



KALPA-TARU
POWER TRANSMISSION LIMITED

Analyst Presentation

Q2 FY16 Results – November 05, 2015



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Key Highlights – Q2 FY16



Q2 FY16

KPTL

- Sales declined by 17%
- Core EBIDTA margin at 11.3%
- PBT margin at 6.6%
- PAT margin at 4.3%
- Order inflow in excess of Rs 1,660 crs
- Secured third TL BOOT Project

H1 FY16

- Sales declined by 4%
- Core EBIDTA margin at 10.8%
- PBT margin at 6.5%
- PAT margin at 4.2%
- Order inflow in excess of Rs 3,460 crs

JMC

- Sales increased by 4%
- Core EBIDTA margin at 8.4%
- PBT margin at 2.4%
- PAT margins at 1.6%
- Order Inflow in excess of Rs 1,100 crs
- All 4 road BOOT projects are operational
- Filed Draft letter of offer (DLOF) with SEBI for raising equity aggregating upto Rs 150 crs through a rights issue

- Core EBIDTA margin at 8.1%
- PBT margin at 2.0%
- PAT margins at 1.3%
- Order Inflow in excess of Rs 1,150 crs

Financial Highlights – KPTL Standalone



Amount in Rs Crs

Growth	H1 FY16	H1 FY15	Particulars	Q2 FY15	Q2 FY16	Growth
-4%	2,116.0	2,204.2	Total Income	1,140.8	946.4	-17%
9%	228.9	210.1	Core EBIDTA (excl. other income)	103.8	106.6	3%
11%	77.4	69.6	Finance Cost	36.8	36.3	-1%
7%	136.6	127.9	PBT	64.3	62.7	-2%
6%	89.4	84.6	PAT	42.7	41.0	-4%
	10.8%	9.5%	Core EBIDTA Margin	9.1%	11.3%	
	6.5%	5.8%	PBT Margin	5.6%	6.6%	
	4.2%	3.8%	PAT Margin	3.7%	4.3%	

FY15	Particulars	Q2 FY16	Q1 FY16	Q2 FY15	y-o-y	q-o-q
971.4	Loan Funds	780.5	774.9	855.3	(74.8)	5.6
294.3	(+) Long Term borrowings	294.1	286.7	206.1	88.0	7.4
616.3	(+) Short Term borrowings	425.7	427.5	588.3	(162.6)	(1.8)
60.8	(+) Current maturities of long term debt	60.7	60.7	60.9	(0.2)	-

Financial Highlights – JMC Standalone



Amount in Rs Crs

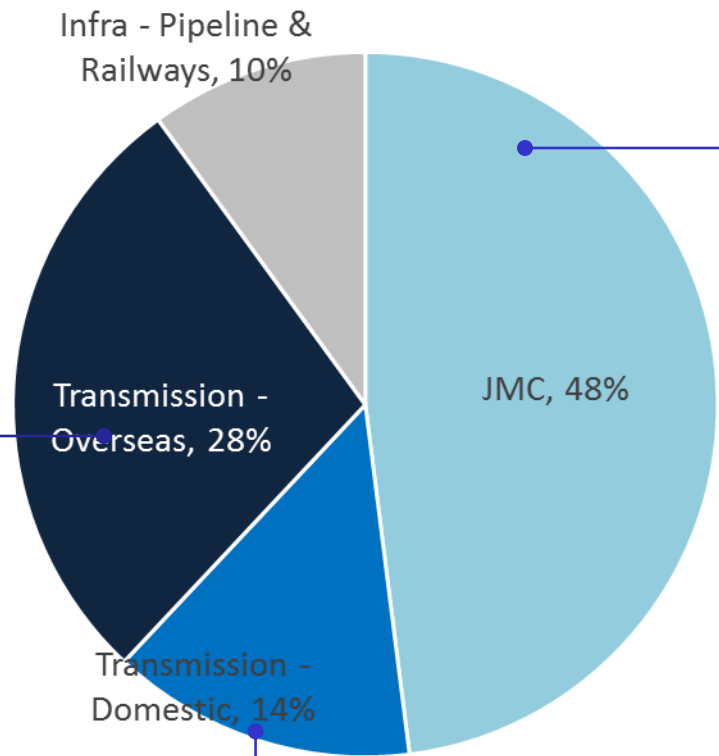
Growth	H1 FY16	H1 FY15	Particulars	Q2 FY15	Q2 FY16	Growth
0%	1,184.9	1,184.1	Total Income	581.8	602.2	4%
36%	96.0	70.7	Core EBIDTA (excl. other income)	36.3	50.6	39%
37%	50.7	36.9	Finance Cost	20.0	25.5	28%
95%	24.0	12.3	PBT	6.0	14.4	140%
85%	15.9	8.6	PAT	4.3	9.6	121%
	8.1%	6.0%	Core EBIDTA Margin	6.2%	8.4%	
	2.0%	1.0%	PBT Margin	1.0%	2.4%	
	1.3%	0.7%	PAT Margin	0.7%	1.6%	

FY15	Particulars	Q2 FY16	Q1 FY16	Q2 FY15	y-o-y	q-o-q
668.8	Loan Funds	706.6	722.0	596.0	110.6	(15.4)
310.8	(+) Long Term borrowings	263.2	291.7	234.5	28.7	(28.5)
268.4	(+) Short Term borrowings	342.2	325.5	294.3	47.9	16.7
89.6	(+) Current maturities of long term debt	101.1	104.8	67.2	33.9	(3.7)

Order Book Status



Consolidated Order Book of Rs 11,800 crs (as on 30th September 15)



Factories & Buildings	37%
Infrastructure	6%
Power & Railways	5%

Africa	15%
MENA & Far East	6%
CIS & Europe	4%
SAARC	2%
US, Canada & Australia	1%

PGCIL	9%
SEB	4%
Private	1%

- KPTL Standalone order book – Rs 6,100 crs
- JMC Standalone order book – Rs 5,700 crs



❖ Road BOOT projects

- Rohtak – Bawal – Operating on full length and full toll basis
- Agra-Aligarh – Operating on full length and full toll basis
- Nagpur-Wainganga – Operating on full length and full toll basis
- Rewa – MP – Operating on partial toll basis

❖ Transmission Line BOOT Projects

- Jhajjar Transmission line in Haryana – Operational since over 3 years
- Satpura – Asha Transmission line in MP – Achieved COD in April'15
- Secured company's third transmission line BOOT project – “Transfer of Power from new HEP's in Bhutan” through tariff based competitive bidding process

❖ Developmental projects

- Thane IT Park project – ‘Kalpataru Prime’
 - Recently leased additional 24% - Total leased around 40%
 - 30% of area already sold
- Indore project – Residential cum Retail project
 - Planning to launch very soon



Thank You