

No./NBCC/BS (98)/2019-20

June 01, 2019

<b>Listing Department, National Stock Exchange of India Ltd. Exchange Plaza, 5<sup>th</sup> Floor, Plot no. C/1,G Block Bandra –Kurla Complex Bandra (E),Mumbai-400051 Fax-022-26598237/38  NSE Symbol: NBCC/EQ</b>	<b>Listing Department, BSE Limited, Floor 25, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001 Fax-022-22722037/39/41/61  Scrip Code: 534309</b>
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**Sub: Recording of Conference Call dated May 31, 2019  
(Q4 FY 2018-19 audited Financial Results)**


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 **May 27, 2019** in respect of investor conference call dated 31<sup>st</sup> May, 2019, please find enclosed herewith the gist of discussion taken up thereon (Annexure – 1).

The aforesaid information is also disclosed on the website of the company <http://www.nbccindia.com/webEnglish/announcementNotices>

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




Encl: As above

**Recording of Analyst/Investor Conference Call**

<b>Date of the Meeting/Con-Call</b>	May 31, 2019
<b>Type of Meeting</b>	Q4 2018-19 Investors/Analyst Earning Call
<b>Company Management Representatives</b>	Mrs. B.K.Sokhey, CFO & Executive Director (Finance) Mr. Yogesh Sharma, Executive Director (Engg.) Mr. V. K. Choudhary GM (Finance) Mrs. Ruchi Agarwal, AGM (Finance) Mr. Balkishan Singla (Investor Relations)
<b>Investor Call Hosted By</b>	Yes Securities India Limited
<b>Did the discussions involved revealing any UPSI</b>	No
<b>Whether any presentation was made during discussion</b>	No

<b>Gist of discussions:</b>	
	<p>NBCC (India) Limited is a Government of India, Navratna Enterprise under the Ministry of Housing &amp; Urban Affairs (MoHUA). The Company's present areas of operations are categorized into three main segments, i.e.</p> <p>(i) Project Management Consultancy (PMC)</p> <p>(ii) Real Estate Development &amp;</p> <p>(iii) EPC Contracting</p> <p>Company is very pleased to announce that company's total consolidation income has crossed landmark number of Rs.10000 crore and stands at Rs. 10,151.37 crore.</p>



For Q4 FY 2018-19 ended Mar 31, 2019; company has reported a Standalone Total Income & Profit (PAT) of Rs. 2,424.09 crore & Rs. 152.75 crore respectively & represents a significant growth of 09.03% & 07.84 % respectively against Q4 FY 2017-18.

For FY 2018-19 ended Mar 31, 2019; the company has reported a Standalone Total Income & Profit (PAT) of Rs. 7,432.23 crore & Rs. 384.11 crore respectively and represents a significant growth of 23.64% & 15.14% respectively against FY 2017-18.

**4<sup>th</sup> Quarter FY 2018-19 Result Summary (Q4):**

- Standalone Income from operations for Q4 FY 2018-19 stands at Rs. 2,377.61 crore with growth of 8.85 % against Q4 FY 2017-18 Rs. 2,184.23 crore.
- Standalone PAT for Q4 FY 2018-19 stands at Rs. 152.75 crore with growth of 7.84 % against Q4 FY 2017-18 Rs. 141.65 crore.
- Reduction in Employees overheads – 1.29 % YOY
- Consolidate Total Income for Q4 FY 2018-19 stands at Rs. 3,193.63 crore.

**FY 2018-19 (Yearly)Result Summary :**

- Standalone Income from operations for FY 2018-19 stands at Rs. 7,432.23 crore with growth of 23.64 % against FY 2017-18 Rs. 6011.14 crore.
- Standalone PAT for FY 2018-19 stands at Rs. 384.11 crore with growth of 15.14 % against FY 2017-18 Rs. 33.61 crore.
- Reduction in Employees overheads – 15.03 % YOY
- Consolidate Total Income for FY 2018-19 stands at Rs. 10,151.37 crore.
- Consolidate PAT for FY 2018-19 stands at Rs. 391.64 crore.
- The Board of Directors has recommended a Final Dividend of 0.65 per equity share on face value of 1.00 per equity share for the financial year

2018-19.

**Key Business Highlights:**

- During the year, the company has acquired 100% of equity share capital in HSCC (India) Limited (HSCC), which was previously 100% owned by Government of India. Thus HSCC has become subsidiary of the company w.e.f. December 24, 2018.
- Accordingly, in view of the restructuring of the indirect taxes, the revenue from operations and expenses for the twelve months ended March 31, 2019 are not comparable with the corresponding previous period presented in the results, to that extent.
- HSCL & HSCC Financial results have been consolidated with NBCC for full financial year ended on March 31, 2019.
- During the year on December 24, 2018, the company has formed 100% foreign subsidiary, i.e. NBCC DWC-LLC in Dubai-UAE to undertake construction of India Pavilion at World Expo- 2020 to be held in Dubai from Oct-2020 to Apr-2021.
- Sarojini & Netaji Nagar Redevelopment project will start soon after getting environment clearance/statutory approval for revised plans.
- Nauroji Nagar project - The matter is sub-Judice in Hon'ble High Court of Delhi and the matter is further listed to be heard in second week of July'2019. The Real Estate sale will be opened once the clearance is received from Hon'ble Court.
- Total business secured for FY 2018-19 is stand at Rs. 12,427 crore and for FY 2019-20; Company maintains the target in the similar range.
- For AIIMS redevelopment projects, statutory approvals are under process and environment clearance is awaited.
- Expected Credit Loss (ECL) is directly linked with realization of dues and its ageing. Company has been trying level best to reduce the trade receivables and efforts are being taken at all levels for early realization of dues. Total Trade Receivables as on 31.03.2019 is Rs. 2,107.63 crore.

	<ul style="list-style-type: none"> <li>• Company is also exploring options to help stressed private realtors to complete their projects, and deliver homes to buyer on Project Management Consultancy basis.</li> <li>• East Kidwai Nagar, ITPO, IITs, PMGSY, Border infrastructure works are major contributors in the FY 2018-19 top-lines and for Real Estate development, NBCC has made sales in projects at Okhla, Kolkata and Bhubaneswar.</li> <li>• Jaypee Infratech - Revised Resolution Plan has submitted on 24.04.2019 with addendum dated 13.05.2019 and 29.05.2019 and COC meeting held on 30.05.2019 and has decided to put vote on NBCC plan from 31.05.2019 to 10.06.2019.</li> </ul>
<b>Any Comments</b>	No