एनबीसीसी (इंडिया) लिमिटेड
(भारत सरकार का उद्यम)
NBCC (INDIA) LIMITED
(A Government of India Enterprise)
(Formerly National Buildings Construction Corporation Ltd.)

A Navratna CPSE

An IS/ISO 9001:2015 Company
(For Providing Project Management Consultancy and Execution of the Projects)

Ref. No: NBCC/BS (98)/2018-19

June 16, 2018

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

Sub: Analyst/Investor Meetings Dated June 15, 2018.

Sir/ Madam,

Pursuant to Regulation 30(6) read with Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and our letter dated June 12, 2018 in respect of Analyst/Investor Meet at St. Regis, Mumbai on June 15, 2018, please find enclosed herewith Presentation and list of participants (Annexure-1) to the Investors meet.

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

This is for your information and record. Kindly acknowledge the receipt.

Thanking you,

Yours Sincerely,
For NBCC (India) Limited

Amit Kumar
Asst. Manager (CS)
A-36223

एनबीसीसी (इंडिया) लिमिटेड नई दिल्ली NEW DELHI NBCC (INDIA) LIMITED

(Annexure-1)

List of Analyst/Investors with company Management Representatives in Investors Meetings held on June 15, 2018 at Mumbai

Date of the Conference/Meetings	June 15, 2018
Type of Meetings	Group Meeting
Company Management Representatives	• **Dr. Anoop Kumar Mittal CMD, NBCC** • **Mr. Rajendra Chaudhari, Director (Commercial)** • **Mr. Neelesh Shah, Director (Projects)** • **Mrs. B K Sokhey, Executive Director (Finance)** • **Mr. Yogesh J.P Sharma, Executive Director (Engg)**
Investors/Fund / Company	**List of Participant in Analyst/Investor Meet**

No.	Brokerage/Research House/Investors/Analyst
1	A. J. Mehta & Co
2	Ajmera X-Change
3	Alpana Enterprises
4	Ambit Institutional Equities
5	AMSEC
6	Anand Rathi
7	Arihant Capital
8	ASK Investment Managers Pvt. Ltd.
9	ASPI Bhesania
10	Astute Investment Management
11	Axis Capital
12	Axis Securities
13	Bhogilal Trikamal Securities Pvt. Ltd.
14	Bimal Panchal - Individual Investor
15	BOI AXA Investment Managers
16	Bonds Equities & Financial Services
17	Capacite Broking
18	CapGrowth Capital Advisors LLP
19	Chandrakhant Mehta-Investment Advisor
20	Chheda Investment Consultancy
21	Cities Research
22	CLSA
23	Connect Real Estate Consultants
24	Credential Investments
25	D.K. Bhagwat, Individual Investor
26	Dalmia Securities
27	Deep Financial Consultant Pvt Ltd.
28	Dhanki Securities
29	Dhaval Shah - Individual Investor
30	Dinero Wealth
31	Dolat Capital

एनबीसीसी (इंडिया) लिमिटेड नई दिल्ली NEW DELHI NBCC (INDIA) LIMITED

		32	DSP Blackrock	
		33	Edelweiss	
		34	Elara Capital	
		35	Enam Securities Pvt Ltd	
		36	Enkay Financial Services	
		37	Equicorp	
		38	Equity Right	
		39	Farokh Daruvala-Investor	
		40	Finance Center	
		41	Finvest Advisors	
		42	First Global Research	
		43	Florintree Advisors Pvt. Ltd	
		44	Fortress Group	
		45	ICICI Securities	
		46	IDFC Securities	
		47	IIFL Wealth Management	
		48	Intesa Royal	
		49	JM Financial Services	
		50	Karma Capital	
		51	KCC Financial Services	
		52	Ketan Mehta, Investor/Analyst	
		53	KIFS Trade Capital Pvt. Ltd.	
		54	Kisan Choksey, Investor/Analyst	
		55	Kotak Institutional Equities	
		56	Kotak Mahindra Asset management Co. Ltd	
		57	Kotak Mahindra Old Mutual Life Insurance Limited	
		58	KSA Shares and Securities	
		59	L&T Investment Management	
		60	Labdhi Broking	
		61	Lybar Capital	
		62	Mahendra Jain-Financial Advisor	
		63	Mahesh Makhija-Investment Analyst	
		64	Manav Investments	
		65	MAX Life Insurance	
		66	Mehta Group	
		67	Mehta Vakil & Co. Pvt. Ltd.	
		68	Mohan Chandiramani - Investment Advisor	
		69	Motilal Oswal Securities Ltd	
		70	Nav Nidhan Capital Partners	
		71	Param Capital Research Pvt Ltd.	
		72	Parv Investments	
		73	Potentialities Unlimited	
		74	Prabhudas Lilladher	
		75	Principal PNB Asset Management Company Pvt. Ltd.	
		76	Quest Investment Advisors Pvt Ltd	
		77	Raedan Securities	
		78	Rare Enterprises	
		79	Reliance Wealth Management	
		80	Rise Business Solutions	
		81	S K S Capital & Research Pvt. Ltd.	
		82	S. G. Securities	
		83	Saunak Mayani-Investment Analyst	
		84	SBIcap Securities	
		85	Sharekhan	
		86	Skyes and Ray Equities	

NBCC (INDIA) LIMITED
एनबीसीसी (इंडिया) लिमिटेड
नई दिल्ली
NEW DELHI

	87	SR Investments
	88	SSJ Finance
	89	Stallion Asset
	90	Sunidhi Securities & Finance Ltd.
	91	Suyash Advisors
	92	Systematix Group
	93	Tata Asset Management
	94	The Money Roller
	95	Trade Capital
	96	Tushar Sodha - Individual Investor
	97	UG Parikh & Co. CA
	98	Valcore Capital
	99	Vardan Enviro Ventures LLP
	100	Vinod Agarwal - Analyst, Investor
	101	White Stone Financial Advisors
	102	Nomura
	103	Elara Capital
	104	Motilal Oswal
Did the discussions involved revealing any UPSI	**No**	
Whether any presentation was made during discussion	**Yes (attached)**	
Any Comments	No	

एनबीसीसी (इंडिया) लिमिटेड
नई दिल्ली
NEW DELHI
NBCC (INDIA) LIMITED

NBCC (INDIA) LIMITED

(A Government of India Enterprise)

ANNUAL MEET

FY 2017-18

15.06.2018

Corporate Office: NBCC Bhawan, Lodhi Road, New Delhi- 110003.
CIN-L74899DL1960GOI003335

Welcome Message

"NBCC (India) Limited extends a warm welcome to everyone here today."


NBCC
JOURNEY TIMELINE
1960
STARTED JOURNEY
1977
FOOTPRINTS IN OVERSEAS
1988
DIVERSIFIED INTO REAL ESTATE
2001-02
STARTED NEW ERA OF PMC BUSINESS
2007-08
FIRST REDEVELOPMENT PROJECT I.E MOTI BAGH
2012
FIRST BILLION DOLLAR PROJECT I.E EKN
2012
IPO IN APRIL 2012. CONTINUES STAGGERING GROWTH SINCE LISTING
2014
NAVRATNA STATUS
2016
LARGEST REDEVELOPMENT PROJECT I.E 3 BILLION DOLLAR
2018
ALL TIME HIGH ORDER-BOOK

NBCC

01 PMC

- INSTITUTIONAL, HOUSING & INDUSTRIAL SECTORS
- REDEVELOPMENT WORK OF GOVT. COLONIES
- ROADS, HOSPITALS, MEDICAL COLLEGES, OFFICES, AIRPORTS, BRIDGES
- POST COMPLETION MAINTENANCE WORK

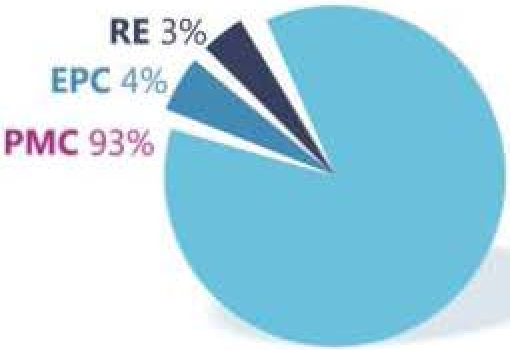
02 EPC

- CIVIL & STRUCTURAL WORKS FOR POWER PROJECTS
- CHIMNEYS & COOLING TOWERS

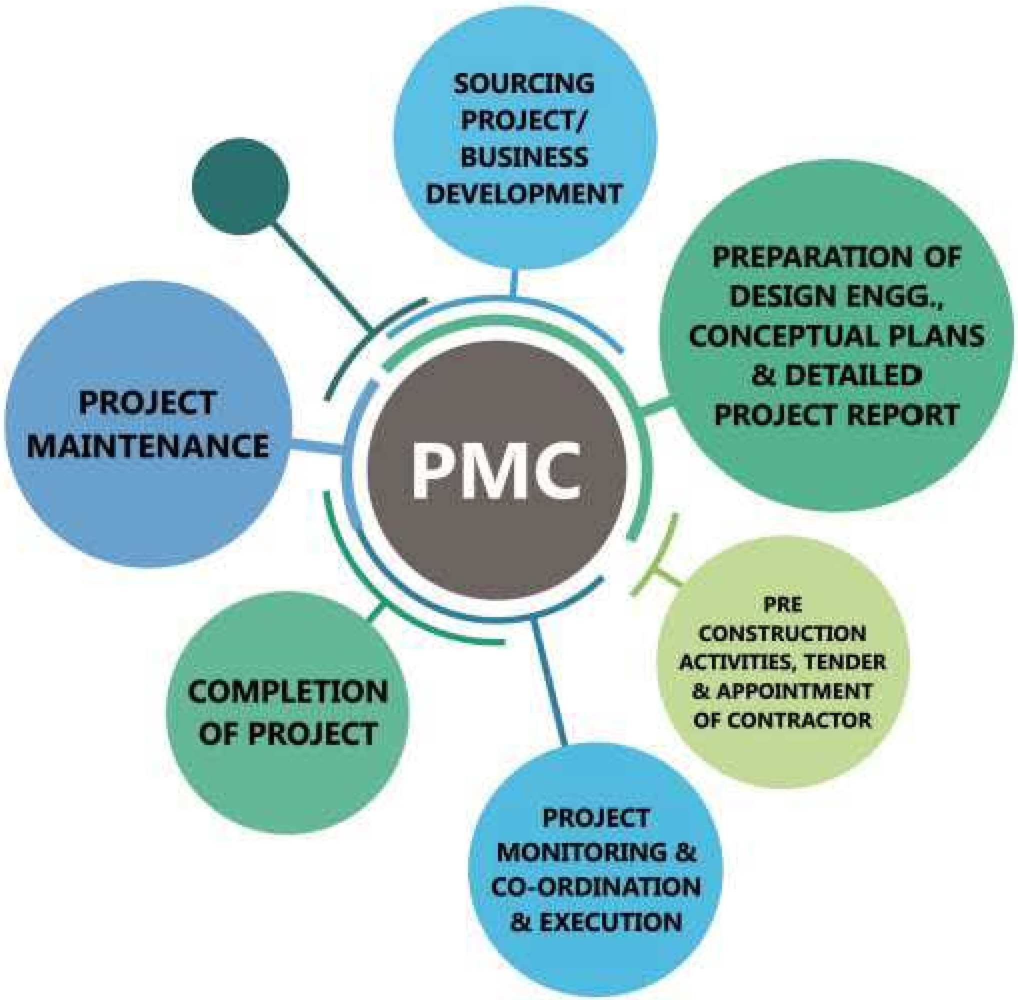
03 RE

- COMMERCIAL CORPORATE OFFICE BUILDINGS
- TOWNSHIP & RESIDENTIAL APARTMENTS

SEGMENT REVENUE



PMC BUSINESS MODEL - CONCEPT TO COMMISSIONING

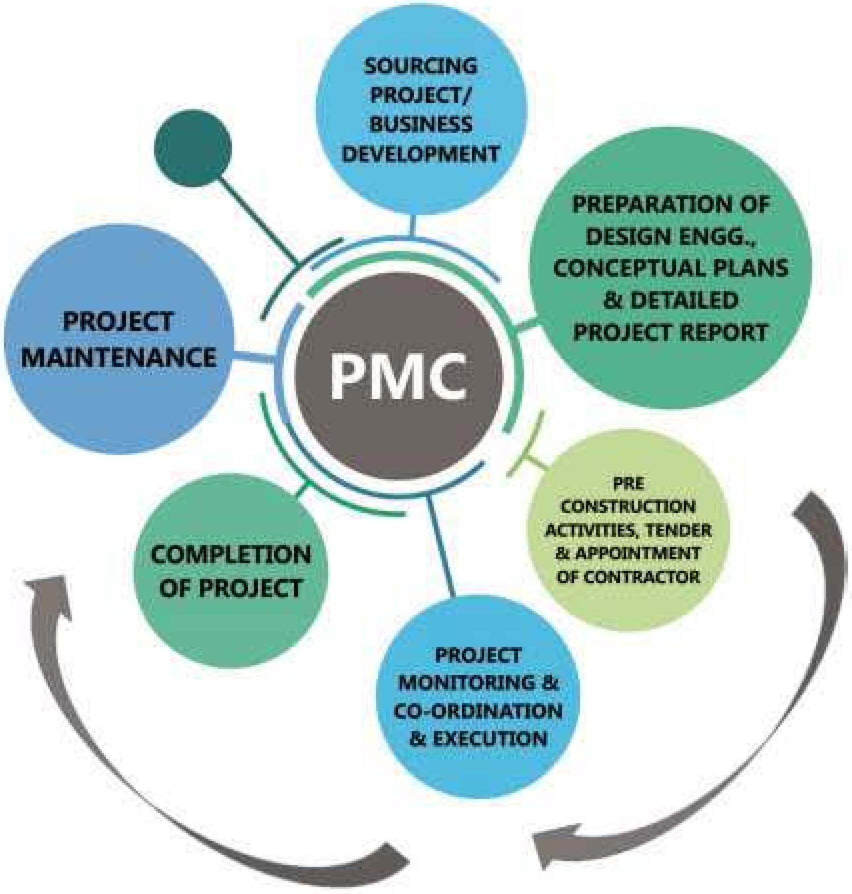


Project Management Consultancy (PMC) services- **implementation of the projects from Concept to Commissioning**.

- 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...

WHAT IS RE-DEVELOPMENT ?

PMC WITH LAND MONETISATION/ COMMERCIAL EXPLOITATION



- Redevelopment involves new construction on a site that has pre-existing occupants.
- Demolishing existing structures & paving way for new constructions.
- Self Sustainable Model : No budgetary support from Client/Government required.
- Funds generated through commercial exploitation. (Land / Built UP Area)
- **Target Approach :** Monetization/sale of BUA :- enough to meet Construction Costs

LAND MONETISATION/ COMMERCIAL EXPLOITATION

WHY RE-DEVELOPMENT ?

- Govt buildings/ accommodations, constructed in post independence era have outlived their serviceable life and require high maintenance cost.
- Acute Shortage of offices / residential spaces.
- Optimum utilization of land by incorporating latest FAR norms.
- Earlier, buildings were horizontally spread, covering larger areas of land, leaving very less area for green & other activities.
- Govt Departments/agencies do not have funds for their development needs. Hence want to Monetize their land assets to generate funds for development.

WHY NBCC ?

- NBCC is the only PSU which has Real Estate Experience coupled with Construction Management expertise
- NBCC has proven Redevelopment Projects as PMC agency to its credit

SELF REVENUE GENERATION BUSINESS MODEL

SOURCE OF FUNDS THROUGH LAND MONETIZATION

Model 1	Outright sale of part of land
Model 2	Long term lease of part BUA
Model 3	Freehold Sale of part BUA.
Model 4	Equity Participation/ PPP mode

WHAT IS DIFFERENT ?

Private Developer Model

- Land owner & Developer enter into Agreement to jointly develop a land parcel on Revenue Sharing, Profit Sharing , Land Cost sharing concept as agreed mutually
- Risks & Profit/Loss are shared between Owner & Developer.

NBCC Model :

Landowner & NBCC enter into an Agreement to develop a land parcel on TOR as below :

- NBCC is PMC (concept to commissioning) with responsibility of marketing & sale.
- NBCC is paid Agency Charges @ 8-10 % of Actual Construction Cost + 2% for marketing.
- All Sales proceeds are deposited in Owner Escrow account operated by Owner & NBCC for construction.
- Sale component is developed to match the construction costs and not for profit.
- Minimum Risk Model as land is not financed , no other debt funding.
- NBCC provides initial seed capital (max 5%) on Interest basis.

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

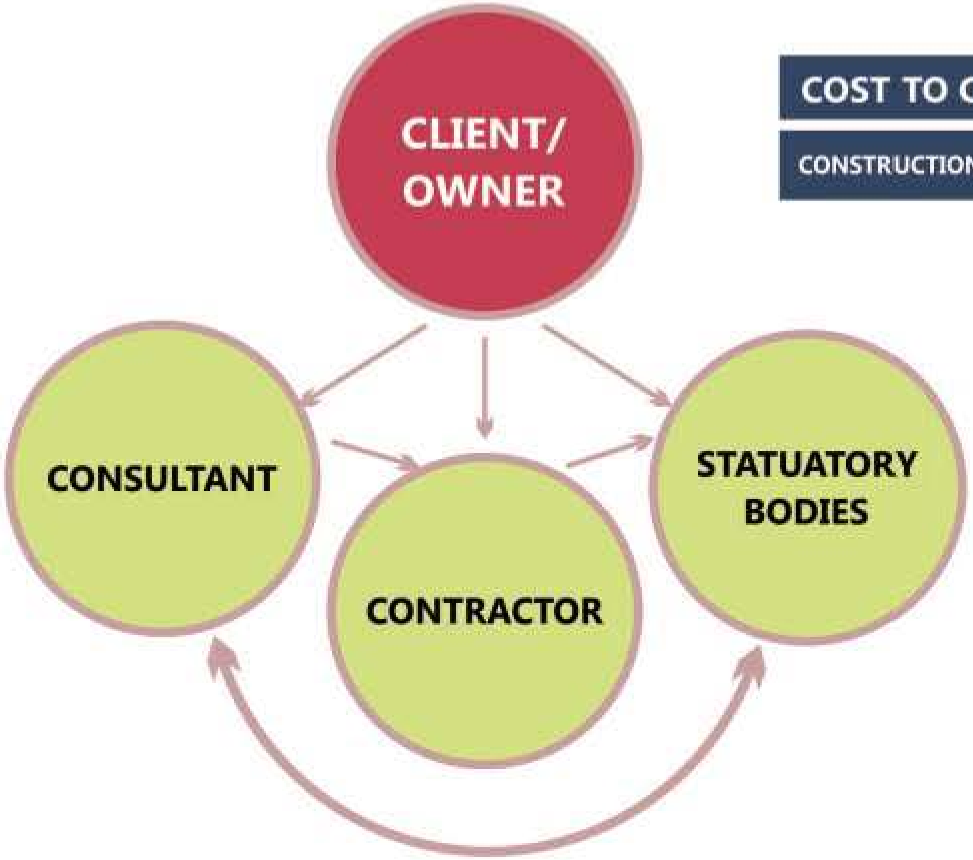
MINISTRIES OF GOI

- MINISTRY OF HOUSING AND URBAN AFFAIRS
- MINISTRY OF URBAN DEVELOPMENT
- 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

TRADITIONAL v/s NBCC BUSINESS MODEL

TRADITIONAL BUSINESS MODEL



COST TO CLIENT
CONSTRUCTION COST +STATUATORY FEES+CONSULTANT FEES+CLIENT OVERHEADS

TRADITIONAL PROJECT MANAGEMENT

- All the Stakeholder Interacting With Each Other
- Lack of Proper Coordination
- Duplication of Resources
- Time & Cost Run

TRADITIONAL v/s NBCC BUSINESS MODEL

NBCC BUSINESS MODEL

COST TO CLIENT

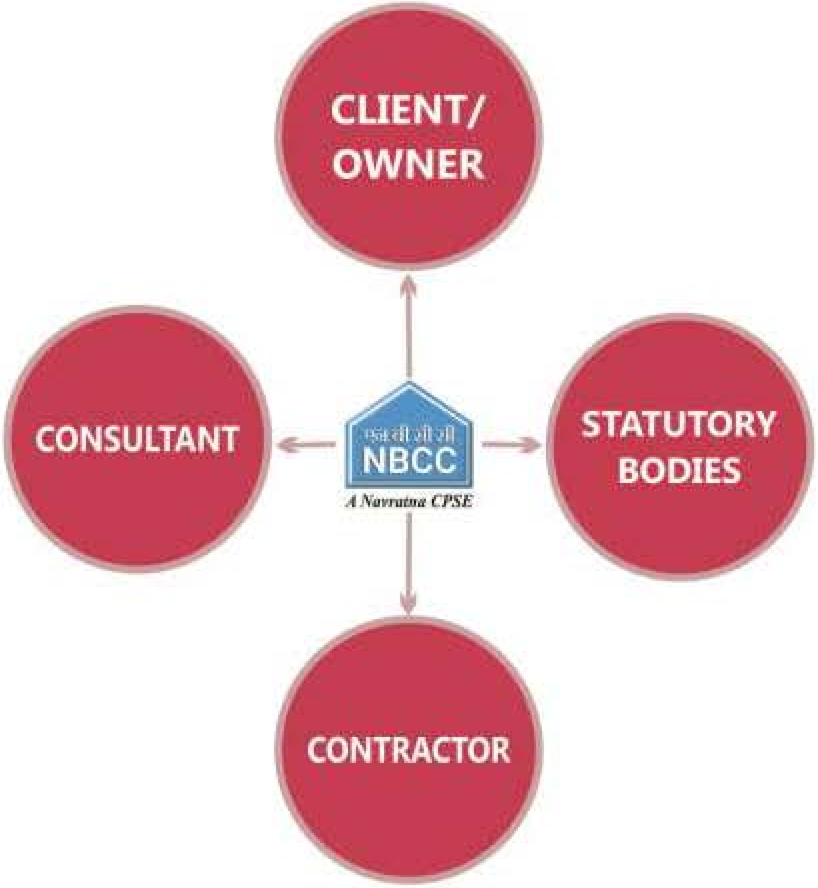
CONSTRUCTION COST +STATUATORY FEES+NBCC FEES

Why NBCC: Single Window Coordination

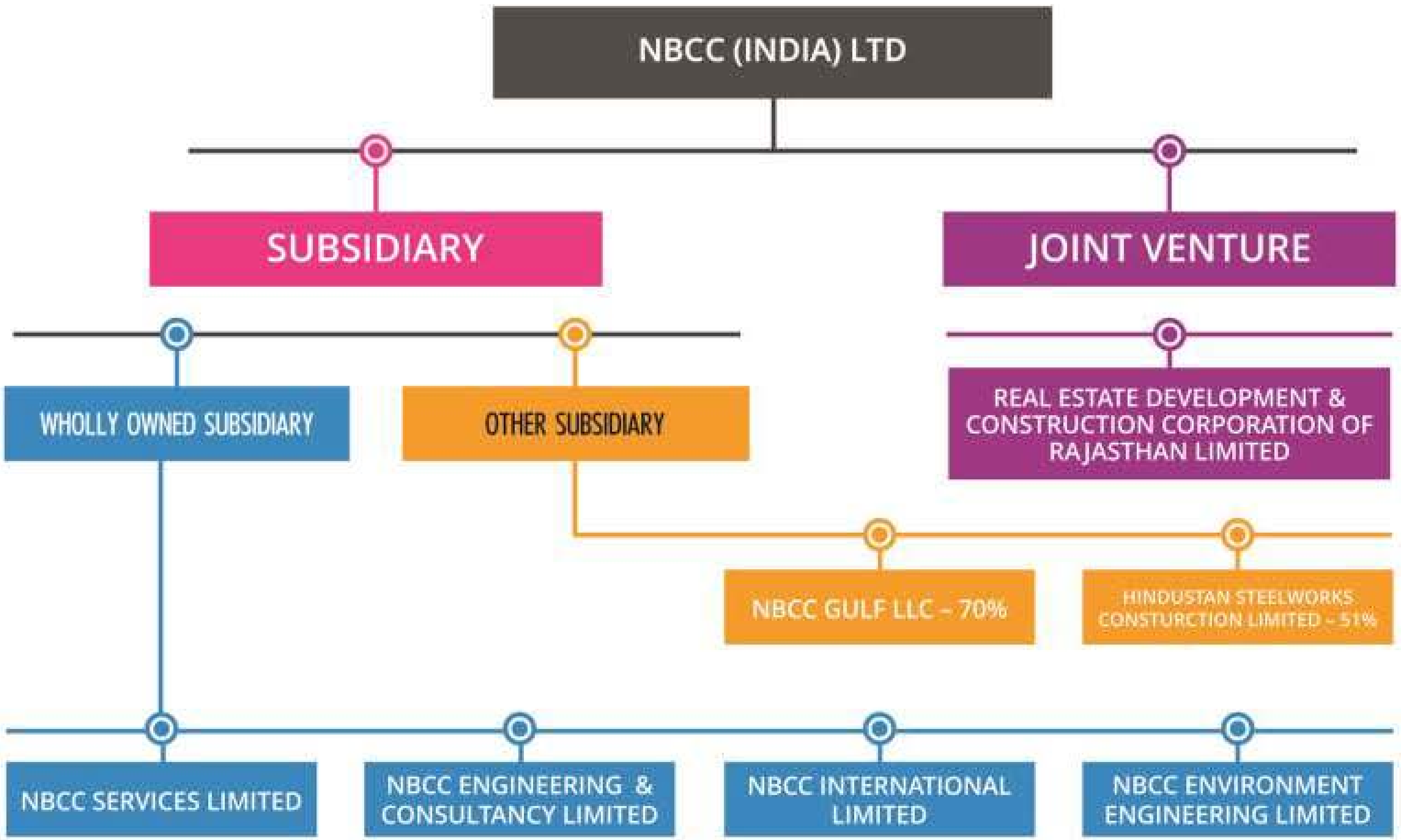
- Coordinating with various Stakeholders - On behalf of Client;
- Hassle Free Work Coordination
- Full Responsibilities from Concept to Commissioning
- Contract/Tender/ Approvals Management

NBCC FEES

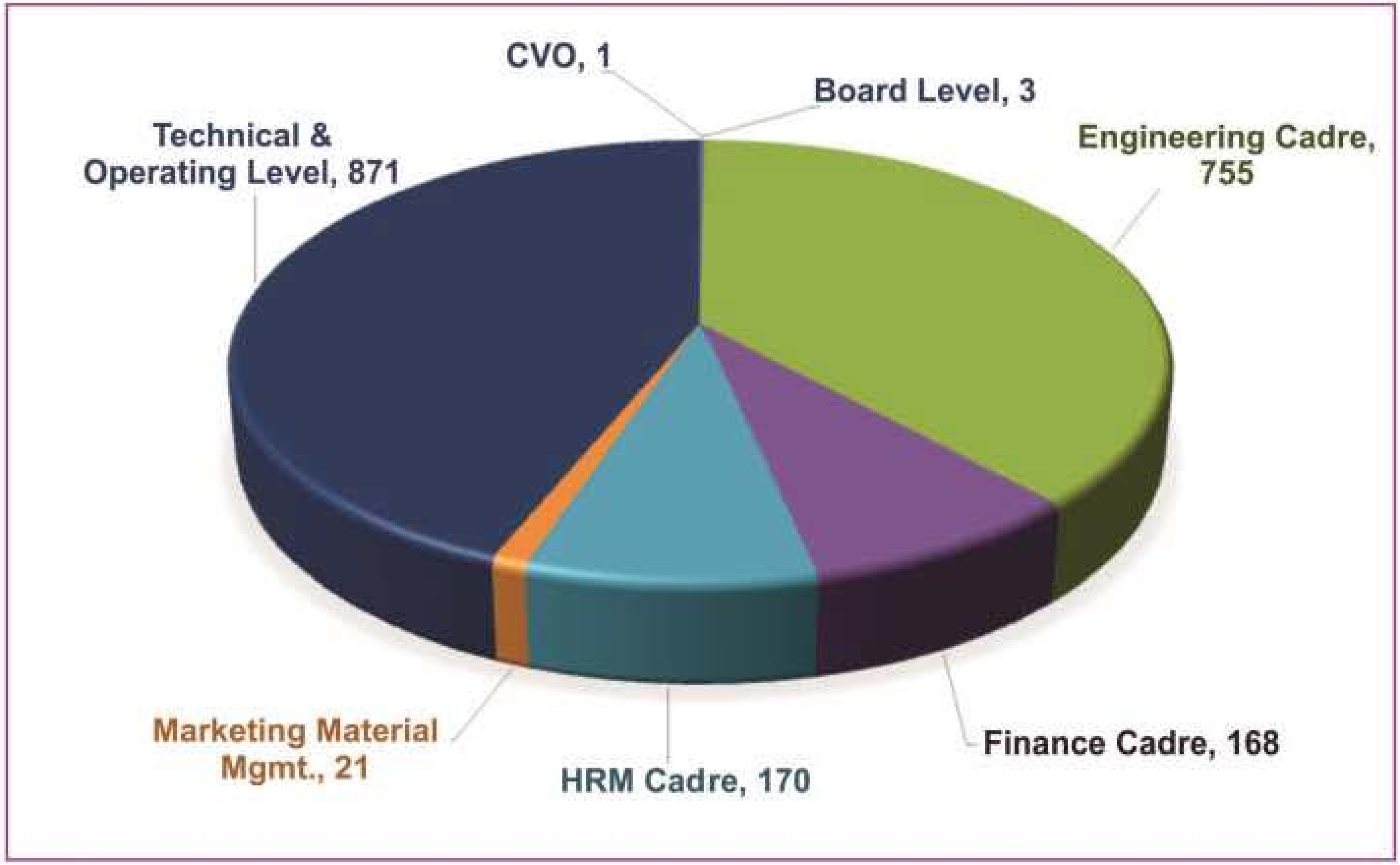
CONSULTANT FEES+NBCC OVERHEADS+MARGIN



SUBSIDARIES & JV's



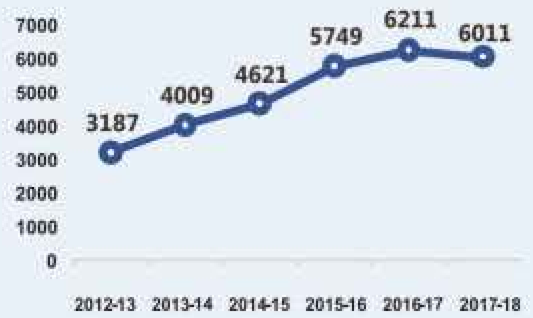
COMPANY's MANPOWER



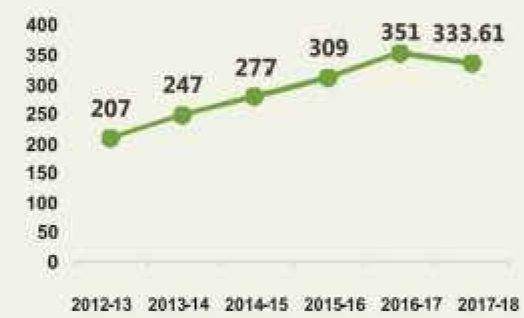
Total Staff Strength = 1989

PERFORMANCE OVERVIEW

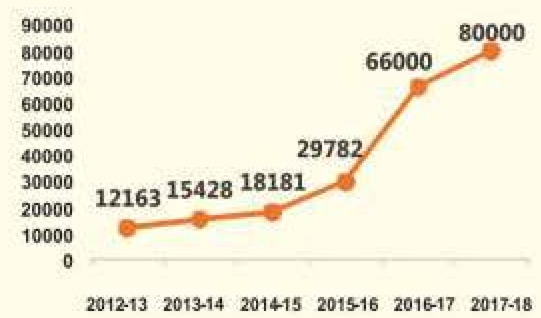
TURNOVER



NET PROFIT



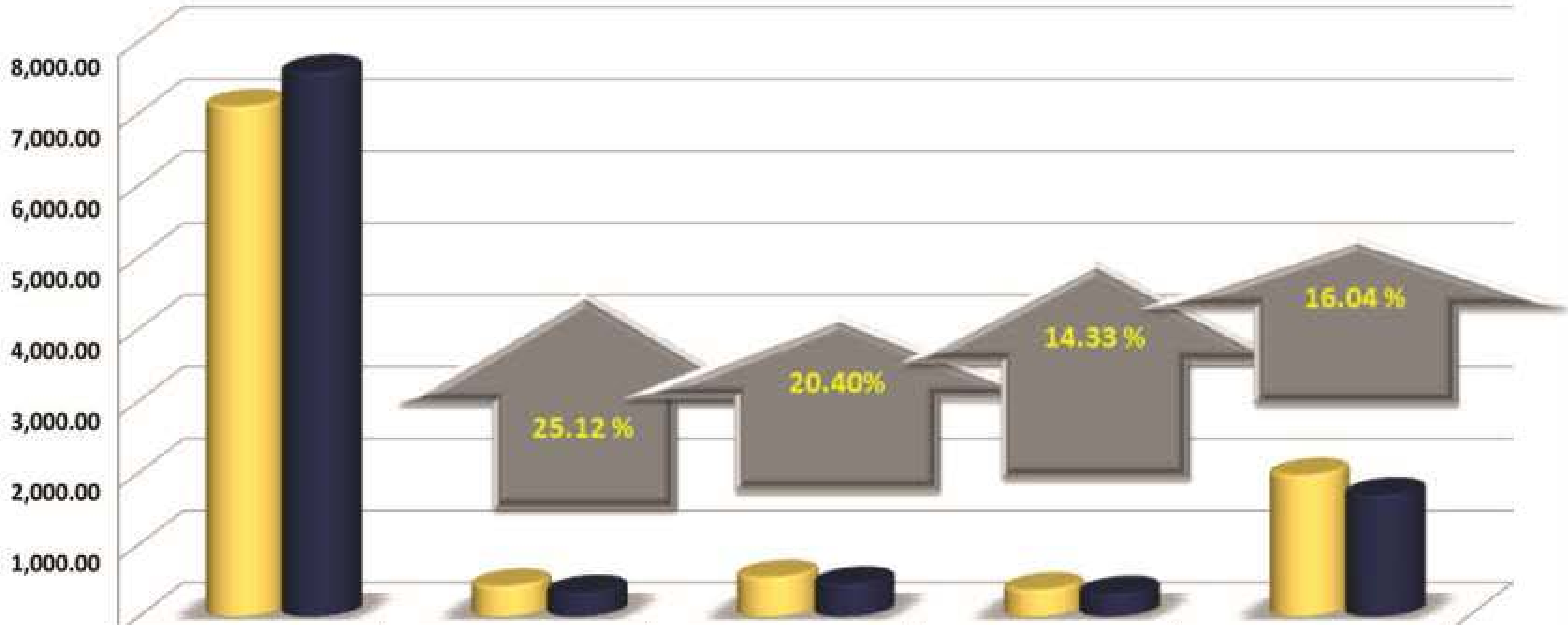
ORDER BOOK



Financial year	Turnover Rs. Cr	PAT Rs. Cr	ORDER BOOK Rs. Cr
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	66000
2017-18	6011	333.61	80000 (approx)

CONSOLIDATED ANNUAL FY 2017-18 - FINANCIAL PERFORMANCE

Annual Financial Performance FY 2017-18 (Rs. Cr)



	Total Income	EBITDA	PBT	PAT	Net Worth
FY 2017-18	7,095.91	422.37	547.23	372.14	1965.54
FY 2016-17	7,575.35	337.56	454.50	325.49	1693.83

HSCL Turnaround in One Year !!!

Recently, NBCC acquired Hindustan Steelworks Construction Limited (HSCL), by acquiring 51% of its share capital in just 35 Cr.

In FY 2017-18, Under the Guidance of NBCC's Management, HSCL has achieved PAT of Rs. 35.7 against Rs. -29 Cr.

HSCL Operations Overview FY 2017-18

- Total Operating Income - Rs . 975.58 Cr
- Profit before Tax (PBT) - Rs. 38.12 Cr
- Profit After Tax (PAT) - Rs. 35.76 Cr with growth of (223%)

OVERVIEW/STATUS OF
MAJOR PROJECTS

MAJOR SECTORS

Metro Station

Airports

Bridges

Border Fencing

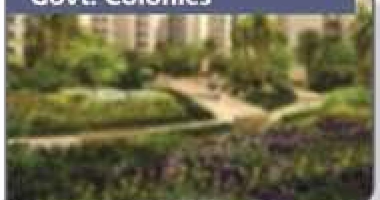
Medical Colleges/Hospitals

Roads & Border Roads

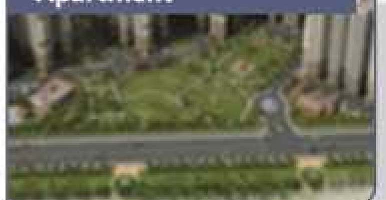
Civil & Structural works for power project

Corporate office Buildings

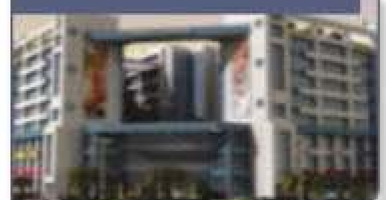
Redevelopment work of Govt. Colonies



Township & Residential Apartment



Real Estate Commercial



Post construction services

CREATING A NICHE IN REDEVELOPMENT: EAST KIDWAI NAGAR

- 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 cr**

Current Status – **>75% Completed**

EAST KIDWAI NAGAR

CREATING A NICHE IN REDEVELOPMENT: NAUROJI NAGAR

Commercial Sale Value - Rs. 12,000 cr

- Redevelopment of Nauroji Nagar – spread over 25 acres
- Total No. of Commercial Towers. – 12

WORK IS IN FULL SWING

CREATING A NICHE IN REDEVELOPMENT: SAROJINI NAGAR

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

CREATING A NICHE IN REDEVELOPMENT: NETAJI NAGAR

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

IECC
PRAGATI MAIDAN

Project cost - **Rs. 2350 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

CREATING A NICHE IN REDEVELOPMENT: AIIMS AYURVIGYAN NAGAR

PKG-1
– Rs. 887 Cr
Tender in process.

- Re-development of residential colonies for at **Ayurvigyan Nagar, AIIMS** on 49 acres.
- Total 3060 nos. houses are proposed in place of existing 1076 houses

CREATING A NICHE IN REDEVELOPMENT: AIIMS ANSARI NAGAR

- Re-development of residential colonies for **AIIMS at Western Campus, AIIMS** 28.03 acres
- Total of 868 nos. houses are proposed in place of existing 368 houses

NEW ENDEAVOURS

NEW ENDEAVOURS

- REDEVELOPMENT **OF OLD GOVT. PROPERTIES**
- **AFFORDABLE HOUSING**

- **LMA – GOVT. LAND MANAGEMENT**

- **HIGH VALUE ROAD WORKS ON PMC BASIS**

- **IRRIGATION**
- REDEVELOPMENT **OF SMART RAILWAY STATIONS**

- PARTNERING **WITH GoI IN OVERSEAS DEVELOPMENT**

- **NEW SMART CITY IN NCR WITH FOCUS ON OLYMPIC LEVEL INFRASTRUCTURE**

- LAND MONETIZATION OF AVAILABLE SURPLUS LAND BELONGING TO SICK PUBLIC SECTOR UNDERTAKINGS (PSUS), FINANCIAL INSTITUTIONS AND OTHER AGENCIES.

AFFORDABLE HOUSING & LAND MANAGEMENT AGENCY

NBCC has been designated as **Land Management Agency** (LMA) by the Govt. of India to assist in disposal of land/ immovable assets of the sick/ loss making CPSEs to ensure their time bound closure as per decision taken by Government of India.

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.
- Bharat Wagon & Engineering Company Limited
- Hindustan Organic Chemicals Limited

Cabinet Decision dated June 06, 2018 on revised guidelines for Affordable housing, NBCC to play a key role.

DIGITAL TRANSFORMATION

- **Design Build Contracts** for projects value more than Rs. 1000 cr.
- **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)

OVERVIEW OF **GLOBAL PRESENCE**

GLOBAL PRESENCE

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

ONGOING	PAST PRESENCE	RECENTLY AWARDED
OMAN	YEMEN	NIGER
MALDIVES	TURKEY	UGANDA
MAURITIUS	BOTSWANA	MALAWI
	LIBYA	ZAMBIA
	IRAQ	LIBERIA
	NEPAL	GAMBIA
		BURKINA FASO
		TOGO
		GABON

GLOBAL PRESENCE

REPUBLIC OF MAURITIUS

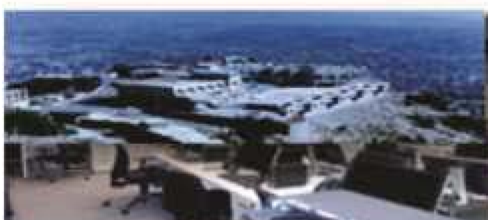
REPUBLIC OF MALDIVES

KINGDOM OF NEPAL

REPUBLIC OF TURKEY

REPUBLIC OF IRAQ

STATE OF LIBYA



REPUBLIC OF YEMEN

REPUBLIC OF MAURITIUS

REPUBLIC OF BOTSWANA

MAURITIUS PROJECTS

SUPREME COURT BUILDING

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

Rs. 195 Cr AWARDED	Rs. 292 Cr AWARD IN PROCESS

SOCIAL HOUSING PROJECT

NATIONAL POLICE ACADEMY AT ADDU, REPUBLIC OF MALDIVES

National Police Academy (now named as Institute for Security & Law Enforcement) at ADDU, Republic of Maldives

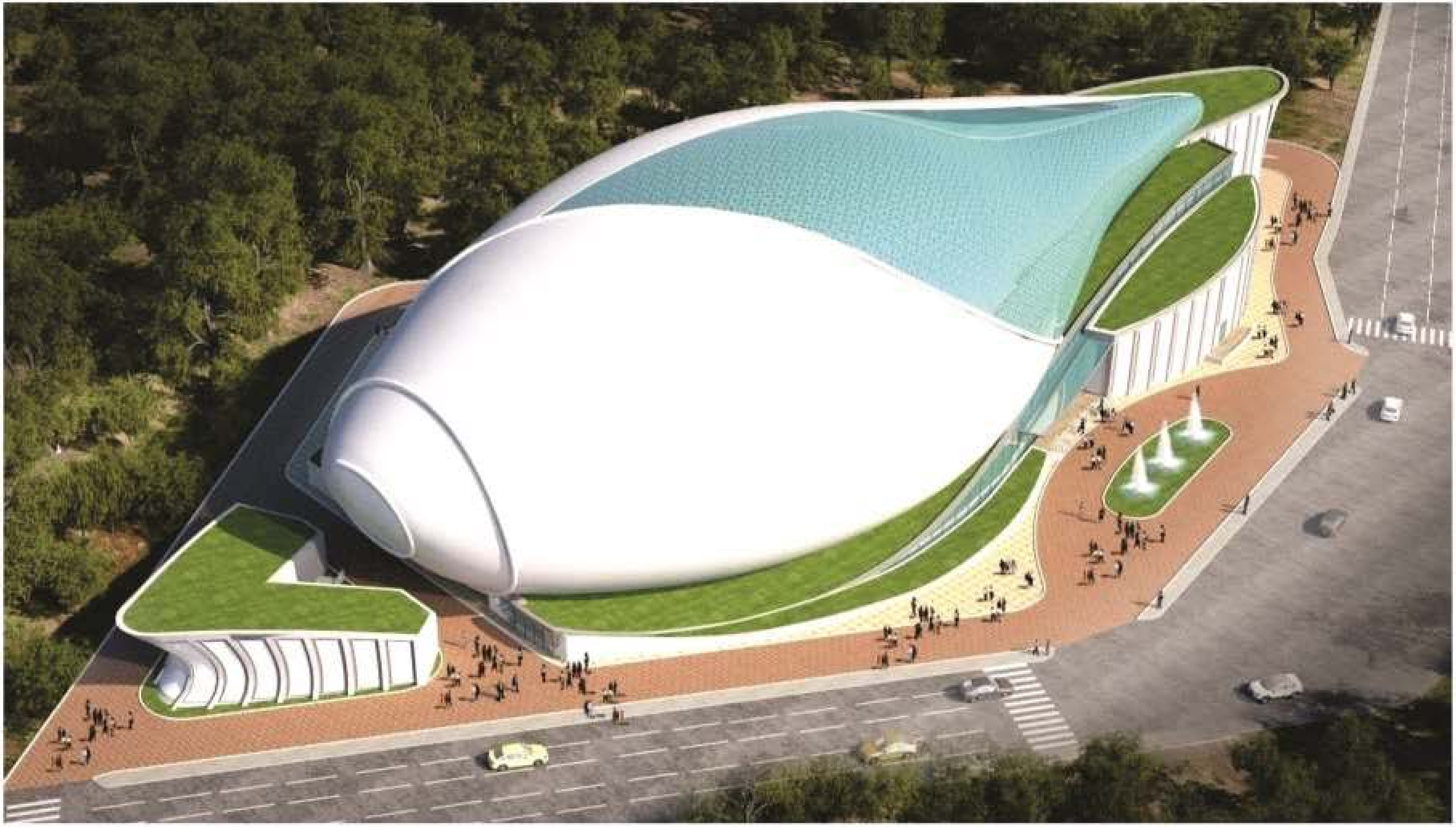
MOU's WITH FOREIGN COMPANIES

INTERNATIONAL PARTNERSHIPS:

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

OTHER **PROJECTS**

2400 SEATER AUDITORIUM, KOLKATA



ESIC MEDICAL COLLEGE& HOSPITAL COIMBATORE – INAUGRATION BY HON'BLE PRIME MINISTER

TWIN TOWER TRADE CENTRE, GUWAHATI

NATIONAL CENTRE FOR DISEASE CONTROL (NCDC), NEW DELHI

NATIONAL MUSEUM OF INDIAN CINEMA (NMIC) IN MUMBAI

REDEVELOPMENT OF RAILWAY STATIONS

- **10 nos. railway stations** namely Delhi Sarai Rohila, Lucknow, Gomti Nagar, Nellore, Ernakulam, Madgaon, Thane, Tirupati, Puducherry, Kota are proposed to be redeveloped.
- Implementation on self sustainable model.

CHARBAGH LUCKNOW - RAILWAY STATION

GOMTI NAGAR LUCKNOW - RAILWAY STATION

GUJARAT BHAWAN

NATIONAL INSURANCE CORPORATION, KOLKATA

CONSTRUCTION OF TRADE FACILITATION CENTRE AND CRAFT MUSEUM PROJECT, VARANASI

SDMC HQ- NEW DELHI

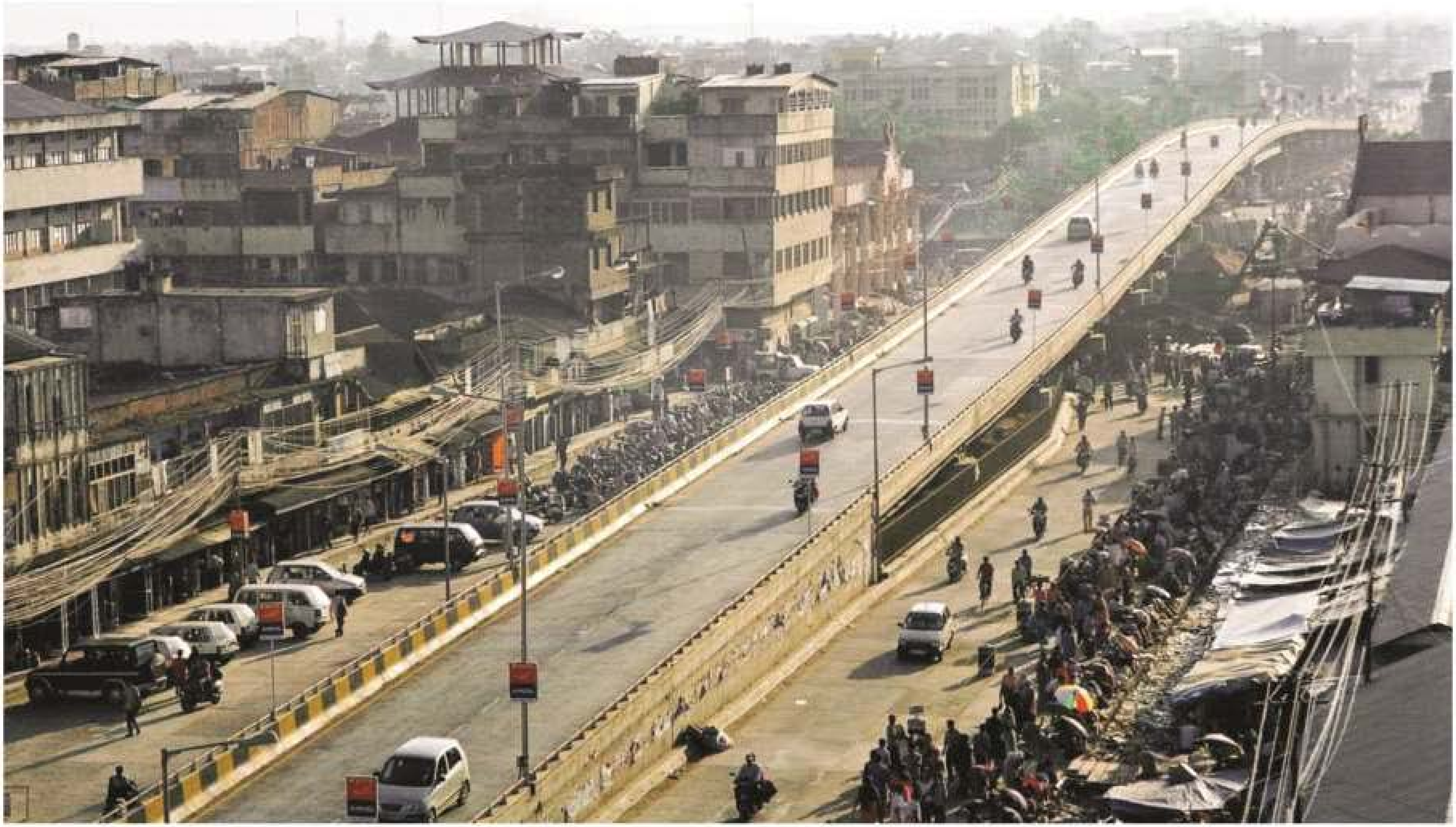
MEDICAL COLLEGE & HOSPITAL, TALCHER, ODISHA

CENTRAL INFORMATION COMMISSION HQs, NEW DELHI

Dr. AMBEDKAR INTERNATIONAL CENTRE, NEW DELHI

NEW JUDICIAL COURT COMPLEX, DEHRADUN

BIR TIKENDER SINGH FLYOVER, IMPHAL, MANIPUR



NEW MARKET, IMPHAL, MANIPUR

ROAD WORKS, KOLASIB MIZORAM

SUPER MARKET COMPLEX, LICHUBAGAN, AGARTALA

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