

**IESCO**  
**CUSTOMER PROFILE ENDING 11/2015**

| <b>Category</b>   | <b>Number of Customers</b> | <b>Sanctioned Load (MW)</b> | <b>% Customers</b> | <b>% Consumption</b> | <b>% Revenue</b> |
|-------------------|----------------------------|-----------------------------|--------------------|----------------------|------------------|
| <b>Domestic</b>   | <b>2118428</b>             | <b>3785174</b>              | <b>84.68</b>       | <b>42.87</b>         | <b>24.49</b>     |
| <b>Commercial</b> | <b>350707</b>              | <b>1019926</b>              | <b>14.02</b>       | <b>11.08</b>         | <b>17.49</b>     |
| <b>Industrial</b> | <b>15134</b>               | <b>668523</b>               | <b>0.60</b>        | <b>12.09</b>         | <b>27.99</b>     |
| <b>AJK</b>        | <b>107</b>                 | <b>285600</b>               | <b>0.00</b>        | <b>12.41</b>         | <b>13.25</b>     |
| <b>Bulk</b>       | <b>862</b>                 | <b>490891</b>               | <b>0.03</b>        | <b>10.28</b>         | <b>12.67</b>     |
| <b>T/Wells</b>    | <b>6398</b>                | <b>67658</b>                | <b>0.26</b>        | <b>1.12</b>          | <b>2.12</b>      |
| <b>Others</b>     | <b>10071</b>               | <b>479277</b>               | <b>0.40</b>        | <b>10.14</b>         | <b>1.98</b>      |
| <b>Total</b>      | <b>2501600</b>             | <b>6797048</b>              | <b>100.00</b>      | <b>100.00</b>        | <b>100.00</b>    |

| IESCO                                                              |                  |        |        |          |           |
|--------------------------------------------------------------------|------------------|--------|--------|----------|-----------|
| MONTHLY DISTRIBUTION LINE LOSSES<br>NOVEMBER 2015 VS NOVEMBER 2014 |                  |        |        |          |           |
| Period                                                             | Units (Millions) |        |        | % Losses | % Inc/Dec |
|                                                                    | Received         | Billed | Lost   |          |           |
| November-15                                                        | 603.72           | 624.09 | -20.38 | -3.4     | 4.4       |
| November-14                                                        | 568.56           | 612.60 | -44.04 | -7.7     |           |

| IESCO                                                                                                    |                  |         |        |          |           |
|----------------------------------------------------------------------------------------------------------|------------------|---------|--------|----------|-----------|
| <b>PROGRESSIVE DISTRIBUTION LINE LOSSES</b><br><b>JULY 2015-NOVEMBER 2015 VS JULY 2014-NOVEMBER 2014</b> |                  |         |        |          |           |
| Period                                                                                                   | Units (Millions) |         |        | % Losses | % Inc/Dec |
|                                                                                                          | Received         | Billed  | Lost   |          |           |
| <b>JULY 15 TO<br/>NOVEMBER 15</b>                                                                        | 4208.64          | 4043.26 | 165.38 | 3.9      | -0.4      |
| <b>JULY 14 TO<br/>NOVEMBER 14</b>                                                                        | 4109.48          | 3931.12 | 178.37 | 4.3      |           |

# IESCO

## BILLING AND COLLECTION

### FOR 11/2015

| (Rs. In Million)     |      |         |       |       |            |       |       |                         |      |       |
|----------------------|------|---------|-------|-------|------------|-------|-------|-------------------------|------|-------|
| Month                |      | Billing |       |       | Collection |       |       | % Collection of Billing |      |       |
|                      |      | Govt.   | Pvt.  | Total | Govt.      | Pvt.  | Total | Govt.                   | Pvt. | Total |
| November-15          |      | 1794    | 3715  | 5508  | 993        | 5004  | 5997  | 55                      | 135  | 109   |
| November-14          |      | 2776    | 6644  | 9420  | 1827       | 7546  | 9373  | 66                      | 114  | 100   |
| Inc. With Prev. Year | Rs.M | -982    | -2929 | -3912 | -834       | -2542 | -3376 |                         |      |       |
|                      | %    | -10     | -29   | -39   | -8         | -25   | -34   |                         |      |       |

## PROGRESSIVE BILLING AND COLLECTION

| (Rs. In Million)              |      |         |       |       |            |       |       |                         |      |       |
|-------------------------------|------|---------|-------|-------|------------|-------|-------|-------------------------|------|-------|
| Month                         |      | Billing |       |       | Collection |       |       | % Collection of Billing |      |       |
|                               |      | Govt.   | Pvt.  | Total | Govt.      | Pvt.  | Total | Govt.                   | Pvt. | Total |
| JULY 15 TO<br>NOVEMBER 15     |      | 15169   | 38921 | 54090 | 7138       | 40368 | 47506 | 47                      | 104  | 88    |
| JULY 14 TO<br>NOVEMBER 14     |      | 15499   | 44736 | 60235 | 8531       | 44349 | 52880 | 55                      | 99   | 88    |
| Inc.<br>With<br>Prev.<br>Year | Rs.M | -329    | -5815 | -6144 | -1393      | -3982 | -5375 |                         |      |       |
|                               | %    | -3      | -58   | -61   | -14        | -40   | -54   |                         |      |       |

| <b>IESCO</b>                                    |                                       |                          |              |                 |                  |
|-------------------------------------------------|---------------------------------------|--------------------------|--------------|-----------------|------------------|
| <b>TRANSMISSION LINE LOSSES</b>                 |                                       |                          |              |                 |                  |
| <b>NOVEMBER-2015 VS NOVEMBER-2014 (Monthly)</b> |                                       |                          |              |                 |                  |
| <b>Period</b>                                   | <b>Units (Millions)</b>               |                          |              | <b>% Losses</b> | <b>% Inc/Dec</b> |
|                                                 | <b>Units Received<br/>As Per CPPA</b> | <b>Units<br/>SentOut</b> | <b>Lost</b>  |                 |                  |
| <b>November-15</b>                              | <b>610.29</b>                         | <b>603.72</b>            | <b>6.57</b>  | <b>1.1</b>      | <b>-0.8</b>      |
| <b>November-14</b>                              | <b>579.57</b>                         | <b>568.56</b>            | <b>11.01</b> | <b>1.9</b>      |                  |

| IESCO                                    |                               |              |        |          |           |
|------------------------------------------|-------------------------------|--------------|--------|----------|-----------|
| OVERALL (T&D)COMPANY LOSSES              |                               |              |        |          |           |
| NOVEMBER-2015 VS NOVEMBER-2014 (Monthly) |                               |              |        |          |           |
| Period                                   | Units (Millions)              |              |        | % Losses | % Inc/Dec |
|                                          | Units Received<br>As Per CPPA | Units Billed | Lost   |          |           |
| November-15                              | 610.29                        | 624.09       | -13.80 | -2.3     | 3.4       |
| November-14                              | 579.57                        | 612.60       | -33.03 | -5.7     |           |

**Nov-15**  
**IESCO RECEIVABLE POSITION**

| <b>Description</b>                      | <b>As on 30-11-2015</b> |
|-----------------------------------------|-------------------------|
| <b>Govt. Debtors</b>                    | <b>41818202152</b>      |
| Federal Govt.                           | 3,504,075,939           |
| AJK Govt.                               | 40,693,208,986          |
| Provincial Govt.                        | 75,032,094              |
| <b>Total Govt. Debtors</b>              | <b>44,272,317,019</b>   |
| <b>Private Debtors</b>                  |                         |
| P/Disconnected                          | 860,453,236             |
| Spillover                               | 943,030,533             |
| Deferred Amount                         | 711,296,470             |
| Subsidies                               | 377,432,300             |
| On Installments                         | 50,759,576              |
| <b>Running Defaulters</b>               |                         |
| Upto 2 Months                           | <b>804,740,294</b>      |
| of 3 Months                             | 47,296,255              |
| 3-6 Months                              | 7,908,970               |
| 6-12 Months                             | 252450                  |
| 1-3 Years                               |                         |
| Over 3 Years                            |                         |
| <b>Total Private Running Defaulters</b> | <b>860453236</b>        |
| Credit Balance                          | -629203347              |
| <b>Total Private Debtors</b>            | <b>2,642,360,463</b>    |
| Un-ID Cash/Credit Balance               | 68,032,448              |
| <b>Net Receivables</b>                  | <b>46,914,677,482</b>   |