

IESCO
CUSTOMER PROFILE ENDING 03/2017

| Category | Number of Customers | Sanctioned Load (KW) | % Customers | % Consumption | % Revenue |
|-------------------|----------------------------|-----------------------------|--------------------|----------------------|------------------|
| Domestic | 2246395 | 4030715 | 84.88 | 39.51 | 28.97 |
| Commercial | 366321 | 1066020 | 13.84 | 11.01 | 16.80 |
| Industrial | 15766 | 1021915 | 0.60 | 23.18 | 26.51 |
| AJK | 106 | 274424 | 0.004 | 13.88 | 13.18 |
| Bulk | 885 | 549022 | 0.03 | 9.88 | 11.29 |
| T/Wells | 8393 | 92565 | 0.32 | 1.26 | 1.38 |
| Others | 8910 | 161266 | 0.34 | 1.27 | 1.86 |
| Total | 2646670 | 7195928 | 100 | 100 | 100 |

IESCO
MONTHLY DISTRIBUTION LINE LOSSES
MARCH 2017 VS MARCH 2016

| Period | Units (Millions) | | | % Losses | % Inc/Dec |
|----------|------------------|--------|-------|----------|-----------|
| | Received | Billed | Lost | | |
| March-17 | 687.11 | 626.40 | 60.71 | 8.84 | 1.60 |
| March-16 | 624.09 | 578.94 | 45.15 | 7.23 | |

IESCO
PROGRESSIVE DISTRIBUTION LINE LOSSES
JULY 2016-MARCH 2017 VS JULY 2015-MARCH 2016

| Period | Units (Millions) | | | % Losses | % Inc/Dec |
|---------------------|------------------|---------|--------|----------|-----------|
| | Received | Billed | Lost | | |
| JULY 16 TO MARCH 17 | 7343.21 | 7023.17 | 320.03 | 4.36 | -0.07 |
| JULY 15 TO MARCH 16 | 6696.84 | 6400.24 | 296.60 | 4.43 | |

IESCO

BILLING AND COLLECTION

FOR 03/2017

| (Rs. In Million) | | | | | | | | | | |
|----------------------|------|---------|------|-------|------------|------|-------|-------------------------|------|-------|
| Month | | Billing | | | Collection | | | % Collection of Billing | | |
| | | Govt. | Pvt. | Total | Govt. | Pvt. | Total | Govt. | Pvt. | Total |
| March-17 | | 2174 | 5192 | 7365 | 1626 | 5253 | 6879 | 75 | 101 | 93 |
| March-16 | | 2057 | 4917 | 6974 | 1436 | 4894 | 6329 | 70 | 100 | 91 |
| Inc. With Prev. Year | Rs.M | 116 | 275 | 392 | 191 | 359 | 550 | | | |
| | % | 1 | 3 | 4 | 2 | 4 | 5 | | | |

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 MARCH 17 | | 23175 | 65641 | 88816 | 15022 | 67846 | 82868 | 65 | 103 | 93 |
| JULY 15 TO MARCH 16 | | 22972 | 60272 | 83244 | 13447 | 61148 | 74595 | 59 | 101 | 90 |
| Inc. With Prev. Year | Rs.M | 203 | 5369 | 5572 | 1575 | 6698 | 8273 | | | |
| | % | 2 | 54 | 56 | 16 | 67 | 83 | | | |

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

| Period | Units (Millions) | | | % Losses | % Inc/Dec |
|----------|-------------------------------|------------------|-------|----------|-----------|
| | Units Received As Per CPPA | Units SentOut | Lost | | |
| March-17 | 704.22 | 687.11 | 17.11 | 2.43 | 0.78 |
| March-16 | 634.54 | 624.09 | 10.45 | 1.65 | |

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

| Period | Units (Millions) | | | % Losses | % Inc/Dec |
|----------|-------------------------------|--------------|-------|----------|-----------|
| | Units Received As Per CPPA | Units Billed | Lost | | |
| March-17 | 704.22 | 626.40 | 77.82 | 11.05 | 2.29 |
| March-16 | 634.54 | 578.94 | 55.60 | 8.76 | |

Mar-17
IESCO RECEIVABLE POSITION

| Description | As on 31-03-2017 |
|---|-------------------------|
| Govt. Debtors | 52,920,826,543 |
| Federal Govt. | 1,505,665,121 |
| AJK Govt. | 51,994,948,457 |
| Provincial Govt. | -43,740,329 |
| Total Govt. Debtors | 53,456,873,249 |
| Private Debtors | |
| P/Disconnected | 709,709,477 |
| Spillover | 1,348,253,499 |
| Deferred Amount | 370,463,674 |
| Subsidies | 1,322,642,789 |
| On Installments | 85,754,439 |
| Running Defaulters | |
| Upto 2 Months | 683,107,790 |
| of 3 Months | 23,546,781 |
| 3-6 Months | 3,001,113 |
| 6-12 Months | 32,671 |
| 1-3 Years | 21,120 |
| Over 3 Years | |
| Total Private Running Defaulters | 709,709,475 |
| Credit Balance | -345471221 |
| Total Private Debtors | 3,830,911,140 |
| Un-ID Cash/Credit Balance | 75,826,568 |
| Receivables with Agency Amount | 57,211,957,821 |
| Agency Amount | 1,664,286,222 |
| Net Receivables | 55,547,671,599 |