



Kalpataru Power Transmission Limited

Corporate Presentation

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Experience - **Over 3 decades**



Footprints - **Across 55 countries**



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



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



Turnover- **INR 79 Bn** (FY 20)



Market capitalisation - **INR 28 Bn** (As on 31st March 2020)



Experience of laying of **5,750+ Kms** Oil & Gas Pipelines and Setting up **340+** Oil & Gas Stations



Railways - Executed Electrification works of **2,125+ track kms** and multiple composite projects



Strong technical manpower – **3,500+**



Completed transmission line contracts of over **26,500 Km** length across the globe

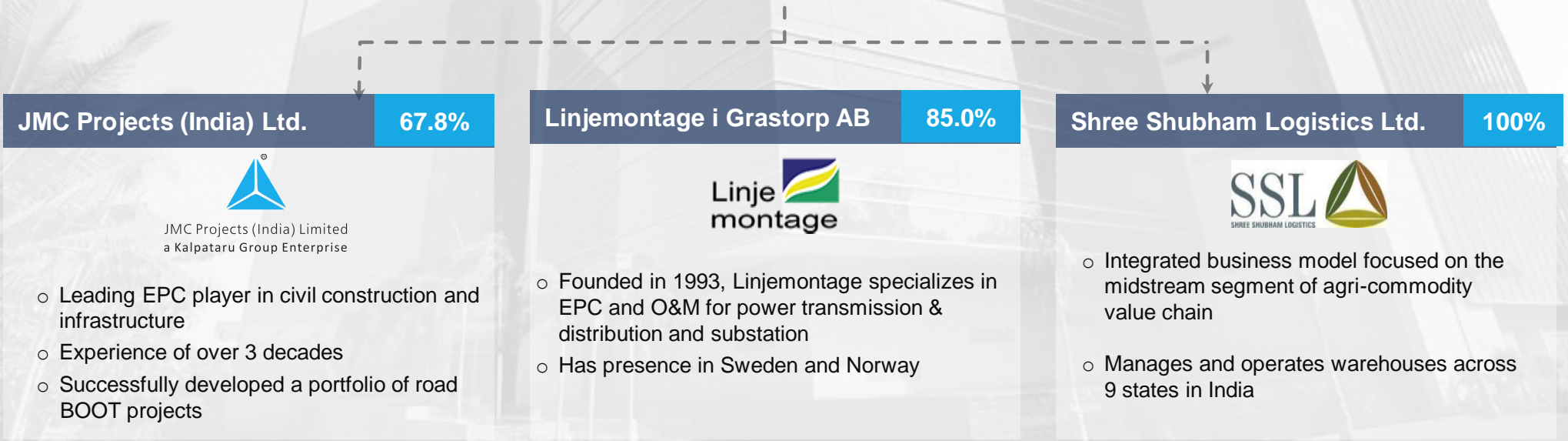


Certifications - **ISO 37001:2016, EN ISO 3834-2, ISO 9001:2015, ISO 14001:2015 and BS OHSAS 18001:2007**



Kalpataru Power Transmission Limited

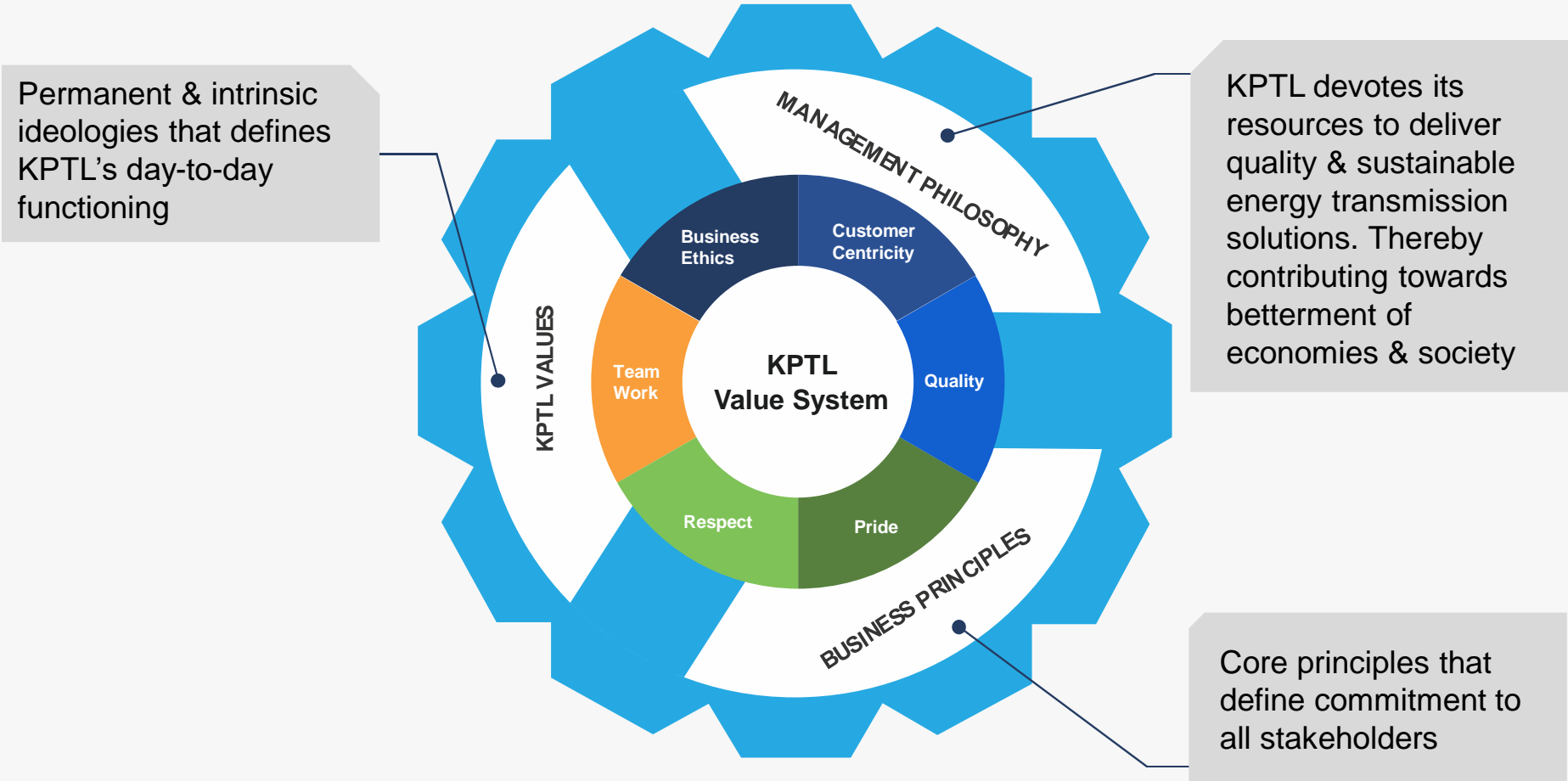
- KPTL is amongst the largest players in power transmission & distribution, oil & gas pipeline and railways infrastructure EPC space with footprints in over 50 countries
- KPTL is part of the Kalpataru Group, a diversified conglomerate spanning Real Estate, Power Generation and Transmission, Railways, Water & Irrigation, 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)




Vision

“To be the foremost global player in all the business verticals we operate in & we will achieve this by adhering to our core values ”

Value System




POWER TRANSMISSION & DISTRIBUTION




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



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 56,500 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)
- 2019**

Acquired Linjemontage I Grastorp AB (Sweden)

Entered into definitive agreement with CLP India to sell three T&D BOOT/TBCB Assets
- 2020**

Achieved complete COD for Alipurduar Transmission Ltd.

Completed transfer of Kalpataru Satpura Transco Pvt. Ltd. to CLP India

POWER TRANSMISSION & DISTRIBUTION

T&D Turnkey Solution

Large base of high-end construction equipment and experience to execute projects globally with a workforce of around 1,500 permanent employees.



- Currently live projects in over 35 countries.
- Secured new projects in India, Mauritania, Colombia, Bangladesh, Sweden, Bolivia, Turkmenistan and Mali in FY20

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
- Secured 1st order in 765 KV Sub Station business

Tower Testing And R&D Center

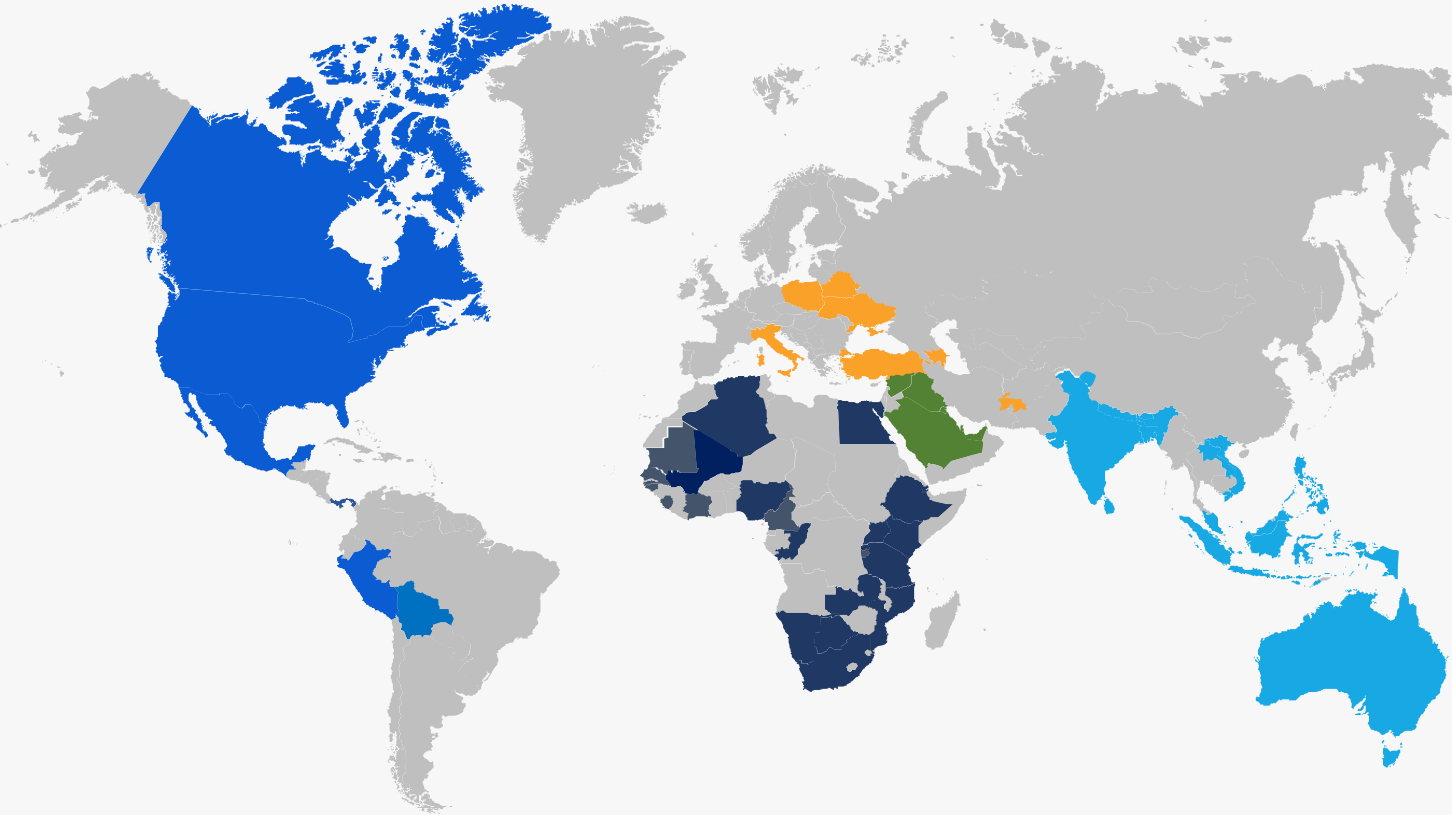
Fully automatic tower testing facility (upto 1,200 kv tower), helicopter erection simulation of tower through tower crane including R&D stations

Tower Testing Facility certified ISO/IEC 17025 by NABL



- Helicopter testing facility to test upto 85 metres tower
- Tested over 440 towers for domestic and international clients

POWER TRANSMISSION & DISTRIBUTION



- Asia**
 - Australia
 - Armenia
 - Afghanistan
 - Bangladesh
 - Bhutan
 - Cambodia
 - India
 - Indonesia
 - Laos
 - Malaysia
 - Nepal
 - Philippines
 - Srilanka
 - Thailand
 - Tajikistan
 - Vietnam

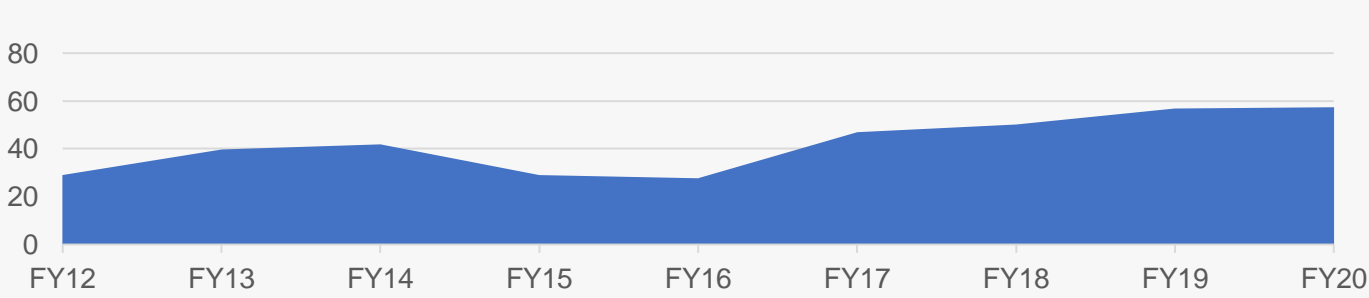
- Americas**
 - Bolivia
 - Canada
 - Colombia
 - Mexico
 - Panama
 - Peru
 - USA

- Europe**
 - Norway
 - Poland
 - Sweden
 - Ukraine

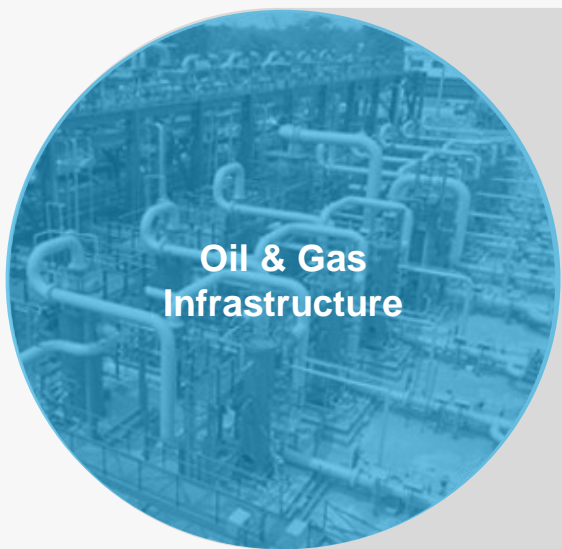
- Africa**
 - Algeria
 - Botswana
 - Burundi
 - Cameroon
 - Congo
 - Djibouti
 - Egypt
 - Ethiopia
 - Kenya
 - Malawi
 - Mali
 - Mauritania
 - Mozambique
 - Nigeria
 - Rwanda
 - S. Africa
 - Senegal
 - Sierra- Leone
 - Tanzania
 - Uganda
 - Zambia

- Middle East**
 - Iraq
 - Kuwait
 - Qatar
 - Saudi Arabia
 - Syria
 - Turkey
 - UAE

International Order Book* Trend (INR BN)



INFRASTRUCTURE EPC



Oil & Gas Infrastructure

Segments

Oil & Gas pipeline

Gas gathering station

Process plants

Refineries

Order Book
INR 25 Bn
(31 Mar 2020)

Setup **340+**
Oil & Gas
Stations

Laying of
5,750+ km
Oil & Gas
Pipelines

Milestone

2004 Started commissioning oil & gas pipeline.

2007 Certification - RINA ISO 9001-2000

2010 Received first plant project from Oil India in Assam

2011 Completed largest pipeline project of 551 kms (Mundra Bhatinda Pipeline Project)

2019 Received highest single EPC order of Rs.620 Crores

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



Reliance Industries Limited



Bharat Petroleum



IndianOil



HMEL



हिन्दुस्तान पेट्रोलियम
HP



ऑयल इंडिया लिमिटेड
Oil India Limited




गैल
GAIL



Gujarat State Petronet Ltd.

INFRASTRUCTURE EPC



Railway Infrastructure

Services

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

Order Book
INR 36 Bn
(31st Mar 2020)

In-house Fabrication of Overhead Electrical Structures

Milestones

2010 Started operations

2012 Won first international project in Bangladesh

2018 Mansi-Madhepura – Electrification Project - Fastest Project in India to be completed within 10 months

2019 Won second international project in Bangladesh

Landmark Projects



Taljhari – Maharajpur (West Bengal)



Mansi-Madhepura Electrification (Bihar)

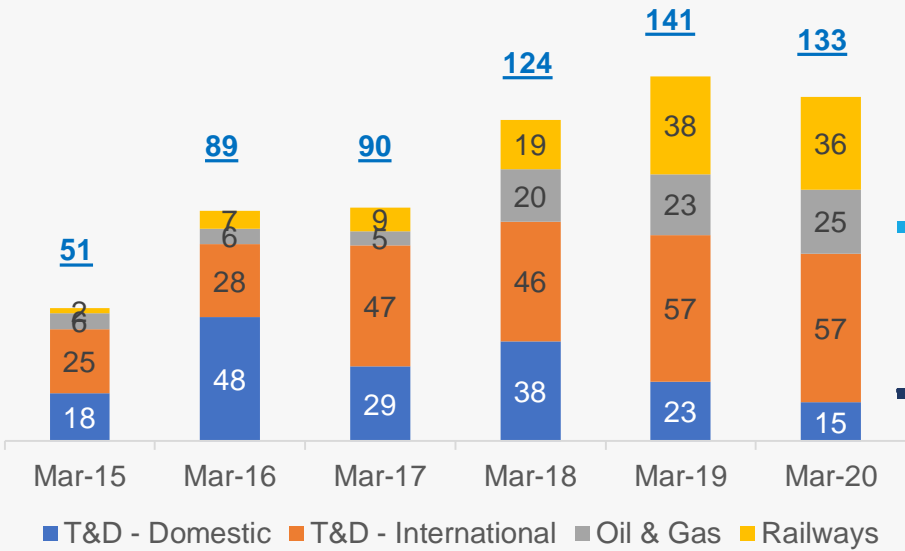


Tamluk – Basulya (West Bengal) – RVNL

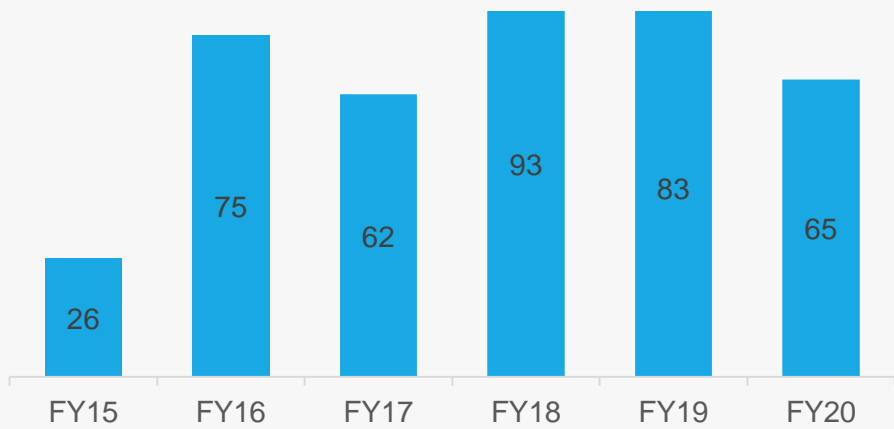


Ahmedabad-Palanpur (Gujarat) - CORE

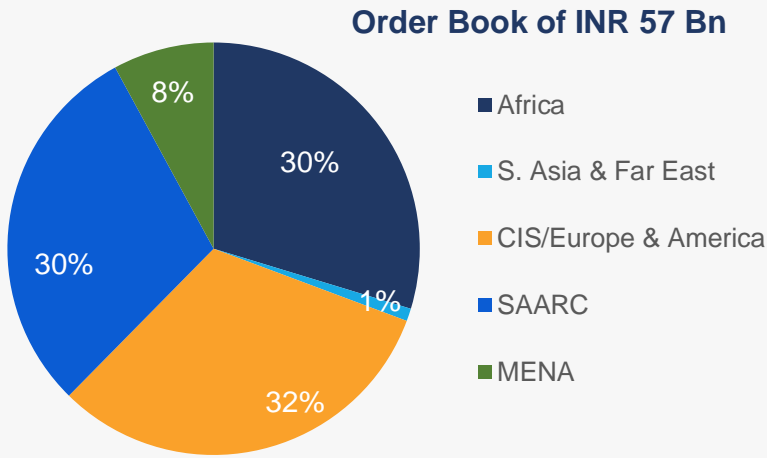
Historical Order Book (INR Bn)



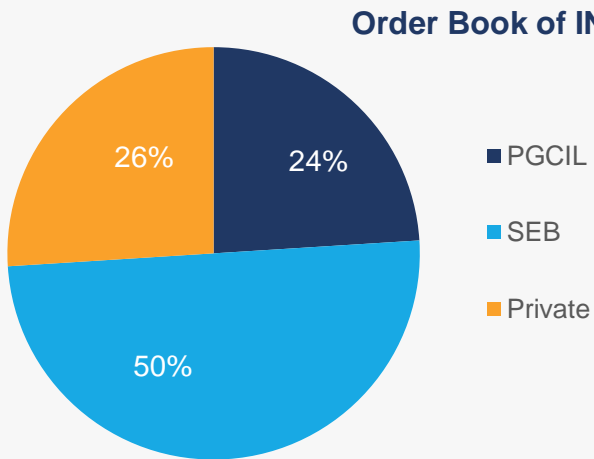
Order Inflow (INR Bn)



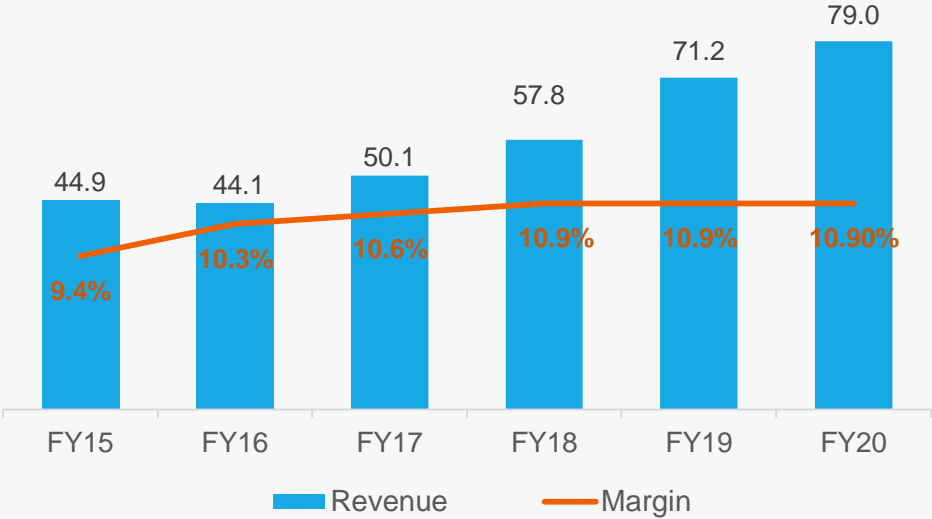
Mar'20 Order Book – Transmission (International)



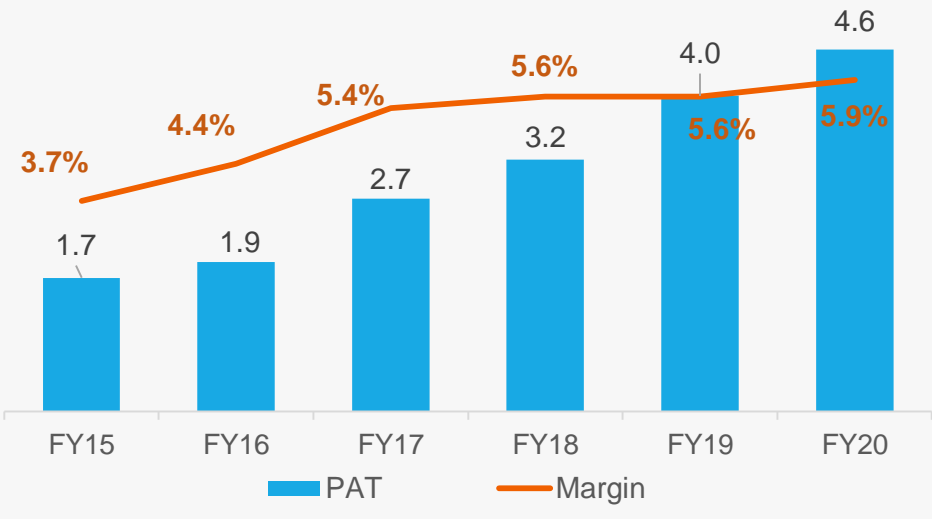
Mar'20 Order Book – Transmission (Domestic)



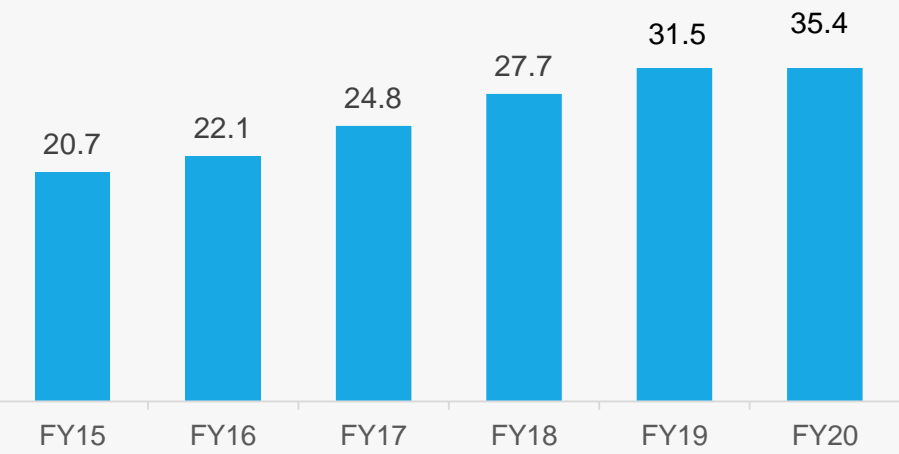
Revenue & EBITDA* Margin (INR Bn)



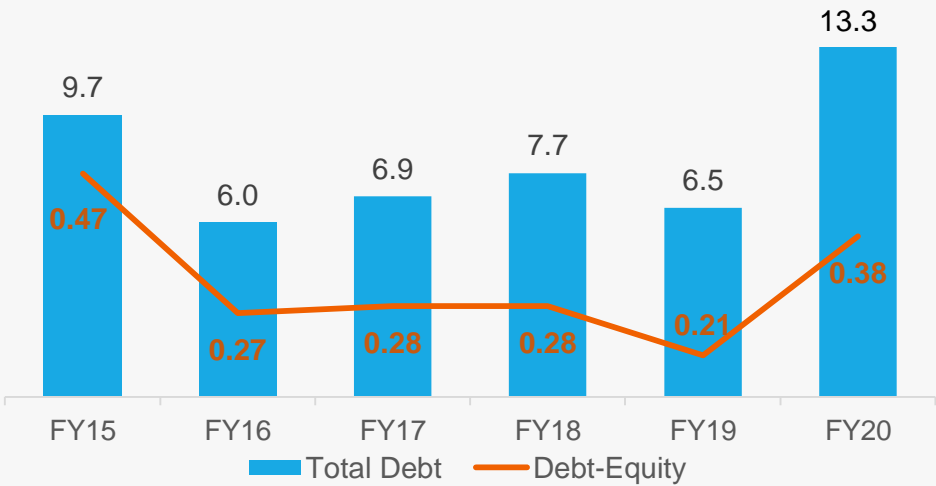
PAT & PAT Margin (INR Bn)



Net worth (INR Bn)



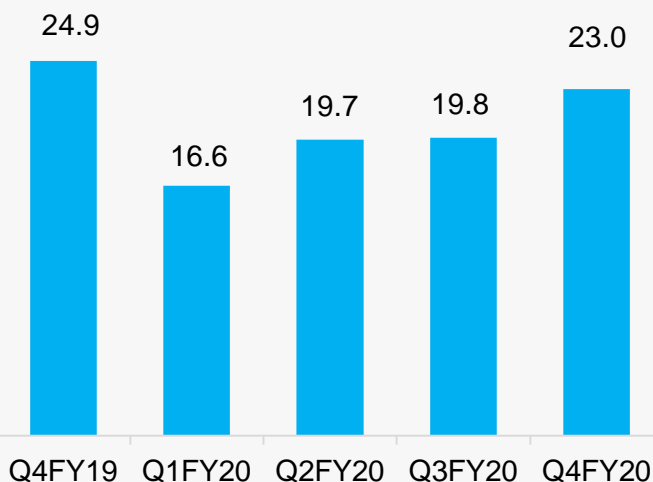
Gross Debt* & D/E Ratio (INR Bn)



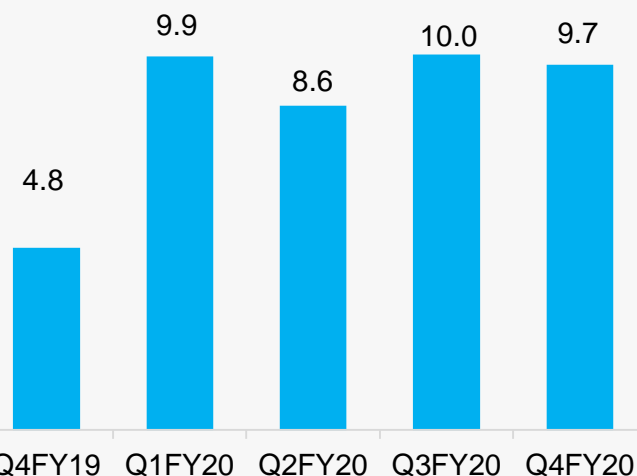
* Core EBITDA Margin * Total Gross Debt (including maturities)

Financial Highlights (Standalone) – Recent Quarters

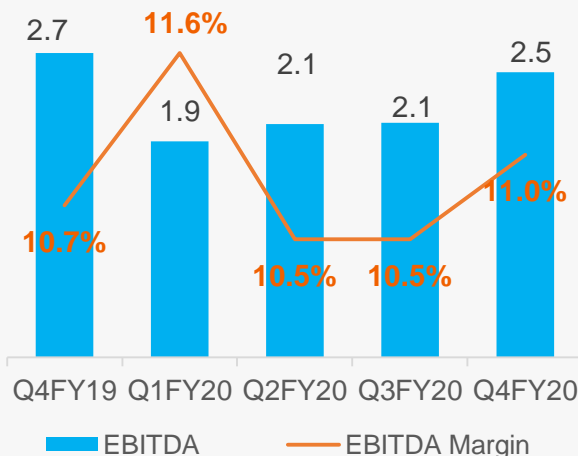
Revenue (INR Bn)



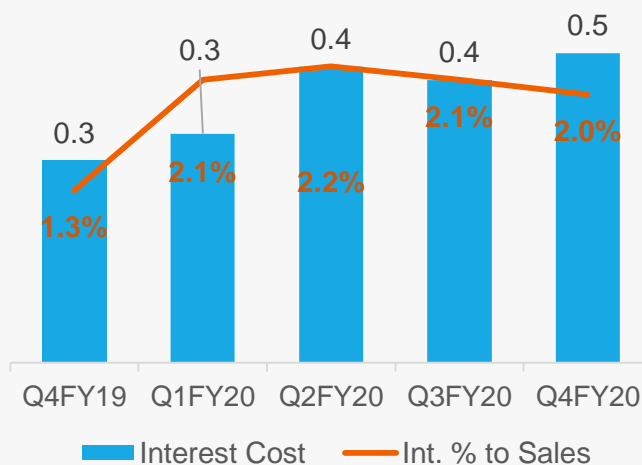
Net Debt (INR Bn)



EBITDA* & EBITDA Margin (INR Bn)



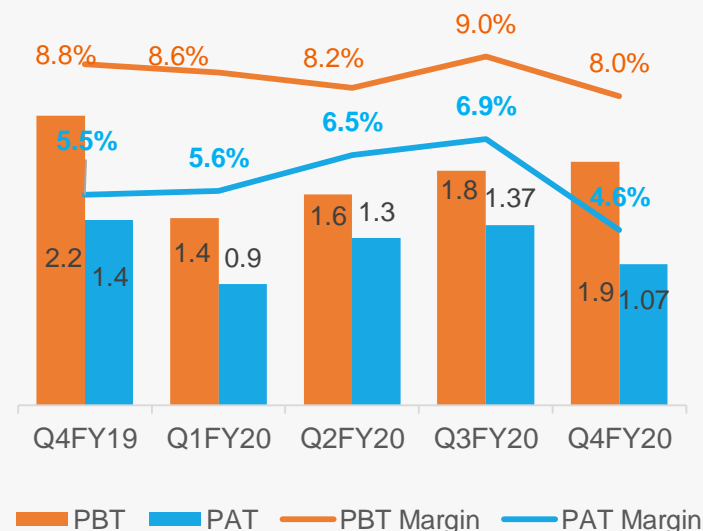
Interest Cost (INR Bn)



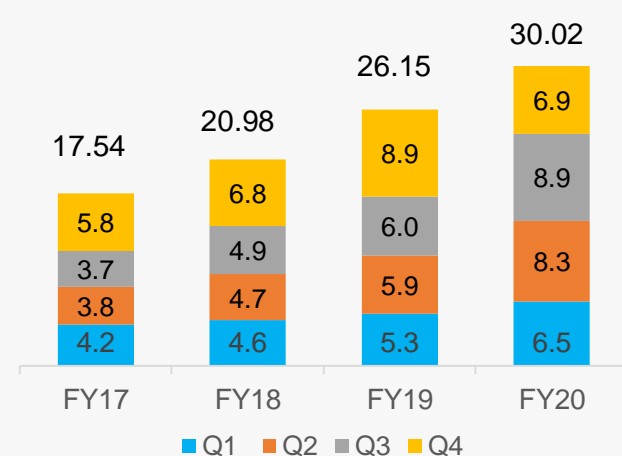
PBT

* Core EBITDA

PBT, PAT & Margins (INR Bn)



EPS# (INR Bn)



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

2012

Commissioned first transmission DBFOT project

2013

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

2015

Executed second transmission line DBFOT project in MP

2016

Won third transmission line BOOM project

2017

Won fourth transmission line BOOM project

2019

Signed agreement with CLP to sell T&D assets

2020

Achieved complete COD of Alipurduar Transmission Ltd.

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 - 50% & Techno electric - 49%	Kalpataru Power - 100%	Kalpataru Power - 100%	Kalpataru Power - 74% & Techno electric - 26%
Project Cost	INR 4.5 Bn	INR 3.4 Bn	INR 10.8 Bn	INR 12.8 Bn
Concession Period	25 yrs.+ 10 yrs. extendable	25 yrs.+ 10 yrs. extendable	35 Yrs.	35 Yrs.
Current Status	Generating revenue of INR 540 Mn / Year	Transferred/ Sold to CLP India	Achieved completed COD; Operating at 100% utilisation	Under Development, Achieved financial closure
Completion date	Commenced operation in March 2012	Commenced operation in April 2015	FY20	Jul/Aug 2020

ASSET CREATION



- Operating 2 biomass based power generation plants of around 16 MW in Rajasthan
- PPA's with state electricity boards
- Both plants earns 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.

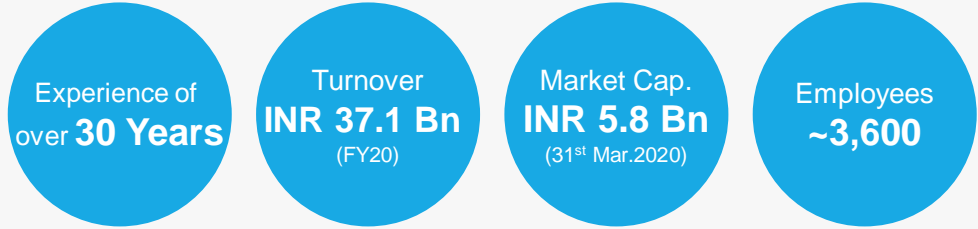


*Gold Standard is the only premium quality standard for carbon emission reduction projects with added sustainable development benefits and guaranteed environmental integrity.

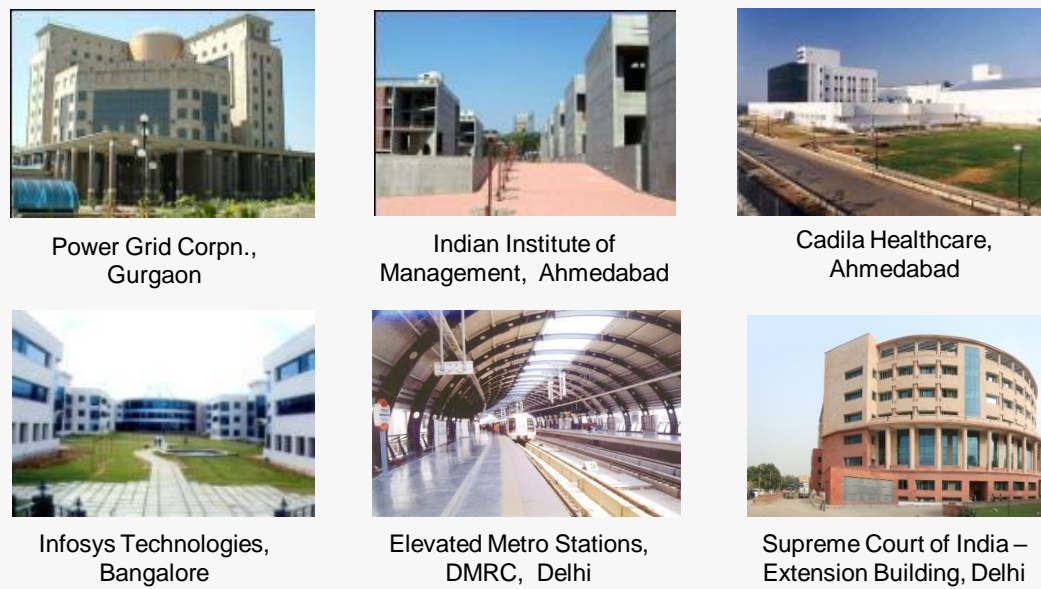


JMC Projects (India) Ltd.

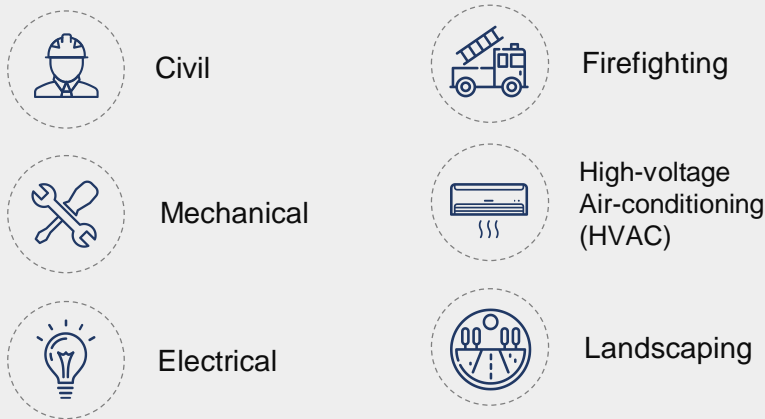
JMC Projects (India) Limited is a full-scale infrastructure EPC player in all verticals viz. Buildings & factory, Roads & Flyovers, Water & Railways, Industrial and Power BOP



Key Projects



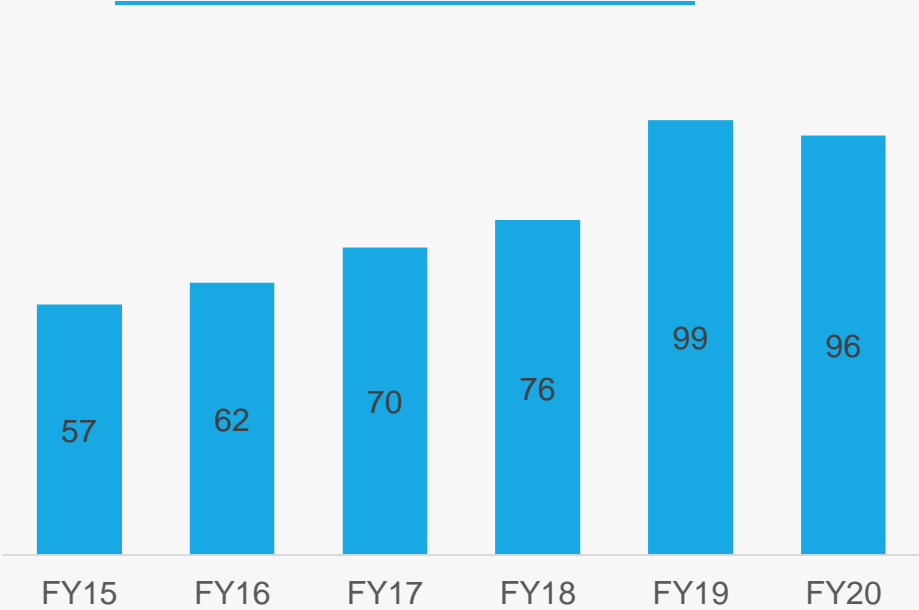
Turnkey Service Provider



Strong Clientele

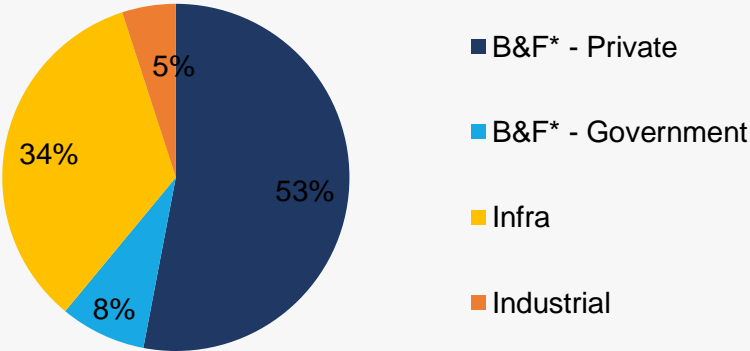


Historical order book (in INR Bn)



Order Book – INR 96 Bn (in%)

(As on 31st March 2020)

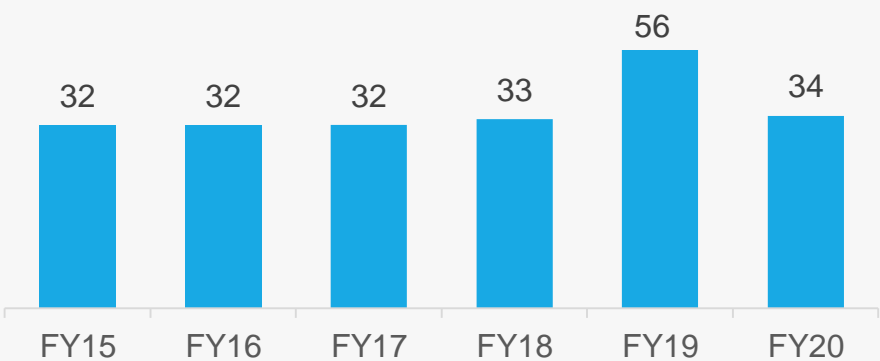


*Buildings & Factories

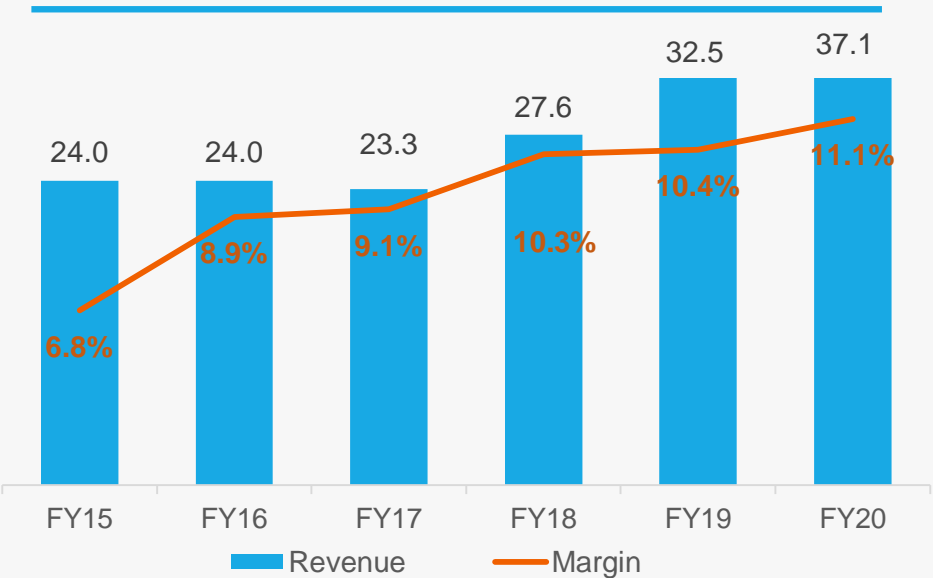
Milestone

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 got operational
2016-18	First International Water EPC contract; Implemented SAP S4HANA

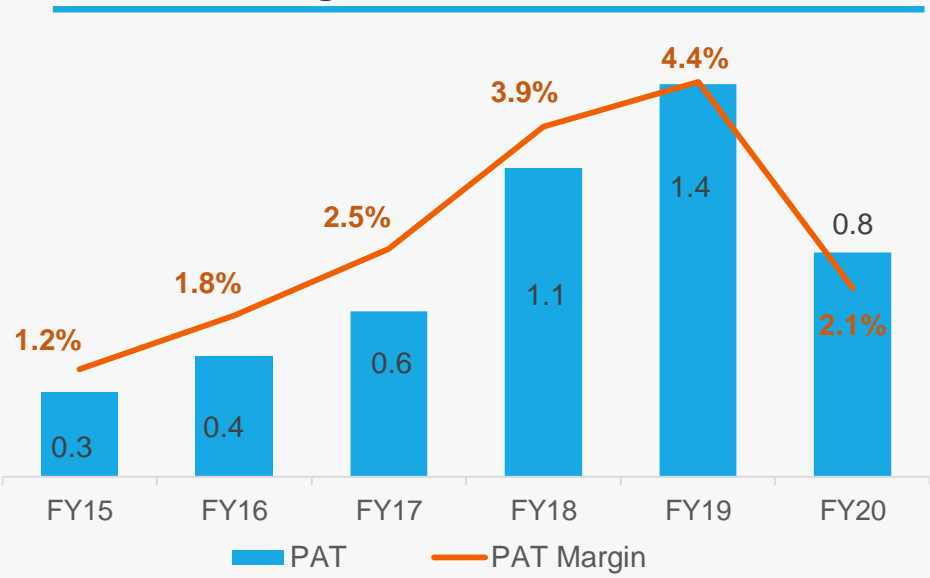
Order Inflow (in INR Bn)



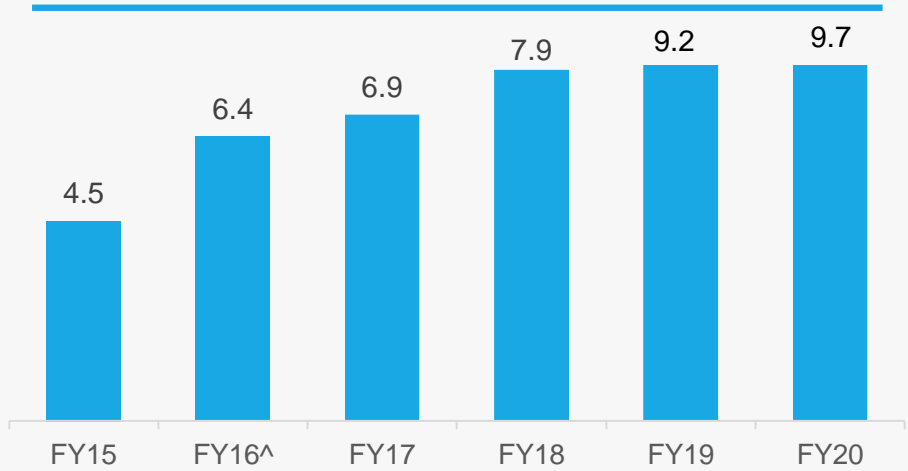
Revenue & EBITDA Margin* (INR Bn)



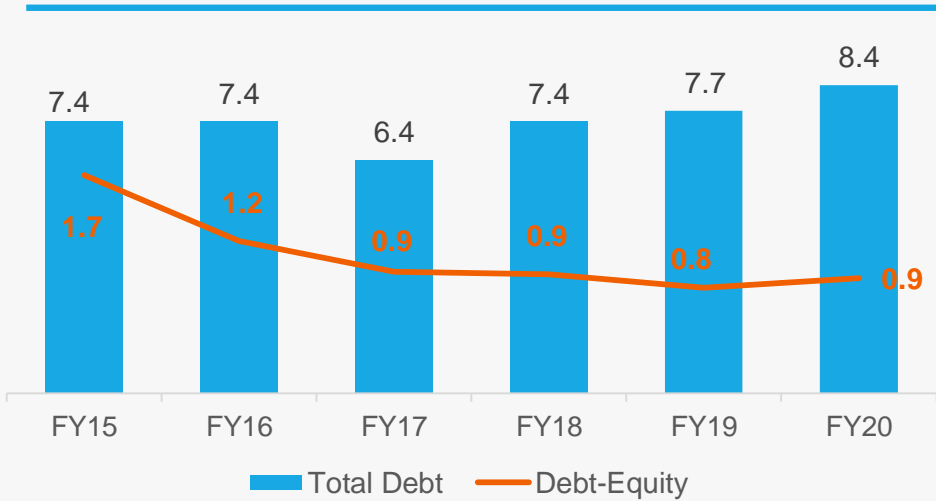
PAT & PAT Margin (INR Bn)



Net worth (INR Bn)



Gross Debt+ & D/E Ratio (INR Bn)



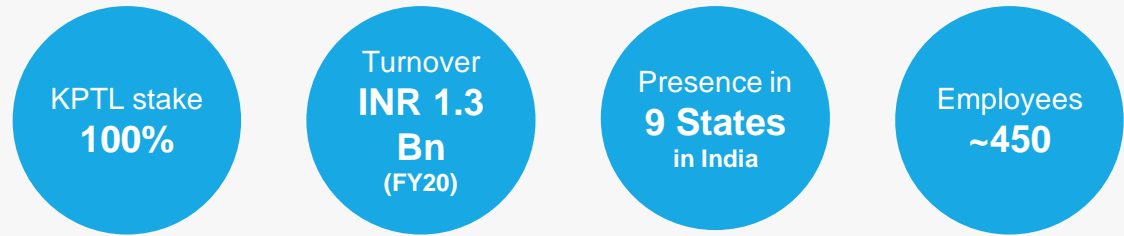
* Core EBITDA Margin + Total Debt (including maturities) ^ Right issue of INR1.5Bn in Jan.2016

JMC Projects - Road BOOT Projects

Projects	Kurukshetra Expressway Pvt Ltd.		Brij Bhoomi Expressway Pvt Ltd.		Wainganga Expressway Pvt Ltd.		Vindhyachal Expressway Pvt Ltd.		Avg. Daily Revenue of all BOOT Projects (our share)
Model	Toll Based		Toll Based		Toll Based		Toll Based		(INR Mn/day)
Project Scope	Four laning of 83 kms on NH 71 in Haryana under NHDP Phase III between Rohtak 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)		<p>4.9 → 5.9 (+20%)</p> <p>Q1FY19 Q1FY20</p>
SPV ownership	JMC and its Associates 51%	JMC 100%	JMC 100%	JMC 100%	JMC 100%	JMC 100%	JMC 100%	JMC 100%	<p>4.9 → 4.8 (-2%)</p> <p>Q2FY19 Q2FY20</p>
	SREI Infrastructure 49%								
Initial Project Cost	INR 9.9 Bn		INR 2.5 Bn		INR 4.3 Bn		INR 7.0 Bn		<p>5.6 → 5.3 (-5%)</p> <p>Q3FY19 Q3FY20</p>
Debt	INR 7.9 Bn		INR 1.6 Bn		INR 3.3 Bn		INR 5.2 Bn		
Grant	-		INR 0.5 Bn		-		-		<p>5.8 → 5.3 (-9%)</p> <p>Q4FY19 Q4FY20</p>
Initial Equity	INR 2.0 Bn		INR 0.4 Bn		INR 1.0 Bn		INR 1.7 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		



Shree Shubham Logistics Ltd

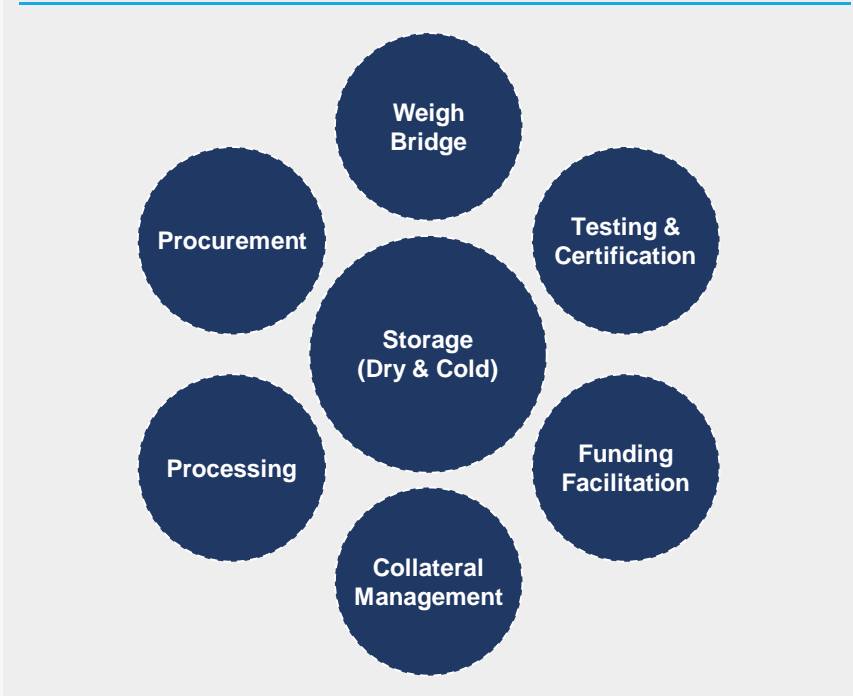


- Post-harvest value chain for agri-commodities with services that include warehousing, procurement, primary processing, trading, collateral management, funding facilitation, funding, testing & certification, and pest management
- Warehouses across the states of Rajasthan, Gujarat, Madhya Pradesh, Hayana, UP, Bihar, West Bengal, Delhi 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
2013	PE Investments
2018	Spread presence to 9 States

Offering One-stop solutions across value chain



Major Operating Subsidiaries



Linjemontage i Grastorp AB

KPTL stake
85%

Turnover
**INR 5.8
Bn**
(FY20)

Presence in
**Sweden &
Norway**

Order Book
**INR 11.5
Bn**
(31 Mar 2020)

- KPTL through its wholly owned subsidiary Kalpataru Power Transmission Sweden AB acquired 85% stake in Linjemontage i Grastorp AB in 2019
- Founded in 1993, Linjemontage, specializes in EPC and O&M in power supply solutions and services for electricity networks in voltage range up to 400 kV
- The Company employs over 150 full time employees spreads across 11 offices in Sweden and Norway

(INR Bn)

Particulars	FY20
Revenue	5.8
EBITDA	0.23
EBITDA Margin %	5%
Order Inflows	11.3
Order Book	11.5

Business Areas

**Transmission
& Local
Networks**

Substation

**Service &
Maintenance**

Major Customers

- Substation Division – Vattenfall, Ellevio, Jamtkraft
- Transmission & Local Networks – Ellevio, Vattenfall, E.ON, Svenska Kraftnat
- Service & Maintenance – Outokumpo Stainless, Nammo Sweden, Tripolast Industrier





Power T & D

India

Opportunity worth **INR 3Tn**
over FY17-22

International

Overall capex of **USD 700 Bn**
over FY20-24

Africa

Opportunities worth **USD 120 Bn** per annum through 2040



Railway Infrastructure

Overall

Budget outlay of **INR 1.6Tn** in FY21

Mission Electrification

Expect **23,000 Route kms** of line electrification during FY21-24

New Opportunities

Metro Rail, Semi Speed & High Speed Rails and DFCC



Construction

Roads

Over **INR ~19Tn** of investment in next 5 years

Urban Infra

Opportunity worth **INR 19 Tn** largely for housing and transport (FY20-25)

Water & Irrigation

INR 11 Tn for water & irrigation infrastructure (FY20-25)

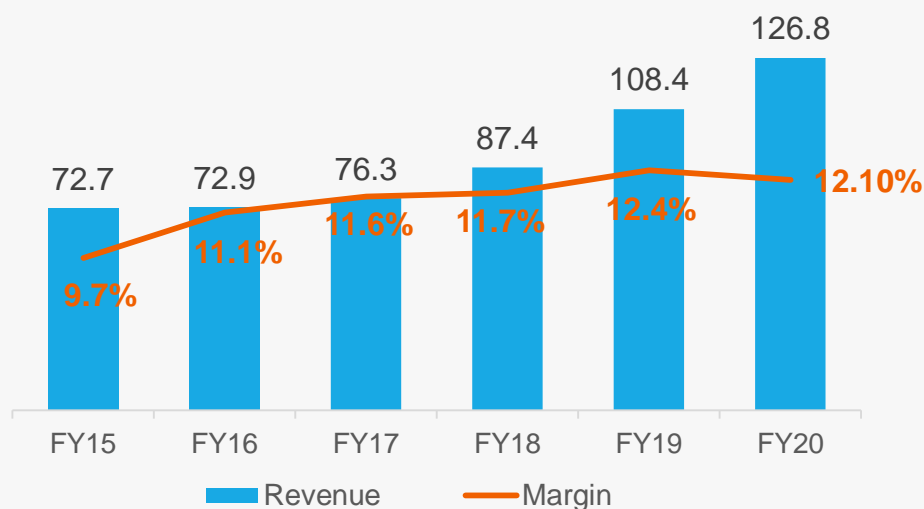
Gas Pipeline

Over **USD 60Bn** for natural gas infrastructure by 2024

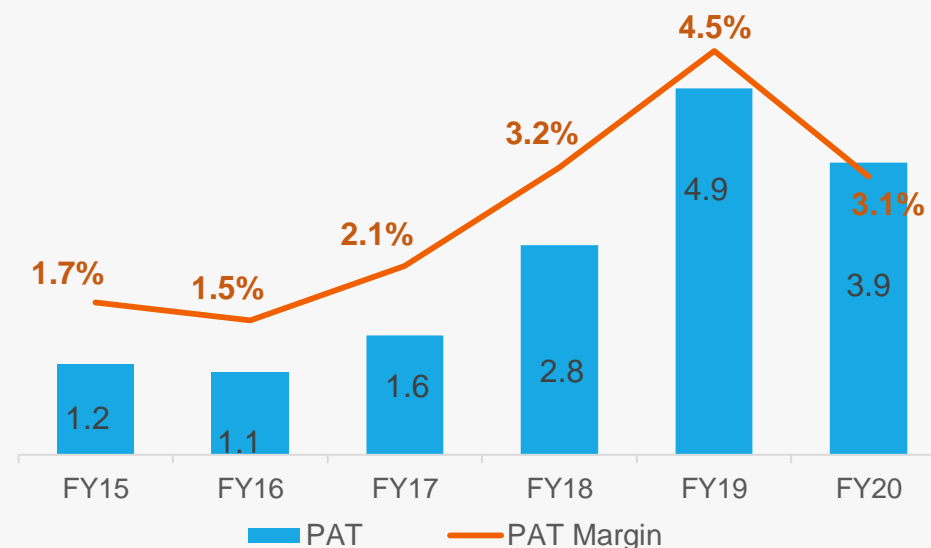


Financial Highlights (Consolidated)

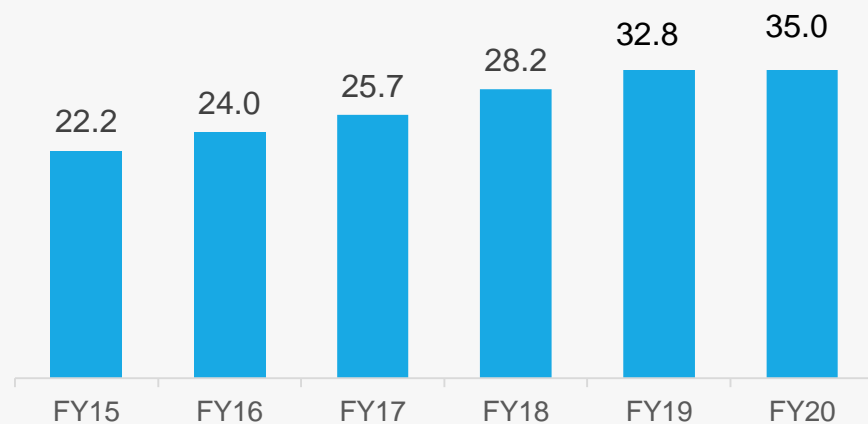
Revenue & EBITDA Margin* (INR Bn)



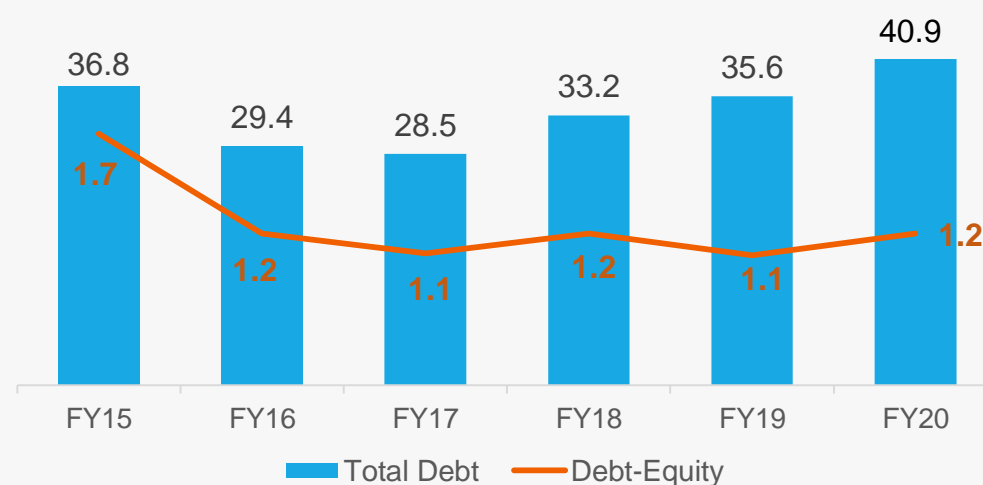
PAT & PAT Margins (INR Bn)



Net worth (INR Bn)

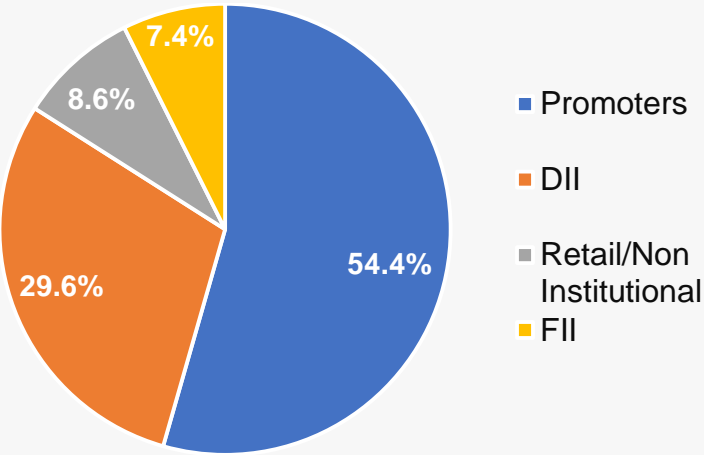


Gross Debt* & D/E Ratio (INR Bn)



* Core EBITDA Margin * Total Debt (including maturities)


Shareholding Pattern (as on 31st Mar 2020)



Top Institutional Holders (As on 31st Mar 2020)

	% holding
HDFC Trustee Co. Ltd.- HDFC Equity Fund	9.64%
ICICI Prudential Life Insurance Co. Ltd.	3.81%
Kotak Mutual Fund	2.84%
Reliance Capital Trustee Co. Ltd.-Reliance Small Cap Fund	2.17%
ICICI Mutual Fund	1.86%
IDFC Mutual Fund	1.69%
DSP Mutual Fund	1.65%
Nomura Trust And Banking Co., Ltd	1.49%

Stock Data - BSE (as on 31th Mar 2020)

 Stock Price	INR 177.5
 52 Week High/Low	554.5 / 169.5
 Market Capitalization	INR 27.5 Bn
 Shares Outstanding	154.7 Mn
 Free Float	INR 12.5 Bn / 45.6%

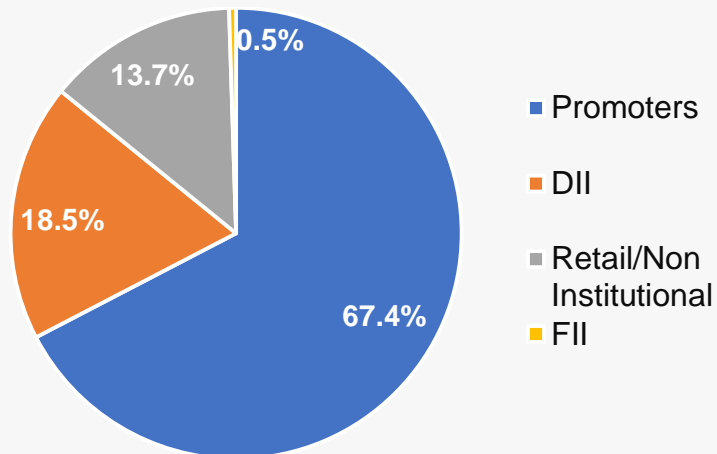
Credit Rating

Current



Ratings assigned from CRISIL (S&P Company) and CARE

Shareholding Pattern (as on 31st Mar 2020)



Top Institutional Holders (As on 31st Mar 2020)

	% holding
HDFC Trustee Co. Ltd.	9.16%
Kotak Mutual Fund	5.40%
Tata Mutual Fund	1.41%
SBI Mutual Fund	1.32%
Others	1.70%
Total Institutional Holding	18.99%

Stock Data - BSE (as on 31th Mar 2020)

 Stock Price	INR 34.5
 52 Week High/Low	150.5 / 29.5
 Market Capitalization	INR 5.8 Bn
 Shares Outstanding	167.9 Mn
 Free Float	INR 1.9 Bn / 32.6%

Credit Rating

Current



A+

Rating assigned from CARE

Healthcare



Kalpa Seva Arogya Kendra, Gandhinagar



Kalpa Seva Arogya Kendra, Mumbai



Free eye cataract surgeries to poor and needy

100+ patients visit Kalpa Seva Arogya Kendra on daily basis @ Gandhinagar

700-800 patients benefitted every month through medical camps at “Kalp - Seva Arogya Kendra – Mumbai”

Supported Atal Incubation Centre which promotes startups

Community Development



Mini Science Centre – Govt. Schools, Raipur



Flood Relief activities – Assam and Kerala



COVID-19 Relief Activities

Multi-pronged prevention, mitigation, adaptation and ongoing support strategy with the government and civil society to combat and contain novel COVID-19 pandemic.

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



2019-20

- 3rd National Competition on LEAN manufacturing organized by Confederation of Indian Industry
- Gandhinagar unit was awarded with Gold category Award in Engineering Sector at Grow Care India Safety Award, 2019
- Won Dun & Bradstreet Infra Awards 2019 in Infrastructure Project Category
- Won Gold Category Award in Manufacturing Sector from Quality Circle Forum of India
- Awarded for "TOP Organizations with Best HR Practices" by Asia Pacific HRM Congress
- Received Excellence award in Case Studies of First Time Right & Pile Foundations Time Optimization on National level symposium

2018-19

- KPTL Chairman Shri. Mofatraj P Munot received the Life Time Achievement Award at the CNBC Awaaz National Real Estate Awards 2018
- Appreciation from PGCIL in 2018 for Railway Electrification, Safety and Volume of work
- KPTL received Awards at "11th CIDC Vishwakarma Awards – 2019"

2017-18

- 100 Top HR Minds & Best Organization Development Program from World HRD Congress
- D&B Infra Award 2017 for Power Sector
- National Safety Council Award 2017
- Performance Award by Govt. of Karnataka – "Power Awards 2017"
- Frost & Sullivan –Manufacturing Excellence Award – Silver Certificate
- Award for Export Excellence from EEPC India, Western Region for Star Performer Project Exports – Large Enterprise in November 2017

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

2011-16

- Start Trading House Status by Ministry Of Commerce And Industries For The Year 2010-14
- Winner of Best Safety Norms On PGCIL Projects For 2015-16
- Winner of Best Transmission Line EPC Player In India For 2015-16 by PGCIL

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



Thank You

Contact

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Phone: +91 22 30645000 (Board)

Email: investorrelations@kalpatarupower.com