



KALPA-TARU®

KALPATARU POWER TRANSMISSION LIMITED

Factory & Registered Office :
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CIN : L40100GJ1981PLC004281

KPTL/17-18
February 7, 2018

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 nine months ended on 31st December, 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

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KALPA-TARU

POWER TRANSMISSION LIMITED

Analyst Presentation

Q3 FY18 Results – February 7, 2018



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- **KPTL Standalone**
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Key Financial Highlights – Q3 FY18



KPTL

- Sales increased by 22% YoY
 - Sales increased by 26% YoY adjusted for the impact of Excise Duty
 - Core EBIDTA margin at 10.7%
 - PBT margin at 8.1%
 - PAT margin at 5.3%
 - New Order Intake of Rs 2,812 Crs in Q3; YTD order intake of Rs 8,440 Crs
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JMC

- Sales increased by 29% YoY
 - Core EBIDTA margin at 9.9%
 - PBT margin at 4.8%
 - PAT margin at 3.4%
 - New Order Intake of Rs 1,332 Crs in Q3; YTD order intake of Rs 2,704 Crs
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Financial Highlights – KPTL Standalone



Amount in Rs Crs

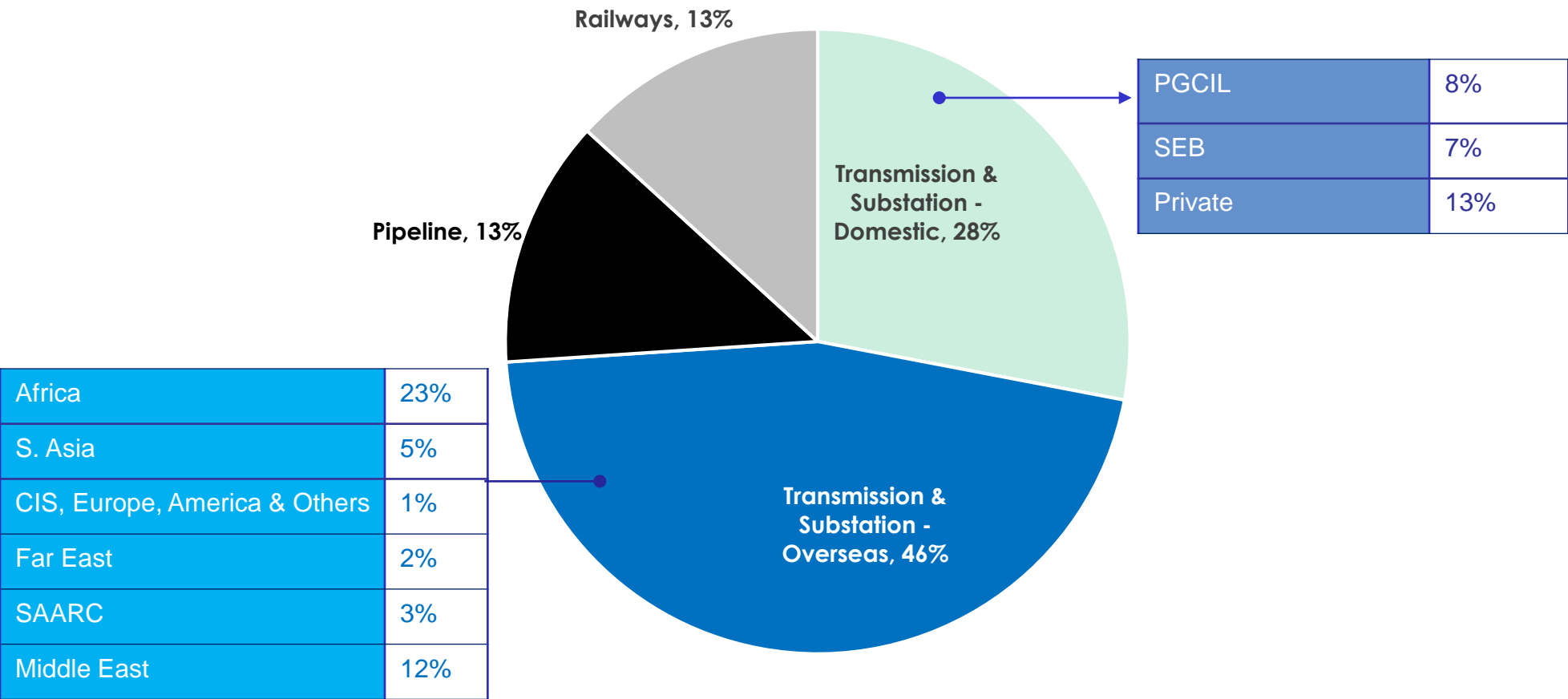
Growth	9M FY18	9MFY17	Particulars	Q3 FY17	Q3 FY18	Growth
10%	3,847.1	3488.2	Revenue	1157.6	1417.4	22%
14%	422.1	371.9	Core EBIDTA (excl. other income)	119.1	152.0	28%
-8%	72.3	78.4	Finance Cost	23.9	28.3	18%
20%	329.4	274.2	PBT	87.1	115.1	32%
21%	217.2	179.5	PAT	57.1	75.2	32%
	11.0%	10.7%	Core EBIDTA Margin	10.3%	10.7%	
	8.6%	7.9%	PBT Margin	7.5%	8.1%	
	5.6%	5.1%	PAT Margin	4.9%	5.3%	

Q2 FY18	Particulars	Q3 FY17	Q3 FY18	Difference	
				y-o-y	q-o-q
755.3	Loan Funds	715.4	866.6	151.2	111.3
405.6	(+) Long Term borrowings	233.4	398.5	165.2	(7.1)
215.0	(+) Short Term borrowings	342.0	335.1	(6.9)	120.1
134.7	(+) Current maturities of long term debt	140.0	133.0	(7.0)	(1.7)
52.8	(-) Cash & Cash Equivalent	117.9	111.4	(6.5)	58.7
702.5	Net Debt	597.4	755.2	157.7	52.6

KPTL Standalone Order Book Status



Order Book of Rs 10,532 Crores (net of GST) as on 31st December 2017



KPTL has secured new orders of Rs 2,812 in Q3 & Rs 2,417 Crores in Q4 till date

Financial Highlights – JMC Standalone



Amount in Rs Crs

Growth	9M FY18	9M FY17	Particulars	Q3 FY17	Q3 FY18	Growth
24%	2032.6	1,638.0	Revenue	548.1	706.6	29%
32%	201.3	152.6	Core EBIDTA (excl. other income)	48.1	70.3	46%
-2%	64.4	65.4	Finance Cost	21.0	22.5	7%
77%	100.4	56.8	PBT	21.1	33.6	60%
70%	70.4	41.5	PAT	18.2	23.7	30%
	9.9%	9.3%	Core EBIDTA Margin	8.8%	9.9%	
	4.9%	3.5%	PBT Margin	3.8%	4.8%	
	3.5%	2.5%	PAT Margin	3.3%	3.4%	

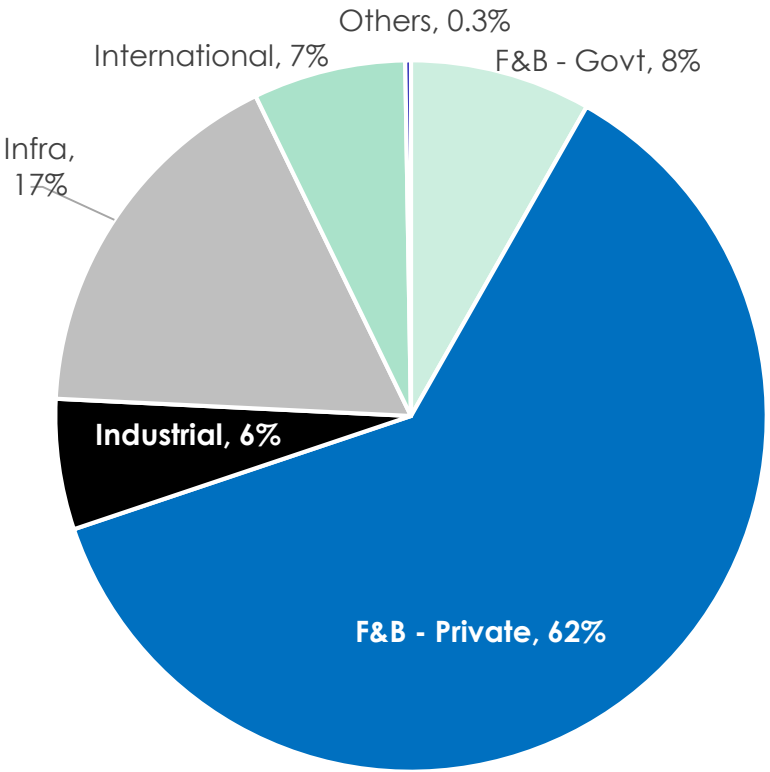
Q2 FY18	Particulars	Q3 FY17	Q3 FY18	Difference	
				y-o-y	q-o-q
777.3	Loan Funds	706.7	731.4	24.7	(45.9)
312.7	(+) Long Term borrowings	215.5	314.9	99.4	2.2
405.6	(+) Short Term borrowings	373.4	344.8	(28.6)	(60.8)
59.0	(+) Current maturities of long term debt	117.8	71.7	(46.1)	12.7
41.5	(-) Cash & Cash Equivalent	52.7	36.4	(16.3)	(5.0)
735.8	Net Debt	654.0	694.9	41.0	(40.9)

* Loan Funds include Buyers credit

JMC Standalone Order Book Status



Order Book of Rs 7,500 Crs (net of GST) as on 31st December 2017



JMC has secured new orders of Rs 1,332 Crores in Q3 and Rs 369 Crores in Q4 till date

Financial Highlights – SSL Standalone



Amount in Rs Crs

Growth	9M FY18	9M FY17	Particulars	Q3 FY17	Q3 FY18	Growth
10%	49.8	45.2	Revenue	14.6	19.1	31%
	18.0	(13.1)	Core EBIDTA (excl. other income)	(1.7)	8.6	
-13%	30.2	34.8	Finance Cost	11.1	9.9	-11%
	(22.0)	(55.8)	PBT	(15.4)	(4.7)	
	(22.0)	(55.8)	PAT	(15.4)	(4.7)	
	36.1%	-29.0%	Core EBIDTA Margin	-11.4%	45.1%	
	-44.1%	-123.6%	PBT Margin	-105.6%	-24.5%	
	-44.1%	-123.6%	PAT Margin	-105.6%	-24.5%	

Q2 FY18	Particulars	Q3 FY17	Q3 FY18	Difference	
				y-o-y	q-o-q
410.5	Loan Funds	428.2	418.6	(9.6)	8.2
351.7	(+) Long Term borrowings	385.8	350.7	(35.1)	(1.0)
3.0	(+) Short Term borrowings	10.3	16.0	5.7	13.0
55.8	(+) Current maturities of long term debt	32.1	51.9	19.8	(3.9)
1.4	(-) Cash & Cash Equivalent	12.0	1.8	(10.2)	0.4
409.0	Net Debt	416.2	416.8	0.6	7.8

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 in Haryana** – Fully operational; system availability 99.7% in Q3
- **Satpura Transmission line in MP** – Fully operational; system availability 100% in Q3
- **Alipurduar Transmission Line in West Bengal and Bihar**- All requisite permissions and approvals are in place. Project execution is in full swing.
- **Kohima-Mariani Transmission Project** – Financial closure achieved.

❖ Developmental projects

- **Thane IT Park project – ‘Kalpataru Prime’**
 - ~40% of the area was sold a couple of years ago
 - For balance office area, signed a term sheet to assign our interests
 - The company has also received a token Rs 14 Crores and remaining consideration is expected to be realized soon
- **Indore residential projects - ‘Kalpataru Grandeur’**
 - Sale commitment for ~24% of the saleable area as per current FSI
 - Project completion likely by June 19



Thank You