

C/COS/Listing/NSE/

Dt: 11.11.2019

The GM (Listing)  
National Stock Exchange of India Ltd.,  
Exchange Plaza, Plot No.C/1, G Block,  
Bandra Kurla Complex,  
Bandra (East),  
Mumbai.

Ref: Symbol: POWERGRID; Series: EQ; ISIN: INE752E01010

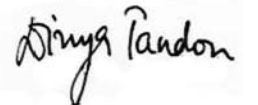
Dear Sir,

Sub: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, it is informed that Analysts' Meet of POWERGRID has been held on 11.11.2019. A copy of presentation given at Analysts' Meet is enclosed please.

Thanking You,

Yours faithfully,



(Divya Tandon)

Chief General Manager - Company Secretary &  
Compliance Officer



**पावरग्रिड**  
**POWERGRID**

**Analyst Meet – H1 FY2019-20**  
**Nov.11, 2019      Mumbai**

*A constituent of*

S&P  
BSE  
SENSEX

Nifty50

FTSE4Good

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- *Annual Accounts for FY2018-19 have been approved by the shareholders.*

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**Recent Highlights**

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**Performance during H1FY20**

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**Business Outlook**

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**Asset Monetisation**

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**Awards & Accolades**

# Recent Highlights

## POWERGRID becomes a Maharatna

Status accorded on  
October 23, 2019

Enhanced powers to the  
Board

## Platts Top250 Global Energy Company Rankings, 2019

Fastest Growing Electric  
Utility in Asia Pacific – 6<sup>th</sup>  
successive Year, since  
2014

Only Company to feature  
in Top5 of global list, each  
year since 2014

## Recent Success in TBCB

Successful in 7 projects in  
FY20 out of 13 bids  
participated

ALTC Market Share: >53%

*(ALTC: Annual Levelised Transmission Charges)*



पावरग्रिड  
POWERGRID

- *Launched by Hon'ble Minister of State (I/C) for Power, Govt. of India on 23<sup>rd</sup> October 2019*
- *Graphic represents*
  - ✓ *Transmission tower*
  - ✓ *Two hands protecting and caring for power (depicted by the red sign)*
  - ✓ *“Namaste”, the traditional Indian way of respect and Greeting, as a humble gesture of our service to the people and nation*
- *Name in Hindi in Green reflects honour for Rajbhasha & commitment to green energy and sustainability*
- *Name in English in blue depicts stability and excellence in technology*
- *The Grey Line underneath the symbol adds cohesion to the elements binding them into a unit.*

A 'MAHARATNA'  
COMPANY

CENTRAL TRANSMISSION  
UTILITY

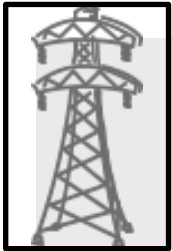
LISTED COMPANY  
since 2007

GOVT. SHAREHOLDING  
54.96%<sup>1</sup>

Market Cap.  
₹ 103,716 crore<sup>2</sup>

1-Govt. Shareholding after recent (Oct'19) tranche of Bharat 22 ETF;

2-Based on BSE closing price of ₹198.25/ share on Oct.31, 2019



## Transmission Lines

- 161,490 ckm
- > 1250 nos.



## Substations

- >393,800 MVA
- 248 Nos.



## I-R Capacity:

- 87,090MW  
(POWERGRID Share)

3<sup>rd</sup> Largest Gross Block;  
5<sup>th</sup> Highest Profit  
(amongst CPSEs)

3<sup>rd</sup> Largest Transmission  
Utility, Globally

Fastest Growing Electric  
Utility in Asia Pacific- 6<sup>th</sup>  
successive year, since 2014

FORBES Global 2000 Rank  
#865 - Highest placed pure  
transmission utility



# Performance during H1FY20

- **Project Execution**
- **Operations**
- **Financial**
- **Commercial**
- **Other Businesses**

## Major Elements added in Q2

- **Transmission Lines**

- 765kV D/C Ajmer - Bikaner
- 400kV D/C Nabinagar II -Patna
- LILO of Bhadla (RVPN) - Bikaner (RVPN) 400kV D/C Line at Bikaner
- 220kV D/C Kishenganga - Wagoora
- **400kV D/C Edamon – Muvattupuzha - One of the longest pending lines of POWERGRID**

- **Substations**

- Bikaner

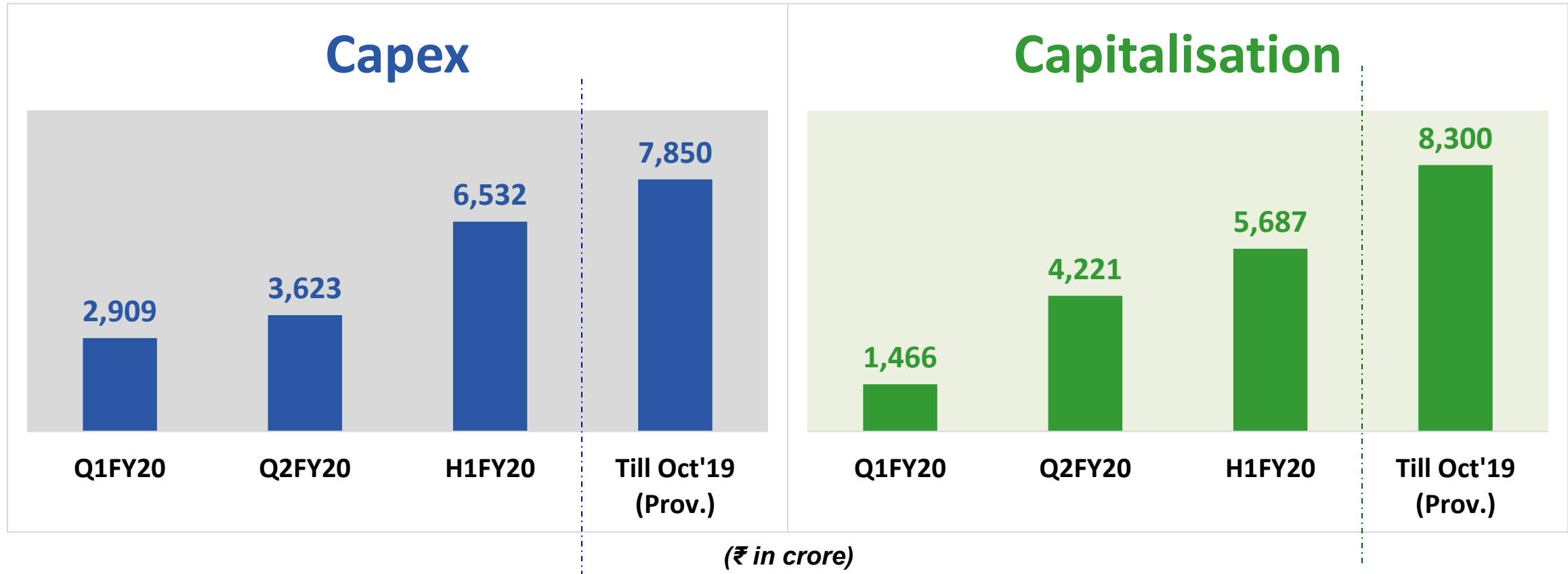
## Elements added in Q3 till Oct'19

- **Transmission Lines**

- Bhadla-Bikaner; Champa-Kurukshetra Pole-III; Allahabad-Singrauli; Chilakaluripeta-Kadapa (TBCB)

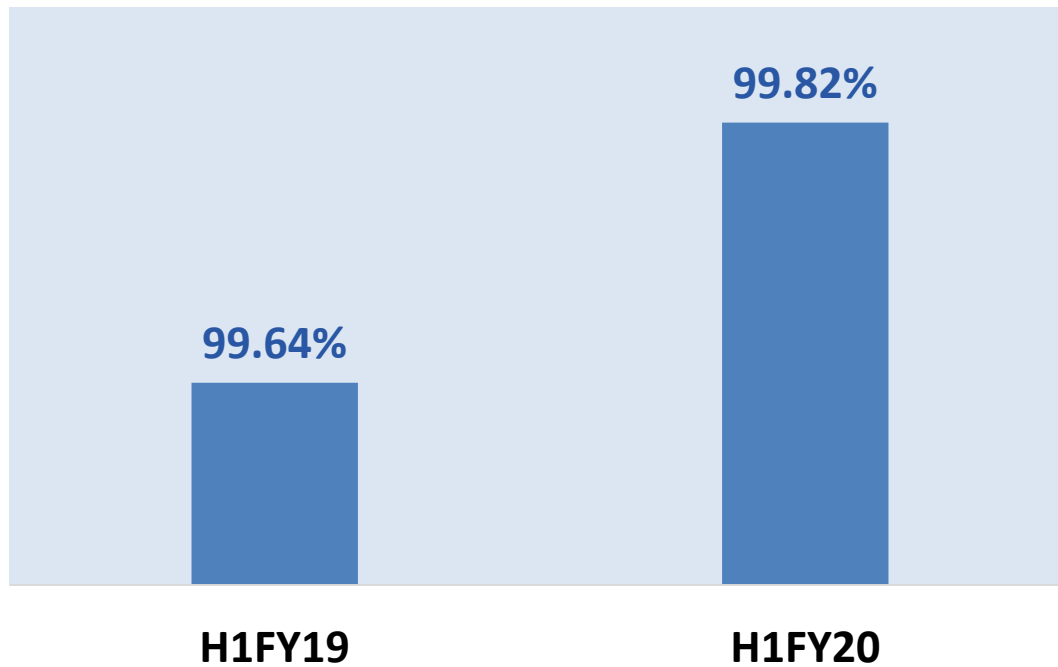
- **Substations**

- Chilakaluripeta (TBCB)

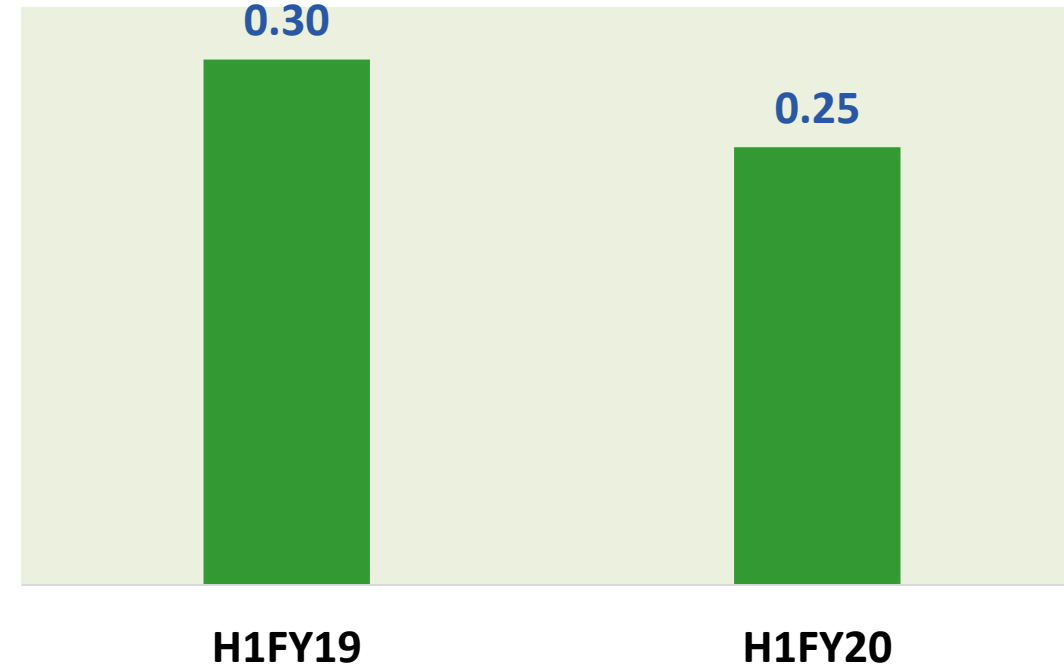


Figures on Consolidated basis  
Capitalization figures, exclusive of FERV

### Availability (%)



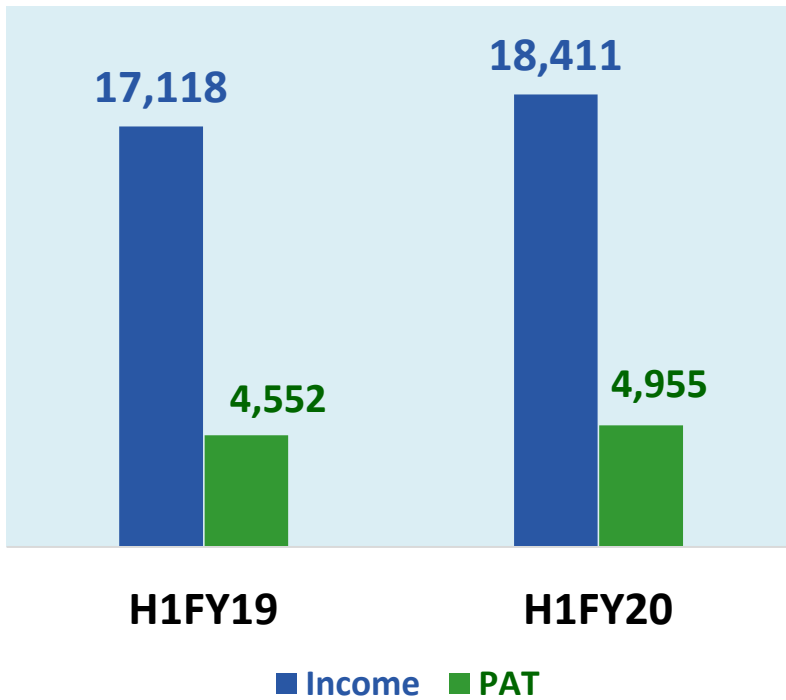
### Reliability (Trippings per line)



## Standalone

**Income Growth: 8%**

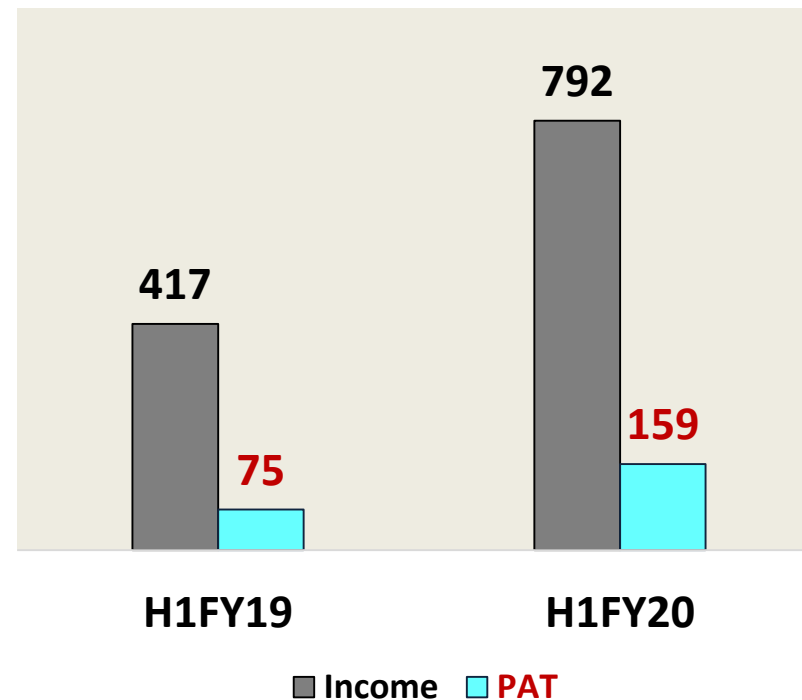
**PAT Growth: 9%**



## Subsidiaries

**Income Growth: 90%**

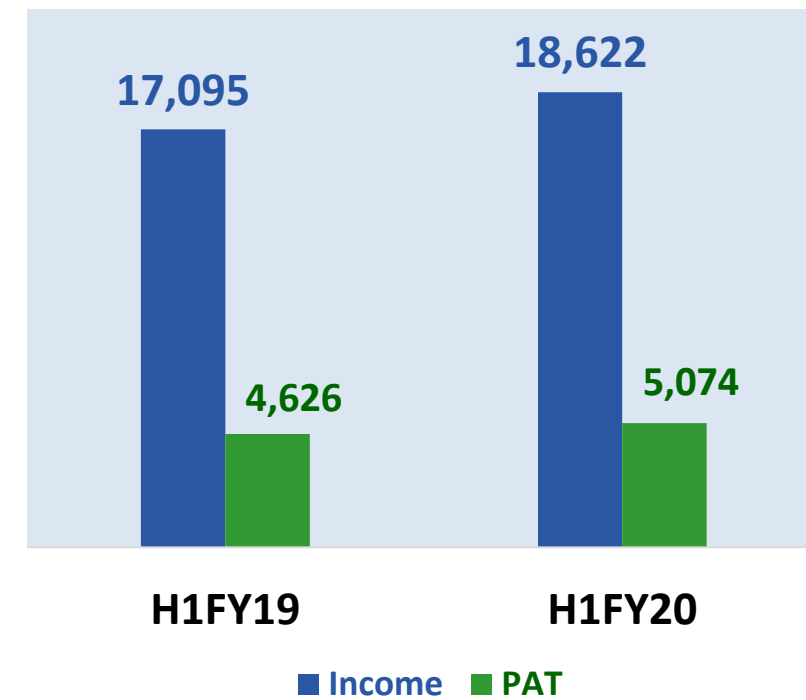
**PAT Growth: 112%**



## Consolidated

**Income Growth: 9%**

**PAT Growth: 10%**



**Dividend from Subsidiaries**

**H1FY19: ₹ 14 crore**



**H1FY20: ₹ 53 crore**

(₹ in crore)

Description	Standalone (Quarter ended)		Growth (%)	Consolidated (Quarter ended)		Growth (%)
	30.09.19	30.09.18		30.09.19	30.09.18	
<b>Income</b>						
- Transmission Charges	8,342	8,012	4%	8,738	8,278	6%
- Consultancy – Services	171	137	25%	140	119	18%
- Telecom	173	140	24%	173	140	24%
- Other Income	498	401	24%	209	181	15%
<b>Total Income</b>	<b>9,184</b>	<b>8,690</b>	<b>6%</b>	<b>9,260</b>	<b>8,718</b>	<b>6%</b>
<b>Operating Expenses</b> (including movement in regulatory deferral balance other than DA for DTL)	<b>1,098</b>	<b>906</b>	<b>21%</b>	<b>1,099</b>	<b>908</b>	<b>21%</b>
Share of Net Profits of investments accounted for using Equity Method	-	-		48	32	
<b>EBITDA-Gross Margin</b>	<b>8,086</b>	<b>7,784</b>	<b>4%</b>	<b>8,209</b>	<b>7,842</b>	<b>5%</b>
Depreciation	2,748	2,548		2,874	2,633	
Interest	2,376	2,309		2,298	2,227	
Tax (Net of DA for DTL)	434	616		466	634	
<b>Profit After Tax</b>	<b>2,528</b>	<b>2,311</b>	<b>9%</b>	<b>2,571</b>	<b>2,348</b>	<b>10%</b>

(₹ in crore)

Description	Standalone (Half Year ended)		Growth (%)	Consolidated (Half Year ended)		Growth (%)
	30.09.19	30.09.18		30.09.19	30.09.18	
<b>Income</b>						
- Transmission Charges	16,849	15,820	7%	17,637	16,236	9%
- Consultancy – Services	296	287	3%	250	239	5%
- Telecom	344	313	10%	344	313	10%
- Other Income	922	698	32%	391	307	27%
<b>Total Income</b>	<b>18,411</b>	<b>17,118</b>	<b>8%</b>	<b>18,622</b>	<b>17,095</b>	<b>9%</b>
<b>Operating Expenses</b> (including movement in regulatory deferral balance other than DA for DTL)	<b>2,190</b>	<b>1,897</b>	<b>15%</b>	<b>2,196</b>	<b>1,894</b>	<b>16%</b>
Share of Net Profits of investments accounted for using Equity Method	-	-		77	66	17%
<b>EBITDA-Gross Margin</b>	<b>16,221</b>	<b>15,221</b>	<b>7%</b>	<b>16,503</b>	<b>15,267</b>	<b>8%</b>
Depreciation	5,407	4,999	8%	5,657	5,130	10%
Interest	4,735	4,450	6%	4,587	4,258	8%
Tax (Net of DA for DTL)	1,124	1,220		1,185	1,253	
<b>Profit After Tax</b>	<b>4,955</b>	<b>4,552</b>	<b>9%</b>	<b>5,074</b>	<b>4,626</b>	<b>10%</b>

(₹ in crore)

Description	As on 30.09.2019	As on 31.03.2019
Gross Fixed Assets	2,03,666	1,97,793
Capital Work-in-Progress	34,155	34,635
Debt	1,42,169	1,41,786
Net Worth	62,375	59,017
Earning Per Share (₹)	9.47*	19.00
Book Value per Share (₹)	119.23	112.81
<b><u>Key Financial Ratios</u></b>		
Debt : Equity	70:30	71:29
Return on Net Worth	7.94%*	16.84%

(₹ in crore, unless stated otherwise)

\* Not Annualised



Description	As on 30.09.2019	As on 31.03.2019
Gross Fixed Assets	2,13,281	2,07,215
Capital Work-in-Progress	39,672	38,827
Debt	1,42,459	1,42,076
Net Worth	62,541	59,088
Earning Per Share (₹)	9.70*	19.18
Book Value per Share (₹)	119.54	112.95
<b><u>Key Financial Ratios</u></b>		
Debt : Equity	69:31	71:29
Return on Net Worth	8.11%*	16.98%

(₹ in crore, unless stated otherwise)

\* Not Annualised

**Billing**

₹16,819 crore

**Realization**

₹16,511 crore

**Efficiency**

98.17%

**O/s > 45 days**

₹3,444 cr.

(38 days billing)

**Major Dues: Telangana, Uttar Pradesh, J&K, Andhra Pradesh, Rajasthan**

## Telecom

- Income: ₹ 173 crore for Q2FY20 (Consol.)
- 41 Orders in Q2FY20
- >99.99% Telecom Network Availability

## New Business Opportunities

- Telecom Tower
- Data Centre
- ILD Business

## Other Development

- Hiving off Telecom Business into a Wholly owned Subsidiary

## Consultancy

- Income: ₹ 140 crore for Q2FY20 (Consol.)
- **Domestic**
  - ~ 90 assignments in hand
  - 9 new orders in Q2FY20
  - >30 new proposals under discussion
- **International**
  - 15 Nos. Ongoing assignments (SAARC/ Kenya)
  - 2 new orders in Q2FY20
  - 2 new orders under discussion/ finalisation

## Other Developments

- Exploring Transmission Projects under PPP in Kenya
- New Indo-Nepal line (Gorakhpur Butwal) through 50:50 JV with Nepal

# Business Outlook

## New Works accretion in FY20: ₹ 10,030 crore

**Regulated Tariff Mechanism**

**₹ 3,431 crore**

**Allocated in Sep'19**

**₹ 726 crore**

**Allocated in Nov'19**

**₹ 2,705 crore**

**TBCB**

**₹ 6,599 crore**

(Aggregate Annual Levelised Tariff: Rs.666 crore)

**Inter-State (RE related works)**

**₹ 3,269 crore**

**Intra-State**

**₹ 3,330 crore**

(MP-1, UP-2)

*Figures indicated are Estimated Cost as per Empowered Committee and States*

## FY20 Capex Plan

₹ 15,000 crore

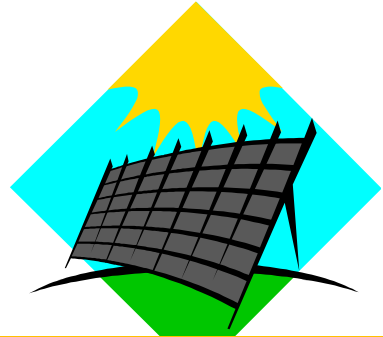
### *Works in Hand*

Ongoing Projects ~ ₹ 46,500 crore

New Projects ~ ₹ 3,500 crore

TBCB Projects ~ ₹ 16,000 crore

Total Works in Hand ~ ₹ 66,000 crore



66.5 GW [47.5GW Solar + 19GW Wind]

Dholera UMSP (Guj.)

12.4 GW  
Dec'20

26.1 GW  
Dec'21

28GW  
Beyond Dec'21

4GW  
Dec'21

RE Generation (REZ)

**Dec'20:**  
₹ 10,879 crore

RTM: ₹ 3,246 crore

TBCB: ₹ 7,633 crore

Balance: Rs. NIL

**Dec'21:**  
₹ 24,481 crore

RTM: ₹ 1,138 crore

TBCB: ₹ 1,075 crore

Balance: ₹ 22,268 crore

**Beyond Dec'21:**  
₹ 12,441 crore

RTM: ₹ 1,614 crore

TBCB: NIL

Balance: ₹ 10,827 crore



Trans. For RE (~₹ 47,800 crore)

**Total Balance Works: ₹ 33,090 crore**

Source: CEA

	2019	2022	2030
<b><u>GENERATION vis-à-vis POWER &amp; ENERGY DEMAND</u></b>			
<b>Generation (GW)</b>	356	479	900
<b>RE (GW)</b>	77.6	175	450
<b>Demand (GW)</b>	177.5	225	373
<b>Annual Energy (BU)</b>	1,267	1,566	2,606
<b><u>TRANSMISSION</u></b>			
<b>Trans. System</b>	<b>GEC-I &amp; GEC-II</b>	<b>REZ based systems</b>	<b>Perspective</b>
<b>ckm</b>	5,070	16,500	63,200-HVAC 10,800-HVDC
<b>MVA</b>	30,500	1,10,500	66,000-HVAC 24,000-HVDC
<b>Cost (₹ in crore)</b>	15,660	43,200	2,86,000

Source: Company Estimates



## *Joint Ventures*

JV with Assam for Intra-State works under approval by Govt. of Assam

Agreement signed with NTPC for setting up National Electricity Distribution Company Limited (NEDCL) through a 50:50 JV to undertake distribution of electricity and related activities.

## *Energy Management*

MoU signed with Energy Management Centre, Kerala

Exploring opportunities in energy management projects in various states

## *eV Charging Infrastructure*

Submission of EoI to develop eV charging stations in Shillong

Established Kerala's first public eV charging station at Kochi in association with Indian Oil Corporation Limited

# Asset Monetisation

*Govt.'s mandate to raise ~₹ 10,000 crore in the current year through InvIT*



*Assets would continue to be operated and maintained by POWERGRID*



*Proceeds to be utilized for deployment in fresh investments*

## Benefit to Investors

- Higher Return on Equity; Lower Debt
- Potential to pay Higher Dividend, from additional gains on sale of units of InvIT
- Subsidiaries can take advantage of Tax Efficient Structure of InvITs
- Lock-in gains from high RoE TBCB projects, upfront
- A ready vehicle for recurring asset monetisation, as more TBCB assets mature
- Recurring Fee Income through Project Manager & Investment Manager

# Awards & Accolades



**National CSR Award by Hon'ble President of India**

- Corporate Award for Excellence in CSR

**Swachh Bharat Award by Hon'ble President of India**

- For significant CSR contribution under the initiative of Swachh Iconic Places and Swachh Bharat Kosh

**D&B PSU Award**

- For 2<sup>nd</sup> successive year, POWERGRID won all three awards - Best Navratna Overall; Best Navratna- Services and Best Navratna- Transmission

**THANK YOU**