

KALPATARU POWER TRANSMISSION LIMITED

Factory & Registered Office:

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

Gandhinagar-382 028, Gujarat. India.

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CIN: L40100GJ1981PLC004281

KPTL/19-20 17th May, 2019

BSE Limited

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

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://www.connect2nse.com/LISTING/

Sub.: Corporate Presentation

Respected Sir/ Madam,

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to forward herewith updated Corporate Presentation.

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

Thanking you,

Yours faithfully,

For Kalpataru Power Transmission Limited

Basant Kumar Parasramka

Dy. President (F&A) & Company Secretary

Encl.: a/a.















Kalpataru Power Transmission Limited

Corporate Presentation

Disclaimer



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KPTL – Key Facts & Figures









Kalpataru Power Transmission Limited

- KPTL is amongst the largest players in power transmission & distribution, oil & gas pipeline and railways infrastructure EPC space with footprints in over 55 countries
- KPTL is part of the Kalpataru Group, a diversified conglomerate spanning Real Estate, Power Generation and Transmission, Construction of Roads, Factories, Buildings and Oil and Gas Infrastructure and Agri-Logistics spaces
- Experience of over 3 decades
- Successfully developed a portfolio of transmission line DBFOT/BOOM projects (PPP model)

JMC Projects (India) Ltd.

67.2%



- Leading EPC player in civil construction and infrastructure
- Experience of over 3 decades
- Successfully developed a portfolio of road BOOT projects

Linjemontage i Grastorp AB

85.0%



- Founded in 1993, Linjemontage specializes in EPC and O&M for power transmission & distribution and substation
- o Has presence in Sweden and Norway

Shree Shubham Logistics Ltd.

80.1%



- Integrated business model focused on the midstream segment of agri-commodity value chain
- Manages and operates warehouses across
 9 states in India

KPTL Vision & Value System

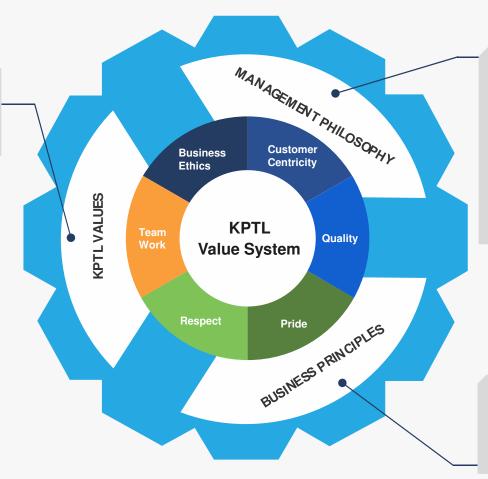


Vision

"To be the foremost global player in all the business verticals we operate in & we will achieve this by adhering to our core values"

Value System

Permanent & intrinsic ideologies that defines KPTL's day-to-day functioning



KPTL devotes its resources to deliver quality & sustainable energy transmission solutions. Thereby contributing towards betterment of economies & society

Core principles that define commitment to all stakeholders



POWER TRANSMISSION & DISTRIBUTION

Designing & Engineering 3D drafting, analysing & designing software to optimize steel fabrication requirements.

Special Designing capabilities for different type of foundations including tower designs and detailing



Over 100 in-house design engineers



One of the largest tower fabrication capabilities in the world integrated with quality control system and material testing.

Galvanizing facilities with a capacity of 1,80,000 MT per annum.



Delivered over 50,000 towers across the world

Milestones

1983-95 plants in

Established tower manufacturing plants in Gujarat

First turnkey transmission line project - 400 KV from NTPC

First 800KV and 1200 KV tower supply

2001-04

First overseas turnkey contract – 380KV Turkey.

2008

Expanded fabrication capacity to 108,000 MTs

2009

Won first DBFOT transmission project in Haryana.

Won largest international transmission contract of India – MEW Kuwait US\$ 250 Mn.

2013

Setup new plant of 55,000 MT's at Raipur.

2015

Crossed turnover of INR 72 Bn (consolidated)

2019

Acquired Linjemontage I Grastorp AB

Started manufacturing Railway OHE structures



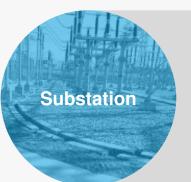
POWER TRANSMISSION & DISTRIBUTION

T&D Turnkey Solution

Large base of high-end construction equipment and experience to execute projects globally with a workforce of over 2,100+ permanent employees.



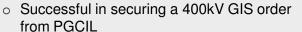
o Currently live projects in over 20 countries.



World class in-house engineering and construction team to execute high voltage substations and delivery of special substations for railways in India and overseas.



 Selected as one of the empanelled substation EPC contractor for PGCIL, TBCB projects upto 400 KV AIS



Secured new projects in India, Senegal,
 Tajikistan, Burundi and Abu Dhabi in FY19

Tower
Testing And
R&D
Center

Fully automatic tower testing facility (upto 1,200 kv tower), helicopter erection simulation of tower through tower crane including R&D stations

Tower Testing Facility certified ISO/IEC 17025 by NABL



- Helicopter testing facility to test upto 85 metres tower
- Tested over 410 towers for domestic and international clients

KPTL Global Reach – Presence in 55 Countries



POWER TRANSMISSION & DISTRIBUTION Nepal o Peru o USA **International Order Book Trend (INR BN)**

Australasia

- Australia
- o Bangladesh
- o Bhutan
- o Cambodia
- o India
- o Indonesia
- o Laos
- o Malaysia

- Philippines
- o Srilanka
- Thailand
- Vietnam

Americas

- o Bolivia
- o Canada
- Columbia
- Mexico
- o Panama

Europe

- o Poland

Africa

- o Algeria
- o Botswana
- o Burundi
- Cameroon
- o Congo
- o Djibouti
- Egypt
- o Ethiopia
- Ivory Coast
- o Kenya
- o Malawi
- o Mali
- o Mauritania
- o Mozambique
- o Namibia
- o Nigeria
- o Rwanda
- o S. Africa
- o Senegal
- o Sierra-Leone
- o Tanzania
- o Uganda
- o Zambia

Middle East

- o Afghanistan
- Kuwait
- o Saudi Arabia

o Iraq

o UAE

FY13

FY14

FY15

FY16

FY17

FY18

FY19

60

40

20

0 FY12



INFRASTRUCTURE EPC



Segments

Oil & Gas pipeline Gas gathering station

Process plants

Refineries

Order Book INR 23 Bn (31 Mar 2019)

Setup 275+ Oil & Gas Stations

Laying of 4,600+ km Oil & Gas Pipelines

Milestone

Started commissioning oil & gas pipeline.

2007 Certification - RINA ISO 9001-2000

Received first plant project from Oil India in Assam

Completed largest pipeline project of 551 kms (Mundra Bhatinda Pipeline Project)

Commissioned over 600 kms of pipeline in FY19

Landmark Projects



PRP KG Basin – Gail Ltd – Andhara Pradesh



Thumbli Water Pipeline— Cairn Energy India – Rajasthan



CGGS & FGS Projects – Oil India Ltd– Assam



Vijaypur-Dadri Pipeline Project – GAIL Ltd - MP & UP



2019

Mundra Bathinda Pipeline Project – HPCL Mittal Pipeline Ltd – Gujarat & Rajasthan



Panvel Dabhol Pipeline Project-Gail Ltd -Maharashtra

Clientele



















INFRASTRUCTURE EPC



Milestones

2010

Started operations

2012

Won first international project in Bangladesh

2018

Mansi-Madhepura – Electrification Project - Fastest Project in India to be completed within 10 months

2019

Won second international project in Bangladesh

Landmark Projects



Taljhari – Maharajpur (West Bengal)



Mansi-Madhepura Electrification (Bihar)



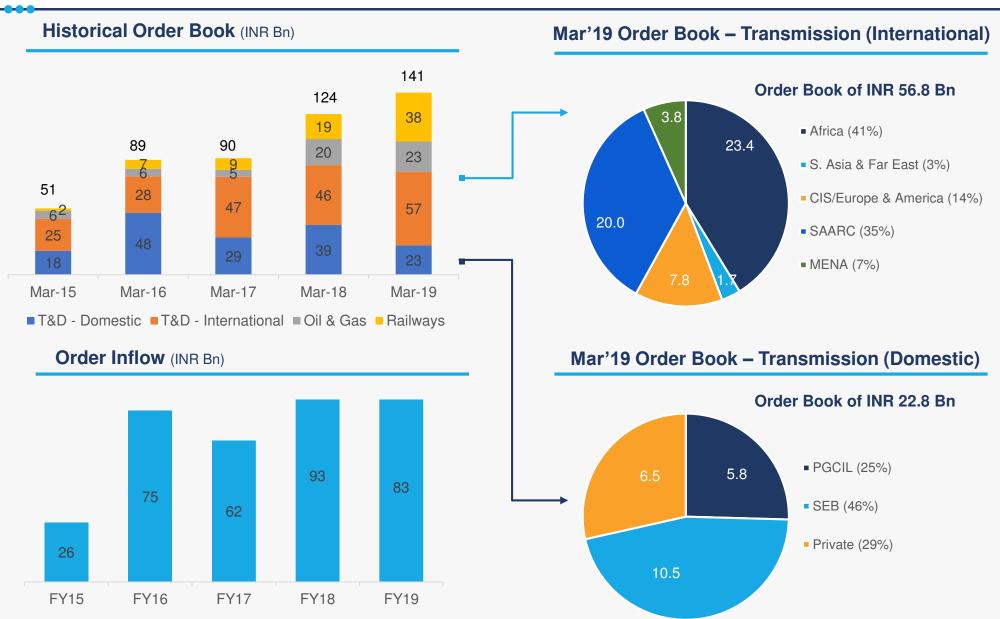
Tamluk - Basulya (West Bengal) - RVNL



Ahmedabad-Palanpur (Gujarat) - Core

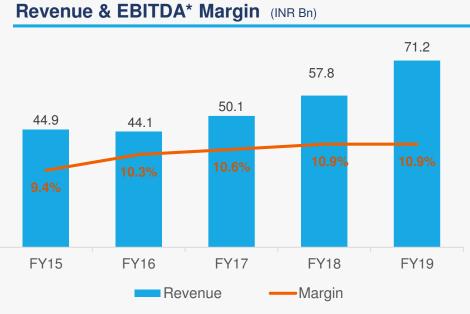
KPTL - Order Book Profile





KPTL - Financial Highlights (Standalone)

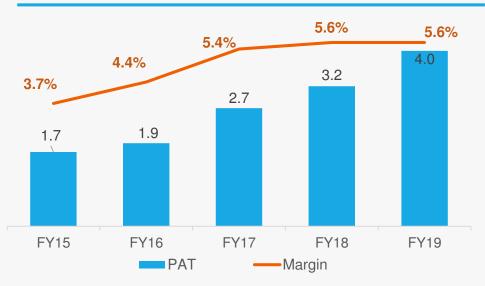




Net worth (INR Bn)



PAT & PAT Margin (INR Bn)



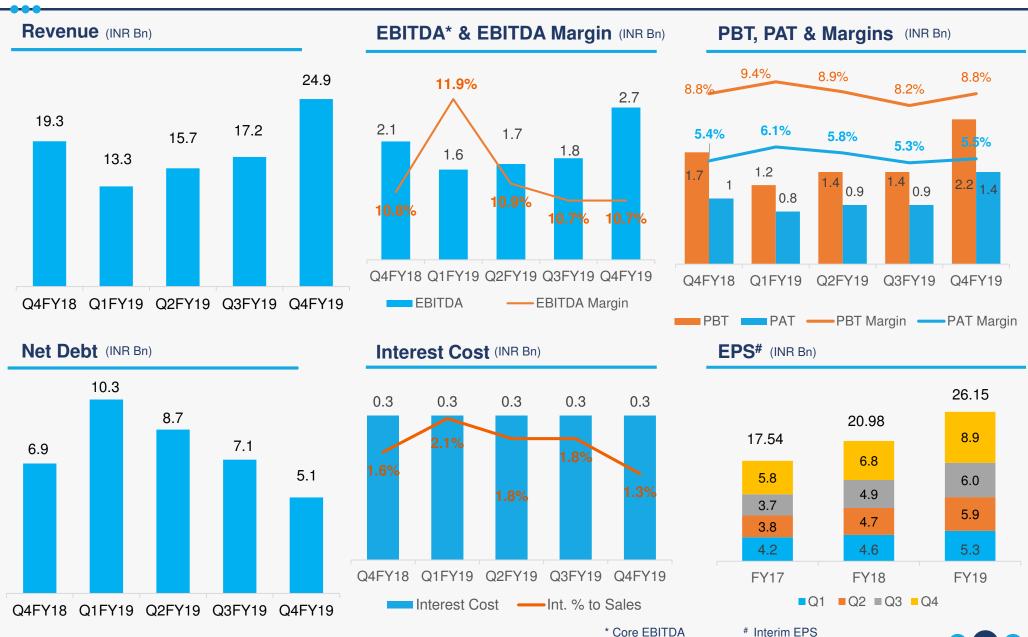
Gross Debt⁺ & D/E Ratio (INR Bn)



^{*} Core EBITDA Margin * Total Gross Debt (including maturities)

Financial Highlights (Standalone) - Recent Quarters







ASSET CREATION

Power Transmission Line DBFOT / BOOM Projects Successfully developed a portfolio of transmission line DBFOT / BOOM project in India

Milestones

- Won first transmission line DBFOT project in Haryana
- Commissioned first transmission DBFOT project
- Received early Completion of Transmission Award for the year 2012 by Ministry of Power.

- Executed second transmission line DBFOT project in MP
- Won third transmission line BOOM project
- Won fourth transmission line BOOM project
- Commissioned Element-2 of Alipurduar Transmission Ltd.

DBFOT/BOOM Projects

Projects	Jhajjar KT Transco Pvt. Ltd.	Kalpataru Satpura Transco Pvt. Ltd.	Alipurduar Transmission Ltd.	Kohima-Mariani Transmission Ltd.
Model	Annuity based	Annuity based	Annuity based	Annuity based
Project Scope	400 kv/220 kv transmission line of 100kms in Haryana	400 kv Satpura–Ashta DCDS transmission line of 240 kms in MP	Transmission system for transfer of power from new hydro electric power projects in Bhutan on BOOM basis	Transmission system for North Eastern Region Strengthening Scheme (NERSS VI) on BOOM basis
SPV ownership	Kalpataru Power - 51% & Techno electric - 49%	Kalpataru Power - 100%	Kalpataru Power - 100%	Kalpataru Power - 74% & Techno electric - 26%
Project Cost	INR 4.5 Bn	INR 3.4 Bn	INR 10.8 Bn	INR 12.8 Bn
Concession Period	25 yrs.+ 10 yrs. extendable	25 yrs.+ 10 yrs. extendable	35 Yrs.	35 Yrs.
Current Status	Generating revenue of INR 540 Mn / Year	Generating revenue of INR 380 Mn / Year	Completed Element-2 (Kishanganj – Darbhanga Line)	Under Development, Achieved financial closure
Completion date	Commenced operation in March 2012	Commenced operation in April 2015	FY20	Early FY21

Corporate Presentation



ASSET CREATION



- Operating 2 biomass based power generation plants of around 16 MW in Rajasthan
- o PPA's with state electricity boards
- Both plants earns Certified Emission Reductions (CER's) on usage of agriculture residues



Logistics infrastructure to collect ~200,000 MTs of waste

Gold Standard Certification*

Particulars	Plant 1	Plant 2	
Location	Padampur in Ganganagar District, Uniara in Tonk District Rajasthan.		
Plant Consumption	Agricultural waste and crop residues (biomass) as inputs.		
Capacity	7.8 MW	8 MW	
Registrations & Certifications	 UNFCCC in 2003 Benefited from CERs (Certified Emission Reduction) in 10 years. Achieved Gold Standard Certification in 2012. 	Achieved Gold Standard Certification in 2009.	



*Gold Standard is the only premium quality standard for carbon emission reduction projects with added sustainable development benefits and guaranteed environmental integrity.



Major Operating Subsidiaries





JMC Projects (India) Ltd.

JMC Projects (India) Limited is a full-scale infrastructure EPC player in all verticals viz. Buildings & factory, Roads & Flyovers, Water & Railways, Industrial and Power **BOP**





Market Cap. INR 20 Bn (31st Mar.2019)

Employees ~3,800

Key Projects



Power Grid Corpn., Gurgaon



Infosys Technologies, Bangalore



Indian Institute of Management, Ahmedabad



Elevated Metro Stations. DMRC, Delhi



Cadila Healthcare. Ahmedabad



Supreme Court of India -Extension Building, Delhi

Turnkey Service Provider



Civil



Firefighting



Mechanical



High-voltage Air-conditioning (HVAC)



Electrical



Landscaping

Strong Clientele

Factories









Buildings















Power BOP













Infrastructure (Roads, Metro.

Water)







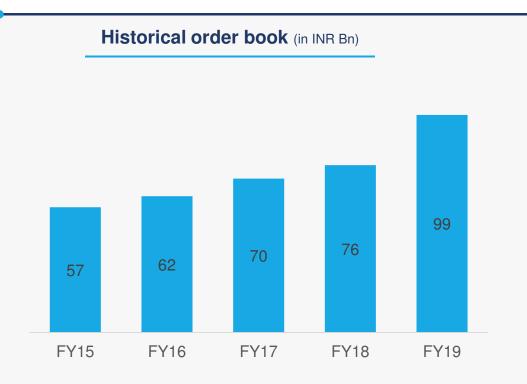






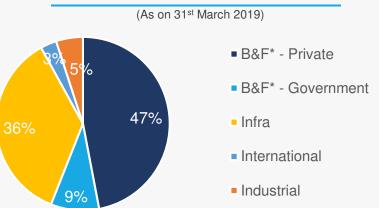
JMC Projects - Order Book profile & Milestones







Order Book – INR 99 Bn (in%)

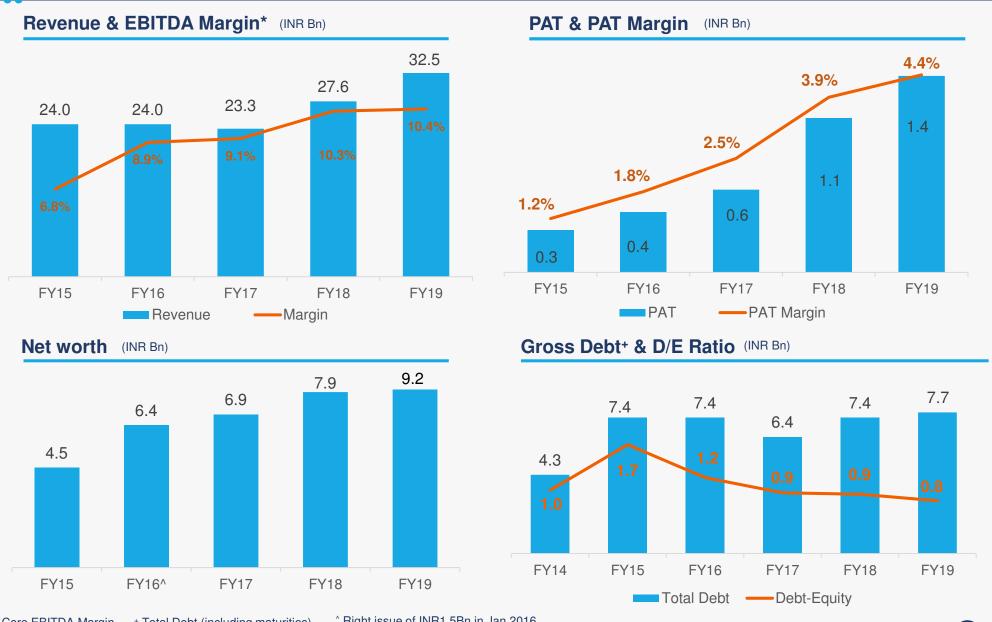






JMC - Financial Highlights (Standalone)





JMC Projects - Road BOOT Projects



•••					Avg. Daily Revenue of
Projects	Kurukshetra Expressway Pvt Ltd.	Brij Bhoomi Expressway Pvt	Wainganga Expressway Pvt Ltd.	Vindhyachal Expressway Pvt Ltd.	all BOOT Projects (our share)
		Ltd.			(INR Mn/day)
Model	Toll Based	Toll Based	Toll Based	Toll Based	4.9 5.5
Project Scope	Four laning of 83 kms on NH 71 in Haryana under NHDP Phase III between Rohtal to Bawal	2 laning of 79 kms of Agra – Aligarh section on NH 93	4 laning of 45 kms Nagpur – Wainganga section on NH 6, connecting Kolkata & Surat	Four laning of 89 kms on NH 7 from Rewa bypass to hanumana border (MP/UP border)	Q1FY18 Q1FY19
SPV ownership	JMC and its Associates SREI	JMC 100%	JMC 100%	JMC 100%	4.4 4.9
	Infrastructure 49%				Q2FY18 Q2FY19
Initial Project Cost	INR 9.9 Bn	INR 2.5 Bn	INR 4.3 Bn	INR 7.0 Bn	12% 5.6
Debt	INR 7.9 Bn	INR 1.6 Bn	INR 3.3 Bn	INR 5.2 Bn	
Grant	-	INR 0.5 Bn	-	-	Q3FY18 Q3FY19
Initial Equity	INR 2.0 Bn	INR 0.4 Bn	INR 1.0 Bn	INR 1.7 Bn	5.3 9 % 5.8
Premium Payment	INR 0.12 Bn. p.a.	-	INR 0.3 Bn. p.a.	INR 0.04 Bn. p.a.	
Concession Period	28 Years	15 Years	18 Years	27 Years	Q4FY18 Q4FY19



Major Operating Subsidiaries







Shree Shubham Logistics Ltd



Turnover INR 1.2 Bn (FY19)

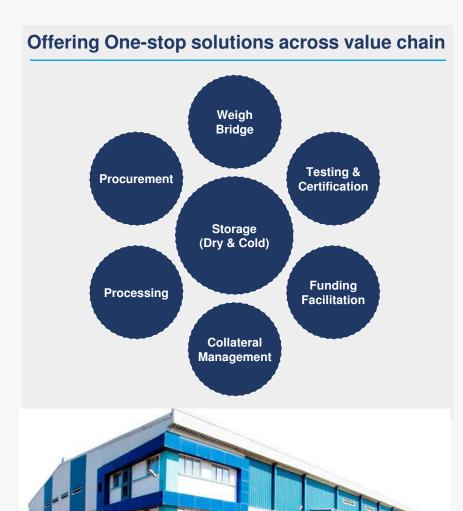
Presence in 9 States in India

Employees ~450

- Post-harvest value chain for agri-commodities with services that include warehousing, procurement, primary processing, trading, collateral management, funding facilitation, funding, testing & certification, and pest management
- Warehouses across the states of Rajasthan, Gujarat, Madhya Pradesh, Hayana, UP, Bihar, West Bengal, Delhi and Maharashtra
- SSL has been approved as an assayer and a warehouse service provider to market trade participants

Timeline

- 2007 Incorporated
- 2009 Accreditation with NCDEX as warehouse service provider
- 2010 Entered into MOU with RSWC for management of their warehouse
- 2013 PE Investments
- 2018 Spread presence to 9 States



Major Operating Subsidiaries





Linjemontage i Grastorp AB

KPTL stake **85%**

Turnover
US\$ 75
Mn
(CY19)

Presence in Sweden & Norway

Order Book
US\$ 77
Mn
(31 Mar 2019)

- KPTL through its wholly owned subsidiary Kalpataru Power Transmission Sweden AB acquired 85% stake in Linjemontage i Grastorp AB in 2019
- Founded in 1993, Linjemontage, specializes in EPC and O&M in power supply solutions and services for electricity networks in voltage range up to 400 kV
- The Company employs 144 full time employees spreads across 11 offices in Sweden and Norway

(Amount in US\$ Million)

			(Amount in OO\$ Willion)
Particulars	CY2016	CY2017	CY2018
Revenue	44.2	55.6	75.1
EBITDA	0.9	2.3	2.8
Finance Cost	0.03	0.01	0.11
PBT	0.46	1.96	2.40
PAT	0.25	1.51	1.85
EBIDTA Margin	1.9%	4.1%	3.7%
PBT Margin	1.0%	3.5%	3.2%
PAT Margin	0.6%	2.7%	2.5%

Business Areas

Transmission & Local Networks

Substation

Service & Maintenance

Major Customers

- o Substation Division Vattenfall, Ellevio, Jamtkraft
- Transmission & Local Networks Ellevio, Vattenfall, E ON, Svenska Kraftnat
- Service & Maintenance Outokumpo Stainless, Nammo Sweden, Tripolast Industrier



22





India & SAARC

Opportunity worth **INR 3Tn** over FY17-22

International

Overall capex of **USD 334 Bn** over FY18-25

Substations

Opportunities worth **INR1.2Tn** over FY17-22



Overall

Budget outlay of **INR 1.6Tn** in FY20

Mission Electrification

Expect **6200 kms** of line electrification in FY19-20 & FY20-21

New Opportunities

50 Metro Systems, 9 High Speed Rails and DFCC (Golden Quadrilateral & Diagonal)



Roads

Over **INR 5.0Tn** of investment in next 5 years (MoRTH)

Smart Cities

Opportunity worth **INR 1 Tn** for building 100 Smart cities over FY17-22

Factories

25-30% of the opportunity coming to **Indian manufacturers**

Metro

Over **INR 25Bn** of orders in pipeline for FY17-18

Key Management





Mofatraj P. Munot | Executive Chairman

Founder, Promoter and Chairman of Kalpataru Group with overall 50 years of experience in the field of Real Estate and Property development, Civil Contracting & various industries



Parag Munot | Promoter Director

Director of the Company since 1991. An M.B.A. from the Carnegie Mellon University, he provides strategic support and drives new business initiatives at Group level. He has around 20 years of experience in Real Estate and Property Development



Manish Mohnot | Managing Director & CEO

CA, ICWA & advanced management program from Harvard University, USA. He is having experience of two decades in areas related to power, oil and gas, infrastructure and other sectors related to Infrastructure.



Sanjay Dalmia – Executive Director (International Business)



Kamal Jain - Director (Procurement & Operations)



Rajeev Dalela - President (T&D- India & SAARC)



Ram Patodia - Chief Financial Officer (CFO)



Rakesh Guar – President (Railways)



Gyan Prakash - President & CEO (Infra Projects)



Pawan Kant - President & Head (Long Term Assets)



M A Baraiya- President (HR & Admin)

Financial Highlights (Consolidated)



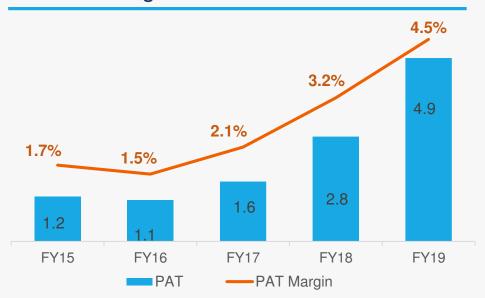




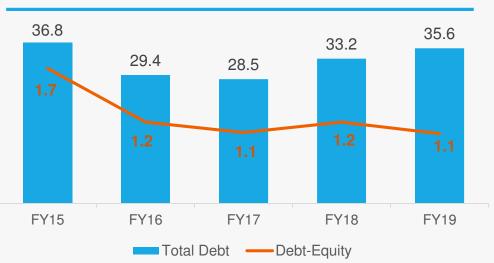
Net worth (INR Bn)



PAT & PAT Margins (INR Bn)



Gross Debt* & D/E Ratio (INR Bn)

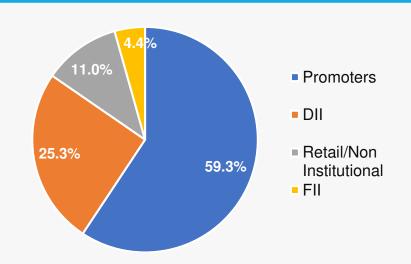


* Core EBITDA Margin + Total Debt (including maturities)





Shareholding Pattern (as on 31st Mar 2019)



Top Institutional Holders (As on 31st Mar 2019)

	% holding
HDFC Trustee Co. Ltd HDFC Equity Fund	8.70%
ICICI Prudential Life Insurance Co. Ltd.	3.33%
Reliance Capital Trustee Co. LtdReliance Small Cap Fund	2.47%
DSP Small Cap Fund	2.04%
Tata Mutual Fund - Tata Hybrid Equity Fund	1.62%
IDFC Sterling Value Fund	1.62%
SBI Magnum Multicap Fund	1.50%

Stock Data - BSE (as on 31th Mar 2019)

Stock Price

k Price INR 469.5

52 Week High/Low

503.8 / 268.5

Market Capitalization

INR 72 Bn

Shares Outstanding

153 Mn

Free Float

INR 29 Bn / 40.7%

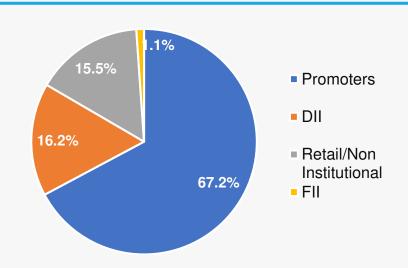
Credit Rating

Current





Shareholding Pattern (as on 31st Mar 2019)



Top Institutional Holders (As on 31st Mar 2019)

	% holding
HDFC Trustee Co. Ltd.	8.99%
Kotak Mutual Fund	3.96%
SBI Infrastructure Fund	1.66%
Others	2.71%
Total Institutional Holding	17.32%

Stock Data - BSE (as on 31th Mar 2019)

Stock Price

INR 119.4

52 Week High/Low

142.0 / 67.0

Market Capitalization

INR 20.05 Bn

Shares Outstanding

33.6 Mn

Free Float

INR 6.0 Bn / 32.8%

Credit Rating

Current









Kalpa Seva Arogya Kendra, Gandhinagar



Kalpa Seva Arogya Kendra, Mumbai



Free eye cataract surgeries to poor and needy



Mini Science Centre – Govt. Schools, Raipur



Flood Relief activities – Assam and Kerala



Counselling, vocational training, assistance of aids etc. for specially abled

100+ patients visit Seva Kendra on daily basis

2,75,000 patients benefitted from Seva Kendra till date

Started Kalpa Seva Arogya Kendra at Lotus House Mumbai

Supported various
Healthcare, Rural
Development, Promoting
Education, Flood Relief
activities, livelihood
enhancement projects for
specially abled etc. in
2018-19

Learning & Development



Running In-house Training Centre over 10 years with state-of art infrastructure



Spread over 120,000 sqft area



Well-resourced library



Training halls for 300 students



Hi-tech Computer Centre



Additional discussion rooms



Boarding for 100 students

Tie-ups with
esteemed education
institutes like NIRMA
& AES* to groom
managerial skills

Imparted training spanning over **7,000** man-days

Conducted **over 520** training programs

Online learning platform containing over 30 technical & soft skills modules

^{*} Ahmedabad Education Society

Employee Initiatives



GYANODAYA

Inculcates behavioural & technical competencies for fostering better personal performance, growth & operational excellence

Kalpa-Saathi

A 'Saathi" is assigned to new joiners for acquaintance with the organizations Culture, Systems and Processes

Coffee with HOD

Employees get to know each other over a cup of coffee in a relaxed canvas

Maan Ki Baat

Platform for expressing concerns/ suggestions & ideas from new entrants and providing proper quidance where necessary

Career Progression Review

An assessment and future road of employees' career growth within the organisation

Speak-Out Communication Meeting

An opportunity to understand organizations progress & institute employees about the way forward set by management.

SWAGAT

A 2 days Employee Orientation Programme for all new entrants

"Kalpa – Gaurav"

Rewards & recognition for outstanding contribution & promote and encourage hard work/ pride/ trust/ innovation & improvement amongst employees







Awards



, wards	POWER TRANSMISSION LIMITED
2018-19	 KPTL Chairman Shri. Mofatraj P Munot received the Life Time Achievement Award at the CNBC Awaaz National Real Estate Awards 2018 100 Top HR Minds & Best Organization Development Program from World HRD Congress D&B Infra Award 2017 for Power Sector National Safety Council Award 2017 Appreciation from PGCII in 2018 for Railway Electrification, Safety and Volume of work KPTL received Awards at "11th CIDC Vishwakarma Awards – 2019 Award for Export Excellence from EEPC India, Western Region for Star Performer Frost & Sullivan –Manufacturing Project Exports – Large Enterprise in November 2017
2016-17	 Runner-up for overall performance from PGCIL Appreciation from PGCIL as Runner-Up in Best Performance Award for early Certificates of appreciation for efforts in Safety, Environment and Community Performance (Maximum Capitalisation) Nizamabad Transmission line PGCIL
2011-16	 Start Trading House Status by Ministry Of Winner of Best Safety Norms On Winner of Best Transmission Line EPC Commerce And Industries For The Year 2010-14 PGCIL Projects For 2015-16 Player In India For 2015-16 by PGCIL
2006-10	 Certificate Of Excellence 2009-10 From Container Corporation Of India Ltd. For Largest Volume Of Exports The Best Emerging Value Creator (Mid Size Companies) Runner Up For Outlook money- NDTV Profit Awards 2007 Gujarat State Safety Award – 2008 Gujarat State Safety Award – 2008 Award From Dun And Bradstreet, June 2008 Listed As India's Most Investor Friendly Companies In Business Today, August 2007 JMC Ranked As The Best Wealth Creator Among The Construction Companies By Construction World In November, 2007 Issue
2001-2005	 Shri Kamal Jain, CFO & President Signed An MOU For Investment In New Fabrication Plant At Gandhinagar And Pipeline Equipments During Vibrant Gujarat - Global Investors Summit In Presence of Hon. CM Shri Narendra Modi On Jan 2005 Certified With Export Excellence For Achieving Highest Export In 2002-03 Among Non SSI Units, Awards Were Presented By Hon. Minister For Industry & Commerce Shri Kamal Nath At Kolkata On Jan 2005 Awarded With All India Trophy For Highest Exporter To Difficult / New Markets, Non SSI -2001-02
1995-00	 Shri Mofatraj. P. Munot, Director Awarded With Certificate of Merit From Hon. Prime Minister Of India Shri Atal Behari Vajpayee On May 8th 2000 Excellence Award For Second Highest Number of Containers ICD - Sabarmati Gujarat Exported In Western India By CONCOR For 1998-99 And 1999-2000 Winner of Awards For Export Performance From Engineering Export Promotion Council (EEPC) In 1995-96, 1997-98, 1998-99, 1999-2000 Trading House Status By Ministry of Commerce, First Indian Power Transmission Company To Receive ISO 9001 Certificate

9001 Certificate





Thank You

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