पावर ग्रिड कारपोरेशन 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, सैक्टर-29, गुडगाँव-122 001, हरियाणा
फोन : 0124-2571700-719, फैक्स : 0124-2571760, 2571761 तार 'नेटग्रिड'
Corporate Office : "Saudamini" Plot No. 2, Sector-29, Gurgaon-122 001. Haryana
Tel. : 0124-2571700-719, **Fax** : 0124-2571760, 0124-2571761 **Gram** : **'NATGRID'**

संदर्भ संख्या / Ref. No.

CIN: L40101DL1989GOI038121

C/COS/Listing/NSE/ Dt: 03.11.2017

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

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, it is informed that a Press and Analysts' Meet of POWERGRID has been held on 03.11.2017. A copy of presentation given at Press and Analysts' Meet is enclosed please.

Thanking You,

Yours faithfully,

Divya Tandon

(Divya Tandon)
General Manager - Company Secretary &
Compliance Officer

पावरग्रिड

Power Grid Corporation of India Ltd.

Fastest Growing Electric Utility in Asia since 2014

Q2 FY 2017-18

Press & Analysts' Meet Mumbai

Disclaimer

By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations:

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- *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 FY2016-17have been approved by the shareholders.*

Recent Highlights

POWERGRID Today

Performance (Q2FY18)

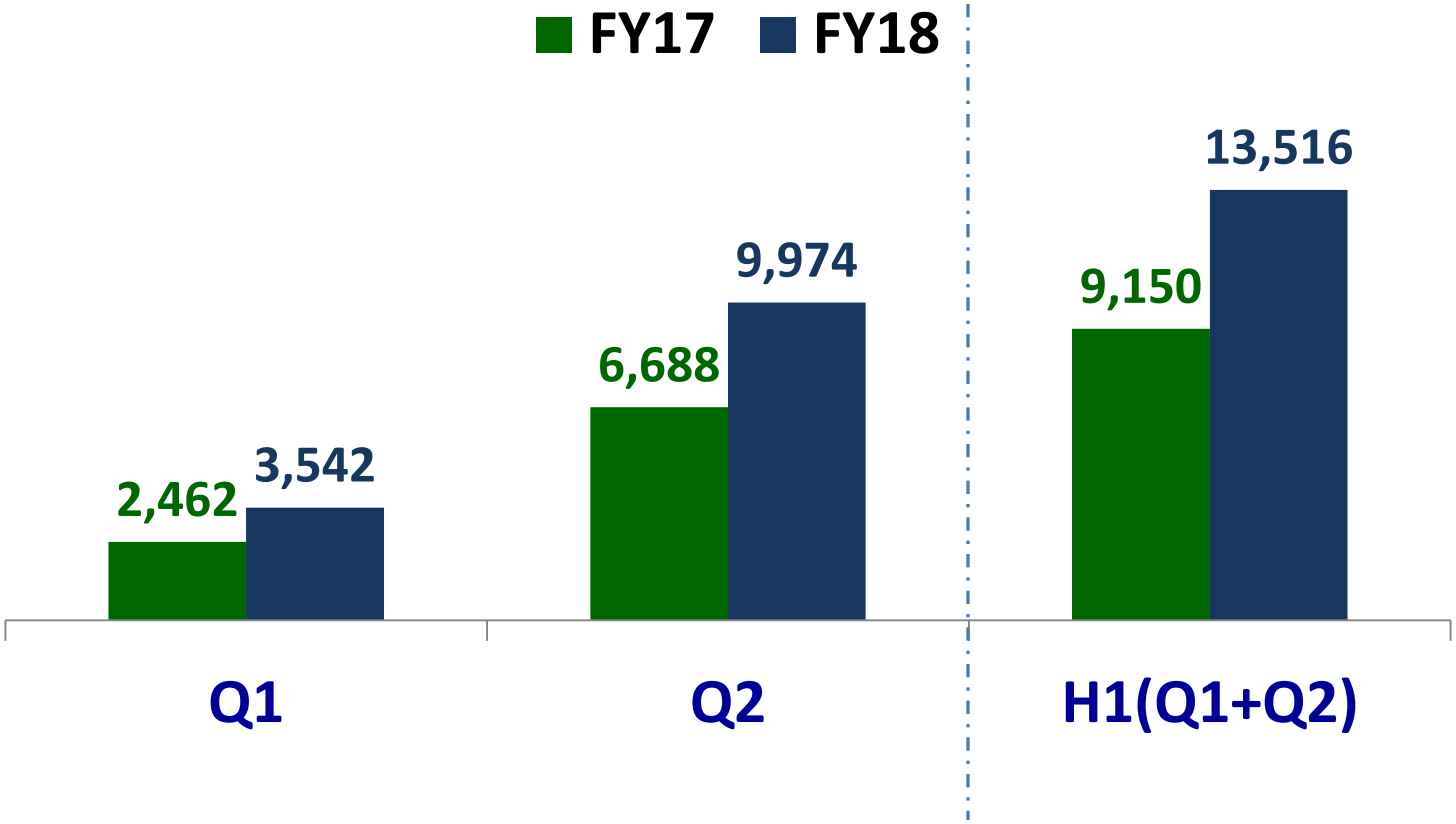
- Financial & Project Execution
- Operational
- Consultancy & Telecom

Business Outlook

Recent Highlights

Recent Highlights – Project Execution

Capitalization in Q1 & Q2



Capex in H1FY18: ₹ 11,949 crore

(₹ in crore)

Recent Highlights – Project Execution

Addn during Q2FY18	2,266 ckm	4 Sub-stations 17,500 MVA X-fmn Capacity	I-R Capacity 3000MW

Major Elements commissioned/ capitalized during Q2FY18

- **Pole-II of Champa-Kurukshetra HVDC**
- **Pole-III & Pole-IV of NER-Agra HVDC**
- **Major Transmission Lines**
  - 765kV D/C Maheshwaram-Nizamabad
  - 400kV D/C Kishenpur-New Wanpoh
  - 400kV D/C Lara (NTPC)-Champa (POWERGRID)
  - 400kV Mauda-Betul & Betul-Khandwa
- **Substations**
  - 765kV Maheshwaram, Alipurduar HVDC, Alipurduar Pooling Station, 400kV Betul

Recent Highlights

Charged on Oct. 31, 2017

- 220kV Leh-Khalsti line (one section of 220kV Srinagar-Leh Transmission Scheme) – 62km
- Leh (220kV, 2x50MVA) & Khalsti (220kV, 50MVA) Sub-stations

Leh & Khalsti 220kV sub-stations at 11,562 ft.
- Highest ever altitude for POWERGRID

Other Highlights

'POWERGRID Kala Amb' commissions project

- 1 GIS S/S; 630 MVA- 2.5 ckm tr. line

Selected as Lowest Cost Bidder for 'ERSS-XXI' project under TBCB

- EC Cost: ₹ 1,321 crore; ALTC: ₹ 139 crore

Comml. Operation of Phase-I of JV Co. (NHPTL) commences

Recent Accolades

Platts Top 250 Energy Company Rankings, 2017

No.1 yet again	**Fastest Growing Electric Utility in Asia for 4th successive year**

Based on Platts Top250 Energy Companies Rankings 2017

Wins 'Golden Peacock Award' for 'Excellence in Corporate Governance'

POWERGRID Today

POWERGRID Today

A '*NAVRATNA*' ENTERPRISE	CENTRAL TRANSMISSION UTILITY	LISTED COMPANY since 2007	GOVT. SHAREHOLDING 57.90%	PAYING DIVIDEND SINCE 1993-94	Market Capitalization ₹ 112,479 crore[1]

~ 85%	• ISTS Transmission network owned by POWERGRID
142,990 ckm; 226 S/S & 311,185 MVA	• Transmission Lines & substations owned by POWERGRID
11	• Wholly owned TBCB subsidiaries (including 1 No. under acquisition)
"Excellent"	• Rating by GoI since signing of its first MoU in 1993-94
20	• Footprints outside India

Based on BSE Closing Price of ₹ 215 per share as on 02.11.2017
Physical Data as on 30.9.2017

Performance Q2FY18 & H1FY18

Performance- Financial (Q2 & H1FY18)

(₹ in crore)

Description	Quarter ended		Growth	Half Year ended		Growth
	30.09.2017	30.09.2016	(%)	30.09.2017	30.09.2016	(%)
Revenue						
Transmission Charges	6,984	5,971		13,814	11,860	
Consultancy (Services)	113	154		323	274	
Telecom	156	130		297	241	
Other Income	239	225		448	364	
Total Income	7,492	6,480	16%	14,882	12,739	17%
Operating Expenses	696	656		1,608	1,356	
EBITDA-Gross Margin	6,796	5,824	17%	13,274	11,383	17%
Depreciation	2,234	1,877		4,366	3,634	
Finance Cost	1,868	1,587		3,630	3,105	
Tax	553	488		1,085	970	
Profit after Tax	2,141	1,872	14%	4,193	3,674	14%

Performance – Financial (H1FY18)

(₹ in crore)

	As on 30.09.2017	As on 31.03.2017
Gross Fixed Assets	**1,63,246**	**1,49,730**
Capital Work-in-Progress	**35,033**	**38,942**
Debt	**1,25,522**	**1,17,198**
Net Worth	**51,926**	**49,807**
Earning Per Share (₹)	**8.02#**	**14.37**
Book Value per Share (₹)	**99.26**	**95.20**
Key Financial Ratios		
Debt : Equity	**71:29**	**70:30**
Return on Net Worth	**8.08%#**	**15.10%**

Dividend Paid

- **Per Share: ₹ 4.35 (FY17) vs ₹ 2.31 (FY16)**
- **Payout Ratio: 30% (FY17) vs 20% (FY16)**

Not Annualized

Performance - Financial (upto Sep17)

Billing & Realization

Billing	Realization	%age realization
₹ 13,071 crore	₹ 13,059 crore	99.9%

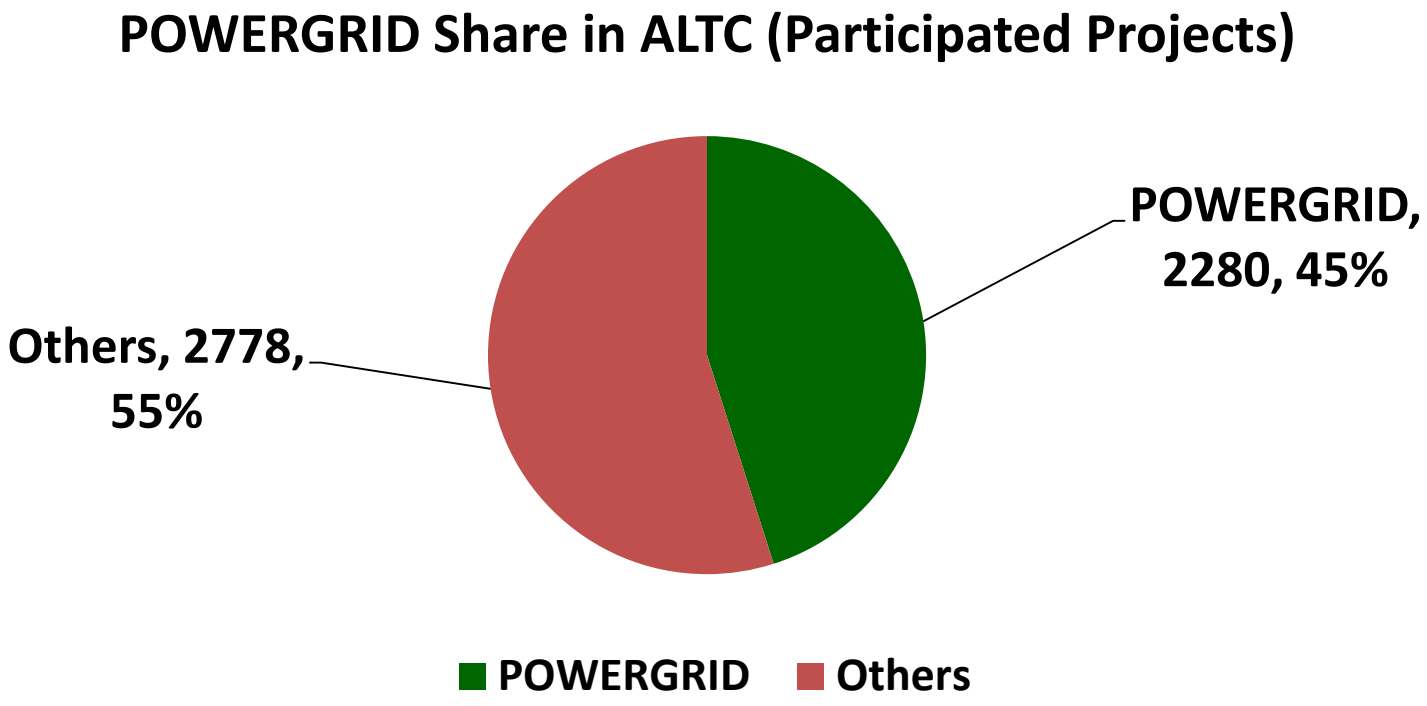
As on 30.09.2017

Total Outstanding	**~ ₹ 2,847 crore (40 days billing)**
Transmission Outstanding (beyond 60 days)	**~ ₹ 881 crore (12 days billing)**
Billed but not outstanding (<60 days allowed as per CERC)	**~ ₹ 1,966 crore (28 days billing)**

Tripartite Agreement (TPA) signed by 27 out of 33 States & UTs; Others in Progress

Status of TBCB Projects (As on 31.10.2017)

Participation	Success (Nos.)
25 Projects	11 (44%)



[ALTC: Annual Levelised Trans. Charges]

Operations: (upto Sep'17)

Assets as on Sep 30, 2017	• Trans. Lines: 1109 Nos.- 142,990 ckm • Sub-stations: 226 Nos.- 311,185 MVA
POWERGRID Standalone Assets	
Performance during H1FY18 (Apr17-Sep17)	• Availability: 99.83% • Reliability: 0.36 Trippings/line

TBCB Assets- Projects/ Elements completed	**6 nos. lines - 1,678 ckm**
	1 No. S/S - 630 MVA

Consultancy – H1FY18

Income from Consultancy: ₹ 323 crore (18%↑ over H1FY17)

Domestic

- 3 New Orders in Q2FY18
- 100 Assignments in Hand
- Orders under Development - J&K (Smart Grid); Andaman & Nicobar Islands (Energy Management Centre); Puducherry (S/S) etc.

International

- 14 Assignments in Hand – Nepal, Bhutan, Fiji, Bangladesh, CASA
- 3 New Proposals submitted – Bangladesh, Nepal & Mali
- Exploring Participation in Transmission Auctions in Brazil (Dec'17)

Telecom Business – H1FY18

Income from Telecom: ₹ 297 crore (23%↑ over H1FY17)

38 New Clients (Govt./ Pvt.) in Q2FY18

- **Infrastructure:**
  - Fiber Optic Network : ~ 42,000km
  - Points of Presence : 650
  - Backbone Availability : 99.99%
- **Services Offered: Leased Lines, MPLS, Internet Leased Lines**
- **Partnering GoI initiatives:**
  - National Knowledge Network
  - BharatNet
- **Opportunity to utilise Transmission Towers for Telecom**

Business Outlook

POWERGRID Outlook (as on Sep'17)

Ongoing Projects	approx. ₹ 88,000 crore
New Projects	approx. ₹ 3,000 crore
TBCB Projects	approx. ₹ 18,000 crore (as per Empowered Committee Estimate)
Total Works in Hand	**approx. ₹ 1,09,000 crore**

FY18 Capex Plan: ~ ₹ 25,000 crore

Investment Potential

Transmission (TBCB)- ~ ₹ 12,800 crore	**Inter-State:** ~ ₹ 4,200 crore - 5 projects – under various stages of bidding ~ ₹ 1,100 crore- 6 new projects recommended by EC in Oct-17
	Intra-State: ~ ₹ 7,500 crore – 6 projects in 2 States (1-UP; 5- Jharkhand)

Transmission (Intra-State):	JV formation with States being pursued

Investment Potential

Railway Electrification	Railways accelerates its target for track electrification - To achieve 100% electrification by 2021-22
	Prepared ₹ 35,000 crore plan for electrification of 33,000 Route km (Rkm) by 2021-22
	POWERGRID identified as one of the agencies to help achieve the desired targets POWERGRID already implementing a pilot for 761 rkm

Latest Development

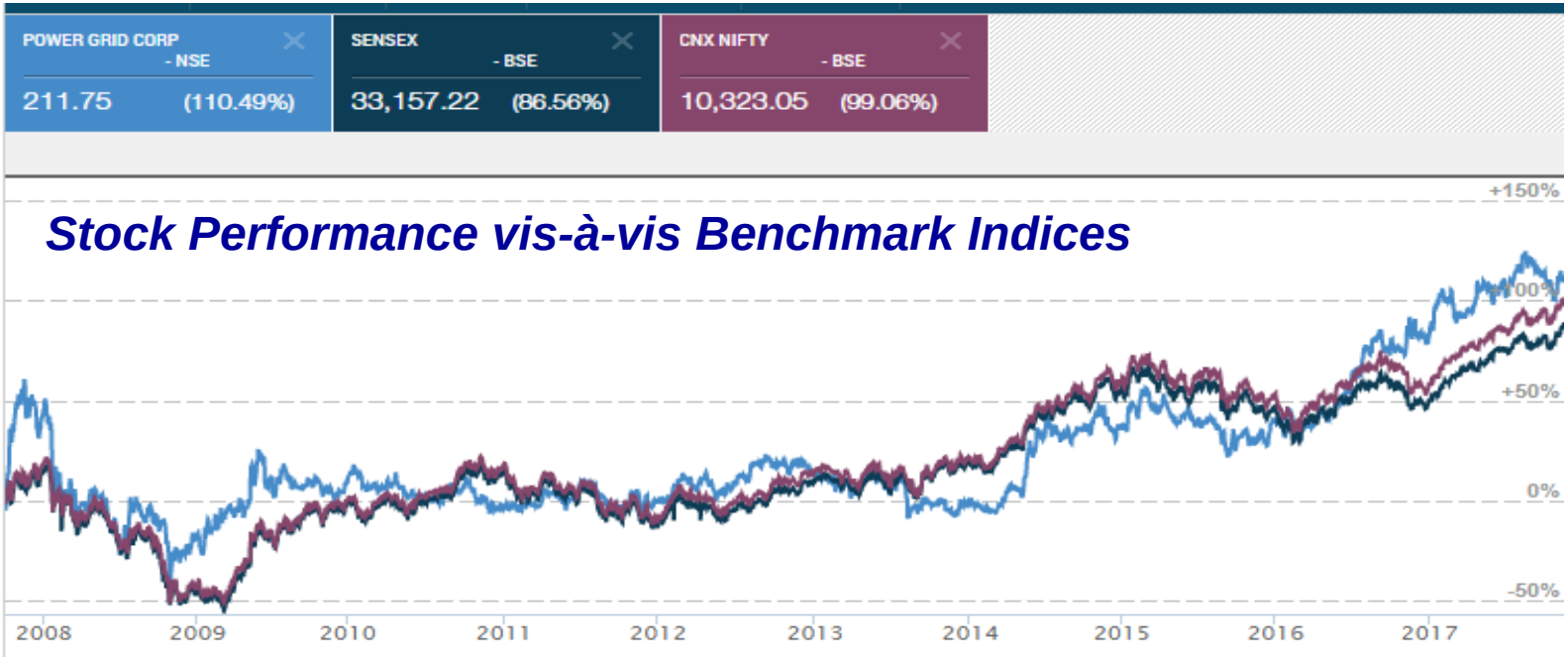
- **New Order from Railways expected**

POWERGRID completes 10 years of listing

Committed to Creation of Wealth for Shareholders

Share Price growth: >4x since IPO in 2007

Market Capitalization: ₹ 1,12,479 crore



Thanks to Investors for continued faith in the Company

Thank You

Presentation available at
www.powergridindia.com