



Investor Presentation
Q2 FY20

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Investor Presentation Q2 FY20

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Overview and Vision



IndiGrid- India's only Power Transmission Yield Platform

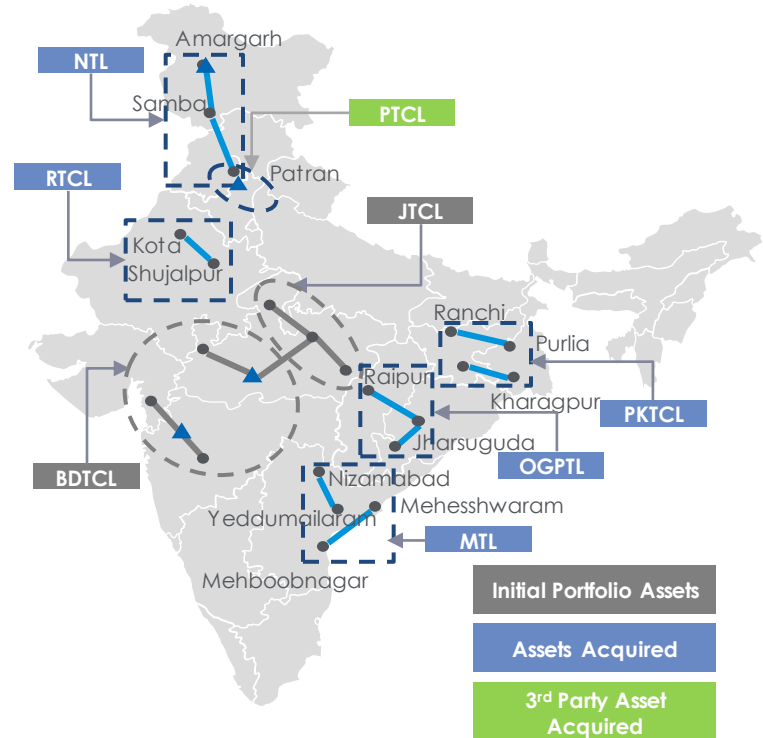
~INR 110.56 BN* AUM

18 Lines & 4 Substations across 11 States

4,900 Ckms & 7,735 MVA

AAA Perpetual Ownership

~33 Years of Residual Contract#



IndiGrid Vision



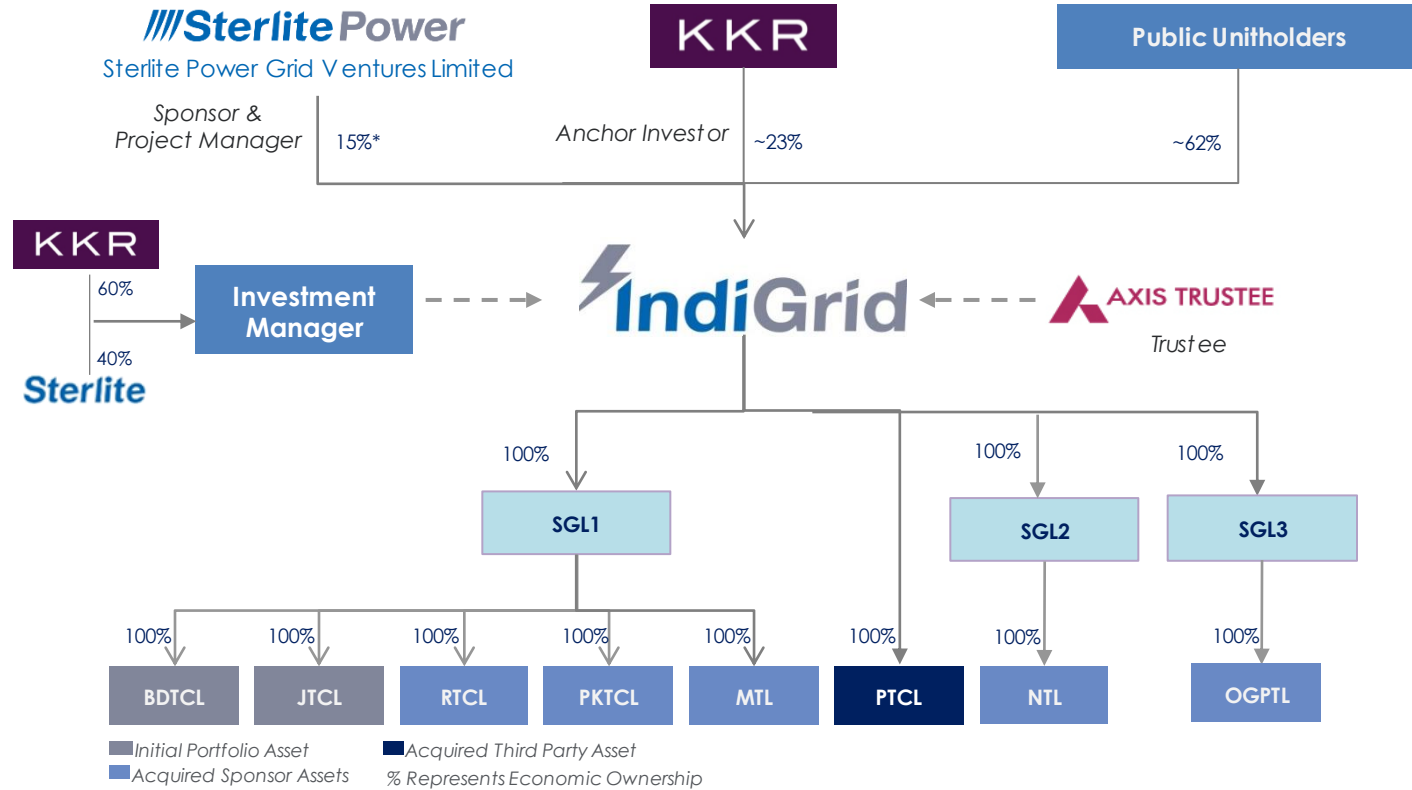
To become the **most admired yield vehicle** in Asia

INR 300 BN
AUM by 2022

Deliver
predictable
DPU and
growth

Best-in-class
corporate
governance

IndiGrid Corporate Structure

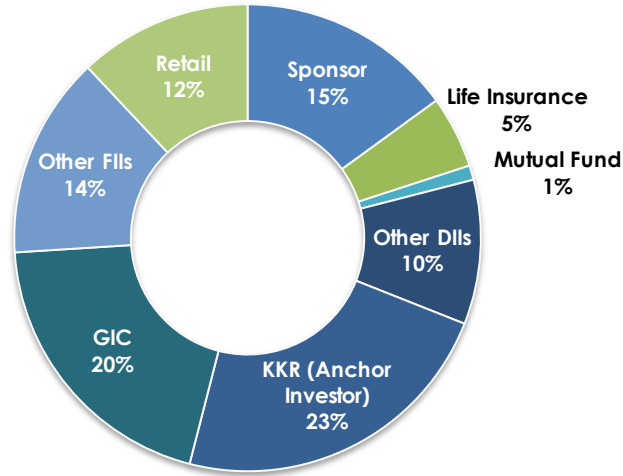


*Sterlite Power intends to sell its 15% stake to KKR – post KKR being designated as an additional Sponsor (subject to SEBI approval)

SGL1 = Sterlite Grid 1 Limited, SGL2 = Sterlite Grid 2 Limited, SGL3 = Sterlite Grid 3 Limited, BDTCL = Bhopal Dhule Transmission Company Limited, JTCL = Jabalpur Transmission Company Limited, RTCL = RAPP Transmission Company Limited, PKTCL = Purulia & Kharagpur Transmission Company Limited, MTL = Maheshwaram Transmission Limited, PTCL = Patran Transmission Company Limited, NTL = NRSX XXIX Transmission Limited, OGPTL = Odisha Generation Phase II Transmission Limited

Diversified unitholders

Unit Holding Pattern (As on September 27, 2019)



- ✓ 57% of FII shareholding including KKR and GIC
- ✓ 6 domestic insurance companies and 4 mutual funds
- ✓ Value of retail and HNI investors has increased by more than 1.5 times since IPO



**Q2 FY20
Performance**



Q2 FY20 Highlights

INR 101.34

NAV*

84%

Q-o-Q EBITDA
Increase

INR 3 DPU

As Interest

<49%

Net Debt/AUM

>99.5%

Availability Achieved

- ✓ Banks enabled to lend to InvITs
- ✓ ECBs enabled for Rupee refinancing
- ✓ Lot size reduced to 1/3rd (1701 units)

Key positive regulatory developments in the quarter

SEBI



Development

- Trading lot size reduced to 1701 units from 5103 units
- Minimum investment limit reduced to ~INR 1.5 Lakhs

Key Benefits

- Enhanced liquidity for units – higher volumes – efficient price discovery
- Wider participation from retail and HNI investors
- Average Daily Turnover has increased from ~INR 17 mn (FY 2019) to ~INR 44 mn in Oct'19

RBI



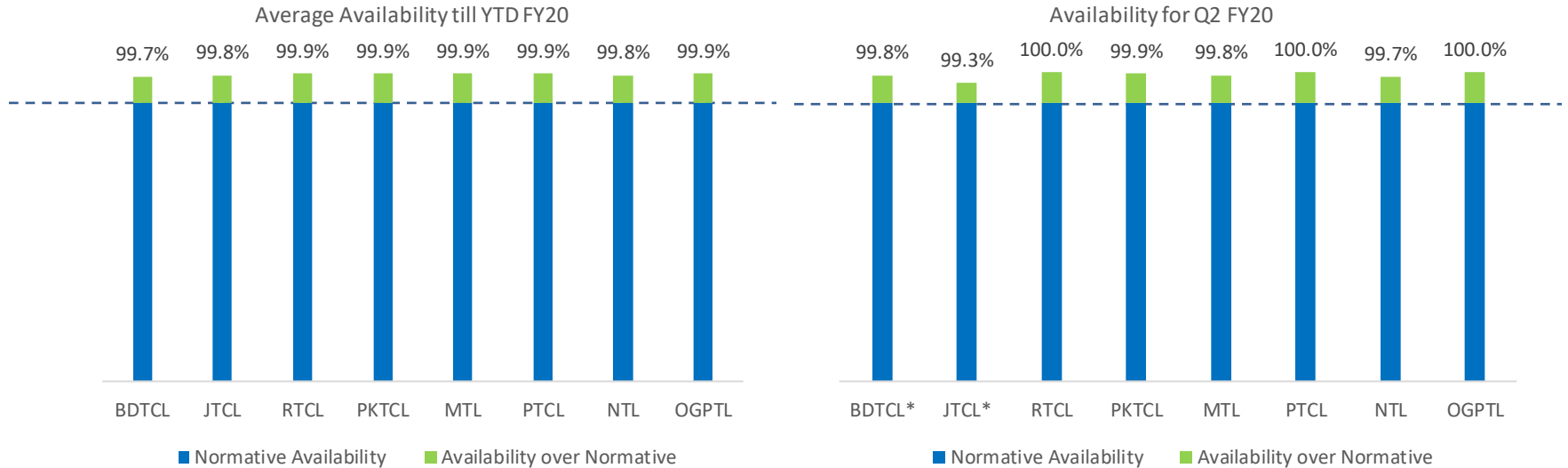
Development

- Banks enabled to lend to InvITs
- ECBs enabled for refinancing of Rupee loans

Key Benefits

- Access to wider, long-term sources of debt capital
- Efficient borrowing – owing to long-term tenures and rates
- Platform rendered more competitive in acquisitions

Consistent Operating Performance

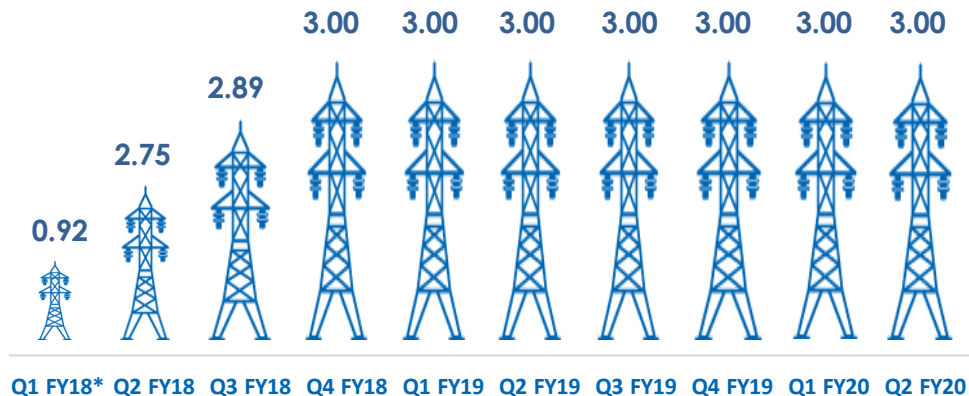


Continued Strong Financial Performance over 10 quarters

Consolidated Financials

INR million	Q2 FY20	Q1 FY20	Q2 FY19
Revenue	3,729	2,061	1,653
EBITDA	3,476	1,894	1,517
DPU	3.00	3.00	3.00

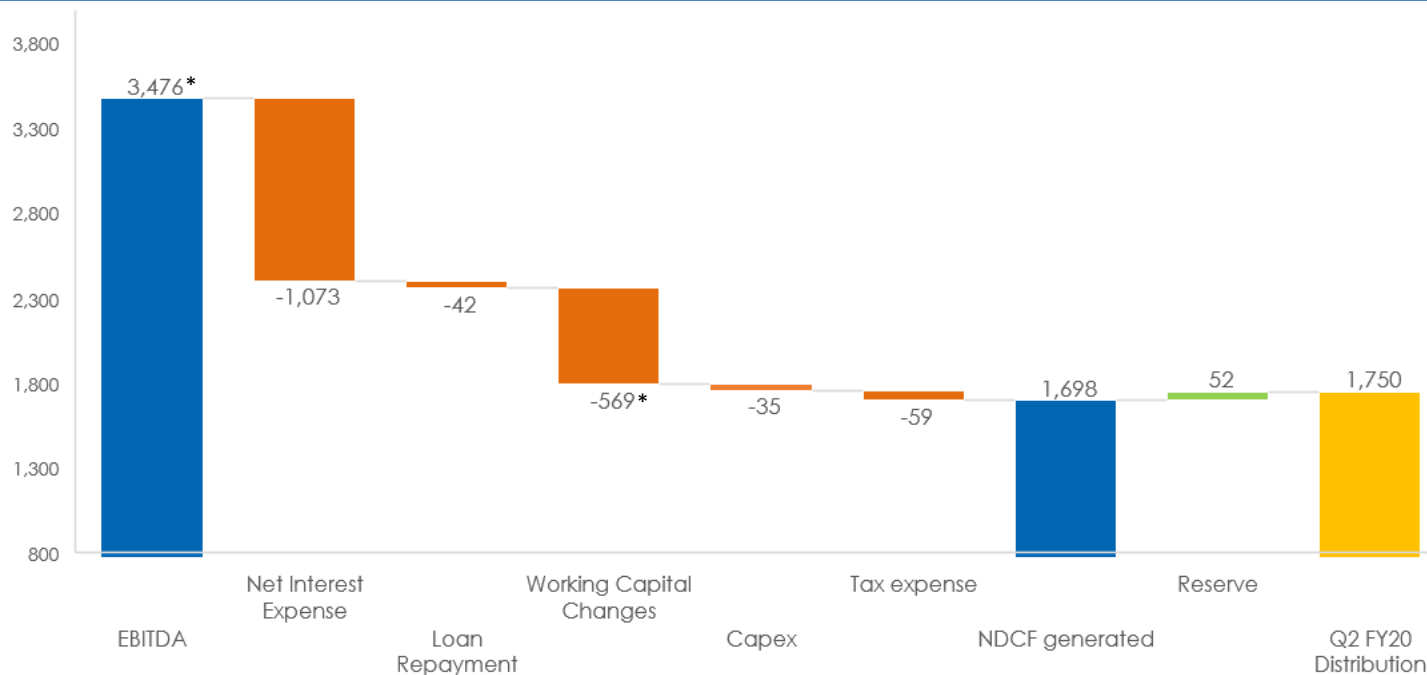
Quarterly DPU (INR)



INR 27.56/unit amounting to ~INR 9,607 million distributed since listing

Q2 FY20 NDCF and Distribution

EBITDA to Distribution (in INR millions)



Note: * Includes one-time revenue accrual related to period prior to acquisition

Prudent Liability Management

8.75%

Average Cost of Debt

AAA

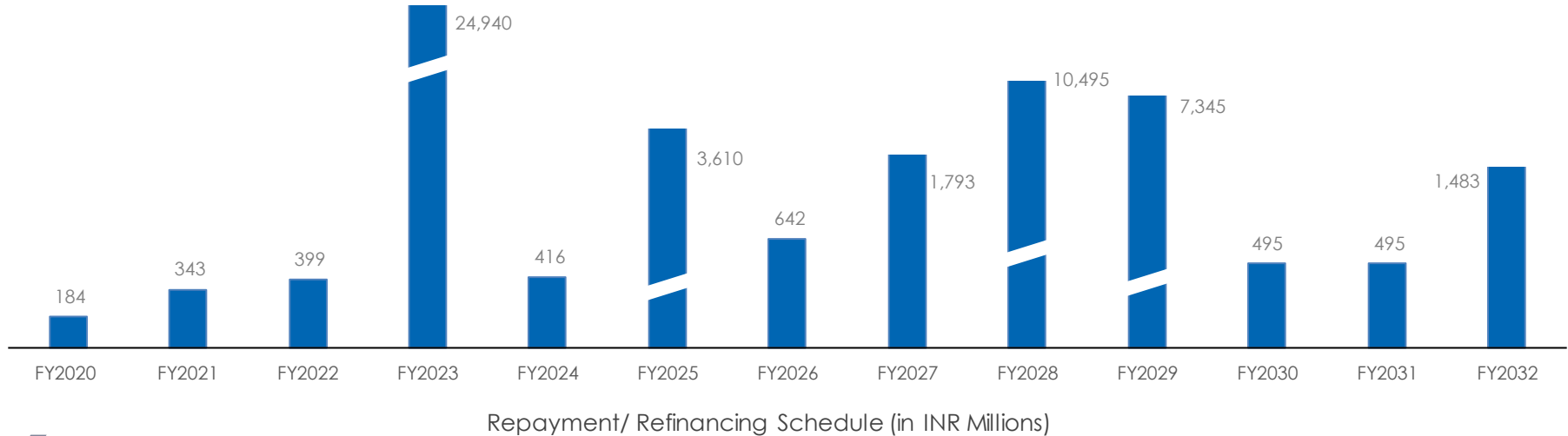
Rating by Crisil, ICRA, India Ratings

~6 years

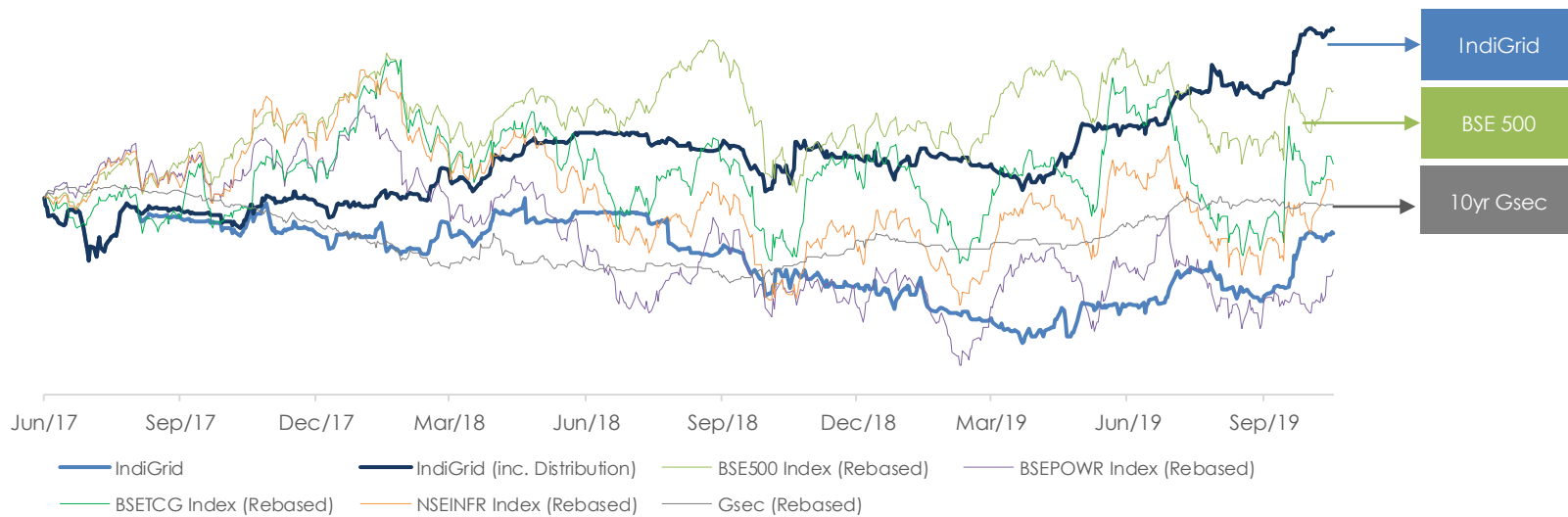
Average Maturity of Debt

100%

Fixed Rate

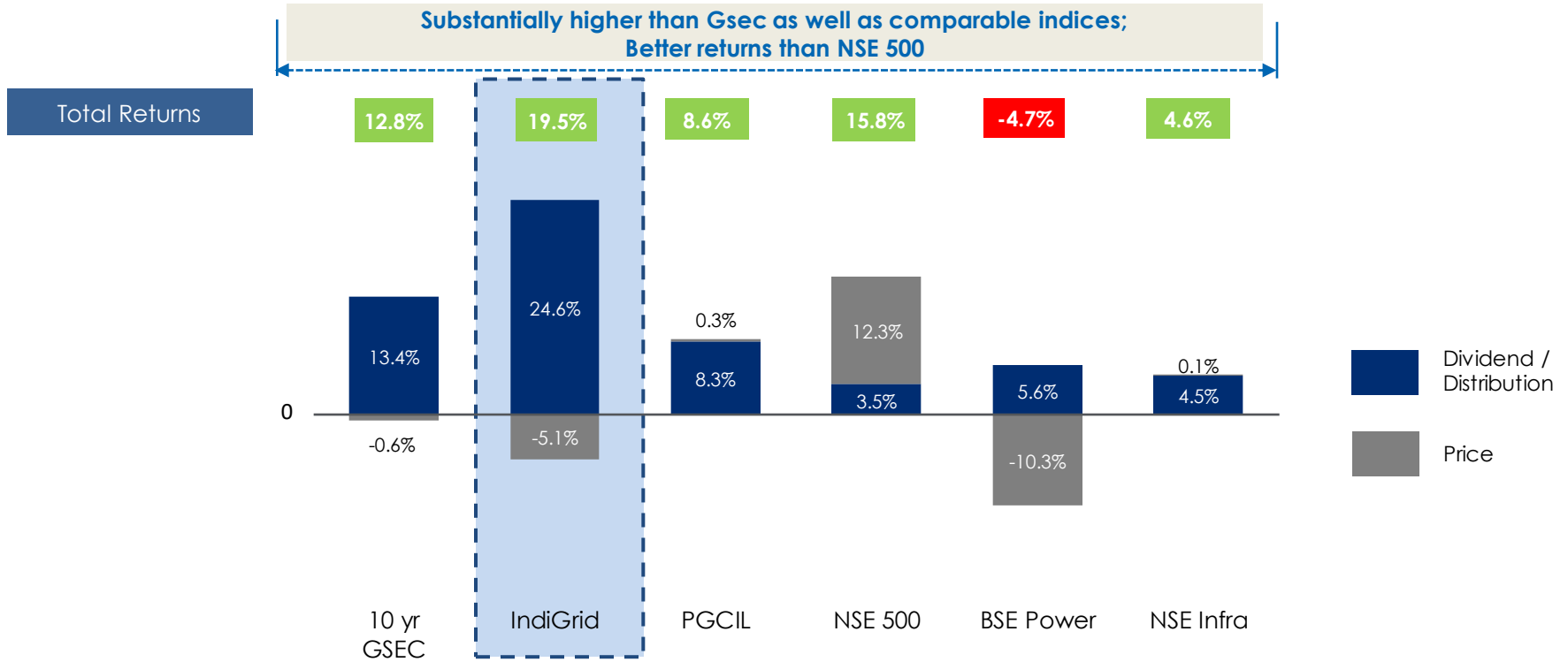


Predictable Distribution – Low Volatility

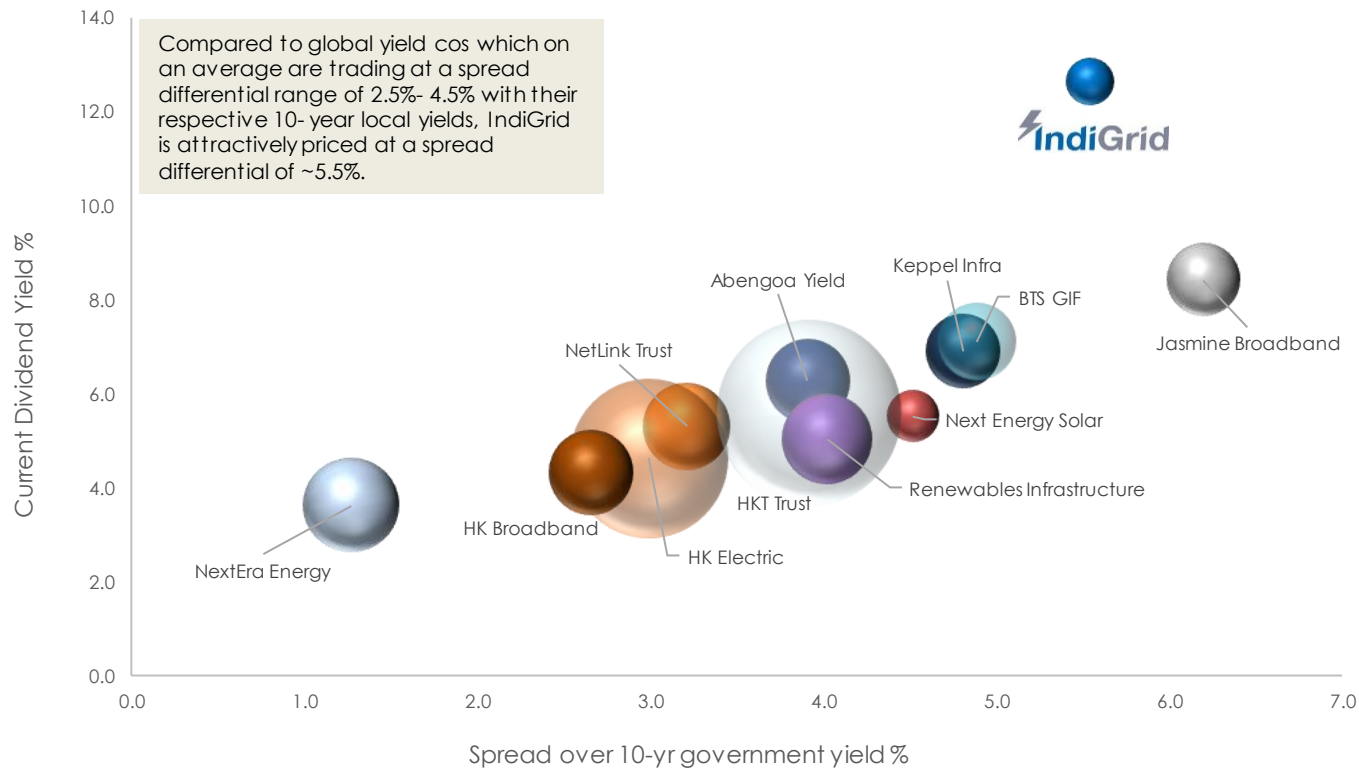


Beta compared to NSE 500	IndiGrid	BSE 500	BSE Power	BSE Capital Goods	NSE Infra	G-Sec Bond
	0.08	0.99	0.91	1.18	1.05	0.01

Superior Total Returns since listing



Overview of yield platforms across geographies (1/2)



Overview of yield platforms across geographies (2/2)

Country	Company Name	Sector	Market Cap (USD bn)	Free float	Rating (Moody's/S&P)	Current Div. Yield %	10 yr local yield %	Average Spread %
United States	Abengoa Yield	RE, electric transmission, natural gas	2.4	55%	Ba3	6.3	2.4	3.9
	Next Era Energy Partners	Wind, Solar, Natural Gas	3.2	99%	Ba1	3.6		1.3
United Kingdom	Renewables Infrastructure	Wind, Solar	2.9	close-ended	not rated	5.0	1.0	4.0
	NextEnergy Solar	Solar	0.9	close-ended	not rated	5.5		4.5
Singapore	Keppel Infrastructure Trust	Energy, distribution & network, waste and water	2.0	71%	not rated	6.9	2.1	4.8
	NetLink Trust	Passive fibre network	2.6	75%	not rated	5.3		3.2
Hong Kong	HK Electric	Power Utility	9.0	26%	A-	4.6	1.7	3.0
	Hong Kong Broadband	Residential broadband	2.5	84%	not rated	4.3		2.7
	HKT Trust	Telecom services	12.2	45%	not rated	5.6		3.9
Thailand	BTS Rail Mass Growth	Rail Infrastructure	2.1	59%	not rated	7.1	2.2	4.9
	Jasmine Broadband	Telecom Infrastructure	1.9	75%	not rated	8.4		6.2
India	IndiGrid	Power Transmission	0.8	85%	AAA*	12.6	7.1	5.5

*CRISIL, ICRA and India Ratings

Growth Strategy



Strong asset pipeline visibility

Framework Agreement Assets worth
INR 65,000 million

ROFO
Asset

Under
Construction

Recently won ISTS
Projects

Third Party
Landscape

	Khargone Transmission Ltd (KTL)	Gurgaon-Palwal Transmission Ltd (GPTL)	NER-II Transmission Limited (NER)	East North Interconnection Ltd (ENICL)	Goa Tamnar Transmission Project Ltd. (GTTPL)	WRSS XXI Part B	Udupi-Kasargod Project
Overview	2x765 kV D/C lines, 1x400 kV D/C line and 1x765/400 kV substation	5x400kV D/C lines and 3x400/220 kV substations	2x400 kV D/C lines, 2x132 kV D/C lines and 2x400/132 kV substations	2 x 400 kV D/C lines	2x400 kV D/C quad lines, 1x765 kV D/C line, 2x500 MVA, 400/220 kV substation		
Estimated COD	Sep 2020	Dec 2019~	Nov 2020	Commissioned	Nov 2021		
Length	620 ckms	270 ckms	965 ckms	909 ckms	479 ckms		
						<p>Length ~15,310 ckms</p> <p>Capacity ~17,330 MVA</p> <p>Total ISTS and Intra-State Projects 22</p>	

SPONSOR PIPELINE

Near term bid opportunities worth INR 53 bn

No.	Name of Tender	Type	Stage of Tender	Location	Est. Cost (INR billion)
1	Strengthening in Jharkhand (Package 1)	InSTS	RFP	Jharkhand	10.3
2	Strengthening in Jharkhand (Package 2)	InSTS	RFP	Jharkhand	9.6
3	Strengthening in Jharkhand (Package 3)	InSTS	RFP	Jharkhand	7.0
4	Strengthening in Jharkhand (Package 4)	InSTS	RFP	Jharkhand	11.8
5	Evacuation of power from RE sources in Karur / Tiruppur Wind Energy Zone (Tamil Nadu) (2500 MW) & Transmission System for providing connectivity to RE projects in Gujarat [Lakadia (2000 MW)]	ISTS	RFQ	TN & Gujarat	7.8
6	Evacuation of power from RE sources in Koppal Wind Energy Zone (Karnataka) (2500MW)	ISTS	RFQ	Karnataka	6.8
7	Development of 7.5 GW grid connected solar power projects in Leh and Kargil	ISTS	RFS released	J&K, Haryana	NA

Appendix



Investments into transmission to gain traction

More awards expected in FY20

- In order to achieve the 175 GW RE target, transmission infrastructure proposed in RE specific zones to support 50 GW solar and 16.5 GW wind capacity in 7 states.
- Demand further set to increase due to electrification initiatives and 24x7 power supply coupled with adoption of EVs.

Huge investment potential

- Transmission network connected to renewable projects will be implemented in the next couple of years with the total cost estimated to be INR 4.5 trillion.

SECI-ISTS Projects

- Many interstate and intra state projects are in the pipeline for TBCB bidding
- Estimated cost stands at INR 242 billion for these projects

Transmission the missing link

- Time taken to set up a solar farm = 9 months; Time to set up transmission lines = 2-3 years
- With the number of large scale RE tenders, grid infrastructure will have to move faster than before to avoid non-commissioning of ready projects

Glossary

AUM	Assets Under Management
Availability	Percentage amount of time for which the asset is available for power flow
BDTCL	Bhopal Dhule Transmission Company Limited
CERC	Central Energy Regulatory Commission
DPU	Cash paid to the Unitholders in the form of interest/ capital repayment/ dividend
DSRA	Debt Service Reserve Account
ENICL	East North Interconnection Limited
GTPL	Gurgaon – Palwal Transmission Limited
GTPL	Goa Tamnar Transmission Project Limited
IPA	BDTCL and JTCL which were acquired by IndiGrid at the time of IPO
ISRA	Interest Service Reserve Account
ISS	Inter State Transmission System
KTL	Khargone Transmission Limited
JTCL	Jabalpur Transmission Company Limited
MTL	Maheshwaram Transmission Limited
MVA	Mega Volt Ampere
NDCF	Net cash flow at trust's disposal for distribution to IndiGrid in a particular year in accordance with the formula defined in Offer Document
NEP	National Electricity Plan
NER II	NER II Transmission Limited
NTL	NRSS XXIX Transmission Limited
OFTO	Offshore Transmission
OGPTL	Odisha Generation Phase Transmission Limited
O&M	Operations and Maintenance cost
RE	Renewable Energy
ROFO	Right Of First Offer
PKTCL	Purulia Kharagpur Transmission Company Limited
PTCL	Patran Transmission Company Limited
RTCL	RAPP Transmission Company Limited
SECI	Solar Energy Corporation of India
Tariff	Composed of Non-Escalable, Escalable and Incentive component. The incentive component is based on the availability of the asset = $2 * (\text{Annual Availability} - 98\%) * (\text{Escalable} + \text{Non-escalable})$; incentive is maximum 3.5% of (Escalable+Non-escalable tariff)
TBCB	Tariff Based Competitive Bidding
TSA	Transmission Service Agreement

Thank You