

**PTC India Limited**  
**Earnings Conference Call**  
**August 12, 2021**

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**Moderator:** Ladies and gentlemen, Good Day and welcome to the PTC India Limited Q1 FY22 Earnings Conference Call. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Please note that this conference is being recorded. I now hand the conference over to Mr. Deepak Amitabh – Chairman and Managing Director PTC India Limited. Thank you and over to you Sir.

**Deepak Amitabh:** Thank you. Good evening ladies and gentlemen. Our interaction with you all started almost 17 years back when we did we got listed in April 2004 and Q1 2005 was the first investor call. So, just remembering that point of time and on behalf of management team of PTC I welcome you all once again to the conference call of Q1 of 2022 results of the company. As it is the custom let me introduce you to my team members Dr. Rajib K Mishra – Director Marketing and Business Development and Mr. Rajiv Malhotra – Executive Director in CRO, Mr. Harish Saran who is the Executive Director Commercial and Operations, Pankaj Goel who is the Chief Financial Officer for the company. The investor relation team is represented by Sushant Chaturvedi and Mr. Anand Kumar obviously both of them are well known to the investors and analysts.

Since last June when we connected our annual analyst call two important policy changes have been changed EMR 2020 has been notified and is effective from 15th August 2021 just two, three days from now and also an ambitious distribution turnaround screen of more than 3 lakh crores has been lost by Central government to make the utilities sustainable. I just want to assure you that PTC is well prepared to engage with the ecosystem and benefit from the opportunities that the new market model brings and these changes present the opportunity to this capability is the current quarter performance which you have seen. I will later on after sometime request Dr. Mishra to brief us on the business impact of all these changes.

Now coming to the quarter in this quarters business performance PTC clogged a 21% increase in volume on the back of growth in short term trades and the exchange related segment. In spite of the severe impact of COVID-19 and limited restrictions on economic activities resilience of our business model helped us in clocking these growth in the numbers. The increase scheduling a power to states and our service-oriented business contributed in keeping the supply of electricity of vital lifeline of modern day economic and social activities flowing through this tough period obviously because of prevailing uncertainty the lockdown was not complete, but it was in parts but it was very intense this time the second wave, the volume was

contributed by the shorter term contract contracts. Bilateral trade in short term has met a substantial gain during this quarter the other segments of trade, long, medium term cross border have performed as expected. The real time market has contributed around 1.8 billion units during the quarter which is around 40% of total RTM volume traded during the quarter.

Now when the CFO makes a presentation later on all these figures and analysis will be shown in much greater details I have just touched upon the vital points. Now with this I will request our Director Marketing and Business Development to brief on business and likely impact of these policy level changes. Over to Dr. Rajib K Mishra.

**Dr. Rajib K Mishra:**

Thank you very much sir and good evening everybody. Just on a high note India has witnessed the highest ever demand of 200 gigawatt on 7th July 2021. This was after low demand in the month of April and May as you all know the country was affected because of the second wave of Corona did hit the country and PTC during this very tough time has maintained high level of service both in terms of meeting the demand, high level of demand and the fluctuations in the demand throughout the country. As Chaiman sir has just mentioned that we have achieved a 21% growth in the volume, but we have to see this in the terms of April and May was a period when there was a chaotic lifestyle throughout the country and the fluctuations was the dominance throughout the country, scheduling of supply was affected because of the uncertainty in demand, but we could maintain both the electricity supply and cash cycles to control the entire ecosystem in the power system.

As just mentioned by CMD the short-term volume because of the seasonal variability and the extent of uncertainty in demand was pre dominant and it reached to a level of 13 billion units in this quarter and the total volume of this was almost 53% of the total demand in this quarter. Real time market is the other segment which is more nearer to the schedule dispatch contributed almost 1.8 billion unit which was not so significant compared to the previous year so this is one product which is added to our volume in this quarter. Medium and long term contributed almost 9.3 billion unit of course we had a fixed contract for all the megawatt what we have already signed for the long term and medium term, but because of the lesser schedule this time it was less than what was scheduled in the same quarter last year.

Retail is a new growth area of course large industrial consumers are always a focus area for PTC India and I am happy to share with you that major large industrial and commercial consumer around 700 in number are PTC client today of course they are adding value to us through their power procurement in the exchanges and in bilateral, but with the opening up of the power market these are the potential high growth customer for PTC in future. In the last quarter also and the year which ended on 31st March we informed that consultancy and advisory is growing for PTC. Some of the major businesses what we have done is through energy efficiency services limited, MPAKVN distribution business in the ports and many other new important clients which we have not done in past particularly I would like to mention the five-year consultancy contract for SAREP in which we have entered a contract with SAREP

where we are going to give advisory and consultancy for the cross border electricity policy and guidance.

So this is one important area many other important ones are engineering consultancy to Talcher Fertilizer and some of the other engineering consultancy work we have got orders during the quarter. So, with this we have an order book which is what we will generally call in the business parlance un-fulfillment or others of around 150 crores and in this quarter we have completed almost 9 crore of consultancy business. We are also in the energy portfolio management business for some of the state discoms which includes demand forecasting, supply assessment, sale purchase advisory, renewable energy planning and many other activities where we are using both our domain expertise as well as the technology to cater to this requirement.

To improve our IT capabilities and the tools to do these portfolio planning we have earmarked and engaged some of the senior level executives the company and we have started a small Thethrology and consultancy center in Gurgaon to kickstart these things. This will enable us to not only develop new products in this line, but also try to give some services as a services to the discoms to make it more value add for the company. Since last couple of quarters we are discussing about pilot 2 scheme and we are at the last lag of getting the PPA signed because we have confirmed order from three of the discoms and we are in the last lag to sign the PPA as early as possible and as soon as we enter into those PPAs we will share with you all the details.

As Chaiman has just mentioned the power market regulation is one important regulation which we were expecting for long and we expect that PMR 21 will make market more widened and it will be more vibrant place where lot of new products can be introduced and some of the hurdles which we have faced PMR 2010 has been removed, there is a possibility of introducing the market coupling and many other products which internationally are available can be launched after the PMR 21. Most important is our one of our company which got the license for third power exchange in the country along with BSE and ICICI got its license on 12th May 2021 and the chief of this company operation has been already appointed, some of the technology issues are getting resolved, the consultant is in place and the products which are to be introduced through this exchange would be notified shortly and we expect that 6 to 9 months this new exchange will be up and running and it will come out with innovative new products in the market.

Last, but not the least is the recent acquisition by PTC that is IL&FS advisory business we have already intimated to the stock exchanges about this development, through this we will be taking over the advisory business of IL&FS energy and here we are going to get an order book of around 100 crore through innovation of the contracts what they are executing and with them also we are getting experience advisory people who will be giving more value to your company and the advisory business we are currently doing. CFO has mentioned about the

revamping of the distribution sector, lot of things are happening in this sector I would just mention that one of the important areas is the revamping of the distribution sector through the scheme which has been launched by Ministry of Power which is more than 3 lakh crore of scheme 50% of it will contribute for the metering and invoicing and the automation of that sector and rest will be for strengthening of the distribution network.

This is one area which PTC has played some role as you know in the advisory and in the business we have almost 8 clients whom we are selling on this area so this is a very interesting area for us and we have our plans once more details from the ministry as well as the opportunities will come PTC is going to play some role in this area. Last but not the least is very ambitious de-licensing of the distribution sector as I mentioned we are already serving the industrial and commercial consumers and there will be an opportunity for PTC to play a role once the de-licensing of the distribution such sector takes place. So these are some of the things which I thought will be important to share with the investor and analyst and I will ready to answer any other question which you have on these areas. Thank you very much.

**Deepak Amitabh:**

Thank you Dr. Mishra. Now I will request our CFO Mr. Pankaj Goel to share the certain presentation and certain highlights in detail and after that we will open for the question and answers. Thank you.

**Pankaj Goel:**

Thank you CMD sir. Thank you Director Marketing Anand bhai we will request you to approve the presentation. Now I will go through the Quarter 1 FY22 results first on a standalone basis. As you can see the volume has increased by 21%. So as I was just telling that as you can see on the screen also the volume has increased by 21% on standalone basis to 22.9 billion units from 18.9 billion units during the last quarter. The increase is as is being shown in the presentation also the increase is mainly on account of increase in our bilateral short term trade and the transaction of the exchange. The total operational income which is mainly consist of the pure trading margin, the rebate, surcharge and consultancy income in all together has increased by 17% to 135 crore from 116 crore. On the similar lines the profit before tax has also increased by 13% to 104 crores from 91 crore during the last quarter. Profit after tax has also increased by 145 to 77 crore from 68 crores. The total other comprehensive income has increased by 13% to 77 crore from 68 crore. Likewise the earning per share for the quarter stood at Rs. 2.6 as against 2.29 during the last quarter.

Now I will go through the figures on the consolidated basis. As you can see that on a consolidated basis our profit before tax has increased by 29% since in the PTC contribution in our other subsidiaries like PTC financial services and PTC energy limited is also contributing in this on a consolidated basis so accordingly the profit before tax has increased by 29% to 183 crores from 142 crore during the last quarter. The profit after tax has increased by 36% to 136 crore from 100 crores. The total other comprehensive income has also increased by 50% to 149 crore from 99 crore and earning per share on the consolidated basis stood at Rs. 4.06 as compared to Rs. 3.07 during the last quarter. Thank you all.

**Moderator:** Thank you very much. We will now begin the question-and-answer session. The first question is from the line of Ankush Agarwal from Artify Capital.

**Ankush Agarwal:** The question is when PTC says that they have 40% to 50% of volumes on the power exchanges does this volumes largely represent electricity transacted by PTC on its own account and the resold to others will some margins?

**Dr. Rajib K Mishra:** The PTC is basically a trader member in the exchanges and any buyer or seller can approach PTC to do the transactions on their behalf if they are a registered member through PTC. So, we are doing these transaction on behalf of buyers and sellers when I say buyers it has to be discoms or any other consumer and when I say seller it will be some independent power products, other generators who are interested to sell it on the exchanges. So, any volume or the market share what we are discussing is represented both the buyers and sellers who are transacting through in the exchanges through PTC.

**Ankush Agarwal:** The second part of the question is does it represents volumes transacted by PTC on behalf of its client for a flat trading fee?

**Dr. Rajib K Mishra:** Unlike the exchanges where the margins are fixed for buyers and sellers PTC being an intermediary it is not fixed, but it depends upon the different contracts and agreements we have with the clients.

**Moderator:** Thank you. The next question is from the line of Mohit Kumar from DAM Capital. Please go ahead.

**Mohit Kumar:** What is the status of divestments of PTC energy and PTC financials?

**Rajiv Malhotra:** Mohit to answer your question like we have been in touch with you guys earlier the PTC energy divestment there are some definite developments and we are end of closure to concluding that in terms of having definite offers and so on. PFS and by now have also notified it is in public domain that we are experience a kind of pause because this point given the environment we are not having any material development to report on this. Hence we are in a kind of a pause situation the intent remains and whenever there is a material developments as far as further progress on this we will be notifying you.

**Moderator:** Thank you. The next question is from the line of Rohit Natarajan from Antique.

**Rohit Natarajan:** What will be the role of exchanges and traders in a post MBED world what is the outlook on converting unsigned PSA of solar power plant into business opportunities for PTC India?

**Dr. Rajib K Mishra:** Post MBED that means the entire power will not be dispatch through merit order dispatch which is in practice today, but through a mechanism where the variable cost will be identified in the exchanges. Therefore it is more a dispatch mechanism rather than a market. So post

MBED the already entered PPAs will dispatch through the least variable cost our plan first and it goes on keeping ramping up till the demand meets the (inaudible) 24:21. So, the exchanges will enhance to a great extent because the entire thing will be decided, the variable cost determination for scheduling will be decided at exchanges, role will be very important there. Similarly the trader if there is something in the activity in the exchange intermediaries has its own role and to take all the dispatched power intermediaries can play role those who are interested to take their services. So, this is what my understanding at this point of time, but certainly the market will broaden to a great extent both for the exchanges as well as for the intermediaries post MBED.

**Harish Saran:** Yes sir I fully agree that market will be expanded and there was another part of the question regarding solar PSAs if I am right. Solar PSAs are not going to get affected as of now because initially the MBED will be started with the conventional power so solar PSAs will not get affected.

**Moderator:** Thank you. The next question is from the line of Manaj Agrawal from Ramesh C. Agrawal & Company.

**Manoj Agrawal:** What is dividend policy of PTC India Limited and whether they would be announced first interim dividend for FY2021 and 22?

**Management:** Our dividend policy is well defined and we have been sticking to it since the time this was announced and we are committed we are guided by a dividend policy which specifies that at least 50% of the profits as distribute profits under normal circumstances and we want to be recognized as a shareholder friendly company and obviously are guided by our board and capital allocation policies in such matters. So we are sticking to our policy and it will not be adjusting to make any future statement in this analyst conference as per SEBI LODR.

**Moderator:** Thank you. The next question is from the line of GD Mundra from My Temple Capital Advisors.

**GD Mundra:** Kindly clarify the reason for the lower margin PU from 5.85 paisa to 5.51 paisa?

**Dr. Rajib K Mishra:** To explain it simply Chairman has started the deliberations saying that the volumes was mostly contributed or largely contributed by the shorter term of supply where the margins are slightly low. The longer term and the medium term has better margins so as the volume in the longer term and medium term due to Corona effected demand was lesser in percentage the overall margin has slightly come down, but this is again a temporarily phenomenon and it keeps on changing because the long term and medium term contracts are fixed contracts and only the scheduling during this period was lesser so we expect that this can be recovered back to normal once the entire load will come back to the normal demand curve.

**Moderator:** Thank you. The next question is a followup question from Mohit Kumar from DAM Capital.

**Mohit Kumar:** What are the opportunities available under discom revamp reform scheme for PTC?

**Dr. Rajib K Mishra:** This scheme is going to change the capability of the supply companies in the country both the distribution and supply company. So, the network is going to improve and the most important thing is metering and collection is going to improve. So, directly if you ask me the improvement in collection will help us in collecting more from the discom and in time that is one, but indirectly there is a business opportunity for us in the consulting and the advisory space and we are trying to find out what best we can take out from this once the details or entire thing comes to us.

**Moderator:** Thank you. The next question is from the line of Amit Karawat from Global Financial Services.

**Amit Karawat:** Up to what time it is expected to start power exchange of PTC and is there any more plan to divest shareholding in the company?

**Management:** See it is a separate company and as Dr. Mishra had already told in his introductory remarks that they have appointed a Chief Operating Officer and other hiring are also taking place simultaneously the technology front they are working, democrats have been going on. So, as we understand and Dr. Mishra can correct me that it should become operational during this current financial year.

**Dr. Rajib K Mishra:** Yes you are right in saying that by 31st March certainly it will be operational.

**Management:** The second question which you have raised that our answers are very straight we are bound by the power market regulations and as we will our shareholders will be reflection of the power market regulations.

**Moderator:** Thank you. The next question is from the line of Devesh Agarwal from IIFL Securities.

**Devesh Agarwal:** Two questions first update on Pranurja starting its operations, any update in terms of power ministry, consultation, paper on MBED and market coupling and with phase 1 likely to start from April 22, what changes will this bring and will this be achieved on the proposed date?

**Management:** Any such type of paper brought out obviously it is upon the ministry of power to take a decision from when it is going to be applicable it is being discussed MBED and in my understanding they have yet notified the dates from which is going to be affective the discussions are going on and any other this thing Dr. Mishra you want to add anything regarding exchanges etcetera.

**Dr. Rajib K Mishra:** Sir you rightly said that as far as the Pranurja is concerned we are trying to rather we will expect the exchange to be operational in this financial year by 31st of March as far as the MBED implementation is concerned this is a paper which has been circulated to all the stakeholders including the states who will participate through this and they are trying to get the opinion and the views from different stakeholders in this. So, this will be a major revamp of the power

market of course the timeline has been notified in the paper which was circulated, but keeping the major change involved we are keeping our fingers crossed that it can be implemented as per the timeline what they have given and any other question which was there as the part of the long question which is unaddressed.

**Moderator:** Thank you. The next question is from the line of Aseem Individual Investor.

**Aseem:** What is the thought of the PTC India management regarding proceeds from the sale of PTC Energy, with those be dividend out are retrained for other purposes?

**Management:** As we have stated we have stated our dividend policy and whatever we will do we are very concerned about the shareholders, friendly outlook. So it is too early to say what will happen to the money and when the money is going to come all those issues let the transactions get completed then we will be in a much better position to answer these questions.

**Moderator:** Thank you. The next question is from the line of Rupesh Sankhe from Elara Capital.

**Rupesh Sankhe:** Post MBED and market coupling is there possibility of exchange margins reduction from CERC, what will be our shareholder in PTC exchange also what kind of market share we are looking at in exchange?

**Management:** Can you repeat the question.

**Rupesh Sankhe:** Post MBED and market coupling is there possibility of exchange margins reductions from CERC, what will be our shareholder in PTC Exchange also what kind of market share we are looking at in exchange?

**Management:** About the margins, etc., it is too early to take a call on that because that is a regulatory domain and the regulators will be in a best position to tell what is in their mind we cannot make a comment on behalf of regulatory. Now about the shareholding pattern we have already answered in the previous question that this will be reflective of the regulations which we are till date we are complying and we will continue to comply with the regulations and thirdly that what we have stated see PTC has separate company, Pranurja is a separate company we are one of the shareholders that company will be bringing out its own business plans, etc., when the things can be answered, but we believe we have always stated one thing that it should get good competition because good competition is good for the overall market and for all the stakeholder whether seller, buyer or transmission suppliers or a coal supplier is good for everyone that is all I can say, but Dr. Mishra if you want to supplement please go ahead.

**Dr. Rajib K Mishra:** No sir you have answered all the questions I mean if anything else they have to ask they will make it more specific, but always you have answered.



**Moderator:** Thank you. The next question is from the line of Mohit Kumar from DAM Capital. Please go ahead.

**Mohit Kumar:** Do you want to become a member of Pranurja?

**Dr. Rajib K Mishra:** Right now, it is very difficult to say what the status of PTC as a trader will be in the new exchange and at the time of operations of the new exchange we will decide whether we will be doing the business through the existing exchanges or the new exchange which will come in due course. So, it is preempted to tell whether we will take membership or not.

**Moderator:** The next question is from the line of Ankush Agarwal from Artifacts Capital. Please go ahead.

**Ankush Agarwal:** Clarification the earlier question of mine where you said that most of the volume that we do on the exchange basically on corporate client for fixed margin, so I wanted to understand over here what is the value addition that is provided by PTC for its client so that they comes to the exchange through PTC not directly what is the role played by PTC?

**Dr. Rajib K Mishra:** See I will always say this question has been asked even as a trader since 2004 when I said that we got listed in 2004 that why cannot a generator directly sell and why I cannot a utility directly buy, but that is the dynamics that you have to keep adding value and we have been continuously adding value and that is the reason people on the buy side and on the sell side on exchanges have been using our services. So, I think the best answer can come from the people who are at least utilizing our services, but we give them the flexibility and multiple flexibilities it is a product basically it is a value-added product which we keep creating and till the time people will keep seeing the value they will keep coming back to us.

**Ankush Agarwal:** So could you just highlight some of the points like do you help them placing the bids do we help them some kind of data analytics?

**Management:** Yeah everywhere we are helping as you are seeing all these areas I would say Dr. Rajib K Mishra if it is required, but every area, scheduling, dispatching and helping them out what is the best way so it is not that with management itself is a very, very complex process, what time, when should you, how much to increase, how much to decrease everything PTC is helping them out, but Dr. Rajib K Mishra if you can explain in slightly more detail please go ahead.

**Dr. Rajib K Mishra:** Yeah sir you rightly said that there is not only one product which we are discussing and even the MBED does not describe all the other products which are there in the market right pointed out by Harish that renewable is still not under that and many products including RTM market will not be under MBED. So, when you are trying to supply as a generator or when you are buying as a consumer your profile has to be matched to the best fit curve depending upon the optimization of power procurement. Now this is a complex process it is not that simply you schedule your power a day in advance through any mechanism whether it is merit order

dispatch or through MBED mechanism and the work is done. It is a continuous process and to assist a buyer or a seller to match the best fit curve to for the optimization of their procurement or sale the expertise both in terms of the individual domain expertise or the technology support PTC would be provided to make it a value add and we have always mentioned that in past and we will just repeat it that almost 80% of the cost of a discom is from the procurement cost power. Therefore, if you can say even a 1% of it is a huge number. So, PTC always believe at the maximization both in terms of selling power IPP and minimization of the power procurement cost of the discoms and other consumers will be of a great help if PTC can contribute in that and that is the value-add PTC has provided to our customers.

**Ankush Agarwal:** That was very helpful the reason that I was asking this question is it is that the market I mean we have quite a number of discoms and all discoms are member of exchange as well, so I assume those members would be trading on exchange directly as well and through PTC as well. So what would be the reason when they are doing it directly as well as through PTC as well that is where I was coming from asking this question?

**Dr. Rajib K Mishra:** The simple answer is this they have some of the discoms might try it themselves, some of the discoms might try through PTC if PTC is adding value to what I just mentioned to you certainly a company like PTC will be greater.

**Ankush Agarwal:** And do you think like one another exchange coming up and now we will have three exchanges and we have been talking about the new exchange a lot of technologies innovation, so do you think that we are doing currently those kind of value addition would be incorporated by the exchange themselves?

**Dr. Rajib K Mishra:** The exchanges are platform and we are a service provider intermediaries so our domain are slightly different from what the exchanges can provide they need to be neutral transparent and to the best extent agnostic to the buyers and sellers. So if that is the scenario suddenly are going to be slightly different because we can do advisory we cannot do advisory so this is the basic difference I can tell at this moment.

**Ankush Agarwal:** So the exchange transaction that we do is on a advisory route would that be a good understanding?

**Dr. Rajib K Mishra:** I mentioned that the exchange are agonistic, neutral, transparent and then they cannot provide any advisory or guidance to buyers and sellers. As an intermediary we can do all this.

**Moderator:** Thank you. The next question is from the line of Mangesh Kulkarni from Almondz Global Securities. Please go ahead.

**Mangesh Kulkarni:** A consultancy business we have mentioned that we have pipeline of Rs. 150 crore additionally acquisition of IL and FS it will go up by about 150 crore how much will be booked in current financial year?

**Management:** These are some of the numbers which are ordered which need to be serviced and then only it converts into the topline. So as far as our understanding is concerned we have clogged around 25 crores this financial year and we expect that we will be getting substantial numbers although the IL&FS transaction is for incomplete year that is not for the full year, but we feel that this will bring substantial numbers to add to whatever we have done.

**Moderator:** Thank you. The next question is from the line of Mohit Kumar from DAM Capital. Please go ahead.

**Mohit Kumar:** Any thought on divestment on Teesta Urja Limited 1,200 MW capacity?

**Management:** What we have seen is that one of the companies has started taking up position by acquiring the existing shareholders and they have also been approaching us. So at present this is the information which I can give what will happen, how much time, etc., we will not be in a position, but yes they have started approaching us also.

**Moderator:** Thank you. The next question is from the line of Anshuman Ashit from ICICI Securities. Please go ahead.

**Anshuman Ashit:** Sir the first question in your outlook on medium term and long term volumes and the margins consequently as we see the net margins x on rebate and surcharge currently is around 3.3 paisa which is quite low, so what is the outlook on this if you could throw some light on it?

**Management:** See Dr. Mishra and Pankaj Goel will be answering in detail, but what I am just saying that see this margin arises out of contract so whether it is 3.3 paisa and the rebate and the surcharge all those things arise from the contract so we are managing a contract. So in managing the contracts whatever margins we do for us ultimately that is the money which come to our top line and bottom line.

**Anshuman Ashit:** And sir outlook on the long term and medium-term volumes?

**Management:** And also let me just complete the last question also and also see this short term itself has been growing since 2004 because what happens the market size may be between 5% it was varying 5% and 8% and 10% and 11%. The power size has also been increasing for last 16 years, 17 years. So, whatever we keep adding the medium term, long term etcetera, but the short term also keeps increasing and for doing short term our additional cost are very minimal so even at the lesser margins it make sense for us to cash that also f there is not hardly any cost associated with that and whatever margin we keep getting is coming back to our total operating margin

and into our PBT Now, regarding the second question which you asked that yes medium as we administered in the very beginning that 2,500 megawatt medium term the price was discovered last year when the first wave came after that again traction be build up in the month of January, February, March and we were at a very advance stage, but then the second wave came so there was a setback of couple of months, but we believe that from now till September also we should be able to freeze what we can freeze during the year subject to keeping the figures crossed that there is no third wave which is going to come.

**Anshuman Ashit:** The complete 2,500-megawatt medium term will be tied up at the center?

**Management:** I cannot say about 2,500, but more than 1,000 megawatt where lot of things are happened it is not only the contracts are not been signed, but a lot of activity before signing of contracts have happened. So we like to begin with that first and as I said in one year time if you are getting impacted for two months plus two months four month by certain ways there is so much of chaos obviously the confusion is there and that is the people at that point of time when there is no demand certainty what do utilities and everyone does they just resort to the short term market. So there are so many things which are happening, but we believe that it should be more than 1,000 megawatt how much it is going to be there let us wait for next three months or six months maximum.

**Anshuman Ashit:** And sir the second question is on the receivable so if you could share the current receivables level and the major states from which are the receivables are pending?

**Management:** I will refrain from saying which are the exact states, etc., because there are certain commercial thing which happened, but yes my CFO will answer all other questions what was the loan as on 30th June, what is the working capital, how much is the per day sale what was last year first quarter this year first quarter all those things let the CFO will give an answer.

**Pankaj Goel:** As you are rightly saying sir during our quarter our total receivables stood at around 7,811 crore as against in March we have an outstanding debtors of around 5,830 crore. The increase is basically because in our business there is a seasonality is a factor and because of the seasonality thing our debtors is increased particular in the June quarter and the real comparison of the debtors will see the June 19 quarter. So, in the June 19 quarter also our outstanding debtor was around 9,000 crore and in this June 21 quarter our receivables has come down to 7,000 crore. So because as we are all aware that in the June the hydro season come, there is a huge generation from the hydro projects so that power comes in and our turnover basically increase in the June quarter. So, as Chaiman was rightly saying that our turnover if we see on a average day basis so our turnover has increased from 12 crore from March to June on a per day basis and our average working capital we maintain around 30 days of working capital so if we multiply these 30 days working capital with 12 days increase in turnover 12 crore per day increase in turnover so that amount to around 400 crore and that is the only increase which is showing in our net working capital cycle so that is all from my side.

**Management:** And about the states, etc., let me just say states are those states let me just say states are those states where we are very comfortable, we have been in the business for last almost 19 years of actual trading. So whether these states are Northern states like Jammu Kashmir or states like Bihar these are something which we are very, very certain that all the money which we will get them along with the delayed benefit these also accrue to us.

**Anshuman Ashit:** Sir my final question is on the performance in the RTM and the GTM market if you could share the numbers for this quarter?

**Management:** Yeah the RTM number we have just mentioned it is 1871 million units and we mentioned that it is around 48% of the total volume GTM market also we have substantial market share in the range of around 30% to 40% during this time.

**Moderator:** Thank you. The next question is from the line of Rohit Natarajan from Antique.

**Rohit Natarajan:** What is PTC plan to increase long term trading volume with increasing share of RE is PTC eyeing on an opportunity there for instance can PTC convert unsigned PSA of solar power plants to bridge the issues we keep hearing as of now?

**Management:** I think the person who has asked the question I mean he has given the answer also yes we have been looking at it very intently and lot of discussions keep taking place about the RE unsold power, etc., how to make it and how to convert as we said in 2013-2014 also in thermal, etc., that everything is not necessary going to be 25 years or 35 years, but that will undergo a changes. So, today RE is only 25-year market, but we believe that with the type of new product development which we are also trying to do with business development people are trying to do we should be in a position to offer some solution and secondly the second question was regarding what was the regarding what was the second part of the question.

**Rohit Natarajan:** With increase share of RE is PTC eyeing on an opportunity there?

**Management:** I will answer the second part.

**Rohit Natarajan:** For instance can PTC convert unsigned PSA of solar power plants to bridge the issues we keep hearing as of now?

**Management:** Yeah I have already answered that.

**Dr. Rajib K Mishra:** Yes sir you are rightly answered all the parts of it, but just to remind all our investor community and the analyst that PTC was pioneered in the first pilot of wind interstate sale of 1,050 megawatt and from then the nodal agencies like SECI and MBBN has done some business, but we still feel that there are lot of new initiatives problem in the medium and long term for the renewable can be seen and there can be different ways of handling the major issue currently being faced by these two agencies. So, we are trying to develop some of the products which

we are discussing both with the policy makers as well as the with the market participants. So, we are very keen that in the renewable space PTC can contribute something and as because it is one growing area we are keeping a close watch on this.

**Management:**

And one more thing which I wanted to add see our neighboring countries also the generations have been going up there. So, there is going to be a good traction like Bhutan as we did in Chukha Karichu in the beginning of our birth then Tala came which was a 1,000 megawatt then we converted Mangdechhu in 2019 and I am sure this way Punatsangchhu-I and II are also being developed there has been an unusual delay because of certain structural changes which had to take place, but in next two to three years' time those power plants running into 1,000 of megawatt will also be coming up and as PTC has been consistently demonstrating that Bhutan all the powers we have been able to sign the PPA and the PSAs also. So going time those opportunities are going to be there and also Nepal also developments are there, some more hydro plants are coming up and IPP of Nepal and the Nepal that is the authority we are all in dialogue with each other. So, in other renewable that when he is talking about solar, etc., in hydro also whatever happens in the future whether in India or our neighboring other than what is being done by NTPC and NHBC, etc., PTC will be playing a very important role there also.

**Moderator:**

Thank you. Ladies and gentlemen that was the last question. I now hand the conference over to Mr. Deepak Amitabh for closing comments.

**Deepak Amitabh:**

Thank you very much. Thank you the investor and the analyst community for being patient and with wonderful question which have come today as I have always repeated your questions give us the guidance also because it is a ever changing dynamic situation and lot of disruptions which keep taking place, but within this discussion we have been performing and we will continue to perform. Thank you very much and thank you all on behalf of all my management team.

**Moderator:**

Thank you. On behalf of PTC India Industries Limited that concludes this conference. Thank you for joining us, you may now click on exit meeting to disconnect. Thank you.