



24th August 2022
BJ/SH-L2/

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

Dear Sirs,

Analysts' Meet

The Company is organizing the Analysts' Meet 2022, an annual event, today from 10.30 a.m. onwards to discuss the Company's strategy and way forward.

Please find attached the presentation that will be made at today's event.

Weblink to join the Analysts' Meet is as under: [Analyst Meet Link](#)

No unpublished price sensitive information pertaining to the Company is shared at any of the meets with Analysts/Institutional Investors.

Yours faithfully,
For The Tata Power Company Limited

Company Secretary

Encl: As above

TATA POWER

The Tata Power Company Limited

Registered Office Bombay House 24 Homi Mody Street Mumbai 400 001

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Building Future Ready Tata Power

RESILIENT | PRO-ACTIVE | FUTURE READY

24th August 2022

Lighting up Lives!



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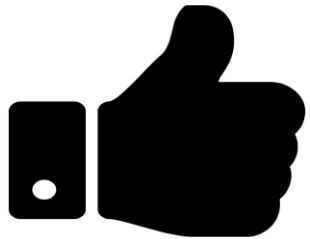
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>8% power and 6% peak demand growth in last 1 year; 200 GW peak demand achieved in Mar 22 (12% y-o-y growth); Daily spot prices go up providing stranded thermal plants visibility on resolution



Electricity Amendment Bill 2021 tabled in the Parliament with competition in power distribution, timely tariff revision, additional authority to Regulatory Commissions, etc.



Policy building blocks such as Renewable Purchase Obligation (RPO) trajectory to 47% by 2030, Energy Storage, Production Linked Incentive (PLI) scheme, Revamped Distribution Sector Scheme (RDSS), etc. to catalyze next leg of growth in the sector



DISCOM conditions further stretched with higher tariffs; at an all time high of 174 days of receivables

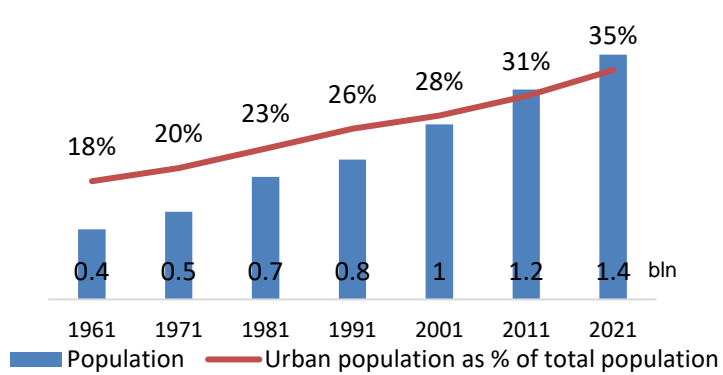


Unprecedented rise in Commodity prices including coal, steel & aluminum along with logistical constraints affecting RE project execution as well as operational challenges for thermal plants

Industry growth drivers



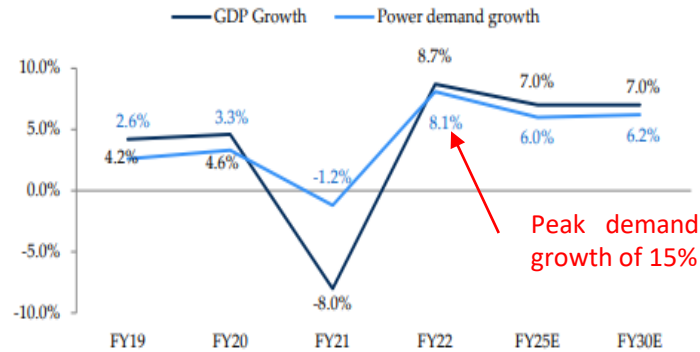
Rising Population & Urbanization to drive demand



Source: Statista, NITI Aayog &

At low base of 1,181 KW per capita consumption and urbanization, demand to grow rapidly

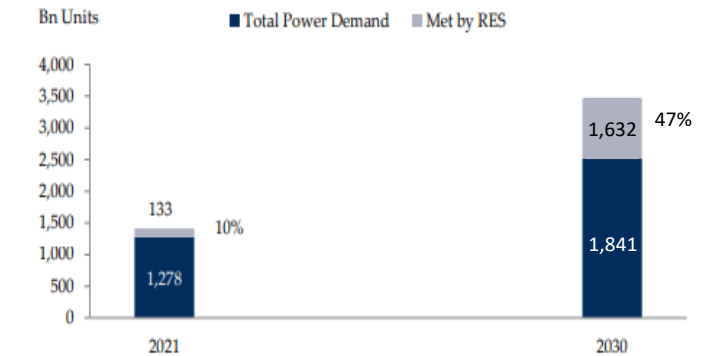
Demand expected to grow significantly



Source: CEA, HSIE Research

450 GW incremental capacity required in next decade

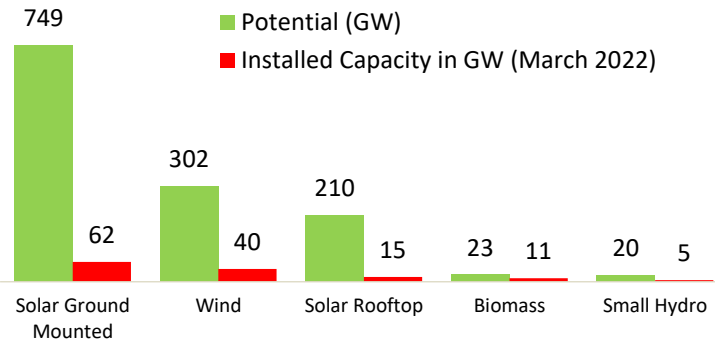
RPOs to be increased from 15-20% to 47% by 2030



Source: CEA, HSIE Research, adjusted for revised RPO target

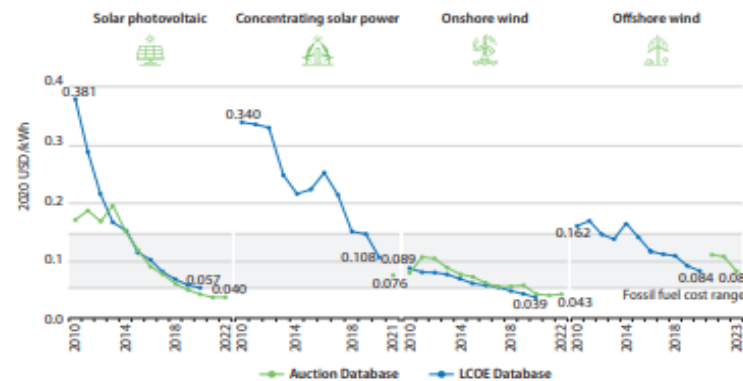
Proposed stricter penalties for non-compliance to drive growth

Immense Potential for Renewable Capacity addition



*Huge untapped Renewable resource in India,
Solar Potential ~ 749 GW (62 GW as of Mar 22)
Wind Potential ~ 302 GW (40 GW as of Mar 22)*

Reducing RE tariffs promoting growth

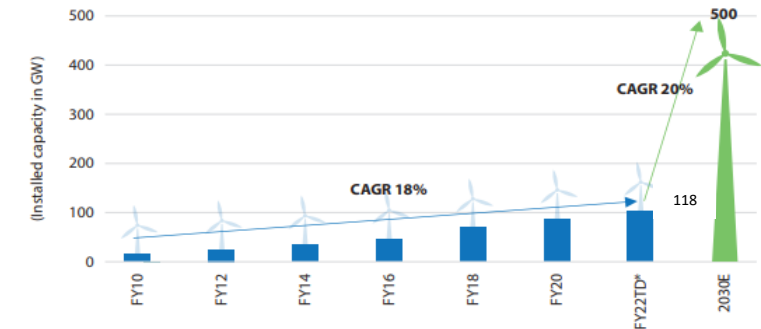


Source: Edelweiss and IRENA research

Grid parity and no fixed charges making Renewable Energy (RE) sources favorable for Discoms

FY 2030 Decade to belong to Renewables

India has a renewable energy target of 500GW by 2030 — implying a 20% CAGR



Source: Edelweiss Research, FY22TD data is till Oct-2021

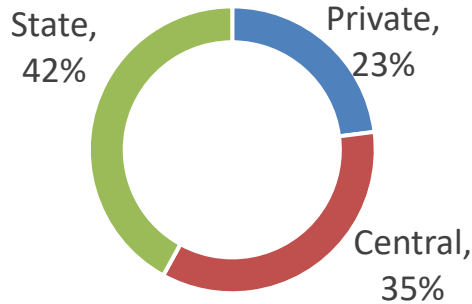
RE to drive growth in the sector – from 30% share to increase to >50% share by 2030

RPO – Renewable Purchase Obligations as a % of total power required by a discom

Requiring investment in network as well as discoms

Robust Transmission Capex planned

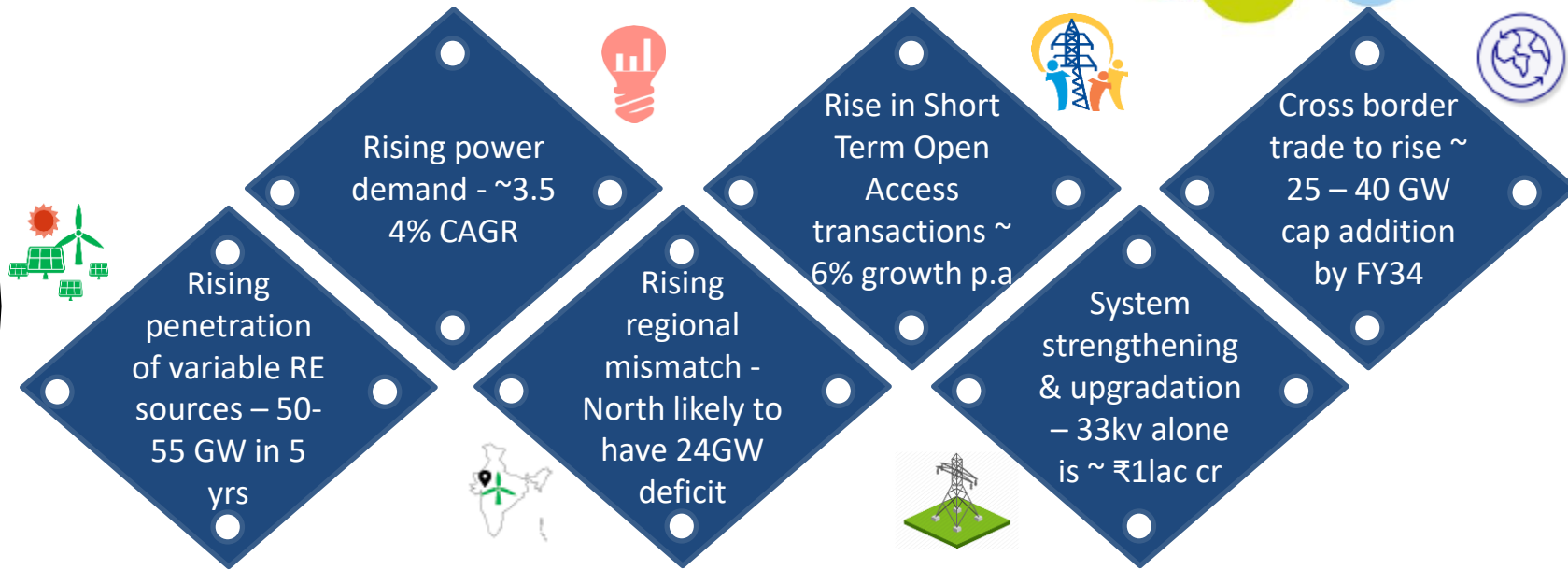
~ ₹ 4.9 lakh Crore



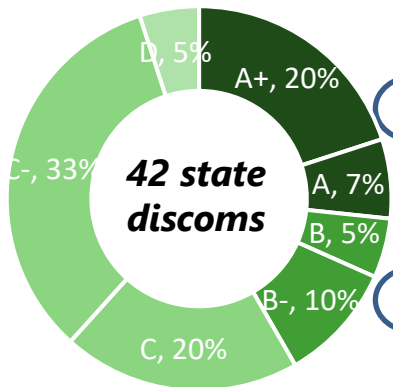
Next 10 yrs

Sector wise share

Source- Internal estimates based on CEA committee report for RE evacuation, CERC report on short term electricity market & CRISIL analysis



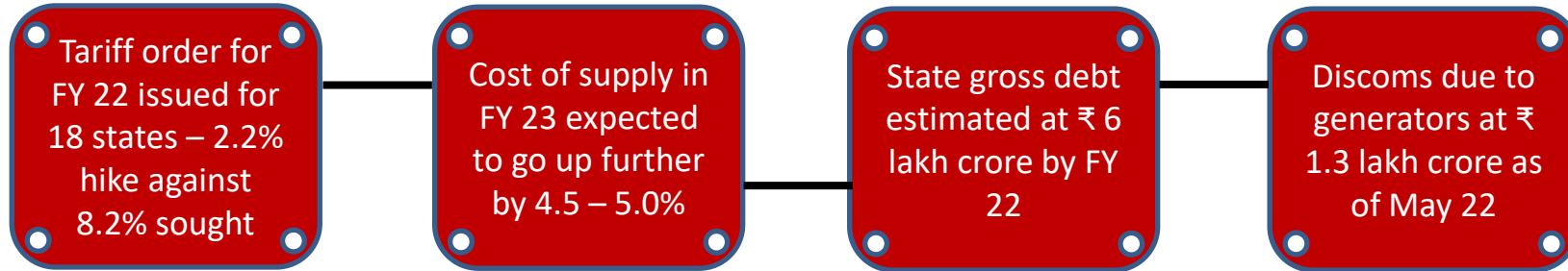
Distribution plagued with several issues



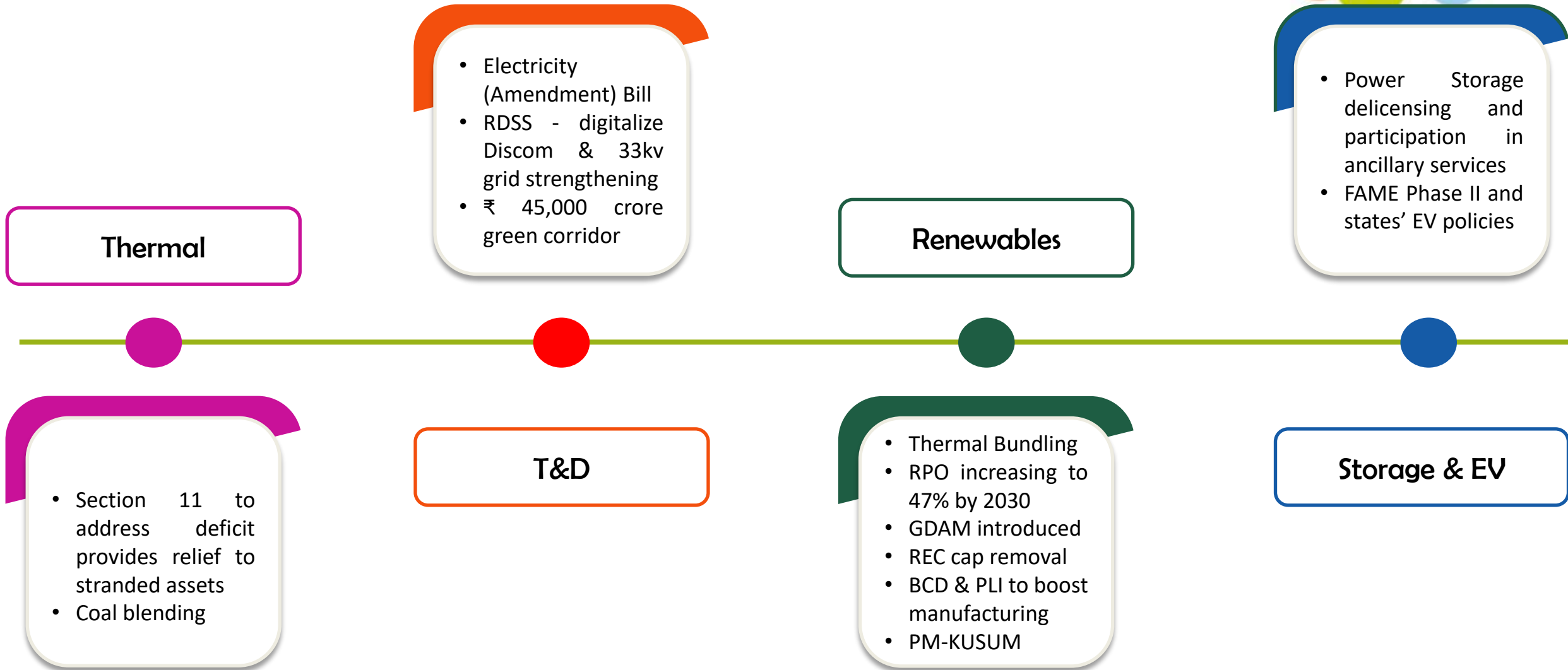
42 state discoms

- ACS-ARR gap up by 11% in 1 yr: 21 discoms worsen
- 33 discoms below B rating

10th Integrated Rating of Discoms

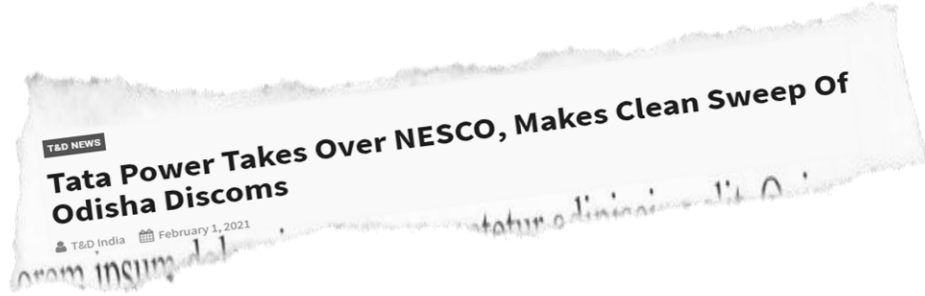


ACS: Average Cost of Supply
ARR: Average Revenue Realized



Distribution Liquidity Package, LPS rules, MBED, debarring exchange sale utilized well to fix short term issues

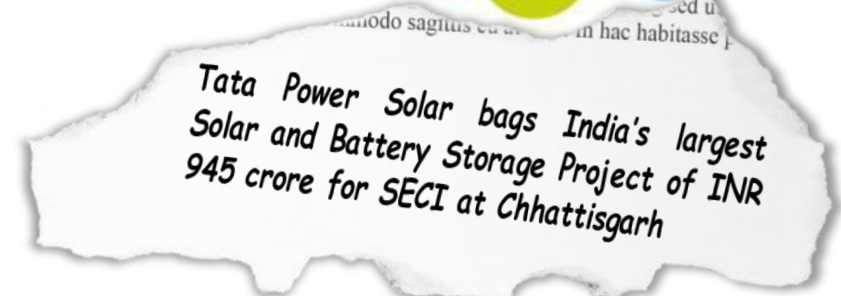
Tata Power at forefront in this transition to a *New Energy World*



Distribution base expanded from 2.6 Mln to >12 Mln customers



Cell & Module manufacturing expansion by 4 GW announced



6.2 GWp large projects commissioned; Utility EPC order book grows to ₹ 14,000 crore

8th consecutive year being ranked no 1 Rooftop solar company

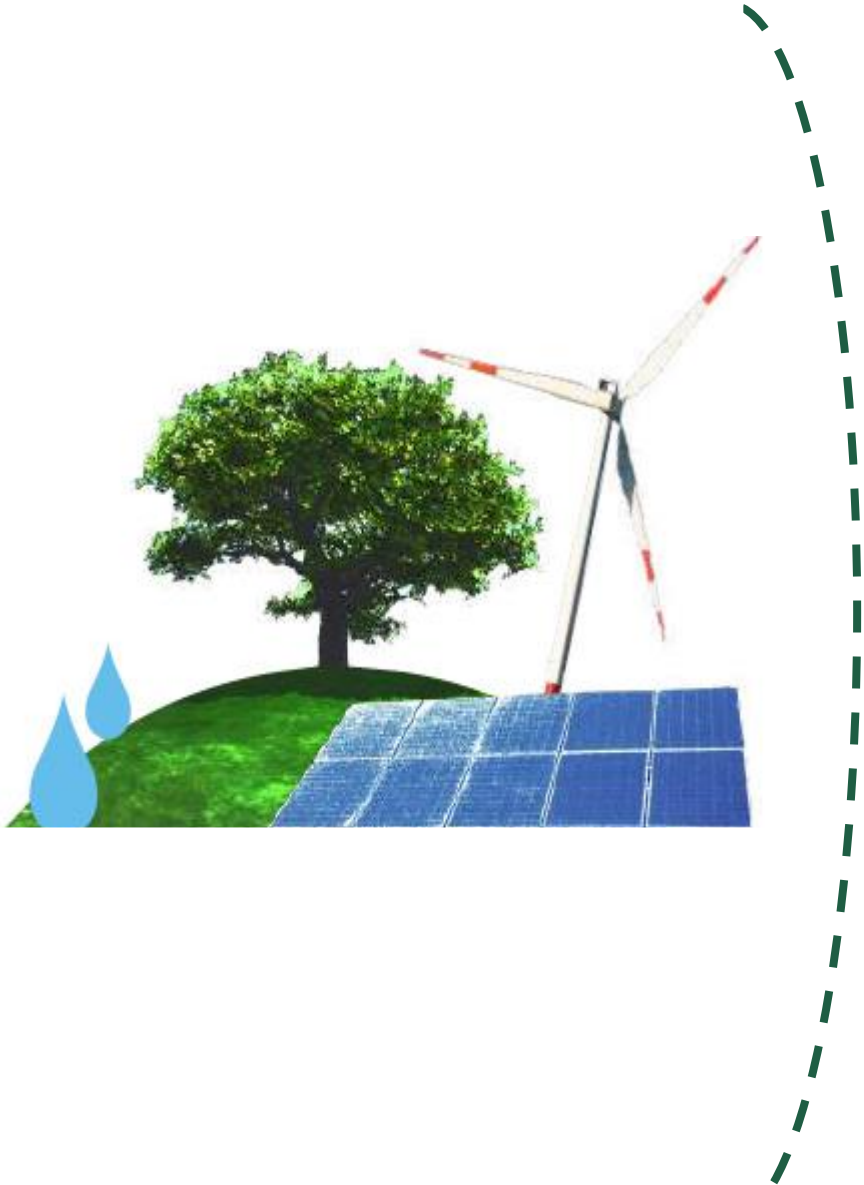
Launch of Tata Power branded pumps; Achieves 75,000+ pump milestone

Number 1 EV Charging Player in India; expands to 437 cities & towns

Building Future Ready
Tata Power

***India's most
comprehensive Green
Energy Platform***

The most comprehensive Green Platform



2022

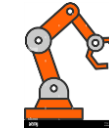
5.5 GW Development Portfolio – pure solar & wind



₹ 6,000 crore p.a. revenue from Utility EPC Business



500 MW Cell & 635 MW Module manufacturing



385 MW p.a. Rooftop Solar at ₹ 1,500 crore annual revenue



27,500 solar pumps sold in FY 22 at ₹ 700 crore revenue



2,600 EV charging points installed in 473 cities & towns (over & above home chargers)



2027

20+ GW Development Portfolio – hybrid, RTC, Peak

₹ 20,000 crore annual revenue from Utility EPC business

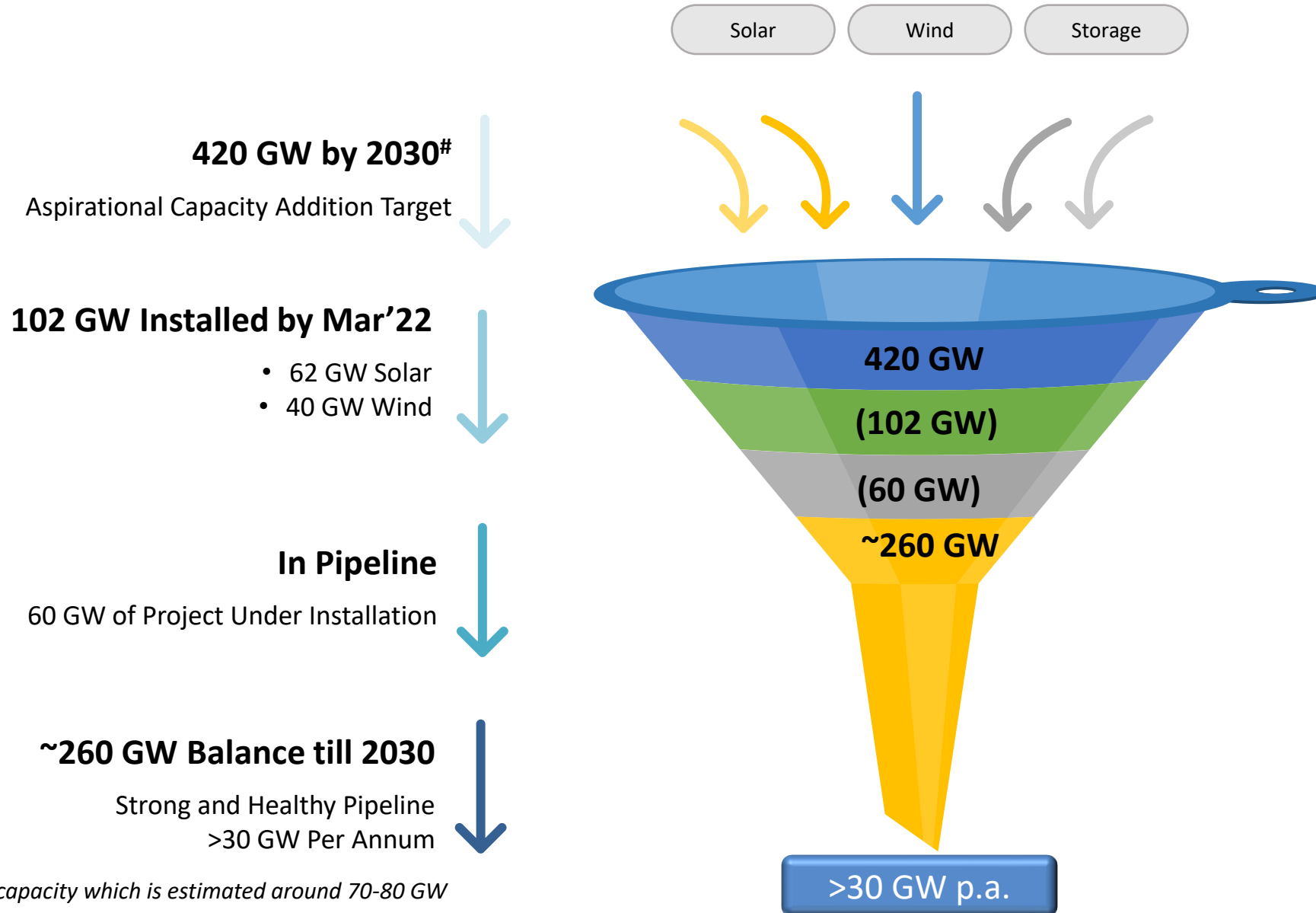
4.6 GW+ cell & module capacity

2.4+ GW p.a. at ₹ 10,000+ crore annual revenue

2.5+ lac pumps at ₹ 5,000+ crore annual revenue; develop markets beyond PM-KUSUM

25,000+ EV charging points across India

Utility Scale - Growth Landscape

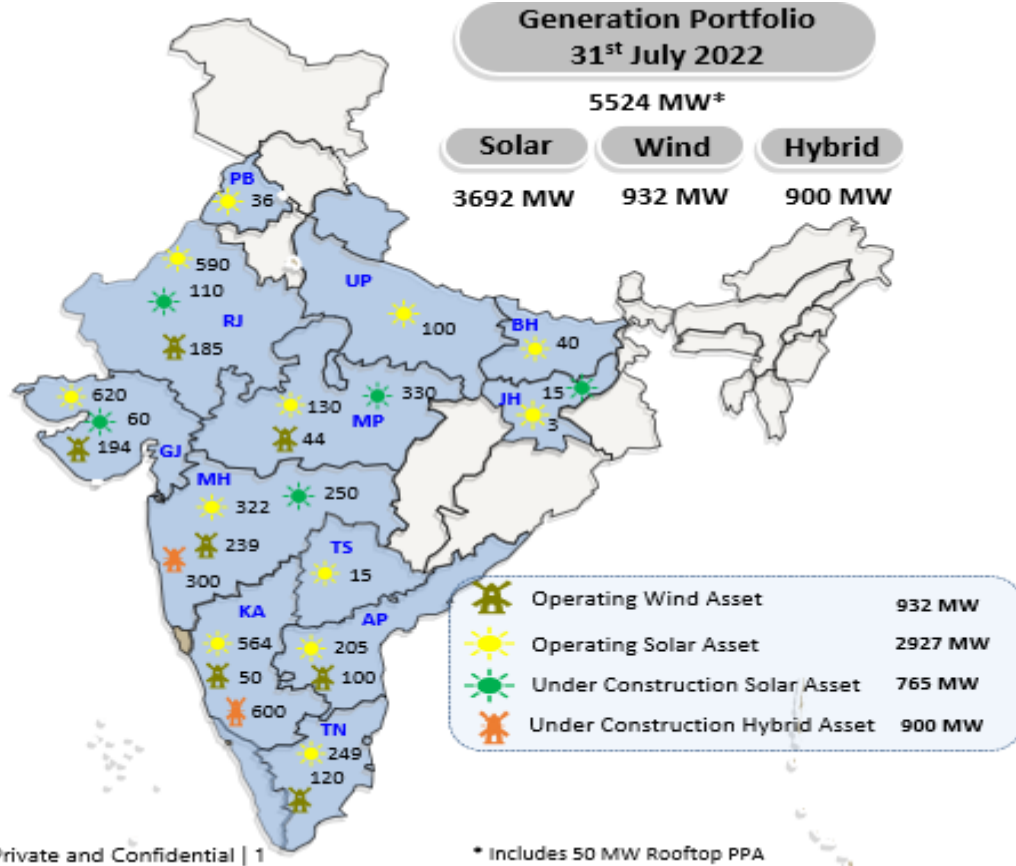


500 GW net of hydro capacity which is estimated around 70-80 GW

Targeted Growth in Utility Scale

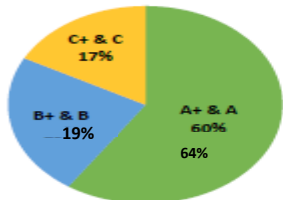


Current Portfolio

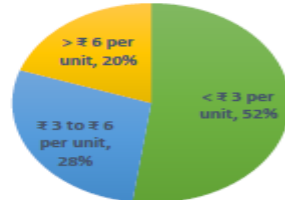


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Majority of Procurers are A+ & A rated¹



Projects with long term PPAs, fixed tariffs & operating history



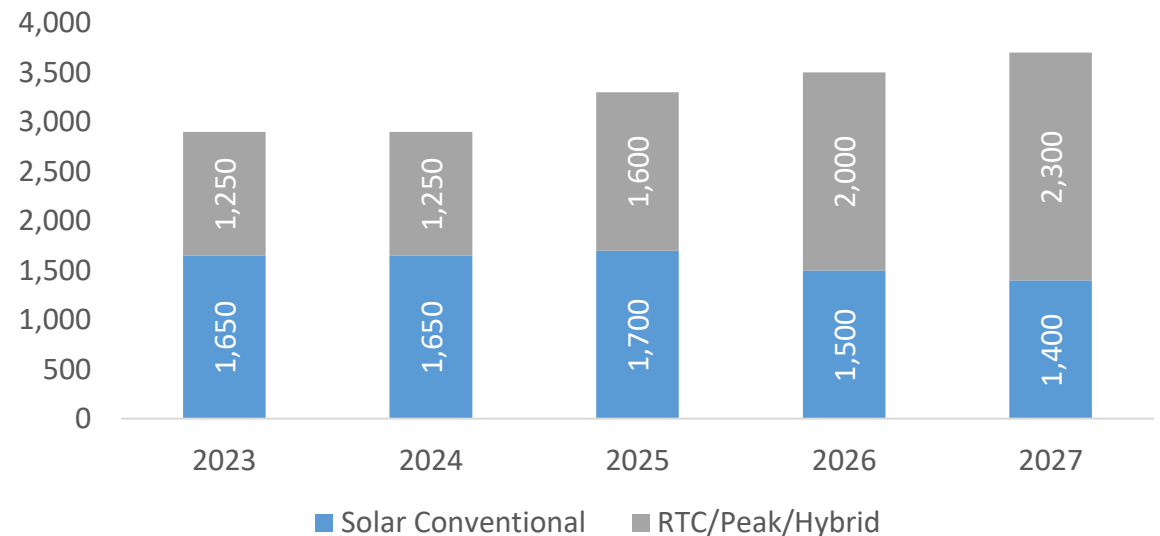
Focus Area – ~20 GW p.a.

Solar (incl floating), Hybrid, RTC and Peak generation capacity

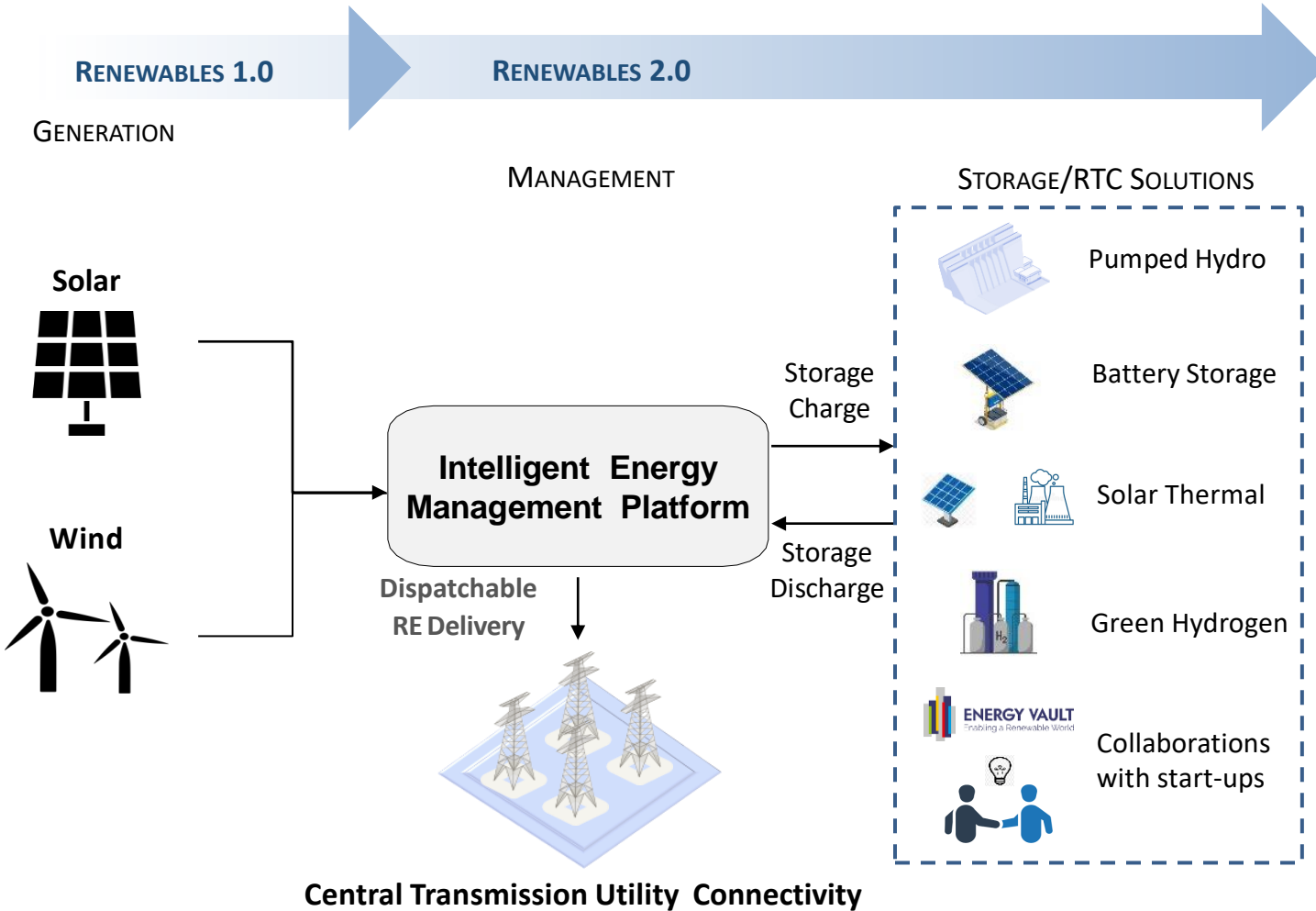
High pedigree offtakers – SECI, NTPC, A+ and above states

Tie up with C&I customers, spare thermal & hydro capacity for RTC

~3 GW capacity addition p.a.



Transitioning from conventional to storage-based models ensuring round the clock supply



2030 Target of ~50% from Intelligent Energy

Strongly positioned to expand into an intelligent energy management platform leveraging on :

- Extensive experience, with multiple forms of generation (solar, wind, hydro & thermal) to help integrate for RTC solutions
- Implementing projects in evolving technologies - Hybrid project of 1,125 MW, operating 10 MWh Battery Energy Storage System (BESS) in Delhi, building 170 MWh battery backed EPC projects and executed 70 MW floating solar project in Kerala



Pre-Bidding

- Locking land with good yields & evacuation to optimize bid
- Build on existing wind experience to offer competitive hybrid solutions
- Leverage on Storage EPC experience for RTC/Peak solutions
- Tie up hydro/pump storage

Execution

- In house manufacturing of modules & WTG tie up for cost & delivery certainty
- Optimization of BoS execution
- Tie up with BESS provider based on technology and supply chain constraint
- Optimize EPC costs through long term supply arrangements, overheads, hedging

WTG: Wind Turbine Generator; BoS: Balance of Systems
BESS: Battery Energy Storage System

Operations

- Best-in-class debt tie up and refinancing to optimize interest cost & repayment
- Digitalize operations and centralized control room to improve efficiency and reduce overheads
- Generate additional revenue through carbon credits, sale of excess generation, provide RTC solutions to C&I customers (leverage on TPTCL's experiences)

C&I: Commercial & Industrial
TPTCL: Tata Power Trading Company Ltd

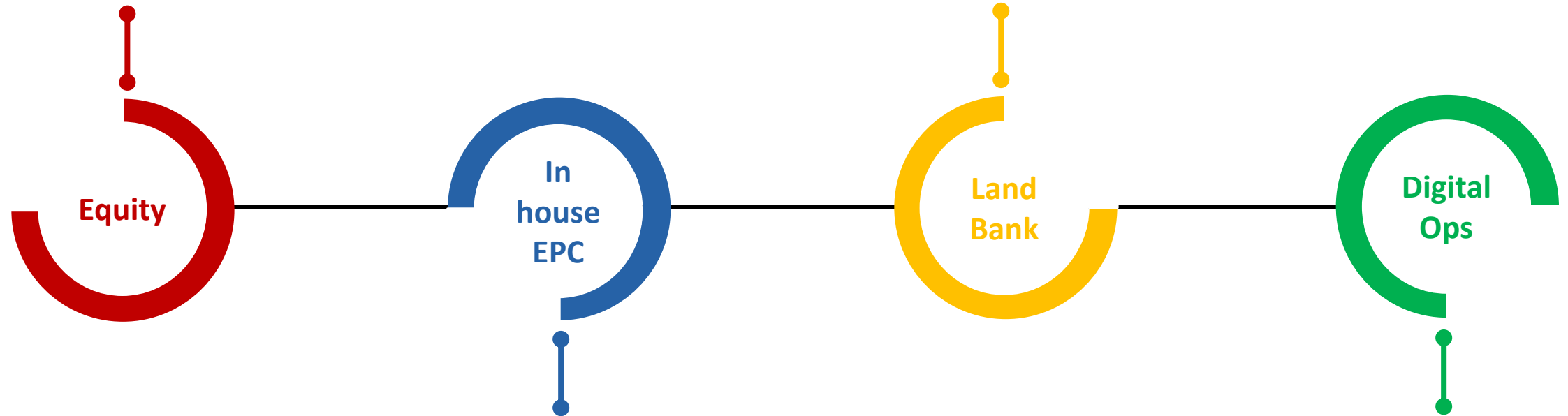
Improve success rate in bidding while ensuring reasonable mid teen threshold returns

Our preparedness for success in Utility Scale Bids



- India's most comprehensive Green Energy Platform established
- Blackrock & Mubadala have infused ₹ 2,000 Crs in TPREL; balance funds expected in FY 23
- Operational Cash generation (pre-debt servicing) > ₹ 2,000 Cr in FY 23

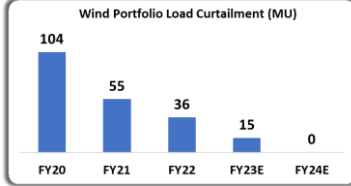
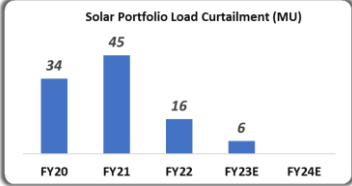
- Identified land parcels in potential States based on yields and connectivity fit for 1 GW solar and tie-ups for land to support approx. 600 MW Wind
- Partnership with RWE to explore Offshore wind opportunities



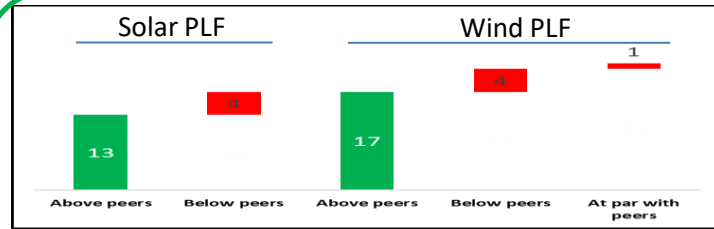
- Operationalize state of the art 4 GW Cell & Module manufacturing by Dec 23
- Early mover advantage through EPC of Storage (120 MW/170MWh) / Floating projects (70 MW)
- High Efficient Modules and Trackers for EPC competitiveness
- Tie-up with Wind Original Equipment Manufacturers (OEMs)

- AI enabled monitoring of fault improvement & prediction, thermal imaging for fault detection
- Robot cleaning & drones for security
- Centralized Control Room for Renewable Assets (CCRA) and spares management

Best in class Utility Scale operations



- Strong advocacy to reduce curtailment
- Cable uplifting & proactive testing to reduce faults / failures
- Gain in yield (~0.5% to 1%) with horizontal deployment of improvement initiatives across solar & wind sites



- Realtime monitoring & analytics of critical equipment
- Realtime Inverter & String level monitoring
- Digitalization of O&M practices & integration with CCRA
- In-house algorithm in SCADA for maximizing generation



- Self O&M to lower cost and enhance reliability
- Minimize Demand Side Management (DSM) charges by automation through CCRA
- Inventory optimization through centralization
- Implementation of water conservation initiatives (robotic module cleaning, rainwater harvesting etc.)
- In-house Lab for component repairs, Photo Voltaic Analyzer, Partial Discharge analysis for all High Tension (HT) cables

- Comprehensive training program on Data Analytics
- Training on regulations (IMPULSE), Emerging leadership program (ELP), Analytics (AI) and Forecasting & scheduling
- Developing the competencies in operations of Solar & Wind, wind hybrid, battery storage and Off-shore Wind
- Regular Technical Knowledge Sharing Sessions

Utility Scale EPC Growth



₹ 14,000 cr order book of 3.7 GW (3rd party >50%)



300 MW Dholera, Gujarat - Largest project with single axis tracker






Mandsaur – Hilly area with 8-15 degree slope



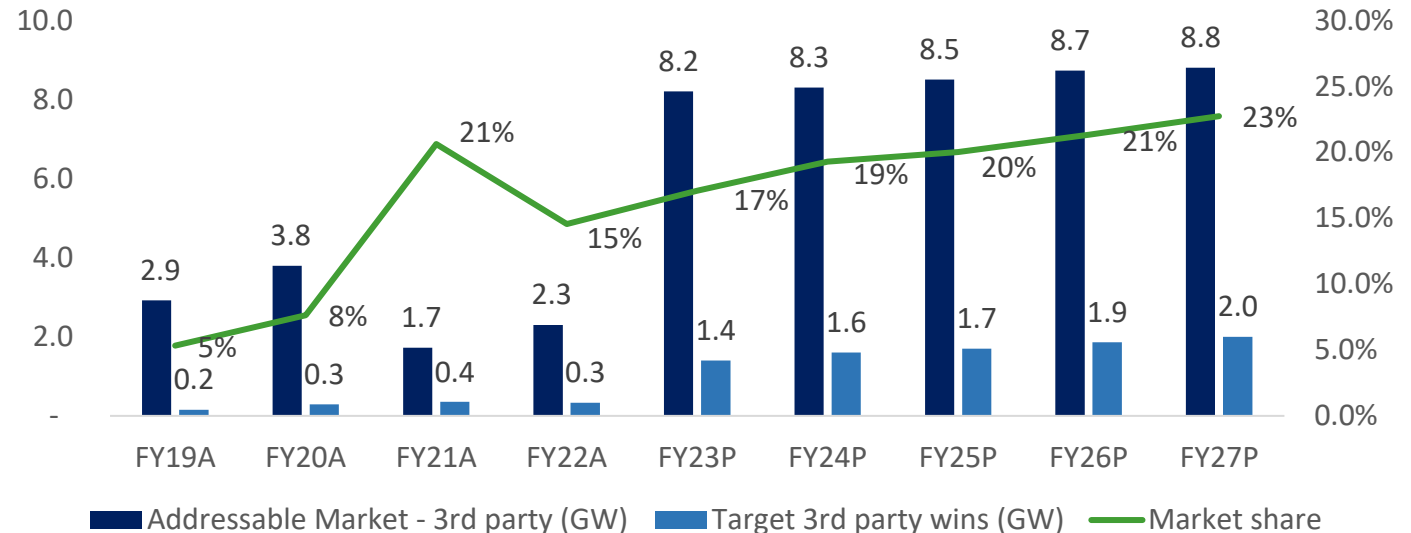
70MW NTPC Kayamkulam, Kerala - One of the largest floating solar in the Country

1.5 GW projects under O&M (3rd party ~60%)

Future growth

-  FY23 3rd Party Addressable Market ~ 8-10 GW (43% EPC & 57% BoS)
-  >5 GW projects already under or likely to be auctioned soon
-  Central PSU Bids & niche projects providing market share growth & better margins

Market share growth to continue



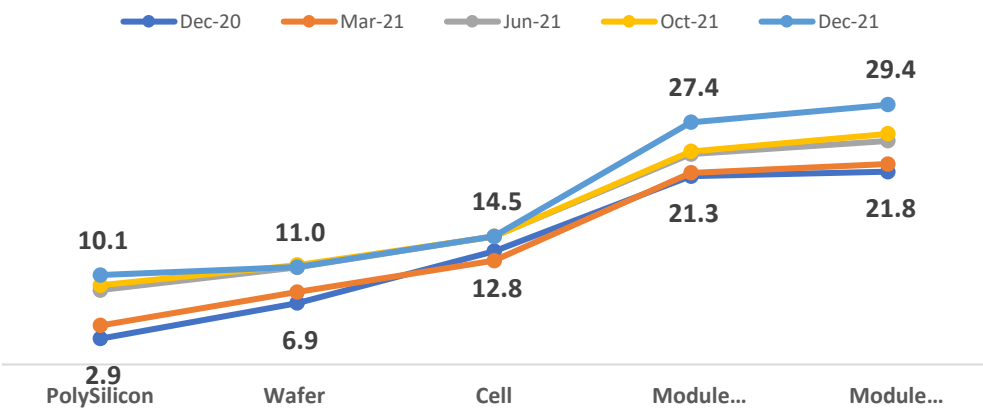
Strengthening Market Leadership through:



Domestic Manufacturing to drive competitiveness and secure supply



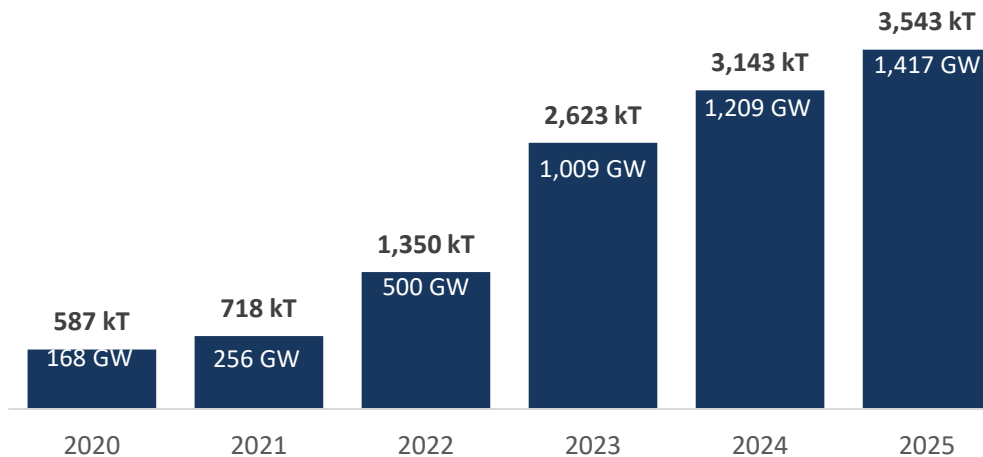
Solar Value Chain Costs in last 1 year



Source: Internal estimates

Global Poly Silicon Supply glut expected to ease

Global End-Of-Year Capacities



Source: Internal estimates

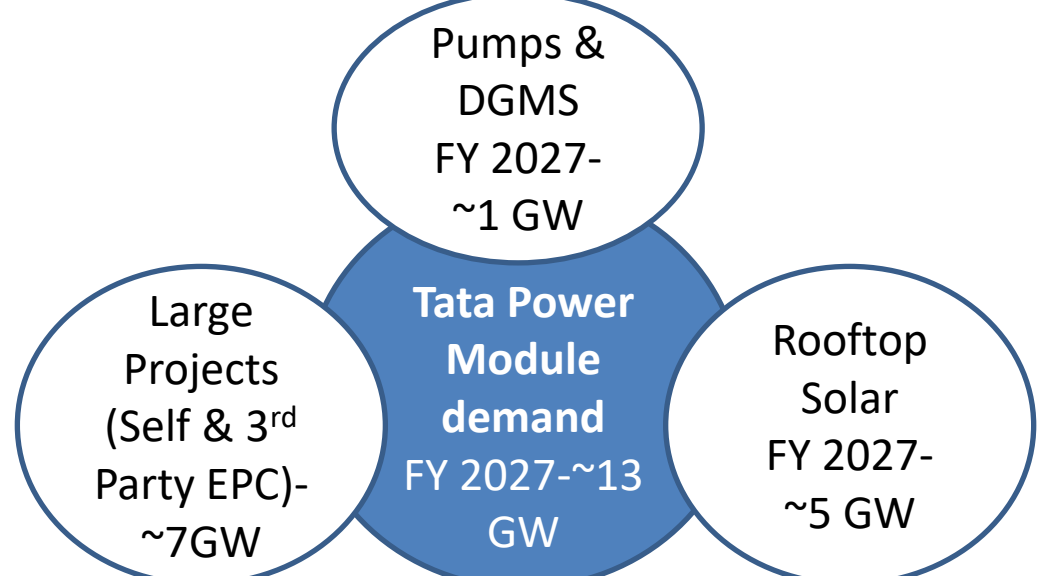
4 GW manufacturing built on experiences from 250 MW line built in CY21

Site / State	Total Capex
Tuticorin (Tamil Nadu)	3,000 – 3,400 crore

- P-Type Mono PERC; can be upgraded in future to N-Type TOPCon
- State level capital subsidies & PLI
- Spare land for expansion



Captive supply of modules to secure supply





FY 2023

- Contract Manufacturing of modules under supervision & quality check
- Standardize and Digitize
- Mechanization of execution workstreams to save time & labor
- Hedging of Fx and long term tie ups for materials

FY 2024-25

- Use of self manufactured cells & modules providing pricing advantage
- Price variation in contracts linked to globally accepted indices
- BESS & Wind strategic tie-up with OEMS

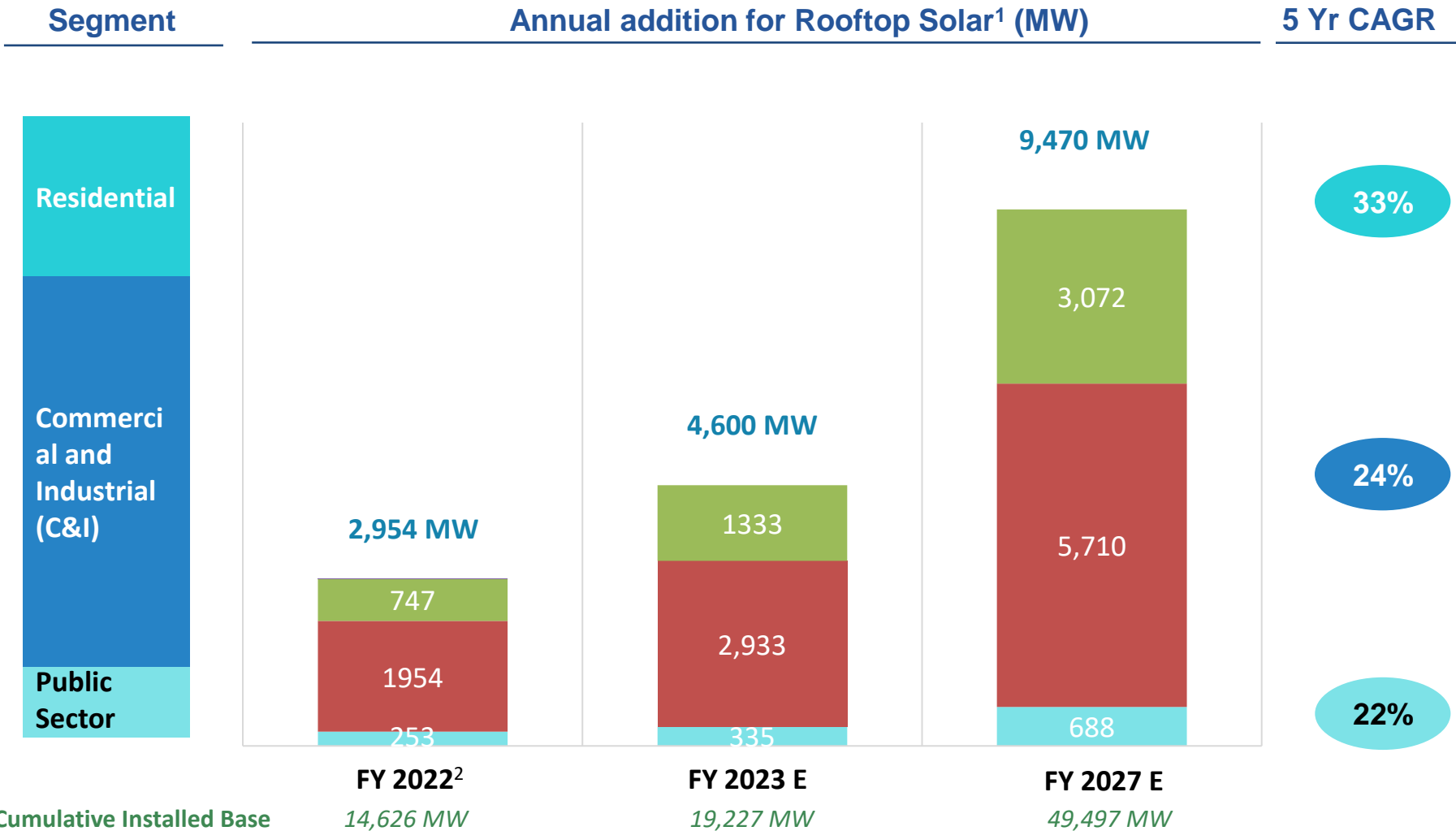
FY 2025 & beyond

- Explore opportunities for synergy with group companies as applicable
- Fixed cost leverage with larger order book from both utility as well as rooftop solar EPC

Rooftop – the next leg of Solar Growth



26% CAGR, RES and C&I primary growth drivers



Compelling economics:

- Reduces electricity bills by upto 80%+
- Payback period of 4-7 years

Enabling regulatory ecosystem:

- Net Metering upto 500 kW
- No capacity limit on captive use
- Green Open Access norms
- Proposed RPO Obligations for industrial units
- State administered subsidy programs for residential
- Green energy exchanges (GTAM / GDAM etc) for sourcing green power

Sustainability Commitment:

- Increase in Govt of India's RE commitment to 500 GW by 2030
- Carbon neutrality / 100% renewable electricity targets of corporates

Note: 1.) Comprises off-site C&I capacity addition 2.) FY2022 numbers denote capacity for Jan-Dec 2021 as per Bridge To India. 3.) For FY2022, Public sector and C&I are approximate figures

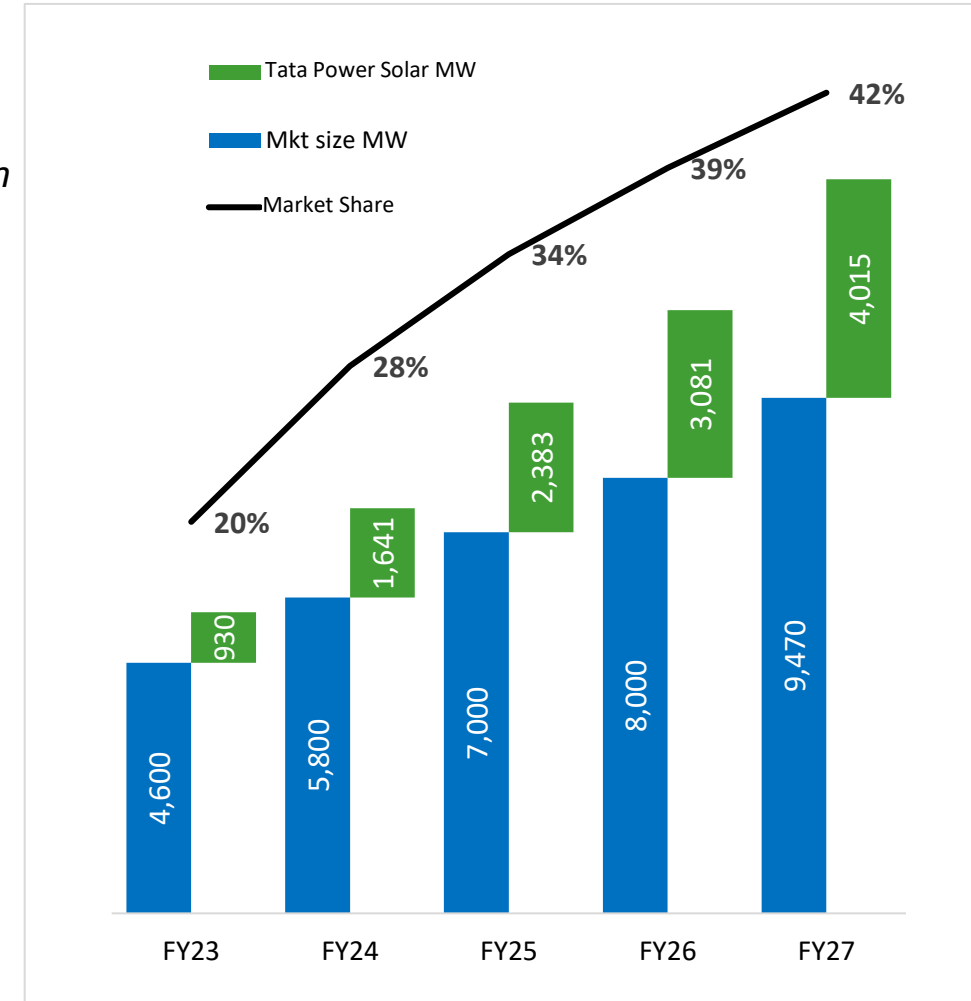
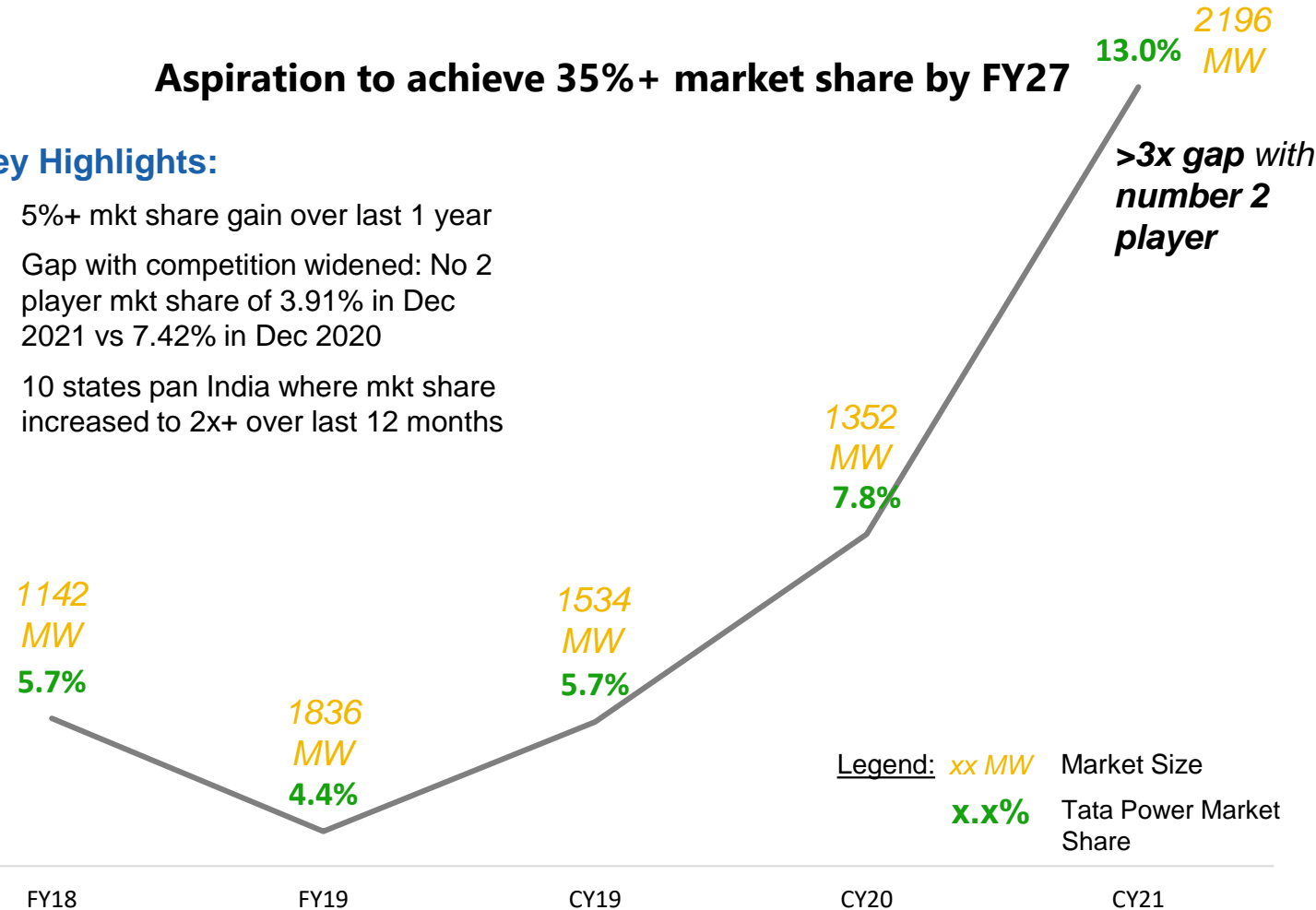


Tata Power Rooftop business has **continued Number 1 position** (for 8th year now) & **significantly widened gap with competition**

Aspiration to achieve 35%+ market share by FY27

Key Highlights:

- 5%+ mkt share gain over last 1 year
- Gap with competition widened: No 2 player mkt share of 3.91% in Dec 2021 vs 7.42% in Dec 2020
- 10 states pan India where mkt share increased to 2x+ over last 12 months



Note: Market Data and timelines as per Bridge To India reports
Includes data for on-site market size and on-site Tata Power installations, off-site not included here

Differentiators to sustain Pole position



Jan – Dec 21 period:
EPC was 80%; Opex was 20% of orders

285 MW on-site capacity added, 112 MW open access during this period

₹ 670 cr order booked in Q1FY23 – 1st 130 MW Group Captive order booked

Presence across all customer segments

Onsite + Open Access Models leveraging on Group Captive

EPC + Opex Models

VARIED OFFERING

Multiple tie-ups offer several options to customers

Innovative products such as Instant EMI; term loan, etc.

Collateral free, quick financing

FINANCING

Bifacial modules on roof

Innovative products like hybrid, balcony, artefacts, solar tree

Digital tools, e.g., array modelling, shadow analysis, daily report

PRODUCT PORTFOLIO

Value added offerings: Bundling with roofing solutions, Performance analytics

Innovative Premium products

CHANNEL & MARKETING

375+ Channel Partners (CP) – covering 240+ districts

50% of FY 22 revenue from CPs

Customer referral & social influencers

Are you looking for **Easy Financing on Solar Rooftop for your Home?**
Look no further...

Invest in Solar - Build a Greener Planet
With Rooftop Solar Finance Scheme for Smart Homes
Go Solar - Pledge for a Cleaner and Greener Environment.

Key Attractions

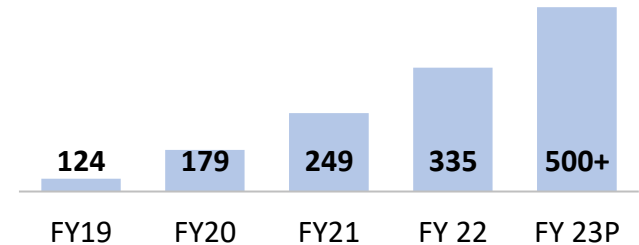
- Instant EMI Options
- Minimum Documentation
- No Collateral
- Low Interest Rates
- Pan India Presence
- Doorstep Services

Call Toll Free **1800 419 8777** | [Enquire Now](#)

Our partners permit the leasing of various assets while we go ahead and install the solution thus providing guarantees for the plant being made.

- Pay-as-you-go (PPA)
- Financial Lease
- Operational Lease

Channel Partner Network Growth



63 CPs added in Q1 FY 23

~1/3 of CPs contributing >₹ 1 cr billing as of FY 22

Solar Pumps - a rapidly growing market



LARGE MARKET OPPORTUNITY GROWING AT 25%

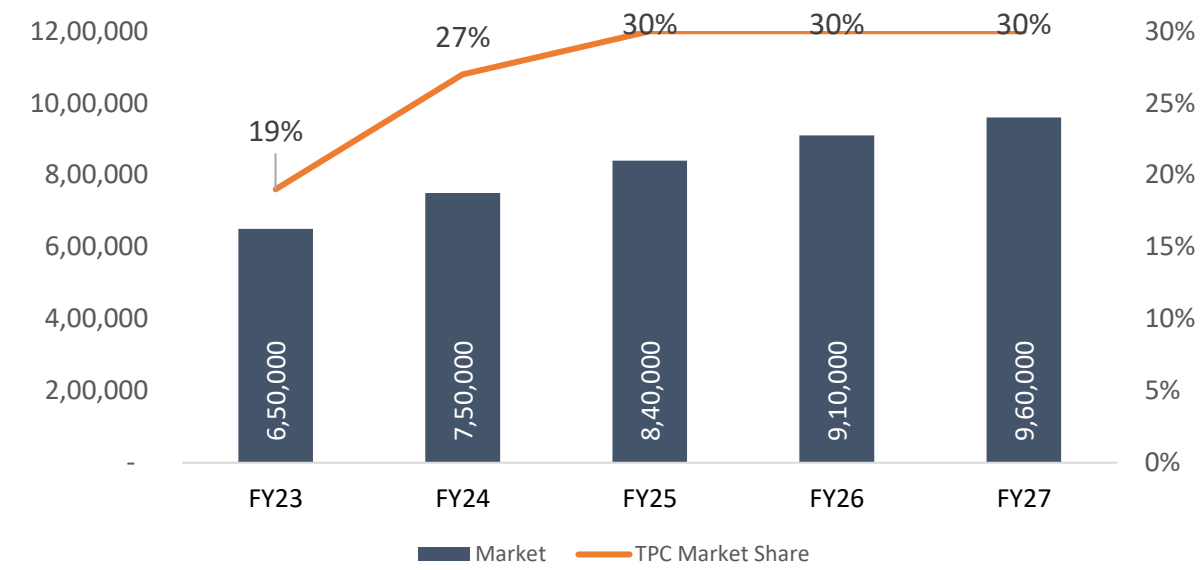
Installed base of Pumps in India	Current Solar Pumps in India	Solar Pumps Market (FY23)
30m+	0.3m	~₹ 13,000 crore

- Market to expand to **4m Solar Pumps** by **FY27**
- Growth to be driven by **PM – KUSUM SCHEME**
- Announced in Mar'19 and GOI allocation of **₹ 34k crore**

BENEFICIAL FOR ALL STAKEHOLDERS

Environment	<ul style="list-style-type: none"> ▪ Green power; reducing excessive discharge ▪ High social impact, employment generation
Farmer	<ul style="list-style-type: none"> ▪ Availability of water; Productivity improvements ▪ Elimination of safety hazards ▪ Improved quality of life
Government	<ul style="list-style-type: none"> ▪ Eliminates yearly subsidies ▪ Commitment to renewable energy in agriculture ▪ High volumes to benefit farmer population

EMPANELMENT & NETWORK TO DRIVE MULTIFOLD GROWTH



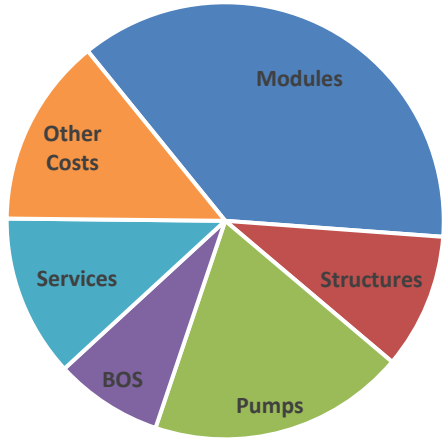
KEY DIFFERENTIATORS TO WIN THE MARKET

- (A) Cost Leadership** - owing to in-house capabilities, localized supply chain
- (B) Reach** - vast coverage via channel partners through app platform
- (C) Strong Brand** in rural areas backed by targeted marketing campaigns
- (D) Customer Delight** owing to best-in-class service, technology solutions

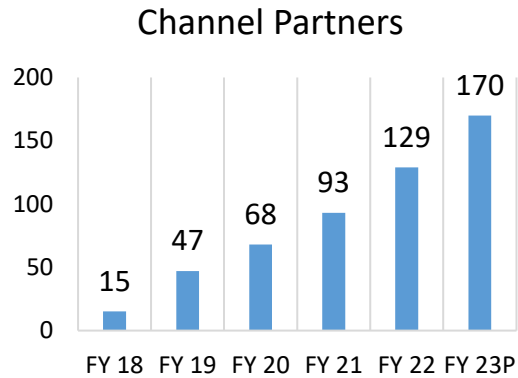
Differentiators to Win



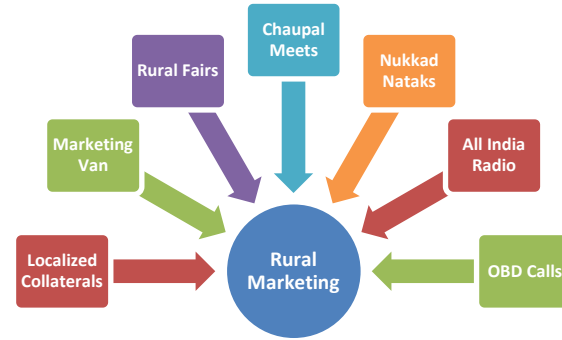
Cost Leadership



Reach

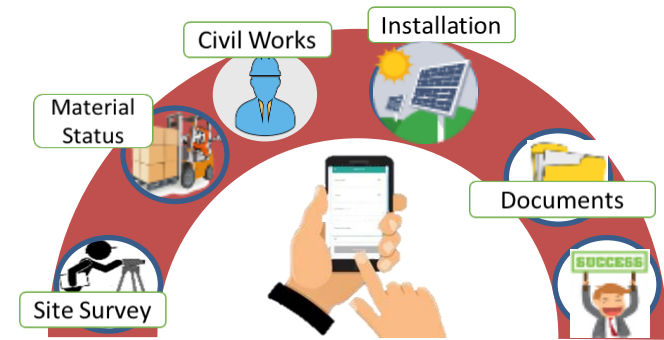


Brand



सोलर पंप मतलब सिर्फ़ टाटा पावर सोलर

Customer Delight



- **OEM - Tata Power “Solar Pumps”**
- **DCR cells and modules** availability: Multi / Mono-PERC
- New MMS materials
- Localized Supply Chain with JIT inventory control – Pumps, MMS & BOS. VMI to be explored

- **“Partner of Choice”** - Exclusive for Pumps business
- Integrated I&C and BOS Model
- Vast coverage through channel partners – Monitored through app-based platforms

- Strong Rural brand
- Marketing Campaigns
 - Dealer Branding
 - OBD Calls
 - WhatsApp Videos
 - Van Activities
 - Collaterals
- Tata Power attire across customer touch points

- Strong EPC capability
- Remote app-based interface
- Lowest Response and Resolution TATs in Service
- Lowest Installation cycle time
- Technology solutions

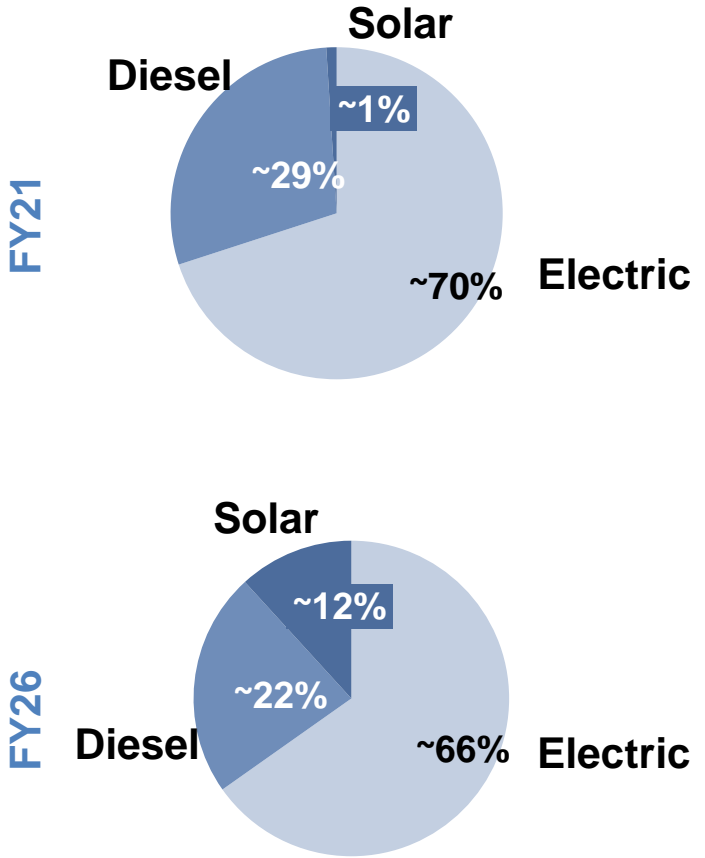
Well positioned to capture market opportunity beyond FY27 as well



Market till FY 26

Market Beyond FY 27

Share by pump type
(% by number of installed pumps)



- **Subsidy for solarization expected to continue**
 - Support for solarization is equivalent to agricultural electricity consumption subsidy
 - Subject at intersection of two key objectives: agriculture and renewable energy
- **Share of Component C expected to increase** due to dominant share of electrical pumps in installed base
- **Potential retail opportunity** (sales without subsidy route) for 10-15% of market for farmers with high income
- **Emergence of new use-cases and models:**
 - Water for Horticulture & drinking water for livestock use
 - New models like WaaS (Water as a service) to become more mainstream due to decreasing working capital for companies

Source: Projected basis KPMG feasibility study, CEEW report, IPMA report for annual sales, KUSUM scheme, newspaper articles



CATERING TO EVERY SEGMENT



2300+ Pubic & semi-public CPs
400+ CPs on various National & State Highways



Present in more than 430+ cities & towns



200+ Ultra high Capacity Bus Chargers installed in Mumbai, Ahmedabad and Delhi



18,500+ Home Chargers installations



Award winning Advanced Software Platform and Mobile Application

- **2x than the 2nd Largest Player in the Market**
- **Current presence in 430+ cities & towns vs <30 cities for other players**

DIFFERENTIATED STRATEGY FOR THE 3 BUSINESSES

	Home Charging (Private 4W)	Captive Charging (Shared 4W & Bus)	Public Charging (Private & Shared 4W)
TATA POWER GREEN STRATEGY	<ul style="list-style-type: none"> ▪ 50%+ of Home Charging market ▪ Partnership with OEMs as preferred service provider ▪ Open additional revenue through subscription value-added services 	<ul style="list-style-type: none"> ▪ ~40% of Fleet 4W & Bus Charging market ▪ Participation through tenders – offers steady returns ▪ Contracts with 4W fleets with minimum usage guarantee 	<ul style="list-style-type: none"> ▪ ~22% public charging mkt share (own) ▪ ~15% public charging (franchisee) ▪ Post FY27, asset-light aggregator of franchisee operators
RATIONALE	<ul style="list-style-type: none"> ▪ Enables customer acquisition from personal EV owners 	<ul style="list-style-type: none"> ▪ Builds network presence & operating know-how with low risk 	<ul style="list-style-type: none"> ▪ Enables capturing leading share of public charging & data
FY27 TPC CHARGERS	1,49,975 (Y-O-Y)	4w: 13,059 (CP) E-BUS: ~5342 (CP)	~8,945 (CP)
PARTNERSHIPS			



KASHMIR

Our Approach

- Destination Charging (Within Cities): Majority of charging happens either at residence or workplace, hence maximum business opportunity lies in Destination
- Highway Charging: Reduction of Last Mile Anxiety
- Home Charging: Tie up with various OEM to remain preferred choice of customers for home installations

Our Partnership

- Real Estate Groups: Replace home chargers with dedicated public chargers
- Petrol Pumps / Hotels / Retail outlets: Provide top-up charging without waiting
- OEMs: Wide range of 4W OEMs
- Entry into the mass 2W market EV charging

Our Platform

- Integrated Cloud based – Monitoring, Charging etc.
- Scalable
- Tariff flexibility & Multiple Payment Options
- Customer Centric User Interface

Our Hardware

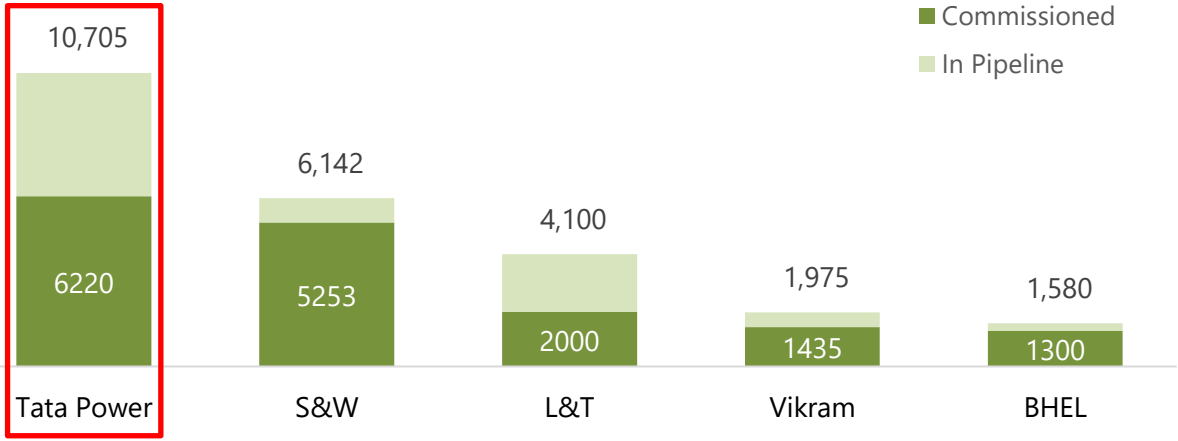
- Ultra Rapid Chargers, DC Fast chargers, AC Chargers
- Remotely Managed Smart Chargers
- Compatible for Renewable Powered Charging
- Integrated Hardware

KANYAKUMARI

Taking leading position in its segments of choice

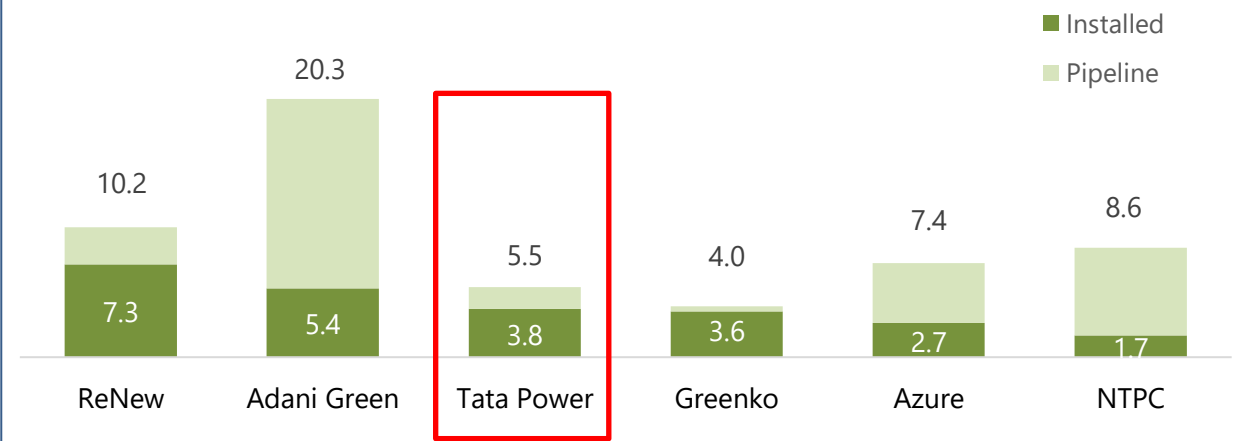


Renewables Utility Scale EPC (MWp)



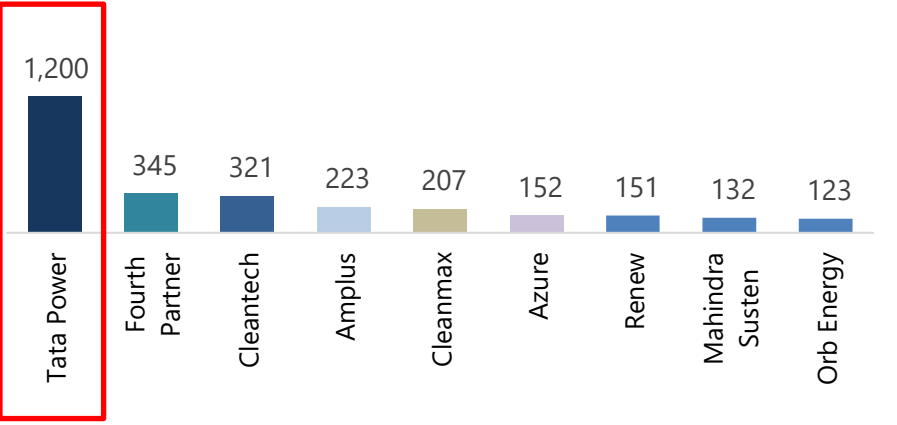
As of Mar 22; Tata Power nos are as of 31st Jul 22

Renewable Capacity (GW)



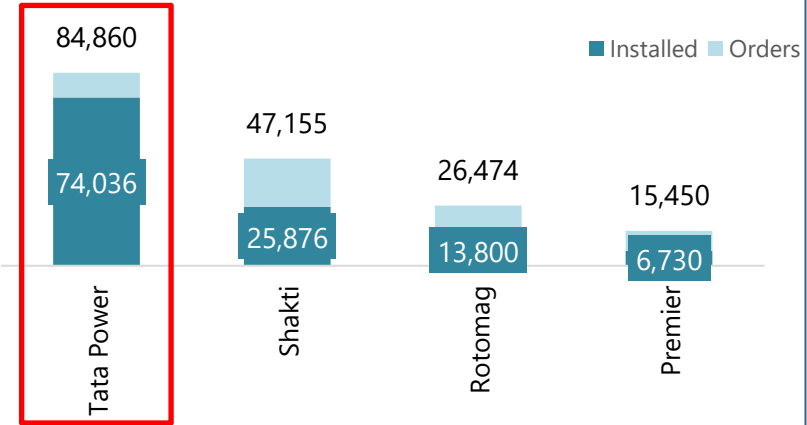
As of Mar 22, Tata Power no's are as of 31st Jul 22

Solar Rooftop Installations (MW)



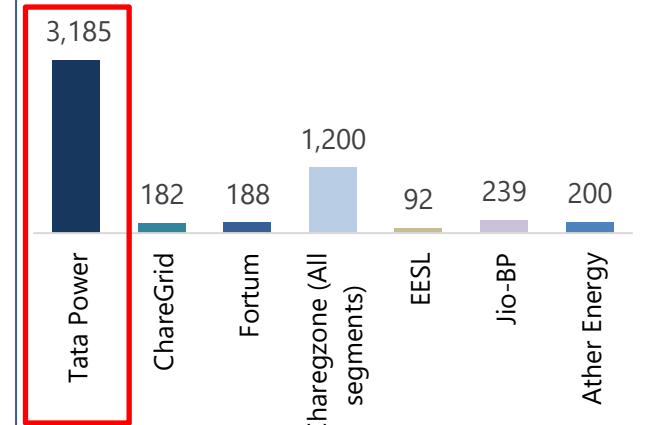
Tata Power nos are as of 30th Jun 22, for peers it is for time period Oct 16 to Dec 21 and contains data of onsite installations; Data taken from Bridge to India reports

Solar Water Pumps Installed (Nos)



As of Apr 22, Tata Power nos as of 31st Jul 22

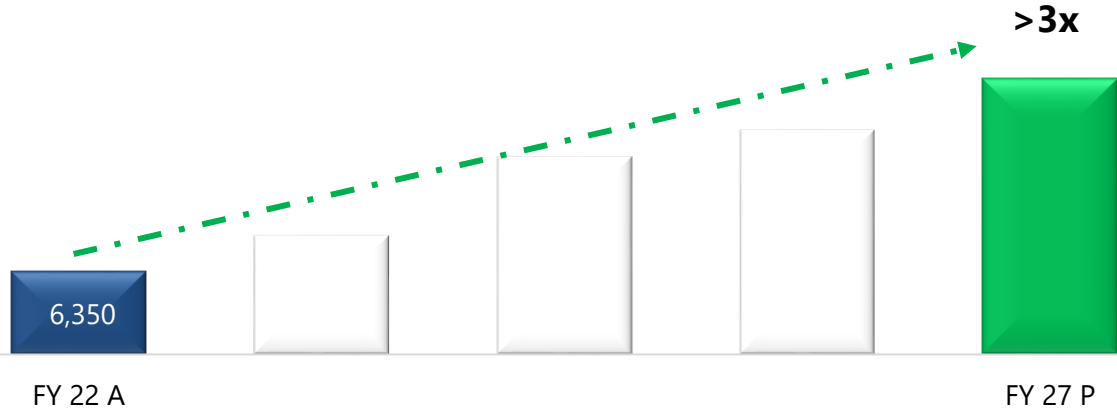
EV Charging points (Nos)



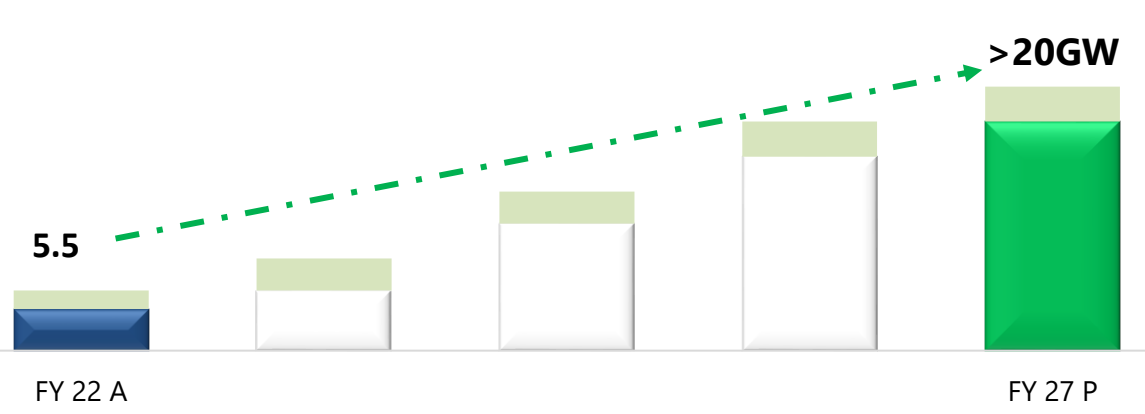
As of Jun 22; Tata Power as of 30th June 22; excludes home chargers



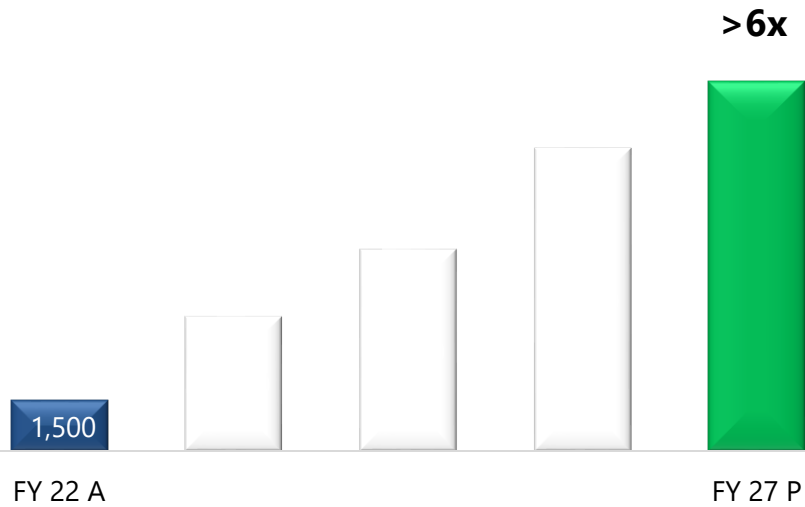
Renewables Utility Scale EPC (Revenue in ₹ crore)



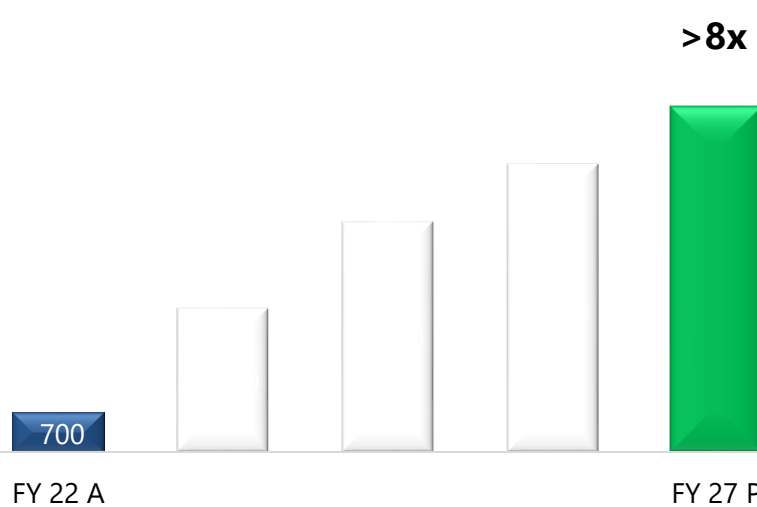
Renewable Capacity (GW)



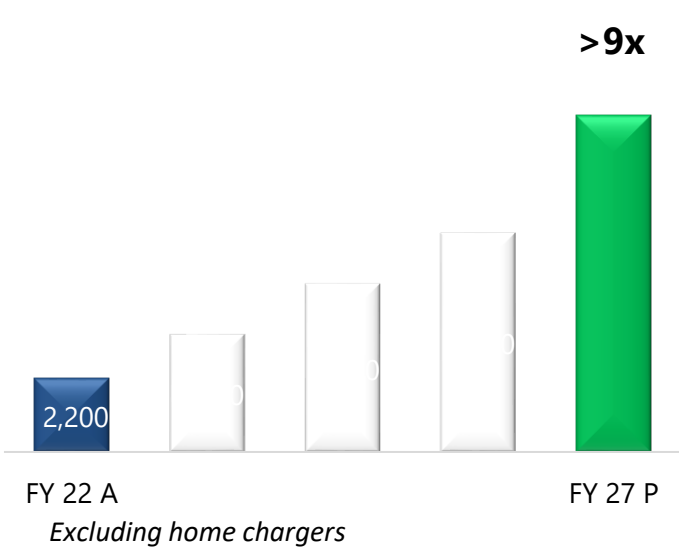
Solar Rooftop Revenue (in ₹ crore)



Solar Water Pumps Revenue (in ₹ crore)



EV Charging Point



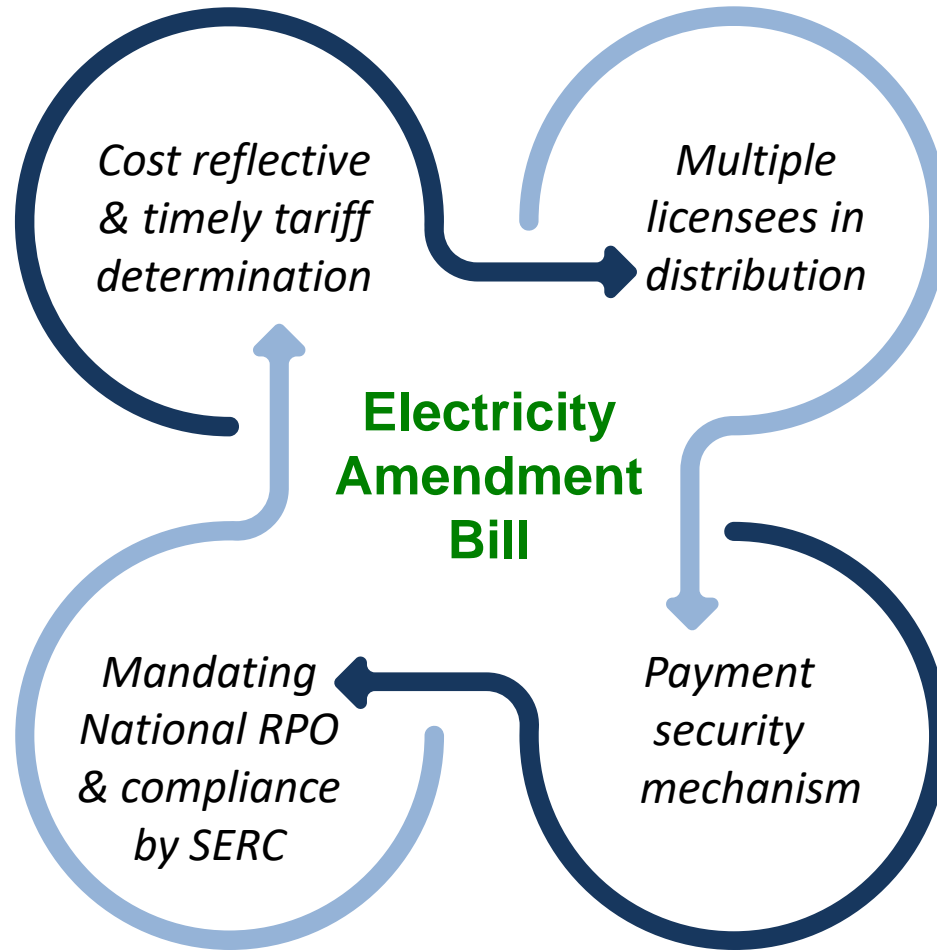
More Power to Consumers

Electricity Amendment Bill – Marks the beginning of Distribution Sector turnaround



- 1**
- Tariff determination within 90 days and phasing out of cross-subsidization to be a big relief for DISCOMs
 - Sets the path to cap TPDDL and other DISCOM's regulatory assets - Liquidation of past Regulatory assets awaited

- 4**
- SERCs required to enforce national RPOs.
 - Non-compliance to be penalized at ₹ 0.25 -0.35 / kWhr in 1st yr & ₹ 0.35-0.5 / kWhr in subsequent years
 - Coupled with potential increase in RPO, a stricter implementation to promote RE and open access



- 2**
- Multiple suppliers of electricity
 - Provides private players entry into power distribution business with state regulators' approvals
 - Positive for Tata Power's pursuit of privatization opportunities in select states/cities

- 3**
- National Load Dispatch Centre (NLDC) as the apex body for ensuring integrated operations of the power system.
 - Mandates NLDC, RLDC & SLDC to schedule power only if required payment security is provided



AT&C loss target: 12-15% by FY2025

ACS-ARR Gap: Zero by FY 2025

32% of the scheme outlay provided as grants by Central Government

Benefits available for Discoms selected based on pre-qualification criteria

Revamped Distribution Sector Scheme

Smart Meters

33 kv upgradation

- RDSS targets 250 mln meters by FY25 (46 mln installed till date)
- Our projection pegs AMI market at 1 billion meters in next 10 years – ₹ 1.5 lac crore opportunity
- 33kv upgradation potentially through TBCB route to provide transmission opportunities

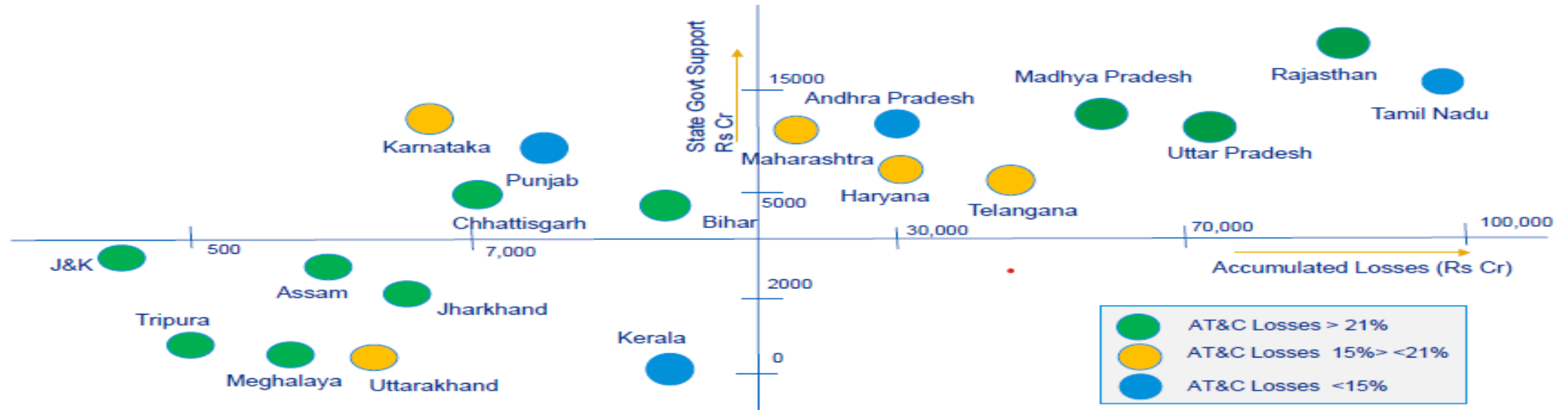
Release of funds based on a minimum scoring on results evaluation matrix linked to financial performance and reforms

Scheme outlay of ₹ 3.04 lakh crore: Smart meters - ₹ 1.5 lakh crore; System strengthening – ₹ 1.5 lakh crore; Capacity building – Balance

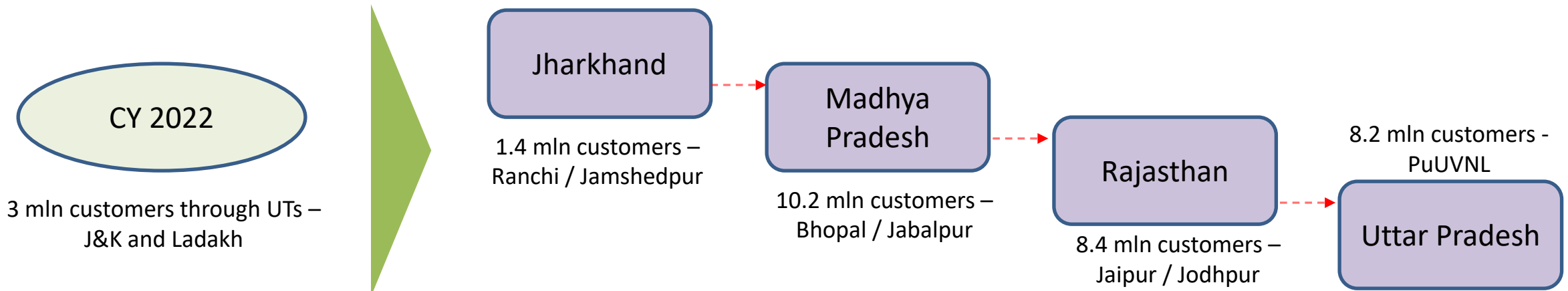
Opportunity to expand Distribution footprint



Discoms still reeling under huge losses draining state resources



PPP/DF opportunity for 30 Mln customers expected in next 15-18 months



Tata Power poised to gain a market share leveraging its experience in turning around discoms

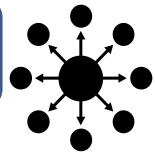


Unparalleled Retail Distribution experience



TATA POWER –THE LARGEST PRIVATE PLAYER IN POWER DISTRIBUTION BUSINESS IN INDIA

Mumbai Distribution



Overall AT&C loss -0.70%
Collection Efficiency -100.37%
Billing Efficiency- 98.93%



TATA POWER-DDL



Overall AT&C loss -6.80%
Collection Efficiency -100.36%
Billing Efficiency- 92.86%



SAIDI - 0.56 min
SAIFI- 0.5



Consumer Base – 0.3 mln, 50k smart meters installed



SAIDI- 13.21 Hrs
SAIFI- 14.1



Consumer Base – 1.9 mln, 25 mln smart meters Installed

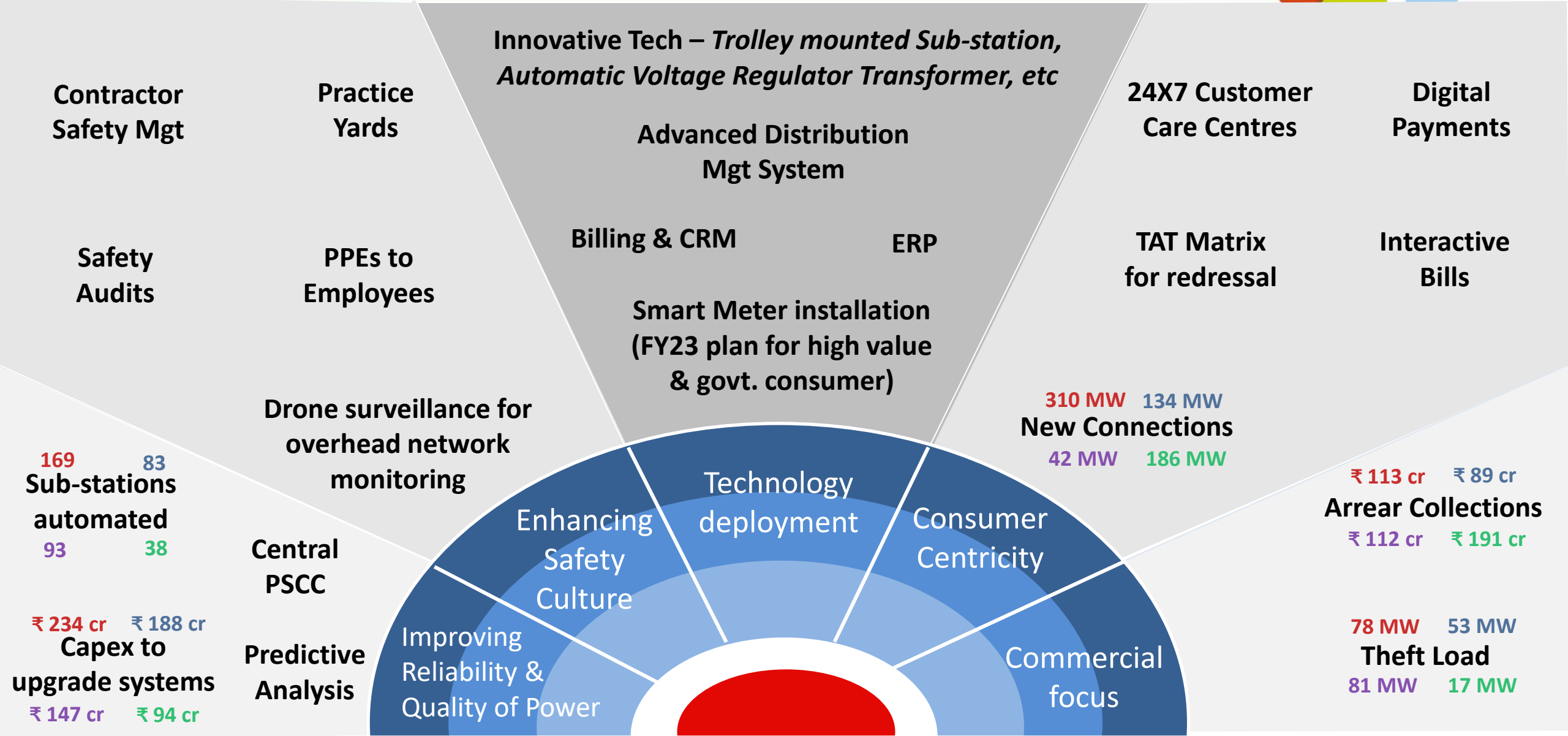
Figures as of 31st March 22

Being Leveraged for strong turnaround in Odisha Discoms

Period	DISCOM	AT&C Losses	SAIDI (Hrs.)	SAIFI (Nos.)	DT Failure Rate	DISCOM	AT&C Losses	SAIDI (Hrs.)	SAIFI (Nos.)	DT Failure Rate
FY21	TPCODL	29.5%	290	416	4.7	TPNODL	NA	129	732	9.0
FY22		25.1%	154	377	4.1		23.1%	455	680	4.3
FY23E		18.3%	124	301	<3.1		16.7%	339	545	<3.2
FY21	TPSODL	30.0%	175	254	4.0	TPWODL	27.0%	478	679	7.0
FY22		32.5%	155	233	3.5		27.6%	424	600	4.8
FY23E		21.3%	124	187	<2.6		18.0%	364	480	<3.6

AT&C losses is including collection of past Arrear

The levers for turn around of Odisha Discoms





T&D Consultancy – India’s largest T&D Consultant offering end-to-end solution

Present in 23+ States & UTs of India

Worldwide Presence in 16+ countries

Handled Project Outlay > 3.6 Billion USD

- 1 System Integration
- 2 Management Consultancy
- 3 Technology Advisory Services
- 4 Managed Services
- 5 Capacity Building (T&D)



Tata Power Trading – Ramping up business to grow EBITDA 3x in next 5 years

- Shift from Power to Energy Service Domain: Transition to Energy as a Service (EaaS) provider
- Achieve Top 3 in Market Share through increase in traded Mus to drive Profitability
- Maximizing Growth from RE, Consultancy and Value Added Services
- Focus on new business areas i.e. derivatives, gas trading and carbon-offset trading



FY 22 – Restart of Tx cycle

NRSS XXXVI – Resurgent Platform

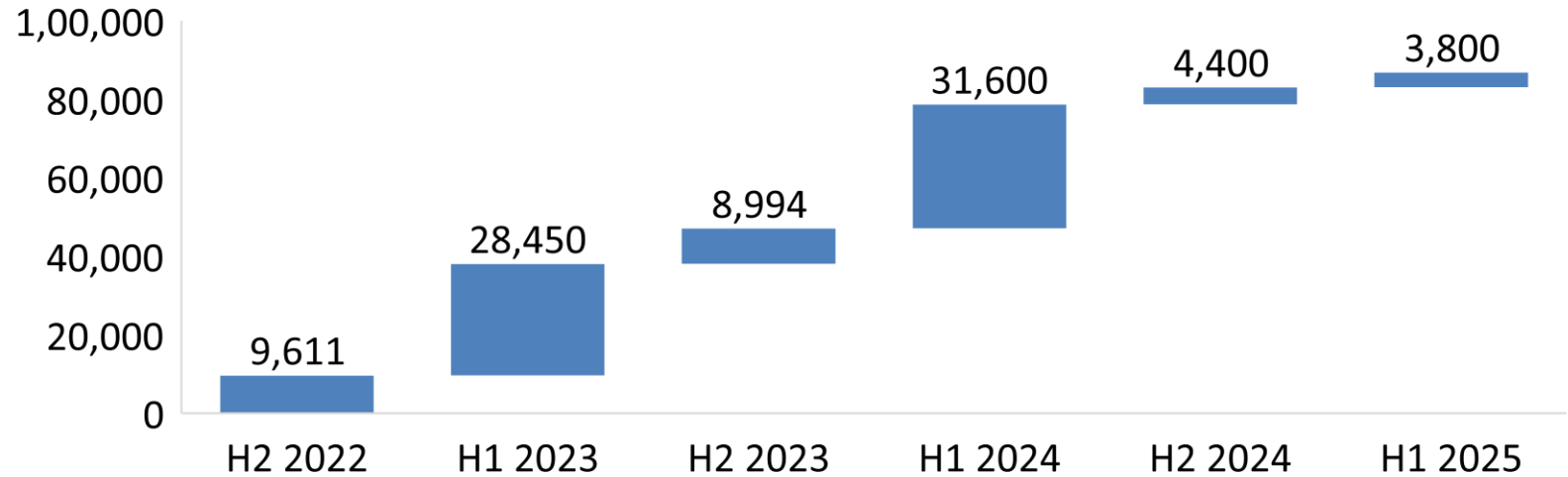
- 1st M&A in Transmission space
- 305 ckms network at 400 kV level
- Shorter construction timelines to lead to early start of revenues

SEUPPTCL – Resurgent Platform

- Won under IBC process; acquisition process underway
- ~855 ckms at 765 kV level & ~1197 ckms network at 400 kV level; part operational

Emerging Opportunities in TBCB – ₹ 87,000 crore bid pipeline in next 3 years

Outlay (₹ Cr.)-Upcoming bids



Tata Power's strategy to win

Project Execution

- Leverage Tata Project's deep domain expertise in Tx project execution
- Portfolio approach to optimize project cost element
- In-house expertise for control over execution

Project Financing

- Best in class project finance terms through diversified sources
- Support from strong parent rating
- Strong refinancing & monetization capabilities

O&M excellence

- Predictive maintenance and advanced technologies to reduce downtime
- Optimize costs through centralization of asset mgt
- Leverage Tata Group for cross utilization of lines & towers



Tata Power 2.0 – *Future Ready for Smart Choices*



Our climate commitment

Objective

Achieve carbon net zero before 2045 by growing renewable generation portfolio and targeting carbon intensity reduction scientifically while aligning ourselves to the global goals of SDG 7 and SDG 13



Decarbonisation



Innovation



Renewable growth

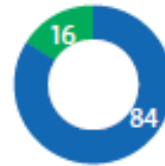


Demand side Management

Leading utility transition to clean energy

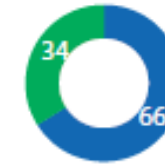
Evolving Generation Mix (%)

2015



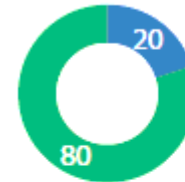
Largely coal-based capacity expansion to meet the growing energy demand in India

2022



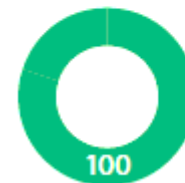
Major capacity expansion of greenfield solar capacity
Inorganic growth through acquisition of Welspun portfolio

2030



Pursuing new solar and hybrid capacities

2040-2050



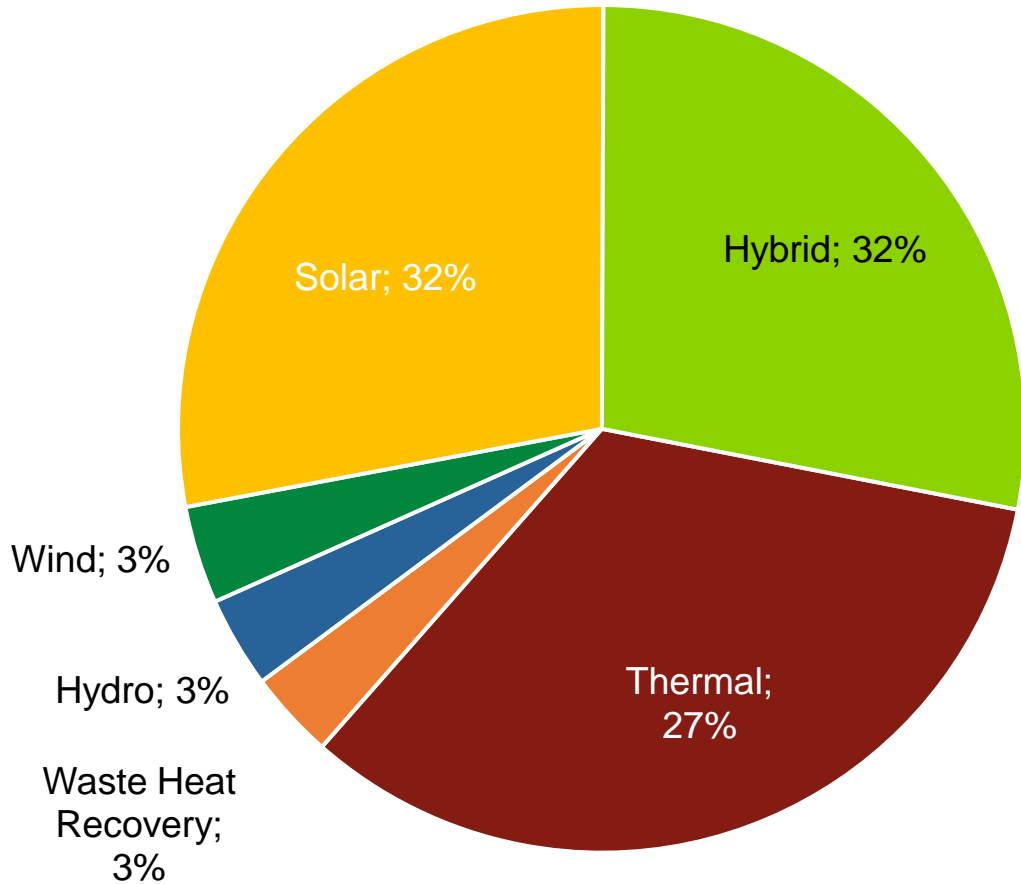
Phase-out of all coal-based generation
Carbon net zero before 2045

● Thermal ● Clean (non-carbon based)



2X CAPACITY GROWTH TO 30 GW: ~75% PORTFOLIO 'CLEAN & GREEN'

NEXT 5 YEARS CAPACITY MIX

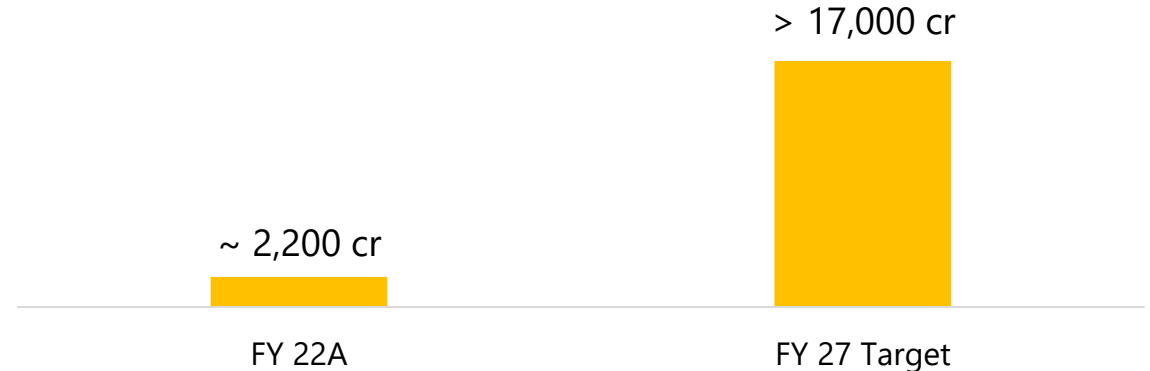


POTENTIAL UPSIDE TO FY27 TARGET OF 3X CONSUMERS & 2X T&D REVENUE GROWTH



MULTIFOLD GROWTH IN CUSTOMER ORIENTED BUSINESSES

Revenue from Rooftop Solar, Solar Pumps & EV





An All-round "Utility of the Future"



Market Leadership in EV charging – **125,000+ home chargers p.a. & 25,000+ other charging points by 2027**



Market Leadership in Rooftop and Solar Pumps - grow to **₹ 15,000+ Crore combined revenue by 2027**



Grow 5 GW Renewable portfolio to **20 GW by 2027**



Expand Distribution footprint to **40 million customers by 2027**; pursue **Smart Meter opportunities**, distribution services and grow business through **TBCB & M&A** in Transmission



Lead Industry in transition to **Carbon Neutrality by 2045, 100% water neutral & 100% Zero waste to Landfill – biodegradable waste by 2027**



***To deliver sustainable
shareholder returns***

Strategic shift in Capital Employed

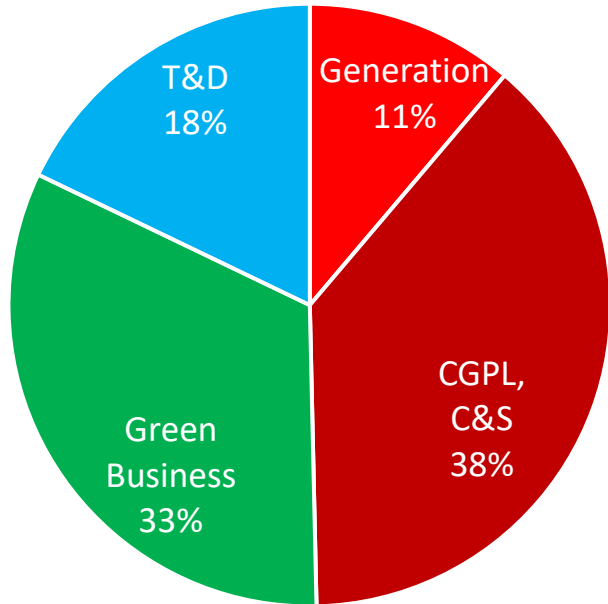


FY 22 Capital Employed – ₹ 65,600 crore

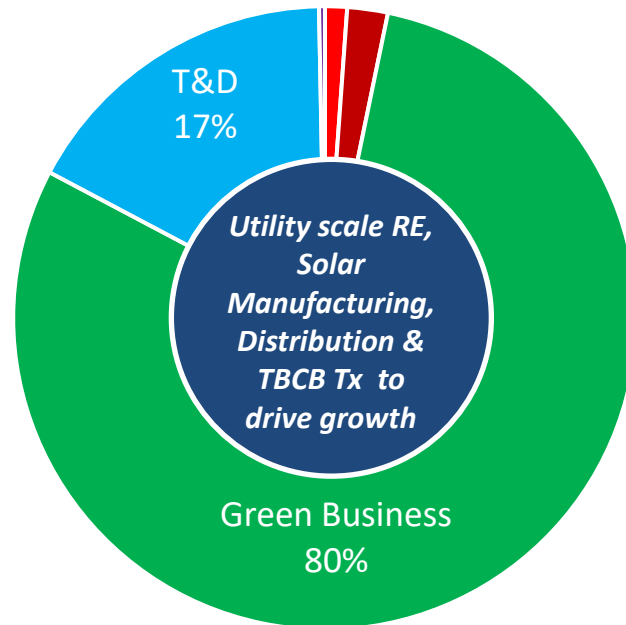
5 Yr CAPEX – ₹ 1,00,000+ crore

FY 27 Capital Employed – ₹ 1,60,000+ crore

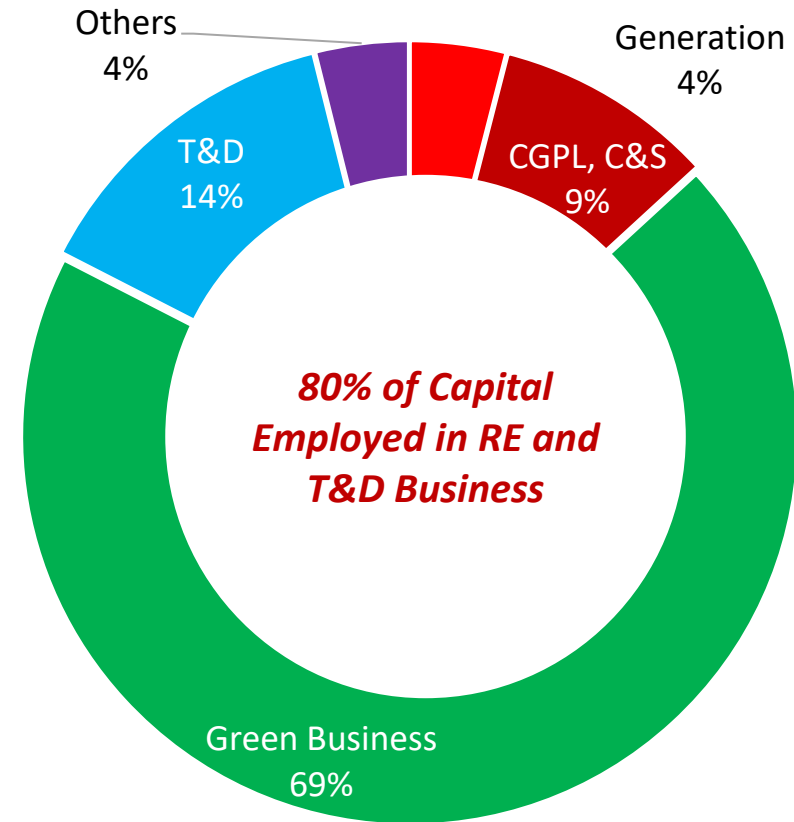
Capital Employed - FY 22



5 years Capex Mix



Capital Employed - FY 27

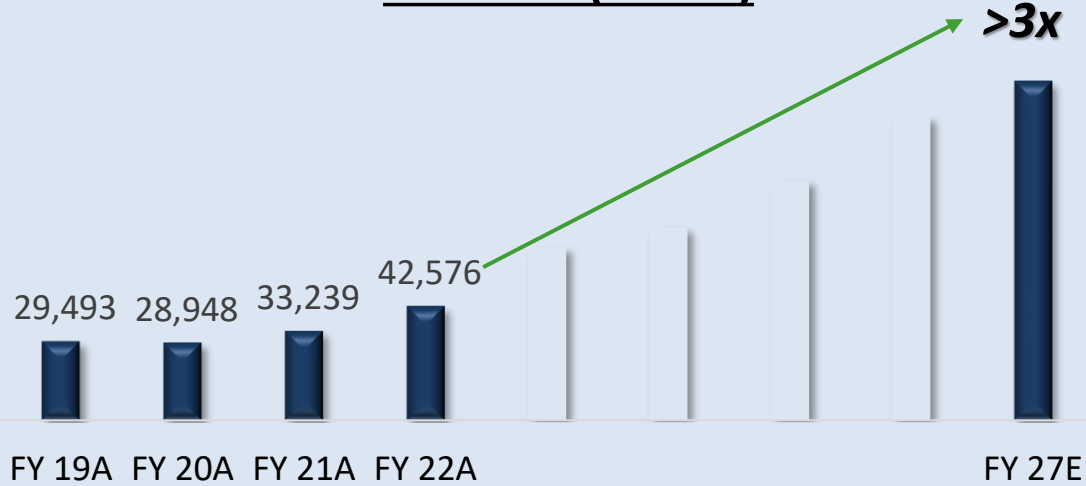


- Generation
- CGPL, C&S
- Green Business
- T&D
- Others

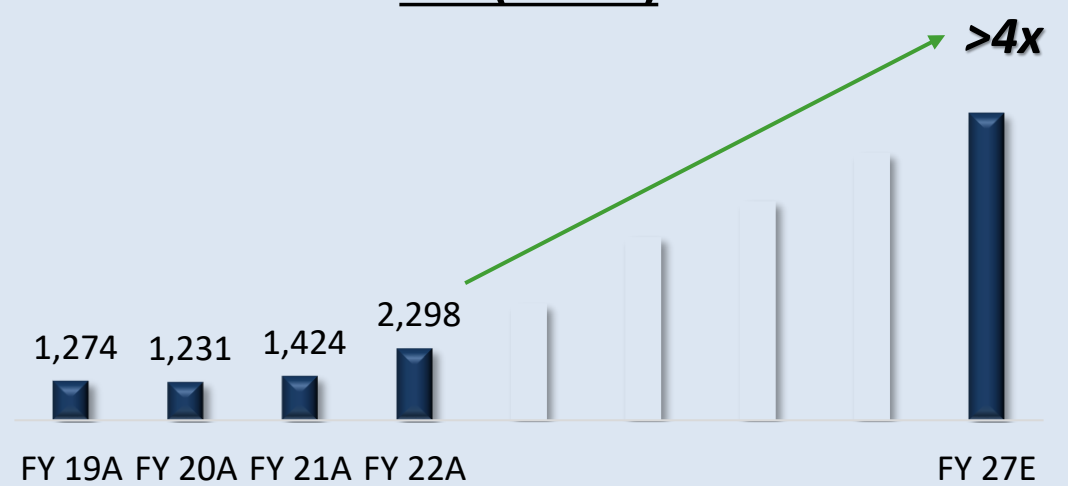
Continue the Bottomline growth trajectory



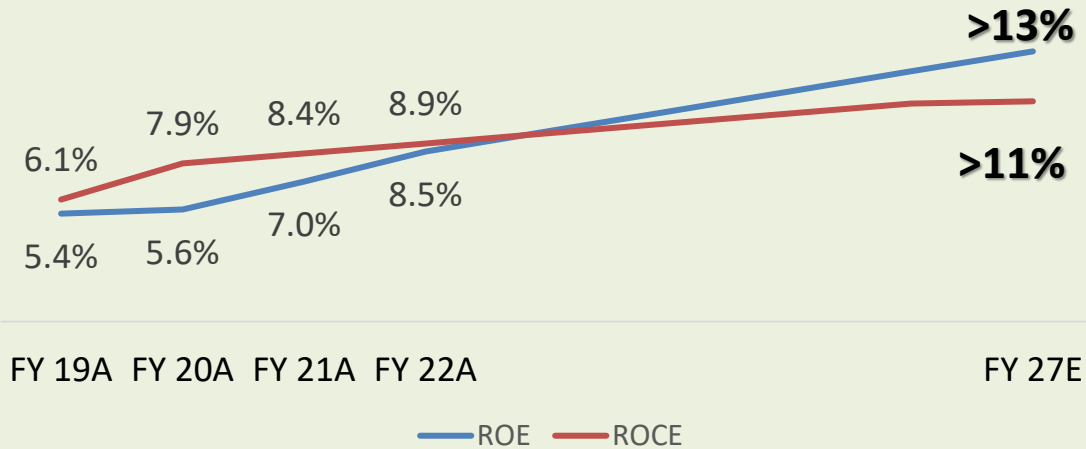
Revenue (in ₹ cr)



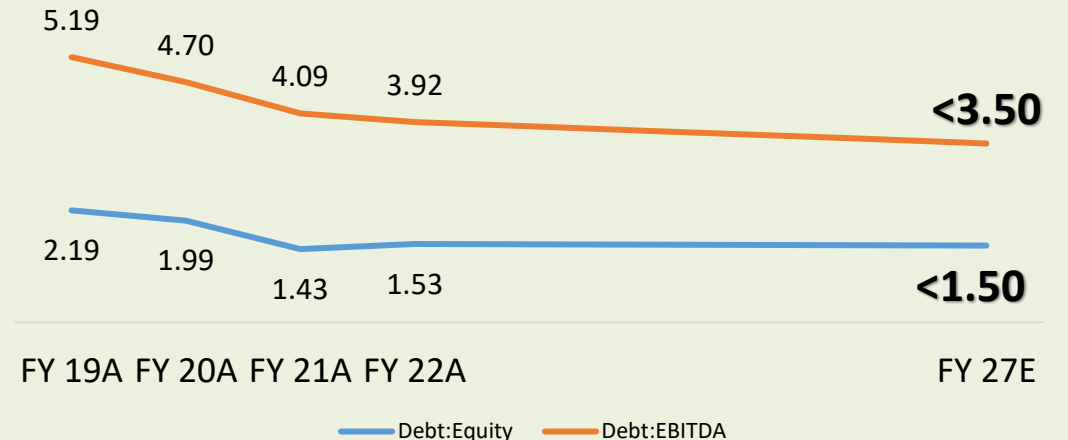
PAT (in ₹ cr)



Returns Profile



Debt Metrics





Empower a billion lives through sustainable, affordable & innovative energy solutions



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Thank You!

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