Agenda

1. Company Overview
2. Financials
3. Industry Overview
4. Business Verticals
5. Corporate Social Responsibility & Rewards / Recognition
Mission, Vision and Values

**Mission:** Development of Society through Leadership, Entrepreneurship, Ownership

**Vision:** Most Admired Integrated Infrastructure Enterprise

**Values:**
- Integrity
- Humility & Respect
- Organization before Self
- Achievement Drive
- Positive Attitude
- Teamwork
- Continuous Learning
- Accountability
India’s largest Integrated Power Developer

Lanco Infratech Limited (LITL) (EPC & Construction)

Subsidiaries / Affiliates

- Solar
- Property Development
- Lanco Power
- Infrastructure
- Natural Resources

- Solar
- Property Development
- Lanco Power
- Infrastructure
- Natural Resources

- EPC
- Lanco Hills
- Thermal
- Hydro
- Roads
- Coal

- EPC
- Lanco Hills
- Thermal
- Hydro
- Roads
- Coal

- Generation
- Manufacturing
- All Coal and Gas based SPVs
- All Hydro based SPVs
- Devihalli
- Hoskote
- Griffin
- Tasra

- Assumed US$ / INR = 60

- All businesses of the group are under LITL, the listed Holdco of the group, with Promoters’ Holding ~ 71%
- Adj. Net Worth (including Minority) ~ US $ 204 Mn as against a peak of US $ 1.25 Bn as on 31.03.2012
- Power projects of 8,101 MW in 12 states of India (3,465 MW under operation & 4,636 MW under construction)
Pan India Presence

Coal Based
- Plants under operation
- Plants under construction

Hydro
- Plants under operation
- Plants under construction

Gas
- Plants under operation
- Plants under construction

Solar
- Solar Power Plants
- Manufacturing at Rajnandgaon- Chhattisgarh

Wind
- Plants under operation

Property development

Road development
- Coal mine

Registered office
- Corporate Office

81 km Bangalore – Hoskote – Mudbagal
82 km Neelamangla – Devihalli

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Experienced Management Team

Key Executives

L Madhusudhan Rao
Executive Chairman

G Bhaskara Rao
Executive Vice Chairman

G Venkatesh Babu
Managing Director

L Sridhar
Vice Chairman

Lanco Group Senior Management Team

Finance
- T Adi Babu
- T N Subramanian
- Sumeet Kumar
- Sanjay Varghese

Power
- P Panduranga Rao
- K Raja Gopal

Resources, EPC & Solar
- Rajkumar Roy
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Financials – P&L

Revenue & EBITDA

* Revenue: Before intersegment revenue elimination

Adjusted PAT & Cash Profit

Note:
1. Assumed US$ / INR = 60
2. Mn indicate million

Adj PAT - Reported PAT + Profit Eliminated
Cash Profit - PAT + Depreciation + Forex Loss / (Gain) + Profit Eliminated

* * FY 16 Revenue does not include UPCL
Financials – Balance Sheet

**Fixed Assets**

<table>
<thead>
<tr>
<th>Year</th>
<th>US$ Mn</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY08</td>
<td>726</td>
</tr>
<tr>
<td>FY09</td>
<td>1,065</td>
</tr>
<tr>
<td>FY10</td>
<td>1,348</td>
</tr>
<tr>
<td>FY11</td>
<td>2,935</td>
</tr>
<tr>
<td>FY12</td>
<td>5,901</td>
</tr>
<tr>
<td>FY13</td>
<td>6,470</td>
</tr>
<tr>
<td>FY14</td>
<td>6,813</td>
</tr>
<tr>
<td>FY15</td>
<td>7,202</td>
</tr>
<tr>
<td>FY16</td>
<td>7,762</td>
</tr>
<tr>
<td>9M Dec'16</td>
<td>8,316</td>
</tr>
</tbody>
</table>

* Fixed Assets: Gross Block + CWIP

**Cash & Cash Equivalent**

<table>
<thead>
<tr>
<th>Year</th>
<th>US$ Mn</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY08</td>
<td>145</td>
</tr>
<tr>
<td>FY09</td>
<td>190</td>
</tr>
<tr>
<td>FY10</td>
<td>366</td>
</tr>
<tr>
<td>FY11</td>
<td>277</td>
</tr>
<tr>
<td>FY12</td>
<td>268</td>
</tr>
<tr>
<td>FY13</td>
<td>109</td>
</tr>
<tr>
<td>FY14</td>
<td>101</td>
</tr>
<tr>
<td>FY15</td>
<td>144</td>
</tr>
<tr>
<td>FY16</td>
<td>125</td>
</tr>
<tr>
<td>9M Dec'16</td>
<td>123</td>
</tr>
</tbody>
</table>

Note:
1. Assumed US$ / INR = 60
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Strong Infrastructure Push to drive GDP Growth

XII Plan (FY13-FY17) spending on Infrastructure – US $ 939 Bn
(of which Construction Opportunity ~ US $ 445 Bn)

Installed Power Capacity Growth (GW) – Excluding Renewables

Among BRIC countries, India’s per capita consumption of electricity is the lowest.
China’s per capita consumption of power is 4.92x of India.

In order to achieve 8% growth, India should attain at least 7% growth in power sector.

Per capita consumption of electricity (2015)

Source: World Bank Data & CEA
## Sector Overview: Power

### Installed Capacity (GW)

**As on 31 Jan 2017**

<table>
<thead>
<tr>
<th>Ownership</th>
<th>Thermal</th>
<th>Nuclear</th>
<th>Hydro</th>
<th>RES (MNRE)</th>
<th>Grand Total</th>
<th>%age</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Coal</td>
<td>Gas</td>
<td>Diesel</td>
<td>Total</td>
<td>Total</td>
<td></td>
</tr>
<tr>
<td>State</td>
<td>64</td>
<td>7</td>
<td>0</td>
<td>72</td>
<td>103</td>
<td>33%</td>
</tr>
<tr>
<td>Private</td>
<td>72</td>
<td>11</td>
<td>0</td>
<td>83</td>
<td>135</td>
<td>43%</td>
</tr>
<tr>
<td>Central</td>
<td>52</td>
<td>7</td>
<td></td>
<td>59</td>
<td>77</td>
<td>24%</td>
</tr>
<tr>
<td>Total</td>
<td>188</td>
<td>25</td>
<td>1</td>
<td>215</td>
<td>315</td>
<td>100%</td>
</tr>
<tr>
<td>%age</td>
<td>60%</td>
<td>8%</td>
<td>0%</td>
<td>68%</td>
<td>14% 16%</td>
<td>100%</td>
</tr>
</tbody>
</table>

#### Per capita consumption of electricity ~ growing at brisk pace

- Contribution of Private Coal based IPPs in last 5 years is more than 45% (56 GW / 124 GW)
- 2015-16 Indian per-capita Consumption is 1075 kWh against World average of 3026 kWh
- GDP growth projected to be in the range of 8% for next 5 years
- Additional Energy demand drivers: Make in India, 100% Village Electrification (> 9000 to be electrified Villages), 24x7 Power Supply by 2019, 100 Smart Cities, etc.,

### Source

Source: CEA & www.ibef.org
Coal will continue to have a dominant share in India’s energy mix
- Per Capita electricity consumption grew at CAGR of 10% between FY-06 & FY-16
- Imports of coal are expected to almost triple between 2011-12 and 2021-22
- Domestic coal Production Target of 1 bn Tonne by 2020 against 597 MT in 2015-16
- Demand from power sector is expected to form 75% of the total coal demand of 980 million tons projected in 2016-17
Solar Scenario

- JNNSM was launched in January 2010. The target is to add 100 GW solar capacity by 2022. It is split between 60 GW of utility scale projects and 40 GW of rooftop projects.
- JNNSM target revised to 100GW by 2020
- India’s current solar power installed capacity is 8875 MW (0.7% of the estimated potential)
- Solar radiation is high 4.5-5.5 kWh/m² in most of the regions (>300 days of Sunshine)

India has Solar Power Potential of : 750 GW
- State wise break up is :
  (i) Rajasthan – 142
  (ii) Jammu & Kashmir – 110
  (iii) Madhya Pradesh – 60
  (iv) Maharashtra – 60
  (v) Gujarat – 36
  (vi) Others – 340

Huge untapped Renewable Energy potential is available in India
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### Power Projects under Operation

<table>
<thead>
<tr>
<th>Plant</th>
<th>Fuel</th>
<th>Capacity (MW)</th>
<th>Offtake</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anpara</td>
<td>Coal</td>
<td>1,200</td>
<td>PPA</td>
</tr>
<tr>
<td>Kondapalli I</td>
<td>Gas</td>
<td>368</td>
<td>PPA</td>
</tr>
<tr>
<td>Kondapalli II</td>
<td>Gas</td>
<td>366</td>
<td>Short Term</td>
</tr>
<tr>
<td>Kondapalli III</td>
<td>Gas</td>
<td>742</td>
<td>Short Term</td>
</tr>
<tr>
<td>Amarkantak I</td>
<td>Coal</td>
<td>300</td>
<td>PPA</td>
</tr>
<tr>
<td>Amarkantak II</td>
<td>Coal</td>
<td>300</td>
<td>PPA</td>
</tr>
<tr>
<td>Tanjore</td>
<td>Gas</td>
<td>120</td>
<td>PPA</td>
</tr>
<tr>
<td>Other Renewable</td>
<td>Wind, Solar, Hydro</td>
<td>69</td>
<td>PPA</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>3,465</strong></td>
<td></td>
</tr>
</tbody>
</table>

### Power Projects under Construction

<table>
<thead>
<tr>
<th>Plant</th>
<th>Fuel</th>
<th>Financial closure</th>
<th>Capacity (MW)</th>
<th>Estimated completion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lanco Mandakini</td>
<td>Hydro</td>
<td>Y</td>
<td>76</td>
<td>FY 17</td>
</tr>
<tr>
<td>Teesta</td>
<td>Hydro</td>
<td>Y</td>
<td>500</td>
<td>FY 18</td>
</tr>
<tr>
<td>Amarkantak III &amp; IV</td>
<td>Coal</td>
<td>Y</td>
<td>1,320</td>
<td>FY 17</td>
</tr>
<tr>
<td>Vidarbha</td>
<td>Coal</td>
<td>Y</td>
<td>1,320</td>
<td>FY 19</td>
</tr>
<tr>
<td>Babandh</td>
<td>Coal</td>
<td>Y</td>
<td>1,320</td>
<td>FY 18</td>
</tr>
<tr>
<td>Solar</td>
<td>Solar</td>
<td>Y</td>
<td>100</td>
<td>FY 17</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td><strong>4,636</strong></td>
<td></td>
</tr>
</tbody>
</table>

### Fuel Diversification

- **52%** Gas
- **46%** Coal
- **2%** Renewables including Hydro
Presence Across Value Chain De-risking the Power Business

Integrated presence across value chain capturing value addition across the businesses

**Fuel (Coal mining)**
- Griffin coal, Collie region in Western Australia, currently produces 3 MTPA with resources of 1.04 bn
- Selected as MDO by SAIL for Tasra Open Cast mine with geological reserves of approximately 250 mn tons in Jharkhand. Includes development of a captive power plant as well.

**In House EPC**
- Completed projects with capacity of 4,610 MW
- 4,636 MW projects under construction
- Strong engineering capability
- Over 10 years of experience in design and development of Power Projects
- Handles global suppliers selection and sourcing of diverse materials like high-pressure fabricated equipment, skids, instrumentation & electrical systems

**Generation and O&M**
- Operating capacity of 3,465 MW
- 4,636 MW projects under construction.

<table>
<thead>
<tr>
<th>Type</th>
<th>MW</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thermal &amp; Gas</td>
<td>3,396</td>
</tr>
<tr>
<td>Renewable (Hydro, Solar, Wind)</td>
<td>69</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>3,465</strong></td>
</tr>
</tbody>
</table>

**Trading**
- One of largest private sector players in Indian power trading market

**Transmission and Distribution**
- Strategy includes possible expansion into transmission and distribution

**Type**

<table>
<thead>
<tr>
<th>MW</th>
</tr>
</thead>
<tbody>
<tr>
<td>3,396</td>
</tr>
<tr>
<td>69</td>
</tr>
<tr>
<td><strong>3,465</strong></td>
</tr>
</tbody>
</table>
EPC Business: Strong Expertise in the Power Sector

**Order Book (USD Mn)**

<table>
<thead>
<tr>
<th>Year</th>
<th>FY08</th>
<th>FY09</th>
<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>9M Dec'16</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD Mn</td>
<td>2,170</td>
<td>1,719</td>
<td>4,286</td>
<td>5,021</td>
<td>5,117</td>
<td>4,383</td>
<td>4,363</td>
<td>4,677</td>
<td>4,513</td>
<td>4,298</td>
</tr>
</tbody>
</table>

**Major Power Plant EPC orders executed**

- Kondapalli: 1,476 MW
- Udupi: 1,200 MW
- Anpara: 1,200 MW
- Amarkantak (I & II): 600 MW
- Budhil: 70 MW
- Mahagenco (Solar): 75 MW

**External Power Plant EPC orders under execution**

- EPC of Moser Baer Thermal Power Plant (600 MW x 2)
- BoP of Koradi Thermal Power (3 x 660 MW)
- EPC of 250 MW Gas based Power plant in Iraq
- EPC of Supercritical Ennore Thermal Power Project (1*660MW)
- EPC of 100 MW Solar PV Power Plant in Madhya Pradesh

Also executing a wide range of projects across other infrastructure sectors like Highways, Airports, Transmission and Distribution, Water Infrastructure and Heavy Civil Structures.
Solar Business – Presence across the Value Chain

- **Operational module line with 175 MW capacity**
- Setting up 1,800 MT polysilicon facility and 100 MW wafer facility
- 600 MW Solar Cell line is under planning

- **Integrated Manufacturing**
- **EPC**
- **Domestic Project Development**
- **Operations & Maintenance**
- **Product & Services Group (PSG)**

- Turnkey EPC: Capabilities to execute PV and Solar Thermal projects
- Executed total projects of 245 MW capacity, another 155 MW is under construction
- One of the largest solar farm development portfolio in India
- Operational portfolio of 46 MW PV assets and 100 MW of solar thermal under construction
- Provides own and third party O&M services
- Currently providing services to projects totaling 245 MW
- Offers services in the decentralized solar PV retail segment
- 59 projects completed with total capacity of ~10 MW
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- Currently providing services to projects totaling 245 MW
- Offers services in the decentralized solar PV retail segment
- 59 projects completed with total capacity of ~10 MW
## Natural Resources (Coal)

### Tasra Open Cast Project (SAIL)

- Selected as Mine Developer and Operator (MDO) by Steel Authority of India (SAIL) for Tasra Open Cast Project and development of associated captive power project.
- Located in Jharia coalfield of Dhanbad (Jharkhand) having geological reserves of approximately 250 million tons
- Setting up of coal washery and operation of power plant of 200-300 MW capacity based on the secondary products arising from the proposed Tasra Washery.

### Griffin Coal

Largest operational thermal coal mines in Western Australia, with Resource base of 1.2 bn Tonne

Strategic location – Bunbury port <100 km from mine

Good connectivity of rail and port.

**Current production** :- capacity of 4 mtpa of coal.

**Expansion** : Plans to ramp up production to a max of 15 MTPA by FY 18
Lanco has moved into selective infrastructure projects to leverage its EPC experience

**Awarded two National highway projects in Karnataka**

i. 81 km stretch connecting Bangalore – Hoskote – Mudbagal

ii. 82 km stretch connecting Neelamangla – Devihalli

Concession periods of 20 years and 25 years respectively during which toll will be collected

Capex of USD $ 308 mn

Grant from NHAI USD $ 60 mn

COD of Devihalli attained on June 25th 2012 and toll collection started

COD of Hoskote attained on December 20th 2013 and toll collection started
Lanco Hills is the group’s foray into property development, located in Hyderabad, spread over 100 acres and comprises residential space, office space and IT SEZ

**Lanco Hills**

- Consists of High Rise Apartments and Condominiums
- In addition to high rise towers, 56 Villas are also under construction
- Total 7.7 Million Square Feet of built up area

**Office space**

- The Lanco Offices zone offers 6.01 million square feet of built-up area, which includes premium workspace with both SEZ and non-SEZ zones
- Offices at Lanco Hills can accommodate over 75000 working professionals and has a spacious 12,000 car park facility

**Property Development is restricted to Hyderabad only**
We care for the world we live in

Lanco Foundation

• Member of the UN Global Compact
• Operating in 10 Indian States at 12 locations
• Covering 155 villages & 240,000 population beneficiaries
• We have a number of initiatives in place that help us to make a difference...

• Focused work in the areas of:
  ✓ Disability
  ✓ Education
  ✓ Safe Drinking water
  ✓ Mobile Health Services
  ✓ Support of traditional arts & crafts
Recent Awards

- Lanco Anpara Power received 5 Star Rating by British Council
- 8th Construction World- Annual Award for “Fastest Growing Construction Company”
- Lanco Infratech Ltd received PRSI Golden Jubilee Award for the “Most Impressive Public Relations Initiatives”
- Lanco Tanjore Power received British Sword of Honour Award for “HSE and 5 Star Rating” by British Council
- Lanco Amarkantak wins “Greentech Safety Award 2013” in Gold category in Thermal Power sector
- Lanco Amarkantak wins “Power Line Award” for the Best Thermal Project
- Lanco Amarkantak wins “Golden Peacock Occupational Health & Safety Award” for the Year 2013
- Lanco Solar Wins “IESA Award For Most Innovative Product” for 2012
- Lanco Kondapalli Wins “Energy Conservation Award at both state and national level by NREDCAP” in December 2013
- Lanco Tanjore Power received TERI Corporate Award for “Environmental Excellence and Corporate Social Responsibility”
- IKU II received IEEMA award for “Excellence in Fast Track Commissioning of Small Hydro Projects”
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