

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

October 10, 2017

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
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Sub: Recording of Analyst/Investor Meetings Dated October 09, 2017.

Sir,

Pursuant to Regulation 30(6) 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 October 07, 2017 in respect of Analyst/Investor Meet at Mumbai on October 09, 2017, please find enclosed herewith List of Investors participated (Annexure – I) and Presentation (Annexure – II) given to Investors thereon.

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.

(Annexure-I)

List of Analyst/Investors with company Management Representatives in Investors Meetings held on October 09, 2017 at Mumbai

Date of the Conference/Meetings	October 09, 2017
Type of Meetings	Group Meeting
Company Management Representatives	<ul style="list-style-type: none">• Dr. Anoop Kumar Mittal CMD, NBCC• Mr. Yogesh J.P Sharma, Executive Director (HQ)
Investors/Fund / Company	<p><u>List of Participant in Analyst/Investor Meet</u></p> <ul style="list-style-type: none">• J.P. Morgan India Private Ltd• SBICAP Securities Ltd• Macquarie Capital Securities (India) Private Ltd.• IDBI Capital Market & Securities Ltd• CLSA India Private Ltd• Goldman Sachs (India) Securities Private Ltd.• Morgan Stanley India Company Private Ltd• DSP Merrill Lynch Ltd.• Nomura Financial Advisory & Securities (India) Pvt. Ltd.• Investec Capital Services (India) Private Ltd• Citigroup Global Markets India Private Ltd• Axis Capital Ltd.• Batlivala & Karani Securities India Pvt. Ltd• JM Financial Institutional Securities Ltd• Edelweiss Securities Ltd• Kotak Securities Ltd (Institutional)• Quant Global Research• Birla Sun Life Insurance Company Ltd• IDFC Securities Ltd• Dolat Capital• Dalal&Broacha Stock Broking Pvt. Ltd.• AQF Advisors• IIFL Wealth Management Ltd.• Ambit Capital Pvt. Ltd.• JM Financial Services Ltd.• Kotak Securities Ltd. (Retail)



	<ul style="list-style-type: none"> • Systematrix Shares & Stocks (I) Ltd. • Sharekhan Limited • AnandRathi Institutional Equities • ICICI Securities Ltd. • IIFL Institutional Equities • UBS Securities India Private Ltd. • MotilalOswal Securities Ltd.
Did the discussions involved revealing any UPSI	No
Whether any presentation was made during discussion	Yes (attached)
Any Comments	No

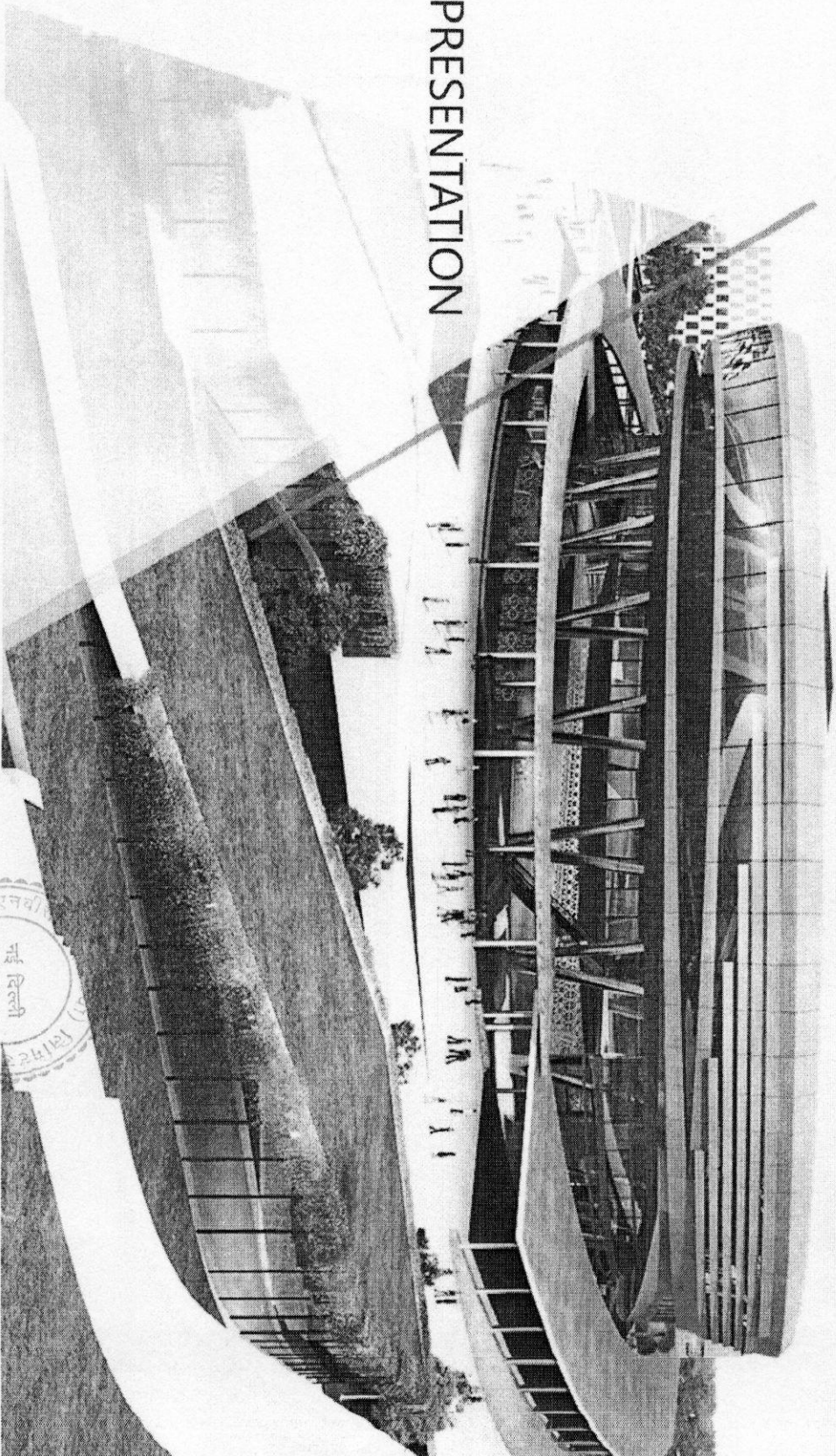




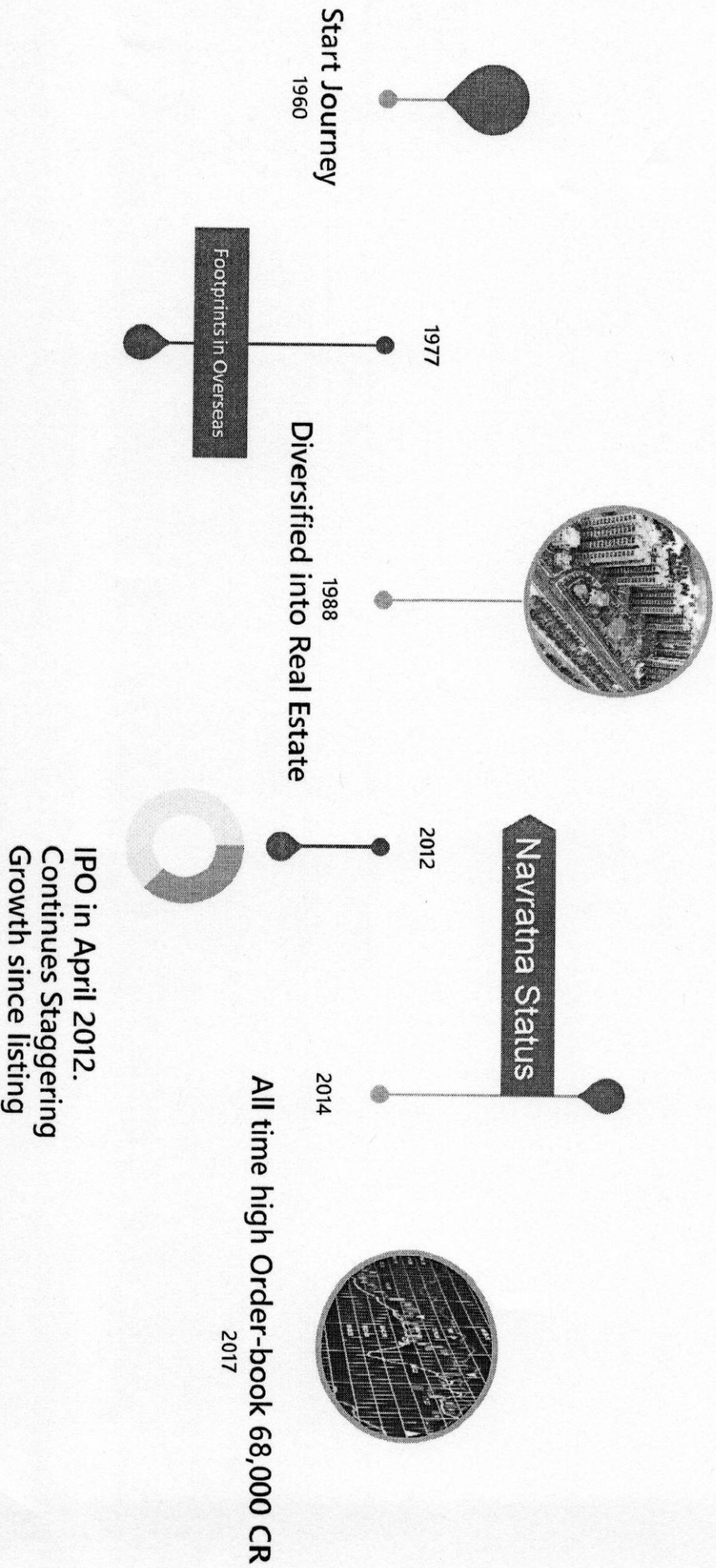
NBCC (India) Limited
(A Government of India Enterprise)

ANALYST MEET PRESENTATION

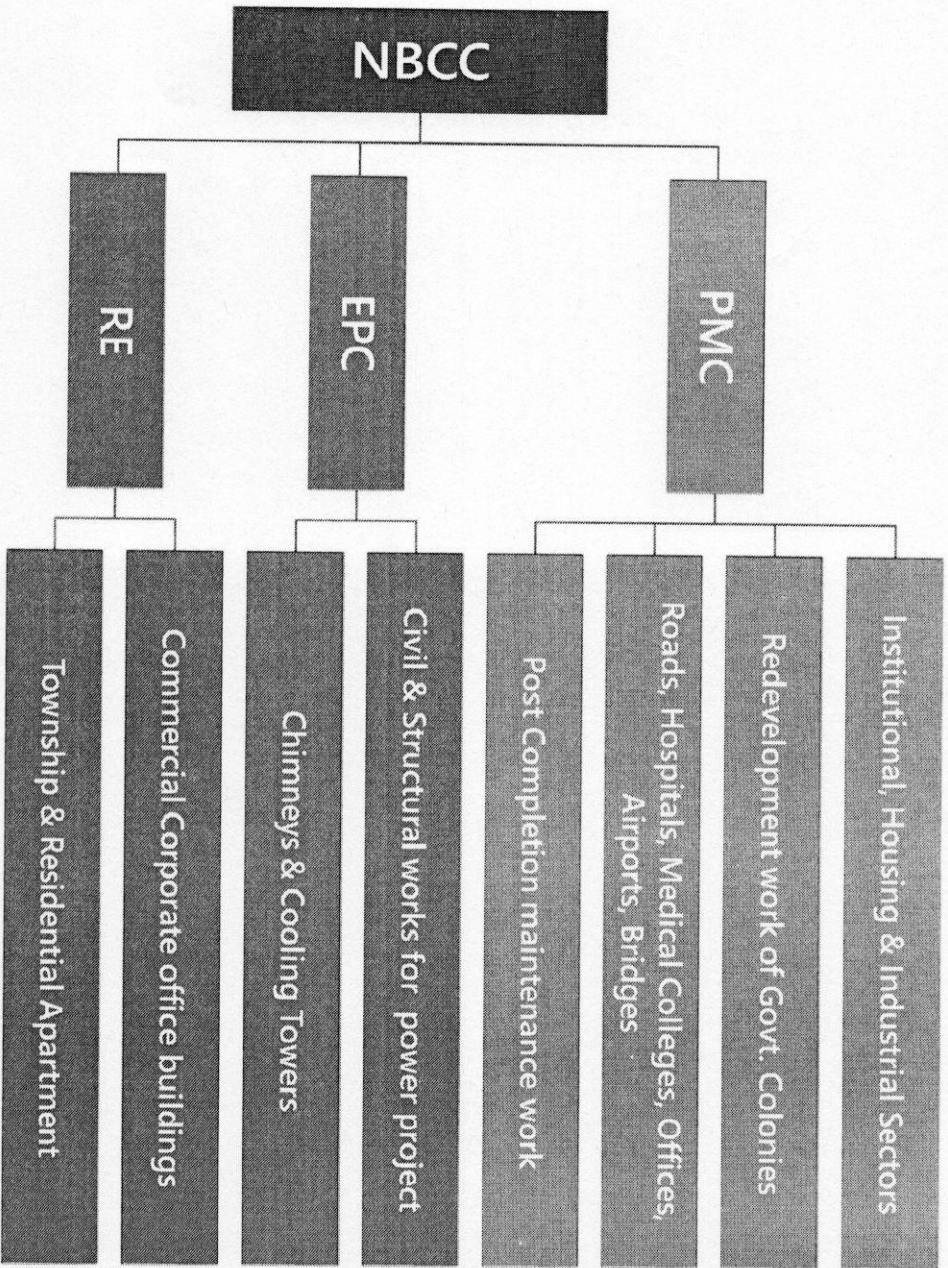
09.10.2017



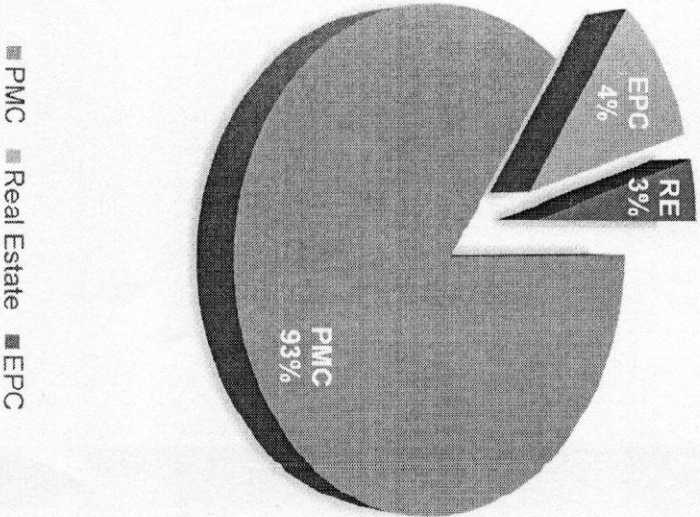
COMPANY JOURNEY TIMELINE



BUSINESS OVERVIEW

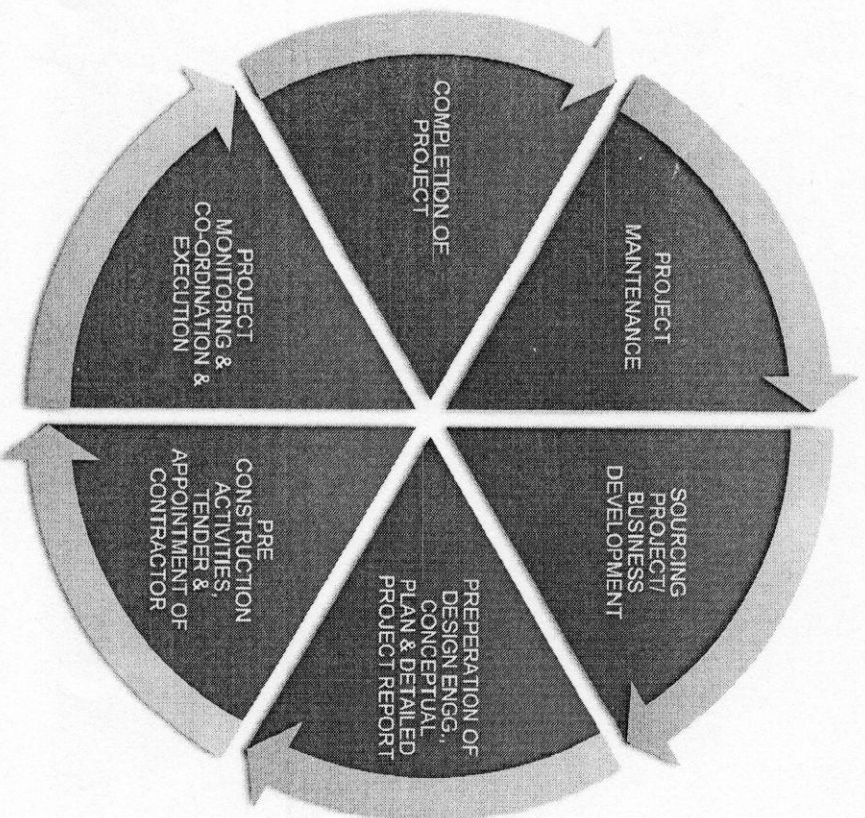


SEGMENT REVENUE



PMC BUSINESS MODEL - CONCEPT TO COMMISSIONING

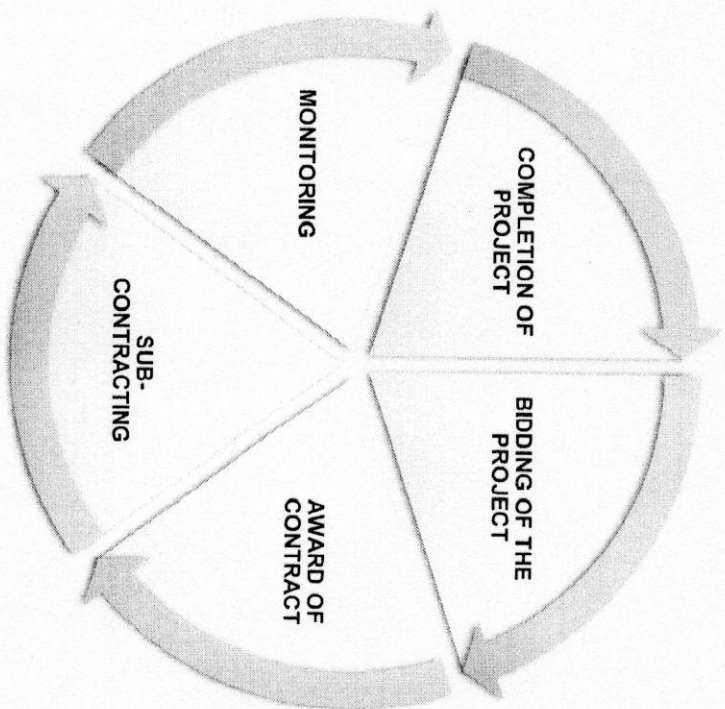
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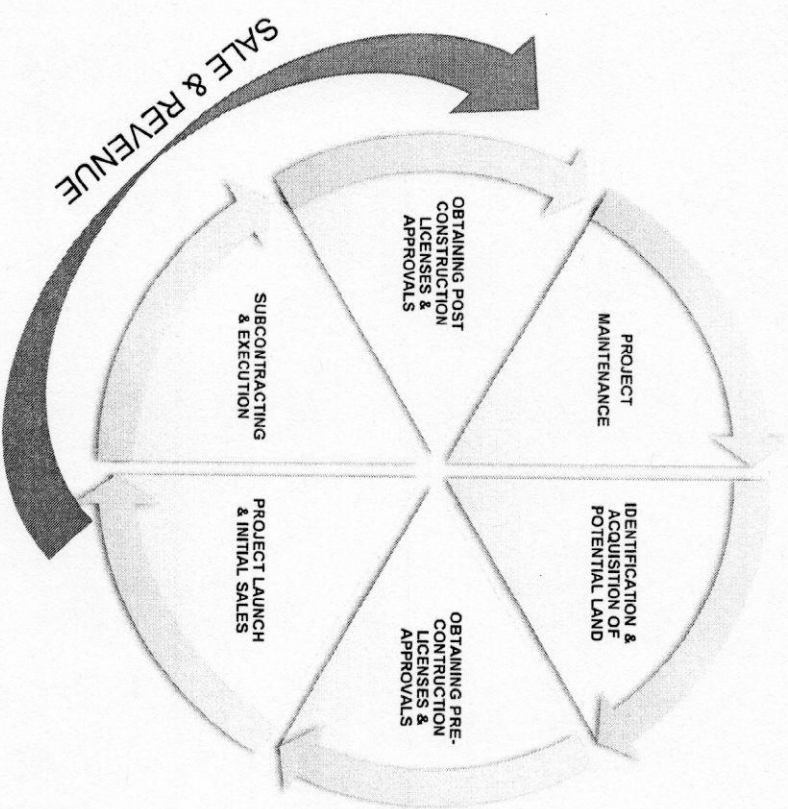
Project Management Consultancy (PMC) services-
implementation of the projects from Concept to Commissioning.

- 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



EPC



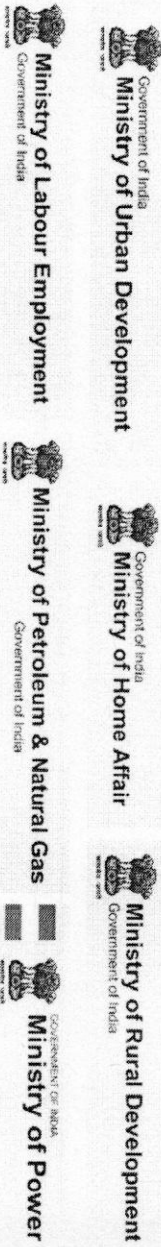
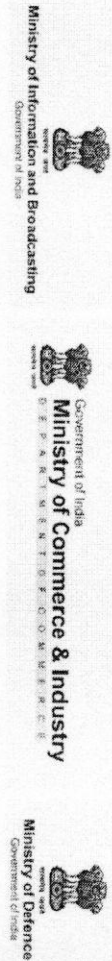
REAL ESTATE

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

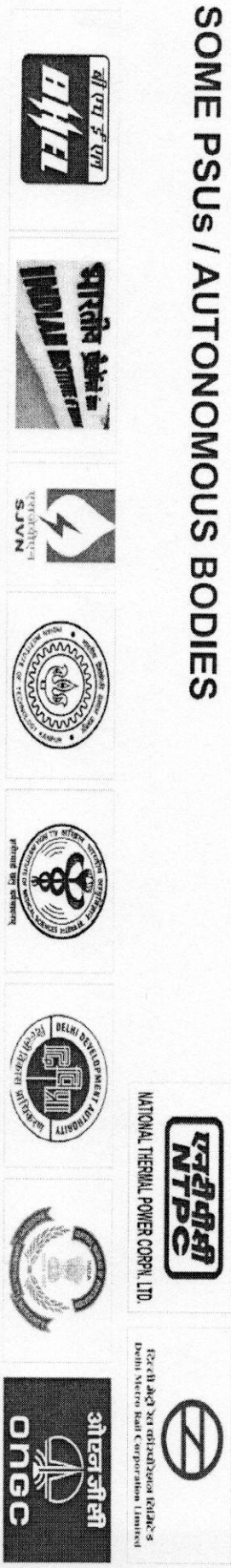
MAJOR CLIENTS

MINISTRIES OF GOI

- MINISTRY OF 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



MAJOR KEY BUSINESS UPDATES:

7

PLANNING TO SELL MORE COMMERCIAL/OFFICE TOWERS AT NAUROJI NAGAR, NEW DELHI IN UPCOMING MONTHS

AWARDED THE REDEVELOPMENT OF ITPO COMPLEX TO M/S SHAPOORJI PALLONJI AND CO. (P) LTD. - M/S SHAPOORJI PALLONJI QATAR W.L.L (JV)

AWARDED THE GOSIKHURD CANAL WORK TO M/S PUNJ LLOYD LIMITED

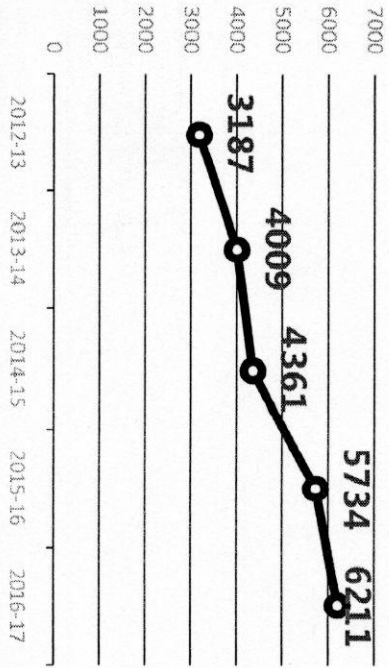
SIGNED AN AGREEMENT FOR EXPANSION OF SPORTS INJURY CENTRE, NEW DELHI' AMOUNTING RS. 464 CRORE

WORLD-CLASS WTC AT NAUROJI NAGAR

RECEIVED LOI FOR CUSTOMS AND EXCISE WORK AT WADALA, MUMBAI' AMOUNTING TO RS. 3200 CRORES (APPROX) ON SELF-REVENUE GENERATION MODEL.

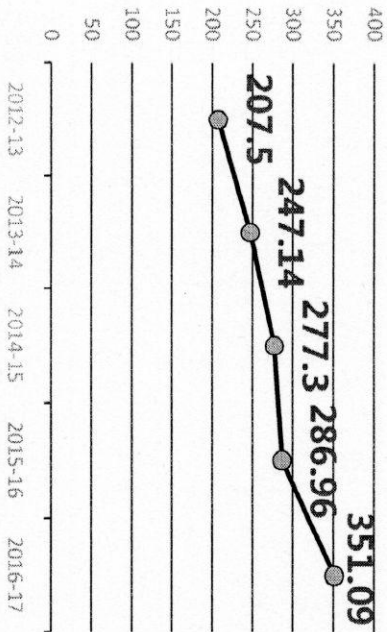
PERFORMANCE

TURNOVER



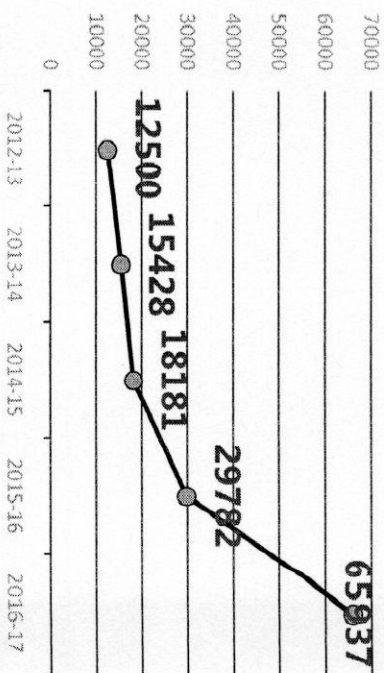
FINANCIAL YEAR	TURNOVER (In Crores)
2012-13	3187
2013-14	4009
2014-15	4361
2015-16	5734
2016-17	6211

NET PROFIT



FINANCIAL YEAR	PAT (In Crores)
2012-13	207.5
2013-14	247.14
2014-15	277.3
2015-16	286.96
2016-17	351.09

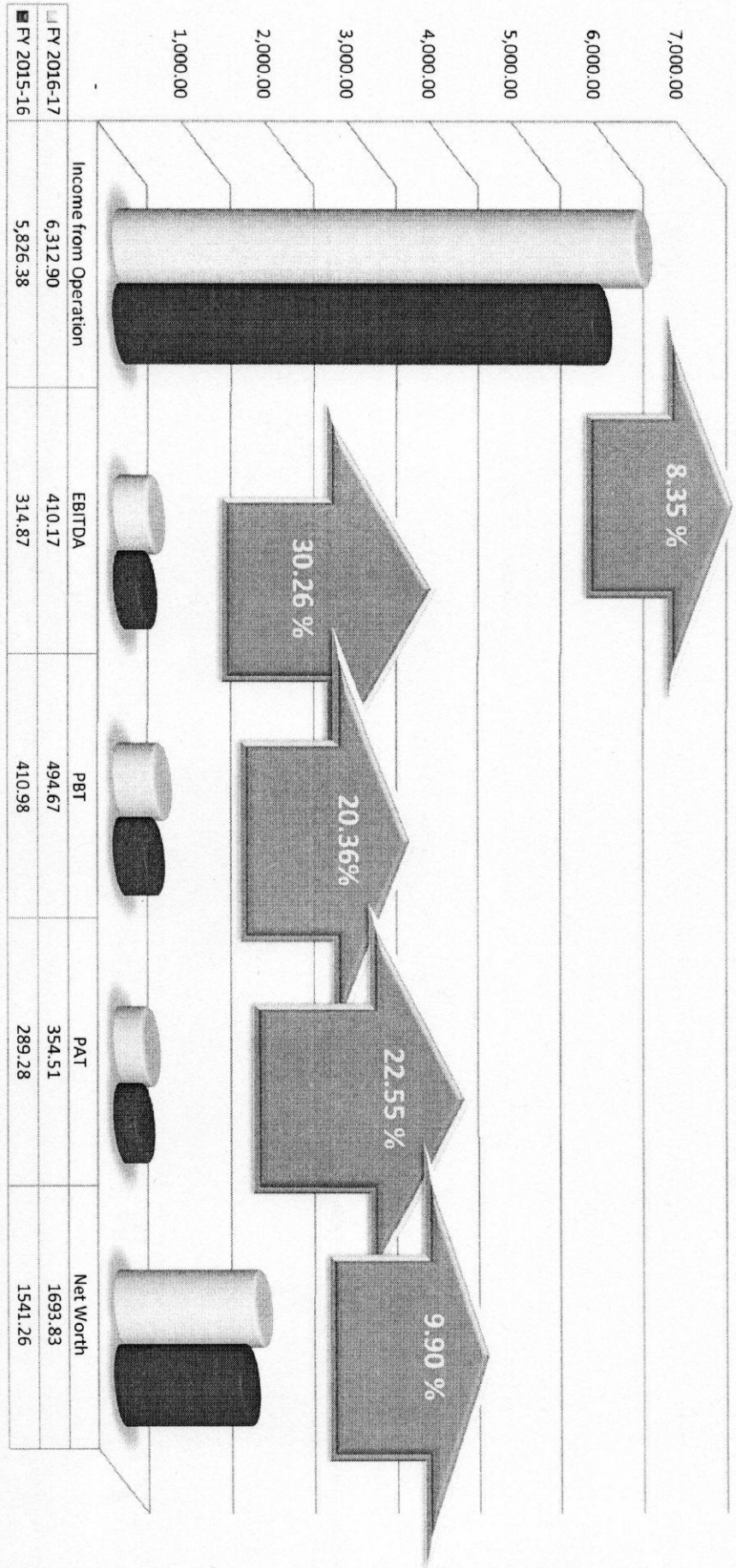
ORDER BOOK



FINANCIAL YEAR	ORDER BOOK (In Crores)
2012-13	12500
2013-14	15428
2014-15	18181
2015-16	29782
2016-17	65937

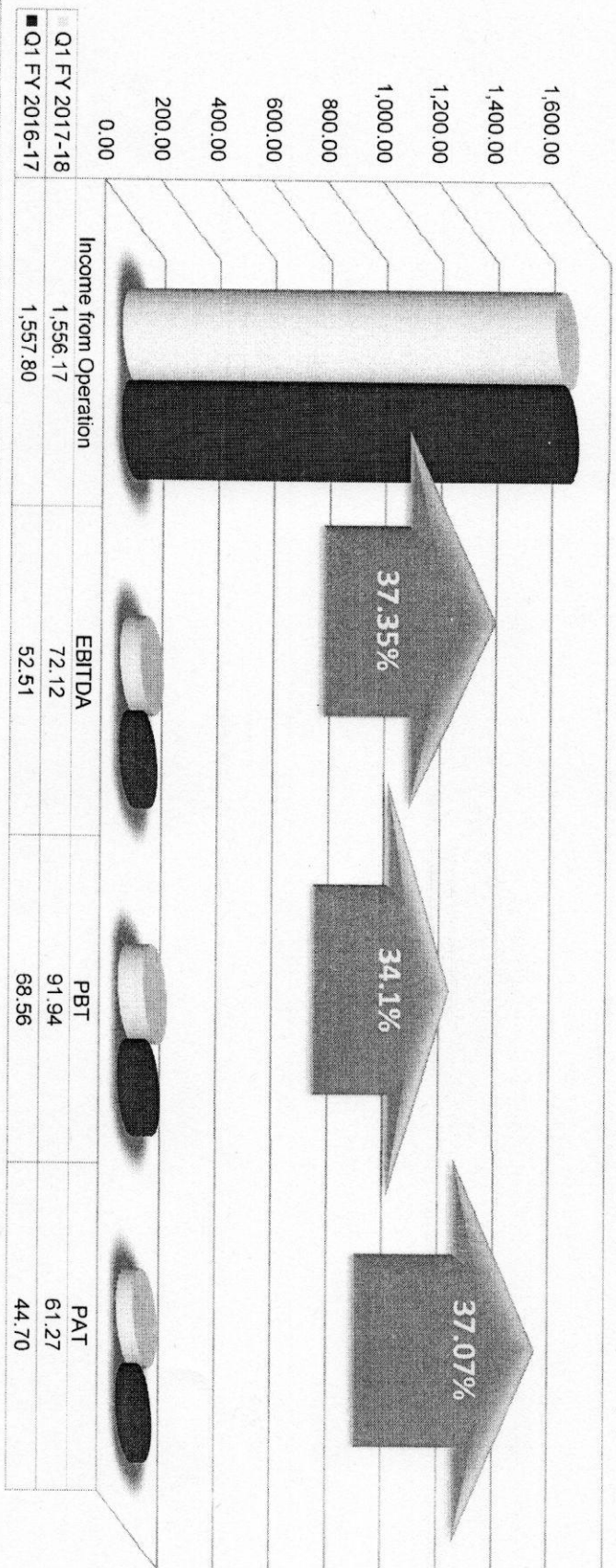
CONSOLIDATED ANNUAL FY 2016-17 - FINANCIAL PERFORMANCE

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

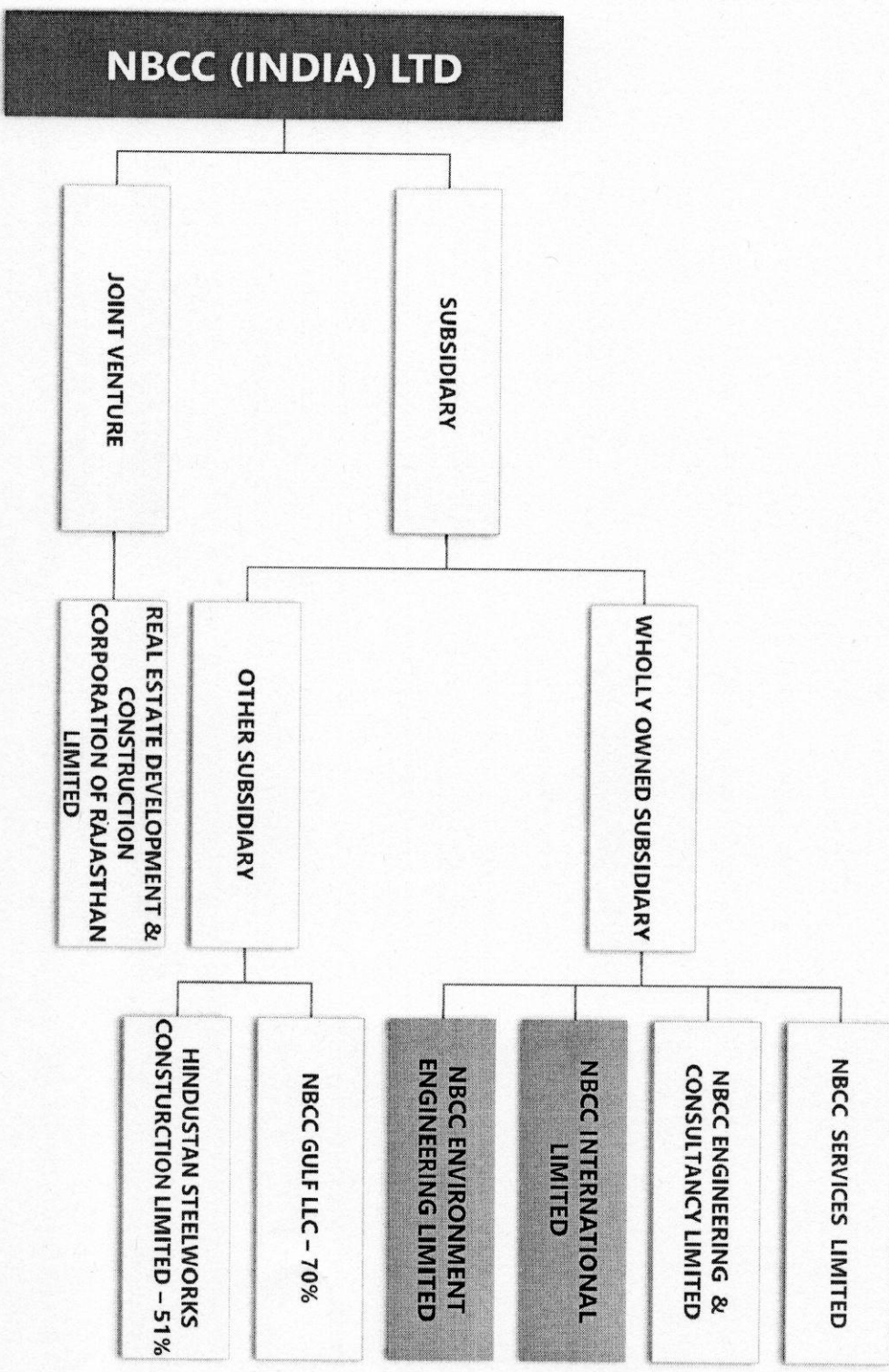


FINANCIAL HIGHLIGHTS OF Q1 FY 2017-18

QTR. ENDING JUNE 17 – CONSOLIDATED (Rs. Cr)



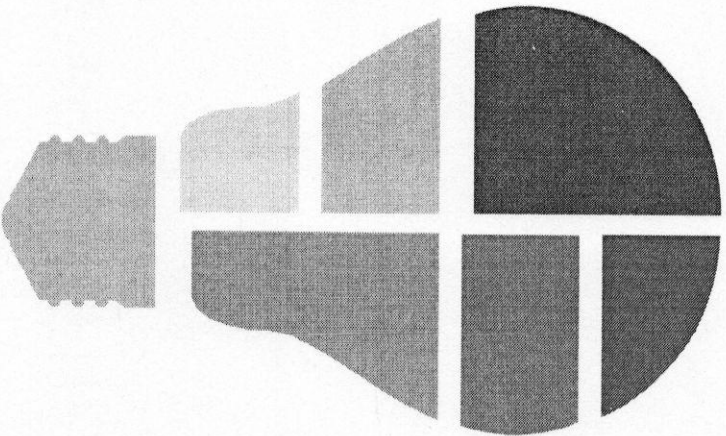
SUBSIDIARIES & JV'S



NEW ENDEAVOURS

NEW ENDEAVOURS

13



- **Design Build Contracts** for projects value more than Rs. 1000 cr.
- **New area of operation – Infrastructure works like 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 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)

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

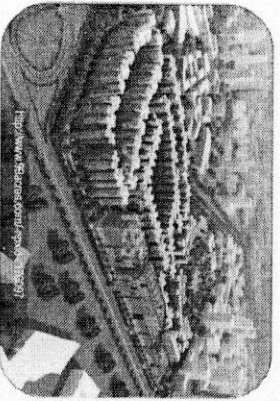
CPSE land will be used for affordable & low cost housing:

LMA for following CPSEs:

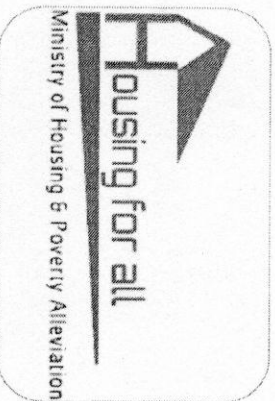
- Hindustan Cables Limited
- HMT Bearing Limited
- HMT Watches Limited
- Instrumentation Limited
- Tungabhadra Steel Products Limited
- Indian Drugs & Pharmaceuticals Limited
- Andaman and Nicobar Island and Forest plantation development Corporation Ltd.



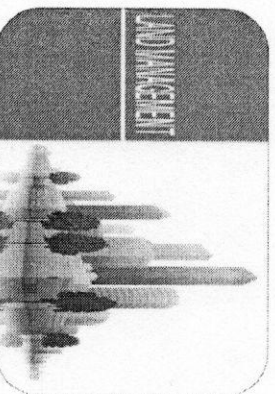
NEW ENDEAVOURS



REDEVELOPMENT OF
OLD GOVT. PROPERTIES



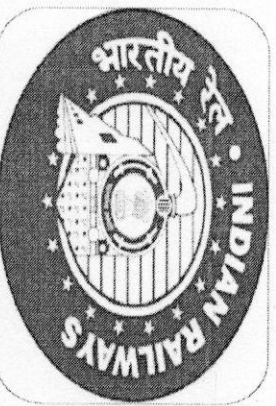
AFFORDABLE
HOUSING



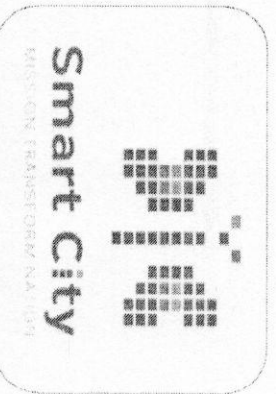
LMA - GOVT. LAND
MANAGEMENT



IRRIGATION



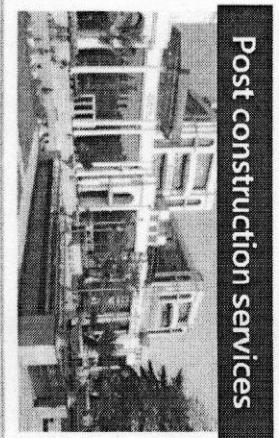
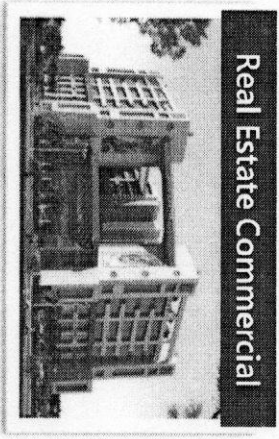
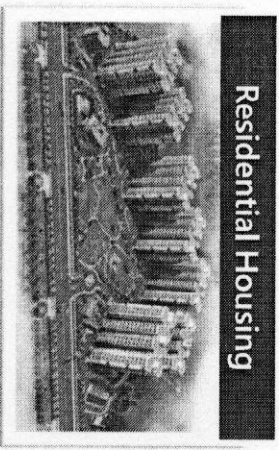
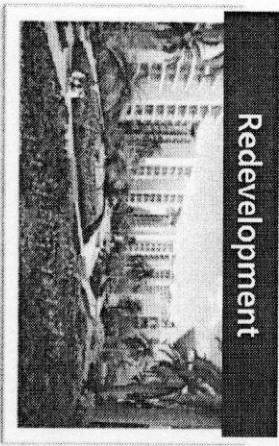
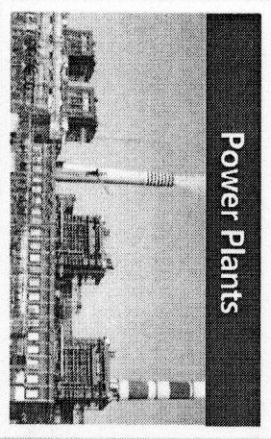
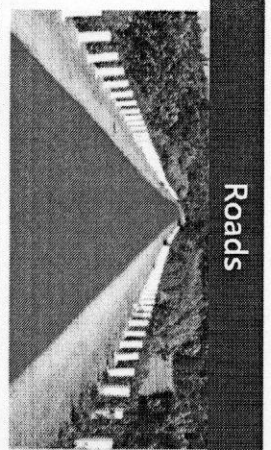
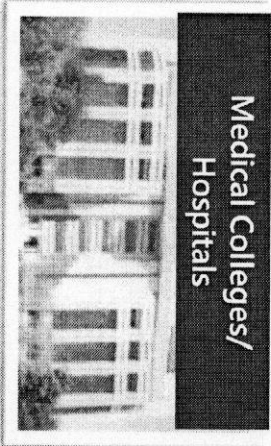
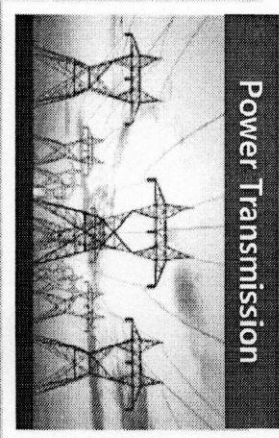
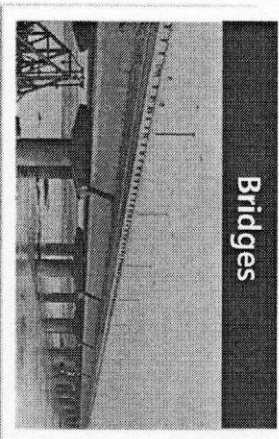
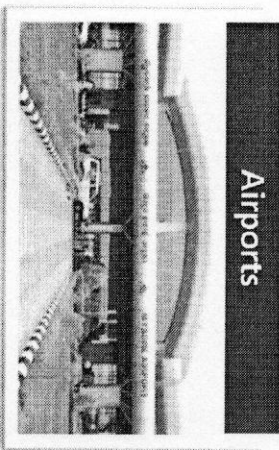
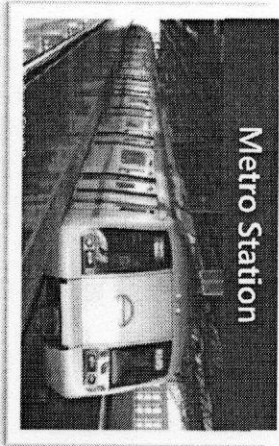
REDEVELOPMENT OF
SMART RAILWAY
STATIONS



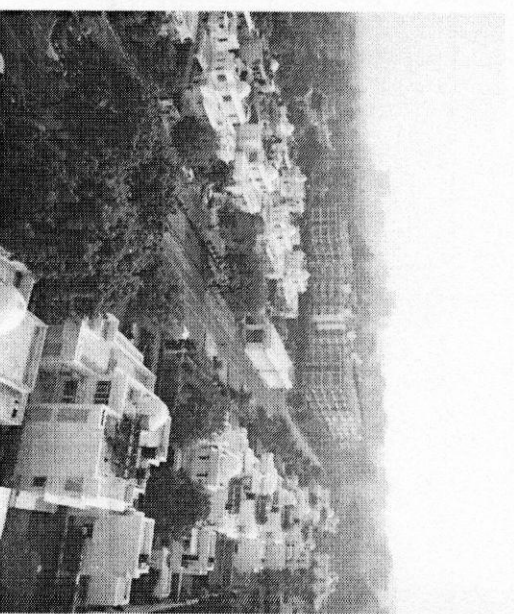
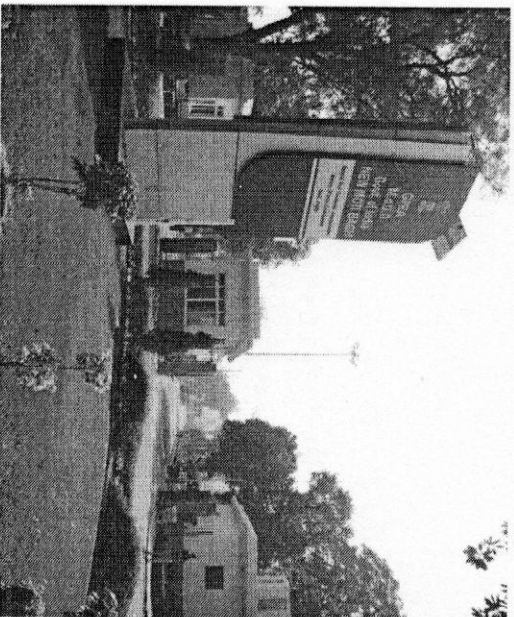
SMART CITIES

OVERVIEW OF MAJOR PROJECTS

MAJOR PROJECT SECTORS



NEW MOTI BAGH - REDEVELOPMENT BUSINESS MODEL

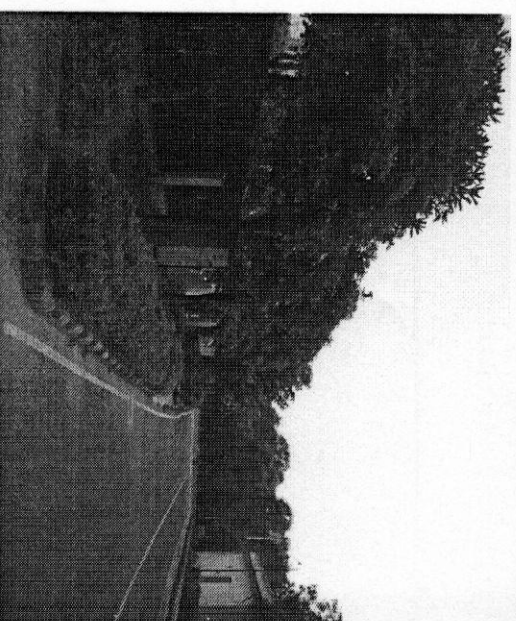


✓ Successfully Executed Moti-Bagh (East) Redevelopment work

✓ Project Value Rs. 524 Cr

✓ India's first Largest Green Home Complex Silver Rating by IGBC

✓ 110 Acres Senior Govt. Officer complex with villas & apartment

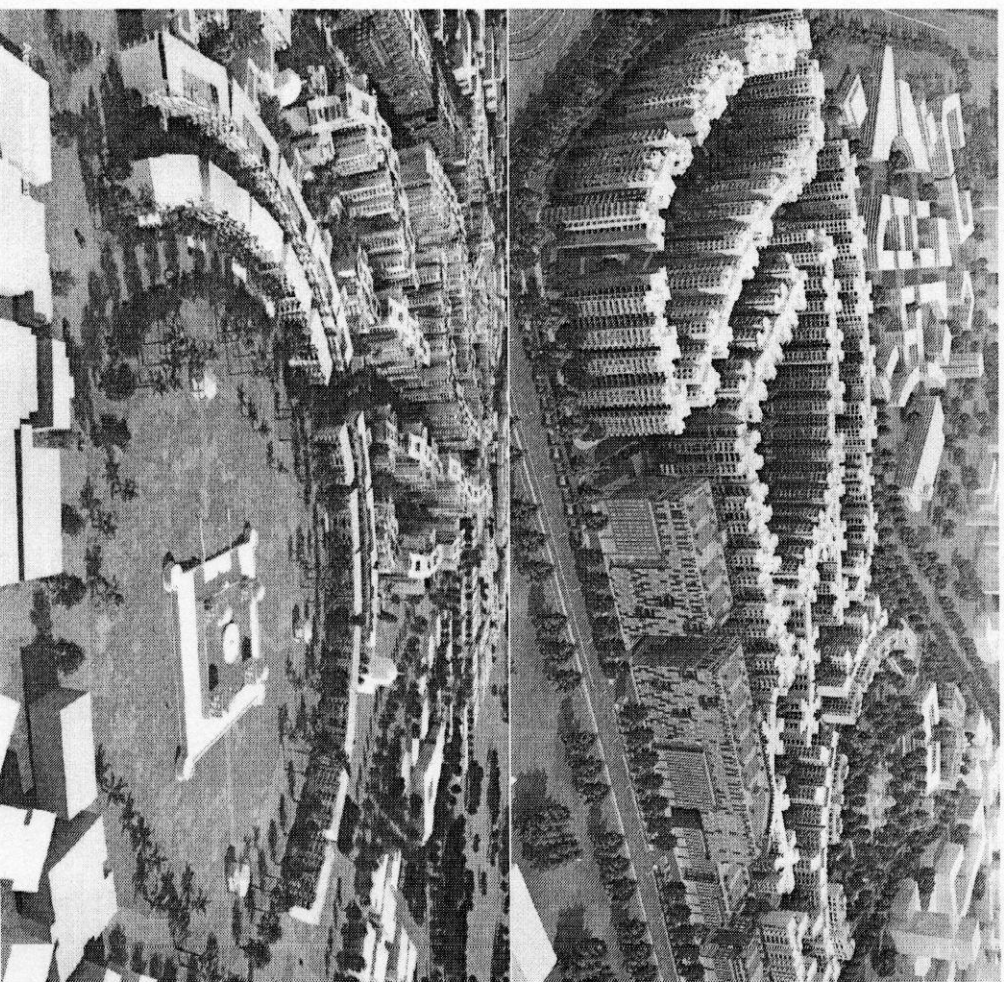


REDEVELOPMENT OF KIDWAI NAGAR (EAST)

General Pool Residential Accommodation (GPRA) at

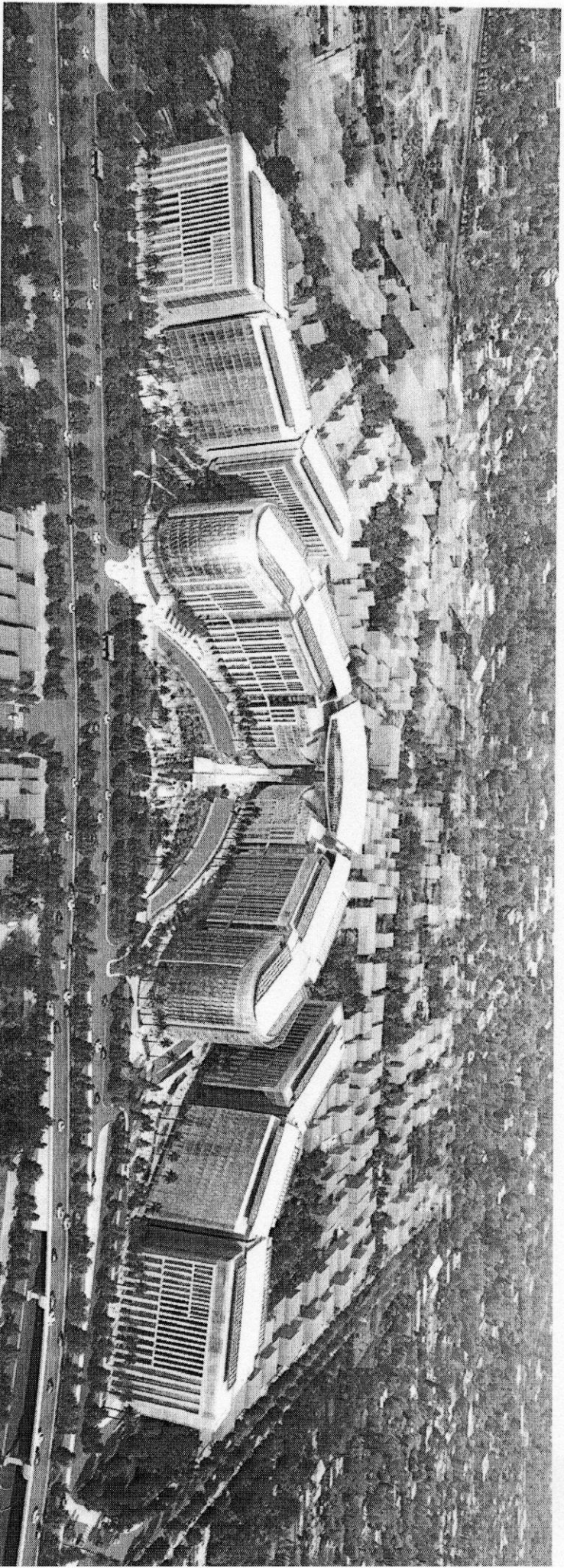
East Kidwai Nagar, New Delhi on 86 acres land.

- ✓ Existing 2444 houses demolished to construct 4706 DU's at an cost of 5298 Crores
- ✓ Project to be financed by lease sale of commercial/office space of 1.3 Million sqft for a period of 30 years.
- ✓ Completion period is 5 years ending Dec-2019.



PROPOSED PLAN – REDEVELOPMENT OF NAUROJI NAGAR, NEW DELHI

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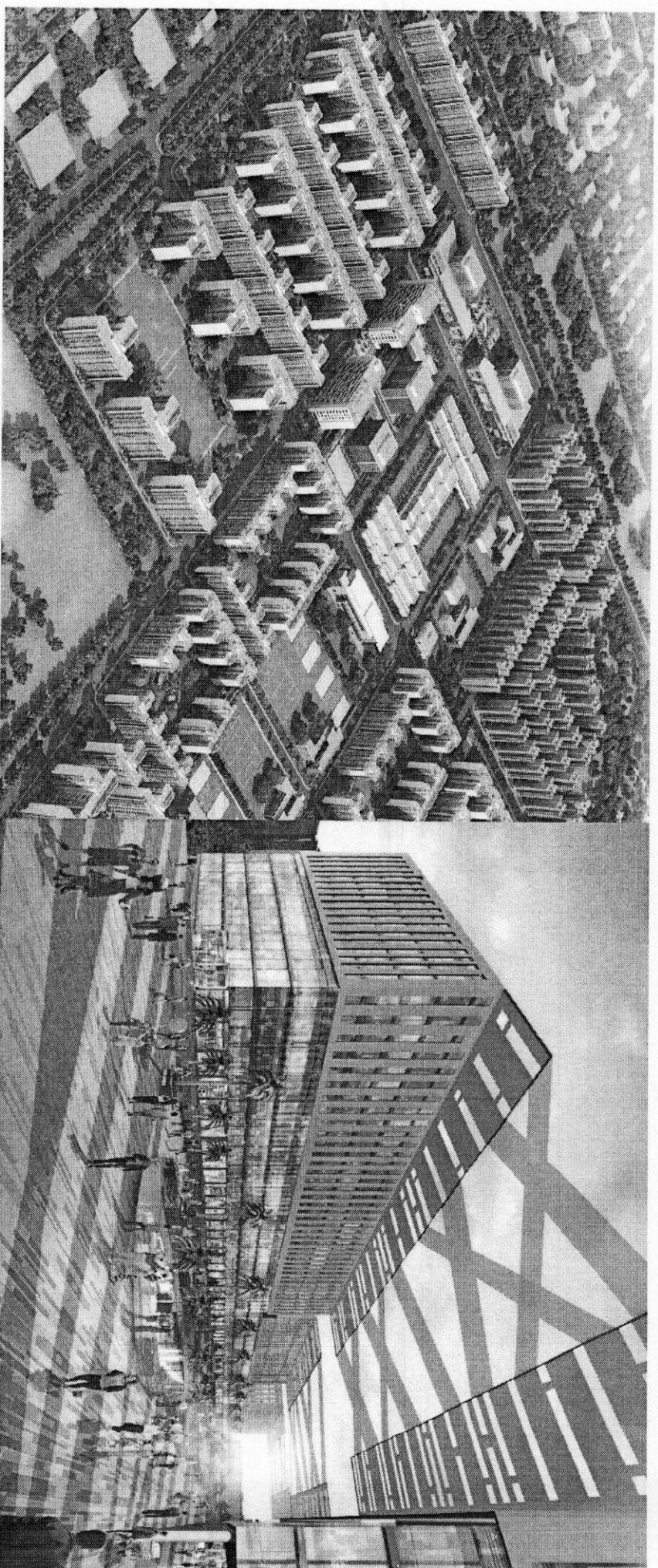


- Redevelopment of Nauroji Nagar – spread over 25 acres
- Existing 628 houses demolished to create commercial/ office spaces.
- Total No. of Commercial Towers. – 12 with commercial value of Rs. 12,000 Cr

**FIRST WORLD TRADE CENTRE IN
NEW DELHI**

MILESTONE PROJECTS - CREATING A NICHE IN REDEVELOPMENT

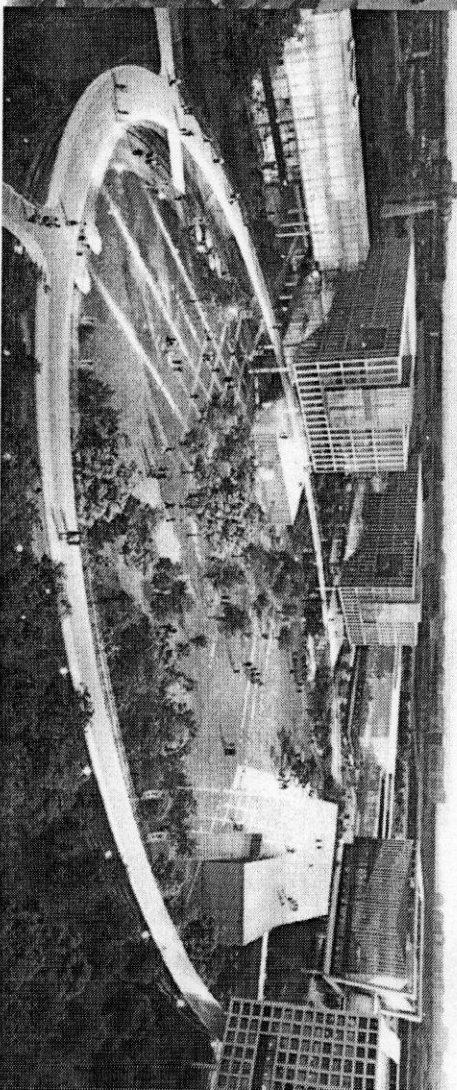
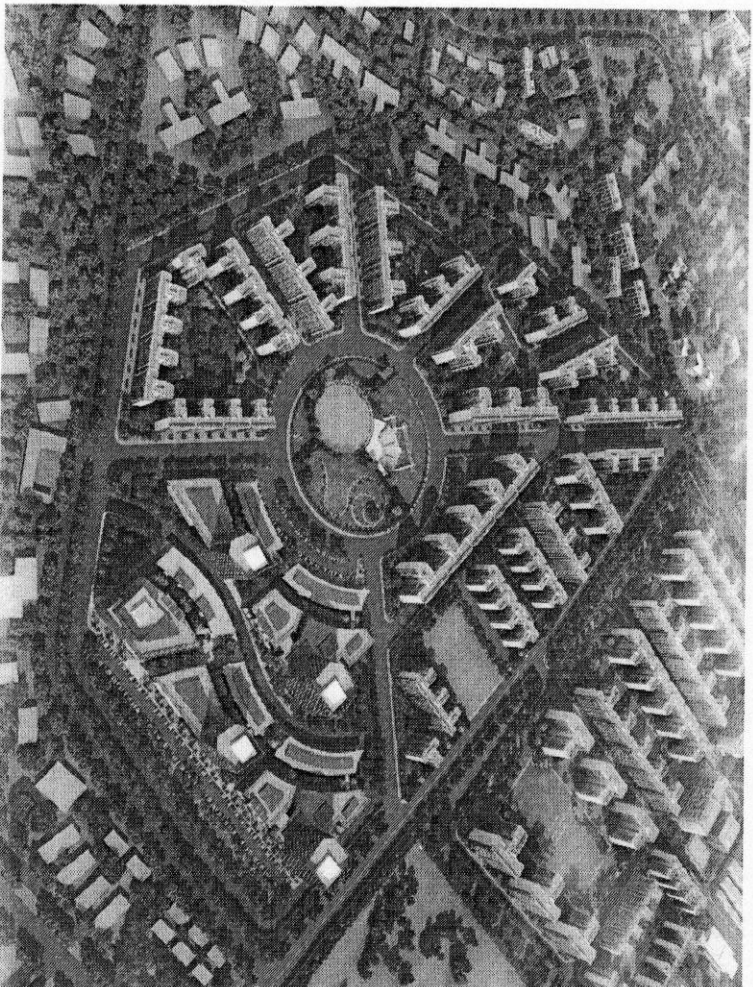
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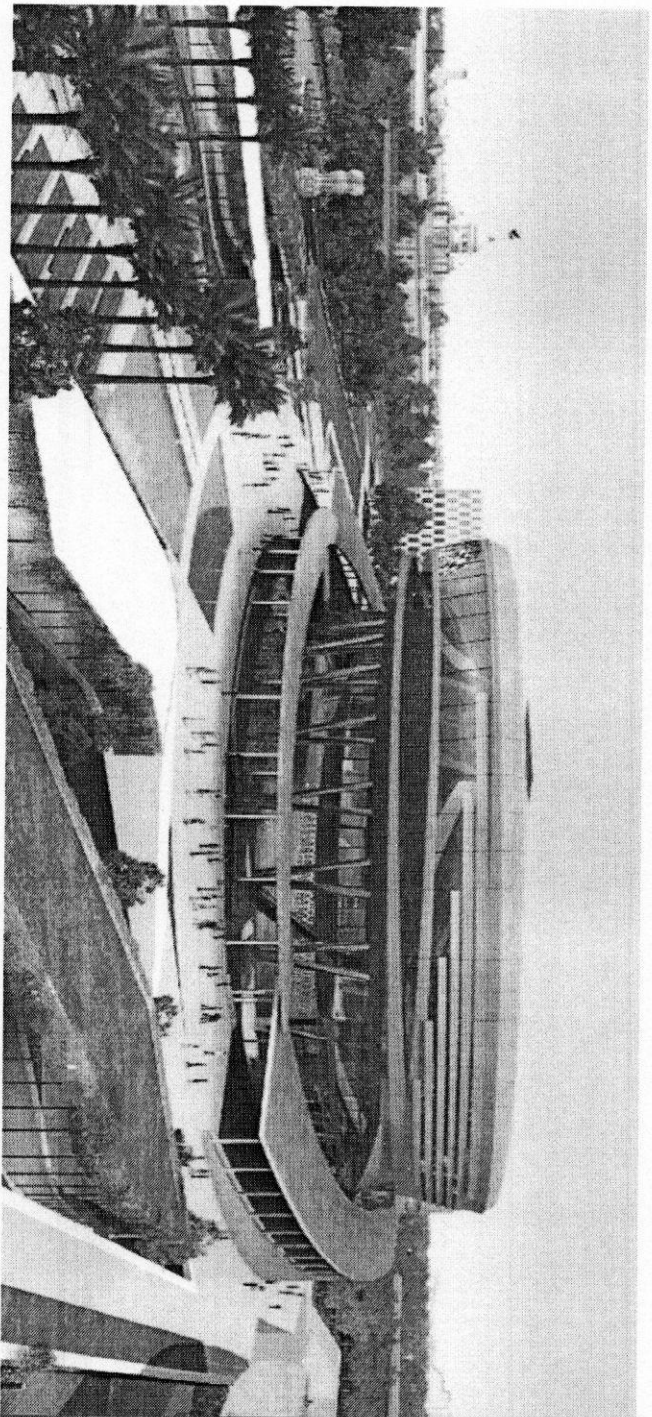
- **Redevelopment of Sarojini Nagar** – spread over 288.12 acres
- Existing 4687 houses to be demolished to create 10655 houses + commercial/ office spaces.

MILESTONE PROJECTS - CREATING A NICHE IN REDEVELOPMENT

22



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

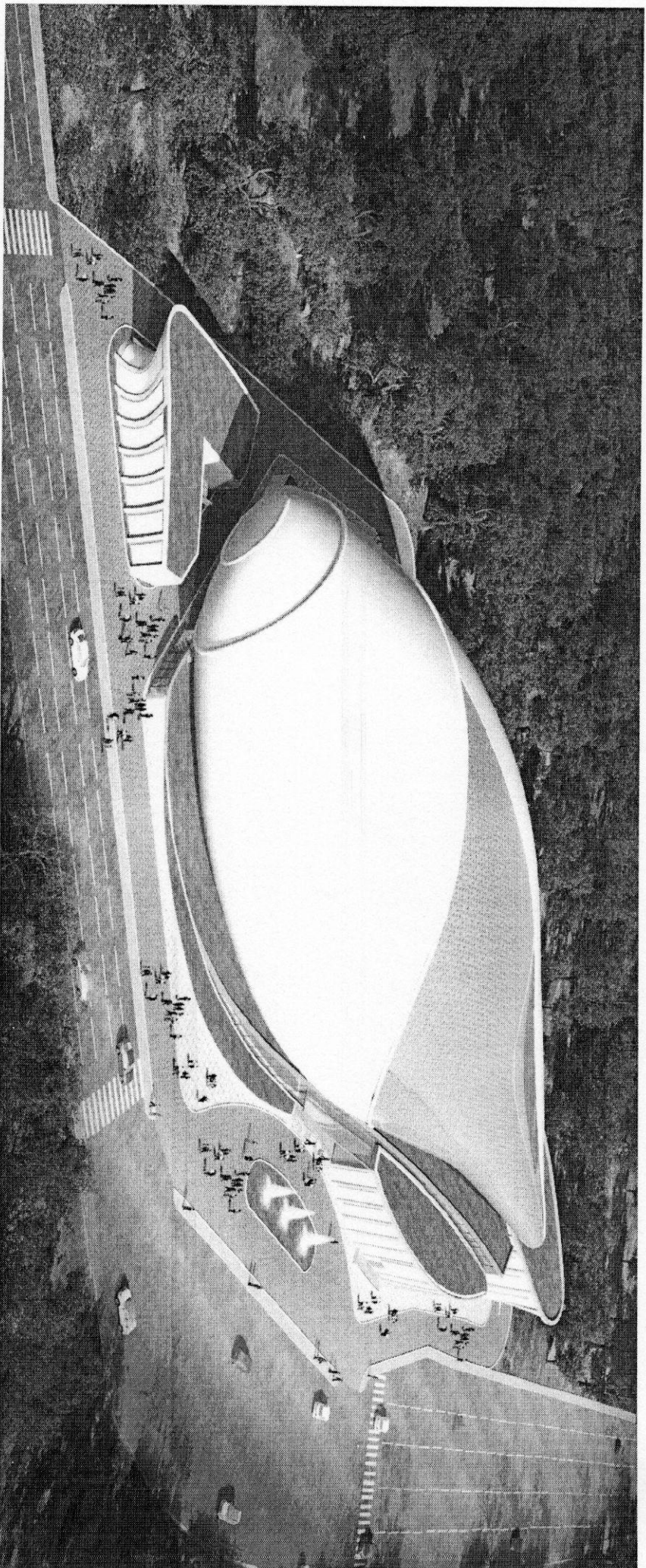


Awarded the work to M/s
Shapoorji Pallonji and Co. (P)
Ltd. - M/s Shapoorji Pallonji
Qatar W.L.L

- 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 the Phase-I is expected in 2 years (August-2019).

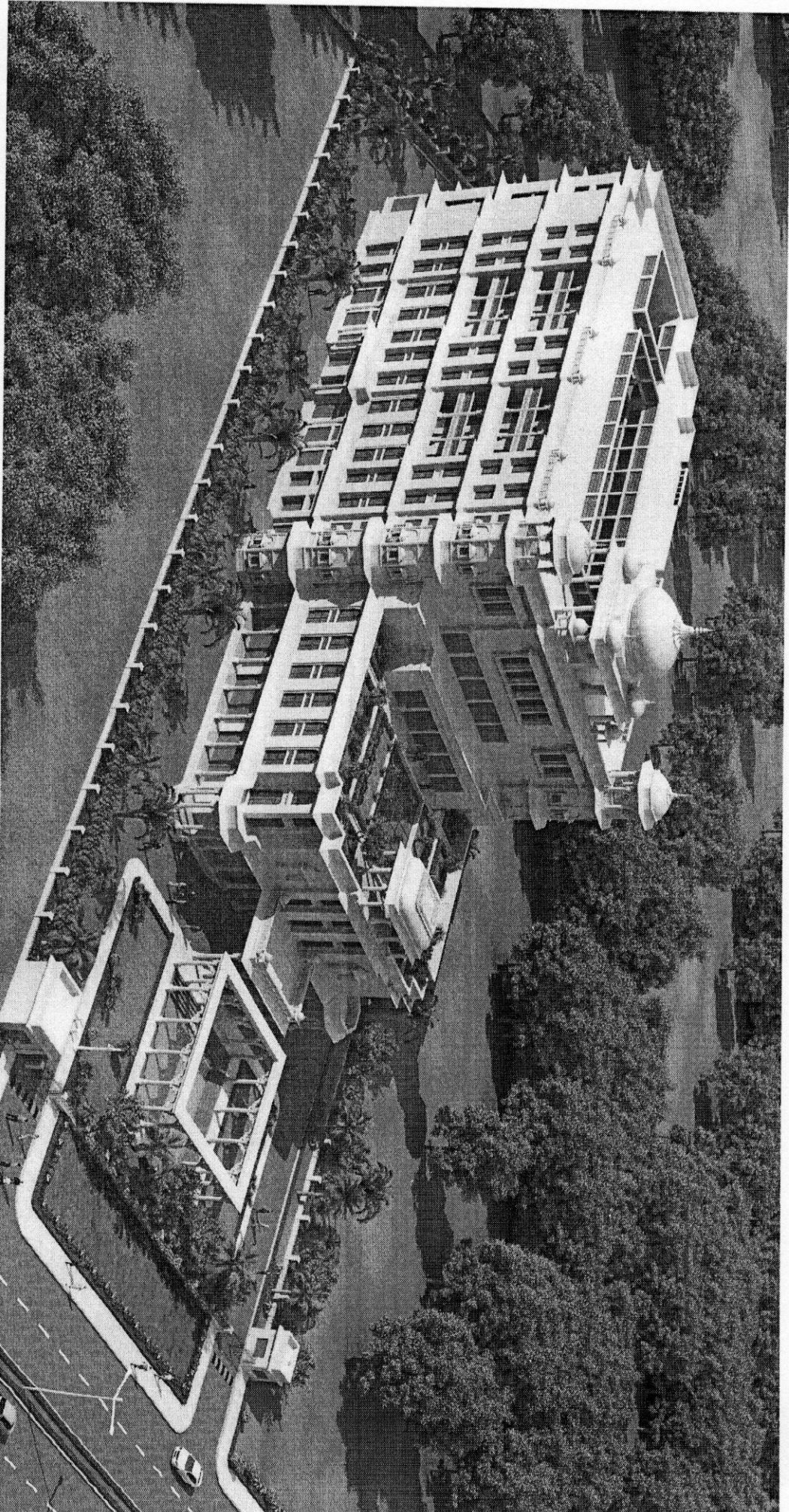
2400 SEATER AUDITORIUM, KOLKATA

24

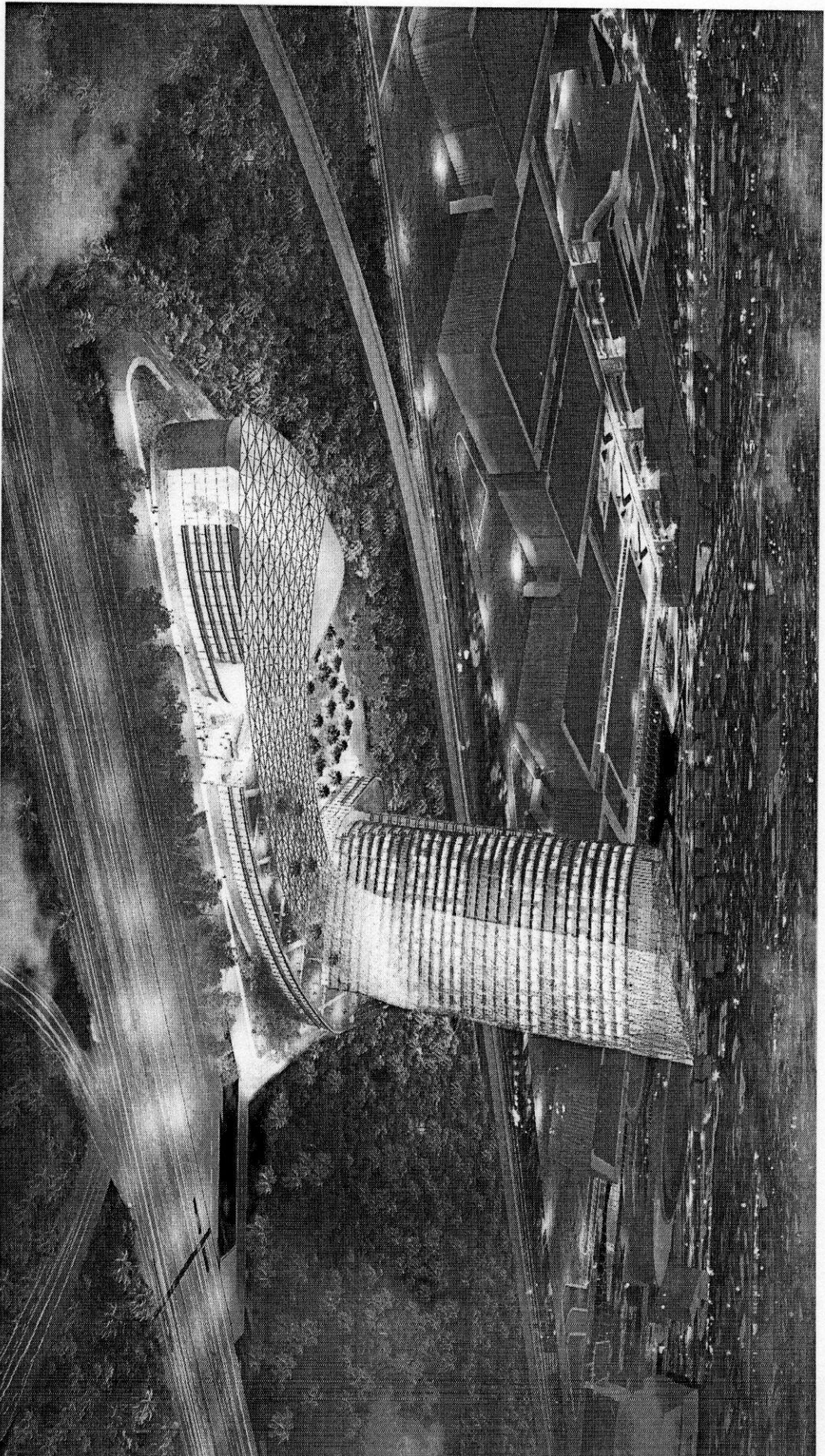


- **Project Cost:-** Rs 418.00 Cr
- **Scope of Work:-** State of the art 2400 seated auditorium with allied facilities for Govt. of W.B.

GUJARAT BHAWAN



SDMC HQ - NEW DELHI



OVERVIEW OF GLOBAL PRESENCE

GLOBAL PRESENCE



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

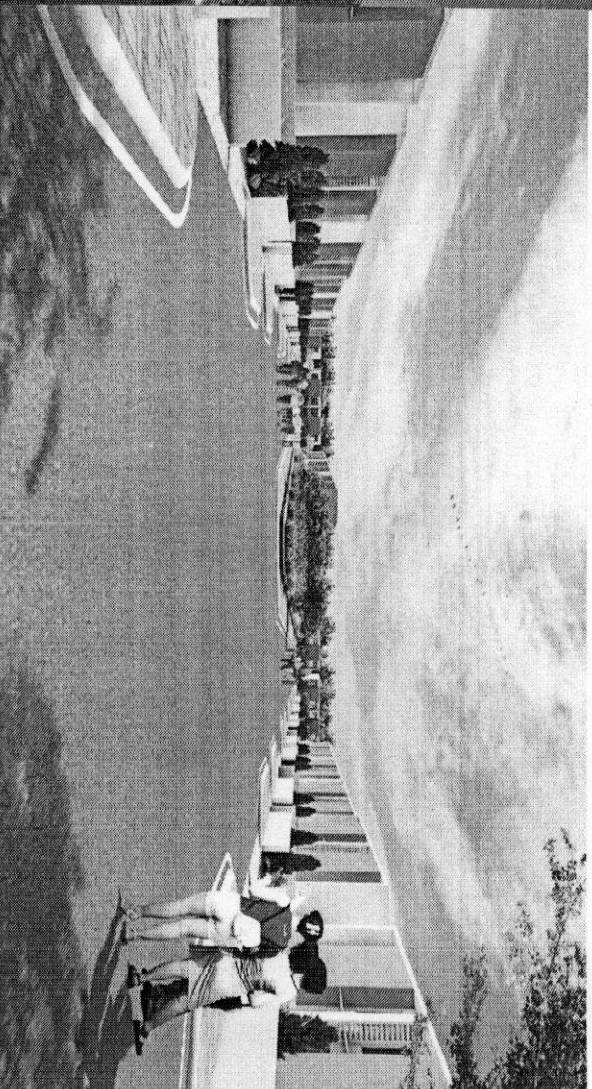
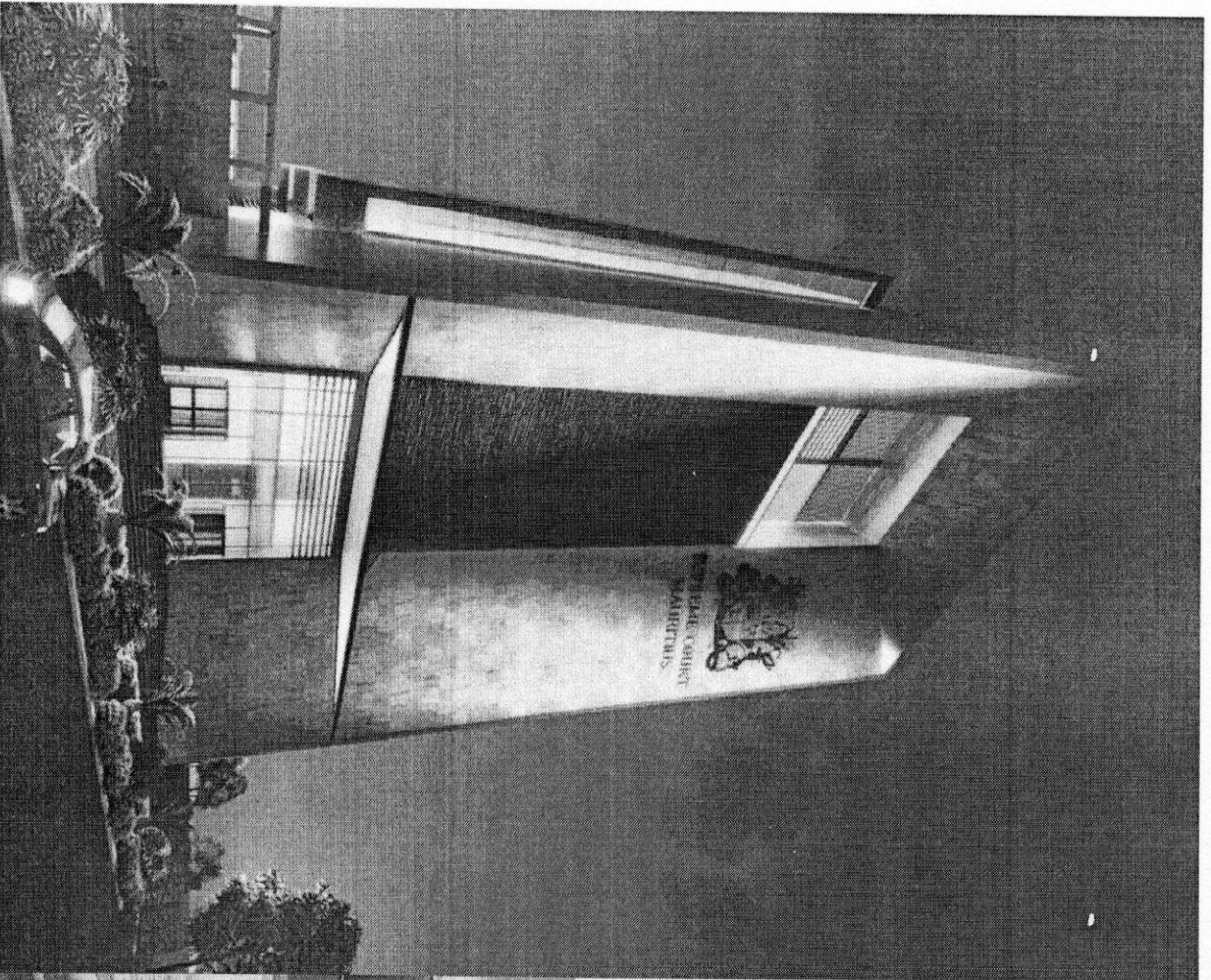


INCREASED FOCUS OF EXPLORING OVERSEAS MARKETS

- Agreement signed between NBCC and Mauritius Government for **Construction of Social Housing at Dagotiere and Mare Tabac, Mauritius.**
- Agreement signed between NBCC and Mauritius Government for **Construction of New Supreme court Building** on PMC basis.
- NBCC incorporated NBCC International Limited for exploring Overseas business opportunities in African countries like Kenya, Seychelles, Zambia etc. and in the Republic of Azerbaijan and Malaysia.

SUPREME COURT BUILDING 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).



MOU'S WITH FOREIGN COMPANIES

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INTERNATIONAL PARTNERSHIPS

<ul style="list-style-type: none"> AI NABA SERVICES LLC, OMAN 	<p>Exploring and securing infrastructure projects in Sultanate of Oman & neighboring countries.</p>
<ul style="list-style-type: none"> CIDBH, MALAYSIA 	<p>Promoting technical co-operation for mutual benefits in planning, design, construction, operation and maintenance, management and financing of infrastructure projects</p>
<ul style="list-style-type: none"> GREMOUND ENGINEERING LTD, HUNGARY 	<p>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.</p>
<ul style="list-style-type: none"> SCOMI 	<p>Jointly promoting business and executing Monorails/Mass Rapid Transit System (MRTS) Projects for mutual benefits by sharing experience and expertise.</p>
<ul style="list-style-type: none"> MOBE (MEMORANDUM OF BUSINESS EXPLORATION) WITH CRECM, MALAYSIA & AMONA GROUP 	<p>Strategic partnership is entered for exploration of Redevelopment of Area around New Delhi Railway Station.</p>
<ul style="list-style-type: none"> KOREA LAND & HOUSING CORPORATION, (LH) A STATE OWNED PUBLIC ENTERPRISE OF REPUBLIC OF KOREA 	<p>Strategic partnership MOU with Korea Land & Housing Corporation, (LH) a state owned public Enterprise of Republic of Korea expert in developing housing</p>
<ul style="list-style-type: none"> RUSSIA'S ROSINFORMEXPORT LLC 	<p>Jointly participate in the smart city projects in India.</p>
<ul style="list-style-type: none"> POLAND'S BOLIX 	<p>MOU with Bolix to use their thermal insulation technology which could save energy cost by 30-35 per cent.</p>

Thank You

NBCC (India) Limited
Lodhi Road
New Delhi - 110003

