

Ref. No: NBCC/BSENSE/2024-25

January 15, 2025

नेशनल स्टॉक एक्सचेंज ऑफ़ इंडिया लिमिटेड एक्सचेंज प्लाजा, प्लॉट नंबर सी/1, जी ब्लॉक, बांद्रा-कुर्ला कॉम्प्लेक्स बांद्रा (ई) मुंबई 400051 एनएसई प्रतीक: एनबीसीसी/EQ National Stock Exchange of India Ltd. Exchange Plaza, Plot No C/1, G Block, Bandra –Kurla Complex Bandra (E) -Mumbai-400051	बीएसई लिमिटेड फिरोज जीजीभोय टॉवर, दलाल स्ट्रीट, मुंबई -400001 स्क्रिप कोड: 534309 BSE Ltd. Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai-400001
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Subject (विषय): Intimation of Analyst/ Institutional Investor Meet

Sir (महोदय),

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015, this is to inform that schedule of International Non-deal Road Shows meet/Analyst/Institutional Investor meet is proposed to be held as under:

Sr. No.	Type of Investor meet	Date of the Investor meet	Mode	Location
1	Group Investor/One-on-One Investor meetings	20th January, 2025	Physical	Singapore
2		21st January, 2025	Physical	Singapore
3		22nd January, 2025	Physical	Hong Kong
4		23rd January, 2025	Physical	Abu Dhabi
5		24th January, 2025	Physical	Dubai

A presentation to investors is attached at **Annexure-I**

The information is also available on the website of the Company at <https://www.nbccindia.in/webEnglish/investorPresentation>

This is for your information and record.
Thanking You

Yours Sincerely,
For NBCC (India) Limited

Deepti Gambhir
Company Secretary
F-4984



NBCC (India) Limited

Corporate Presentation



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About Us – CPSE Pioneer in Building Construction



Public sector enterprise with 64 years proven track record



Listed in 2012, among the top 500 public listed companies with Govt shareholding of 61.75%



Leading CPSE in construction arena, having domestic & international presence



Only CPSE working in Real Estate and providing solution for Stalled Project



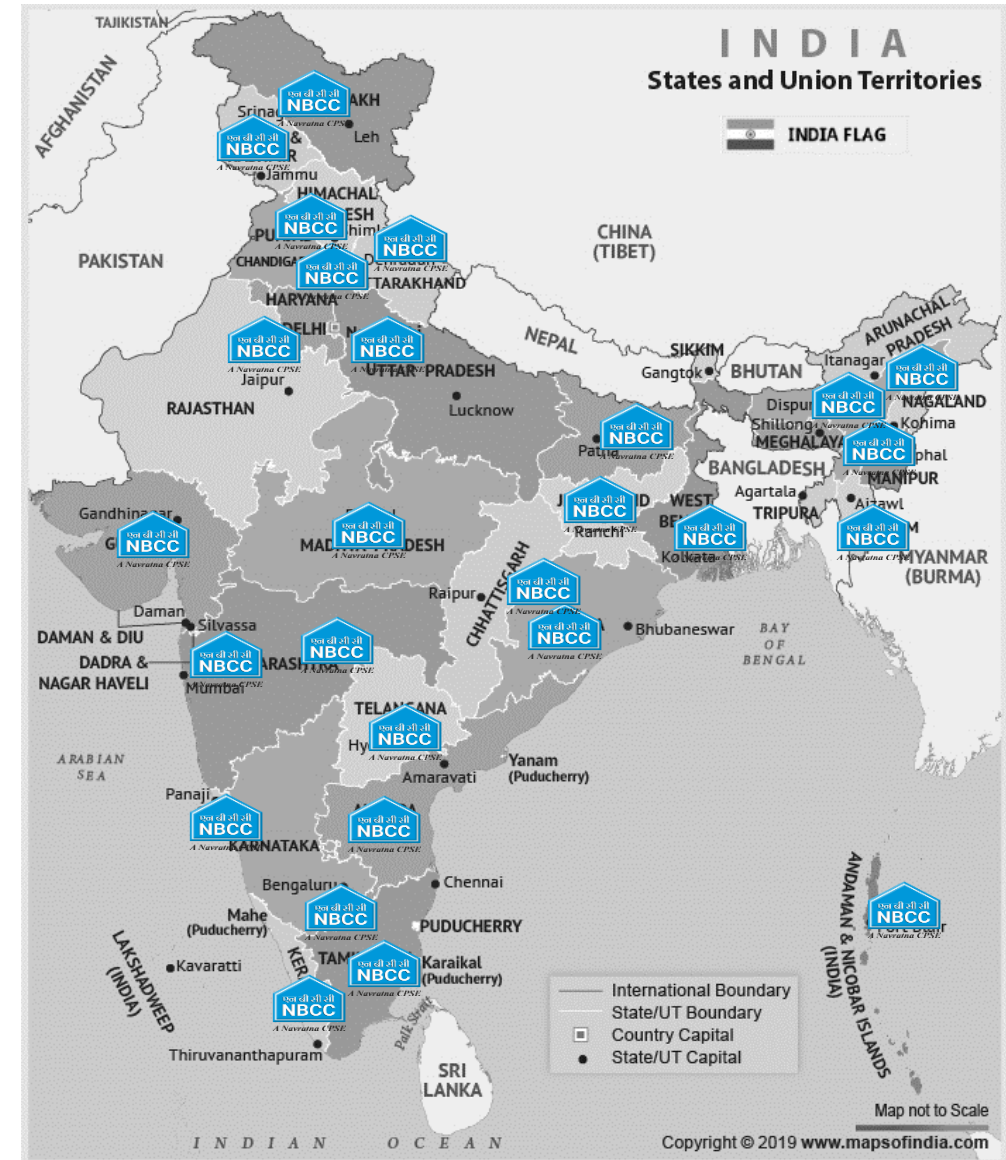
Pioneer in redevelopment – Self sustained model



INR 1 trillion plus Order book on consolidated basis

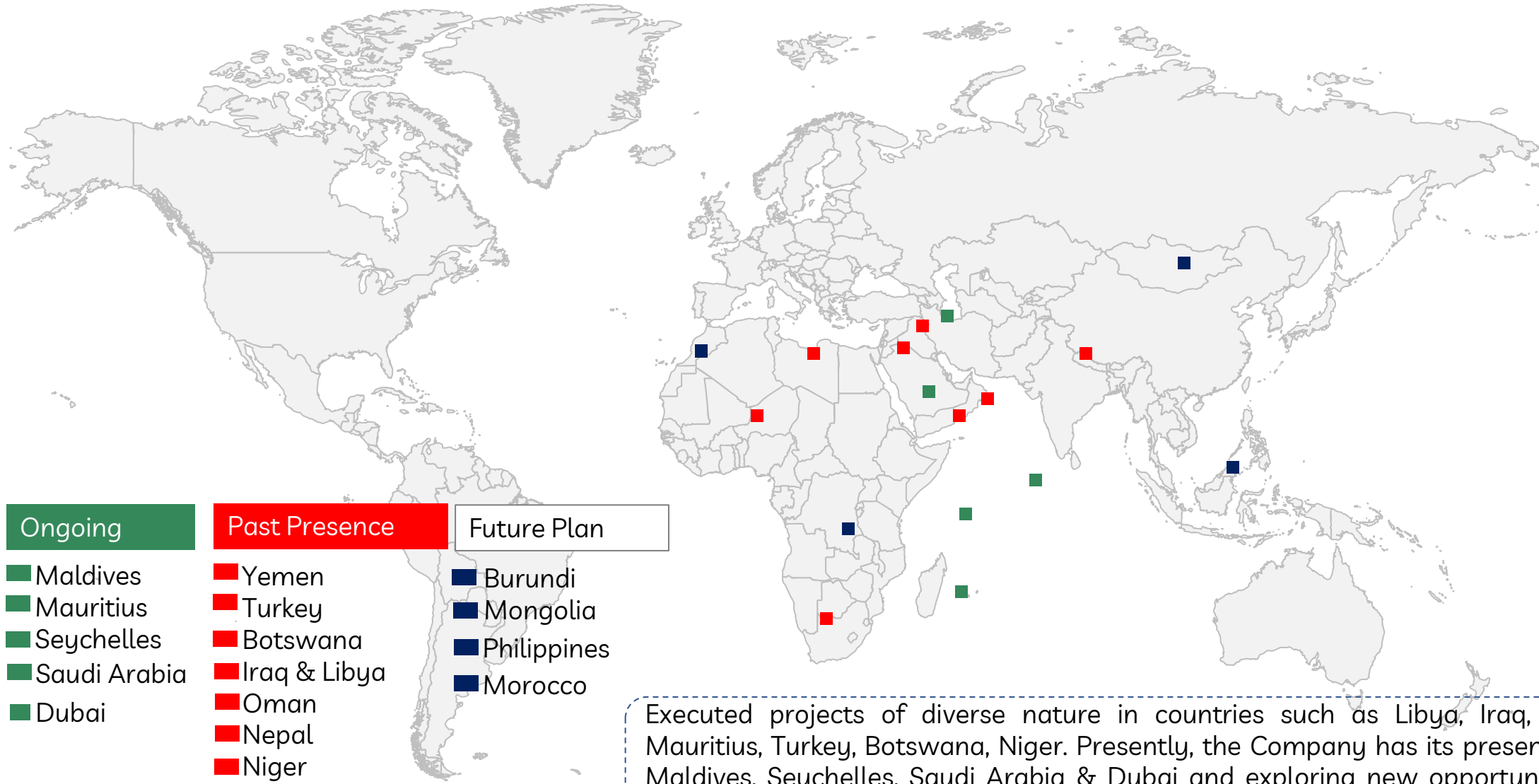


Skilled team of 1200+ employees with domain expertise



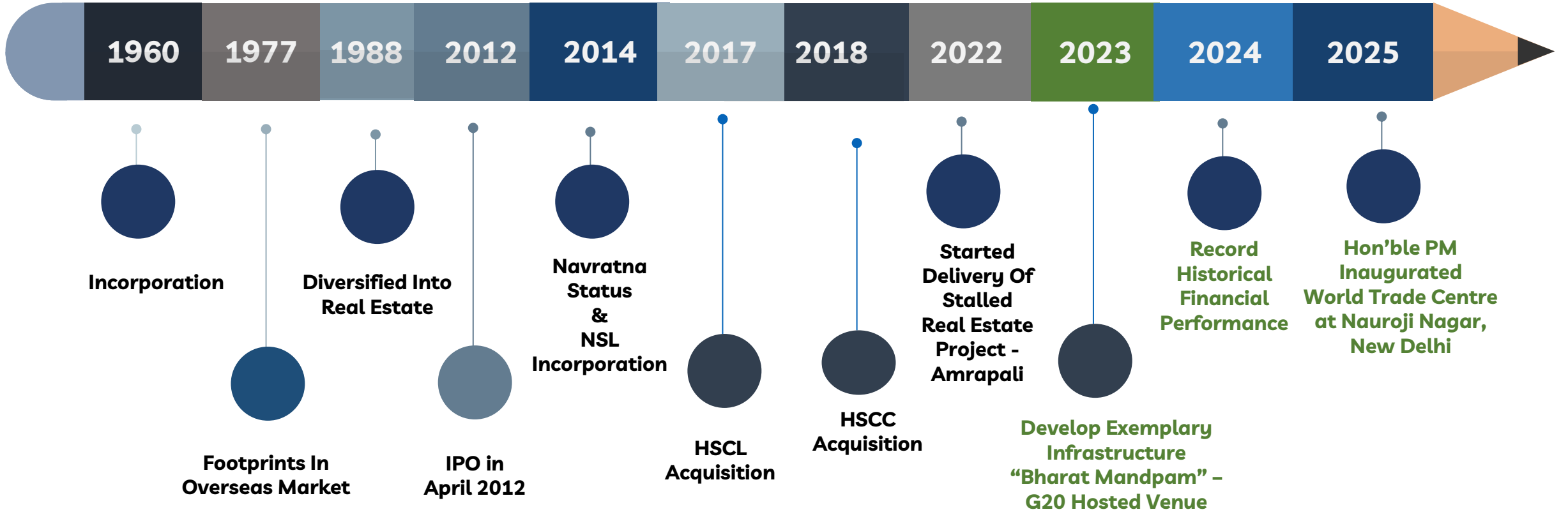
Offshore Presence

Ventured into Overseas operations in the year 1977

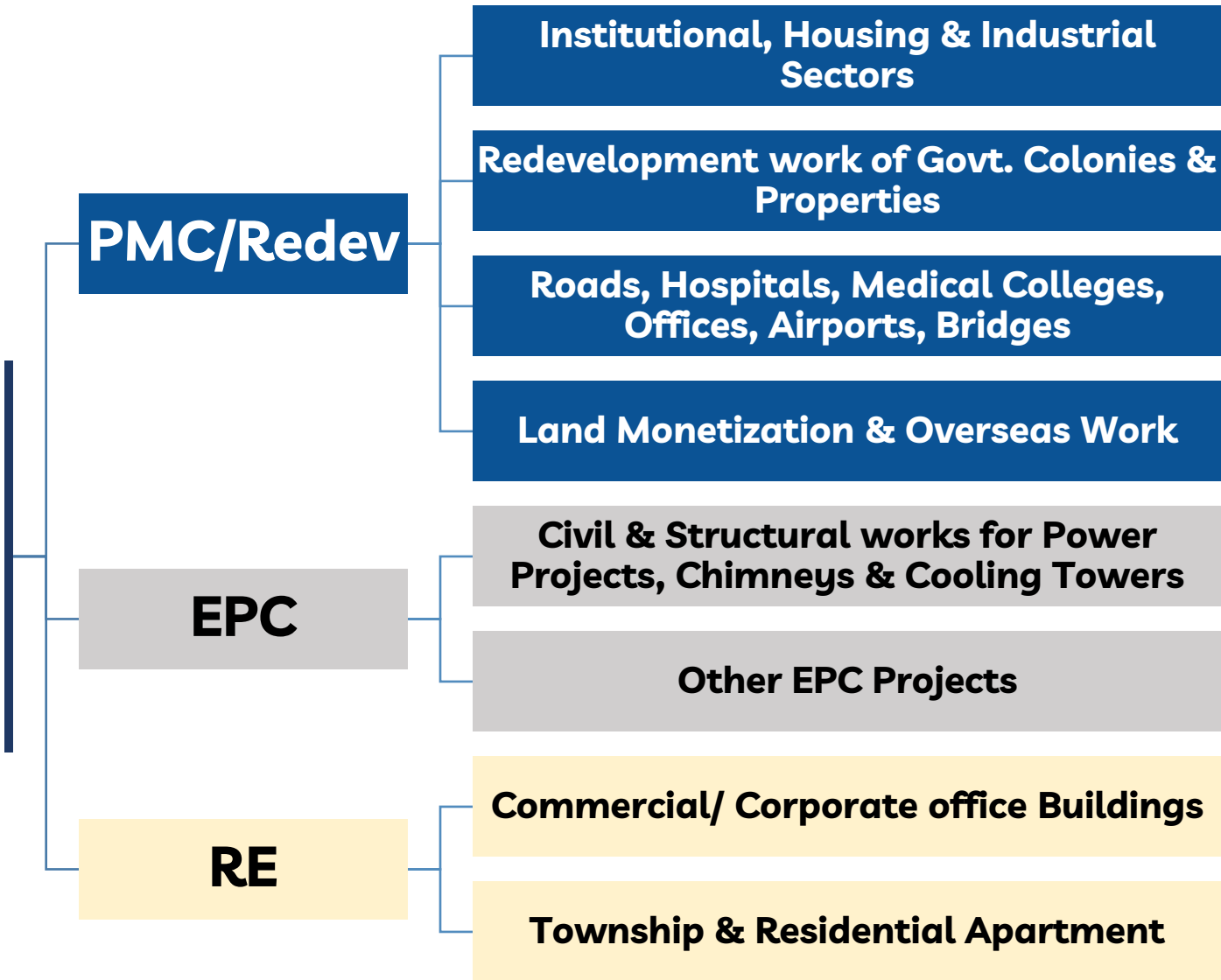


Executed projects of diverse nature in countries such as Libya, Iraq, Yemen, Nepal, Mauritius, Turkey, Botswana, Niger. Presently, the Company has its presence in Mauritius, Maldives, Seychelles, Saudi Arabia & Dubai and exploring new opportunities in Burundi, Zambia.

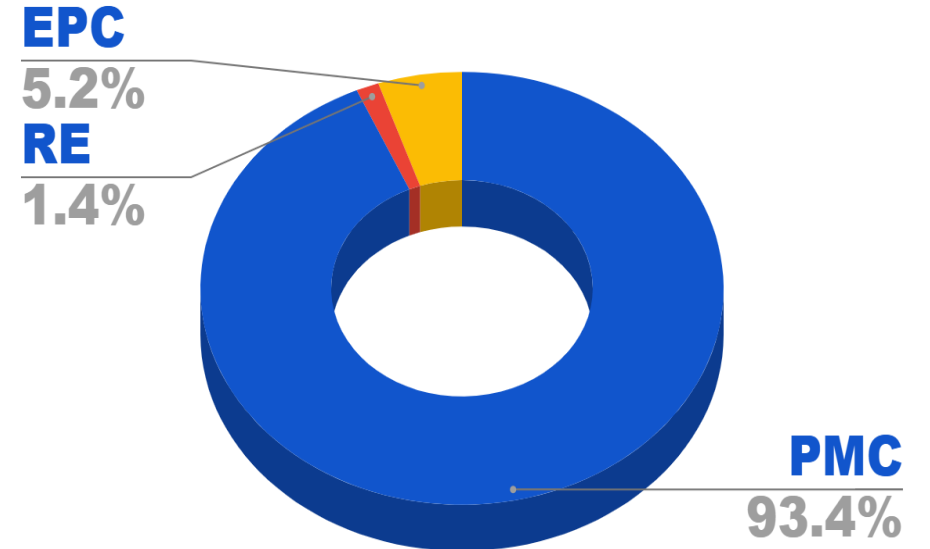
Brief About NBCC's History



Business Segments

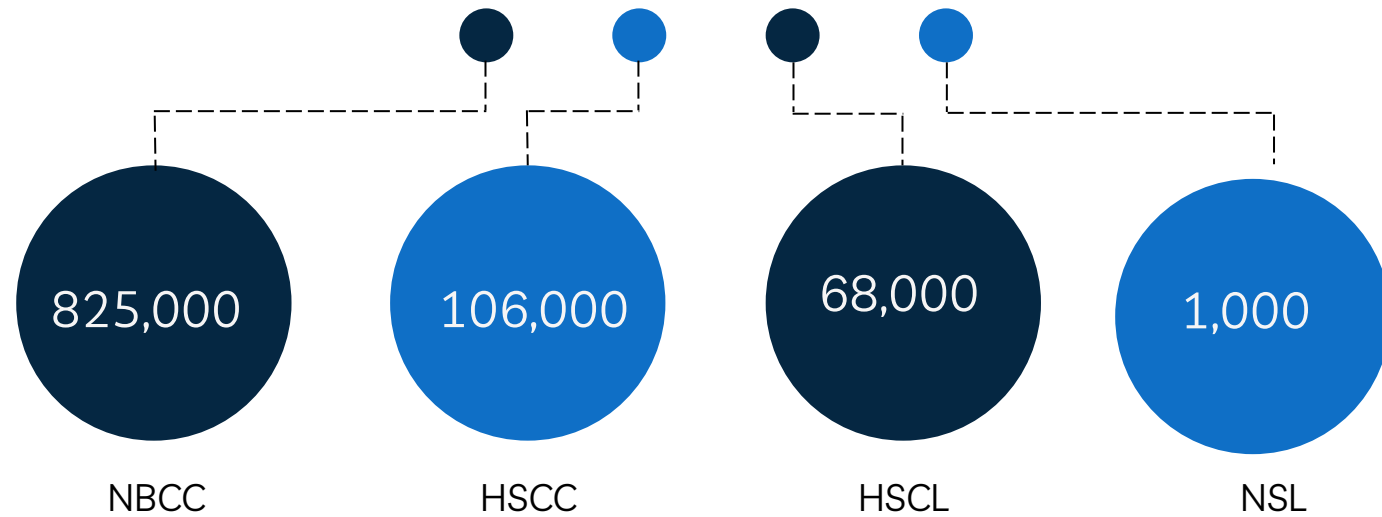


Segmental Revenue FY 24 (Consolidated)



Orderbook and Business Secured (INR Million) as on date

Consolidated Order Book INR 1 trillion



Business Secured (INR Million)

	HSCC	HSCL	NSL	NBCC	Consolidated
FY 24	42,450	14,730	3,000	184,000	244,200
FY 25	51,000	20,000	1,500	390,000	462,500

Major Business Secured (FY 25) INR Million

INR 127,120 Mn

406 acres Satellite Township, Srinagar, J&K

INR 80,510 Mn

Completion of 16 projects of Supertech

INR 14,630 Mn

Redevelopment First Phase works in Goa

INR 13,560 Mn

Development of 2 MTNL Land Parcel Delhi

INR 5,950 Mn

Land parcel Kochi Metro Rail at Kochi

INR 5,930 Mn

Two Land parcels in Jhansi

INR 5,090 Mn

10 Acre Institutional Plot of HUDCO

INR 4,240 Mn

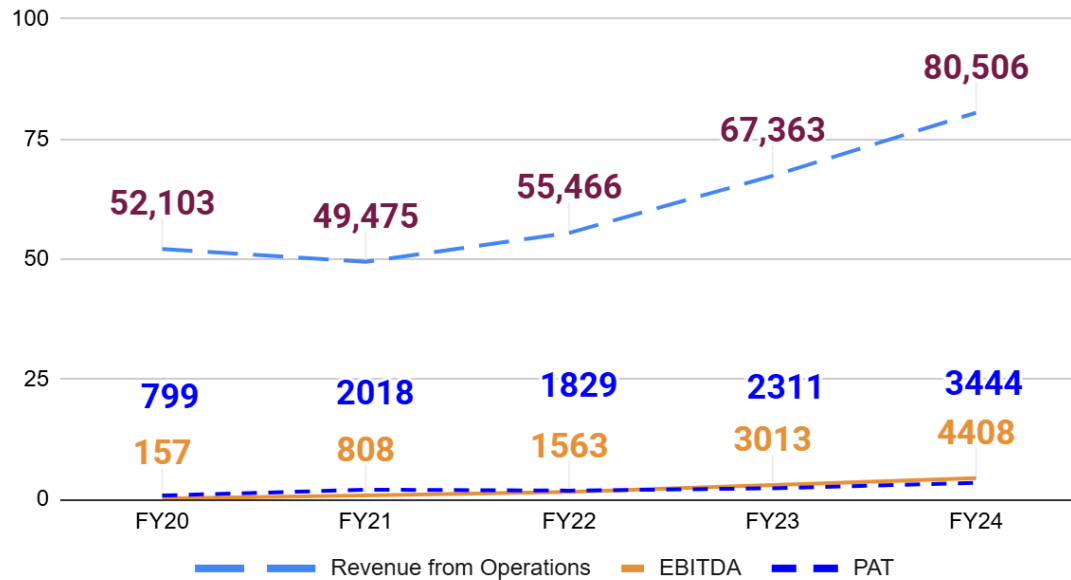
BIS Headquarters Works

Strong Financials – Standalone (INR million)



Growing Revenue & Consistent Profits

Revenue from Operations, EBITDA & PAT



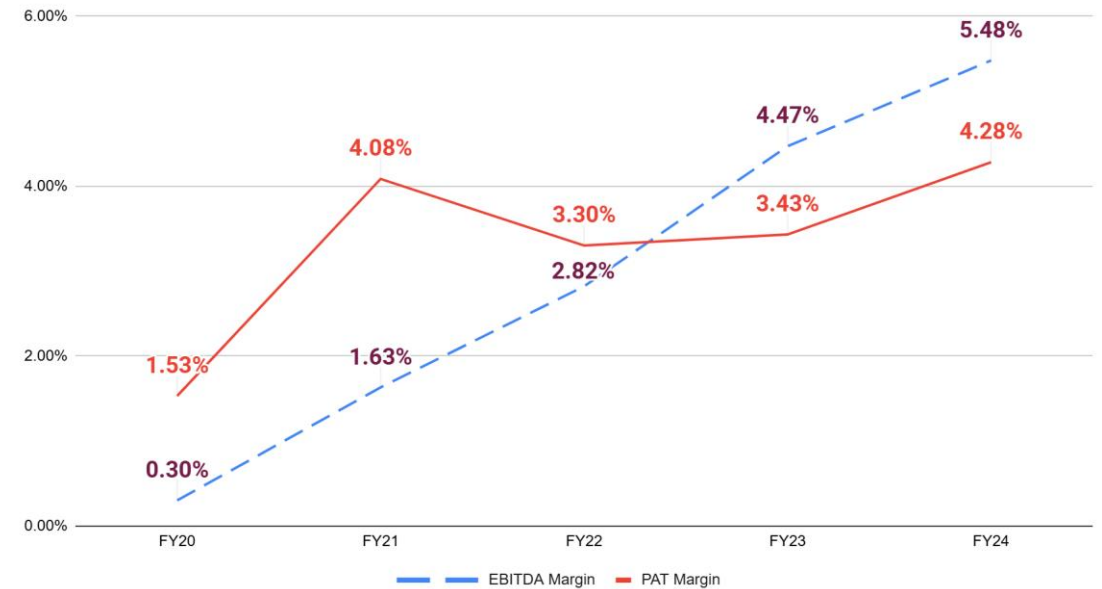
- Sustainable growth in Revenue, EBITDA & PAT

*EBITDA = PBT + Interest + Depreciation + Amortization – Other Income



EBITDA & PAT Margins

EBITDA & PAT Margin

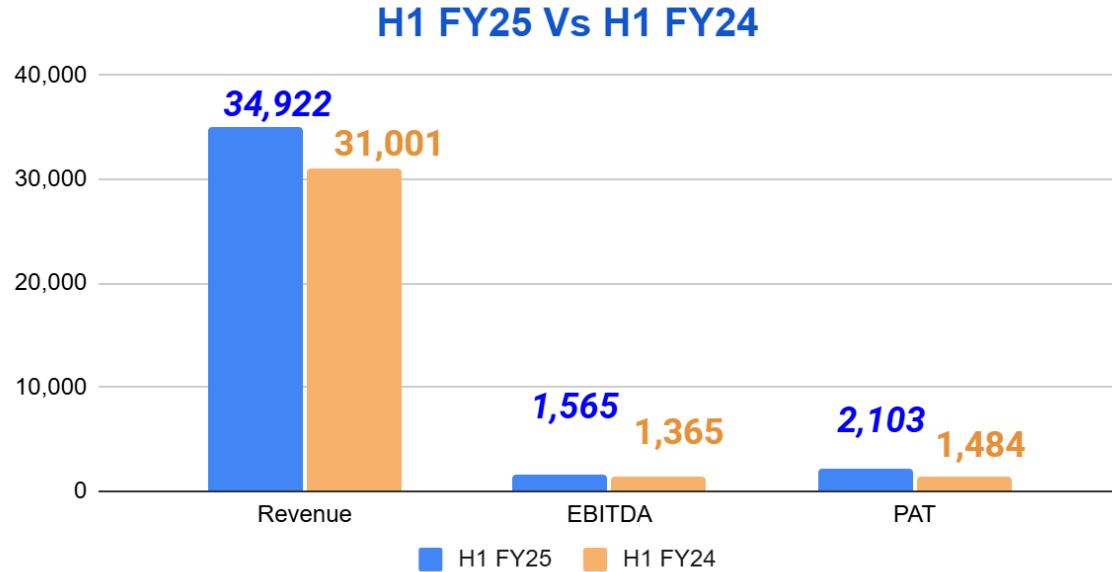


- Sustainable Growth in EBITDA & PAT Margin

*Standalone financials

Strong Financials - Standalone (INR million)

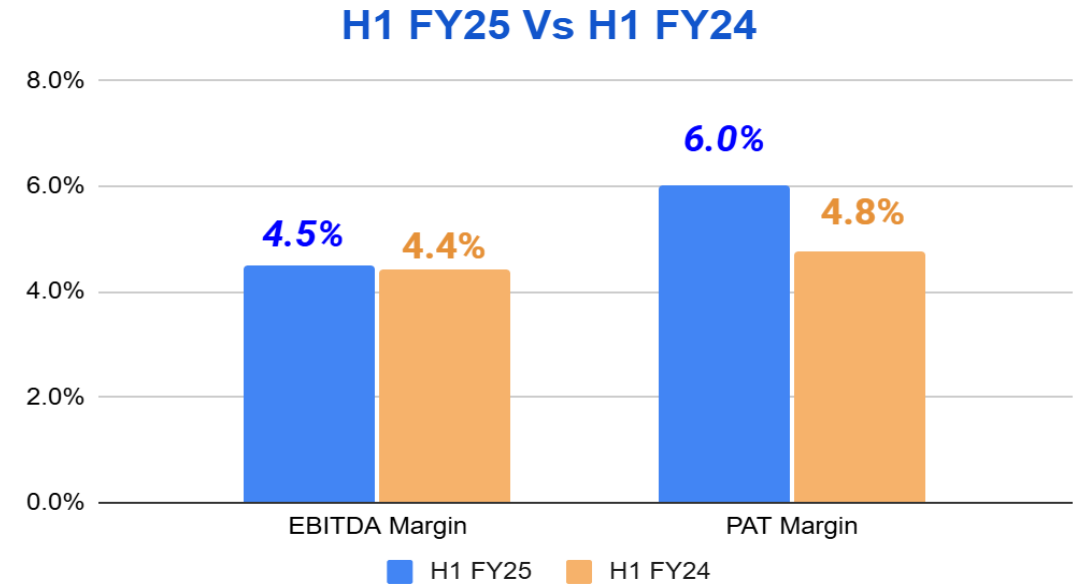
Growing Trend



- Revenue growth – 12.65%
- EBITDA growth – 14.65%
- PAT growth – 41.71%

*EBITDA = PBT + Interest + Depreciation + Amortization – Other Income

EBITDA & PAT Margins



- Sustainable growth in EBITDA & Improvement in PAT margins

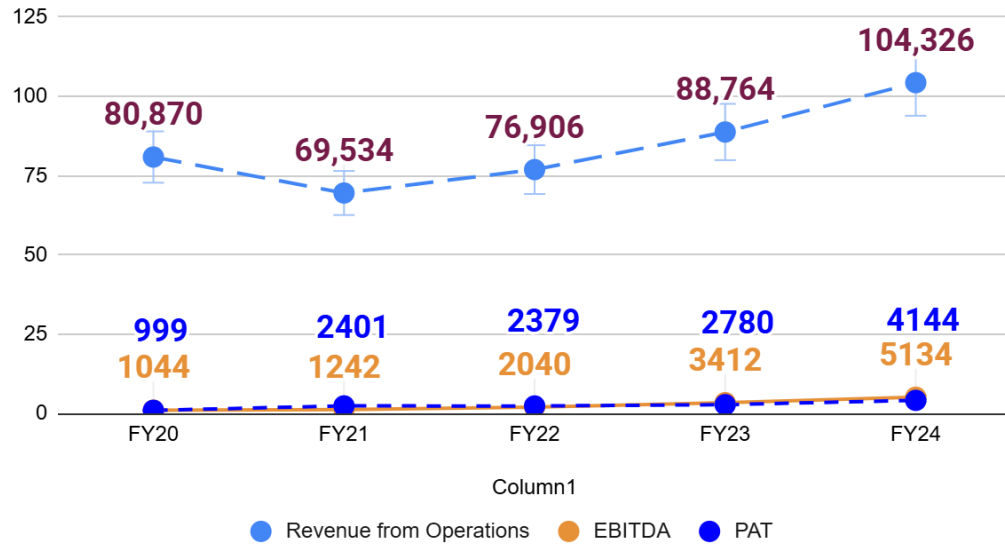
*Standalone financials

Strong Financials - Consolidated (INR million)



Growing Revenue & Consistent Profits

Revenue from Operations, EBITDA & PAT



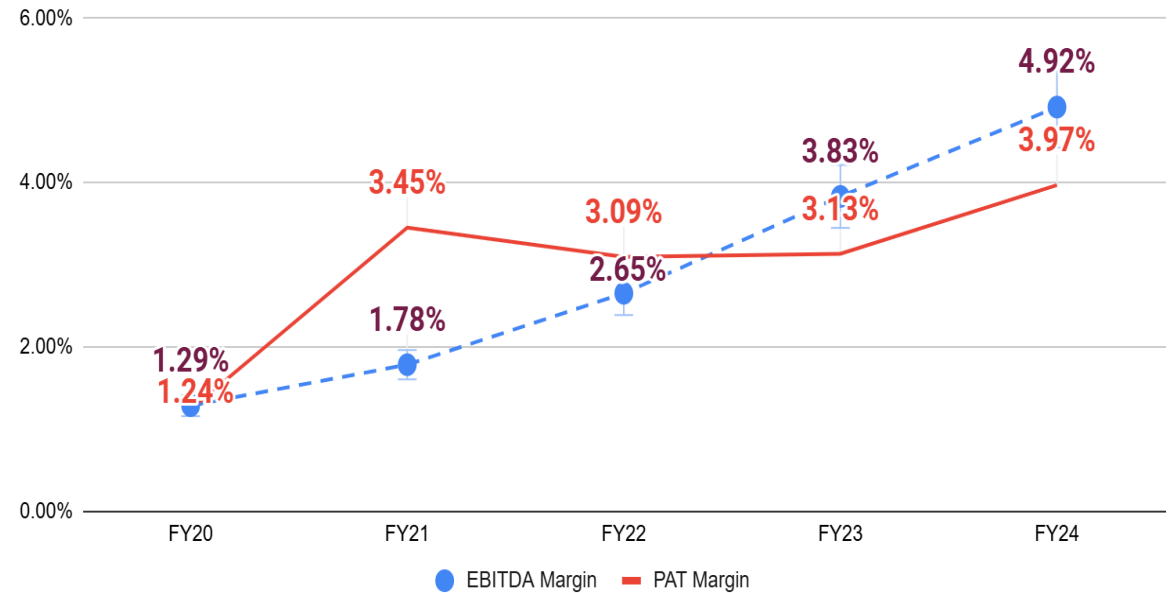
- Sustainable growth in Revenue, EBITDA & PAT

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EBITDA & PAT Margins

EBITDA & PAT Margin

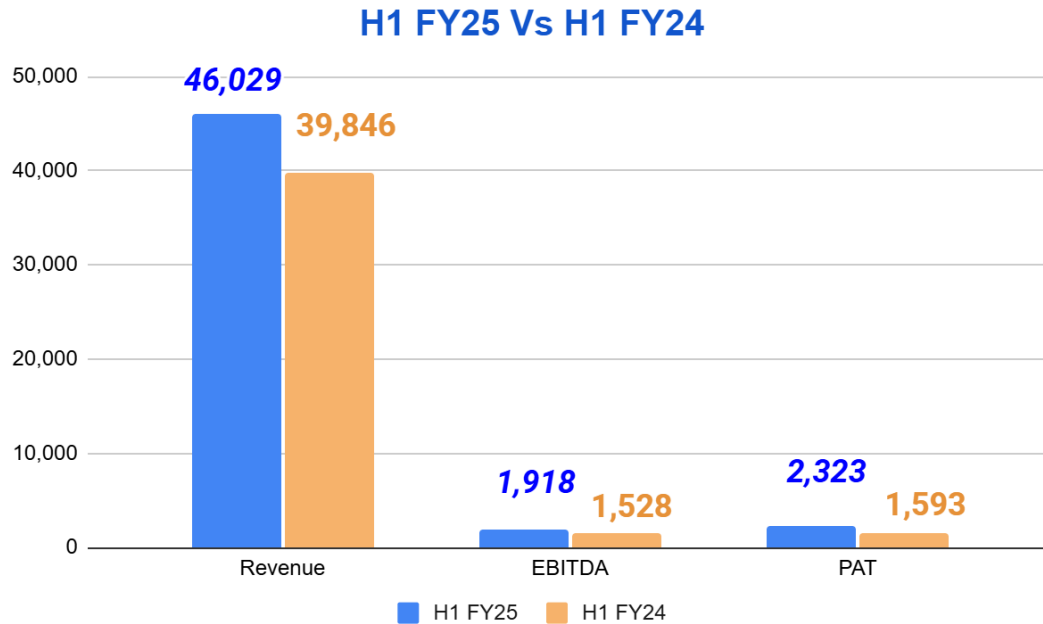


- Sustainable growth in EBITDA & PAT Margin

*consolidated financials

Strong Financials - Consolidated (INR million)

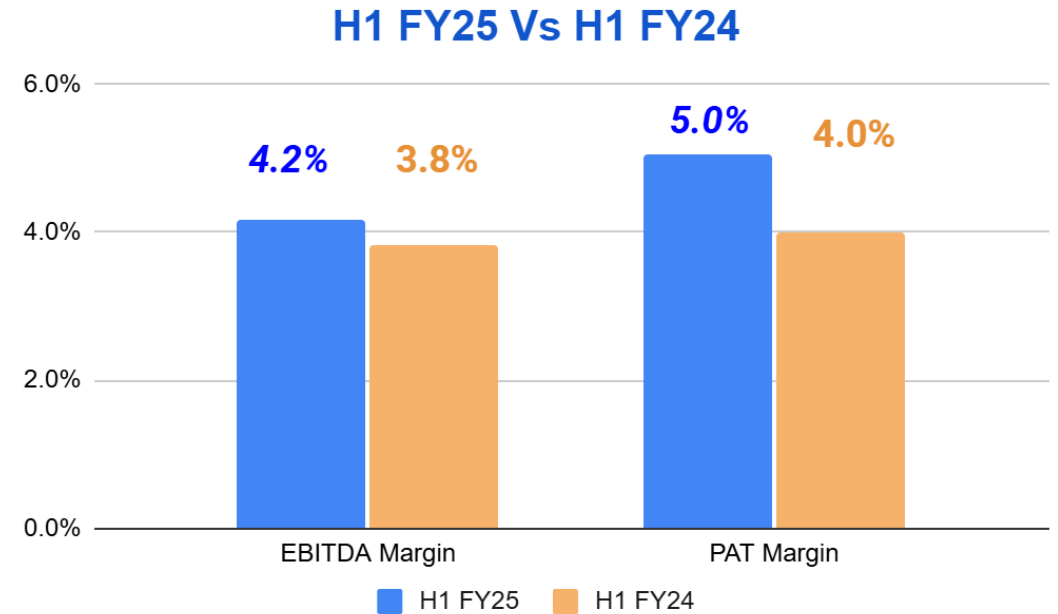
Growing Trend



- Revenue growth – 15.51%
- EBITDA growth – 25.53%
- PAT growth – 45.83%

*EBITDA = PBT + Interest + Depreciation + Amortization – Other Income

EBITDA & PAT Margins



- Sustainable growth in EBITDA & PAT margins

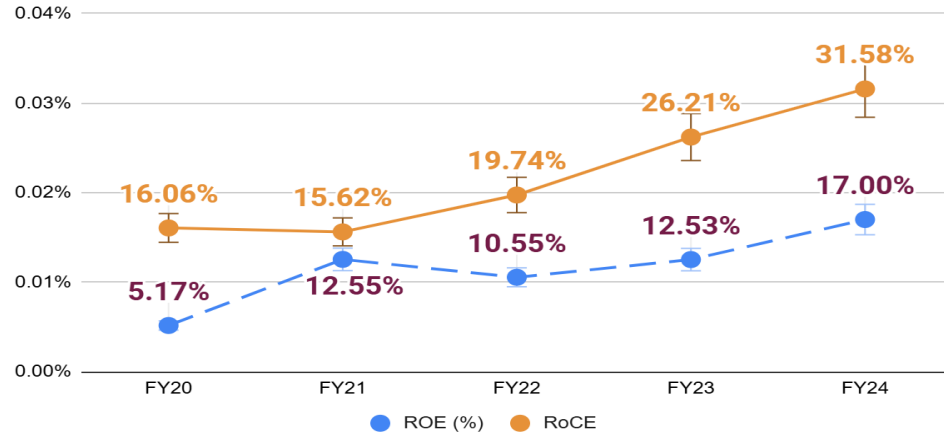
*consolidated financials

Value Creation (INR million)



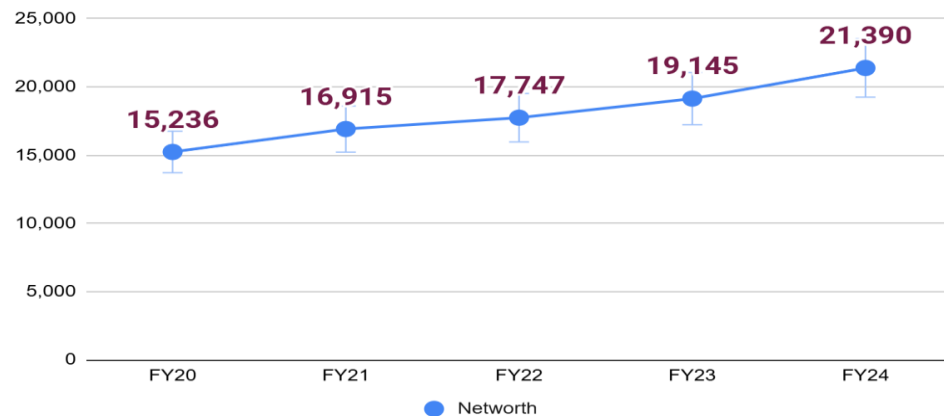
Returns

ROE & ROCE



Net Worth

Net-worth

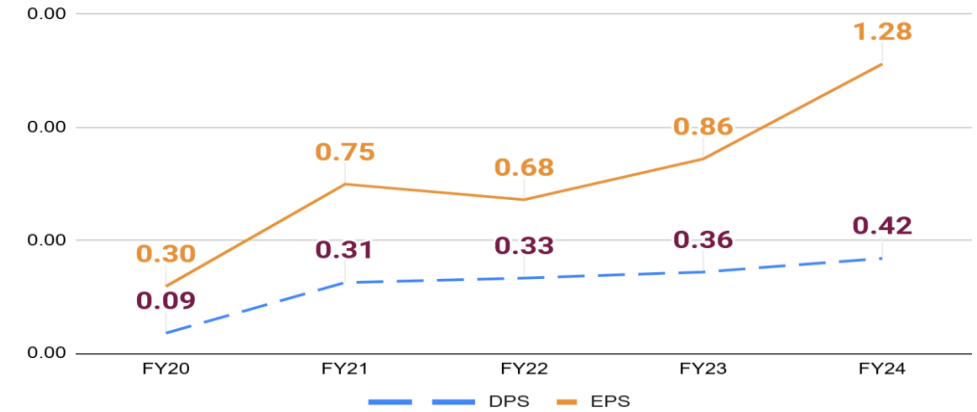


*ROE = PAT/Avg. Net Worth & ROCE = EBIT/(Av. Net worth - Notional assets)



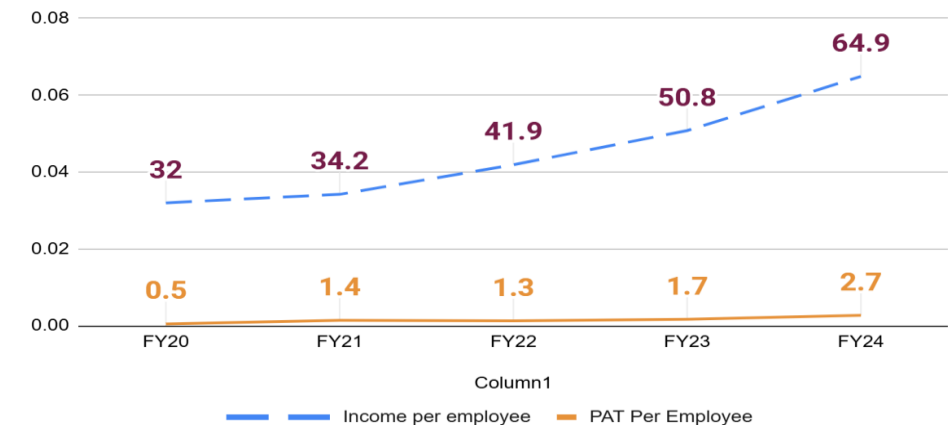
Shareholders Wealth

EPS & DPS



Employee Productivity

Income Per Employee & PAT Per Employee

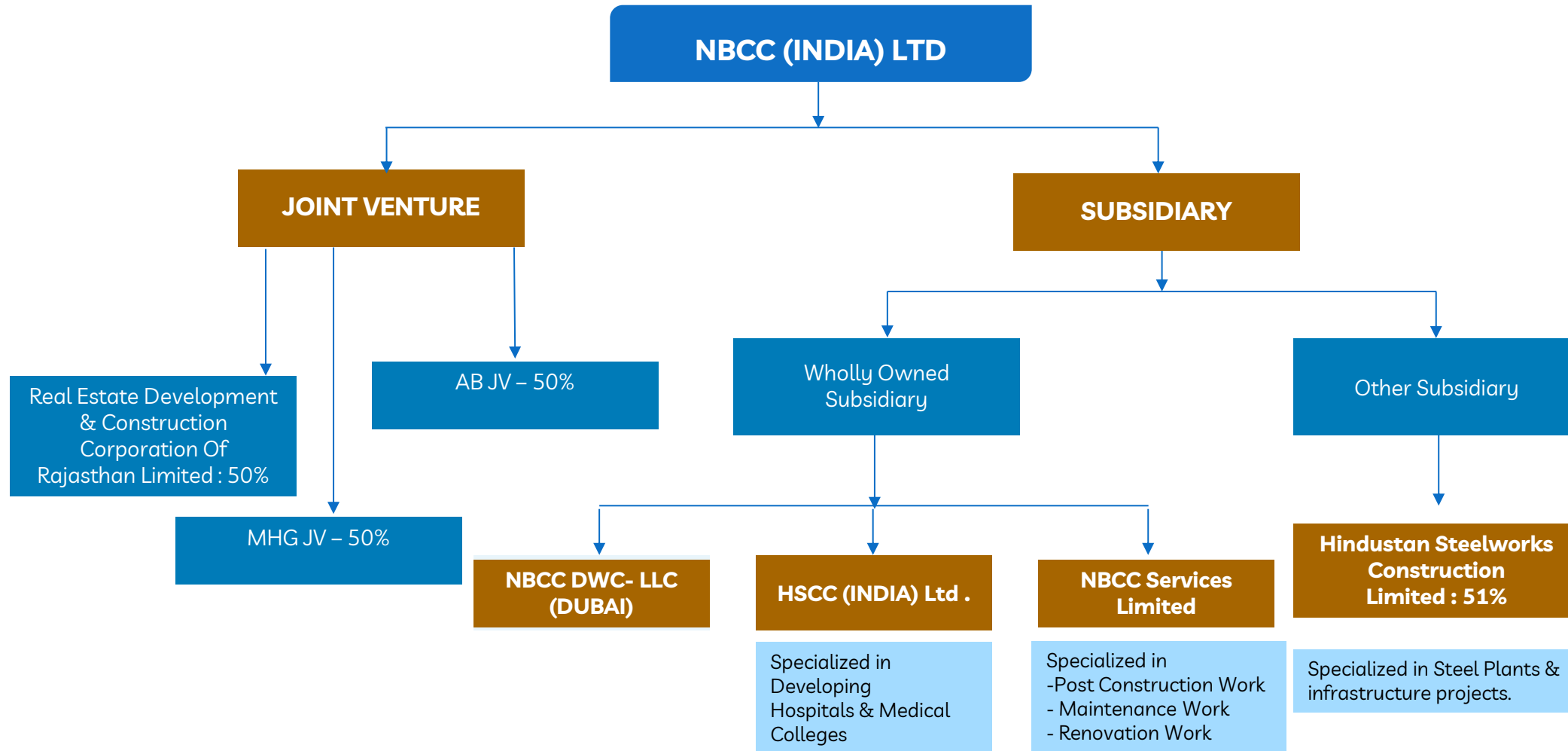


*All numbers are based on standalone financials & DPS and EPS are adjusted.

Summary Statement of Profit & Loss (Standalone)

(INR Million)	H1 FY25	FY24	FY23	FY22	FY21	FY20
Revenue:						
Revenue from operations	34,922	80,506	67,363	55,466	49,475	52,103
Other income	1,169	2,012	1,843	1,876	1,726	2,351
Total revenue	36,091	82,518	69,206	57,342	51,201	54,454
Expenditure:						
Prime Cost	30,730	72,402	60,584	50,887	45,185	47,973
Employee Benefit Expenses	1,339	2,522	2,565	2,358	2,383	2,537
Finance Costs	-	-	15	57	66	67
Depreciation & Amortisation Expense	11	19	21	17	23	28
Other Expenses	1,288	1,174	1,201	658	1,099	1,436
Total expenditure	33,368	76,117	64,386	53,977	48,756	52,041
Profit before share of profit/(loss) of joint ventures, exceptional items and tax from continuing operations	2,723	6,401	4,820	3,365	2,445	2,413
Exceptional Items	-	1,836	1,697	998	-	-
Profit before tax (After Exceptional Items)	2,723	4,565	3,123	2,367	2,445	2,413
Tax expenses						
- Current tax	176	963	913	326	409	638
- Deferred tax (net)	444	158	(101)	212	18	976
Profit After Tax	2,103	3,444	2,311	1,829	2,018	799

Group Structure



Subsidiaries



- Specialized in developing hospitals & medical colleges.
- Acquired 100% from MoHFW at approx. INR 2850 Millions in 2018.
- Major projects executed: AIIMS (Nagpur, Kalyani, Rajkot et.), NCI Jhajjar, PGI Chandigarh etc.
- Supplies medicines to overseas market.



- Specialized in steel plants & other infra projects.
- Acquired 51% from the Ministry of Steel at approx. INR 357 Millions 2017.
- Turned into profit-making in 3 years.
- Major projects executed: EMRS schools, NDRF, ESIC hospitals, steel plants etc.



- Specialized in post construction, maintenance and renovation works.
- Incorporated in 2014 & 100% wholly owned.
- Major clients: CBI, CCI, NCLT, Ministry of Corporate affairs, HAL, TRAI, Sushma Swaraj Bhawan etc.

Board of Directors



Mr. K. P Mahadevaswamy
Chairman & Managing Director

Mr. Mahadevaswamy has vast experience of 30 years in handling many a mega-value, critical, diversified and state-of-art civil engineering projects across the country



Mr. Anjeev Kumar Jain Director (Finance)

Mr. Jain brings with him nearly three decades of extensive experience in finance and accounts across various sectors such as Power, Railways infra, Infra Consultancy & renewable energy.



Mr. Saleem Ahmad Director (Projects)

Mr. Ahmad is a Civil Engineer with 33 years of experience in the Construction industry & has worked as Executive Director/Civil with Delhi Metro Rail Corporation Ltd and with the Mumbai Port Trust.



Mr. Ravi Kumar Arora Govt. Nominee Director

Mr. Ravi Kumar Arora (IAS), Joint Secretary (Land & Estates) in the Ministry of Housing and Urban Affairs (MoHUA), has been appointed as Govt. Nominee Director on the Board of NBCC. Shri Arora is an Indian Administrative Service (IAS) officer of Gujarat cadre and joined the service in 2006.



Dr. Suman Kumar Director (Commercial)

Dr. Kumar brings over three decades of profound expertise in Civil Engineering and Project Management to this esteemed position.



Mr. Sanjeet Govt. Nominee Director

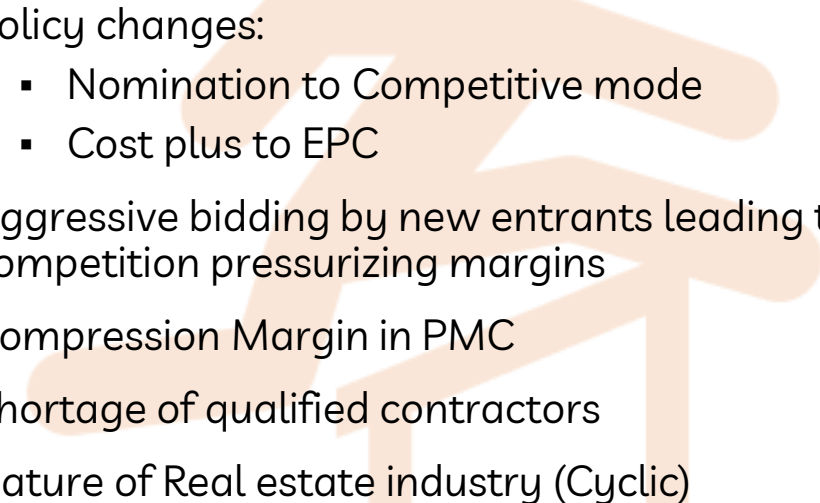
Mr. Sanjeet has around 24 years of rich, varied and multi-disciplinary experience and presently he is serving as Joint Secretary & Financial Advisor in the Ministry of Housing and Urban Affairs, Government of India.

Domestic opportunities:

- ❖ Redevelopment / Monetization – Govt. / State Govt.
- ❖ CPSE land Monetization
- ❖ Transit Oriented Development
- ❖ Stalled Projects
- ❖ NIP & NMP
- ❖ Health Infrastructure
- ❖ PMAY
- ❖ Defence land Monetization / Redevelopment
- ❖ Performance Construction for social housing
- ❖ Metro Trains, Highways , road infrastructure

International opportunities:

- ❖ Make in India - GOI thrust for boosting exports
- ❖ Multilateral Funding Agencies – Increasing commitments in South Asia & Africa

- 
- ❖ Policy changes:
 - Nomination to Competitive mode
 - Cost plus to EPC
 - ❖ Aggressive bidding by new entrants leading to high competition pressurizing margins
 - ❖ Compression Margin in PMC
 - ❖ Shortage of qualified contractors
 - ❖ Nature of Real estate industry (Cyclic)

Markets

- Aggressive client outreach
- Targeting non-LOC orders/ new geographies
- Targeting private sector clients
- Partnering with State Govts/ Urban local bodies

Operations – Building Efficiency

- Decentralization – Restructuring
- Project management – control time & cost overruns
- IT in every sphere of Business
- Focus on Sustainability & Governance – Compliance, Introspection, Market Intelligence

Markets

- Increased international business

Capacity Building

- Increased client base for exports: revenue to be non-sinusoidal
- Training: cutting edge skills in sync with the evolving ecosystem
- Partnerships to complement our in-house capability
- Centre of Excellence: increased focus on innovations and R&D initiatives



Redevelopment on Self Sustainable basis

&

Amrapali Turnaround Story



Providing solution to Stalled Real Estate Projects

Redevelopment Business Model

UNIQUE SELLING PROPOSITION :
No other PSU/ Government does such kind of works.



Need for Redevelopment

- High repair & maintenance costs for dilapidated buildings.
- Acute shortage of offices & residential spaces.
- Lack of funds & budgetary restrictions



Process of Redevelopment

- Demolishment of prevailing old structures & construction of new sites with modern amenities & facilities.
- Unique self sustainable model wherein funds are generated through commercial exploitation.



NBCC's USP
Expertise in PMC, Real Estate & Maintenance
Dedicated in-house real estate team for marketing & sale

Major Project : Redevelopment of 7 GPRAs

NBCC	CPWD
Nauroji Nagar	Kasturba Nagar
Netaji Nagar	Thyagraj Nagar
Sarojini Nagar	Srinivaspuri
	Mohammadpur

Redevelopment Business Model

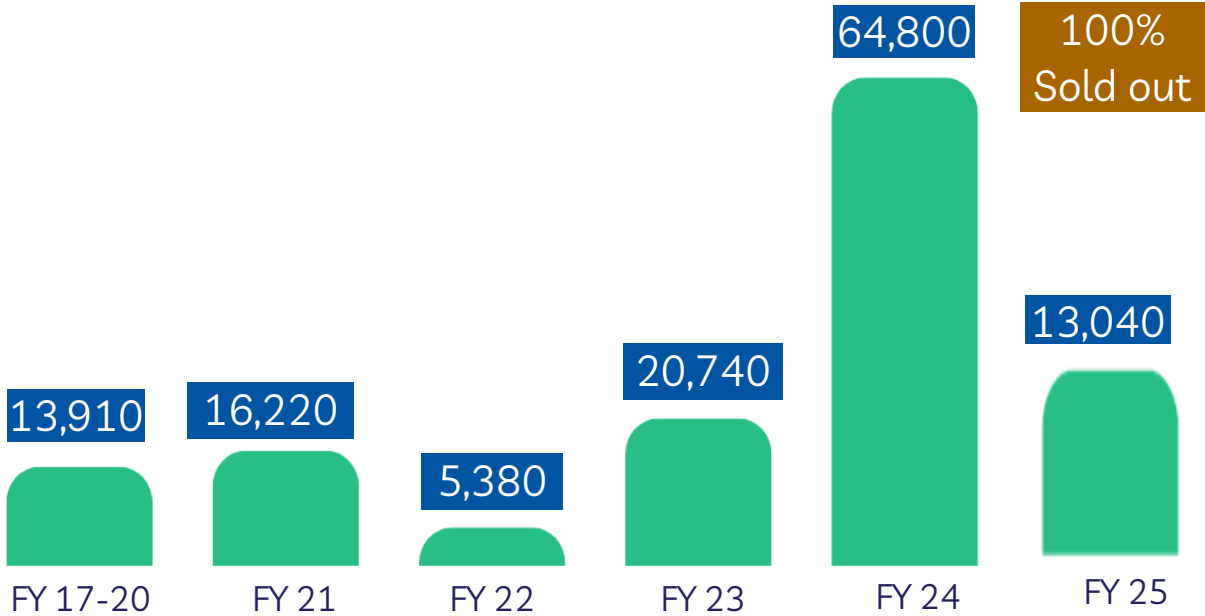
UNIQUE SELLING PROPOSITION :
No other PSU/ Government does such kind of works.



Total Sale: INR 147,670 Million

World Trade Centre Nauroji Nagar

Total inventory sold as on date: INR 134,090 Million
 Inventory sold in FY 24: INR 64,800 Million



Amount in INR Million

Sale in Sarojini Nagar

Sale of Commercial - 598 units with saleable 0.35 Million sqft with value of INR 13,580 Million



◆ Execution Status as per Residential Units

	No of Units
Total no of Residential Units (NBCC Scope)	38,000
Units Completed till now	25,113

◆ Execution Status as per Value

	Project Value (INR Million)
Total Project Sanction Value	84,150
Value of work done as on date	76,820

In 2019, Hon'ble Supreme Court assigned this work on PMC Basis.

The stipulated date of completion of all projects is March 2025.



INR 18,000 Million Armapali contribution in Top line of FY 24



Sold all unsold Inventory Nos. 6,484 AMRAPALI UNITS (INR 38,000 Million) in a span of 1 year.
This is a significant step towards delivering relief to the thousands stress home buyers.



Significant revenue to Govt.

- 7% Registry Fees
- 1% Labour Cess
- **INR 10,000 Million GST to State /Central Govt.**

Amrapali Turnaround Story



BEFORE



AFTER



BEFORE



AFTER

Stalled Real Estate Projects: Phase II Amrapali

- Further assigned INR 110,000 Million work to develop unused FAR.
- Plan to award 8 packages of unused FAR work within Few Week.
- Additional 8,500 houses shall be constructed .
- This model may lead to resolving issues related to stalled projects of Delhi, NCR & Mumbai.
- NBCC is willing to takeover any/all stalled projects based on internal due diligence to provide relief to stuck homebuyers
- Total nos. of residential units classified as delayed/stalled in the top 7 cites are 0.454 Million units (0.28 Million units in Delhi NCR (62%) & 0.10 Million units in Mumbai (22%))

Source: Economics times based on JLL Report (<https://economictimes.indiatimes.com/industry/services/property/-/cstruction/majority-of-delayed-housing-units-fall-in-upper-midsegment-premium-categories-jll/articleshow/71594070.cms?from=mdr>).

Stalled Real Estate Projects: **Supertech Work**

- **NBCC is to execute and complete 16 stalled projects of Supertech Ltd across four states: Uttar Pradesh(12), Uttarakhand(1), Haryana(2), and Karnataka(1) as Project Management Consultancy (PMC).**
- **These 16 projects encompass close to 50,000 housing units.**
- **Estimated construction cost of INR 80,000 Million including 3% for statutory fee, charges and any other contingencies.**
- **Completion of projects within a span of 3 years.**
- **The company has been granted 8% PMC fee, which includes 1% marketing fee.**

Towards Building a Viksit Bharat



NBCC (INDIA) LIMITED

(A Government of India Enterprise)

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Phone: 011 - 24367314**



Thank You