



PTC INDIA LTD.

INVESTOR PRESENTATION – Q2FY19

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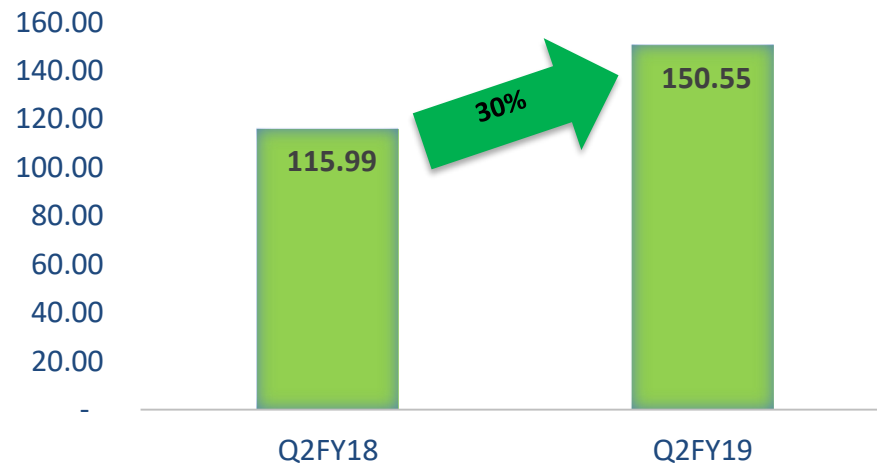
PERFORMANCE REVIEW

Q2FY19 AT A GLANCE - Standalone

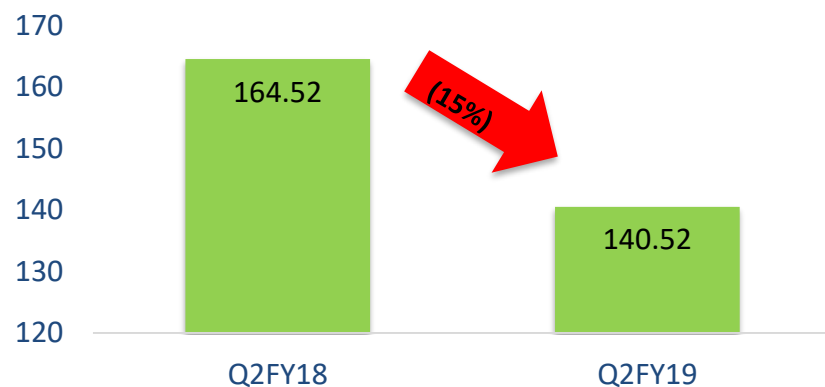
Total Volumes (MUs)



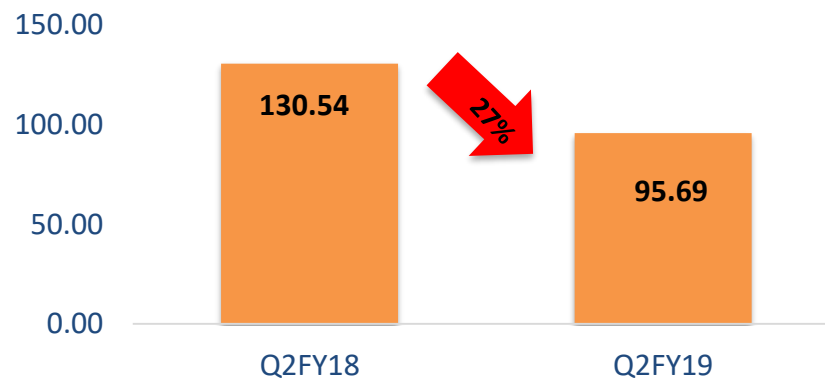
Total Operational Income (INR Crores)



PBT (INR Crores)



PAT (INR Crores)





PHYSICAL PERFORMANCE – SNAPSHOT (Q2FY19)



Business Segment	Q2FY19		Q2FY18	Growth (%)
	(Units in Millions)	% of total trade	(Units in Millions)	
Short Term Trades *	12236	55%	8017	48%
Medium Term	628	3%	629	4%
Long Term Trades **	9271	42%	8161	49%
Wind	8	-	6	-
Total	22143	100%	16813	100%

* Short Term Trades include trades on power exchanges;

**Long Term Trades include trades from Cross Border operations



KEY HIGHLIGHTS – Q2FY19



- This quarter, short term business has contributed around 55% of the volume and balance has been contributed by long & medium term. The short term transaction has lower margin as compared to long & medium term. The total margin has been at a pressure due to same.
- Supply of 400 MW under the Long term power purchase agreement for renewable projects of 1050 MW. This has potential of contributing around 2.25 BUs to the total trading volume.
- 1900 MW Medium Term Power Purchase Agreement signed with Stressed Thermal Asset.
- This quarter order book addition has been more than 11 Crores and total order book has reached to 93 Crores.



P&L (Three Months Ending 30th Sep' 2018)

Particulars	Quarter Sep 2018	Quarter Sep 2017	%	Quarter Jun 2018	%
Revenue from operations					
Revenue from operations	4,448.09	3,409.21	30.47%	3,317.68	34.07%
Other operating revenue	86.89	79.21	9.70%	69.37	25.26%
Total revenue from operation	4,534.98	3,488.42	30.00%	3,387.05	33.89%
Other Income	65.07	124.96	-47.93%	31.71	105.20%
Total Income	4,600.05	3,613.38	27.31%	3,418.76	34.55%
Expenses					
Purchases	4,329.59	3,326.19	30.17%	3,228.65	34.10%
Operating expenses	54.84	46.24	18.60%	46.79	17.20%
Employee benefit expenses	8.04	7.44	8.06%	8.58	-6.29%
Finance costs	55.79	53.37	4.53%	31.09	79.45%
Depreciation and amortization expenses	0.70	0.69	1.45%	0.66	6.06%
Other expenses	10.71	14.93	-28.27%	8.52	25.70%
Total expenses	4,459.67	3,448.86	29.31%	3,324.29	34.15%
Profit before exceptional items and tax	140.38	164.52	-14.67%	94.47	48.60%
Exceptional items					
-Amount written back	0.15	-	#DIV/0!	-	#DIV/0!
-Profit / (Loss) on sale of fixed assets	(0.01)	-	#DIV/0!	-	#DIV/0!
Profit before tax	140.52	164.52	-14.59%	94.47	48.75%
Current tax (including deferred tax)	44.83	33.98	31.93%	33.03	35.73%
Net Profit for the period	95.69	130.54	-26.70%	61.44	55.75%
Total other comprehensive income, net of tax	(9.28)	(42.59)	-78.21%	(9.38)	-1.07%
Total comprehensive income for the period	86.41	87.95	-1.75%	52.06	65.98%



RECEIVABLES & REBATES

Particulars	Q2FY19	Q2FY18	FY18
Net Rebate disallowed (Rs. Cr.)	27.41	10.36	64.66
Net surcharge received (Rs. Cr.)	28.40	30.19	114.13
Margin per unit (Paise./unit)	6.63	6.73	7.45
Margin per unit (without rebate & surcharge) (Paise./ unit)	4.11	4.32	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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