KALPA-TARU
POWER TRANSMISSION LIMITED

Investor Presentation

Q3FY13 Results – 28th January 2013

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Key Results Highlights – Q3FY13

KPTL

- Sales increased by 11%
- Core EBIDTA margin at 9.96%
- PBT margin at 5.7%
- PAT margin at 3.9%
- Order inflow in excess of Rs 950 crs – Entered into 2 new countries i.e. Uganda and Armenia

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JMC

- Sales increased by 7%
- PBT margin at 0.2%
- PAT margins at 0.5%
- Order inflow of Rs 660 crs

SSLL

- Sales increased by 24%
- PBT margin at 0.5%
- PAT margins at 0.4%

P&L Highlights

Amount in Rs crs

			KPTL Standalone			
Growth	9M FY13	9M FY12	Particulars	Q3 FY12	Q3 FY13	Growth
17%	2,303.8	1,971.1	Total Income	801.4	889.7	11%
-5%	259.1	273.6	EBIDTA (incl. other income)	104.5	98.5	-6%
8%	91.8	85.3	Finance Cost	35.6	34.7	-3%
-15%	129.1	152.3	PBT	56.7	50.3	-11%
-18%	89.0	108.1	PAT	40.3	35.1	-13%
	5.6%	7.7%	PBT Margin	7.1%	5.7%	
	3.9%	5.5%	PAT Margin	5.0%	3.9%	

P&L Highlights

Amount in Rs crs

JMC Standalone

Growth	9M FY13	9M FY12	Particulars	Q3 FY12	Q3 FY13	Growth
30%	1,788.1	1,373.1	Total Income	571.8	611.3	7%
-17%	88.9	107.5	EBIDTA (incl. other income)	41.3	30.0	-27%
23%	41.4	33.7	Finance Cost	13.0	14.8	14%
-84%	6.3	38.5	PBT	15.8	1.2	-93%
-65%	9.8	28.1	PAT	11.8	3.3	-72%
	0.4%	2.8%	PBT Margin	2.8%	0.2%	
	0.5%	2.0%	PAT Margin	2.1%	0.5%	

Shree Shubham Logistics Ltd

Growth	9M FY13	9M FY12	Particulars	Q3 FY12	Q3 FY13	Growth
29%	160.8	124.8	Total Income	52.1	64.7	24%
10%	20.6	18.7	EBIDTA (incl. other income)	5.7	7.0	23%
-15%	12.0	14.0	Finance Cost	4.5	4.0	-11%
156%	6.2	2.4	PBT	0.3	2.1	723%
168%	4.3	1.6	PAT	0.2	1.6	737%
	3.8%	1.9%	PBT Margin	0.5%	3.3%	
	2.7%	1.3%	PAT Margin	0.4%	2.5%	

Balance Sheet Highlights

Amount in Rs crs

	KPTL Standalone			Difference	
Particulars	Q3 FY13	Q2 FY13	Q3 FY12	y-o-y	q-o-q
Loan Funds	833.0	765.6	718.1	67.4	114.9
(+) Long Term borrowings	158.7	191.0	211.1	(32.3)	(52.4)
(+) Short Term borrowings	619.8	551.3	481.1	68.5	138.7
(+) Current maturities of long term debt	54.5	23.3	25.9	31.2	28.6
Net Working Capital	1,411.2	1,356.8	1,351.0	54.4	60.2

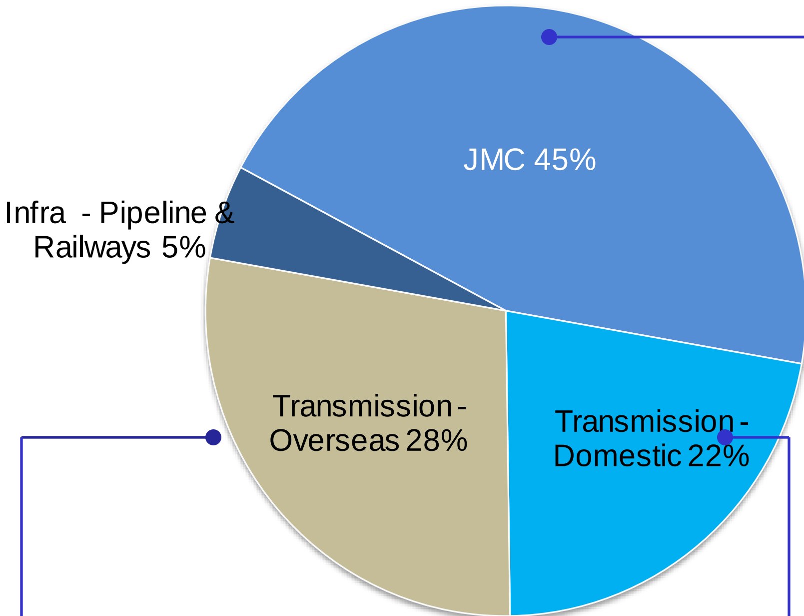
	JMC Standalone			Difference	
Particulars	Q3 FY13	Q2 FY13	Q3 FY12	y-o-y	q-o-q
Loan Funds	419.2	403.4	341.3	15.8	77.9
(+) Long Term borrowings	154.3	115.2	142.4	39.1	11.9
(+) Short Term borrowings	220.2	239.6	160.1	(19.4)	60.1
(+) Current maturities of long term debt	44.8	48.6	38.8	(3.8)	6.0
Net Working Capital	425.0	412.0	379.0	13.0	46.0

* Current maturities of long term debt reclassified to loan funds, it is included with other current liabilities in results (SEBI format)

Order Book Status

Consolidated Order Book of Rs 11,700 crs *(as on 31st December 12)*

Excluding L1 orders



Factories & Buildings	24%
Infrastructure	18%
Power & Railways	4%

Africa	14%
CIS	8%
US/Canada	1%
Others	5%

PGCIL	18%
SEB	3%
Private	1%

Order Inflow – Q3FY13

KPTL

Clients / Geography	Approx.Order Value (Rs crs)
PGCIL (800 KV)	405
Uganda (132 KV)	260
Armenia (230 KV)	140
Philippines (138 KV)	65
ONGC, Hazira (Pipeline)	85
Total	**955**

JMC

Segments	Approx.Order Value (Rs crs)
F&B * – Residential	246
F&B – Exhibition Centre	160
F&B – Commercial	135
F&B – Education	119
Total	**660**

* Factories & Buildings (F&B)

Other Developments

- **Raipur Plant**
  - Project is under final commissioning, COD expected by Q4 FY13
- **Road BOOT projects**
  - Rohtak – Bawal – Over 70% physical completed, Expected COD by Q1FY14
  - Agra-Aligarh – Construction is underway, Expected COD by Q3FY14
  - Nagpur-Wainganga – Over 20% physical completed, Expected COD by Q2FY15
  - Rewa – MP – FC signed, Resource mobilization in full swing
- **Developmental projects**
  - Thane project – Civil construction is completed, ‘Occupancy Certificate’ is awaited
  - Indore project – Designing underway, Construction to commence soon
- **SSLL**
  - Total own ALP’s operational capacity reached to 316,000 MT’s – by adding 106,000 MT’s in the quarter
  - Another 2 facilities of 45,000 MT’s are expected to be operational by the financial year end

Thank You