



**PTC INDIA LTD.**

**INVESTOR PRESENTATION – Q2-FY20 & H1-FY20**

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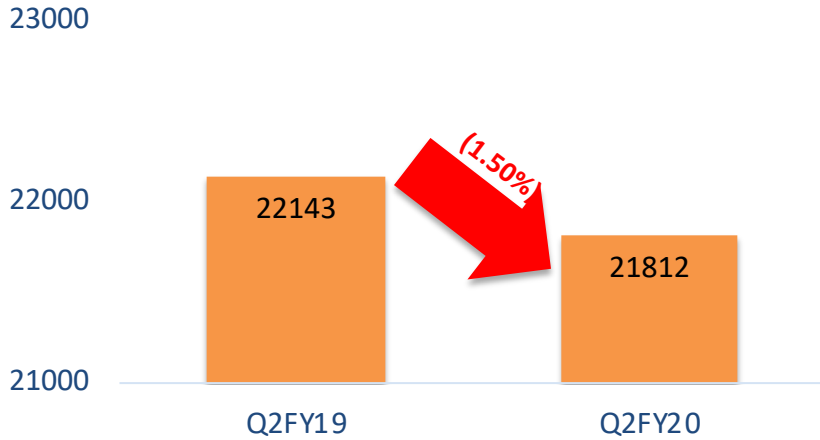


# PERFORMANCE REVIEW

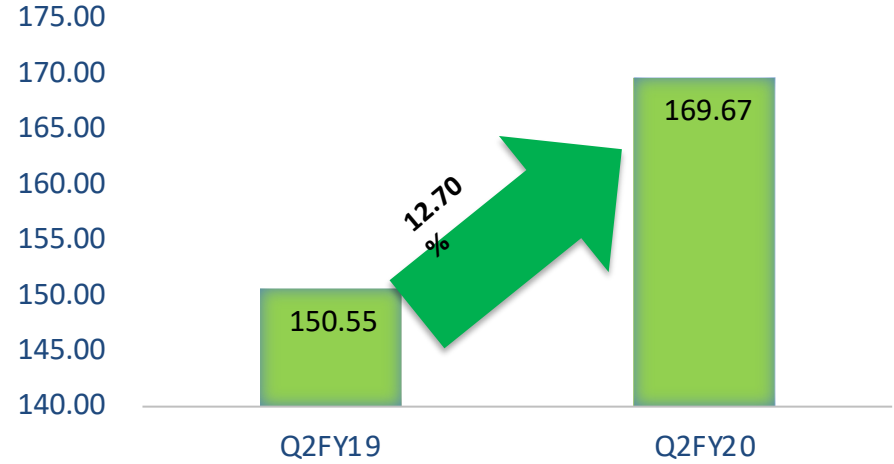
# Q2FY20 AT A GLANCE - Standalone



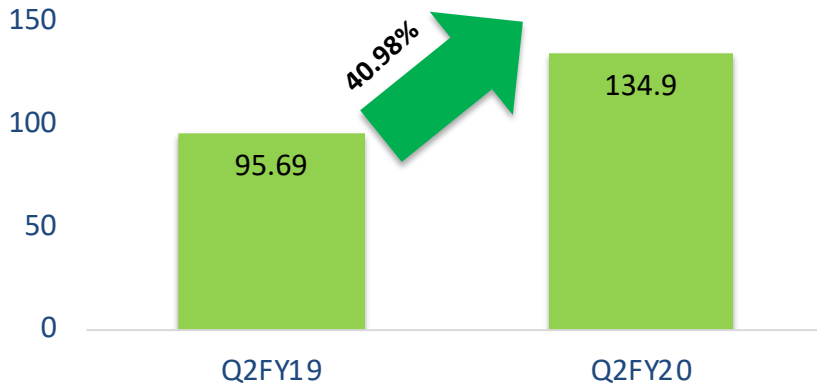
### Total Volumes (MUs)



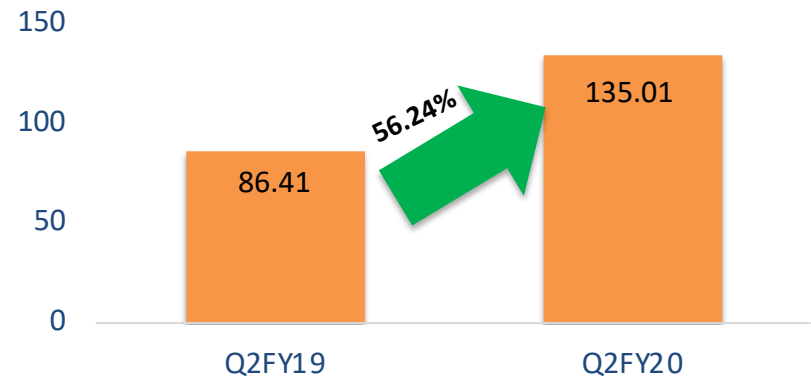
### Total Operational Income (INR Crores)



### PAT (INR Crores)



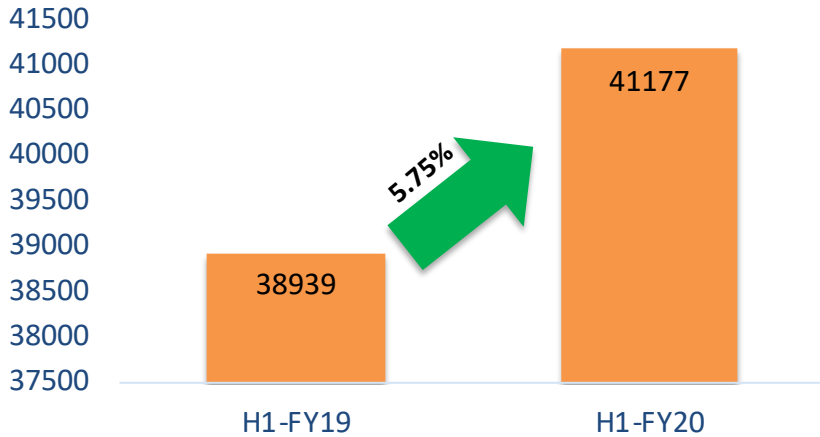
### Total Comprehensive Income



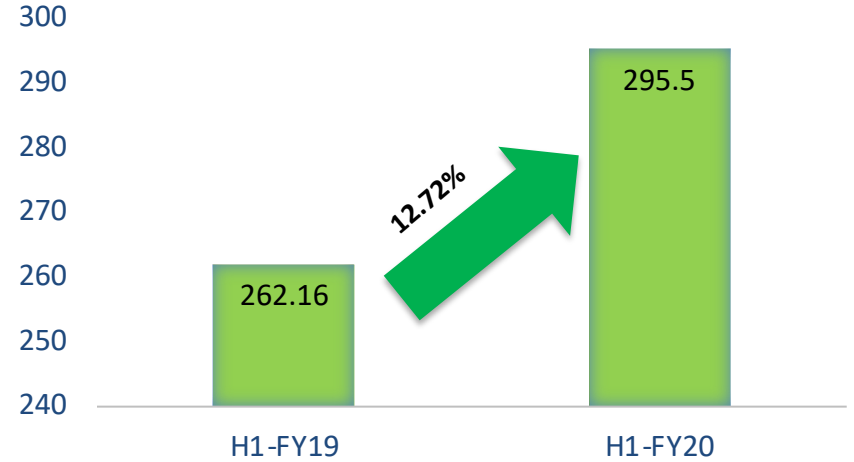
# H1-FY20 AT A GLANCE - Standalone



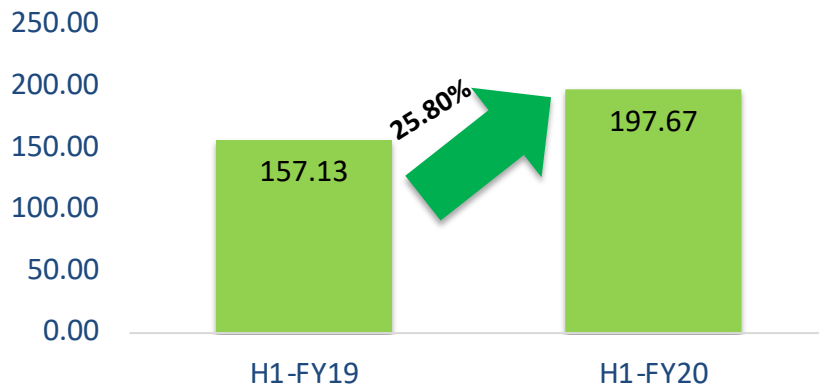
### Total Volumes (BUs)



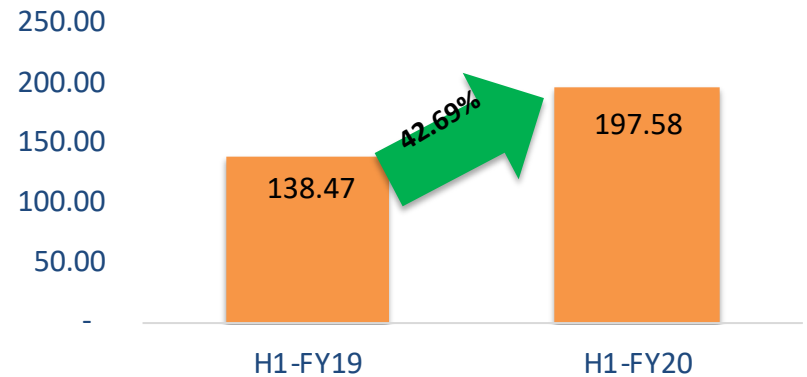
### Total Operational Income (INR Crores)



### PAT (INR Crores)



### Total Comprehensive Income





# PERFORMANCE – SNAPSHOT (Q2FY20)



Business Segment	Q2FY20		Q2FY19		Growth %
	(in Million Units)	% of total trade	(in Million Units)	% of total trade	
<b>Short Term Trades</b> *	9639	44%	12236	55%	(21%)
<b>Medium Term</b>	2024	9%	628	3%	222%
<b>Long Term Trades</b> **	10142	47%	9271	42%	9%
<b>Wind</b>	7	-	8	-	
<b>Total</b>	<b>21812</b>	<b>100%</b>	<b>22143</b>	<b>100%</b>	<b>-1%</b>

\* Short Term Trades also includes trades on power exchanges;

\*\*Long Term Trades also includes trades from Cross Border segment.



# PERFORMANCE – SNAPSHOT (H1-FY20)



Business Segment (in Million Units)	H1-FY20		H1-FY19		Growth %
	(in Million Units)	% of total trade	(in Million Units)	% of total trade	
<b>Short Term Trades</b> *	19223	47%	22152	57%	(13%)
<b>Medium Term</b>	4254	10%	1157	3%	268%
<b>Long Term Trades</b> **	17689	43%	15618	40%	13%
<b>Wind</b>	11	-	12	-	
<b>Total</b>	41177	100%	38939	100%	6%

\* Short Term Trades also includes trades on power exchanges;

\*\*Long Term Trades also includes trades from Cross Border segment.



# Q2FY20 (STANDALONE)

## P&L (Quarter Ending 30<sup>th</sup> Sep' 2019)



Particulars ( Figures in INR crores)	Q2 FY 20	Q2 FY 19	%
<b>Revenue from operations</b>			
Revenue from operations	4,673.00	4,448.09	5.06%
Other operating revenue	76.87	86.89	-11.53%
<b>Total Revenue from operations</b>	<b>4,749.87</b>	<b>4,534.98</b>	<b>4.74%</b>
Other Income	36.31	65.22	-44.33%
<b>Total Income</b>	<b>4,786.18</b>	<b>4,600.20</b>	<b>4.04%</b>
<b>Expenses</b>			
Purchases	4,566.75	4,329.59	5.48%
Operating expenses	13.45	54.84	-75.47%
Employee benefit expenses	9.35	8.04	16.29%
Finance costs	15.00	55.79	-73.11%
Depreciation and amortization expenses	0.72	0.70	2.86%
Other expenses	19.13	10.71	78.62%
<b>Total expenses</b>	<b>4,624.40</b>	<b>4,459.67</b>	<b>3.69%</b>
<b>Profit before exceptional items and tax</b>	<b>161.78</b>	<b>140.53</b>	<b>15.12%</b>
<b>Exceptional items</b>			
-Profit / (Loss) on sale of fixed assets	(0.01)	(0.01)	0.00%
<b>Profit Before Tax</b>	<b>161.77</b>	<b>140.52</b>	<b>15.12%</b>
Current tax (including deferred tax)	26.87	44.83	-40.06%
<b>Net Profit for the period</b>	<b>134.90</b>	<b>95.69</b>	<b>40.98%</b>
Total other comprehensive income, net of tax	0.11	(9.28)	-101.19%
<b>Total comprehensive income for the period</b>	<b>135.01</b>	<b>86.41</b>	<b>56.24%</b>





# H1-FY20 (STANDALONE)

## P&L (Half Year Ending 30<sup>th</sup> Sep' 2019)



Particulars (Figures in INR crores)	HY- FY 20	HY-FY19	%
<b>Revenue from operations</b>			
Revenue from operations	9,625.52	7,765.77	23.95%
Other operating revenue	97.64	156.26	-37.51%
<b>Total Revenue from operations</b>	<b>9,723.16</b>	<b>7,922.03</b>	<b>22.74%</b>
Other Income	39.78	96.93	-58.96%
<b>Total Income</b>	<b>9,762.94</b>	<b>8,018.96</b>	<b>21.75%</b>
<b>Expenses</b>			
Purchases	9,414.21	7,558.24	24.56%
Operating expenses	13.45	101.63	-86.77%
Employee benefit expenses	18.80	16.62	13.12%
Finance costs	23.70	86.88	-72.72%
Depreciation and amortization expenses	1.36	1.36	0.00%
Other expenses	33.52	19.23	74.31%
<b>Total expenses</b>	<b>9,505.04</b>	<b>7,783.96</b>	<b>22.11%</b>
<b>Profit before exceptional items and tax</b>	<b>257.90</b>	<b>235.00</b>	<b>9.74%</b>
<b>Exceptional items</b>			
-Profit / (Loss) on sale of fixed assets	(0.01)	(0.01)	0.00%
<b>Profit Before Tax</b>	<b>257.89</b>	<b>234.99</b>	<b>9.75%</b>
Current tax (including deferred tax)	60.22	77.86	-22.66%
<b>Net Profit for the period</b>	<b>197.67</b>	<b>157.13</b>	<b>25.80%</b>
Total other comprehensive income, net of tax	(0.09)	(18.66)	-99.52%
<b>Total comprehensive income for the period</b>	<b>197.58</b>	<b>138.47</b>	<b>42.69%</b>



# Margins

Particulars	Q2FY20	Q2FY19	H1-FY20	H1-FY19
Net Rebate received (Rs. Cr.)	28.68	27.41	61.05	49.28
Net surcharge received (Rs. Cr.)	55.76	28.40	71.26	48.53
Margin per unit (Paise/unit)	7.43	6.63	6.86	6.58
Margin per unit (without rebate & surcharge) (Paise/ unit)	3.56	4.11	3.65	4.06



## KEY HIGHLIGHTS – Q2 - FY20



- A milestone in PTC's journey for enhancement of power trade with neighbouring countries was achieved when Power Purchase Agreement for Mangdechhu Hydro Electric Project in Bhutan was signed between PTC and Druk Green Power Corporation on 15<sup>th</sup> Aug, 2019 at Thimphu, Bhutan. The PPA was exchanged by the foreign secretaries during the Honorable Prime Minister's visit. The tenure of the supply is 35 yrs with a trading margin of 7 paise/unit and a potential volume of 3 Billion units every year. Power from the project has been allocated to the states of Assam, Bihar, Orissa and West Bengal. Power Sale Agreements with all the beneficiaries has also been signed.
- PTC signed an agreement for the Portfolio Management for the State of Bihar with PFC and BPHC from 1<sup>st</sup> June 2019. This is the first such assignment for managing a portfolio through a software based solution.
- PTC has received LOI and work order from Jawaharlal Nehru Port Trust for carrying out the management of distribution related services for its Special Economic Zone in Mumbai.
- PTC has operationalised 950 MW out of a total capacity of 1050 MW wind power capacity for interstate supply of power under the MNRE scheme.

## 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

**For more information contact:**

Anand Kumar / Harsh Wardhan

PTC India Limited / Fortuna PR

Tel: +91 9873988920 / Tel: +91 9810162711

Email: [investorrelations@ptcindia.com](mailto:investorrelations@ptcindia.com) Email: [harsh@fortunapr.com](mailto:harsh@fortunapr.com)