



A Maharatna Company



**NTPC Limited**  
**Investor Presentation**  
**2015**

*...Leaping forward*

# NTPC: VISION AND CORE VALUES

To be the world's largest and best power producer,  
powering India's growth

## Core Values



# OUTLINE

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**About NTPC**

**Financial Highlights**

**Opportunities and Growth**

**Competitive Position**

**Technological Progression**

**Risks and Mitigation**

**Sustainability Initiatives**



# NTPC TODAY .. BEST POSITIONED TO CAPTURE OPPORTUNITIES

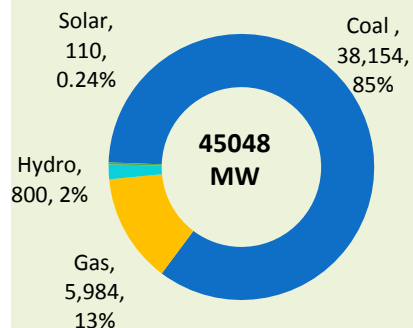


## Leading Power Generator

- ✓ Total installed capacity of 45,048MW\* (incl. 6,196 MW through group companies) + 23,504MW\* under construction
- ✓ Capacity to cross 70 GW by FY20

### Global Footprint

- ✓ 2x250MW & 2x660MW coal based plant in Sri Lanka & Bangladesh respectively

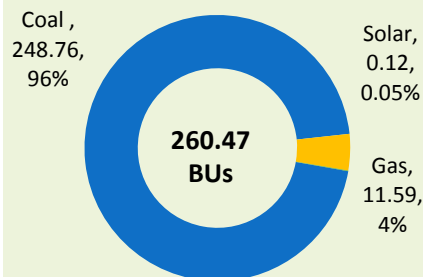


Installed Capacity as on 31.07.2015



## Diversified Generation Portfolio

- ✓ 1<sup>st</sup> Hydro project commissioned – 800 MW added at Koldam
- ✓ 110 MW Solar PV capacity commissioned, 250 MW under construction
- ✓ 510 MW Solar PV capacity under tender



Generation for FY 2014-15



## Integrated Player

### Trading

- ✓ Subsidiary NVVN is the prominent power trader in India-traded 10.4 BUs in FY15 as compared to 9.3 BUs in FY 14
- ✓ Also trades power with Bangladesh - nodal agency for trading power with Bhutan

### Coal Mining

- ✓ 8 coal mining blocks allotted by Gol with Geological Reserves of ~5 BT
- ✓ Production potential of ~82 MTPA from coal mines,

### Manufacturing

- ✓ 2 JVs for manufacturing power equipments- high voltage equipment and BoP



## Strong Financials

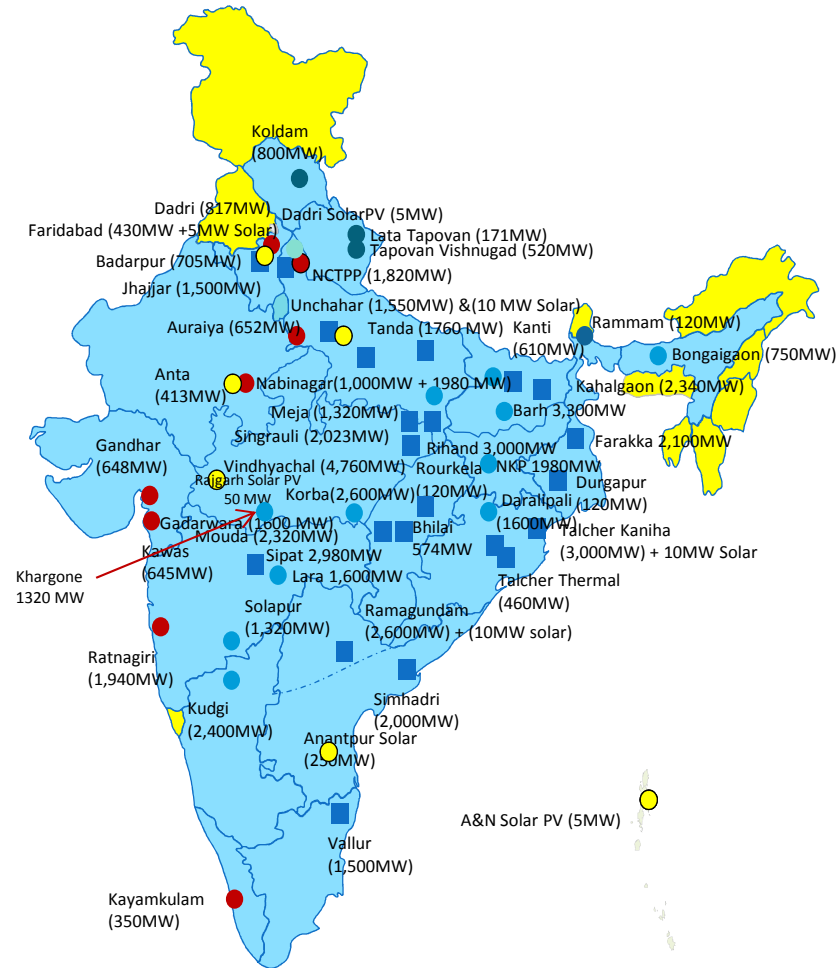
|                      | Rs. crore |             |
|----------------------|-----------|-------------|
| FY 15                | Consol    | Stand-alone |
| <b>Balance Sheet</b> |           |             |
| Total Debt           | 1,01,612  | 85,995      |
| Cash & Bank          | 14,252    | 12,879      |
| Net Debt             | 87,360    | 73,116      |
| Net Worth            | 82,094    | 81,657      |

|                | Rs. crore |             |
|----------------|-----------|-------------|
| FY 15          | Consol    | Stand-alone |
| <b>P&amp;L</b> |           |             |
| Revenue        | 82,701    | 75,362      |
| EBITDA         | 19,591    | 18,202      |
| PAT            | 9,992     | 10,291      |

- ✓ NTPC Group accounts for 16% of India's total installed capacity and 25% of All India generation as on 31.03.2015
- ✓ NTPC Group has made the single largest thermal capacity addition (7,295 MW) in the country during the first three years of the 12<sup>th</sup> Plan
- ✓ NTPC is one of the 7 Maharatnas and clocked the 3<sup>rd</sup> highest profit amongst PSUs in FY 15
- ✓ Ranked as the No.1 IPP and Energy Trader Globally by Platts 2014
- ✓ Ranked 431<sup>st</sup> largest company in the world in the Forbes Global 2000 list 2015

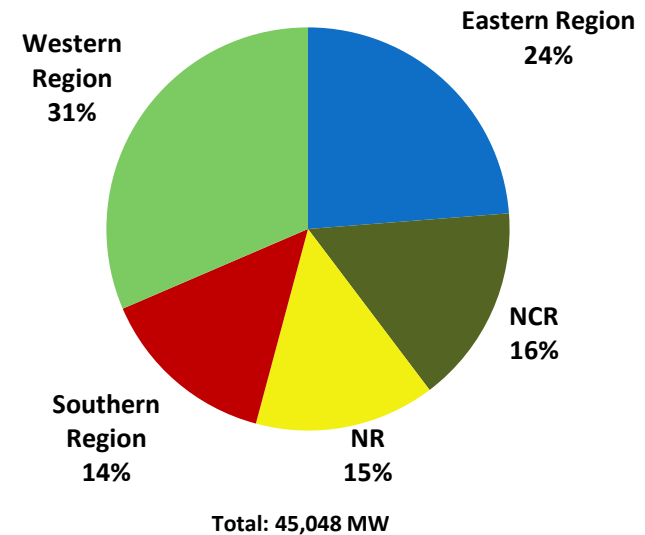
\*As on 31.07.2015

# NTPC GROUP .. PAN INDIA PRESENCE



**NTPC Group currently has projects across 20 Indian States including coal mining projects**

Geographical Spread of NTPC Group Capacity<sup>1</sup>



| Fuel Mix                     | No. of Plants | Capacity (MW) <sup>1</sup> | % Share        |
|------------------------------|---------------|----------------------------|----------------|
| <b>NTPC Owned</b>            |               |                            |                |
| Coal                         | 18            | 33,925                     | 75.31%         |
| Gas/Liquid Fuel              | 7             | 4,017                      | 8.92%          |
| Hydro                        | 1             | 800                        | 1.78%          |
| Solar                        | 8             | 110                        | 0.24%          |
| <b>Sub-total</b>             | <b>34</b>     | <b>38,852</b>              | <b>86.25%</b>  |
| <b>Owned by JVs and Subs</b> |               |                            |                |
| Coal                         | 6             | 4,229                      | 9.39%          |
| Gas                          | 1             | 1,967                      | 4.37%          |
| <b>Sub-total</b>             | <b>7</b>      | <b>6,196</b>               | <b>13.75%</b>  |
| <b>Total<sup>1</sup></b>     | <b>41</b>     | <b>45,048</b>              | <b>100.00%</b> |

1. 31.07.2015

# WHAT WE PROMISED ... IS WHAT WE DELIVERED IN FY15

## Actual Performance Against Commitments Made to Investors for FY15

|   | Guidance   | Performance   |
|---|--|---|
| 1 | <ul style="list-style-type: none"> <li>Target PAF (Coal)(FY14) : To achieve CERC norms</li> </ul>                    | <ul style="list-style-type: none"> <li>PAF (Coal) : All stations achieved CERC norms of PAF (DC)</li> <li>No under recovery of AFC (Annual fixed charges) due to PAF</li> </ul>   |
| 2 | <ul style="list-style-type: none"> <li>Commissioning of 1798 MW capacity</li> </ul>                                  | <ul style="list-style-type: none"> <li>1290 MW commissioned in FY15</li> <li>650 MW commissioned in Q1FY16</li> </ul>   |
| 3 | <ul style="list-style-type: none"> <li>Capex (standalone) Target of Rs.22,400 crore in FY15</li> </ul>               | <ul style="list-style-type: none"> <li>Capex incurred Rs. 23,239 crore (104%)</li> </ul>  |
| 4 | <ul style="list-style-type: none"> <li>New projects award- No explicit target given- under tender 6800 MW</li> </ul> | <ul style="list-style-type: none"> <li>Investment Approval of 2760 MW in FY 15 (Rs.20,442 crore):</li> <li>1320 MW Tanda-II STPP (Rs.9189 crore)</li> <li>1320 MW Khargone STPP (Rs.9871 crore)</li> <li>120 MW Hydro at Rammam (Rs. 1382 crore)</li> </ul> |
| 5 | <ul style="list-style-type: none"> <li>Start of mining</li> </ul>  | <ul style="list-style-type: none"> <li>Mines cancelled by Hon'ble SC orders</li> <li>MDO contract terminated for PB coal mines for slow progress</li> <li>Fresh MDO to be appointed in current FY</li> </ul>  |

**Awarded investment approval to projects worth Rs. 1,36,905 crore\* during FY12 to FY15**

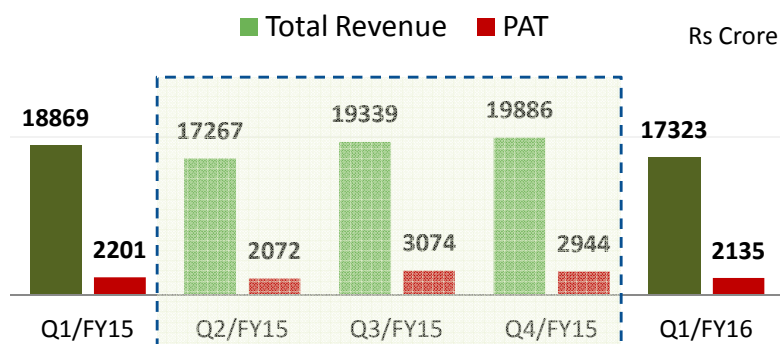
# Recent Financial Highlights

# FINANCIAL HIGHLIGHTS Q1/FY16 (UNAUDITED)

## Position Statement Q1FY16

| Quarter Ended                | Q1/FY16         | Q1/FY15         | % change |
|------------------------------|-----------------|-----------------|----------|
| Key Balance Sheet Highlights |                 |                 |          |
| Fixed Assets incl. CWIP      | 1,48,467        | 128,465         | +16%     |
| Investments                  | 10,504          | 12,607          | -17%     |
| Cash & Bank Balance          | 8,472           | 13,860          | -39%     |
| Other Assets                 | 33,156          | 27,933          | +19%     |
| <b>Total Assets</b>          | <b>2,00,599</b> | <b>1,82,864</b> | +10%     |
| Net Worth                    | 83,815          | 88,011          | -5%      |
| Total Debt                   | 85,772          | 68,483          | +25%     |
| Other Liabilities            | 31,012          | 26,370          | +18%     |
| <b>Total of Liabilities</b>  | <b>2,00,599</b> | <b>1,82,864</b> | +10%     |

## Q-o-Q Revenue and PAT



All financial figures in Rs. Crore except where specified

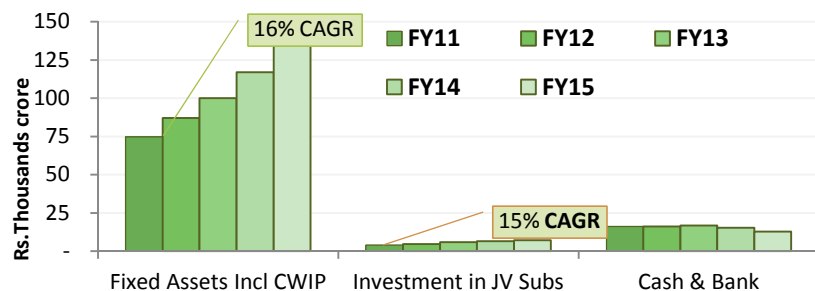
## Income Statement Q1FY16

| Quarter Ended              | Q1/FY16       | Q1/FY15       | % change |
|----------------------------|---------------|---------------|----------|
| Earnings Highlights        |               |               |          |
| Revenue from Operation     | 17,085        | 18,337        | -7%      |
| Other Income               | 239           | 533           | -55%     |
| <b>Total Revenue</b>       | <b>17,323</b> | <b>18,869</b> | -8%      |
| Expenses                   |               |               |          |
| Fuel Cost                  | 11,509        | 12,765        | -10%     |
| Employee benefit exp       | 923           | 918           | 1%       |
| Depreciation               | 1,238         | 1,115         | 11%      |
| Generation & Other Costs   | 1,215         | 1,119         | 9%       |
| Finance Cost               | 731           | 668           | 9%       |
| <b>Profit Before Tax</b>   | <b>1,708</b>  | <b>2,284</b>  | -25%     |
| Tax Expense                | -428          | 82            | -622%    |
| <b>Profit After Tax</b>    | <b>2,135</b>  | <b>2,201</b>  | -3%      |
| Other Financial Highlights |               |               |          |
| EPS (Rs.)                  | 2.59          | 2.67          | -3%      |
| Book Value Per Share (Rs.) | 101.65        | 106.74        | -5%      |

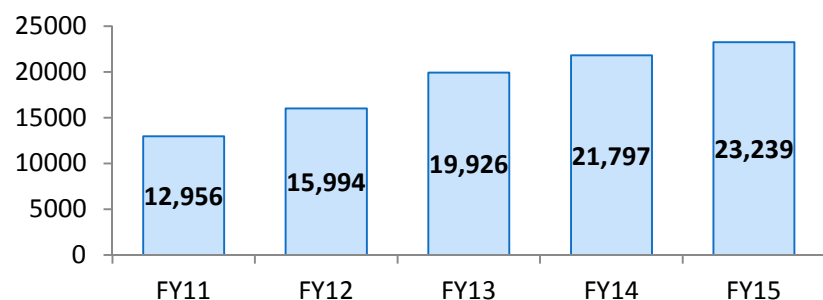


# FINANCIAL HIGHLIGHTS .. 2014-15 (AUDITED)

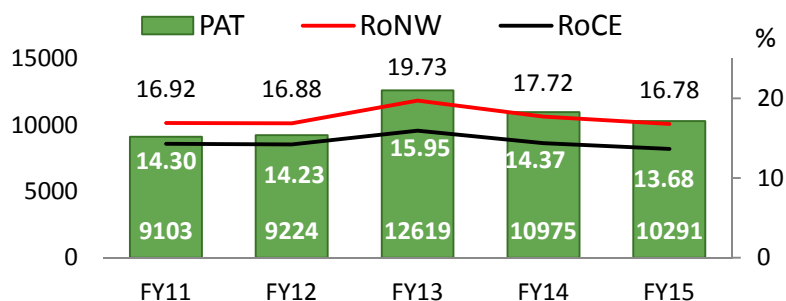
## Assets Growth



## Capex Growth



## Margin Growth



All financial figures in Rs. Crore except where specified

RoNW- Return on Net Worth, RoCE- Return on Capital Employed

## Financial Year 2015

| Year                                | FY15             | FY14             | %Change        |
|-------------------------------------|------------------|------------------|----------------|
| <b>Key P&amp;L Highlights</b>       |                  |                  |                |
| Total Revenue                       | 75,362.37        | 74,664.61        | +0.93%         |
| Profit Before Tax                   | 10,546.65        | 13,904.65        | -24.15%        |
| Profit After Tax                    | 10,290.86        | 10,974.74        | -6.23%         |
| <b>Key Balance Sheet Highlights</b> |                  |                  |                |
| Total Assets                        | 197,084.72       | 179,554.18       | +9.76%         |
| Capital WIP+ cap adv                | 64,214.18        | 53,533.65        | +19.95%        |
| Investments (non-current)           | 7,154.07         | 8,120.90         | -11.91%        |
| Year end Cash Balance               | 12,878.81        | 15,311.37        | -15.89%        |
| <b>Net worth</b>                    | <b>81,657.35</b> | <b>85,815.32</b> | <b>-4.85%</b>  |
| <b>Total Debt</b>                   | <b>85,995.34</b> | <b>67,170.22</b> | <b>+28.03%</b> |
| <b>Other Highlights</b>             |                  |                  |                |
| Operating Cash Flows                | 14,264.70        | 15,732.18        | -9.33%         |
| Book Value Per Share (Rs.)          | 99.03            | 104.08           | -4.85%         |
| Dividend per Share (Rs.)            | 15.00**          | 5.75             | +160.87%       |
| EPS (Rs.)                           | 12.48            | 13.31            | -6.24%         |
| Dividend yield at year end*         | 10.21%           | 4.80%            | +75bps         |
| Price/Book at year end*             | 1.48             | 1.15             | -              |

\*Based on year end share price of Rs.146.85 and Rs.119.90 as on 31.03.2015 and 31.03.2014 respectively

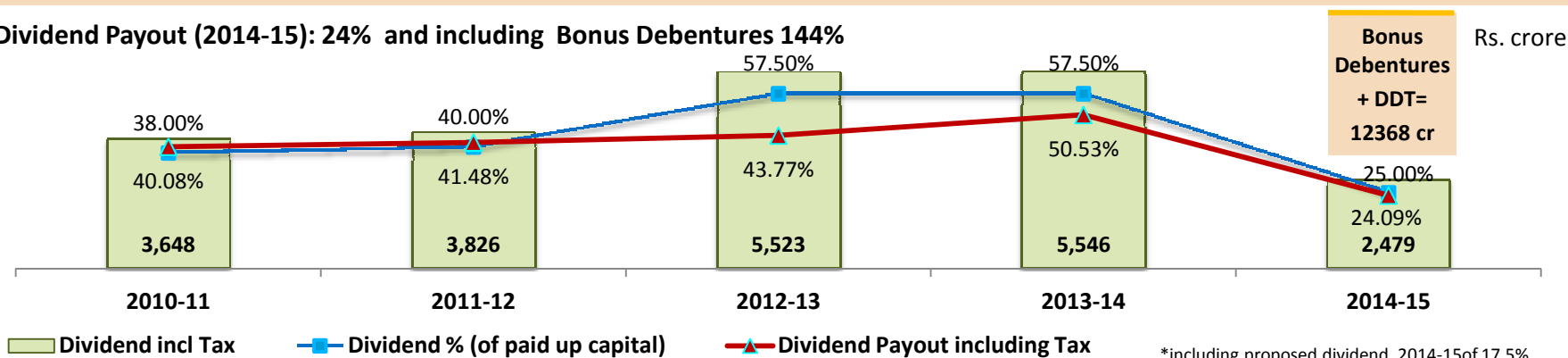
\*\*Including bonus debentures of Rs. 12.50 per share

# KEY 5 YEAR FINANCIAL HIGHLIGHTS

| Particulars                    | 2010-11     | 2011-12     | 2012-13     | 2013-14     | 2014-15     |   |
|--------------------------------|-------------|-------------|-------------|-------------|-------------|---|
|                                |             |             |             |             |             | Rs. crore   |
| EBITDA                         | 15,956      | 16,830      | 20,216      | 20,453      | 18,202      | ✓ CERC revised norms- Full recovery of AFC in FY15              |
| Profit before tax              | 12,050      | 12,326      | 16,579      | 13,905      | 10,547      |   |
| Profit after tax               | 9,103       | 9,224       | 12,619      | 10,975      | 10,291      | ✓ Improved Financial Leverage to improve RoE from FY 15 onwards |
| Dividend                       | 3,133       | 3,298       | 4,741       | 4,741       | 2,061       |   |
| Total Fixed Assets (Net block) | 74,731      | 87,086      | 100,046     | 117,000     | 135,343     |   |
| Investments (Non-current)      | 10,533      | 9,584       | 9,138       | 8,121       | 7,154       |   |
| Net-worth                      | 67,892      | 73,291      | 80,388      | 85,815      | 81,657      |   |
| Total Debt                     | 43,188      | 50,279      | 58,146      | 67,170      | 85,995      | ✓ Realign-ment of net-worth improved RoE                        |
| Value added                    | 19,140      | 19,738      | 22,999      | 25,966      | 25,078      |   |
| <b>Debt to equity(times)</b>   | <b>0.64</b> | <b>0.69</b> | <b>0.72</b> | <b>0.78</b> | <b>1.05</b> |   |

## High Dividend payouts

Dividend Payout (2014-15): 24% and including Bonus Debentures 144%



Paying dividend for last 22 years.

Additionally, the Company paid bonus debentures @ Rs. 12.50 against equity share of Face value of Rs. 10 each during 2014-15

# Opportunities and Growth

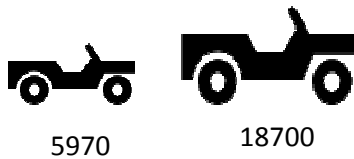
# DEMAND DRIVERS.. INCREASE IN ACTIVITY DEMAND AND SHARE OF ELECTRICITY IN ENERGY DEMAND



Growth in economic activity will lead to demand for energy as well <sup>1</sup>

| Per Capita | 2012 | 2047 |
|------------|------|------|
|            |      |      |

Transport Demand (km)



Residential Space (m<sup>2</sup>)



Commercial Space (m<sup>2</sup>)



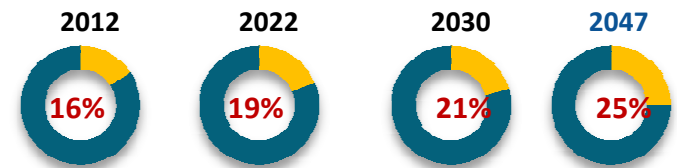
Modern Energy Use for Cooking in Rural Areas (kgoe)



### Make in India

- 25 sectors on top priority – develop mfg. capabilities
- Vision to increase manufacturing growth to 12-14% per annum over medium term
- Aim to oncrease manufacturing share in GDP from 16% in FY 14 to 25% in FY 22
- Reduce reliance on imports for defence by 30% in 5 years

### Share of electricity in energy demand <sup>1</sup>



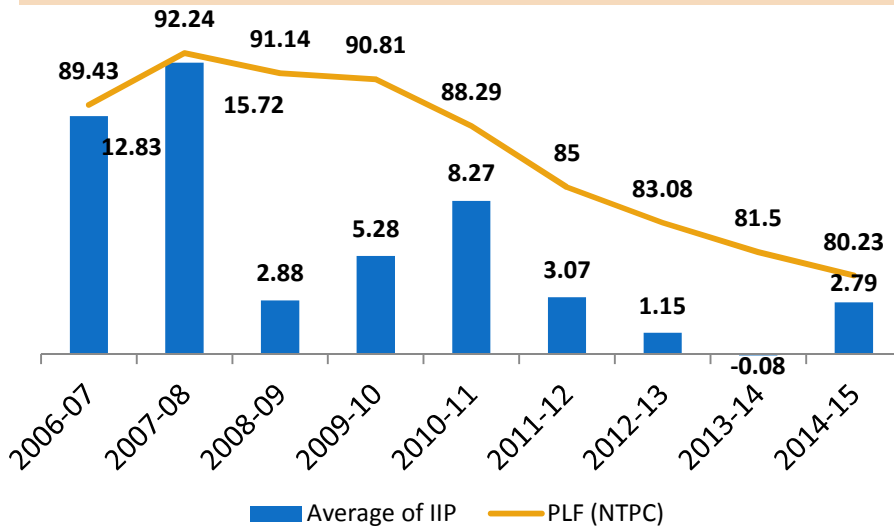
### Different demand sectors .. existing consumption patterns <sup>2</sup>

| Industrial   | Residential & Commercial  | Others  |
|--|---|---|
| <b>42%</b>   | <b>32%</b>  | <b>26%</b>  |
| <ul style="list-style-type: none"> <li>Make in India to lead to spurt in the industrial cycle</li> </ul> | <ul style="list-style-type: none"> <li>24 x 7 power supply</li> <li>India on brink of urban revolution – urban area to go up from 31% to 40% by 2031.</li> <li>Metros, bullet trains ,100 smart cities</li> <li>Rising share of services sector in the GDP</li> </ul> | <ul style="list-style-type: none"> <li>Demand in agriculture to grow</li> <li>Digital Penetration - E-governance initiative targeting high speed internet villages by 2018</li> </ul> |
| <p>IIP</p>   |   |   |

Source : 1. Niti Aayog Energy Mix report ; 2 CEA

# NTPC ... THE BEST BET FOR TOMORROW IN POWER SPACE

NTPC poised to take advantage when industrial growth accelerates

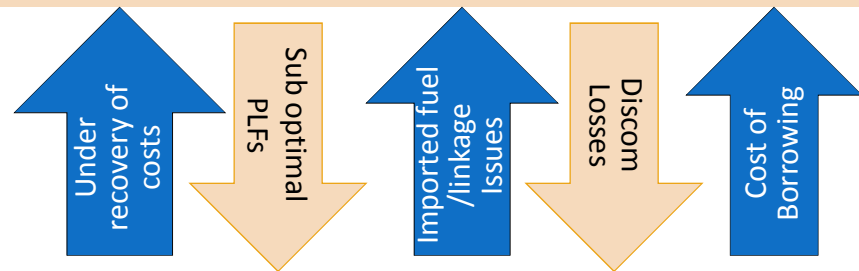


## NTPC vs PEERS

| Rs Crore                                | NTPC     | Reliance Power | Tata Power | Adani Power | JSW Energy |
|---|----------|----------------|------------|-------------|------------|
| Market Cap as on 31.03.2015             | 1,21,085 | 15,849         | 20,853     | 13,584      | 19,549     |
| Installed Capacity(GW) as on 31.03.2015 | 44.4     | 5.95           | 8.62       | 9.2         | 3.1        |
| FY15 Assets*                            | 219576   | 56021          | 75543      | 58474       | 19420      |
| FY15 EBITDA*                            | 19591    | 248            | 3009       | 1360        | 528        |

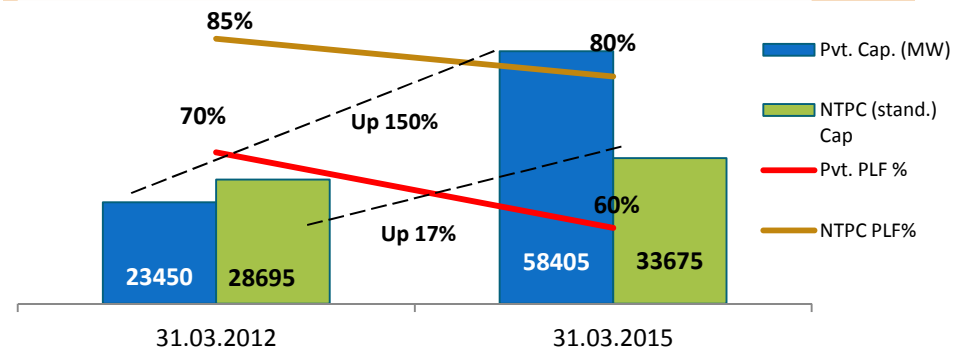
\*Consolidated financials

Private Sector capacity under distress because

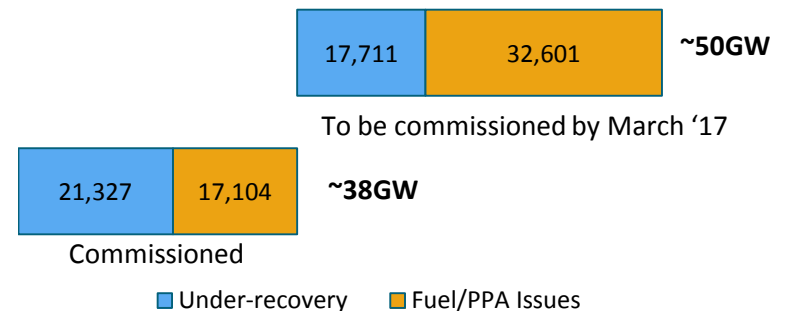


Proposing migration from competitive tariff to regulated tariff

Pvt. Sec. Investment in Coal Capacity rapid but unsustainable



Coal Capacity stranded (MW)

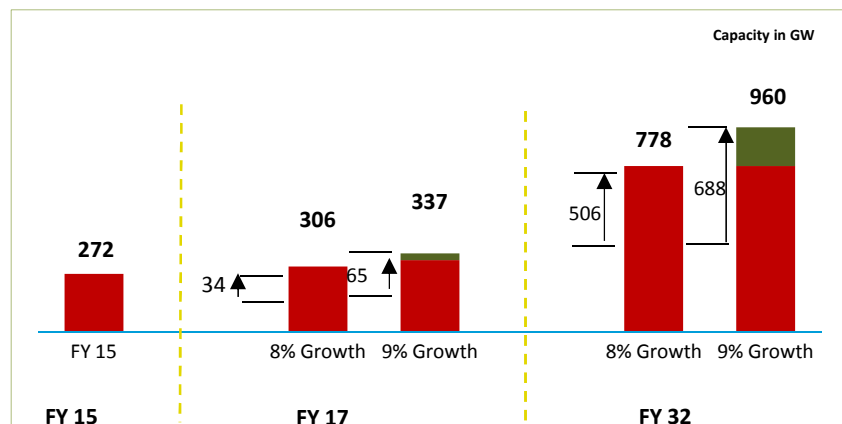


Source : Presentation by Association of Power Producers June 2014



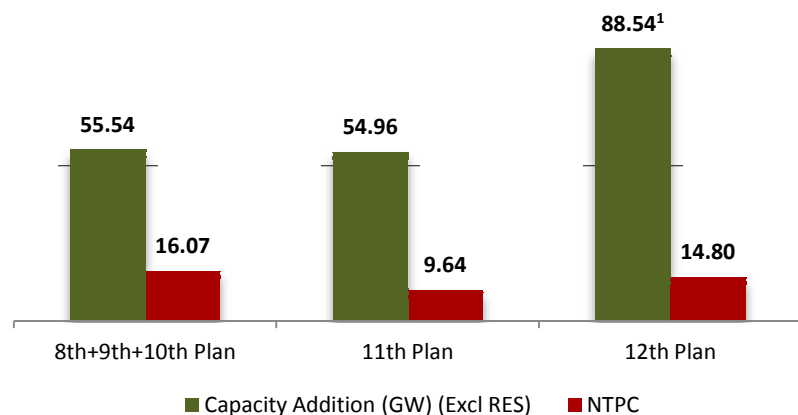
# 12<sup>TH</sup> PLAN

## India has a Large Capacity Requirement ...



- 14% of existing capacity needs to be added by FY17 to achieve 8% GDP growth
- Average annual capacity addition of ~19 GW required till FY17

## Capacity Expansion Plans (GW)

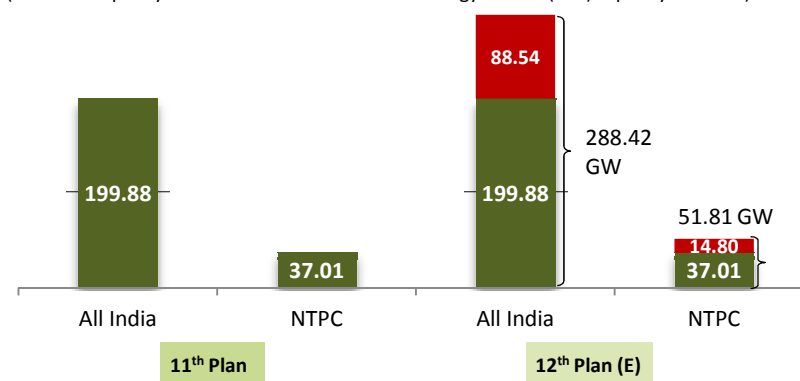


## ... with Significant Investments Planned in the Sector

|  | 12 <sup>th</sup> Plan (2012–17) |
|--|---------------------------------|
| Capacity excl. RES (MW) <sup>1</sup>                                     | 88,536.6                        |
| Expected Investments in Power Sector (Rs. Crore) <sup>2</sup>            | 14,99,914                       |
| Expected Investments in Non-Conventional Energy (Rs. Crore) <sup>2</sup> | 2,47,409                        |

## Cumulative Capacity (GW)

(12<sup>th</sup> Plan capacity does not include Renewable Energy Source (RES) capacity addition)



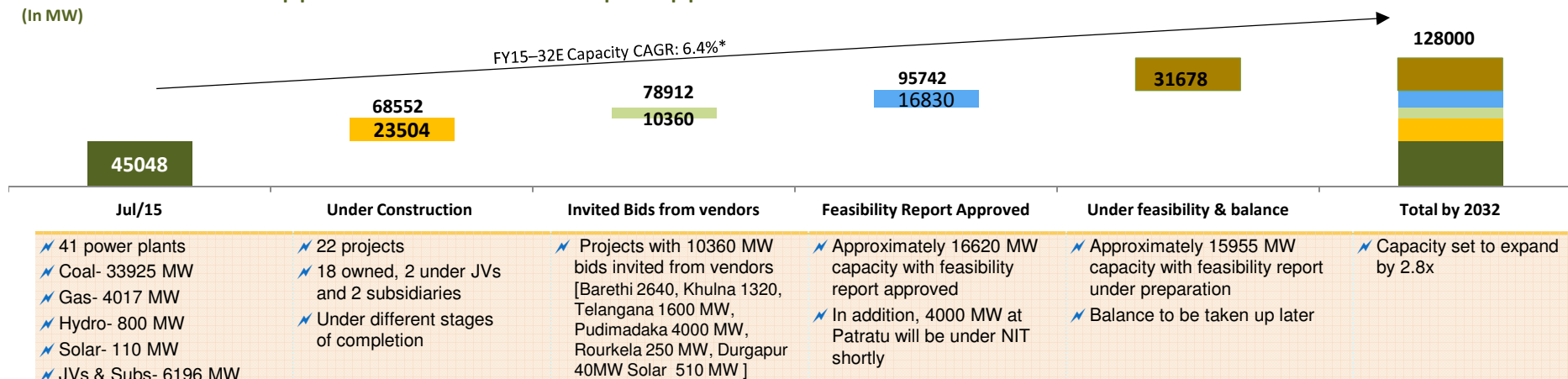
**12th Plan NTPC Own Capacity Addition: 11388 MW, Through JVs/Subs: 3410 MW, Total Capacity Addition: 14798 MW**

# GROWTH TRAJECTORY OF NTPC

NTPC takes the decision to proceed with a new project only once it is satisfied on the availability of land, water, fuel, off-take arrangements and environmental clearances.

Vision to maintain leadership position in India...Current development pipeline of ~ 34GW

(In MW)



✓ 41 power plants  
 ✓ Coal- 33925 MW  
 ✓ Gas- 4017 MW  
 ✓ Hydro- 800 MW  
 ✓ Solar- 110 MW  
 ✓ JVs & Subs- 6196 MW

## NTPC's Projects Under Construction

| Projects                 | Fuel  | Capacity (MW) | Expected Commissioning | Technology     | Land | Environmental Clearance | Forest Clearance | NTPC/JV |
|--------------------------|-------|---------------|------------------------|----------------|------|-------------------------|------------------|---------|
| Barh I                   | Coal  | 1,980         | FY17, FY17+            | Super-Critical | Yes  | Yes                     | Yes              | NTPC    |
| Tapovan Vishnugad        | Hydro | 520           | FY17+                  | -              | Yes  | Yes                     | Yes              | NTPC    |
| Bongaigaon               | Coal  | 500           | FY17                   | Sub-Critical   | Yes  | Yes                     | Yes              | NTPC    |
| Singrauli Hydro          | Hydro | 8             | FY16                   | -              | Yes  | Yes                     | Yes              | NTPC    |
| Solapur                  | Coal  | 1,320         | FY17, FY17+            | Super-Critical | Yes  | Yes                     | Yes              | NTPC    |
| Mouda II                 | Coal  | 1,320         | FY17                   | Super-Critical | Yes  | Yes                     | Yes              | NTPC    |
| Vindhyachal V            | Coal  | 500           | FY16                   | Sub-Critical   | Yes  | Yes                     | Yes              | NTPC    |
| Kudgi                    | Coal  | 2,400         | FY16, FY17, FY17+      | Super-Critical | Yes  | Yes                     | Yes              | NTPC    |
| Unchahar                 | Coal  | 500           | FY17+                  | -              | Yes  | Yes                     | Yes              | NTPC    |
| Lara                     | Coal  | 1,600         | FY17+                  | Super-Critical | Yes  | Yes                     | Yes              | NTPC    |
| Gadarwara                | Coal  | 1,600         | FY17+                  | Super-Critical | Yes  | Yes                     | Yes              | NTPC    |
| Daralipali               | Coal  | 1,600         | FY17+                  | Super-Critical | Yes  | Yes                     | Yes              | NTPC    |
| North Karanpura          | Coal  | 1,980         | FY17+                  | Super-Critical | Yes  | Yes                     | Yes              | NTPC    |
| Tanda- II                | Coal  | 1320          | FY17+                  | Super-Critical | Yes  | Yes                     | Yes              | NTPC    |
| Khargone                 | Coal  | 1320          | FY17+                  | Ultra SC       | Yes  | Yes                     | Yes              | NTPC    |
| Lata Tapovan             | Hydro | 171           | FY17+                  | -              | Yes  | Yes                     | Yes              | NTPC    |
| Rammam                   | Hydro | 120           | FY17+                  | -              | Yes  | Yes                     | Yes              | NTPC    |
| Nabinagar (BRBCL)        | Coal  | 1,000         | FY16, FY17, FY17+      | Sub-Critical   | Yes  | Yes                     | Yes              | Sub     |
| Nabinagar (JV with BSEB) | Coal  | 1,980         | FY17+                  | Super-Critical | Yes  | Yes                     | Yes              | JV      |
| Kanti                    | Coal  | 195           | FY16                   | Sub-Critical   | Yes  | Yes                     | Yes              | Sub     |
| Meja                     | Coal  | 1,320         | FY17, FY17+            | Super-Critical | Yes  | Yes                     | Yes              | JV      |
| Ananatpur Solar PV       | Solar | 250           | FY17                   | Solar PV       | Yes  | Yes                     | Yes              | NTPC    |
| <b>Total</b>             |       | <b>23504</b>  |                        |                |      |                         |                  |         |

\*NTPC Group YE FY12 capacity was 37,014MW, 41184 MW as at FY13 end, 43108 MW as at FY14 end and 44398 at FY 15 end

# CAPACITY ADDITION .. SCHEDULED IN 12<sup>TH</sup> PLAN (FY13 TO FY17)

| Commissioned |                              |              |
|--------------|------------------------------|--------------|
| Year         | Project                      | Target MW    |
| FY13         | Sipat                        | 660          |
|              | Indira Gandhi STPP JV        | 500          |
|              | Mouda – I, Unit - 1          | 500          |
|              | Vindhychal – Unit 11         | 500          |
|              | Rihand – III                 | 500          |
|              | Vindhychal – Unit 12         | 500          |
|              | Mouda – I, Unit- 2           | 500          |
|              | Vallur – I JV                | 500          |
|              | Solar PV (A&N, Dadri)        | 10           |
|              | <b>Total FY 13</b>           | <b>4,170</b> |
| FY14         | Rihand – III                 | 500          |
|              | Barh-II                      | 660          |
|              | Solar PVs                    | 65           |
|              | Vallur – I JV                | 500          |
|              | Kanti- Subsidiary            | 110*         |
|              | <b>Total FY 14</b>           | <b>1,835</b> |
| FY15         | Rajgarh (Solar PV)           | 20           |
|              | Singrauli (Solar PV)         | 15           |
|              | Barh-II (Unit#5)             | 660          |
|              | Koldam- Hydro (U#1 &2)       | 400          |
|              | Kanti – Subsidiary (Unit #3) | 195          |
|              | <b>Total FY 15</b>           | <b>1290</b>  |
|              | <b>Total (FY13-15)</b>       | <b>7295</b>  |

| Target –FY16 & FY17 |  |              |
|---------------------|--|--------------|
| Year                | Project  | Target MW    |
| FY16                | Bongaigaon (Unit#1)                              | 250          |
|                     | Koldam ( Unit #3 &4)                             | 400          |
|                     | Vindhychal -V (Unit #3)                          | 500          |
|                     | Kanti – Subsidiary (Unit #4)                     | 195          |
|                     | Nabinagar (BRBCL) (Unit#1)                       | 250          |
|                     | Kudgi-I (Unit#1)                                 | 800          |
|                     | Singrauli Hydro                                  | 8            |
|                     | <b>Total FY 16</b>                               | <b>2403</b>  |
| FY 17               | Barh I (Unit#1)                                  | 660          |
|                     | Bongaigaon (Unit #2 & 3)                         | 500          |
|                     | Nabinagar (BRBCL) (Unit# 2&3)                    | 500          |
|                     | Kudgi (Unit#2 )                                  | 800          |
|                     | Mouda –II (Unit#1 & 2)                           | 1320         |
|                     | Solapur (Unit #1)                                | 660          |
|                     | Meja   | 660          |
|                     | <b>Total FY17</b>                                | <b>5100</b>  |
|                     | Total capacity to be commissioned in FY16 & FY17 | 7503         |
|                     | <b>Capacity Commissioned in FY13 to FY15</b>     | <b>7295</b>  |
|                     | <b>Total Capacity Target FY13-17</b>             | <b>14798</b> |
| Renewable           |  |              |
| Year                | Projects   | Target MW    |
| FY17                | Ananatpur Solar                                  | 250          |

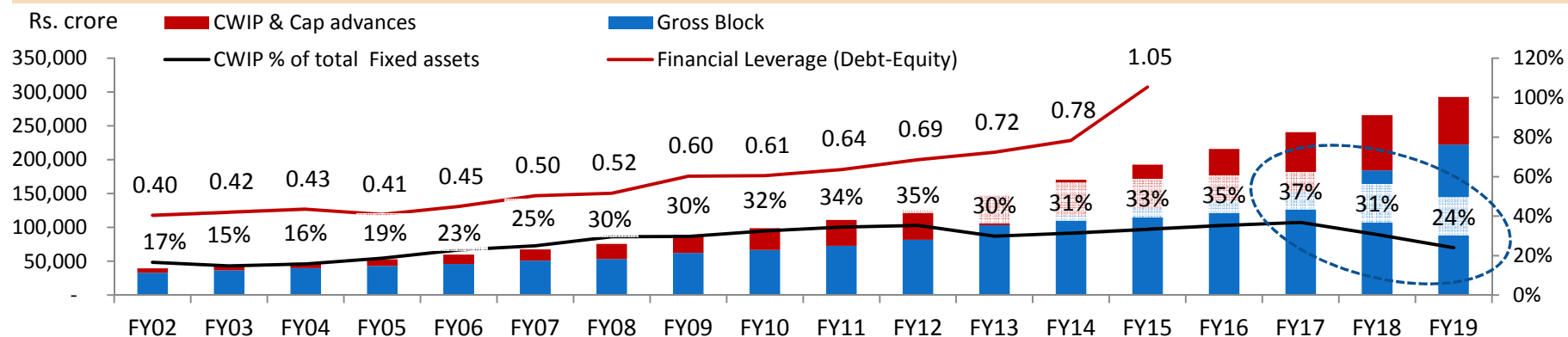
As against 11920 MW target of CEA, NTPC is likely to achieve 15GW+ during 12<sup>th</sup> Plan

# TENTATIVE COMMISSIONING TARGETS FOR 13<sup>TH</sup> PLAN

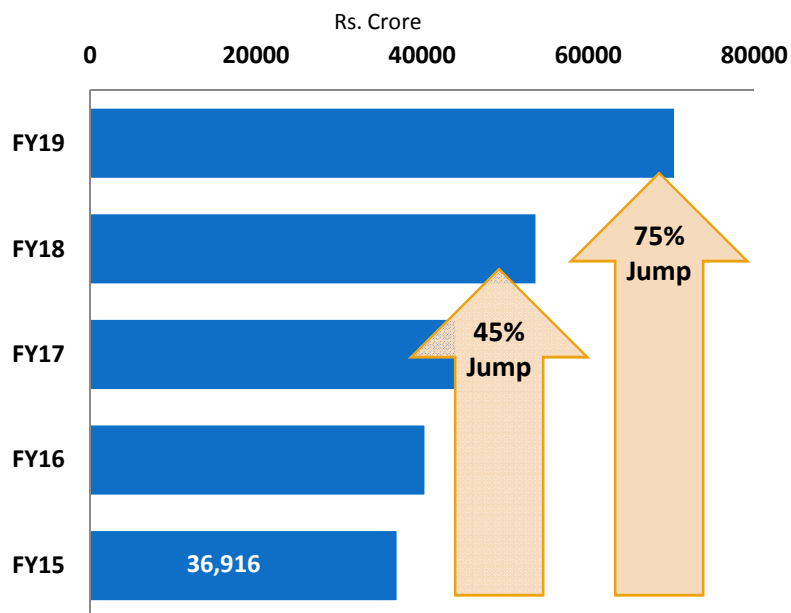
| Projects already under construction and likely year of commissioning |                                  |              |             |             |
|--|----------------------------------|--------------|-------------|-------------|
| Year   | Project                          | Target MW    | NTPC        | JV Projects |
| FY18   | Barh –I (Unit 2&3)               | 1320         | 1320        |             |
|  | Kudgi (Unit#3)                   | 800          | 800         |             |
|  | Solapur                          | 660          | 660         |             |
|  | Lara                             | 1600         | 1600        |             |
|  | Gadarwara                        | 1600         | 1600        |             |
|  | Unchahar- IV                     | 500          | 500         |             |
|  | Nabingar (BRBCL JV) (Unit#4)     | 250          |             | 250         |
|  | Meja (JV) (Unit#2)               | 660          |             | 660         |
|  | Nabinagar (NPGCPL- JV)           | 660          |             | 660         |
|  | <b>Total FY 18 E</b>             |              | <b>8050</b> | <b>6480</b> |
| FY 19  | Tapovan HPP                      | 520          | 520         |             |
|  | Daralipali (Unit# 1& 2)          | 1600         | 1600        |             |
|  | North Karanpura (Unit #1, 2 & 3) | 1980         | 1980        |             |
|  | Tanda-II                         | 1320         | 1320        |             |
|  | Nabinagar (NPGCPL- JV)           | 1320         |             | 1320        |
|  | <b>Total FY19 E</b>              |              | <b>6740</b> | <b>5420</b> |
| FY20 & beyond  | Rammam (Hydro)                   | 120          | 120         |             |
|  | Lata Tapovan (Hydro)             | 171          | 171         |             |
|  | Khargone                         | 1320         | 1320        |             |
|  | <b>Total FY 20 &amp; beyond</b>  |              | <b>1611</b> | <b>1611</b> |
| <b>Total capacity to be commissioned in 13<sup>th</sup> Plan</b>     |                                  | <b>16401</b> |             |             |

# INVESTMENT RATIONALE: THE FUTURE PERFECT

## Growth in Gross Block, CWIP & Financial leverage



## Expansion in Regulated Equity:



## Investment Rationale- RoE expansion

- Gross block increased at a CAGR of 11% while CWIP grew at a CAGR of 19% FY 02 to FY15 .
- From FY02-FY07, CWIP to Total fixed assets (incl. CWIP) remained between 15%-25% and later ranged between 30% - 35%.
- Reversal in this ratio expected after FY 17 due to massive commissioning and CoD - entire capacity awarded in bulk tender will be on stream.
- Going forward, growth continues but the turnaround from CWIP to Gross block is quicker because of greater mix of solar capacity having a shorter gestation of 12-18 months.
- Fall in CWIP ratio leads to RoE expansion as the equity blocked in CWIP will start earning
- Benefit of financial leverage will also result in higher RoE



# Competitive Position

# KEY COMPETITIVE STRENGTHS

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**Leadership Position in the Indian Power Sector**

**Long-term Fuel Security**

**High Operational Efficiency**

**Low Cost Power Producer**

**Prudent Off-take Policy**

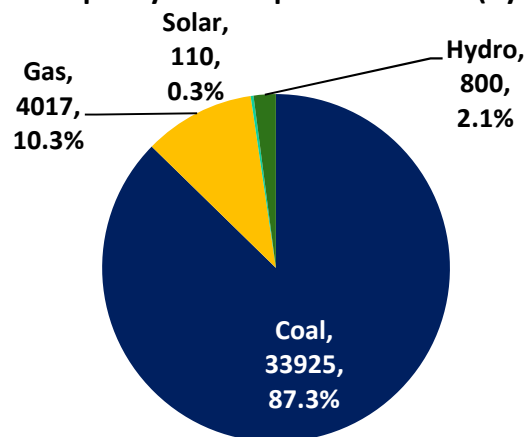
**Strong Balance Sheet**

**Competent and Committed Workforce**

# LONG-TERM FUEL SECURITY

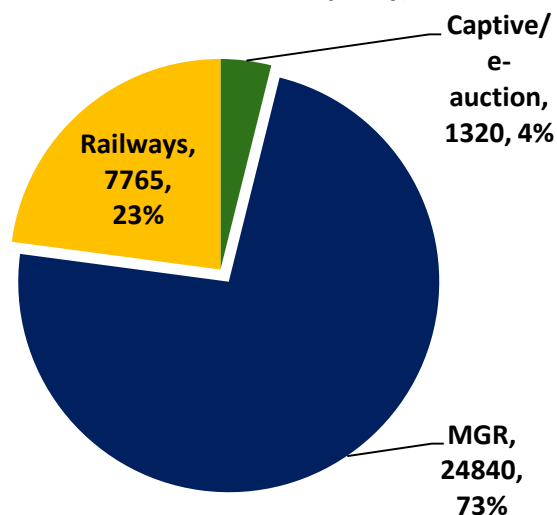
## Current Capacity Break-up

Installed Capacity Break-up – standalone (By Fuel)<sup>1</sup>



## Coal: Long-term Fuel Security

Coal Transportation  
(Standalone Commissioned Capacity)<sup>1</sup>



<sup>1</sup> as on 31.07.2015

- ✦ NTPC implements projects only upon establishing availability of fuel.
- ✦ ‘Maharatna’ status provides very high level of autonomy with regard to investments in backward integration and new fuel sources
- ✦ Standalone thermal Capacity of 32605 MW is covered by long term Coal Supply Agreements (CSA) which have been signed with CIL & SCCL.
- ✦ Additionally, CSA for 910 MW yet to be commissioned projects have been signed.
- ✦ 72% of coal capacity is linked by own merry go round rail system/belt conveyor system to coal mines representing 10 out of 18 coal plants.
- ✦ For group companies, CSAs for 4390 MW have been signed
- ✦ Import of coal is resorted to meet the short term shortages – around 10% coal imported previous year.

### Coal Mining

- ✦ Allotted coal mining coal blocks with estimated geological reserves of 5.1BT .
- ✦ Estimated capacity of coal mines 82MTPA .
- ✦ Coal mining to commence from PB block shortly.
- ✦ Coal transport through inland waterways on east coast already started for Farakka STPS.

### Gas Supply

- ✦ Long-term gas supply agreements with GAIL under APM for supply of gas to all directly-owned gas power stations at regulated pricing under Government orders

# STATUS OF PAKRI BARWADIH CMB & OTHER MINES

|      |                                       |
|------|---------------------------------------|
| EC   | Available                             |
| FC   | Available                             |
| Land | Available for starting initial mining |

Mining Plans: Two pronged- West Side Mining by MDO- MDO very close to be appointed

East side mining by separate contracts- consent received from MoC- integrated mining plan under preparation- MoEF & CC consent pending

Evacuation of Coal - Arrangements

From Mine mouth to Banadag Railway link: Conveyer belt -13Km long- under construction- Temporary arrangement thru roads planned

From Banadag railway link coal to move to Koderma via Hazaribag rail link – Entire rail link is ready

| Other Mines Status |         |                      |     |           |                    |            |
|--------------------|---------|----------------------|-----|-----------|--------------------|------------|
|                    | GR (MT) | Mining Capacity MTPA | EC  | FC        | Status Acq. Notice | MDO        |
| Pakri Barwadi      | 1436    | 15                   | Yes | Yes       | Yes                |            |
| Chatti Bariatu     | 549     | 7                    | Yes | Yes       | Yes                |            |
| Kerandari          | 285     | 6                    | Yes | 1st Stage | Yes                | in process |
| Talaipalli         | 1267    | 18                   | Yes | Yes       | Yes                |            |
| Dulanga            | 196     | 7                    | Yes | 1st Stage | Yes                |            |

Other mines with Geological reserves of 1442 MT are Banai, Bhalmuda and Kudanali- Laburi- GR being carried out

Work going on at Conveyer

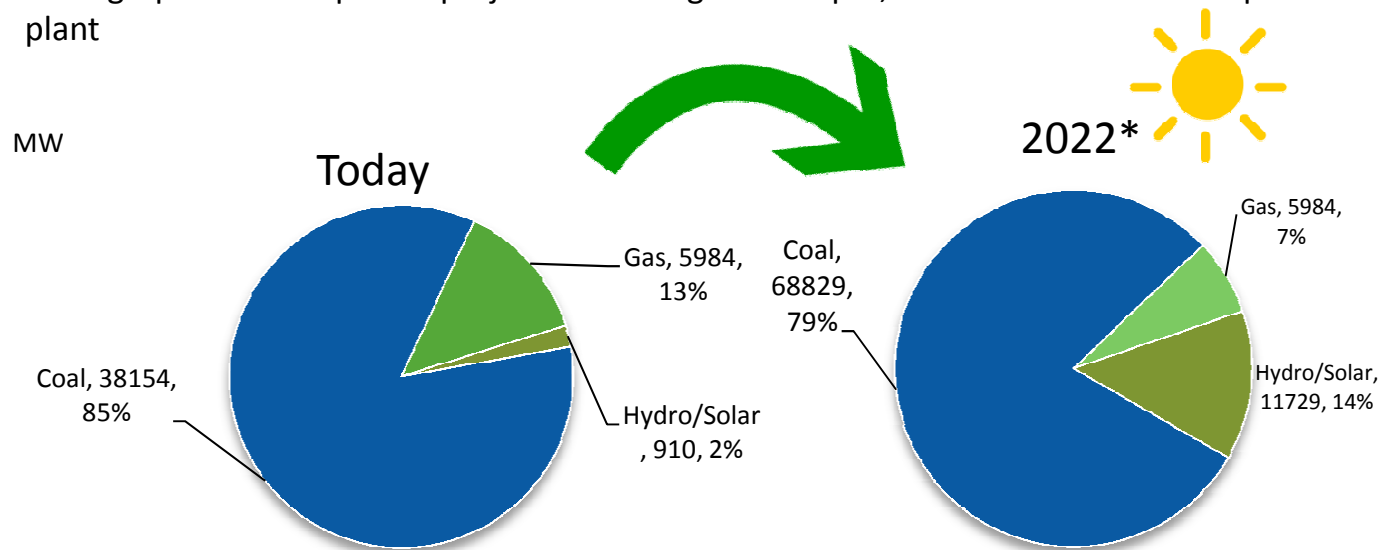
Engine trial run at Hazaribagh-Banadag Section (NTPC rail track)

Structure erection under preparation at Coal Handling plant

# LONG-TERM FUEL SECURITY CONT..

Diversifying Fuel Mix : Adding Renewables

- ✦ Planning to reduce its carbon footprint and reduce dependence on existing fuel sources
- ✦ Dependence on fossil fuel to reduce from 86% to 56% by FY 2032
- ✦ 110 MW Solar PV projects under operation, 250 MW under construction ; 510 MW solar pv projects under bidding
- ✦ NTPC to bundle and sell 15GW solar capacity under NSM
- ✦ 800 MW Hydro Capacity commissioned till 31.07.2015 ; 819 MW hydroelectric under construction
- ✦ Formed JV with Nuclear Power Corporation of India in January 2011 with the objective of setting up a nuclear power project -Planning to set-up 1,400MW PWR nuclear power plant



**\*Incl. renewable commitment for 10 GW in next 5 years**

**NTPC is ready for the huge solar business opportunity in the Country revised NSM target 100 GW**

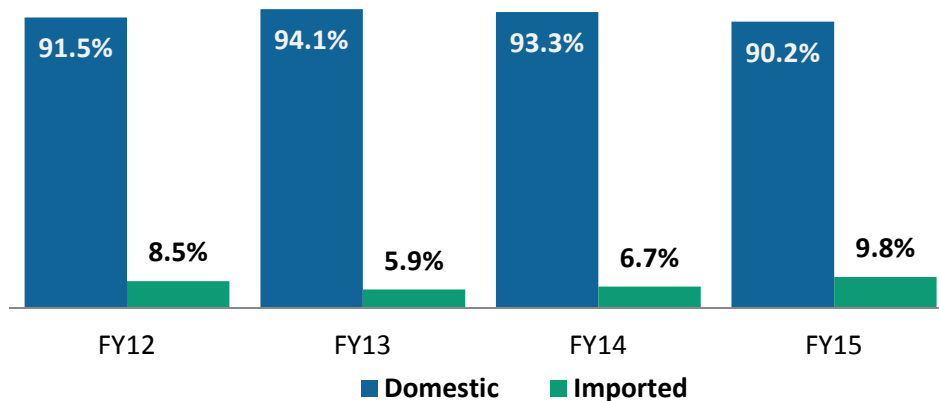
**85% capacity of NTPC's old plants to be bundled with solar capacity - creates certain & viable market**





# LONG-TERM FUEL SUPPLY (CONT'D)

## Coal Supply (For NTPC Own Plants)

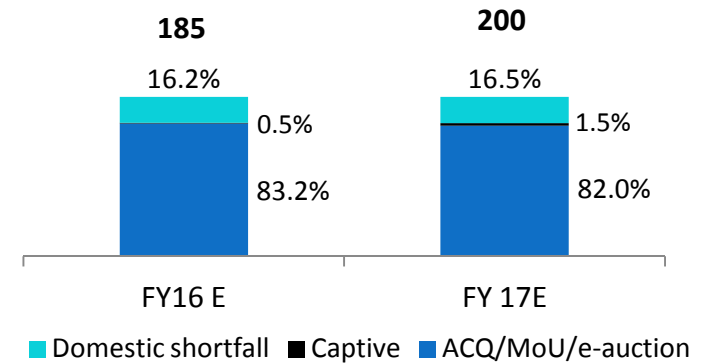


| (In MT)             | FY 2012      | FY 2013      | FY 2014      | FY 2015      |
|---------------------|--------------|--------------|--------------|--------------|
| Domestic            | 129.0        | 145.9        | 149.8        | 151.0        |
| Import              | 12.0         | 9.1          | 10.8         | 16.4         |
| <b>Total Supply</b> | <b>141.0</b> | <b>155.0</b> | <b>160.6</b> | <b>167.4</b> |

**51% increase in imported coal supply in FY15 vs FY14**

**0.8% increase in domestic coal supply in FY15 vs. FY14**

## Coal Requirements FY16E to FY17E (In MT)



Equivalent Imports (MT)

20

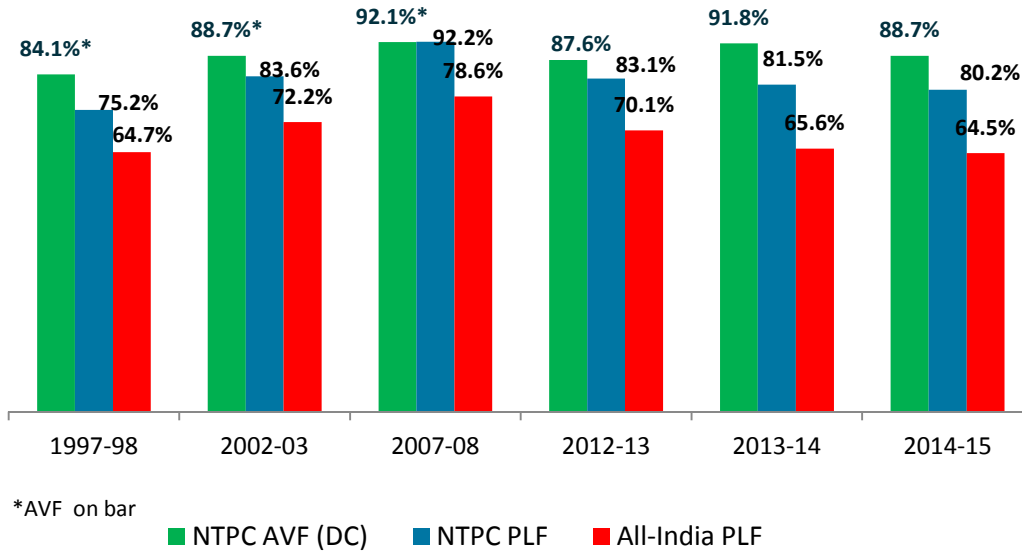
22

|                                   | In MT   |        |
|-----------------------------------|---------|--------|
|                                   | FY 16 E | FY 17E |
| Coal Requirement                  | 185     | 200    |
| Domestic (ACQ/LoA/MoU /E-auction) | 154     | 164    |
| Captive                           | 1       | 3      |
| Domestic shortfall                | 30      | 33     |
| Import equivalent                 | ~20     | ~22    |

- 89% materialisation under ACQs during 2014-15 as compared to 96% materialisation in FY13-14
- Coal transport through inland waterways on east coast already started for Farakka STPS.

# HIGHLY EFFICIENT PLANT OPERATIONS

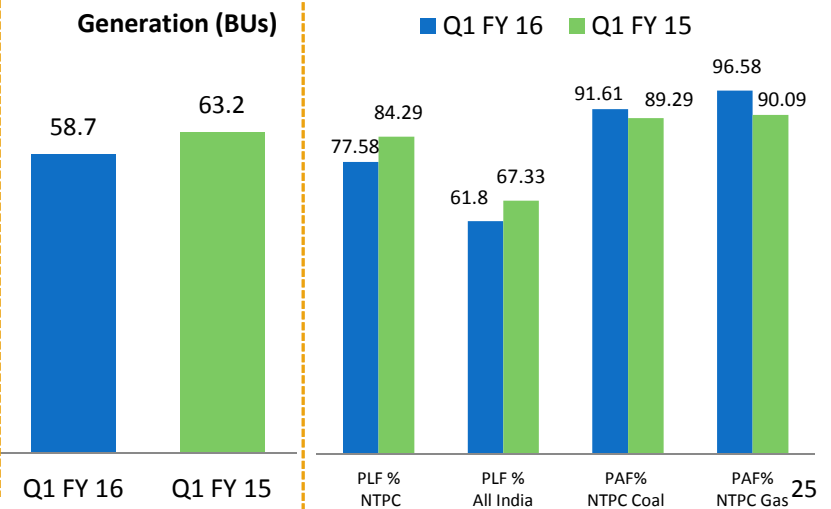
## Proven Operational Excellence



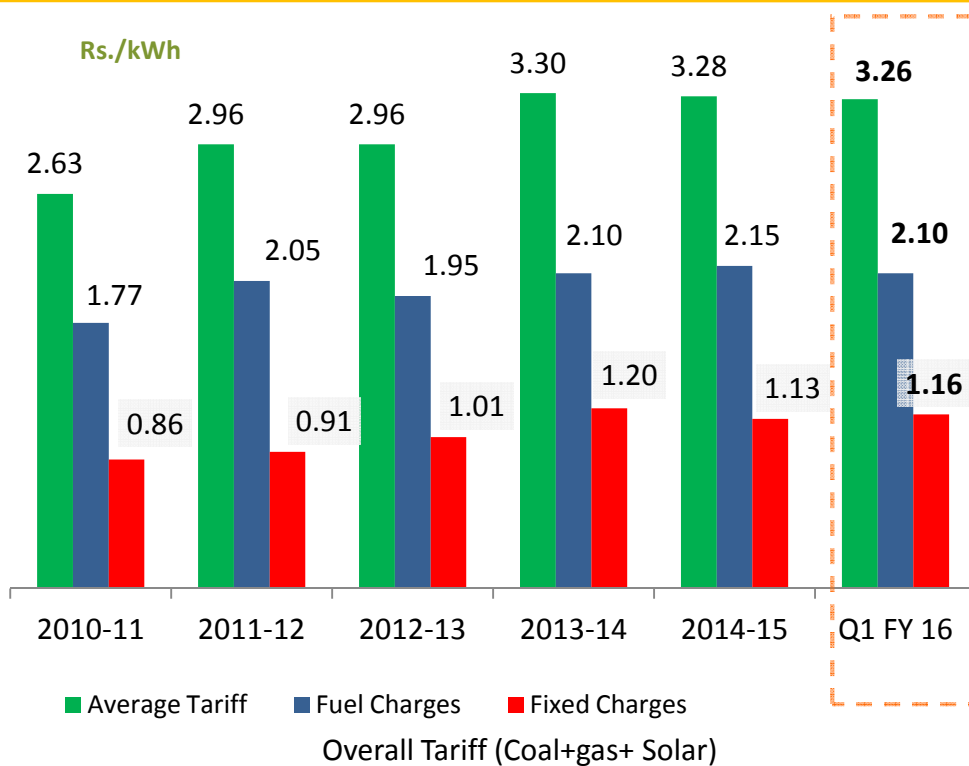
- ✓ Successful in growing and achieving high PLF despite fuel shortage concerns in India
- ✓ On forefront of adopting latest and most efficient technology—commissioned its first super-critical project at Sipat in 2011
- ✓ Market leader in terms of setting up of projects based on super-critical technology
- ✓ Maintenance practices and real-time monitoring system ensure high availability and efficient operations
- ✓ Implementing Perform Achieve Trade (PAT) Scheme under National Mission on Enhanced Energy Efficiency at 22 power stations.

- ✓ Four NTPC coal stations amongst the top 10 stations of the country in terms of PLF - Talcher TPS (PLF 93.9%) is ranked 3<sup>rd</sup> in FY 2014-15
- ✓ Forced outage of NTPC coal stations have reduced to 2.54% in FY 15 from 2.76% in FY 14
- ✓ All stations recovered full Annual Fixed Charges under CERC regulations in FY 2014-15
- ✓ Opportunity loss due to grid restrictions was 23 BUs in FY15 as well as in FY14
- ✓ Through in-depth engineering, renovation and management capabilities has turned around sick plants across India
- ✓ Experience of operating and managing power plants with varied fuel sources and technologies

## Q1 Operational Highlights



# SUSTAINING ITS STATUS OF COMPETITIVE COST POWER PRODUCER



- ✓ Tariffs based on Regulations notified by CERC. Regulatory mechanism assures Returns balancing Risk -reward Ratio.
- ✓ PPAs have been signed for all operating and under construction projects
- ✓ Policy of securing PPAs for all new plants before approval is given for investment
- ✓ Entire power output of NTPC power stations has been contracted under PPAs
- ✓ NTPC does not presently sell any power in the merchant market- revenues are immune to volatile merchant power prices



- ✓ 100% realization continuing in 13th year in succession
- ✓ Payment Security Mechanisms
  - LC coverage from SEBs adequate to cover monthly billing
  - Tripartite Agreements between Government, RBI and each state in terms of the Scheme for One Time Settlement of SEB dues valid till October 31, 2016
    - Recourse to Reserve Bank of India (RBI) in case of default in making payment
  - Supplementary agreements signed with all discoms for first charge over State utilities' receivables after 2016

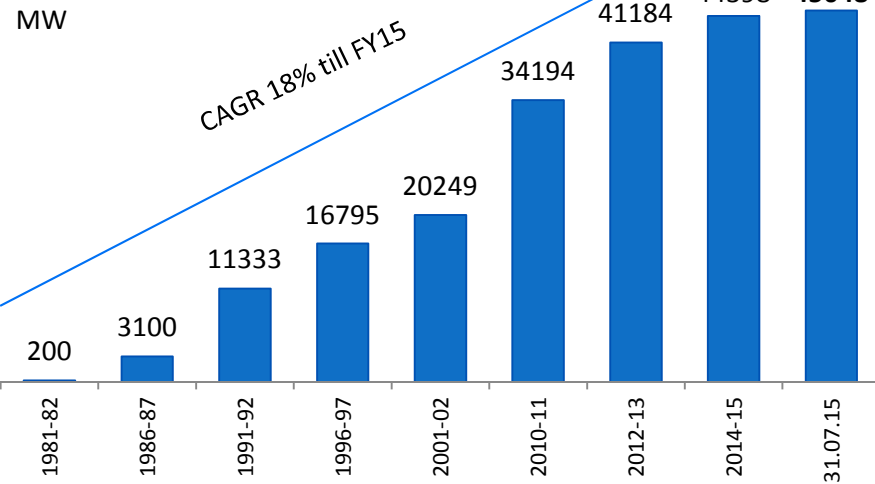
## Average Coal Based Power Cost (Rs/kWh)

|                     | 2010-11 | 2011-12 | 2012-13 | 2013-14 | 2014-15 | Q1 FY 16 |
|---------------------|---------|---------|---------|---------|---------|----------|
| Fixed Charges       | 0.85    | 0.89    | 0.98    | 1.14    | 1.09    | 1.11     |
| Variable Charges    | 1.61    | 1.89    | 1.73    | 1.99    | 2.02    | 2.04     |
| Average Coal tariff | 2.46    | 2.78    | 2.71    | 3.13    | 3.11    | 3.15     |

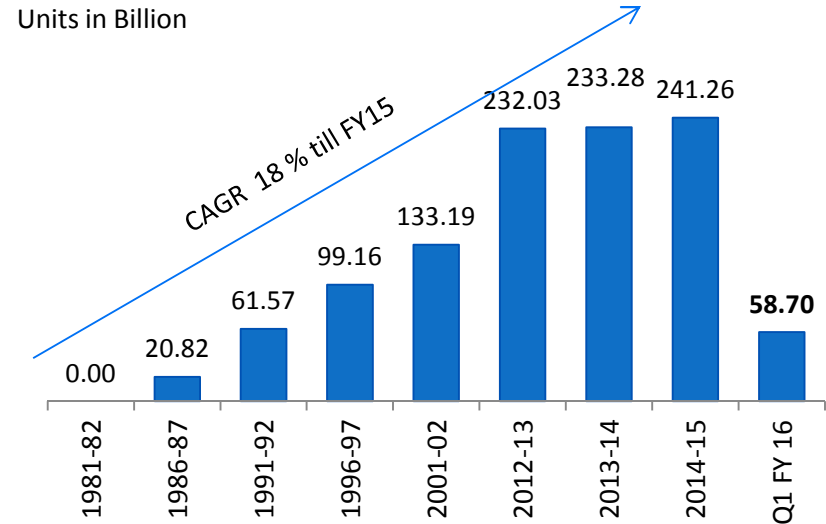
Coal Based Plants Close to Pit Head Stations Ensure Competitive Variable Cost of Generation

# ROBUST FINANCIALS- PROVEN ALL ROUND TRACK RECORD

## Capacity (NTPC Group) \*

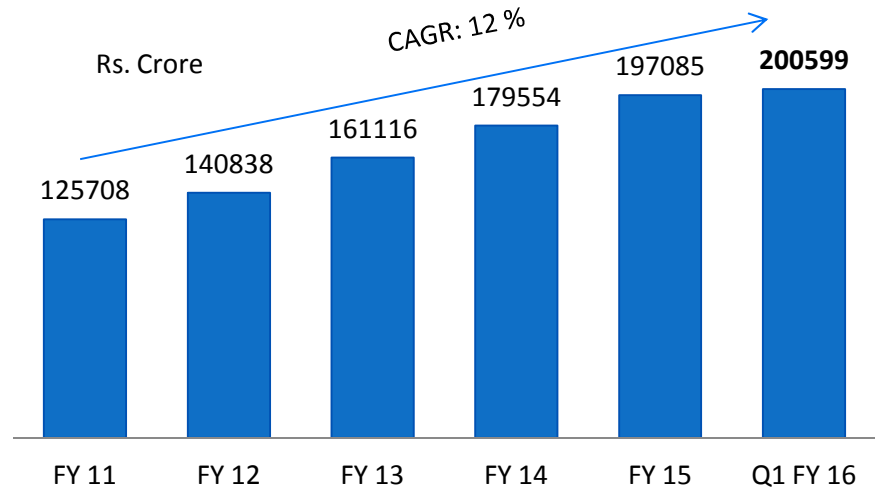


## Generation (NTPC Standalone)

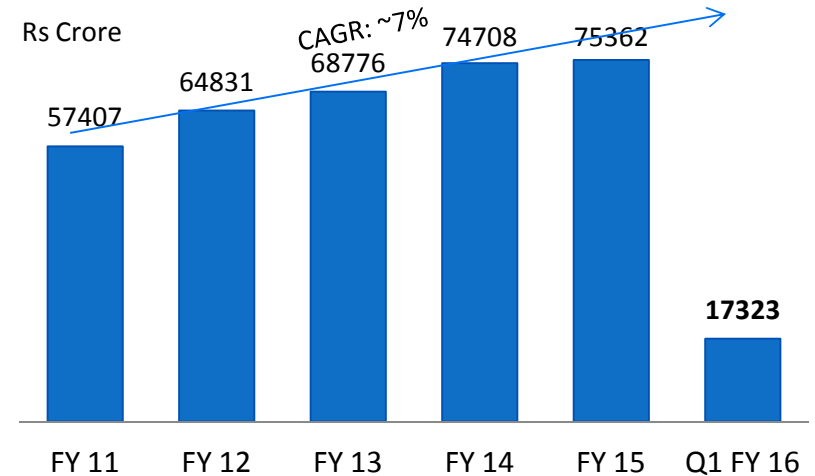


\*including rating difference of 89 MW in case of gas stations

## Total Assets<sup>1</sup>



## Total Revenue<sup>1</sup>

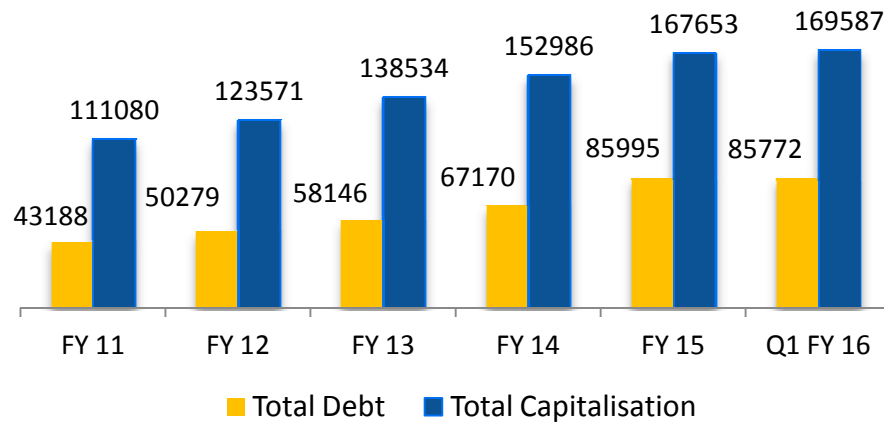


Note:  
1. Based on stand-alone NTPC numbers.

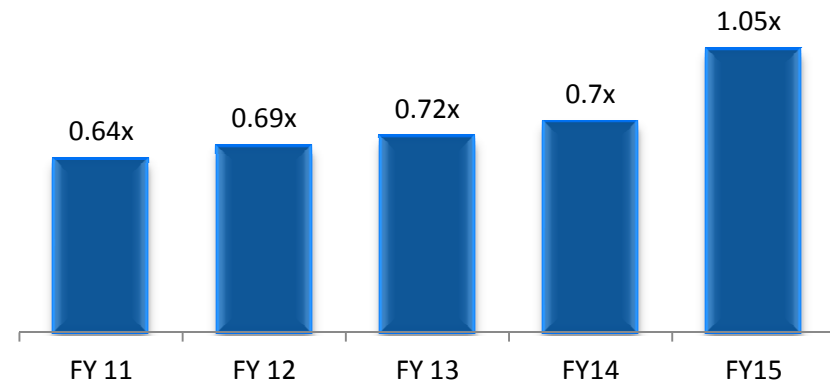
# ROBUST FINANCIALS CONTD..

## Total Debt and Capitalization<sup>1</sup>

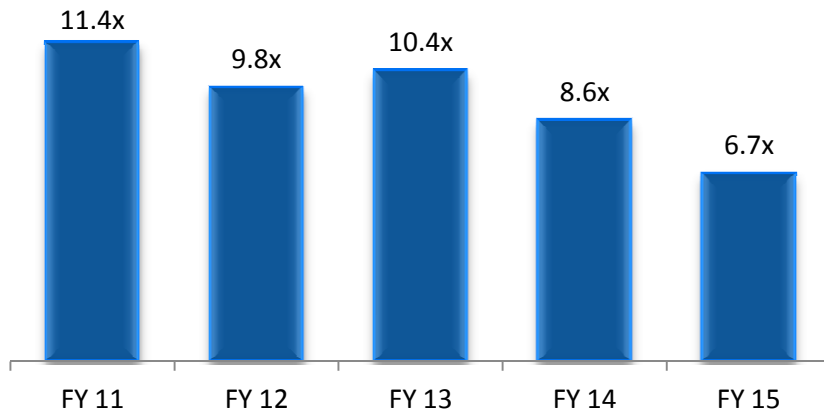
Rs. Crore



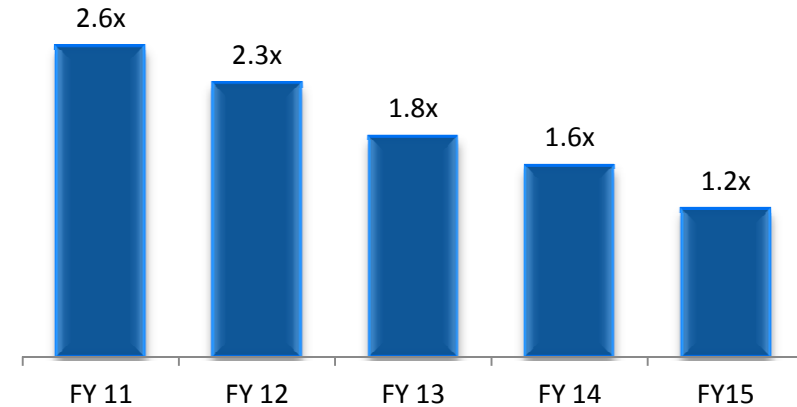
## Debt/Equity



## Interest Service Coverage Ratio<sup>1</sup>



## Current Ratio<sup>1</sup>

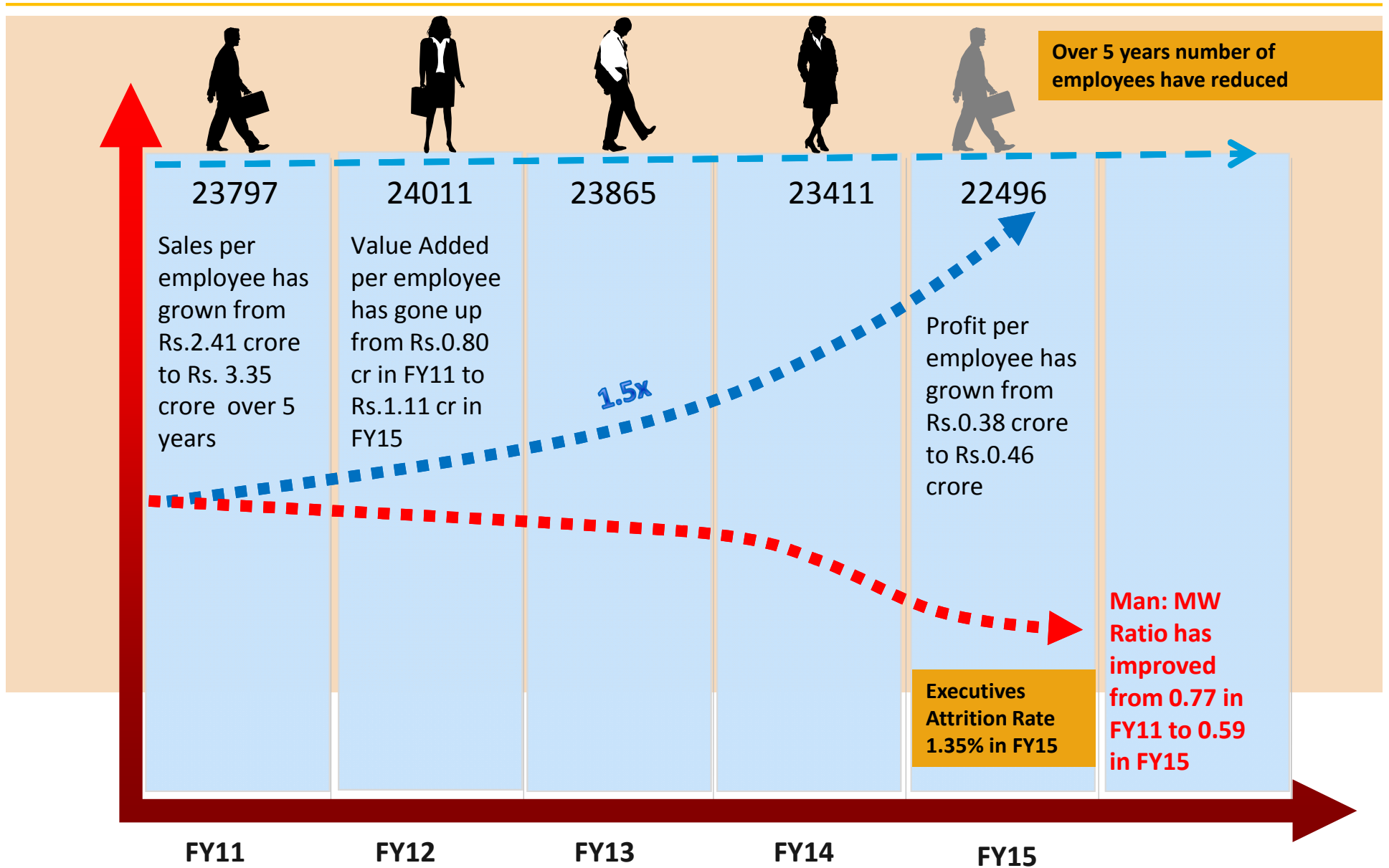


## Strong Credit Metrics Ensure Debt at Optimal Cost

1. Based on stand-alone NTPC numbers.



# HUMAN RESOURCE METRICS



FY11

FY12

FY13

FY14

FY15

*Awarded 1st in the Public Sector Category and 1st in Energy Gas and Oil Sector at the India's Best Companies to Work for 2014 by Great Place to Work Institute*

# Technological Progression

# TECHNOLOGY PROGRESSION—INCREASED EFFICIENCY AND GREATER ENVIRONMENTAL PROTECTION

Leader in introducing new technologies in the power sector.

## Technologies Introduced

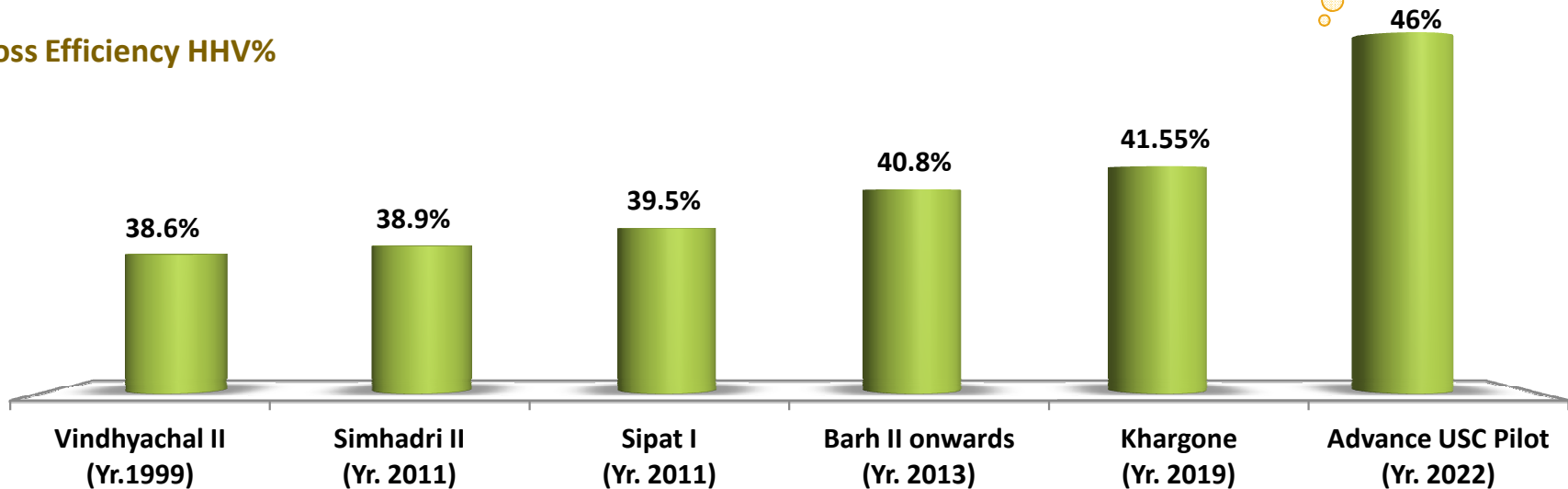
- ✓ Adoption of super critical parameters for higher efficiency
- ✓ Higher size units of 660 and 800MW
- ✓ Adoption of high reheat parameters for smaller units
- ✓ 765KV AC switchyard
- ✓ State of art automation technologies for C&I and Electrical systems
- ✓ Tunnel Boring machines
- ✓ Flue gas desulphurisation
- ✓ High concentration slurry disposal system & Dry Ash extraction and disposal system

## Technologies Under Development

- ✓ Development of IGCC suitable for Indian coal
- ✓ Development of Adv Ultra supercritical power plant along with IGCAR and BHEL for inlet steam temperature in the range of 700°C
- ✓ Use of advanced technologies in the renovation and modernization of aging power stations

Every 1% increase in efficiency yields 2.5% CO2 reduction

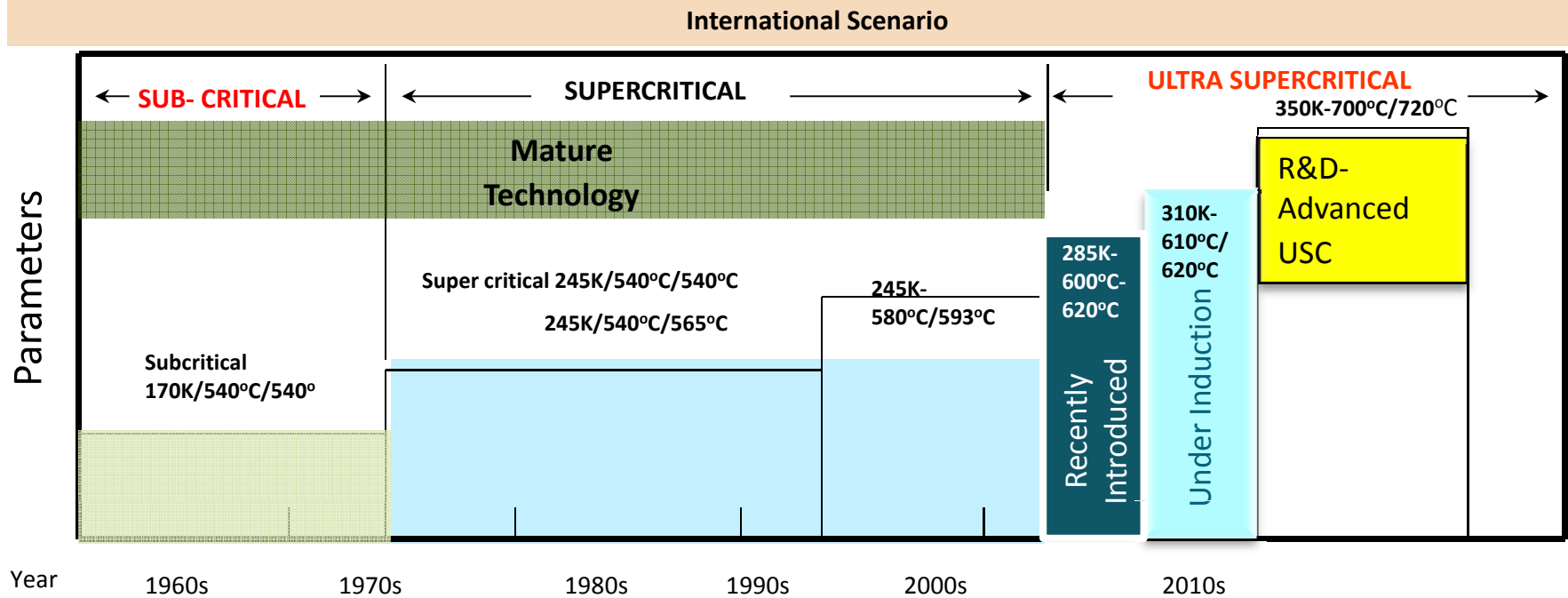
## Gross Efficiency HHV%



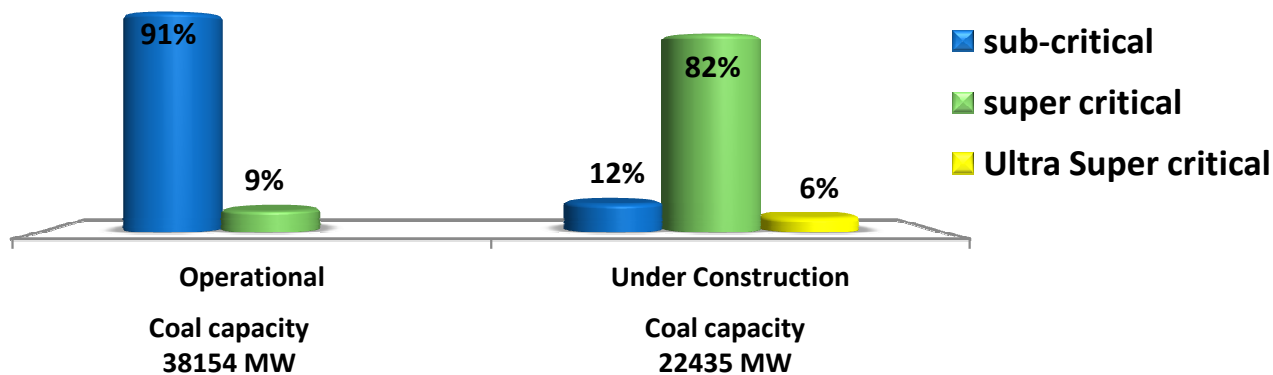
Constant endeavor to reduce CO2 emissions- steps to increase cycle efficiency

# PARADIGM SHIFT IN FUTURE TECHNOLOGY FAST CATCHING UP

## INTERNATIONAL SCENARIO OF SUPERCRITICAL TECHNOLOGY TO BE AT PAR AFTER 2019



### NTPC catching up fast



Adv. USC- NTPC  
R&D targeting yr  
2022 to start

NTPC adopted Super critical technology in 2004

Adopted Ultra Super critical technology in 1320 MW Khargone TPP which may result in savings of 154kcal in SHR

All USC units now ordered are with temperature upto 600°C/ 600°C

# Risks and Mitigation

# KEY RISKS AND MITIGATION

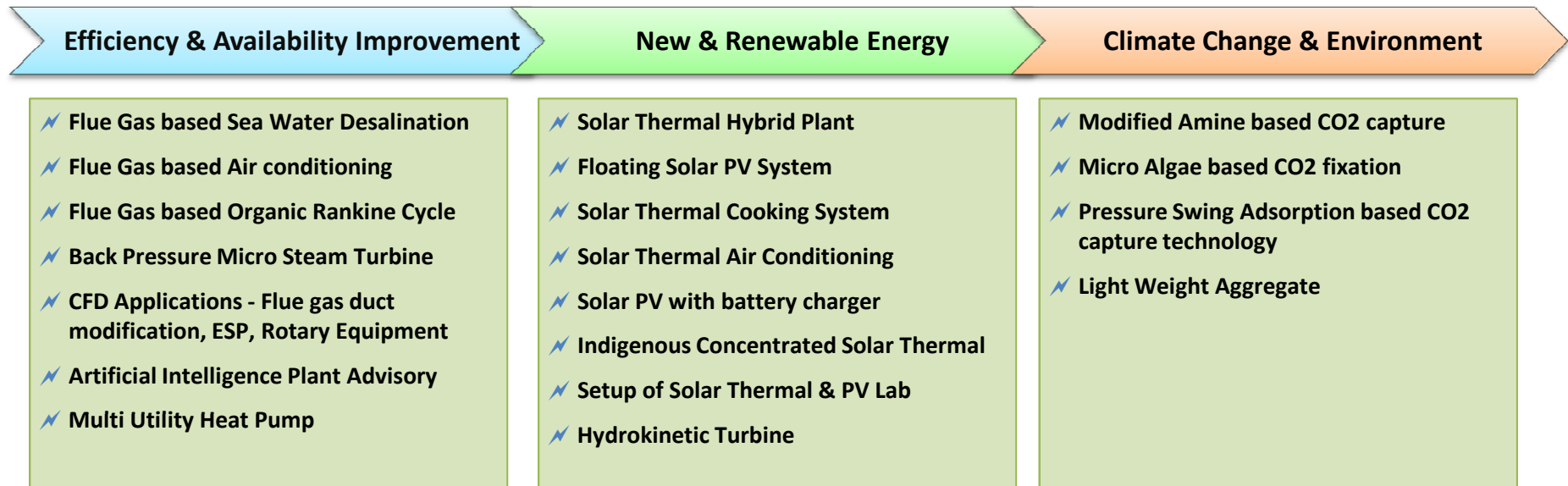
| Risk   | Mitigation   |
|--|--|
| <b>Coal and Gas Supply Constraints</b>       | <ul style="list-style-type: none"> <li>✓ Long term Fuel Supply Agreements signed with CIL for supply of coal for a period of 20 years for stations set up prior to March 2009 – ACQ supply tied up ~124.9MT,</li> <li>✓ FSA of 39.67 MT signed for post 2009 stations for 9.6 GW capacity</li> <li>✓ captive coal blocks - expect to start production soon</li> <li>✓ Long Term APM/PMT Gas Supply Agreement with GAIL for supply of 14.48 MMSCMD gas upto 2021/2019</li> <li>✓ Long term Agreement with GAIL for supply of 2.5 MMSCMD of RLNG till 2019</li> <li>✓ Fallback agreements with GAIL BPCL,IOC and GSPL for supply of gas on Reasonable Endeavour basis</li> </ul> |
| <b>SEB Financial Distress</b>                | <ul style="list-style-type: none"> <li>✓ Tripartite agreement in place with RBI               <ul style="list-style-type: none"> <li>– SEB's required to issue LCs covering 105% of the average monthly billing</li> <li>– Continuing 100% realization from customers for 13th year in succession</li> </ul> </li> <li>✓ FRP Implementation and tariff revision by majority SEB's during 2012–2013 &amp; 2013-14</li> </ul>  |
| <b>Land Acquisition Uncertainty</b>          | <ul style="list-style-type: none"> <li>✓ Progressive R&amp;R Policy, focus on consultation and participation, negotiated settlement</li> <li>✓ Institutional mechanisms like Village Development Advisory Committees and Public Information Centers</li> <li>✓ Project head in place at site well in advance to expedite land acquisition</li> <li>✓ Appointed Chief Forest Officer for expeditious forest clearance</li> <li>✓ Land acquisition cell created at corporate centre to support the activities at site</li> <li>✓ Land acquisition in willing buyer and willing seller concept</li> </ul>   |
| <b>Accelerated Capacity Addition</b>         | <ul style="list-style-type: none"> <li>✓ Multi-pronged strategy developed and enhanced delegation of power for quick decision making</li> <li>✓ Total 23,504 MW already under construction.</li> </ul>   |
| <b>Consistent RoE</b>                        | <ul style="list-style-type: none"> <li>✓ Capex intensive model delivering consistent earnings and dividends</li> <li>✓ Upsides from PLF incentives</li> <li>✓ Supplementary agreements signed for first charge over state utilities' receivables after 2016</li> </ul>   |
| <b>Competition from Private Players</b>      | <ul style="list-style-type: none"> <li>✓ Relatively robust business model with regulated returns</li> <li>✓ GoI ownership</li> <li>✓ Strong management expertise and high standards of corporate governance</li> </ul>   |
| <b>Funding Requirements for New Projects</b> | <ul style="list-style-type: none"> <li>✓ Strong balance sheet and healthy leverage ratios</li> <li>✓ Easy access to domestic and overseas debt market; mobilized debt on most optimal rates from both domestic and international markets due to low gearing and healthy coverage ratios</li> <li>✓ Targetting capex of Rs. 23000 crore (standalone) in FY16 and Rs. 6429 crore for group companies.</li> </ul>   |
| <b>Environmental Laws and Regulations</b>    | <ul style="list-style-type: none"> <li>✓ Excellent track record</li> <li>✓ Environmental clearances for all under construction projects received</li> <li>✓ Strong focus on sustainability and fuel diversification- 110 MW solar plants commercialized, 250 MW under construction</li> <li>✓ 510 MW solar under bidding, targeting 10 GW solar capacity in next 5 years</li> </ul>  |

# Sustainability Initiatives



# R&D- NETRA

Committed to invest up to 1% of distributable profit for R&D Activities and Climate Change Technologies.



- ✓ **Infrastructure:** 18 number of Labs in place, 2 more in offing , NETRA Labs are accredited with ISO - 17025
- ✓ **Manpower:** 91 Executives including 16 PhD's and 29 M.Tech's
- ✓ **IPR:** 22 Patent Applications Filed, one patent granted, several more in pipeline
- ✓ **National Networking:** R&D Collaboration with 12 national R&D institutions
- ✓ **International Networking:** Solar Thermal & PV Labs with DLR & ISE, Germany and ESP with VGB Germany
- ✓ **Membership:** NETRA is a member of (1) IEA GHG R&D Program, France; (2) CSLF France (3) IERE Japan (4) GCCSI Australia

An amount of Rs 129.56 crore spent on R&D in FY 2014-15

## EXTENSIVE ENGAGEMENT WITH SOCIETY

NTPC has committed to contribute 2% of Net Profit towards CSR from FY 2014-15 onwards.

Spent Rs. 205 crore on CSR activities during the year 2014-15

|                               |   |                                |  |
|-------------------------------|---|--------------------------------|--|
| <p>Social Inclusiveness</p>   | <ul style="list-style-type: none"> <li>Land acquisition through a participatory process</li> <li>Progressive R&amp;R and CSR policies</li> <li>Compensation and R&amp;R entitlement finalized through consultative process with stakeholders</li> <li>Efforts for negotiated settlements</li> <li>Focus on capacity building</li> <li>Intensive community and peripheral development activities</li> </ul>    | <p>Skill Creation</p>          | <ul style="list-style-type: none"> <li>Adopted 17 ITIs and creating 7 new ITIs.</li> <li>Solapur Power Training Institute in Maharashtra.</li> <li>Information and Communication Technology Centre for physically and visually challenged students at Delhi University, Guwahati University and Devi Ahilya Vishwa Vidhyalaya at Indore by NTPC Foundation.</li> <li>Skill up gradation &amp; vocational training for rural youth &amp; women for employability</li> </ul> |
| <p>Stakeholder Engagement</p> | <ul style="list-style-type: none"> <li>Information sharing through Public Information Centers ('PIC')</li> <li>Multi Stakeholder Engagement mechanisms like Village Development Advisory Committees</li> <li>Socio Economic Surveys / Audits / Evaluation through independent agency/ academic institute of repute</li> <li>Grievance redressal mechanisms</li> <li>Effective institutional set up</li> </ul> | <p>Education</p>               | <ul style="list-style-type: none"> <li>IIIT at Raipur, Engg colleges in Chhattisgarh, Jharkhand and Madhya Pradesh.</li> <li>Setting up/Supporting Medical College cum Hospitals in Odisha and Chhattisgarh.</li> <li>Two polytechnics in Uttarakhand and one Jharkhand.</li> <li>Education through 20 schools for community children.</li> </ul>  |
|                               |   | <p>Health &amp; Sanitation</p> | <ul style="list-style-type: none"> <li>Operation of Mobile Health Clinics and Free Medical Camps &amp; surgeries during Camps</li> <li>Construction of Girl's toilets in schools, Individual &amp; Community Toilets in villages.</li> <li>Partnering Govt. of India in Clean India Drive</li> </ul>   |
|                               |   | <p>Drinking Water</p>          | <ul style="list-style-type: none"> <li>Installation of hand pumps, bore wells, RO plant &amp; piped water supply schemes for providing potable water.</li> <li>Rain water harvesting at projects</li> </ul>  |

Initiatives like Social Infrastructure creation, Women Empowerment, Animal Healthcare, Culture and Heritage, Promotion of sports etc.



For details of CSR activities please visit <http://www.ntpc.co.in/download/list-csr-activities-ntpc-2014-15>

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