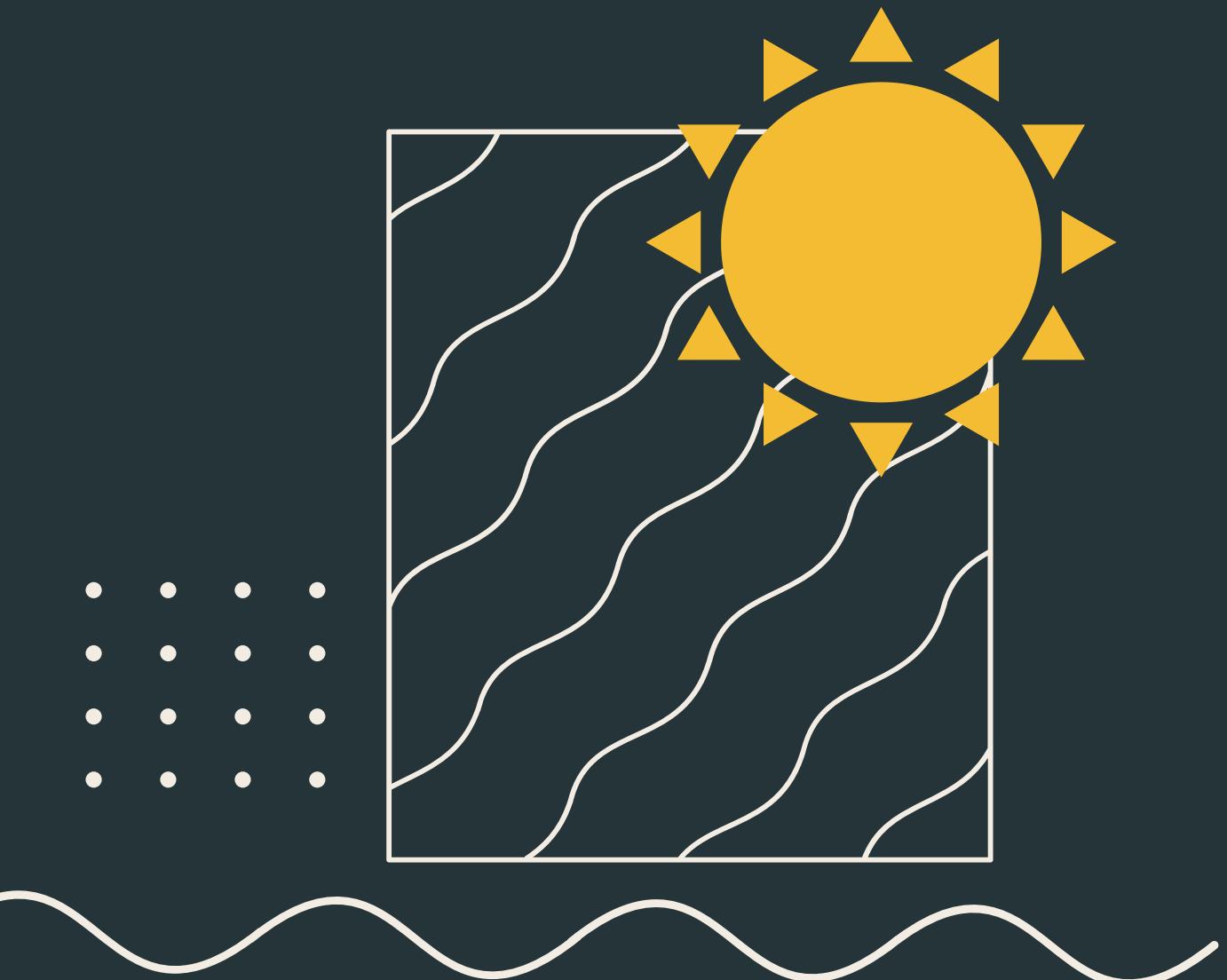
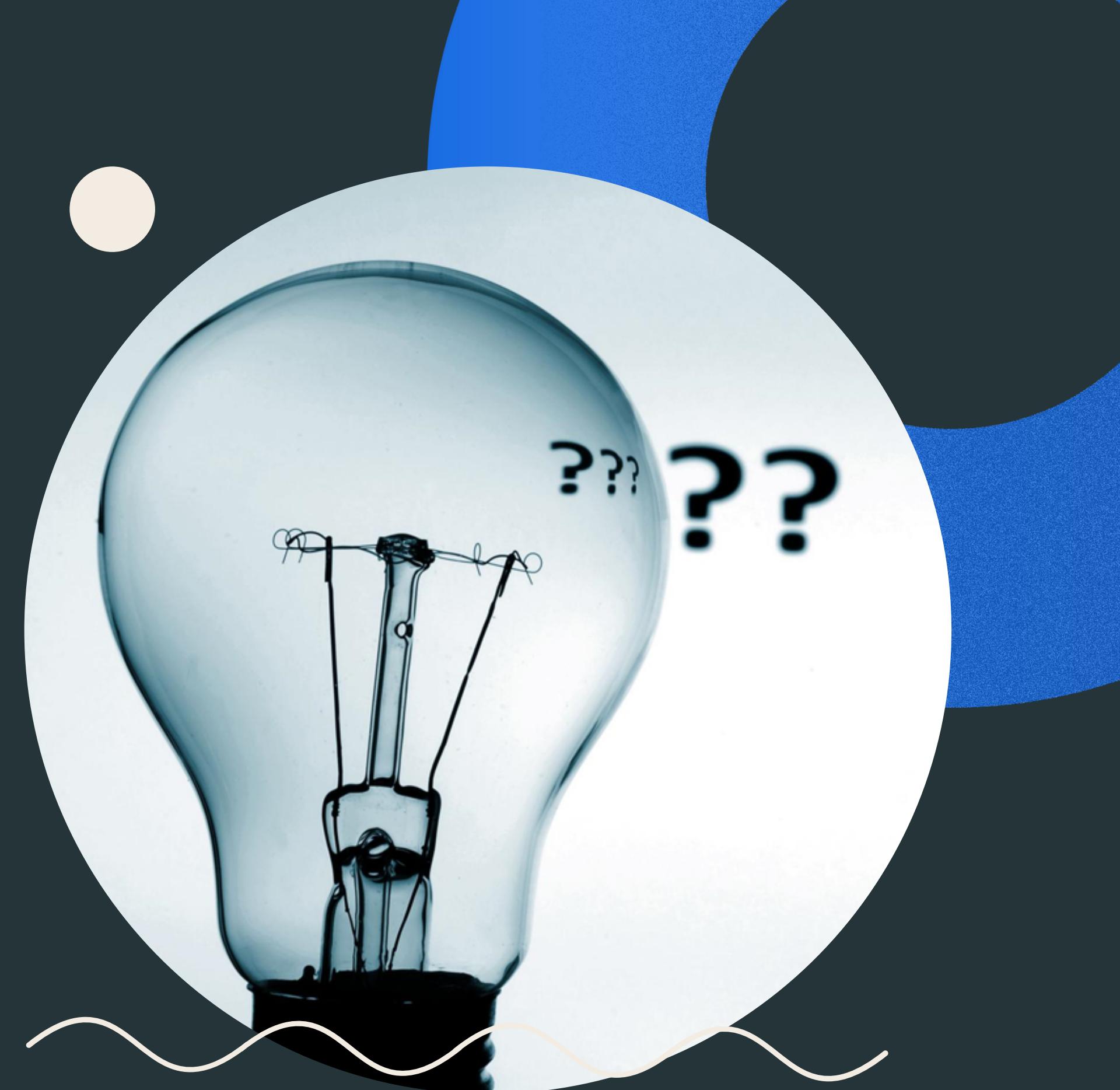


NTPC VIDYUT VYAPAR NIGAM'S BUSINESS PLAN

A wholly owned subsidiary of NTPC Limited



APPROACH TO BUSINESS PLAN.



LISTING TIMELINES

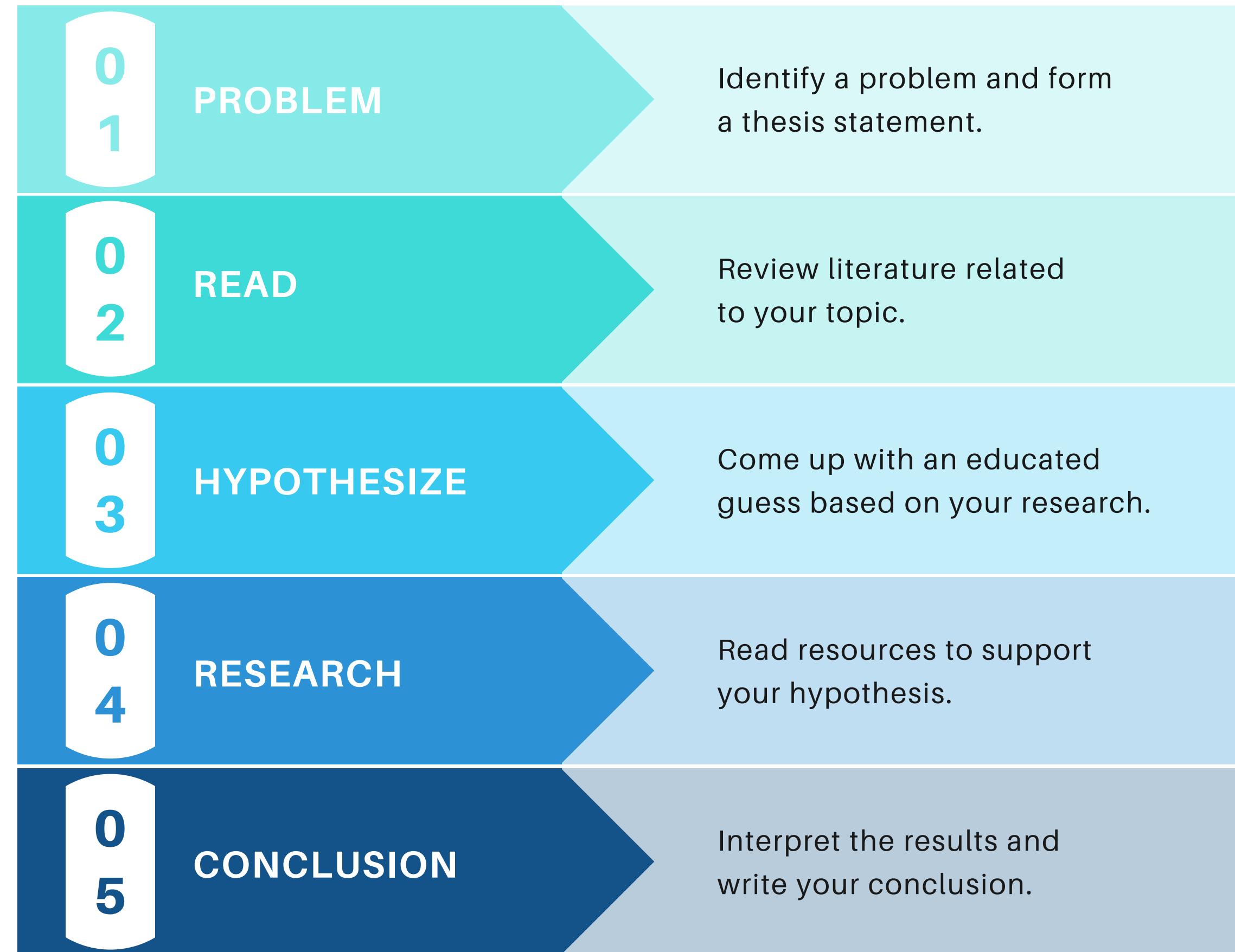
*Up to 3 years
Horizon
(Short Term)*

*3-10 years
(Medium Term)*

*Beyond 10 years
(Long Term)*

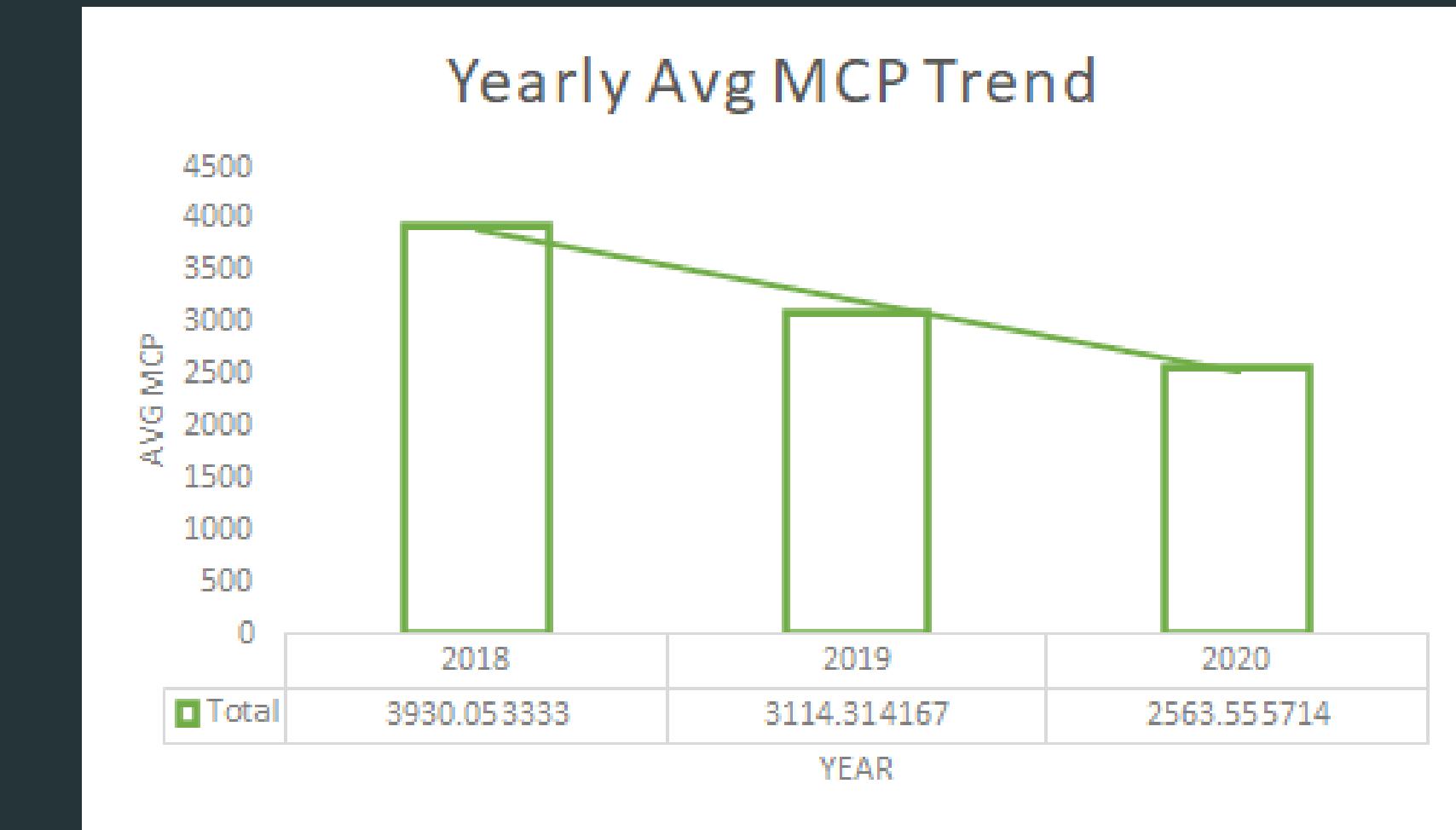
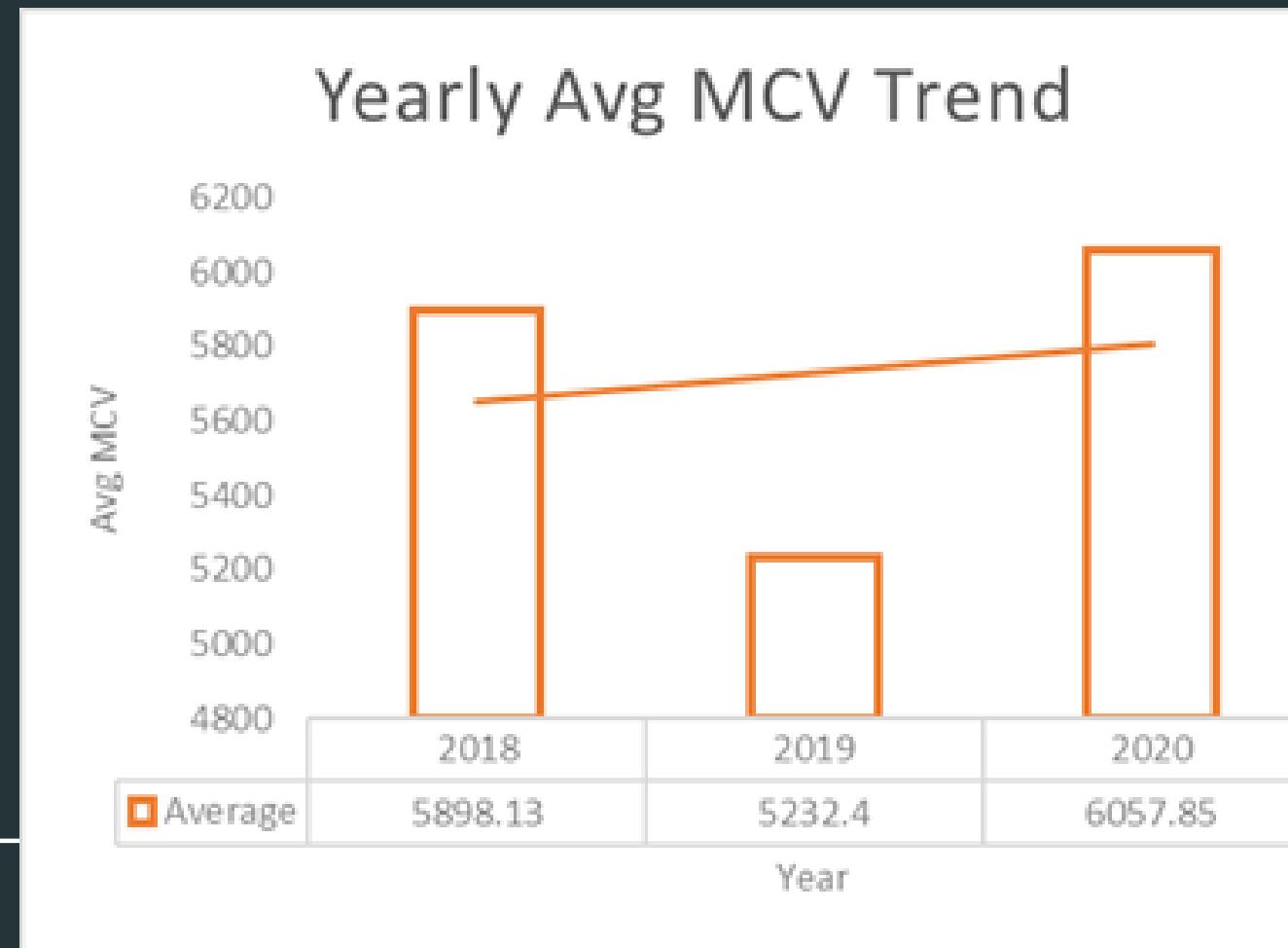
The Stages of Research

Miss Jones Science Class

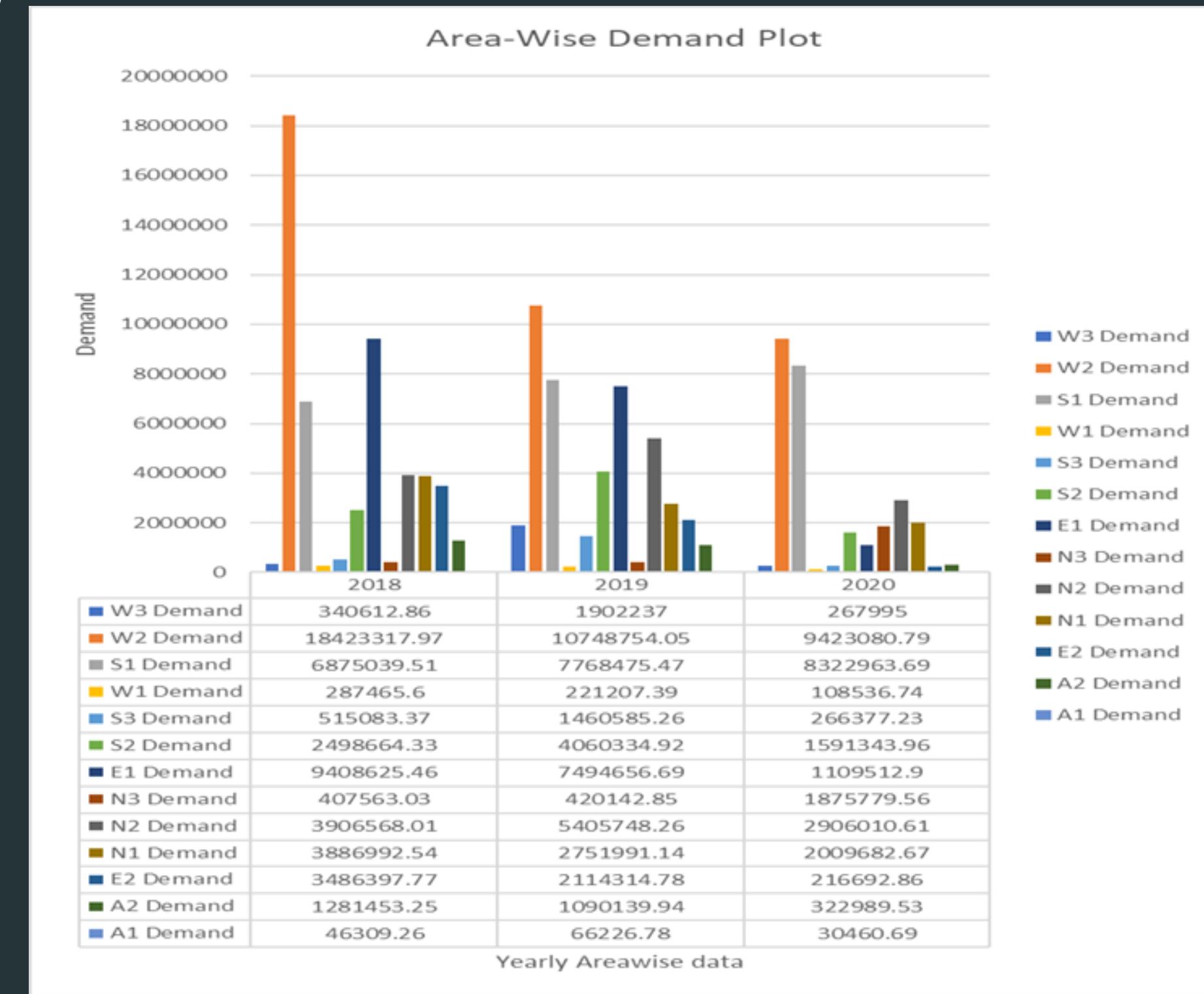


Yearly Trends in Short-term Transactions of Electricity (2018-2020 through Power Exchanges)

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Yearly Trends in Short-term Transactions of Electricity (2018-2020 through Power Exchanges)





EXPANDING
EXISTING
BUSINESS
MODEL (UPTO
3YEARS)

Domestic Power Trading

Expanding bilateral business horizons (Through Long Term Contracts, Aggregations, Behind the Meter & Real Time Solutions)

- Tolling & Commercial assignments of Stranded Generating Assets
- Providing Commercial & Metering management solutions to Gencos, Discoms, SEZs
- Asset set up in Andaman & Others

Cross Border Power Trading

- SNA Activities
- Import of Cheap Power

EV Business (Target 1000 Buses in 3 years)

- Andaman & other UTs
- States & Large Business Houses, Education Societies Etc.)

International Competitive biddings

Solar Businesses

Asset Acquisitions (RE Assets Hydro, Solar, Wind Etc.)

Consultancy (Port Folio Management) & Capacity Building measures

Pellet Plant Set Up (6 no.s Punjab)



PROPOSED BUSINESS PLAN INITIATIVES (3-10 YEARS)





ASEAN Countries

Expanding Cross border trade to ASEAN Countries

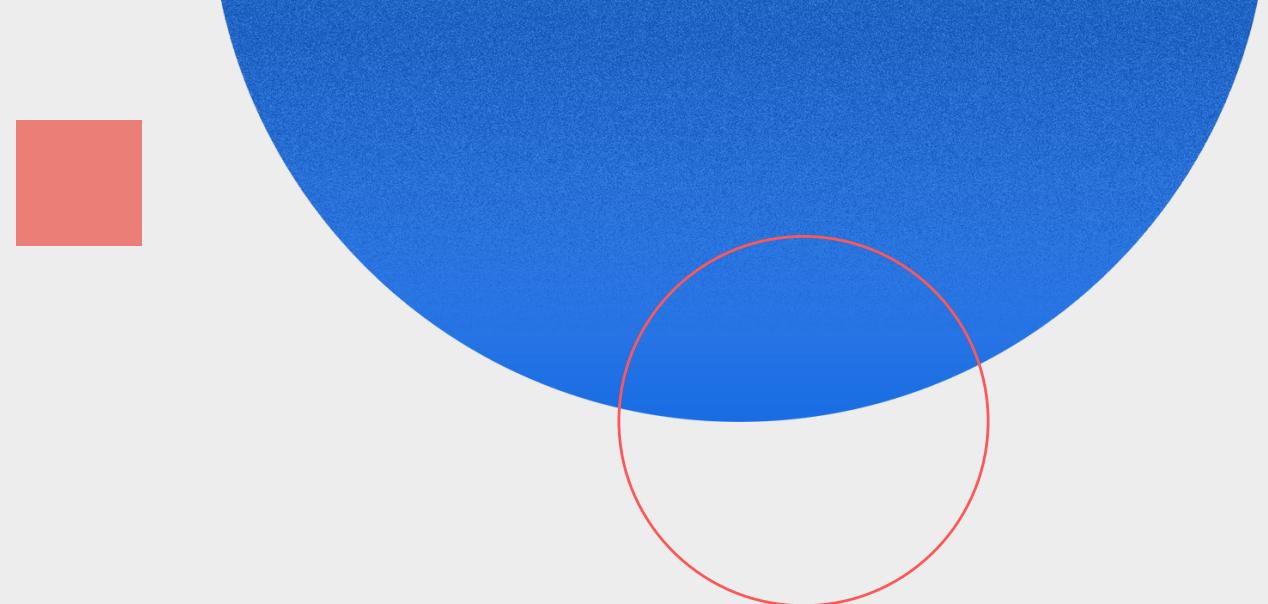
Billing and Metering Business-
Since, NTPC is looking for forward integration of its generation business by acquiring the distribution companies. Hence, installation of smart and prepaid meters can be done by NVVN.
For billing purpose, the payment application can be designed and maintained by NVVN.

Expanding Pellet Manufacturing Plant in India
Since, there is a mandate of using agro-residue from Ministry of Power to generation companies, thus NVVN is in the process to provide paddy straw pellets to NTPC & other generators by building pellet plants in different states.

Power Exchange Business-

The exchange business has high growth potential in coming future. Moreover, the business is skewed towards one player(IEX). Thus, this is very lucrative option for NVVN, hence NVVN can buy stakes in PXIL and in later stages can even set up a power exchange.

Creating more small Solar & Wind Assets under RESCO Model



Buying stake in various indigenous RE product manufacturing industries - because of disrupted supply chain of imported RE products, there will be growth in indigenous RE product manufacturers. (Like investing in indigenous bankable module manufacturer or solar PV manufacturing)

Investing in RE Microgrid in collaboration will amplify the Government of India's ongoing campaign to provide electricity to rural areas, and unleashing the potential of renewable microgrids to serve households and businesses that suffer from poor reliability and coverage by traditional grid-based power.

Set up a clearinghouse business to operate between consumers and financial institutions.

Investing opportunities in Startups

Energy Storage Solutions

Investing in EV Charging business

Forays into other areas

LONG TERM (BEYOND 10 YEARS): POSITIVE VIEWPOINT

During this phase, the expectation is that the demand will be expanding and Indian economy will be in growth phase.

In this phase, the NVVN's strategy will be to invest upcoming technologies and become a asset based company from a trading company thus, having diverse portfolios of business.



PROPOSED BUSINESS PLAN INITIATIVES (BEYOND 10 YEARS)

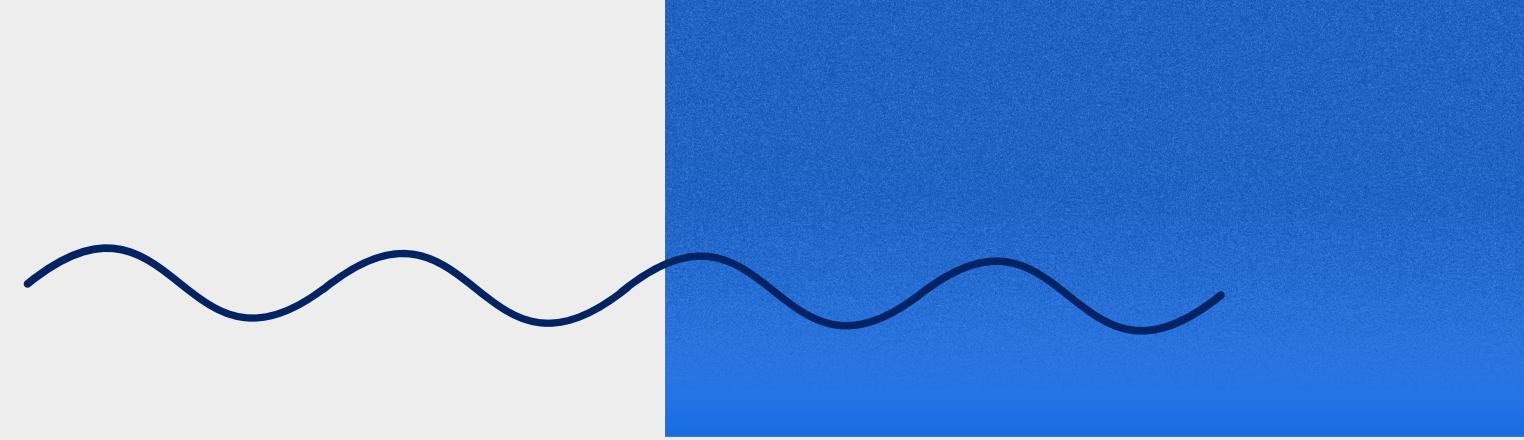
According to the estimates, the volume of PV (photovoltaic) waste in India is estimated to increase to 200,000 tons by 2030 and around 1,8 million tons by 2050. Since most of the photovoltaics are imported and India is also poorly positioned to handle photovoltaic waste as it does not yet have the same policy guidelines, it is the hour's need to handle this situation before it arises.

NVVN can work alongside holding govt hands to develop an innovative business model for **solar e-waste recycling** and also to develop CPCB framework and policy recommendations for the provision of market-based e-waste management incentives.



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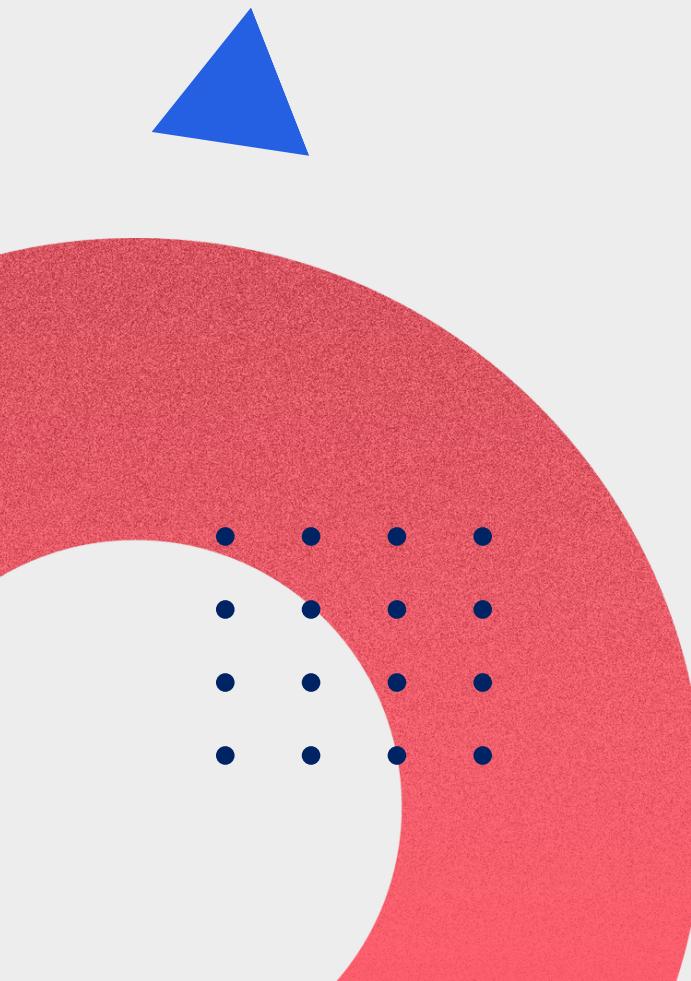




Energy Efficient Programmes can be developed by NVVN at different municipal systems with the deployment of energy efficient pumps along with other energy efficient measures and RE microgrids/grid connected for reducing the electricity bills.

Both Municipal Corporations and Commercial space operators can be roped in for such projects.

Invest heavily on **Energy storage projects and RE projects with energy storage provisions** along with a long term plan of creating an Energy Storage Resource Market of which NVVN can behave as a market operator by creation of a subsidiary.





THANK YOU

NTPC Bhawan, Core-7,
SCOPE Complex, 7 Institutional
Area, and Lodhi Road, New Delhi
110003.

www.nvvn.co.in