



# NBCC (INDIA) LIMITED

(A Government of India Enterprise)

# ANNUAL MEET FY 2017-18

15.06.2018



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



# Welcome Message

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



The infographic features a central lightbulb with the text 'NBCC' and 'JOURNEY TIMELINE' inside it. Surrounding the lightbulb is a circular ring divided into ten segments, each representing a year and a key milestone. The segments are color-coded: dark blue for 1960, 1977, 1988, and 2014; light blue for 1977, 2016, and 2018; red for 2001-02, 2007-08, and 2012 (IPO); and orange for 2012 (First Billion Dollar Project). The background is light green with white clouds and a blue sky at the top.

# 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

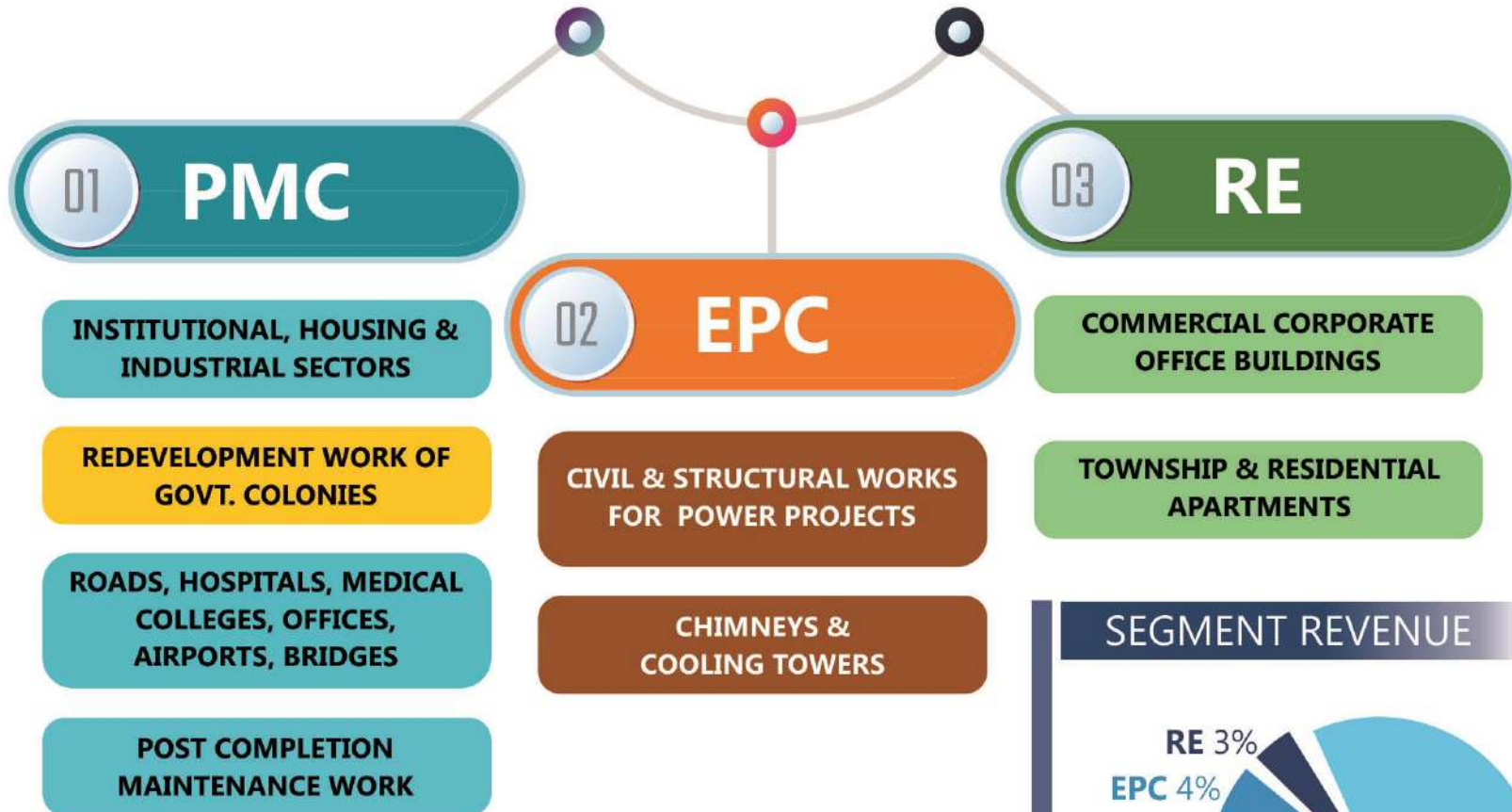
**2014**  
NAVRATNA  
STATUS

**2016**  
LARGEST  
REDEVELOPMENT  
PROJECT I.E 3  
BILLION DOLLAR

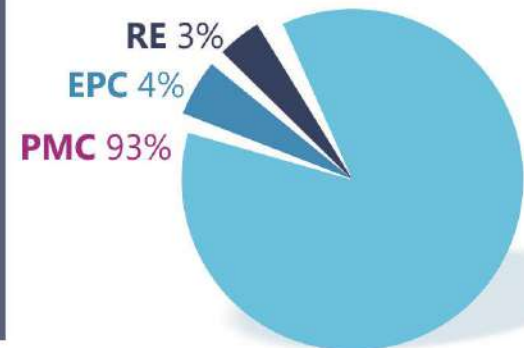
**2018**  
ALL TIME HIGH  
ORDER-BOOK



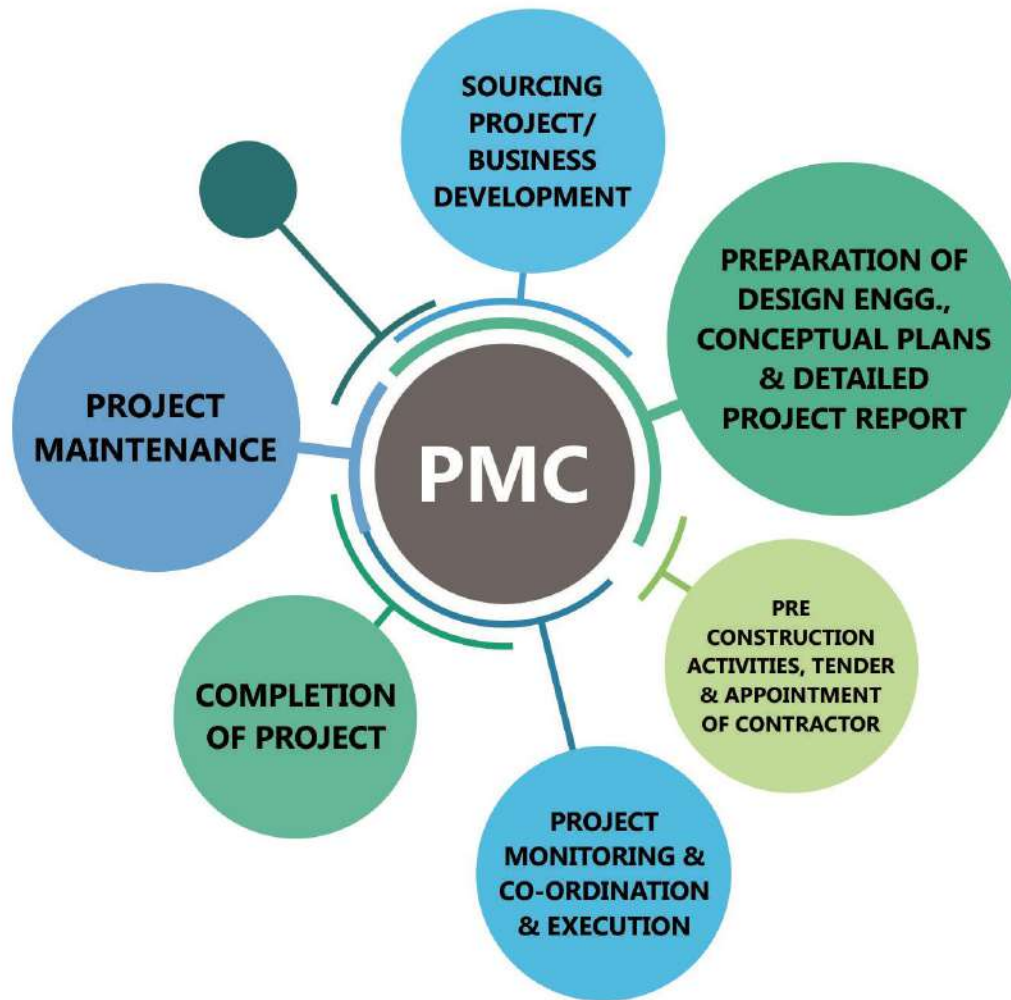
# NBCC



## SEGMENT REVENUE



# PMC BUSINESS MODEL - CONCEPT TO COMMISSIONING

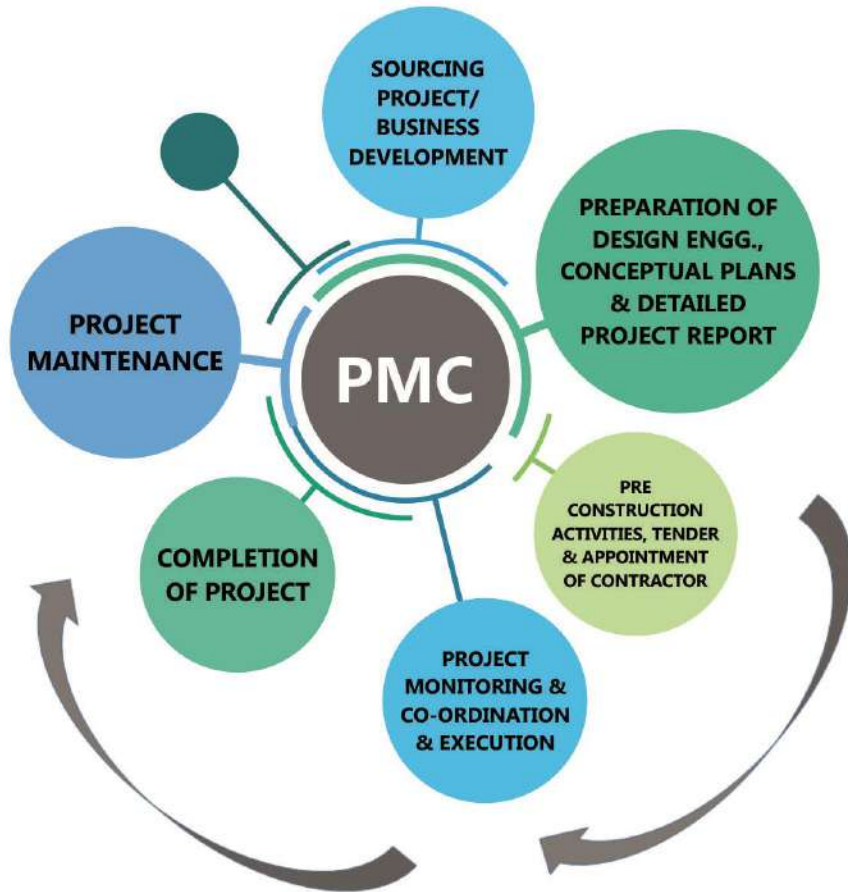


Project Management Consultancy (PMC) services- **implementation of the projects from Concept to Commissioning.**

- 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...

# WHAT IS RE-DEVELOPMENT ?

## PMC WITH LAND MONETISATION/ COMMERCIAL EXPLOITATION



- Redevelopment involves new construction on a site that has pre-existing occupants.
- Demolishing existing structures & paving way for new constructions.
- Self Sustainable Model : No budgetary support from Client/Government required.
- Funds generated through commercial exploitation. (Land / Built UP Area )
- **Target Approach :** Monetization/sale of BUA :- enough to meet Construction Costs

LAND MONETISATION/ COMMERCIAL EXPLOITATION





## WHY RE-DEVELOPMENT ?

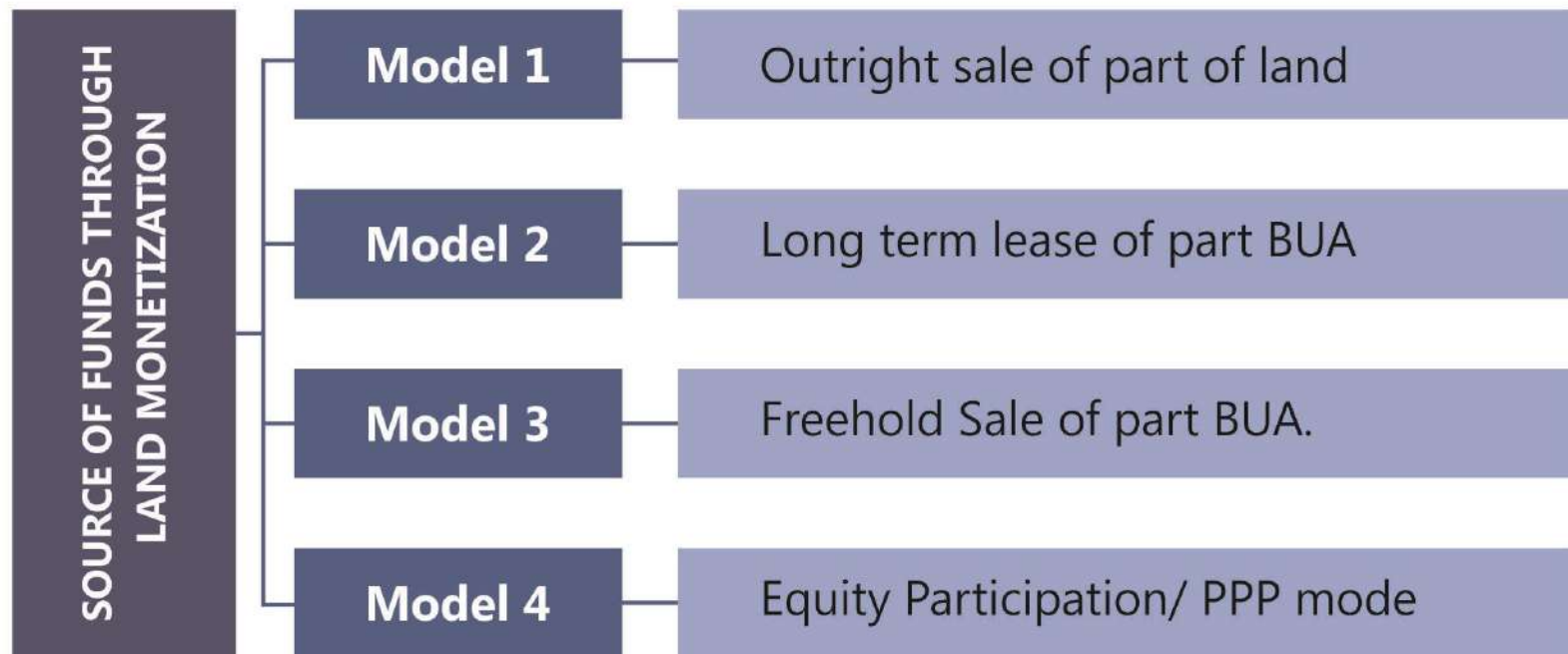
- Govt buildings/ accommodations, constructed in post independence era have outlived their serviceable life and require high maintenance cost.
- Acute Shortage of offices / residential spaces.
- Optimum utilization of land by incorporating latest FAR norms.
- Earlier, buildings were horizontally spread, covering larger areas of land, leaving very less area for green & other activities.
- Govt Departments/agencies do not have funds for their development needs. Hence want to Monetize their land assets to generate funds for development.

## WHY NBCC ?

- NBCC is the only PSU which has Real Estate Experience coupled with Construction Management expertise
- NBCC has proven Redevelopment Projects as PMC agency to its credit

## SELF REVENUE GENERATION BUSINESS MODEL

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# WHAT IS DIFFERENT ?

## **Private Developer Model**

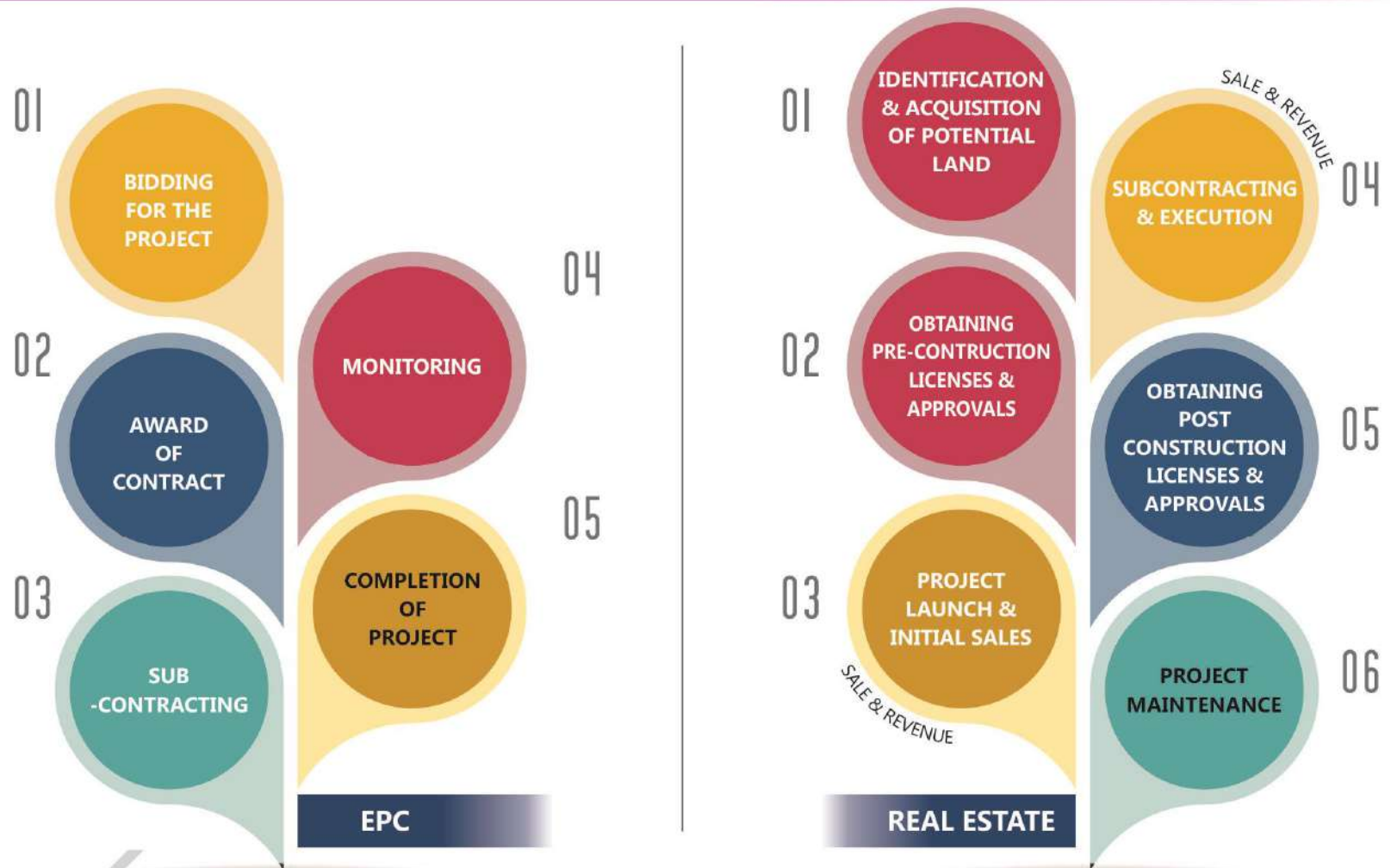
- Land owner & Developer enter into Agreement to jointly develop a land parcel on Revenue Sharing, Profit Sharing, Land Cost sharing concept as agreed mutually
- Risks & Profit/Loss are shared between Owner & Developer.

## **NBCC Model:**

Landowner & NBCC enter into an Agreement to develop a land parcel on TOR as below :

- NBCC is PMC (concept to commissioning) with responsibility of marketing & sale.
- NBCC is paid Agency Charges @ 8-10 % of Actual Construction Cost + 2% for marketing.
- All Sales proceeds are deposited in Owner Escrow account operated by Owner & NBCC for construction.
- Sale component is developed to match the construction costs and not for profit.
- Minimum Risk Model as land is not financed, no other debt funding.
- NBCC provides initial seed capital (max 5%) on Interest basis.

# EPC & REAL ESTATE BUSINESS MODELS

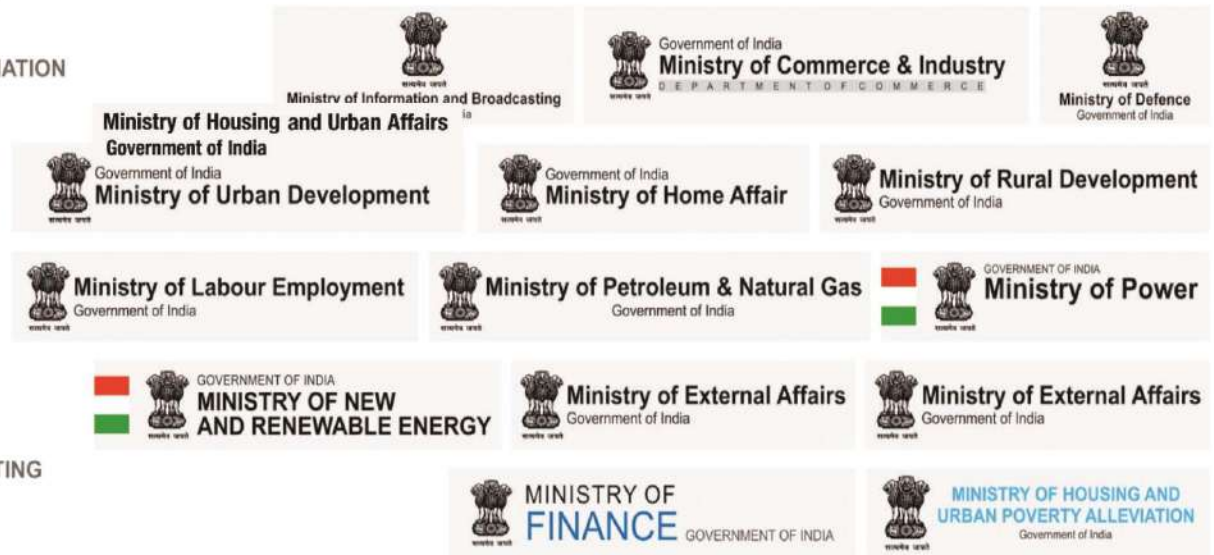


- Started Real Estate business in 1988.
- In EPC executing projects such as Chimneys, Cooling Towers, Coal Handling Plants, etc.

## MAJOR CLIENTS

## MINISTRIES OF GOI

- MINISTRY OF HOUSING AND URBAN AFFAIRS
- MINISTRY OF 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



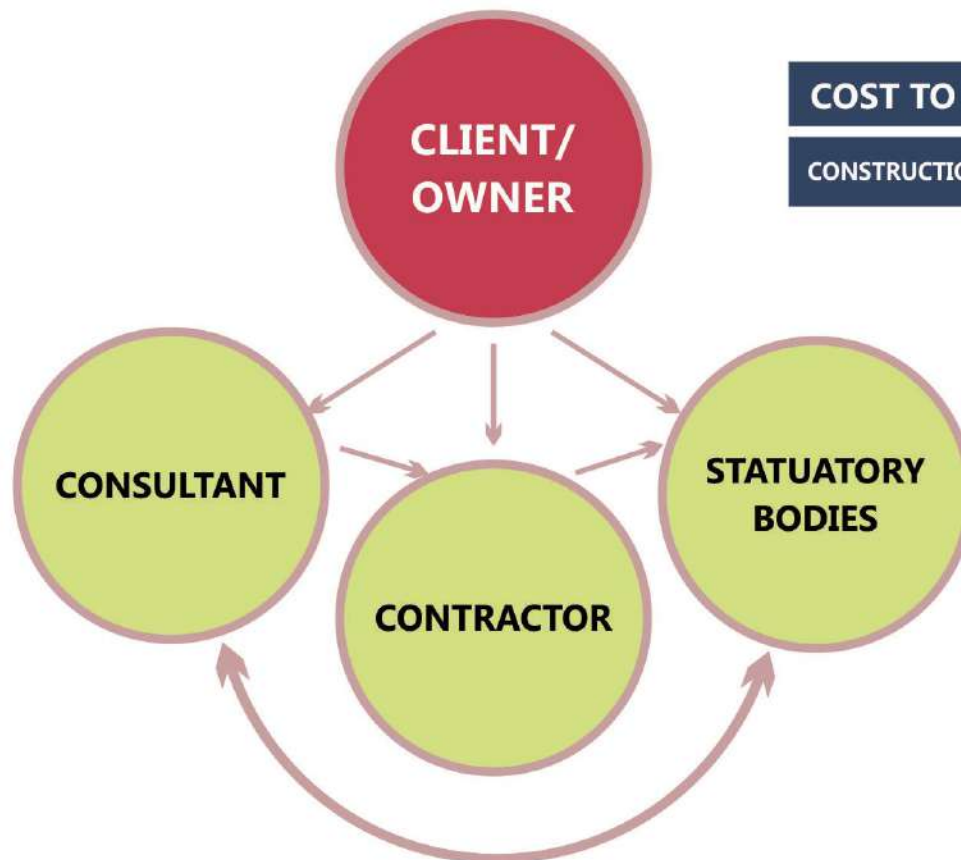
## SOME PSU<sub>s</sub> / AUTONOMOUS BODIES





# TRADITIONAL v/s NBCC BUSINESS MODEL

## TRADITIONAL BUSINESS MODEL



### COST TO CLIENT

CONSTRUCTION COST + STATUTORY FEES + CONSULTANT FEES + CLIENT OVERHEADS

### 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

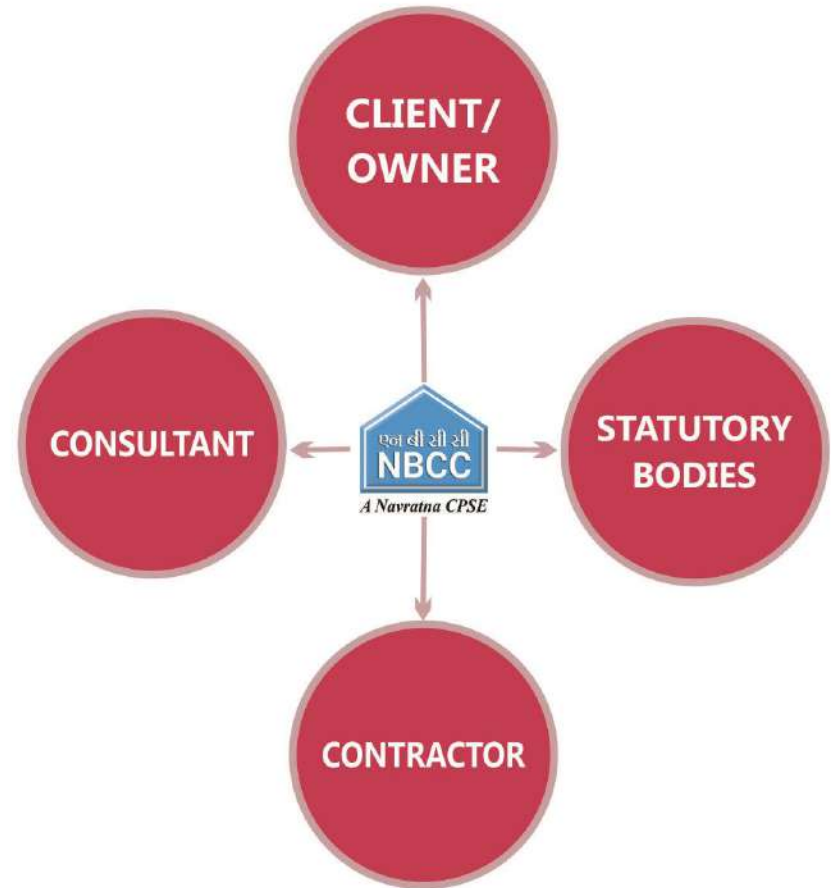
CONSTRUCTION COST + STATUTORY FEES + NBCC FEES

### Why NBCC: Single Window Coordination

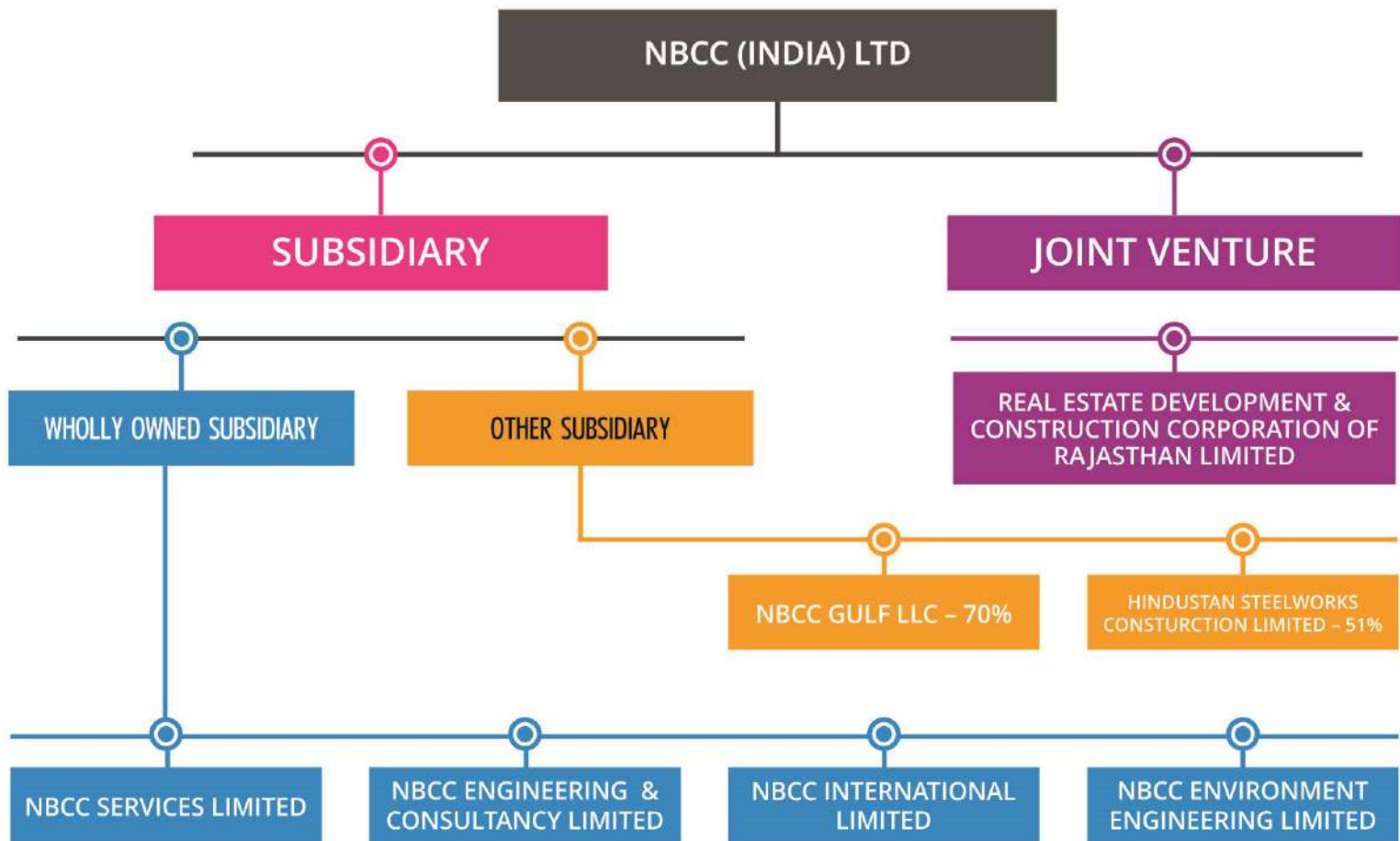
- Coordinating with various Stakeholders - On behalf of Client;
- Hassle Free Work Coordination
- Full Responsibilities from Concept to Commissioning
- Contract/Tender/ Approvals Management

### NBCC FEES

CONSULTANT FEES + NBCC OVERHEADS + MARGIN

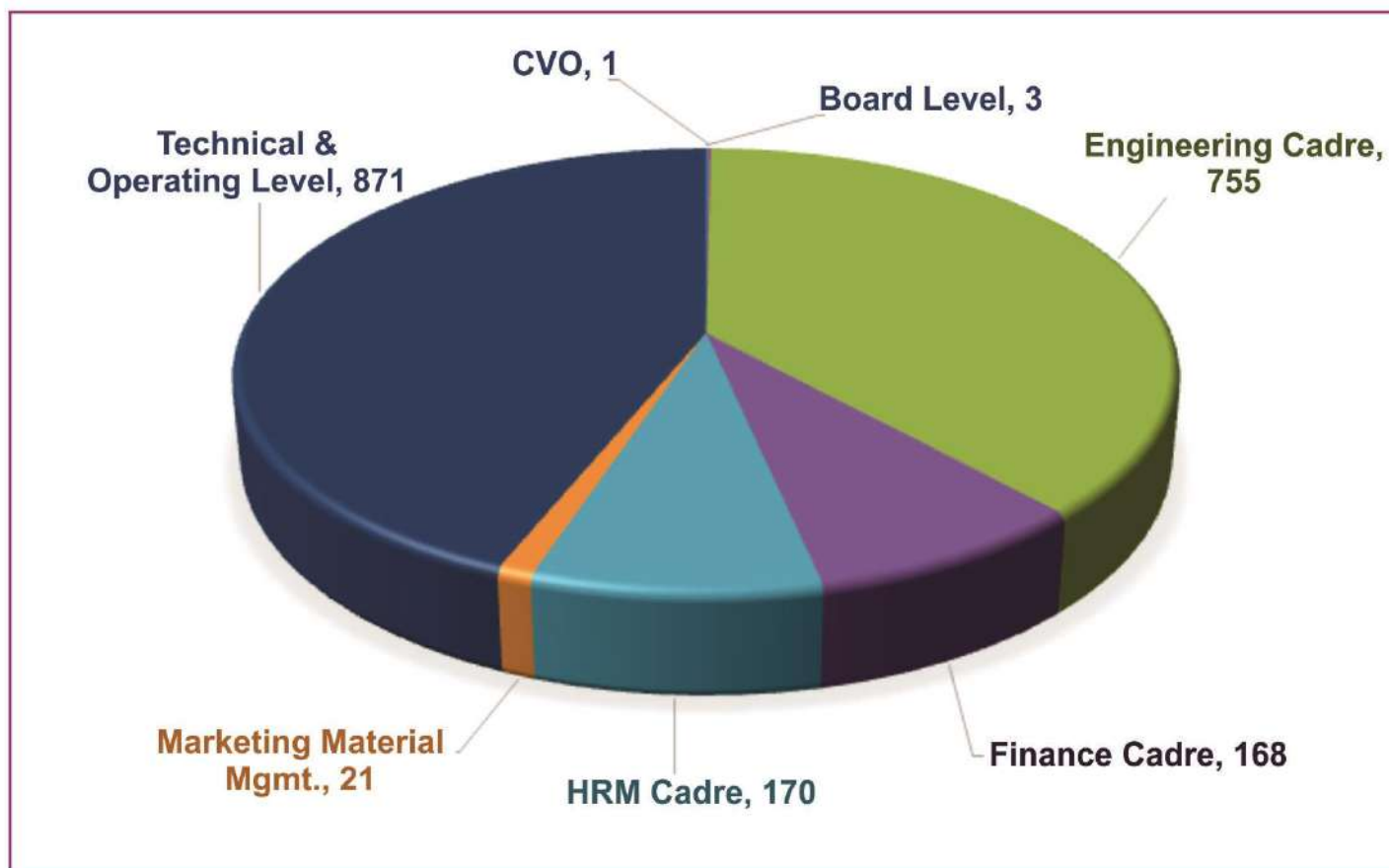


## SUBSIDIARIES & JV's





## COMPANY's MANPOWER



Total Staff Strength = 1989

# PERFORMANCE OVERVIEW

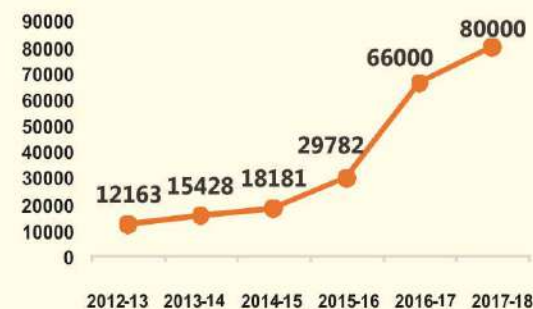
## TURNOVER



## NET PROFIT



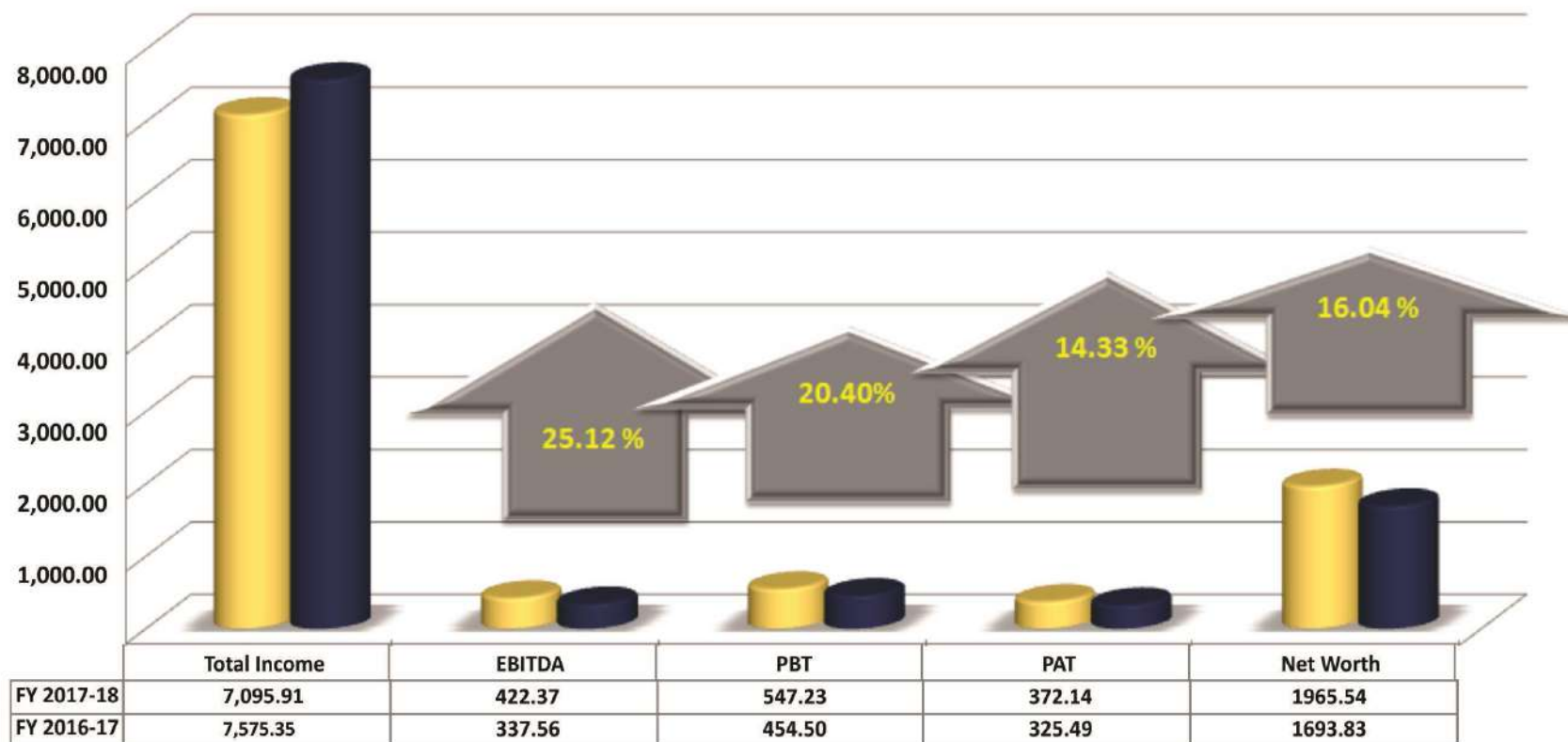
## ORDER BOOK



Financial year	Turnover Rs. Cr	PAT Rs. Cr	ORDER BOOK Rs. Cr
2012-13	3187	207.5	12163
2013-14	4009	247.14	15428
2014-15	4621	277.3	18181
2015-16	5749	308.79	29782
2016-17	6211	351.09	66000
2017-18	6011	333.61	80000 (approx)

# CONSOLIDATED ANNUAL FY 2017-18 - FINANCIAL PERFORMANCE

Annual Financial Performance FY 2017-18 (Rs. Cr)





## **HSCL Turnaround in One Year !!!**

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**Recently, NBCC acquired Hindustan Steelworks Construction Limited (HSCL), by acquiring 51% of its share capital in just 35 Cr.**

**In FY 2017-18, Under the Guidance of NBCC's Management, HSCL has achieved PAT of Rs. 35.7 against Rs. -29 Cr.**

### **HSCL Operations Overview FY 2017-18**

- Total Operating Income - Rs . 975.58 Cr
- Profit before Tax (PBT) - Rs. 38.12 Cr
- Profit After Tax (PAT) - Rs. 35.76 Cr with growth of (223%)



# OVERVIEW/STATUS OF **MAJOR PROJECTS**

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# MAJOR SECTORS

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**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: EAST KIDWAI NAGAR



- 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**

Current Status – **>75% Completed**



# EAST KIDWAI NAGAR

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# CREATING A NICHE IN REDEVELOPMENT: NAUROJI NAGAR

 **WORLD TRADE CENTER™  
NEW DELHI**  
At Nauroji Nagar



**Commercial Sale Value - Rs. 12,000 cr**

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

**WORK IS  
IN  
FULL SWING**



## CREATING A NICHE IN REDEVELOPMENT: SAROJINI NAGAR



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



## CREATING A NICHE IN REDEVELOPMENT: NETAJI NAGAR



- **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. 2350 cr**

- 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**

## CREATING A NICHE IN REDEVELOPMENT: AIIMS AYURVIGYAN NAGAR



PKG-1  
– Rs. 887 Cr  
Tender in process.

- Re-development of residential colonies for at **Ayurvigyan Nagar, AIIMS** on 49 acres.
- Total 3060 nos. houses are proposed in place of existing 1076 houses



## CREATING A NICHE IN REDEVELOPMENT: AIIMS ANSARI NAGAR



- Re-development of residential colonies for **AIIMS at Western Campus, AIIMS** 28.03 acres
- Total of 868 nos. houses are proposed in place of existing 368 houses

# NEW ENDEAVOURS

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# NEW ENDEAVOURS



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

# AFFORDABLE HOUSING & LAND MANAGEMENT AGENCY

**NBCC** has been designated as **Land Management Agency** (LMA) by the Govt. of India to assist in disposal of land/ immovable assets of the sick/ loss making CPSEs to ensure their time bound closure as per decision taken by Government of India.

## **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.
- Bharat Wagon & Engineering Company Limited
- Hindustan Organic Chemicals Limited

**Cabinet Decision dated June 06, 2018 on revised guidelines for Affordable housing, NBCC to play a key role.**



# DIGITAL TRANSFORMATION

- **Design Build Contracts** for projects value more than Rs. 1000 cr.
- **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)



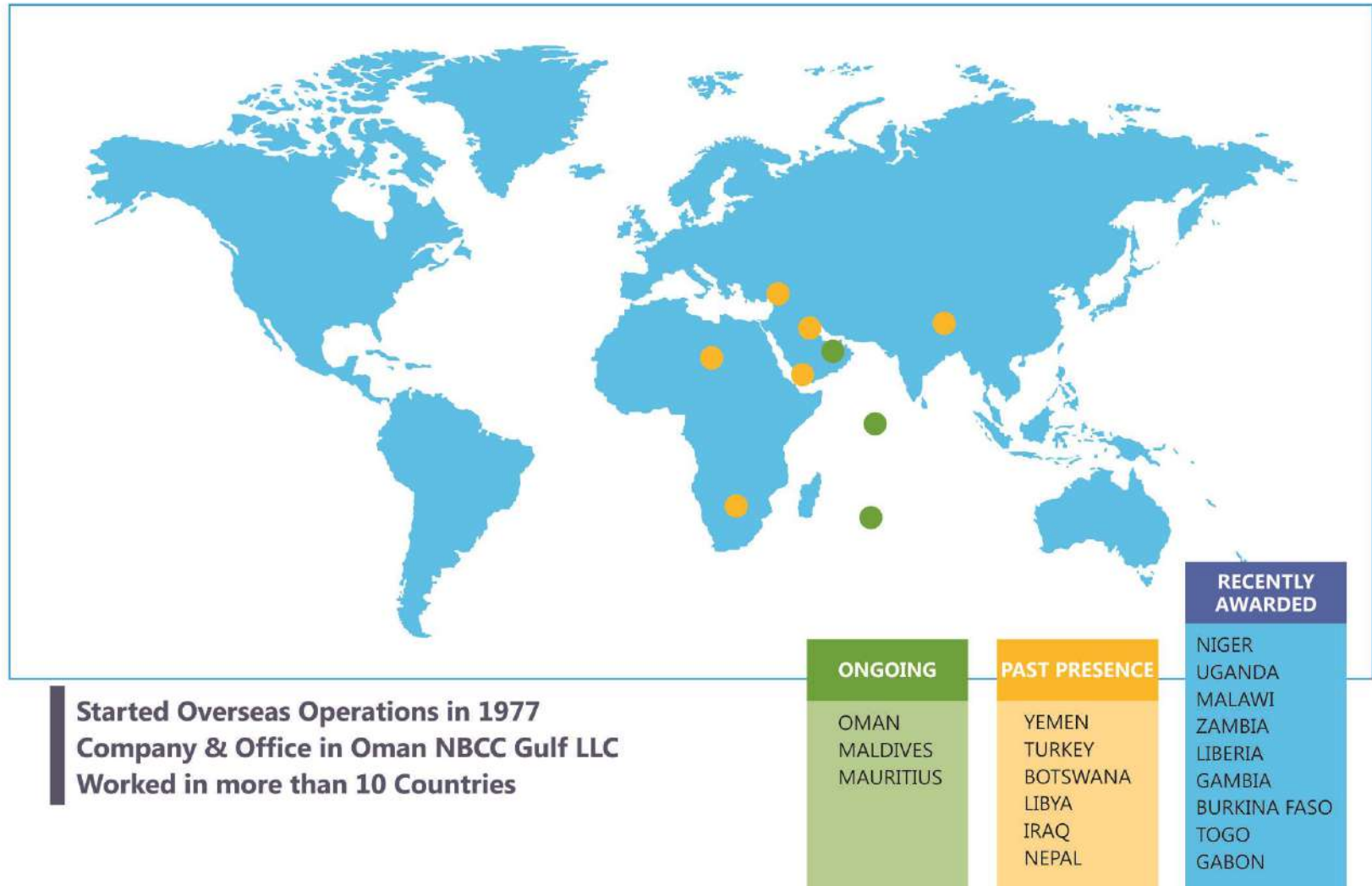


# OVERVIEW OF **GLOBAL PRESENCE**

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# GLOBAL PRESENCE



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

# 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.

Rs. 195 Cr  
AWARDED

Rs. 292 Cr  
AWARD  
IN PROCESS

## 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:

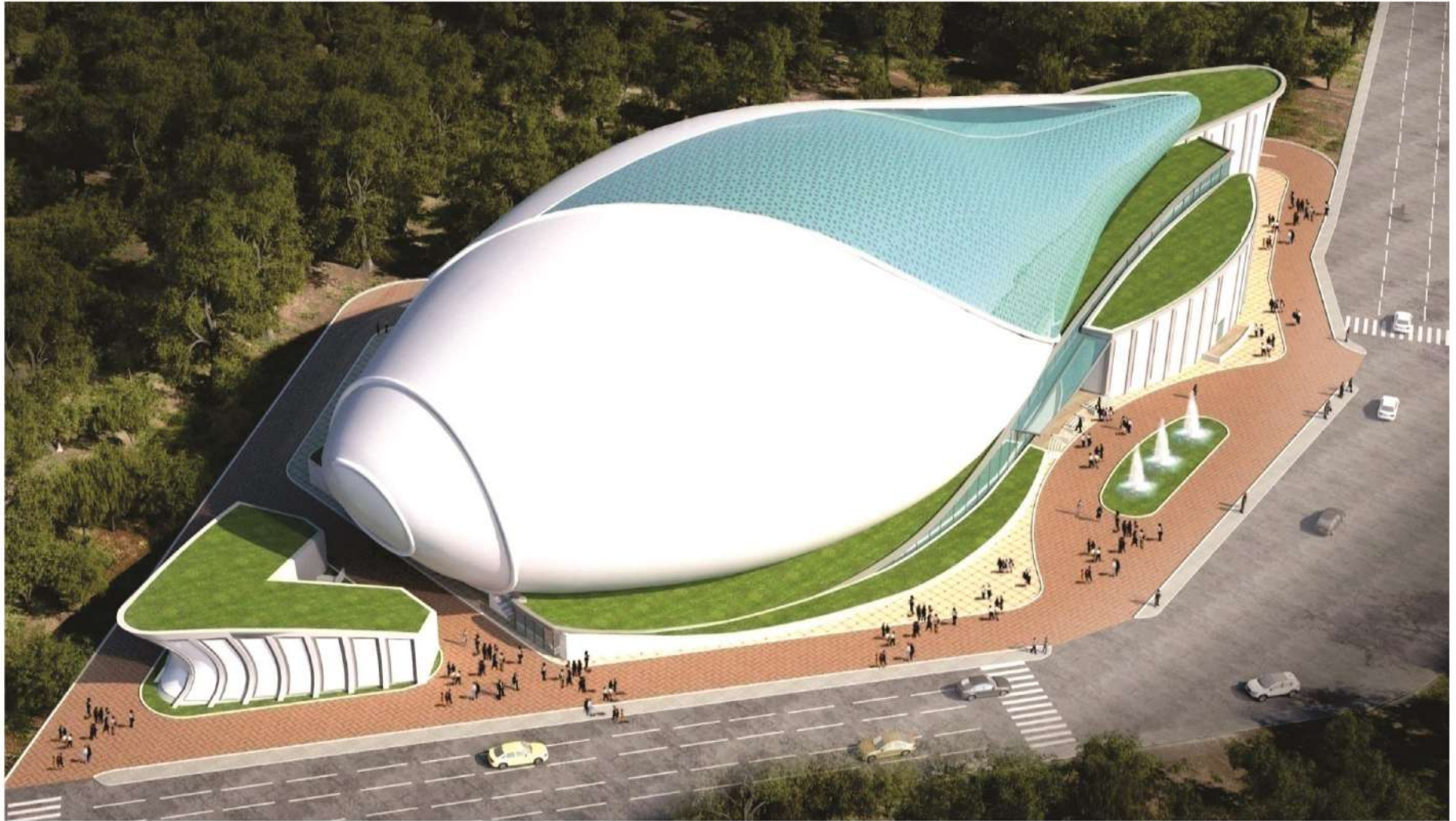
<b>AI NABA SERVICES LLC, OMAN</b>	Exploring and securing infrastructure projects in Sultanate of Oman & neighboring countries.
<b>CIDBH, MALAYSIA</b>	Promoting technical co-operation for mutual benefits in planning, design, construction, operation and maintenance, management and financing of infrastructure projects
<b>GREMOUND ENGINEERING LTD, HUNGARY</b>	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.
<b>SCOMI</b>	Jointly promoting business and executing Monorails/Mass Rapid Transit System (MRTS) Projects for mutual benefits by sharing experience and expertise.
<b>MOBE (MEMORANDUM OF BUSINESS EXPLORATION) WITH CRECM, MALAYSIA &amp; AMONA GROUP</b>	Strategic partnership is entered for exploration of Redevelopment of Area around New Delhi Railway Station.
<b>KOREA LAND &amp; HOUSING CORPORATION, (LH) A STATE OWNED PUBLIC ENTERPRISE OF REPUBLIC OF KOREA</b>	Strategic partnership MOU with Korea Land & Housing Corporation, (LH) a state owned public Enterprise of Republic of Korea expert in developing housing
<b>RUSSIA'S ROSINFORMEXPORT LLC</b>	Jointly participate in the smart city projects in India.
<b>POLAND'S BOLIX</b>	MoU with Bolix to use their thermal insulation technology which could save energy cost by 30-35 per cent.

# OTHER **PROJECTS**

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## 2400 SEATER AUDITORIUM, KOLKATA



## ESIC MEDICAL COLLEGE& HOSPITAL COIMBATORE – INAUGURATION BY HON'BLE PRIME MINISTER





## TWIN TOWER TRADE CENTRE, GUWAHATI

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## NATIONAL CENTRE FOR DISEASE CONTROL (NCDC), NEW DELHI

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## NATIONAL MUSEUM OF INDIAN CINEMA (NMIC) IN MUMBAI

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# REDEVELOPMENT OF RAILWAY STATIONS



- **10 nos. railway stations** namely Delhi Sarai Rohila, Lucknow, Gomti Nagar, Nellore, Ernakulam, Madgaon, Thane, Tirupati, Puducherry, Kota are proposed to be redeveloped.
- Implementation on self sustainable model.



# CHARBAGH LUCKNOW - RAILWAY STATION

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# GOMTI NAGAR LUCKNOW - RAILWAY STATION





# GUJARAT BHAWAN

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# NATIONAL INSURANCE CORPORATION, KOLKATA

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## CONSTRUCTION OF TRADE FACILITATION CENTRE AND CRAFT MUSEUM PROJECT, VARANASI

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## SDMC HQ- NEW DELHI





# MEDICAL COLLEGE & HOSPITAL, TALCHER, ODISHA

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# CENTRAL INFORMATION COMMISSION HQs, NEW DELHI





## Dr. AMBEDKAR INTERNATIONAL CENTRE, NEW DELHI





## NEW JUDICIAL COURT COMPLEX, DEHRADUN

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## BIR TIKENDER SINGH FLYOVER, IMPHAL, MANIPUR





## NEW MARKET, IMPHAL, MANIPUR





## ROAD WORKS, KOLASIB MIZORAM

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## SUPER MARKET COMPLEX, LICHUBAGAN, AGARTALA





## 500 BEDDED ESIC HOSPITAL, MEDICAL COLLEGE AT MANDI

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# COAL INDIA WORKS , KOLKATA


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# Thank you...

**NBCC (India) Limited**

Lodhi Road

New Delhi - 110003



*A Navratna CPSE*

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