

INVESTOR PRESENTATION - Q3 2017-18

#### PERFORMANCE HIGHLIGHTS

Income Statement – Consolidated (Rs. Cr.)	Q3 2017-18 (Un- audited)	Q3 2016-17 (Un- audited)	YTD 2017- 18 (Un- audited)	YTD 2016- 17 (Un- audited)
Revenue from Operations	2,754.64	2,326.69	8,728.72	7,600.76
Fuel, Power Purchase & Other Material Cost	1650.50	1,442.50	5,305.47	4,907.07
Staff cost and other exp.	310.16	297.87	996.38	929.70
Depreciation and amortisation	270.39	254.65	828.17	736.79
Total Expenditure	2,231.05	1,995.02	7,130.02	6,573.56
Profit before other income, finance cost & exceptional items	523.59	331.67	1,598.70	1,027.20
Other Income	44.30	51.82	164.79	144.01
Finance cost	214.51	261.42	637.72	789.29
Profit before tax	353.38	122.07	1,125.77	381.92
Tax Expense	147.40	14.93	394.90	88.22
Non-Controlling Interest	1.05	0.48	5.51	0.49
Profit After Tax and minority interest	204.93	106.66	725.36	293.21
Other Comprehensive Income (after tax)	1.57	(2.56)	4.08	(11.05)
Total Comprehensive Income (after Tax attributable to owners of the company)	206.50	104.10	729.44	282.16

Note: The figures for the previous periods have been regrouped / recast, wherever necessary, to make them comparable with the figures for the current periods.

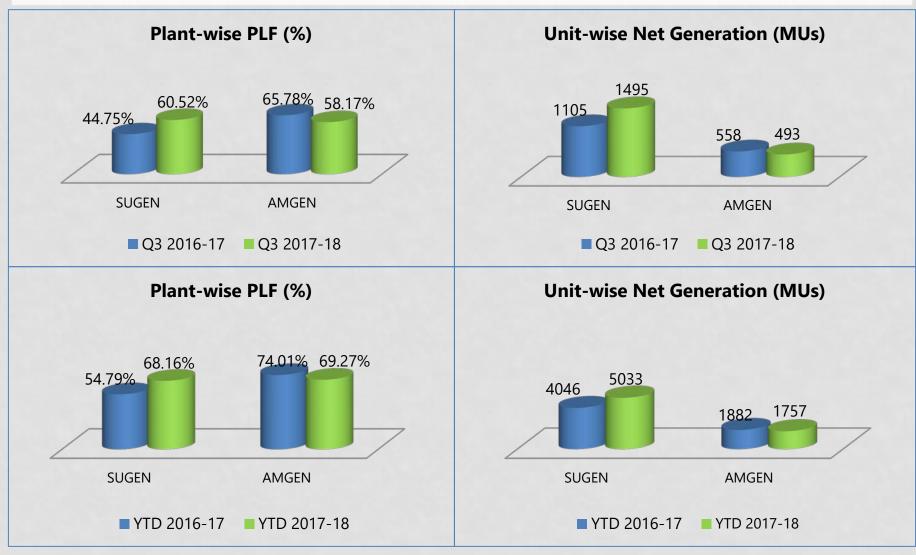
7th Feb, 2018

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The following are the major reasons for variation in Q3 FY 2017-18 results as compared to Q3 FY 2016-17 results:

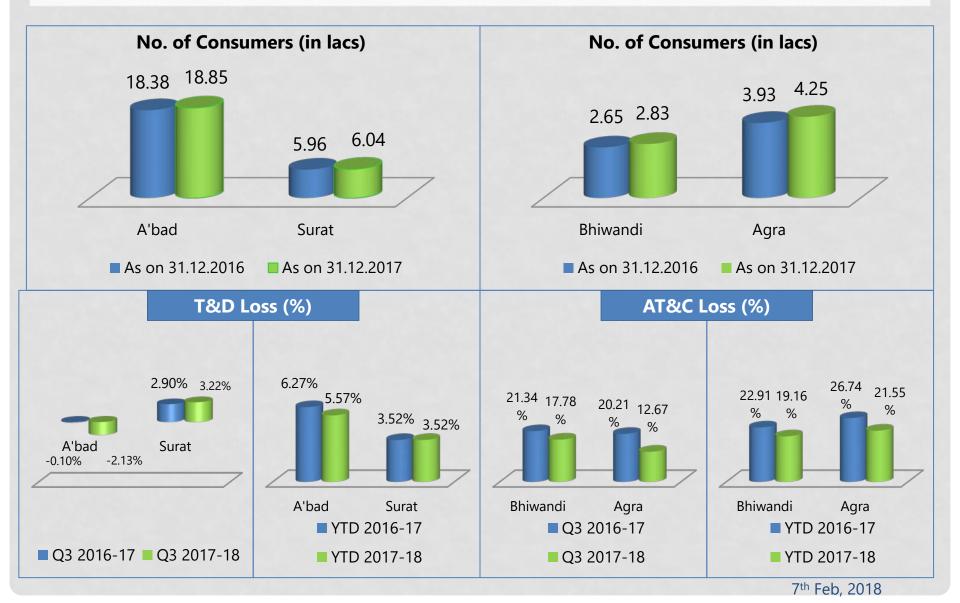
- ☐ Reduction in interest rate of Long Term Borrowings
- ☐ Higher contribution from Regulated Distribution business
- ☐ Improvement in AT&C loss of Distribution Franchisee Business

#### PERFORMANCE HIGHLIGHTS



NIL generation in UNOSUGEN and DGEN in both quarters.

#### PERFORMANCE HIGHLIGHTS





# THANK YOU

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