

NCC Limited

Corporate Presentation

November 2021



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COMPANY OVERVIEW

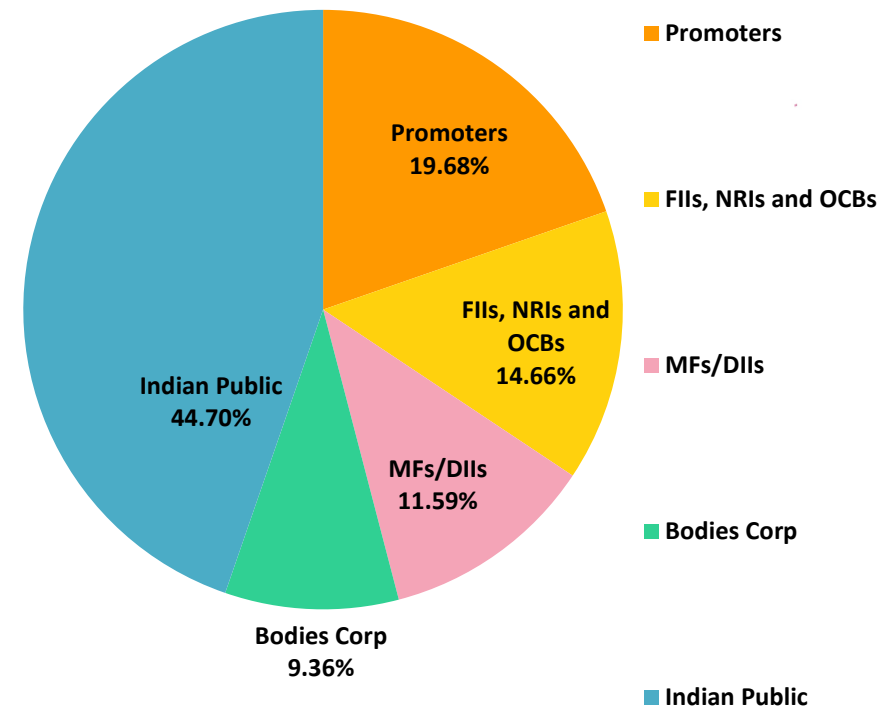
Company Snapshot (1/5)



Overview

- One of the **largest Listed construction companies** in terms of revenue in India
- **Well diversified order book** with presence across buildings & housing, roads, water & environment, irrigation, electrical, metals, mining and railways
- **Pan India presence** with offices across 13 cities in key states such as Maharashtra, Andhra Pradesh, Telangana, Karnataka, Gujarat, Uttar Pradesh, West Bengal, Tamil Nadu, etc.
- **Experienced Management and skilled workforce** which includes 5092 employees (including 3352 Technical), currently executing around 120 active sites at various locations (As on September, 30, 2021)
- **Order Book of INR 39,112 Cr** as on September 30, 2021. **New orders of INR 5,611 Cr** received during H1 FY 22
- **Market capitalization:** INR 4,817.79Cr as on November 11, 2021
- **Key projects executed:**
 - Agra Lucknow Expressways – Uttar Pradesh
 - ESI Hospital and Medical College, Gulbarga, Karnataka
 - Outer ring Road, Hyderabad Growth Corridor – Telangana
 - Infrastructure development, Ministry of Defence - Arunachal Pradesh
 - Water Supply Project, Rajkot - Gujarat
- **Major investors** having stake in the Company:
 - Rekha and Rakesh Jhunjhunwala
 - Nippon Life India Trustee Ltd
 - Aditya Birla Sun life
 - IDFC Sterling Value Fund

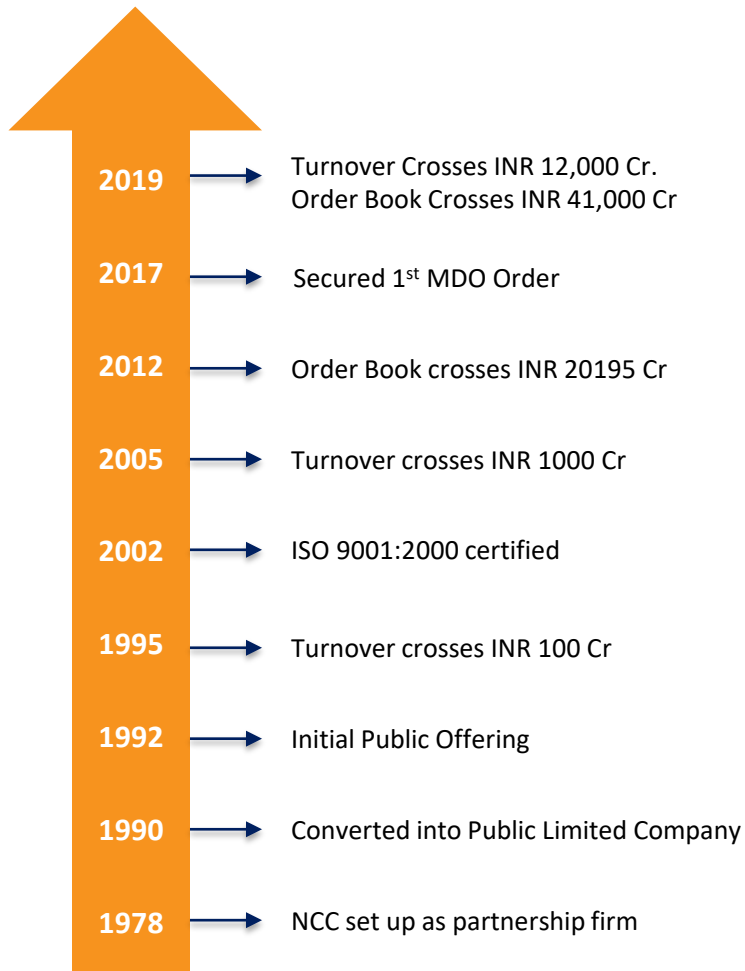
Shareholding – As on September 30, 2021



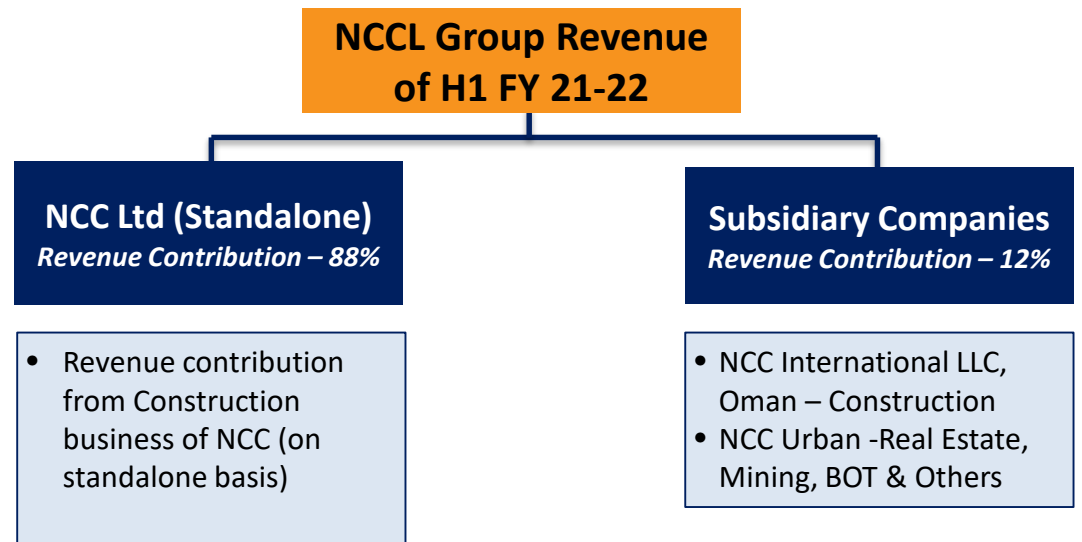
Company Snapshot (2/5)



Key Milestones

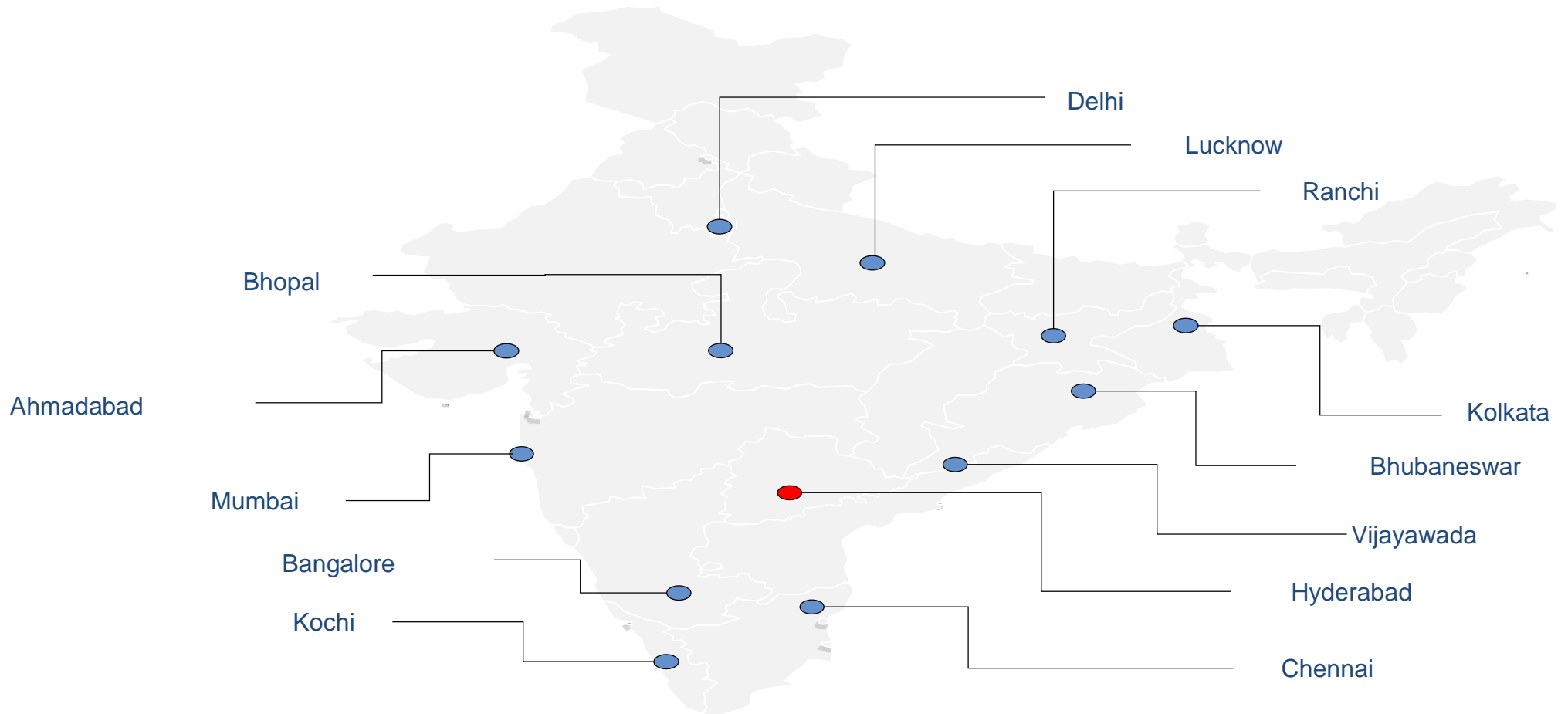


Group Business Structure



Company Snapshot (3/5)

Pan India Presence



Regional offices controlled by Directors and / or senior management facilitate efficient and timely decision making

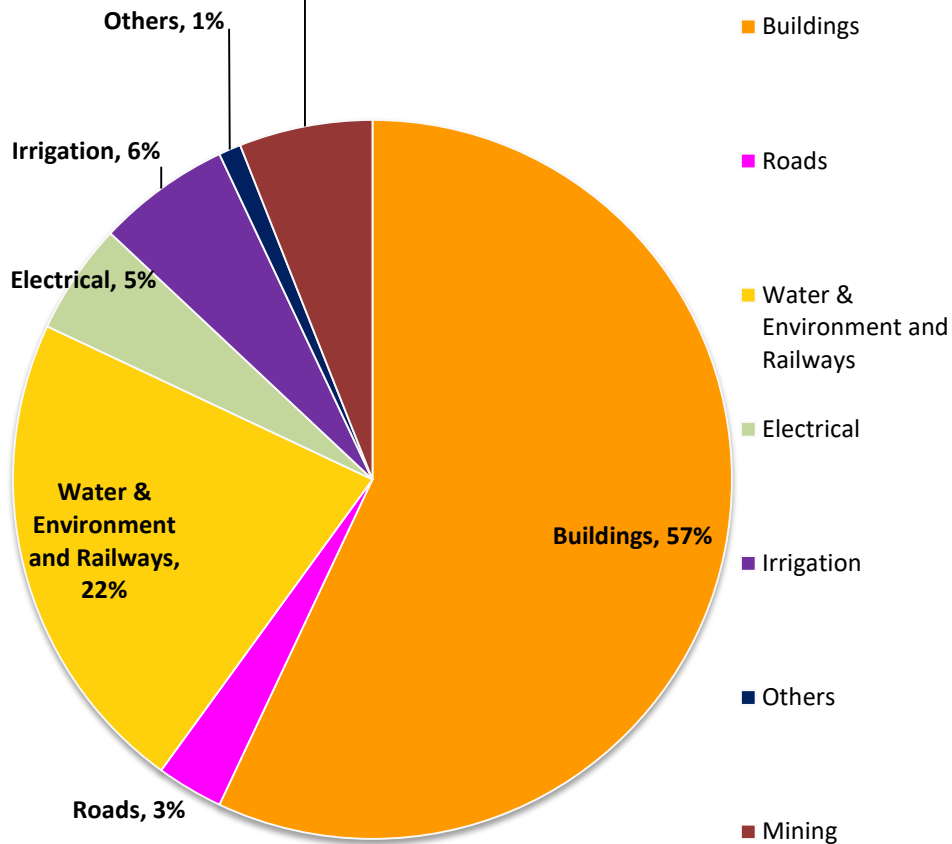
Company Snapshot (4/5)

Diversified Order Book - (Consolidated)



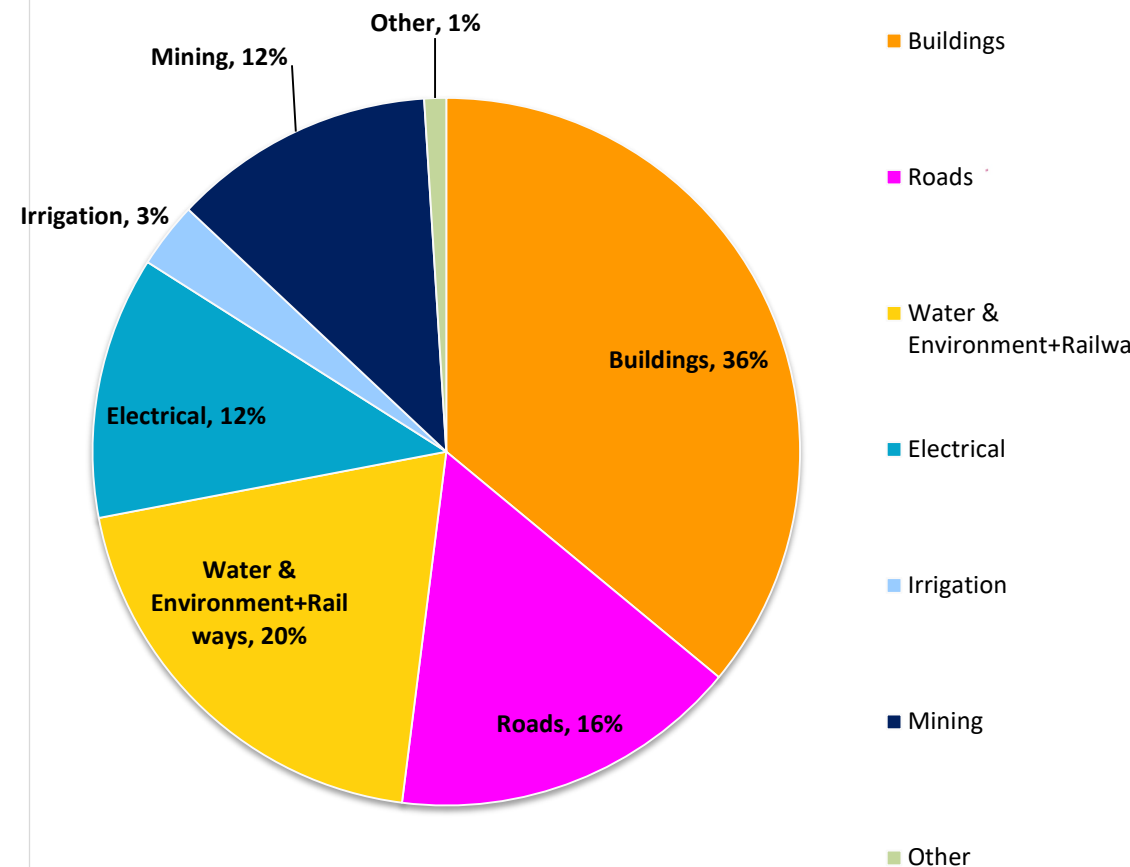
Total Order Book: Rs. 39,112 Cr

(as on September 30, 2021)
Mining, 6%



Total Turnover: Rs. 4,428 Cr

(as on September 30, 2021)



Company Snapshot (5/5)

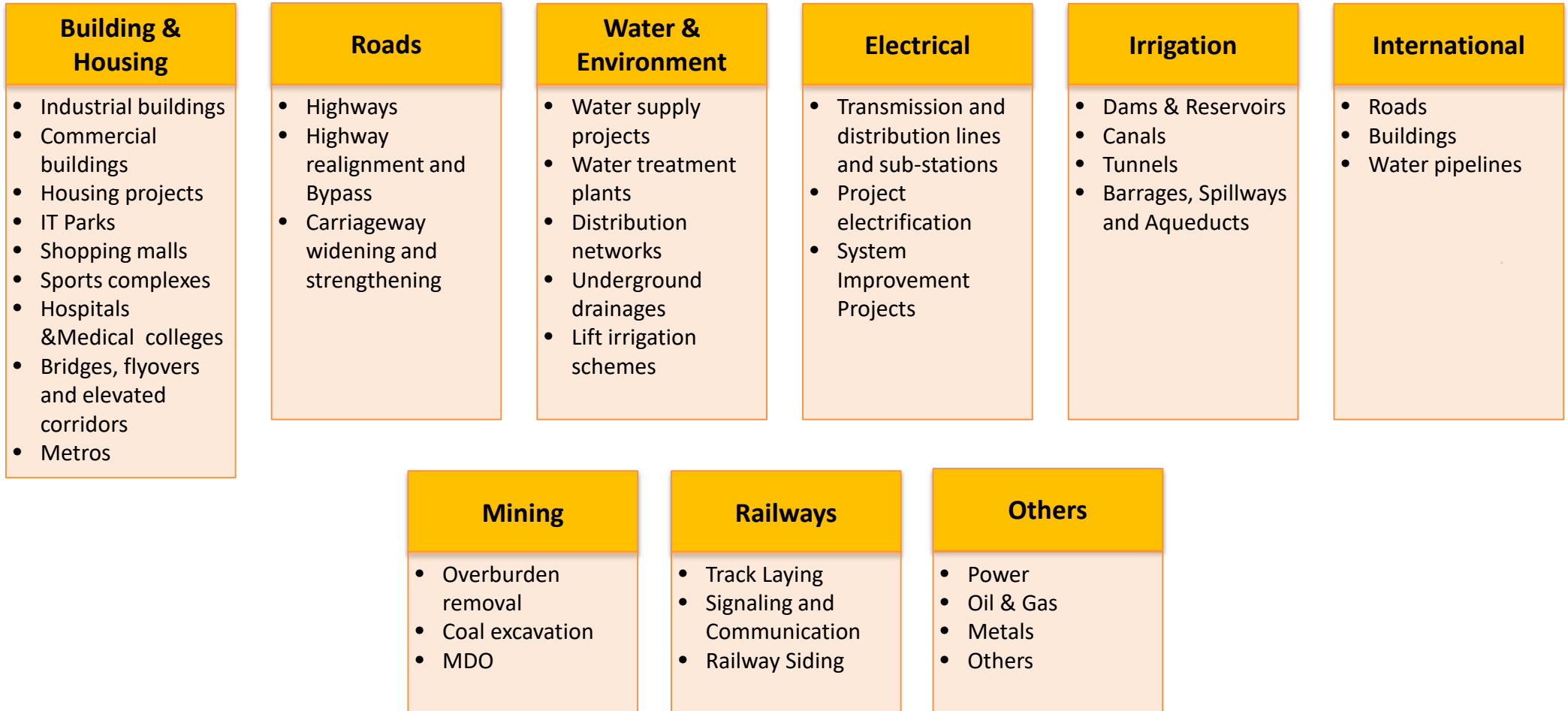
Segment- wise Order Book as on 30.09.2021



| Particulars | Buildings | Roads | W & E & Railways | Electrical | Irrigation | Mining | International | Others | TOTAL |
|---------------------------------|-----------|-------|------------------|------------|------------|--------|---------------|--------|-------|
| Orders on Hand as on 01.04.2021 | 21157 | 1954 | 7078 | 2438 | 2442 | 2592 | 17 | 251 | 37928 |
| | 56% | 5% | 19% | 6% | 6% | 7% | 0% | 1% | 100% |
| Add: New Orders Received | 2823 | 95 | 2272 | 194 | 0 | 194 | 0 | 33 | 5611 |
| | 50% | 2% | 40% | 3% | 0% | 3% | 0% | 1% | 100% |
| Less: Value of Works Executed | 1597 | 712 | 881 | 510 | 128 | 542 | 3 | 55 | 4428 |
| | 36% | 16% | 20% | 12% | 3% | 12% | 0% | 1% | 100% |
| Net Balance as on 30.09.2021 | 22383 | 1337 | 8469 | 2122 | 2314 | 2244 | 14 | 229 | 39112 |
| | 57% | 3% | 22% | 5% | 6% | 6% | 0% | 1% | 100% |

BUSINESS VERTICALS

Operating Divisions

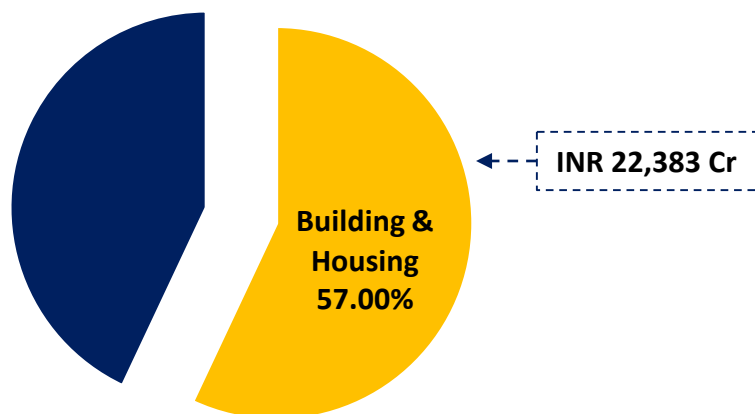


Diversified operations across various divisions help mitigate business risks

Building & Housing



Order Book (As on September 30, 2021)



Key Clientele

| Client Name |
|--|
| Uttar Pradesh Housing & Development Board |
| Airport Authority of India |
| All India Institute of Medical Sciences (AIIMS) |
| NBCC Limited |
| Director General Project Seabird (AOD) |
| Lucknow Development Authority |
| Mumbai Metropolitan Region Development Authority (MMRDA) |

Details of Major Projects Completed

| Project Name | Location | Project Value (INR Cr) |
|-----------------------|-------------|------------------------|
| APTIDCO | 2 Locations | 1789 |
| NBCC KIDWAI NAGAR | New Delhi | 698 |
| NAGPUR METRO | Nagpur | 562 |
| SAMAJWADI AWAS YOJANA | Lucknow | 377 |

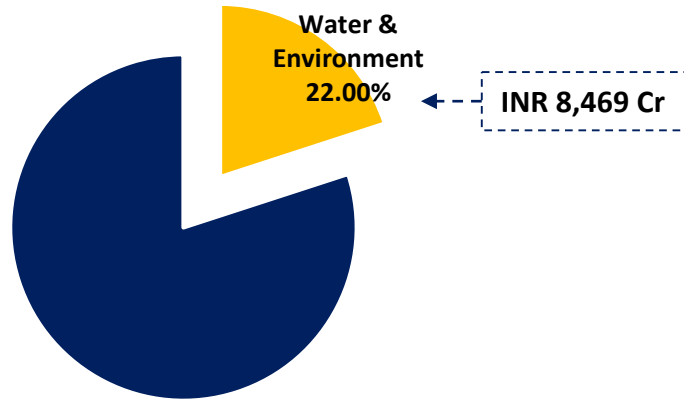
Details of Major Projects Under Execution

| Project Name | Location | Project Value (INR Cr) |
|---|-------------|------------------------|
| AIIMS | 4 Locations | 3717 |
| The Project Seabird, New Delhi (SEABIRD PHASE IIA ,KARWAR) (2 Projects) | Karnataka | 2442 |
| Airport Authority of India | 3 Locations | 1693 |
| MMRDA Mumbai Metro | Mumbai | 857 |

Water & Environment



Order Book (As on September 30, 2021)



Details of Major Projects Completed

| Project Name | Location | Project Value (INR Cr) |
|---|----------------------|------------------------|
| SAUNIYOJANA L-3 P-1 & P-2 | 2 Locations | 1247 |
| TDWSP-RR | Ranga Reddy District | 1517 |
| Water Supply Projects - BILWARA – 1 & 2 | Rajasthan | 535 |

Key Clientele

| Client Name |
|---|
| Gujarat Water Supply and Sewerage Board |
| Government of UP |
| Government of Jharkhand |
| Govt of Telangana |
| Public Health Engineering Department, Rajasthan |
| Public Works Departments, Government of West Bengal |

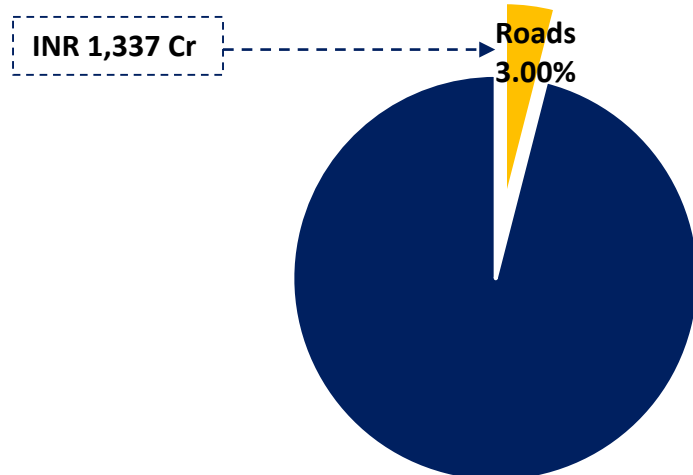
Details of Major Projects Under Execution

| Project Name | Location | Project Value (INR Cr) |
|--|-------------------|------------------------|
| State water & Sanitation Mission, Govt of UP | 10 District of UP | 8255 |
| Namami Gange & Rural Water Supply | Mirzapur & Jhansi | 1084 |
| TDWSP-WARANGAL | Warangal | 721 |
| SAUNI PKG-6 PH-II L-4 | Amreli | 681 |

Roads



Order Book (As on September 30, 2021)



Key Clientele

| Client Name |
|---|
| National Highways Authority of India |
| UP Expressways Industrial Development Authority |
| Capital City Development and Management Corporation, Vijayawada |
| MSRDC Limited |

Details of Major Projects Completed

| Project Name | Location | Project Value (INR Cr) |
|-----------------------------------|---------------|------------------------|
| Agra Lucknow Expressways | Uttar Pradesh | 1560 |
| Hyderabad Growth Corridor Limited | Hyderabad | 761 |

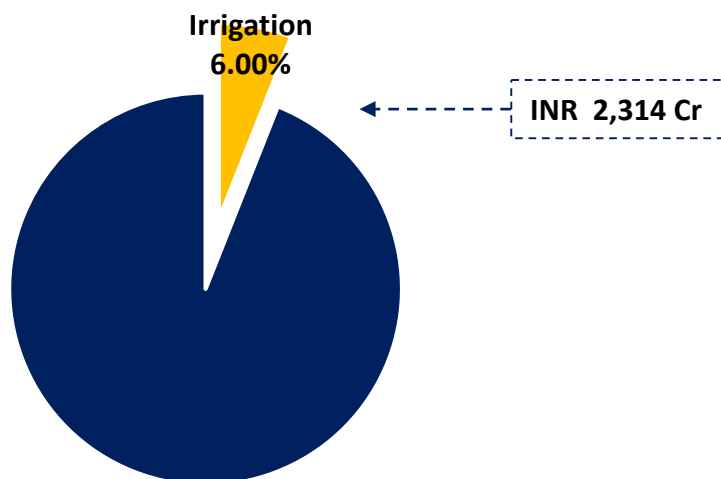
Details of Major Projects Under Execution

| Project Name | Location | Project Value (INR Cr) |
|--|---------------|------------------------|
| Nagpur Mumbai express way | Maharashtra | 2850 |
| Jabalpur Flyover | Jabalpur City | 686 |
| Madurai Ring Road | Tamilnadu | 440 |
| Double Deck Flyover – Chandni Chowk - Chhapra Town | Maharashtra | 331 |
| White topping of Roads - Bengaluru | Karnataka | 267 |

Irrigation



Order Book (As on September 30, 2021)



Key Clientele

| Client Name |
|---|
| Sardar Sarovar Narmada Nigam Limited |
| Water Resources Department, Govt. of Bihar |
| Water Resources Department, Govt. of Chattisgarh |
| Govt. of Andhra Pradesh, Water resources department |

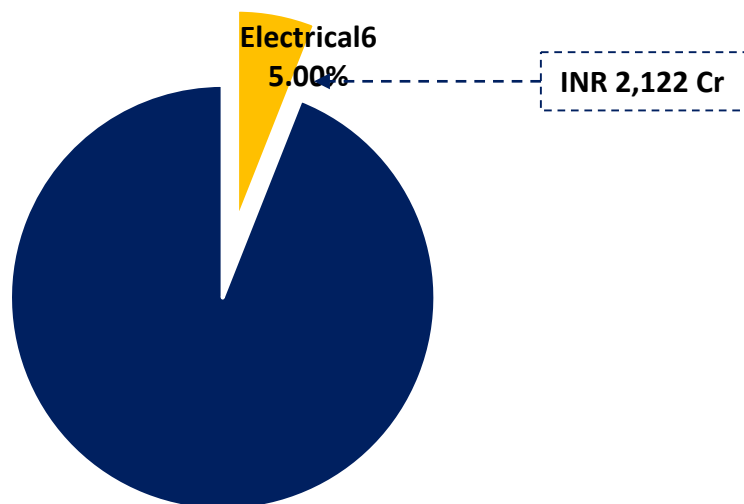
Details of Major Projects Completed

| Project Name | Location | Project Value (INR Cr) |
|-----------------------------------|----------|------------------------|
| Gandak Canal Project | Bihar | 543 |
| Sardar Sarovar Narmada Nigam Ltd. | Gujarat | 454 |
| Water Resources Dept. Birpur | Bihar | 153 |

Details of Major Projects Under Execution

| Project Name | Location | Project Value (INR Cr) |
|---|----------------|------------------------|
| Lift Irrigation Project (PRLIS) | Telangana | 1008 |
| Formation of Reservoir project – Baswapur | Telangana | 592 |
| Moderanisation of Midpennar South Canal – Pakage 43 & Pakage 44 | Andhra Pradesh | 441 |

Order Book (As on September 30, 2021)



Key Clientele

| Client Name |
|---|
| Purvanchal vidyut Vitran Nigam Limited |
| Dakshinanchal Vidyut Vitran Nigam Limited |
| Madhyanchal Vidyut Vitran Nigam Limited |
| West Bengal State Electricity Distribution Co Ltd |
| Jharkhand Bijili Vitran Nigam Limited |
| Power Grid Corpn.of India Ltd |

Details of Major Projects Completed

| Project Name | Location | Project Value (INR Cr) |
|---|----------------|------------------------|
| TG&D Corpn Ltd, Chennai-Erode | Tamilnadu | 254 |
| PVNL- RGGY - Phase II Allahabad | Uttar Pradesh | 165 |
| Power Grid Corpn.of India Ltd. TW- 01 & TW-02 | Andhra Pradesh | 131 |
| MSEDCL – Nashik | Maharashtra | 74 |

Details of Major Projects Under Execution

| Project Name | Location | Project Value (INR Cr) |
|---|---------------|------------------------|
| PVVNL- Saubhagya- Meerut | Uttar Pradesh | 475 |
| Jharkhand Bijili Vitran Nigam Limited, Ranchi | Jharkhand | 538 |
| BESCOM, KENGERI, Indiranagar, Jayanagar | Bangalore | 610 |

KEY INVESTMENT HIGHLIGHTS

Key Investment Highlights



1

Strong Execution Track Record

- More than Four decades of experience in completing numerous construction projects across roads, buildings, bridges, irrigation & mining etc. with timely execution

2

Diversified Order Book across Industry Segments and Geography

- Robust and regionally diversified order book diversified across 27 states in India with strong counterparties
- Order book of INR 39,112 Cr (as on September 30, 2021) and order book to sales ratio of 5x provides strong cash flow visibility for next 5 years

3

Robust Financials with Strong Credit Rating

- Company has stable financial performance in terms of margins and return metrics along with low leverage
- India Ratings - “A” with positive outlook

4

Professional Board with Strong Corporate Governance

- Board comprising of 5 Executive, 1 Non-executive non-independent and 4 Independent directors
- Strong Corporate Governance due to institutional ownership and presence of independent directors in board & various committees

5

Favorable Industry Dynamics

- Various initiatives such as Bharat Mala, Sagar Mala, Pradhan Mantri Awas Yojna, Namami Gange Programme, Freight Corridors, Industrial Corridors, Smart Cities, etc. to provide additional impetus to Construction industry

Strong Track Record



Details of Major Projects Completed

| Project Name | Location | Project Cost (INR Cr) | Year of completion |
|---------------------------------|---------------|-----------------------|--------------------|
| TDWSP – Ranga Reddy | Telangana | 1516 | 2019-20 |
| Agra Lucknow Expressways | Uttar Pradesh | 1560 | 2017-18 |
| ESIC Hospital & Medical College | Karnataka | 1073 | 2014-15 |
| IISCO Steel plant Blast furnace | West Bengal | 784 | 2014-15 |

Details of Major Projects Under Execution

| Project Name | Location | Project Cost (INR Cr) |
|--|--------------|-----------------------|
| Nagpur Mumbai express way | Maharashtra | 2850 |
| The Project Seabird, New Delhi (SEABIRD PHASE IIA ,KARWAR) | Karnataka | 1127 |
| NBCC India Limited, New Delhi (ITC – NAUROJI NAGAR) | New Delhi | 1560 |
| Pune Metro Package-1 & 2 | Maharashtra | 1096 |
| NBCC India Limited, New Delhi (AIIMS BILASPUR) | Chhattisgarh | 1063 |

Ability to Win Large Projects

Demonstrated ability to bid for and win large projects

- State water & Sanitation Mission, Govt of UP, Lucknow (2 Projects) : INR 5854 Cr
- Nagpur Mumbai express way, Maharashtra : INR 2850 Cr
- The Project Seabird, New Delhi (SEABIRD PHASE IIA ,KARWAR) (2 Projects) : INR 2442 Cr
- Building Project by NBCC, Nauroji Nagar, New Delhi: INR 1652 Cr

Key Clientele

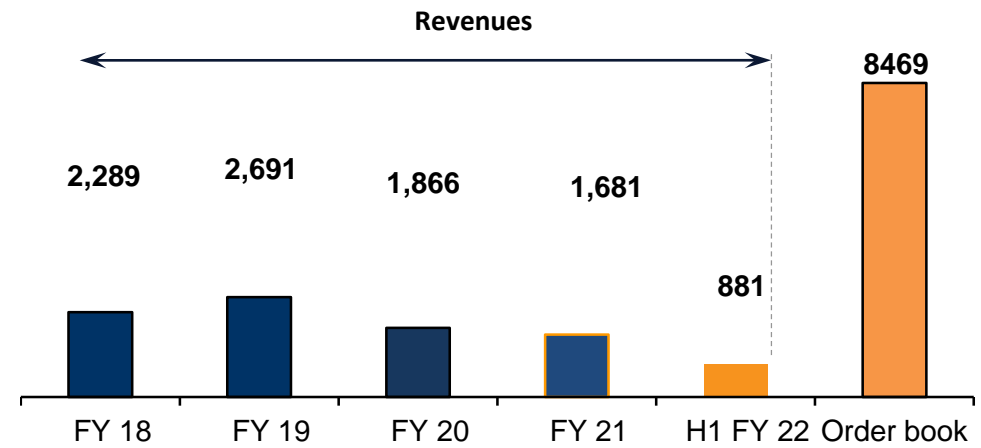
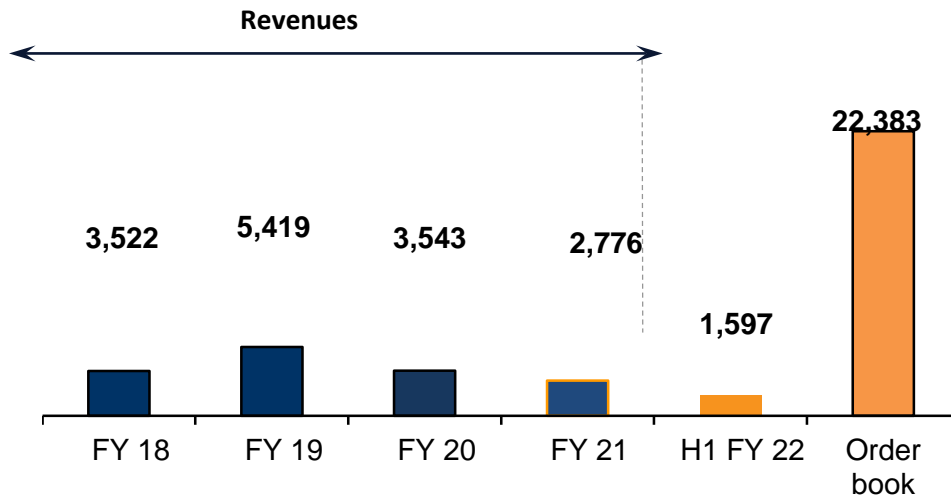
| Client Name | | |
|--------------------------------------|--------------------------|---------------------------------|
| Indian Railway | Power Grid | Indian Oil |
| Coal India | CIDCO | Airport Authority of India |
| National Aluminum Company | Steel Authority of India | Hyderabad Growth Corridor |
| National Highways Authority of India | Bharat Heavy Electricals | Maharashtra Airport Development |
| NTPC | NBCC | Indian Army |

Divisional Performance as on September 30, 2021



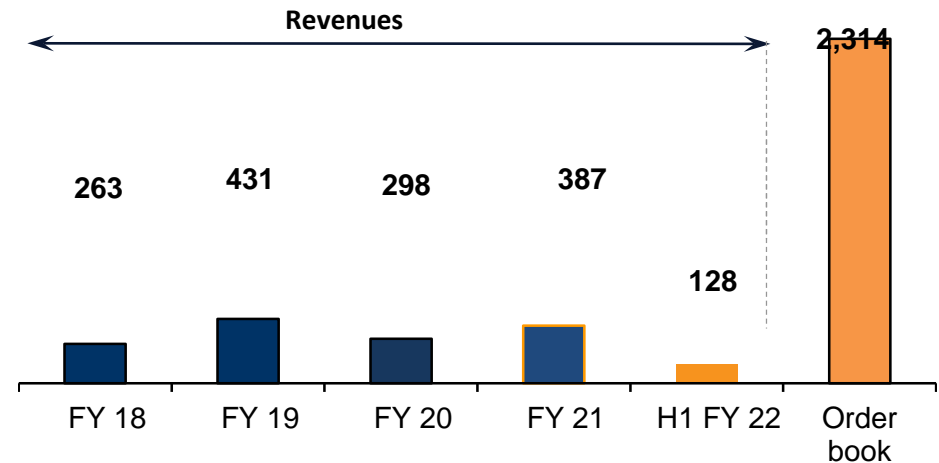
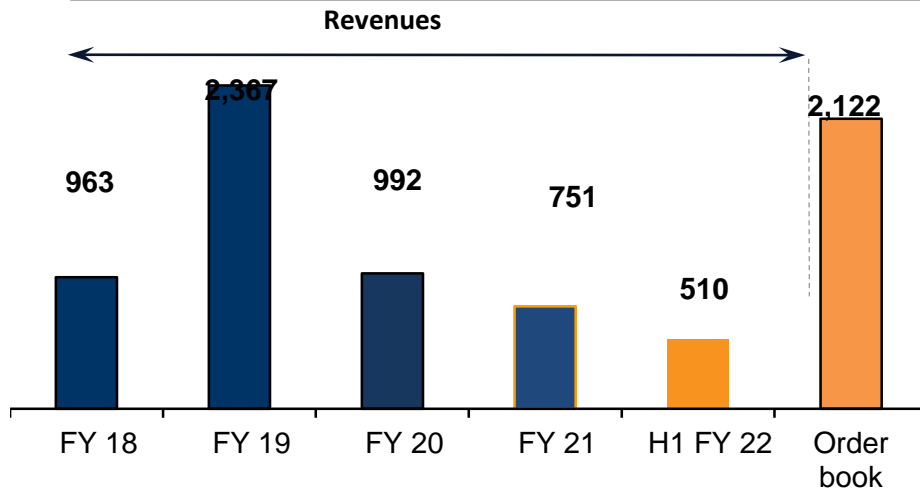
Buildings & Housing (Rs. Cr)

Water & Environment + Railways (Rs. Cr)



Electrical (Rs. Cr)

Irrigation (Rs. Cr)

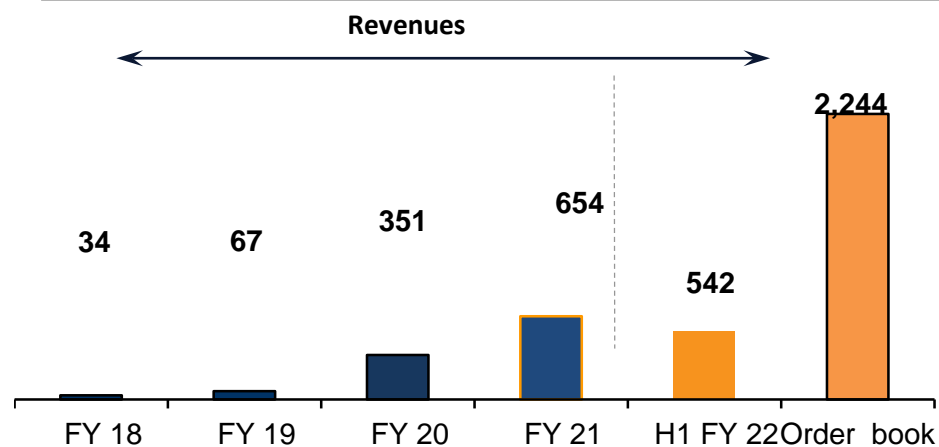


(1) Order book as on September 30, 2021

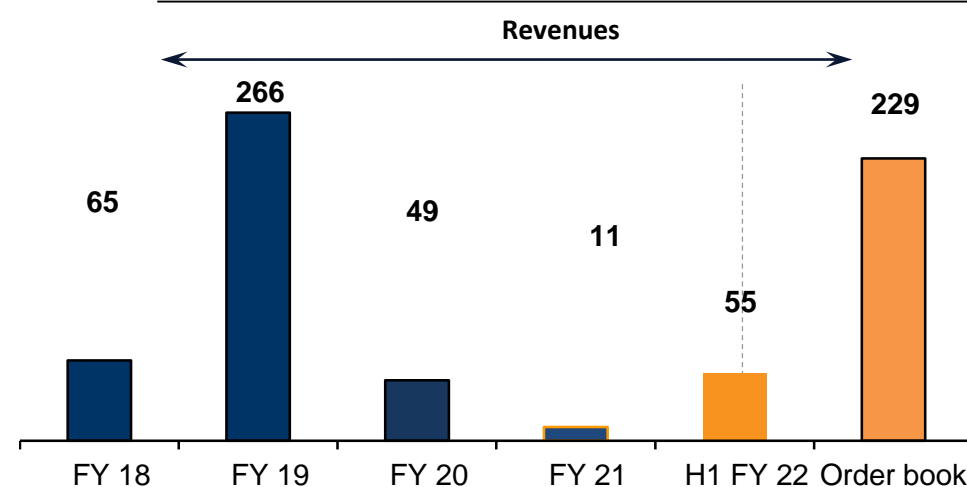
Divisional Performance as on September 30, 2021



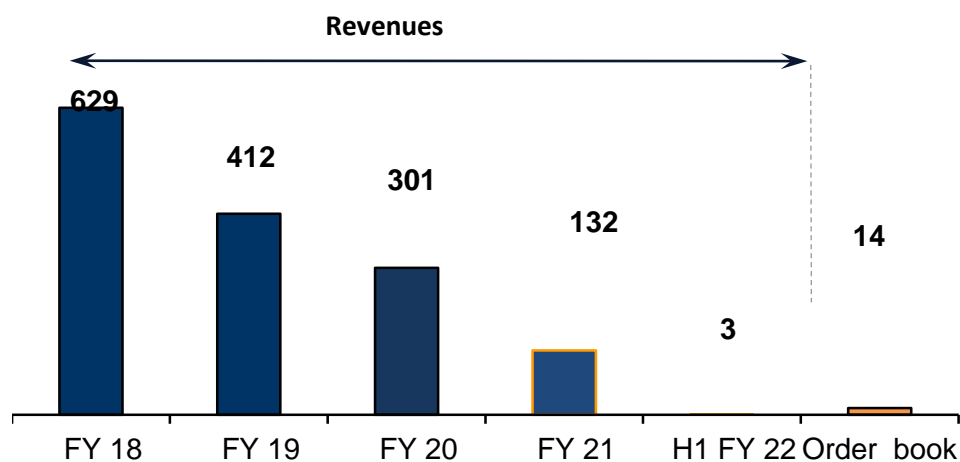
Mining (Rs. Cr)



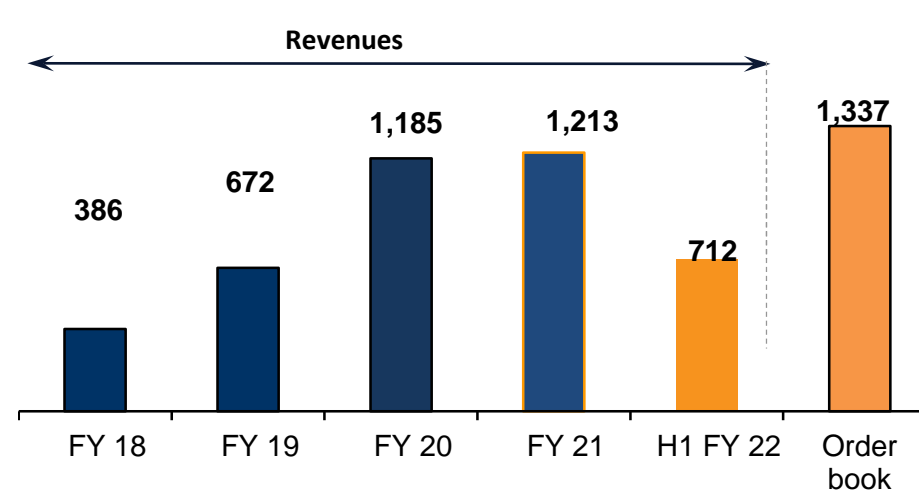
Others (Rs. Cr)



International (Rs. Cr)



Roads (Rs. Cr)

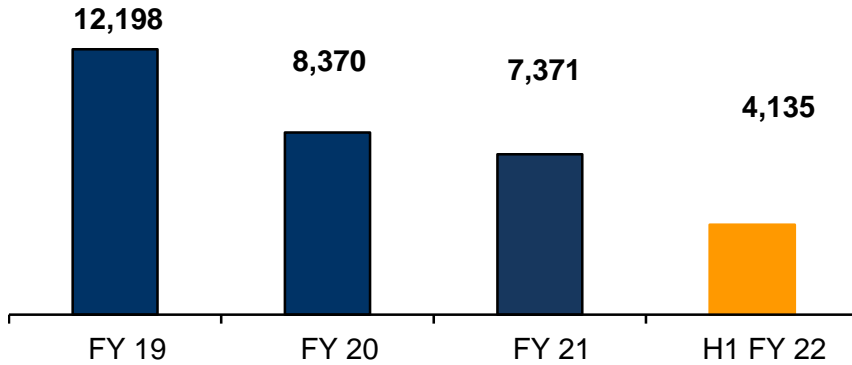


(1) Order book as on September 30, 2021

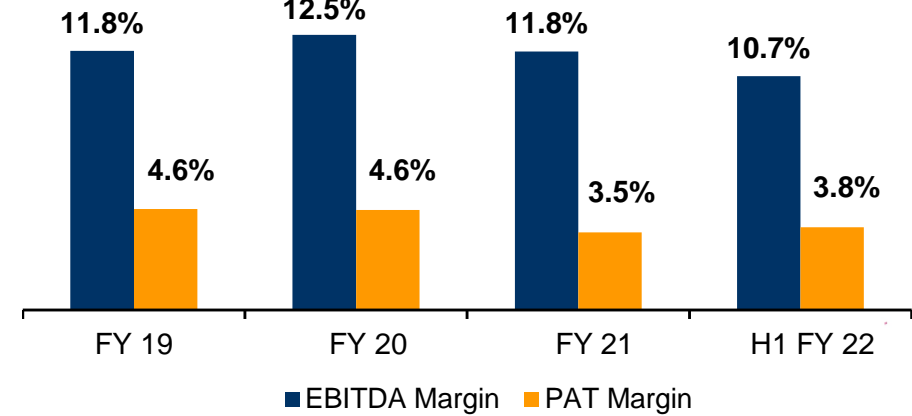
Robust Financials with Strong Credit Rating (1/3)- Standalone Financials



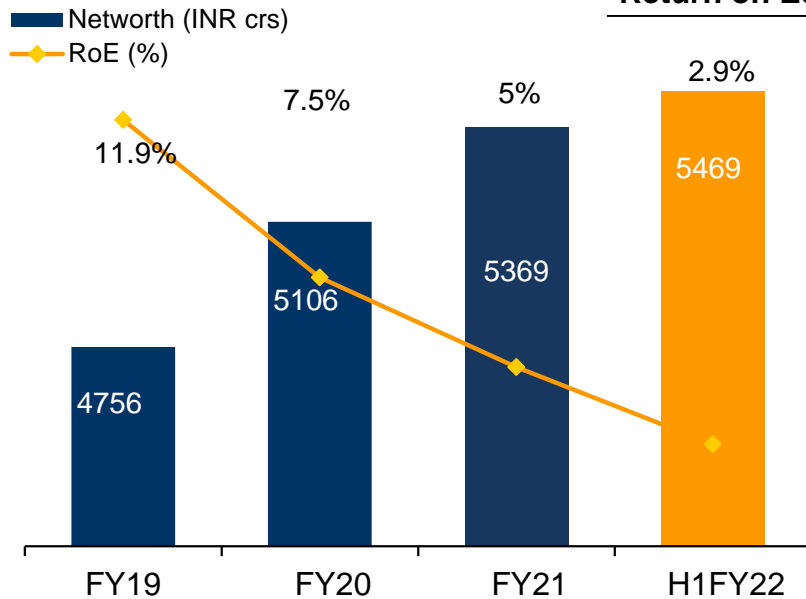
Revenue (INR Cr)



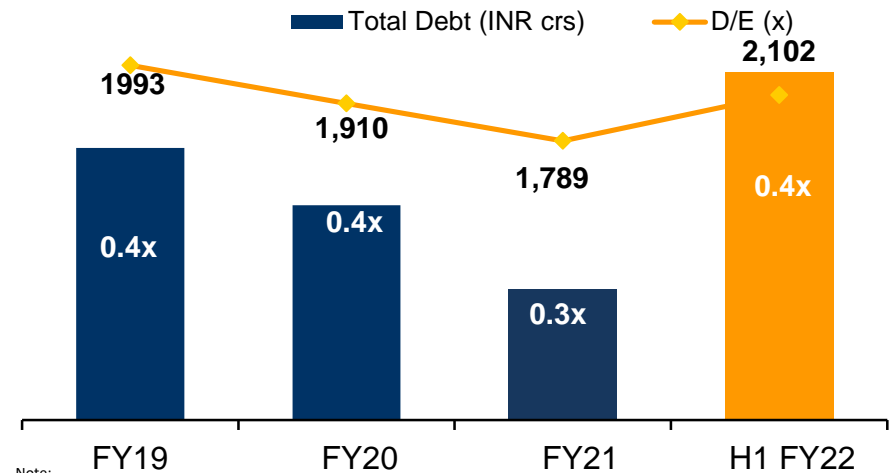
Margins



Return on Equity



Leverage



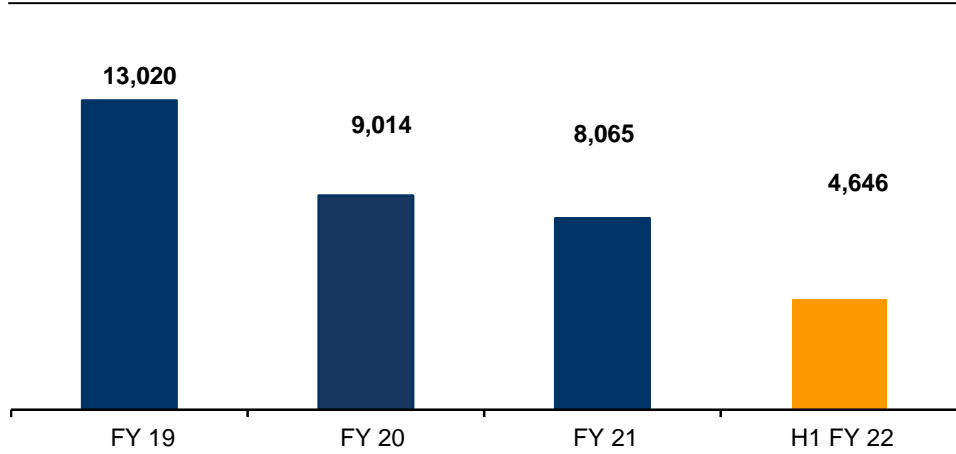
Note:

1. All figures are derived from standalone financials
2. EBITDA Margin: EBITDA / Operating Revenue; PAT Margin = PAT / Total Revenue;
3. RoE = PAT / Net Worth

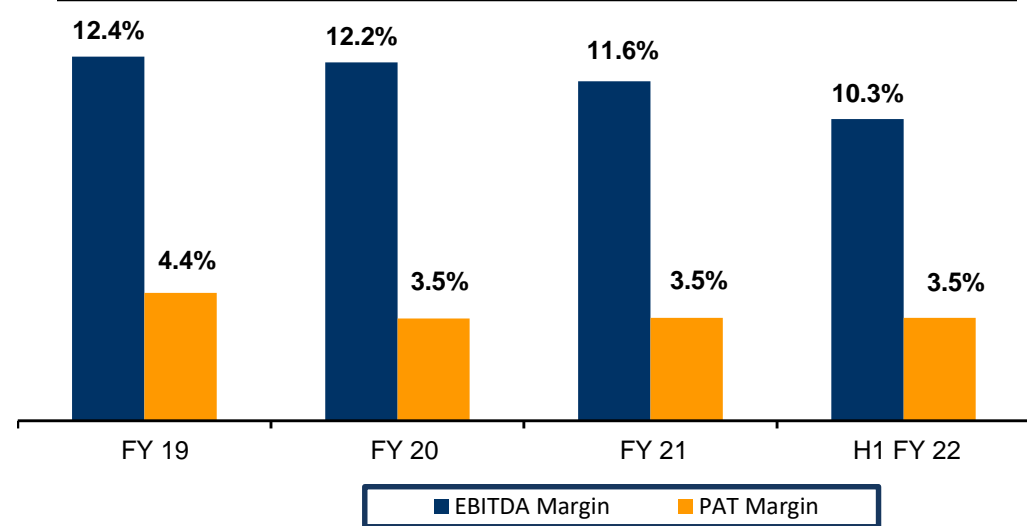
Robust Financials with Strong Credit Rating (2/3)- Consolidated Financials



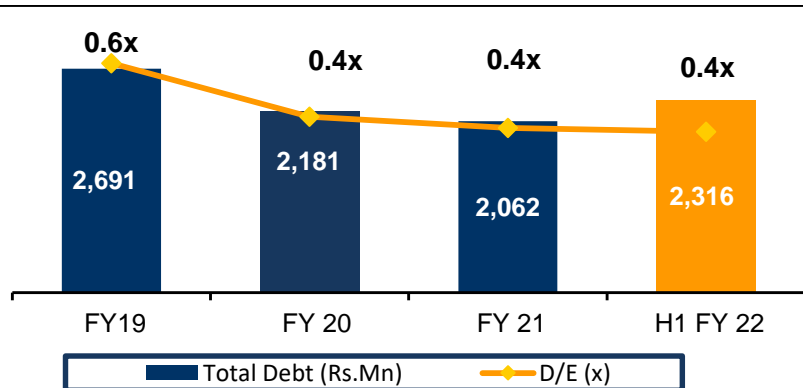
Consolidated Revenues (Rs. Cr)



Margins



Leverage Position



Note:

1. All figures are derived from consolidated financials
2. EBITDA Margin: EBITDA / Operating Revenue;
3. PAT Margin = PAT / Total Revenue;

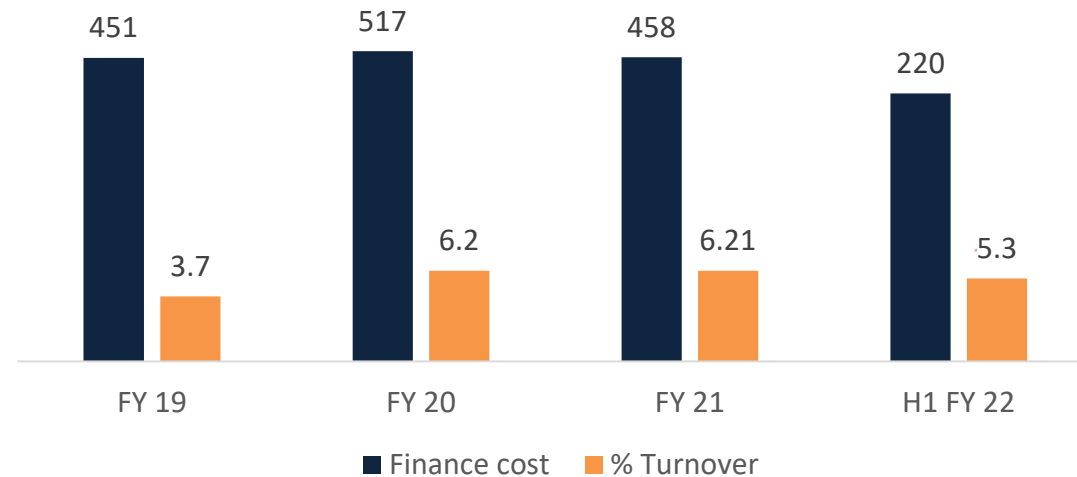
Finance Cost Comprises of:

- Interest on Working Capital Loans & Cash Credit
- Interest on Term Loans
- Interest on Mobilization Advances
- Commission on Bank Guarantees and Letter of Credits
- Other Financial Charges

Working Capital Assistance from Banks (As on September 30, 2021)

| Sl. No. | Particulars | Limit (INR Cr) |
|---------|--------------------|----------------|
| 1. | Cash Credit & WCDL | 2188 |
| 2. | Bank Guarantees | 9499 |
| 3. | Letter of Credit | 1000 |
| | TOTAL | 12687 |

Finance Cost (INR Cr) (Actual / % of Turnover)



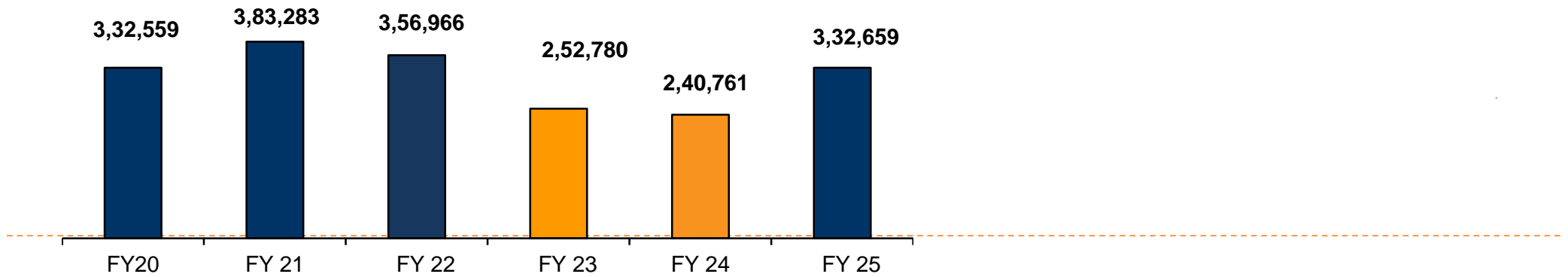
Rating of the Company:

- External rating of the company is "A" with positive outlook by India Ratings

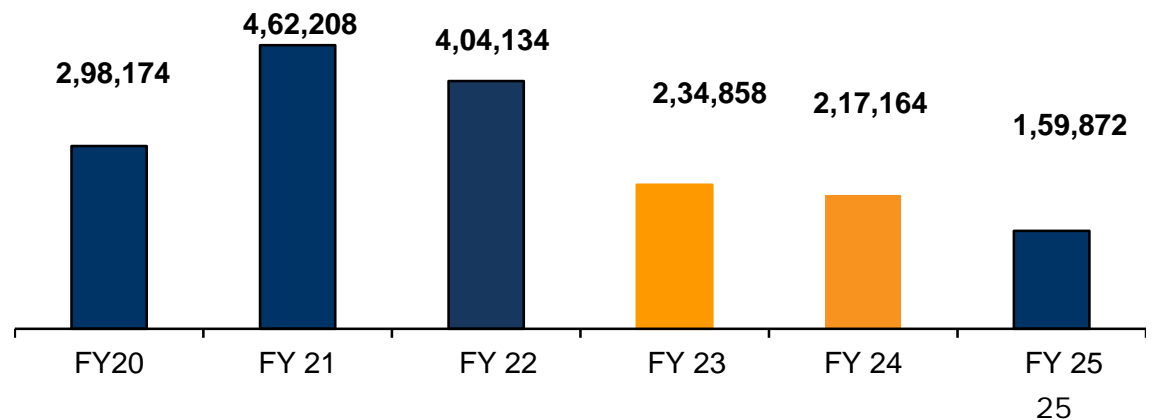
Favorable Industry Dynamics (1/3)

Investment Planned Under NIP

Roads



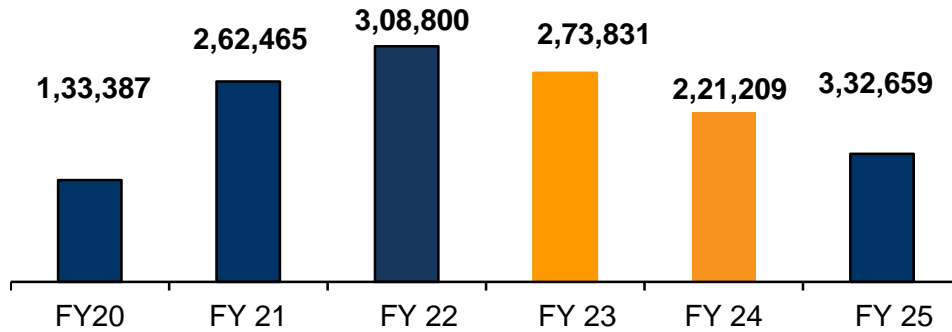
Urban Infrastructure



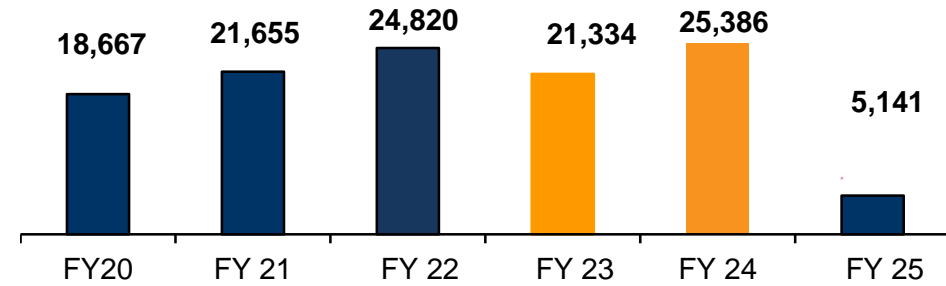
Favorable Industry Dynamics (2/3)

Investment Planned Under NIP

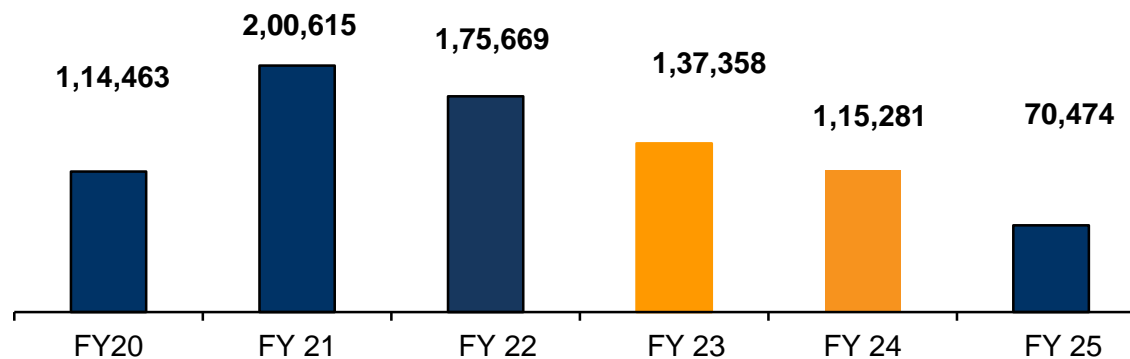
Railways



Airports

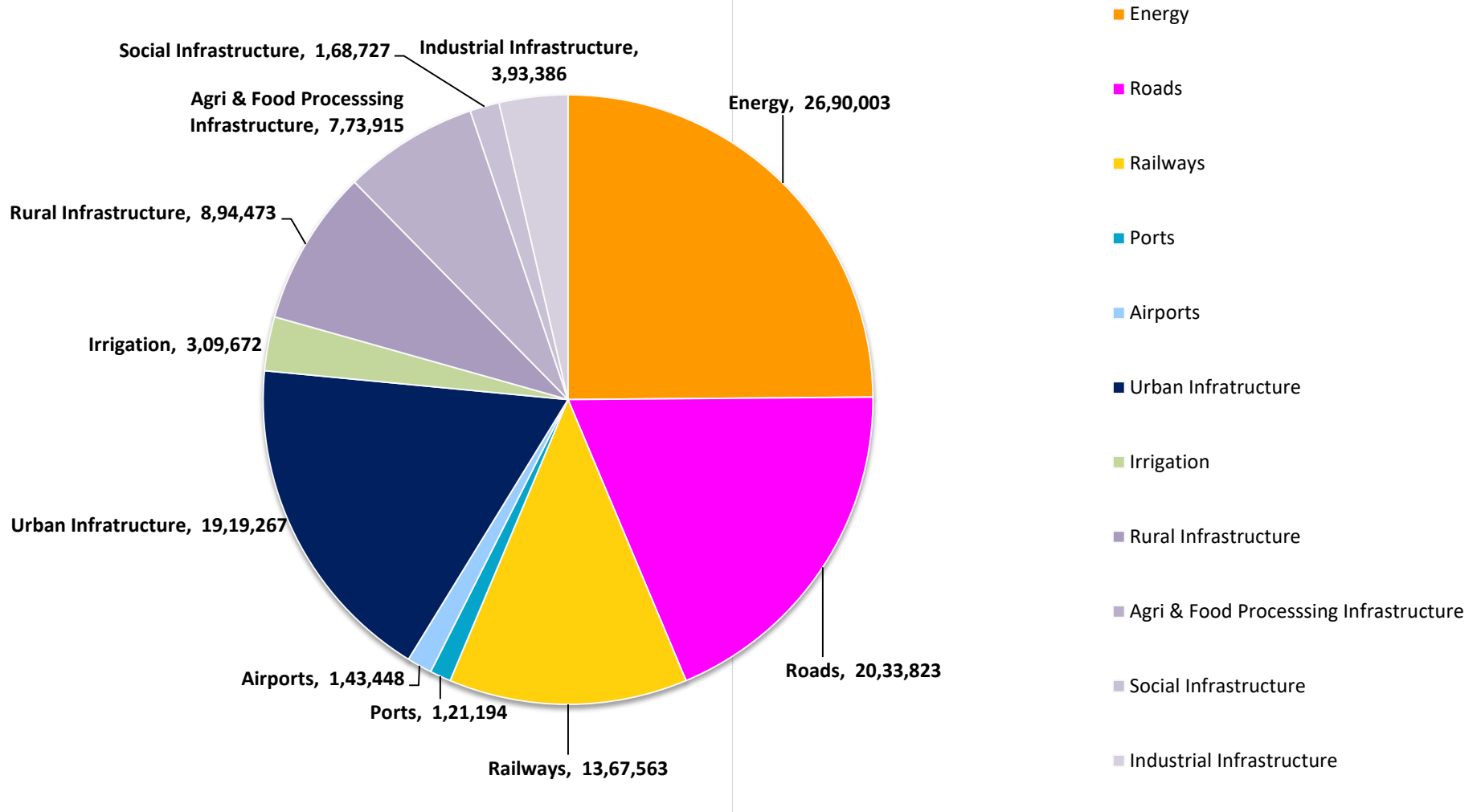


Irrigation



Favorable Industry Dynamics (3/3)

Sector-Wise Capital Expenditure in Infrastructure



COMPANY STRATEGY

Asset Light Business Model

- Focus on core competency of the Company i.e. Construction Business (EPC and Item rate contracts) with asset light strategy
- Monetize BOT and Real Estate Assets exposure on a case to case basis
- Limited exposure to selective HAM projects in Roads

Focus on India

- With impetus of Government on development of Infrastructure and housing for all in India, focus on bidding for construction projects in India
- Exit from middle east construction business

Improving Operational Efficiency and Return Metrics

- Continuing efforts in improving operational efficiency and reduction of costs
- Focus on superior management and better control of projects by strengthening MIS and Review System
- Sustained efforts on improving EBITDA and Net Profit Margins
- Reduction of Debt and Interest Costs

Thank you

