

Since 1994



## K.P. ENERGY LIMITED

CIN: L40100GJ2010PLC059169

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KPEL/INV/PPT/Q1FY23/350

August 12, 2022

To,  
Bombay Stock Exchange Limited,  
P.J. Towers,  
Dalal Street,  
Mumbai - 400 001

Ref: **Scrip Code: 539686**

Sub: **Investor Presentation/Key highlights of Q1FY23 performance**

Dear Sir,

Apropos the captioned subject, please find attached herewith the Investor Presentation along with the key highlights of the Q1FY23 performance.

This is for your information and records.

Thanking You,

Yours faithfully,  
For **K.P. Energy Limited**

**Karmit Sheth**  
Company Secretary & Compliance Officer



Encl.: a/a

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ISO 14001:2015, ISO 9001:2015 and ISO 45001: 2018 Certified Company

**BSE** Listed Company



KP ENERGY LIMITED



# Earnings Presentation Q1FY23

AUGUST, 2022



# Glossary

<b>BOP</b>	Balance of Plant
<b>O&amp;M</b>	Operations & Maintenance
<b>WTG</b>	Wind Turbine Generators
<b>EPCC</b>	Engineering, Procurement, Construction and Commissioning
<b>IPP</b>	Independent Power Producers
<b>MW</b>	Mega Watt
<b>GW</b>	Giga Watt
<b>KV</b>	Kilovolt
<b>BSE</b>	Bombay Stock Exchange
<b>ROW</b>	Right of Way
<b>CPP</b>	Captive Power Consumers



# Company Snapshot

KP Energy Limited is Gujarat's prominent balance of plant solution provider in Wind Industry engaged, from conceptualization till the commissioning of a wind energy project.



**~514 MW**

Power Evacuation Capacity of ~514 MW

**204**

Consolidated team of 204 people, across technical, commercial and corporate functions

**200+ MW**

Over 200 MW capacity energised till date with 100% O&M under purview

**1,080.8 MW**

Order Book and Business Pipeline of 1,080.8 MW for coming 2.5 years

**#1**

Gujarat's #1 BOP solutions provider for Wind Farms

**BSE listed**

**~300 MW**

Additional 300 MW energized with KP Energy's Scope of Work completed

**~500 MW**

Additional Power Evacuation Capacity under development

**~8.4 MW**

Operational wind energy assets owned by the Company

**Diversified**

Diversified revenue streams across EPCC, IPP and O&M segments

# Business Model

## EPCC

KPEL offers a unique value proposition that has been designed to address all the issues that WTG manufacturers, IPPs, and CPPs face when setting up a wind farm. We provide end-to-end BOP solutions for WTGs, from idea to commissioning.

### VALUE DELIVERED

KPEL acts as a one-stop solution provider for its client, the entire responsibility and accountability for execution of a utility-scale wind farm is transferred to the Company.

### OUTCOME

Projects are executed on-time and at desired costs.

## O&M

For the BOP section of the project, KPEL provides comprehensive operations and maintenance services.

### VALUE DELIVERED

KPEL undertakes O&M services for the BOP portion, for its projects, so that its clients don't have to engage in the same.

### OUTCOME

Energised wind assets are maintained for smooth functioning over their lifecycle.

## IPP

At wind farms developed by KPEL, the company owns power generation assets with a total capacity of 8.4 MW.

### VALUE DELIVERED

Recurring, annuity revenue stream for the Company.

### OUTCOME

Stability of cash flows, in periods with lower capacity additions.

# EPCC Scope of Services



## SITE IDENTIFICATION & ACQUISITION

Our key competence is identifying and acquiring good windy sites for utility scale wind farms



## SITE PREPARATION

We construct access roads and fetch ROWs in tough and challenging situations



## CONSTRUCTION & ERECTION

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



## POWER EVACUATION

We undertake EPCC of 33/66 & 33/220 kv windfarm pooling substation and EHV lines



## PERMITS & APPROVALS

We obtain all requisite permits & approvals from government authorities for the project execution and its operational life thereof



## OPERATIONS & MAINTENANCE

O&M services for the entire BOP portion of wind farm for its operational life



# Supplementing Verticals

## 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**

- Strategic set-up: providing assurance to clients about the quality of assets
- Annuity based income

## OPERATIONS & MAINTENANCE (O&M)



**O&M services**

Provides O&M services for Balance of Plant portion of windfarms



**Over 200 MW**

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



**EPCC directly drives the growth of this segment.**

EPCC directly drives the growth of this segment. However, the existing portfolio creates an annuity-based revenue stream for the Company.

# Income Statement Summary

(Standalone)

(₹ In Crores)

Particulars	Q1 FY23	Q4 FY22	Q1 FY22	YOY% change
	Unaudited	Audited	Unaudited	
<b>REVENUE FROM OPERATIONS</b>	123.9	107.6	20.3	511%
TOTAL INCOME	<b>124.1</b>	<b>110.5</b>	<b>20.5</b>	<b>506%</b>
TOTAL OPERATING EXPENSE	107.2	100.4	15.7	583%
<b>EBITDA (EXCLUDING OI AND EI)</b>	<b>16.6</b>	<b>7.2</b>	<b>4.5</b>	<b>269%</b>
EBITDA MARGINS %	13.4%	6.7%	22.3%	-40%
INTEREST COST	1.0	1.1	0.8	33%
DEPRECIATION AND AMORTISATION	1.3	1.1	1.1	16%
PROFIT BEFORE TAXES	14.6	7.9	2.9	407%
<b>PROFIT AFTER TAXES</b>	<b>9.9</b>	<b>6.0</b>	<b>2.0</b>	<b>386%</b>
EPS (₹)	8.4	4.1	1.8	360%

**511%**

Q1FY23 Revenue from Operations at ₹123.9 Crore as compared to ₹20.3 Crore in Q1FY22

**269%**

Q1FY23 EBITDA at ₹16.6 Crore as compared to ₹4.5 Crore in Q1FY22

**386%**

Q1FY23 PAT at ₹9.9 Crore as compared to ₹2.0 Crore in Q1FY22



# Balance Sheet Summary

(Standalone)

(₹ In Crores)

Particulars	Q1 FY23	Q4 FY22
	Unaudited	Audited
<b>SHAREHOLDERS FUND</b>	92.3	82.7
NON CURRENT LIABILITIES	79.7	79.5
CURRENT LIABILITIES	85.0	145.4
<b>TOTAL</b>	<b>256.9</b>	<b>307.6</b>
NON CURRENT ASSETS	130.9	124.9
CURRENT ASSETS	126.0	182.8
<b>TOTAL</b>	<b>256.9</b>	<b>307.6</b>

# Segment Results

(Standalone)

(₹ In Crores)

Particulars	Q1 FY23	Q4 FY22	Q1 FY22
<b>REVENUES</b>			
EPCC	121.7	105.1	18.5
IPP	2.3	1.6	1.3
O&M	0.0	0.9	0.4
<b>PROFIT BEFORE TAX</b>			
EPCC	14.2	8.0	2.6
IPP	1.4	1.0	0.7
O&M	0.0	1.1	0.3
<b>CAPITAL EMPLOYED</b>			
EPCC	75.8	57.5	38.4
IPP	24.2	23.0	24.2
O&M	0.0	2.3	0.5

# Income Statement Summary

(Consolidated)

(₹ In Crores)

Particulars	Q1 FY23	Q4 FY22	Q1 FY22	YOY% change
	Unaudited	Audited	Unaudited	
<b>REVENUE FROM OPERATIONS</b>	124.8	107.6	20.3	516%
TOTAL INCOME	<b>125.0</b>	<b>110.5</b>	<b>20.5</b>	<b>510%</b>
TOTAL OPERATING EXPENSE	107.6	100.4	15.7	583%
<b>EBITDA (EXCLUDING OI AND EI)</b>	<b>17.2</b>	<b>7.2</b>	<b>4.5</b>	<b>281%</b>
EBITDA MARGINS %	13.8%	6.6%	22.3%	-38%
INTEREST COST	1.3	1.1	0.8	66%
DEPRECIATION AND AMORTISATION	1.2	1.4	1.4	-16%
PROFIT BEFORE TAXES	15.0	7.5	2.6	480%
<b>PROFIT AFTER TAXES</b>	<b>10.0</b>	<b>5.4</b>	<b>1.4</b>	<b>606%</b>
EPS (₹)	8.5	3.6	1.3	571%

**516%**

Q1FY23 Revenue from Operations at ₹124.8 Crore as compared to ₹20.3 Crore in Q1FY22

**281%**

Q1FY23 EBITDA at ₹17.2 Crore as compared to ₹4.5 Crore in Q1FY22

**606%**

Q1FY23 PAT at ₹10.0 Crore as compared to ₹1.4 Crore in Q1FY22

# Balance Sheet Summary

(Consolidated)

(₹ In Crores)

Particulars	Q1 FY23	Q4 FY22
	Unaudited	Audited
<b>SHAREHOLDERS FUND</b>	95.7	108.4
NON CURRENT LIABILITIES	85.0	87.7
CURRENT LIABILITIES	85.2	145.8
<b>TOTAL</b>	<b>265.9</b>	<b>341.9</b>
NON CURRENT ASSETS	141.3	162.8
CURRENT ASSETS	124.6	179.1
<b>TOTAL</b>	<b>265.9</b>	<b>341.9</b>

# Segment Results

(Consolidated)

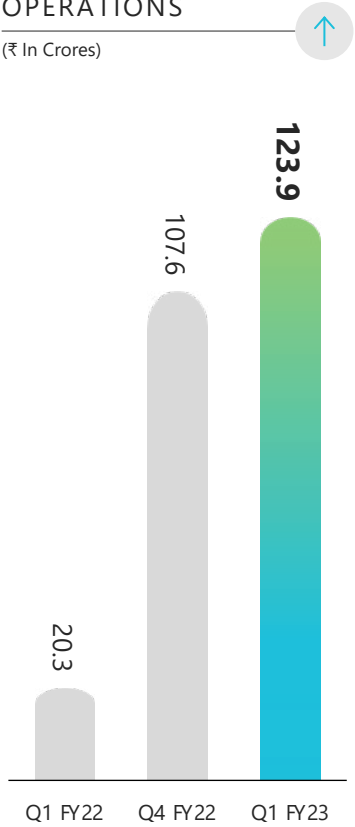
(₹ In Crores)

Particulars	Q1 FY23	Q4 FY22	Q1 FY22
<b>REVENUES</b>			
EPCC	121.7	105.1	18.5
IPP	2.3	1.6	1.3
O&M	0.9	0.9	0.4
<b>PROFIT BEFORE TAX</b>			
EPCC	14.0	7.7	2.3
IPP	1.4	1	0.7
O&M	0.6	0.1	0.3
<b>CAPITAL EMPLOYED</b>			
EPCC	69.0	83.1	65.7
IPP	24.2	23.0	24.2
O&M	2.6	2.3	0.5

# Q1FY23 Financial Highlights

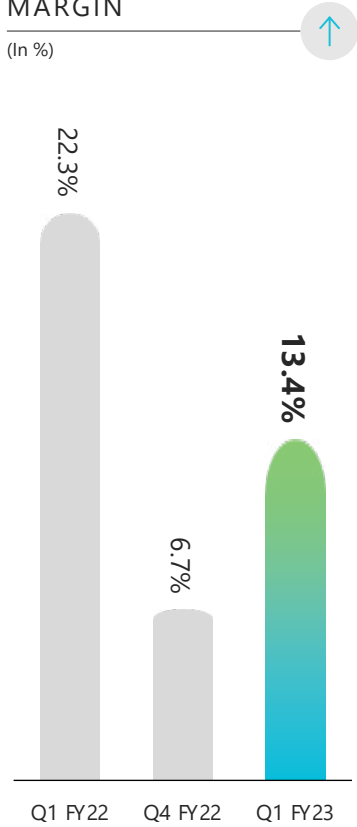
## REVENUE FROM OPERATIONS

(₹ In Crores)



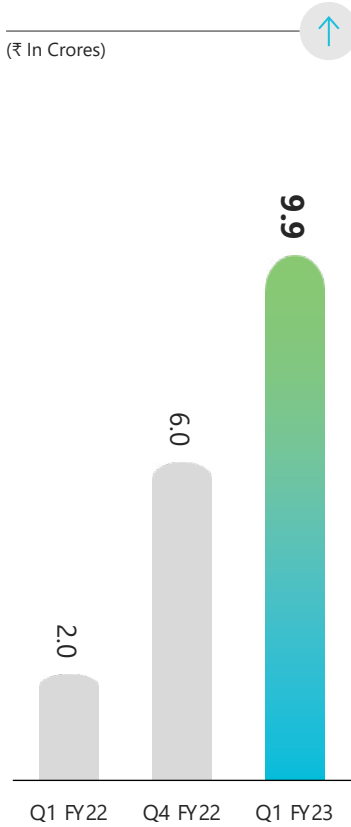
## EBIDTA MARGIN

(In %)



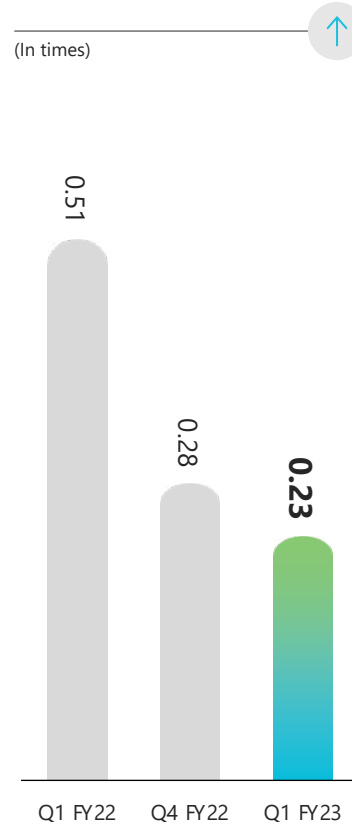
## PAT

(₹ In Crores)



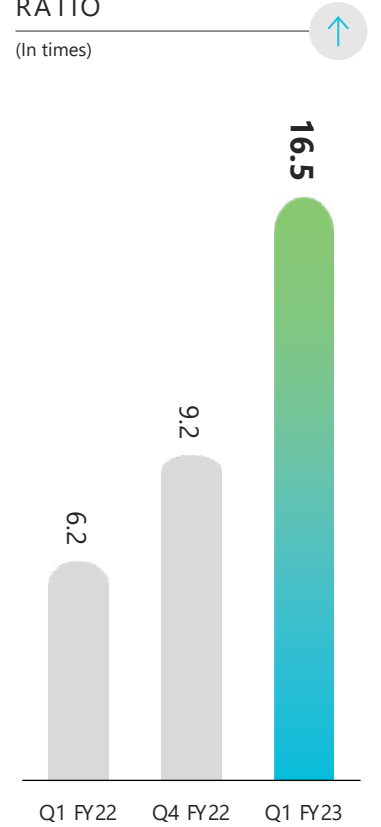
## DEBT TO EQUITY

(In times)



## INTEREST COVERAGE RATIO

(In times)



# Execution Performance

## (1/2)

### 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 the additional scope of works for the Project, including WTG foundation and WTG Erection activities which were earlier in the scope of WTG supplier. With the additional scope, the Company has the entire Balance of Plant works for the Sidhpur Project. As a result, the cumulative numbers depicting status at the end of the quarter and year ended June 30, 2022 are as below:



#### 220Kv EHV LINE

- RoW for 100% tower locations have been acquired
- 98% Tower foundation work completed
- 98% Tower erection works have been in progress
- 88% of stringing work completed



#### 300 MW WINDFARM POOLING SUBSTATION

- Control room building construction completed
- Foundation works for 220 Kv and 33 Kv Equipment in switch yard is 100% completed
- Major equipment supplies completed
- 150MVA Power Transformer erection completed
- Commissioning of PSS is under process



#### 33 KV INTERNAL NETWORK

- 55% Pole Erection work completed
- 50% Stringing work completed
- All critical material including the RSJ Pole received at site



#### ACCESS ROADS

- Civil Road work completed for 100% of locations and Mechanical Roads already completed for first phase of locations where erection activities are initiated



#### WTG FOUNDATION AND ERECTION

- WTG foundation works for 75% locations have been completed
- Company has as per the Project schedule deployed the logistics for completion of the erection activities. 21% WTG erection work is completed.

# Execution Performance

(2/2)

## **DHANDHALPAR PROJECT OF 9.2 MW FOR HI-BOND AT SURENDRANAGAR, GUJARAT**

The Company has made significant progress in the 9.2 MW Dhandhalpar project for Hi-Bond Cement. It consists of the supply of 4 Nos of 2.3MW capacity Senvion make WTG as well as the BoP services of the Project. KPE has completed the erection of three WTGs during the quarter under review. This Project shall be completed in Q2FY23.

## **MAHUVA-BHUNGAR AND FULSAR SITE, BHAVNAGAR**

The Company has started development activities for both the sites, including the acquisition of the land for the Pooling substation and WTG locations, as well as Solar land locations. In addition, the Company has also received system study approval for 200 MW hybrid power evacuation comprising 140MW at Mahuva Fulsar and 60 MW at Mahuva Bhungar sites. The orders for the development of the hybrid projects are under the advanced stage of discussion and are expected to be closed soon.





# Result Discussion

The Company has reported the highest ever top line and bottom line numbers this quarter with exceptional growth in EPC revenue.

## NUMBERS ON BOARD ITSELF SIGNIFY THE PRESENT-DAY STATISTICS FOR THE COMPANY

### 16% growth QoQ 515% growth YoY

The Company has reported revenue growth of 16% QoQ & 515 % YoY basis and stood at ₹ 124.76 Crores.

### EPCC growth 15% QoQ

EPCC revenue for the quarter grew by 15% over QoQ and stood at ₹ 121.60 Crores.

### KPE OMS Limited

During this quarter, OMS business has been transferred to the wholly owned subsidiary company, i.e. KPE OMS Limited, so its revenue is not reflected in standalone financial results and segment reporting from this quarter onwards. O&M segment reported healthy growth of 114 % Y-o-Y basis.

### Power sale growth

Power sale revenue has grown by 45% QoQ and 68% on a YoY basis.

### EBITDA margin at 14%

EBITDA margin stands at 13.92% for the quarter, which has improved from the last quarter, i.e., 9.11%

### EPS at ₹ 8.42

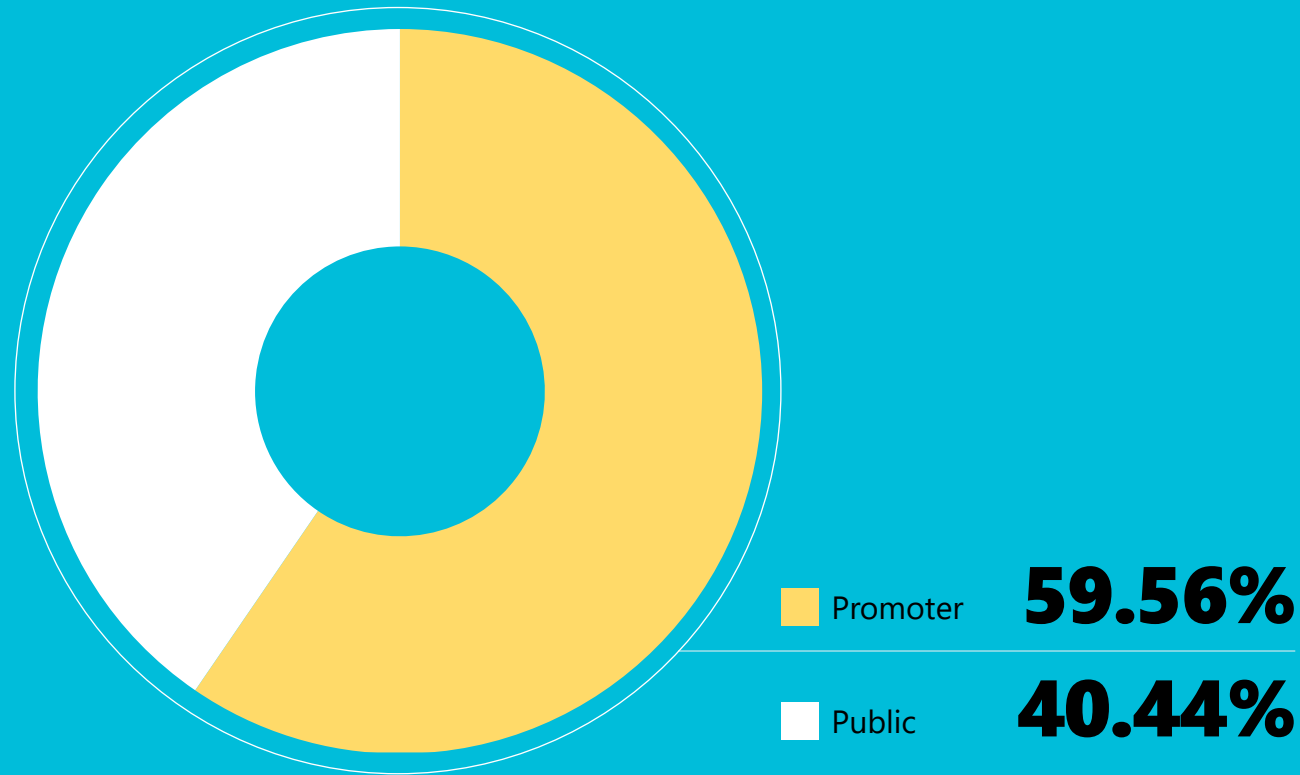
EPS for the reporting quarter stood at ₹ 8.42 compared to the last quarter, i.e., ₹ 3.52.

### Change in Non-Controlling Interest

Due to a change in accounting treatment of one of our associate company, i.e. VGDTL Transmission Projects Pvt Ltd., the consolidated results of this quarter shows a reduction in the non-controlling interest and non-current assets.

# Market Statistics

## SHAREHOLDING SUMMARY FOR KP ENERGY LIMITED



Shareholding Data as on 30<sup>th</sup> June 2022

CURRENT MARKET PRICE	<b>₹ 290</b>
52 WEEK HIGH/LOW	<b>₹ 372/69</b>
MARKET CAPITALIZATION	<b>₹ 322 Cr</b>
SHARES OUTSTANDING	<b>1.11 Cr</b>
BSE SCRIP CODE	<b>539686</b>

Market Price Data as on 11<sup>th</sup> August 2022

# Contact Us

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