



PTC INDIA LIMITED

INVESTOR PRESENTATION
Q3 & 9M FY23



01

Company Overview

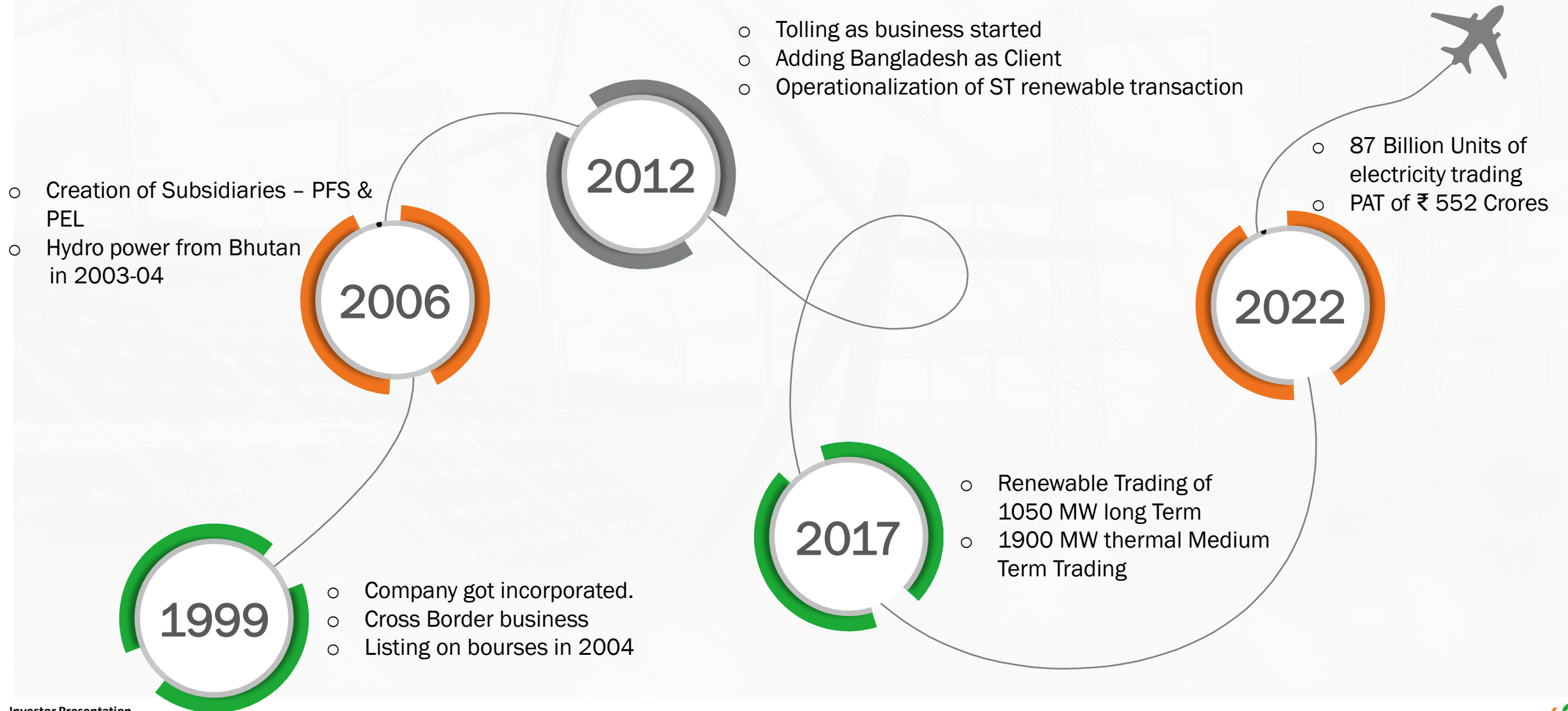
02

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



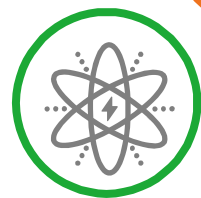
Introduction of Short Term Market



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)

28

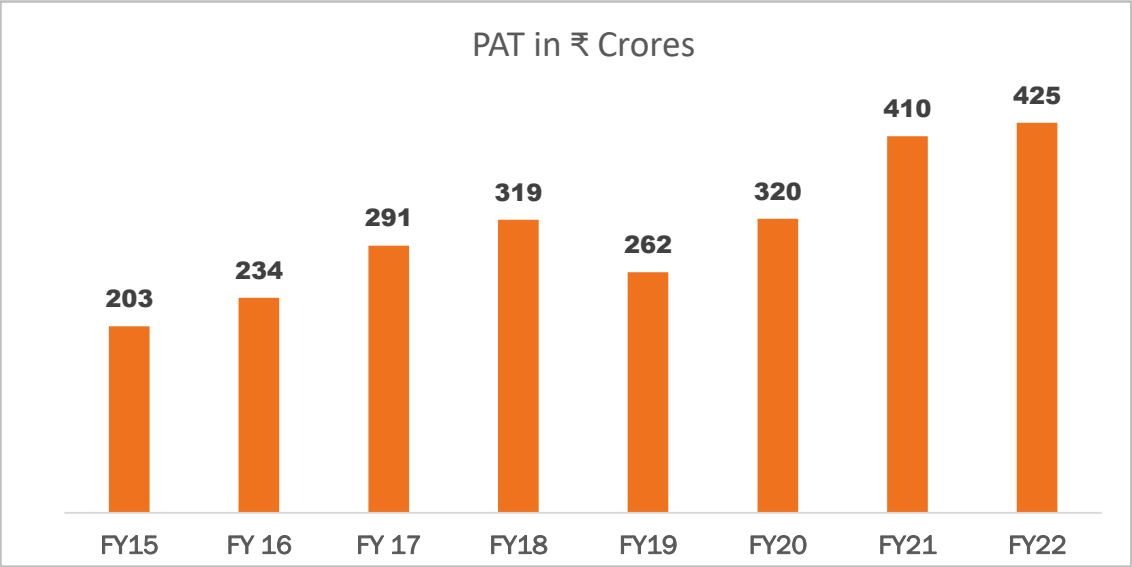
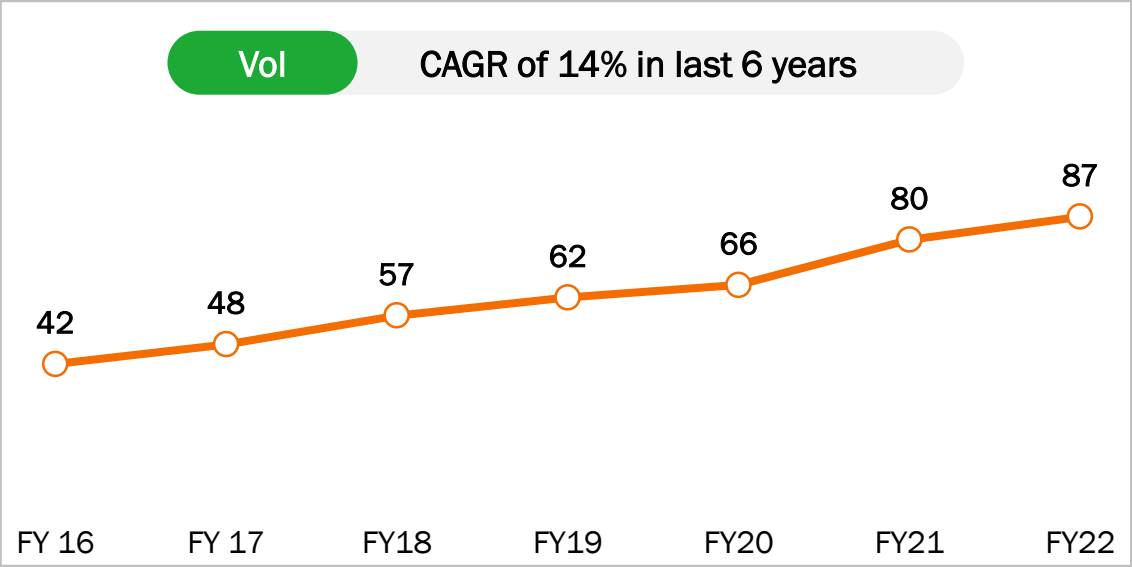
Supplying power to 28 States/UTs

3

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

700+

Over 700 Industrial (Retail) Customers



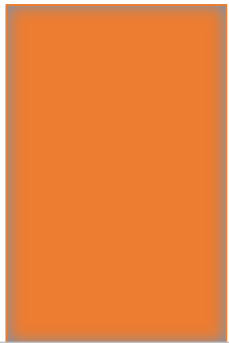
Financial Overview

Q3 FY23 (Standalone)



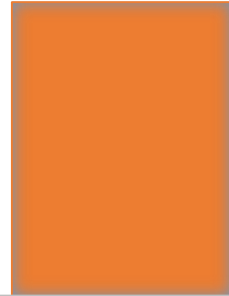
PBT (INR CRORES)

105.97



Q3FY22

105.19



Q3FY23

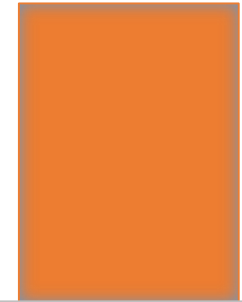
PAT (INR CRORES)

79



Q3FY22

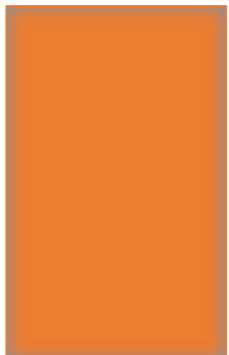
78



Q3FY23

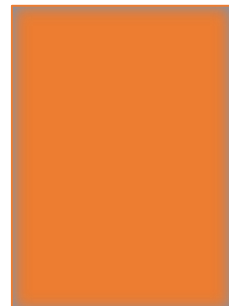
TOTAL COMPREHENSIVE INCOME (INR CRORES)

79.29



Q3FY22

77.33



Q3FY23

Trading Margin (Paisa / unit)

2.51



Q3FY22

3.09



Q3FY23

Total Operating Margin

131.10



Q3FY22

127.55



Q3FY23

Consulting Income

9.22



Q3FY22

15.44



Q3FY23

Net Surcharge

52.44



Q3FY22

58.11



Q3FY23

Net Rebate

29.85



Q3FY22

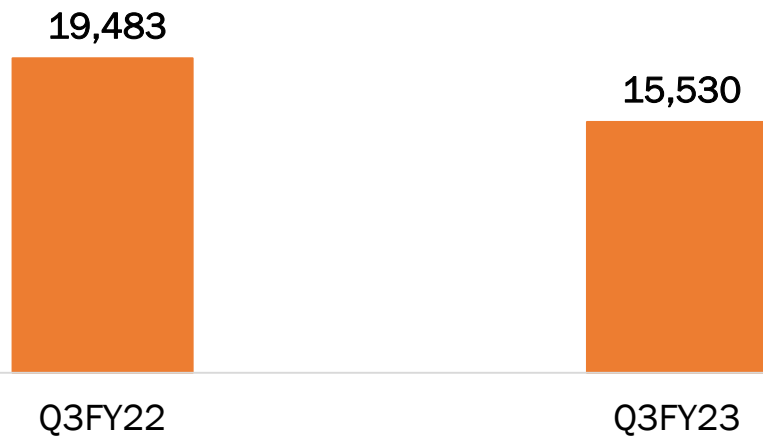
21.42



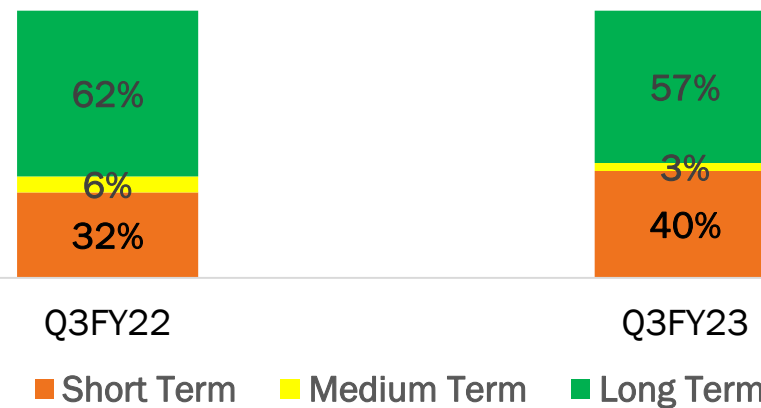
Q3FY23

Amount in ₹ lakhs

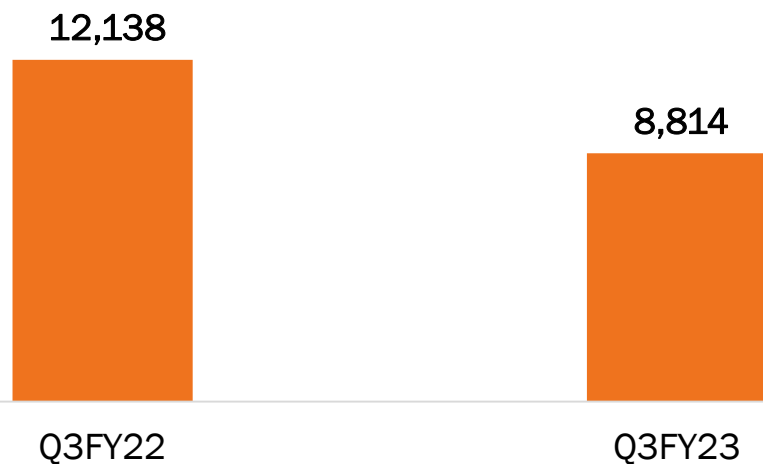
Total Volumes (Mus)



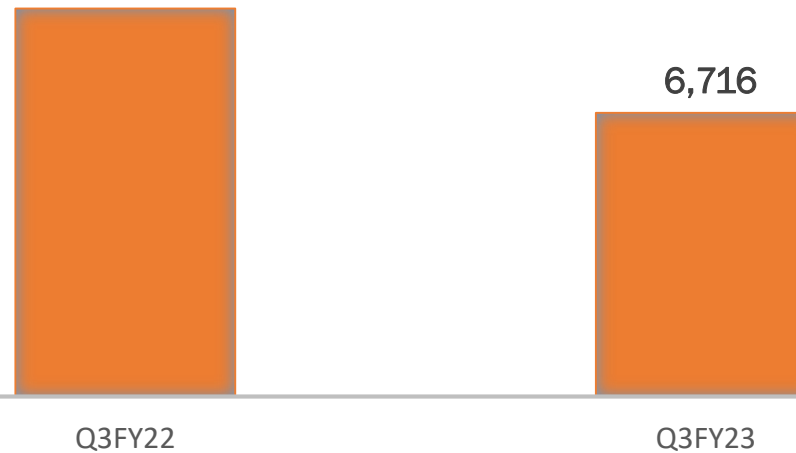
Volume Mix



Short Term Vol in MUs



LONG & MEDIUM TERM IN MUS



Financial Overview

9M FY23 (Standalone)



PBT (INR Crores)

360.61



9MFY22

289.32



9MFY23

PAT (INR Crores)

268.92



9MFY22

214.40



9MFY23

Total Comprehensive Income (INR Crores)

268.82



9MFY22

214.04



9MFY23

Trading Margin (Paisa / unit)

2.91



Q3FY22

3.28



Q3FY23

Total Operating Margin

437.02



9MFY22

362.40



9MFY23

Consulting Income

28.50



9MFY22

38.90



9MFY23

Net Surcharge

149.43



9MFY22

105.18



9MFY23

NET REBATE

83.54



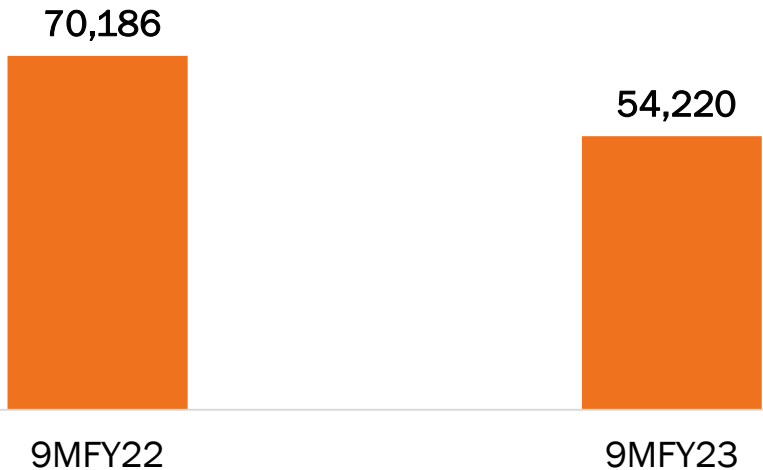
9MFY22

79.11

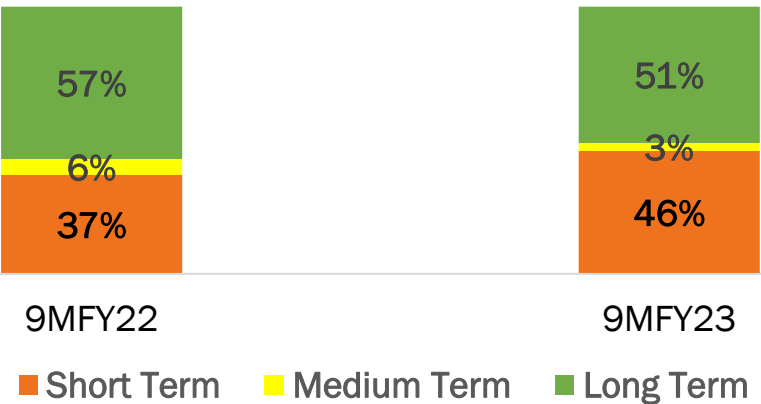


9MFY23

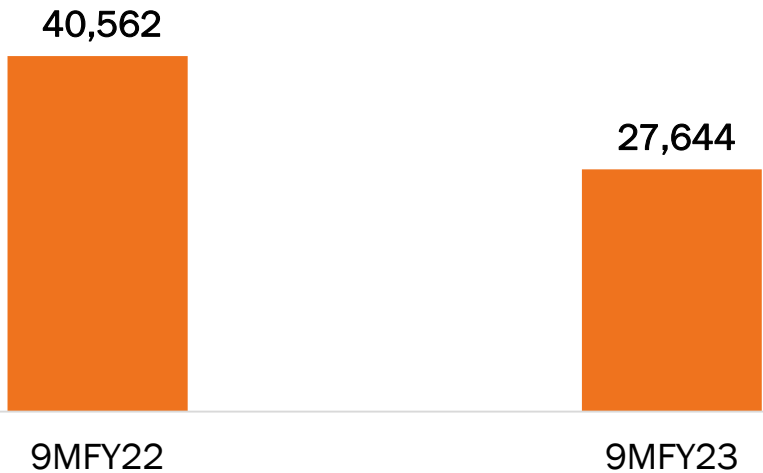
Total Volumes (Mus)



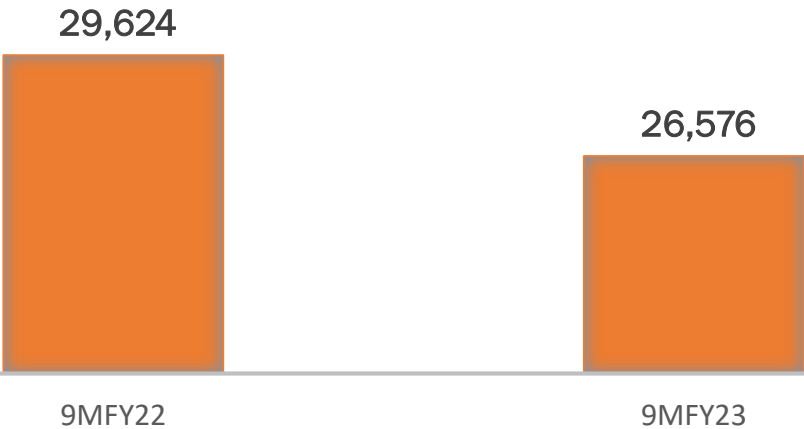
Volume Mix



Short Term Vol in MUs

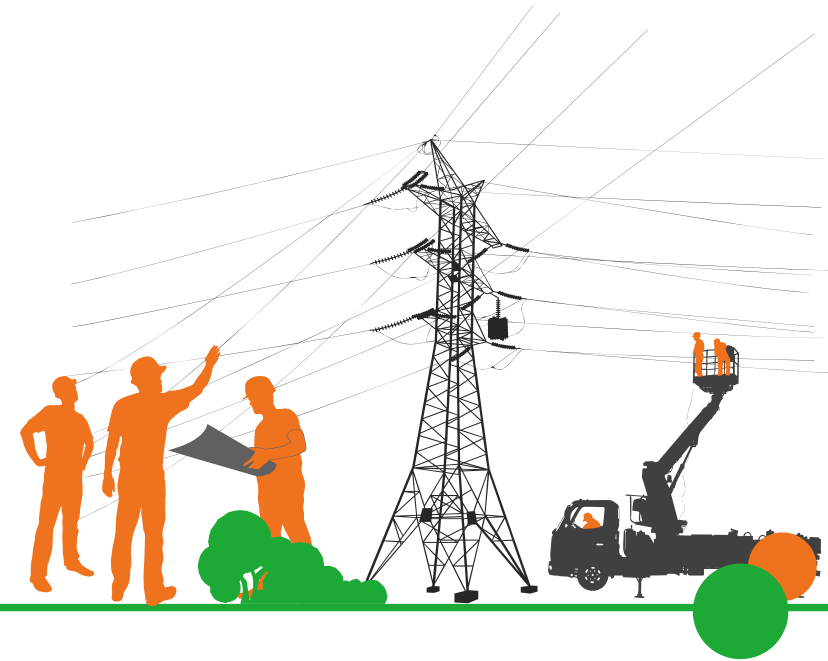


LONG & MEDIUM TERM IN MUS

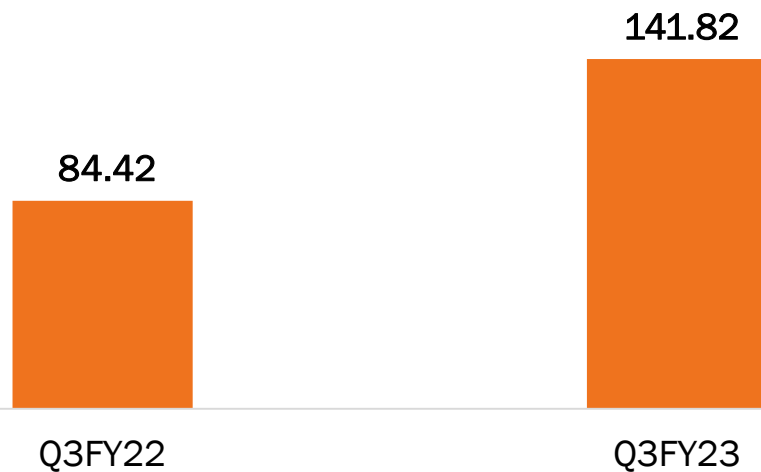


Financial Overview

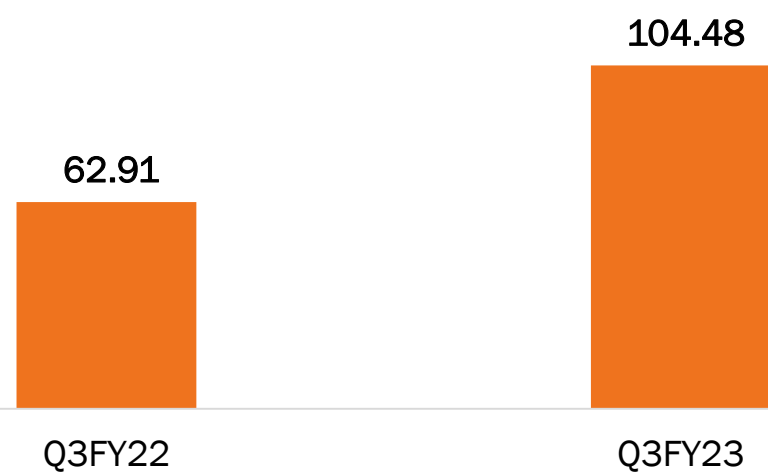
Q3 & 9M FY23 (Consolidated)



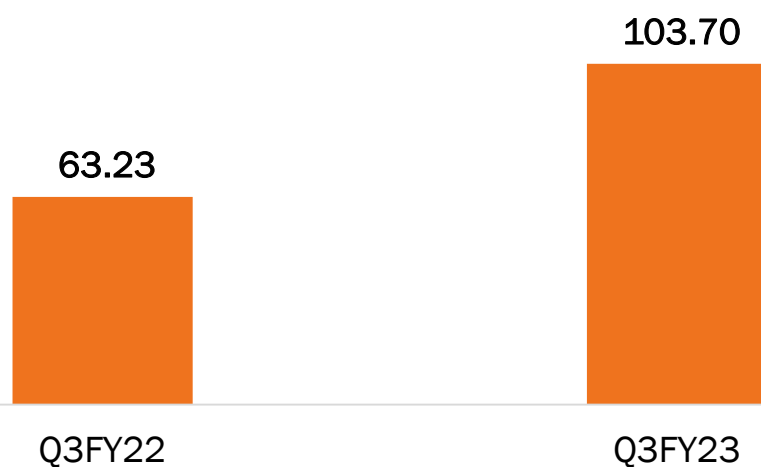
PBT (INR Crores)



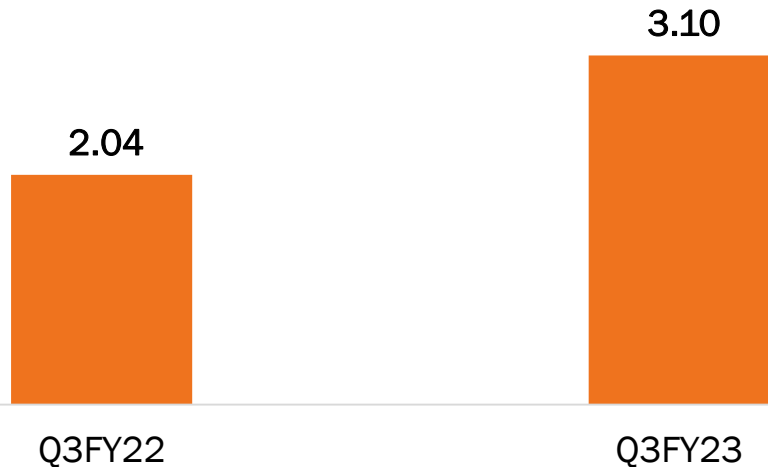
PAT (INR Crores)



Total Comprehensive Income (INR Crores)



Earnings Per Share



PBT (INR Crores)

528.86



9MFY22

509.32



9MFY23

PAT (INR Crores)

394.56



9MFY22

377.81



9MFY23

Total Comprehensive Income (INR Crores)

403.79



9MFY22

377.77



9MFY23

Earnings Per Share

12.09



9MFY22

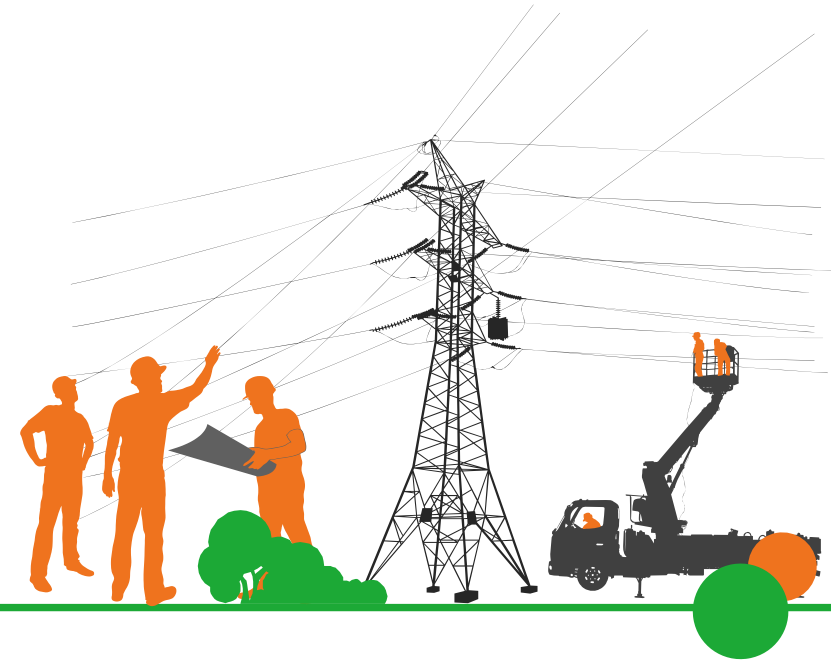
11.11



9MFY23

P&L Statement

Q3 & 9M FY23

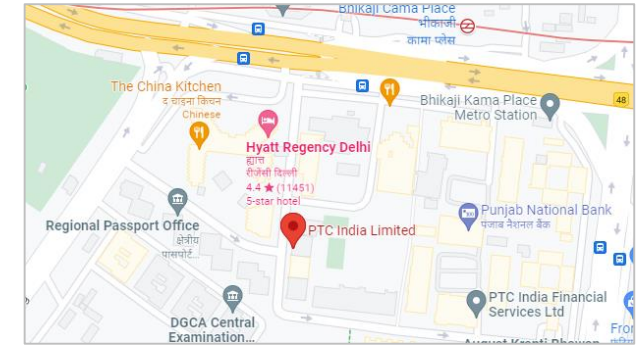


Standalone

Particulars	Quarter Dec 2022	Quarter Sep 2022	Quarter Dec 2021	9M FY 2022-23	9MFY 2021-22	%
Revenue from operations						
Revenue from operations	2,80,899	4,56,939	2,99,014	11,24,688	12,56,626	-10%
Other operating revenue	7,890	3,305	6,490	25,997	23,401	11%
Total revenue from operation	2,88,789	4,60,244	3,05,504	11,50,685	12,80,027	-10%
Other Income	599	269	227	1109	401	177%
Total Income	2,89,388	4,60,513	3,05,731	11,51,794	12,80,428	-10%
Expenses						
Purchases	2,73,955	4,47,390	2,91,148	10,98,966	12,27,867	-10%
Operating expenses	819	810	551	12163	6185	97%
Employee benefit expenses	1721	1530	1305	4588	3976	15%
Finance costs	721	863	999	2644	2477	7%
Depreciation and amortization expenses	91	95	103	275	267	3%
Other expenses	1562	1379	1028	4226	3595	18%
Total expenses	2,78,869	4,52,067	2,95,134	11,22,862	12,44,367	-10%
Profit before exceptional items and tax	10,519	8,446	10,597	28,932	36,061	-20%
Exceptional items	-	-	-	-	-	
Profit Before Tax	10,519	8,446	10,597	28,932	36,061	-20%
Tax expenses						
Current tax (including deferred tax)	2,727	2,194	2,668	7,492	9,169	-18%
Net Profit for the period	7,792	6,252	7,929	21,440	26,892	-20%
Total other comprehensive income, net of tax	-59	-5	0	-36	-10	260%
Total comprehensive income for the period	7,733	6,247	7,929	21,404	26,882	-20%

Consolidated						
Particulars	Quarter Dec 2022	Quarter Sep 2022	Quarter Dec 2021	9M FY 2022-23	9MFY 2021-22	%
Revenue from operations						
Revenue from operations	3,01,644	4,84,220	3,24,237	11,99,588	13,45,386	-11%
Other operating revenue	12,241	5,661	8,121	34,977	30,105	16%
Total revenue from operation	3,13,885	4,89,881	3,32,358	12,34,565	13,75,491	-10%
Other Income	806	303	1482	1384	1782	-22%
Total Income	3,14,691	4,90,184	3,33,840	12,35,949	13,77,273	-10%
Expenses						
Purchases	2,73,955	4,47,390	2,91,148	10,98,966	12,27,867	-10%
Impairment of financial instrument	2,282	719	8,342	4,221	11,894	-65%
Operating expenses	1948	1864	1732	15432	9245	67%
Employee benefit expenses	2351	2051	1902	6309	5671	11%
Finance costs	15034	14983	18034	46162	56961	-19%
Depreciation and amortization expenses	2550	2546	2549	7624	7577	1%
Other expenses	2266	2048	1674	6078	5159	18%
Total expenses	3,00,386	4,71,601	3,25,381	11,84,792	13,24,374	-11%
Profit before exceptional items and tax	14,305	18,583	8,459	51,157	52,899	-3%
Exceptional items	-	-	-	-	-	
Profit Before Share of Profit/(Loss) of Associates and Tax	14,305	18,583	8,459	51,157	52,899	-3%
Share of Profit / (Loss) of Associates	-123	-17	-17	-225	-13	1631%
Profit Before Tax	14,182	18,566	8,442	50,932	52,886	-4%
Tax expenses						
Current tax (including deferred tax)	3,734	4,743	2,151	13,151	13,430	-2%
Net Profit for the period	10,448	13,823	6,291	37,781	39,456	-4%
Total other comprehensive income, net of tax	-78	5	32	-4	923	-100%
Total comprehensive income for the period	10,370	13,828	6,323	37,777	40,379	-6%

Thank You



PTC India Limited

2nd Floor, NBCC Tower
15 Bhikaji Cama Place
New Delhi – 110066

Tel. No. – +91-11-41659500, 41595100, 46484200

Fax No. – 91-11-41659144, 41659145



S-Ancial Technologies Pvt. Ltd

(Investor Relations)

215, Shivshakti Industrial Estate, J.R
Boricha Marg, Lower Parel (E)
Mumbai - 400011

Abhilash Agrawal

abhilash@s-ancial.com

+91 7000923013