

Annexure 11: Approach & Methodology



Introduction

In view of the above and considering the synergies with the existing business of the OPG Group as a whole, the GITA Power & Infrastructure Pvt Ltd endeavors to enter into electricity trading business. The GITA Power & Infrastructure Pvt Ltd aims to evolve itself as a reliable and economic source of merchant/ short-term power for the prospective buyers and as a reliance intermediary for power sellers for enabling sale of any surplus capacity that they may have from time to time.

Approach & Methodology

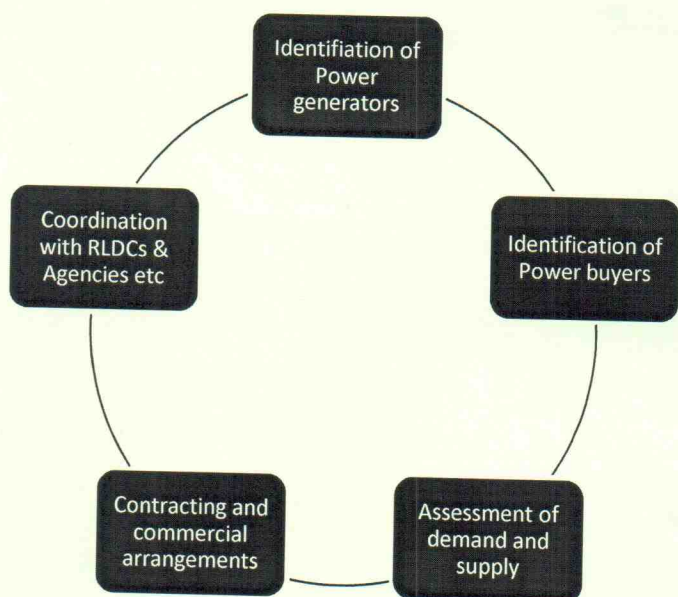
Operating within the framework of Regulations as notified by the Hon'ble Commission from time to time, the GITA Power & Infrastructure Pvt Ltd aims to effectively contribute to the power sector in India by becoming a reliable link between the electricity buyers and sellers in the Country. The GITA Power & Infrastructure Pvt Ltd aims to bridge the gap between the generators with surplus capacities and utilities/ procurers through building an effective network and communication channel with key industry participants across the country.

We understand that electricity trading as a business relies on three core aspects including:

1. Planning and forecasting
2. Information and networking on a real time/ proactive basis
3. Decision making and financial management

In order to meet the above requirements of the trading business, GITA Power & Infrastructure Pvt Ltd has organized a dynamic and experienced team with required skills, who will be facilitated for continuous trainings and skill enhancement. The adjacent chart presents our detailed approach to carry out the electricity trading.

Initially, GITA Power & Infrastructure Pvt Ltd plans to target the merchant/ captive generators with availability of surplus power and identify the possible state utilities/ open access consumers buying such power. We will focus on



bilateral trading by entering into appropriate contracts with necessary safeguards. We shall continuously coordinate with the Regional Load Dispatch Centers/ State Load Dispatch Centers and Central Transmission Utilities and State Transmission Utilities to ensure smooth functioning of the trading related activities.

The GITA Power & Infrastructure Pvt Ltd also intends to become a member of the power exchange(s) in the country for further enhancing its reach to buyers/ sellers of electricity. The GITA Power & Infrastructure Pvt Ltd is confident that the emerging regulatory and legislative changes in the power sector would further enhance the extent of competition which exists in the Indian Electricity Sector and provide more avenues and opportunities for it in the capacity of being a power trader.

