Reliance Infrastructure Ltd

Investor Presentation

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.

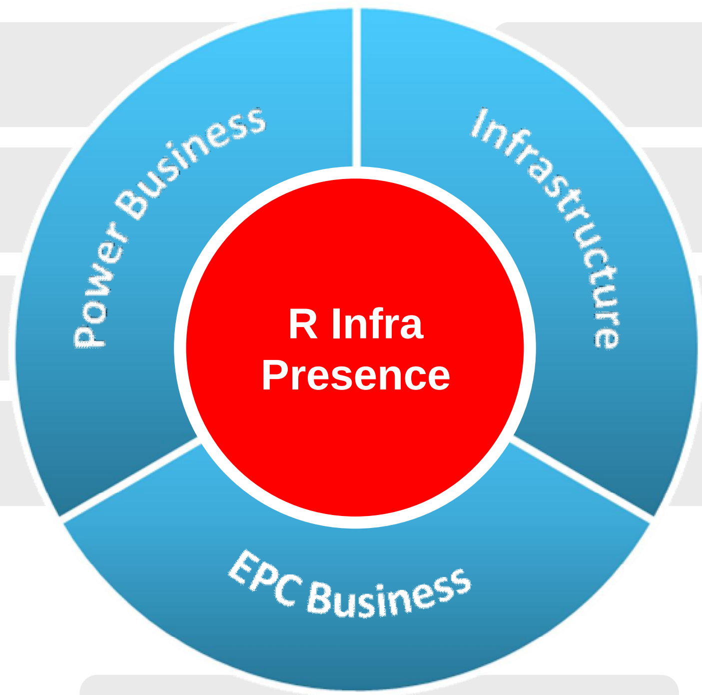
Business Overview

Generation

Transmission

Distribution

Trading



Roads & Sea Link

Metros

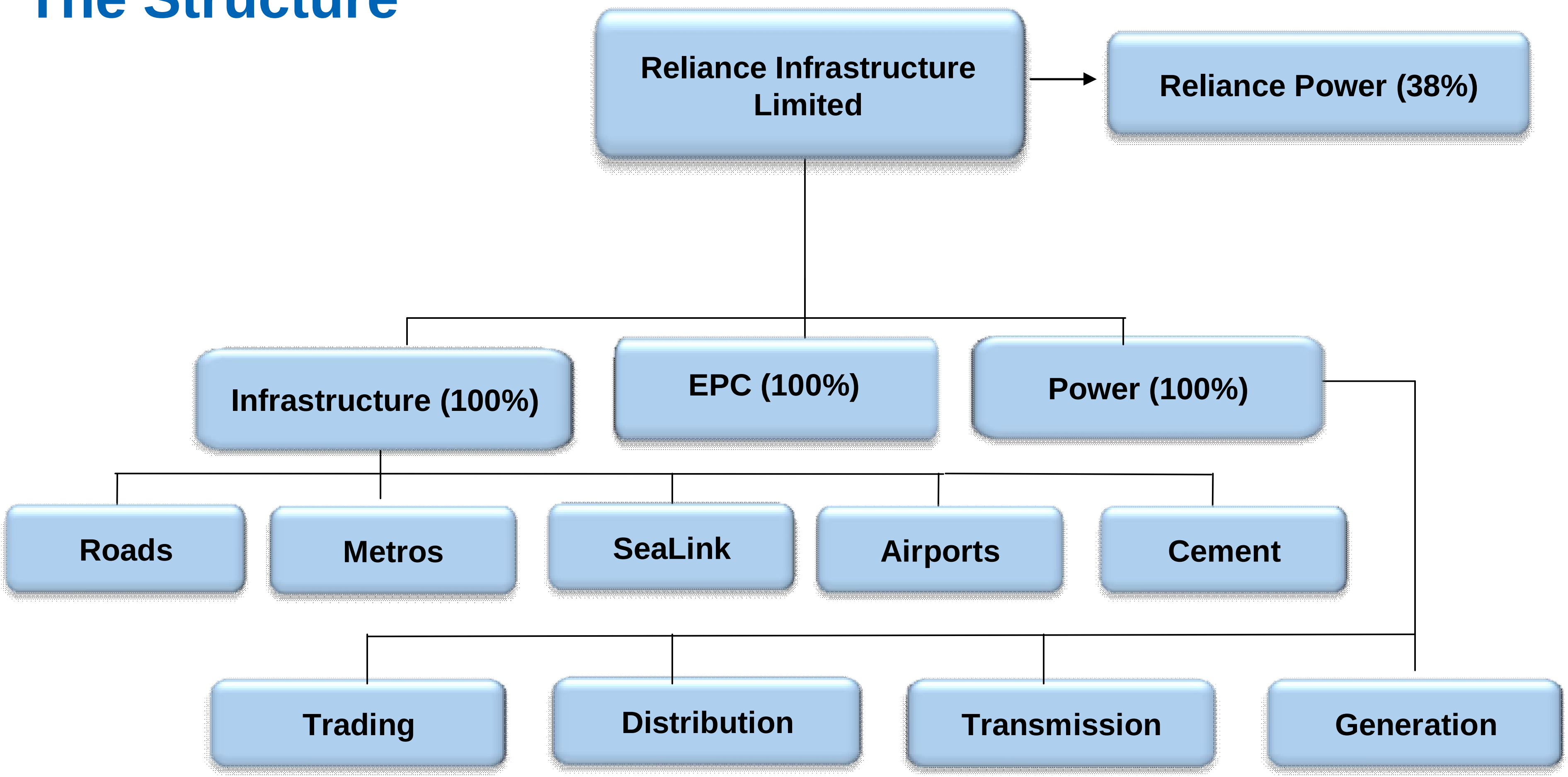
Cement

Airports

Power Sector

Infrastructure Sector

The Structure



Business segmentation for focused leadership

PAN India Presence

Punjab & Himachal Pradesh : 1 project
1 Transmission Project

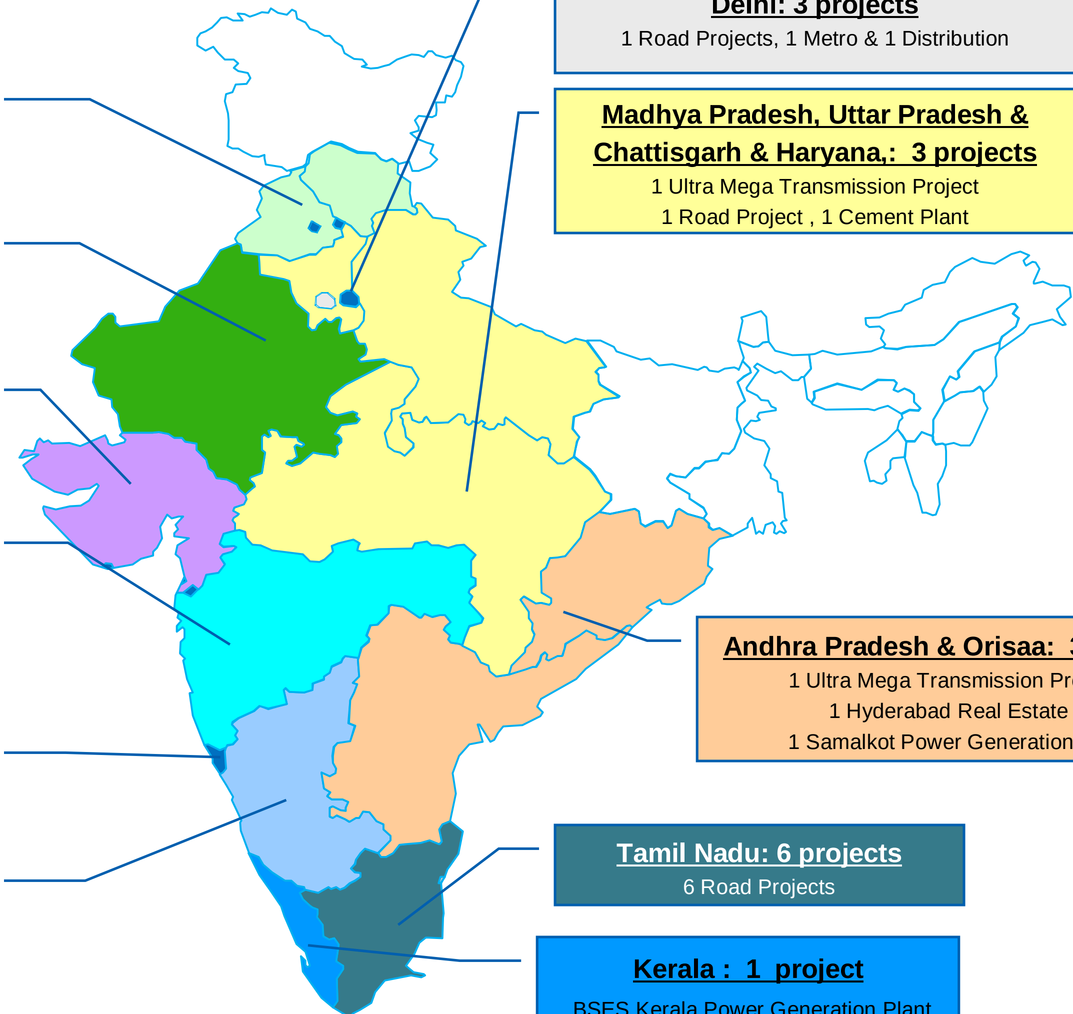
Rajasthan : 1 project
1 Road Project

Gujarat : 2 projects
1 Road Project &
1 Transmission Project

Maharashtra: 15 projects
1 Road, 2 Metros, 1 Sea Link,
5 Airports, 1 Real Estate,
1 Cement plant , 1 Generation,
2 Transmission & 1 Distribution

Goa : 1 project
Goa Power Generation Plant

Karnataka : 1 project
Wind Farm Generation Plant



Delhi: 3 projects
1 Road Projects, 1 Metro & 1 Distribution

Madhya Pradesh, Uttar Pradesh & Chattisgarh & Haryana,: 3 projects
1 Ultra Mega Transmission Project
1 Road Project , 1 Cement Plant

Andhra Pradesh & Orisaa: 3 projects
1 Ultra Mega Transmission Project ,
1 Hyderabad Real Estate &
1 Samalkot Power Generation Plant

Tamil Nadu: 6 projects
6 Road Projects

Kerala : 1 project
BSES Kerala Power Generation Plant

37 Projects | 17 States | 8 Sectors

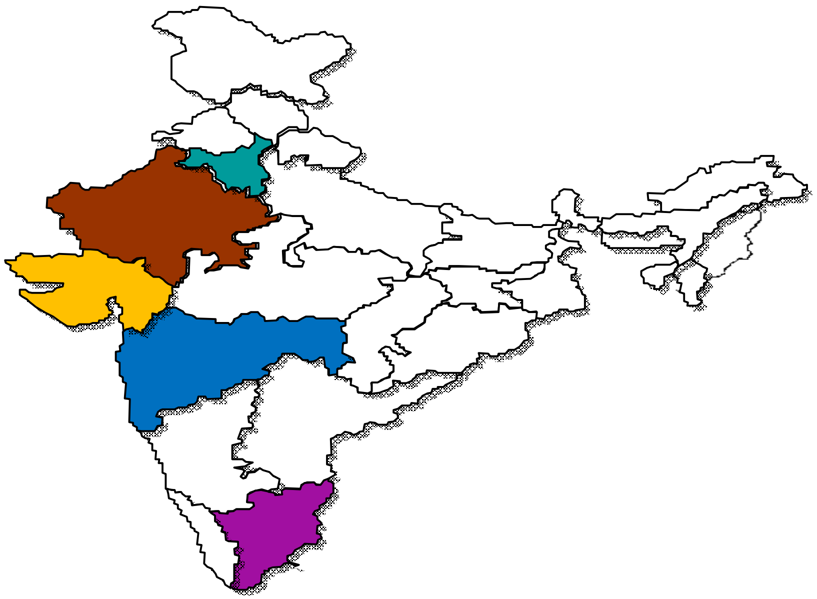
Infrastructure Portfolio

Business	No. of projects	Project Cost ` Bn
Roads	11	` 120 Bn
Metros	3	` 170 Bn
Sealink	1	` 46 Bn
Cement	2	` 47 Bn
Airports	5	` 5 Bn
Total	**22**	**` 390 Bn**

Largest private sector infrastructure developer on ownership basis

RELIANCE

Roads – Portfolio



- Amongst the largest NHAI concessionaire
- Urban centric roads ensuring high traffic growth
- Over 6,500 people working on project sites
- 5 Road projects started generating revenue:
  - NK Toll Road operational since Q2FY10
  - DS Toll Road operational since Q2FY10
  - PS Toll Road operational since Q3FY11
  - HK Toll Road operational since Q1FY12
  - TD Toll Road operational since Q4FY12
- First developer in the country to introduce:
  - Enterprise Toll Management System
  - Mobile Environment Monitoring system

11 Projects | 6 States | 970 kms | ` 120 Bn

Roads – Operational Project Details

Particulars	Namakkal Karur (NK Toll Road)	Dindigul Samyanallore (DS Toll Road)	Trichy Dindigul (TD Toll Road)	Pune Satara (PS Toll Road)*	Hosur Krishnagiri (HK Toll Road)*
Length (kms)	44	53	88	140	60
Project Cost (` Bn)	3.5	4.2	5.4	19.9	9.2
Debt (` Bn)	2.8	3.3	3.2	10.9	5.6
Equity (` Bn)	0.5	0.5	1.1	8.9	3.6
Grant/Premium (` Bn)	0.2	0.3	1.1	0.9 (P)	0.7 (P)
Concession Period (years)#	20	20	30	24	24
Client	NHAI	NHAI	NHAI	NHAI	NHAI
State	Tamil Nadu	Tamil Nadu	Tamil Nadu	Maharashtra	Tamil Nadu
COD	Operational since Q2 FY10	Operational since Q2 FY10	Tolling started in January, 12	Tolling started since Oct'10	Tolling started in June' 11

Includes construction period P - Premium sharing * Six Laning projects

@ GF Toll road – Upfront payment of Rs 1.5 Bn paid to Haryana Govt

Roads – Under Construction/Development Project Details

Particulars	Trichy Karur (TK Toll Road)	Salem Ulenderpet (SU Toll Road)	Gurgaon Faridabad (GF Toll Road)	Jaipur Reengus (JR Toll Road)	Kandla Mundra (KM Toll Toad)	Delhi Agra (DA Toll Road)*
Length (kms)	80	136	66	52	71	180
Project Cost (` Bn)	7.3	10.6	7.8	5.6	11.3	29.4
Debt (` Bn)	5.1	6.4	5.8	3.9	7.9	19.1
Equity (` Bn)	0.7	2.1	2.0	0.7	3.4	8.5
Grant/Premium (` Bn)	1.5	2.1	1.5@	1.0	0.4 (P)	1.8
Concession Period (years)#	30	25	17	18	25	26
Client	NHAI	NHAI	Haryana	NHAI	NHAI	NHAI
State	Tamil Nadu	Tamil Nadu	Haryana	Rajasthan	Gujarat	Uttar Pradesh
COD	Q4 FY12	Q4 FY12	Q4 FY12	Q4 FY12	Q4 FY13	Tolling to start in Q4 FY12

* Six laning projects   # Includes construction period   P – Premium sharing

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 period of 40 yrs
- Financial closure achieved for the project
- Traffic & Toll Rates:

Stretch	Bandra – Worli	Worli – Haji Ali
Revenue to Start	FY12	FY15
Traffic PCU's	52,000	50,000
Toll Rate*	` 65	` 45

* To be increased @ WPI every year

All critical activities for project takeover completed

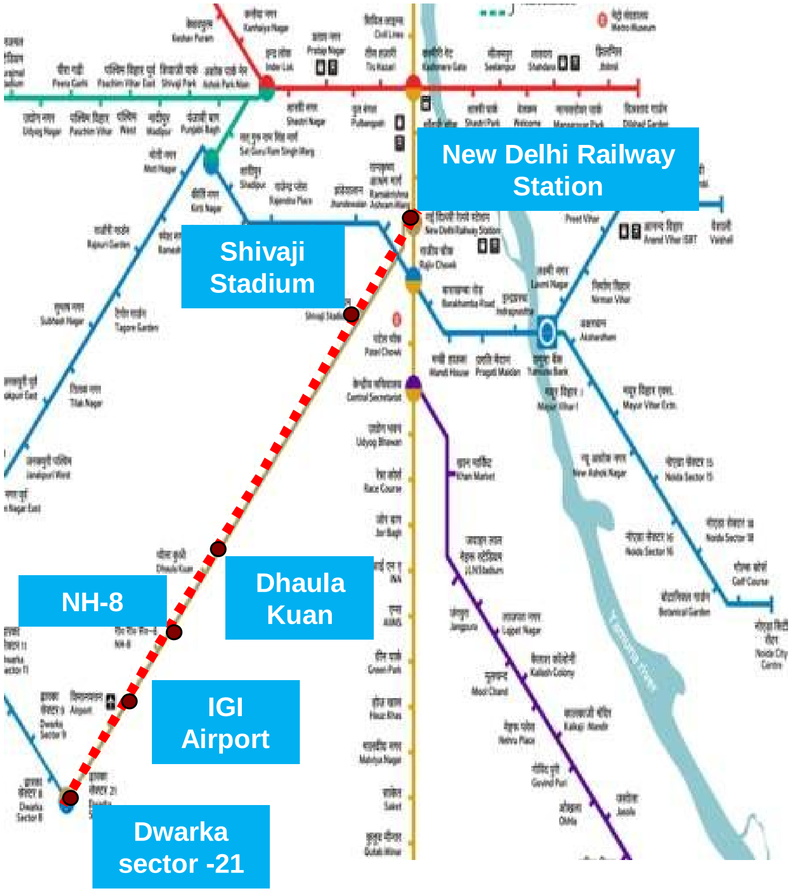
Metro Rail – Portfolio

Project	Project Cost (` Bn)	Debt : Grant : Equity	Length (Km)	COD	Concession Period*	Shareholding
Reliance Metro Airport Link - Delhi	28.9	70:0:30	23	Feb 2011	30 Years	a) R Infra: 95% b) CAF (Spain): 5%
Reliance Metro Line I - Mumbai	25.0	51:27:22	11	2012	35 Years	a) R Infra: 69% b) MMRDA: 26% c) Veolia (France): 5%
Reliance Metro Line II - Mumbai	115.0	64:21:15	32	Within 5 years from start	35 Years^	a) R Infra: 48% b) R Com: 26% c) SNC Lavalin (Canada): 26%
Total	**~170.0**		**66**			

* Including construction period ^ Could be extended for further 10 years

3 Projects | 66 kms | Project Cost - ` 170 Bn

Reliance Metro Airport Link - Delhi



- Metro express link connecting New Delhi Railway Station to Dwarka through IGI Airport
- 6 stations along the corridor
- Connected with existing DMRC network at both ends i.e New Delhi station and Dwarka station
- 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

- Real Estate area of 1,32,000 sqft at New Delhi Railway station and Shivaji Stadium stations

Fastest, comfortable and economical commute to the airport

Delhi Airport Metro Express Link – Status Update




- Daily commuters increased to over 18,000 within first year of operation
- Operation commenced at all 6 stations
- Trains operating : 18 hours/day
- Frequency of trains : 12 mins during peak hours & 15 mins for remaining hours
- Baggage check-in facility started at stations i.e. New Delhi Railway Stations, Shivaji Stadium & Dhaula Kuan stations
- ~30,000 sqft of retails deals closed with key players like W H Smith, Café Coffe Day, VIP, Dabur, etc. at stations
- Agreement signed for advertisement space with leading vendors like Lufthansa, Pepsi, Lipton etc. for campaigns
- Various initiatives like Feeder Buses, Chota Pass, Monthly Pass has been started to increase ridersip and awareness

Commercial operation commenced from Feb, 2011

Mumbai Metro Line I Project

- Elevated metro rail connecting Versova – Andheri – Ghatkopar
- Provides East to West connectivity
- 12 stations along the corridor
- Traffic forecast: 0.6 Mn per day
- Fare Structure:

Categories	Fares at Base (in FY13)*
Traffic < 3 km	` 9
8 km <Traffic>3 km	` 11
Traffic > 8 km	` 13

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

- Real Estate of 1,000 sqmtrs at each station

Project is scheduled to be commissioned in 2012

Mumbai Metro Line I – Status Update

- First train arrived at site
- Construction work is in full swing - 85% of civil work completed:
  - Foundation works at Mithi River Special Bridge completed
  - Viaduct and Station works are in advance stages of completion
  - Pier between Western Railway track at Andheri completed
  - Structural works at Marol substation completed
  - Civil works at D N Nagar depot receiving substations completed
  - Construction of cable stayed bridge over Western Express Highway is underway
- Over 3,500 people are working on site
- Obtained viability gap funding of ~` 3.9 Bn from MMRDA

Mumbai Metro Line II Project

- 32 km elevated track along the Mankhurd-Bandra-Charkop
- 27 stations along the corridor
- Provides North-South & East-West connectivity
- Estimated project cost of ` 115 Bn
- Viability Gap Funding of ` 23 Bn
- Concession period of 35 yrs
- 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 completed & Geo-technical investigation is in progress
- Detailed traffic survey of alignment completed

Direct connectivity to all suburban lines i.e Western, Central & Harbour

Airports

- Developing & Operating 5 brownfield regional airports in Maharashtra
- Lease period of 95 years
- Located in regions with strong industrial, political & religious activities
- Passenger traffic have increased from 0 to >6,000 / month
- Over 100 commercial flights operating per month
- Facilitates many VVIP movements through charter flights
- Setting-up flight training academy in Nanded and Osmanadabad
- Louis Berger & Knight Frank have been appointed as consultants for Master Planning & Demand Assessment

Will provide requisite regional air connectivity

Airports - Project Details

Airports	Runway Length (mtrs)	Land Area (acres)	Salient Features
Nanded	2,300	260	▪ Air Connectivity – Mumbai, Nanded, Nagpur & Delhi ▪ Advanced Aviation Training being set up ▪ Airshow by Army Adventure Wing to increase visibility
Latur	2,420	358	▪ Host Charter Flights & Corporate Jets ▪ Air Logistics hub ▪ Aviation Engg Inst. & Aviation Themed film studio
Yavatmal	2,100	282	▪ Host Charter Flights & Corporate Jets ▪ Completed extension of Runway, Taxiway & Apron
Baramati	2,350	451	▪ Largest Land area amongst all airports ▪ Commercial & Realty shows shootings ▪ Automobile testing by players like Mahindra & GM
Osmanabad	1,200	136	▪ Host Charter Flights & Corporate Jets ▪ Flight Training Academy being set up
Total		**1,487**	

Cement Business

- Developing two cement plants in Madhya Pradesh & Maharashtra of 5 Mn tons each

Maharashtra

- Developing 5 Mn tons capacity at Mukutban (IU), Nasik (BU) & Butibori (GU)
- Major Plant & Machineries ordered
- 70% Civil construction work completed at Butibori grinding unit – Butibori unit is slated to be commissioned in mid 2012
- Ministry of Environment & Forest has approved the project

Madhya Pradesh

- Developing 5 Mn tons capacity at Maihar (IU), Kundangang (GU) & Gondavli (BU)
- Major Plant & Machineries ordered
- Ministry of Environment & Forest has approved the project
- Two mining lease has been granted
- Financial closure achieved for the project

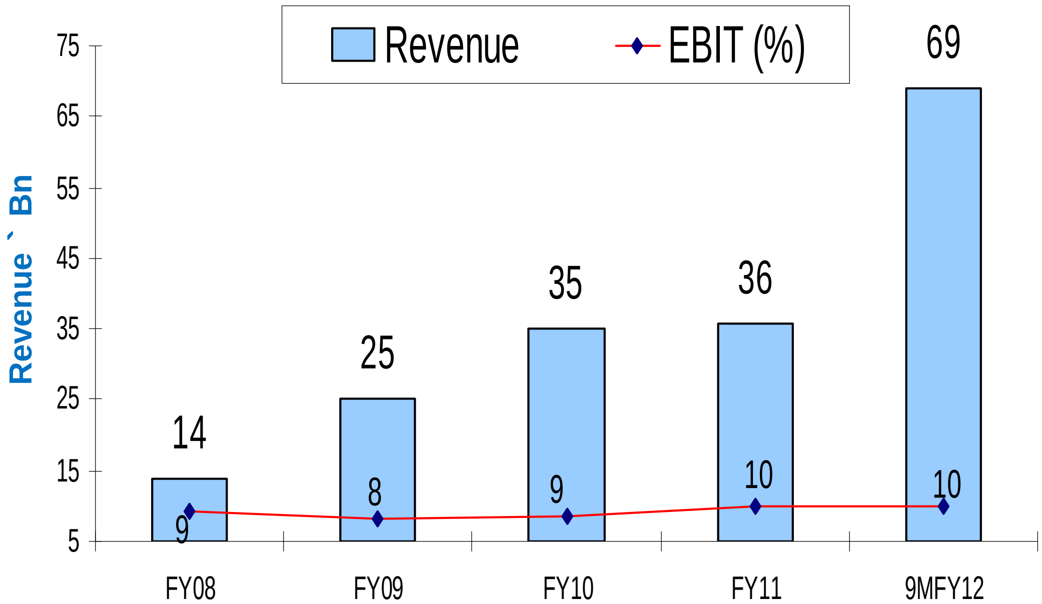
Note: IU – Integrated Unit, GU – Grinding Unit & BU – Blending Unit

2 Projects | 10 Mn tons | ` 47 Bn

EPC Division

Engineering, Procurement & Construction

EPC Business – Projects

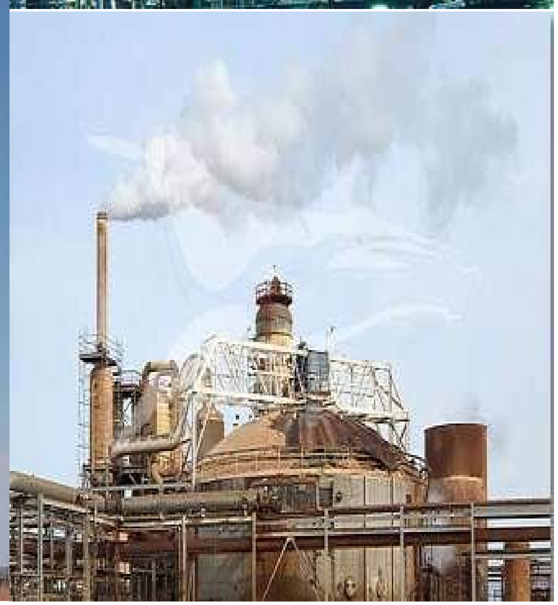


- Order Book of ` 212 Bn as on December 31, 11
  - R Power & Internal Power projects
    - 3,960 MW Sasan UMPP
    - 600 MW Butibori TPP*
    - 2,400 MW Samalkot power project
    - Western Region Strengthening project
  - External Power projects
    - 1,200 MW Raghunathpur TPP*
    - 1,200 MW Rajiv 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

* 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
- Developed competencies in infrastructure sectors viz Roads, Metro Rail, Cement project, etc.
- Over 25,000 people are working on project sites
  - Including 1,400 of engineering staff



Power Business

Power Generation

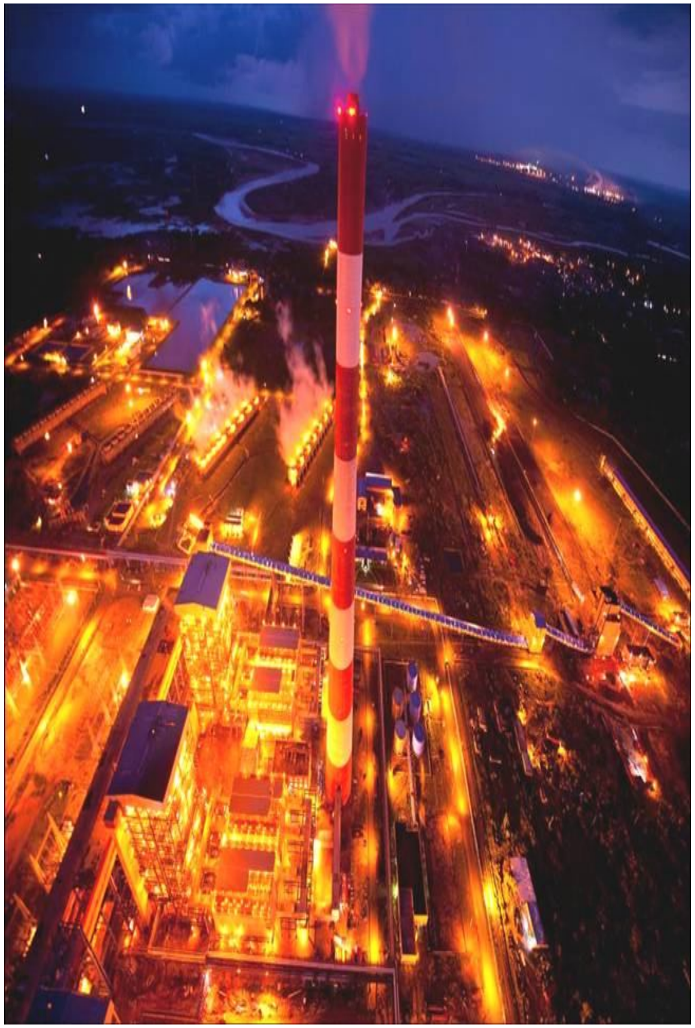
Parameter	Capacity	Type	Off-take Arrangements
Dahanu Power Station	500 MW	Thermal	Mumbai Discom
Samalkot Power Station	220 MW	Combined Cycle	Andhra Pradesh Grid
Goa Power Station	48 MW	Combined Cycle	Goa Grid
Kerela Power Station	165 MW	Naptha	Kerela State Electricity Board
Wind Farm, Karnataka	8 MW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

Dahanu Station running at PLF of ~100% from last 7 years

Outperformance of norms leading to high ROEs

Dahanu Power Station is "ISO 50001:2011" certified for Energy Management System – Only plant in the world to receive this certification

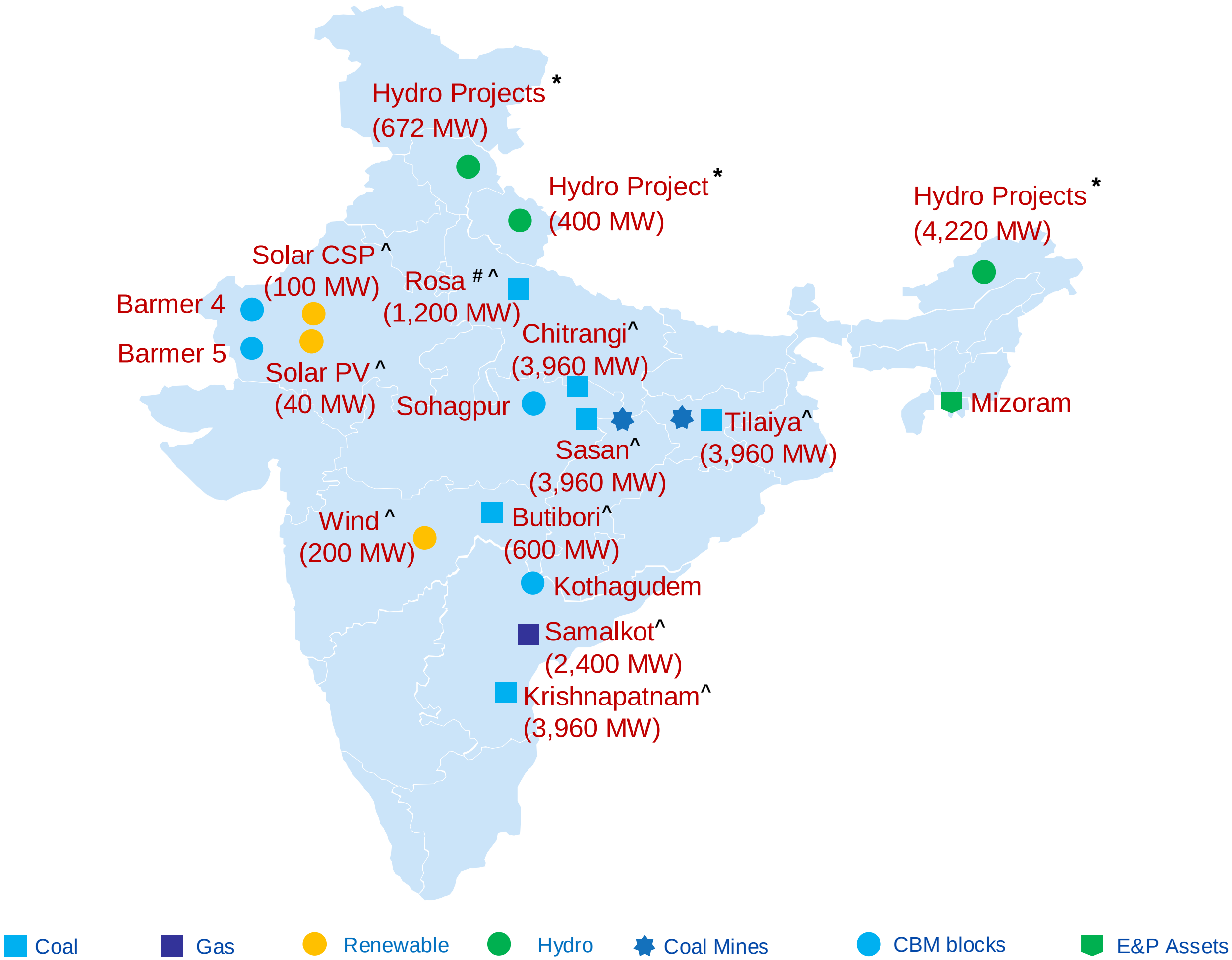
Future Power Generation through Reliance Power



- R Infra owns 38% of R Power
- R Power to develop all future power generation assets in India and overseas
- 600 MW of operational capacity – over 20,000 MW under execution
- 5,000 MW of operating capacity by 2012
- Largest coal resources of ~ 4 bn tonnes
- Aggregate Investment in R Power of `17.2 Bn

Largest integrated private sector power generation portfolio in India

Reliance Power: Projects Portfolio



Power – Under Construction/Operation

Project	No	Total capacity (MW)
Coal based	6	17,640
Gas based	1	2,400
Solar	2	140
Wind	1	200

Power – Under Development

Project	No	Total capacity (MW)
Hydro-electric	12	5,292

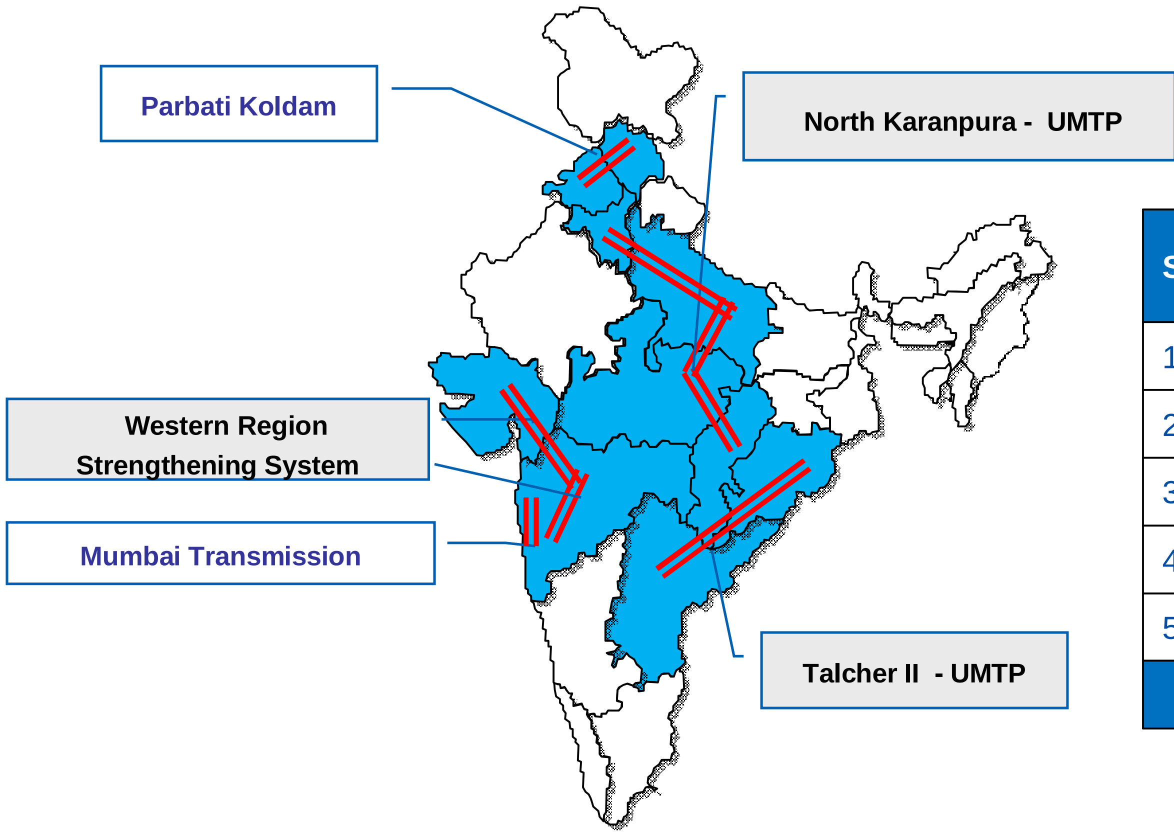
Resources

Asset	No	Total resources
Coal mine-India	4	~ 2 bn tonnes
Coal mine-Indonesia	3	~2 bn tonnes
CBM blocks – India	4	193.92 BCM
E&P blocks@ – India	1	204 MMT; 76 BCM

Note: # represents Operating Projects; ^ represents Projects Under Construction; * represents Projects Under Development (Planning phase); @ Situated in Mizoram

Well diversified portfolio by fuel type and location

Power Transmission - Current Projects



S.No	Project phase	Project Cost (` Bn)
1	WRSS	13.8
2	Parbati Koldam	10.7
3	Mumbai Transmission	18.0
4	North Karanpura	15.5
5	Talcher II	8.2
	Total	**66.0**

Tariff Based Project
Regulated Return Project

5 Projects | 10 States | ` 66 Bn

RELIANCE

Power Transmission – Project Status

1 Western Region Strengthening Scheme (WRSS)

- First 100% privately owned transmission line commissioned in India
- More than half of the lines commissioned in Maharashtra & Gujarat
  - Solapur Karad, Parli Solapur, Lonikhand Kalwa line in M aharashtra – 253 kms
  - Limdi Vadavi & Vadavi Kansari line in Gujarat – 252 kms
- Project to be commissioned in 2012

2 Parbati Koldam

- Signed financing agreement with PFC & REC for debt amount of ` 7.7 Bn
- Obtained approval from MOP for commencement of work
- Construction activities started at project site

3 Mumbai Transmission

- License renewed for next 25 years i.e till 2036
- All major equipment orders such as GIS, Transformers, Cables placed
- Registered all time high availability of 99.8% v/s regulatory target of 98%
- 6 EHV stations operational till date

4 North Karanpura

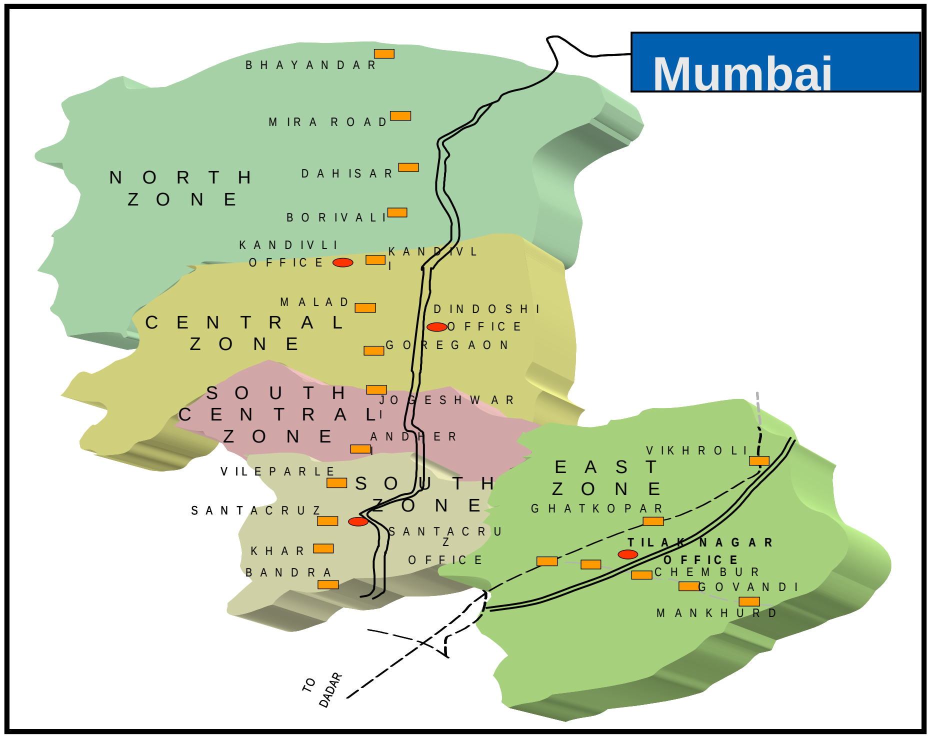
- Acquisition process completed
- Applied for force majeure

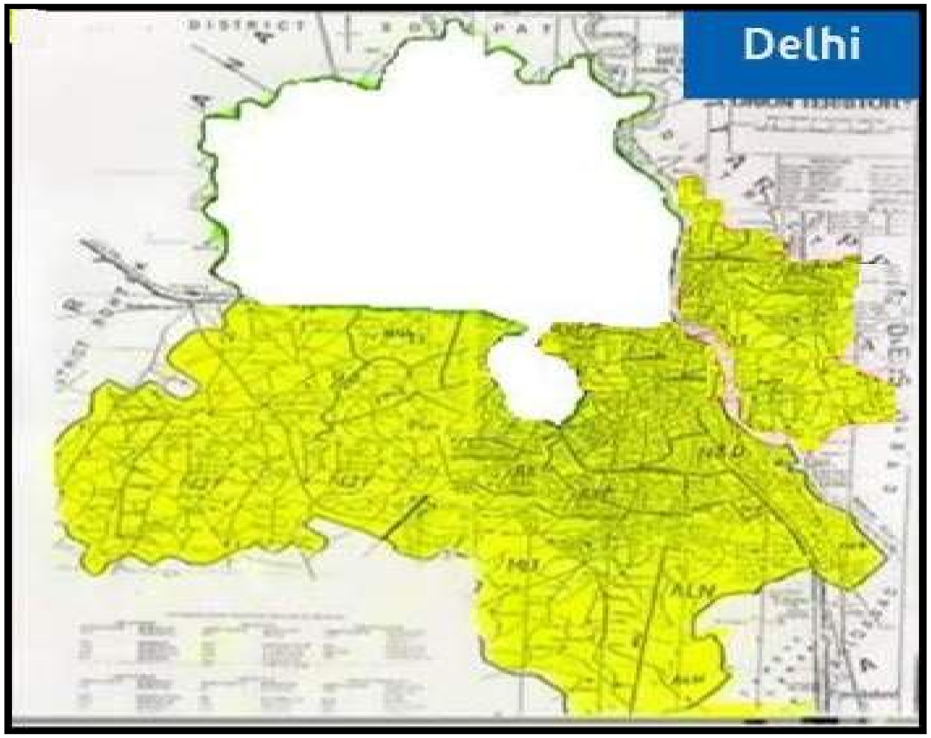
5 Talcher II

- Acquisition process completed
- Applied for force majeure

Largest private player in transmission sector

Power Distribution





Serves 2 out of 3 homes in Mumbai & Delhi

Serves over 5.4 million customers

Distributes over 5,000 MW of power

Largest private sector distributor of power

Mumbai Distribution

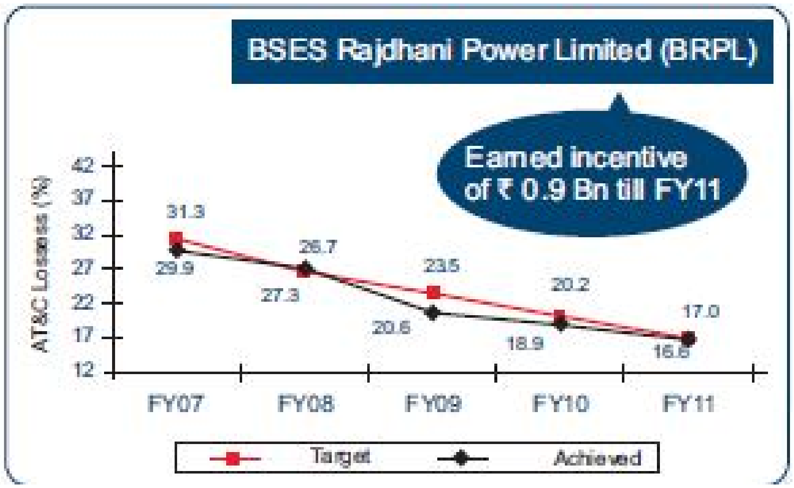
- Distributing power to over 2.8 million customers
- Among the lowest AT&C loss levels in the country
  - AT&C losses of <11%
  - Reliability of 99.98%
- Continuous upgradation and modernization undertaken
  - Yearly investment of ~` 3-5 Bn

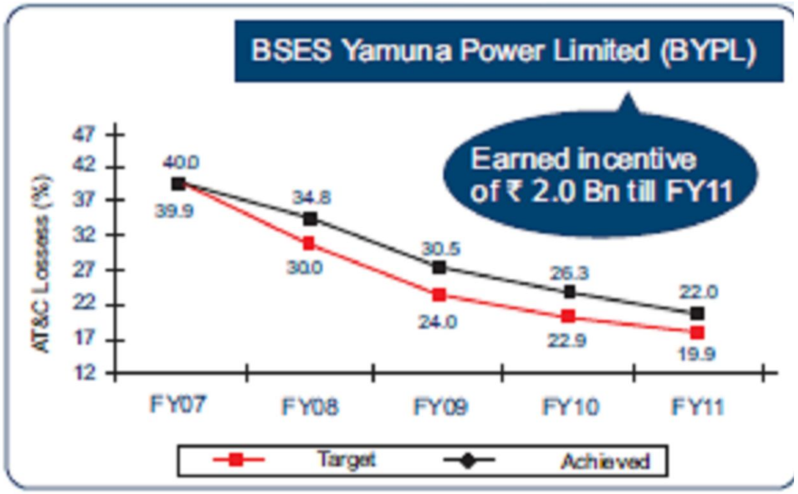
Recent Developments

- License renewed for next 25 years
- MERC approved recovery of Regulatory Assets of ` 23.2 Bn
  - Recovery includes Carrying Cost at the rate of SBI PLR
- MERC allowed levy of Cross Subsidy Charge on all migrated consumers from the date of migration

Awarded "Excellence in Power Distribution" by IEEMA

Delhi Distribution





- Both Discoms was privatized in 2002
- R Infra owns 49% in both discoms
- Distributing power to over 2.6 million customers
  - 3,050 MW of peak demand
- AT&C loss reduction of ~35% since takeover:
  - In BRPL from 51% to 17%
  - In BYPL from 63% to 20%
- Yearly investment of ` 4-5 Bn

Recent Developments

- Delhi Electricity Regulatory Commission (DERC) has approved and implemented:
  - Tariff hike of ~22% tariff for both discoms
  - Introduction of quarterly Fuel Price Adjustment surcharge
- Financial package prepared by IDBI bank - ` 51 Bn
  - **Equity infusion by promoters** - **` 10.2 Bn** i.e ` 5.2 Bn by R Infra & ` 5.0 Bn by Delhi government

"India Power Award 2010" for Overall Utility Performance in Urban Areas

Financial Strengths

Financials Performance

Amount In ` Bn

Standalone

Particulars	FY 10	FY 11	9MFY12
Total Operating Income	100.3	96.2	120.9
EBITDA	19.1	16.9	24.3
Interest	2.9	2.4	2.6
PAT	11.5	10.8	13.4
Cash Profit	14.4	13.4	17.9
EPS (`/share)	51.1	43.3	50.7

Consolidated

Particulars	FY 10	FY11	9MFY12
Total Operating Income	148.7	154.1	170.5
EBITDA	23.5	24.7	27.0
Interest	5.3	6.3	8.0
PAT	15.2	15.5	11.8
Cash Profit	19.4	19.8	17.3
EPS (`/share)	67.4	62.0	44.4

Sound Financial Status

- Balance Sheet Strength

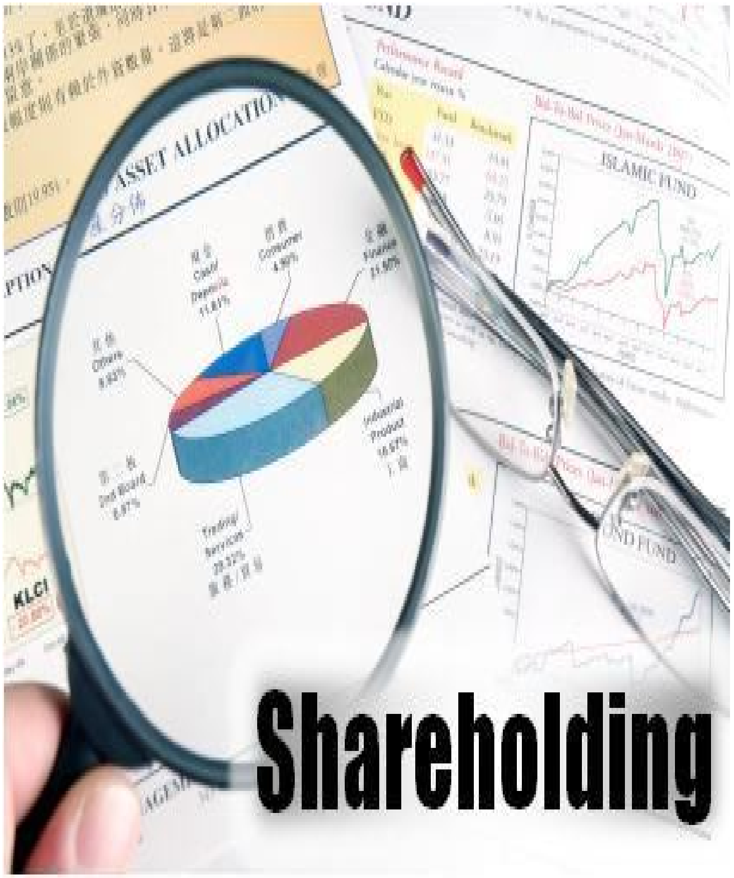
Particulars	Standalone	Consolidated
Networth	` 188 Bn	` 249 Bn
Book Value per share	` 716	` 945
Debt	` 75 Bn	` 166 Bn

As on December 31, 11

- Conservatively financed with Debt:Equity of 0.67 at consolidated basis
- Bought back ~44.3 lakh shares worth ` 2.3 Bn till Feb 14, 12
- Received AA+ from CRISIL & AA from FITCH credit rating agency

Strongest balance sheet in the industry…..

Shareholding Pattern



Category	No. of Shares (In Mn)	% of total shareholding
Promoters	128.2	49
Insurance Co	46.7	18
FII	41.7	16
Mutual Funds / Banks & FI	8.6	3
Bodies Corporate	7.1	2
Public	30.7	12
Total	**263.0**	**100**

As on December 31, 11

Largest shareowner family in the sector : ~1.4 Mn shareholders

To sum up……

RELIANCE

Summary

1 Infrastructure

- Expanding footprint in all high growth sectors

Roads	11 projects	` 120 Bn
Metro	3 projects	` 170 Bn
Sea Link	1 project	` 46 Bn
Cement	2 projects	` 47 Bn
Airports	5 projects	` 5 Bn

2 EPC

- Healthy EPC order book of ` 212 Bn

Power	6 projects	9,900 MW
Roads	6 projects	570 Kms
Transmission	1 project	1,500 Kms

3 Utility

- Largest private sector player in the utility sector

Generation	941 MW & 37,000 MW through R Power
Distribution	Licensee in Mumbai & Delhi
Transmission	5 projects worth ` 66 Bn
Trading	Amongst top 5 trading licensee in the country

4 Financial

- Healthy balance sheet to capitalize on growth opportunities

Networth	` 249 Bn
Debt:Equity	0.67x
Book Value	` 945/share

Thank You