



RattanIndia Power Ltd.

(Formerly known as Indiabulls Power Ltd.)

Earnings Update

Q3 FY 2016

Safe Harbor Statement

This document contains certain forward-looking statements based on current expectations of RattanIndia management. Actual results may vary significantly from the forward-looking statements in this document due to various risks and uncertainties. These risks and uncertainties include the effect of economic and political conditions in India, and outside India, volatility in interest rates and in Securities markets, new regulations and government policies that might impact the business of RattanIndia, the general state of the Indian economy and the management's ability to implement the company's strategy. RattanIndia doesn't undertake any obligation to update these forward-looking statements.

This document does not constitute an offer or recommendation to buy or sell any securities of RattanIndia or any of its subsidiaries or associate companies. This document also doesn't constitute an offer or recommendation to buy or sell any financial products offered by RattanIndia.

Investor Contact

Name: Sameer Darji

Landline No: +91 011 66612666

Email: ir@rattanindia.com

Key highlights

Best ever results:

- Highest ever revenue: Rs. 890 cr (**437%** increase over Q3 FY15)
- Highest ever generation: 2,054 MUs (**300%** increase over Q3 FY15)
- Highest ever EBITDA*: Rs. 378 cr (**666%** increase over Q3 FY15)

Year-on-Year: Q3 FY16 vs. Q3 FY15

Particulars	Q3 FY 16	Q3 FY 15	% growth
Revenue (Rs. Cr)	890	166	437%
EBITDA* (Rs. Cr)	378	49	666%
EBIDTA* Margin (%)	43%	31%	38%

Quarter-on-Quarter: Q3 FY16 vs. Q2 FY16

Particulars	Q3 FY 16	Q2 FY 16	% growth
Revenue (Rs. Cr)	890	702	27%
EBITDA* (Rs. Cr)	378	291	30%
EBIDTA* Margin (%)	43%	42%	2%

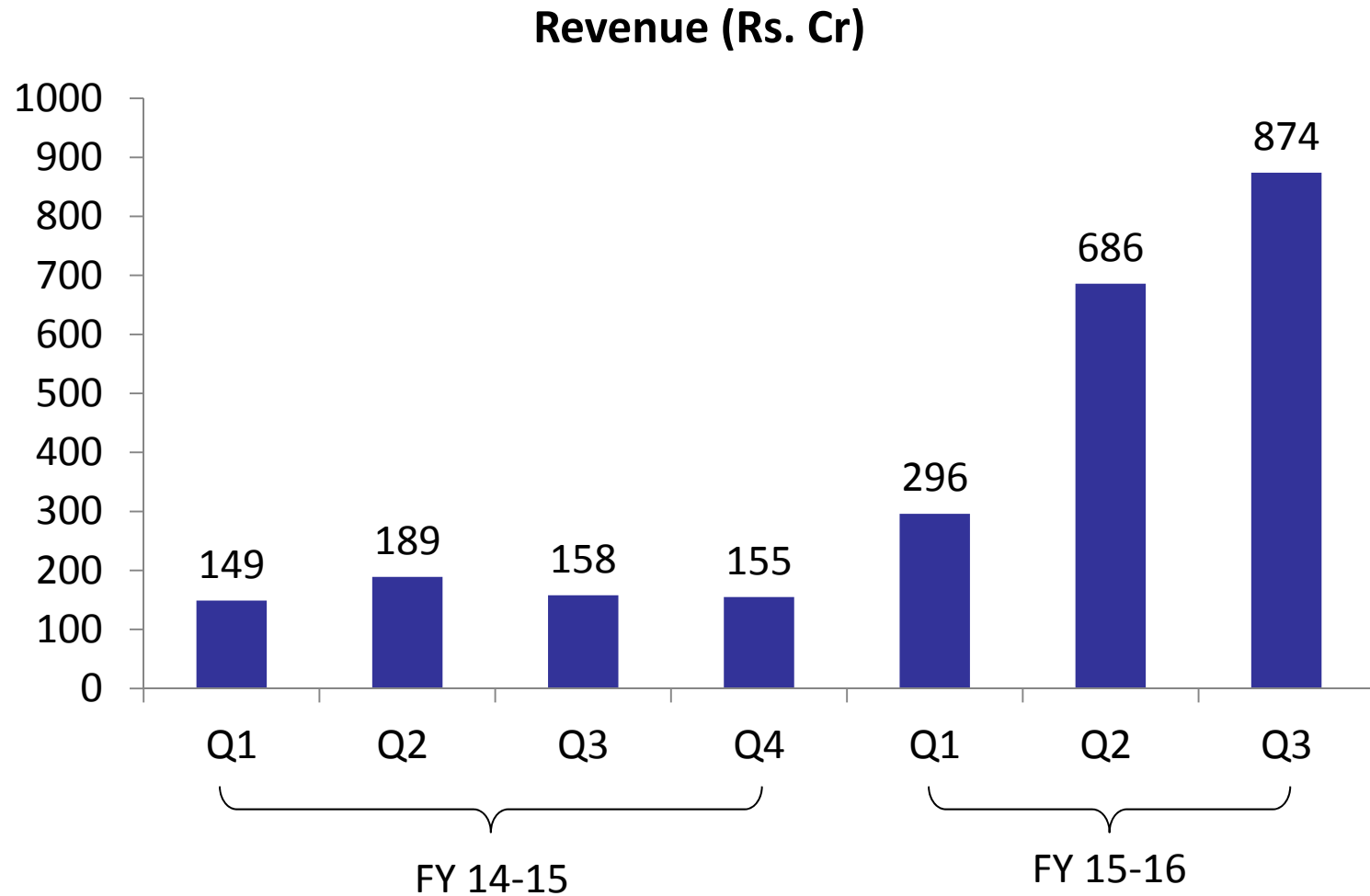
* For Amravati project only

Amravati Project: Standalone Financial Results

Rs. Cr

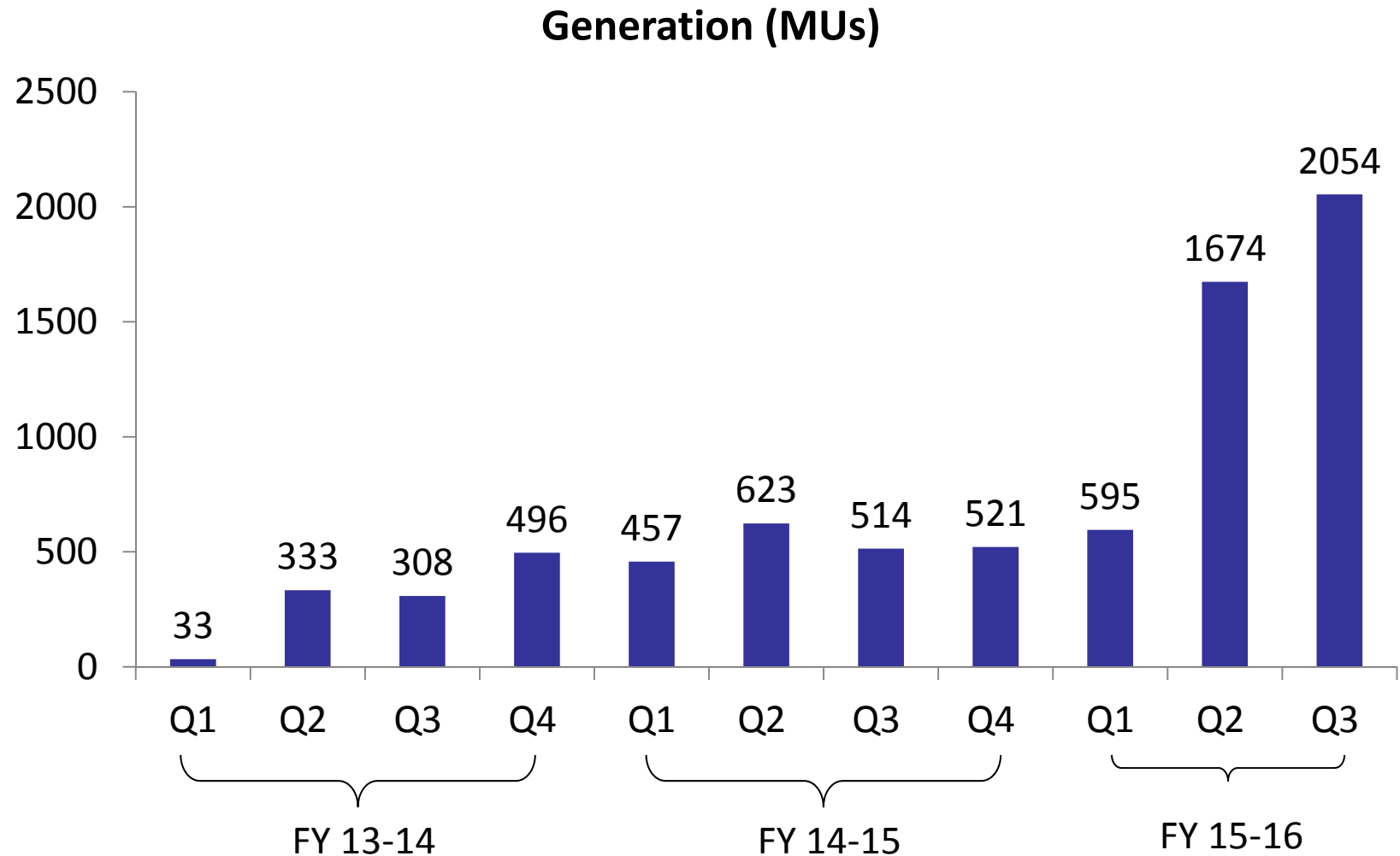
Particulars	Q3 FY 16	Q3 FY 15
Revenue	874	158
EBITDA	378	49
EBITDA Margin (%)	43%	31%
Interest	252	78
Depreciation	74	38
Profit Before Tax (PBT)	52	(67)
Profit After Tax (PAT)	52	(67)
PAT + Depreciation	126	(29)

Amravati Project : Quarterly Revenue

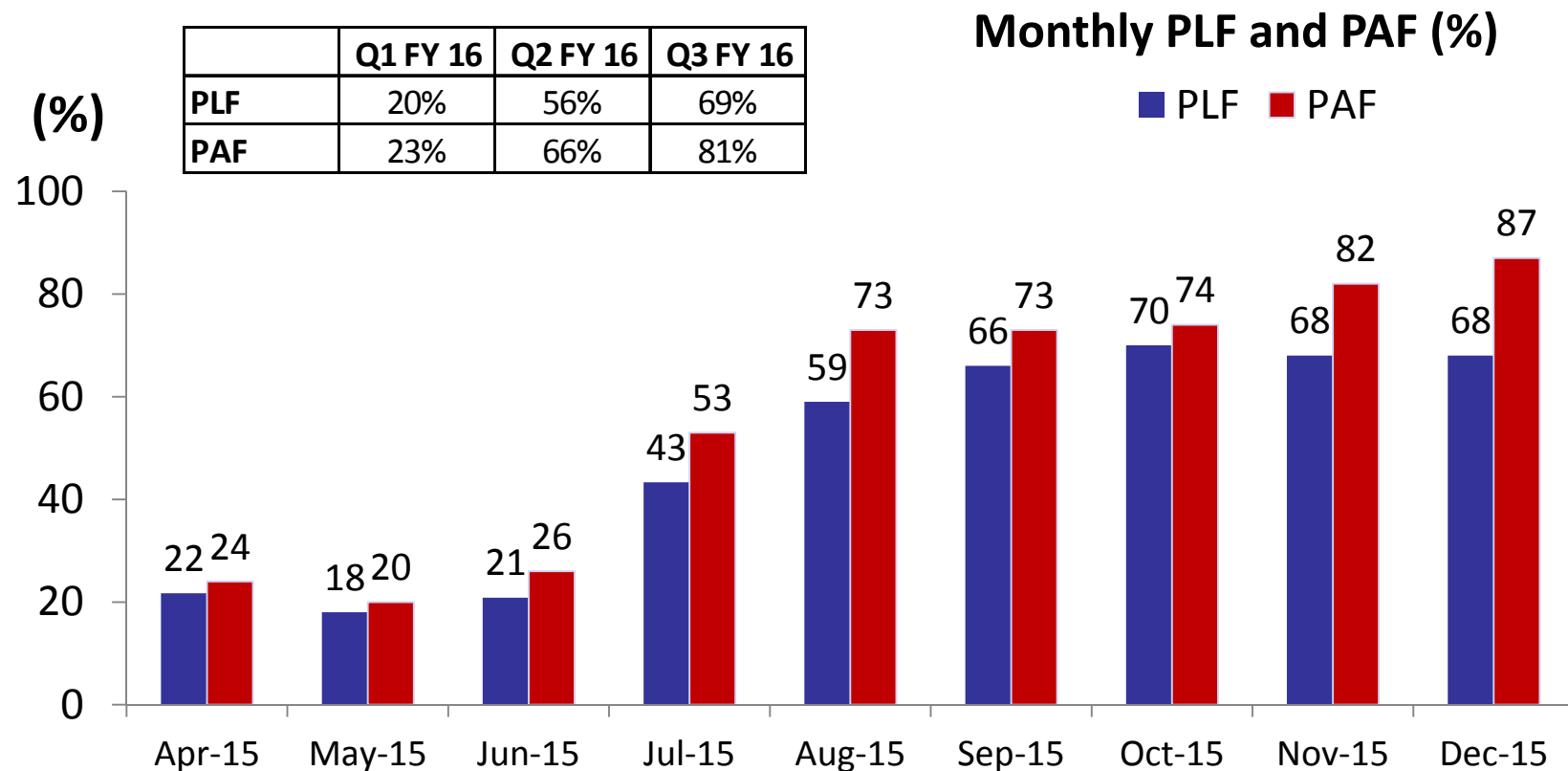


* All figures are for Amravati project only

Amravati Project : Quarterly Generation



Amravati Project : PLF and PAF



- Plant Availability Factor (PAF) less Plant Load Factor (PLF) is the backdown by transmission utility, for which the company is paid capacity charges due to deemed generation.

Amravati Project: Highlights

- **Fuel for Amravati power plant:**
 - Better fuel availability: Increased procurement from alternate sources like imported, e-auction.
 - Rail Siding is fully operational and rakes are now going directly into the plant
- **Concrete action plan for improving financing related cash flows:**
 1. **Tenure: 5/25 approved from majority lenders, average loan tenure being increased from 10 years to 20 years.**
 - a) Average loan tenure on 31st March, 2015: **11.6 years**
 - b) Average loan tenure on 31st December, 2015: **15.0 years**
 - c) Expected average loan tenure on 1st April, 2016: **17.5 years**
 2. **Interest: Lot of headroom is available for reducing cost of debt which is currently 13.4% pa**
 - a) Interest rate of PFC (which has 34% share of total loan) expected to reduce in Q1 FY17 under their new policy of interest rate reduction for commissioned projects after 1 year of COD
 - b) Refinancing planned for Q1 FY17 (after 1 year of COD) to further reduce interest rate

Huge positive developments for power sector

Recent path breaking reforms for power sector:

1. **UDAY: Ujwal DISCOM Assurance Yojana**

Govt. of India has approved UDAY scheme to improve financial health of Discoms thereby directly addressing the biggest reason for woes of power sector.

2. **Amended National Tariff Policy**

Govt. of India has introduced another major reform by amending the National Tariff Policy on 28th Jan, 2016 which will lead to further improvement of power sector in the country.

Huge positive for power sector - UDAY

UDAY scheme:

- **15 states have already agreed to join UDAY which shows that it has been widely accepted.**
- **Benefits to DISCOMs**
 - 75% of debt will be taken over by States through issuance of bonds at sub 9% cost
 - Balance debt from bank will be at their base rate + not more than 0.10% e.g. SBI will charge max 9.40% (SBI base rate 9.30% + 0.10%)
- **Key milestones to be met by DISCOMs by 2018-19:**
 - Reduce average AT&C loss from around 22% to 15%
 - Eliminate the gap between Average Revenue Realized (ARR) & Average Cost of Supply (ACS)

Impact

Overall ecosystem of Power business expected to improve tremendously due to permanent solution of Discoms financial health which will help them procure more power for consumers and make timely payments to generators

Huge positive for power sector – Amended National Tariff Policy

Key Amendment – having immediate impact on us:

- Pass-through of imported/e-auction coal bought against shortfall in linkage coal supply by Coal India Ltd. has been incorporated in the National Tariff Policy

Impact

This further adds weight to our case for claiming pass-through of extra cost of coal imported in lieu of shortfall in CIL linkage coal supplies. Our case is being fought at APTEL. Key strengths of our case are:

- a) Order of Govt. of India of July, 2013 allowing pass-through of extra cost of imported coal in lieu of shortfall in coal from CIL.
- b) Favourable MERC order dated 15th July, 2014
- c) The aforesaid amendment in National Tariff Policy.



Thank you
