



**PTC INDIA LTD.**

**INVESTOR PRESENTATION – Q4FY19 & FY19**

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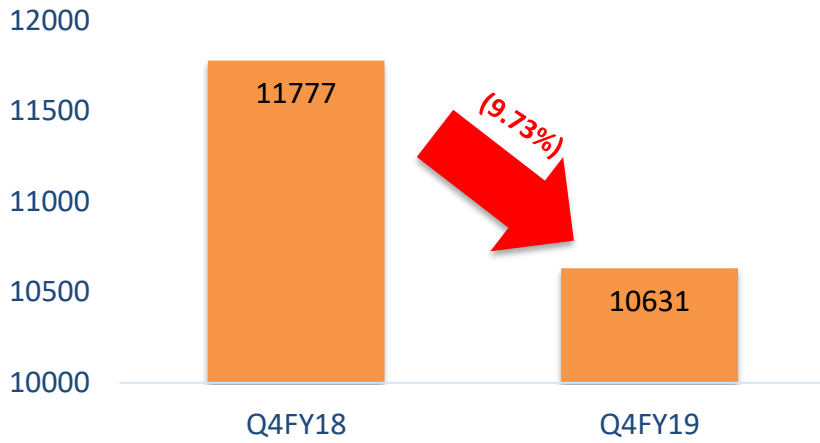


# PERFORMANCE REVIEW

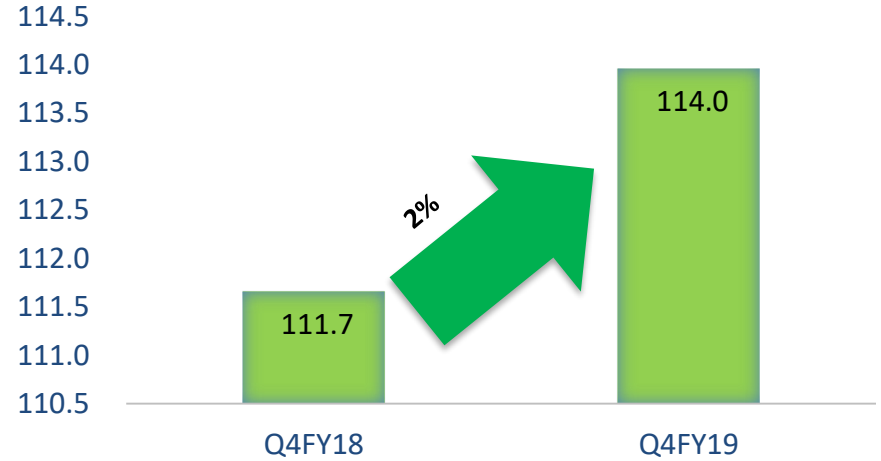
# Q4FY19 AT A GLANCE - Standalone



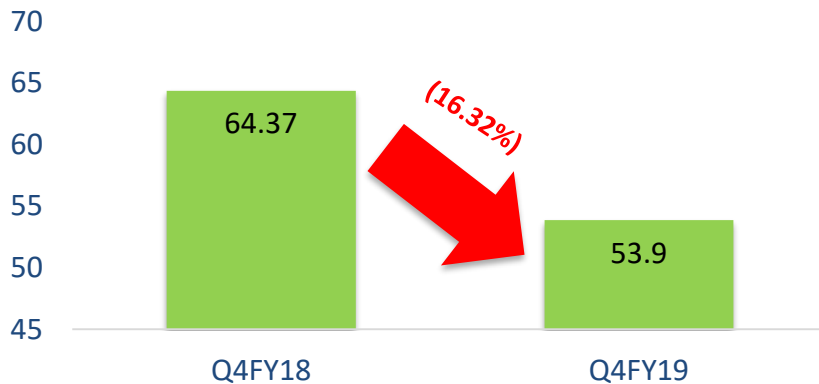
### Total Volumes (MUs)



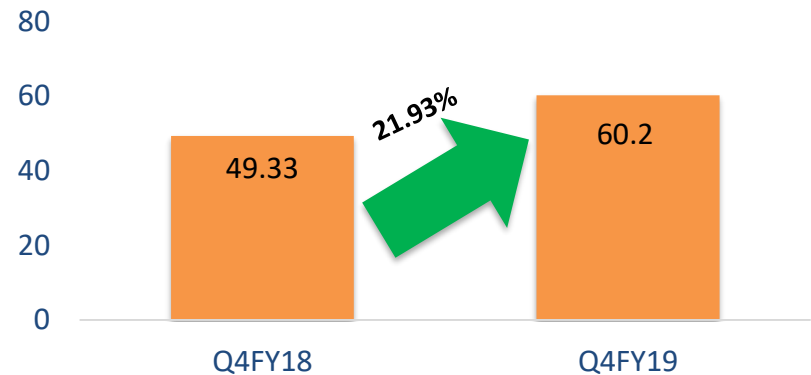
### Total Operational Income (INR Crores)



### PAT (INR Crores)



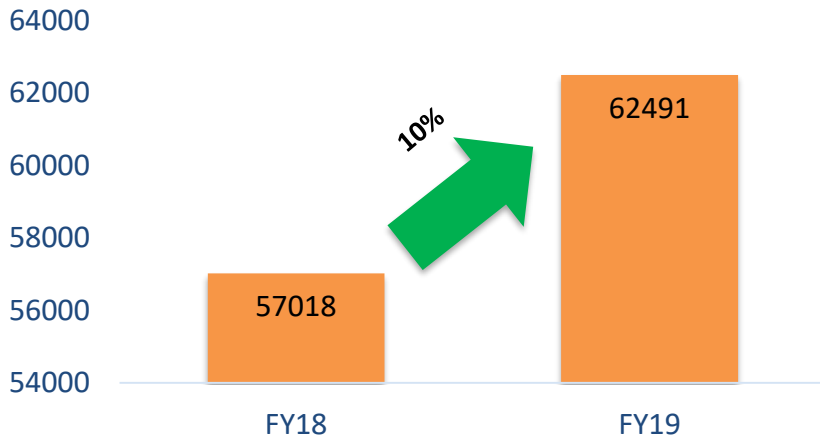
### Total Comprehensive Income



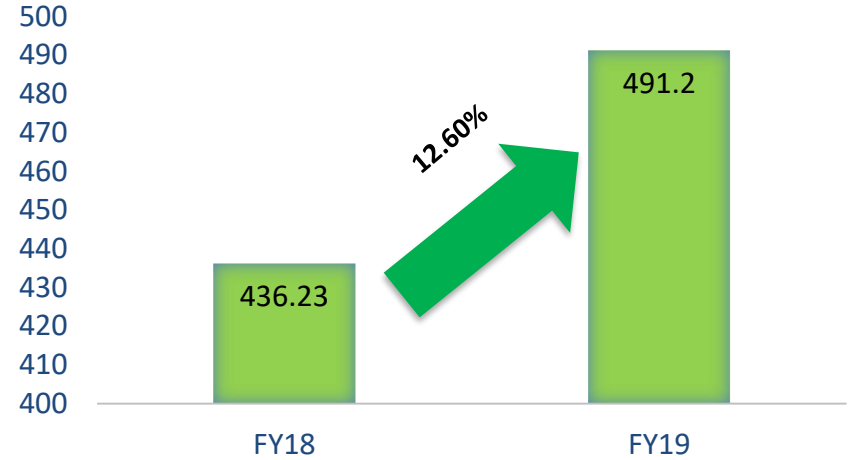
# FY19 AT A GLANCE - Standalone



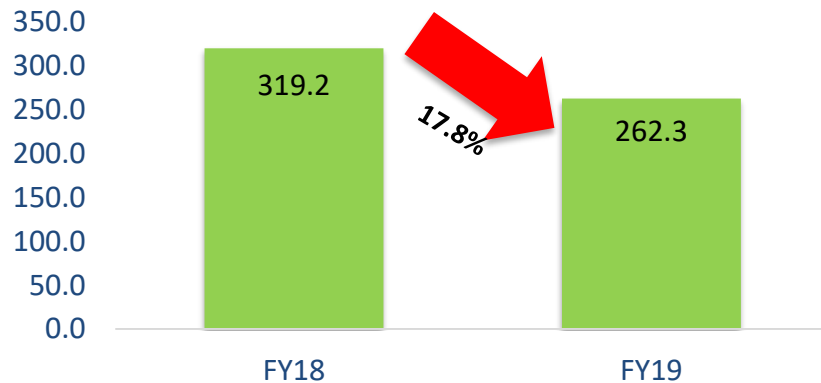
### Total Volumes (BUs)



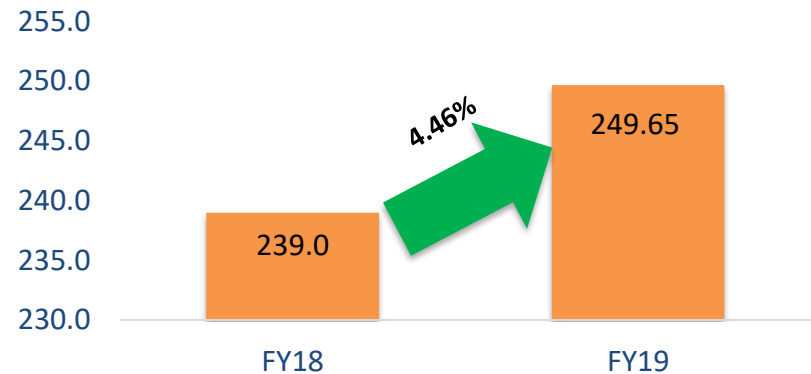
### Total Revenue from Operation (INR Crores)



### PAT (INR Crores)



### Total Comprehensive Income





# PHYSICAL PERFORMANCE – SNAPSHOT (Q4FY18)



Business Segment	Q4FY18		Q4FY19	
	(Units in Millions)	% of total trade	(Units in Millions)	% of total trade
<b>Short Term Trades *</b>	6813	58%	5610	53%
<b>Medium Term</b>	461	4%	379	3%
<b>Long Term Trades **</b>	4502	38%	4640	44%
<b>Wind</b>	1	-	2	-
<b>Total</b>	<b>11777</b>	<b>100%</b>	<b>10631</b>	<b>100%</b>

\* Short Term Trades also includes trades on power exchanges;

\*\*Long Term Trades also includes trades from Cross Border and tolling converted into trading



# PHYSICAL PERFORMANCE – SNAPSHOT (FY19)



Business Segment	FY18		FY19		Growth %
	(Units in Millions)	% of total trade	(Units in Millions)	% of total trade	
<b>Short Term Trades *</b>	30934	53.6%	34651	55%	12%
<b>Medium Term</b>	2187	5.6%	1925	3%	(12%)
<b>Long Term Trades **</b>	23884	40.8%	25900	41%	8%
<b>Wind</b>	13	0.0%	15	1%	15%
<b>Total</b>	<b>57018</b>	<b>100.00%</b>	<b>62491</b>	<b>100%</b>	

\* Short Term Trades also includes trades on power exchanges;

\*\*Long Term Trades also includes trades from Cross Border and tolling converted into trading



# KEY HIGHLIGHTS – FY2018 -19



- ISTS renewable wind power of 280 MW has been traded in the short term during the year by PTC.
- As aggregator for 2500 MW to de-stress the thermal assets for medium term, out of executed PPA of 1900 MW, 1150 MW has been made Operational.
- Operationalisation of 750 MW wind Power under MNRE Scheme – 1.
- Long Term PPA of 100 MW (Teesta Urja) has been operationalized with Rajasthan
- Medium and Long Term supply of power of 200 MW has started with Bangladesh bringing in stable cash flow.
- Consultancy business has added around Rs 50 Crores to the order book which stands at 117 Crores.





# NUMBERS UP-CLOSE Q4FY19 (STANDALONE)

## P&L (Quarter Ending 31<sup>st</sup> March' 2019)



Particulars	Quarter Mar 2019	Quarter Mar 2018	%
<b>Revenue from operations</b>			
Revenue from operations	2,567.88	2,078.49	23.55%
Other operating revenue	83.41	83.04	0.45%
<b>Total revenue from operation</b>	<b>2,651.29</b>	<b>2,161.53</b>	<b>22.66%</b>
Other Income	21.96	17.55	25.13%
<b>Total Income</b>	<b>2,673.25</b>	<b>2,179.08</b>	<b>22.68%</b>
<b>Expenses</b>			
Purchases	2,492.62	2,001.45	24.54%
Operating expenses	44.71	48.42	-7.66%
Employee benefit expenses	7.92	7.68	3.13%
Finance costs	30.80	12.70	142.52%
Depreciation and amortization expenses	0.90	0.77	16.88%
Other expenses	13.07	10.56	23.77%
<b>Total expenses</b>	<b>2,590.02</b>	<b>2,081.58</b>	<b>24.43%</b>
<b>Profit before exceptional items and tax</b>	<b>83.23</b>	<b>97.50</b>	<b>-14.64%</b>
Exceptional items			
-Profit / (Loss) on sale of fixed assets	(0.13)	0.02	-750.00%
<b>Profit before tax</b>	<b>83.10</b>	<b>97.52</b>	<b>-14.79%</b>
Tax expenses			
Current tax (including deferred tax)	29.24	33.15	-11.79%
<b>Net Profit for the period</b>	<b>53.86</b>	<b>64.37</b>	<b>-16.33%</b>
Total other comprehensive income, net of tax	6.29	(15.04)	-141.82%
<b>Total comprehensive income for the period</b>	<b>60.15</b>	<b>49.33</b>	<b>21.93%</b>



# NUMBERS UP-CLOSE FY19 (STANDALONE)



## P&L (Full Year Ending 31<sup>st</sup> March' 2019)

Particulars	FY 2019	FY 2018	%
<b>Revenue from operations</b>			
Revenue from operations	13,164.39	11,000.20	19.67%
Other operating revenue	331.26	315.18	5.10%
<b>Total revenue from operation</b>	<b>13,495.65</b>	<b>11,315.38</b>	<b>19.27%</b>
Other Income	131.64	203.11	-35.19%
<b>Total Income</b>	<b>13,627.29</b>	<b>11,518.49</b>	<b>18.31%</b>
<b>Expenses</b>			
Purchases	12,804.83	10,689.72	19.79%
Operating expenses	199.62	189.43	5.38%
Employee benefit expenses	33.02	30.42	8.55%
Finance costs	143.03	117.28	21.96%
Depreciation and amortization expenses	3.03	2.85	6.32%
Other expenses	46.31	44.04	5.15%
<b>Total expenses</b>	<b>13,229.84</b>	<b>11,073.74</b>	<b>19.47%</b>
<b>Profit before exceptional items and tax</b>	<b>397.45</b>	<b>444.75</b>	<b>-10.64%</b>
Exceptional items			
-Profit / (Loss) on sale of fixed assets	0.03	0.02	50.00%
<b>Profit before tax</b>	<b>397.48</b>	<b>444.77</b>	<b>-10.63%</b>
Tax expenses			
Current tax (including deferred tax)	135.16	125.57	7.64%
<b>Net Profit for the period</b>	<b>262.32</b>	<b>319.20</b>	<b>-17.82%</b>
Total other comprehensive income, net of tax	(12.67)	(80.21)	-84.20%
<b>Total comprehensive income for the period</b>	<b>249.65</b>	<b>238.99</b>	<b>4.46%</b>

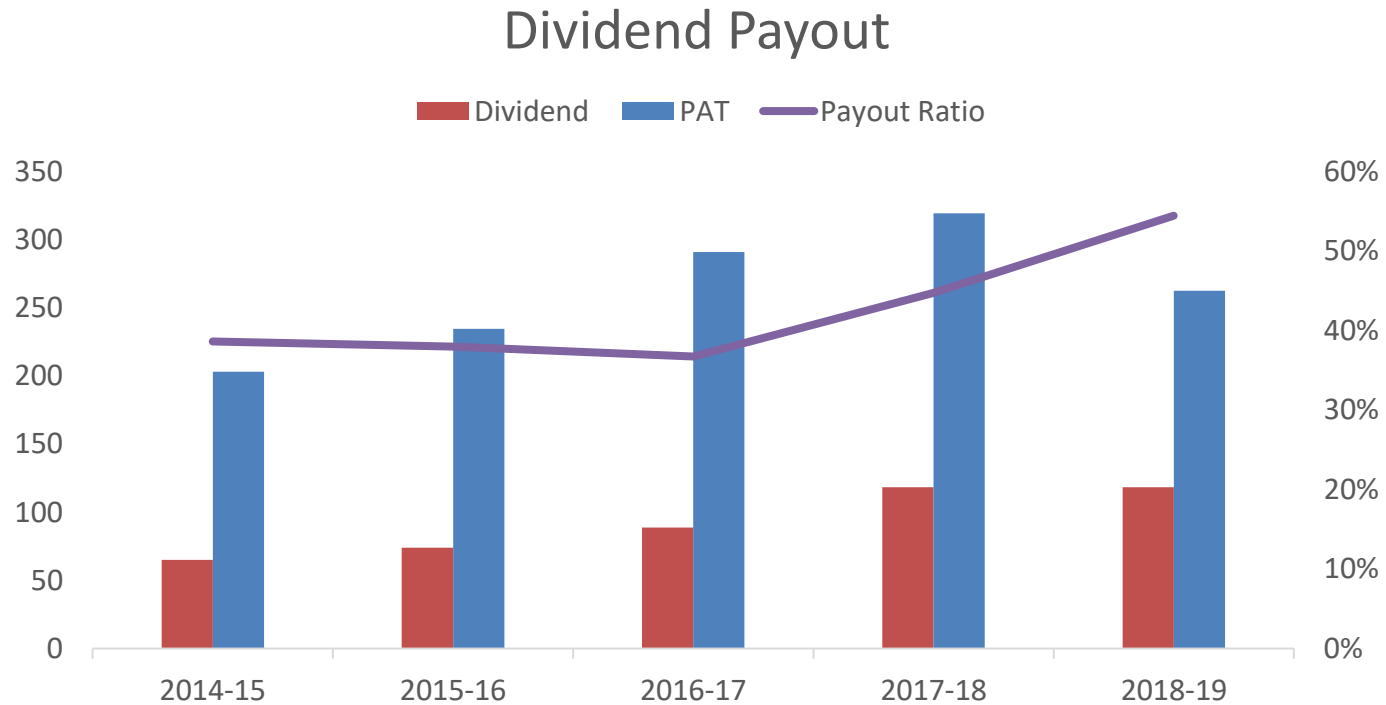


# RECEIVABLES & REBATES

Particulars	Q4FY19	Q4FY18	FY19	FY18
Net Rebate received (Rs. Cr.)	33.75	24.27	106.61	64.66
Net surcharge received (Rs. Cr.)	32.01	32.09	116.44	114.13
Margin per unit (Paise/unit)	10.09	9.27	7.62	7.45
Margin per unit (without rebate & surcharge) (Paise/ unit)	3.90	4.48	4.05	4.31



# Dividend Pay-out



## Our Vision

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



**THANK YOU**

**WWW.PTCINDIA.COM**

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