

No./NBCC/BS (98)/2017-18

March 22, 2018

<b>National Stock Exchange of India Ltd.</b> <b>Exchange Plaza, 5<sup>th</sup> Floor,</b> <b>Plot no. C/1,G Block</b> <b>Bandra -Kurla Complex</b> <b>Bandra (E), Mumbai-400051</b> <b>Fax-022-26598237/38</b>  <b>NSE Symbol: NBCC/EQ</b>	<b>BSE Limited,</b> <b>Floor 25 ,Phiroze Jeejeebhoy Towers,</b> <b>Dalal Street, Mumbai-400 001</b> <b>Fax-022-22722037/39/41/61</b>  <b>Scrip Code: 534309</b>
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**Sub: Recording of Analyst/Institutional Investor Meet.**

Sir,

Pursuant to Regulation 30(6) and Regulation 46(2) the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and our letter dated March 15, 2018 in respect of Institutional Investor/Analyst Meeting, Please find enclosed herewith Presentation and list of Investors participated (Annexure - I) in Institutional Investor/Analyst meeting held on March 21, 2018.

The aforesaid information is also disclosed on the website of the company <http://www.nbccindia.com/nbccindia/nroot/njsp/InvestorNotices.jsp>

This is for information and record. Kindly acknowledge receipt.

Thanking you,

Yours Sincerely,  
For NBCC (India) Limited



*Ruchi Gupta*

**Ruchi Gupta**  
**DM (CS)**  
**A-21194**

**CORPORATE OFFICE**

NBCC Bhawan, Lodhi Road, New Delhi - 110 003  
Tel. EPABX : 91-11-43591555, 24367314-15

Email : co.sectt@nbccindia.com  
CIN-L74899DL1960GOI003335

(Annexure-1)

**List of Analyst/Investors with company Management Representatives in Investors Meetings held on March 21, 2018 at Mumbai**

<b>Date of the Conference/Meetings</b>	March 21, 2018																																																																
<b>Type of Meetings</b>	Group Meeting																																																																
<b>Company Management Representatives</b>	<ul style="list-style-type: none"><li>• <b>Dr. Anoop Kumar Mittal CMD, NBCC</b></li><li>• <b>Mr. Yogesh J.P Sharma, Executive Director (Engg)</b></li></ul>																																																																
<b>Investors/Fund / Company</b>	<p><b><u>List of Participant in Analyst/Investor Meet</u></b></p> <table><tr><th><b>Sr. No.</b></th><th><b>Organization</b></th></tr><tr><td>1</td><td>Add Capital</td></tr><tr><td>2</td><td>Advent Capital</td></tr><tr><td>3</td><td>Aditya Equity Investment</td></tr><tr><td>4</td><td>Ajcon Global</td></tr><tr><td>5</td><td>Ajmera Associates Ltd</td></tr><tr><td>6</td><td>Akash Ganga</td></tr><tr><td>7</td><td>Alpana Enterprises</td></tr><tr><td>8</td><td>Alpenard</td></tr><tr><td>9</td><td>Amsec</td></tr><tr><td>10</td><td>AnandRathi Institutional Equities</td></tr><tr><td>11</td><td>Angel Broking</td></tr><tr><td>12</td><td>Arjava Partners</td></tr><tr><td>13</td><td>Asian Market Securities</td></tr><tr><td>14</td><td>Ask Investment Managers</td></tr><tr><td>15</td><td>Astute Investment Management</td></tr><tr><td>16</td><td>Avendus Wealth Management</td></tr><tr><td>17</td><td>Antique Securities</td></tr><tr><td>18</td><td>Axis Bank</td></tr><tr><td>19</td><td>Axis Securities</td></tr><tr><td>20</td><td>B&amp;K Securities</td></tr><tr><td>21</td><td>BhogilalTrikamlal Sec</td></tr><tr><td>22</td><td>Bimal Panchal</td></tr><tr><td>23</td><td>Bank of America Merrill Lynch</td></tr><tr><td>24</td><td>BipinBakshi</td></tr><tr><td>25</td><td>Birla Sun Life Insurance Company Ltd</td></tr><tr><td>26</td><td>BOI AXA Investment Mgrs</td></tr><tr><td>27</td><td>Citigroup Global Markets India Private Ltd</td></tr><tr><td>28</td><td>Canara Robeco</td></tr><tr><td>29</td><td>CLSA</td></tr><tr><td>30</td><td>Credit Suisse</td></tr><tr><td>31</td><td>Crescita Investment Management Pvt Ltd</td></tr></table>	<b>Sr. No.</b>	<b>Organization</b>	1	Add Capital	2	Advent Capital	3	Aditya Equity Investment	4	Ajcon Global	5	Ajmera Associates Ltd	6	Akash Ganga	7	Alpana Enterprises	8	Alpenard	9	Amsec	10	AnandRathi Institutional Equities	11	Angel Broking	12	Arjava Partners	13	Asian Market Securities	14	Ask Investment Managers	15	Astute Investment Management	16	Avendus Wealth Management	17	Antique Securities	18	Axis Bank	19	Axis Securities	20	B&K Securities	21	BhogilalTrikamlal Sec	22	Bimal Panchal	23	Bank of America Merrill Lynch	24	BipinBakshi	25	Birla Sun Life Insurance Company Ltd	26	BOI AXA Investment Mgrs	27	Citigroup Global Markets India Private Ltd	28	Canara Robeco	29	CLSA	30	Credit Suisse	31	Crescita Investment Management Pvt Ltd
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32	Dalal&Broacha
33	Deep Financial Consultants Pvt. Ltd
34	Dhunseri Investments Ltd
35	IDBI Federal
36	Dolat Capital
37	Edelweiss Securities Ltd
38	Edelweiss GWM Research
39	Elara Capital
40	Elixir Capital
41	Emkay Global Financial Services Ltd
42	Enkay Financial Services
43	Egentis Wealth Advisors
44	Edelweiss Securities Ltd
45	Equentis
46	Equitree Capital
47	FarokhDaruvala
48	Finvest Advisors
49	Fortress Group
50	FRR Shares
51	Gala Investment
52	Geosphere Capital
53	Gomukhi Indus Capital
54	Gopani Securities
55	HDFC Securities
56	Helios
57	Hercules
58	I Wealth
59	ICICI Pru Life
60	ICICI Securities Ltd
61	IDFC Securities
62	IIFL Wealth Management
63	IIFL Wealth Managers
64	IM FOCUZ
65	Intesta Royal
66	JHP Securities
67	JM Financial
68	Karma Capital
69	Karvy Stock Broking
70	KDA Strategic Advisors LLP
71	Kotak Securities Ltd. (Retail)
72	Kotak Securities Ltd (Institutional)
73	KIFS
74	KIFS Trade Capital
75	Kotcha Research and investment
76	L&T MF
77	Labdhi Investments
78	Lodha Ventures
79	M3 Investment Managers Pvt Ltd
80	Macquarie Capital Services Pvt Ltd
81	Max Life Insurance





82	Mehta Group
83	Mehta Vakil& co pvt ltd
84	Mirae Asset Global Investment
85	Monarch Networth Capital
86	MotilalOswal
87	NavNidhan Capital Partners
88	Navkar Professional LLP
89	Networth Capital
91	Nirmal Bang
92	Nomura
93	Ohm Portfolio Equi Research
94	P.C. Suran and Company
95	Plutus Capital Advisors LLP
96	Potentialities Unlimited
97	PrabhudasLilladher
98	Pragya Equities
99	Prasad Capital Advisors
100	PratikbhutiVainyog
101	Principal AMC
102	Principal PNB Asset Management
103	Quant Capital
104	Quest Investment
105	Raedan Securities
106	Reliance Capital
107	Reliance Securities Ltd
108	Renaissance
109	S G Broking
110	SBI Life
111	SBICAP Securities Ltd
112	s2k Investment
113	Samco Securities
114	Sanctum Wealth Management
115	SharekhanLmted
116	Singhania Industries
117	Singhania Investment
118	SKS Capital Research
119	Spa Securities
120	Stellant Capital Advisory
121	Sunidhi Securities
122	Suyash Advisors
123	Systematix Group
124	TATA investment
125	Tata AMC
126	The Money Roller
127	Unilazer Ventures Private Limited
128	Union Asset Management Company Pvt Ltd
129	Valcore Capital
130	Vitor Fund Managers
131	Whitestone Financial Advisors
132	Wisdomsmith Advisors LLP





	133 Youko Bonds Equities
Did the discussions involved revealing any UPSI -	No
Whether any presentation was made during discussion	Yes (Attached)
Any Comments	No





**NBCC (INDIA) LIMITED**

(A Government of India Enterprise)

# ANALYST & INVESTORS MEET

21.03.2018



Corporate Office: NBCC Bhawan, Lodhi Road, New Delhi- 110003.  
CIN-L74899DL1960G003335



# Welcome Message

“NBCC (India) Limited would like to extend a hearty welcome to All Analysts & Investors.”



**1988**

Diversified into  
Real Estate

**2012**

IPO in April 2012.  
Continues Staggering  
Growth since listing

**2014**

Navratna Status

**2018**

All time high  
Order-book

**1977**

Footprints in  
Overseas

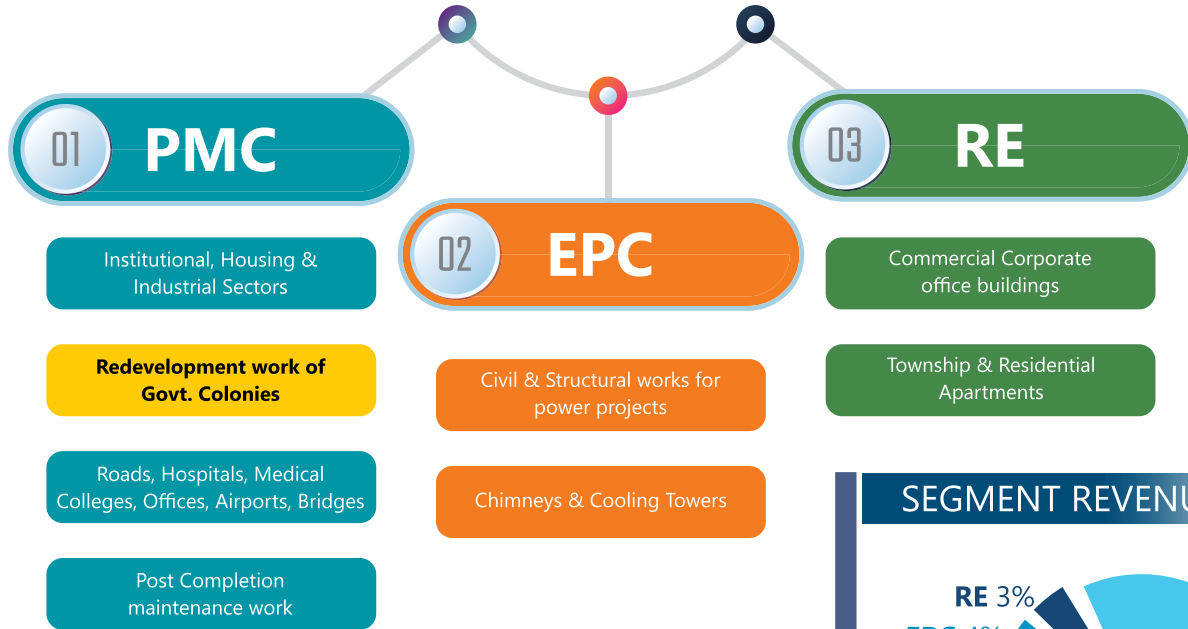
**1960**

Started Journey

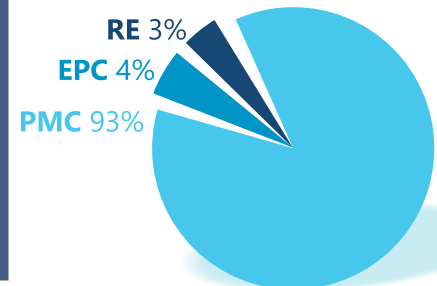
**NBCC**

JOURNEY TIMELINE

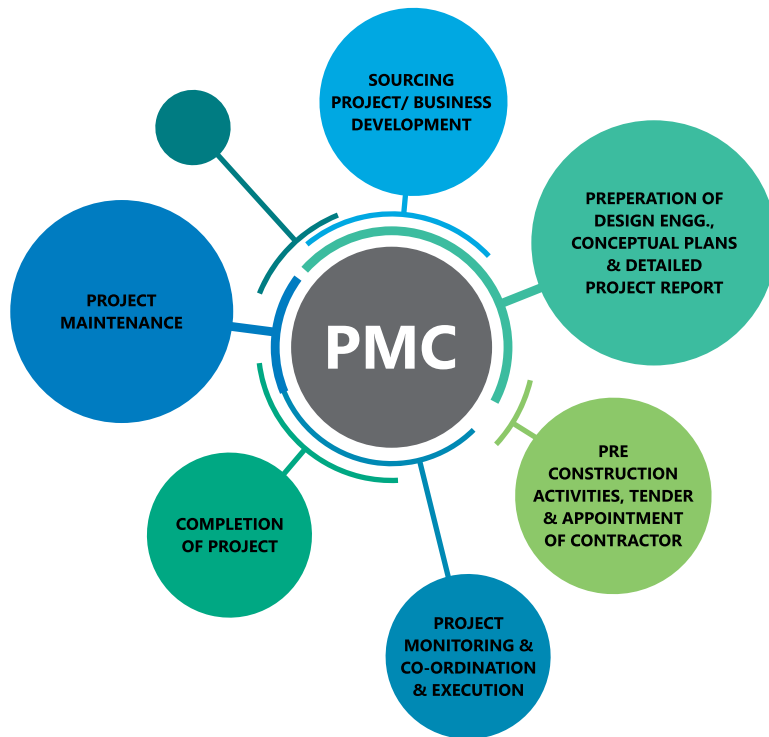
# NBCC



## SEGMENT REVENUE



# PMC BUSINESS MODEL - CONCEPT TO COMMISSIONING

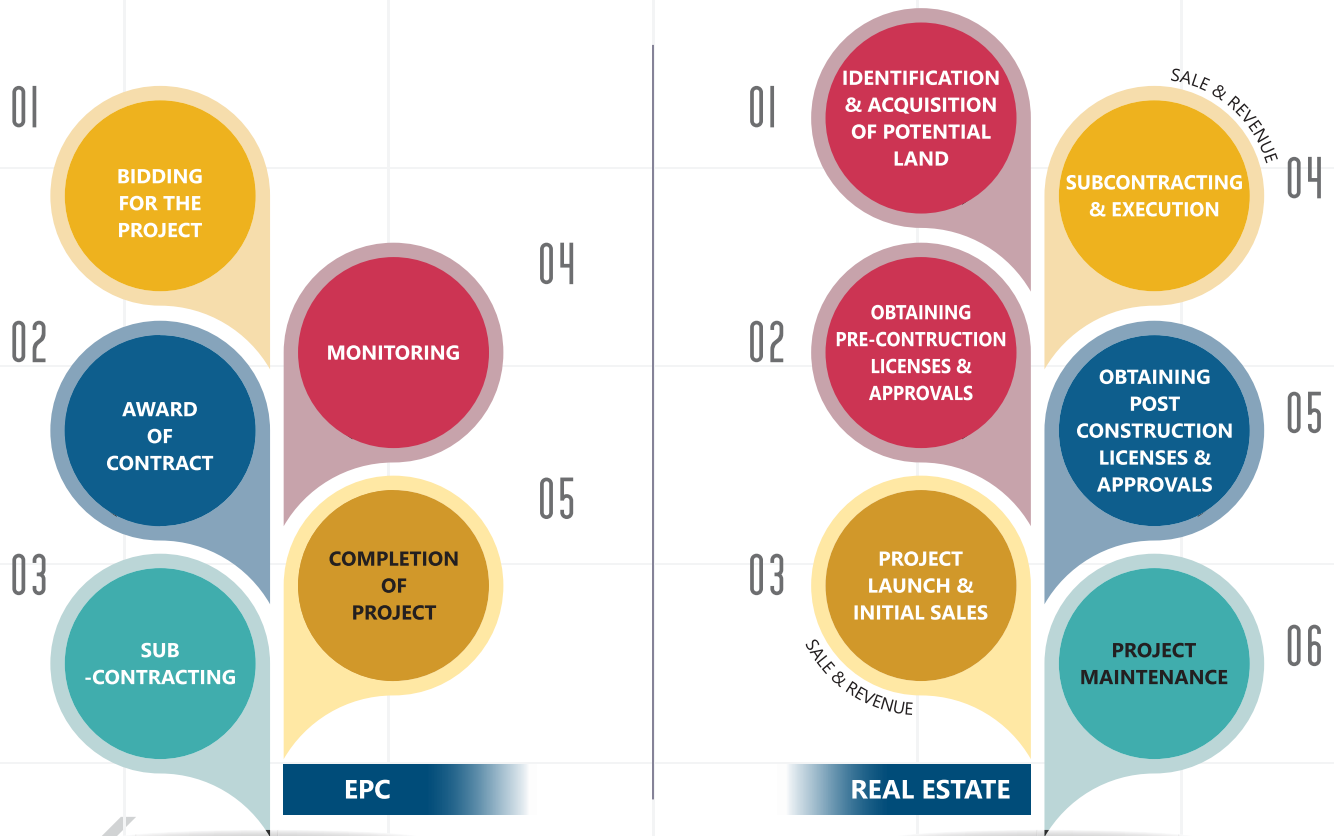


Project Management Consultancy (PMC) services- **implementation of the projects from Concept to Commissioning.**

- Institutional, Housing & Industrial Buildings
- Social Housing Complex
- Educational and office Institutions
- Re-development of Colonies
- Hospitals Buildings
- Judicial Complexes
- Residential and Commercial Complexes
- Roads, Airports & Bridges
- Border Fencing and Road Works
- Security Forces Infrastructure Projects
- Many More...



# EPC & REAL ESTATE BUSINESS MODELS

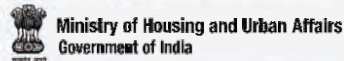


- Started Real Estate business in 1988.
- In EPC executing projects such as Chimneys, Cooling Towers, Coal Handling Plants, etc.

# MAJOR CLIENTS

## MINISTRIES OF GOI

- MINISTRY OF HOUSING AND URBAN AFFAIRS
- MINISTRY OF HOUSING AND POVERTY ALLEVIATION
- MINISTRY OF HOME AFFAIRS
- MINISTRY OF DEFENCE
- MINISTRY OF RURAL DEVELOPMENT
- MINISTRY OF COMMERCE & INDUSTRY
- MINISTRY OF LABOUR & EMPLOYMENT
- MINISTRY OF PETROLEUM & NATURAL GAS
- MINISTRY OF POWER
- MINISTRY OF NEW & RENEWABLE ENERGY
- MINISTRY OF INFORMATION AND BROADCASTING
- MINISTRY OF EXTERNAL AFFAIRS
- MINISTRY OF FINANCE



## SOME PSUs / AUTONOMOUS BODIES



## MAJOR KEY BUSINESS UPDATES :

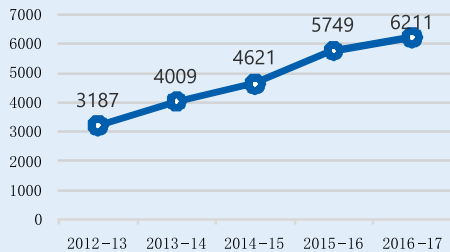
- ▶ SIGNED A MOU WITH THE **FINANCE MINISTRY FOR CONSTRUCTION OF A HOUSING PROJECT** NEAR CONNAUGHT PLACE FOR OFFICERS OF THE INDIAN ECONOMIC SERVICE (IES).
- ▶ RECEIVED LETTER OF AWARD OF WORK FROM **RURAL ELECTRIFICATION CORPORATION LTD FOR THE CONSTRUCTION AND DEVELOPMENT OF REC TOWNSHIP** AT SECTOR -57, GURUGRAM AMOUNTING TO RS 192 CRORE (APPROX)
- ▶ AWARDED THE **REDEVELOPMENT OF GPRA COLONY (PKG-L) AT NETAJI NAGAR**, NEW DELHI - TO M/S SHAPOORJI PALLONJI & CO. PVT. LTD
- ▶ AWARDED THE **REDEVELOPMENT OF GPRA COLONY (PKG-L) AT SAROJNI NAGAR**, NEW DELHI - TO M/S GIRDHARI LAL CONSTRUCTIONS PVT. LTD
- ▶ **RAILWAY STATION REDEPLOYMENT** WORK KICKS OFF WITH FOUNDATION STONE LAYING OF LUCKNOW RAILWAY STATION BY HOME MINISTER & RAILWAY MINISTER ON 18th MARCH 2018
- ▶ **DIVERSIFICATION IN HIGHWAYS-** LINK ROAD KOTDWAR AND RAM NAGAR, OF ECOTOURISM DEVELOPMENT CORPORATION OF UTTARAKHAND, RS 2000 CRORE (APPROX.)
- ▶ WORK FROM GOVERNMENT OF ASSAM FOR THE **CONSTRUCTION OF TWIN TOWER TRADE CENTRE** AT GUWAHATI, ASSAM AMOUNTING RS. 2000 CRORES (APPROX)
- ▶ **INTERIM DIVIDEND OF RE. 0.55/- PER PAID** -UP EQUITY SHARE OF RS. 2/- EACH (I.E. 27.5% ON THE PAID-UP EQUITY SHARE) FOR THE FINANCIAL YEAR 2017-18

**SPLITTING OF THE COMPANY'S EQUITY SHARES OF RS. 2/- EACH INTO TWO (2) EQUITY SHARES OF FACE VALUE OF RS. 1/- EACH.**

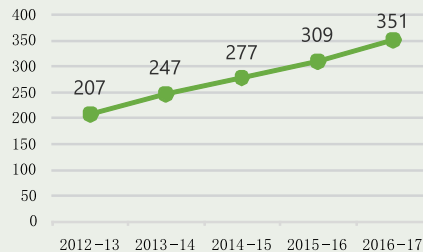


# PERFORMANCE

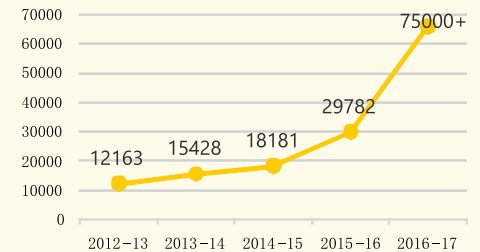
## TURNOVER



## NET PROFIT



## ORDER BOOK

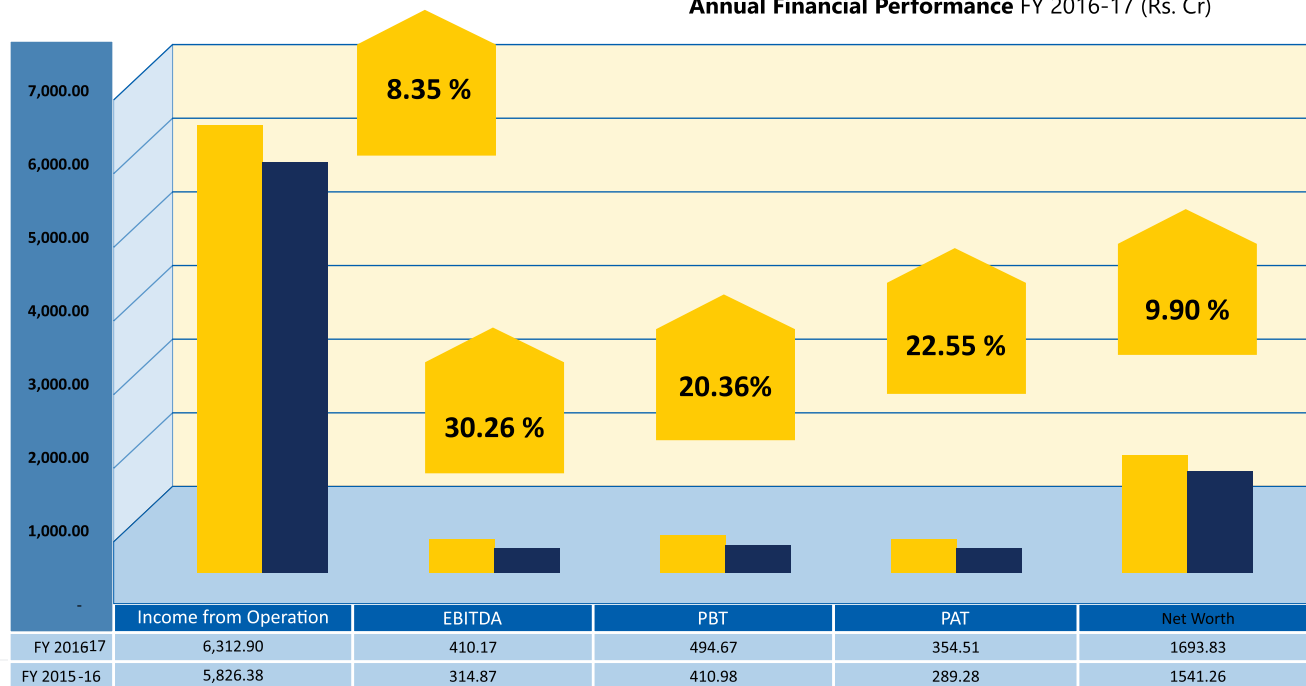


Financial year	Turnover	PAT	ORDER BOOK
2012-13	3187	207.5	12163
2013-14	4009	247.14	15428
2014-15	4621	277.3	18181
2015-16	5749	308.79	29782
2016-17	6211	351.09	75000+ (approx)

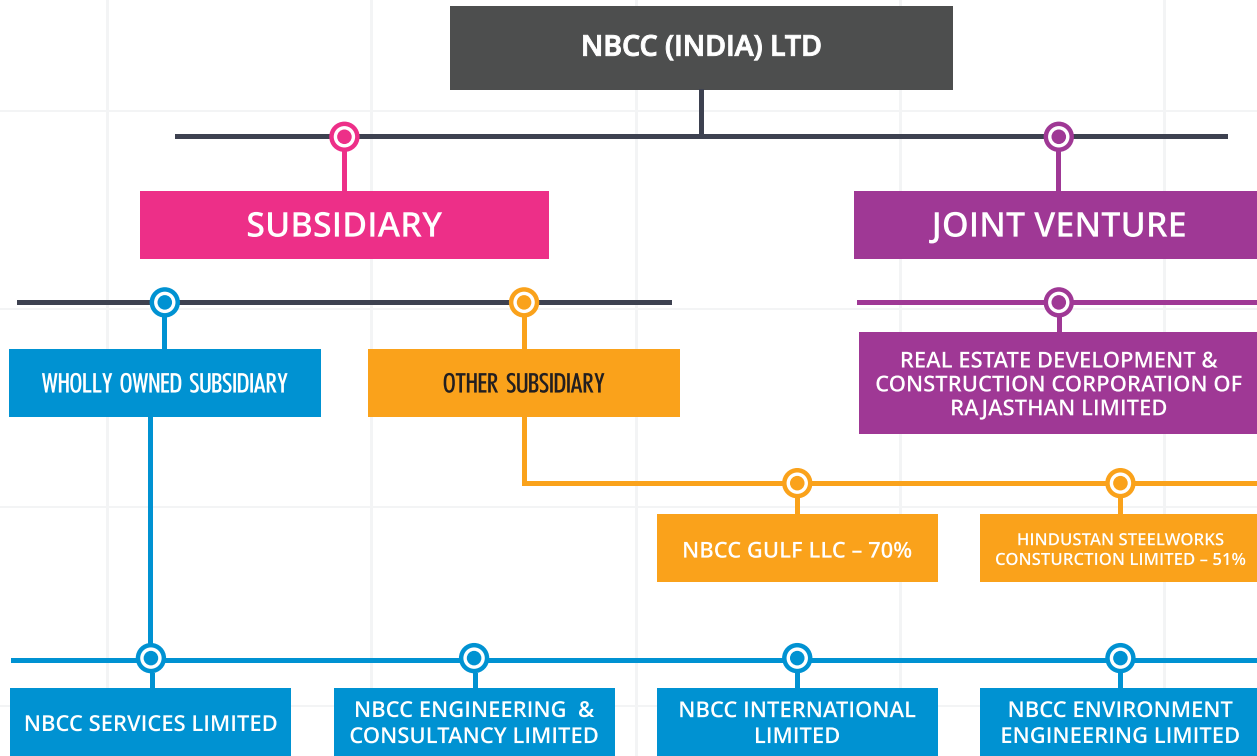
# CONSOLIDATED ANNUAL

## FY 2016-17 - FINANCIAL PERFORMANCE

Annual Financial Performance FY 2016-17 (Rs. Cr)



# SUBSIDIARIES & JV's







# NEW ENDEAVOURS

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# NEW ENDEAVOURS

- **Design Build Contracts** for projects value more than Rs. 1000 cr.
- **New area of operation – Infrastructure works like Roads, Irrigation Projects.**
- **Focussed approach on New Technology / Dry construction.**
- **Online Billing** –contracts are operated through online billing system.
- **Payment through Digital means**- centrally controlled through NBCC in-house ERP system and released digitally through means of RTGS/NEFT or by Cheque.
- **Online management and Central record system of SD & EMD through ERP.**
- **Online portal for contractual grievances** for all agencies implemented.
- **Sale of Real Estate properties through online mode**
- **Implementation of Paperless office** – Electronic Performance Management System (ePMS) & (eOffice)



# NEW ENDEAVOURS



REDEVELOPMENT  
OF OLD GOVT. PROPERTIES



IRRIGATION



AFFORDABLE HOUSING



REDEVELOPMENT  
OF SMART RAILWAY STATIONS



LMA – GOVT. LAND MANAGEMENT



REDEVELOPMENT  
OF SMART RAILWAY STATIONS

- LAND MONETIZATION OF AVAILABLE SURPLUS LAND BELONGING TO SICK PUBLIC SECTOR UNDERTAKINGS (PSUS), FINANCIAL INSTITUTIONS AND OTHER AGENCIES.
- HIGH VALUE ROAD WORKS ON PMC BASIS
- NEW SMART CITY IN NCR WITH FOCUS ON OLYMPIC LEVEL INFRASTRUCTURE

# LAND MANAGEMENT AGENCY

**LAND MANAGEMENT AGENCY** by the Govt. of India for disposal of land/ immovable assets of the sick/ loss making CPSEs

**CPSE land will be used for affordable & low cost housing:**

**LMA for following CPSE's:**

- Hindustan Cables Limited
- HMT Bearing Limited
- HMT Watches Limited
- Instrumentation Limited
- Tungabhadra Steel Products Limited
- Indian Drugs & Pharmaceuticals Limited
- Andaman and Nicobar Island and Forest plantation development Corporation Ltd.





# OVERVIEW/STATUS OF **MAJOR PROJECTS**

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# MAJOR PROJECT SECTORS

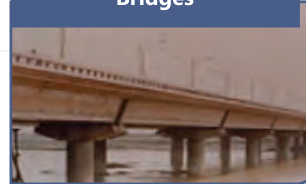
**Metro Station**



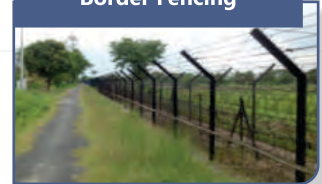
**Airports**



**Bridges**



**Border Fencing**



**Medical Colleges/Hospitals**



**Roads & Border Roads**



**Civil & Structural works  
for power project**



**Corporate office Buildings**



**Redevelopment work of  
Govt. Colonies**



**Township & Residential  
Apartment**



**Real Estate Commercial**



**Post construction services**





# CREATING A NICHE IN REDEVELOPMENT

## - REDEVELOPMENT OF KIDWAI NAGAR (EAST)



- General Pool Residential Accommodation (GPRA) at East Kidwai Nagar, New Delhi on 86 acres land.
- Existing 2444 houses demolished to construct 4706 DU's
- Project to be financed by lease sale of commercial/office space of 1.3 Million sqft for a period of 30 years.
- Completion period of the project is 5 years ending Dec-2019.



Project cost - **Rs. 5298 Crores**

Current Status – **>75% Completed**

## Local Shopping Centre



## Local Shopping Centre



Office Block – Entrance lobby



Fountain at Office Block- I





Office Block- I



Type VI Towers



## Artwork Type VII Towers



## Lift lobby of Type VII



# CREATING A NICHE IN REDEVELOPMENT

## – REDEVELOPMENT OF NAUROJI NAGAR



WORLD TRADE CENTER™  
NEW DELHI

At Nauroji Nagar



**FIRST  
WORLD TRADE  
CENTRE  
IN NEW DELHI**

**WORK IS  
IN  
FULL SWING**

- Redevelopment of Nauroji Nagar – spread over 25 acres
- Total No. of Commercial Towers. – 12
- Commercial value of Rs.12,000 Cr



# CREATING A NICHE IN REDEVELOPMENT

## – REDEVELOPMENT OF SAROJINI NAGAR



**AWARDED  
PKG-1  
TO M/S  
GIRDHARI LAL  
CONSTRUCTIONS  
PVT. LTD  
– Rs. 848 Cr**

- Spread over 288.12 acres
- Existing 4687 houses to be demolished to create 10655 houses + commercial/ office spaces.

# CREATING A NICHE IN REDEVELOPMENT

## – REDEVELOPMENT OF NETAJI NAGAR



**AWARDED  
PKG-1 TO M/S  
SHAPOORJI  
PALLONJI  
& CO. PVT. LTD  
– Rs. 1040 Cr**

- **Redevelopment of Netaji Nagar** – spread over 110.88 acres
- Existing 2772 houses to be demolished to create 4855 houses + GPOA.



# IECC

## PRAGATI MAIDAN

Awarded the contracts to M/s Shapoorji Pallonji and Co. (P) Ltd. - M/s Shapoorji Pallonji Qatar W.L.L

- Estimated cost of the Re- development project approx. Rs 2150 Cr
- IECC shall be developed with latest architectural design along with innovative construction technologies and comprehensive traffic decongestion interventions.
- Completion period of Phase-I is expected in 2 years (August-2019).

**WORK IS  
IN  
FULL SWING**

# **MAJOR PROJECTS - Updates**

- **RAILWAY STATION REDEVELOPMENT**
- **IIT, BHUBANESWAR**
- **AIIMS REDEVELOPMENT PROJECTS**
- **CUSTOMS AND EXCISE WORK AT WADALA**
- **AIIMS TRAUMA CENTRE**
- **DDA PROJECTS**
- **TWIN TOWER PROJECT, GUWAHATI, ASSAM (WTC, GUWAHATI)**
- **LINK ROAD KOTDWAR AND RAM NAGAR, UTTRAKHAND**
- **VIDC IRRIGATION WORKS**
- **SDMC WORKS**
- **OTHER PROJECTS (MLA HOSTEL, INJURY CENTER, etc)**

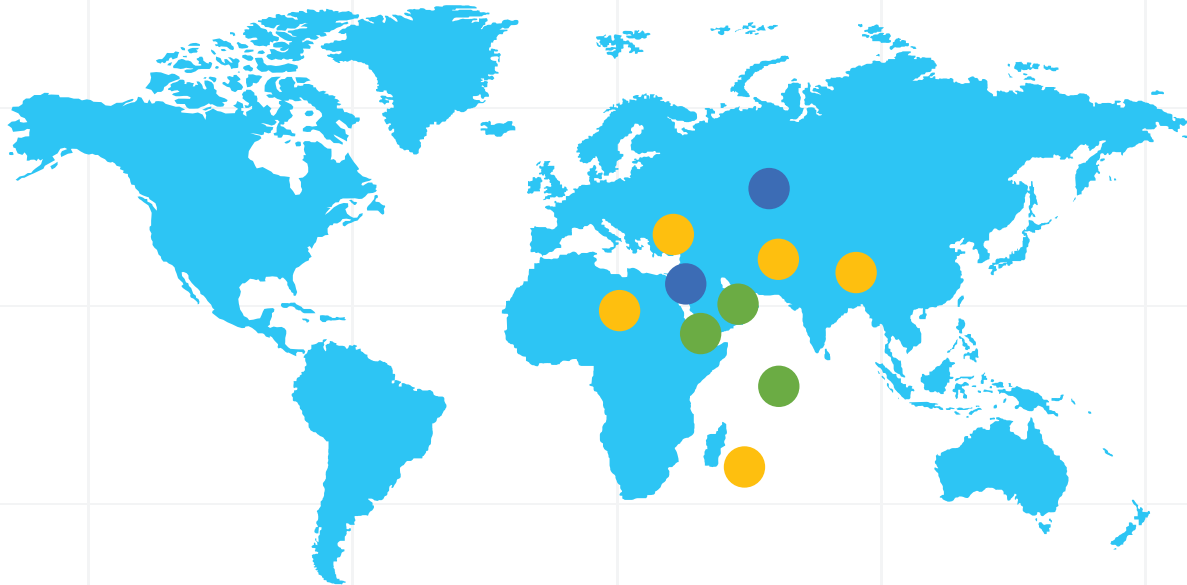
The background of the slide features a dark blue world map with a network of glowing white lines connecting various points across the continents, suggesting global connectivity. A semi-transparent white rounded rectangle is centered on the map, containing the title text and a horizontal bar.

# OVERVIEW OF **GLOBAL PRESENCE**

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# GLOBAL PRESENCE



**Started Overseas Operations in 1977**  
**Company & Office in Oman NBCC Gulf LLC**  
**Worked in more than 10 Countries**

## ONGOING

OMAN  
MALDIVES  
MAURITIUS

## PAST PRESENCE

YEMEN  
TURKEY  
BOTSWANA  
LIBYA  
IRAQ  
NEPAL

## FUTURE PLAN

CIS COUNTRIES  
AFRICA  
KUWAIT



## SUPREME COURT BUILDING IN MAURITIUS

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- NBCC has been appointed as Project Management Consultant (PMC) agency for two Mauritius projects.

## SOCIAL HOUSING PROJECT

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# MOU's WITH FOREIGN COMPANIES

## INTERNATIONAL PARTNERSHIPS:

<b>AI NABA SERVICES LLC, OMAN</b>	Exploring and securing infrastructure projects in Sultanate of Oman & neighboring countries.
<b>CIDBH, MALAYSIA</b>	Promoting technical co-operation for mutual benefits in planning, design, construction, operation and maintenance, management and financing of infrastructure projects
<b>GREMOUND ENGINEERING LTD, HUNGARY</b>	Gremound has Technology of non-tectonic system designed to build houses in mass quantities at extra speed. Both endeavour to establish Joint Venture partnership to promote non-tectonic open building system in India.
<b>SCOMI</b>	Jointly promoting business and executing Monorails/Mass Rapid Transit System (MRTS) Projects for mutual benefits by sharing experience and expertise.
<b>MOBE (MEMORANDUM OF BUSINESS EXPLORATION) WITH CRECM, MALAYSIA &amp; AMONA GROUP</b>	Strategic partnership is entered for exploration of Redevelopment of Area around New Delhi Railway Station.
<b>KOREA LAND &amp; HOUSING CORPORATION, (LH) A STATE OWNED PUBLIC ENTERPRISE OF REPUBLIC OF KOREA</b>	Strategic partnership MOU with Korea Land & Housing Corporation, (LH) a state owned public Enterprise of Republic of Korea expert in developing housing
<b>RUSSIA'S ROSINFORMEXPORT LLC</b>	Jointly participate in the smart city projects in India.
<b>POLAND'S BOLIX</b>	MoU with Bolix to use their thermal insulation technology which could save energy cost by 30-35 per cent.

# Thank you...

**NBCC (India) Limited**

Lodhi Road

New Delhi - 110003