



KALPA-TARU
POWER TRANSMISSION LIMITED

Analyst Presentation

Q3 FY16 Results – February 10, 2016



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Key Highlights – Q3 FY16 & 9M FY16



Q3 FY16

KPTL

- Sales declined by 24%
- Core EBIDTA margin at 10.8%
- PBT margin at 6.7%
- PAT margin at 4.4%
- Order inflow in excess of Rs 1,400 crs

9M FY16

- Sales declined by 11%
- Core EBIDTA margin at 10.8%
- PBT margin at 6.5%
- PAT margin at 4.3%
- Order inflow in excess of Rs 4,880 crs

JMC

- Sales increased by 3%
- Core EBIDTA margin at 8.5%
- PBT margin at 1.7%
- PAT margins at 1.1%
- Order Inflow in excess of Rs 1,100 crs

- Sales increased by 1%
- Core EBIDTA margin at 8.2%
- PBT margin at 1.9%
- PAT margins at 1.3%
- Order Inflow in excess of Rs 2,200 crs

Financial Highlights – KPTL Standalone



Amount in Rs Crs

			KPTL Standalone			
Growth	9M FY16	9M FY15	Particulars	Q3 FY15	Q3 FY16	Growth
-11%	2,984.1	3,351.3	Total Income	1,147.1	868.0	-24%
0%	322.7	321.8	Core EBIDTA (excl. other income)	111.8	93.7	-16%
-4%	103.4	108.1	Finance Cost	38.6	26.0	-33%
2%	195.1	191.0	PBT	63.0	58.5	-7%
2%	127.5	125.6	PAT	41.0	38.1	-7%
	10.8%	9.6%	Core EBIDTA Margin	9.7%	10.8%	
	6.5%	5.7%	PBT Margin	5.5%	6.7%	
	4.3%	3.7%	PAT Margin	3.6%	4.4%	

(Amount in Rs Crs)		KPTL Standalone			Difference	
FY15	Particulars	Q3 FY16	Q2 FY16	Q3 FY15	y-o-y	q-o-q
971.4	Loan Funds	656.0	780.5	799.1	(143.1)	(124.5)
294.3	(+) Long Term borrowings	280.0	294.1	202.9	77.1	(14.1)
616.3	(+) Short Term borrowings	336.2	425.7	535.4	(199.2)	(89.5)
60.8	(+) Current maturities of long term debt	39.8	60.7	60.8	(21.0)	(20.9)

Financial Highlights – JMC Standalone



Amount in Rs Crs

			JMC Standalone		(Amount in Rs Crs)	
Growth	9M FY16	9M FY15	Particulars	Q3 FY15	Q3 FY16	Growth
1%	1,756.1	1,737.8	Total Income	553.7	571.1	3%
31%	144.7	110.2	Core EBIDTA (excl. other income)	39.4	48.7	24%
30%	78.1	59.9	Finance Cost	23.0	27.4	19%
77%	33.5	18.9	PBT	6.6	9.5	44%
70%	22.4	13.2	PAT	4.6	6.5	41%
	8.2%	6.3%	Core EBIDTA Margin	7.1%	8.5%	
	1.9%	1.1%	PBT Margin	1.2%	1.7%	
	1.3%	0.8%	PAT Margin	0.8%	1.1%	

FY15	Particulars	JMC Standalone			Difference	
		Q3 FY16	Q2 FY16	Q3 FY15	y-o-y	q-o-q
668.8	Loan Funds	752.2	706.6	741.3	10.9	45.6
310.8	(+) Long Term borrowings	309.2	263.2	334.1	(24.9)	46.0
268.4	(+) Short Term borrowings	321.1	342.2	335.4	(14.3)	(21.1)
89.6	(+) Current maturities of long term debt	121.9	101.1	71.8	50.1	20.8

Financial Highlights – SSL Standalone



Amount in Rs Crs

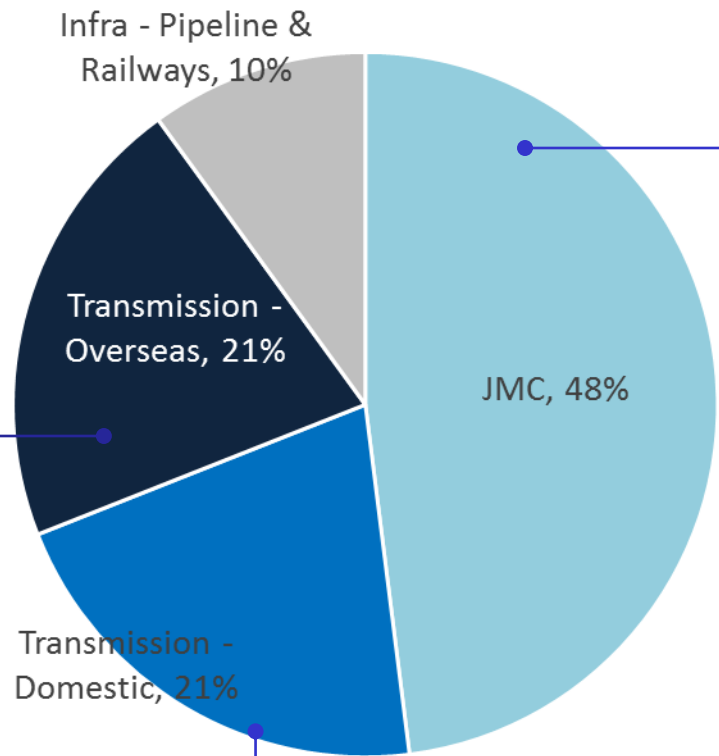
Growth	9M FY16	9M FY15	Particulars	Q3 FY15	Q3 FY16	Growth
-14%	197.4	228.5	Total Income	88.6	28.5	-68%
-69%	13.9	44.4	Core EBIDTA (excl. other income)	16.5	(4.6)	-128%
34%	33.2	24.7	Finance Cost	9.0	12.1	34%
-317%	(27.8)	12.8	PBT	5.0	(19.9)	-498%
-318%	(17.9)	8.2	PAT	3.3	(12.8)	-488%
	7.0%	19.4%	Core EBIDTA Margin	18.6%	-16.1%	
	-14.1%	5.6%	PBT Margin	5.6%	-69.8%	
	-9.1%	3.6%	PAT Margin	3.7%	-44.9%	

FY15	Particulars	SSL Standalone			Difference	
		Q3 FY16	Q2 FY16	Q3 FY15	y-o-y	q-o-q
434.1	Loan Funds	464.2	446.0	426.8	37.4	18.2
303.4	(+) Long Term borrowings	299.7	294.5	345.7	(46.0)	5.2
74.7	(+) Short Term borrowings	106.1	93.0	58.4	47.7	13.1
56.0	(+) Current maturities of long term debt	58.4	58.6	22.7	35.7	(0.2)

Order Book Status



Consolidated Order Book of Rs 13,200 crs (as on 31st December 15)



Factories & Buildings	41%
Infrastructure	6%
Power & Railways	1%

Africa	9%
MENA & Far East	7%
CIS & Europe	2%
SAARC	2%
US, Canada & Australia	1%

PGCIL	7%
SEB	13%
Private	1%

- KPTL Standalone order book – Rs 7,000 crs
- JMC Standalone order book – Rs 6,200 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, EPC contract awarded
- 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 20% - Total leased around 60%
 - 30% of area already sold
- Indore project – Residential cum Retail project
 - Initial construction work started
 - Sale process to start very soon



Thank You