

<p>कोल इण्डिया लिमिटेड महारत्न कंपनी 3 तल्ला, कोर-2 प्रेमिसेस-04-एमआर, प्लॉट-ए एफ-III, एक्शन एरिया-1A, न्यूटाउन, रजरहट, कोलकाता-700156 फोन 033-23246526, फैक्स-033-23246510 ईमेल: <a href="mailto:mviswanathan2.cil@coalindia.in">mviswanathan2.cil@coalindia.in</a> वेबसाइट: <a href="http://www.coalindia.in">www.coalindia.in</a> CIN- L23109WB1973GOI028844</p>		<p><b>Coal India Limited</b> <b>A Maharatna Company</b> <b>(A Govt. of India Enterprise)</b> 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, FAX; 033-23246510 E-MAIL: <a href="mailto:mviswanathan2.cil@coalindia.in">mviswanathan2.cil@coalindia.in</a> WEBSITE: <a href="http://www.coalindia.in">www.coalindia.in</a> CIN- L23109WB1973GOI028844</p>
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Ref.No.CIL:XI(D):04156:2017:

Dated: 1<sup>st</sup> April'2017

To,  
Listing Department,  
Bombay Stock Exchange Limited,  
14<sup>th</sup> Floor, P.J.Towers,  
Dalal Street,  
Mumbai – 400 001

**Sub: Presentation to Institutional Investors on Non-Deal Roadshow**  
**Reference: ISIN – INE522F01014**

Dear Sir,

In terms of Regulations 46(2) (o) of Listing Regulations 2015, we are attaching the Presentation to be given to Institutional Investors for Non-Deal Roadshow to be held from 1<sup>st</sup> Apr'17 to 8<sup>th</sup> Apr'17 at USA.

This is for your information and records please

Yours faithfully,

*M. Viswanathan*  
1/4/17

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

**Enc: 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

MARCH 2017



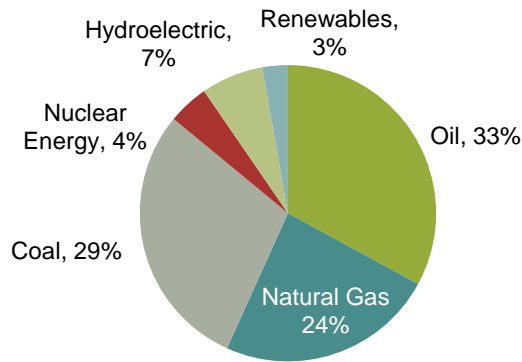
# Industry Overview



# Global Coal Sector

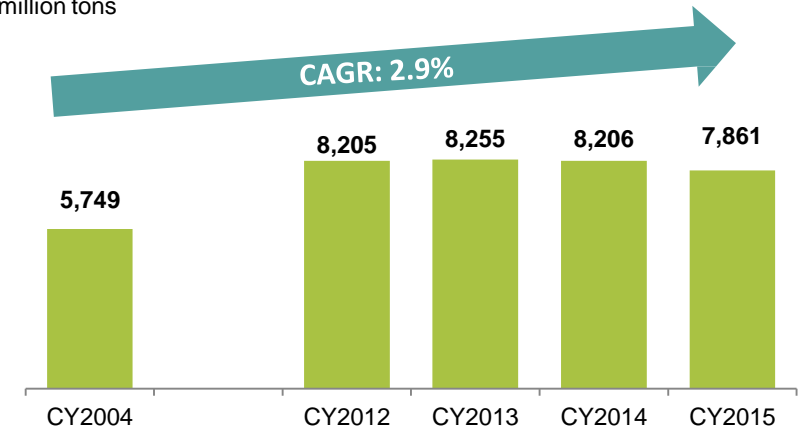
## Coal – Second Most Used Fuel Globally<sup>(1)</sup>

World Primary Energy Consumption (CY2015)



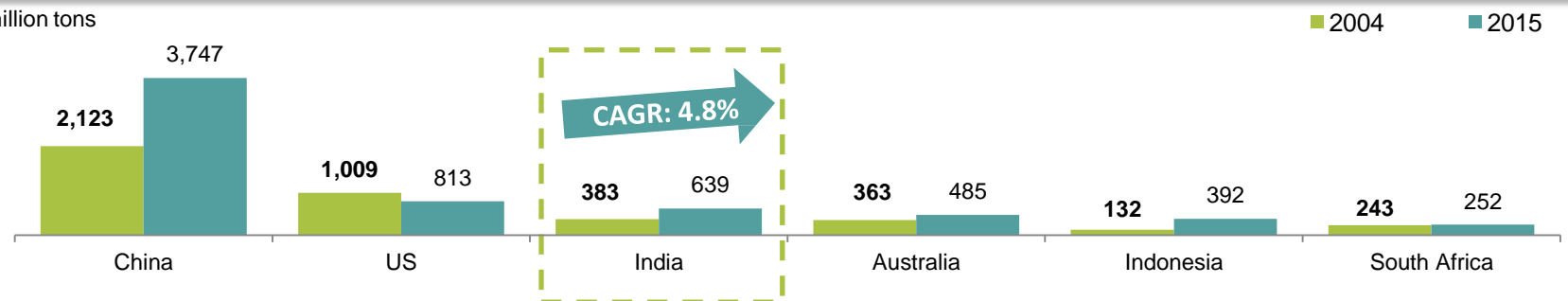
## Steady Growth in Global Coal Production<sup>(1)</sup>

million tons



## India was 3<sup>rd</sup> Largest Coal Producer Globally in 2015<sup>(2)</sup>

million tons



**India's production CAGR of 4.4% amongst the highest growth rates in the global coal sector**

Source: <sup>(1)</sup> BP Statistical Review 2016; Coal Controller of India for India data

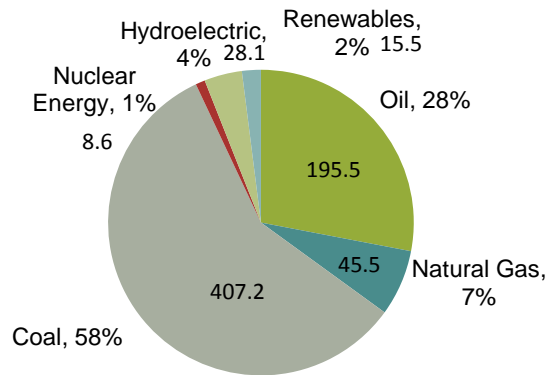
<sup>(2)</sup> Production data for India is as per FY2005 and FY2016 as published by the Coal Controller of India (and does not include lignite), for other countries the data is for CY2004 and CY2015 as published in BP Statistical Review 2016



# India's Coal Sector Overview

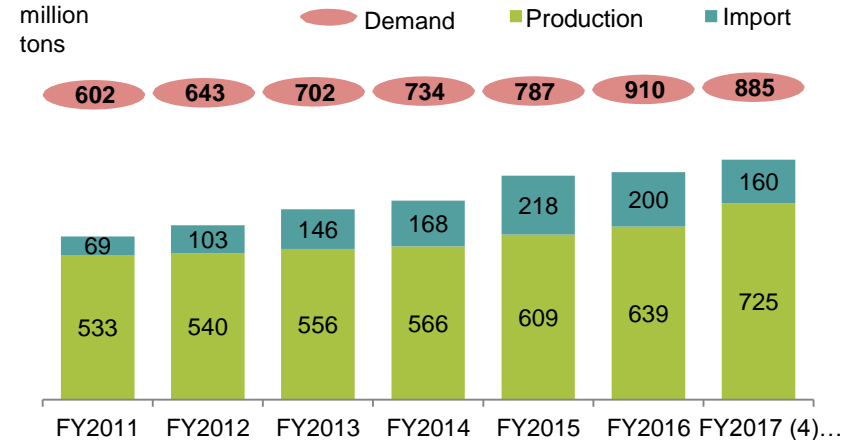
## Coal – India's Primary Source of Energy<sup>(1)</sup>

India's Primary Energy Consumption (CY2015)



**Coal provides 58% of Indian energy needs & generates 60% of India's electricity**

## Demand Supply Scenario<sup>(2)</sup>



## Inventory of Geological Resources of Indian Coal (upto a depth of 1,200 meters) as on 01-Apr-2016<sup>(3)</sup>

Category	Proved	Indicated	Inferred	Total	% Share
Coking (billion ton)	18	14	2	34	11%
Non Coking including tertiary coal (billion ton)	120	125	30	275	89%
<b>Total (billion ton)</b>	<b>138</b>	<b>139</b>	<b>32</b>	<b>309</b>	<b>100%</b>
% Share	45%	45%	10%	100%	

**Coal meets 30% of the world's energy needs and generates 41.1% of world's electricity<sup>(5)</sup>**

Source : <sup>(1)</sup> BP Statistical Review of world energy June 2016-65<sup>th</sup> edition, <sup>(2)</sup> CCOs Coal Directory of Indian : 2014-2015 and Provisional Coal Statistics : 2015-2016 & MOC Annual Plan Documents, <sup>(3)</sup> Inventory of geological resources of Indian coal prepared by Geological Survey of India on the basis of resources estimated by CMPDI, MECL, SCCL, GSI and DGM (Maharashtra) and DGM (Chhattisgarh) as on 01-Apr-2016, Data as per ISP methodology which can be different from that under UNFC classification <sup>(4)</sup> As per XII<sup>th</sup> 5 Year Plan released in 2012-13. There can be no assurance that this target will be reached. <sup>(5)</sup> World Coal Association, Coal Facts, 2016

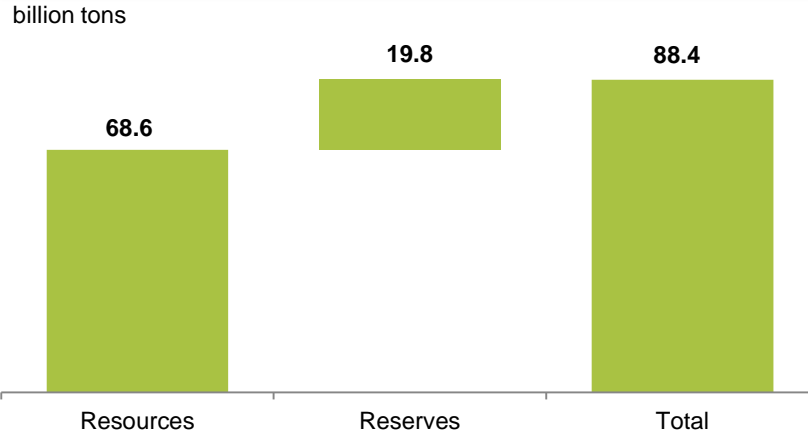


# Coal India Highlights



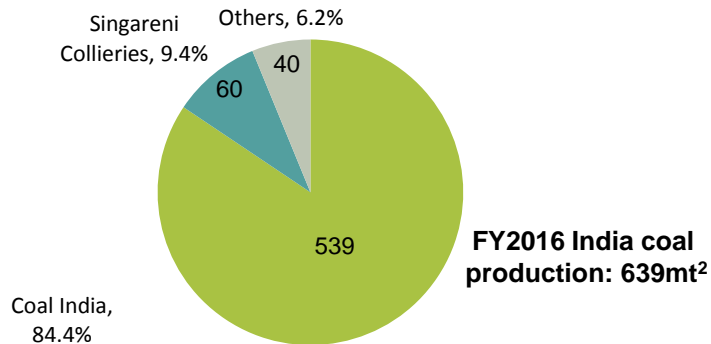
# Coal India: Key to India's Energy Security

## Coal India – Resources and Reserves<sup>1</sup>



- 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, 119 blocks with total geological reserve of 42.9bt<sup>4</sup> have been tentatively assigned to CIL by GoI

## Key to India's Energy Security<sup>2</sup>



- Coal India contributed 84% to India's total coal production in FY2016
- Coal accounts for 58%<sup>3</sup> of India's primary energy consumption
- Coal India operates 413 mines via 8 coal producing subsidiaries

<sup>1</sup> 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 Mozambique

<sup>2</sup> Provisional Statistics for 2016 from Coal Controller Organisation, Ministry of Coal, Government of India

<sup>3</sup> BP Statistical Review of World Energy June '16 – 65th edition

<sup>4</sup> Tentative allotment of coal blocks by Ministry of Coal  
Others include DVC, TISCO & Captive Blocks



# Key Company Highlights

## Organizational Commitment to Sustainable Development

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

## Positive Margins & Returns

- 9MFY17 EBITDA<sup>3</sup> margin of 22.7%
- FY16 ROAE<sup>3</sup> of 38%
- FY17 Dividend Payout Ratio of 180%

## 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 Producer<sup>1</sup>

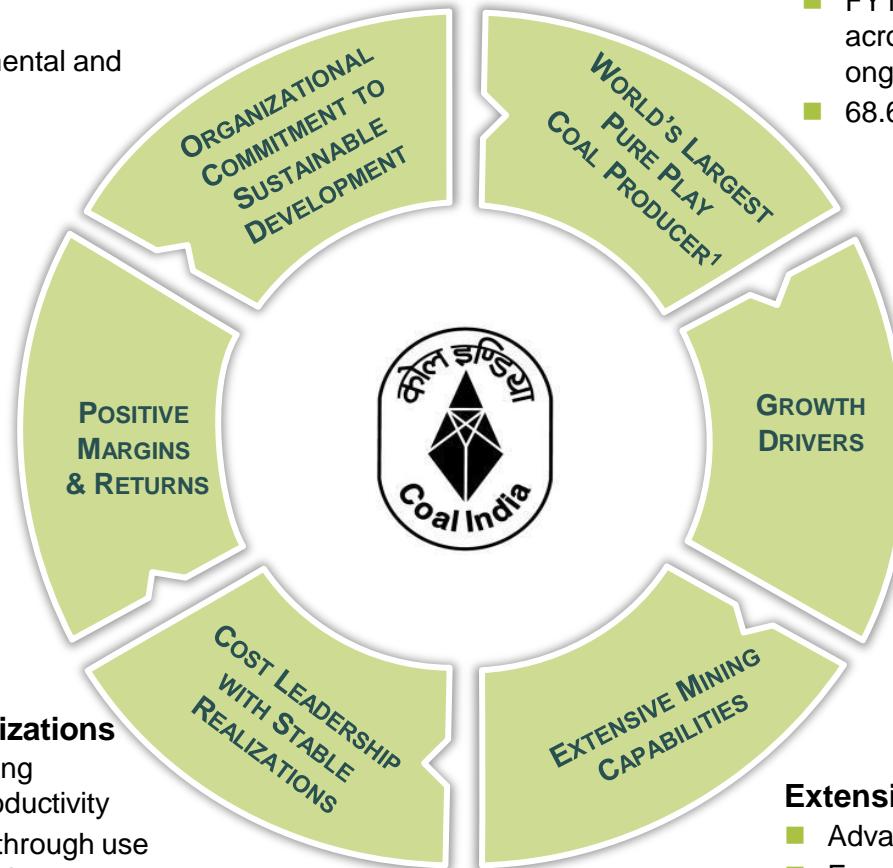
- FY16 production of 539 million tons across 413 operational mines, with ongoing projects for further ramp-up
- 68.6 bt Resources and 19.8 bt Reserves<sup>2</sup>

## Growth Drivers

- Coal accounts for 78.5% 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



<sup>1</sup> Largest listed coal company by annual production in FY2016

<sup>2</sup> 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 Mozambique

<sup>3</sup> EBITDA calculated by adjusting (adding back) finance cost, depreciation / amortization, impairment, provisions, write-offs, prior period adjustments and extra-ordinary items. EBITDA includes other income and is net of overburden removal expense; ROAE calculated as ratio of FY16 Profit after tax to average shareholders' equity for FY16 & FY15



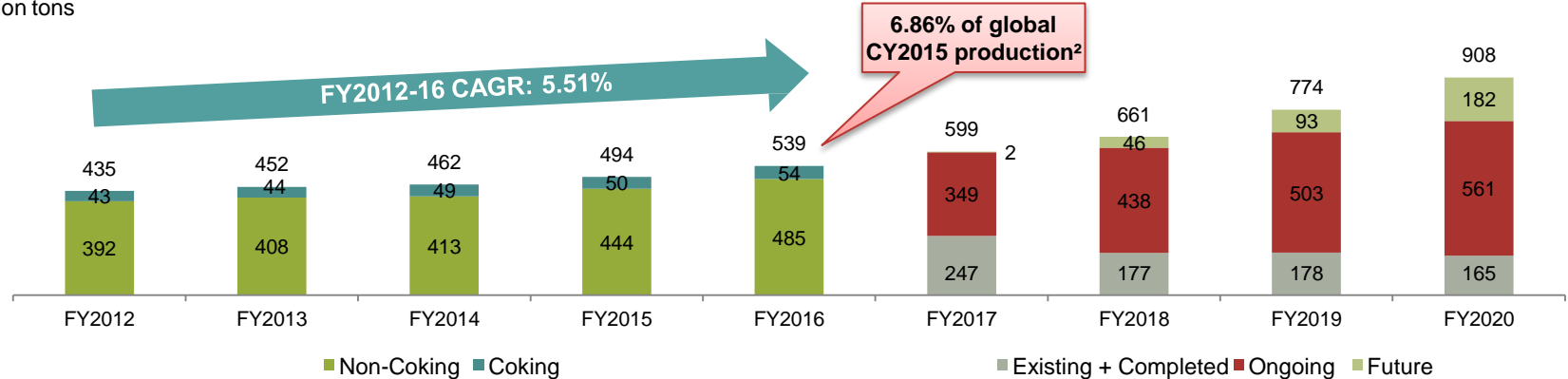


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# World's Largest Pure Play Coal Producer

## Largest Pure Play Coal Producer Globally<sup>1</sup>, Slated for Further Growth

million tons



- CIL's trend of growth was affected by introduction of blanket ban by MOEF in 2010.
- With lifting of ban growth restore to 7% in 2014-15, in 2015-16 highest ever growth to 8.9% to reach a level of 539 Mt
- However during first half of the current year due to supply constraints to power utility for higher stock at their end, growth halted, partly extended to 3rd quarter.
- Recently production growth has resumed around 2.4%

### Ongoing Projects

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

### Future Projects

- 65 new projects, with a targeted capacity of 302.88 MTY, have been identified IN fy 2014-2015, out of which
  - 57 projects have project reports formulated
  - Out of these 57 projects, 22 projects having ultimate capacity of 180.51 MTY have been approved

### 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 machineries
  - Operator Independent Truck Dispatch Systems have been installed in 11 large projects in 4 subsidiaries
  - Continuing satellite surveillance on restoration of reclamation of land

Note: FYE 31-March; Source: BP Statistical Review 2016, XII<sup>th</sup> 5 Year Plan published by the Planning Commission of India

<sup>1</sup> Largest listed coal company by annual production in FY2016.

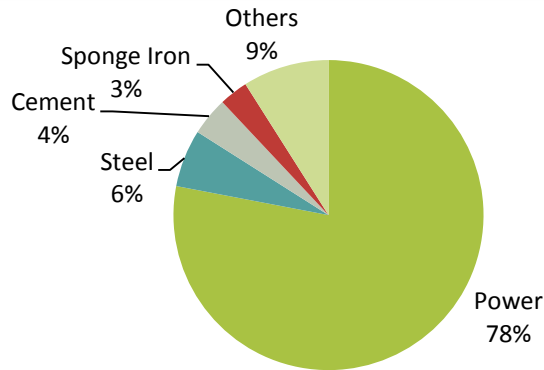
<sup>2</sup> Global production data for year ended 31-Dec; Coal India production data for year ended 31-March; For comparison purposes with global production for Dec-2015, Coal India data for FY2016 has been used.

<sup>3</sup> 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

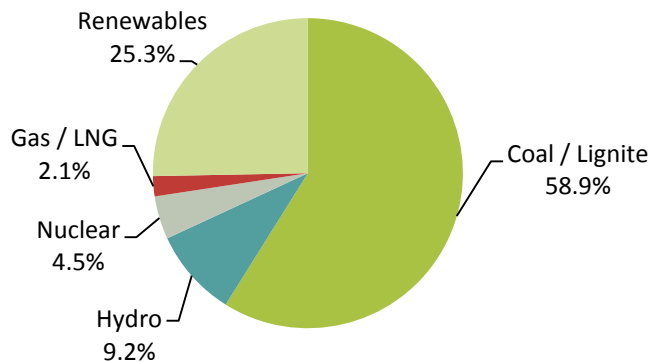
### Sector Wise Demand of Coal<sup>1</sup> (FY2016-2017)



### Demand Growth from End Industries

- Large energy deficit coupled with low per capita consumption expected to drive significant capacity additions in power sector
- Coal accounts for 78.5%<sup>4</sup> of the total commercial energy production in India
- 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

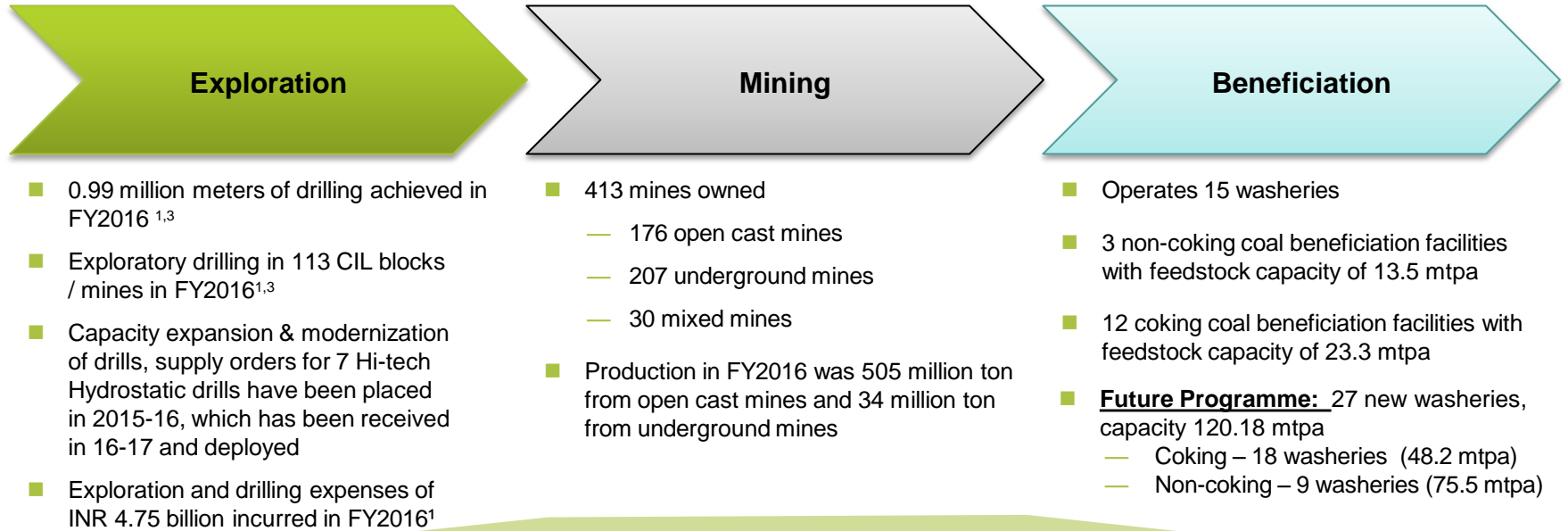
### Most of the Incremental Power Capacity during XII<sup>th</sup> 5 Year Plan Coal Based



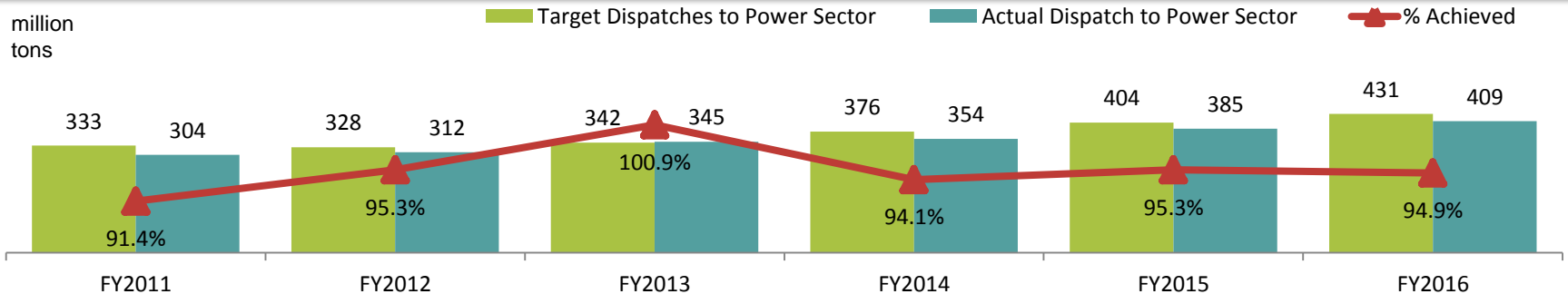
Source : XII<sup>th</sup> 5 Year Plan Document published by the Planning Commission of India, released in 2012-13. There can be no assurance that this target will be reached  
<sup>1</sup> Breakup of sector wise demand for non-coking coal from Annual Report 2016, Ministry of Coal



### 3 Extensive Mining Capabilities



#### Focus On Meeting Target<sup>2</sup> Dispatches To The Power Sector



Source: Company data and filings

<sup>1</sup> As per Company data (Annual Report FY16) and not independently verifiable

<sup>2</sup> Target Dispatches to the Power Sector as per Company's annual reports

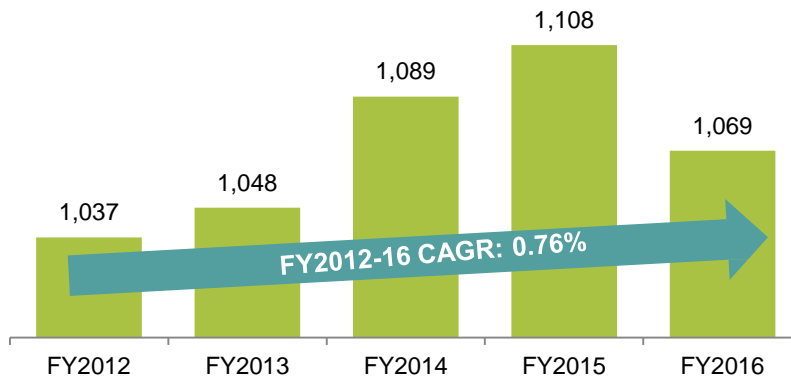
<sup>3</sup> Through in-house and outsourcing resources



## 4 Cost Leadership With Stable Realizations

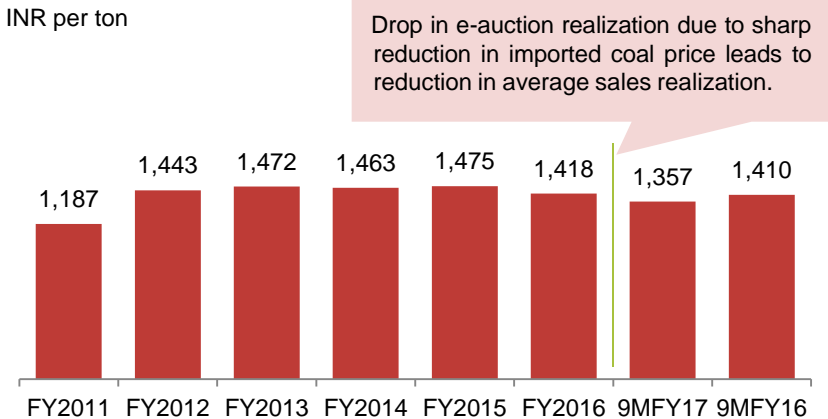
### Low Absolute Operating Cost per Ton<sup>1</sup>

INR per ton

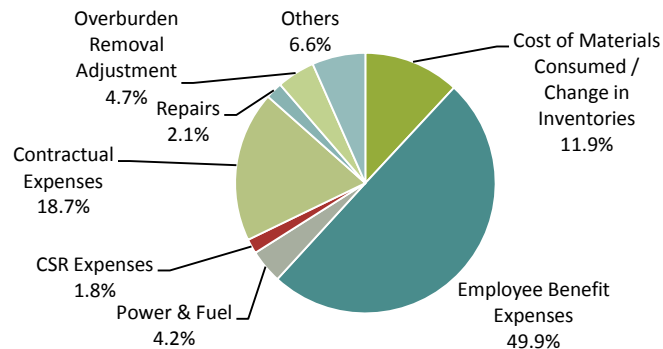


### Stable Average Sales Realizations<sup>2,5</sup>

INR per ton



### FY2016 Operating Expenditure Profile<sup>3</sup>



### Cost Efficiency Drivers

- CAGR of cost per tonne is 0.76% as against inflation of 3.14% which means cost per tonne has reduced by 2.38% in real term.
- 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-development of manpower & resources for improving capacity utilization.

Note: Consolidated financials; FY ended 31-March; Yearly financials are audited while quarterly financials have been subject to a limited review

<sup>1</sup> Indicative operating cost per ton calculated as ratio of total expenses adjusted (added back) for finance costs, depreciation / amortization / impairment, provisions and write-offs to total raw coal production sourced from annual audited accounts and quarterly limited review accounts

<sup>2</sup> Average realizations calculated as the ratio of net revenues from the sale of coal to the total dispatches during the period. The total dispatches include raw coal, washed coal, coke and other products. <sup>3</sup> Breakup of FY2016 operating expenses, excluding finance charges, depreciation / impairment, provisions and write-offs

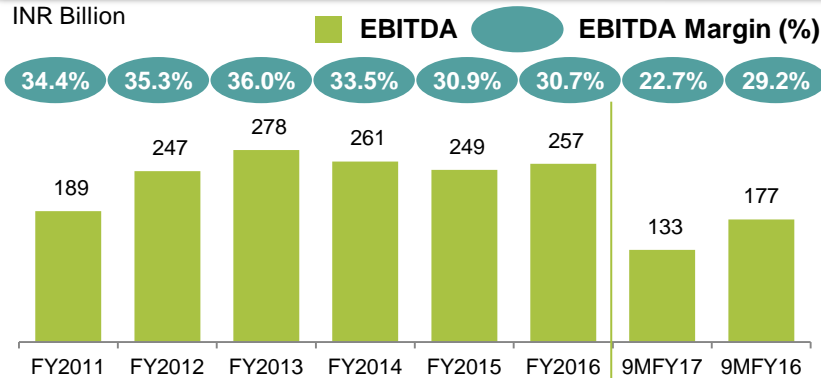
<sup>4</sup> FSAs are contractual Fuel Supply Agreements with third parties based on Company data

<sup>5</sup> Any reduction in dispatches under e-auction may reduce average sales realizations. Please refer to the slide titled "Key Business / Social / Environment Risks"

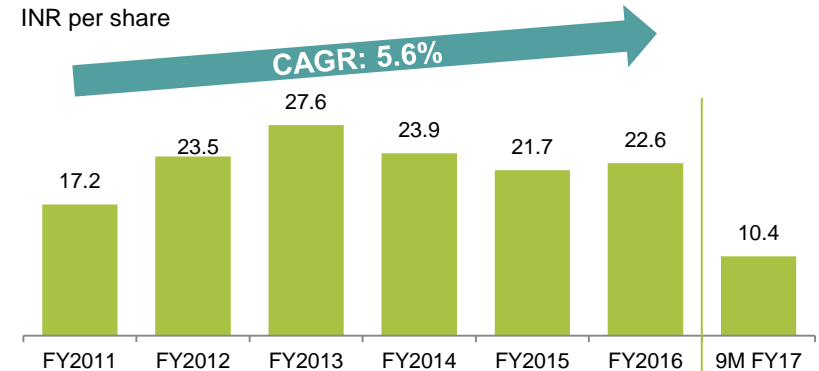


## 5 Positive Margins and Returns

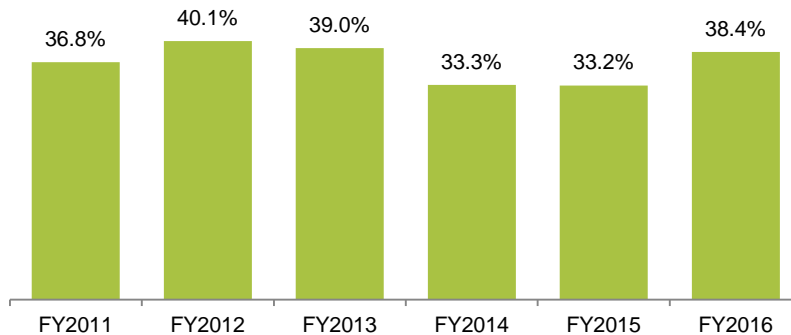
### EBITDA and EBITDA Margin (%)<sup>1</sup>



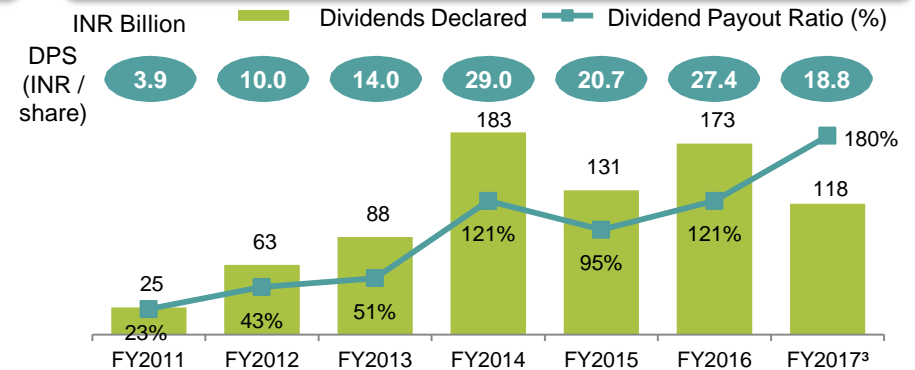
### EPS and EPS Growth (%)



### ROAE (%)<sup>2</sup>



### Dividends Declared & Payout Ratio



**Coal India ranked #2 in Coal and Consumable Fuels globally by Platts in 2016 on the basis of its financial performance**

Note: Consolidated financials in INR millions; FY ended 31-March; Yearly financials are audited while 9Month financials have been subject to a limited review

<sup>1</sup> EBITDA (unaudited) has been calculated by adjusting (adding back) the finance cost, depreciation / amortization/ impairment, provisions, write-offs, prior period adjustments and extra-ordinary items. EBITDA includes other income and is net of overburden removal expense

<sup>2</sup> ROAE calculated as the ratio of Profit after taxes to the average shareholders' equity for the current and the prior fiscal year

<sup>3</sup> Interim Dividend announced for FY17



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## Organizational Commitment to Sustainable Development

<b>Social</b>	<ul style="list-style-type: none"> <li>■ Coal India's Resettlement &amp; Rehabilitation Policy 2012 provides flexibility to deal effectively with issues and determine packages suited to local needs               <ul style="list-style-type: none"> <li>— Policy accords high priority for minimizing disturbance of the local population while operating new mines and expanding existing mines</li> </ul> </li> <li>■ CSR initiatives principally focused on project affected persons and persons living within 25km radius of project sites</li> <li>■ Main focus areas include healthcare, sanitation, education, environmental sustainability and conservation of natural resources, promotion of sports and projects for rural development</li> <li>■ Actual spend of INR 10.8 billion to fund CSR activities in FY2016</li> </ul>
<b>Environmental</b>	<ul style="list-style-type: none"> <li>■ 46 units<sup>1</sup> and 2 entire subsidiaries are ISO 9001 compliant, 22 units<sup>1</sup> and 2 entire subsidiaries are ISO 14001 compliant, 5 units<sup>1</sup> and 2 entire subsidiaries are OHSAS 18001 compliant. CIL is targeting certifications of all units by 2015-16</li> <li>■ CIL HQ has been granted licence of ISO 90001:2015 (Quality Management System) &amp; ISO 50001:2011 (Energy Management System)</li> <li>■ Green Commitment letter signed by CIL for producing 1000 MW Solar power by 2019; tendering completed for one 2x100 MW Project</li> <li>■ 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.</li> <li>■ Planted 92m saplings since inception with a survival rate of 80% to 85%               <ul style="list-style-type: none"> <li>— Total estimated forest land created 36896 Ha</li> <li>— Total forest land diverted 33602 Ha</li> </ul> </li> </ul>
<b>Safety</b>	<ul style="list-style-type: none"> <li>■ CIL has formulated a well-defined Safety Policy for ensuring safety in the mines and implementation of the same is closely monitored at several levels.</li> <li>■ Provision of adequate funds for safety.</li> <li>■ Deployment of adequate numbers of trained manpower for ensuring safety in mining operations.</li> <li>■ Well-structured and multi-disciplinary Internal Safety Organization (ISO) established in all the subsidiaries of CIL to monitor the implementation of CIL's Safety Policy</li> <li>■ Continuous and sustained improvement in technological inputs for mining operation.</li> <li>■ Support of scientific planning and R&amp;D activities made available through using in-house expertise of CMPDIL and in collaboration with the other scientific agencies and reputed educational institutes.</li> </ul>



**Working towards  
increasing  
acceptability of  
mining practices**



Source: Company data and filings as on 31<sup>st</sup> March 2016

<sup>1</sup> Units are defined as mines, washeries, workshops, hospitals, training institutes etc.



**Thank You**

