



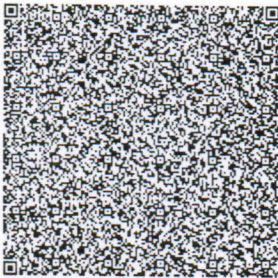
सत्यमेव जयते

INDIA NON JUDICIAL

Government of National Capital Territory of Delhi

e-Stamp

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|---------------------------|---|
| Certificate No. | : IN-DL81675339055561O |
| Certificate Issued Date | : 09-Aug-2016 12:12 PM |
| Account Reference | : IMPACC (IV)/ dl889403/ DELHI/ DL-DLH |
| Unique Doc. Reference | : SUBIN-DL88940362825649926712O |
| Purchased by | : MP POWER MANAGEMENT COMPANY LTD |
| Description of Document | : Article 5 General Agreement |
| Property Description | : Not Applicable |
| Consideration Price (Rs.) | : 0 (Zero) |
| First Party | : MP POWER MANAGEMENT COMPANY LTD |
| Second Party | : GOVERNMENT OF MADHYA PRADESH AND OTHERS |
| Stamp Duty Paid By | : MP POWER MANAGEMENT COMPANY LTD |
| Stamp Duty Amount(Rs.) | : 150 (One Hundred And Fifty only) |



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This e-Stamp forms an integral part of the Tripartite Memorandum of Understanding dated 10th August, 2016 executed amongst Ministry of Power, Government of India, Government of Madhya Pradesh and MP Power Management Company Limited (MPPMCL) [on behalf of Madhya Pradesh Paschim Khsetra Vidyut Vitran Company Limited (MPPKVVCL), Madhya Pradesh Madhya Khsetra Vidyut Vitran Company Limited (MPMKVVCL), Madhya Pradesh Poorva Khsetra Vidyut Vitran Company Limited (MPPoKVVCL)] at New Delhi.

TRIPARTITE MEMORANDUM OF UNDERSTANDING

AMONGST

Ministry of Power, Government of India

AND

Government of Madhya Pradesh

AND

**MP Power Management Company Limited (MPPMCL) for and on behalf of
its subsidiaries namely:**

**Madhya Pradesh Paschim Khsetra Vidyut Vitran Company Limited (MPPKVVCL)
Madhya Pradesh Madhya Khsetra Vidyut Vitran Company Limited (MPMKVVCL)
Madhya Pradesh Poorv Khsetra Vidyut Vitran Company Limited (MPPoKVVCL)**

For achieving turnaround of Madhya Pradesh Distribution Companies

This TRIPARTITE MEMORANDUM OF UNDERSTANDING (hereinafter referred to as the “Tripartite MOU” is made this 10th day of August, 2016.

BY AND AMONGST

Ministry of Power, Government of India, having its Office at Rafi Marg, Sansad Marg Area, New Delhi – 110001 which expression shall unless it be repugnant to the subject or context thereof, include its successors and assigns, of the **FIRST PART:**

AND

Government of Madhya Pradesh (hereinafter referred to as “GoMP”) which expression shall unless it be repugnant to the subject or context thereof, include its successors and assigns, of the **SECOND PART**

AND

MP Power Management Company Limited, for and on behalf of its subsidiaries namely: Madhya Pradesh Paschim Khsetra Vidyut Vitran Company Limited (MPPKVVCL), Madhya Pradesh Madhya Khsetra Vidyut Vitran Company Limited (MPMKVVCL) and Madhya Pradesh Poorv Khsetra Vidyut Vitran Company Limited (MPPoKVVCL) (herein after referred to as “**MP DISCOMs**” which expression shall unless repugnant to the context or meaning thereof includes its successors and assigns) of the **THIRD PART**

The Government of India, the Government of Madhya Pradesh, and the MP DISCOMs are hereinafter also referred to collectively as the “**Parties**” and individually as the “**Party**”.

Definitions:

“**Effective Date**” means the date of signing of the MOU

“**Cut Off Date**” means 30th September 2015

“**MP DISCOMs**” means Madhya Pradesh Paschim Kshetra Vidyut Vitaran Company Limited (MPPKVVCL), Madhya Pradesh Madhya Kshetra Vidyut Vitaran Company Limited (MPMKVVCL) and Madhya Pradesh Poorv Kshetra Vidyut Vitaran Company Limited (MPPoKVVCL).

“**Bonds**” means the bonds issued by Government of Madhya Pradesh, and the MP DISCOMs under UDAY.

“**Outstanding Debt**” means the debt of the MP DISCOMs including Bonds and Capex as well as short term loans of Banks, Fls and GoMP.

“**UDAY**” or “**UJWAL DISCOM Assurance Yojana**” means the scheme for operational and financial turnaround of State owned Power Distribution Companies (DISCOMs) issued by Ministry of Power, GoI vide OM No. 06/02/2015-NEF/FRP dated 20.11.2015 and OM No. 06/01(23)/2016-NEF (U) dated 08.07.2016.

Preamble:

The MP DISCOMs has been reeling under severe financial stress. The MP DISCOMs had the revenue deficit during FY 2013-14 of Rs. 6,370 Cr. and the revenue deficit of Rs. 4,950 Cr. in FY 2014-15. The accumulated losses have reached to the level of Rs. 30,282 Cr. at the end of FY 2014-15. The outstanding debt level of MP DISCOMs is Rs. 34,739 Cr. at the end of September 2015 Details of loans are annexed in Annexure A. Also, the interest and finance cost burden of nearly Rs. 0.17 per unit during FY 2014-15 (*low because of 3 year interest holiday on perpetual loan of GoMP*). The national average is Rs. 0.44 per unit only. The ARR is insufficient to meet the ACS with a cost

recovery of only 82%.

The Government of India, The Government of Madhya Pradesh and the MP DISCOMs, have decided to enter into a tripartite MOU in order to improve the efficiency of the MP DISCOMs to enable the operational turnaround of the DISCOMs.

NOW IT IS HEREBY AGREED BY AND AMONG THE PARTIES HERETO as follows:

1. Obligations / Commitments:

1.1. The Ministry of Power, Government of India is to take following measures:

- a) Facilitating Government of Madhya Pradesh, to take over 75% of the debt of MP DISCOMs as on 30th September, 2015 in 5 years as tabulated in Section 1.2 (c).
- b) Facilitating Banks / FIs not to levy any prepayment charge on the DISCOM debt. Banks / FIs shall waive off any unpaid overdue interest and penal interest on the DISCOM debt and refund /adjust any such overdue penal interest paid since 1st October 2013. 25% of DISCOM debt as on 30th September 2015, as reduced by any waivers by Banks / FIs shall be converted by the Banks / FIs into loans or bonds with interest rate not more than the bank's base rate plus 0.1%. Alternately, this debt may be fully or partly issued by the DISCOM as State guaranteed DISCOM bonds at the prevailing market rates which shall be equal to or less than bank base rate plus 0.1%.
- c) Facilitating Banks/FIs to lend to DISCOMs upto 25% of the DISCOMs previous year annual revenue for working capital, or as per prudential norms.
- d) Facilitating the state to get additional and priority funding through DDUGJY, IPDS and PSDF and /or other such schemes of MoP and MNRE as outlined in the scheme.
- e) Facilitating through Ministry of Coal, increase in supply of domestic coal to Madhya Pradesh Power Generating Company Limited (MPPGCL)
- f) Ensuring rationalization of coal linkages.
- g) Liberally allowing coal swaps from inefficient plants to efficient plants and from plant situated away from mines to pithead plants;
- h) Rationalizing coal prices based on Gross Calorific Value (GCV);
- i) Ensuring correction of coal grade slippages through re-assessment of each mine;

- j) Directing Coal India to supply 100% washed coal for G10 Grade and above by 1st October 2018.
- k) Ensuring supply of 100% crushed coal from Coal India by 1st April 2016.
- l) Faster completion of ISTN lines.
- m) Allocating linkages to State at notified price based on which the State will go for tariff based bidding. This shall help in getting cheaper power and revive stressed assets.
- n) Facilitating NTPC to provide handholding support for improving operational efficiencies of the State generating units.

1.2. The Govt. of Madhya Pradesh to take the following measures:

- a) GoMP shall take over debt of Rs. 26,055 Cr. (75% of the debt of MP DISCOMs as on 30th September, 2015). The debt shall be taken over as follows:
 - Year 2016-17: Rs. 7,568 Cr. (21.80% of the outstanding debt in the form of equity);
 - Year 2017-18: Rs. 4,622 Cr. (13.30% of the outstanding debt in the form of grant);
 - Year 2018-19: Rs. 4,622 Cr. (13.30% of the outstanding debt in the form of grant);
 - Year 2019-20: Rs. 4,622 Cr. (13.30% of the outstanding debt in the form of grant);
 - Year 2020-21: Rs. 4,621 Cr. (13.30% of the outstanding debt in the form of grant);
- b) GoMP shall take over the debt according to the following timelines:
 - Year 2016-17: last quarter of the financial year;
 - Year 2017-18: last quarter of the financial year;
 - Year 2018-19: last quarter of the financial year;
 - Year 2019-20: last quarter of the financial year;
 - Year 2020-21: by 30th September, 2020.
- c) The debt take over by GoMP shall be transferred to the DISCOMs as a mix of grant, loan and equity as described in the following table:

Amount (in Rs. Cr.)

| Year | % of total debt | Transfer to DISCOMs in the form of Grants | Transfer to DISCOMs in the form of State Loan | Transfer to DISCOMs in the form of Equity | Outstanding State Loans of the DISCOM |
|--------------|-----------------|---|---|---|---------------------------------------|
| 2016-17 | 21.80% | - | 26,055* | 7,568** | 18,487 |
| 2017-18 | 13.30% | 4,622 | - | - | 13,865 |
| 2018-19 | 13.30% | 4,622 | - | - | 9,243 |
| 2019-20 | 13.30% | 4,622 | - | - | 4,621 |
| 2020-21 | 13.30% | 4,621 | - | - | - |
| Total | 75% | 18,487 | | 7,568 | |

*75% of the total debt (This amount is already in the form State Loan)

** 29.05% of the total takeover of Rs. 26,055 Cr.

The provisions of UDAY allow equity support not more than 25% of the total take over amount. Hence, GoMP will strive to convert the balance i.e. 4.05% into grant within the terms of UDAY OM, within the above five years tenure.

- d) The Government of Madhya Pradesh may issue non-SLR bonds to raise funds for providing grant / loan / equity to the MP DISCOMs.
- e) In case Government of Madhya Pradesh decides to borrow to takeover DISCOM debt, Government of Madhya Pradesh, shall take prior permission of Department of Expenditure, Ministry of Finance under Article 293 of the Constitution of India before approaching Reserve Bank of India to raise loans.
- f) The borrowings made by the state to take over DISCOM debt during 2016-17 shall not be reckoned against the normal permissible net borrowings ceiling of the state determined by department of Expenditure, Ministry of Finance under the recommendations of 14th Finance Commission. However any borrowings made by the state after 31/03/2017 to takeover DISCOM debt shall be reckoned as part of the Net Borrowings ceiling of the state.

- g) The takeover of debt shall be in the order of Non-Capex GoMP debt, followed by other debts with highest cost.
- h) The Government of Madhya Pradesh shall take over the future losses of the DISCOMs in a graded manner and shall fund the losses as follows:

| Year | 2016-17 | 2017-18 | 2018-19 | 2019-20 | 2020-21 | 2021-22 |
|---|---------------------------|---------------------------|---------------------------|----------------------------|----------------------------|----------------------------|
| Previous year's DISCOM loss to be taken over by State | 0% of the loss of 2015-16 | 0% of the loss of 2016-17 | 5% of the loss of 2017-18 | 10% of the loss of 2018-19 | 25% of the loss of 2019-20 | 50% of the loss of 2020-21 |

- i) GoMP will strive to provide support to the MP DISCOMs till the time the DISCOMs achieve operational and financial turnaround.
- j) All outstanding dues from the State Government department to MP DISCOMs for supply of electricity shall be paid expeditiously.
- k) GoMP shall guarantee repayment of principal and interest payment for the balance debt remaining with DISCOM/bonds issued by DISCOMs.
- l) Henceforth, Banks / FIs shall not advance short term debt to for financing losses. Therefore, GoMP shall guarantee the bonds issued by DISCOMs or issue bonds itself to meet current losses after 1st October 2015, if any, within the limits of the loss trajectory as per Annexure C.
- m) Replacement of street lights with LEDs in all municipal towns through Nagar Nigam / Municipal Corporations.
- n) Improving the efficiency of State Generating Units.
- o) The Government of Madhya Pradesh shall endeavor to ensure that tariff hikes shall be as reflected in Annexure C are undertaken.
- p) The Government of Madhya Pradesh shall endeavor to ensure that all operational targets shall be as enumerated in Section 1.3 are achieved.
- q) The Government of Madhya Pradesh has indicated that the current transmission losses are already low at 2.88% and they shall endeavor to maintain them.
- r) Review of MP DISCOMs performance shall be done on a monthly basis at State Government level in the presence of State finance representative.

1.3. The MP DISCOMs has to take the following measures:

- a) For the 25% of the debt remaining with it DISCOM to fully/ partially issue state

government guaranteed bonds or get them converted by Banks/FIs into loans or bonds with interest not more than the Bank base rate plus 0.1%. DISCOMs and the Government of MP to ensure timely payment of lender's dues towards principal/interest for the balance debt remaining with DISCOM.

- b) In case GoMP decides to issue bonds, the MP DISCOMs shall pay interest to GoMP on the outstanding GoMP loan in a financial year at the rate at which GoMP issued non SLR bonds.
- c) As per the UDAY scheme, all DISCOMs have to reduce AT&C losses to 15% by FY 2018-19. Considering the current level of AT&C losses of 26.27%, and late joining of the State and DISCOMs under UDAY, MP has proposed to reduce it to 15.00% by FY 2019-20 as per the following trajectory:

| DISCOM | FY 16 | FY 17 | FY 18 | FY19 | FY 20 |
|---------------------------------|---------------|---------------|---------------|---------------|---------------|
| MPPKVVCL, Indore | 22.38% | 20.40% | 18.41% | 16.27% | 15.00% |
| MPMKVVCL, Bhopal | 28.65% | 22.09% | 19.19% | 17.20% | 15.00% |
| MPPoKVVCL, Jabalpur | 22.65% | 19.72% | 17.73% | 15.59% | 15.00% |
| Madhya Pradesh Total | 26.27% | 21.15% | 19.15% | 17.00% | 15.00% |

However, if the target in a particular year is not met, then the MP DISCOMs shall strive to achieve the targets in the subsequent years so as to achieve the desired target of 15.00% AT&C losses by FY 2019-20. The Division wise targets have been finalized as indicated in Annexure B.

- d) As per the UDAY scheme, all DISCOMs have to eliminate gap between ACS & ARR by FY 2018-19. Considering the current level of the gap, and late joining of the State and DISCOMs in UDAY, MP has proposed to eliminate it by FY 2019-20. Detailed computation of year wise ACS-ARR gap along with financial projections have been attached as Annexure C.
- e) The detailed action plan to achieve the projected trajectory for AT&C loss and ACS-ARR gap is attached in Annexure D.
- f) The MP DISCOMs shall achieve operational milestones as specified in DDUGJY & IPDS.

g) The MP DISCOMs shall take the following measures for Loss Reduction:-

- Undertaking name and shame campaign to control power theft from time to time.
- Preparing loss reduction targets at sub-divisions / divisions / circle/ regional level and making concerned officers responsible for achieving the loss reduction targets; the loss reduction targets at the Division level have been attached as Annexure B of MoU.
- Implementing performance monitoring and management system MIS for tracking the meter replacement, loss reduction and day to day progress for reporting to top management.
- Achieving Feeder and DT Metering as in table below:

| S. No. | Activity | Sub-Activity | Timeline |
|--------|-----------------------------|--|---------------------------------|
| 1 | Physical Feeder Segregation | | June 2018 |
| 2 | Feeder Metering | For electrically separated feeders | 31 st December, 2016 |
| | | for feeders where tenders under the feeder separation scheme have been awarded | 31 st March, 2017 |
| | | For feeders where the tenders have to be floated for feeder separation | 31 st December, 2018 |
| 3 | DT Metering | Urban Areas | 31 st December, 2017 |
| | | Rural Areas | 31 st December, 2018 |

- Undertaking energy audit up-to 11 KV level by June 2017.
- Undertaking Feeder Improvement Program for network strengthening and optimization, to be completed by December 2018.
- Achieving Smart Metering for all consumers as in table below:

| S. No. | Activity | Sub-Activity | Timeline |
|--------|--------------|---|---------------------------------|
| 1. | Smart Meters | For consumers consuming 500 units / month | 31 st December, 2017 |
| | | For consumers consuming 200 units / month | 31 st December, 2019 |

- Providing electricity access to 52.86 lacs unconnected households as per trajectory finalized in the 24x7 power for all document by FY 19.
- Implementing ERP system for better and effective inventory management, personnel management, accounts management etc. to reduce costs and increase efficiencies by March 2017.

h) The MP DISCOMs shall undertake the following measures for Demand Side Management and Energy Efficiency:

- Providing LED for domestic and other category consumers under DELP program through EESL.
- Undertaking consumer awareness programs for optimum utilization of resources and to foster long term behavioral changes.
- Replacing at least 10% of existing agriculture pumps with energy efficient pumps by March 2019.
- Shall promote PAT scheme of BEE for improving energy efficiency in Industries.

i) The MP DISCOMs shall undertake the following tariff measures:

- Quarterly tariff revision particularly to offset fuel price increase;
- Timely filing of Tariff Petition before the MPERC so that Tariff Order may be issued for the year as early as possible.
- Timely preparation of annual accounts of the MP DISCOMs which shall also enable timely filing of the Tariff Petition.

j) The MP DISCOMs shall undertake the following measures to increase employee engagement:

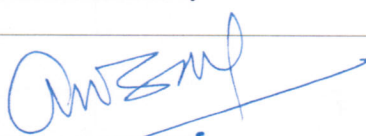

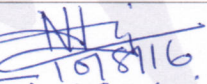
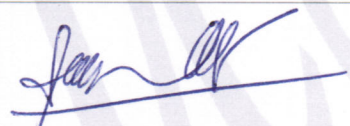
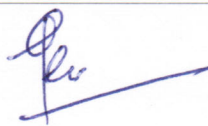
- Initiating capacity building of employees to enhance technical, managerial and professional capabilities at induction level and in subsequent refresher trainings;

- Devising Key Performance Indicators (KPIs) for each officer in-charge on areas of AT&C loss reduction and improvement in metering / billing / collection efficiency. The performance of officer in-charge shall be linked to KPIs achieved and will attract incentive / penalty.
- k) The MP DISCOMs shall implement the following Consumer Service Strategy:
- Setting up of Centralized Customer Call Centre for timely resolution of complaints related to no current and other technical complaints, harassment by official, reporting of theft and safety related complaints;
 - Introducing more avenues to consumers for bill payment, which could be in terms of e-payment through net banking, credit/ debit card, kiosks at banks and post offices, village panchayats, mobile collection vans, etc.
- l) The MP DISCOMs shall procure power through the transparent process of competitive bidding.
- m) The MP DISCOMs shall identify the key personnel for implementing the scheme (UDAY).
- n) MP DISCOMs shall devise the mechanism to motivate and encourage the staff.
- o) MD of DISCOMs shall monitor the performance of DISCOMs on monthly basis.
- p) Monthly monitoring formats along with the targets shall be provided by MP DISCOMs.
- q) It is hereby agreed that this signed MOU can be put in the public domain by any of the signatory.

Detailed action plan for implementation of the targeted activities is attached in Annexure D of the MOU.



IN WITNESS whereof the Parties hereto have executed these presents the day, month and year first herein above written.

| | |
|--|---|
| SIGNED AND DELIVERED BY (on behalf of MOP, Govt. Of India) | In the presence of : |
|  <u>Signature</u> डॉ. अरुण कुमार वर्मा |  <u>Signature</u> |
| Name & Designation Dr. A.K. VERMA Joint Secretary (Distribution) Ministry of Power, Government of India Sansad Marg Area, New Delhi-110001 | Name & Designation GM, REC Address: |
| SIGNED AND DELIVERED BY (On behalf of Government of Madhya Pradesh) | In the presence of: |
| <u>Signature</u> | <u>Signature</u> |
| Name & Designation I.C.P. KESHARI, IAS Principal Secretary, Energy GOVERNMENT OF MADHYA PRADESH Principal Secretary Government of Madhya Pradesh Bhopal | Name & Designation  Nagendra Tiwari Executive Director MPPKVCL Indore (M.P.) Address |
| SIGNED AND DELIVERED BY (on behalf of MP DISCOMs) | In the presence of: |
|  <u>Signature</u> संजय कुमार शुक्ल (भा.प्र.से.) |  <u>Signature</u> |
| Name & Designation प्रबन्ध संचालक एम.पी.पी.एम.सी.एल., भोपाल MP Power Management Company Ltd. (MPPKVCL) Address: Shakti Bhawan, Vidhut Nagar, Rampur, Jabalpur, Madhya Pradesh 482001 | Name & Designation (RAJEEV KESKAR) Addl. Chief General Manager (RO) M.P. Power Management Co.Ltd. Bhopal Address |

Annexure A

The following table shows the total outstanding MP DISCOM Debts as on 30th September 2015:

| Nature of Debt | EZ | WZ | CZ | MP State |
|-------------------------------------|---------------|---------------|---------------|---------------|
| Working Capital | 548 | 166 | 913 | 1627 |
| Perpetual Loan | 8,678 | 7,400 | 8,422 | 24,500 |
| Others | 287 | 306 | 204 | 797 |
| GOMP Loans-excluding ADB (A) | 9,513 | 7,872 | 9,539 | 26,924 |
| ADB (B) | 1,052 | 1,055 | 1,012 | 3,119 |
| SLR PP (C) | 71 | 34 | 52 | 157 |
| REC | 1,226 | 974 | 1,361 | 3,561 |
| PFC | 271 | 180 | 322 | 773 |
| HUDCO | 98 | - | 59 | 157 |
| SBI | 28 | - | - | 28 |
| Others | 20 | - | - | 20 |
| Bank/FIs (D) | 1,643 | 1,154 | 1,742 | 4,539 |
| MP State (A+B+C+D) | 12,279 | 10,115 | 12,345 | 34,739 |

Annexure B

The following tables Loss Reduction targets at the DISCOM Level (%):

| DISCOM | FY 16 | | | FY 17 | FY 18 | FY19 | FY 20 |
|----------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Dist Loss % | Col Eff % | AT&C Loss % | AT&C Loss % | AT&C Loss % | AT&C Loss % | AT&C Loss % |
| MPPKVVCL, Indore | 22.38% | 100% | 22.38% | 20.40% | 18.41% | 16.27% | 15.00% |
| MPMKVVCL, Bhopal | 25.13% | 95% | 28.65% | 22.09% | 19.19% | 17.20% | 15.00% |
| MPPoKVVCL, Jabalpur | 22.65% | 100% | 22.65% | 19.72% | 17.73% | 15.59% | 15.00% |
| MP State | 24.62% | 97.81% | 26.27% | 21.15% | 19.15% | 17.00% | 15.00% |

Division Wise AT&C Loss Trajectory

| S. No. | DISCOM | Name of Division | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20 |
|--------|------------------|------------------|---------|---------|---------|---------|---------|
| 1 | MPPKVVCL, Indore | EAST | 16.42% | 16.00% | 15.50% | 15.00% | 15.00% |
| 2 | MPPKVVCL, Indore | WEST | 31.13% | 27.13% | 24.13% | 21.13% | 18.13% |
| 3 | MPPKVVCL, Indore | SOUTH | 24.20% | 21.20% | 19.00% | 17.50% | 16.00% |
| 4 | MPPKVVCL, Indore | NORTH | 24.38% | 21.38% | 19.50% | 18.00% | 16.00% |
| 5 | MPPKVVCL, Indore | CENTRAL | 28.98% | 24.98% | 20.98% | 17.98% | 16.00% |
| 6 | MPPKVVCL, Indore | INDORE O&M | 44.73% | 38.73% | 32.73% | 26.73% | 20.73% |
| 7 | MPPKVVCL, Indore | MHOW | 28.90% | 24.90% | 20.90% | 18.50% | 16.50% |
| 8 | MPPKVVCL, Indore | DEPALPUR | 46.92% | 40.00% | 35.00% | 30.00% | 25.00% |
| 9 | MPPKVVCL, Indore | PITHAMPUR | 31.24% | 27.24% | 24.00% | 22.00% | 20.00% |
| 10 | MPPKVVCL, Indore | KHANDWA (T) | 17.78% | 16.78% | 15.78% | 15.00% | 15.00% |
| 11 | MPPKVVCL, Indore | KHANDWA O&M-I | 36.15% | 33.00% | 30.00% | 27.00% | 24.00% |
| 12 | MPPKVVCL, Indore | KHANDWA O&M-II | 37.52% | 33.00% | 30.00% | 27.00% | 24.00% |
| 13 | MPPKVVCL, Indore | PANDHANA | 34.88% | 29.88% | 27.00% | 24.00% | 21.00% |
| 14 | MPPKVVCL, Indore | B`PUR(O&M) | 36.80% | 31.80% | 28.00% | 25.00% | 22.00% |
| 15 | MPPKVVCL, Indore | B`PURCITY | 16.02% | 15.99% | 15.50% | 15.00% | 15.00% |

| S. No. | DISCOM | Name of Division | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20 |
|--------|------------------|------------------|---------|---------|---------|---------|---------|
| 16 | MPPKVVCL, Indore | KHARGONE-1 | 27.30% | 24.30% | 22.00% | 20.00% | 18.00% |
| 17 | MPPKVVCL, Indore | KHARGONE-2 | 28.85% | 25.85% | 22.85% | 21.00% | 19.00% |
| 18 | MPPKVVCL, Indore | BARWAHA | 48.88% | 41.88% | 38.00% | 35.00% | 32.00% |
| 19 | MPPKVVCL, Indore | MANDLESHWAR | 29.49% | 26.49% | 23.49% | 20.49% | 17.49% |
| 20 | MPPKVVCL, Indore | BARWANI | 27.82% | 24.82% | 21.82% | 18.82% | 15.82% |
| 21 | MPPKVVCL, Indore | SENDHAWA | 24.04% | 21.22% | 18.73% | 16.53% | 15.00% |
| 22 | MPPKVVCL, Indore | DHAR | 28.95% | 25.95% | 22.95% | 19.95% | 16.95% |
| 23 | MPPKVVCL, Indore | RAJGARH | 19.82% | 17.22% | 16.00% | 15.50% | 15.00% |
| 24 | MPPKVVCL, Indore | MANAWAR | 7.31% | 7.31% | 7.31% | 7.31% | 7.31% |
| 25 | MPPKVVCL, Indore | JHABUA | 33.97% | 29.97% | 25.97% | 21.97% | 18.97% |
| 26 | MPPKVVCL, Indore | A`PUR | 25.18% | 22.18% | 20.00% | 18.00% | 17.00% |
| 27 | MPPKVVCL, Indore | UJJAIN CITY | 46.63% | 40.00% | 35.00% | 31.00% | 28.00% |
| 28 | MPPKVVCL, Indore | UJJAIN O&M | 41.06% | 35.06% | 31.00% | 25.00% | 19.00% |
| 29 | MPPKVVCL, Indore | TARANA | 41.23% | 37.00% | 34.00% | 31.00% | 28.00% |
| 30 | MPPKVVCL, Indore | NAGDA | 21.52% | 20.50% | 19.00% | 17.50% | 16.00% |
| 31 | MPPKVVCL, Indore | BADNAGAR | 27.66% | 24.66% | 21.66% | 18.66% | 15.66% |
| 32 | MPPKVVCL, Indore | MAHIDPUR | 15.53% | 15.00% | 15.00% | 15.00% | 15.00% |
| 33 | MPPKVVCL, Indore | DEWAS CITY | 27.12% | 24.12% | 21.45% | 19.08% | 16.97% |
| 34 | MPPKVVCL, Indore | DEWAS O&M | 34.61% | 30.61% | 26.61% | 22.61% | 18.61% |
| 35 | MPPKVVCL, Indore | SONKATCH | 33.82% | 29.82% | 25.82% | 21.82% | 17.82% |
| 36 | MPPKVVCL, Indore | KANNOD | 31.03% | 27.03% | 23.03% | 20.03% | 17.03% |
| 37 | MPPKVVCL, Indore | BAGLI | 29.02% | 26.02% | 23.02% | 20.02% | 17.02% |
| 38 | MPPKVVCL, Indore | SHAJAPUR | 40.95% | 36.00% | 32.00% | 28.00% | 24.00% |
| 39 | MPPKVVCL, Indore | SHUJALPUR | 49.02% | 42.02% | 38.00% | 34.00% | 30.00% |
| 40 | MPPKVVCL, Indore | AGAR | 25.00% | 22.00% | 20.00% | 18.00% | 17.00% |
| 41 | MPPKVVCL, Indore | SUSNER | 45.00% | 40.00% | 35.00% | 30.00% | 25.00% |
| 42 | MPPKVVCL, Indore | RATLAM CITY | 14.76% | 14.76% | 14.76% | 14.76% | 14.76% |
| 43 | MPPKVVCL, Indore | RATLAM O&M | 29.29% | 27.50% | 24.50% | 21.50% | 18.50% |
| 44 | MPPKVVCL, Indore | JAORA | 25.89% | 23.50% | 22.00% | 19.00% | 16.00% |

| S. No. | DISCOM | Name of Division | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20 |
|--------|------------------|---------------------|---------------|---------------|---------------|---------------|---------------|
| 45 | MPPKVVCL, Indore | A LOT | 32.35% | 28.35% | 24.35% | 21.35% | 18.35% |
| 46 | MPPKVVCL, Indore | MANDSAUR | 4.41% | 4.41% | 4.41% | 4.41% | 4.41% |
| 47 | MPPKVVCL, Indore | MAL'GARH | 15.34% | 15.00% | 15.00% | 15.00% | 15.00% |
| 48 | MPPKVVCL, Indore | GAROTH | 22.62% | 20.62% | 18.62% | 16.62% | 15.00% |
| 49 | MPPKVVCL, Indore | SITAMAU | 14.22% | 14.22% | 14.22% | 14.22% | 14.22% |
| 50 | MPPKVVCL, Indore | NEEMUCH | 21.20% | 19.20% | 18.50% | 17.50% | 16.00% |
| 51 | MPPKVVCL, Indore | JAWAD | 19.46% | 18.50% | 17.00% | 16.00% | 15.00% |
| 52 | MPPKVVCL, Indore | MANASA | 7.83% | 7.83% | 7.83% | 7.83% | 7.83% |
| | | TOTAL DISCOM | 22.38% | 20.40% | 18.41% | 16.27% | 15.00% |

| S.no. | DISCOM | Name of Division | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 19-20 |
|-------|------------------|------------------|----------|----------|----------|----------|----------|
| 1 | MPMKVVCL, Bhopal | BHOPAL CITY(N) | 40.15% | 34.12% | 29.67% | 28.13% | 24.19% |
| 2 | MPMKVVCL, Bhopal | BHOPALCITY(S) | 24.75% | 21.91% | 18.96% | 15.91% | 7.58% |
| 3 | MPMKVVCL, Bhopal | BHOPALCITY(E) | 40.88% | 32.16% | 30.75% | 28.14% | 24.06% |
| 4 | MPMKVVCL, Bhopal | BHOPALCITY(W) | 14.10% | 8.81% | 7.38% | 5.79% | 5.83% |
| 5 | MPMKVVCL, Bhopal | BHOPAL O&M | 25.85% | 23.05% | 20.14% | 17.13% | 14.00% |
| 6 | MPMKVVCL, Bhopal | O'GUNJ O&M | 19.31% | 16.26% | 13.10% | 9.82% | 9.41% |
| 7 | MPMKVVCL, Bhopal | RAISEN O&M | 34.38% | 30.86% | 28.25% | 25.55% | 22.74% |
| 8 | MPMKVVCL, Bhopal | BARELI O&M | 29.68% | 27.02% | 24.27% | 21.41% | 18.45% |
| 9 | MPMKVVCL, Bhopal | MANDIDEEP IND. | 13.29% | 10.02% | 8.80% | 7.33% | 5.82% |
| 10 | MPMKVVCL, Bhopal | NASRULLAGANJ O&M | 23.81% | 20.94% | 17.95% | 14.86% | 11.64% |
| 11 | MPMKVVCL, Bhopal | VIDISHA O&M | 33.54% | 29.14% | 25.24% | 24.70% | 24.18% |
| 12 | MPMKVVCL, Bhopal | GANG- BASODA O&M | 40.06% | 35.96% | 35.94% | 34.31% | 30.04% |
| 13 | MPMKVVCL, Bhopal | RAJGARH O&M | 37.36% | 33.14% | 28.69% | 21.47% | 16.85% |
| 14 | MPMKVVCL, Bhopal | BIORA O&M | 38.06% | 33.98% | 29.96% | 29.70% | 29.43% |
| 15 | MPMKVVCL, Bhopal | N'GARH O&M | 45.17% | 38.95% | 36.47% | 36.32% | 34.97% |
| 16 | MPMKVVCL, Bhopal | SEHORE O&M | 13.06% | 10.48% | 10.21% | 9.99% | 9.81% |
| 17 | MPMKVVCL, Bhopal | ASHTA O&M | 12.29% | 16.12% | 15.37% | 14.56% | 14.42% |

| S.no. | DISCOM | Name of Division | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 19-20 |
|-------|------------------|------------------|----------|----------|----------|----------|----------|
| 18 | MPMKVVCL, Bhopal | BETUL(N) O&M | 35.86% | 31.70% | 29.01% | 24.82% | 21.99% |
| 19 | MPMKVVCL, Bhopal | BETUL(S) O&M | 27.85% | 23.16% | 18.22% | 15.13% | 11.93% |
| 20 | MPMKVVCL, Bhopal | MULTAI O&M | 25.08% | 22.25% | 19.32% | 16.27% | 13.11% |
| 21 | MPMKVVCL, Bhopal | HOSHANGABAD | 24.12% | 17.64% | 10.71% | 8.90% | 8.82% |
| 22 | MPMKVVCL, Bhopal | PIPARIA O&M | 15.41% | 12.21% | 10.56% | 9.71% | 9.63% |
| 23 | MPMKVVCL, Bhopal | ITARSI O&M | 11.54% | 7.17% | 7.16% | 6.95% | 6.86% |
| 24 | MPMKVVCL, Bhopal | HARDA O&M | 17.78% | 13.98% | 9.14% | 8.72% | 8.63% |
| 25 | MPMKVVCL, Bhopal | GWLIOR CITY(N) | 54.24% | 42.34% | 33.66% | 24.80% | 21.97% |
| 26 | MPMKVVCL, Bhopal | GWALIOR CITY(S) | 32.45% | 28.04% | 22.74% | 19.82% | 16.80% |
| 27 | MPMKVVCL, Bhopal | GWALIOR CITY(C) | 20.95% | 17.97% | 14.88% | 10.73% | 7.21% |
| 28 | MPMKVVCL, Bhopal | GWALIOR CITY(E) | 39.78% | 35.88% | 24.61% | 21.77% | 18.82% |
| 29 | MPMKVVCL, Bhopal | MALANPURPUR | 33.18% | 20.07% | 17.06% | 13.93% | 10.68% |
| 30 | MPMKVVCL, Bhopal | GWALIOR O&M | 31.76% | 27.12% | 22.22% | 20.06% | 15.54% |
| 31 | MPMKVVCL, Bhopal | DABARA O&M | 50.01% | 49.06% | 40.22% | 36.97% | 34.59% |
| 32 | MPMKVVCL, Bhopal | DATIA O&M | 45.85% | 42.24% | 40.70% | 36.84% | 32.76% |
| 33 | MPMKVVCL, Bhopal | MORENA O&M - I | 78.13% | 64.93% | 55.86% | 51.34% | 43.56% |
| 34 | MPMKVVCL, Bhopal | AMBAH O&M Dn. | 38.61% | 33.38% | 29.05% | 24.48% | 19.67% |
| 35 | MPMKVVCL, Bhopal | MORENA O&M - II | 34.28% | 30.56% | 27.94% | 25.22% | 22.40% |
| 36 | MPMKVVCL, Bhopal | SABALGARH | 45.21% | 49.29% | 46.23% | 42.76% | 39.85% |
| 37 | MPMKVVCL, Bhopal | BHIND O&M | 65.38% | 57.02% | 33.48% | 29.06% | 27.79% |
| 38 | MPMKVVCL, Bhopal | MEHGAON O&M | 59.38% | 51.78% | 46.45% | 42.92% | 42.59% |
| 39 | MPMKVVCL, Bhopal | GOHAD O&M | 73.47% | 50.34% | 41.16% | 37.24% | 34.82% |
| 40 | MPMKVVCL, Bhopal | LAHAR DN | 68.02% | 54.82% | 47.32% | 43.62% | 30.50% |
| 41 | MPMKVVCL, Bhopal | SHIVPURI- I O&M | 37.93% | 33.87% | 29.59% | 25.79% | 22.99% |
| 42 | MPMKVVCL, Bhopal | SHIVPURI- II O&M | 35.15% | 30.72% | 26.05% | 21.13% | 15.94% |
| 43 | MPMKVVCL, Bhopal | PICHHORE O&M | 24.39% | 21.53% | 18.57% | 15.50% | 12.31% |
| 44 | MPMKVVCL, Bhopal | SHEOPUR SOUTH | 54.11% | 48.17% | 40.48% | 36.61% | 32.53% |
| 45 | MPMKVVCL, Bhopal | SHEOPUR NORTH | 59.54% | 48.07% | 38.67% | 34.68% | 34.00% |
| 46 | MPMKVVCL, Bhopal | GUNA O&M | 30.88% | 26.34% | 24.09% | 23.91% | 20.97% |

| S.no. | DISCOM | Name of Division | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 19-20 |
|-------|------------------|---------------------|---------------|---------------|---------------|---------------|---------------|
| 47 | MPMKVVCL, Bhopal | RAGHOGARH O&M | 28.83% | 24.13% | 22.80% | 22.08% | 19.87% |
| 48 | MPMKVVCL, Bhopal | ASHOKNAGAR O&M | 36.21% | 36.53% | 33.16% | 24.47% | 24.02% |
| 49 | MPMKVVCL, Bhopal | MUNGAWALI | 57.74% | 35.26% | 31.16% | 26.58% | 26.34% |
| | | TOTAL DISCOM | 28.65% | 22.09% | 19.19% | 17.20% | 15.00% |

| S. No. | DISCOM | Name of Division | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20 |
|--------|---------------------|------------------|---------|---------|---------|---------|---------|
| 1 | MPPoKVVCL, Jabalpur | JABALPUR (E) | 32.69% | 24.00% | 22.00% | 19.00% | 17.00% |
| 2 | MPPoKVVCL, Jabalpur | JABALPUR (W) | 16.27% | 15.00% | 14.00% | 13.00% | 12.50% |
| 3 | MPPoKVVCL, Jabalpur | JABALPUR (S) | 17.00% | 15.00% | 14.00% | 13.00% | 12.50% |
| 4 | MPPoKVVCL, Jabalpur | JABALPUR (N) | 18.84% | 16.50% | 14.60% | 13.00% | 12.50% |
| 5 | MPPoKVVCL, Jabalpur | VIJAY NAGAR | 12.91% | 12.50% | 12.00% | 12.00% | 11.50% |
| 6 | MPPoKVVCL, Jabalpur | JABALPUR O&M | 20.18% | 17.50% | 15.50% | 15.00% | 14.00% |
| 7 | MPPoKVVCL, Jabalpur | PATAN | 20.48% | 17.00% | 15.00% | 15.00% | 14.00% |
| 8 | MPPoKVVCL, Jabalpur | SIHORA | 25.47% | 20.00% | 18.87% | 16.00% | 15.00% |
| 9 | MPPoKVVCL, Jabalpur | CHHINDWARA CITY | 10.54% | 10.50% | 9.50% | 9.00% | 8.50% |
| 10 | MPPoKVVCL, Jabalpur | CHHINDWARA EAST | 14.18% | 14.10% | 13.10% | 13.00% | 13.00% |
| 11 | MPPoKVVCL, Jabalpur | JUNNARDEO | 5.00% | 11.00% | 10.00% | 10.00% | 10.00% |
| 12 | MPPoKVVCL, Jabalpur | PARASIYA | 3.14% | 12.00% | 11.00% | 10.00% | 10.00% |
| 13 | MPPoKVVCL, Jabalpur | AMARWARA | 12.63% | 12.50% | 11.50% | 10.00% | 10.00% |
| 14 | MPPoKVVCL, Jabalpur | SAUSAR | 6.00% | 11.00% | 10.50% | 10.00% | 10.00% |
| 15 | MPPoKVVCL, Jabalpur | PANDHURNA | 5.95% | 12.00% | 11.00% | 10.00% | 10.00% |
| 16 | MPPoKVVCL, Jabalpur | SEONI | 15.61% | 15.50% | 14.50% | 14.00% | 14.00% |
| 17 | MPPoKVVCL, Jabalpur | BALAGHAT | 25.64% | 20.00% | 19.00% | 16.00% | 15.00% |
| 18 | MPPoKVVCL, Jabalpur | BAIHAR | 26.20% | 20.00% | 19.00% | 16.00% | 15.00% |
| 19 | MPPoKVVCL, Jabalpur | LAKHNADON | 4.00% | 8.00% | 8.00% | 8.00% | 8.00% |
| 20 | MPPoKVVCL, Jabalpur | WARASEONI | 22.31% | 18.00% | 16.43% | 15.00% | 14.00% |
| 21 | MPPoKVVCL, Jabalpur | MANDLA-I | 17.22% | 17.00% | 15.00% | 14.50% | 14.00% |
| 22 | MPPoKVVCL, Jabalpur | DINDORI | 23.62% | 22.00% | 19.00% | 16.12% | 15.00% |

| S. No. | DISCOM | Name of Division | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20 |
|--------|---------------------|------------------|---------|---------|---------|---------|---------|
| 23 | MPPoKVVCL, Jabalpur | NARSINGPUR | 32.10% | 23.00% | 21.50% | 18.00% | 16.00% |
| 24 | MPPoKVVCL, Jabalpur | GADARAWARA | 37.30% | 29.00% | 27.00% | 22.00% | 19.00% |
| 25 | MPPoKVVCL, Jabalpur | KATNI CITY | 27.85% | 19.00% | 18.00% | 16.00% | 14.00% |
| 26 | MPPoKVVCL, Jabalpur | KATNI O&M | 26.12% | 20.50% | 18.50% | 16.00% | 15.00% |
| 27 | MPPoKVVCL, Jabalpur | SAGAR CITY | 34.38% | 24.00% | 21.00% | 18.00% | 15.00% |
| 28 | MPPoKVVCL, Jabalpur | SAGAR O&M | 15.51% | 16.00% | 14.00% | 14.00% | 14.00% |
| 29 | MPPoKVVCL, Jabalpur | BANDA | 16.49% | 17.20% | 15.00% | 15.00% | 14.00% |
| 30 | MPPoKVVCL, Jabalpur | REHLI | 15.82% | 19.00% | 17.00% | 15.00% | 14.00% |
| 31 | MPPoKVVCL, Jabalpur | BINA | 17.27% | 17.00% | 15.00% | 15.00% | 14.00% |
| 32 | MPPoKVVCL, Jabalpur | DAMOH (N) | 20.25% | 20.00% | 18.00% | 16.00% | 15.00% |
| 33 | MPPoKVVCL, Jabalpur | DAMOH (S) | 32.59% | 26.00% | 23.39% | 19.00% | 16.00% |
| 34 | MPPoKVVCL, Jabalpur | CHHATARPUR | 19.61% | 19.00% | 17.00% | 15.00% | 14.00% |
| 35 | MPPoKVVCL, Jabalpur | PANNA | 25.11% | 23.00% | 21.00% | 18.00% | 16.00% |
| 36 | MPPoKVVCL, Jabalpur | KHAJURAHO | 22.26% | 20.00% | 18.00% | 16.00% | 15.00% |
| 37 | MPPoKVVCL, Jabalpur | TIKAMGARH | 23.56% | 24.00% | 22.00% | 18.00% | 16.00% |
| 38 | MPPoKVVCL, Jabalpur | PRITHVIPR | 29.13% | 28.00% | 24.00% | 20.00% | 18.00% |
| 39 | MPPoKVVCL, Jabalpur | REWA | 36.83% | 24.00% | 20.00% | 18.00% | 16.00% |
| 40 | MPPoKVVCL, Jabalpur | REWA EAST | 38.06% | 30.00% | 25.00% | 22.00% | 19.00% |
| 41 | MPPoKVVCL, Jabalpur | REWA WEST | 41.94% | 32.00% | 26.00% | 22.00% | 20.00% |
| 42 | MPPoKVVCL, Jabalpur | MAUGANJ | 36.38% | 29.00% | 26.45% | 22.50% | 20.00% |
| 43 | MPPoKVVCL, Jabalpur | TEONTAR | 45.88% | 33.00% | 27.00% | 23.00% | 20.00% |
| 44 | MPPoKVVCL, Jabalpur | SATNA CITY | 17.33% | 16.00% | 14.00% | 13.50% | 13.50% |
| 45 | MPPoKVVCL, Jabalpur | SATNA | 32.12% | 29.00% | 23.00% | 20.00% | 18.00% |
| 46 | MPPoKVVCL, Jabalpur | MAIHAR | 31.42% | 28.00% | 24.00% | 21.00% | 19.00% |
| 47 | MPPoKVVCL, Jabalpur | AMAR PATAN | 34.75% | 29.00% | 24.00% | 21.00% | 19.00% |
| 48 | MPPoKVVCL, Jabalpur | SIDHI | 34.14% | 27.00% | 24.00% | 21.00% | 19.00% |
| 49 | MPPoKVVCL, Jabalpur | WAIDHAN | 27.56% | 24.00% | 21.00% | 18.00% | 16.00% |
| 50 | MPPoKVVCL, Jabalpur | WAIDHAN CITY | 15.88% | 16.00% | 15.00% | 14.00% | 13.00% |
| 51 | MPPoKVVCL, Jabalpur | SHAH DOL | 30.12% | 25.50% | 21.00% | 19.00% | 17.00% |

| S. No. | DISCOM | Name of Division | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20 |
|--------|---------------------|---------------------|---------------|---------------|---------------|---------------|---------------|
| 52 | MPPoKVVCL, Jabalpur | UMARIYA | 23.31% | 21.00% | 19.00% | 16.00% | 15.00% |
| 53 | MPPoKVVCL, Jabalpur | ANOOPPUR | 31.94% | 25.50% | 21.00% | 19.00% | 17.00% |
| | | TOTAL DISCOM | 22.65% | 19.72% | 17.73% | 15.59% | 15.00% |

Annexure C

Financial Projections of DISCOMs

| | Tariff Hike (in %) | | | | |
|---------------------|--------------------|----------|----------|----------|----------|
| | FY 15-16 (*) | FY 16-17 | FY 17-18 | FY 18-19 | FY 19-20 |
| MPPKVVCL, Indore | 11.06% | 8.33% | 5% | 3% | 3% |
| MPMKVVCL, Bhopal | 11.06% | 8.33% | 5% | 3% | 3% |
| MPPoKVVCL, Jabalpur | 11.06% | 8.33% | 5% | 3% | 3% |
| MP DISCOMs | 11.06% | 8.33% | 5% | 3% | 3% |

*Actual as per TO

| | AT&C Loss Trajectory (in %) | | | | |
|---------------------|-----------------------------|----------|----------|----------|----------|
| | FY 15-16 (*) | FY 16-17 | FY 17-18 | FY 18-19 | FY 19-20 |
| MPPKVVCL, Indore | 22.38% | 20.40% | 18.41% | 16.27% | 15.00% |
| MPMKVVCL, Bhopal | 28.65% | 22.09% | 19.19% | 17.20% | 15.00% |
| MPPoKVVCL, Jabalpur | 22.65% | 19.72% | 17.73% | 15.59% | 15.00% |
| MP DISCOMs | 26.27% | 21.15% | 19.15% | 17.00% | 15.00% |

*estimated

| | Billing Efficiency (in %) | | | | |
|---------------------|---------------------------|----------|----------|----------|----------|
| | FY 15-16 (*) | FY 16-17 | FY 17-18 | FY 18-19 | FY 19-20 |
| MPPKVVCL, Indore | 77.62% | 79.60% | 81.59% | 83.73% | 85.00% |
| MPMKVVCL, Bhopal | 74.87% | 77.91% | 80.81% | 82.80% | 85.00% |
| MPPoKVVCL, Jabalpur | 77.35% | 80.28% | 82.27% | 84.41% | 85.00% |
| MP State | 75.38% | 78.85% | 80.85% | 83.00% | 85.00% |

* estimated

| | Collection Efficiency (in %) | | | | |
|---------------------|------------------------------|----------|----------|----------|----------|
| | FY 15-16 (*) | FY 16-17 | FY 17-18 | FY 18-19 | FY 19-20 |
| MPPKVVCL, Indore | 100% | 100% | 100% | 100% | 100% |
| MPMKVVCL, Bhopal | 95% | 100% | 100% | 100% | 100% |
| MPPoKVVCL, Jabalpur | 100% | 100% | 100% | 100% | 100% |
| MP DISCOMs | 97.81% | 100% | 100% | 100% | 100% |

* estimated

Financial Projections of MP DISCOMs

| Income Statement – Summary (MP DISCOMs) | | | | | |
|--|-----------|----------|----------|----------|----------|
| Particulars (Fig in crores) | FY 15-16* | FY 16-17 | FY 17-18 | FY 18-19 | FY 19-20 |
| Total Income | 19,122 | 25,480 | 32,307 | 37,801 | 44,410 |
| Total Costs | 29,052 | 33,392 | 37,495 | 42,026 | 47,522 |
| Net income (without Tariff subsidy and ED Retention) | (9,930) | (7,912) | (5,188) | (4,225) | (3,112) |
| Committed State Govt. Subsidy and ED Retention | 5,692 | 5,634 | 4,000 | 4,000 | 4,000 |
| Net Income (with Tariff subsidy and ED Retention) | (4,238) | (2,278) | (1,188) | (225) | 888 |

* estimated

| Operational Funding Requirement (OFR) – Summary (MP DISCOMs) | | | | | |
|--|-----------|----------|----------|----------|----------|
| Particulars (Fig in crores) | FY 15-16* | FY 16-17 | FY 17-18 | FY 18-19 | FY 19-20 |
| OFR | (3,498) | (1,404) | (168) | - | - |

* estimated

| Income Statement (MP DISCOMs) | | | | | |
|--|-----------|----------|----------|----------|----------|
| Particulars (Fig in crores) | FY 15-16* | FY 16-17 | FY 17-18 | FY 18-19 | FY 19-20 |
| INCOME | | | | | |
| Revenue from Sale of Power (excluding Tariff subsidy and ED retention) | 18,472 | 24,811 | 31,617 | 37,091 | 43,678 |
| Other receipts | 650 | 669 | 690 | 710 | 732 |
| Other income (including revenue from trading) | - | - | - | - | - |
| Total Income | 19,122 | 25,480 | 32,307 | 37,801 | 44,410 |
| COSTS | | | | | |
| Power Purchase Costs | 23,342 | 26,453 | 29,894 | 33,921 | 38,806 |
| R&M costs | 205 | 211 | 217 | 224 | 230 |
| Employees costs | 2,352 | 2,587 | 2,846 | 3,131 | 3,444 |
| Administration & General Costs | 564 | 598 | 634 | 672 | 712 |
| Depreciation | 740 | 874 | 1,020 | 1,141 | 1,255 |
| Interest & Finance Costs | 1,092 | 1,889 | 2,081 | 2,110 | 2,223 |
| Other debits | 757 | 780 | 803 | 827 | 852 |

| Income Statement (MP DISCOMs) | | | | | |
|--|-----------|----------|----------|----------|----------|
| Particulars (Fig in crores) | FY 15-16* | FY 16-17 | FY 17-18 | FY 18-19 | FY 19-20 |
| Sub-total costs | 29,052 | 33,392 | 37,495 | 42,026 | 47,522 |
| Less: incidental expenses | - | - | - | - | - |
| Total Costs | 29,052 | 33,392 | 37,495 | 42,026 | 47,522 |
| Net Income w/o Tariff subsidy and ED Retention | (9,930) | (7,912) | (5,188) | (4,225) | (3,112) |
| Committed State Govt. Subsidy (Tariff subsidy) | 4,258 | 4,000 | 4,000 | 4,000 | 4,000 |
| Electricity Duty Retention (only till FY 17, as per Existing FRP Scheme from GoMP) | 1,434 | 1,634 | - | - | - |
| Interest subsidy on IBRD loan | - | - | - | - | - |
| Cash Subsidy (Tariff Subsidy and ED Retention) | 5,692 | 5,634 | 4,000 | 4,000 | 4,000 |
| Others (compounding charges) | - | - | - | - | - |
| Total Subsidy Available | 5,692 | 5,634 | 4,000 | 4,000 | 4,000 |
| Net Income with Tariff Subsidy and ED Retention | (4,238) | (2,278) | (1,188) | (225) | 888 |

*estimated

| Operational Funding Requirement- Detailed (MP DISCOMs) | | | | | |
|---|-----------|----------|----------|----------|----------|
| Particulars (Fig in crores) | FY 15-16* | FY 16-17 | FY 17-18 | FY 18-19 | FY 19-20 |
| Revenue (Including tariff subsidy) | 24,814 | 31,114 | 36,307 | 41,801 | 48,410 |
| Expenditure | 29,052 | 33,392 | 37,495 | 42,026 | 47,522 |
| Book Loss (-)/Profit(+) | (4,238) | (2,278) | (1,188) | (225) | 888 |
| Add: Depreciation | 740 | 874 | 1,020 | 1,141 | 1,255 |
| Cash Loss (-)/Profit(+) | (3,498) | (1,404) | (168) | 916 | 2,143 |
| Add: (Increase) / Decrease In Current Asset | - | - | - | - | - |
| Add: Increase / (Decrease) in Current Liabilities | - | - | - | - | - |
| Gross Operational Funding Required (OFR) (Without Government Support) | (3,498) | (1,404) | (168) | - | - |
| Proportion allowed as per FRP scheme | - | - | - | - | - |
| Allowed Funding (Without Government Support) | - | - | - | - | - |
| Less: Support from State Govt. | - | - | - | - | - |
| Support on Reimbursement of Losses | - | - | - | 59.40 | 22.50 |
| ED retention | - | - | - | - | - |
| Interest Subsidy on IBRD Loan | - | - | - | - | - |

Operational Funding Requirement- Detailed (MP DISCOMs)

| Particulars (Fig in crores) | FY 15-16* | FY 16-17 | FY 17-18 | FY 18-19 | FY 19-20 |
|---|--------------|--------------|------------|----------|----------|
| Gross Operational Funding Required (OFR) after Govt. support | 3,498 | 1,404 | 168 | - | - |

*estimated

ACS- ARR Gap (MP DISCOMs)

| Cost Components | | FY 15-16* | FY 16-17 | FY 17-18 | FY 18-19 | FY 19-20 |
|-------------------------------|--------|---------------|---------------|---------------|---------------|-------------|
| Power Purchase Cost | Rs/kWh | 3.59 | 3.88 | 4.03 | 4.20 | 4.36 |
| Cost of Energy Lost | Rs/kWh | 1.54 | 1.19 | 1.10 | 1.01 | 0.92 |
| PP Cost per unit sold | Rs/kWh | 5.13 | 5.07 | 5.14 | 5.21 | 5.29 |
| O&M and Estb. Cost | Rs/kWh | 0.48 | 0.50 | 0.50 | 0.50 | 0.49 |
| Interest Cost | Rs/kWh | 0.17 | 0.28 | 0.28 | 0.26 | 0.25 |
| Other Debits | Rs/kWh | 0.12 | 0.11 | 0.11 | 0.10 | 0.10 |
| ACS | Rs/kWh | 4.47 | 4.90 | 5.06 | 5.20 | 5.34 |
| ARR | Rs/kWh | 3.82 | 4.56 | 4.90 | 5.17 | 5.44 |
| Gap | Rs/kWh | (0.65) | (0.34) | (0.16) | (0.03) | 0.10 |

*estimated

Annexure D

Detailed Action Plan for Implementation of targeted activities

MPPKVVCL, Indore

| Clause No. | Activity | Unit | Status at the end of | | | | | | Officer Responsible | Resources (in Rs. Cr.) |
|-------------|---|------|----------------------|---------|---------|----------|----------|----------|---------------------|------------------------|
| | | | FY 14-15 | FY15-16 | FY16-17 | FY17-18 | FY18-19 | FY 19-20 | | |
| 1.3 (a) | AT&C Loss Reduction Trajectory | % | 23.62 | 22.38 | 20.40 | 18.41 | 16.27 | 15.00 | CE (Comm) | |
| 1.3 (e-iii) | 11 KV Feeder Metering/ Functional | % | 83.1 | 93.8 | 100 | - | - | | CE (Comm) | |
| | | No. | 4,249 | 5,147 | 5,457 | - | - | | | |
| 1.3 (e-iv) | DT Metering in Rural area | % | 18 | 18 | 40 | 70 | 100 | | ACE (MT) | |
| | | No. | 27,339 | 28,612 | 65,039 | 1,13,818 | 1,62,598 | | | |
| | DT Metering in Urban area | % | 62 | 62 | 75 | 90 | 100 | | SE (Works) | |
| | | No. | 15,009 | 16,358 | 19,852 | 23,823 | 26,470 | | | |
| 1.3 (e-v) | 11 KV feeder audit in Rural , area | % | - | 90.10 | 100 | | | | SE (Works) | |
| | | No. | - | 4,065 | 4,583 | | | | | |
| 1.3 (e-vi) | Feeder Improvement Program on Feeders | % | 71 | 71 | 81 | 91 | 100 | | CE (Operation) | |
| | | No. | 4,471 | 4,471 | 5,091 | 5,720 | 6,286 | | | |
| 1.3 (e-vii) | feeder separation(separation of ag load) on feeders | % | 96.92 | 100 | - | - | - | | SE (O&M) | |
| | | No. | 2,765 | 2,853 | | | | | | |
| 1.3(e-viii) | Installation of smart meters/other than ag. (above 500 units) | No. | - | - | 20,000 | 80,000 | 1,40,000 | | PD (FSP) | |
| | Installation of smart meters/other than ag. | | | | | | | | | |

| Clause No. | Activity | Unit | Status at the end of | | | | | | Officer Responsible | Resources (in Rs. Cr.) |
|--|---|--------------|---------------------------|-------------------------|--|---------|---------|----------|---------------------|------------------------|
| | | | FY 14-15 | FY15-16 | FY16-17 | FY17-18 | FY18-19 | FY 19-20 | | |
| | (below 500 units) | | | | | | | | | |
| 1.3 (e-ix) | Domestic Connections (in lakhs) under 24X7 PFA* | No. in Lakhs | 38.47 | 39.71 | 40.98 | 42.30 | 43.65 | | SE (Works) | |
| 1.3 (e-x) | Implementati on of ERP system | | Implemented in FY 2014-15 | | | | | | | |
| 1.3 | Providing LED bulbs under DELP | Nos. in lacs | - | 11.20 (till 11 July 16) | Work is being executed by EESL and Urja Vikas Nigam. Target of 3 Cr. for MP and accordingly orders are being placed and work has been initiated. | | | | | |
| * Number shown in the FY 2015-16 to 2018-19 are projected number of new connections. | | | | | | | | | | |

MPMKVVCL, Bhopal

| Clause No. | Activity | Unit | Status at the end of | | | | | | | | | | | | Officer Responsible | Resources (in Rs. Cr.) |
|--------------|--|------|----------------------|----|---------|--------|---------|----------|----------|-------|---------|-------|----------|-----------------------|---------------------|------------------------|
| | | | FY 14-15 | | FY15-16 | | FY16-17 | | FY17-18 | | FY18-19 | | FY 19-20 | | | |
| | | | H1 | H2 | H1 | H2 | H1 | H2 | H1 | H2 | H1 | H2 | H1 | H2 | | |
| 1.3 (a) | AT&C Loss Reduction Trajectory | % | 30.15 | | 28.65 | | 22.09 | | 19.19 | | 17.20 | | 15.00 | | CE (Region) | |
| 1.3 (e-iii) | 11 KV Feeder Metering/ Functional | % | 90.98 | | 91.40 | 96.91 | 100 | | | | | | | | GM | |
| | | No | 3,691 | | 3,851 | 4,272 | 4,347 | | | | | | | | | |
| 1.3 (e-iv) | DT Metering in Urban area | % | 67.92 | | 72.18 | 78.32 | 84.89 | 92.43 | 100 | | | | | | GM | |
| | | No | | | 21,997 | 23,868 | 25,868 | 28,168 | 30,474 | | | | | | | |
| | DT Metering in Rural area | % | 24.65 | | 26.72 | 30.88 | 53.96 | 65.48 | 100 | | | | | GM | | |
| | | No | | | 42,004 | 48,552 | 84,845 | 1,02,940 | 1,57,216 | | | | | | | |
| 1.3 (e- v) | 11 KV feeder audit in Rural , area | % | 75 | | 84.40 | 93.75 | 95 | 98 | 100 | | | | | | | |
| | | No | 2,588 | | 2,912 | 3,235 | 3,278 | 3,374 | 3,451 | | | | | | | |
| 1.3 (e- vi) | Feeder Improvement Program on Feeders | % | | | | | 25% | 50% | 75% | 100% | | | | GM | | |
| | | No | 4,001 | | 4,193 | 4,347 | 1,086 | 2,172 | 3,278 | 4,347 | | | | | | |
| 1.3 (e- vii) | feeder separation(s eparation of ag load) on feeders | % | 47 | | 52 | 60 | 70 | 80 | 90 | 100 | | | | DGM (Projects) | | |
| | | No | 927 | | 1,048 | 1,210 | 1,411 | 1,613 | 1,814 | 2,016 | | | | | | |
| 1.3(e- viii) | Installation of smart meters/othe r than ag. (above 500 units) | % | | | | | | | 100 | | | | | Director (Commercial) | | |
| | Installation of smart meters/othe r than ag. (below 500 units) | % | | | | | | | | 100 | | | | Director (Commercial) | | |
| 1.3 (e-ix) | Domestic Connections (in lakhs) | | 23.70 | | 24.28 | 24.58 | 24.82 | 25.06 | 25.30 | 25.55 | 25.80 | 26.10 | | GM | | |

| Clause No. | Activity | Unit | Status at the end of | | | | | | | | | | | | Officer Responsible | Resources (in Rs. Cr.) |
|--|--------------------------------|--------------|--|----|---------|----|---------|----|---------|----|---------|----|----------|----|---------------------|------------------------|
| | | | FY 14-15 | | FY15-16 | | FY16-17 | | FY17-18 | | FY18-19 | | FY 19-20 | | | |
| | | | H1 | H2 | H1 | H2 | H1 | H2 | H1 | H2 | H1 | H2 | H1 | H2 | | |
| | under 24X7 PFA* | | | | | | | | | | | | | | | |
| 1.3 (e-x) | Implementation of ERP system | | Implemented in FY 2016-17 | | | | | | | | | | | | DGM (IT) | |
| 1.3 | Providing LED bulbs under DELP | Nos. in lacs | Work is being executed by EESL and Urja Vikas Nigam. Target of 3 Cr. for MP and accordingly orders are being placed and work has been initiated. | | | | | | | | | | | | | |
| * Number shown in the FY 2015-16 to 2018-19 are projected number of new connections. | | | | | | | | | | | | | | | | |

MPPoKVVCL, Jabalpur

| Clause No. | Activity | Unit | Status at the end of | | | | | | Officer Respon sible | Resources (in Rs. Cr.) |
|--------------------|---|------|----------------------|---------|---------|---------|----------|----------|----------------------|------------------------|
| | | | FY 14-15 | FY15-16 | FY16-17 | FY17-18 | FY18-19 | FY 19-20 | | |
| 1.3 (a) | AT&C Loss Reduction Trajectory | % | 21.69 | 22.65 | 19.72 | 17.73 | 15.59 | 15.00 | CE (Region) | |
| 1.3 (e-iii) | 11 KV Feeder Metering/ Functional | % | 100 | 100 | 100 | 100 | 100 | | SE | |
| | | No | 3,967 | 4,205 | 4,300 | 4,400 | 4,500 | | | |
| 1.3 (e-iv) | DT Metering in Rural area | % | 38 | 40 | 42 | 43 | 43 | | SE | -- |
| | | No | 42,359 | 47,792 | 53,145 | 53,676 | 53,944 | | | |
| | DT Metering in Urban area | % | 32 | 33 | 34.5 | 36.5 | 38 | | SE | -- |
| | | No | 7,083 | 7,841 | 8,786 | 8,962 | 9,096 | | | |
| 1.3 (e-v) | 11 KV feeder audit in Rural , area | % | 97 | 96 | 100 | 100 | 100 | | SE | |
| | | No | 3,662 | 3,900 | | | | | | |
| 1.3 (e-vi) | Feeder Improvement Program on Feeders | % | 41.71 | 41.78 | 45.74 | 54.23 | | | SE | |
| | | No | 1,560 | 1,692 | 1,944 | 2,359 | | | | |
| 1.3 (e-vii) | feeder separation(separation of ag load) on feeders | % | 83 | 85 | 89 | 100 | | | CGM (FS) | |
| | | No | 1,534 | 1,562 | 1,634 | 1,837 | | | | |
| 1.3(e-viii) | Installation of smart meters/other than ag. (above 500 units) | No | | | 20,000 | 44,878 | | | SE | |
| | Installation of smart meters/other than ag. (below 500 units) | No | | | 20,000 | 95,498 | 1,25,000 | | SE | |

| Clause No. | Activity | Unit | Status at the end of | | | | | | Officer Respon sible | Resources (in Rs. Cr.) |
|--|---|--------------|--|------------------------------|---------|---------|---------|----------|----------------------|------------------------|
| | | | FY 14-15 | FY15-16 | FY16-17 | FY17-18 | FY18-19 | FY 19-20 | | |
| 1.3 (e-ix) | Domestic Connections (in lakhs) under 24X7 PFA* | No | 32.23 | 35.02 | 40.60 | 48.98 | 60.15 | | | |
| 1.3 (e-x) | Implementati on of ERP system | | Implement ed | Regular updating is required | | | | | | |
| 1.3 | Providing LED bulbs under DELP | Nos. in lacs | Work is being executed by EESL and Urja Vikas Nigam. Target of 3 Cr. for MP and accordingly orders are being placed and work has been initiated. | | | | | | | |
| * Number shown in the FY 2015-16 to 2018-19 are projected number of new connections. | | | | | | | | | | |