

Dated: January 25, 2022

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, 5th Floor, Plot No. C/1 G Block, Bandra Kurla Complex Bandra (E), Mumbai-400 051

Scrip Code: 540750

Symbol: IEX

Sub: Investor Presentation & Press Release on Unaudited Financial Results for the quarter ended December 31, 2021

Dear Sir / Madam,

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

The above information will also be made available on the website of the Company: <u>www.iexindia.com</u>

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

Indian Energy Exchange Ltd

Registered Office: C/o Avanta Business Centre, First Floor, Unit No. 1.14(a), D2, Southern Park, District Centre, Saket, New Delhi–110017, India Corporate Office: 9th Floor, Max Towers, Sector 16B, Noida, Uttar Pradesh–201301, India

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CIN: L74999DL2007PLC277039 | Website: www.iexindia.com



Investor Presentation – Q3FY'22

Leading India's Energy Transformation



In this presentation:

Sector in transformation

Electricity value chain

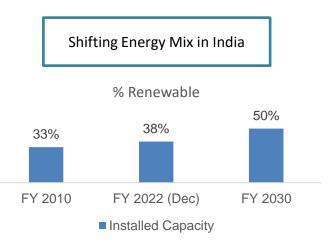
IEX: Who we are

IGX

Way forward

Energy Sector is rapidly transforming Deployment of low-carbon Decarbonisation technologies - wind and solar Small-scale generation **Decentralisation** across T&D network Empowered consumers -**Democratisation** economic power shift Intelligent CS and Apps to Digitisation optimise plants and grid





- Share of renewables capacity (including large hydro) has increased from 33% in 2010 to 38% in Dec 2021, and is expected to reach 50% by 2030
- RE capacity in India as on Dec'21: 151.3GW (including large hydro); to achieve 500 GW by 2030



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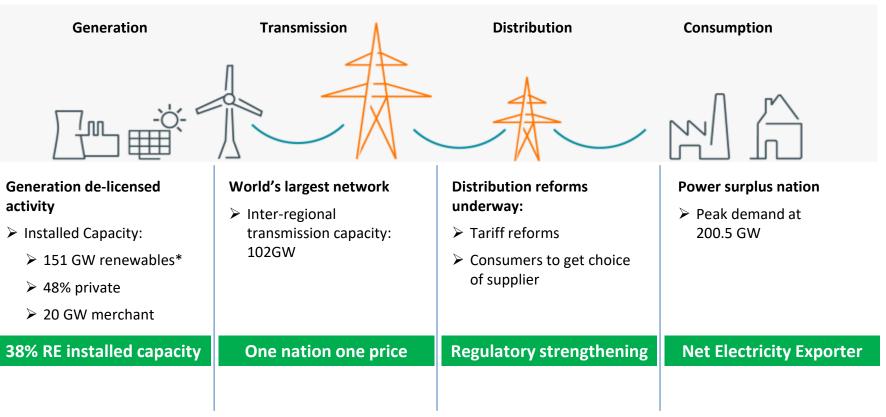
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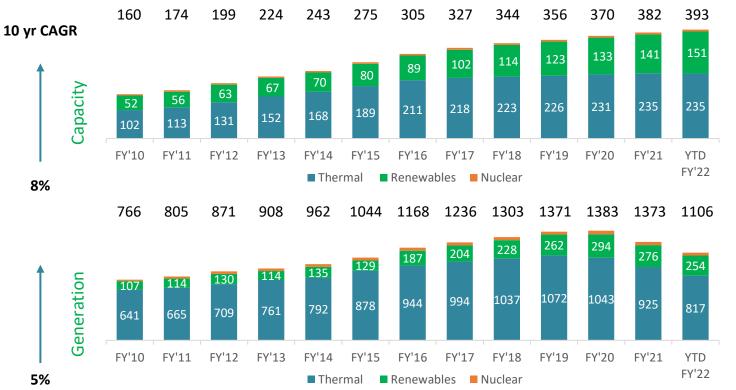
Way forward

Electricity Value Chain: Key Highlights





Installed capacity has grown at a faster pace compared to demand



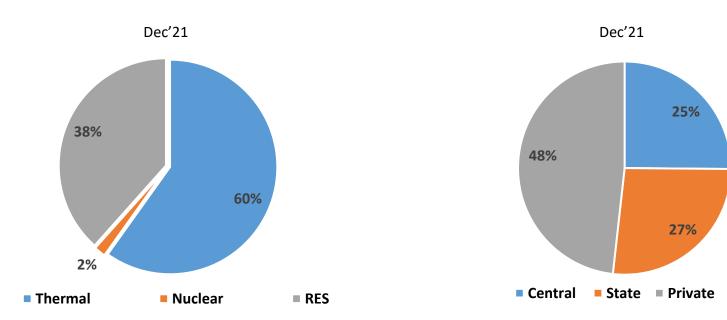
Capacity growth of 8% and generation increase of 5% in the last 10 years has led to surplus generation in India

NOVATION TECHNOLOGY

**YTD is upto Dec 2021

Total Installed Capacity = 393 GW

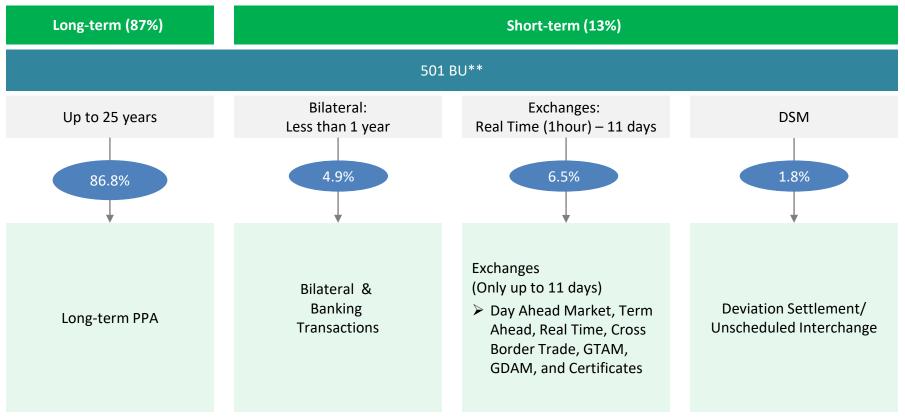




*Renewables include: Hydro Power – 12% and RES – 27%

Power Sector construct

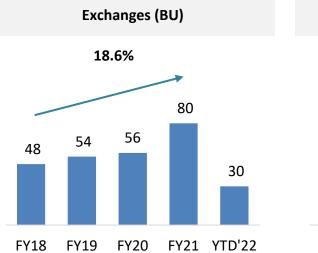


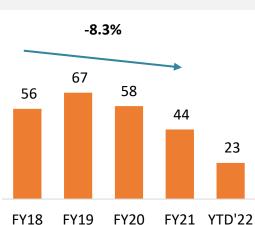


*data till July 2021 Source: CERC, CEA (till July'21)

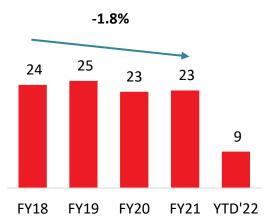
Fast growing Exchange Markets







Bilateral (BU)



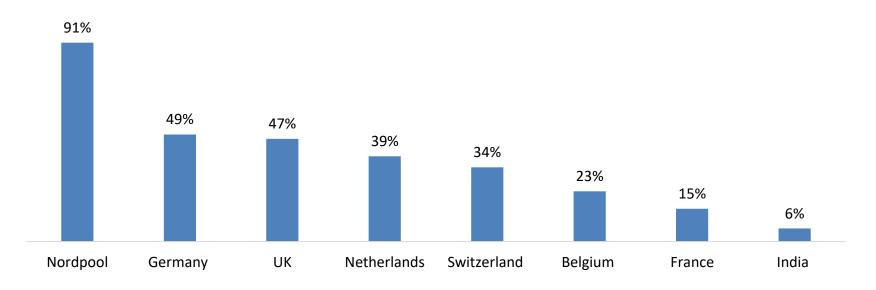
DSM (BU)

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

*YTD data till July 2021 Source: CERC

Deepening India's Power Markets

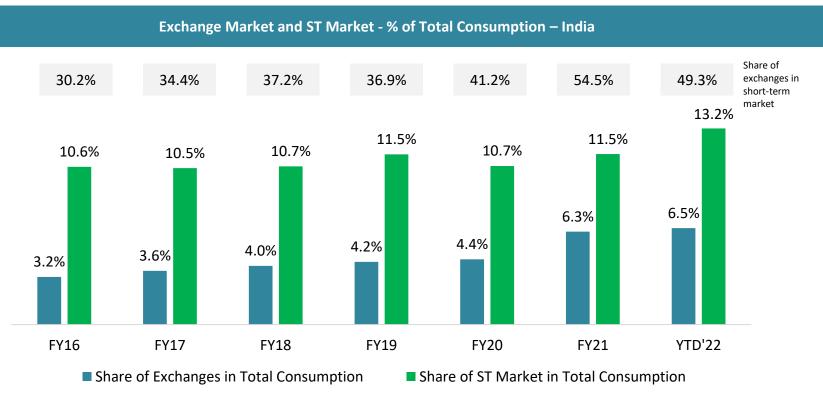




Markets are in the range of 30-80% in developed economies. At 6%, India has an opportunity to deepen the power market.

Exchanges share in short term market





*YTD data till July 2021 Source: CERC

Energy Consumption bound to grow

- Per capita consumption in India is 1/3rd of global average
 - Per capita consumption expected to double in the 1135 next 5 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

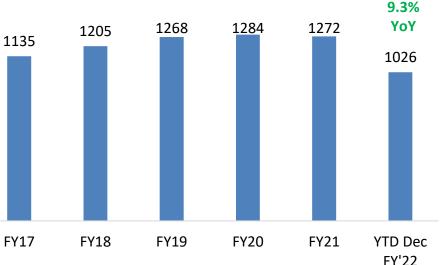
Consumer demand growth

Last mile connectivity - Saubhagya : Power for All

Power on 24x7 basis

*YTD data till December 2021 Source: CERC







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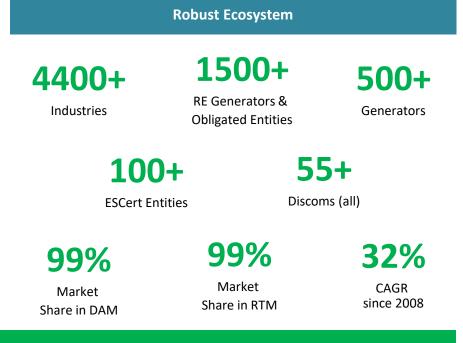
IGX

Way forward



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
- Market Leader: ~95% (DAM & RTM >99%)
- Electricity volume CAGR 32% since 2008



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









Our Values









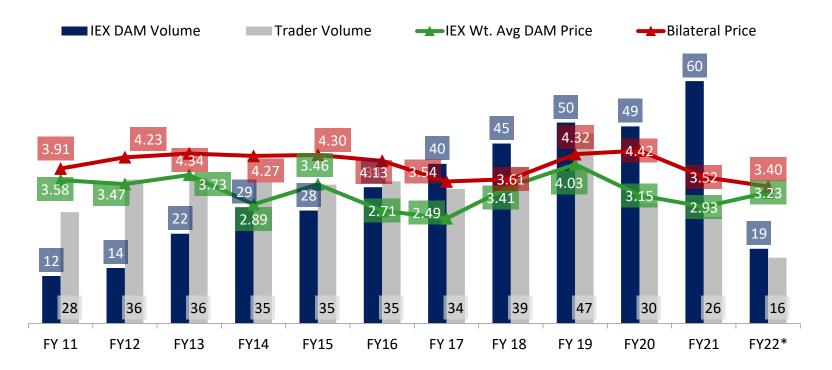






Most Competitive Prices - Over the years





FY22 data till July 2021 Source: CERC MMC Reports

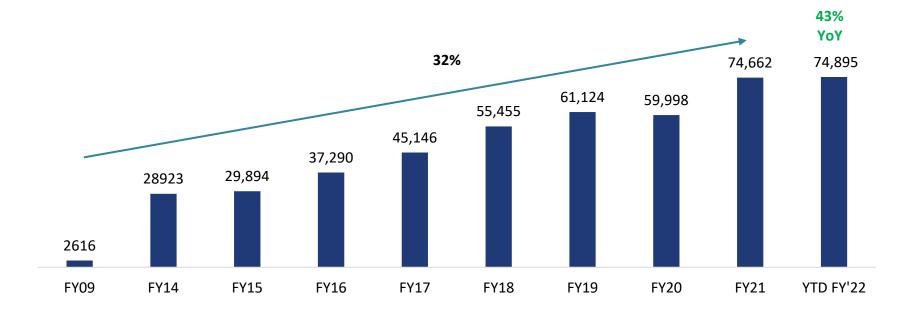
Market Segments



Day-Ahead Market since Jun 2008	 Delivery for next day; Includes cross border trade launched on 21st April 2021 Price discovery: Closed, Double-sided Auction 	X	
Term-Ahead Contracts since Sep 2009	 For delivery up to 11 days Intra-day, Day-ahead Contingency, Daily Contracts, Weekly Contracts 	Х	→,
Real-Time Market since 1 Jun, 2020	 Delivery in an hour Price discovery: Closed, Double-sided Auction 	-	Continuous
Green Term Ahead Market since 21 Aug, 2020 GDAM Sep 21	 GTAM - Intra-day, DAC , Daily and Weekly GDAM - Green Power Delivery for next day 	-	X
Renewable Energy Certificates since Feb 2011	 Green Attributes as Certificates: Sellers: RE generators not under feed in tariffs Buyers: Obligated entities; 1MWh equivalent to 1 REC 	X	Auction
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. 	Х	

Growing @32% CAGR since inception





Note: Data based on delivery volumes, DAM vols are based on trading YTD is upto December 2021 Source: IEX Data (DAM+TAM+RTM+GTAM+REC+ ECERTs)



Product-wise Key Statistics

		DAM + TAM	RTM	Green Power	REC	ESCerts
•	Market Share (FY 21)	92%	99.9%	99.9%	76%	NA
	State Utilities As on Dec'21	29 States 5 UTs	29 States 4 UTs	29 States 3 UTs	29 States 5 UTs	29 States 5 UTs
	Generators As on Dec'21	Total Power: 600+			1189	111
	Industrial Consumers As on Dec'21	Total Power : 4400+			593	57
	Average Daily Volume* (Q3 FY22)	190 MU	52 MU	13 MU	NA*	NA*

*DAM on trade basis and Rest on delivery volumes

* 38.28lac no. of RE certificates and 2.86lac ECERTs traded during the quarter

New Market Segments : Q3 FY22

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	-		
	REAL TIME MARKET		GREEN TERM AHEAD MARKET
	 ✓ Buy: 7380 ✓ Daily Average Sell: 97 ✓ Sell: 8968 ✓ Daily Average Cleared: ✓ Cleared: 4823 ✓ Daily Average Buy: 80 		 ✓ Buy: 1655 ✓ Daily Average Buy: 18 ✓ Sell: 1137 ✓ Daily Average Sell: 11 ✓ Cleared: 866 ✓ Daily Average Cleared: 9
PRICE (Rs/Unit)	 ✓ Average : 4.65 ✓ Max : 20.00 ✓ Min : 0.50 	PRICE (Rs/Unit)	 ✓ Average : 4.37 ✓ Max : 20 ✓ Min : 2.31
PARTICIPATION	 ✓ Top 5 Buyers : J&K, Rajasthan, Andhra Pradesh, Tamil Nadu & Haryana ✓ Top 5 Sellers : Madhya Pradesh, West Bengal, Telangana, Karnataka & Odisha 	PARTICIPATION	 ✓ Top 5 Buyers –Vedanta, CESC, DNH,SAIL, Haryana ✓ Top 5 Sellers – PCKL, Telangana, Renew, Azure & Ayana
HIGHLIGHTS	 ✓ Highest ever Daily Cleared Volume : 98 MU ✓ Highest Cleared volume in single time block : 6355 MW ✓ Top 5 Buyers contributed 50% ✓ Major OA Buyers : Vedanta, Jindal Stainless, AMNSIL, SAIL, Dalmia Cement 	HIGHLIGHTS	 ✓ Highest ever Daily Cleared volume : 32.84 MU (18 Oct'21) ✓ Top 5 Buyers contributed 80% ✓ Major OA Buyers : Vedanta, SAIL, Jindal Stainless

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

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
 - New Products Launched RTM, Green Markets, CBET
 - Longer Duration Contract
- 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



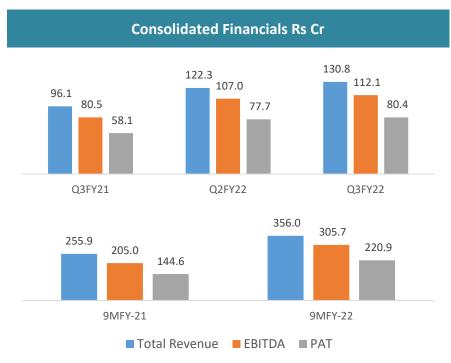
Driven by customer centricity

- **S** Self-service web/mobile applications
 - enable customers' anytime anywhere easy access
- I 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

Create effective solutions to fulfil all Power Procurement related needs of our customers



Robust financial performance



Breakup of standalone revenues (%)	Q3FY21	Q2FY22	Q3FY22
Transaction Fees	84%	86%	86%
Admission and Annual Fees	4%	4%	4%
Other Income	12%	10%	10%
Total	100%	100%	100%

Robust business model and financial strength

* PAT attributable to owner of the equity

No lockdown at IEX!



- Supporting distribution companies in supplying 24*7 uninterrupted power
- > Enabling replacement of costly PPAs through buying on exchange
- > Launched RTM, GTAM, GDAM and Cross Border Trade with high availability during the covid crisis
- > 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



Towards a sustainable energy future

Green () Market



Together, towards a green future.

Telangana DISCOMs have sold about 797 MU of solar energy from September 2020 to July 2021. It has helped the State in ensuring financial liquidity while also enabling us to channelise the surplus renewable energy into the market. The Green Market is an important part in India's green energy shift and going forward, we will increasingly tap into the market segment.

> C. Srinivasa Rao Joint Managing Director Telangana Transco



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

"Andhra Pradesh saves Rs 2,350 crore in power purchases in 2 years" –Times of India – May 24, 2021

Andhra Pradesh has saved around Rs 2,350 crore by purchasing electricity in spot markets at cost effective prices in the last two years, i.e., 2019–20 and 2020–21

The power utilities procured 3,393 million units in 2019-2020 and 8,890 MU in 2020-21 from the open market at cheaper prices Green () Market



Together, towards a green future.

As India's largest producer of aluminium, we are making rapid strides towards realisation of our climate action targets. This includes attaining the highest standards of energy efficiency at our plants and processes, and increasing the share of renewables in our energy mix to produce aluminium, the metal of the future. We procured 354 MU of green power from IEX's Green Market in Q1, becoming India's largest green power buyer. IEX's Green Market has the potential to shift the paradigm on the Indian Aluminium Industry's sustainability targets, enabling companies like us to produce high-quality low-carbon value-added products of aluminium, a metal critical for realisation of India's aspirations of \$ 5 trillion economy.

> Rahul Sharma Chief Executive Officer Aluminium Business, Vedanta Limited



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Way forward

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

01 1st natural gas trading exchange 02 Automated platform with cutting edge technology

03

Efficient & transparent market driven price discovery mechanism

04

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 500+ MMSCMD
- CGD 11th round to cover >90% population in next 6 years
- > LNG terminal capacity is expected to grow from current 42.5 MMTPA to around 72 MMTPA in 3 years
- Transmission pipeline network is expected to grow from ~20,000 km to around 35,000 km by 2023
- Presently out of 160 MMSCMD of gas consumption ~85 MMSCMD is imported through short term
- > Unified transmission tariff (two-zone) under implementation

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.



In this presentation:

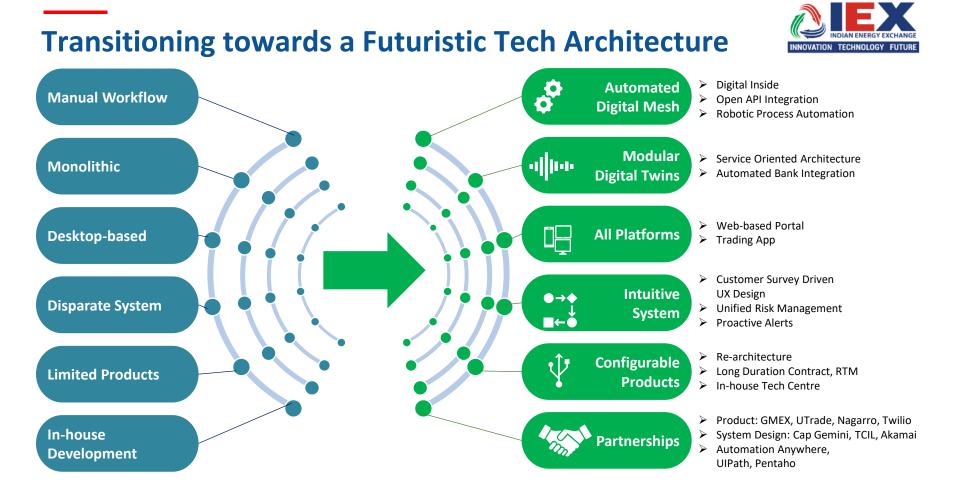
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Way forward



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

Robust Business Continuity through seamless DC to DR switch

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

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 Draft National Electricity Policy 2021 (NEP) indicating the commitment of the Government to deepen power markets by increasing the share of spot markets to 25% by the year 2023-24. Draft Ancillary Markets paper providing for procurement of ancillary services through Exchanges. 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 Draft Deviation Settlement Mechanism (DSM) and Related Matters Regulations, 2021, linking the DSM charges to the time block-wise price discovered on the Exchange In Dec'21, CERC issued the draft CERC (Connectivity and General Network Access to the inter-State Transmission System) Regulations, 2021 which is expected to promote development of power market in the country
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 lower than Bilateral contracts

Immense growth potential



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, Ancillary Markets, Capacity Markets, Gross Bidding Derivatives – IEX price to be used as reference Diversification opportunities – Play in the energy basket of India

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

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INDIAN ENERGY EXCHANGE ANNOUNCES UNAUDITED FINANCIAL RESULTS FOR THE THIRD QUARTER ENDED 31 DECEMBER 2021

- IEX achieves 37% YoY volume growth in Q3 FY'22.
- Profit after tax grows 39% YoY.
- Exchange announces interim dividend of 100%.
- Subsidiary company IGX, achieves breakeven in Q3 FY'22, within one year of authorization.

New Delhi, Tuesday, 25 January 2022:

The key highlights of the unaudited financial results* for the third quarter ended December 31, 2021, as declared by the Company on 24 January 2022, are as below:

Particulars	S	Standalone			Consolidated		
Particulars	Q3FY21	Q3FY22	ΥοΥ%	Q3FY21	Q3FY22	YoY%	
Electricity Volume (MU)	20,175	23,539	16.7%	20,175	23,539	16.7%	
REC Volume (in '000)	-	3,828	100.0%	-	3,828	100.0%	
ESCerts Volume (in '000)	-	286	100.0%	-	286	100.0%	
Total Revenue	95.68	126.68	32.4%	96.09	130.78	36.1%	
Total Operating Expense	12.89	16.05	24.5%	15.64	18.72	19.7%	
EBITDA	82.79	110.63	33.6%	80.45	112.06	39.3%	
Finance Cost	0.52	0.49	-5.8%	0.52	0.50	-3.8%	
Depreciation & Amortization	3.99	4.13	3.5%	4.19	4.42	5.5%	
Income Tax Expense	18.20	26.10	43.4%	17.60	26.41	50.1%	
РАТ	60.08	79.91	33.0%	58.14	80.73	38.9%	

* All amounts are represented in Crores

POWER SECTOR HIGHLIGHTS

In the third quarter of the fiscal year 2022, India has seen good growth in economic and industrial activities. This increase in activity also spurred the demand for electricity. The national electricity consumption stood at 321 BU during the quarter, registering a 5% CAGR growth over last 2 years.

In December 2021, India's installed power generation capacity reached 393 GW seeing 4.8% YoY growth. The renewable energy capacity including large hydro reached 151 GW from 137 GW in the fiscal year 2020, achieving 10.5% YoY growth. The share of renewables in India's total capacity base has increased to 38% aligned to India's commitment at COP26 Summit in Glasgow, where an ambitious target of achieving 500GW of renewable energy by 2030 was announced.

BUSINESS AND FINANCIAL PERFORMANCE HIGHLIGHTS

On a standalone basis, revenue for the quarter increased by 32.4%, from Rs. 95.7 Cr. in Q3FY'21 to Rs. 126.7 Cr. in Q3FY'22. The PAT grew by 33% YoY from Rs 60.1 Cr in Q3FY'21



to Rs 79.9cr in Q3FY'22, with a margin of 63.1%. The company has announced an interim dividend of 100% per equity share.

During the quarter, volumes on the Exchange grew by 37% YoY with 27.6 BU volumes traded versus 20.1BU in Q3 FY'21. The growth in volumes was driven by substantial increase in electricity consumption as well as resurgence of trading in REC's and ESCERT's.

The Real-Time Market continues to be one of the fastest-growing electricity market segments on the Exchange, achieving a growth of 70% YoY with 4.8 BU of volumes traded during the quarter.

The green market, including the day ahead and term ahead market, cumulatively traded 1.2 BU during the quarter, and contributed 5% to overall electricity volumes.

On the REC front, a total of 38.28 lakh certificates, and a total of 2.86 lakh Energy Saving Certificates traded during the quarter.

On 9-month basis, total volumes on the Exchange grew by 43.4% YoY with 74.9 BU volumes traded in 9M FY'22 versus 52.2BU in 9M FY'21. On a standalone basis, revenue for the 9M FY'22 increased by 37%, from Rs. 255.6 Cr. in 9M FY'21 to Rs. 350.1 Cr. in 9M FY'22. PAT grew by 48.1% YoY from Rs 149.7 Cr in 9MFY'21 to Rs 221.6 Cr in 9MFY'22, with a margin of 63.3%.

The Exchange is now gearing to launch the Longer Duration delivery contracts in electricity and renewable segment.

On the gas market front, the Indian Gas Exchange IGX has been achieving consistent growth in terms of volumes as well as the eco-system development. During the quarter, IGX achieved break even, within one year of securing PNGRB authorisation in December'20. In Q3 2021, IGX recorded trade volumes of 3.6 million MMBtu. Cumulatively 5 million MMBtu was traded through IGX during the year. More recently, IOCL has joined IGX as its new strategic partner. With the increasing volumes and participants, IGX is well on its way to substantially contributing towards the Government's goal of achieving a 15 % share of the country's overall energy mix for natural gas by 2030.

POLICY AND REGULATORY UPDATES

From the policy and regulatory perspective, on 16 December 2021, CERC issued the draft Connectivity and General Network Access (GNA) to the inter-State Transmission System Regulations, 2021. This initiative is expected to simplify the transmission access availability for the participants on the Exchange. Implementation of GNA is also expected to ease the participation on Exchange platform as decision to participate will no longer be contingent upon transmission access and charges. GNA will promote development of power market in the country.

Further, the resolution of the decade long-pending jurisdictional conflict between the CERC and SEBI in respect of jurisdiction of long duration forwards paved way for the introduction of much awaited long-duration delivery contracts on the Power Exchanges under regulatory jurisdiction of CERC and also the introduction of the electricity derivatives on the commodity exchanges under jurisdiction of SEBI. Electricity derivatives will smoothen out the price volatility and also buyers will be able to hedge their positions and take delivery in spot markets. This will lead to an increase in the Exchange transactions. Following this development, IEX has already applied for approval of longer duration contracts to CERC.



The Central Electricity Regulatory Commission also issued the draft Deviation Settlement Mechanism (DSM) and Related Matters Regulations, 2021, linking the DSM charges to the time block-wise price discovered on the Exchange. Implementation of this initiative will help to further deepen the real-time market.

The National Open Access Registry (NOAR) is also likely to be implemented in fiscal year 2022. NOAR will automate processing of open access and considerably reduce the lead time taken in the various procedures. This will also make the transmission allocation more transparent and efficient.

Going forward, IEX stands committed to facilitate India's power sector transformation driven by the energy markets which play a pivotal role in building India's sustainable and efficient energy future working in collaboration with government, regulators, customers, and other stakeholders.

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 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

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