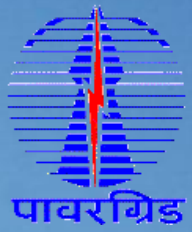


POWER GRID CORPORATION OF INDIA LIMITED



Press Meet

Mumbai 29 May, 2013



1200kV National Test Station, Bina (MP)

Disclaimer



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- This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of Power Grid Corporation of India Limited (the "Company"), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company.*
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- Neither the delivery of this document nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date.*
- Annual Accounts for FY2012-13 are yet to be approved by the shareholders.*

POWERGRID Today



A 'NAVRATNA'
ENTERPRISE

CENTRAL
TRANSMISSION
UTILITY

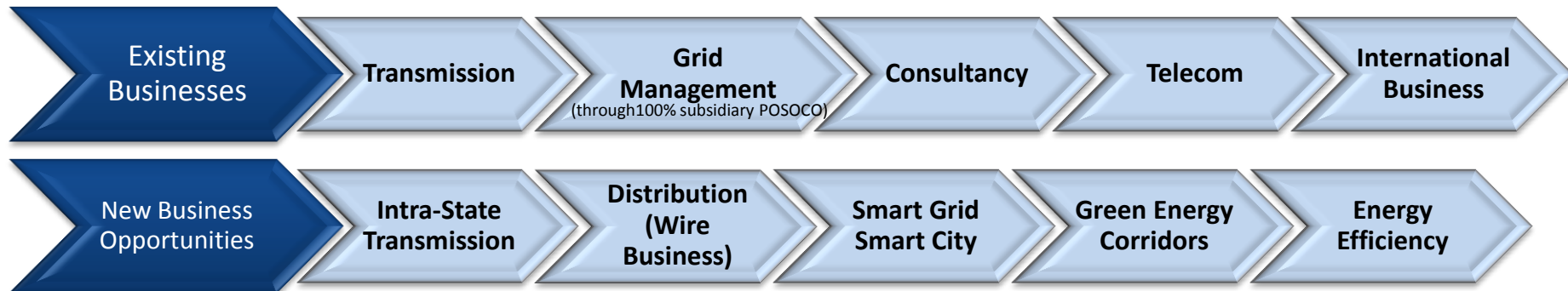
LISTED
COMPANY

PAYING DIVIDEND
SINCE 1993-94

CONSISTENTLY RATED
'EXCELLENT' BY GoI

Vision

*World Class, Integrated, Global Transmission Company With Dominant Leadership in Emerging Power Markets
Ensuring Reliability, Safety and Economy*



Tr. Lines (as on Mar'13)

100,107 ckm

Inter-Regional capacity 29,750MW

S/S & MVA (as on Mar'13)

167 Nos.

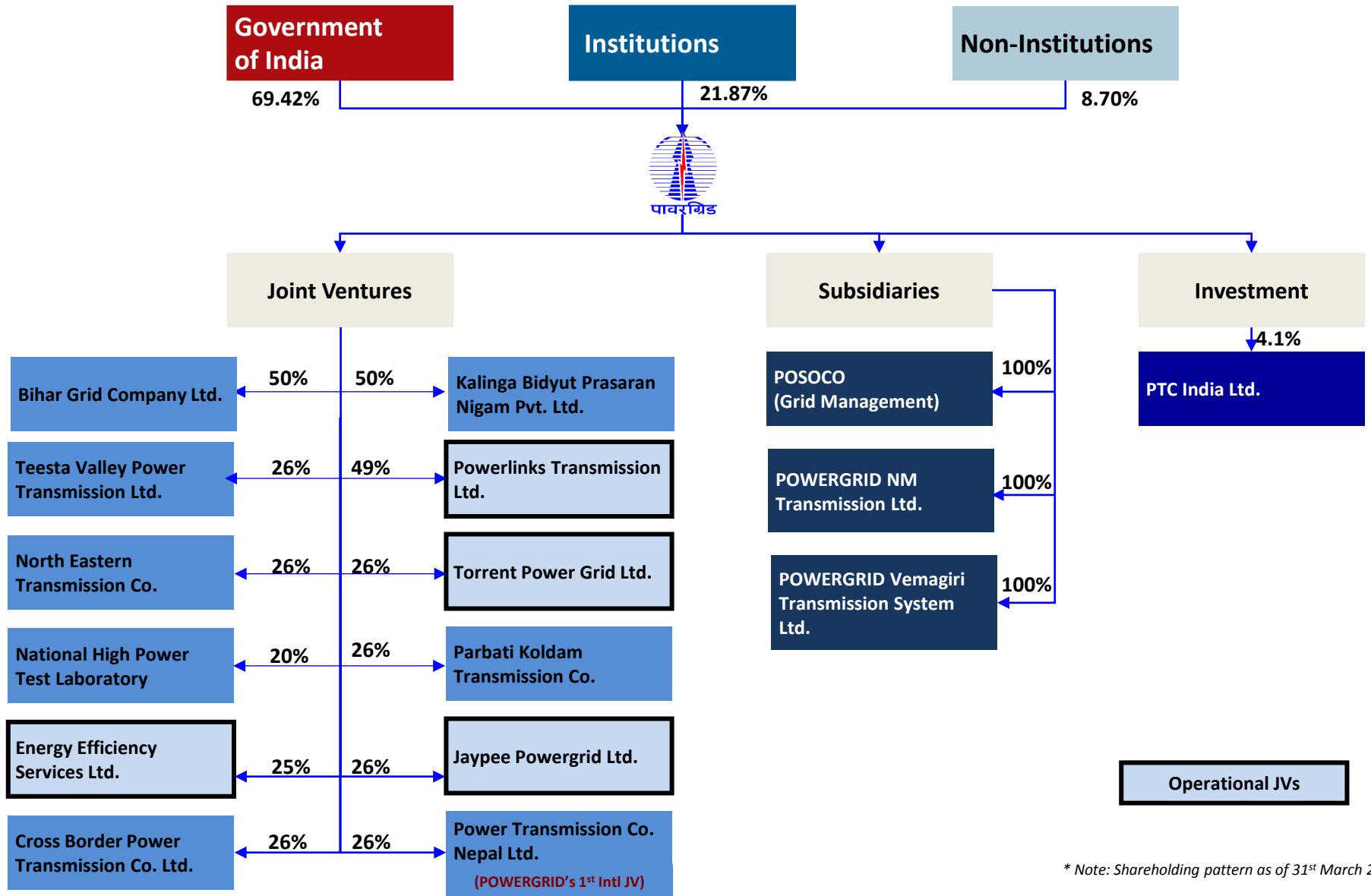
164,763 MVA

Operating Parameters (FY13)

Availability: 99.90%

Reliability: 0.58 trippings/ line

POWERGRID Group



* Note: Shareholding pattern as of 31st March 2013

Power Sector Overview

Installed Capacity (incl. RES)

- Mar-13: 223 GW
- Mar-12: 200 GW

Renewable Capacity

- Mar-13: 27.5 GW
- Mar-12: 24.5 GW

Trans. Lines

- Mar-13: 274,588 ckm
- Mar-12: 268,693 ckm

(220kV & above)

X-formation Capacity

- Mar-13: 459,716 MVA
- Mar-12: 399,801 MVA

(220kV & above)

Energy Generated

- FY13: 911,652 MU
- FY12: 876,887 MU

98% of targeted generation
successfully met

Peak Deficit

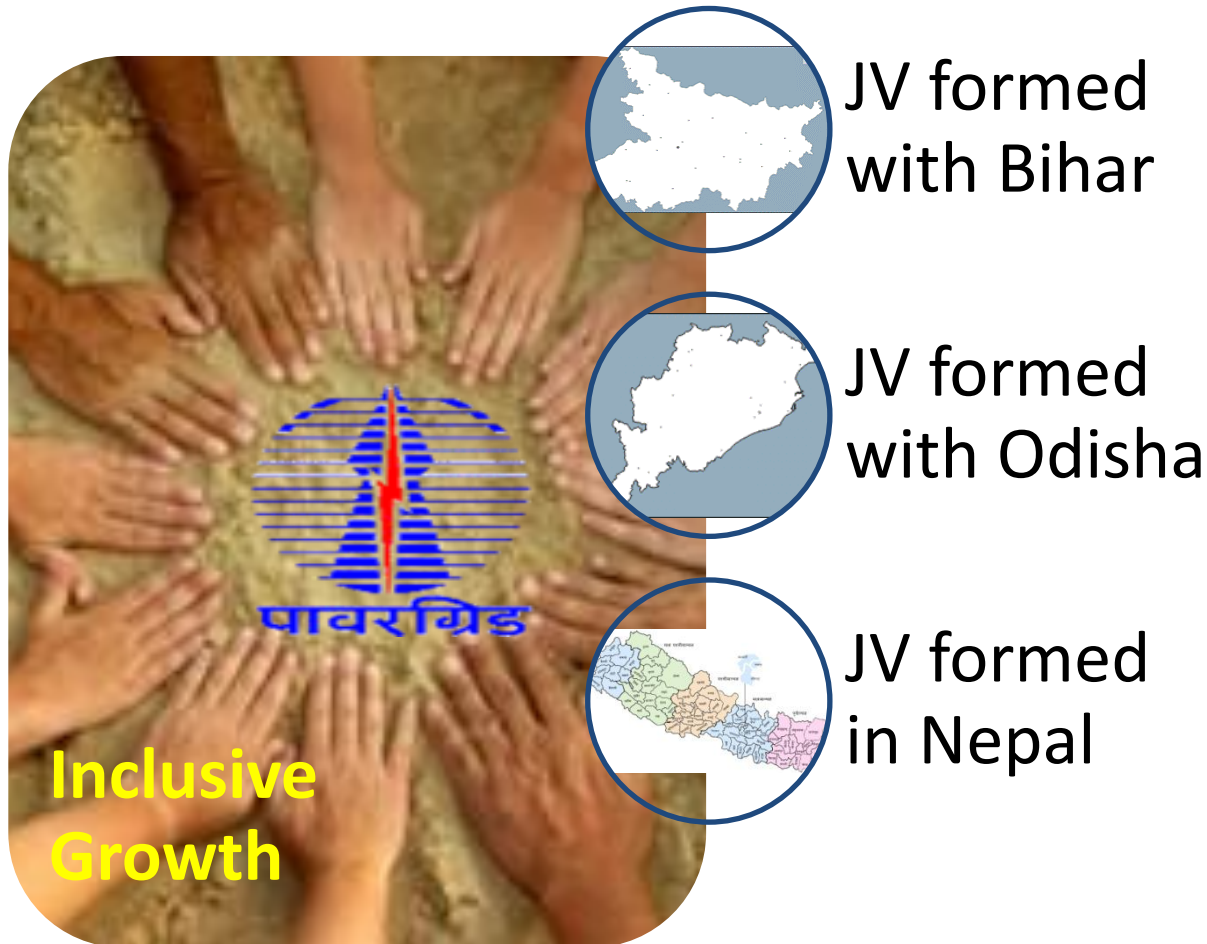
- FY13: 9.0%
- FY12: 10.6%

Energy Deficit

- FY13: 8.7%
- FY12: 8.5%

Source: CEA Reports

Building Partnerships for Inclusive Growth in Sub-Transmission in the Indian Sub-continent



Financial Highlights FY13

(₹ in crore)				
Description	Quarter ended		Year ended	
	31.03.2013	31.03.2012	31.03.2013	31.03.2012
Income				
- Transmission Charges	3198	3013	12211	9673
- Consultancy	122*	91	315*	290
- Telecom	61	52	231	201
- Other Income	235	253	571	621
Total Income	3616	3409	13328	10785
Operating Expenses (including prior period adjustment)	531**	514	1797**	1672
EBITDA-Gross Margin	3085	2895	11531	9113
Depreciation	905	718	3352	2572
Interest	680	510	2609	1859
FERV: Loss / (Gain)	(5)	31	(74)	84
Tax	395	604	1410	1343
Profit after Tax	1109	1032	4235	3255

*Includes sale of products ₹ 86 crore

** Includes purchase of products for consultancy assignments ₹ 64 crore

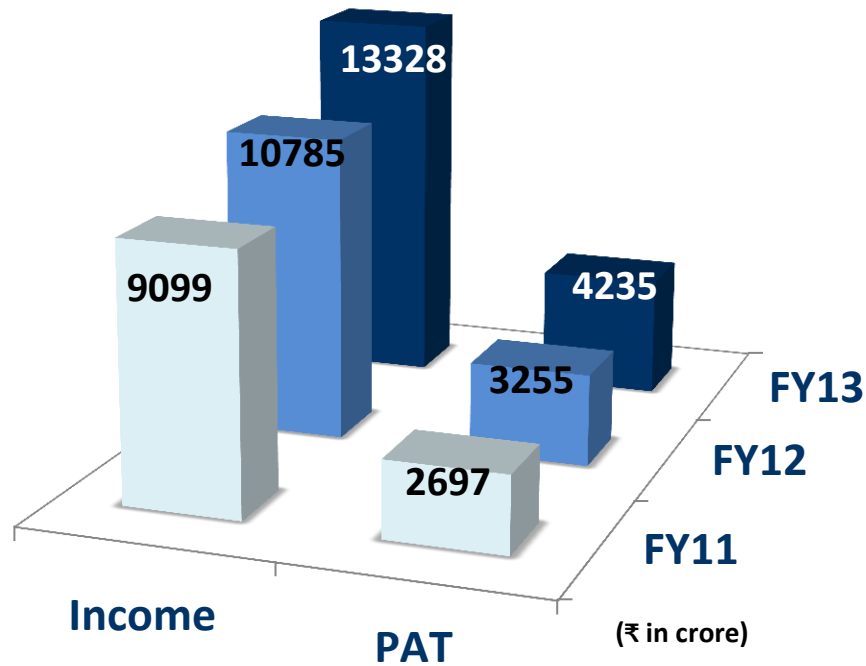
Financial Highlights FY13

(₹ in crore)		
Description	As on 31.03.2013	As on 31.03.2012
Gross Fixed Assets	80600	63387
Capital Work-in-Progress	40153 *	33275
Debt	66188	51752
Net Worth	26213	23488
Earning Per Share (₹)	9.15	7.03
Book Value per Share (₹)	56.62	50.73
Key Financial Ratios		
Debt : Equity	72:28	69:31
Return on Net Worth	16.15%	13.86%

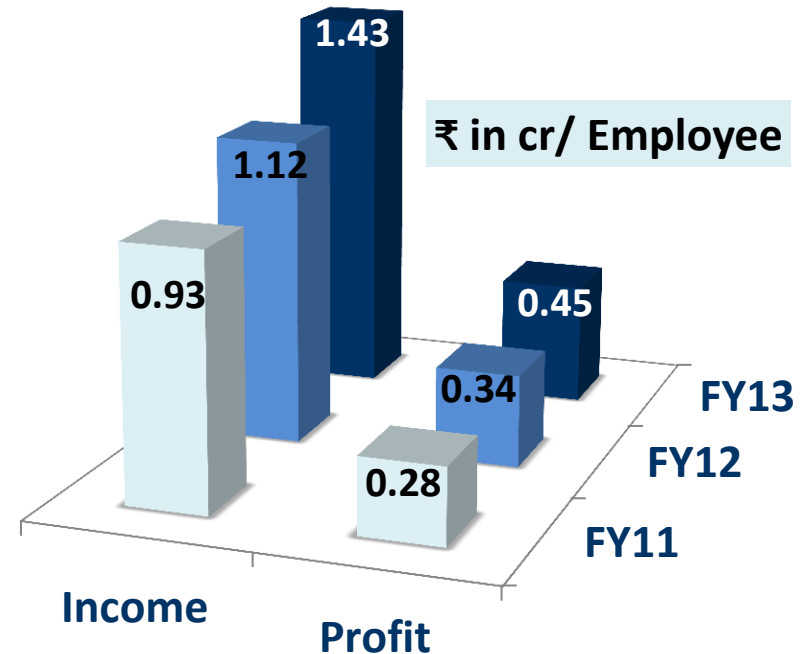
* includes dues for capital expenditure ₹ 5,500 crore

Financial Highlights – 3 years

Consistent deliverance....



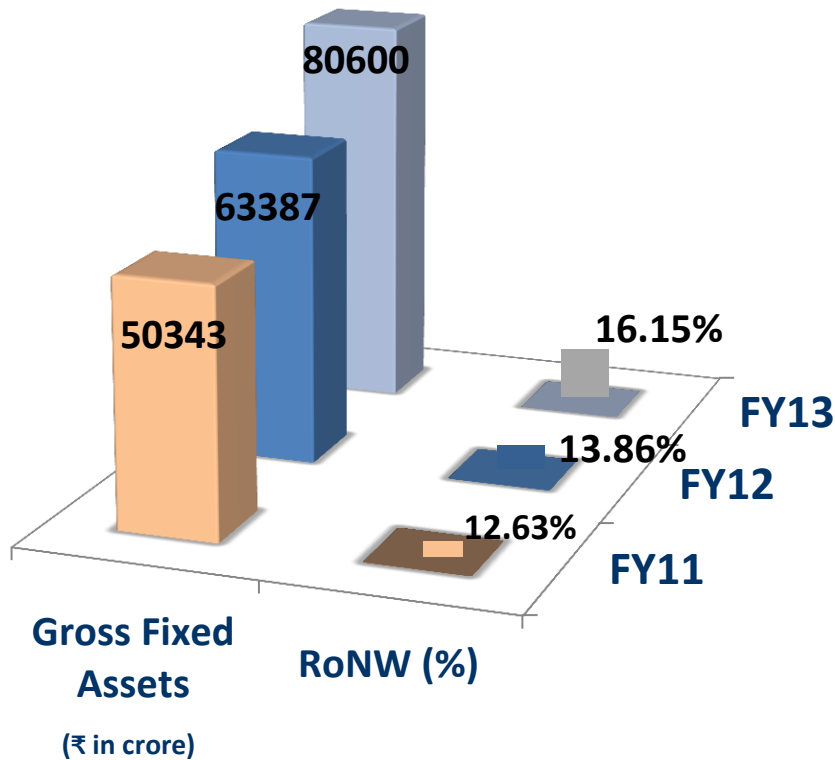
Aided by Exemplary Employee Efficiency....



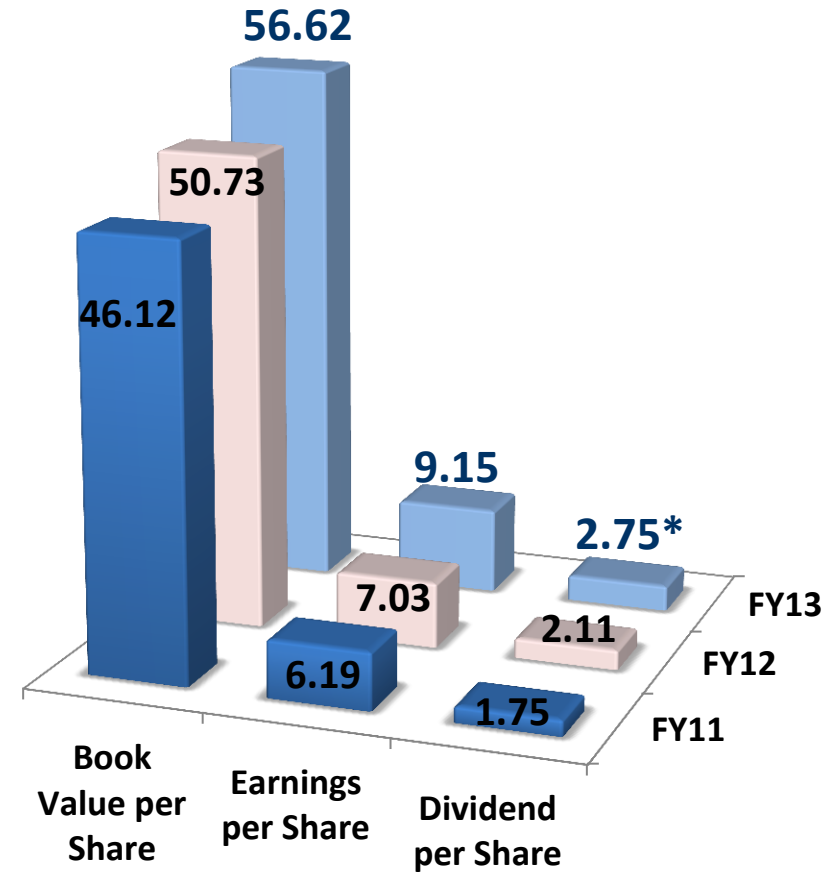
- Growth over FY12
 - Income 24%
 - PAT 30%

Financial Highlights – 3 years

... leading to Asset Creation and....



... enhanced shareholder returns...



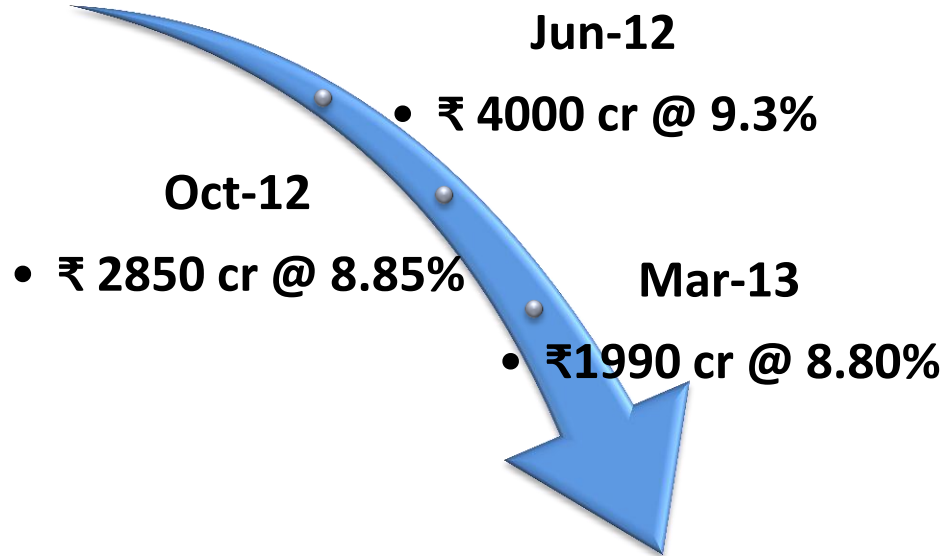
(Figures in ₹)

(* incl. proposed ₹1.14 per share)

FY13: Fund Mobilization

Domestic
(₹8840 crore)

Domestic Bonds



**...lower cost
of debt**

International
(US\$ 770 mn)

ECB

IFC
US\$ 270 mn Loan

Debut FCB Issuance
US\$ 500 mn
Coupon: 3.875%

**FCB listed on Singapore Stock
Exchange**

FY13: Billing & Realization



Description	₹ in crore
Outstanding > 60 days (31 Mar, 2013)	565
Outstanding > 60 days (28 May, 2013)	480

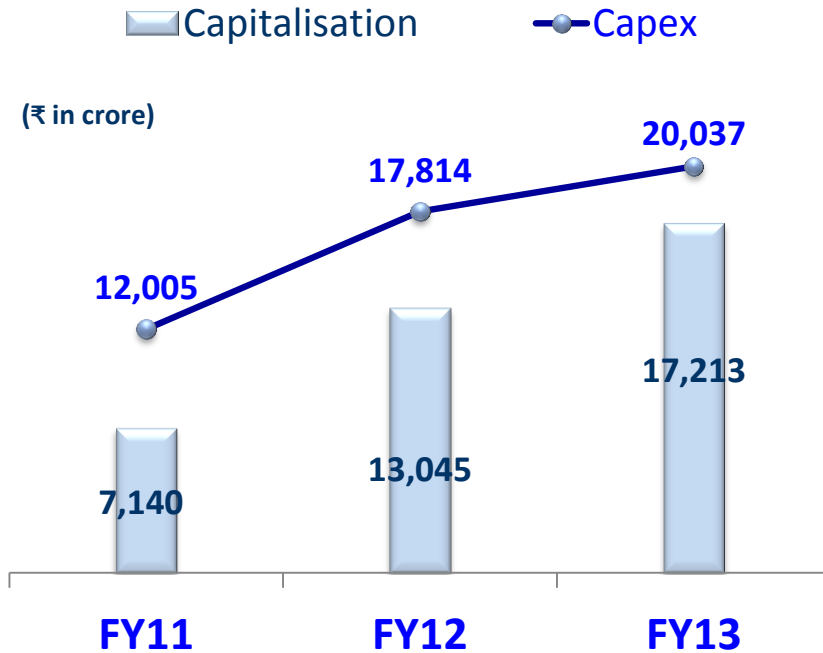
Avg. Monthly Billing: ₹1000 crore



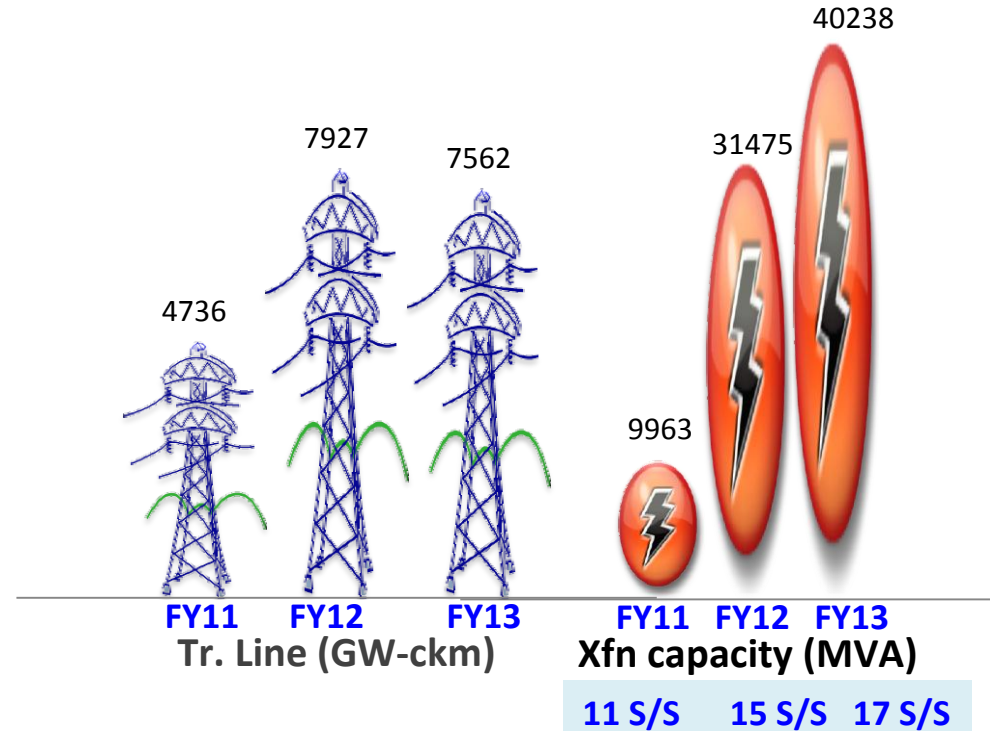
Outstanding (as on 28-May'13) equivalent to 0.49 months i.e. 15 days' billing

Project Highlights – FY13

Higher capitalization and investments ...



... increase in physical parameters ...



.... and increase in Inter-Regional Power Transfer Capacity

Mar-12
27,750 MW



Mar-13
29,750 MW



Road to 65,550MW
by end of XII Plan

Project Highlights – FY13

Major Projects Commissioned

Generation linked

Lines

- 400kV D/C Maithon – Koderma
- 400kV D/C Mundra – Jetpur
- 400kV D/C Gandhar – Navsari
- 765kV Sasan-Satna-Bina
- 765kV Fatehpur – Agra
- 400kV D/C Nellore – Gooty
- 400kV D/C Chamera Pooling Station – Jalandhar
- 400kV D/C Nabinagar – Sasaram
- 220 kV D/C Kalapakkam PFBR – Kanchipuram
- 220kV Pallatana – Surajmaninagar

Sub-Stations

- Navsari (GIS)
- Raipur Pooling Station
- Mariani
- Silchar
- Angul
- Jharsuguda

System Strengthening

Lines

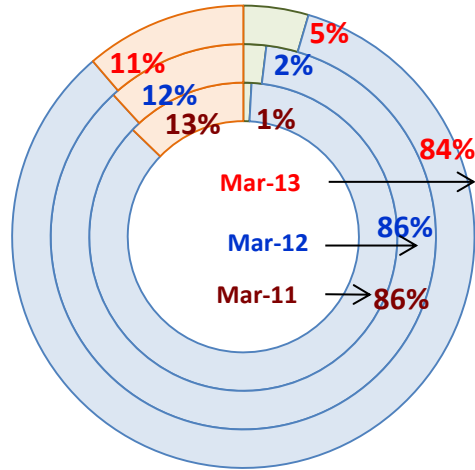
- 765kV Moga-Bhiwani
- 765kV Jhatikalan – Bhiwani
- 400kV D/C Andar – Jamshedpur
- 400kV D/C Kishenpur – Samba
- 400kV D/C Bhiwani – Jind
- 400kV D/C Manesar – Neemrana
- 400kV D/C Raipur – Wardha

Sub-stations

- Samba
- Jind
- Bhiwani
- Jhatikalan
- Sohawal
- Manesar GIS
- Keonjhar
- Bolangir
- Banka
- Jaipur (South)

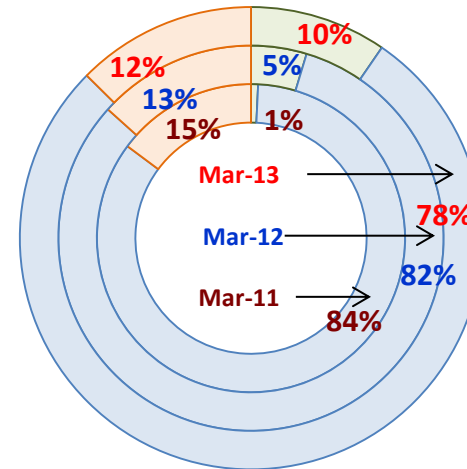
Operational Highlights – 3 years

Changing Asset profile: Tr. Lines



■ 765kV
 ■ 400kV (incl. 765 chgd at 400kV & HVDC)
 ■ Others (<400kV)

Changing Asset profile: Sub-Stations



■ 765kV
 ■ 400kV (incl. GIS & HVDC)
 ■ Others (<400kV)

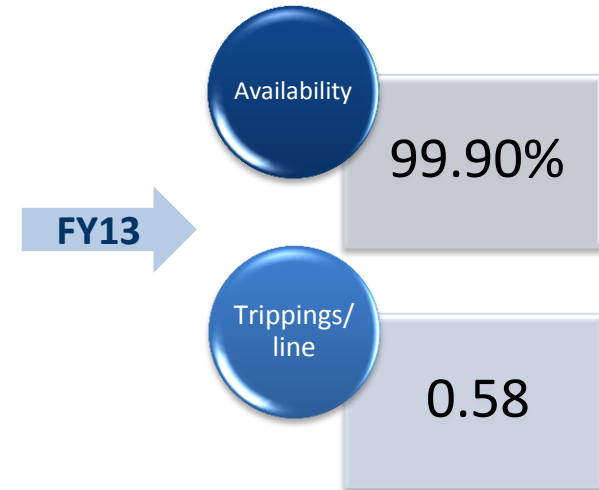
As on Mar'13

- 100,107ckm
- 809 lines
- 164,763 MVA
- 167 S/S

GIS S/S
 Mar-11: Nil
 Mar-13: 7

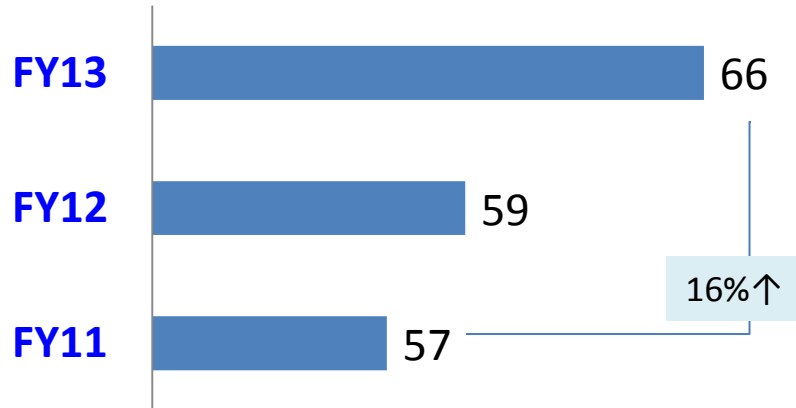


NTAMC: under implementation



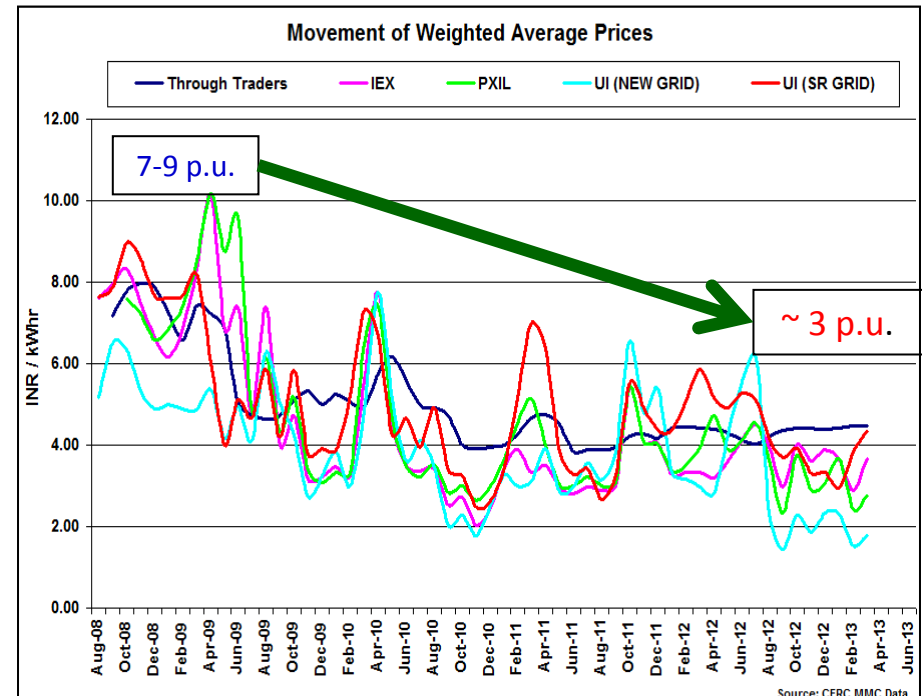
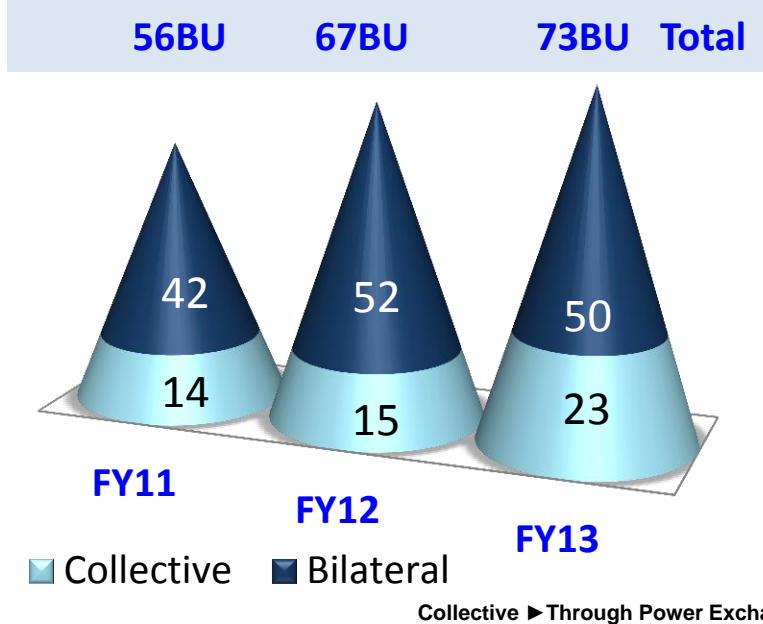
Grid Management- Highlights

Inter-Regional Exchange (BU)



..... reduction in per unit Energy Charges as a result of Market Operations facilitated by necessary transmission infrastructure

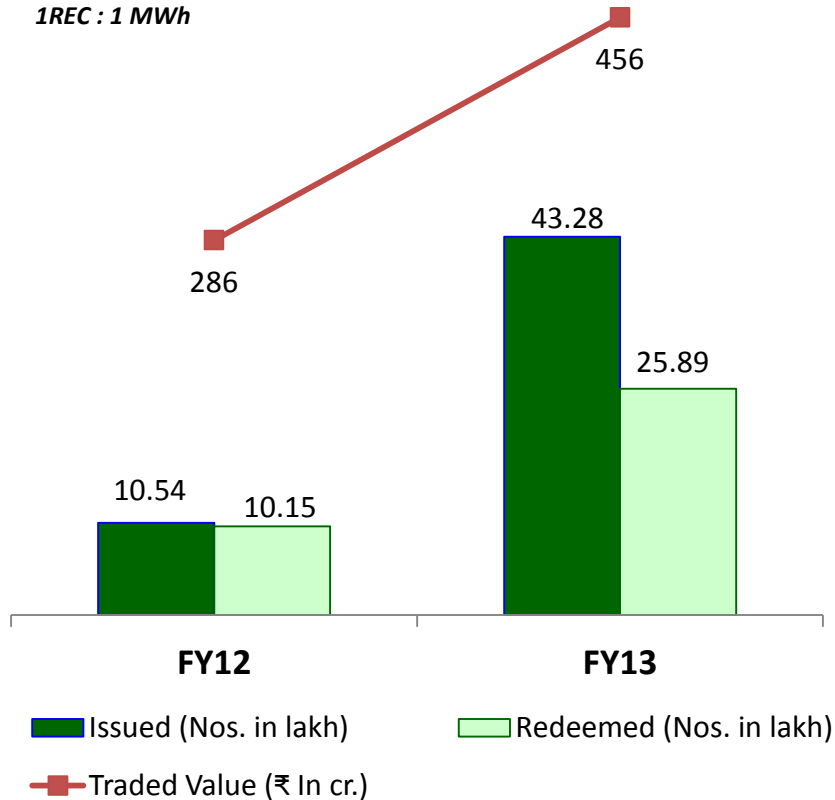
Short Term Open Access



Grid Management - Highlights

REC Mechanism

1 REC : 1 MWh



Update

- 730 RE generators registered with aggregate capacity of 3,586 MW as on 28th May, 2013
- Wind, Bio-fuel and Biomass constitute 91% of total registered capacity
- May-12: Solar REC trading commences
- Solar RECs worth ₹126 crore traded during FY13
- Avg. traded price per REC (approx.)
 - ✓ Solar: ₹12,700 (Floor Price: ₹9300)
 - ✓ Non-Solar : ₹1,700 (Floor Price: ₹1500)

System Improvement Initiatives

WAMS & PMU based URTDSM Project

Grid Security Expert System

Highlights – Consultancy

FY13 Performance

New Orders

- 38 from 33 clients
(Total Project Cost: ₹726 crore)
- 25 Govt.
(7 New clients)
- 13 Private
(7 New clients)



Repeat Orders

- 13 from 9 clients
- 8 Govt.
- 5 Private



Under Execution

- 124 assignments
- Project Cost (Balance) ₹12,000 crore (*)

Offers under consideration

19
Assignments

Project Cost:
₹6750 crore

(*) incl. Project work of ₹8400 crore in NER, execution of which shall be taken up in phases

Clientele



State Utilities
(Govt.)



Govt. Institutions
(Railways, Navy, NPTI etc.)



CPSUs
(Power & Metal Sectors)



Private Sector
(Utilities, IPPs & Corporates)

Highlights – International Business

FY13 Performance

Orders

- 21 EOIs submitted
- 9 Orders received



Reach

- 6 New Countries approached
- 1st International JV formed



Under Execution

- 17 assignments

Expanding Footprints



Asia



Africa



Commonwealth of
Independent
States (CIS)

Nepal Bhutan Bangladesh Afganistan Sri Lanka Myanmar UAE Nigeria Kenya Ethiopia Tajikistan

Highlights – Telecom

Increasing Reach

- Fiber Optic Network: 29,250 km
- Points of Presence: 290
- 26 New cities/towns added

Increasing Volume

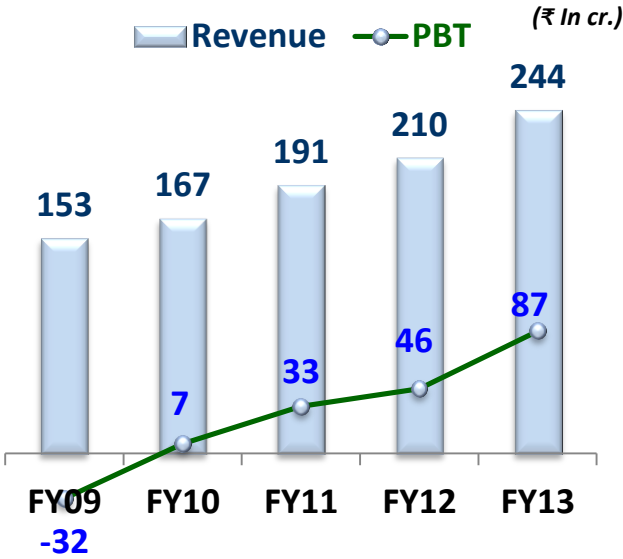
- Capacity sold increased by 40% over previous year

Increasing Clientele

- 12 New Govt. Clients
- 6 New Private Clients

Building partnerships

- Leasing of Optic Fiber
- RoW on T&D lines
- Co-location
- Infrastructure sharing



NKN

National Knowledge Network

- Project Size: ₹6000 crore
- POWERGRID Share: ₹900 crore

Major Projects

NOFN

National Optic Fiber Network

- Project Size: ₹20,000 crore
- POWERGRID Share: ~ ₹4,000 crore

Investment & Funding Programme

Projects/ Schemes (₹100,000 crore)

Additional Projects: Tariff Based Bidding Projects; Projects assigned by GoI; Green Energy Corridors; Intra-State Projects; Transnational Interconnections

IPPs: ₹48,000 cr

CS Gen:
₹25,000 cr

Grid
Strengthening:
₹18,000 cr

UMPP &
Others:
₹9,000 cr

Capital Outlay (₹100,000 crore)

Investment Approved - ₹ 90,500 cr; Contracts Awarded for Project Cost - ₹ 80,000 cr

FY13: ₹20,000 cr

FY14: ₹20,000 cr

FY15: ₹20,000 cr

FY16: ₹20,000 cr

FY17: ₹20,000 cr

Funding Requirement

Debt & Equity in the ratio
70:30

₹34,800 crore Debt
already tied up

Source of Funds:

Equity- Internal Accruals

Debt: Domestic & Intl
Borrowings (*)

(*) Domestic: Bonds & Loans; Intl – Loans from WB, ADB, Suppliers' Credit; ECB (Bonds & Loans)

New Initiatives- Updates

JVs for Intra-State Transmission



JV with Bihar formed

Project Cost: ₹6300 crore
Trans. License approved by BERC



JV with Odisha formed

Project Cost: ₹2500 crore
Petition submitted for Trans. License

Distribution (Wire Business)

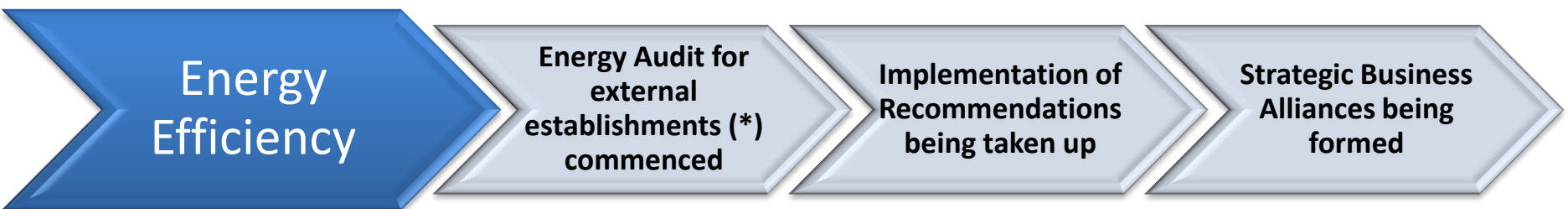
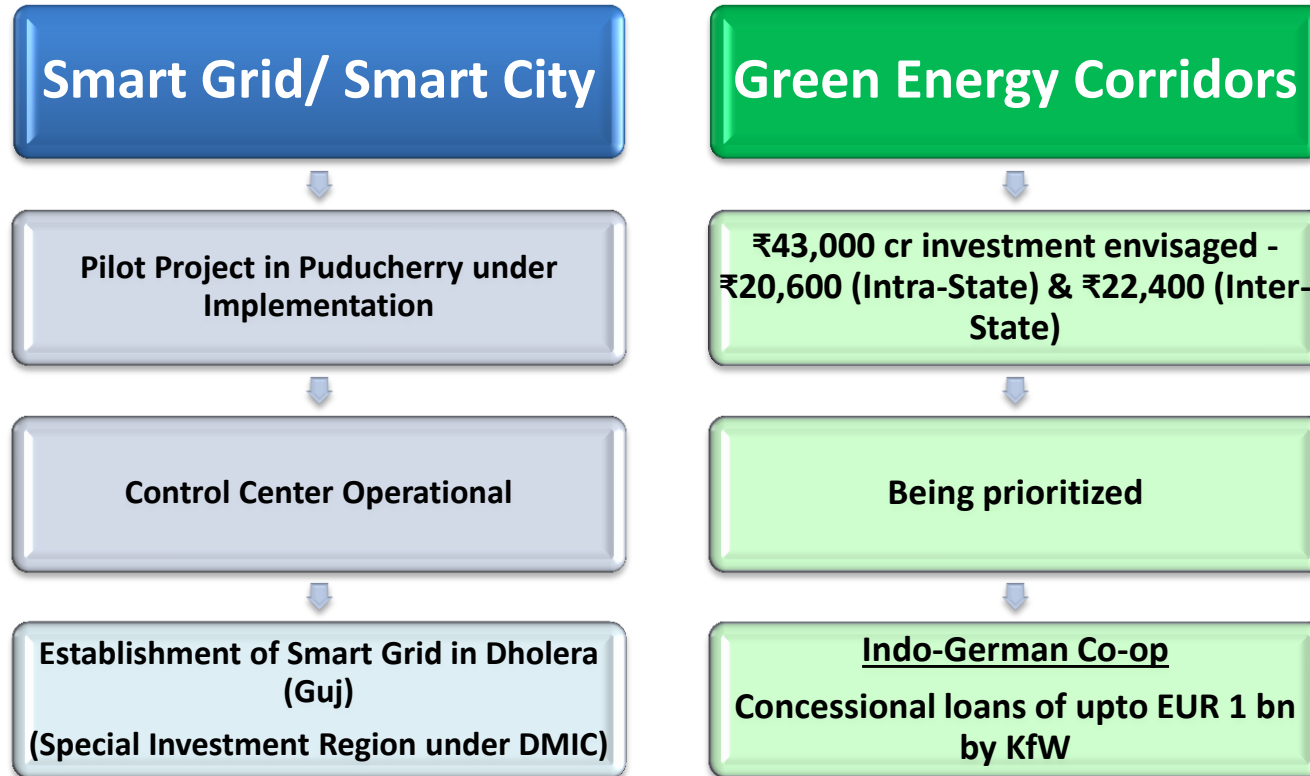


Petition submitted for license in Odisha



Hearing held.
Order awaited.

New Initiatives- Updates



(*) Utility Sub-stations, Steel Rolling Mills, Electrical establishments of Steel Plants, Lattice Structure Manufacturers, Cable, Conductor & Wire Drawing Industries

Towards New Business Opportunity



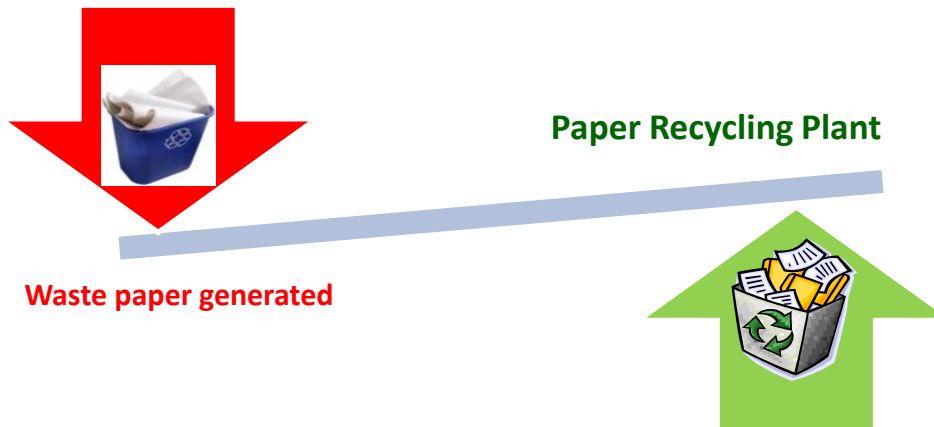
**Desert
Power India
- 2050**

- Study on “Desert Power India-2050”
 - ✓ Assessment of renewable potential in deserts
 - ✓ Rajasthan, Gujarat, Himachal Pradesh and J&K
 - ✓ Identification of technology as well as infrastructure developmental requirements like Transmission System for evacuation of RE, in addition to Water, roads etc.

Environment and Social Policy & Procedure (ESPP)

- Principles of **Avoidance**, **Minimization** and **Mitigation**
- Certified to Social Accountability Standard (SA-8001: 2008)

Waste Paper Recycling Plant set up in Haryana



- ✓ 1st company in Asia to have a well defined Environment & Social Policy & Procedure
- ✓ 1st company in India and 2nd in the world to be certified with a PAS based Integrated Management Section

Corporate Social Responsibility

- As per policy, 1% of previous year Profit After Tax earmarked for CSR
- Thrust Areas:
 - ✓ Education
 - ✓ Health
 - ✓ Infrastructure
 - ✓ Livelihood
 - ✓ Tree Plantation
 - ✓ Ecology
 - ✓ Environment
 - ✓ Natural Calamities

2nd Sustainability Report released



Thank You