

IESCO
CUSTOMER PROFILE ENDING 01/2017

| Category | Number of Customers | Sanctioned Load (KW) | % Customers | % Consumption | % Revenue |
|-------------------|----------------------------|-----------------------------|--------------------|----------------------|------------------|
| Domestic | 2228887 | 3993508 | 84.85 | 38.81 | 33.22 |
| Commercial | 364266 | 1062082 | 13.87 | 11.68 | 18.67 |
| Industrial | 15643 | 1011664 | 0.60 | 22.75 | 25.08 |
| AJK | 106 | 274424 | 0.004 | 13.80 | 13.57 |
| Bulk | 883 | 541325 | 0.03 | 10.45 | 8.84 |
| T/Wells | 8343 | 91634 | 0.32 | 1.30 | 1.49 |
| Others | 8786 | 160652 | 0.33 | 1.20 | -0.86 |
| Total | 2626808 | 7135289 | 100 | 100 | 100 |

IESCO

MONTHLY DISTRIBUTION LINE LOSSES JANUARY 2017 VS JANUARY 2016

| Period | Units (Millions) | | | % Losses | % Inc/Dec |
|------------|------------------|--------|-------|----------|-----------|
| | Received | Billed | Lost | | |
| January-17 | 695.24 | 652.72 | 42.52 | 6.12 | 1.05 |
| January-16 | 642.14 | 609.61 | 32.53 | 5.07 | |

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PROGRESSIVE DISTRIBUTION LINE LOSSES
JULY 2016-JANUARY 2017 VS JULY 2015-JANUARY 2016

| Period | Units (Millions) | | | % Losses | % Inc/Dec |
|--------------------------|------------------|---------|--------|----------|-----------|
| | Received | Billed | Lost | | |
| JULY 16 TO JANUARY 17 | 6036.82 | 5747.88 | 288.94 | 4.79 | -0.01 |
| JULY 15 TO JANUARY 16 | 5482.97 | 5219.81 | 263.16 | 4.80 | |

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BILLING AND COLLECTION

FOR 01/2017

| (Rs. In Million) | | | | | | | | | | |
|----------------------|------|---------|------|-------|------------|------|-------|-------------------------|------|-------|
| Month | | Billing | | | Collection | | | % Collection of Billing | | |
| | | Govt. | Pvt. | Total | Govt. | Pvt. | Total | Govt. | Pvt. | Total |
| January-17 | | 1766 | 5650 | 7415 | 1480 | 5518 | 6998 | 84 | 98 | 94 |
| January-16 | | 2751 | 5999 | 8750 | 1717 | 5431 | 7148 | 62 | 91 | 82 |
| Inc. With Prev. Year | Rs.M | -985 | -350 | -1335 | -237 | 87 | -150 | | | |
| | % | -10 | -3 | -13 | -2 | 1 | -2 | | | |

PROGRESSIVE BILLING AND COLLECTION

| (Rs. In Million) | | | | | | | | | | |
|-----------------------|------|---------|-------|-------|------------|-------|-------|-------------------------|------|-------|
| Month | | Billing | | | Collection | | | % Collection of Billing | | |
| | | Govt. | Pvt. | Total | Govt. | Pvt. | Total | Govt. | Pvt. | Total |
| JULY 16 TO JANUARY 17 | | 18408 | 54880 | 73287 | 11570 | 56865 | 68435 | 63 | 104 | 93 |
| JULY 15 TO JANUARY 16 | | 18340 | 50238 | 68577 | 10520 | 51069 | 61589 | 57 | 102 | 90 |
| Inc. With Prev. Year | Rs.M | 68 | 4642 | 4710 | 1050 | 5795 | 6845 | | | |
| | % | 1 | 46 | 47 | 11 | 58 | 68 | | | |

IESCO
TRANSMISSION LINE LOSSES
JANUARY-2017 VS JANUARY-2016 (Monthly)

| Period | Units (Millions) | | | % Losses | % Inc/Dec |
|------------|-------------------------------|------------------|-------|----------|-----------|
| | Units Received As Per CPPA | Units SentOut | Lost | | |
| January-17 | 708.41 | 695.24 | 13.17 | 1.86 | 0.13 |
| January-16 | 653.42 | 642.14 | 11.29 | 1.73 | |

IESCO
OVERALL (T&D)COMPANY LOSSES
JANUARY-2017 VS JANUARY-2016 (Monthly)

| Period | Units (Millions) | | | % Losses | % Inc/Dec |
|------------|-------------------------------|--------------|-------|----------|-----------|
| | Units Received As Per CPPA | Units Billed | Lost | | |
| January-17 | 708.41 | 652.72 | 55.69 | 7.86 | 1.16 |
| January-16 | 653.42 | 609.61 | 43.81 | 6.71 | |

Jan-17

IESCO RECEIVABLE POSITION

| Description | As on 31-01-2017 |
|---|-------------------------|
| Govt. Debtors | 51,508,991,121 |
| Federal Govt. | 1,893,479,780 |
| AJK Govt. | 50,288,651,876 |
| Provincial Govt. | -51,050,591 |
| Total Govt. Debtors | 52,131,081,065 |
| Private Debtors | |
| P/Disconnected | 900,190,978 |
| Spillover | 1,391,907,891 |
| Deferred Amount | 414,867,694 |
| Subsidies | 1,222,417,899 |
| On Installments | 88,885,509 |
| Running Defaulters | 4,018,269,971 |
| Upto 2 Months | 866,834,766 |
| of 3 Months | 30,390,336 |
| 3-6 Months | 2,911,272 |
| 6-12 Months | 35,226 |
| 1-3 Years | 19,376 |
| Over 3 Years | |
| Total Private Running Defaulters | 900,190,976 |
| Credit Balance | -422449225 |
| Total Private Debtors | 3,949,712,691 |
| Un-ID Cash/Credit Balance | 74,761,924 |
| Receivables with Agency Amount | 56,006,031,832 |
| Agency Amount | 1,554,020,793 |
| Net Receivables | 54,452,011,039 |