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

एनबीसीसी
NBCC
A Navratna CPSE

No./NBCC/BS (98)/2016-17

June 08, 2017

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

Sub: Recording of Institutional Investors Conference/Meet dated June 7 & 8, 2017

Sir,

Pursuant to Regulation 30(6) and Regulation 46(2) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and our letter dated May 30, 2017 in respect of advance Intimation of Institutional Investor Meet/Conference at Mumbai.

Please find enclosed Presentation and list of Investors participated (Annexure – 1) in investor meetings held on June 07 & 08, 2017.

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

Deepti Gambhir
Company Secretary
F-4984

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-I)

List of Investors with company Management Representatives in Investors Meetings held on June 07 & 08, 2017 at Mumbai

Date of the Conference/Meetings	June 07 & 08, 2017
Type of Meetings	One – On –One/Group Meeting
Company Management Representatives	• Dr. Anoop Kumar Mittal CMD, NBCC • Smt. B.S. Sokhey, Executive Director (Finance)
Investors/Fund / Company	**List of Participant in B & K Securities India Pvt. Ltd on June 07, 2017** • Birla Sun Life Insurance Company Ltd • Deep Financial Consultants Pvt Ltd • Indiabulls Asset Management Company Ltd • Ocean Dial Advisors Private Ltd • Suyash Advisors • Tata Asset Management Ltd • BNP Paribas Asset Management India Pvt Ltd • Quest Investment Advisors Pvt Ltd • Franklin Templeton Asset Management (India) Pvt Ltd • Kotak Mutual Fund • Alchemy Capital Management Pvt Ltd • Allard Partners Australia Pty Ltd • Barings Asset Management (Asia) Ltd • Polunin Capital Partners PTE Ltd • Reliance Nippon Life Asset Management Ltd • Reliance Nippon Life Insurance Company Ltd • DHFL Pramerica Asset Managers Pvt. Ltd • Max Life Insurance Company Ltd **List of Participant in UBS Securities India Pvt Ltd on June 08, 2017** • Birla Sun Life Asset Management Company Ltds • Columbia Threadneedle Investments • Kiara Capital Advisors Pte Ltd • Netixis Asset Management Asia Ltd
Did the discussions involved revealing any UPSI	No
Whether any presentation was made during discussion	Yes (attached)
Any Comments	No

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NEW DELHI
NBCC (INDIA) LIMITED

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NBCC
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INVESTORS PRESENTATION 2016-17

NBCC JOURNEY SO FAR…

- 1960 INCORPORATION AS NBCC
- 1977 FOOTPRINTS IN OVERSEAS MARKETS
- 1988 DIVERSIFIED INTO REAL ESTATE SECTOR
- 2012 IPO IN APRIL, 2012
- 2014 'NAVRATNA' STATUS GRANTED & FORMED NSL
- 2017 ALL TIME HIGH ORDER BOOK

- ✓ **ONE OF THE LARGEST PSE IN CONSTRUCTION SECTOR IN INDIA.**
- ✓ **GROSS INCOME IN FY 2016-17 : RS. 6400.73 CR.**
- ✓ **NET PROFIT IN FY 2016-17 : RS. 354.51 CR.**

MAJOR KEY BUSINESS UPDATES:

SUCCESSFUL E-AUCTION OF UPCOMING COMMERCIAL SPACE AT NAUROJI NAGAR, NEW DELHI

PARTICIPATION OF NBCC IN JOINT VENTURE WITH GOVERNMENT OF MAHARASHTRA AND PRIVATE ENTITY TO DEVELOP A SMART INDUSTRIAL CITY NEAR NAVI MUMBAI

RECOMMENDED FINAL DIVIDEND OF RS. 1.10 PER PAID UP EQUITY SHARE OF RS. 2/- EACH

NOMINATION OF NBCC AS LAND MANAGEMENT AGENCY (LMA) BY GOVERNMENT OF INDIA

TAKING OVER OF HINDUSTAN STEELWORKS CONSTRUCTION LTD (HSCL) AS SUBSIDIARY COMPANY W.E.F APRIL1, 2017

ISSUED 2:1 BONUS SHARE (ONE BONUS SHARE OF RS 2 EACH ON EVERY EXISTING TWO FULLY PAID-UP EQUITY SHARES)

MAJOR KEY BUSINESS UPDATES FOR FY 2016-17

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SUCCESSFULLY 15% GOVT. STAKE SALE

APPOINTMENT OF INDEPENDENT DIRECTOR ON NBCC'S BOARD

APPROVAL FOR REDEVELOPMENT OF SEVEN OLD GPRA COLONIES WHERE NBCC WOULD BE IMPLEMENTING-AGENCY FOR 3 GPRA COLONIES AT SAROJINI NAGAR, NAUROJI NAGAR AND NETAJI NAGAR.

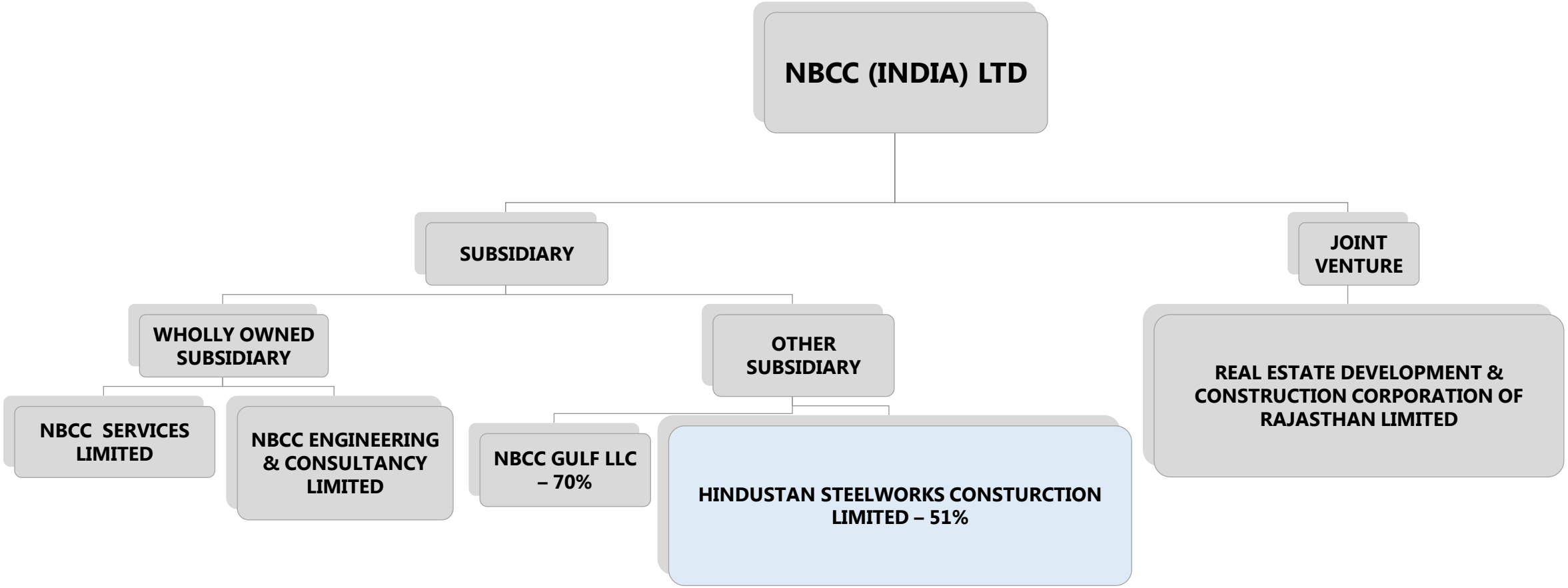
TENDER FOR PRAGATI MAIDAN COMPLEX WHICH IS SET TO GET A NEW FACE WITH ITS REDEVELOPMENT INTO A WORLD CLASS STATE-OF-THE-ART INTEGRATED EXHIBITION-CUM-CONVENTION CENTRE (IECC)

STOCK SPLIT IN 1:5 RATIO

MAJOR BUSINESS SECURED IN FY 2016-17

- REDEVELOPMENT OF THREE OLD GPRA COLONIES AT SAROJINI NAGAR, NAUROJI NAGAR AND NETAJI NAGAR.
- VIDARBHA IRRIGATION DEVELOPMENT CORPORATION (VIDC) PHASE 1 WORK OF CONSTRUCTION OF IRRIGATION
- SOCIAL HOUSING AND CONSTRUCTION OF NEW SUPREME COURT BUILDING IN MAURITIUS
- BUILDINGS WORK AT IIT BHUBANEWSW-AR
- ROAD WORKS FOR CENTRAL COALFIELD LTD
- DEVELOPMENT OF GHAR IN BIHAR FOR MINISTRY OF WATER RESOURCES & RUVER DEVELOPME-NT
- VARIOUS HOSPITAL WORK FOR ESIC

SUBSIDARIES & JV's



MAJOR KEY BUSINESS THEMES FOR COMPANY

REDEVELOPMENT

HOUSING FOR ALL

LMA - LAND MANAGMENT

MOU's & BUSINESS FROM STATES

SMART CITIES

BUSINESS OVERVIEW

BUSINESS OVERVIEW

NBCC	PMC	Institutional, Housing & Industrial Sectors
		Redevelopment work
		Water ,effluent treatment Plant & Solid Waste Management
		Post Completion maintenance work
	EPC	Civil & Structural works for power project
		Chimneys & cooling Towers
	RE	Commercial Corporate office buildings
		Township & Residential Apartment

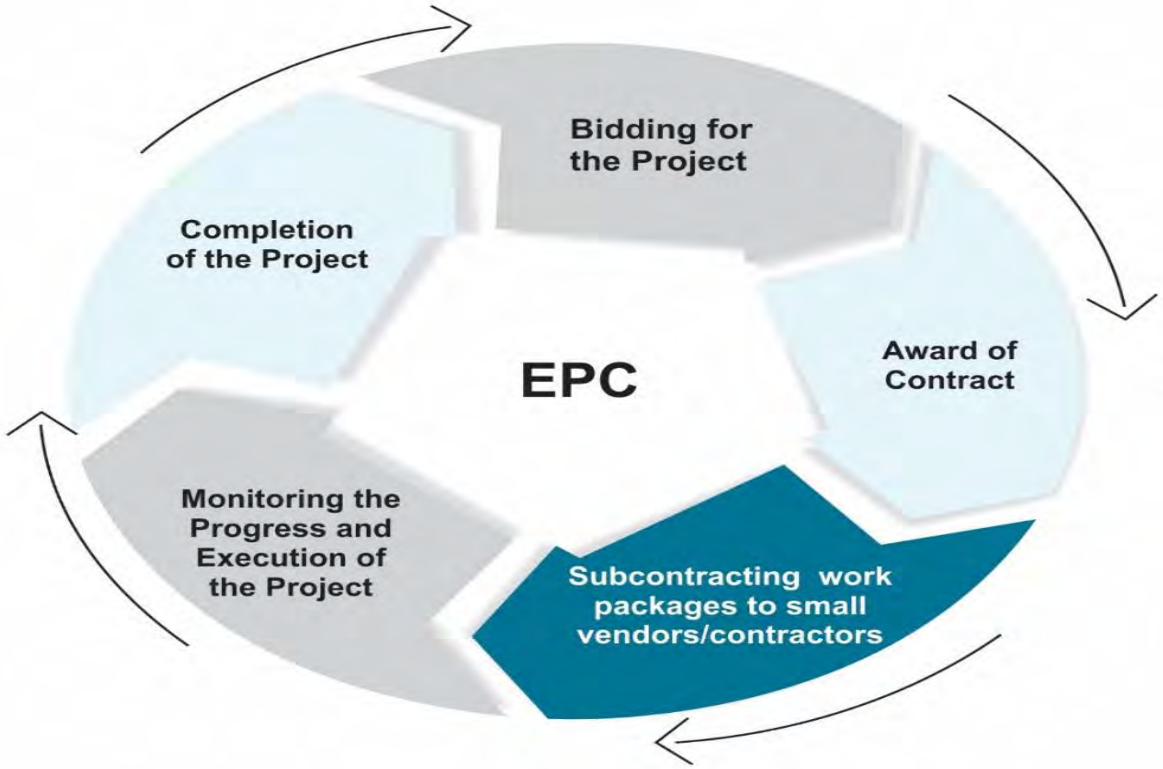
- **Landmark Projects Execution as a PMC**
  - PMC contributes to about 80-85% of its annual revenue.
  - PMC being the company's core strength
  - Areas covered under its umbrella include Roads, Hospitals & Medical Colleges, Institutions, Offices, Airports, Bridges, Industrial & Environmental Structures etc.
- **Focus on Re-development as a new Sector with unique financial modalities**.
- **EPC-Infrastructure Segment**
  - Executing various projects such as Chimneys, Cooling Towers, and various types of Power Plant Works.
- **Added thrust in Real Estate and giving it a whole new dimension to it.**
  - Real estate development division focuses on residential and commercial complexes development.

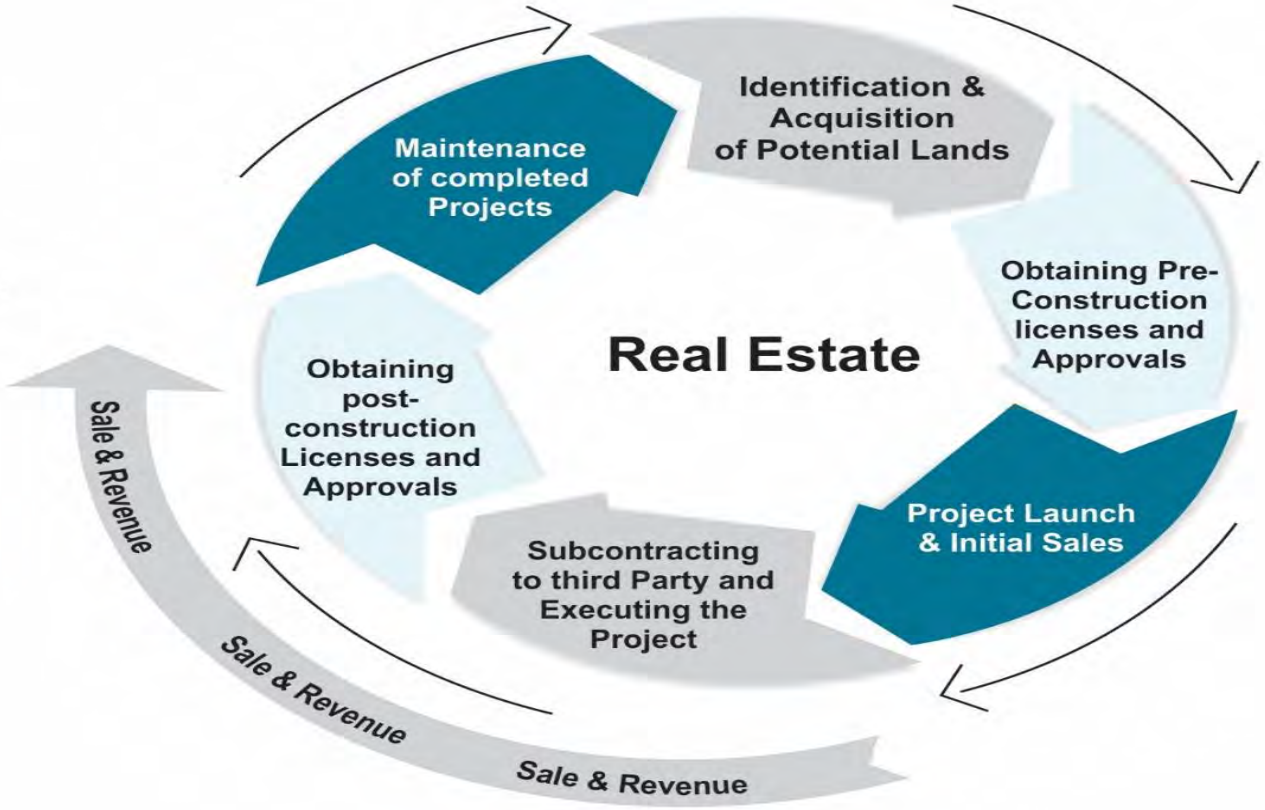
PMC BUSINESS MODEL - CONCEPT TO COMMISSIONING

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





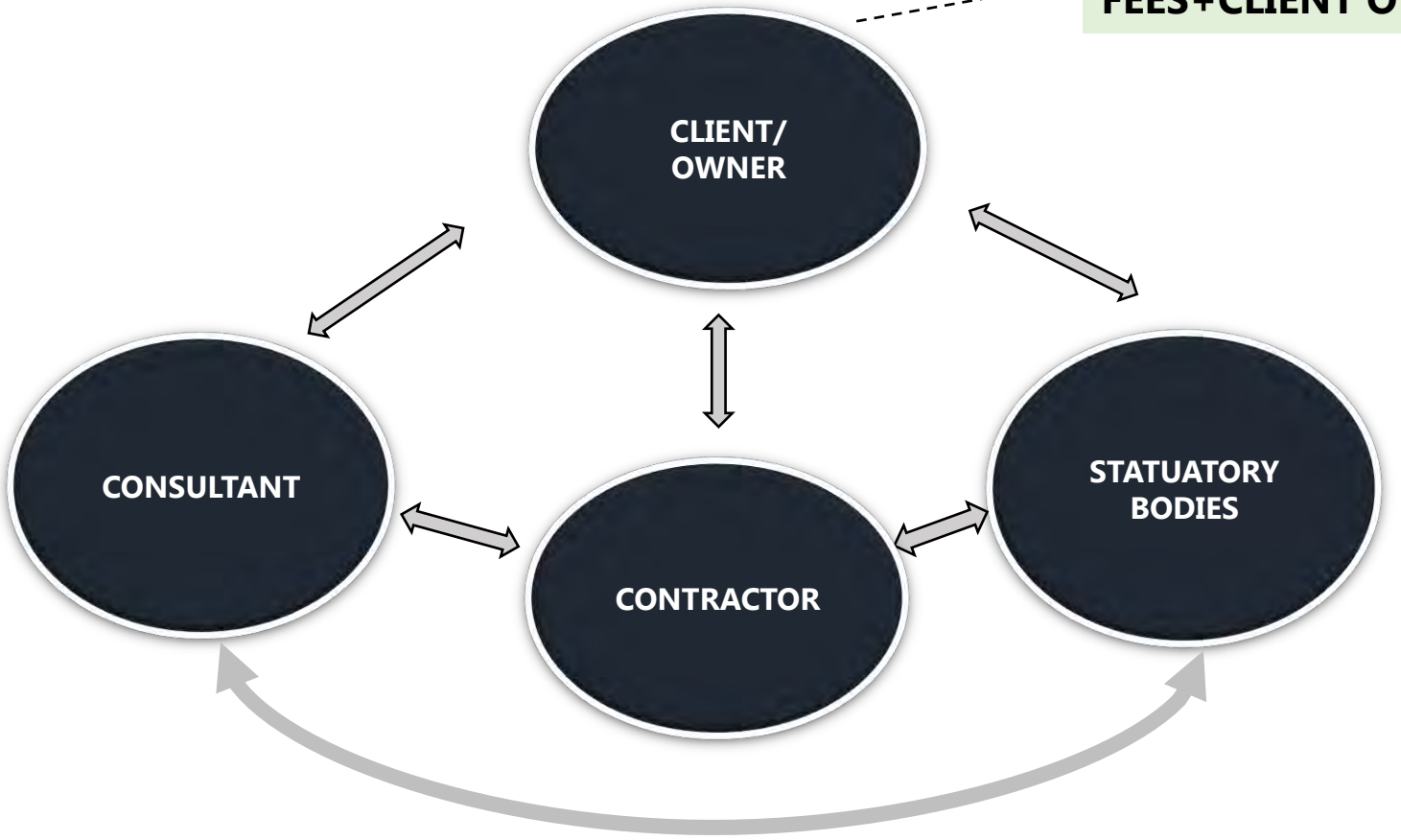
•Started Real Estate business in **1988** to provide residential and commercial complexes

•In EPC executing projects such as **Chimneys, Cooling Towers, Coal Handling Plants**, etc as NBCC specializes in **Cooling Towers, Chimneys, other high rise structures** where specialized state of **art slip-form shuttering** is utilized for faster delivery.

TRADITIONAL v/s NBCC BUSINESS MODEL

TRADITIONAL BUSINESS MODEL -

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



TRADITIONAL PROJECT MANAGEMENT

- ✓ All The Stakeholder Interacting With Each Other
- ✓ No Proper Coordination
- ✓ Duplication of Resources
- ✓ Time and Cost Run

TRADITIONAL v/s NBCC BUSINESS MODEL

NBCC BUSINESS MODEL

COST TO CLIENT = ACTUAL CONSTRUCTION COST (with STATUTORY FEES) + NBCC FEES

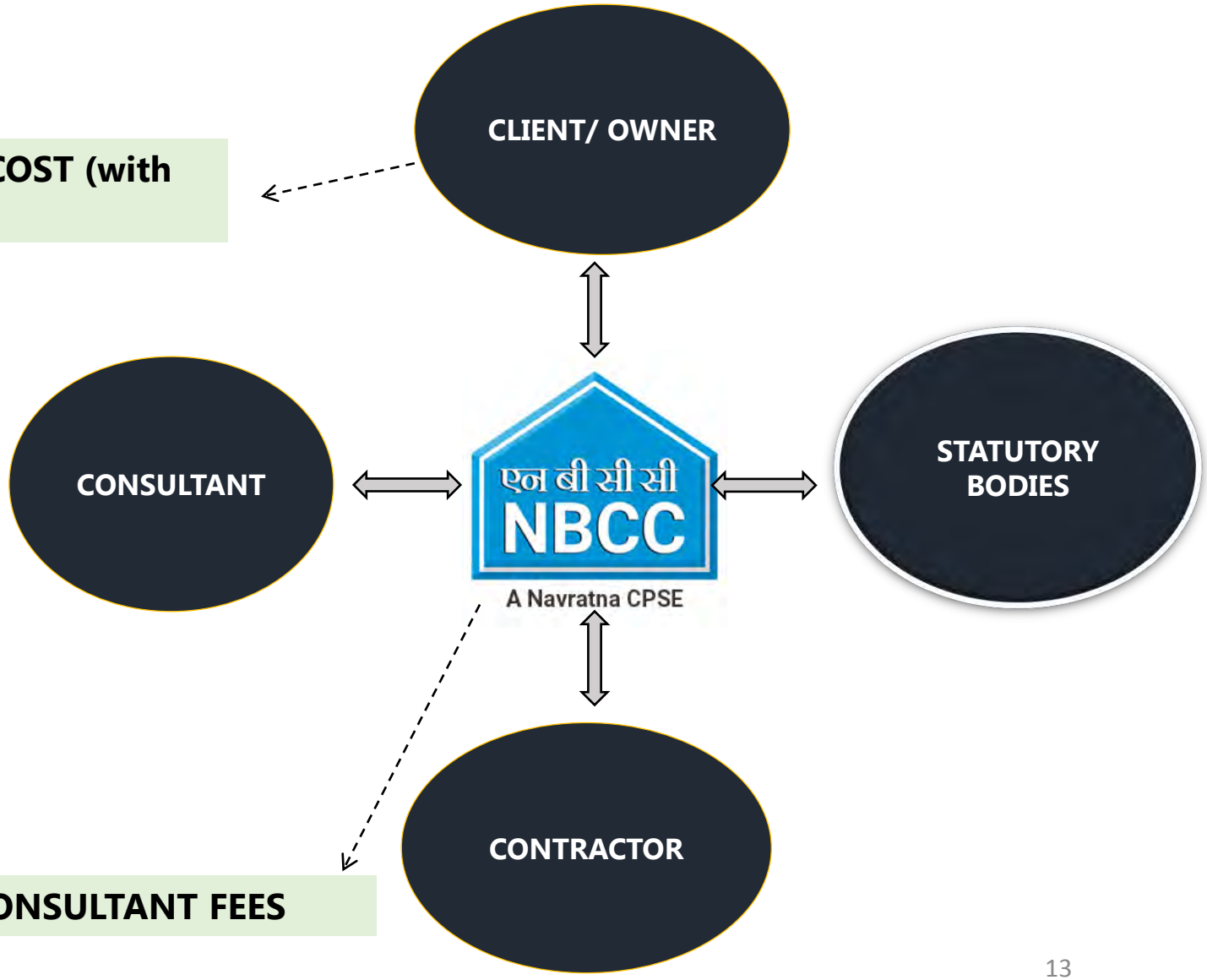
Why NBCC: Single Window Coordination

✓Coordinating with various Stakeholders - On behalf of Client;

✓Hassel Free Work Coordination

✓ Full Responsibilities from Concept to Commissioning

✓Contract/Tender/ Approvals Management



NBCC FEES = NBCC OVERHEADS + MARGIN + CONSULTANT FEES

MAJOR CLIENTS

MINISTRIES OF GOI

- 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

Ministry of Information and Broadcasting, Government of India

Government of India, Ministry of Commerce & Industry, Department of Commerce

Ministry of Defence, Government of India

Government of India, Ministry of Urban Development

Government of India, Ministry of Home Affair

Ministry of Rural Development, Government of India

Ministry of Labour Employment, Government of India

Ministry of Petroleum & Natural Gas, Government of India

Government of India, Ministry of Power

Government of India, Ministry of New and Renewable Energy

Ministry of External Affairs, Government of India

Ministry of External Affairs, Government of India

Ministry of Finance, Government of India

Ministry of Housing and Urban Poverty Alleviation, Government of India

SOME PSUs / AUTONOMOUS BODIES

NTPC – National Thermal Power Corpn. Ltd.

Delhi Metro Rail Corporation Limited

BHEL

Indian Institute of Technology

SJVN

Indian Institute of Technology Kanpur

All India Institute of Medical Sciences

Delhi Development Authority

Bureau of Investigation India

ONGC

PROJECTS OVERVIEW

BUILDING THE NATION

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Metro Station

Airports

Bridges

Power Transmission

Medical Colleges/ Hospitals

Oil Berth & Jetty

Power Plants

Office Infrastructure

Redevelopment

Residential Housing

Real Estate Commercial

Post construction services

JOURNEY STARTED IN REDEVELOPMENT BUSINESS MODEL – NEW MOTI BAGH

- ✓Successfully Executed Moti-Bagh (East) Redevelopment work
- ✓**India's first Largest Green Home Complex** Silver Rating by IGBC
- ✓**110 Acres Senior Govt. Officer complex** with villas & apartment

REDEVELOPMENT OF KIDWAI NAGAR (EAST)

- General Pool Residential Accommodation (GPRA) at East Kidwai Nagar, New Delhi on **86 acres land**.

- Construction of 4608 houses approx. in place of existing 2444 houses of categories.
-
- Project to be financed by lease sale of **commercial/office space** for a period of 30 years.

- Completion period of the project is **5 years ending Dec-2019**.

MILESTONE PROJECTS- CREATING A NICHE IN REDEVELOPMENT

PROPOSED PLAN - REDEVELOPMENT OF **SAROJINI NAGAR, NEW DELHI** – **WITH 288.12 ACRES**

PROPOSED PLAN – REDEVELOPMENT OF **NAUROJI NAGAR, DELHI –**
WITH 24.96 Acres

Concept View

CREATING A NICHE IN REDEVELOPMENT - IECC PRAGATI MAIDAN

- Existing Pragati Maidan Complex shall be redeveloped into a World class state-of-the-art Integrated Exhibition-cum-Convention Centre (IECC).
- 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 the Phase-I is expected in **2 years (August-2019)**.

CREATING A NICHE IN REDEVELOPMENT - IECC PRAGATI MAIDAN

Concept View

GLOBAL PRESENCE

Started Overseas Operations in 1977

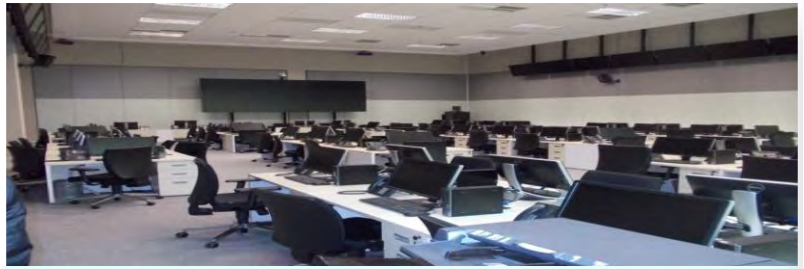
Company & Office in Oman NBCC GULF LLC

Worked in More than 10 Countries

GLOBAL PRESENCE

REPUBLIC OF MALDIVES

KINGDOM OF NEPAL



REPUBLIC OF TURKEY

REPUBLIC OF IRAQ

STATE OF LIBYA

REPUBLIC OF YEMEN

REPUBLIC OF MAURITIUS

REPUBLIC OF BOTSWANA

RECENT WORKS IN MAURITIUS

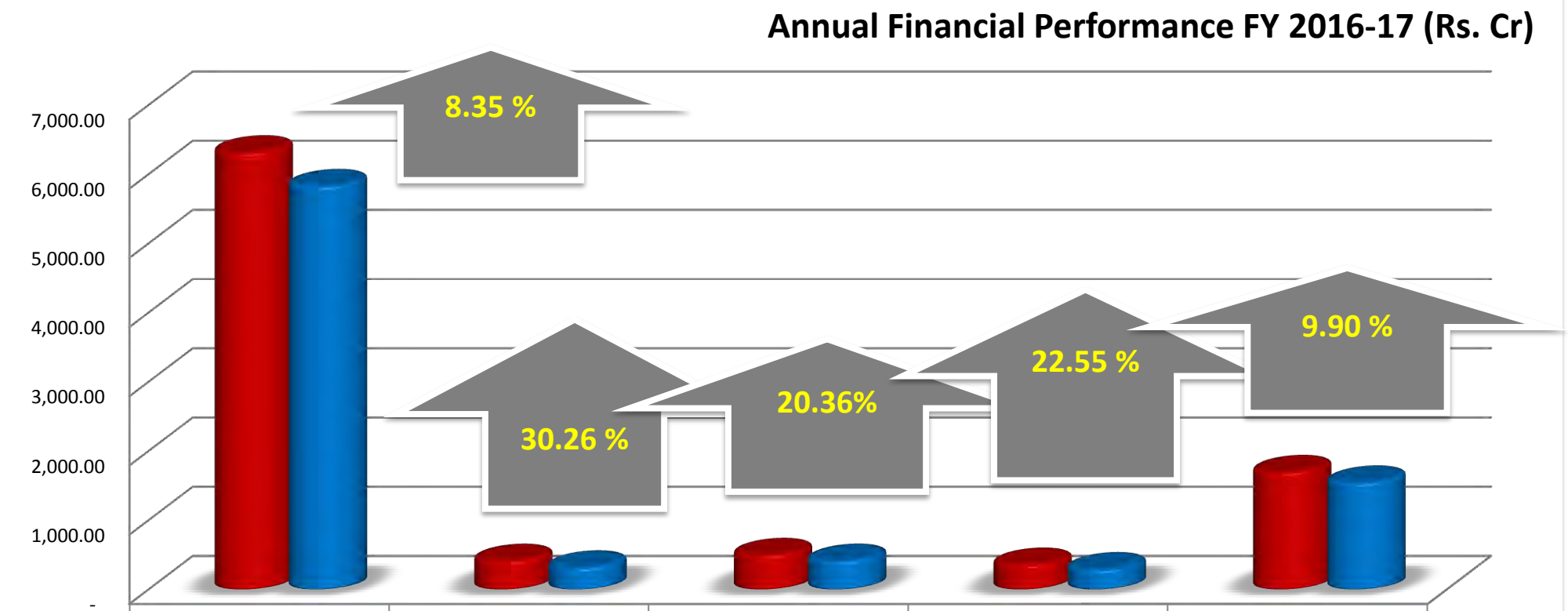
- **NBCC has been appointed as Project Management Consultant (PMC) agency for two Mauritius projects.**

- **NBCC will help develop a social housing project and construct a new Supreme Court building in Mauritius**

(Concept View) .

FINANCIAL PERFORMANCE FY 2016-17

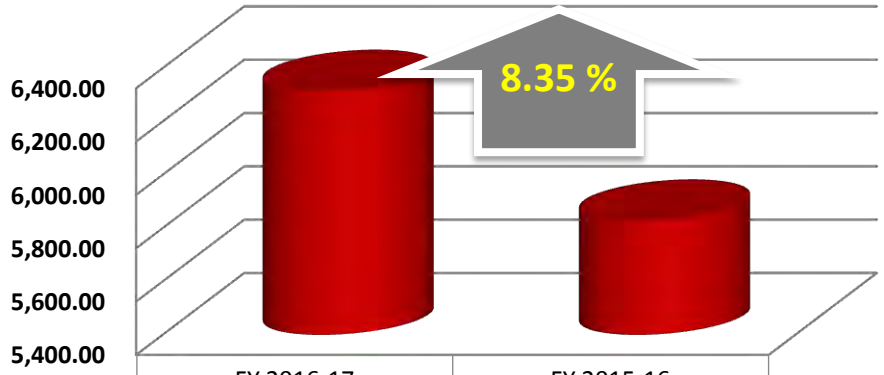
CONSOLIDATED ANNUAL FY 2016-17 - FINANCIAL PERFORMANCE



	Income from Operation	EBITDA	PBT	PAT	Net Worth
FY 2016-17	6,312.90	410.17	494.67	354.51	1693.83
FY 2015-16	5,826.38	314.87	410.98	289.28	1541.26

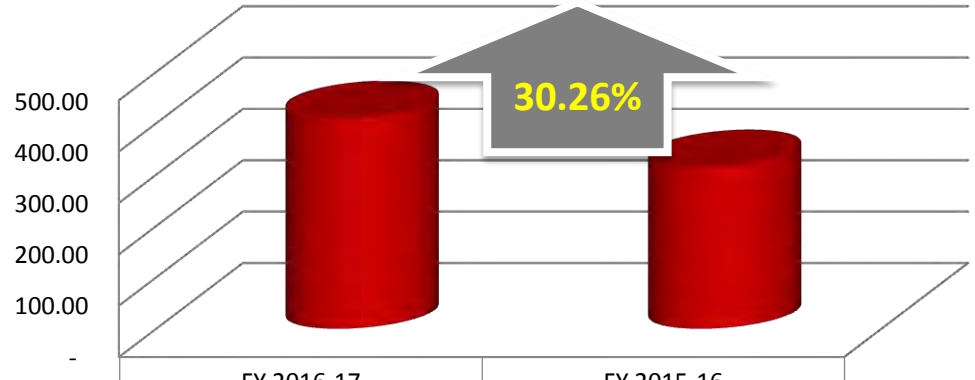
CONSOLIDATED ANNUAL FY 2016-17 - FINANCIAL PERFORMANCE

Income from Operation (Rs. cr)



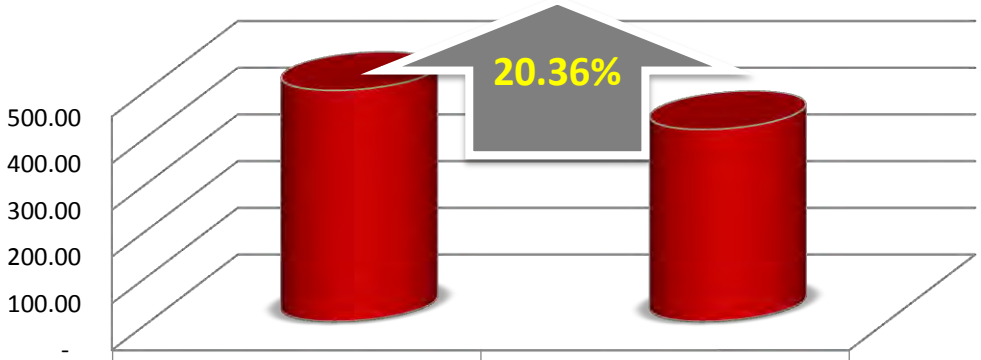
	FY 2016-17	FY 2015-16
Income from Operation	6,312.90	5,826.38

EBITDA (Rs.cr.)



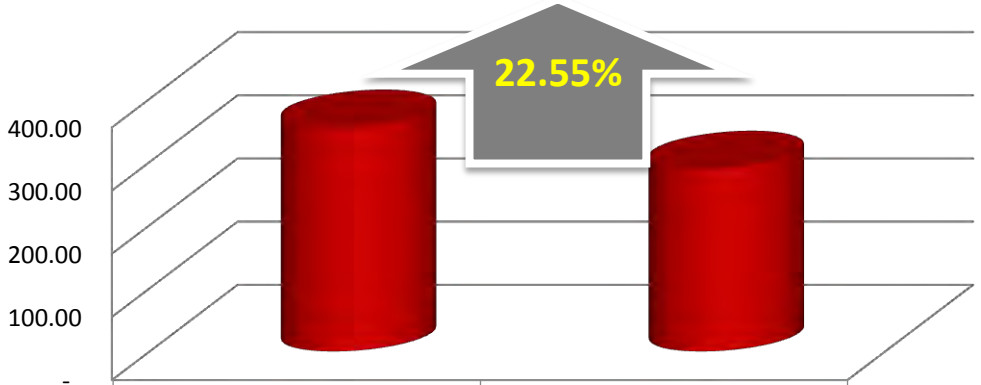
	FY 2016-17	FY 2015-16
EBITDA	410.17	314.87

PBT (Rs.cr.)



	FY 2016-17	FY 2015-16
PBT	494.67	410.98

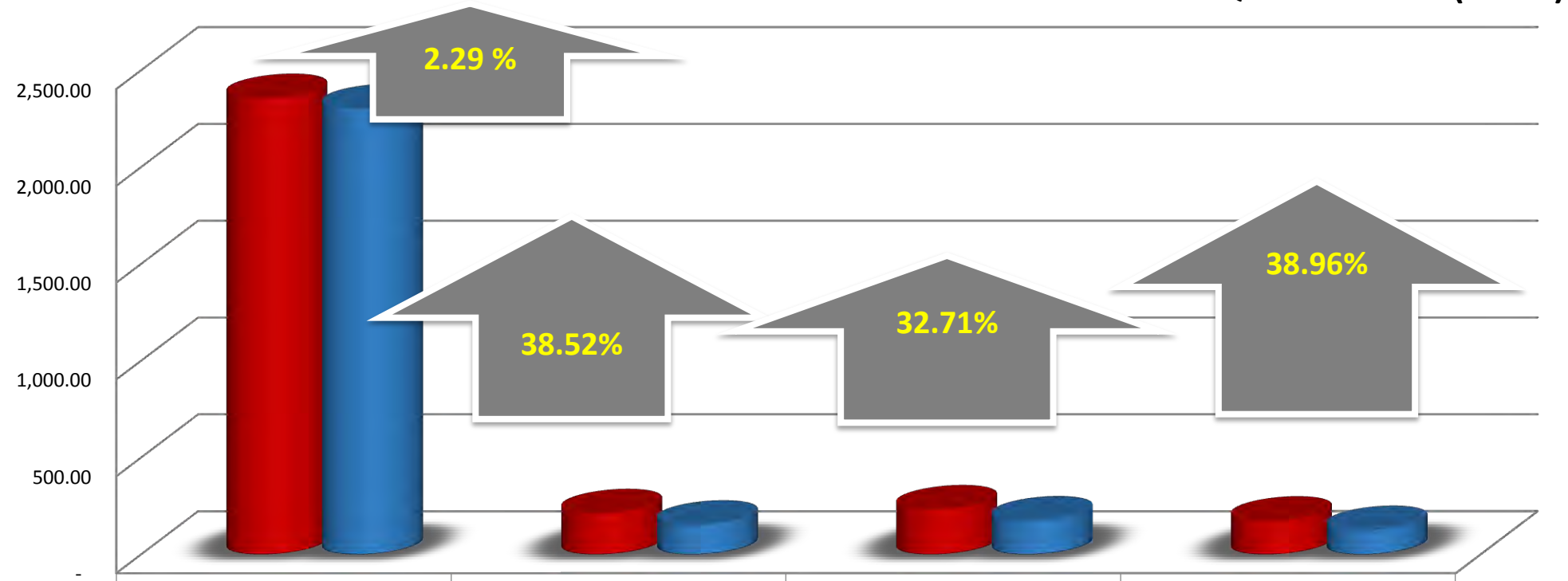
PAT (Rs.cr.)



	FY 2016-17	FY 2015-16
PAT	354.51	289.28

FINANCIAL PERFORMANCE - CONSOLIDATED QUARTERLY FY 2016-17

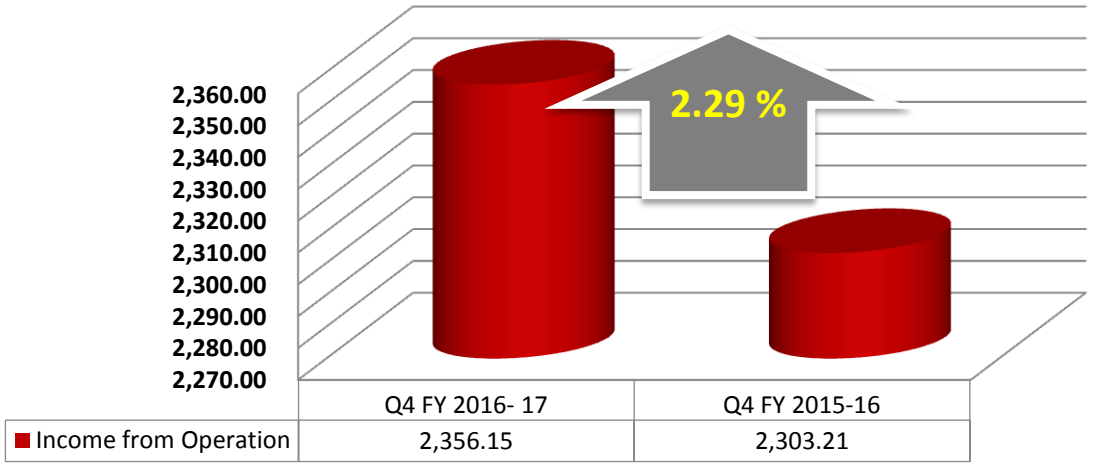
Annual Financial Performance Q4 FY 2016-17 (Rs. Cr)



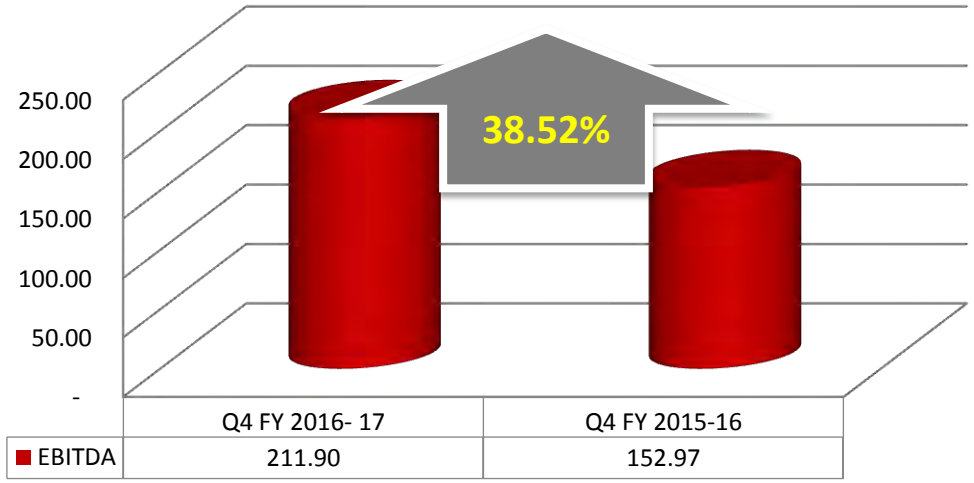
	Income from Operation	EBITDA	PBT	PAT
Q4 FY 2016- 17	2,356.15	211.90	231.91	173.88
Q4 FY 2015-16	2,303.21	152.97	174.74	125.13

FINANCIAL PERFORMANCE - CONSOLIDATED QUARTERLY FY 2016-17

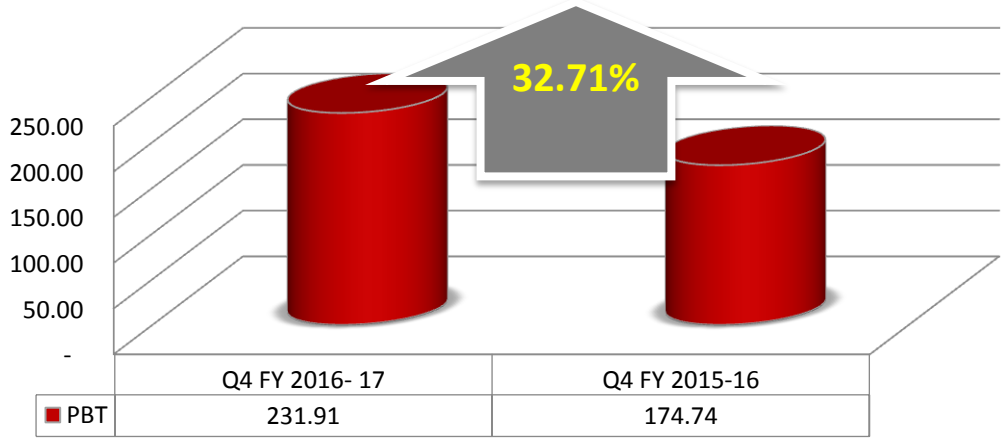
Income from Operation (Rs. cr)



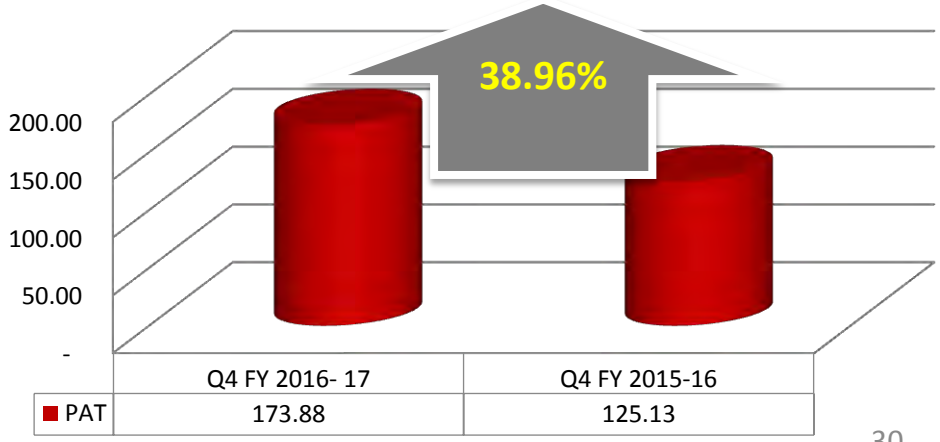
EBITDA (Rs.cr.)



PBT (Rs.cr.)



PAT (Rs.cr.)

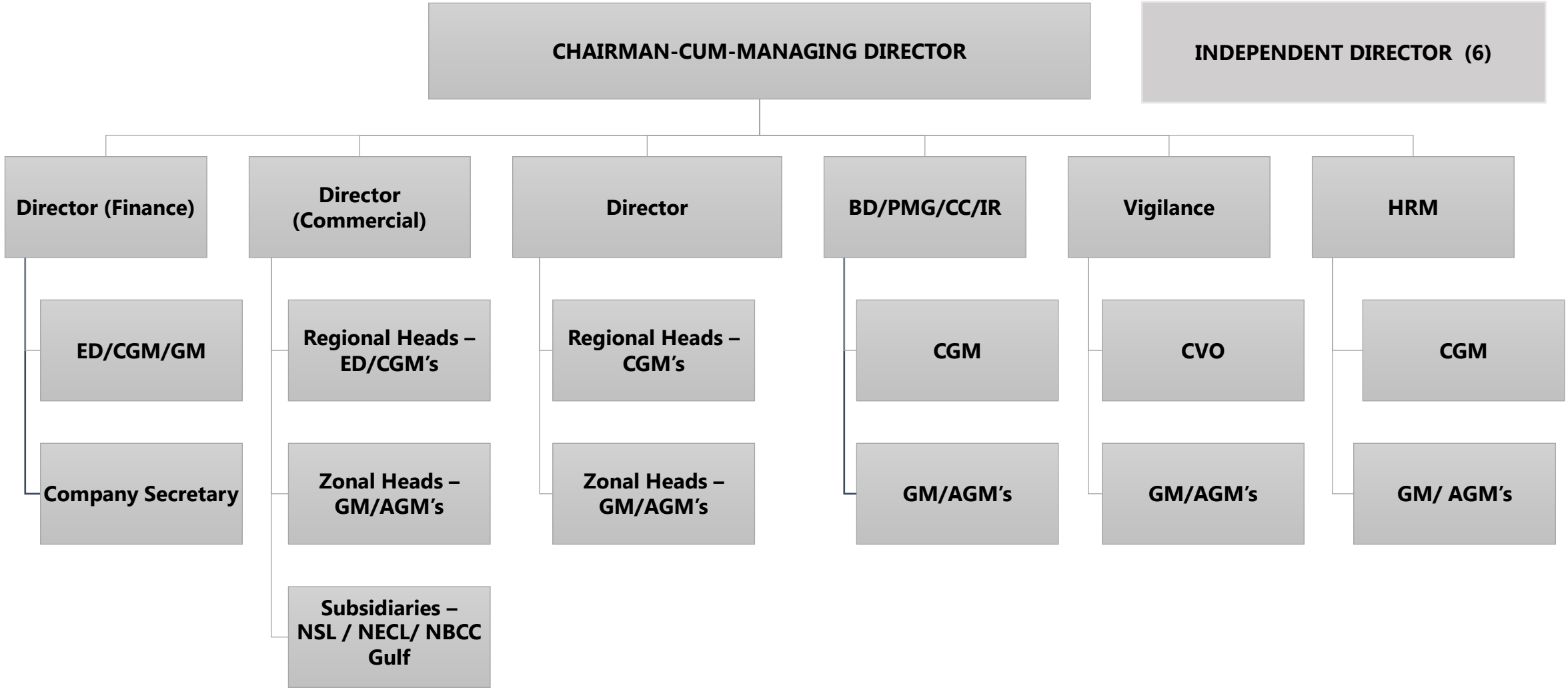


FINANCIAL PERFORMANCE - CONSOLIDATED ANNUAL FY 2016-17

PARTICULARS	CONSOLIDATED			
	MARCH 31, 2017	MARCH 31, 2016	INCREASE / (DECREASE)	% CHANGE
INCOME FROM OPERATIONS (NET) TURNOVER	**6,312.90**	**5,826.37**	**486.53**	**8.35%**
TOTAL EMPLOYEE COST	247.47	224.74	22.73	10.11%
TOTAL EMPLOYEE COST TO TURNOVER (%	**3.92%**	**3.86%**		
OTHER EXPENSES	83.30	106.94	-23.64	-22.11%
OTHER EXPENSES OVER TURNOVER (%)	**1.32%**	**1.84%**		
TOTAL OVER HEADS INCLUDING EMPLOYEE COST	330.77	331.68	-0.91	-0.27%
TOTAL OVERHEADS OVER TURNOVER (%)	**5.24%**	**5.69%**		
PROFIT BEFORE TAX (PBT)	494.77	409.08	85.69	20.95%
PBT OVER TURNOVER (%)	**7.84%**	**7.02%**		
PROFIT AFTER TAX (PAT)	354.51	289.28	65.23	22.55%
PAT OVER TURNOVER (%)	**5.62%**	**4.97%**		
NET WORTH	1693.83	1541.26	152.57	9.90%
PAT OVER NET WORTH (%)	**20.93%**	**18.77%**		

ORGANISATION SETUP

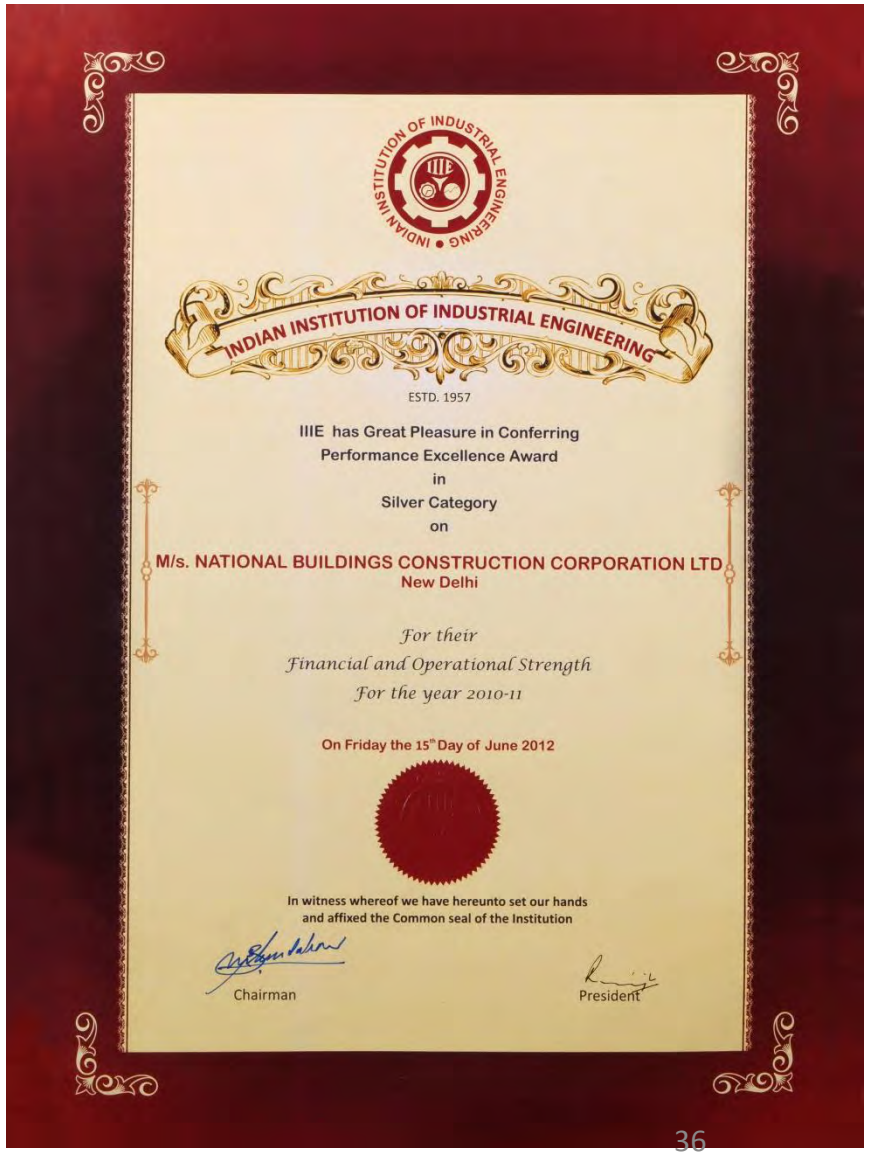
ORGANISATION STRUCTURE



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.

RECOGNITIONS & AWARDS



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