

**KALPA-TARU®****KALPATARU POWER TRANSMISSION LIMITED**

**KPTL/16-17.**  
**February 14, 2017**

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<p><b>BSE Limited</b> Corporate Relationship Department Phiroze Jeejeebhoy Towers Dalal Street, Fort MUMBAI - 400 001.</p> <p><b>Script Code: 522287</b></p> <p>Listing: <a href="http://listing.bseindia.com">http://listing.bseindia.com</a></p>	<p><b>National Stock Exchange of India Ltd.</b> 'Exchange Plaza', C-1, Block 'G', Bandra-Kurla Complex Bandra (E) MUMBAI – 400 051.</p> <p><b>Script Code: KALPATPOWR</b></p> <p>Listing: <a href="https://www.connect2nse.com/LISTING/">https://www.connect2nse.com/LISTING/</a></p>
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**Sub.: Investor's / Analyst Presentation**

Respected Sir/ Madam,

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to forward herewith updated Investor's / Analyst Presentation.

Kindly take note of the same on your records.

Thanking you,

Yours faithfully,  
For Kalpataru Power Transmission Limited

**Rahul Shah**  
**Company Secretary**



Encl.: a/a

**ISO 9001 CERTIFIED COMPANY**

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**KALPA-TARU**

POWER TRANSMISSION LIMITED

## Analyst Presentation

*Q3 FY17 Results – February 14, 2017*



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# Key Financial Highlights



## Q3 FY17

### KPTL

- Sales increased by 29%
- Core EBIDTA margin at 10.3%
- PBT margin at 7.5%
- PAT margin at 4.9%

## 9M FY17

- Sales increased by 14%
- Core EBIDTA margin at 10.7%
- PBT margin at 7.9%
- PAT margin at 5.1%

### JMC

- Sales declined by 5%
- Core EBIDTA margin at 8.8%
- PBT margin at 3.8%
- PAT margins at 3.3%

- Sales declined by 6%
- Core EBIDTA margin at 9.3%
- PBT margin at 3.5%
- PAT margins at 2.5%

# Financial Highlights – KPTL Standalone



			KPTL Standalone	(Amount in Rs Crs)		
Growth	9M FY17	9M FY16	Particulars	Q3 FY16	Q3 FY17	Growth
14%	3,488.2	3,051.7	Total Income	898.6	1,157.6	29%
16%	371.9	320.4	Core EBIDTA (excl. other income)	90.5	119.1	32%
-25%	78.4	104.4	Finance Cost	26.3	23.9	-9%
41%	274.2	194.0	PBT	55.7	87.1	56%
42%	179.5	126.8	PAT	36.3	57.1	57%
	10.7%	10.5%	Core EBIDTA Margin	10.1%	10.3%	
	7.9%	6.4%	PBT Margin	6.2%	7.5%	
	5.1%	4.2%	PAT Margin	4.0%	4.9%	

					Difference	
FY16	Particulars	Q3 FY17	Q2 FY17	Q3 FY16	y-o-y	q-o-q
598.7	Loan Funds	715.4	761.5	656.1	59.3	(46.1)
271.6	(+) Long Term borrowings	233.4	240.4	280.1	(46.7)	(7.0)
287.0	(+) Short Term borrowings	342.0	374.6	336.2	5.8	(32.6)
40.1	(+) Current maturities of long term debt	140.0	146.5	39.8	100.2	(6.5)
100.7	(-) Cash & Cash Equivalent	117.9	331.5	84.2	33.7	(213.6)
498.0	Net Debt	597.5	430.0	571.9	25.6	167.5

# Financial Highlights – KPTL Standalone



- Reconciliation of previously reported profit with IND AS profits of Q3 FY16 & 9M FY16

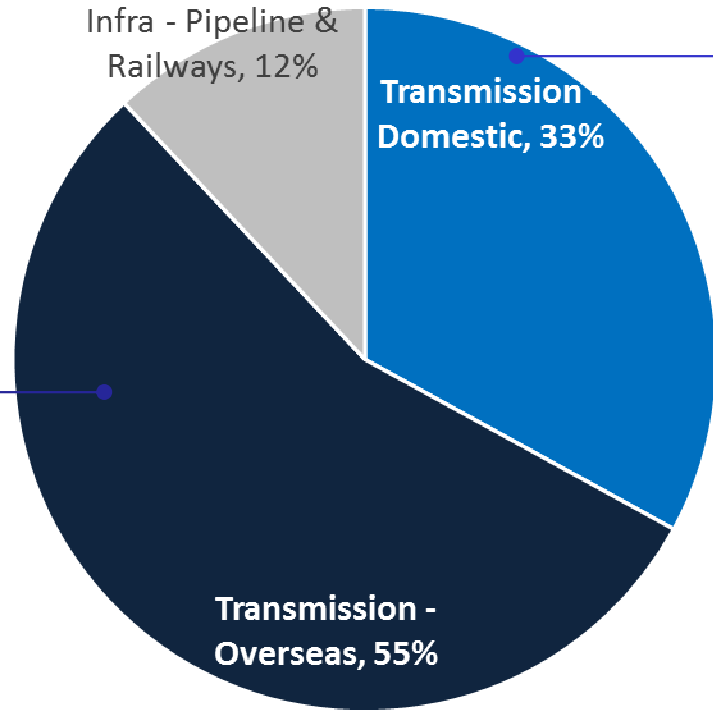
Particulars	Q3FY16	9MFY16
<b>Net Profit for the quarter under Previous Indian GAAP</b>	<b>38.1</b>	<b>127.5</b>
Change of method for determination of stage of completion for revenue recognition from completion of physical proportion of the contract work, to proportion of contract cost incurred for work performed to date bears to the estimated total contract costs	8.3	(6.9)
<b>Net Profit under Previous Indian GAAP after change of method</b>		
a) Provisions for expected loss towards possible delay in collection of trade receivable beyond contractual terms	2.4	3.4
b) Impact of accounting forward contracts at fair value	(12.9)	2.7
c) Accounting provisions at present value	(0.9)	(1.2)
d) Others	0.4	0.9
e) Impact of deferred taxes on above adjustments	1.0	0.4
<b>Net Profit (before OCI) for the quarter under Ind AS</b>	<b>36.3</b>	<b>126.8</b>
Other Comprehensive Income comprising of foreign currency translation reserve, hedge reserve and others (net of tax)	(8.0)	(9.9)
<b>Total Comprehensive Income as per Ind AS (net of tax)</b>	<b>28.3</b>	<b>116.8</b>

Amount in Rs Crs

# KPTL Standalone Order Book Status



Order Book of Rs 8,300 crs (as on 31<sup>st</sup> December 16)



Africa	36%
S. Asia	7%
CIS/Europe & Far East	5%
SAARC	4%
MENA	3%

PGCIL	18%
SEB	2%
Private	13%



# Financial Highlights – JMC Standalone



			JMC Standalone	(Amount in Rs Crs)		
Growth	9M FY17	9M FY16	Particulars	Q3 FY16	Q3 FY17	Growth
-6%	1,638.0	1,749.0	Total Income	575.6	548.1	-5%
-4%	152.6	159.5	Core EBIDTA (excl. other income)	50.3	48.1	-5%
-17%	65.4	78.4	Finance Cost	27.5	21.1	-23%
19%	56.8	47.7	PBT	10.9	21.1	93%
31%	41.5	31.8	PAT	7.5	18.2	144%
	9.3%	9.1%	Core EBIDTA Margin	8.7%	8.8%	
	3.5%	2.7%	PBT Margin	1.9%	3.8%	
	2.5%	1.8%	PAT Margin	1.3%	3.3%	

FY16	Particulars	Q3 FY17	Q2 FY17	Q3 FY16	Difference	
					y-o-y	q-o-q
710.5	Loan Funds	706.7	776.3	801.1	(94.4)	(69.6)
281.9	(+) Long Term borrowings	215.5	243.1	312.9	(97.4)	(27.6)
314.5	(+) Short Term borrowings	373.4	417.6	371.7	1.7	(44.2)
114.1	(+) Current maturities of long term debt	117.8	115.6	116.5	1.3	2.2

\* Loan Funds include Buyers credit

# Financial Highlights – JMC Standalone



- Reconciliation of previously reported profit with IND AS profits of Q3 FY16 & 9M FY16

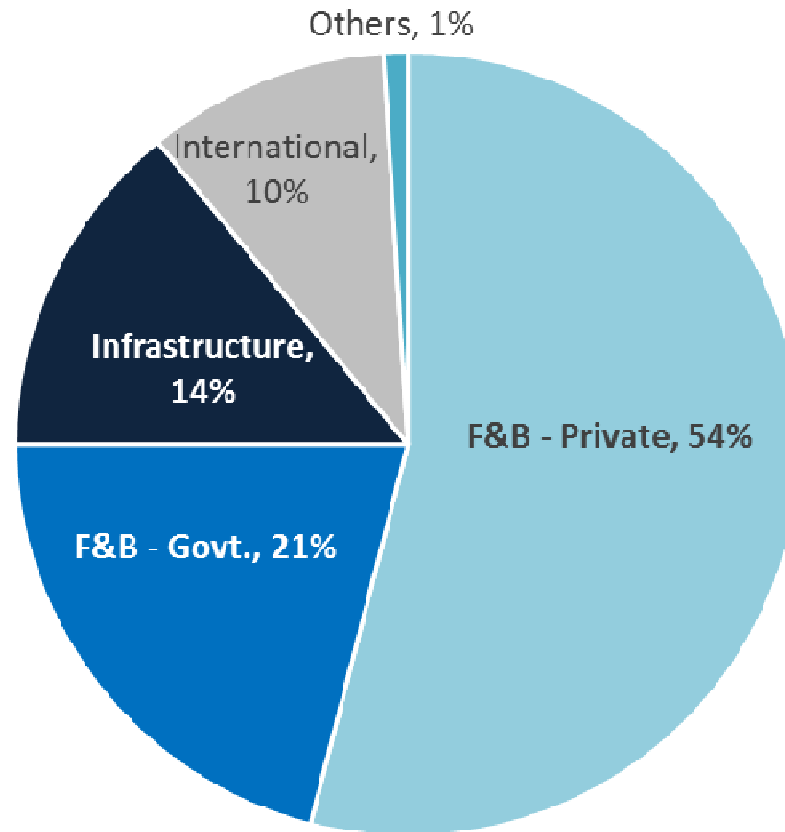
Amount in Rs Crs

Particulars	Q3FY16	9MFY16
<b>Net Profit for the quarter under Previous Indian GAAP</b>	<b>6.5</b>	<b>22.4</b>
a) Change of method for determination of stage of completion for revenue recognition from completion of physical proportion of the contract work to proportion of contract cost incurred for work performed to date bear to estimated total contract costs	1.8	15.5
b) Amortisation on leasehold improvement decapitalised from building and capitalised under appropriate heads	(0.1)	(0.3)
c) Others	(0.2)	(0.8)
d) Deferred tax on Ind AS adjustments	(0.6)	(5.1)
<b>Net Profit for the quarter under Ind AS</b>	<b>7.5</b>	<b>31.8</b>
e) Other Comprehensive Income (net of tax)	0.1	0.2
<b>Total Comprehensive Income as per Ind AS (net of tax)</b>	<b>7.5</b>	<b>32.0</b>

# JMC Standalone Order Book Status



Order Book of Rs 6,800 crs (as on 31<sup>st</sup> December 16)



# Financial Highlights – SSL Standalone



## Shree Shubham Logistics Ltd

(Amount in Rs Crs)

Growth	9M FY17	9M FY16	Particulars	Q3 FY16	Q3 FY17	Growth
-77%	45.2	197.1	Total Income	28.2	12.6	-55%
-176%	(10.3)	13.5	Core EBIDTA (excl. other income)	(4.9)	1.9	-138%
1%	34.0	33.7	Finance Cost	12.3	10.8	-12%
	(52.4)	(28.6)	PBT	(20.3)	(11.8)	
	(52.4)	(18.7)	PAT	(13.2)	(11.8)	
	-22.8%	6.9%	Core EBIDTA Margin	-17.4%	14.9%	
	-116.0%	-14.5%	PBT Margin	-72.2%	-93.3%	
	-116.0%	-9.5%	PAT Margin	-46.9%	-93.3%	

FY16	Particulars	Q3 FY17	Q2 FY17	Q3 FY16	Difference	
					y-o-y	q-o-q
495.2	Loan Funds	428.2	425.2	476.4	(48.2)	(67.0)
372.0	(+) Long Term borrowings	389.1	387.7	312.0	77.1	1.4
66.7	(+) Short Term borrowings	10.3	12.1	106.1	(95.8)	(1.8)
56.5	(+) Current maturities of long term debt	28.9	25.5	58.4	(29.5)	3.4



**Thank You**