कोल इण्डिया लिमिटेड
महारत्न कंपनी
3 तल्ला, कोर-2
प्रेमिसेस-04-एमआर,प्लॉट-ए एफ-III,
एक्शन एरिया-1A, न्यूटाउन, रजरहट,
कोलकाता-700156
फोन 033-२३२४६५२६,
फैक्स-033-२३२४६५१०
ईमेल:mviswanathan2.cil@coalindia.in
वेबसाइट: www.coalindia. In

Coal India Limited
A Maharatna Company
(A Govt. of India Enterprise)
Regd. Office:3rd floor, Core-2
Premises no-04-MAR, Plot no-AF-III, Action
Area-1A, Newtown, Rajarhat,Kolkata-
700156
PHONE; 033-2324-6526,
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E-MAIL:
mviswanathan2.cil@coalindia.in
WEBSITE: www.coalindia.in
CIN- L23109WB1973GOI028844

Ref.No.CIL:XI(D):04157:2016: 15168 Dated:2nd Dec'2016

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

SUB:- Presentation on Institutional Investors Roadshow.
Reference: ISIN – INE522F01014

Dear Sir,

In terms of Regulation 46(2) (o) of Listing Regulations 2015, we are attaching the presentation to be given to Institutional Investors at Roadshow to be held during 5th and 6th Decembr'2016 at London and Edinburgh.

This is for your information and records please.

Yours faithfully,

2/12/16.

(M.Viswanathan/एम.विस्वनाथन)
Company Secretary/कंपनी सचिव
& Compliance Officer/कम्प्लायंस ऑफिसर

Encl:As above

COAL INDIA LIMITED

CORPORATE PRESENTATION

5TH & 6TH DECEMBER, 2016

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 – 539 Mt in FY 2016**

Vision

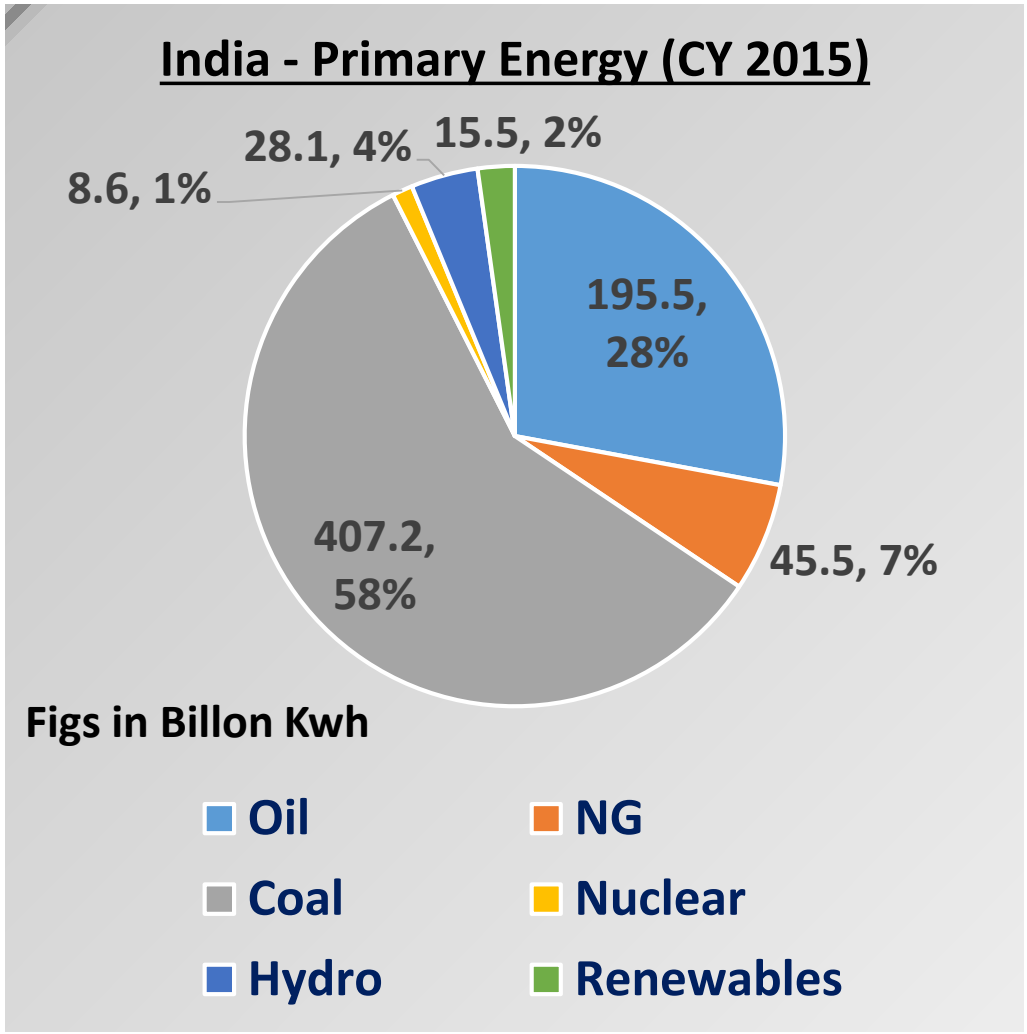
To emerge as a global player in the primary energy sector committed to provide energy security to the country by attaining environmentally & socially sustainable growth through best practices from mine to market.

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.

* Maharatna Status implies greater autonomy in operations.

Coal – India's Primary Source of Energy[1]



- Coal provides 30% of global energy needs & generates 41.1% of world's electricity.[2]
- India is the world's
  - 3rd largest coal producer.
  - 3rd largest thermal coal producer.
  - 5th largest coking coal producer.
- Coal contributes 58% of total primary energy requirement of India.

Source : (1) BP Statistical Review of World Energy June'16 – 65th edition, (2) World Coal Association, Coal Facts, 2015

Inventory of Geological Resources of Indian Coal*
(as on 01.04.2016)

Figs in Bt

Type	Proved	Indicated	Inferred	Total	% Share
Coking	18	14	2	34	11
Non -Coking	120	125	30	275	89
Grand Total	138	139	32	309	100
% Share	*45*	*45*	*10*	*100*	

**** Upto a depth of 1200 Meters***

Coal India – Reserves, Resources & Exploration

Reserves & Resources[1]

Parameter	In Billion tonnes
Resources	68.6
Reserves	19.8
Total	88.4

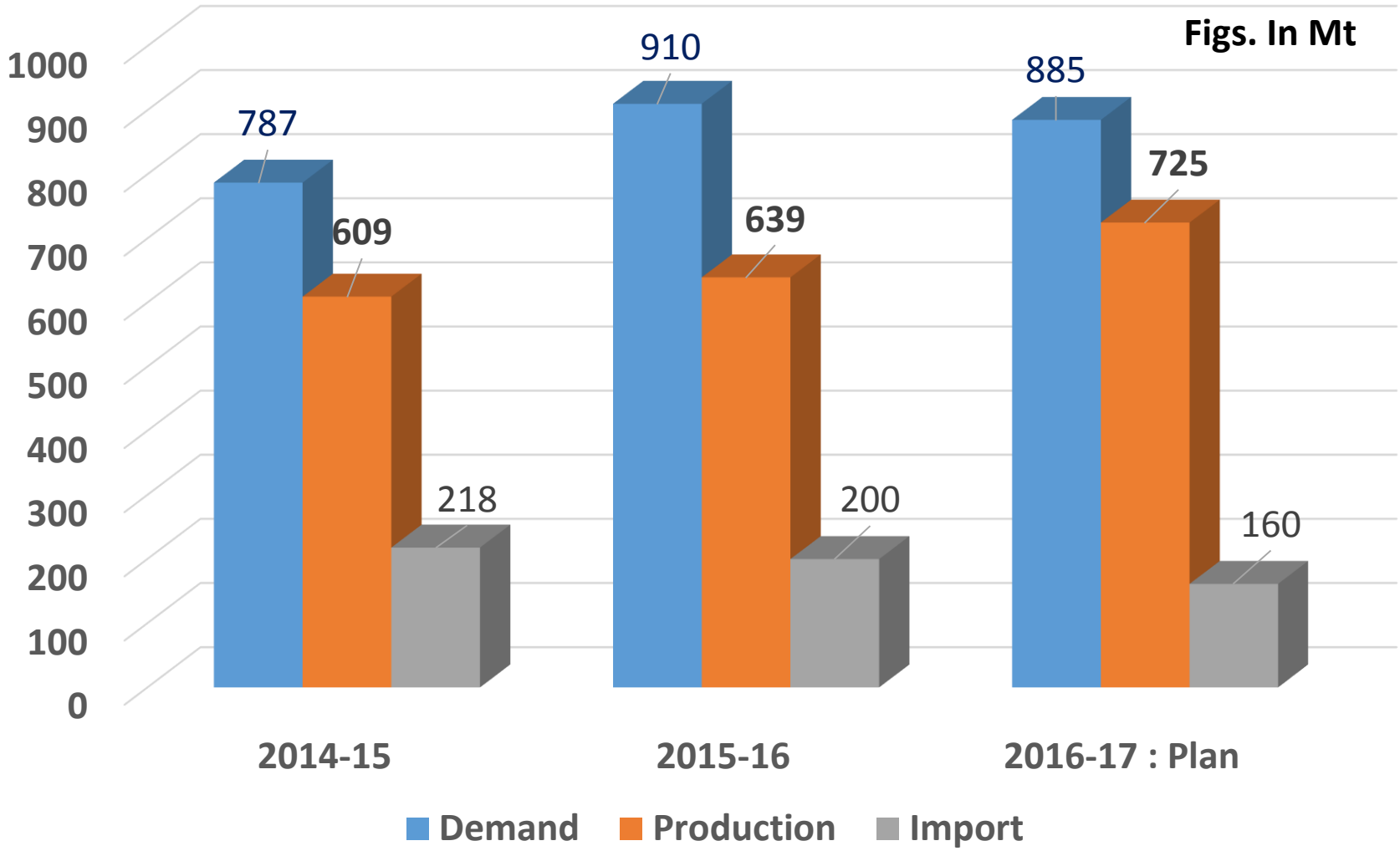
• Exploration

- 0.994 million m of drilling done in FY 2016.
- Exploratory drilling done in 78 blocks/mines.
- Expenditure on Exploration in FY 2016 – INR 4.75 billion.
- 2D/3D seismic survey being adopted for exploration.

In addition, 119 coal bocks with total geological reserve of 42.9 Bt have been tentatively assigned to CIL by GOI.

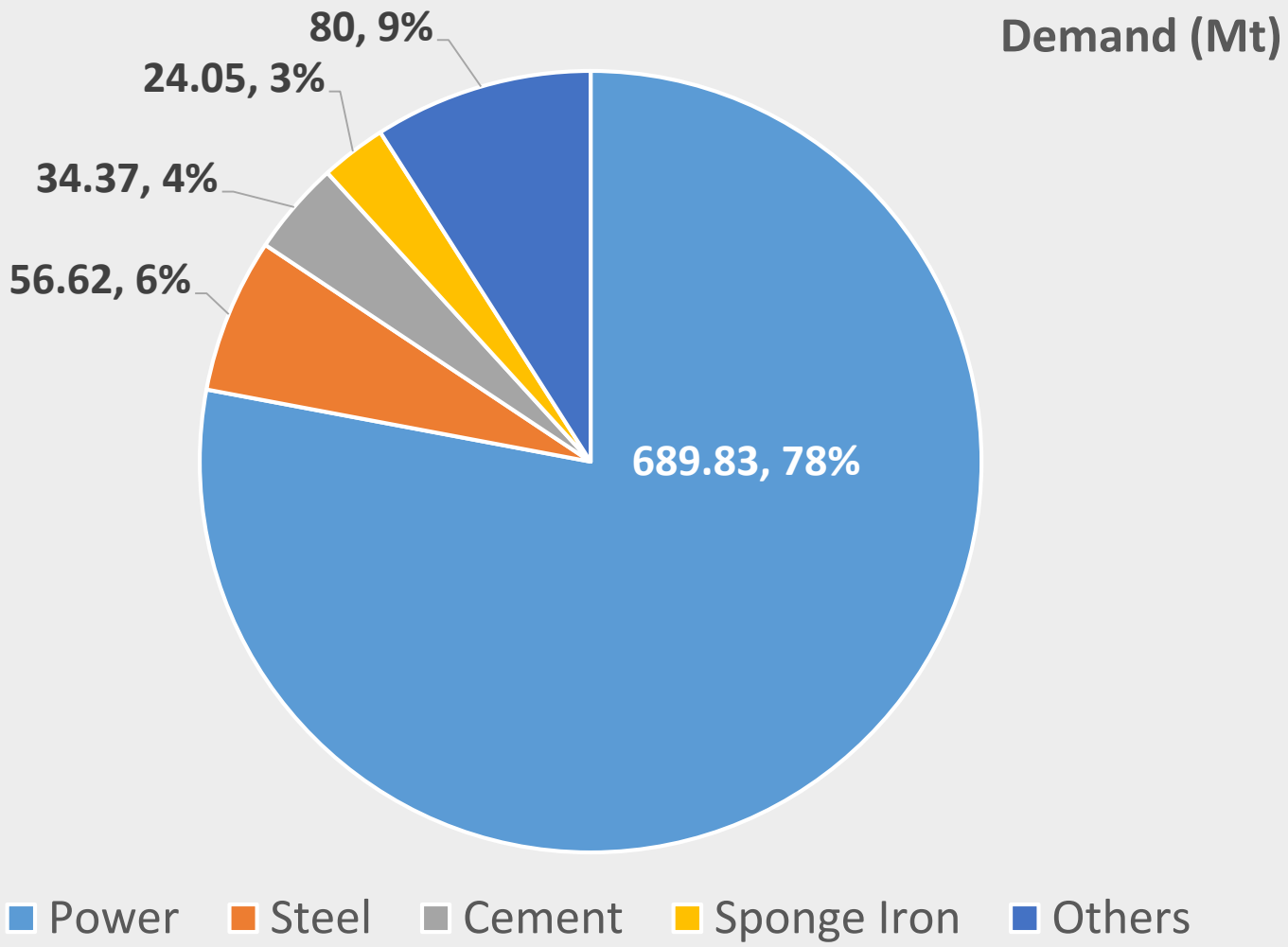
1) Based on UNFC Classification as on 1.4.13

India - Demand Supply Scenario[1]



Source : [(1)] Source : CCO's Coal Directory of India : 2014-15 and Provisional Coal Statistics : 2015-16 and MOC Annual Plan documents

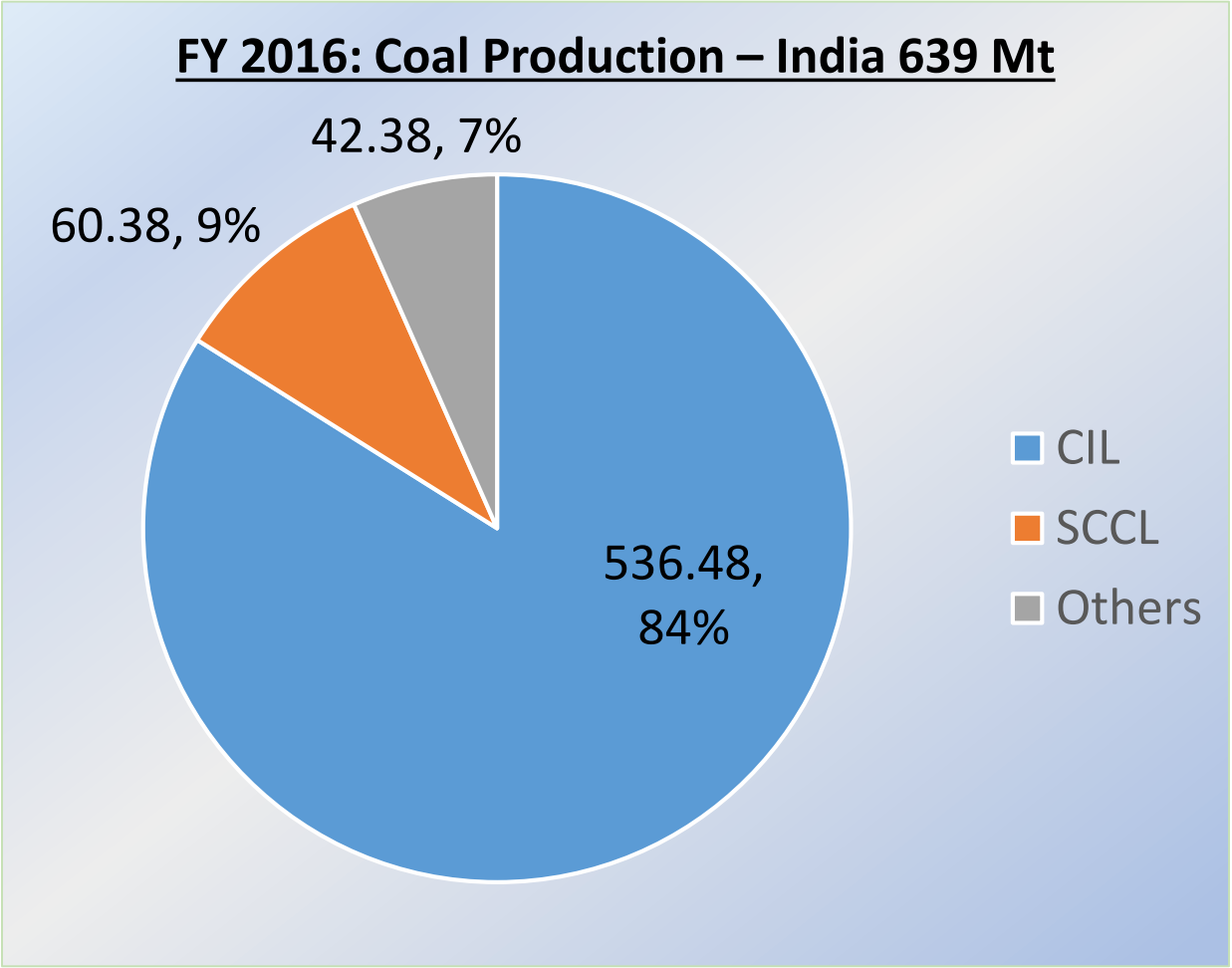
India - Sector Wise Demand of Coal[1] (FY2016-17)



[1] *Annual Plan of Ministry of Coal, 2016-17*
Others includes Bricks, Fertilizers, Aluminium.

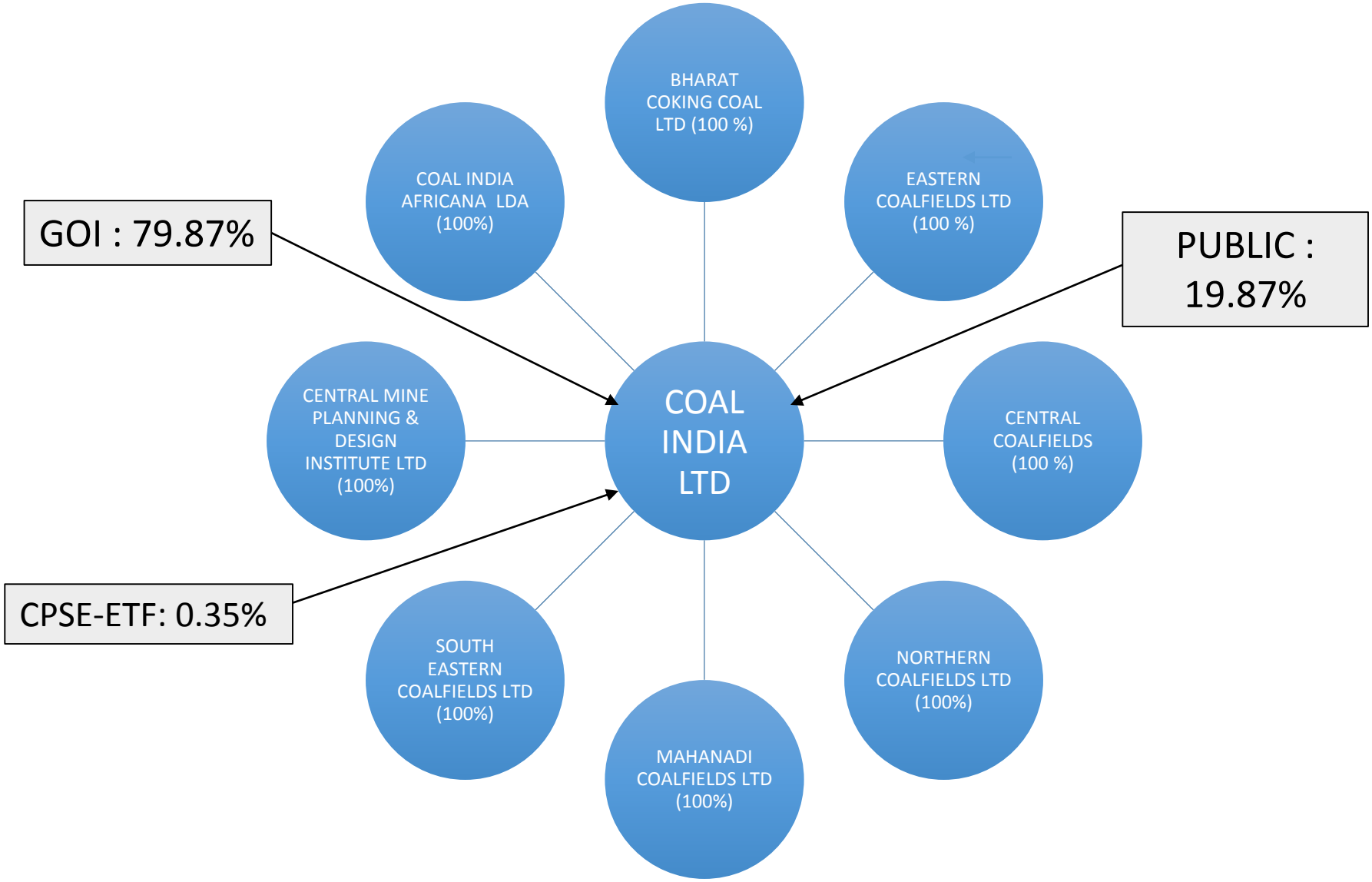
Coal India: Key to India's Energy Security

Coal India contributed 84% to India's total coal production in FY 2016



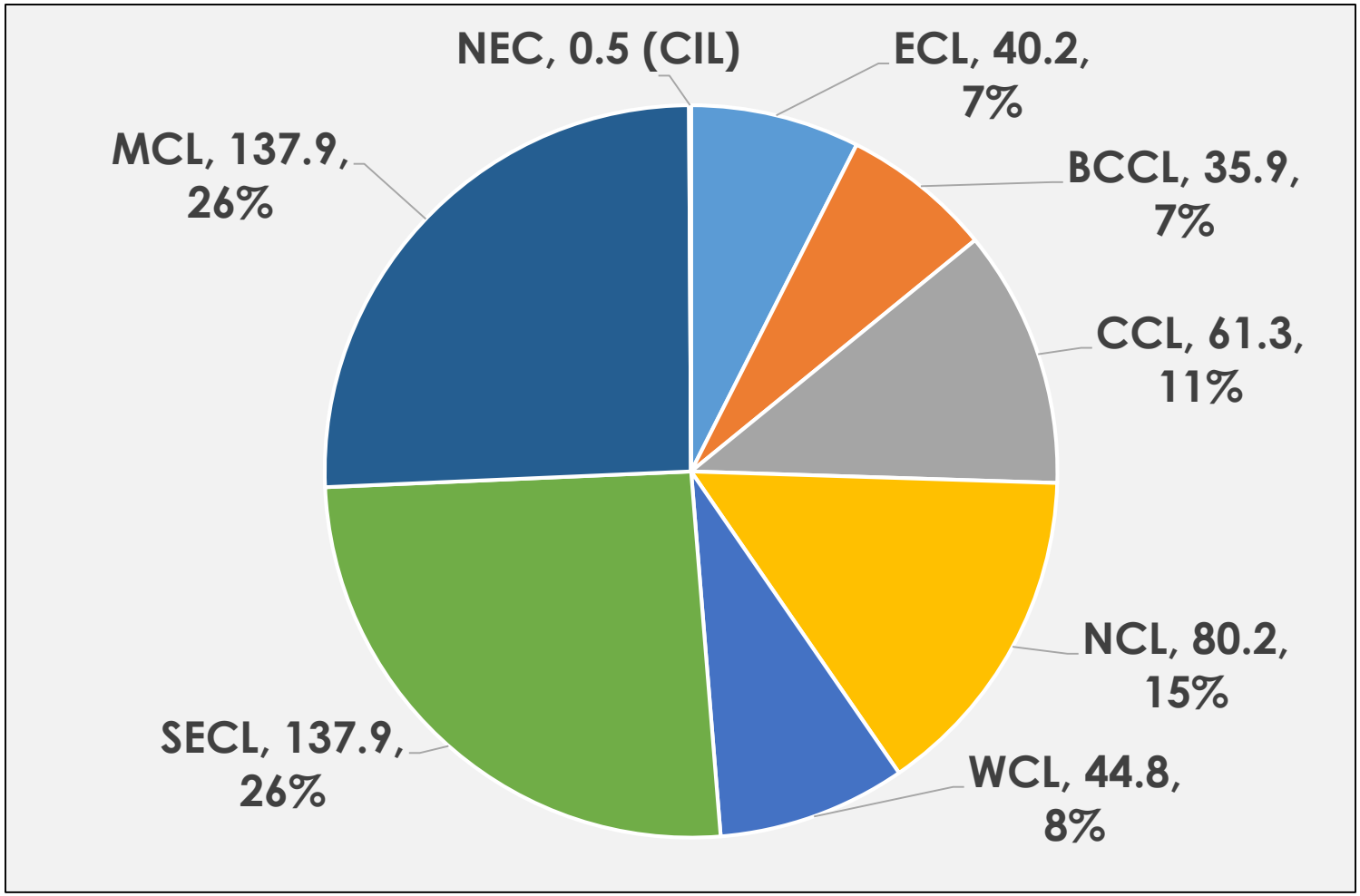
[1] Others includes DVC, TISCO & Captive Blocks

Corporate Structure



Corporate Structure

Coal Production % FY2016 by Subsidiary (Mt)



Corporate Structure

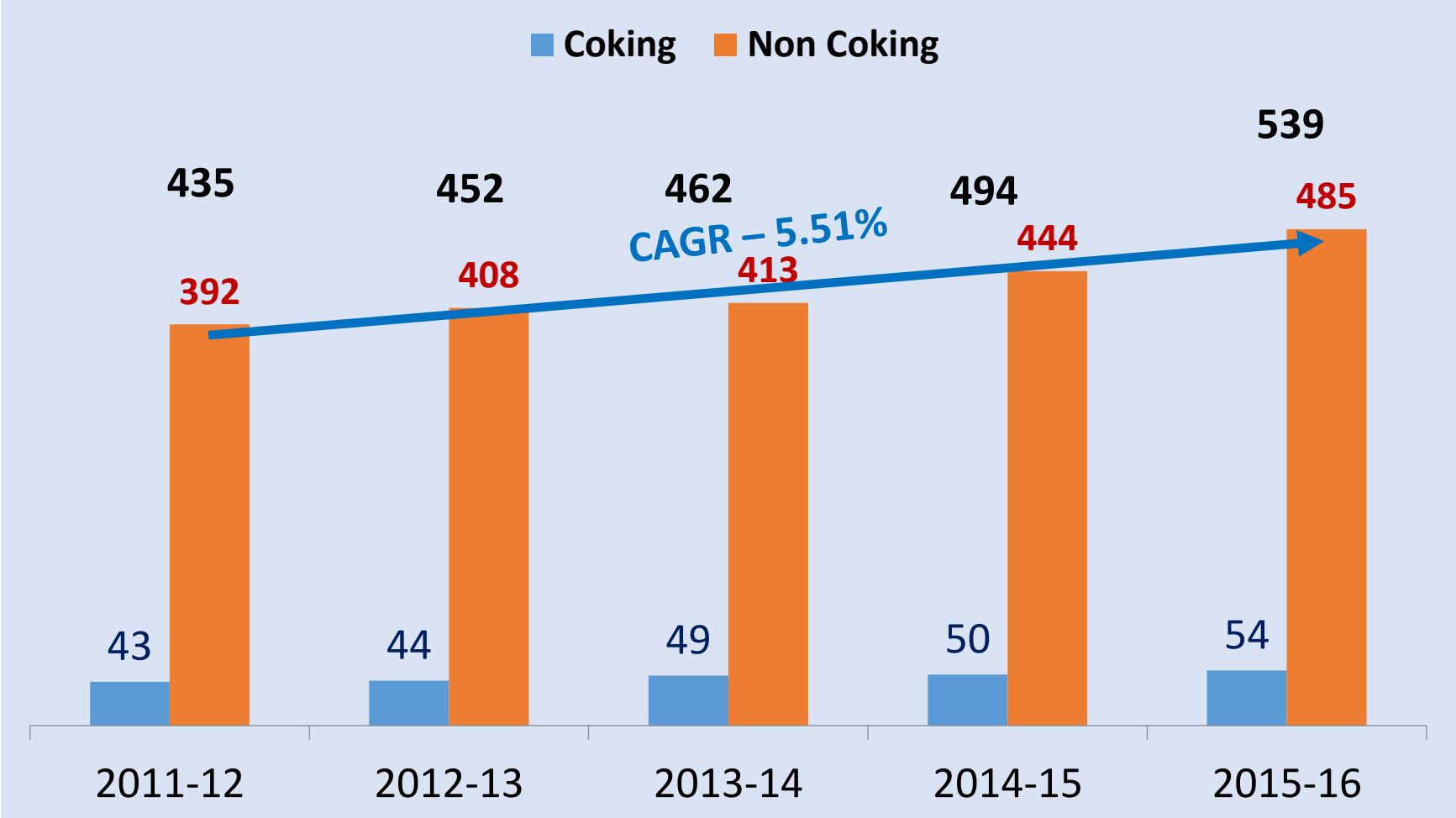
Company wise No. of Mines (as on 1.04.16)

Company	UG	OC	Mixed	Total
ECL	60	18	8	86
BCCL	13	18	17	48
CCL	21	42	2	65
NCL	-	10	0	10
WCL	39	45	2	86
SECL	63	22	1	86
MCL	10	18	0	28
NEC (of CIL)	1	3	0	4
CIL	207	176	30	413

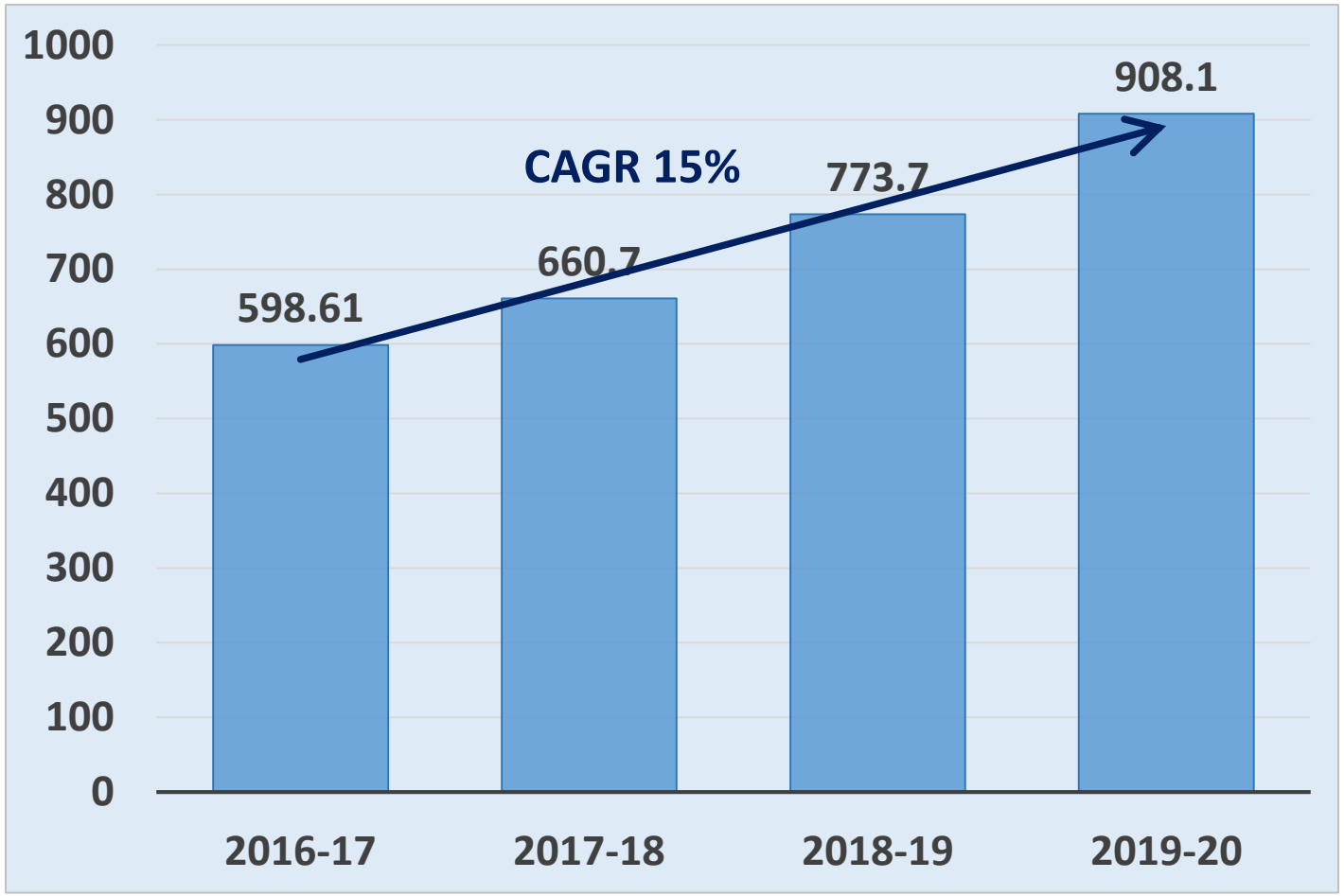
Coal India - Key Highlights

World's Largest Pure Play Coal Producer	• FY16 production of 539 million tons across 413 operational mines, with ongoing projects for further ramp-up • 68.6 bt Resources and 19.8 bt Reserves
Growth Drivers	Favorable expected demand from power & steel sectors.
Extensive Mining Capabilities	Advanced technology in mining thru large size HEMM, satellite based OITDS, reclamation, etc.
Cost Leadership with Stable Realizations thru FSAs	• Focus on meeting commitments to the power sector. • Higher productivity thru Opencast operations.
Positive Margins & Returns	• FY16 EBITDA margin of 30.7% • FY16 ROAE of 38.4% • FY16 Dividend Payout Ratio of 121%
Organizational Commitment to Sustainable Development	R&R Policy 2012 allows flexibility suited to local needs. Focus areas - Healthcare, Sanitation, Education. Environmental sustainability & conservation

Coal India Ltd - Coal Production Trend (Mt)



Coal India Ltd – Coal Production Projections (Mt)



Coal India Limited : Ongoing Projects

- 121 major ongoing coal projects are under implementation:
  - Expected contribution of about 400 Mt in FY 2017; planned to reach a level of 561 Mt in FY 2020
  - Operating large projects – 50 Mty (Kusmunda) & 70 Mty (Gevra Expansion Project).

FUTURE PROJECTION OF PRODUCTION FROM PROJECTS (Mt)						
PROJECTS	14-15	15-16	16-17	17-18	18-19	19-20
Existing + Completed	190.57	190.57	185.03	177.24	177.64	164.96
Ongoing	315.56	354.93	399.76	437.56	502.65	561.48
Future	0.07	2.55	12.81	45.89	93.40	181.66
TOTAL	**506.21**	**548.05**	**597.60**	**660.68**	**773.70**	**908.09**

Coal India Limited : Future Projects

- 129 new projects, with a targeted capacity of 493.59 Mty, have been identified, of which,
- Project Reports for 101 projects have been formulated.
- Out of these 101 Projects, 30 projects having ultimate capacity of 330.22 Mty have been approved.
- **Out of the 30 approved projects 18 are expected to contribute 116.98 Mty in FY2017**

Other Initiatives

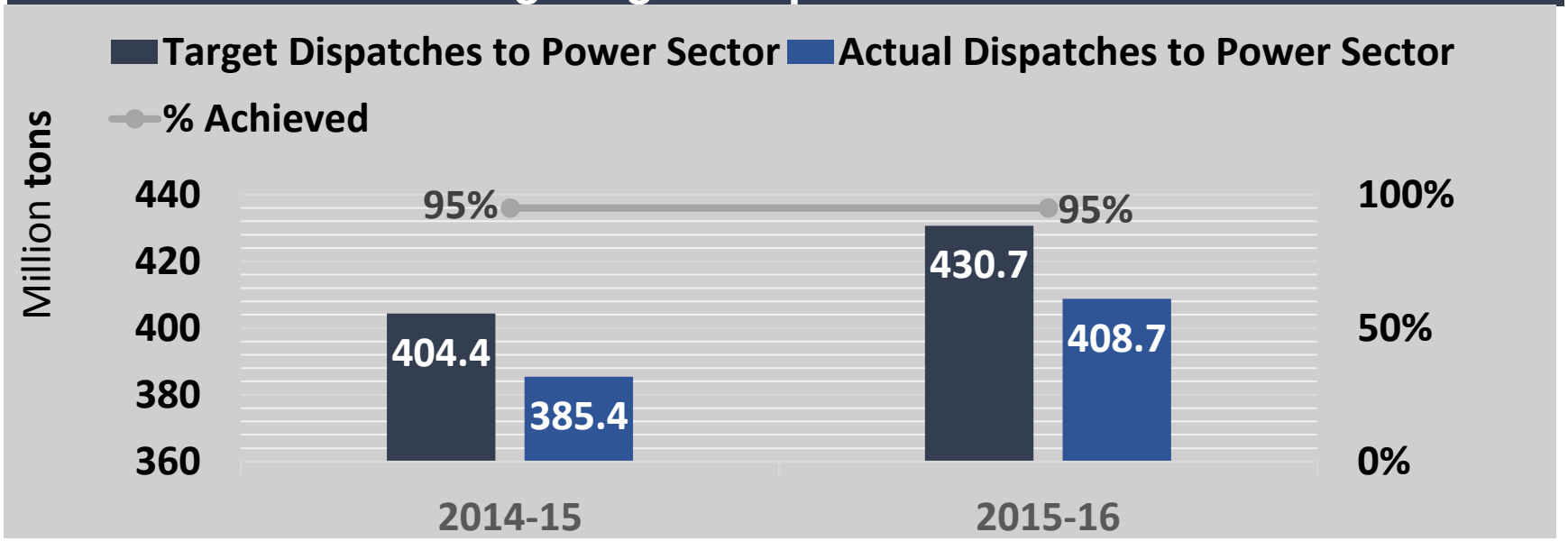
- Investment in logistics and infrastructure for coal offtake 3 major railway infrastructure projects to improve offtake from 3 growing coalfields in 3 subsidiaries
- Investment in larger size heavy earth moving machinery.
- Operator Independent Truck Dispatch Systems have been installed in 11 large projects in 4 subsidiaries.

Focus on Meeting Customer Needs

Beneficiation

- CIL currently operates 15 washeries
- 3 Non-coking coal washeries with feedstock capacity of 13.5 mtpa
- 12 Coking coal washeries with feedstock capacity of 23.3 mtpa
- **Future Programme:** 15 new washeries, capacity 94.1 mtpa,
  - Coking 6 washeries – 18.6 mtpa & Non-coking 9 – 75.5 mtpa.

Focus On Meeting Target Dispatches To The Power Sector



Marketing Strategy

To retain & grow the consumer base through:

- **Long-term supply contracts (20 year) to power segment (75% of total market)**
- **Medium-term supply contracts (5 year) to non-power segment**
- **Flexible commercial packages as per market requirement**
- **Quality assurance**

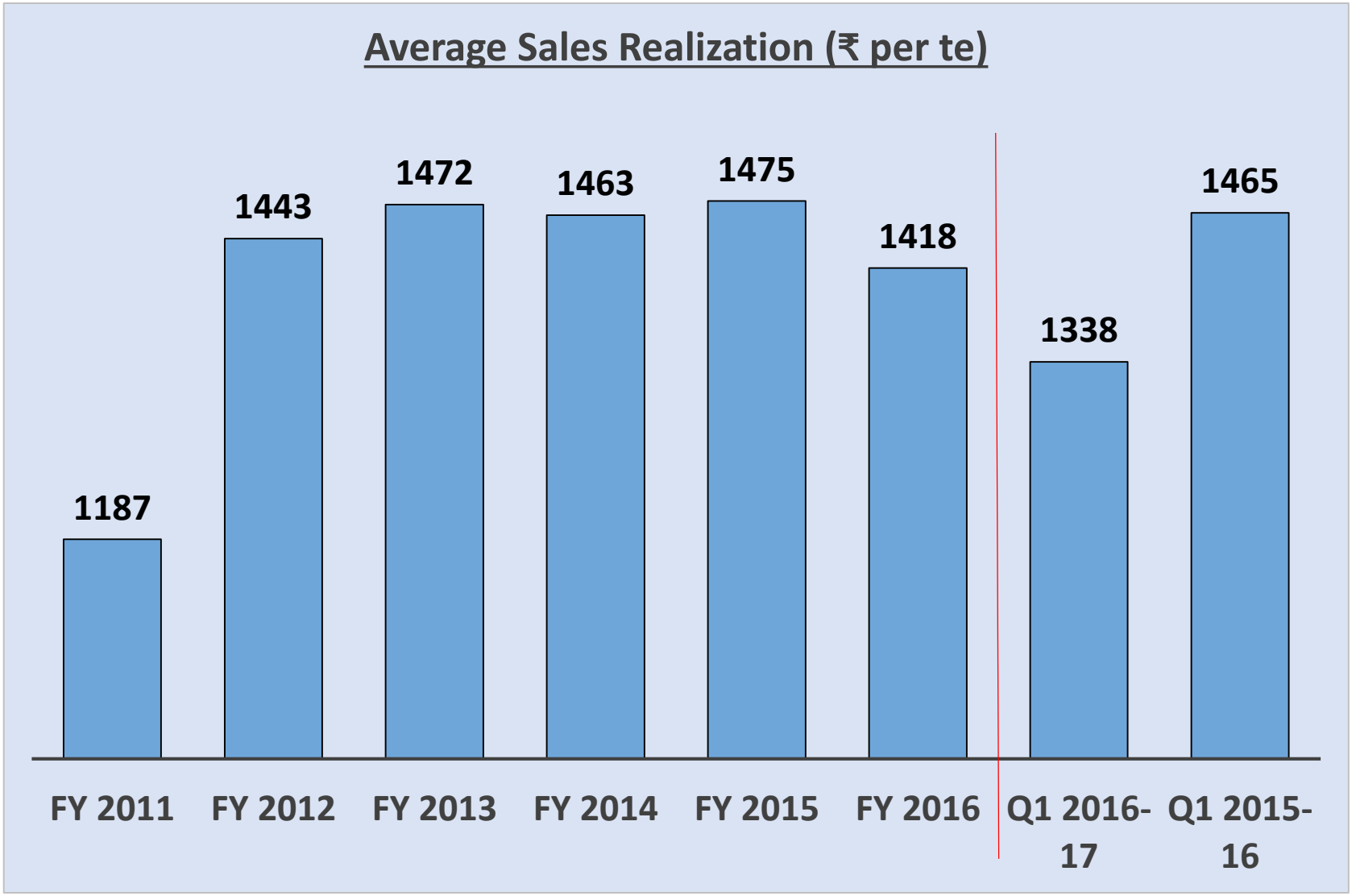
Engaging new consumers in non-power segment for entering into 5-year supply contracts through transparent and market driven electronic bidding

Identifying market segments for coal pricing and evolving different consumer friendly e-auction schemes to cater to the various target segments

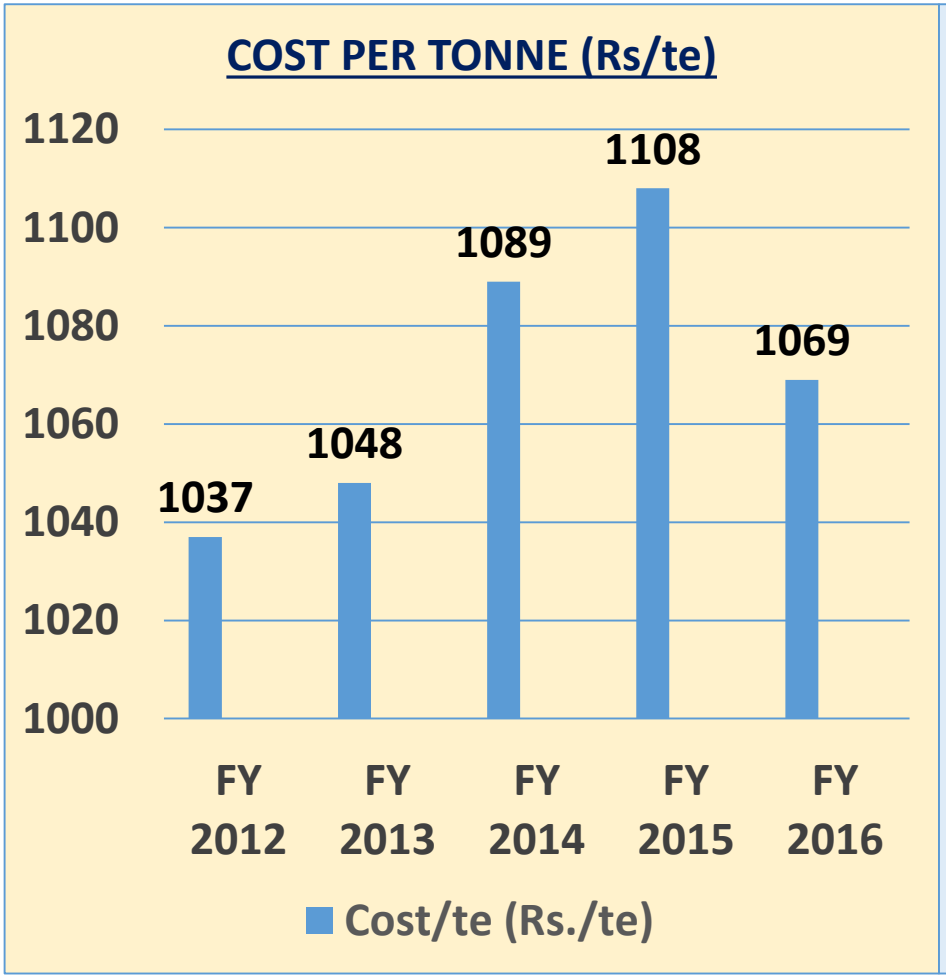
Encouraging partnership with large consumers having long-term contracts in order to develop dedicated logistics for coal movement – development of captive market

Engaging logistics providers for creating matching coal movement infrastructure

Average Sales Realisation per tonne



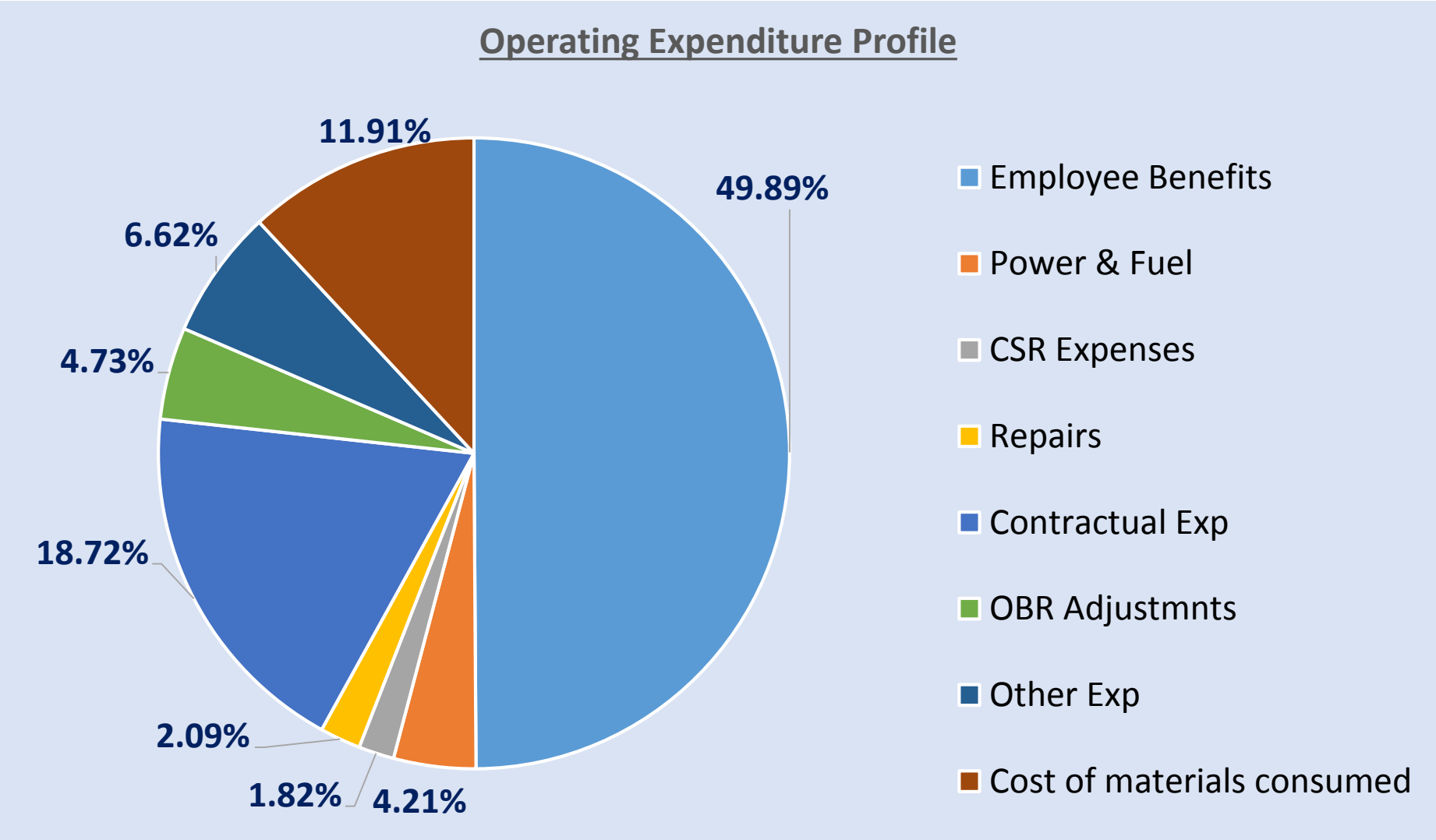
Low Cost Operations



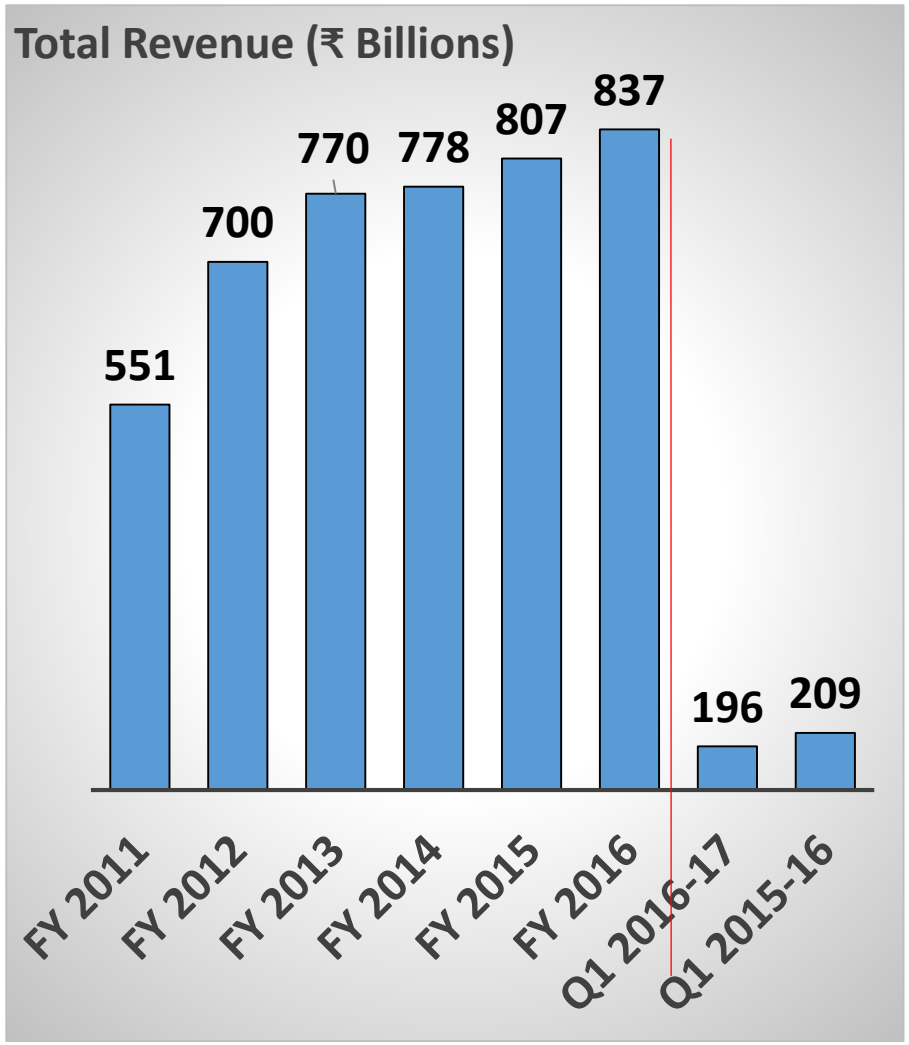
- **COST EFFICIENCY DRIVERS**

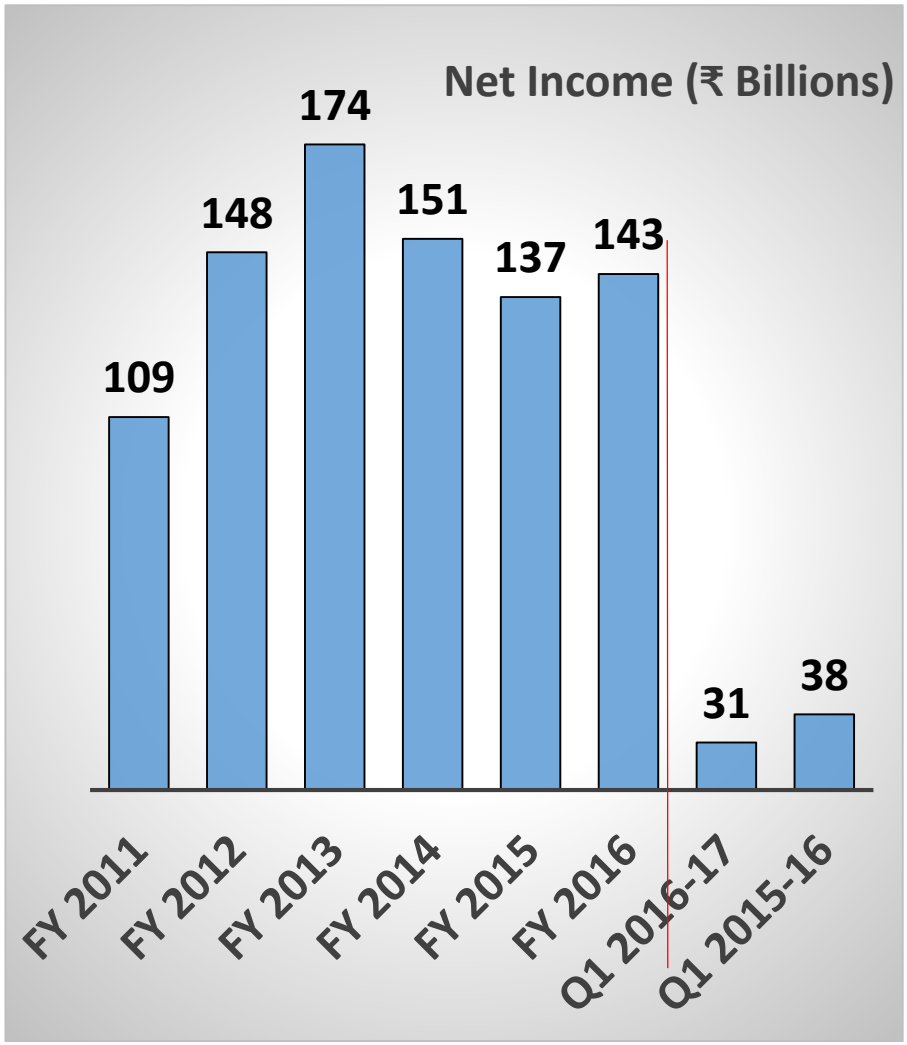
- Bulk of mining operations thru opencast mines (OCM).
- Improving productivity & efficiency thru use of higher capacity equipment.
- Introduction of Operator Independent Truck Dispatch System in large OCMs.
- Re-deplyment of manpower & resources for improving capacity utilisation.

Low Cost Operations

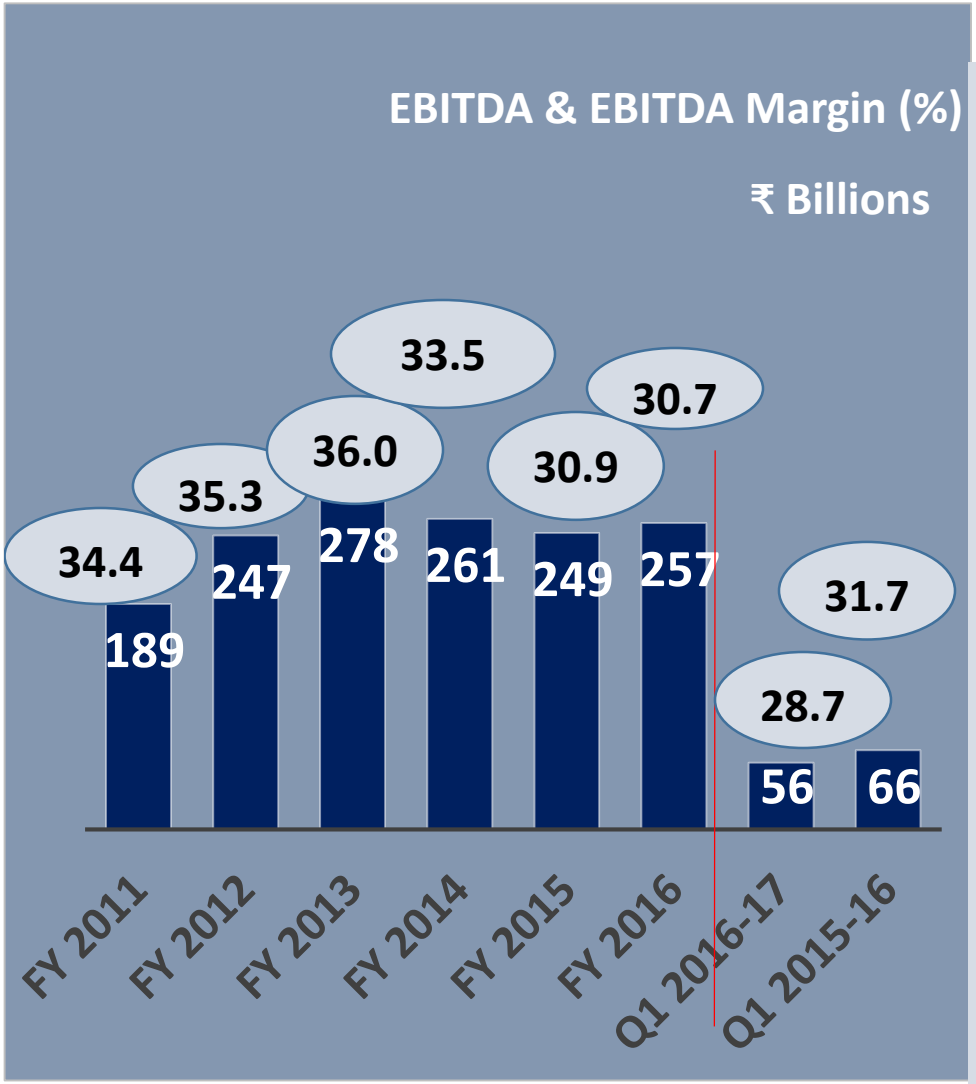


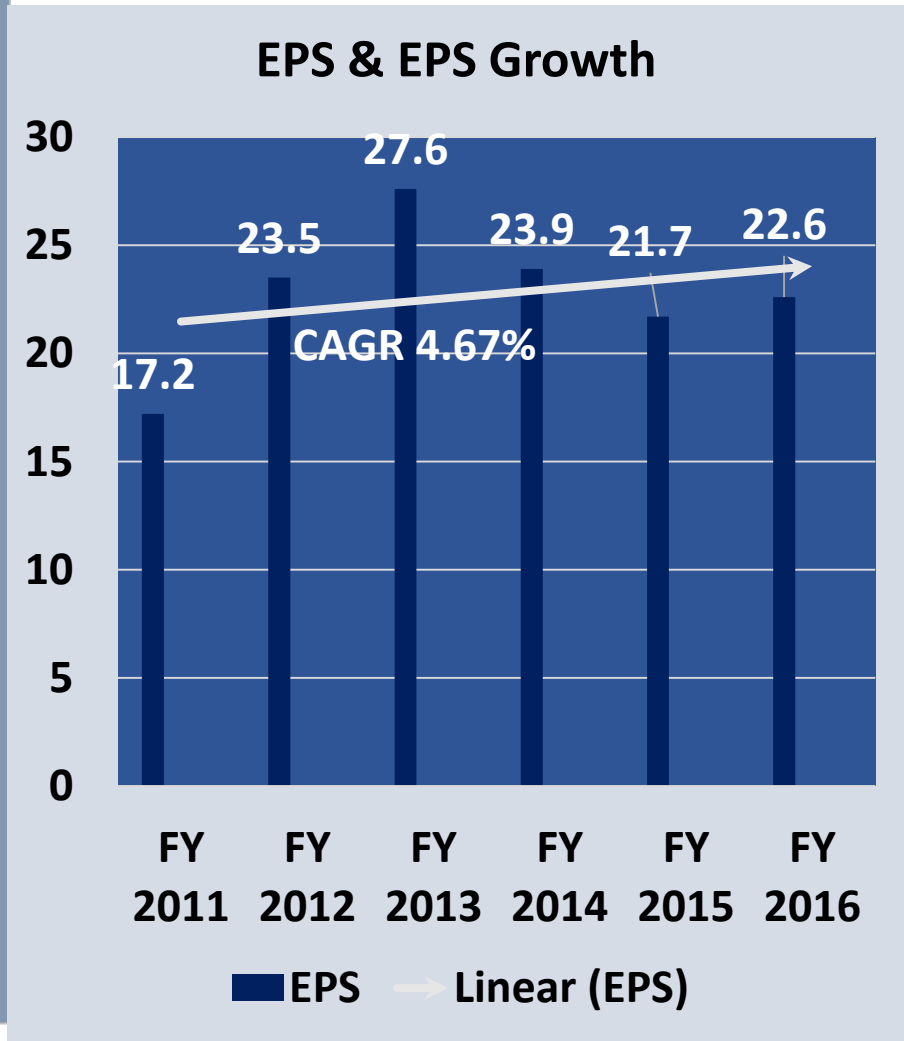
Total Revenue & Net Income (Rs. Millions)



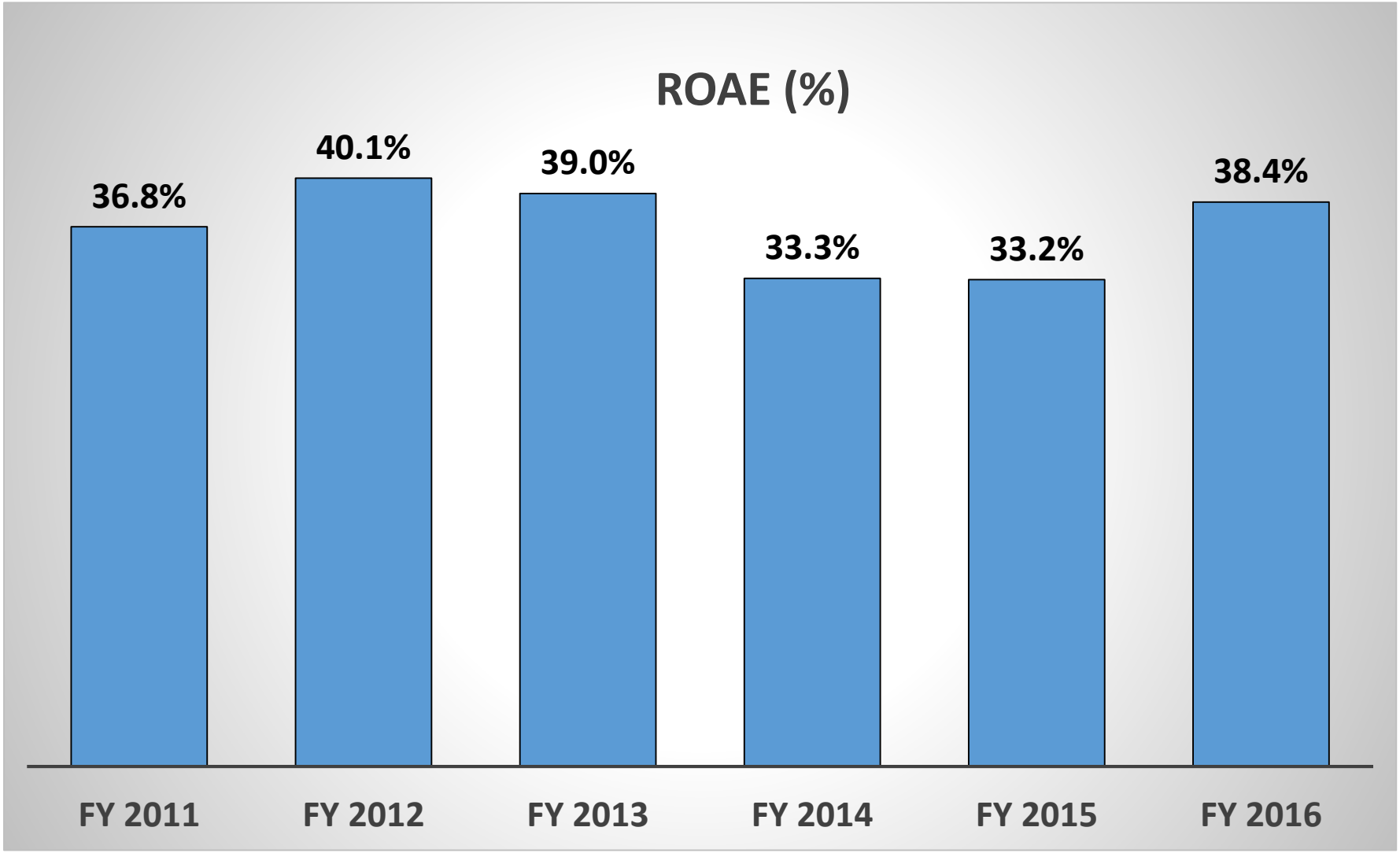


Positive Margins & Returns

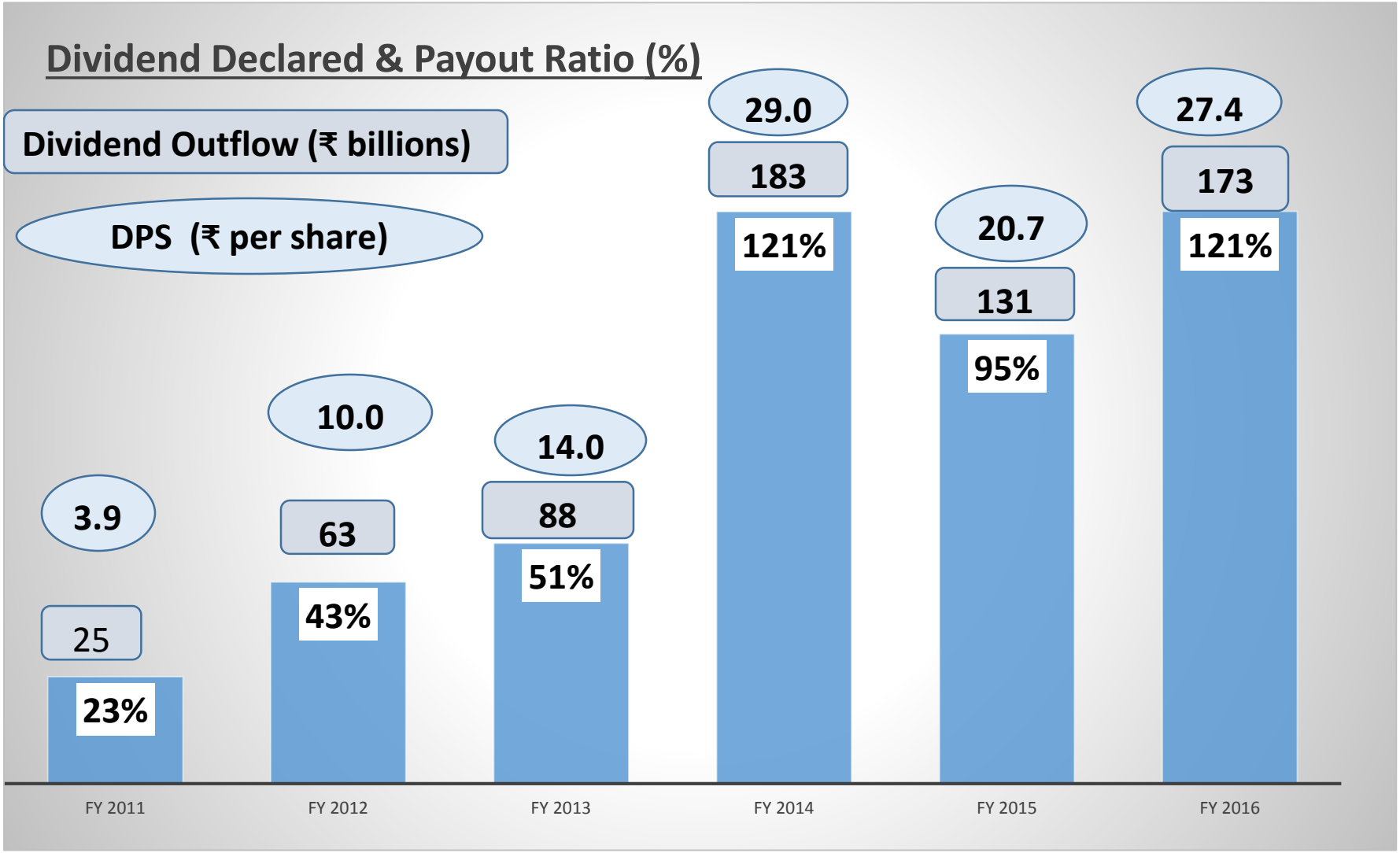




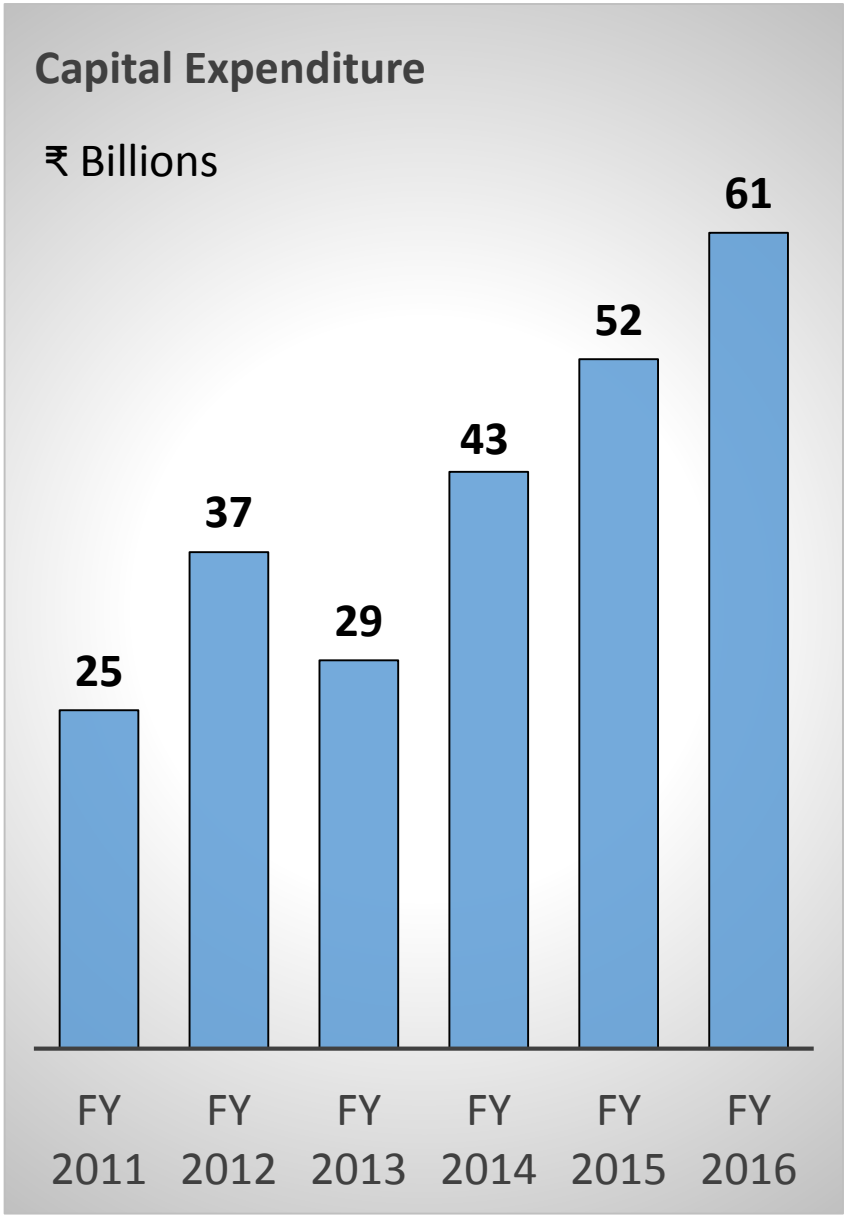
Positive Margins & Returns



Positive Margins & Returns



Capital Expenditure



- Capital expenditure in FY 2016 was mainly on account of Land, R&R issues, P&M, Exploration & Mine Development.
- In FY 2017, CIL envisages a capital expenditure of Rs.77,650 millions.
- Keeping in view the target of 908 Mte in 2020, capital investment would have to be done in infrastructure & evacuation .
- Capital Investment is also envisaged in sustainable initiatives like Solar Power, Surface Coal Gasification, Coal-Bed-Methane, etc.
- Land costs are on the rise as coal mining areas are being commissioned in semi-urban & populous areas.

Organizational Commitment to Sustainable Development

Social

- Coal India's Resettlement & Rehabilitation Policy 2012 provides flexibility to deal effectively with issues and determine packages suited to local needs
  - Policy accords high priority for minimizing disturbance of the local population while operating new mines and expanding existing mines
- 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

Working towards increasing acceptability of mining practices

Source: Company data and filings as on 31st March 2014
[1] Units are defined as mines, washeries, workshops, hospitals, training institutes etc.

Sustainable Development

- **ISO 9001 compliance** – 46 units & 2 subsidiaries are entirely compliant
- **ISO 14001** – 22 units & 2 subsidiaries are entirely compliant.
- **OHSAS 18001** – Two entire subsidiaries & 5 units are entirely compliant.
- **CIL HQ** has been granted licence of **ISO-90001:2015** (Quality Management System) & **ISO 50001:2011** (Energy Management System).
- **Green Commitment** letter signed by CIL for producing 1000 MW Solar power by 2019; tendering completed for one 2x100 MW Project;
- CIL HQ has an installed capacity of 2.35 MW of Solar Power.
- **CIL has planted 92 million saplings since inception**; **1.69 million in FY 2016**
- 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.
- CIL has adopted a well-defined Safety Policy for sustainable enhancement of safety in its coal mines.

Thank You