

# NAVA BHARAT VENTURES LIMITED

Regd.Off. : NAVA BHARAT CHAMBERS, RAJ BHAVAN ROAD, HYDERABAD -500 082. TELANGANA, INDIA

NAVA BHARAT

NBV/SECTL/256/2016-17  
JULY 27, 2016

**Addressed to:**

Sri K.Hari  
Vice President  
National Stock Exchange of India Ltd  
Exchange Plaza, 5<sup>th</sup> Floor  
Plot No.C/1, 'G' Block  
MUMBAI – 400 051  
**NSE Symbol: 'NBVENTURES'**

The General Manager  
Dept. Of Corporate Services  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dala Street  
MUMBAI – 400 001  
**Scrip Code: 513023/'NBVENTURE'**

Dear Sirs,

**Subject: Investor Presentation.**

<><><>

Please find enclosed a copy of Investor Presentation updated as on July, 2016.

The same may please be taken on record and suitably disseminated to all concerned.

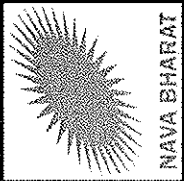
The copy of the presentation has also been posted on the Company's website at [www.nbventures.com](http://www.nbventures.com)

Thanking You

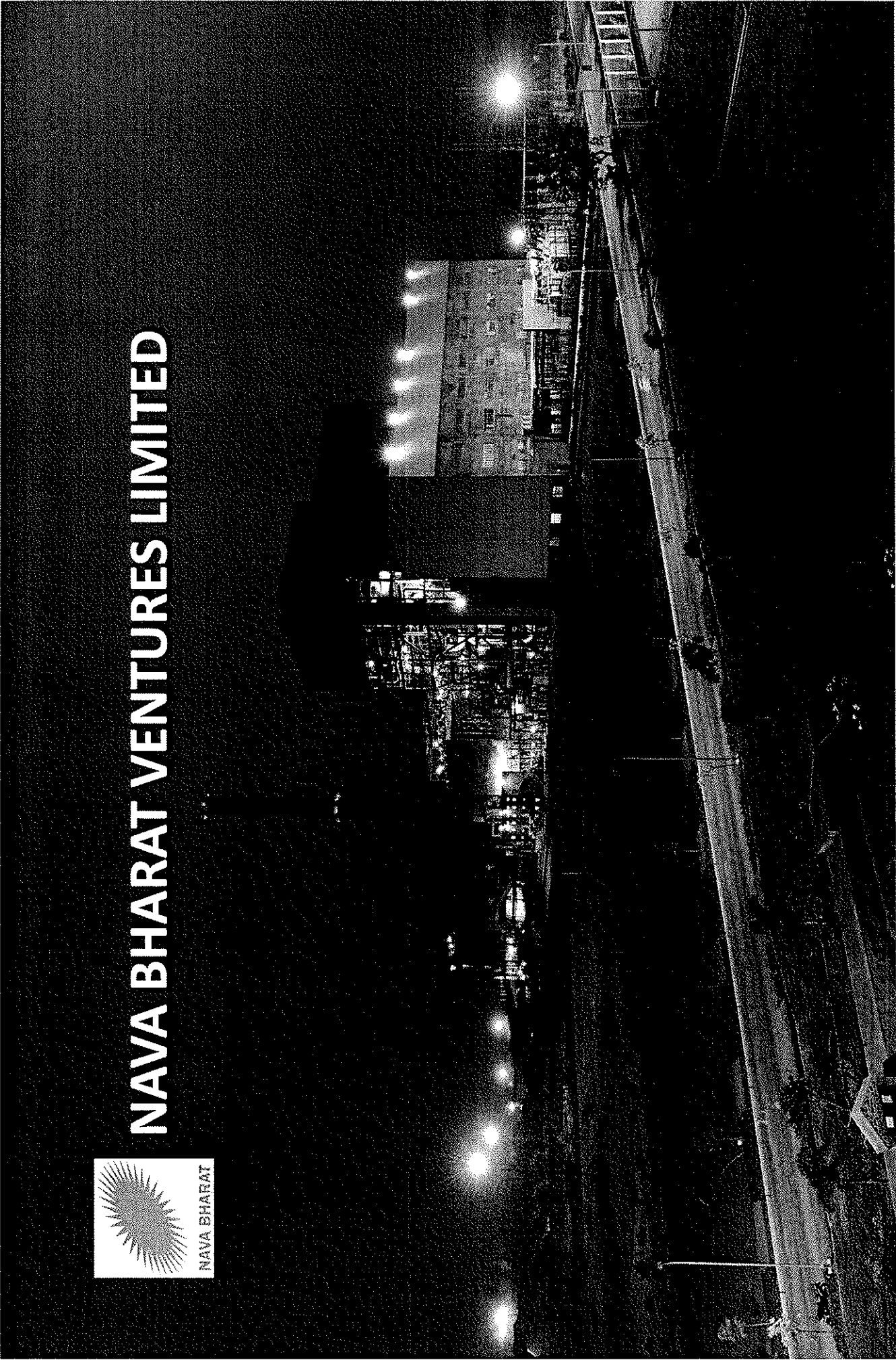
Yours Faithfully  
For Nava Bharat Ventures Limited

(VSN Raju)  
Company Secretary &  
Vice President

Encl: As above.



# NAVA BHARAT VENTURES LIMITED



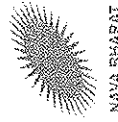
Investor Presentation – July 2016

# Safe Harbour

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Nava Bharat Ventures Ltd. (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



# INTRODUCTION



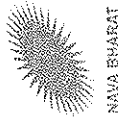
# Vision

“We will be a diversified company with operations in different geographies and adding best value to the available natural resources. We will ensure that our operations benefit the local community and the nation, while rewarding the stakeholders. Minimizing the impact on environment shall be a guiding principle in all our business endeavours.”

DIVERSIFICATION

STAKEHOLDERS

ENVIRONMENT



NAVA BHARAT



# About Us

## Four Decades of Experience

in project execution, efficient and eco-  
friendly operations by committed &  
competent human resources

One of the Leading  
Manufacturer Exporters  
of Manganese and Chromium  
Ferro Alloys from India

Diversified yet Integrated  
business interest

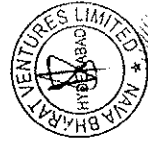
Power  
Mining  
Ferro Alloy  
Sugar & allied products

International Power  
Generation

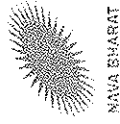
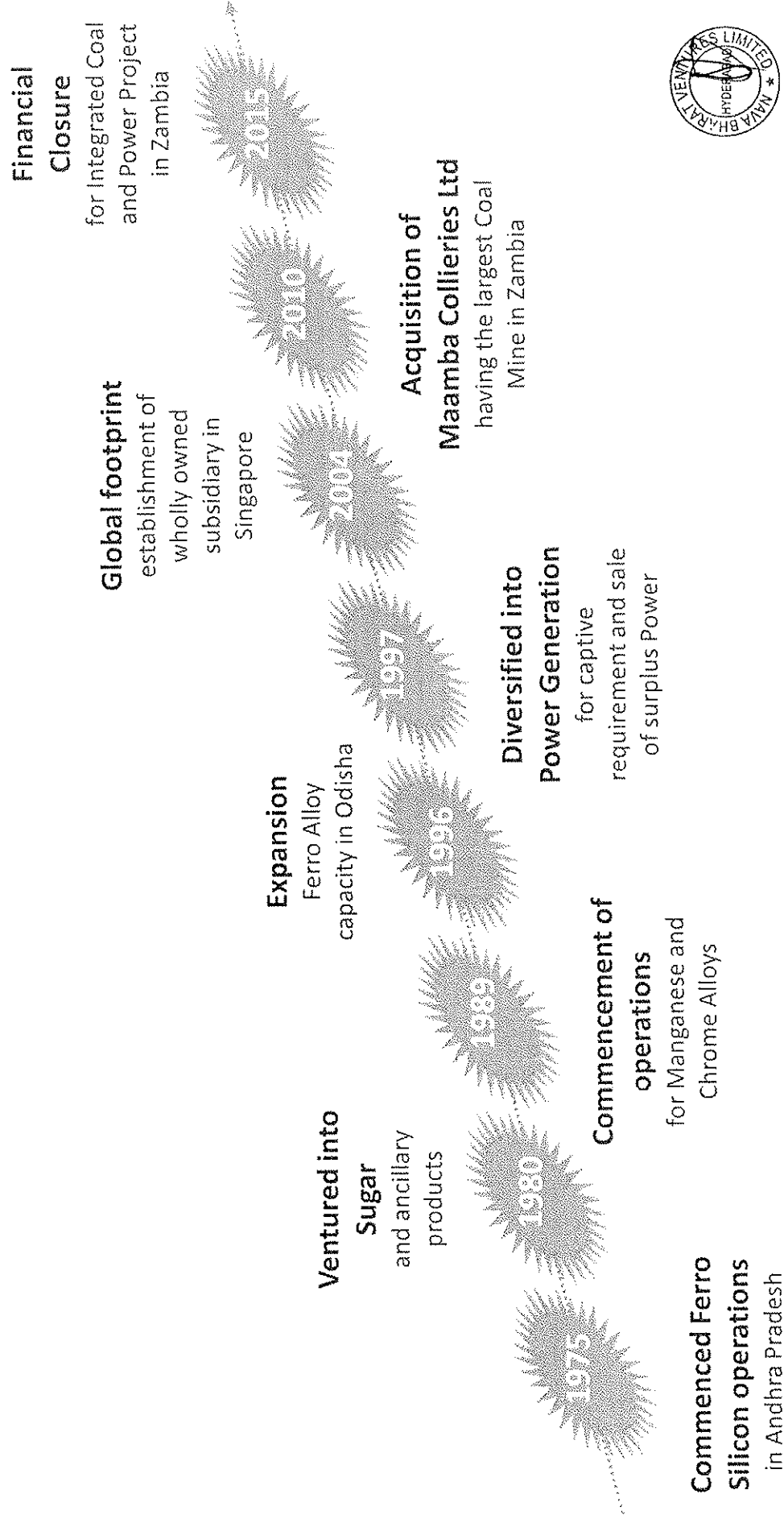
300 MW coal-fired integrated  
power plant, first of its kind in  
Zambia

Domestic Power  
Generation

Total 443 MW capacity  
across India

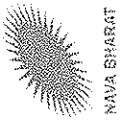


# Journey of Excellence Over Four Decades



NAVA BHARAT

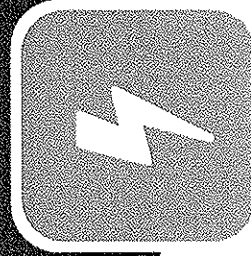
## BUSINESS OVERVIEW



NAVA SHARAT

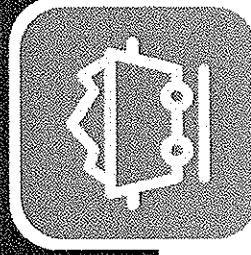


# Our Businesses...



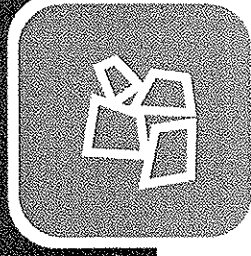
## POWER

Domestic: 443 MW  
International: 300 MW



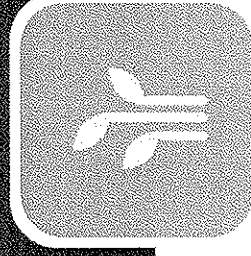
## MINING

Estimated Reserves:  
190 Mn MT



## FERRO ALLOYS

Manganese: 125,000 MT  
Chrome: 75,000 MT



## AGRI BUSINESS

Sugar: 4,000 TCD  
Distillery: 20 KLPD  
Ethanol: 30 KLPD



# ...Diversified...Yet Integrated

## Domestic Operations

### POWER

Captive  
consumption for  
Ferro &  
Sugar Business

### FERRO

100% captive  
power support

### SUGAR

Cogen power for  
sugar and distillery

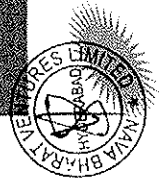
## Zambia Operations

### MINING

Captive  
Consumption of  
Thermal Grade Coal  
for Power Plant

### POWER

Pit-head Power  
Plant



NAVA BHARAT



# POWER BUSINESS



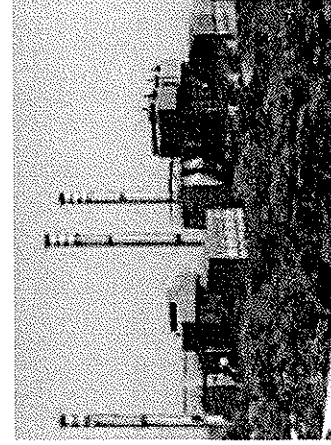
NAVA BHARAT



## DOMESTIC PLANTS

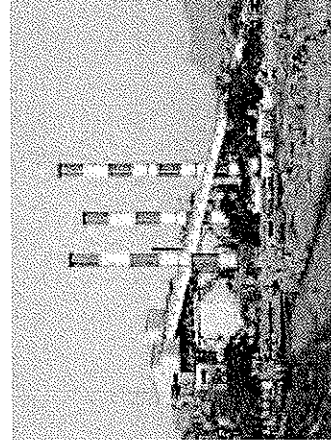


# Domestic Power Plants - NBVL



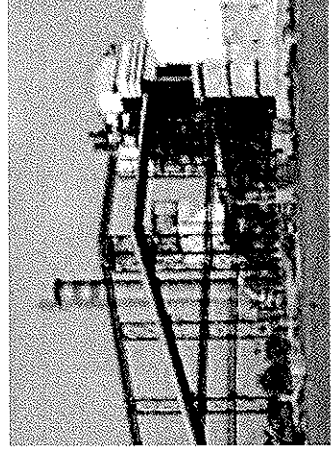
**Kharagpresad,  
Odisha**

- Fuel: Coal
- Capacity: 150 MW
  - 30 MW
  - 60 MW
  - 60 MW



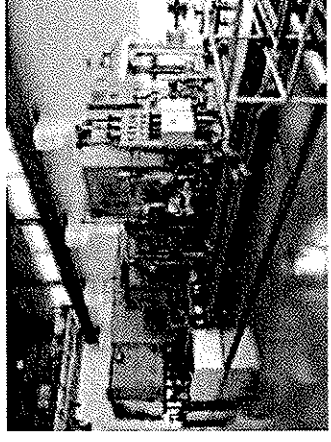
**Paloncha,  
Telangana**

- Fuel: Coal
- Capacity: 114 MW
  - 1 X 50 MW
  - 2 X 32 MW



**Dharmevaram,  
Andhra Pradesh**

- Fuel: Bagasse & Coal
- Capacity: 20 MW



**Samalkot,  
Andhra Pradesh**

- Fuel: Bagasse
- Capacity: 9 MW

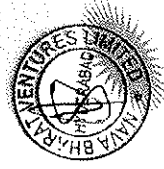
**Capital cost < Rs. 4 Crores / MW**

Proximity to coal mines – Savings in transportation cost of coal  
 FBC technology of Boilers – Suitable for any grade of coal

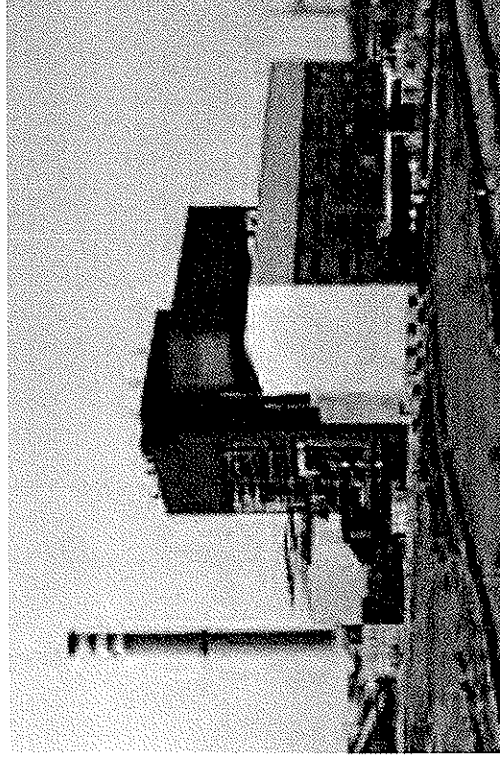
# Domestic Power Plants - Fuel Source

| Kharagprasad,<br>Odisha                                                                                                                                                           | Paloncha,<br>Telangana                                                                                                                                                             | Dharmavaram,<br>Andhra Pradesh                                                                                                                                           | Samalkot,<br>Andhra Pradesh                                                                                                                                                                    |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>➤ Power Generation Capacity: 150 MW</li> <li>➤ Coal Linkages for 90 MW</li> <li>➤ Balance sourced through e-auction and rejects</li> </ul> | <ul style="list-style-type: none"> <li>➤ Power Generation Capacity: 114 MW</li> <li>➤ Coal Linkages for 100 MW</li> <li>➤ Balance sourced through e-auction and rejects</li> </ul> | <ul style="list-style-type: none"> <li>➤ Power Generation Capacity: 20 MW</li> <li>➤ Power unit uses Bagasse</li> <li>➤ Balance supplemented by imported coal</li> </ul> | <ul style="list-style-type: none"> <li>➤ Power Generation Capacity: 9 MW</li> <li>➤ Co-generation power unit uses Bagasse</li> <li>➤ Available in sugar season and part of the year</li> </ul> |

*Policy shift from linkage to auction coal to have minimal cost impact because of predominant use of low grade coal with high ash and proximity of coal mines to the power plants*



# Domestic Power Plant - NBEIL



Paloncha, Telangana

Fuel: Coal

Capacity: 150 MW

Capital cost/MW: Rs. 4.4 crores (incl. transmission)

Project Cost: Rs. 666 Crores

Debt: Rs. 466 Crores

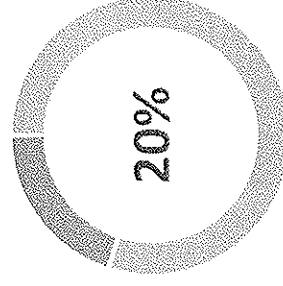
- 150 MW Power Plant in Telangana

- Proximity to coal mines – Savings in transportation cost of coal

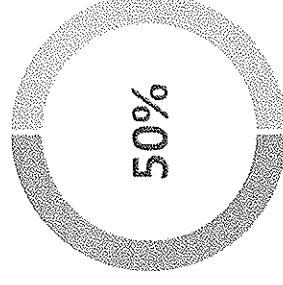
- FBC technology of Boilers – Suitable for NE Grade of coal

- NBEIL will supply 135 MW for period of 1 year up to May 2017 at a price of Rs. 5 per unit, as part of arrangement with TATA Power Trading Company with committed offtake upto 70%

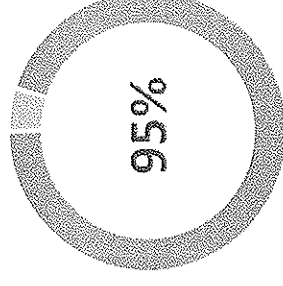
## Increasing Domestic Coal Sourcing



2013-14  
Year I



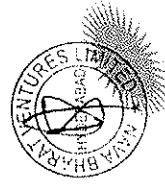
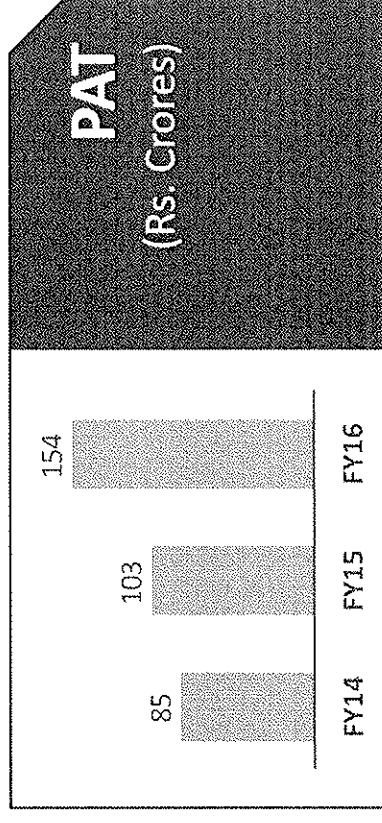
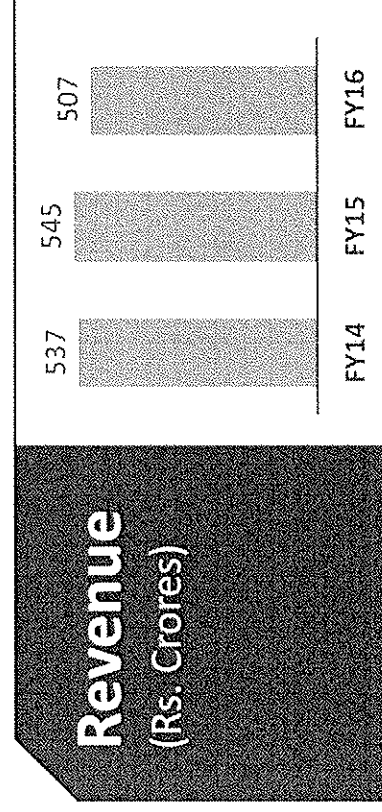
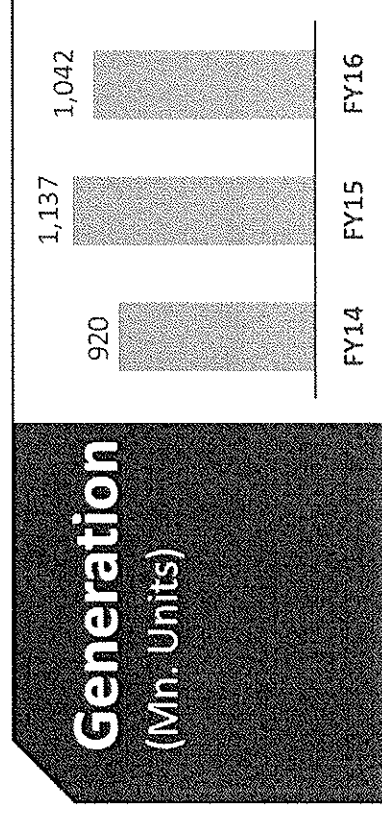
2014-15  
Year II



2015-16  
Year III

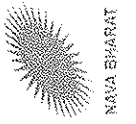
# NBEIL - Performance Highlights

## POWER OPERATIONS



NAVA BHARAT

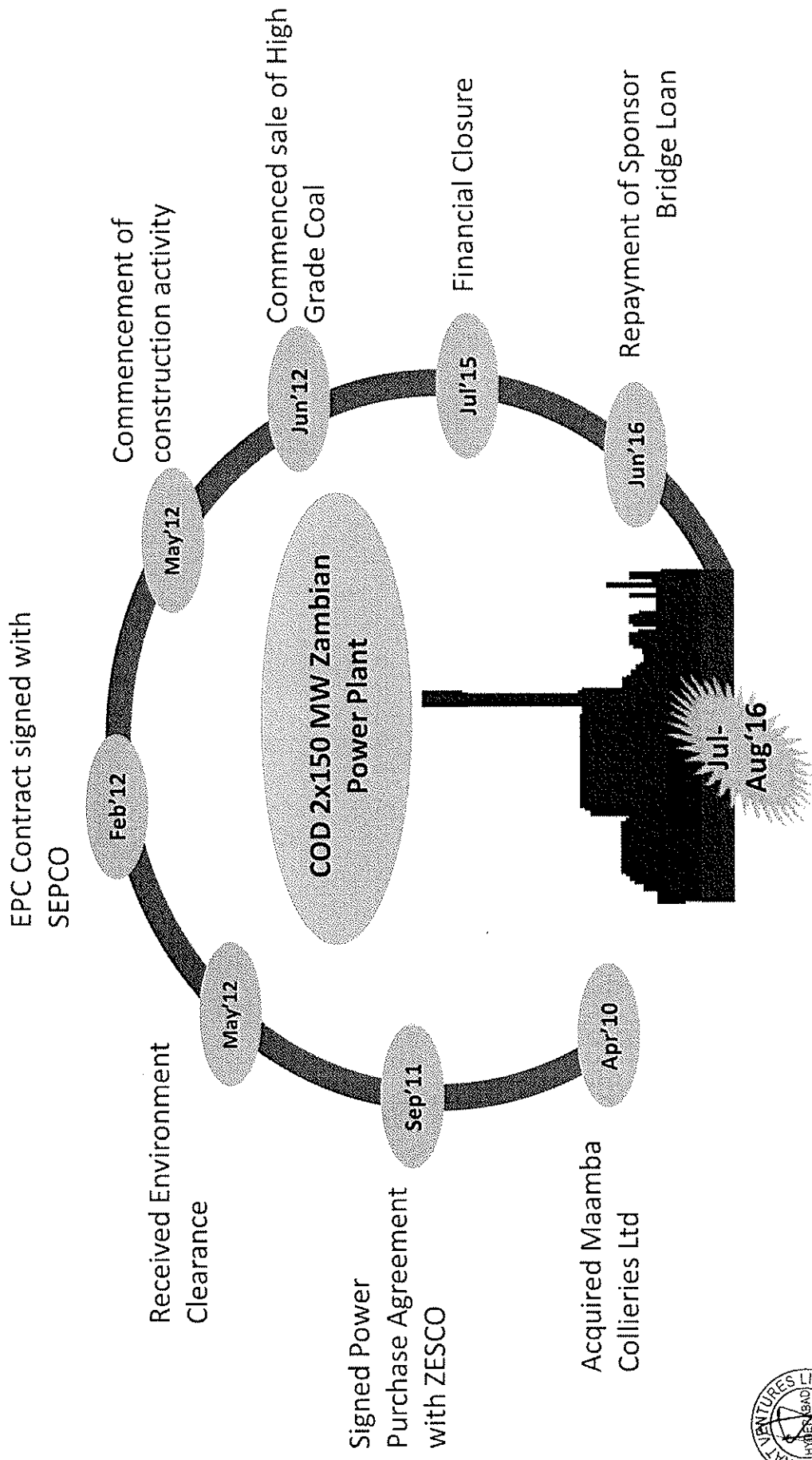
# INTERNATIONAL POWER PLANTS



NAVA BHARAT



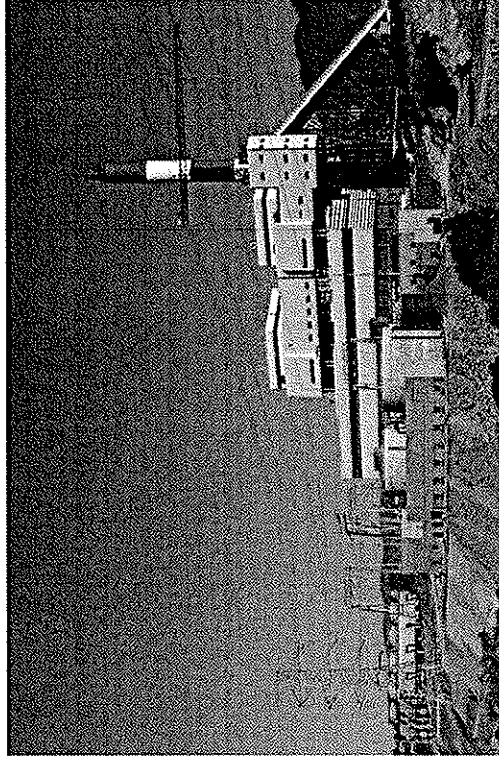
# Building 300 MW Zambia Power Plant



# Inherent Strengths of Zambian Power Project



# Building Zambia's First Coal-Fired Power Plant



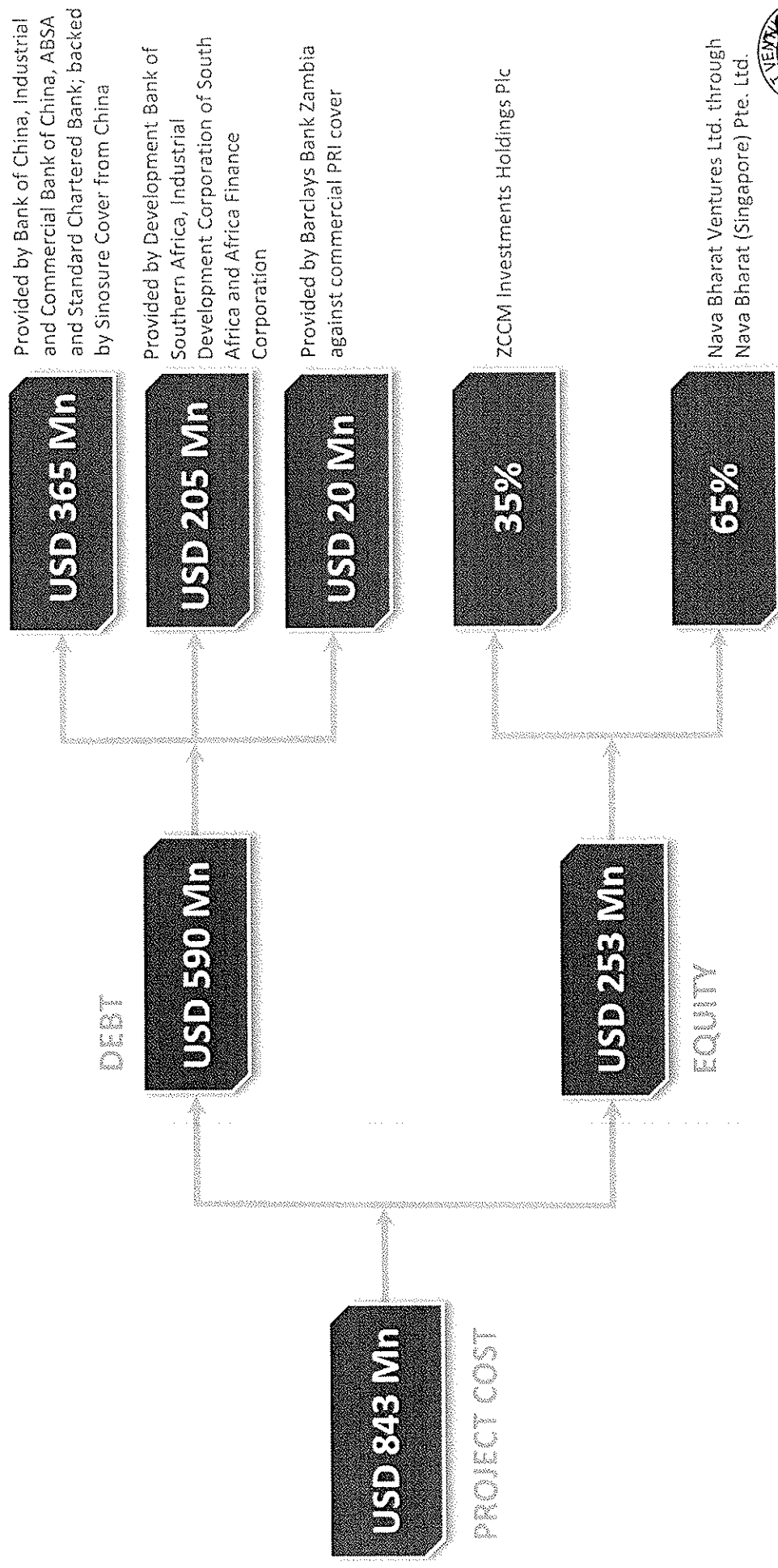
## Maamba, Zambia

**Fuel:** Thermal grade coal - mined captive  
**Technology:** CFBC, EPC Contractor: SEPCO, China  
**Capacity:** 300 MW (2x 150 MW)  
**Total Project Cost:** USD 843 Mn  
**D:E Ratio:** 70:30  
**Financial Closure:** Achieved during Q2 FY16 on limited recourse basis

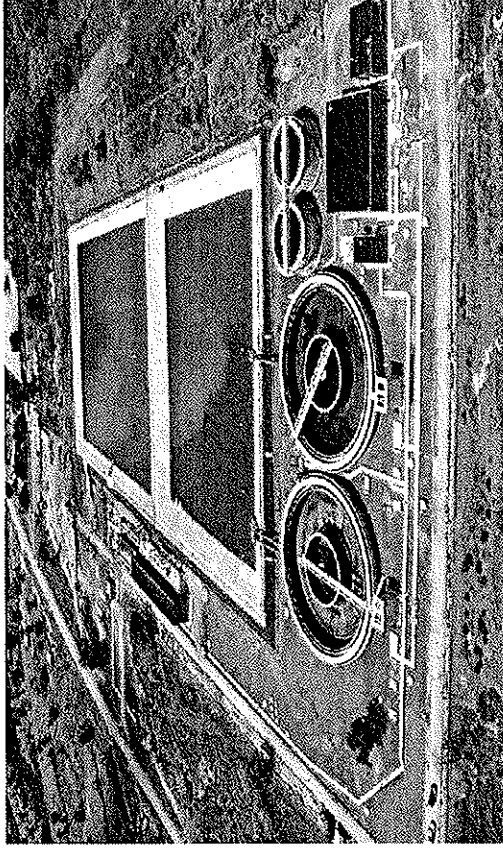
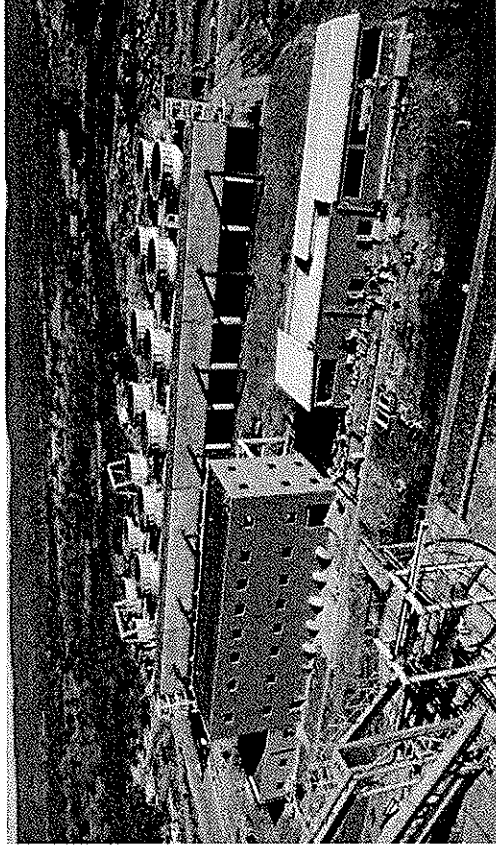
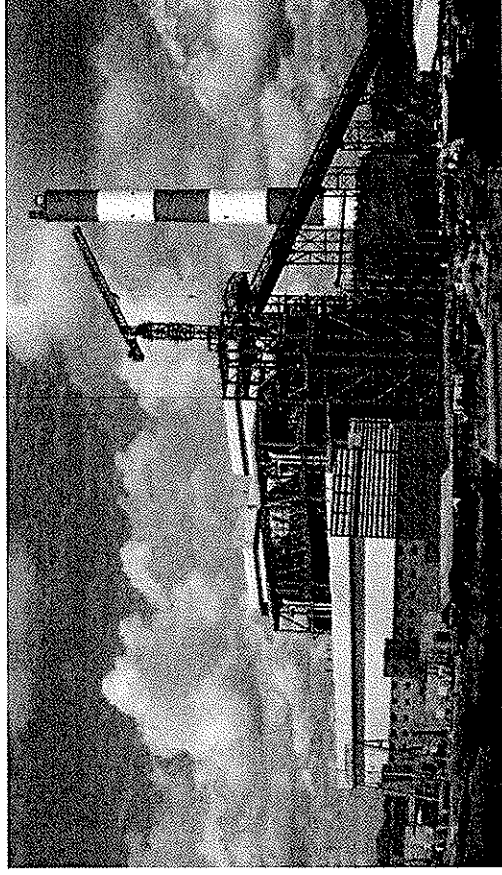
- **300 MW** mine mouth power project in Maamba including:
  - Dedicated 48 km 330 kV double circuit transmission line
  - Dedicated 21 km water supply system from a perennial water source
- **Project Status: Commissioning scheduled in July 2016**
- 1st IPP in Sub-Saharan region to achieve Financial Closure
- **PPA with ZESCO**, state power utility, for **20 years @ approx. 10.8 US cents/kwh**
  - "Take or Pay" basis
  - Tariff denominated in USD – No exchange risk
  - Escrow mechanism to secure payments from ZESCO
  - Sovereign Guarantee for a limited period
- **ROE of 20%+**



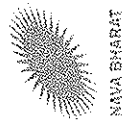
# Financing Plan – Maamba Project



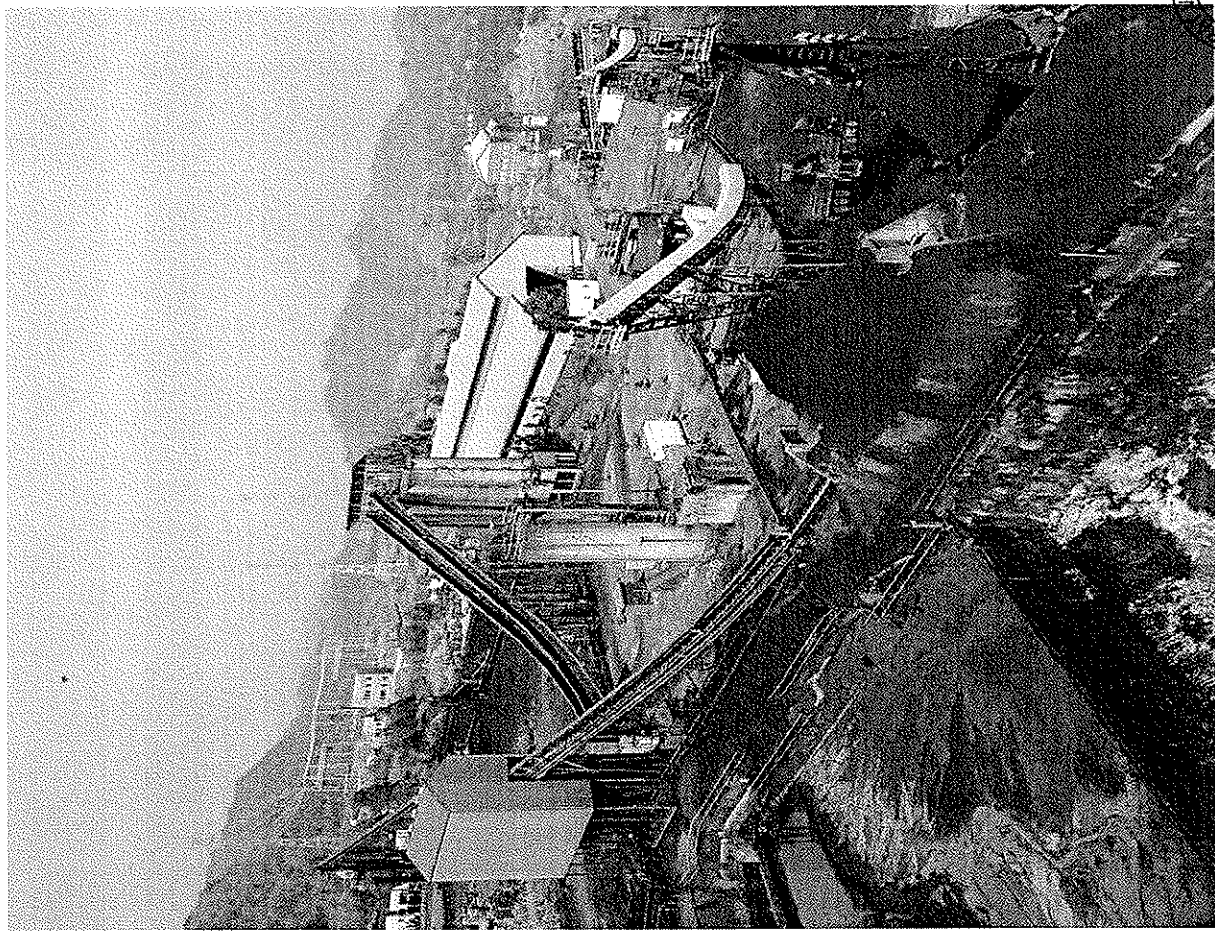
# Zambian Project Under Implementation



# INTERNATIONAL MINING BUSINESS



NAVA BHARAT



# Coal Mining in Zambia



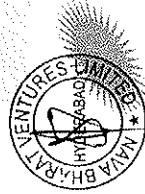
## Maamba, Zambia

**Reserve Type :** High Grade & Thermal Grade Coal

**Total Estimated Reserve:** 190 Mn Tons in active mining area (SAMREC compliant)

**Huge unexplored Coal Reserve**

- Largest coal concession in Zambia
- Mining title includes 7,719 hectares with an active mining area of 1,066 hectares
- State-of-the-art Coal Handling & Processing Plant to aid coal washing
- **Present status:**
  - Sale of High grade coal commenced
  - Coal Reserve in Active Mining area will cater to 30 years of Power Plant Operations at full load for 900 MW Capacity

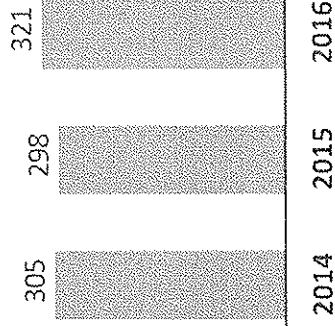


NAVA BHARAT

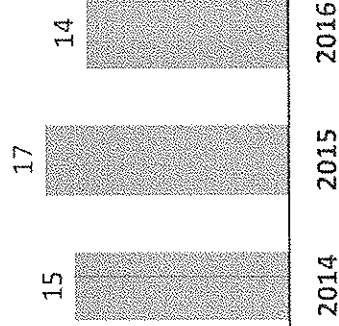
# Maamba Collieries Financial Highlights

## MINING OPERATIONS

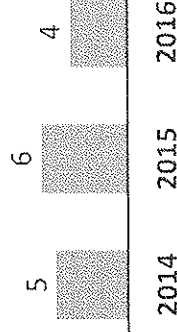
### Volumes ('000 Tons)



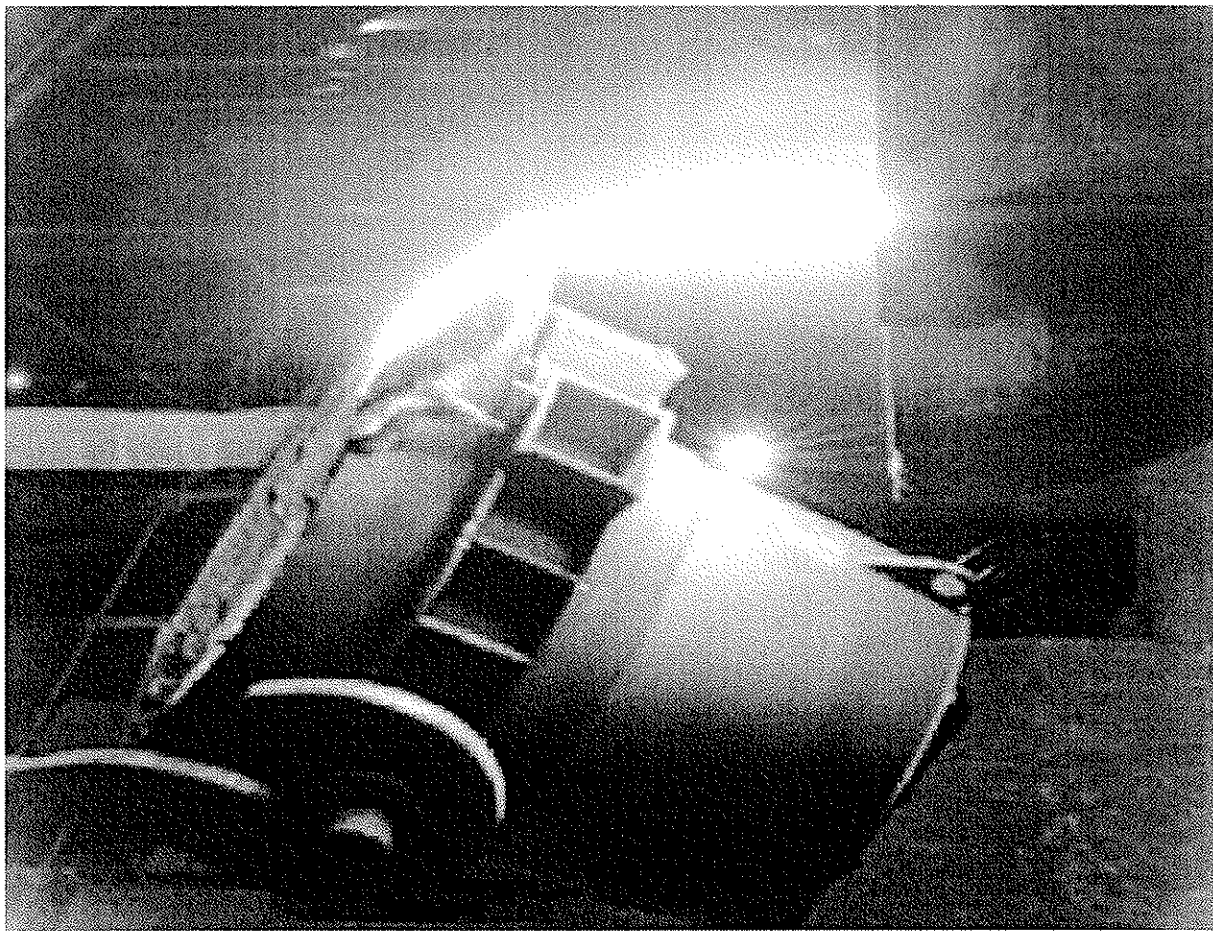
### Revenue (USD Mn)



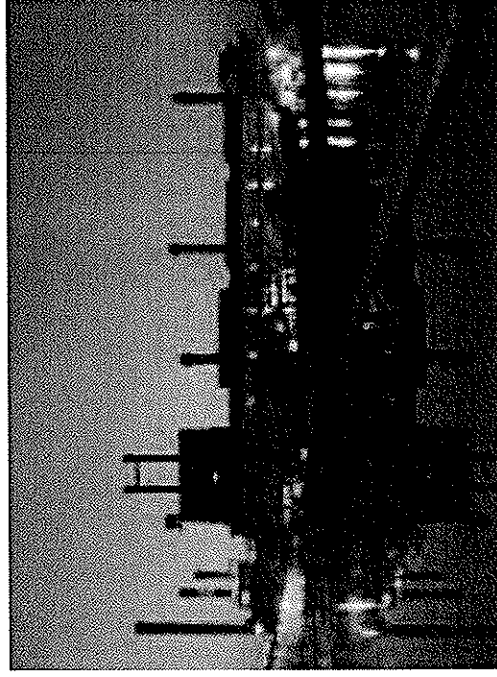
### EBITDA (USD Mn)



# FERRO ALLOYS BUSINESS



# Ferro Alloy Plants



## Telangana, India

- Smelters: 3 x 16.5 MVA & 1 x 27 MVA
- Products: Silico Manganese / Ferro Manganese
- Output Capacity: 125,000 TPA
- Raw Material: Manganese Ore
- Sourcing: Imports 80%, Domestic 20%
- User Industry: Steel
- Function: Impart strength and act as powerful deoxidizing agents

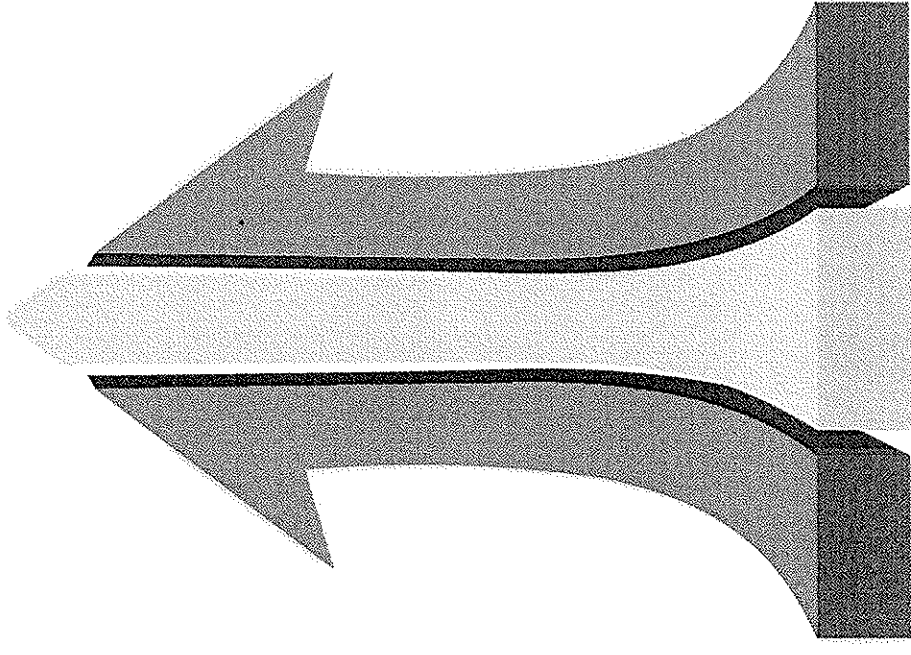


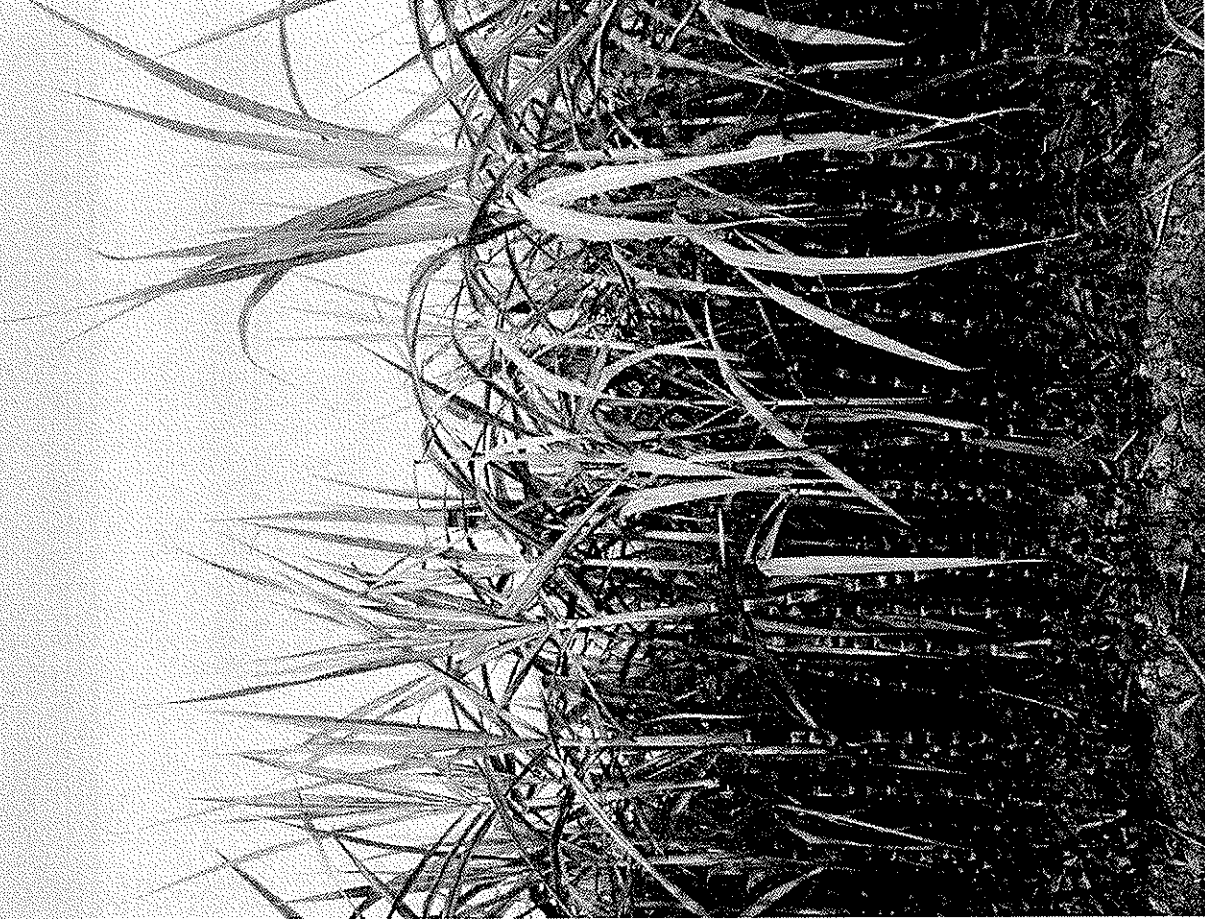
## Odisha, India

- Smelters: 2 x 22.5 MVA
- Products: Ferro Chrome
- Output Capacity: 75,000 TPA
- Raw Material: Chrome Ore
- Sourcing: Domestic 100%
- User Industry: Stainless Steel
- Function: Increase resistance to heat & corrosion

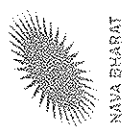
# Growth from Capacity Utilization

- Agreement for renewal of conversion arrangement of Chrome Ore into Ferro Chrome in Odisha with Tata Steel
  - For a period of four years up to March 2020 – ensures 100% utilisation of smelters
  - Up to 70,000 MT per annum of High Carbon Ferro Chrome
  - Tata Steel to supply Chrome Ore and Coke
  - Minimal working capital requirement
  - Captive power priced close to grid tariff – affords better value addition
  - Operations are insulated against market volatility
- To regulate manganese alloy production keeping relative value addition between captive consumption and merchant sales of power in view





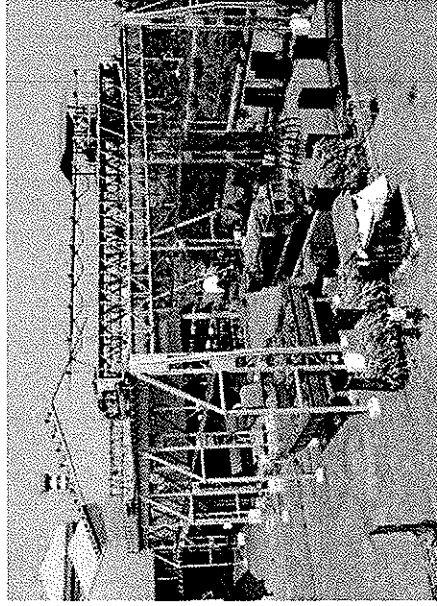
# AGRI BUSINESS



NAVA BHARAT



# Integrated Sugar Plant Operations in Samalkot, AP



## Sugar Plant

Product : White Crystal Sugar

Capacity : 4,000 TCD

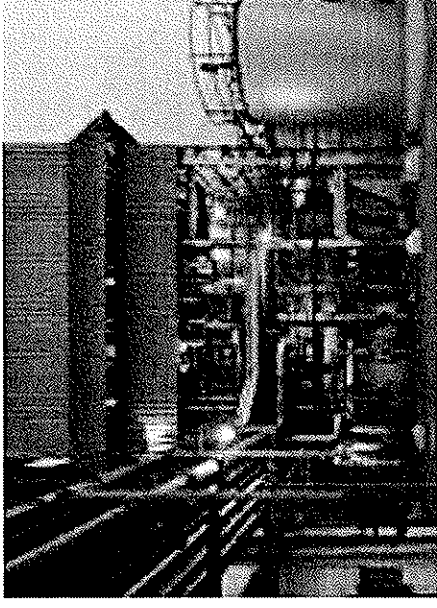
Average cane recovery : 10%



## Distillery

Product : Rectified Spirit

Capacity : 20 KLPD

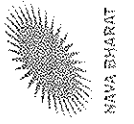


## Ethanol Plant

Product : Ethanol

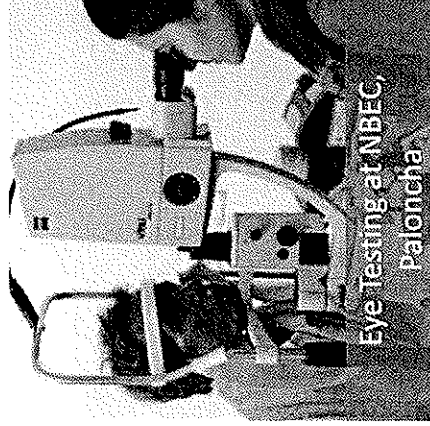
Capacity : 30 KLPD

## CORPORATE SOCIAL RESPONSIBILITY

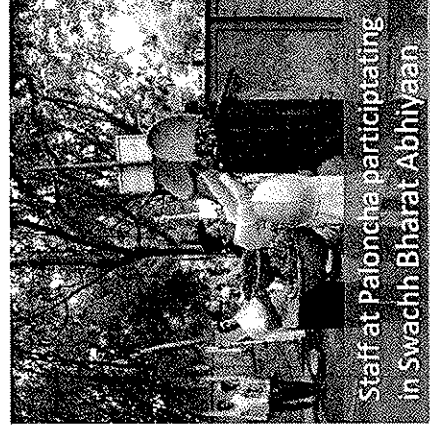


# CSR initiatives undertaken

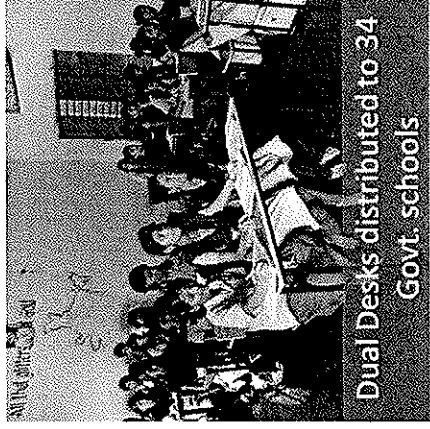
*Corporate Social Responsibility is an integral part of our long-term business strategy. The Company aims to achieve holistic social development to ensure sustainable growth*



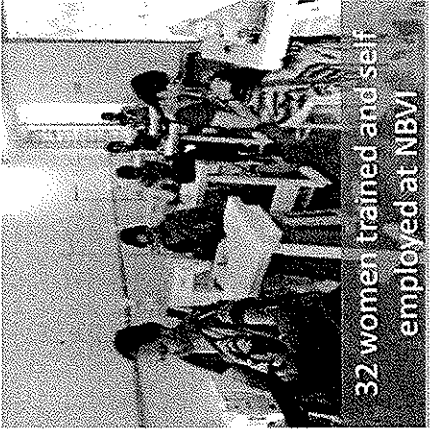
Eye Testing at NBEC,  
Paloncha



Staff at Paloncha participating  
in Swachh Bharat Abhiyaan



Dual Desks distributed to 34  
Govt. schools



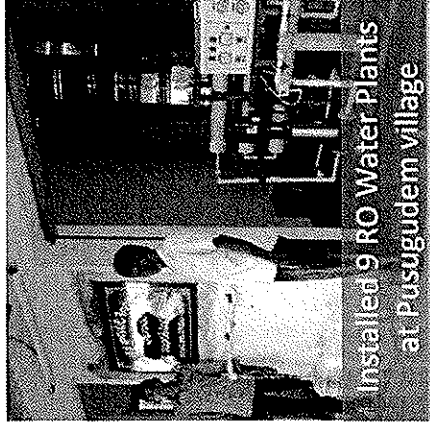
32 women trained and self  
employed at NBVI



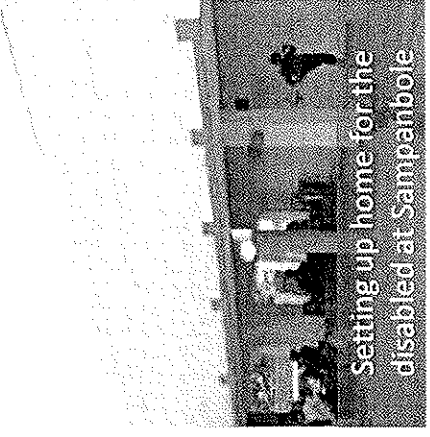
Free Tuitions at MPUP  
School, Yerranguta



Training in Electrician Trade,  
NBVI, Paloncha



Installed 9 RO Water Plants  
at Pusugudem village



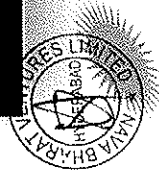
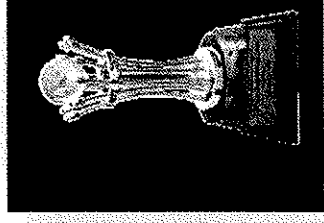
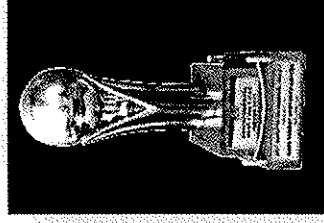
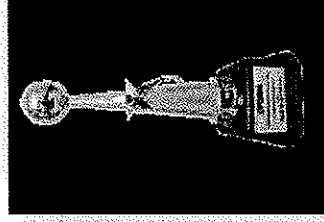
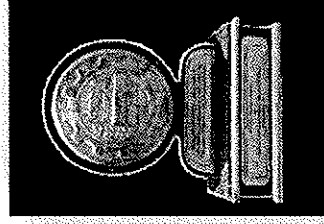
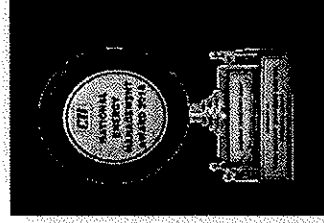
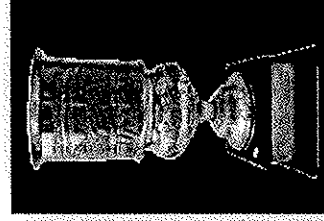
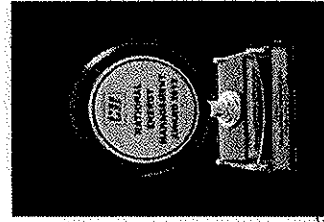
Setting up home for the  
disabled at Sampanbole

## AWARDS & RECOGNITION



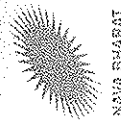
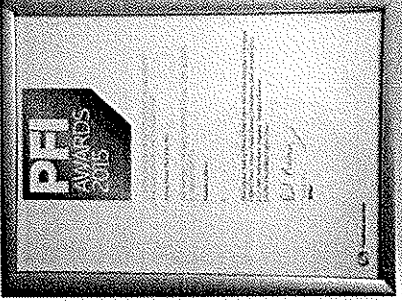
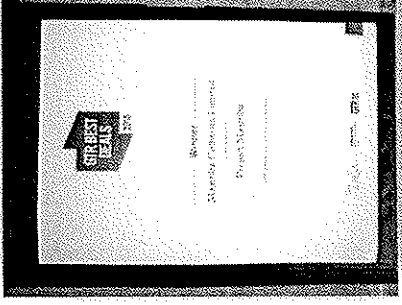
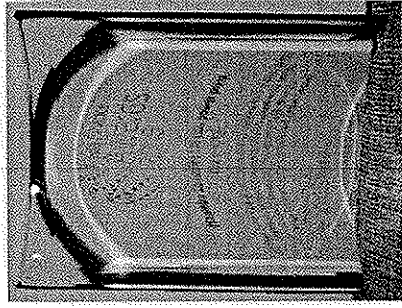
# Awards & Recognition

- ❖ **Pollution Control Excellence Award for the year 2015** was bagged by the Company's Unit at Odisha, bagged , under the category of Industry at the 32nd Foundation Day Ceremony of State Pollution Control Board.
- ❖ **Silver Award for Best Distillery in Andhra Pradesh for the Season 2013-14** from The South Indian Sugarcane & Sugar Technologists' Association (Sugar Division received this award)
- ❖ **Certificate of Appreciation for Commendable Performance for the Season 2013-14** from The South Indian Sugarcane & Sugar Technologists' Association, Chennai (Sugar Division received this award)
- ❖ **15th National Award for Excellence in Energy Management 2014** as **Excellent Energy Efficient Unit** from Confederation of Indian Industry (Sugar Division received this award)
- ❖ **15th National Award for Excellence in Energy Management 2014** as **Energy Efficient Unit** from Confederation of Indian Industry (Odisha Works received this award).
- ❖ **Regional Export Award as Star Performer – Large Enterprise (Ferro Alloys)** in recognition of outstanding contribution to Engineering Exports for 2012-13 from EEPICINDIA, Southern Region.



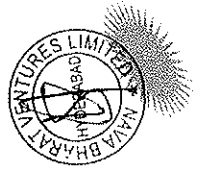
# Awards for International Project Finance

- ❖ “Power Deal of the Year” for Middle East and Africa awarded by Project Finance International of Thompson Reuters
- ❖ “Project Finance Deal of the Year 2016” awarded by World Finance
- ❖ “Deal of the Year” awarded by Global Trade Review
- ❖ “Middle East and North Africa - Deal of the Year” awarded by Trade Finance of Euromoney
- ❖ “Winner: Africa Power” awarded by IJ Global
- ❖ “Best Natural Resources Deal: Africa” awarded by EMEA Finance



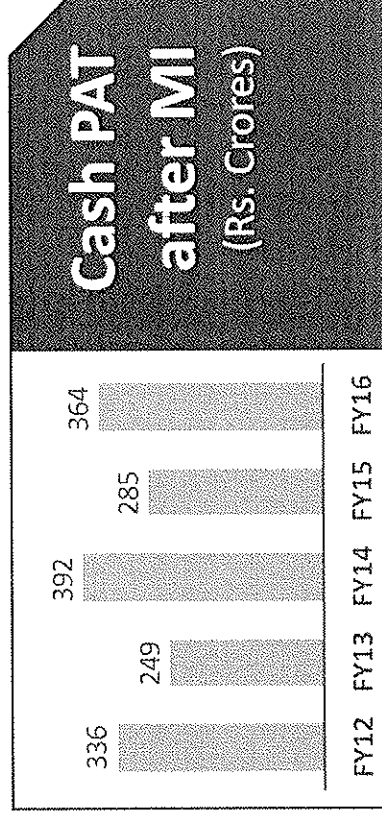
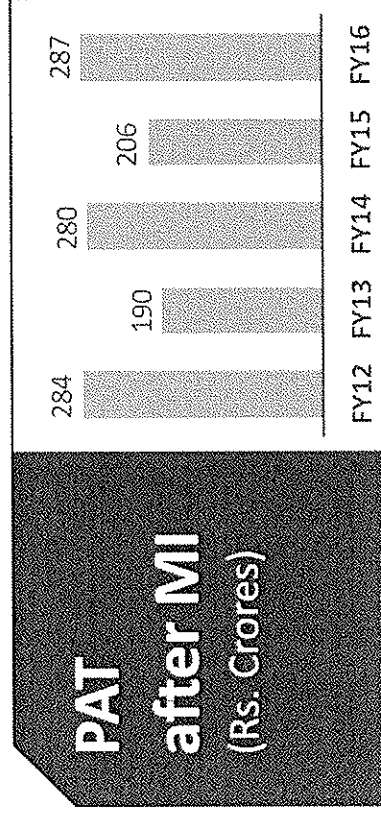
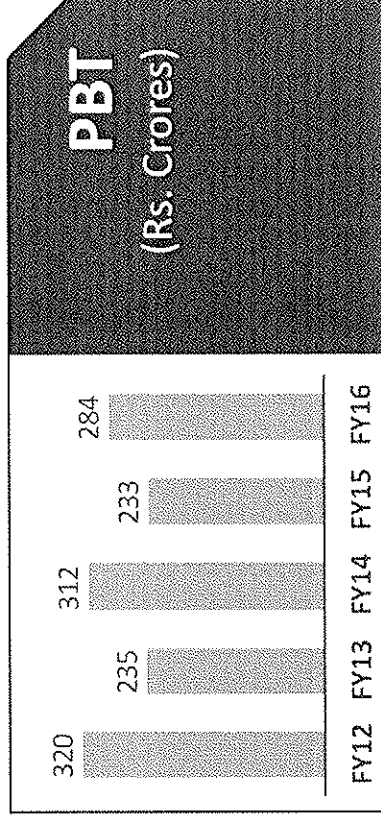
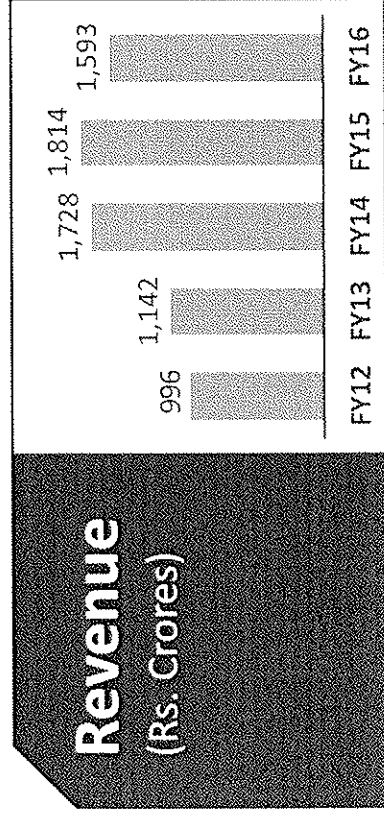
NAVA BHARAT

## FINANCIALS



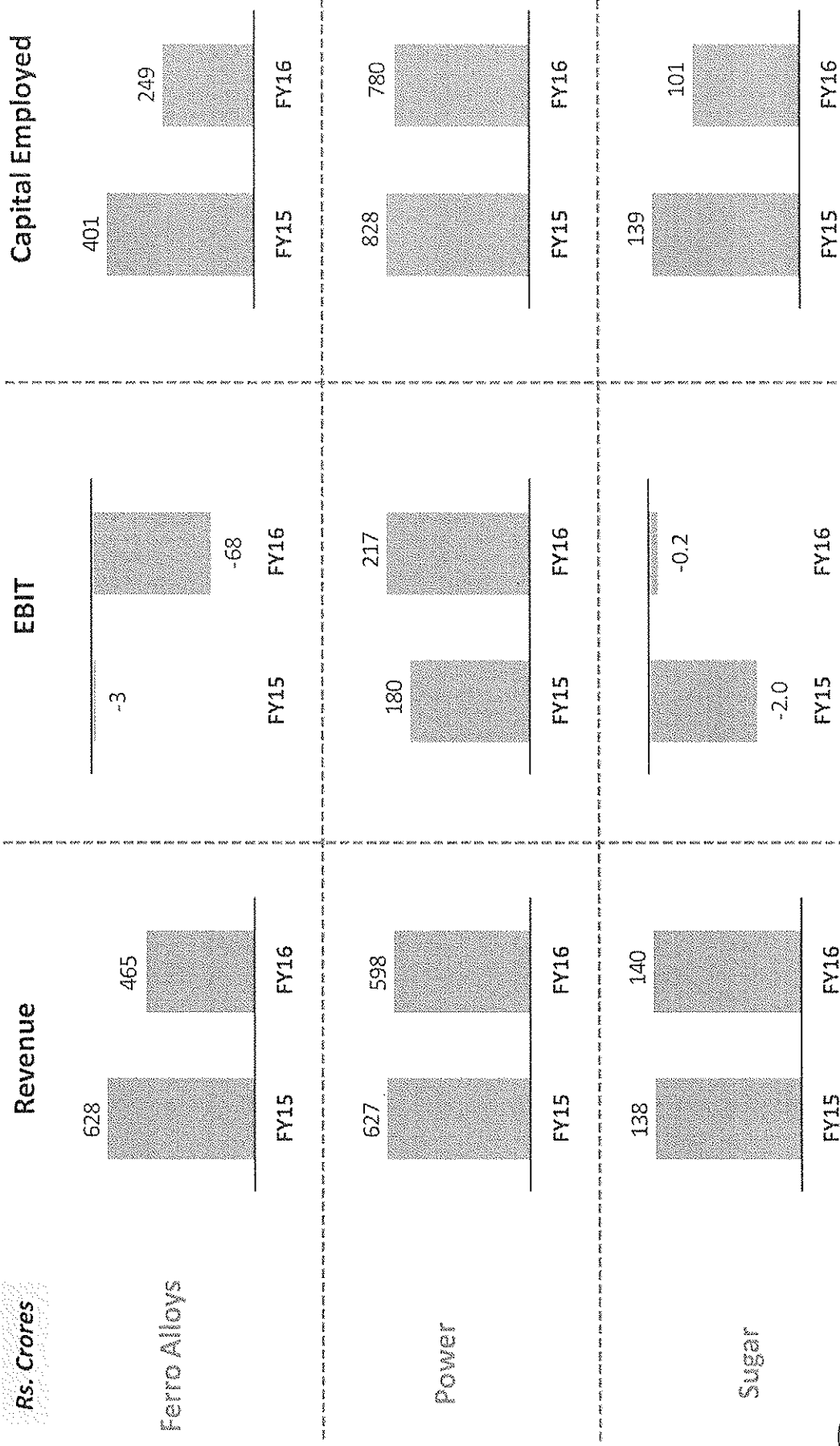
NAVA BHARAT

# Consolidated Financial Snapshot



# Yearly Performance Highlights - Standalone

Rs. Crores



# Yearly Performance Highlights - Consolidated

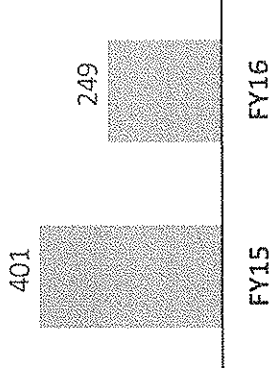
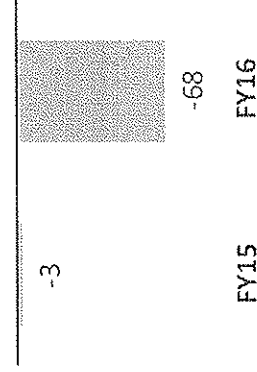
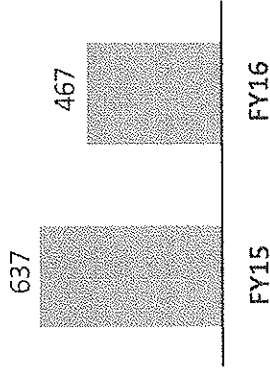
Rs. Crores

Revenue

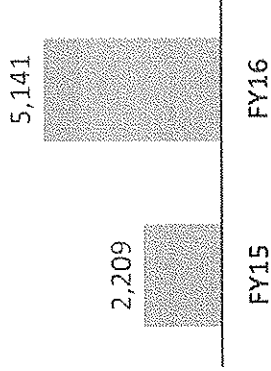
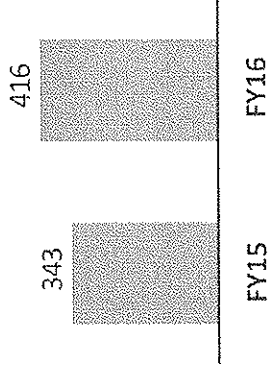
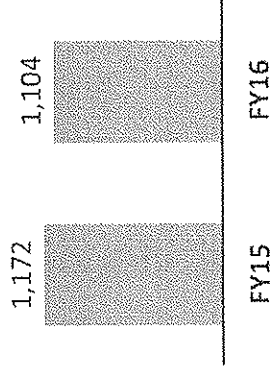
EBIT

Capital Employed

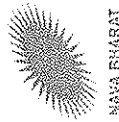
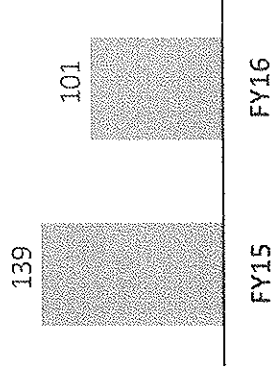
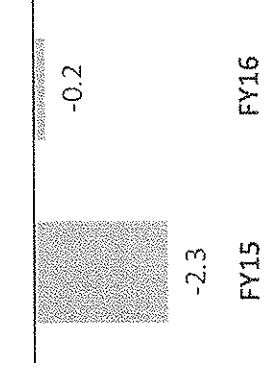
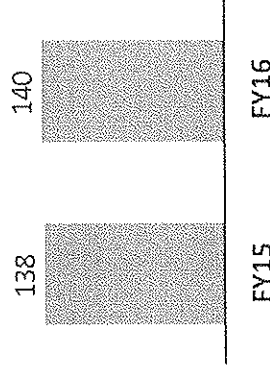
Ferro Alloys



Power



Sugar



NAVA BHARAT

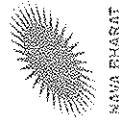


# Standalone Profitability Statement

| Rs. Crores        | Q4 FY16 | Q4 FY15 | Y-o-Y | FY16  | FY15  | Y-o-Y |
|-------------------|---------|---------|-------|-------|-------|-------|
| Revenue           | 302     | 280     | 8%    | 989   | 1,153 | -14%  |
| Direct Expenses   | 178     | 196     |       | 682   | 800   |       |
| Employee Expenses | 26      | 22      |       | 78    | 73    |       |
| Other Expenses    | 42      | 37      |       | 111   | 113   |       |
| EBITDA            | 56      | 25      | 127%  | 118   | 167   | -29%  |
| EBITDA Margin     | 18.5%   | 8.8%    |       | 12.0% | 14.5% |       |
| Other Income      | 21      | 19      |       | 65    | 51    |       |
| Depreciation      | 11      | 12      |       | 34    | 36    |       |
| EBIT              | 66      | 31      | 111%  | 149   | 181   | -18%  |
| EBIT Margin       | 21.9%   | 11.2%   |       | 15.1% | 15.7% |       |
| Finance costs     | 12      | 6       |       | 33    | 28    |       |
| Exceptional items | 0       | 0       |       | 0     | 0     |       |
| PBT               | 54      | 25      |       | 116   | 153   |       |
| Tax               | -4      | 1       |       | 5     | 10    |       |
| PAT               | 58      | 24      | 136%  | 111   | 142   | -22%  |
| PAT Margin        | 19.1%   | 8.7%    |       | 11.2% | 12.4% |       |

# Consolidated Profitability Statement

| Rs. Crores                  | FY16  | FY15  | Y-o-Y |
|-----------------------------|-------|-------|-------|
| Revenue                     | 1,593 | 1,814 | -12%  |
| Direct Expenses             | 955   | 1,170 |       |
| Employee Expenses           | 112   | 107   |       |
| Other Expenses              | 167   | 227   |       |
| EBITDA                      | 359   | 310   | 16%   |
| <i>EBITDA Margin</i>        | 22.5% | 17.1% |       |
| Other Income                | 98    | 114   |       |
| Depreciation                | 76    | 79    |       |
| EBIT                        | 381   | 345   | 10%   |
| <i>EBIT Margin</i>          | 23.9% | 19.0% |       |
| Finance costs               | 96    | 112   |       |
| Exceptional items           | 1     | 0     |       |
| PBT                         | 284   | 233   |       |
| Tax                         | (17)  | 24    |       |
| PAT                         | 301   | 209   | 44%   |
| Minority Interest           | (14)  | (3)   |       |
| PAT after Minority Interest | 287   | 206   | 39%   |
| <i>PAT Margin</i>           | 18.0% | 11.4% |       |

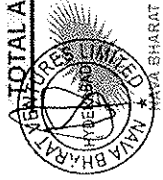


NAVA BHARAT



# Balance Sheet

| Rs. Crores                                | Standalone   |              | Consolidated |              |
|-------------------------------------------|--------------|--------------|--------------|--------------|
|                                           | Mar-16       | Mar-15       | Mar-16       | Mar-15       |
| Shareholders' Fund                        |              | 2,535        | 3,191        | 2,910        |
| Share Capital                             | 2,615        | 18           | 18           | 18           |
| Reserves & Surplus                        | 18           | 2,517        | 3,173        | 2,892        |
| Share Application money pending allotment | 2,598        | 0            | 2            | 2            |
| Minority Interest                         | 0            | 0            | 277          | 247          |
| <b>Total Non Current Liabilities</b>      | <b>291</b>   | <b>76</b>    | <b>3,265</b> | <b>374</b>   |
| Long Term Borrowings                      | 244          | 28           | 3,238        | 315          |
| Deferred Tax liabilities                  | 27           | 29           | -2           | 29           |
| Other Non-Current Liabilities             | 19           | 18           | 29           | 30           |
| <b>Total Current Liabilities</b>          | <b>353</b>   | <b>317</b>   | <b>979</b>   | <b>2,380</b> |
| Short Term Borrowings                     | 115          | 63           | 148          | 481          |
| Trade Payables                            | 99           | 76           | 167          | 817          |
| Other Current Liabilities                 | 139          | 179          | 664          | 1,082        |
| <b>TOTAL EQUITY &amp; LIABILITIES</b>     | <b>3,259</b> | <b>2,928</b> | <b>7,714</b> | <b>5,912</b> |
| <b>Total Non Current Assets</b>           | <b>2,497</b> | <b>2,146</b> | <b>6,163</b> | <b>4,735</b> |
| Fixed Assets                              | 843          | 833          | 5,334        | 3966         |
| Goodwill on Consolidation                 | 0            | 0            | 366          | 346          |
| Non Current Investments                   | 1,084        | 1,058        | 14           | 14           |
| Long Term Loans & Advances                | 342          | 50           | 139          | 146          |
| Other Non Current Assets                  | 228          | 205          | 309          | 263          |
| <b>Total Current Assets</b>               | <b>762</b>   | <b>782</b>   | <b>1,551</b> | <b>1,178</b> |
| Current Investments                       | 0            | 0            | 36           | 92           |
| Inventories                               | 228          | 344          | 431          | 632          |
| Trade Receivables                         | 158          | 220          | 195          | 135          |
| Cash & Cash Equivalents                   | 21           | 37           | 685          | 166          |
| Short Term loans & Advances               | 343          | 169          | 182          | 132          |
| Other current asset                       | 12           | 12           | 22           | 22           |
| <b>TOTAL ASSETS</b>                       | <b>3,259</b> | <b>2,928</b> | <b>7,714</b> | <b>5,912</b> |



# Contact

For further information, please contact:

Nava Bharat Ventures Ltd. : Registered Office

Nava Bharat Chambers,  
Raj Bhavan Road, HYDERABAD - 500 082,  
India.

Nava Bharat Ventures Ltd. : Corporate Office :

Silicon House, Road No.14,  
Banjara Hills, HYDERABAD - 500 034,  
India

Company :

Nava Bharat Ventures Limited  
CIN : L27101TG1972PLC001549

P.J.V. Sarma / M. N. Rao/ T. Haribabu  
+91 4067283205 / +91 4067283102 / +91 4067283101  
[nbvl@nbv.in](mailto:nbvl@nbv.in)

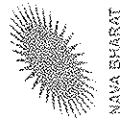
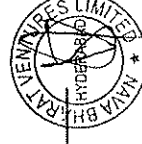
[www.nbventures.com](http://www.nbventures.com)

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.  
CIN : U74140MH2010PTC204285

Mr. Jigar Kavaia / Ms. Sanjita Ghosh  
+91 99206 02034 / +91 77383 59389  
[kiigar@sgapl.net](mailto:kiigar@sgapl.net) / [gsanjita@sgapl.net](mailto:gsanjita@sgapl.net)

[www.sgapl.net](http://www.sgapl.net)



NAVA BHARAT