

INVESTOR PRESENTATION - Q2 2015-16

### DISCLAIMER

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# **GLOSSARY**

AMGEN	422 MW Coal based Power Plant
AT&C loss	Aggregate Technical and Commercial loss
CDM	Clean Development Mechanism
CERC	Central Electricity Regulatory Commission
DGEN	1200 MW Gas based Mega Power Plant
DVVNL	Dakshinanchal Vidyut Vitran Nigam Limited
GAIL	Gas Authority of India Limited
GERC	Gujarat Electricity Regulatory Commission
GETCO	Gujarat Electricity Transmission Corporation Limited
ISO	International Organisation for Standardization ISO 9001:2008: Quality Management ISO 14001:2004 : Environmental Management BS OHSAS 18001:2007: Occupational Health and Safety Management ISO 50001:2011: Energy Management
KG	Krishna Godavari

LNG/RLNG	Liquefied Natural Gas / Regasified Liquefied Natural Gas
LTSC/LTMC	Long Term Supply Contract / Long Term Maintenance Contract
MMBTU	Million Metric British Thermal Unit
MSEDCL	Maharashtra State Electricity Distribution Company Limited
NHV/GHV	Net Heating Value/Gross Heating Value
PAF	Plant Availability Factor
PGCIL	Power Grid Corporation of India Limited
PLF	Plant Load Factor
PMT	Panna-Mukta-Tapti
MPPMC	MP Power Management Company
SEZ	Special Economic Zone
SUGEN	1147.5 MW Gas based Mega Power Plant
T&D loss	Transmission and Distribution loss
UNFCCC	United Nations Framework Convention on Climate Change
UNOSUGEN	382.5 MW Gas based Power Plant

### **OUTLINE**

Core Values Corporate Strategy Torrent Group - Snapshot **Torrent Power Limited** Performance Highlights 5 Year Key Highlights Gas Scenario Composite Scheme of Amalgamation **Future Growth Plans** 

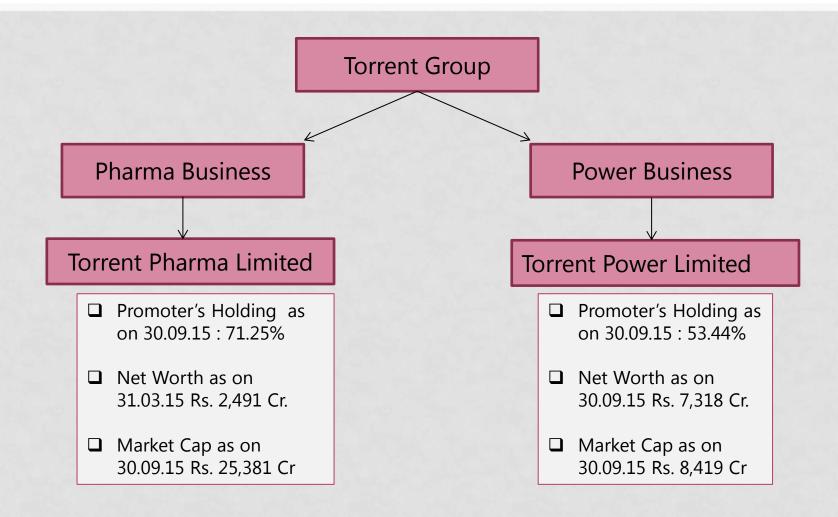
### **CORE VALUES**

INTEGRITY - When truth is paramount PASSION FOR EXCELLENCE - When best is not enough PARTICIPATIVE DECISION MAKING - Involvement that engenders effectiveness CONCERN FOR SOCIETY & ENVIRONMENT - When every smile matters FAIRNESS WITH CARE - Harnessing equality TRANSPARENCY - Openness that builds enduring trust

### **CORPORATE STRATEGY**

- ☐ Providing end-to-end solutions in order to better serve the end user is the mark of a company dedicated towards its customers.
- ☐ Torrent Power, through its seamless integration of services, continually strives to light up the lives of people, in the truest sense of the word.
- From establishing a prominent presence in the generation sector through thermal and renewable generation to creating a link to the distribution utilities through an effective transmission network to reaching the end consumer with uninterrupted power supply and 24X7 customer care initiatives through its distribution network, Torrent Power has proven its mettle as an integrated power utility.

### TORRENT GROUP - SNAPSHOT



#### **SNAPSHOT**

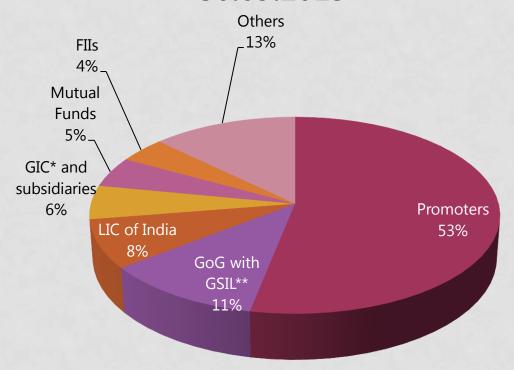
Torrent Power, the Rs. 10,880 Cr. integrated power utility of the Torrent Group, is one of the largest private sector players in India having interests in power generation, transmission and distribution. Additionally, the Company is now also in the business of manufacturing and supply of cables with the amalgamation of Torrent Cables Limited with the Company.

Power Generation	3253 MW capacity with a mix of coal, gas and renewable energy
Power Transmission	<ul> <li>249 km 400 kV double circuit line to evacuate power from SUGEN to Pirana substation</li> <li>129 km transmission line from SUGEN to Surat</li> <li>105 km 400 kV double circuit line from DGEN to PGCIL's Navsari sub-station</li> </ul>
Power Distribution	<ul> <li>Distributes power to ~ 3 million customers in Ahmedabad, Gandhinagar, Surat, Bhiwandi, Agra and Dahej SEZ</li> </ul>
Cables	Operates in LT , HT and EHV Power Cables and control cable segment.

- Mega Power Plant status to SUGEN by Ministry of Power
- ☐ Status of Co-developer at Dahej SEZ by Ministry of Commerce & Industry
- One of the lowest T&D losses in the country in Ahmedabad and Surat Distribution license areas
- ☐ First Company in India to be awarded Distribution Franchisee

### **STRUCTURE**

# **Shareholding Pattern as on 30.09.2015**



#### **Subsidiaries of Torrent Power Limited:**

- Torrent Power Grid Limited joint venture between Torrent Power Limited and PGCIL for 400 kV transmission system for evacuation of power from SUGEN to Pirana substation of Ahmedabad
- ☐ Torrent Solargen Limited (formerly known as Torrent Power Bhiwandi Ltd.) implemented 51 MW solar power project at Charanka solar park, Patan district, Gujarat

<sup>\*</sup>General Insurance Corporation of India

<sup>\*\*</sup> Governor of Gujarat with Gujarat State Investments Limited

#### **GENERATION**

Torrent Power, along with its subsidiaries, has a portfolio of coal based, gas based and renewable power plants with an aggregate generation capacity of 3253 MW comprising:

- ☐ 1147.5 MW Gas based SUGEN Mega Power Plant near Surat
- ☐ 382.5 MW Gas based UNOSUGEN Power Plant near Surat
- ☐ 1200 MW Gas based DGEN Mega Power Plant at Dahej SEZ, near Bharuch
- ☐ 422 MW Coal based AMGEN Power Plant at Ahmedabad
- ☐ 51 MW Solar Power plant at Charanka Solar Park, District Patan
- ☐ 49.6 MW Wind Power plant at Lalpur, District Jamnagar

#### **GENERATION**

#### 1147.5 MW Gas based SUGEN Mega Power Plant

Commissioning	2009
Location	Near Surat in South Gujarat. Close to all required infrastructure, fuel supply sources and power off-take markets.
Technology	A combined cycle gas based power plant consisting of three power blocks of 382.5 MW capacity each comprising of one advanced class gas turbine, one steam turbine and common generator connected in single shaft configuration along with Heat Recovery Steam Generator.
Fuel Supply	Natural Gas has been sourced from the KG basin fields of Reliance, PMT gas fields and RasGas, Qatar (currently no supplies from KG basin and reduced supplies from PMT). Currently the plant is also being supplied RLNG under Government's scheme for utilisation of gas based power generation capacity under category of Plants receiving domestic gas .
Power Offtake	835 MW by Company's Distribution business in Ahmedabad and Surat 100 MW by MPPMC Limited; Balance capacity on merchant basis
Accolades	<ul> <li>□ Largest private sector gas-based power project and also amongst the first mega power projects in the country</li> <li>□ Distinction of having one of the lowest per MW capital cost</li> <li>□ Registered under CDM with UNFCCC.</li> <li>□ Certified with ISO 9001:2008, ISO 14001:2004 BS OHSAS 18001:2007 and ISO 50001:2011</li> </ul>



Awarded the prestigious "2012 Sword of Honour" by the British Safety Council, U.K. in recognition of its exemplary performance in health and safety management.

#### **GENERATION**

#### 382.5 MW Gas based UNOSUGEN Power Plant

Commissioning	2013
Location	Adjacent to 1147.5 MW SUGEN Mega Power Plant, near Surat in South Gujarat. Close to all required infrastructure, fuel supply sources and power off-take markets.
Technology	A combined cycle gas based power plant consisting of one power block of 382.5 MW capacity comprising of one advanced class gas turbine, one steam turbine and common generator connected in single shaft configuration along with Heat Recovery Steam Generator.
Fuel Supply	Plant is yet to be allocated domestic gas by the Government. Currently RLNG is being supplied under Government's scheme for utilisation of gas based power generation capacity under category of Stranded Plants.
Power Offtake	Supply of 278 MW to Company's Distribution business in Ahmedabad and Surat (pending adoption of tariff by Hon'ble GERC) Balance capacity on merchant basis Currently supplying power to the Company's Distribution business at Ahmedabad and Surat under e-bid RLNG scheme
Accolades	□ Registered under CDM with UNFCCC. □ Certified with ISO 9001:2008, ISO 14001:2004 BS OHSAS 18001:2007 and ISO 50001:2011



Similar in configuration to Sugen Mega Power Plant

#### **GENERATION**

#### 1200 MW Gas based DGEN Mega Power Plant

Commissioning	December, 2014
Location	<ul> <li>□ At Dahej SEZ near Bharuch in South Gujarat.</li> <li>□ Close proximity to</li> <li>■ the industrial towns of Bharuch &amp; Ankleshwar,</li> <li>■ the Delhi Mumbai Industrial Corridor</li> <li>■ notified Petroleum, Chemicals and Petrochemicals Investment Region</li> <li>■ Petronet LNG Limited's R-LNG terminal at Dahej</li> </ul>
Technology	A combined cycle gas based power plant consisting of three power blocks of 400 MW capacity each comprising of one advanced class gas turbine, one steam turbine and a common generator connected in single shaft configuration along with a Heat Recovery Steam Generator.
Fuel Supply	<ul> <li>□ Yet to be allocated domestic gas by the Government</li> <li>□ Currently being supplied RLNG under Government's scheme for utilisation of gas based power generation capacity (e-bid RLNG scheme) under category of Stranded Plants.</li> <li>□ Connectivity with the Gujarat State Petronet Limited's grid network.</li> <li>□ Dedicated gas pipeline connectivity with Petronet LNG terminal</li> </ul>
Power Offtake	Currently supplying power to the Company's Distribution business at Ahmedabad and Surat under e-bid RLNG scheme
Accolades	<ul> <li>□ Registered under CDM with UNFCCC</li> <li>□ Certified with ISO 9001:2008, ISO 50001:2011, ISO 55001:2014, ISO 14001:2004 and BS OHSAS 18001:2007</li> </ul>



Status of Codeveloper of Dahej SEZ granted by Ministry of Commerce & Industry

#### **GENERATION**

#### **422 MW Coal based AMGEN Power Plant**

Commissioning	C station – 1961, D station – 1978, E station – 1984, F station – 1988
Location	Ahmedabad
Technology	<ul> <li>□ Currently consists of four stations running on domestic as well as imported coal         C station - 60 MW, D station - 120 MW,         E station - 121 MW, F station - 121 MW     </li> <li>□ Each station has passed through several phases of capacity addition, up-gradation and modernization.</li> <li>□ All necessary supporting systems and facilities in the Station have been upgraded and strengthened from time to time to comply with statutory requirements and also to meet the growing requirements of the plant.</li> </ul>
Fuel Supply	Long term Fuel Supply Agreement with South Eastern Coalfields Ltd., a subsidiary of Coal India Ltd., for domestic coal linkage for a period of 20 years. Imported coal is being sourced from Indonesia.
Power Offtake	By Torrent Power Limited's Distribution business to cater to the power requirements of the cities of Ahmedabad and Gandhinagar
Accolades	<ul> <li>□ One of the oldest operating power stations in the country.</li> <li>□ One of the highest operational parameters in comparison with the plants of similar age group, fleet and technology.</li> <li>□ Certified with ISO 9001:2008, ISO 14001:2004, BS OHSAS 18001:2007 and ISO 50001:2011</li> </ul>



Completed 100 years of successful operations by the erstwhile Ahmedabad **Electricity Company** Limited, the merged constituent of the Torrent Power Limited, currently comprising AMGEN Power Plant and Ahmedabad Distribution.

### **GENERATION**

### 49.6 MW Wind Power Plant

Commissioning	2012
Location	Spread across three talukas - Lalpur, Jamjodhpur and Bhanvad at a distance of 40 km from Jamnagar in the state of Gujarat.
Technology	Consists of 62 Nos. 800 kW gearless wind turbines with synchronous generator
Power Offtake	By Torrent Power Limited's Distribution business in Ahmedabad and Surat
Revenue Model	At Preferential Tariff
Accolades	Registered under CDM with UNFCCC.



Scripts the successful foray of Torrent into environmentally benign and sustainable renewable energy space.

### **GENERATION**

#### **51 MW Solar Power Plant**

Ltd.), the wholly owned subsidiary of Torrent Power Limited	
Commissioning	March, 2015
Location	At Charanka Solar Park, Patan district in the state of Gujarat
Technology	Polycrystalline technology with fixed tilt
Power Offtake	By Torrent Power Limited's Distribution business in Ahmedabad and Surat
Revenue Model	At Preferential Tariff

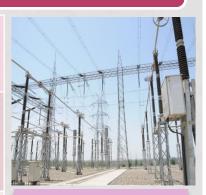


Continuation of Torrent's journey in renewable energy space

### **TRANSMISSION**

#### Transmission System from Generation to Various Off takers / Grid

SUGEN to Ahmedabad Distribution Area	400 kV transmission system with length of 249 km implemented through Torrent Power Grid Limited, a Joint venture with PGCIL in which Torrent has 74% stake.
SUGEN to Surat Distribution Area and to GETCO	Torrent Power Limited has laid  □ 3 x 220 KV dedicated transmission lines to cater to power requirements of Surat distribution area  □ 220 KV line to Kim substation of GETCO
DGEN to PGCIL's Navsari sub-station	400 kV Double Circuit line, developed by the Company in lieu of PGCIL.
Other transmission networks	220/132 kV transmission system in Ahmedabad distribution area



Transmission License from the Hon'ble Central Electricity Regulatory Commission for DGEN Navsari line and Sugen – Pirana Line

#### **DISTRIBUTION**

#### **Distribution Licensee**

Area	Ahmedabad and Surat admeasuring an area of total 408 sq. km.
Peak Demand	At Ahmedabad 1567 MW and at Surat 624 MW during FY 14-15
Sale of Units	9,759 MUs of power during FY 14-15
No. of Consumers	23.28 lacs consumers as on 31st March, 2015
Distribution License validity	Till 2025 for Ahmedabad distribution area Till 2028 for Surat distribution area
Accolades	<ul> <li>□ T&amp;D loss of 6.52% in these distribution circles, during FY 14-15 is amongst the lowest in the country.</li> <li>□ Almost entire distribution network undergrounded in Ahmedabad and Surat</li> <li>□ Continuously upgrades its T&amp;D System to cater to the load growth in its license area.</li> <li>□ Focused attention on safety, theft detection, vigilance inspections, slum electrification, etc.</li> </ul>

The Company has also commenced distribution operation in Dahej SEZ from 4<sup>th</sup> April, 2010 as a distribution licensee and has distributed 145 MUs during FY 2014-15



Consumers enjoy an enviable power availability of 99.9% in distribution license areas of Torrent, which is among the highest in the country

### **DISTRIBUTION**

#### **Distribution Franchisee**

Commencement of Operations	Bhiwandi Circle of MSEDCL from 26 <sup>th</sup> Jan, 2007 Agra Circle of DVVNL from 1 <sup>st</sup> Apr, 2010
Area	Bhiwandi, Agra admeasuring an area of total 942 sq. km.
Peak Demand	At Bhiwandi 651 MVA and at Agra 453 MVA during FY 14-15
Sale of Units	4,313 MUs of power during FY 14-15
No. of Consumers	6.26 lac consumers as on 31st March, 2015
Distribution Franchise validity	Till Jan 2017 for Bhiwandi distribution franchise area Till March 2030 for Agra distribution franchise area
Accolades	<ul> <li>□ Forayed into the Distribution Franchisee business in 2006 by entering into the country's first distribution franchisee agreement with MSEDCL for Bhiwandi Circle.</li> <li>□ A testimony of the Company's operational efficiency is</li> <li>○ Reduction in AT&amp;C losses in Bhiwandi from 58% at the time of takeover to 22.36% in FY 2014-15</li> <li>○ Reduction in AT&amp;C losses in Agra from 58.77% at the time of takeover to 35.90% in FY 2014-15.</li> </ul>



Bhiwandi franchisee model is a unique public-private partnership and is a role model for distribution reforms in the country.

#### PERFORMANCE HIGHLIGHTS

Income Statement – Consolidated (Rs. Cr.)	Q2 2015-16 (Un-audited)	Q2 2014-15 (Un-audited)	YTD 2015-16 (Un-audited)	YTD 2014-15 (Un-audited)
Income from Operations	3,106	2,701	6,181	5,264
Fuel, Power Purchase & Other Material Cost	2,001	2,002	4,014	3,897
Staff cost and other exp.	325	295	619	544
Depreciation and amortisation	213	160	433	303
Total Expenditure	2,539	2,457	5,066	4,744
Profit before other income, finance cost & exceptional items	567	244	1,115	520
Other Income	115	71	176	137
Finance cost	319	205	603	394
Profit before exceptional items	363	110	688	263
Exceptional item*	-	30	-	30
Profit before tax	363	80	688	233
Tax Expense	117	56	220	123
Minority Interest	1	1	2	1
Profit After Tax and minority interest	245	23	466	109

<sup>\*</sup>Difference between Net Book Value and estimated Realisable value of 100 MW Vatva gas based plant .

Note: The figures for Q2 15-16 & YTD 15-16 are after giving effect of Amalgamation, whereas the figures for Q2 FY 14-15 & YTD 14-15 are as reported earlier and hence to that extent are not comparable.

#### PERFORMANCE HIGHLIGHTS

The major reasons for variation in Q2 2015-16 results as compared to Q2 2014-15 results:

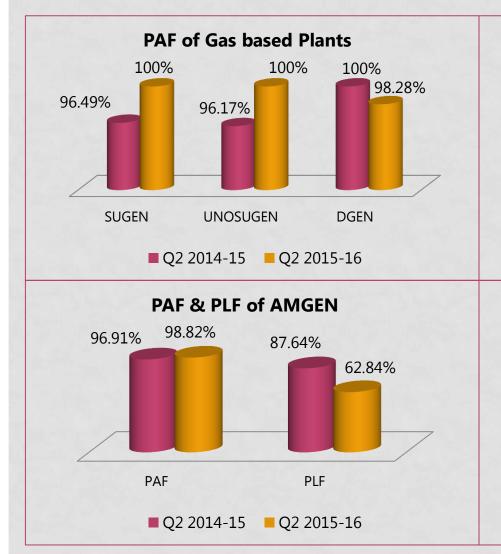
- Recovery of partial fixed cost of its DGEN and UNOSUGEN power plants due to availability of gas under 'Scheme for Utilisation of Gas Based Power Generation Capacity' issued by Ministry of Power.
- Recovery of differential fixed cost for the period from 1<sup>st</sup> April 2014 to 30<sup>th</sup> September 2015 pursuant to Tariff order issued by Hon'ble CERC in October 2015 for the period FY 2014-19 for SUGEN power plant.
- ☐ Under-recovery of FPPPA in Q2 2014-15.

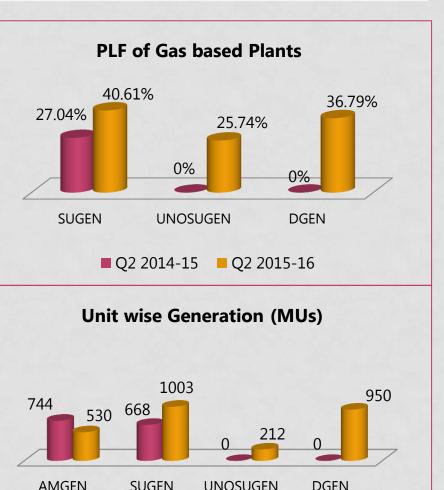
#### PERFORMANCE HIGHLIGHTS

Balance Sheet – Consolidated (Rs. Cr.)	As on 30.09.2015 (Un-audited)	As on 31.03.2015 (Audited)
Shareholders' Funds	7,318	6,556
Minority Interest	31	31
Non-current liabilities	9,540	10,272
Current Liabilities	2,566	2,774
<b>Total Liabilities</b>	19,455	19,633
Non-current Assets	15,357	15,486
Current Assets	4,098	4,147
Total Assets	19,455	19,633

- ☐ Increase in Shareholders' Funds is including due to adjustment on amalgamation Rs. 250 Cr
- ☐ Reduction in Non current liabilities is mainly due to prepayment/repayment of long term loans
- ☐ Reduction in current liabilities due to payment to capital creditors pertaining to projects

#### PERFORMANCE HIGHLIGHTS



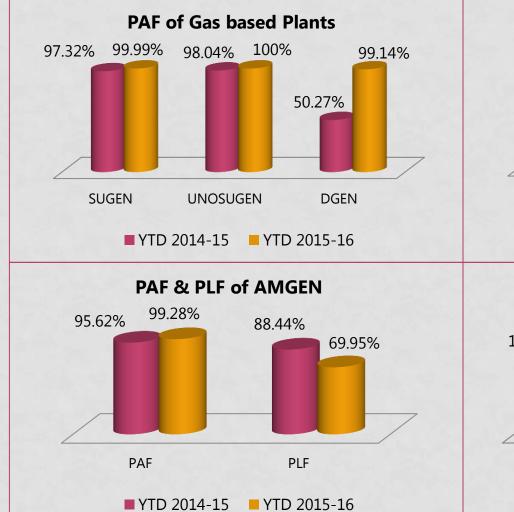


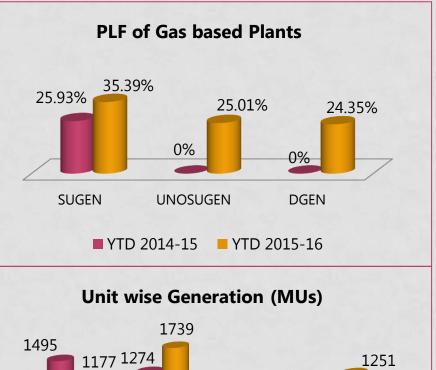
Q2 2014-15 Q2 2015-16

#### PERFORMANCE HIGHLIGHTS

**AMGEN** 

SUGEN





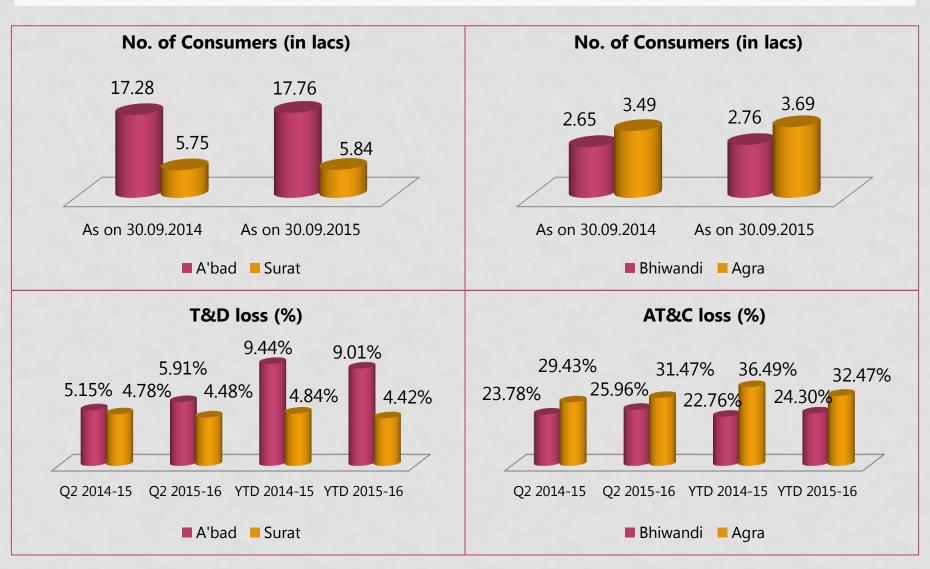
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**DGEN** 

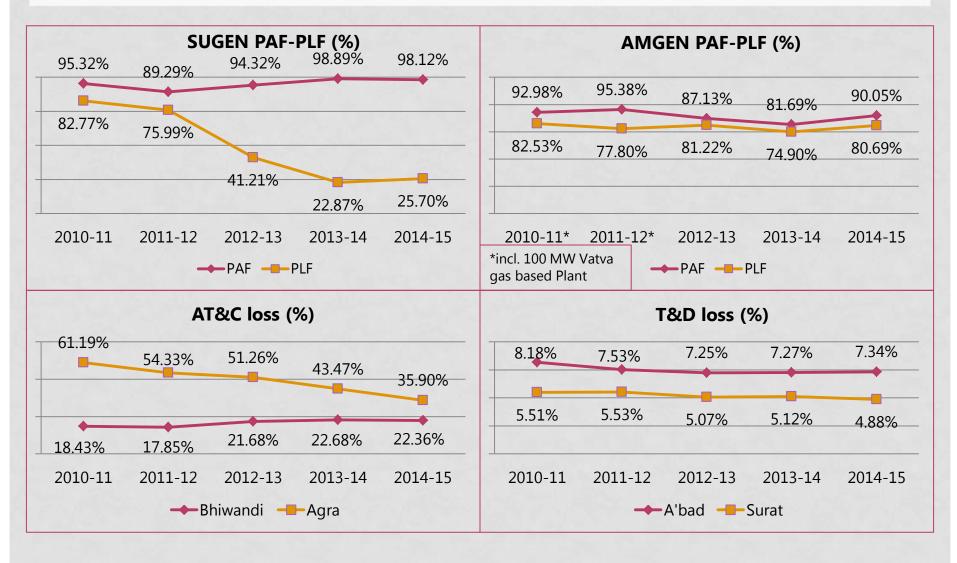
UNOSUGEN

■ YTD 2014-15 ■ YTD 2015-16

#### PERFORMANCE HIGHLIGHTS

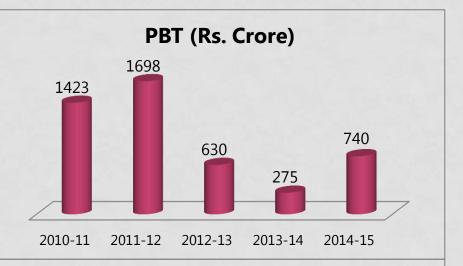


#### 5 YEAR KEY HIGHLIGHTS



#### 5 YEAR KEY HIGHLIGHTS







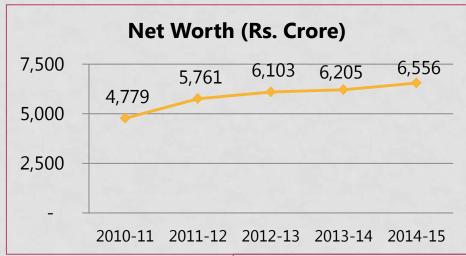


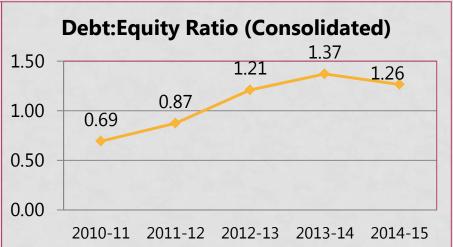


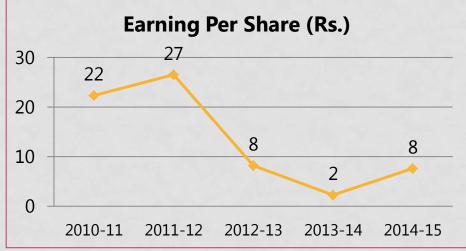


\*incl. other income and after exceptional item

#### 5 YEAR KEY HIGHLIGHTS







#### GAS SCENARIO

#### **New Domestic Gas Price**

- ☐ The Government on 18th Oct, 2014 announced the revised domestic natural gas pricing effective 1st Nov ,2014.
  - o The latest price announced on NHV basis is \$4.24/mmbtu applicable from 1<sup>st</sup> October, 2015 to March 31, 2016
  - The previous Prices on NHV basis were \$5.02/mmbtu [applicable from 1<sup>st</sup> April, 2015 to 30<sup>th</sup> September, 2015] and \$5.61/mmbtu [applicable from 1<sup>st</sup> November, 2014 to March 31, 2015]
  - The prices are determined on the basis of price prevailing at Henry Hub, NBP, Alberta Canada and Russia with a provision of half yearly revision i.e. on 1st April & 1st Oct every year.
  - A price premium will be offered for gas from newly explored ultra deep sea & such difficult areas
- ☐ Price of PMT gas (being sourced by SUGEN) will however not change.

#### **GAS SCENARIO**

#### **E-bid RLNG**

- Government of India (GOI), on 27th March 2015, has published "Scheme for utilisation of Gas based power generation capacity" for plants receiving domestic gas and for stranded gas based power plants; which scheme is to be supported by GOI's Power system development Fund (PSDF)
- Plant will be free to generate additional power by separately procuring additional RLNG from the market on their own and to sell such additional power so generated at market price
- ☐ The modus operandi of the scheme is as below:-
  - Empowered Pool Management Committee is formed for operation of scheme
  - GAIL and GSPCL are appointed as the 'e-bid operator'
  - GAIL is the only agency for procurement of RLNG
  - Indicative Target PLF;
    - 2015-16 25% (5 months) & 30% (7 months)
    - 2016-17 30% (5 months) & 30% (7 months)
  - Indicative Target Price, net purchase price to the Discom;
    - Rs.5.50/unit for stranded plant and
    - Rs.4.19/unit for plants receiving domestic gas
  - All receipts and payments relating to e-bid RLNG will be routed through a single designated Trust & Retention account (TRA) controlled by the lead banker for the Successful Bidder.

#### GAS SCENARIO

#### E-bid RLNG cont...

- ☐ To achieve the target purchase price, the scheme envisages following interventions by the Central / State Govt. & other stakeholders:
  - Waiver of customs duty, VAT/CST, Octroi, Entry tax, Service Tax on regasification and transportation of e-bid RLNG, reduction in Marketing Margins by 75%, reduction in pipeline tariffs by 50%, reduction in Re-gasification charges by 50%, exemption from transmission charges & losses of the transmission utilities
  - Support from PSDF
  - o Full sacrifice of return of equity by power developers, capping the fixed cost to be recovered by power developers so as to meet only the debt service obligation and Operation & Maintenance cost
- ☐ The scheme is planned for 2 years of which first auction covered a period of 4 months.
- Under Round 1 for the period 1<sup>st</sup> June, 2015 to 30th September, 2015, gas was allocated to allow SUGEN (plants receiving domestic gas) to run at 35% PLF from the base level of 25.60% PLF, and DGEN and UNOSUGEN (stranded plants) to run at 35%.
- The bidding under Round 2 of the scheme for the period 1<sup>st</sup> October, 2015 to 31<sup>th</sup> March, 2016 was conducted on 15<sup>th</sup> September for DGEN and UNOSUGEN and on 16<sup>th</sup> September for SUGEN.
- The award of gas allocation would allow SUGEN to run at 35% PLF from the base level of 25.60% PLF, while it would enable DGEN and UNOSUGEN to run on an average PLF of atleast 25.5%.
- Based on the award, SUGEN would be entitled to subsidy support of Rs. 1.94 per kWh (Rs. 1.75 per kWh under Round 1) and DGEN & UNOSUGEN would be entitled to subsidy support of Rs. 1.44 per kWh (Rs. 1.42 per kWh under Round 1).

#### COMPOSITE SCHEME OF AMALGAMATION

#### **Approval of Scheme of Amalgamation**

- ☐ The Hon'ble High Court of Gujarat vide its order dated 13th August 2015, has sanctioned the Composite Scheme of Amalgamation (the Scheme) of Torrent Energy Limited (TEL) and Torrent Cables Limited (TCL) with Torrent Power Limited (TPL).
- Accordingly, the Scheme has become operational with effective date of 1st October 2015 and appointed date of 1st April 2014. From the Effective Date, TEL and TCL stand dissolved (without being wound up) and merged with TPL.
- ☐ The Board of Approval (SEZ), at its meeting held on 9th October 2015, has approved the request of TEL for amalgamation with TPL consequent to order of amalgamation from the High Court of Gujarat, subject to the condition of abiding by the Power Guidelines dated 1.4.2015
- □ NSE has, on 20th October, 2015, granted in-principle approval for listing of shares allotted to the shareholders of erstwhile TCL.
- ☐ The Committee of Directors on 23rd October, 2015 had allotted 81,68,476 equity shares of Rs. 10 each at par fully paid-up to the shareholders of Torrent Cables Limited pursuant to the Scheme of Amalgamation.

#### **FUTURE GROWTH PLANS**

The Company continues to believe in its play of being an integrated utility. It has positioned itself well even in difficult times as compared to its peers with its balanced portfolio.

As part of its future growth plan -

- The Company keeps on exploring opportunities in the coal based generation space – either Greenfield or brownfield.
- It is also working towards expanding its renewable energy portfolio from current 101 MW.
- Most of the states are suffering from poor financial health and they are increasingly looking for franchise and other related models. After the success of the Bhiwandi distribution franchise model, some of the states are interested in private participation in their distribution circles. Hence, opportunities for the Company are also lying in the distribution area.



# THANK YOU

www.torrentpower.com

#### **Contact details:**