



INVESTOR PRESENTATION



Q2 FY 2018-19

Disclaimer

This information may contain certain forward-looking statements/details in the current scenario, which is extremely dynamic and increasingly fraught with risks and uncertainties. Actual results, performances, achievements or sequence of events may be materially different from the views expressed herein. Investors/shareholders/public are hence cautioned not to place undue reliance on these statements/details, and are advised to conduct their own investigation and analysis of the information contained or referred to in this section before taking any action with regard to their own specific objectives. None of the companies described herein or any of their respective affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of the Materials or their contents or otherwise arising in connection with the Materials. Further, the discussion following herein reflects the perceptions on major issues as on date and the opinions expressed herein are subject to change without notice. The Company undertakes no obligation to publicly update or revise any of the information, opinions or forward-looking statements expressed in this section, consequent to new information, future events or otherwise.

Presentation Outline

Sr. No.	Particulars
1.	Torrent Group
2.	Torrent Power Limited
3.	Overview of Operations : Q2 FY 2018-19
4.	Overview of Upcoming Projects
5.	Investment Rationale
6.	Five Year Trend : Key Financial & Technical Statistics

1. Torrent Group



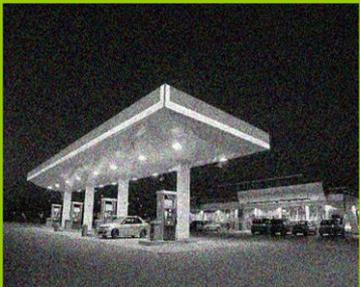
TORRENT PHARMACEUTICALS LIMITED

- A generics pharmaceutical major with strong global footprint
- Ranked in top 10 in Indian pharma market with leading position in niche therapeutic areas
- Largest Indian pharma company in Brazil & Germany



TORRENT POWER LIMITED

- Leading private sector Integrated Power Utility with presence across generation, transmission and distribution
- Lowest distribution losses in the country
- 24 X 7 power supply in licensed areas
- Excellent operational track record with delightful customer service



TORRENT GAS PRIVATE LIMITED

- New business vertical for City Gas Distribution business
- 10 CGD areas won in the 9th Round of Bidding conducted by PNGRB involving project capex of approx. ₹ 9,000 crore over 5 year period.

Turnover \$ 2674 Mn

Enterprise Value \$ 7620 Mn



Spreading smiles Illuminating Lives

Market Cap \$ 5369 Mn

Employees 22,000+



Not just healthcare... Lifecare

Turnover: \$ 904 Mn

Enterprise Value: \$ 4513 Mn

Market Cap: \$ 3831 Mn

Employees: 14500+

Generating Trust. Distributing Opportunities.

Turnover: \$ 1770 Mn

Enterprise Value: \$ 3107 Mn

Market Cap: \$ 1538 Mn

Employees: 7500+

Building a pan-India state-of-art city gas networks in 10 GAs across 6 States

2. Torrent Power Limited



Thermal

- 2730 MW state-of-art gas based power plants
- 362 MW of coal based plant

Solar

- 138 MW operational capacity over 2 projects

Wind

- 430 MW operational capacity over 5 projects
- 942 MW projects under development

Transmission

- 355 kms 400 kV & 128 Kms of 220 KV, double circuit lines to evacuate power from gas based plants

Distribution

- Licensed distribution areas covering Ahmedabad/ Gandhinagar, Surat, Dahej SEZ & Dholera SIR
- Franchised distribution areas covering Bhiwandi & Agra

ASSETS AT A GLANCE

PORTFOLIO OF ASSETS : THERMAL GENERATION

	Sugen	Unosugen	Dgen	Amgen
Capacity	1147.5 MW (3 x 382.5)	382.5 MW (1 x 382.5)	1200 MW (3 x 400)	362 MW (1 x 120 MW, 2 x 121 MW)
Plant Type	Gas-based CCPP	Gas-based CCPP	Gas-based CCPP	Coal Based
Location	Near Surat, Gujarat	Near Surat, Gujarat	Near Bharuch, Gujarat	Ahmedabad, Gujarat
COD	August - 2009	April - 2013	December - 2014	1988
Fuel	Domestic gas & Imported LNG	Imported LNG	Imported LNG	Domestic & Imported Coal
PPA	835 MW for Distribution areas of Ahmedabad / Gandhinagar & Surat, and 75 MW with MP	278 MW for Distribution areas of Ahmedabad / Gandhinagar & Surat (pending approval of Regulator)	No tie up	Embedded generation for licensed areas of Ahmedabad / Gandhinagar
Others	Contracted Storage-cum-Regasification capacity of 1 MTPA with Petronet LNG, Dahej Terminal for 20 years from April 2017			To be phased out by Dec 2022

PORTFOLIO OF ASSETS : RENEWABLE GENERATION

	Solar	Solar	Wind	Wind	Wind	Wind	Wind
Capacity (MW)	51	87	49.6	201.6	60.8	50.4	120
Location	Patan in Gujarat	Adjacent to SUGEN Plant, Gujarat	Lalpur, Jamnagar in Gujarat	Bhuj in Gujarat	Rajkot in Gujarat	Bhavnagar in Gujarat	Gulbarga & Raichur in Karnataka
COD	2015	2016	2012	2017	32 MW commissioned in 2018; 28.8 MW under implementation	27.3 MW commissioned in 2018; 23.1 MW under implementation	2018
Tariff (₹/kWh)	10.03	6.74	4.15	4.19	4.19	4.19	3.74
PPA	FiT with Company's Licensed Distribution business						FiT with GESCOM, Karnataka

PORTFOLIO OF ASSETS : DISTRIBUTION

Particulars	Licensed Distribution			Franchised Distribution				
	Ahmedabad/ Gandhinagar	Surat	Dahej	Bhiwandi	Agra			
Licensed Area	~ 356 sq. km.	~ 52 sq. km.	~ 17 sq. km.	~ 721 sq. km.	~ 221 sq. km.			
Peak Demand	1,832 MW	671 MW	58 MW	576 MVA	443 MVA			
License validity	Till 2025	Till 2028	Till 2034	25 th Jan 2027	31 st March 2030			
Accolades	<ul style="list-style-type: none"> ➤ T&D loss 5.72% during FY 17-18, is amongst the lowest in the country ➤ Substantial distribution network underground ➤ Consumers enjoy enviable power availability of 99.9%, which is among the highest in the country. 			<ul style="list-style-type: none"> ➤ Second Licensee at Dahej SEZ ➤ Minimal Distribution losses ➤ ~ 100% power reliability 		<ul style="list-style-type: none"> ➤ Country's first unique PPP distribution franchisee agreement with MSEDCL, now adopted as a standard model for distribution reforms in the country ➤ Reduction in AT&C losses from 58% at the time of takeover to 17.28% in FY 2017-18 ➤ Reliable power supply & improved customer services 		<ul style="list-style-type: none"> ➤ Reduction in AT&C losses from 58.77% at the time of takeover to 20.89% in FY 2017-18. ➤ Reliable power supply & improved customer services

Awarded distribution license for Dholera Special Industrial Region of ~ 920 sq kms for 25 years.
Company to be a second licensee for the area.

3. Overview of Operations – Q2 FY 2018-19

₹ in Crore

Consolidated	Q2 18-19 (Unaudited)	Q2 17-18 (Unaudited)	% Growth	H1 18-19 (Unaudited)	H1 17-18 (Unaudited)	% Growth	FY 17-18 (Audited)
Revenue from Operations	3,445	2,909	18%	6,973	5,953	17%	11,512
Fuel, Power & Other Material Cost	2,130	1,747		4,563	3,655		7,057
Staff cost and other exp.	328	324		656	665		1,338
EBITDA	987	838	18%	1,754	1,633	7%	3,117
Depreciation and amortisation	304	280		606	558		1,132
Finance cost	225	213		454	423		848
Other Income	44	85		96	120		264
PBT	502	430		790	772		1,401
Tax Expense	88	108		149	248		449
PAT	414	322	29%	641	524	22%	952
OCI (net of tax)	(1)	4		0	3		13
TCI	413	326	27%	641	527	22%	965

Increase in the Total Comprehensive Income for the quarter was driven by:

- ↑ Reduction in T & D loss of regulated & franchised distribution businesses;
- ↑ Improved sales volumes and contribution rates in regulated & franchised distribution businesses;
- ↑ Increased capacity and higher generation due to better wind conditions in Q2 of wind power projects;
- ↓ Recognition of regulatory gap balance on accrual basis effective from 1st April, 2018 (due to change in accounting policy in compliance with new accounting standard Ind AS 115 Revenue from contract with customers);
- ↓ Increase in finance and depreciation costs & decrease in other income due to one-off item in comparative quarter.

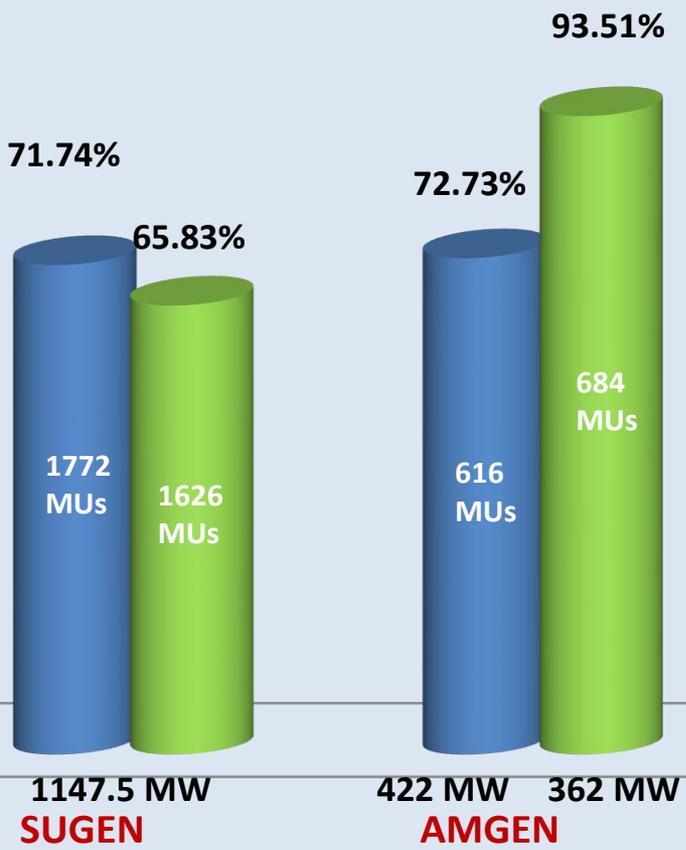
Accounting Policy Changes:

Indian Accounting Standard (Ind AS) 115 “Revenue from Contracts with Customers”, replaces, inter alia, the existing Ind AS 18 “Revenue” and is mandatory for reporting periods beginning on and after 1st April, 2018. The application of Ind AS 115 has impacted the Group’s policy with respect to revenue recognition of licensed electricity distribution business. The Group has applied the Modified Retrospective Approach for transition adjustments. Due to the application of Ind AS 115, retained earnings as at 1st April, 2018 are higher by ₹ 647.12 Crore, while Revenue from Operations and Profit for the quarter ended & six months ended 30th September 2018, are higher by ₹ 73.54 Crore & ₹ 130.33 Crore respectively.

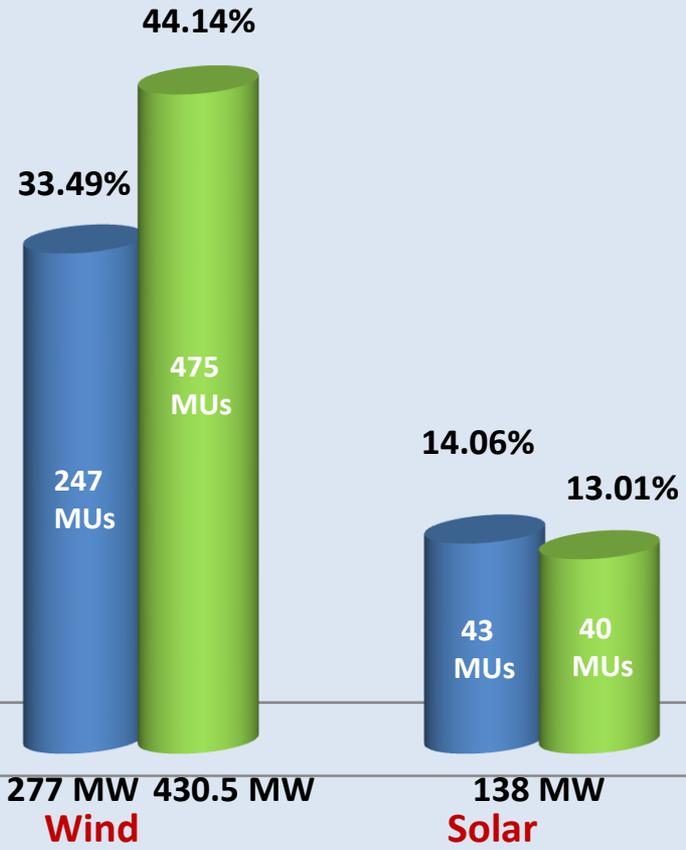
Overview of Operations – Q2 FY 2018-19

(Contd...)

Thermal PLF (%) / MUs Dispatched



Renewable PLF (%) / MUs Dispatched



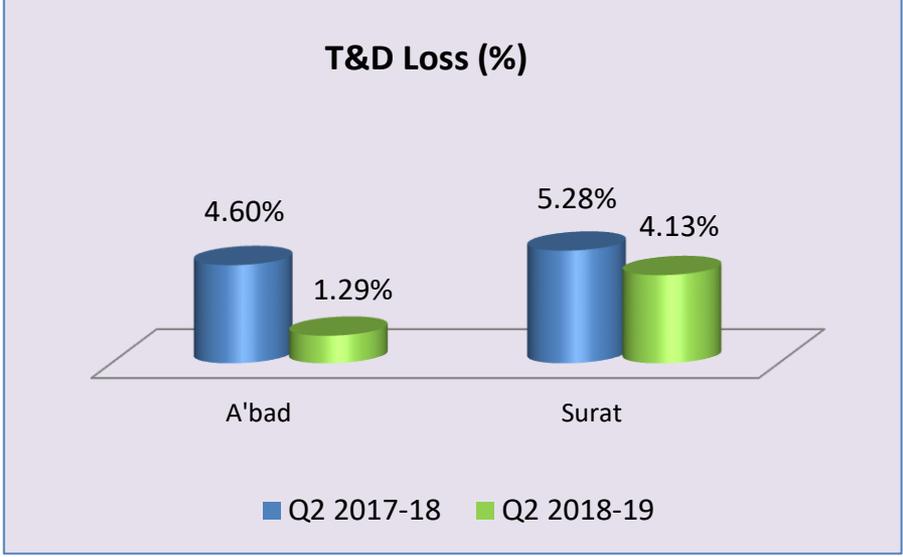
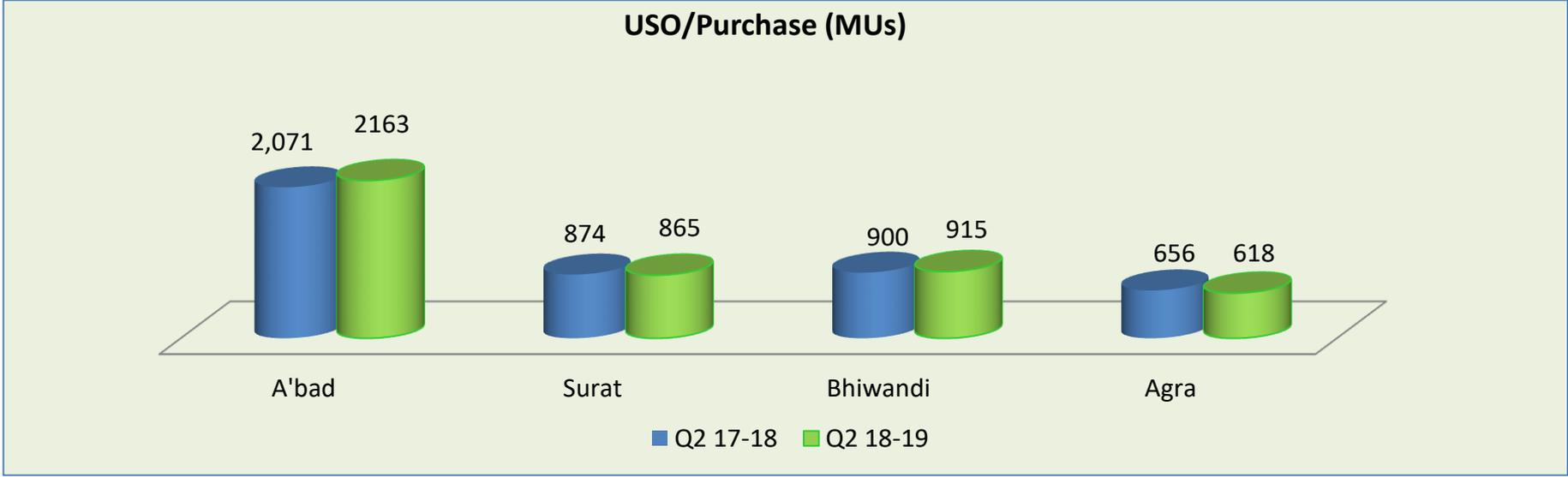
■ Q2 2017-18 ■ Q2 2018-19

■ Q2 2017-18 ■ Q2 2018-19

- NIL generation in UNOSUGEN and DGEN during Q2 17-18 and Q2 18-19
- 60 MW C station of AMGEN plant retired wef 2nd April, 2018.

Overview of Operations – Q2 FY 2018-19

(Contd...)



4. Overview of Wind Projects under Development

Particulars/ Project	SECI I	SECI III	MSEDCL	SECI V
Capacity (In MW)	150	499.8	126	115
SCOD	Oct, 2018*	Nov, 2019	Jan, 2020	18 Months from PPA effective date
Location (District, State)	Kutch, Gujarat	Kutch, Gujarat	Osmanbad, Maharashtra	Kutch, Gujarat
Fixed Tariff (₹/kWh)	3.46	2.44	2.87	2.76
PPA with	PTC	SECI	MSEDCL	SECI (yet to be signed)
Total Cost (₹ in Crore)	1030	3329	918	800
Debt	670	2330	643	560
Equity	360	999	275	240
Debt : Equity	65:35	70:30	70:30	70:30

**SECI has been requested for extension of SCOD by four months (i.e. Feb, 2019)*

5. Investment Rationale

- State of the art gas based plants
- Direct import of LNG at efficient cost
- Low environmental footprint & large quantum of renewables in power system creates a favourable environment for sustainable operations of unutilised gas based capacities
- Expected approval of UNOSUGEN tariff by State Regulator

- Huge growth potential in renewables at returns higher than COE
- Company's right to win : strong project development, O&M & financial capabilities
- Opportunity of flexible generation to sell pooled RTC power [Renewable + Gas] at competitive cost on a long term basis

- Need for a robust grid to support huge increase in renewables capacity presents attractive opportunities for private transmission players
- Robust regulations & limited project risks
- Company's right to win : strong project development & financial capabilities

- Opportunities for private sector considering the endemic inefficiencies of the public distribution sector
- Torrent has a strong distribution platform to take advantage of upcoming Franchisee & privatisation opportunities in distribution sector

Thermal Generation 

Renewable Generation 

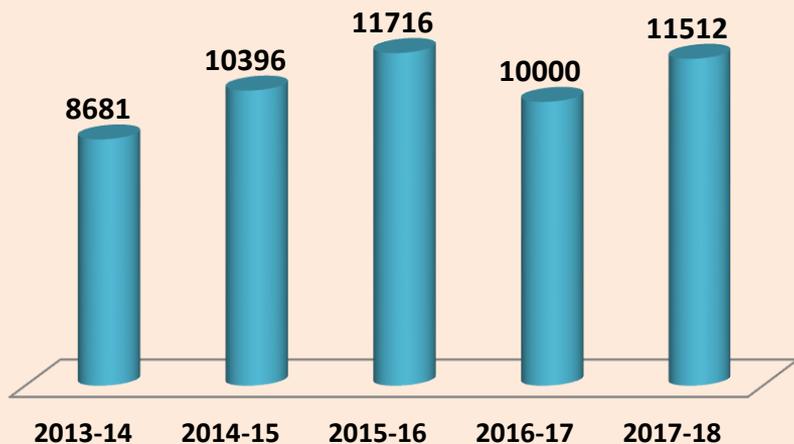
Transmission 

Distribution 



6. Five Year Trend - Key Financial Statistics

Revenues from Operations (₹ Crore)



EBIDTA (₹ Crore)/EBIDTA Margin (%)



PAT (₹ Crore)



Net Worth (₹ Crore)

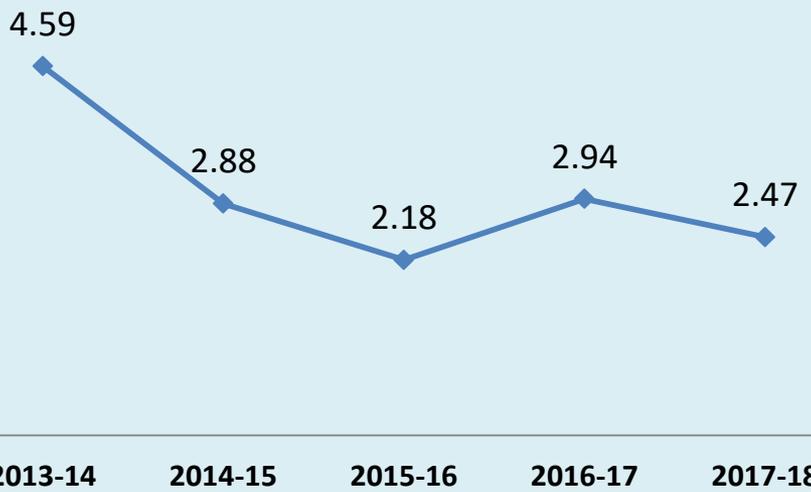


Note: FY 2015-16 onwards Financials are based on IND AS

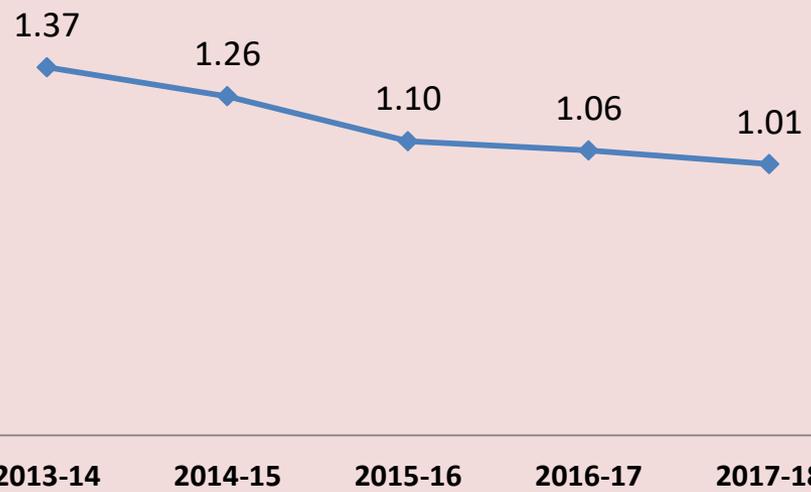
Five Year Trend - Key Financial Statistics

(Contd...)

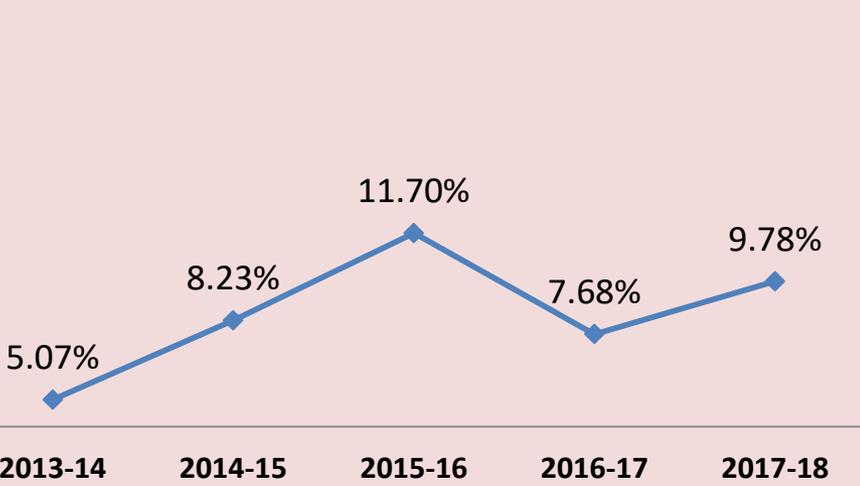
Net Debt / EBITDA



Gearing Ratio



Return on Capital Employed



Return on Network

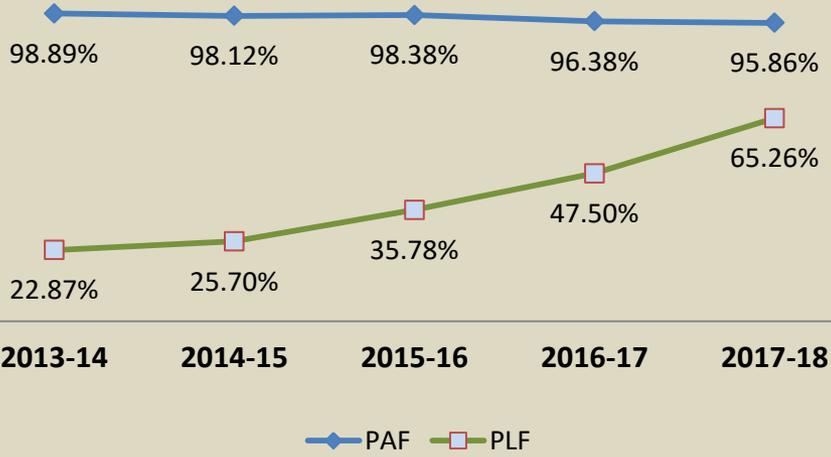


Note: FY 2015-16 onwards Financials are based on IND AS

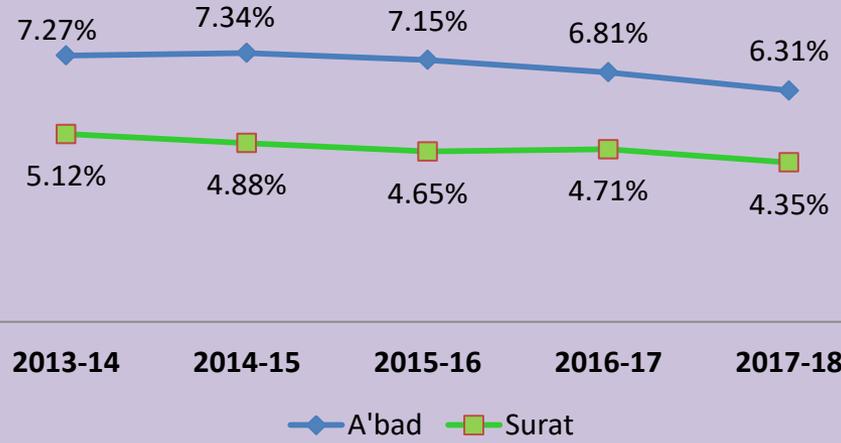
Five Year Trend - Key Technical Statistics

(Contd...)

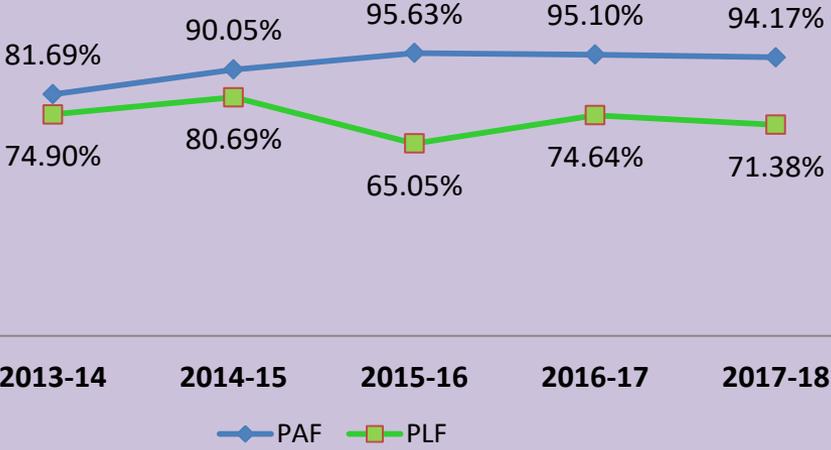
SUGEN PAF-PLF (%)



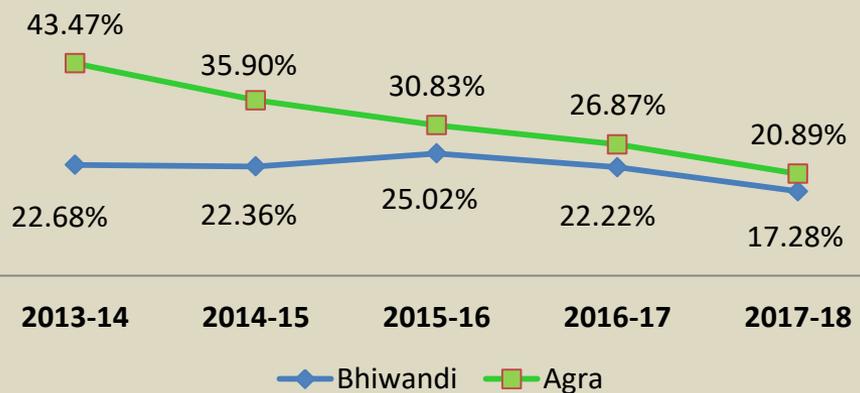
T&D loss (%)

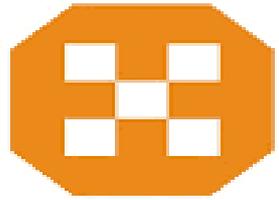


AMGEN PAF-PLF (%)



AT&C loss (%)





torrent

POWER

THANK YOU

Contact details:

Rishi Shah

Torrent Power Limited

“Samanvay”, 600 Tapovan, Ambawadi,

Ahmedabad 380015

Ph. No. (079) 26628473

www.torrentpower.com