

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

NSE Symbol: NBCC/EQ

BSE Limited,
Floor 25 , Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai-400 001
Fax-022-22722037/39/41/61

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



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



	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		





NBCC (INDIA) LIMITED
(A Government of India Enterprise)

ANNUAL MEET FY 2017-18

15.06.2018



Welcome Message

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



The infographic features a central yellow lightbulb with a black base. A dark blue banner with white text is positioned across the middle of the lightbulb. Surrounding the lightbulb is a circular ring composed of ten colored segments, each representing a different year or period in NBCC's history. The segments are arranged in a clockwise cycle starting from the bottom left. The background is a light blue sky with white clouds. A small purple rectangular element is visible in the bottom right corner.

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

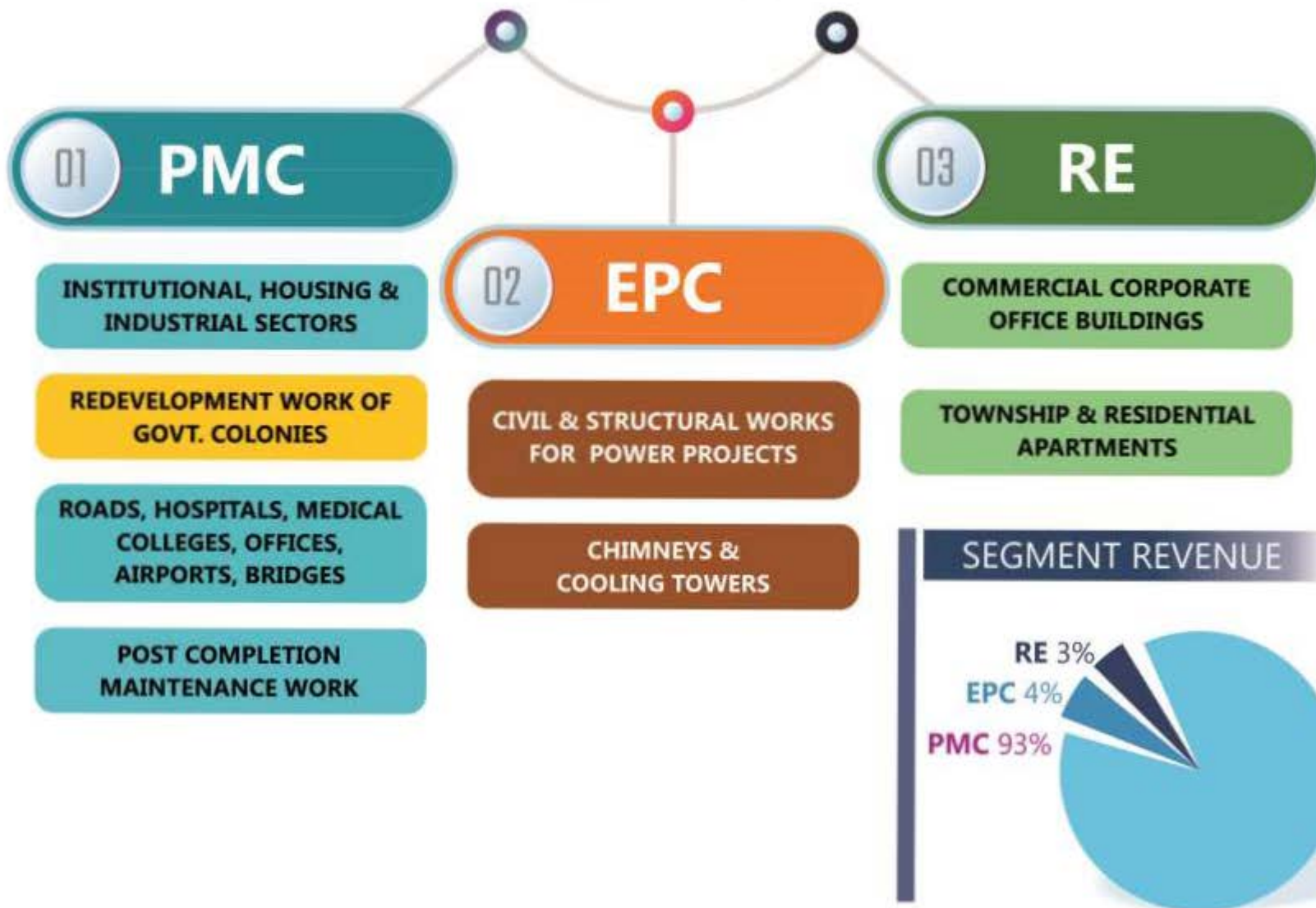
2012
IPO IN APRIL 2012.
CONTINUES STAGGERING
GROWTH
SINCE LISTING

2014
NAVRATNA
STATUS

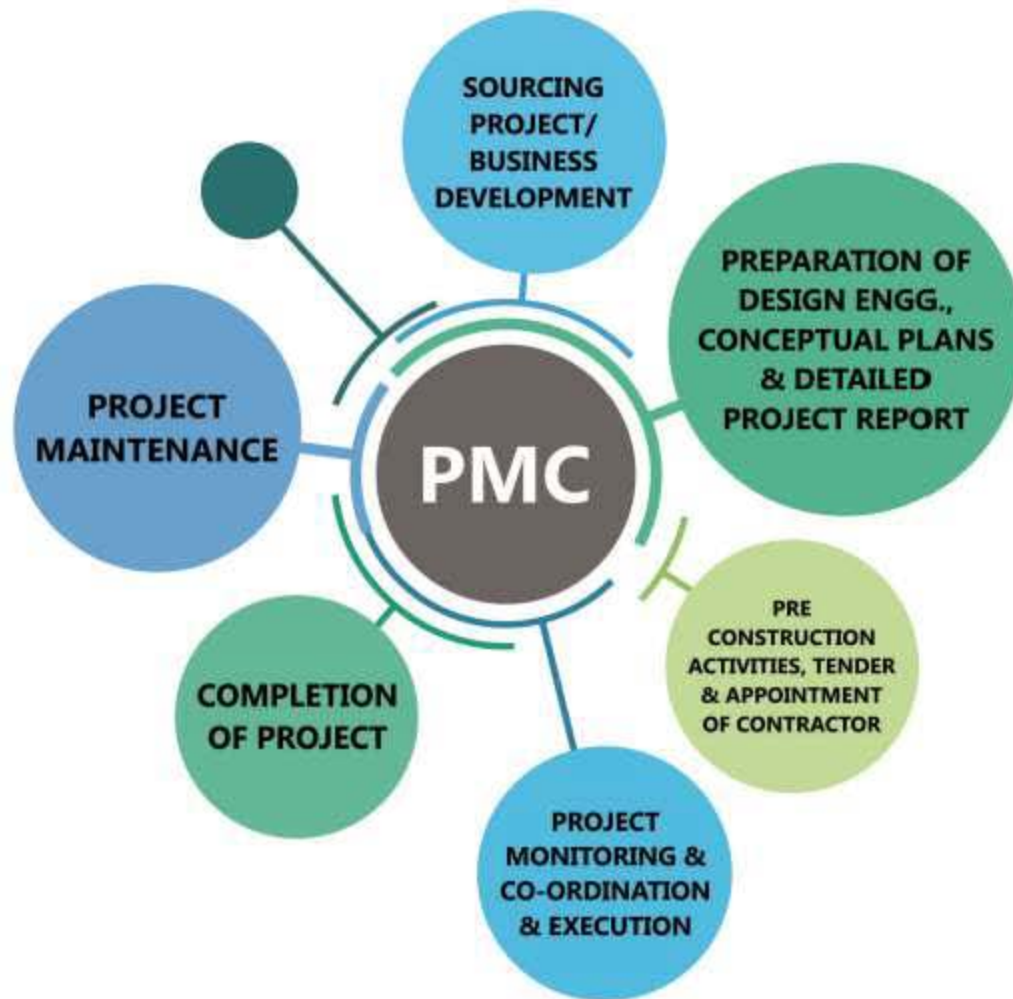
2016
LARGEST
REDEVELOPMENT
PROJECT I.E 3
BILLION DOLLAR

2018
ALL TIME HIGH
ORDER-BOOK

NBCC



PMC BUSINESS MODEL - CONCEPT TO COMMISSIONING

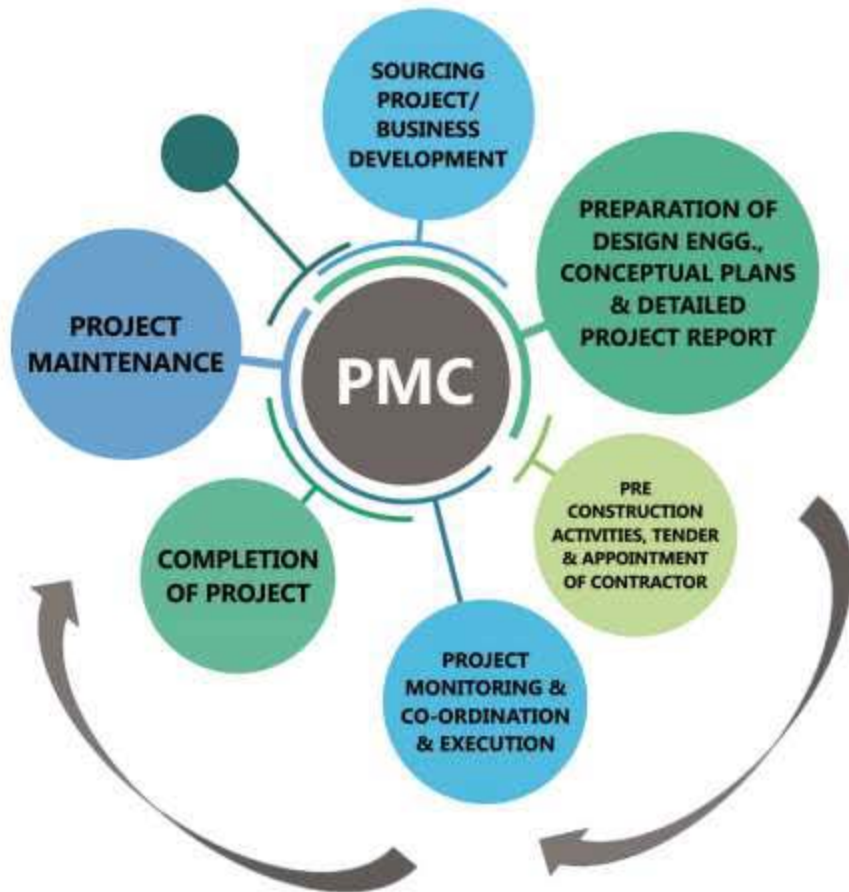


Project Management Consultancy (PMC) services- **implementation of the projects from Concept to Commissioning.**

- 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



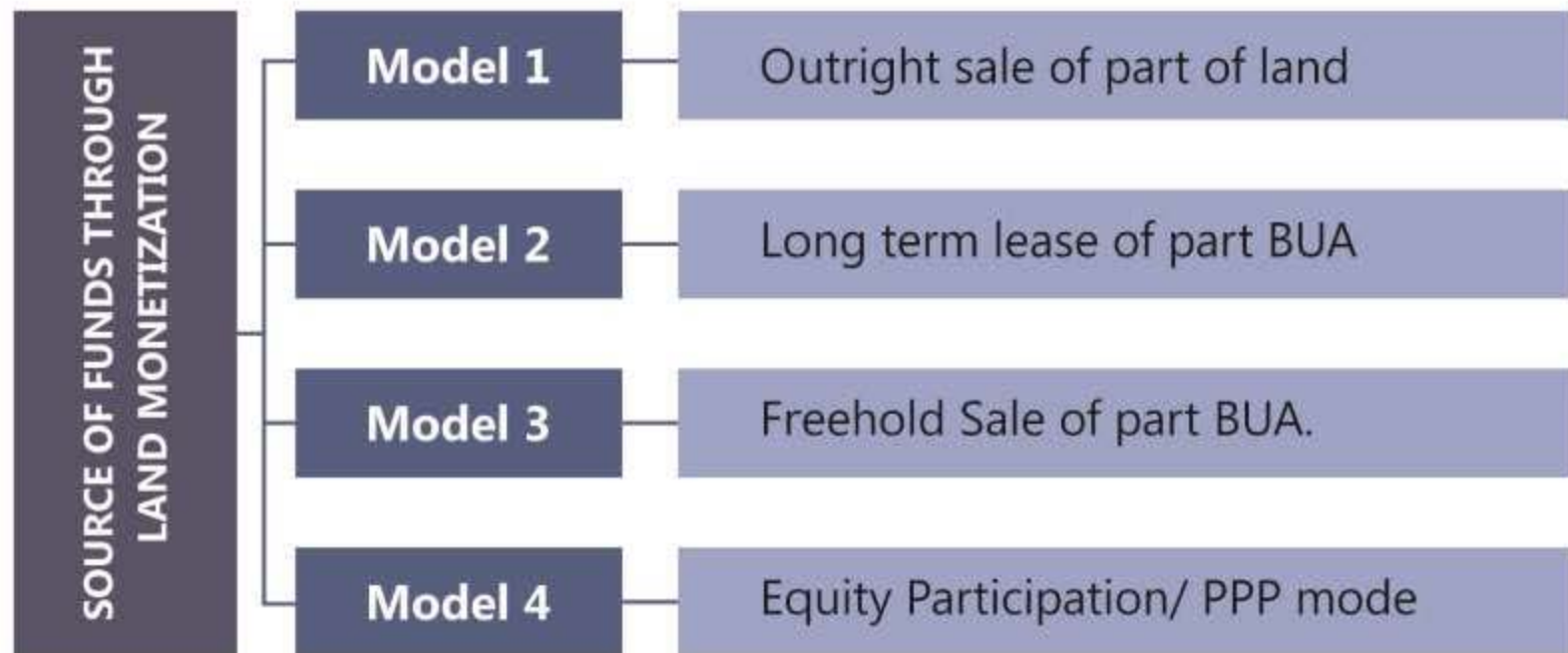
WHY RE-DEVELOPMENT ?

- 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



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

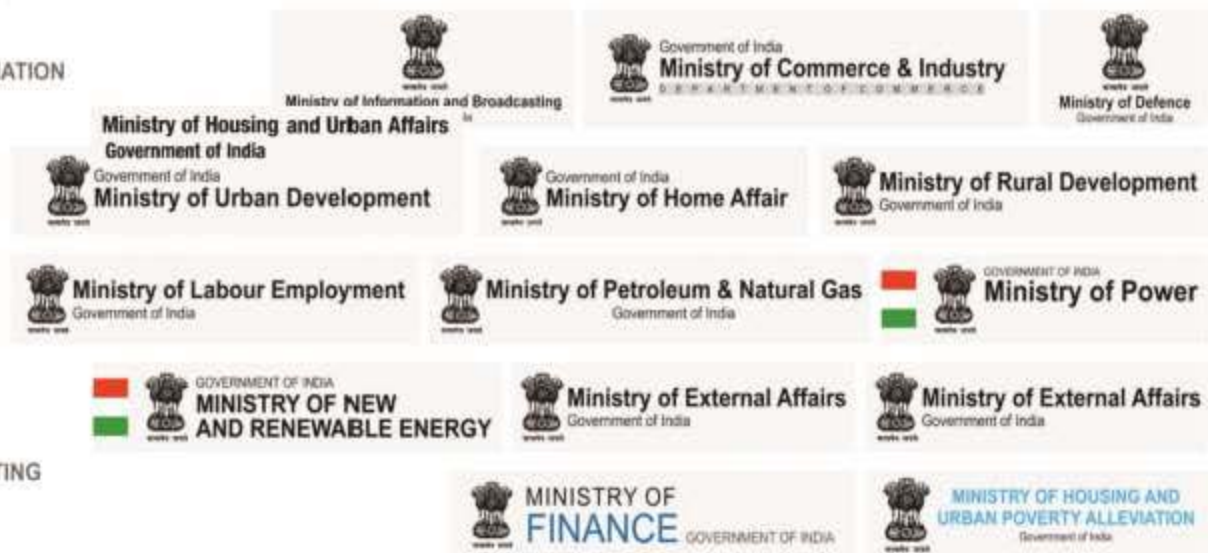


- Started Real Estate business in 1988.
- In EPC executing projects such as Chimneys, Cooling Towers, Coal Handling Plants, etc.

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

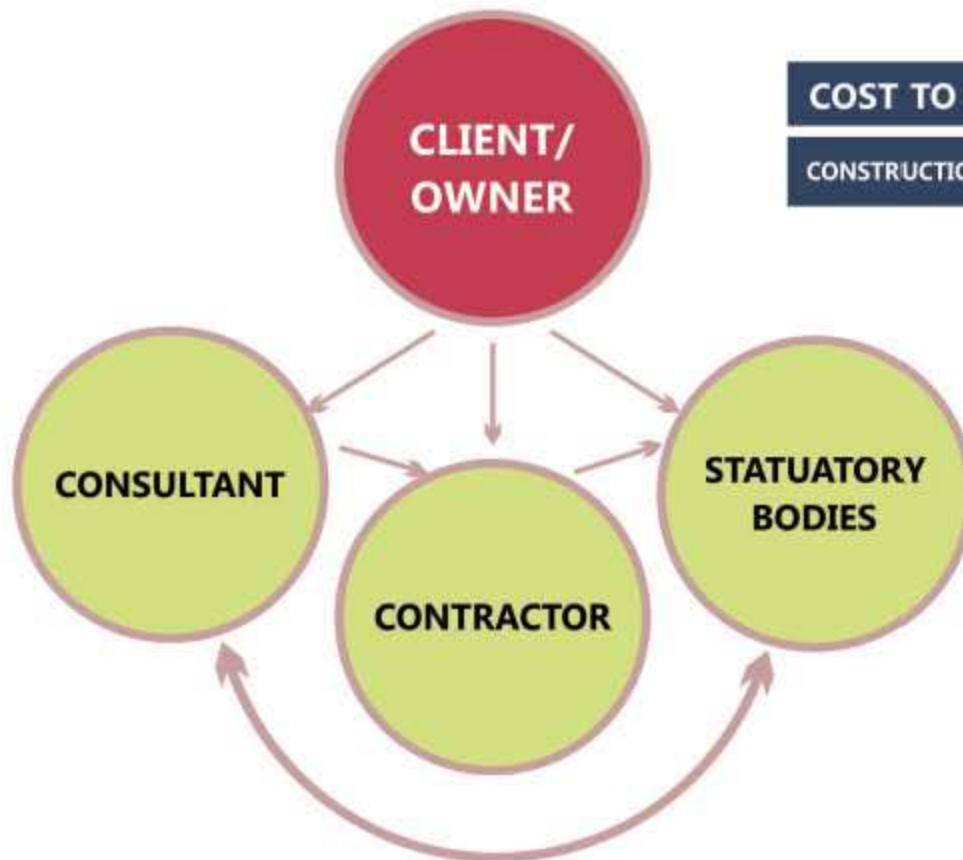


SOME PSUs / AUTONOMOUS BODIES



TRADITIONAL v/s NBCC BUSINESS MODEL

TRADITIONAL BUSINESS MODEL



COST TO CLIENT

CONSTRUCTION COST + STATUTORY 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 + STATUTORY FEES + NBCC FEES

Why NBCC: Single Window Coordination

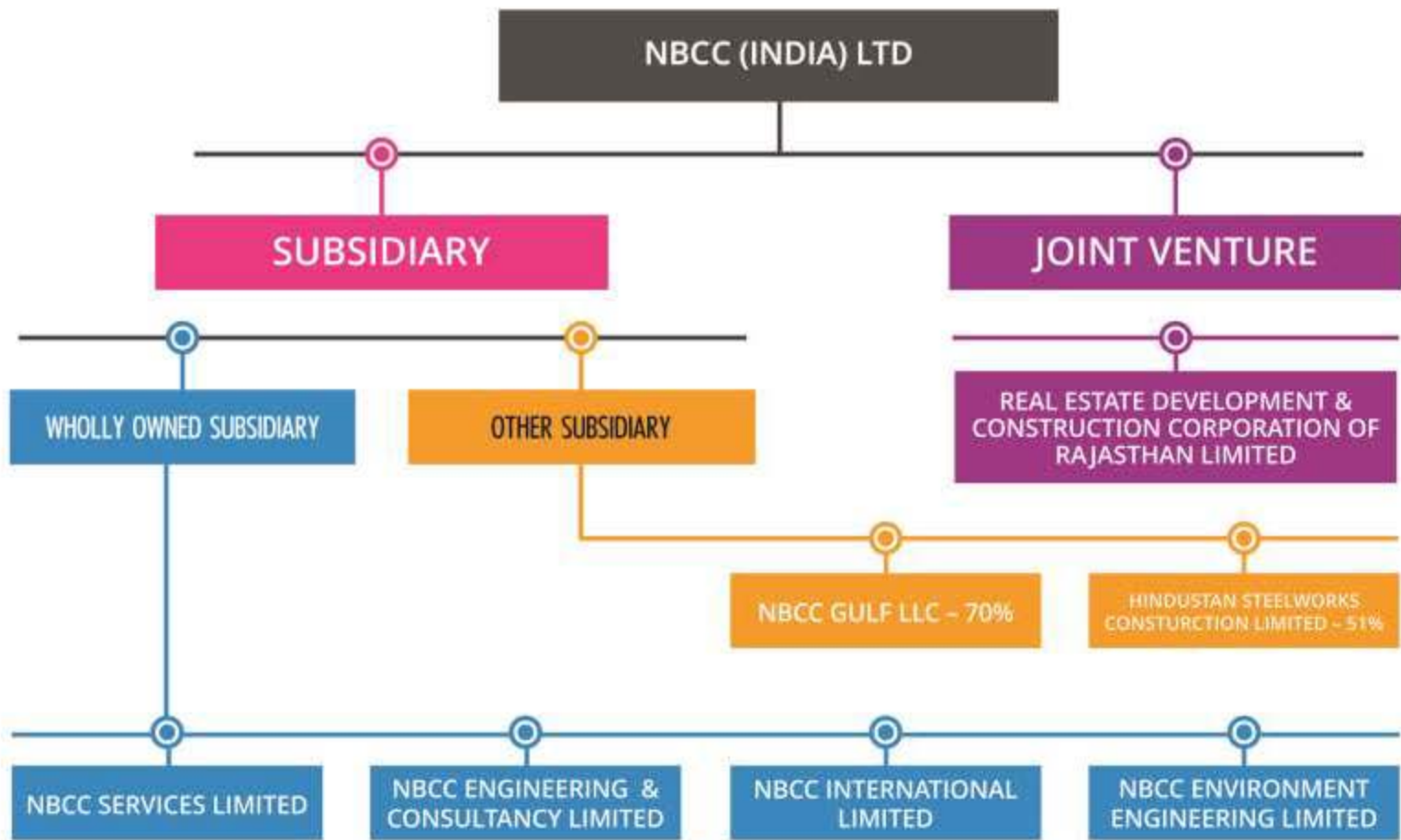
- Coordinating with various Stakeholders - On behalf of Client;
- Hassle Free Work Coordination
- Full Responsibilities from Concept to Commissioning
- Contract/Tender/ Approvals Management

NBCC FEES

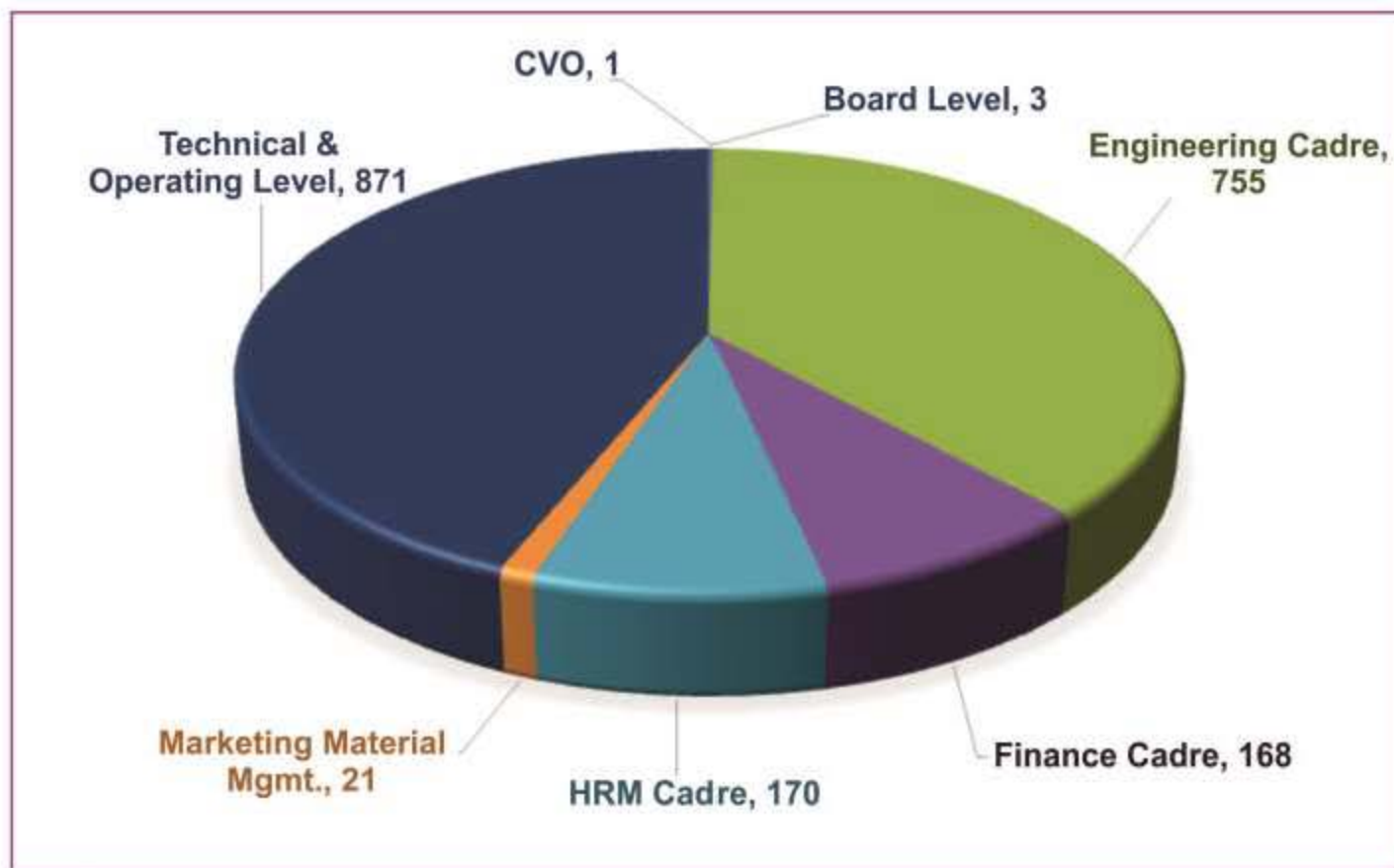
CONSULTANT FEES + NBCC OVERHEADS + MARGIN



SUBSIDIARIES & JV's



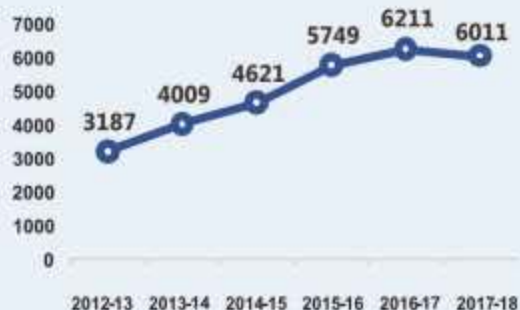
COMPANY's MANPOWER



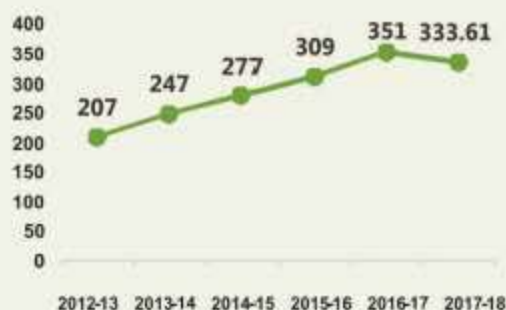
Total Staff Strength = 1989

PERFORMANCE OVERVIEW

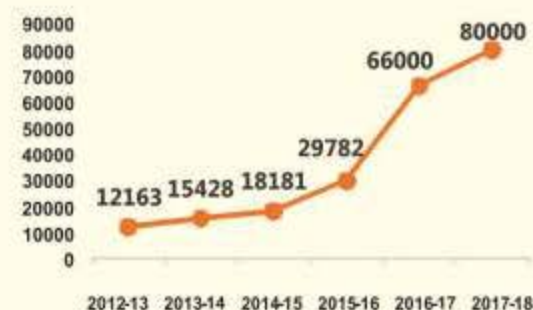
TURNOVER



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)



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

 **WORLD TRADE CENTER
NEW DELHI**
At 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



- 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



- 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

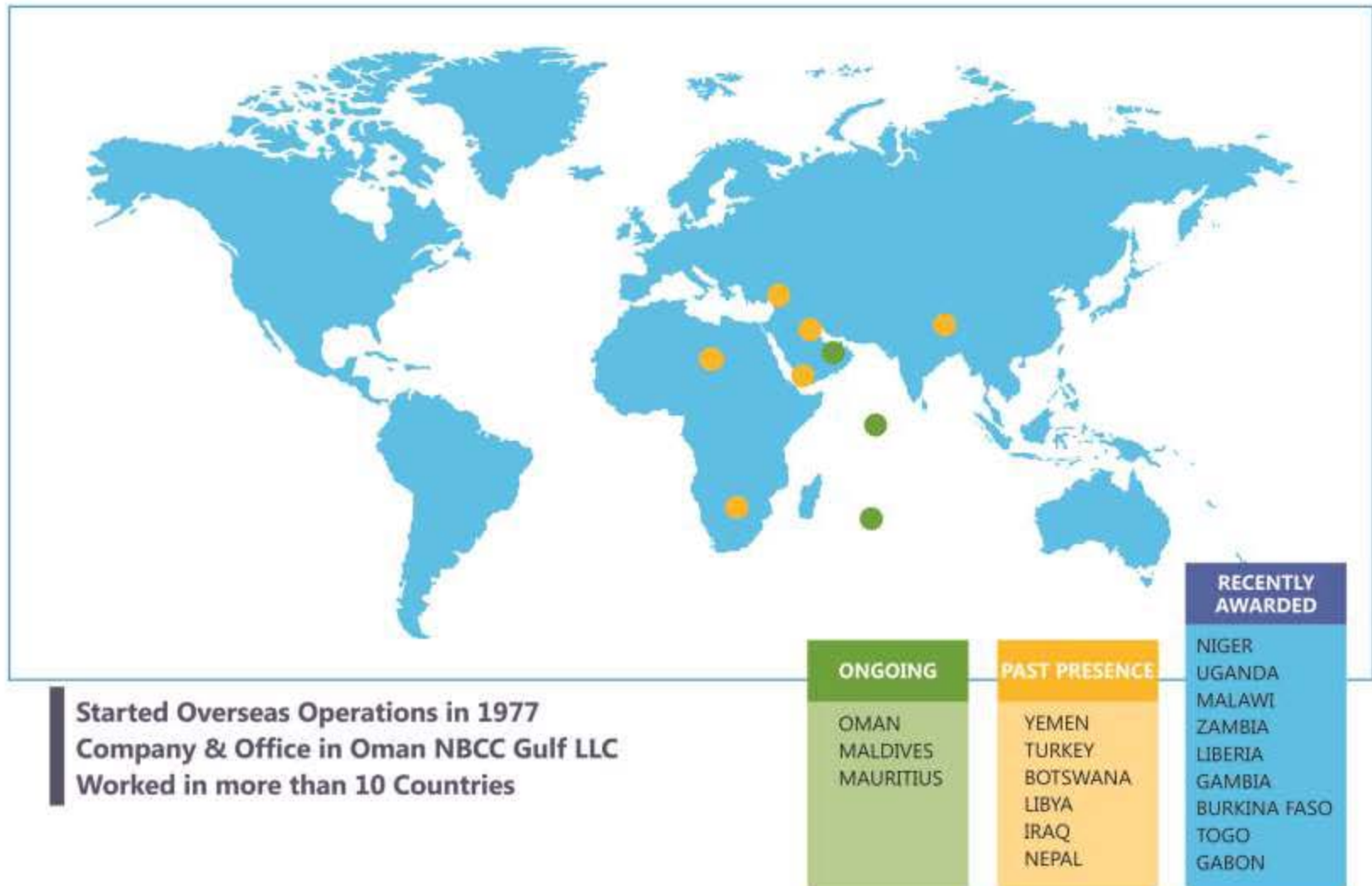
- **Design Build Contracts** for projects value more than Rs. 1000 cr.
- **Focussed approach on New Technology / Dry construction.**
- **Online Billing** –contracts are operated through online billing system.
- **Payment through Digital means**- centrally controlled through NBCC in-house ERP system and 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)



The background of the slide features a dark, stylized world map. Overlaid on the map are numerous thin, light-colored lines that connect various points across the globe, suggesting a global network or connectivity. The map is rendered in a light, almost white color against the dark background.

OVERVIEW OF **GLOBAL PRESENCE**

GLOBAL PRESENCE



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

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



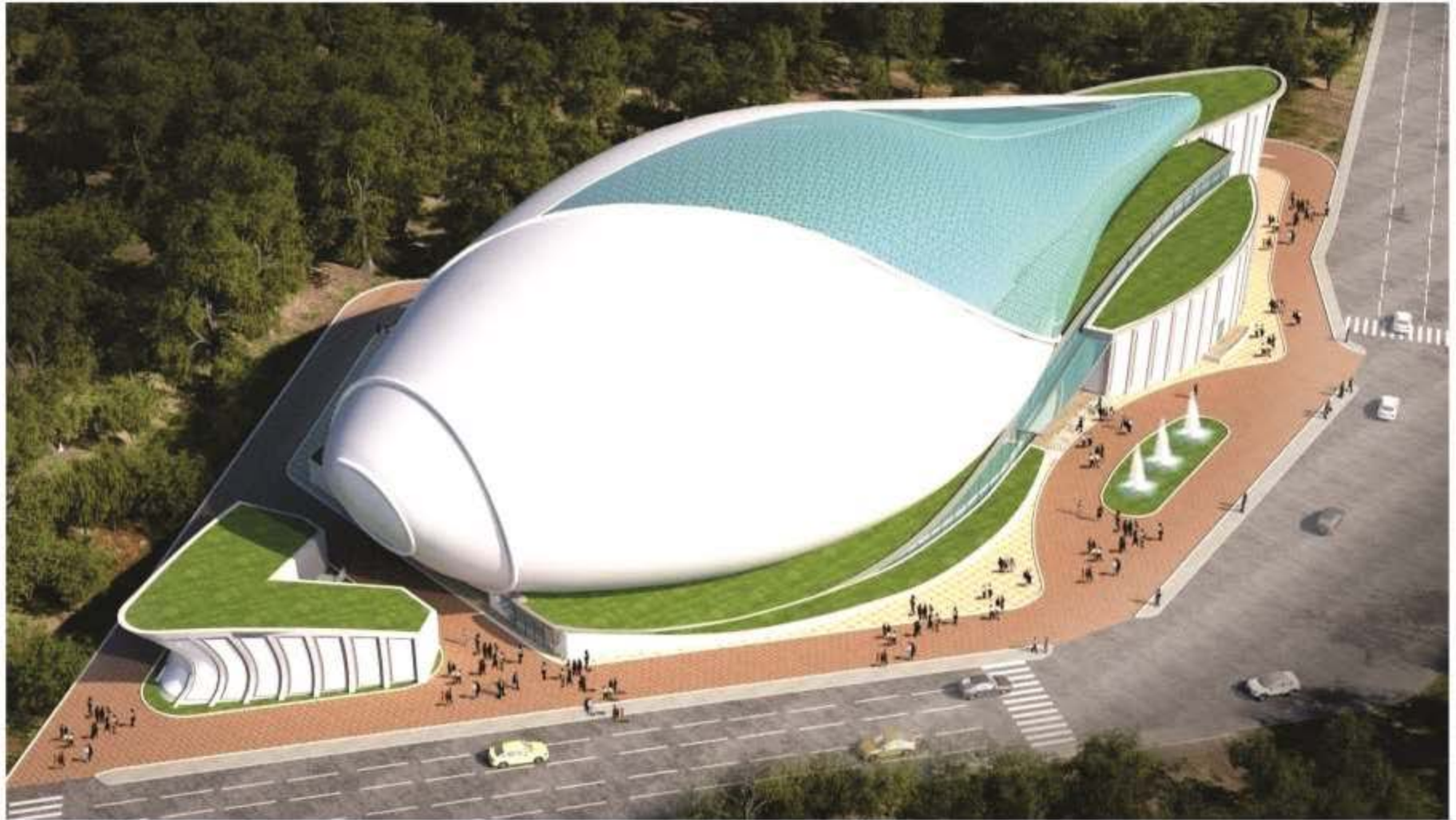
MOU's WITH FOREIGN COMPANIES

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 – INAUGURATION 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



500 BEDDED ESIC HOSPITAL, MEDICAL COLLEGE AT MANDI



COAL INDIA WORKS , KOLKATA



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