

## INVESTORS PRESENTATION 2016-17



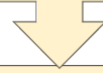
# NBCC JOURNEY SO FAR...



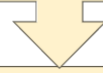
- ❖ 1960 INCORPORATION AS NBCC
- ❖ 1977 FOOTPRINTS IN OVERSEAS MARKETS
- ❖ 1988 DIVERSIFIED INTO REAL ESTATE SECTOR
- ❖ 2012 IPO IN APRIL, 2012
- ❖ 2014 'NAVRATNA' STATUS GRANTED & FORMED NSL
- ❖ 2017 ALL TIME HIGH ORDER BOOK
  
- ✓ ONE OF THE LARGEST PSE IN CONSTRUCTION SECTOR IN INDIA.
- ✓ GROSS INCOME IN FY 2016-17 : RS. 6400.73 CR.
- ✓ NET PROFIT IN FY 2016-17 : RS. 354.51 CR.

## MAJOR KEY BUSINESS UPDATES:

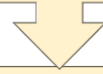
**SUCCESSFUL E-AUCTION** OF UPCOMING COMMERCIAL SPACE AT **NAUROJI NAGAR**, NEW DELHI



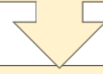
PARTICIPATION OF NBCC IN JOINT VENTURE WITH GOVERNMENT OF MAHARASHTRA AND PRIVATE ENTITY TO  
**DEVELOP A SMART INDUSTRIAL CITY NEAR NAVI MUMBAI**



**RECOMMENDED FINAL DIVIDEND** OF RS. 1.10 PER PAID UP EQUITY SHARE OF RS. 2/- EACH



NOMINATION OF NBCC **AS LAND MANAGEMENT AGENCY (LMA)** BY GOVERNMENT OF INDIA



TAKING OVER OF **HINDUSTAN STEELWORKS CONSTRUCTION LTD (HSCL)** AS SUBSIDIARY COMPANY W.E.F

**APRIL 1, 2017**



**ISSUED 2:1 BONUS SHARE** (ONE BONUS SHARE OF RS 2 EACH ON EVERY EXISTING TWO FULLY PAID-UP EQUITY SHARES)

## MAJOR KEY BUSINESS UPDATES FOR FY 2016-17

SUCCESSFULLY 15% GOVT. **STAKE SALE**

APPOINTMENT OF **INDEPENDENT DIRECTOR** ON NBCC'S BOARD

APPROVAL FOR **REDEVELOPMENT OF SEVEN OLD GPRA COLONIES** WHERE NBCC WOULD BE IMPLEMENTING-  
AGENCY FOR 3 GPRA COLONIES AT SAROJINI NAGAR, NAUROJI NAGAR AND NETAJI NAGAR.

**TENDER FOR PRAGATI MAIDAN COMPLEX** WHICH IS SET TO GET A NEW FACE WITH ITS REDEVELOPMENT INTO A  
WORLD CLASS STATE-OF-THE-ART INTEGRATED EXHIBITION-CUM-CONVENTION CENTRE (IECC)

**STOCK SPLIT IN 1:5 RATIO**

## MAJOR BUSINESS SECURED IN FY 2016-17

**REDEVELOP  
MENT OF  
THREE OLD  
GPRA  
COLONIES  
AT SAROJINI  
NAGAR,  
NAUROJI  
NAGAR AND  
NETAJI  
NAGAR.**

**VIDARBHA  
IRRIGATION  
DEVELOPMENT  
CORPORATION  
(VIDC) PHASE 1  
WORK OF  
CONSTRUCTION  
OF IRRIGATION**

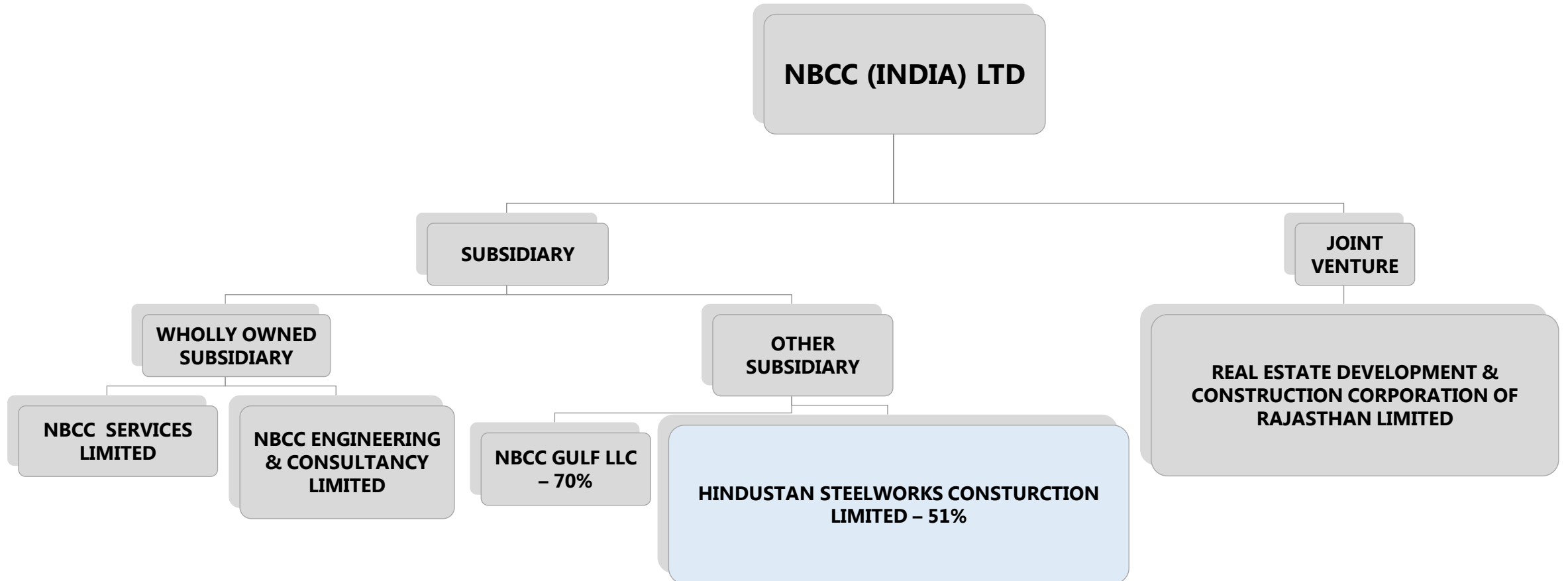
**SOCIAL HOUSING  
AND  
CONSTRUCTION  
OF  
NEW SUPREME  
COURT BUILDING  
IN MAURITIUS**

**BUILDINGS  
WORK AT  
IIT  
BHUBANNEW  
SW-AR**

**ROAD  
WORKS  
FOR  
CENTRAL  
COALFIELD  
LTD**

**DEVELOPMENT  
OF GHAR IN  
BIHAR FOR  
MINISTRY OF  
WATER  
RESOURCES &  
RIVER  
DEVELOPME-  
NT**

**VARIOUS  
HOSPITAL  
WORK FOR  
ESIC**





# MAJOR KEY BUSINESS THEMES FOR COMPANY



## REDEVELOPMENT



## HOUSING FOR ALL



## LMA - LAND MANAGMENT



## MOU's & BUSINESS FROM STATES



## SMART CITIES

# **BUSINESS OVERVIEW**



NBCC	PMC	Institutional, Housing & Industrial Sectors
		Redevelopment work
		Water ,effluent treatment Plant & Solid Waste Management
		Post Completion maintenance work
	EPC	Civil & Structural works for power project
		Chimneys & cooling Towers
	RE	Commercial Corporate office buildings
		Township & Residential Apartment

## ❖ **Landmark Projects Execution as a PMC**

- PMC contributes to about 80-85% of its annual revenue.
- PMC being the company's core strength
- Areas covered under its umbrella include Roads, Hospitals & Medical Colleges, Institutions, Offices, Airports, Bridges, Industrial & Environmental Structures etc.

## ❖ **Focus on Re-development as a new Sector with unique financial modalities.**

## ❖ **EPC-Infrastructure Segment**

- Executing various projects such as Chimneys, Cooling Towers, and various types of Power Plant Works.

## ❖ **Added thrust in Real Estate and giving it a whole new dimension to it.**

- Real estate development division focuses on residential and commercial complexes development.

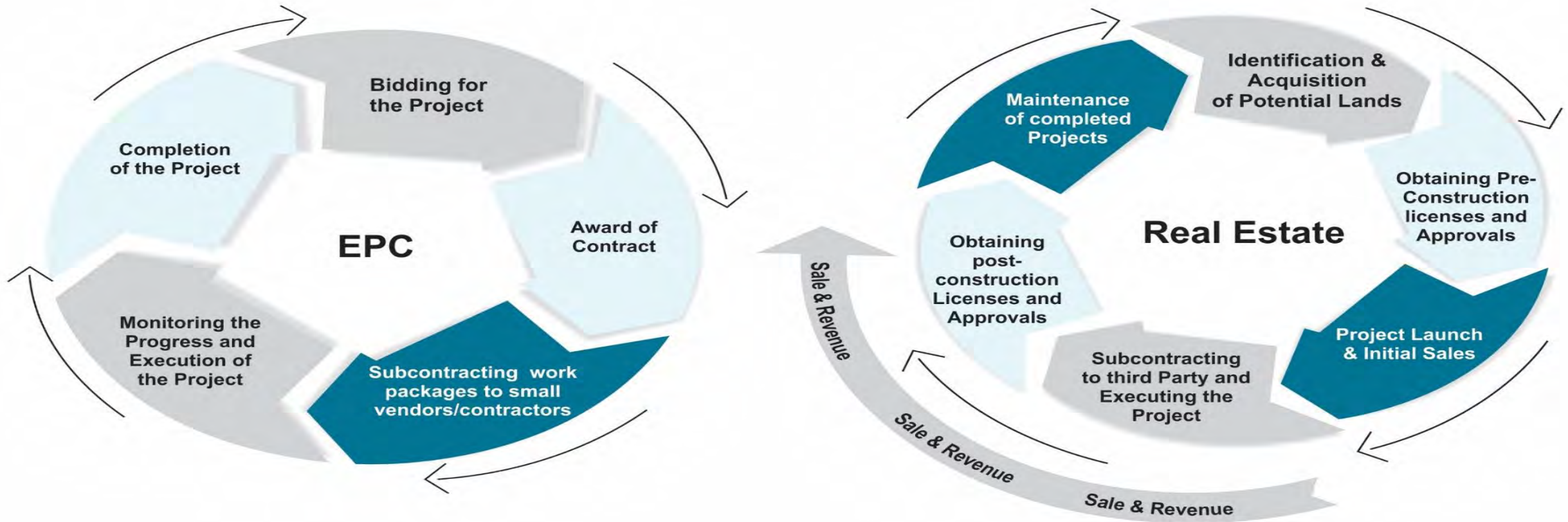
# PMC BUSINESS MODEL - CONCEPT TO COMMISSIONING



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

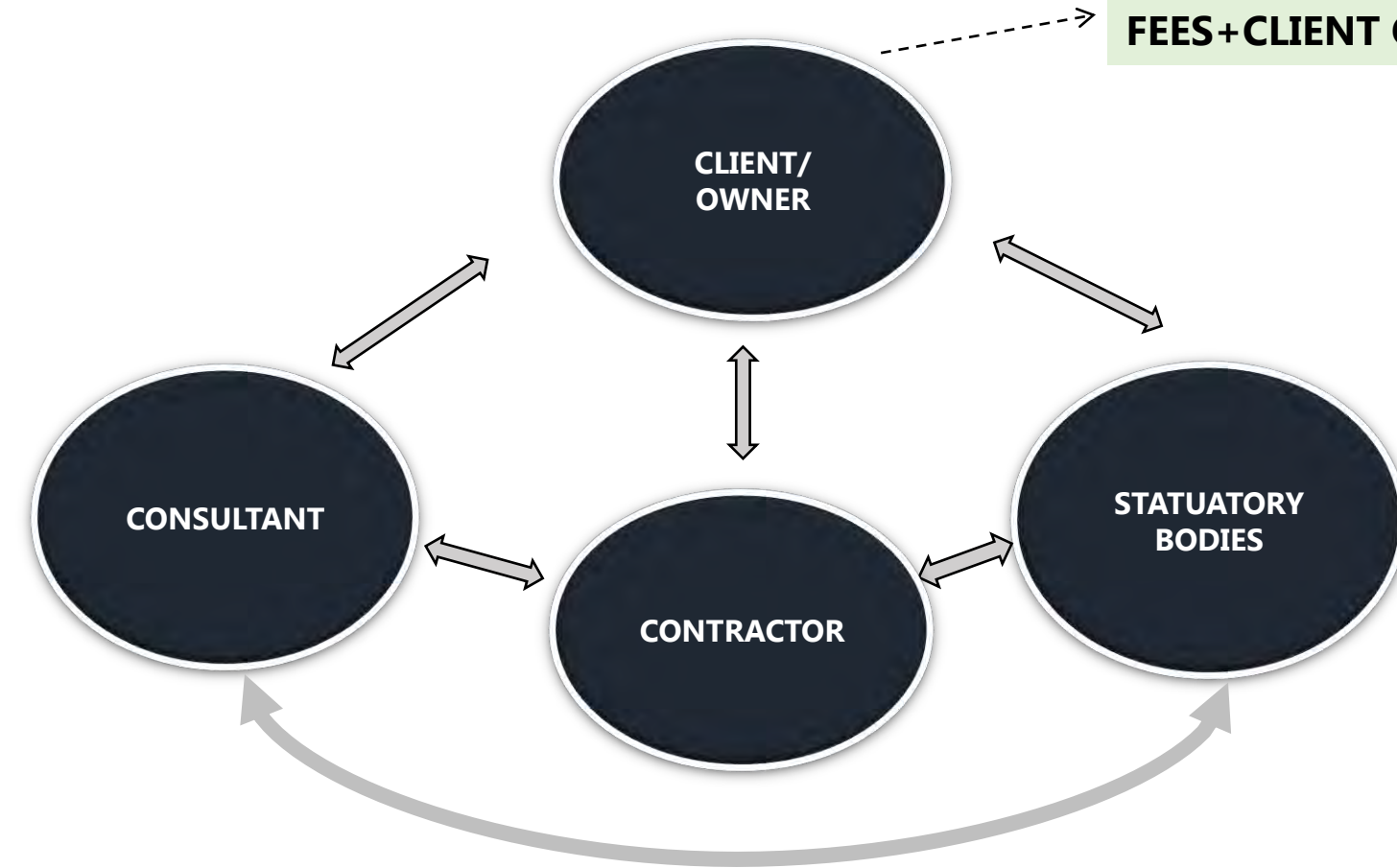
- Institutional, Housing & Industrial Buildings
- Social Housing Complex
- Educational and office Institutions
- Re-development of Colonies
- Hospitals Buildings
- Judicial Complexes
- Residential and Commercial Complexes
- Roads, Airports & Bridges
- Border Fencing and Road Works
- Security Forces Infrastructure Projects
- Many More...

# EPC & REAL ESTATE BUSINESS MODELS



- Started Real Estate business in **1988** to provide residential and commercial complexes
- In EPC executing projects such as **Chimneys, Cooling Towers, Coal Handling Plants**, etc as NBCC specializes in **Cooling Towers, Chimneys, other high rise structures** where specialized state of **art slip-form shuttering** is utilized for faster delivery.

**COST TO CLIENT= ACTUAL CONSTRUCTION COST +CONSULTANT FEES+CLIENT OVERHEADS+STATUATORY FEES**



- ✓ All The Stakeholder Interacting With Each Other
- ✓ No Proper Coordination
- ✓ Duplication of Resources
- ✓ Time and Cost Run

# TRADITIONAL v/s NBCC BUSINESS MODEL

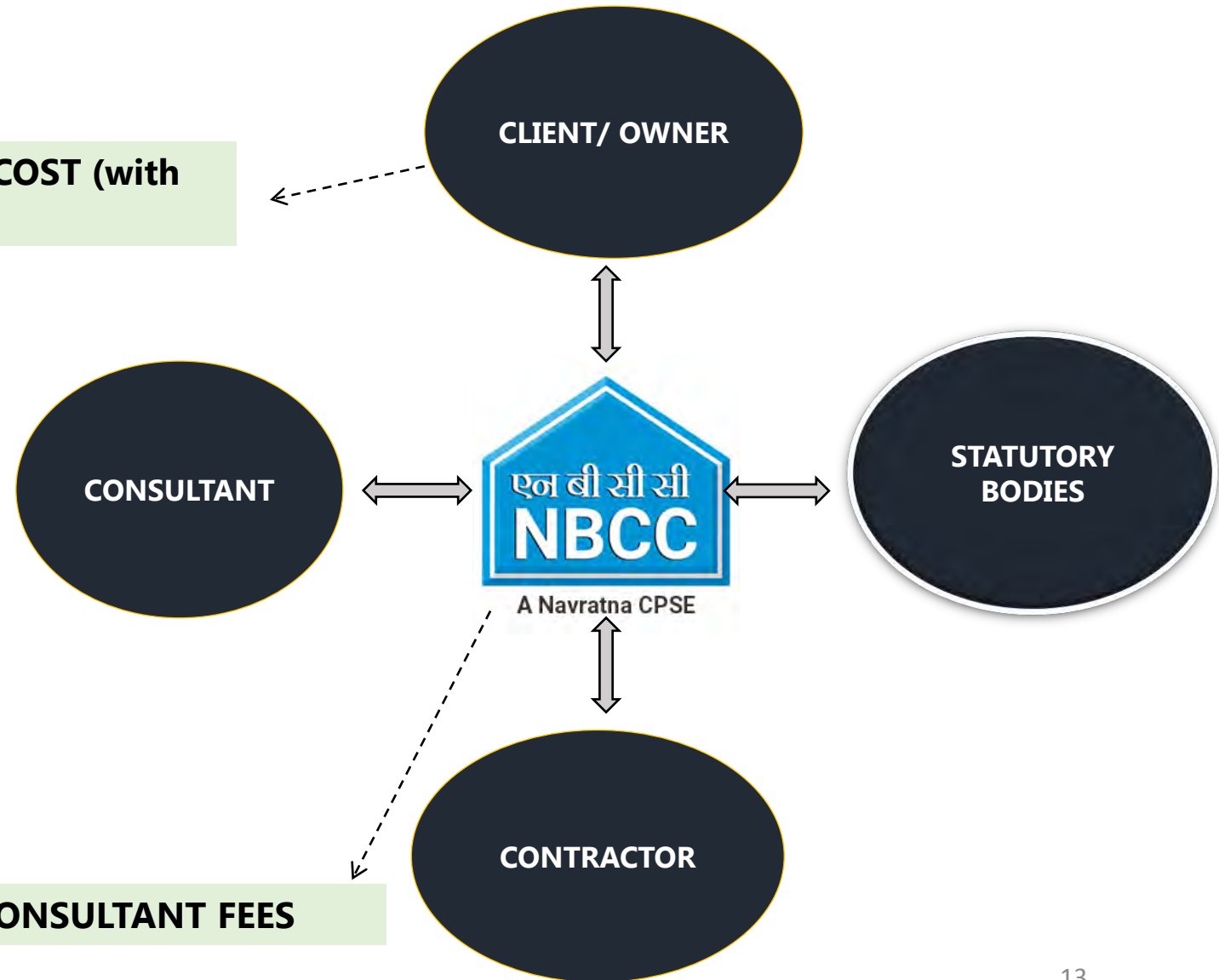
## NBCC BUSINESS MODEL

**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

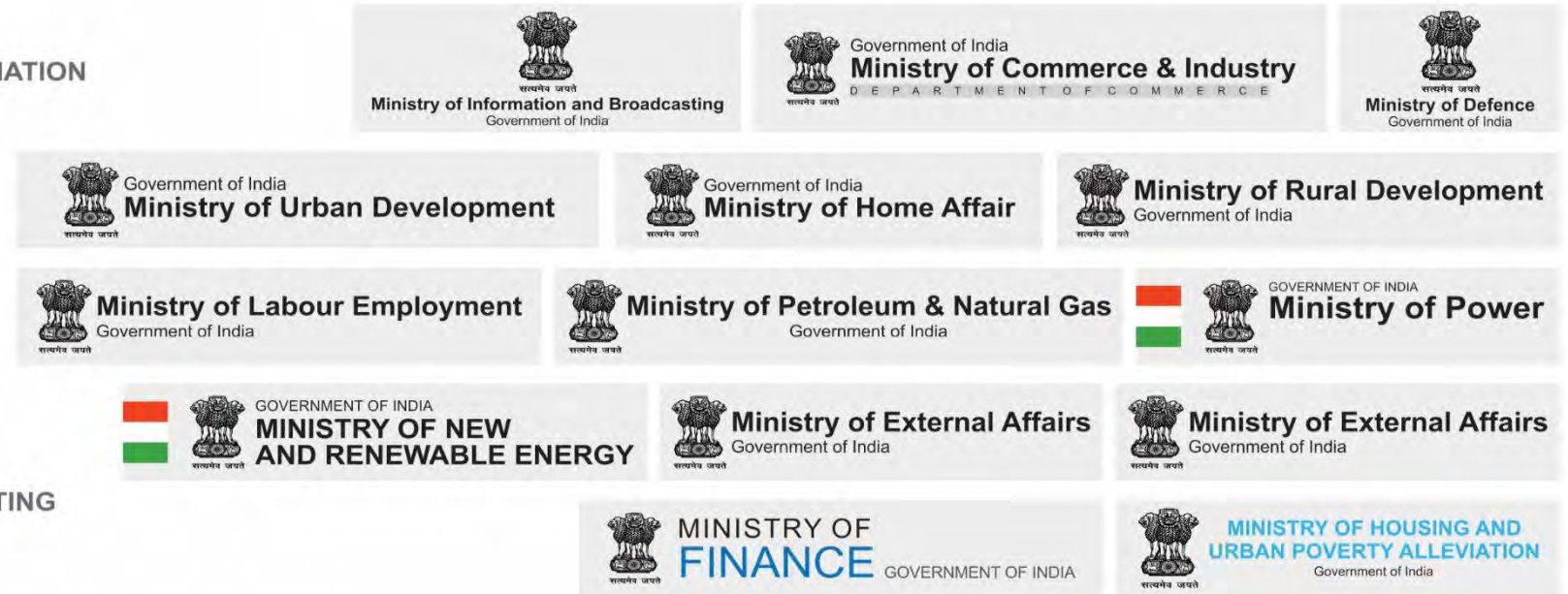




# MAJOR CLIENTS

## 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



# PROJECTS OVERVIEW



# BUILDING THE NATION

Metro Station



Airports



Bridges



Power Transmission



Medical Colleges/ Hospitals



Oil Berth & Jetty



Power Plants



Office Infrastructure



Redevelopment



Residential Housing



Real Estate Commercial



Post construction services





# JOURNEY STARTED IN REDEVELOPMENT BUSINESS MODEL – NEW MOTI BAGH



- ✓ Successfully Executed Moti-Bagh (East) Redevelopment work
- ✓ **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**.
- Construction of 4608 houses approx. in place of existing 2444 houses of categories.
- 
- Project to be financed by lease sale of **commercial/office space** for a period of 30 years.
- Completion period of the project is **5 years ending Dec-2019**.





# MILESTONE PROJECTS- CREATING A NICHE IN REDEVELOPMENT



**PROPOSED PLAN - REDEVELOPMENT OF SAROJINI NAGAR, NEW DELHI – WITH 288.12 ACRES**



# PROPOSED PLAN – REDEVELOPMENT OF NAUROJI NAGAR, DELHI – WITH 24.96 Acres



A Navratna CPSE -



Concept View



# CREATING A NICHE IN REDEVELOPMENT - IECC PRAGATI MAIDAN



- Existing Pragati Maidan Complex shall be redeveloped into a World class state-of-the-art Integrated Exhibition-cum-Convention Centre (IECC).
- 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).**



## CREATING A NICHE IN REDEVELOPMENT - IECC PRAGATI MAIDAN





# GLOBAL PRESENCE

**Started Overseas Operations in 1977**



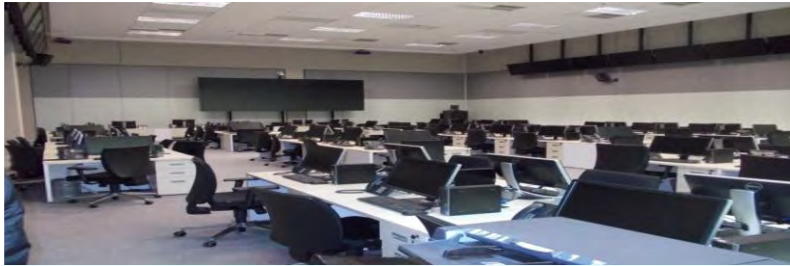
# GLOBAL PRESENCE



REPUBLIC OF MALDIVES



KINGDOM OF NEPAL



REPUBLIC OF TURKEY



REPUBLIC OF IRAQ



STATE OF LIBYA



REPUBLIC OF YEMEN



REPUBLIC OF MAURITIUS



REPUBLIC OF BOTSWANA



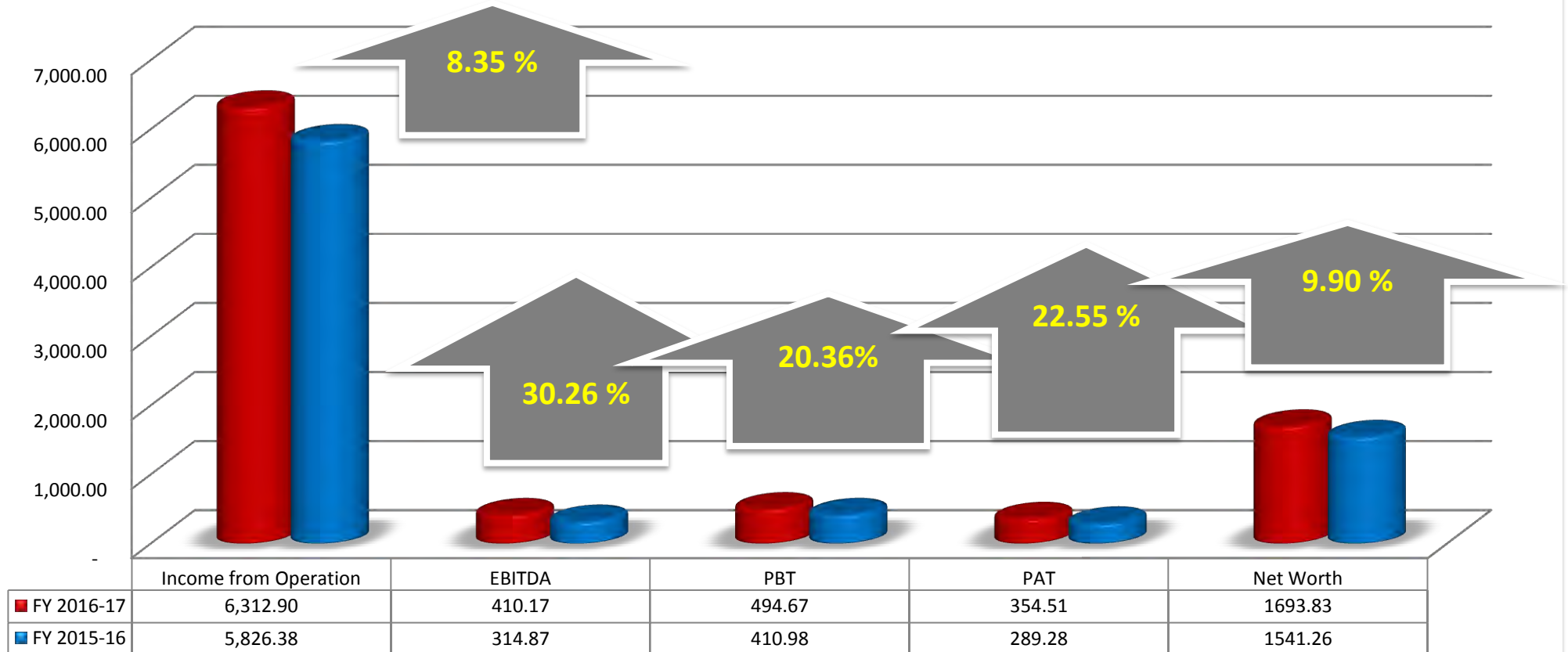


- NBCC has been appointed as Project Management Consultant (PMC) agency for two Mauritius projects.
- NBCC will help develop a social housing project and construct a new Supreme Court building in Mauritius (Concept View) .

## **FINANCIAL PERFORMANCE FY 2016-17**

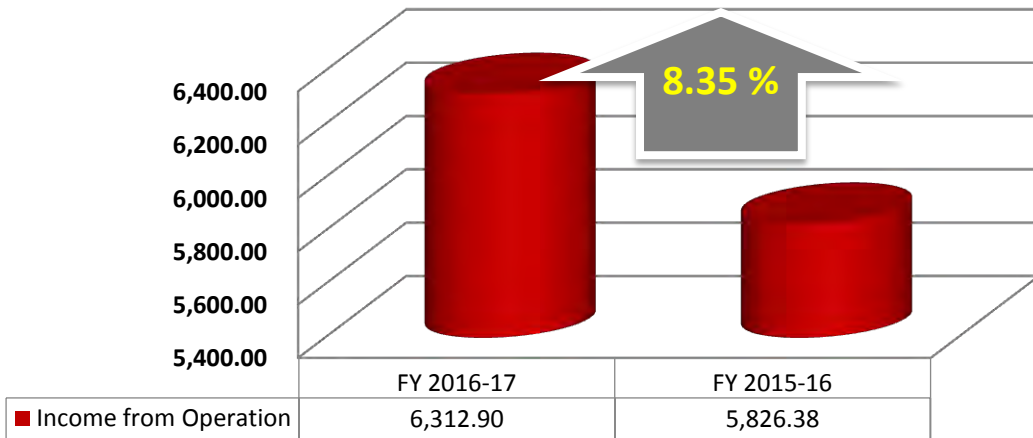
# CONSOLIDATED ANNUAL FY 2016-17 - FINANCIAL PERFORMANCE

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

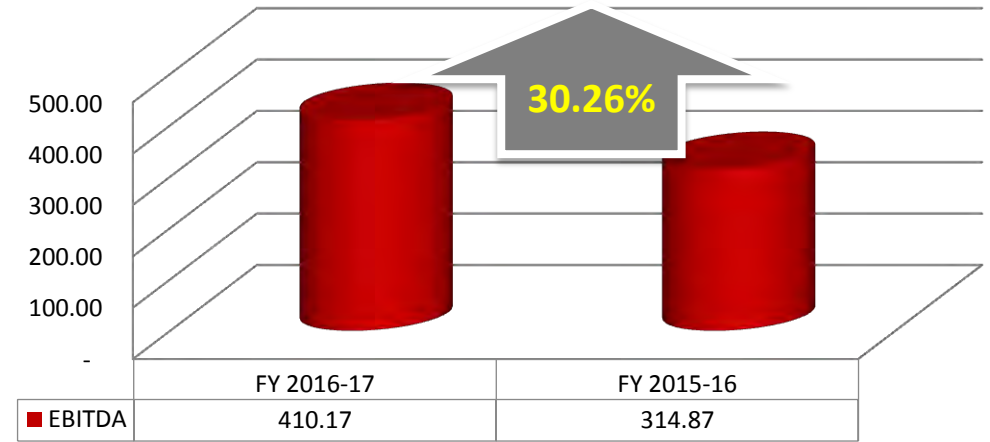


# CONSOLIDATED ANNUAL FY 2016-17 - FINANCIAL PERFORMANCE

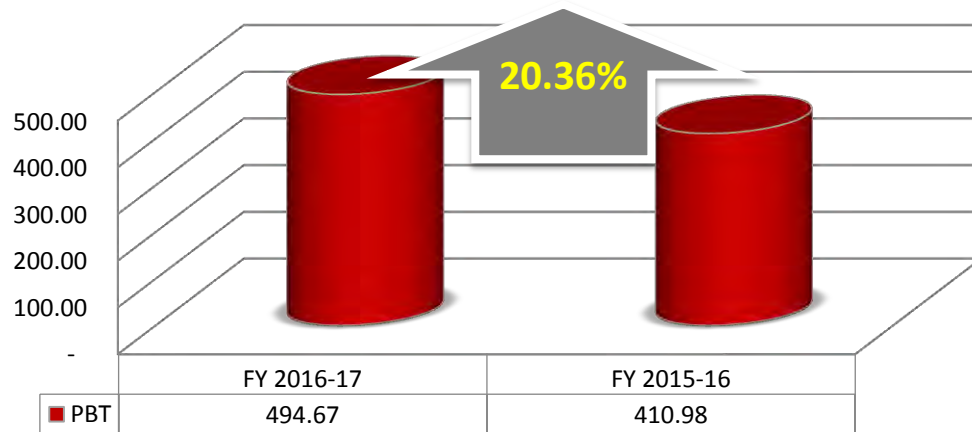
## Income from Operation (Rs. cr)



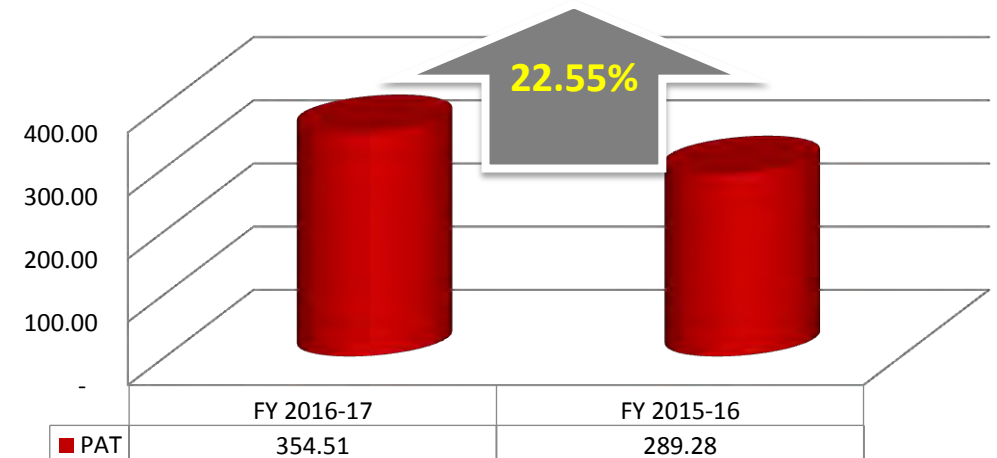
## EBITDA (Rs.cr.)



## PBT (Rs.cr.)

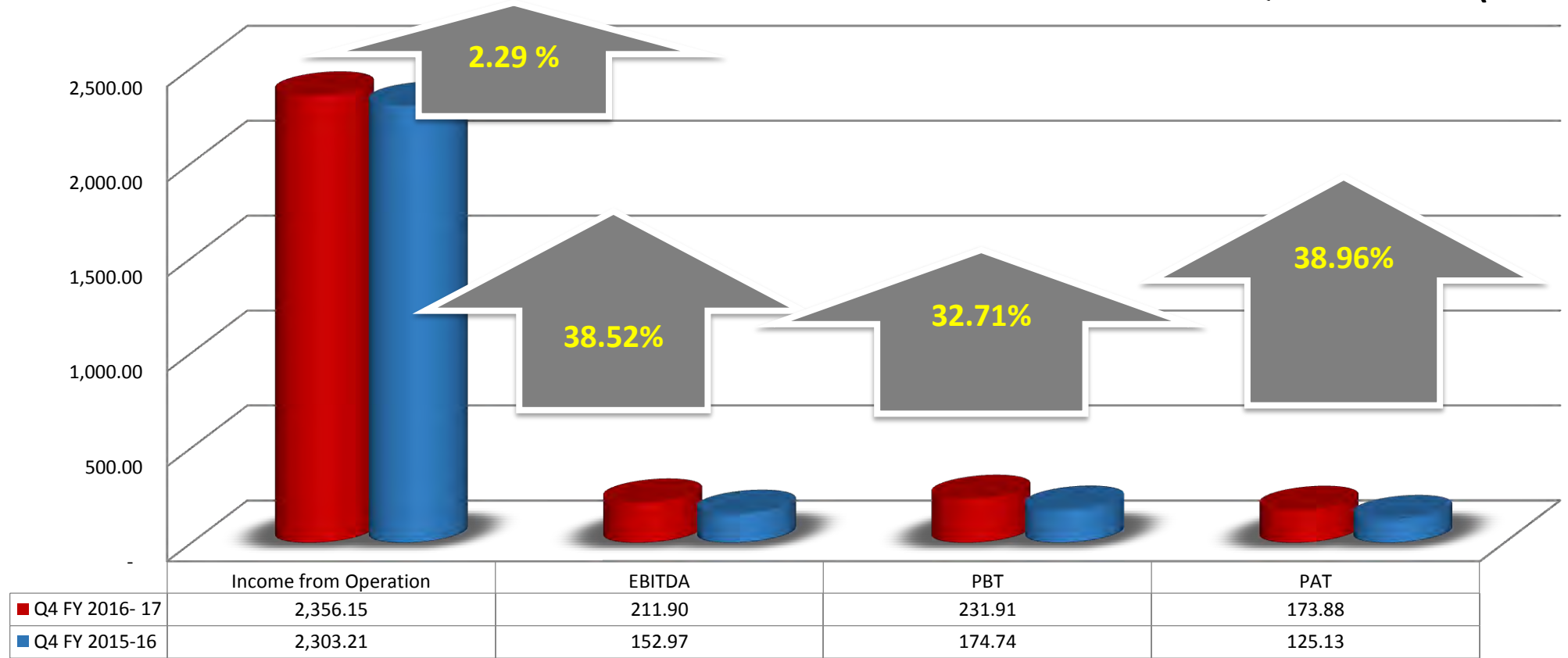


## PAT (Rs.cr.)



# FINANCIAL PERFORMANCE - CONSOLIDATED QUARTERLY FY 2016-17

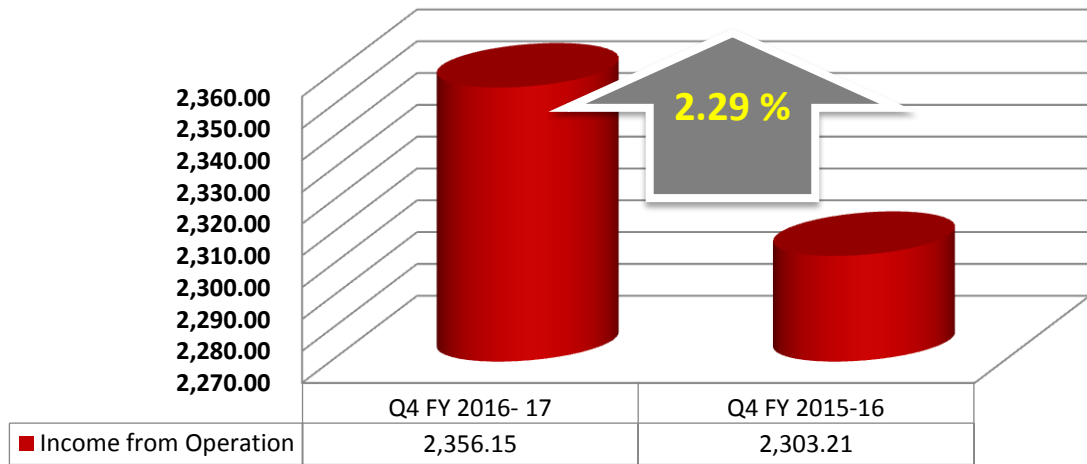
## Annual Financial Performance Q4 FY 2016-17 (Rs. Cr)



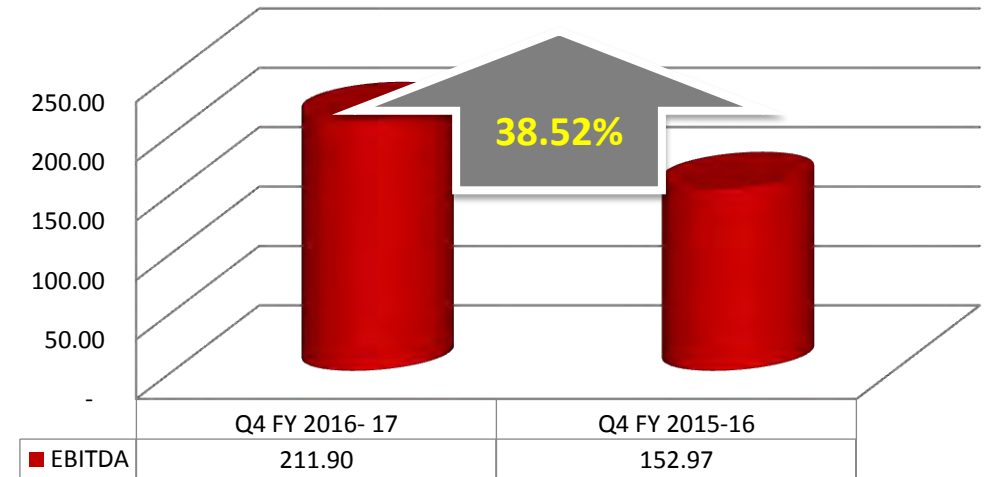


# FINANCIAL PERFORMANCE - CONSOLIDATED QUARTERLY FY 2016-17

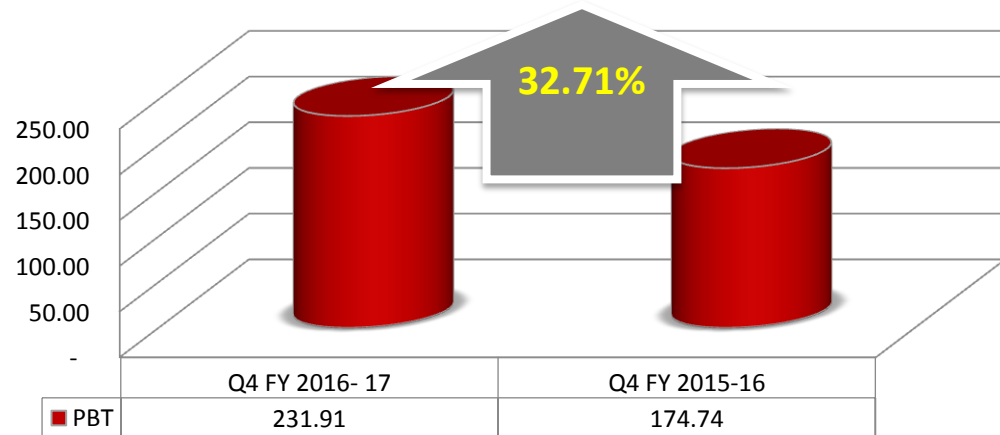
## Income from Operation (Rs. cr)



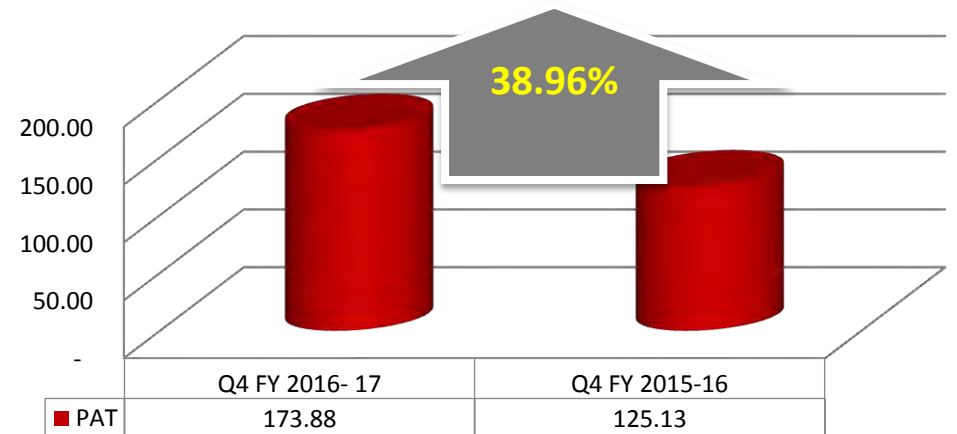
## EBITDA (Rs.cr.)



## PBT (Rs.cr.)



## PAT (Rs.cr.)

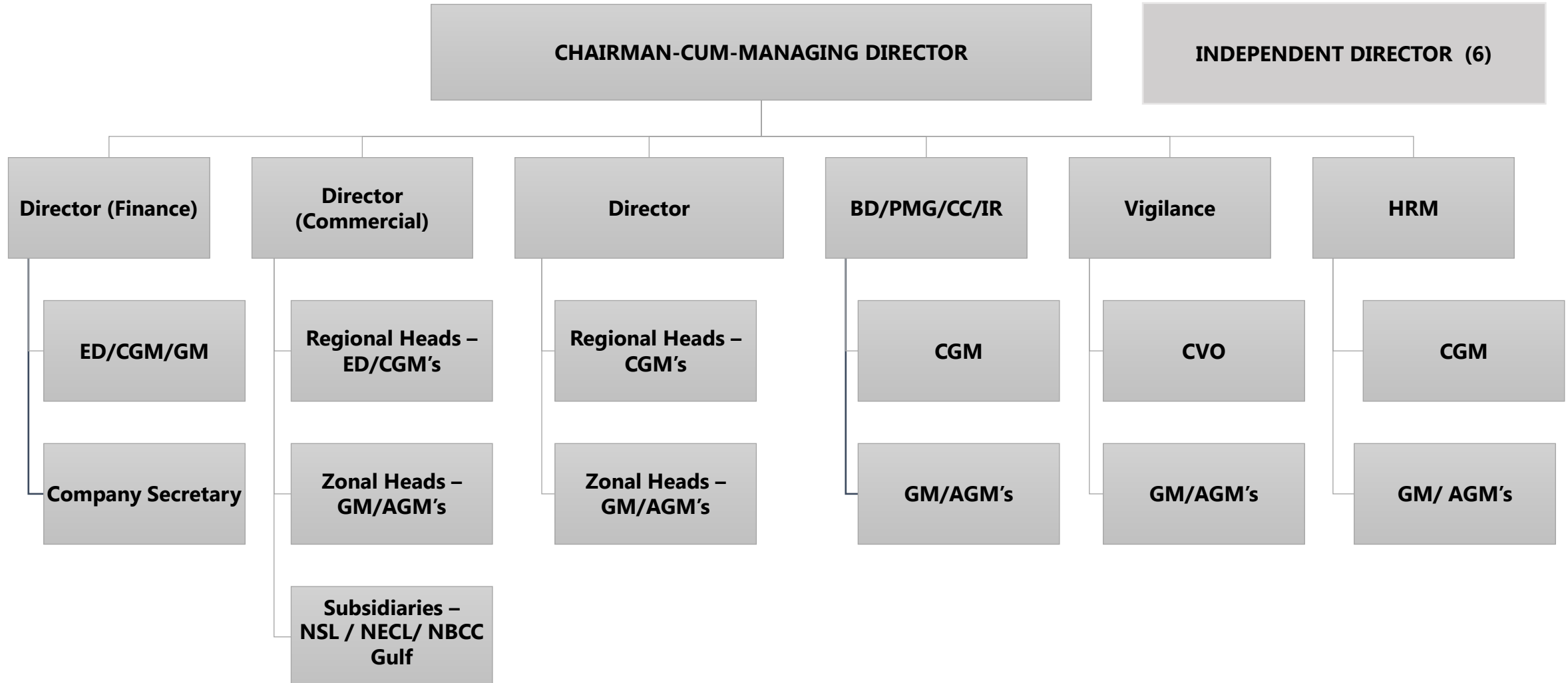


# FINANCIAL PERFORMANCE - CONSOLIDATED ANNUAL FY 2016-17

PARTICULARS	CONSOLIDATED			
	MARCH 31, 2017	MARCH 31, 2016	INCREASE / (DECREASE)	% CHANGE
<b>INCOME FROM OPERATIONS (NET) TURNOVER</b>	<b>6,312.90</b>	<b>5,826.37</b>	<b>486.53</b>	<b>8.35%</b>
TOTAL EMPLOYEE COST	247.47	224.74	22.73	10.11%
<b>TOTAL EMPLOYEE COST TO TURNOVER (%)</b>	<b>3.92%</b>	<b>3.86%</b>		
OTHER EXPENSES	83.30	106.94	-23.64	-22.11%
<b>OTHER EXPENSES OVER TURNOVER (%)</b>	<b>1.32%</b>	<b>1.84%</b>		
TOTAL OVER HEADS INCLUDING EMPLOYEE COST	330.77	331.68	-0.91	-0.27%
<b>TOTAL OVERHEADS OVER TURNOVER (%)</b>	<b>5.24%</b>	<b>5.69%</b>		
PROFIT BEFORE TAX (PBT)	494.77	409.08	85.69	20.95%
<b>PBT OVER TURNOVER (%)</b>	<b>7.84%</b>	<b>7.02%</b>		
PROFIT AFTER TAX (PAT)	354.51	289.28	65.23	22.55%
<b>PAT OVER TURNOVER (%)</b>	<b>5.62%</b>	<b>4.97%</b>		
NET WORTH	1693.83	1541.26	152.57	9.90%
<b>PAT OVER NET WORTH (%)</b>	<b>20.93%</b>	<b>18.77%</b>		

# ORGANISATION SETUP

# ORGANISATION STRUCTURE



# 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.

# RECOGNITIONS & AWARDS





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# THANK YOU



A Navratna CPSE

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