



Dated: February 10, 2021

The Manager
BSE Limited
Corporate Relationship Department
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001

The Manager
National Stock Exchange of India Ltd
Listing Department
Exchange Plaza, 5th Floor, Plot no C/1
G Block, Bandra Kurla Complex
Bandra (E), Mumbai-400 051

Scrip Code: 540750

Symbol: IEX

Sub: Investor Presentation Q3 FY 2021

Dear Sir / Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached an **Investor Presentation for Q3 FY2021**.

The above information will also be made available on the website of the Company:
www.iexindia.com

You are requested to take the above information on record.

Thanking You.

Yours faithfully,

For **Indian Energy Exchange Limited**

Vineet Harlalka
CFO, Company Secretary & Compliance Officer
Membership No. ACS-16264



Encl: as above

www.iexindia.com

Indian Energy Exchange Ltd.

Corporate Office: Plot No. - C-001/A/1, 9th Floor, Max Towers, Sector 16B, Noida, UP - 201301, India | Tel: +91-120-4648100 | CIN: L74999DL2007PLC277039
Registered Office: C/O Avanta Business Center, First Floor, Unit no 1.14(a), D2, Southern park, District Centre, Saket 110017



Investor Presentation – Q3 FY'21

Leading India's Energy Transformation



Sector in transformation

Electricity value chain

IEX : Who we are

COVID - 19

Way forward

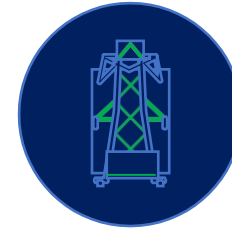
Energy Sector is rapidly transforming

Decarbonisation



Deployment of low-carbon technologies - wind and solar

Decentralisation



Small-scale generation across T&D network

Digitisation



Intelligent CS and Apps to optimise plants and grid

Democratisation



Empowered consumers - economic power shift

Shifting energy mix

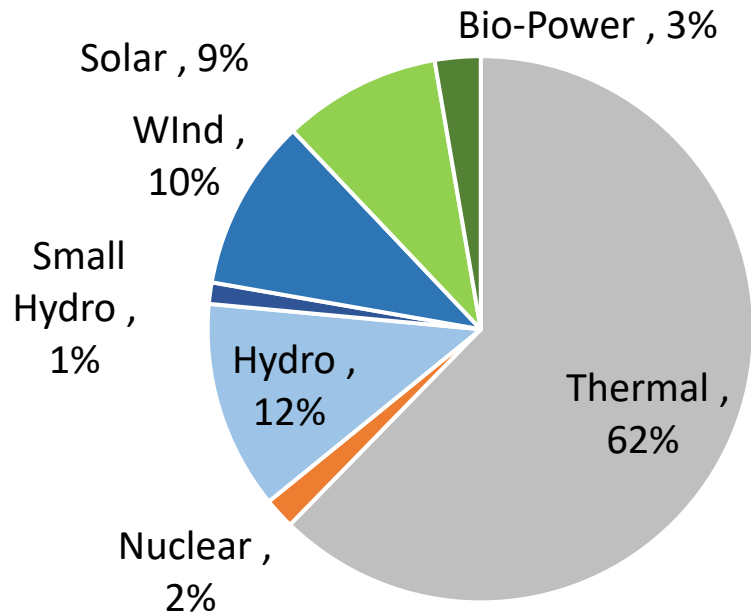
Hybridization requires tech enabled apps and automation

Total Installed Capacity >>

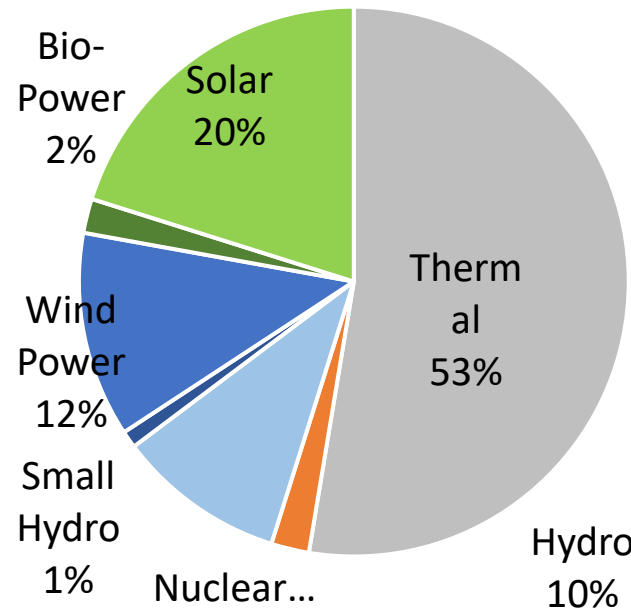
~370 GW

~500 GW

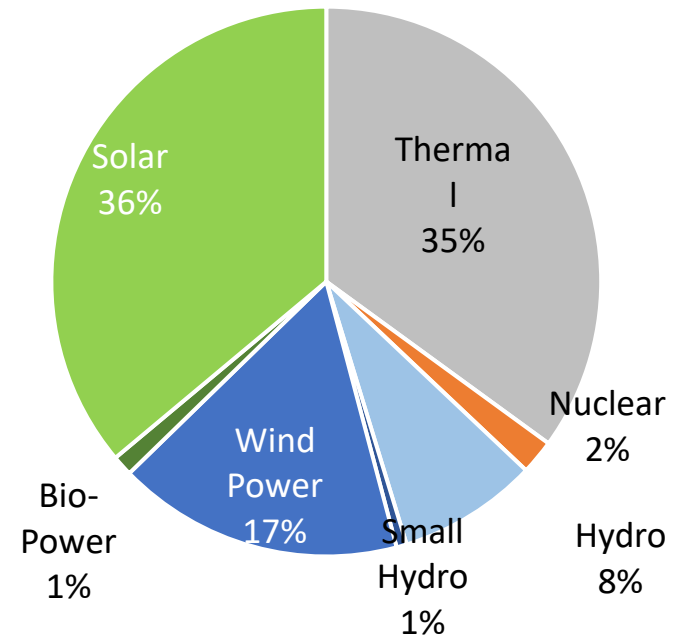
~800 GW



2020



2022



2030

India is on track to meet its targets under the Paris Climate Agreement



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Electricity Value Chain: Key Highlights



375 GW installed capacity:

- 90 GW renewables
- 47% private
- 20 GW merchant

Generation de-licensed activity

World's largest network

Interstate transmission: 8094 circuit kms

One nation one price

Transmission is licensed

Distribution licensed

Distribution reforms underway:

- Privatisation/ Franchising
- Tariff reforms

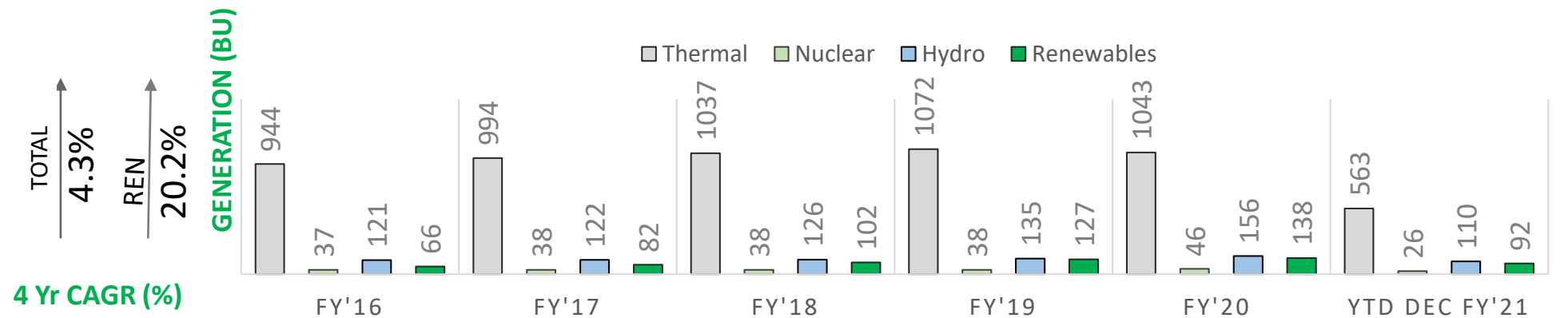
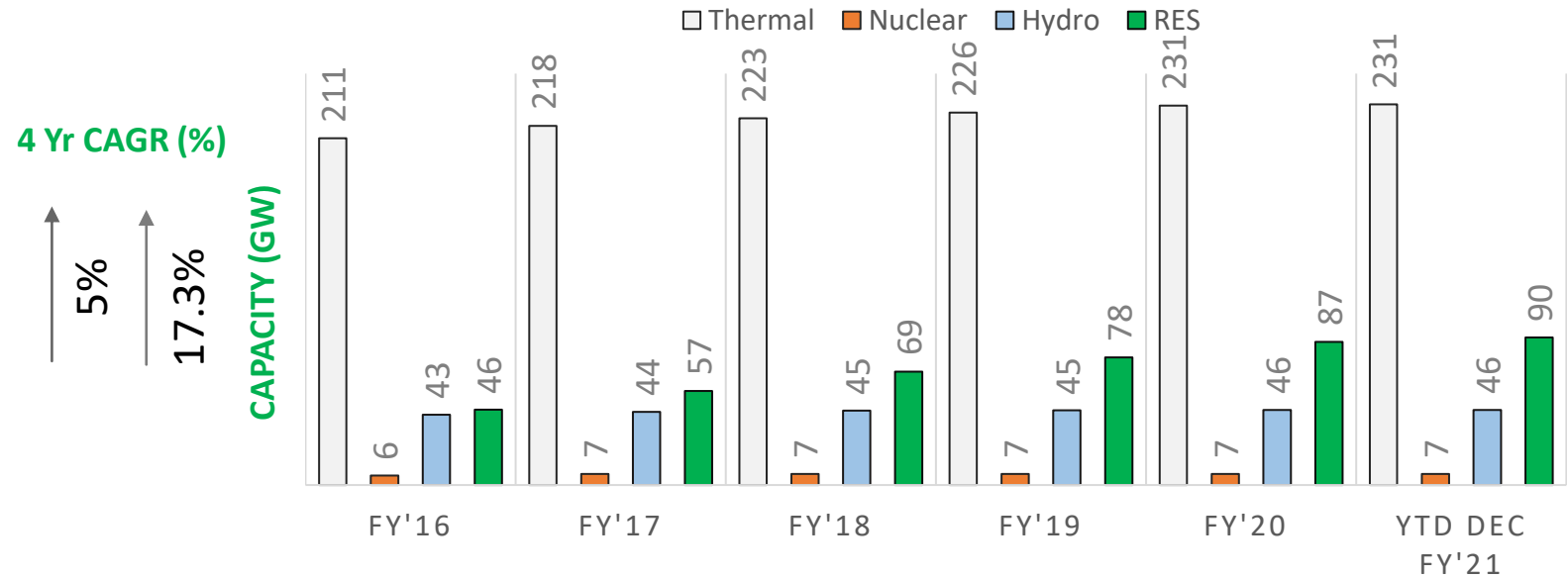
Regulatory strengthening

Power surplus nation

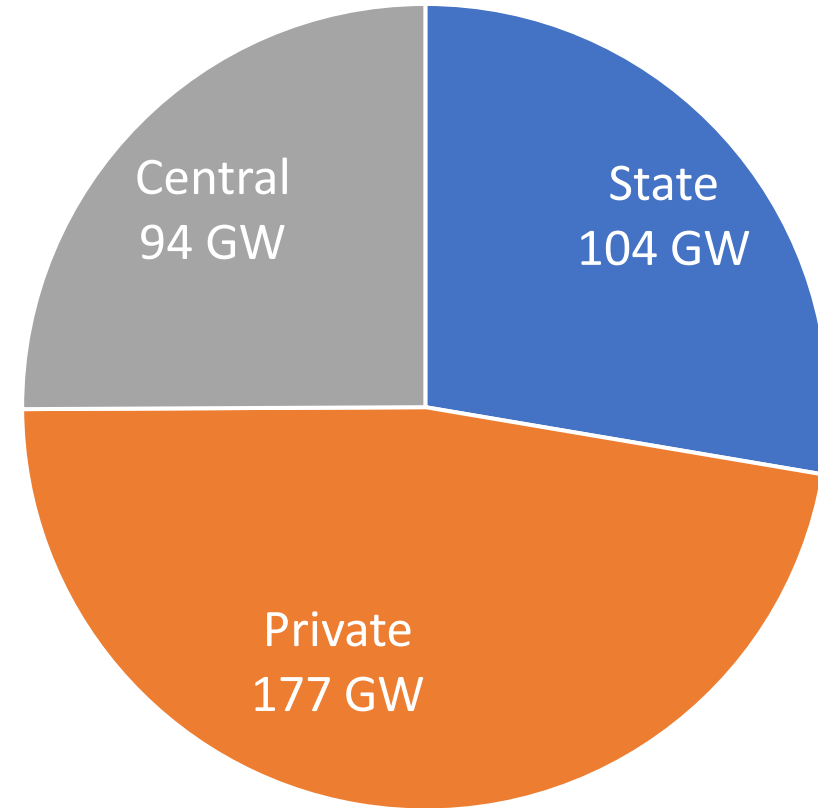
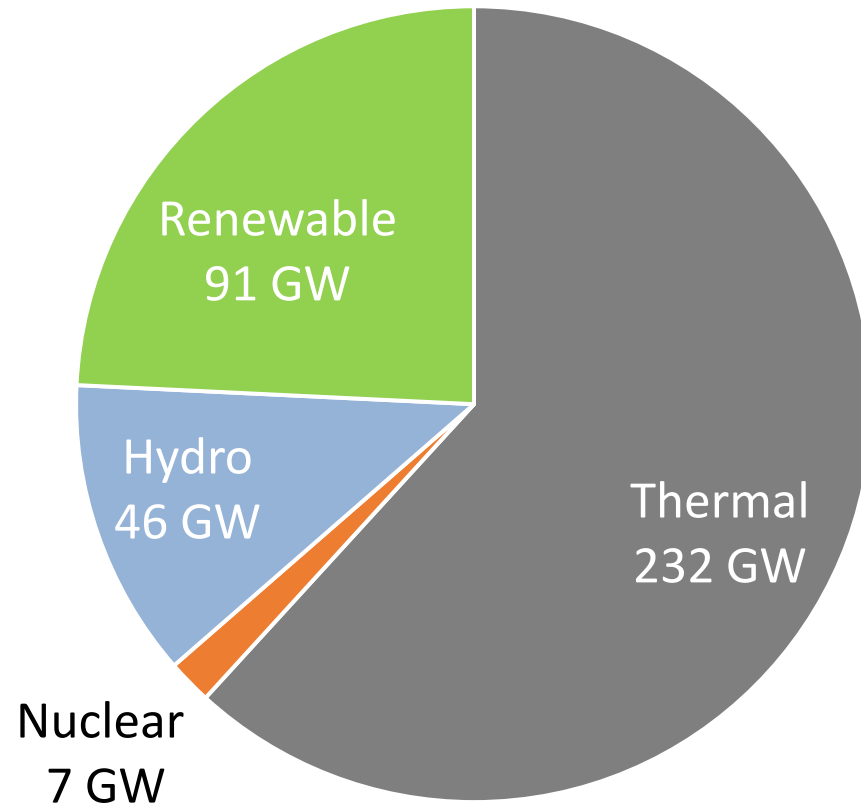
Peak demand at 188 GW

Net exporter of electricity

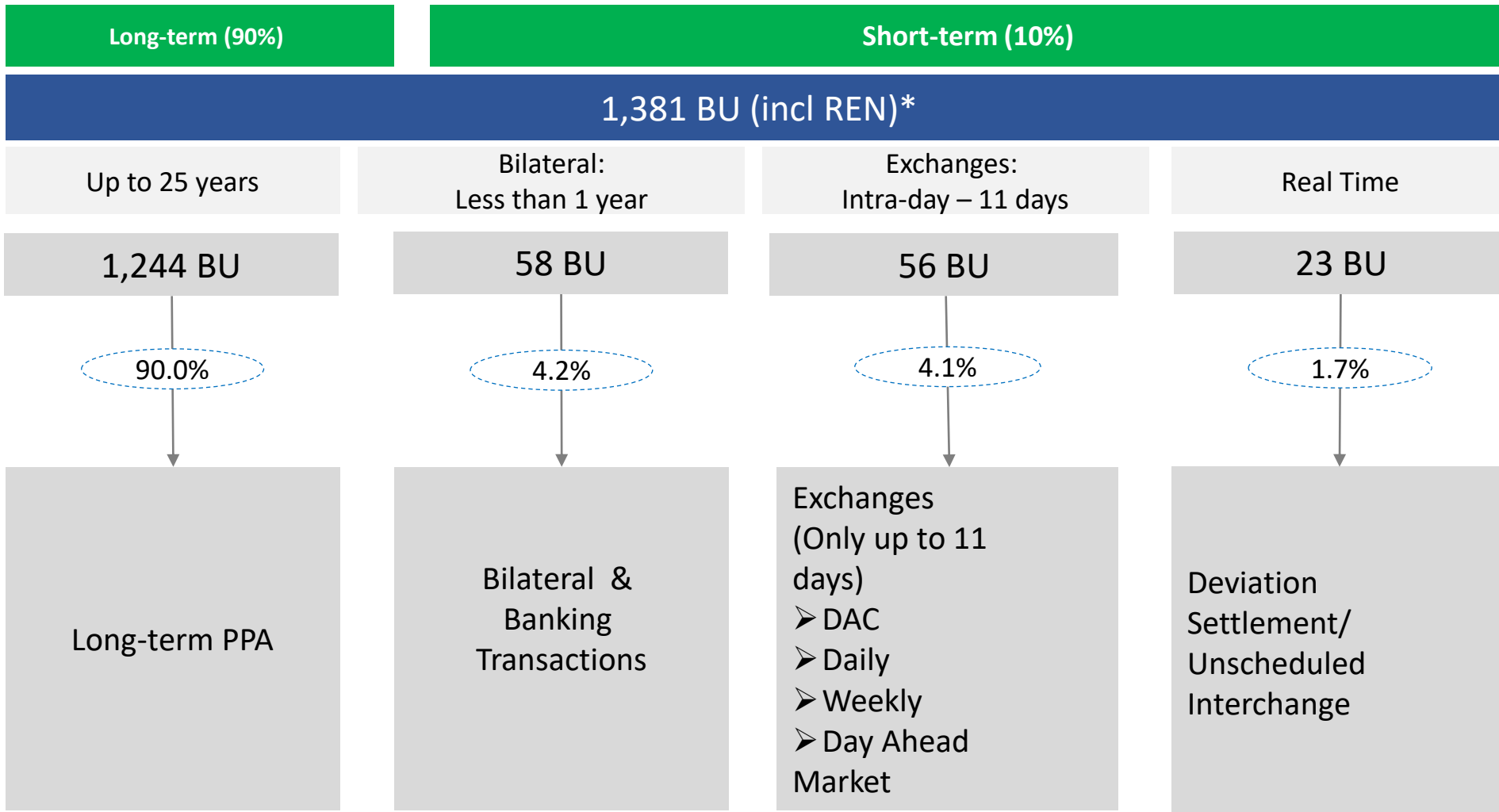
India's installed capacity generation has been growing at 5% CAGR vs 4.3% growth in total generation in the last 4 years



Total Installed Capacity = 375 GW



Power Sector construct

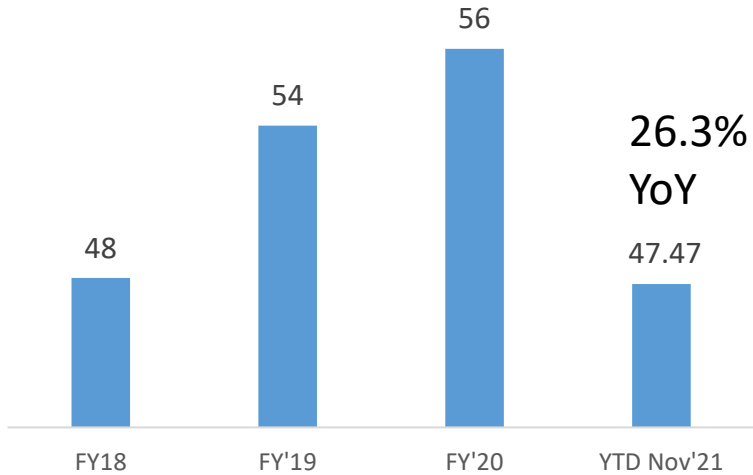


• As of FY'20
• Source: CEA, CERC

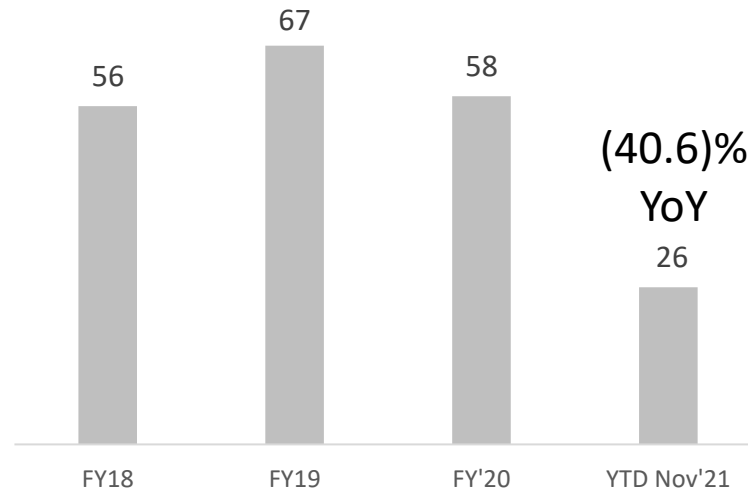
Fast growing Exchange Markets



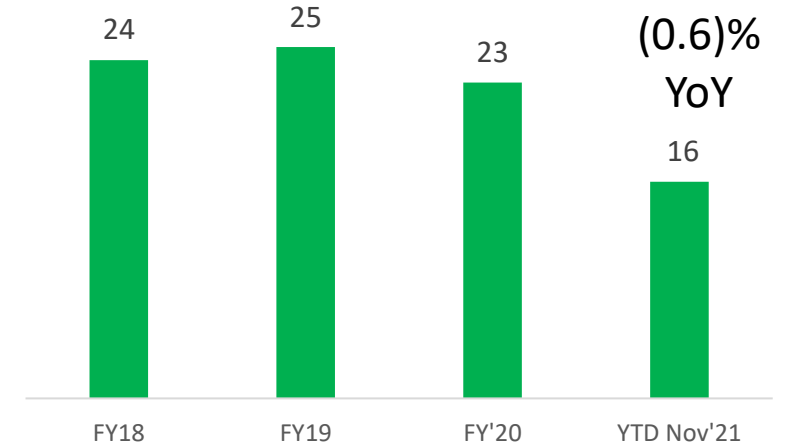
Exchanges (BU)



Bilateral (BU)



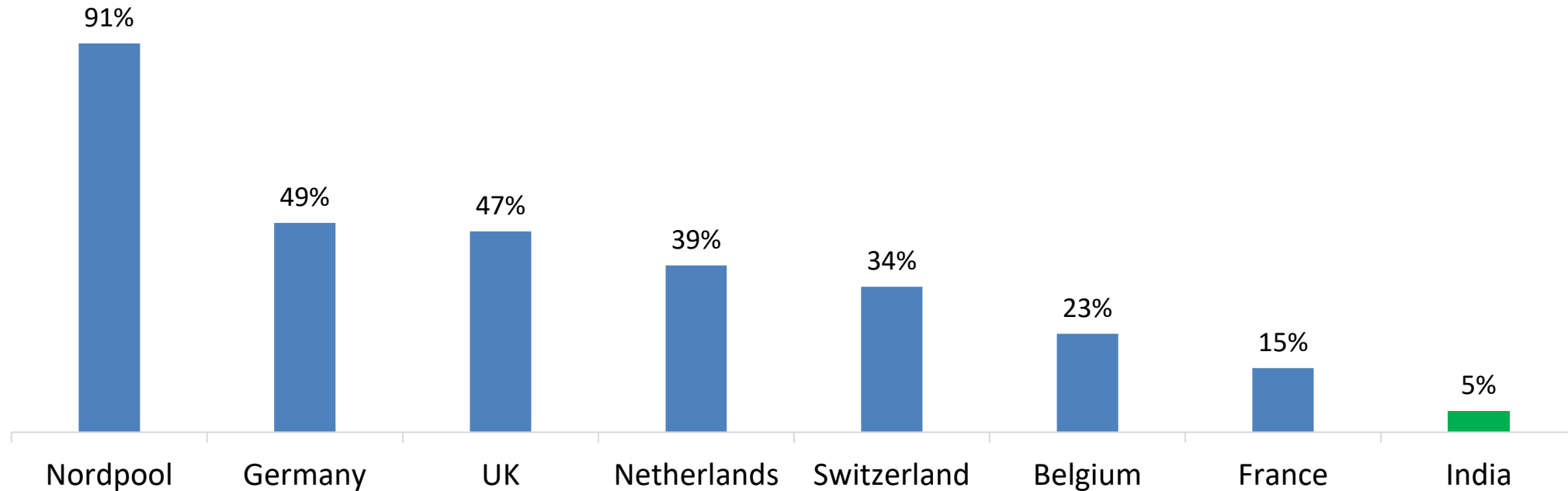
DSM (BU)



Driven by competition and flexible procurement, the Exchange markets constitute 50% of power market.

- As of FY'20
- Source: CEA, CERC

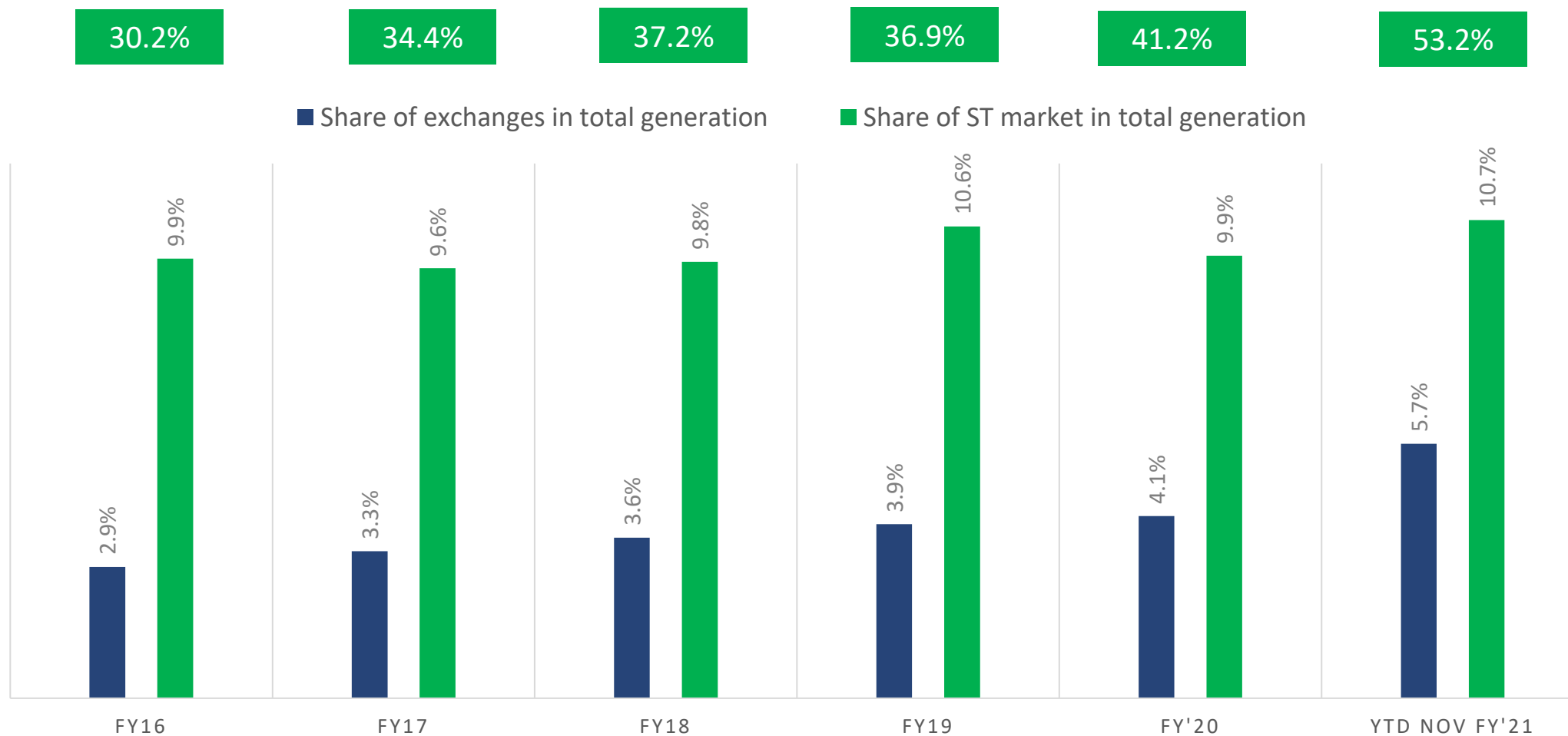
Deepening India's Power Markets



Markets are in the range of 30-80% in developed economies. At 5%, India has an opportunity to deepen the power market.

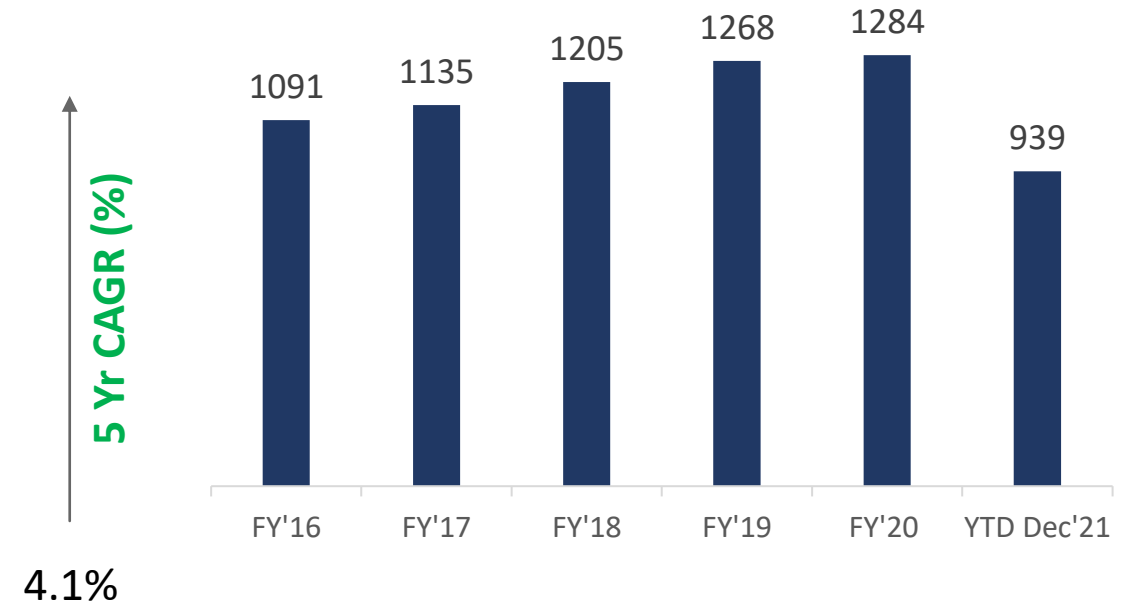
Exchange Market and ST Market - % of Total Generation (incl. RE) – India

Share of exchanges
in short-term market



Energy Consumption bound to grow

- **Per capita consumption in India is 1/3rd of global average**
 - Per capita consumption expected to double in the next 5-6 years
- **Economic activity will accelerate**
 - Government envisions India as an industrial hub
 - Core sector growth will drive electricity consumption
- **Rapid urbanization**
 - 17 of 20 world's fastest growing cities in India
- **Consumer demand growth**
 - Last mile connectivity - Saubhagya : Power for All
 - Power on 24x7 basis





Sector in transformation

Electricity value chain

IEX : Who we are

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Way forward

India's premier technology-led energy marketplace



- Nation wide, Automated and transparent trading platform for physical delivery of electricity, renewables & certificates
- Commenced operations in 2008; CERC regulated
- *Publicly listed company (NSE and BSE)*
- ISO 9001:2015, ISO 27001:2013, ISO 14001:2015
- Robust ecosystem
 - **4000+** Industries | **55+** Discoms (all) | **100+** ESCert Entities
 - **500+** Generators | **1500+** RE Generators & Obligated entities
- Market Leader: **95%** (DAM & RTM **>99%**)
- Electricity volume CAGR 32% since 2008
- Average daily trade **7000+ MW** ; Record day volume : 308 MU's (12,900 MW)

Leading the future of energy with innovation and technology

Benefitting Power Sector...and the nation

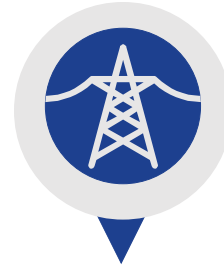
- Provides benchmark prices for all electricity transactions
- Transparent Mechanism for Price Discovery
- High liquidity on exchange has ensured lowest cost and assured supply

Truly benefited Indian Power Sector



Generation

▶ **Signals for Generating Capacity addition (~20 GW Merchant plants)**



Transmission

▶ **Investments in transmission-congestion free – One Grid One Price**



Distribution

- ▶
- **Lower power prices** for discoms, end consumers.
 - **Avoids buying under take-or-pay contracts.**
 - **Flexibility** on 15-min basis

Our Values



24X7 Power



Transparency



Flexibility in Power
Procurement



Competitive Price



Payment Security



Cost Saving

Robust Eco-system



4000+

INDUSTRIES

55+

UTILITIES

DISTRIBUTION

500+

GENERATORS

99%

MARKET

SHARE IN DAM

99%

MARKET

SHARE IN RTM

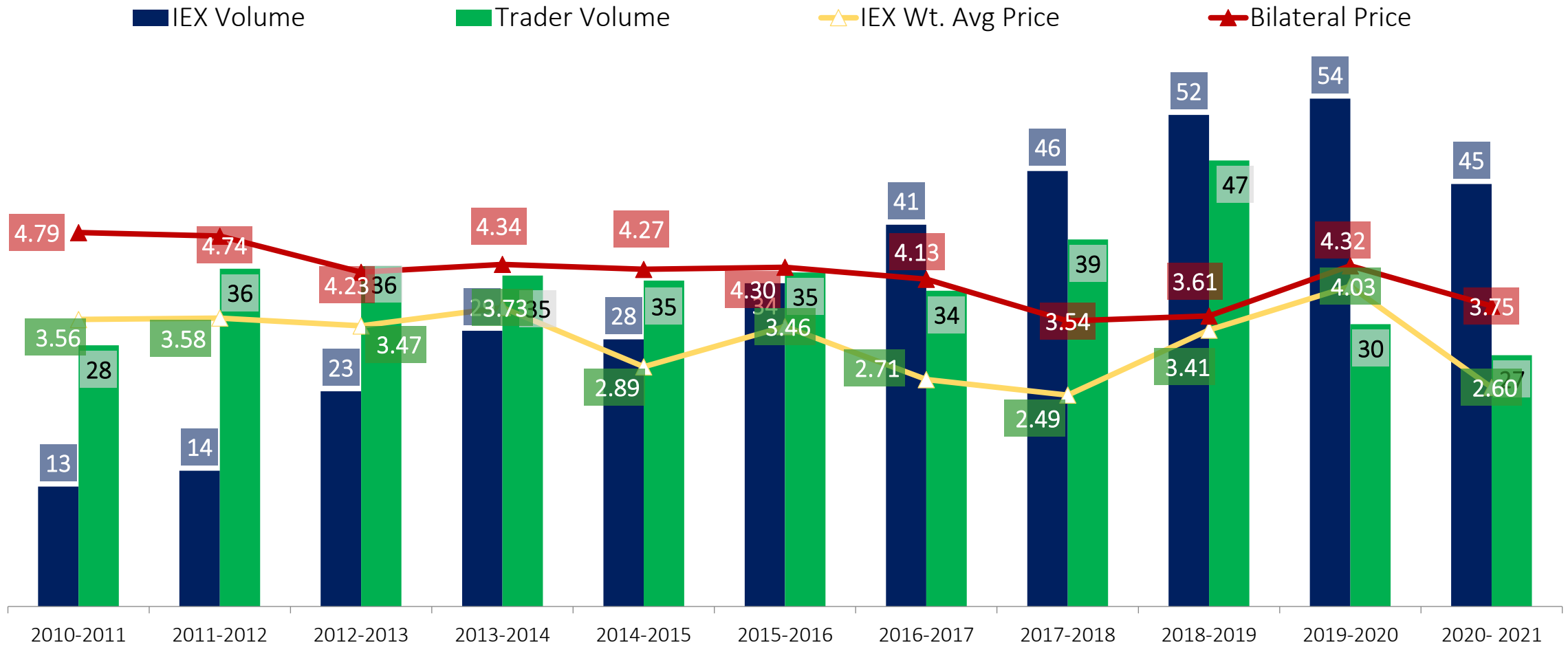
32%

CAGR

SINCE 2008

The Green Market and the Real-time Markets are poised to build India as a sustainable energy economy.

Most Competitive Prices - Over the years



Source: CERC MMC Reports

IEX Volume & Price – Available till December 2020
 Bilateral Volume & Price – Available till November 2020

Market Segments

Day-Ahead Market
since Jun 2008

- *Delivery for next day*
- *Price discovery: Closed, Double-sided Auction*



Term-Ahead Contracts
since Sep 2009

- *For delivery up to 11 days*
- *Intra-day, Day-ahead Contingency, Daily Contracts, Weekly Contracts*



Real-Time Market
since 1 Jun, 2020

- *Delivery within an hour*
- *Price discovery: Closed, Double-sided Auction*



Green Term Ahead Market
since 21 Aug, 2020

- *Intra-day, DAC (commenced) Daily and Weekly (starting soon)*



Renewable Energy Certificates
since Feb 2011

- *Green Attributes as Certificates: (1) Sellers: RE generators not under feed in tariffs
(2) Buyers: Obligated entities; 1MWh equivalent to 1 REC*



Energy Saving Certificates
since 27 Sep, 2017

- *1 ESCert= 1 Mtoe(Metric Tonne Oil Equivalent)*
- *Trading session every Tuesday | Trading time 13:00 hrs. to 15:00 hrs.*

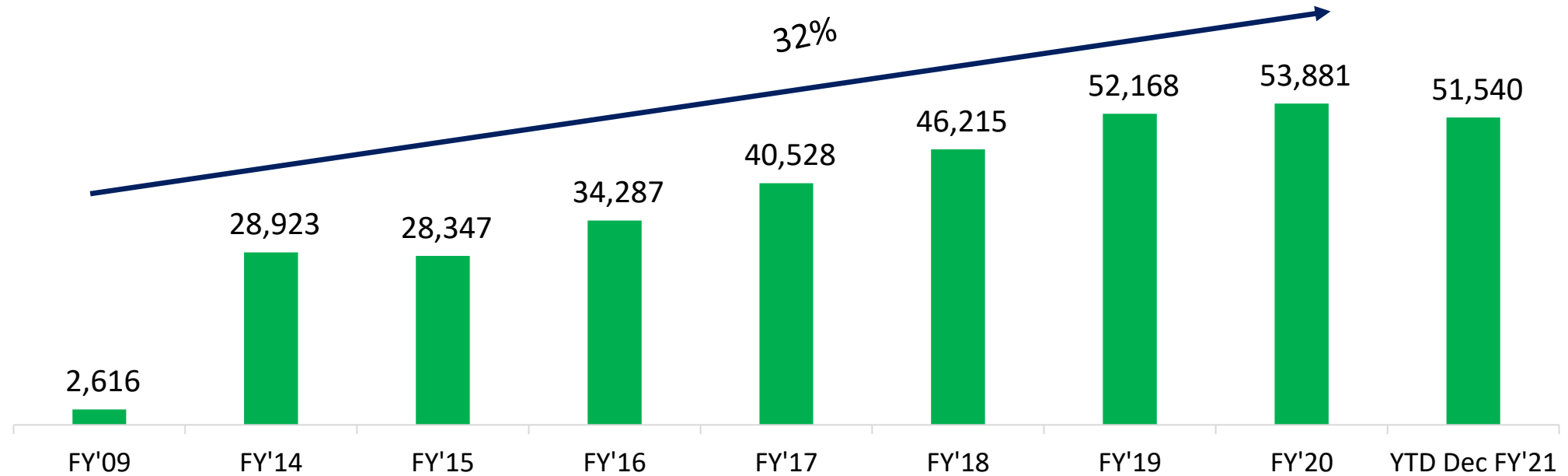


Continuous



Auction






Growing @32% CAGR since inception



**Till December 2020*

*Source: IEX Data
(DAM+TAM+RTM+GTAM)*

Product-wise Key Statistics

	DAM + TAM	RTM	GTAM	REC	ESCerts
 Market Share (FY 20-21)	96%	99%	100%	76%	100%
 State Utilities	29 States 5 UTs	28 States 4 UTs	19 States 3 UTs	29 States 5 UTs	29 States 5 UTs
 Generators	520	200	7	408	183
 Industrial Consumers	4377	330	16	2989	97
 Average Daily Volume	>162,000 MWh <i>Highest : 2,20,372 MWh</i>	> 26,649 MWh <i>Highest: 53,090 MWh</i>	> 4,400 MWh <i>Highest: 13250 MWh</i>	> 7,733 MWh <i>Highest: 107,971 MWh</i>	> 10,915 MWh <i>Highest: 64,259 MWh</i>

Technology at the Core



Customer Centric

- Intuitive Design
- Secure
- Responsive

Customer survey

Web Based integrated Portal

Seamless Communication

Security as a service (TCIL, Akamai, F5)



Efficient

- Efficient Matching Algorithm
- Automation
- Low Latency

Global Standard Algorithm (MILP, NSide)

Digital Inside

RPA (Automation Anywhere UIPath)

Automation Testing



State of the Art

- Analytics
- Future ready
- Highly Scalable

Forecasting tools (AI/ML)

Service oriented Architecture

Block chain

P2P exchange

Driven by customer centricity

S – Self-service web/mobile applications

- enable customers' anytime anywhere easy access

I – Intelligent process automation

- reduce customer effort; insights to enable effective decision making

M – Matching engine optimization

- increase social welfare

P – Product launches

- meet the needs of all customer segments

L – Learning opportunities for our customers

- experiential learning for customers through organizing events

E – Energy portfolio management solutions

- optimize procurement cost for customers

Create effective solutions to fulfil all Power Procurement related needs of our customers

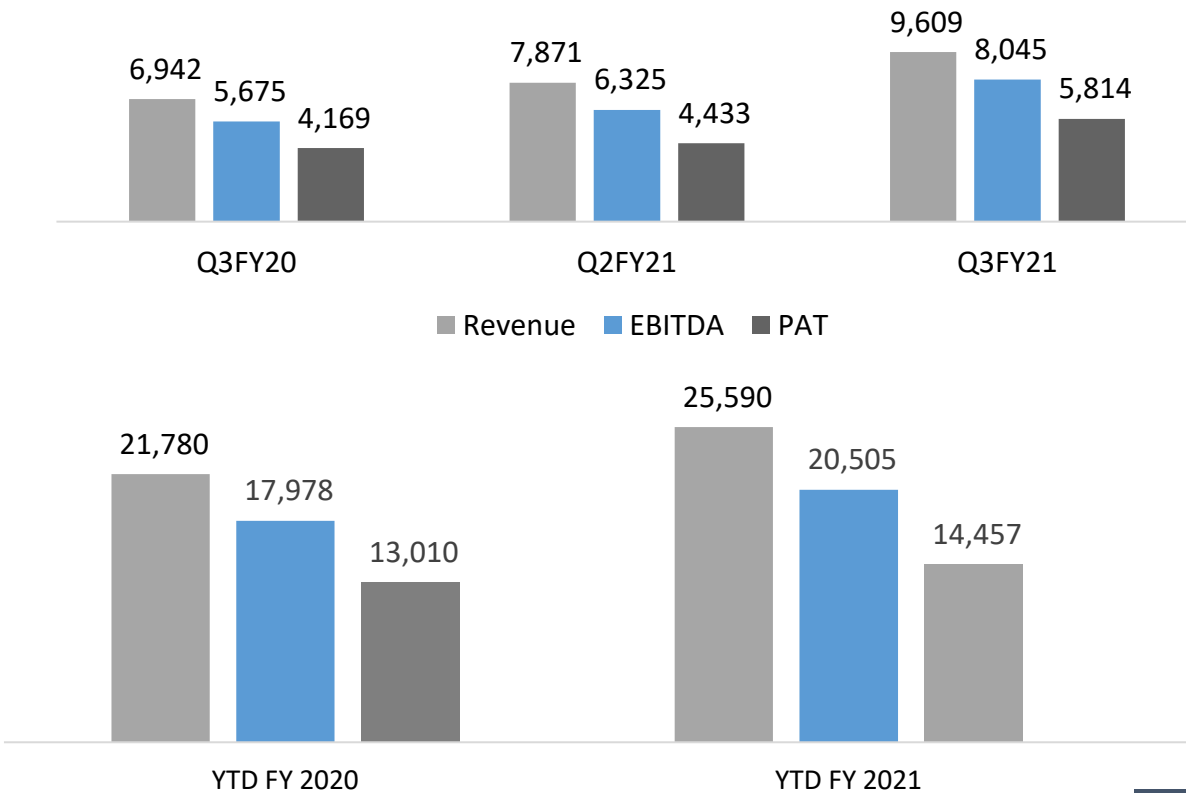
Recent activities driving customer experience

1. Launch of API based bidding for RTM. To be extended to other products
2. To launch a web based platform
3. Enhancements to existing products - new bid types, flexible contracts
4. Automated carry forward of un-cleared bids from the DAM to TAM
5. To launch Mixed-Integer Linear Programming (MILP) matching algorithm
6. Process automations to reduce turnaround time

ROBUST FINANCIAL NUMBERS



Consolidated Financials Rs Lacs



Breakup of standalone revenues (%)	Q3 FY 2020	YTD FY 2020	Q3 FY 2021	YTD FY 2021
Transaction Fees	80%	80%	84%	82%
Admission and Annual Fees	6%	6%	4%	5%
Other Income	14%	14%	11%	13%

Robust business model and financial strength



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Way forward

EXTENDING SUPPORT DURING COVID CRISIS

- Enabling replacement of costly PPAs through buying on exchange
- Supporting distribution companies in supplying 24*7 uninterrupted power
- Extensive customer engagements and communication drives
- Providing round-the-clock operations with seamless connectivity and high security
- End to end automation allowing remote working
- Pivoting on employee safety as the first principle

PROVIDING SIGNIFICANT SAVINGS TO DISCOMS



In April, the first full month of the lockdown, national power demand crashed by 25% year-on-year. Photo: Indranil Bhoumik/Mint

“Power Exchanges Account for 51% of short –term trade” – Economic Times – Jan 20, 2021

A top official in Andhra Pradesh said the state saved Rs. 1,024 crore or Rs. 1.43 per unit of electricity purchased during April-December 2020 by purchasing power from exchanges.

“Maharashtra discoms turn to energy exchanges, shun costly PPAs” – PTI – April 12, 2020

"We are increasingly buying power from exchanges, which is cheaper than PPA tariffs," an official from state utility Mahavitaran





Sector in transformation

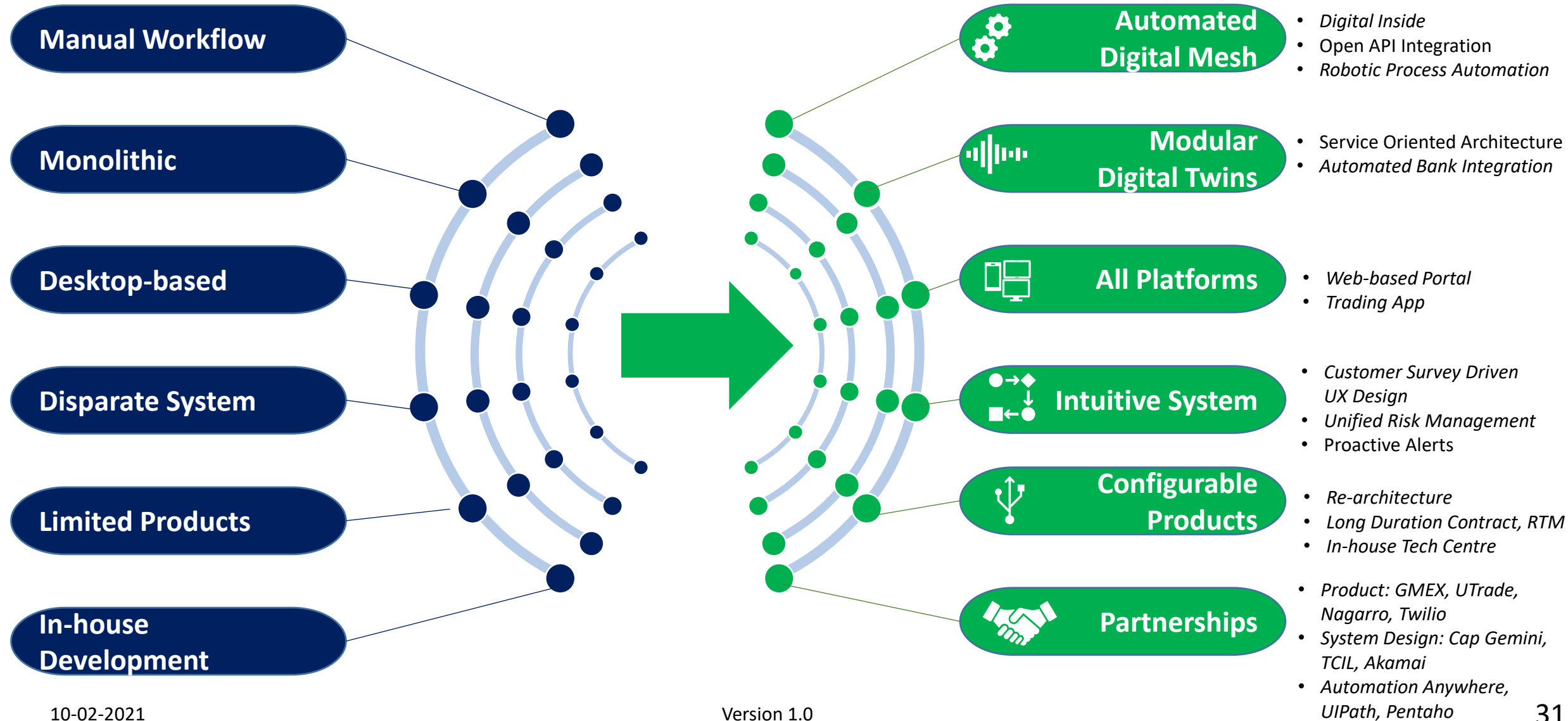
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Way forward

Transitioning towards a Futuristic Tech Architecture



Company Growth Drivers



Demand for Electricity

Per capita electricity consumption is expected to double in the next 5-6 years.

Phasing out of Old Plants

~17GW of thermal capacity likely to retire by FY'22 and another ~26G likely to retire by FY' 27.

No New PPAs

No new long-term PPAs have been signed in the last 5 years in thermal power.

Merchant Capacity

~20GW of untied merchant capacity in the country will increase the supply side liquidity on exchange

Declining Input Costs

Coal and Gas prices expected to remain subdued due to cheaper global supply and thrust on RE, leading to lower prices on exchange

New Regulations

Sharing of ISTS Charges & Losses Regulations 2020 will further increase viability of exchanges

Launch of New Products

Launch of Longer Duration, Cross Border and Green Day Ahead Market Products along with tech-based products

Way Forward

1. Expand coverage and market

- Launch new products
- Advocacy to increase short term market

2. Best in class, futuristic Technology Infrastructure

- Enterprise IT, trading platform
- Technology & analytics solutions for customers

3. Strengthen the organisation

- Capacity building, hi-performance culture
- Talent acquisition, development and retention

4. Business diversification

- Play in the energy (eg. - gas) basket of India
- Energy efficiency technology solutions



A large yellow gas pipeline stretches across a desert landscape under a clear blue sky. The pipeline is supported by metal brackets and runs from the foreground into the distance. The background features rolling hills and mountains under a bright, clear sky.

Indian Gas Exchange – IGX

A giant leap towards energy market diversification.

IGX envision to lead India's transition towards a gas-based economy by architecting next generation solutions for natural gas trading and access.

The indigenously discovered competitive gas prices will facilitate demand growth, drive development and investments in upstream and downstream parts of the value chain to the ultimate benefit of the end consumers.

   
@IndianEnergyExchange



Daily SMS



buysmart@iexindia.com



Mobile App (IEXApp)
Available on Android and IOS

Thank you