



Registered Office: Sigapi Achi Building, 18/3 Rukmini Lakshmi pathi Road, Egmore, Chennai – 600 008.
www.orientgreenpower.com

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OGPL reports FY19 Results – Transformation process on track Delivers steady revenue growth amidst challenging macros

Orient Green Power Company Limited (OGPL) a leading independent renewable energy-based power generation company in India has announced its results for the quarter and year ended March 31, 2019.

Delivers steady Financial Performance (All figures in Rs. Lakhs)

	FY19	FY18
Continued Operations:		
Revenue	33,892	39,864
EBITDA	24,648	29,976
EBITDA %	72.7%	75.2%
EBIT	13,274	17,617
EBIT %	39.2%	44.2%
PBT	(3,305)	(3,518)
Loss from Discontinued Operations	(1,546)	(3,428)
Consol PBT	(4,851)	(6,946)

Note:

1. Overall, this has been a subdued wind year resulting in a generation shortfall of 640 lakh units leading to a reduction in operational turnover of Rs.3,369 lakhs.
2. The promoter company has maintained its commitment to the business and waived the group loan interest of Rs.3,306.00 lakhs for the year.
3. It may be noted that the previous year had an exceptional income of Rs.1,560.00 lakhs. Accordingly, the revenue for the comparative period presented is not comparable.
4. Factors like over 95% Grid Evacuation in Tamil Nadu and REC trading at around Rs.1,500 per certificate bode well for the future.

Commenting on the performance, Mr. S. Venkatachalam, MD - OGPL, said: *“FY19 has been a year of consolidation for OGPL - a year wherein we have made steady progress towards consolidating our position in the Wind energy generation business following hiving off of the biomass business. The year has been subdued year with a lower wind availability resulting in a shortfall of 640 lakhs units of power sales. However, despite of this we have reported revenue of Rs.33,892 lakhs and EBITDA of Rs.24,648 lakhs. The promoter have shown their commitment to the business by waiving off Rs.3,306 lakhs interest on promoter’s loan.*

The macro environment continues to improve with high grid availability enabling greater transmission of electricity produced. There is consistent buoyancy in the REC market following stringent regulatory action which has also aided the business by contributing generation revenues worth Rs.2,932.3 lakhs via the REC mechanism. Favorable demand-supply dynamics resulted in most of the certificates getting traded well above their floor prices.

Further, we have also made significant in-roads towards rationalizing our debt. We expect further reduction in our interest outgo following completion of the ongoing discussions with lenders. We have been successful in lowering our debt for five consecutive years and are hopeful that the current measures will help us further improve our cash flow and liquidity position. The interest waiver by the Group has been a helpful move in this regard.

With our 425 MW of wind assets having among the best tariffs in the industry, we believe we are well placed to benefit from the favourable trends and look forward to positive results even in a normal wind year. On the back of a strong platform that is sustainably increasing cash generation and strengthening its balance sheet, we truly believe we are on the path to create significant value for our shareholders”

Performance Update

- **Wind Business – Maintained momentum despite challenges**
 - Wind business performance has been elevated in recent years on the back of improving macros coupled with efforts towards sharpening operational efficiencies.
 - Marked improvement of Grid Availability (95%) in TN – sharp reduction in frequency of grid back down and consistent grid availability is expected to sustain henceforth resulting in sustainably elevated level of evacuation.
 - In addition to enhancement of grid availability there has been an up gradation of transmission infrastructure which has improved the interstate transmission of power generated enhancing the potential addressable market

- **Debt rationalization, stronger balance sheet & improved liquidity profile**
 - Have successfully reduced debt and strengthened balance sheet each year for the last 5 years; now consistently generating cash profit
 - In discussion with bankers to further reduce credit cost & enhance liquidity by extending loan maturities.

- Efforts underway to refinance existing debt to avail of prevailing lower interest rates
- Working towards bringing down average cost of debt from ~13% at present to lower levels.
- **Supportive Parentage – Interest waiver to improve & strengthen liquidity profile**
 - Promoters agreed to waive off the interest expense on the loan infused in the business; Interest waiver amounted to Rs. 3306 lakhs.
 - In line with Group’s strategy of supporting and encouraging portfolio companies to overcome challenging times and emerge as stronger entities in the long run
- **REC has emerged as a credible revenue stream**
 - Stricter enforcement of regulations has resulted in better demand – supply scenario, leading to buoyant REC market
 - Certificates are now getting traded regularly and above their floor price
 - REC trading at Rs.100-Rs.300 above floor price of Rs. 1,000 from Apr ’18 onwards, touched Rs. 1,500 in March ’19.
 - Strong demand for certificates have elevated REC realisations into a reliable revenue stream for the Company.

For further information please contact:

Mr. K.V. Kasturi
Orient Green Power Company Limited
Tel: +91 44 4901 5678
Email: kasturi.kv@orientgreenpower.com

Mayank Vaswani / Suraj Digawalekar
CDR India
Tel: +91 22 6645 1230 / 1219
Email: mayank@cdr-india.com
suraj@cdr-india.com

Safe Harbour

Some of the statements in this press release that are not historical facts are forward-looking statements. These forward-looking statements include our financial and growth projections as well as statements concerning our plans, strategies, intentions and beliefs concerning our business and the markets in which we operate. These statements are based on information currently available to us, and we assume no obligation to update these statements as circumstances change. There are risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. These risks include, but are not limited to, the level of market demand for our services, the highly-competitive market for the types of services that we offer, market conditions that could cause our customers to reduce their spending for our services, our ability to create, acquire and build new businesses and to grow our existing businesses, our ability to attract and retain qualified personnel, currency fluctuations and market conditions in India and elsewhere around the world, and other risks not specifically mentioned herein but those that are common to industry.