



Puneet Munjal

With a career spanning twenty seven years, entirely in the Power Sector, Puneet brings with him a rich experience in diverse areas of Financial Management, Business Development, Regulatory Affairs and Corporate Strategy. Starting his career with a leading Public Sector Power Company, viz. NTPC Ltd., he moved to the Private Sector in FY 2001. A Finance professional, Puneet has recently, in October 2013, moved to The Tata Power Company Limited as Head of Commercial, where amongst others, he is responsible for formulation, negotiation, execution and ensuring compliance of Power Purchase Agreements for Tata Power as well as its Associate/ JV Companies. He has recently, successfully concluded a Power Purchase Agreement for sale and purchase of 150 MW Generation Capacity with a State owned Utility. He has also been actively involved in Advocacy for formulation of Power Purchase Agreements under the recently revised Case – I & II Bidding Guidelines notified by the Government of India.

Prior to his move to Tata Power in October 2003, Puneet worked in Tata Power's Distribution Subsidiary in Delhi, viz. Tata Power Delhi Distribution Limited (TPDDL) for close to ten years from 2003 onwards, handling various responsibilities including Finance, Regulatory Affairs, Power Management and Corporate Strategy.

During his stint with TPDDL, Puneet was instrumental in drafting, negotiating and finalizing Bankable PPAs on behalf of TPDDL (as Procurer of Power), aggregating to approximately 1000 MW of Generation Capacity with various Central and State Sector Generating Companies such as NTPC, NHPC, DVC, etc. as well as another 430 MW of with IPPs. In addition, he has handled Corporate Finance & Regulatory Affairs including arranging of non-recourse Financing (ensuring compliance to lender requirements), formulation of Operational Plans, preparation, filing and piloting of the Company's Tariff Petitions with the Regulatory Authorities. Puneet also has worked extensively in the areas of Business Development with emphasis on Project Finance including Mergers & Acquisitions, Financial Modeling, Risk Analysis and Project Documentation.

Puneet is also actively involved in advocacy & policy formulation in the power sector and is part of various committees / task-forces constituted by Industrial Bodies, etc.