Power Grid Corporation of India Ltd.

(Asia’s Fastest Growing Electric Utility, since 2014)

Q1 FY 2018-19
Investor Presentation
By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations:

- This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of Power Grid Corporation of India Limited (the “Company”), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company.

- The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

- This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward-looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

- You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

- Neither the delivery of this document nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date.

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

POWERGRID Today

Performance (Q1FY19)
- Financial & Project Execution
- Operational
- Consultancy & Telecom

POWERGRID- Outlook
Highlights
Special Highlight

A Unique CSR Project by POWERGRID- dedicated to the Nation by Hon’ble Prime Minister on June 29, 2018

Aims to bring relief to attendants of patients under treatment at AIIMS, New Delhi

*Vishram Sadans* also under implementation at Lucknow, Patna, Guwahati and Ranchi

POWERGRID *Vishram Sadan* at AIIMS, New Delhi
Project Execution: Q1FY19

<table>
<thead>
<tr>
<th>Capex</th>
<th>₹ 6,421 crore</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capitalization</td>
<td>₹ 2,521 crore</td>
</tr>
</tbody>
</table>

(excluding FERV of ₹ 1175 crore)

TBCB Update (upto Jul’18): Two subsidiaries commence commercial operation
(Aggregate Cost: ~ ₹ 4,250 crore)

POWERGRID Parli Trans. Ltd. (Cost: ~ ₹ 2,020 cr.)
- Comml. Operation of entire project w.e.f. 04.06.2018
- Assets: ~ 950 ckm Tr. Lines; 765/400kV Parli sub-station and 3,000 MVA X-fmn Capacity

POWERGRID Warora Trans. Ltd. (Cost: ~ ₹ 2,230 cr.)
- Comml. Operation of entire project w.e.f. 10.07.2018
- Assets: ~ 1000 ckm Tr. Lines; 765/400kV Warora sub-station and 3,000 MVA X-fmn Capacity
POWERGRID Today
POWERGRID Today

✓ ~ 85% ISTS Transmission Network owned by POWERGRID
✓ Trans. Lines: 1163 Nos. - ~ 148,659 ckm
✓ Sub-stations: 236 Nos. (incl. 38 GIS) - ~ 339,933 MVA
✓ Inter-Regional Power Transfer Capacity – 77,250 MW (~90% of Power Transfer Capacity of the National Grid)

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

- Mar'12 (92,981)
  - Below 765kV: 1,783 (2%)
  - 765kV & above: 91,197 (98%)
- Jun'18 (148,659)
  - Below 765kV: 31,095 (22%)
  - 765kV & above: 117,564 (78%)

1- Based on BSE Closing Price of ₹ 182.20 per share as on 31.07.18
Physical Data as on 30.06.2018
Performance in Q1FY19
(Apr18-Jun18)
## Performance - Financial (Q1FY19)

<table>
<thead>
<tr>
<th>Description</th>
<th>Year ended 31.03.2018 (₹ in crore)</th>
<th>Quarter ended 30.06.2018 (₹ in crore)</th>
<th>Quarter ended 30.06.2017 (₹ in crore)</th>
<th>Growth (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transmission Charges</td>
<td>28,484</td>
<td>7,803</td>
<td>6,830</td>
<td></td>
</tr>
<tr>
<td>Consultancy Income: Services</td>
<td>662</td>
<td>151</td>
<td>210</td>
<td></td>
</tr>
<tr>
<td>Telecom</td>
<td>607</td>
<td>173</td>
<td>141</td>
<td></td>
</tr>
<tr>
<td>Other Income</td>
<td>1,014</td>
<td>301</td>
<td>209</td>
<td></td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>30,767</td>
<td>8,428</td>
<td>7,390</td>
<td>14%</td>
</tr>
<tr>
<td><strong>Operating Expenses</strong></td>
<td>3,608</td>
<td>991</td>
<td>912</td>
<td></td>
</tr>
<tr>
<td><strong>EBITDA-Gross Margin</strong></td>
<td>27,159</td>
<td>7,437</td>
<td>6,478</td>
<td>15%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>9,091</td>
<td>2,450</td>
<td>2,132</td>
<td></td>
</tr>
<tr>
<td>Interest</td>
<td>7,591</td>
<td>2,141</td>
<td>1,762</td>
<td></td>
</tr>
<tr>
<td>Tax</td>
<td>2,238</td>
<td>605</td>
<td>532</td>
<td></td>
</tr>
<tr>
<td><strong>Profit after Tax</strong></td>
<td>8,239</td>
<td>2,241</td>
<td>2,052</td>
<td>9%</td>
</tr>
</tbody>
</table>
## Performance – Financial (Q1FY19)

<table>
<thead>
<tr>
<th></th>
<th>As on 31.03.2018</th>
<th>As on 30.06.2017</th>
<th>As on 30.06.2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross Fixed Assets</strong></td>
<td>1,77,100</td>
<td>1,53,272</td>
<td>1,80,796</td>
</tr>
<tr>
<td><strong>Capital Work-in-Progress</strong></td>
<td>32,978</td>
<td>43,118</td>
<td>34,347</td>
</tr>
<tr>
<td><strong>Debt</strong></td>
<td>1,30,213</td>
<td>1,22,547</td>
<td>1,35,882</td>
</tr>
<tr>
<td><strong>Net Worth</strong></td>
<td>54,415</td>
<td>51,864</td>
<td>56,647</td>
</tr>
<tr>
<td><strong>Earning Per Share (₹)</strong></td>
<td>15.75</td>
<td>3.92#</td>
<td>4.28#</td>
</tr>
<tr>
<td><strong>Book Value per Share (₹)</strong></td>
<td>104.01</td>
<td>99.14</td>
<td>108.28</td>
</tr>
</tbody>
</table>

### Key Financial Ratios

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Debt : Equity</strong></td>
<td>71:29</td>
<td>70:30</td>
</tr>
<tr>
<td><strong>Return on Net Worth</strong></td>
<td>15.14%</td>
<td>3.96%#</td>
</tr>
</tbody>
</table>

# Not Annualized
Billing & Realization

Billing
₹ 7,193 Crore

Realization
₹ 6,509 Crore

%age realization
90.5%

As on 30.06.2018

Total Outstanding
~ ₹ 3,876 Crore (49 days billing)

Transmission Outstanding
(beyond 60 days)
~ ₹ 1,549 Crore (20 days billing)

Billed but not outstanding
(<60 days allowed as per CERC)
~ ₹ 2,327 Crore (29 days billing)

Performance (Q1FY19) - Financial

Tripartite Agreement signed by 29 out of 33 States and UTs
Operations: Q1FY19

Performance during Apr18-Jun18

- Availability: 99.68%
- Reliability: 0.19 Tripping/line
Consultancy & Telecom: Q1FY19

Income from Consultancy: ₹ 151 crore

- **Domestic**
  - 7 New Orders in Q1FY19
  - ~ 100 Assignments in Hand

- **International**
  - 2 New Orders [SAPDC (Nepal), PGCB (Bangladesh)]
  - 17 Assignments in Hand – Nepal, Bhutan, Fiji, Bangladesh, CASA

Income from Telecom: ₹ 173 crore

- 45 New Orders (Govt/ Pvt) in Q1FY19
- Backbone Availability 100%
Business Outlook
## FY19 Capex Plan: ₹ 25,000 crore

<table>
<thead>
<tr>
<th>Projects</th>
<th>Cost (in ₹ crore)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ongoing Projects</td>
<td>approx. ₹ 71,500</td>
</tr>
<tr>
<td>New Projects</td>
<td>approx. ₹ 2,000</td>
</tr>
<tr>
<td>TBCB Projects</td>
<td>approx. ₹ 15,000</td>
</tr>
<tr>
<td>Total Works in Hand</td>
<td>approx. ₹ 88,500</td>
</tr>
</tbody>
</table>

~ ₹ 15,000 crore of works in hand under Consultancy, with GoI/States funding

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

Dun & Bradstreet PSU Awards 2018

- Best *Navratna* Overall
- Best *Navratna*- Services
- Best Transmission Co.

2018 EEI Asia-Oceania Index Award at EEI* Global Electrification Forum

- Highest Total Shareholder Returns in Gold Large Capitalization category

* EEI-Edison Electric Institute
Thank You