

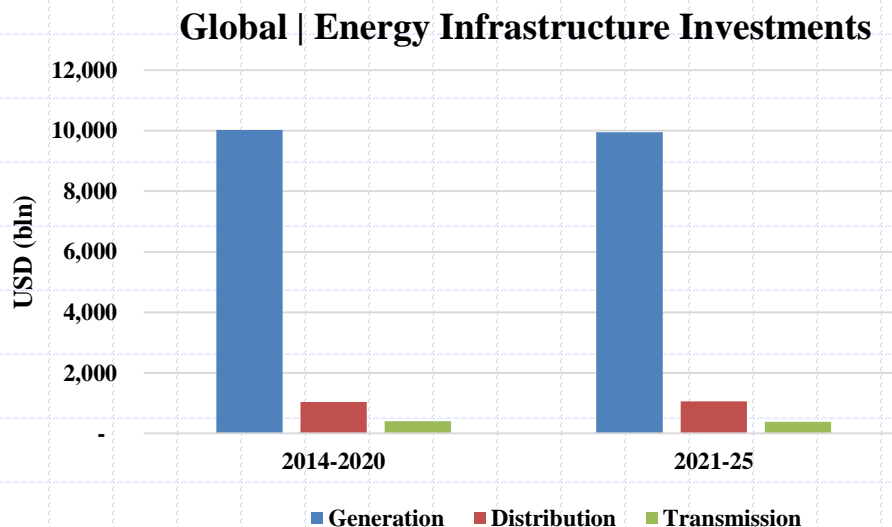
Electrical Engineering



December 2016

Global Energy Infrastructure Investments

- USD 6.8 trillion investment planned in global Transmission & Distribution till 2035
- 26% investment in Transmission & 74% investment in Distribution
- Asia contributes to 52% of future investments
- Major growth expected in the industry



Global Investment in Energy Infrastructure, 2014-2035 (USD bln)							
	Transmission			Distribution			T&D
	Additions	Refurbishment	Total	Additions	Refurbishment	Total	Total
Asia	689	229	918	1,759	877	2,636	3,554
North America	153	171	324	263	433	696	1,020
Europe	63	94	157	180	409	589	746
Latin America	96	31	127	216	92	308	435
Africa	115	20	135	240	46	286	421
Oceania	24	40	64	130	219	349	413
Middle East	45	16	61	131	34	165	226
Total	1,185	601	1,786	2,919	2,110	5,029	6,815

Pakistan | Electricity Production and Demand

- Supply deficit country

- Sustainable demand growth potential

- 14,716 MW capacity expected to be added in next 5 years

	Actual		
	Generation Capacity (MW)	Demand during Peak Hours (MW)	Surplus / (Deficit) (MW)
FY10	12,751	18,467	(5,716)
FY11	13,193	18,521	(5,328)
FY12	12,320	18,940	(6,620)
FY13	14,600	18,827	(4,227)
FY14	16,170	20,576	(4,406)
FY15	16,500	21,701	(5,201)
	Projected		
	Generation Capacity (MW)	Demand during Peak Hours (MW)	Surplus / (Deficit) (MW)
FY16	17,551	22,457	(4,906)
FY17	20,641	23,816	(3,175)
FY18	25,077	25,140	(63)
FY19	29,171	26,439	2,732
FY20	31,216	27,725	3,491

Pakistan | Infrastructure Investment Plan

NTDC (including K-Electric) Grid Station Investment Plan								
Period	500/220 kV Grids				220/132 kV Grids			
	No.	MVA Capacity	Expected COD	Estimated Investment PKR mln	No.	MVA Capacity	Expected COD	Estimated Investment PKR mln
New Grid Station								
2015-16	3	3,750	2016-17	20,399	8	5,750	2016-17	26,233
2016-17	1	1,500	2019-20	3,500				
Extension								
2015-16	1	430	2016-17	697	-	-	-	-
Addition/Reinforcement of Transformers at Overloaded Grid Stations								
2015-16	1	-	2016-17	1,413	-	-	-	-
2016-17	-	-	-	-	-	-	-	-
2017-18	-	-	-	-	6	3,000	2019-20	16,400

Description	Amount Injected (in USD mln) to Reinforce/Expand 220 KV K-Electric's Transmission System						Investment Plan (in USD mln) to Reinforce/Expand 220 KV K-Electric's Transmission System					
	2013-14			2014-15			2015-16			2016-17		
	FC	LC	Total	FC	LC	Total	FC	LC	Total	FC	LC	Total
Grid Stations	-	-	671	-	-	1,568	-	-	38	-	-	48
Transmission	-	-	405	-	-	425	-	-	61	-	-	71
SCADA	-	-	-	-	-	-	-	-	10	-	-	12
Reinforcement	-	-	67	-	-	30	-	-	18	-	-	29
Total	-	-	1,143	-	-	2,023	-	-	126	-	-	160

FC: Foreign Currency

LC: Local Currency

SCADA: Supervisory control and data acquisition

Pakistan | Electrical Engineering | Industry Players

	Dec-12	Dec-13	Dec-14	Dec-15	9MCY16
Distribution Transformer	46,017	43,693	22,297	24,504	34,800
Power Transformer	106	60	67	98	89
Energy Meter	821,747	939,817	1,803,756	1,116,652	2,238,515
Swithgear	-	-	33,244	25,032	-

Market Shares of Switch Gears		
	2014	9MCY16
PEL	25%	25%
Siddiq Sons	20%	20%
FICO	18%	18%
Schenider	16%	16%
Pem Pak	11%	11%
Seimens	10%	10%
Total	100%	100%

Market Shares of Distribution Transformers		
	2014	9MCY16
PEL	42%	39%
Transfopower	21%	24%
Elmetec	10%	10%
JF Industries	2%	8%
Pan Power	3%	7%
Skypower	0%	7%
Others	22%	5%
Total	100%	100%

Market Shares of Power Transformers		
	2014	9MCY16
PEL	60%	80%
Heavy Electrical Complex	40%	20%
Total	100%	100%

Market Shares of Energy Meters		
	2014	9MCY16
Creative	18%	19%
Micro Tech	7%	16%
KBK	18%	15%
PEL	25%	13%
Accurate	4%	9%
Others	28%	28%
Total	100%	100%

- **PEL market leader in transformers & switch gears**
- **Presence of both foreign & domestic players**
- **Exit of Siemens from Distribution Transformers in CY15**
- **Decline in the share of PEL and Escorts in energy meters**

Outlook | Positive

- + High investment in infrastructure
- + Significance of energy sector for growth
- + Demand growth potential is high
- Delay in planned increase of country's generation capacity could slowdown development of transmission & distribution infrastructure

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