

**KALPA-TARU®****KALPATARU POWER TRANSMISSION LIMITED**Factory & Registered Office :
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CIN : L40100GJ1981PLC004281

KPTL/17-18**13th November, 2017**

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/
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Sub.: Investor's / Analyst Presentation

Respected Sir(s),

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 and half year ended on 30th September, 2017.

We request you to take the same on records.

Thanking you,

Yours faithfully,

For Kalpataru Power Transmission Limited**Rahul Shah**
Company Secretary

Encl.: As above

ISO 9001 CERTIFIED COMPANY

Corporate Office : 81, Kalpataru Synergy, Opp. Grand Hyatt, Santacruz (E), Mumbai-400 055. India.

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KALPA-TARU
POWER TRANSMISSION LIMITED

Analyst Presentation

Q2 FY18 Results – November 13, 2017



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- **KPTL Standalone**
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Key Financial Highlights – Q2 FY18



KPTL

- Sales increased by 7.0% YoY
 - Sales increased by 9.6% YoY adjusted for the impact of Excise Duty
 - Core EBIDTA margin at 10.9%
 - PBT margin at 8.7%
 - PAT margin at 5.8%
 - New Order Intake of Rs 1,081 Crs in Q2; YTD order intake of Rs 5,023 Crs
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JMC

- Sales increased by 24.2% YoY
 - Core EBIDTA margin at 10.0%
 - PBT margin at 5.1%
 - PAT margins at 3.8%
 - New Order Intake of Rs 292 Crs in Q2; YTD order intake of Rs 1,161 Crs
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Financial Highlights – KPTL Standalone



Amount in Rs Crs

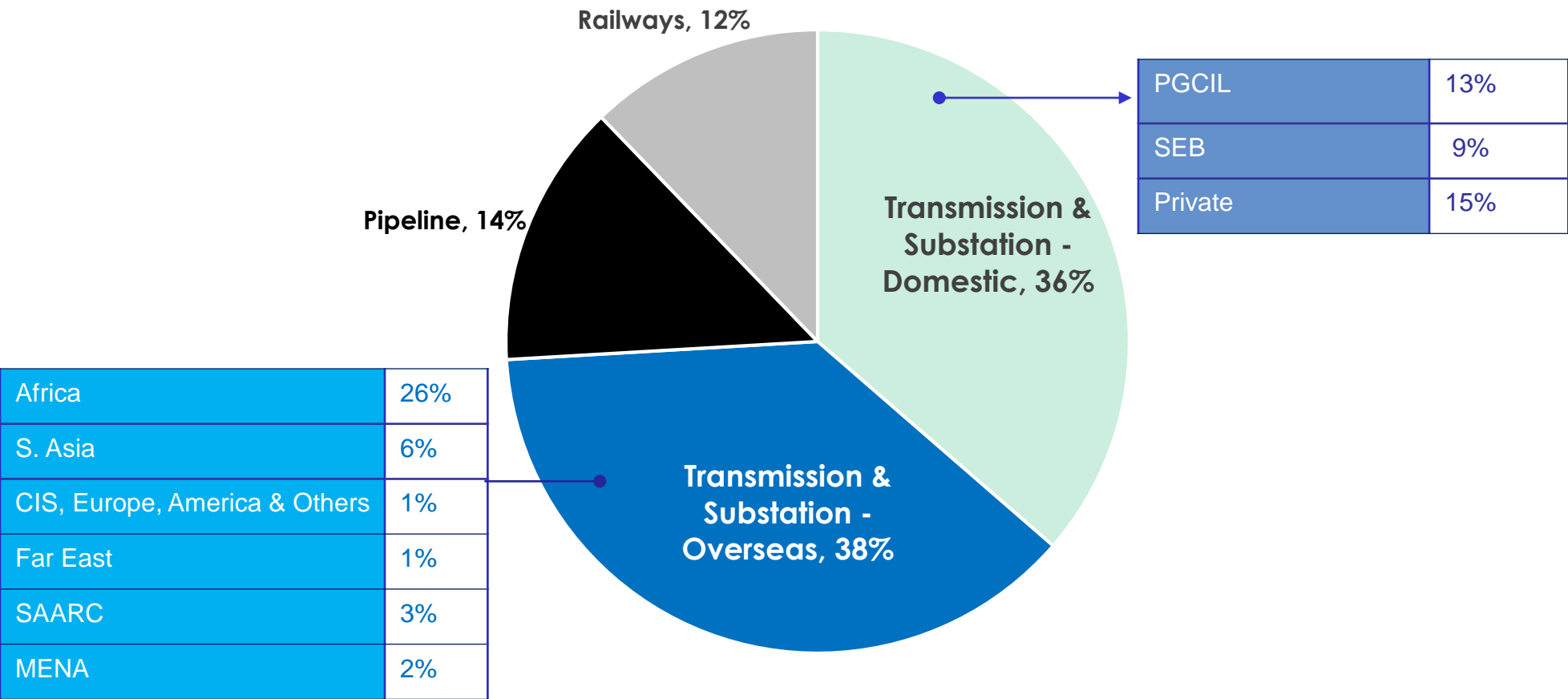
Growth	H1 FY18	H1 FY17	Particulars	Q2 FY17	Q2 FY18	Growth
4%	2,429.7	2,330.6	Revenue	1,143.3	1,222.8	7%
7%	270.1	252.8	Core EBIDTA (excl. other income)	122.0	132.9	9%
-19%	44.0	54.5	Finance Cost	29.7	22.0	-26%
15%	214.3	187.0	PBT	88.3	106.6	21%
16%	141.9	122.3	PAT	57.8	71.5	24%
	11.1%	10.8%	Core EBIDTA Margin	10.7%	10.9%	
	8.8%	8.0%	PBT Margin	7.7%	8.7%	
	5.8%	5.2%	PAT Margin	5.1%	5.8%	

Q1 FY18	Particulars	Q2 FY17	Q2 FY18	Difference	
				y-o-y	q-o-q
786.8	Loan Funds	761.5	755.3	(6.2)	(31.5)
313.6	(+) Long Term borrowings	240.4	405.6	165.2	92.0
236.5	(+) Short Term borrowings	374.6	215.0	(159.6)	(21.5)
236.8	(+) Current maturities of long term debt	146.5	134.7	(11.8)	(102.1)
100.1	(-) Cash & Cash Equivalent	331.5	52.8	(278.8)	(47.3)
686.7	Net Debt	430.0	702.5	272.5	15.8

KPTL Standalone Order Book Status



Order Book of Rs 9,620 Crores as on 30th September 2017



KPTL has secured new orders of Rs 1,814 Crores in Q3 till date

Financial Highlights – JMC Standalone



Amount in Rs Crs

Growth	H1 FY18	H1 FY17	Particulars	Q2 FY17	Q2 FY18	Growth
22%	1,326.0	1,089.9	Revenue	530.9	659.2	24%
25%	131.1	104.5	Core EBIDTA (excl. other income)	51.6	65.7	27%
-6%	41.9	44.4	Finance Cost	20.9	21.8	4%
87%	66.8	35.7	PBT	18.5	33.6	82%
100%	46.7	23.3	PAT	12.0	25.2	109%
	9.9%	9.6%	Core EBIDTA Margin	9.7%	10.0%	
	5.0%	3.3%	PBT Margin	3.5%	5.1%	
	3.5%	2.1%	PAT Margin	2.3%	3.8%	

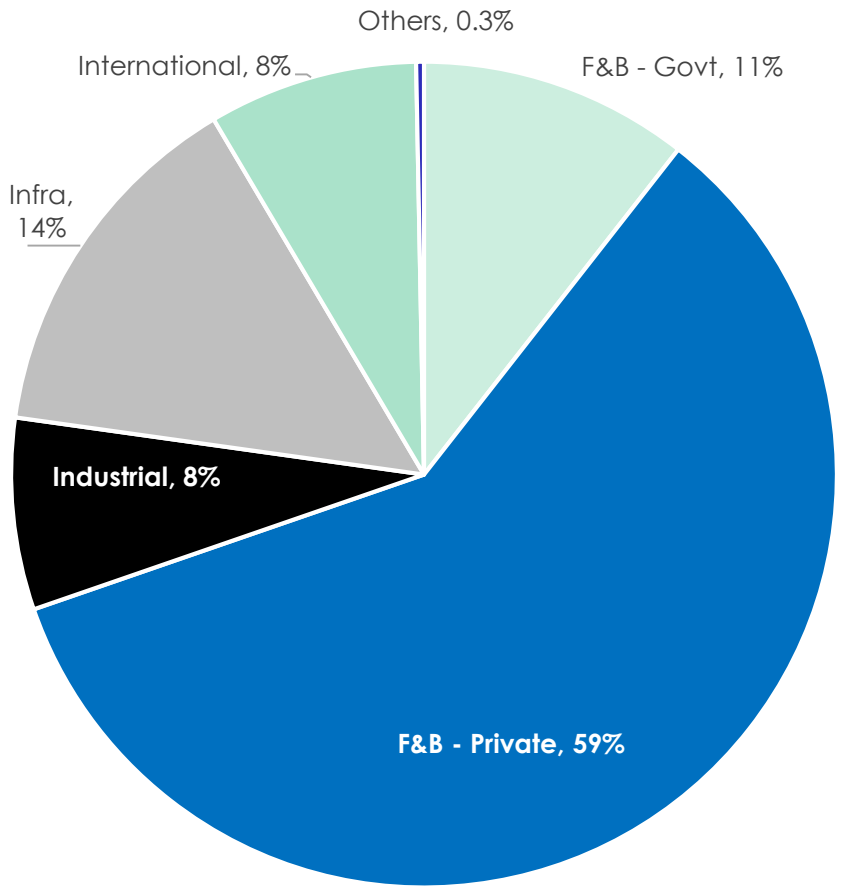
Q1 FY18	Particulars	Q2 FY17	Q2 FY18	Difference	
				y-o-y	q-o-q
668.7	Loan Funds	672.9	777.3	104.4	108.6
231.9	(+) Long Term borrowings	243.1	312.7	69.6	80.8
377.0	(+) Short Term borrowings	314.2	405.6	91.4	28.7
59.8	(+) Current maturities of long term debt	115.6	59.0	(56.7)	(0.9)
26.2	(-) Cash & Cash Equivalent	30.7	41.5	10.8	15.3
642.5	Net Debt	642.2	735.8	93.6	93.3

* Loan Funds include Buyers credit

JMC Standalone Order Book Status



Order Book of Rs 6,569 Crs as on 30th September 2017



JMC has secured new orders of Rs 292 Crores in Q2 and Rs 159 Crores in Q3 till date

Financial Highlights – SSL Standalone



Amount in Rs Crs

Growth	H1 FY18	H1 FY17	Particulars	Q2 FY17	Q2 FY18	Growth
1%	30.8	30.6	Revenue	9.5	17.3	82%
	9.4	(11.5)	Core EBIDTA (excl. other income)	(7.2)	7.0	
-15%	20.3	23.7	Finance Cost	11.4	10.5	-8%
	(17.3)	(40.4)	PBT	(22.2)	(7.0)	
	(17.3)	(40.4)	PAT	(22.2)	(7.0)	
	30.6%	-37.4%	Core EBIDTA Margin	-75.9%	40.1%	
	-56.3%	-132.1%	PBT Margin	-233.7%	-40.2%	
	-56.3%	-132.1%	PAT Margin	-233.7%	-40.2%	

Q1 FY18	Particulars	Q2 FY17	Q2 FY18	Difference	
				y-o-y	q-o-q
417.8	Loan Funds	425.2	410.5	(14.8)	(7.4)
381.6	(+) Long Term borrowings	381.9	351.7	(30.2)	(29.9)
2.8	(+) Short Term borrowings	12.1	3.0	(9.1)	0.2
33.4	(+) Current maturities of long term debt	31.3	55.8	24.5	22.4
3.0	(-) Cash & Cash Equivalent	3.5	1.4	(2.0)	(1.5)
414.8	Net Debt	421.8	409.0	(12.8)	(5.8)

Other Developments



❖ Road BOOT projects

- All Road BOOT projects are operating on full length and full toll basis

❖ Transmission Line BOOT Projects

- **Jhajjar Transmission line; Haryana** – Operational since over 4 years; Average system availability 99.8% in H1
- **Satpura Transmission line; MP** – Operational since last 2 year; Average system availability ~100% in H1
- **Alipurduar Transmission Line in West Bengal and Bihar**- All requisite permissions and approvals are in place. Project execution is progressing well. Scheduled commissioning in March 2019.
- **Kohima-Mariani Transmission Project** – Approvals under process. Transmission license & tariff adoption orders received

❖ Developmental projects

- **Thane IT Park project – ‘Kalpataru Prime’**
 - ~40% of the area sold
 - ~60% of the area leased; expect to start selling this in tranches starting Q4 FY18
- **Indore residential projects - ‘Kalpataru Grandeur’**
 - Sale commitment for approximately 25% of the residential saleable area
 - A promotional event conducted recently is likely to create a strong sales pipeline
 - Project completion likely by June 2019



Thank You