

No./NBCC/BS/2018-19

April 28, 2018

National Stock Exchange of India Ltd. Exchange Plaza, 5 th 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 April 23 to April 27, 2018.

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 April 21, 2018 in respect of Analyst/Investor Meet at USA from April 23 to April 27, 2018, 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




Ruchi Gupta
DM (CS)
A-21194

Encl :- as above.

List of Analyst/Investors with company Management Representatives in Investors Meetings held at USA from April 23 to April 27, 2018.

Date of the Conference/Meetings	April 23 to April 27, 2018																							
Type of Meetings	Investor Road Show/One-on-One/Group Meetings																							
Company Management Representatives	<ul style="list-style-type: none"> • Dr. Anoop Kumar Mittal, CMD, NBCC • Mr. Yogesh J.P Sharma, Executive Director (BD) 																							
Investors/Fund / Company	<p><u>List of Participant in Analyst/Investor Meet</u></p> <table border="1"> <tr> <td rowspan="4">New York</td> <td>Federated Advisors</td> </tr> <tr> <td>Fred Alger & Co INC</td> </tr> <tr> <td>Timesquare Capital Management LLC</td> </tr> <tr> <td>TCW Asset Management US</td> </tr> <tr> <td rowspan="3">New York/Norwalk</td> <td>Discovery Capital Mgmt LLC</td> </tr> <tr> <td>Artha Capital Mgmt Inc</td> </tr> <tr> <td>Oppenheimerfunds INC</td> </tr> <tr> <td rowspan="4">Boston</td> <td>Chakra Capital Partners</td> </tr> <tr> <td>Wells Capital MA</td> </tr> <tr> <td>Wellington Management Co LLP</td> </tr> <tr> <td>Clough Capital Partners</td> </tr> <tr> <td rowspan="4">Chicago</td> <td>Columbia Threadneedle Asset Management Limited</td> </tr> <tr> <td>JHL Capital Group LLC</td> </tr> <tr> <td>Kabouter Management, LLC</td> </tr> <tr> <td>William Blair & Co LLC</td> </tr> <tr> <td rowspan="2">San Francisco</td> <td>Matthews International Capital Management</td> </tr> <tr> <td>Newport Asia LLC</td> </tr> </table>		New York	Federated Advisors	Fred Alger & Co INC	Timesquare Capital Management LLC	TCW Asset Management US	New York/Norwalk	Discovery Capital Mgmt LLC	Artha Capital Mgmt Inc	Oppenheimerfunds INC	Boston	Chakra Capital Partners	Wells Capital MA	Wellington Management Co LLP	Clough Capital Partners	Chicago	Columbia Threadneedle Asset Management Limited	JHL Capital Group LLC	Kabouter Management, LLC	William Blair & Co LLC	San Francisco	Matthews International Capital Management	Newport Asia LLC
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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)

INVESTORS MEET



Corporate Office: NBCC Bhawan, Lodhi Road, New Delhi- 110003.
CIN-L74899DL1960GOI003335



Joshi



Welcome Message

“NBCC (India) Limited extends a warm welcome to everyone here today.”

NBCC

JOURNEY TIMELINE

1960

Started Journey

1977

Footprints in Overseas

1988

Diversified into Real Estate

2001-02

Started New ERA of PMC business

2007-08

First Redevelopment Project i.e Moti Bagh

2012

First Billion Dollar Project i.e EKN

2012

IPO in April 2012. Continues Staggering Growth since listing

2014

Navratna Status

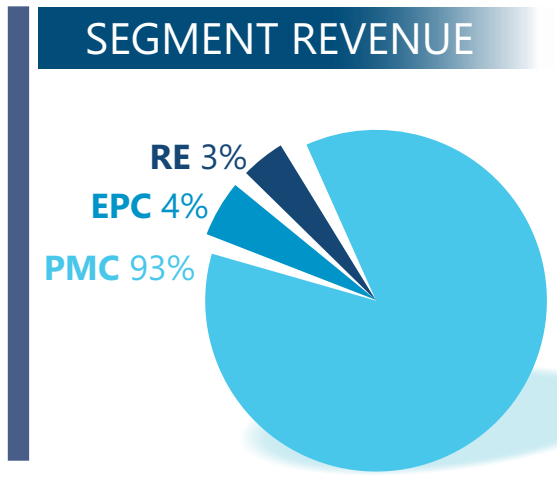
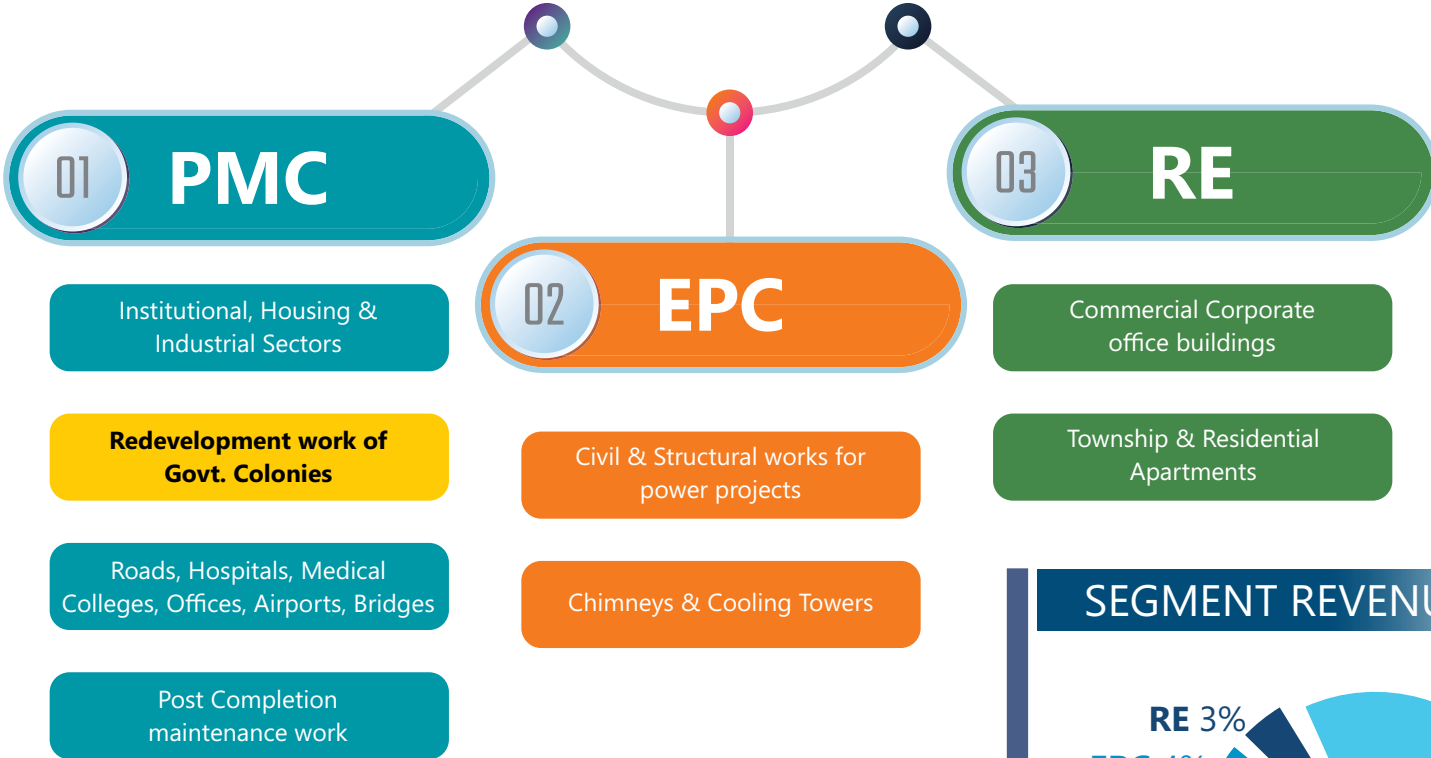
2016

Largest Redevelopment project i.e 3 Billion Dollar

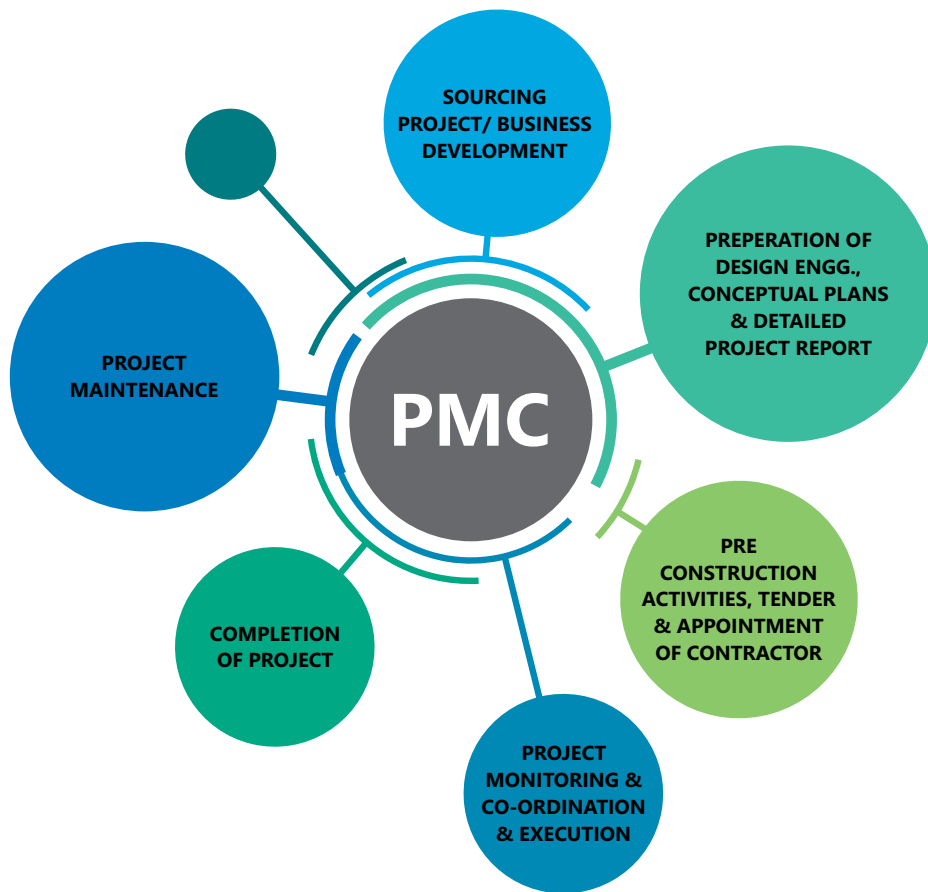
2018

All time high Order-book

NBCC



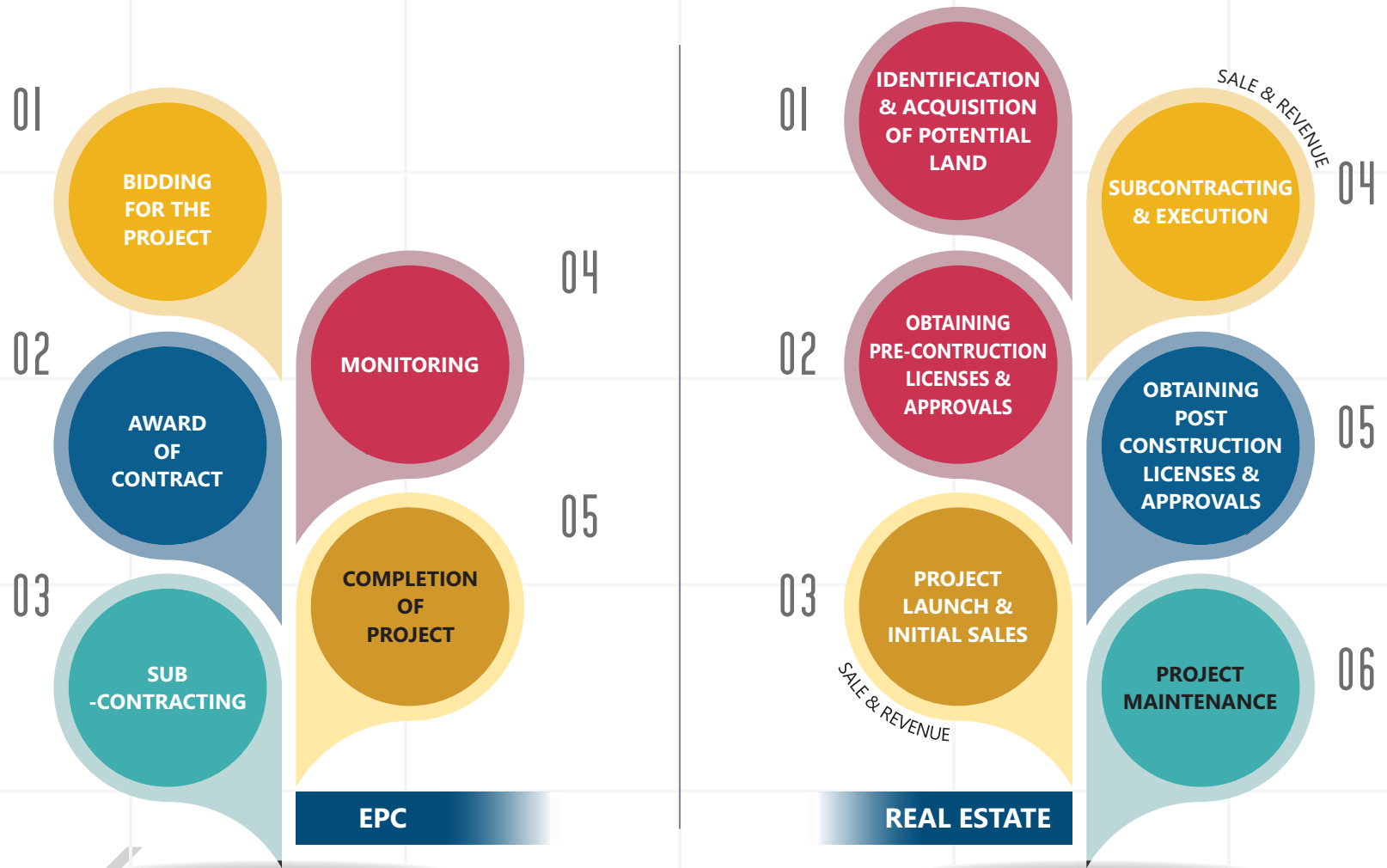
PMC BUSINESS MODEL - CONCEPT TO COMMISSIONING



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.
- In EPC executing projects such as Chimneys, Cooling Towers, Coal Handling Plants, etc.

MAJOR CLIENTS

MINISTRIES OF GOI

- MINISTRY OF HOUSING AND URBAN AFFAIRS
- 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



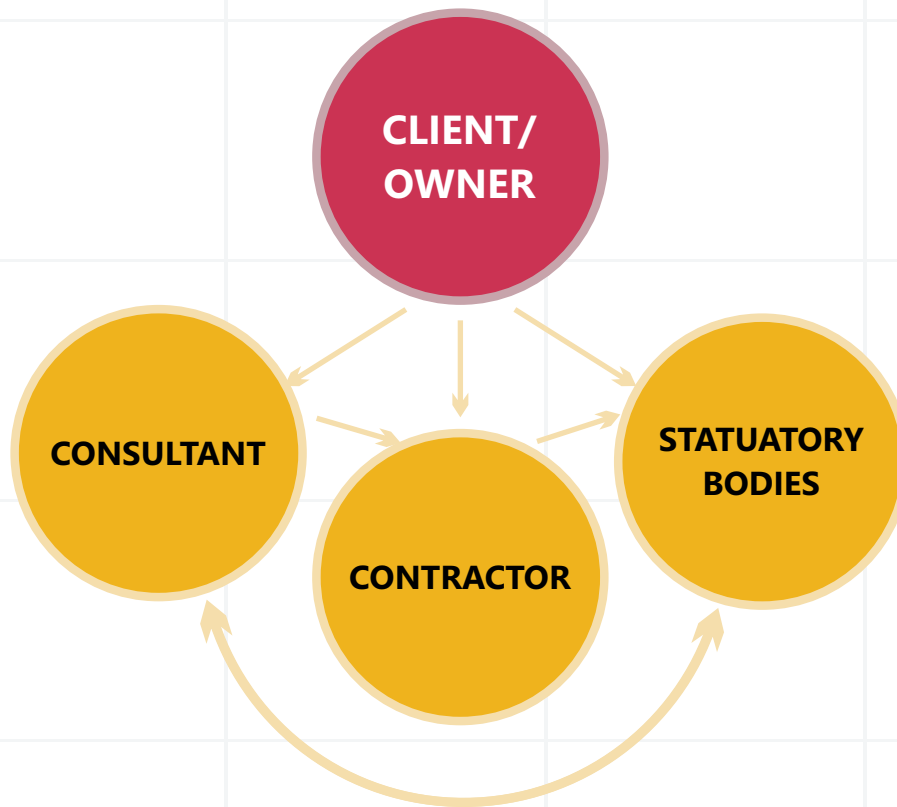
SOME PSUs / AUTONOMOUS BODIES



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
- Lack of Proper Coordination
- Duplication of Resources
- Time & Cost Run

TRADITIONAL v/s NBCC BUSINESS MODEL

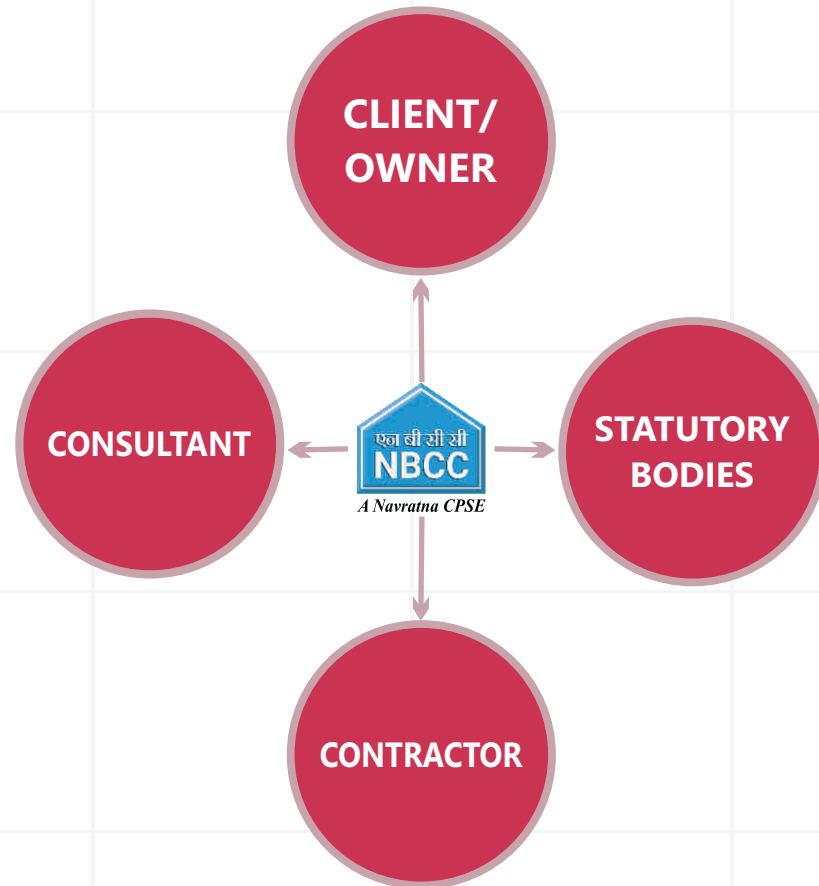
NBCC BUSINESS MODEL

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

Why NBCC: Single Window Coordination

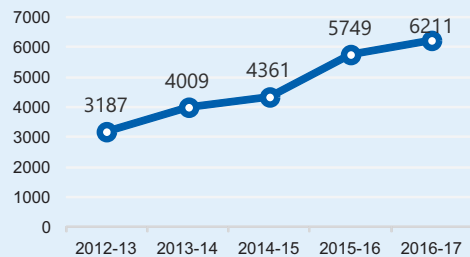
- Coordinating with various Stakeholders - On behalf of Client;
- Hassel Free Work Coordination
- Full Responsibilities from Concept to Commissioning
- Contract/Tender/ Approvals Management

**NBCC FEES=NBCC
OVERHEADS+ MARGIN+CONSULTANT FEES**

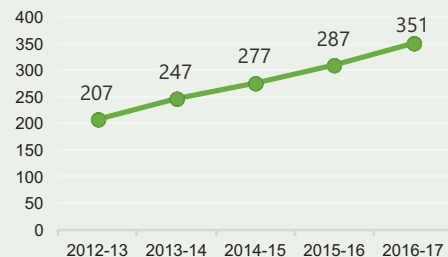


PERFORMANCE

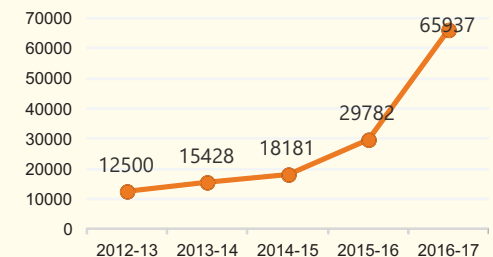
TURNOVER



NET PROFIT

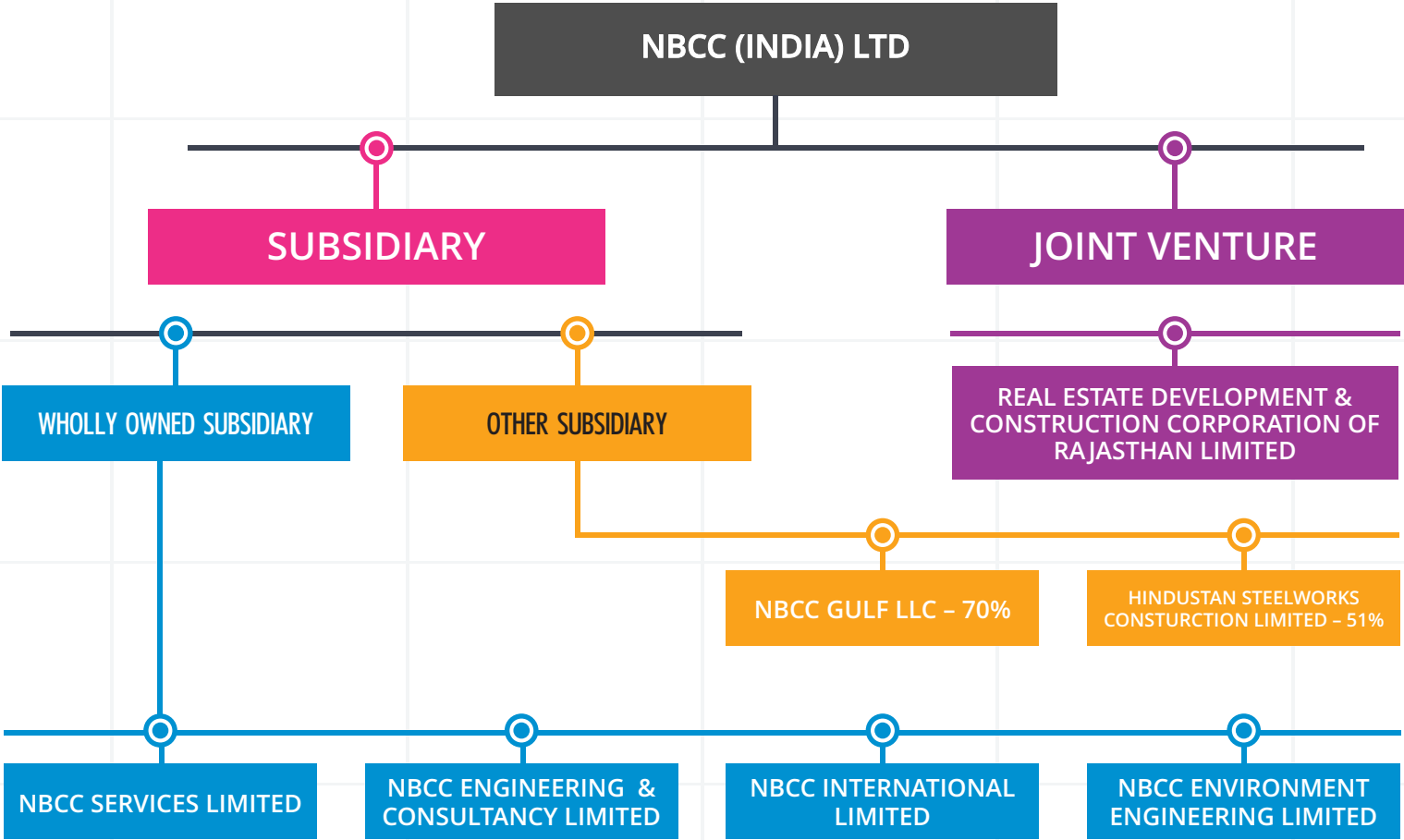


ORDER BOOK

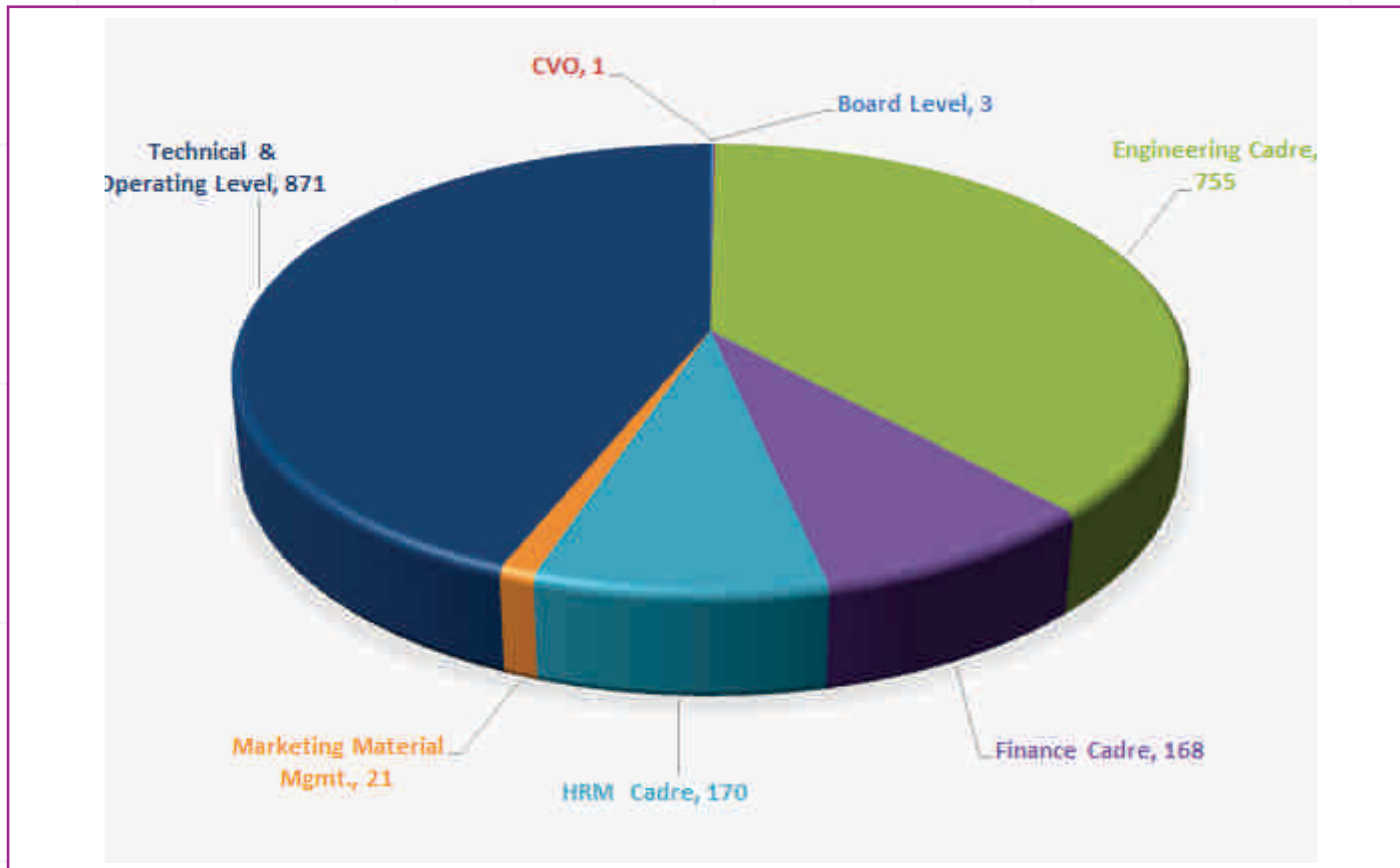


Financial year	Turnover Rs. Cr	PAT Rs. Cr	ORDER BOOK Rs. Cr
2012-13	3187 (\$ 490 M)	207.5 (\$ 32 M)	12500(\$ 1.9 B)
2013-14	4009 (\$ 617 M)	247.14(\$ 38 M)	15428 (\$ 2.4 B)
2014-15	4361 (\$ 657 M)	277.3(\$ 42 M)	18181(\$ 2.8 B)
2015-16	5734(\$ 864M)	286.96(\$ 43 M)	29782(\$ 4.6 B)
2016-17	6211 (\$ 956 M)	351.10(\$ 54 M)	65937(\$ 10.00 B)

SUBSIDIARIES & JV's



COMPANY'S MANPOWER



Total Staff Strength = 1989

An architectural rendering of a modern residential complex. The scene features several multi-story apartment buildings with balconies, surrounded by a lush central courtyard with green lawns, trees, and walking paths. People are seen walking on the paths, and the overall atmosphere is bright and sunny.

OVERVIEW/STATUS OF **MAJOR PROJECTS**

MAJOR SECTORS

Metro Station



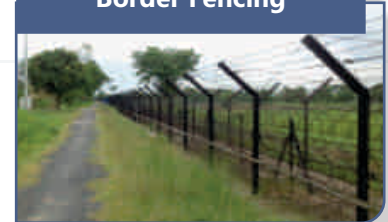
Airports



Bridges



Border Fencing



Medical Colleges/Hospitals



Roads & Border Roads



Civil & Structural works for power project



Corporate office Buildings



Redevelopment work of Govt. Colonies



Township & Residential Apartment



Real Estate Commercial



Post construction services



CREATING A NICHE IN REDEVELOPMENT

- 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
- Project to be financed by lease sale of commercial/office space of 1.3 Million sqft for a period of 30 years.
- Completion period of the project is 5 years ending Dec-2019.



Project cost - **Rs. 5298 cr (\$ 815 M)**

Current Status – **>75% Completed**

REDEVELOPMENT OF KIDWAI NAGAR (EAST)



CREATING A NICHE IN REDEVELOPMENT – REDEVELOPMENT OF NAUROJI NAGAR



Commercial Sale Value - Rs. 12,000 cr (\$ 1846.15 M)

- Redevelopment of Nauroji Nagar – spread over 25 acres
- Total No. of Commercial Towers. – 12

**WORK IS
IN
FULL SWING**

CREATING A NICHE IN REDEVELOPMENT

– REDEVELOPMENT OF SAROJINI NAGAR



PKG-1
– Rs. 848 Cr
(\$ 130.46 M)
AWARDED

- Spread over 288.12 acres
- Existing 4687 houses to be demolished to create 10655 houses + commercial/ office spaces.

CREATING A NICHE IN REDEVELOPMENT

– REDEVELOPMENT OF NETAJI NAGAR



PKG-1
– Rs. 1040 Cr
(\$ 160.0 M)
AWARDED

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

IECC

PRAGATI MAIDAN

Project cost - **Rs. 2150 cr (\$ 330.77 M)**

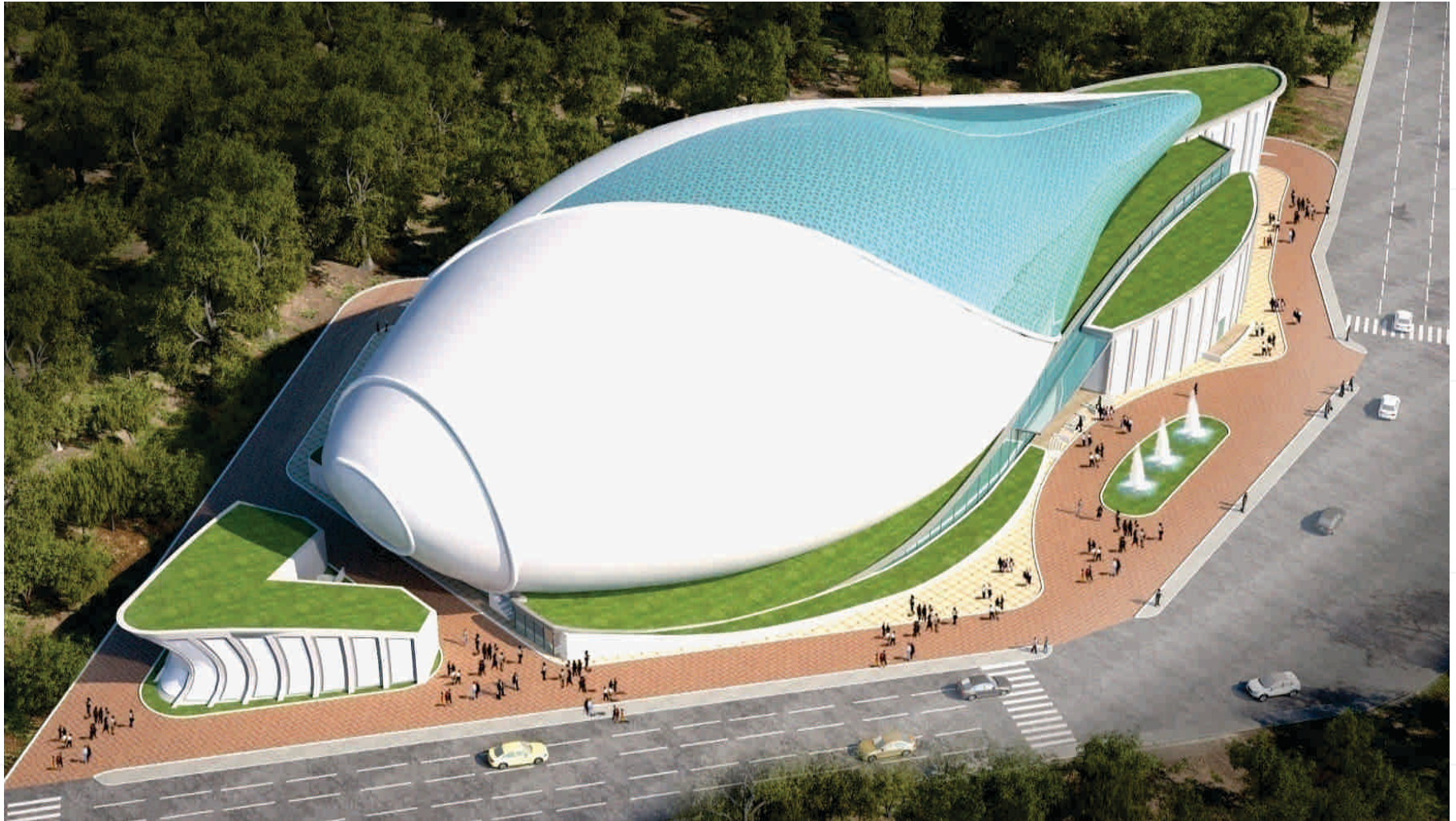
- IECC shall be developed with latest architectural design along with innovative construction technologies and comprehensive traffic decongestion interventions.
- Completion period of Phase-I is expected in 2 years (August-2019).

**WORK IS
IN
FULL SWING**

MAJOR PROJECTS - Updates

- **RAILWAY STATION REDEVELOPMENT**
- **IIT, BHUBANESWAR**
- **AIIMS REDEVELOPMENT PROJECTS**
- **CUSTOMS AND EXCISE WORK AT WADALA**
- **AIIMS TRAUMA CENTRE**
- **DDA PROJECTS**
- **TWIN TOWER PROJECT, GUWAHATI, ASSAM (WTC, GUWAHATI)**
- **LINK ROAD KOTDWAR AND RAM NAGAR, UTTRAKHAND**
- **VIDC IRRIGATION WORKS**
- **SDMC WORKS**
- **OTHER PROJECTS (MLA HOSTEL, INJURY CENTER, etc)**

2400 SEATER AUDITORIUM, KOLKATA



TWIN TOWER TRADE CENTRE, GUWAHATI



NATIONAL CENTRE FOR DISEASE CONTROL (NCDC), NEW DELHI



NATIONAL MUSEUM OF INDIAN CINEMA (NMIC) IN MUMBAI



CHARBAGH LUCKNOW - RAILWAY STATION



GOMTI NAGAR LUCKNOW - RAILWAY STATION



SDMC HQ- NEW DELHI





NEW ENDEAVOURS

LAND MANAGEMENT AGENCY

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 CPSE's:

- 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



IRRIGATION



AFFORDABLE HOUSING



REDEVELOPMENT
OF SMART RAILWAY STATIONS



LMA – GOVT. LAND MANAGEMENT



PARTNERING
WITH GoI IN OVERSEAS DEVELOPMENT



HIGH VALUE ROAD WORKS ON PMC BASIS



NEW SMART CITY IN NCR WITH FOCUS
ON OLYMPIC LEVEL INFRASTRUCTURE

- LAND MONETIZATION OF AVAILABLE SURPLUS LAND BELONGING TO SICK PUBLIC SECTOR UNDERTAKINGS (PSUs), FINANCIAL INSTITUTIONS AND OTHER AGENCIES.

NEW ENDEAVOURS

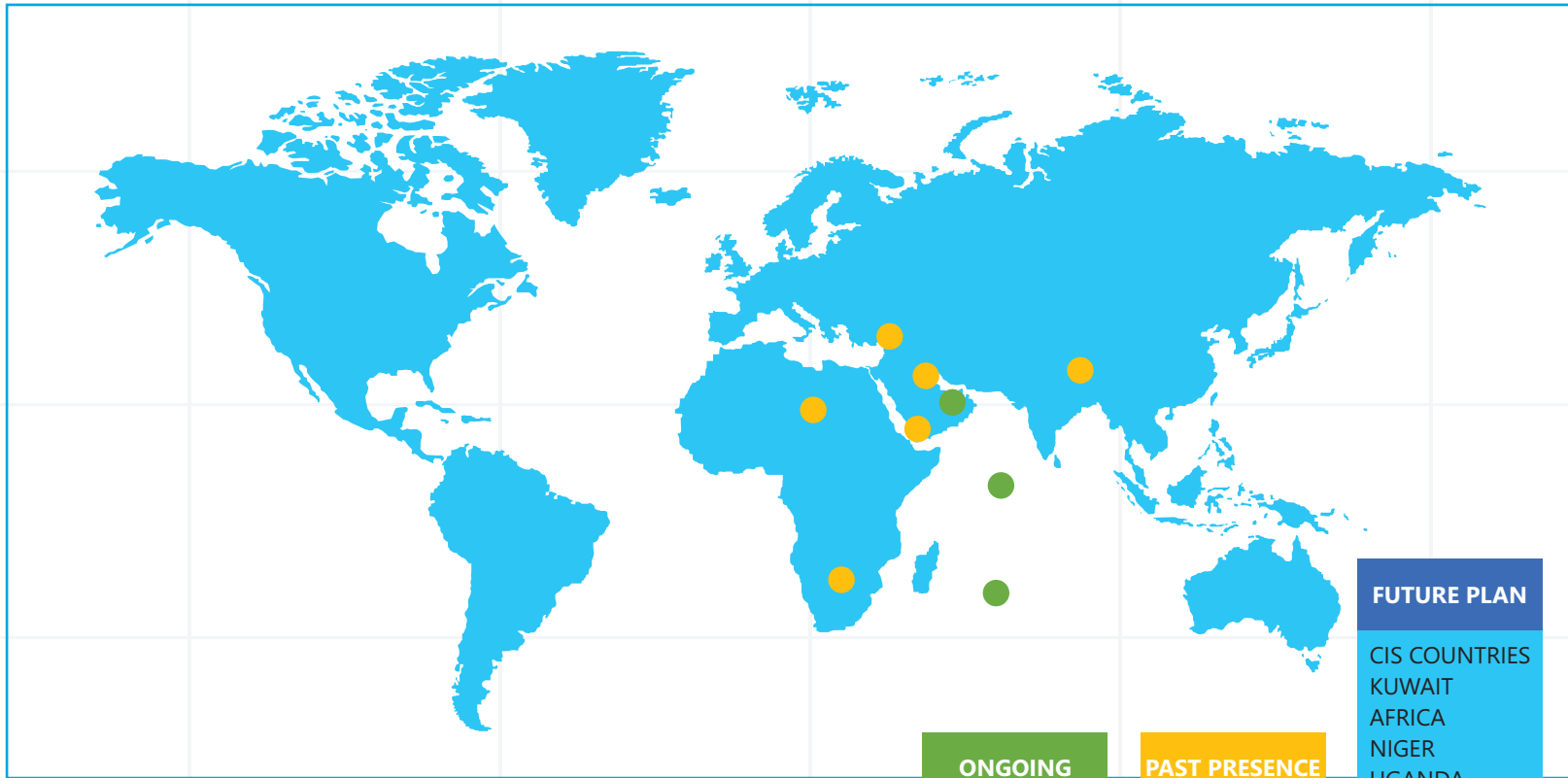
- **Design Build Contracts** for projects value more than Rs. 1000 cr.
- **New area of operation – Infrastructure works like Roads, Irrigation Projects.**
- **Focussed approach on New Technology / Dry construction.**
- **Online Billing** –contracts are operated through online billing system.
- **Payment through Digital means**- centrally controlled through NBCC in-house ERP system and released digitally through means of RTGS/NEFT or by Cheque.
- **Online management and Central record system of SD & EMD through ERP.**
- **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)





OVERVIEW OF GLOBAL PRESENCE

GLOBAL PRESENCE



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

ONGOING

OMAN
MALDIVES
MAURITIUS

PAST PRESENCE

YEMEN
TURKEY
BOTSWANA
LIBYA
IRAQ
NEPAL

FUTURE PLAN

CIS COUNTRIES
KUWAIT
AFRICA
NIGER
UGANDA
MALAWI
ZAMBIA
LIBERIA
GAMBIA
BURKINA FASO
TOGO
GABON

GLOBAL PRESENCE



REPUBLIC OF MAURITIUS



REPUBLIC OF MALDIVES



KINGDOM OF NEPAL



REPUBLIC OF TURKEY



REPUBLIC OF IRAQ



STATE OF LIBYA



REPUBLIC OF YEMEN



REPUBLIC OF MAURITIUS



REPUBLIC OF BOTSWANA

MAURITIUS PROJECTS

SUPREME COURT BUILDING

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

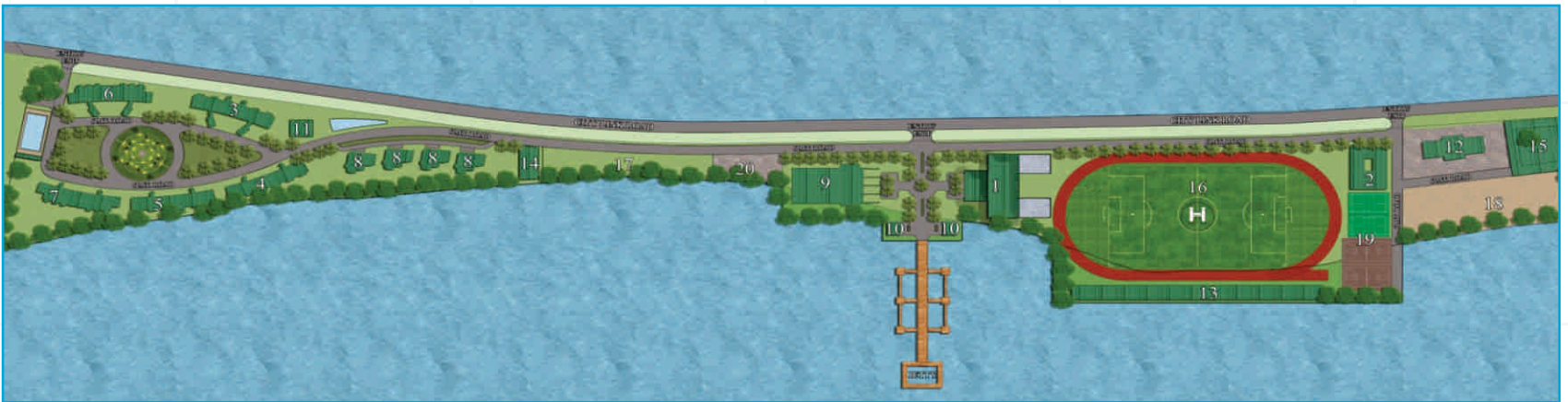
SOCIAL HOUSING PROJECT



NATIONAL POLICE ACADEMY AT ADDU, REPUBLIC OF MALDIVES



National Police Academy (now named as Institute for Security & Law Enforcement) at ADDU, Republic of Maldives



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.

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Thank you...

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Lodhi Road

New Delhi - 110003



A Navratna CPSE

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