

RattanIndia

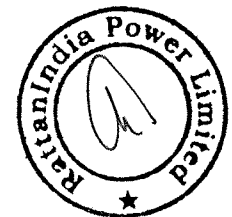
# RattanIndia Power Ltd.

(Formerly known as Indiabulls Power Ltd.)

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Earnings Update

Q3 FY 2017



# Safe Harbor Statement

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*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.*

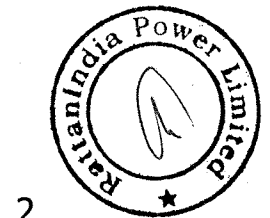
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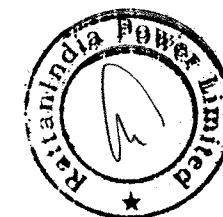


# Amravati Project: Standalone Financial Results

*Figures in Rs Crores*

Particulars	Q3 FY17	Q3 FY16
Revenue	347	821
EBITDA	242	325
EBITDA Margin (%)	70%	40%
Interest	249	255
Depreciation	53	74
Profit Before Tax	(60)	(4)
Profit After Tax	(60)	(4)
PAT + Depreciation	(7)	70
PAT + Depreciation + Straightlining of Capacity Charges*	51	129

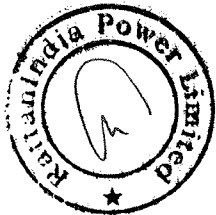
\* Due to straightlining of capacity charges over the PPA period under IND AS, Rs. 58 Crs. revenue billed but not considered in P&L and reserve created for future adjustment. Without this adjustment, profit would be higher by Rs. 58 Cr.



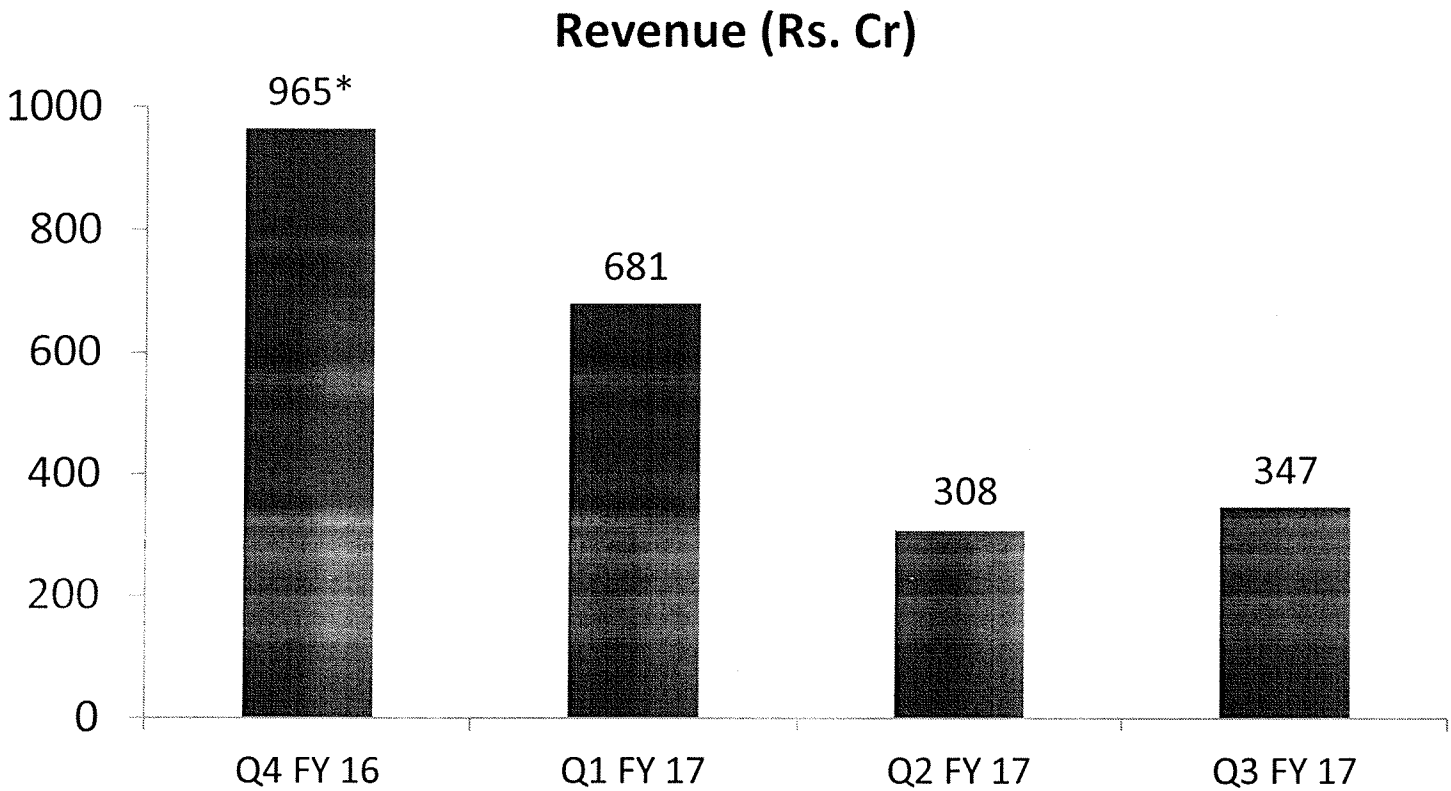
# Reconciliation with Indian GAAP

Effective 1<sup>st</sup> April 2016, companies are following IND AS  
 Reconciliation with Indian GAAP followed until 31st March 2016

		Rs. Cr	
Sr. No.	Particulars	Quarter Ended	
		31-12-16	31-12-15
	<b>Profit/ (Loss) after tax as reported under previous GAAP</b>	<b>(9.33)</b>	<b>51.93</b>
i.	Financial assets and liabilities accounted for at fair value at inception, and subsequently at amortised cost	9.21	1.31
ii.	Arrangements in respect of generation assets considered as operating lease and straight lining income on such operating leases	(58.32)	(58.48)
iii.	Actuarial gain/loss	-	-
iv.	Reclassification of foreign exchange gains on loan to foreign subsidiary	(1.07)	1.01
	<b>Loss after tax under Ind AS</b>	<b>(59.51)</b>	<b>(4.23)</b>
v.	Other Comprehensive Income/ Expenses (net of tax)	0.00	-
	<b>Total Comprehensive Loss under Ind AS</b>	<b>(59.51)</b>	<b>(4.23)</b>

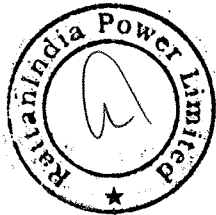


# Amravati Project: Quarterly Revenue



• All figures are for Amravati project only

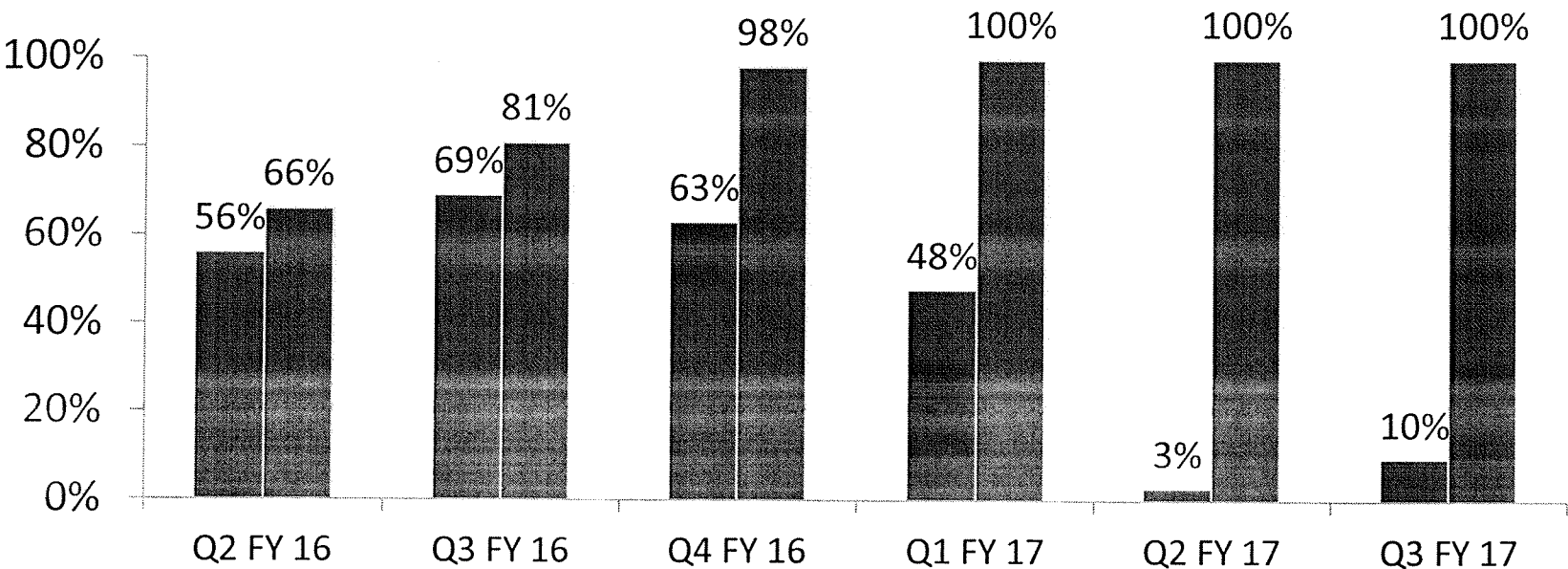
\* These figures are not comparable as figures for Q4 FY 16 quarter is as per Indian GAAP while figures for Q1 FY 17, Q2 FY17 and Q3 FY17 have been restated as per IND AS



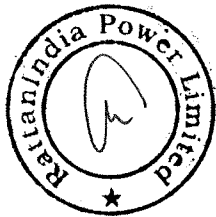
# Amravati Project : PLF and PAF

Quarterly PLF and PAF (%)

■ PLF ■ PAF

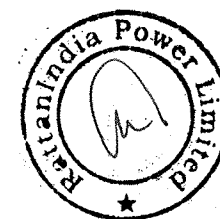


- Plant Availability Factor (PAF) less Plant Load Factor (PLF) is the backdown by SLDC/MSEDCL, for which the company is paid capacity charges due to deemed generation.



## Amravati Project: PLF

- Low PLF in Q3 FY 17 is due to:
  - Generally low demand in the state.
- We expect the situation to improve in near future due to following:
  - “24 X 7 Power for all by 2019” initiative by Government of India will lead to increased demand.

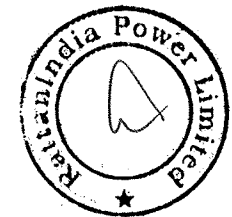


## Progress on other projects

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### 1. Nashik Power Plant:

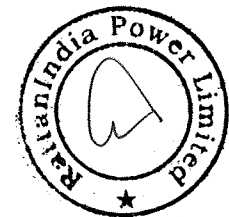
- Unit-1 of Nashik power plant is commissioned.
- Unit-2 has been synchronized and Unit 3 is ready for commissioning.
- Unit 4 and Unit 5 expected to be commissioned by March 2017.



## Amravati Project: Highlights

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- **Concrete action plan for improving financing related cash flows:**
  1. **Tenure: 5/25 approved by all targeted lenders (12 out of 14 lenders except PFC and LIC)**
    - a) Average loan tenure on 31<sup>st</sup> March, 2015: **11.6 years**
    - b) Average loan tenure on 31<sup>st</sup> December, 2016: **16.75 years**
    - c) **We intend to increase the average loan tenure to approx. 20 years in near future by increasing tenure for PFC and LIC**
  2. **Interest: Lot of headroom is available for reducing cost of debt which is currently 13.2% pa**
    - a) Refinancing planned in near future to further reduce interest rate
    - b) **Rs. 500 Cr. loan repaid till 31<sup>st</sup> December 2016 which will help in reducing interest cost by Rs. 66 Cr. p.a**



# Huge positive developments for power sector

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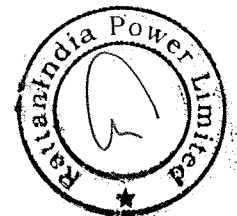
## Recent path breaking reforms for power sector:

1. **Coal linkage swapping:** approval from Cabinet of GOI dated 4<sup>th</sup> May 2016 for flexibility in utilization of domestic coal for reducing the cost of power generation

The objective of the proposal is to allow flexibility in optimal use of domestic coal in efficient Generating Stations resulting in reduction in the cost of electricity generation and reduce the power purchase cost of State Distribution companies. Such flexibility will be able to leverage coal to electricity conversion, efficiency of equipment as well as transportation cost optimization.

2. **Amended National Tariff Policy**

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



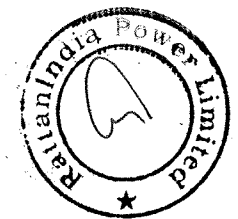
# Moodys upgrade India's power sector from negative to stable on UDAY scheme

## 3. UDAY scheme:

- 20 states (Andhra Pradesh, Assam, Bihar, Chhattisgarh, Goa, Gujarat, Jammu & Kashmir, Jharkhand, Haryana, Himachal Pradesh, Karnataka, Madhya Pradesh, Maharashtra, Manipur, Punjab, Rajasthan, Tamil Nadu, Telangana, Uttar Pradesh and Uttarakhand) and 1 UT (Puducherry) 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%)
  - The benefits of UDAY scheme will start reflecting in next 1-2 years
- **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.



**Thank you**

