

Reliance Power Ltd
Investor Presentation



Forward looking statements – Important Note

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1 Family RELIANCE

YOUNG GROUP - 8 YEAR OLD

ASSETS CREATED ORGANICALLY IN INDIA

8	Million Shareholders; **the largest in the world**
250	Million Customers; **1 out of 5 Indians is our valued customer**
100,000	Strong young, committed people who work for the Group
260,000	Created Assets of over ₹ 2.6 Lakh crore, since its inception
1,00,000	Net Worth of about ₹ 1,00,000 crore
57,000	Revenues of ₹ 57,000 crore
20,000	Operating Profit of over ₹ 20,000 crore

Numbers as of FY15

Reliance Group – Key Businesses

Financial Services

- Asset Management
- Life Insurance
- General Insurance
- Commercial Finance
- Broking & Distribution

Infrastructure

Power Sector

- Distribution
- Generation
- Transmission

Urban Transport

- Road
- Metro
- Airports

Cement

EPC Services

Defence

Power

Power Generation

Thermal

- Coal
- Gas

Renewable

- Hydro
- Solar
- Wind

Resources

Coal Mining

- India
- Indonesia

Coal Bed methane

Communication

- Wireless
- Enterprise
- Telecom Infrastructure
- Direct to Home
- Worlds largest submarine cable network

Reliance has played a key role in nation building with strong presence in core sectors

Power Sector and Coal resources in India – Emerging Opportunities

Power

24*7 uninterrupted power supply for all

India's low Per capita power consumption set to increase significantly

US$ 250 bn investments envisaged for the power sector to achieve 88.5 GW capacity additions target in 12th plan

- Well diversified operating portfolio of ~6,000 GW with unique strengths
- Strong Financial Performance and well capitalized balance sheet
- Pipeline of projects for implementation

Coal

Comprehensive measures to augment domestic coal production

Attracting and incentivizing private sector mining to be a key focus

- One of the largest coal resource portfolio in the private sector n India
- Coal production capacity of 20 MTPA
- Operating largest coal mine in terms of volume

Renewable

Setting up of 175 GW of renewable power projects

Implementation of Green energy corridor project for evacuation of renewable energy

- ~200 MW renewable portfolio operational
- MoU signed for 6000 MW of projects

Reliance Power well positioned to capitalize on emerging opportunities

Reliance Power - Overview

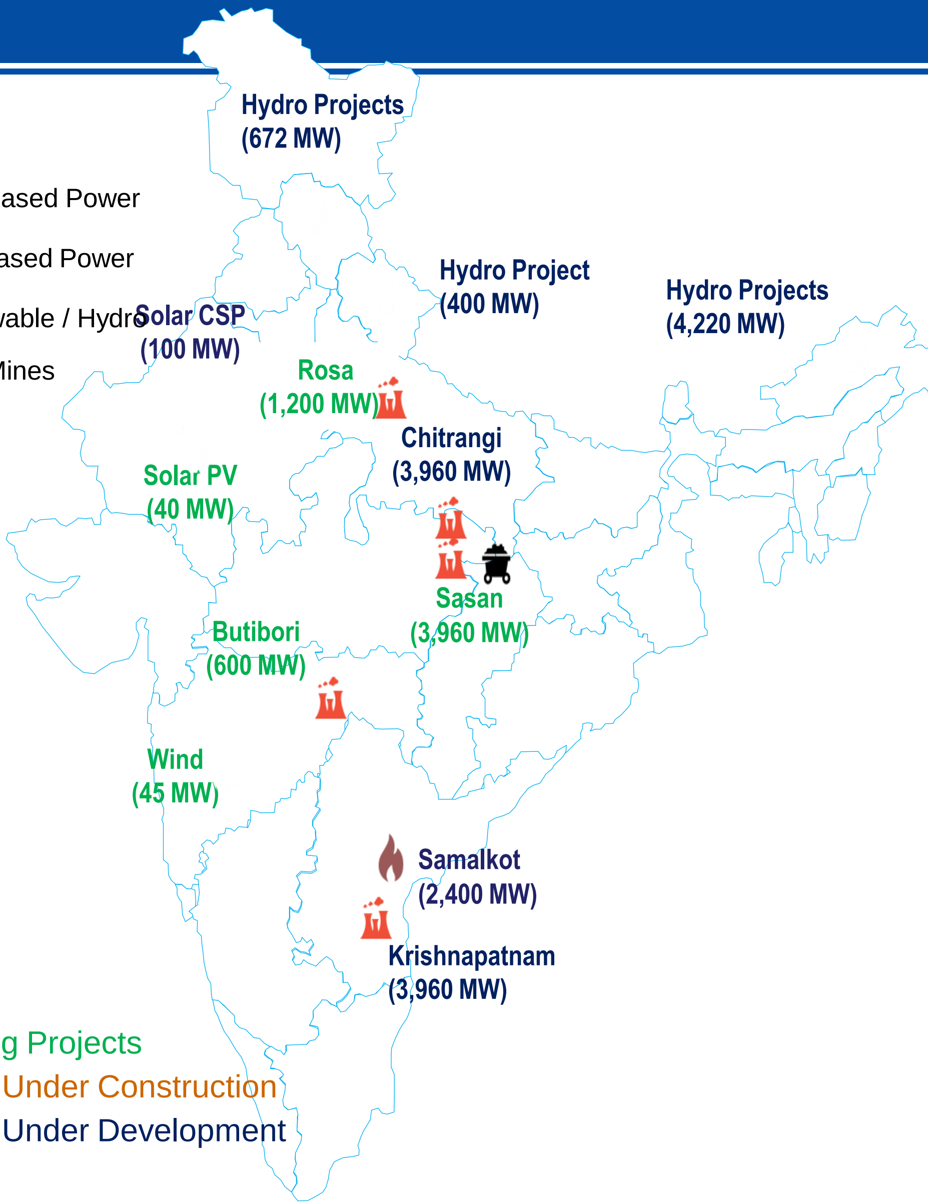
RELIANCE

Key Investment Highlights

- First Phase Capex of ~ USD$ 8 billion completed
- ~ 6000 MW of Operating Power Capacity + 20 MTPA of Coal Mine has become operational
- Proven Track record of execution capabilities
- Demonstrated Sound Operational Performance
- Ready pipeline of Power projects of more than 10,000 MW and production of ~ 50 MTPA from Coal Mines
- Strong well capitalized Balance Sheet supported by Cash flows from operating assets

Largest integrated Power and Coal Resources Company in India – Set to Capitalize on Opportunities in Power & Coal

RELIANCE



Coal-based Power

Gas-based Power

Renewable / Hydro

Coal Mines

Operating Projects

Projects Under Construction

Projects Under Development

Operational Projects

Project	No.	Capacity (MW)
Coal based*	3	5,760
Solar	2	140
Wind	1	45
Coal Blocks	1	20 MTPA

- ~6,000 MW of operational capacity
- Sasan UMPP worlds largest integrated project operational
- 20 MTPA coal mine has started production

Projects under implementation

Project	No.	Capacity (MW)
Coal based	2	7,920
Gas based	1	2,400
Hydro	1	700

- > 10,000 MW capacity under implementation and development
- ~ 50 MTPA of coal production – largest private sector coal producer (incl 30 MTPA from Indonesian Mines)

India focussed generation portfolio - well diversified by fuel type, offtake and location

Power Portfolio

Operating Portfolio with unique strengths

Rosa-1200 MW

- Assured returns with performance incentives
- Long term off-take agreement with Uttar Pradesh – a high deficit state
- Robust payment security mechanism with standby Letter of Credit (LC) and Escrow cover

Butibori-600 MW

- Assured returns with performance incentives
- Long term off-take with Reliance Infra – Mumbai Distribution Area – A high demand load centre
- No payment risk as power being sold to Reliance Infra – Mumbai Distribution Area

Sasan UMPP-3,960 MW

- Entire 3,960 MW operational
- Long term off-take agreement with 7 states (14 procurers) in Northern India
- No payment risk – large no of procurers, standby Letter of Credit (LC) and escrow cover

Renewable-~200 MW

- Long term off-take agreement with Reliance Infra-Mumbai Distribution
- No payment risk since power being sold to Reliance Infra – Mumbai distribution and subsidiary of NTPC (NVVN)

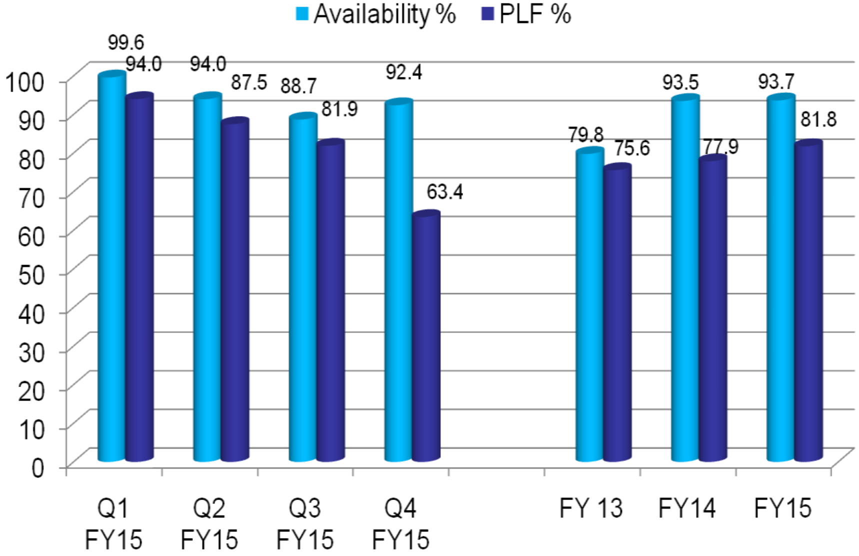
Proven Track record of execution capabilities

- **Rosa 1200 MW**
  - **Project commissioned 4 months ahead of schedule**
  - **Meritorious award by MOP for "Early Completion of Thermal Power Project**
- **Solar PV 40 MW**
  - **Constructed in record 129 days**
- **Butibori 600 MW**
  - **First unit synchronized in just 21 months**
- **Sasan 3,960 MW+20 MTPA Coal Mine**
  - **Mine development in record time for any green-field mine in India**
  - **Five units commissioned in about 12 months**

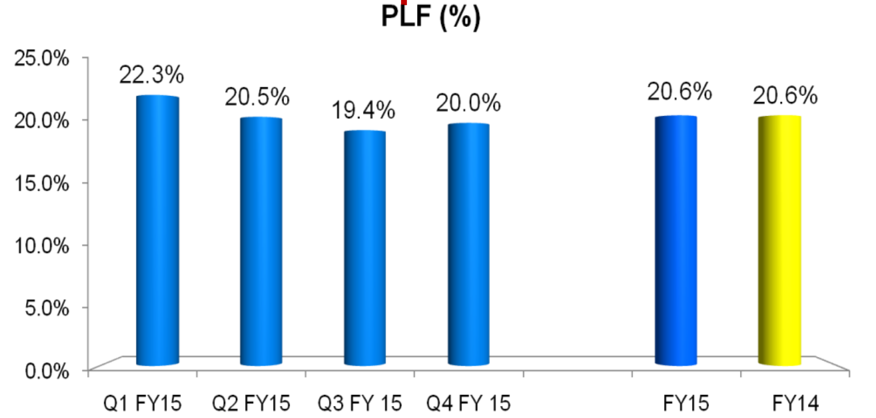
Setting benchmarks in project execution

Demonstrated Sound Operational Performance

1,200 MW Rosa: Operational Performance



40 MW Solar PV: Operational Performance



Robust performance of operating projects

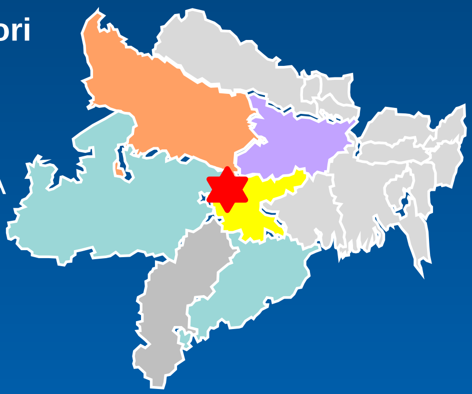
Coal Resources

One of the Largest portfolio of coal resources in the private sector

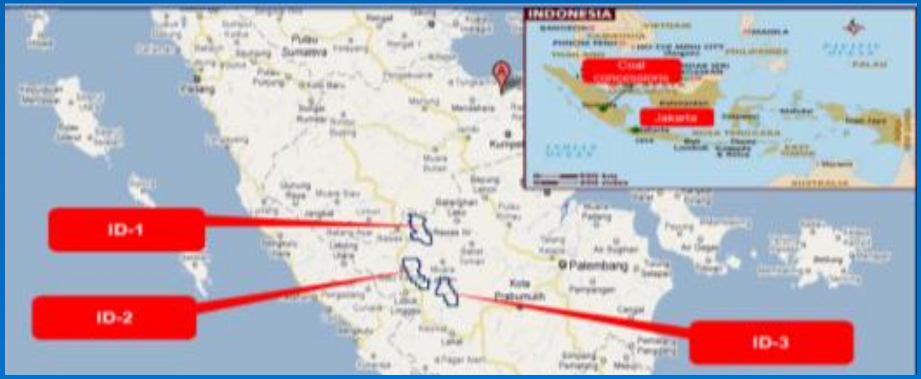
575 mn tonnes coal reserves in India with target production of ~20 million tonnes per annum (MTPA)

Sasan coal mines (Moher, Moher Amlori Ext.)

Reserves: 575 MT
Production: 20 MTPA



Two billion tonnes coal resources in **Indonesia** with target production of 30 million tonnes per annum



Set to become a ~50 MTPA coal resource company

- Sasan coal mines: 20 MTPA
- Indonesian mines: 30 MTPA

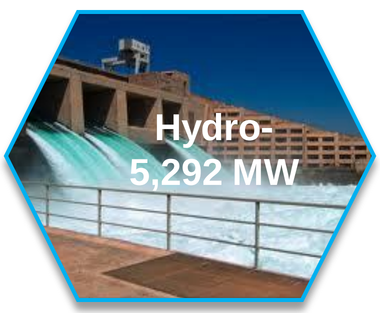
20 MTPA Sasan Coal Mine Operational

- ▶ 240 tonne dumper
- ▶ 61 m3 bucket Dragline
- ▶ 42 m3 Rope Shovel
- ▶ 42 m3 Front End Loader

- ✓ **Coal Production commenced**
- ✓ **Best and latest mining equipment**
- ✓ **Largest fleet of 240 T dumpers in India**
- ✓ **Largest Dragline to operate in India**

Unmatched resource utilisation and productivity

Strong Growth Pipeline of Projects

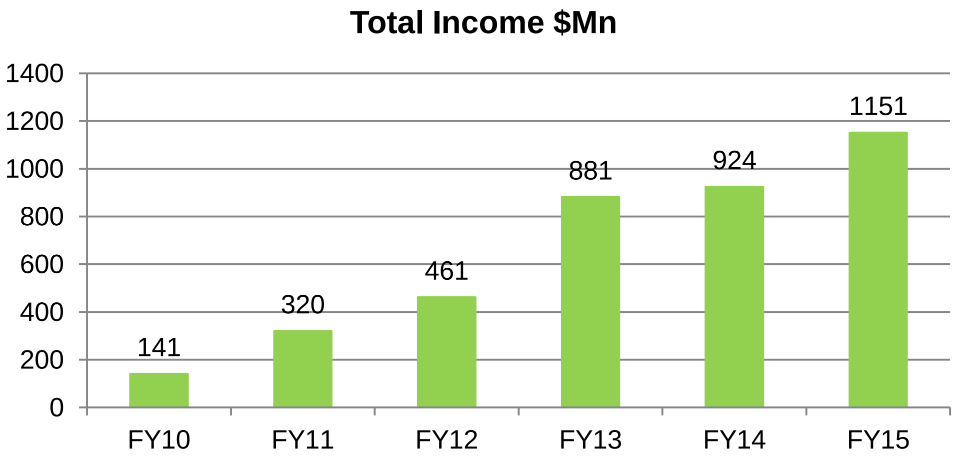


- Sasan coal mines: 20 MTPA
- Indonesian mines: 30 MTPA

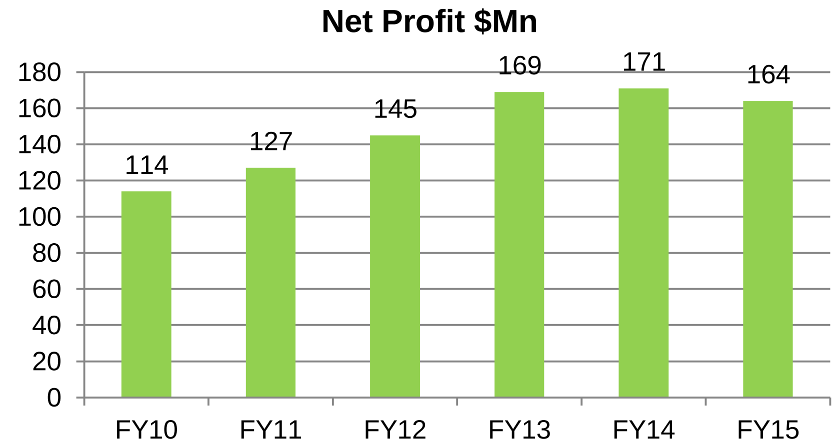
Largest Pipeline of power projects and Coal mines

Robust Financials

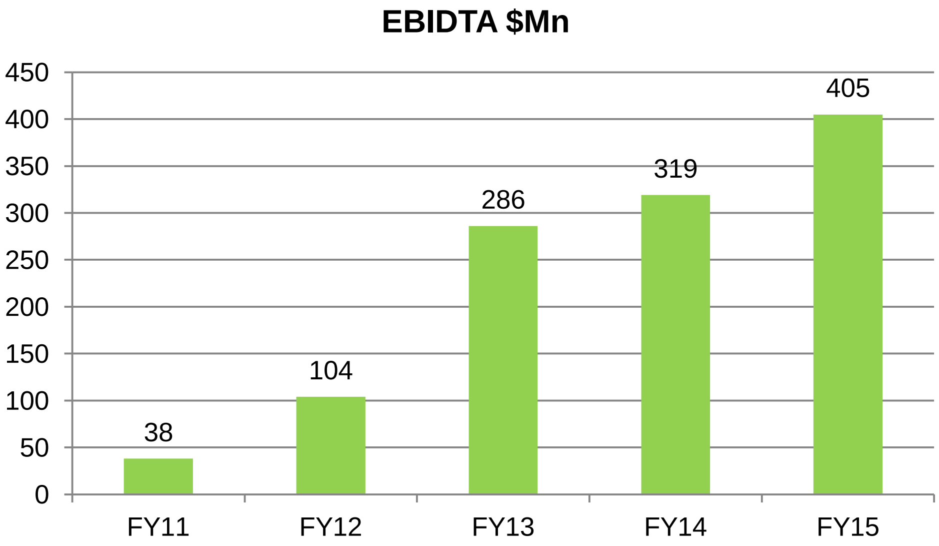
Strong Financial Track Record



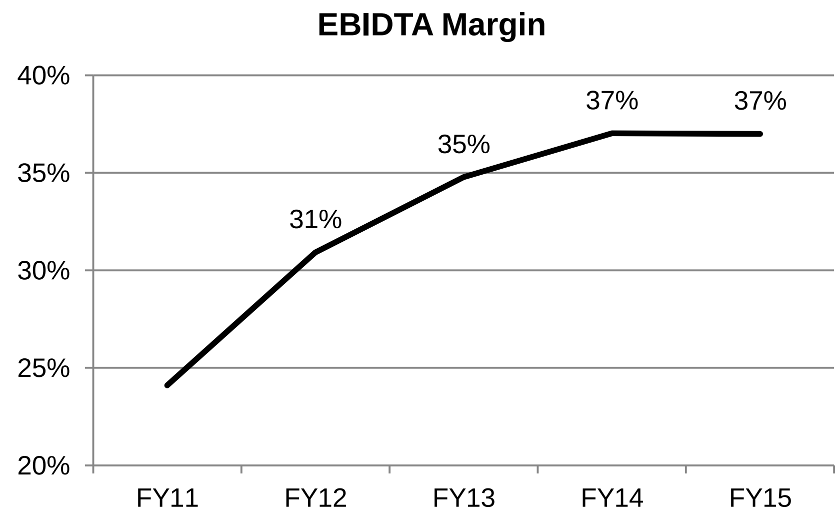
Total income has grown at CAGR of 46%



Profit has grown at CAGR of 8%

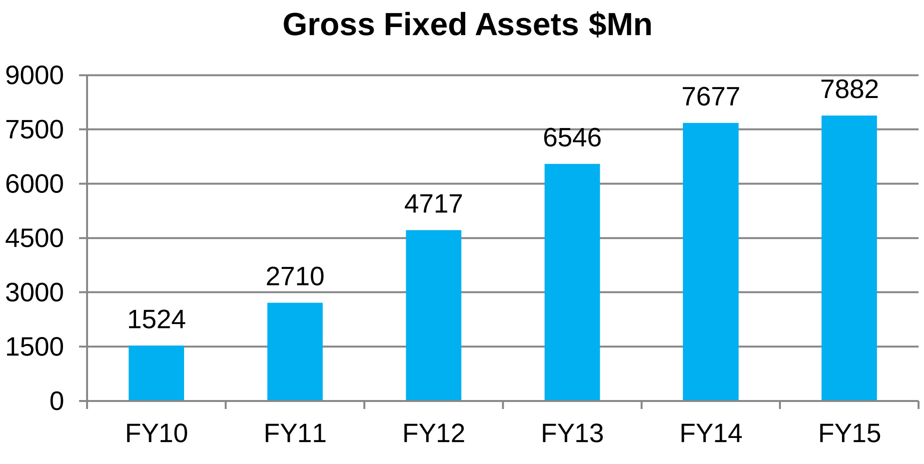


EBIDTA has grown at CAGR of 70%

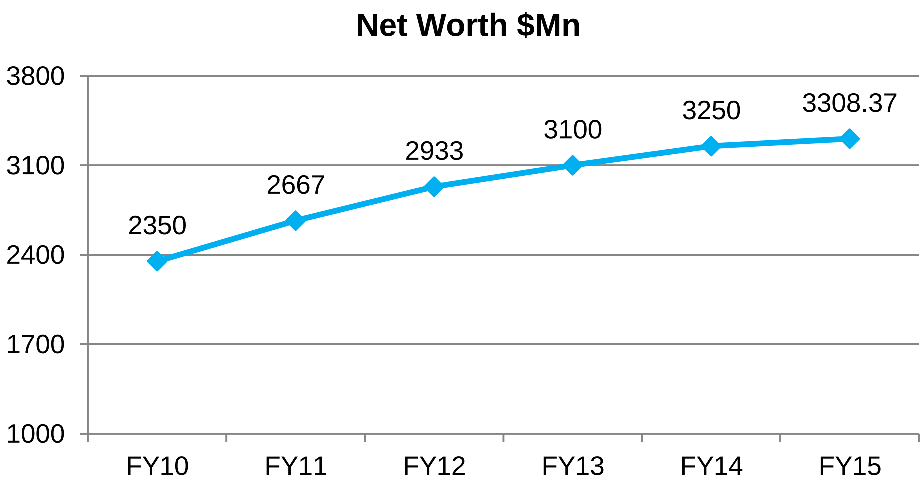


EBIDTA Margins have remained consistent

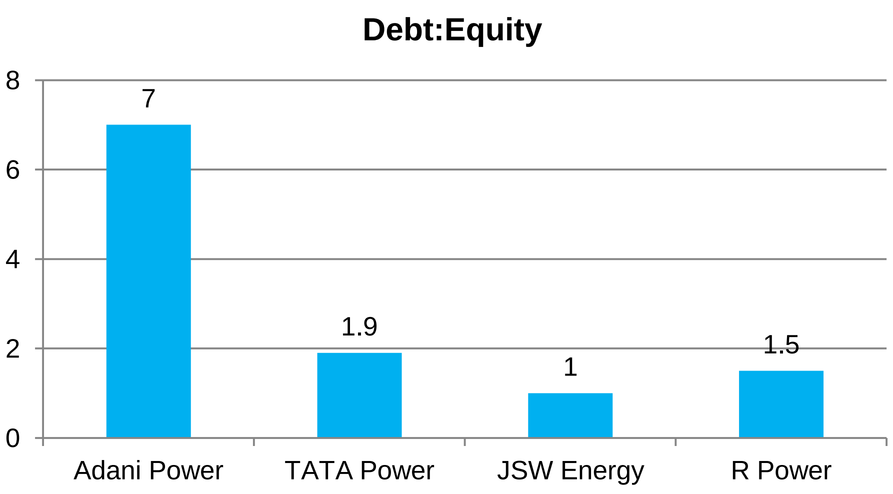
Strong Balance Sheet



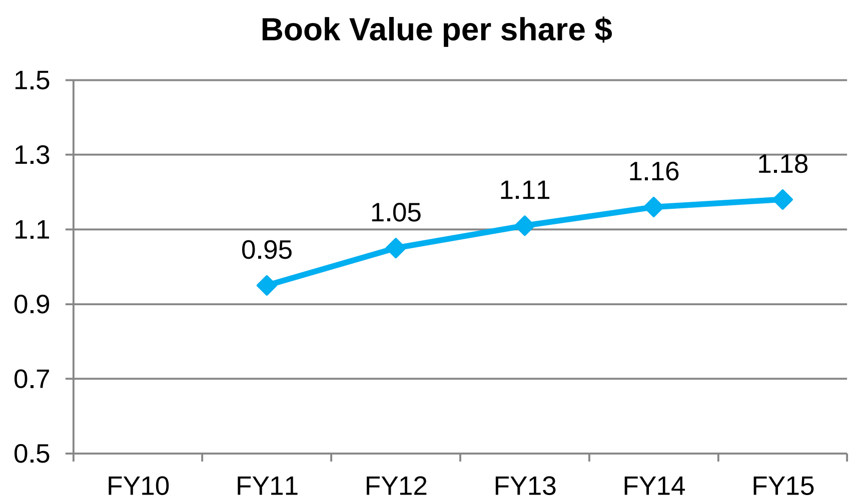
Investments of ~$8 Billion already made



High Net worth to support future pipeline of projects



Gearing ratio of 1.4 lower compared to peers



Book value continually improving

Human Capital – Our Strength

1,800+
Employees

Young Workforce
Average Age 30 years

Rev/Empl Productivity
US$ 0.5 Mn

"People are our Real Assets"

Committed towards sustainable development

Reliance CSR Policy

- Education & activities related to overall development of children
- Healthcare
- Basic Public Infrastructure
- Economic up-liftment/ Livelihood Creation

Awards & Recognition

Sasan Power won GREENTECH CSR Award in Silver Category

Thank You