

## KEY PERFORMANCE HIGHLIGHTS FOR FY 2020-21

- The massive growth story of the company continues this year with the same passion and intensity. Total revenue has been increased from Rs. 59.28 crore in FY20 to Rs. 103.50 in the FY21 registering significant growth of around 75%.
- There has been consistent growth in two major business vertical i.e. CPP & IPP. CPP sales contributed revenue of Rs. 49.79 crore in FY21 as compared to Rs. 25.95 crore in FY20, substantial growth of 92%. IPP business added Rs. 48.18 crore in revenue in FY21 as compared to Rs. 27.88 crore in FY20, extensive growth of around 73%.
- The solar power generation is cyclical in nature, however Solar Power as an industry is growing by leaps and bounds supported by measures undertaken by Government of India and State Governments. Accordingly, company earns 40% revenue in the first half of Financial Year, and remaining 60% in the second half.
- Net Income increased from Rs. 6.49 crore in FY20 to Rs. 22.11 crore in FY21, sizeable growth of 341%.
- The company has already completed the project execution work of its new 20 MW solar power plant, PPAs are signed and is already generating revenue from part of this project after receiving statutory approvals. We are expecting to complete the statutory approvals for the remaining part and start generating revenue from entire 20MW in the early 2<sup>nd</sup> quarter of the FY 2022.
- Also company's 100% subsidiary KPIG Energia Private Limited is installing 12 MW IPP plant for which the company has acquired land and started the execution work. PPA of 3.0 MW has also been signed for this project. The same is expected to get commissioned by 3<sup>rd</sup> quarter of FY 2022.