

पावर ग्रिड कार्पोरेशन ऑफ इंडिया लिमिटेड

(भारत सरकार का उद्यम)

POWER GRID CORPORATION OF INDIA LIMITED

(A Government of India Enterprise)



पावरग्रिड

केन्द्रीय कार्यालय: "सौदामिनी" प्लॉट सं. 2, सेक्टर-29, गुडगाँव-122 001, (हरियाणा) दूरभाष: 0124-2571700-719, फैक्स : 0124-2571762,  
"Saudamini" Plot No. 2, Sector-29, Gurgaon-122 001, (Haryana) Tel. : 0124-2571700-719, Fax : 0124-2571762, Web.: www.powergridindia.com

CIN : L40101DL1989GOI038121

C/COS/Listing/NSE/

Dt: 30.05.2018

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

This is in continuation of our letter dt. 25.05.2018, a copy of presentation given at Press and Analysts' Meet is enclosed please.

Thanking You,

Yours faithfully,

  
(Divya Tandon)

General Manager & Company Secretary &  
Compliance Officer

जीकृत कार्यालय: बी-9, कुतब इंस्टीट्यूशनल एरिया, कटवारिया सराय, नई दिल्ली-110016 दूरभाष: 011-26560112, 26560121, 26564812, 26564892,, फैक्स: 011-26601081  
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स्वहित एवं राष्ट्रहित में ऊर्जा बचाएं  
**Save Energy for Benefit of Self and Nation**



# POWERGRID

**Fastest Growing Electric Utility in Asia since 2014**

**Financial Results FY 2017-18**

**Press & Analyst Meet**

**Mumbai**

**May 30, 2018**

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- Annual Accounts for FY2017-18 are yet to be approved by the shareholders.*

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**Major Highlights for FY18**

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**POWERGRID Overview**

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**Performance (FY18)**

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**Performance – Last 5 years**

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**Sector Outlook**

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**POWERGRID Outlook**

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# Major Highlights

## FY18

# FY18 - Major Highlights of the year

**Capex:**  
**₹ 25,791 crore**

**Highest-ever**

**Completed:**  
**~ ₹ 29,000 crore**

**Capitalized:**  
**₹ 27,928 crore**

*(incl. TBCB)*

**3rd successive year of Capitalization > Capex**

**Completion of Long Overdue Projects**

**Completion of a no. of lines within CERC timelines**

**TBCB –**  
**New Wins**

**2 Nos. – ERSS XXI Ltd., WR-NR Trans. Ltd.**  
**(aggregate EC cost estimate: ₹ 2,237 crore)**

## New Works- Railway Electrification

- **1<sup>st</sup> Section of Mansi-Saharsa-Madhepura (63 rkm) of East Central Railway completed- 10 months ahead of schedule**

## New Works – IPDS

- **IPDS works in Old Kashi area of Varanasi completed**

# Major Awards & Recent Recognitions



**Fastest Growing Electric Utility in Asia since 2014 (4<sup>th</sup> successive year)  
as per Platts Top 250 Global Energy Company Rankings**

**Highest Placed Power Sector CPSE in 'India's Best Companies to Work for 2017'**

**BML Munjal Award for Business Excellence through Leadership & Development**

**Platinum (1st position) Award at 6th FICCI Quality Systems Excellence Awards**

**Best CEO Award by Business Today (India Today Group) in two categories-  
- Power; PSU (ex- BFSI)**

**SCOPE Award for Excellence in Outstanding Contribution to the Public Sector Management –  
Individual Leadership Category I (Maharatna/ Navratna PSEs) 2016-17**



# POWERGRID Overview

# POWERGRID Today

A 'NAVRATNA' ENTERPRISE

CENTRAL TRANSMISSION UTILITY

LISTED COMPANY since 2007

GOVT. SHAREHOLDING 56.91%

PAYING DIVIDEND SINCE 1993-94

Market Capitalization ₹ 108,399 crore<sup>1</sup>

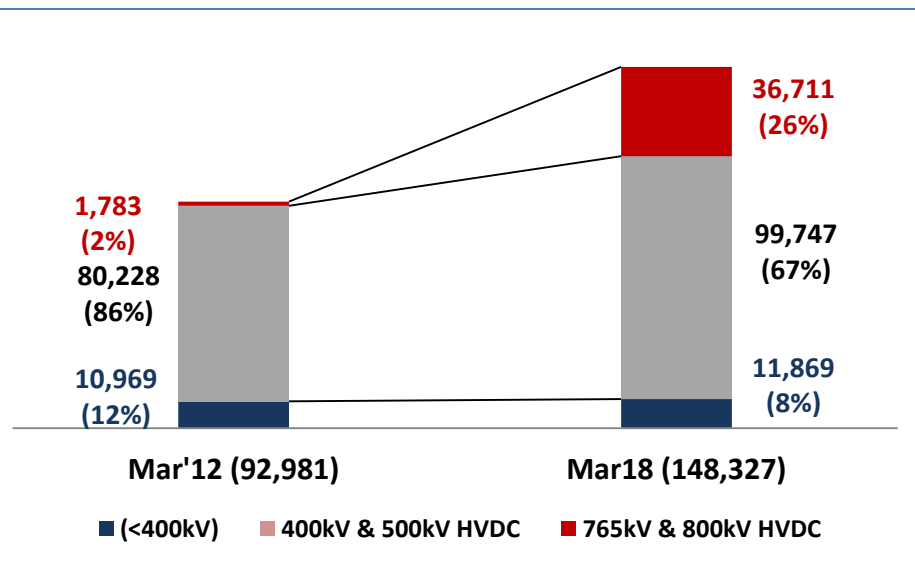
✓ ~ 85% ISTS Transmission Network owned by POWERGRID

✓ Trans. Lines: 1162 Nos. - ~ 148,327 ckm

✓ Sub-stations: 236 Nos. (incl. 38 GIS) - ~ 332,163 MVA

400kV & above: >90%

**Voltage Landscape migrating to 765kV (Tr. Lines-ckm)**



# Performance (FY18)

# Performance (FY18) – Project Execution



<b>Parameter</b>	<b>FY18</b>	<b>Q4FY18</b>
<b>Tr. Line (ckm)</b>	<b>9,250</b>	<b>2,927</b>
<b>X-fmn Capacity (MVA)</b>	<b>42,620</b>	<b>8,448</b>
<b>Substation (Nos.)</b>	<b>17</b>	<b>6</b>
<b>I-R Capacity (MW)</b>	<b>11,400</b>	<b>8,400</b>

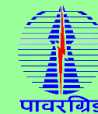
**Availability**

• **99.81%**

**Reliability**

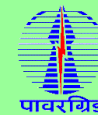
• **0.60 Trippings/ line**

# Performance (FY18)- Financial



(₹ in crore)									
Description	Quarter ended		Growth (%)	Year ended		Growth (%)	Year ended		Growth (%)
	Standalone			Standalone			Consolidated		
	31.03.2018	31.03.2017		31.03.2018	31.03.2017		31.03.2018	31.03.2017	
<b>Income</b>									
- Transmission Charges	7,460	6,435	16%	28,484	24,630	16%	28,844	24,724	17%
- Consultancy – Services	198	144	38%	662	582	14%	491	476	3%
- Telecom	153	127	20%	607	498	22%	607	497	22%
- Other Income	288	344	-16%	1,014	867	17%	489	586	-17%
<b>Total Income</b>	<b>8,099</b>	<b>7,050</b>	<b>15%</b>	<b>30,767</b>	<b>26,577</b>	<b>16%</b>	<b>30,431</b>	<b>26,283</b>	<b>16%</b>
Operating Expenses (including movement in regulatory deferral balance)	1,129	1,006	12%	3,608	3,040	19%	3,630	3,042	19%
<b>EBITDA-Gross Margin</b>	<b>6,970</b>	<b>6,044</b>	<b>15%</b>	<b>27,159</b>	<b>23,537</b>	<b>15%</b>	<b>26,801</b>	<b>23,241</b>	<b>15%</b>
Depreciation	2,406	2,063	17%	9,091	7,663	19%	9,231	7,722	20%
Interest	2,006	1,556	29%	7,591	6,304	20%	7,324	6,204	18%
Share of Net Profits of investments accounted for using Equity Method							148	142	
Tax	553	509	9%	2,238	2,050	9%	2,196	2,006	9%
<b>Profit After Tax</b>	<b>2,005</b>	<b>1,916</b>	<b>5%</b>	<b>8,239</b>	<b>7,520</b>	<b>10%</b>	<b>8,198</b>	<b>7,451</b>	<b>10%</b>

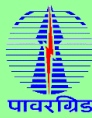
# Performance (FY18) – Financial (Standalone)



## Standalone Financial Statements (₹ in crore)

Description	As on 31.03.2018	As on 31.03.2017
Gross Fixed Assets	1,77,100	1,49,730
Capital Work-in-Progress	32,978	38,942
Debt	1,30,213	1,17,198
Net Worth	54,415	49,807
Earning Per Share (₹)	15.75	14.37
Book Value per Share (₹)	104.01	95.20
<b>Key Financial Ratios</b>		
Debt : Equity	71:29	70:30
Return on Net Worth	15.14%	15.10%

# Performance (FY18) – Financial (Consolidated)



## Consolidated Financial Statements (₹ in crore)

Description	As on 31.03.2018	As on 31.03.2017
Gross Fixed Assets	1,79,890	1,51,962
Capital Work-in-Progress	40,432	41,499
Debt	1,30,503	1,17,488
Net Worth	54,426	49,866
Earning Per Share (₹)	15.67	14.24
Book Value per Share (₹)	104.03	95.32
<b>Key Financial Ratios</b>		
Debt : Equity	71:29	70:30
Return on Net Worth	15.06%	14.94%



# Performance (FY18) - Financial

## Billing & Realization

**Billing**

₹ 27,227 Crore

**Realization**

₹ 26,875 Crore

**%age realization**

98.71%

## As on 31.03.2018

**Total Outstanding**

~ ₹ 3,152 Crore  
(42 days billing)

**Transmission Outstanding  
(beyond 60 days)**

~ ₹ 953 Crore  
(13 days billing)

**Billed but not outstanding  
(<60 days allowed as per CERC)**

~ ₹ 2,199 Crore  
(29 days billing)

**Tripartite Agreement signed by 27 out of 33 States and UTs**

## *Other Businesses – Consultancy, International Business & Telecom*

### Consultancy

**25 New Orders recd in FY18**

**Major Clients: J&K, Manipur, UP, MP, AP, Bihar, NHAI**

### International Business

**8 new assignments - (Nepal, Fiji, CASA, Bhutan)**

### Telecom

**Telecom network increased by ~5,700 km increasing reach to 23 more cities**

**26 new Points of Presence established**

**148 new customers added**

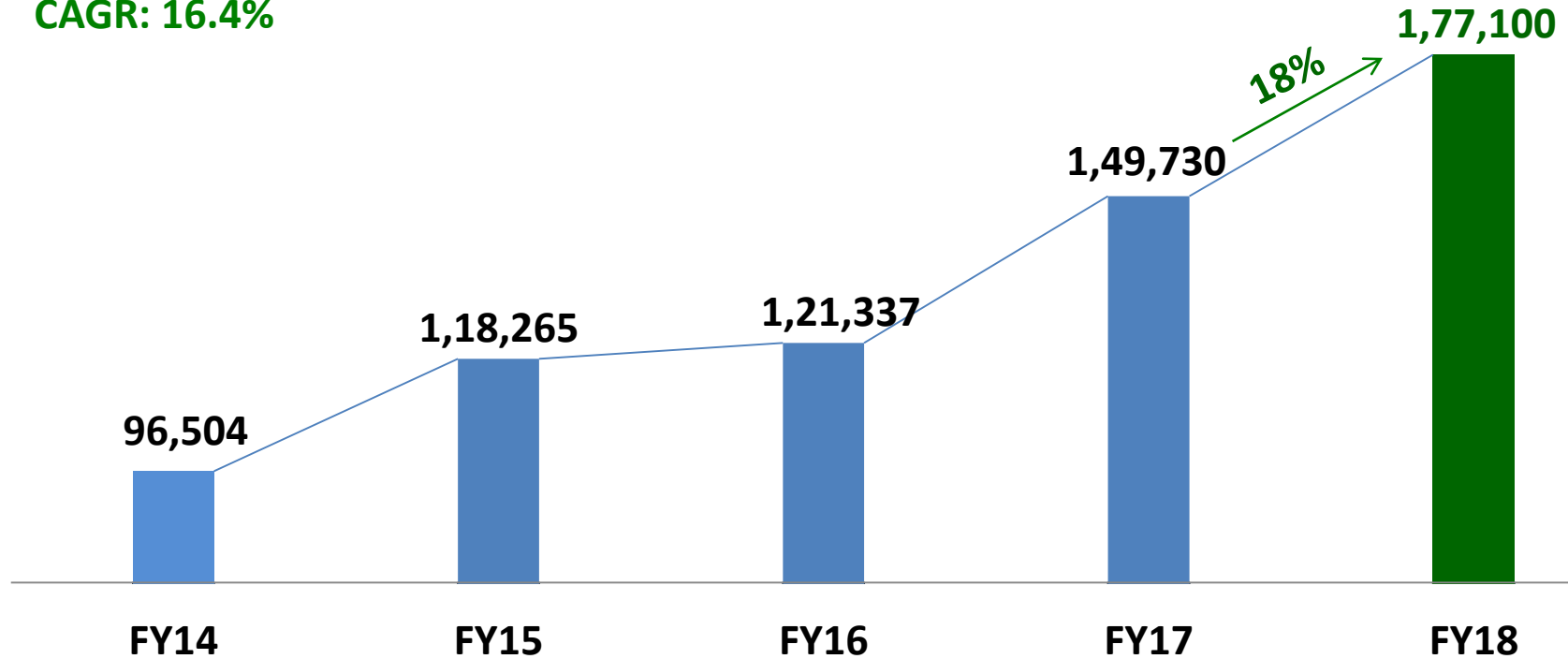
# POWERGRID Performance (Last 5 years)

# 5-yr Performance (FY14-FY18): Asset Base

## Asset Growth .....

(₹ in crore)

**Gross Fixed Asset**  
CAGR: 16.4%



*3rd Largest CPSE in India<sup>#</sup>*

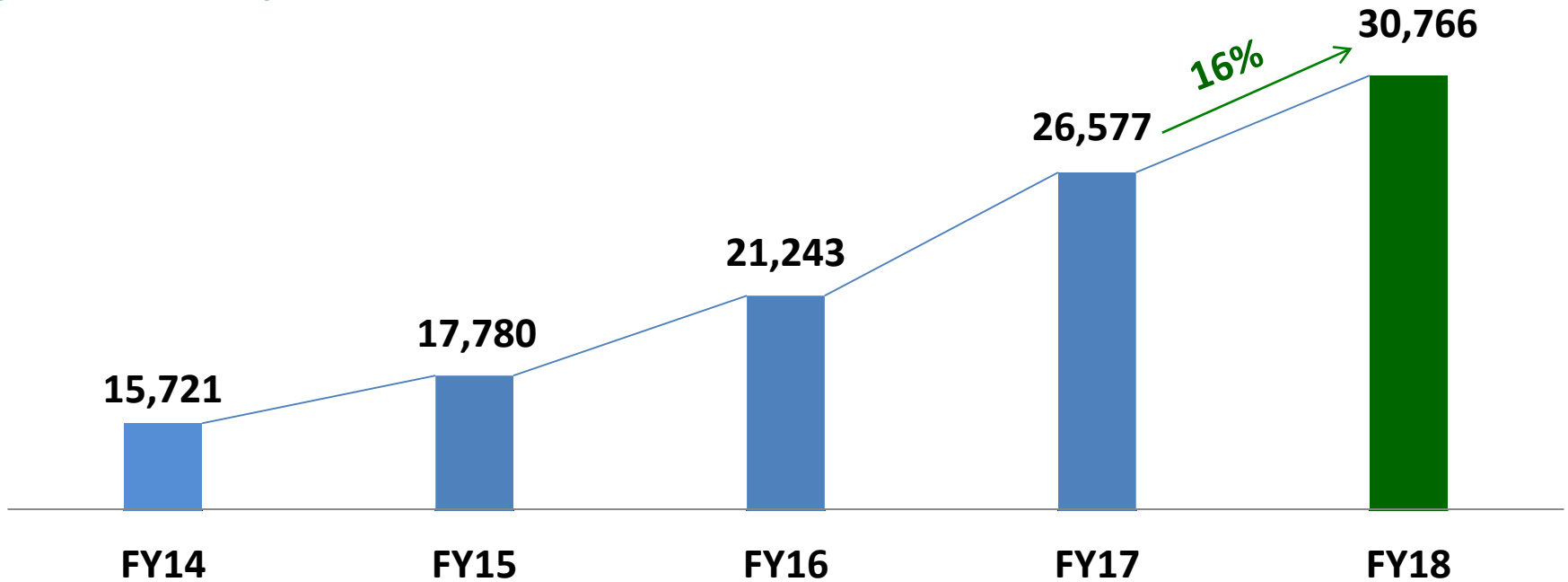
<sup>#</sup>- As per DPE Report 2016-17

# 5-yr Performance (FY14-FY18): Income

## Asset Based Returns.....

(₹ in crore)

**Income**  
**(CAGR: 18.3%)**

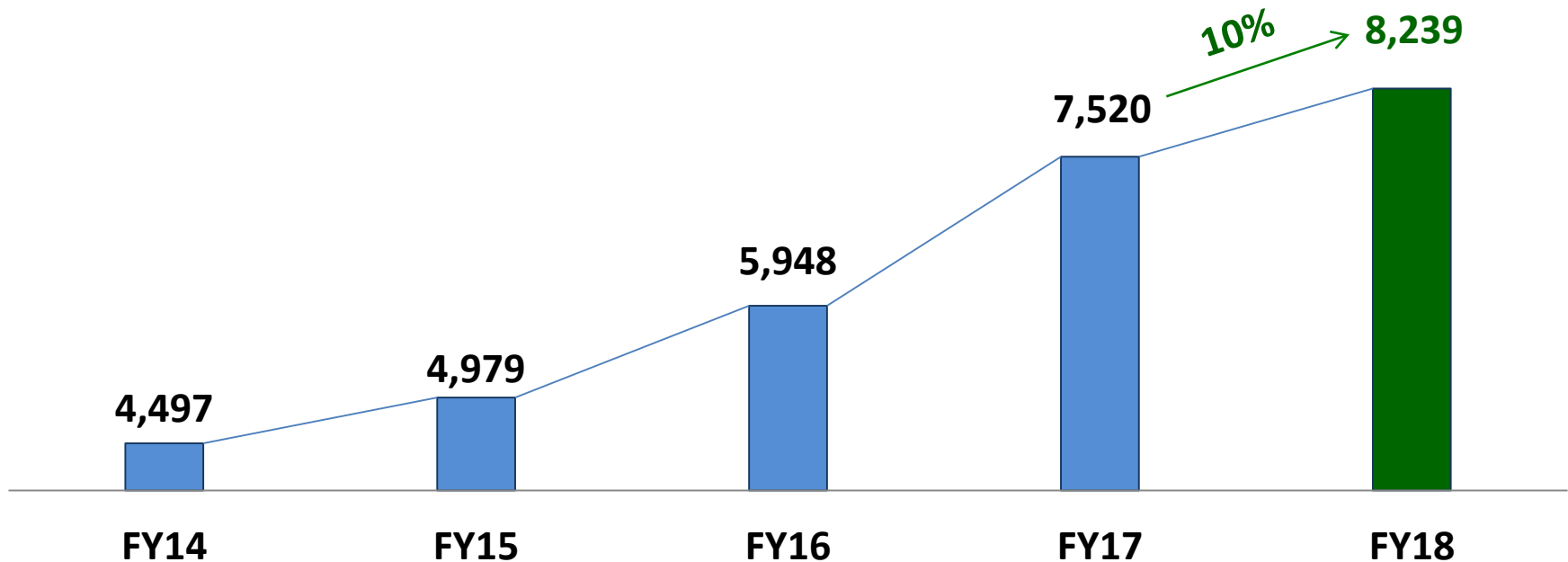


*Fastest Growing Electric Utility in Asia since 2014*

## Sustained Profitability....

(₹ in crore)

Profit After Tax  
(CAGR: 16.3%)

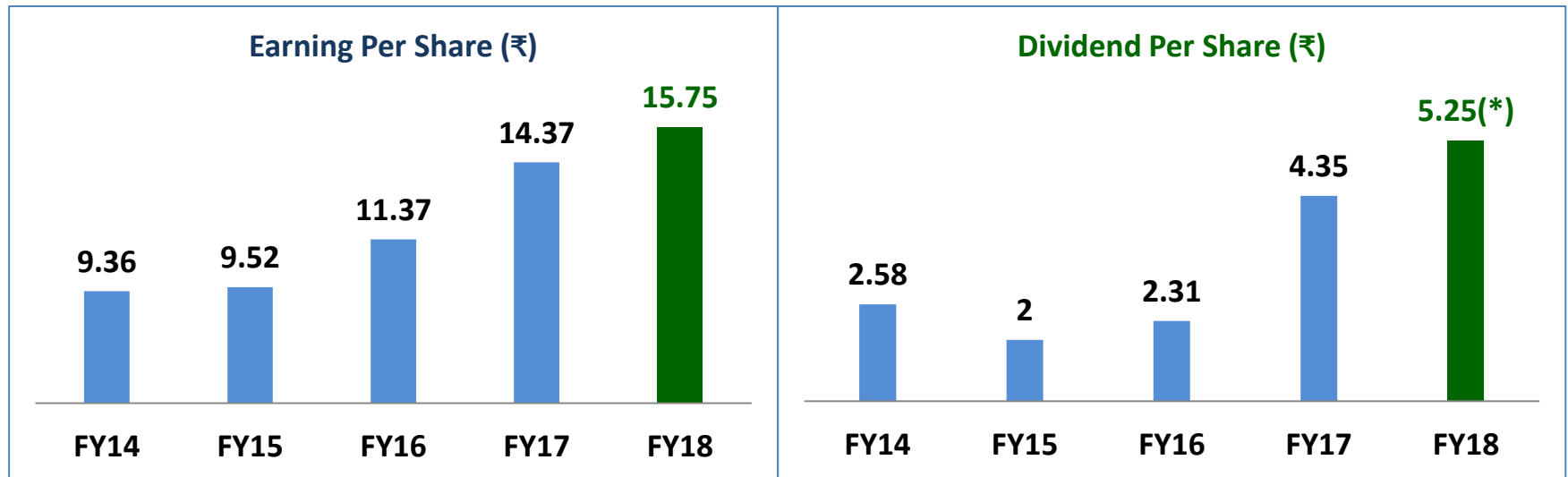


6th Highest Profit making CPSE (7.75% share in profits of all CPSEs for FY2016-17)#

#- As per DPE Report 2016-17

.... and enhanced Shareholder returns....

Dividend for FY18: ₹ 5.25/ share  
(incl. ₹ 2.80 proposed)

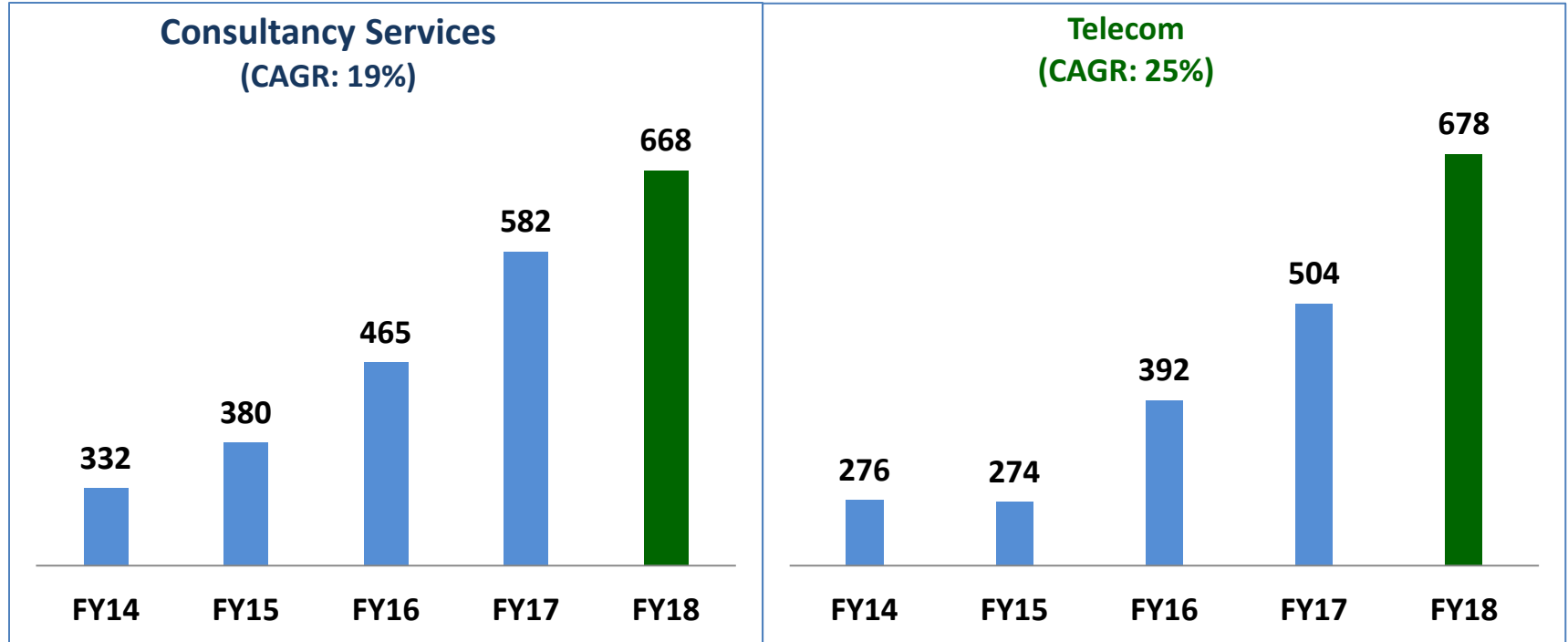


(including ₹ 2.80 per share final dividend declared for FY18)

- Dividend Yield of >10% to IPO Investors & >5% to FPO Investors
- Cumulative Per Share Div. paid since IPO : Rs. 27 (incl. Final Dividend for FY18, yet to be paid)

# 5-yr Performance (FY14-FY18): Other Businesses

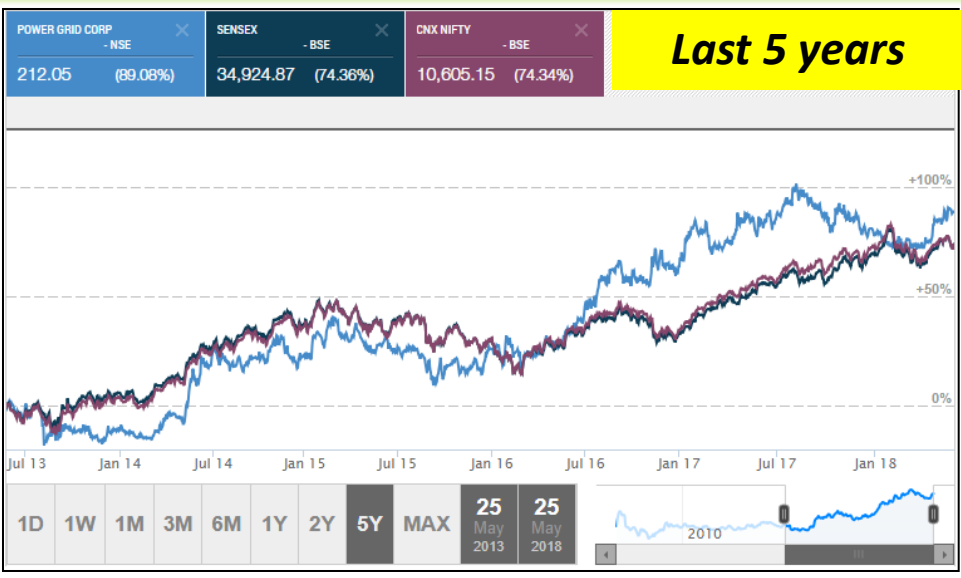
## Other Businesses – Consultancy Services & Telecom



*Adding Value for Stakeholders through Sectoral Growth and Digital India*



# Performance: Consistent Shareholder Returns



**Outperforming SENSEX & Nifty since listing, in Last 2/3/4/5 years and also last 3/6 mnths**



# Sector Overview

# All India Transmission Growth



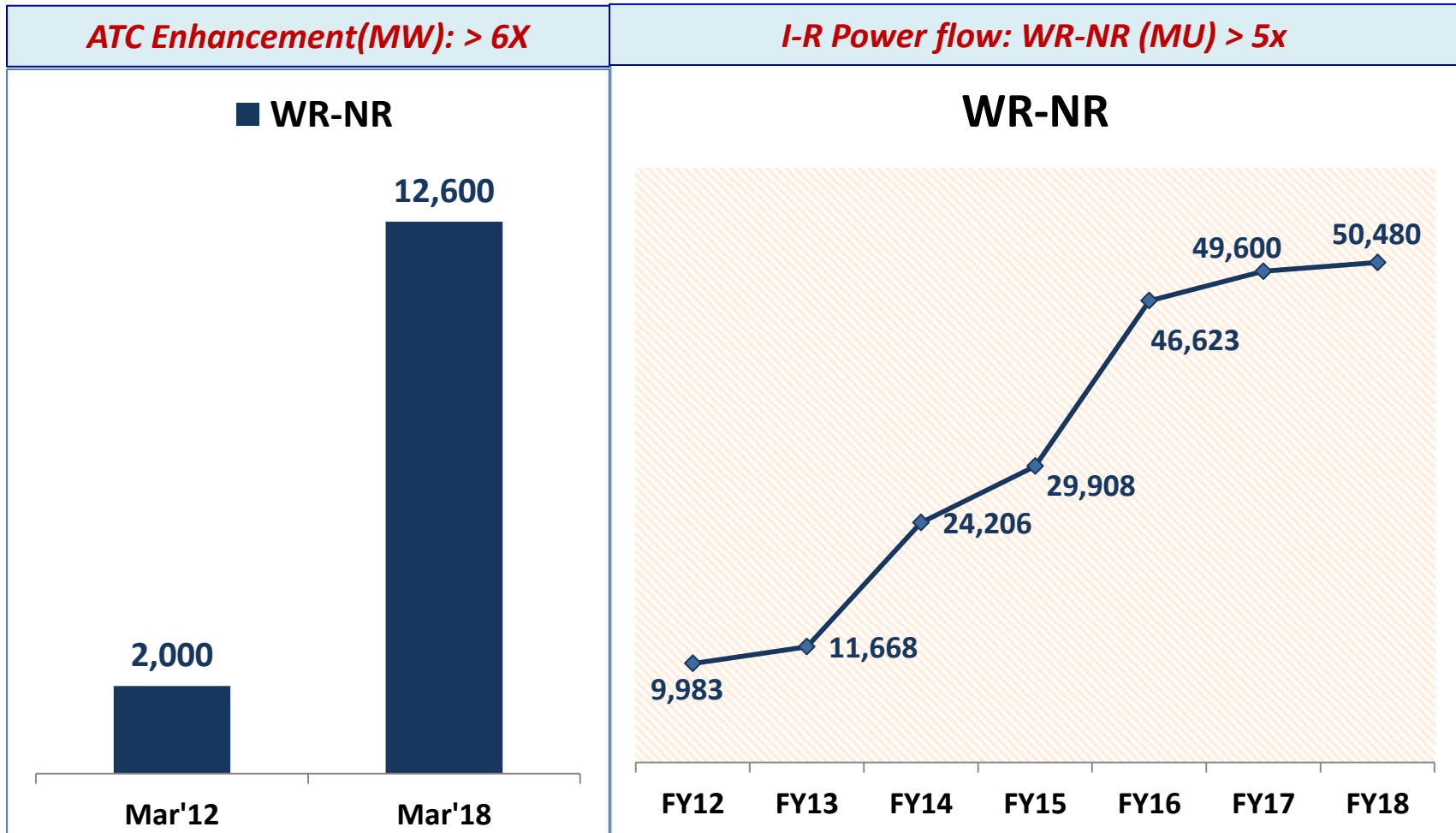
Growth in Last 5 years	Transmission (ckm)	X-formation Capacity (MVA)	I-R Capacity (GW)
At the end of Mar-13	274,588	473,216	29.75
At the end of Mar-18	390,970	826,958	86.45
Addn. in last 5 years (Apr13-Mar18)- All India	116,382	353,742	56.7
POWERGRID Share (last 5 yrs)	48,127 (41%)	167,400 (47%)	50.1 (88%)

# including Private Sector lines

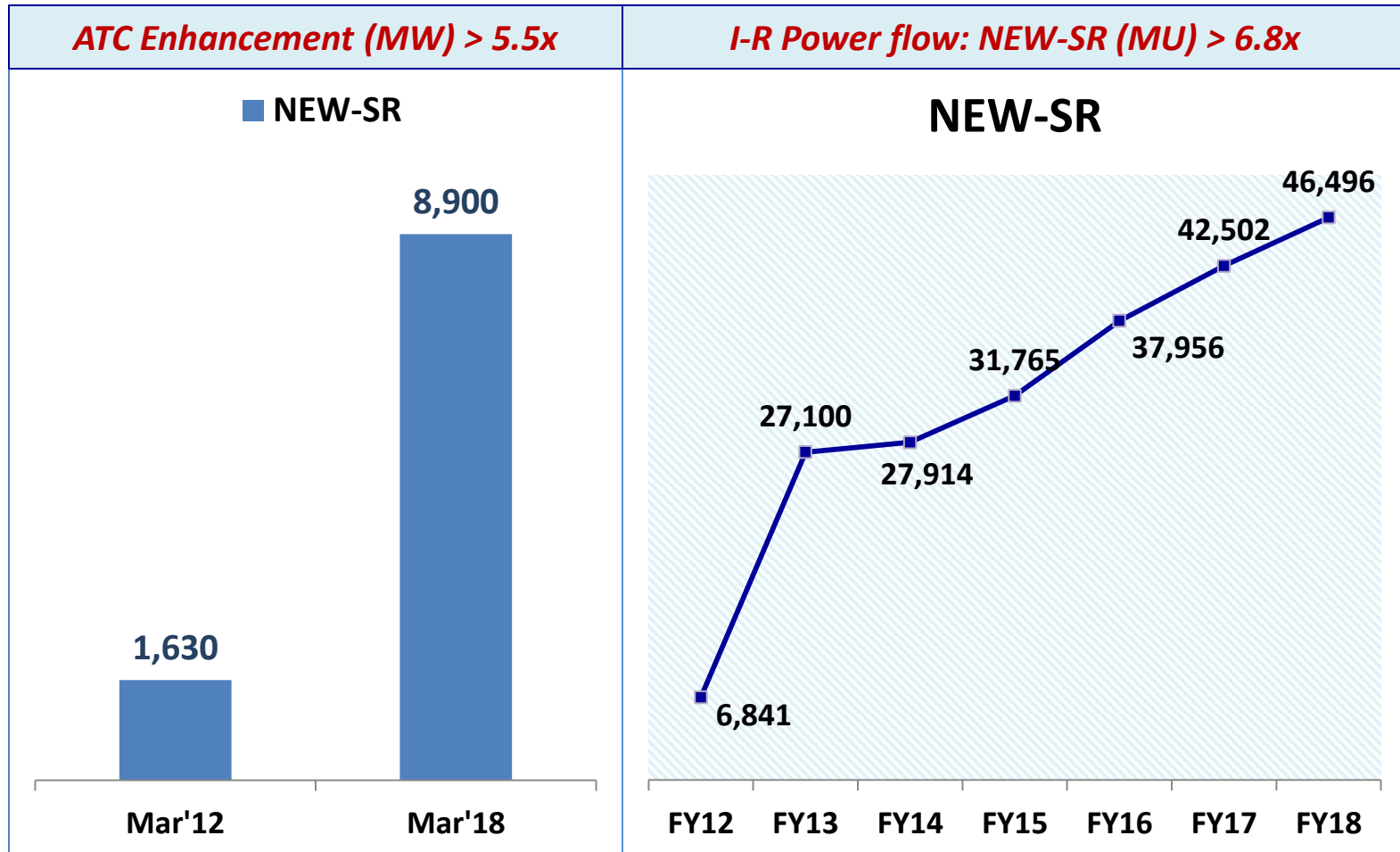
ckm & MVA for voltage levels 220kV & above  
Source: CEA website/ POWERGRID/ POSOCO

# Transmission: Enabling Seamless Power Movement

## Power Flow into NR from WR



## Power Flow into SR



# POWERGRID

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# Outlook

**FY19 Capex Plan: ~ ₹ 25,000 crore**

<b>Ongoing Projects</b>	approx. ₹ 75,000 crore	
<b>New Projects</b>	approx. ₹ 2,500 crore	
<b>TBCB Projects</b>	approx. ₹ 16,500 crore (as per Empowered Committee Estimate)	
<b>Gol Consultancy Works<sup>#</sup></b>	approx. ₹ 16,000 crore	
<b>Total Works in Hand</b>	approx. ₹ 1,10,000 crore	<i>Completion envisaged in 2-3 years</i>

*# Major Projects: NERPSIP, Comprehensive Sikkim in Sikkim & Arunachal Pradesh, Railways, Srinagar-Leh TS and other works in J&K, DDUGJY etc.*

# Power Sector Outlook - NEP 2018 (based on 19th EPS)

	FY 2017	FY 2027
<b>Peak Demand</b>	162 GW	299 GW
<b>Installed Capacity (incl. RES-%)</b>	327 GW (57GW RES - 17%)	619GW (275GW RES - 44%)
<b>Capacity Addn. (including substitution for retirement)</b>		<u>2017-2027</u> Conv.: 104GW RES: 218GW
<b>RE Share in Energy</b>	8%	24%
<b>Net Import (-) from neighbouring countries</b>	0.6 GW	(-) 21.6 GW

**Per Capita Consumption Target (as per NITI Aayog Draft National Electricity Policy, 2017) by 2040**



**2911-2924 units**



## 2017-2022- Additions envisaged

- **Physical:** 107,490 ckm ; 333,479 MVA & 14,000 MW HVDC
- **Financial:** Rs.2,54,000 crore (incl. Rs.30,000 crore below 220kV)

## Growth Drivers for Power Sector

- “Saubhagya” Scheme to ensure household electrification by 31<sup>st</sup> Dec., 2018
- 24x7 Affordable Power for All by 2019
- RE Integration: 175 GW by 2022; 275 GW by 2027
- Per Capita Consumption : about 3000 units by 2040

20-year Perspective Transmission Planning Report (Feb'16)- CEA

*“...Roughly quadrupling of transmission systems from present capacities...”*

*“...Massive transmission corridors may be needed towards NR & SR...”*

## □ Opportunities in Emerging Businesses

- Electric Vehicle Charging
- Battery Storage
- **Railway Electrification:** Exploring investment options
- **Telecom:** Signalling works through JV with Railtel – MoU signed between POWERGRID & Railtel; modalities under finalization at Govt. level
- **Telecom Data Centre:** Leveraging Telecom Infrastructure
- **Wire Business**

*Thank You*

Presentation available at [www.powergridindia.com](http://www.powergridindia.com)