



PTC INDIA LTD.

INVESTOR PRESENTATION – Q3FY20

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PERFORMANCE REVIEW

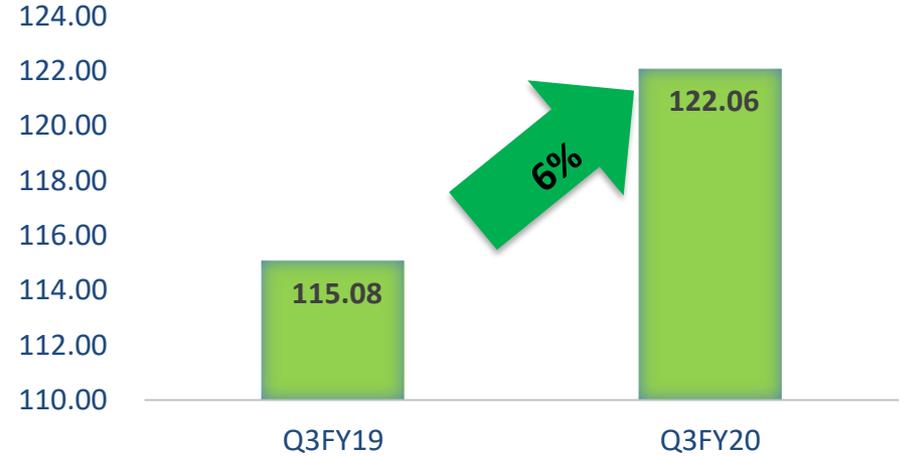
Q3FY20 AT A GLANCE - Standalone



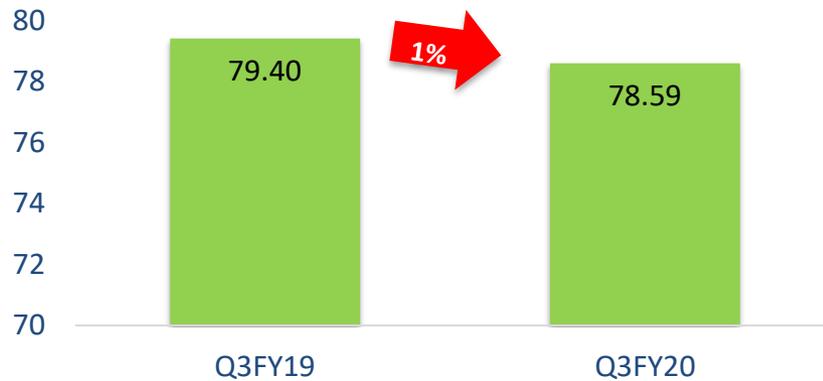
Total Volumes (MUs)



Total Operational Income (INR Crores)



PBT (INR Crores)



PAT (INR Crores)



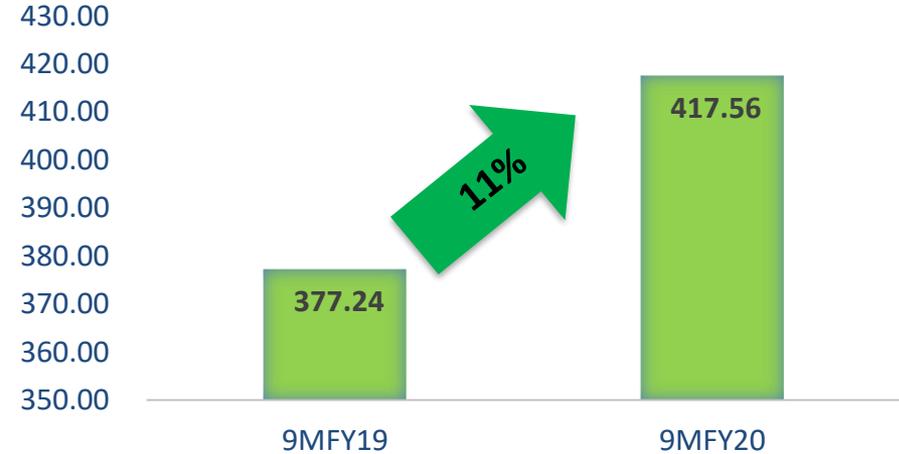
9MFY20 AT A GLANCE - Standalone



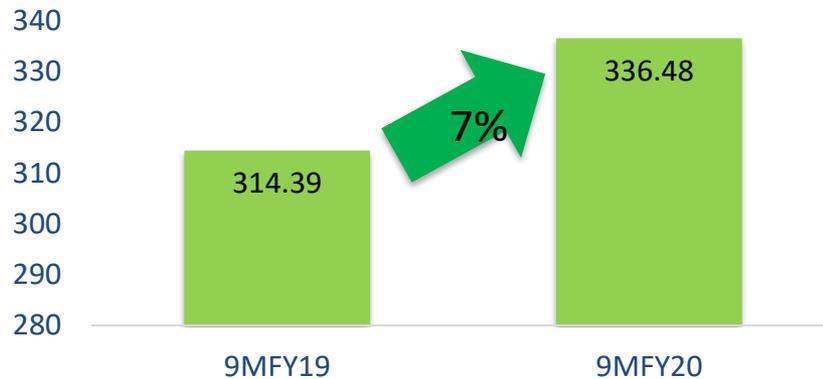
Total Volumes (MUs)



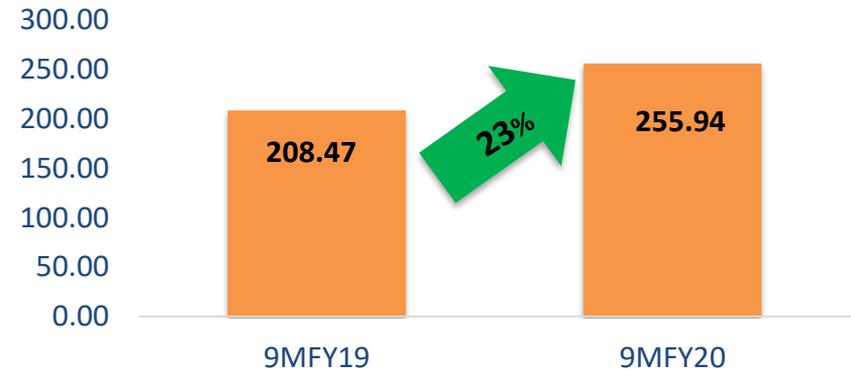
Total Operational Income (INR Crores)



PBT (INR Crores)



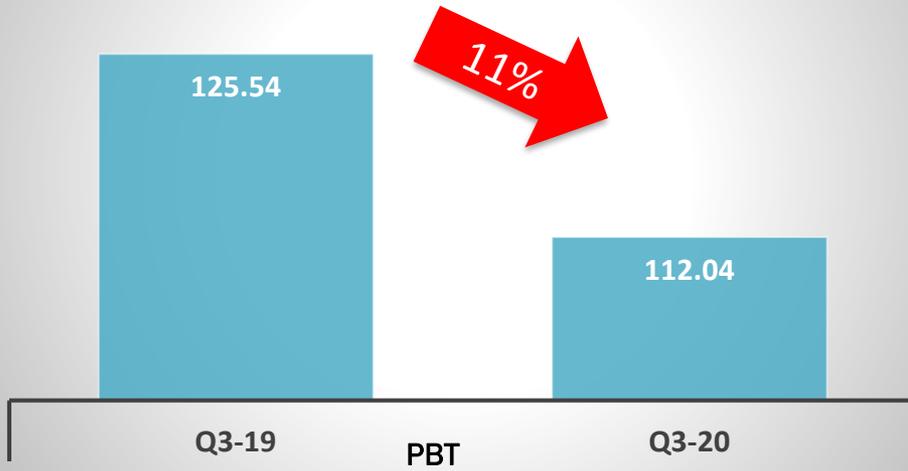
PAT (INR Crores)



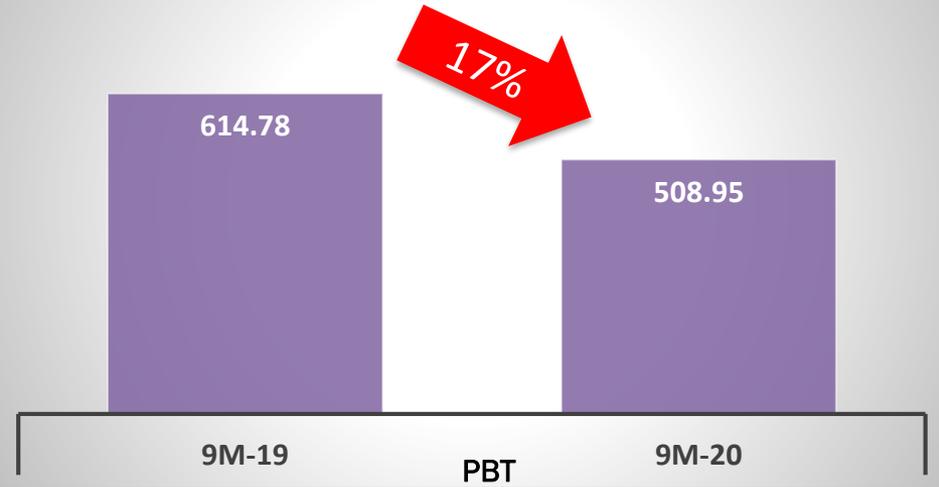
Consolidated Profit Q3 & 9M – FY20



QoQ



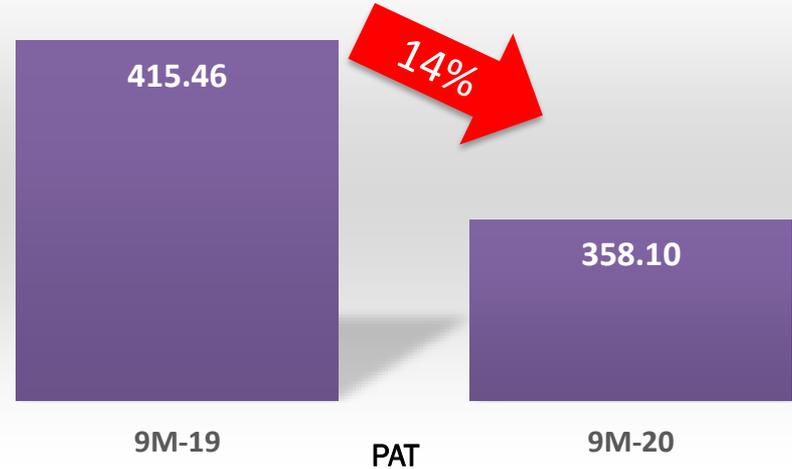
9Mo9M



30%



14%





PHYSICAL PERFORMANCE – SNAPSHOT (Q3FY20)



Business Segment	Q3FY20		Q3FY19	
	(Units in Millions)	% of total trade	(Units in Millions)	% of total trade
Short Term Trades *	5228	40%	6889	53%
Medium Term	2103	16%	389	3%
Long Term Trades **	5821	44%	5642	44%
Wind	1	-	1	-
Total	13153	100%	12921	100%

* Short Term Trades include trades on power exchanges;

**Long Term Trades include trades from Cross Border operations



PHYSICAL PERFORMANCE – SNAPSHOT (9MFY20)



Business Segment	9MFY20		9MFY19	
	(Units in Millions)	% of total trade	(Units in Millions)	% of total trade
Short Term Trades *	24450	45%	29041	56%
Medium Term	6357	12%	1546	3%
Long Term Trades **	23510	43%	21260	41%
Wind	12	-	13	-
Total	54329	100%	51860	100%

* Short Term Trades include trades on power exchanges;

**Long Term Trades include trades from Cross Border operations



Surcharge & Rebate – (Q3 - FY20)

Business Segment	Q3FY20	Q3FY19
Net Rebate Earned (Rs Crore)	24.92	23.58
Net Surcharge Received (₹ Crore)	43.13	35.90
Margin Per Unit (Paise / Unit) without Surcharge & Rebate	3.68	4.12
Margin Per Unit (Paise / Unit)	8.85	8.72



Surcharge & Rebate – (9M - FY20)

Business Segment	9MFY20	9MFY19
Net Rebate Earned (Rs Crore)	85.97	72.86
Net Surcharge Received (₹ Crore)	114.39	84.43
Margin Per Unit (Paise / Unit) without Surcharge & Rebate	3.66	4.08
Margin Per Unit (Paise / Unit)	7.34	7.11



Business Highlights for Q3- 20



- In Techno – Commercial consultancy business, PTC has won the tender for repeat business from AKVN. The deal value is 6.8 Crores for 2 years.
- In our distribution management business, Paradip Port Trust is new addition to our business. This 3 year service contract will add more than 11 Crores to our business. PTC's service area will be spread over 10 Sq kms, and will cater to about 6400 numbers of consumers in the domestic, commercial and industrial categories.
- Broadening service profile for Indian Railways (IR), PTC has made IR as their client for transaction on energy exchange.
- MoP flagship scheme for resolution of stressed thermal asset, PTC has won the aggregator for Pilot – II of 2500 MW. Further, With operationalization of 550 MW of RKM Power, entire capacity under Pilot –I of 1900 MW has been done.



NUMBERS UP-CLOSE Q3FY20 (STANDALONE / CONSOLIDATED)

P&L (Three Months Ending 31st December' 2019)



Particulars	Standalone					Consolidated				
	Quarter ended									
	31.12.19	31.12.18	%	30.09.18	%	31.12.19	31.12.18	%	30.09.18	%
Revenue from operations										
Revenue from operations	3,413.28	2,830.54	20.59%	4,673.00	-26.96%	3,765.51	3,200.84	17.64%	5,130.88	-26.61%
Other operating revenue	51.27	91.59	-44.02%	76.87	-33.30%	63.32	102.77	-38.39%	94.49	-32.99%
Total revenue from operation	3,464.55	2,922.13	18.56%	4,749.87	-27.06%	3,828.83	3,303.61	15.90%	5,225.37	-26.73%
Other Income	3.13	12.90	-75.74%	36.31	-91.38%	5.59	5.97	-6.37%	10.29	-45.68%
Total Income	3,467.68	2,935.03	18.15%	4,786.18	-27.55%	3,834.42	3,309.58	15.86%	5,235.66	-26.76%
Expenses										
Purchases	3,339.97	2,753.77	21.29%	4,566.75	-26.86%	3,339.97	2,753.97	21.28%	4,566.75	-26.86%
Provision for expected credit loss	-	-	-	-	-	23.16	10.12	128.85%	36.06	-35.77%
Operating expenses	2.52	53.28	-95.27%	13.45	-81.26%	9.42	55.44	-83.01%	16.55	-43.08%
Employee benefit expenses	10.49	8.47	23.85%	9.35	12.19%	15.29	13.08	16.90%	14.30	6.92%
Finance costs	14.64	25.35	-42.25%	15.00	-2.40%	281.36	305.17	-7.80%	294.86	-4.58%
Depreciation and amortization expenses	0.74	0.77	-3.90%	0.72	2.78%	25.16	24.24	3.80%	25.13	0.12%
Other expenses	20.61	14.01	47.11%	19.13	7.74%	28.02	22.04	27.13%	24.71	13.40%
Total expenses	3,388.97	2,855.65	18.68%	4,624.40	-26.72%	3,722.38	3,184.06	16.91%	4,978.36	-25.23%
Profit before exceptional items and tax	78.71	79.38	-0.84%	161.78	-51.35%	112.04	125.52	-10.74%	257.30	-56.46%
Exceptional items	(0.12)	0.02	-700.00%	(0.01)	1100.00%	(0.12)	0.02	-700.00%	(0.01)	1100.00%
Profit Before Share of Profit/(Loss) of Associates and Tax	78.59	79.40	-1.02%	161.77	-51.42%	111.92	125.54	-10.85%	257.29	-56.50%
Share of Profit / (Loss) of Associates	-	-	-	-	-	0.12	-	-	0.01	1100.00%
Profit Before Tax	78.59	79.40	-1.02%	161.77	-51.42%	112.04	125.54	-10.75%	257.30	-56.46%
Tax expenses										
Current tax (including deferred tax)	20.32	28.06	-27.58%	26.87	-24.38%	48.55	35.35	37.34%	55.95	-13.23%
Net Profit for the period	58.27	51.34	13.50%	134.90	-56.81%	63.49	90.19	-29.60%	201.35	-68.47%
Total other comprehensive income, net of tax	0.05	(0.30)	-116.67%	0.11	-54.55%	(0.57)	(11.08)	-94.86%	(0.95)	-40.00%
Total comprehensive income for the period	58.32	51.04	14.26%	135.01	-56.80%	62.92	79.11	-20.47%	200.40	-68.60%



NUMBERS UP-CLOSE 9MFY20 (STANDALONE / CONSOLIDATED)

P&L (Nine months ending 31st December' 2019)



Particulars	Standalone			Consolidated		
	Nine months ended					
	31.12.19	31.12.18	%	31.12.19	31.12.18	%
Revenue from operations						
Revenue from operations	13,038.80	10,596.31	23.05%	14,272.83	11,814.51	20.81%
Other operating revenue	148.91	247.85	-39.92%	192.81	295.34	-34.72%
Total revenue from operation	13,187.71	10,844.16	21.61%	14,465.64	12,109.85	19.45%
Other Income	42.91	109.83	-60.93%	19.43	118.35	-83.58%
Total Income	13,230.62	10,953.99	20.78%	14,485.07	12,228.20	18.46%
Expenses						
Purchases	12,754.18	10,312.01	23.68%	12,754.18	10,312.21	23.68%
Provision for expected credit loss	-	-	-	121.92	51.77	135.50%
Operating expenses	15.97	154.91	-89.69%	29.35	158.84	-81.52%
Employee benefit expenses	29.29	25.09	16.74%	43.60	38.68	12.72%
Finance costs	38.34	112.23	-65.84%	879.24	924.72	-4.92%
Depreciation and amortization expenses	2.10	2.13	-1.41%	75.32	72.63	3.70%
Other expenses	54.13	33.24	62.85%	72.20	54.58	32.28%
Total expenses	12,894.01	10,639.61	21.19%	13,975.81	11,613.43	20.34%
Profit before exceptional items and tax	336.61	314.38	7.07%	509.26	614.77	-17.16%
Exceptional items	(0.13)	0.01	-1400.00%	(0.13)	0.01	-1400.00%
Profit Before Share of Profit/(Loss) of Associates and Tax	336.48	314.39	7.03%	509.13	614.78	-17.19%
Share of Profit / (Loss) of Associates	-	-	#DIV/0!	(0.18)	-	NA
Profit Before Tax	336.48	314.39	7.03%	508.95	614.78	-17.21%
Tax expenses						
Current tax (including deferred tax)	80.54	105.92	-23.96%	150.85	199.32	-24.32%
Net Profit for the period	255.94	208.47	22.77%	358.10	415.46	-13.81%
Total other comprehensive income, net of tax	(0.04)	(18.96)	-99.79%	(0.89)	(40.38)	-97.80%
Total comprehensive income for the period	255.90	189.51	35.03%	357.21	375.08	-4.76%

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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