



Analyst Call Q1 FY20 1st August 2019

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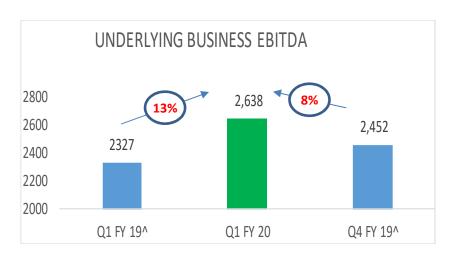
TATA POWER Key Highlights Q1 FY20

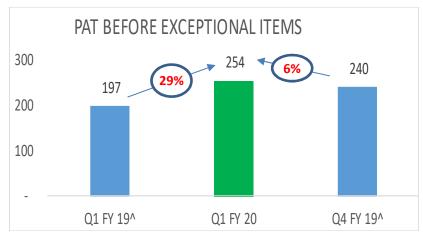


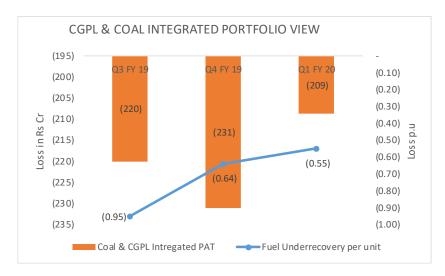
- Reported EBITDA Q1 FY 20 grew by 27% YoY to ₹ 2,210 crore. Underlying Business EBIDTA grows by 13% to ₹ 2,638 crore this quarter compared to ₹ 2,327 crore in Q1 FY19 (without Cennergi & ITPC which are held for sale).
- Reported PAT Q1 FY 20 stood at ₹ 254 crore compared to ₹ 252 crore in Q1 FY 19. Without Cennergi & ITPC, PAT grew by 29% compared to last year.
- Renewables business continues to grow with Q1 FY 20 EBITDA increasing by 12% on YoY basis to ₹ 663 crore with 250 MW commissioned in last 1 year and increase in EPC volume. 100 MW of the 250 MW KREDL solar plant commissioned this quarter.
- ❖ TPREL won 450 MW of solar bids and executed definitive agreements for a 50 MW open access solar plant. Another 250 MW is under implementation.
- Robust growth in Solar EPC business with large project order pipeline of ₹ 4,400 crore.
- ❖ CGPL achieved positive EBITDA of ₹ 168 crore compared to loss of ₹ 26 crore previous year. Fuel under-recovery has reduced by ~ 40% with lower coal prices and benefit of low & mid CV coal blending increased from 30% to 50%. Correspondingly, Coal companies profits are lower than last year due to reducing coal prices. However at CGPL & Coal portfolio level, overall losses reduced.
- Tata Power's ratings were upgraded from AA-(Stable) to AA- (Positive) by CRISIL.

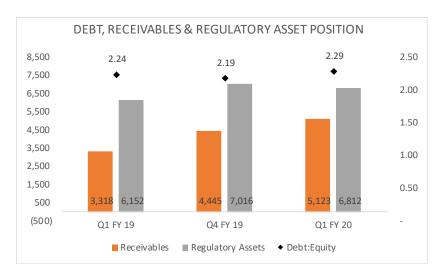
Financial Highlights











[^] Previous year figures represented without Cennergi & ITPC which have been classified as asset held for sale

TATA POWER Consolidated Performance – Q1 FY 20 Vs Q1 FY 19





					Fig i	n ₹ Cr	
Particulars	Op. In	come	EBIT	DA^	PAT^^		
	Q1 FY 20	Q1 FY19	Q1 FY 20	Q1 FY19	Q1 FY20	Q1 FY19	
Tata Power-Conso (line item 13 SEBI Results)	7,567	7,199	2,210	1,746	231	1,735	
Standalone & Key Subsidiaries							
Tata Power (Standalone) ^M	1,854	1,894	983	825	339	237	
CGPL (Mundra UMPP)	1,823	1,521	167	(38)	(247)	(434)	
MPL (Maithon Power)*	814	646	329	188	141	63	
TPDDL (Delhi Discom)**	2,278	2,216	319	288	113	93	
TPTCL (Power Trading)~	46	42	18	13	9	7	
Tata Power Solar (Solar Mfg)	518	344	39	26	13	1	
TPREL Standalone (Renewable Power)	233	177	212	209	20	70	
WREL (Renewable Power)	349	350	328	330	100	102	
Coal SPVs ^{^^} (Investment Companies)	-	-	(1)	(2)	(215)	(65)	
Shipping Co	291	264	84	53	40	27	
TPIPL (Overseas Investment Co)	-	-	25	92	22	81	
Others	215	198	55	42	12	8	
TOTAL - A	8,422	7,653	2,557	2,026	346	191	
Joint Venture and Associates***					241	369	
TOTAL - B	8,422	7,653	2,557	2,026	587	560	
Eliminations##	(855)	(454)	(347)	(280)	(314)	(275)	
Exceptional Items	-	-	-	-	(23)	1,483	
Discontinued operations	-	-	-	-	(19)	(34)	
TOTAL - C	7,567	7,199	2,210	1,746	231	1,735	

^{*}TPCL stake-74%; **TPCL stake-51% stake; *** TPCL share, ITPC & Cennergi results included in Q1 FY 19 only as held for sale now, ^ including other income,

^{^^} PAT is before exceptional items and discontinued operations; ^^^ Consolidated at EBITDA & PAT level only ## Eliminations include inter-company transactions

Share of Joint Ventures and Associates – Q1 FY 20

TATA POWER VS Q1 FY 19



Particulars	% Share	OP. INCOME		EBITDA		PAT	
i ai ticulai s	/0 Silaie	Q1 FY 20	Q1 FY 19	Q1 FY 20	Q1 FY 19	Q1 FY 20	Q1 FY 19
Coal Companies (KPC, BSSR, AGM)	30% / 26%	2,083	2,079	355	521	157	247
ITPC [^]	50%	-	58	-	88	-	21
Coal Infrastruture Companies (NTP)	30%	75	72	74	74	50	37
Cennergi Pty. Ltd.^	50%	-	70	-	66	-	34
Powerlinks Transmison Ltd	51%	17	19	15	18	14	15
Industrial Energy Ltd	74%	58	58	43	42	23	19
Others JVs (including adjustments)		5	-	0	3	(3)	(3)
Total- Joint Ventures		2,238	2,355	488	812	241	369

[^] classified to HFS in Q4 FY 19 and therefore not consolidated in results

TATA POWER Underlying Consolidated EBITDA





Particulars	Q1 FY 20	Q1 FY 19	Qtr Var
Adjusted Business EBITDA	2,638	2,481	157
Less: EBITDA of JV Companies	488	812	(324)
KPC	332	477	(145)
BSSR	23	45	(21)
Coal Infra	74	74	0
Cennergi^	_	66	(66)
ITPC^	_	88	(88)
Powerlinks	15	18	(3)
IEL	43	42	1
Others	1	3	(2)
Add: INDAS impact (AS 115)	(9)	77	(85)
Add: INDAS impact (AS 116)	69	-	
Reported EBITDA	2,210	1,746	464
Less: Depreciation	620	590	30
Less: Finance Cost	1,144	1,013	131
PBT as per line item no.5 in Adv	446	143	303

TATA POWER Tata Power (Consolidated) Financial Performance





				Fig in 3 Cr
Particulars	Q1 FY 20	Q1 FY 19	Qtr Var	Qtr Var Remarks
Operating Income	7,567	7,199	368	Additional fuel revenue from higher sales in CGPL and favourable ATE order in MPL
Operating Expenses	5,465	5,543	(78)	
Operating Profit	2,102	1,656	446	Lower under-recovery in CGPL and favorable ATE order in MPL
Other Income	108	90	18	
EBITDA	2,210	1,746	464	
Interest cost	1,144	1,013	131	Ind-AS 116 impact of Rs 63 crs in Interest Cost and additional interest from new solar capacity installed in last year
Depreciation	620	590	30	Depr on new solar capacity added during last year & on leases classified as PPE under Ind-AS 116
PBT before share of JV	446	143	303	
Share of profit of Assoc and JV	241	369	(128)	
PBT after share of JV	687	512	175	
Tax Expenses	414	226	188	
Net profit before exceptional items & discontinued operations	273	286	(13)	
Profit from discontinued operation	(19)	(34)	15	
Net Profit for the Period before exceptional items	254	252	2	PYQ includes Cennergi & ITPC PAT of Rs 55 crs which have now been reclassified as HFS
Exceptional item (gain)/loss	(23)	1,483	(1,506)	PYQ included sale of non-core assets; current year includes provision for standby-charges offset by impairment reversal in Georgia Hydro Project
Net Profit for the Period *	231	1,735	(1,504)	
*line no 13 of the advertisement				

TATA POWER Tata Power (Standalone) Financial Performance





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Particulars	Q1 FY 20	Q1 FY 19	Qtr Var	Qtr Var Remarks
Operating Income	1,854	1,894	(40)	
Operating Expenses	1,245	1,272	(27)	
Operating Profit	609	622	(13)	One time payout for full & final settlement of Entry tax liability
Other Income	374	203	171	Higher dividend in CYQ and one time guarantee commission income
EBITDA	983	825	158	
Interest cost	387	344	43	Higher short term borrowings
Depreciation	163	157	6	
PBT	433	324	109	
Tax Expenses	94	86	8	
PAT (before exceptional items)	339	237	101	
Exceptional item net of tax	(23)	930	(953)	
PAT for the period*	316	1,167	(852)	
Discontinued operation PAT	(19)	(34)	15	
PAT for the period after discontinued operations**	297	1,134	(837)	

^{*} Line no.9 of advertisement ** Line no.11 of advertisement





Fig	in	₹	Cr

Particulars	Q1 FY 20	Q1 FY 19	Qtr Var	Qtr Var Remarks
Generation (MUs)	7,003	5,908	1,095	
Sales (MU)	6,459	5,437	1,022	
Availability (%)	81%	68%	13%	
PLF (%)	77%	65%	12%	
HBA Coal Index	84.08	93.62	(9.54)	
FOB price of coal (USD/T)	53.13	62.35	(9.22)	
Average GCV of Coal (kcal/kg)	5,047	5,018	29	
Revenue (₹ /Unit)*	2.85	2.83	0.02	
FOB Fuel under recovery (₹ /Unit)	(0.55)	(0.93)	0.38	
Financials				
Operating Income~	1,817	1,527	290	Increase in fuel revenue due to higher sales
Operating Expenses	1,652	1,554	98	Increase in cost due to higher sales offset by reduction in FoB Price
Operating Profit	165	(27)	192	Reduced Fuel under recovery due to softerning of coal prices, blending and tariff escalation
Other Income	3	0	2	
EBITDA	168	(26)	194	
Interest & Finance Cost**	286	284	2	Savings on refinance offset by lease exp recognized as interest cost under IND-AS 116
Depreciation	128	123	5	
PAT	(247)	(434)	187	Net Ind AS 116 impact of Rs 28 crs of additional exps in CYQ

^{*} adjusted for IND AS 115 impact

^{**} Includes fx gain/loss pertaining to debt servicing in PYQ

TATA POWER Coal Business (KPC): Key highlights





Cool Company KBC	Q1 FY	Q4	Q3	Q2	Q1
Coal Company - KPC	20	FY19	FY19	FY19	FY19
Coal Mined (MT)	14.1	14.4	14.0	15.8	14.2
Coal Sold (MT)	15.0	15.0	14.6	13.0	13.9
HBA	84.1	99.0	99.0	94.0	93.6
FOB Revenue (USD/T)	58.9	57.5	63.5	69.2	64.9
Royalty (USD/T)	8.2	9.0	9.1	10.0	8.8
Net Revenue after royalty (USD/T)	50.7	48.5	54.4	59.2	56.0
Cost of Production (USD/T)	34.6	34.1	38.9	42.6	36.4
COGS (\$/T) - Including Inv Movement	36.7	36.3	40.3	34.7	35.8
Gross Profit (USD/T)	14.0	12.3	14.2	24.5	20.3





Generation at Mundra

CGPL Rs in Cr	Q1 FY	Q4 FY	Q3 FY	Q2 FY	Q1 FY
	20	19	19	19	19
Revenue	1,823	1,994	1,938	1,624	1,521
EBITDA	167	(39)	(99)	(14)	(38)
PAT	(247)	(358)	(467)	(463)	(434)

Coal mining, Coal Infra, Shipping Cos & Coal SPVs

Coal & Infrastructure	Q1 FY	Q4 FY	Q3 FY	Q2 FY	Q1 FY
Business Rs in Crs	20	19	19	19	19
Revenue	2,449	2,372	2,623	2,415	2,415
EBITDA	513	482	539	823	647
PAT^	38	127	247	426	248
Not DAT	(200)	(221)	(220)	(27)	(196)
Net PAT	(209)	(231)	(220)	(37)	(186)

[^]Includes Rs 111 cr of WHT on dividend declared this quarter from profits pertaining to last year.





Particulars	Q1 FY 20	Q1 FY 19	Qtr Var	Qtr Var Remarks
Generation (MUs)	1,740	1,944	(204)	
Sales (MU)	1,637	1,842	(205)	
Availability (%)	87%	89%	-1%	
PLF %	76%	85%	-9%	
Financials				
Operating Income	812	646	166	Higher fuel costs due to import and ATE orders recognised in CYQ offset by planned outage in CYQ
Operating expenses	505	460	45	Higher fuel costs due to import and O&M expenses due to outage in CYQ
Operating profit	307	186	121	
Other Income	22	2	20	ATE order on delayed payment charges
EBITDA	329	188	142	
Interest cost	54	48	5	Higher short term borrowings
Depreciation	61	59	1	
PBT	215	80	135	
Tax	75	17	57	Higher Deferred Tax provision
PAT	141	63	78	

TATA POWER Tata Power Delhi Distribution Ltd - Highlights





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Key Indicators	Q1 FY 20	Q1 FY 19	Qtr Var	Qtr Var Remarks
Purchase (Mus)	2,858	2,844	14	
Sales (Mus)	2,665	2,600	65	
Revenue Per Unit	8.19	7.78	0.41	
PPC	5.93	5.53	0.40	
Financials				Remarks
Income from Operation	2,211	2,048	164	Higher power purchase costs and incentives & entitlements
Power Purchase	1,696	1,573	123	Higher quantum of power purchased and increased costs
Other operating Exp.	201	186	15	
Operating Exp.	1,896	1,759	137	
Operating Profit	315	289	26	
Other Income	28	20	8	Higher income from other advisory businesses
EBITDA	343	309	34	
Interest/Finance Charg	89	93	(4)	
Depreciation	80	74	6	
PBT	174	142	32	
Tax	61	49	12	
PAT	113	93	20	

TATA POWER Tata Power Renewable (Standalone) — Highlights



Particulars	Q1 FY 20	Q1 FY 19	Qtr Var	Qtr Var Remarks
Capacity (MW)	974	724	250	
- Wind	354	354	-	
- Solar	620	370	250	KREDL Project commissioned ahead of schedule
Generation (MUs)	514	347	167	Higher capacity partially offset by
Sales (MU)	507	331	176	
Avg PLF (%) - Solar	25%	23%	2%	
Avg PLF (%) - Wind	22%	26%	-4%	
Financial Performance				
Operating Income	233	177	56	Generation from KREDL Project and full quarter operation from Ananthapuram Project (CoD Jun 18)
Operating Expenses	30	17	13	
Operating Profit	203	160	42	
Other Income	9	48	(39)	Dividend from WREL in PYQ
EBITDA	212	209	3	
Interest & Finance Cost	104	66	39	Interest on capacity commissioned
Depreciation	76	62	14	
PBT	31	81	(50)	
Tax	12	10	1	
PAT	20	70	(51)	PYQ includes dividend from WREL

TATA POWER Walwhan Renewable - Highlights





Particulars	Q1 FY 20	Q1 FY 19	Qtr Var	Remarks
Capacity - Total (MW)	1,010	1,010	-	
Capacity - Wind (MW)	146	146	-	
Capacity - Solar (MW)	864	864	-	
Generation (MUs)	487	490	(3)	
Sales (MUs)	483	487	(4)	
Avg PLF (%) - Solar	22%	21%	1%	
Avg PLF (%) - Wind	21%	28%	-6%	
Financials				
Operating Income	349	352	(2)	Lower PLF from wind assets
Operating expenses	28	27	2	
Operating profit	321	325	(4)	
Other income	7	5	2	
EBITDA	328	330	(2)	
Interest cost	113	113	0	
Depreciation	72	71	1	
PBT	143	146	(3)	
Tax	43	44	(2)	
PAT	100	102	(2)	

TATA POWER Tata Power Solar Limited — Highlights



Particulars	Q1 FY 20	Q1 FY 19	Qtr Var	Qtr Var Remarks
Operating Income	518	345	173	Higher revenue from large projects executed in CYQ
Operating expense	486	335	151	
EBITDA	32	10	23	
				Higher forex gain in PYQ and higher WC
Interest cost!	11	(12)	23	interest in CYQ
Depreciation	4	19	(15)	Module asset fully depreciated by Mar 19
PBT	18	2	15	
Tax	4	1	3	
PAT	13	1	12	

TATA POWER Renewables – Consolidated View for Q1 FY20





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	Q1 FY 20									Q1 FY 19
Key indicators	TPREL^	WREL	TPC Wind & solar Assets*	Others##	Conso Renewables (without EPC) (Notes)	TPSSL	Conso Renewables (with EPC) (Notes)	Eliminations	Conso Renewables (with EPC) (Notes) After Elimination	Conso Renewables (with EPC) for Q1 FY 19 (Notes)
Capacity (MW)	974	1,010	380	106	2,470		2,470		2,470	2,226
Revenue	233	349	70	35	688	518	1,206	(240)	966	937
EBITDA	212	328	70	33	642	32	674	(11)	663	593
PAT	20	100	19	6	145	13	158	(9)	149	168
Net Worth	5,098	1,915	203	45	7,262	480	7,742	(1,517)	6,226	5,866
Net Debt	5,615	5,145	592	567	11,918	557	12,475	(661)	11,815	10,150

[^]TPREL standalone *Tata Power standalone # Tata Power Solar

Note: 1. Conso EBITDA & PAT excludes inter company dividend. 2. Conso net worth excludes inter company investments. 3. PYQ includes Cennergi & ITPC



PARTICULARS	CONSOLIDATED				
	Rupee	Forex	Total		
Long term	28,728	3,556	32,284		
Short term	11,663	1,891	13,554		
Current Maturity of LT	3,130	-	3,130		
Total Debt	43,521	5,447	48,968		
Less: Cash			1,373		
Less: Debt against dividend in Coal SPVs		_	1,891		
Net Debt			45,704		
Equity			19,993		
Net Debt to Equity	Q1 FY20		2.29		
	Q4 FY19		2.19		





	Total Debt (LT + ST)			
Company	30th June 2019	31st March 2019	(Dec) / Inc	Remarks
CGPL	9,074	8,651	423	Refinancing completed in June for repayments due in July
Coal SPVs [^]	4,929	5,925	(996)	Repayment of loans using dividend from coal companies
TPDDL	3,362	3,113	249	Additional working capital debt
WREL	4,831	4,933	(102)	Scheduled loan repayments
TPREL	4,876	4,086	790	New borrowings for projects
TPSSL	517	706	(189)	Repayment of working capital debt
Maithon	2,470	2,408	62	Additional working capital debt
TATA Power*	17,925	17,453	472	Debt for regulatory capex & working capital
Others	984	1,231	(247)	Repayment of loans in Trust Energy, TPTCL, Ajmer, etc

462

48,506

Total Debt

48,968

[^] includes debt from Coal Cos

^{*}Excludes Perpetual Debt of ₹ 1500 crore

TATA POWER Regulated - Equity and Assets



Particulars	Q1 FY 20	Q4 FY19	Q3FY19	Q2FY19	Q1 FY19
Regulated Equity					
Mumbai Operation	3,903	3,899	3,788	3,788	3,793
Tata Power Delhi Distribution	1,485	1,403	1,371	1,360	1,348
Maithon Power Limited	1,494	1,403	1,403	1,403	1,388
Powerlinks Transmission	468	468	468	468	468
Total	7,350	7,173	7,030	7,019	6,997
Regulated Assets					
Mumbai Operation	2,113	2,179	1,746	1,530	1,551
Tata Power Delhi Distribution	4,742	4,579	4,185	4,126	4,327
Maithon Power Limited	(43)	258	262	268	274
Total	6,812	7,016	6,192	5,924	6,152





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