



PTC INDIA LTD.

INVESTOR PRESENTATION – Q1FY18



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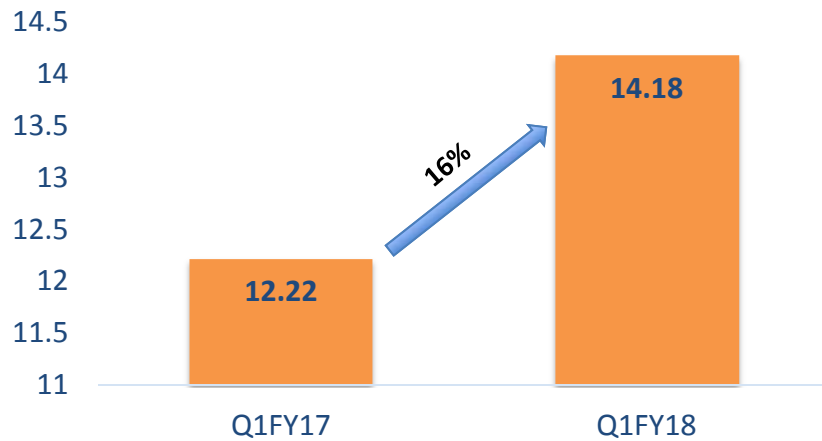


PERFORMANCE REVIEW

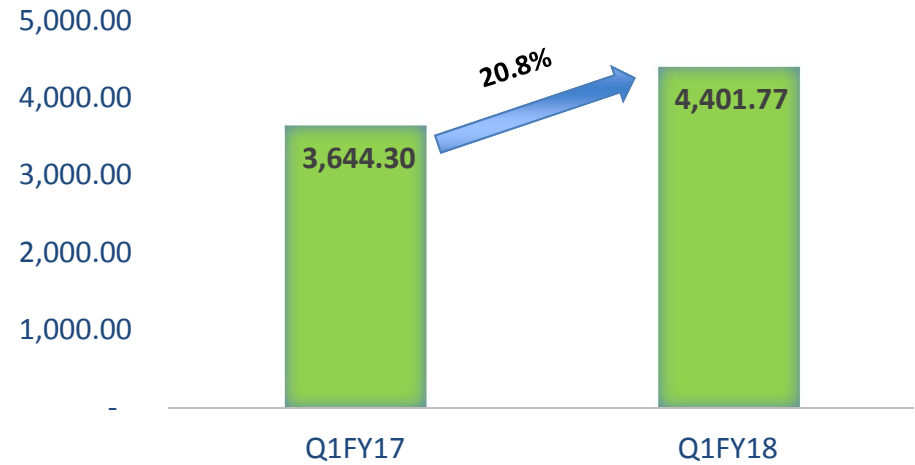
Q1FY18 AT A GLANCE - Standalone



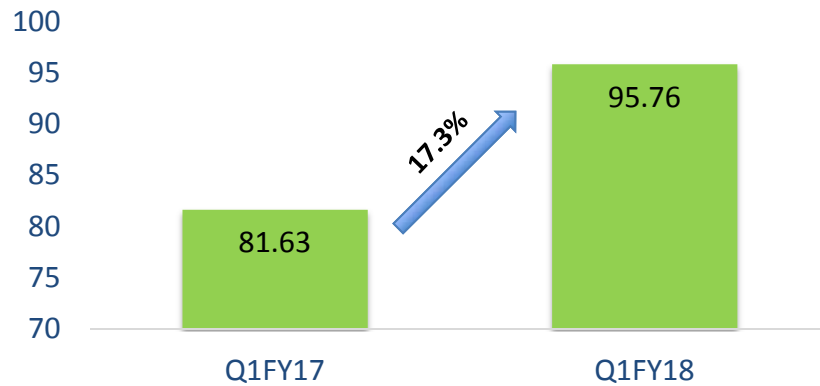
Total Volumes (BUs)



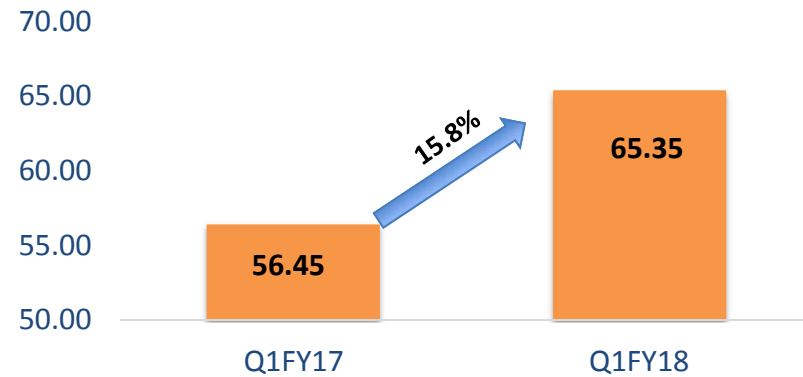
Total Revenue from Operation (INR Crores)



PBT (INR Crores)



PAT (INR Crores)





PHYSICAL PERFORMANCE – SNAPSHOT (Q1FY18)



Business Segment	Q1FY18		Q1FY17	Growth (%)
	(Units in Millions)	% of total trade	(Units in Millions)	
Short Term Trades *	7787	55%	6833	14%
Medium Term	622	4%	720	-14%
Long Term Trades **	5769	41%	4663	24%
Wind	4	-	5	-20%
Total	14182	100%	12221	16%

* Short Term Trades include trades on power exchanges;

**Long Term Trades include trades from Cross Border operations



KEY HIGHLIGHTS – Q1FY18



- Under the MNRE and SECI scheme for conducting competitive bidding for procurement of 1000 MW power from wind power projects, PTC was selected as a trader. PTC has got the consent from State Discoms and Utilities for the entire quantum. The agreements will be signed in the first week of May in the presence of Hon'ble Minister. PTC was given a time of six months, however PTC completed the sale in 1 month time.
- PTC has won the tender for managing the exchange portfolio for PSPCL (Punjab State Power Corporation Limited) for FY 2017-18.
- Supply of entire quantum of 390 MW of power from TRN Energy started in the month of May to UPPCL on long term basis.
- PTC has executed agreements for supply of 400 MW wind power to the States of Bihar and Jharkhand under MNRE scheme.
- Agreement for Cross Border Trade with Chukha HEP in Bhutan extended for further period; also extended agreement for cross border trade with Bangladesh



NUMBERS UP-CLOSE Q1FY18 (STANDALONE)



P&L (Three Months Ending 30th June' 2017)

Particulars (INR Crore)	Q1 FY18	Q1 FY17	%	Q4 FY17	%
Revenue from operations	4,326.43	3,576.57	20.97%	3,159.24	36.95%
Other operating revenue	75.34	67.76	11.19%	109.96	-31.48%
Total revenue from operation	4,401.77	3,644.33	20.78%	3,269.20	34.64%
Other Income	42.85	39.72	7.88%	75.96	-43.59%
Total Income	4,444.62	3,684.05	20.64%	3,345.16	32.87%
Expenses					
Purchases	4,249.36	3,497.71	21.49%	3,097.70	37.18%
Operating expenses	46.47	59.91	-22.43%	46.39	0.17%
Employee benefit expenses	7.63	7.20	5.97%	6.97	9.47%
Finance costs	35.18	30.70	14.59%	44.77	-21.42%
Depreciation and amortization expenses	0.68	0.77	-11.69%	0.77	-11.69%
Other expenses	9.54	6.13	55.63%	27.83	-65.72%
Total expenses	4,348.86	3,602.42	20.72%	3,224.43	34.87%
Profit before exceptional items and tax	95.76	81.63	17.31%	120.73	-20.68%
Exceptional items					
-Excess provision written back	-	-		-	
-Loss on sale of long term investment	-	-		-	
-Provision for diminution in value of long term investment	-	-		-	
-Profit / (Loss) on sale of fixed assets	-	-		(0.03)	
Profit before tax	95.76	81.63	17.31%	120.70	-20.66%
Tax expenses					
Current tax (including deferred tax)	30.41	25.18	20.77%	41.93	-27.47%
Net Profit for the period	65.35	56.45	15.77%	78.77	-17.04%
Minority interest	-	-		-	#DIV/0!
Net profit after minority interest	78.77	35.51	121.82%	42.57	85.04%
Total other comprehensive income, net of tax	(0.10)	(0.13)	-23.08%	(20.49)	-99.51%
Total comprehensive income for the period	65.25	56.32	15.86%	58.28	11.96%

The above results are as per Ind-AS w.e.f 1st April' 2016 with comparatives restated



RECEIVABLES & REBATES



Particulars	Q1FY18	Q1FY17
Net Rebate (Rs. Cr.)	14.50	14.29
Net surcharge (Rs. Cr.)	24.56	6.56
Margin per unit (Rs./unit)	0.072	0.070
Margin per unit (without rebate & surcharge) (Rs./ unit)	0.044	0.053

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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