

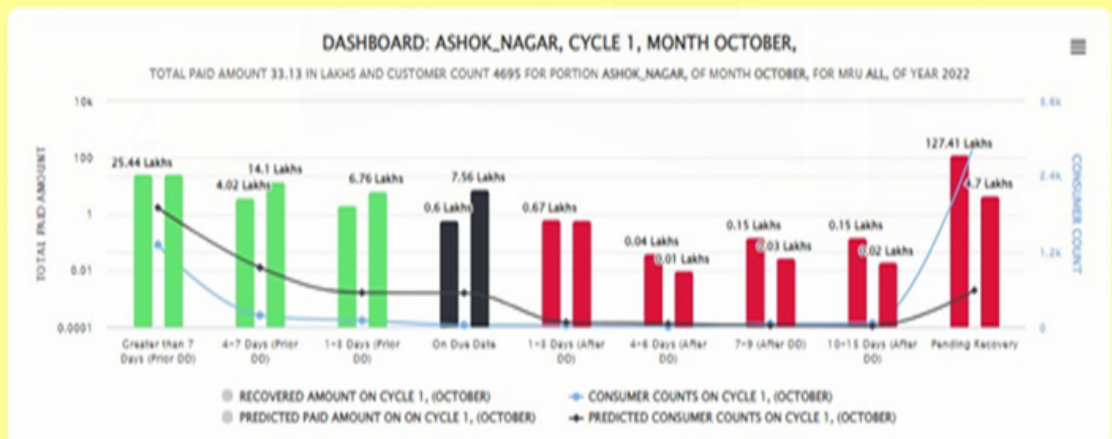
# PNGG

# Piped Natural Gas

# IMPROVEMENT IN Revenue Recovery

## REVENUE RECOVERY ANALYTICS DASHBOARD

### ORGANIZATION VIEW



## GAS UTILITIES DATA DRIVEN TRANSFORMATION

# Our Journey in Carving Sustainable Utilities



adani | Gas



## Utility Challenges

- € On time collection
- €↑ Overdue Recovery
- 👤 Lack of visibility for utility on the consumer payment behaviour

### Recovery Strategy Parameter

|   |                      |          |                |     |         |                   |            |                |   |         |          |                |     |         |                   |                    |                      |
|---|----------------------|----------|----------------|-----|---------|-------------------|------------|----------------|---|---------|----------|----------------|-----|---------|-------------------|--------------------|----------------------|
| <p style="text-align: center; margin: 0;"><b>TREASURY PLUS</b></p> <table style="width: 100%; border: none;"> <tr> <td style="border: none;">AMOUNT</td> <td style="border: none;">CURRENCY</td> </tr> <tr> <td style="border: 1px solid #ccc; padding: 2px;">₹ 1 to 1000</td> <td style="border: 1px solid #ccc; padding: 2px;">INR</td> </tr> <tr> <td style="border: none;">REWARD</td> <td style="border: none;">FINANCING OPTIONS</td> </tr> <tr> <td style="border: 1px solid #ccc; padding: 2px;">₹ 20</td> <td style="border: 1px solid #ccc; padding: 2px;">Digital Wallet</td> </tr> </table>             | AMOUNT               | CURRENCY | ₹ 1 to 1000    | INR | REWARD  | FINANCING OPTIONS | ₹ 20       | Digital Wallet | <p style="text-align: center; margin: 0;"><b>DeBT-Falters</b></p> <table style="width: 100%; border: none;"> <tr> <td style="border: none;">AMOUNT</td> <td style="border: none;">CURRENCY</td> </tr> <tr> <td style="border: 1px solid #ccc; padding: 2px;">₹ 1000 to 2000</td> <td style="border: 1px solid #ccc; padding: 2px;">INR</td> </tr> <tr> <td style="border: none;">PURPOSE</td> <td style="border: none;">FINANCING OPTIONS</td> </tr> <tr> <td style="border: 1px solid #ccc; padding: 2px;">CALL</td> <td style="border: 1px solid #ccc; padding: 2px;">Lending Institutions</td> </tr> </table>    | AMOUNT  | CURRENCY | ₹ 1000 to 2000 | INR | PURPOSE | FINANCING OPTIONS | CALL               | Lending Institutions |
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| REWARD  | FINANCING OPTIONS    |          |                |     |         |                   |            |                |   |         |          |                |     |         |                   |                    |                      |
| ₹ 20  | Digital Wallet       |          |                |     |         |                   |            |                |   |         |          |                |     |         |                   |                    |                      |
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## Innovative Approach

- AI & ML based meter image modeling and customer behaviour platform
- Integration through open API's for utilities, ERP, CRM & 3rd party applications
- Deployment in cloud / on premise setup
- Configurable business rules for quick adaption and usability
- In-built ESG KPI's

## Solution Benefits

- Predictive outcome leading to early realization of revenue recovery
- 30% improvement in payment recovery
- 2% of annual turnover as unrealized interest gain
- Carving out sustainable utility with improved cash flow