

## REVENUE GROWTH OF 14% & NET PROFIT GROWTH OF 40%

### ORDER INFLOW OF OVER RS 6,200 CRORES IN FY17

### ORDER INFLOWS OF RS 1,450 CRORES IN FY18 TILL DATE

**Mumbai, May 19, 2017:** Kalpataru Power Transmission Limited (KPTL), a leading global EPC player in power T&D sector has announced its results for the quarter and year ended March 31, 2017.

#### KPTL Standalone financial results highlights (Fig in Rs Cr.)

Growth	FY17	FY16	Particulars	Q4 FY16	Q4 FY17	Growth
14%	5,010.7	4,408.8	Revenue	1,357.2	1,522.5	12%
17%	529.1	453.1	Core EBIDTA (excl. other income)	132.7	157.3	19%
-23%	98.2	127.4	Finance Cost	23.0	19.8	-14%
36%	402.6	295.7	PBT	101.7	128.4	26%
40%	269.1	192.4	PAT	65.6	89.6	37%
+30 bps	10.6%	10.3%	Core EBIDTA Margin	9.8%	10.3%	+50 bps
+130 bps	8.0%	6.7%	PBT Margin	7.5%	8.4%	+90 bps
+100 bps	5.4%	4.4%	PAT Margin	4.8%	5.9%	+110 bps

- Revenue growth driven by strong visibility of order book
- Operating and net margin improvements due to cost rationalizations, productivity enhancement initiatives and working capital efficiencies
- On Consolidated basis, achieved revenue growth of 5%, improvement in operating margins by 70 bps and PAT growth of 73% due to better returns from developmental projects and interest rate reductions
- Executing projects in more than 22 countries with good visibility of future growth
- Plant operational utilization is in the range of 100%

#### KPTL order book highlights

- As on 31st March 2017, company has order book in excess of Rs 9,000 crore, with 52% of order book from international markets
- In the fourth quarter of the FY17, company has announced order inflow of over Rs 2,850 crores
- In the first quarter of the FY18 till date, company has received new orders of over Rs 1,450 crores. Below are the brief details

- Transmission line projects from Kohima Mariam Transmission Limited (*a subsidiary company*) worth Rs 675 crores
- Two transmission line projects for supply and construction of 800 KV Raigarh – Pugalpur line from PGCIL worth Rs 480 crores
- Two pipeline laying and construction projects from Gail worth Rs 196 crores
- A substation project for construction of 220 KV GIS substation from Haryana Vidyt Nigam Limited (HVPNL) worth Rs 102 crores

### JMC Standalone financial results highlights (Fig in Rs Cr.)

Growth	FY17	FY16	Particulars	Q4 FY16	Q4 FY17	Growth
-3%	2,328.4	2,400.7	Revenue	651.7	690.4	6%
-1%	211.1	213.5	Core EBIDTA (excl. other income)	54.0	58.5	8%
-20%	84.3	105.1	Finance Cost	26.7	18.8	-30%
29%	83.8	65.1	PBT	17.3	27.0	56%
37%	59.4	43.4	PAT	11.6	17.9	54%
+20 bps	9.1%	8.9%	Core EBIDTA Margin	8.3%	8.5%	+20 bps
+90 bps	3.6%	2.7%	PBT Margin	2.7%	3.9%	+120 bps
+80 bps	2.6%	1.8%	PAT Margin	1.8%	2.6%	+80 bps

- Revenue de-growth due to external challenges impacting project execution
- Operating and Net margins has improved due to better order mix, reduction in leverage and operational efficiencies

### JMC Consolidated financial results highlights for FY17

- Revenue from developmental projects (3 Road BOOT subsidiaries) has increased to Rs 139.7 crores in FY17 as compared to Rs 121.8 crores in FY16, a growth of 15%
- EBIT from development projects has increased to Rs 26.26 crores in FY17 as compared to 4.2 crores in FY16
- Consolidated Net loss has reduced to Rs 41.8 crores as compared to Rs 66.3 crores in FY16

### JMC order book highlights

- As on 31<sup>st</sup> March 2017, company has order book of Rs 7,000 crore including orders of over Rs 1,050 crore received during the last quarter of the year 2016- 17.

- Company has received orders of Rs 3,200 crores in the FY17
- Company is favourably placed (L1) in orders exceeding Rs 650 crore

### **Dividend**

- The board of directors of KPTL have recommended a dividend of Rs 2 per share
- The board of directors of JMC have recommended a dividend of Rs 1.5 per share

### **Management Comments**

Commenting on the results, Mr Manish Mohnot (Managing Director & CEO, KPTL) said

*“We have achieved our planned growth on profitability for 2016-17 with improved contribution from transmission line and railways projects. We continue to focus on improving our return ratios with profitable growth. We are confident of achieving 15-20% growth in both KPTL and JMC for next year, on the back of good order book visibility.*

*We will continue to focus on cost reduction and productivity norms to achieve profitable growth”*

### **About Kalpataru Power Transmission Limited (KPTL)**

KPTL is one of the largest and fastest growing specialized EPC companies in India engaged in power transmission & distribution, oil & gas pipeline, railways, infrastructure development, civil contracting and warehousing & logistics business with a strong international presence in power transmission & distribution. The company is currently executing several projects in India, Africa, Middle East, Australia, North America, CIS region and Far East.

### **About JMC Projects (India) Limited**

JMC Projects (India) Limited (JMC), a subsidiary of Kalpataru Power Transmission Limited, is India's leading contracting company. With its strong focus on customer satisfaction, project management and execution capabilities, JMC has emerged as one of the leading civil EPC Company. In last three decades. JMC's capabilities span the entire gamut of construction – civil & structural, mechanical, electrical and fire-fighting engineering for all major industries and project types.