

#### KALPATARU POWER TRANSMISSION LIMITED

Factory & Registered Office:

Plot No. 101, Part-III, G.I.D.C. Estate, Sector-28,

Gandhinagar-382 028, Gujarat. India.

Tel.: +91 79 232 14000

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#### KPTL/21-22 February 11, 2022

**BSE Limited** 

Corporate Relationship Department Phiroze Jeejeebhoy Towers Dalal Street, Fort MUMBAI - 400 001.

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Script Code: 522287

Listing: http://listing.bseindia.com

National Stock Exchange of India Ltd.

'Exchange Plaza', C-1,

Block 'G', Bandra-Kurla Complex

Bandra (E)

MUMBAI - 400 051.

Script Code: KALPATPOWR

Listing: https://neaps.nseindia.com/NEWLISTINGCORP/

Sub.: Investor's / Analyst Presentation

Respected Sir/ Madam,

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to forward herewith a copy of Investor's / Analyst Presentation on financial results of the Company for the quarter ended 31st December, 2021.

Kindly take note of the same on your records.

Thanking you,

Yours faithfully, For Kalpataru Power Transmission Limited

Rajeev Kumar Company Secretary

Encl.: a/a







# Disclaimer

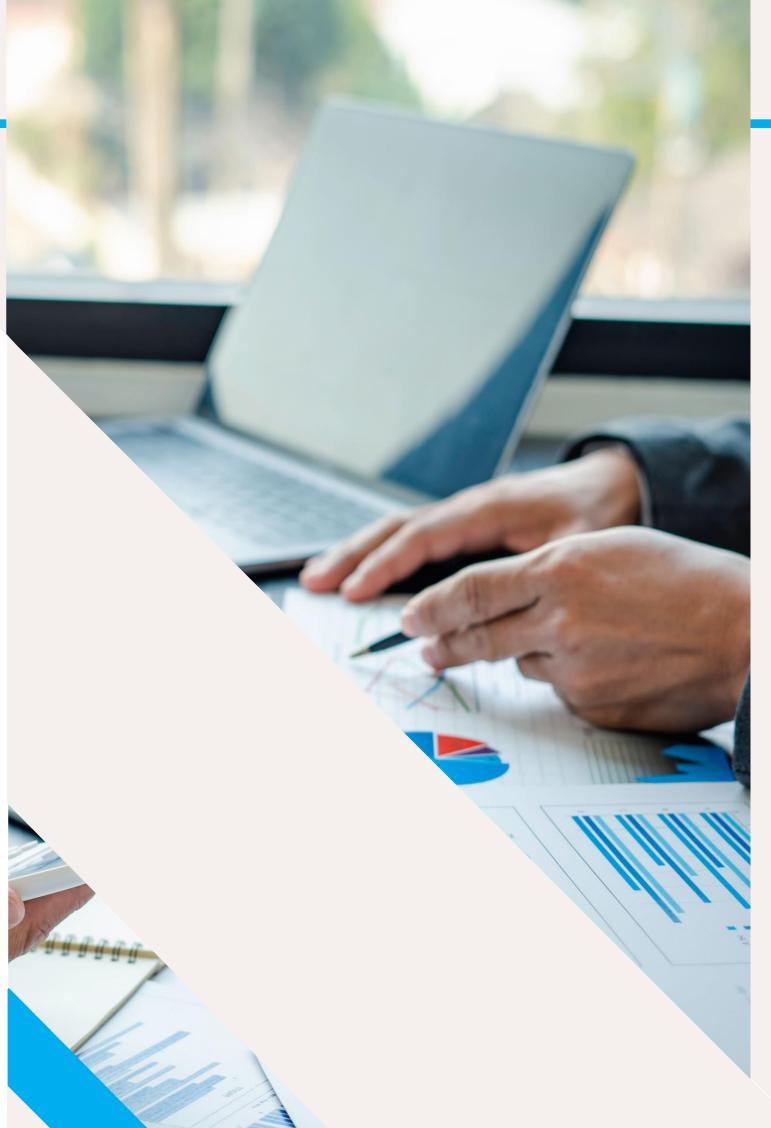
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## PO

# Financial Performance





# **Business Update & Outlook**

Financial & Operational Performance

- Healthy growth in consolidated revenue led by improving execution momentum in T&D and Civil businesses
- EBITDA Margins continue to remain in healthy range despite elevated commodity prices and freight cost
- Strong consolidated order book of Rs.31,702 Crores; Well diversified across businesses and geographies
- Received new orders of Rs.14,348 Crores; Additionally L1 of ~Rs.5,300 Crores largely in T&D business
- Consolidated net debt lower by 13% YoY to Rs.2,044 Crores at the end of Dec-21 (Including Net Debt of Road BOOT SPVs of Rs.784 Crores)

Strategic Updates

- Achieved divestment of Kohima-Mariani Transmission to CLP; Received sale consideration in Q3FY22
- KEPL (JMC's Road BOOT JV in Haryana) issued notice for termination in accordance with relevant provision of the concession agreement
- Received consent for restructuring of WEPL Road BOOT asset from its lenders; expect closure of all required administrative processes in next few months

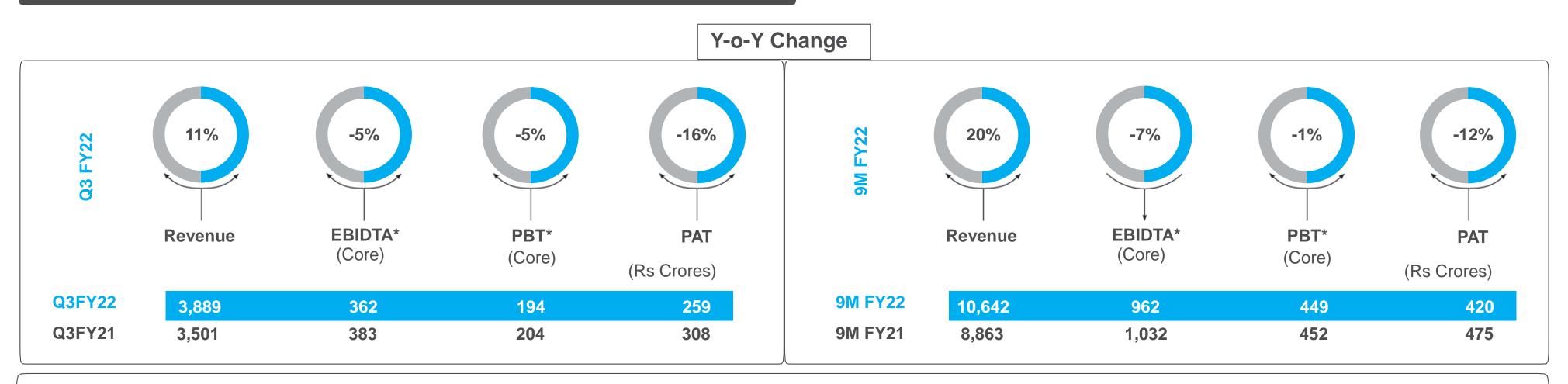
**Outlook & Strategy** 

- Order visibility across all major business remains good; Continue to win business despite volatility and increased competitive environment
- Operating environment remains challenging as commodity prices and freight cost remains elevated
- Well prepared to protect margins by strategic planning, project execution and driving cost improvement measures
- Continued focus on technology, sustainability and building new capabilities in the EPC business



# KPTL - Key Financial Highlights - Consolidated

Kalpataru Power Transmission Ltd. (KPTL) - Consolidated



- Consolidated revenue growth driven by healthy momentum in project execution in B&F, Water and international T&D subsidiaries
- Core EBITDA margin at 9.3% in Q3FY22 and 9.0% for 9MFY22; EBITDA margin impacted mainly due to adverse commodity prices and higher freight cost
- Exceptional Items in Q3FY22 include: (1) Gain on sale of KMTL of Rs.262 Crores; (2) Value of fixed assets of Shree Shubham Logistics Ltd. (SSLL) written down by Rs.22 Crores; and (3) An amount aggregating of Rs.86 Crores for shortfall in termination payment and expected credit loss for Kurukshetra Expressway Private Ltd. (KEPL)
- Revenue of Linjemontage (Sweden) of Rs.364 Crores and Fasttel (Brazil) of Rs.139 Crores in Q3FY22
- Consolidated Order Book at Rs.31,702 Crores as on 31 Dec 2021; L1 of Rs.5,300 Crores; Received orders of Rs.14,348 Crores till date in FY22



# KPTL - Financial Highlights (Consolidated) - Q3FY22 & 9MFY22

Rs. (Crores)

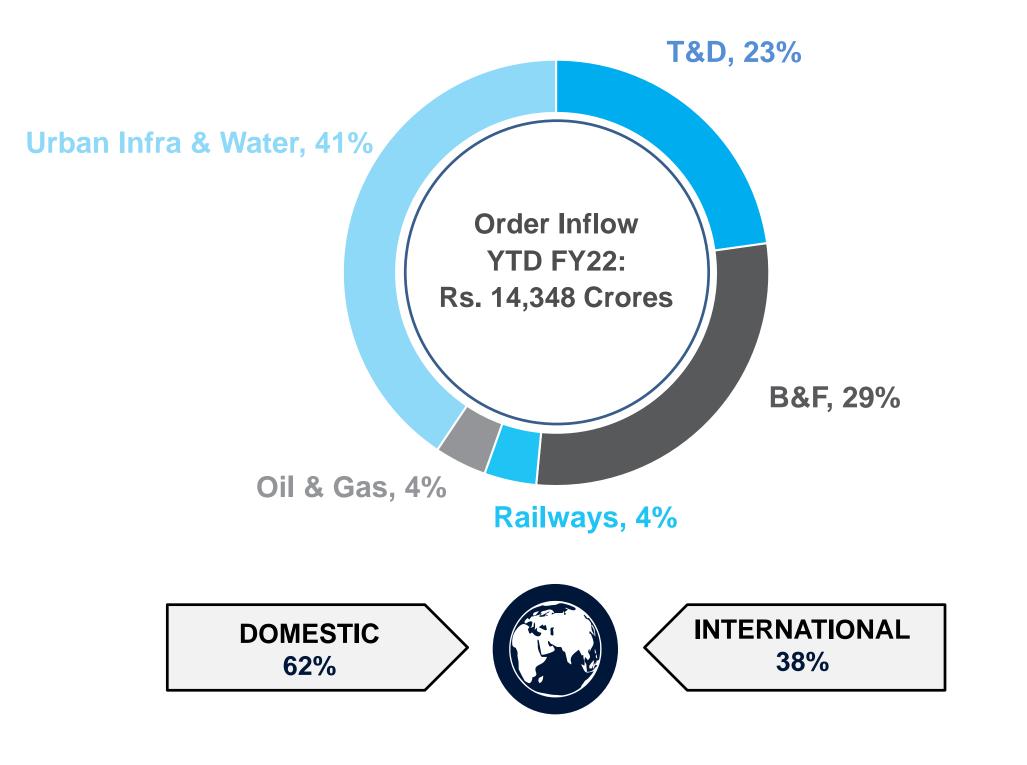
Q3 FY21	Q3 FY22	Growth	Particulars Particulars Particulars Particulars	9M FY21	9M FY22	Growth
3,501	3,889	11%	Revenue	8,863	10,642	20%
383	362	-5%	Core EBIDTA (excl. Other income & ECL Provision)	1,032	962	-7%
103	102	-1%	Finance Cost	340	298	-12%
204	194	-5%	PBT (Before Exceptional & ECL Provision)	452	449	-1%
410	348	-15%	PBT (After Exceptional & ECL Provision)	662	539	-19%
308	259	-16%	PAT	475	420	-12%
10.9%	9.3%	-160 bps	Core EBIDTA Margin	11.6%	9.0%	-260 bps
5.8%	5.0%	-80 bps	PBT Margin (Before Exceptional & ECL Prov.)	5.1%	4.2%	-90 bps
11.7%	8.9%	-280 bps	PBT Margin (After Exceptional & ECL Prov.)	7.5%	5.1%	-240 bps
8.8%	6.7%	-210 bps	PAT Margin	5.4%	3.9%	-150 bps

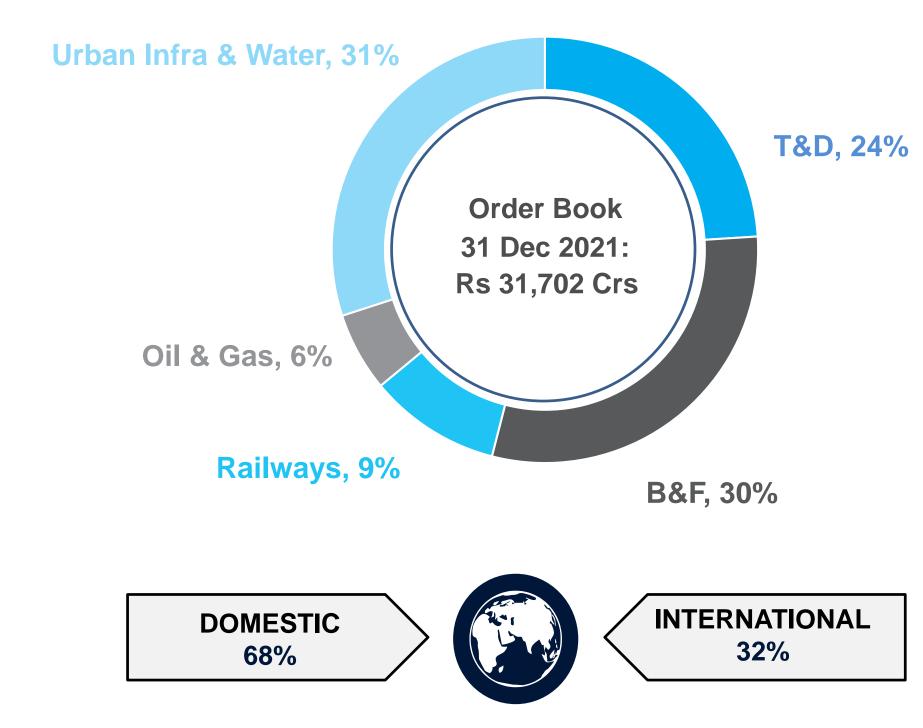
Particulars Particulars Particulars Particulars Particular Particu	Q3 FY21	Q2 FY22	Q3 FY22
Loan Funds	2,895	3,462	2,982
Net Debt	2,343	2,810	2,044

Difference	
у-о-у	q-o-q
87	(480)
(298)	(765)



# KPTL (Consolidated) Order Book & Inflow Profile - 31 Dec 2021



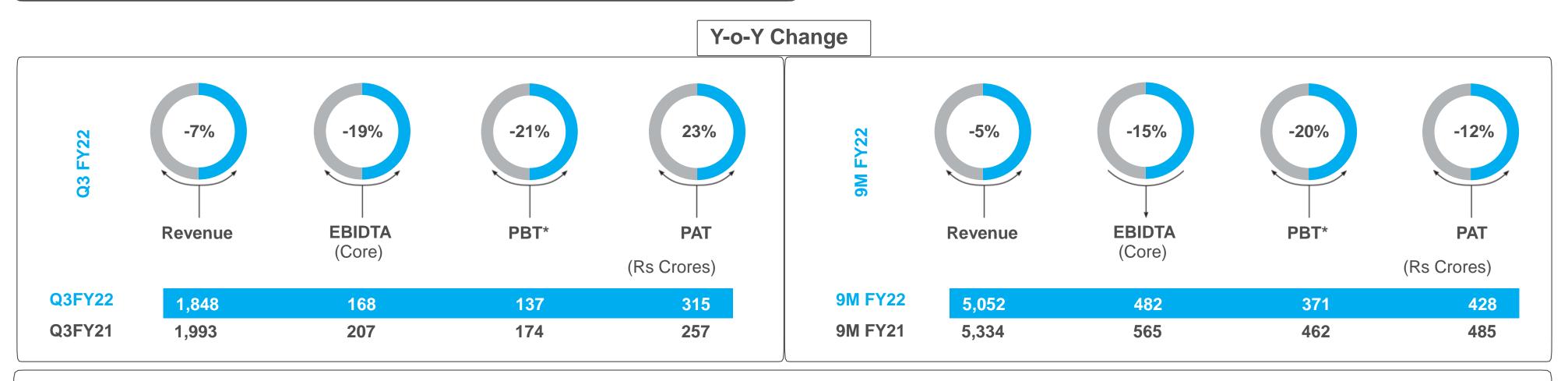


\* Adjusted for inter business contracts



# KPTL - Key Financial Highlights - Standalone

Kalpataru Power Transmission Ltd. (KPTL) - Standalone



- Standalone revenue declined in Q3FY21 largely due to: (1) Strategic shift in dispatches; and (2) Lower order inflows in first half of FY22
- EBITDA margin at 9.1% in Q3FY22 and 9.5% in 9MFY22
- Exceptional item includes gain from sale of KMTL of Rs.262 Crores (net of expenses) in Q3FY22
- PBT\* margin at 7.4% in Q3FY22 and 7.3% for 9MFY22
- Received new orders of Rs.803 Crores in Jan-22 and Feb-22 till date; Order inflows till date in FY22 at Rs.4,364 Crores largely driven from orders in T&D business
- Order Book Rs.12,646 Crores as on 31 Dec 2021 (Including Linjemontage, Sweden & Fasttel, Brazil); L1 of around Rs.4,000 Crore



# KPTL - Financial Highlights (Standalone) - Q3FY22 & 9MFY22

(Rs Crores)

q-o-q

(390)

(375)

(601)

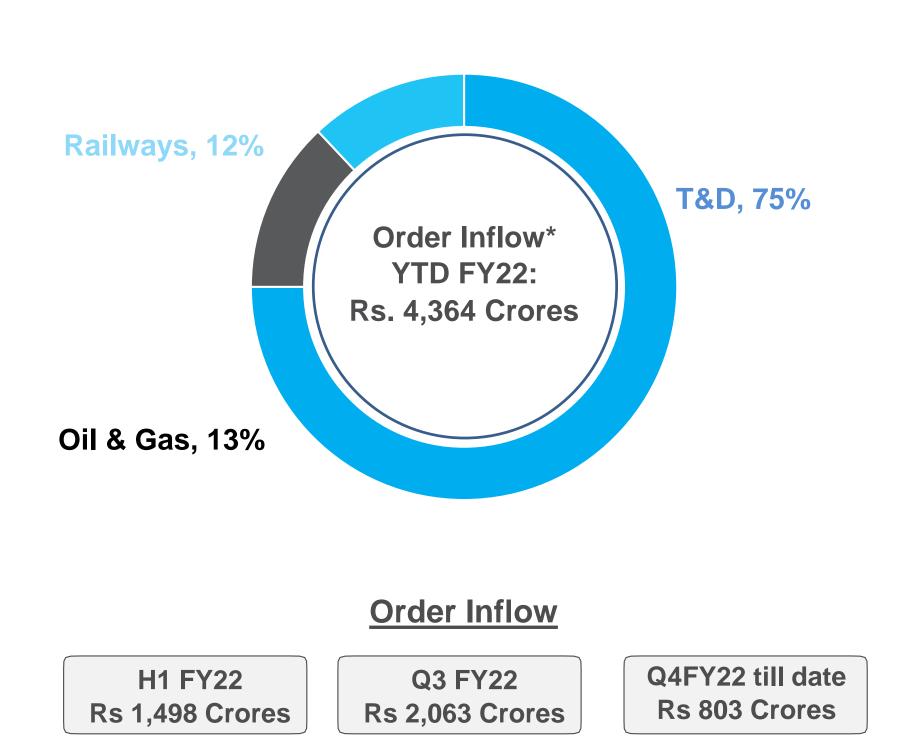
Q3 FY21	Q3 FY22	Growth	Particulars Particulars Particulars Particulars	9M FY21	9M FY22	Growth
1,993	1,848	-7%	Revenue	5,334	5,052	-5%
207	168	-19%	Core EBIDTA (excl. Other income & ECL Provision)	565	482	-15%
23	32	38%	Finance Cost	81	94	16%
174	137	-21%	PBT (Before Exceptional Items)	462	371	-20%
328	399	22%	PBT (After Exceptional Items)	630	588	-7%
257	315	23%	PAT	485	428	-12%
10.4%	9.1%	-130 bps	Core EBIDTA Margin	10.6%	9.5%	-110 bps
8.7%	7.4%	-130 bps	PBT Margin (Before Exceptional Items)	8.7%	7.3%	-140 bps
16.5%	21.6%	+510 bps	PBT Margin (After Exceptional Items)	11.8%	11.6%	-20 bps
12.9%	17.1%	+420 bps	PAT Margin	9.1%	8.5%	-60 bps

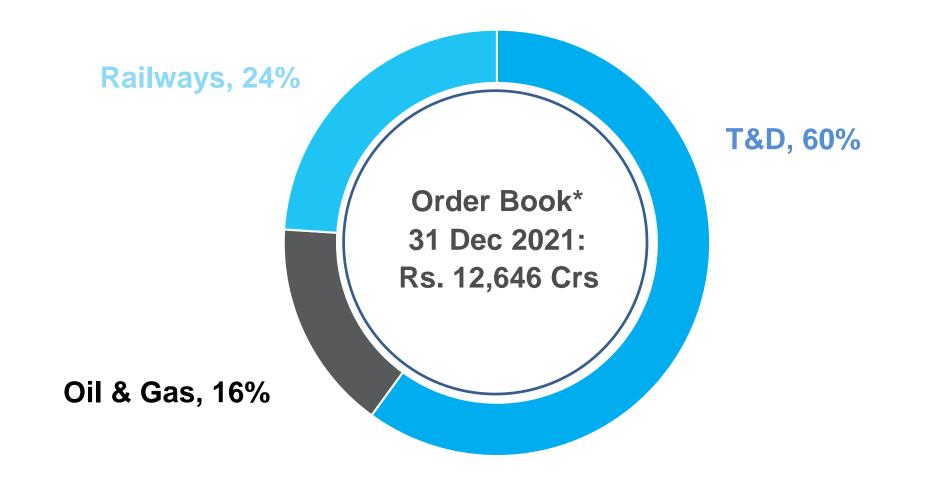
				Difference
Particulars Particulars Particulars Particulars	Q3 FY21	Q2 FY22	Q3 FY22	у-о-у
Loan Funds*	992	1,445	1,055	63
(+) Long Term borrowings	344	104	89	(255)
(+) Short Term borrowings incl. current maturities	649	1,341	966	317
(-) Cash, Bank & Other Deposits	380	297	508	128
Net Debt	612	1,149	547	(65)

<sup>\*</sup> Loan funds exclude interest free loan received pursuant to agreements in relation to divestment of ATL and KMTL



# KPTL (Standalone) Order Book & Inflow Profile - 31 Dec 2021





**DOMESTIC 52%** 



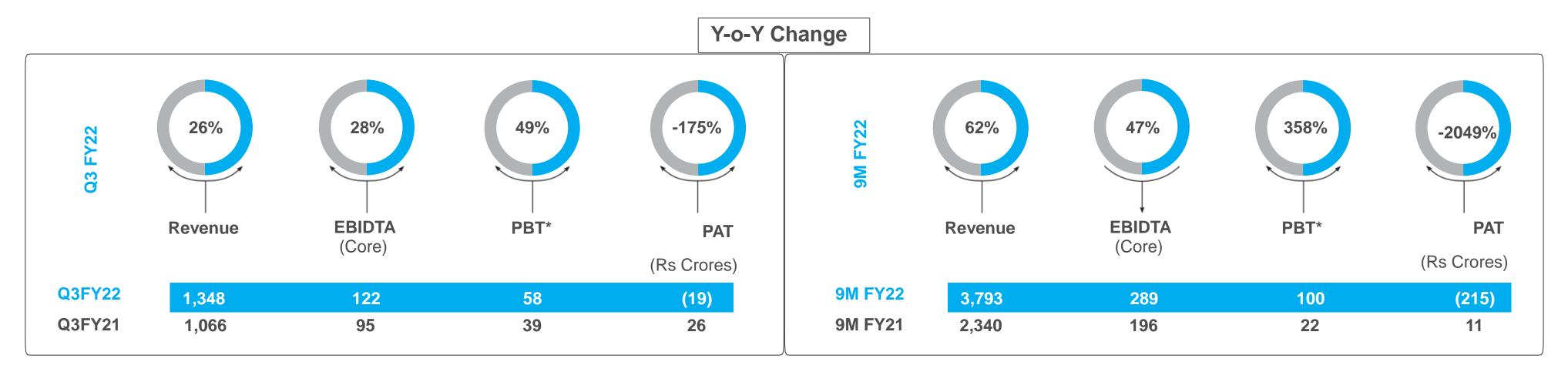
**INTERNATIONAL** 48%

L1 in excess of Rs 4,000 Crs



# JMC - Key Financial Highlights - Standalone

JMC Projects (India) Ltd. (JMC) - Standalone



- Revenue growth in Q3FY22 growth driven by healthy execution in B&F and Water business
- EBITDA margin at 9.0% in Q3FY22 and 7.6% for 9MFY22
- An amount aggregating of Rs.88 Crores has been provided for shortfall in termination payment and expected credit loss for Kurukshetra Expressway Private Ltd. (KEPL)
- Order inflows till date in FY22 at Rs.9,984 Crores largely driven from orders in B&F, Water and Urban Infra projects
- Order Book Rs.19,192 Crores as on 31 Dec 2021; L1 of around Rs.1,300 Crore



# JMC - Financial Highlights (Standalone) - Q3FY22 & 9MFY22

Rs. (Crores)

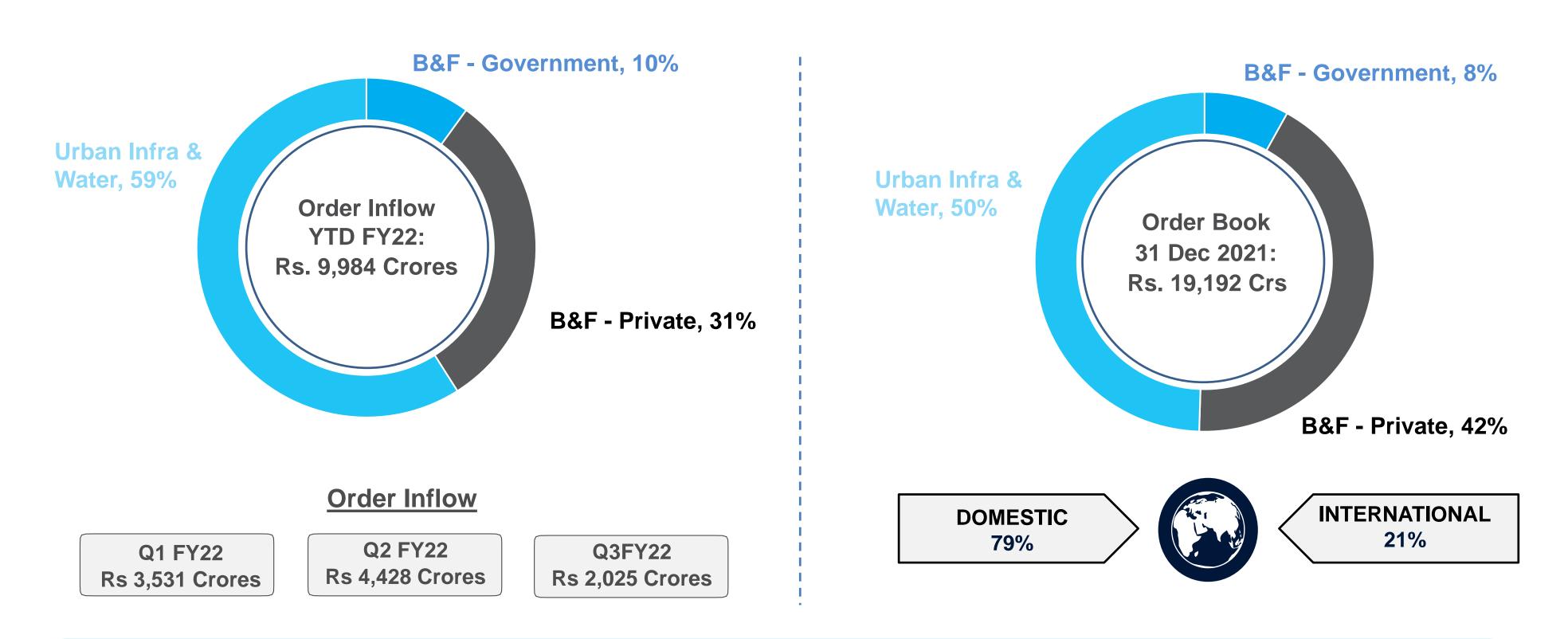
Q3 FY21	Q3 FY22	Growth	Particulars Particulars Particulars	9M FY21	9M FY22	Growth
1,066	1,348	26%	Revenue	2,340	3,793	62%
95	122	28%	Core EBIDTA (excl. Other income & ECL Provision)	196	289	47%
27	32	19%	Finance Cost	86	87	1%
39	58	49%	PBT (Before Exceptional & ECL Provision)	22	100	358%
39	(30)	-	PBT (After Exceptional & ECL Provision)	22	(280)	-
26	(19)	-	PAT	11	(215)	-
9.0%	9.0%	-	Core EBIDTA Margin	8.4%	7.6%	-80 bps
3.6%	4.3%	+70 bps	PBT Margin (Before Exceptional & ECL Prov.)	0.9%	2.6%	+170 bps
3.6%	-2.2%	-580 bps	PBT Margin (After Exceptional & ECL Prov.)	0.9%	-7.4%	-830 bps
2.4%	-1.4%	-380 bps	PAT Margin	0.5%	-5.7%	-620 bps

Particulars Particulars Particulars	Q3 FY21	Q2 FY22	Q3 FY22
Loan Funds	791	915	869
(+) Long Term borrowings	382	296	385
(+) Short Term borrowings incl. current maturities	409	619	484
(-) Cash, Bank & Other Deposits	130	213	266
Net Debt	661	702	603

	Difference	
2	у-о-у	q-o-q
9	78	(46) 89
5	3	89
1	75	(135)
5	136	53
3	(58)	(99)



# JMC (Standalone) Order Book & inflow Profile - 31 Dec 2021





# JMC - Financial Highlights (Consolidated) - Q3FY22 & 9MFY21

Rs. (Crores)

Q3 FY21	Q3 FY22	Growth	Particulars Particulars Particulars Particulars	9M FY21	9M FY22	Growth
1,111	1,391	25%	Revenue	2,452	3,914	60%
120	153	28%	Core EBIDTA (excl. Other income & ECL Provision)	247	360	46%
63	64	1%	Finance Cost	189	184	-2%
15	47	206%	PBT (Before Exceptional & ECL Provision)	(58)	45	177%
15	(39)	-	PBT (After Exceptional & ECL Provision)	(58)	(106)	-
3	(29)	-	PAT	(68)	(40)	-
10.8%	11.0%	+20 bps	Core EBIDTA Margin	10.1%	9.2%	-90 bps
1.4%	3.4%	+200 bps	PBT Margin (Before Exceptional & ECL Prov.)	-2.4%	1.1%	+350 bps
1.4%	-2.8%	-420 bps	PBT Margin (After Exceptional & ECL Prov.)	-2.4%	-2.7%	-510 bps
0.2%	-2.1%	-230 bps	PAT Margin	-2.8%	-1.0%	-380 bps

Particulars Particulars Particulars Particulars	Q3 FY21	Q2 FY22	Q3 FY22
Loan Funds	1,814	1,724	1,651
Net Debt	1,737	1,502	1,379

Difference	
у-о-у	q-o-q
(163)	(73)
(358)	(123)



# Break-up of KPTL Consolidated Financials - Revenue & EBITDA

Rs. (Crores)

	Q3 FY21		
Core EPC (KPTL, JMC & International T&D Subsidiaries)	Developmental Assets (T&D, Road, SSL & Indore Real Estate)	TOTAL	
3,372	129		3,501
326	57		383
9.7%	44.2%		10.9%

<b>Particulars</b>
Revenue
Core EBIDTA
Core EBIDTA Margin

Q3 FY22	
Dovolopmental	
Core EPC Developmental (KPTL, JMC & Assets International T&D (T&D, Road, SSL & Subsidiaries) Indore Real Estate)	
3,799 90	3,889
333 40	373
8.8% 44.4%	9.6%

9M FY21					
Core EPC (KPTL, JMC & International T&D Subsidiaries)	Developmental Assets (T&D, Road, SSL & Indore Real Estate)	TOTAL			
8,477	386	8,863			
817	215	1,032			
9.6%	55.7%	11.6%			
1,274	1,069	2,343			

Particulars
Revenue
Core EBIDTA
Core EBIDTA Margin
Net Debt

	9M FY22	
Core EPC (KPTL, JMC & International T&D Subsidiaries)	Developmental Assets (T&D, Road, SSL & Indore Real Estate)	TOTAL
10,392	250	10,642
893	81	974
8.6%	32.4%	9.2%
1,086	958	2,044



# JMC - Update on Road BOOT Assets - Q3FY22

**Average Per Day Collections (Rs Lakhs) – JMC Share** 

Period	Kurukshetra Expressway Pvt Ltd.*	Brij Bhoomi Expressway Pvt Ltd.	Wainganga Expressway Pvt Ltd.	Vindhyachal Expressway Pvt Ltd.	Total
Q1FY19	14.1	8.8	14.9	17.4	55.2
Q2FY19	12.6	8.2	13.5	15.2	49.5
Q3FY19	13.1	8.9	14.7	19.4	56.1
Q4FY19	11.6	8.5	16.8	21.0	57.9
Q1FY20	11.2	9.2	17.1	21.0	58.5
Q2FY20	10.0	7.6	15.0	15.0	47.5
Q3FY20	10.6	8.4	16.1	17.4	52.5
Q4FY20	10.6	9.0	17.3	16.5	53.4
Q1FY21	5.9	5.7	10.8	14.2	36.6
Q2FY21	10.1	8.9	17.4	16.0	52.4
Q3FY21	12.2	10.7	20.1	17.9	60.9
Q4FY21	5.0	10.5	20.8	17.1	53.4
Q1FY22	5.3	8.4	16.0	15.8	45.5
Q2FY22	4.9	8.7	18.5	16.9	49.0
Q3FY22	-	9.2	18.1	19.0	46.3

- Per Day Revenue at Rs. 46.3 lakhs for Q3FY22 and Rs.43.4 lakhs for 9MFY22
- Total JMC investment in Road BOOT Assets (Excluding KEPL) at the end of Dec-21 is Rs. 583 Crores (Investment of Rs. 54 Crores till date in FY22).

## FOWER TRANSMISSION LIMITED

# Corporate Overview





# The World of KPTL

One of the few **Indian EPC** companies with diversified businesses

Proven

**Excellent** execution capabilities leveraged through automation & modern digital













capabilities with 4 decades of experience

technologies

Among the leading global players with end-to-end capabilities to offer integrated EPC solutions for transmission

lines and sub-

stations

- Currently executing projects across 40 countries
- Tower fabrication capacity of 2.4 lakh MT at two plants in India

- Among top three companies in the Indian Oil & Gas pipeline EPC market
- Completed several projects of national importance in **EPC** vertical with 6,650 kms of pipelines installed along with associated works of across ~385 stations.
- Among top three companies in India for overhead electrification. railway track laying, signaling & telecommunication (S&T), power systems and civil works associated with railway networks
- Completed over 6,000 route kms of railway electrification works in India

- Among the leading companies offering EPC services for the design and construction of Residential. Commercial and Institutional Buildings, Factories, and Industrial EPC Projects
- Ability to undertake MEP, HVAC, Façade, Finishing and Interior projects on EPC basis
- Established pan-India presence, with robust. performance driven customer relationship management leading to repeat orders
- Among the leading companies offering EPC services for the design and construction of Highways, Bridges & Flyovers, Metro Rail Corridors Stations. Transit Terminals & Hubs
- Possessing the capability to undertake Metro Rail Underground Structures and High Speed Rail Structures on EPC basis
- Established pan-India presence, with the core asset base providing competitive advantage
- Among the leading companies offering EPC services for the design and construction of Water Intake. Treatment, Storage, Supply, Distribution and Operation & Maintenance Projects, Irrigation Projects, River Linking Projects etc.
- Established pan-India presence, with a growing Order Book



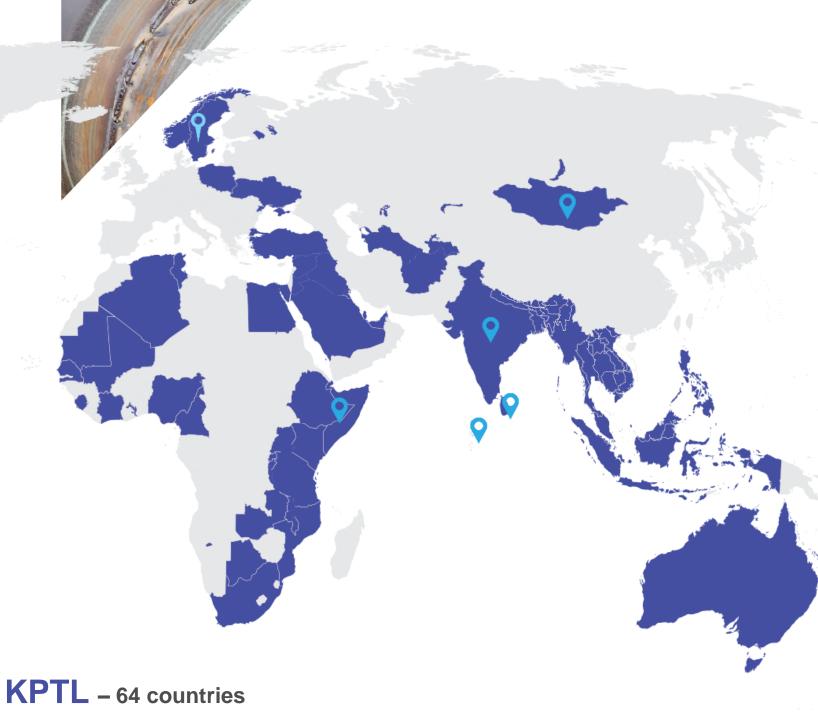
# Transcending borders with excellence

Strong capabilities across business verticals with growing international presence

Consolidated **Order Book of** Rs. 31,702 Cr as on 31st Dec 2021

One of the few **Indian EPC** companies with such extensive global presence

Diverse geographical **Presence helps** mitigates risks & macroeconomic challenges



(V) JMC – India, Sri Lanka, Ethiopia, Ghana, Maldives and Mongolia

Local Presence – Sweden and Brazil



# Co-creating value within our ecosystem

## Diversified with strong businesses across various verticals

#### **Domestic**

JMC Projects (India) Ltd.



- Leading EPC player in civil construction and infrastructure segment with experience of over three decades
- Strong capabilities in B&F, Urban Infra and Water businesses International presence in Ethiopia, Sri Lanka, Mongolia, Ghana & Maldives
- Order Book of ~Rs.19,192 Crores as on 31st Dec 2021

**Shree Shubham Logistics Ltd.** 



- Integrated business model focused on the midstream segment of agricommodity value chain
- Manage and operate over
   366 warehouses
   across 7 states in
   India with capacity of
   ~2 million MT

#### **International**

#### Linjemontage I Grastorp AB, Sweden



 Linjemontage, which was founded in 1993, specializing in power supply solutions and services for electricity networks within the voltage range of

0.4-400 kV

Operating in three main business areas of - comprising Substations, Transmission & Local Networks and Network Maintenance & Services.

### Fasttel Engenharia SA, Brazil



• Fasttel was incorporated in 1988 and headquartered in Curitiba city of Parana State of Brazil; The company has footprints in more than

## 20 states across Brazil

- Operates into three main business areas, comprising of EPC of substation, transmission lines and power distribution services
- Built over 2,000 Kms of Transmission Lines and over 50 substations for various voltage range up to
   750 kV
- Possess experienced manpower of engineers, staff and workmen capable of doing in- house Engineering, Procurement, Land Survey and Planning, Environment Clearances and Construction.



# Integrating ESG for a Purpose driven Tomorrow



## **ESG Vision**

To be world's leading EPCM organization delivering sustainable solutions through continuous innovation



## **ESG Mission**

Integrating Ethical Sustainability today for a brighter tomorrow



## **Strategic Pillars**

- Creating Positive Impact
- Engaging with Stakeholders
- Performing Responsibly



## **Our ESG Focus Areas**



# **Our Business Leaders**



A qualified Chartered Accountant and Cost Accountant with an advanced management

Program from Harvard, Mr. Mohnot has been at the helm of KPTL since 2006.

With experience of over 2 decades across power, oil and gas, infrastructure, consulting, banking and business development, under Mr. Mohnot's capable leadership KPTL's topline has grown 8x, the company has successfully ventured into new business segments and has developed global presence across 64 countries.



Mr. S K Tripathi
MD & CEO – JMC Projects (India) Ltd.

A civil engineer from Government Engineering College, Jabalpur, Mr. Tripathi

has more that 3 decades of industry experience in implementation and construction of infrastructure projects with the likes of Gammon India, L&T etc.

He joined JMC in 2008 and rose to become the CEO of the company in 2013.



Mr. Sanjay Dalmia

Executive Director – International Business

A Chartered Accountant and Company Secretary by education, Mr. Dalmia has been

at the helm of KPTL's International T&D & Substation business since 2010. Under his capable leadership the BU has grown 4x in the last 11 years. He also manages the Railway BU.

With a leadership certification from Harvard, Mr. Dalmia has 36+ years of experience and has worked with the likes of Sterlite and Aditya Birla Group.



A mechanical engineer with an MBA from Maastricht University, Netherlands, Mr. Amit

has rich and varied experience in Corporate Strategy,
Operations, Business Development, Mergers & Acquisitions
with serving sectors of Transportation, Power, Water, Oil &
Gas, Aerospace & Defense and Logistics.

With a leadership certification from Harvard, Mr. Uplenchwar has worked with the likes of HCC and Adani.



Mr. Ram Patodia

President – Finance and CFO

A Chartered Accountant and Company Secretary (Intermediate) by education,

Mr. Patodia comes with experience of over 3 decades across Finance & Accounts, Taxation, commercial, M&A, Treasury, Business restructuring, Strategic Planning and Business Turnaround.

Mr. Patodia joined KPTL in 2018 and has worked with the likes of Adani, Hindalco, Novelis etc. in the past.



**Mr. Manishankar Baraiya**President – Human Resources

A Bachelor of Social Sciences and Master of Social Work, Mr. Baraiya is a dynamic

HR leader, with wide-ranging experience of over 3 decades.

Mr. Baraiya has successfully introduced HR systems, policies & business interventions, talent acquisition & retention, training & development initiatives to accomplish corporate goals at large organizations like GSFC, Lupin Agro Ltd, Atul Ltd., Cadila Pharmaceuticals Ltd.



## **Conference Call**

Date: 14 Feb 2022 | Time : 09:00 AM (IST)

Dial in Number: +91 22 6280 1384 | +91 22 7715 8285

(accessible from all networks and countries)

## Contact

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