IESCO
CUSTOMER PROFILE ENDING 06/2016

| Category   | Number of<br>Customers | Sanctioned Load<br>(MW) | %<br>Customers | %<br>Consumption | %<br>Revenue |
|------------|------------------------|-------------------------|----------------|------------------|--------------|
| Domestic   | 2172778                | 3885533                 | 84.75          | 50.97            | 50.89        |
| Commercial | 357872                 | 1040352                 | 13.96          | 10.60            | 17.09        |
| Industrial | 15411                  | 994199                  | 0.60           | 15.98            | 17.14        |
| AJK        | 106                    | 274424                  | 0.004          | 10.69            | 10.10        |
| Bulk       | 872                    | 501997                  | 0.03           | 9.86             | 9.65         |
| T/Wells    | 8293                   | 90485                   | 0.32           | 1.07             | 0.61         |
| Others     | 8511                   | 159420                  | 0.33           | 0.83             | -5.48        |
| Total      | 2563737                | 6946409                 | 100            | 100              | 100          |

IESCO
MONTHLY DISTRIBUTION LINE LOSSES
JUNE 2016 VS JUNE 2015

| Doriod  | Units    | (Millions | s)     | % Losses | % Inc/Doc |
|---------|----------|-----------|--------|----------|-----------|
| Period  | Received | Billed    | Lost   | % LUSSES | % Inc/Dec |
| June-16 | 1092.51  | 944.97    | 147.53 | 13.5     | -2.16     |
| June-15 | 970.00   | 818.02    | 151.98 | 15.7     | -2.10     |

IESCO
PROGRESSIVE DISTRIBUTION LINE LOSSES
JULY 2015-JUNE 2016 VS JULY 2014-JUNE 2015

| Period             | Units    | (Millions | <b>s)</b> | % Losses  | % Inc/Dec    |  |
|--------------------|----------|-----------|-----------|-----------|--------------|--|
| Period             | Received | Billed    | Lost      | 70 LUSSES | 76 IIIC/ Dec |  |
| JULY 15 TO JUNE 16 | 9489.55  | 8773.67   | 715.88    | 7.5       | 0.05         |  |
| JULY 14 TO JUNE 15 | 8816.28  | 8147.08   | 669.20    | 7.6       | -0.05        |  |

## IESCO BILLING AND COLLECTION FOR 06/2016

|       |   |       |         |       |       |            |       |       | (Rs. Iı                 | n Million) |  |
|-------|---|-------|---------|-------|-------|------------|-------|-------|-------------------------|------------|--|
| Month |   |       | Billing |       |       | Collection |       |       | % Collection of Billing |            |  |
| 1410  | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | Govt. | Pvt.    | Total | Govt. | Pvt.       | Total | Govt. | Pvt.                    | Total      |  |
| June  | e-16                                    | 1646  | 10039   | 11686 | 3348  | 9947       | 13295 | 203   | 99                      | 114        |  |
| June  | e-15                                    | 1219  | 8605    | 9824  | 3203  | 7555       | 10758 | 263   | 88                      | 110        |  |
| Inc.  | Rs.M                                    | 428   | 1434    | 1862  | 145   | 2392       | 2537  |       |                         |            |  |
| With  |   |       |         |       |       |            |       |       |                         |            |  |
| Prev. |   |       |         |       |       |            |       |       |                         |            |  |
| Year  | %                                       | 4     | 14      | 19    | 1     | 24         | 25    |       |                         |            |  |

## **PROGRESSIVE BILLING AND COLLECTION**

|               |               |         |       |            | _     |       |                         |       | (Rs. Iı | n Million) |
|---------------|---------------|---------|-------|------------|-------|-------|-------------------------|-------|---------|------------|
| Month         |               | Billing |       | Collection |       |       | % Collection of Billing |       |         |            |
| 1410          | 11611         | Govt.   | Pvt.  | Total      | Govt. | Pvt.  | Total                   | Govt. | Pvt.    | Total      |
|               | 15 TO<br>E 16 | 28837   | 84685 | 113522     | 19819 | 83640 | 103459                  | 69    | 99      | 91         |
|               | 14 TO<br>E 15 | 29535   | 80422 | 109958     | 20065 | 79901 | 99967                   | 68    | 99      | 91         |
| Inc.          | Rs.M          | -699    | 4263  | 3564       | -247  | 3739  | 3492                    |       |         |            |
| With<br>Prev. |               |         |       |            |       |       |                         |       |         |            |
| Year          | %             | -7      | 43    | 36         | -2    | 37    | 35                      |       |         |            |

IESCO
TRANSMISSION LINE LOSSES
JUNE-2016 VS JUNE-2015 (Monthly)

|         | Uni                        | ts (Millions)    |       |          |           |
|---------|----------------------------|------------------|-------|----------|-----------|
| Period  | Units Received As Per CPPA | Units<br>SentOut | Lost  | % Losses | % Inc/Dec |
| June-16 | 1112.60                    | 1092.51          | 20.09 | 1.8      | -0.4      |
| June-15 | 992.02                     | 970.00           | 22.02 | 2.2      | -0.4      |

## IESCO OVERALL (T&D)COMPANY LOSSES JUNE-2016 VS JUNE-2015 (Monthly)

|         | Uni                        | ts (Millions) |        |          |           |
|---------|----------------------------|---------------|--------|----------|-----------|
| Period  | Units Received As Per CPPA | Units Billed  | Lost   | % Losses | % Inc/Dec |
| June-16 | 1112.60                    | 944.97        | 167.63 | 15.1     | -2.5      |
| June-15 | 992.02                     | 818.02        | 174.00 | 17.5     | -2.5      |

Jun-16
IESCO RECEIVABLE POSITION

| Description                      | As on 30-06-2016 |
|----------------------------------|------------------|
| Govt. Debtors                    | 44,537,142,145   |
| Federal Govt.                    | 1,030,977,594    |
| AJK Govt.                        | 44,275,530,342   |
| Provincial Govt.                 | -31,058,884      |
| Total Govt. Debtors              | 45,275,449,052   |
| Private Debtors                  |                  |
| P/Disconnected                   | 1,140,275,635    |
| Spillover                        | 2,802,260,695    |
| Deferred Amount                  | 653,227,065      |
| Subsidies                        | 714,063,343      |
| On Installments                  | 63,670,391       |
| Running Defaulters               |                  |
| Upto 2 Months                    | 1,111,774,704    |
| of 3 Months                      | 24,871,720       |
| 3-6 Months                       | 3,507,985        |
| 6-12 Months                      | 106,681          |
| 1-3 Years                        | 14,545           |
| Over 3 Years                     |                  |
| Total Private Running Defaulters | 1,140,275,635    |
| Credit Balance                   | -309896940       |
| Total Private Debtors            | 5,352,180,287    |
| Un-ID Cash/Credit Balance        | 73,790,267       |
| Net Receivables                  | 50,627,629,339   |