

**KALPA-TARU®****KALPATARU POWER TRANSMISSION LIMITED**

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CIN : L40100GJ1981PLC004281

KPTL/17-18  
22<sup>nd</sup> May, 2017

<b>BSE Limited</b> Corporate Relationship Department Phiroze Jeejeebhoy Towers Dalal Street, Fort MUMBAI - 400 001.  <b>Script Code: 522287</b>  Listing: <a href="http://listing.bseindia.com">http://listing.bseindia.com</a>	<b>National Stock Exchange of India Ltd.</b> 'Exchange Plaza', C-1, Block 'G', Bandra-Kurla Complex Bandra (E) MUMBAI - 400 051.  <b>Script Code : KALPATPOWR</b>  Listing: <a href="https://www.connect2nse.com/LISTING/">https://www.connect2nse.com/LISTING/</a>
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**Sub.: Revised Investor's / Analyst Presentation**

Respected Sir/ Madam,

This is in furtherance to the Investor's / Analyst Presentation submitted by the Company vide Letter Ref. No. KPTL/17-18 dated 19<sup>th</sup> May, 2017.

There was some typographical error in the Slide No. 10 titled as "Financial Highlights – SSL Standalone". The said error is corrected and revised Investor's / Analyst Presentation is attached herewith.

Kindly take note of the same on your records and oblige.

Thanking you,

Yours faithfully,  
For KALPATARU POWER TRANSMISSION LIMITED

**RAHUL SHAH**  
COMPANY SECRETARY

Encl.: As above

**ISO 9001 CERTIFIED COMPANY**

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**KALPA-TARU**  
POWER TRANSMISSION LIMITED

## Analyst Presentation

*Q4 FY17 Results – May 19, 2017 (revised on 22<sup>nd</sup> May 17)*



# 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.

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- **KPTL Consolidated & Standalone**
- **JMC Consolidated & Standalone**
- **SSL Standalone**

# Key Financial Highlights



## Q4 FY17

### KPTL

- Sales increased by 12%
- Core EBIDTA margin at 10.3%
- PBT margin at 8.4%
- PAT margin at 5.9%
- Order Inflow of Rs 2,850 crs

## FY17

- Sales increased by 14%
- Core EBIDTA margin at 10.6%
- PBT margin at 8.0%
- PAT margin at 5.4%
- Order Inflow of Rs 6,200 crs

### JMC

- Sales increased by 6%
- Core EBIDTA margin at 8.5%
- PBT margin at 3.9%
- PAT margins at 2.6%
- Order Inflow of Rs 1,050 crs

- Sales declined by 3%
- Core EBIDTA margin at 9.1%
- PBT margin at 3.6%
- PAT margins at 2.6%
- Order Inflow of Rs 3,200 crs

# Financial Highlights – KPTL Consolidated



KPTL Consolidated			
<i>(Amount in Rs Crs)</i>			
Particulars	FY17	FY16	Growth
Total Income	7,653.1	7,309.9	5%
EBIDTA	891.4	808.0	10%
Finance Cost	384.5	414.0	-7%
PBT	294.8	171.3	72%
PAT	157.3	75.8	107%
Core EBIDTA Margin	11.6%	11.1%	+50 bps
PBT Margin	3.9%	2.3%	+160 bps
PAT Margin	2.1%	1.0%	+110 bps

Particulars	FY17	FY16	Diff.
Loan Funds	2,859.6	2,941.5	(81.9)
(+) Long Term borrowings	1,992.2	1,997.7	(5.5)
(+) Short Term borrowings	580.6	689.9	(109.3)
(+) Current maturities of long term debt	286.8	254.0	32.8
(-) Cash & Cash Equivalent	246.3	153.4	92.8
Net Debt	2,613.3	2,788.1	(174.8)

# Financial Highlights – KPTL Standalone



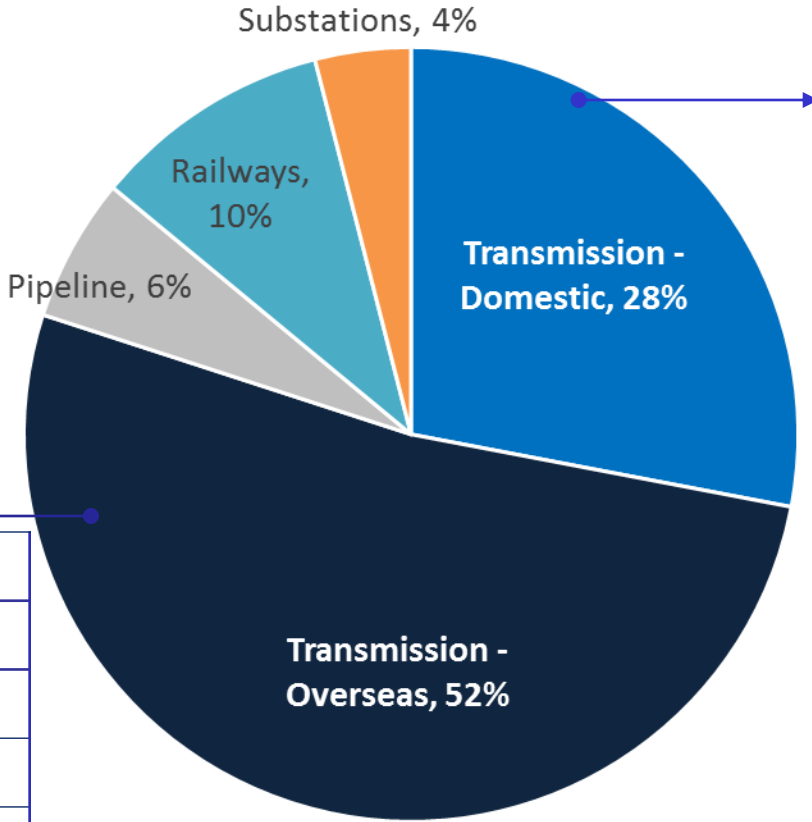
Growth	FY17	FY16	Particulars	Q4 FY16	Q4 FY17	Growth
14%	5,010.7	4,408.8	Revenue	1,357.2	1,522.5	12%
17%	529.1	453.1	Core EBIDTA (excl. other income)	132.7	157.3	19%
-23%	98.2	127.4	Finance Cost	23.0	19.8	-14%
36%	402.6	295.7	PBT	101.7	128.4	26%
40%	269.1	192.4	PAT	65.6	89.6	37%
+30 bps	10.6%	10.3%	Core EBIDTA Margin	9.8%	10.3%	+50 bps
+130 bps	8.0%	6.7%	PBT Margin	7.5%	8.4%	+90 bps
+100 bps	5.4%	4.4%	PAT Margin	4.8%	5.9%	+110 bps

Particulars	FY17	FY16	Q3 FY17	Difference	
				y-o-y	q-o-q
Loan Funds	695.5	598.7	715.4	96.8	(19.9)
(+) Long Term borrowings	321.2	271.6	233.4	49.6	87.8
(+) Short Term borrowings	231.5	287.0	342.0	(55.5)	(110.5)
(+) Current maturities of long term debt	142.8	40.1	140.0	102.7	2.8
(-) Cash & Cash Equivalent	206.5	100.7	117.9	105.8	88.6
Net Debt	489.0	498.0	597.5	(9.0)	(108.5)

# KPTL Standalone Order Book Status



**Order Book of Rs 9,000 crs (as on 31<sup>st</sup> March 17)**



PGCIL	12%
SEB	8%
Private	8%

Africa	36%
S. Asia	6%
CIS/Europe & Far East	3%
SAARC	3%
MENA	4%



# Financial Highlights – JMC Consolidated



JMC Consolidated			
(Amount in Rs Crs)			
Particulars	FY17	FY16	Growth
Total Income	2,503.6	2,570.2	-3%
EBIDTA	281.4	264.1	7%
Finance Cost	226.3	231.5	-2%
PBT	(32.0)	(56.2)	-43%
PAT	(41.9)	(66.3)	-37%
EBIDTA Margin	11.2%	10.3%	+90 bps
PBT Margin	-1.3%	-2.2%	+90 bps
PAT Margin	-1.7%	-2.6%	+330 bps

Particulars	FY17	FY16	Diff.
Loan Funds	1,596.2	1,704.6	(108.4)
(+) Long Term borrowings	1,166.2	1,238.7	(72.5)
(+) Short Term borrowings	339.1	336.2	2.9
(+) Current maturities of long term debt	90.9	129.7	(38.8)
(-) Cash & Cash Equivalent	28.1	36.8	(8.7)
Net Debt	1,568.1	1,667.8	(99.7)

# Financial Highlights – JMC Standalone

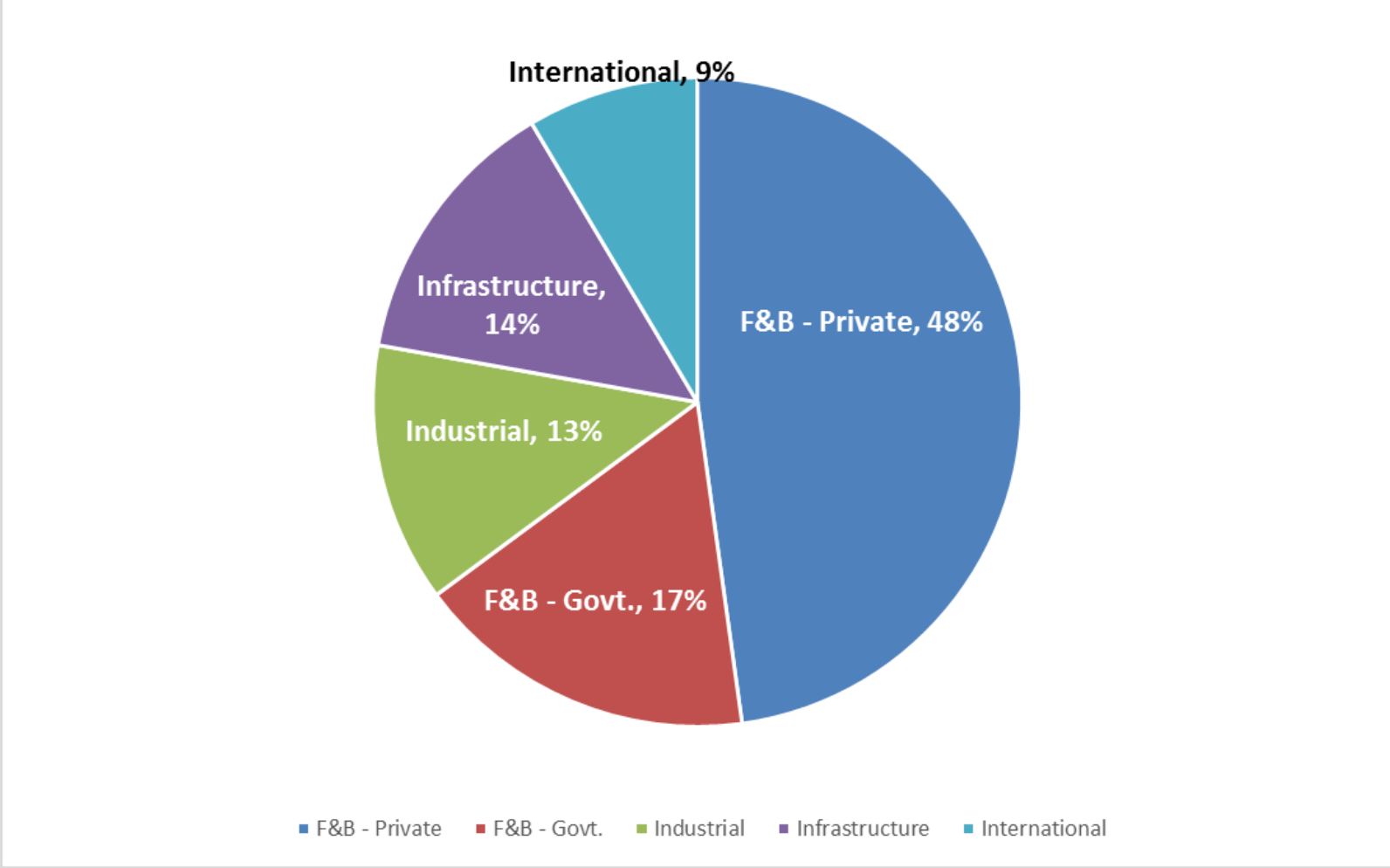


			JMC Standalone	(Amount in Rs Crs)		
Growth	FY17	FY16	Particulars	Q4 FY16	Q4 FY17	Growth
-3%	2,328.4	2,400.7	Total Income	651.7	690.4	6%
-1%	211.1	213.5	Core EBIDTA (excl. other income)	54.0	58.5	8%
-20%	84.3	105.1	Finance Cost	26.7	18.8	-30%
29%	83.8	65.1	PBT	17.3	27.0	56%
37%	59.4	43.4	PAT	11.6	17.9	54%
+20 bps	9.1%	8.9%	Core EBIDTA Margin	8.3%	8.5%	+20 bps
+90 bps	3.6%	2.7%	PBT Margin	2.7%	3.9%	+120 bps
+80 bps	2.6%	1.8%	PAT Margin	1.8%	2.6%	+80 bps

Particulars	FY17	FY16	Q3 FY17	Difference	
				y-o-y	q-o-q
Loan Funds	636.3	736.0	706.8	(99.7)	(70.4)
(+) Long Term borrowings	231.3	281.9	215.5	(50.6)	15.8
(+) Short Term borrowings	339.1	336.2	373.4	2.9	(34.3)
(+) Current maturities of long term debt	65.9	117.9	117.8	(52.0)	(51.9)
(-) Cash & Cash Equivalent	25.9	34.5	52.8	(8.6)	(26.9)
Net Debt	610.4	701.5	654.0	(91.1)	(43.6)



## Order Book of Rs 7,000 crs (as on 31<sup>st</sup> March 17)



# Financial Highlights – SSL Standalone



## Shree Shubham Logistics Ltd

(Amount in Rs Crs)

Growth	FY17	FY16	Particulars	Q4 FY16	Q4 FY17	Growth
-78%	55.9	248.9	Total Income	51.5	10.7	-79%
-3638%	(16.6)	0.5	Core EBIDTA (excl. other income)	(12.4)	(5.6)	-55%
-3%	45.4	46.6	Finance Cost	12.5	10.5	-16%
	(75.3)	(57.9)	PBT	(28.3)	(19.4)	
	(75.3)	(42.9)	PAT	(28.3)	(19.4)	
	-29.8%	0.2%	Core EBIDTA Margin	-24.0%	-51.9%	
	-134.8%	-23.3%	PBT Margin	-54.9%	-181.4%	
	-134.8%	-17.2%	PAT Margin	-54.9%	-181.4%	

Particulars	FY17	FY16	Q3 FY17	Difference	
				y-o-y	q-o-q
Loan Funds	424.8	495.2	428.2	(70.4)	(3.4)
(+) Long Term borrowings	385.7	372.0	389.1	13.7	(3.4)
(+) Short Term borrowings	6.5	66.7	10.3	(60.2)	(3.8)
(+) Current maturities of long term debt	32.6	56.5	28.9	(23.9)	3.8



# Thank You