



PTC INDIA LTD.

INVESTOR PRESENTATION – Q3FY19

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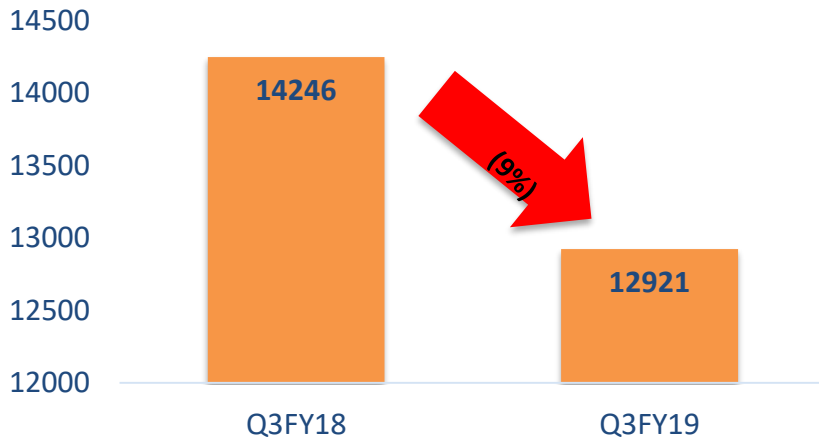


PERFORMANCE REVIEW

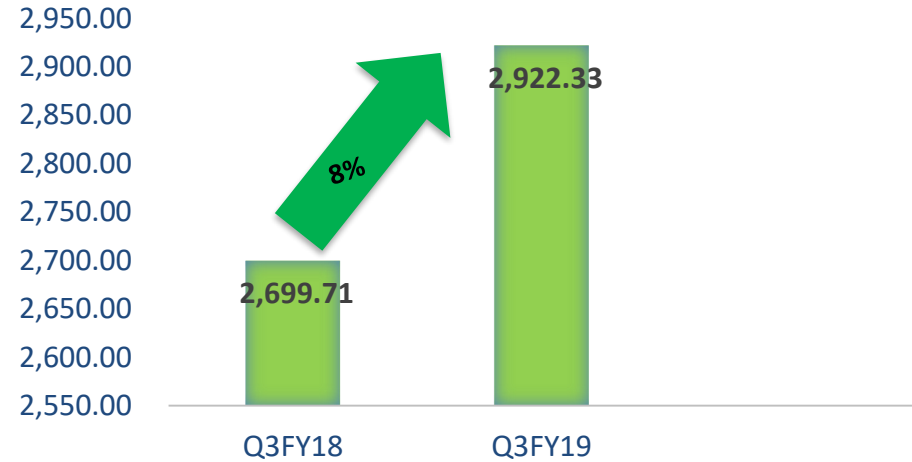
Q3FY19 AT A GLANCE - Standalone



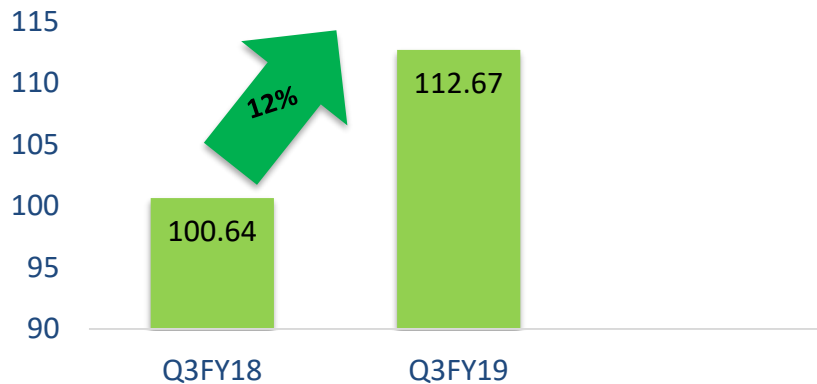
Total Volumes (MUs)



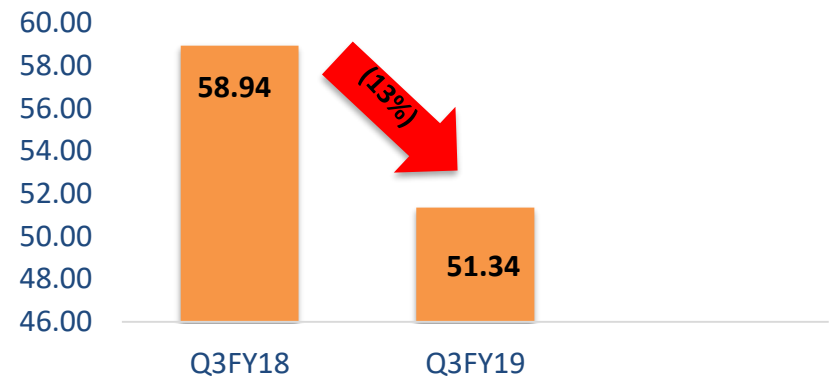
Total Revenue from Operation (INR Crores)



Total Operating Margin (INR Crores)



PAT (INR Crores)





OPERATIONAL PERFORMANCE – SNAPSHOT (Q3FY19)



Business Segment	Q3FY19 (Units in Millions)	% of total trade	Q3FY18 (Units in Millions)	% of total trade
Short Term Trades *	6889	53%	8319	59%
Medium Term	389	3%	474	3%
Long Term Trades **	5642	44%	5452	38%
Wind	1	-	1	-
Total	12921	100%	14246	100%

* Short Term Trades include trades on power exchanges;

**Long Term Trades include trades from Cross Border operations



OPERATIONAL PERFORMANCE – SNAPSHOT (NM19)



Business Segment	NM19 (Units in Millions)	% of total trade	NM18 (Units in Millions)	% of total trade
Short Term Trades *	29041	56%	24122	53%
Medium Term	1546	3%	1725	4%
Long Term Trades **	21260	41%	19382	43%
Wind	13	-	12	-
Total	51860	100%	45241	100%

* Short Term Trades include trades on power exchanges;

**Long Term Trades include trades from Cross Border operations



FINANCIAL NUMBERS Q3FY19 (STANDALONE)

P&L (Three Months Ending 31st December' 2018)

(₹ in crore)



Particulars	Quarter Dec 2018	Quarter Dec 2017	%
Revenue from operations			
Revenue from operations	2,830.74	2,622.12	7.96%
Other operating revenue	91.59	77.59	18.04%
Total revenue from operation	2,922.33	2,699.71	8.25%
Other Income	12.90	17.75	-27.32%
Total Income	2,935.23	2,717.46	8.01%
Expenses			
Purchases	2,753.97	2,548.77	8.05%
Operating expenses	53.28	48.30	10.31%
Employee benefit expenses	8.47	7.67	10.43%
Finance costs	25.35	16.03	58.14%
Depreciation and amortization expenses	0.77	0.71	8.45%
Other expenses	14.01	9.01	55.49%
Total expenses	2,855.85	2,630.49	8.57%
Profit before exceptional items and tax	79.38	86.97	-8.73%
Exceptional items			
-Amount written back	-	-	NA
-Profit / (Loss) on sale of fixed assets	0.02	-	NA
Profit before tax	79.40	86.97	-8.70%
Tax expenses			
Current tax (including deferred tax)	28.06	28.03	0.11%
Net Profit for the period	51.34	58.94	
Total other comprehensive income, net of tax	(0.30)	(22.48)	-98.67%
Total comprehensive income for the period	51.04	36.46	39.99%



FINANCIAL NUMBERS NMFY19 (STANDALONE)

P&L (Nine months ending 31st December' 2018)



(₹ in crore)

Particulars	NM Dec 2018	NM Dec 2017	%	FY 2017-18
Revenue from operations				
Revenue from operations	10,596.51	8,921.71	18.77%	11,000.20
Other operating revenue	247.85	232.14	6.77%	315.18
Total revenue from operation	10,844.36	9,153.85	18.47%	11,315.38
Other Income	109.68	185.56	-40.89%	203.11
Total Income	10,954.04	9,339.41	17.29%	11,518.49
Expenses				
Purchases	10,312.21	8,688.27	18.69%	10,689.72
Operating expenses	154.91	141.01	9.86%	189.43
Employee benefit expenses	25.09	22.74	10.33%	30.42
Finance costs	112.23	104.58	7.31%	117.28
Depreciation and amortization expenses	2.13	2.08	2.40%	2.85
Other expenses	33.24	33.48	-0.72%	44.04
Total expenses	10,639.81	8,992.16	18.32%	11,073.74
Profit before exceptional items and tax	314.23	347.25	-9.51%	444.75
Exceptional items				
-Amount written back	0.15	-	NA	-
-Profit / (Loss) on sale of fixed assets	0.01	-	NA	0.02
Profit before tax	314.39	347.25	-9.46%	444.77
Tax expenses				
Current tax (including deferred tax)	105.92	92.42	14.61%	125.57
Net Profit for the period	208.47	254.83	-18.19%	319.20
Total other comprehensive income, net of tax	(18.96)	(65.17)	-70.91%	(80.21)
Total comprehensive income for the period	189.51	189.66	-0.08%	238.99



RECEIVABLES & REBATES

Particulars	Q3FY19	Q3FY18
Net Rebate earned (Rs. Cr.)	23.58	15.53
Net surcharge received (Rs. Cr.)	35.90	27.29
Margin per unit (Paise./unit)	8.72	7.06
Margin per unit (without rebate & surcharge) (Paise./ unit)	4.12	4.06



RECEIVABLES & REBATES



Particulars	NM19	NM18	FY18
Net Rebate earned (Rs. Cr.)	72.86	40.39	64.66
Net surcharge received (Rs. Cr.)	84.43	82.04	114.13
Margin per unit (Paise./unit)	7.11	6.97	7.45
Margin per unit (without rebate & surcharge) (Paise./ unit)	4.08	4.27	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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