

# Investor Presentation

February 08, 2024

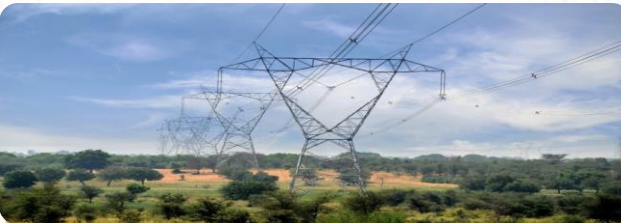


## Disclaimer

This presentation contains certain forward looking statements concerning NCC's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage operations, government policies and actions with respect to investments, fiscal deficits, regulations, geopolitical risks and Covid 19 pandemic, interest and other fiscal costs generally prevailing in the economy etc. Past performance of the company may not be indicative of future performance. The company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.



# BUILDING INFRASTRUCTURE MILESTONES



COMPANY OVERVIEW

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FINANCIALS

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PROJECTS SNAPSHOT

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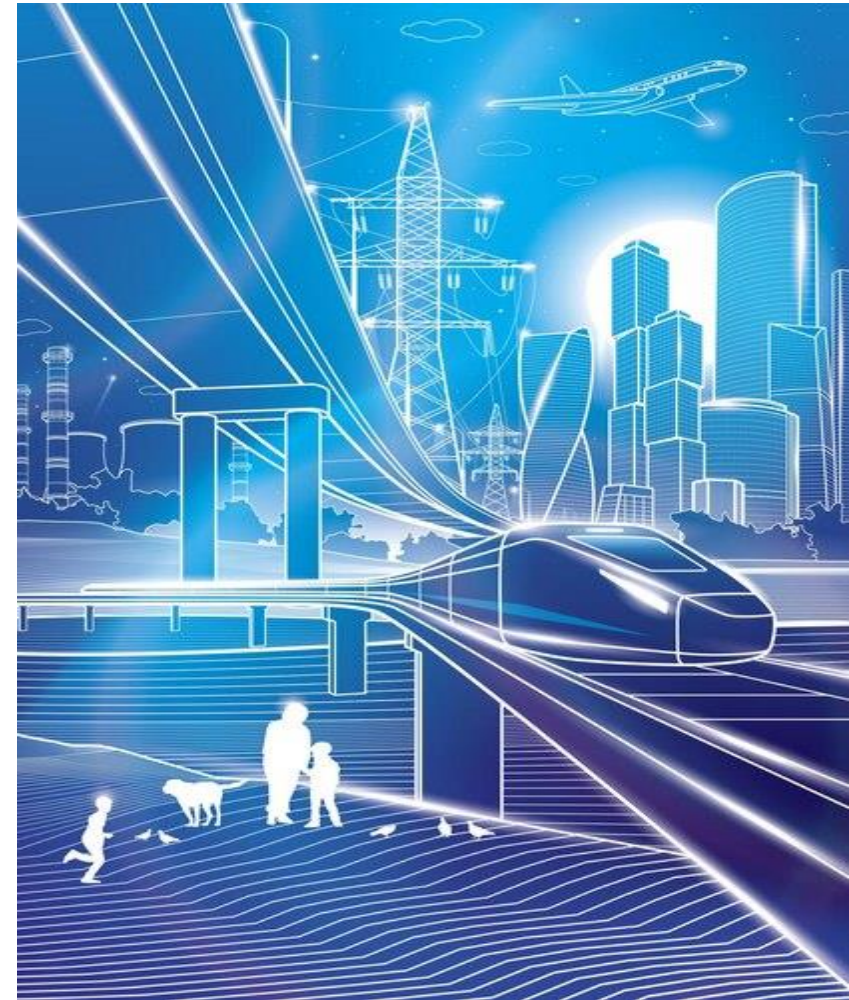
PRODUCTIVITY ENHANCING INITIATIVES

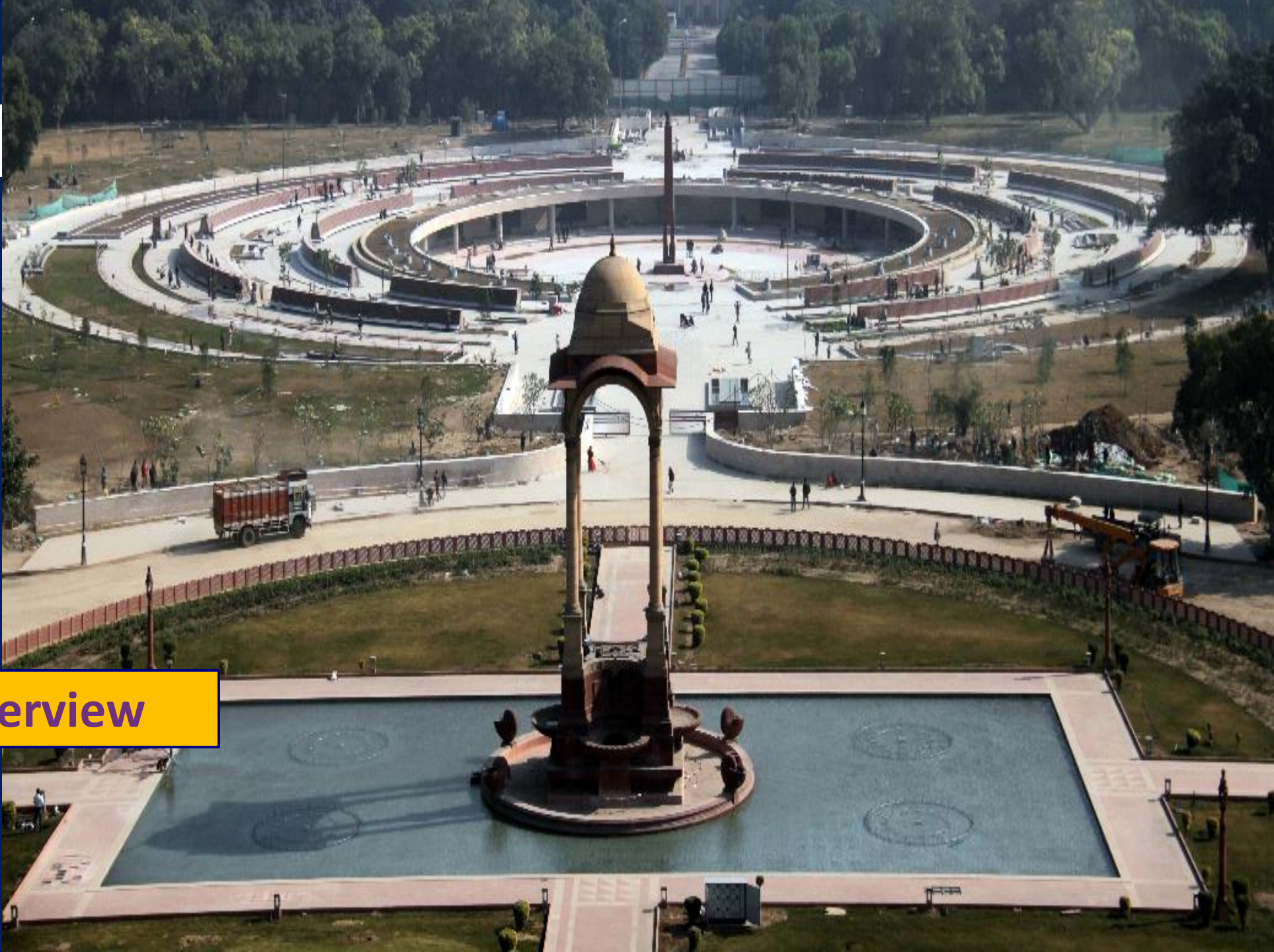
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GROWTH & MARKET POTENTIAL

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OUR VALUE PROPOSITION





## Company Overview

National War Memorial &  
National War Museum,  
New Delhi

# Company Overview



# Company Overview: Business Verticals



## Buildings

- Hospitals & Medical colleges like AIIMS
- Airports
- Sports Complexes
- Housing Projects
- IT Parks
- Industrial & Commercial Buildings



## Transportation

- Access Controlled Highways
- Complete EPC for the Road projects
- Air Strips and Related Infrastructure
- Metros
- Tunneling
- Bridges and Flyovers



## Water & Environment

- Water supply projects
- Water treatment plants
- Water distribution networks
- Underground drainages
- Sewage treatment plants
- Lift irrigation schemes



## Electrical (T&D)

- Transmission and distribution lines and sub-stations
- Project electrification
- System Improvement Projects
- Smart Meters



## Irrigation

- Dams & Reservoirs
- Canals
- Tunnels
- Barrages, Spillways and Aqueducts



## Mining

- Overburden Removal
- Coal Excavation & Transportation
- MDO



## Railways

- Civil EPC
- Track Laying
- Signaling and Telecommunication
- Dedicated Freight Corridor
- High Speed Rail

## Company Overview: Group Structure

S. No.	Particulars	Q3FY24 Revenue Mix%
1	Construction	
	i) NCC Limited	90.23%
	ii) Pachhwara Coal Mining Private Limited	8.46%
2	Real Estate	
	i) NCC Urban Infrastructure Limited	1.24%
3	Others	
	i) BOT Roads	0.07%
	<b>Total</b>	<b>100.00%</b>



# Company Overview: Client List



## Company Overview: Awards

Bagged three awards at the 21<sup>st</sup> edition of the Construction World Global Awards in 2023



Person of the year



Top Challenger



Fastest Growing Construction Company (large category)

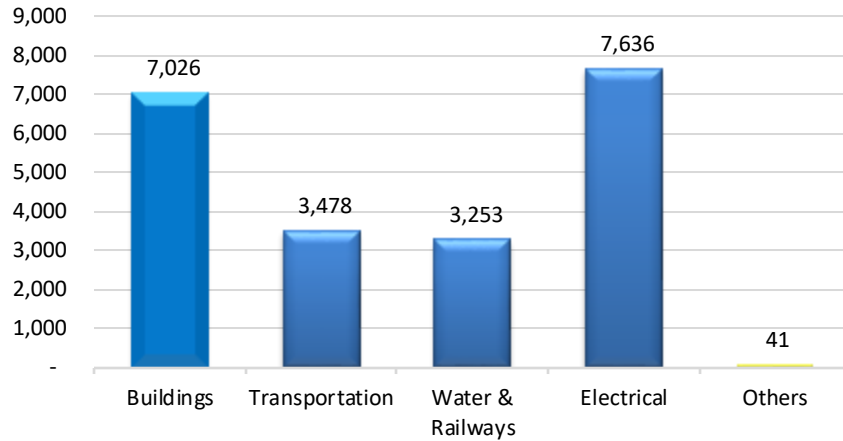


# Financials

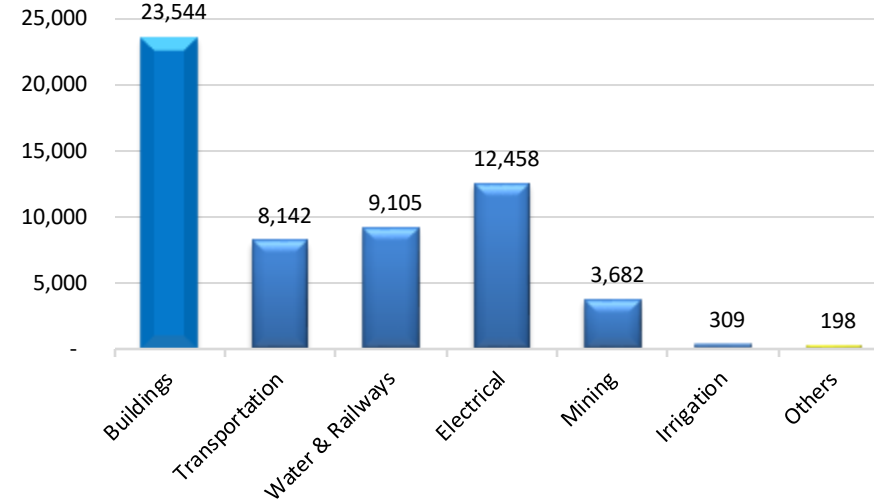
Rajiv Gandhi Institute of  
Petroleum Technology,  
Jais, Uttar Pradesh

# Financials: Order book & Revenue mix (9MFY24)

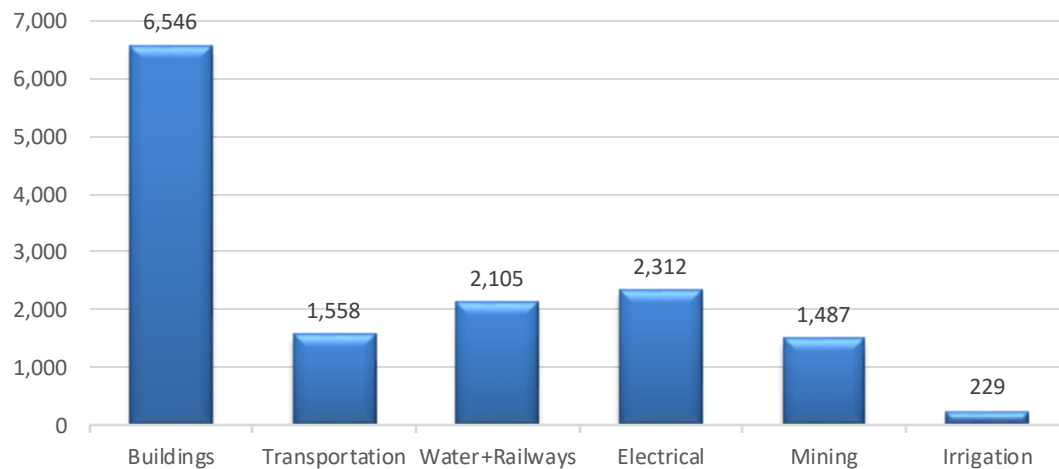
**ORDER INFLOW 9MFY24 Rs. 21239 Cr**



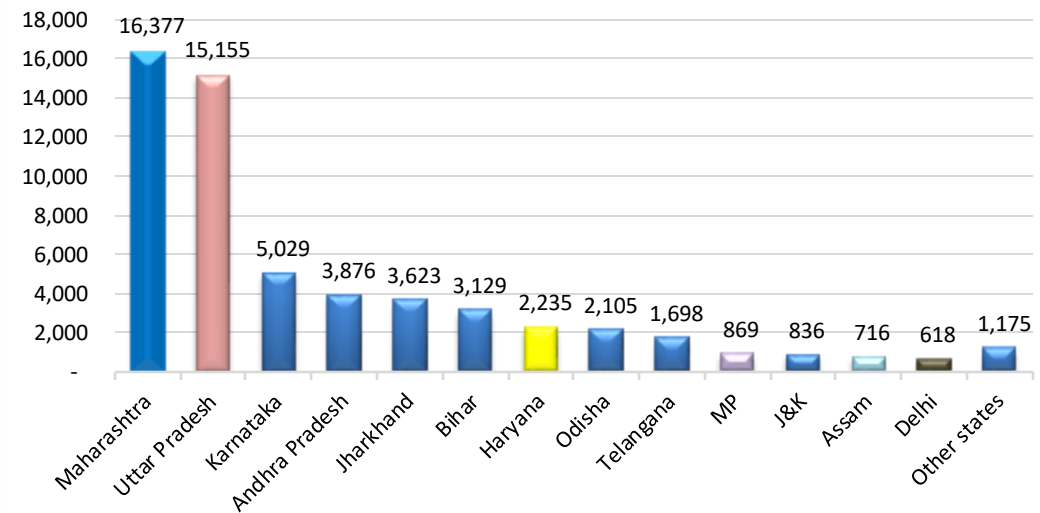
**ORDER BOOK 9MFY24 Rs. 57440 Cr**



**Revenue 9MFY24 Rs 14,042 Cr**

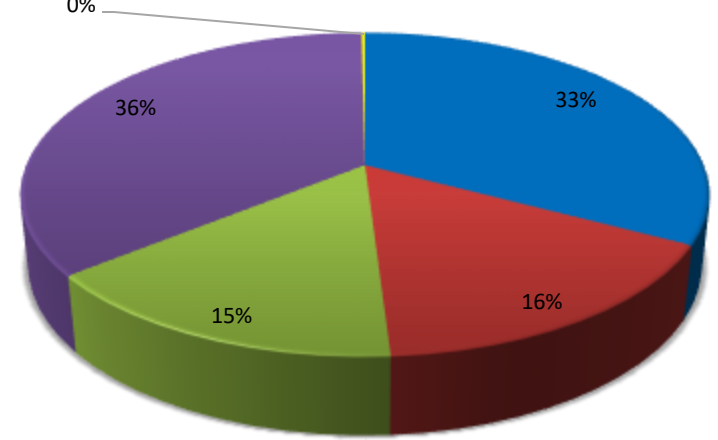


**STATE WISE ORDER BOOK 9MFY2024 Rs.57440 Cr**



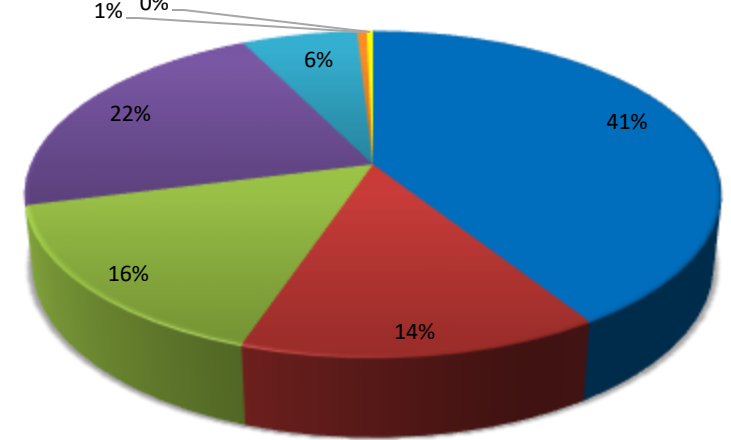
# Financials: Order book & Revenue mix (9MFY24)

**ORDER INFLOW 9MFY24 Rs. 21239 Cr**



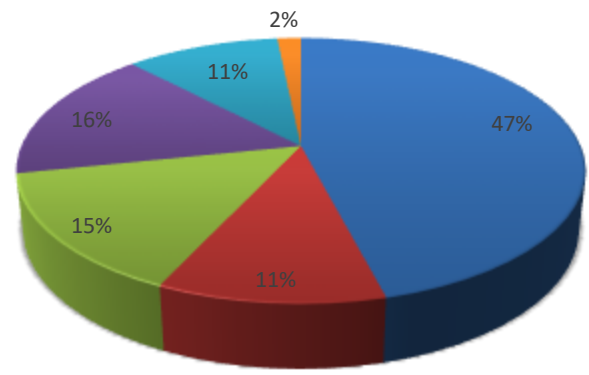
- Buildings
- Transportation
- Water & Railways
- Electrical
- Others

**ORDER BOOK 9MFY24 Rs. 57440 Cr**



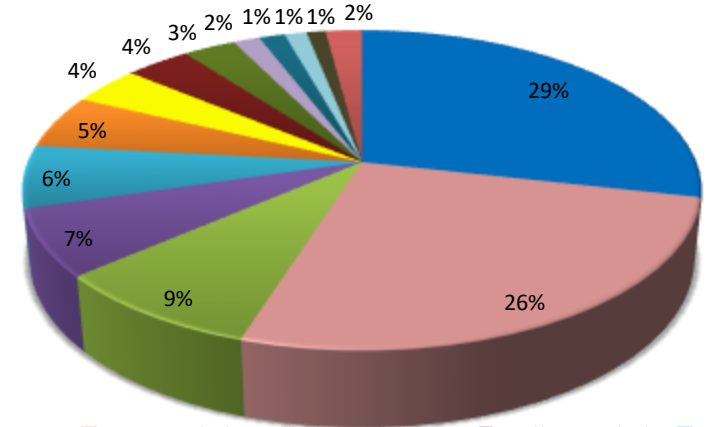
- Buildings
- Transportation
- Water & Railways
- Electrical
- Mining
- Irrigation
- Others

**Revenue 9MFY24 Rs 14,042 Cr**



- Buildings
- Transportation
- Water+Railways
- Electrical
- Mining
- Irrigation

**STATE WISE ORDER BOOK 9MFY2024 Rs. 57440 Cr**



- Maharashtra
- Uttar Pradesh
- Karnataka
- Andhra Pradesh
- Jharkhand
- Bihar
- Haryana
- Odisha
- Telangana
- MP
- J&K
- Assam
- Delhi
- Other states

## Key Financial Nos: 9MFY24 (Standalone)

### Order Book

Rs **50,154** crore

26% Y-o-Y



### Revenue

Rs **12,950** crore

37% Y-o-Y



### EBIDTA

Rs **1,138** crore

8.85% of Revenue



### Profit after Tax

Rs **444** crore

3.4% of Revenue



### Earnings per Share

Rs **7.07**



### Net Debt

Rs **1,369** crore



## Key Financial Nos: 9MFY24 (Consolidated)

### Order Book

Rs **57,440** crore  
37% Y-o-Y



### Order Inflow

Rs **21,239** crore  
68% Y-o-Y



### Revenue

Rs **14,441** crore  
35% Y-o-Y



### EBIDTA

Rs **1,218** crore  
8.5% of Revenue



### Profit after Tax

Rs **472** crore  
3.3% of Revenue



### Net Debt

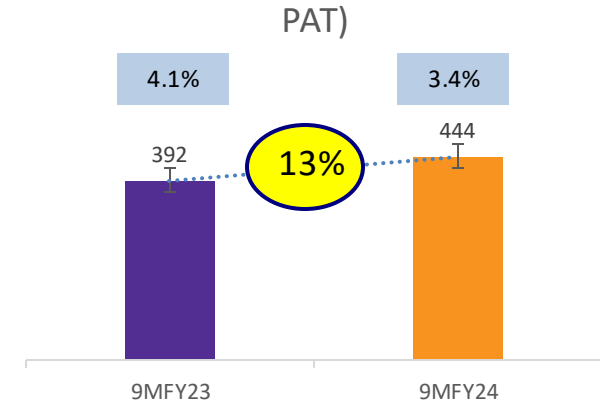
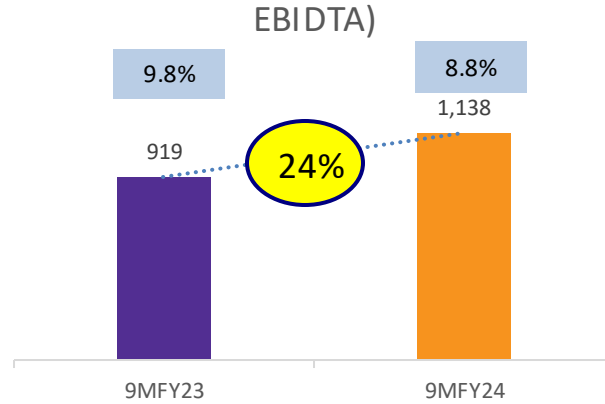
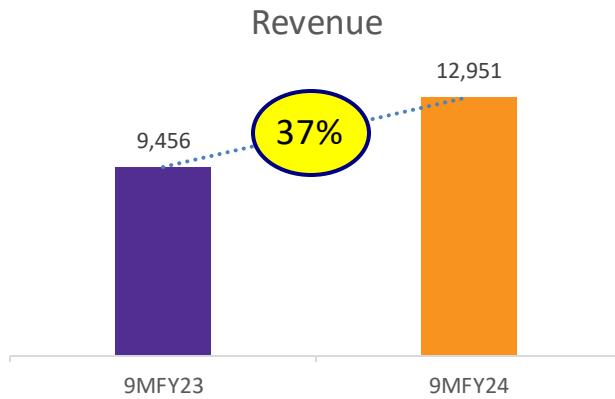
Rs **1,293** crore



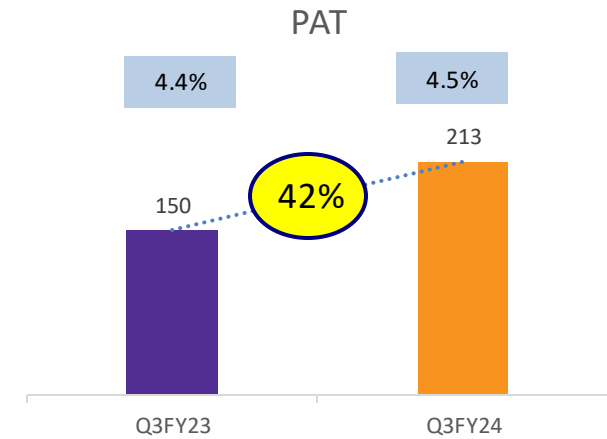
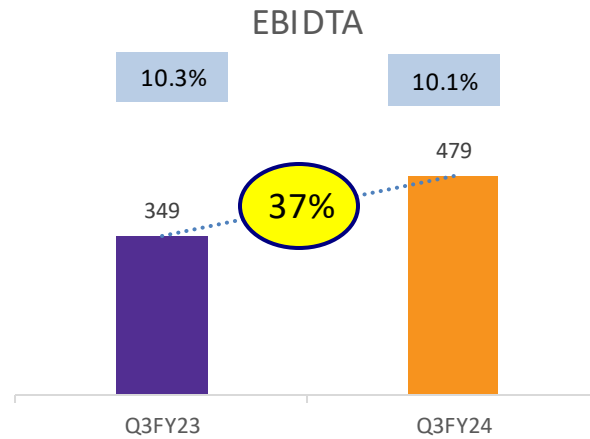
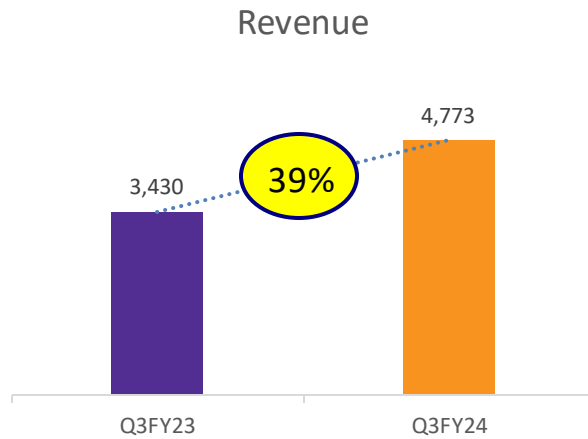
# Financials: 9M & Q3 (Standalone)

Rs. Crore

9M Highlights



Q3 Highlights

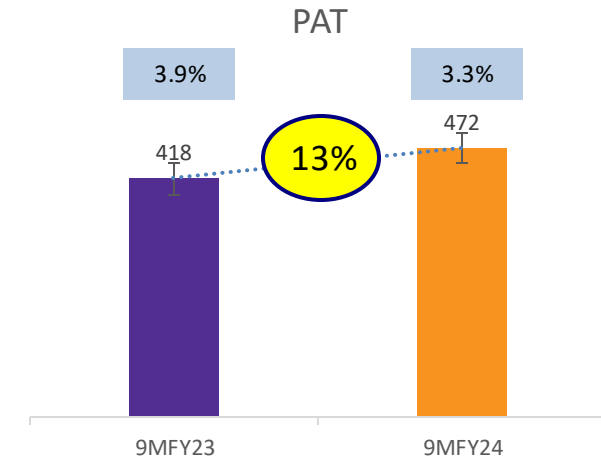
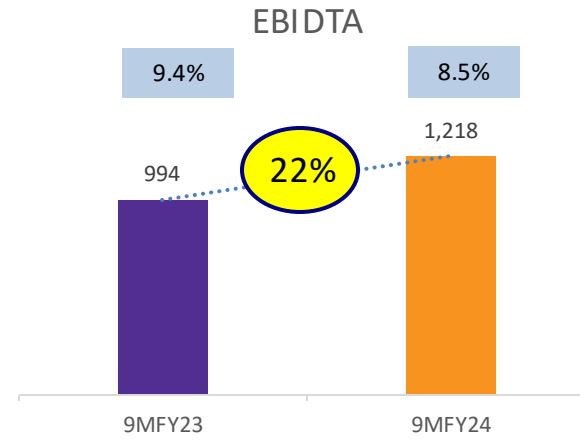
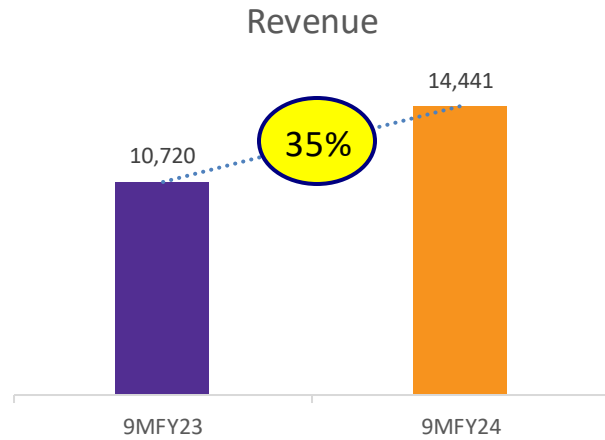




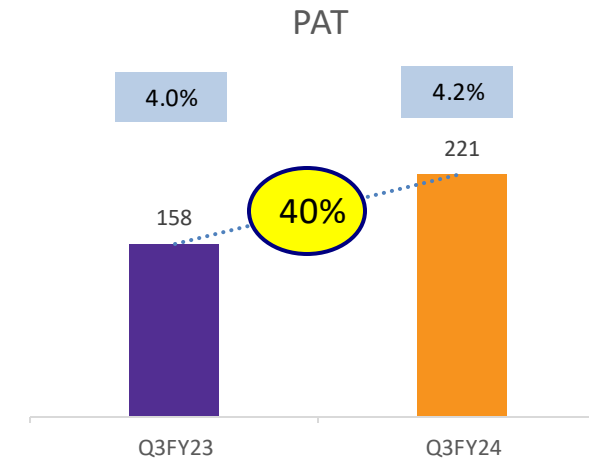
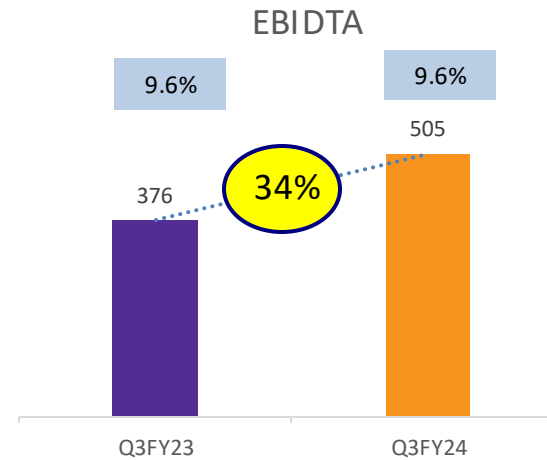
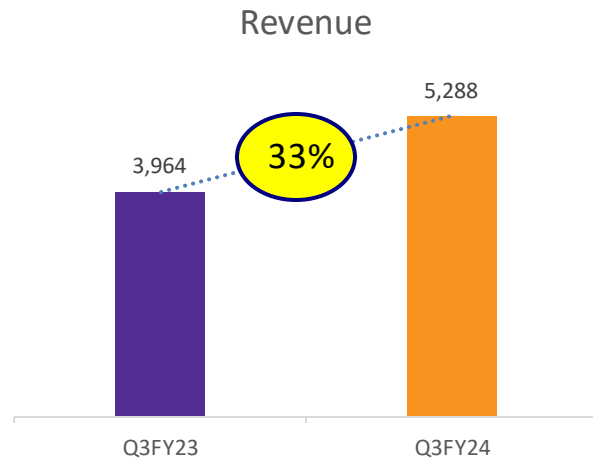
# Financials: 9M & Q3 (Consolidated)

Rs. Crore

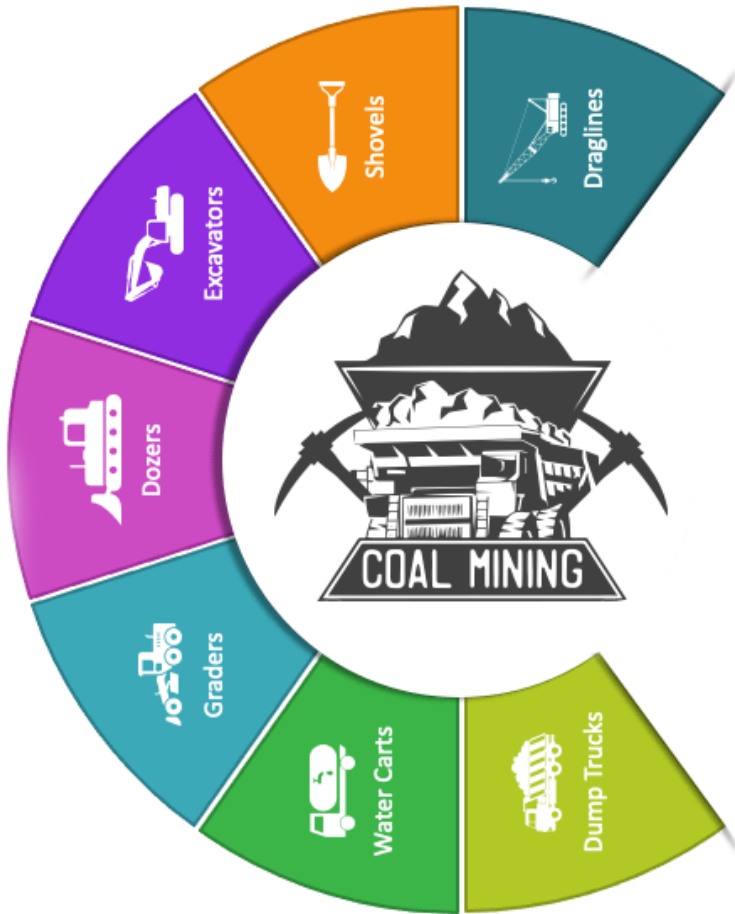
9M Highlights



Q3 Highlights



# Financials: SPV - Pachhwara Coal Mining



Activity	Mine Developer & Operator (MDO)
<b>Operative Since</b>	12 Dec 2018
<b>Presently Operating @</b>	Pachhwara North Coal Block, Pakur District, Jharkhand
<b>NCC Share in SPV (%)</b>	51%
<b>Client</b>	West Bengal Power Development Corporation Ltd (WBPDCL)
<b>Project Duration</b>	30 years
<b>Project Cost</b>	Initial Value - Rs 30,000 crore, increased to Rs 50,000 crore at current Price
<b>Rated Capacity</b>	Achieved rated capacity of 15 million tonne per annum (MTPA) in FY23
<b>Revenue (9MFY24)</b>	Rs 1249 Crore
<b>PBT (9MFY24)</b>	Rs 49 Crore

# Financials: Subsidiary Companies – NCC Urban

Operative Since	08 Dec 2005 (Rs Crore)		
Activity	Real Estate		
Presently Operating @	Bengaluru, Hyderabad, Chennai, Kochi, Guntur, Ranchi		
NCC Share (%)	80%		
Financials KPI	Particulars	9MFY24	9MFY23
	Revenue	235	236
	PAT	24	32
	Net worth	426	380
	Total Debt	30	43
	Investment by NCC	240	240



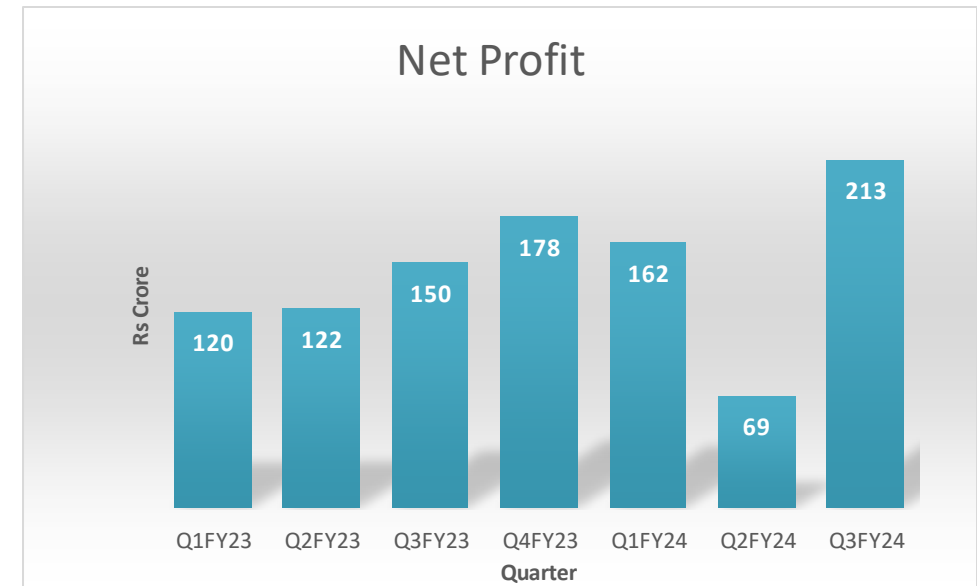
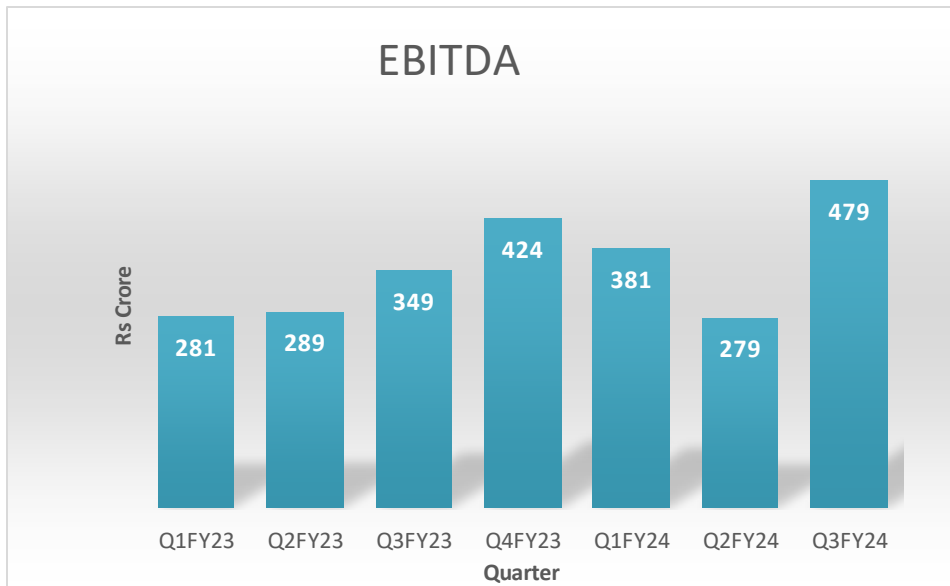
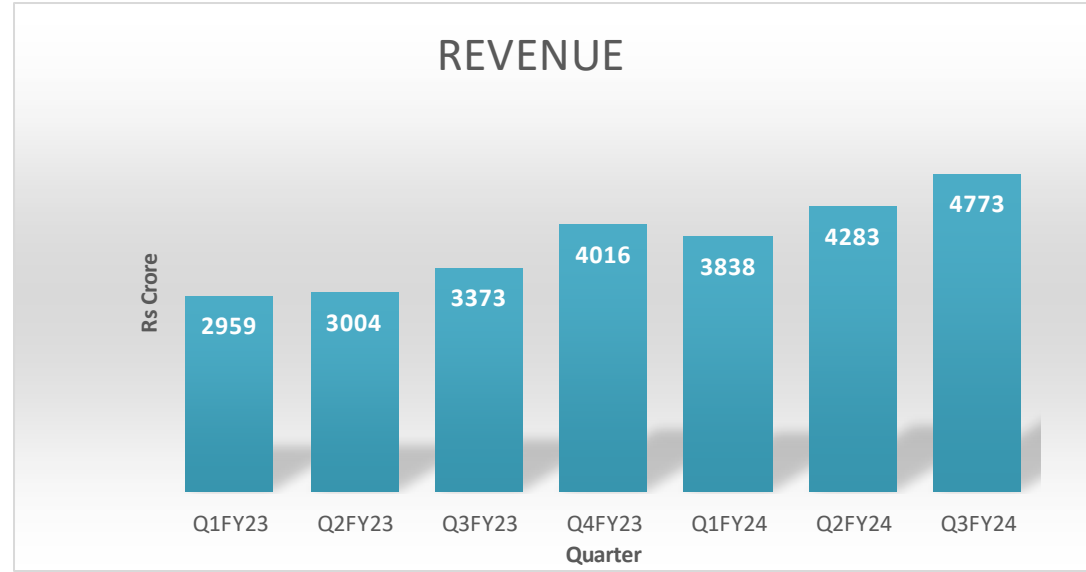
- ❖ Completed 10 million sft of built-up area.
- ❖ Under Construction 4 million sft of built-up area.
- ❖ Future Pipeline 5 million sft.

### Brief list of completed projects:

- NCC Gardenia, Hyderabad
- NCC Urban One, Hyderabad
- Green Province, Bengaluru
- Mayfair, Yelahanka, Bengaluru

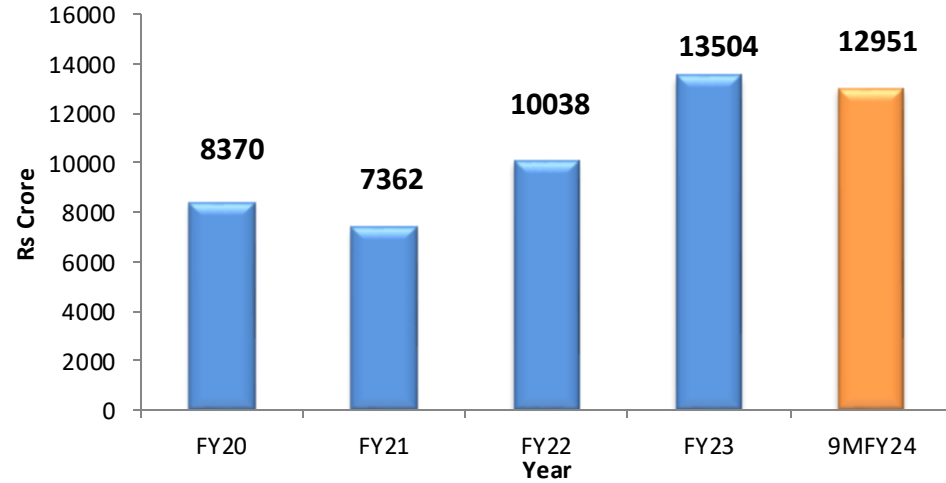
# Operating Performance – Standalone (Quarter wise)

Rs. Crores

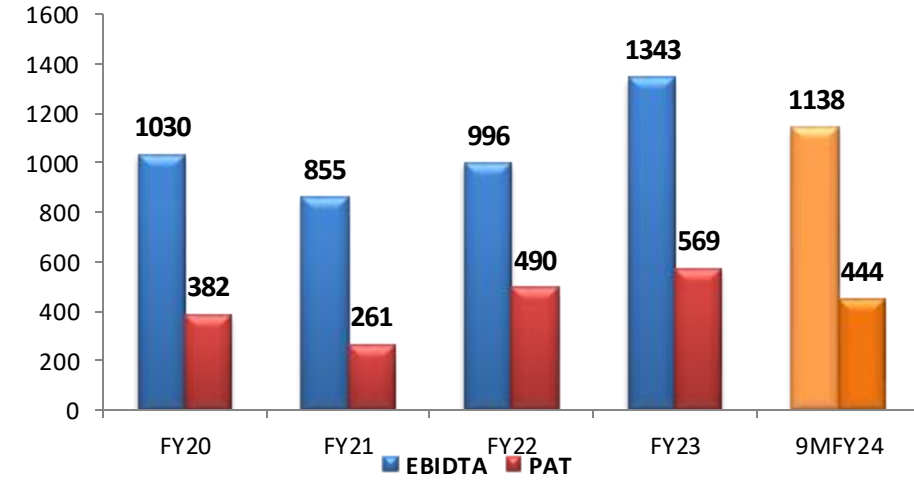


# Financials: Historical (Standalone)

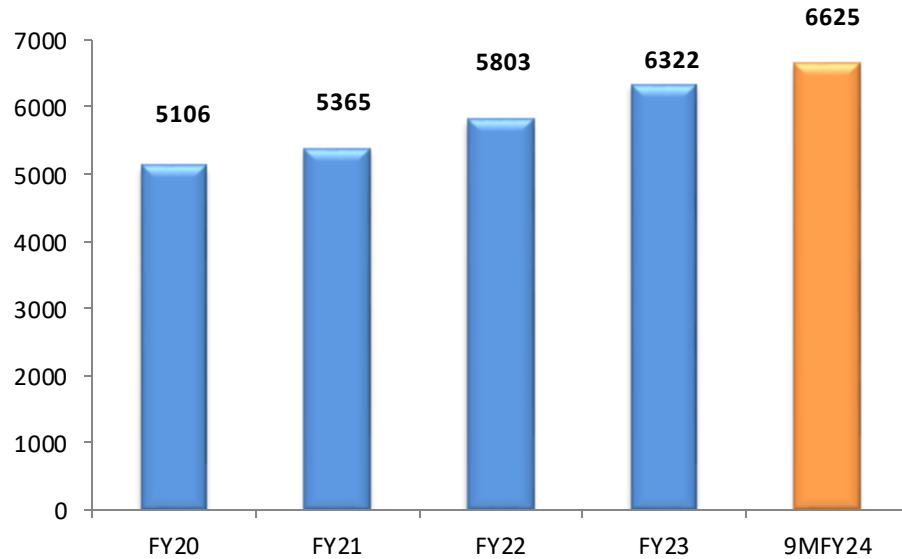
### TURNOVER



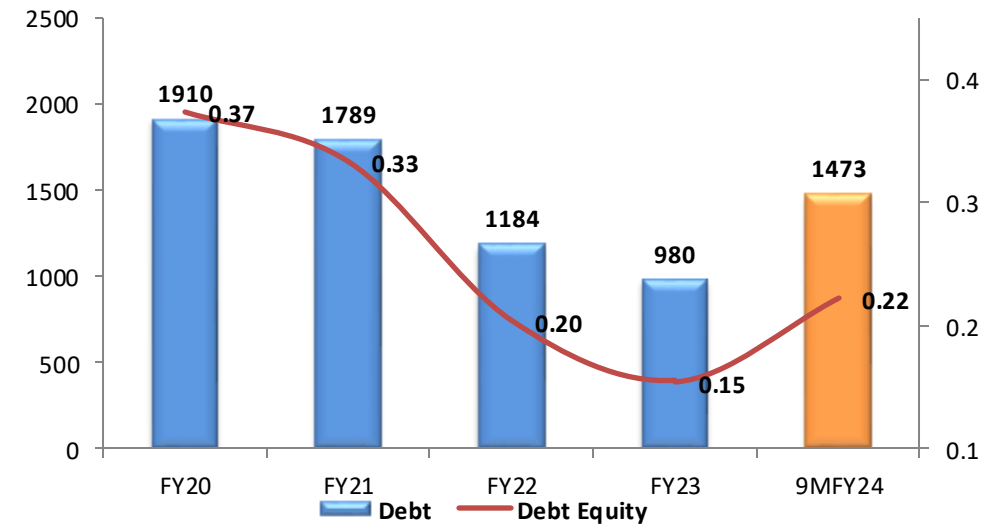
### EBIDTA & PAT



### Networth

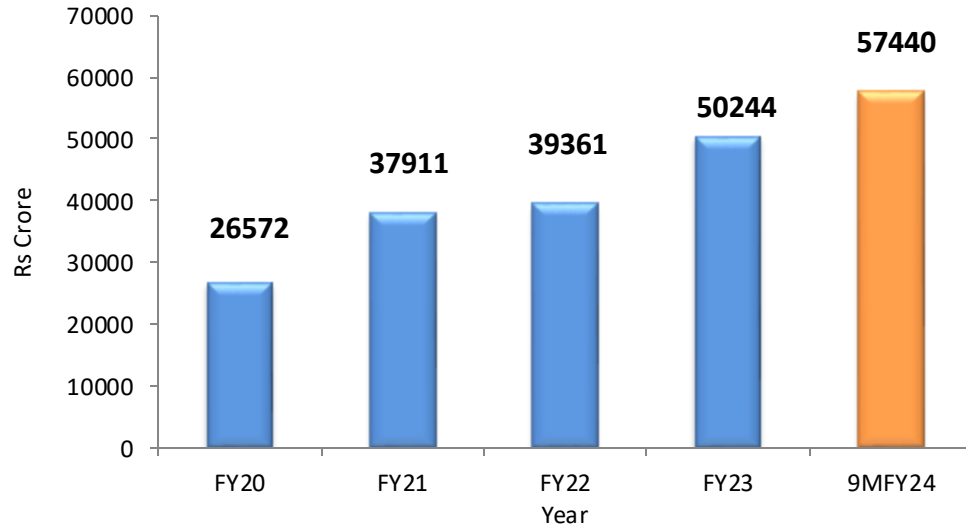


### Debt & D/E Ratio

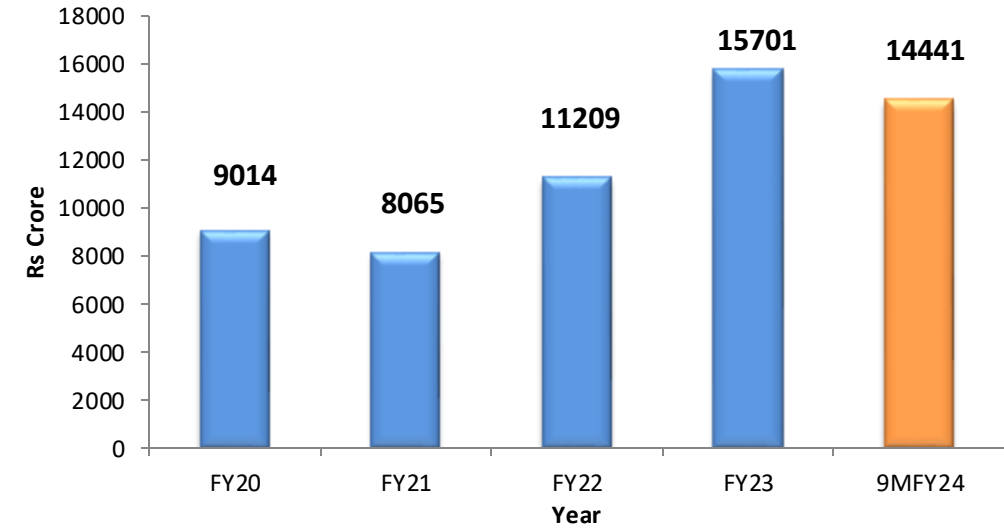


# Financials: Historical (Consolidated)

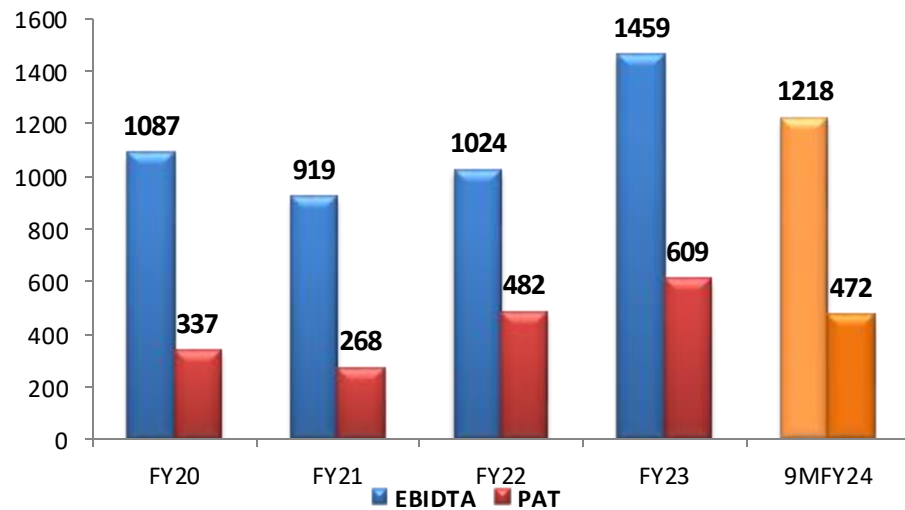
### Order Book



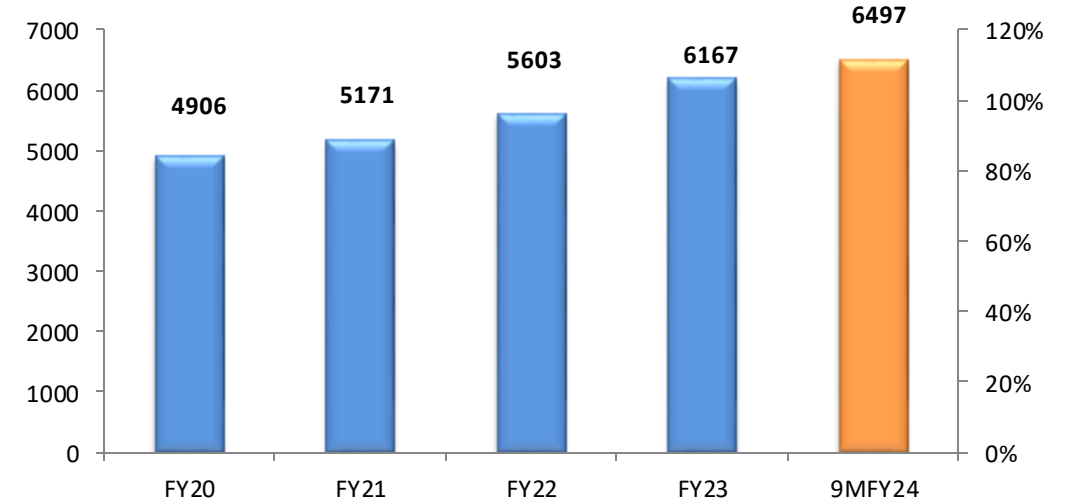
### TURNOVER



### EBIDTA & PAT



### Networth



## Financials: Consolidation Journey So Far

- Sold most of the noncore businesses like Power Generation, BOT Roads, Land holding SPV etc
- Stopped Bidding in the International Division. It is under the process of winding up
- Remaining noncore investments/assets are under active consideration for divestment
- Brought down the debt to lowest level of the last fifteen years
- Profit Before Tax (PBT) contribution of Rs 80 crore by the subsidiary companies in 9MFY24



# Projects Snapshot

Bangalore Metro Rail  
Phase-II



# Projects Snapshot: Inauguration of AIIMS Guwahati, Assam





**Projects Snapshot:  
Inauguration of Integrated**



**Terminal Building,  
Agartala**

# Projects Snapshot: Inauguration of Samruddhi Expressway, Maharashtra ▶



**NCC Ltd. & CDE Asia**  
collaborate to deliver  
the longest package of the  
**Samruddhi Mahamarg**  
**Expressway**

 <b>Package 3:</b> 73.36 KM Stretch	 <b>12.30 Lakh Tonnes</b> of Zone II M-Sand (as per IS:383 standards)	 <b>4 Combo</b> X70
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# Projects Snapshot: Major Projects Executed ▶

**ESIC Hospital, Gulbarga (Rs 1,051 crore)**



**Makara Dhokra, Maharashtra (Rs 881 crore)**



**AIIMS, Bilaspur District (Rs 1,196 crore)**



**Nagpur Metro Rail (Rs 560 crore)**



**Agra-Lucknow Expressway, UP (Rs 1,675 crore)**



**Nagpur-Mumbai Expressway (Rs 2,850 crore)**



# Projects Snapshot: Major Projects Completed

**Mission Bhagiratha, Telangana (Rs 1,471 crore)**



**AIIMS, Guwahati (Rs 704 crore)**



**Ramagundam Open Cast - II (Rs 160 crore)**



**Nalanda University, Bihar (Rs 435 crore)**



**Biswa Bangla University, Bolpur, WB (Rs 362 crore)**



**Kachchh Branch Canal - Gujarat (Rs 402 crore)**



# Projects Snapshot: Major Projects Completed

**Metro Rail Project Bengaluru (Rs 461 crore)**



**Space Vehicle Assembly Bldg, Sriharikota (Rs 281 crore) 245 MLD WTP – Rajasthan (Rs 290 crore)**



**339 MLD STP, Hyderabad (Rs 114 crore)**



**400/11KV Yellaipally Substation, Medak (Rs 256 crore)**



**11KV UG Cabling, Bengaluru (Rs 230 crore)**



## Projects Snapshot: Metro, World's Longest Double Decker Viaduct ▶



The Multi-Layer Viaduct over Wardha Road is the longest in Asia and three Metro Stations (Chhatrapathi Square, Jai Prakash Nagar, Ujwal Nagar) on the Viaduct featured in Asia Book of Records and India Book of Records.

It is a matter of pride that the Multilayer structure, underpass, railway over bridge had constructed by NCC.

NCC Limited constructed the **longest double-decker Viaduct in the World** comprising Metro superstructure and three elevated metro stations in 3.14 Km length. This projects enters into **Guinness Book of World Records** as result of the efforts and excellence of NCC Limited shown towards this.

Nagpur Maha Metro has been Honoured with the Prestigious Asia Book of Records certification for constructing the Longest Multilayer Viaduct in Asia.



## Projects Snapshot: Major Projects under Execution▶

Design, supply, install & commission Advance Metering Infrastructure (AMI) in Maharashtra	5,756 Cr	Construction of Viaduct & Stations for Bangalore Metro Rail, Bangalore	2,167 Cr
Construction of One of the Largest Waste water treatment plants in Malad, Mumbai	3,833 Cr	International Trade Towers, Nauroji Nagar, New Delhi	1,652 Cr
Construction of twin tunnel from Goregaon to Khindipada, Mulund in Mumbai.	3,214 Cr	All India Institute of Medical Sciences at Awantipora, Jammu & Kashmir	1,649 Cr
Develop India International Horticulture Market at Ganaur, Sonapat, Haryana	2,595 Cr	Survey, Design, Drawings & Construction of multi group of villages water supply scheme in Agra	1,635 Cr
Residential Buildings/ Towers & Townships including O&M at Karwar, Karnataka	2,467 Cr	Integrated passenger terminal building at CCS International Airport, Lucknow	1,398 Cr
Design, supply, install & commission Advance Metering Infrastructure (AMI) in Bihar	2,324 Cr	Mine Development & Operation at Pachhwara North Coal Block in Jharkhand	3,043 Cr*

\* The value represents projected turnover for next 3 years

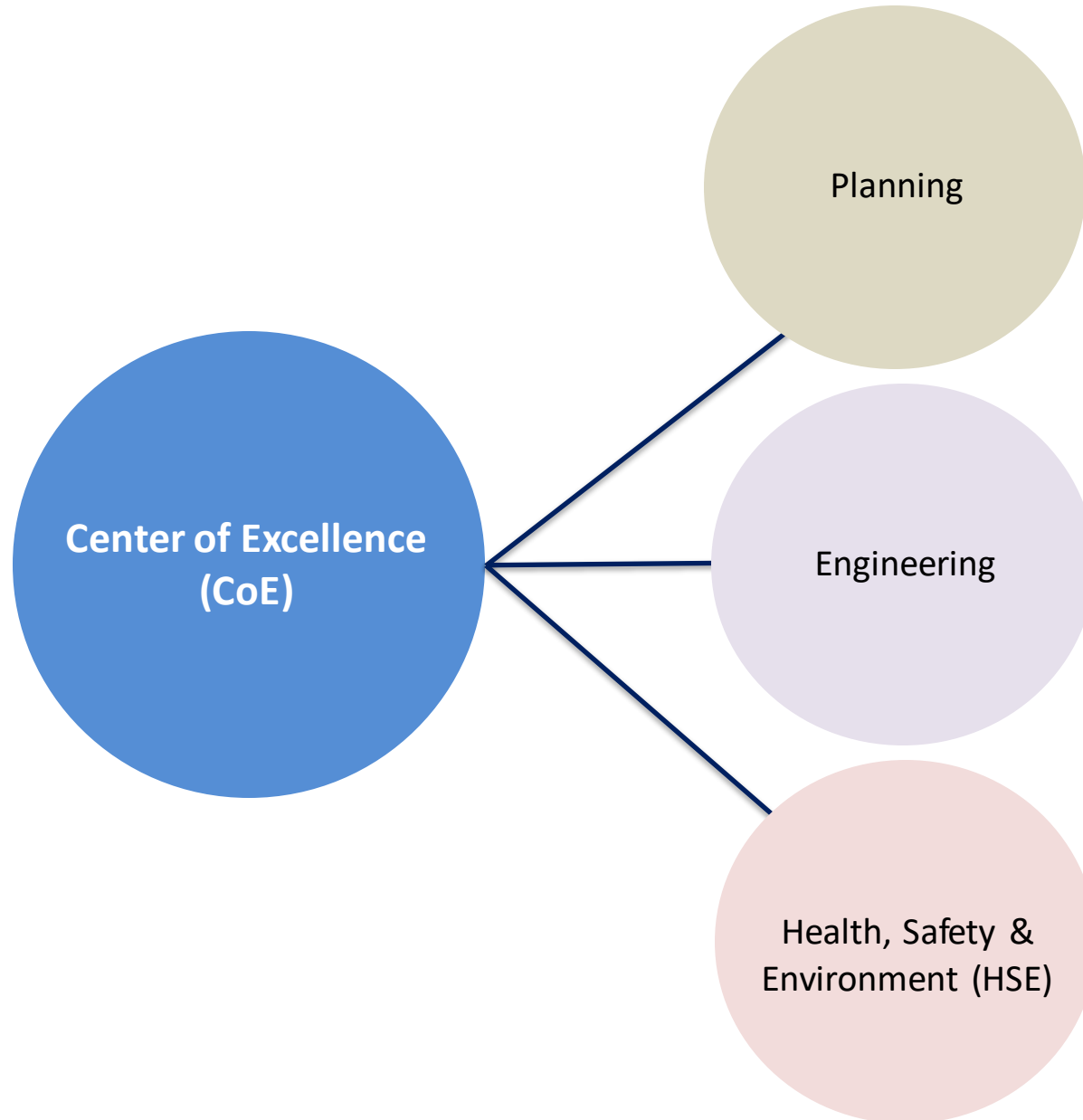




## Productivity Enhancing Initiatives (PEI)

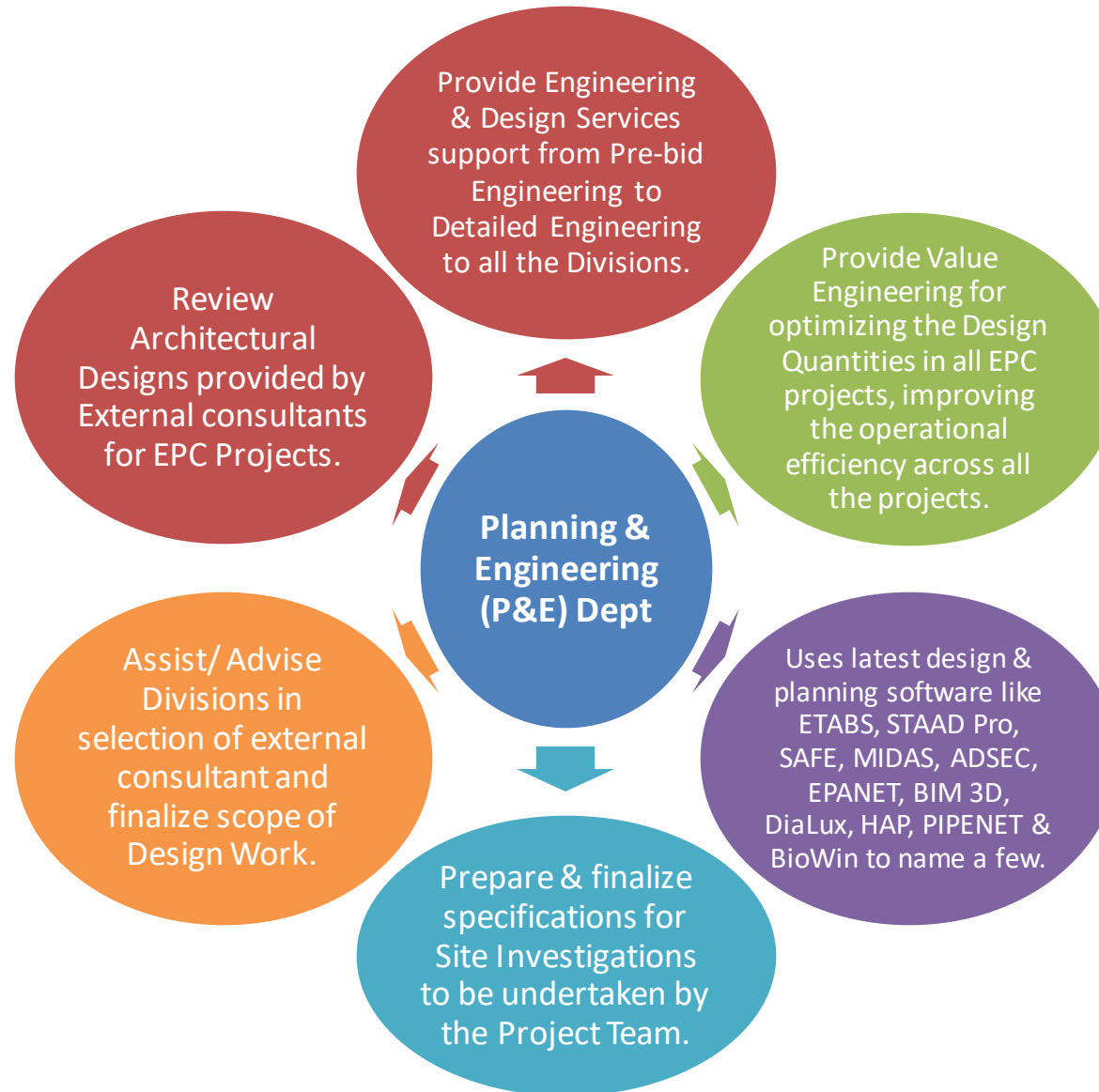
Jaipur – Bhiwani 765kV SC Transmission Line for Power Grid Corp of India Ltd

## PEI: Center of Excellence



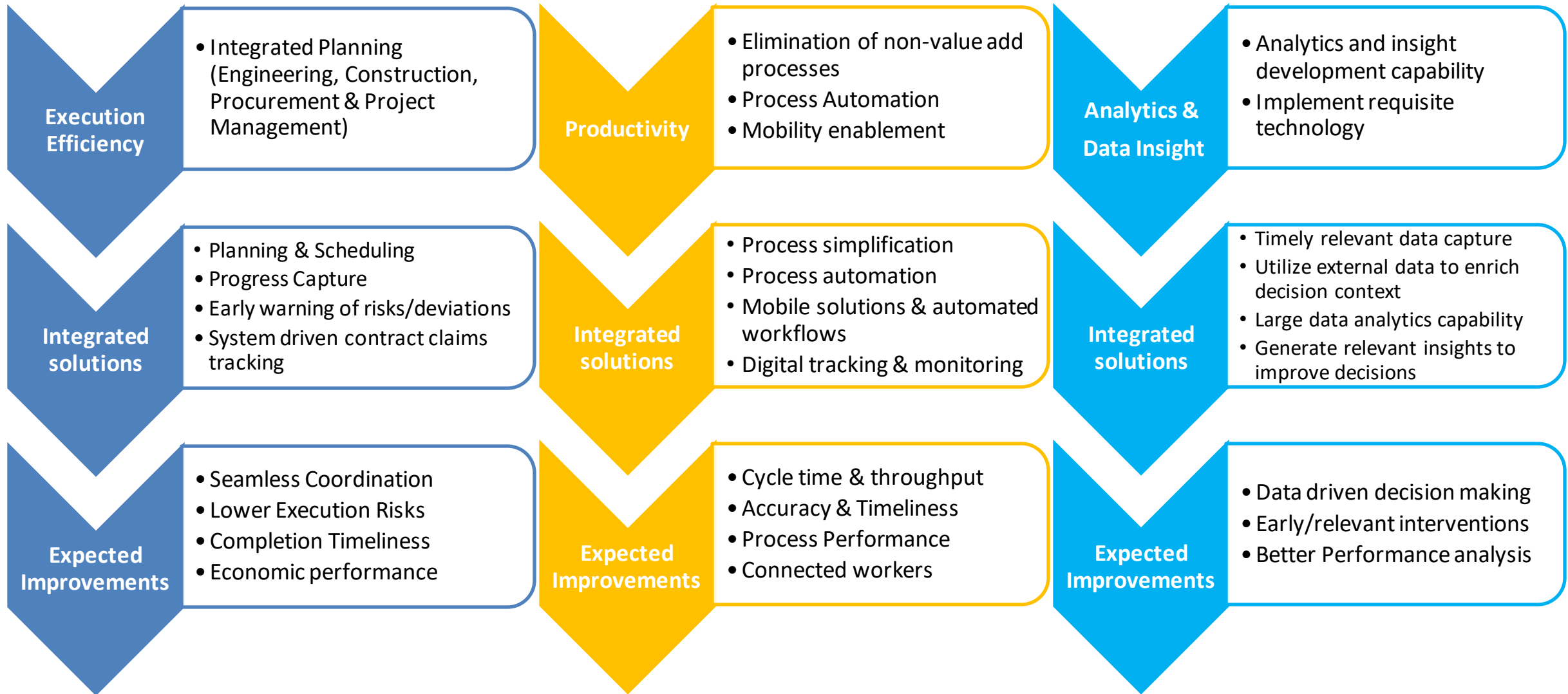
- In-house Center of Excellence (CoE) plays a crucial role during total life cycle of projects from bidding to completion.
- Strong & experienced team of more than 80 professionals from diverse disciplines and exposure.

# Center of Excellence: Planning & Engineering



# Center of Excellence: Health, Safety & Environment





## PEI: Digitalization Initiatives delivering foundational capabilities

*Pursuit not to employ latest tools and tech but right tools and tech basis prioritized business use cases*

- 1 NextGen ERP integrated with Analytics capabilities
- 2 Bid Analytics tool
- 3 Planning Tool integrated with daily progress monitoring tools
- 4 Analytics tools
- 5 Data visualization tools & Dashboards
- 6 IoT for data feed from Plant & Machinery sensors
- 7 Other solutions to be implemented as per business use case requirements

# PEI: Asset Management Department (AMD)

## Asset Management Department (AMD)

In-house department to maintain & repair equipment, as they are lifeline for the construction activities in a project.

Operate Assets (P&E, Formwork, HEED & Piling) & also procure, customise, maintain, upgrade & dispose-off in cost effective manner.

Central workshop near Hyderabad (spread over 49.52 acres) & four operational regional workshops (Durgapur, Amravati, Chennai, Bhubaneswar) and four under establishment spread across various locations in India.

Major areas covered include Plant and Equipment (P&E), Formwork, Heavy Engineering & Erection Department (HEED), Crushers, Piling.

The fabrication shop for the metro, railway and flyover project composite girders, open web and girders.

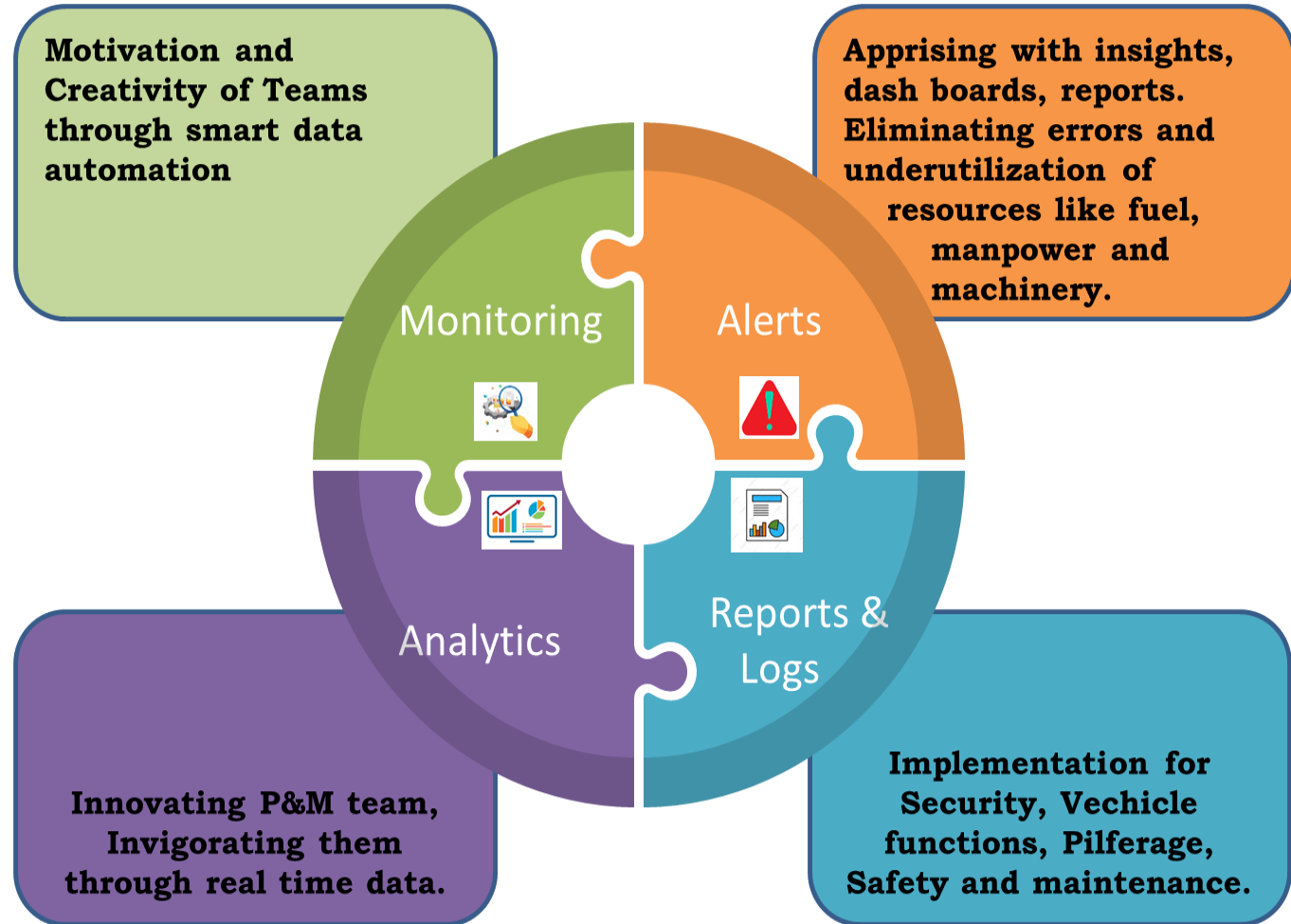
Received RDSO license for fabrication of steel bridge girders.

# PEI: AMD Digitization

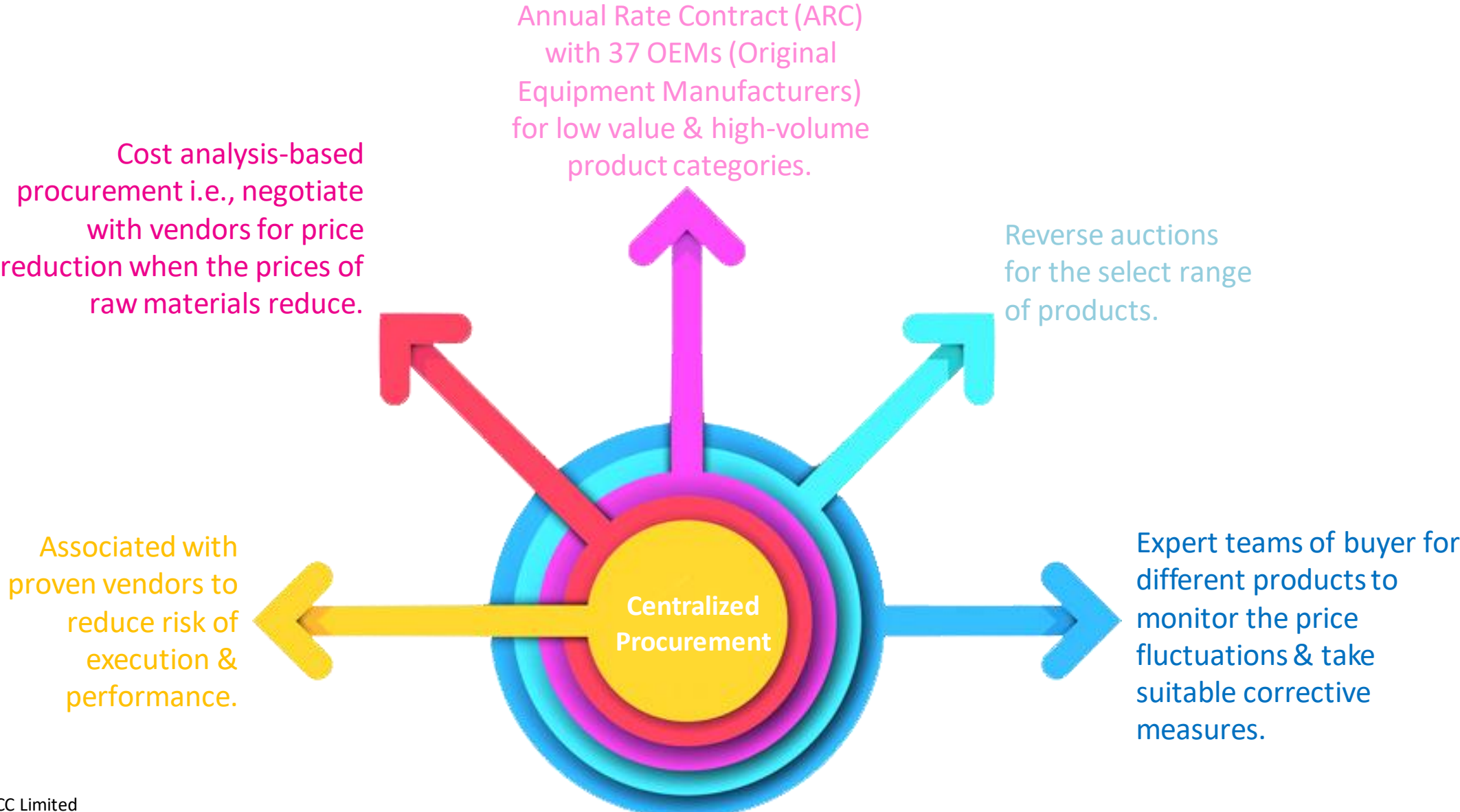
- Digitalization of AMD assets is to improve visibility, efficiency and utilization while curbing pilferage and misuse, using automation, reducing manual efforts
- Digital Initiatives injecting new dimension to our project functions through infallible mechanisms

## Platform: MAXPRO P&E APP

- Asset Module
- Manpower Module
- Statutory Module









## Growth & Market Potential

Flyover and ROB in  
Bhopal, Madhya Pradesh

## Our Growth Strategy



Focus on Core EPC  
& diversified  
portfolio of projects



Entered into New  
business areas like  
High-Speed Rail,  
Defense, Smart  
Meters, Tunnels etc.



Digitization of  
Business processes.  
ERP improvisation



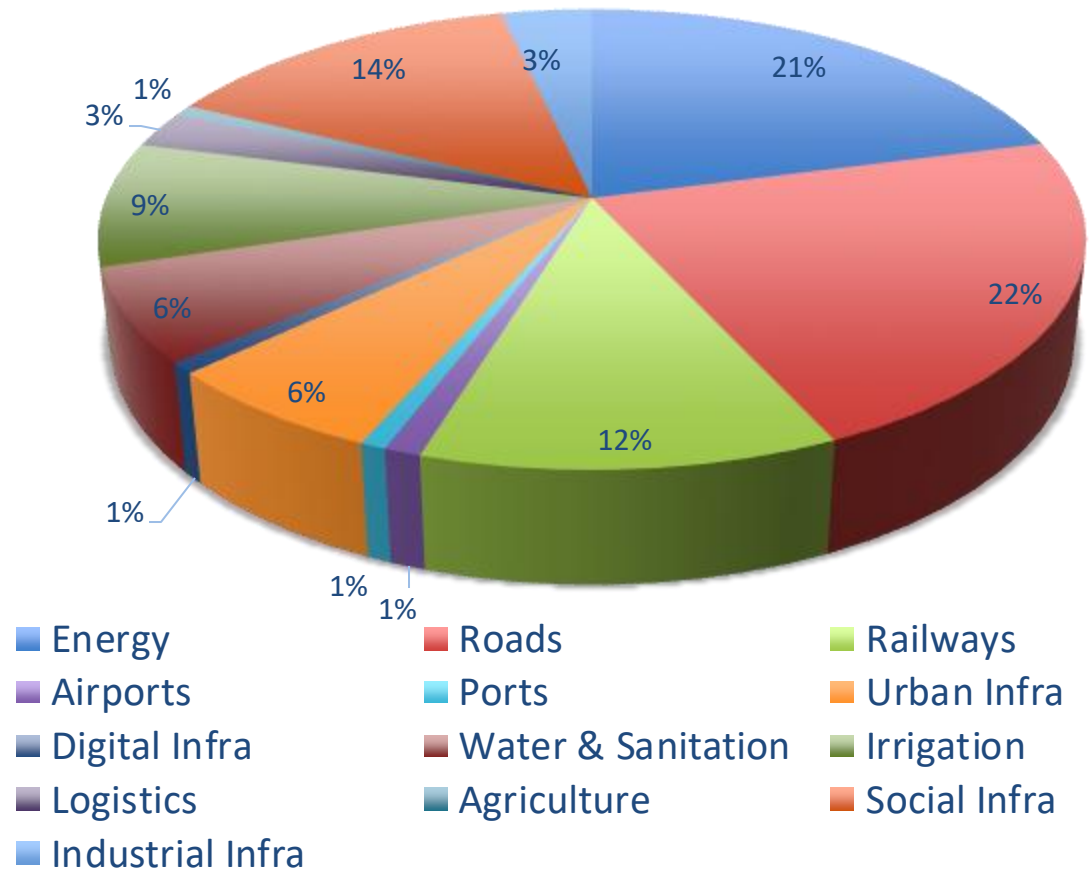
Created Centre of  
Excellence (CoE) for  
in-house Planning,  
Design & Engineering



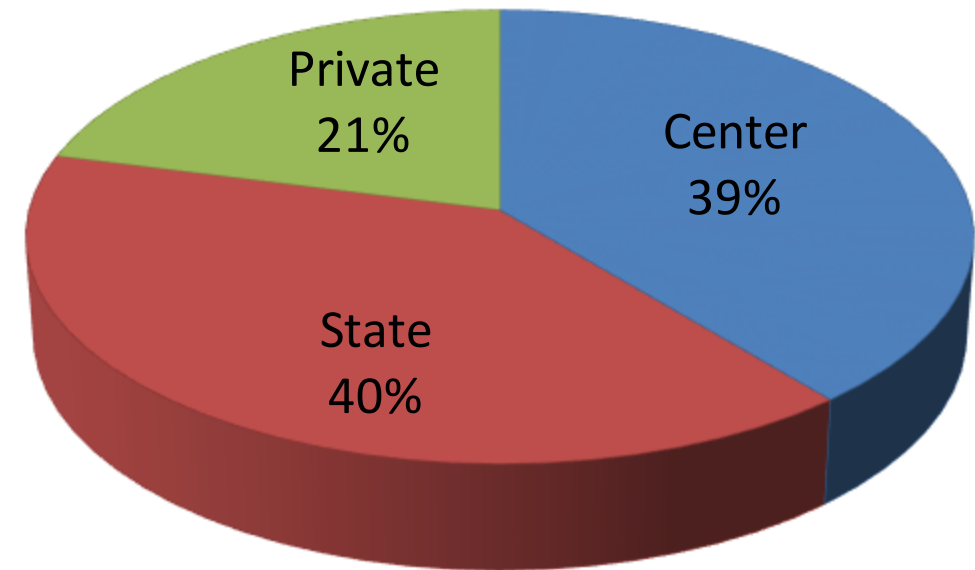
Succession planning  
for continuance of  
values, strategy and  
Growth

# Large & Growing Market: National Infrastructure Pipeline

**Planned Investment of Rs 142 lakh crore  
(\$ 1.8 Trillion) in 2020-25**



**NIP Funding Pattern**



# Value Proposition



# Futuristic Trends & Possible Disruptions in the Construction Industry



## Green and Sustainable Construction

- Environmentally friendly, green & energy efficient construction is need of the hour.



## Prefabricated construction

- Construction is expected to shift from sites to the automatic factories.



## Mechanization, Robots

- Shortage of trained manpower is real and projected to deteriorate further.



## 3 D Printing

- Faster and compact construction, reduces material wastages, increases accuracy.

# Thank you

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