

July 30, 2021

National Stock Exchange of India Ltd.  
Exchange Plaza, Plot no. C/1, G Block,  
Bandra-Kurla Complex, Bandra (E),  
Mumbai - 400 051.

(NSE Symbol: GENUSPOWER)

BSE Limited  
P.J. Towers,  
Dalal Street, Fort,  
Mumbai – 400001

(BSE Code: 530343)

Dear Sir/Madam,

**Sub: Investor Presentation**


Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation – July 2021.

We request to kindly take the same on record.

Thanking you,

Yours truly,

For **Genus Power Infrastructures Limited**



**Ankit Jhanjhari**  
**Company Secretary**  
Encl. as above

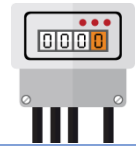




# Genus Power Infrastructures Limited

July  
2021

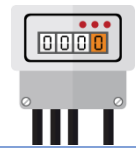
Corporate  
Presentation



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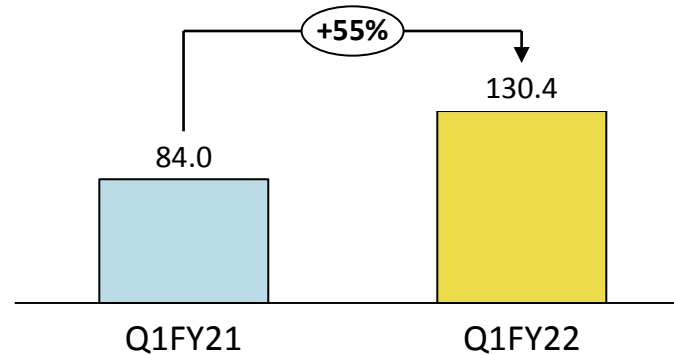
## Key Highlights

Revenue for Q1Y22 was severely impacted as inspections were delayed on account of disruptions caused by second wave of COVID-19 - resulting in lower dispatches to SEBs

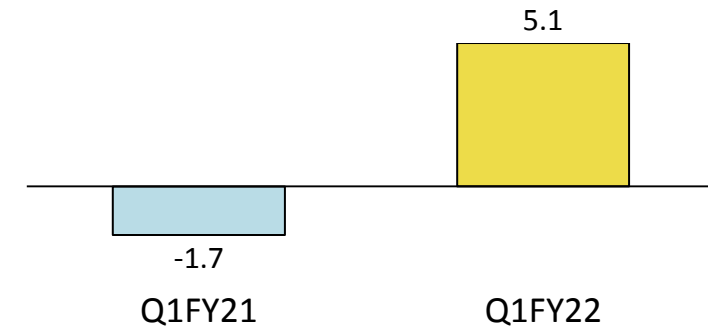
Higher employee expenses and steeper raw material prices resulted in lower operating margins

- Became the First company in Asia Pacific to supply 1.5 million Smart Meters
- Indigenously developed Vending Software Agrim™ accredited with STS certification
- In FY21, our team had won 7 Gold and 2 Silver awards at the "Quality Circle Forum of India" Haridwar Chapter, Delhi Chapter and Guwahati Chapter

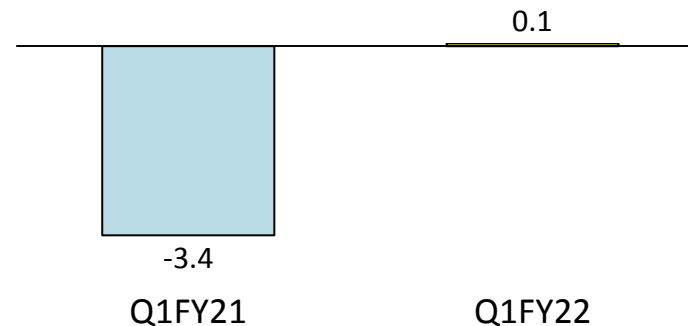
## Revenue (Rs. Crores)



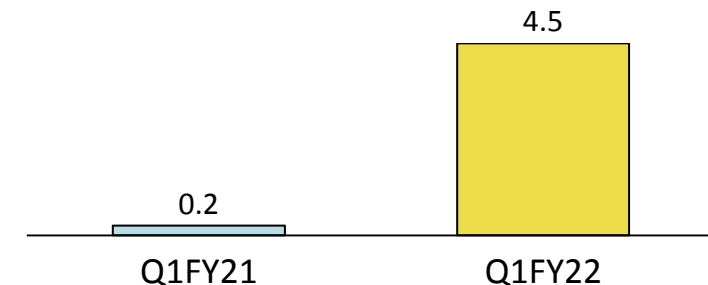
## EBITDA (Rs. Crores)

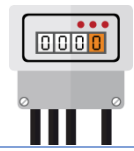


## PAT (Rs. Crores)



## Cash PAT (Rs. Crores)





**STEP 1:**  
Amalgamation of  
subsidiary companies  
with Genus Prime

**Genus Prime Infra Limited**

**Amalgamated**

Sansar Infrastructure Pvt. Ltd, Star  
Vanijya Pvt. Ltd and Sunima Trading Pvt.  
Ltd (100% subsidiary of Genus Prime)

Post Amalgamation subsidiary companies  
will cease to exist

**Genus Prime Infra Limited**

- ✓ No consideration shall be paid to subsidiary companies as they are 100% owned by Genus Prime

**STEP 2:**  
Demerger of Genus Power's  
investment in non-listed  
group entities

**Investment Business Undertaking of  
Genus Power**

**Demerger**

**Genus Prime Infra Ltd.**

Post the scheme of Arrangement – 2 listed entities

**Genus Power  
Genus Prime Infra**

- ✓ Shareholders of the Genus Power will get shares of Genus Prime Infra Limited in ratio of 6:1

**STEP 3:**  
Merger of Yajur  
Commodities with  
Genus Prime

**Genus Prime Infra Ltd.**

**Merger**

Yajur Commodities Limited  
(a group company of Genus Power in  
which it owns 19.70% stake)

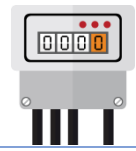
Post Merger Yajur Commodities Ltd.  
will cease to exist

**Genus Prime Infra Limited**

- ✓ Shareholders of the Yajur Commodities Limited will get shares of Genus Prime Infra Limited in ratio of 5:3

Genus Trust holding of shares of Genus Power Infrastructures Ltd. and Genus Paper Boards Ltd. along with liquid investments will continue to be part of Genus Power Infrastructures Ltd (standalone entity)





**Mr. Subhash Chandra Garg**

**(Independent Director)**

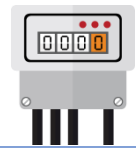
- He was an IAS officer from the 1983 batch in Rajasthan cadre. He has served as Economic Affairs Secretary (July 2017-July 2019) and Finance Secretary of India in the Ministry of Finance and as Secretary, Ministry of Power (July 2019-October 2019)
- His appointment provides an important layer of oversight which will help us further strengthen our internal controls, corporate governance and prepare for our next stage of growth
- His appointment will strengthen our board and fortify our corporate policies with a commitment to maximize value for our shareholders.



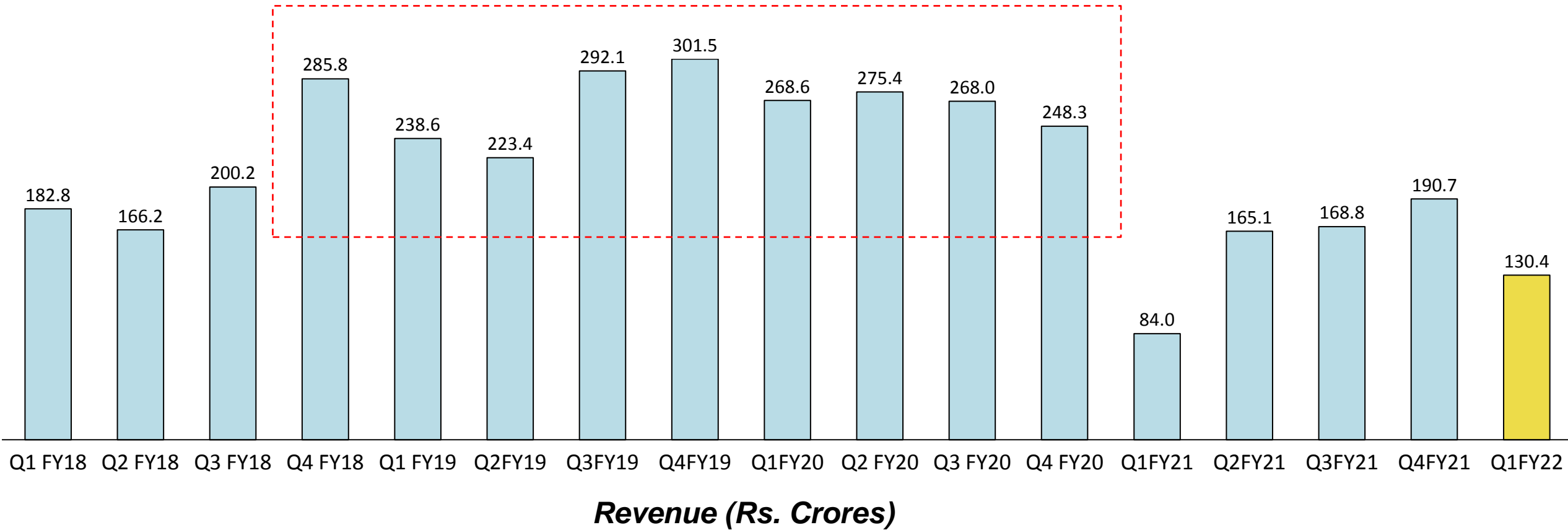
**Dr. Keith Mario Torpy**

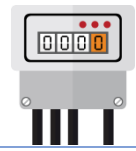
**(Non-Executive,  
Non-Independent Director)**

- He is an established and highly respected professional with over 25 years of global experience in the field of Smart Metering Technology and Product Development
- He brings strong domain knowledge of smart metering businesses combined with a deep understanding of how new digital technologies are evolving
- He will play a key role in building new platforms of growth, developing new product capabilities, expanding our international footprint and securing our long-term growth

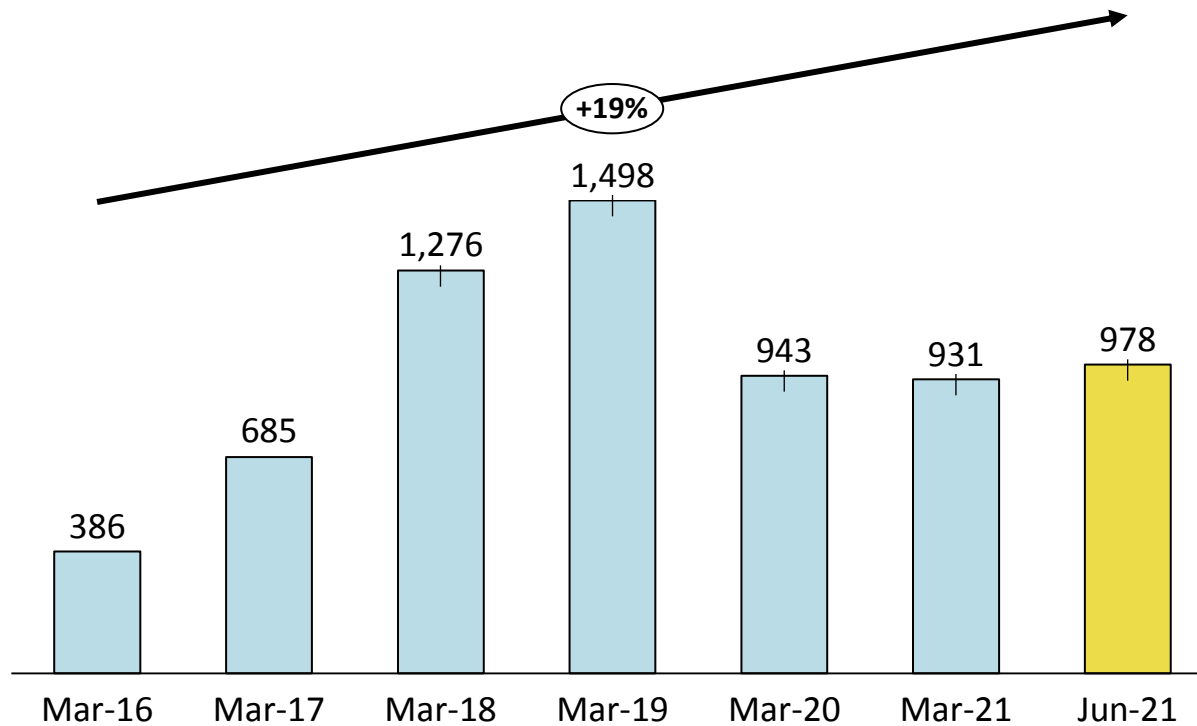


## Healthy Performance





## Order Book (Rs. Crores)



*We upgrade our technology and product offering at regular interval backed by continuous R&D*

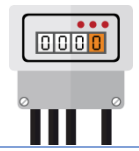


*Strong Demand for various types of Meter across State Electricity Boards & Private Players*



*Genus uniquely positioned to suffice needs of the rising demand of Meters*





*“Our operations in Q1FY22 were severely impacted as inspections were delayed on account of disruptions caused by second wave of COVID-19 - resulting in lower dispatches to SEBs. Lower absorption of fixed costs on account of muted operations also eroded our operating margins, which we expect will be back to earlier levels in the second half of this fiscal year. With rising relaxation of lockdown measures along with increasing vaccinations, our operations are expected to revive sharply over the coming months.*

*The new scheme i.e. ‘Reforms-Based, Result-Linked Power Distribution Sector Scheme’ that has been approved by the Government of India portends to significantly change the entire landscape of power sector in India – unlike earlier reform schemes – this scheme has been designed by consulting all stakeholders involved. Implementation of the Scheme would be based on the action plan worked out for each state rather than a “one-size-fits-all” approach. The Standard Bidding Documents has been made by taking inputs from across state DISCOMs, making the entire execution process more practical and easier to implement. It is becoming quite evident from the scale of tenders that have been floated recently, that various states are eager to implement this scheme thoroughly.*

*The Revamped Distribution Sector Scheme is being seen to address the core issues of billing-collection inefficiencies and pilferage that cripple the Indian power sector. The Scheme provides for annual appraisal of the DISCOM performance against predefined and agreed upon performance trajectories including AT&C losses, ACS-ARR gaps, infrastructure upgrade performance, consumer services, hours of supply, corporate governance, etc.*

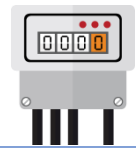
*About half of the total funds of the scheme i.e. about Rs. 1.5 trillion are likely to be deployed for installation of smart meters. At the same time the ‘Pay-as-you-save model’ devised by IntelliSmart could be the game changer for Indian smart metering business, for it will lead to easier capex funding as well as lower working capital cycle for DISCOMs.*

*While in all 250 million Smart meters are planned to be installed during the scheme period of five years, priority would be given to install Smart Meters in a mission mode in the first phase in all Electricity Divisions of 500 AMRUT cities with AT&C Losses > 15%, all Union Territories, MSMEs and all other Industrial and Commercial consumers, all Government offices at Block level and above etc. The scheme proposes to install approximately 100 million Smart Meters by December 2023 in the first phase.*

*Considering the specialized nature of smart meter industry in India and an enormous market, we expect price realizations to remain healthy and the forthcoming period of 5 to 6 years to remain very favourable. Also, as a strategy we have designed our building and manufacturing infrastructure in a way, which will enable us to easily double our manufacturing capacity in short period of 6 months, whenever required.*

*As smart meters are high-end products (viz-a-viz conventional meters), the profitability is also better. And with end-clients increasingly requesting for end-to-end solutions with Facility Management Services (FMS) leads to increased incentive of recurring revenue. We expect the FMS component of our revenue to constitute about 8 to 10% of our total revenue, in foreseeable future.”*

# Standalone Profit & Loss Statement

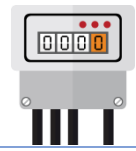


Particulars (Rs. Crores)	Q1FY22	Q1FY21	YoY	FY21	FY20	YoY
<b>Total Revenue</b>	<b>130.4</b>	<b>84.0</b>	<b>55.2%</b>	<b>608.6</b>	<b>1,060.4</b>	<b>-42.6%</b>
Cost of Material Consumed	79.8	54.0		350.2	664.0	
Employee Expenses	25.9	20.7		87.8	108.7	
Other Expenses	19.6	11.0		68.6	114.9	
<b>EBITDA</b>	<b>5.1</b>	<b>-1.7</b>	<b>N.A.</b>	<b>101.9</b>	<b>172.7</b>	<b>-41.0%</b>
<b>EBITDA (%)</b>	<b>3.9%</b>	<b>N.A.</b>		<b>16.7%</b>	<b>16.3%</b>	
Other Income	5.7	8.7		26.7	19.1	
Depreciation	5.1	5.4		21.8	22.2	
<b>EBIT</b>	<b>5.7</b>	<b>1.6</b>		<b>106.9</b>	<b>169.7</b>	<b>-37.0%</b>
<b>EBIT (%)</b>	<b>4.4%</b>	<b>2.0%</b>		<b>17.6%</b>	<b>16.0%</b>	
Finance Cost	5.7	6.8		24.5	32.7	
<b>Profit before Tax</b>	<b>0.1</b>	<b>-5.2</b>	<b>N.A.</b>	<b>82.4</b>	<b>137.0</b>	<b>-39.8%</b>
Tax	0.0	-1.8		31.3	43.3	
<b>Profit after Tax</b>	<b>0.1</b>	<b>-3.4</b>	<b>N.A.</b>	<b>51.2*</b>	<b>93.7</b>	<b>-45.4%</b>
<b>PAT (%)</b>	<b>0.0%</b>	<b>N.A.</b>		<b>8.4%</b>	<b>8.8%</b>	
<b>Cash PAT**</b>	<b>4.5</b>	<b>2.0</b>		<b>74.1</b>	<b>110.7</b>	<b>-33.1%</b>
<b>Cash PAT (%)</b>	<b>3.5%</b>	<b>2.4%</b>		<b>12.2%</b>	<b>10.4%</b>	
<b>EPS (in Rs.)</b>	<b>0.00</b>	<b>-0.13</b>		<b>1.99</b>	<b>3.64</b>	

\*Inclusive of Rs. 10.89 crore of reversal of excess tax provisions done by the company in previous period

\*\*Cash PAT includes PAT + Depreciation + Deferred Tax.

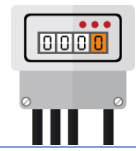
As per IND-AS



ASSETS (Rs. Crores)	Mar-21	Mar-20	EQUITY AND LIABILITIES(Rs. Crores)	Mar-21	Mar-20
<b>Non-current assets</b>			<b>Equity</b>		
Property, plant and equipment	146.0	156.2	Equity share capital	25.7	25.7
Capital work-in-progress	0.1	0.8	Other equity	908.8	859.5
Right of Use Assets	15.0	15.8	<b>Total equity</b>	<b>934.5</b>	<b>885.3</b>
Intangible assets	1.6	1.3			
Investment in Associates	16.5	15.9	<b>Non-current liabilities</b>		
<b>Financial assets</b>			<b>Financial liabilities</b>		
Investments	78.0	76.2	Borrowings	7.5	23.3
Loans	28.8	28.7	Lease liabilities	0.0	0.3
Others	13.7	25.6	Other financial liabilities	9.1	11.0
Non-financial assets	8.1	11.6	Provisions	35.0	33.4
Deferred tax assets (net)	3.3	19.9	Government grants	3.9	4.6
			Net employee defined benefit liabilities	0.8	1.5
<b>Sub-total - Non-Current Assets</b>	<b>311.2</b>	<b>352.1</b>	<b>Sub-total - Non-current liabilities</b>	<b>56.4</b>	<b>74.1</b>
<b>Current assets</b>			<b>Current liabilities</b>		
Inventories	177.9	151.2	<b>Financial liabilities</b>		
<b>Financial assets</b>			Borrowings	187.0	223.9
Investments	134.8	102.6	Trade payables	166.0	200.4
Investment in trust	60.0	60.0	Lease liabilities	0.4	0.8
Loans	0.9	1.4	Other liabilities	13.2	10.3
Trade receivables	565.4	629.2	Government grants	0.7	0.7
Cash and cash equivalents	64.1	71.6	Net employee defined benefit liabilities	2.0	2.2
Other bank balances	50.6	34.4	Current tax liabilities (net)	2.7	2.8
Other financial assets	6.2	7.2	Provisions	12.4	12.5
Non-financial assets	24.8	29.8	Non-financial liabilities	20.3	26.5
<b>Sub-total - Current Assets</b>	<b>1,084.5</b>	<b>1,087.3</b>	<b>Sub-total - Current liabilities</b>	<b>404.8</b>	<b>480.0</b>
<b>TOTAL - ASSETS</b>	<b>1,395.7</b>	<b>1,439.3</b>	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>1,395.7</b>	<b>1,439.3</b>

# Business Overview





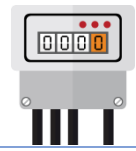
- ☀ Incorporated in 1992, Part of \$400 mn Kailash Group
- ☀ Over 2 decades of experience in electricity metering solutions industry

- ☀ Largest player in India's electricity meter industry
- ☀ ~27% market share in Meter Industry
- ☀ ~70% market share in Smart Meters
- ☀ Share of Metering Projects increasing



- ☀ Empanelled with 40+ different utilities across the country
- ☀ 65 mn+ Meters installed
- ☀ Capability to undertake turnkey power projects up to 400 KV

- ☀ Top-notch In-house R&D recognized by Govt of India
- ☀ 25,000 Sq. Mtrs of Integrated Manufacturing
- ☀ Annual Production capacity of 10 mn+ meters



- Production of Electronic Energy Meters
- Established Single & Three Phase Electronic Energy Meters
- Multi-functional & Multi-tariff Meters launched

**1996 - 1999**

- AMR / Pre-payment Meter/ DT Meter launched
- Ventured into Power Distribution Management Projects
- Manufacturing facility at Haridwar commissioned

**2005 - 2009**

- Deployed Smart Metering Solution at Shapur (Junagarh) PGVCL – India's First Smart Village Project
- Implemented India's first End to End Smart Metering Solution at Kala Amb HPSEB's Smart Grid Pilot Project with Alstom

**2014 - 2016**

- India's First Narrowband - IOT setup for AMI with Vodafone Idea
- Among the Top 10 Global AMI Companies as per IHS Markit's Electricity Meters Report – Edition 2018
- Smart Meter Integrated line getting operational

**2018 - 2019**

**1992 - 1995**

- Company founded for manufacturing Thick Film Hybrid Microcircuits & SMT PCB Assemblies
- First Production facility set up in Sitapura, Jaipur

**2000 - 2004**

- R&D recognized by Government of India
- Lean Manufacturing with help of TBM consultants, USA
- Increased product range of electronic energy meters

**2010 - 2013**

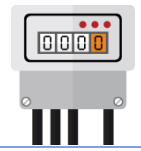
- Launched meter with integrated APFC, Smart Meters, smart street light management system, Group Metering etc

**2017 - 2018**

- Intelligent Group Metering systems deployed at BSES
- Smart Meters order from EESL for supply of 13.5 lakh meters
- Only Indian company to receive BIS certification for Smart Meters
- Set up and Commenced production at Assam plant

**2020 - 2021**

- Became the First company in Asia Pacific to supply 1.5 million Smart Meters
- Indigenously developed Vending Software Agrim™ accredited with STS certification



## Meter Installed

**Till 2003**

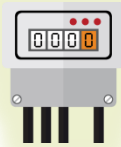
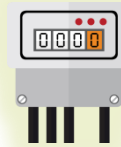
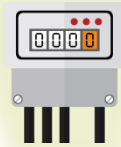
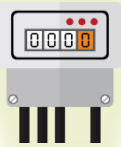
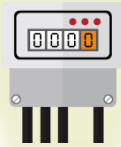
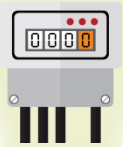
**Till 2006**

**Till 2010**

**Till 2014**

**Till 2018**

**Till 2021\***



**2,500,000**

**5,000,000**

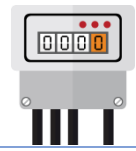
**10,000,000**

**30,000,000**

**50,000,000**

**65,000,000**





**Mr. Ishwar Chand Agarwal**  
Executive Chairman



**Mr. Kailash Chandra Agarwal**  
Vice-Chairman, Non-Executive, Non-Independent



**Mr. Rajendra Kumar Agarwal**  
Managing Director and CEO



**Mr. Jitendra Kumar Agarwal**  
Joint Managing Director



**Mr. Subhash Chandra Garg** Independent Director



**Dr. Keith Mario Torpy**  
Non-Executive,  
Non-Independent Director



**Dr. Giriraj Nyati**  
COO - Metering Solution



**Mr. R Viswanathan**  
Chief Management Representative



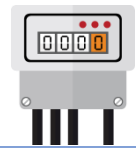
**Mr. N L Nama**  
Chief Financial Officer



**Dr. Anukram Mishra**  
Chief Technical Officer



**Mr. Ranvir Singh Rathore**  
Senior VP – Domestic Marketing and Sales



## Infrastructure

CAD, Dies and Mold designs, Molding, Automated SMT lines, Lean Assembly techniques and the state-of-the-art manufacturing facilities with complete forward and backward integration

## R&D

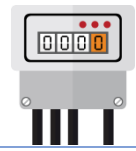
In-house R&D Centre, recognised by Ministry of Science and Technology, the Government of India and accredited by National Accreditation Body for Testing Labs

## Certifications

CMMI level 3 Company Accredited with - ISI, KEMA, SGS, STS, ZIGBEE, UL, DLMS etc., which is amongst the highest in Indian Metering Solutions Industry

## Workforce

Armed with long-term, highly-experienced and best-in-class technologist, engineers and executives

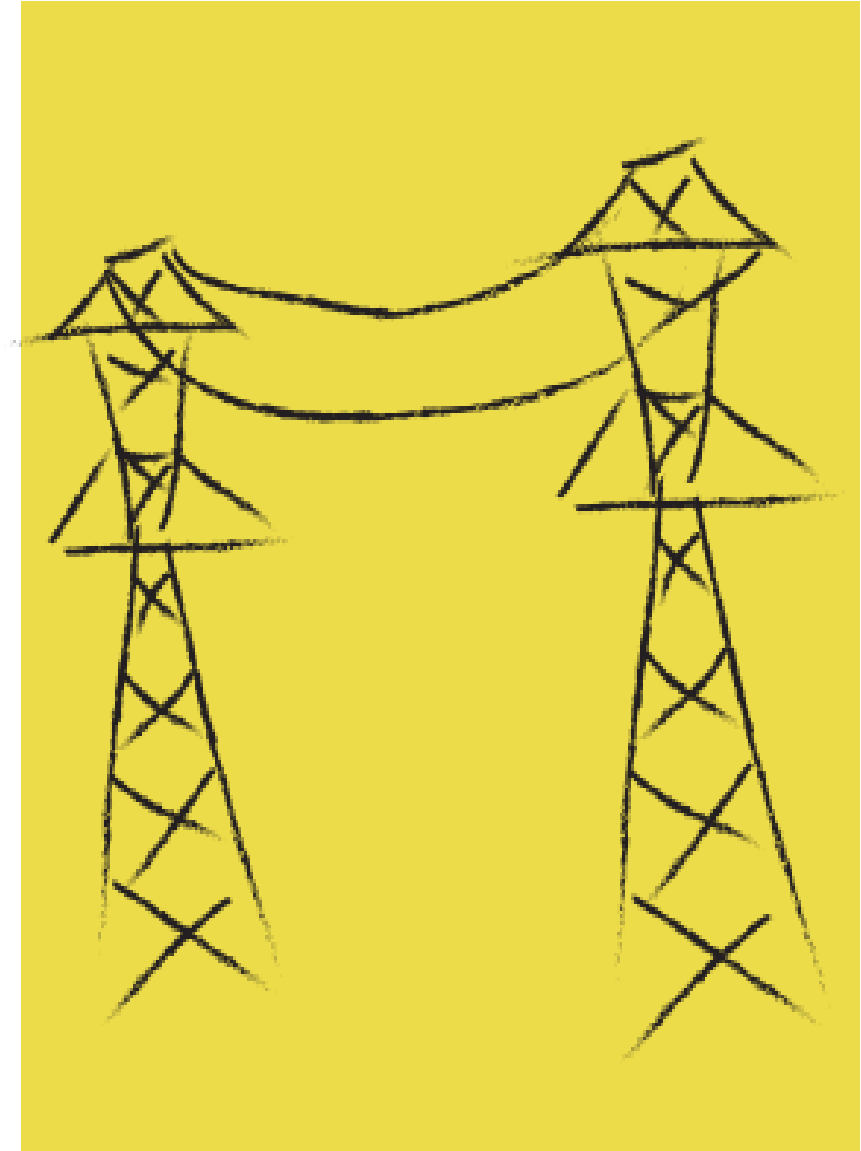


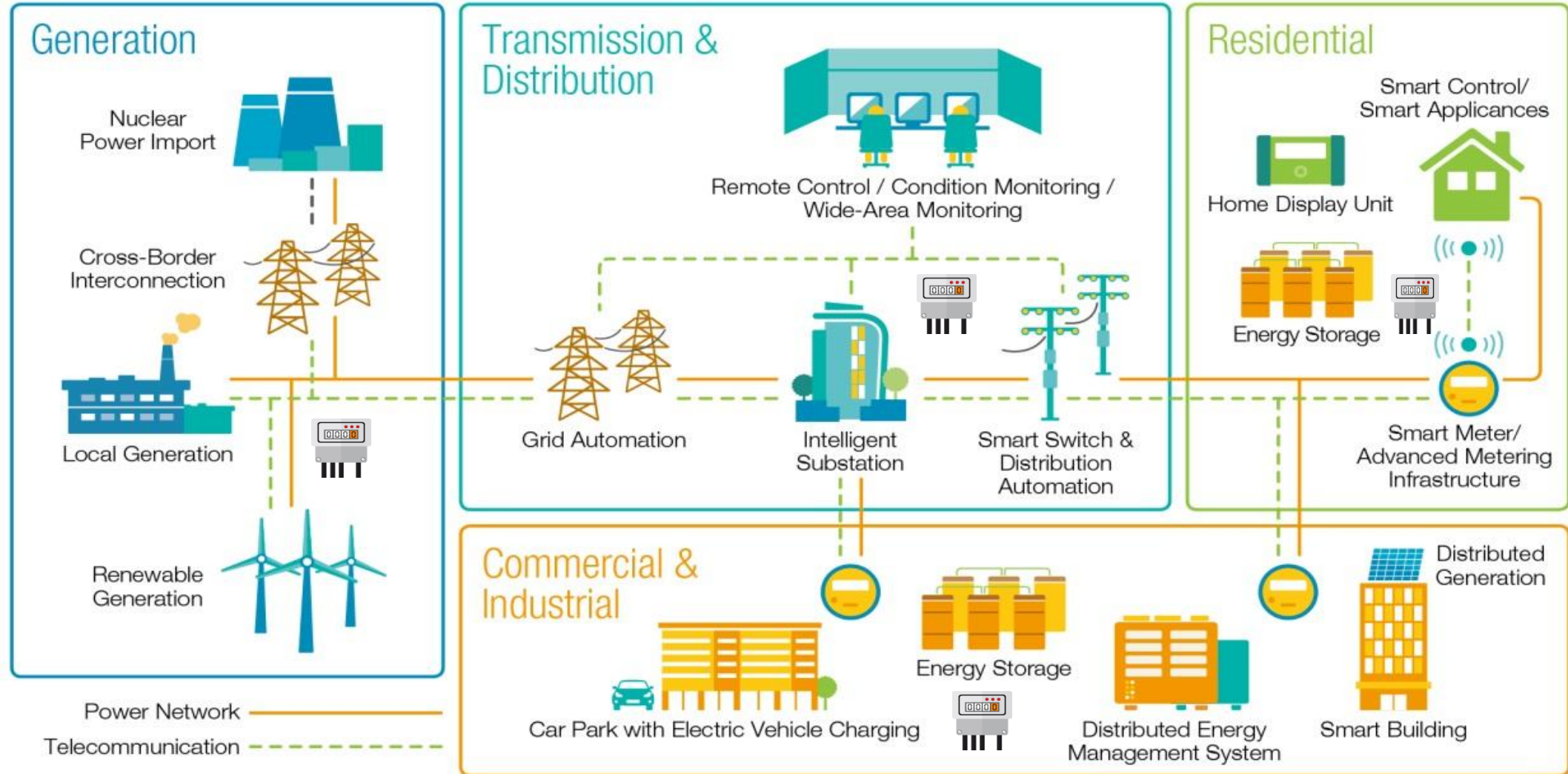
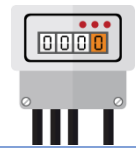
## SMART METERING SOLUTIONS

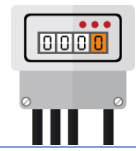
- ☀ Offers a wide spectrum of Smart Metering Solutions, that includes High End Multifunction Single Phase and Three Phase Meters, CT Operated Meters & HES (Head End System), ABT & Grid Meters, Distribution Transformer (DT Meters), Pre-payment Meters, Group Metering, Smart Street Light Management Solution, Net- Metering Solution for rooftop Solar, Data Concentrator, Energy Management solution for Building Management and DC Metering Solution, Gas Meter etc
- ☀ Genus specializes in providing end-to-end metering solutions (AMI) with communication modules and software under its Smart Energy Management Solution

## ENGINEERING, CONSTRUCTIONS AND CONTRACTS (ECC)

- ☀ Customized and turnkey (ECC) solutions to the Power Transmission and Distribution (T&D) sector
- ☀ Under the turnkey ECC solutions, Genus offers One Stop Total Solution of Metering, Engineering & Construction from 'Concept to Commissioning' with distinctive specialization in Smart Metering Solution & Advance Metering Infrastructure







## RESIDENTIAL & COMMERCIAL

- ☀ Meters with communication capability
- ☀ Single / Three Phase Smart Meters
- ☀ Net Meters
- ☀ Smart Street Light Management System
- ☀ Group Metering



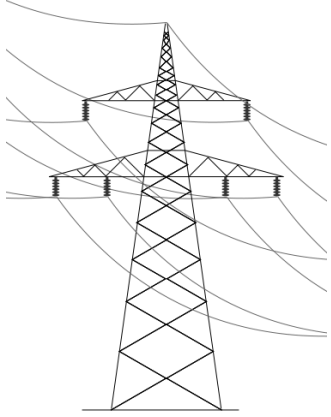
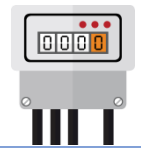
## INDUSTRIAL

- ☀ LT / HT CT Meter with Integrated Communication
- ☀ Meters with Automatic Power Factor Controller
- ☀ ABT Meter
- ☀ Smart High end Meters



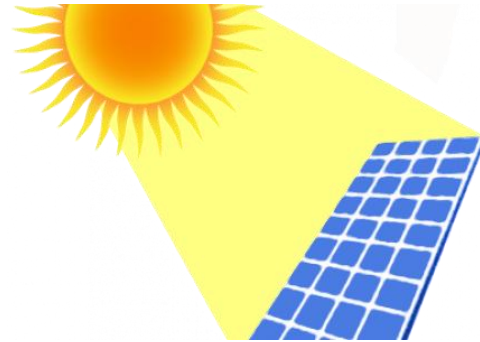
## PREPAYMENT SOLUTION

- ☀ Single Phase Prepayment Meter
- ☀ Three Phase Prepayment Meter
- ☀ Dual prepayment Solution
- ☀ DIN Rail Prepayment Meter
- ☀ Prepaid Vending Software
- ☀ On-Line “Pre-paid” Metering Solution



### DISTRIBUTION TRANSFORMER

- ☀ Thread Through Metering Solution for Distribution Transformer
- ☀ Smart DT Meter with Integrated Communication



### OPEN ACCESS / GRID

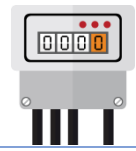
- ☀ Grid & Sub-Station Meter (ABT Complaint)



### CALIBRATION EQUIPMENT

- ☀ Single Phase Portable Reference Meter
- ☀ Three Phase Portable Reference Meter





## ECC Division

- ☀ Provides total engineering and construction solution from “Concept to Commissioning”
- ☀ Offers turnkey solutions of MV, HV & EHV sub-stations & transmission lines and execute turnkey jobs up to 420 KV

## Leveraging on Strength

- ☀ More than 20 years of experience in Indian Power distribution sector
- ☀ Engineered Energy meter solutions backed up with in-house R&D and technological prowess

## Complements the Metering Business

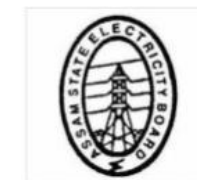
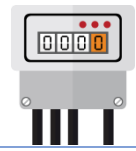
- ☀ Increased implementation of Smart metering solution
- ☀ Higher sales growth under metering division
- ☀ Margin expansion
- ☀ Gain Market share

## Current Projects under implementation

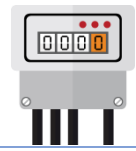
- ☀ Design, engineering, supply of equipments for Substation, Transmission Line and associated system for construction of 220 KV Substation at Chhatti Bariatu, 33 KV Substation at Kerandari, 33 KV D/C Line from Chhatti Bariatu to Kerandari, 200 KV D/C Line from Pakri Barwadih to Chhatti Bariatu and from Patrattu to Pakri Barwadih along with installation of DG Sets (NTPC-Jharkhand)

Genus Power would benefit from the GOI's plan to reduce T&D losses in coming years





SEB's registered under UDAY schemes are the major revenue contributors



R&D Centre and Corporate Office, Sitapura, Jaipur



Ramchandrapura, Jaipur



Haridwar, Uttaranchal



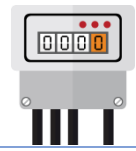
Haridwar, Uttaranchal



Guwahati, Assam

Total Installed capacity of over 10 million meters per annum





**NABL Accredited Research & Development Lab**  
Recognized By The Ministry of Science and Technology, Government of India

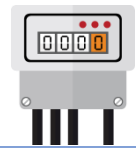
## In-House NABL Accredited Electronic Energy Meter Testing Laboratories

A series of reliability tests are conducted periodically both on in-house reliability chambers and from NABL approved outside test labs, to establish a satisfactory life of the product in the hands of the customer.

## Quality is the hallmark of Genus products and services

Comprehensive testing is carried out at various stages of product manufacturing starting from incoming raw material/components to in-process stages and to the final finished and packed product





CMMI Level 3  
Company



STS certification



Bureau  
Veritas



QSI Certification



National Accreditation Board for  
Testing and Calibration  
Laboratories



KEMA Certification



R&D Lab recognized by MSD, GOI



Silver Certificate by Frost &  
Sullivan



IEC Certifications



ZigBee Certification



STQC Certifications



DLMS Certification for Meters



EMC Certifications

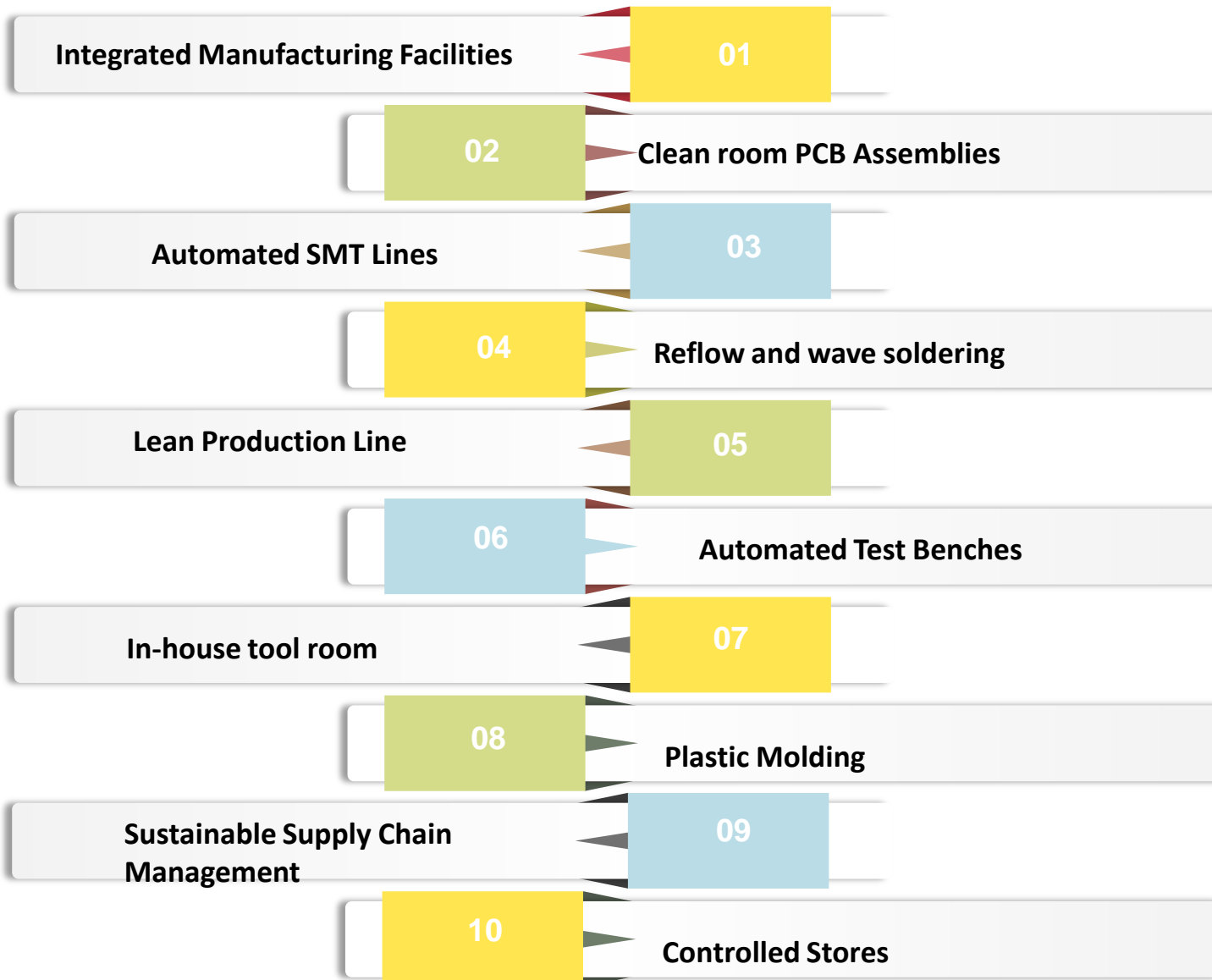
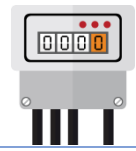


IECQ for quality of components



C-DOT Certifications

**Awarded various national and international quality accreditations such as various 'ISO' marks, OHSAS 18001 'BIS', NABL, 'STS', 'EMC', 'ISI', 'S' mark, etc.,**



***In-house Technology product since inception***

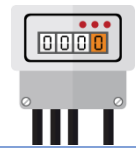
***Truly “Made in India”***



- ***Quality Assurance***
- ***Innovation & R&D***
- ***In-House NABL Accredited Electronic Energy Meter Testing Laboratories*** (recognized by Ministry of Science & Technology, Govt. of India)
- ***Lean Manufacturing***



***Qualified & Capable to service the ever-growing power sector demand by adhering to stringent protocol***



**2004:**

Rated among top 100 Electronic companies in India by EFY

**2011:**

Outstanding performance award by NDPL towards AT&C loss reduction

**2013:**

The prestigious EFY Reader's choice top 5 brands

**2015:**

Accorded Excellence in Quality by Golden Peacock National Quality Awards, 2015



**2015:**

"Silver Certificate of Merit" by Frost & Sullivan's India Manufacturing Excellence Awards 2015

**2018:**

The Global Center of Excellence at Jaipur for the successful testing & integration of Genus Smart Electricity Meter Solution in the Living Lab in Jaipur

Quality team won 7 Gold & 3 Silvers in 32nd National Convention Quality Circle Awards organised by "Quality Circle Forum of India" at Gwalior & Haridwar

**2019-20:**

"Best Innovation Award" and "Brand Ambassador 2020 Award" by Alleem Business Congress, UAE  
Ranked among "Top 25 Most Trusted Manufacturing Companies in India" by the CEO Magazine

**2019-20:**

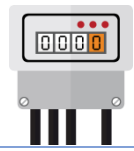
Recognition from CESC for "Active Involvement in Development of Smart Meters"  
Our Multiple Team won 17 Awards (11 Gold ; 04 Silver; 02 Bronze) in Lucknow Center Convention, Haridwar Center Convention and Kaizen Competition on Quality Circle Forum of India



## Business Outlook

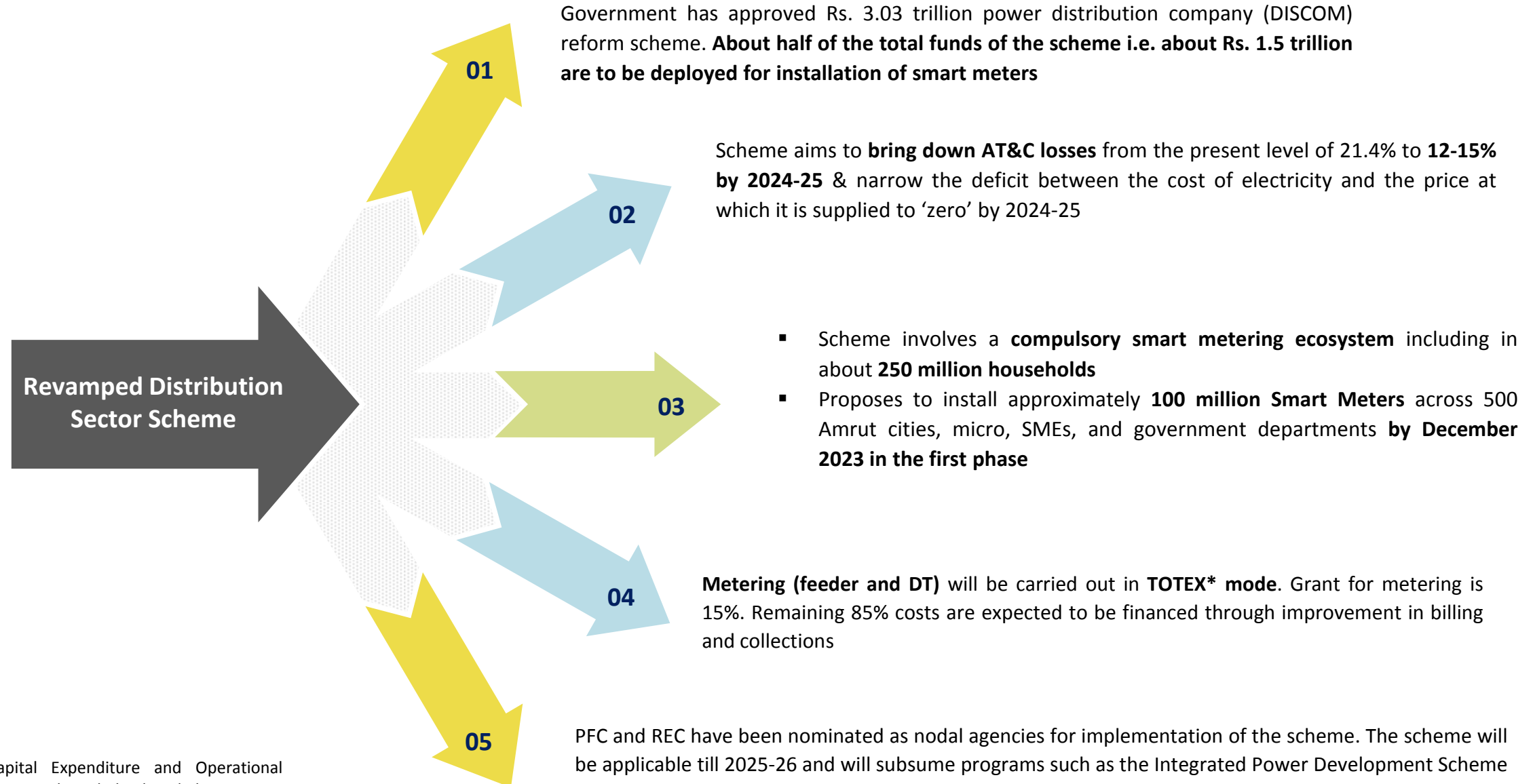
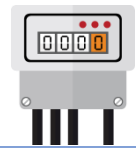




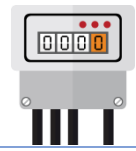


- **AT&C Loss = (Energy input – Energy billed) \* 100 / Energy input**
- **At present, India loses around 30% of its power generated due to transmission, distribution, billing generation and collection inefficiencies**
- **Theft is the one of the main causes of the high losses. Theft occurs in several ways, viz: by tapping power lines and tempering / by-passing meter etc**
- **Meters play a vital role in reduction of AT&C Losses**
  - Replacement of defective meters by tamper proof electronic meters / smart meters
  - AMI / Smart metering to the consumer for reduction of commercial losses and billing and collection ease
- **Smart meter has the following capabilities:**
  - Smart Meters and AMI Meters have communication capability
  - It can register real time or near real time consumption of electricity or export both.
  - Read the meter both locally or remotely
  - Remote connection or disconnection of electricity
  - Remote communication facilities through GSM / GPRS / RF etc
- **India can save Rs. 9.5 lakh crore by investing Rs 1.25 lakh crore for replacing 25 crore conventional meters with smart meters**





\*In TOTEX mode, Capital Expenditure and Operational Expenditure interrelation is acknowledged and they receive same attention in planning, implementation and regulation



## Tripartite Agreements

DISCOMs would need approvals from their state cabinets to become part of the scheme

Tripartite agreements between states, DISCOMs and nodal agencies for the scheme will be signed

**DISCOMs have been asked to submit their applications with loss reduction plans to the Union Power Ministry by October 31, 2021**

## Different from Earlier Schemes

Implementation of the Scheme would be **based on the action plan worked out for each state** rather than a “one-size-fits-all” approach

## Reforms Based

Union Power Ministry has suggested an indicative list of reforms to be covered by the DISCOMs under the scheme

## Qualification Criteria

To **qualify for the scheme**, DISCOMs will have to:

- publish quarterly unaudited accounts in 60 days of the end of each quarter
- ensure no new regulatory assets have been created
- state governments have paid subsidy in full
- government bodies have paid bills

## State-wise Evaluation

**Evaluation framework** for the scheme will be formulated based on the agreed action plan for **each individual state**

## Base Year for Evaluation

The base year for evaluation will be 2019-20 while trajectories will be set for 2021-22 to 2025-26 across various parameters

## Fund Disbursement

**Funds under the scheme will be released to DISCOMs on meeting pre-qualifying criteria** as well as upon achievement of **basic minimum benchmarks** evaluated on the basis of agreed evaluation framework tied to financial improvements

**DISCOMs will have to score a minimum 60 marks on the evaluation matrix** to be eligible for fund release each year

## Funding for Metering

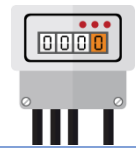
**For metering, DISCOMs will be allowed to claim the grant funds in phased manner for every 5% of meters commissioned against total number of meters awarded**

**Evident from the scale of tenders that have been floated recently, that various states are eager to implement this Scheme thoroughly**

## Other Key Condition for Funding

**Under the five-year program, if a DISCOM is found ineligible for the reforms-based, results-linked scheme for financial assistance in any year, then the gap in funding to complete its projects will have to be met by the DISCOM or its state government**

However, the unmet targets for one year will get added to the targets for the next year



1

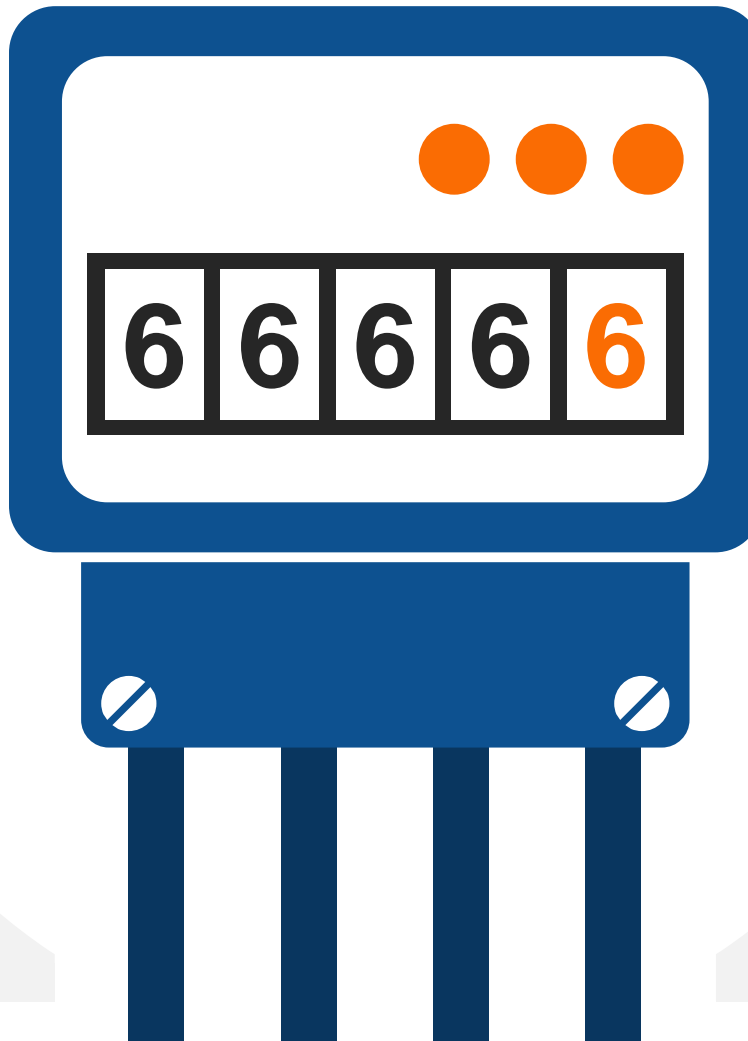
EESL, along with the National Investment and Infrastructure Fund (NIIF), has formed a JV – IntelliSmart Infrastructure Private (IntelliSmart) – to implement the smart meter roll-out programme of power distribution companies

2

IntelliSmart **operates on OpEx model**, which is a typical build-operate-transfer (BOT) model – where in **they undertake the capex and install the smart meters without charging any money to DISCOMs**

3

Once the meters are commissioned the utilities start saving on the AT&C losses to the tune of **Rs. 225 per meter per month on an average**. IntelliSmart charges anywhere between Rs. 75- 100 per meter per month



4

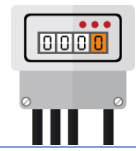
So, these smart meters become an **instrument of pay as you save**. Under this model the DISCOMs are not investing anything. **DISCOMs pay the fees through savings they make**

5

Currently, DISCOMs are pre-dominantly employing the capex model that is not efficient. As they set up few thousand meters on capex mode, it takes away their valuable funds that can be invested into network correction

6

IntelliSmart is proactively canvassing '**Pay-as-you-save model**' in order to **break the inertia of DISCOMs** who are resisting the adoption of OpEx model. The investment is done by **IntelliSmart that is backed by sovereign wealth fund NIIF**



GOVERNMENT OF INDIA  
MINISTRY OF POWER

**As per the, notification by power ministry, dated 8<sup>th</sup> September 2016 :**

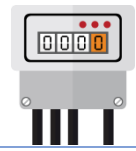
- ☀ Mandatory rollout of Smart Meters, for consumers with monthly consumption of 500 units and more
- ☀ Mandatory rollout of Smart Meters, for consumers with monthly consumption of 200 units and more
- ☀ **Current Power minister Mr R. K. Singh has extended deadline to end of FY22**

## METERING OPPORTUNITY

- ☀ India has 250 million legacy meters
- ☀ There are plans to install up to 130 million smart meters by 2021

## GOVERNMENT INVESTMENT

- ☀ The government is planning to invest up to \$21 billion till 2025 in smart grid technologies
- ☀ The smart cities initiative is targeting 100+ cities in India, out of which 20 have been declared and work for them will start in the next month or two
- ☀ More than 14 smart grid pilots have been launched in cities across India, to push smart solutions in Power Generation & Distribution Industry



## Latching Switch

Smart meters will have a kill switch which will close off the utility supply. The kill switch will be operated via Internet. This will give power to utility providers to start and stop the supply at the click of a button

## Increased customer involvement

As all the data collected will be uploaded on the Internet the customers will be able to access it using their smart phones application. This will give them a clear idea about daily, hourly and even per-minute consumption, and how it is billed

## Prepaid Schemes

Customers will be able to recharge their meters to the amount of energy usage and consume only that much. As the meters are smart, they will remind the consumer when the balance is running low, or when a larger than normal chunk is being used. This will help consumers save money, and take the load of billing off the local body

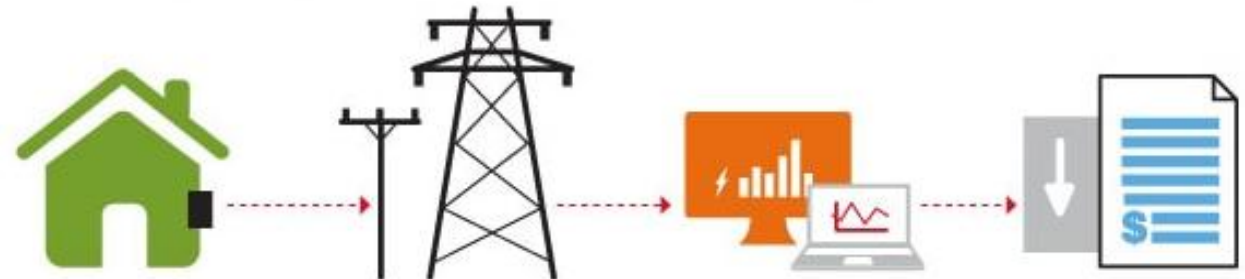
## Consumption Patterns

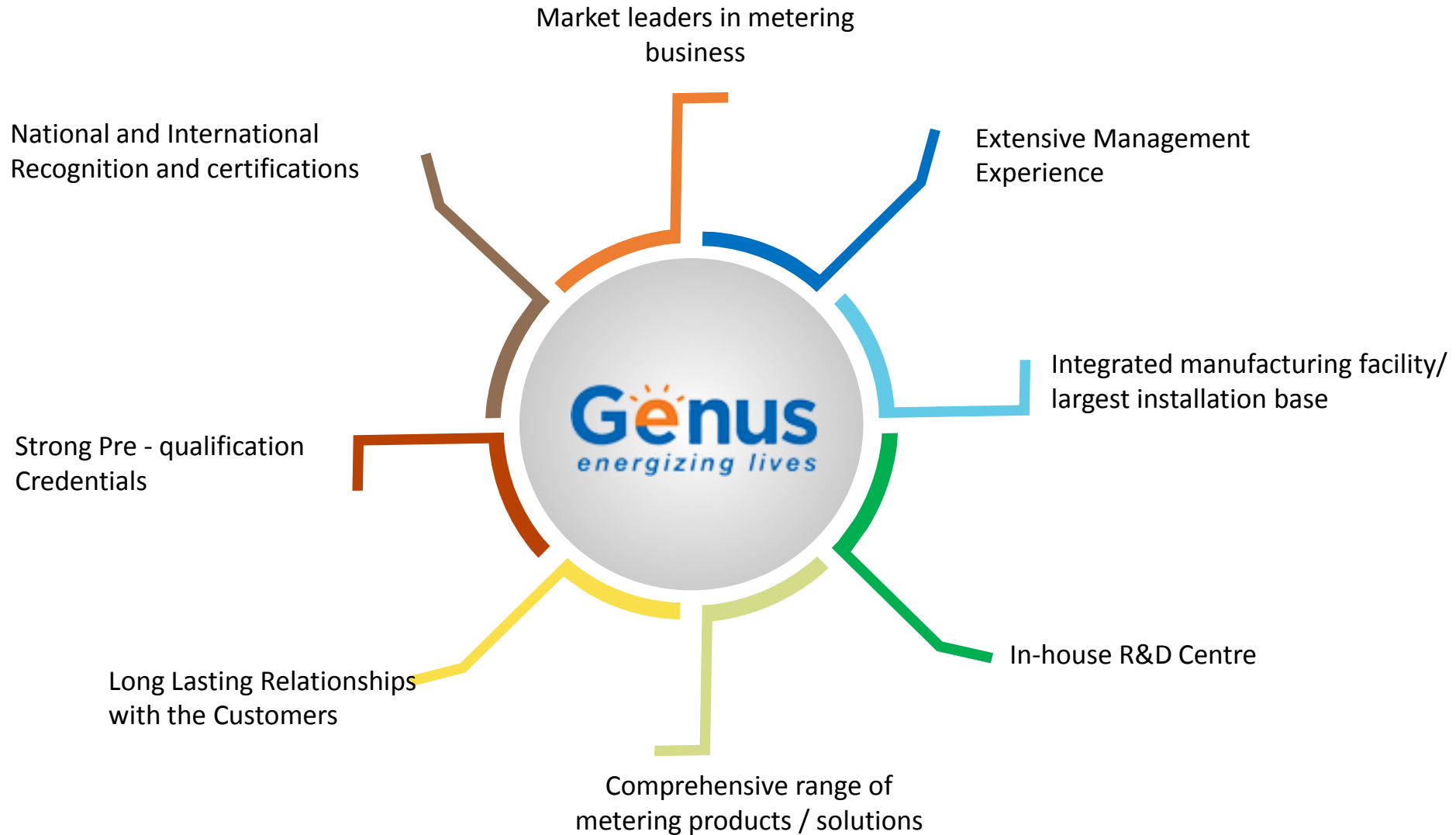
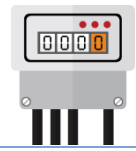
As consumers will be able to access the data on their mobile phones / tablets / PCs, they will be able to cut their expenses using simple strategies. For example not using water heaters or electric irons during peak hour

## What are Smart Meters ?

Smart meters are remarkably different from electronic meters. While electronic meters only measure the amount of utility used, a smart meter is used to measure the utility and then transmit the reading without any human intervention

- ✓ Allowing utilities to introduce different prices for different consumption during different season
- ✓ Control devices with two-way communication between the meter and the central system



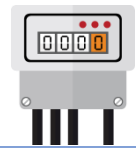


**First Indian Company to get BIS Certificate for Smart Meters**

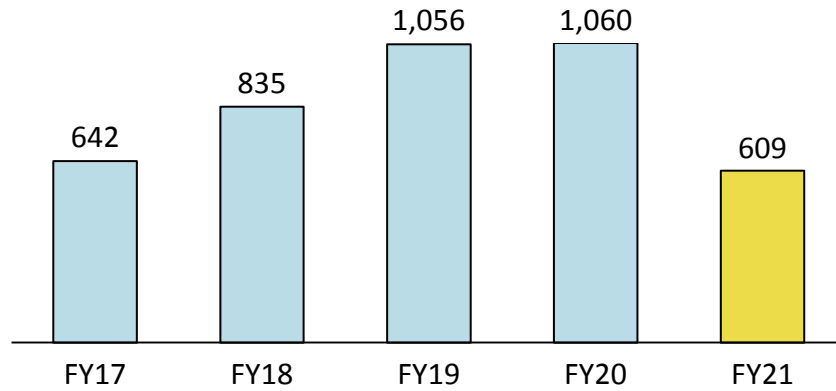


# Financial Performance

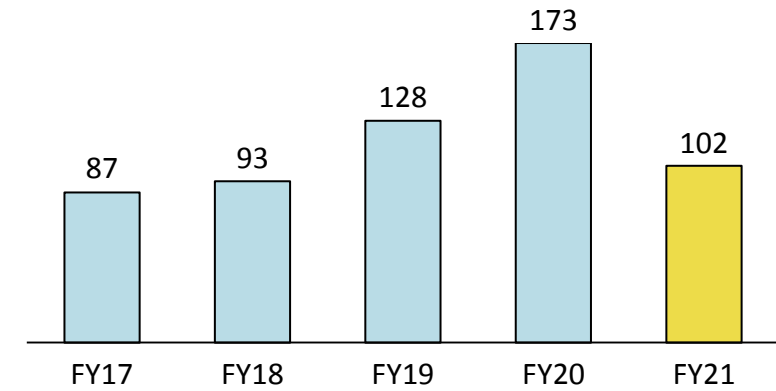




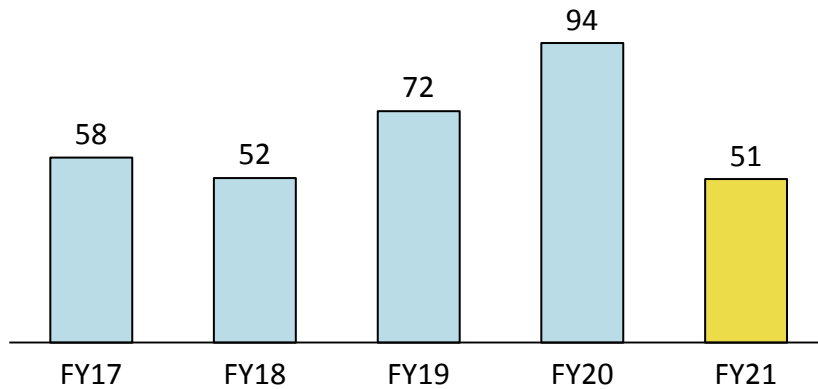
Revenue (Rs. Crore)



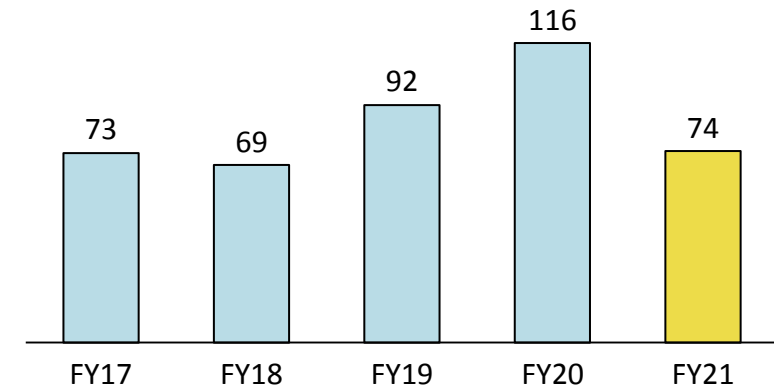
EBITDA (Rs. Crore)



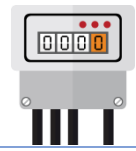
PAT (Rs. Crore)



Cash PAT (Rs. Crore)



# Standalone Profit & Loss Statement

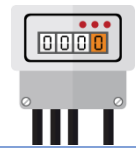


Particulars (Rs. Crores)	Q1FY22	Q1FY21	YoY	FY21	FY20	YoY
<b>Total Revenue</b>	<b>130.4</b>	<b>84.0</b>	<b>55.2%</b>	<b>608.6</b>	<b>1,060.4</b>	<b>-42.6%</b>
Cost of Material Consumed	79.8	54.0		350.2	664.0	
Employee Expenses	25.9	20.7		87.8	108.7	
Other Expenses	19.6	11.0		68.6	114.9	
<b>EBITDA</b>	<b>5.1</b>	<b>-1.7</b>	<b>N.A.</b>	<b>101.9</b>	<b>172.7</b>	<b>-41.0%</b>
<b>EBITDA (%)</b>	<b>3.9%</b>	<b>N.A.</b>		<b>16.7%</b>	<b>16.3%</b>	
Other Income	5.7	8.7		26.7	19.1	
Depreciation	5.1	5.4		21.8	22.2	
<b>EBIT</b>	<b>5.7</b>	<b>1.6</b>		<b>106.9</b>	<b>169.7</b>	<b>-37.0%</b>
<b>EBIT (%)</b>	<b>4.4%</b>	<b>2.0%</b>		<b>17.6%</b>	<b>16.0%</b>	
Finance Cost	5.7	6.8		24.5	32.7	
<b>Profit before Tax</b>	<b>0.1</b>	<b>-5.2</b>	<b>N.A.</b>	<b>82.4</b>	<b>137.0</b>	<b>-39.8%</b>
Tax	0.0	-1.8		31.3	43.3	
<b>Profit after Tax</b>	<b>0.1</b>	<b>-3.4</b>	<b>N.A.</b>	<b>51.2*</b>	<b>93.7</b>	<b>-45.4%</b>
<b>PAT (%)</b>	<b>0.0%</b>	<b>N.A.</b>		<b>8.4%</b>	<b>8.8%</b>	
<b>Cash PAT**</b>	<b>4.5</b>	<b>2.0</b>		<b>74.1</b>	<b>110.7</b>	<b>-33.1%</b>
<b>Cash PAT (%)</b>	<b>3.5%</b>	<b>2.4%</b>		<b>12.2%</b>	<b>10.4%</b>	
<b>EPS (in Rs.)</b>	<b>0.00</b>	<b>-0.13</b>		<b>1.99</b>	<b>3.64</b>	

\*Inclusive of Rs. 10.89 crore of reversal of excess tax provisions done by the company in previous period

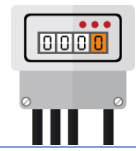
\*\*Cash PAT includes PAT + Depreciation + Deferred Tax.

As per IND-AS



ASSETS (Rs. Crores)	Mar-21	Mar-20	EQUITY AND LIABILITIES(Rs. Crores)	Mar-21	Mar-20
<b>Non-current assets</b>			<b>Equity</b>		
Property, plant and equipment	146.0	156.2	Equity share capital	25.7	25.7
Capital work-in-progress	0.1	0.8	Other equity	908.8	859.5
Right of Use Assets	15.0	15.8	<b>Total equity</b>	<b>934.5</b>	<b>885.3</b>
Intangible assets	1.6	1.3			
Investment in Associates	16.5	15.9	<b>Non-current liabilities</b>		
<b>Financial assets</b>			<b>Financial liabilities</b>		
Investments	78.0	76.2	Borrowings	7.5	23.3
Loans	28.8	28.7	Lease liabilities	0.0	0.3
Others	13.7	25.6	Other financial liabilities	9.1	11.0
Non-financial assets	8.1	11.6	Provisions	35.0	33.4
Deferred tax assets (net)	3.3	19.9	Government grants	3.9	4.6
			Net employee defined benefit liabilities	0.8	1.5
<b>Sub-total - Non-Current Assets</b>	<b>311.2</b>	<b>352.1</b>	<b>Sub-total - Non-current liabilities</b>	<b>56.4</b>	<b>74.1</b>
<b>Current assets</b>			<b>Current liabilities</b>		
Inventories	177.9	151.2	<b>Financial liabilities</b>		
<b>Financial assets</b>			Borrowings	187.0	223.9
Investments	134.8	102.6	Trade payables	166.0	200.4
Investment in trust	60.0	60.0	Lease liabilities	0.4	0.8
Loans	0.9	1.4	Other liabilities	13.2	10.3
Trade receivables	565.4	629.2	Government grants	0.7	0.7
Cash and cash equivalents	64.1	71.6	Net employee defined benefit liabilities	2.0	2.2
Other bank balances	50.6	34.4	Current tax liabilities (net)	2.7	2.8
Other financial assets	6.2	7.2	Provisions	12.4	12.5
Non-financial assets	24.8	29.8	Non-financial liabilities	20.3	26.5
<b>Sub-total - Current Assets</b>	<b>1,084.5</b>	<b>1,087.3</b>	<b>Sub-total - Current liabilities</b>	<b>404.8</b>	<b>480.0</b>
<b>TOTAL - ASSETS</b>	<b>1,395.7</b>	<b>1,439.3</b>	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>1,395.7</b>	<b>1,439.3</b>

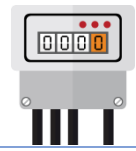
# Consolidated Profit & Loss Statement



Particulars (Rs. Crores)	FY21	FY20	Y-o-Y
<b>Total Revenue</b>	<b>608.6</b>	<b>1,060.4</b>	<b>-43%</b>
Cost of Material Consumed	350.2	664.0	
Employee Expenses	87.8	108.7	
Other Expenses	68.6	132.1	
<b>EBITDA</b>	<b>101.9</b>	<b>155.5</b>	<b>-34%</b>
<b>EBITDA (%)</b>	<b>16.7%</b>	<b>14.7%</b>	
Other Income	45.3	16.1	
Depreciation	21.8	22.2	
<b>EBIT</b>	<b>125.5</b>	<b>149.5</b>	<b>-16%</b>
<b>EBIT (%)</b>	<b>20.6%</b>	<b>14.1%</b>	
Finance Cost	24.5	32.7	
<b>Profit before Tax</b>	<b>101.0</b>	<b>116.8</b>	<b>-14%</b>
Tax	31.3	43.3	
<b>Profit before Associate</b>	<b>69.7</b>	<b>73.5</b>	<b>-5%</b>
<b>PAT %</b>	<b>11.5%</b>	<b>6.9%</b>	
Profit / Loss of Associates	-1.1	-0.9	
<b>Profit after Tax</b>	<b>68.6*</b>	<b>72.6</b>	<b>-6%</b>
<b>PAT (%)</b>	<b>11.3%</b>	<b>6.9%</b>	
<b>Cash PAT**</b>	<b>91.5</b>	<b>89.6</b>	<b>2%</b>
<b>Cash PAT (%)</b>	<b>15.0%</b>	<b>8.5%</b>	
<b>EPS (in Rs.)</b>	<b>2.98</b>	<b>3.16</b>	

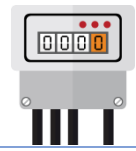
\*Inclusive of Rs. 10.89 crore of reversal of excess tax provisions done by the company in previous period

\*\*Cash PAT includes PAT + Depreciation + Deferred Tax.



ASSETS (Rs. Crores)	Mar-21	Mar-20	EQUITY AND LIABILITIES(Rs. Crores)	Mar-21	Mar-20
<b>Non-current assets</b>			<b>Equity</b>		
Property, plant and equipment	146.0	156.2	Equity share capital	23.0	23.0
Capital work-in-progress	0.1	0.8	Other equity	881.6	814.9
Right of Use Assets	15.0	15.8	<b>Total equity</b>	<b>904.6</b>	<b>837.9</b>
Intangible assets	1.6	1.3			
Investment in Associates	12.9	13.5	<b>Non-current liabilities</b>		
<b>Financial assets</b>			<b>Financial liabilities</b>		
Investments	78.0	76.2	Borrowings	7.5	23.3
Loans	28.8	28.7	Lease liabilities	0.0	0.3
Others	13.7	25.6	Other financial liabilities	9.1	11.0
Non-financial assets	8.1	11.6	Provisions	35.0	33.4
Deferred tax assets (net)	3.3	19.9	Government grants	3.9	4.6
			Net employee defined benefit liabilities	0.8	1.5
<b>Sub-total - Non-Current Assets</b>	<b>307.6</b>	<b>349.6</b>	<b>Sub-total - Non-current liabilities</b>	<b>56.4</b>	<b>74.1</b>
<b>Current assets</b>			<b>Current liabilities</b>		
Inventories	177.9	151.2	<b>Financial liabilities</b>		
<b>Financial assets</b>			Borrowings	187.0	223.9
Investments	168.3	117.6	Trade payables	166.0	200.4
Investment in trust	0.0	0.0	Lease liabilities	0.4	0.8
Loans	0.9	1.4	Other liabilities	13.2	10.3
Trade receivables	565.4	629.2	Government grants	0.7	0.7
Cash and cash equivalents	64.1	71.6	Net employee defined benefit liabilities	2.0	2.2
Other bank balances	50.6	34.4	Current tax liabilities (net)	2.7	2.8
Other financial assets	6.2	7.2	Provisions	12.4	12.5
Non-financial assets	24.8	29.8	Non-financial liabilities	20.3	26.5
<b>Sub-total - Current Assets</b>	<b>1,058.1</b>	<b>1,042.3</b>	<b>Sub-total - Current liabilities</b>	<b>404.8</b>	<b>480.0</b>
<b>TOTAL - ASSETS</b>	<b>1,365.7</b>	<b>1,391.9</b>	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>1,365.7</b>	<b>1,391.9</b>





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