



**PROUD TO BE INDIAN  
PRIVILEGED TO BE GLOBAL**

# LNJ BHILWARA GROUP OVERVIEW

A diversified, reputed and large Indian Business House having more than four decades of industrial experience and presence in

**TEXTILES**

**GRAPHITE ELECTRODES**

**POWER &  
Power consultancy**

**IT Enabled  
Services**



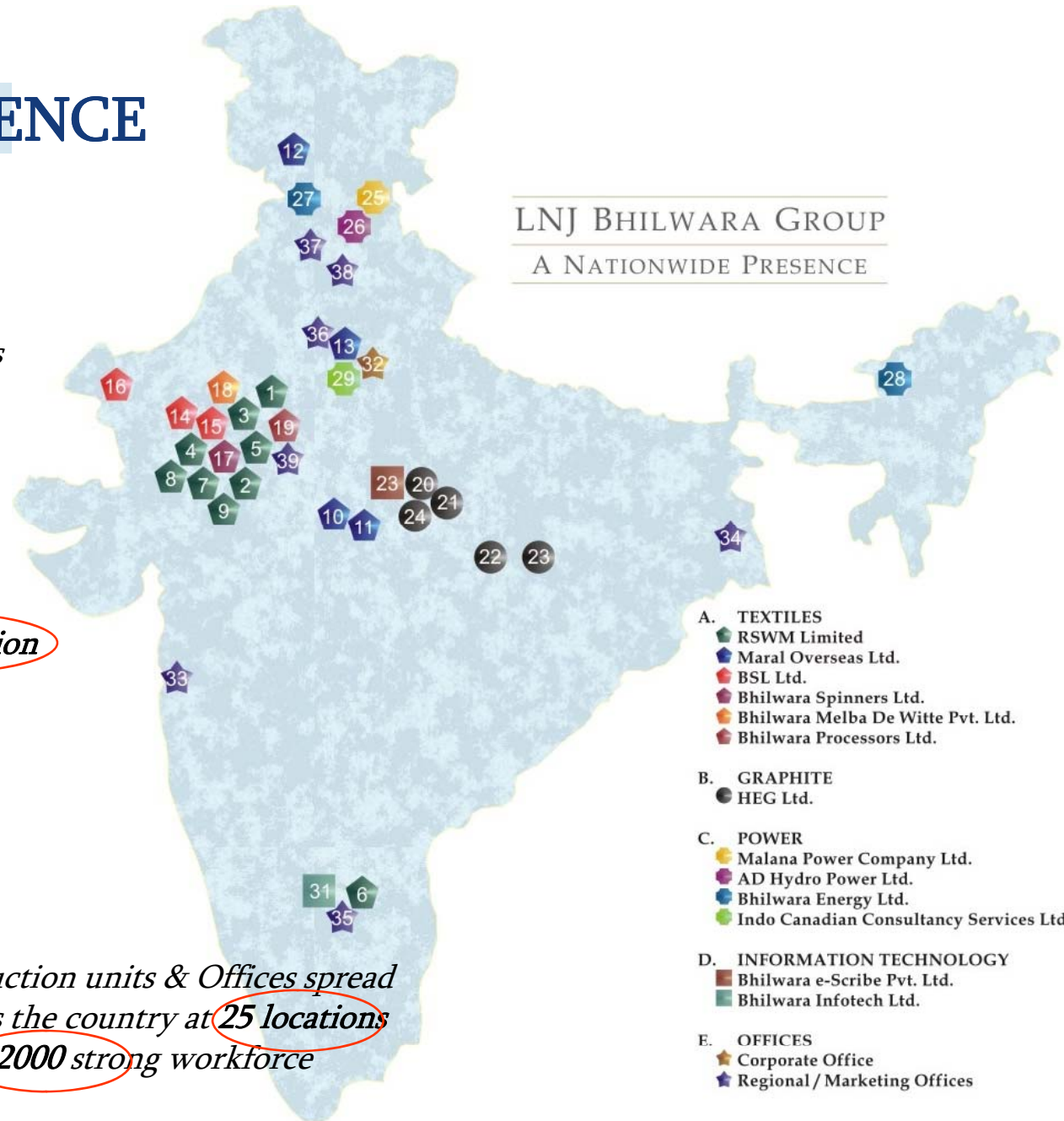
# STRONG PRESENCE

Group has 5 of its Companies listed on the Stock Exchange and 7 Unlisted companies.

With over 1,00,000 stake holders the current market valuation of the group is at approximately USD 725 million and a strong asset base of USD 649 million

Production units & Offices spread across the country at 25 locations and 22000 strong workforce

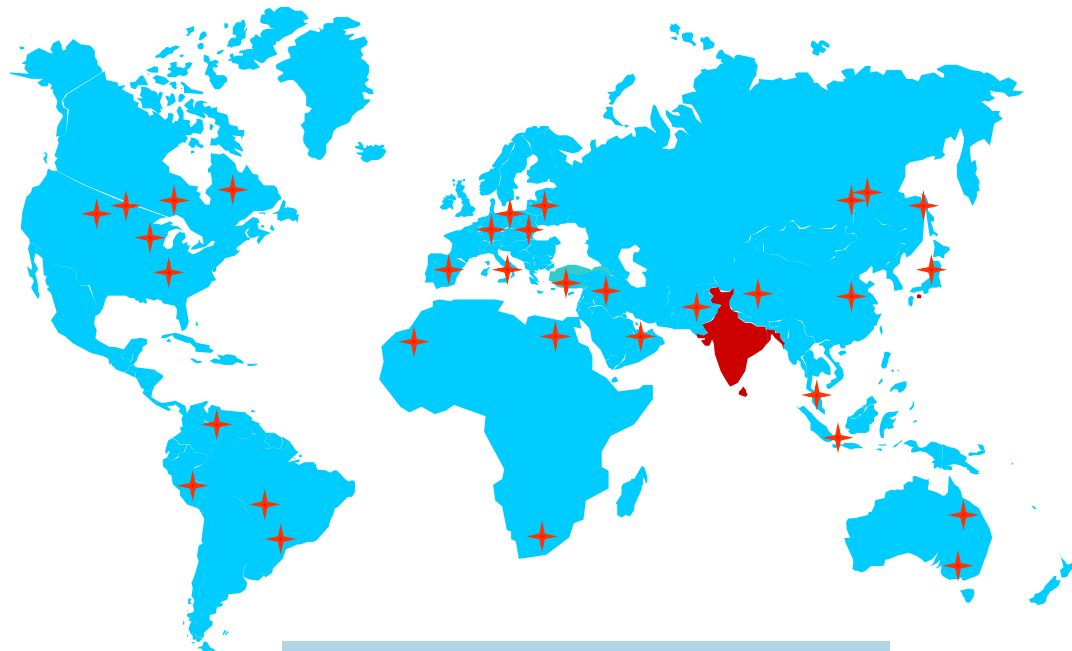
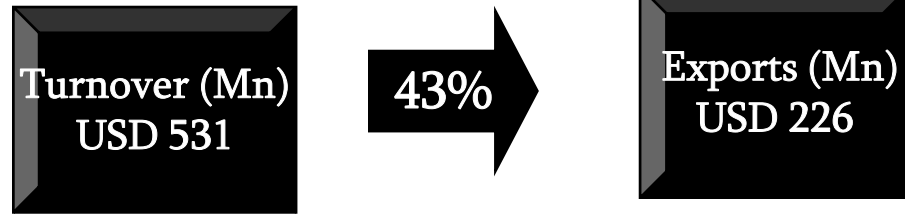
LNJ BHILWARA GROUP  
A NATIONWIDE PRESENCE



# GLOBAL OUTLOOK

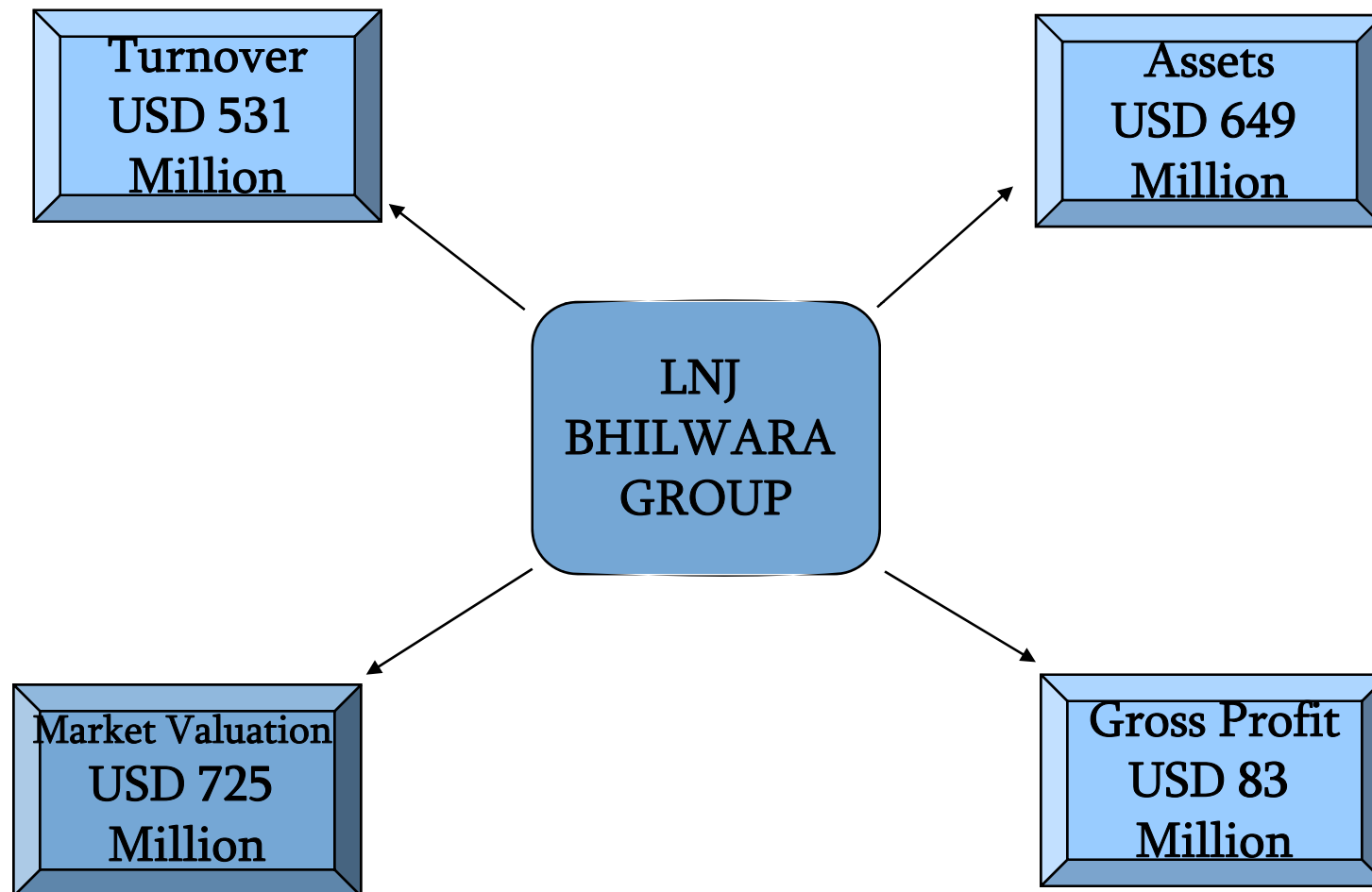
*With annual revenue of **USD 531** million, the group today exports to more than **75** destinations worldwide and **43%** of the total revenue is accrued from exports.*

*The group has entered into strategic alliance with partners from across the globe*

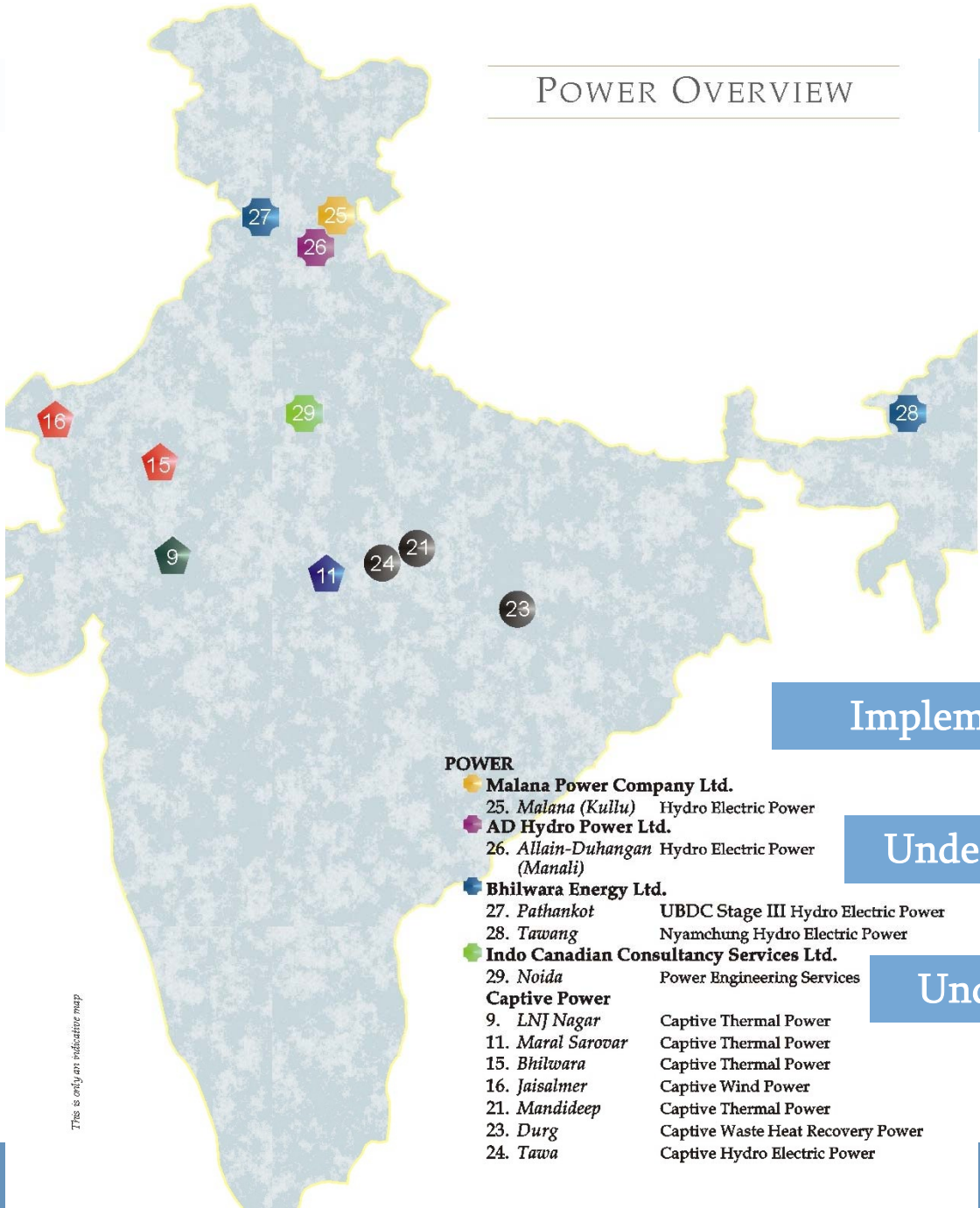


Major Export Destinations

# FINANCIAL OUTLOOK



## POWER OVERVIEW



The group has envisioned a capacity of 2000 MW by 2012

Implemented: 150 MW

Under Implementation: 623 MW

Under Consideration: 1200 MW

### POWER

- **Malana Power Company Ltd.**
  - 25. *Malana (Kullu)* Hydro Electric Power
- **AD Hydro Power Ltd.**
  - 26. *Allain-Duhangan (Manali)* Hydro Electric Power
- **Bhilwara Energy Ltd.**
  - 27. *Pathankot* UBDC Stage III Hydro Electric Power
  - 28. *Tawang* Nyamchung Hydro Electric Power
- **Indo Canadian Consultancy Services Ltd.**
  - 29. *Noida* Power Engineering Services
- **Captive Power**
  - 9. *LNJ Nagar* Captive Thermal Power
  - 11. *Maral Sarovar* Captive Thermal Power
  - 15. *Bhilwara* Captive Thermal Power
  - 16. *Jaisalmer* Captive Wind Power
  - 21. *Mandideep* Captive Thermal Power
  - 23. *Durg* Captive Waste Heat Recovery Power
  - 24. *Tawa* Captive Hydro Electric Power

This is only an indicative map

# Power Sector- An Overview

## In Operation

1.	Malana Power -Hydro	86 MW	
2.	Tawa Captive -	Hydro	15 MW
3.	Mandideep Captive-	Coal	30 MW
4.	Durg Captive-	WHRS	13 MW
5.	Jaisalmer Captive-	Wind	6 MW
	<b>Total</b>		<b>150 MW</b>

## Under Implementation

6.	Allain Duhangan-	Hydro	192 MW
7.	Mordi Captive-	Coal	46 MW
8.	UBDC –Stage III-	Hydro	75 MW
9.	Nyamchung Chhu-	Hydro	290 MW
10.	Indore Captive-	Coal	10 MW
11.	Bhilwara Captive-	Coal	10 MW
	<b>Total</b>		<b>623 MW</b>

Projects Under Consideration: 1200 MW

**GRAND TOTAL (India / Nepal) 1973 MW**



The Group has set up more than 250km of transmission lines thus far to wheel power

The Group has proven record for cost effective & fast track completion of hydro / thermal power projects.

Mordi- 15months(march 2007)

Tawa- 20 months

Malana- 30 months

AD Hydro – 36 months (mid 2008)

# POWER CONSULTANCY- ICCS

## SERVICES

- Reconnaissance Survey.
- Site Identification and Project Feasibility Report.
- Tender documents
- Detailed Design and Engineering.
- Project Scheduling & Construction Support.
- O&M manual, Training of Personnel.
- RMU Study.
- Industrial Projects

## CREDENTIALS

- Project experience of more than 2500MW in hydro, thermal, wind power projects
- Has the distinction of most number of completed hydro power projects in the private sector
- More than 150 full time consultants on the payrolls.

## *TECHNICAL CONSULTANTS - RSWI & ICCS – PROFILE*

- RSW INTERNATIONAL, CANADA,
- WORLD RENOWNED HYDRO POWER CONSULTANT.
- OVER 300 HIGHLY QUALIFIED & EXPERIENCED TECHNICAL PERSONNEL
- WORLDWIDE EXPERIENCE – OVER 55,000 MW OF HYDRO PROJECTS, INCLUDING:
  - 5,225 MW CHURCHILL FALLS HEP, `
  - 15,000 MW JAMES BAY HEP IN CANADA.
- INDO CANADIAN CONSULTANCY SERVICES LTD (ICCS),
- EXPERIENCE OF MORE THAN 50 HYDRO PROJECTS IN INDIA TOTALING 2500 MW.
- DEEP UNDERSTANDING OF GEOLOGY/HYDROLOGY OF HIMALAYAN TERRAIN:
- CONSULTANT TO OVER 35 IPPS IN HP
- CONSULTANT TO HPSEB, RELIANCE FOR 400 & 220 kV S/STATION, TRANSMISSION LINE.
- REGISTERED AS LENDER'S ENGINEER WITH LEADING FIS' VIZ. PFC, IREDA & ICICI,CONSULTANTS TO BHEL, ETC.
- OVER 150 HIGHLY QUALIFIED & EXPERIENCED TECHNICAL PERSONNEL.

## SN POWER-PROFILE

- S N Power is holding 49 % stake in Malana Power Company.
- S N Power is a 50 : 50 Joint Venture of Statkraft and Norfund – both Norwegian State-owned companies.
- Statkraft , one of the largest hydropower producers in Europe.
- Generating over 12,000 MW from over 100 Power Stations.

# MALANA'S ACHIEVEMENTS

## Myths surrounding Hydro

- Long Gestation Period -
- High Capital Cost -
- Construction Risk -
- Long Term PPA -
- Inter State Wheeling -

## Malana's Achievements

- Completed in 30 Months
- Rs. 3.75 Cr. per MW
- Non—EPC Contracting-Owner's Management & Engineering
- First Merchant Power Plant in India
- First IPP with inter-state wheeling

# HYDRO POWER - A SNAPSHOT

BHILWARA GROUP HAS TO ITS CREDIT CERTAIN IMPORTANT BENCHMARKS IN THE HYDRO POWER SECTOR.

- F**
- PRIVATE SECTOR IPP IN THE COUNTRY;
  - WITH EQUITY PARTICIPATION FROM AN INTERNATIONAL HYDRO POWER MAJOR:- S. N. POWER, NORWAY HAS A 49 % EQUITY IN MALANA POWER.
- I**
- PROJECT WITH EQUITY PARTICIPATION OF IFC-WASHINGTON; HAS A 10 % EQUITY IN ALLAIN DUHANGAN.
- R**
- POWER CONSULTING COMPANY WITH EQUITY PARTICIPATION OF AN INTERNATIONAL MAJOR:- RSWI CANADA HAS A 50 % EQUITY IN ICCS.
- S**
- TO SET UP INTERSTATE WHEELING FOR POWER;
  - PROJECT WITH HYDROLOGY INSURANCE COVER.
- T**



## *POWER SECTOR ACCOLADES*

- EARLY IMPLEMENTATION TRACK RECORD:

- |                    |           |                     |
|--------------------|-----------|---------------------|
| • 86 MW MALANA - I | 30 MONTHS | BUDGETED 60 MONTHS. |
| • 15 MW TAWA       | 22 MONTHS | BUDGETED 40 MONTHS. |
| • 13 MW WHRS       | 28 MONTHS | BUDGETED 36 MONTHS. |

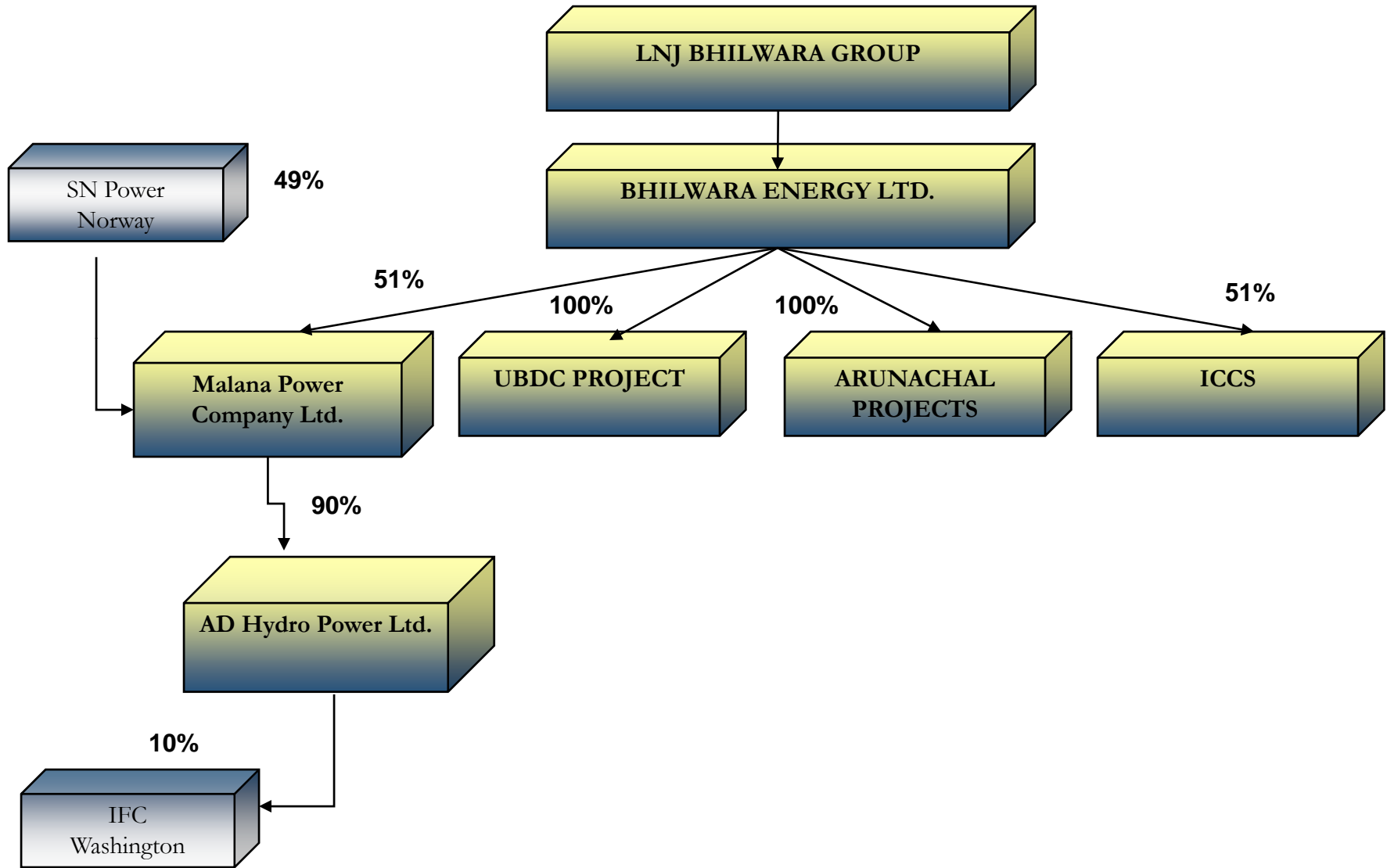
- LOWEST INDUSTRY CAPEX TRACK RECORD:

- |            |                    |                        |
|------------|--------------------|------------------------|
| • MALANA-I | RS. 3.75 CRORES/MW | BUDGETED RS. 4.10 CRS. |
| • TAWA     | RS. 4.50 CRORES/MW | BUDGETED RS. 5.00 CRS. |
| • WHRS     | RS. 3.22 CRORES/MW | BUDGETED RS. 3.75 CRS. |

- **ALL PROJECTS COMPLETED IN LESS THAN CEA / FI'S APPROVED COSTS.**
- **EXPLODED MYTHS, PIONEERED INNOVATIVE CONCEPTS AND SET BENCHMARKS.**

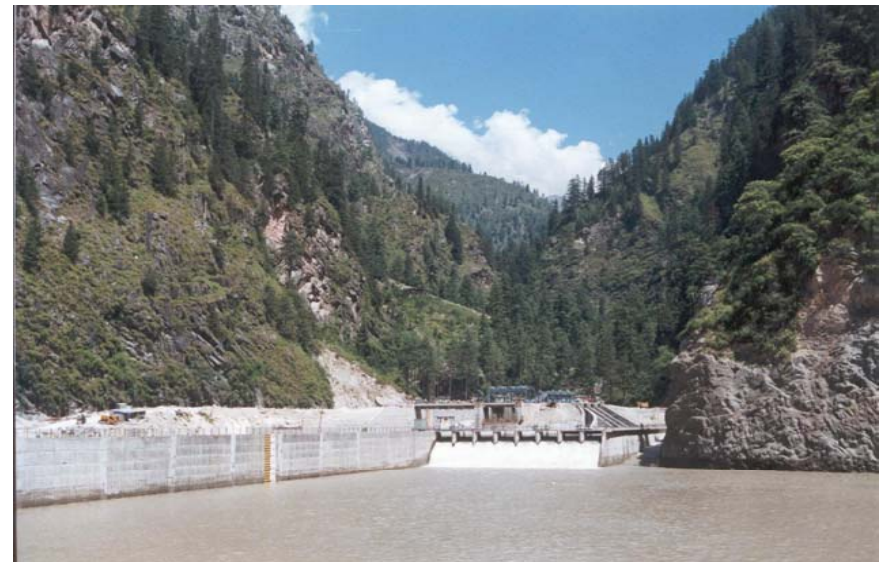
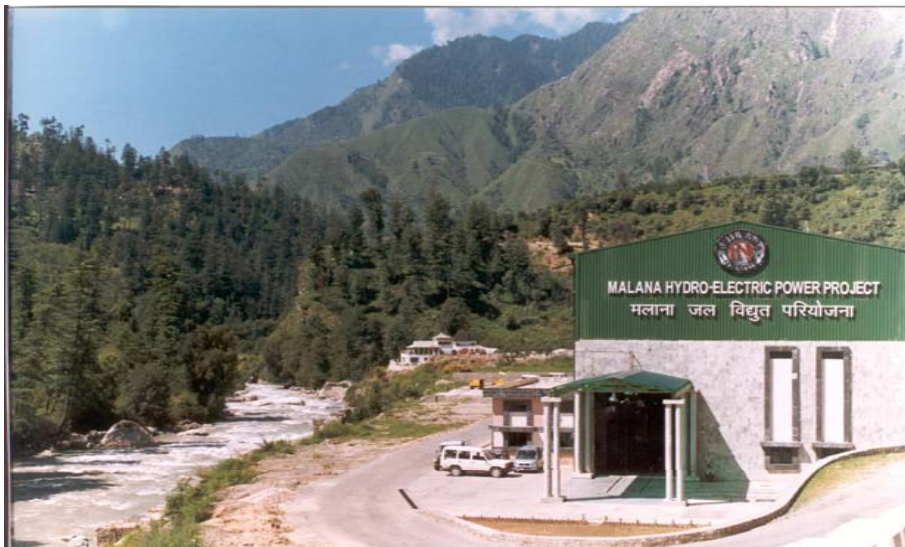
**TRACK RECORD OF ECONOMICALLY & TIMELY EXECUTION OF PROJECTS.**

# PROPOSED STRUCTURE -BEL



## MALANA HEP 86 MW (COMMISSIONED IN 2001)

- COMPETITIVE CAPITAL COST RS. 3.75 CRORES / MW;
- FIRST IPP IN HIMACHAL PRADESH;
- FIRST POWER PROJECT ESTABLISHED WITHOUT A LONG-TERM PPA;
- FIRST MERCHANT POWER PRODUCERS IN THE COUNTRY;
- FIRST HYDROPOWER PROJECT WITH INTER-STATE WHEELING;
- FIRST HYDRO POWER PROJECT IN H.P TO AVAIL INCENTIVE SCHEME OF GOHP.



# ALLAIN DUHANGAN PROJECT -(192 MW UNDER CONSTRUCTION)

- |    |                        |                                  |
|----|------------------------|----------------------------------|
| 1. | LOCATION               | KULLU DISTRICT, HIMACHAL PRADESH |
| 2. | RIVERS                 | ALLAIN AND DUHANGAN RIVERS       |
| 3. | ESTIMATED PROJECT COST | INR 922.35 CRORES                |
| 4. | POWER OUTPUT           | 192 MW (96 MW X 2 UNITS)         |
| 5. | ESTIMATED GENERATION   | 678 GWH                          |
| 6. | LENDERS' ENGINEER      | LAHMEYER INTERNATIONAL           |
| 7. | OWNER'S ENGINEER       | RSW INC, CANADA & ICCS LTD       |
| 8. | LEAD LENDER            | IFC, WASHINGTON                  |
| 9. | POTENTIAL CUSTOMERS    | NORTHERN REGION                  |



## UBDC Stage –III HEP

Capacity	:	75 MW
Project Cost (Including IDC)	:	~ US \$ 128 M (Rs. 574 Crores)
Gross Annual Generation	:	468 Million kWh
Debt Equity Ratio	:	70 / 30
Start of Construction	:	April, 2007
Commercial Operation	:	December, 2009

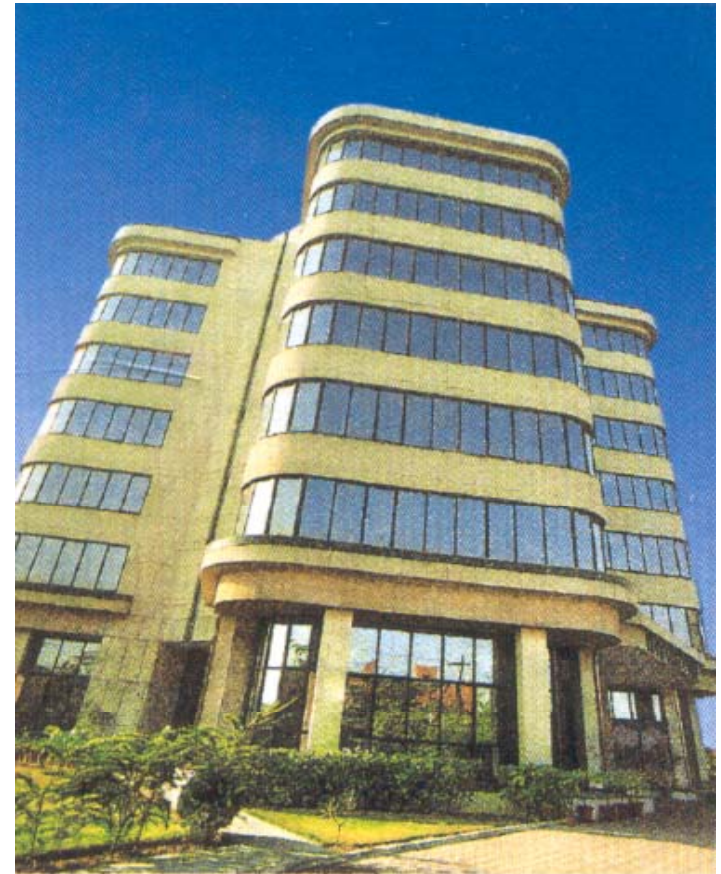
## NYAM JANG CHHU HEP STAGE I, II & III (ARUNACHAL)

<b>Combined Capacity</b>	<b>:</b>	<b>290 MW</b>
<b>Project Cost (Including IDC)</b>	<b>:</b>	<b>~ US \$ 333 M (Rs. 1500 Crores)</b>
<b>Gross Annual Generation</b>	<b>:</b>	<b>1600 Million kWh</b>
<b>Debt Equity Ratio</b>	<b>:</b>	<b>70 / 30</b>
<b>Date of Signing the MoA</b>	<b>:</b>	<b>October 27, 2006</b>
<b>Start of DPR Preparation</b>	<b>:</b>	<b>November, 2006</b>
<b>Expected Date of Completion of DPR</b>	<b>:</b>	<b>December, 2007</b>
<b>Start of Construction</b>	<b>:</b>	<b>Mid 2008</b>
<b>Commercial Operation</b>	<b>:</b>	<b>Mid 2012</b>



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**THANK YOU**



Corporate Office : Noida (New Delhi)