



ATLANTA LIMITED

An ISO 9001:2008 Company

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CIN : L64200MH1984PLC031852

May 17, 2017

Bombay Stock Exchange Limited

Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001

National Stock Exchange of India Limited

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

Scrip Code : 532759

Fax No : 2272 3121 / 2272 2037

Trading Symbol : ATLANTA

Fax No : 2659 8348 / 2659 8237 / 38

Dear Sirs,

Re.: Atlanta Limited (BSE Code: 532759 & NSE Code: ATLANTA)

Subject: Investors' Presentation

This is to inform you that an Earnings call to discuss the Q4 and full year FY17 results of the Company with Mr. Rajhoo Bbarot, Chairman and Mr. Rajesh Verma, CFO is scheduled to be held on Friday, May 19, 2017 at 12.00 noon (IST).

In this regard, copy of the investor's presentation is enclosed herewith for your reference & record.

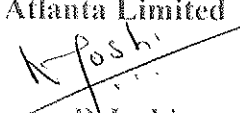
In line with the terms of Code of conduct and procedures for fair disclosure of unpublished price sensitive information read with SEBI (Prevention of Insider Trading) Regulations, 2015, we shall post relevant information, if any, on the website of the Company promptly after the meeting and also send copy of the same to the stock exchanges.

You are requested to kindly acknowledge the receipt and also take suitable action for dissemination of this information through your website at the earliest.

Thanking you

Yours faithfully

For Atlanta Limited


Narayan R. Joshi
Company Secretary



ATLANTA LIMITED

Where Technology Moves with Time

Investor Presentation
May 2017



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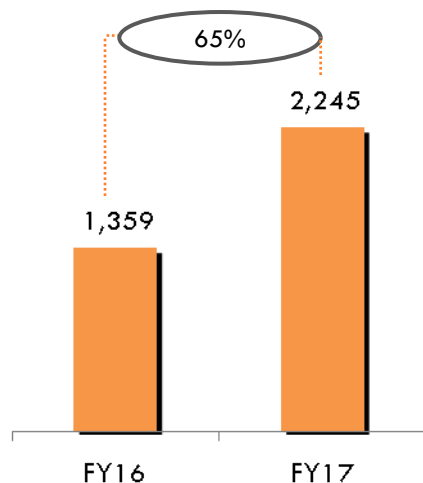
Financial Highlights & Updates Q4 & FY17



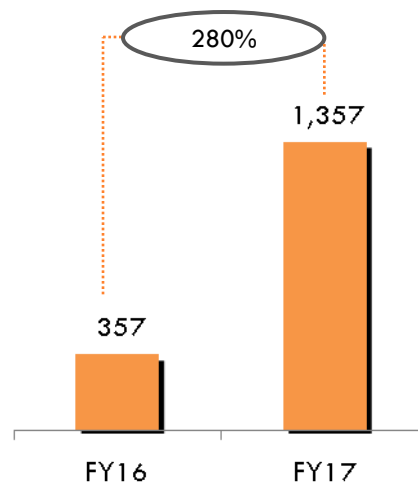
Standalone Financials

Annual

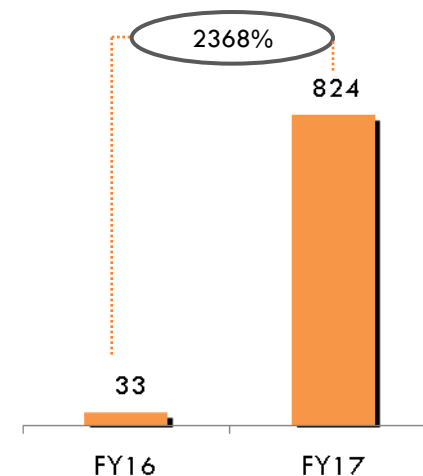
Revenue



EBIDTA

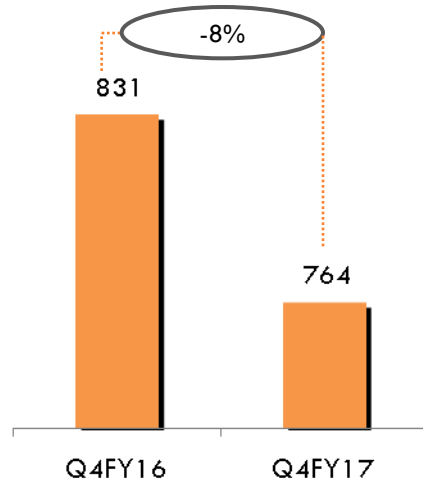


PAT

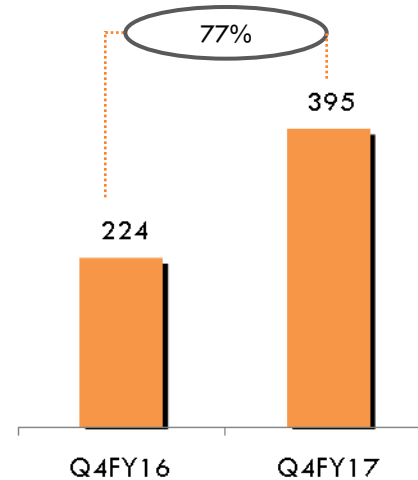


Quarterly

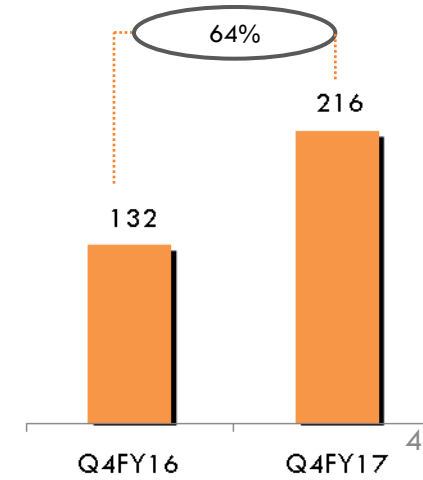
Revenue



EBIDTA

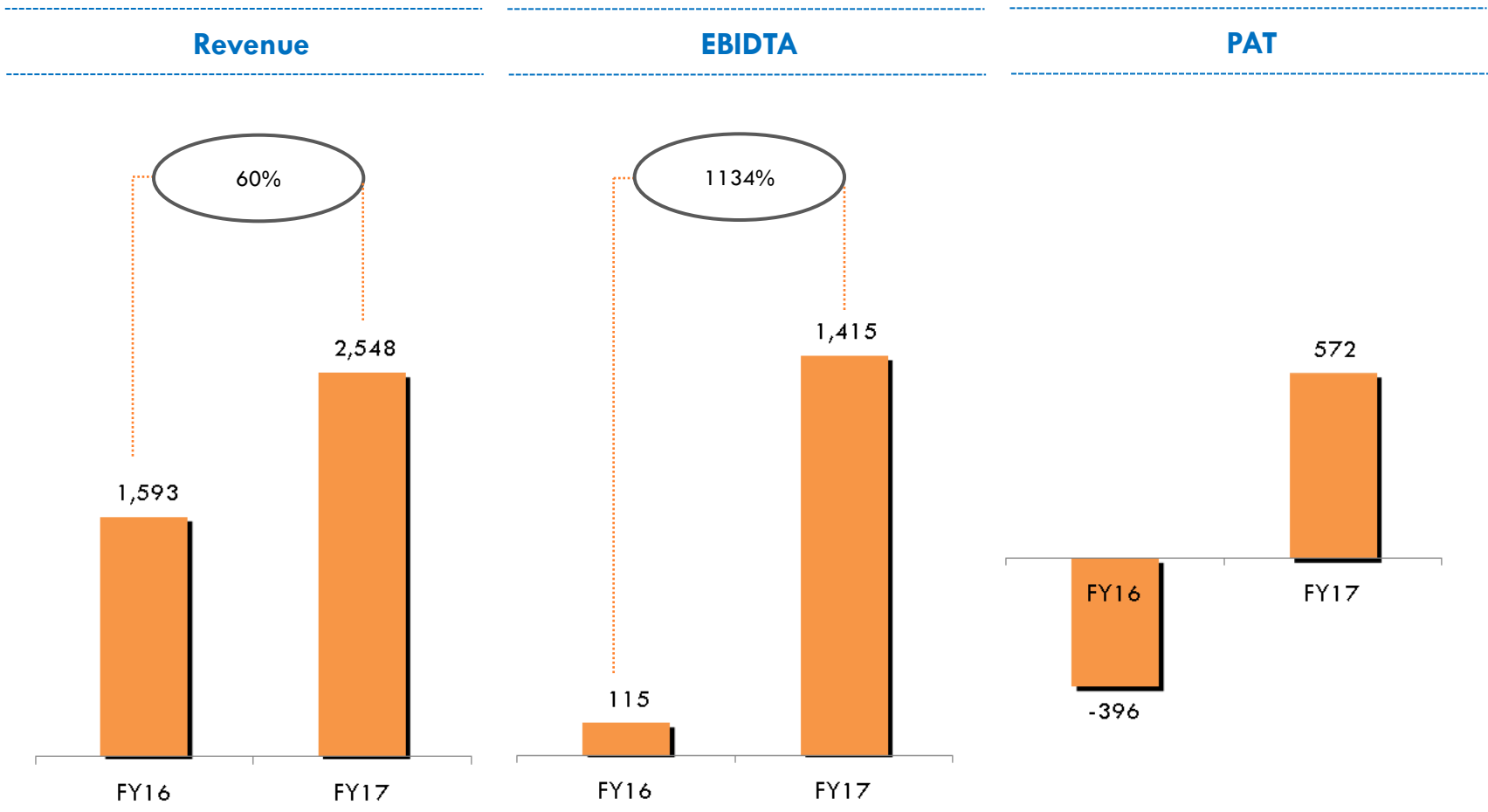


PAT



All figures in Rs. mn

Annual Consolidated Financials



Formulated Dividend Distribution policy; recommended a dividend of 15% i.e Rs 0.30 per equity shares of Rs 2/- each to non promoter shareholders.

Management's Comment



Mr. Rajhoo Bbarot, Chairman

Commenting on the results, **Mr. Rajhoo Bbarot, Chairman, Atlanta Ltd**, said *"I am pleased to present our performance for 2016-17 wherein the Company's consolidated revenues increased by 60% with PAT of Rs 572 mn against loss of Rs 396 mn in FY16.*

With a receivables of over ~Rs 14 bn in arbitration award, we are focused on deleveraging and being debt free on standalone basis by FY18.

We are very optimistic about the growth opportunities in the infrastructure space, and are confident that based on our robust order book, skills and execution capabilities, we should be able to grow at a CAGR of 40-50% over the next couple of years".

Key Business Updates (FY17)



- **Commencement of toll collection on Punjab Toll Project**

- Project involved 2/4 laning of Ropar-Chamkur Sahib-Neelon-Doraha Road (Sirhind canal) in Punjab
- Length – 55 Kms
- Project cost – Rs. 2.6 bn

- **Awarded Hybrid Annuity (HAM) Project in Gujarat**

- Project involved 4/6 laning of Shamlaji- Himmatnagar-Chiloda in Gujarat
- Length – 93 Kms
- Project cost – Rs. 13 bn
- EPC contract value to Atlanta Ltd – Rs 11.5 bn

- **Atlanta & its subsidiary Atlanta Infra Asset Ltd has received part of its Arbitration Award money amounting to Rs. 3.15 bn**

Company Overview



Key Highlights



One of the leading players in **EPC & BOT** space

4 Decades of experience in Indian Infrastructure Sector

Executed more than **2,500** lane km projects

Robust order book of over **Rs.17 bn**

Pre-qualified to bid for projects worth over **Rs.14 bn**

Pan India operations

Infrastructure

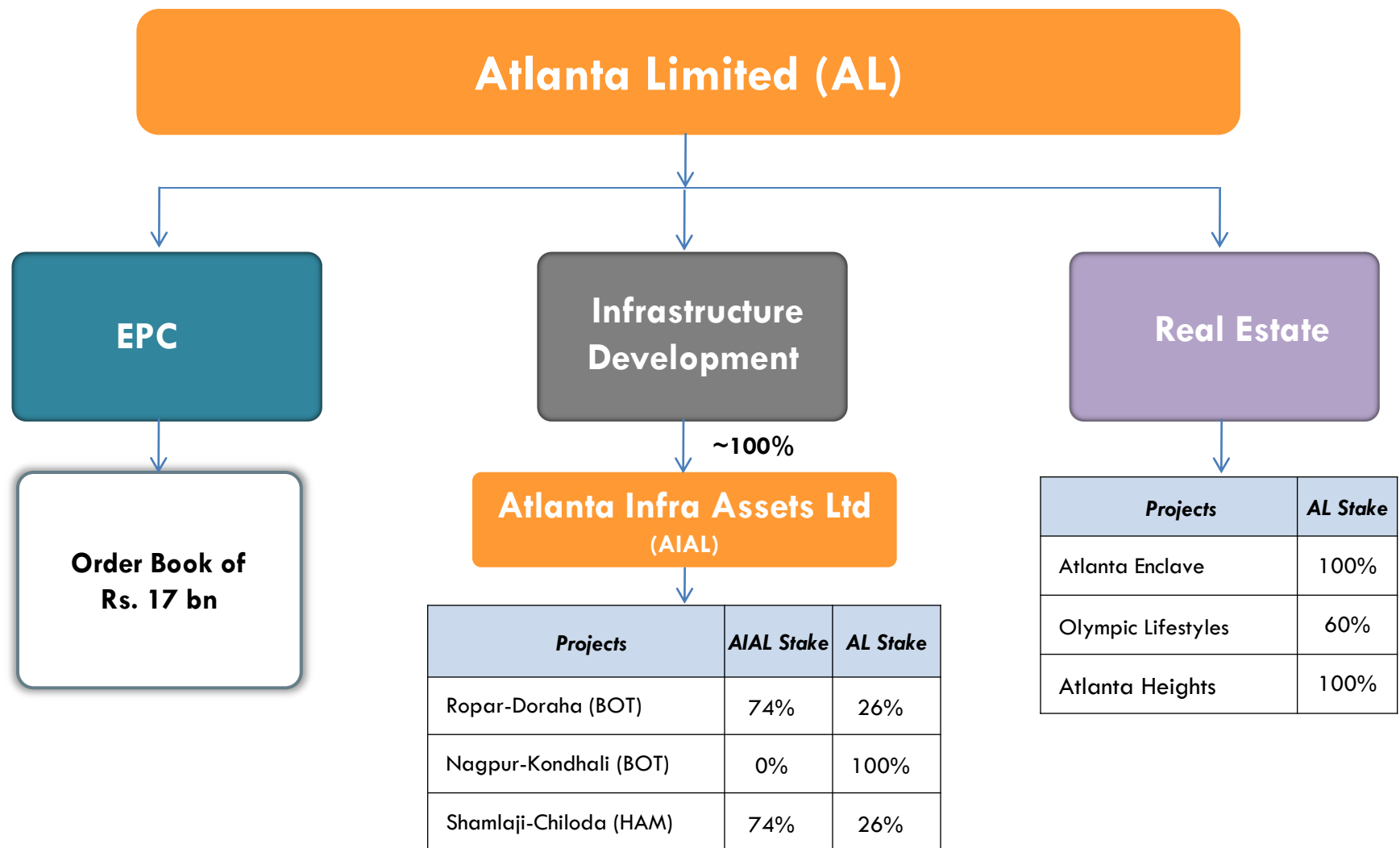
- Over 4 decades experience in EPC
- Presence in DBFOT & HAM projects
- Completed more than 2,500 lane km projects Pan- India
- Servicing clients like NHAI, MoRTH, NHIDCL, PWD of various states, Airport Authority of India, etc



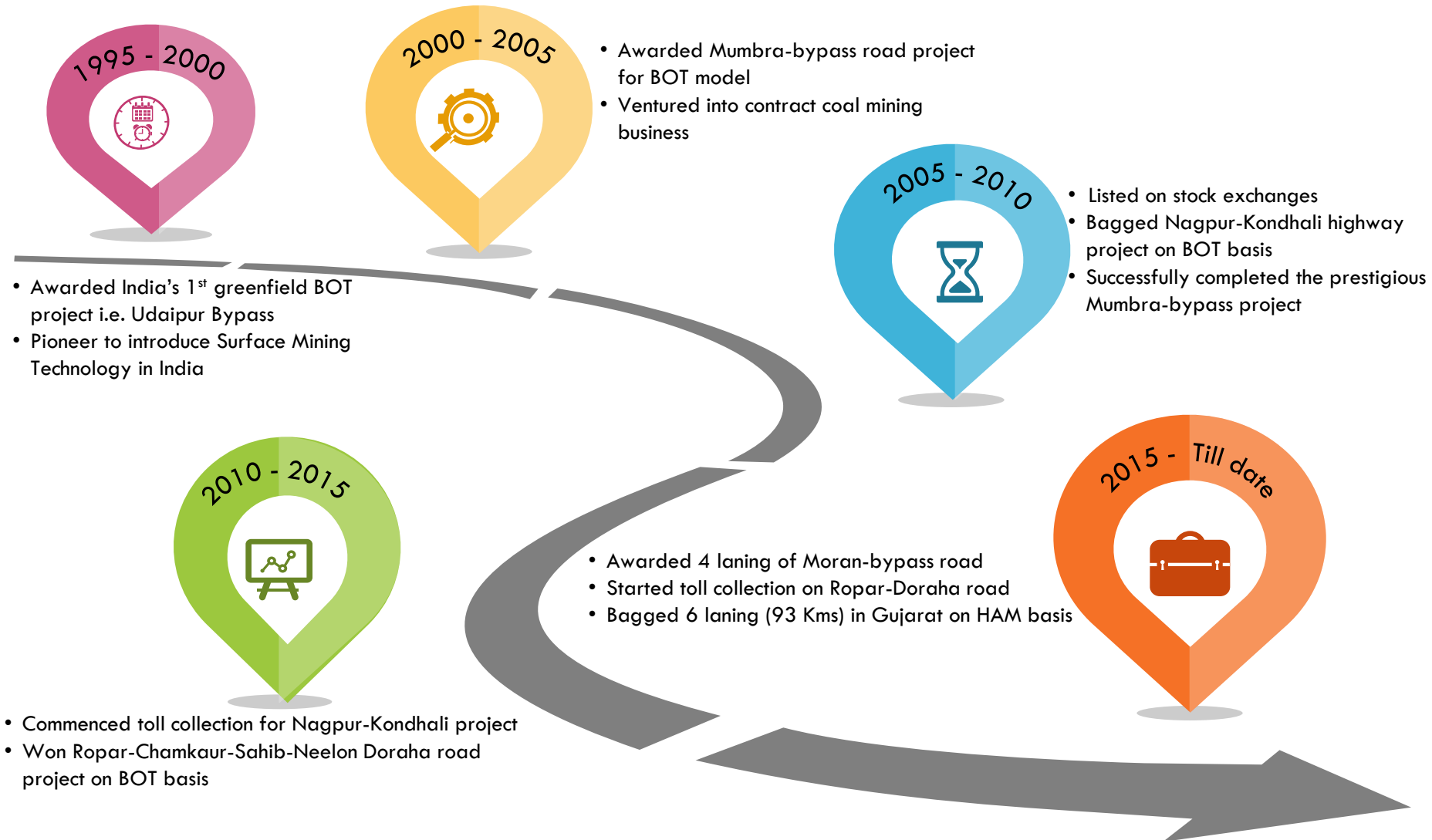
Real Estate

- 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

Corporate Structure



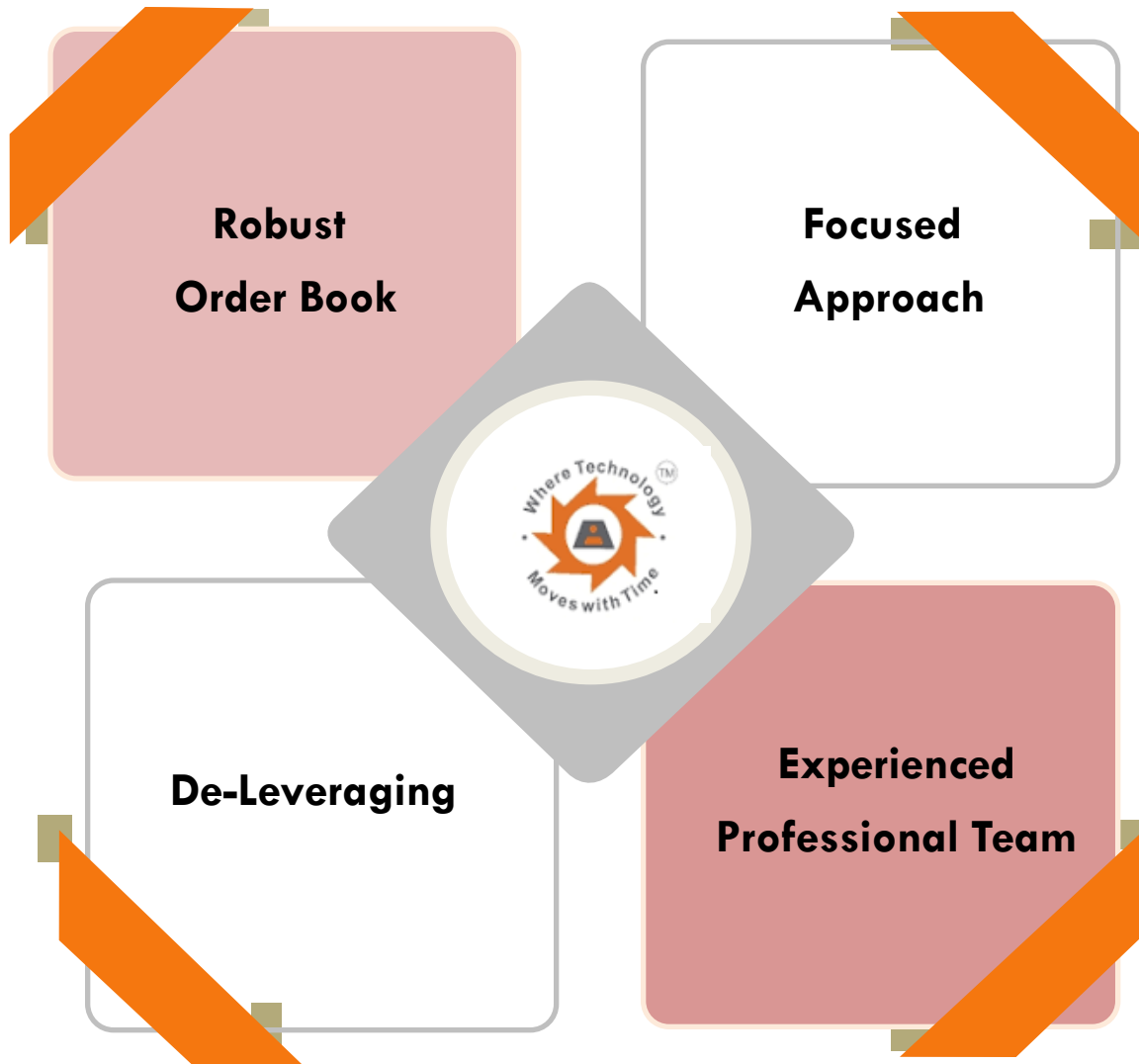
Corporate Journey



Business Strengths



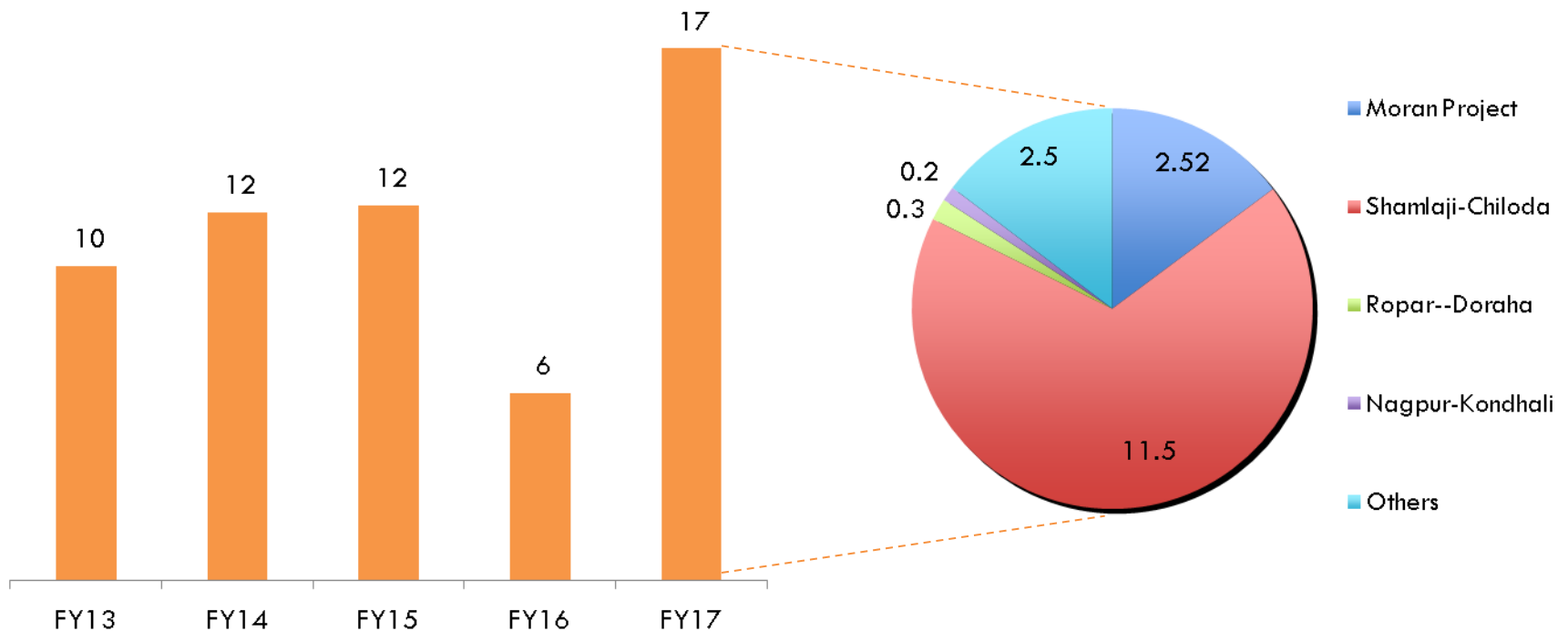
Strong Framework for Road to Success



Robust Order Book



Infrastructure Order Book (Rs bn)



Our current order book provides visibility for at least 2 years

Focused Approach



Projects

- Focus on road infra projects; exited out of non-core activities like mining, rate contract jobs
- Ensure Timely and Quality completion of projects



Partnership

- Enter into strategic JV or form project specific SPV for big size and large projects



End to End Services

- Equipped to offer complete range of services from designing, engineering, constructing, operating and maintenance



De-leveraging

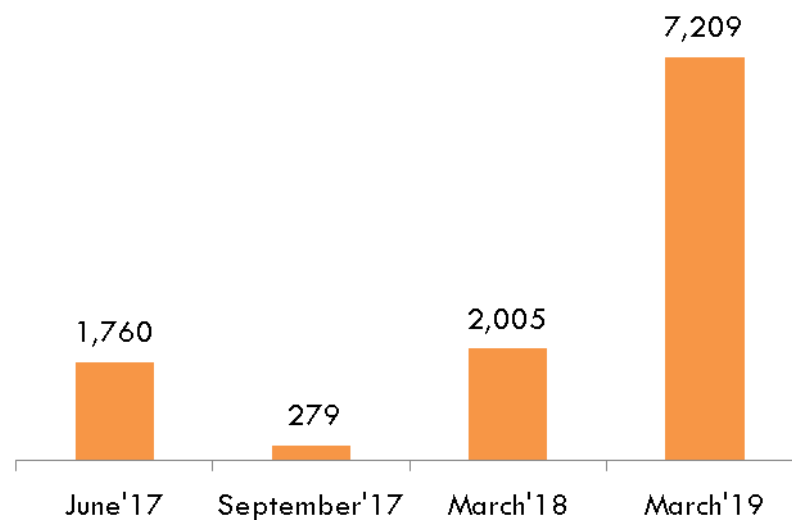


Debt Position

FY17	Value (Rs. mn)
Standalone Debt	2,171
Consolidated Debt	10,343

Award Receivables*

Rs. mn



Company targets to be debt free on standalone basis by FY18

* The award amount in favour of the company

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



Rajesh Verma
CFO

- Holds Bachelor's degree in Engineering, Post Graduate Diploma in Management From IIM, Kolkata
- Has an experience of 24 years in the finance industry



Ulhaas Bhole
VP- Contracts

- Holds a Bachelor's degree in Civil Engineering from Mumbai University with Geotechnical Engineering as Elective Subject
- Has an experience of 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

Projects



Key Ongoing Projects

Project	% Stake	Authority	State	Total Project Cost (Rs.mn)	Date of Commencement	Execution So far
Ropar-Doraha	100	PWD (Punjab)	Punjab	2,300	Apr'13	95%*
Nagpur-Kondhali (Major maintenance work)	100	NHAI	Maharashtra	350	May'16	60%
Moran Project	100	NHAI	Assam	2,520	Aug'16	10%
Shamlaji-Chiloda	100	NHAI	Gujarat	11,500	Oct'17	Yet to be started

* Toll collection has started

Key Completed Projects

Project	% Stake	Authority	State	Total Project Cost (Rs.mn)
Dahej-Sez	100	GIDC	Gujarat	1,464
Lucknow Bypass	50	NHAI	U.P	2,200
Khurda-Bhubaneshwar	50	NHAI	Orissa	1,189
Parlakhemundi-Mohana road	51	R & B	Orissa	1,539
Nagpur-Kondhali	100	NHAI	Maharashtra	3,800

Projects: BOT



		Ropar-Doraha	Nagpur-Kondhali	Shamlaji-Chiloda
Project Details	Ownership (%)	100	100	100
	State	Punjab	Maharashtra	Gujarat
	Client	PWD (Punjab)	NHAI	NHAI
	Type	Toll	Toll	Hybrid Annuity
	Lanes / Lane kms	4 / 37.0 2 / 95.2	4 / 209.2	6 / 793.2
Concession Terms	Concession Start Date	Apr'13	Jun'06	Oct'17 (Proposed)
	Concession Period	16.5 yrs	20 yrs	17 yrs
	COD	Nov'16	Sep'11	Oct'19 (Proposed)
Financials Terms	Project Cost (Rs. mn)	2,540	3,800	12,920
	Promoter Contribution (Rs. mn)	840	2,100	1,940
	Debt (Rs. mn)	1,700	1,300	5,680*

* Expected debt for the project; Balance is grant from NHAI --- Under Financial Closure

-  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

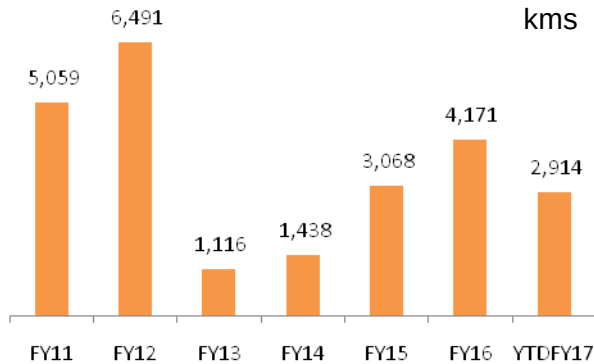
Project Name	City	Ownership (%)	Area (Mn Sq. Ft)	Project Cost (Rs mn.)	Current Status	Completion Date
Atlanta Enclave	Thane	100%	1.2	3,527	Phase I completed	Dec' 20
Olympic Lifestyles	Jodhpur, Rajasthan	60%	0.5	1,600	Under construction	Dec' 19
Atlanta Heights	Mumbai	100%	0.15	750	Yet to be started	NA
Total			1.85	5,877		

Opportunities



Infrastructure Opportunities

NHAI Award



Bid Pipeline (Mar-May '17)

Project	Rs. mn	Kms
HAM	1,83,141	712
EPC	77,981	559
Toll	87,668	148
Total	3,48,790	1,420

Focus is more on HAM projects going forward

Source: NHAI, Industry reports

Government Initiatives

- Allotted Rs 640 bn to NHAI for roads and highways and Rs 270 bn for PMGSY
- Planning to develop 35,000 kms of highways at an estimated cost of Rs 3,000 bn under the Economic Corridor Project
- Proposed budgetary allocation for roads & Highways raised to Rs 649 bn in FY18

Roads & Highways

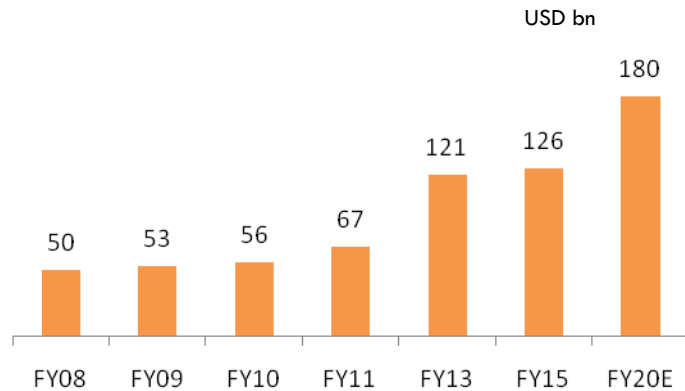
- India has a road network of 4.8 mn km, the second largest globally
- India has been constructing highways at a rate of 27-28 kms per day, with the aim of speeding up the construction rate to 41 kms per day.
- 2,000 kms of coastal connectivity roads will be constructed
- The 'Char Dham' project includes developing 900 kms of national highways in Uttarakhand at a total cost of Rs 120 bn

Bid Pipeline

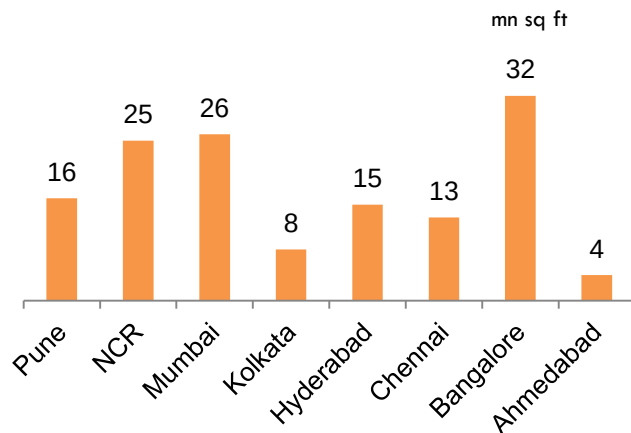
- NHAI has listed 27 road projects worth Rs. 349 bn totaling to 1,420 kms that are expected to be awarded in March- May 2017
- The focus would continue to be on PPP basis

Real Estate Opportunities

Market Size



Demand Analysis (2013-2017)



Source: IBEF

Government Initiatives

- The government has allowed FDI of up to 100 per cent for townships & settlements development projects
- Under the Housing For All scheme, 6 crore houses are to be built in which 4 crore in rural areas & 2 crore in urban area by 2022
- Plan's to build 100 smart cities would reduce the migration of people to metro & other developed cities
- One crore houses are to be built in rural India by 2019
- Affordable housing is given Infrastructure status
- Criteria for affordable housing were also revised to 30 sq. m. and 60 sq. m. on carpet rather than saleable area in the four main metros and non-metros respectively

Real Estate

- Residential segment contributes ~80 per cent of the real estate sector
- India's real estate market is expected to reach US\$ 180 bn by 2020 from US\$ 93.8 bn in 2014
- Focus on affordable & midrange categories to meet the huge demand
- By 2022, real estate and construction sector in India is expected to generate 75 mn jobs & emerge as the largest employer in the country
- Urbanization & growing household incomes are driving demand for residential real estate & growth in the retail sector

Financials



Standalone: Financial Highlights



Particulars (Rs.mn)	Q4FY17	Q4FY16	% growth	FY17	FY16	% growth
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: Financial Highlights

Sources of Funds (Rs. 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(Rs. 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

Consolidated: Financial Highlights



Particulars (Rs.mn)	FY17	FY16	% growth
Sales	2,547.7	1,592.8	60%
Construction Expenses	871.9	1,308.5	-33%
% of sales	34%	82%	
Employee Expenses	129.5	60.4	114%
% of sales	5%	4%	
Other Expenses	131.5	109.2	20%
% of sales	5%	7%	
EBIDTA	1,415	115	1134%
% of sales	56%	7%	
Depreciation	49.5	55.4	-11%
Finance Cost	643.3	544.9	18%
% of sales	25%	34%	
Other Income	26.7	16.8	60%
PBT	748.7	-468.9	NA
% of sales	29%	-29%	
Taxes	176.7	-73.1	NA
PAT before minority interest	572.0	-395.8	NA
% of sales	22%	-25%	
Minority/ Associates	0.31	0.6	
Consolidated PAT	572.3	-395.2	

Consolidated: Financial Highlights



Source of Funds(Rs. mn)	Mar-17	Mar-16
Shareholder's Funds	7452.1	6891.2
Share capital	163.0	163.0
Preference shares	25.0	25.0
Reserves & Surplus	7264.1	6703.2
Minority Interest	14.2	13.9
Non-current liabilities	5270.9	5447.8
Long term borrowings	4868.6	5107.9
Deferred Tax Liability	0.0	0.0
Other Long term Liabilities	252.0	0.0
Long-Term Provisions	150.3	340.0
Current liabilities	6673.8	5524.6
Short Term Borrowings	271.5	168.2
Trade Payables	892.9	1000.8
Other Current liabilities	5291.0	4290.1
Short-term provisions	218.4	65.6
Total Equities & Liabilities	19411.0	17877.4

Application of Funds(Rs. mn)	Mar-17	Mar-16
Non-current assets	16384.0	14738.5
Fixed assets	6462.1	8057.8
Goodwill on consolidation	2850.5	2850.5
Deferred tax Assets (Net)	176.5	131.2
Non-current Investments	4.1	3.6
Long-term loans & advances	75.0	75.0
Other non-current assets	6815.8	3620.4
Current Assets	3027.0	3138.9
Current Investments	66.1	150.8
Inventories	1313.5	1568.3
Trade receivables	1048.8	899.1
Cash & Cash equivalents	101.9	131.6
Short-term loans & Advances	70.0	98.6
Other Current Assets	426.7	290.5
Total Assets	19411.0	17877.4



Let's Connect



ATLANTA LIMITED

CIN: L64200MH1984PLC031852

Mr. Amit Kumar Singh

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