

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

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KPTL/16-17
March 20, 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 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 Investor's Presentation.

Kindly take note of the same on your records.

Thanking you,

Yours faithfully,
For Kalpataru Power Transmission Limited

 **Rahul Shah**
Company Secretary

Encl.: a/a

ISO 9001 CERTIFIED COMPANY

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

Investor Presentation March 2017

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Experience - **Over 3 decades**



Footprints - **Over 40 countries**



Leading **EPC** player in Power Transmission and Oil & Gas Infrastructure Sector



Annual production capacity of transmission towers - **180,000 MT**



Order book- **INR 83 Bn** (As on 31st Dec.16) & Turnover- **INR 72 Bn** (FY16 Consolidated basis)



Market capitalisation - **INR 44 Bn** (As on 15th March 2017)



Experience of laying of **3,200+ Kms** Oil & Gas Pipelines and Setting up **80+** Oil & Gas Stations



Railways - Capability of offering services **globally**



Strong technical manpower - **2000+**



Completed transmission line contracts of **Over 17,500 Km** length across the globe.

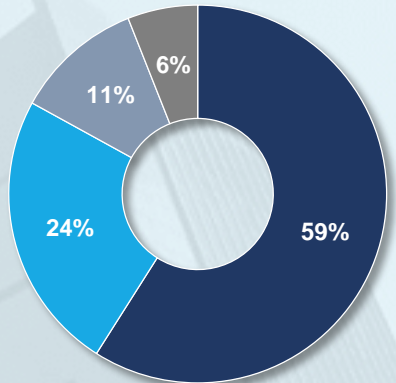


Certifications - **ISO 9001:2008, ISO 14001:2004 & OHSAS 18001:2007**



Kalpataru Power Transmission Limited

Shareholding Pattern
(December 31, 2016)



- KPTL is amongst the largest players in power transmission, oil & gas pipeline and railways infrastructure EPC space with footprints in over 40 countries
- Experience over 3 decades
- Successfully developed a portfolio of transmission line BOOT projects (PPP model)

■ Promoters ■ DII's ■ Corporate & Retail ■ FII's

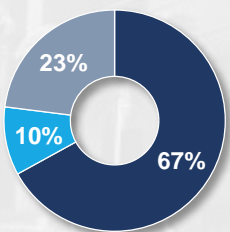
JMC Projects (India) Limited 67.19%



JMC Projects (India) Limited
a Kalpataru Group Enterprise

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

Shareholding Pattern
(December 31, 2016)

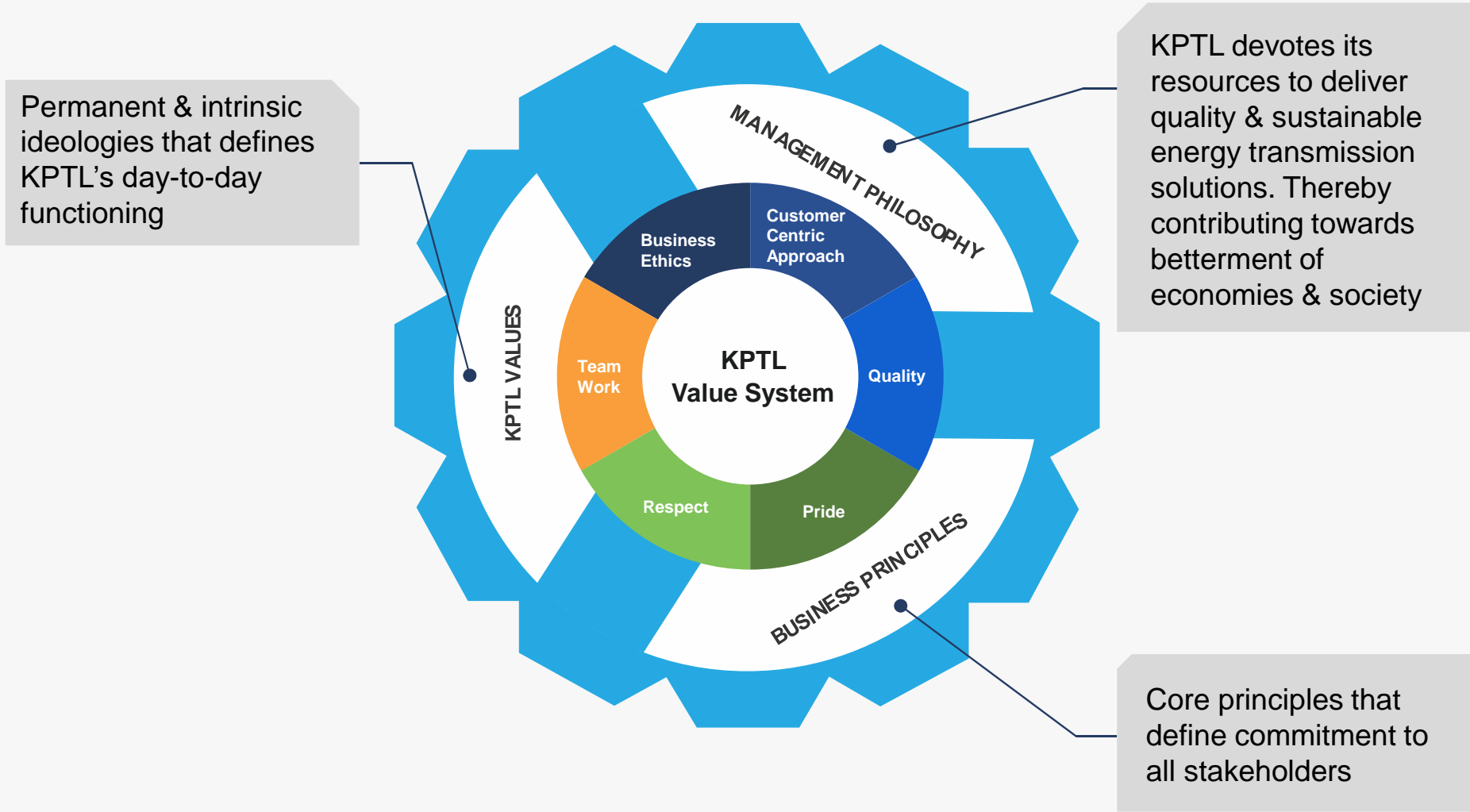


■ Promoters ■ DII's ■ Corporate & Retail

Shree Shubham Logistics Limited 71.52%



- Integrated business model focused on the midstream segment of agri-commodity value chain
- Manages and operates warehouses through hub and spoke model across the states of Rajasthan, Gujarat, Madhya Pradesh and Maharashtra

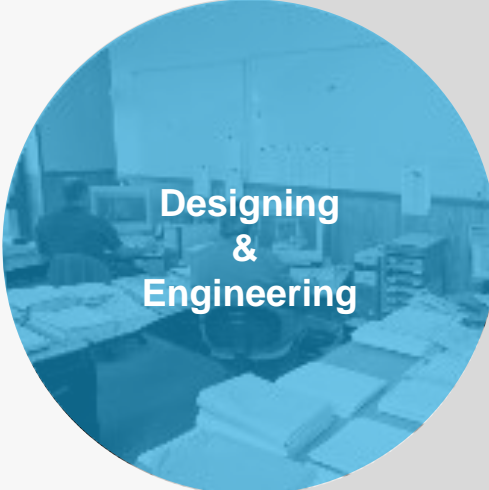


Permanent & intrinsic ideologies that defines KPTL's day-to-day functioning

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



Manufacturing

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 40,000 towers across the world

Milestones

- 1983-95** 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 BOOT 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** Consol. turnover crossed INR 72 Bn
- 2016** Global footprints expanded to over 41 countries

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 15,000 people.



- Currently live projects in over 20 countries.



Substation

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 1st international substation contract in Africa region.

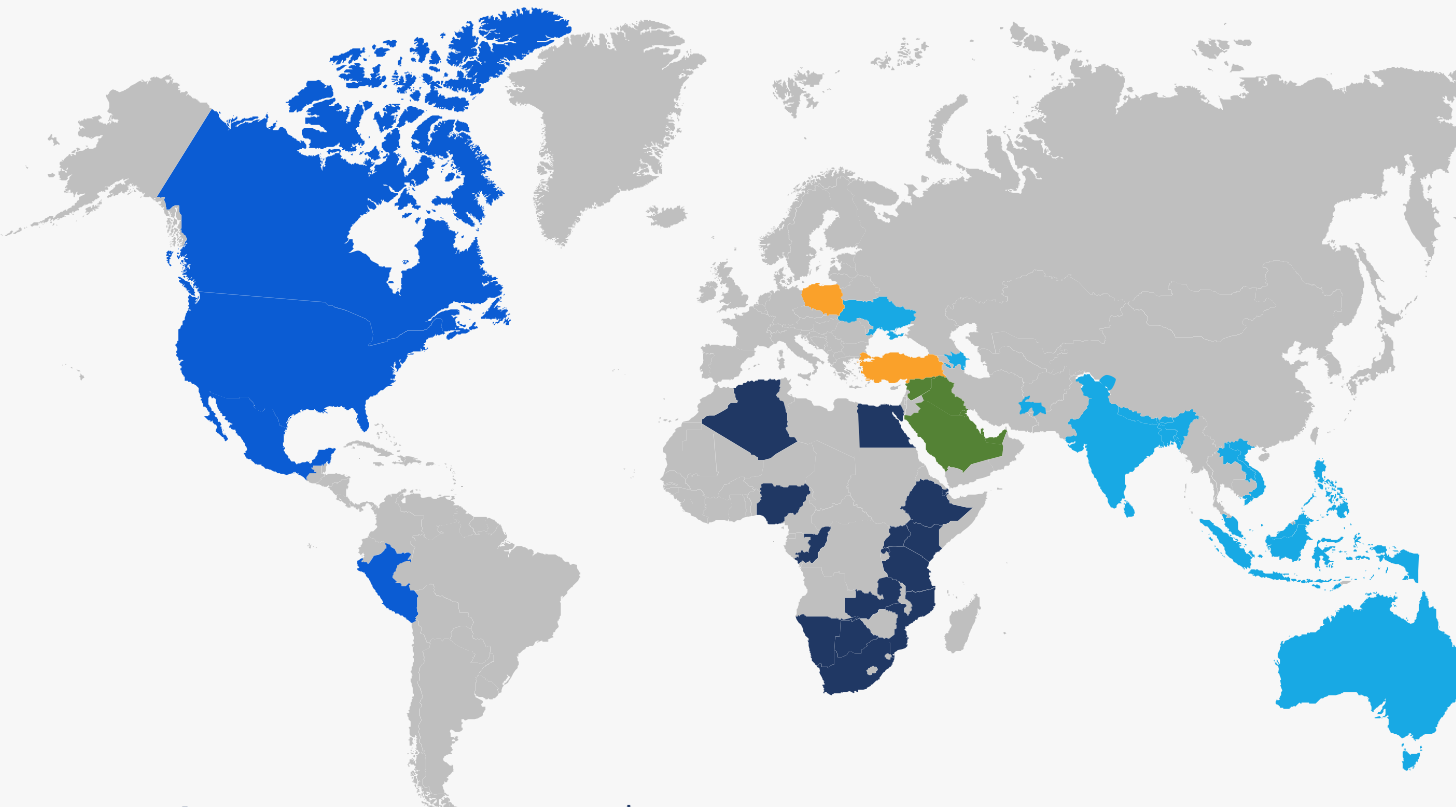


Tower Testing And R&D Center

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



- Helicopter testing facility to test upto 85 metres tower
- Tested over 300 towers for domestic and international clients



- ### Australasia
- Australia
 - Bangladesh
 - Indonesia
 - Laos
 - Malaysia
 - Nepal *
 - Philippines **
 - Thailand **
 - Vietnam
 - India **
 - Srilanka **
 - Bhutan **
 - Ukraine (CIS) **
 - Armenia (CIS) **
 - Tajikistan (CIS) **

- ### Africa
- Algeria **
 - Congo **
 - Djibouti *
 - Ethiopia **
 - Kenya **
 - Mozambique
 - Namibia
 - Nigeria
 - S. Africa *
 - Tanzania *
 - Uganda **
 - Zambia **
 - Egypt **
 - Rwanda **
 - Botswana **

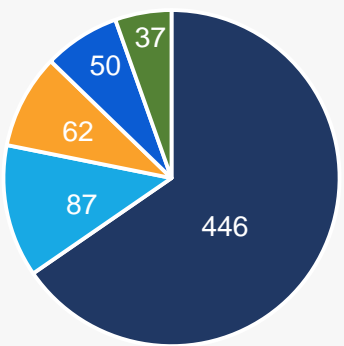
- ### Middle East
- Iraq
 - Kuwait **
 - UAE **
 - Qatar **
 - Saudi Arabia **

- ### Americas
- Canada
 - Mexico
 - Peru
 - USA

- ### Europe
- Turkey *
 - Poland

* Projects executed on Turnkey basis
 ** Projects under execution on Turnkey basis in 21 countries

International Order Book – Total \$681 Mn (As on 31st Dec.2016)



- Africa (65.4%)
- S. Asia (12.8%)
- CIS/Europe & Far East (9.1%)
- SAARC (7.3%)
- MENA (5.4%)

INFRASTRUCTURE EPC



Oil & Gas Infrastructure

Segments

Oil & Gas pipeline

Gas gathering station

Process plants

Refineries

Sub-marine pipelines

Off-shore well-head platforms

Order Book
INR 5 Bn
 (31st Dec.2016)

Setup **80+**
Oil & Gas Stations

Laying of
3,200+ km Oil & Gas Pipelines

Milestone

- 2004** Started commissioning oil & gas pipeline.
- 2007** Certification - RINA ISO 9001-2000
- 2011** Received IPLOCA award
 Completed Mundra Bathinda Pipeline Project from HPCL-Mittal Pipeline Ltd of 550Kms

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



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



Panvel Dabhol Pipeline Project–Gail Ltd - Maharashtra

Clientele



INFRASTRUCTURE EPC

Railway Infrastructure

Services

New track laying & rehabilitation work

Railway & Overhead electrification

Signaling & Telecommunication (S&T)

Power systems

Metro Railway & Private railways sidings

Bridges & Tunnels

Station Buildings & facilities

Platforms & Traction sub-station

Order Book
INR 5 Bn

(As on 31st Dec.2016)

Opportunity of over INR 400 Bn in next 3 years

Gearing up to cater DFC* opportunities

Milestones

2010

Started operations

2012

Won first international project in Bangladesh

2016

Started participating in DFC opportunities

Landmark Projects



Taljhari – Maharajpur (West Bengal)



Tata Steel Plant – Kalinganagar (Orisha)



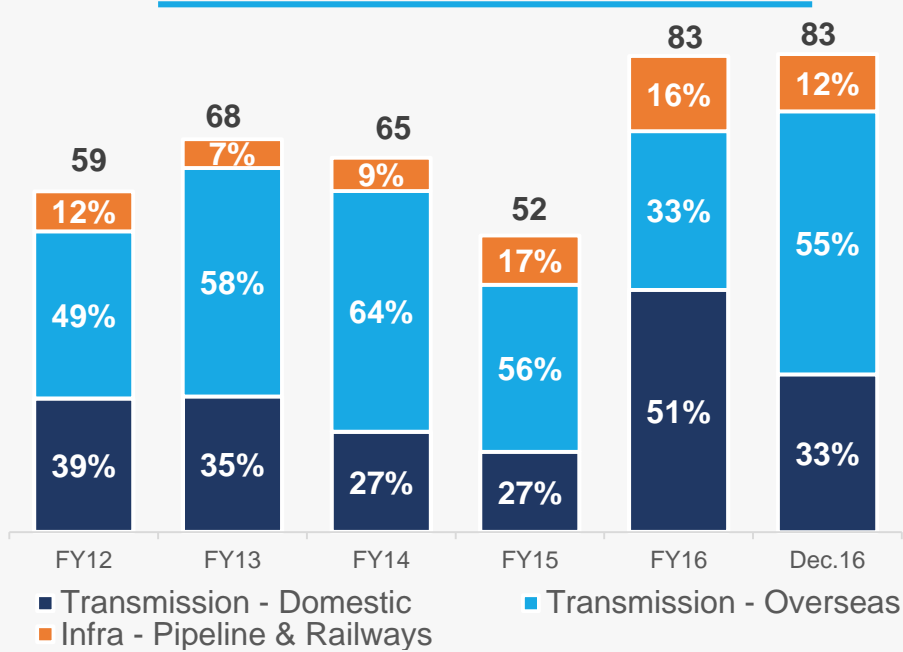
Tamluk – Basulya (West Bengal) – RVNL



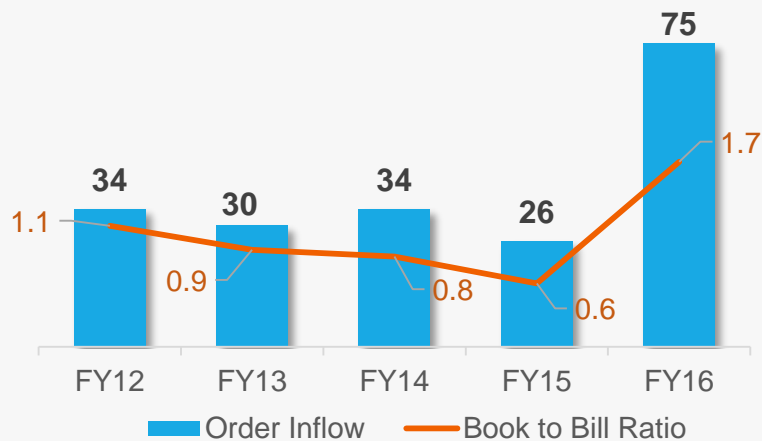
Ahmedabad-Palanpur (Gujarat) - Core

KPTL - Order Book Profile

Historical Order Book* (in INR Bn)

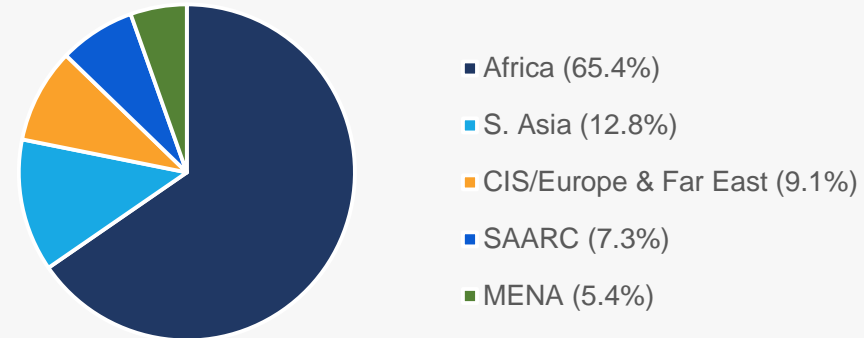


Order Inflow (in INR Bn)



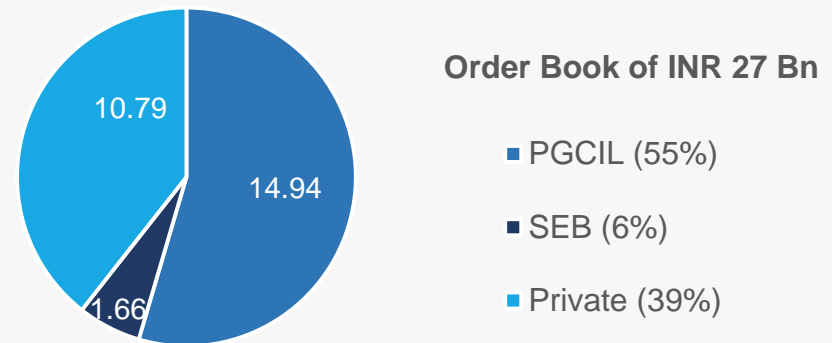
Dec'16 Order Book – Transmission (International)

Order Book of INR 46 bn



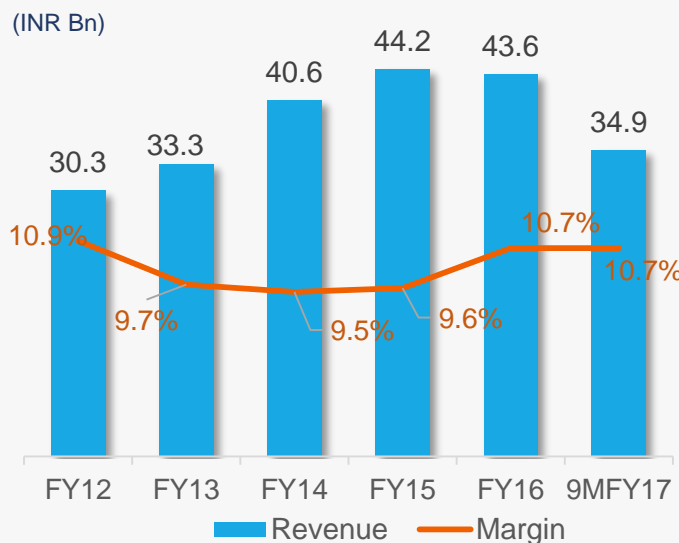
Dec'16 Order Book – Transmission (Domestic)

Order Book of INR 27 Bn

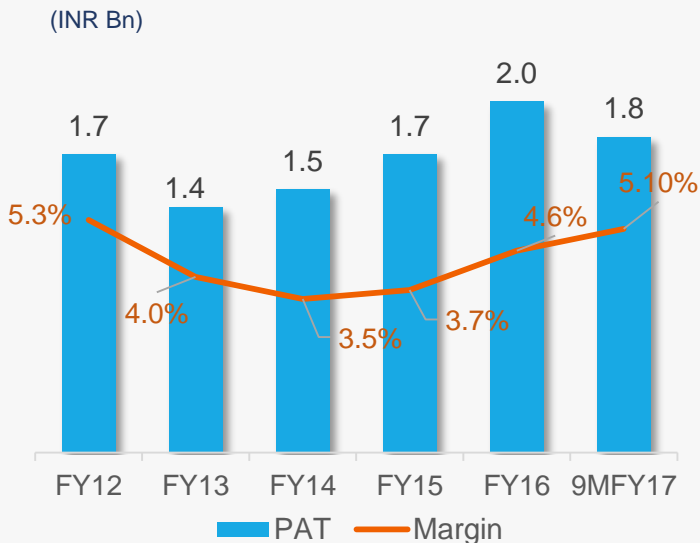


KPTL - Financial Highlights (Standalone)

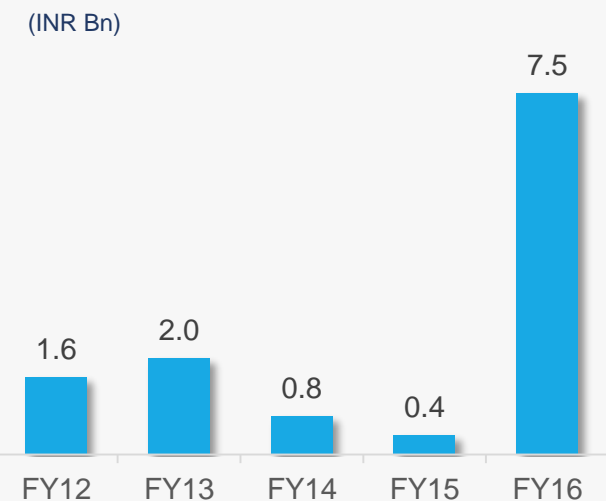
Revenue & EBITDA Margin



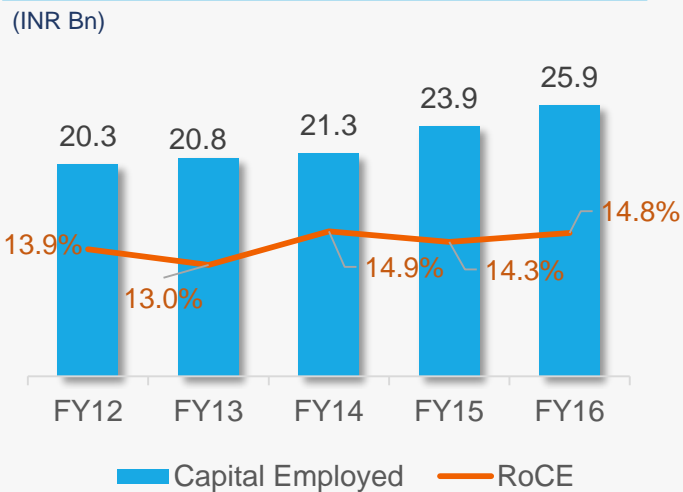
PAT & PAT Margin



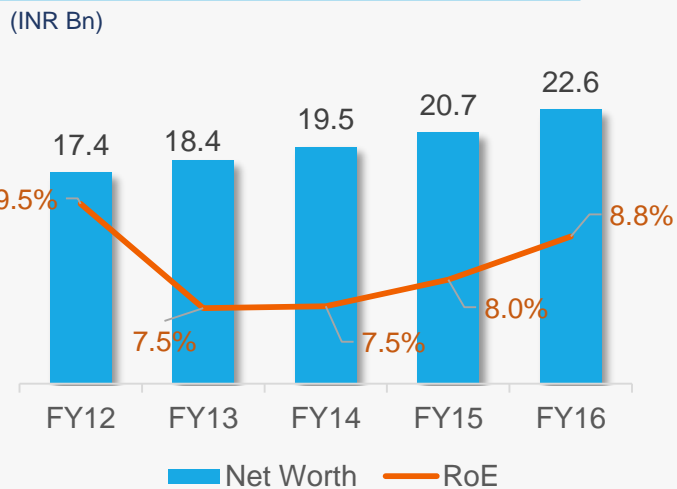
Operating Cash Flow



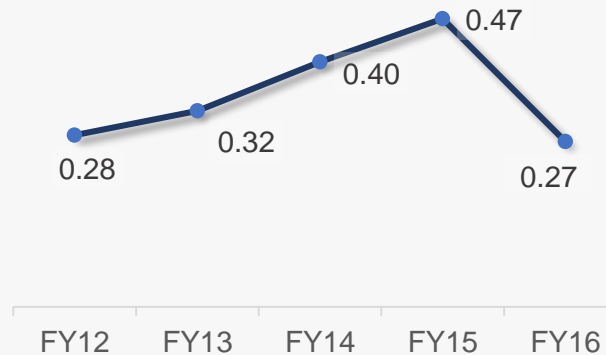
Capital Employed & RoCE



Networth & RoE



Debt-Equity Ratio



ASSET CREATION



Power Transmission Line BOOT Projects

Successfully developed a portfolio of transmission line BOOT project in India

Milestones

- 2009** Won first transmission line BOOT project in Haryana
- 2012** Commissioned first transmission BOOT project
- 2013-14** Received Early Completion of Transmission Award for the year 2012 by Ministry of Power
- 2015** Executed second transmission line BOOT project in MP
- 2016** Won third transmission line BOOT project

BOOT Projects

Projects	Jhajjar KT Transco Pvt. Ltd.	Kalpataru Satpura Transco Pvt. Ltd.	Alipurduar Transmission Limited
Model	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
SPV ownership	Kalpataru Power & its associates- 51% & Techno electric - 49%	Kalpataru Power - 100%	Kalpataru Power - 100%
Project Cost	INR 4.5 Bn	INR 3.4 Bn	INR 11.5 Bn
Concession Period	25 yrs+ 10 yrs extendable	25 yrs+ 10 yrs extendable	35 Years
Current Status	Generating revenue of INR 540 Mnpa	Generating revenue of INR 380 Mnpa	Under Development, Achieved financial closer
Completion date	Commenced operation in March 2012	Commenced operation in April 2015	FY18

ASSET CREATION



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



Logistics infrastructure to collect ~200,000 MTs of waste

Gold Standard Certification*

Plants

Particulars	Plant 1	Plant 2
Location	Padampur in Ganganagar District, Rajasthan.	Uniara in Tonk District, Rajasthan.
Plant Consumption	Agricultural waste and crop residues (biomass) as inputs.	
Capacity	7.8 MW	8 MW
Registrations & Certifications	<ul style="list-style-type: none"> - 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 Ltd.

JMC Projects (India) Limited
 a Kalpataru Group Enterprise

Experience of
over 30 Years

Turnover
INR 24 Bn
 (FY16)

Market Cap.
INR 7.3 Bn
 (15th Mar.2017)

Employees
~2,800

- Full-scale infrastructure EPC player in all verticals viz. Buildings & factory, Roads & Flyovers, Water and Railways, Industrial and Power BOP

Key Projects



Power Grid Corpn.,
 Gurgaon



Indian Institute of
 Management, Ahmedabad



Cadila Healthcare,
 Ahmedabad



Infosys Technologies,
 Bangalore



Elevated Metro Stations,
 DMRC, Delhi



“Thyagaraj Sports Complex”
 Commonwealth Games 2010, New
 Delhi

Turnkey Service Provider



Civil



Firefighting



Mechanical



High-voltage
 Air-conditioning
 (HVAC)



Electrical



Landscaping

Strong Clientele

Factories



Buildings



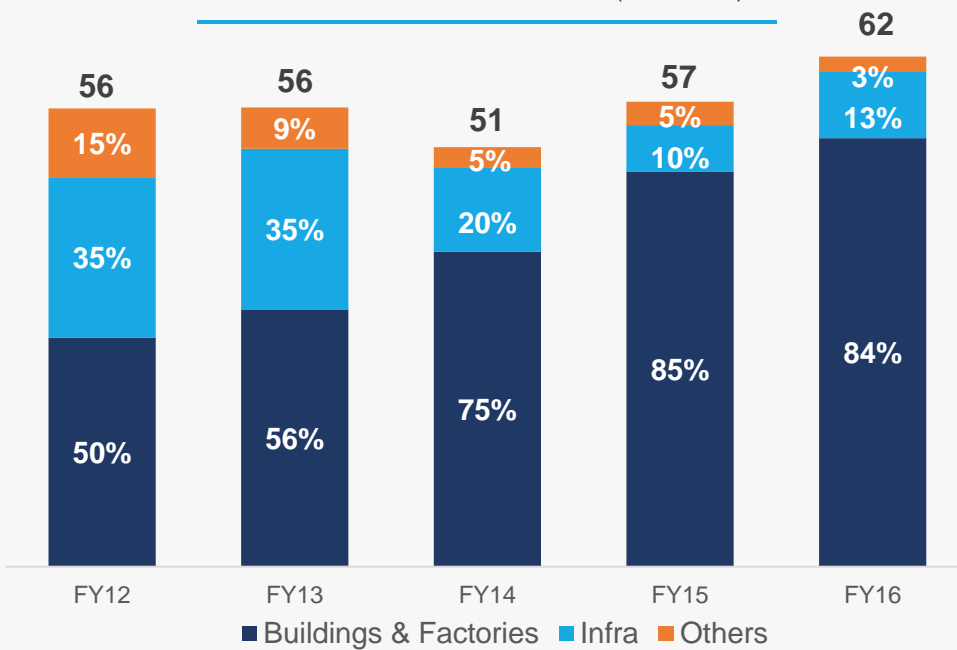
Power BOP



Infrastructure (Roads, Metro, Water)



Historical order book (in INR Bn)

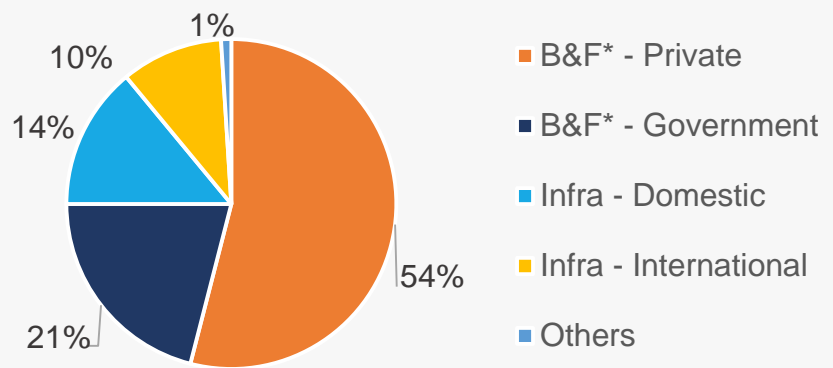


Milestone

- 1986 Incorporated
- 1994 IPO
- 2005 KPTL acquired controlling stake
- 2007-08 Entered in Power & Infra EPC Business
- 2009 Turnover crossed INR 10 Bn
- 2010 Won first road BOOT projects
- 2013 Won first international road EPC contract
- 2014-15 All 4 road BOOT projects get operational

Order Book – INR 68 Bn (in%)

(As on 31st Dec.2016)



*Buildings & Factories

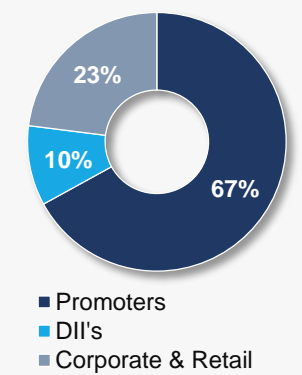
Stock Information

(As on 15th Mar.2017)

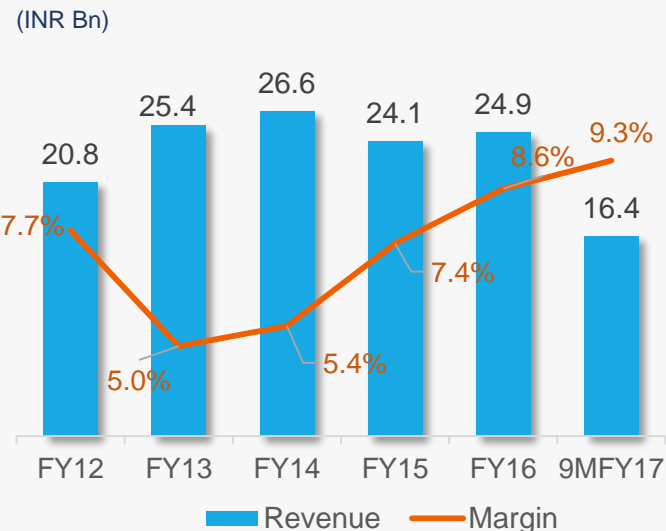
- Stock Price **INR 217**
- Market Cap. **INR 7.3 Bn**
- Net Worth **INR 6.61 Bn**
- Debt-Equity Ratio **0.95:1**
- Credit Rating **A+**

Shareholding Pattern

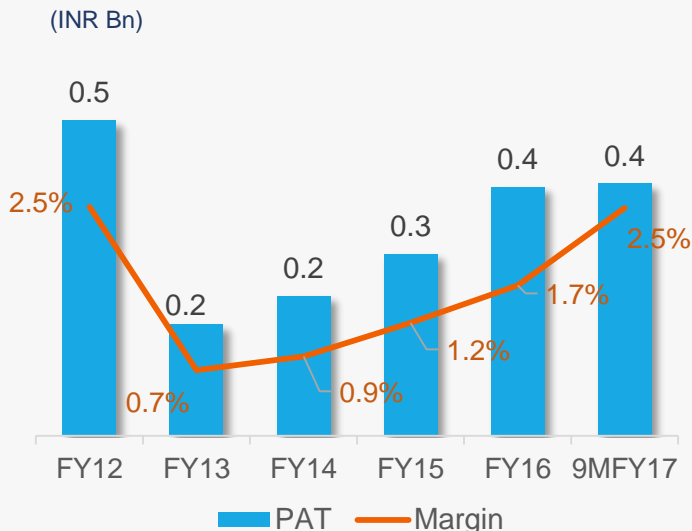
(As on 31st Dec.2016)



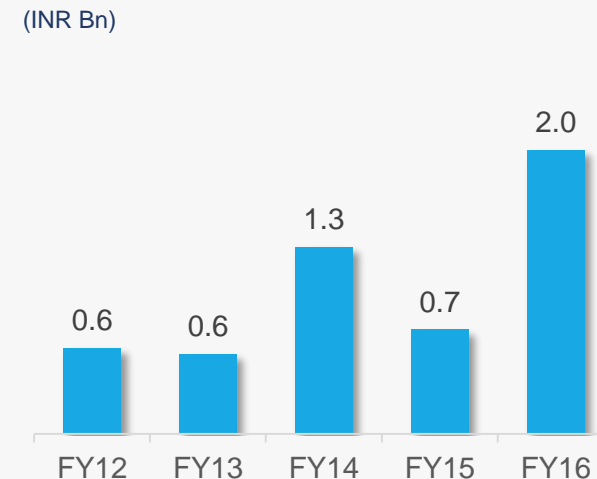
Revenue & EBITDA Margin



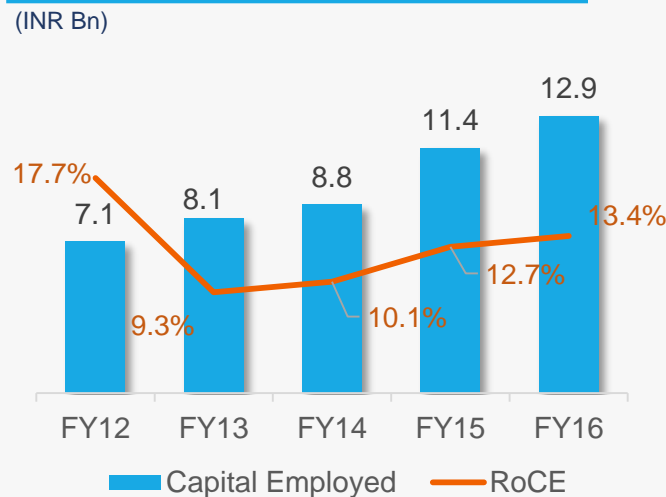
PAT & PAT Margin



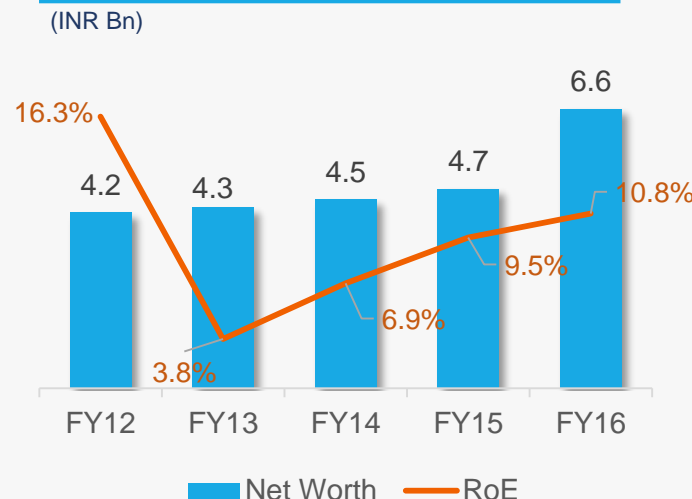
Operating Cash Flow



Capital Employed & RoCE



Net Worth & RoE



Debt-Equity Ratio

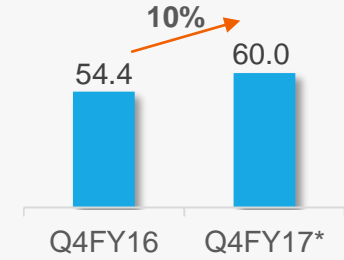
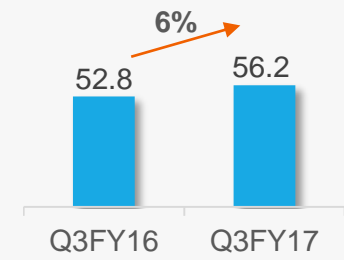
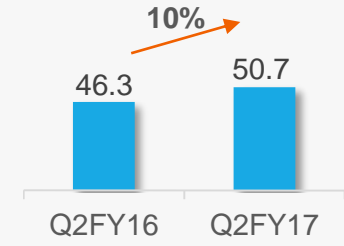
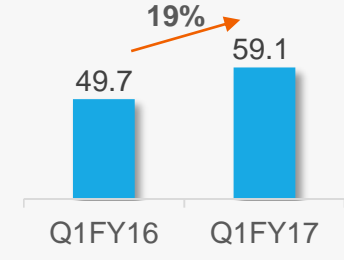


JMC Projects - Road BOOT Projects

Projects	Kurukshetra Expressway Pvt Ltd.	Brij Bhoomi Expressway Pvt Ltd.	Wanganga Expressway Pvt Ltd.	Vindhyachal Expressway Pvt Ltd.
Model	Toll Based	Toll Based	Toll Based	Toll Based
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)
SPV ownership	JMC Projects 51% SREI Infrastructure 49%	JMC Projects 100%	JMC Projects 100%	JMC Projects 100%
Project Cost	INR 10.35 Bn	INR 2.65 Bn	INR 4.5 Bn	INR 5 Bn
Debt	INR 7.9 Bn	INR 1.6 Bn	INR 3.3 Bn	INR 5 Bn
Grant	-	INR 0.5 Bn	-	-
Equity	INR 2.4 Bn	INR 0.5 Bn	INR 1.2 Bn	INR 1.9 Bn
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

Avg. Daily Revenue of all BOOT Projects

(INR Lakhs/day)



*2 Months (Jan & Feb '17)

Major Operating Subsidiaries



Shree Shubham Logistics Ltd

KPTL owns
72% stake

Turnover
INR 2.5 Bn
(FY16)

ISO
9001:2008
&
22000:2005
certified co.

Employees
~300

- 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 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
- 2011** WDRA accreditation
- 2013** PE investments

Offering One-stop solutions across value chain



Key Management



Mr. Mofatraj P. Munot | Chairman

Founder, Promoter and Chairman of Kalpataru Group with over 46 years of experience in the field of Real Estate and Property development, Civil Contracting & various industries



Mr. Parag Munot | Promoter Director

Director of the Company since 1991. An M.B.A. from the Carnegie Mellon University and has nearly 18 years of experience in real estate and property development



Mr. Manish Mohnot | Managing Director

CA, ICWA & holder of 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.



Mr. Rajeev Dalela – President (TLD & SAARC)



Mr. Kamal Jain - Director - Finance & CFO



Mr. Prasun Kumar Dutta - Sr. Vice President (Substation Div.)



Mr. D. B. Patel - Director (Operations)



Mr. Anil Kumar – Dy. President (Railways)



Mr. Sanjay Dalmia - Director (International Business)



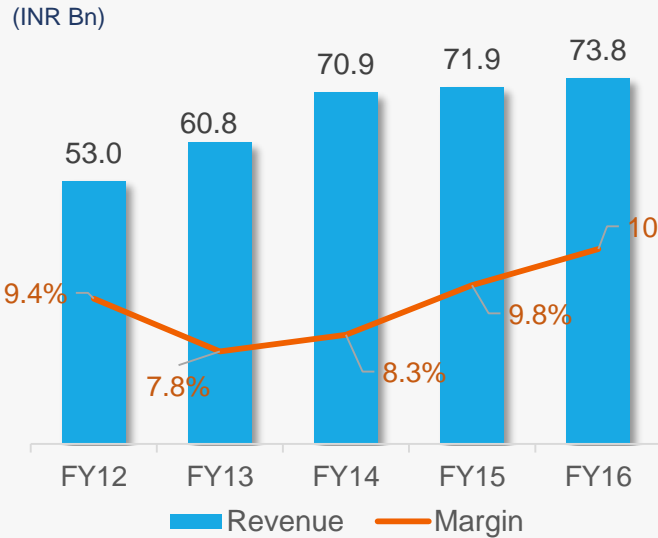
Mr. Saurabh Gupta – Sr. Vice President & Head (BOOT Assets)



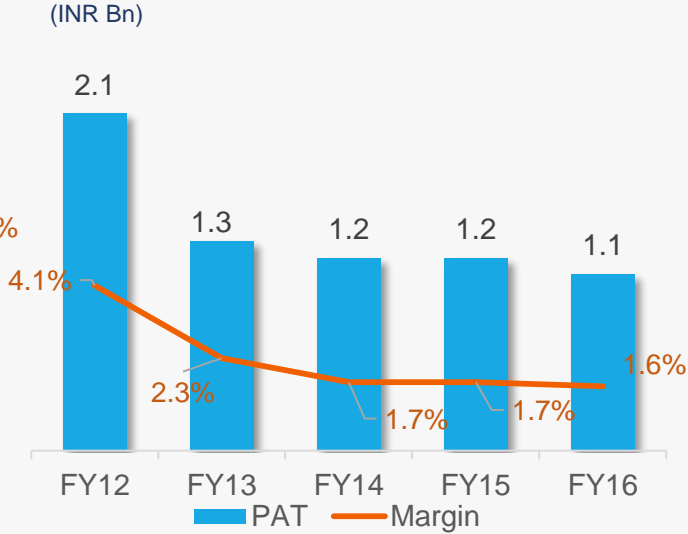
Mr. Gyan Prakash - President & CEO (Infra Projects)

KPTL - Financial Highlights (Consolidated)

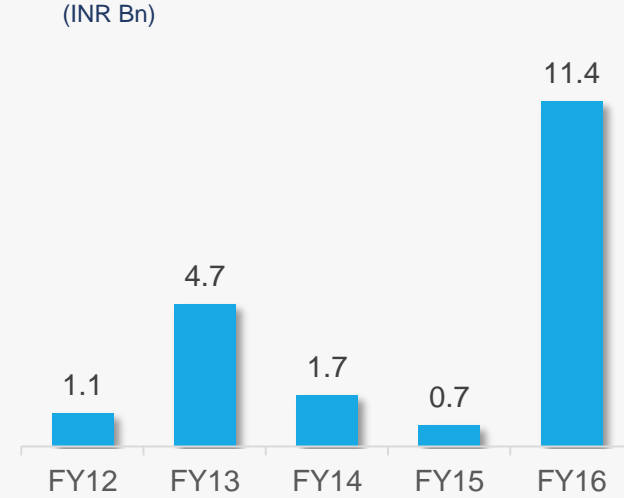
Revenue & EBITDA Margin



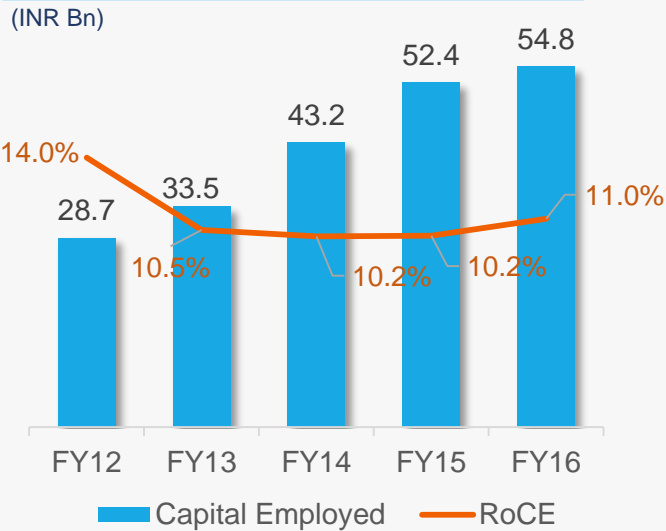
PAT & PAT Margin



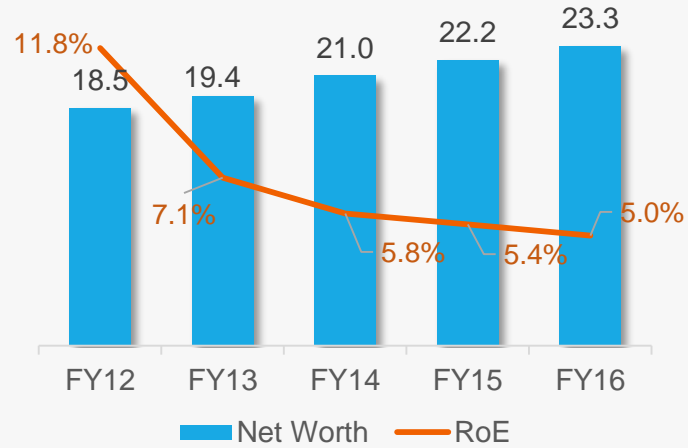
Operating Cash Flow



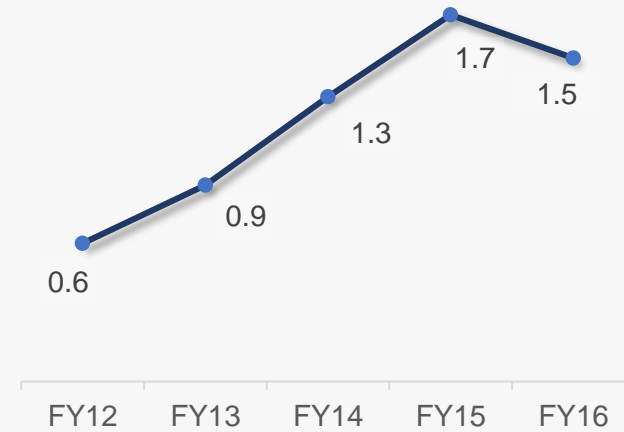
Capital Employed & RoCE



Networth & RoE

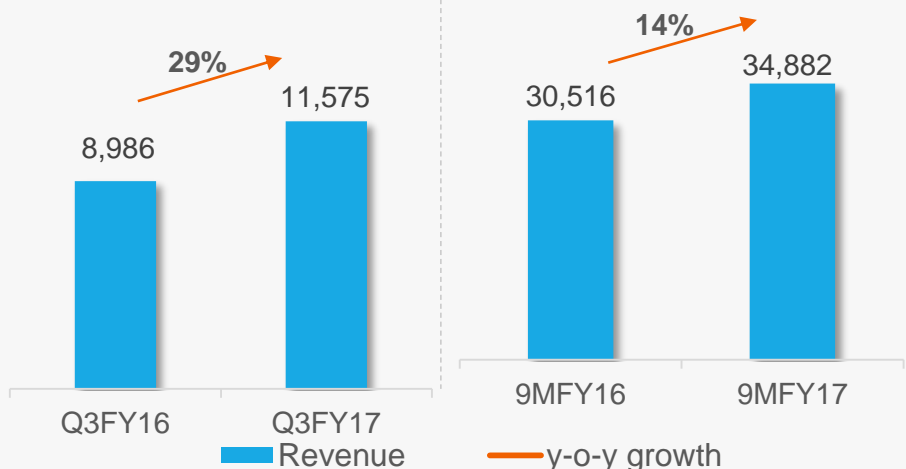


Debt-Equity Ratio



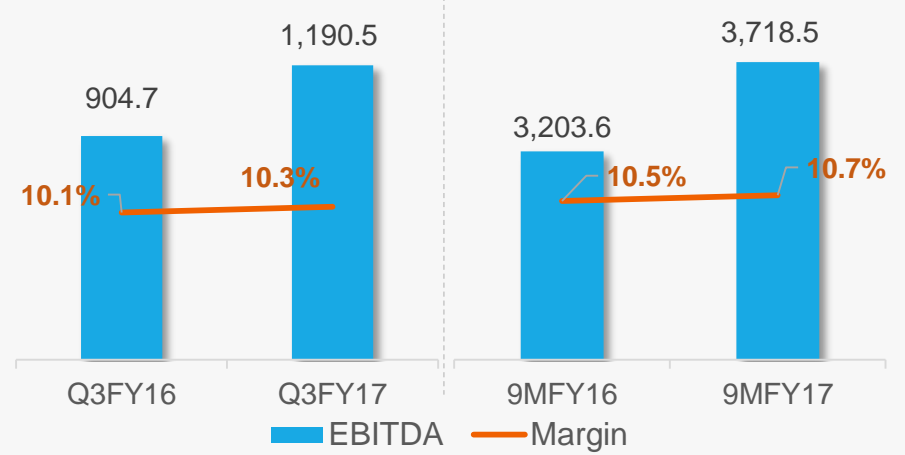
Revenue

(INR Mn)



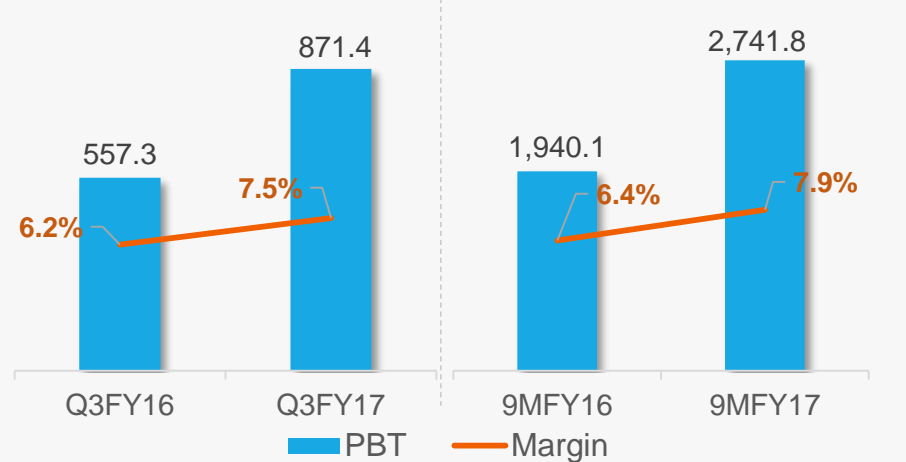
EBITDA & EBITDA Margin

(INR Mn)



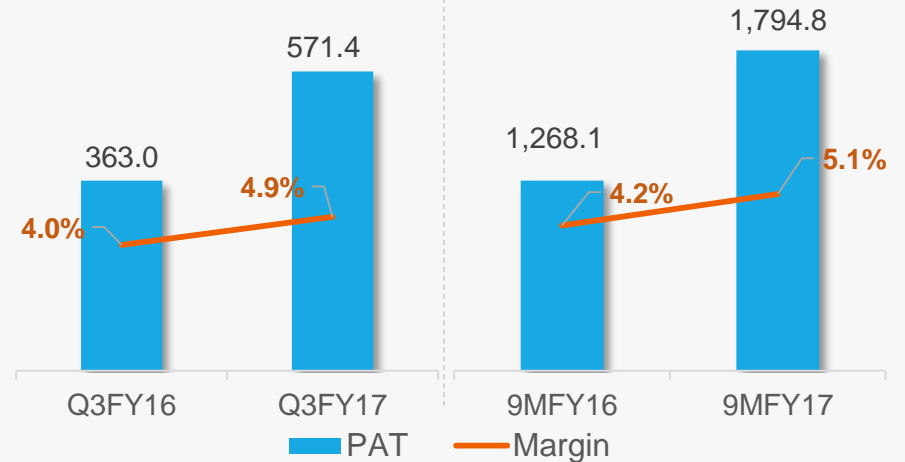
PBT & PBT Margin

(INR Mn)

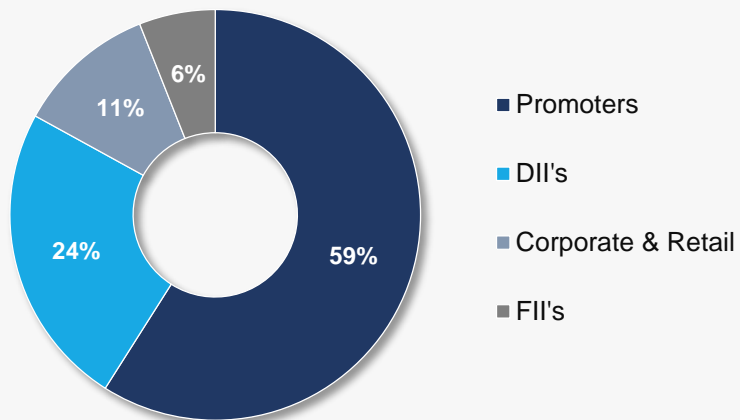


PAT & PAT Margin

(INR Mn)



Shareholding Pattern (as on 31st Dec. 2016)









Top Institutional Holders (As on 28th Feb. 2017)

	Market Value (in USD Mn)	%O/S
HDFC Asset Management Co. Ltd.	58	8.64%
HSBC Global Asset Management (Hong Kong) Ltd.	23	3.50%
ICICI Prudential Life Insurance Co. Ltd.	19	2.90%
DSP BlackRock Investment Managers Pvt Ltd.	14	2.11%
Reliance Nippon Life Asset Mangement Ltd.	14	2.11%

Source: Factset & NSE India

Stock Data - NSE (as on 15th March 2017)

 Stock Price	INR 288.00
 52 Week High/Low	300.50 / 184
 Avg. Volume (1 month)	66462 shares
 Mkt Cap.	INR 44 Bn
 Shares Outstanding	153 Mn
 Free Float	INR 18 Bn / 40.6%

Credit Rating

FY16



AA+

Healthcare



Dental Checkup



X-Ray machine setup for checkup



Kalpa Seva Arogya Kendra

100+ patients visit Seva Kendra on daily basis

30,000+ new cases have been registered till date

250+ hearing impaired students benefitted from Cordless F. M. Loop Amplification System

1,010 students & 65 teachers benefitted through Modern Library and Study Centre

Supported 734 schools in the vicinity of Gandhinagar, Gujarat

Community Development



Reading and writing facilities to benefit teachers through various program

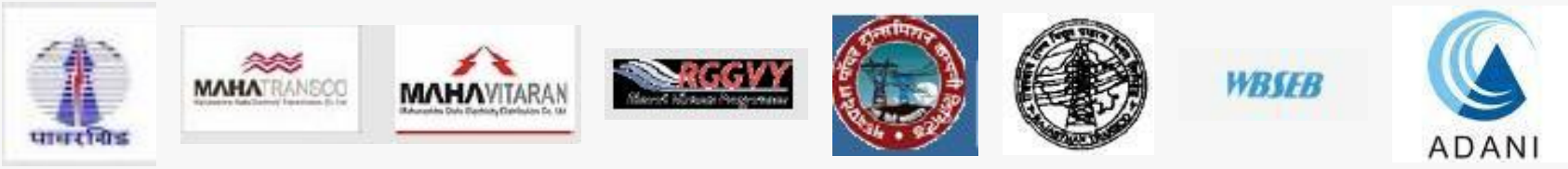


Modern Library and Study Centre



Providing quality education facilities

Asia / India



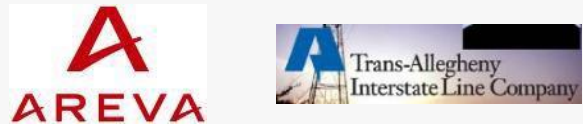
Middle East



South East Asia



North America



Africa



And Many More....



Thank You

Contact

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