



Kalpataru Power Transmission Limited

Investor Presentation

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Experience - **Over 3 decades**



Footprints - **Over 40 countries**



Leading **EPC** player in Power Transmission and Oil & Gas Infrastructure Sector



Annual production capacity of transmission towers - **180,000 MT**



Order book- **INR 90 Bn** & Turnover- **INR 50 Bn** (As on 31st March 2017)



Market capitalisation - **INR 49.5 Bn** (As on 31st March 2017)



Experience of laying of **3,200+ Kms** Oil & Gas Pipelines and Setting up **80+** Oil & Gas Stations



Railways - Capability of offering services **globally**



Strong technical manpower - **2300+**



Completed transmission line contracts of **Over 17,500 Km** length across the globe.



Certifications - **ISO 9001:2008, ISO 14001:2004 & OHSAS 18001:2007**



Kalpataru Power Transmission Limited

- KPTL is amongst the largest players in power transmission, oil & gas pipeline and railways infrastructure EPC space with footprints in over 40 countries
- KPTL is part of the Kalpataru Group, a diversified conglomerate spanning Real Estate, Power Generation and Transmission, Construction of Roads, Factories, Buildings and Oil and Gas Infrastructure and Agri-Logistics spaces
- Experience of over 3 decades
- Successfully developed a portfolio of transmission line DBFOT/BOOM projects (PPP model)

JMC Projects (India) Limited **67.19%**



- Leading EPC player in civil construction and infrastructure
- Experience of over 3 decades
- Successfully developed a portfolio of road BOOT projects

Shree Shubham Logistics Limited **71.52%**

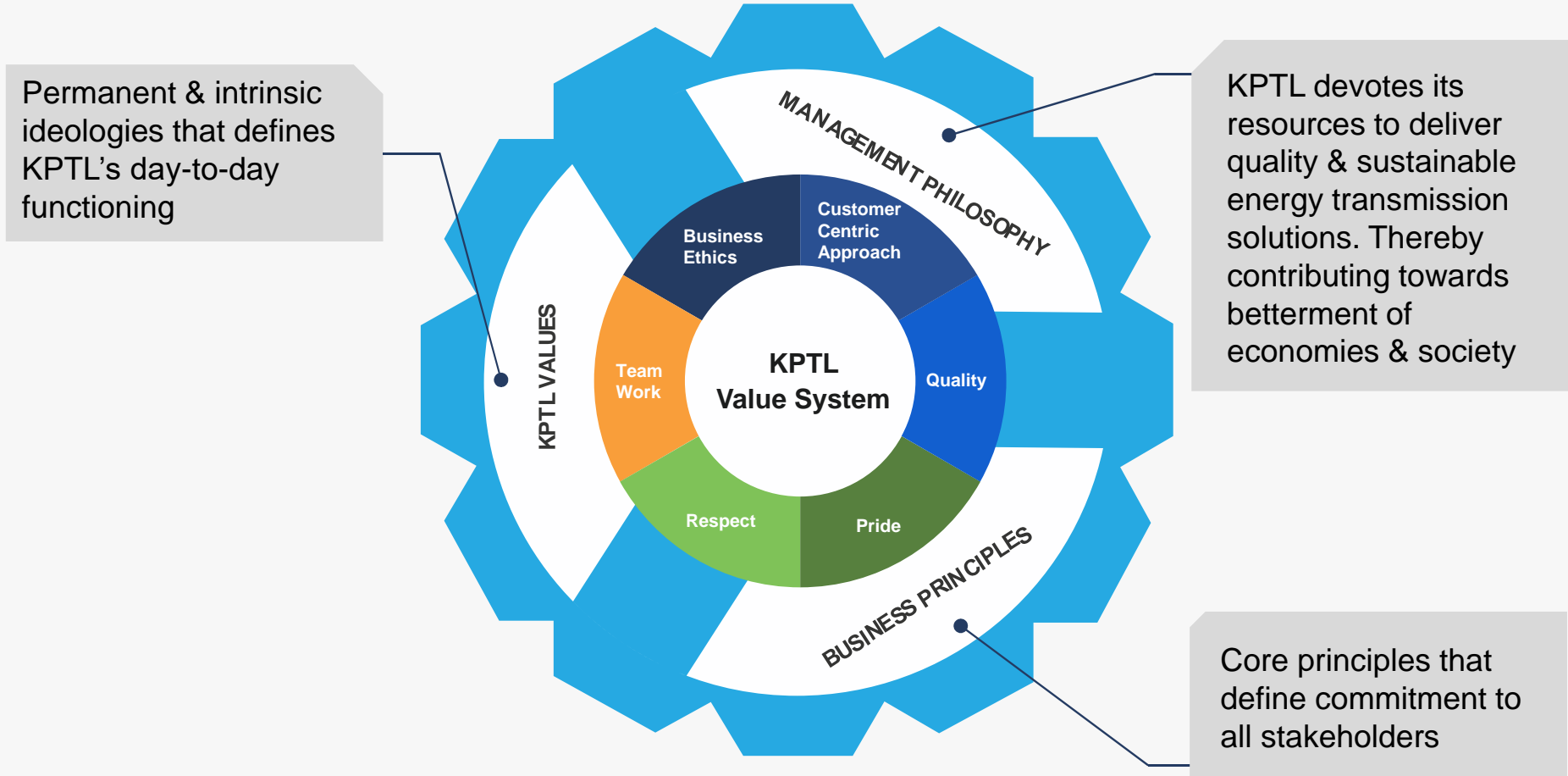


- Integrated business model focused on the midstream segment of agri-commodity value chain
- Manages and operates warehouses across the states of Rajasthan, Gujarat, Madhya Pradesh and Maharashtra

Vision

“To be a dependable leader in energy transmission and construction industry globally while enhancing the value offering in other infrastructure verticals and increase stakeholders’ value”

Value System



POWER TRANSMISSION & DISTRIBUTION



Designing & Engineering

3D drafting, analysing & designing software to optimize steel fabrication requirements.

Special Designing capabilities for different type of foundations including tower designs and detailing



Over 100 in-house design engineers



Manufacturing

One of the largest tower fabrication capabilities in the world integrated with quality control system and material testing.

Galvanizing facilities with a capacity of 1,80,000 MT per annum.



Delivered over 40,000 towers across the world

Milestones

- 1983-95** Established tower manufacturing plants in Gujarat

First turnkey transmission line project - 400 KV from NTPC

First 800KV and 1200 KV tower supply
- 2001-04** First overseas turnkey contract – 380KV Turkey.
- 2008** Expanded fabrication capacity to 108,000 MTs
- 2009** Won first DBFOT transmission project in Haryana.

Won largest international transmission contract of India – MEW Kuwait US\$ 250 Mn.
- 2013** Setup new plant of 55,000 MT's at Raipur.
- 2015** Crossed turnover of INR 72 Bn (consolidated)
- 2016** Global footprints expanded to over 40 countries

POWER TRANSMISSION & DISTRIBUTION

T&D Turnkey Solution

Large base of high-end construction equipment and experience to execute projects globally with a workforce of over 2,300+ permanent employees.



- Currently live projects in over 20 countries.

Substation

World class in-house engineering and construction team to execute high voltage substations and delivery of special substations for railways in India and overseas.



- Selected as one of the empanelled substation EPC contractor for PGCIL, TBCB projects upto 400 KV AIS
- Successful in securing a 400kV GIS order from PGCIL
- Secured 1st international substation contract in Africa region.

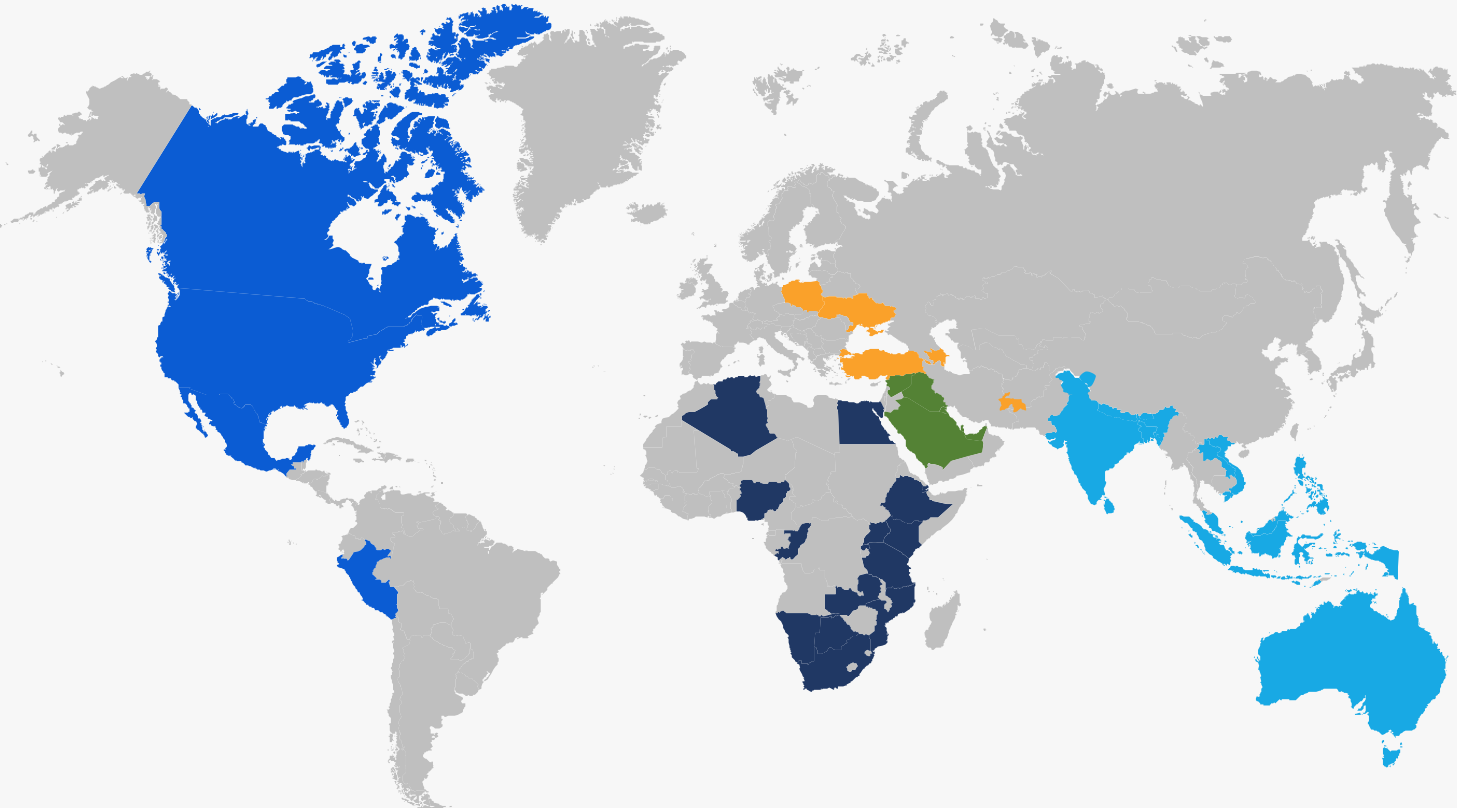
Tower Testing And R&D Center

Fully automatic tower testing facility (upto 1,200 kv tower), helicopter erection simulation of tower through tower crane including R&D stations



- Helicopter testing facility to test upto 85 metres tower
- Tested over 350 towers for domestic and international clients

POWER TRANSMISSION & DISTRIBUTION



- ### Australasia
- Australia
 - Bangladesh
 - Indonesia
 - Laos
 - Malaysia
 - Nepal *
 - Philippines **
 - Thailand **
 - Vietnam
 - India **
 - Sri Lanka **
 - Bhutan **
 - Ukraine (CIS) **

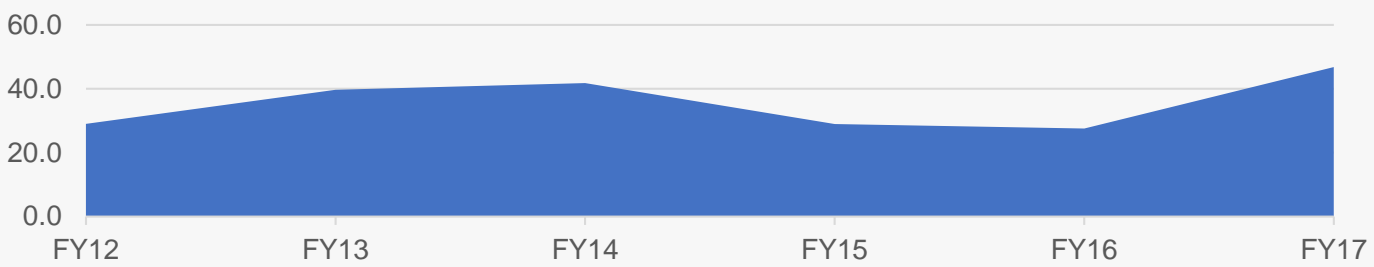
- ### Africa
- Algeria **
 - Congo **
 - Djibouti *
 - Ethiopia **
 - Kenya **
 - Mozambique
 - Namibia
 - Nigeria
 - S. Africa *
 - Tanzania *
 - Uganda **
 - Zambia **
 - Egypt **
 - Rwanda **
 - Botswana **
 - Senegal **

- ### Americas
- Canada
 - Mexico
 - Peru
 - USA

- ### Middle East
- Iraq
 - Kuwait **
 - UAE **
 - Qatar **
 - Saudi Arabia **

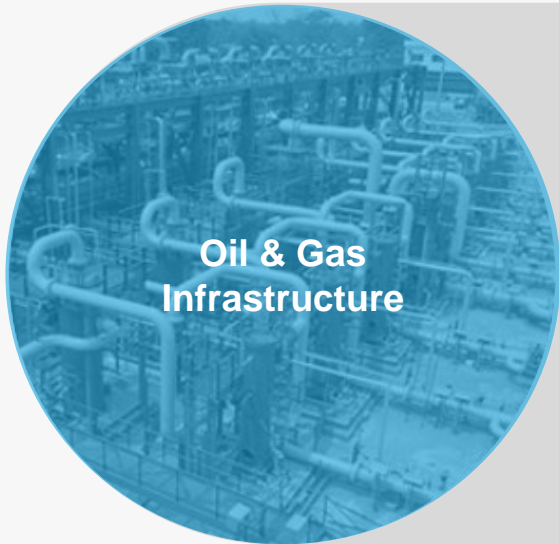
- ### Europe
- Turkey *
 - Poland
 - Armenia (CIS) **
 - Tajikistan (CIS) **

International Order Book Trend – Current Order Book INR 46.8 Bn (As on 31st March 2017)



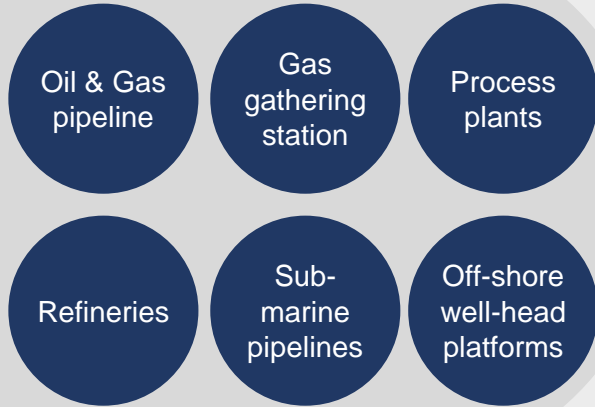
* Projects executed on Turnkey basis
 ** Projects under execution on Turnkey basis in 21 countries

INFRASTRUCTURE EPC



Oil & Gas Infrastructure

Segments



Order Book
INR 9 Bn
(31st March 2017)

Setup 80+ Oil & Gas Stations

Laying of 3,200+ km Oil & Gas Pipelines

Milestone

- 2004** Started commissioning oil & gas pipeline.
- 2007** Certification - RINA ISO 9001-2000
- 2011** Received IPLOCA award
Completed Mundra Bathinda Pipeline Project from HPCL-Mittal Pipeline Ltd of 550Kms

Landmark Projects



PRP KG Basin – Gail Ltd – Andhara Pradesh



Thumbli Water Pipeline– Cairn Energy India – Rajasthan



CGGS & FGS Projects – Oil India Ltd– Assam



Vijaypur–Dadri Pipeline Project – GAIL Ltd - MP & UP



Mundra Bathinda Pipeline Project – HPCL Mittal Pipeline Ltd – Gujarat & Rajasthan



Panvel Dabhol Pipeline Project–Gail Ltd - Maharashtra

Clientele



INFRASTRUCTURE EPC



Services

- New track laying & rehabilitation work
- Railway & Overhead electrification
- Signalling & Telecommunication (S&T)
- Power systems
- Metro Railway & Private railways sidings
- Bridges & Tunnels
- Station Buildings & facilities
- Platforms & Traction sub-station

Order Book
INR 9 Bn
(31st March 2017)

Gearing up to cater
DFC
opportunities

Milestones

2010 Started operations

2012 Won first international project in Bangladesh

2016 Started participating in DFC opportunities

Landmark Projects



Taljhari – Maharajpur (West Bengal)



Tata Steel Plant – Kalinganagar (Odisha)



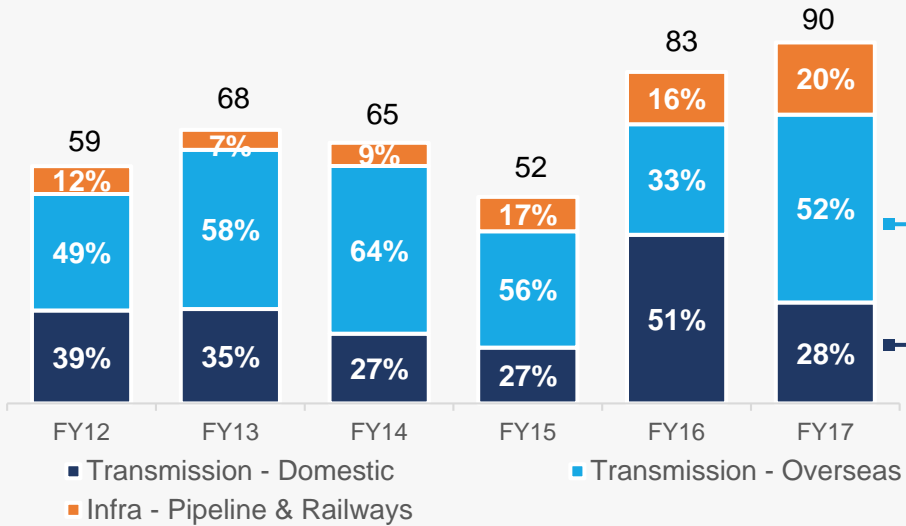
Tamluk – Basulya (West Bengal) – RVNL



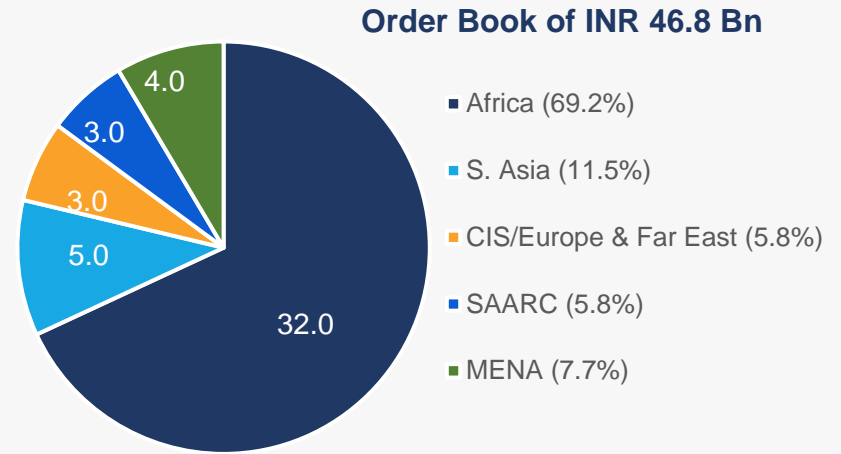
Ahmedabad-Palanpur (Gujarat) - Core

KPTL - Order Book Profile

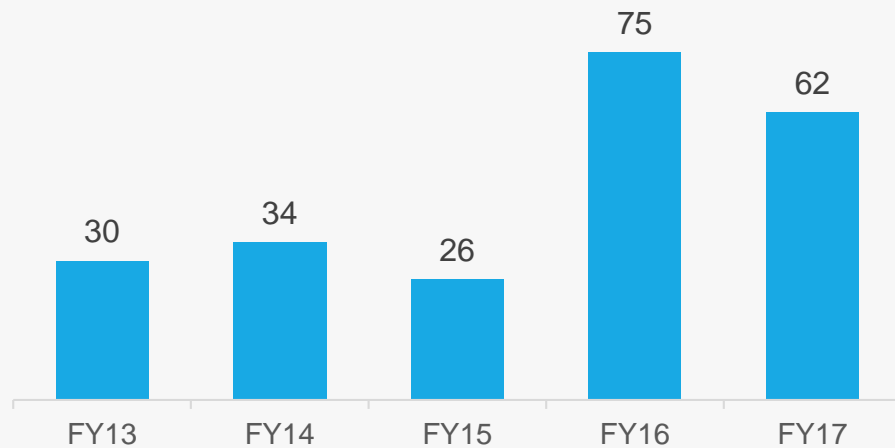
Historical Order Book (in INR Bn)



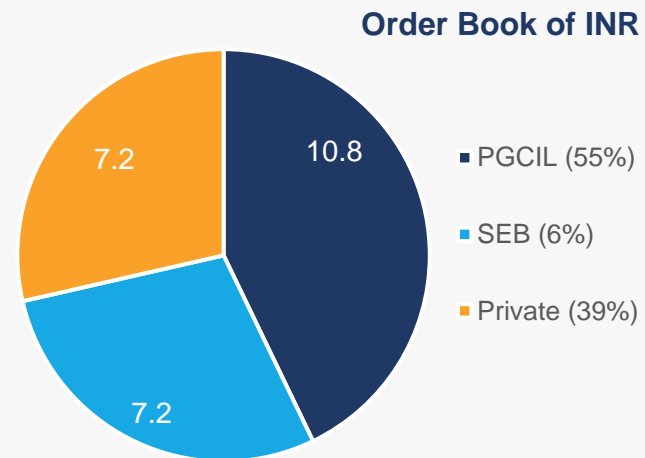
FY17 Order Book – Transmission (International)



Order Inflow (in INR Bn)

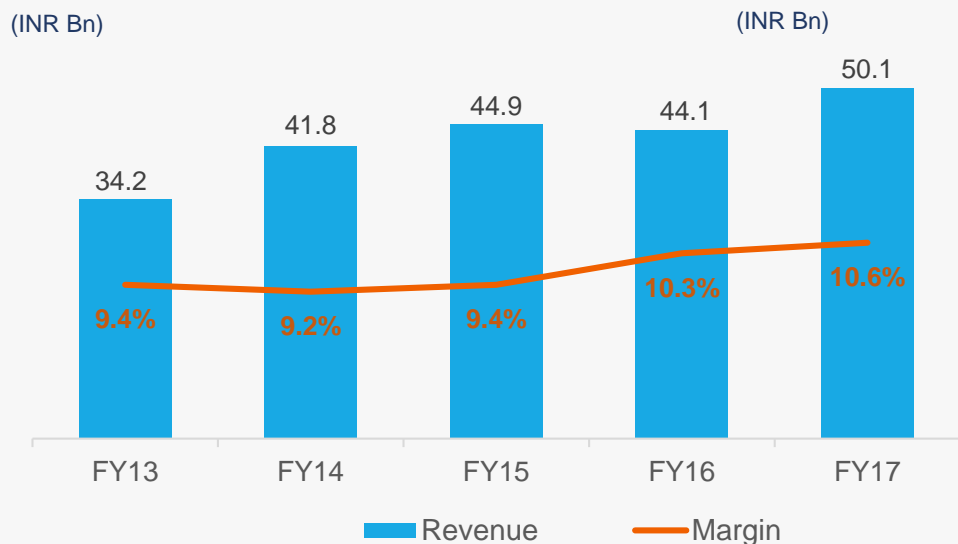


FY17 Order Book – Transmission (Domestic)

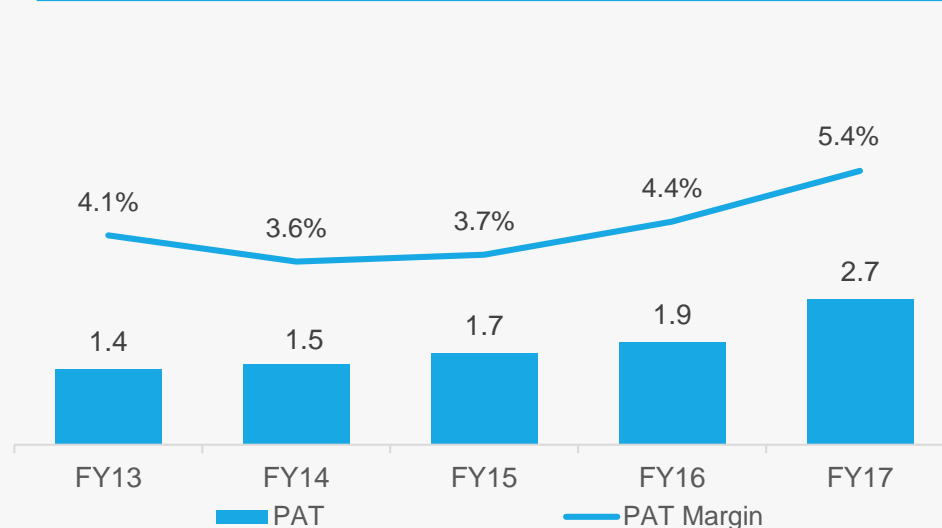


KPTL - Financial Highlights (Standalone)

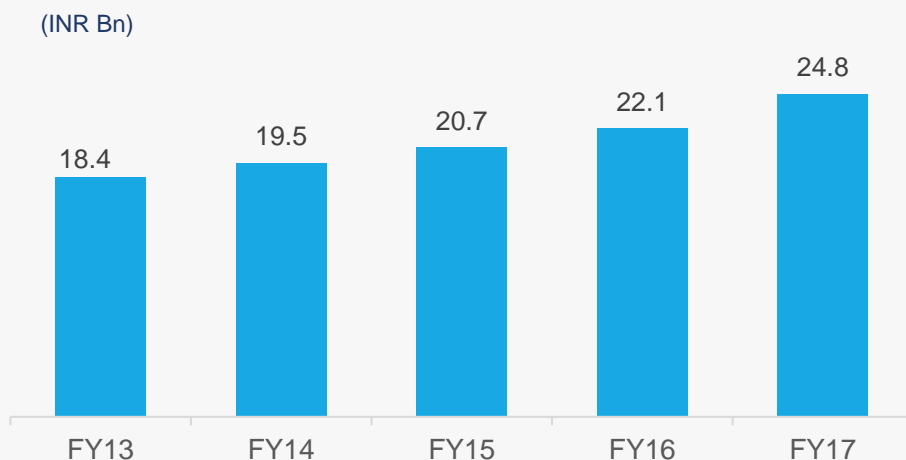
Revenue & EBITDA* Margin



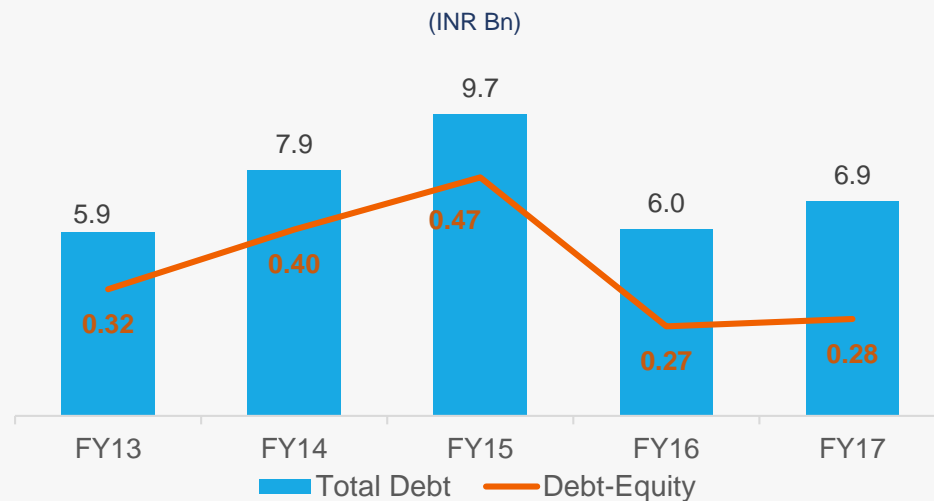
PAT & PAT Margin



Net worth



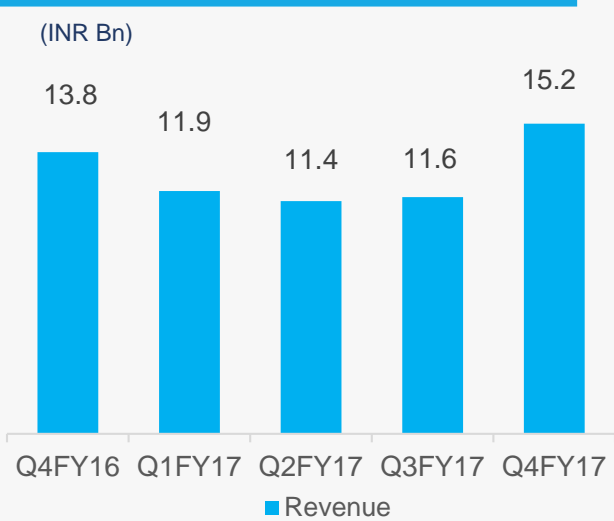
Gross Debt+ & D/E Ratio



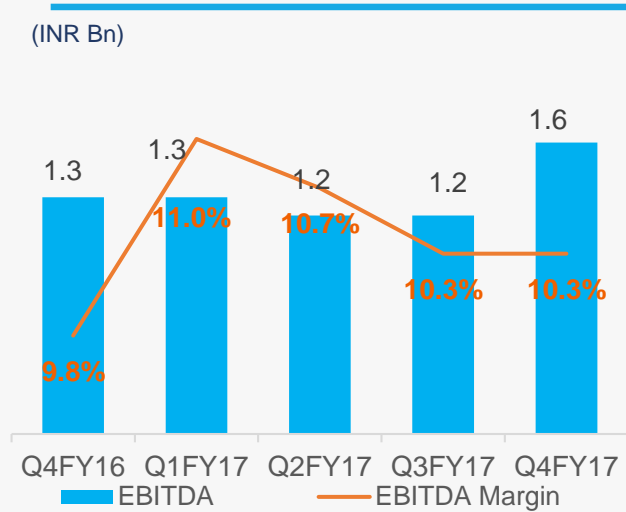
* Core EBITDA Margin + Total Gross Debt (including maturities)

Financial Highlights (Standalone) – FY17 Quarters

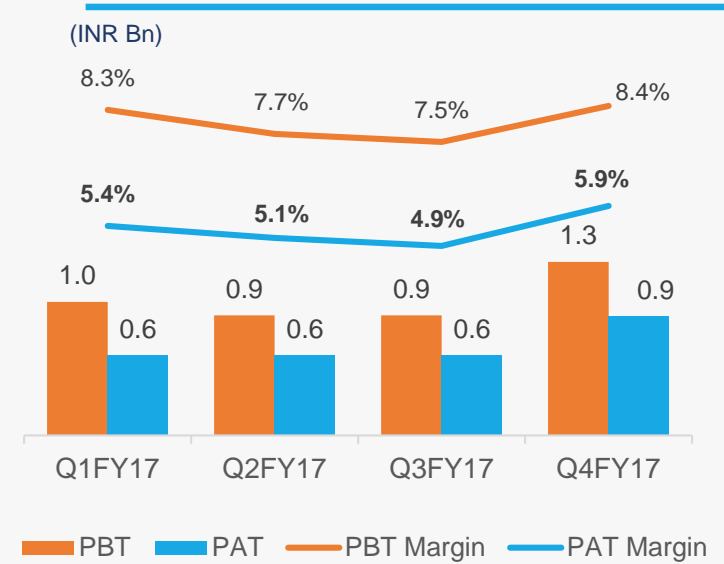
Revenue



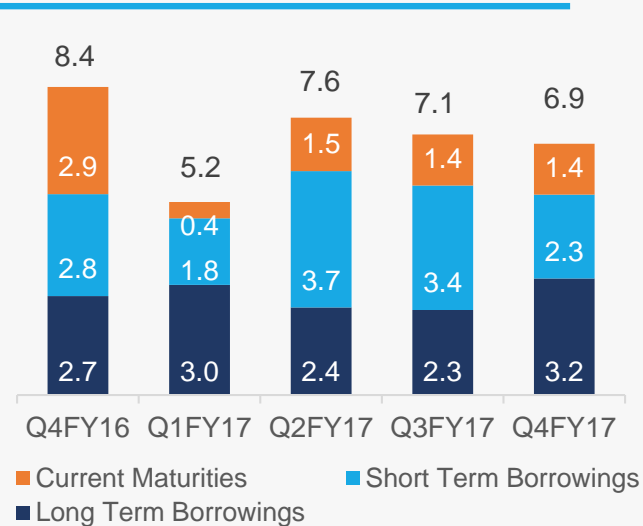
EBITDA* & EBITDA Margin



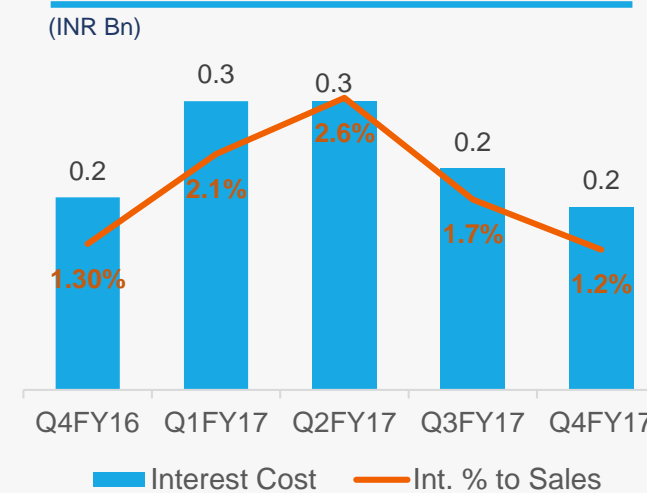
PBT, PAT & Margins



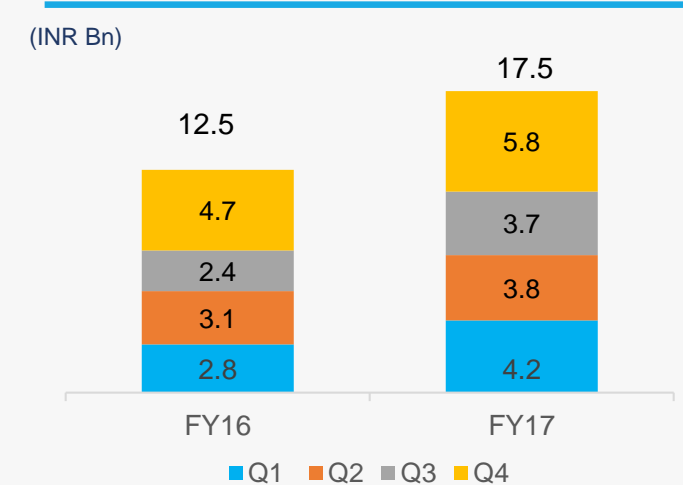
Total Debt



Interest Cost



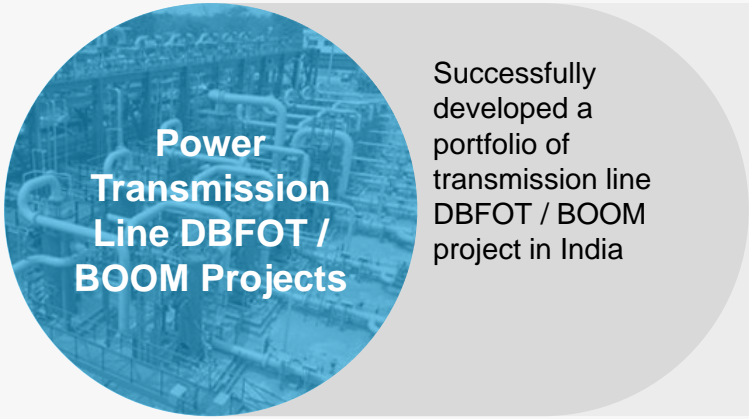
EPS#



* Core EBITDA

Interim EPS

ASSET CREATION



Power Transmission Line DBFOT / BOOM Projects

Successfully developed a portfolio of transmission line DBFOT / BOOM project in India

Milestones

2009

Won first transmission line DBFOT project in Haryana

2015

Executed second transmission line DBFOT project in MP

2012

Commissioned first transmission DBFOT project

2016

Won third transmission line BOOM project

2013

Received early Completion of Transmission Award for the year 2012 by Ministry of Power.

2017

Won fourth transmission line BOOM project

DBFOT/BOOM Projects

Projects	Jhajjar KT Transco Pvt. Ltd.	Kalpataru Satpura Transco Pvt. Ltd.	Alipurduar Transmission Ltd.	Kohima Mariani Transmission Ltd.
Model	Annuity based	Annuity based	Annuity based	Annuity based
Project Scope	400 kv/220 kv transmission line of 100kms in Haryana	400 kv Satpura–Ashta DCDS transmission line of 240 kms in MP	Transmission system for transfer of power from new hydro electric power projects in Bhutan on BOOM basis	Transmission system for North Eastern Region Strengthening Scheme (NERSS VI) on BOOM basis
SPV ownership	Kalpataru Power - 51% & Techno electric - 49%	Kalpataru Power - 100%	Kalpataru Power - 100%	To be finalised
Project Cost	INR 4.5 Bn	INR 3.4 Bn	INR 11.5 Bn	To be finalised
Concession Period	25 yrs.+ 10 yrs. extendable	25 yrs.+ 10 yrs. extendable	35 Yrs.	35 Yrs.
Current Status	Generating revenue of INR 540 Mnpa	Generating revenue of INR 380 Mnpa	Under Development, Achieved financial closure	SPV Acquired
Completion date	Commenced operation in March 2012	Commenced operation in April 2015	FY19	Early FY21

ASSET CREATION



Biomass Plants

- Operating 2 biomass based power generation plants of around 16 MW in Rajasthan
- PPA's with state electricity boards
- Both plants earn Certified Emission Reductions (CER's) on usage of agriculture residues



Logistics infrastructure to collect
~200,000 MTs of waste

Gold Standard Certification*

Particulars	Plant 1	Plant 2
Location	Padampur in Ganganagar District, Rajasthan.	Uniara in Tonk District, Rajasthan.
Plant Consumption	Agricultural waste and crop residues (biomass) as inputs.	
Capacity	7.8 MW	8 MW
Registrations & Certifications	<ul style="list-style-type: none"> - UNFCCC in 2003 - Benefited from CERs (Certified Emission Reduction) in 10 years. - Achieved Gold Standard Certification in 2012. 	Achieved Gold Standard Certification in 2009.



*Gold Standard is the only premium quality standard for carbon emission reduction projects with added sustainable development benefits and guaranteed environmental integrity.

Major Operating Subsidiaries



JMC Projects (India) Ltd.

JMC Projects (India) Limited
 a Kalpataru Group Enterprise

JMC Projects (India) Limited is a full-scale infrastructure EPC player in all verticals viz. Buildings & factory, Roads & Flyovers, Water & Railways, Industrial and Power BOP

Experience of
 over **30 Years**

Turnover
INR 23.4 Bn
 (FY17)

Market Cap.
INR 8.9 Bn
 (31st Mar.2017)

Employees
~3,200

Key Projects



Power Grid Corpn.,
 Gurgaon



Indian Institute of
 Management, Ahmedabad



Cadila Healthcare,
 Ahmedabad



Infosys Technologies,
 Bangalore



Elevated Metro Stations,
 DMRC, Delhi



“Thyagaraj Sports Complex”
 Commonwealth Games 2010, New
 Delhi

Turnkey Service Provider



Civil



Firefighting



Mechanical



High-voltage
 Air-conditioning
 (HVAC)



Electrical



Landscaping

Strong Clientele

Factories



Buildings



Power BOP

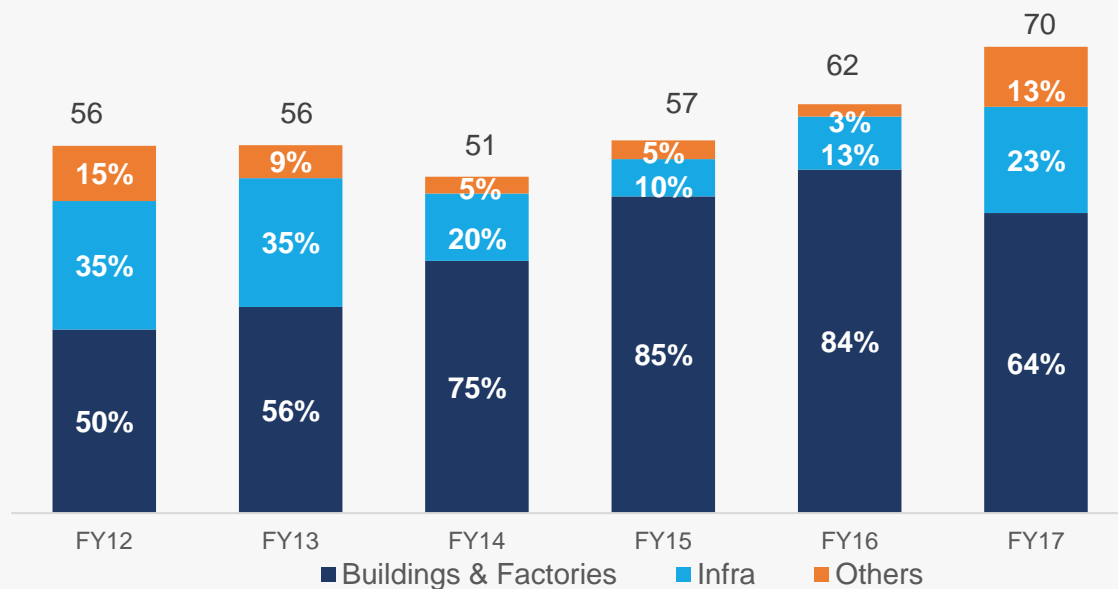


Infrastructure (Roads, Metro, Water)



JMC Projects - Order Book profile

Historical order book (in INR Bn)

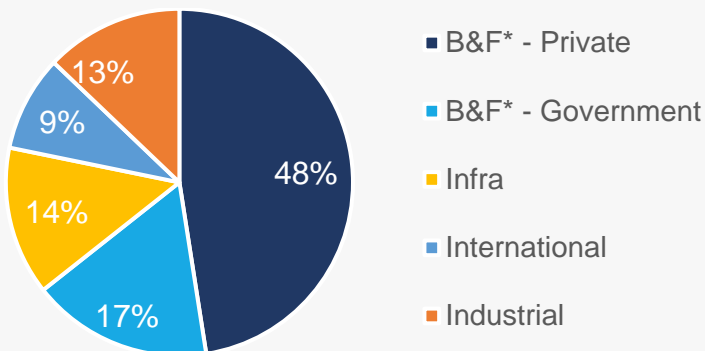


Milestone

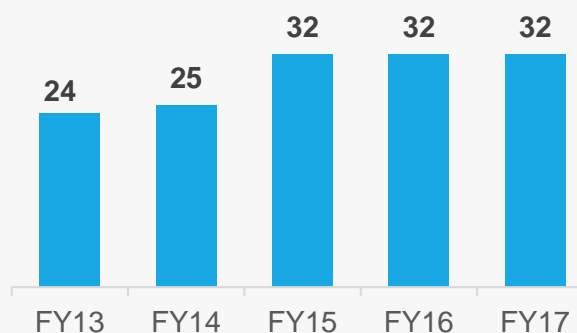
- 1986** Incorporated
- 1994** IPO
- 2005** KPTL acquired controlling stake
- 2007-08** Entered in Power & Infra EPC Business
- 2009** Turnover crossed INR 10 Bn
- 2010** Won first road BOOT projects
- 2013** Won first international road EPC contract
- 2014-15** All 4 road BOOT projects get operational
- 2016-17** Won a Water EPC contract in Sri Lanka

Order Book – INR 70 Bn (in%)

(As on 31st March 2017)



Order Inflow (in INR Bn)



Stock Information

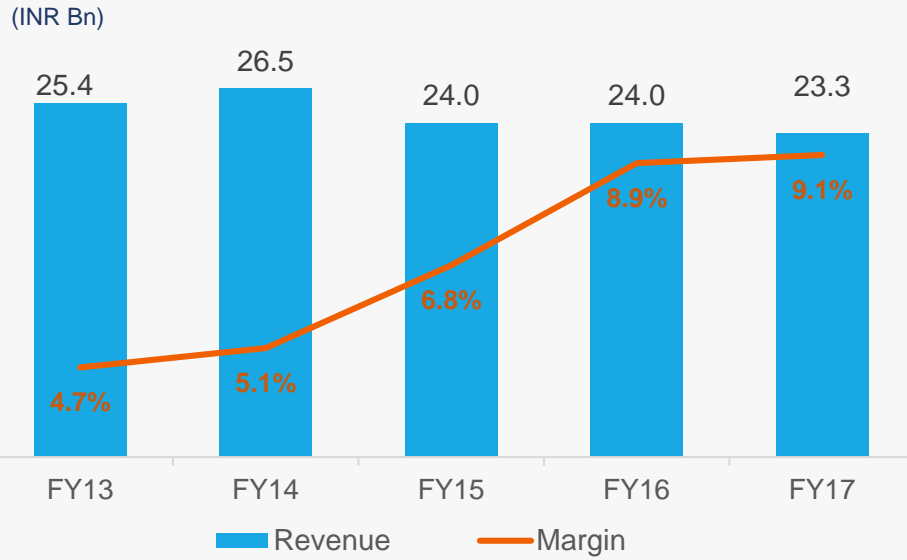
(As on 31st Mar.2017)

	Stock Price	INR 265.55
	Market Cap.	INR 8.9 Bn
	Net Worth (FY17)	INR 6.9 Bn
	Debt-Equity Ratio	0.95:1
	Credit Rating	A+

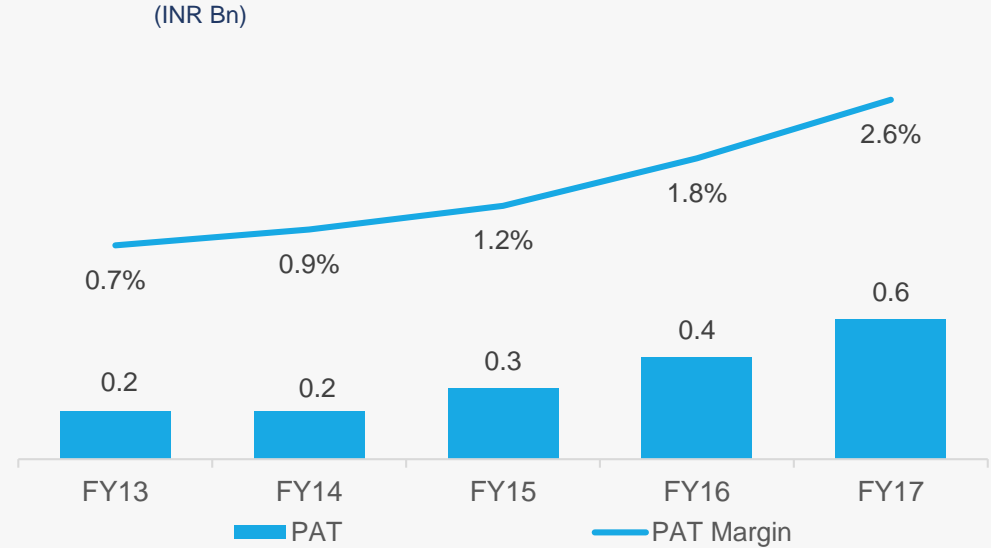
*Buildings & Factories

JMC - Financial Highlights (Standalone)

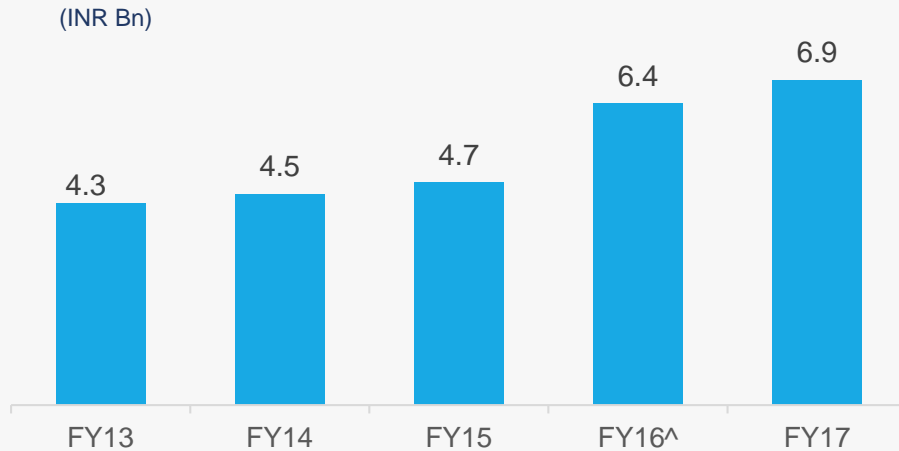
Revenue & EBITDA Margin*



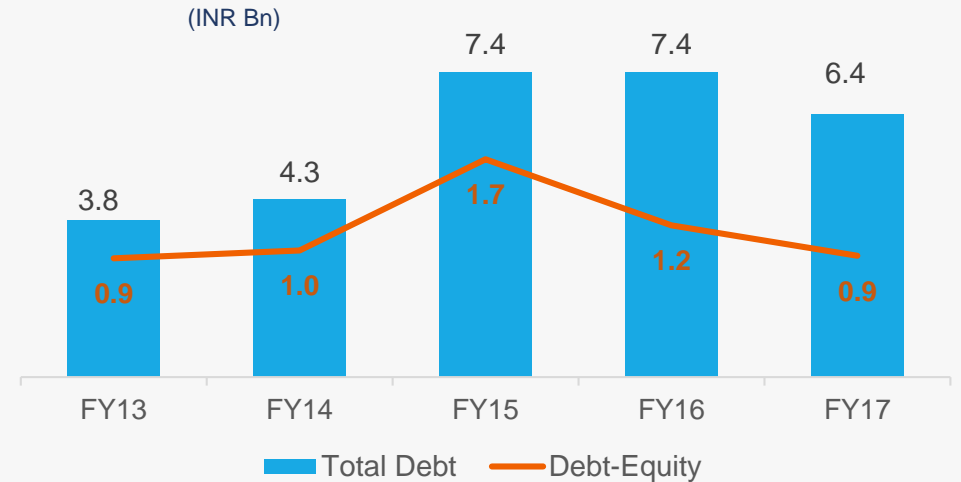
PAT & PAT Margin



Net worth



Gross Debt⁺ & D/E Ratio

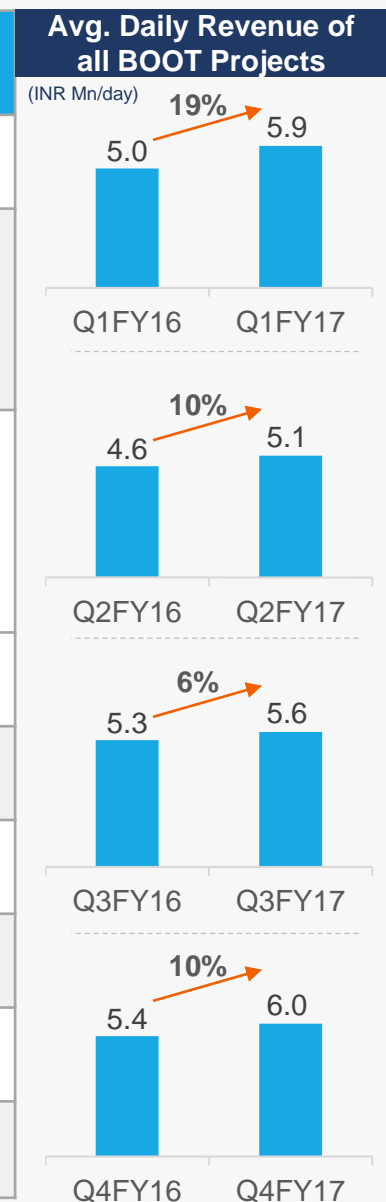


* Core EBITDA Margin ⁺ Total Debt (including maturities)

[^] Right issue of INR1.5Bn in Jan.2016

JMC Projects - Road BOOT Projects

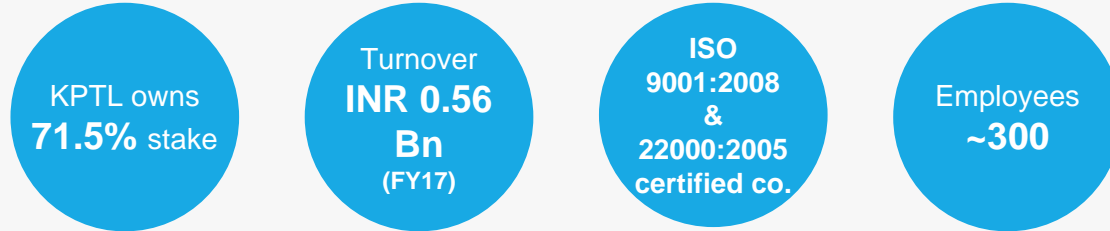
Projects	Kurukshetra Expressway Pvt Ltd.	Brij Bhoomi Expressway Pvt Ltd.	Wanganga Expressway Pvt Ltd.	Vindhyachal Expressway Pvt Ltd.
Model	Toll Based	Toll Based	Toll Based	Toll Based
Project Scope	Four laning of 83 kms on NH 71 in Haryana under NHDP Phase III between Rohtal to Bawal	2 laning of 79 kms of Agra – Aligarh section on NH 93	4 laning of 45 kms Nagpur – Wainganga section on NH 6, connecting Kolkata & Surat	Four laning of 89 kms on NH 7 from Rewa bypass to hanumana border (MP/UP border)
SPV ownership	JMC Projects 51% SREI Infrastructure 49%	JMC Projects 100%	JMC Projects 100%	JMC Projects 100%
Project Cost	INR 10.35 Bn	INR 2.65 Bn	INR 4.5 Bn	INR 5 Bn
Debt	INR 7.9 Bn	INR 1.6 Bn	INR 3.3 Bn	INR 5 Bn
Grant	-	INR 0.5 Bn	-	-
Equity	INR 2.4 Bn	INR 0.5 Bn	INR 1.2 Bn	INR 1.9 Bn
Premium Payment	INR 0.12 Bn. p.a.	-	INR 0.3 Bn. p.a.	INR 0.04 Bn. p.a.
Concession Period	28 Years	15 Years	18 Years	27 Years



Major Operating Subsidiaries



Shree Shubham Logistics Ltd

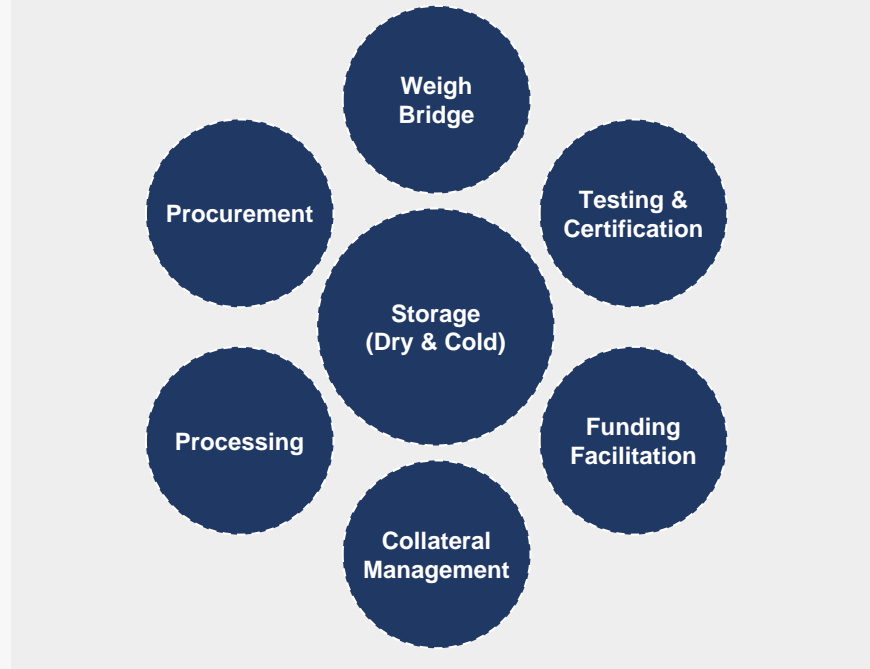


- Post-harvest value chain for agri-commodities with services that include warehousing, procurement, primary processing, trading, collateral management, funding facilitation, funding, testing & certification, and pest management
- Warehouses across the states of Rajasthan, Gujarat, Madhya Pradesh and Maharashtra
- SSL has been approved as an assayer and a warehouse service provider to market trade participants

Timeline

2007	Incorporated
2009	Accreditation with NCDEX as warehouse service provider
2010	Entered into MOU with RSWC for management of their warehouse
2011	WDRA accreditation
2013	PE investments

Offering One-stop solutions across value chain





Power T & D

Domestic

Opportunity worth **INR 1.4Tn** over FY17-22

International

Overall capex of **USD1.8tn** over FY14-30

Substations

Opportunities worth **INR1.2tn** over FY17-22



Railway Infrastructure

Overall

Estimated spending of **INR 8.5Tn** over next 5 yrs

Electrification

Expect **10,000 kms** of line electrification by 2020

Broad Gauge Lines

7000 kms of broad gauge lines



Construction

Roads

Over **INR 5.0tn** of investment in next 5 years (MoRTH)

Smart Cities

Opportunity worth **INR 1 Tn** for building 100 Smart cities over FY17-22

Factories

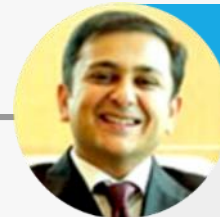
25-30% of the opportunity coming to **Indian manufacturers**

Metro

Over **INR 25Bn** of orders in pipeline for FY17-18



Mr. Mofatraj P. Munot | Executive Chairman
Founder, Promoter and Chairman of Kalpataru Group with overall 50 years of experience in the field of Real Estate and Property development, Civil Contracting & various industries



Mr. Parag Munot | Promoter Director
Director of the Company since 1991. An M.B.A. from the Carnegie Mellon University and has nearly 18 years of experience in real estate and property development



Mr. Manish Mohnot | Managing Director & CEO
CA, ICWA & advanced management program from Harvard University, USA. He is having experience of two decades in areas related to power, oil and gas, infrastructure and other sectors related to Infrastructure.



Mr. Rajeev Dalela – President (TLD & SAARC)



Mr. Kamal Jain – Director (Finance) & CFO



Mr. Prasun Kumar Dutta - Sr. Vice President (Substation Div.)



Mr. D. B. Patel - Director (Operations)



Mr. Anil Kumar – Deputy President (Railways)



Mr. Sanjay Dalmia - Director (International Business)



Mr. Saurabh Gupta – Sr. Vice President & Head (BOOT Assets)

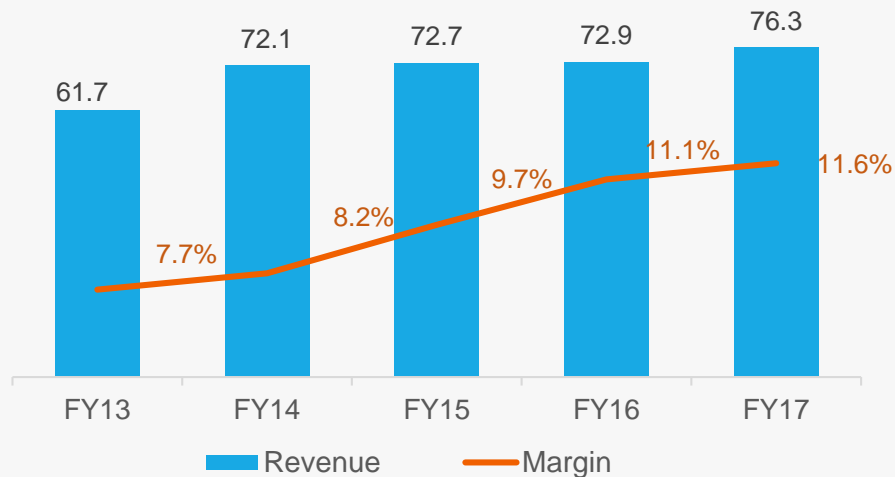


Mr. Gyan Prakash - President & CEO (Infra Projects)

Financial Highlights (Consolidated)

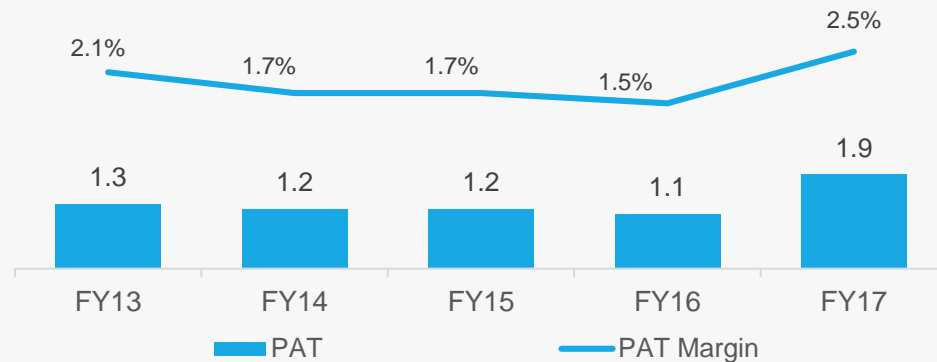
Revenue & EBITDA Margin*

(INR Bn)

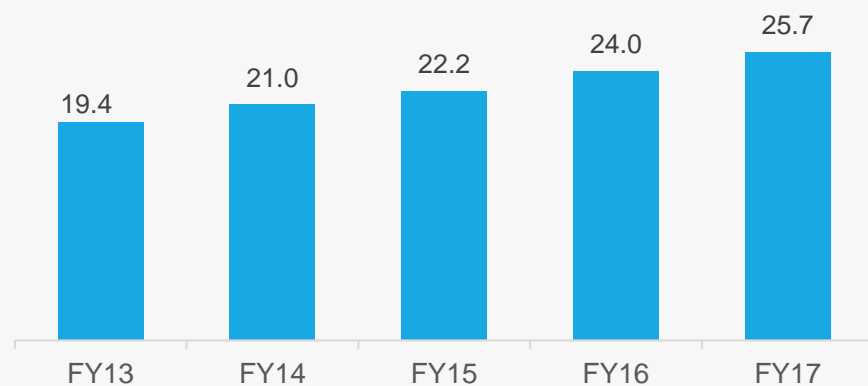


PAT & Margins

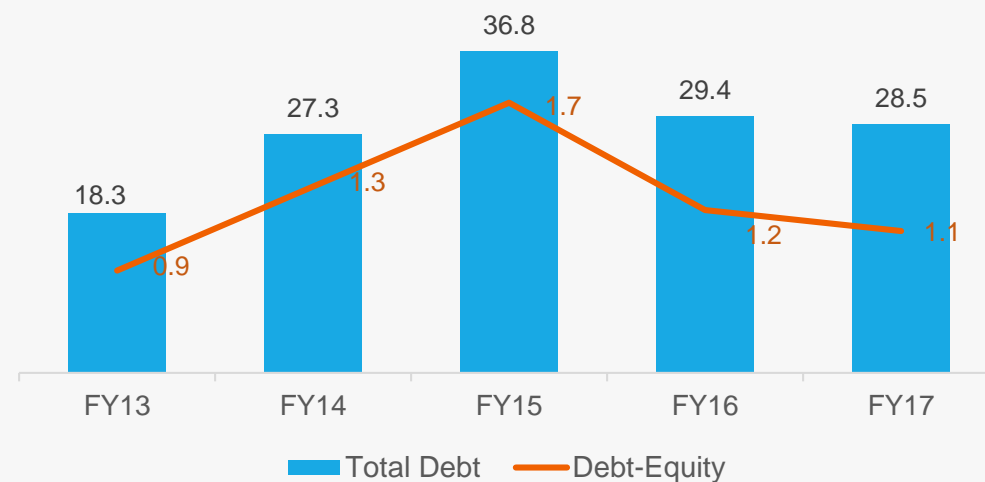
(INR Bn)



Net worth

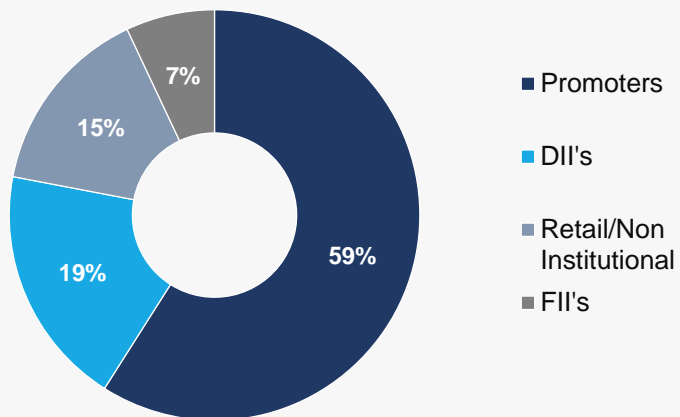


Gross Debt+ & D/E Ratio



* Core EBITDA Margin + Total Debt (including maturities)

Shareholding Pattern (as on 31st March 2017)



Top Institutional Holders (As on 31st March 2017)

	% holding
HDFC Trustee Co. Ltd.	8.61%
HSBC Global Investment funds – Indian equity	3.21%
ICICI Prudential Life Insurance Co. Ltd.	2.65%
Reliance Capital Trustee Co. Ltd.	2.16%
DSP BlackRock Microcap Fund	2.12%
ICICI Prudential Infrastructure Fund	1.78%
HSBC Indian Equity Mother Fund	1.11%
Sundaram Mutual Fund A/c Sundaram Smile Fund	1.04%

Stock Data - NSE (as on 31st March 2017)

Stock Price	INR 322.70
52 Week High/Low	322.70 / 202.00
Avg. Volume (1 month)	66462 shares
Market Capitalization	INR 49.5 Bn
Shares Outstanding	153 Mn
Free Float	INR 20 Bn / 40.6%

Credit Rating

FY17



AA

Healthcare



Dental Checkup



X-Ray machine setup for checkup



Kalpa Seva Arogya Kendra

100+ patients visit Seva Kendra on daily basis

30,000+ new cases have been registered till date

250+ hearing impaired students benefitted from Cordless F. M. Loop Amplification System

1,010 students & 65 teachers benefitted through Modern Library and Study Centre

Supported 734 schools in the vicinity of Gandhinagar, Gujarat

Community Development



Reading and writing facilities to benefit teachers



Modern Library & Study Centre



Providing quality education facilities

Running In-house Training Centre over 10 years with state-of art infrastructure



Spread over 120,000 sqft area



Training halls for 300 students



Additional discussion rooms



Well-resourced library



Hi-tech Computer Centre



Boarding for 100 students

Tie-ups with esteemed education institutes like **NIRMA & AES*** to groom managerial skills

Imparted training to **over 10,000** man-days

Conducted **over 500** training programs

* Ahmedabad Education Society

Employee Initiatives

GYANODAYA

Inculcates behavioural & technical competencies for fostering better personal performance, growth & operational excellence

Kalpa-Saathi

A 'Saathi' is assigned to new joiners for acquaintance with the organizations Culture, Systems and Processes

Coffee with HOD

Employees get to know each other over a cup of coffee in a relaxed canvas

Maan Ki Baat

Platform for expressing concerns/ suggestions & ideas from new entrants and providing proper guidance where necessary

Career Progression Review

An assessment and future road of employees' career growth within the organisation

Speak-Out Communication Meeting

An opportunity to understand organizations progress & institute employees about the way forward set by management.

SWAGAT

A 2 days Employee Orientation Programme for all new entrants

"Kalpa – Gaurav"

Rewards & recognition for outstanding contribution & promote and encourage hard work/ pride/ trust/ innovation & improvement amongst employees



Awards

2016-17

- Runner-up for overall performance from PGCIL
- Appreciation from PGCIL as Runner-Up in Best Performance (Maximum Capitalisation)
- Best Performance Award for early completion of the 765 kV Wardha-Nizamabad Transmission line PGCIL
- Certificates of appreciation for efforts in Safety, Environment and Community service in Botswana

2015-16

- Winner of Best Transmission Line EPC Player In India For 2015-16 by PGCIL
- Runner Up In Maximum Volume Of Work In 2015-16 on Project by PGCIL
- Winner of Best Safety Norms On PGCIL Projects For 2015-16

2011-14

- Start Trading House Status Confirmed By Ministry Of Commerce And Industries For The Year 2010-14

2006-10

- Certificate Of Excellence 2009-10 From Container Corporation Of India Ltd. For Largest Volume Of Exports
- Gujarat State Safety Award – 2008
- Exporter Excellence & Emerging Exporter Award From Dun And Bradstreet , June 2008
- The Best Emerging Value Creator (Mid Size Companies) Runner Up For Outlook money- NDTV Profit Awards 2007
- Rated As Fastest Growing Mid-Cap Company Of India Mumbai By Business Today, April 2007
- Listed As India's Most Investor Friendly Companies In Business Today, August 2007
- JMC Ranked As The Best Wealth Creator Among The Construction Companies By Construction World In November, 2007 Issue

2001-2005

- Shri Kamal Jain, CFO & President Signed An MOU For Investment In New Fabrication Plant At Gandhinagar And Pipeline Equipments During Vibrant Gujarat - Global Investors Summit In Presence of Hon. CM Shri Narendra Modi On Jan 2005
- Certified With Export Excellence For Achieving Highest Export In 2002-03 Among Non SSI Units, Awards Were Presented By Hon. Minister For Industry & Commerce Shri Kamal Nath At Kolkata On Jan 2005
- Awarded With All India Trophy For Highest Exporter To Difficult / New Markets, Non SSI -2001-02

1995-00

- Shri Mofatraj. P. Munot, Director Awarded With Certificate of Merit From Hon. Prime Minister Of India Shri Atal Behari Vajpayee On May 8th 2000
- Excellence Award For Second Highest Number of Containers ICD - Sabarmati Gujarat Exported In Western India By CONCOR For 1998-99 And 1999-2000
- Trading House Status By Ministry of Commerce, Govt. of India
- Winner of Awards For Export Performance From Engineering Export Promotion Council (EEPC) In 1995-96 , 1997-98, 1998-99, 1999-2000
- First Indian Power Transmission Company To Receive ISO 9001 Certificate

Asia / India



Middle East



South East Asia



North America



Africa



And Many More....



Thank You

Contact

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