IESCO
CUSTOMER PROFILE ENDING 09/2018

| Category   | Number of Customers | Sanctioned<br>Load (KW) | %<br>Customers | %<br>Consumption | %<br>Revenue |
|------------|---------------------|-------------------------|----------------|------------------|--------------|
| Domestic   | 2428812             | 4306549                 | 84.73          | 50.93            | 43.34        |
| Commercial | 391928              | 1139646                 | 13.67          | 10.86            | 16.03        |
| Industrial | 16046               | 1075885                 | 0.56           | 13.57            | 15.02        |
| AJK        | 108                 | 279124                  | 0.004          | 12.16            | 11.09        |
| Bulk       | 884                 | 545861                  | 0.03           | 9.35             | 10.72        |
| T/Wells    | 7148                | 67652                   | 0.25           | 0.36             | 0.31         |
| Others     | 21576               | 355463                  | 0.75           | 2.77             | 3.49         |
| Total      | 2866502             | 7770180                 | 100            | 100              | 100          |

IESCO
MONTHLY DISTRIBUTION LINE LOSSES
September 2018 VS September 2017

| Period       | Units    | (Millions | s)    | 0/ Lossos | % Inc/Doc |  |
|--------------|----------|-----------|-------|-----------|-----------|--|
| Period       | Received | Billed    | Lost  | % Losses  | % Inc/Dec |  |
| September-18 | 1187.85  | 1132.62   | 55.23 | 4.65      | 0.31      |  |
| September-17 | 1112.49  | 1064.24   | 48.24 | 4.34      | 0.31      |  |

## IESCO PROGRESSIVE DISTRIBUTION LINE LOSSES July 2018-September 2018 VS July 2017-September 2017

| Period                  | Units    | (Million: | s)     | 9/ Lossos | % Inc/Doc |  |
|-------------------------|----------|-----------|--------|-----------|-----------|--|
| Period                  | Received | Billed    | Lost   | % Losses  | % Inc/Dec |  |
| July 18 TO September 18 | 3833.61  | 3523.89   | 309.72 | 8.08      | 0.05      |  |
| July 17 TO September 17 | 3620.90  | 3330.12   | 290.78 | 8.03      | 0.03      |  |

## IESCO BILLING AND COLLECTION FOR 09/2018

|        |   |       |                          |       |       |       |       |                    | (Rs. I | n Million) |
|--------|---|-------|--------------------------|-------|-------|-------|-------|--------------------|--------|------------|
| Month  |   |       | Billing Collection % Col |       |       |       |       | lection of Billing |        |            |
| 1410   | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | Govt. | Pvt.                     | Total | Govt. | Pvt.  | Total | Govt.              | Pvt.   | Total      |
| Septen | nber-18                                 | 4409  | 13351                    | 17760 | 2603  | 14802 | 17405 | 59                 | 111    | 98         |
| Septen | nber-17                                 | 3797  | 10666                    | 14463 | 2138  | 11915 | 14053 | 56                 | 112    | 97         |
| Inc.   | Rs.M                                    | 612   | 2686                     | 3297  | 465   | 2887  | 3352  |                    | 1      |            |
| With   |   |       |                          |       |       |       |       |                    |        |            |
| Prev.  |   | 6     | 27                       | 33    | 5     | 29    | 34    |                    |        |            |
| Year   | %                                       |       |                          |       |       |       |       |                    |        |            |

## **PROGRESSIVE BILLING AND COLLECTION**

|       |   |         |       |            |       |           |                         |       | (Rs. I | n Million) |
|-------|---|---------|-------|------------|-------|-----------|-------------------------|-------|--------|------------|
| Month |   | Billing |       | Collection |       |           | % Collection of Billing |       |        |            |
| 1010  | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | Govt.   | Pvt.  | Total      | Govt. | Pvt.      | Total                   | Govt. | Pvt.   | Total      |
| _     | 18 TO<br>nber 18                        | 13399   | 43190 | 56590      | 6993  | 42786     | 49779                   | 52    | 99     | 88         |
| 1     | 17 TO<br>nber 17                        | 10772   | 35967 | 46739      | 6009  | 35197     | 41207                   | 56    | 98     | 88         |
| Inc.  | Rs.M                                    | 2627    | 7223  | 9851       | 984   | 7588      | 8572                    |       |        |            |
| With  |   |         |       |            |       |           |                         |       |        |            |
| Prev. |   | 26      | 72    | 99         | 10    | <b>76</b> | 86                      |       |        |            |
| Year  | %                                       |         |       |            |       |           |                         |       |        |            |

IESCO
TRANSMISSION LINE LOSSES
September-2018 VS September-2017 (Monthly)

|              | Uni                        | ts (Millions)    |       |          |           |
|--------------|----------------------------|------------------|-------|----------|-----------|
| Period       | Units Received As Per CPPA | Units<br>SentOut | Lost  | % Losses | % Inc/Dec |
| September-18 | 1208.35                    | 1187.85          | 20.50 | 1.70     | 0.24      |
| September-17 | 1135.63                    | 1112.49          | 23.14 | 2.04     | -0.34     |

## IESCO OVERALL (T&D)COMPANY LOSSES September-2018 VS September-2017 (Monthly)

|              | Uni                        | ts (Millions) |       |          |           |
|--------------|----------------------------|---------------|-------|----------|-----------|
| Period       | Units Received As Per CPPA | Units Billed  | Lost  | % Losses | % Inc/Dec |
| September-18 | 1208.35                    | 1132.62       | 75.73 | 6.27     | -0.02     |
| September-17 | 1135.63                    | 1064.24       | 71.39 | 6.29     | -0.02     |

Sep-18
IESCO RECEIVABLE POSITION

| Description                             | As on 30-09-2018 |
|---|------------------|
| Govt. Debtors                           | 73,734,299,557   |
| Federal Govt.                           | 2,135,821,365    |
| AJK Govt.                               | 72,337,539,563   |
| Provincial Govt.                        | 22,883,286       |
| Total Govt. Debtors                     | 74,496,244,214   |
| Private Debtors                         |                  |
| P/Disconnected                          | 1,719,208,782    |
| Spillover                               | 3,915,216,637    |
| Deferred Amount                         | 339,259,900      |
| Subsidies                               | 3,946,772,303    |
| On Installments                         | 139,415,642      |
| Running Defaulters                      |                  |
| Upto 2 Months                           | 1,708,627,528    |
| of 3 Months                             | 10,419,070       |
| 3-6 Months                              | 158,951          |
| 6-12 Months                             | 2,511            |
| 1-3 Years                               | 721              |
| Over 3 Years                            |                  |
| <b>Total Private Running Defaulters</b> | 1,719,208,781    |
| Credit Balance                          | -185211235       |
| Total Private Debtors                   | 20,492,175,043   |
| Un-ID Cash/Credit Balance               | 10,290,229,836   |
| Receivables with Agency Amount          | 84,698,189,421   |
| Agency Amount                           | 4,488,061,550    |
| Net Receivables                         | 80,210,127,871   |