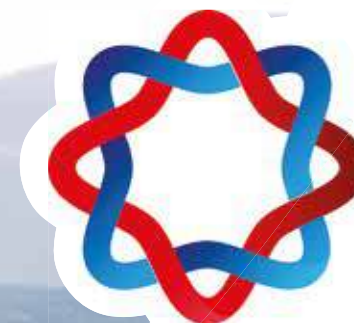


MAXIMISE
THE POTENTIAL OF
POWER



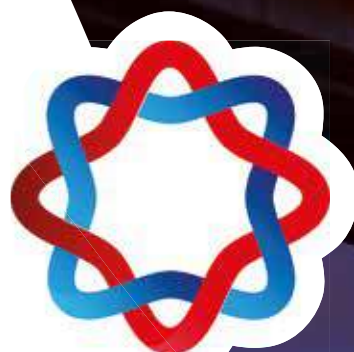
GENESIS OF INDIA UNIPER POWER SERVICES

**A partnership of strength and commitment
between India Power and Uniper**

India Uniper Power Services (IUPS) aims to be the customers' first choice energy service provider. IUPS offers professional Asset Management, Operations and Maintenance Services based on the collective experience and expertise of Uniper and India Power Corporation Ltd. (IPCL).

Uniper is a leading international energy company operating ~40GWs of power generating capacity. Uniper provides a reliable supply of energy and related services in more than 40 countries. Uniper delivers global solutions to over 600 international customers across various technologies.

IPCL is an integrated power utility and distribution company since 1919, with power distribution license in Asansol, West Bengal and distribution franchisee in Gaya, Bihar serving more than 1,80,000 customers. IPCL has 1500 MW Thermal Power portfolio spreading across West Bengal and Andhra Pradesh and 132.2 MW of renewable assets in Gujarat, Rajasthan, Karnataka, West Bengal and Uttarakhand.



SETTING THE INDIAN CONTEXT

India Uniper Power Services caters to the unique challenges of a heavily coal dependent market

India has the fifth largest power generation capacity in the world. The country ranks third globally in terms of electricity production. The power sector continues to be dependent on coal and gas based generation with close to 70% of the total installed capacity being from these sources.

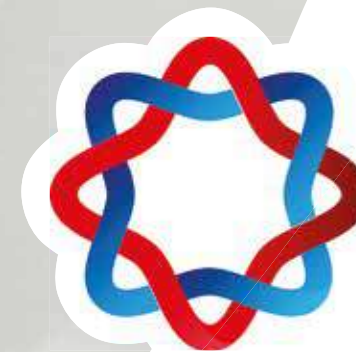
About 65% of the electricity consumed in India is generated by thermal power plants, 22% by hydroelectric power plants, 3% by nuclear power plants and the rest 10% from other alternate sources like solar, wind, biomass.

Going forward, we expect substantial capacity additions in renewable energy sources. This will require a paradigm shift in the way thermal power plants are operated and maintained.

The current and expected changes in the power sector have created a huge potential to help existing and new power plants by improving operations & maintenance. IUPS helps customers being prepared for any regulatory changes that might affect the power market in the future.

Strategic Objective

IUPS develops and services the power sector in India. IUPS aims at becoming a leading energy service provider with a focus on creating and sustaining value for customers.



ABOUT IUPS

We leverage the local network of IPCL and decades of international experience of Uniper to build a strong value services proposition

IUPS offers a broad range of flexible and customised services to the Indian power business.

These services are based on the owners' approach naturally focusing on value creation and owners' interest. Our service propositions are backed by experience from large power plant portfolios.

IUPS's holistic approach aims to empower customers. We provide long term clarity on costs, opportunities for value creation and mitigate customers' risk. Bottom line performance is enhanced by flexible operations of plants and optimal organisation design. We also provide fuelling strategies to reduce working capital needs and optimise value for money.



Engineering



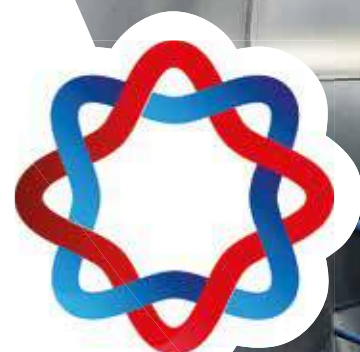
Operations and Maintenance



Asset Management



Specialised Tools and Services



THE IUPS ADVANTAGE

Expertise built on owner-operator approach

Based on our extensive experience in managing and continually optimising large, complex portfolios of generating assets, we take a holistic approach to our customers' needs. Our multi-disciplinary teams have expertise in the complete range of energy technologies and asset types. We ensure that our services positively influence all aspects of plant development, operation and maintenance thus maximising our customers' value across the entire asset life cycle.

Reducing complexity and risk

Hands-on practicality to deliver cost effective operational solutions

**Owner-operator
Perspective**

Decades of technical knowledge and operational expertise

Proven track record in safety and risk management over asset lifetime

Independence to original equipment and component suppliers (OEM's)

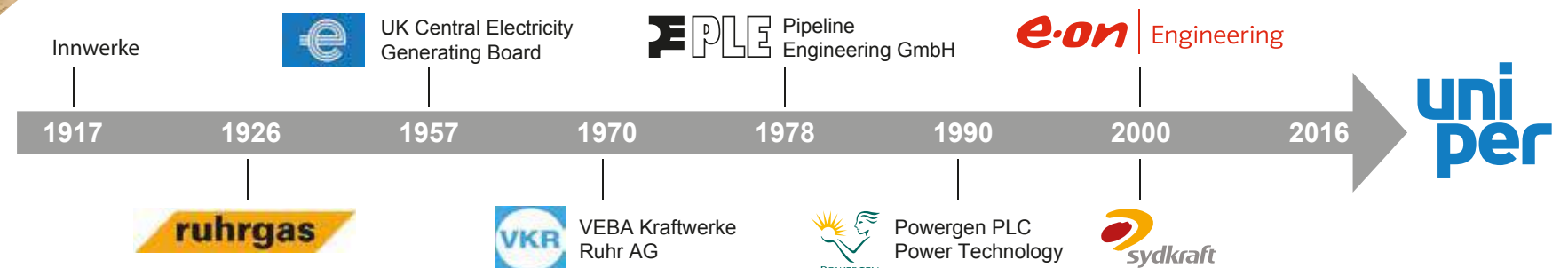


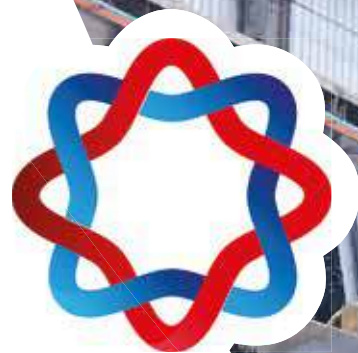


THE IUPS ADVANTAGE

Expertise based on experience.









Years of international experience in achieving the best value from our own assets enables us to understand and anticipate our customers' challenges. We have proven technologies, skills and solutions to deliver value in a competitive market with tightening environmental and regulatory constraints.



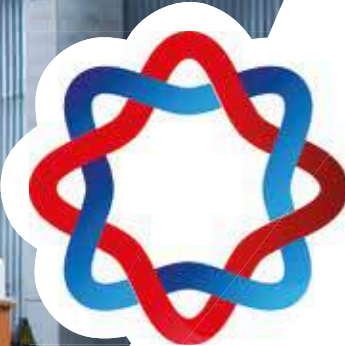


IUPS SERVICE OFFERINGS

We provide professional Engineering, Operations and Maintenance, Asset Management as well as Specialised Tools and Services that has been tailored to suit the unique challenges of the Indian market

-  Full operator and maintenance services
-  Plant performance optimisation and testing
-  Engineering and technical services
-  Flexible operations studies and services
-  Advanced condition monitoring
-  Advanced performance management
-  Fuel optimisation tools and services
-  Benchmarking and maturity assessment





OUR SERVICE OFFERINGS

Our solutions are designed to deliver improved profitability and competitiveness

