



PTC INDIA LIMITED

INVESTOR PRESENTATION
Q4-FY22 & FY22





01

Company Overview



02

Capability Profile



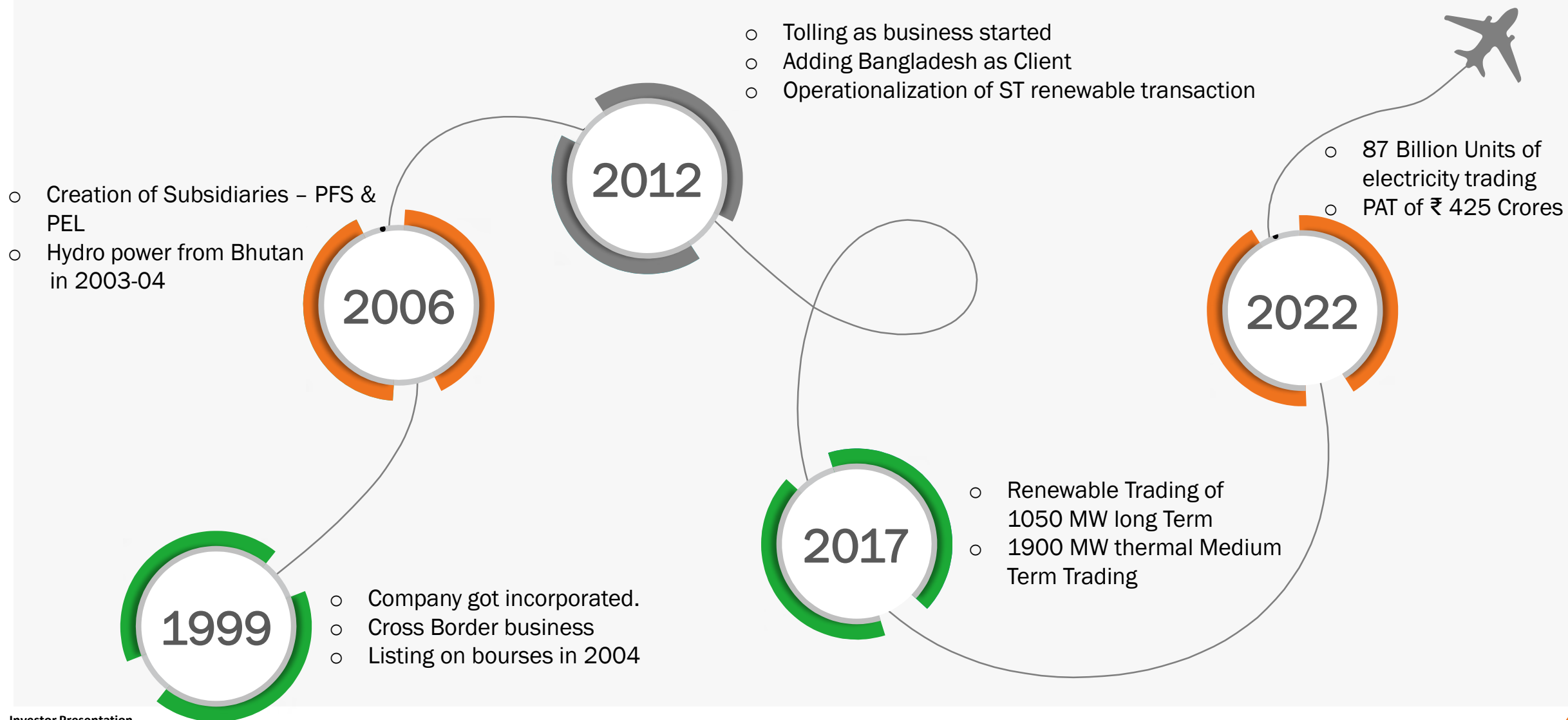
03

Financial Overview

CONTENTS

COMPANY OVERVIEW





PTC – “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



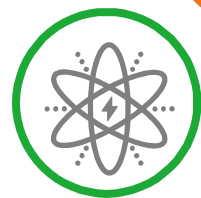
Introduction of Short Term Market



Tolling agreement with generator



Co- Promoter of India's first electricity exchange (IEX) & now Hindustan Power Exchange (HPX)



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



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

An Integrated Energy Service Company

POWER TRADING

1

- Domestic OTC market;
- Short/Medium& Long-term trades (utilities)
- Retail (Open Access consumers)
- Cross Border trade

ADVISORY SERVICES

2

- Energy Portfolio Management
- Energy efficiency implementation
- Project Management Services

RENEWABLE ENERGY

3

- Trading of 1050 MW ISTS connected wind power projects
- 288.8 MW Wind Energy Projects under PTC Energy Limited
- RE Solutions for C&I Consumers

INVESTMENTS

4

- Early stage support as Equity Investor / co-developer
- PTC India Financial Services Ltd.
- PTC Energy Limited –Wind Power Projects

* - Investment related business primarily through subsidiaries



Energy Portfolio Management

Round the clock portfolio management services to Discoms, SEZs and C&I consumers for power procurement planning, optimization, forecasting, scheduling & capacity building



Project Management Services

PMS for Transmission and Distribution for Deemed Licensees, Ports and other C&I consumers.
Providing bouquet of Services including O&M, Feasibility, Cost Estimation, Survey, Engineering, Bid Process Management, supervision, etc.



Sustainability Solutions

Supporting clients in meeting their sustainability targets and reducing carbon footprints through turnkey solutions for Sourcing Renewable Energy, energy efficiency solutions including feeder audits, energy audits for C&I consumers



Exchange Platform

Received the approval for running and operating electronic exchange platform (Hindustan Power Exchange) in association with ICICI Bank and Bombay Stock Exchange

40%+

Dominant Market Leader with over 40% market share Total traded power: 87 BUs (FY-22)

27

Supplying power to 27 States/UTs

3

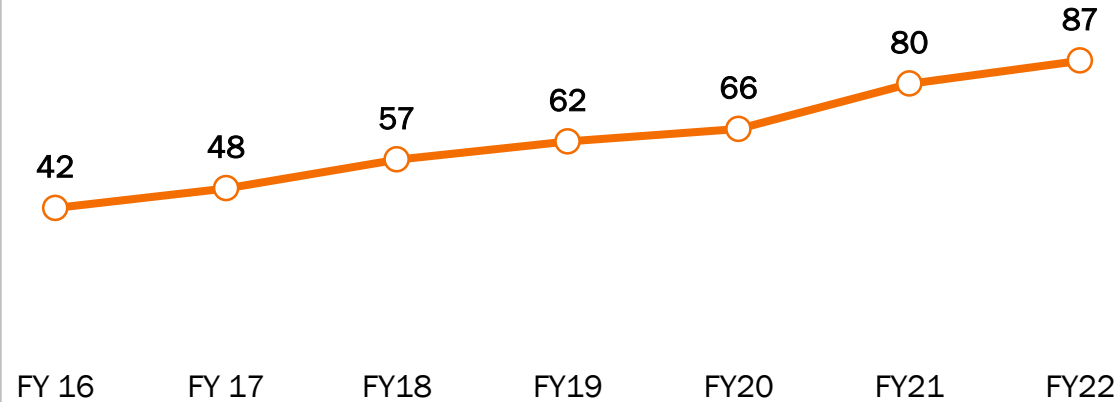
Cross Border Trading: Trading power with Nepal, Bhutan & Bangladesh, Total Traded power-7.4 BUs (FY-22)

500+

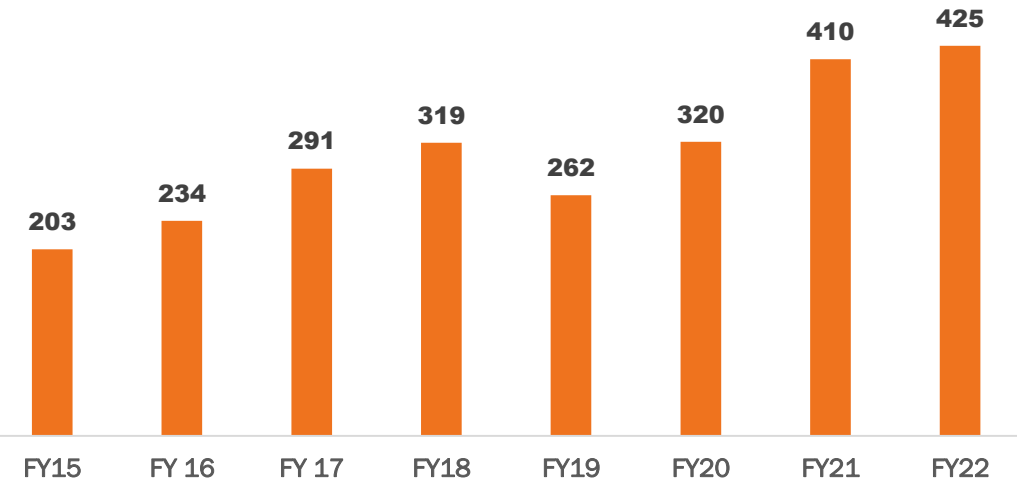
Over 500 Industrial (Retail) Customers

Vol

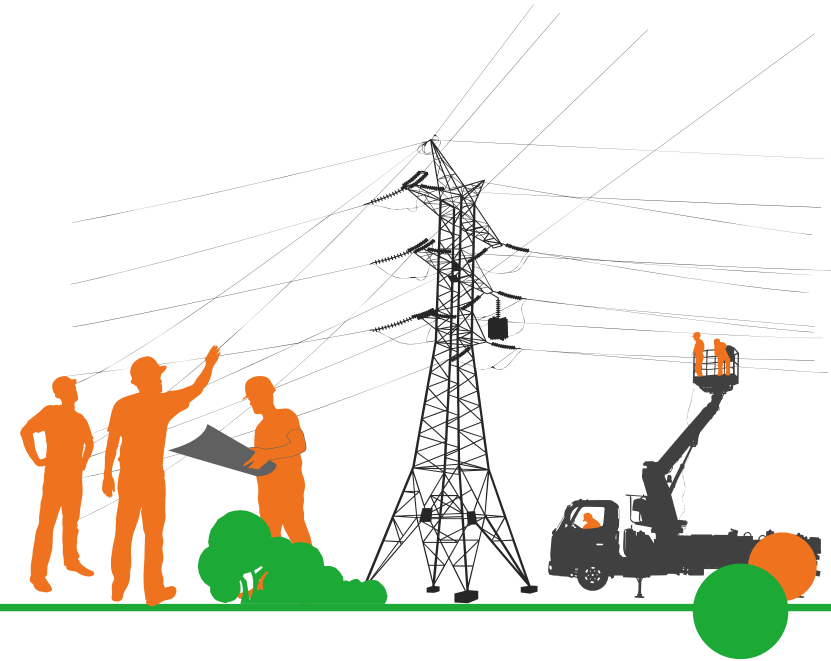
CAGR of 14% in last 6 years



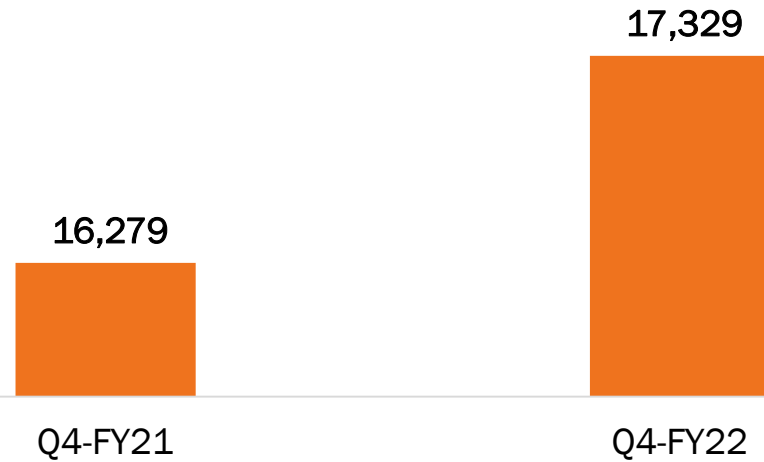
PAT in ₹ Crores



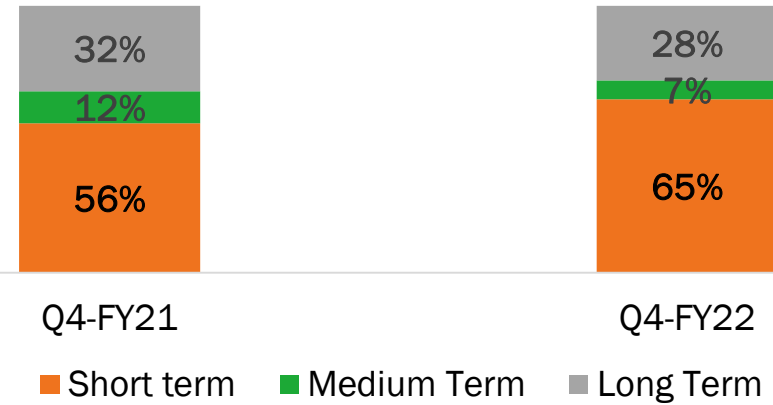
Financial Overview



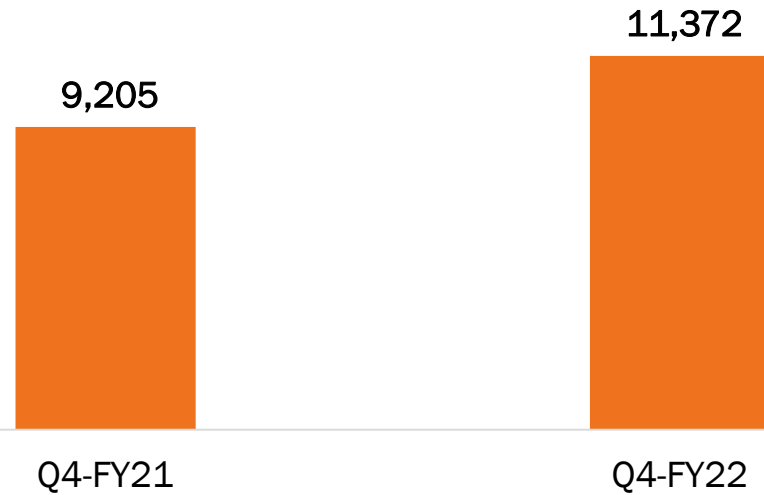
Total Volumes (MUs)



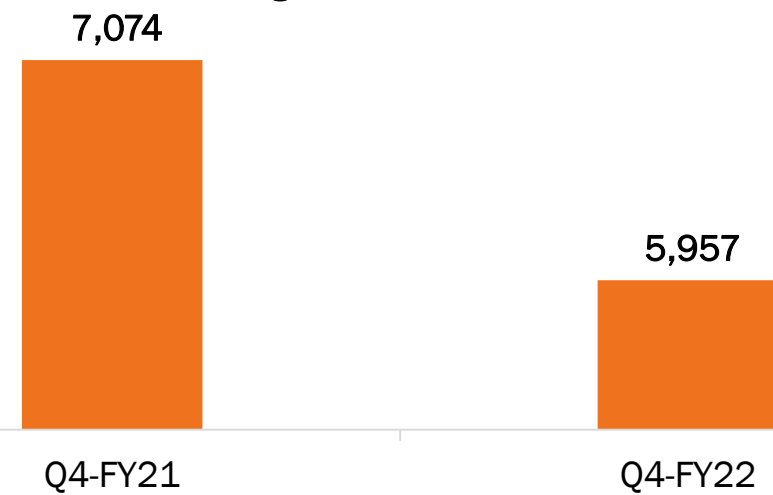
Volume Mix



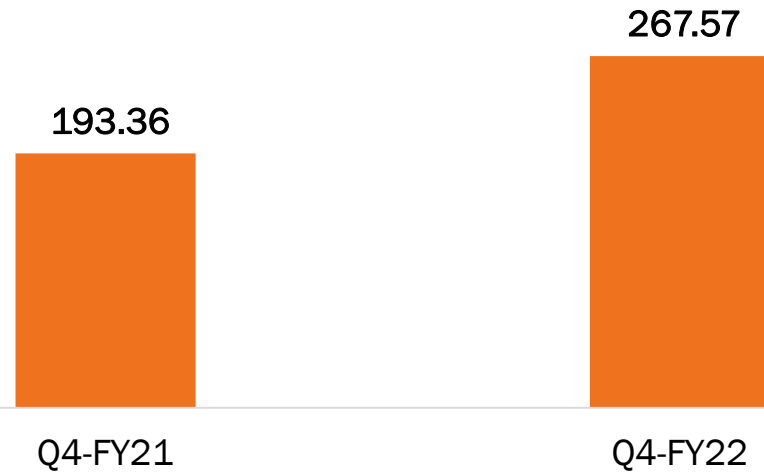
Short Term Vol in MUs



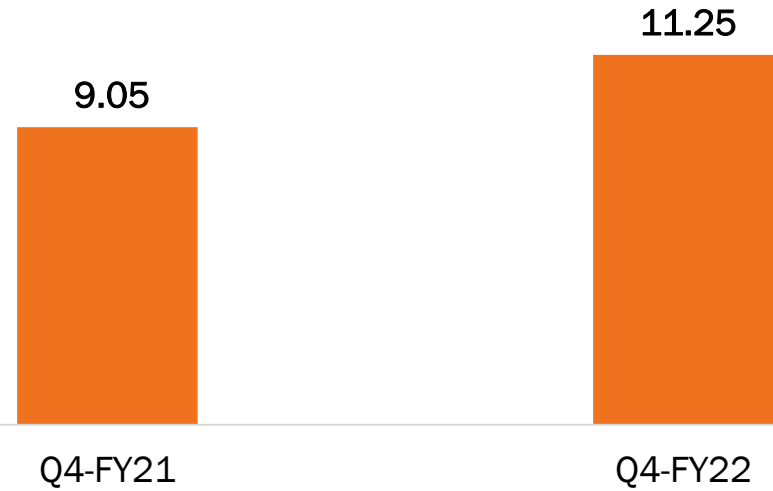
Long & Medium in MUs



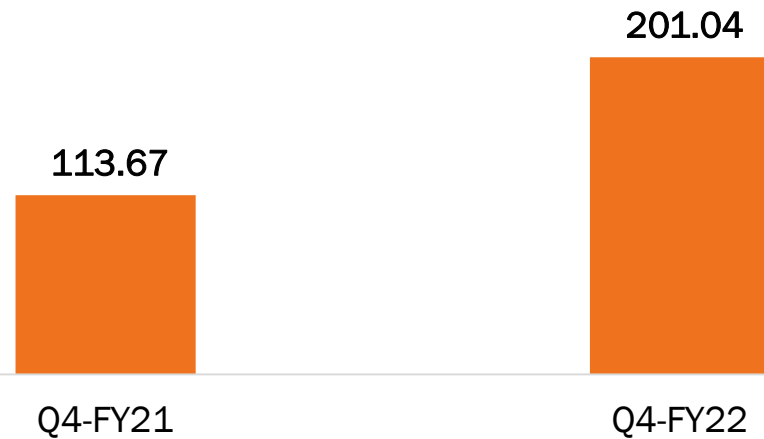
Total Operating Margin



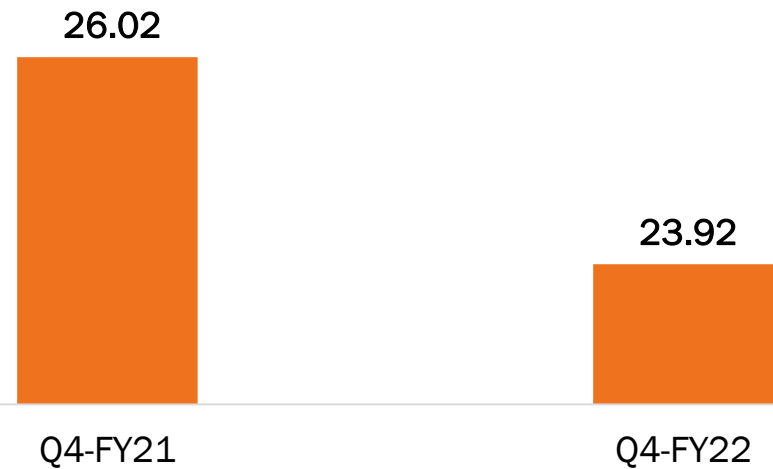
Consulting Income



Surcharge

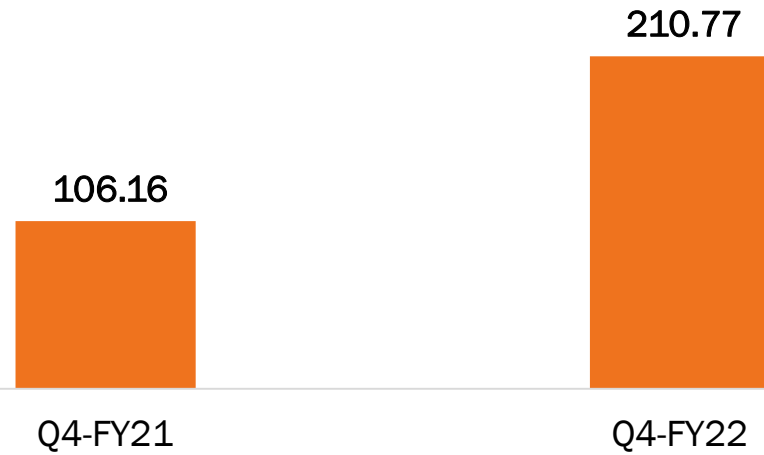


Rebate

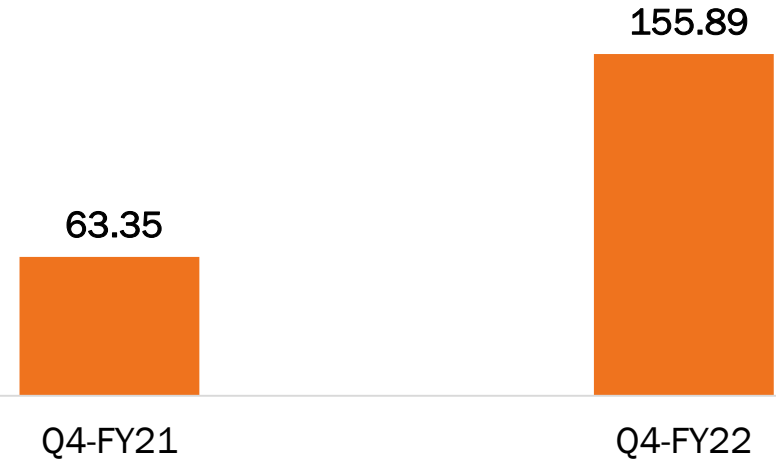


Amount in ₹ Crores

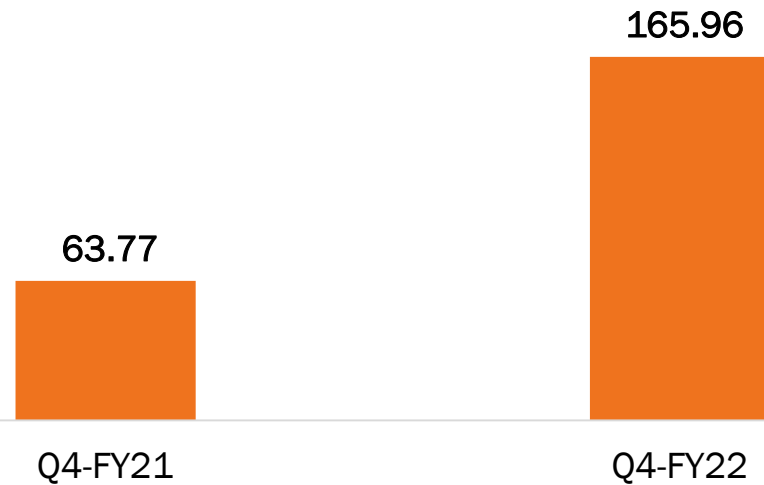
PBT



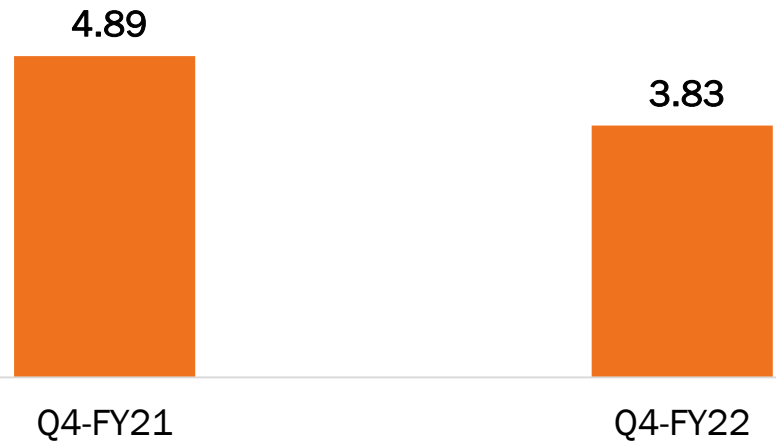
PAT



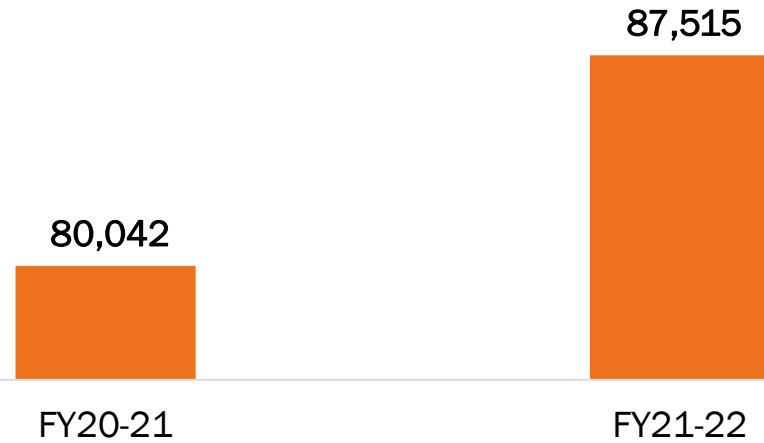
Total Comprehensive Income



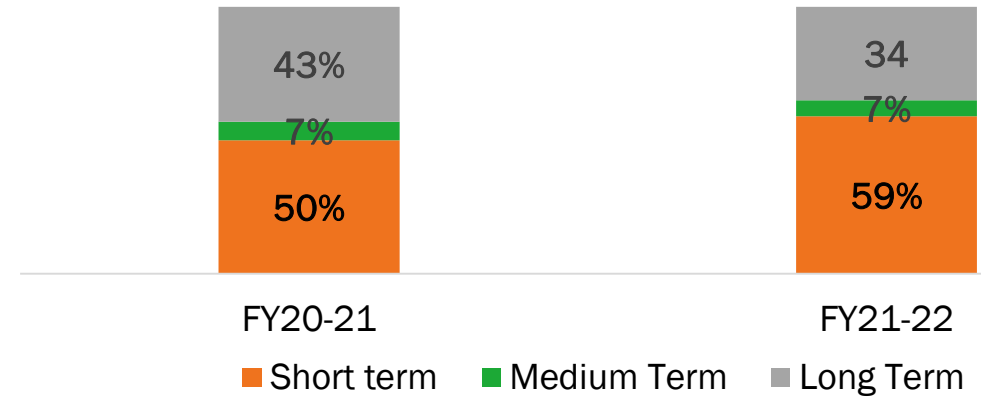
Trading Margin (including rebate) P.U in paise



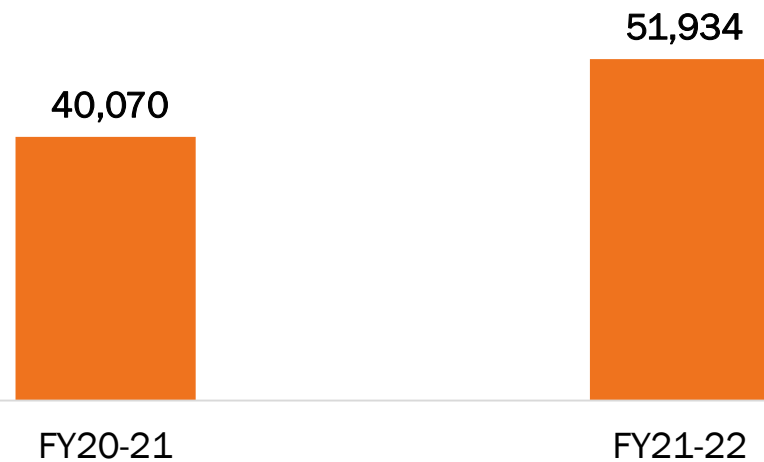
Total Volumes in MU



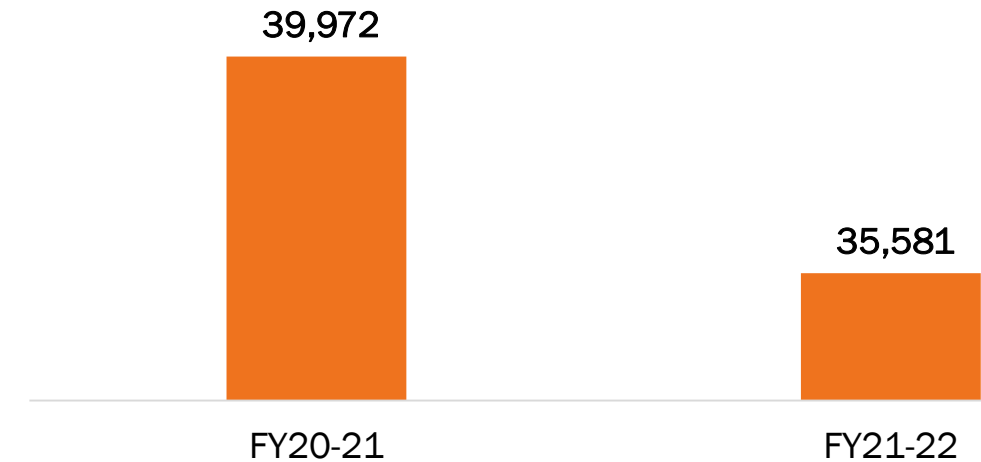
Volume Mix



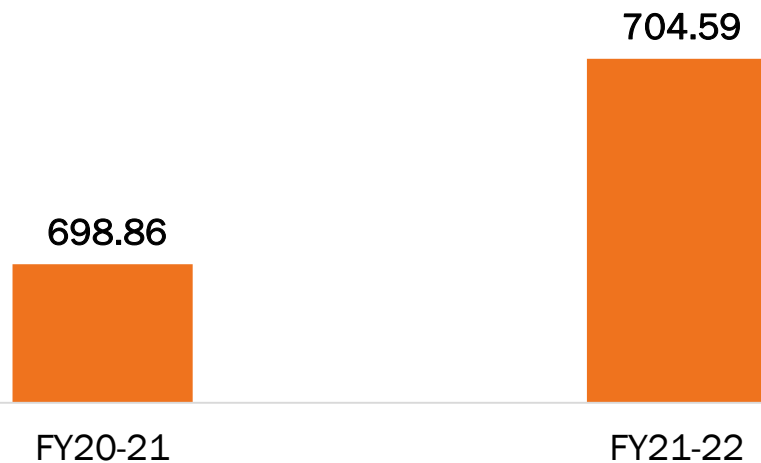
Short Term Vol in MU



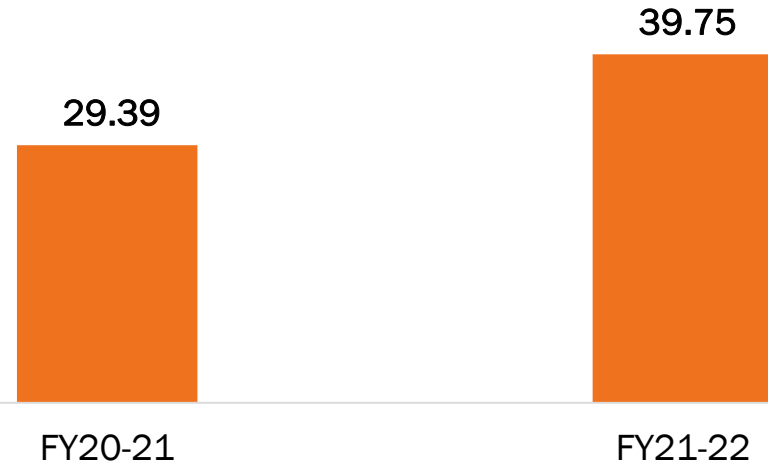
Long & Medium Term volume in MU



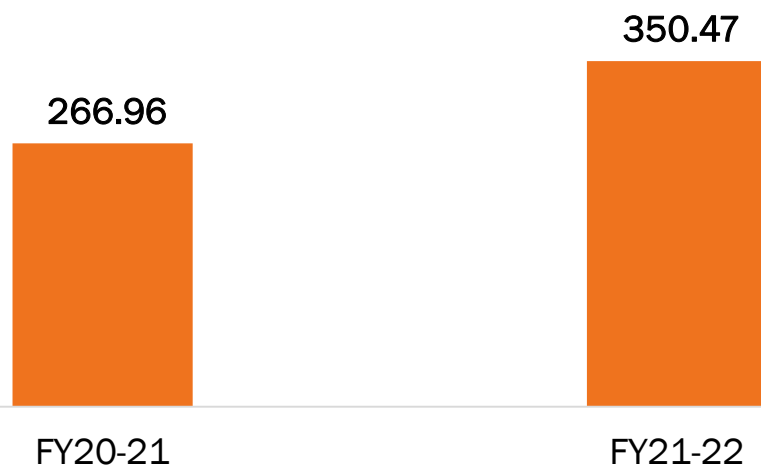
Total Operating Margin



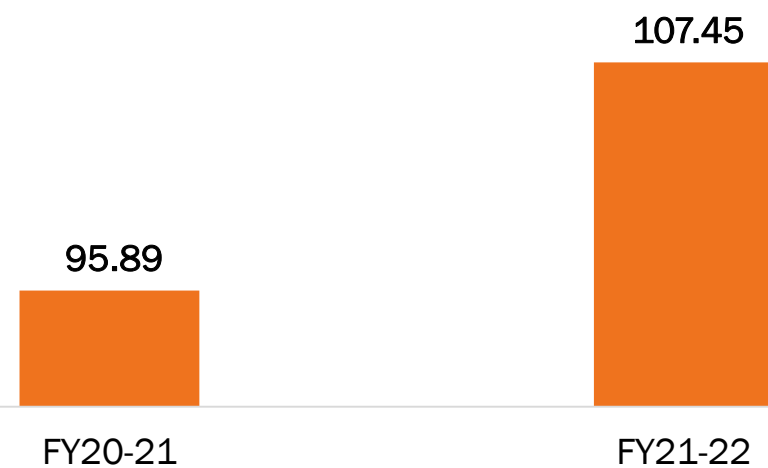
Consulting Income



Surcharge

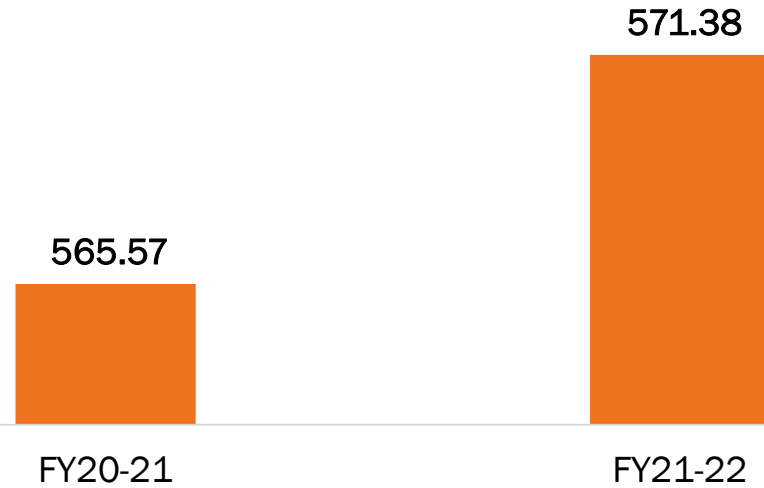


Rebate

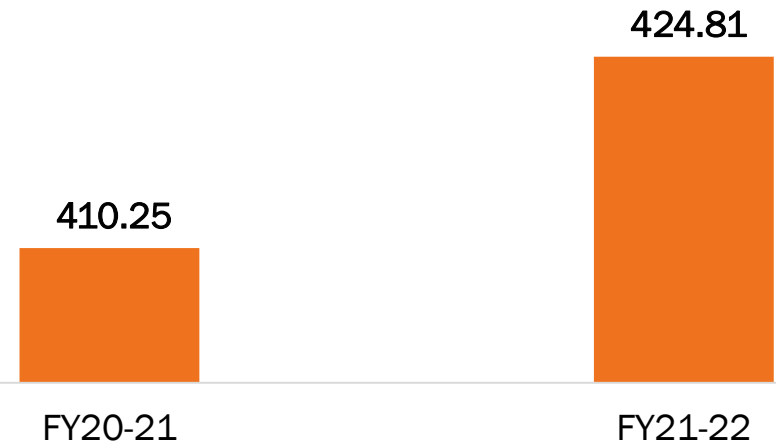


Amount in ₹ Crores

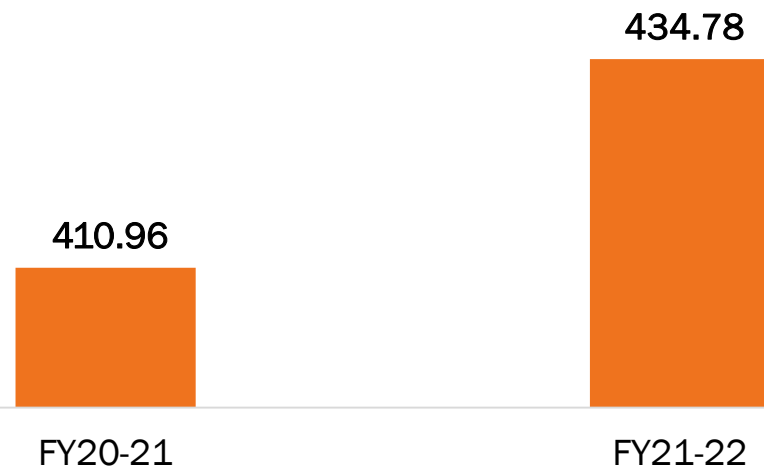
PBT



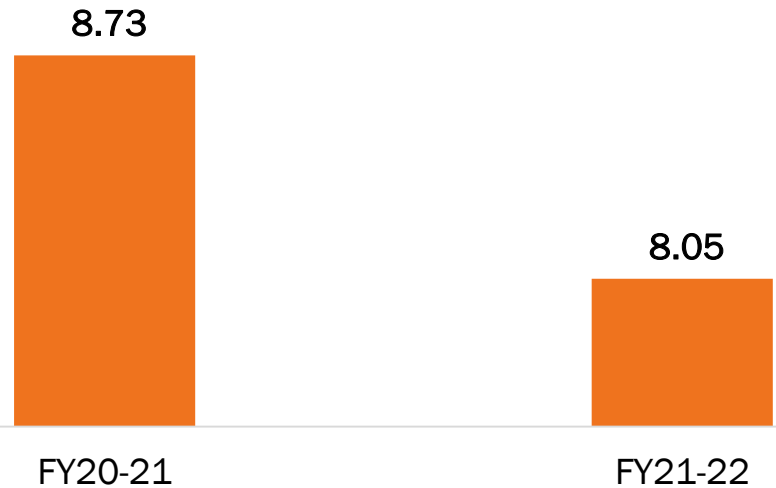
PAT

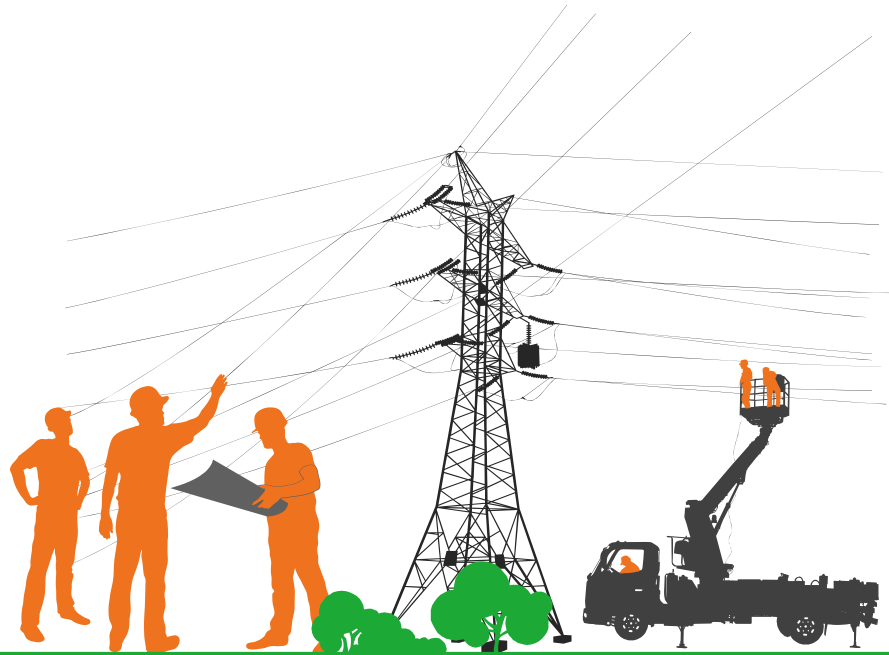


Total Comprehensive Income

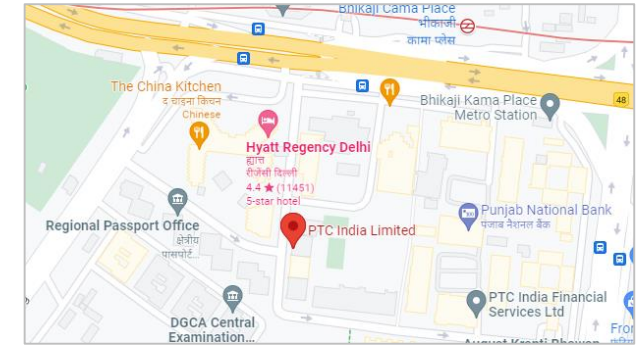


Total Margin PU (including rebate & surcharge) in Paise





Thank You



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