



PTC India Limited



Genesis & Objectives

PTC India Ltd. (“PTC”), was established in 1999 by Government of India through a Cabinet Decision as a Public-Private Initiative, with objectives of:

- Mitigating Payment risks of Mega Projects
- Initiate & develop a Power Market
- Promoting power trading to optimally utilize existing resources
- Attract investments in the power sector on the strength of multi-buyer model
- Creating a Power Market in India and neighboring countries

PTC: Strategic Intent

Vision

To be a Frontrunner in developing a vibrant Power Market and striving to correct market distortions

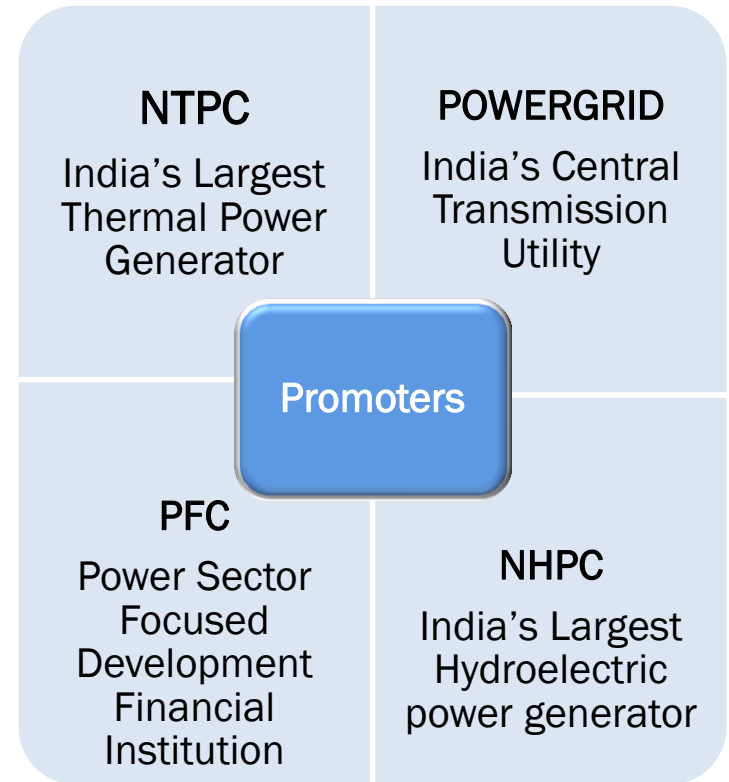
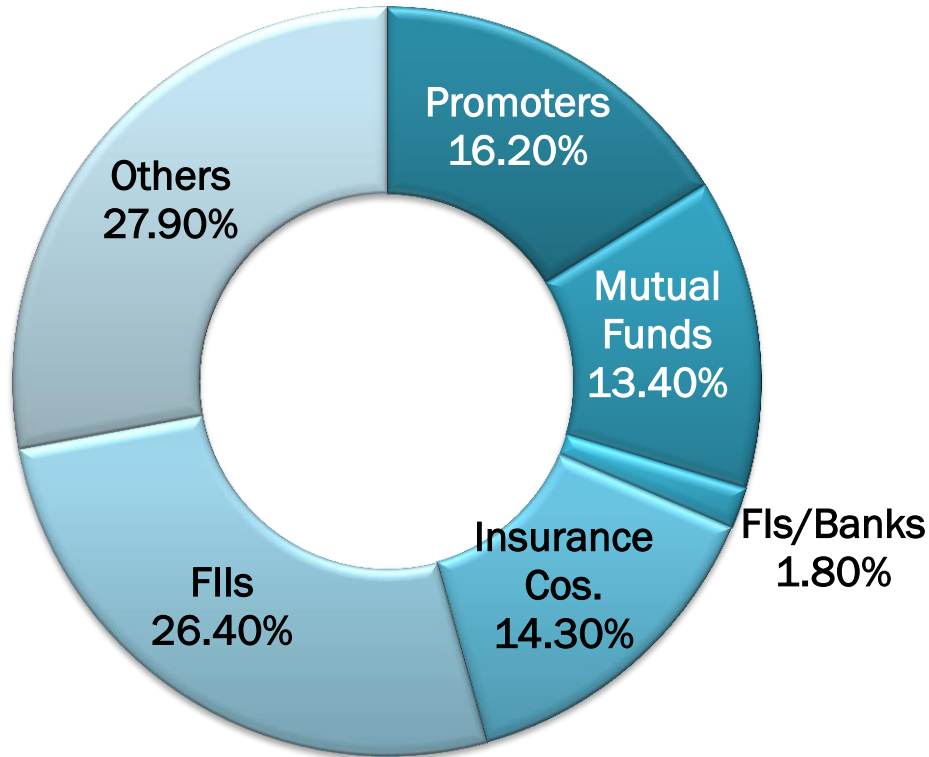
Mission

- Promote Power Trading to optimally utilize the existing resources
- Develop Power Market for market based investments into the Indian Power Sector
- Facilitate exchange of power with neighboring countries

Core Values

- Transparency
- The Customer is always right
- Encouraging Individual initiative
- Continuous Learning
- Teamwork

PTC: Shareholding



- Diversified Shareholding
- Professionally managed Board of the Company

PTC: Board of Directors

3

Whole Time Directors

Mr. Deepak Amitabh
Chairman and Managing Director

Dr. Rajib K. Mishra
Director (Marketing and Business
Development)

Mr. Ajit Kumar
Director (Commercial &
Operations)

5

Nominee Directors

Mr. Arun Kumar Verma
Director (Jt. Sec., Ministry of Power)

Mr. Ravi Prakash Singh
Director (Nominee of POWERGRID)

Mr. A. K. Gupta
Director (Nominee of NTPC)

Mr. C. Gangopadhyay
Director (Nominee of PFC)

Mr. M.K. Mittal
Director (Nominee of NHPC)

8

Independent Directors

Mr. Jayant Gokhale

Mr. Rakesh Kacker

Ms Sushma Nath

Ms Bharati Prasad

Mr. Sutirtha Bhattacharya

Mr. Devendra Swaroop Saksena

Mr. Ramesh Narain Misra

Dr. Atmanand

PTC proposition – “**First**” in Trading Market



Electricity Trading concept introduced by PTC and was first to start trade in 2002.
Amongst **first** to get trading license after EA -2003

Introduction of Short Term Market

Tolling agreement with generator

Co- Promoter of India’s first electricity exchange (IEX)

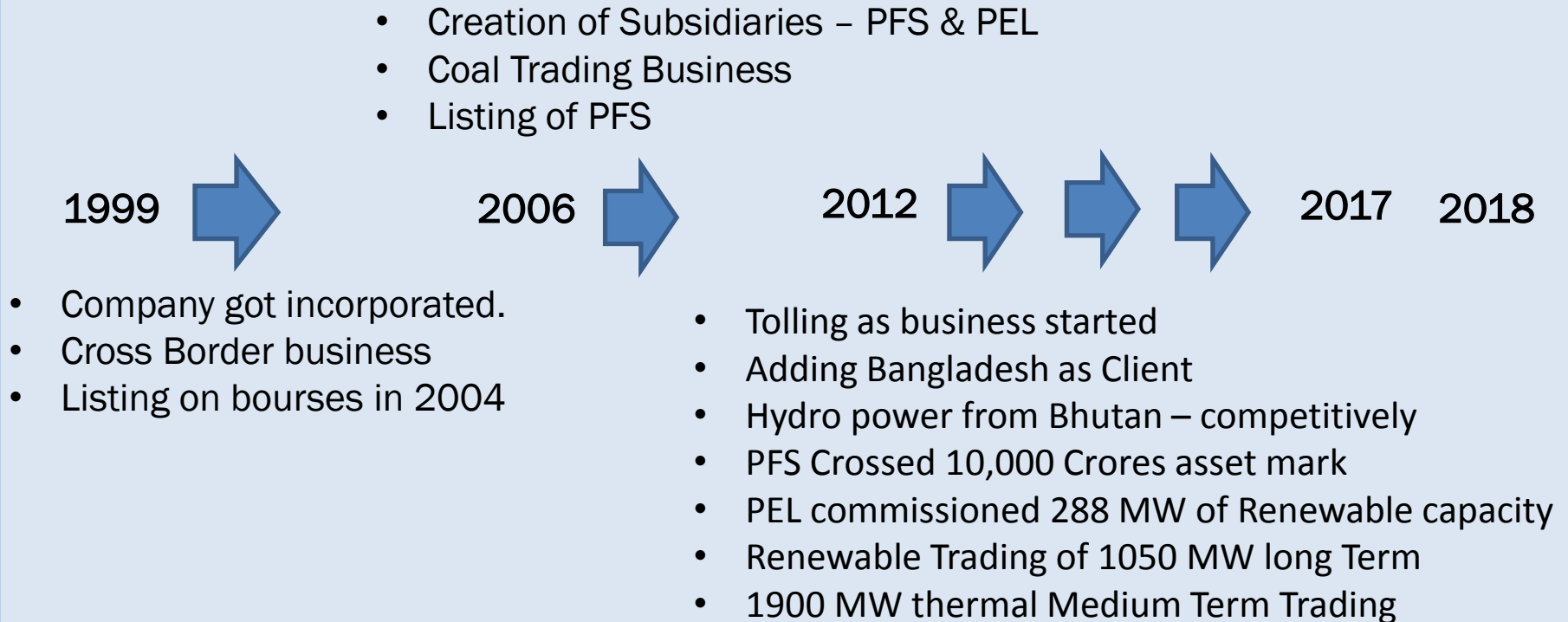
Long Term PPA to IPPs – [leading to ~40% of generation capacity owned by Private Sector]

Long term PPA to Renewable Sector (Wind)

Cross Border Trade (Nepal, Bhutan & Bangladesh)

Bellwether in Power Market Development

PTC: Milestones



Key Metrics - Financials



Vol

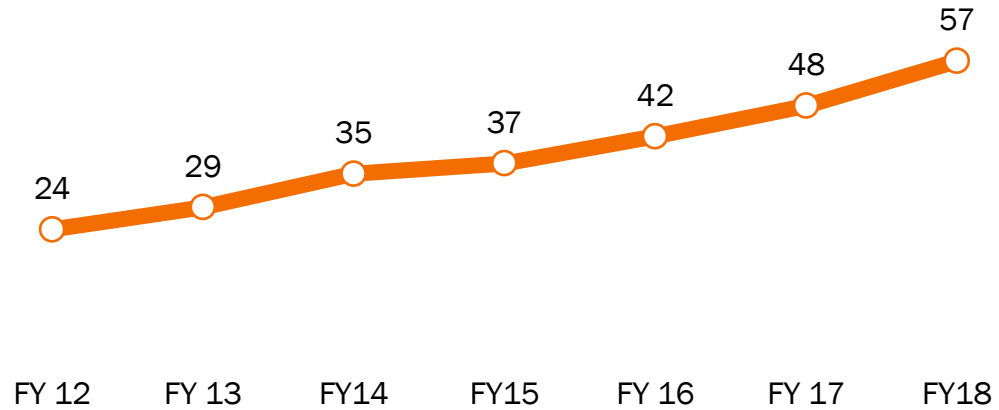
CAGR of 15% in last 6 years

40%+ Dominant Market Leader with over 40% market share
Total traded power: 57.02 BUs (FY18)

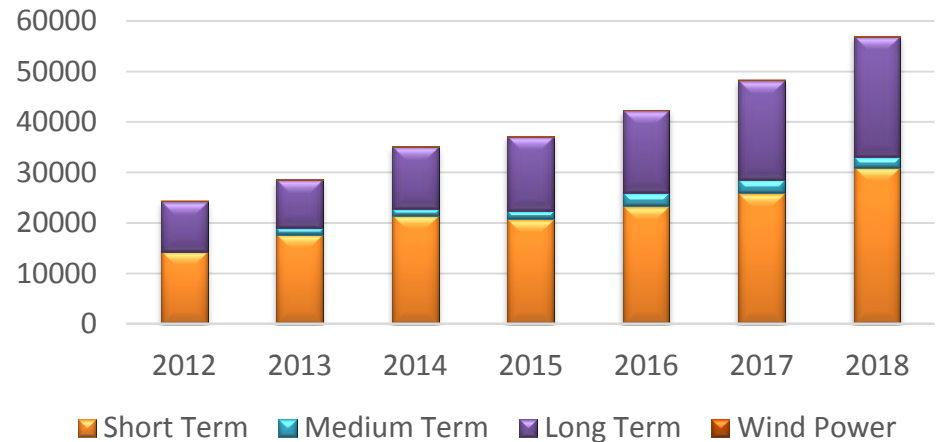
27 Supplying power to 27 States/UTs

3 Cross Border Trading: Trading power with Nepal, Bhutan & Bangladesh,
Total Traded power-6.96 BUs (FY18)

500+ Over 500 Industrial (Retail) Customers
Total Traded power ~10 BUs (FY18)



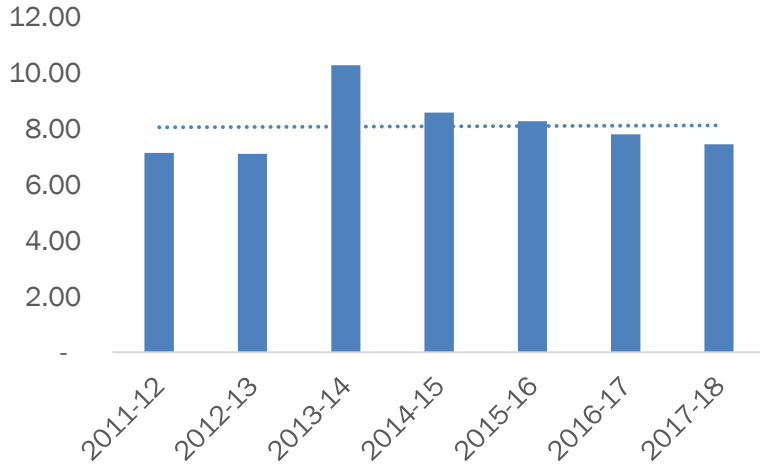
Volume Mix



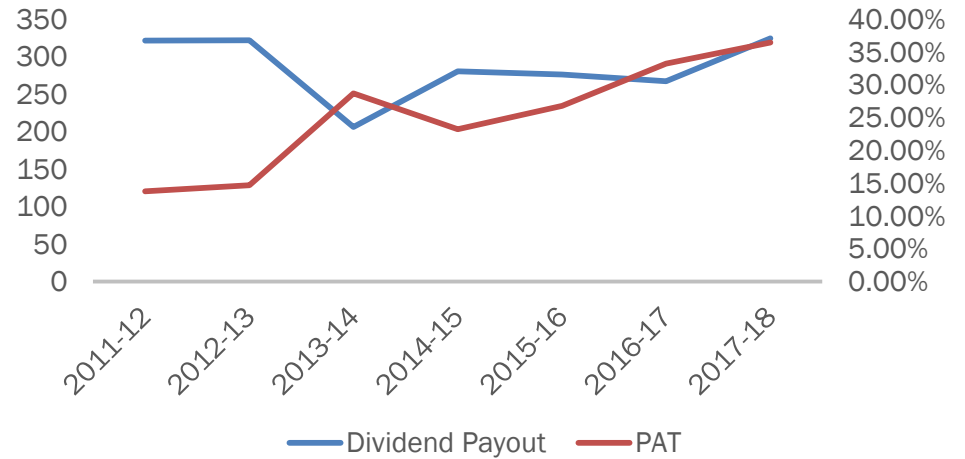
Short Term grew at 14% & Long Term at 16%

Key Metrics - Financials

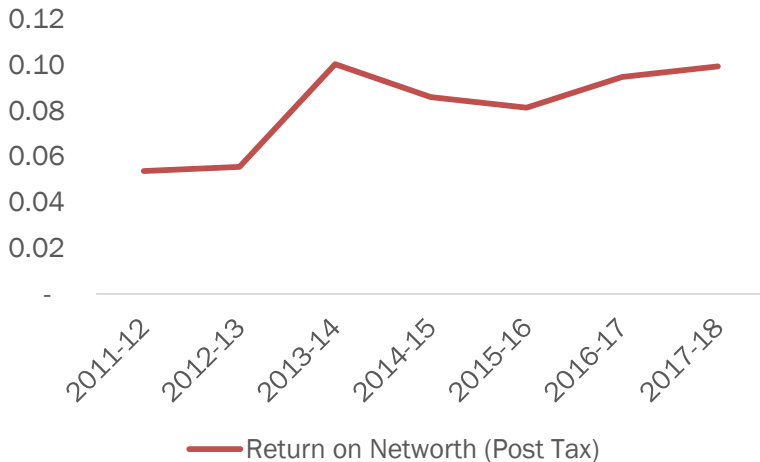
Margin (including Surcharge & Rebate)



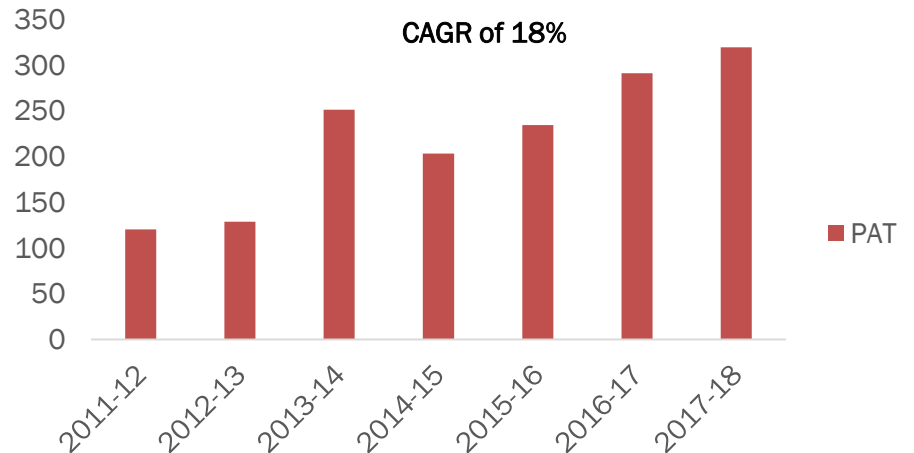
DIVIDEND PAYOUT RATIO



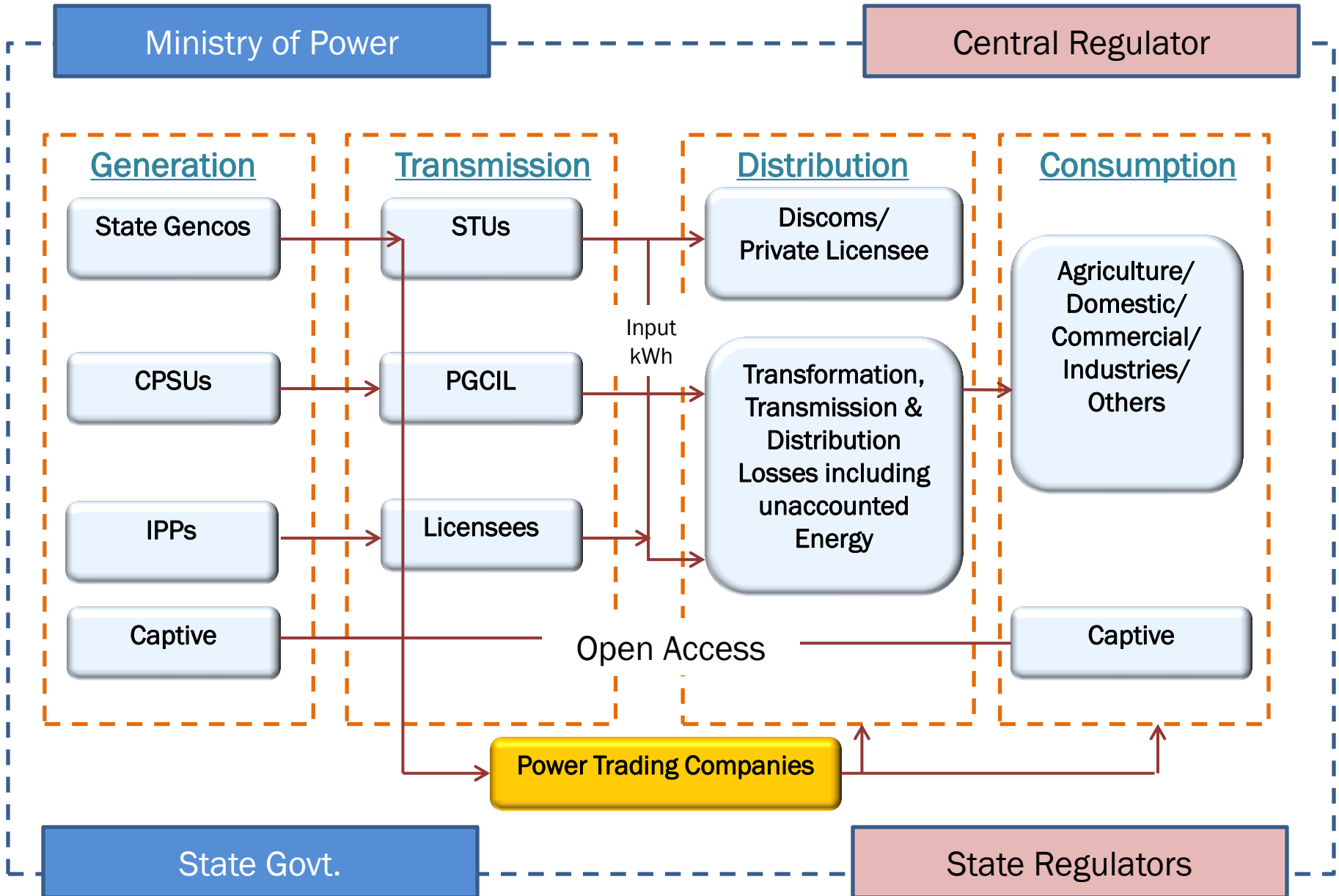
Return on Network



PAT



Power Sector - Industry Structure

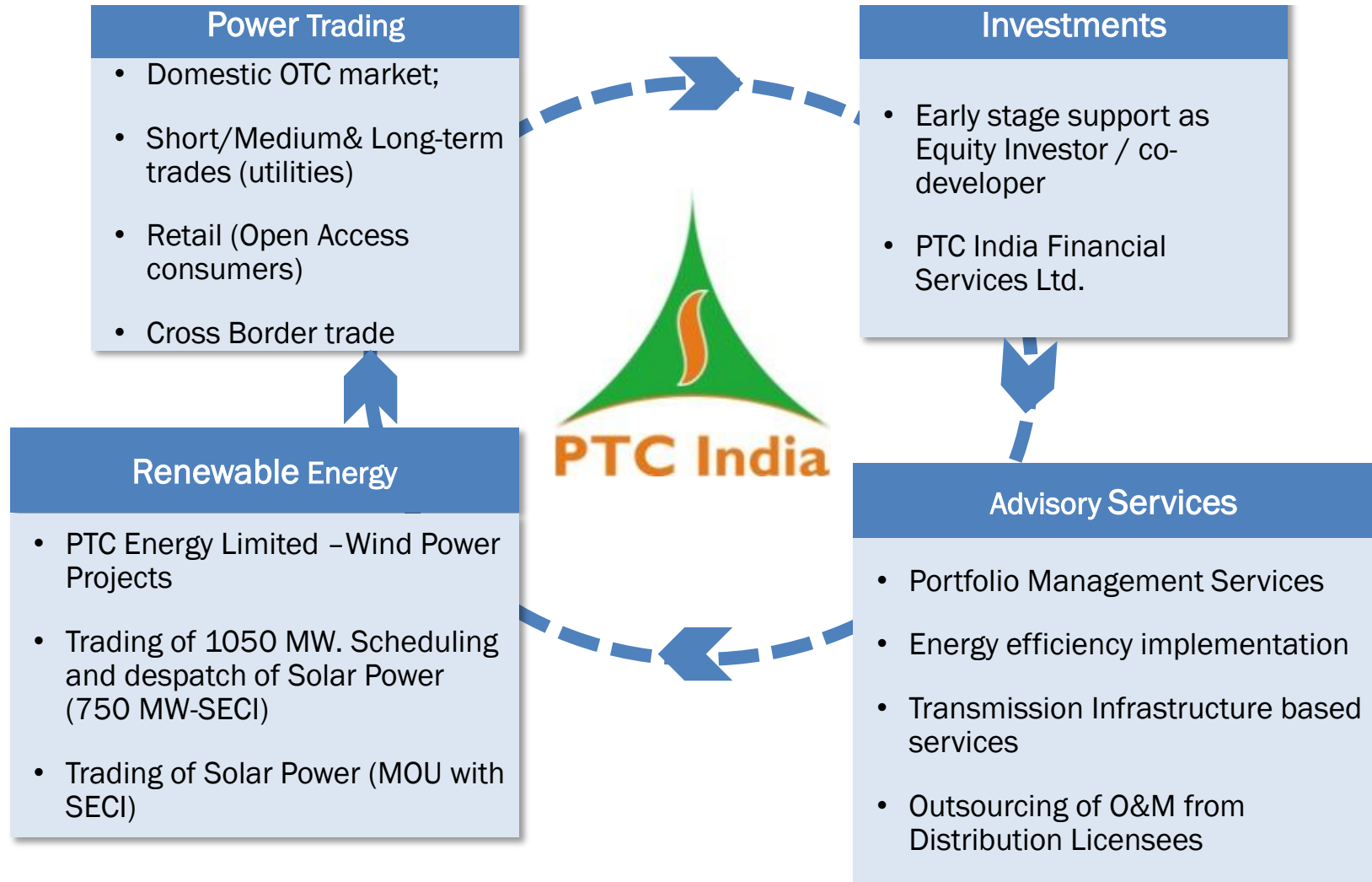


Power Procurement Avenues

Particulars	Agreement Duration	Open Access Duration	Contribution to PTC Business
Medium Term	>1 year up to 5 years	>3 months up to 5 years	4%
Long Term (excluding Hydro)	>7 years up to 25 years	>7 years	41%
Long Term (Hydro)	>7 years up to 35 years		
Short Term – Bilateral	Up to 1 year	Month wise	18%
Short Term – Power Exchange	Day Ahead Market (1 day)	1day (corridor left after short term bilateral-advance transactions)	37%
	Term Ahead Market (up to 7 days)	Up to 7 days in advance	

PTC: Capability Profile

An Integrated Energy Service Company



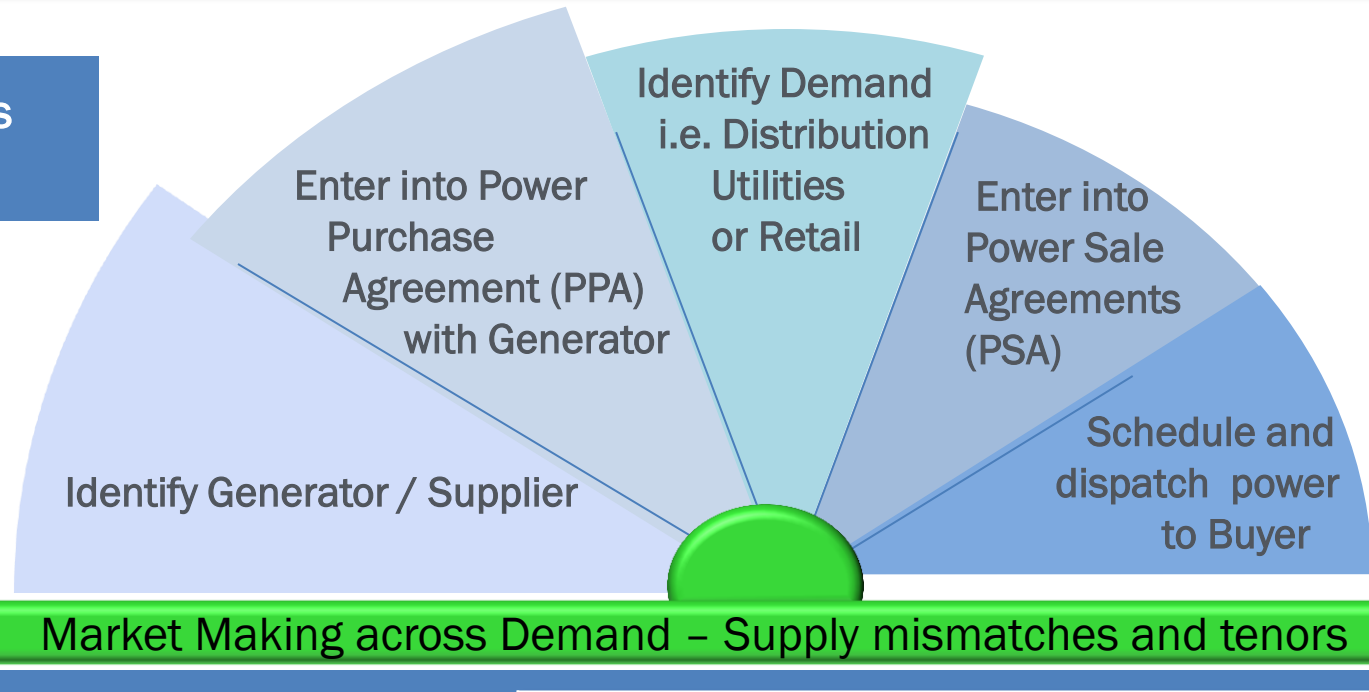
* - Investment related business primarily through subsidiaries

PTC: Largest Trader



The Core Business of PTC is Electricity Trading & Portfolio Mgmt.

Business Model



Key Features

- We are a pure play electricity trader with a balanced business portfolio
- Earnings are an aggregate of spreads (margin) between the sale and purchase price of electricity
- PPAs & PSAs are arranged back-to-back for minimal risk

- Late payments attract a penalty & early payments a rebate - Both contractually specified
- Un-bundle and manage concentration risk both at the supply and demand side
- No unaddressed default in our 19 year operating history
- We take limited credit risk & do not use leverage or mark to market

PTC India Financial Services Ltd (PFSL)



Systemically Important Non
Deposit Taking NBFC

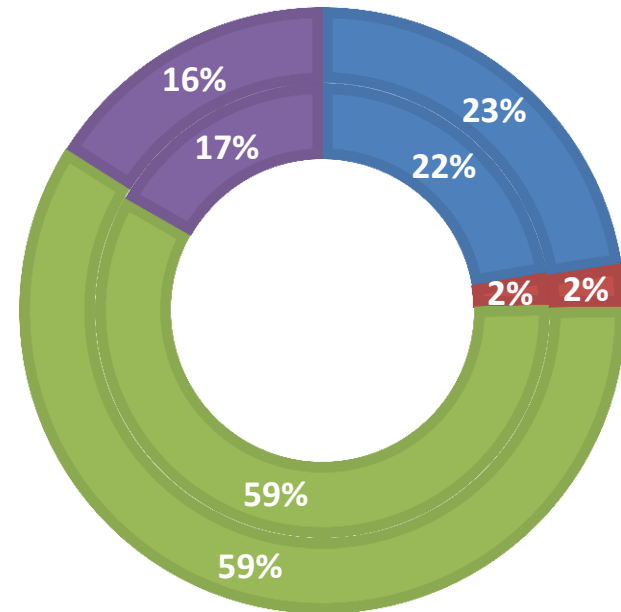
Classified as Infrastructure
Finance Company (IFC) by RBI in
2010

Current fund based debt portfolio
of Rs. 13,365 cr as of 30th Sep
2018. Cumulative Debt portfolio
of Rs 22,403 Cr

Diversified portfolio in the Energy
Business

Spread and NIM is maintained
around 1.18% and 2.83%
respectively

■ Others ■ Hydro ■ Renewable ■ Thermal



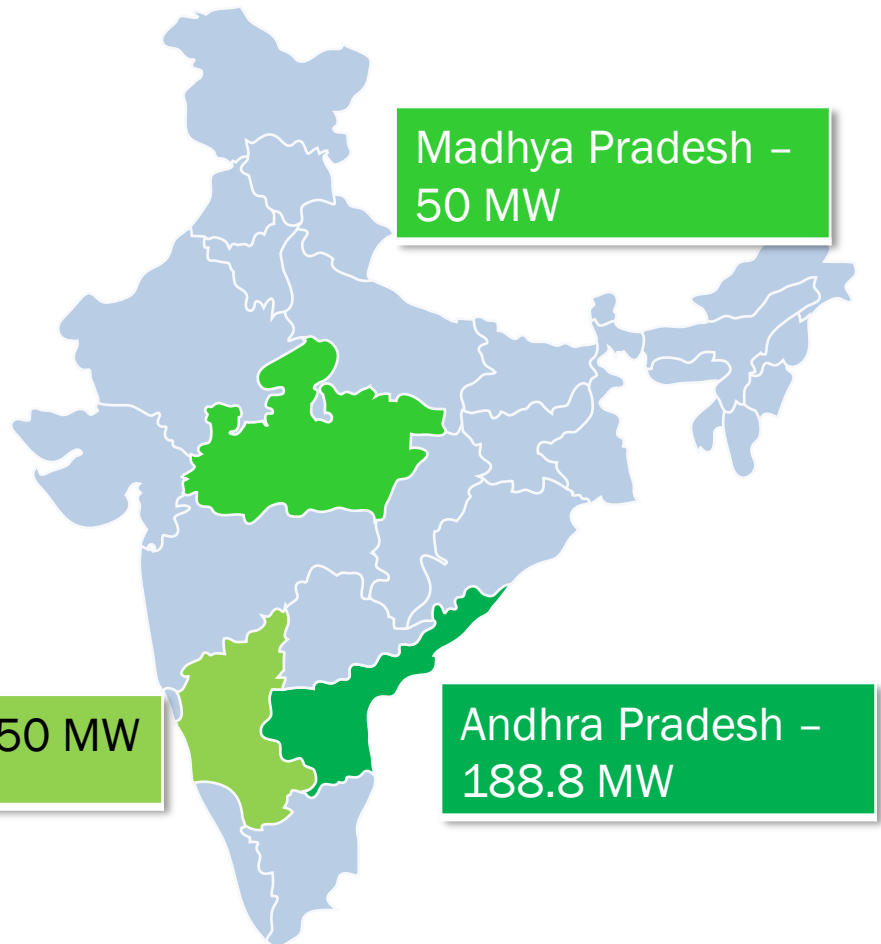
PTC Energy Ltd (PEL)

Total Wind Assets of 288.8 MW as on 31st March'2018

Assets in 3 states: Madhya Pradesh, Karnataka and Andhra Pradesh

Snapshot (Amount in Cr)

Particular	2017-18	H1- 19
PLF	19.41%	31%
Revenue	281.75	233.84
EBITDA	264.05	227.02
PAT	25.91	70.72



New Business Models & Way Ahead



Distribution Network Management: Successfully took over the Operations & Maintenance work of Electrical distribution network at MPAKVN-SEZ (Indore), JNPT, DDUPT



Transmission Connectivity: Providing Bouquet of Services including (Feasibility Studies, Survey & Cost Estimation, Engineering, Bid Process Management) to Refineries



Power Portfolio Management: Providing round the clock services at DNH, REMCL, NDMC, Discoms for power procurement planning, optimization & capacity building



Energy Audit: Conducted Energy Audits at SEEPZ SEZ, EESL Programs (Agriculture Feeders and Railway Stations), Industries and Commercial Establishments

Targeting to cater entire 'Energy Value Chain'

New Business Models & Way Ahead



Back-End Operations: Providing round the clock support for commercial and operational functions for power procurement (OA – group captive) to Refineries, GAIL, and SECI



Exchange Platform: In association with ICICI Bank and Bombay stock exchange, PTC has filed petition to obtain license for running and operating electronic exchange platform.



Renewable Energy: Exploring opportunities for development of RE Projects with several OA consumers

Selected as trader for sale and purchase of **1000MW wind power**

Targeting to cater entire 'Energy Value Chain'

PTC: A Responsible Corporate Citizen

- As a Responsible Corporate, PTC has always contributed towards the welfare of the Society
- Creation of **PTC Foundation Trust** to carry out CSR initiatives for PTC Group

Major thrust areas:

- Sanitation / cleanliness
- Skill development & Women's Empowerment
- Environmental sustainability



CSR Initiatives:

- Ongoing "Sanitation Work" at Bhikaji Cama Place
- Partner in women's "**Journey in Transformation**" to empower individual, family and society through education, health and enablement.
- "Skill Development" project
- Initiative gives employment of more than 100 across all scheme work.

Thank You!

Visit us at [www.ptcindia .com](http://www.ptcindia.com)
