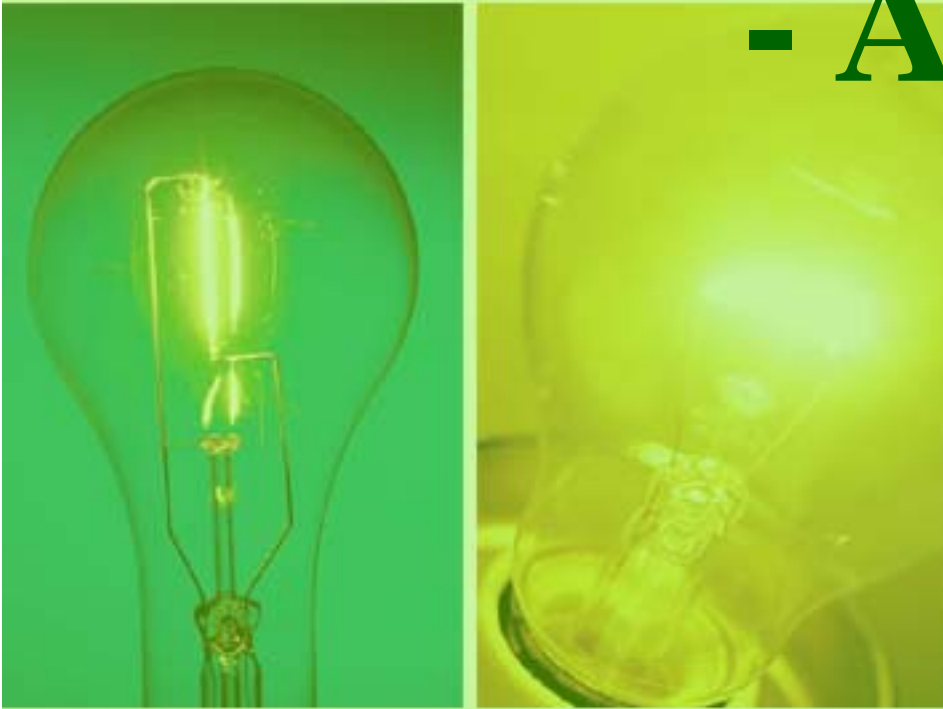


PTC India Ltd.

- A Profile



Energy Trading prior to PTC

- Exchange primarily between States
- Absence of contractually binding agreement
- Poor interconnection
- Payment security issues
- Trading viewed as Non Commercial
- Sustainability issues due to frequent disputes



PTC's Inception

- **An initiative by the Govt. of India**
- **Set up by Ministry of Power with four Central PSU's (NTPC, POWERGRID, NHPC & PFC)**
- **Govt. mandate**
 - **Facilitation of Mega Power Projects**
 - **Initializing Short Term Trading**
 - **Cross Border transactions**



Vision

To be a front runner in Power Trading by developing a vibrant Power Market and striving to correct market distortions

Values

- *Transparency*
- *The Customer is always right*
- *Encouraging Individual initiative*
- *Continuous Learning*
- *Teamwork*

Mission

- *Develop power market for optimal utilization of energy.*
- *Promote Power Trading to optimally utilize the existing resources.*
- *Catalyze development of Power Projects particularly environment friendly Hydro Projects.*
- *Promote exchange of power with neighbouring countries.*



PTC distinctiveness

- **Pioneer in Power Trading**
- **Market leader**
- **Largest customer base in trading arena**
- **Sustainable trading**
- **National Presence**
- **Nodal agency for Cross Border**



Board of Directors

- Mr T N Thakur, Chairman & Managing Director
- Mr S K Dube, Director (Operations)
- Mr Gireesh B Pradhan, Jt. Sec. (Min. of Power)
- Mr Pankaj Saran, Jt. Sec. (Min. of Ext. Affairs)
- Mr R S Sharma, Director(Comml.), NTPC
- Mr. Satnam Singh, Director(F&FO),PFC
- Mr. S.P. Sen, Director, NHPC
- Mr. R.G. Yadav, Executive Director, Powergrid
- Mr Amulya Charan, Vice President & CFO, Tata Power
- Mr M S Verma – Former Chairman, SBI & TRAI
- Mr G P Gupta – Former Chairman, IDBI
- Mr P Abraham –Former Power Secretary, Govt. of India
- Mr D P Bagchi – Former Chief Secretary, Govt. Orissa



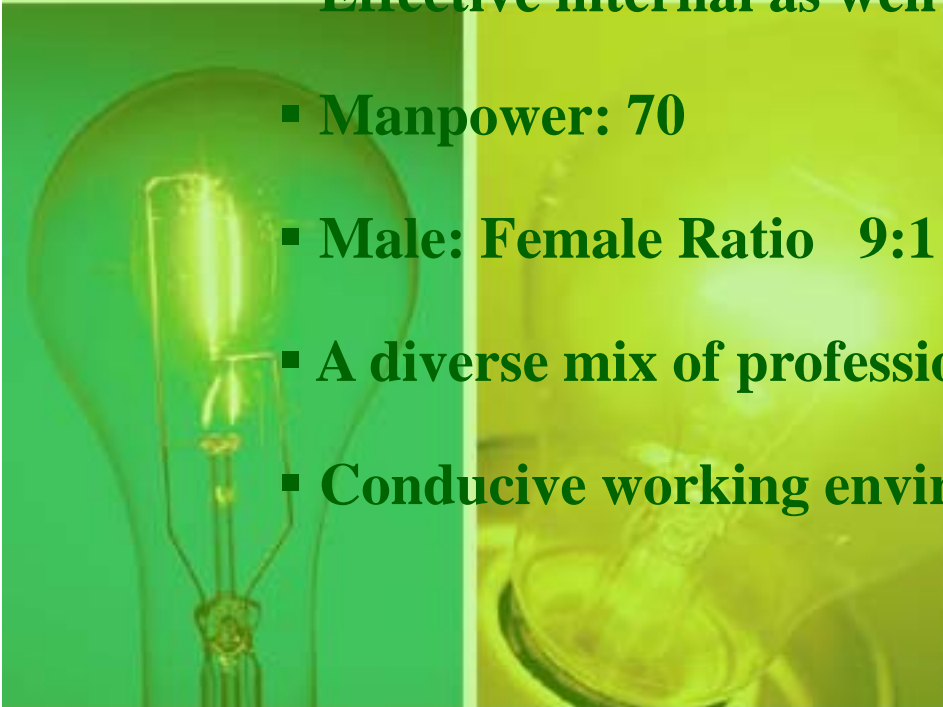
Institutional characteristics

- **Unique example of Public Private Initiative**
- **Ownership control well diversified**
- **Institutionally managed company**
- **Diverse representation on the board**
 - **Two nominees from GOI**
 - **Four independent Directors**
 - **One nominee of FIs**



Organization Structure

- Flat organization structure
- Effective internal as well as external communication channels
- Manpower: 70
- Male: Female Ratio 9:1
- A diverse mix of professionals from various fields
- Conducive working environment



Our Businesses

**PTC
India Ltd.**

Trading

- **Short Term**
- **Long term**

**Advisory
Services**

**New Business
Development**

**Fuel
Intermediation**

**PTC India
Financial
Services Ltd.**

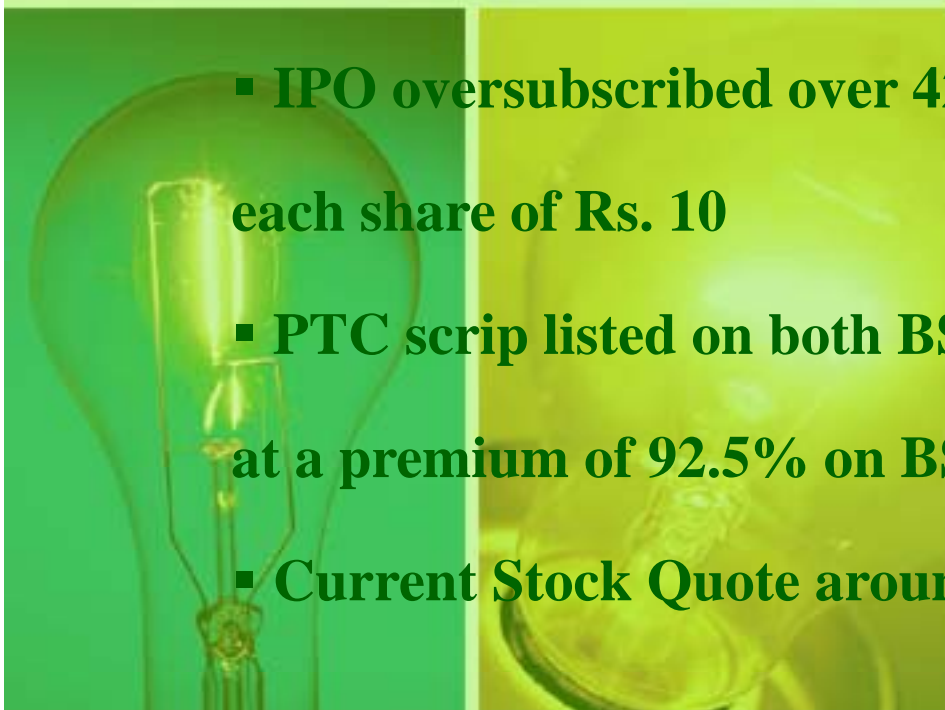
PTC went Public in 2004

- **Paid up capital raised to Rs. 150 crores through a Public Issue for meeting projected liquidity requirements**

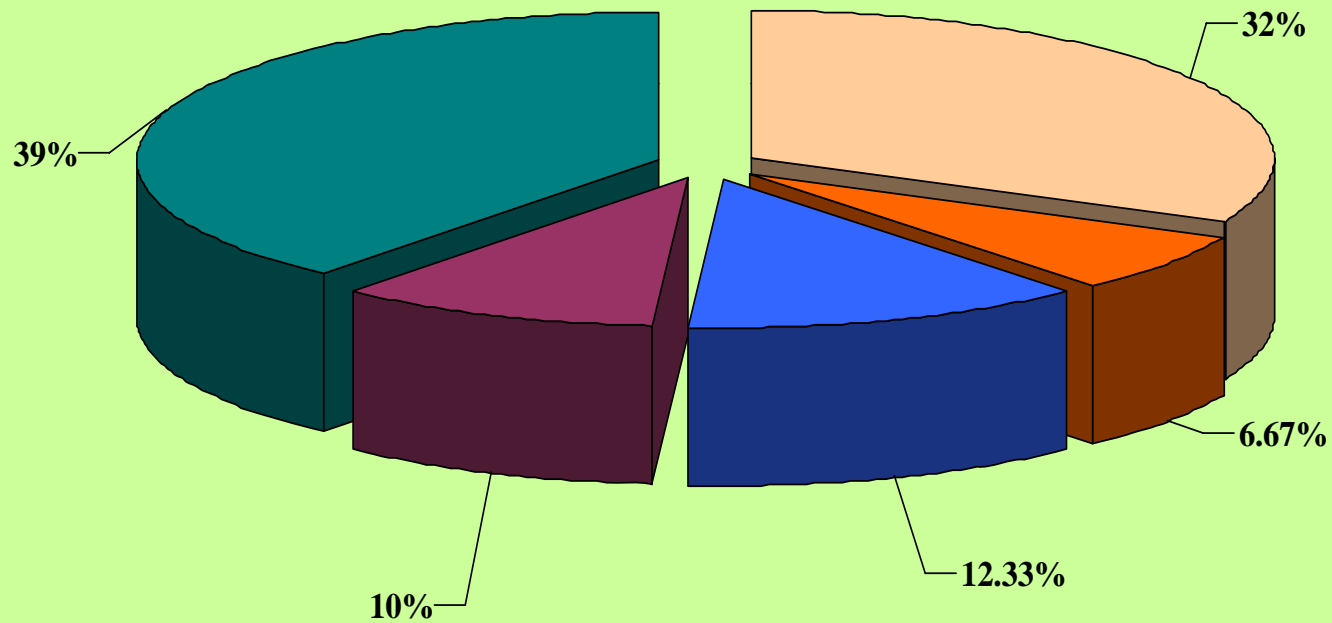
- **IPO oversubscribed over 42 times at a premium of Rs. 6 on each share of Rs. 10**

- **PTC scrip listed on both BSE and NSE ON 7TH April 2004 at a premium of 92.5% on BSE and 100% on NSE**

- **Current Stock Quote around Rs. 70**



Equity holding Post IPO



Central PSUs (NTPC, PFC, NHPC, POWERGRID)

Institutions (IDBI, IFCI, LIC, GIC & IDFC)

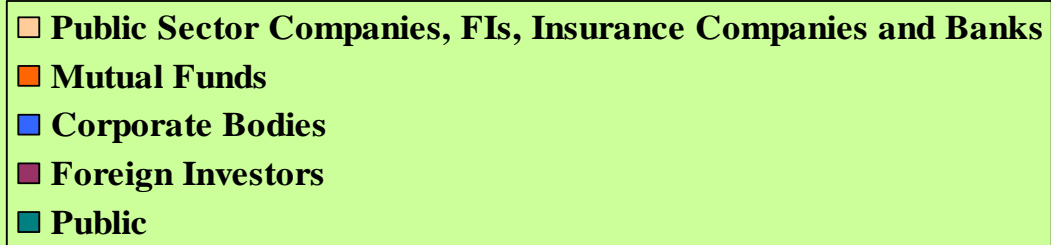
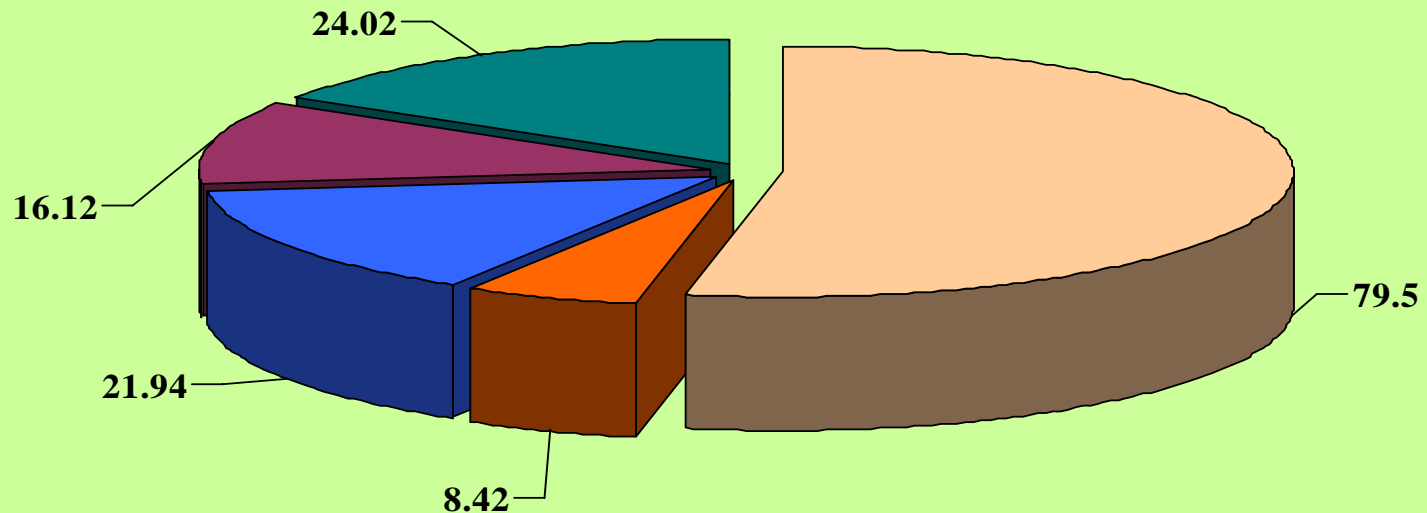
Through Public Issue

Damodar Valley Corporation

Tata Power



Investor groups Post IPO



Present Shareholding

Present Share Holding Pattern:

**Central PSUs
(NTPC,PFC,NHPC,POWERGRID) : 32.00%**

**Institutions
(IDBI,IFCI,LIC,GIC&IDFC) : 12.33%**

Damodar Valley Corporation : 6.67%

Public (Through IPO) : 39.00%

Tata Power : 10.00%

Total : 100.00%



Key Financials

	FY06-07	FY05-06	FY04-05
Total Income	3785.95	3120.55	2037.26
PAT	35.09	40.63	24.03
EPS (Rs)	2.34	2.71	1.60

All figures are in Crores



Corporate Governance

- **Composition of Board of Directors**
- **Transparency and accountability**
- **Compliance**
- **Information flow**
- **Code of conduct**
- **Risk Management**
- **Regular webpage updation**



CSR Initiatives

- **Nurturing Young Sporting Talent**
- **Support for Upliftment of Mentally challenged Women**
- **Education and Training to Physically Challenged People**



Strategic Alliances

- **USEA**
- **TERI**
- **World Energy Council**
- **CII, FICCI, ASSOCHAM**
- **India Energy Forum**
- **Sweco Groner AS**
- **IPPAN (Nepal)**



Way Ahead...

- Complementary businesses like fuel intermediation to be put on fast track.

- Segments like captives, renewables, and advisory services towards changing the shape of the industry.

- PFS to make strategic equity participation in competitive projects in the energy sector.



To summarize...

- **Strengthen the position of a ‘complete energy solutions provider’**



- **Focus on the long term market for traded power**
- **Maintain leadership position in the short-term market for traded power.**



Thank You !

Visit us at www.ptcindia.com

