

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

August 19, 2017

The Manager, Listing Department, 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	The Manager, Listing Department, BSE Limited, Floor 25 ,Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001 Fax-022-22722037/39/41/61 Scrip Code: 534309
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Sub: Recording of Conference Call dated August 18, 2017.
(Q1 FY 2017-18 Un-audited Financial Results)

Sir,

Pursuant to Regulation 30 read with Part A of schedule III and Regulation 46(2) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and our letter dated August 16, 2017 in respect of investor Conference Call, please find enclosed herewith the gist of discussions taken up on Conference Call (Annexure - 1).

The aforesaid information is also available 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



Deepti
Deepti Gambhir
Company Secretary
F-4984

Encl: as above

Recording of Analyst/Investor Conference Call**(Annexure-I)**

Date of the Meeting	August 18, 2017
Type of Meeting	Q1 Investor Conference/Earning Call
Company Management Representatives	Dr. Anoop Kumar Mittal CMD, NBCC Shri. Yogesh J. P. Sharma CGM (HQ) Shri M.B. Singhal GM (Finance)
Investor Call Hosted By	SBICAP Securities
Did the discussions involved revealing any UPSI	No
Whether any presentation was made during discussion	No
Gist of discussions	NBCC (India) limited is a blue-chip Government of India, Navratna Enterprise under the Ministry of Urban Development. The Company's present areas of operations are categorized into three main segments, i.e. (i) Project Management Consultancy (PMC) (ii) Real Estate Development & (iii) EPC Contracting Company has registered a substantial growth in total income & net profit respectively during FY 2016-17 as compared to previous year and posted a total income and profit of Rs. 6400.73 crore and Rs. 354.51 crore respectively. Company's Q1 FY 2017-18 net profit up by 37.07% at Rs. 61.27 crore.



Quarter Result Summary:

- Consolidate total Income for Q1 FY 2017-18 stands at Rs. 1,587.55 Cr in comparison of from previous Q1 FY 2016-17 Rs. 1,600.80 Cr.
- Consolidate PAT for Q1 FY 2017-18 stands at Rs. 61.27 Cr with the growth of 37.07 % from previous Q1 FY 2016-17 Rs. 44.70 Cr.
- Standalone total Income for Q1 FY 2017-18 stands at Rs. 1,286.31 Cr in comparison of from previous Q1 FY 2016-17 Rs. 1,289.90 Cr.
- Standalone PAT for Q1 FY 2017-18 stands at Rs. 55.94 Cr with the growth of 23.19 % from previous Q1 FY 2016-17 Rs. 45.41 Cr.
- Total new business/work secured in FY 2017-18 (upto July 31, 2017) is stand around Rs. 1076.25 cr & major works are included – SDMC HQ at Pragati Maidan, DG S&D office Complex, National Centre for Animation, Mumbai, etc.

Key Highlights in last Quarter (Q1):

- In a fillip to its flagship Housing-For-All programme, government has identified vast tracts of land belonging to sick public sector undertakings (PSUs) to be monetized or leased for low cost houses and in this entire scheme, company is expecting a leading role. So for make it successful, Company in association with MoHUA is also planning to organize national level workshop on technology challenges in Housing construction.
- NBCC (India) Ltd. and Rail Land Development Authority, a statutory authority under the Ministry of Railways have signed a Memorandum of Understanding for re-development of 10 nos. of Railway stations as the Railways has embarked on an ambitious



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project to redevelop 403 stations across the country.

- In the State of Mauritius, Air India Limited has agreed to sell its one acre land (estd.) to NBCC (India) Ltd valuing Rs. 3.10 Crore.
- Various redevelopment and large size projects are on the edge of starting and company is expecting to book good amount of revenue from these projects in upcoming Quarters of FY2017-18 which includes ITPO, Redevelopment of Govt. Colonies Projects, AIIMS Projects, VIDC Irrigation Project and many more.
- After getting very good response and interest in just recently launched sale of Commercial/Office spaces on freehold basis at Nauroji Nagar, New Delhi for redevelopment of Government colonies in Delhi, the company is planning to come up with more towers for sale in upcoming months.
- NBCC as a designated Land Management Agency (LMA) by the Government of India, Company has started the process of disposing off the sick/loss making CPSEs land parcels and first phase of sell includes Hindustan Cables Ltd, Instrumentation Ltd, HMT Bearing Ltd, HMT Watches Ltd and Tungabhadra Steel and there is few more addition in above list i.e. Indian Drugs & Pharmaceuticals Limited, Andaman and Nicobar Island and Forest plantation development Corporation Ltd. & Hindustan Organic Chemicals Limited.

Other focus areas for NBCC-

- Large Size Redevelopment works
- Faster and Quick construction
- Technology transferring & tie-up with various domestic and global agencies
- Hiring talented engineers/other professionals at various levels in place of retiring highly paid senior employees



	- Focusing on large size projects instead of small value projects NBCC has incorporated two wholly subsidiaries – NBCC International Limited – to carry out the construction, real estate and project management consultancy business in overseas countries. NBCC Environment Engineering Limited - to carry out the business in the field of environmental and sustainable projects. • NBCC has taken over HSCL w.e.f. 01.04.2017 and now HSCL has become debt free and cash surplus company. • HSCL has focus on its core strength of steel structure and work towards creating a niche in steel segment.
Any Comments	No

