



**KP ENERGY**  
Energy is here!

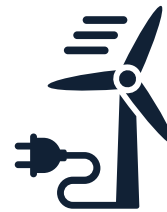
# Q4FY19 PERFORMANCE HIGHLIGHTS

MAY'19

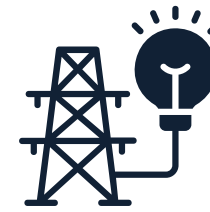
# COMPANY SNAPSHOT



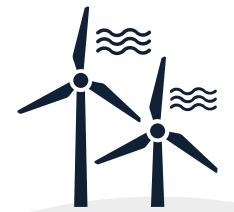
**BOP** solution  
for Wind Farms



**170.5 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



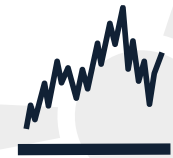
Order Book and  
Business Pipeline  
of **~1200 MW**  
for coming 3 years



Team strength  
of about  
**150+**  
members



**GUJARAT**  
focused player



Migration from  
**BSE**  
SME to Main  
Board

# EPCC BUSINESS MODEL

## Site Identification

Our key competence  
Average CUF of 34%

## Power Evacuation

Power evacuation infrastructure  
of ~214 MW capacity

## Site Preparation

We have executed projects in  
almost all types of terrain

## PPA Arrangement

Complete support and  
assistance provided for Power  
Purchase Agreements

## Construction & Erection

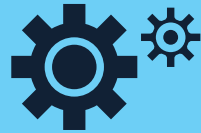
From idea generation to  
commissioning the final project

## Operations & Maintenance

170.5 MW assets under purview

# SUPPLEMENTING VERTICALS

## OPERATIONS & MAINTENANCE (O&M)



**BOP**

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

**170.5**  
MW

As of date, KP Energy has an O&M portfolio of 170.5 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 with an average CUF of 34%

## 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	Q4FY19 Audited	Q3FY19 Unaudited	Q4FY18 Audited
Total Non-Current Assets	93.75	83.99	93.24
Total Current Assets	85.45	55.42	44.88
Total Non-Current Liabilities	40.35	53.53	45.09
Total Current Liabilities	79.02	38.45	58.26
Total Shareholder Fund	59.82	47.44	34.76

# INCOME STATEMENT SUMMARY (consolidated)

(Rs. in Crores)

PARTICULARS	Q4FY19 Audited	Q3FY19 Unaudited	Q4FY18 Audited	YOY% change
Total Revenue (excluding other income)	67.92	39.23	15.72	332.06%
Total Expenses	61.05	31.48	11.71	421.34%
EBITDA (Excluding O.I.)	9.24	9.64	6.59	40.21%
Profit Before Tax	7.12	7.76	4.07	74.93%
Profit After Tax	6.76	5.60	3.72	81.72%

# BALANCE SHEET SUMMARY (standalone)

(Rs. in Crores)

PARTICULARS	Q4FY19 Audited	Q3FY19 Unaudited	Q4FY18 Audited
Total Non-Current Assets	84.86	83.99	86.40
Total Current Assets	79.31	44.89	47.23
Total Non-Current Liabilities	40.33	42.59	45.07
Total Current Liabilities	69.66	38.87	53.82
Total Shareholder Fund	54.18	47.41	34.74



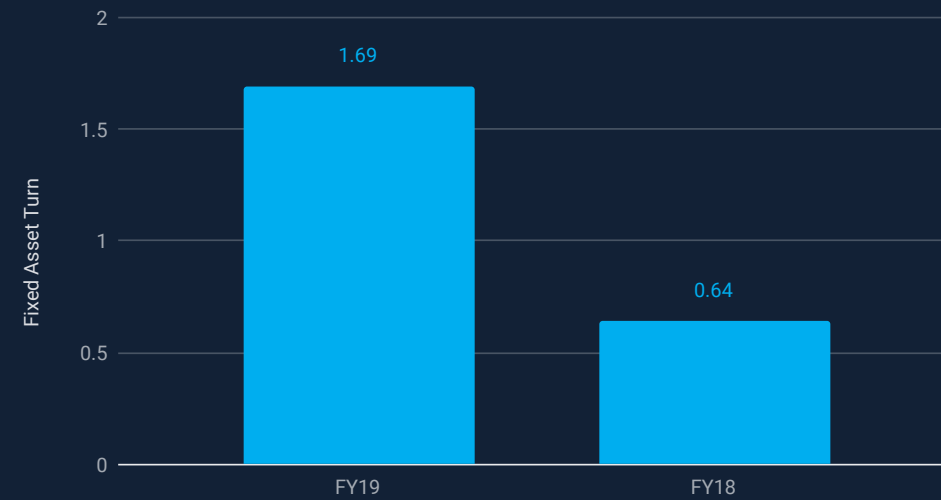
# INCOME STATEMENT SUMMARY (standalone)

(Rs. in Crores)

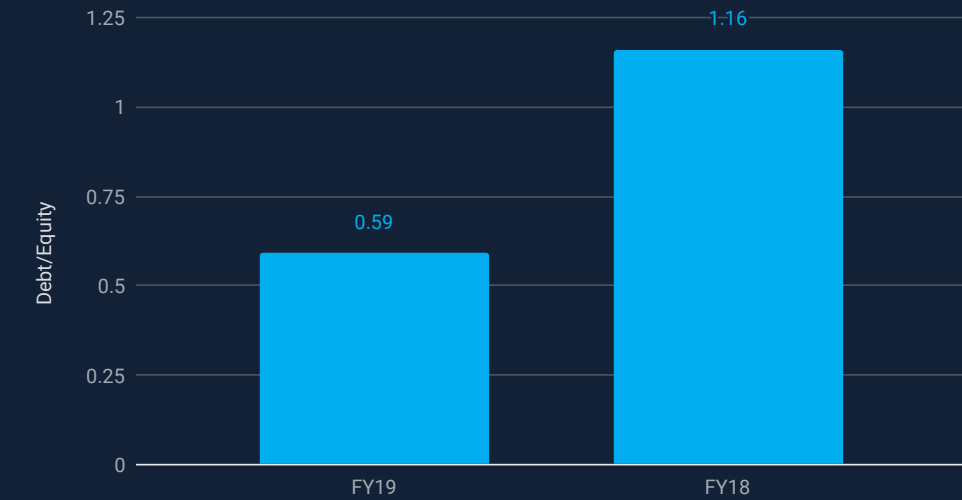
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# FINANCIAL RATIOS (consolidated)

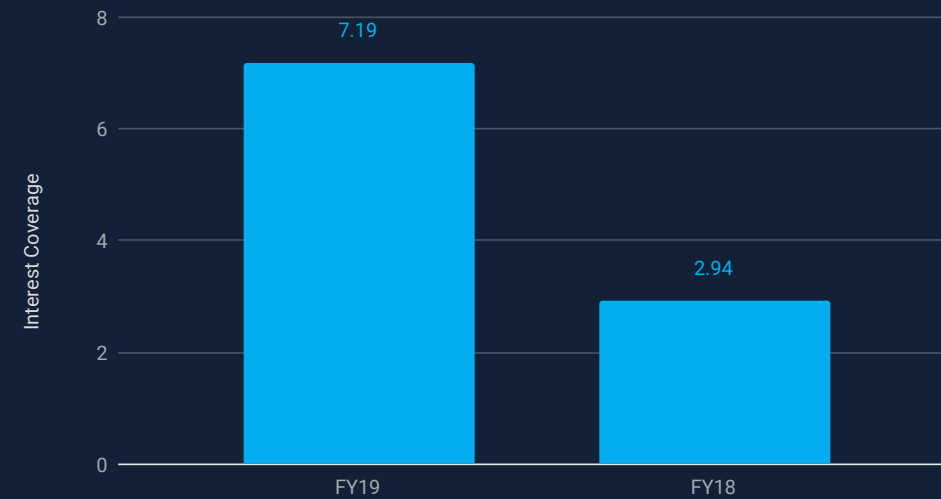
Fixed assets Turn



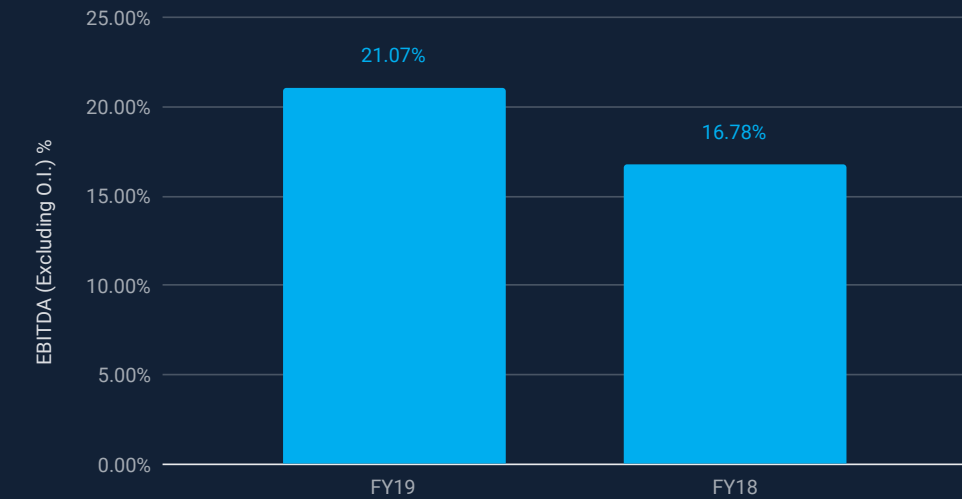
Debt/Equity



Interest Coverage



EBITDA (Excluding O.I.) %



# KEY HIGHLIGHTS OF THE Q3 PERFORMANCE

## CTU Business (Central Grid)

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- By end of Q4, company has managed much of the progress from acquisition of private lands at very reasonable cost. Nearly 50% of land for the project for physical construction was achieved from acquisition of private lands to match progress.
- Development permission obtained for 155 MW at the end of Q4 and 62.5 MW under approval process, aggregating 217.5 MW (nearly 3/4 th of project). The physical construction activities too have taken up swing and by the end of Quarter, 40 WTG foundations (1/3rd of project) has been casted.
- For the 73km long 220kv EHV line under construction for power evacuation of the proposed 300MW project under EPCC, company have made considerable progress in acquisition of Right of Ways. Nearly 60% of tower material is manufactured and delivered at Site and 70% of civil works, 35% of mechanical works completed. Development of Extra High Voltage (EHV) Power Transmission Infrastructure in an area where there are many similar projects under construction is a huge challenge. Despite severe development constraints, completion of this vital asset shall be achieved in Q2 of FY 2020.
- This EHV line is developed under SPV model wherein there would eventually be another 300MW project taking sharing rights. This new project development discussion are in advance stages and will get concluded in Q1 of FY2020.
- The Windfarm Pooling Substation for this Project too has achieved considerable progress on civil works (100% of equipment foundations complete) and control room, gantries at both ends completed and major equipment of both 220kv & 33kv are under erection. 2x160MVA Power transformers successfully tested and cleared for dispatch.

# KEY HIGHLIGHTS OF THE Q3 PERFORMANCE

## STU Business (State Grid)

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- Major development happened in Mahuva-I project in Q4. As committed in last quarter, company has completed commissioning of all balance 11 WTGs. This Project have remained a University for every team member to practically visualize the physical, social, regulatory challenges and addressing it to the final completion with perseverance. Despite physical assaults, mob damaging manpower & assets of company, it was accomplished with peace and patience.
- Mahuva-2 project of 30MW was not taken-off amongst local disturbances and will now be on full swing from Q1. The delay in initiation does not pose any financial burden on company.
- New projects under recently concluded State bid will add momentum to State business which was standstill since 2018. Discussions for nearly 150MW under development will get concluded in Q1 as 90% lands (Wind Sites) are already in possession of company and project can be put on fast track for execution.

# KEY HIGHLIGHTS OF THE Q3 PERFORMANCE

## Corporate

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- After successful evaluation of management system processes, on-site audit, technical assessment and review of pertinent records in Q4, KP Energy has been awarded ISO 9001:2015 (Quality Management System), ISO 14001:2015 (Environment Management System) and ISO BS OHSAS 18001:2007 (Occupational Health & Safety Management System) certifications from Deutsch Quality System(DQS), partner of UL (Underwriters Laboratories) LLC, a global safety certification company having head quarter in Northbrook, Illinois, United States.

## Annual Results

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- The trend of performance from Q2 onwards have already marked up well and have been echoing the come back from blues of previous year where there were bids but hardly any projects!
- What has been achieved in Q4 alone was better than FY2018.
- The topline of Rs. 158.89 crores from previous year of Rs. 60.23 crores and bottom-line of 19.43 crores from Rs. 1.88 crore is clear display of company's capabilities to ramp up the execution and growth. These numbers are still lesser than its potential preparedness as Mahuva-2 Project that could not take off in Q4 as expected.

# CONTACT US



## KP Energy Limited

Office address:  
A-1/2, Firdous Tower,  
Behind Fazal Shopping Centre,  
Adajan Patia Surat- 395009  
Gujarat, India

*+91 261 2764757*  
*info@kpenergy.in*  
*www.kpenergy.in*

## Karmit Sheth

CS and Compliance Officer  
*secretarial@kpgroup.co*

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