

# CLIENT RESULTS & SUCCESS STORIES

CASE STUDY : ADVISORY AND  
CONSULTING SERVICE CAPABILITY –  
POWER TRANSMISSION & DISTRIBUTION

April, 2018

Featured Slides

# About Client Success Story



*“Power distribution has always been an issue for India and companies dealing with it are looking for innovative solutions to evolve from the never sufficing debt ridden status to an efficient operator and look upon providing service as a private operator in the country”*



## Client Introduction:

The client is mainstream participant in the growing Indian energy industry and a market leading owner and operator of clean energy projects in India. The client is also engaged in building a de-risked portfolio of wind, solar, hydropower, natural gas and biomass assets within India and intends to increase the installed capacity it operates by developing new greenfield assets. It further has endeavours to be a responsible business playing an important role in the community beyond its role in the power generation industry. The Company maintains a continuous involvement in localised projects and community programmes which centre on education, health and wellbeing, environmental stewardship and improving rural infrastructure.

Featured Slides

# Client's Issues, Challenges & Our Solution



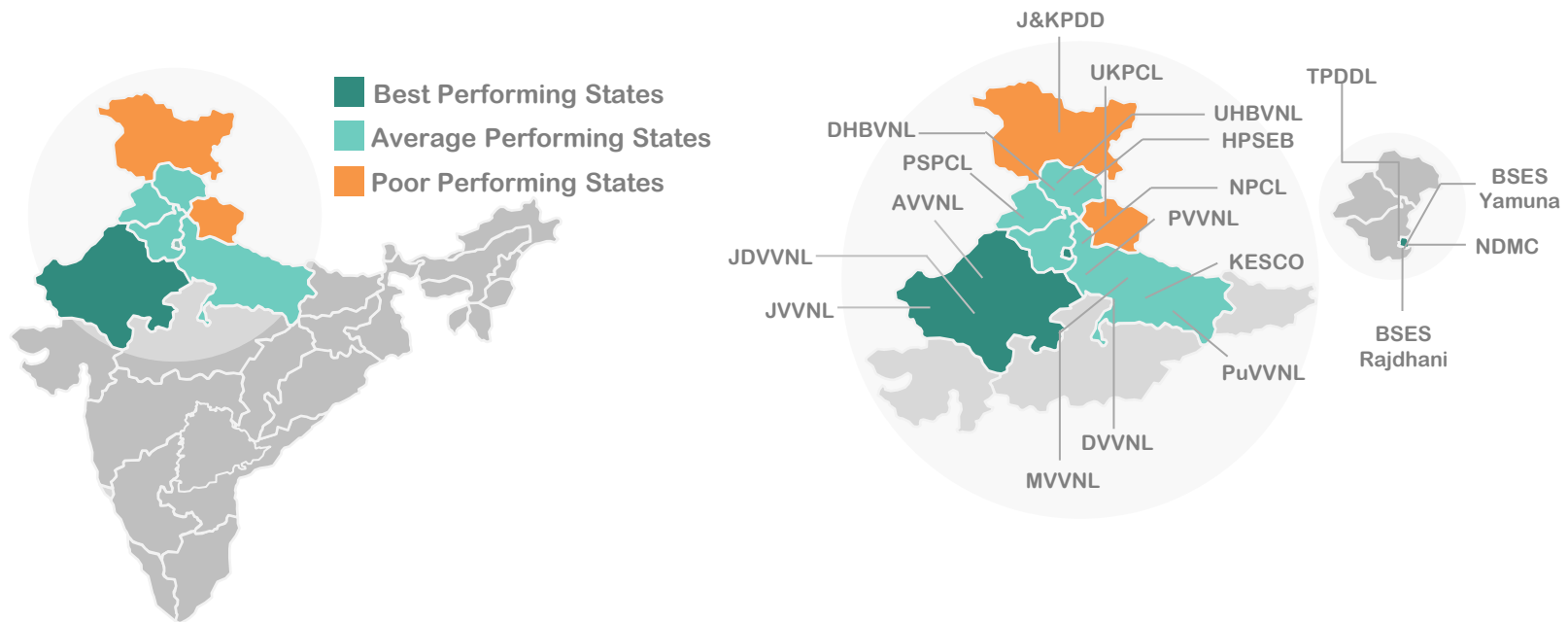
## Client Challenge 01:

India has faced up with challenges of proper operational cycles when it comes to the business of power distribution. Indian power distribution utilities came along way since then. With, introduction of reforms and multiple cognitive steps undoubtedly the power distribution sector stands improved by leaps from the erstwhile levels. Having said that, it indeed still represents the weakest link of the power generation, transmission and distribution chain. With, India having most of the discoms run as state authorities the pedigree for operational efficiencies and achievement of targeted revenue remains a seldom site. Barring Gujarat and few discoms of southern states the degree of AT&C loss levels decline over the past decade remains elusive. In this context client wanted to have an estimate to engage on a massive scale in power distribution business under greenfield as well as brownfield investments.



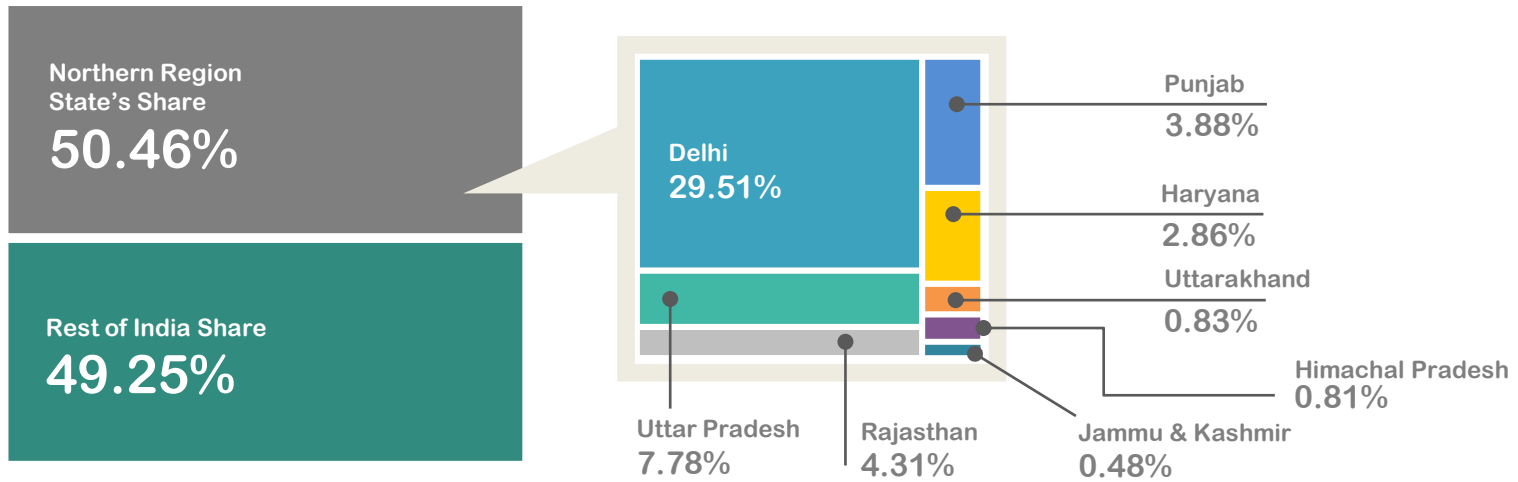
## Solution:

To the problem statement indicated by client, the approach followed by enincon was first to provide an overview of entire power distribution sector and granularize it to the level of each feeder. We carved out an exclusive D2I model to execute a predictive analysis for the life of equipment and their failures which can save massive money for the discom's if the life expectancy is used for the equipment lifecycle. We built up the analysis with scores of data sets to evolve out the solution for the client as per specific need. Feed from D2I model was carved out in a way that it factors all scenarios and ranks each discom's performance as per the region and state.



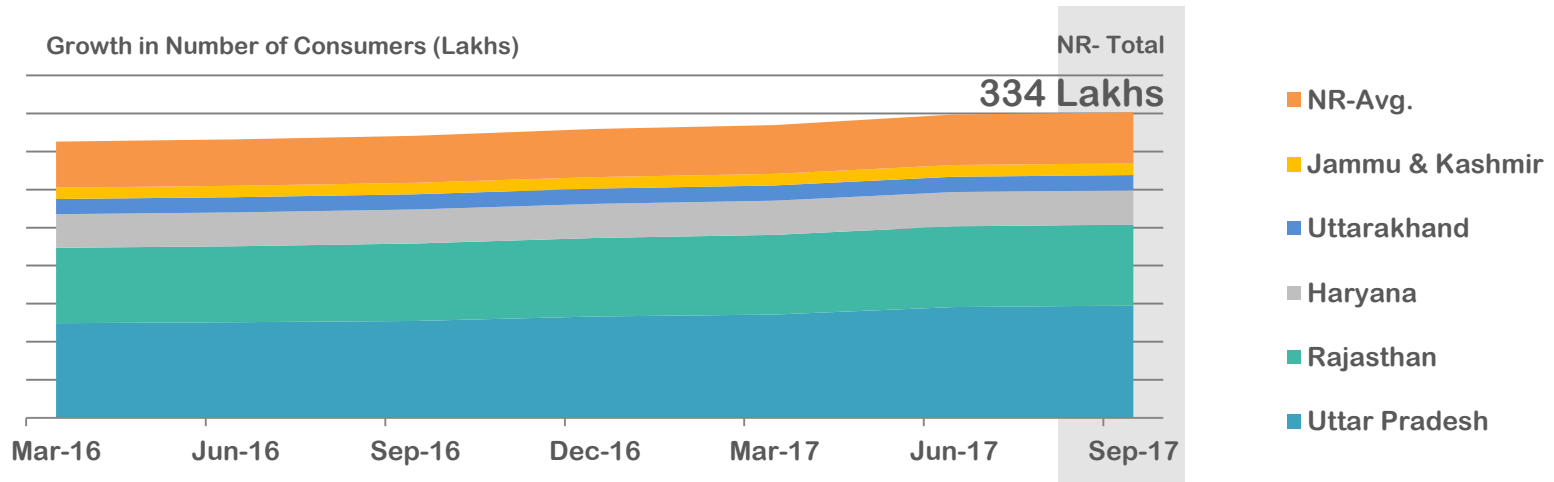
## Exhibit 1

### Tariff Revenue – State Wise Performance & Contribution in National Mix by Northern Region



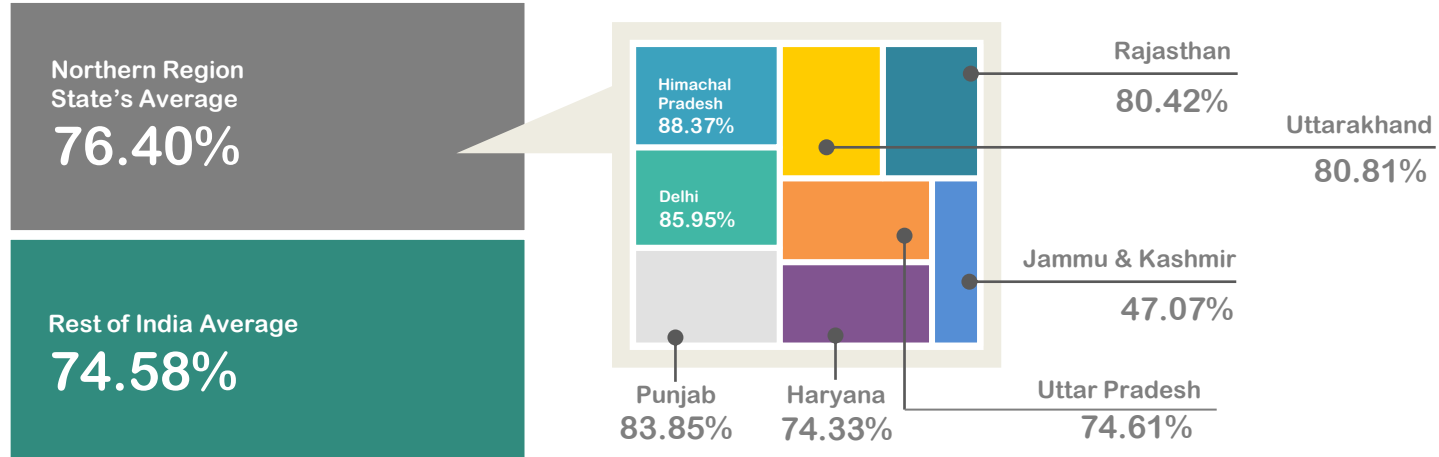
## Exhibit 2

### Metering Status Progress (Domestic Consumer Category) in Northern Region for FY 16-17



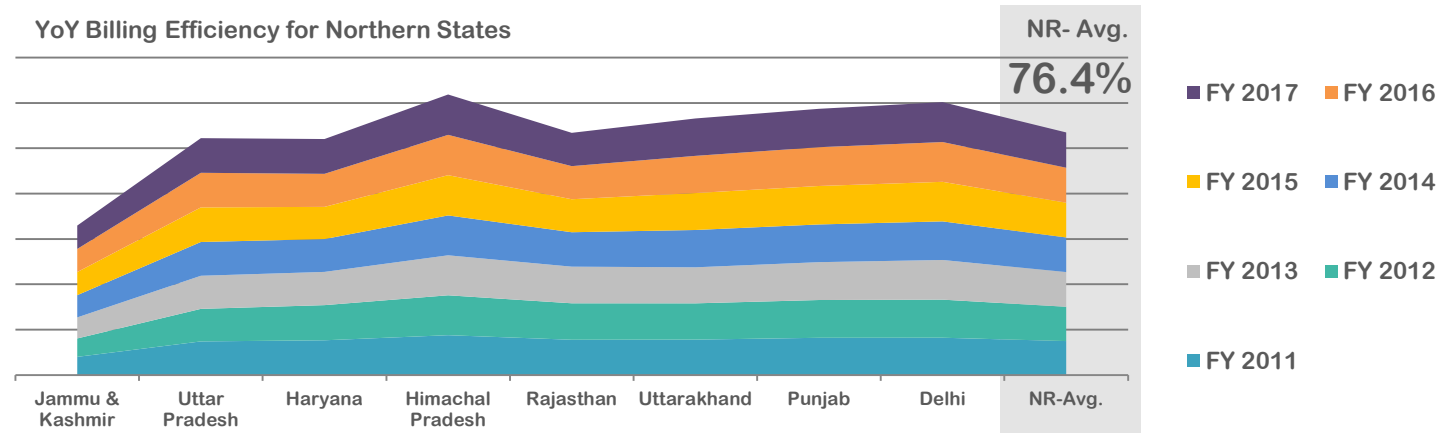
### Exhibit 3

#### Average Billing Efficiency in Percentage for Discoms of Northern Region – State Wise Status



### Exhibit 4

#### Billing Efficiency in Percentage for States of Northern Region – State Wise Status FY 16-17





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Happiness does not come from doing easy work but from the afterglow of satisfaction that comes after the achievement of a difficult task that demanded our best

- Theodore Isaac Rubin

