



PTC INDIA LTD.

INVESTOR PRESENTATION – Q1FY19

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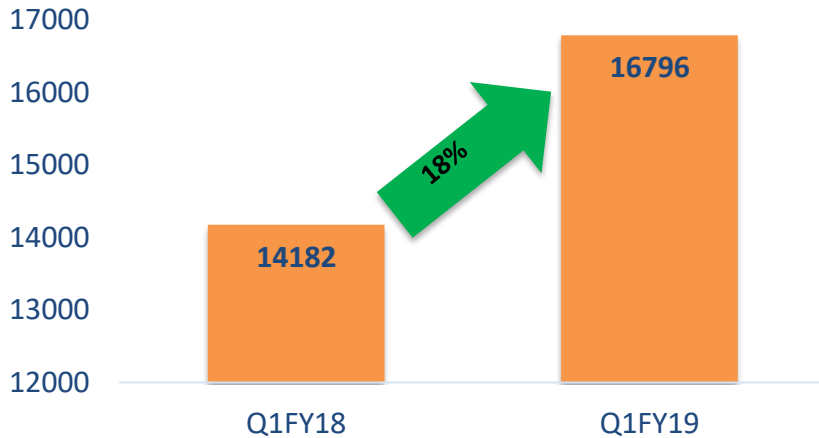


PERFORMANCE REVIEW

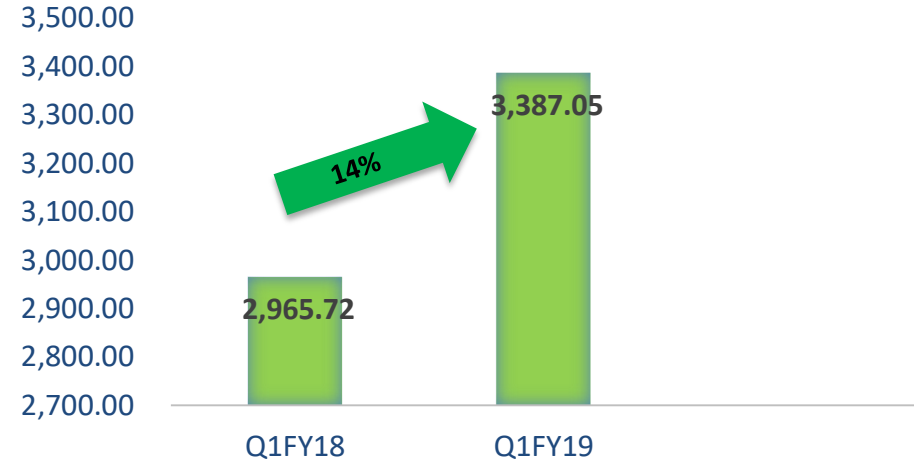
Q1FY19 AT A GLANCE - Standalone



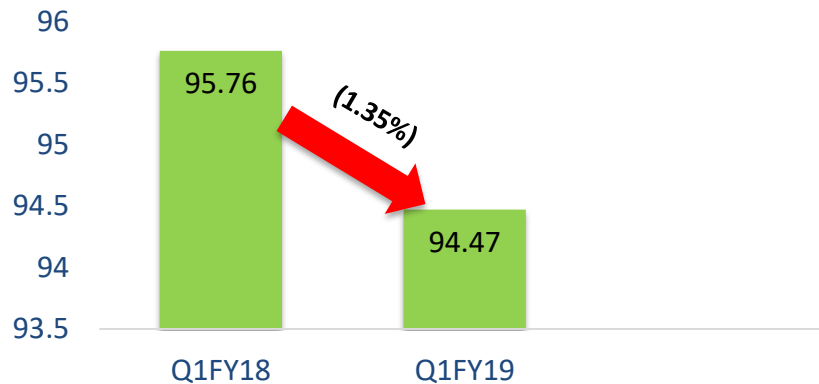
Total Volumes (MUs)



Total Revenue from Operation (INR Crores)



PBT (INR Crores)



PAT (INR Crores)





PHYSICAL PERFORMANCE – SNAPSHOT (Q1FY19)



Business Segment	Q1FY19		Q1FY18	Growth (%)
	(Units in Millions)	% of total trade	(Units in Millions)	
Short Term Trades *	9916	59%	7939	56%
Medium Term	529	3%	622	4%
Long Term Trades **	6347	38%	5617	39%
Wind	4	-	4	1%
Total	16796	100%	14182	100%

* Short Term Trades include trades on power exchanges;

**Long Term Trades include trades from Cross Border operations



KEY HIGHLIGHTS – Q1FY19



- During the quarter, business mix of the company has tilted to the short term business. Short term has contributed around 60% of the volume and balance has been contributed by long & medium term. The total margin has been little lower due to the same.
- Long term power purchase agreement with renewable (wind) projects portfolio of 1050 MW. The supply is expected from next year onwards. This capacity is expected to contribute around 3 BUs of trade volumes annually.
- 400 MW of long term power was operationalised in this quarter. The effect of these contracts shall be visible in the coming quarters. The capacity is expected to contribute around 1.5 BUs to the total trading volume.
- In the consulting business, the order book addition has been more than 15 Crores and total order book is now at Rs 80 Crores.



NUMBERS UP-CLOSE Q1FY19 (STANDALONE)



P&L (Three Months Ending 30th June' 2018)

Particulars	Quarter June 2018	Quarter June 2017	%	Quarter March 2018	%
Revenue from operations					
Revenue from operations	3,317.68	2,890.38	14.78%	2,078.49	59.62%
Other operating revenue	69.37	75.34	-7.92%	83.04	-16.46%
Total revenue from operation	3,387.05	2,965.72	14.21%	2,161.53	56.70%
Other Income	31.71	42.85	-26.00%	17.55	80.68%
Total Income	3,418.76	3,008.57	13.63%	2,179.08	56.89%
Expenses					
Purchases	3,228.65	2,813.31	14.76%	2,001.45	61.32%
Operating expenses	46.79	46.47	0.69%	48.42	-3.37%
Employee benefit expenses	8.58	7.63	12.45%	7.68	11.72%
Finance costs	31.09	35.18	-11.63%	12.70	144.80%
Depreciation and amortization expenses	0.66	0.68	-2.94%	0.77	-14.29%
Other expenses	8.52	9.54	-10.69%	10.56	-19.32%
Total expenses	3,324.29	2,912.81	14.13%	2,081.58	59.70%
Profit before exceptional items and tax	94.47	95.76	-1.35%	97.50	-3.11%
Exceptional items					
-Profit / (Loss) on sale of fixed assets	-	-		0.02	-100.00%
Profit before tax	94.47	95.76	-1.35%	97.52	-3.13%
Tax expenses					
Current tax (including deferred tax)	33.03	30.41	8.62%	33.15	-0.36%
Net Profit for the period	61.44	65.35	-5.98%	64.37	-4.55%
Total other comprehensive income, net of tax	(9.38)	(0.10)	9280.00%	(15.04)	-37.63%
Total comprehensive income for the period	52.06	65.25	-20.21%	49.33	5.53%



RECEIVABLES & REBATES



Particulars	Q1FY19	Q1FY18	FY18
Net Rebate disallowed (Rs. Cr.)	21.87	14.50	64.66
Net surcharge received (Rs. Cr.)	20.13	24.56	114.13
Margin per unit (Paise./unit)	6.50	7.17	7.45
Margin per unit (without rebate & surcharge) (Paise./ unit)	4.00	4.41	4.31

Our Vision

“To be a frontrunner in power trading by developing a vibrant power market and striving to correct market distortions”



THANK YOU

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For more information contact:

Anand Kumar / Harsh Wardhan

PTC India Limited / Fortuna PR

Tel: +91 9873988920 / Tel: +91 9810162711

Email: investorrelations@ptcindia.com Email: harsh@fortunapr.com