



KALPA-TARU
POWER TRANSMISSION LIMITED

Investor Presentation

Q4FY13 Results – 16th May 2013



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Key Highlights – FY13



KPTL

- Sales increased by 10%
- Core EBIDTA margin at 9.7%
- PBT margin at 5.9%
- PAT margin at 4.1%
- Order inflow in excess of Rs 3,000 crs
- Expanded international presence – Entered into 5 new countries i.e. Thailand, Uganda, Armenia, Bhutan and Tajikistan
- Tower Manufacturing capacity increased to 180,000 MT's by starting 55,000 MT's plant at Raipur

JMC

- Sales increased by 23%
- Core EBIDTA margin at 4.7%
- PBT margin at 0.6%
- PAT margins at 0.7%
- Order inflow in excess of Rs 2,500 crs
- Forayed into international markets by securing first road EPC project from Ethiopia

SSLL

- Sales increased by 14%
- Core EBIDTA margin at 12.2%
- PBT margin at 8.5%
- PAT margins at 6.3%
- Signed agreement with PE fund to infuse Rs 80 crs for growth plans
- Expanded owned agri-logistics park's capacity to 360,000 MT's from 190,000 MT's

Key Highlights – Q4FY13



KPTL

- Sales decreased by 3%
- Core EBIDTA margin at 9.7%
- PBT margin at 6.4%
- PAT margin at 4.7%
- Order inflow in excess of Rs 800 crs – Entered into 2 new countries i.e. Bhutan and Tajikistan
- Tower Manufacturing capacity increased to 180,000 MT's by starting 55,000 MT's plant at Raipur

JMC

- Sales increased by 9%
- Core EBIDTA margin at 4.7%
- PBT margin at 1.3%
- PAT margins at 1.1%
- Order inflow in excess of Rs 1,000 crs – Forayed into international markets by securing first road EPC project from Ethiopia

SSLL

- Sales decreased by 9%
- Core EBIDTA margin at 11.5%
- PBT margin at 18.9%
- PAT margins at 14.4%
- Signed agreement with PE fund to infuse Rs 80 crs for growth plans

Consolidated Financials



KPTL Consolidated			
<i>(Amount in Rs Crs)</i>			
Particulars	FY13	FY12	Growth
Total Income	6,085.0	5,302.0	15%
Core EBIDTA (excl. other income)	474.5	500.2	-5%
Finance Cost	193.8	157.1	23%
PBT	194.0	277.4	-30%
PAT	134.5	204.0	-34%
Core EBIDTA Margin	7.8%	9.4%	
PBT Margin	3.2%	5.2%	
PAT Margin	2.2%	3.8%	

Particulars	FY13	FY12	Diff.
Loan Funds	1,831.3	1,282.1	549.2
(+) Long Term borrowings	1,071.5	777.7	293.8
(+) Short Term borrowings	597.5	379.3	218.2
(+) Current maturities of long term debt	162.4	125.2	37.1

P&L Highlights



			KPTL Standalone			
			<i>(Amount in Rs Crs)</i>			
Growth	FY13	FY12	Particulars	Q4 FY12	Q4 FY13	Growth
10%	3,335.4	3,032.7	Total Income	1,061.6	1,031.6	-3%
-2%	322.1	329.3	Core EBIDTA (excl. other income)	93.0	99.7	7%
13%	122.0	108.3	Finance Cost	22.9	30.2	32%
-13%	195.5	224.1	PBT	71.7	66.4	-7%
-16%	137.7	164.9	PAT	56.8	48.6	-14%
	9.7%	10.9%	Core EBIDTA Margin	8.8%	9.7%	
	5.9%	7.4%	PBT Margin	6.8%	6.4%	
	4.1%	5.4%	PAT Margin	5.4%	4.7%	

P&L Highlights



Amount in Rs crs

			JMC Standalone		(Amount in Rs Crs)	
Growth	FY13	FY12	Particulars	Q4 FY12	Q4 FY13	Growth
23%	2,541.9	2,070.3	Total Income	700.7	760.8	9%
-20%	118.5	147.6	Core EBIDTA (excl. other income)	49.3	35.8	-27%
16%	55.0	47.4	Finance Cost	13.6	13.5	-1%
-75%	15.9	64.4	PBT	25.8	9.8	-62%
-65%	18.3	51.9	PAT	23.9	8.7	-64%
	4.7%	7.1%	Core EBIDTA Margin	7.0%	4.7%	
	0.6%	3.1%	PBT Margin	3.7%	1.3%	
	0.7%	2.5%	PAT Margin	3.4%	1.1%	

			Shree Shubham Logistics Ltd		(Amount in Rs Crs)	
Growth	FY13	FY12	Particulars	Q4 FY12	Q4 FY13	Growth
14%	231.9	203.0	Total Income	78.4	71.6	-9%
14%	28.3	24.8	Core EBIDTA (excl. other income)	6.4	8.2	28%
-11%	16.1	18.1	Finance Cost	4.1	4.1	1%
321%	19.7	4.7	PBT	2.3	13.5	487%
353%	14.6	3.2	PAT	1.6	10.3	544%
	12.2%	12.2%	Core EBIDTA Margin	8.2%	11.5%	
	8.5%	2.3%	PBT Margin	2.9%	18.9%	
	6.3%	1.6%	PAT Margin	2.0%	14.4%	

Balance Sheet Highlights



(Amount in Rs Crs)	KPTL Standalone			Difference	
	Particulars	FY13	Q3 FY13	FY12	y-o-y
Loan Funds	591.1	833.0	473.3	117.8	(241.9)
(+) Long Term borrowings	152.6	158.7	209.6	(57.0)	(6.1)
(+) Short Term borrowings	379.7	619.8	237.7	142.0	(240.1)
(+) Current maturities of long term debt	58.8	54.5	25.9	32.8	4.2

	JMC Standalone			Difference	
	Particulars	FY13	Q3 FY13	FY12	y-o-y
Loan Funds	400.8	419.2	292.0	108.8	(18.4)
(+) Long Term borrowings	177.7	154.3	137.6	40.1	23.4
(+) Short Term borrowings	164.4	220.2	114.4	50.0	(55.8)
(+) Current maturities of long term debt	58.7	44.8	40.0	18.7	13.9

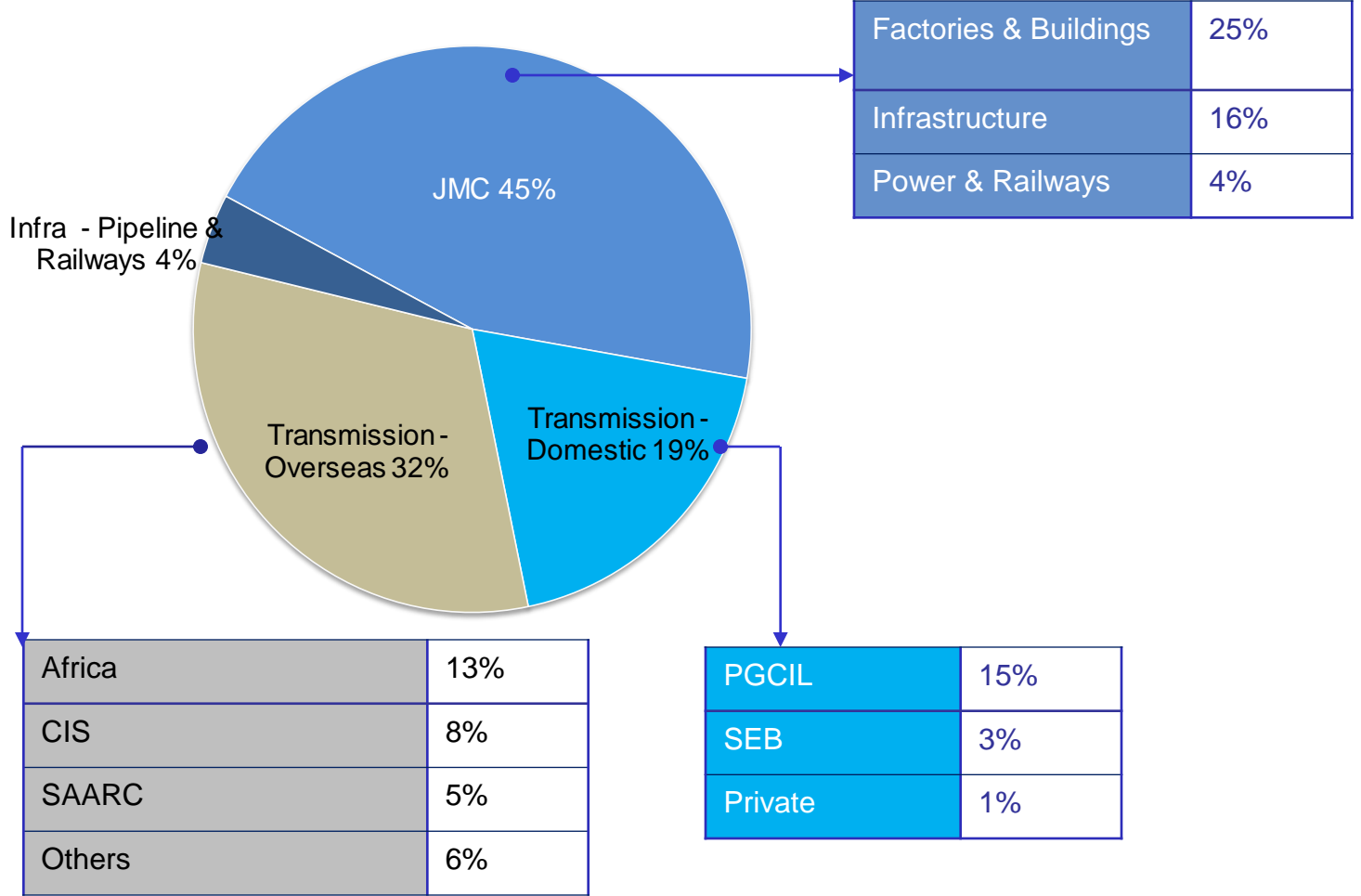
	Shree Shubham Logistics Ltd			Difference	
	Particulars	FY13	Q3 FY13	FY12	y-o-y
Loan Funds	321.6	298.0	226.3	95.3	23.6
(+) Long Term borrowings	257.9	238.5	180.3	77.6	19.4
(+) Short Term borrowings	49.9	45.8	33.2	16.7	4.1
(+) Current maturities of long term debt	13.8	13.7	12.8	1.0	0.1
Internal Debt incl. in Long Term borrow.	162.0	139.3	85.5	76.5	22.7

Order Book Status



Consolidated Order Book of Rs 12,400 crs (as on 31st March 13)

Excluding L1 orders





KPTL

Divisions - Clients / Geography	Approx.Order Value (Rs crs)
TLI - Bhutan (400 KV)	549
TLI – Tajikistan (220 KV)	96
Pipeline - ONGC	155
Total	800

JMC

Segments	Approx.Order Value (Rs crs)
Infrastructure (Road) – Ethiopia	341
Factories & Buildings	669
Total	1,010



❖ Road BOOT projects

- Rohtak – Bawal – Over 90% physical completed, Applied for provisional COD from NHAI, Expected COD by Q1FY14
- Agra-Aligarh – Over 40% physical completed, Expected COD by Q4FY14
- Nagpur-Wainganga – Over 50% physical completed, Expected COD by Q2FY15
- Rewa – MP – Over 15% physical completed, Expected COD by Q4FY15

❖ Transmission Line BOOT Projects

- Jhajjar Project completed full year of commercial operations

❖ Developmental projects

- Thane project – Project 100% completed, Sale process is underway
- Indore project – Designing underway, Construction to commence soon

❖ SSSL

- Signed agreement with Tano Capital for infusion of Rs 80 crs for expansion plans
- Total owned ALP's operational capacity reached to over 360,000 MT's – by adding 45,000 MT's recently



Thank You