



KALPA-TARU
POWER TRANSMISSION LIMITED

Investor Presentation

Q1FY15 Results – 4th August 2014



Disclaimer



This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures and financial results are forward looking statements. Forward looking statements are based on certain assumptions and expectations of future events. The company cannot guarantee that these assumptions and expectations are accurate or will be realised. The actual results, performance or achievements, could thus differ materially from those projected in any such forward looking statements.

The information contained in these materials has not been independently verified. None of the companies, its Directors, Promoters or affiliates, nor any of its or their respective employees, advisors or representatives or any other person accepts any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this document or its contents or otherwise in connection with this document and makes no representation or warranty, express or implied for the contents of this document including its accuracy, fairness, completeness or verification or for any other statement made or purported to be made by any of them or on behalf of them and nothing in this document or at this presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future. The information and opinions contained in this presentation are current and if not stated otherwise as of the date of this presentation. The company undertake no obligation to update or revise any information or the opinions expressed in this presentation as a result of new information, future events or otherwise. Any opinions or information expressed in this presentation are subject to change without notice.

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of Kalpataru Power Transmission Ltd (the “Company”), nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment therefore. Any person/party intending to provide finance/invest in the shares/business of the company shall do so after seeking their own professional advice and after carrying out their own due diligence procedure to ensure that they are making an informed decision. This presentation is strictly confidential and may not be copied or disseminated, in whole or in part, and in any manner or for any purpose. No person is authorized to give any information or to make any representation not contained in or inconsistent with this presentation and if given or made, such information or representation must not be relied upon as having been authorized by any person. Failure to comply with this restriction may constitute a violation of the applicable securities laws. The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. By participating in this presentation or by accepting any copy of the slides presented, you agree to be bound by the foregoing limitations.



Contents

- **Key Highlights – Q1FY15**
- **P&L highlights – KPTL, JMC, SSSL**
- **Balance Sheet Highlights – KPTL, JMC, SSSL**
- **Order book status and New order inflow**
- **Major developments of the quarter**

Key Highlights – Q1 FY15



KPTL

- Sales increased by 20%
- Core EBIDTA margin at 10.0%
- PBT margin at 6.0%
- PAT margin at 3.9%
- Order inflow in excess of Rs 275 crs

JMC

- Sales declined by 11%
- Core EBIDTA margin at 5.7%
- PBT margin at 1.0%
- PAT margins at 0.7%
- Order inflow in excess of Rs 517 crs

SSLL

- Sales declined by 7%
- Core EBIDTA margin at 25.7%
- PBT margin at 9.5%
- PAT margins at 5.9%



| KPTL Standalone | | <i>(Amount in Rs Crs)</i> | | |
|-----------------|----------------------------------|---------------------------|---------|--------|
| FY14 | Particulars | Q1 FY14 | Q1 FY15 | Growth |
| 4,055.3 | Total Income | 889.6 | 1,063.4 | 20% |
| 386.2 | Core EBIDTA (excl. other income) | 92.0 | 106.3 | 16% |
| 146.0 | Finance Cost | 38.3 | 32.8 | -14% |
| 219.1 | PBT | 51.2 | 63.6 | 24% |
| 146.4 | PAT | 34.7 | 41.9 | 21% |
| 9.5% | Core EBIDTA Margin | 10.3% | 10.0% | |
| 5.4% | PBT Margin | 5.8% | 6.0% | |
| 3.6% | PAT Margin | 3.9% | 3.9% | |



| | | <i>(Amount in Rs Crs)</i> | | |
|---------|----------------------------------|---------------------------|---------|--------|
| | | JMC Standalone | | |
| FY14 | Particulars | Q1 FY14 | Q1 FY15 | Growth |
| 2,658.8 | Total Income | 676.7 | 602.5 | -11% |
| 140.3 | Core EBIDTA (excl. other income) | 32.5 | 34.6 | 6% |
| 55.1 | Finance Cost | 14.7 | 17.0 | 16% |
| 30.2 | PBT | 3.8 | 6.3 | 66% |
| 23.0 | PAT | 3.3 | 4.3 | 30% |
| 5.3% | Core EBIDTA Margin | 4.8% | 5.7% | |
| 1.1% | PBT Margin | 0.6% | 1.0% | |
| 0.9% | PAT Margin | 0.5% | 0.7% | |

| | | <i>(Amount in Rs Crs)</i> | | |
|-------|----------------------------------|------------------------------------|---------|--------|
| | | Shree Shubham Logistics Ltd | | |
| FY14 | Particulars | Q1 FY14 | Q1 FY15 | Growth |
| 369.4 | Total Income | 65.1 | 60.7 | -7% |
| 55.8 | Core EBIDTA (excl. other income) | 9.4 | 15.6 | 66% |
| 25.7 | Finance Cost | 7.2 | 7.9 | 10% |
| 32.9 | PBT | 8.9 | 5.7 | -36% |
| 22.2 | PAT | 6.8 | 3.6 | -47% |
| 15.1% | Core EBIDTA Margin | 14.4% | 25.7% | |
| 8.9% | PBT Margin | 13.7% | 9.4% | |
| 6.0% | PAT Margin | 10.4% | 5.9% | |

Balance Sheet Highlights



(Amount in Rs Crs)

| Particulars | KPTL Standalone | | | Difference | |
|--|-----------------|---------|---------|------------|--------|
| | Q1 FY15 | Q4 FY14 | Q1 FY14 | q-o-q | y-o-y |
| Loan Funds | 814.8 | 785.0 | 764.4 | 29.8 | 50.4 |
| (+) Long Term borrowings | 114.4 | 67.7 | 146.9 | 46.7 | (32.5) |
| (+) Short Term borrowings | 607.0 | 631.0 | 553.1 | (24.0) | 53.9 |
| (+) Current maturities of long term debt | 93.4 | 86.3 | 64.4 | 7.1 | 29.0 |

| Particulars | JMC Standalone | | | Difference | |
|--|----------------|---------|---------|------------|-------|
| | Q1 FY15 | Q4 FY14 | Q1 FY14 | q-o-q | y-o-y |
| Loan Funds | 492.8 | 429.4 | 349.0 | 63.4 | 143.8 |
| (+) Long Term borrowings | 208.6 | 223.6 | 168.3 | (15.0) | 40.3 |
| (+) Short Term borrowings | 213.2 | 134.5 | 123.1 | 78.7 | 90.1 |
| (+) Current maturities of long term debt | 71.0 | 71.3 | 57.6 | (0.3) | 13.4 |

| Particulars | Shree Shubham Logistics Ltd | | | Difference | |
|--|-----------------------------|---------|---------|------------|-------|
| | Q1 FY15 | Q4 FY14 | Q1 FY14 | q-o-q | y-o-y |
| Loan Funds | 358.0 | 319.1 | 274.1 | 38.9 | 83.9 |
| (+) Long Term borrowings | 269.1 | 259.6 | 214.7 | 9.5 | 54.4 |
| (+) Short Term borrowings | 69.2 | 41.2 | 44.4 | 28.0 | 24.8 |
| (+) Current maturities of long term debt | 19.7 | 18.3 | 15.0 | 1.4 | 4.7 |

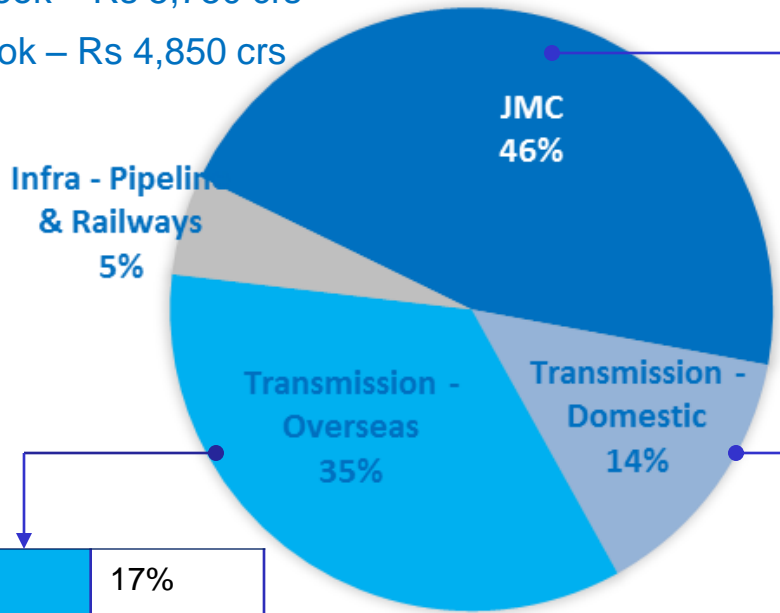
Order Book Status



Consolidated Order Book of Rs 10,600 crs (as on 30th June 14)

Excluding L1 orders

- KPTL Standalone order book – Rs 5,750 crs
- JMC Standalone order book – Rs 4,850 crs



| | |
|-----------------------|-----|
| Factories & Buildings | 35% |
| Infrastructure | 8% |
| Power & Railways | 3% |

| | |
|------------------------|-----|
| Africa | 17% |
| CIS | 8% |
| SAARC | 5% |
| MENA | 3% |
| Far East | 1% |
| US, Canada & Australia | 1% |

| | |
|--------------------|----|
| PGCIL | 9% |
| SEB | 3% |
| Private & own BOOT | 2% |



KPTL

| Divisions - Clients / Geography | Approx.Order Value (Rs crs) |
|---------------------------------|-----------------------------|
| Transmission – Domestic | 155 |
| Substation | 100 |
| Misc. | 20 |
| Total | 275 |

JMC

| Segments | Approx. Order Value (Rs crs) |
|-------------------|------------------------------|
| F&B – Residential | 450 |
| Power | 67 |
| Total | 517 |

Other Developments



❖ Road BOOT projects

- Rohtak – Bawal – Achieved provisional COD, Tolling started, Final COD expected very soon
- Agra-Aligarh – Achieved provisional COD, Tolling started, Final COD expected very soon
- Nagpur-Wainganga – Provisional COD expected very soon
- Rewa – MP – Over 50% physical completed, Expected COD by Q1FY16

❖ Transmission Line BOOT Project in MP (Satpura –Asha Transmission line)

- Financials
 - Project Cost: Rs 337 crs (including capital grant of Rs 56.54 crs)
 - Debt: Rs 212 crs, Equity: Rs 68
 - Annuity Revenue (Unitary charges) – Rs 37.8 crs pa with WPI adjustments, Operating grant of Rs 4 crs in 1st yr of operations
 - Tenure: 25 yrs + 10 yrs extendable
- Status: Over 75% completed
- Expected COD – Q4FY15

❖ Developmental projects

- Thane project – Project 100% completed, Sale/Lease process is underway
- Indore project – Plans submitted for approval, Launching expected in FY15

❖ SSSL

- Total capacity under management in excess of 1.7 Mn MT's



Thank You