



**KALPA-TARU®**

**KALPATARU POWER TRANSMISSION LIMITED**

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CIN : L40100GJ1981PLC004281

**KPTL/21-22**  
**11<sup>th</sup> May, 2021**

<b>BSE Limited</b> Corporate Relationship Department Phiroze Jeejeebhoy Towers Dalal Street, Fort MUMBAI - 400 001.  <b>Script Code: 522287</b>  Listing: <a href="http://listing.bseindia.com">http://listing.bseindia.com</a>	<b>National Stock Exchange of India Ltd.</b> 'Exchange Plaza', C-1, Block 'G', Bandra-Kurla Complex Bandra (E) MUMBAI – 400 051.  <b>Script Code: KALPATPOWR</b>  Listing: <a href="https://neaps.nseindia.com/NEWLISTINGCORP/">https://neaps.nseindia.com/NEWLISTINGCORP/</a>
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**Sub.: Investor's / Analyst Presentation**

Respected Sir/ Madam,

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to forward herewith a copy of Investor's / Analyst Presentation on financial results of the Company for the quarter and year ended 31<sup>st</sup> March, 2021.

Kindly take note of the same on your records

Thanking you,

Yours faithfully,  
For **Kalpataru Power Transmission Limited**

**Rajeev Kumar**  
Company Secretary

Encl.: a/a



**ISO 9001 CERTIFIED COMPANY**

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Kalpataru  
Power  
Transmission  
Limited

# Analyst Presentation Q4 FY21 Results



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# Corporate Overview



# The World of KPTL

One of the few **Indian EPC companies** with diversified businesses

**Proven capabilities** with nearly 4 decades of experience

**Excellent execution capabilities** leveraged through **automation & modern digital technologies**



**T&D**

- Among the leading global players with end-to-end capabilities to offer integrated EPC solutions for transmission lines and sub-stations
- Currently executing projects across 40 countries
- Tower fabrication capacity of 2.4 lakh MT at two plants in India



**Oil & Gas**

- Among top three companies in the Indian Oil & Gas pipeline EPC market
- Completed several projects of national importance in EPC vertical with 6,650 kms of pipelines installed along with associated works of across ~385 stations.



**Railways**

- Among top three companies in India for overhead electrification, railway track laying, signaling & telecommunication (S&T), power systems and civil works associated with railway networks
- Completed over 6,000 route kms of railway electrification works in India



**B&F**

- Among the leading companies offering EPC services for the design and construction of Residential, Commercial and Institutional Buildings, Factories, and Industrial EPC Projects
- Ability to undertake MEP, HVAC, Façade, Finishing and Interior projects on EPC basis
- Established pan-India presence, with robust, performance driven customer relationship management leading to repeat orders



**Urban Infra**

- Among the leading companies offering EPC services for the design and construction of Highways, Bridges & Flyovers, Metro Rail Corridors Stations, Transit Terminals & Hubs
- Possessing the capability to undertake Metro Rail Underground Structures and High Speed Rail Structures on EPC basis
- Established pan-India presence, with the core asset base providing competitive advantage



**Water**

- Among the leading companies offering EPC services for the design and construction of Water Intake, Treatment, Storage, Supply, Distribution and Operation & Maintenance Projects, Irrigation Projects, River Linking Projects etc.
- Established pan-India presence, with a growing Order Book of Rs. 4,800+ Cr

# Measuring our capabilities

## Achievements in 2020-21



### T&D

Acquired Fasttel Engenharia (Brazil) and penetrated in Latin America, one of the largest T&D EPC markets



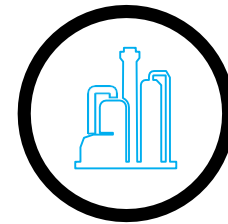
Entered five new countries across Asia, Latin America and Africa



Expanded substation business to 10 countries in total

Successful scaled up Linjemontage (Sweden) business with 2x growth in revenues and 3x growth in profitability in a span of two years

Successfully commissioned Kohima-Mariani Transmission Ltd. (KMTL) within the specified timelines



### Oil & Gas

Competed ~900 Km Line pipeline lay out

Achieved best profitability ever during 2020-21

Successfully passed evaluations and technical bids to be pre-qualified for EPC works in Middle East, Africa & Asia



### Railways

Contributed over 20% to India's railway electrification drive during 2020-21

Commissioned around 1232 Route Kms (RKM)

Work underway in over 30 projects in two countries



### B&F

Completed a Shipyard Project in Goa, Supreme Court complex in Delhi, AIIMS Hospital facilities across multiple cities, NTPC townships, Central University in Gaya, besides multiple residential and commercial projects in private sector

Commenced IIT Tirupati construction work

Secured EPC work in Maldives

Working on over 75 projects in India with leading real estate developers and government clients



### Urban Infra

Completed a Flyover near Mumbai

Erected > 10 wide carriage precast segmental spans / month in the ongoing Flyover Projects near Nagpur and Madurai

Following the near-completion of the second Highway project in Ethiopia, efforts made to secure yet another Highway project

Capability built and bidding done in Metro Rail Underground Structures and High Speed Rail projects



### Water

Completed the river linking project in Ujjain and the water supply project in Sri Lanka

Executed large number of domestic water connections projects in Bihar

Strong order book across the states of Odisha, Jharkhand, Bihar, Uttar Pradesh and Punjab

Laid over 5 km / month of the > 3 m dia Steel Pipeline in an Irrigation Project in Madhya Pradesh

Secured EPC works in Mongolia and Maldives

# Transcending borders with excellence

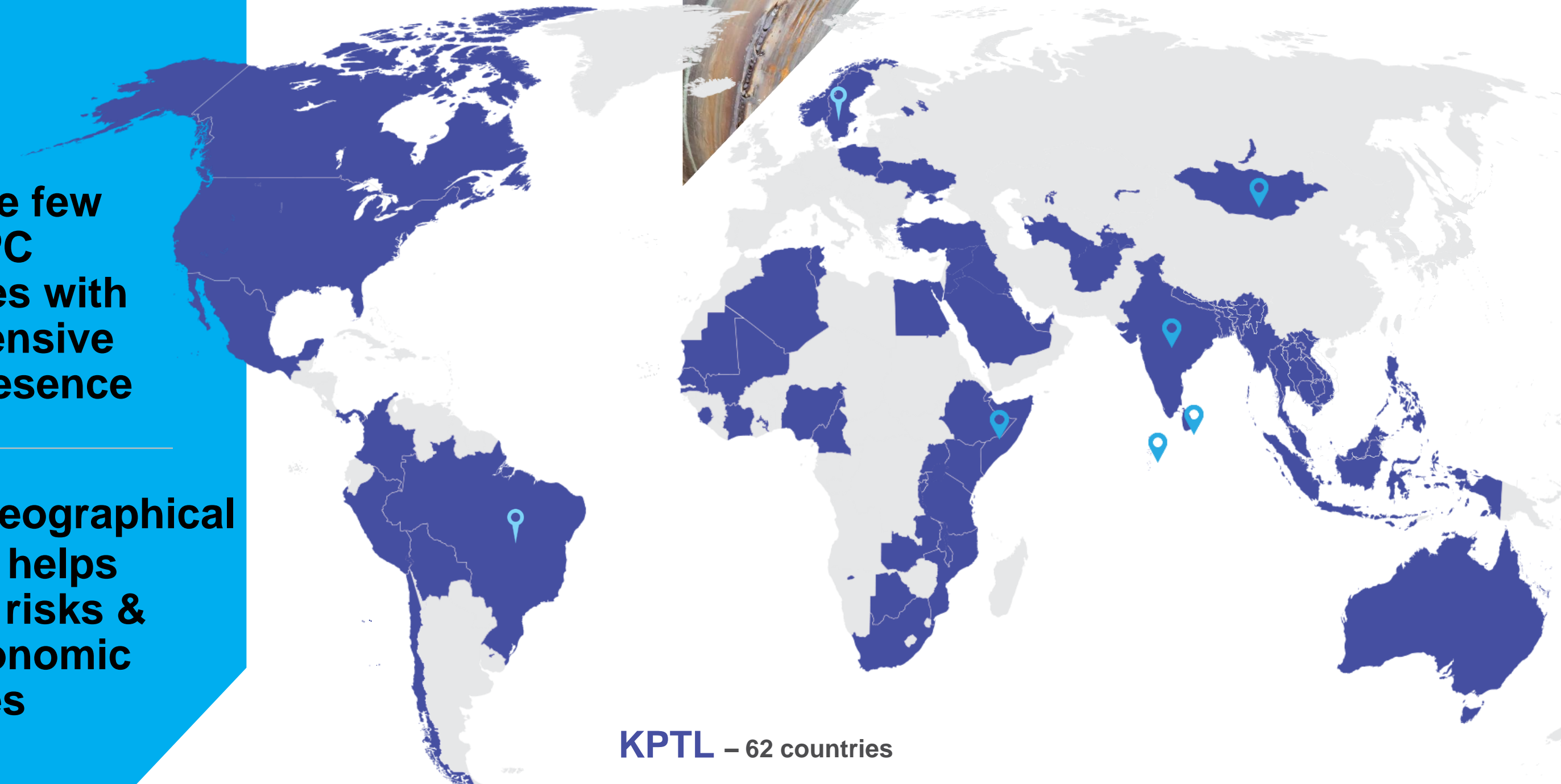


**Strong capabilities across business verticals with growing international presence**

**Consolidated Order Book of Rs. 27,900 Cr as on March 31, 2021**

**One of the few Indian EPC companies with such extensive global presence**

**Diverse geographical Presence helps mitigates risks & macroeconomic challenges**



**KPTL** – 62 countries

 **JMC** – India, Sri Lanka, Ethiopia, Maldives and Mongolia

 **Local Presence** – Sweden and Brazil

# Co-creating value within our ecosystem

## Diversified with strong businesses across various verticals

### Domestic

#### JMC Projects (India) Ltd.



JMC Projects (India) Ltd.  
A Kalpataru Group Enterprise

- Leading EPC player in **civil construction and infrastructure segment** with experience of over three decades
- Strong capabilities in B&F, Urban Infra and Water businesses International presence in **Ethiopia, Sri Lanka, Mongolia & Maldives**
- Order Book of **~Rs.14,009 Crores** as on March 31, 2021

#### Shree Shubham Logistics Ltd.



- Integrated business model focused on the midstream segment of **agri-commodity value chain**
- Manage and operate over **350 warehouses** across **7 states in India** with capacity of **1.9 million MT**

### International

#### Linjemontage I Grastorp AB



- Linjemontage, which was founded in 1993, specializing in power supply solutions and services for electricity networks within the voltage range of **0.4-400 kV**
- **Operating in three main business areas of** - comprising Substations, Transmission & Local Networks and Network Maintenance & Services.

#### Fasttel Engenharia Ltda



- Fasttel was incorporated in 1988 and headquartered in Curitiba city of Parana State of Brazil; The company has footprints in more than **20 states across Brazil**
- Operates into three main business areas, comprising of EPC of substation, transmission lines and power distribution services
- Built over **2,000 Kms** of Transmission Lines and over 50 substations for various voltage range up to **750 kV**
- Possess experienced manpower of **~ 1000** engineers, staff and workmen capable of doing in-house Engineering, Procurement, Land Survey and Planning, Environment Clearances and Construction.



# Value-creation for long-term

Significant progress made on divestment and restructuring despite the pandemic

Leverage deep domain expertise & strong balance sheet to create best in class assets in the T&D and Roads sector

Committed to our strategy to divest long-term assets to reduce debt and improve profitability

Testament to our ability to deliver excellence across the entire project cycle from creating, funding, operating & monetising of BOOT assets

## T&D BOOT / IPTC Assets

1. **Kalpataru Satpura Transco Pvt. Ltd (KSTPL):**  
Transferred to CLP and received cash proceeds in FY20
2. **Jhajjar KT Transco Private Limited (JKTPL):**  
Completed sale and transfer of JKTPL to India Grid Trust; Cash flows from sale received in Q2FY21
3. **Alipurduar Transmission Limited (ATL):**  
Definitive agreement signed with Adani Transmission Limited and first closing achieved; Cash flows received in Q3FY21
4. **Kohima-Mariani Transmission Ltd. (KMTL):**  
Definitive agreement signed with CLP India. Major approvals received. We are expecting the deal closure by Q1FY22

## Road BOOT Assets

1. **Kurukshetra Expressway Pvt Ltd. (KEPL):**  
Restructuring in advance stage. Targeting to complete the entire restructuring process by end of Q1FY22.
2. **Wainganga Expressway Pvt Ltd. (WEPL):**  
Restructuring in advance stage. Targeting to complete the entire restructuring process by end of Q1FY22.
3. **Vindhyachal Expressway Pvt Ltd. (VEPL):**  
We have received active and firm interest from leading investors and expect the sale to be completed in FY22
4. **Brij Bhoomi Expressway Pvt Ltd. (BEPL):**  
Significant improvement in toll revenue with average per day revenue at Rs.9 lakhs with over 7% growth in traffic in FY21

# Sustainability - Working Responsibly by Sharing the value we create

Building a comprehensive Sustainability / ESG strategy

Targeting for consistent improvement in EHS parameters

Encouraging and training employees for efficient use of water and energy

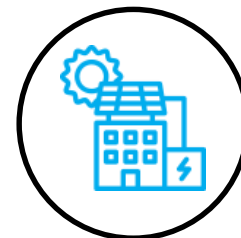
Our construction skills and expertise are strengths for developing low carbon infrastructure solutions.



**Transmission & Distribution of renewable power**



**Development of low carbon mobility solutions – Metro Rail and Railway Electrification**



**Energy efficient buildings**



**Water transmission and distribution in rural areas**



**Development of gas transportation infrastructure**

**KPTL's Biomass Power Plants are part of inclusive development for generating rural employment as well as contribute positively to a greener environment by converting agri waste materials into clean energy**

KPTL operates two biomass based power generation plants of around ~16 MW in Rajasthan, India. This plant uses agricultural waste and crop residues (biomass) as fuel

Among the few companies to get registered with UNFCCC as early in 2005 and has benefited from CERs (Certified Emission Reduction) on usage of agriculture residues

One of the best operating biomass plants with industry leading Plant Load Factor (PLF) and operating efficiency

Both the plants have achieved Gold Standard Certification awarded by Gold Standard Foundation, a non-profit foundation headquartered in Geneva



Uniara Power Plant, Rajasthan (India)



Padampur Power Plant, Rajasthan (India)

# Financial Performance



# Exceptional performance amidst challenges

Despite operational challenges due to Covid-19 and volatility in commodity prices, KPTL delivered robust results and value for all stakeholders given business resilience, strong balance sheet and superior management capabilities

Record annual consolidated  
**Revenue, PBT,  
 PAT & Order  
 Book**

Landmark year for order inflows and order book - Well diversified consolidated order book at all time high of

**Rs.27,900**

**Crores** as on 31 March 2021 & record order inflows of

**Rs.16,359**

**Crores** in FY21 alone

**Maintained  
 double-digit** EBITDA margin at standalone and consolidated level

**Rs.320  
 CRORES** OF CASH RETURNED TO SHAREHOLDERS THROUGH **BUYBACK & DIVIDEND**

**Marked  
 presence in  
 Latin America** - one of the biggest T&D markets through acquisition of Fasttel

Consolidated net debt lower by

**33%** Y-o-Y to **Rs.2,304**

**Crores** - Lowest debt levels in past few years

Committed to **low debt or zero debt** at standalone level post completion of transaction of KMTL - Deal closure of KMTL delayed due to pandemic

**Excellence  
 beyond numbers**

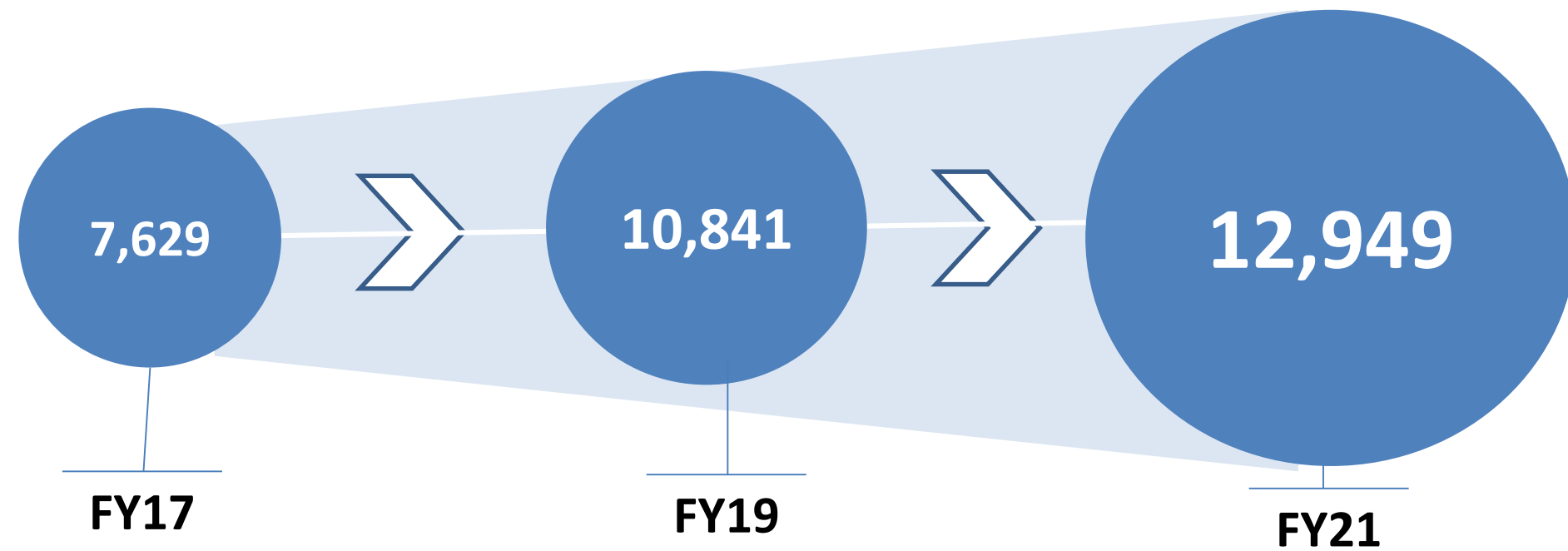
Appointment of leadership team across business verticals will further build expertise and strengthen our market leadership

Unabated investment in technology, being one of the highest among the peers to spend in technology. Technological expertise with digital and automation ensures robust project delivery capabilities and higher yields

# KPTL (Consolidated) - Track Record of Consistent Growth, Profitability & Low Gearing

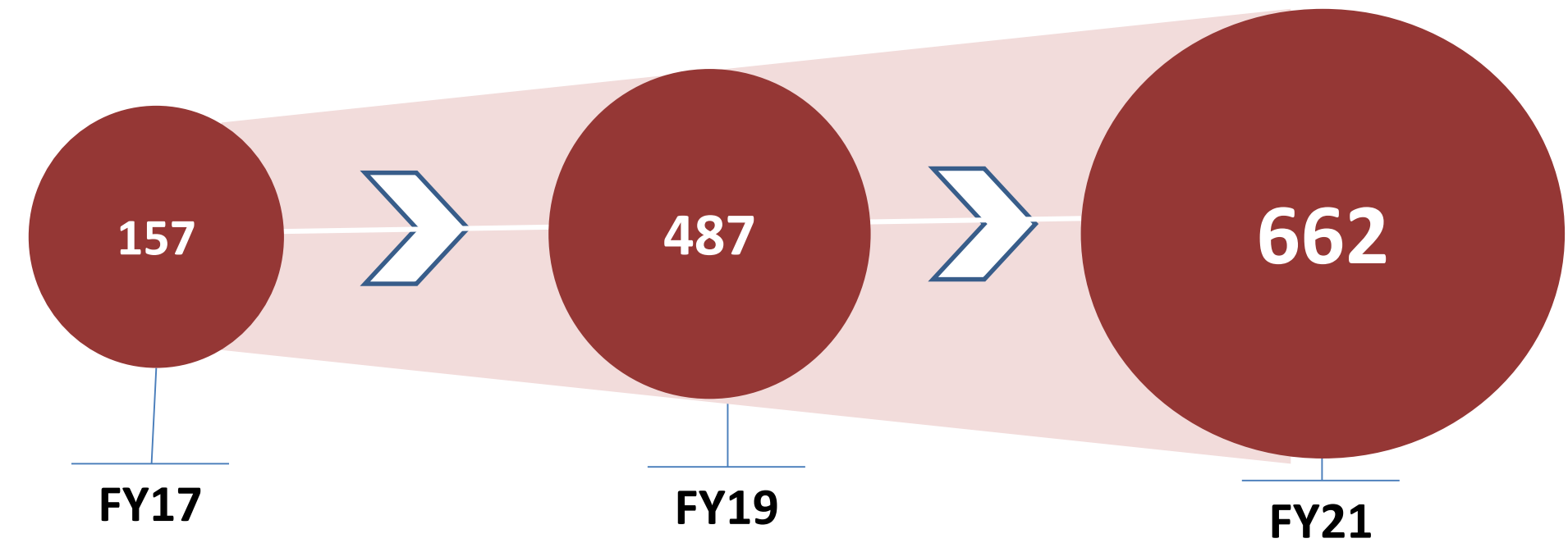
## Revenue (Rs. Crores)

*Delivered CAGR of 14% with EBITDA margins over 11%*



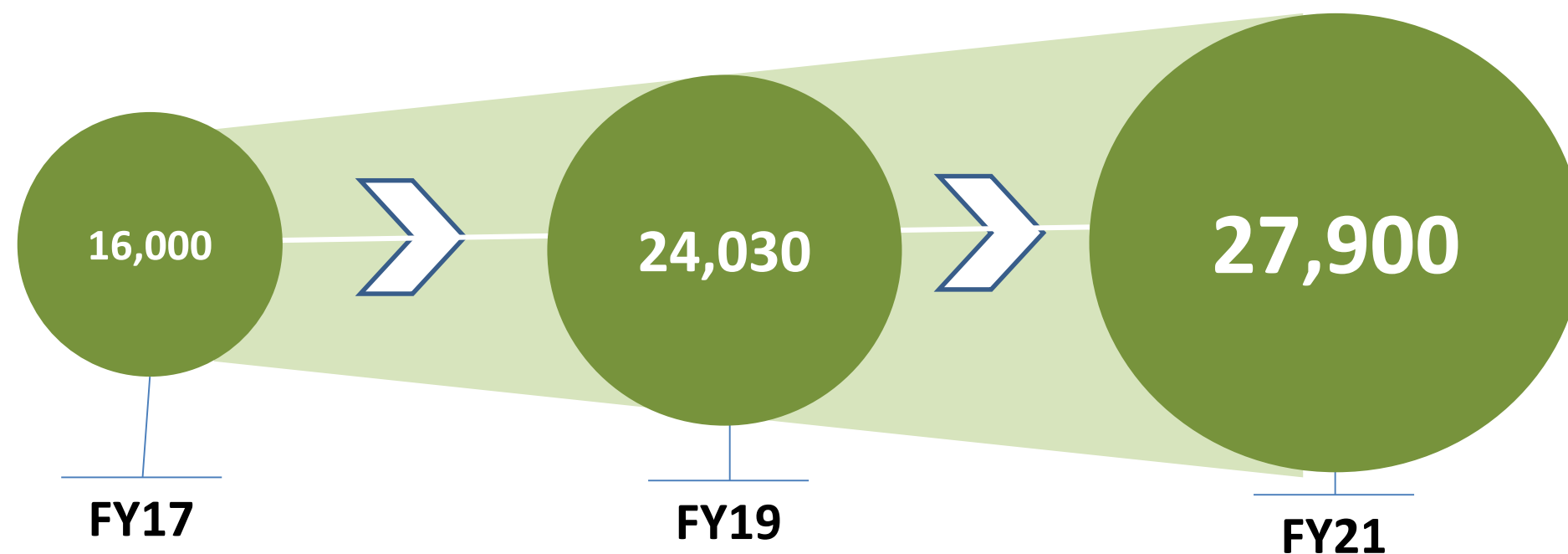
## PAT (Rs. Crores)

*Delivered CAGR of 43% - Focus on profitable growth*



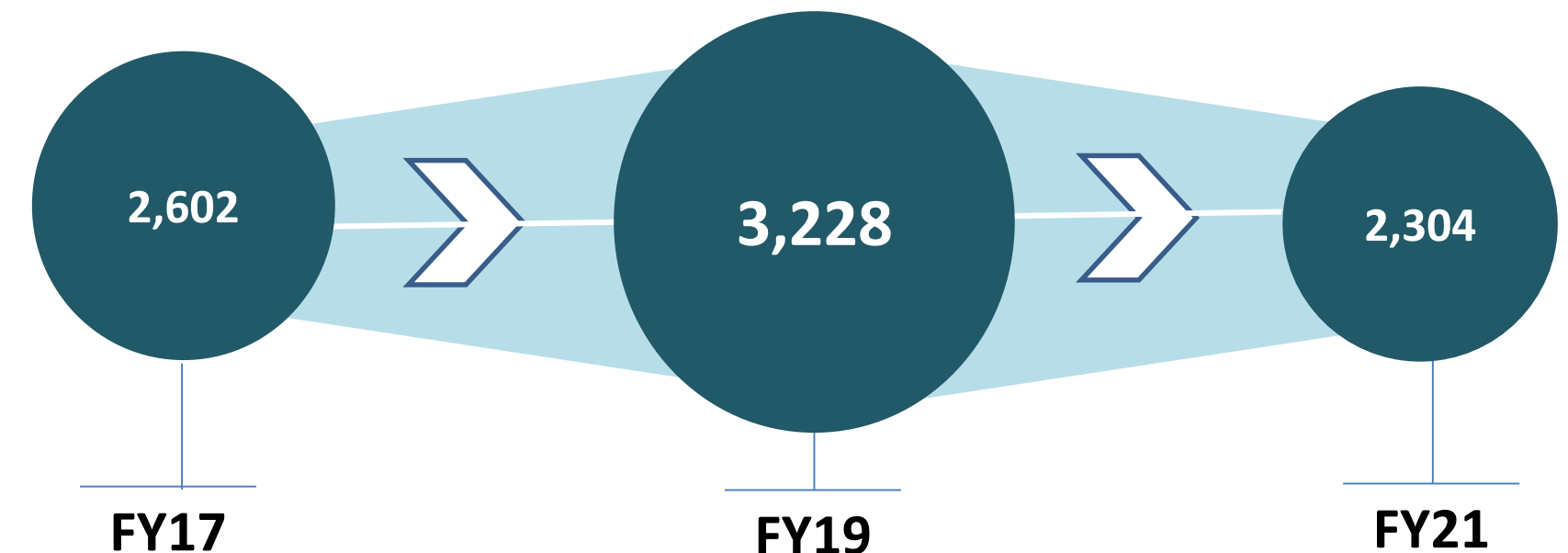
## Order Book (Rs. Crores)

*Lower risk & highly diversified order book - Clear medium term visibility*



## Net Debt (Rs. Crores)

*Committed to be low debt company – Capacity for enhanced returns*



# Resilient balance sheet to navigate current environment

Strong balance sheet and prudent financial policy is core to KPTL's strategy

	KPTL (Standalone)		KPTL (Consolidated )	
	<u>FY20</u>	<u>FY21</u>	<u>FY20</u>	<u>FY21</u>
<b>Networth</b>	Rs.3,536 Crores	Rs.3,863 Crores	Rs.3,495 Crores	Rs.3,859 Crores
<b>Net Debt / Equity</b>	0.27 x	0.20 x	0.99 x	0.62 x
<b>Interest Coverage</b>	4.9 Times	7.1 Times	2.4 Times	2.7 Times

Highly diversified and stable funding profile

Amongst the best credit rating in the Indian EPC industry

KPTL: AA/ Stable\*

JMC: AA-/Stable\*\*

Conservative debt to equity ratio provides room for further growth

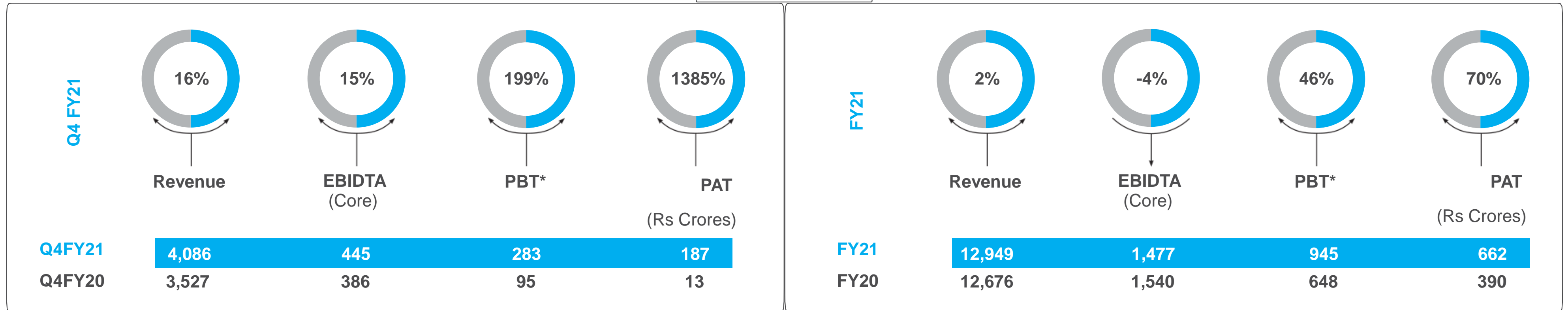


\*Rating from CRISIL  
 \*\* Rating from India Ratings

# KPTL - Key Financial Highlights - Consolidated

## Kalpataru Power Transmission Ltd. (KPTL) - Consolidated

### Y-o-Y Change



- KPTL delivers a resilient performance amidst challenges related to pandemic; Revenue growth in Q4FY21 driven by robust execution in T&D, B&F, Water and Urban Infra business
- Core EBITDA margin at 10.9% in Q4FY21 and 11.4% in FY21; EBITDA margin declined due to lower revenue growth and increase in commodity prices
- Exceptional items for FY21 in relation to divestment of Alipurduar Transmission Ltd. (ATL) and Jhajjar KT Transco Private Ltd. (JKTPL)
- Q4FY21 PBT\* margin at 6.9% and PAT margin at 4.6%; FY21 PBT\* margin at 7.3% and PAT margin at 5.1%
- Linjemontage (Sweden) Revenue of Rs.245 crores in Q4FY21 and Rs.1,063 crores for FY21; Order Book at Rs.1,071 Crores
- Consolidated Order Book at Rs.27,900 Crores as on 31 March 2021; L1 of Rs.2,300 Crores
- Received orders of Rs.16,359 Crores in FY21 driven by T&D, B&F and Water business

\* PBT After Exceptional Items

# KPTL - Financial Highlights (Consolidated) - Q4FY21 & FY21

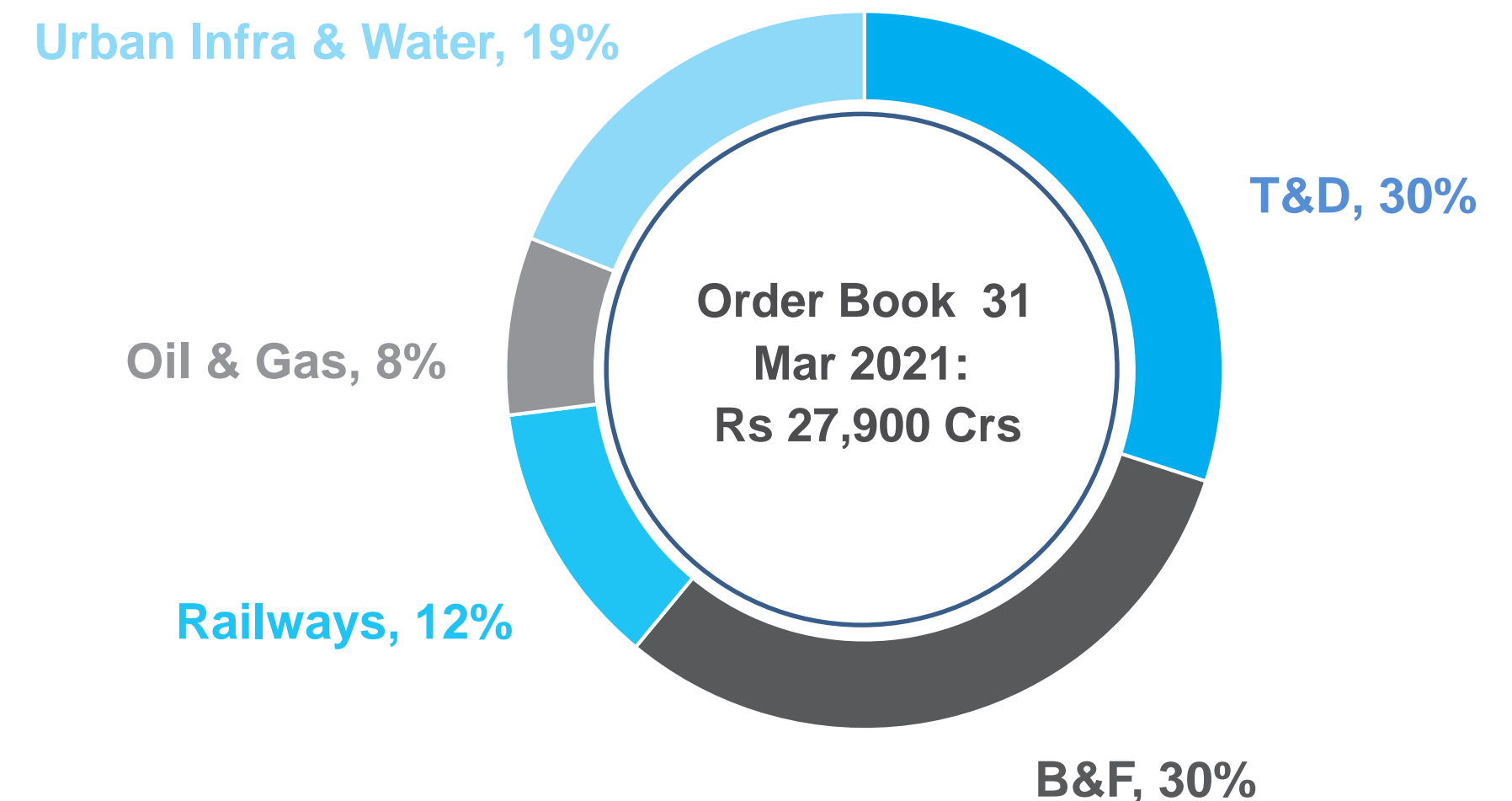
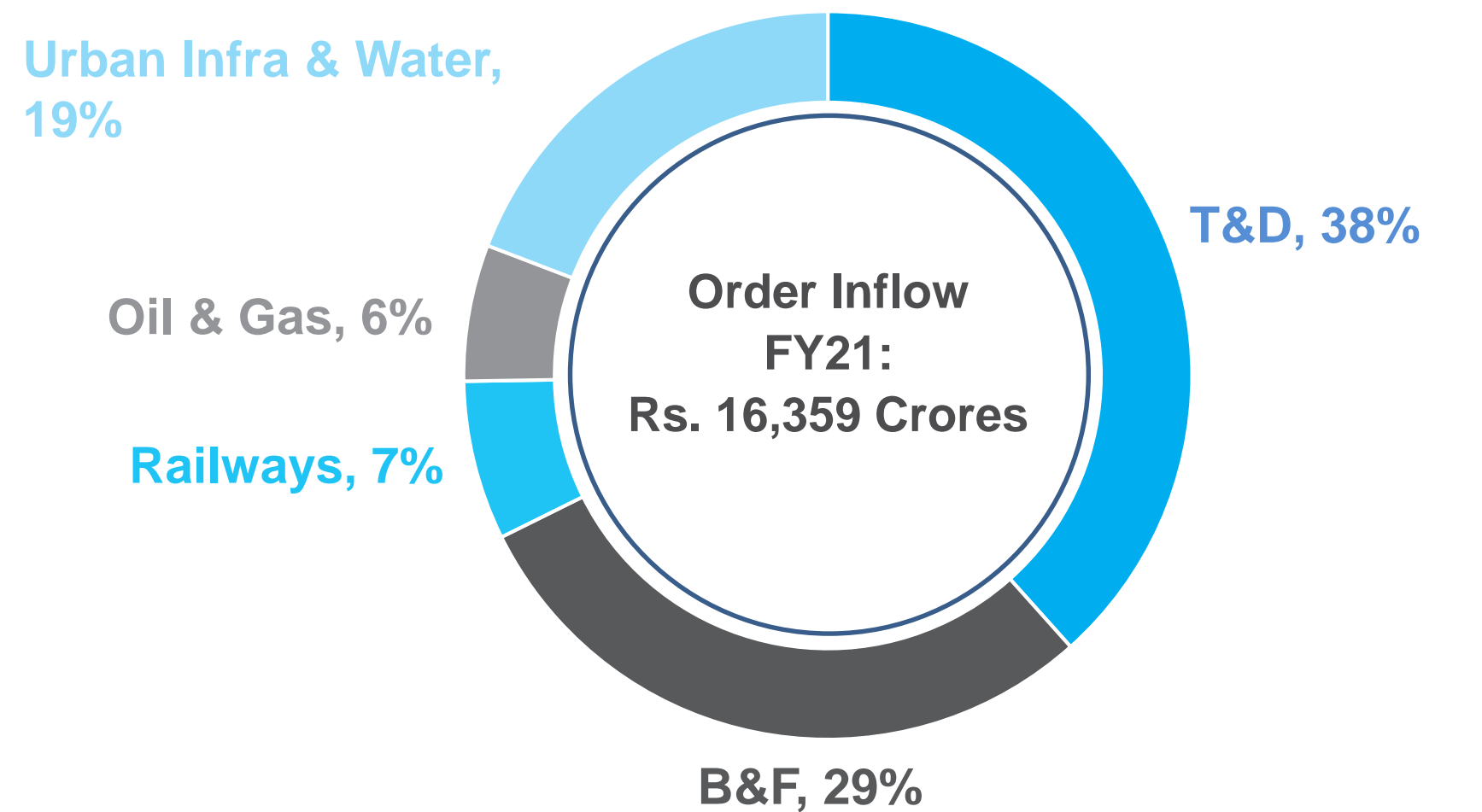
Q4 FY20	Q4 FY21	Growth	Particulars	FY20	FY21	Growth
3,527	4,086	16%	Revenue	12,676	12,949	2%
386	445	15%	Core EBIDTA (excl. other income)	1,540	1,477	-4%
138	96	-30%	Finance Cost	521	436	-16%
167	283	69%	PBT Before Exception	723	735	2%
95	283	199%	PBT After Exception	648	945	46%
13	187	1385%	PAT	390	662	70%
10.9%	10.9%	-	Core EBIDTA Margin	12.1%	11.4%	-70 bps
4.7%	6.9%	+220 bps	PBT Margin Before Exception	5.7%	5.7%	-
2.7%	6.9%	+420 bps	PBT Margin After Exception	5.1%	7.3%	+220 bps
0.4%	4.6%	+420 bps	PAT Margin	3.1%	5.1%	+200 bps

Particulars	Q4 FY20	Q3 FY21	Q4 FY21	Difference	
				y-o-y	q-o-q
Loan Funds	4,091	2,895	2,973	(1,118)	78
Net Debt	3,458	2,343	2,304	(1,154)	(39)

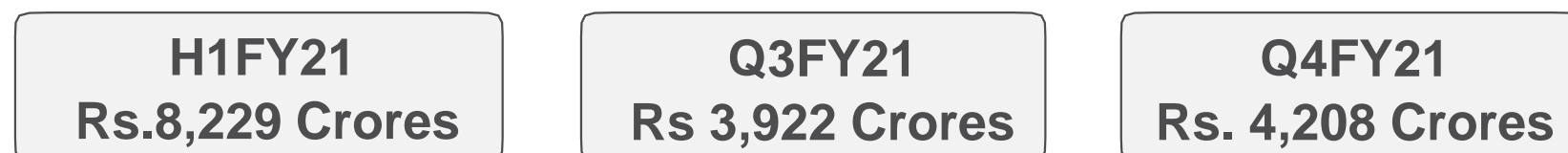
Note: Exceptional item for FY21 comprises of: (1) ATL: The company has recognized the entire gain (net of expenses) of Rs.202 Crores, representing gain on transfer of 49% stake and fair value gain on the balance 51% stake; (2) JKTPL: The company has completed the sale of its entire stake and recognized a gain (net of expenses) of Rs.8 Crores



# KPTL (Consolidated) Order Book Profile - 31 Mar 2021



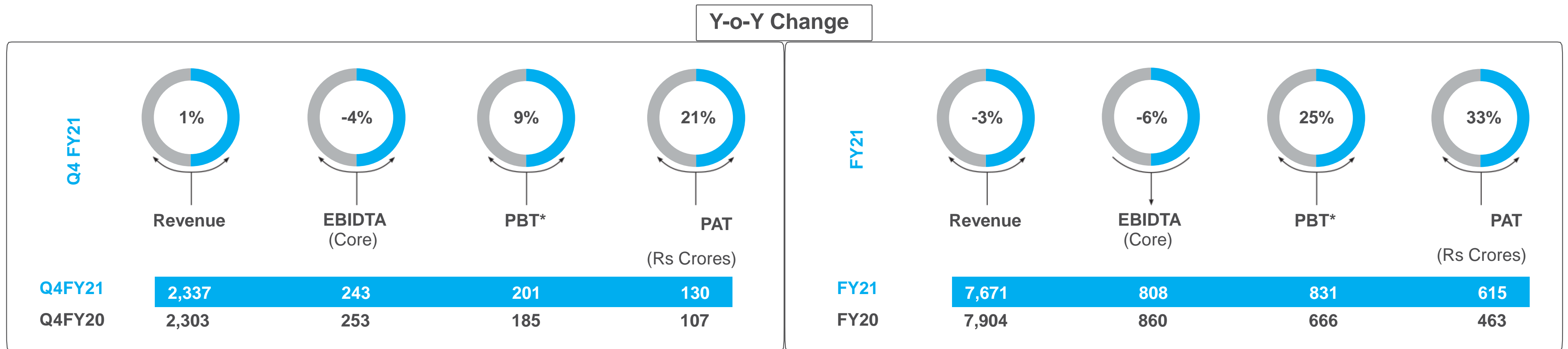
**Order Inflow**



L1 in excess of Rs 2,300 Crs (KPTL = Rs 1,300 Crs and JMC = Rs 1,000 Crs)  
 Received Order of Rs.3,034 in Q1FY22 till date

# KPTL - Key Financial Highlights - Standalone

## Kalpataru Power Transmission Ltd. (KPTL) - Standalone



- Revenue marginally lower due to disruptions caused by COVID pandemic
- Focused efforts towards cost reduction helped to partly offset impact of pandemic and rising commodity prices; Core EBITDA margin at 10.4% in Q4FY21 and 10.5% in FY21
- Exceptional items for FY21 in relation to divestment of Alipurduar Transmission Ltd. (ATL) and Jhajjar KT Transco Private Ltd. (JKTPL)
- Q4FY21 PBT\* margin at 8.6% and PAT margin at 5.6%; FY21 PBT\* margin at 10.8% and PAT margin at 8.0%
- Order inflows in FY21 at Rs.8,443 Crores largely driven from orders in T&D business
- Order Book Rs.13,890 Crores as on 31st March 2021 (Including Linjemontage Sweden); L1 of around Rs.1,300 Crore

\* PBT After Exceptional Items

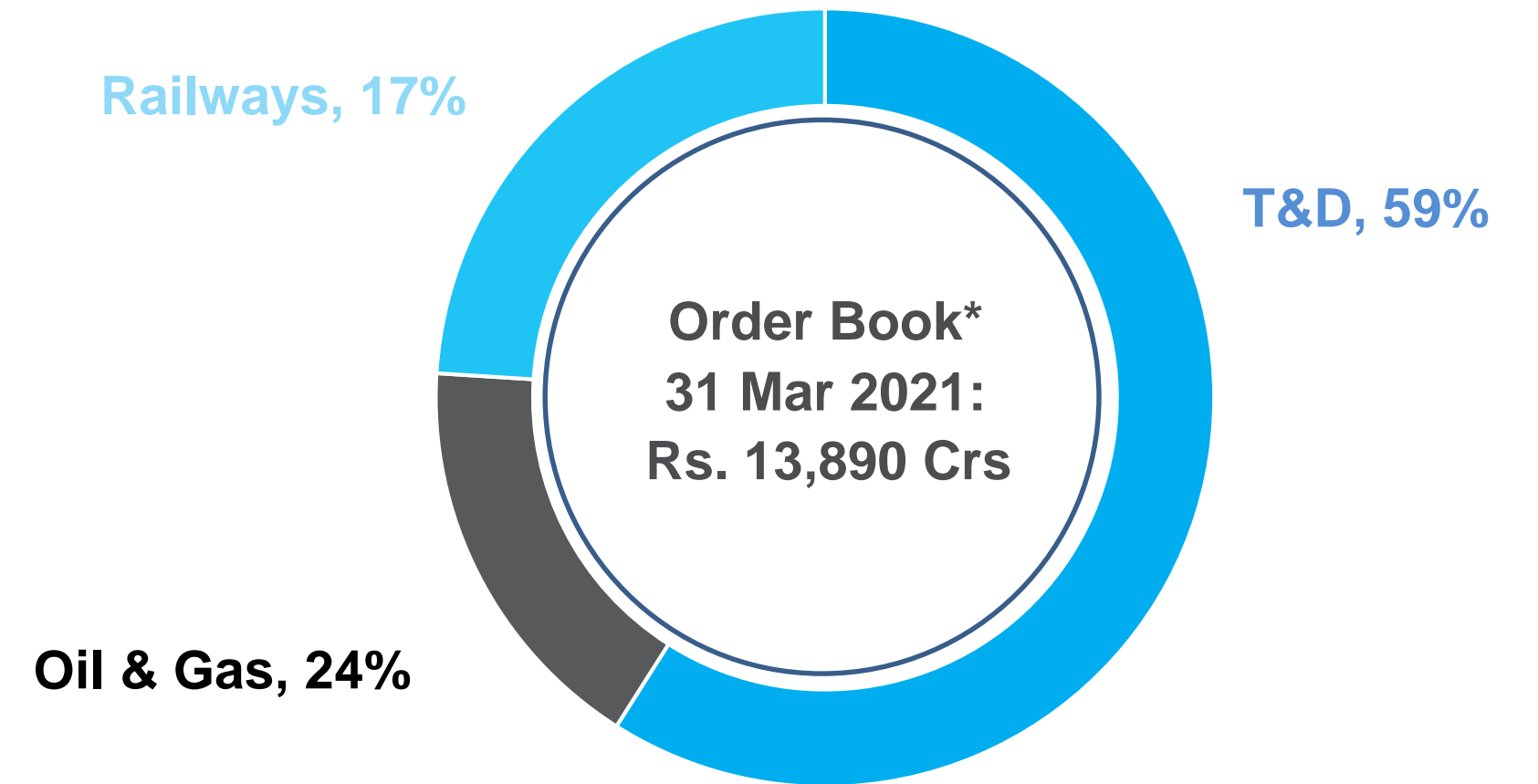
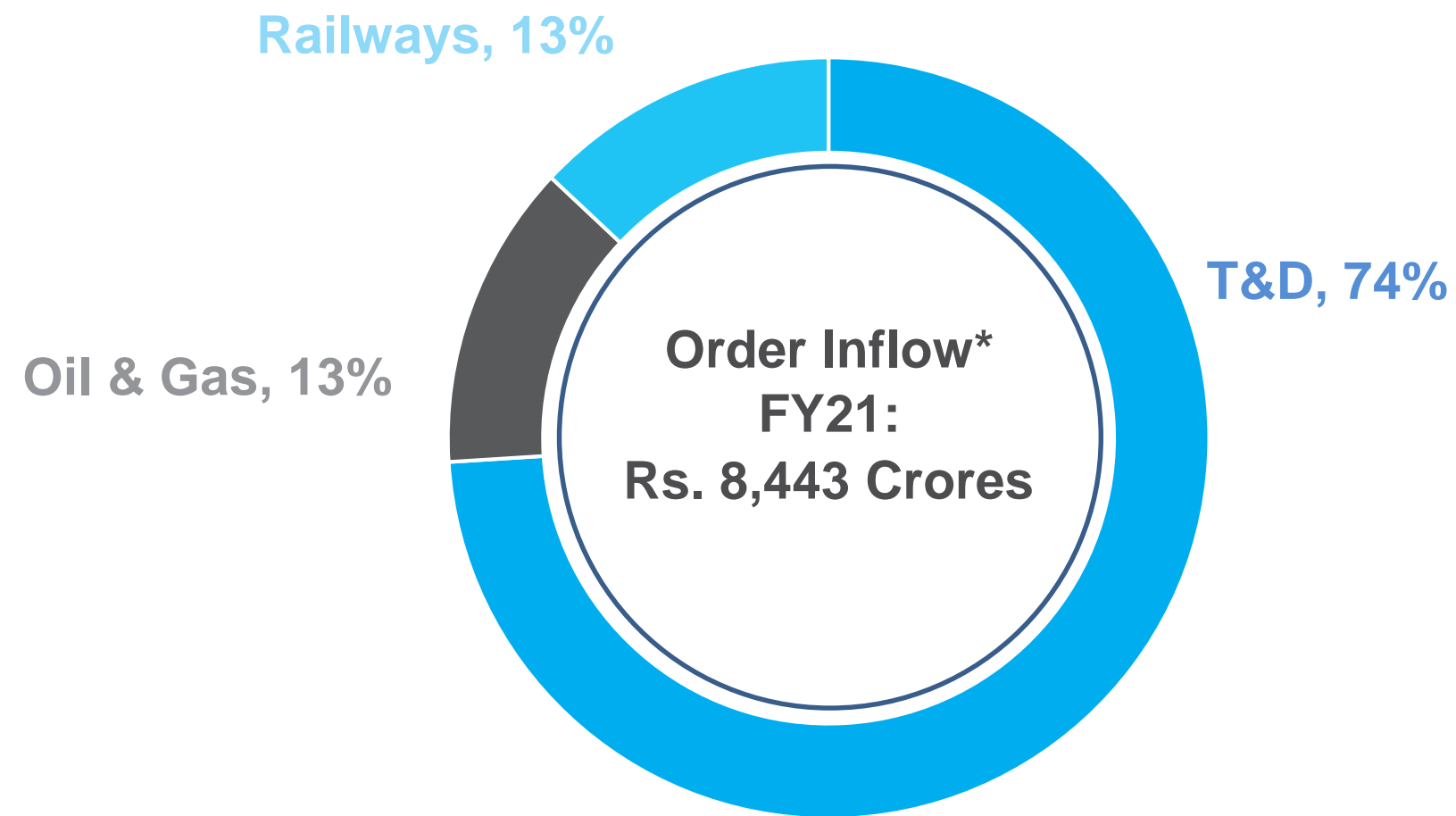
# KPTL - Financial Highlights (Standalone) - Q4FY21 & FY21

Q4 FY20	Q4 FY21	Growth	Particulars	FY20	FY21	Growth
2,303	2,337	1%	Revenue	7,904	7,671	-3%
253	243	-4%	Core EBIDTA (excl. other income)	860	808	-6%
46	28	-39%	Finance Cost	166	109	-35%
185	201	9%	PBT Before Exception	642	663	3%
185	201	9%	PBT After Exception	666	831	25%
107	130	21%	PAT	463	615	33%
11.0%	10.4%	-60 bps	Core EBIDTA Margin	10.9%	10.5%	-40 bps
8.0%	8.6%	+60 bps	PBT Margin Before Exception	8.1%	8.6%	+50 bps
8.0%	8.6%	+60 bps	PBT Margin After Exception	8.4%	10.8%	+240 bps
4.6%	5.6%	+100 bps	PAT Margin	5.9%	8.0%	+210 bps

Particulars	Q4 FY20	Q3 FY21	Q4 FY21*	Difference	
				y-o-y	q-o-q
Loan Funds*	1,334	992	1,105	(229)	113
(+) Long Term borrowings	299	344	276	(23)	(68)
(+) Short Term borrowings	878	503	525	(353)	22
(+) Current maturities of long term debt	157	146	305	148	158
(-) Cash, Bank & Other Deposits	365	380	329	(36)	(51)
Net Debt	969	612	776	(193)	164

\* Loan funds exclude interest free loan received pursuant to an agreement in relation to divestment of ATL

# KPTL (Standalone) Order Book Profile - 31 Mar 2021

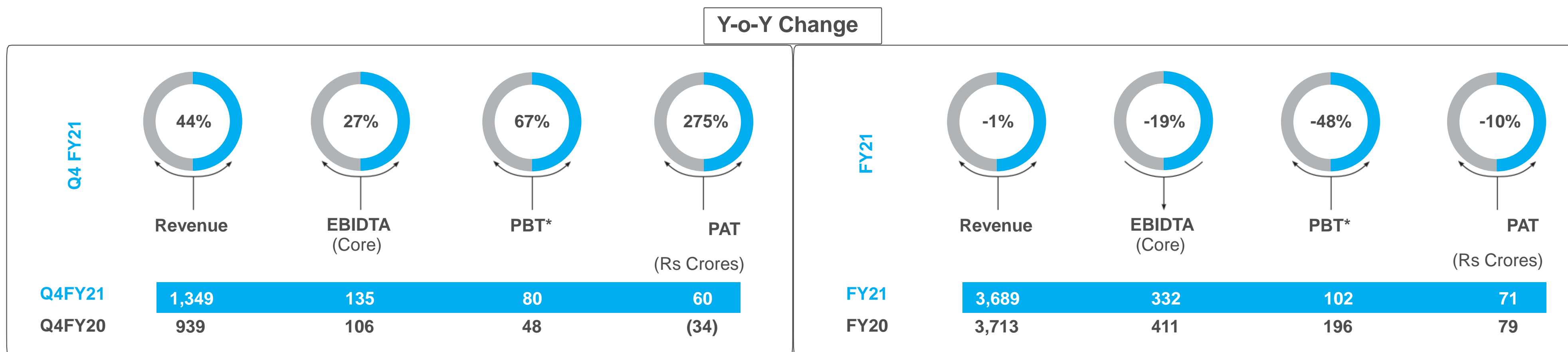


L1 in excess of Rs 1,300 Crs

\* Includes Linjemontage (Sweden)

# JMC - Key Financial Highlights - Standalone

## JMC Projects (India) Ltd. (JMC) - Standalone



- Achieved highest quarterly revenue in Q4FY21 with 44% Y-o-Y growth driven by robust execution in B&F and Infrastructure businesses; Full year FY21 revenue marginally lower due to disruptions in execution caused by COVID pandemic
- EBITDA margin in Q4FY21 and FY21 impacted due to additional cost incurred for transportation & accommodation for labour and increase in commodity prices
- Q4FY21 PBT margin at 5.9% and PAT margin at 4.5%; FY21 PBT margin at 2.8% and PAT margin at 1.9%
- Order inflows in FY21 at Rs.7,916 Crores largely driven from orders in B&F and Water business
- Order Book Rs.14,009 Crores as on 31st March 2021; L1 of around Rs.1,000 Crore
- Received new orders of Rs.3,034 Crores in Q1FY22 till date

\* PBT & EBITDA of Q4FY20 and FY20 excluding impact of ECL Provision for loans & advances given to JV

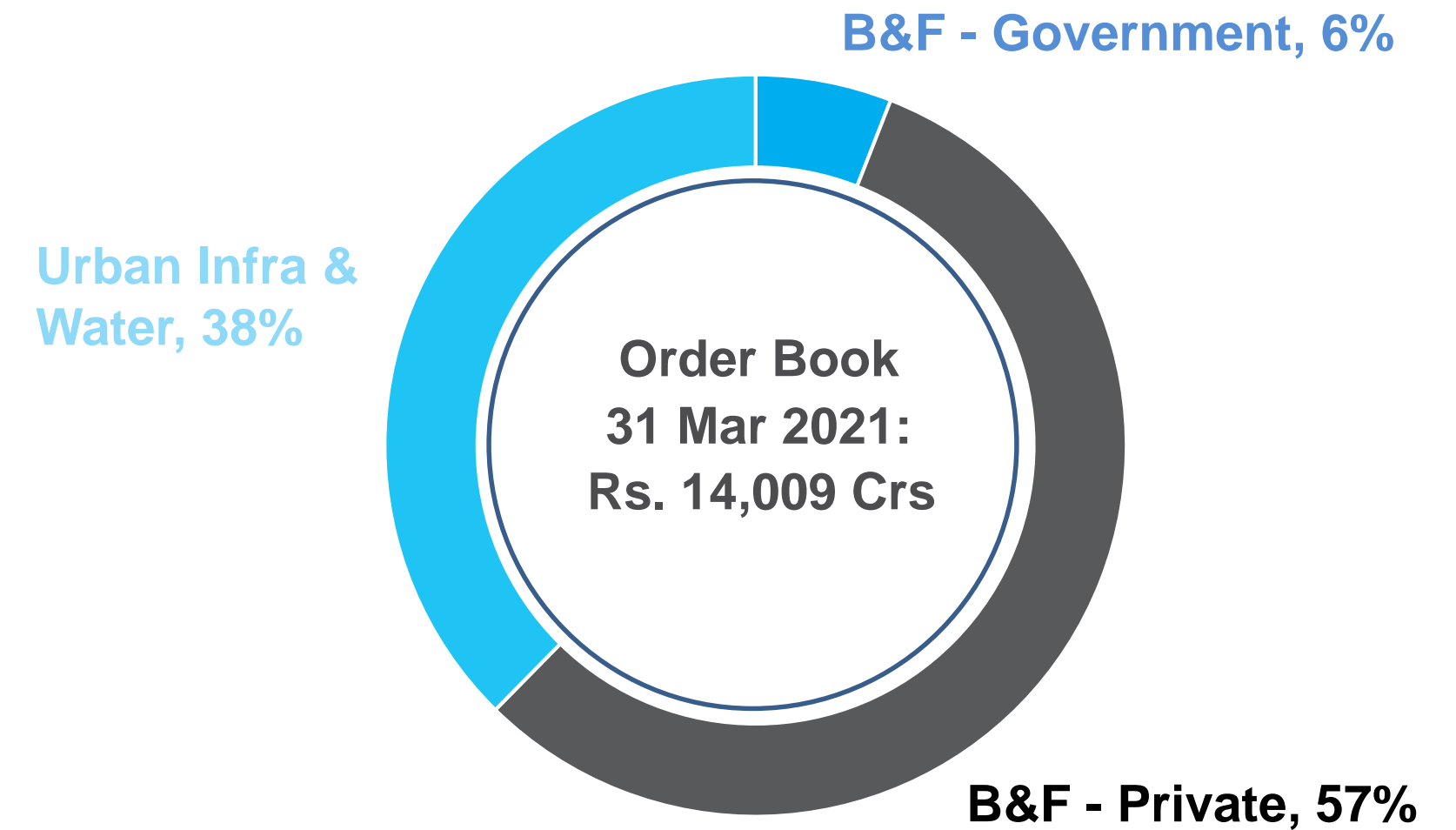
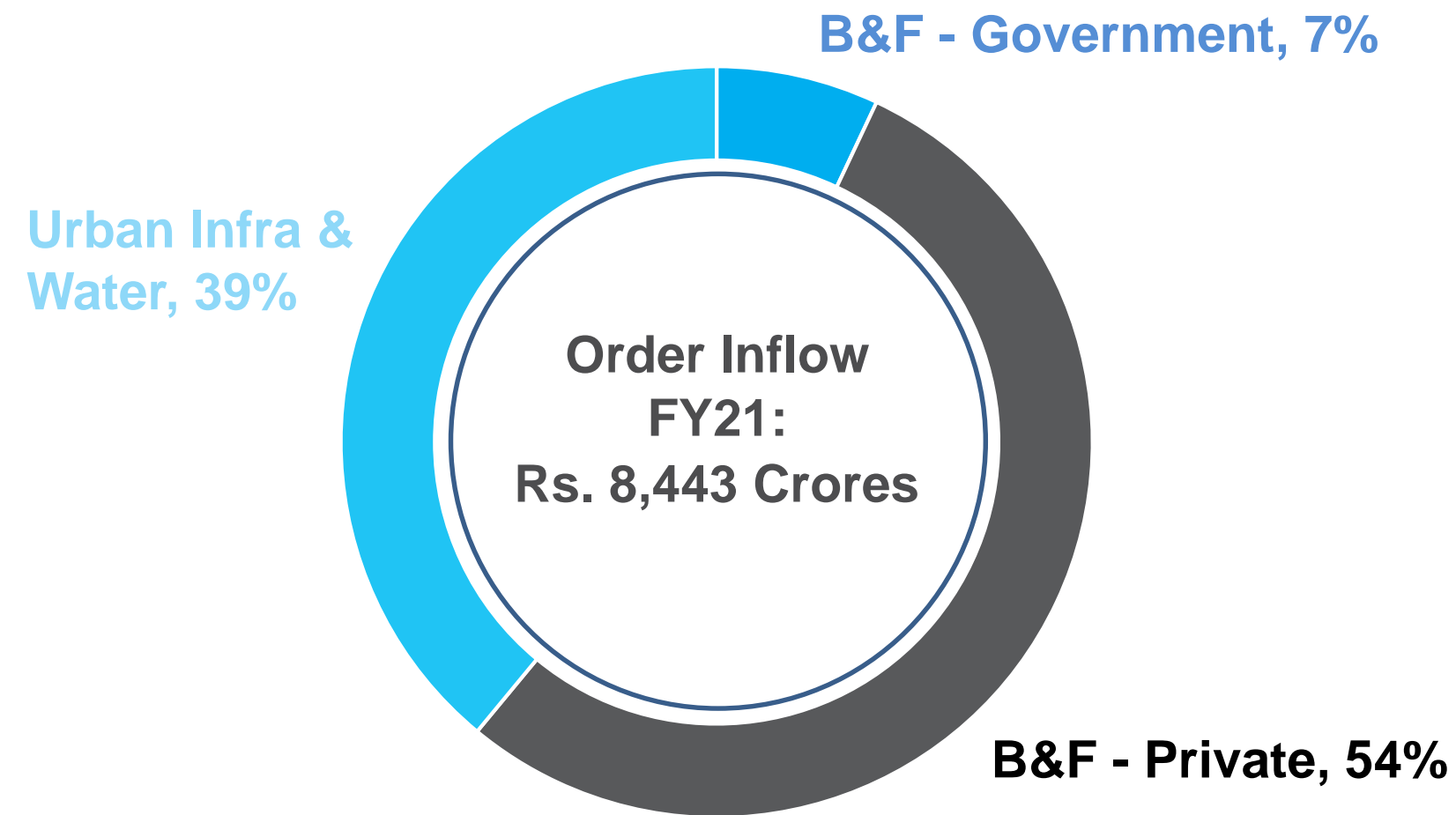
# JMC - Financial Highlights (Standalone) - Q4FY21 & FY21

Q4 FY20	Q4 FY21	Growth	Particulars	FY20	FY21	Growth
939	1,349	44%	Revenue	3,713	3,689	-1%
106	135	27%	Core EBIDTA (excl. other income)	411	332	-19%
34	28	-17%	Finance Cost	125	114	-9%
48	80	67%	PBT*	196	102	-48%
(34)	60	275%	PAT	79	71	-10%
11.3%	10.0%	-130 bps	Core EBIDTA Margin	11.1%	9.0%	-210 bps
5.1%	5.9%	+80 bps	PBT Margin	5.3%	2.8%	-250 bps
-3.7%	4.5%	-	PAT Margin	2.1%	1.9%	-20 bps

Particulars	Q4 FY20	Q3 FY21	Q4 FY21	Difference	
				y-o-y	q-o-q
Loan Funds	839	792	785	(54)	(8)
(+) Long Term borrowings	497	382	350	(147)	(32)
(+) Short Term borrowings	231	232	256	25	24
(+) Current maturities of long term debt	111	178	178	67	0
(-) Cash, Bank & Other Deposits	104	130	273	169	143
Net Debt	735	662	512	(223)	(151)

\* PBT & EBITDA of Q4FY20 and FY20 excluding impact of ECL Provision for loans & advances given to JV

# JMC (Standalone) Order Book Profile - 31 Mar 2021



**Order Inflow**

H1FY21  
Rs.5,672 Crores

Q3FY21  
Rs 1,053 Crores

Q4FY21  
Rs. 1,192 Crores



L1 of around Rs 1,000 Crs  
Declared Orders of Rs.3,034 in Q1FY22 till date

# JMC - Financial Highlights (Consolidated) - Q4FY21 & FY21

Q4 FY20	Q4 FY21	Growth	Particulars	FY20	FY21	Growth
976	1,392	43%	Revenue	3,866	3,844	-1%
128	161	25%	Core EBIDTA (excl. other income)	500	408	-18%
66	62	-6%	Finance Cost	261	251	-4%
27	62	128%	PBT*	112	3	-
(55)	41	-176%	PAT	1	(26)	-
13.1%	11.5%	-160 bps	Core EBIDTA Margin	12.9%	10.6%	-230 bps
2.8%	4.4%	+170 bps	PBT Margin	2.9%	0.1%	-280 bps
-5.6%	3.0%	-	PAT Margin	0.0%	-0.7%	-

Particulars	Q4 FY20	Q3 FY21	Q4 FY21	Difference	
				y-o-y	q-o-q
Loan Funds	1,707	1,673	1,645	(62)	(28)
Net Debt	1,594	1,530	1,366	(228)	(164)

\* PBT of Q4FY20 and FY20 excluding impact of ECL Provision for loans & advances given to JV



# Break-up of KPTL Consolidated Financials - Q4FY21 and FY21

Q4 FY21					
EPC		Developmental Assets (BOOT/BOOM)		Others*	TOTAL
KPTL	JMC	T&D	Roads		
2,337	1,349	-	44	356	4,086
243	135	-	25	42	445
28	28	-	34	6	96
201	80	-	(19)	21	283
130	60	-	(19)	16	187
10.4%	10.0%	-	56.8%	11.8%	10.9%
8.6%	5.9%	-	-43.2%	5.8%	6.9%
5.6%	4.5%	-	-43.2%	4.4%	4.6%

Particulars
Revenue
Core EBIDTA
Finance Cost
PBT <sup>^</sup>
PAT
Core EBIDTA Margin
PBT Margin
PAT Margin

FY21					
EPC		Developmental Assets (BOOT/BOOM)		Others*	TOTAL
KPTL	JMC	T&D	Roads		
7,671	3,689	129	156	1,304	12,949
808	332	124	76	137	1,477
109	114	56	137	20	436
663	102	17	(99)	52	735
615	71	14	(97)	59	662
10.5%	9.0%	96.1%	48.7%	10.5%	11.4%
8.6%	2.8%	13.1%	-63.5%	4.0%	5.7%
8.0%	1.9%	10.8%	-62.2%	4.6%	5.1%

\* Balancing Figure, in respect of subsidiaries, JVs and inter-company eliminations

<sup>^</sup> PBT Before Exceptional Items

# JMC - Update on Road BOT Assets - Q4FY21

## Average Per Day Collections (Rs Lakhs) – JMC Share

Period	Kurukshetra Expressway Pvt Ltd.*	Brij Bhoomi Expressway Pvt Ltd.	Wainganga Expressway Pvt Ltd.	Vindhyachal Expressway Pvt Ltd.	Total
Q1FY19	14.1	8.8	14.9	17.4	55.2
Q2FY19	12.6	8.2	13.5	15.2	49.5
Q3FY19	13.1	8.9	14.7	19.4	56.1
Q4FY19	11.6	8.5	16.8	21.0	57.9
Q1FY20	11.2	9.2	17.1	21.0	58.5
Q2FY20	10.0	7.6	15.0	15.0	47.5
Q3FY20	10.6	8.4	16.1	17.4	52.5
Q4FY20	10.6	9.0	17.3	16.5	53.4
Q1FY21	5.9	5.7	10.8	14.2	36.6
Q2FY21	10.1	8.9	17.4	16.0	52.4
Q3FY21	12.2	10.7	20.1	17.9	60.9
Q4FY21	5.0	10.5	20.8	17.1	53.4

- All Road BOT projects are operating on full length and full toll basis
- Per Day Revenue was Rs. 53.4 lakhs in Q4FY21; Toll revenue in KEPL affected due to farmer agitation
- Total JMC investment in Road BOT Assets at the end of Mar-21 is Rs 866 Crores (FY21 Investment is Rs.45 Crores).

\* JMC Share in the JV

# SSL - Financial Highlights - Q4FY21 & FY21

Q4 FY20	Q4 FY21	Growth	Particulars	FY20	FY21	Growth
37	38	2%	Revenue	132	149	13%
13	6	-50%	Core EBIDTA (excl. other income)	44	46	4%
7	8	21%	Finance Cost	39	34	-12%
2	(4)	-	PBT	(6)	5	-
1	(4)	-	PAT	(8)	5	-
33.9%	16.5%	-1740 bps	Core EBIDTA Margin	33.1%	30.7%	+240 bps
4.6%	-9.4%	-	PBT Margin	-4.2%	3.5%	-
1.6%	-9.5%	-	PAT Margin	-5.9%	3.5%	-

Particulars	Q4 FY20	Q3 FY21	Q4 FY21	Difference	
				y-o-y	q-o-q
Loan Funds	375.0	353	353	(22)	(0)
(+) Long Term borrowings	322.1	295	292	(30)	(3)
(+) Short Term borrowings	22.3	9	10	(12)	1
(+) Current maturities of long term debt	30.6	48	50	19	2
(-) Cash, Bank & Other Deposits	6.3	5	6	(0)	0
Net Debt	368.6	347	346	(22)	(1)



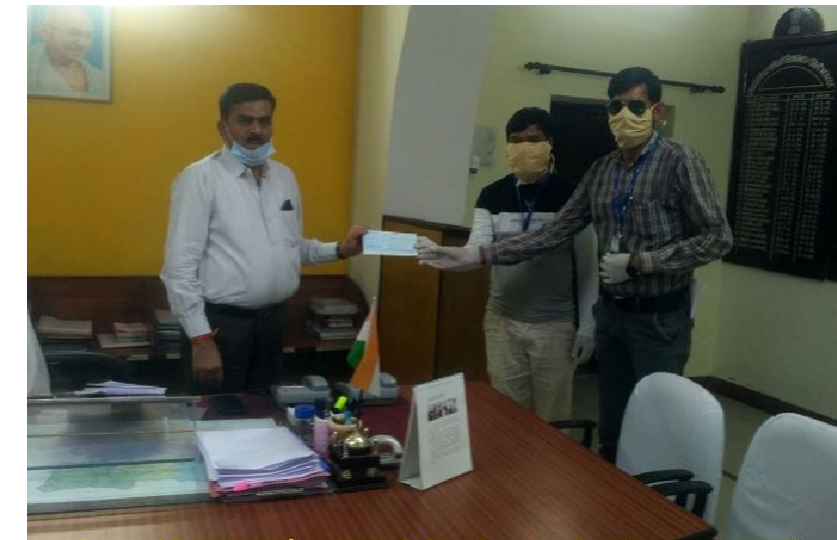
# **KPTL's Human Touch**

**- Our response to COVID-19**

KPTL helped established a dedicated COVID hospital in Thane, Maharashtra



KPTL provided essential supplies, such as medicines, PPEs, sanitisers, masks, and gloves to frontline healthcare workers.



KPTL provided medical equipment and machinery to various government hospitals



**KPTL joined hands with NGOs to serving over 50,000 meals to migrant workers, daily wagers and vulnerable families**



**KPTL provided dry ration and grocery kits to street vendors, migrant families, sanitation workers, people with disabilities and vulnerable families**



**Provided food kits to Migrant Labours travelling to their home state at railway stations**



# Awards Accolades



**NIMP**



**GOLD Trophy**  
 –Certificate  
 of Merit

**BML Munjal**



**BML Munjal**  
**Awards**

**ISTD**



**Special**  
**Commendation by**  
**ISTD**



The World HRD Congress has recognized KPTL under the category



Best Leadership Development Program for Middle Management

KPTL's Raipur Plant won Safety Awards from



Grow Care India



Greentech Foundation

KPTL received appreciation from Indian Oil Corporation



Appreciation for 1.5 million safe man hours without any LTI in 2021

KPTL won two awards from Quality Circle Forum of India (QCFI) Surat Chapter



Gold Trophy - Virtual E-Convention on Quality Concepts



Winner – Challenges and Initiative Post Covid19

KPTL Won two Awards from Rail Infra and Mobility Business Digital Awards 2020



“Rail Solution Provider of the Year (Electrical & Power Supply)” in Corporate category

Padampur Biomass Power Plant received Gold Award from Factories and Boiler Dept, Govt. of Rajasthan, for HSE & Safe Practices in Medium Category at the State Level in Mar. 2020.



KPTL received Excellence award in Case Studies of First Time Right & Pile Foundations Time Optimization on National level symposium - QCFI (Quality Circle Forum of India).



KPTL won Dun & Bradstreet Infra Awards 2019 in Infrastructure Project Category



# Thank You

## Conference Call

Date: 12th May 2021 | Time : 09:00 PM (IST)  
Dial in Number: +91 22 6280 1384 | +91 22 7715 8285  
(accessible from all networks and countries)

## Contact

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