

August 06, 2020

To, Corporate Relationship Department BSE Ltd 14<sup>th</sup> Floor, P. J. Towers, Dalal Street, Fort, <u>Mumbai-400 001</u> SCRIP CODE: 532779 To, Listing Department, National Stock Exchange of India Ltd "Exchange Plaza", C – 1, Block G Bandra- Kurla Complex, Bandra (East), <u>Mumbai 400 051</u> SYMBOL: TORNTPOWER

Dear Sirs,

**Re: Investor Presentation and Media release** 

Investor Presentation and Media release on Unaudited Consolidated Financial Results for the quarter ended June 30, 2020 are enclosed for your records.

Thanking you,

Yours faithfully,

For Torrent Power Limited

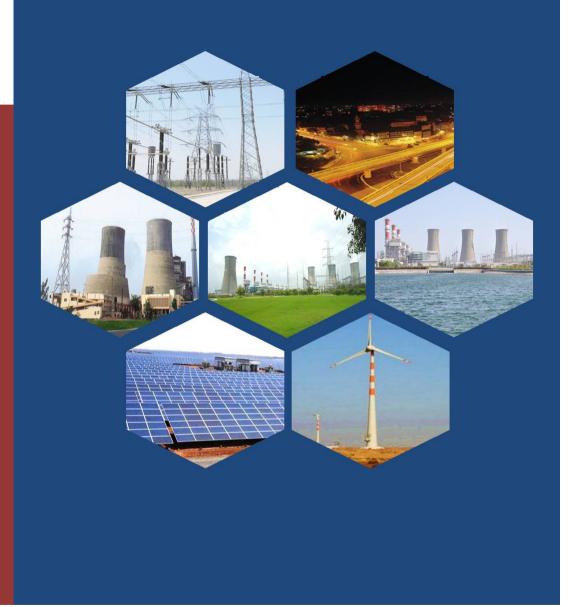
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Rahul Shah Company Secretary & Compliance Officer Encl: As above





# INVESTOR PRESENTATION





### **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.

Sr. No.	Particulars
1.	Torrent Group
2.	Torrent Power Limited
3.	Overview of Operations : Q1 2020-21
4.	Investment Rationale
5.	Five Year Trend : Key Financial & Technical Statistics

# 1. Torrent Group



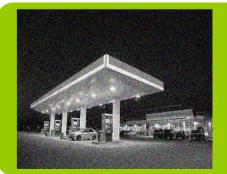
#### TORRENT PHARMACEUTICALS LIMITED

- A generics pharmaceutical major with strong global footprint
- Ranked in top 10 in Indian pharma market with leading position in niche therapeutic areas
- Ranked No. 1 among Indian Pharma companies in Brazil, Germany & Philippines



#### **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
- 13 CGD areas won in the 9<sup>th</sup> & 10<sup>th</sup> Round of Bidding by PNGRB
- 3 CGD areas acquired from incumbent players
- Capex plan of ~ Rs. 8,800 crs over next 5 years.

# **Torrent Group**

(Contd...)

torrent-

GAS

Turnover\$ 2862 MnEnterprise Value\$ 9276 Mn



Spreading smiles Illuminating Lives

Market Cap \$ 7340 Mn Employees 21950+

# Torrent PHARMA





Turnover: \$ 1053 Mn Enterprise Value: \$ 6019 Mn Market Cap: \$ 5312 Mn Employees: 13650+ Generating Trust. Distributing Opportunities. Turnover: \$ 1809 Mn Enterprise Value: \$ 3258 Mn Market Cap: \$ 2028 Mn Employees: 7800+

Building pan-India state-of-art city gas distribution networks in 16 GAs across 7 States Employees: 500+



#### Thermal -2730 MW stateof-art gas based power plants

-362 MW of coal based plant

-138 MW operational capacity over 2 locations

-649 MW operational capacity over 7 locations

#### 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 / Gandhi-Surat, nagar, SEZ & Dahej **Dholera SIR** 

- Franchised distribution areas covering Bhiwandi, Agra & SMK

#### 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 / No tie up Gandhinagar & Surat		Embedded generation for licensed areas of Ahmedabad / Gandhinagar	
Others	Contracted Storage-cum-Re Dahej Term				



#### **PORTFOLIO OF ASSETS : RENEWABLE GENERATION**

	Solar	Solar	Wind	Wind	Wind	Wind	Wind	Wind	Wind
Capacity (MW)	51	87	49.6	201.6	50.9	50.4	120	126	50
Location	Patan in Gujarat	Adjacent to SUGEN Plant, Gujarat	Jamnagar in Gujarat	Kutch in Gujarat	Rajkot in Gujarat	Bhavnagar in Gujarat	Gulbarga & Raichur in Karnataka	Osmanabad Maharashtra	Kutch, Gujarat
COD	FY 15	FY 16	FY 12	FY 17	FY 19	FY 19	FY 18	FY 20	FY 20
Tariff (₹/kWh)	10.03	6.74	4.15	4.19	4.19	4.19	3.74	2.87	3.46
ΡΡΑ	FiT with Company's Licensed Distribution business					FiT with GESCOM, Karnataka	MSEDCL (TBCB)	PTC (TBCB thru SECI)	
FY 20 PLF	18.54%	16.32%	21.83%	31.47%	27.85%	28.62%	34.17%	21.18%*	9.64%*

\* Commissioned during the previous year



#### **PORTFOLIO OF ASSETS : LICENSED DISTRIBUTION**

Particulars	Ahmedabad/ Gandhinagar	Surat	Dahej	Dholera SIR
Licensed Area	~ 356 sq. km.	~ 52 sq. km.	~ 17 sq. km.	~ 920 sq. km.
Peak Demand	2,018 MW	695 MW	72 MW	-
License validity	Till 2025	Till 2028	Till 2034	Till 2044
Accolades / Highlights	<ul> <li>the country</li> <li>Substantial dinetwork under</li> <li>Consumers en power availa</li> </ul>	st the lowest in istribution rgrounded joy enviable bility of is among the	<ul> <li>Second Licensee at Dahej SEZ</li> <li>Minimal Distribution losses</li> <li>~ 100% power reliability</li> </ul>	<ul> <li>A major project in the Delhi-Mumbai Industrial Corridor (DMIC), to be developed into a global manufacturing hub supported by world class infrastructure;</li> <li>A new state-of-art network &amp; a large industrial base will ensure minimal T&amp;D losses &amp; low cost of supply;</li> <li>Planning &amp; development of an efficient distribution network is under progress;</li> <li>As per current development plans of the DSIR Authority, an investment of about Rs. 1,200 Crore is envisaged over next 10 years to cater to demand of about 425 MVA;</li> </ul>



#### **PORTFOLIO OF ASSETS : FRANCHISED DISTRIBUTION**

Particulars	Bhiwandi	Agra	Shil, Mumbra, Kalwa (SMK) ~65 sq. Km.		
Licensed Area	~ 721 sq. km.	~ 221 sq. km.			
Peak Demand	eak Demand 580 MVA 473 MVA		-		
License validity	25 <sup>th</sup> Jan 2027	31 <sup>st</sup> March 2030	29 <sup>th</sup> Feb 2040		
Accolades / Highlights	<ul> <li>Country's first unique PPP distribution franchisee agreement with MSEDCL, now adopted as a standard model for distribution reforms in the country</li> <li>Reduction in AT&amp;C losses from 58% at the time of takeover to 11.93% in FY 20.</li> <li>Reliable power supply &amp; improved customer services</li> </ul>	<ul> <li>Reduction in AT&amp;C losses from 58.77% at the time of takeover to 12.51% in FY 20.</li> <li>Reliable power supply &amp; improved customer services</li> </ul>	<ul> <li>SMK operations taken over wef 1st Mar 20 under a competitive bidding process.;</li> <li>~Rs 300 Crs of capex estimated in the franchised area over the agreement term, of which ~Rs 150 Crs is estimated to be invested in first 5years;</li> <li>Reported AT&amp;C losses of 16-17 is 47% likely to come down to 12% over 15 years;</li> </ul>		

#### **CONSOLIDATED INCOME STATEMENT**

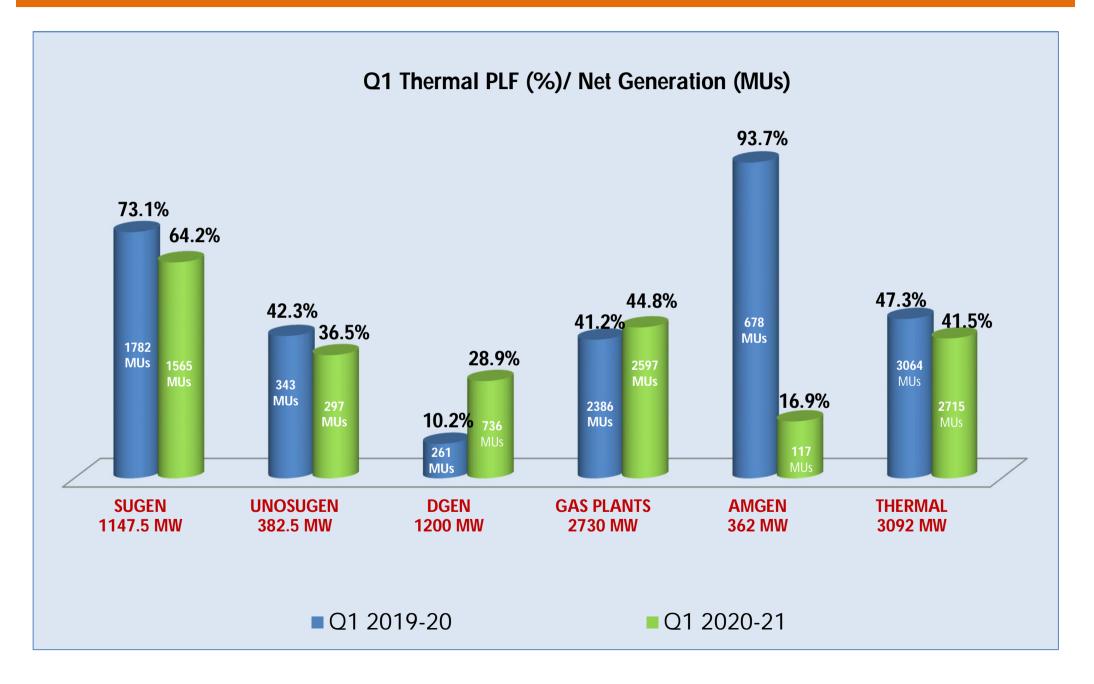
Particulars (Rs. Cr.)	Q1 20-21 Unaudited	Q1 19-20 Unaudited	Growth %	FY 19-20 Audited
Revenue from Operations	3,007	3,736	-20%	13,641
Power Purchase Cost	1,605	2,433		7,960
Material Cost & Change in Inventory	27	99		306
Contribution	1,375	1,205	14%	5,375
Other Income	35	54		178
Gen. & Admin Exp.	406	371		1,819
PBDIT	1,004	888	13%	3,734
Finance Cost	220	248		955
Depreciation & amortization	316	321		1,304
Profit Before Exceptional Items and Tax	468	320	46%	1,475
Exceptional Items	0	0		-1,000
Profit Before Tax	468	320	46%	475
OCI / (Exp.)	-9	-4		-45
Tax Expenses	91	42		-720
TCI	368	274	35%	1,150

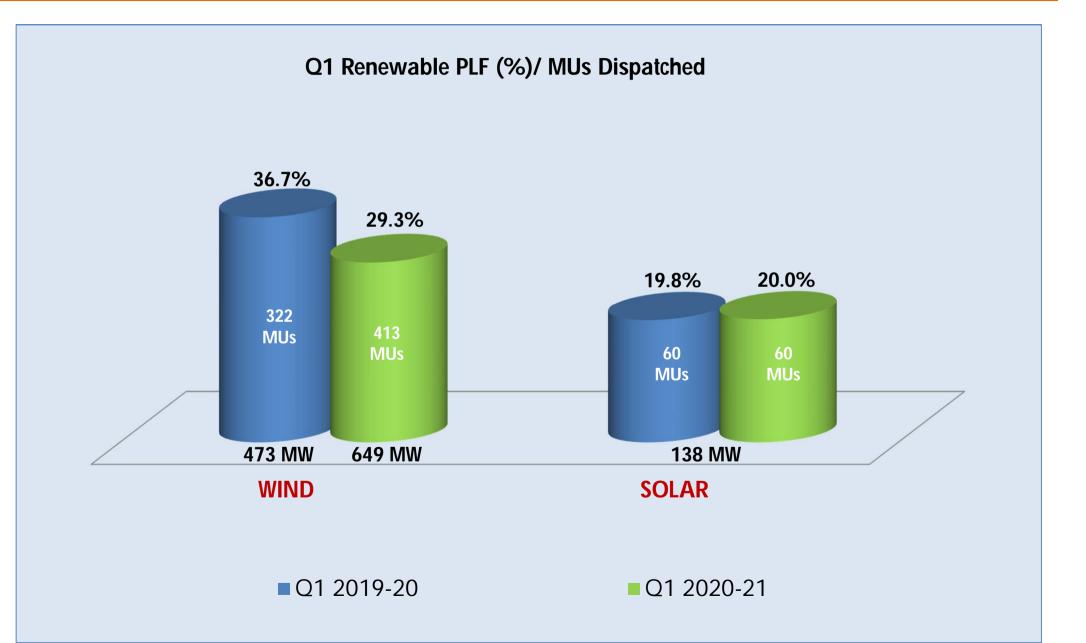
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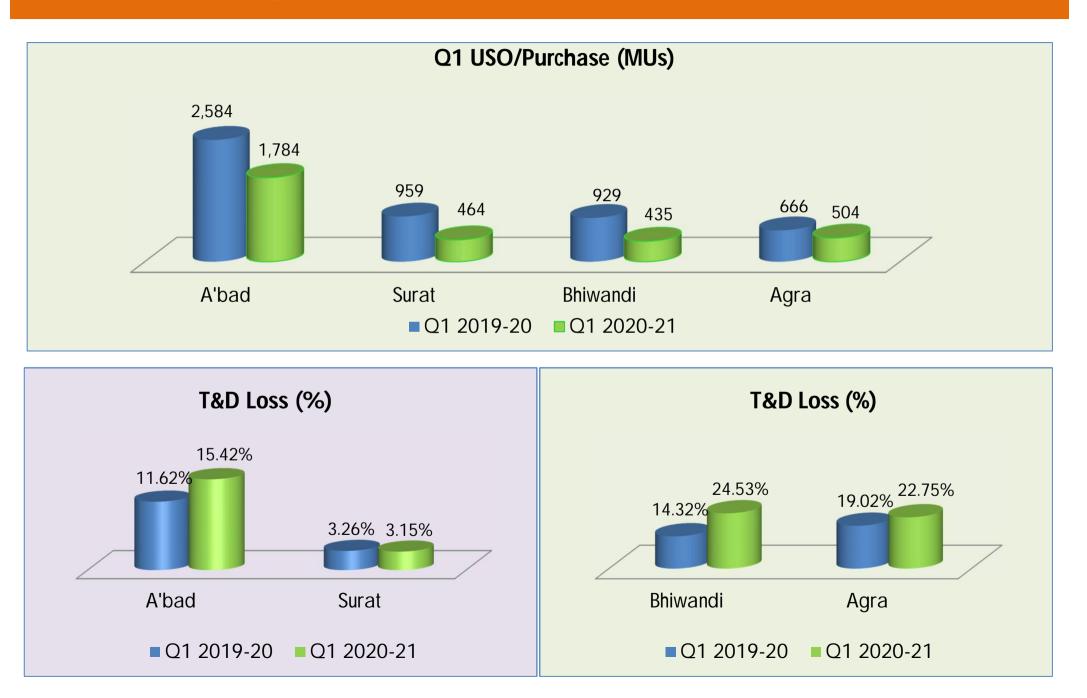
The major drivers of increase in the reported Total Comprehensive Income for the quarter are:

- ▲ Favourable order from the Appellate Tribunal for Electricity in respect of disputed carrying cost recovery pertaining to an earlier years;
- ↑ Increase in contribution from gas-based power plants including due to operationalisation of long term PPA for 278 MWs capacity from Q2 19-20, partially offset by lower contribution from merchant power sales;
- ↑ Decrease in interest cost, mainly due to repayment of loans and reduction in interest rates;
- ✤ Performance of franchised distribution businesses has been impacted, due to COVID 19 pandemic causing (i) reduction in electricity demand mainly in commercial and industrial customer categories and (ii) increase in T & D loss ;

✤ Increase in tax expenses.







# 4. 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 conditions for sustainable operations of unutilised capacities
- Govt contemplating scheme for revival of gas based plants – expected to benefit Dgen
- Thermal Generation

- Huge growth potential in renewables; expect the returns to rise above COE as bidding intensity moderates
- 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

Renewable

Generation

- 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

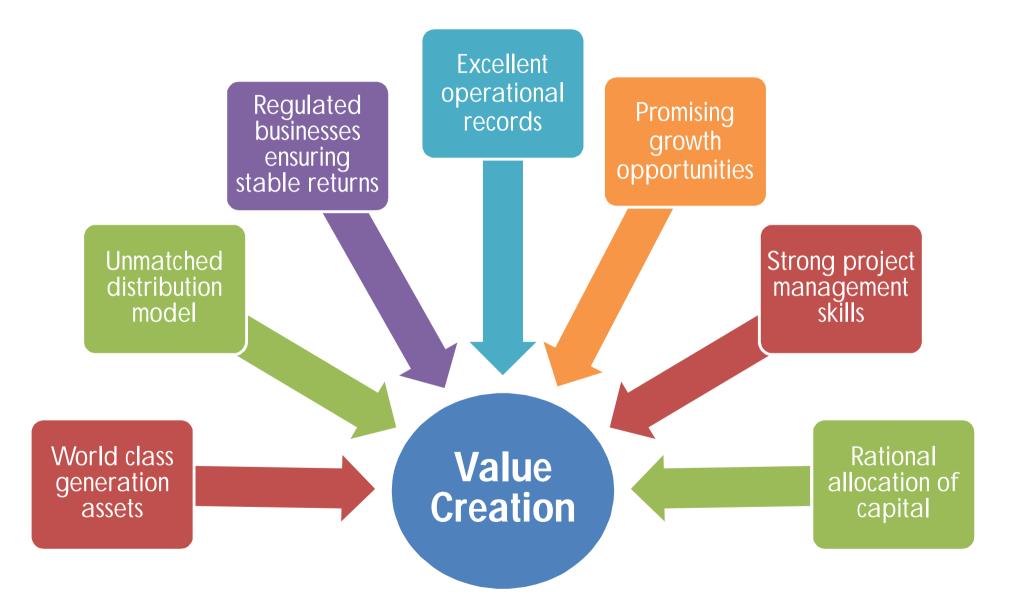
Transmission



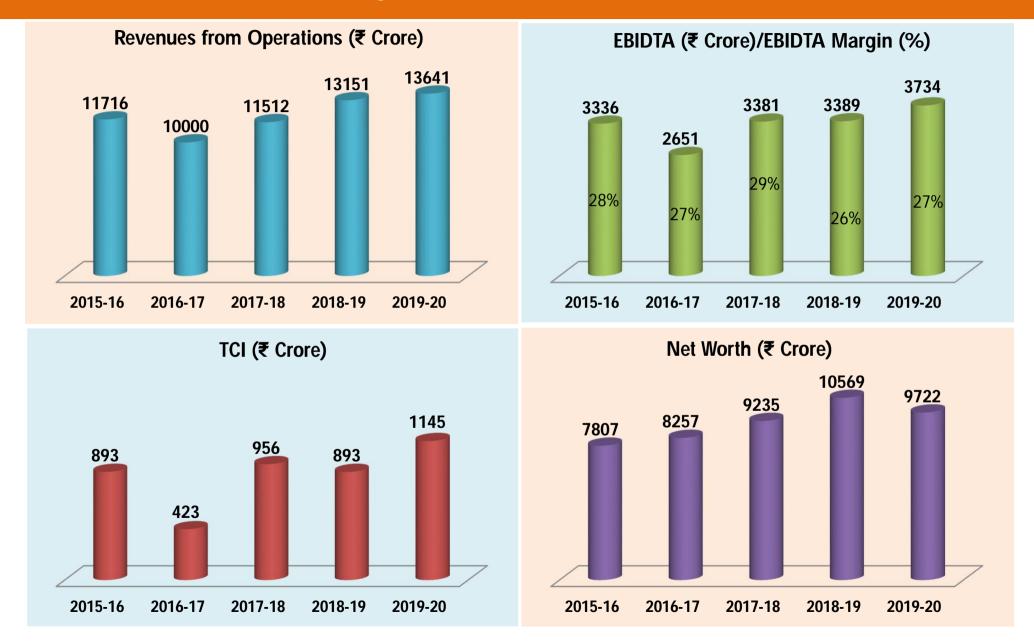




# **Investment Rationale**



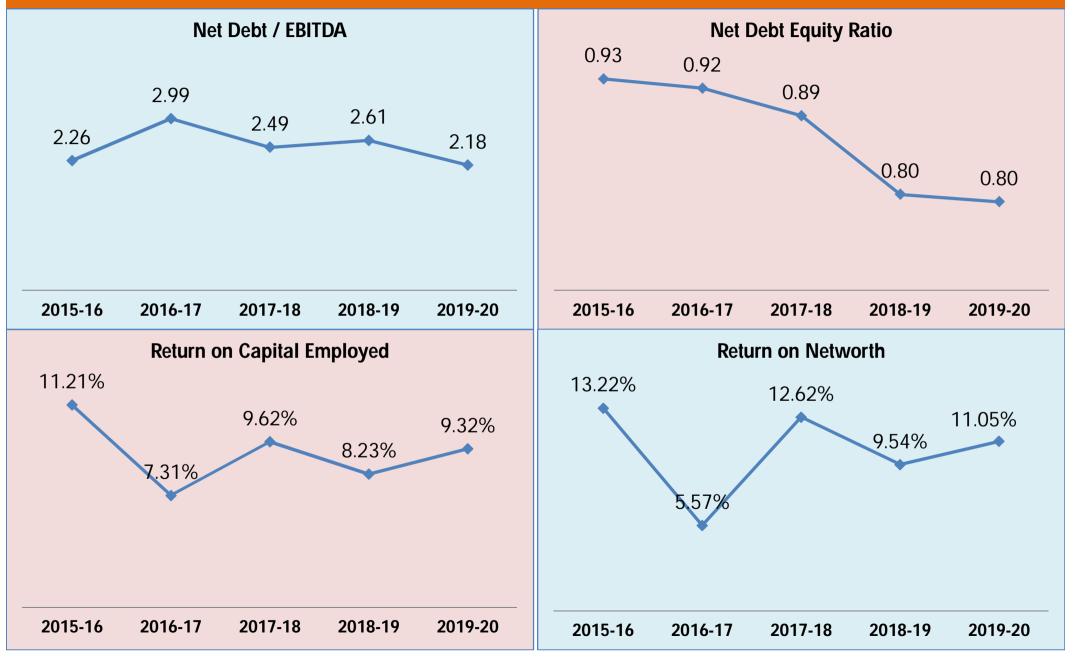
# 5. Five Year Trend - Key Financial Statistics



**Note:** FY 2015-16 onwards Financials are based on IND AS. From 1<sup>st</sup> April 2018, the Company has adopted Ind AS 115, Revenue from Contracts with Customers, hence the numbers of previous periods are not comparable. Net worth includes DTL.

# **Five Year Trend - Key Financial Statistics**





**Note:** FY 2015-16 onwards Financials are based on IND AS. From 1<sup>st</sup> April 2018, the Company has adopted Ind AS 115, Revenue from Contracts with Customers, hence the numbers in previous periods are not comparable.

# Five Year Trend - Key Technical Statistics

#### T&D loss (%) **THERMAL PLF (%) Licensed Distribution** 87.8% 74.6% 72.9% 71.4% 7.15% 6.81% 65.0% 6.31% 62.3% 59.9% 5.61% $\diamond$ 4.98% 47.5% 65.3% 60.1% 3.89% 3.92% 35.8% 3.59% 3.43% 3.43% 34.6% 40.7% 25.4% 33.3% 33.4% 27.3% 0.76% 25.7% 6.5% 0.53% 0.40% 0.35% 0.31% 0.0% 0.0% 0.0% 2015-16 2016-17 2017-18 2018-19 2019-20 2015-16 2016-17 2017-18 2018-19 2019-20 -A'bad ---Surat ----Dahej **T&D loss (%) RENEWABLE PLF (%) Franchised Distribution** 30.1% 29.0% 27.3% 22.2% 21.6% 29.25% 24.69% 19.16% 14.18% 19.0% 12.51% 17.9% 17.6% 17.3% 17.1% 22.35% 21.69% 17.58% 15.13% 11.93% 2017-18 2015-16 2016-17 2018-19 2019-20 2015-16 2016-17 2019-20 2017-18 2018-19 -----------------WIND



# THANK YOU

#### Contact details:

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www.torrentpower.com

#### **MEDIA RELEASE**



In case of any enquiry / clarification, please contact Mr. Jayesh Desai on +91 9824501396

#### **TORRENT POWER REPORTS Q1 FY 2020-21 RESULTS**

#### Revenue from Operations

**EBITDA** 

₹3,007 crs in Q1 FY 2020-21 compared to ₹3,736 crs in Q1 FY 2019-20, down 20%

Major Highlights

#### ₹1,004 crs in Q1 FY 2020-21 compared to ₹888 crs in Q1 FY 2019-20, up 13%

Total Comprehensive Income ₹ 368 crs in Q1 FY 2020-21 compared to ₹ 274 crs in Q1 FY 2019-20, up 34%

August 06, 2020: Torrent Power Limited (the "Company") today announced financial results for the quarter ended June 30, 2020.

The major drivers of increase in the reported Total Comprehensive Income (TCI) for the quarter are:

- Increase in contribution from gas-based power plants including due to operationalisation of long term PPA for 278 MWs capacity from Q2 19-20, partially offset by lower contribution from merchant power sales;
- 1 Decrease in interest cost, mainly due to repayment of loans and reduction in interest rates;
- Performance of franchised distribution businesses has been impacted, due to COVID 19 pandemic causing
   (i) reduction in electricity demand mainly in commercial and industrial customer categories and (ii) increase in T&D loss;
- ♣ Increase in tax expenses;

The Company enjoys some of the best financial ratios amongst private players in the Power sector with Debt : Equity ratio of 0.92 as at June 30, 2020 and Net Debt to EBITDA ratio of 2.18 for FY 2019-20.

Commenting on the results, Chairman Mr. Samir Mehta said:

*"COVID pandemic has drastically impacted electricity demand & customer payments, posing unprecedented operational and cashflow challenges, in both generation and distribution of electricity across the power sector.* 

For Torrent, the financial impact has been more pronounced in our Franchised Distribution business in Agra and Bhiwandi.

Our strong balance sheet, robust business model and talented pool of employees allowed us to tide over the unprecedented and difficult situation without any operational disruption and with manageable financial impact. With the easing of lockdown restrictions, we are already witnessing a gradual and steady recovery in demand & cashflows in our geographical areas and are looking forward to new growth opportunities arising from Government's strong desire to reform the power sector."

P1/2

Registered Office: "Samanvay", 600, Tapovan, Ambawadi, Ahmedabad 380 015 Phone: (079) 26628000, CIN: L31200GJ2004PLC044068 Website: www.torrentpower.com; E-mail: cs@torrentpower.com

#### **MEDIA RELEASE**



In case of any enquiry / clarification, please contact Mr. Jayesh Desai on +91 9824501396

#### **TORRENT POWER REPORTS Q1 FY 2020-21 RESULTS**

#### About Torrent Power:

Torrent Power, the ₹ 13,641 Crs integrated power utility of the ₹ 21,500 Crs Torrent Group, is one of the largest companies in the country's power sector with presence across the entire power value chain – generation, transmission and distribution.

Generation:

The Company has an aggregate installed generation capacity of 3,879 MW comprising of 2,730 MW of gas-based capacity, 787 MW of renewable capacity and 362 MW of coal-based capacity.

Distribution:

- The Company distributes nearly 16.66 billion units to over 3.65 million customers in the cities of Ahmedabad, Gandhinagar, Surat, Dahej SEZ and Dholera SIR in Gujarat; Bhiwandi, Shil, Mumbra and Kalwa in Maharashtra and Agra in Uttar Pradesh.
- Torrent Power is widely considered to be the leading power distributor in India and in its licensed areas in Gujarat has the distinction of having the lowest AT&C losses and best reliability indices.

P2/2

Registered Office: "Samanvay", 600, Tapovan, Ambawadi, Ahmedabad 380 015 Phone: (079) 26628000, CIN: L31200GJ2004PLC044068 Website: www.torrentpower.com; E-mail: cs@torrentpower.com