Agility Care

Integrity

Excellence

Collaboration

Trust Respect

The Tata Power Company Ltd.

Analyst Call – 9th November, 2015

Disclaimer

Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements”, including those relating to The Tata Power Company Limited’s general business plans and strategy, its future outlook and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in The Tata Power Company Limited’s business, its competitive environment, its ability to implement its strategies and initiatives and respond to technological changes and political, economic, regulatory and social conditions in India.

This presentation does not constitute a prospectus, offering circular or offering memorandum or an offer to acquire any Shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of The Tata Power Company Limited’s Shares. Neither this presentation nor any other documentation or information (or any part thereof) delivered or supplied under or in relation to the Shares shall be deemed to constitute an offer of or an invitation by or on behalf of The Tata Power Company Limited.

The Company, as such, makes no representation or warranty, express or implied, as to, and do not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information or opinions contained herein. The information contained in this presentation, unless otherwise specified is only current as of the date of this presentation. Unless otherwise stated in this document, the information contained herein is based on management information and estimates. The information contained herein is subject to change without notice and past performance is not indicative of future results. The Tata Power Company Limited may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation may not be copied and disseminated in any manner.

THE INFORMATION PRESENTED HERE IS NOT AN OFFER FOR SALE OF ANY EQUITY SHARES OR ANY OTHER SECURITY OF THE TATA POWER COMPANY LIMITED.

Agility

Care

Integrity

Excellence

Collaboration

Trust

Respect

Q2 FY2016 vs. Q2 FY2015
Variance Analysis – Standalone

Q2 FY2016 Operational Highlights – Standalone

	Q2 FY2016	Q2 FY2015	Variance
Gross generation (MUs) up by 4%	3243	3123	120
• Generation in Mumbai Operations (MUs) up by 10%	1987	1814	173
• PY had forced outage of Unit 8			
• Generation outside Mumbai Operations (MUs) down by 4%	1256	1309	(53)
• Lower generation in Haldia & Jojobera			
Sales (MUs)	3548	3484	64
• Sales in Mumbai Operations (MUs) up by 5%	2489	2382	107
• Sales outside Mumbai Operations (MUs) down by 4%	1196	1242	(46)
• Haldia merchant sales (MUs)	166	189	(23)

Q2 FY2016 Financial Highlights – Standalone

(All figs. in Rs Cr)	**Q2 FY2016**	**Q2 FY2015**	**Variance**
Net Revenue up by 2%[1]	1946	1908	37
Other Operating Income up by 23% • Higher due to Belgaum Asset Sale	173	140	33
Cost of Power Purchased down by 8% • Higher purchase in PY due to Unit 8 outage	216	235	(19)
Cost of Fuel down by 2% • Lower fuel prices in CY • Higher operation of Unit 6 in PY due to Unit 8 outage	688	701	(13)
Transmission Charges down by 50% • Impact of MYT order	55	108	(54)
Cost of components consumed up by 25% • Higher execution in SED	63	50	13
Employee Benefits Expense up by 7%	180	168	12
Depreciation and Amortization up by 14% • Due to higher capitalization	166	146	20
Other Expenses down by 5%	237	248	-11

[1] Net Revenue includes Rate Regulated Activities

Q2 FY2016 Financial Highlights – Standalone

(All figs. in Rs Cr)	Q2 FY2016	Q2 FY2015	Variance
Profit from operations before other income, finance cost and tax up by 31%	514	391	123
Other Income (including gain/(loss) on exchange) • Lower forex loss • Lower due to waiver of CGPL interest	160	216	(56)
Profit Before finance cost and tax up by 11%	674	607	67
Finance Cost up by 8% • Impact of increased borrowing	276	256	20
Profit before tax up by 13%	398	351	47
Tax expense • Impact of higher PBT • PY had deferred tax asset	120	45	75
Net profit after tax down by 9%	278	306	(28)

Agility
Care
Integrity
Excellence
Collaboration
Trust
Respect

H1 FY2016 vs. H1 FY2015
Variance Analysis – Standalone

TATA POWER
Lighting up Lives!

H1 FY2016 Operational Highlights – Standalone

	H1 FY2016	H1 FY2015	Variance
Gross generation (MUs) down by 1%	6368	6425	(57)
• Generation in Mumbai Operations (MUs) up by 4%	4040	3900	140
• PY had forced outage of Unit 8			
• Generation outside Mumbai Operations (MUs) down by 8%	2328	2525	(197)
• Lower generation in Haldia & Jojobera			
Sales (MUs)	7052	7262	(210)
• Sales in Mumbai Operations (MUs) down by 1%	5067	5098	(31)
• Sales outside Mumbai Operations (MUs) down by 7%	2213	2391	(178)
• Haldia merchant sales (MUs)	354	404	(51)

H1 FY2016 Financial Highlights – Standalone

(All figs. in Rs Cr)	**H1 FY2016**	**H1 FY2015**	**Variance**
Net Revenue down by 2%[1]	4000	4090	(90)
Other Operating Income up by 9% • Higher due to Belgaum Asset Sale	329	301	28
Cost of Power Purchased down by 8% • Higher purchase in PY due to Unit 8 outage	445	483	(38)
Cost of Fuel down by 21% • Lower fuel prices in CY • Higher operation of Unit 6 in PY due to Unit 8 outage	1366	1717	(352)
Transmission Charges down by 28%	154	215	(61)
Cost of components consumed down by 3%	131	135	(4)
Employee Benefits Expense up by 5%	341	324	16
Depreciation and Amortization up by 15% • Due to higher capitalization	330	287	42
Other Expenses up by 21% • Provision towards investment in domestic coal mines in Q1	522	430	91

[1] Net Revenue includes Rate Regulated Activities

H1 FY2016 Financial Highlights – Standalone

(All figs. in Rs Cr)	**H1 FY2016**	**H1 FY2015**	**Variance**
Profit from operations before other income, finance cost and tax up by 31%	1042	798	244
Other Income (including gain/(loss) on exchange) • Lower due to waiver of CGPL interest Offset by • Lower exchange loss • Interest on delayed payments in MO Transmission in Q1	372	437	(65)
Profit Before finance cost and tax up by 14%	1414	1235	178
Finance Cost up by 22% • Impact of increased borrowing • Interest on delayed payments in MO Distribution in Q1	618	508	110
Profit before tax up by 9%	796	727	68
Tax expense • Impact of higher PBT • PY had deferred tax asset	275	165	110
Net profit after tax down by 7%	521	562	(41)

Q2 FY2016 vs. Q2 FY2015
Variance Analysis – Consolidated

Q2 FY2016 Financial Highlights – Consolidated

(All figs. in Rs Cr)	**Q2 FY2016**	**Q2 FY2015**	**Variance**
Revenue up by 7%[1] • Higher sales volume in TPTCL • Higher sales volume in TPSSL Partly Offset by • Lower coal revenues	9042	8448	593
Cost of power purchased up by 19% • Higher sales volume in TPTCL	2490	2097	393
Cost of fuel down by 2% • Lower in Coal Companies	2106	2140	(34)

[1] Revenue includes Rate Regulated Activities

Q2 FY2016 Financial Highlights – Consolidated

(All figs. in Rs Cr)	**Q2 FY2016**	**Q2 FY2015**	**Variance**
Transmission Charges down by 47% • Reduction in Tata Power standalone as explained earlier	61	117	(55)
Raw Material Consumed up by 99% • Increase in sales volume of Tata Power Solar	288	145	143
Cost of Components up by 25% • Increase in Tata Power standalone as explained earlier	63	50	13
Royalty towards Coal Mining down by 15% • Lower coal realization	224	263	(39)
Coal Processing Charges up by 18% • Higher cost of processing per ton	673	571	102
Employee Benefit Expenses up by 3%	391	379	12
Depreciation/Amortization up by 11% • Increase in Tata Power standalone as explained earlier	595	536	59
Other expenses down by 3%	972	1000	(29)

Q2 FY2016 Financial Highlights – Consolidated

(All figs. in Rs Cr)	**Q2 FY2016**	**Q2 FY2015**	**Variance**
Profit from Operations before other income, finance costs, exceptional items and tax up by 18%	1367	1156	211
Other income (including gain/(loss) on exchange) • Lower forex loss in Tata Power standalone • Lower forex loss in coal companies as against PY	17	(35)	51
Finance cost down by 10% • Impact of refinancing of Coal SPV debt	881	980	(99)
Profit before tax up by 255%	502	141	361
Tax expenses	214	174	40
Net profit/(loss) after tax (before Minority & Share of Associates)	289	(32)	321

Agility
Care
Integrity
Excellence
Collaboration
Trust
Respect

H1 FY2016 vs. H1 FY2015
Variance Analysis – Consolidated

H1 FY2016 Financial Highlights – Consolidated

(All figs. in Rs Cr)	**H1 FY2016**	**H1 FY2015**	**Variance**
Revenue up by 5%[1] • Higher sales volume in TPTCL • Higher sales volume in TPSSL Partly Offset by • Lower coal revenues	18107	17266	840
Cost of power purchased up by 15% • Higher sales volume in TPTCL	4635	4033	602
Cost of fuel down by 10% • Lower in Tata Power standalone as explained earlier • Lower in Coal Companies • Lower in CGPL	4248	4726	(478)

[1] Revenue includes Rate Regulated Activities

H1 FY2016 Financial Highlights – Consolidated

(All figs. in Rs Cr)	H1 FY2016	H1 FY2015	Variance
Transmission Charges down by 25% • Reduction in Tata Power standalone as explained earlier	172	229	(57)
Raw Material Consumed up by 45% • Increase in sales volume of Tata Power Solar	516	356	160
Cost of Components down by 3%	131	135	(4)
Royalty towards Coal Mining down by 12% • Lower coal realization	463	526	(63)
Coal Processing Charges down by 6% • Lower cost of processing per ton	1184	1254	(70)
Employee Benefit Expenses up by 4%	777	750	27
Depreciation/Amortization up by 9% • Increase in Tata Power standalone as explained earlier	1174	1078	96
Other expenses up by 15% • Provision for impairment in domestic coal mines • Tax penalty in KPC	2085	1816	269

H1 FY2016 Financial Highlights – Consolidated

(All figs. in Rs Cr)	H1 FY2016	H1 FY2015	Variance
Profit from Operations before other income, finance costs, exceptional items and tax up by 17%	2799	2388	411
Other income (including gain/(loss) on exchange) • Lower forex loss in Tata Power standalone • Lower forex loss in coal companies as against PY	122	(86)	208
Finance cost down by 7% • Impact of refinancing of Coal SPV debt Partly offset by • Tata Power standalone as explained earlier	1786	1914	(128)
Profit before tax up by 192%	1135	388	747
Tax expenses	524	488	36
Net profit/(loss) after tax (before Minority & Share of Associates)	611	(99)	710

Care
Agility
Integrity
Excellence
Collaboration
Trust
Respect

Subsidiary Performance

Key Subsidiary Performance: Q2 FY2016

All figures in Rs cr

Key Subsidiaries	Op. Income			EBITDA			PAT		
	Q2 FY16	**Q2 FY15**	**Q1 FY16**	**Q2 FY16**	**Q2 FY15**	**Q1 FY16**	**Q2 FY16**	**Q2 FY15**	**Q1 FY16**
CGPL	1403	1267	1487	341	218	320	(74)	(274)	(84)
TPDDL	1745	1787	1612	251	242	299	79	68	113
TPTCL	1549	1056	1440	3	15	15	(2)	8	7
MPL	565	534	576	186	181	190	37	28	37
Tata Power Solar	361	163	300	12	0	18	(13)	(30)	(10)
IEL	99	132	131	14	61	58	(8)	17	24
Powerlinks	58	60	58	58	62	55	28	29	25

- CGPL – Improved performance driven by lower coal price and waiver of interest on sub-debt from Tata Power
- TPSSL - Improved performance driven by higher sales volume
- IEL – Impact of truing up (one time) and provision for water cess

Key Subsidiary Performance: H1 FY2016

All figures in Rs cr

Key Subsidiaries	Op. Income		EBITDA		PAT	
	H1 FY16	**H1 FY15**	**H1 FY16**	**H1 FY15**	**H1 FY16**	**H1 FY15**
CGPL	2890	2696	661	384	(158)	(579)
TPDDL	3357	3446	550	530	193	168
TPTCL	2990	2019	18	29	6	16
MPL	1141	1100	377	353	74	47
Tata Power Solar	659	391	30	0	(22)	(59)
IEL	230	262	72	124	16	(42)
Powerlinks	116	119	113	120	53	56

- CGPL – Improved performance driven by lower coal price and waiver of interest on sub-debt from Tata Power
- TPSSL - Improved performance driven by higher sales volume
- IEL – Impact in Q2 as explained earlier

Care
Agility
Integrity
Excellence
Collaboration
Trust
Respect

Key Information

Q2 FY2016 Key Information

Gross Debt (Rs Cr)	Q2 FY16	Q2 FY15	Q1 FY16
Tata Power standalone	10,868	10,990	11,230
Tata Power consolidated	40,720	41,132	41,680

Equity (Rs Cr)	Q2 FY16	Q2 FY15	Q1 FY16
Tata Power standalone	17,071	16,561	16,826
Tata Power consolidated*	17.867	17,150	17,574

- *Net of impairment of Rs 2650 Cr*
- *Consolidated equity includes minority interest and perpetual debentures*

Coal Companies	Q2 FY16	Q2 FY15	Q1 FY16
Coal Mined (MT)	20.9	19.9	18.8
Coal Sold (MT)	18.5	19.7	20.0
FOB Revenue ($/T)	45.5	54.4	45.9
Net Revenue after royalty ($/T)	39.7	47.3	40.1
COGS ($/T)	32.3	36.2	32.6
Depreciation (USD mn) for 100%	57.8	49.2	57.5

* Till previous quarter, reported Cost of Production did not include inventory movement. The reported numbers this quarter includes inventory movement and is termed as COGS

Regulated Equity (Rs Cr)	Q2 FY16	Q2 FY15	Q1 FY16
TPDDL	1,189	1,115	1,181
Mumbai Operations	3,477	3,140	3,443

Regulatory Asset (Rs Cr)	Q2 FY16	Q2 FY15	Q1 FY16
TPDDL	4,870	4,984	5,172
Mumbai Operations	1,725	1,797	1,891

CGPL	Q2 FY16	Q2 FY15	Q1 FY16
Generation (MUs)	5,969	5,722	6,296
Sales (MU)	5,494	5,265	5,795
Availability (%)	77%	67%	75%
FOB price of coal (USD/T)	48	55	52

MPL	Q2 FY16	Q2 FY15	Q1 FY16
Generation (MUs)	1,713	1,577	1,748
Sales (MUs)	1,599	1,476	1,643
Cost of Coal (Rs/MT)	3094	2877	3098
Availability (%)	86%	76%	91%

“Journey Continues..
We value your inputs, suggestions and critique.”

We take pride in Lighting up Lives!

Website:	www.tatapower.com
Email ID:	investorrelations@tatapower.com
Investor Relations Team	Anand Agarwal Head – Corporate Treasury & IR Tel : +91 22 6717 1332 Shubham Satyarth Group Head – Corporate Treasury & IR Tel +91 22 6717 1312