

RELIANCE



Reliance Power Limited

An Overview



Forward looking statements – Important Note

This presentation and the discussion that follows may contain “forward looking statements” by Reliance Power 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 Power about the business, industry and markets in which Reliance Power 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 Power 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 Power. In particular, such statements should not be regarded as a projection of future performance of Reliance Power. It should be noted that the actual performance or achievements of Reliance Power may vary significantly from such statements.

1 Family RELIANCE

YOUNG GROUP - 8 YEAR OLD

ASSETS CREATED ORGANICALLY IN INDIA

8 Million Shareholders; **Amongst 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

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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 MW 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 in 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

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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

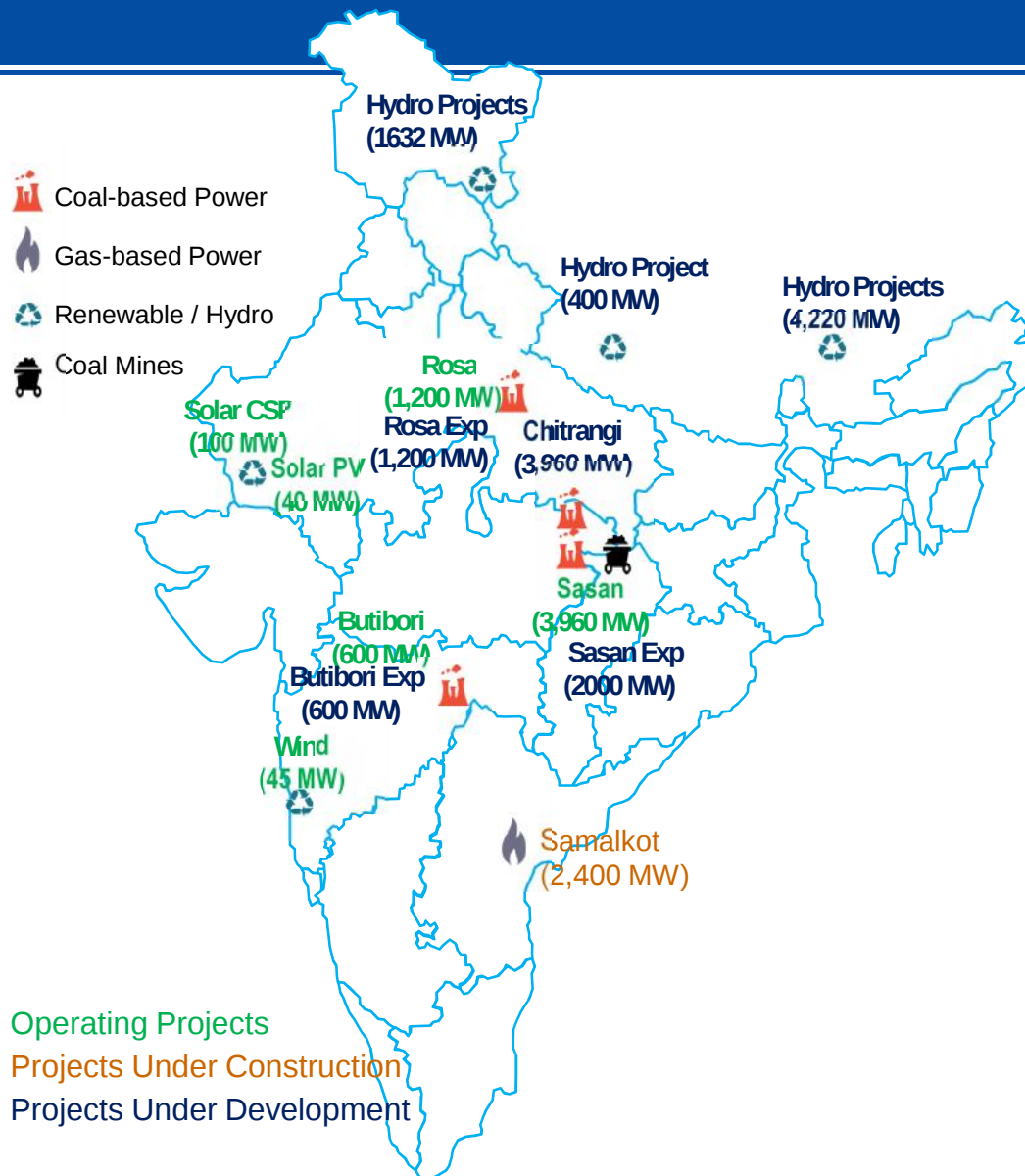
Proven Track record of execution capabilities

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



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 operating capacity

□ 20 MTPA operating coal mine

Projects Pipeline

Project	No.	Capacity (MW)
Coal based	4	7,800
Gas based	1	2,400
Hydro	3	2860

□ ~13,000 MW capacity under development / implementation

Generation portfolio - well diversified by fuel type, off-take and location

Power Portfolio

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Operating Portfolio with unique strengths

Sasan UMPP-3,960 MW



- Operated at 90% PLF in first full year
- Currently operating at 100% PLF
- Long term off-take agreement with 7 states (14 procurers) in West & North
- No payment risk – large no of procurers, standby Letter of Credit (LC) and escrow cover

Rosa-1200 MW



- Assured returns with performance incentives
- Long term off-take agreement with Uttar Pradesh – a high power 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

Renewable-~200 MW



- Long term off-take agreement with Reliance Infra- Mumbai Distribution /NVVN
- 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

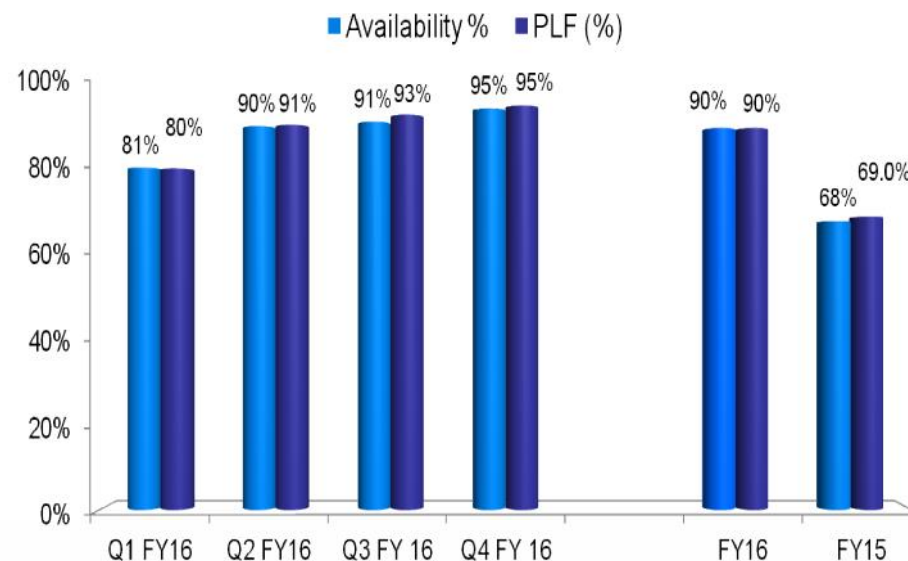
- ❑ Sasan 3,960 MW+20 MTPA Coal Mine
 - Mine development in record time for any green-field mine in India
 - Five units commissioned in about 12 months

Setting benchmarks in project execution

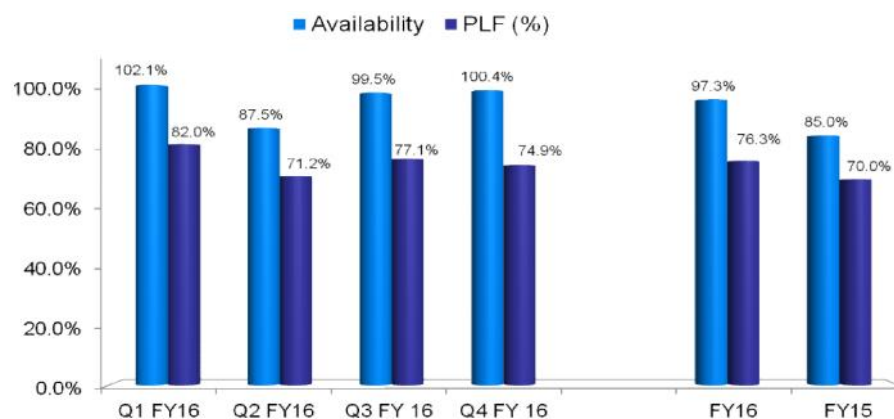
Demonstrated Sound Operational Performance



3,960 MW Sasan UMPP: Operational Performance



600 MW Butibori: Operational Performance



Robust performance of operating projects

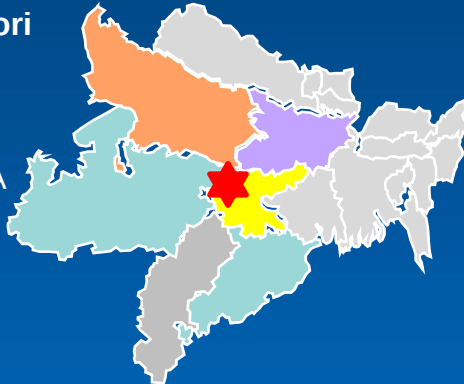
Coal Resources

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



Sasan Coal mine produced 17.02 million tonnes in FY'16

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



Highest Coal production amongst private players exceeding 17 million tonnes in FY'16

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

Growth Opportunities

Coal Based Projects ~7800MW



Rosa Expansion
1,200 MW



Butibori Expansion
600 MW



Sasan Expansion
2,000 MW



Chitrangi
3,960 MW

Gas Based Project 2400 MW



Samalkot Power
2,400 MW

Hydro/RE Projects 2860 MW



TATO-II
700 MW

KALAI
1,200 MW

JANGI THOPAN
960 MW



Solar PV

Coal Block Auctions



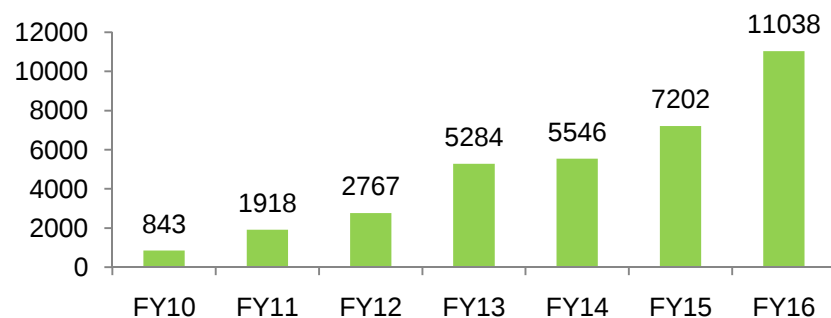
Next Phase of Growth – Diverse Opportunities; Healthy Pipeline of Projects

Robust Financials

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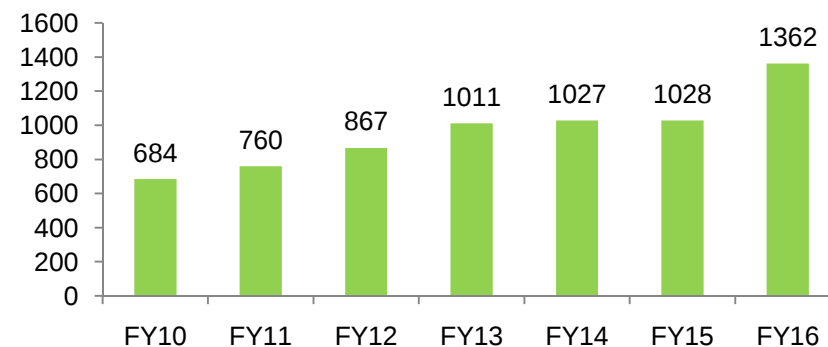
Strong Financial Track Record

Total Income - ₹ Cr



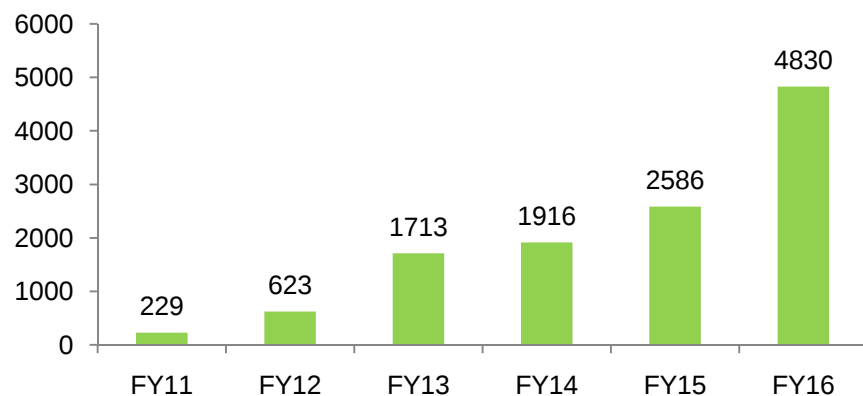
Total income has grown at CAGR of 54%

Net Profit - ₹Cr



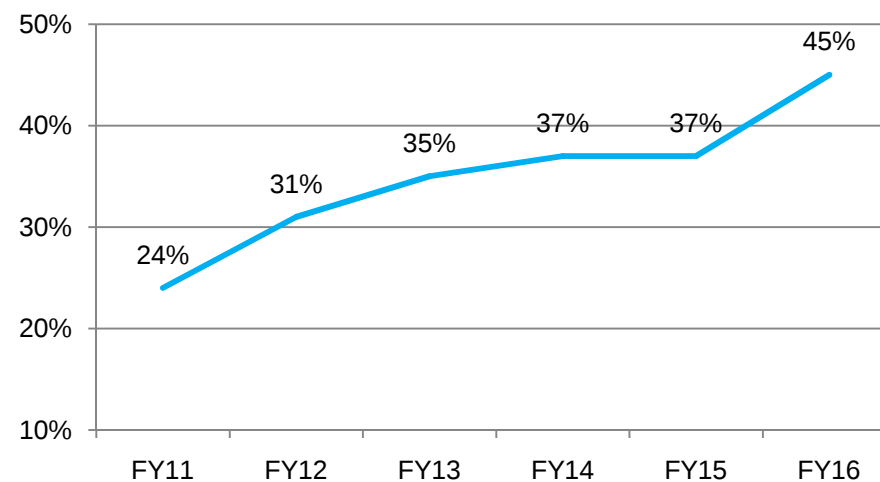
Profit has grown at CAGR of 12%

EBIDTA ₹ Crs



EBIDTA has grown at CAGR of 66%

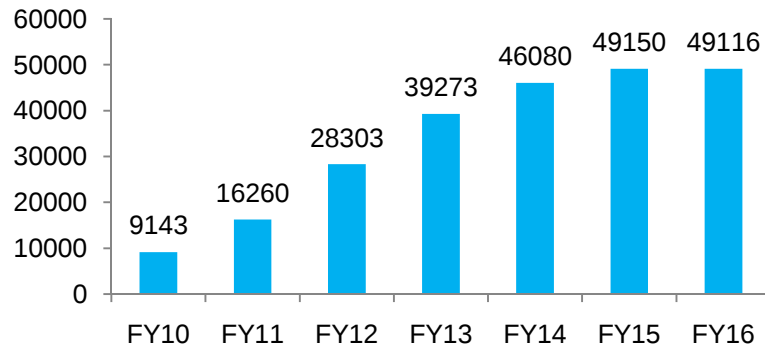
EBIDTA Margin



EBIDTA Margins have remained consistent

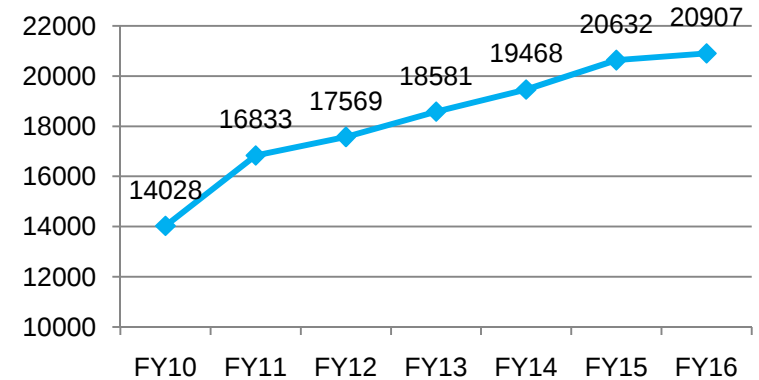
Strong Balance Sheet

Gross Fixed Assets- ₹ Crs



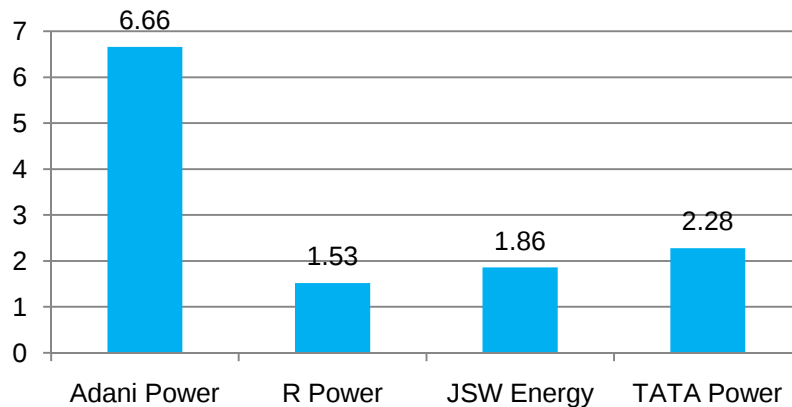
Investments of ~ Rs 50,000 Cr. already made

Net worth - ₹ Crs



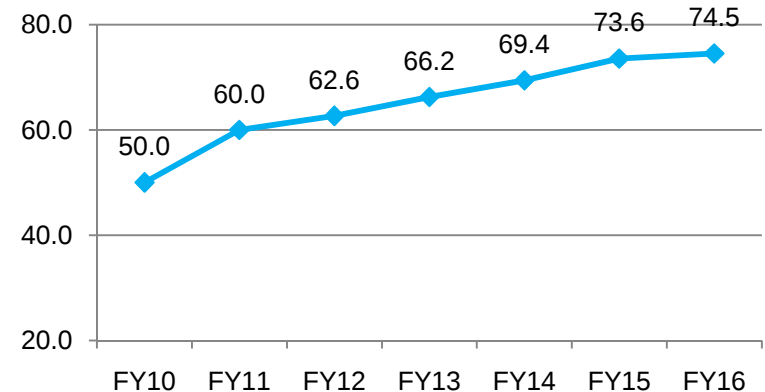
High Net worth to support future pipeline of projects

Debt:Equity



Gearing ratio of 1.53 - Conservatively financed

Book value - ₹ /share



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



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Thank You

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