

<p>कोल इण्डिया लिमिटेड महारात्न कंपनी 3 तल्ला, कोर-2 प्रेमिसेस-04-एमआर, प्लॉट-ए एफ-III, एक्शन एरिया, न्यूटाउन, रजरहट, कोलकाता-700156 फोन 033-23246526, फॅक्स-033-23246510 ई मेल: mviswanathan2.cil@coalindia.in वेबसाइट: www.coalindia.in</p>		<p>Coal India Limited A Maharatna Company (A Govt. of India Enterprise) 3rd floor, Core-2 Premises no-04-MAR, Plot no-AF-III, Action Area- 1A, Newtown, Rajarhat, Kolkata-700156 PHONE; 033-2324-6526, FAX; 033-23246510 E-MAIL: mviswanathan2.cil@coalindia.in WEBSITE: www.coalindia.in CIN- L23109WB1973GOI028844</p>
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Ref.No.CIL:XI(D):04157:2018:

Dated:17.08.2018

To,
Listing Department,
Bombay Stock Exchange Limited,
14th Floor, P.J.Towers,
Dalal Street,
Mumbai – 400 001
Ref. : Scrip Code 533278

To,
Listing Department,
National Stock Exchange of India Limited,
Exchange Plaza,
Bandra Kurla Complex,
Bandra (E),
Mumbai – 400 051.
Ref: ISIN – INE522F01014

SUB:- Presentation to Institutional Investors Non deal Roadshow.

Dear Sir,

This is to inform that representatives of Coal India Limited will attend the Investor Meetings (Non deal Road show) with the investors identified by Merchant Bankers at USA during 20th to 27th August' 2018.

In terms of Regulation 46(2) (o) of Listing Regulations 2015, we are attaching Corporate Presentation of CIL to be given to Institutional Investors at Non deal Roadshow.

This is for your information and records please.

Yours faithfully,

Mike
17/8/18

(M.Viswanathan/एम.विस्वनाथन)

Company Secretary/कंपनी सचिव

& Compliance Officer/कम्प्लायंस ऑफिसर

Encl:As above



कोल इण्डिया लिमिटेड
Coal India Limited

भारत सरकार का उपक्रम
A Government of India Undertaking
एक महारत्न कंपनी A Maharatna Company

Coal India Limited Corporate Presentation

AUGUST 2018



Industry Overview



Coal India Ltd. – Genesis, Vision & Mission

1975

- Nationalized coal mines under Coal Mines Authority Ltd. re-organised as Coal India Limited.
- **Coal Production ~ 79 Mt**

Today

- Largest pure play coal producer in the world
- CIL was awarded prestigious 'Maharatna*' status by GOI.
- **Coal Production - 137 Mt in Q1 FY19**

VISION

To emerge as a global player in the primary energy sector committed to provide energy security to the country by attaining environmentally & socially sustainable growth through the best practices from mine to market.

MISSION

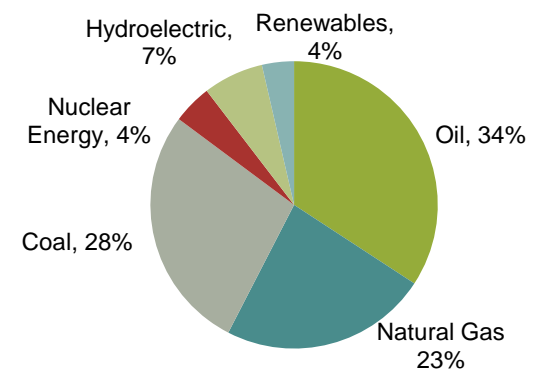
To produce and market the planned quantity of coal and coal products efficiently and economically in an eco-friendly manner with due regard to safety, conservation and quality.



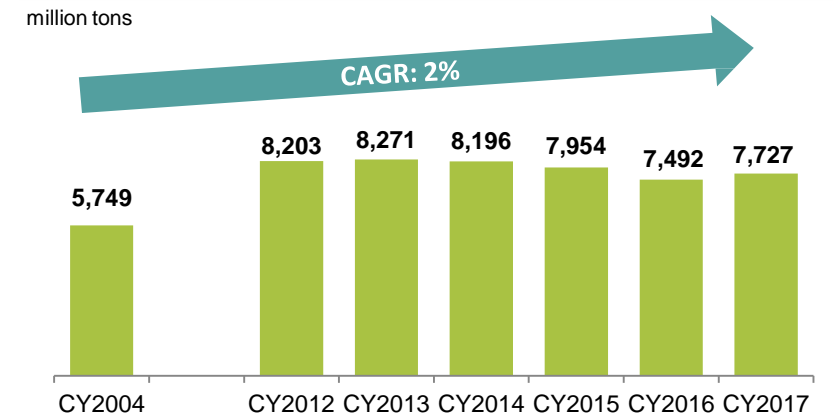
Global Coal Sector

Coal – Second Most Used Fuel Globally⁽¹⁾

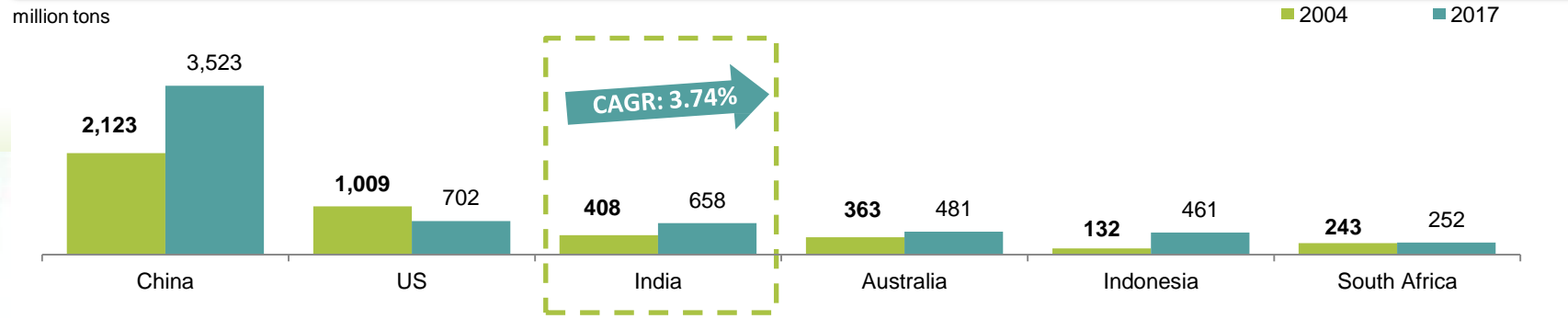
World Primary Energy Consumption (CY2017)



Global Coal Production⁽¹⁾



India was 3rd Largest Coal Producer Globally in 2017⁽²⁾



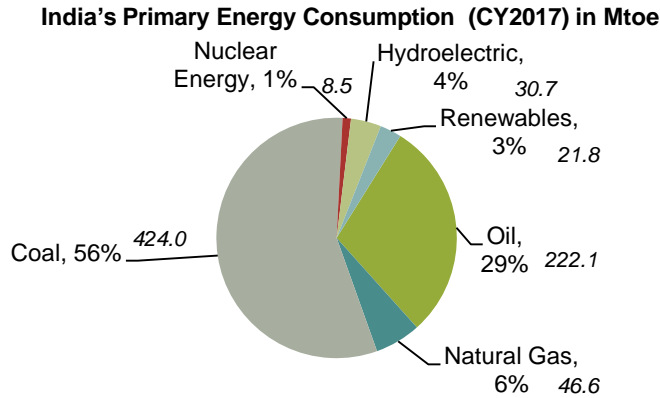
India's production CAGR of ~4% amongst the highest growth rates in the global coal sector

Source: ⁽¹⁾ BP Statistical Review 2018; Coal Controller of India for India data ⁽²⁾ Production data for India is as per FY2005 and FY2017 as published by the Coal Controller of India (and does not include lignite), for other countries the data is for CY2004 and CY2017 as published in BP Statistical Review 2018



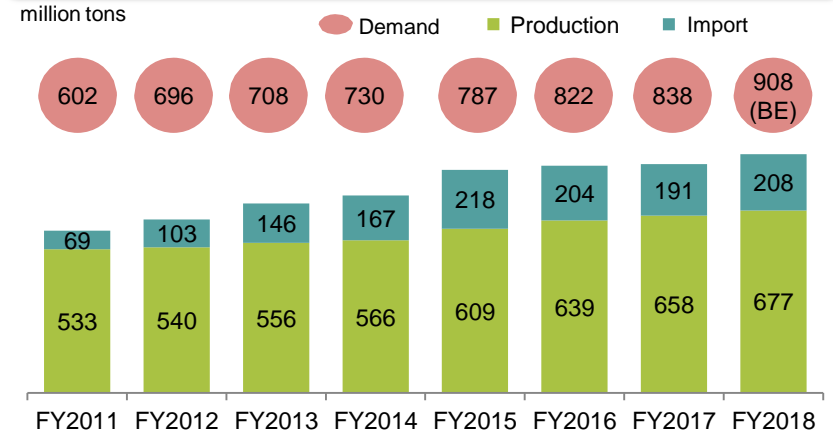
India's Coal Sector Overview

Coal – India's Primary Source of Energy⁽¹⁾



Coal provides 56% of Indian energy needs & ~73% of the entire power generated in the country is coal based ⁽⁵⁾

Demand Supply Scenario⁽²⁾



Inventory of Geological Resources of Indian Coal (upto a depth of 1,200 meters) as on 01-Apr-2018⁽³⁾

Category	Proved	Indicated	Inferred	Total	% Share
Coking (billion ton)	20	13	3	36	11%
Non Coking including tertiary coal (billion ton)	129	126	28	283	89%
Total (billion ton)	149	139	31	319	100%
% Share	47%	44%	9%	100%	

Coal meets ~29% of the world's energy needs⁽¹⁾ and generates 41% of world's electricity⁽⁴⁾

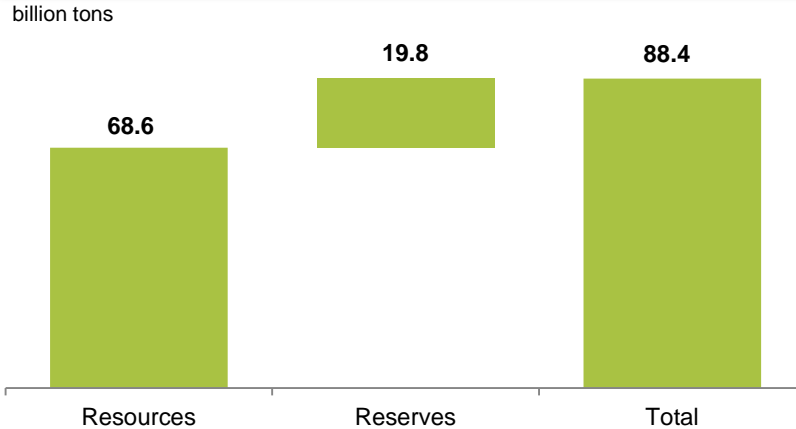


Coal India Highlights



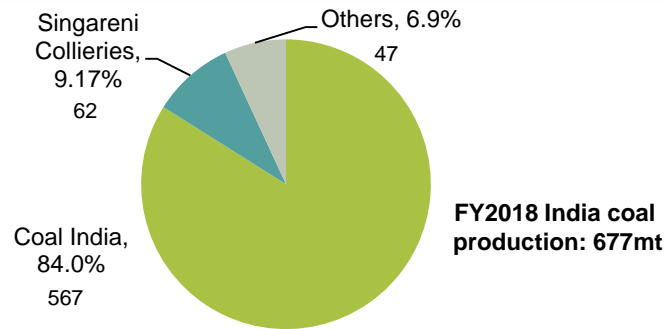
Coal India: Key to India's Energy Security

Coal India – Resources and Reserves¹



- Presence in Mozambique through Coal India Africana Limitada
- 2D / 3D seismic survey methods are being adopted for exploration purpose, enabling faster identification of resources
- Development of Coal Bed Methane (CBM) / Coal Mine Methane (CMM) prospects in collaboration with the Government Agencies
- In addition to 88.4bt of total resources and reserves in CIL blocks,⁴ 119 blocks with total geological reserve of 45.5bt have been tentatively assigned to CIL by Gol

Key to India's Energy Security²



- Coal India contributed 84% to India's total coal production in FY17
- Coal accounts for 56%⁽³⁾ of India's primary energy consumption
- Coal India operates 369 mines via 8 coal producing subsidiaries



Key Company Highlights

Organizational Commitment to Sustainable Development

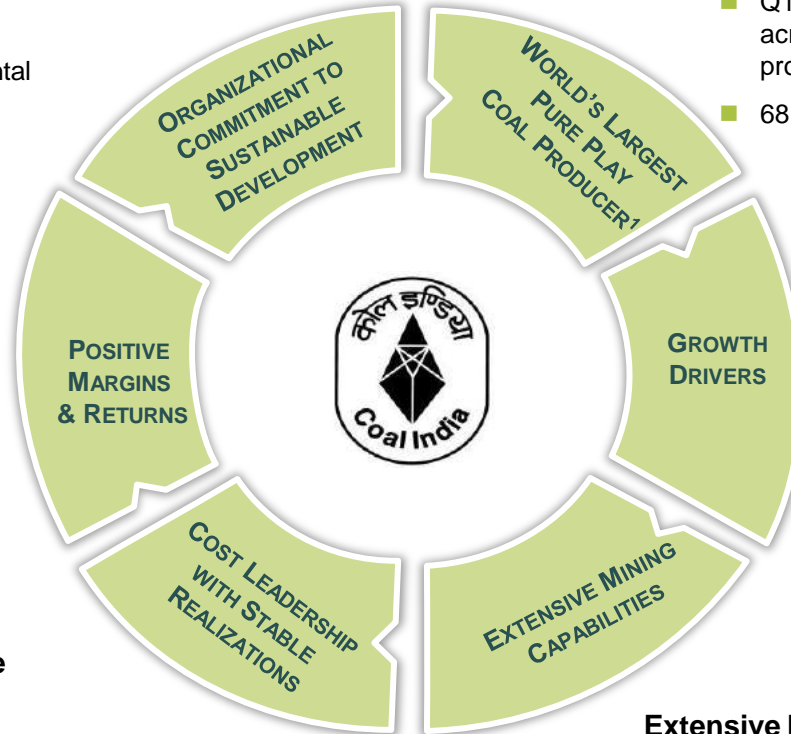
- High focus on social, environmental and health & safety initiatives
- Documented CSR policy

Positive Margins & Returns

- Q1FY19 EBITDA³ margin of 27.7%
- Q1FY19ROAE³ of 17.3%
- FY18 Dividend Payout Ratio of 146%

Cost Leadership with Stable Realizations

- Higher proportion of open cast mining operations and increasing labor productivity
- Improving productivity & efficiency through use of higher capacity equipment for higher output.



World's Largest Pure Play Coal Producer¹

- Q1 FY19 production of 137 million tons across 369 operational mines, with ongoing projects for further ramp-up
- 68.6 bt Resources and 19.8 bt Reserves²

Growth Drivers

- Coal accounts for more than 50%⁽⁴⁾ of the total commercial energy production in India
- Favorable expected demand from key sectors such as power and steel

Extensive Mining Capabilities

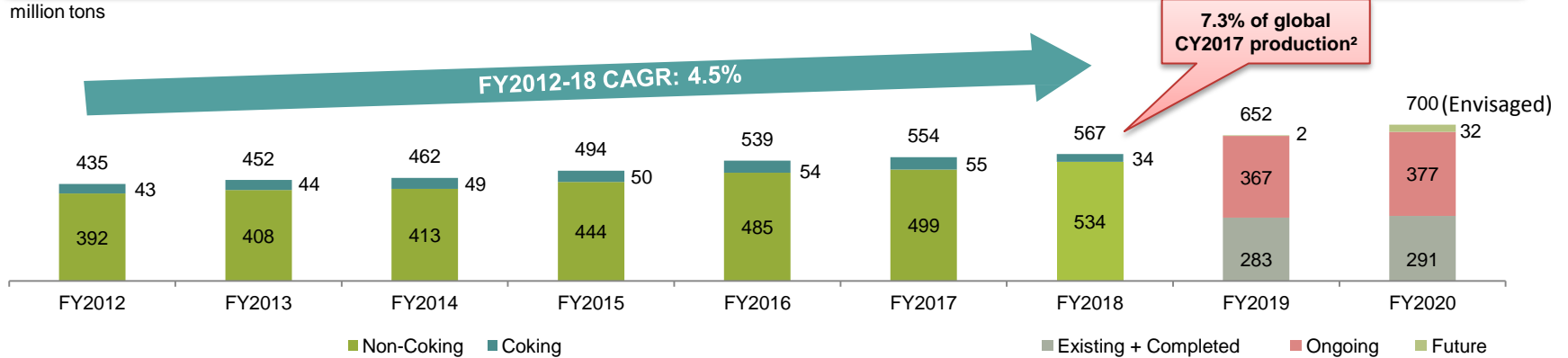
- Advanced technology in open cast mining
- Focus on meeting commitments to the power sector

¹ Largest listed coal company by annual production in FY2017² Data as of April 1, 2013 based on the United Nations Framework Classification (UNFC) classification as measured and prepared by CMPDI Ltd, a wholly owned subsidiary of Coal India Limited. Total reserves do not include reserves in Mozambique³ EBITDA (unaudited) has been calculated by adjusting (adding back) with profit before tax the finance cost, depreciation / amortization/ impairment, provisions, write-offs, prior period adjustments and extra-ordinary items, if any. EBITDA includes other income. EBITDA margin represents EBITDA as a percentage of Total Income (net of excise duty). ROAE FY18 calculated as the ratio of Profit after taxes to the average shareholders' equity for FY18 and FY17. ⁴ Coal India Annual Report 2017, BP Statistical Review



1 World's Largest Pure Play Coal Producer

Largest Pure Play Coal Producer Globally¹, Slated for Further Growth



- CIL's trend of growth was affected by introduction of blanket ban by MOEF in 2010.
- With lifting of ban growth restored to 7% in 2014-15, in 2015-16 highest ever growth to 8.9% to reach a level of 539 Mt and ~2% in 2017-18 due to reduction in coking coal production
- Incremental increase in coal production by CIL during last 5 years (FY 2013 - FY 2018) was 115 MTs, compared to incremental increase of 73 MTs during previous 5 years from FY 2008 to FY 2013.

Ongoing Projects

- 115 major ongoing Coal projects are under implementation:
 - Expected contribution of about 322 Mt in FY 2019; planned to reach level of 377 Mt in FY 2020
 - Operating large project-50 Mty (Kusmunda Opencast) , 70 Mty (Gevra Expansion Project), 25 Mty (Bhubaneswari OC), 20 Mty (Jayant , Dhadhichua)

Future Projects

- 65 new projects, with a targeted capacity of 247.66 MTY, have been identified in FY 2014-2015, out of which
 - Project reports of 27 projects are under formulation
 - Out of these 65 future projects, 27 projects having ultimate capacity of 108.29 MTY have been approved

Other Initiatives

- Investment in logistics and infrastructure for coal offtake
 - 6 major railway infrastructure projects to improve offtake from 3 growing coalfields in 3 subsidiaries
 - Development and construction of Major Road Infrastructure for Coal Transport
 - Capacity Enhancement of Rapid Loading Systems / Silo
 - Investment in larger size heavy earth moving machineries
 - Operator Independent Truck Dispatch Systems have been installed in 11 large Opencast projects in 4 subsidiaries

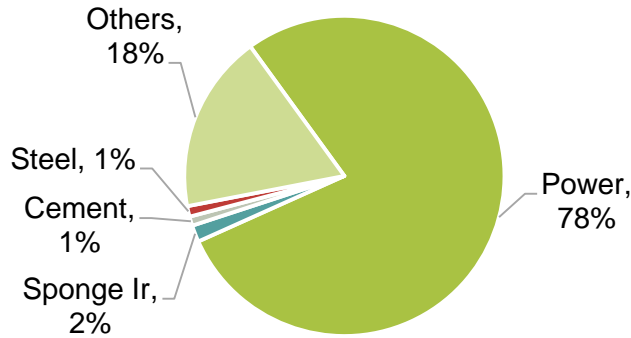
Note: FYE 31-March; Source: BP Statistical Review 2018, XIIth 5 Year Plan published by the Planning Commission of India

¹ Largest listed coal company by annual production in FY2018; ² Global production data for year ended 31-Dec; Coal India production data for year ended 31-March; For comparison purposes with global production for Dec-2017, Coal India data for FY2018 has been used.; ³ Production data for FY17, FY18, FY19 and FY20 is based on Company data and not independently verifiable. There can be no assurance that this target / capacity will be reached.



2 Growth Drivers In Place

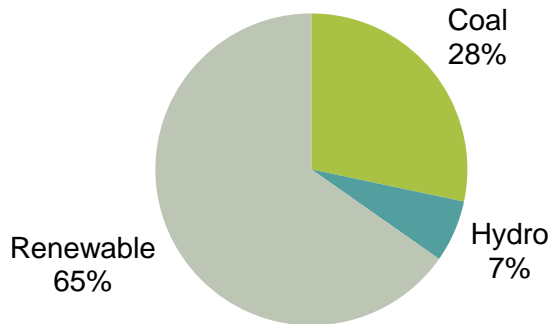
Sector Wise Demand of Coal* (Q1 FY2018-19)



Demand Growth from End Industries

- Large energy deficit coupled with low per capita consumption expected to drive significant capacity additions in power sector
- Coal continues to serve the country as its primary commercial energy provider²
- Coal is expected to account for most of the incremental power capacity in India
- Besides power, cement and steel industries are also expected to increase coal demand
- Collaboration with State Governments & Railways for 'Railway Linkages' at important coalfields
- Expected favorable demand from power & steel; Country adopts power for all 24x7

Most of the Incremental Power Capacity** (FY 2017-18)



Source : *As per AAP of CIL for 2017-18. Based on all India demand accessed by the Niti Ayog, supply plan of CIL and other coal producing companies are set in the Annual Plan document of the MOC.
 **Based on CEA Installed Capacity report comparative w.e.f. 31.10.2017 to 31.03.2018. Gas/LNG sector has witnessed decommissioning of 178 MW during this period, resulting in negative increment.



3A

Extensive Mining Capabilities

Exploration

- 1.366 million meters of drilling achieved in FY2017-18
- Exploratory drilling in 118 CIL blocks / mines in FY2017-18
- Capacity expansion & modernization of drills, supply orders for 7 Hi-tech Hydrostatic drills have been issued in 2017-18
- Exploration and drilling expenses of INR 7.56 billion incurred in FY2017-18.

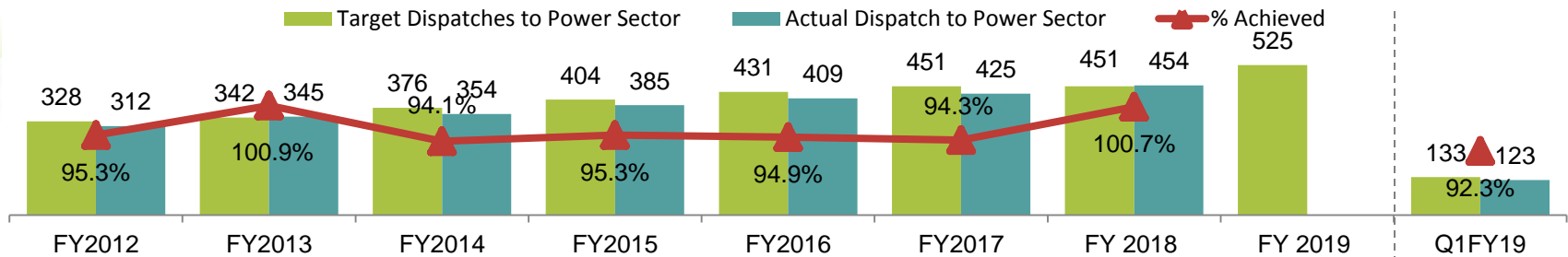
Mining

- 369 mines owned
 - 177 open cast mines
 - 174 underground mines
 - 18 mixed mines
- Production in Q1FY19 was 129 million ton from open cast mines and 8 million ton from underground mines*

Beneficiation

- Operates 15 washeries
- 4 non-coking coal beneficiation facilities with throughput capacity of 16.22 mtpa
- 11 coking coal beneficiation facilities with throughput capacity of 20.68 mtpa
- **Future Programme:** 18 new washeries, capacity 95.6 Mty
 - Coking – 9 Nos (28.1 Mty)
 - Non-coking – 9 Nos (67.5 Mty)

Focus On Meeting Target² Dispatches To The Power Sector



Source: Company data and filings

¹ As provided by the Company data and not independently verifiable

² Target Dispatches to the Power Sector as per Company's annual reports

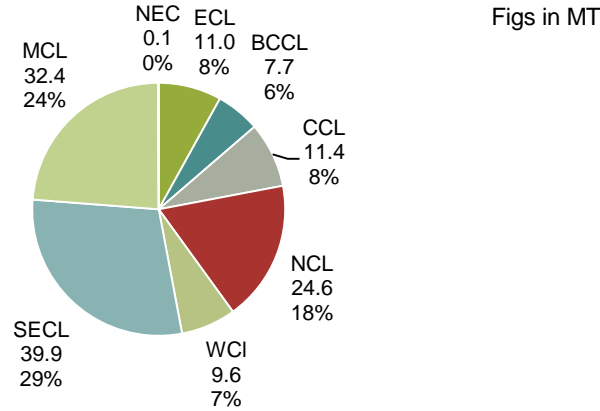
³ Through in-house and outsourcing resources *Provisional Data



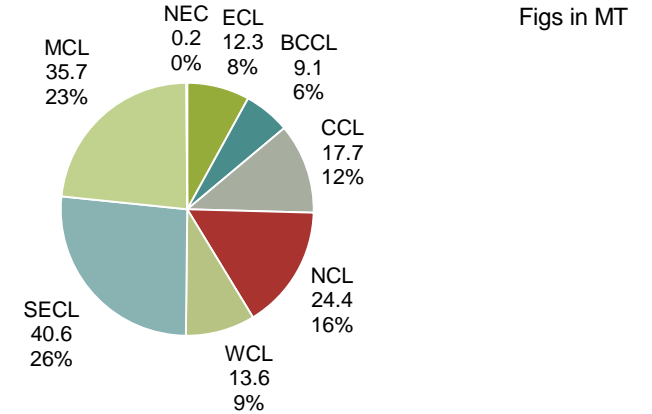
3B

Subsidiary Performance during the current year

Production Performance during Q1FY19*



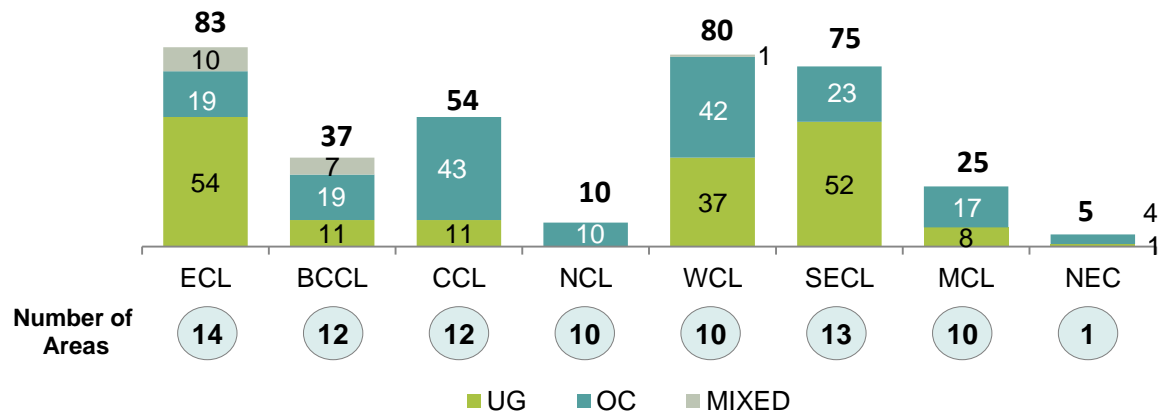
Offtake Performance during Q1FY19



Manpower

Sub. Co.	01.07.2018
ECL	61,085
BCCL	48,058
CCL	40,435
NCL	15,001
WCL	45,251
SECL + DCC	57,832
MCL	22,381
NEC	1,464
CMPDIL	3,356
CIL HQ	929
TOTAL	2,95,792

Subsidiary-wise Number of Mines

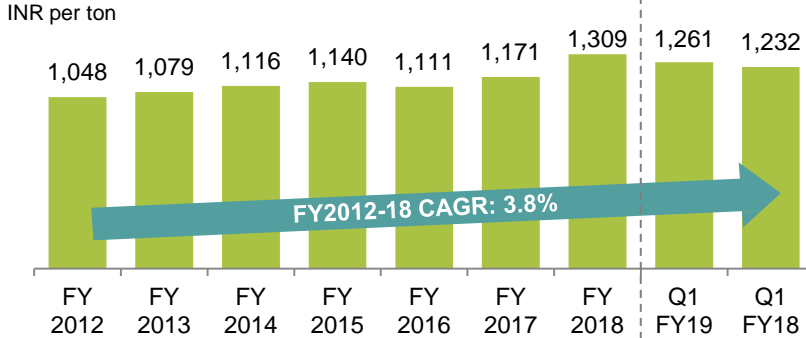


*Provisional Data
Source: Company data

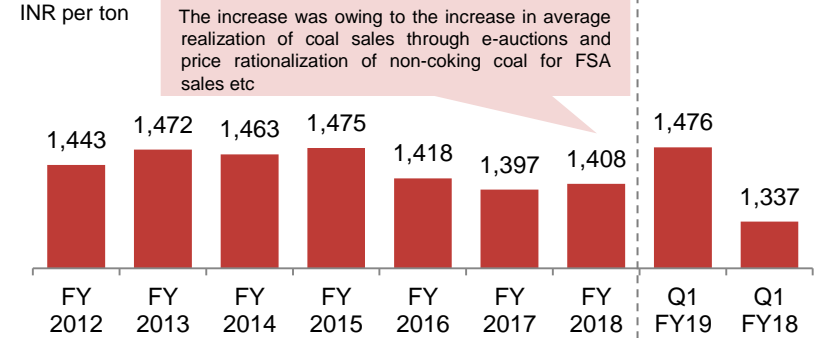


4 Cost Leadership With Stable Realizations

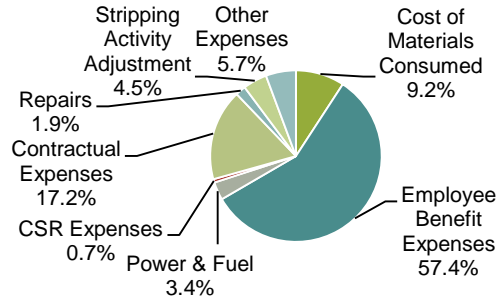
Low Absolute Operating Cost per Ton¹



Stable Average Sales Realizations²



FY2018 Operating Expenditure Profile³



Cost Efficiency Drivers

- Cost per ton in FY18 increased by 11.8% primarily on account of increase in employee benefit expenses which increased by 27% Y-o-Y on account of pay revision and increase in gratuity ceiling. In Q1 of FY19 cost per ton increase is related to increase in employee benefit expenses.
- Bulk of mining operations through opencast mines (OCM).
- Improving productivity & efficiency through use of higher capacity equipment for higher output.
- Introduction of Operator Independent Truck Dispatch System in large OCMs.
- Re-training of manpower & judicious utilization of resources for improving capacity utilization.

Note: Consolidated financials; Yearly audited financials upto FY 2015 are prepared as per the then prevailing Indian GAAP, while audited financials from FY 2017 are Prepared as per IFRS compliant Indian Accounting Standards-'Ind AS' and comparatives for FY 2016 were restated as per Ind AS requirement on First Financial Statement. Further, FY 2017 have been regrouped and restated as comparative in audited financial statement of FY 2018, wherever required as per the provisions of Ind-AS. Similarly FY2018 have been regrouped and restated as comparative as per provisions of Ind-AS.

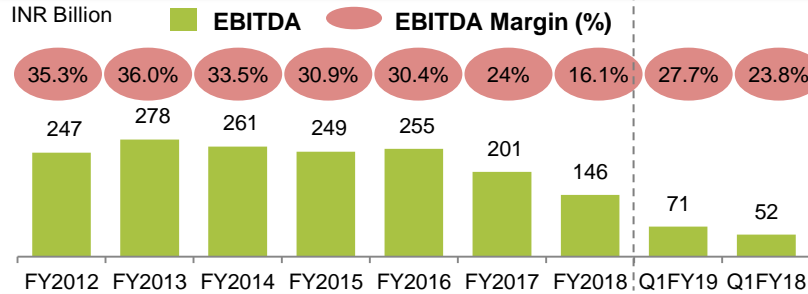
¹ Operating cost per ton calculated as ratio of total expenses adjusted for changes in inventories of finished goods/work in progress and stock in trade, finance costs, depreciation/amortization/impairment, provisions, write offs and excise duty (in FY2018, FY 2017 and 2016, where excise duty is included in total expenses) to total raw coal production

² Average realizations calculated as the ratio of net revenues from the sale of coal to the total dispatches during the period. The total sales/dispatches include raw coal, washed coal, coke and other products. ³ Breakup of FY 2018 operating expenses, excludes changes in inventories of finished goods/work in progress and stock in trade, finance charges, depreciation / impairment, provisions, write-offs and excise duty. ⁴ FSAs are contractual Fuel Supply Agreements with third parties based on Company data

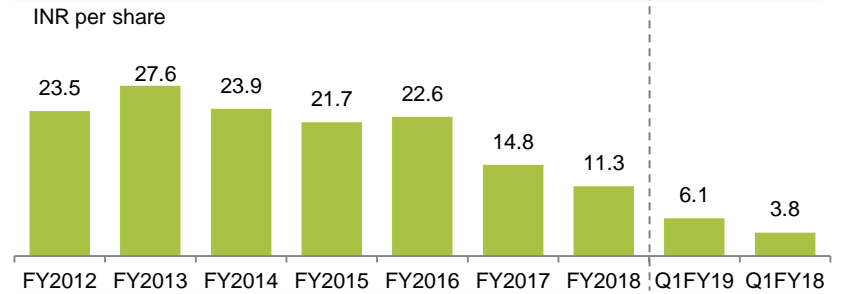


5 Positive Margins and Returns

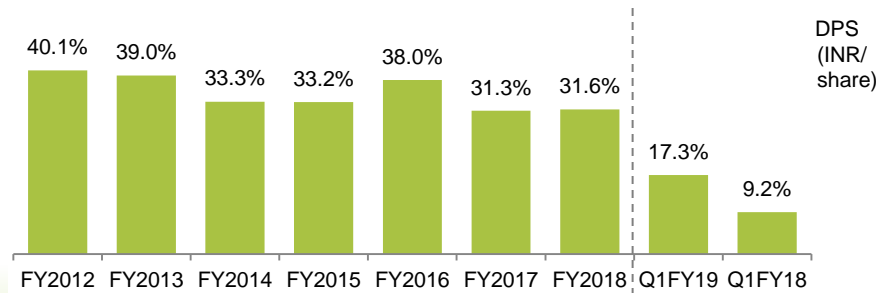
EBITDA and EBITDA Margin (%)¹



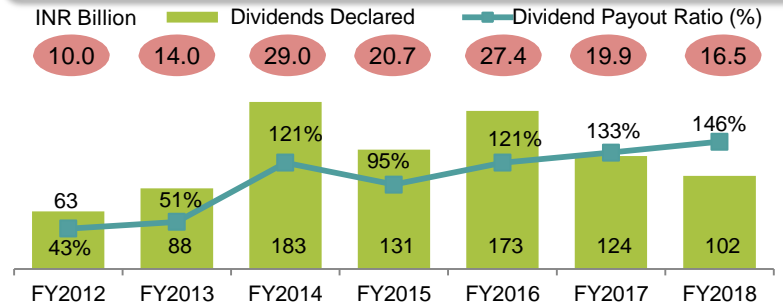
EPS



ROAE (%)²



Dividends Declared & Payout Ratio



Coal India ranked #2 in Coal and Consumable Fuels globally by Platts in 2017⁽³⁾ on the basis of its financial performance

Note: Consolidated financials; Yearly audited financials upto FY 2015 are prepared as per the then prevailing Indian GAAP, while audited financials from FY 2017 are Prepared as per IFRS compliant Indian Accounting Standards-'Ind AS' and comparatives for FY 2016 were restated as per Ind AS requirement on First Financial Statement. Further, FY 2017 have been regrouped and restated as comparative in audited financial statement of FY 2018, wherever required as per the provisions of Ind-As. Similarly FY2018 have been regrouped and restated as comparative as per provisions of Ind-AS.

¹ EBITDA (unaudited) has been calculated by adjusting (adding back) with profit before tax the finance cost, depreciation / amortization/ impairment, provisions, write-offs, prior period adjustments and extra-ordinary items, if any. EBITDA includes other income. EBITDA margin represents EBITDA as a percentage of Total Income (net of excise duty). ² ROAE calculated as the ratio of Profit after taxes to the average shareholders' equity for the current and the prior fiscal year. For FY 2016, 2017 and 2018 (i.e. in the financial statements prepared as per Ind-AS), profit after tax represents profit for the period attributable to owners of the company.

³ <https://top250.platts.com/Top250Rankings>



6 Organizational Commitment to Sustainable Development

Social	<ul style="list-style-type: none"> ■ Coal India being a responsive company, recognizes people affected by involuntary displacement due to mining activities and is committed to restore and improve income and living standard of affected families through monetary compensation, employment, R&R benefits and infrastructure amenities in a transparent and equitable manner. ■ CIL strives to maintain healthy relationship with all the stakeholders, primarily those affected by the operations of the company. ■ CSR initiatives principally focused on project affected persons and persons living within 25km radius of project sites ■ Main focus areas include healthcare, sanitation, education, environmental sustainability and conservation of natural resources, promotion of sports and projects for rural development ■ Actual spend of INR 374.6 million to fund CSR activities in Q1FY19
Environmental	<ul style="list-style-type: none"> ■ 45 units and 5 companies are ISO 9001 compliant, 2 units¹ and 4 companies are ISO 14001 compliant, 5 units¹ and 3 companies are OHSAS 18001 compliant, 32 Laboratories are ISO:17025 compliant, 04 units are ISO:27001 compliant and 01 unit is ISO:50001 compliant. ■ CIL HQ has been granted licence of ISO 90001:2015 (Quality Management System), ISO14001:2015(Environment Management System) & ISO 50001:2011 (Energy Management System) ■ Green Commitment letter signed by CIL for producing 1000 MW Solar power by 2019; re-tendering work is in process for 2x100 MW Project in Madhya Pradesh ■ Since 2008-09, Satellite Surveillance was introduced by CIL to assess status of backfilling, plantation in reclaimed areas including OBs, Social forestry, Distribution of waste land etc. ■ Planted more than 94.01 million saplings since inception with a survival rate of more than 80% with a creation of 37557 Ha of estimated forest land
Safety	<ul style="list-style-type: none"> ■ Preparation and implementation of Safety Management Plan (SMP) in all mines. ■ Preparation and implementation of Principal Hazard Management Plan (PHMP). ■ Conducting multi-disciplinary Safety Audit in all operating mines. ■ Closing of unsafe UG mines, reorganisation of unsafe UG mines to OC patches. ■ OB Dump Stability Study. ■ R&D Projects on mine safety. ■ Mechanization of mining operation to minimize exposure of workmen to mining hazards. ■ Stress on training for upgrading of knowledge & skill of workers by SIMTRAS accredited trainers.



Working towards increasing acceptability of mining practices



Source: Company data and filings as on 31st March 2018
¹ Units are defined as mines, washeries, workshops, training institutes etc.



Thank You

