

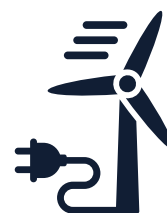
Q1FY20 PERFORMANCE HIGHLIGHTS

AUG'19

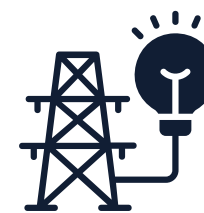
COMPANY SNAPSHOT



BOP solution
for Wind Farms



~200 MW
capacity
energised till date
with an O&M
under preview



Power Evacuation
Capacity of
~214 MW



Wind Generation
Assets of
8.4 MW
capacity



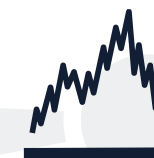
Order Book and
Business Pipeline
of **1031.5 MW**
for coming 3 years



Team strength
of about
150+
members



GUJARAT
focused player



BSE
Main Board listed
entity

EPCC BUSINESS MODEL

Site Identification & Acquisition

Our key competence lies in identifying good windy sites and acquire them.

Site Preparation

We have constructed roads & access or ROWs through tough and challenging situations.

Operations & Maintenance

Entire BOP of wind farm for operational life.

Power Evacuation

We undertake EPCC of 33/66 & 33/220 kv windfarm, substations and EHV lines.

Construction & Erection

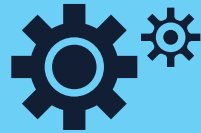
WTG civil foundation, 33kv USS & internal network as well as logistics, installation & erection of WTG.

Permits & Approvals

We obtain all requisite permits & approvals from government bodies for the project and operational life thereof.

SUPPLEMENTING VERTICALS

OPERATIONS & MAINTENANCE (O&M)



BOP

Provides O&M services for Balance of Plant portion of Wind Turbines

**~200
MW**

As of date, KP Energy has an O&M portfolio of ~200 MW

**EP
CC**

EPCC directly drives the growth of this stream. However, the existing portfolio creates an annuity based income

INDEPENDENT POWER PRODUCERS (IPP)

**8.4
MW**

KP Energy has its own power generation assets of 8.4 MW (4*2.1 MW) capacity at its own wind farms



Dual Objectives of becoming an IPP:

1. Strategy set-up: Providing assurance to clients
2. Annuity based income

TAKING IT ONE NOTCH UP

LAND BANK

A land bank of ~1,000 MW which is substantial in number and size for Gujarat.

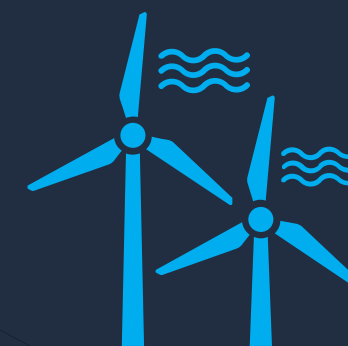
POWER EVACUATION

Infrastructure with capacity ~214 MW connecting Wind Turbine Generators (WTGs) to DISCOMS and Grids

OPERATION & MAINTENANCE

We provide complete O&M services for Balance of Payment

+



EPCC PLAYER

BALANCE SHEET SUMMARY (consolidated)

(Rs. in Crores)

PARTICULARS	Q1FY20 Unaudited	Q4FY19 Audited
Total Non-Current Assets	106.00	93.75
Total Current Assets	66.89	85.45
Total Non-Current Liabilities	44.41	40.35
Total Current Liabilities	54.10	79.02
Total Shareholder Fund	74.37	59.82

Note : Before migration on the mainboard, the company was not providing quarterly financials, hence Q1FY19 figures not provided.

INCOME STATEMENT SUMMARY (consolidated)

(Rs. in Crores)

PARTICULARS	Q1FY20 Unaudited	Q4FY19 Audited	Q1FY19 Audited	YOY% change
Total Revenue (excluding other income)	36.22	67.92	32.02	13.11%
Total Expenses	29.37	61.05	26.05	12.74%
EBITDA (Excluding O.I.)	8.74	9.24	7.67	13.95%
Profit Before Tax	6.87	7.12	6.04	13.74%
Profit After Tax	4.95	6.76	4.22	17.29%

BALANCE SHEET SUMMARY (standalone)

(Rs. in Crores)

PARTICULARS	Q1FY20 Unaudited	Q4FY19 Audited
Total Non-Current Assets	100.57	84.86
Total Current Assets	52.27	79.31
Total Non-Current Liabilities	39.19	40.33
Total Current Liabilities	54.52	69.66
Total Shareholder Fund	59.13	54.18

Note : Before migration on the mainboard, the company was not providing quarterly financials, hence Q1FY19 figures not provided.

INCOME STATEMENT SUMMARY (standalone)

(Rs. in Crores)

PARTICULARS	Q1FY20 Unaudited	Q4FY19 Audited	Q1FY19 Unaudited	YOY% change
Total Revenue (excluding other income)	36.22	67.92	32.03	13.08%
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KEY HIGHLIGHTS OF THE Q1 PERFORMANCE

EXECUTION PERFORMANCE

- After a complete deadlocks on all the policy matters as well as restrictions due to election embargo, the regulatory activities which were almost standstill for a long halt have begun with many positive changes including revenue land allotments in Gujarat and upcoming wind and hybrid bids at Centre.
- With a positive move of linking Grid Substations with the new bids, some squatting and mad rush would be regulated and project development success ratio for ISTS Bids will improve.
- Present 300MW Gadhsisa Project is expected to have first phase commissioning target in Q2 and entire team is toiling hard in heavy rains and monsoon to match timelines and pending tasks. The 220kv EHV line whose progress was badly impacted due to elections have regained its pace and getting streamlined for completion in line with Q2 commissioning targets.
- Threats and impacts of Cyclone “Vayu” on existing and under development wind projects on coastal belt of Gujarat would have been enormous, which got diluted mid-sea and devastation in State was gracefully circumvented.
- Available land bank and execution visibility of KP Energy, ample upcoming ISTS wind bids of about 10GW every year (dovetailing 60GW target till 2022 and 150GW by 2030) for next decade, hybrid opportunities within State now provides wide open business prospects for KP Energy, well organised and placed in the industry. And the low cost and high value addition model of KP Energy will significantly capitalise every opportunity on its way and also outwit existence threats to take maximum advantage of grabbing business opportunities for multi-fold expansion.
- Coming Quarter, company’s shovel ready project development proposals are becoming part of upcoming bids and poised to harvest the business opportunities for next three years as well as employ all the wisdom and learnings earned from its first 300MW project under execution.

KEY HIGHLIGHTS OF THE Q1 PERFORMANCE

QUARTERLY RESULTS:

- Q1 results have certainly been quite promising keeping pace of growth and higher efficiency.
- Performance has improved on all the counts, EPC revenues, power generation as well as O&M services.
- Company is combatting the slow down and liquidity issues by addressing to optimise its inventory/resource levels on all the fronts (manpower/machinery/land/idle capacity). Thereby, it is reviving all the openings and business prospects and improving its net revenue generation each quarter.
- EPS improvement from Rs. 3.81 to Rs. 4.45 on quarterly basis comparing LYQ1 and CYQ1, notwithstanding lull in economy or thunderstorms in wind industry, team KP Energy have set its slogan loud and clear, YES WE CAN!

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