

Reliance Infrastructure Ltd

Investor Presentation

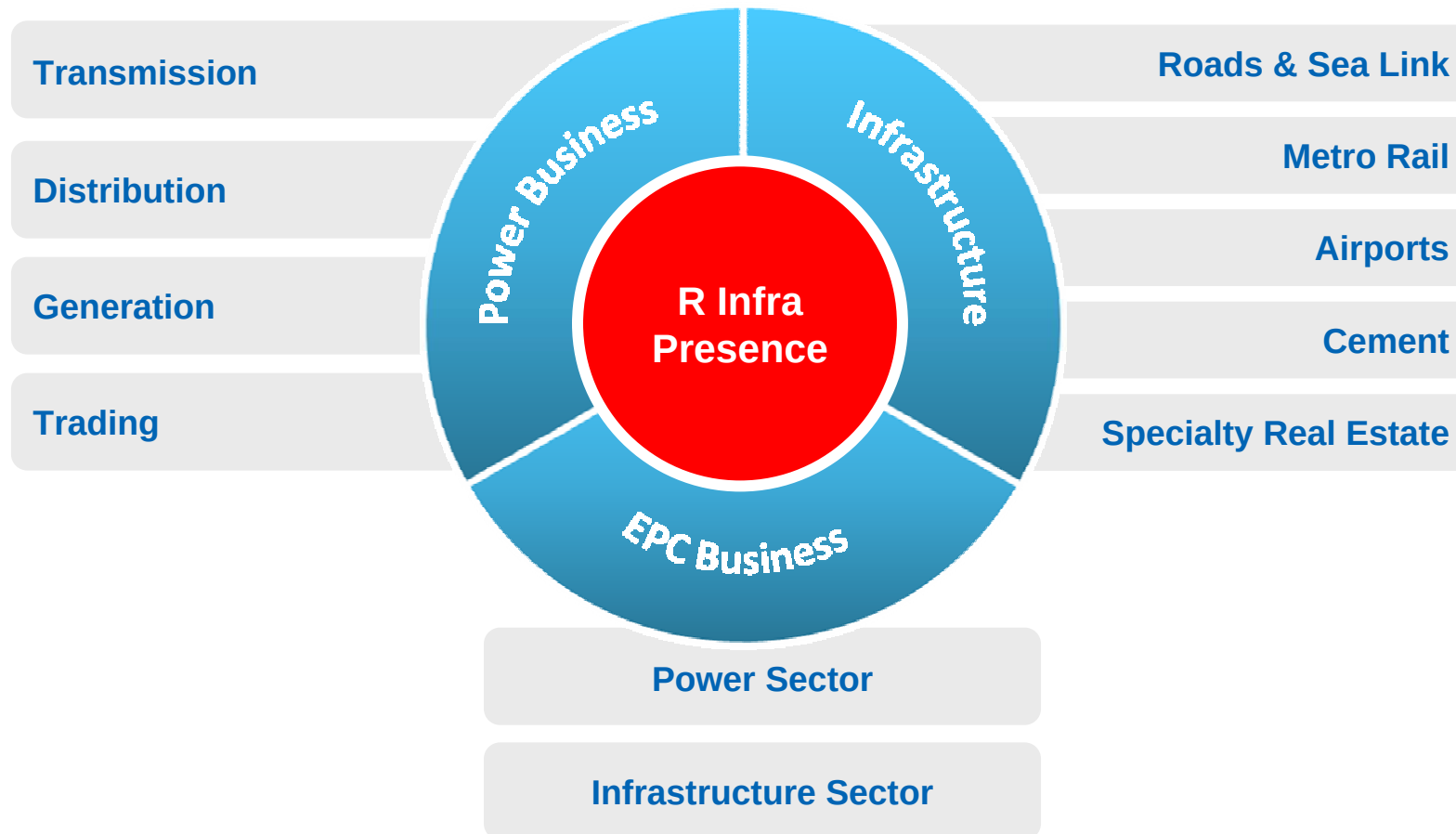
March 2011

RELIANCE

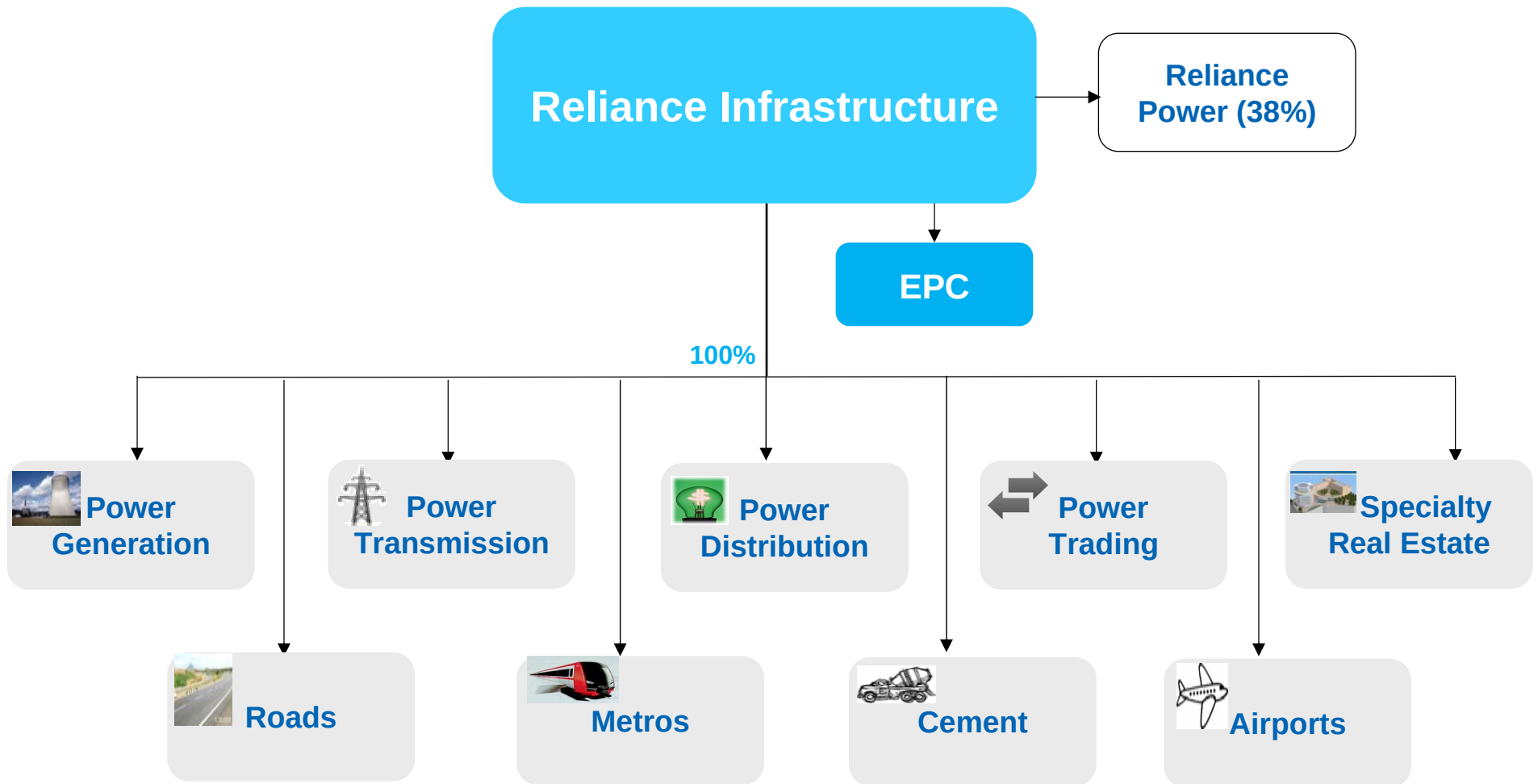
Forward looking statements – Important Note

This presentation and the discussion that follows may contain “forward looking statements” by Reliance Infrastructure that are not historical in nature. These forward looking statements, which may include statements relating to future results of operation, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the directors and management of Reliance Infrastructure about the business, industry and markets in which Reliance Infrastructure operates. These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond Reliance Infrastructure control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of Reliance Infrastructure. In particular, such statements should not be regarded as a projection of future performance of Reliance Infrastructure. It should be noted that the actual performance or achievements of Reliance Infrastructure may vary significantly from such statements.

Business Overview

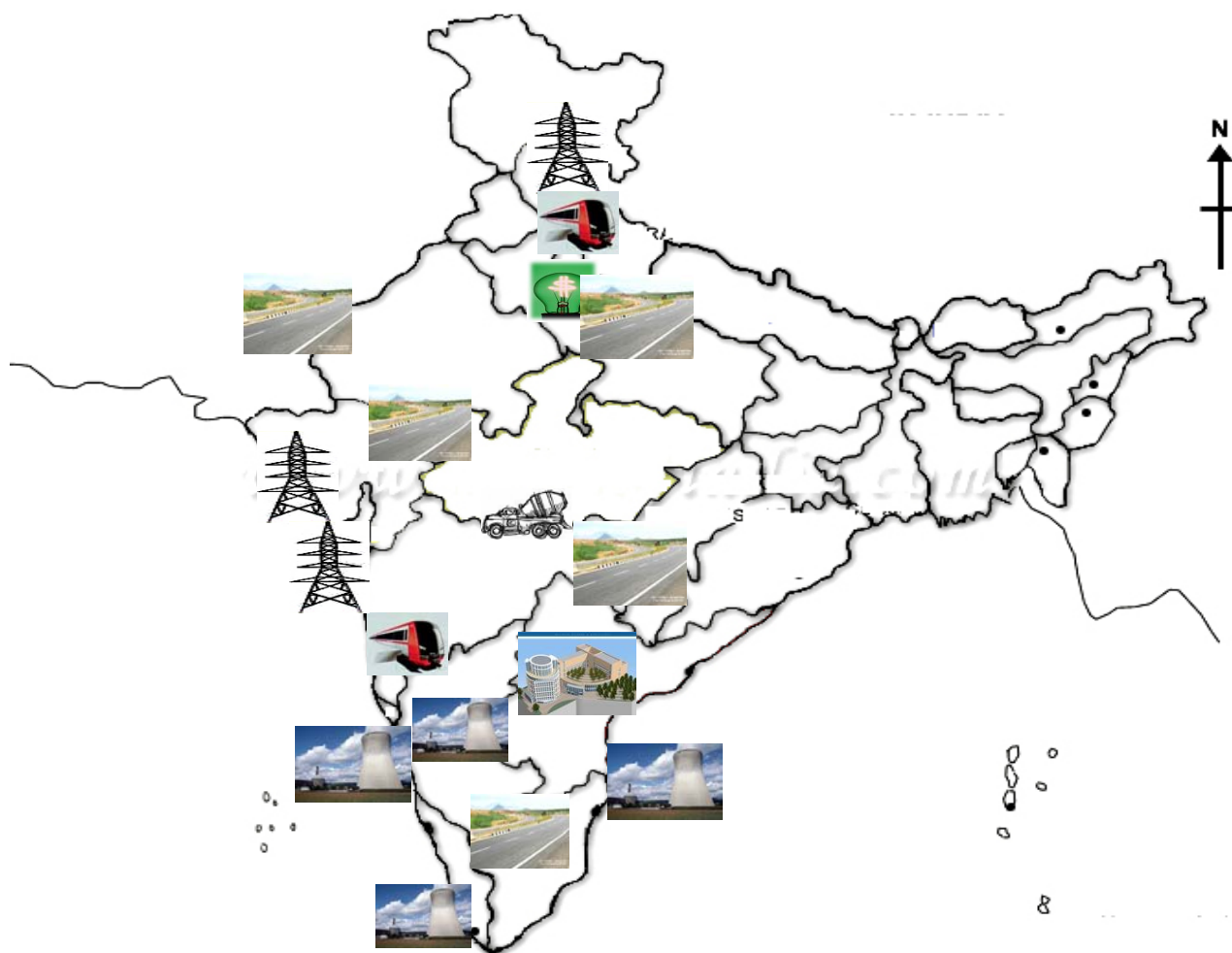


The Structure



Business segmentation for focused leadership

Pan India Diversified Presence



Roads	
Metros	
Generation	
Transmission	
Distribution	
Cement	
Airport	
Specialty Real Estate	

37 Projects

16 States

8 Sectors



Infrastructure Business

Infrastructure Portfolio

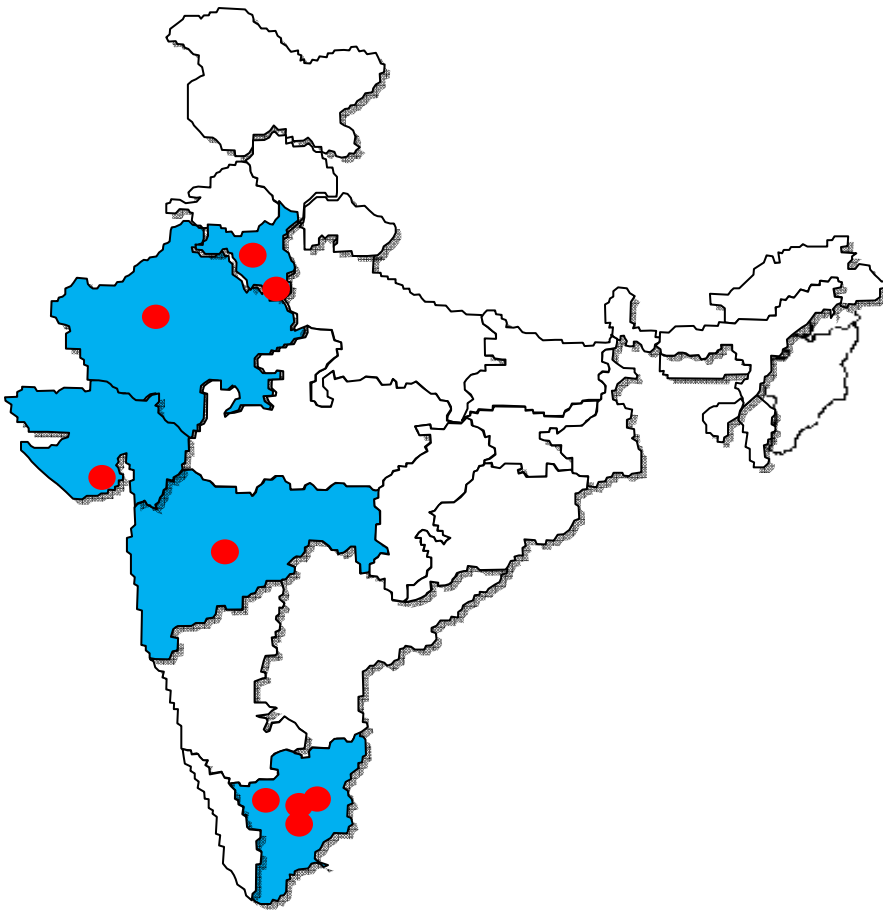
Business	No. of projects	Project Cost
Roads	11 projects	₹ 120 Bn
Metros	3 projects	₹ 160 Bn
Transmission	5 projects	₹ 66 Bn
Sealink	1 project	₹ 46 Bn
Airports	5 projects	₹ 5 Bn
Total	25 projects	₹ 400 Bn

Largest private sector infrastructure developer in India



Roads Business

Roads – Portfolio



- Amongst the largest NHAI concessionaire
- Roads joining urban centres
- Amongst the largest developer of 6 laning roads
- Over 6,500 people working on sites
- First developer in the country to introduce – “Enterprise Toll Management System” at 2 project sites i.e NK Toll road & DS Toll Road

11 Projects

6 States

970 kms

₹ 120 Bn

Roads – Project Details

S.No	Project	Project Cost (₹ Bn)	Funding (Debt : Grant : Equity)	Length (Km)	Concession Period* (years)	Status
1	Namakkal Karur (NK Toll Road)	3.5	80:07:13	44	20	Operational since Q2 FY10
2	Dindigul Samyanallore (DS Toll Road)	4.2	80:07:13	53	20	
3	Trichy Karur (TK Toll Road)	7.3	60:20:20	80	30	COD by Q1 FY12
4	Trichy Dindigul (TD Toll Road)	5.4	60:20:20	88	30	
5	Salem Ulenderpet (SU Toll Road)	10.6	60:20:20	136	25	
6	Gurgaon Faridabad (GF Toll Road)	7.8	75:00:25	66	17	COD by Q2 FY12

* Includes construction period

Continued...

Roads – Project Details

S.No	Project	Project Cost (₹ Bn)	Length (Km)	Concession Period* (years)	Status
7	Jaipur Reengus Corridor (JR Toll Road)	5.3	52	18	COD by Q4 FY12
8	Pune Satara Road [#] (PS Toll Road)	20.0	140	24	Tolling started for existing 4 laning road from Oct, 2010
9	Kandla Mundra Road (KM Toll Road)	15.4	71	25	Concession agreement signed in March 10
10	Hosur to Krishnagiri [#] (HK Toll Road)	10.1	60	24	Concession agreement signed in July 10. Tolling to start in Q1 FY12
11	Delhi Agra Road [#] (DA Toll Road)	30.7	180	26	
Total		120.2	970		

* Includes construction period

[#] Six laning projects

Western Freeway Sea Link Project



- ❑ Operation & Maintenance of Bandra to Worli Sea Link and development of Worli to Haji Ali Sea link
- ❑ Estimated project cost of ₹ 45.5 Bn
 - Upfront payment of ₹ 16.3 Bn to MSRDC
- ❑ Viability gap funding of ₹ 13.9 Bn
- ❑ R Infra have tolling right of entire 11.5 kms stretch
- ❑ Concession agreement signed in July 10 for a period of 40 yrs
- ❑ Tied up with Briza of Portugal for O&M
- ❑ Key consultants appointed and preliminary design completed

Stretch	Bandra – Worli	Worli – Haji Ali
COD	FY11	FY15
Traffic PCU's (on COD)	52,000	50,000
Toll Rate*	₹ 65	₹ 45

* To be increased @ WPI every year

R Infra owns the first Sea Link of the country



Metro Business

3 Projects



66 kms



₹ 160 Bn

Metro Rail – Current Projects

Project	Project Cost (₹ Bn)	Debt : Grant : Equity	Length (Km)	COD	Concession Period*	Shareholding
Delhi Airport Express Link Project	24.5	2.33:0:1	23	Feb 2011	30 Years	a) R Infra: 95% b) CAF (Spain): 5%
Mumbai Metro – Line I	25.0	51:27:22	11	Q3 FY12	35 Years	a) R Infra: 69% b) MMRDA: 26% c) Veolia (France): 5%
Mumbai Metro – Line II	110.0	64:21:15	32	Within 5 year	35 Years^	a) R Infra: 48% b) R Com: 26% c) SNC Lavalin (Canada): 26%
Total	159.5		66			

* Including construction period

^ Could be extended for further 10 yrs

Largest & established private player in Metro Rail

Delhi Airport Metro Express Link Project

- ❑ Metro express link connecting New Delhi Railway Station to Dwarka through IGI Airport – 6 stations along the corridor
- ❑ Traffic forecast : ~30,000 /day in 1st year of operation

Fare Structure*

Categories	Fare / Trip
Between New Delhi Station & IGI Airport	₹ 150
Between Dwarka Sector 21 & IGI Airport	₹ 30

* Fares to be increased every 2 yr @ WPI

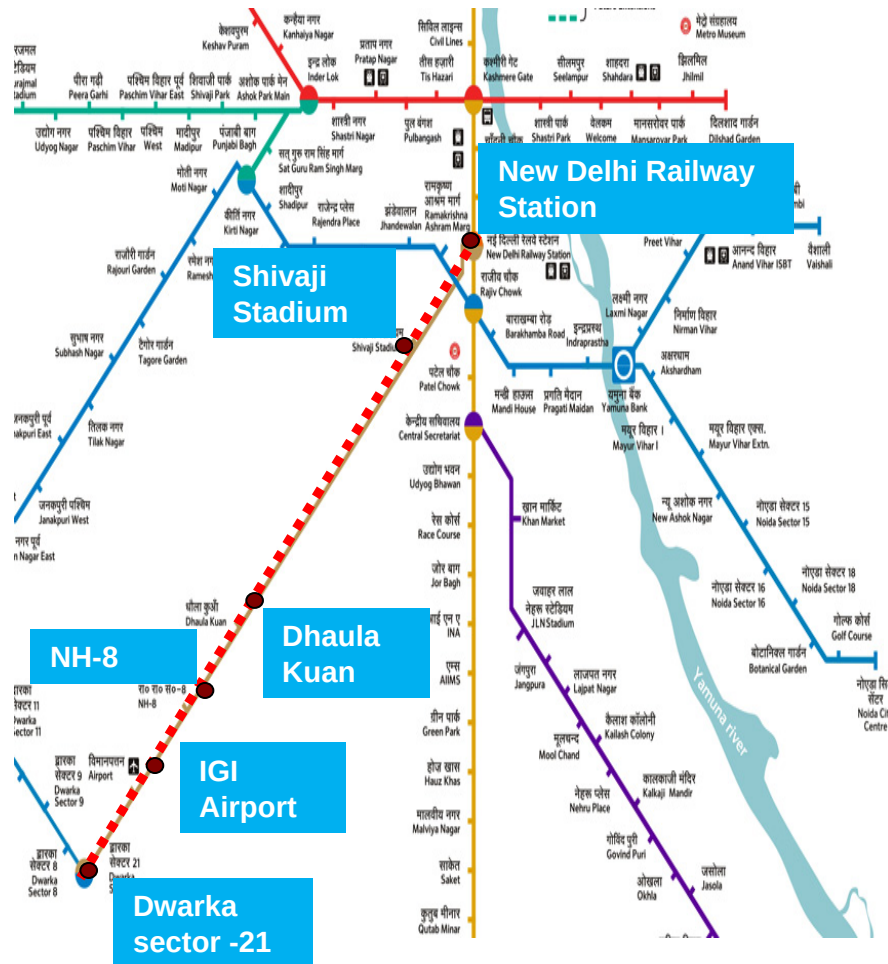
- ❑ Introductory fare of ₹ 80 for limited period
- ❑ Real Estate area of 1,32,000 sqmtrs

Major contractors

Nature of work	Business Partners
Project Management Consultants	Mass Transit Railway Corporation (MTR), Hong Kong
Civil Contractor	Delhi Metro Rail Corporation (DMRC)
Rolling stock Supplier	CAF, Spain
Traffic Consultant	MVA Asia, Systra MVA Consulting
Signaling & Traction	Siemens
Track work	VNC Rail One
Real Estate Potential Study	Cushman & Wakefield

Fastest, comfortable and economical commute to the airport

Delhi Airport Metro Express Link – Status Update



- ❑ All Eight trains received from CAF, Spain
- ❑ Real estate deals closed with key players like Café Coffee Day, Reebok, KFC, CitiBank, etc. at New Delhi & Shivaji Stadium stations
- ❑ Agreement signed for advertisement space with leading vendors
- ❑ Connected with existing DMRC network at both ends i.e New Delhi and Dwarka stations

Commercial operation commenced from Feb, 2011

..... Delhi Airport Metro Express Link

Mumbai Metro Line I Project

- ❑ Elevated metro rail connecting Versova – Andheri – Ghatkopar
- ❑ Provide East to West connectivity
- ❑ 12 stations along the corridor
- ❑ Traffic forecast: 0.6 Mn per day; would reach upto 1.1 Mn

Fare Structure

Categories	Fares at Base Year (2004)*
Traffic < 3 km	₹ 6
8 km <Traffic>3 km	₹ 8
Traffic > 8 km	₹ 10

* Fares to be increased @11% every 4th year

- ❑ Real Estate of 1,000 sqmtrs at each station

Major contractors

Nature of work	Business Partners
Project Management Consultants	Consortium of Parsons-Brinckerhoff (USA) & Systra (France)
Viaduct	Simplex Infrastructure
Station Work	Sew Construction
Special Bridges	Sew Infrastructure
Rolling stock Supplier	CSR Nanjing Puzhen, China
Traffic Study	Consulting Engineering Services (CES)
Signaling	Siemens
Communication	Thales
Traction & Power Supply	ABB
Track work	VNC Rail One

“Project of the Year” – 2nd KPMG Infrastructure Today Awards

Mumbai Metro Line I – Status Update



- ❑ First train has been received
- ❑ Viaduct and Station works are in advance stages of completion
- ❑ Structural works at substation are nearing completion – Transformer installation is in advanced stages
- ❑ Construction work is in full swing at Western Express Highway Bridge and Railway Line Bridge
 - Western Railway has approved all design
 - Girder fabrication commenced over Western Railway track at Andheri
- ❑ Foundation works at Mithi River Special Bridge completed
- ❑ Over 4,000 people are working on site
- ❑ Obtained viability gap funding of ~₹ 2.8 Bn from MMRDA

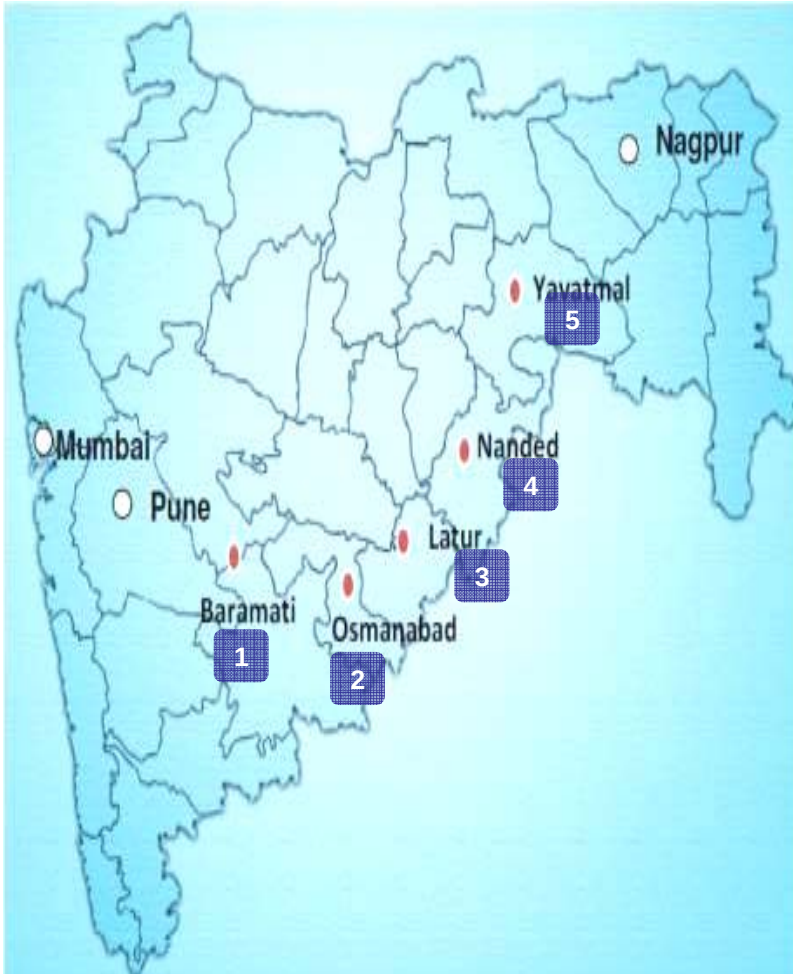
Mumbai Metro Line II Project



- ❑ 32 km elevated track along the Mankhurd-Bandra-Charkop corridor having 27 stations
- ❑ Estimated project cost of ₹ 110 Bn
- ❑ Viability Gap Funding of ₹ 23 Bn
- ❑ Concession period of 35 yrs - Concession agreement signed in January'10
- ❑ Achieved Financial closure for debt of ₹ 70 Bn
- ❑ M/s Systra (Design consultants) has commenced work and pre-design completed
- ❑ Topographical survey of the alignment has been completed & Geo-technical investigation is in progress
- ❑ Detailed traffic survey of complete alignment completed to identify the potential bottleneck

Largest financial closure for a PPP project in the country

Airports



- ❑ Developing 5 brownfield regional airports in Maharashtra
- ❑ Concession period of 95 yrs
- ❑ Passenger traffic have increased from 0 to over 6,000 per month
- ❑ Over 125 commercial flights are operating per month
- ❑ Setting up flight training academy in Nanded and Osmanabad

Will provide requisite regional air connectivity

Airports - Project Details

Airports	Runway Length (mtrs)	Land Area (hectares)	Opportunities on the anvil
Nanded	2,300	105	❑ Cargo and Logistics Hub ❑ Air Connectivity – Pune, Hyderabad, Amritsar & Tirupati, pilgrims visiting 'Sachkhand Gurudwara'
Latur	2,420	145	❑ Warehousing & Food Storage hub ❑ Air Logistics hub ❑ Aviation Engg Inst. & Aviation Themed film studio
Yavatmal	2,100	113	❑ Air Connectivity - Mumbai, Nagpur & Delhi ❑ Emerging Power and Cement Mfg hub ❑ Aircraft Recycling Zone
Baramati	2,350	182	❑ Aircraft Parking Plaza ❑ MRO Hub
Osmanabad	1,200	55	❑ Textile and Leather SEZs of Govt. of Italy ❑ Aviation & Aeronautical Engineering Institute
Total		600	

Cement Business – Status Update

	Madhya Pradesh	Maharashtra
Location	Satna	Yavatmal
Capacity	5.0 mtpa	5.0 mtpa
Land acquired	Yes	Yes
Environment Clearance(EC)	Applied	Applied
Limestone Reserves Acquired	Yes	Yes
Forest Clearance	Cleared by DFO*, forwarded to CCF^	Cleared by DCF# forwarded to CCF^
Rail	Got rail transport clearance for Maihar & Gondavali	Applied for rail transport clearance
Water	Ground water – NOC received & Surface water - Cleared by Jila Jal Upyog	Ground water & Surface Water - Applied
Coal Linkage	Recommended by DIPP	Recommended by DIPP
Financial Closure	Done	Underway
Project Cost	₹ 27.8 Bn	₹ 25.2 Bn
Expected COD	2012-13	2013

*District Forest Officer

^Chief Conservator of Forest

#Divisional Conservator of Forest

Target to reach 25 mn tons in next 5 years

Specialty Real Estate

CBD & Trade Tower

- ❑ Developing a 100 storeyed Trade Tower & Business District in Hyderabad on 80 acres of land
- ❑ Unlimited FSI & no restriction on mix use
- ❑ Clear titled land : APIIC in possession of the entire land
- ❑ R Infra have 89% stake; 11% by APIIC
- ❑ Strategic location – 6 kms from new international airport

SEZ

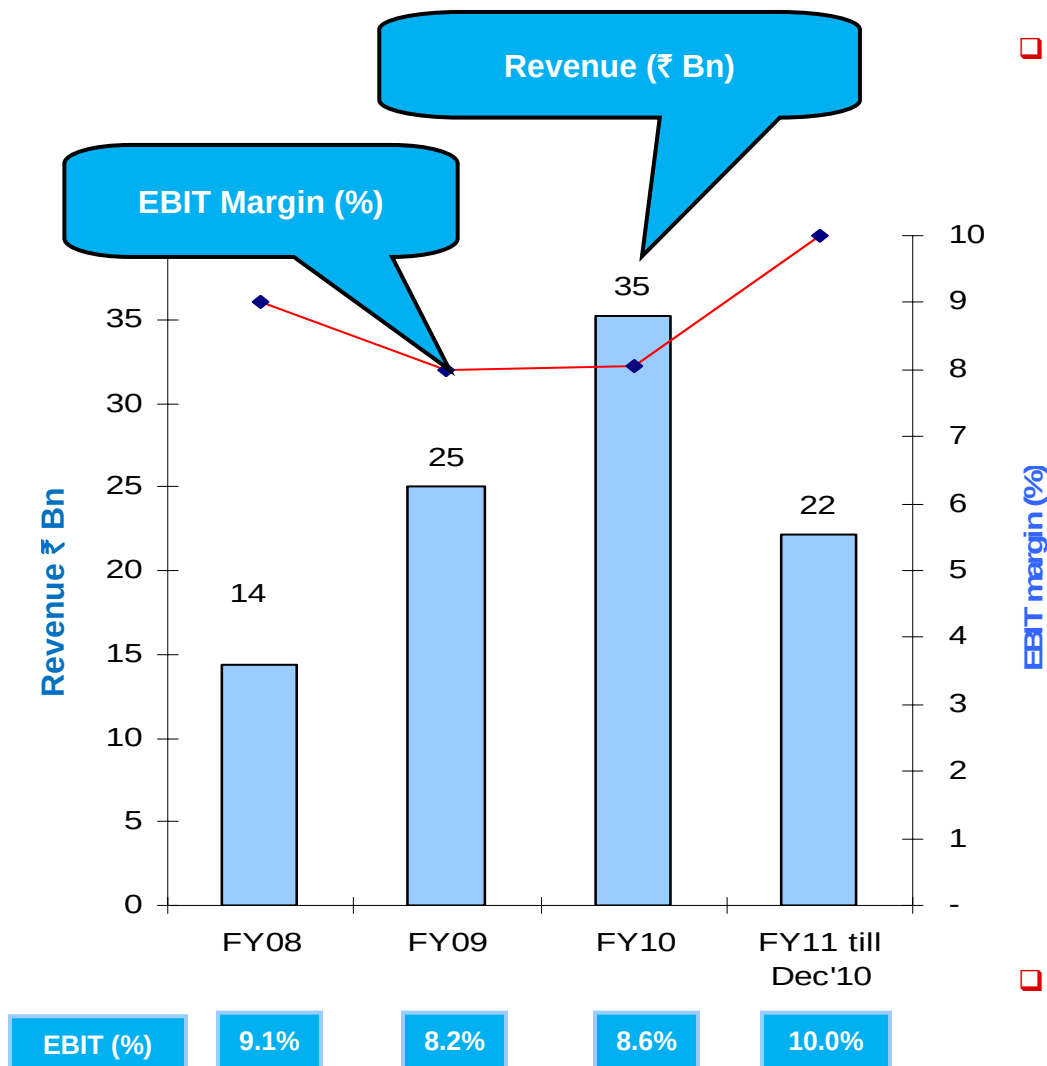
- ❑ Setting-up IT/ITES SEZ at DAKC, Navi Mumbai
- ❑ Over 45 acres area - Initial saleable area of 4 Mn sqft
- ❑ BOA approved and notification process underway
- ❑ Complete land is in possession

EPC Division

Engineering, Procurement
& Construction



EPC Business – Projects



- ❑ Order Book of ₹ 235 Bn as on Dec 31, 10
 - R Power & Internal Power projects
 - 3,960 MW Sasan UMPP
 - 600 MW Butibori TPP*
 - Western Region Strengthening project
 - External Power projects
 - 1,200 MW Raghunathpur TPP*
 - 1,200 MW Rajiv Gandhi TPP* at Hisar
 - 500 MW Parichha TPP* BOP package
 - Road projects
 - Gurgaon Faridabad Toll Road
 - Jaipur Reengus Toll Road
 - Pune Satara Toll Road
 - Kandla Mundra Toll Road
 - Hosur Krishnagiri Toll Road
 - Delhi Agra Toll Road
- ❑ Projects under construction
 - 6 Power projects : 7,500 MW
 - 6 Road projects : 570 Kms

* Thermal Power Project

EPC Business – Major Initiatives



- ❑ Signed MOU with Black & Veatch, USA
 - Mentoring support to projects based on Super Critical Technology
- ❑ Remote surveillance of project sites
- ❑ Established “*Centre of Excellence*” to enhance technical capabilities
- ❑ Developing competencies in infrastructure sectors viz Roads, Metro/Mono Rail, etc.
- ❑ Well positioned for 30,000 MW from R Power
- ❑ Over 25,000 people are working on site
 - Including 1,600 of engineering staff

Foray in Road Sector



Power Business

Power Generation



Parameter	Capacity	Type	Off-take Arrangements
Dahanu Power Station	500 MW	Thermal	Mumbai Discom
Samalkot Power Station*	220 MW	Combined Cycle	Andhra Pradesh Grid
Goa Power Station*	48 MW	Combined Cycle	Goa Grid
Kerela Power Station*	165 MW	Naptha	Kerela State Electricity Board
Wind Farm, Karnataka	8 MW	Wind	Karnataka Power Transmission Corp. Ltd

* To be transferred to R Power – Necessary approval awaited

Dahanu Station running at PLF of ~100% from last 6 yrs

Samalkot Station achieved PLF of 93%

**Outperformance of norms
leading to high ROEs**

Operate one-of-the-most efficient thermal plants of India

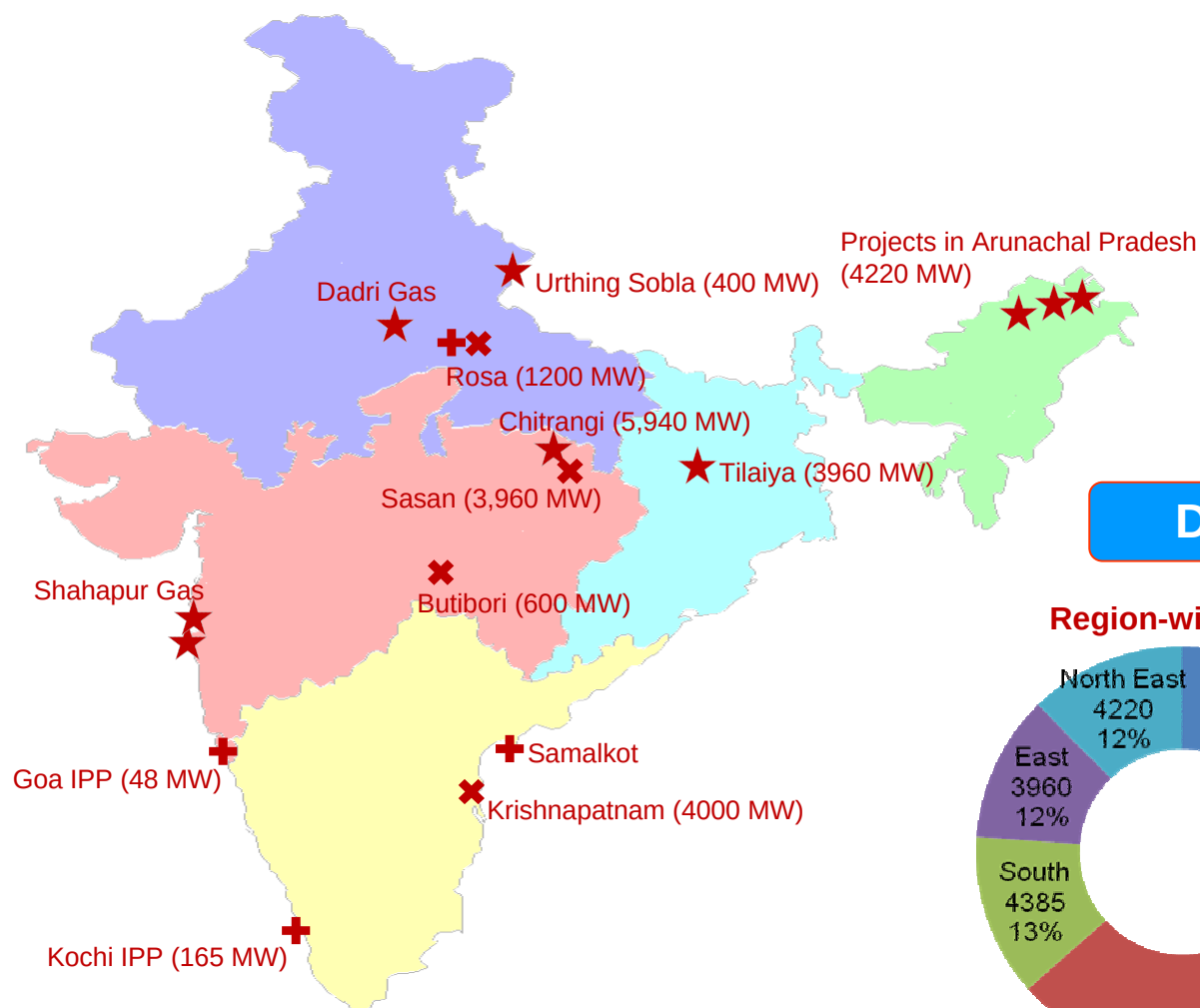
Future Power Generation through Reliance Power



- ❑ R Infra owns 38% of R Power
- ❑ R Power to develop all future power generation assets in India and overseas
- ❑ Develop, construct and operate ~34,500 MW of generating capacity
- ❑ Well diversified portfolio consisting of Coal, Gas & Hydroelectric power based projects across India
- ❑ Aggregate Investment in R Power of ₹17.2 Bn

Largest private power generation portfolio in India

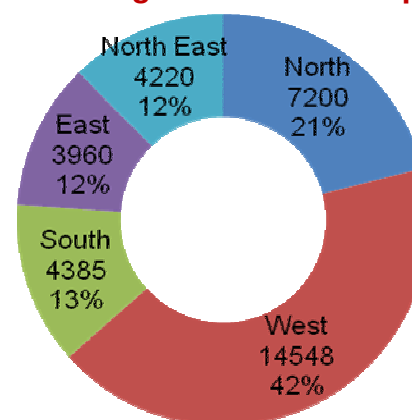
Reliance Power – Project Portfolio



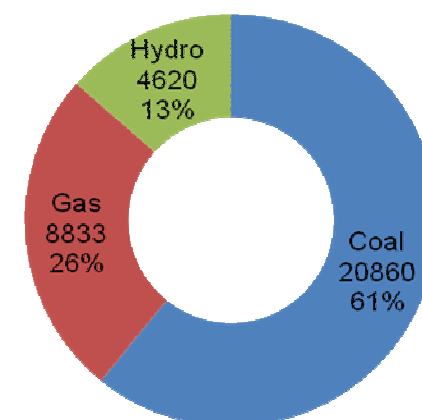
Project phase	Capacity
Operating phase	1,033 MW
Construction phase	9,160 MW
Development phase	24,120 MW
Total	34,313 MW

Diversification of projects

Region-wise break up

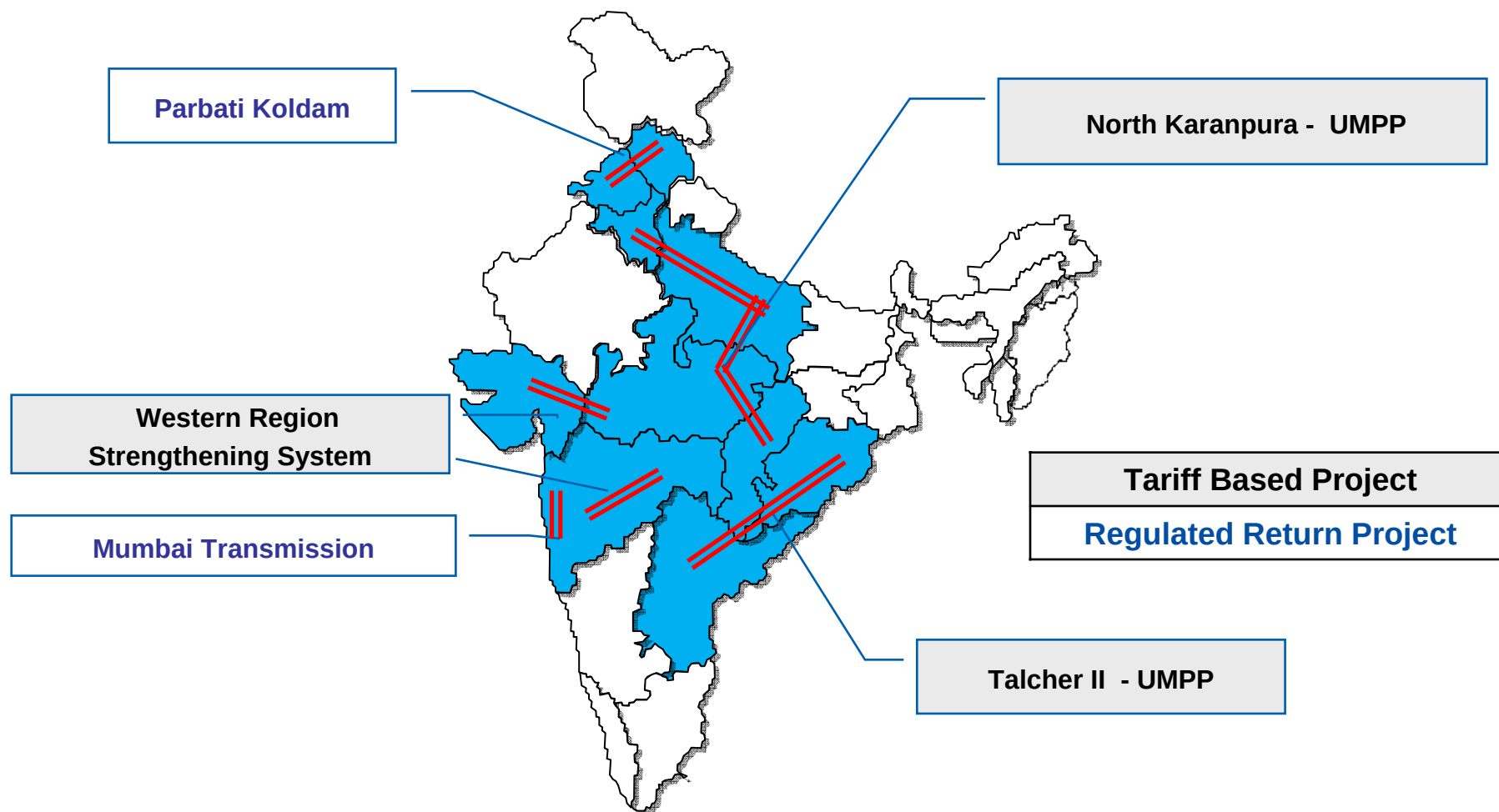


Fuel-wise break up



+ Operating projects x Projects under construction ★ Projects under development

Power Transmission - Current Projects



5 Projects

10 States

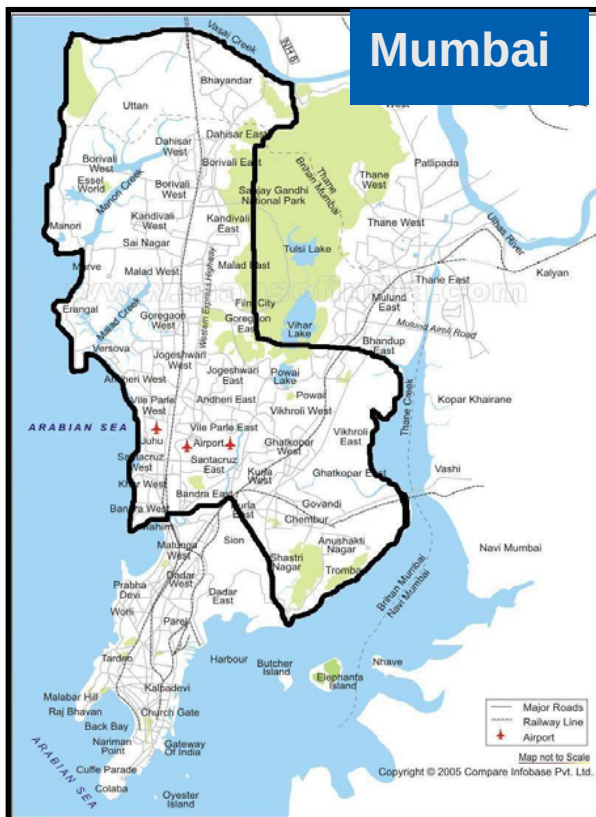
₹ 66 Bn

Power Transmission – Project Details

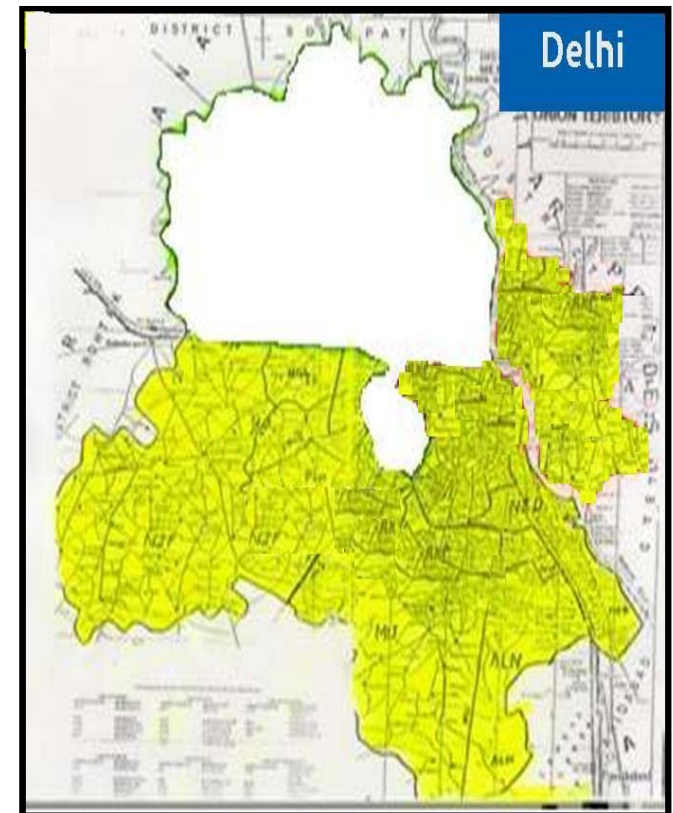
Project Name	Project Cost (₹ Bn)	Shareholding	Update
Western Region Strengthening Scheme (WRSS)	13.8	100%	- Solapur Karad line in Maharashtra is operational - Received CERC order for extension of commissioning dates by 6-8 months due to late receipt of Sec. 164 approval - Over 2,500 people working on site - Revenue started from February 2011
Parbati Koldam	10.7	74%	- Financial closure achieved – signed financing agreement with PFC & REC for debt amount of ₹ 7.7 Bn - Obtained approval from MOP for commencement of work - Tower supply & erection packages ordered and construction activities started - Revenue to commence from Q1FY13
Mumbai Strengthening	18.0	100%	- All major equipment orders such as GIS, 125 MVA transformers & 220 Kv cables has been placed 3 receiving stations to be charged in FY11
North Karanpura (UMTP)	15.5	100%	- Acquisition process completed - Hearing process for adoption and License application completed - Process for approval u/s 164 of EA2003 is underway
Talcher – II (UMTP)	8.2	100%	
Total	66.2		

R Infra is the largest private player in transmission sector

Power Distribution



- ❑ Serves 2 out of 3 homes in Mumbai & Delhi
- ❑ Serve over 5.2 million customers
- ❑ Distributes over 5,000 MW of power



Largest private sector distributor of power

Mumbai Distribution



- ❑ Distributing power to over 2.7 million customers
 - 1,450 MW of peak demand
- ❑ Among the lowest AT&C loss levels in the country
 - AT&C losses of <11%
 - Reliability of 99.95%
- ❑ Continuous upgradation and modernization undertaken
 - Yearly investment of ~₹ 4 bn

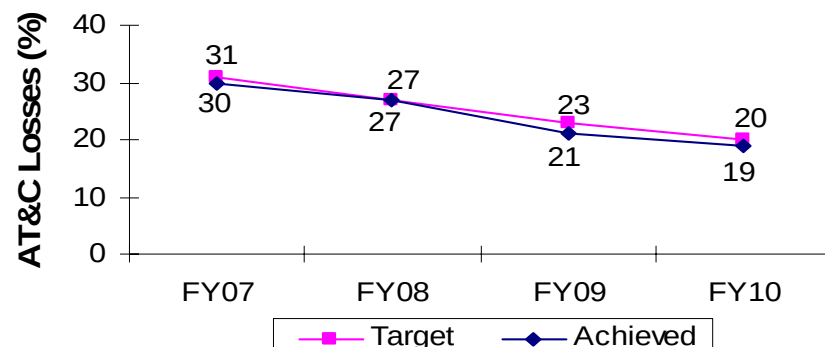
Recent Developments

- ❑ Added over 70,000 new customers in FY11 till Dec'10
- ❑ MERC has lifted stay resulting to no further creation of regulatory asset
- ❑ Filed Annual Revenue Requirement (ARR) to regulator for tariff determination for 2010-11
- ❑ Filed petition with MERC for adoption of tariff's of PPA's concluded for medium term & long term

Awarded “Excellence in Power Distribution” by IEEMA

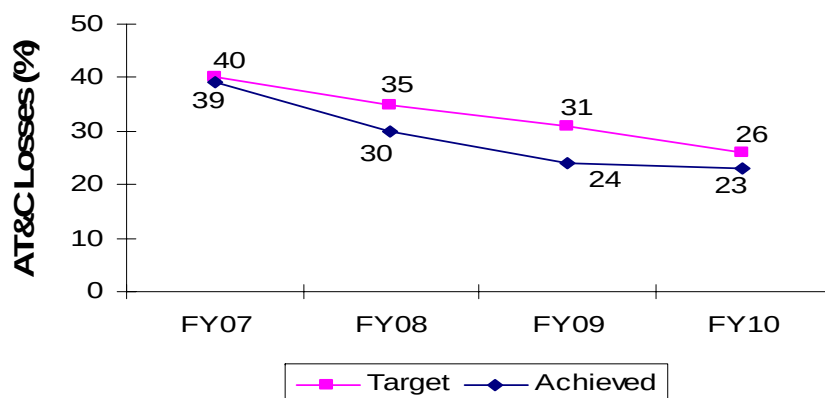
Delhi Distribution

BSES Rajdhani Power Limited (BRPL)



- ❑ Both Discoms was privatized in 2002
- ❑ R Infra owns 49% in both discoms
- ❑ Distributing power to over 2.6 million customers
 - 2,630 MW of peak demand
- ❑ AT&C loss reduction of ~35%
 - In BRPL from 51% to 19%
 - In BYPL from 63% to 23%
- ❑ Yearly investment of ₹ 4-5 Bn

BSES Yamuna Power Limited (BYPL)



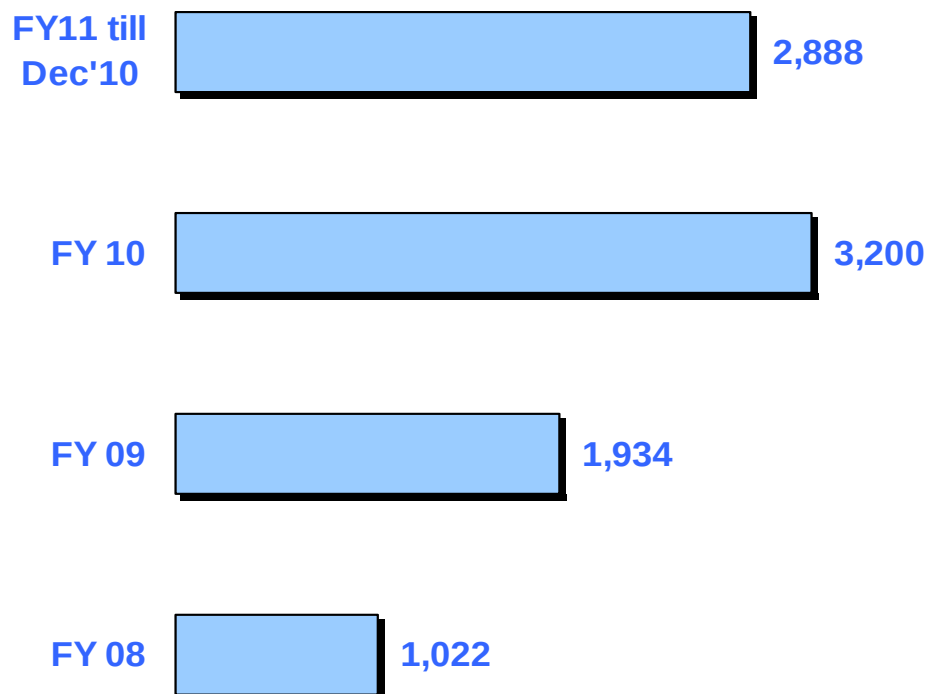
Recent Developments

- ❑ Successfully electrified Commonwealth Games – Ensure uninterrupted power supply
- ❑ Expects to earn incentives this year also – Last year earned incentive of ₹ 1.4 Bn
- ❑ File petition for tariff hike and FAC pass-through to regulator

Awarded as “Best Distribution Utility (Urban)”

Power Trading

No of units traded (in MU's)



- ❑ Reliance Energy Trading Ltd traded 2,888 MU's in FY11 till Dec'10
- ❑ Quantum (in units) under assured trading arrangements is 30,000 MU's
- ❑ Signed 6 short term arrangements that helped increase in trading
- ❑ Integration with generation capacity of R Power & captive distribution businesses

Achieved volume growth of 3x in 3 years

Firm tie up is already in position for trading 550 MU's power for Q4 FY11

Among the top 3 private players in trading market

RELIANCE

Financial Strengths

Financials Performance

Amount In ₹ Bn

Standalone

Particulars	FY 09	FY 10
Total Operating Income	98.7	100.3
EBITDA	17.7	19.1
Interest	3.3	2.9
PAT	11.4	11.5
Cash Profit	13.3	14.4
EPS	49.5	51.1

Consolidated

Particulars	FY 09	FY 10	9M FY11
Total Operating Income	128.5	148.7	116.1
EBITDA	21.1	23.5	18.9
Interest	4.4	5.3	4.5
PAT	13.5	15.2	11.4
Cash Profit	16.3	19.4	15.1
EPS	59.0	67.4	46.6

Sound Financial Status*



- ❑ Debt of ₹ 39.7 Bn – Debt free at net level
- ❑ Converted 22.6 Mn warrants to equity shares issued to promoters at ₹ 929 per share in January, 2011
- ❑ Balance Sheet Strength

Particulars	Standalone	Consolidated
Networth	₹ 157 Bn	₹ 221 Bn
Book Value per share	₹ 641	₹ 903

*As on December 31, 10

Received AA⁺ from CRISIL & AA from FITCH credit rating agency

Shareholding Pattern*



Category	No. of Shares (In Mn)	% Holding
Promoters	127.8	48
Insurance Co	46.6	17
FII	43.1	16
Mutual Funds/ Banks & FI	12.9	5
Bodies Corporate	8.4	3
Public	28.6	11
Total	267.4	100

*As on January, 11

No outstanding instruments left for conversion to equity

To sum up.....

Moving Ahead....



❑ **Infrastructure** - Expanding footprint in all high growth sectors

- Roads : 11 projects
- Metros: : 3 projects
- Sea Link: : 1 project
- Airports : 5 projects

❑ **Cement** – Developing two projects totaling 10 Mn tons

❑ **EPC Business** - Healthy EPC order book of over ₹ 235 Bn

Largest infrastructure company in the country

Moving Ahead....



- ❑ **Generation** - Developing ~34,500 MW through Reliance Power
- ❑ **Transmission** - Developing 5 projects with total outlay of ₹ 66 Bn
- ❑ **Distribution** - Existing distribution businesses to grow at 4-5% pa
- ❑ **Power Trading** - Among top 3 private players and business growing steadily
- ❑ **Healthy Balance Sheet** to capitalize on growth opportunities

Growth at explosive pace.....

RELIANCE

Thank You

RELIANCE