



August 24, 2017.

BSE Limited
Corporate Relationship Department
1st Floor, New Trading Ring
Rotunda Bldg., P. J. Towers
Dalal Street, Fort
Mumbai – 400 001.
Scrip Code: 500400

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C/1, G Block
Bandra-Kurla Complex
Bandra (East)
Mumbai – 400 051.
Symbol: TATAPOWER EQ

Dear Sirs,

**Tata Power turns around solar business with net sales surging by 52% in FY17
and more than two and a half times in 2 years**

Tata Power Solar Systems Limited (Tata Power Solar), a wholly owned subsidiary of the Company, today announced that the company has witnessed an increase in its net sales by 52% to touch a new height of ₹ 2,262 crore in FY17 as compared to ₹ 1,490 crore in FY16. The company increased its revenue by more than two and a half times in just two years. The profit after tax also increased by 330% during FY17, a remarkable achievement considering the fact that solar EPC is extremely low margin and the pressures faced by the domestic manufacturing sector.

A key strategy that drove this change was shifting from product focus to service focus (EPC). Up until 2012-13, Tata Power Solar core business was manufacturing with a sizable focus on lighting products and some share of thermal products. Subsequently, the company significantly increased focus on EPC, where it had built strong competencies, in a short span of time. The Company became a strong contender in the utility as well as rooftop space and today Tata Power Solar is the leader in EPC for large utility projects. It has also been the biggest rooftop player for 4 years in a row.

The Press Release to be issued by the Company is attached for your ready reference.

Yours faithfully,
For The Tata Power Company Limited

Company Secretary

Encl.

TATA POWER

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Tata Power turns around solar business with net sales surging by 52% in FY17 and more than two and a half times in 2 years

National, August 24th, 2017: Tata Power Solar, India's largest integrated solar company, today announced that the company has witnessed an increase in its net sales by 52% to touch a new height of Rs. 2262 crore in FY17 as compared to Rs. 1490 crore in FY16. The company increased its revenue by more than two and a half times in just two years. The profit after tax also increased by 330% during FY17, a remarkable achievement considering the fact that solar EPC is extremely low margin and the pressures faced by the domestic manufacturing sector.

A key strategy that drove this change was shifting from product focus to service focus (EPC). Up until 2012-13, Tata Power Solar core business was manufacturing with a sizable focus on lighting products and some share of thermal products. Subsequently the company significantly increased focus on EPC, where it had built strong competencies, in a short span of time. The Company became a strong contender in the utility as well as rooftop space and today Tata Power Solar is the leader in EPC for large utility projects. It has also been the biggest rooftop player for 4 years in a row.

Tata Power Solar, in-line with Government's 'Make in India' initiative, made significant expansion and modernization of its cell and module facility in Bengaluru. The second expansion within 2 years doubled the company's module capacity to 400MW, and increased its cell manufacturing capacity to 300MW. The efficiency level of the cells and modules coming out of these lines are among the best in the world.

By bringing together the core strengths in domestic manufacturing from over the last 27 years and EPC services, Tata Power Solar commissioned many major projects in 2016-17, including a 100MW plant under DCR in Andhra Pradesh for NTPC and carry forward a healthy pipeline as EPC for utility scale projects for multinationals as well as central PSU's.

The last financial year saw robust activity in the rooftop segment across all categories especially in institutional & commercial and industrial. The company has commissioned more than 150MW of rooftop projects till date. The focus on efficiency and quality coupled with leveraging technology and innovation has helped the company to implement some challenging projects.

A noteworthy project was the 12 MW solar rooftop project for R.S.S.B. Educational & Environmental Society, which is world's largest rooftop project at a single location. Yet another differentiated project

Tata Power Solar has executed is of 2.68 MW project at Cochin International Airport, which is the largest carport project in India.

Commenting on the achievement, **Mr Anil Sardana, CEO & MD, Tata Power** said, *"Tata Power Solar has a robust business and has demonstrated excellent performance & reported a significant jump in profits. These has led to the company making a considerable amount of net profit in FY17. We are happy that the company has turned profitable within a short span, which is a remarkable achievement. Clean Energy continues to be our key focus whether it is generation or manufacturing business. With a strong pipeline due to enhanced business volumes and efficient operational performance, we are set to achieve the ultimate objective of being the largest integrated player"*.

About Tata Power:

Tata Power is India's largest integrated power company with a growing international presence. The Company together with its subsidiaries and jointly controlled entities has an installed gross generation capacity of 10466 MW and a presence in all the segments of the power sector viz. Fuel Security and Logistics, Generation (thermal, hydro, solar and wind), Transmission, Distribution and Trading. It has successful public-private partnerships in Generation, Transmission and Distribution in India namely "Tata Power Delhi Distribution Limited" with Delhi Government for distribution in North Delhi, 'Powerlinks Transmission Ltd.' with Power Grid Corporation of India Ltd. for evacuation of Power from Tala hydro plant in Bhutan to Delhi and 'Maithon Power Ltd.' with Damodar Valley Corporation for a 1050 MW Mega Power Project at Jharkhand. Tata Power is serving more than 2.6 million distribution consumers in India and has developed the country's first 4000 MW Ultra Mega Power Project at Mundra (Gujarat) based on super-critical technology. It is also one of the largest renewable energy players in India with a clean energy portfolio of 3144 MW. Its international presence includes strategic investments in Indonesia through a 30% stake in the leading coal company PT Kaltim Prima Coal (KPC), 26% stake in mines at PT Baramulti Suksessarana Tbk ("BSSR"); in Singapore through Trust Energy Resources to securitize coal supply and the shipping of coal for its thermal power generation operations; in South Africa through a joint venture called 'Cennerg' to develop projects in sub-Sahara Africa; in Zambia through 50:50 joint venture with ZESCO for 120 MW Hydro which has become operational in 2016; in Georgia through AGL which is a joint venture with Clean Energy, Norway & IFC for development of 187 MW hydro project and in Bhutan through a hydro project in partnership with The Royal Government of Bhutan. With its track record of technology leadership, project execution excellence, world class safety processes, customer care and driving green initiatives, Tata Power is poised for a multi-fold growth and committed to 'lighting up lives' for generations to come". Visit us at: www.tatapower.com

for immediate use

PRESS RELEASE

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