

POWER GRID CORPORATION OF INDIA LIMITED

Q3 FY 2015-16 Press & Analysts' Meet

Mumbai

January 28, 2016

Disclaimer



By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations:

- 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.
- The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.
 - This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward-looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, estimates or prospect are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.
- You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.
- 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 FY2014-15 have been approved by the shareholders during the Annual General Meeting on 15 Sept., 2015.



٠

٠



POWERGRID Today

Performance during FY16 (9 months)

- Financial
- Physical
- Operations
- Grid Management
- Other Businesses Consultancy & Telecom

Renewable & SAARC

Investment & Funding Programme









NER - Agra HVDC Interconnection Pole I

Commercial Operation from Nov.1, 2015

- World's longest (1750km) multi-terminal ±800kV HVDC
- Passes through 4 States: Assam, WB, Bihar, UP
- Crossing more than 40 rivers
- Ultimate Capacity: 6000 MW Planned to facilitate harnessing hydro-potential in NER & Bhutan





1st Line under TBCB Successfully Charged

| 400kV D/C Khammam – Nagarjunasagar | |
|---------------------------------------|-------------|
| On Time | Within Cost |

✓ Traverses ~150km through Telangana & Andhra Pradesh

- Part of TS for 'System Strengthening in Southern Region for import of Power from Eastern Region'
- ✓ To facilitate inter-State exchange of power in SR







• 2nd Interconnection completed







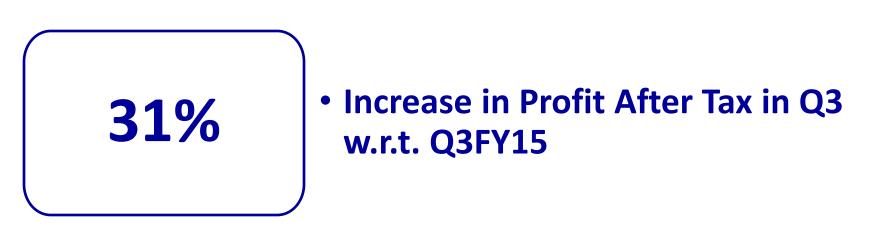
- Worth works capitalized in Q3
- Highest-ever Quarterly Capitalization



Total Capitalization during FY16 (till Dec-15)











Global Recognition

As per Platts Top 250 Global Energy Company Rankings 2015 & 2014

Fastest Growing Electric Utility in Asia for second successive year

Only Indian CPSE among World's Fastest Growing Energy Companies in 2015

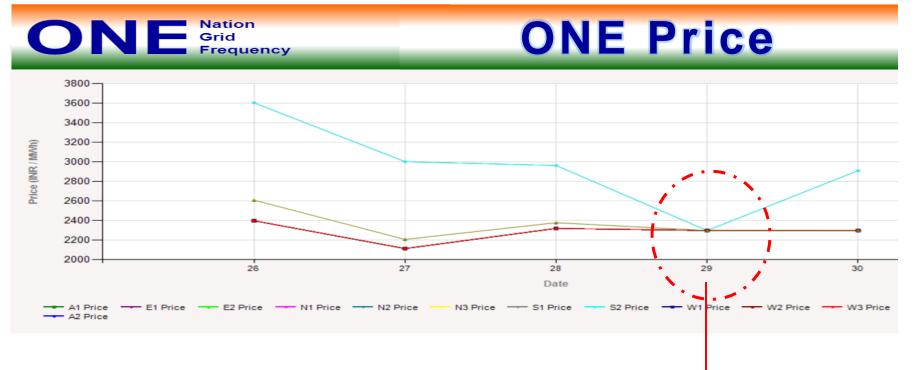
Other Recognitions CBIP Award Best Performing Transmission Utility India Today PSU Awards-

• Best Performing Navratna

• Most Valuable Navratna Rajiv Gandhi National Quality Award







Daily prices are simple average of non-zero prices in (24*4) no of 15 minutes time block of respective day.

Dec. 29, 2015

Date: 26-12-2015 To 30-12-2015 Date A1 A2 E1 E2 N1 N2 **S1** S2 W1 W2 W3 MCP N₃ 26-12-2015 2400.66 2400.66 2400.66 2400.66 2400.66 2400.66 2400.66 3606.12 3606.12 2400.66 2400.66 2400.66 2610.86 27-12-2015 2116.29 2116.29 2116.29 2116.29 2116.29 216.29 2116.29 2116.29 2116.29 2209.99 2116.29 3004.03 3004.03 28-12-2015 2322.31 2322.31 2322.31 2322.31 2322.31 2322.31 2322.31 2964.77 2964.77 2322.31 2322.31 2322.31 2380.63 29-12-2015 2300.04 2300.04 2300.04 2300.04 2300.04 2300.04 2300.04 2300.04 2300.04 2300.04 2300.04 2300.04 2300.04 30-12-2015 2300.23 2300.23 2300.23 2300.23 2300.23 2300.23 2300.23 2912.73 2912.73 2300.23 2300.23 2300.23 2301.84

Avg. Market Clearing Price in ₹ /MWh: ₹ 2.30

ONE Nation Grid Frequency Source: India Energy Exchange



Providing Support during Natural Calamities



- > Support extended for restoration of:
 - 400kV line (1 No.) & 230kV lines (2 Nos.) including evacuation lines from Kalpakkam Nuclear Power Plant & North Chennai TPS
- 20mbps dedicate bandwidth extended to MLDC



Earthquake in Manipur (4-Jan, 2016) • Support to Manipur to restore Power Supply

- Power situation turned critical
- Support extended for restoration works
- Local grid restored within few hours





POWERGRID Today



POWERGRID Today





- ✓ >90% ISTS Transmission Network owned by POWERGRID
- ✓ Trans. Lines: 1014 Nos. 127,539 ckm
- ✓ Sub-stations: 205 Nos. 248,164 MVA
- ✓ State-of-the-art technologies like HVDC, SVC, FACTS etc.
- ✓ >40% power generated in India transmitted through POWERGRID



400kV & above: >90%



Performance in FY16 (9 months)



Performance- Financial



| | | | (₹ i | n crore) | |
|---|---------------|------------|------------|------------|------------|
| | Quarter ended | | Nine mon | | |
| | 31.12.2015 | 31.12.2014 | 31.12.2015 | 31.12.2014 | FY 2014-15 |
| Revenue | | | | | |
| - Transmission Charges | 5190 | 4183 | 14452 | 12054 | 16521 |
| - Consultancy Income: Services | 114 | 102 | 302 | 224 | 381 |
| - Telecom | 103 | 69 | 288 | 196 | 275 |
| - Other Income | 98 | 132 | 278 | 396 | 603 |
| Total Income | 5505 | 4486 | 15320 | 12870 | 17780 |
| Operating Expenses(including prior period adjustment) | 611 | 613* | 1790 | 1781* | 2426 |
| EBITDA-Gross Margin | 4894 | 3873 | 13530 | 11089 | 15354 |
| Depreciation | 1580 | 1301 | 4398 | 3667 | 5085 |
| Interest | 1288 | 1025 | 3546 | 2942 | 3979 |
| Tax | 413 | 318 | 1158 | 913 | 1311 |
| Profit after Tax | 1613 | 1229 | 4428 | 3567 | 4979 |

* Operating Expenses for the quarter and nine months ending 31-12-2014 includes prior period expenses of ₹ 30 crore and ₹ 72 crore respectively



Performance - Financial



| | | | (₹ in crore) | |
|--------------------------|---------------------|---------------------|---------------------|---------------------|
| | As on 31.03.2015 | As on 30.06.2015 | As on 30.09.2015 | As on 31.12.2015 |
| Gross Fixed Assets | 118,264 | 122,811 | 127,860 | 145,067 |
| Capital Work-in-Progress | 56,292 | 56,878 | 58,094 | 46,000 |
| Debt | 93,845 | 99,412 | 104,164 | 105,387 |
| Net Worth | 38,037 | 39,404 | 40,852 | 42,465 |
| Earning Per Share (₹) | 9.52 | 2.61# | 5.38# | 8.46# |
| Book Value per Share (₹) | 72.71 | 75.32 | 78.09 | 81.17 |
| Key Financial Ratios | | | | |
| Debt : Equity | 71:29 | 72:28 | 72:28 | 72:28** |
| Return on Net Worth | 13.09% | 3.47%# | 6.89%# | 10.43%# |

Not Annualized

** Considering Interim Dividend Payment





As on 31.12.2015

| Total Outstanding | ~ ₹ 2,356 crore (45 days billing [#]) | | |
|-----------------------------------|--|--|--|
| Transmission Outstanding | ~ ₹ 393 crore | | |
| (beyond 60 days) | (7 days billing [#]) | | |
| Billed but not outstanding | ~ ₹ 1,726 crore | | |
| (<60 days allowed as per CERC) | (33 days billing [#]) | | |

Avg. Monthly Billing: ₹ 1,577 => 2 months 60 days) billing = ₹ 3,154 crore



Performance - Financial

पावरग्रिड

Period: 9 months FY16

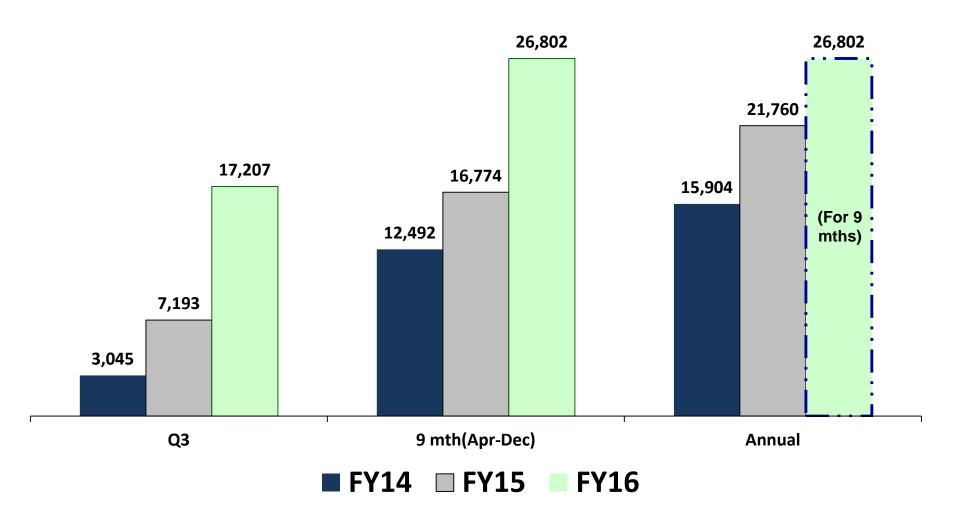




Performance – Physical (3 years)



Capitalization



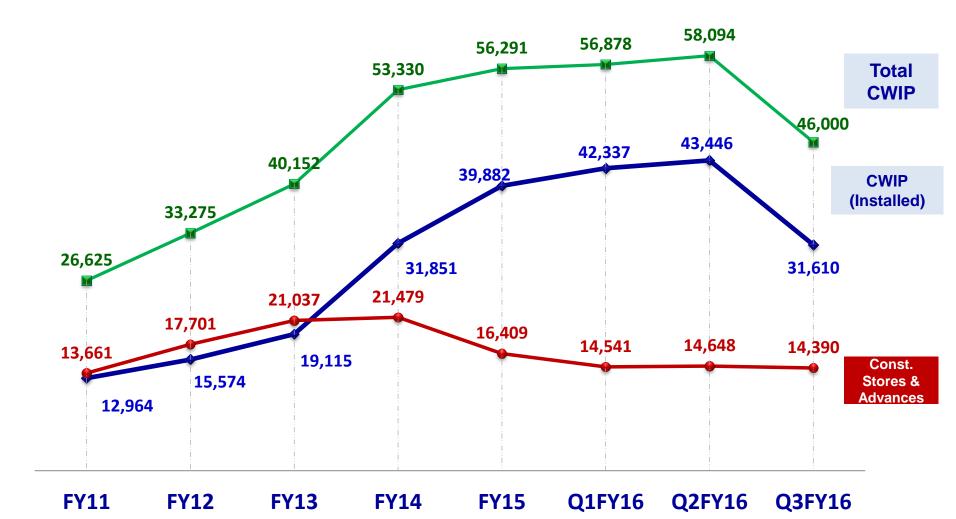
(₹ in crore)



Performance – Physical (CWIP)



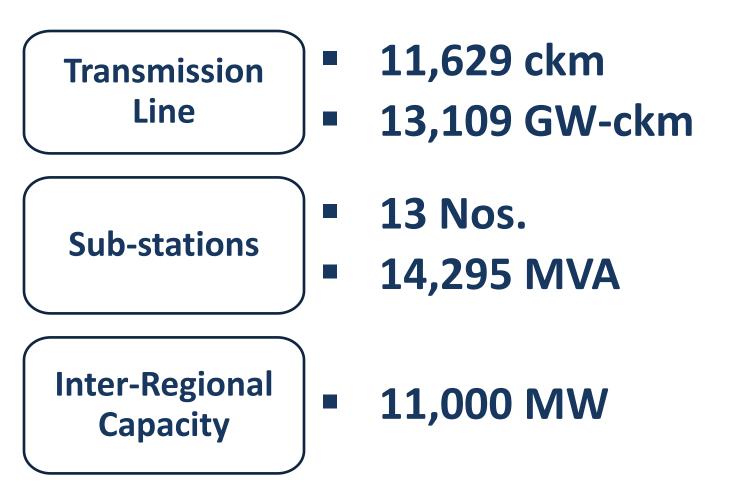
(₹ in crore)





Performance - Physical

Period: 9 months FY16

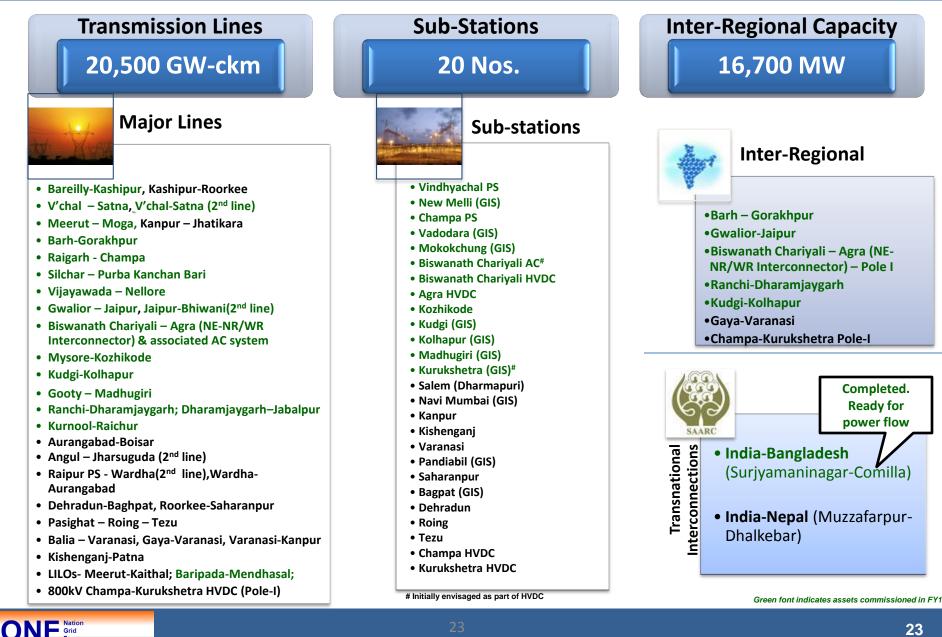






Projects in FY16





Operations - FY16 (till Dec-15)

पावरग्रिड

- Assets as on Dec-15:
 - ✓ Trans. Lines : 1013 Nos. 127,266 ckm
 - ✓ Sub-stations : 205 Nos. 246,004 MVA

(104 sub-stations remotely operated)

- Performance during FY16 (till Dec-15)
 - ✓ Availability : 99.78%
 - ✓ Reliability : 0.54 Trippings/ line

New Initiatives in Asset Management

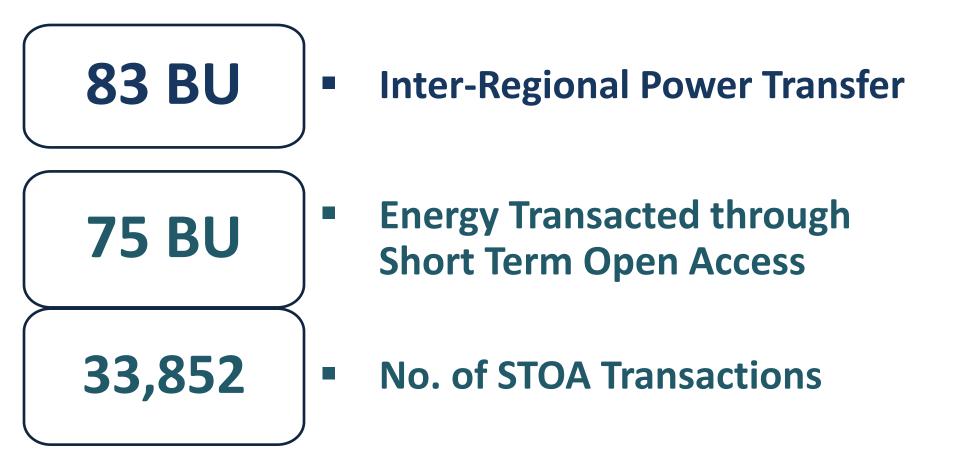
- ✓ Aerial Patrolling (using helicopters) of 17,000 km of transmission lines to commence from March, 2016
- ✓ Maintenance of transmission lines using helicopters Bids under evaluation
- ✓ Use of Unmanned Aerial System (UAS)/ Drones



Grid Management¹ - FY16 (till Dec-15)



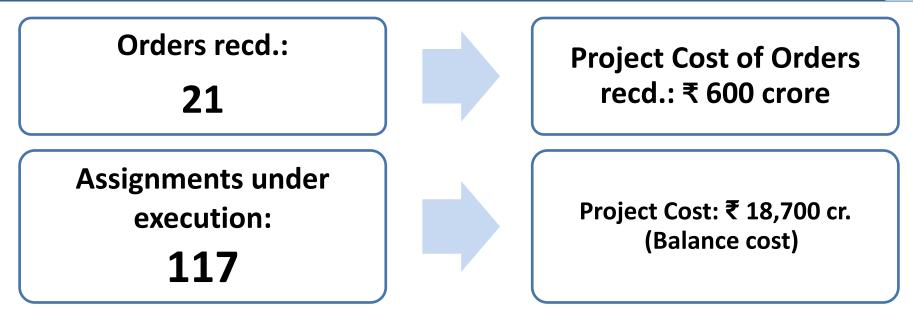
Period: 9 months FY16





Consultancy (Domestic) - FY16(till Dec-15)





✓ Major Ongoing Assignments

- ✓ NER Power System Improvement Project (6 NE States)
- ✓ Strengthening of T&D System in Arunachal & Sikkim
- ✓ 220kV TS to Leh-Kargil (J&K)
- ✓ Evacuation System for Lalitpur TPP (UP)
- ✓ Implementation of IPDS at Old Kashi area



Consultancy (Intl.) - FY16(till Dec-15)



Footprints in 18 countries

14 Nos. - Assignments under execution (as on Dec-15)

| Major Ongoing assignments | 2nd Block of 1x500MW HVDC B2B Stn. at Bheramara CASA-1000 Project Assignments from ADB & World Bank in Nepal Trans. Infrastructure works in Kenya |
|---------------------------------|---|
| | |

Management Contract in Ethiopia – Successfully completed



Telecom - FY16 (till Dec-15)



| 41 New Clients added | Total Order Book |
|-------------------------|------------------|
| [(Pvt. (26), Govt(15)] | > ₹ 2100 crore |

> Infrastructure:

- Fiber Optic Network : ~ 36,500km
- Points of Presence : 595
- Backbone Availability : 100%

> Major Projects:

- National Knowledge Network (NKN): Project completed & Under Operation
- National Optic Fiber Network (NOFN): Work for 6,900 Gram Panchayats under progress - 3,222 Gram Panchayats connected





Renewables & SAARC



Renewable Integration

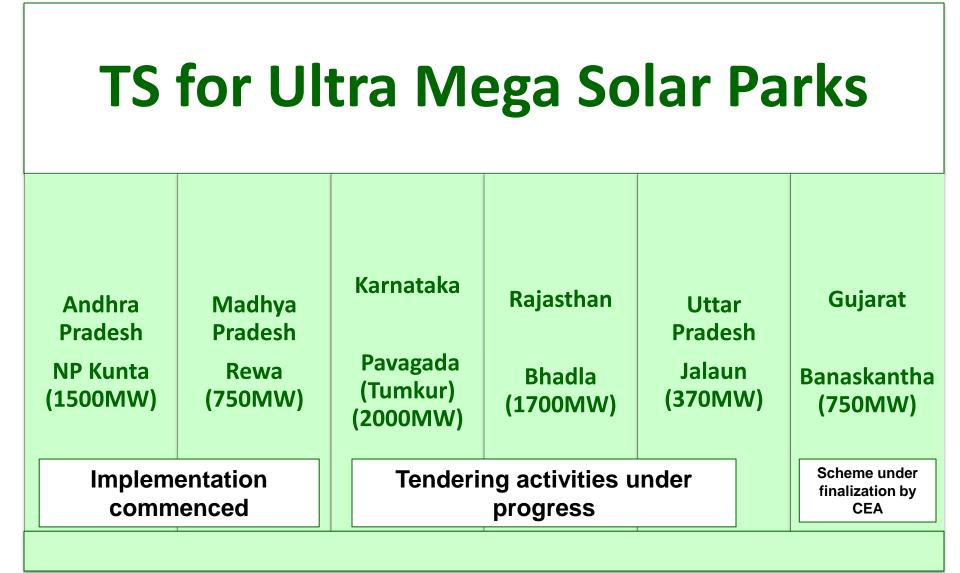


Green Energy Corridors (ISTS ₹ 13,000 crore)

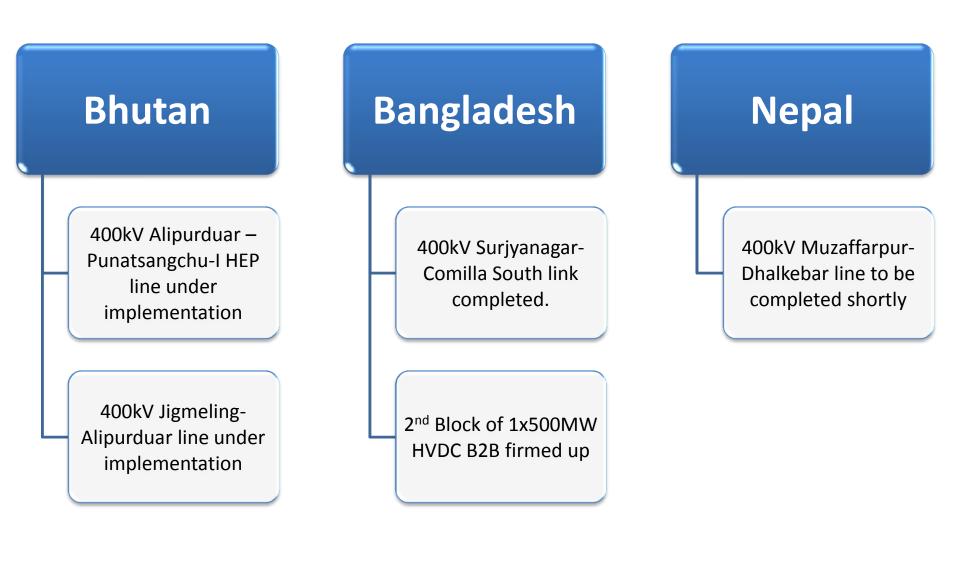
| Part A | Works commenced |
|--------|------------------------|
| Part B | Works commenced |
| Part C | Ready for Award |
| Part D | Projects under Bidding |



| - |
|-----------|
| |
| |
| |
| |
| |
| पावरग्रिड |
| |











Nvestment & Funding Programme



Investment & Funding Programme

ONE Grid Frequency



