

KEY HIGHLIGHTS OF THE Q4 FY2021-22 PERFORMANCE

EXECUTION PERFORMANCE:

Sidhpur Project of 252MW for Apraava Energy (erstwhile CLP India) at Devbhoomi Dwarka, Gujarat

The Company due to its confidence and clarity in its approach in execution activity and apropos progress on the Project, have been awarded additional scope of works for the Project including WTG foundation and WTG Erection activities which was earlier in the scope of WTG supplier. With the additional scope, the Company has the full Balance of Plant works for the Sidhpur Project. The cumulative numbers depicting status at the end of quarter and year ended March 31, 2022 is as below:

- i. **220Kv EHV Line:** (i) RoW for 88% tower locations have been acquired; (ii) 87% Tower foundation work completed; (iii) 75% Tower erection works have been in progress (iv) 48% of stringing work completed.
- ii. **300MW Windfarm Pooling Substation:** (i) Control room building construction completed; (ii) Foundation works for 220Kv and 33Kv Equipment in switch yard is 100% completed. (iii) Major equipment supplies completed. (iv) 150MVA Power Transformer erection completed.
- iii. **33Kv internal network:** (i) 45% Pole Erection work completed (ii) 38% Stringing work completed. (iii) All critical material including the RSJ Pole received at site.
- iv. **Access Roads:** Civil Road work completed for 71% of locations and Mechanical Roads already completed for first phase of locations where erection activities are planned to be initiated.
- v. **WTG Foundation:** foundation works for 48% locations have been completed.
- vi. **WTG Erection:** Company has as per the Project schedule deployed the logistics for completion of the erection activities. The WTG erection shall take momentum from the Q1FY23 onwards.

Gadhsisa Project of 300MW at Kutch, Gujarat

The implementation of the contract provisions, deliverables, pending actions have been completed by the Company and work completion certification has been issued to it. Further activities as per the agreed timelines and condition precedents are into progress and expected to achieve completion in Q1FY23. This will help Company to phenomenally optimise its liabilities and focus on its grown avenues.

Mahuva-I Site, Captive Project for Retail Customers at Bhavnagar, Gujarat

The 15.3MW Project for the captive customers at Mahuva Site has been commissioned by the Company well within the timelines. Despite slight delay in WTGs delivery, due to its shovel ready preparations in rest of the activities including area development, approach roads, foundation and 33kv internal line network, the Company could commission the Project in the shortest ever time of four months.

Mahuva-III-IV and IV-V Site, Bhavnagar:

The Company has started development activities for both the sites including acquisition of the land for Pooling substation and WTG locations as well as Solar land locations. Company has also received system study approval for 200MW hybrid power evacuation comprising of 100MW for each Mahuva III-IV and IV-V sites. Further, the contracts for the entire capacity is under advance stage of discussion and closure.

FINANCIAL RESULT AND SIGNIFICANCE:

Company has reported another quarter with exceptional growth in revenue, while balancing bottom line despite substantial increase in commodity prices and input costs.

For the year FY21-22, revenue has grown substantially and in a sustained way. Profitability for the year has growth in line with revenue growth and contract mix. For the quarter, dip in profitability can be attributed to increase in input cost and contract mix. We continue to balance between revenue growth and profitability, along with building high quality project credentials and delivering on time.

Numbers on board itself signifies the present day statistics for the Company:

- a. Fourth quarter closing performance in terms of revenue is once again very strong.
- b. revenue for the quarter grown by 51% over Q3 FY 21-22 and stood at Rs. 107.57 Crores and growth of 230% compared to corresponding quarter last year.
- c. For the full year FY21-22, revenue has reached to highest ever at Rs. 250.38 Crores registering growth of 263% over previous financial year FY20-21.
- d. EPCC revenue for the quarter has further grown by 54% over Q3 FY 21-22 and stood at 105.07 Crores.
- e. OMS business continues to grow at steady pace and increasing in line with addition of O&M contracts during the quarter.
- f. PBT margin stands at 7.3% for the quarter and 11.5% for the year ended FY21-22. Corresponding PBT for Q4 FY20-21 stood at 16.76% and 14.2% for the year FY2020-21.
- g. Reduction in PBT from for the quarter, could be mainly attributed to increase in commodity prices and input costs, and also driven by EPCC contract mix, i.e.: contracts with WTG supply and contracts without WTG supply.
- h. EPS for the year FY21-22 stood at 20.03, as compared to 6.48 for the full year FY20-21.

APPRAISED GROWTH AVENUES

- i. Company has successfully executed the Business Transfer Agreement with its wholly owned subsidiary which will independently operate and maintain its conceived projects with strong trajectory as well as venture out to different geographies and assets under its OMS umbrella with the help of its long exposure and position in the market.
- ii. Along with the strong annuity income from the operation and maintenance activity, KP Energy is also planning to enhance its own power generating portfolio which is currently 8.4MW. The new capacity in IPP segment shall be wind solar hybrid capacity and the green energy generated shall be sold to the C&I (Commercial and Industrial) customers through the third party sale mechanism under Open Access.
