is 04:00 p.m. and it is now the time to commence the meeting. We have the requisite quorum present for this AGM and on behalf of the Chairman Sir, I declare this meeting in order.

I welcome all the Board Members and my colleagues joining this AGM through Video Conferencing Facility being provided by NSDL.

This AGM is being conducted virtually and all the participants usually sharing dais in case of meeting at a common physical venue, have connected through Video Conferencing Facility from their respective locations. The AGM is being webcasted for viewing of all and the link thereof is available at website of the Company at [www.nilaspaces.com](http://www.nilaspaces.com) under investor segment. So apart from me we have Mr. Jasvinder Rana - Chairman of your Company and the Chairman for this meeting as well. Also, Mr. Jasvinder Rana is Chairman of various Committees of Board including Audit Committee, and Stakeholders Relationship Committee. Further, Mr. Deep Vadodaria – Non Executive Director & the other Non-Executive Director Mr. Prashant Sarkhedi – has conveyed inability to join the meeting due to unavoidable circumstances. We have Mr. Anand Patel – Managing Director of the Company. We also have with us our Independent Director - Mr. Shrinjay Joshi and Independent Woman Director Ms. Rajal Mehta who is also the chairperson to Nomination and Remuneration Committee. Apart from that We also have with us Mr. Rajesh Shah – CFO of your Company.



We are also having Mr. Parth Dadawala, representative from Dhirubhai Shah & Co. LLP – the Statutory Auditors. Mr. Umesh Ved – the Secretarial Auditor of your Company and also the Scrutinizer for the meeting. Mr. Manan Doshi – the Internal Auditor of your Company.

Apart that the employees of Company Secretarial Department, Accounts Department and our IT & System Team Members have also connected to assist the shareholders during the proceedings of this AGM. All are joining from their respective locations through the Video Conferencing Facility being provided by the NSDL. Now dear shareholders before we commence the proceedings; with the permission of the Chairman sir, I would like to announce several instructions for you to effectively participate at the AGM. All the members have been put on **Mute Mode** by the Host to avoid any disturbance coming from the background. At the commencement of Question and Answer Session, Host will unmute the audio of the Speaker once the name of speaker shareholder is declared. Members are requested to keep their questions brief and limit their interaction to 2 minutes so that maximum number of speakers can be accommodated. Members seeking clarification specific to the annual report contents shall be responded through email separately. Members who cannot be answered due to limited time factor are requested to drop their query in chat box. All such queries shall be responded through email separately within 7 days of this meeting. In accordance with the Circulars of the Ministry of Corporate Affairs and SEBI, the appointment of proxies has been dispensed with, for the meeting which held through Video Conferencing Mode. Hence, register of proxies for this AGM will not be available for inspection to the Members. Statutory registers like Register of Contracts and Register of Directors & Key Managerial Personnel and their Shareholding are available for inspection electronically during the proceedings of this meeting on the NSDL e-voting platform. Now, I request our Director - Mr. Deep Vadodaria that on behalf of the Chairman Sir, to give a brief on the operations of the Company. Over to you Deep Sir.

**Mr. Deep Vadodaria:**

Thank You Gopi. Dear Members, it is pleasure to connect with you all, although this time we meet virtually. On behalf of the Board Members, I want to thank you all for taking out time and joining us today.

But let me start with Covid-19, which has changed and disrupted life for everyone in this country. At this stage we can't be sure how the situation will evolve. But we do know that the impact of Covid-19 on our society, our economy and the way we go about our lives will be long lasting and profound. I hope you and your family members are remaining healthy and staying safe. The successive series of lockdowns and reverse migration of labours directed the economy and real estate industry per se towards uncertainty. We have ensured health, safety and hygiene guidelines for hundreds of our labours at our sites and supported them with healthy food, hygienic living conditions, and requisite medication. All the Real Estate development projects of your Company are RERA compliant. This year your Company benefited from the unique and path-breaking digital marketing model coupled with other novel marketing strategies. Your Company has booked a substantial percent of total flats inventory and the balance is expected to get booked soon. Your Company's performance has remained credible on key parameters and achieved the highest ever revenue in a single financial year on back of more no. of units booked as well as incremental revenue from milestone based installments of earlier booked units. In FY2020, the Standalone Revenue of your Company increased by 5.5 times to INR 93.8 crore from INR 17 crore during the previous year. On the profitability front, the EBIDTA for FY2020 has witnessed decline to 3% i.e. from INR 1.15 crore to INR 2.64 crore in FY2020. The Profit after Tax is INR 5 crore i.e. 5.4%. At March 31, 2020, the Standalone Net worth of your Company is INR 125 crore and Standalone Gross Debt is INR 22.7 crore, while the Cash and Bank Balances on the standalone basis is INR 1.1 crore. The Net debt to Net worth computes 0.17x. The debt repayment is in auto mode and will be squared-off in proportion to project completion. With this I wish everyone good health and safe passage through this difficult times. Thank You. Over to you Gopi to further the proceedings.

**Ms. Gopi Dave:**

Thank You Sir. Now with the permission of the Chairman Sir, we shall move to the proceedings of the AGM. The electronic copy of annual report for the financial year 2019-20 and the notice convening the 20th

AGM was dispatched to all the members on their registered email. Therefore, I take the notice convening this meeting as read. However I would like to announce the business agenda proposed in the notice of the AGM. The first agenda item is to receive, consider and adopt the consolidated and standalone financial statements for the year ended on 31 March 2020 and the reports of the directors and auditors thereon.

The second Ordinary Business is to appoint Mr. Prashant Sarkhedi who retires by rotation and offered himself for reappointment in terms of the provisions of Section 152 of the Companies Act, 2013. The third agenda item is to appoint Mr. Shrinjay S Joshi as Non- Executive Independent Director of the Company for a term of 5 years consecutive years and that his appointment shall not be liable to retire by rotation. So this was all about agenda items proposed in the Notice of the 20th AGM. Now dear shareholders, with respect to the independent auditor's reports on the Company's consolidated and standalone financial statements and the secretarial auditor's report for the financial year 2019-20 are unqualified and do not contain any adverse remark on the Company's operations and therefore we consider the auditor's report taken as read. The Company had provided remote e-voting facility, on NSDL platform, from 22<sup>nd</sup> September 2020 (9:00 am) to 24<sup>th</sup> September 2020 (upto 5:00 pm) to the Members to allow them to cast their votes on the resolutions set-out in the notice convening this AGM. Electronic voting facility is also activated and made available during this meeting on the NSDL platform, to enable the members who have not casted their votes through remote e-voting to exercise their voting rights during the meeting. Mr. Umesh Ved - Practicing Company Secretary, has been appointed as Scrutinizer, to scrutinize the e-voting process. The voting results of e-voting will be declared within 48 hours from the conclusion of this meeting. Since all the resolutions set out in the AGM Notice have already been put to vote during the remote e-voting period, no motion will be moved with respect to proposed resolutions as set out in the notice convening this AGM. Dear Members, Now with this we shall move to **Question and Answer Session** and we shall be glad to answer your questions. Shareholders who have registered themselves as speaker will be invited one after the other. After I speak out name of the speaker shareholder you will be unmuted. You are requested to turn on your video before you begin to speak. I also request the speaker shareholder not to repeat the questions already asked and please confine your questions to



matters relating to businesses to be transacted at this AGM and restrict their speech to a maximum 2 minutes.

So the first request I am receiving is from Mr. Keyur Patel. I request the moderator to please unmute Mr. Keyur Patel and allow him to speak.

Mr. Keyur Patel: What is the impact of Covid19 pandemic on the Company?

Mr. Gopi Dave: Your Company has a well-defined Business Continuity Plan in place to tackle any such eventuality to certain extent. However, the magnitude of COVID-19 pandemic, so far, is enormous and unprecedented. The operations were ceased for about four-five months, resulting into seeking extension by six months to complete the project from Guj-RERA Authority. We experienced a little slowdown in new-bookings as the buyers had to confine to their homes in compliance with COVID-19 pandemic induced lockdown. However, with the Unlocking, inquiries started flowing-in and it has since reached to almost normal levels, resulting in reasonable numbers of new-bookings.

**Representative from**

**Care Wealth Advisors LLP:** What are the future business prospects of Affordable Housing projects?

Ms. Gopi Dave: Your Company is favourably placed to seize the incremental opportunities in the Affordable Housing space as the pandemic has demonstrated merits of staying in home as the most resilient remedy to abate any further spread. This is applicable to all alike and irrespective of their wealth, social status, etc. To add to it, the reverse migration of urban poor to rural areas has once again focused the need for Social and Affordable Housing for such populace. We maintain a profound conviction and are very positive about the prospects of Affordable Housing in short to long-term period. We continue our strong belief in this sector and are staying focused for endless possibilities that COVID-19 crisis shall offer

Ms. Gopi Dave: I suppose most of the questions have been answered, while the remaining, if any, shall be responded through email separately within 7 business days of this AGM. As informed the voting results shall be intimated to the Stock Exchanges and shall also be uploaded on the Company's website. The E-voting will remain open for 15 minutes from the end of this AGM. I encourage the members who have not yet voted may now cast their vote on the NSDL E-voting platform. I would like to thank all the shareholders,



Members of Board of Directors, auditors, and scrutinizer and the entire supporting team of your Company and NSDL who have joined us and stayed upto the end of this AGM. On behalf of the Chairman Sir, I now declare the proceedings of this AGM as closed and wishing you again all the best of health and safety. Thank You.

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