

A wide-angle, high-angle photograph of a city skyline at dusk or night. The sky is a mix of purple, pink, and blue. The city is illuminated with lights from buildings and a long, brightly lit highway that stretches into the distance.

**Deleveraging world class assets  
with sustained profitability**

**FULL POWER  
AHEAD**

A photograph of a large, dense crowd of people, likely at a festival or public event. The image is heavily blurred, creating a sense of motion and energy. The people are wearing colorful clothing, and the overall scene is vibrant and lively.

**Positioned for post COVID-19 recovery**

**INVESTOR  
PRESENTATION**

10 March 2021

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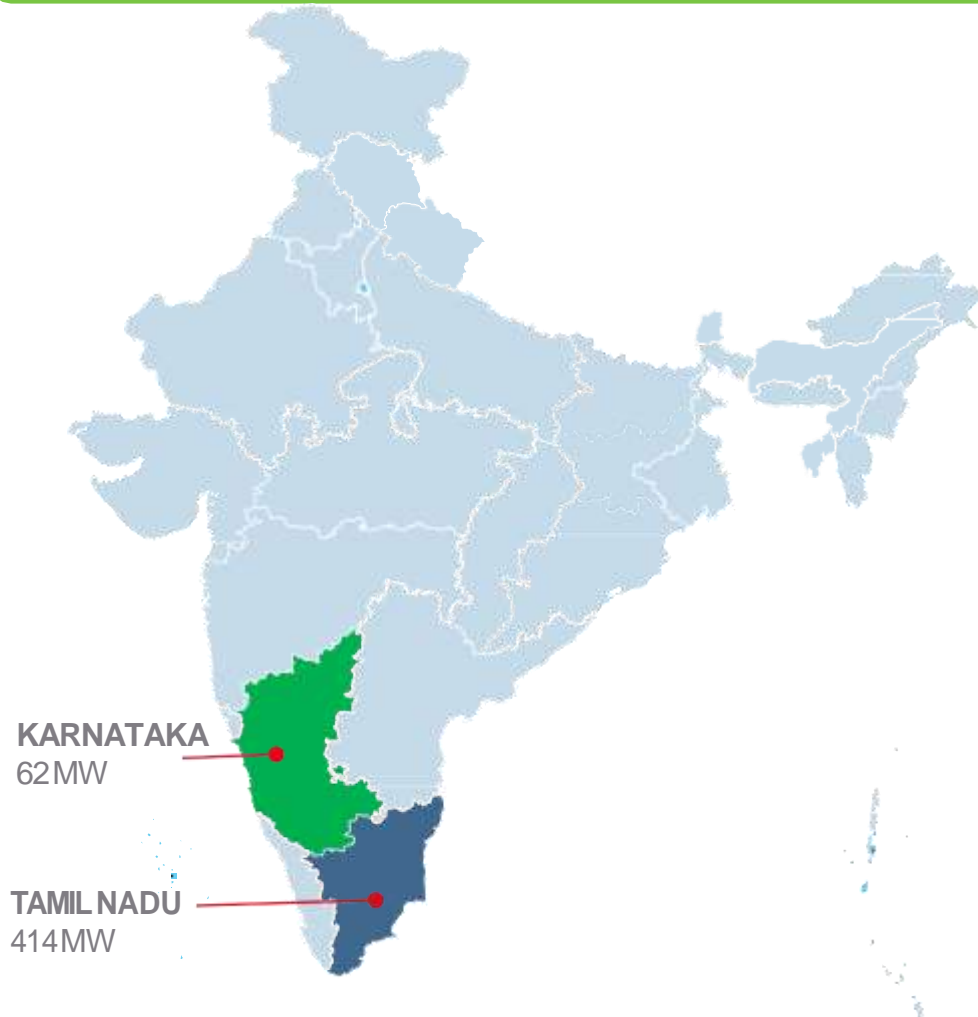
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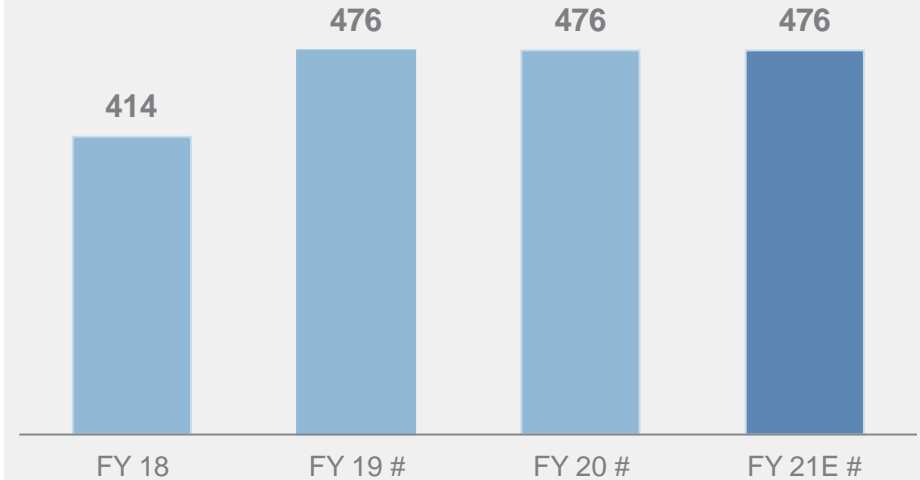
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# A DEVELOPER AND OPERATOR OF POWER PLANTS



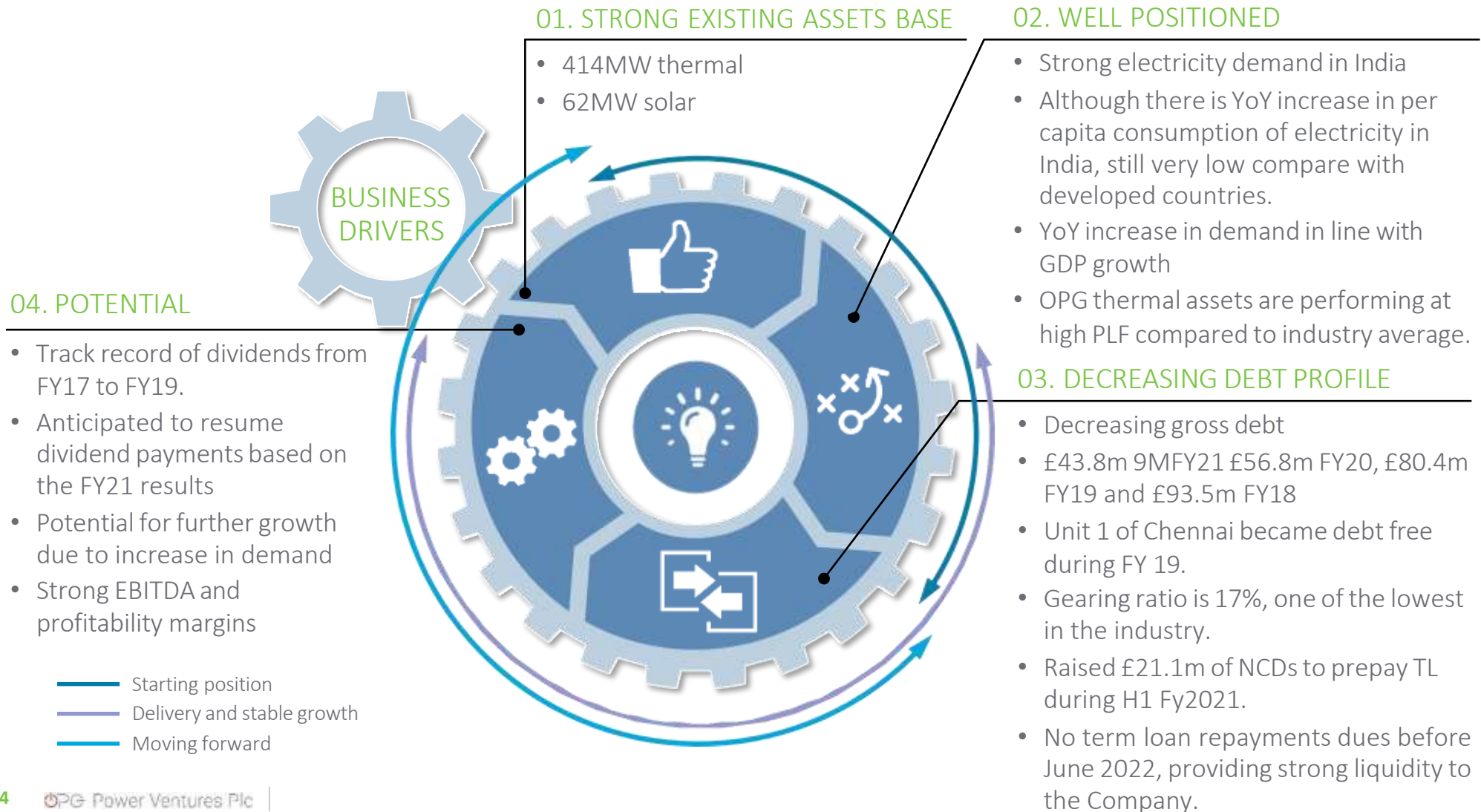
CAPACITY (MW)



# 62 MW Solar power plant became fully operational in FY 19



# CONSISTENT DELIVERY ON POTENTIAL



# A DIVERSE INDUSTRIAL CUSTOMER BASE & MULTI-YEAR CONTRACTS



## Pioneer in Group captive model

- Captive consumers are from different sectors like textile, automotive, paper, chemical/petrochemical, foundry and steel.
- Robust tariffs as majority of generation is sold directly to Industries.
- Multi-year sales contracts
- Improved cash cycle
- One of the largest group captive players in India

An aerial night photograph of a city skyline, likely Singapore, featuring a prominent highway with light trails from traffic. The sky is a mix of deep blue and orange from the setting or rising sun, with scattered clouds. The city lights are visible throughout the frame.

# NINE MONTHS FY21 OPERATIONAL AND H1 FY21 FINANCIAL HIGHLIGHTS



# 9M FY21 OPERATIONAL AND H1 FY21 FINANCIAL HIGHLIGHTS



## 9M FY21 GENERATION

**1.27** TWH\*

(9m FY20: 2.09 TWH)

\* Including 0.3 Bn of Deemed Generation

## 9M FY21 TARIFF FOR C&I COMMERCIAL CUSTOMERS

**Rs 5.52** per kWh

(9m FY20: Rs 5.67 per kWh)

Reduced due to COVID-19 discount

## H1 FY21 REVENUES

**£36.1** million

(H1 FY20: £78.4 million)

Decreased due to COVID-19 impact

## H1 FY21 ADJUSTED EBITDA

**£19.4** million

(H1 FY20: £18.0 million)

Adjusted EBITDA margin 54%

## H1 FY21 PROFIT B/F TAX FROM CONTINUING OPS

**£12.8** million

(H1 FY20: £9.7 million)

Increased due to receipt of payments of historical contractual claims.

## GEARING

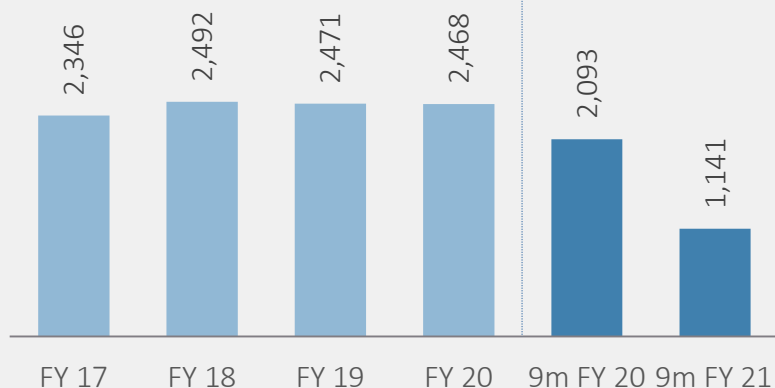
**17%** (FY20: 25%)

Principal term loans repayment of £8.2m during 9m FY21 (2.04 pence per share value accretion)

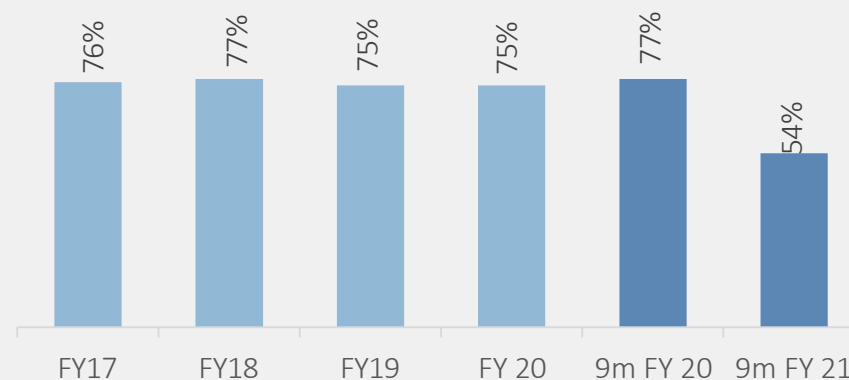
# MAXIMISING EXISTING ASSETS – CHENNAI OPERATIONAL PERFORMANCE



**GENERATION \***  
**(CHENNAI)**



**PLF (%)**  
**(CHENNAI)**



\*Excluding deemed generation.

During 9m FY21 generation and PLF is lowered due to Covid-19 disruption. In December 2020, PLF increased to 71%.



## 9M FY21 DEVELOPMENTS AND HIGHLIGHTS



- In June 2020, approx. £21.1 million (Rs.2 billion) were raised through non-convertible debentures (NCDs) issue with a three years term and coupon rate of 9.85%; the NCD's proceeds were used to repay the FY21 and FY22 (i.e. up to March 2022) principal term loans obligations.
- Total principal receivables from TANGEDCO at 31st March 2020 of £16.4 million (Rs.1.5 billion) were fully collected.
- The Company recognised income of £9.6 million (Rs.0.9 billion) with respect to historical contractual claims which were accumulated over several periods.
- Term loan principal net repayments £8.2 million (2p per share value accretion)
- At 31 December 2020 the Company's net debt amounts to £18.9 million, (£53.4 million at 31 March 2020)
- OPG has begun the development of an Environmental, Social and Governance ("ESG") strategy which, among other matters, will include objectives towards reducing its carbon footprint. The Company aims to identify and undertake various initiatives that will reduce and offset carbon emissions from its operations and to be aligned with the UN Sustainable Development Goals.

# CONTRIBUTION TO UNITED NATION SUSTAINABLE DEVELOPMENT GOALS (UN SDG)



# H1 FY21 FINANCIALS

# H1 FY21 RESULTS

## KEY PERFORMANCE HIGHLIGHTS



Half Year ended 30 <sup>th</sup> September (£m)	H1 FY21	H1 FY20	Change %
<b>Operational</b>			
Units produced* (in MU)	831	1,440	
Average PLF (%)	46%	79%	
<b>Financial</b>			
Revenue	36.1	78.4	-54.0%
Adjusted EBITDA	19.4	18.0	7.6%
Net finance costs	(3.4)	(4.7)	-28.3%
Profit before tax	12.8	9.7	32.0%
Tax expense	(1.9)	(2.3)	-18.0%
Profit from continued operations	10.9	7.4	47.4%
Profit from discontinued Operations	0.9	0.9	
Profit for the year	11.8	8.2	42.8%
Diluted EPS (pence per share)	2.92	1.97	42.8%
Cash flow from operations	19.9	27.2	-26.6%
Net Debt	34.9	63.0	-44.6%
Net Debt/Adjusted EBITDA annualised	1.1	2.0	-47.6%

\* Including deemed generation

**Increase in adjusted EBITDA and PBT primarily due to £9.6m revenue with respect to historical contractual claims.**

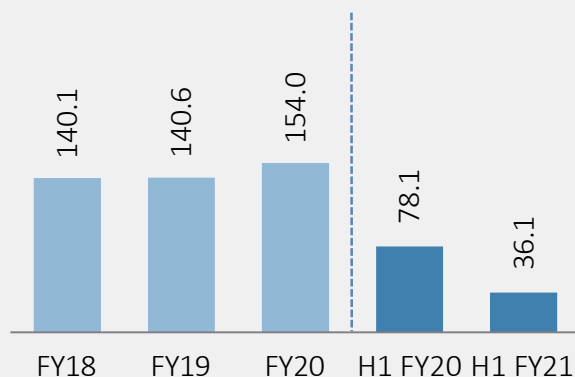
**Decrease in borrowings on account of repayment of debt as per schedule.**



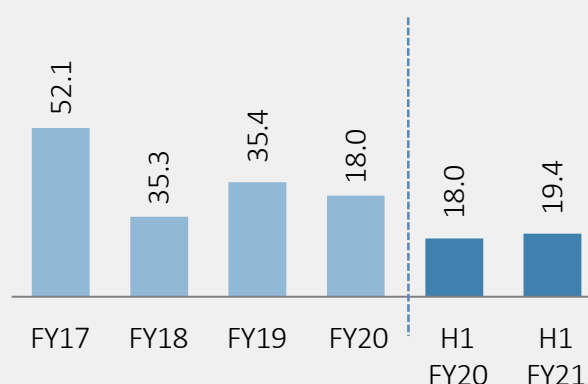
# EARNINGS FROM CONTINUING OPERATIONS



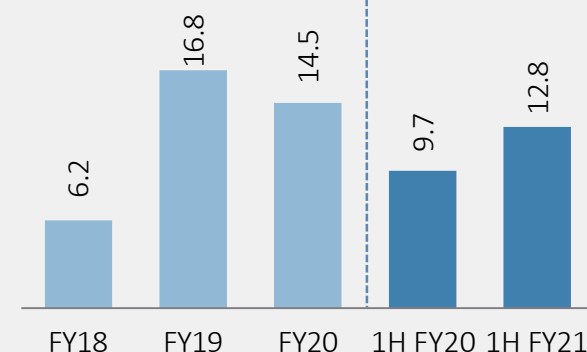
REVENUES (£M)



ADJUSTED EBITDA \* (£M)



PROFIT BEFORE TAX AND IMPAIRMENTS (£M)



- Decrease in revenue during H1 FY21 is due to disruption caused by COVID-19 induced lockdown.
- Increase in Adjusted EBITDA and PBT is due to £9.6m income with respect to historical contractual claims during H1 FY21.

\*Adjusted EBITDA is a measure of a business' cash generation from operations before depreciation, amortisation, interest and share based payments and includes income with respect to previously contracted claims of £9.6m in H1 FY21.

# OPG VALUATION BASED ON INDIAN PEERS



Highlights from Cenkos (Analyst) research note dated 1<sup>st</sup> December 2020

- Analyst believes OPG offers value to investors whilst trading at a c50% discount to its peer group.
- Based on Analyst FY22E forecast (limiting COVID-19 impact), implies a 2YR forward fair value market capitalisation of £165m or c41.2 p/share.
- Applying the peer group mean FY22 EV/sales multiple to Analyst FY22E forecasts implies an enterprise value of £291.7m equivalent to 67.9 p/share (c5.3x the prevailing price).
- Similarly, applying the peer group mean FY22 EV/EBIT multiple to Analyst FY22E forecasts implies a share price of 40.7p/share (c3.2x the prevailing price).
- Applying the peer group mean FY2 PER and P/B implies a market cap of £58.5m and £166.7m, an increase of 14% and 223%, respectively.

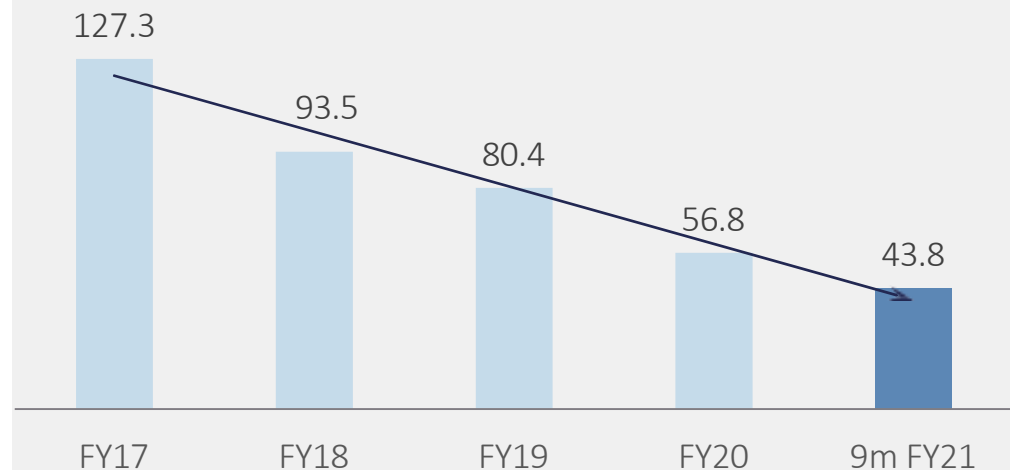
# OUTLOOK

# GROSS DEBT: CHENNAI



- Term loans net principal repayment in 9m FY20 is £8.2m (2.04p/share).
- In FY18-FY20 term loans principal of £60.9 million were repaid, representing additions of 15.6p/share to shareholders' value for the period.
- As at 31<sup>st</sup> Dec 2020 net debt was £18.9m (31 March 2020: £53.4m)
- Chennai Unit 1 became debt free from Dec 18.
- Gearing ratio is 17%, one of the lowest in the industry.

## GROSS DEBT £ MILLION

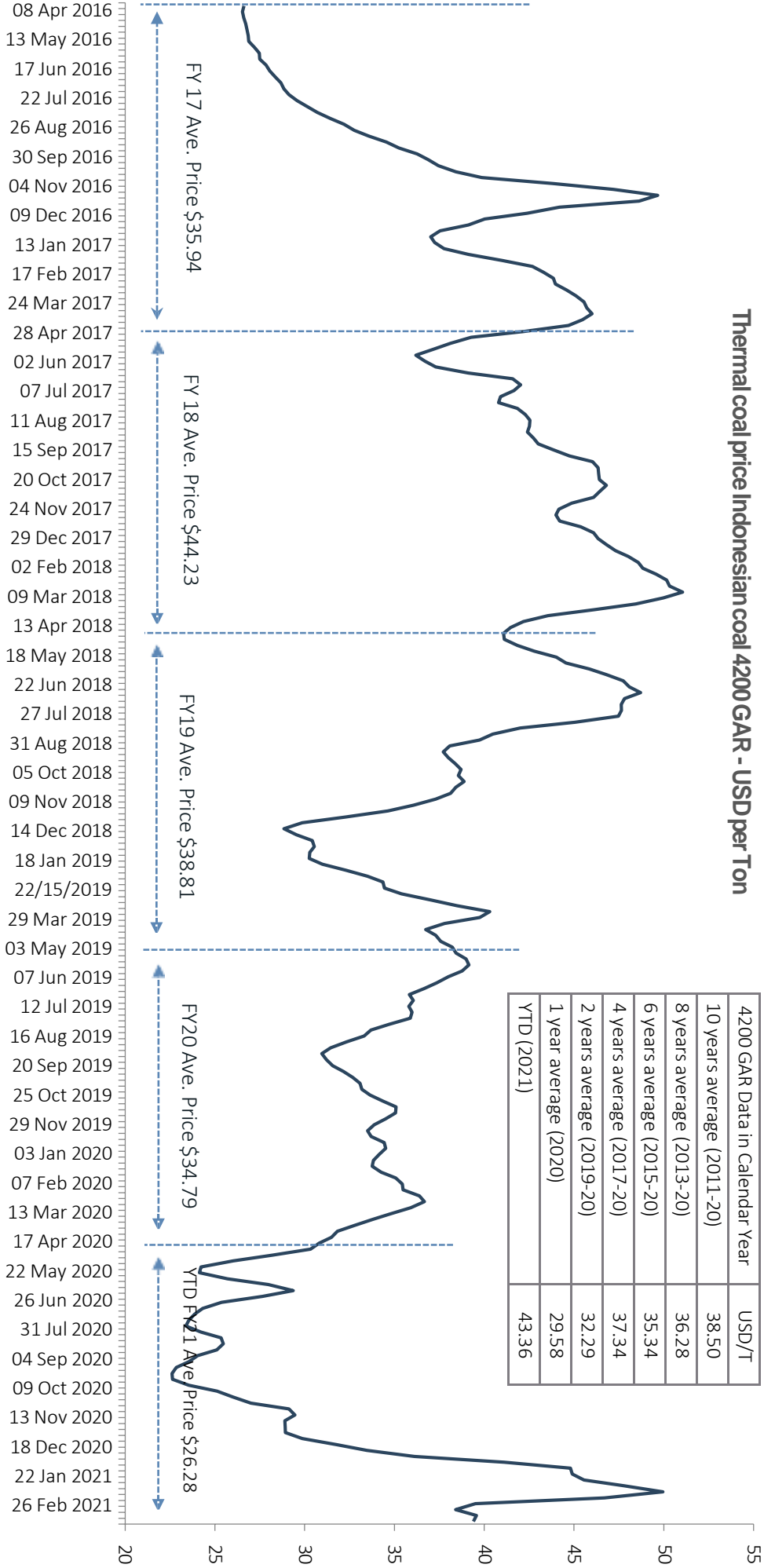




# INTERNATIONAL COAL PRICE TREND



Thermal coal price Indonesian coal 4200 GAR - USD per Ton



Source: Argus

# OUR PRIORITIES



Areas	Plan	Actions during the year
Cash flows	<ul style="list-style-type: none"> <li>Maximise cashflows from existing assets</li> </ul>	<ul style="list-style-type: none"> <li>PLF &amp; generation are recovering gradually post COVID-19 in line with increase in power demand from our customers.</li> <li>Coal prices are expected to remain range bound.</li> <li>Anticipated to resume dividend payments based on the FY21 results</li> </ul>
Safety & Environment Performance	<ul style="list-style-type: none"> <li>Maintain internal standards - exceeding regulatory norms.</li> <li>Continued improvement in Total Reported Injury Rate</li> </ul>	<ul style="list-style-type: none"> <li>Exceeding in most parameters</li> <li>Near Zero TRIR</li> </ul>
Sustainable & Deleveraged	<ul style="list-style-type: none"> <li>Consistent repayment of debt</li> <li>Maintain discipline and position for robust growth opportunities</li> </ul>	<ul style="list-style-type: none"> <li>£8.2m term loan principal repaid in 9m FY21</li> <li>Gearing ratio is 17%, one of the lowest in the industry.</li> <li>In June 2020, c.£21.1m were raised through NCDs; this proceeds were used to prepay the FY21 and FY22 principal term loans obligations.</li> </ul>

A satellite night view of the Indian subcontinent, showing the glowing lights of cities and urban areas against the dark landscape. The text is overlaid on the left side of the image.

# **STRONG FUNDAMENTALS FOR INDIAN ECONOMY & POWER SECTOR**

# COVID -19 IMPACT AND RECOVERY



## ECONOMY

- Indian economy had witnessed slowdown in growth due to successive lockdowns, movement restrictions, lower consumption and slow credit growth. As lockdown restrictions are eased in a phased manner Indian economy is showing the signs to bounce back.\*
- International Monetary Fund (IMF) projects the Indian GDP to contract by 8 per cent in fiscal year 2021 and projects the Indian economy to rebound in fiscal 2022 with GDP growth of 11.5 per cent.
- The Reserve Bank of India, has taken several steps to reduce the negative impact of the lockdown on the economy through various monetary policy measures, including reduction in repo and reverse repo rates, moratorium on loan repayment, 90 days freeze on non-performing assets declaration, helping MSMEs through stimulus packages and credit line for incentivizing industries.

## POWER SECTOR

- During the initial lockdown the total power consumption reduced by approximately 25 per cent primarily due to a decrease in industrial demand for electricity on account of Covid-19 restrictions.\*
- As the restrictions were eased, power consumption gradually increasing. Since September power consumption is outgrow than last year and in January 2021 country wide consumption grew by around 6 per cent.\* Following the gradual recovery of the Indian economy, the power demand in the country is expected to grow driven by rising industrial demand.

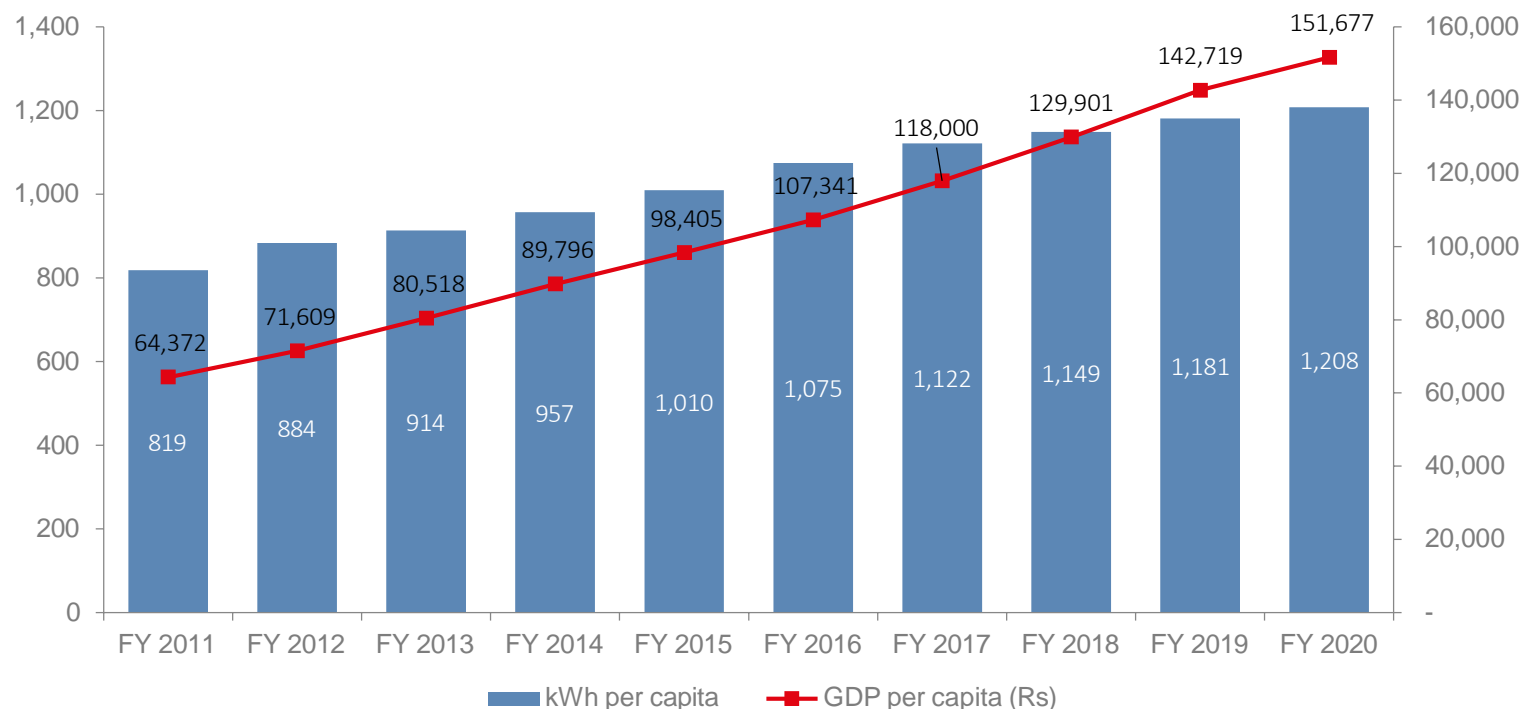
\* Source: Reserve Bank of India



# DEMAND FOR POWER IS DIRECTLY PROPORTIONAL TO GDP GROWTH



- In India, overall GDP per capita and electricity consumption is having strong correlation (see the below chart).
- Indian GDP is expected to be among top three economies in the world.
- Indian average per capita electricity consumption continue to be less than the half of the world average per capita electricity consumption. (Source: The World Bank)

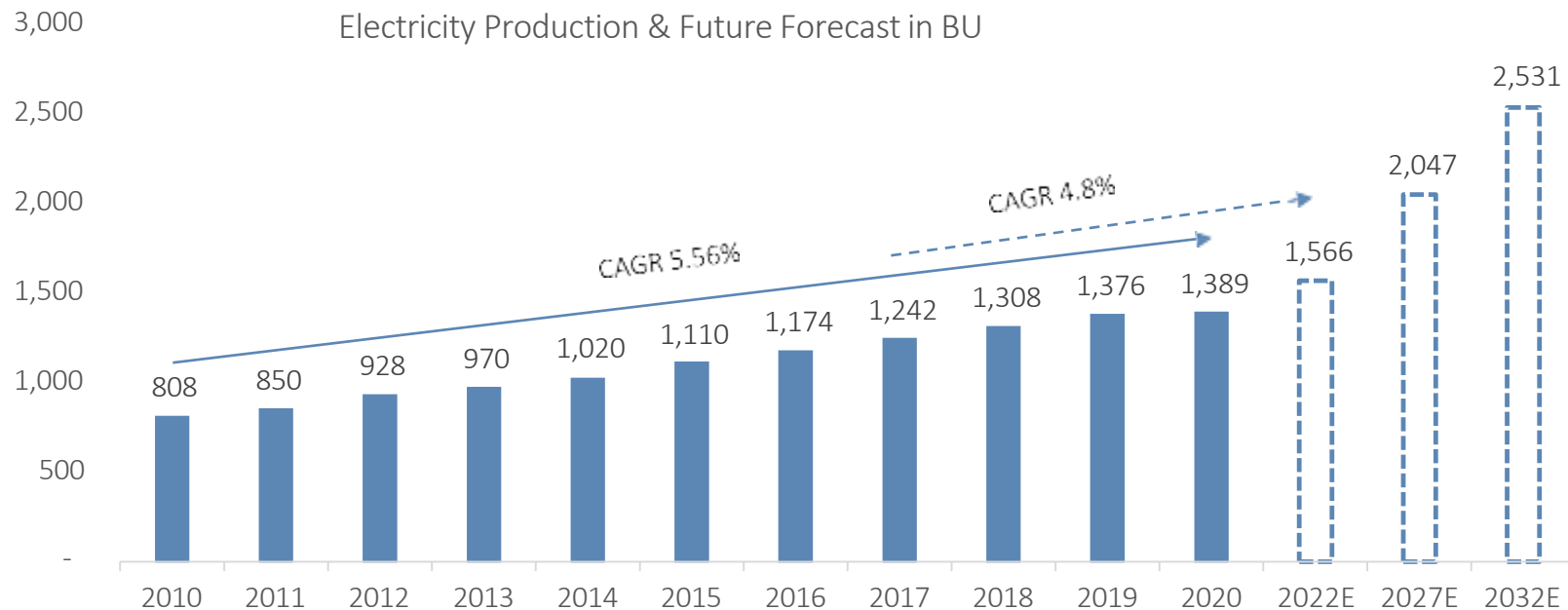


Source: CEA & Ministry of Statistics

# INDIAN POWER DEMAND



- From FY10 to FY20, electricity generation in India grew at a CAGR of 5.56 %.
- As per Central Electricity Authority report, demand for electricity is expected to increase at a CAGR of 4.8% to 1,566 BU from FY17 to FY22.
- There is a clear gap between future demand and current supply level.
- There is a need of robust growth to meet the increasing power demand of the country.



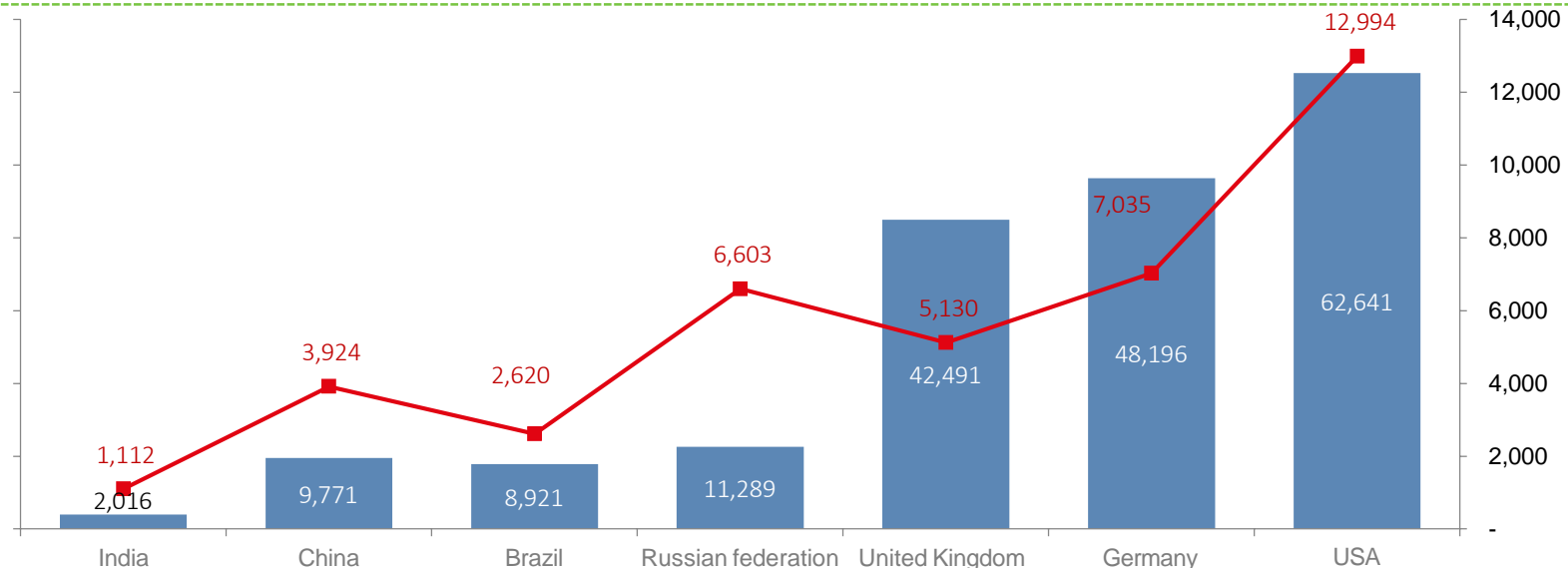
Source: CEA

# OVERVIEW OF THE INDIAN POWER SECTOR



## INDIA'S PER-CAPITA POWER CONSUMPTION WAS MUCH LOWER THAN HALF OF THE WORLD'S AVERAGE

- The strong growth potential of the Indian power sector is due to:
  - Despite being among the top three power producers and consumers in the world, Per-capita electricity consumption in India was 1,112 kWh in 2017.
  - In comparisons with world average of 3,126 Per-capita electricity consumption Indian consumption is significantly lower.
  - Compared with developed economies power consumption in India is less than one forth (1/4), which shows the opportunity for Indian power sector growth in long term.
  - India continues to remain a power deficit country.



■ GDP Per Capita in \$ in 2018

■ Per capita Power Consumption (in kWh)

# KEY DRIVERS FOR POWER DEMAND



## KEY DRIVERS OF DEMAND

*24x7 Power for All initiative*

*Development of 'smart cities'*

*'Housing for All' scheme*

*Industrial push through 'Make in India'*

*Increasing urbanization*

*Infrastructure requirements*

*Government push on electric mobility, and overall strong economic growth*



# THANK YOU

