



NLC INDIA LIMITED

(Navratna - A Government of India Enterprise)

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Web-site:www.nlcindia.com: e-Mail:cosec@nlcindia.in



Lr.No.Secy/Investors Meet/2020

Dt. 24.02.2020

To The National Stock Exchange of India Ltd Plot No. C/1, G Block Bandra-Kurla Complex Bandra (E), Mumbai-400 051. Scrip Code : NLCINDIA Security name: NLC29, NLC30	To BSE Ltd Phiroze JeeJeebhoy Towers Dalal Street Mumbai-400 001. Scrip Code : 513683, 958806 & 959237
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Dear Sirs,

Sub: Copy of presentation made at the Analysts & Investors Meet pursuant to Reg 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In continuation to our earlier letter Lr.No.Secy/Investors Meet/2020 dated 19.02.2020, intimating about the Analyst & Investor's meet to be held today at Mumbai, please find enclosed a copy of the presentation made at the said meet.

This is for your information and record.

Thanking you,

Yours faithfully,
for NLC India Limited


24/02/2020
Company Secretary



NLC India Limited

A "Naoratna" - Government of India Enterprise

Corporate Presentation

February - 2020

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- 1 **Company Overview & Performance Highlights**
- 2 **Financial & Operational Performance**
- 3 **Market Opportunity**
- 4 **Growth Plans**
- 5 **Corporate Social Responsibility**





Company Overview & Performance Highlights





- 


A 'Navratna' CPSE incorporated in 1956. Under the administrative control of Ministry of Coal
- 


Paid up Equity Share Capital - Rs. 1,386.64 Crore (GoI holding - 79.20% as on 14.02.2020)
- 


Mining , Power Generation and Trading of Power
- 

Regional Presence to National Level Presence
- 

Advanced Technology
- 

Robust Financial Performance in Revenue, Profit and Net worth. Highest domestic credit rating . Consistent track record of Dividend.
- 

Skilled Manpower
- 

*Present Composition of Board - Total 11 Directors (6 Functional Directors including CMD, 1 Government Nominee and 4 Independent Directors).**
- 

Government of India has sanctioned totally 16 directors, but the present composition of the board as on 15.02.2020 is 11.The vacancy of 5 are for the positions of one Government Nominee Director and 4 Independent Directors including 1 Woman Director.

Vision & Mission

Vision:

To emerge as a leading Mining and Power Company, with social responsiveness accelerating Nation's growth

Mission

Continue to develop and sustain expertise in Power and Mining with focus on growth and financial strength

Be socially responsive, achieve sustainable development and be sensitive to emerging environmental issues

Strive to achieve excellence in processes and practices

To nurture talent, encourage innovation and foster collaborative culture

Values

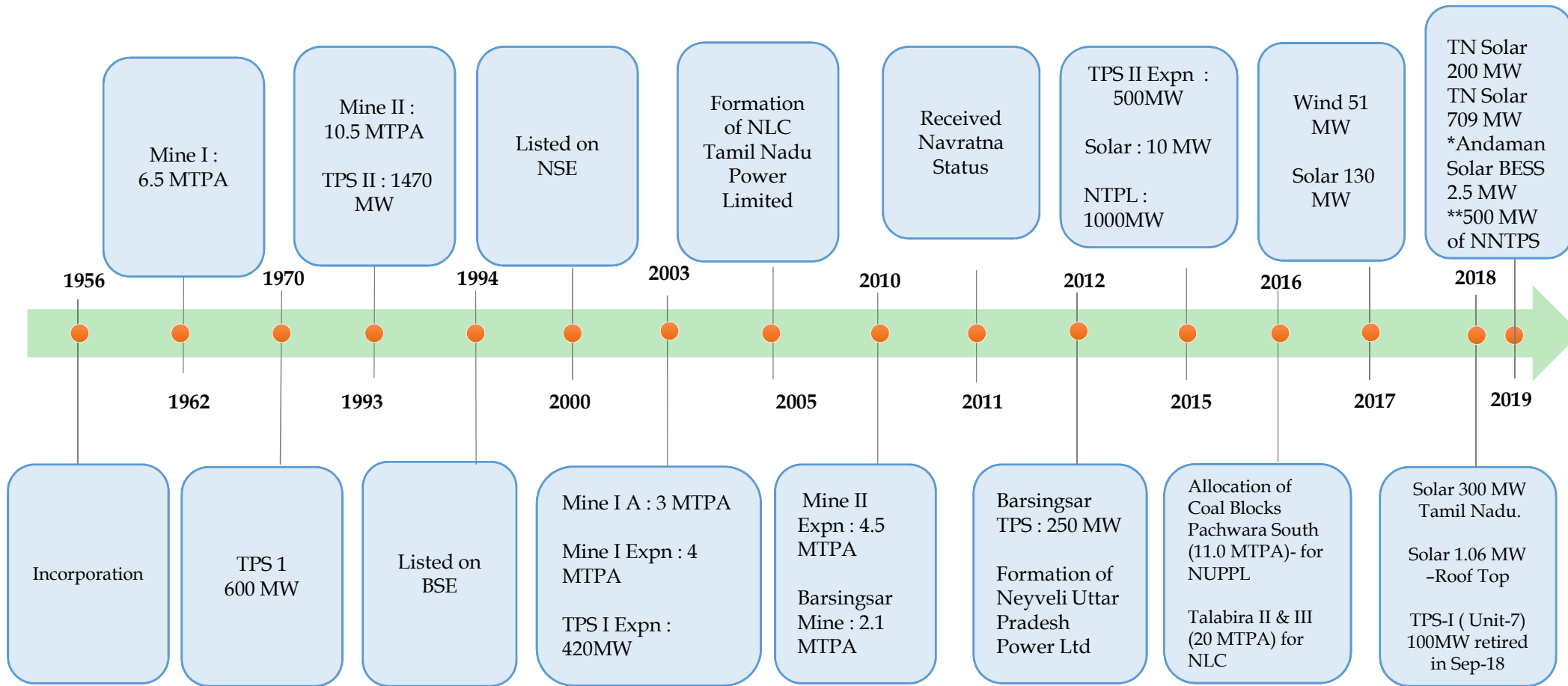
N- National Orientation

L - Learning and Development

C- Commitment for Excellence

I - Innovation and Speed

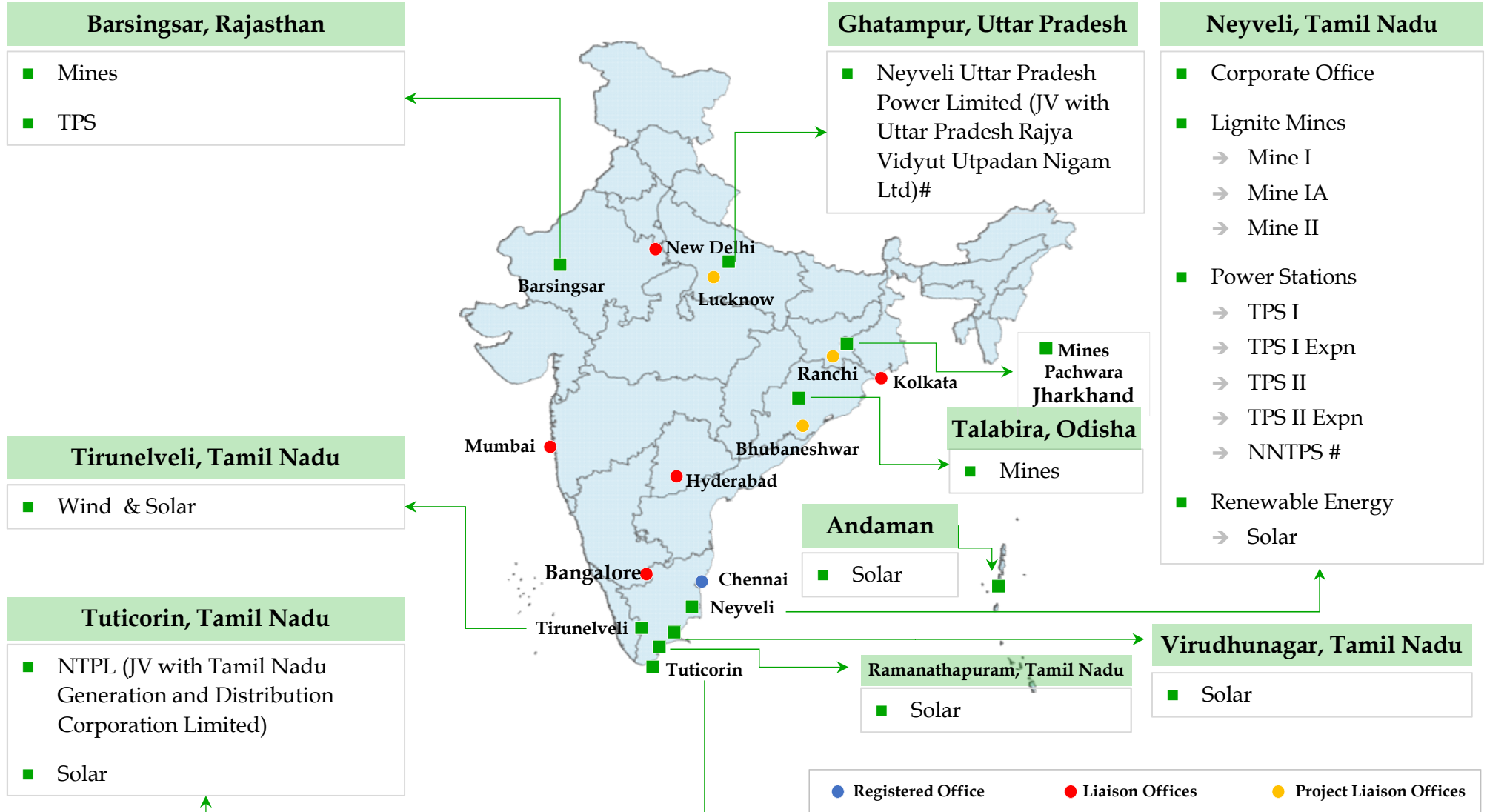
Evolution & Key Milestones



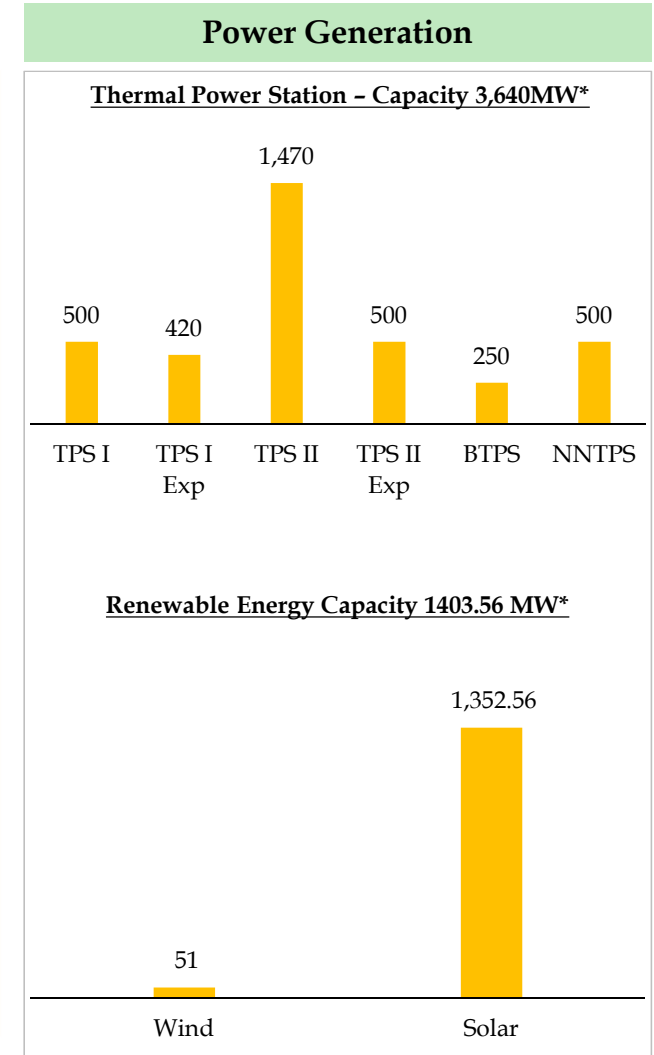
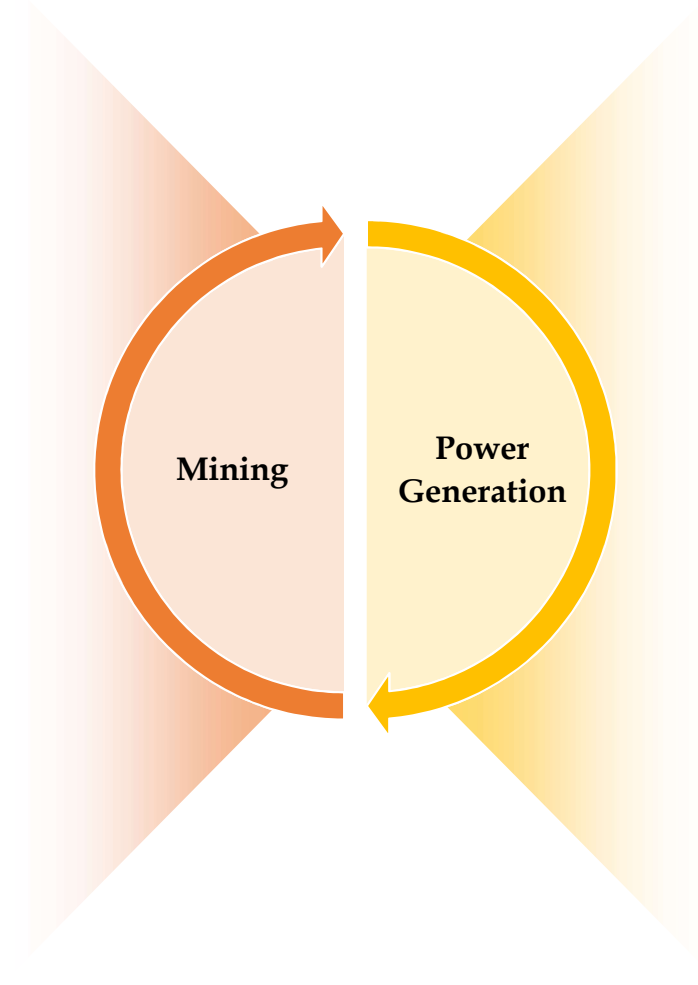
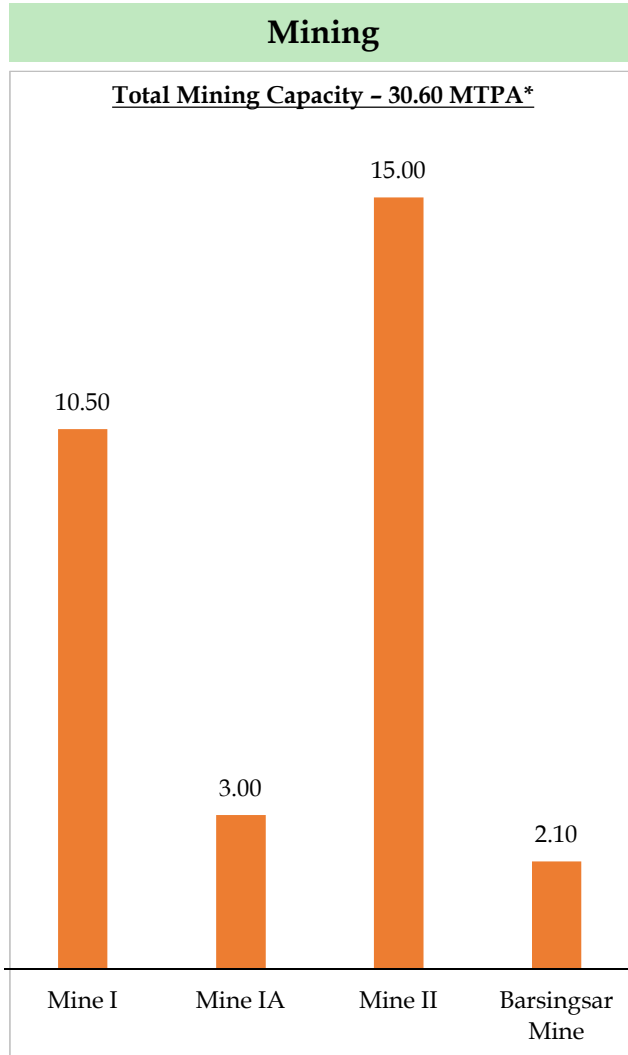
* 2.5 MW out of 20 MW of Solar BESS

** Unit – I (500 MW) out of 1000 MW of NNTPS commissioned on 28.12.2019

Pan India Presence



Note:- Map not to scale; TPS = Thermal Power Station. # Unit -1 commissioned on 28th Dec 2019 and Unit - II is under construction.

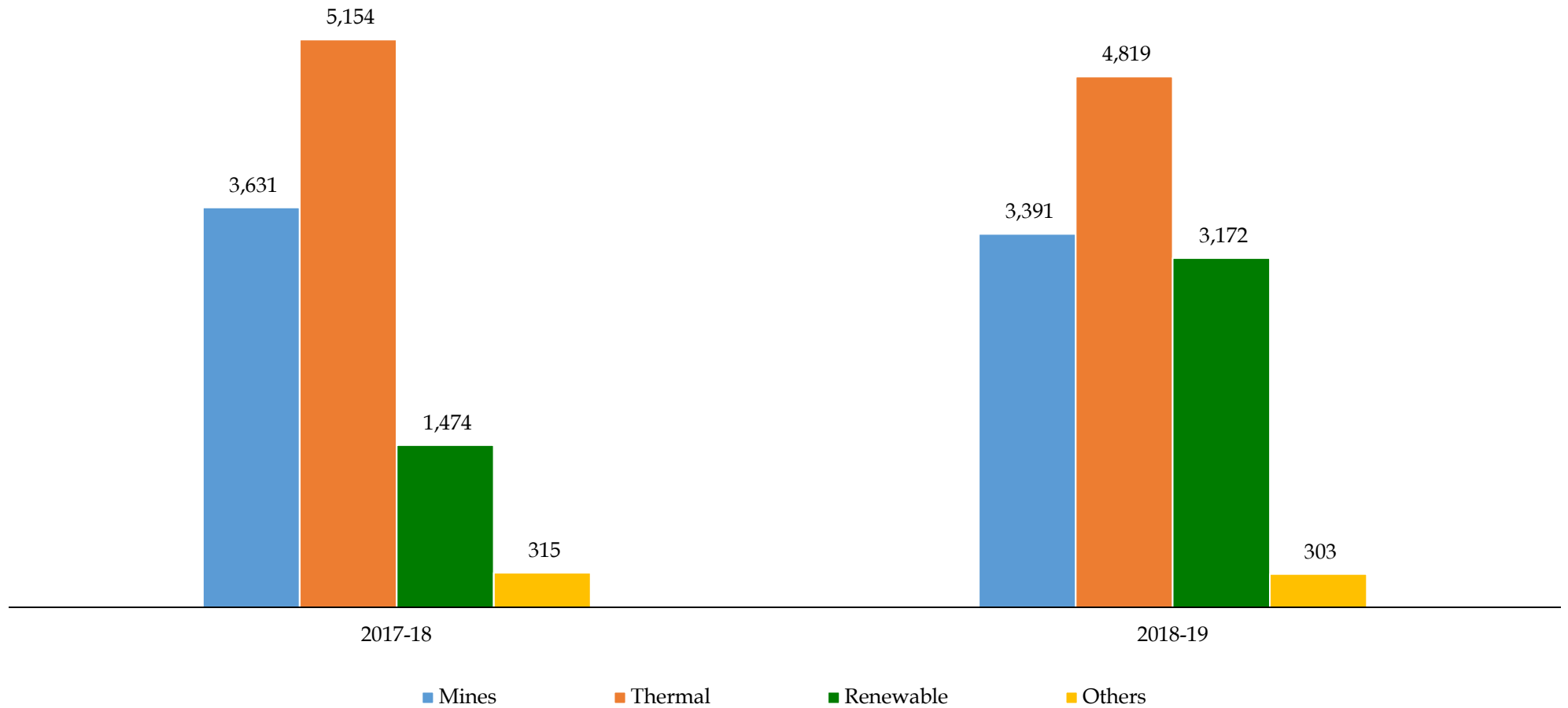


Note : Source from NLCIL Annual Reports and figures representing NLCIL Standalone financial statements
*Existing Capacity as on 31.01.2020

Details of Investments in Various Assets

Rs in Crore

Segment wise Net Fixed Assets



Note : Source from NLCIL Financial Results & Annual Reports and figures representing NLCIL Standalone;

Expertise in Open Cast Mining & Power Generation

Mining

- Long experience in operation, maintenance and project management in open- cast mining
- Asset bank of specialised mining equipments for open cast mining:
 - German excavation technology
 - 35 Bucket Wheel Excavators
 - Conveyor length - 106 KMs

Power Generation

- Experience in operating lignite based thermal power station.
- All thermal stations (including TPS I being more than 50 years old) are running at higher PLF than All India average PLF.
- Company has crossed 1 GW of renewable energy, which is highest ever achieved by any CPSE.

Lignite Resources for Captive Consumption

- Captive fuel source with power plants located at the pit heads of Lignite mines
- Greater flexibility in terms of adjusting the lignite production to adjust for variations in power demands and power generation at thermal power plants
- Out of total measured lignite reserves of 6,787.53(Proved) MT in India as on 01.04.2019, Neyveli lignite field, Barsingsar, Bithnok and Hadla of NLCIL accounts for 3,067.25 MT.*

Nodal Agency for Lignite Mining

- Nodal Agency for Lignite database appointed by Ministry of Coal
- Market share * of 54.72 % in Lignite mining in India during FY 2018-19 as compared to 53.92% in FY 2017-18



*Source : Geological Survey Report as on 01.04.2019.

Experienced Management and Board of Directors



Shri Rakesh Kumar
Chairman-cum-Managing Director



**Part-time Official
Director**

Shri Vinod Kumar Tiwari
Additional Secretary,
Ministry of Coal, GoI.



Shri R. Vikraman
Director (Human Resource)



Shri N.N.M.Rao
Director (Planning & Projects)

Functional Directors



Shri Prabhakar Chowki
Director (Mines)



Shri Shaji John
Director (Power)



Shri Jaikumar Srinivasan
Director (Finance)



Shri Indrajit Pal
Independent Director



Dr P.Vishnu Dev
Independent Director

Independent Directors



Shri N.K.Narayanan Namboothiri
Independent Director

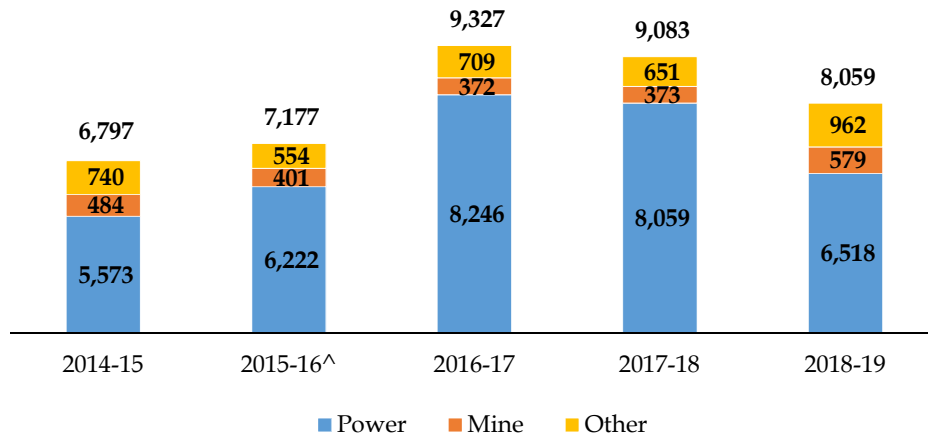


Dr.V.Muralidhar Goud
Independent Director

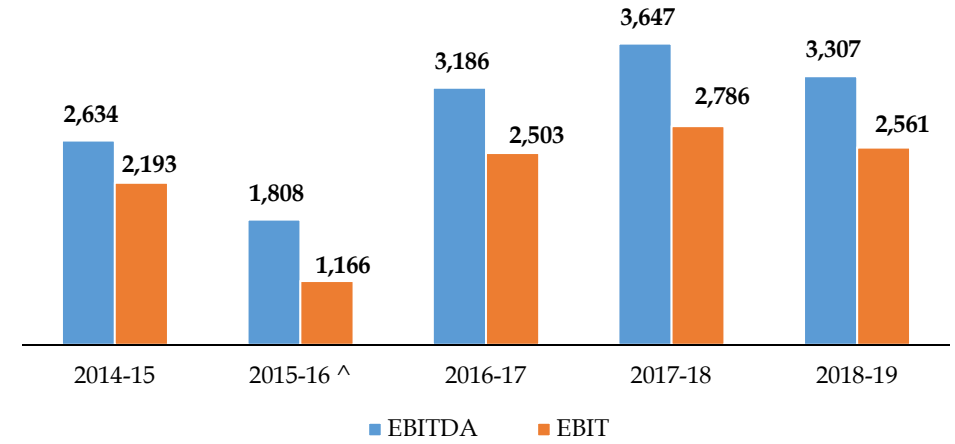


Financial & Operational Performance

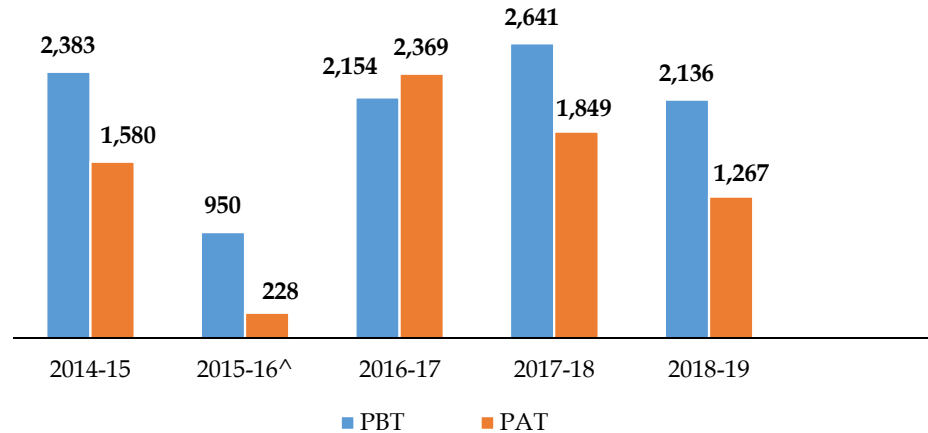
Total Income (Rs in Crore)



EBITDA* & EBIT* (Rs in Crore)



PBT & PAT (Rs in Crore)



Key Financial Ratios

	2014-15	2015-16^	2016-17	2017-18	2018-19
OPM* (%)	31.62	32.91	39.12	36.60	21.47
NPM (%)	23.24	3.18	25.40	20.35	15.72
ROCE (%)	12.81	1.69	18.95	12.16	8.28
RONW (%)	10.69	1.79	19.66	14.07	10.22
Current Ratio	3.55	1.70	1.41	1.39	1.57
Quick Ratio	3.16	1.47	1.15	1.20	1.35

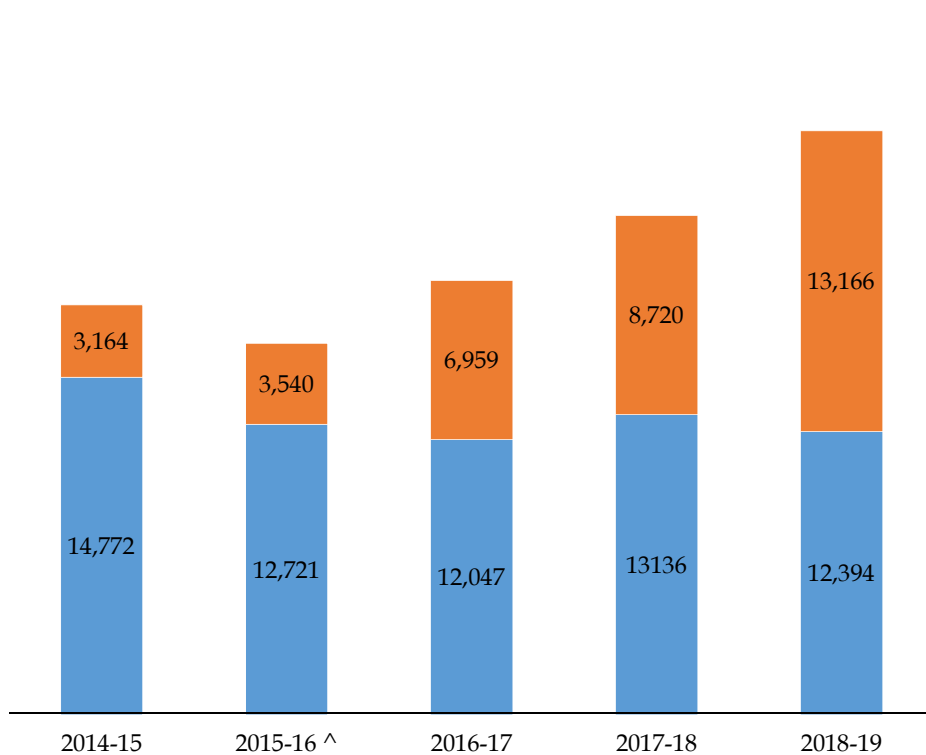
^ Restated as per Ind AS * EBITDA, EBIT & OPM computed considering Net Movement in Regulatory Expenses/ Income and without considering Exceptional Item.

PBT considering Net Movement in Regulatory Deferral Income/ Expenses.

Note : Source from NLCIL Financial Results & Annual Reports and figures representing NLCIL Standalone;

Networth & Loans Outstanding (Rs in Crore)

■ Net Worth ■ Loans Outstanding



^ Restated as per Ind AS

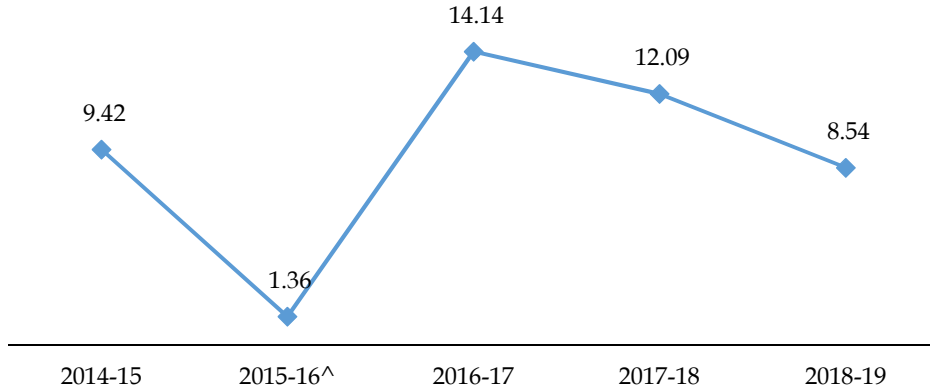
On 29.05.2019, the company has allotted 14,750 Nos of bonds of Rs.10 Lakh each aggregating to Rs.1,475 Crore at a coupon rate of 8.09%.
On 27.01.2020 the company has allotted 5,250 No's of bonds of Rs 10 Lakh each aggregating to Rs 525 Crore at a coupon rate of 7.36%.

Note : Source from NLCIL Financial Results & Annual Reports and figures representing NLCIL Standalone

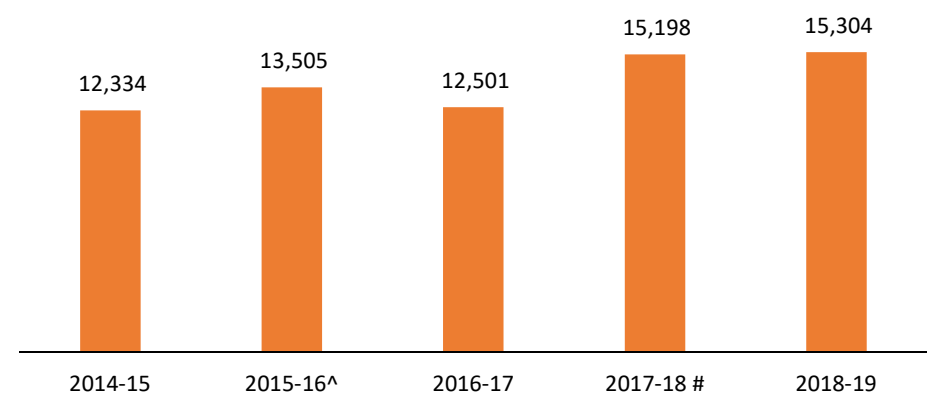
Credit Ratings

Agency	Rating	Status
CRISIL	AAA/Stable	Highest
ICRA	AAA/Stable	Highest
CARE	AAA/Stable	Highest
Brickwork	AAA/Stable	Highest
India Rating	AAA/Stable	Highest

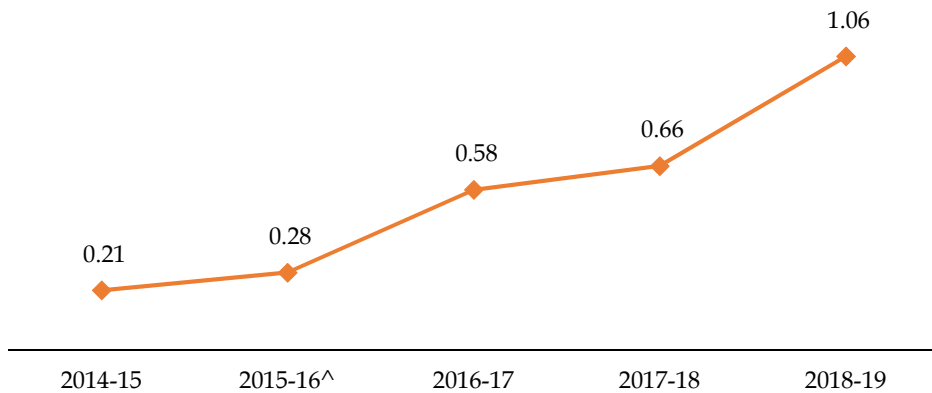
Earnings Per Share (Rs.)



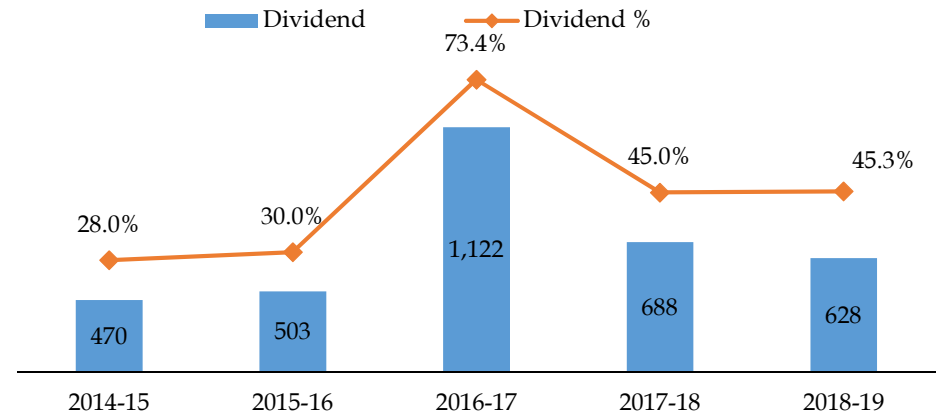
Capital Employed (Rs in Crore)



Debt-Equity ratio



Dividend Trend (Rs in Crore)

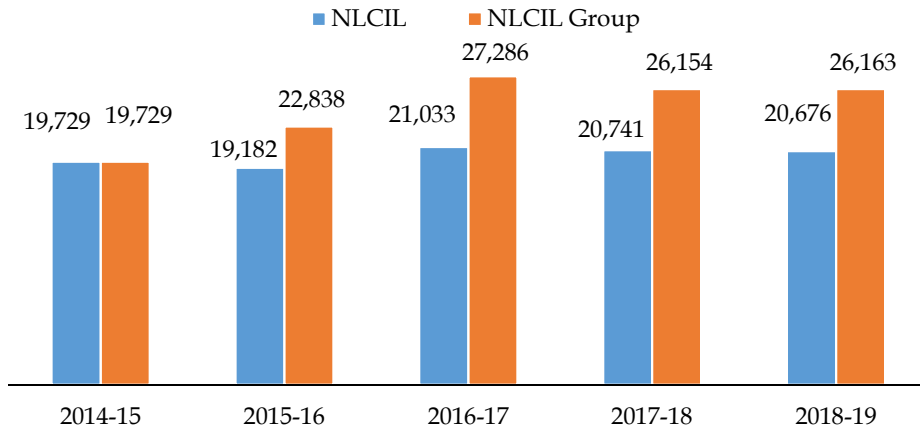


Total Assets excluding CWIP and Asset under Development less Current and Regulatory Liability from FY 2017-18 onwards.

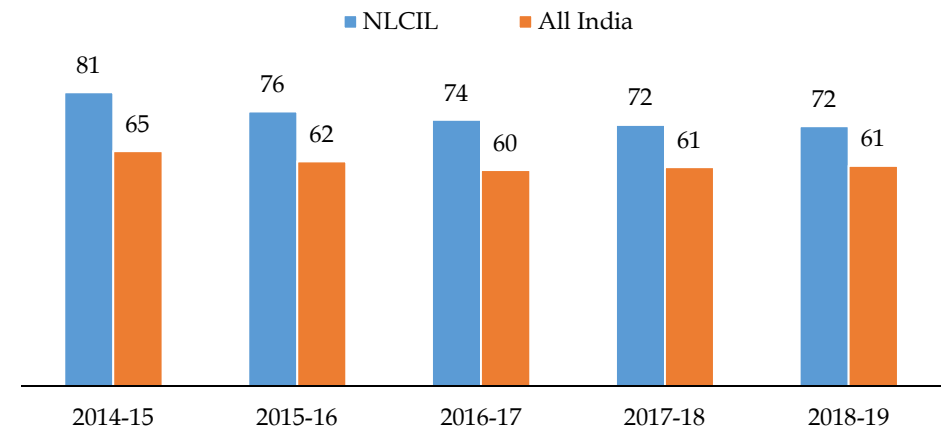
Note : Source from NLCIL Financial Results & Annual Reports and figures representing NLCIL Standalone; [^] Restated as per Ind AS

Operational Performance - Power Segment

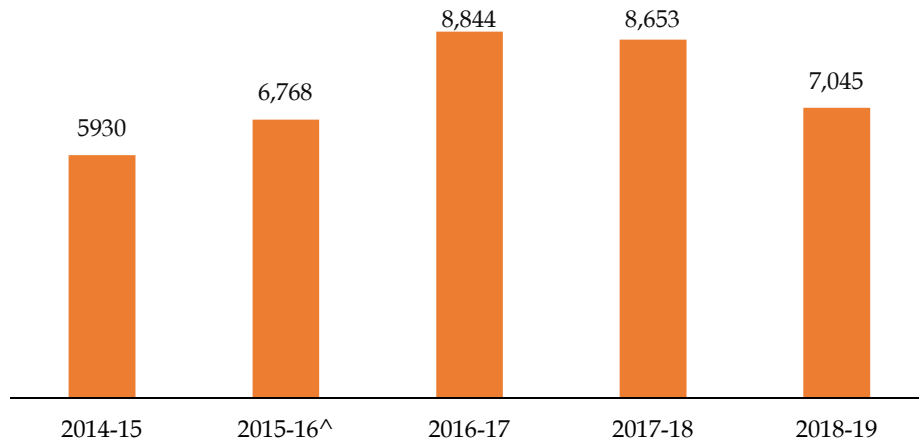
Power Generation (MU)



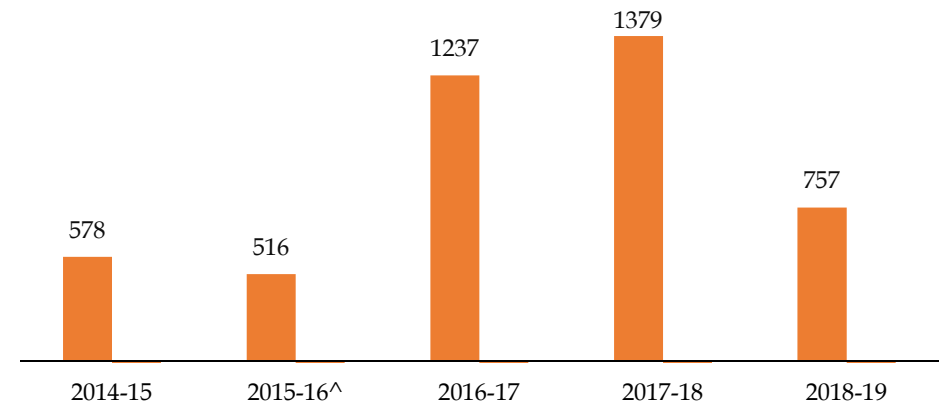
PLF (%) Comparison - Thermal



Revenue from Operations (Rs in Crore)



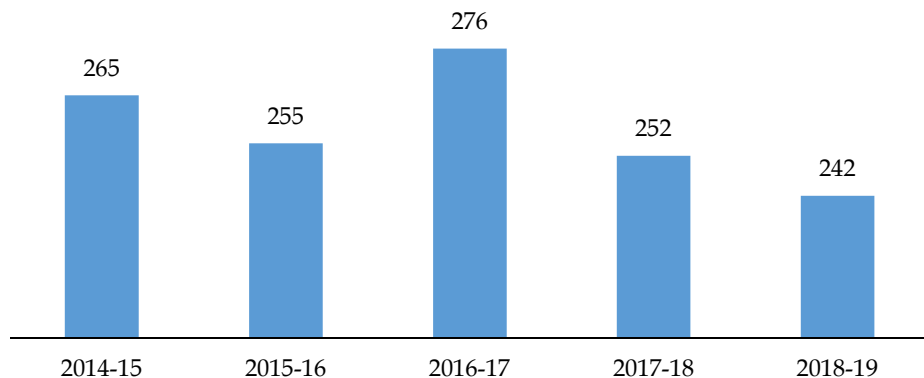
EBIT (Rs in Crore)



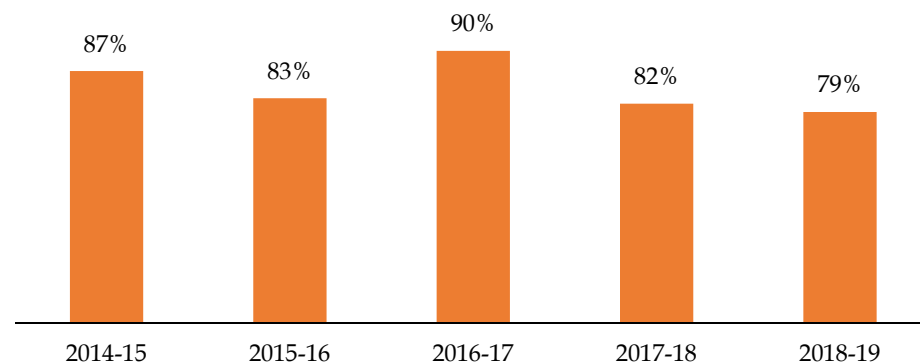
Source: Annual Report, Central Electricity Authority- Executive Summary Mar -19 Report

[^] Restated as per Ind AS

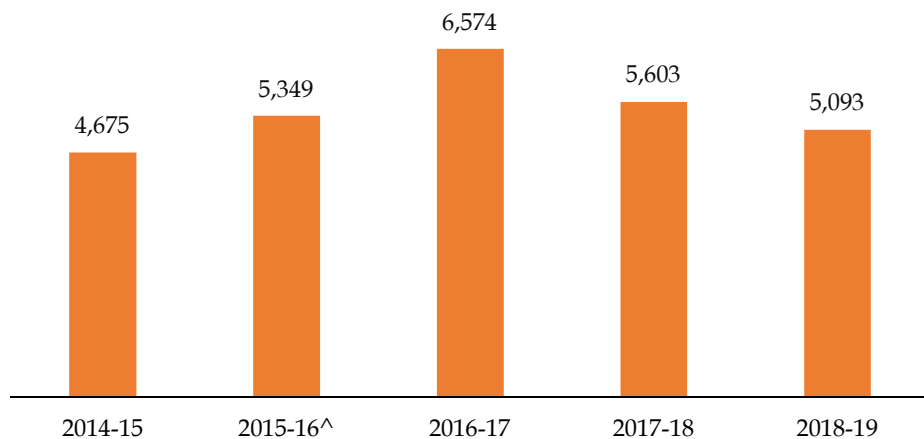
Lignite Production (LT)



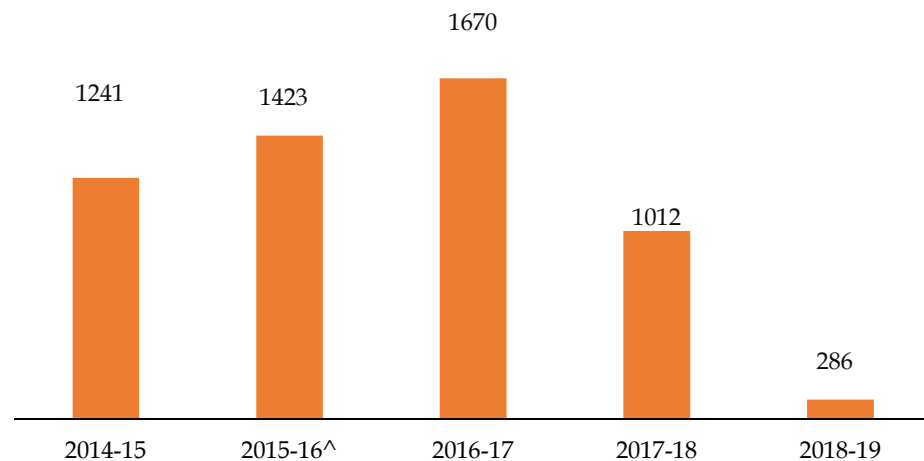
Capacity Utilization (%)



Revenue (Rs in Crore)



EBIT (Rs in Crore)

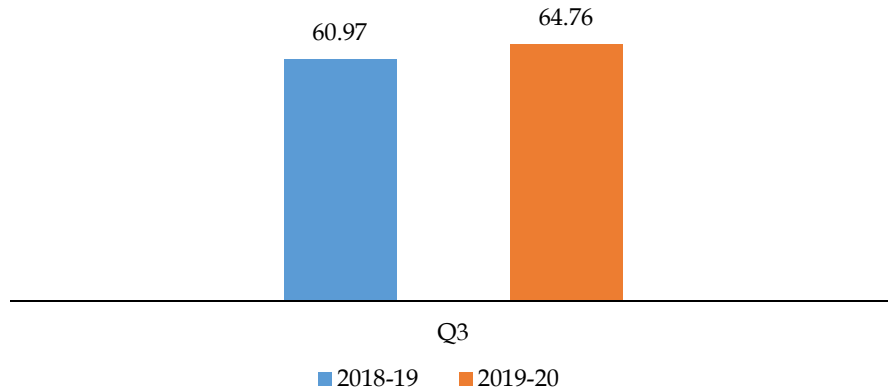


Note : Source from NLCIL Financial Results & Annual Reports and figures representing NLCIL Standalone financial statements

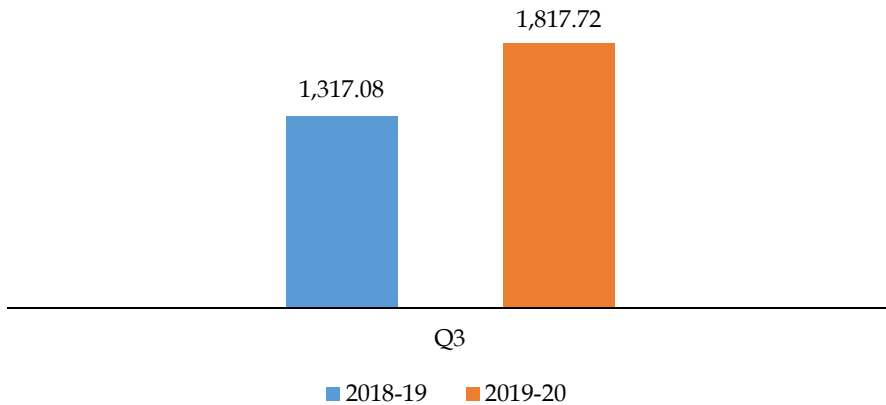
[^] Restated as per INDAS

Mining

Lignite Production (LT)

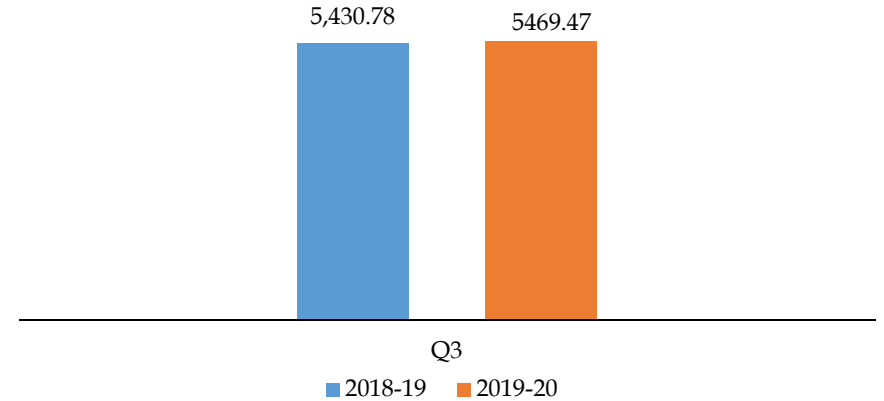


Revenue (Rs in Crore)

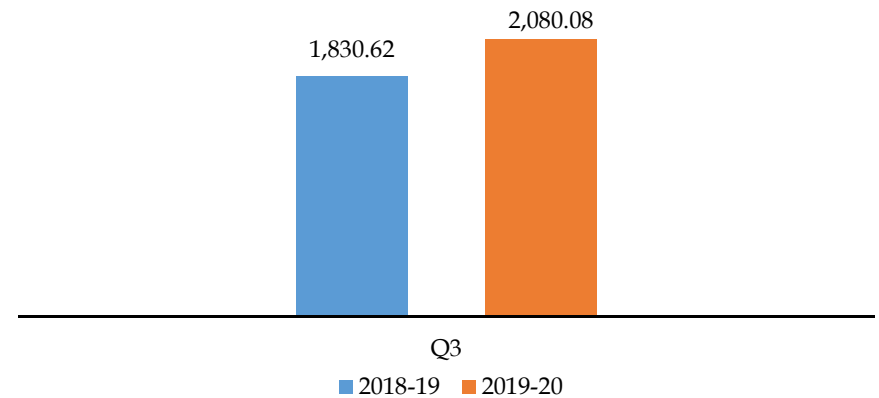


Power

Power Generation (MU)

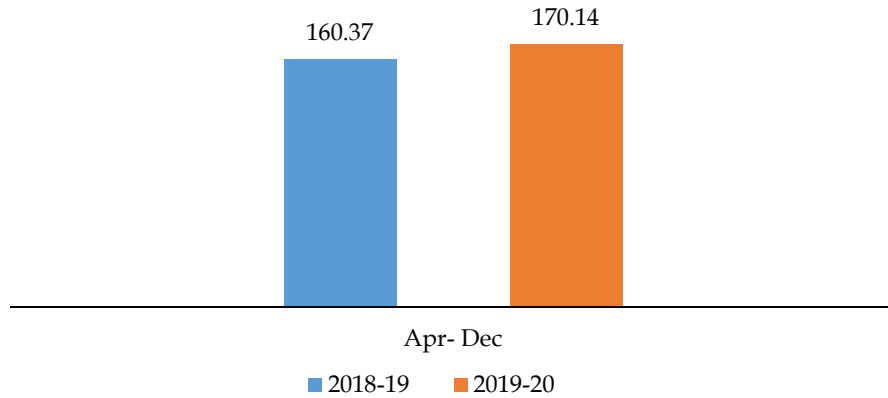


Revenue (Rs in Crore)

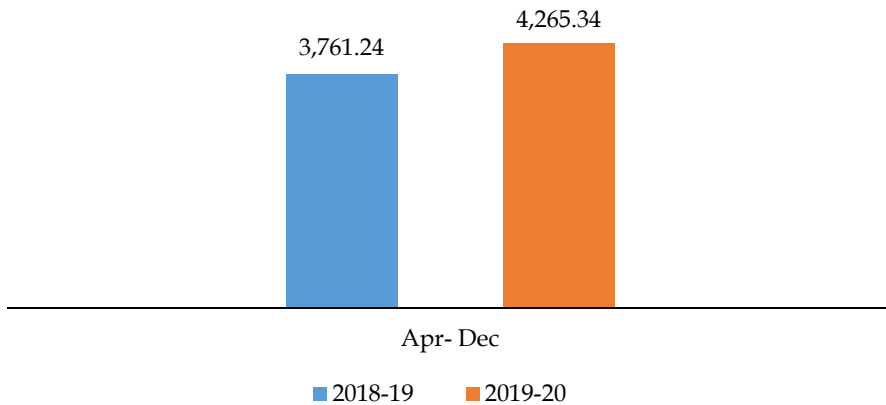


Mining

Lignite Production (LT)

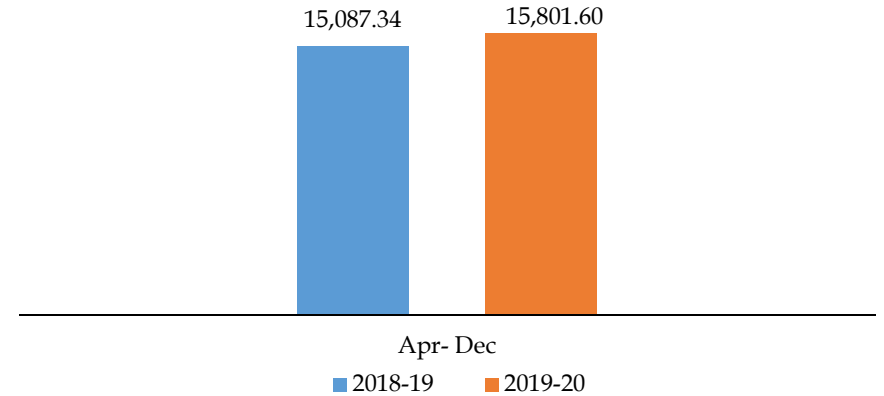


Revenue (Rs in Crore)

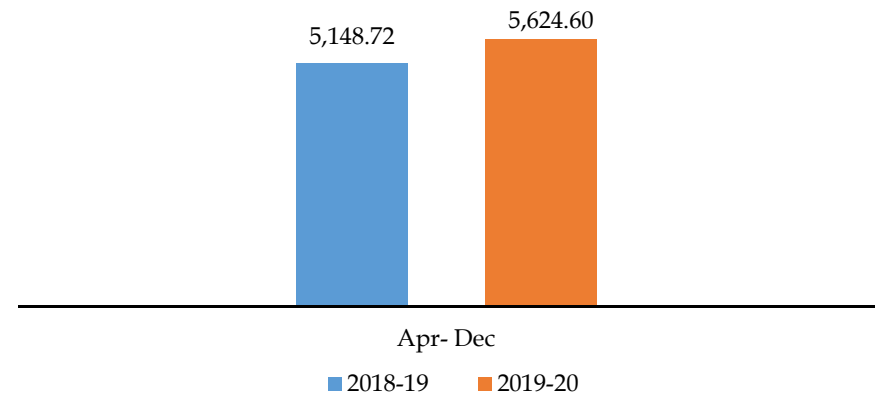


Power

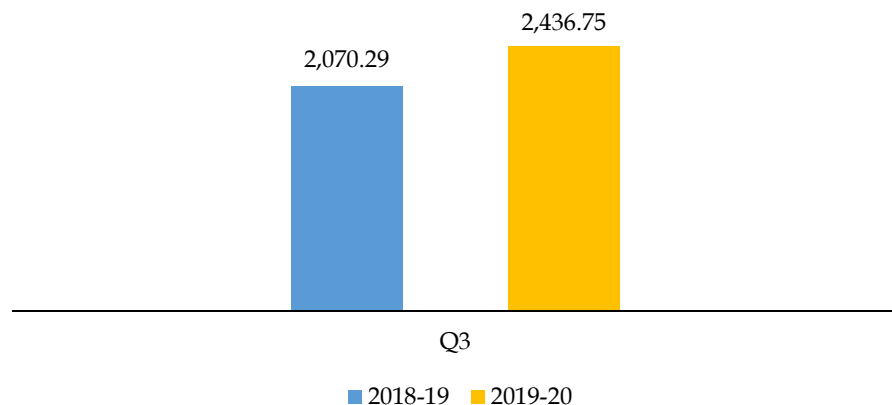
Power Generation (MU)



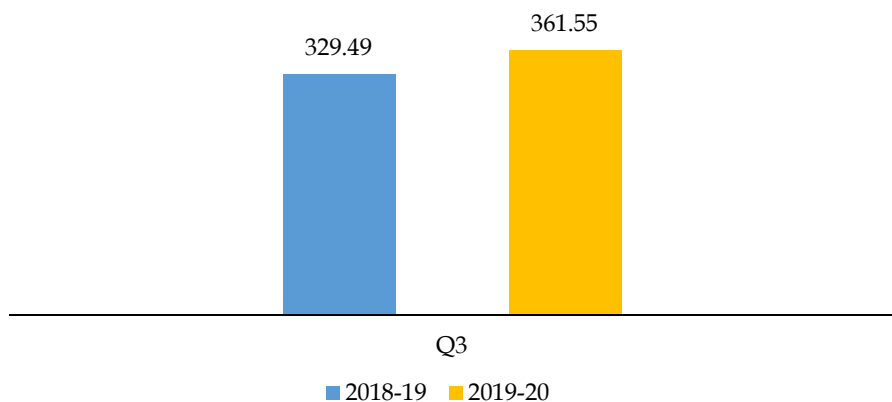
Revenue (Rs in Crore)



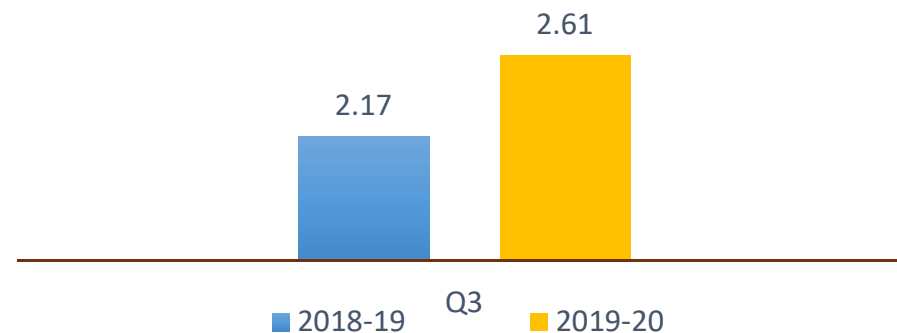
Total Income (Rs in Crore)



Profit After Tax (Rs in Crore)



Earning Per Share - EPS



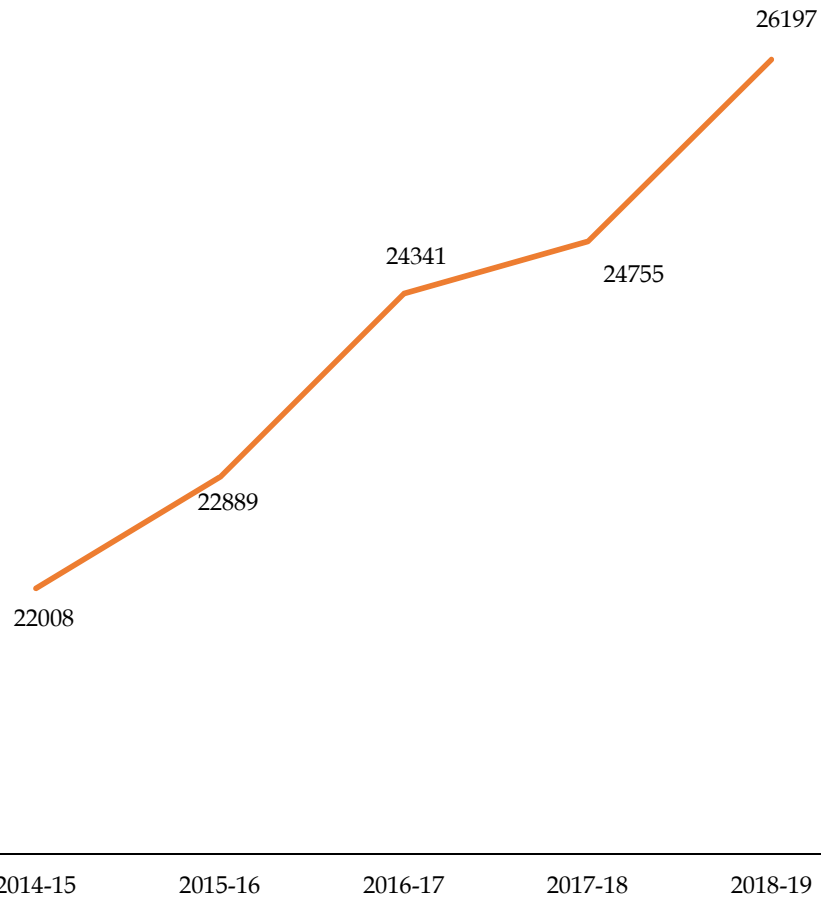
Quarterly Income Statement (Rs in Crore)

Rs in Crore	Mar-19	Jun-19	Sep-19	Dec-19
Total Income	2266.8	1904.03	2,217.85	2,436.75
EBITDA *	1071.78	755.55	909.85	1089.91
EBITDA Margin (%)	47.28%	39.68%	41.02%	44.73%
PAT	290.13	323.04	336.78	361.55
PAT Margin (%)	12.80%	16.97%	15.18%	14.84%

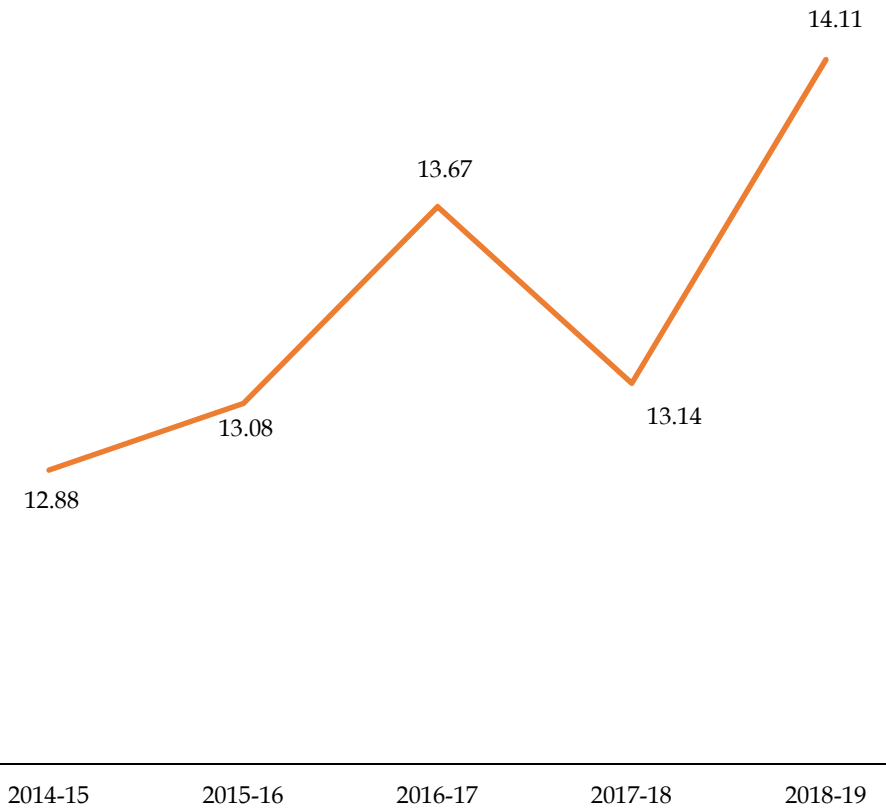
* EBITDA computed considering Net Movement in Regulatory Expenses/Income and without considering Exceptional Item.

Efficiency Parameters

Output per Man Shift - Power (KWhr)*

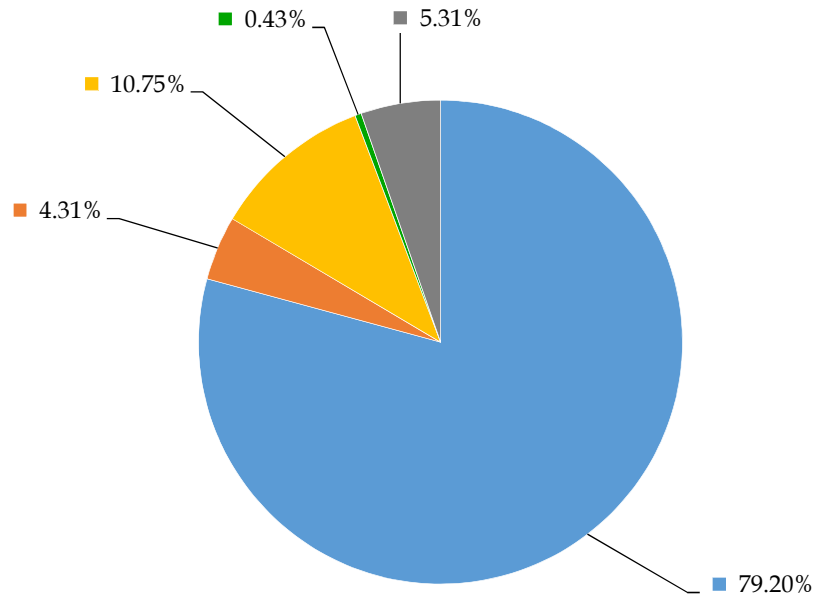


Output per Man Shift - Lignite (in Tonne)*



* Source from NLCIL Financial Results & Annual Reports and figures representing NLCIL Standalone

Shareholding Pattern



Total No. of Shares - 138,66,36,609

- Govt. of India
- State Govt. Sponsored Institutions
- Mutual Funds, Financial Institutions & Banks
- Insurance Companies
- Others

No. of Shareholders

(A) Promoter & Promoter Group	
Govt. of India	1
(B) Public	
State Govt. - Sponsored Institutions	5
Mutual Funds, Financial Institutions & Banks	38
Insurance	3
Others	98741
Total	98,788

Market Cap - Rs. 7265.98 Crore*

Shareholding Pattern as on 14.02.2020

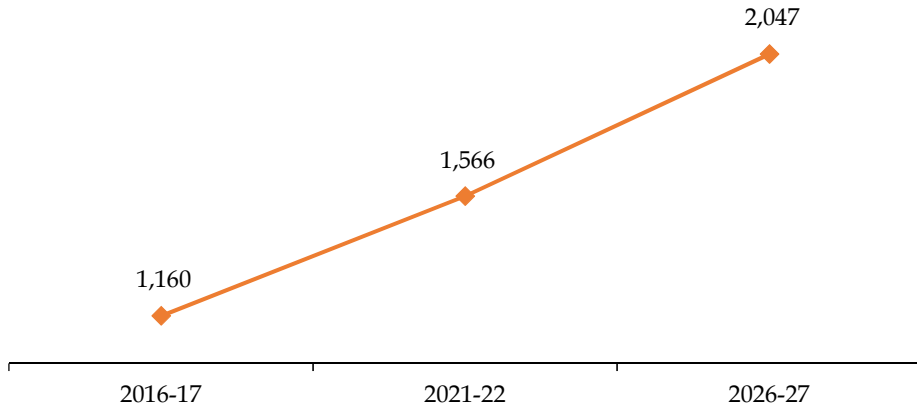
*Market Cap as on 14.02.2020 (Closing Price of BSE @ Rs. 52.40)



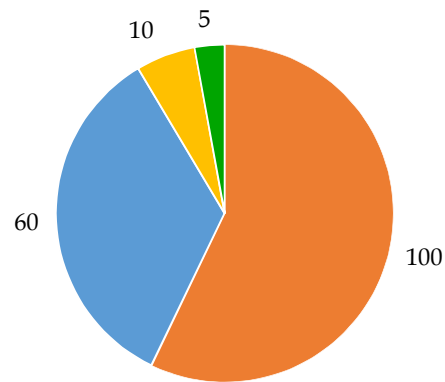
Market Opportunity

All India Electricity Requirement (in BU)

Electrical Energy Requirement

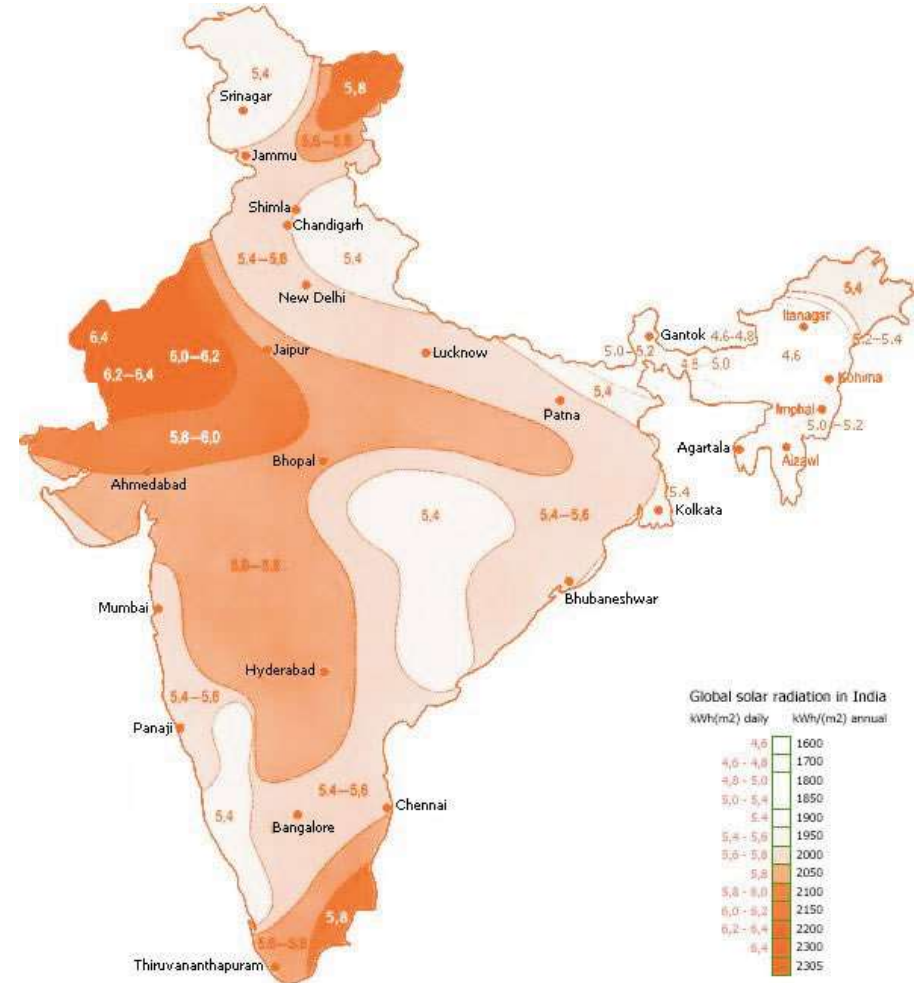


Targeted Renewable Energy by 2022 (175 GW)



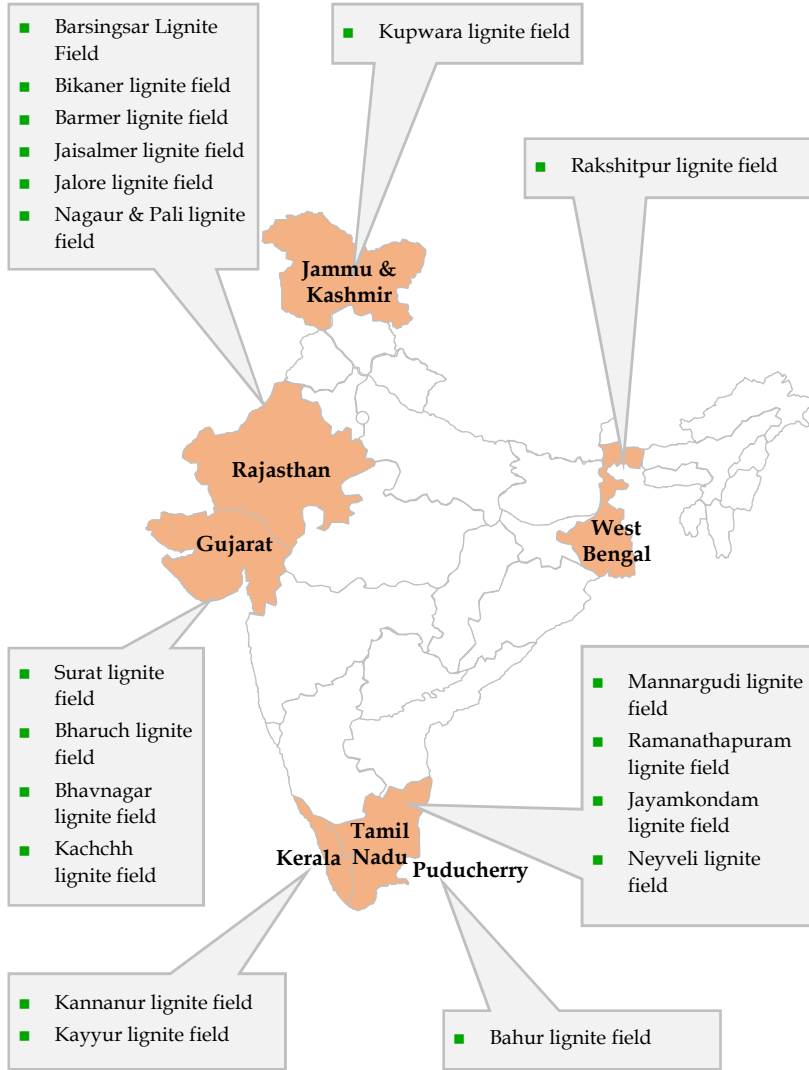
■ Solar (57%) ■ Wind (34%) ■ Biomass (6%) ■ Small Hydro (3%)

Untapped Solar Power Potential



Source :National Electricity Plan January 2018; Map not to scale

Lignite Reserves in India

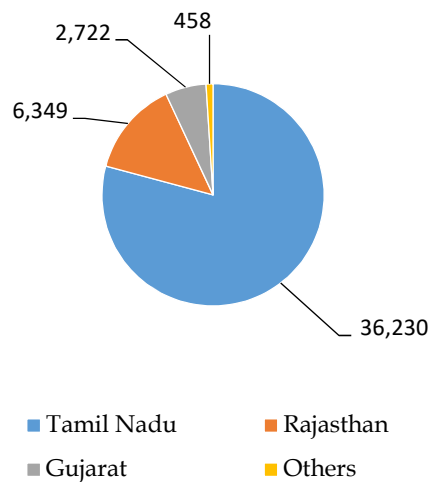


Map not scale
 *Source : Indian Coal and Lignite Resources - 2019 by GSI as on 01.04.2019)

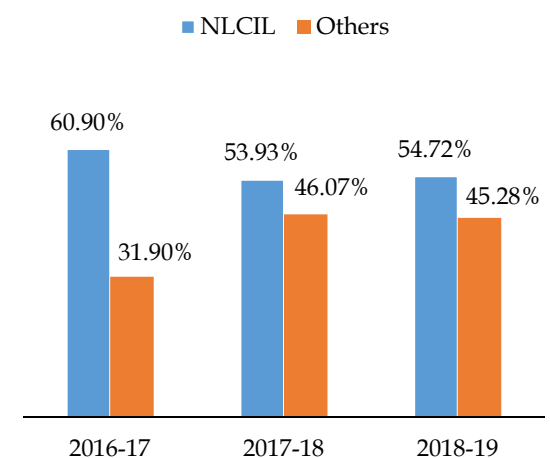
State wise Geological resources in MT as on 01.04.2019*

STATE	Proved	Indicated	Inferred	Total	%
Puducherry	0.00	405.61	11.00	416.61	0.91
Tamil Nadu	4340.35	22496.63	9392.85	36229.83	79.18
Rajasthan	1168.53	3029.78	2150.77	6349.08	13.88
Gujarat	1278.65	283.70	1159.70	2722.05	5.95
J&K	0.00	20.25	7.30	27.55	0.06
Kerala	0.00	0.00	9.65	9.65	0.02
West Bengal	0.00	1.13	2.90	3.93	0.01
Total	6787.53	26237.10	12734.07	45758.70	100.00

Lignite Reserves (MT)*

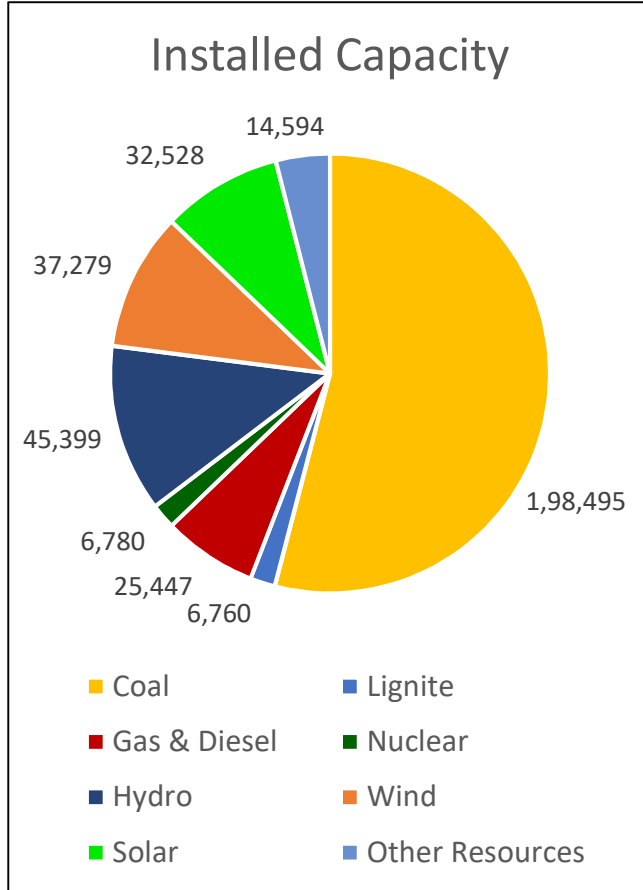


Market Share of Lignite Production

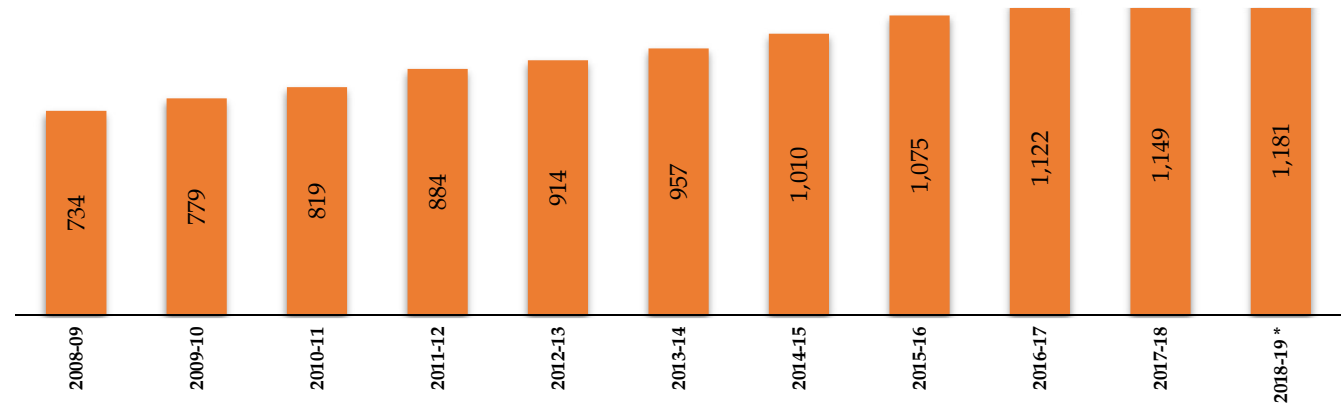


Installed Capacity as on 31.12.2019

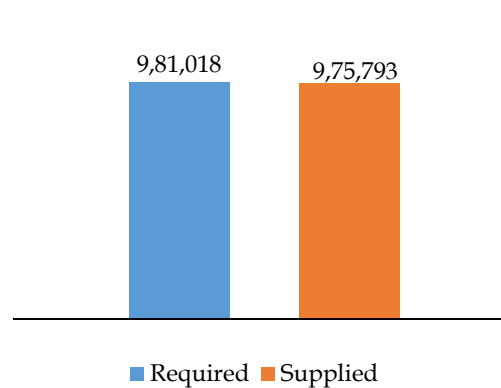
3,67,281 MW



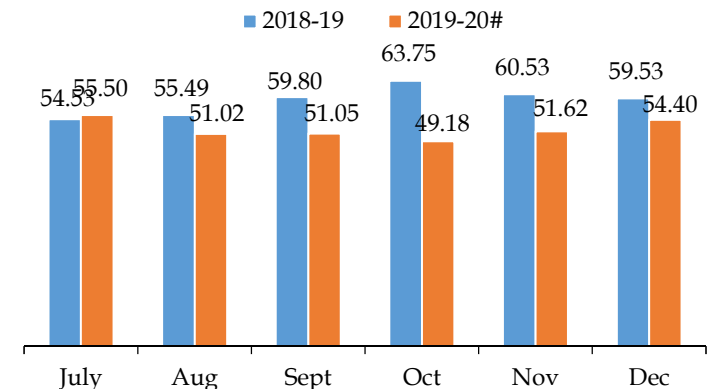
Per Capita Consumption (kWhr)



All India Energy Requirement & Supply (MU) : Apr-19 to Dec-19 (Provisional) - MU



All India Plant Load Factor of Thermal Plants (Excluding Gas Based Plants) %



Source : Central Electricity Authority - Executive Summary Dec-19 Report

* Provisional

#For Coal and Lignite based Power Plants and Provisional based on Actual-Cum-Assesment



Growth Plans

Sl. No	Project	Existing Capacity*	Addition Proposed	Total
1	Lignite (MTPA)	30.60	31.55	62.15
2	Coal (MTPA)	0	31.00	31.00
	Total Mining (MTPA)	30.60	62.55	93.15
3	Power - Lignite Based (MW)	3,640	3,140	6,780
4	Power - Coal Based (MW)	1,000	5,980	6,980
5	Power - Renewable (MW)	1,404	2,847	4,251
6	Acquisition of Power Assets (MW)	0	3,000	3,000
	Total Power (MW)	6,044	14,967	21,011

* Note: Existing Capacity as on 31.01.2020

Source : NLCIL Corporate Plan 2025

The Corporate Plan 2025 includes investments through subsidiaries and Joint Ventures

Growth Plan over 3 Years

Sl. No	Project	Existing Capacity *	Addition Proposed	Total
1	Lignite (MTPA)	30.60	23.00	53.60
2	Coal (MTPA)	0	31.00	31.00
	Total Mining (MTPA)	30.60	54.00	84.60
3	Power - Lignite Based (MW)	3,640#	1,320 #	4,960
4	Power - Coal Based (MW)	1,000	1980	2980
5	Power - Renewable (MW)	1,404	2,847	4,251
6	Acquisition of Power Assets (MW)	0	3,000	3,000
	Total Power (MW)	6,044	9,147	15,191

* Existing Capacity as on 31.01.2020.

NNTPS 1000 MW: Unit-I 500 MW was commissioned on 28.12.2019; Unit-II 500 MW is expected to Commission during Mar 2020. TPS -I 500 MW decommissioning is expected w.e.f 1st Apr 2020, 100 MW already decommissioned during FY: 2018-19.

Source : NLCIL Corporate Plan 2025

The Corporate Plan 2025 includes investments through subsidiaries and Joint Ventures

On going / Upcoming Mining Projects

Rs. in Cr

On Going Projects

Lignite Projects	MT	Estimated Cost	Expected COD
Expansion of Mine-IA from 3 MTPA to 7 MTPA	4.00	709.06	On Hold
Bithnok Lignite Mine, Rajasthan	2.25	513.63	On Hold
Hadla Lignite Mines, Rajasthan	1.90	522.45	On Hold
Mine III Neyveli	11.5	2,130.30	Mar-21
Total	19.65	3,875.44	

Rs. in Cr

Upcoming Projects

Lignite Projects	MT	Estimated Cost	Expected COD
Palayamkottai & Vellar [^]	11.50	-	Mar-22
Barsingsar Expansion, Rajasthan	0.40	-	On Hold
Total	11.90	-	

Total Lignite: 31.55 MT

Rs. in Cr

Coal Projects

Coal Projects	MT	Estimated Cost	Expected COD
Talabira II & III Coal Blocks	20.00	2401.07	Mar 2020
South Pachwara Coal Block **	11.00	1795.01	Project under MDO mode work under progress
Total	31.00	4196.07	

Total Coal: 31.00 MT

Source : NLCIL Corporate Plan 2025, [^] Under approval, ^{**} Allotted for NUPPL

On going / Upcoming Power Projects

On Going Projects

Lignite based TPS:	MW	Estimated cost (Rs. in Cr)	Expected COD
Neyveli New Thermal Power Project	500*	2817.41	U II-Mar- 20
Bithnok TPS [^]	250	2,196.30	On Hold
Barsingsar TPS Expn [^]	250	2,112.59	On Hold
TPS-II 2 nd Exp Phase I	1,320	8,733.49	Mar-23 Sep- 23
Total	2,320	15859.79	

Coal based TPS	MW	Estimated cost (Rs. in Cr)	Expected COD
NUPPL - UP	1,980	17,237.80	Unit I - Nov 20 Unit II - May 21 Unit III - Nov 21
Odisha Pit head TPS phase I (3 X 800 MW)	2400	17,636.78	May-23, Nov 23 May 24
Total	4,380	34,874.58	

Renewable	MW	Estimated cost (Rs. in Cr)	Expected COD
Solar - Andaman (20 MW)	17.50 ^{^^}	130.77	Mar 20
Total	20	130.77	

Upcoming Projects

Renewable	MW	Estimated cost (Rs. in Cr)	Expected COD
Solar - in various States	2,630	-	Mar 22
Wind Power - TN	200	-	Mar 21
Total	2,830	-	

Lignite based TPS	MW	Estimated cost (Rs. in Cr)	Expected COD
TPS-II 2 nd Exp Phase II	1,320	-	Mar-24

Coal based TPS	MW	Estimated cost (Rs. in Cr)	Expected COD
Odisha TPP Phase II	800	-	Mar-24
Odisha TPP Phase III	800	-	Sep-24
Total	1600		

Power Assets Acquisition	MW	Expected COD
Power Assets Acquisition	1200	2020-21
Power Assets Acquisition	1800	2021-22
Total	3000	

*NNTPS 1000 MW: Unit-I 500 MW was commissioned on 28.12.2019; Unit-II 500 MW is expected to Commission during Mar 2020. TPS I 500 MW decommissioning is expected wef 1st Apr 2020, 100 MW already decommissioned during FY:2018-19. The total project Cost is Rs 7080.41 crore, out of which Rs Rs 4263 crore has been Capitalized based on Commissioning of unit I.

[^] These projects are on hold.

^{^^} Out of 20 MW, 2.5MW is already commissioned during the year 2018-19.

Source : NLCIL Corporate Plan 2025



Corporate Social Responsibility

Details of CSR expenditure (Rs. Cr)

Year	Norm	Actual
2016-17	43.46	37.19
2017-18	37.32	43.59#
2018-19	45.17	49.46

Green belt development

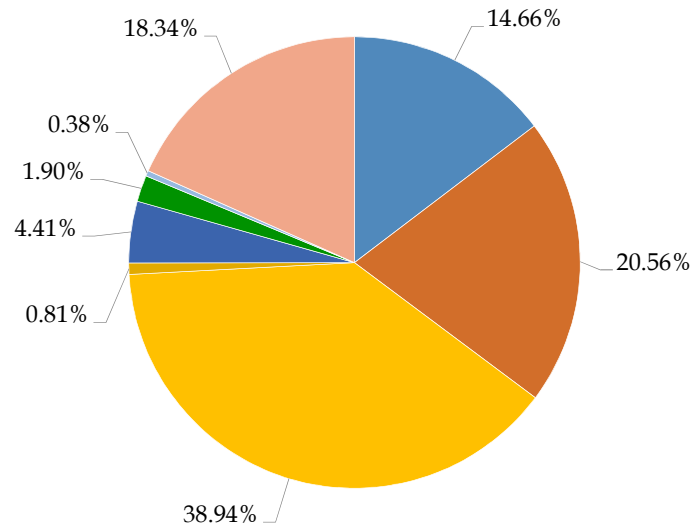


Neyveli Township Overview Green Cover with 191 lakh trees.



Paddy field on Reclaimed Mined land at Neyveli

% of amount spent on CSR Activities in 2018-19



- Health & Sanitation
- Water & Irrigation
- Education
- Promotion of Sports
- Infrastructure
- Environmental Sustainability
- Old Age Home
- Others



#Includes unspent carry forward of 2016-17 amounting to Rs.6.27 Crore

Energy Conservation

- Formed 14 industrial service units for adoption of energy conservation measures
- Installation of energy efficient equipments
- Energy Audit for Thermal Power Stations
- Intensive installation of LED bulbs in township area
- Minimisation of idle running hours in crushers in TPSs
- Timer Processor units are being installed in outdoor lights
- Adding of capacitor banks through induction motors
- 50.77 MU of energy conserved through energy efficiency measures

Technology Absorption

- Techno Economic Feasibility done for solar drying of lignite.
- Development of Micro Hydel power generation
- Pilot project of Floating Solar PV plant of 200 Kw at thermal lake is in progress
- Extraction of construction grade sand from overburden materials
- Studies on Zeolite based catalyst for mitigation of exhaust gas pollution
- Exploring alternate use of lignite is in progress.

R & D Initiatives

- Underground Coal Gasification, Silica sand Beneficiation Plant, Development of fly ash based pesticide, Dynamic Loading of Conveyors
- 2 projects completed – Conservation of energy through implementation of Programmable Logic Control (PLC) based Dynamic Loading System in Conveyors & Delineation of buried sub-surface objects in Opencast mines.
- Extracting Methanol from Lignite is also under consideration.

- Risk in Land acquisition
- Realisation of Dues from DISCOMs
- Surrender of Power by beneficiaries
- Denial of agreed tariff due to delay in commissioning of projects.
- Competition consequent to de - regulation in Indian power sector
- Risk due to stringent Environmental norms
- Stringent Norms prescribed by regulatory authority affecting power tariff.
- Cost and time overrun of projects under execution
- Higher cost of lignite Mining



Thank You