

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, फ़ैक्स : 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/BSE/

Dt: 30.05.2018

The GM (Listing)
BSE Ltd.,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400001.

Ref: Scrip ID: POWERGRID; Scrip Code: 532898; 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



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.*

Major Highlights for FY18

POWERGRID Overview

Performance (FY18)

Performance – Last 5 years

Sector Outlook

POWERGRID Outlook

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

- **1st 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 (4th 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 crore¹

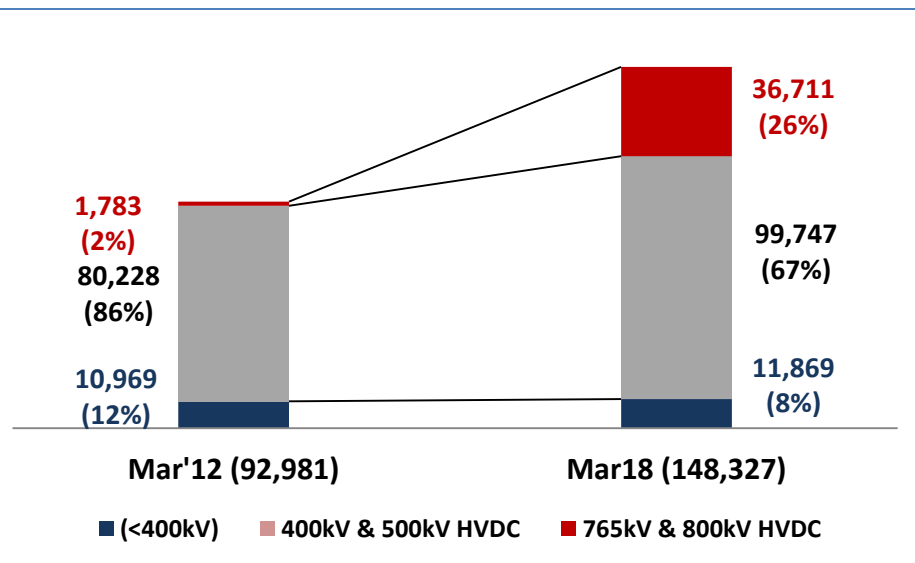
✓ ~ 85% ISTS Transmission Network owned by POWERGRID

✓ 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



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

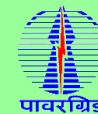
Availability

• **99.81%**

Reliability

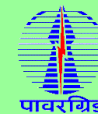
• **0.60 Trippings/ line**

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	
Income									
- 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%
Total Income	8,099	7,050	15%	30,767	26,577	16%	30,431	26,283	16%
Operating Expenses (including movement in regulatory deferral balance)	1,129	1,006	12%	3,608	3,040	19%	3,630	3,042	19%
EBITDA-Gross Margin	6,970	6,044	15%	27,159	23,537	15%	26,801	23,241	15%
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%
Profit After Tax	2,005	1,916	5%	8,239	7,520	10%	8,198	7,451	10%

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
Key Financial Ratios		
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
Key Financial Ratios		
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

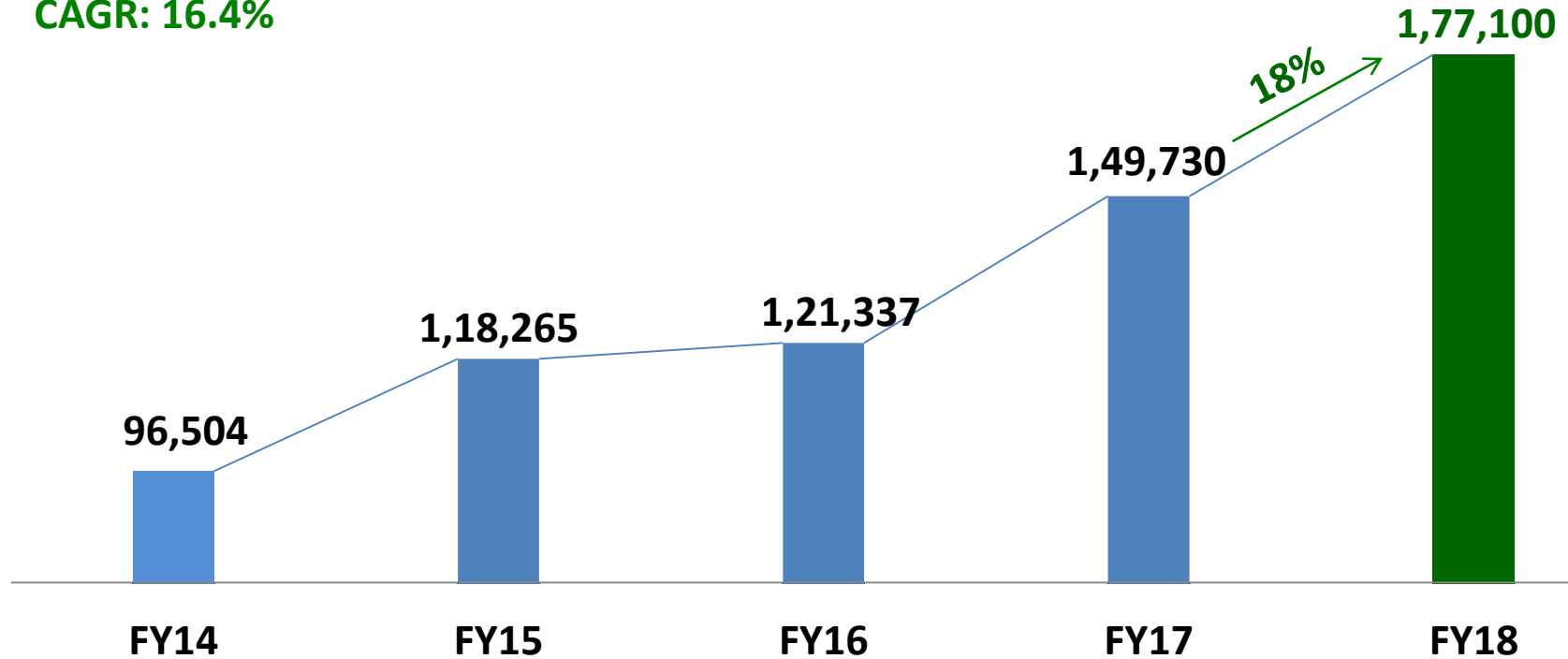
POWERGRID Performance (Last 5 years)

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

Asset Growth

(₹ in crore)

Gross Fixed Asset
CAGR: 16.4%



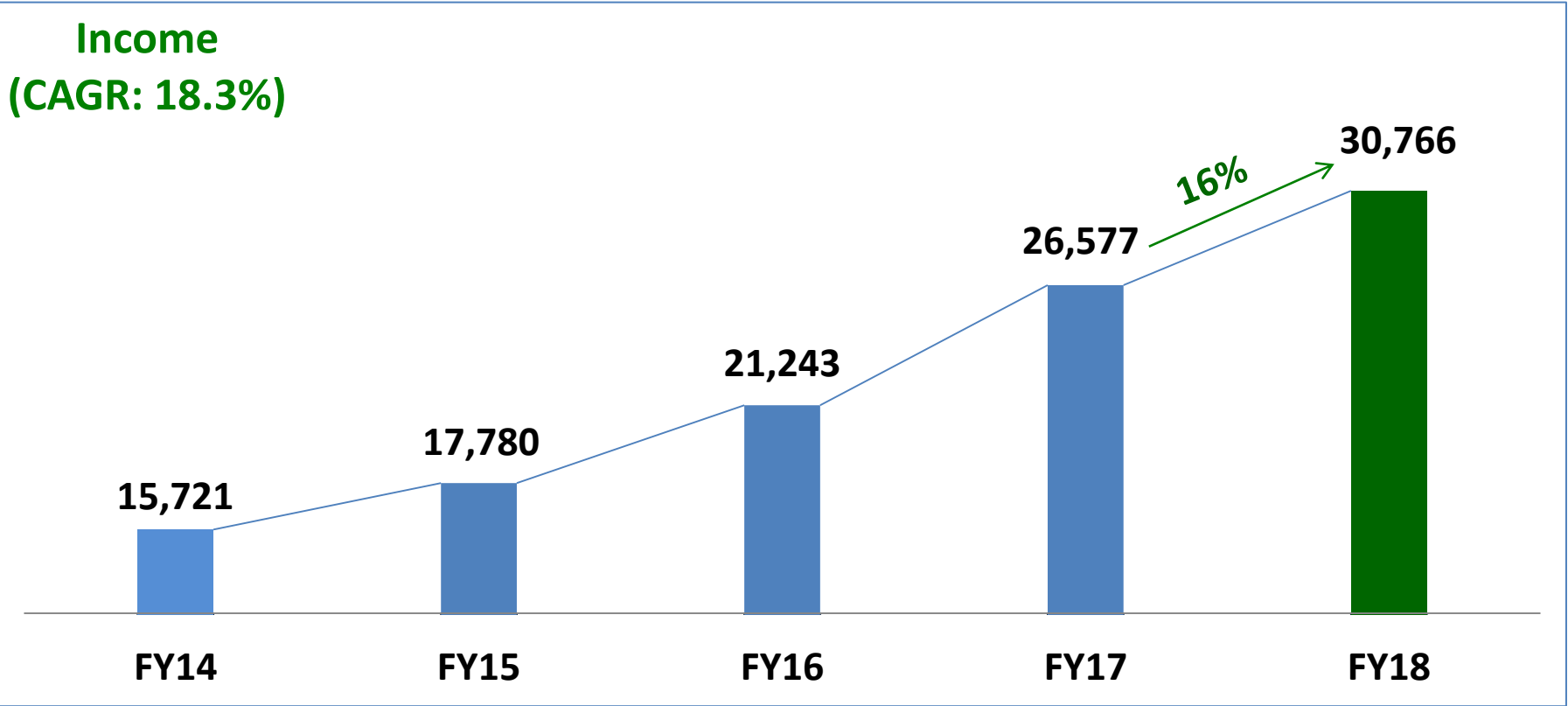
3rd Largest CPSE in India[#]

[#]- As per DPE Report 2016-17

5-yr Performance (FY14-FY18): Income

Asset Based Returns.....

(₹ in crore)



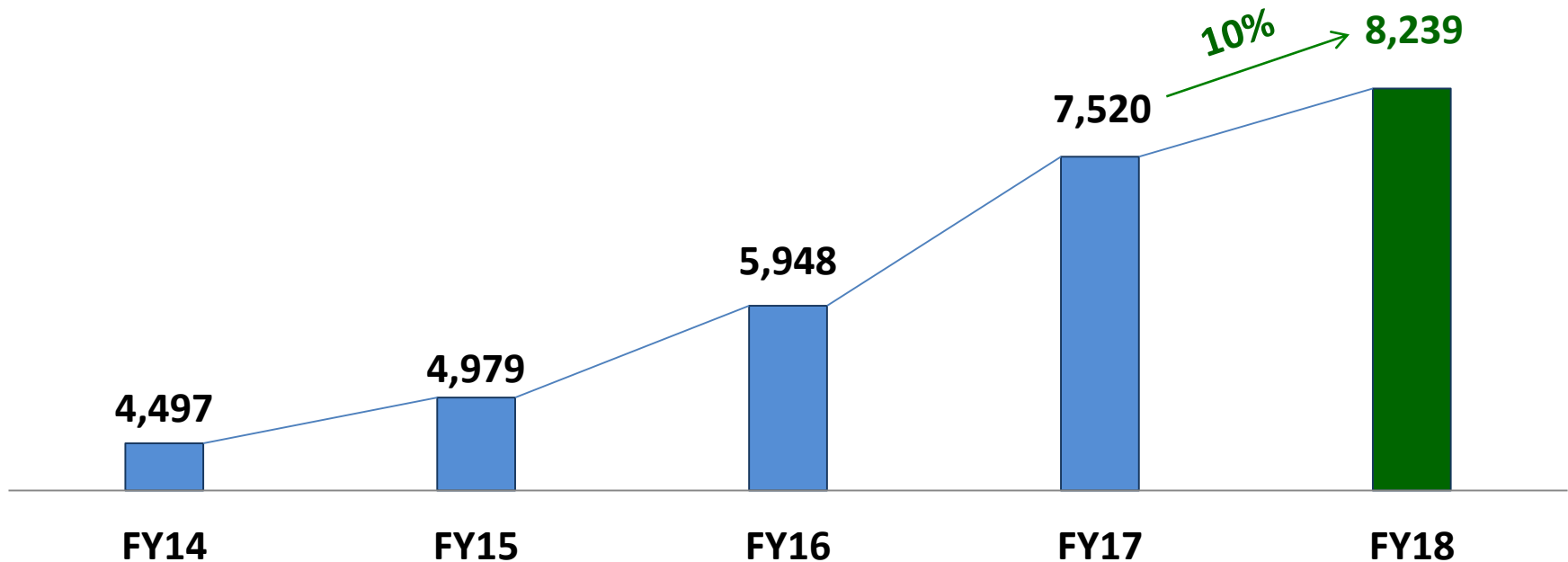
Fastest Growing Electric Utility in Asia since 2014

5-yr Performance (FY14-FY18): Profit After Tax

Sustained Profitability....

(₹ in crore)

Profit After Tax
(CAGR: 16.3%)

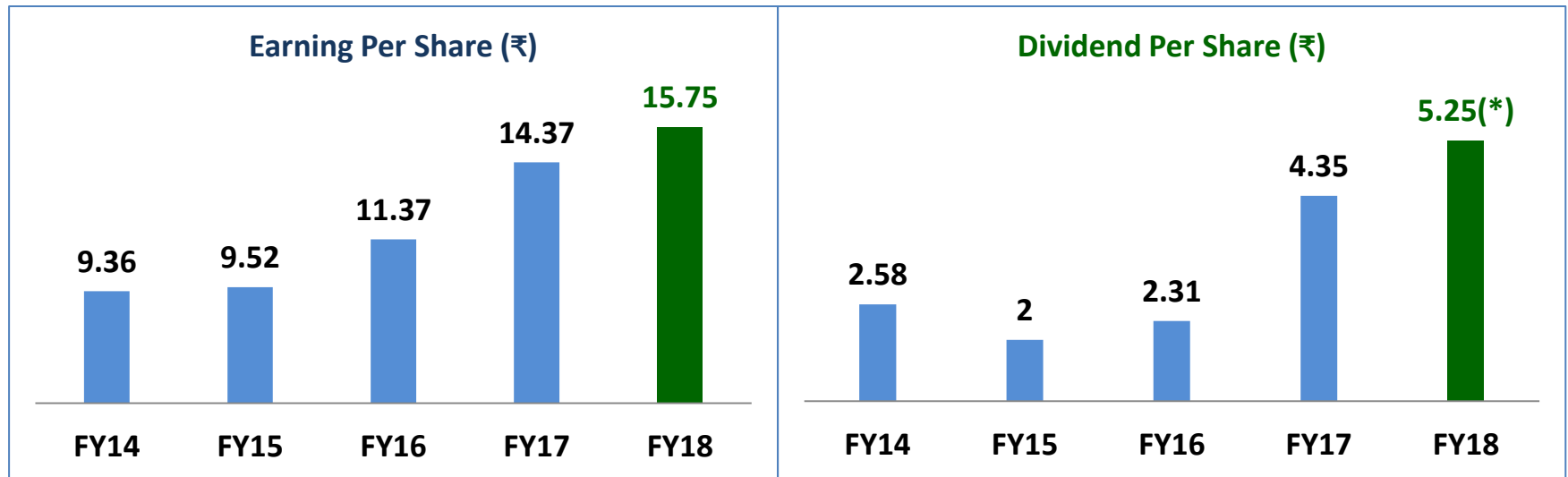


6th Highest Profit making CPSE (7.75% share in profits of all CPSEs for FY2016-17)#

#- As per DPE Report 2016-17

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

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

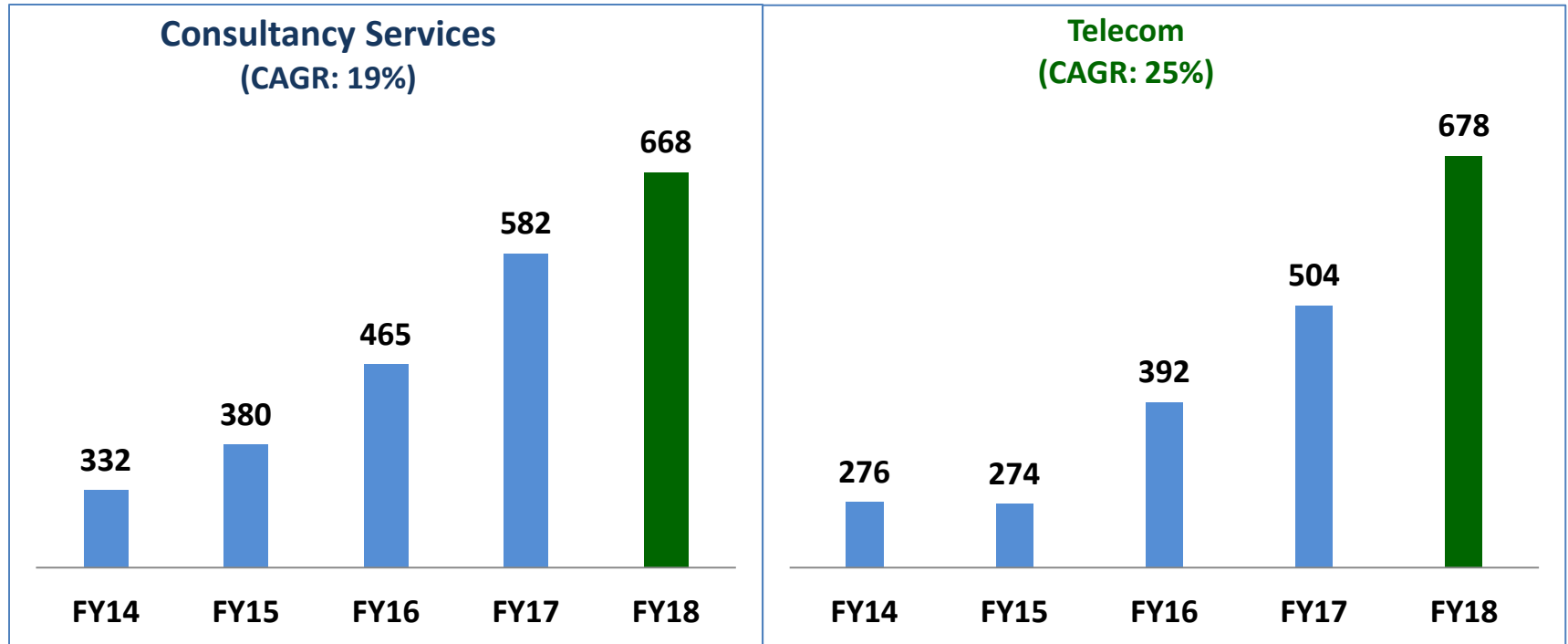


(including ₹ 2.80 per share final dividend declared for FY18)

- 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)

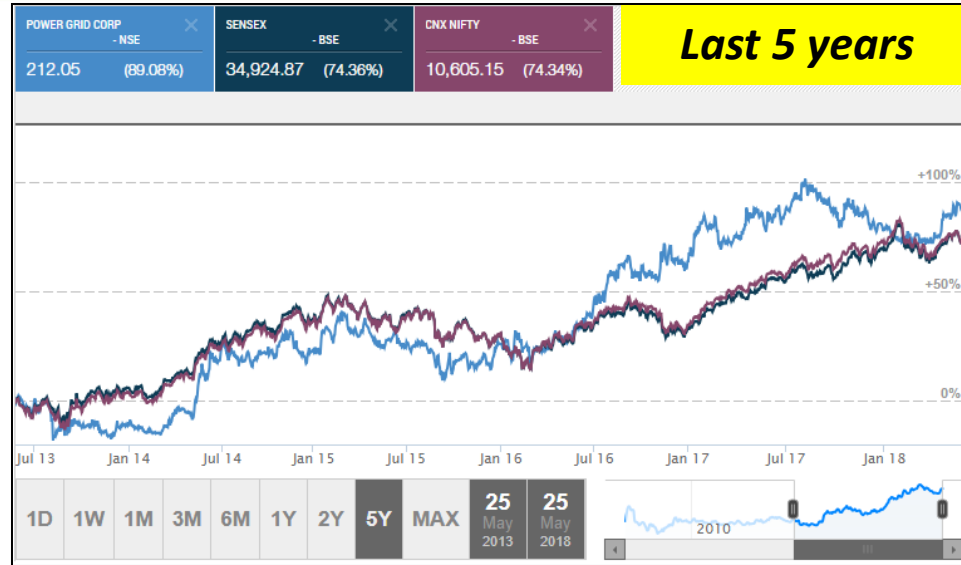
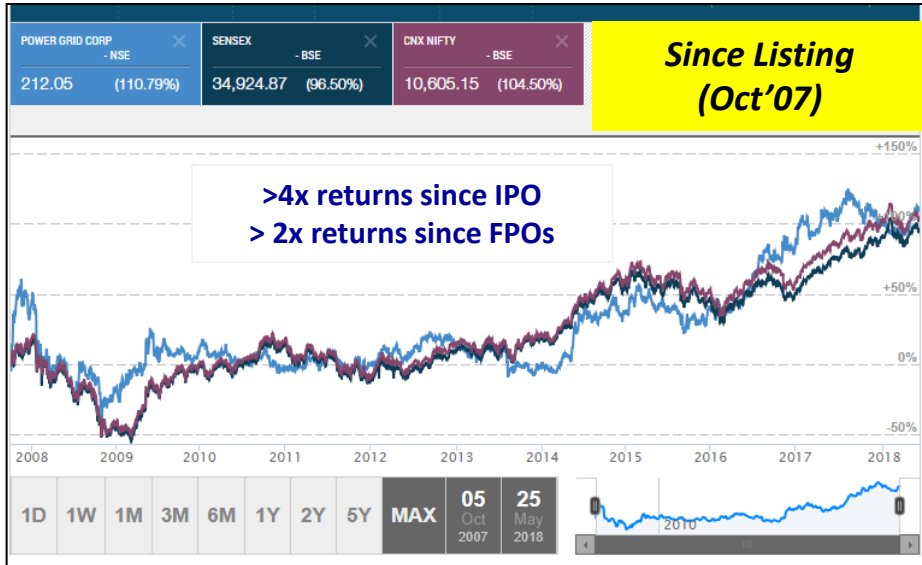
5-yr Performance (FY14-FY18): Other Businesses

Other Businesses – Consultancy Services & Telecom

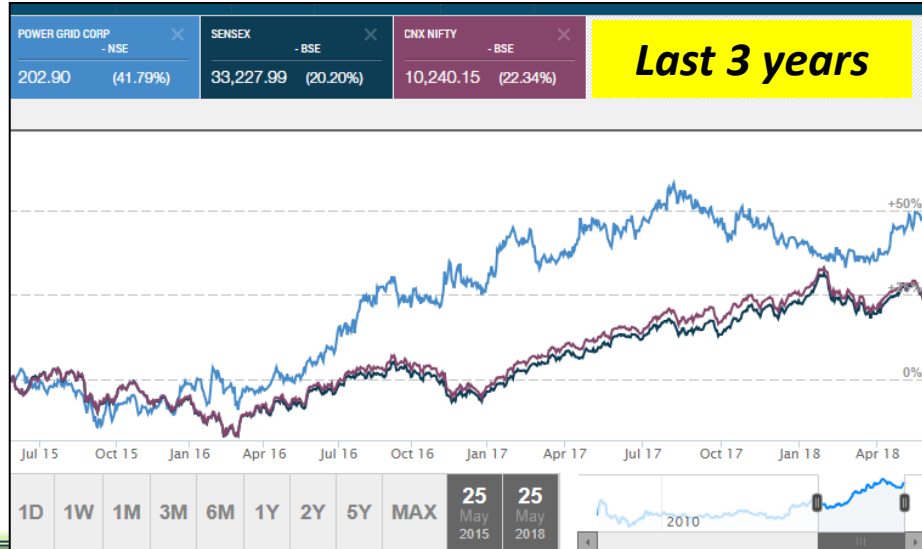


Adding Value for Stakeholders through Sectoral Growth and Digital India

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



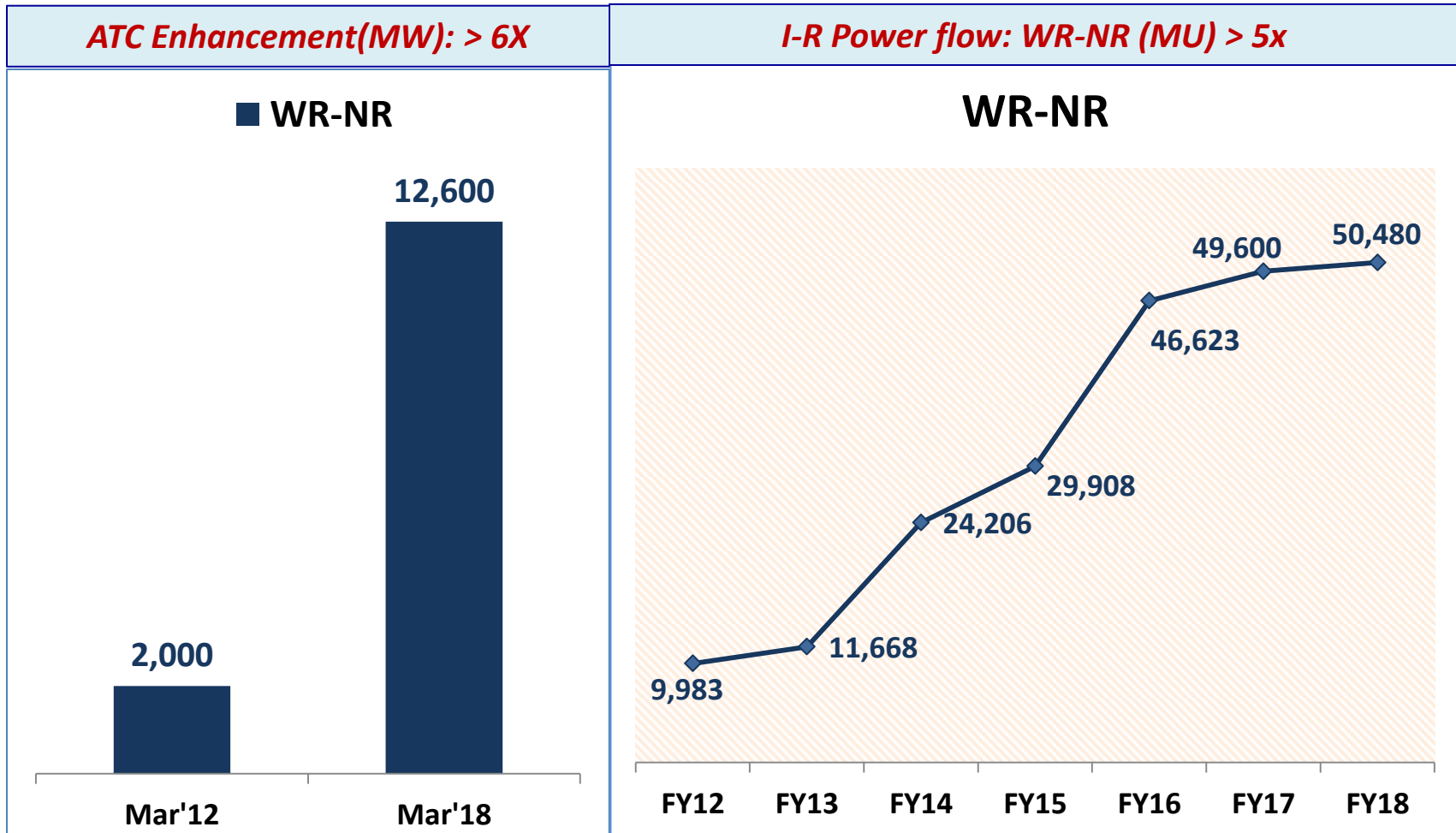
Growth in Last 5 years	Transmission (ckm)	X-formation Capacity (MVA)	I-R Capacity (GW)
At the end of Mar-13	274,588	473,216	29.75
At the end of Mar-18	390,970	826,958	86.45
Addn. in last 5 years (Apr13-Mar18)- All India	116,382	353,742	56.7
POWERGRID Share (last 5 yrs)	48,127 (41%)	167,400 (47%)	50.1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

including Private Sector lines

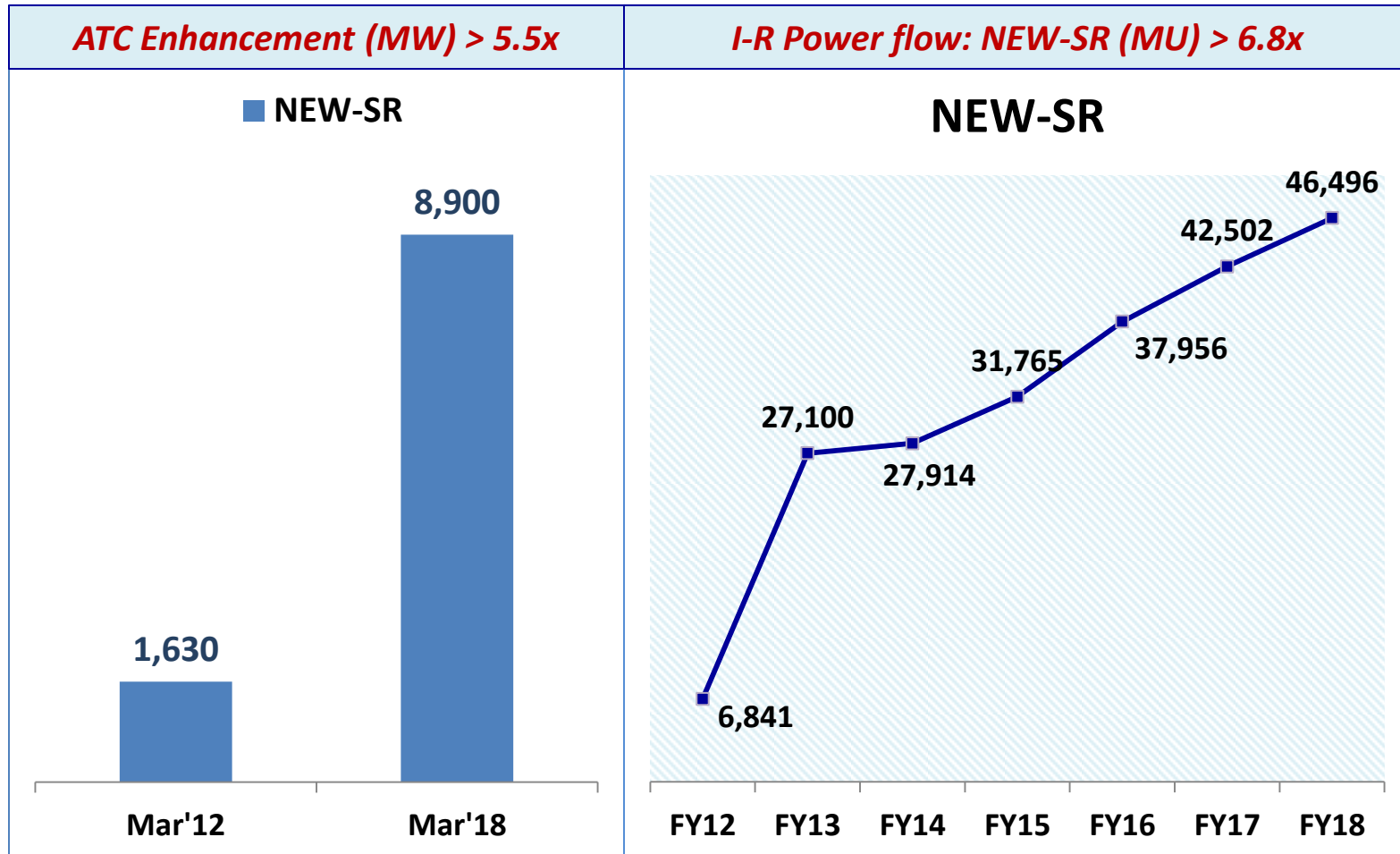
ckm & MVA for voltage levels 220kV & above
Source: CEA website/ POWERGRID/ POSOCO

Transmission: Enabling Seamless Power Movement

Power Flow into NR from WR



Power Flow into SR



POWERGRID — Outlook

FY19 Capex Plan: ~ ₹ 25,000 crore

Ongoing Projects	approx. ₹ 75,000 crore	
New Projects	approx. ₹ 2,500 crore	
TBCB Projects	approx. ₹ 16,500 crore (as per Empowered Committee Estimate)	
Gol Consultancy Works[#]	approx. ₹ 16,000 crore	
Total Works in Hand	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
Peak Demand	162 GW	299 GW
Installed Capacity (incl. RES-%)	327 GW (57GW RES - 17%)	619GW (275GW RES - 44%)
Capacity Addn. (including substitution for retirement)		<u>2017-2027</u> Conv.: 104GW RES: 218GW
RE Share in Energy	8%	24%
Net Import (-) from neighbouring countries	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 31st 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