



The Tata Power Company Ltd. August 2013





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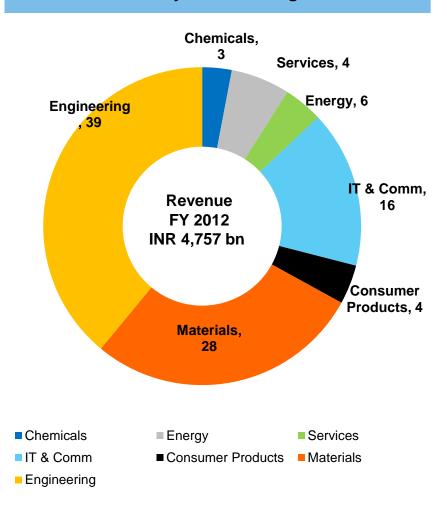


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A Tata Group Company



Revenue by business segments



Listed Companies	Mkt Cap (\$ bn) ²	Promoter Shareholding (%) ¹
Tata Consultancy Service	es 62.29	73.9
Tata Motors	18.03	34.7
Tata Steel	488	31.3
Titan	3.29	53.1
Tata Power	3.19	32.5
Tata Global Beverages	1.51	35.2
Tata Chemicals	1.04	31.1
Tata Communications	0.86	76.2
Indian Hotels	0.61	37.5
Trent	0.51	32.6
Rallis	0.48	50.1
Voltas	0.41	30.2

Notes:

- 1 As of March 2013. Source: BSE website
- 2 As of 19 Sept 2013; Conversion rate of 1US\$ = INR 61.78. Source: Tata group website

Tata Power is India's largest Integrated Power Utility



- Founded in 1906 to supply power to Mumbai
 - First hydro plant commissioned in 1915
 - Set up thermal power plants in Mumbai in the 1950s
- Expanded in India after private sector reforms in 1990s

Fuel Fuel Logistics Generation Transmission Distribution Power Trading

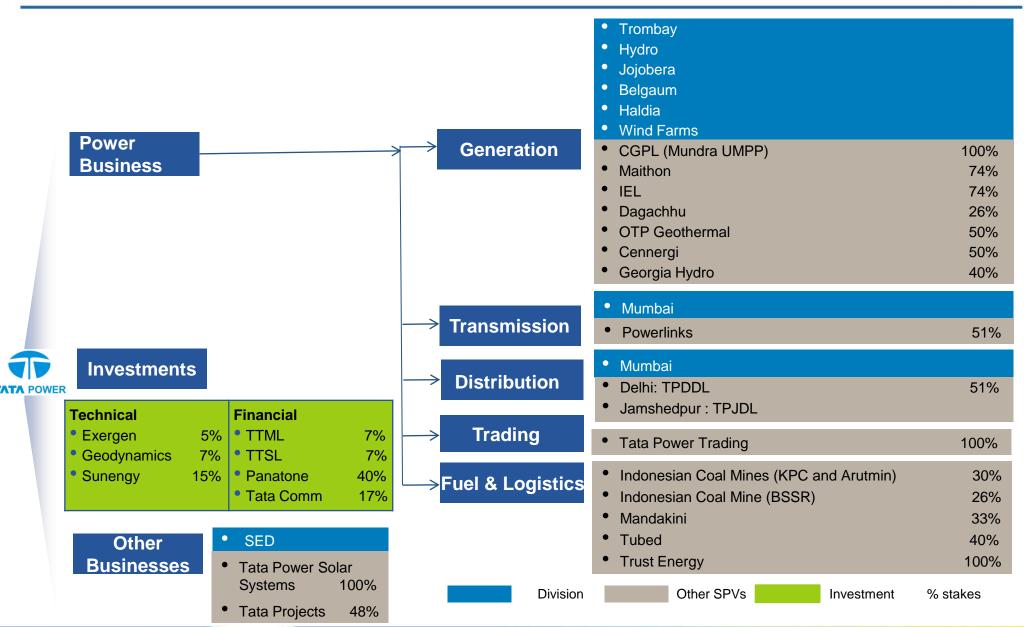
Presence across the entire value chain

- Thrust on renewable energy sources including hydro, wind, solar and geothermal
- Successful Public Private Partnerships in generation, transmission and distribution



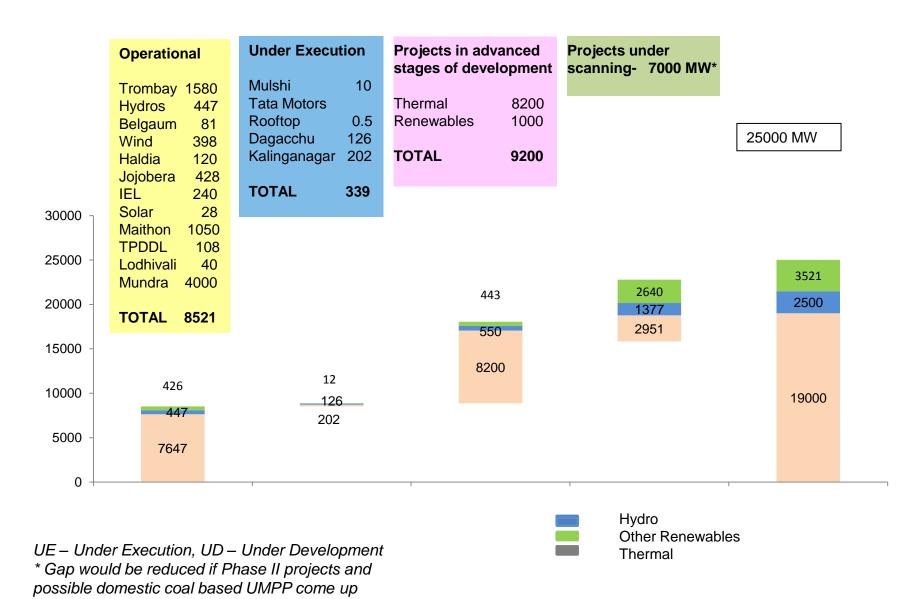
Tata Power: Business Overview





Existing Generation Assets and Growth Plans







Existing Generation Assets - Business Models

Model	Capacity (MW)	% of overall capacity	Returns	Upside	Tata Power projects	Off-take counterparty
Regulated returns	3425	40%	Fixed return on equity	Savings on Norms + PLF incentive	Mumbai Operations (Thermal & Hydro), Maithon, Jojobera, TPDDL	BEST, TPTCL, Tata Power Distribution, DVC,NDPL,WBSEBL
Regulated tariff mechanism (renewables)	426	5%	Fixed tariff + PLF driven	Savings on capex + CDM certificates / RECs as applicable	Wind, Solar	BESCOM, GUVNL, TPC-D, Tata Motors, TANGEDCO
Captive power plant	428	5%	PPA driven (14-19%)	Merchant sales + saving on PPA terms + PLF incentive	Jojobera Jamshedpur (PH6) IEL (Unit 5)	Tata Steel
Merchant	100	~1%	Market driven	No cap on returns	Haldia (100MW)	
MoU/Bilateral	20	~1%	PPA driven	As per PPA	Haldia (20MW)	WBSEDCL
Case II (for project)	4000	48%	Bid driven	PLF incentives	CGPL	Gujarat, Maharashtra, Punjab, Rajasthan, Haryana
Others	121	~1%	Bid driven	PLF incentives	Belgaun (81MW), Lodhivali (40MW)	





Status	Project Commissioned
Capacity	■ 4000 MW (5 X 800 MW)
Customers	 Gujarat (1805 MW), Maharashtra (760 MW), Punjab (475 MW), Haryana (380 MW), Rajasthan (380 MW)
Fuel Requirement & Source	 Imported Coal – 10-12 MTPA Offtake agreement with Indocoal for 10.11 ± 20% Looking for additional mines in Australia, Mozambique, S. Africa, Indonesia
Funding	 Project Cost: Rs 180 bn (D/E: 75:25) As of Q1 FY14: Debt drawn – Rs. 130 bn, Equity invested – Rs. 51 bn
Completion	Linked to evacuation. All 5 units have been commissioned
External Linkages	 400 kV switchyard was charged on 1 October 2011 with power from PGCIL. It is stabilised and Generator Transformers are charged External coal handling facility to unload ship directly to main plant commissioned and is in use
Unit#1-5	 All 5 units have been commissioned and CoD has been declared





Status	Project commissioned
Capacity	■ 1050 MW (2 X 525 MW)
Customers	 DVC (300 MW), NDPL (300 MW), WBSEB (300 MW), 150 MW under negotiation Long term (30 yr) PPAs commence on CoD for DVC & 1st April 2012 for NDPL and WBSEB
Fuel Requirement & Source	 Domestic Coal; 100% linkage sanctioned Fuel Supply Agreement (FSA) signed with Bharat Coking Coal for 1.6 mtpa FSA signed with Central Coalfields for 1.9 mtpa for Unit 2 FSA signed with Tata Steel for upto 1 MTPA
Funding	 Project Cost: Rs.56 bn; (D/E: 70:30) As of Q1 FY14: Debt drawn – Rs.32 bn, Equity – Rs.14 bn
Expected Returns	 Regulated: 15.5% ROE + Performance Incentives
External Linkages	 Work is in progress in the construction of the railway line to transport coal. Completion of railway infrastructure is expected to be delayed since land acquisition is not complete. Coal is currently being transported by road – road transportation contracts have been signed Evacuation ready. Connection agreement signed with PGCIL
Unit #1-5	 Both units have been commissioned and CoD has been declared





Project	Capacity (MW)	Fuel	Fuel Supply Agreement (FSA)	Power off-take	COD
Dagacchu	126	Hydro	• NA	TPTCL	FY14
Kalinganagar	202	Gas based	 Production gases supplied by Tata Steel 	Tata Steel	Gas based – All 3 units expected by FY15





Project	Fuel Source	Capacity (MW)	Status	Execution schedule
Kalinganagar	Coal based: Application for linkage submitted, Indonesian coal being considered as backup	450	MOU finalised, Environment Clearance for the gas based plant obtained by Tata Steel along with their 6 MTPA Steel Plant	Coal based – All 3 units by FY16
Dugar Hydro-electric Power Project	Hydro	380	Preliminary survey works started	Once Detailed Project Report is approved, it will take 5-6 years to commission
Begunia Thermal	Partially met through Mandakini coal block	1320	Land acquisition in progress	36 – 40 months post land acquisition
Tiruldih IPP / CPP	Partially met through Tubed coal block	1,980	To be executed in phases. Land acquisition in progress	40 months once all approvals are in place and land acquisition is complete
Maithon Phase II	Long Term Coal Linkage application filed with MoC	1,320	Land available. Environment Impact Assessment under progress	36-40 months once all approvals are in place
Mundra Phase II	Imported coal	1,600	Land available. Under planning.	36-40 months once all approvals are in place
Dehrand	Imported coal	1,600	Land Acquisition in progress	36 – 40 months post completion of land acquisition
Palaswadi Solar	Solar	28.8 MW	Under Development	Expected to be Commissioned in FY14
Visapur Wind	Wind	28.8 MW	Under Development	Expected to be Commissioned in FY14
Pethshivpur Wind	Wind	49.5 MW	Under Development	Expected to be Commissioned in FY15





Project	Details
Cennergi	 Cennergi formed through 50:50 JV between Tata Power and Exxaro Resources Limited, the second largest coal producer in South Africa with ith focus on development of power generation projects in South Africa, Botswana, Namibia and other African countries
Georgia	 Tata Power in an agreement with Clean Energy Invest AS and IFC InfraVentures for development of hydro power projects in Georgia with 40% stake in the venture implementing three hydro projects aggregating to 400 MW
	 Power sale primarily to Turkey (85%) and the rest within Georgia (15%)
Ras Al-Khaimah (RAK)	 Memorandum of Agreement executed with Govt. of RAK for implementing comprehensive electricity management in the Emirate
	 Project being executed by a consortium of Tata Power, Origin Energy and PT Supraco Indo.
Sorik Marapi Geothermal, Indonesia	 Project in exploration phase and PPA negotiation in progress with Indonesia's State Power Offtaker
	 Exploratory drilling to commence in FY14



Renewable Projects under Execution/Development

Dagacchu 126 MW Hydro project

- 2 x 63 MW run of the river Hydro project with Tata Power holding 26% and Royal Govt. of Bhutan holding 74%
- Project cost-USD 220 million with debt equity of 60: 40; debt tied up with ADB and others
- PPA signed with Tata Power Trading
- Bhutan Power Transmission to provide transmission access to Bhutan border
- Commissioning expected by FY14

JV with SN Power

- Exclusive partnership agreement with SN Power, Norway to develop joint hydropower projects in India and Nepal. Aim to have 2000 MW under construction or in operation by 2015
- Recently won bid for the 380 MW Dugar hydroelectric project in Chenab valley (HP)
- Currently exploring possibility to develop hydro projects in the Himachal region and Sikkim

OTP Geothermal

- Tata Power and Origin Energy of Australia, in consortium with PT Supraco, have been awarded the geothermal exploration concession in Indonesia
- Concession to develop 200 MW that needs an investment of INR30bn
- Won project through competitive process with participation from Chevron, PT Medco Energi Internasional
- Tata Power's associate Geodynamics Australia commissioned 1 MW Geothermal pilot plant in Australia

Cennergi

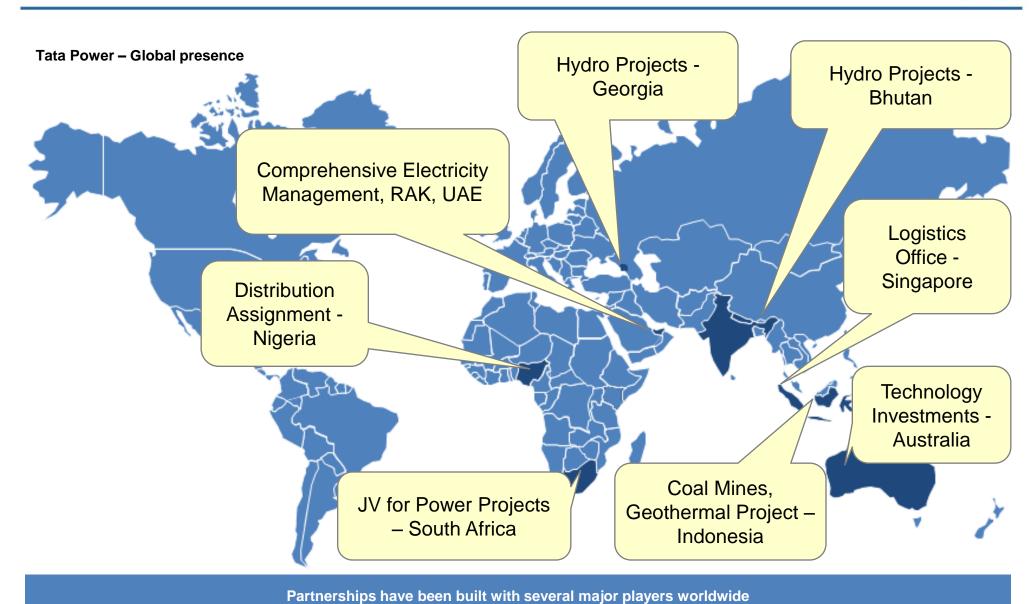
- 50:50 JV between Tata Power and Exxaro Resources for focus on electricity generation projects in South Africa, Botswana and Namibia
- Financial Closure successfully achieved for 135 MW Amakhala Wind Project and 95 MW Tsitsikamma
 Wind Project in South Africa

Georgia Hydro

- Tata Power in an agreement with Clean Energy Invest AS and IFC InfraVentures for development of hydro power projects in Georgia
- 40% stake in the venture implementing three hydro projects in 2 phases of 185 MW and 215 MW
- Power sale primarily to Turkey (85%) and the rest within Georgia (15%)

Expanding Global Footprint





TATA POWERLighting up Lives!

Strategic Investment in Coal



30% stake in Indonesian coal mines – KPC and Arutmin

- Total estimated coal production to reach 80 mm tonnes by FY14
- Overall rights adequately protected through the Shareholders' Agreement

Operating Performance	FY13	FY12	FY11
Quantity mined (MT)	~78	~67	~58
Average Selling Price (FOB USD/ton)	76.1	94.3	77

33% stake in captive coal mines - Mandakini

- 7.5 MTPA (jointly allotted with Jindal Photo Film and Monnet Ispat & Energy each JV Partner having a share of 2.5 MTPA) at Dist. Angul, Orissa
- Project cost expected to be ~Rs. 6 bn

40% stake in captive coal mines - Tubed

- 6 MTPA [Jointly allocated with Hindalco at Latehar, Jharkhand Hindalco (60%) 3.6 MTPA & Tata Power (40%) 2.4 MTPA]
- Project cost expected to be ~Rs. 5.6 bn
- Coal mined planned to be utilised in 660 MW Tiruldih project

26% stake in Indonesian coal mines – BSSR

- Acquired a 26 per cent stake in Indonesian miner PT Baramulti Sukses Sarana Tbk (BSSR)
- Long-term coal supply agreement in proportion to shareholding





Project	Fuel requirement	Source of fuel	Contract details	Term
			PT Adaro: 1.00 MTPA (+/- 0.25MTPA)	5yrs
	c.3 MTPA of coal	Purchase agreements	PT Adaro: 1.00 MTPA (+/- 0.2MTPA)	10yrs
Trombay			Samtan: 0.65 MTPA (+/- 10%)	Till FY14
·	Oil	From nearby refineries, delivered by pipeline		
	1MMSCMD of Gas	GAIL		
Jojobera	Coal	West Bokaro coal fields (Tata Steel) and Mahanadi Coalfields Limited (MCL)		
	Furnace and coke oven gases Coal	Tata Steel		
IEL		West Bokaro coal fields (Tata Steel)	_	
Mundra	c.12 MTPA of coal	Purchase agreement	Indocoal: 10.11 MTPA (+/- 20%)	Till 2021 (extendable)
			1.66 MTPA from Bharat coking coal	
Maithon	c.4.5 MTPA of coal	Coal linkage	1.98 MTPA from Central Coal Fields	_
			0.05 – 1.00 MTPA from Tata Steel	_
Haldia	Hot flue gases	Tata Steel		

Transmission and Distribution



Transmission - Mumbai

- Tata Power is amongst the 3 transmission licensees that bring power into Mumbai
- 1,100 CKm of 220KV / 110KV lines and 19 receiving stations
- Network upgrade and capacity expansion projects are being carried out to meet the load growth in Mumbai

Powerlinks Transmissions Limited

- JV between Tata Power (51%) and Power Grid Corporation of India Ltd. (49%)
- India's first private sector inter-state transmission project, on a Build Operate Own and Transfer (BOOT) basis
- Formed to evacuate power from the 1,020MW Tala Hydro project in Bhutan and North Eastern and Eastern states to New Delhi and adjoining areas
- Consists of 1,166 Kms of 400 KV double circuit EMV transmission line

Distribution – Mumbai

- Among 3 private distribution licensees
- Infrastructure
 - Approximately 1,782 Kms of high tension and low tension underground cable network
 - 99.33 kms overhead line network,
 - 17 receiving stations, 14 distribution sub-stations and 441 consumer sub-stations
- Customer base of over 4 lakh retail customers

Tata Power Delhi Distribution Limited

- JV between Tata Power (51%) and Government of Delhi (49%)
- License to distribute power to North and North-west Delhi
- Among the 3 private licensees in Delhi
- 25,572 11 KV sub-stations, 58 grid stations, 4,265 Kms of HV cable and 5,687 Kms of LV cable
- Over 13 lakh customers

Tata Power - Power Distribution Ltd

- Distribution Franchisee in Jamshedpur
- Expected retail customer base of 3 lakh customers

Other Businesses



Tata Power Trading

- 100% subsidiary TPTCL, holds a trading license for a period of 25 years starting from 2004
- Holds a Category 1 trading license, the highest grade of license, which permits the company to trade any amount of power

Shipping Subsidiaries

- Trust Energy Resources Pte Ltd incorporated in Singapore for owning ships to meet shipping requirements and trading in fuels, Energy Eastern Pte Ltd incorporated for chartering of ships
- Shipping requirement for Mundra 5 vessels going up to 7 vessels by FY14
- To be met through a combination of long term charters and out right purchases of cape size vessels 3 LT charters signed, 1 under final stages of negotiation and 2 Korean build vessels purchased

Tata Power Solar Systems

- Solar Cell Manufacturing Facility with installed capacity of 84MW; Module Manufacturing Facility with installed capacity of 125MW
- Initially focused on exports, currently increasing focus on domestic sales

Strategic Electronics Division (SED)

- Originated as an internal R&D unit for power electronics; designs and develops electronic devices
- SED was recently awarded the prestigious order to modernise Airfield infrastructure for the Indian Airforce
- Fast emerging as a prime contractor to Ministry of Defense (MoD) for indigenous products
 - Does not manufacture ammunition or explosives of any kind, including cluster bombs and anti personnel mines



Agility Integrity

Excellence Collaboration Respect

Appendix: Detailed Financial Statements



Snapshot Stand Alone Financials – Q1 FY2014



Figures in `Crores	Q1FY14	Q1FY13
Revenue from Operations (Net)	2,607	2,284
Expenses	2,001	2,062
Profit from operations before other income, finance costs and tax	606	222
Other Income	180	346
Profit before finance costs and tax	786	568
Finance costs	236	140
Profit before tax	550	428
Tax expense	193	116
Net profit after tax	357	312



Standalone Results - Q1 FY2014

Quarter ended					Year ended
	Particulars	30-Jun-13	31-Mar-13	30-Jun-12	31-Mar-13
PAR	TI	MUs	MUs	MUs	MUs
(A)					
1.	Generation	3,897	3,366	4,259	15,770
2.	Sales	4,136	3,542	4,227	16,002
		` crore	` crore	` crore	` crore
		(Audited)	(Audited)	(Audited)	(Audited)
(B)					
1.	·				
	a) Revenue from power supply and transmission charges	2,156.89	1,741.91	2,057.57	7,947.89
	Add: Income to be recovered in future tariff determination (net)	213.00	165.47	287.45	1,028.72
	Add/(Less): Income to be recovered in future tariff determination (net)				
	in respect of earlier years	115.00	127.00	(155.00)	104.72
	Net Revenue	2,484.89	2,034.38	2,190.02	9,081.33
	b) Other operating income (net of excise duty)	122.62	179.89	94.08	485.95
_	Total Income from operations (net)	2,607.51	2,214.27	2,284.10	9,567.28
2.	•		.== .=		
	a) Cost of power purchased	155.73	173.15	156.12	623.39
	b) Cost of fuel	1,235.65	968.65	1,405.86	5,244.40
	c) Cost of components, materials and services in respect of contracts	44.73	58.65	27.51	150.75
	d) Employee benefits expense	144.85	134.52	128.61	547.60
	e) Depreciation and amortisation expense	136.04 284.53	(74.42) 299.16	154.80 188.84	364.10 945.73
	f) Other expenses Total expenses	2,001.53	1,559.71	2,061.74	7,875.97
3.		605.98	654.56	222.36	1,691.31
4.		003.30	054.50	222.30	1,051.51
٦.	a) (Loss)/Gain on exchange (net)	(65.71)	(29.49)	53.23	(27.62)
	b) Others	245.59	149.87	292.36	721.67
5.	,	785.86	774.94	567.95	2,385.36
6.	Finance costs	236.27	197.36	139.81	681.98
7.	Profit before tax (5-6)	549.59	577.58	428.14	1,703.38
8.	Tax expense	192.59	377.55	115.84	678.69
9.	Net profit after tax (7-8)	357.00	200.03	312.30	1,024.69

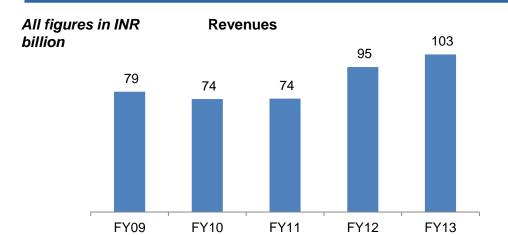
Snapshot Standalone Financials – FY2013

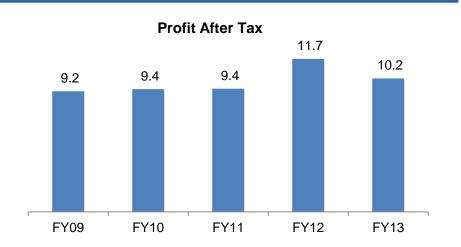


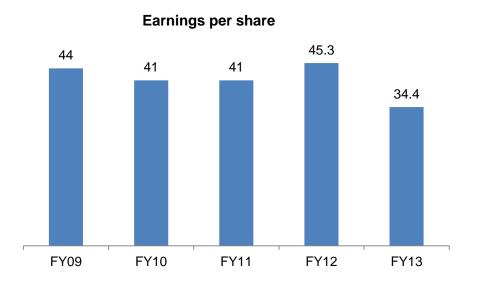
Figures in `Crores	FY13	FY12
Revenue from Operations (Net)	9,567	8496
Operating Expenditure	7,543	6,711
Operating Profit	2,024	1,785
Add: Other Income	722	983
Less: Finance Costs	678	515
Profit Before Depreciation and Tax	2,067	2,253
Less: Depreciation/Amortization/Impairment	364	570
Profit Before Tax	1,703	1,683
Less: Tax Expenses	679	513
Net Profit/(Loss) After Tax	1,025	1,170

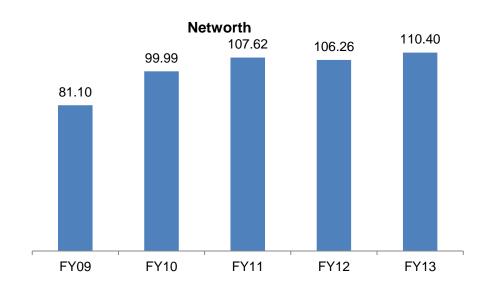
Robust Financials (Standalone)











Snapshot Consolidated Financials – Q1 FY2014



Figures in `Crores	Q1FY14	Q1FY13
Revenue from Operations (Net)	9,339	7,254
Expenses	7,923	6,346
Profit from operations before other income, finance costs, exceptional item and tax	1,416	908
Other Income	(228)	63
Profit before finance costs, exceptional item and tax	1,188	971
Finance costs	902	549
Profit before exceptional item and tax	286	421
Exceptional Item – Provision for impairment	-	-
Profit/(Loss) before tax	286	421
Tax expense	335	226
Net profit after tax	(49)	195
Net profit/(loss) after tax, minority interest and share of profit of associates	(115)	146





Consolidated Results - Q1 FY2014

		Quarter ended Year ende			Year ended
Particulars		30-Jun-13	31-Mar-13	30-Jun-12	31-Mar-13
		(Unaudited)	(Audited)	(Unaudited)	(Audited)
PARTI		` Crore	` Crore	` Crore	` Crore
Income from operations					
a) Revenue		8,941.88	8,441.63	6,714.12	30,875.28
Add: Income to be recovered in future tariff determination (net)		234.90	428.68	638.45	1,856.05
Add/(Less): Income to be recovered in future tariff determination (net)	in respect of	115.00	127.00	(155.00)	104.72
Net Revenue		9,291.78	8,997.31	7,197.57	32,836.05
b) Other operating income (net of excise duty)		47.71	35.15	56.32	189.38
Total Income from operations (net)		9,339.49	9,032.46	7,253.89	33,025.43
2. Expenses			,	,	Í .
a) Cost of power purchased		1,992.06	2,165.70	1,660.57	7,818.66
c) Cost of fuel		2,789.87	2,422.43	2,110.67	9,661.60
d) Raw materials consumed		116.02	154.48	44.66	386.74
e) Purchase of goods / spares / stock for resale		14.56	9.29	11.77	37.47
 f) Cost of components, materials and services in respect of contracts 		44.73	58.65	27.51	150.75
g) Increase/(decrease) in stock-in-trade and work-in-progress		54.72	93.14	(0.18)	(275.12)
h) Royalty towards coal mining		293.96	290.75	274.24	1,111.14
i) Coal processing charges		677.33	618.65	593.52	2,544.99
j) Employee benefits expense		330.16	334.18	309.79	1,322.95
k) Depreciation and amortisation expense		650.80 959.24	416.37 1,028.99	505.97	2,051.69 3,630.18
m) Other expenses Total expenses		7,923.45	7,592.63	807.21 6,345.73	28,441.05
3. Profit from operations before other income, finance costs, exception	nal item and	1,416.04	1,439.83	908.16	4,584.38
tax (1-2)	mai itom ana	1,410.04	1,455.05	300.10	4,504.50
4. Other income					
a) (Loss) / Gain on exchange (net)		(292.76)	(24.75)	(45.23)	(187.64)
b) Others		64.84	64.26	107.81	369.20
Profit before finance costs, exceptional item and tax (3+4)		1,188.12	1,479.34	970.74	4,765.94
6. Finance costs		902.46	725.06	549.32	2,639.26
7. Profit before exceptional item and tax (5-6)		285.66	754.28	421.42	2,126.68
8. Exceptional item -					
Provision for impairment		-	-	-	850.00
9. Profit / (Loss) before tax		285.66	754.28	421.42	1,276.68
10. Tax expense		334.64	499.23	226.29	1,177.96
11. Net Profit / (Loss) after tax		(48.98)	255.05	195.13	98.72
12. Share of profit of associates		3.36	5.13	1.26	23.92
13. Less: Minority interest		69.08	78.82	50.46	208.07
 Net Profit / (Loss) after tax, minority interest and share of profit of a 	ssociates	(114.70)	181.36	145.93	(85.43)

Snapshot Consolidated Financials – FY2013

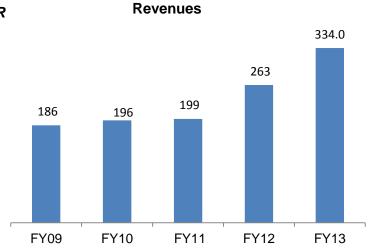


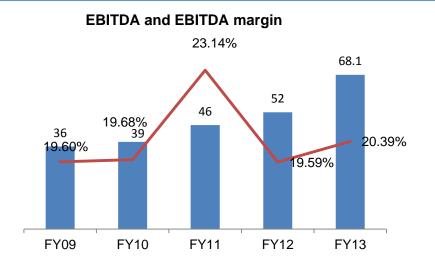
Figures in `Crores	FY13	FY12
Revenue from Operations (Net)	33,025	26,001
Operating Expenditure	26,580	21,101
Operating Profit	6,445	4,900
Add: Other Income	369	269
Less: Finance Costs	2,636	1,527
Profit Before Depreciation and Tax	4,178	3,642
Less: Depreciation/Amortization/Impairment	2,901	3,135
Profit Before Tax	1,276	507
Less: Tax Expenses & share of minotiry Int & Associates	1,362	1,595
Net Profit/(Loss) After Tax (After minority Intererst / share of associates)	(85)	(1087)

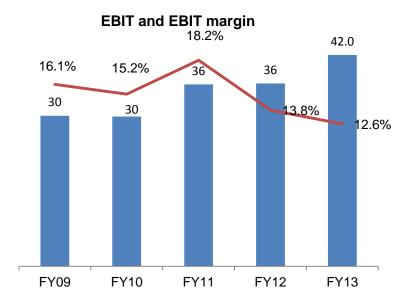
Robust Financials (Consolidated)



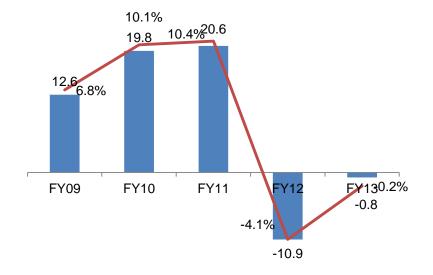
All figures in MR billion







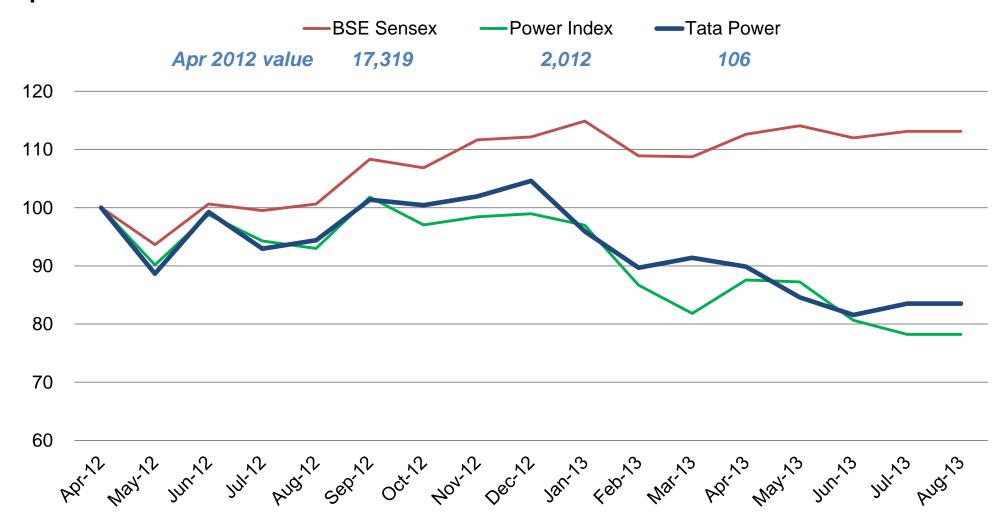
Net Income and Net Income margin



Tata Power Stock Performance



April 2011 – till date: normalized chart



Initiatives

Tata Power has undertaken a number of initiatives on Sustainability as a part of 'Leadership with Care'



Sustainability initiatives



Care for Environment



- Renewables, clean/ green energy
- Efficient technologies
- Carbon footprint reduction
- Bio-Diversity conservation

Care for Community



- Community engagement
- Livelihood, infrastructure and natural resources

Care for Customers



- Energy clubs
- Customer care centers
- Demand side management, energy audits

Care for People



- Safety and health
- Employee learning & development
- Developing managers centric, across domains/ functions

- Fly ash brick manufacturing unit at Jojobera
- Eco-restoration and Eco-development in Western Ghats
- Solar lights Mundra,
 Mulshi, etc
- Support for Uttarakhand
 cash donation,
 deputation of Engineers to rebuild power supply
- 25 customer care centres
- Continued energy conservation efforts through Club Energi
- Association with DuPont for benchmarked safety management practices
- Innovations and improvements for working at height

TATA POWER

Awards and Recognition





CII ITC Sustainability Award 2012 for strong commitment to environment



Power Line award for 'Best Performing Renewable IPP'



Power Line 'Best Performing Private Discom' award for TPDDL



Winner - Infrastructure Excellence Awards 2012 for the project – Ultra Mega Power Project, Mundra, Gujarat



"Journey Continues.. We value your inputs, suggestions and critique."

We take pride in Lighting up Lives!

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