



# KALPA-TARU

POWER TRANSMISSION LIMITED

## Analyst Presentation

*Q3 FY16 Results – February 10, 2016*



# 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 of the quarter – Q3 FY16 & 9M FY16**
- **Financial Highlights**
  - KPTL Standalone
  - JMC Standalone
  - SSL Standalone
- **Order book status**
- **Major developments of the quarter**

# 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

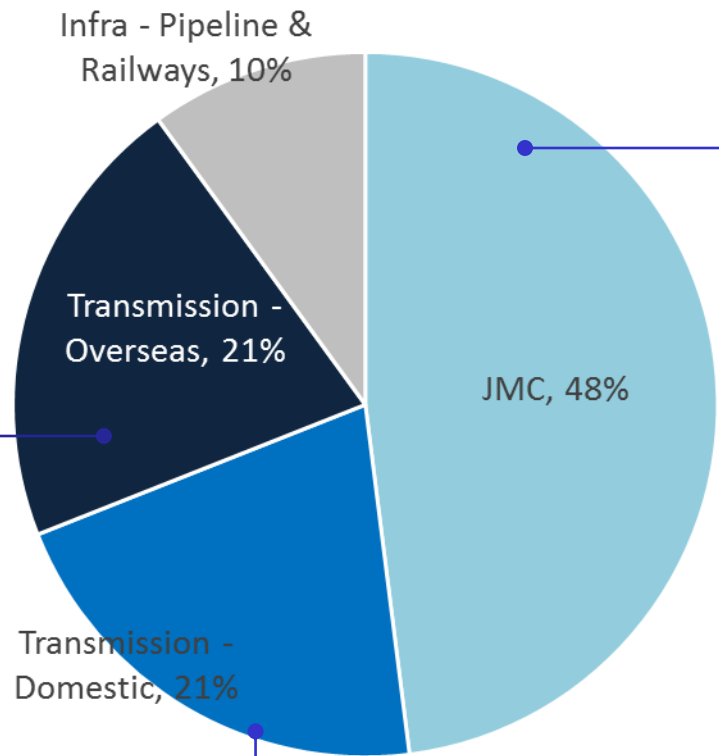
Growth	9M FY16	9M FY15	Particulars	Q3 FY15	Q3 FY16	Growth
-14%	197.4	228.5	Total Income	88.6	28.5	-68%
-69%	13.9	44.4	Core EBIDTA (excl. other income)	16.5	(4.6)	-128%
34%	33.2	24.7	Finance Cost	9.0	12.1	34%
-317%	(27.8)	12.8	PBT	5.0	(19.9)	-498%
-318%	(17.9)	8.2	PAT	3.3	(12.8)	-488%
	7.0%	19.4%	Core 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 31<sup>st</sup> 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**