



Nabcons 2010-11

NABARD Consultancy Services Pvt. Ltd (Nabcons), the wholly owned subsidiary of NABARD, is an established professional consultancy service provider in agriculture, allied activities and rural development to Government of India, State Governments, commercial banks, cooperative institutions, corporates, NGO, International Organisations, etc., as its clients.

1. Consultancy Segments:

a. Detailed Project Report (DPR)/ Techno Financial Appraisal

DPR preparation is one of the fields of core competence of Nabcons. During the year 2010-11, the company has undertaken the preparation of DPR besides financial appraisal in respect of projects relating to forestry, horticulture/ floriculture, fruit/ agro processing, agricultural waste, APMC market yards etc.

b. Monitoring and Evaluation Studies

Nabcons has strong expertise in conducting M&E studies. During 2010-11, the company conducted monitoring of MPLAD schemes in 55 districts. Besides this, the company initiated the process of evaluation of Centrally sponsored schemes on NMPPB and NPCBB etc.

c. 3rd Party Monitoring of infrastructure projects

This sphere of activity has become important area of operation of the company over the last 3 years. Govt. of Arunachal Pradesh, Assam, Nagaland and Jammu & Kashmir have engaged Nabcons for conducting of 3rd party monitoring of infrastructure projects under the PM's Special package, Flood Control Projects etc. in the respective States. Nabcons has also procured 3rd Party Monitoring of various infrastructure projects under Border Area Development Programme (BADP) in the States of Sikkim, Punjab and Rajasthan.

d. Treasury and Investment Management

During the year, Nabcons has executed assignments on treasury and investment management for Tamil Nadu and Andhra Pradesh State Cooperative Banks. The company has contracted a new assignment from NABARD on preparation of Risk Management Manual for RRBs and Cooperative Banks.

e. Capacity building and Awareness Programme

Nabcons has been conducting awareness programme for various agencies. The company conducted 85 awareness programmes on agri market infrastructure for NIAM in various parts of the country. Nabcons has also conducted 320 district and State level awareness programmes for popularizing the forward trading in agriculture produce for FMC.

f. International Consultancy

The company also conducts International Visitors programme for international delegates. It also provides consultancy to corporate who are entering into agriculture in African countries.



2. Clientele

Nabcons has served different departments of the Govt. of India like MoRD, MOSPI, MoFP, MEA, MoA etc., almost all the State Govts, Corporate houses and even private players.

3. International Office

Nabcons has opened its first overseas office at Nairobi in Kenya for scouting new business in the African Continent. The office is headed by a General Manager of NABARD.

4. Business Highlights

- The business of Pass through agency has been well developed resulting in income of ` 141 lakh.
- The company has also been able to clinch big ticket assignments in North East i.e. 3rd Party Monitoring of various infrastructure projects in Nagaland with a value of ` 336 lakh and Preparation of Detailed Project Report for 2 clusters under New Land Use Policy (NLUP) in Mizoram for ` 49 lakh.

5. Financial Achievements

- As against the target of contracting and executing assignments of ` 25 crore and ` 20 crore respectively during 2010-11, Nabcons' achievements were ` 24.13 crore and ` 16.33 crore respectively, as on 31 March 2011.
- The cumulative completed assignments stood at ` 70.09 crore. During 2010-11, the company earned ` 14.81 crore as professional fees on assignments executed, ` 71 lakh as commission from Mutual Fund distribution and ` 176 lakh as interest on investments.
- The net Profit before Tax is ` 8.74 crore against ` 6.64 crore during the previous year and net Profit after Tax is ` 5.80 crore against ` 4.33 crore during the previous year.
- The company has targeted to achieve a business of `100 crore in the next three years. Accordingly, the company has fixed a business target of contracting and executing assignments of ` 40 crore and ` 30 crore respectively during 2011-12.

6. Audited Accounts

Nabcons (www.nabcons.com), within a short span of about 8 years, has emerged as a leading provider of consultancy services in India in diverse areas. The annual **turnover** of *Nabcons* for the last 3years is as under: - (`crore)

<i>Year</i>	<i>Number of Assignments Completed</i>	<i>Annual Turnover</i>	<i>Net Profit</i>
2008-09	122	11.27	4.28
2009-10	64	12.78	4.33
2010-11	100	17.29	5.80