



LSI Group

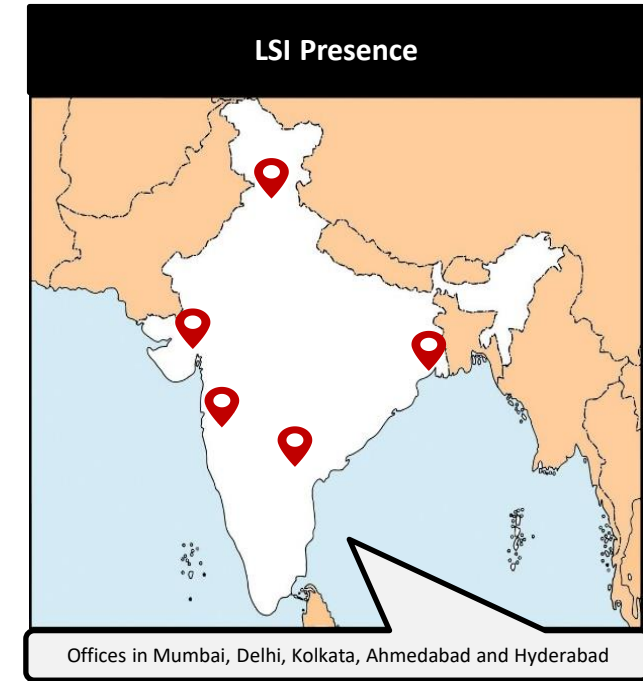
Creating Value, Partners in Growth

*Our Experience in Project Management & Operation Consulting
of Coal Mining Projects*

About Us

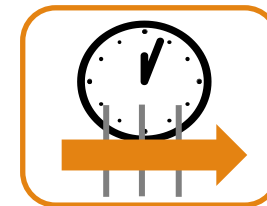


- ✓ **Category I Merchant Banker** registered with SEBI since 2009.
- ✓ Empanelled with **11 major PSU Banks for TEV study / Lenders Independent Engineers/ Valuer.**
- ✓ Empanelled with **9 Govt./ Financial Institutions.**
- ✓ Engaged as Independent Engineer & Authority's Engineer for various **NHAI** projects, across India.
- ✓ Empanelled with **IBBI for all Asset Classes**, as one of the very few Corporate Valuers.
- ✓ Empanelled with the **Indian Banks' Association (IBA)** as Agency for Specialised Monitoring for major **Specialised Sectors.**
- ✓ Approved Consultants to various Govt. Agencies & PSUs for Technical & Financial Appraisals and Project Monitoring.
- ✓ Qualitative Appraisal Agency for **Skill Development under DDU-GKY (NIRD&PR)** Government of India.



The Group comprises of four independent operating companies:

- **LSI Financial Services Private Limited** (Category 1 Merchant Banker)
- **LSI Engineering & Consultants Limited** (Empanelled with IBA as ASM)
- **LSI Resolution Private Limited** (IBBI registered Insolvency Professional Entity)
- **Resolute Valuers & Consultants Private Limited** (IBBI registered Valuer Entity)



*Over the last **25 years**, LSI has metamorphosed into a **knowledge driven entity**, with expertise across sectors*

Key Achievements



Conducted TEV study for 1st **Railway Station Modernization Project** at Habibganj (Bhopal). Major TEV/ LIE Assignments include DVC, JK Paper, McLeod Russel, Adani Estates, JW Marriot (Kolkata), Dilip Buildcon Ltd., Delhi Jal Board etc.



Appointed as the sole Project Appraisal Agency of **Indian Railway Finance Corporation Limited**



Awarded several projects by the **National Highways Authority of India (NHAI)**, as **Independent/ Authority's Engineer**, worth approx. Rs. 6,300 Crore.



Appointed as External Independent Agency/ Consulting firm for **Impact Assessment by National High Speed Rail Corporation Ltd.**



Completed Financial Appraisal for SPV owned by **IOCL, ONGC, GAIL, OIL and NRL** for project entailing construction of Natural Gas Pipeline Grid with capital outlay of over **₹ 9000 crore.**



Appointed as Valuer for **Kamarajar Port** under the Disinvestment program of Ministry of Ports, Shipping and Waterways, **Government of India**



Successfully arranged Debt/handled restructuring assignments having total debt size over **₹ 30000 Cr.** Restructuring done for a renowned **Steel company** in Eastern India under **S4A** scheme.



Completed cases under CIRP as IPE with financial creditors claim totaling near to **₹ 10,000 Cr.** Successfully resolved **Assam Company Limited** with more than 100% recovery and **EMC Limited** with realization much higher than the average.



Amongst the three agencies appointed by **Government of India** for conducting Qualitative Appraisal for **Skill Development under DDU-GKY (NIRD&PR).**



Started the **ASM** vertical in 2019 and already entrusted with large accounts namely, **BALCO, NCC, Zuari Agro, CERL, Texmaco**, etc., entailing total Debt size of over **₹ 60,000 Cr**



Appointed as the Financial & Transaction Advisor to **Infrastructure Leasing & Financial Service (IL&FS)**

Empanelment with Banks, Financial Institutions & PSU Undertakings for TEV Study, Lenders' Independent Engineer, Valuation and Project Appraisal etc.



• State bank of India



• Central Bank of India



• IDBI Bank



• UCO Bank



• Union Bank of India



• Indian Bank



• Bank of Baroda



• Bank of Maharashtra



• Bank of India



• Indian Bank Association



• Punjab National Bank



• Canara Bank



• Yes Bank



• National Housing Bank



• Indian Overseas Bank



• Axis Bank

• National Bank for Financing Infrastructure and Development (NaBFID)



• Indian Port Association



• PFC Consulting Limited



• The Pradeshiya Industrial & Investment Corporation of U.P. Ltd. (PICUP)



• India Infrastructure Finance Company Limited (IIFCL)



• Finance Department, Govt. of West Bengal



• North Eastern Development Finance Corporation Ltd. (NEDFI)



• National Agricultural Cooperative Marketing Federation of India Ltd. (NAFED)



• National Stock Exchange of India Limited (NSE)

Our Government Clients



- Orissa Minerals Development Company Ltd.



- Damodar Valley Corporation



Bharat Coking Coal Limited

- Bharat Coking Coal Ltd



- PDCOR Limited



- MPCON Limited



- PEC Limited



- Haldia Petrochemicals Ltd.



- Andhra Pradesh Industrial Infrastructure Corporation (APIIC)



- NEPA Limited



- Kamarajar Port Limited



- National Projects Construction Corporation Limited



- India Optel Limited



- Power Grid Corporation of India Limited



- Indian Railway Finance Corporation Limited



- Bharat Heavy Electricals Limited (BHEL)



- Rashtriya Ispat Nigam Limited



- National Institute of Rural Development & Panchayati Raj



- West Bengal Financial Corporation (WBFC)



- City & Industrial Development Corporation of Maharashtra Limited



- Universal Services Obligation Fund (USOF)



- National Highways Authority of India



- Eastern Coalfields Limited



- Central Coalfields Limited



- Central Mine Planning & Design Institute Limited (CMPDI)



- Indian Oil Corporation Limited



Advisory Panel



Pratip Chaudhuri

- Dty Managing Director – SBI International Division
- Retired as Chairman- SBI



Partha S Bhattacharyya

- Former Chairman, Coal India Limited
- Accredited with several prestigious awards



S K Sinha

- Former Executive Director at Power Grid Corporation Limited.
- Former Managing Director at Teestavalley Power Transmission Limited.



V K Srivastava

- Former MD, Steel Authority of India Limited (BSP)
- Over 40 years of experience in Steel and Power Sector

Directors



Raj Kajaria
Managing Director
LSI Financial Services



VS Modi
LLB, FCA



Anshuman Nathany
IP & Industry Expert



BD Agarwal
B.Com (H), ICWAI



Debasis Bhattacharya
CA, CS & IP



Sudhakar Menon
Former DGM, SBI



Rohit Jain
M. Com, CA



Asim Tewari
M. Tech

Functional Heads



AN Dhar
Former GM, SBI



Asis Bhattacharya
Former DGM, SBI



Ajay Kumar
Former DGM, SBI



Gowri Shankar C
Former DGM, SBI



Rakesh Sehgal
Former GM-OBC, IP



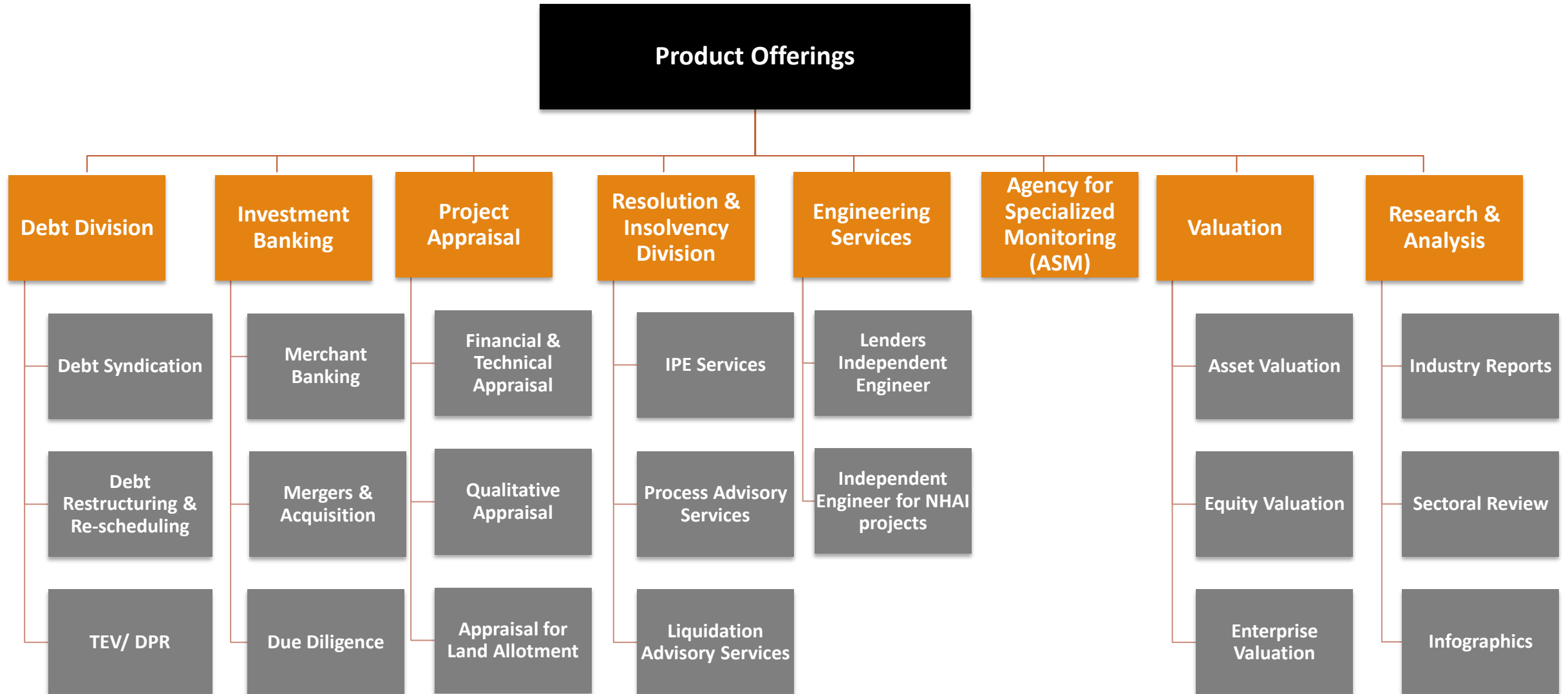
Akash Kochar
Industry Expert



Runu Palit
MBA

Over 150 senior executives and support staff to assist the Functional Professionals

Snapshot of Product Catalogue



Sector of Domain Expertise



Automobiles



Hospitality



Food & Beverages



Healthcare



Chemicals



Infrastructure



Energy & Power



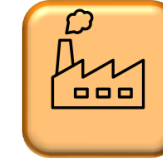
Metals & Mining



Real Estate



Education



Manufacturing



Textile

Our Experience in Coal Sector



Sl. No.	Description of the Work	Sector	Name of the Client	Project Cost
Financial Appraisal / TEV Study - LSI Financial Services Pvt. Ltd.				
1	Financial Appraisal of Project Report /Updated Cost Estimate of Tilaboni UG mine (Capacity: - 1.86MTY)	Coal Mining	Eastern Coalfields Ltd	1178.57
2	Financial Appraisal of Project Report of Jhanjra Combined UG mine (Capacity: -3.50 MTY)	Coal Mining	Eastern Coalfields Ltd	602.86
3	Financial Appraisal of Project Report of Kalyaneshwari OCP with Pit Head Washery (Chaptoria OC Expn.) (Capacity 4.0 MTY + 30%)	Coal Mining	Bharat Coking Coal Ltd.	716.70
4	Financial Appraisal of Six Opencast Project Reports	Coal Mining	Central Coalfields Ltd.	More than 150 Crore
5	Financial Appraisal of Project Report of Piparwar Underground (Phase I) (Target Capacity 0.87 MTY - Peak Capacity - 1.00 MTY)	Coal Mining	Central Coalfields Ltd.	325.88

Our Experience in Coal Sector



Sl. No.	Description of the Work	Sector	Name of the Client	Project Cost
Financial Appraisal / TEV Study - LSI Financial Services Pvt. Ltd.				
6	Financial Appraisal of Argada OCP (Normative Capacity 1.70 MTY / Peak Capacity 2.21 MTY)	Coal Mining	Central Coalfields Ltd.	More than 150 Crore
7	Conducting Techno Economic Viability Study including Financial Appraisal for DVC's Khagra-Joydev Coal Mine in West Bengal	Coal Mining	Damodar Valley Corporation	1783.38
8	Conducting Techno Economic Viability Study including Financial Appraisal for DVC's Tubed Coal Mine in Jharkhand	Coal Mining	Damodar Valley Corporation	450.74
9	TEV Study of 3 nos. Coal Mines Saving Potential	Coal Mining	Vedanta Limited	3500.00
Assessment				
10	Assessment of Value of Inclines and Shafts of largest underground coal mine at Parbatpur Central Coal Mine, East Jharia Area, BCCL, Dhanbad	Coal Mining	Central Mine Planning & Design Institute Ltd. (CMPDI)	240.91



LSI Proposal for Project Management & Operation

Consultant (PMOC) Services for Coal Mining Project



- **Project Management & Operation Consulting (PMOC)** is processes to guide the Owner Organisation for improving operation management and achieving targets and schedules through the use of standards, procedures, accountability, operation management, efficient allocation of resources and continued improvement.
- **Objective of PMOC** – The broad objectives of PMOC services are to assist Coal Mine Owner for close Monitoring, review, analyse and identify weak problem areas adversely impacting project activities, performance and delivery in terms of quality and quantity .

Why would you need PMOC Services



- ✓ No project is free from challenges and risks so is the case for coal mining project also.
- ✓ Coal Projects involve multi-Disciplinary expertise, diverse sectors inputs, various regulatory framework and approvals/ clearances from Government Agencies.
- ✓ During pre-construction, construction, development and operation phases of mine, a close monitoring, review and corrective actions are required for successful deliveries during project life cycle.
- ✓ Trouble shooting, addressing the challenges and mitigation of associated risks with suitable corrective actions as required.
- ✓ Use of project specific studies as required under Statutory directives, compliances, detailed planning and performance improvement.
- ✓ Use of information technologies, digitalisation and technological aids for surveillance, mine traffic management, performance improvement and cost optimisation.
- ✓ Finally, application of pro-activeness principle is required at every stage of mine life.
- ✓ So PMOC has important and vital role to successfully manage mine project with their experts experience, technical skills and sector knowledge at various stages with due regards to safety, engineering, inter contractor co-ordination, long lead inputs, design and all other project needs on win-win situation.



1

Geological and Mining expertise of senior and experienced Professionals & Technocrats and other associated disciplines under one roof.

2

Project Management Consultancy expertise with successful delivery of services for diverse sectors green field and brown field projects.

3

Regular three tier review system under technical, operational, performance and financial for identification of problematic areas and their mitigation.



4

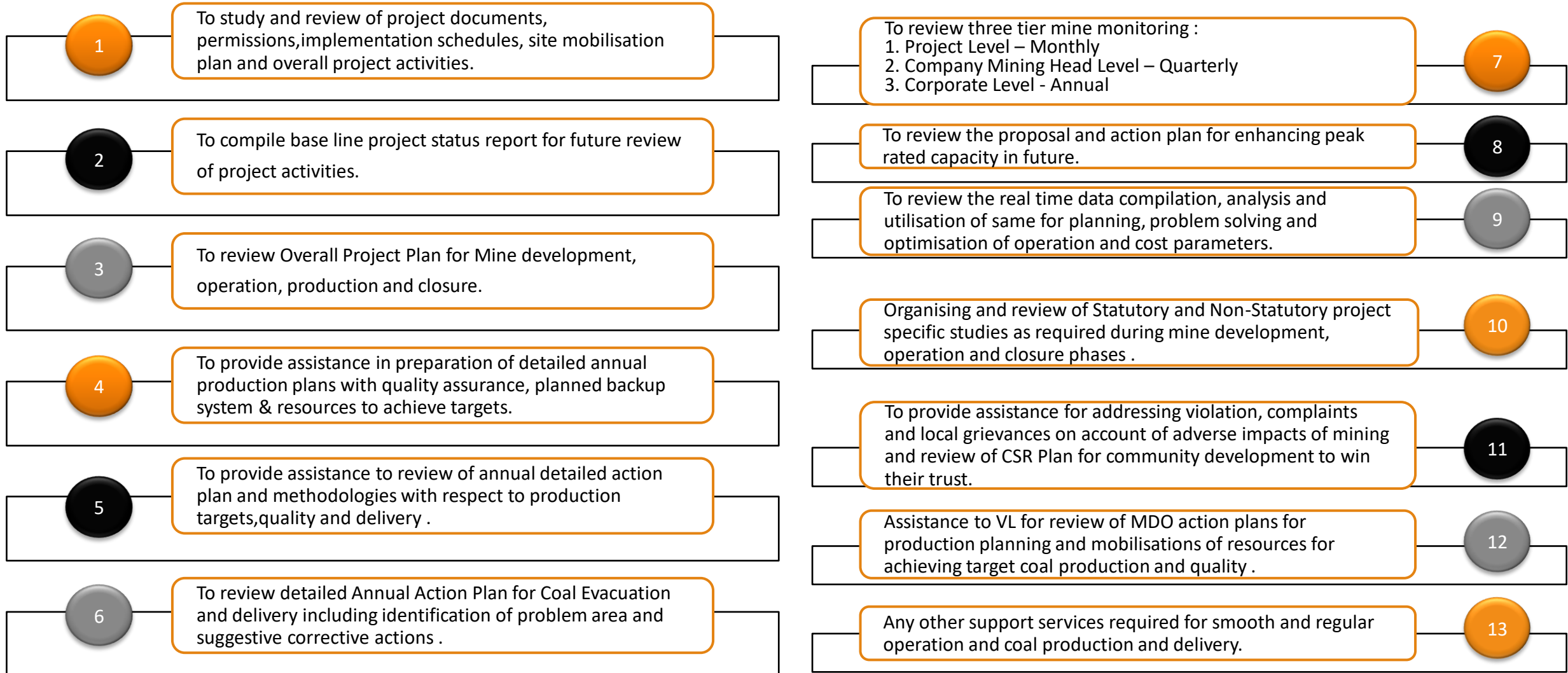
Assistance for achievement targeted quantity and quality production.

5

End to End assistance and support services to Mine Owner including representation and close co-ordination with the Project Owners, MDO and other associated outside agencies.



PMOC Scope





Proposed Project Teams (Tentative)

- ✓ Team Lead – Sri Ajay Kumar Singh
 - Former General Manager, Western Coalfields Ltd
 - 30 + Year working Experience with CIL and its Subsidiary Companies.
 - ✓ Mining & Commercial – Sri B.K. Saxena
 - Former Director (Marketing), CIL
 - Director (Project & Planning), WCL
 - 30+ Years working experience with CIL and its subsidiary companies
 - He will supported with 2 person
 - ✓ Financial & Costing – Sri A. Dave –
 - More than 28 years of experience coal, mining and power sectors.
 - Experienced in cash flow management, costing and finance in the coal sector.
 - During his stint with previous companies have gained sound knowledge of coal transportation and logistics etc.
 - Supported by a team of 1 senior person having exp. of more than 15 years and 2 person in the range of 5-10 years exp.
 - ✓ Data Generation – Real Time Data Compilation & Analysis
 - ✓ Support Team – Person 1, With experience of more than 15 years
 - Person 2, With experience of more than 5 years
- **Support Professionals Expertise**
 - ✓ Exploration & Geology
 - ✓ Engineering & Technology
 - ✓ Environment, Ecology, Forest & Social
 - ✓ Information, Intensive and Technological Support
 - ✓ Technical/ Research Institutions & Laboratories for project specific testing & studies



Mining projects require huge land having coal bearing area which results in displacement of local population (Project affected families and project displaced families) including landless labourers.

PAFs and PDFs are compensated as per land acquisition act including Rehabilitation and Resettlement (R & R).

Under such scenario, an early CSR initiative with action plan as per local needs may prove to be helpful in connecting with local community and winning their confidence/co-operation in support of the project. However, R & R initiatives take considerable time.



Project understanding on strength, weaknesses, opportunities, and threats

Study & preparedness for dealing weaknesses and threats by early warning signals

Close monitoring and analysis of implementation & operations for achieving targets.

Planning and implementation for making up slippages and controlling time and cost over runs.

Studies for operational and performance parameters and drawing trouble shooting plans

Planning for mitigation of interruptions in regular operations, productions, quality, transport, and delivery as and when encountered.

Representations and coordination with concerned government/ non-government agencies during project development, operation and progressive closure phases.



Periodical Reviews



- Performance Review of operations, quality production, transportation, and delivery with respect to projections.
- Financial review of Capex/Opex and financial parameters with respect to projections.
- Review of technical parameters, methodology and overall performance
- Review and suggestions for addressing local complaints, grievances and unrest due adverse impacts of mining activity.

Submissions



- PMOC services offer by LSI is aimed to assist the Management with three tier review for dynamic planning, implementation and achieving targeted production of coal including statutory compliances, grievances redressal and trouble shooting preposition for mine owner.
- Management may consider and agree in principle so that mine specific PMOC services proposal is developed by LSI jointly with the management and submitted for consideration and acceptance.
- LSI will be happy to associate with Coal Mine Project as PMOC Consultant



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LSI GROUP COMPANIES

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LSI Resolution
Pvt. Ltd.

LSI Engineering &
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Consultants Ltd.

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Thank you!