

Dated: May 14, 2021

The Manager
BSE Limited
Corporate Relationship Department
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001

The Manager National Stock Exchange of India Ltd Listing Department Exchange Plaza, 5<sup>th</sup> Floor, Plot no. C/1 G Block, Bandra Kurla Complex Bandra (E), Mumbai-400 051

Scrip Code: 540750 Symbol: IEX

Subject: Investor Presentation & Press Release on Audited Financial Results for the quarter and year ended March 31, 2021

Dear Sir/Madam,

With reference to above mentioned subject, please find attached Investor Presentation & Press Release on Audited Financial Results for the quarter and year ended March 31, 2021.

The above information will also be made available on the website of the Company www.iexindia.com

You are requested to take the above information on record.

Thanking You

Yours faithfully,

For Indian Energy Exchange Limited

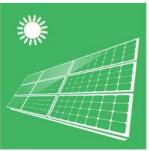
Vineet Harlalka CFO, Company Secretary & Compliance Officer Membership No. ACS-16264

Encl: as above

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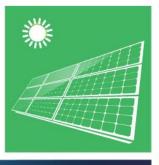


# Investor Presentation – Q4 FY'21 and FY'21

**Leading India's Energy Transformation** 





















### In this presentation:

#### **Sector in transformation**

Electricity value chain

IEX: Who we are

COVID - 19

Way forward

## **Energy Sector is rapidly transforming**





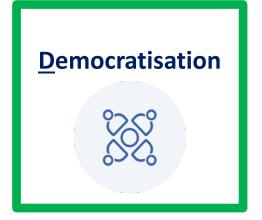
Deployment of lowcarbon technologies - wind and solar



Small-scale generation across T&D network



Intelligent CS and Apps to optimise plants and grid

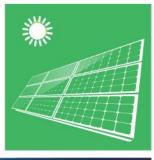


Empowered consumers - economic power shift

13-05-2021





















### In this presentation:

Sector in transformation

### **Electricity value chain**

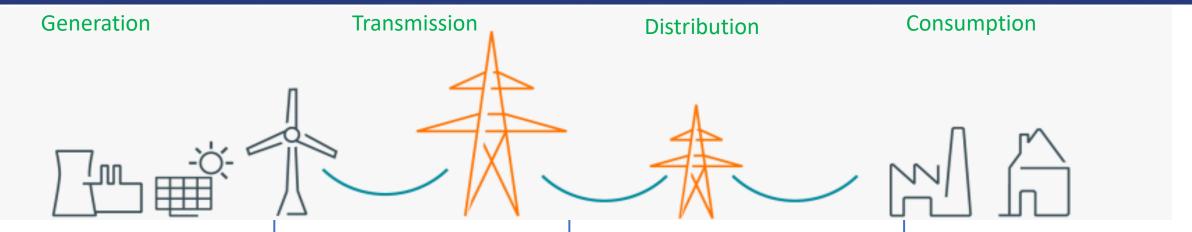
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## **Electricity Value Chain: Key Highlights**





382 GW installed capacity:

- 94 GW renewables
- 47% private
- 20 GW merchant

Generation de-licensed activity

World's largest network

Inter-regional transmission capacity: 102GW

One nation one price

Distribution reforms underway:

- Tariff reforms
- Consumers to get choice of supplier

Regulatory strengthening

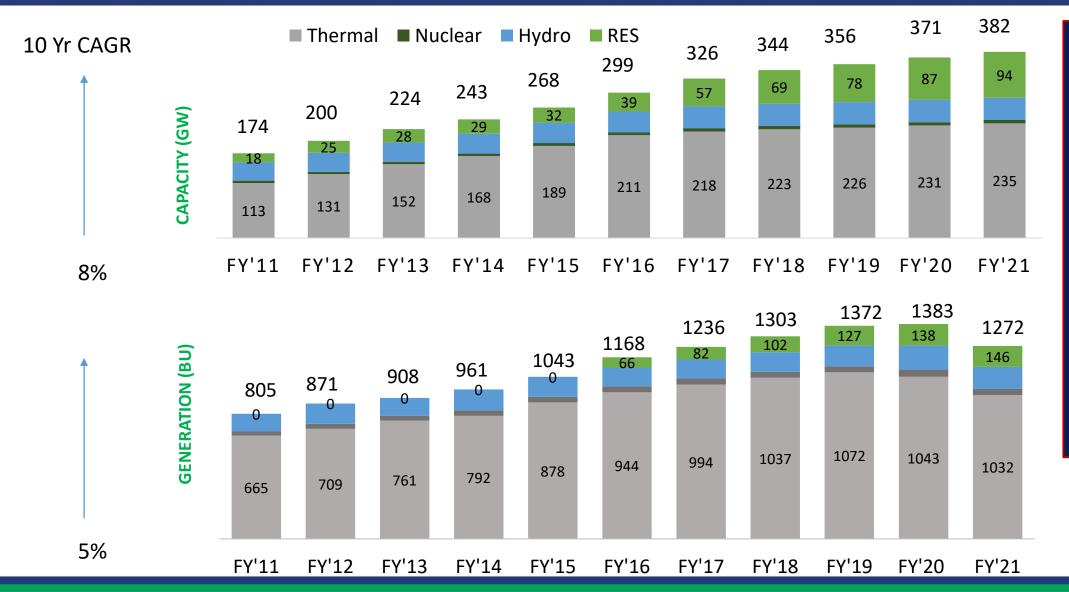
Power surplus nation

Peak demand at 190 GW

Net Electricity Exporter

# Installed capacity has grown at a faster pace compared to demand

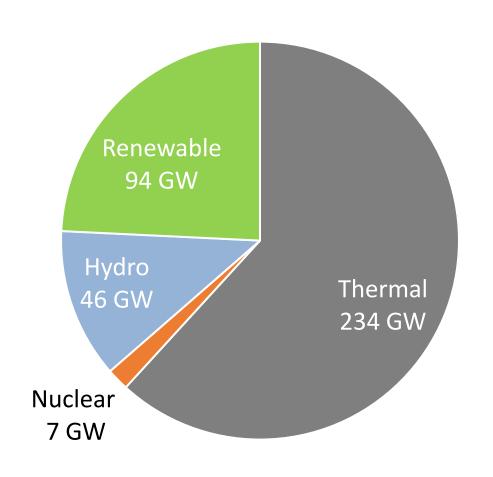


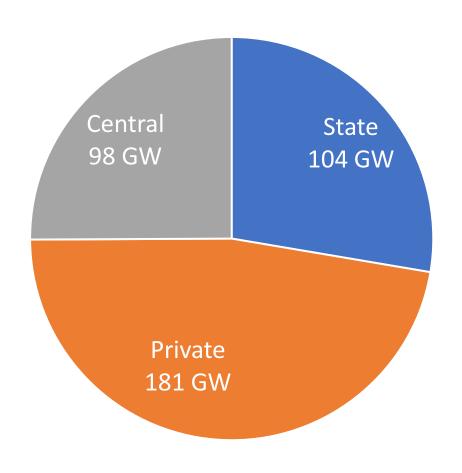


Capacity growth of 8% and generation increase of 5% in the last 10 years has led to surplus generation in India

## **Total Installed Capacity = 382 GW**



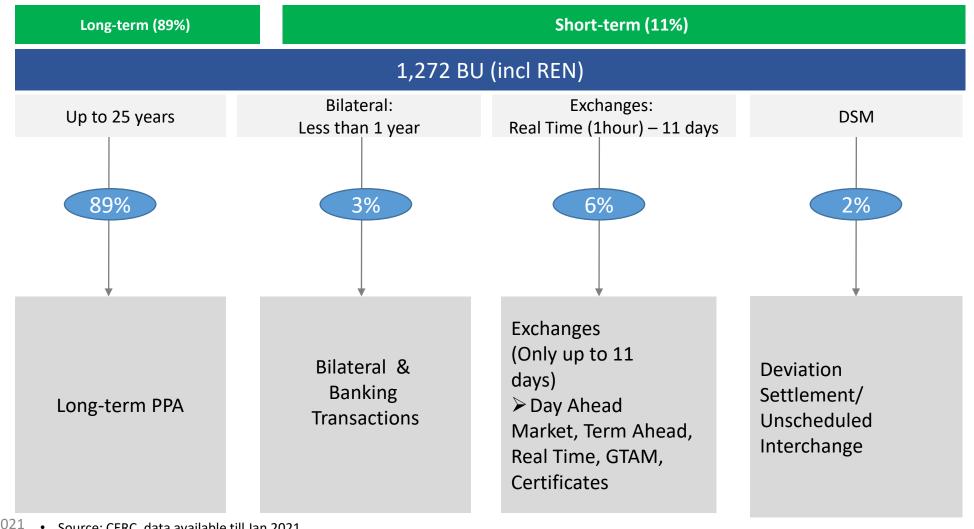




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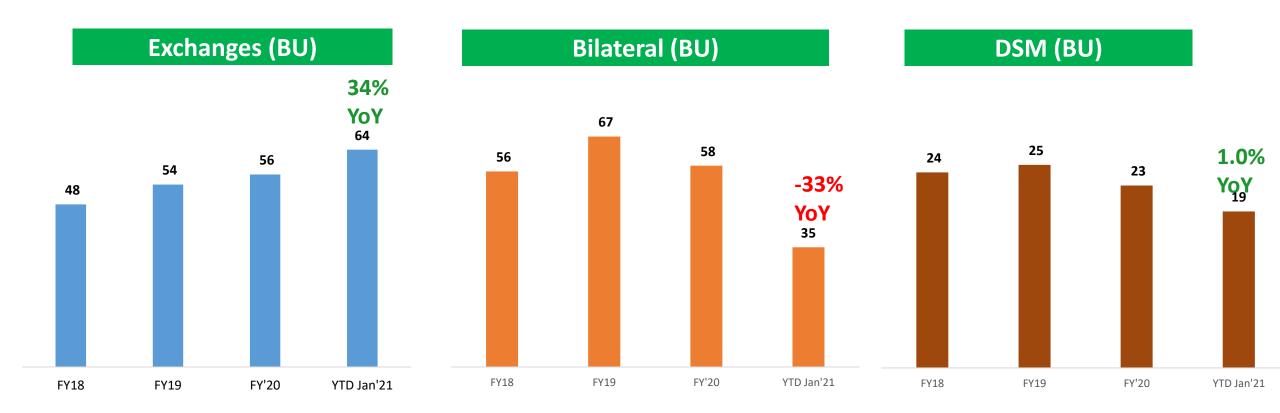
### **Power Sector construct**





### **Fast growing Exchange Markets**



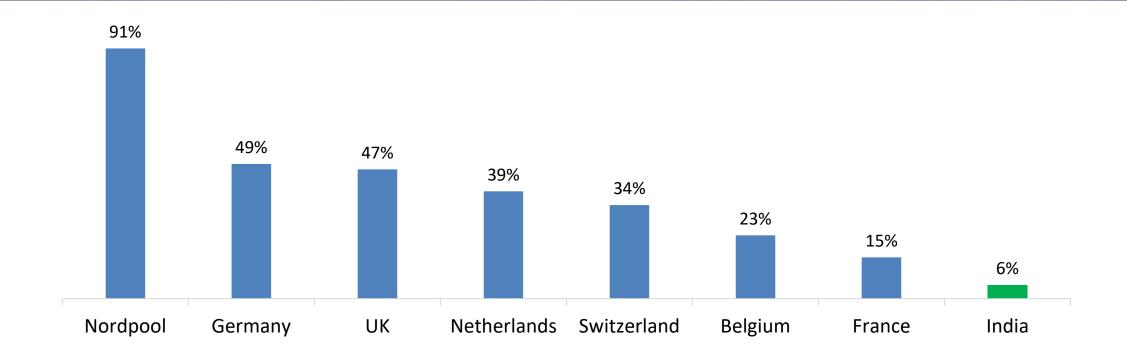


Driven by competition and flexible procurement, the Exchange markets constitute 50% of power market.

Source: CERC

### **Deepening India's Power Markets**



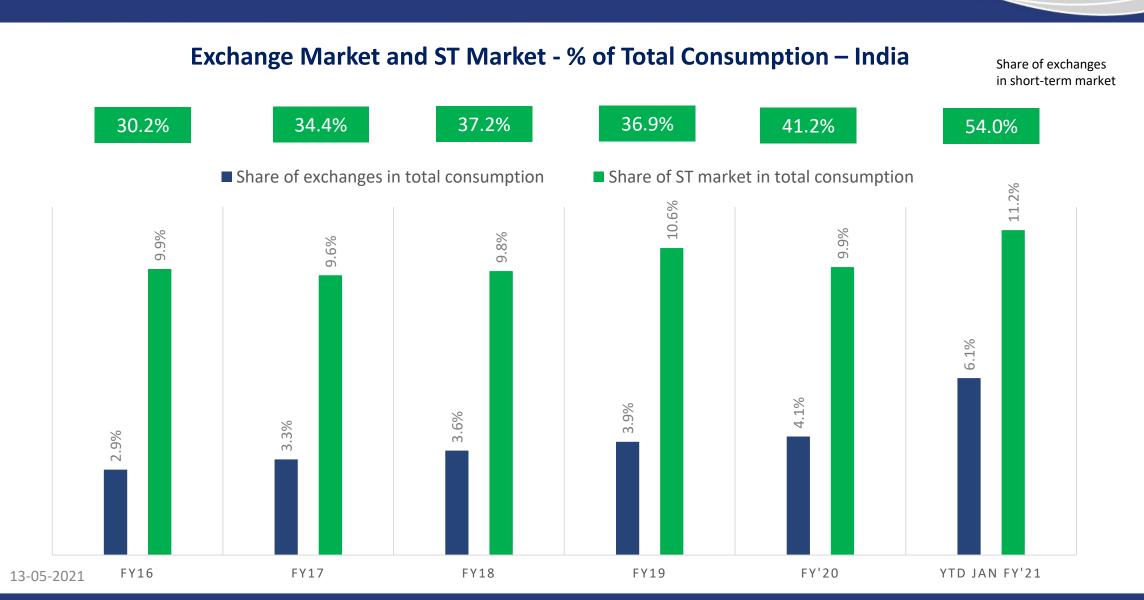


Markets are in the range of 30-80% in developed economies. At 6%, India has an opportunity to deepen the power market.

Source: CRISIL Study

# Increasing share in short term market





### **Energy Consumption bound to grow**



#### Per capita consumption in India is 1/3<sup>rd</sup> of global average

• Per capita consumption expected to double in the next 5-6 years

#### Economic activity will accelerate

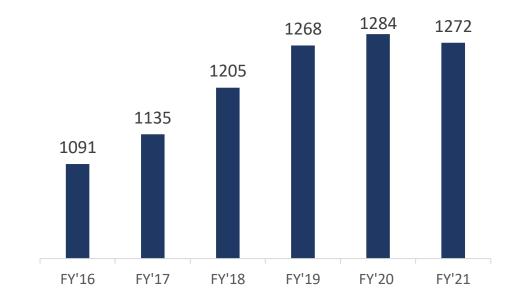
- Government envisions India as an industrial hub
- Core sector growth will drive electricity consumption

#### Rapid urbanization

17 of 20 world's fastest growing cities in India

#### Consumer demand growth

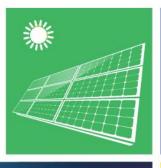
- Last mile connectivity Saubhagya : Power for All
- Power on 24x7 basis



13-05-2021





















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# India's premier technology-led energy marketplace



- Nation wide, Automated and transparent trading platform for physical delivery of electricity, renewables & certificates
- Commenced operations in 2008; CERC regulated
- Publicly listed company (NSE and BSE)
- ISO 9001:2015, ISO 27001:2013, ISO 14001:2015
- Robust ecosystem

4400+ Industries I 55+ Discoms (all) I 100+ ESCert Entities

**500+** Generators I **1500+** RE Generators & Obligated entities

- Market Leader: 95% (DAM & RTM >99%)
- Electricity volume CAGR 32% since 2008
- Average daily trade 8000+ MW; Record day volume: 308 MU's (12,900 MW)

Leading the future of energy with innovation and technology

### Benefitting Power Sector....and the nation



- Provides benchmark prices for all electricity transactions
- Transparent Mechanism for Price Discovery
- High liquidity on exchange has ensured lowest cost and assured supply

#### **Truly benefited Indian Power Sector**







Investments in transmissioncongestion free – One Grid One Price



- Lower power prices for discoms, end consumers.
- Avoids buying under take-orpay contracts.
- Flexibility on 15-min basis

### **Our Values**















### **Robust Eco-system**



4400+

**INDUSTRIES** 

55+ DISTRIBUTION UTILITIES

500+ GENERATORS

99% MARKET
SHARE IN DAM

99% MARKET
SHARE IN RTM

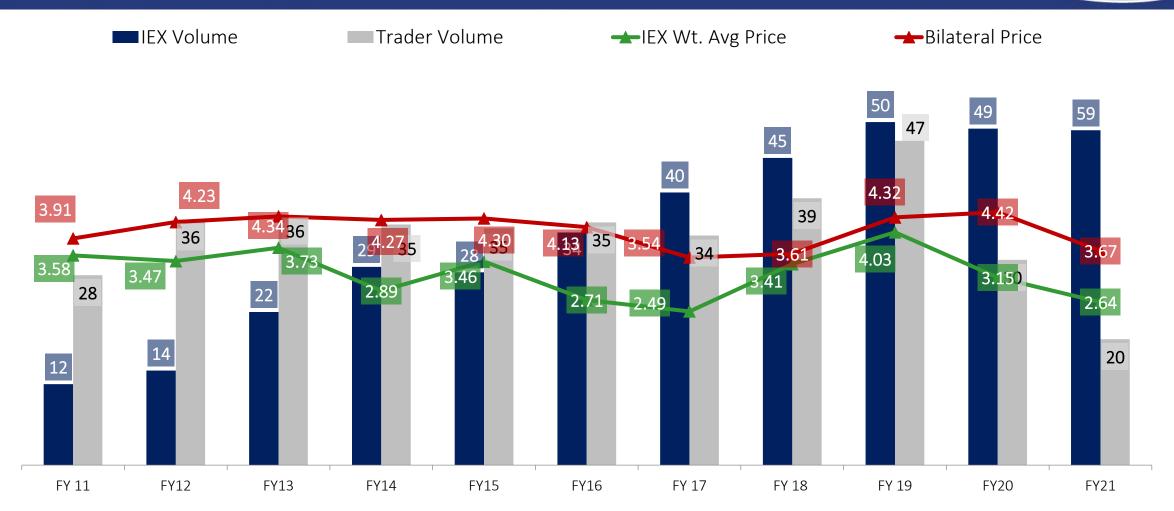
**32%** CAGR SINCE 2008

The Green Market and the Real-time Markets are poised to build India as a sustainable energy economy.

13-05-2021

### **Most Competitive Prices - Over the years**





Source: CERC MMC Reports\* Till Jan-21

### **Market Segments**



Day-Ahead Market since Jun 2008

Delivery for next day

Price discovery: Closed, Double-sided Auction



**Term-Ahead Contracts** since Sep 2009

For delivery up to 11 days

Intra-day, Day-ahead Contingency, Daily Contracts, Weekly Contracts





**Continuous** 

**Real-Time Market** since 1 Jun, 2020

Delivery within an hour



Price discovery: Closed, Double-sided Auction



**Green Term Ahead Market** since 21 Aug, 2020

Intra-day, DAC, Daily and Weekly



**Auction** 

**Renewable Energy Certificates** since Feb 2011

Green Attributes as Certificates: (1) Sellers: RE generators not under feed in tariffs (2) Buyers: Obligated entities; 1MWh equivalent to 1 REC

**Energy Saving Certificates** since 27 Sep, 2017

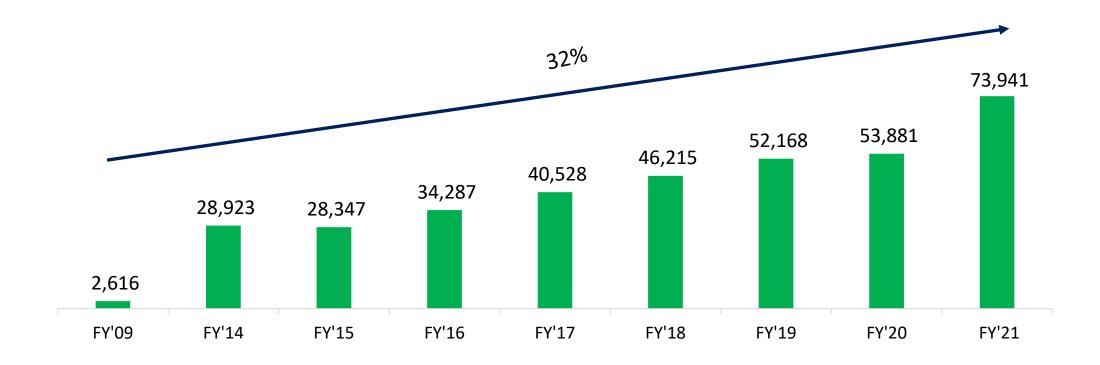
- 1 ESCert= 1 Mtoe( Metric Tonne Oil Equivalent)
  - Trading session every Tuesday | Trading time 13:00 hrs. to 15:00 hrs.



19 13-05-2021

# **Growing @32% CAGR since inception**





## **Product-wise Key Statistics**



	DAM + TAM	RTM	GTAM	REC	ESCerts
Market Share (FY 20-21)	92%	99.9%	99.9%	76%	100%
State Utilities	29 States 5 UTs	28 States 4 UTs	19 States 3 UTs	29 States 5 UTs	29 States 5 UTs
Generators	500+	206	12	408	183
Industrial Consumers	4400+	439	14	2989	97

3,520 MWh

**Highest: 22110** 

**MWh** 

31,147 MWh

Highest: 62,772

MWh

13-05-2021

**Average Daily** 

Volume

Data based on delivery volumes

174,584 MWh

Highest: 2,66,004

MWh

NA

7,733 MWh

Highest: 107,971

MWh

## **New Markets Segments FY21 (Apr-Mar)**



# REAL TIME MARKET

- ✓ Buy 12.22 ✓ Sell – 24.07
  - ✓Cleared 9.47



**VOLUME (BU)** 

- ✓ Average 2.78
- ✓ Min 0.02
- ✓ Max 19.99



- ✓ Top 5 Buyers J&K, Telangana, Rajasthan, AP, W Bengal
- ✓ Top 5 Sellers NLC, MP, Odisha, West Bengal

✓ Highest Daily Cleared Volume – 68 MU



**HIGHLIGHTS** 

Cleared Volume

✓ Daily Avg sell bid was 2 times of buy bid.

✓ Top 5 Buyers Purchase 57% of Total



- ✓Buy 1.930
- ✓ Sell 1.684
- ✓ Cleared -0.785

**GTAM MARKET** 



- ✓ Average -3.87
- ✓ Min 2.82
- ✓ Max 9.00



- ✓ Top 5 Buyers CESC, Haryana, DVC, Vedanta, Tata Power
- ✓ Top 5 Sellers Telangana, PCKL, Choudhary Power, Amplus, MRN CANE



- ✓ 60% of Cleared Volume is sold by Telangana
- ✓ Top 5 discoms trade almost 78% of the total cleared Volume.
- ✓ Max Sell Volume in a day- 31 Mus
- ✓ Cleared Volume in a Single Day-22.11 MUs

### **Technology at the Core**



#### **CUSTOMER CENTRIC**



- Digital Experience
  - Secure Web and Mobile access
  - Integrated bids across segments
- Ease of Bidding
  - Member API launch
  - Smart Power Procurement

#### **EFFICIENT**



- Security and seamless uptime
- Comprehensive Product Portfolio
  - Longer Duration Contract
  - Green Day Ahead Market (GDAM)
  - Cross Border Transactions
- Automation
  - Real Time reporting
  - Alerts/Notifications
  - SAP integration

#### STATE OF THE ART



- National Open Access Registry
  - Integration of NOAR
- Economic Surplus/Social
   Welfare optimization
  - MILP
- Data Insights
  - Bid Data Analytics for senior management
  - Power market data analytics

## **Driven by customer centricity**



### **S** – Self-service web/mobile applications

enable customers' anytime anywhere easy access

### Intelligent process automation

reduce customer effort; insights to enable effective decision making

### M – Matching engine optimization

increase social welfare

### P – Product launches

meet the needs of all customer segments

### L – Learning opportunities for our customers

experiential learning for customers through organizing events

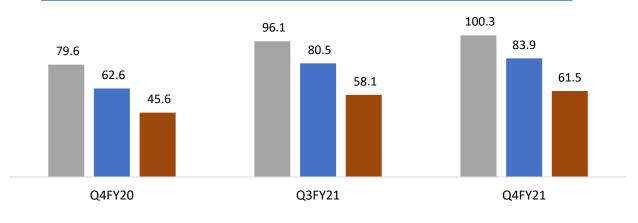
### **E** – Energy portfolio management solutions

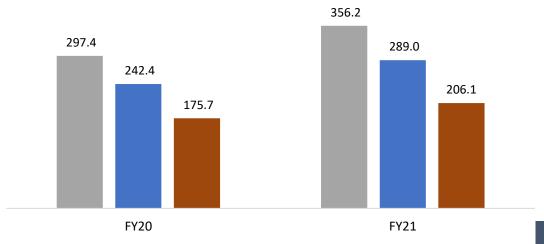
• optimize procurement cost for customers

### **Robust financial performance**



#### **Consolidated Financials Rs Cr**





■ Total Revenue ■ EBITDA ■ PAT

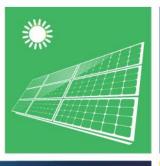
Breakup of standalone revenues (%)	Q4 FY 2020	FY 2020	Q4 FY 2021	FY 2021
Transaction Fees	81%	80%	88%	84%
Admission and Annual Fees	7%	6%	5%	5%
Other Income	12%	14%	7%	11%

Robust business model and financial strength

<sup>\*</sup> PAT attributable to owner of the equity





















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Way forward

### **NO LOCKDOWN AT IEX!**



- Supporting distribution companies in supplying 24\*7 uninterrupted power
- Enabling replacement of costly PPAs through buying on exchange
- Launched RTM and GTAM with high availability during the lockdown
- Extensive customer engagements and communication drives
- Providing round-the-clock operations with seamless connectivity and high security
- End to end automation allowing remote working
- Pivoting on employee safety as the first principle

### **Providing significant savings to DISCOMs**



# "Maharashtra discoms turn to energy exchanges, shun costly PPAs" – PTI – April 12, 2020

"We are increasingly buying power from exchanges, which is cheaper than PPA tariffs," an official from state utility Mahavitaran





In April, the first full month of the lockdown, national power demand crashed by 25% year-on-year. Photo: Indranil Bhoumik/Mint

# "Power Exchanges Account for 51% of short –term trade" – Economic Times – Jan 20, 2021

A top official in Andhra Pradesh said the state saved Rs. 1,024 crore or Rs. 1.43 per unit of electricity purchased during April-December 2020 by purchasing power from exchanges.





















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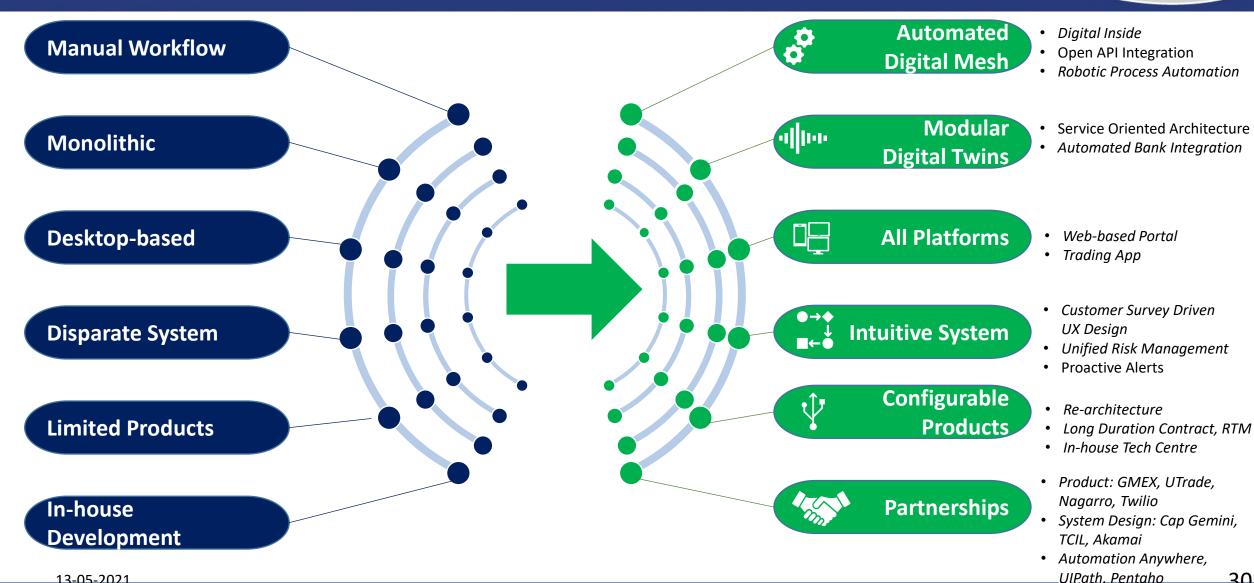
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Way forward

### Transitioning towards a Futuristic Tech Architecture





13-05-2021

### **Customer Experience Transformation**



#### **Platform access beyond 70+ Members**

• Anytime, Anywhere, Secure Web and Mobile access to 70+ Members, 6000+ Clients, Senior Leaders across Members and Clients, key Stakeholders in the Power Sector

### Personalized and Deep Data Insights for effective Decision making (Real time and trend data)

- Bid Details (Cleared, Un-cleared, Distribution of un-cleared Buy and Sell from Clearing Price, etc...)
- DSM and RTM comparison
- Generation, Transmission Lines Outage
- Demand, Weather

### Bid upload Automation through APIs, and through auto-flow of un-cleared Bids across market segments

#### **Digital / Paperless processes**

- Online Registration and Updates
- National Open Access Registry (NOAR) integration

### Immense growth potential



#### **Demand for Electricity**

- 100% household electrification under SAUBHAGAYA scheme
- Rapid urbanization 17 of 20 world's fastest growing cities in India
- Per capita electricity consumption is expected to increase by ~ 40% in the next 4 years

#### **Phasing out of Plants**

- Total capacity likely to phase out by March 2027: 41 GW
- Incremental ~100BU opportunity for Exchange

No new PPAs and Merchant Sell at reasonable rates

- No new long-term PPAs signed in the last 5 years in thermal power.
- ~20GW of untied merchant capacity in the country
- Ample availability of cheap coal. E-Auction premium on coal: Apr-Dec 2020 5% as compared to 32% (Apr-Dec 2019)

### Immense growth potential



Favorable Policy and Regulatory Initiatives

- Budget 2021: Proposed Rs 3 lakh crore distribution reform package to promote
   competition, consumer choice and increase penetration of automation and technology
- Sharing of ISTS Charges & Losses Regulations 2020:
  - ✓ Will increase DISCOM participation on exchange
  - ✓ Increased opportunity for sale of URS power by DISCOMs
- Draft proposal for Enabling Discoms to exit from PPA after completion of 25 years will increase supply side liquidity
- Market Based Economic Dispatch: 100% of power dispatch through Exchanges

### Immense growth potential



#### **Efficient Price discovery**

- Efficient price discovery has been the biggest growth driver for exchanges in the past
- Discoms can source cheaper power through Exchange to meet shortages
- Industries can source competitive power to reduce their input costs
- Prices at Exchange always lower than Bilateral contracts

### **Flexibility**

- Exchange provides flexibility to purchase power as per requirement throughout the year
- Option available to Buy/Sell different quantum for each 15 mins time block. Minimum bid quantum can be as low as 0.1 MW
- Availability of power within 1hour of requirement

#### **New launches**

- New product launches Longer Duration, Green Day Ahead, Integrated DAM (RE and Conventional)
- Derivatives
- Diversification opportunities Play in the energy basket of India

### **Indian Gas Exchange (IGX)**



#### **OUR VISION**

To lead India's transition towards a gas-based economy by architecting next generation solutions for natural gas trading and access.

1st natural gas trading exchange

Efficient & transparent market driven price discovery mechanism

Automated platform with cutting edge technology

Indigenous price discovery

### **IGX Opportunity**



- Under Paris Climate Agreement, govt commitment to reduce carbon emissions will promote use of Natural Gas
- Government's vision of increasing share of Natural Gas in total energy basket from 6% to 15% by 2030 will increase gas consumption in the economy from current 160 MMSCMD to 600+ MMSCMD
- CGD 9<sup>th</sup> and 10<sup>th</sup> round to cover 70% of Indian population. Proposed 11<sup>th</sup> round will cover a significant part of the population.
- Presently only ~22MMTPA LNG regasification capacity (50%) utilized out of ~40MMTPA. Further~30MMTPA LNG terminal capacity is additionally planned.
- Existing pipeline capacity of 18,000 Kms will be doubled in the next 2 years.
- Presently out of 160 MMSCMD of gas consumption only 30 MMSCMD is imported through short term.
- Additional demand will be largely met by RLNG imports and large part of incremental 400+ MMSCMD of gas will be met through Short term markets.

Indian gas sector is poised for a breakout growth in demand, led by CGD coupled with increasing dependency on imported LNG. Supported by ramp up in LNG terminal and gas T&D infrastructure enabling short term trading of gas.

# Way forward



#### 1. Expand coverage and market

- Launch new products
- Advocacy to increase short term market

#### 2. Best in class, futuristic Technology Infrastructure

- Enterprise IT, trading platform
- Technology & analytics solutions for customers

#### 3. Strengthen the organisation

- Capacity building, hi-performance culture
- Talent acquisition, development and retention

#### 4. Business diversification

- Play in the energy (eg. gas) basket of India
- Energy efficiency technology solutions





### **Thank You**











### INDIAN ENERGY EXCHANGE ANNOUNCES AUDITED FINANCIAL RESULTS FOR THE FOURTH QUARTER AND YEAR ENDED MARCH 31, 2021

- IEX delivers unprecedented performance in fiscal year 2021 with 37.3% YoY growth in the electricity volumes.
- FY'21 PAT grows 17.3% YoY with PAT margin at 57.9%
- 62.1% YoY growth in electricity volumes in Q4 FY'21.
- Digital transformation and new market segments RTM and GTAM, were the key growth drivers for Company in the fiscal year 2021.

#### New Delhi, May 14, 2021:

The key highlights of the audited consolidated\* financial results for the Fourth quarter ended March 31, 2021 as declared by the Company on May 13, 2021 are as below:

(Amount in Rs crores)

Particulars	Q4FY21	Q3FY21	QoQ%	Q4FY20	YoY%	FY21	FY20	YoY%
Electricity Volume (MU)	22428.4	20,174.7	11.2%	13,835.1	62.1%	73,965.4	53,861.6	37.3%
REC Volume (in '000)	-	-	-	2,374.0	-100.0%	696.7	6,027.4	-88.4%
Total Revenue	100.3	96.1	4.4%	79.6	26.0%	356.2	297.4	19.8%
Total Operating Expense	16.3	15.6	4.5%	17.0	-4.1%	67.2	55.0	22.2%
EBITDA	83.9	80.5	4.4%	62.6	34.2%	289.0	242.4	19.2%
Finance Cost, Depreciation & Amortization	4.1	4.8	-14.6%	5.0	-18.0%	18.6	16.8	10.7%
Income Tax Expense	19.0	17.6	8.0%	12.0	58.3%	65.0	49.9	30.3%
PAT	60.8	58.1	4.8%	45.6	33.6%	205.4	175.7	16.9%
PAT Attributable to:								
IEX	61.5	58.1	6.0%	45.6	35.1%	206.1	175.7	17.3%
Non-Controlling interests	-0.7	-	-	-	-	-0.7		
Basic EPS (Not Annualized)	2.1	1.9	5.8%	1.5	34.7.%	6.9	5.9	17.1%
Diluted EPS (Not Annualized)	2.1	1.9	5.8%	1.5	34.7%	6.9	5.9	17.1%

<sup>\*</sup> above financials are consolidated to include financials of Indian Gas Exchange - subsidiary of Indian Energy Exchange incorporated on November 06, 2019.

#### **POWER SECTOR HIGHLIGHTS**

The electricity consumption saw a robust increase of 8.9% YoY while the peak demand also saw 7.4% YoY growth in Q4FY'21. Overall, for the fiscal year 2021, the peak demand grew 4% YoY reaching 189 GW in February'21 whereas the electricity consumption remained at par with the previous fiscal year. The first six months saw a significant decline in electricity consumption with April 2020 showcasing the steepest decline of -23.2% YoY. The recovery

<sup>\*</sup>all volume nos. are based on traded quantity.



was led by improvement in economic activities due to the relaxation of lockdown restrictions across the country. Manufacturing PMI rebounded to 58.9 - the highest over the last eight years in October 2021, from -57.3 in April 2020.

As of March 2021, the installed power generation capacity at 382 GW saw 3.3% YoY growth. The renewable capacity saw about 9% YoY growth with cumulative capacity at 94 GW in fiscal year 2021. This considerable growth in green power reiterates the fast-paced energy shift that has been underway and an increased impetus on building a sustainable energy economy.

On the policy and regulatory front, the Government introduced many futuristic initiatives to support the revival of the power sector. To ensure viability of the distribution segment, the Power Ministry introduced Electricity (Amendment) Bill 2020 proposing amendments to the Electricity Act 2003 introducing distribution reforms and facilitating competition and consumer choice. Further, during the Union Budget 2021-22, the Honourable Finance Minister introduced the revamped reforms-based result-linked power distribution sector scheme with an outlay of Rs 3 lakh crores over 5 years. More recently, the Ministry of Power issued the Draft National Electricity Policy, 2021 underlining the most pertinent issues of the power sector and further increasing the role of power markets – aiming at market to represent 25% share by the year 2023-24.

Other key developments undertaken by the Ministry of Power included introduction of a proposal enabling the distribution utilities to exit the Power Purchase Agreement after completion of the term of the Agreement and notification of Electricity (Rights of Consumers) Rules, 2020. These initiatives are pro-power market and are expected to increase sale of power by the generators as well as increased procurement by the utilities through the Exchange Market.

To further develop the power markets, CERC notified key regulations including: Power Market Regulations 2020 which allows introduction of electricity contracts beyond 11 days; procedure for Cross Border Trade of Electricity which allows Exchanges to facilitate trading of electricity with neighbouring countries such as Nepal, Bhutan and Bangladesh,. Besides, several State Regulators notified a Merit Order Dispatch & Power Purchase Optimization Regulations.

On the gas markets front, PNGRB introduced the Gas Exchange Regulations in September 2020. Apart from this, other reforms measures introduced include simplification of pipeline tariff structure, CGD Access Code regulations, and the Imbalance Management Services regulation. These developments are expected to facilitate the development of the gas markets in the country.

#### **BUSINESS AND FINANCIAL PERFORMANCE HIGHLIGHTS**

On a standalone basis revenue for the quarter grew by 28.2% YoY from Rs 79.4 Cr in Q4FY'20 to Rs 101.8 Cr in Q4 FY'21 largely attributed to a 41.0% increase in transaction



revenue. For the fiscal year 2021, this growth was 20.3% YoY with revenue at Rs 357.4 Cr. for the year. Q4FY'21 saw the highest ever quarterly electricity volume at 22.4 BU and also highest ever growth of 62.1% on YoY basis. Fiscal 2021 saw the highest ever yearly volume of 73.9 BU traded at the Exchange since 2008, resulting in 37.3% YoY growth. The growth was driven by the competitive power prices creating traction with the distribution utilities as well as the industrial consumers, growing consumption of electricity, availability of adequate domestic coal, besides commencement of the new and much awaited market segments such as the real time market and the green market. The day-ahead market saw an average market clearing price of Rs 2.82 per unit in the fiscal year 2021, about 6% lower than the previous year price. Low power prices, and ample sell-side liquidity through the year helped the distribution utilities and industrial consumers to optimize their power procurement and maintain good financial liquidity amidst the COVID crisis.

The real-time electricity market which commenced trading on 1 June 2020 has received an incredible response from the market participants. The market crossed the 1 BU benchmark for four consecutive months i.e., from December 2020 to March 2021. On a cumulative basis in Q4 FY'21, the market traded 3,766 MU. Since its commencement, the market traded 9,468 MU till 31st March 2021.

Another key market segment - green term ahead market, which commenced trading on 21 August 2020 has cumulatively traded 785 MU since commencement.

As per the APTEL order, the stay in REC trading has been continuing since June 2020. During the fiscal, the REC market could only cumulatively trade 6.97 lakh certificates.

IEX remains committed to developing the energy markets and undertake investments in technology innovation, products, analytics as well as the automating processes. We remain committed to support the economic and industry resurgence afflicted by Covid-19 pandemic, and are of the firm view that deepening the power market could potentially lead the much-needed transformation towards an efficient, competitive, and sustainable energy and power ecosystem.

\*\*\*\*\*

#### **ABOUT IEX**

IEX is India's premier energy exchange providing a nationwide, automated trading platform for physical delivery of electricity, renewable power, renewable energy certificates and the energy saving certificates. The exchange platform enables efficient price discovery and increases the accessibility and transparency of the power market in India while also enhancing the speed and efficiency of trade execution. The Exchange is ISO Certified for quality management, Information security management and environment management since August 2016. The Exchange is a publicly listed company with NSE and BSE since October 2017 and is approved and regulated by Central Electricity Regulatory Commission since 27 June 2008. For further details, log on to: www.iexindia.com



Ms. Shruti Bhatia

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CFO & Company Secretary

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