IESCO
CUSTOMER PROFILE ENDING 01/2018

| Category | Number of Customers | Sanctioned Load (KW) | % Customers | % Consumption | % Revenue |
|------------|------------------------|-------------------------|----------------|------------------|--------------|
| Domestic | 2352573 | 4246525 | 84.98 | 37.43 | 29.98 |
| Commercial | 380445 | 1108535 | 13.74 | 11.45 | 16.53 |
| Industrial | 16226 | 1055914 | 0.59 | 23.86 | 26.22 |
| AJK | 107 | 275924 | 0.004 | 14.52 | 12.98 |
| Bulk | 896 | 556328 | 0.03 | 10.44 | 11.54 |
| T/Wells | 8700 | 98206 | 0.31 | 1.12 | 1.12 |
| Others | 9319 | 163520 | 0.34 | 1.18 | 1.63 |
| Total | 2768266 | 7504953 | 100 | 100 | 100 |

IESCO
MONTHLY DISTRIBUTION LINE LOSSES
JANUARY 2018 VS JANUARY 2017

| Dorind | Units | (Millions | 5) | 9/ Lossos | % Inc/Doc | |
|------------|----------|-----------|-------|-----------|-----------|--|
| Period | Received | Billed | Lost | % Losses | % Inc/Dec | |
| January-18 | 776.05 | 735.73 | 40.32 | 5.20 | -0.92 | |
| January-17 | 695.24 | 652.72 | 42.52 | 6.12 | -0.92 | |

IESCO PROGRESSIVE DISTRIBUTION LINE LOSSES July 2017-JANUARY 2018 VS July 2016-JANUARY 2017

| Dorind | Units | (Millions | 5) | 0/ Lossos | % Inc/Dec | |
|-----------------------|----------|-----------|--------|-----------|-----------|--|
| Period | Received | Billed | Lost | % Losses | | |
| July 17 TO JANUARY 18 | 6814.05 | 6451.03 | 363.02 | 5.33 | 0.54 | |
| July 16 TO JANUARY 17 | 6036.82 | 5747.88 | 288.94 | 4.79 | 0.54 | |

IESCO BILLING AND COLLECTION FOR 01/2018

| | | | | | | | | | (Rs. I | n Million) |
|-------|--------|-------|---------|-------|-------|-----------|-------|--------|-----------|------------|
| Month | | | Billing | | | Collectio | n | % Coll | ection of | f Billing |
| | | Govt. | Pvt. | Total | Govt. | Pvt. | Total | Govt. | Pvt. | Total |
| Janua | ary-18 | 2733 | 6756 | 9489 | 1641 | 6585 | 8226 | 60 | 97 | 87 |
| Janua | ary-17 | 1766 | 5650 | 7415 | 1480 | 5518 | 6998 | 84 | 98 | 94 |
| Inc. | Rs.M | 967 | 1106 | 2073 | 161 | 1068 | 1228 | | | |
| With | | | | | | | | | | |
| Prev. | | 10 | 11 | 21 | 2 | 11 | 12 | | | |
| Year | % | | | | | | | | | |

PROGRESSIVE BILLING AND COLLECTION

| | | | | | | | | | (Rs. I | n Million) |
|---------------|-----------------|-------|---------|-------|------------|-------|-------|-------------------------|--------|------------|
| Mo | Month | | Billing | | Collection | | | % Collection of Billing | | |
| IVIO | 11111 | Govt. | Pvt. | Total | Govt. | Pvt. | Total | Govt. | Pvt. | Total |
| | 17 TO ARY 18 | 22016 | 64394 | 86410 | 13039 | 66184 | 79223 | 59 | 103 | 92 |
| JULY JANUA | | 18403 | 54885 | 73287 | 11570 | 56865 | 68435 | 63 | 104 | 93 |
| Inc. | Rs.M | 3614 | 9509 | 13123 | 1469 | 9319 | 10789 | | | |
| With | | | | | | | | | | |
| Prev. | | 36 | 95 | 131 | 15 | 93 | 108 | | | |
| Year | % | | | | | | | | | |

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

| | Unit | ts (Millions) | | | |
|------------|----------------------------|------------------|-------|----------|-----------|
| Period | Units Received As Per CPPA | Units SentOut | Lost | % Losses | % Inc/Dec |
| January-18 | 793.23 | 776.05 | 17.18 | 2.17 | 0.21 |
| January-17 | 708.41 | 695.24 | 13.17 | 1.86 | 0.31 |

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

| | Uni | ts (Millions) | | | |
|------------|----------------------------|---------------|-------|----------|-----------|
| Period | Units Received As Per CPPA | Units Billed | Lost | % Losses | % Inc/Dec |
| January-18 | 793.23 | 735.73 | 57.50 | 7.25 | -0.61 |
| January-17 | 708.41 | 652.72 | 55.69 | 7.86 | -0.61 |

Jan-18
IESCO RECEIVABLE POSITION

| Description | As on 31-01-2018 |
|----------------------------------|------------------|
| Govt. Debtors | 63,868,164,602 |
| Federal Govt. | 2,039,186,325 |
| AJK Govt. | 62,449,241,001 |
| Provincial Govt. | -21,111,967 |
| Total Govt. Debtors | 64,467,315,359 |
| Private Debtors | |
| P/Disconnected | 732,135,107 |
| Spillover | 1,611,016,528 |
| Deferred Amount | 341,704,226 |
| Subsidies | 2,022,076,447 |
| On Installments | 124,454,032 |
| Running Defaulters | |
| Upto 2 Months | 710,083,906 |
| of 3 Months | 20,345,997 |
| 3-6 Months | 1,644,883 |
| 6-12 Months | 42,719 |
| 1-3 Years | 17,600 |
| Over 3 Years | |
| Total Private Running Defaulters | 732,135,105 |
| Credit Balance | -302751553 |
| Total Private Debtors | 4,921,893,118 |
| Un-ID Cash/Credit Balance | 81,987,732 |
| Receivables with Agency Amount | 69,307,220,745 |
| Agency Amount | 2,428,931,880 |
| Net Receivables | 66,878,288,865 |