



JSW Energy Limited

Q3FY20 Results Presentation

February 4, 2020

Key Highlights for Q3FY20



- Debt restructuring agreement with Jaiprakash Power Ventures Ltd (JPVL) stands completed whereby the Company has acquired ~5% equity stake in JPVL, in addition to ₹120 Crore continuing as loan repayable from JPVL to the Company. Further, both parties have agreed to forego their respective rights and obligations in relation to the Securities Purchase Agreement for transfer of Karcham and Baspa hydro assets
- Update on Acquisitions:
 - GMR Kamalanga Energy Ltd (1050 MW): Discussions progressing well between the Company and GMR Energy Ltd for an expeditious closure
 - Ind-Barath Energy (Utkal) Ltd (700 MW): Approval by National Company Law Tribunal under process for the resolution plan submitted by the Company
- Transfer of JSW Energy (Kutehr) Ltd by the Company to JSW Hydro Energy Ltd (wholly owned subsidiary of the Company) stands completed
- Pursuant to changes in the Corporate Tax Regime, the Company has made an assessment of the impact and decided to continue with the existing tax regime for the Company and its key subsidiaries
- The Company's Ratnagiri plant was awarded as 'Best Operating Thermal Power Plant' by Independent Power Producers Association of India (IPPAI)
- JSW Energy (Barmer) Ltd won the award for 'Best Innovation' from IPPAI

Business Environment

Operational and Financial Performance

Demand Growth Trends

Region	9M FY20*	YoY%	Q3 FY20*	YoY %	Q2 FY20	YoY %	Q1 FY20	YoY %	Remarks – Q3 (Key States impacting Demand - YoY)
	(MUs)		(MUs)		(MUs)		(MUs)		
North	312,794	4.4%	84,734	-3.7%	118,952	7.8%	109,107	7.6%	Rajasthan (-6.1%), UP (-4.4%)
West	289,309	-1.9%	93,819	-8.6%	90,466	-2.4%	105,024	5.4%	MP (-17.2%), Chhattisgarh (+12.1%)
South	251,542	0.3%	78,389	-6.4%	82,181	-2.3%	90,972	9.8%	Karnataka (-12.9%), AP (-7.0%)
East	114,448	1.4%	32,599	-6.0%	41,348	2.8%	40,501	6.6%	Odisha (-16.8%)
North-East	12,924	0.8%	4,081	-0.4%	4,648	-3.7%	4,195	7.6%	Tripura (-17.6%)
All-India	981,017	1.0%	293,623	-6.2%	337,595	1.6%	349,800	7.4%	

Quarterly Growth Rates

Region	FY20			FY19			
	Q3*	Q2	Q1	Q4	Q3	Q2	Q1
North	-3.7%	7.8%	7.6%	-0.5%	2.9%	2.7%	5.8%
West	-8.6%	-2.4%	5.4%	2.8%	7.2%	8.9%	5.1%
South	-6.4%	-2.3%	9.8%	2.4%	9.3%	8.5%	4.2%
East	-6.0%	2.8%	6.6%	-0.1%	9.7%	11.0%	6.0%
North-East	-0.4%	-3.7%	7.7%	10.7%	0.9%	4.6%	-3.7%
All-India	-6.2%	1.6%	7.4%	1.6%	6.7%	6.8%	5.1%

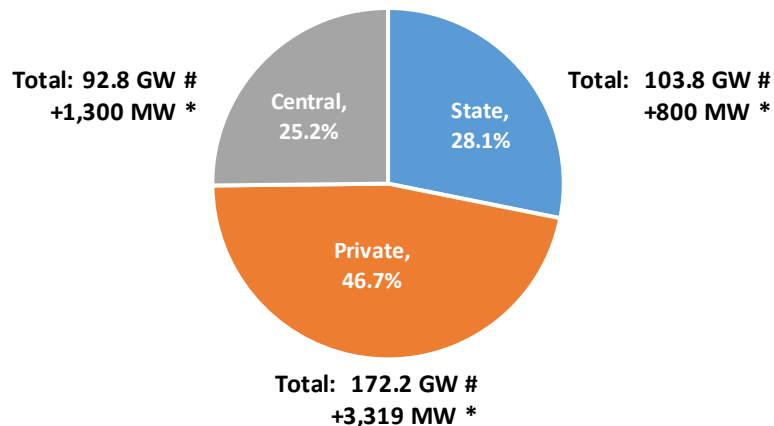
Generation and PLF Trends

Gross Generation	9M FY20*	YoY%	Q3 FY20*	YoY%	Q2 FY20	YoY%	Q1 FY20	YoY %	Remarks
	(MUs)		(MUs)		(MUs)		(MUs)		
Thermal	779,623	-3.2%	244,769	-11.3%	247,134	-2.3%	287,720	4.0%	<ul style="list-style-type: none"> Overall generation growth declined 6.1% YoY in Q3FY20 led by decline in Thermal generation In 9MFY20, generation growth stood at 0.7% YoY
Hydro	129,582	16.0%	33,541	18.4%	56,544	9.1%	39,498	25.1%	
RES	105,016	7.0%	26,877	8.4%	41,899	-2.1%	36,241	18.7%	
Others	41,238	25.8%	13,028	30.7%	16,172	35.1%	12,039	11.0%	
Total	1,055,460	0.7%	318,214	-6.1%	361,748	0.6%	375,498	7.4%	

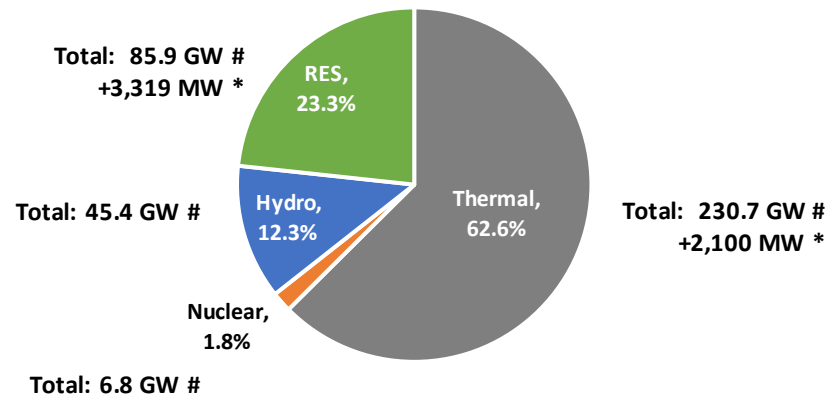
Thermal PLF (%)	9M FY20*	9M FY19	Q3 FY20*	Q3 FY19	Q2 FY20	Q2 FY19	Q1 FY20	Q1 FY19	Remarks
All- India PLF	55.8%	61.1%	51.9%	62.5%	52.5%	57.6%	62.8%	62.2%	<ul style="list-style-type: none"> All-India Thermal PLF declined to 51.9% in Q3FY20 from 62.5% in Q3FY19 primarily due to decline in Central and State sector PLFs
Central	63.5%	72.0%	60.0%	73.8%	60.0%	68.2%	69.0%	73.3%	
State	50.1%	57.7%	43.9%	59.3%	48.7%	51.6%	60.8%	61.3%	
Private	54.7%	55.6%	54.7%	56.8%	52.3%	54.2%	59.6%	54.5%	

Installed Capacity

Sector-wise Installed Capacity – 368.8 GW
(As on December 31, 2019)



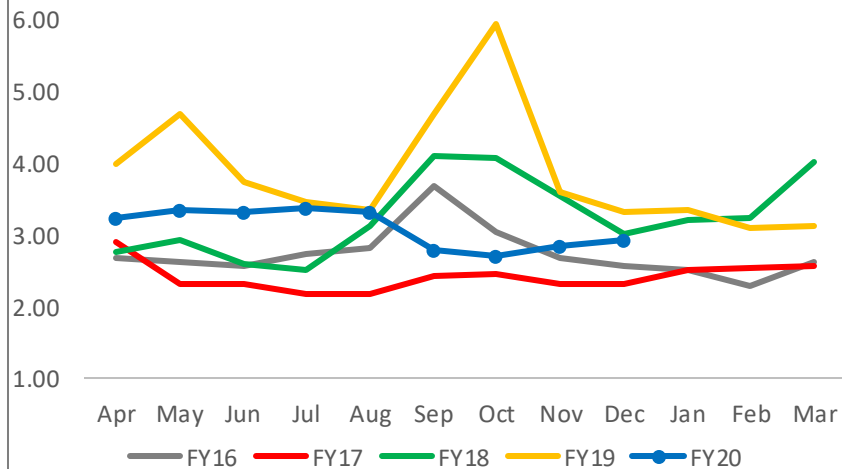
Segment-wise Installed Capacity – 368.8 GW
(As on December 31, 2019)



In Q3FY20, Installed Capacity increased by 5.4 GW led by RES (+3.3 GW) and Thermal (+2.1 GW) segments

Average Merchant Tariff

Merchant Tariff Trend (₹/unit)



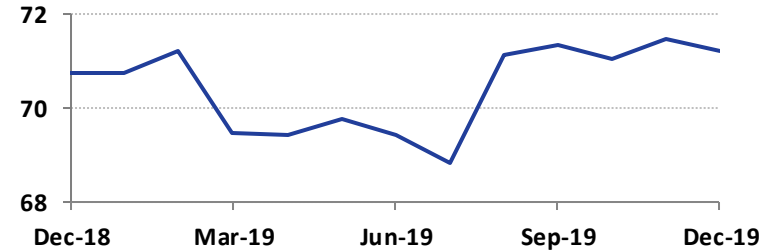
Particulars	Q3 FY20	Q2 FY20	Q3 FY19	YoY%	QoQ%
Merchant Volume (MUs)	11,113	12,967	12,968	-14%	-14%
Average merchant tariff (₹/unit)	2.83	3.16	4.28	-34%	-10%

Particular	9M FY20	FY19	FY18	FY17	FY16
Average merchant tariff (₹/unit)	3.09	3.85	3.26	2.42	2.73

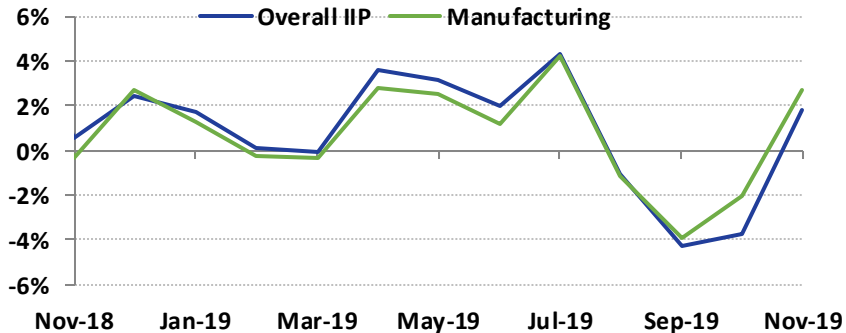
Average merchant tariff in Q3FY20 lower on a YoY and QoQ basis

- Industrial production (IIP) growth for Apr-Nov'19 stood at 0.6% on a YoY basis
- Average imported coal (API4) prices witnessed a decline of ~21% YoY however increased ~23% QoQ in Q3FY20
- In Q3FY20, average rupee value against USD depreciated ~1% QoQ however appreciated ~1% on YoY basis

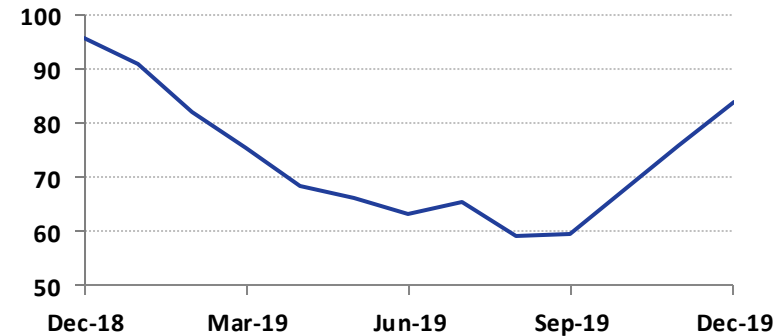
USD/INR trend (monthly average)



Industrial Production Growth (YoY %)



Imported coal (API4) trend (monthly average)

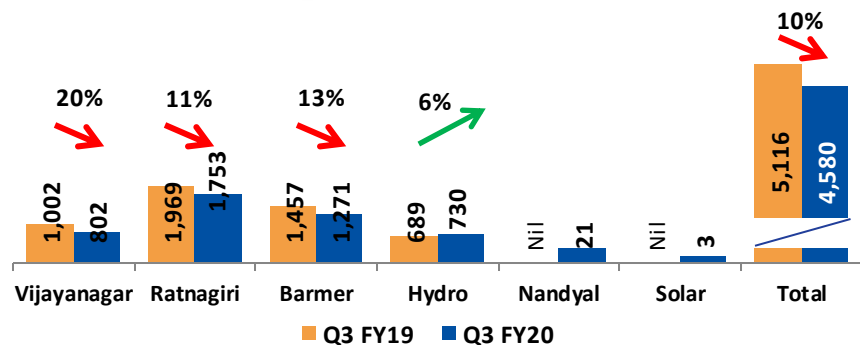


Business Environment

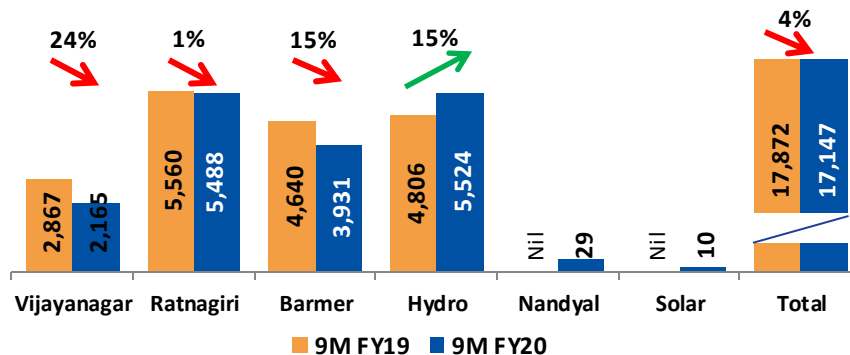
Operational and Financial Performance

Power Generation

Q3 Plant-wise Net Generation (MUs)



9M Plant-wise Net Generation (MUs)



Actual PLF/CUF	Q3 FY20	Q3 FY19	9M FY20	9M FY19	Remarks (Q3 FY20)
Vijayanagar	46%	57%	41%	55%	Lower ST sales
Ratnagiri	72% (*81%)	81% (*84%)	76% (*87%)	76% (*79%)	Lower ST sales and back-down by LT customers
Barmer	59% (*82%)	68% (*80%)	62% (*82%)	73% (*84%)	Lower due to back-down by LT customers
Hydro	26%	24%	65%	56%	Higher due to better water availability
Nandyal	58% (*99%)	-	47% (*86%)	-	
Solar – Nandyal	17%	-	17%	-	
Solar – Salboni	17%	-	16%	-	
Short term sales (MUs)	541	1,112	2,022	2,574	Lower at both Vijayanagar and Ratnagiri

Hydro net generation numbers includes free power to HPSEB

* Deemed PLF

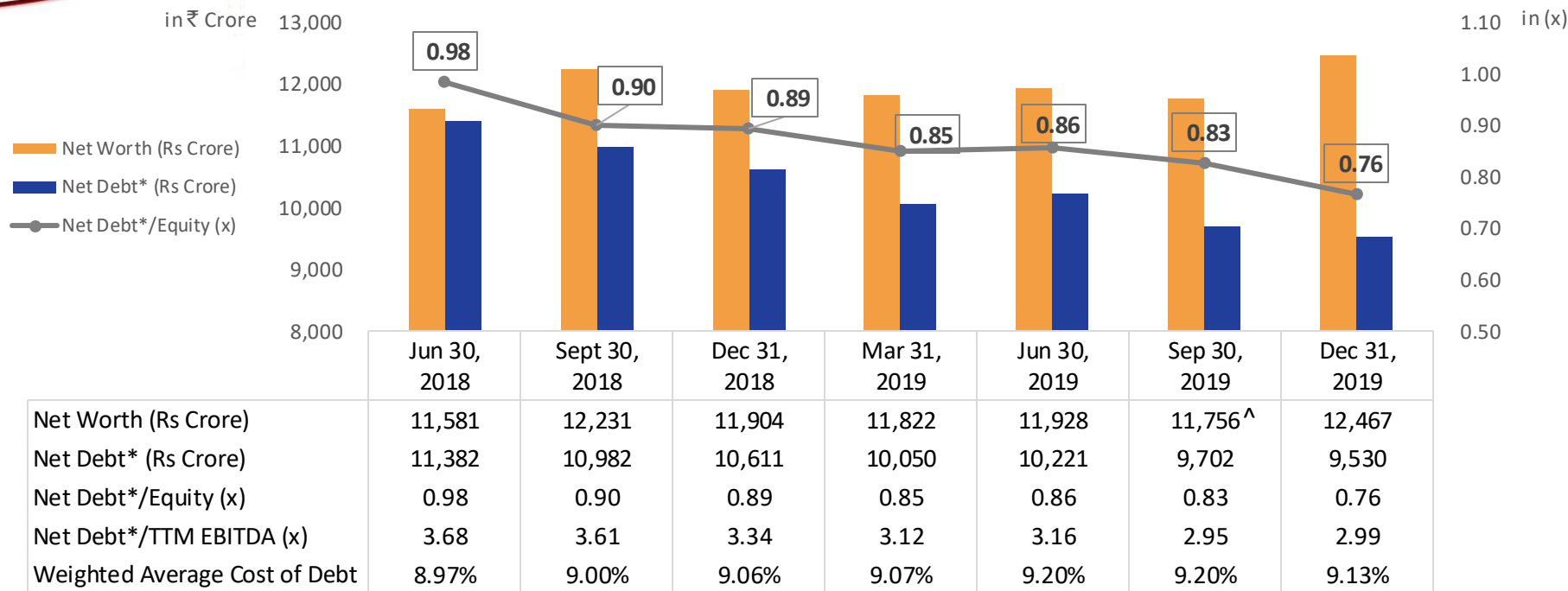
Consolidated Financial Results



₹ Crore

Q3FY20	Q3FY19	Particulars	9M FY20	9MFY19
2,016	2,492	Total Revenue	6,712	7,487
706	809	EBITDA	2,615	2,651
35%	32%	EBITDA Margin(%)	39%	35%
261	295	Interest	803	916
293	293	Depreciation	879	876
151	221	Profit Before Tax (before exceptional items)	933	858
61	-	Exceptional Items	61	-
213	221	Profit Before Tax (after exceptional items)	994	858
394	146	Profit After Tax	991	691
499	467	Gross Cash Accruals*	1,721	1,590
2.40	0.89	Diluted EPS (₹) #	6.04	4.21

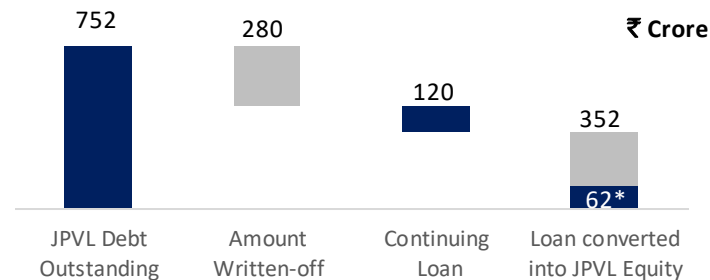
Robust Balance Sheet



Net Debt calculation excludes the market value of listed equity investments worth ₹ 1,890 Crore (As on Dec 31, 2019)

Net Debt to Equity healthy at 0.76x; Well positioned to pursue growth opportunities

I. JPVL Loan Restructuring: Pursuant to restructuring of JPVL loan, the Company has written off ₹570 Crore of JPVL loan which has been adjusted against reversal of existing provision of ₹454 Crore and write-back of ₹177 Crore of JPVL contingent consideration payables in the Company's books, resulting in a net gain of ₹61 Crore in Q3FY20. This has also resulted in reversal of current tax of ₹39 Crore provided in H1FY20.



*Fair value as on conversion date (₹78 Crore as on February 1, 2020)

II. South African Operations: The Company has made a provision of ₹38 Crore in the Standalone financials towards impairment of its investments in South African operations. This has no impact on the Consolidated financials as accumulated losses corresponding to the impairment amount have already been provided for in earlier periods.

III. Corporate Tax: Pursuant to changes in the Corporate Tax Regime, the Company has made an assessment of the impact and decided to continue with the existing tax regime for the Company and its key subsidiaries. Further, the Company has re-evaluated the existing deferred tax liability in its books, and based on the assumption that the Company would migrate to the new tax regime at a future date, decided to write back ₹165 Crore to the P&L account.

Entity-wise Summary Financial Performance



₹ Crore

Q3 FY20	Q3 FY19	Total Revenue [#]	9M FY20	9M FY19
1,126	1,553	Standalone	3,468	4,280
636	672	JSW Barmer	2,037	1,983
215	208	JSW Hydro	1,124	1,134
20	22	JPTL	60	61
2,016	2,492	Consolidated *	6,712	7,487

[#] Including Other Income

* After inter-company adjustments and eliminations

Entity-wise Summary Financial Performance



₹ Crore

Q3 FY20	Q3 FY19	EBITDA	9M FY20	9M FY19
245	367	Standalone	824	935
276	270	JSW Barmer	802	759
170	166	JSW Hydro	989	1,001
19	21	JPTL	57	58
706	809	Consolidated *	2,615	2,651

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