

**KALPATARU®****KALPATARU POWER TRANSMISSION LIMITED**

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CIN : L40100GJ1981PLC004281

**KPTL/17-18**  
**19<sup>th</sup> May, 2017**

<p><b>BSE Limited</b> Corporate Relationship Department Phiroze Jeejeebhoy Towers Dalal Street, Fort MUMBAI - 400 001.</p> <p><b>Script Code: 522287</b></p> <p>Listing: <a href="http://listing.bseindia.com">http://listing.bseindia.com</a></p>	<p><b>National Stock Exchange of India Ltd.</b> 'Exchange Plaza', C-1, Block 'G', Bandra-Kurla Complex Bandra (E) MUMBAI – 400 051.</p> <p><b>Script Code : KALPATPOWR</b></p> <p>Listing: <a href="https://www.connect2nse.com/LISTING/">https://www.connect2nse.com/LISTING/</a></p>
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**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 updated Investor's / Analyst Presentation.

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

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

*Q4 FY17 Results – May 19, 2017*



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# Key Financial Highlights



## Q4 FY17

### KPTL

- Sales increased by 12%
- Core EBIDTA margin at 10.3%
- PBT margin at 8.4%
- PAT margin at 5.9%
- Order Inflow of Rs 2,850 crs

## FY17

- Sales increased by 14%
- Core EBIDTA margin at 10.6%
- PBT margin at 8.0%
- PAT margin at 5.4%
- Order Inflow of Rs 6,200 crs

### JMC

- Sales increased by 6%
- Core EBIDTA margin at 8.5%
- PBT margin at 3.9%
- PAT margins at 2.6%
- Order Inflow of Rs 1,050 crs

- Sales declined by 3%
- Core EBIDTA margin at 9.1%
- PBT margin at 3.6%
- PAT margins at 2.6%
- Order Inflow of Rs 3,200 crs

# Financial Highlights – KPTL Consolidated



KPTL Consolidated			
<i>(Amount in Rs Crs)</i>			
Particulars	FY17	FY16	Growth
Total Income	7,653.1	7,309.9	5%
EBIDTA	891.4	808.0	10%
Finance Cost	384.5	414.0	-7%
PBT	294.8	171.3	72%
PAT	157.3	75.8	107%
Core EBIDTA Margin	11.6%	11.1%	+50 bps
PBT Margin	3.9%	2.3%	+160 bps
PAT Margin	2.1%	1.0%	+110 bps

Particulars	FY17	FY16	Diff.
Loan Funds	2,859.6	2,941.5	(81.9)
(+) Long Term borrowings	1,992.2	1,997.7	(5.5)
(+) Short Term borrowings	580.6	689.9	(109.3)
(+) Current maturities of long term debt	286.8	254.0	32.8
(-) Cash & Cash Equivalent	246.3	153.4	92.8
Net Debt	2,613.3	2,788.1	(174.8)

# Financial Highlights – KPTL Standalone



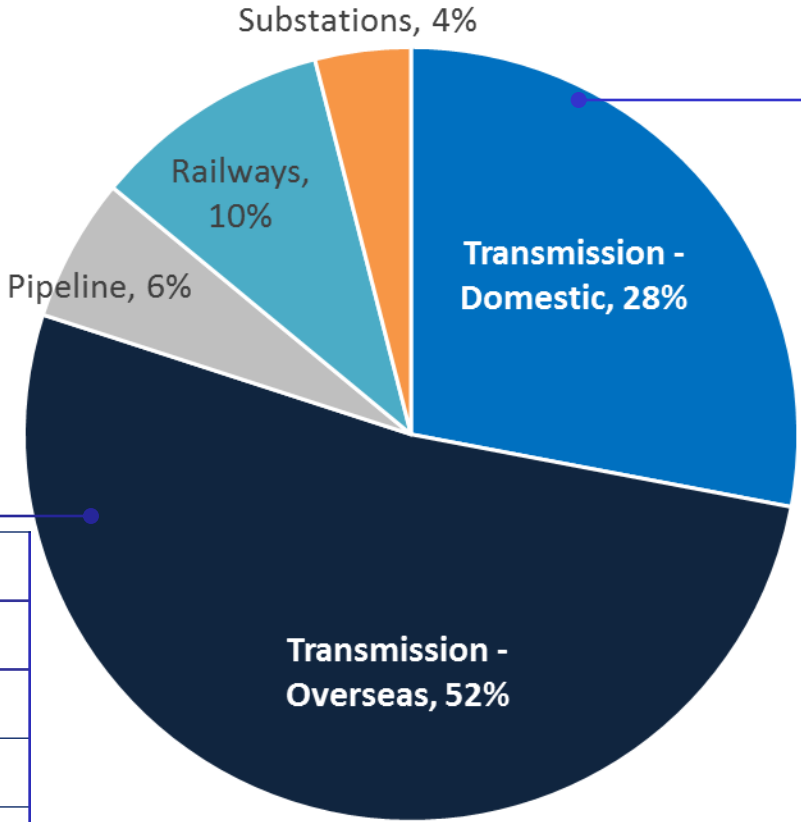
Growth	FY17	FY16	Particulars	Q4 FY16	Q4 FY17	Growth
14%	5,010.7	4,408.8	Revenue	1,357.2	1,522.5	12%
17%	529.1	453.1	Core EBIDTA (excl. other income)	132.7	157.3	19%
-23%	98.2	127.4	Finance Cost	23.0	19.8	-14%
36%	402.6	295.7	PBT	101.7	128.4	26%
40%	269.1	192.4	PAT	65.6	89.6	37%
+30 bps	10.6%	10.3%	Core EBIDTA Margin	9.8%	10.3%	+50 bps
+130 bps	8.0%	6.7%	PBT Margin	7.5%	8.4%	+90 bps
+100 bps	5.4%	4.4%	PAT Margin	4.8%	5.9%	+110 bps

Particulars	FY17	FY16	Q3 FY17	Difference	
				y-o-y	q-o-q
Loan Funds	695.5	598.7	715.4	96.8	(19.9)
(+) Long Term borrowings	321.2	271.6	233.4	49.6	87.8
(+) Short Term borrowings	231.5	287.0	342.0	(55.5)	(110.5)
(+) Current maturities of long term debt	142.8	40.1	140.0	102.7	2.8
(-) Cash & Cash Equivalent	206.5	100.7	117.9	105.8	88.6
Net Debt	489.0	498.0	597.5	(9.0)	(108.5)

# KPTL Standalone Order Book Status



**Order Book of Rs 9,000 crs (as on 31<sup>st</sup> March 17)**



PGCIL	12%
SEB	8%
Private	8%

Africa	36%
S. Asia	6%
CIS/Europe & Far East	3%
SAARC	3%
MENA	4%



# Financial Highlights – JMC Consolidated



JMC Consolidated			
(Amount in Rs Crs)			
Particulars	FY17	FY16	Growth
Total Income	2,503.6	2,570.2	-3%
EBIDTA	281.4	264.1	7%
Finance Cost	226.3	231.5	-2%
PBT	(32.0)	(56.2)	-43%
PAT	(41.9)	(66.3)	-37%
EBIDTA Margin	11.2%	10.3%	+90 bps
PBT Margin	-1.3%	-2.2%	+90 bps
PAT Margin	-1.7%	-2.6%	+330 bps

Particulars	FY17	FY16	Diff.
Loan Funds	1,596.2	1,704.6	(108.4)
(+) Long Term borrowings	1,166.2	1,238.7	(72.5)
(+) Short Term borrowings	339.1	336.2	2.9
(+) Current maturities of long term debt	90.9	129.7	(38.8)
(-) Cash & Cash Equivalent	28.1	36.8	(8.7)
Net Debt	1,568.1	1,667.8	(99.7)

# Financial Highlights – JMC Standalone

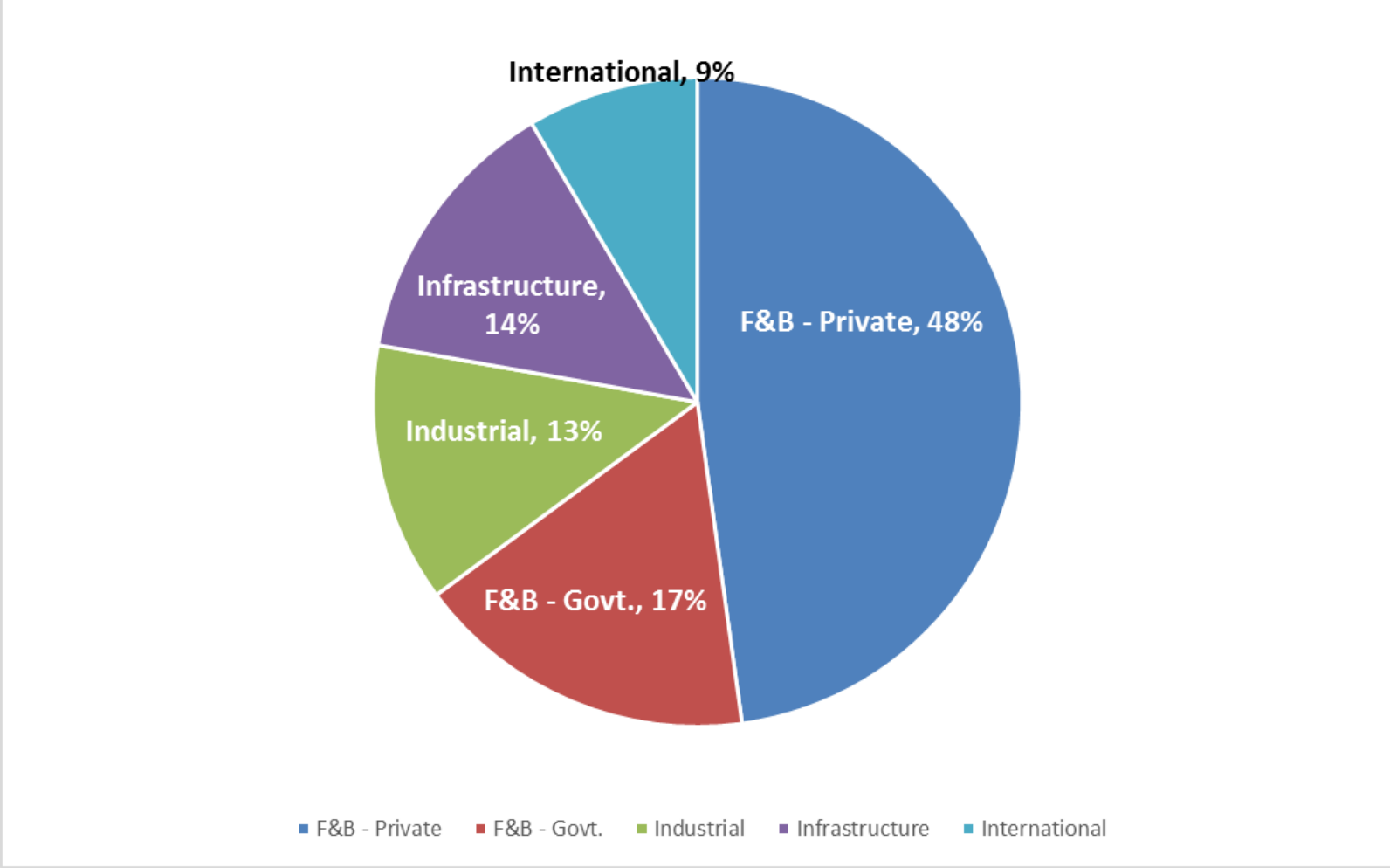


			JMC Standalone	(Amount in Rs Crs)		
Growth	FY17	FY16	Particulars	Q4 FY16	Q4 FY17	Growth
-3%	2,328.4	2,400.7	Total Income	651.7	690.4	6%
-1%	211.1	213.5	Core EBIDTA (excl. other income)	54.0	58.5	8%
-20%	84.3	105.1	Finance Cost	26.7	18.8	-30%
29%	83.8	65.1	PBT	17.3	27.0	56%
37%	59.4	43.4	PAT	11.6	17.9	54%
+20 bps	9.1%	8.9%	Core EBIDTA Margin	8.3%	8.5%	+20 bps
+90 bps	3.6%	2.7%	PBT Margin	2.7%	3.9%	+120 bps
+80 bps	2.6%	1.8%	PAT Margin	1.8%	2.6%	+80 bps

Particulars	FY17	FY16	Q3 FY17	Difference	
				y-o-y	q-o-q
Loan Funds	636.3	736.0	706.8	(99.7)	(70.4)
(+) Long Term borrowings	231.3	281.9	215.5	(50.6)	15.8
(+) Short Term borrowings	339.1	336.2	373.4	2.9	(34.3)
(+) Current maturities of long term debt	65.9	117.9	117.8	(52.0)	(51.9)
(-) Cash & Cash Equivalent	25.9	34.5	52.8	(8.6)	(26.9)
Net Debt	610.4	701.5	654.0	(91.1)	(43.6)



## Order Book of Rs 7,000 crs (as on 31<sup>st</sup> March 17)



# Financial Highlights – SSL Standalone



## Shree Shubham Logistics Ltd

(Amount in Rs Crs)

Growth	FY17	FY16	Particulars	Q4 FY16	Q4 FY17	Growth
-78%	55.9	248.9	Total Income	51.8	10.7	-79%
-3218%	(14.6)	0.5	Core EBIDTA (excl. other income)	(13.0)	(4.3)	-67%
-3%	45.4	46.6	Finance Cost	12.9	33.1	156%
	(73.3)	(57.9)	PBT	(29.3)	(53.0)	
	(73.3)	(42.9)	PAT	(24.2)	(60.1)	
	-26.2%	0.2%	Core EBIDTA Margin	-25.2%	-40.5%	
	-131.2%	-23.3%	PBT Margin	-56.6%	-496.0%	
	-131.2%	-17.2%	PAT Margin	-46.7%	-562.4%	

Particulars	FY17	FY16	Q3 FY17	Difference	
				y-o-y	q-o-q
Loan Funds	424.8	495.2	428.2	(70.4)	(3.4)
(+) Long Term borrowings	385.7	372.0	389.1	13.7	(3.4)
(+) Short Term borrowings	6.5	66.7	10.3	(60.2)	(3.8)
(+) Current maturities of long term debt	32.6	56.5	28.9	(23.9)	3.8



**Thank You**