



PTC INDIA LIMITED

INVESTOR PRESENTATION – Q4 FY2019-20 & FULL YEAR FY2019-20

DISCLAIMER



This presentation and the accompanying slides (the “Presentation”), which have been prepared by PTC India Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to: the performance of the Indian economy and of the economies of various international markets, the performance of the power industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s future results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

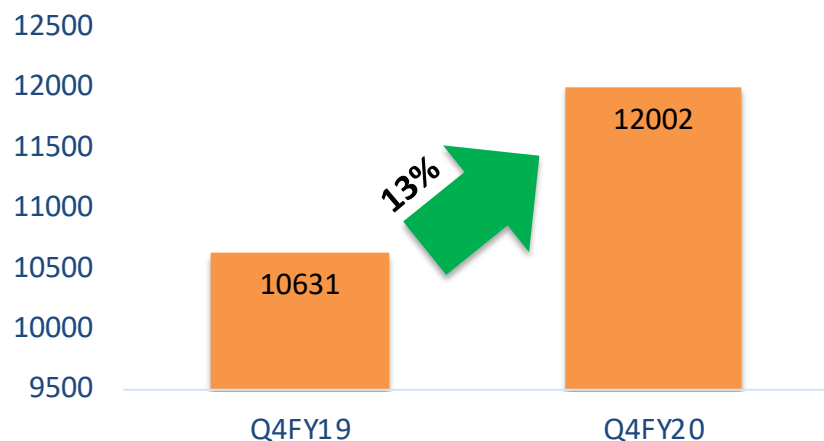
The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions.



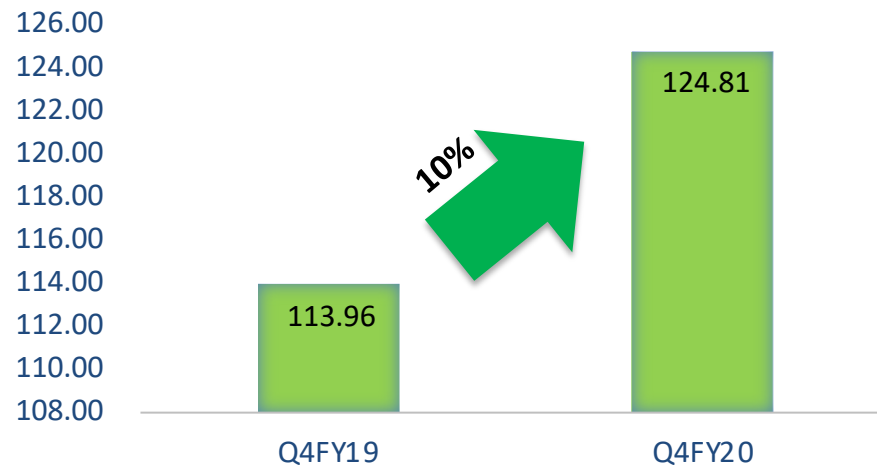
PERFORMANCE REVIEW

Q4FY 20 AT A GLANCE - Standalone

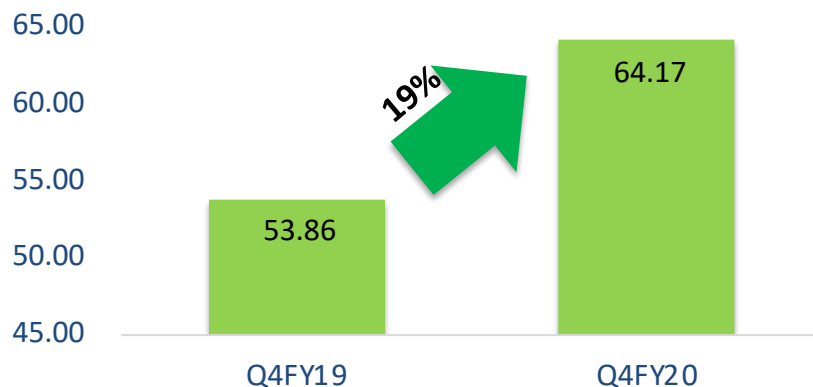
Total Volumes (MUs)



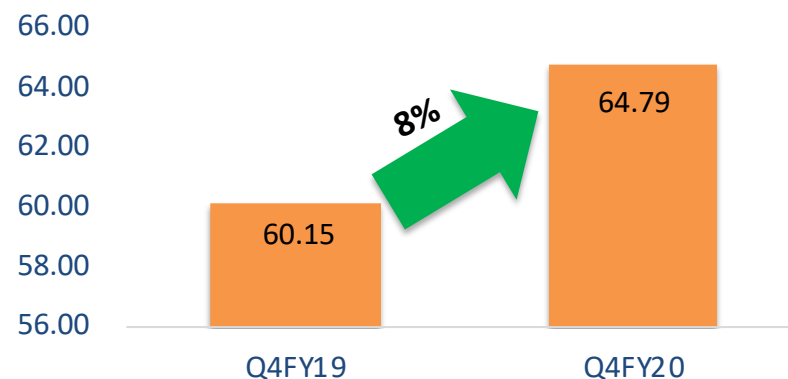
Total Operational Income (INR Crores)



PAT (INR Crores)

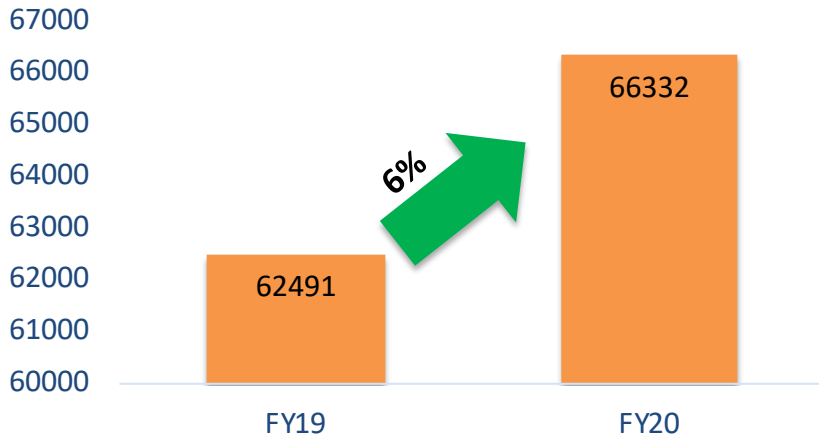


Total Comprehensive Income (INR Crores)

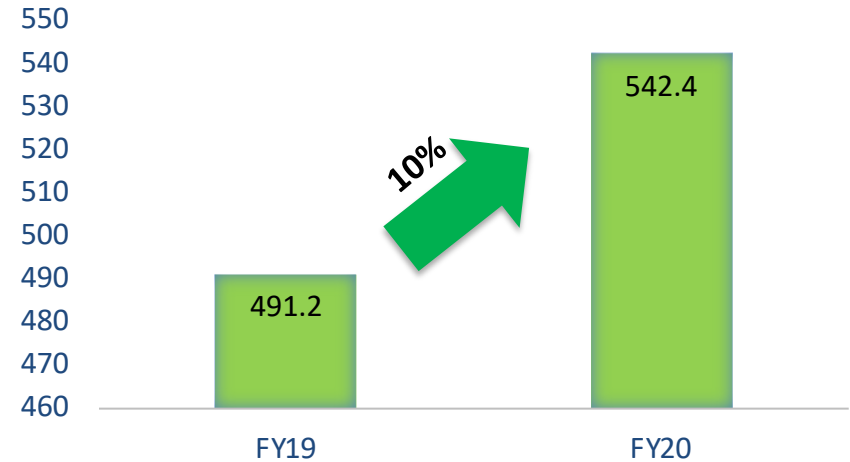


FY20 AT A GLANCE - Standalone

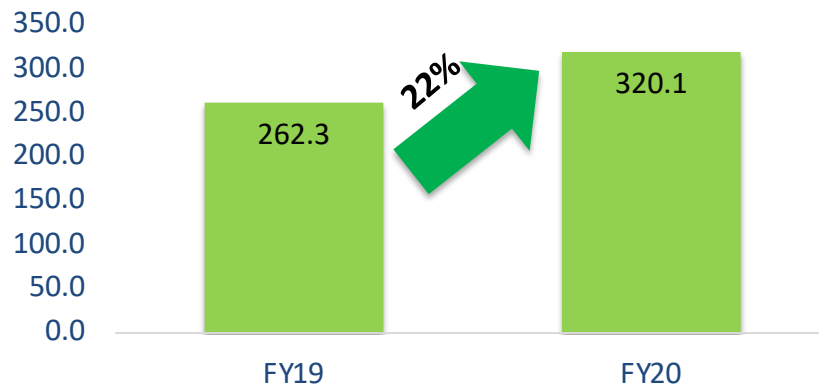
Total Volumes (MUs)



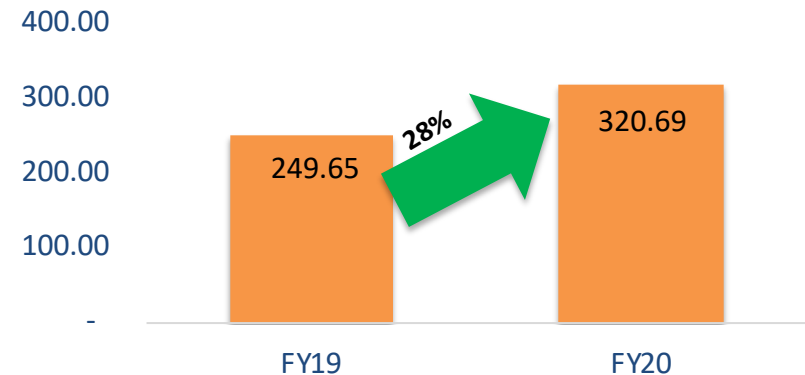
Total Operational Income (INR Crores)



PAT (INR Crores)

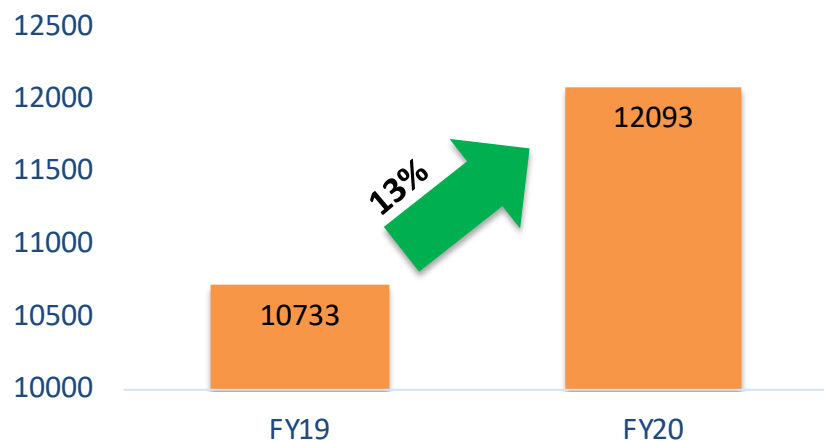


Total Comprehensive Income (INR Crores)

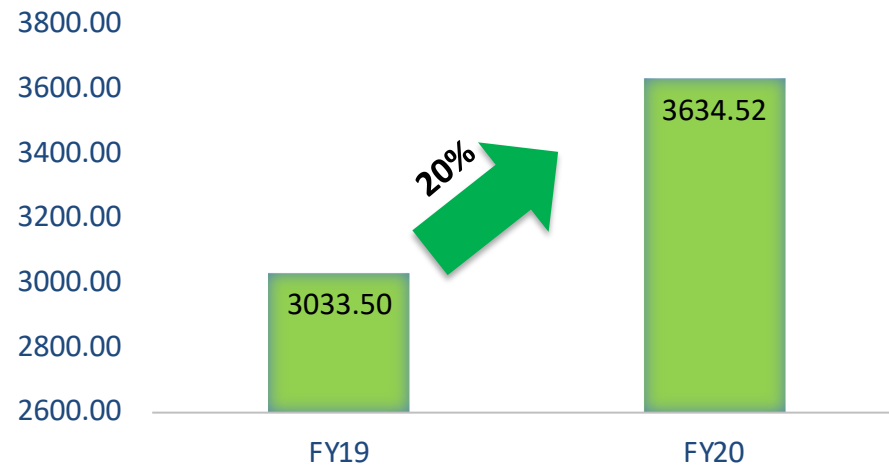


Q4 FY20 AT A GLANCE - Consolidated

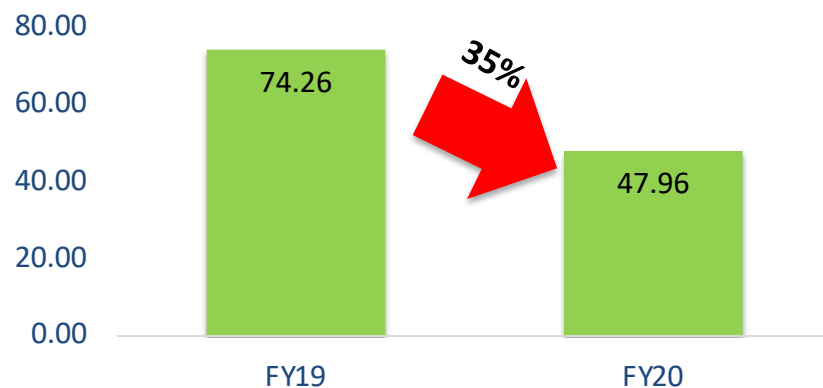
Total Volumes (MUs)



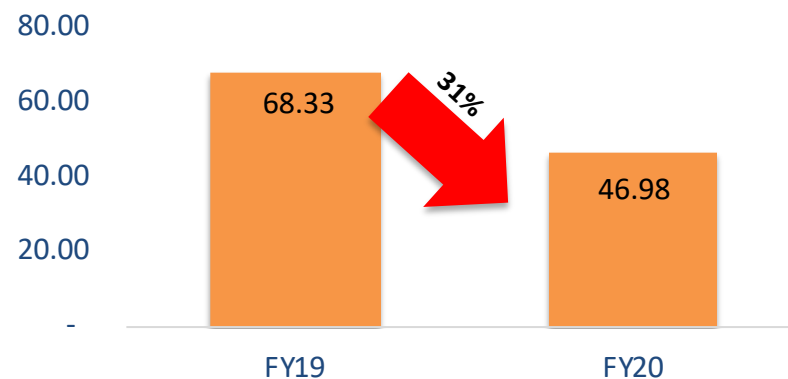
Total Revenue from Operations (INR Crores)



PAT (INR Crores)

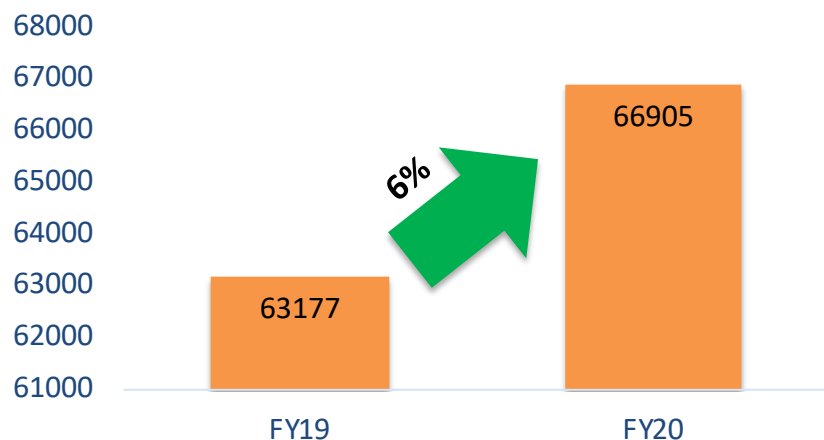


Total Comprehensive Income (INR Crores)

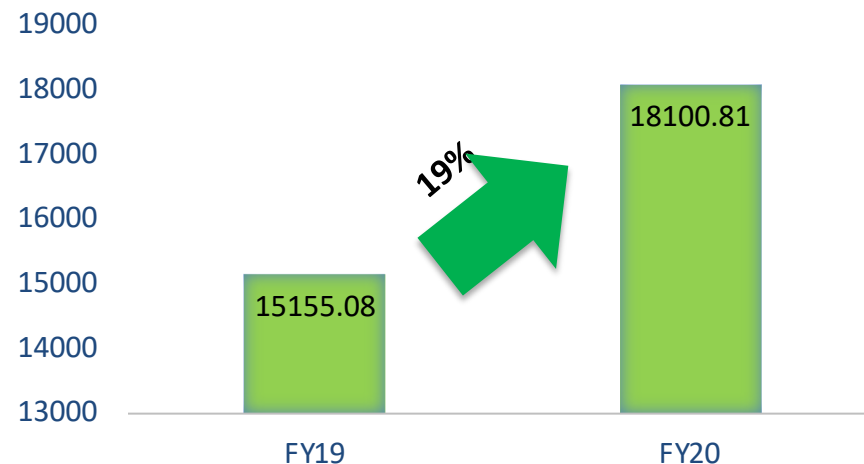


FY20 AT A GLANCE - Consolidated

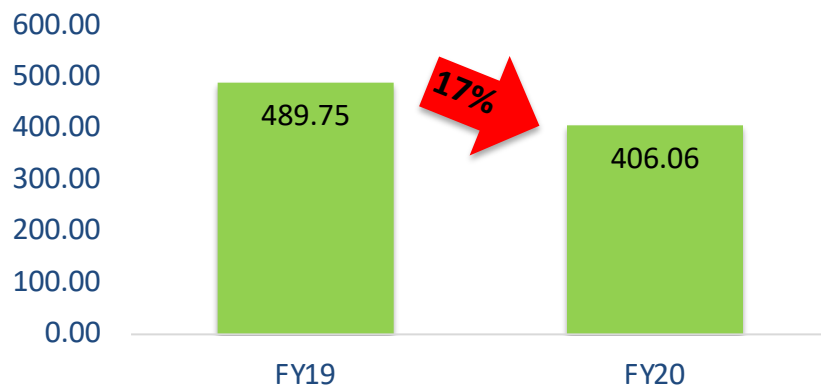
Total Volumes (MUs)



Total Revenue from Operations (INR Crores)



PAT (INR Crores)



Total Comprehensive Income (INR Crores)





PHYSICAL PERFORMANCE – SNAPSHOT (Q4 FY 2019-20)



Business Segment	Q4FY19		Q4FY20	
	(Units in Millions)	% of total trade	(Units in Millions)	% of total trade
Short Term Trades *	5610	53%	4902	41%
Medium Term	379	3%	1960	16%
Long Term Trades **	4640	44%	5139	43%
Wind	2	-	1	-
Total	10631	100%	12002	100%

* Short Term Trades also includes trades on power exchanges;

**Long Term Trades also includes trades from Cross Border



PHYSICAL PERFORMANCE – SNAPSHOT (FY 2019-20)



Business Segment	FY19		FY20		Growth %
	(Units in Millions)	% of total trade	(Units in Millions)	% of total trade	
Short Term Trades *	34651	55%	29353	44%	-15.30%
Medium Term	1925	3%	8317	13%	432%
Long Term Trades **	25900	41%	28649	43%	10.61%
Wind	15	1%	13	-	
Total	62491	100%	66332	100%	6%

* Short Term Trades also includes trades on power exchanges;

**Long Term Trades also includes trades from Cross Border



KEY HIGHLIGHTS – FY2019-20

- Entire capacity of 1050 MW long-term wind was operationalized for trading.
- The entire capacity under Pilot –I of 1900 MW has been operationalized with the operationalization of 550 MW of RKM Power.
- PTC has won the aggregator bid for Pilot – II of 2500 MW (MoP flagship scheme for resolution of stressed thermal assets).
- PTC is currently advising DMRC, Indian Railways to trade through power exchanges and is facilitating the scheduling of such power flows under LTOA and STOA.
- In our distribution related advisory business, PTC is serving AKVN (MP Govt. SEZ), Paradip Port Trust, Deen Dayal Upadhyay (Kandla) Port Trust, Mumbai Port Trust and JNPT with an estimated annual revenue of 12 INR Crores.



Q4FY20 (STANDALONE)

P&L (Quarter Ending 31st March 2020)



Amount in ₹ Crores

Particulars	Quarter Mar 2020	Quarter Mar 2019	%
Revenue from operations			
Revenue from operations	3,196.15	2,567.88	24.47%
Other operating revenue	59.11	83.41	-29.13%
Total revenue from operation	3,255.26	2,651.29	22.78%
Other Income	2.42	21.81	-88.90%
Total Income	3,257.68	2,673.10	21.87%
Expenses			
Purchases	3,122.49	2,492.62	25.27%
Operating expenses	7.96	44.71	-82.20%
Employee benefit expenses	9.92	7.92	25.25%
Finance costs	16.70	30.80	-45.78%
Depreciation and amortization expenses	0.75	0.90	-16.67%
Other expenses	12.81	13.07	-1.99%
Total expenses	3,170.63	2,590.02	22.42%
Profit before exceptional items and tax	87.05	83.08	4.78%
Exceptional items	(1.00)	0.02	-5100.00%
Profit before tax	86.05	83.10	3.55%
Tax expenses			
Current tax (including deferred tax)	21.88	29.24	-25.17%
Net Profit for the period	64.17	53.86	19.14%
Total other comprehensive income (Loss), net of tax	0.62	6.29	-90.14%
Total comprehensive income for the period	64.79	60.15	7.71%



FY-20 (STANDALONE)

P&L (Full Year Ending 31st March' 2020)

Amount in ₹ Crores



Particulars	FY 2020	FY 2019	%
Revenue from operations			
Revenue from operations	16,234.95	13,164.39	23.32%
Other operating revenue	208.02	331.26	(37.20%)
Total revenue from operation	16,442.97	13,495.65	21.84%
Other Income	45.33	131.64	(65.57%)
Total Income	16,488.30	13,627.29	20.99%
Expenses			
Purchases	15,876.67	12,804.83	23.99%
Operating expenses	23.93	199.62	-88.01%
Employee benefit expenses	39.21	33.02	18.75%
Finance costs	55.04	143.03	-61.52%
Depreciation and amortization expenses	2.85	3.03	-5.94%
Other expenses	66.94	46.31	44.55%
Total expenses	16,064.64	13,229.84	21.43%
Profit before exceptional items and tax	423.66	397.45	6.59%
Exceptional items	(1.13)	0.03	-3866.67%
Profit before tax	422.53	397.48	6.30%
Tax expenses			
Current tax (including deferred tax)	102.42	135.16	-24.22%
Net Profit for the period	320.11	262.32	22.03%
Total other comprehensive income (Loss), net of tax	0.58	(12.67)	-104.58%
Total comprehensive income for the period	320.69	249.65	28.46%



Q4FY20(Consolidated)

P&L (Quarter Ending 31st March 2020)

Amount in ₹ Crores



Particulars	Quarter Mar 2020	Quarter Mar 2019	%
Revenue from operations			
Revenue from operations	3,551.68	2,932.09	21.13%
Other operating revenue	82.84	101.41	-18.31%
Total revenue from operation	3,634.52	3,033.50	19.81%
Other Income	3.98	23.56	-83.11%
Total Income	3,638.50	3,057.06	19.02%
Expenses			
Purchases	3,122.49	2,492.62	25.27%
Provision for expected credit loss	73.79	8.81	737.57%
Operating expenses	16.48	46.43	-64.51%
Employee benefit expenses	15.19	11.25	35.02%
Finance costs	276.05	315.23	-12.43%
Depreciation and amortization expenses	25.15	24.45	2.86%
Other expenses	28.14	28.87	-2.53%
Total expenses	3,557.29	2,927.66	21.51%
Profit before exceptional items and tax	81.21	129.40	-37.24%
Exceptional items	(1.01)	0.02	-5150.00%
Profit Before Share of Profit/(Loss) of Associates and Tax	80.20	129.42	-38.03%
Share of Profit / (Loss) of Associates	0.14	-	100.00%
Profit Before Tax	80.34	129.42	-37.92%
Tax expenses			
Current tax (including deferred tax)	32.38	55.16	-41.30%
Net Profit for the period	47.96	74.26	-35.42%
Total other comprehensive income /(loss), net of tax	(0.98)	(5.93)	-83.47%
Total comprehensive income for the period	46.98	68.33	-31.25%



FY20 (Consolidated)

P&L (Full Year Ending 31st March' 2020)

Amount in ₹ Crores



Particulars	Year ended Mar 2020	Year ended Mar 2019	%
Revenue from operations			
Revenue from operations	17,824.51	14,746.61	20.87%
Other operating revenue	276.30	408.47	-32.36%
Total revenue from operation	18,100.81	15,155.08	19.44%
Other Income	22.76	130.17	-82.52%
Total Income	18,123.57	15,285.25	18.57%
Expenses			
Purchases	15,876.67	12,804.83	23.99%
Provision for expected credit loss	195.71	60.58	223.06%
Operating expenses	45.83	205.24	-77.67%
Employee benefit expenses	58.79	49.93	17.74%
Finance costs	1,155.29	1,239.95	-6.83%
Depreciation and amortization expenses	100.47	97.08	3.49%
Other expenses	100.34	83.44	20.25%
Total expenses	17,533.10	14,541.05	20.58%
Profit before exceptional items and tax	590.47	744.20	-20.66%
Exceptional items	(1.14)	0.03	-3900.00%
Profit Before Share of Profit/(Loss) of Associates and Tax	589.33	744.23	-20.81%
Share of Profit / (Loss) of Associates	(0.04)	-	100.00%
Profit Before Tax	589.29	744.23	-20.82%
Tax expenses			
Current tax (including deferred tax)	183.23	254.48	-28.00%
Net Profit for the period	406.06	489.75	-17.09%
Total other comprehensive income/(loss), net of tax	(1.87)	(46.30)	-95.96%
Total comprehensive income for the period	404.19	443.45	-8.85%

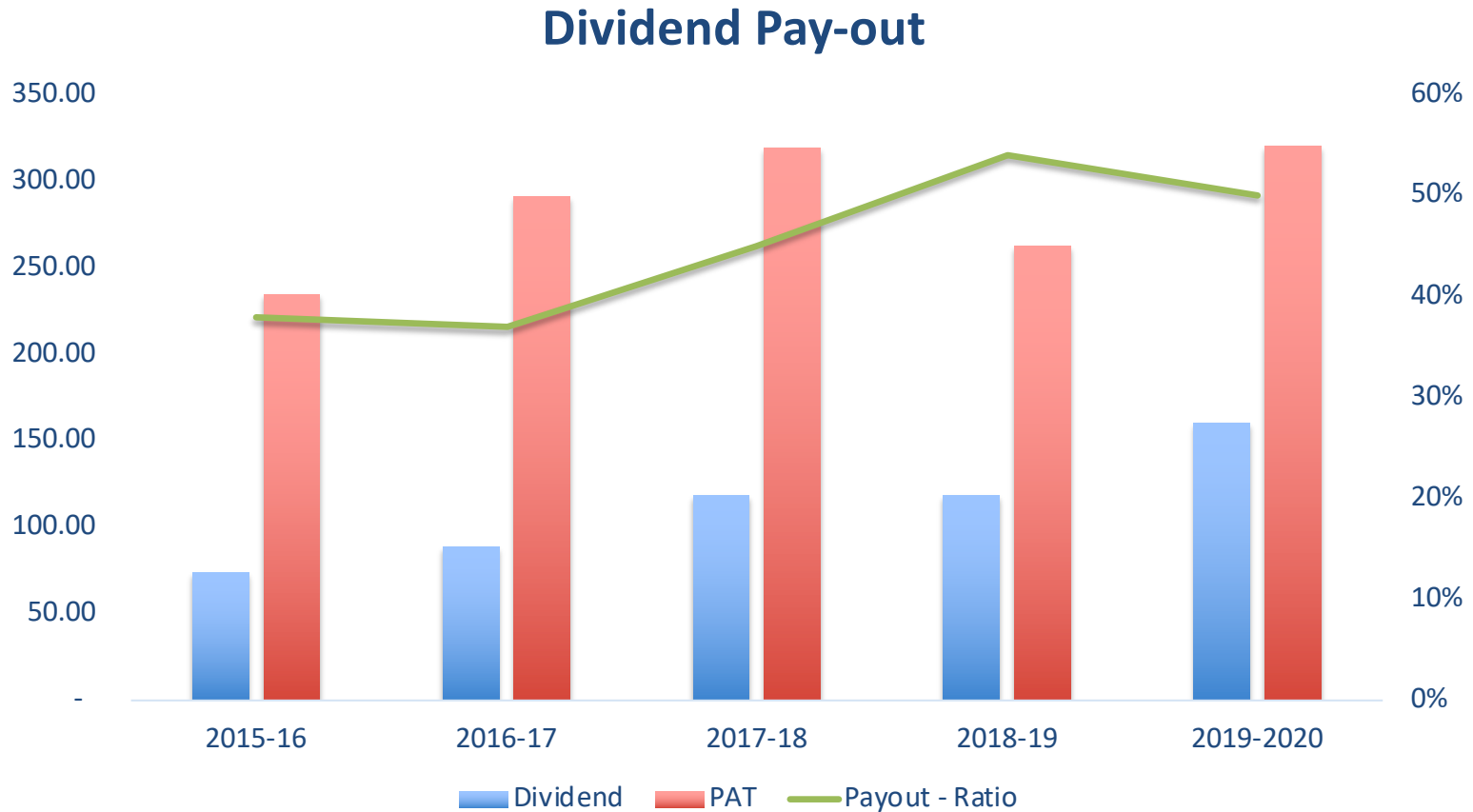


RECEIVABLES & REBATES

Particulars	Q4FY20	Q4FY19	FY20	FY19
Net Rebate received (INR Crores)	30.67	33.75	116.63	106.61
Net surcharge received (INR Crores)	45.13	32.01	159.52	116.44
Margin per unit (Paise/unit)	3.58	3.90	3.64	4.05
Margin per unit (with rebate & surcharge) (Paise/ unit)	9.90	10.09	7.81	7.62



Dividend Pay-out



1. DIVIDEND FOR FY 2019-20 IS RECOMMENDED BY THE BOARD OF DIRECTORS SUBJECT TO SHAREHOLDER APPROVAL

2. DIVIDEND AND PAT IN INR CRORES

Our Vision

“To be a frontrunner in power trading by developing a vibrant power market and striving to correct market distortions”



THANK YOU

WWW.PTCINDIA.COM

ABBREVIATIONS USED

PAT: PROFIT AFTER TAX

MoP: MINISTRY OF POWER

DMRC: DELHI METRO RAIL CORPORATION

LTOA: LONG-TERM OPEN ACCESS

STOA: SHORT-TERM OPEN ACCESS

For more information contact:

Anand Kumar / Harsh Wardhan

PTC India Limited / Fortuna PR

Tel: +91 9873988920 / Tel: +91 9810162711

Email: investorrelations@ptcindia.com Email: harsh@fortunapr.com