



Tata Power Financial Results Q4 FY21

12th May 2021



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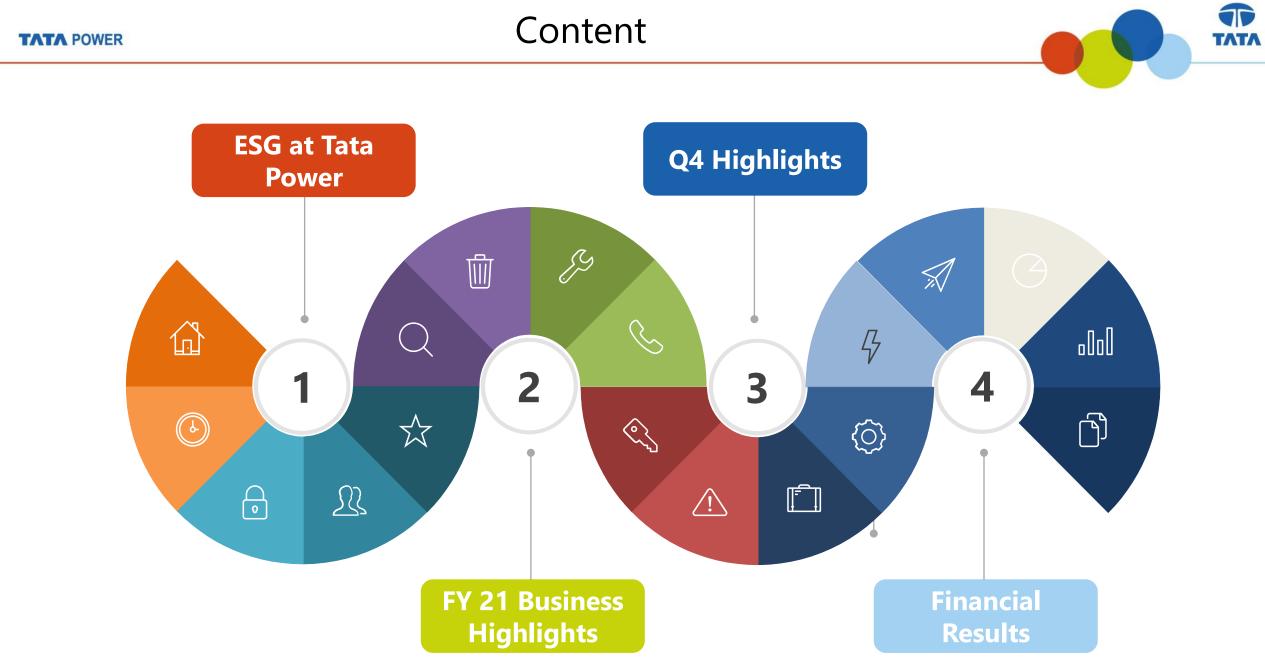
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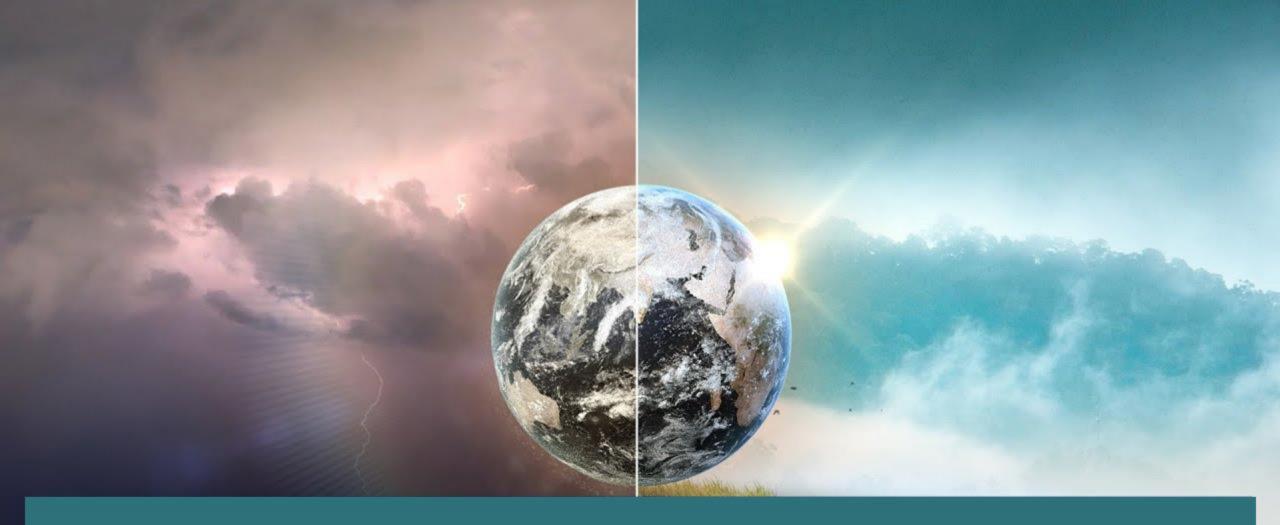
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Our ESG Journey

Empower a billion lives through sustainable, affordable & innovative energy solutions





- No new coal based capacity; phase out of existing capacities
- Pursue 2 GW of solar and hybrid capacities annually to grow from 4 GW to 15 GW by 2025 & >25 GW by FY 30
- Promote mass adoption of rooftop solar & solar pumps, microgrids, & home automation
- Lead EV charging infrastructure to spur ecosystem
- Adopt practices to become 100% water neutral by 2026
- New age tech & policies to target 100% water positivity by 2050
- Benchmark waste & fly-ash management (100% utilization)
- Zero waste to landfill biodegradable waste by 2026
- Train 10,000 trainers to deliver blended training to 4 lac+ youths
- Build capabilities of 25,000+SHGs
- 30% of outreach to affirmative action-based disadvantaged groups

Clean Capacity - Includes wind, solar, hydro and waste heat gas based capacity

FY 21 ESG Highlights





- Exited Defense business in Oct 2020
- India's Most Sustainable Companies 2020



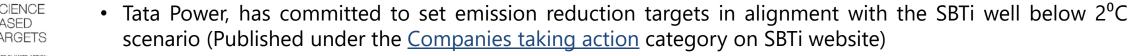






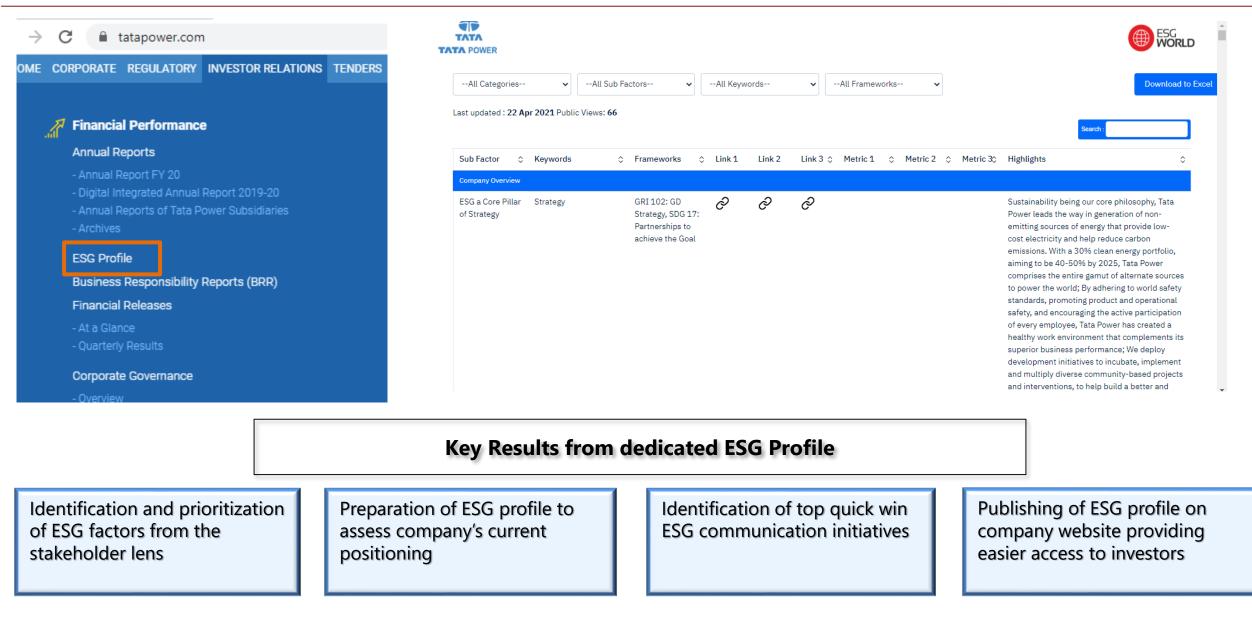
- 'Best ESG Disclosure' Award under the ESG Category Midcap at the IR Society Investor Relations Awards 2020 held jointly with BSE & KPMG
- GOLD award from Institute of Chartered Accountants of India for "Best Financial Reporting" for FY20

- Tata Power ranked 13 out of 200 largest Indian companies by Sustain Labs Paris, France
- Rated A+ on 31 diverse parameters like resource efficiency, social entrepreneurship, financial management, employee well-being, clean revenue and inclusive supply chains
- Tata Power initiated its participation in annual water disclosure campaign of CDP from 2021
- Ranked C (Awareness) with identified action plans to address gaps
- Published on 15th Mar 2021 First SDG Roadmap for Power Utilities published by World Business Council for Sustainable Development (WBCSD)
- Tata Power, the only Indian utility, to co-create the roadmap with 10 other global power companies.

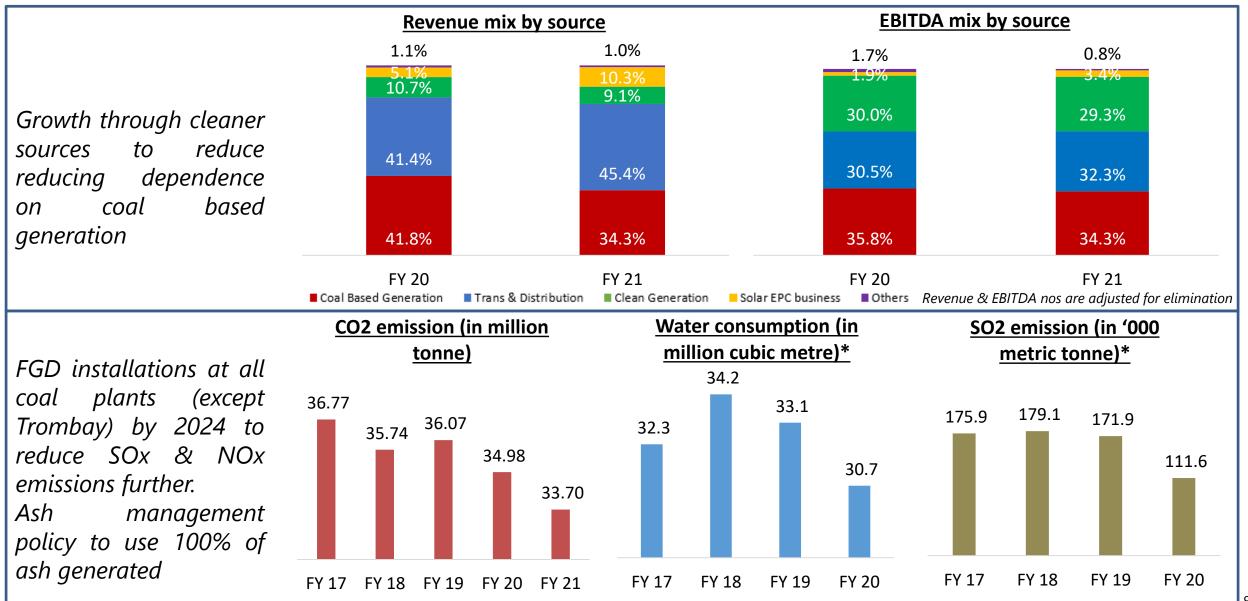




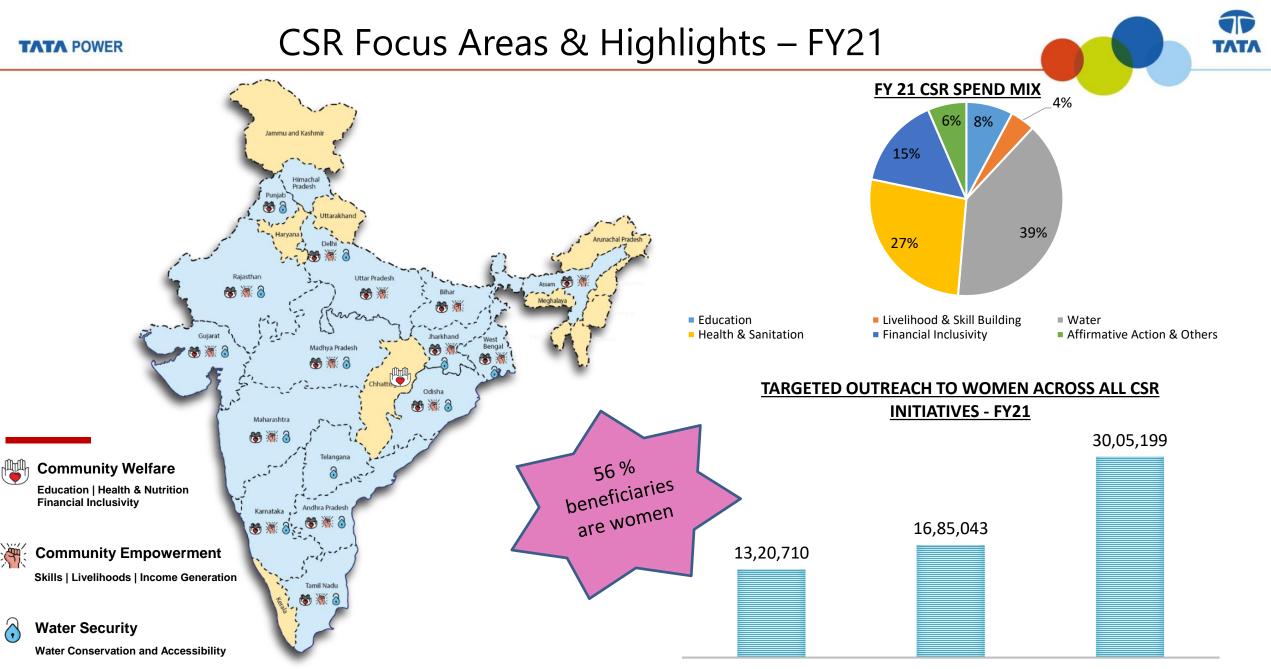
ESG Profile launched: Dedicated ESG information portal







*FY 21 data under verification



Focus on Empowering Women



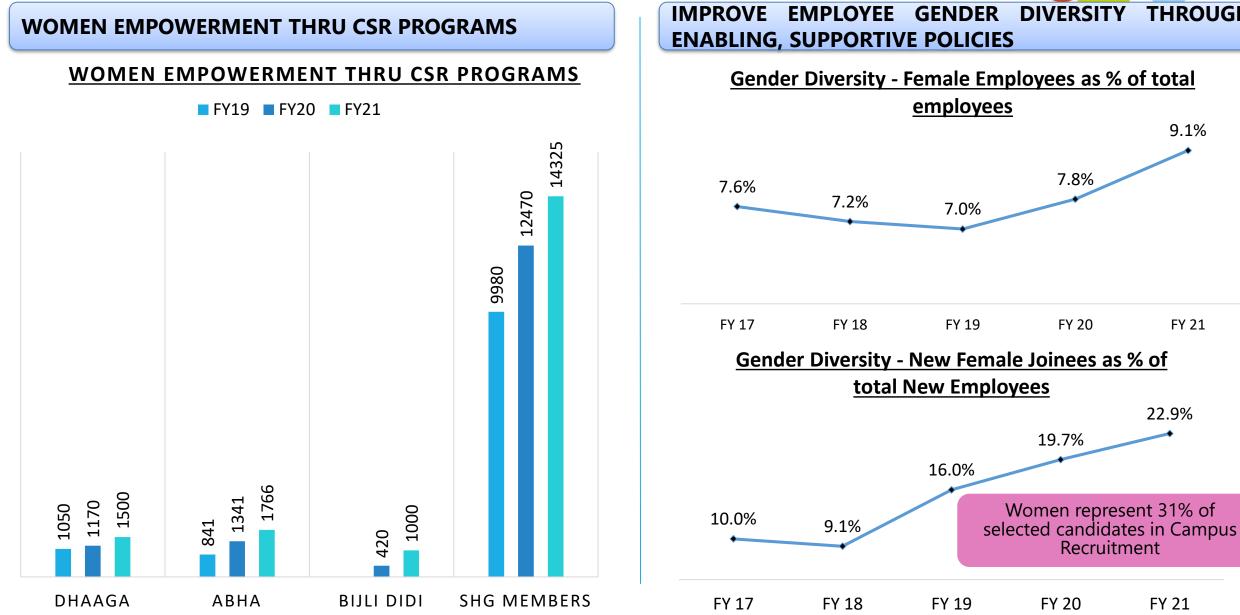
THROUGH

9.1%

FY 21

22.9%

FY 21



Volunteering FY 21 at a Glance





Inauguration of Smart Class rooms at Delhi



Seed balls making at Mumbai



57,257 Volunteering Hrs; covering 1,380 Activities Contributed in FY21



Vaccination Drive at WREL, Gujarat site



Education Excellence support at Maval

COVID-19 Response & Initiatives



Oxygen Support

•Support of **50 Oxygen cylinders** provided in Mulshi and Mangaon

•30 OCs to District Administration, Maithon, 5 at Pratapgarh, 6 at Neemuch, 3 at Prayagraj

•1000+ OCs applied for Odisha

•150 - 200 OC WIP procurement via ACT (other locations)

Resilience Kits

•63 Kits with essential aids, including PPE kits, Herbal immunity boosters, filter-based BSM masks for local Public Health Institutions

•525 Home Support Kits Distributed in Maithon and Jojobera kits

•50 Kits donated with sanitizers and masks in Noida



Response Efforts ongoing across states of Maharashtra, Delhi, Gujarat, Madhya Pradesh, Odisha, West Bengal, Jharkhand, Telangana, Andhra Pradesh, Tamil Nadu, Karnataka, Bihar, Uttar Pradesh, Rajasthan and Punjab; with support being extended to Public Health Facilities across 63 locations

COVID Isolation Centers

•Supported Govt. COVID isolation centre with **100 beds** facility in Maharashtra

•**20 Isolation beds** and medical facility provided through OHC in Prayagraj

•Support provided to arrange beds for COVID positive patients in Mundra

Other Allied Support

- Village sanitization, Awareness drives, vaccination camps in Maithon, Mundra and Ahmednagar
- •10000+ Reusable Mask distribution in Delhi, Trombay, Jojobera
- •100+ volunteers supporting **tele help lines** in Delhi & Odisha



StepOne

WANT TO VOLUNTEER TOWARDS THE FIGHT AGAINST COVID 19?

Different Roles for Volunteering!!

- Telecalling
- Product
- Operations
- Volunteer Success (HR)
 Technology
- Data Sciences/Engineering
- Marketing
- Marketing
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- Network Development and Many More!





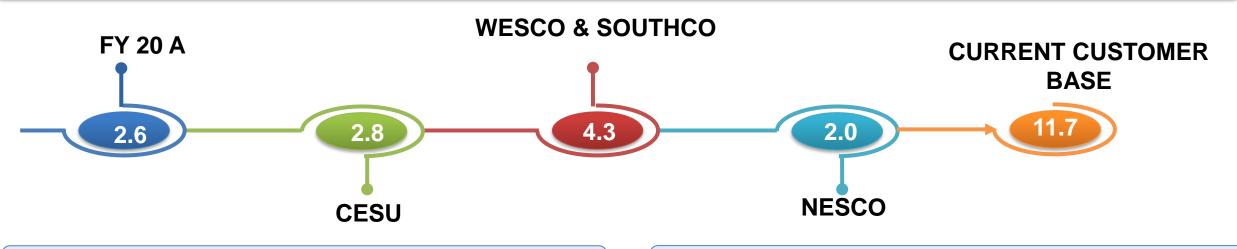
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FY 21 Business Highlights

Tata Power – India's Largest Private Power Distribution Company

~4x growth in Distribution customers in a year

REACHED 11.7 MLN CUSTOMER BASE WITH ACQUISITION OF 4 LICENSE AREAS IN ODISHA



VISIBILITY OF ₹ 9,500 CRORE CAPEX THRU REGULATORY ORDERS

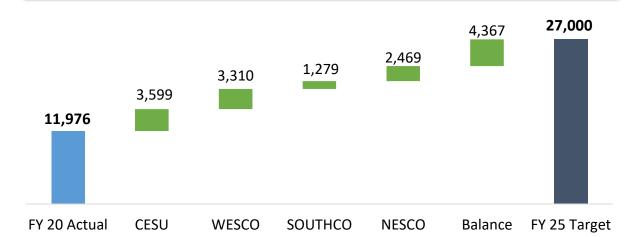
TATA POWER



Note: While all capex nos are as approved for 5 year period, TPDDL number is extrapolated from its FY 21 tariff order and as such the actual regulatory approved capex may change

₹ 10,500 CRORE REVENUE FROM ODISHA LICENSE AREAS

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Note: Revenue of 4 Odisha license is taken for FY 20. Current FY 21 revenue includes $_{16}$ CESU, WESCO & SouthCo for part of the year

TPCODL (CESU) – Green shoots of operational

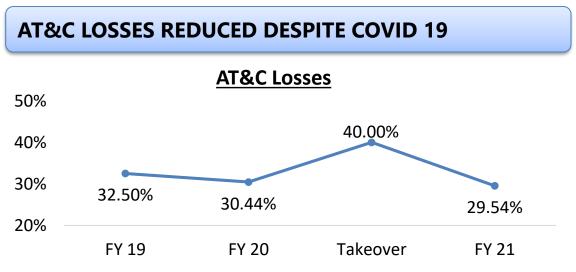
TATA POWER

turnaround

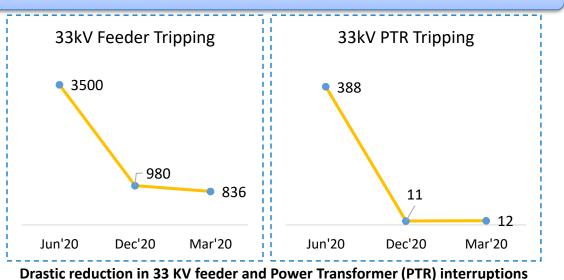


FAST TRACK OPERATIONAL RAMP UP & TECHNOLOGY ADOPTION

- 2.32 lac defective meters replaced
- Change management program on safety for employees started
- 24 * 7 Call Centre and 5 Customer Care Centres launched
- Customers connected digitally thru Connect Consumer App
- Sales channel for Energy efficient appliances launched
- Rooftop Solar Portal launched for subsidized installations



Note: AT&C Losses for Jun 20 - Mar 21 (under Tata Power operations) is 25.54%



FINANCIAL HIGHLIGHTS

- ₹ 132 crore capex in FY21; ramp up targeted in FY 22
- Collection efficiency improved to 99% through dedicated collection programs such as "Gaon Chalo" for on spot complaint redressal & collections and digital payments
- Collected ₹ 177 crore of past recovery thru above programs earning incentives of ₹ 18 crore

Tata Power Solar – Largest integrated Solar EPC company

300 MW Pavagada Project

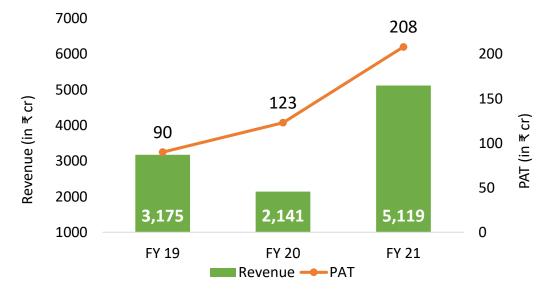
Solar EPC – Focused business areas showing traction TATA POWER

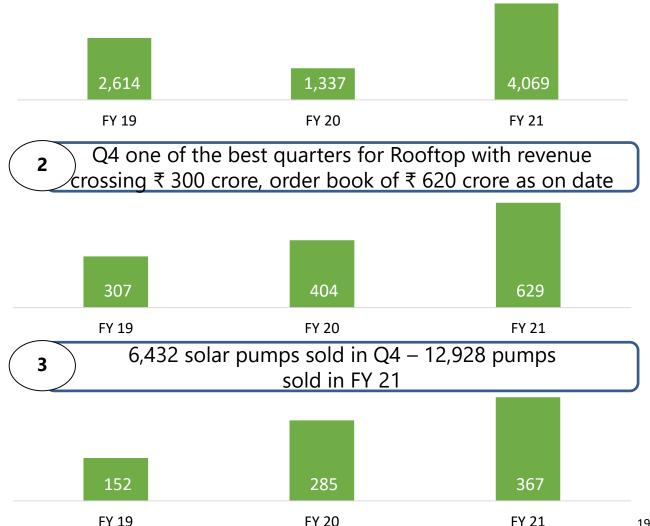


Revenue in ₹ crs

Utility Scale EPC business order book grows with ₹ 2,294 crore new orders in Q4

2.4x REVENUE JUMP IN 1 YEAR FUELLED BY ALL SEGMENTS REGISTERING GROWTH





Note: Solar Pump revenue includes module sales which is a very small share of above revenue

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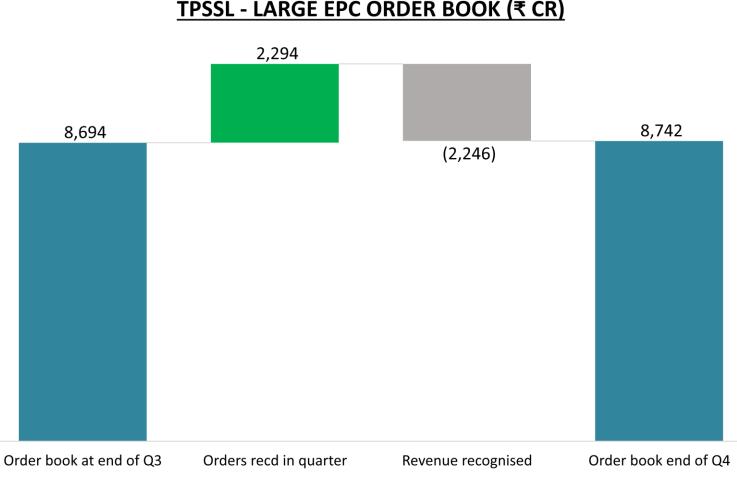


LARGE SOLAR EPC ORDER BOOK

Customer	Capacity (MW)
TPREL	1,314
NTPC	1,100
GIPCL	100
SJVNL	100
GSECL	160
THDC	50
Total Capacity as on 31st Mar 21	2,824
Order Book as on 31st Mar 21 (₹ crore)	8,742

- Ramped up manufacturing of cell from 300 to 530 MW & module from 400 to 580 MW.
- 550 MW EPC orders worth ₹ 2,000 crore with domestic module requirement
- Module supply tightened due to Chinese suppliers seeking renegotiations – alternative supply being evaluated
- Order book expected to be realized over next 12-18 months

ORDERING AS WELL AS EXECUTION PICKS UP MOMENTUM

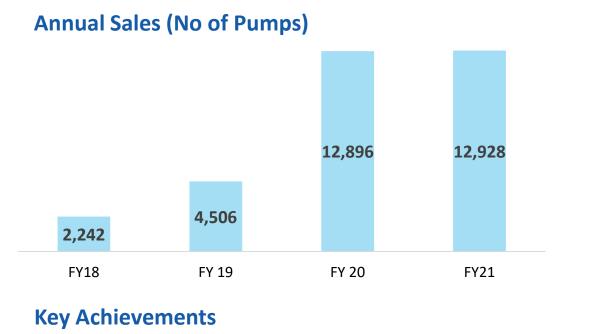


Above numbers are excluding GST. With GST order book at ₹ 9,520 crore

Solar Rooftop – one stop solution for energy & allied

needs ΤΛΤΛ TATA POWER TATA POWER **Rooftop Business YoY Growth Installations (MW)** S TATA POWER SELABOOF Savings up to 750,000 per year erage savings for 5 KW system 175 114 ROOF PAPA KC NAYE DILDAAR 86 65 AMAI BADHAYE TOLL FREE FY 21 FY18 FY 19 FY 20 1800 25 77777 www.tatapowersolarrooftops.com **Key Achievements** Pan-India campaign titled 'SOLAROOF' "Kamai Badhaye ٠ Dildar Banaye" launched to promote rooftop solar to conserve energy, save power costs and protect environment 500+ MW installed, 30,000+ total & 15,000+ residential customers ~40% CAGR (FY18-21) Customizable solutions created for residentials, MSMEs, • SMEs, Commercial and Industrial **₹43 crore Д1 К Total Leads Order Value** Ranked No 1 Solar EPC Pan India network of **1.8** L 5 crore Player for **7 years in a row** 250+ Channel Partners 21 **Digital Impressions** Website Visits

Solar Pumps – Consolidating market share





TATA POWER



TAT reduced by around 50-70%



One of the leading players in Solar Pumps



Digital in Rural

Key Capabilities & Differentiators

> Trusted Brand



 Strategic tie-ups with OEMs



 Established Supply Chain & Standardized Design
 Integrated I&C and BOS model
 Localized SCM with JIT
 Inventory

Superior customer service with on-site warranty

Remote app-based Interface Lowest response and resolution TATs



- Extensive network of 143 trained Channel Partners



Digitization for
 Operational Excellence



Rural Marketing with Innovative Campaigns

Rural Fairs Chaupal Meets Nukkad Nataks Marketing Van ΤΛΤΛ

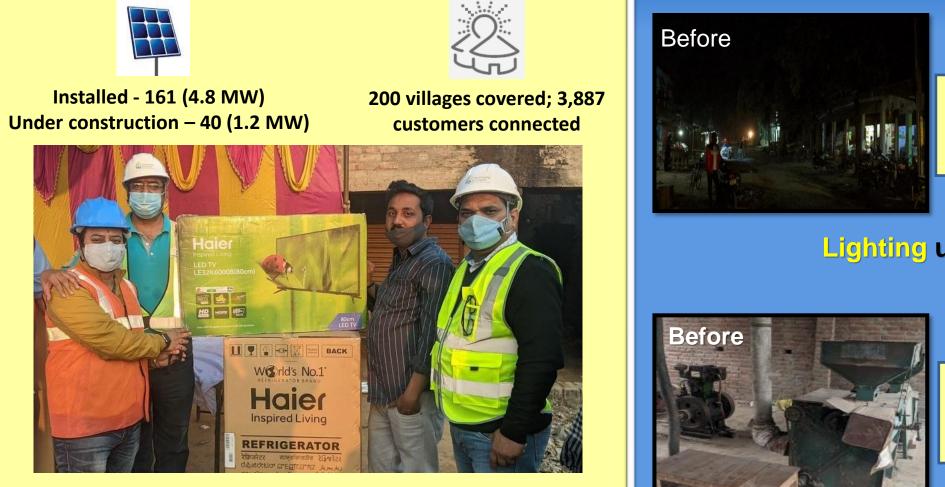
India's largest Microgrid player





Microgrid - Lighting up Lives of Rural Consumers

TATA POWER



Value added service rolled out for Rural Consumers (EMI scheme, Energy Efficient Appliances, MFI linkage for C&I consumers)

Mobile App for Consumers of TPRMG & fully automated payment collection to meter activation system



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Lighting up Villages

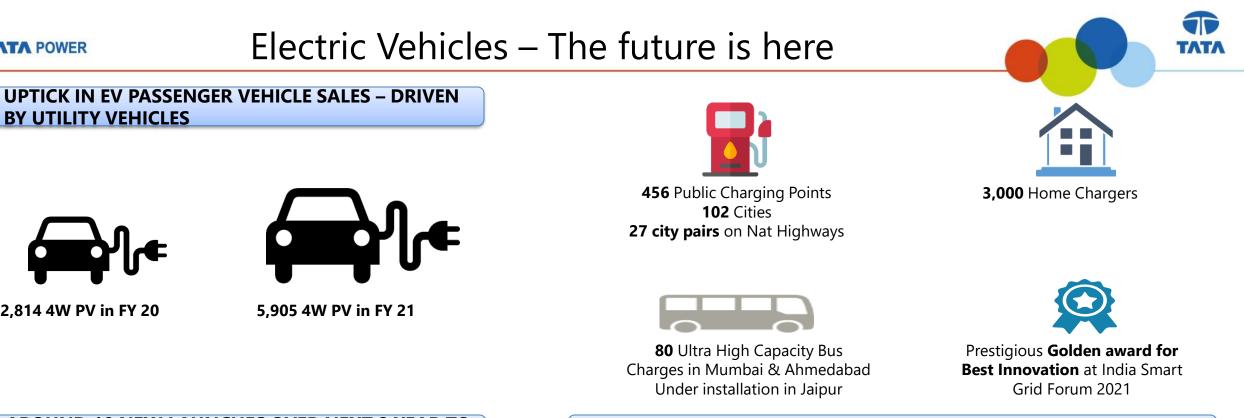




Converting Diesel operated machines to Electrical operated Machines

EZ CHARGE

Tata Power Solar – At forefront of the EV wave



AROUND 10 NEW LAUNCHES OVER NEXT 2 YEAR TO SPUR DEMAND



TATA POWER

BY UTILITY VEHICLES

2.814 4W PV in FY 20

Volvo XC40 Recharge





Jaguar I-Pace **Tata Altroz EV**



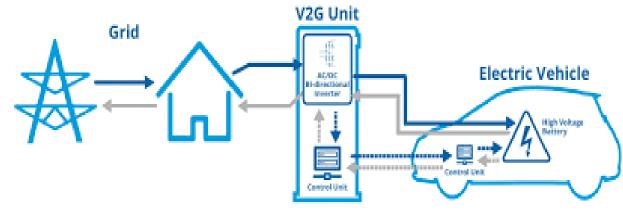


Audi e-tron



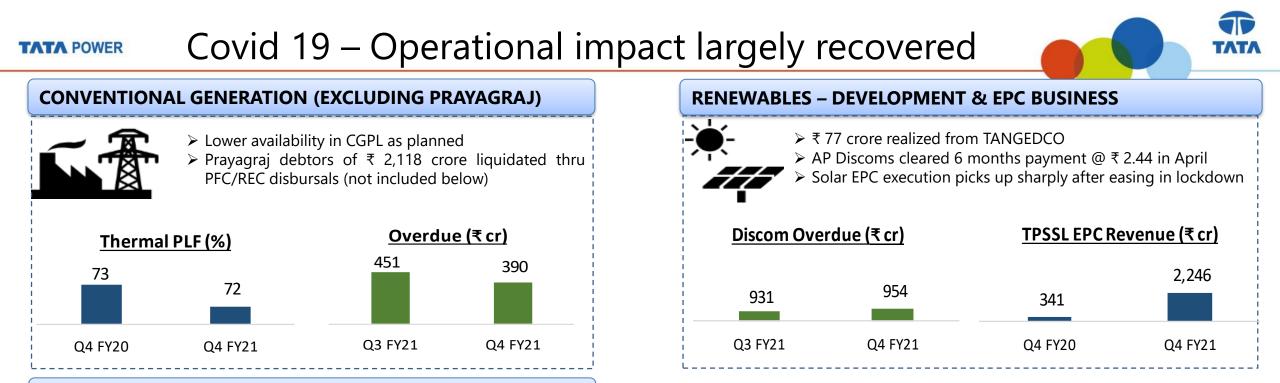
Tesla

BEYOND JUST EV CHARGING – GRID TO VEHICLE



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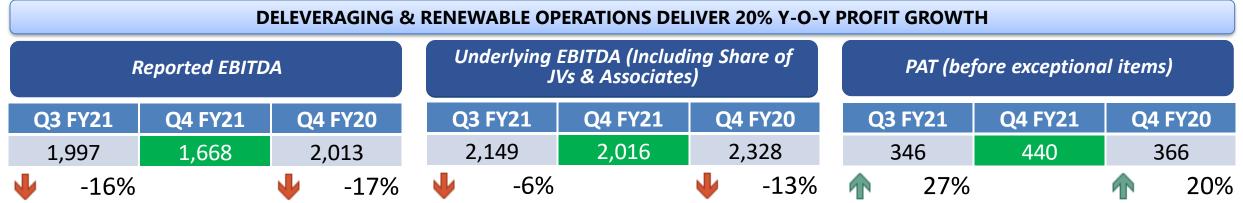
DISTRIBUTION (EXCLUDING ODISHA)

- > Sales (in Mus) has crossed pre-COVID levels with increased industrial activities in large quarter; limited impact seen in April
- > Regulated nature of business has largely protected returns though Regulatory Assets have marginally gone up due to tariff order impact in TPDDL
- > Overdue reduced with increased collection of arrears through various schemes and offers in license areas
- > Distribution capex projects continue to pick up after lockdown was eased



Operational parameters have been compared to Q4 FY20 and financial parameters have been compared to Q3FY21





CGPL & Coa	l Cluster – Net I one offs	Profit before	Re	enewables EBIT	DA		
Q3 FY21	Q4 FY21	Q4 FY20	Q3 FY21	Q4 FY21	Q4 FY20		
76	-27	-67	522 643		558		
			1 23%)	15%		

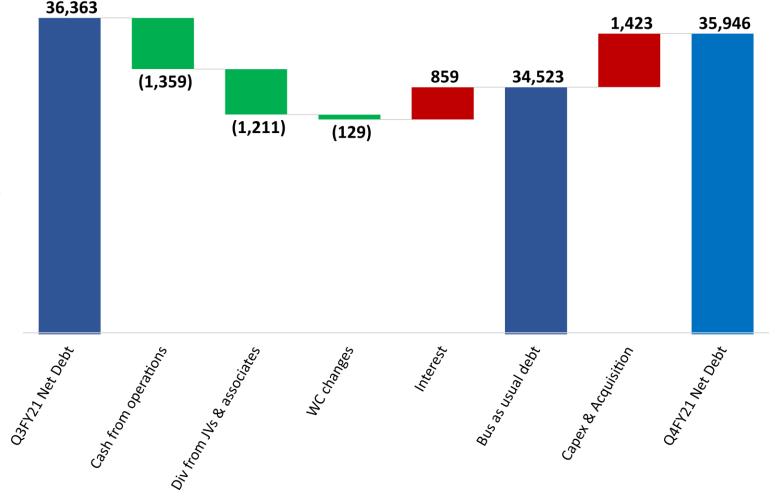
	Receivables		Net External Debt					
Q3 FY21	Q4 FY21	Q4 FY20	Q3 FY21	Q4 FY21	Q4 FY20			
4,925	5,606	4,456	36,363	35,946	43,578			

TATA POWER Balance Sheet made stronger through deleveraging

EQUITY & DIVESTMENT AIDS DEBT REDUCTION

STRONG CASH ACCRUALS FROM BUSINESSES SUSTAIN DEBT





ΤΛΤΛ

Installed Capacity and Pipeline



GENERATION PORTFOLIO ~ 31% CLEAN & GREEN

			Clean &	Clean and Green Break-up					
Business Model	MW	Thermal	Green Total	Hydro	Waste Heat Recovery / BFG	Wind	Solar		
Captive	429	174	255	-	255	-	-		
Merchant	246	-	246	126	120	-	-		
PPA/ Fixed Tariff (Bid/ Others)	4,645	4,338	307	307	-	-	-		
PPA/ Fixed Tariff (Renewables)	2,693	-	2,693	-	-	932	1,762		
Regulated tariff	2,775	2,328	447	447	-	-	-		
Tolling/Fixed Tariff	40	40	-						
Total Capacity w/o Platform	10,828	6,880	3,948	880	375	932	1,762		
Thermal under Platform - PPA based	1,980	1,980	-						
Total Capacity incl Platform	12,808	8,860	3,948	880	375	932	1,762		

CURRENT T&D PORTFOLIO

Transmission	Business Model	СКМ			
Mumbai Transmission	Regulated	1,211			
Powerlinks (JV)	Regulated	2,325			
Total		3,536			
Distribution	Business Model	Consumers in Million			
Mumbai	Dist License	0.7			
Tata Power Delhi Dist Ltd	Dist License	1.8			
TP Central Odisha Dist Ltd	Dist License	2.8			
TP Southern Odisha Dist Ltd	Dist License	2.0			
TP Western Odisha Dist Ltd	Dist License	2.3			
TP Northern Odisha Dist Ltd	Dist License	2.0			
Ajmer	Dist Franchisee	0.2			
Total		11.7			

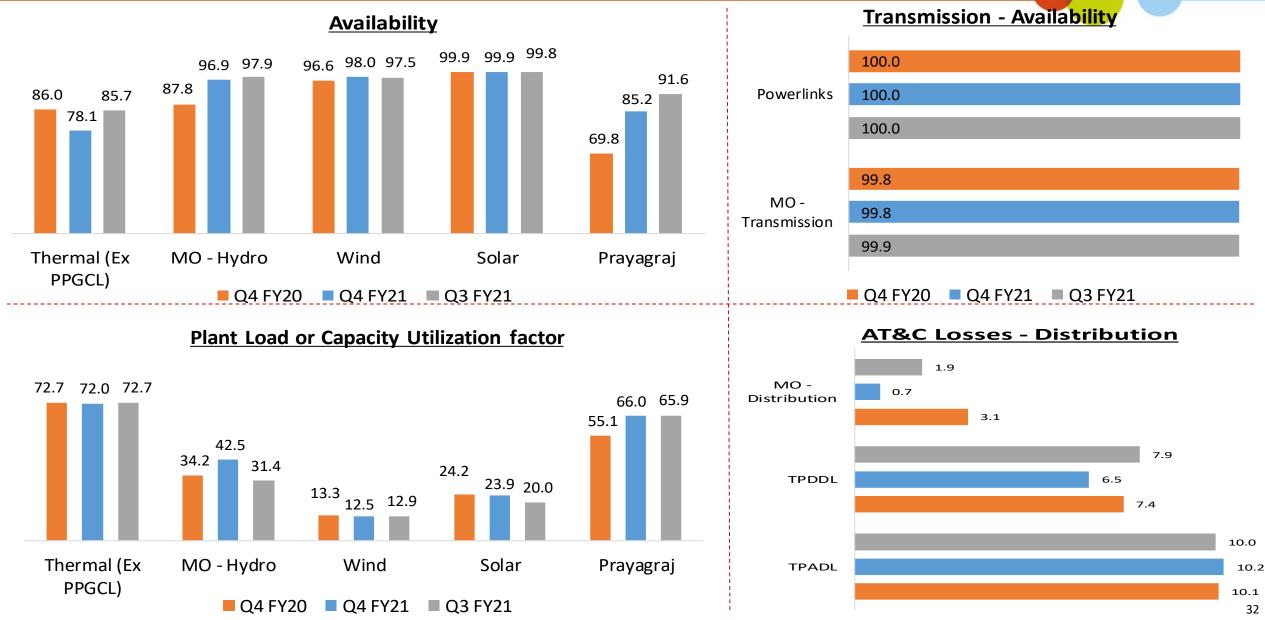
LARGE SOLAR PROJECT DEVELOPMENT PIPELINE

Customer	State	Capacity (MW)
UPNEDA	UP	100
Dholera (GUVNL)	Guj	250
Raghanesda (GUVNL)	Guj	100
Dholera - II	Guj	50
TPC - D	Raj	150
GUVNL 500 MW	Guj	120
MSEDCL	Maha	100
TPC - D (Hybrid)	Raj	225
KSEB	Raj	110
Solapur - IHCL	Maha	10
Solapur - Anand Group	Maha	12
Tata Steel	Jhar	15
GUVNL	Guj	60
Netmagic	Maha	13
Total		1,314

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Operational Highlights





04 FY20

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Financial Results – Q4 FY21

Consolidated Performance – Q4 FY21



Op Income EBITDA^^ ΡΑΤ **Particulars** Q4 FY21 Q4 FY21 Q4 FY20 Q4 FY21 Q4 FY20 Q4 FY20 Consolidated before exceptional items 10,255 6,881 1,668 2,013 440 366 **Standalone & Key Subsidiaries** Tata Power (Standalone) 1,703 1,653 723 587 8 115 CGPL (Mundra UMPP) 38 208 1,653 1.727 (277)(218)MPL (Maithon Power)* 561 660 160 188 115 69 TPDDL (Delhi Discom)** 252 334 121 1.896 1.949 104 **TPTCL** (Power Trading) 31 12 7 32 11 6 Tata Power Solar (Solar Mfg) 2,777 579 185 81 136 51 **TPREL Standalone (Renewable Power)** 245 245 205 216 5 (8)WREL (Renewable Power) 277 313 309 269 88 60 Coal SPVs (Investment Companies) (1) (49)0 0 105 41 **TERPL** (Shipping Co) 193 288 66 102 34 47 TP Central Odisha Dist Ltd (CESU)** 749 (37) (30) --TP Southern Odisha Dist Ltd (SouthCo)** 310 25 22 _ _ _ TP Western Odisha Dist Ltd (WESCO)** 823 26 (1)_ _ _ **TPIPL** (Overseas Investment Co) (11)(2)(12)(5)_ Others 192 168 39 24 (2) (9)11,446 7,612 1,958 2,123 273 148 TOTAL - A Joint Venture and Associates 348 315 -_ -_ 622 **TOTAL - B** 11.446 7,612 1,958 2,123 462 Eliminations# (1, 191)(731) (290)(110)(182)(85) 109 **Exceptional Items** 42 -_ -_ **Discontinued operations** (11)_ _ _ _ _ **TOTAL - C** 475 10.255 6.881 1.668 2.013 481

*TPCL stake-74%; **TPCL stake-51%; ^Tata Projects has been declassified as Asset Held for Sale from Q4FY 20 and PYQ numbers have therefore been restated

Eliminations include inter-company transactions

^^ including other income

Consolidated Performance – FY21



EBITDA^^ ΡΑΤ **Op Income Particulars FY 20 FY 21** FY 20 FY 21 **FY 20** FY 21 Consolidated before exceptional items 33,079 28,948 7,978 8,317 1,424 1,231 **Standalone & Key Subsidiaries** Tata Power (Standalone) 6,480 7.075 927 528 3,366 2,853 6,990 922 (637) (891) CGPL (Mundra UMPP) 7,018 810 MPL (Maithon Power)* 2,503 2,741 699 893 311 338 TPDDL (Delhi Discom)** 7,627 8,570 1,255 1,324 428 414 **TPTCL** (Power Trading) 265 192 53 63 33 41 Tata Power Solar (Solar Mfg) 330 208 5,119 2,141 214 123 **TPREL Standalone (Renewable Power)** 960 917 849 821 21 1 WREL (Renewable Power) 1,189 1,198 1.093 1.092 320 292 Coal SPVs (Investment Companies) 192 (199) (325)0 0 11 **TERPL** (Shipping Co) 1,003 1.086 413 395 287 185 TP Central Odisha Dist Ltd (CESU)** 2,886 118 7 _ _ 22 TP Southern Odisha Dist Ltd (SouthCo)** 310 25 _ _ _ TP Western Odisha Dist Ltd (WESCO)** 823 26 (1) _ _ **TPIPL** (Overseas Investment Co) 9 25 17 0 _ _ Others 768 130 170 (31)8 750 TOTAL - A 36,923 31,688 9.299 8.854 1.697 732 Joint Venture and Associates 873 953 _ _ TOTAL - B 36,923 31,688 9.299 8,854 2,570 1.684 Eliminations# (3, 844)(537) (1, 126)(404)(2,740)(1, 321)**Exceptional Items** 86 14 _ -_ _ **Discontinued operations** (49)(20)_ _ _ TOTAL - C 33,079 28,948 7,978 8,317 1,439 1,316



Particulars	% Share	Op Income		EBITDA		PAT		Op Income		EBITDA		PAT	
		Q4 FY21	Q4 FY20	Q4 FY21	Q4 FY20	Q4 FY21	Q4 FY20	FY 21	FY 20	FY 21	FY 20	FY 21	FY 20
Coal Companies (KPC, BSSR, AGM)	30% / 26%	2,019	1,965	484	377	175	98	7,212	8,152	1,405	1,154	330	434
Coal Infrastructure Companies (NTP)	30%	54	77	87	76	48	29	280	319	286	315	196	192
Powerlinks Trans Ltd	51%	15	16	14	16	15	13	60	47	58	43	52	62
Industrial Energy Ltd	74%	55	58	36	34	21	51	222	223	149	147	83	110
Resurgent Power	26%	243	281	58	65	27	(8)	1,005	281	302	58	100	(20)
Tata Projects **	48%	2,304	1,432	162	123	46	122	5,823	5,106	427	409	60	146
Others JVs (including adjustments)		49	14	64	18	17	9	144	80	147	89	53	29
Total- Joint Ventures		4,738	3,843	906	708	348	315	14,746	14,208	2,774	2,215	873	953

** Tata Projects has been declassfied as Asset held for Sale and all previous period numbers have been restated

Underlying Consolidated EBITDA



Particulars	Q4 FY21	Q4 FY20	Qtr Var	FY21	FY20	YTD Var
Reported EBITDA	1,668	2,013	(345)	7,978	8,317	(339)
Less: PAT of JV Companies	348	315	34	873	953	(79)
KPC	158	79	79	273	362	(90)
BSSR	17	20	(2)	57	72	(15)
Coal Infra	48	29	19	196	192	4
Powerlinks	15	13	2	52	62	(10)
IEL	21	51	(30)	83	110	(27)
Tata Projects	46	122	(76)	60	146	(86)
Resurgent	27	(8)	35	100	(20)	119
Others	16	9	7	53	28	25
Adjusted Business EBITDA	2,016	2,328	(311)	8,851	9,269	(418)

Tata Power (Consolidated) Financial Performance



Particulars	Q4 FY21	Q4 FY20	Qtr Var	FY21	FY20	YTD Var	Quarter Variance Remarks
Operating Income	10,255	6,881	3,374	33,079	28,948	4,131	Increased project execution in TPSSL and Odisha results included post acquisition
Operating Expenses	8,682	5,041	(3,641)	25,540	21,194	(4,347)	Increase in material cost for TPSSL and Odisha results included
Operating Profit	1,573	1,840	(267)	7,539	7,754	(215)	
Other Income	95	173	(78)	439	563	(123)	PYQ included gain from hedging of Cennergi receivables
EBITDA	1,668	2,013	(345)	7,978	8,317	(339)	
Interest cost	890	1,091	200	4,010	4,494	483	Debt repayments in CGPL and interest rate benefits
Depreciation	663	687	24	2,745	2,634	(111)	
PBT before share of JV	114	235	(121)	1,223	1,189	33	
Share of profit of Associates and JV	348	315	34	873	953	(79)	Higher Profit in coal companies due to increased coal prices offset by reversal of deferred tax liabilities on dividend due to change in tax rules in PYQ
PBT after share of JV	463	550	(87)	2,096	2,142	(46)	
Tax Expenses	23	173	150	652	862	210	Reversal of deferred tax liabilities created earlier
Net profit before exceptional & discontinued ops	440	377	63	1,444	1,280	164	
Discontinued operations (Defence) Results	-	(11)	11	(20)	(49)	29	
Net Profit for the Period before exceptional	440	366	74	1,424	1,231	193	
Exceptional item (net of tax)	42	109	(67)	14	86	(71)	PYQ included gain on sale of Cennergi offset by SED impairment & MAT credit reversal due to change in tax regime, CYQ includes deferred tax assets created offset by impairment of SED receivables
Net Profit for the Period *	481	475	7	1,439	1,316	122	

* As per line item 13 in the SEBI Advt



Particulars	Q4 FY21	Q4 FY20	Qtr Var	FY21	FY20	YTD Var	Quarter Variance Remarks
Operating Income	1,703	1,653	50	6,480	7,075	(595)	
Operating Expenses	1,207	1,152	(54)	4,364	4,805	441	
Operating Profit	496	501	(5)	2,117	2,270	(154)	
Other Income	227	86	140	1,249	583	666	Higher dividend income from Trust Energy
EBITDA	723	587	136	3,366	2,853	513	
Interest cost	374	360	(15)	1,519	1,510	(8)	
Depreciation	170	172	2	669	686	17	
PBT	179	55	123	1,178	657	521	
Tax Expenses	63	47	(16)	251	129	(122)	
PAT (before exceptional items)	115	8	107	927	528	399	
Exceptional item (net of tax)	42	(308)	349	14	(331)	345	PYQ included SED impairment, CYQ includes deferred tax assets on standalone wind offset by impairment of SED receivables
PAT for the period	157	(299)	456	942	197	744	
Discontinued operations (Defence) Results	(0)	(11)	11	(20)	(49)	29	
PAT for the period after discontinued operations*	157	(310)	467	921	148	773	

* Line no.11 of advertisement

CGPL : Key Highlights

Particulars	Q4 FY21	Q4 FY20	Variance	FY21	FY20	Variance	Quarter Variance Remark
Generation (MUs)	6,635	6,566	69	26,572	26,495	76	
Sales (MU)	6,134	6,067	67	24,536	24,463	73.1	
Availability (%)	79%	81%	-3%	80%	80%	0%	
PLF (%)	74%	72%	2%	73%	73%	0%	
HBA Coal Index	82.7	64.8	(17.9)	62.2	71.7	9.5	
FOB price of coal (USD/T)	55.2	46.5	(8.7)	47.6	50.3	2.7	
Average GCV of Coal (kcal/kg)	5,477	5,074	404	5,458	5,094	364	
Revenue (₹ /Unit)	2.70	2.85	(0.15)	2.85	2.87	(0.02)	
FOB Fuel under recovery (₹ /Unit)	(0.74)	(0.45)	(0.28)	(0.45)	(0.46)	0.01	Increase in coal cost without corresponding increase in fuel revenue due to time lag in escalation index setting; to be bridged with the half-yearly tariff resetting announced from May
Financials							
Operating Income	1,653	1,727	(73)	6,990	7,018	(28)	Fuel revenue reduced adjusted for prior period coal price fall
Fuel Expenses	1,509	1,406	(103)	5,656	5,728	72	Increase in coal cost
Other Operating Expenses	117	114	(3)	429	496	67	
Operating Profit	27	206	(179)	905	794	111	
Other Income	11	2	9	17	16	1	
EBITDA	38	208	(170)	922	810	112	
Interest & Finance Cost	181	295	113	991	1,179	189	Repayment of long term loans
Depreciation	133	132	(2)	569	521	(48)	
РАТ	(277)	(218)	(58)	(637)	(891)	253	

Coal Business (KPC): Key highlights



Coal Company - KPC	Q4 FY 21	Q3 FY21	Q2 FY21	Q1 FY21	Q4 FY20
Coal Mined (MT)	14.3	15.3	15.0	14.5	14.9
Coal Sold (MT)	14.1	16.0	14.8	14.3	15.0
НВА	82.7	55.5	50.6	58.0	66.6
FOB Revenue (USD/T)*	59.4	43.8	43.8	49.1	53.8
Royalty (USD/T)	8.8	6.1	5.9	6.9	7.5
Net Revenue after royalty (USD/T)	50.7	37.7	37.9	42.1	46.3
Cost of Production (USD/T)	35.6	28.4	31.3	31.9	35.6
COGS (\$/T) - Including Inv Movement	34.0	30.6	30.7	32.3	36.3
Gross Profit (USD/T)	16.6	7.1	7.2	9.9	10.0

• Due to some of the sale tied up on forward contract basis, there is a lag in increase of FOB prices compared to HBA price increase which will catch up in coming quarters.



CGPL	Q4 FY21	Q4 FY20	Qtr Var	FY 21	FY 20	YTD Var
Revenue	1,653	1,727	(74)	6,990	7,018	(28)
EBITDA	38	208	(169)	922	810	112
PAT	(277)	(218)	(58)	(637)	(891)	253

Coal & Infrastructure Business	Q4 FY21	Q4 FY20	Qtr Var	FY 21	FY 20	YTD Var
Revenue	2,115	2,156	(41)	7,693	8,877	(1,184)
EBITDA	688	674	14	2,180	2,115	65
ΡΑΤ	249	227	22	638	505	133
Net PAT	(27)	9	(36)	1	(385)	386

Net PAT (w/o one-offs)	(27)	(67)	40	107	(204)	311

One-offs: Q4 FY20 – Hedging gain on Cennergi sale proceeds and taxes on dividend



Particulars	Q4 FY21	Q4 FY20	Variance	FY21	FY20	Variance Quarter Variance Remarks
Generation (MUs)	1,491	1,669	(178)	6,383	6,488	(105)
Sales (MUs)	1,404	1,551	(147)	5,819	6,348	(529)
Availability (%) (Plant)	70%	89%	-19%	90%	88%	2% Lower availability due to planned overhauling of 1 unit
PLF %	66%	73%	-7%	69%	70%	-1%
Financials						
Operating Income	561	660	(99)	2,503	2,741	(238) Lower generation due to overhauling
Fuel Costs	304	400	96	1,500	1,576	75
Other Operating expenses	103	76	(27)	322	300	(21) Overhauling costs
Operating profit	154	184	(30)	682	866	(184)
Other Income	6	4	2	17	28	(10)
EBITDA	160	188	(28)	699	893	(195)
Interest cost	28	44	17	136	193	57 Prepayment of loans and lower working capital borrowings
Depreciation	62	61	(1)	246	244	(2)
PBT	71	83	(12)	316	456	(140)
Tax	(44)	13	(58)	5	119	(113) Deferred tax liabilities reversal
PAT	115	69	46	311	338	(26)



Particulars	Q4 FY21	Q4 FY20	Variance	FY21	FY20	Variance Quarter Variance Remarks
Purchase (Mus)	1,959	1,793	(166)	8,950	9,752	802
Sales (Mus)	1,847	1,634	213	8,347	9,052	(705)
Revenue Per Unit	9.05	11.31	(2.26)	8.62	9.09	(0.47)
PPC	6.35	7.56	1.21	5.93	6.46	0.53
AT&C losses (%)	6.48%	7.88%	1.39%	6.48%	7.88%	1.39%
Financials						
Income from Operation	1,698	1,875	(177)	7,297	8,331	(1,034) Lower power purchase cost, deferred tax recoverable & tariff order impact
Power Purchase	1,244	1,355	111	5,306	6,300	993
Other Operating Exp.	229	221	(8)	851	832	(19)
Operating Exp.	1,473	1,576	103	6,158	7,132	974
Operating Profit	225	300	(75)	1,139	1,199	(60)
Other Income	27	34	(7)	116	125	(9)
EBITDA	252	334	(82)	1,255	1,324	(69)
Interest/Finance Charge	81	85	4	344	345	
Depreciation	90	86	(3)	354	333	(21)
PBT	81	162	(81)	558	646	(89)
Tax	(40)	58	98	129	232	103 Deferred Tax Asset (reflected in reduction in revenue)
PAT	121	104	17	428	414	14



Key Indicators	Jun-20	Q2 FY 21	Q3 FY 21	Q4 FY 21	FY 21
Purchase (Mus)	776	2,437	1,883	1,866	6,961
Sales (Mus)	580	1,750	1,491	1,405	5,226
Revenue per unit	5.01	5.37	5.48	5.10	5.29
Power Cost per unit	2.86	2.85	2.95	3.01	2.92
YTD AT&C losses (%)	41.0%	38.7%	33.9%	29.5%	29.5%
Financials					
Income from Operation	268	1,022	846	749	2,886
Power Purchase	222	695	555	562	2,034
Other Operating Exp.	90	255	225	210	780
Operating Exp.	312	951	780	772	2,814
Operating Profit	(43)	72	66	(23)	72
Other Income	7	37	16	(14)	46
EBITDA	(36)	109	82	(37)	118
Interest/Finance Charge	4	20	21	(12)	33
Depreciation	2	50	46	(23)	76
PBT	(43)	39	15	(2)	9
Тах	(11)	5	(18)	27	2
РАТ	(32)	34	34	(30)	7

AS 103 has been discontinued with resultant impact of AT&C losses now being directly reflected in the P&L. All prior period reversals have been effected in Q4

TP Southern Odisha Dist Ltd (SouthCo) / TP Western Odisha Dist Ltd (WESCO) – Q4FY 21 Highlights



Key Indicators	TPSODL	TPWODL
Purchase (Mus)	902	2,013
Sales (Mus)	686	1,562
Revenue per unit	5.03	5.52
Power Cost per unit	2.22	3.48
YTD AT&C losses (%)	32.2%	27.0%
Financials		
Income from Operation	310	823
Power Purchase	199	692
Other Operating Exp.	110	134
Operating Exp.	309	826
Operating Profit	1	(3)
Other Income	24	29
EBITDA	25	26
Interest/Finance Charge	5	11
Depreciation	7	16
PBT	13	(1)
Тах	(9)	(0)
PAT	22	(1)

Tata Power Renewable Energy Ltd (Standalone) – Highlights

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Particulars	Q4 FY21	Q4 FY20	Variance	FY21	FY20	Variance	Quarter Variance Remarks
Capacity - Total (MW)	1,146	1,136	10	1,146	1,136	10	
Capacity - Wind (MW)	354	354	-	354	354	-	
Capacity - Solar (MW)	791	781	10	791	781	10	
Generation (MUs)	569	585	(16)	2,210	2,088	122	
Sales (MUs)	561	579	(18)	2,175	2,056	119	
Avg PLF (%) - Solar	27%	28%	-1%	24%	22%	3%	
Avg PLF (%) - Wind	15%	15%	0%	17%	19%	-2%	
Financials							
Operating Income	245	245	(0)	960	917	42	
Operating expenses	47	37	(9)	161	133	(28)	
Operating profit	198	208	(10)	799	784	14	
Other income	7	8	(1)	50	37	14	
EBITDA	205	216	(11)	849	821	28	
Interest cost	109	126	17	466	479	13	Lower interest rate on borrowings
Depreciation	89	102	13	354	340	(15)	
PBT	7	(13)	19	28	2	26	
Tax	2	(5)	(7)	7	1	(6)	
PAT	5	(8)	13	21	1	20	
Exceptional Items	-	(48)	48	-	(48)	48	PYQ - MAT Credit reversal on change in tax regime
PAT after Exceptional Items	5	(56)	61	21	(47)	68	

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Particulars	Q4 FY21	Q4 FY20	Variance	FY21	FY20	Variance	Quarter Variance Remarks
Capacity - Total (MW)	1,010	1,010	-	1,010	1,010	-	
Capacity - Wind (MW)	146	146	-	146	146	-	
Capacity - Solar (MW)	864	864	-	864	864	-	
Generation (MUs)	435	454	(19)	1,659	1,654	4	
Sales (MUs)	432	450	(19)	1,645	1,640	5	
Avg PLF (%) - Solar	21%	21%	0%	19%	19%	0%	
Avg PLF (%) - Wind	15%	18%	-3%	18%	18%	0%	
Financials							
Operating Income	313	309	3	1,189	1,198	(8)	
Operating expenses	51	47	(3)	141	127	(14)	
Operating profit	262	262	(0)	1,048	1,070	(22)	
Other income	15	6	9	44	22	22	
EBITDA	277	269	8	1,093	1,092	0	
Interest cost	87	103	16	391	447	57	Lower interest rate and long term debt refinanced with short term debt
Depreciation	72	80	8	288	295	7	
PBT	118	86	32	414	350	64	
Tax	30	26	(5)	95	58	(37)	
PAT	88	60	28	320	292	28	
Exceptional Items	-	(110)	110	-	(110)	110	PYQ - MAT Credit reversal on change in tax regime
PAT after Exceptional Items	88	(49)	137	320	183	137	



Particulars	Q4 FY21	Q4 FY20	Variance	FY21	FY20	Variance	Quarter Variance Remarks
Operating Income	2,777	579	2,198	5,119	2,141	2,978	
Operating expenses	2,605	516	(2,089)	4,813	1,952	(2,861)	
Operating profit	172	63	109	306	189	117	
Other income	13	18	(5)	24	25	(1)	
EBITDA	185	81	104	330	214	116	
Interest cost	29	7	(22)	81	40	(41)	Higher working capital and forex loss due to rupee depreciation
Depreciation	11	5	(6)	25	18	(7)	Additional capitalization from enhancement of manufacturing capacity
PBT	145	69	76	225	157	68	
Тах	8	17	9	16	34	18	Lower taxes due to deferred tax asset creation
PAT	136	51	85	208	123	86	



		Q4 FY21							
Key indicators	TPREL^	WREL	TPC Wind & Solar Assets*	Others#	Conso Renewables (without EPC)	TPSSL	Conso Renewables (with EPC)	Eliminations	Conso Renewables (with EPC) After Elimination
Capacity (MW)	1,146	1,010	379	158	2,693	-	2,693	-	2,693
Revenue	245	313	46	29	633	2,777	3,410	(718)	2,692
EBITDA	205	277	22	18	522	185	707	(64)	643
PAT	5	88	(5)	(9)	78	136	215	(40)	175
Net Worth	5,051	2,600	215	179	8,045	623	8,669	(2,110)	6,558
Gross Debt	6,016	4,600	379	813	11,807	974	12,781	(702)	12,079
Net Debt	5,975	4,437	379	783	11,574	834	12,408	(702)	11,706

^ TPREL standalone *Tata Power standalone # Tata Power Solar (Chirasthayee Solar Ltd), Indorama, Vagarai & Poolavadi

Note: Inter company transactions within the Renewables Cluster is adjusted through Eliminations. However, transactions with other Companies in Tata Power group are not adjusted in the above Elimination but reflected in the Elimination in Consolidated P&L



	Q4	FY 21	Q4	FY20	F	/21	FY 20	
Key indicators	Conso Renewables (without EPC)	Conso Renewables (with EPC) After Elimination	Conso Renewables (without EPC)	Conso Renewables (with EPC) After Elimination	Conso Renewables (without EPC)	Conso Renewables (with EPC) After Elimination	Conso Renewables (without EPC)	Conso Renewables (with EPC) After Elimination
Capacity (MW)	2,0	593	2,630		2,693		2,630	
Revenue	633	2,692	615	968	2,494	5,888	2,514	3,977
EBITDA	522	643	511	558	2,151	2,352	2,238	2,368
PAT	78	175	21	88	312	447	331	441
Net Worth	8,045	6,558	7,678	6,523	8,045	6,558	7,678	6,523
Gross Debt	11,807	12,079	11,181	11,101	11,807	12,079	11,181	11,101
Net Debt	11,574	11,706	10,860	10,662	11,574	11,706	10,860	10,662

Regulated - Equity and Assets



Particulars	Q4 FY 21	Q3 FY 21	Q2 FY 21	Q1 FY 21	Q4 FY20
Regulated Equity					
Mumbai Operation	4,204	4,042	4,023	4,018	3,952
Jojobera	522	522	522	522	522
Tata Power Delhi Distribution (100%)	1,679	1,633	1,624	1,617	1,541
TP Central Odisha Dist Ltd (100%)	300	300	300	300	-
TP Southern Odisha Dist Ltd (100%)	200	-	-	-	-
TP Western Odisha Dist Ltd (100%)	300	-	-	-	-
Maithon Power Limited (100%)	1,440	1,440	1,440	1,440	1,440
Industrial Energy Limited (100%)	716	716	716	716	716
Powerlinks Transmission (100%)	468	468	467	467	467
Total	9,828	9,120	9,091	9,079	8,638
Regulated Assets (As per financial books)					
Mumbai Operation	1,738	1,504	1,528	1,434	1,383
Tata Power Delhi Distribution (100%)	5,512	5,515	5,406	5,423	5,222
TP Central Odisha Dist Ltd (100%)	345	155	77	(22)	-
TP Southern Odisha Dist Ltd (100%)	48	-	-	-	-
TP Western Odisha Dist Ltd (100%)	(61)	-	-	-	-
Maithon Power Limited (100%)	(227)	(209)	(181)	(155)	(135)
Total	7,354	6,966	6,830	6,680	6,470



PARTICULARS		CONSOLIDATED								
FARTICULARS		Q4 FY 21	Q3 FY 21	Q4 FY 20						
	Rupee	Forex	Total		Total					
Long term	26,988	3,057	30,045	29,240	32,695					
Short term	7,823	613	8,436	9,361	11,844					
Current Maturity of LT	4,690	-	4,690	3,853	3,836					
Total Debt	39,501	3,670	43,171	42,454	48,376					
Less: Cash			6,612	4,498	2,775					
Less: Debt against										
dividend in Coal SPVs			613	1,593	2,023					
Net External Debt			35,946	36,363	43,578					
Equity			25,250	24,445	21,898					
Net Debt to Equity			1.42	1.49	1.99					

		Total	Gross Debt (
Company	31st March	31st Dec	Mar / (Inc) -	31st March	Mar / (Inc) -	Quarterly movement Remarks
	2021	2020	3 months	2020	12 months	
CGPL	4,055	4,079	24	8,797	4,742	
Coal SPVs	3,670	3,982	312	5,162	1,492	
TPDDL	3,326	3,154	(172)	3,451	124	
WREL	4,600	4,478	(122)	5,119	519	Working capital loans
TPREL	5,229	4,551	(678)	5,291	62	Loan drawndown for capex
TPSSL	464	299	(165)	0	(464)	Working capital loans
Maithon	1,778	2,230	452	2,074	295	Repayment of long term loans
Odisha DISCOMs	343	90	(253)	-	(343)	New License areas taken over
TATA Power	19,630	19,480	(150)	17,696	(1,933)	
Others	75	111	35	787	712	
Total Debt	43,171	42,454	(717)	48,376	5,205	

TATA POWER

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