

K.P. ENERGY LIMITED
CIN: L40100GJ2010PLC059169

KPEL/CC/JUNE/2019/153

June 03, 2019

To,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

Ref: **Scrip Code: 539686**

Sub: **Intimation of Con-call and Investor Presentation**

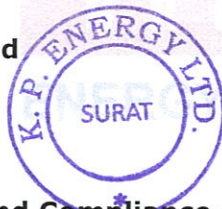
Dear Ma'am/Sir,

We are pleased to announce an introductory conference call to discuss the financial performance of company for the quarter and year ended on March 31, 2019. This call is scheduled on June 5, 2019 (Wednesday) at 4:00 PM (IST) with the management team of KP Energy Limited.

Details of the conference call and the investor presentation are attached below.

Kindly take the same on records,

For **K.P. Energy Limited**



Karmit Sheth
Company Secretary and Compliance Officer

Encl.: 1. Con-call details

2. Investor Presentation



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Phone: +91-261-2764757, **Fax:** +91-261-2774757

E-mail: info@kpenergy.in, **Website:** www.kpenergy.in

ISO 14001 : 2015, ISO 9001 : 2015 and BS OHSAS 18001 : 2007 Certified Company

BSE Listed Company



K.P. Energy Limited

Cordially invites you to the

Introductory Conference call

To discuss the financial performance for **Q4** and **FY 2019**

Day & Date: **Wednesday, June 5, 2019**

Time: **4:00 PM (IST)**

Dial In Information	
When using dial-in numbers mentioned below please do so 10 minutes prior to the conference schedule to ensure that you are connected to your call in time.	
Universal Dial In	+91 22 6280 1341 +91 22 7115 8242
Local Dial In Available all over India	+91-7045671221
International Toll Free	
Hong Kong	800964448
Singapore	8001012045
UK	08081011573
USA	18667462133
International Toll	
Hong Kong	85230186877
Singapore	6531575746
UK	442034785524
USA	13233868721

We look forward to your participation



www.kpgroup.co

KP ENERGY
Energy is here!

KP ENERGY LIMITED

Investor Presentation

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EXECUTIVE SUMMARY

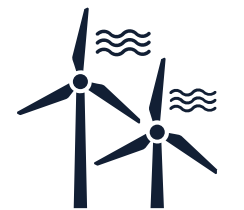
● KP Energy Limited is engaged in the business of providing complete balance of plants solutions, from concept till completion of a wind project.

● KP Energy Limited has an order book of 1031.5 MW, all to be executed in the state of Gujarat in the coming 3 years.

● This order books possesses a huge opportunity for KP Energy Limited. We are perfectly placed to capitalize on the growth of Indian Wind Energy space, especially in the state of Gujarat. Gujarat also holds 50%+ share in the recently auctioned (SECI + State) capacity, post FiT regime.



1,031.5 MW
order book



GUJARAT
holds 50% share
in the recently
auctioned
capacity

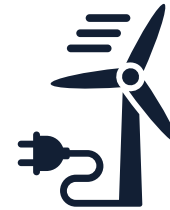


All additional
order book to be
executed in the
state of
GUJARAT
in the coming
3 years

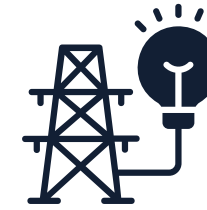
COMPANY SNAPSHOT



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



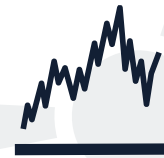
Order Book and
Business Pipeline
of **~1031.5 MW**
for coming 3 years



Team strength
of about
150+
members



GUJARAT
focused player



Migration from
BSE
SME to Main
Board

PROMOTER TEAM



Mr. Farukbhai Patel

Managing Director

- Mr. Patel started his career in 1994 with a venture in logistics and constructions. Under his leadership, KP Group has demonstrated success in variety of business.
- Mr. Patel is a founding promoter of the Company. He has completed Matriculation from Gujarat secondary and higher secondary education board. He has vast business experience .
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Mr. Ashish A Mithani

Chief Executive Director and Whole Time Director

- BBA from Shri N.R. Vekaria Institute of Business Studies.
- Mr. Mithani began his professional career in 1994 as an executive at Reliance Industries. Post that, he worked in various industries such as logistics, LPG infrastructure and then finally in Wind Energy in the year 2010.
- Mr. Mithani is a co-promoter, CEO and a Director of KP Energy. He has been instrumental in ushering the growth in the operations of the company.

CORE MANAGEMENT TEAM



Mr. Pankaj Shah

Sr. Vice President of Projects

- BE, Electricals from The Maharaja Sayagirao University of Baroda.
- Mr. Shah started his career with Paschim Vij Co. as junior engineer. He has 40+ years in the energy space.
- Supervising technical matters of all wind farm projects.



Mr. Umesh Bhatt

Vice President of Projects

- ME, Mechanical
- Mr. Bhatt was a Major in Indian Army from 1986 to 1993. Post which he worked as factory in-charge of Naveen Engineering Works for 10 years and then joined KP Group.
- Supervising technical matters of all wind farm projects



Mr. Manoj Mishra

General Manager

- Diploma in Mechanical, Diploma in Draughtsman Mechanical, Diploma in AutoCAD.I
- Mr. Mishra has 15 years of experience in Project Management, Fabrication Operations, Erection, Construction & Commissioning.
- He looks after specific projects sites allocated to him.

CORE MANAGEMENT TEAM



Mrs. Nilam Desai

Sr. Manager Planning & Coordination

- Diploma in Civil Engineering.
- Mrs. Desai has more than 24 years of work experience. She has previously worked in Shilpa Seva Architect and Bathani Architect firms.
- She looks after planning & coordination of business activities.



Mr. Chatrabhuj Rajpura

General Manager & Corporate Affairs

- Ph.D in Gandhi Vichar.
- Mr. Rajpara is one of the most experienced person in KP Energy Limited, he has extensive work experience of over 39 years.
- He looks after liasoning and relationship management at the project sites.



Mr. Karmit Sheth

Company Secretary & Compliance Officer

- Qualified Company Secretary from the Institute of Company Secretaries of India, Bachelor degree in Law and commerce (LLB and B.com) from Gujarat University.
- Mr. Sheth has 5 years of experience in secretarial and legal field.
- He looks after corporate law compliances, Listing Obligations and SEBI compliances, Legal drafting, Project Contracts and legal functioning.

CORPORATE HISTORY



2010

Incorporation as KP Energy Private Limited

2012

Alloted on a **total of 56 lease spots** at Ratdi, Baradia, Matalpar and Odedar

2013

Alloted **lease spots** at Kuchdi, Gujarat

2014

Executed **30 MW Joint Development Agreement** with Suzlon Energy at Ratdi

2015

Executed **31.50 MW and 30 MW Joint Development Agreement** with Suzlon Energy at Kuchdi and Matalpar respectively

CORPORATE HISTORY



2015

Commissioned **27.30 MW Wind Power Projects** from Ratdi and Baradia Wind Farm at Porbandar

2016

Initiated business of **IPP** with first **WTG of 2.1 MW**
Initial Public Offering through BSE SME Platform

2017

Commissioned **81.90 MW** nearly 3X of it's last year's performance

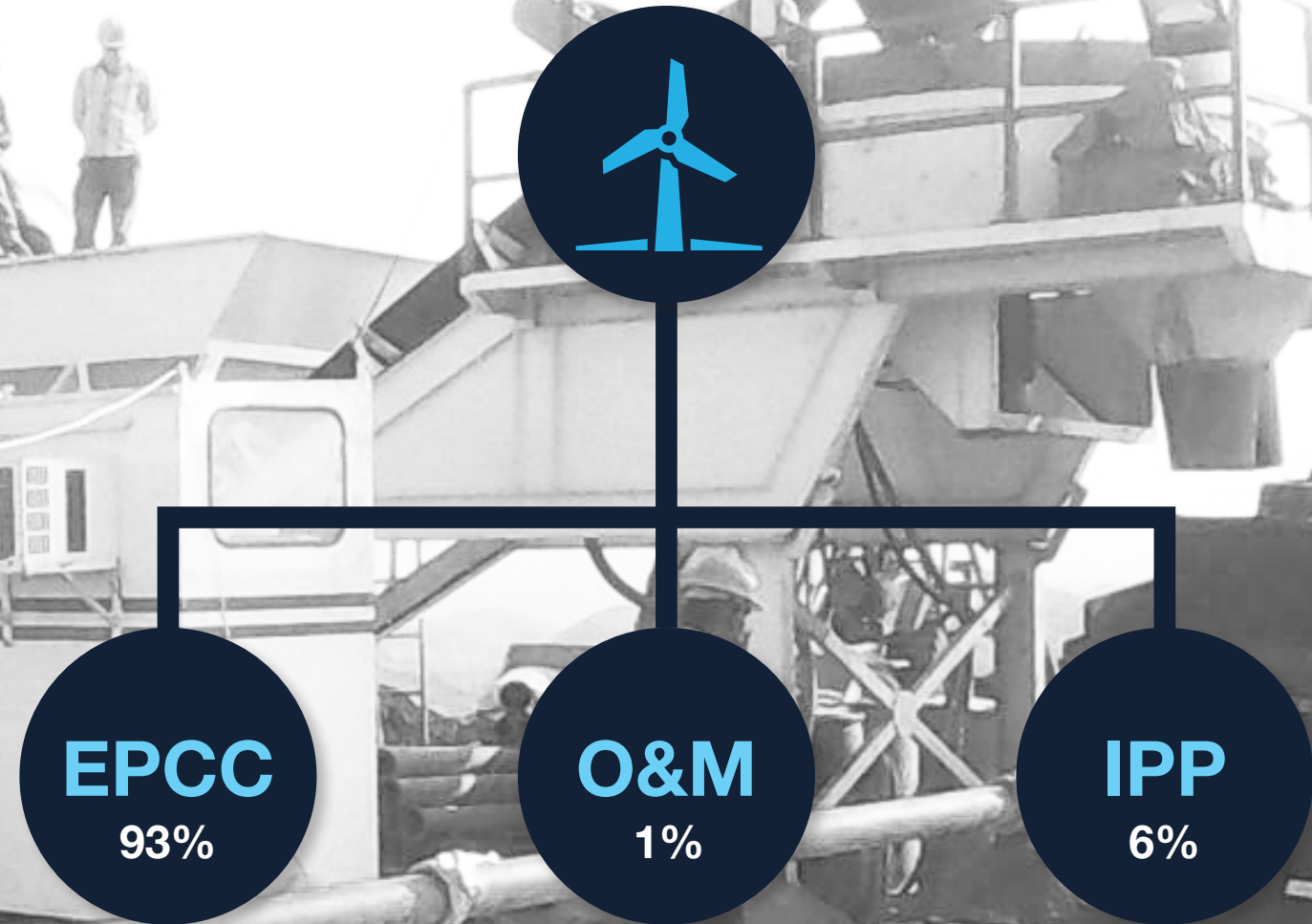
2018

Tied up with **GE Renewables India** for developing a **300 MW** wind power project at Kutch, Gujarat

BUSINESS OVERVIEW

KP Energy provides complete solution, from concept till completion, in the life-cycle of a Wind Project.

Our goal is to bring together all key shareholders of a wind project and ensure efficiencies of time, cost, quality and resources.



*revenue contribution as per 2019 (Audited)

EPCC BUSINESS MODEL

KP Energy provides one roof solutions for entire gamut of services for wind farm development. KP Energy develops utility scale wind power projects, providing complete end-to-end services.

Site Identification

Our key competence is identification of sites which is self sustainable

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

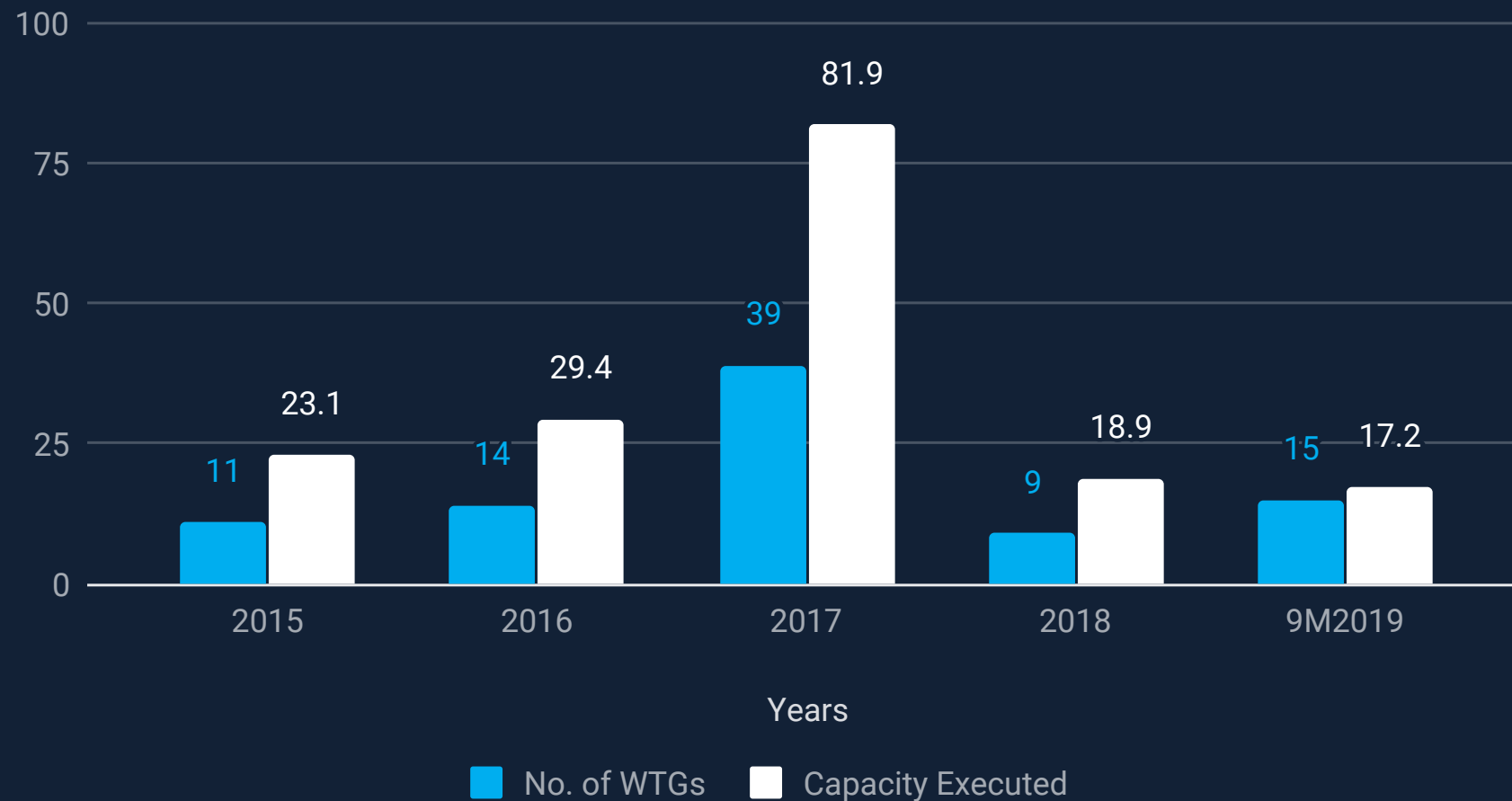
From idea generation to commissioning the final project

Operations & Maintenance

168 MW assets under purview

EXECUTION TRACK RECORD

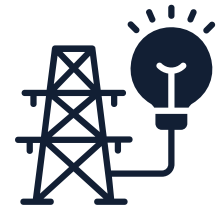
No. of WTGs and Capacity Executed



Key Execution figures for EPCC



170.5 MW+
capacity
energised till date
with an O&M
under preview



Power Evacuation
Capacity of
~214 MW



8+ years
of operating
history

GEORGRAPHICAL REACH



NAME OF THE PROJECT	COMMISSIONED CAPACITY	YEAR OF COMPLETION
Executed Projects		
Ratdi	33.60	2016
Matalpar	33.60	2016
Kuchchadi	50.40	2017
Kuchchadi	14.70	2017
Kuchchadi	4.20	2017
Mahuva- 1	29.40	2018
Mahuva	2.10	2018
Mahuva	2.50	2018
Under Execution Projects		
Gadshisha, Mandvi- Kutch	300	Sep-19
Mahuva- 2	31.50	Sep-19
Mahuva- 2, Kutch	300	2020-21
Dwarka	400	2020-21

O&M

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

RATIONALE

- Operations and Maintenance services for BoP portion of wind turbines add value to the core offering of KEPL i.e., EPCC.
- It assures client of uninterrupted service.
- Provides an annuity based revenue stream to KPEL.

O&M (Track Record)

Sr. No.	Site Name & PSS Details	Capacity in MW	Scope of Work	Start Year of O&M	Overall Availability
1	Matalpur Site: Shevdivadar 66/33kV SS	33.6 MW	Entire BoP OMS from x'mer to metering point at PSS	Since Jun'12	99.62%
2	Ratdi Site: Baradiya 66/33kV SS	33.6 MW	Entire BoP OMS from x'mer to metering point at PSS	Since Apr'14	99.55%
3	Kuchhdi Site: Degam 66/33kV SS	70 MW	Entire BoP OMS from x'mer to metering point at PSS	Since Nov'16	99.52%
4	Mahuva-1 Site: Vaghnagar 66/33kV SS	70 MW	Entire BoP OMS from x'mer to metering point at PSS	Since Mar'17	99.65%
	Total				

IPP

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

RATIONALE

- Having KPEL's own power generation assets at the same wind farms developed by us, assures clients regarding the merits of the site.
- It also provides an annuity based revenue stream to KPEL.
- KPE earns huge income from BoP/EPCC as we have EBDITA 21.01%. To avail Tax Break, we own Wind Turbine on which the Depreciation @ 40% p.a. offers us Tax Break.
- Typically Banks fund 75% of the Wind Turbine Cost. Hence 25% Internal Accrual that KPE deploys fetches best Efficiency of Capital.

CLIENTELE

Business model of company is designed to bring scalability in wind sector by serving clients in various domains, categorized as follows:

CAPTIVE USERS

- Colourtex Industries Pvt Ltd
- Surat Municipal Corporation
- M/s KPL International Ltd
- M/s Amrik Singh & Sons Crane Services Pvt Ltd

INSTITUTIONAL INVESTMENT PROGRAMS

IPPs

- Gujarat Industries Power Company Ltd (GIPCL)
- Gujarat Alkalies and Chemicals Ltd (GACL)
- Torrent Power & ReNew Power Limited

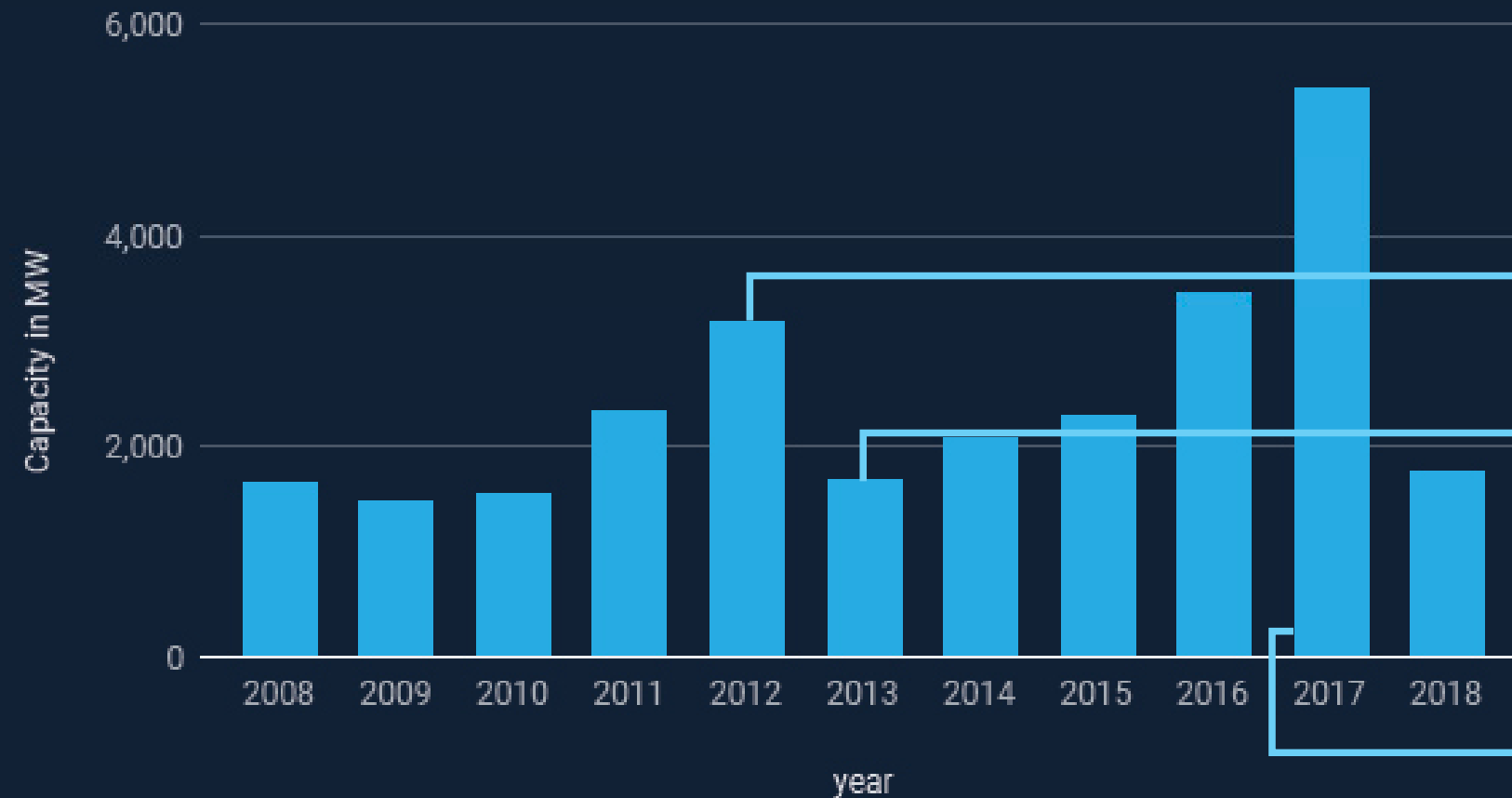
OEMs

- Suzlon Energy Limited
- GE India Industrial Private Limited

INDUSTRY

Indian Wind Energy- Decade before 2017 Summary

Indian Annual Installed Wind Capacity (MW) 2008-18



- Wind Power constitutes over 10% of the total power generation installed capacity in India as of FY18.
- While contributing 49% to the renewable energy capacity for over 10.3% of the total power generated in India in FY18.

FY12- Withdrawal of Accelerated Depreciation & Generation Based Incentives.

FY13- Reintroduction of Accelerated Depreciation & Generation Based Incentives.

FY17- Feed-in-Tariff to Auction based regime.

AUCTION REGIME

AUCTION VOLUME (MW)

SECI 1	Feb' 2017	1,050
Tamil Nadu	Aug' 2017	500
SECI 2	Oct' 2017	1,000
Gujarat	Dec' 2017	500
SECI 3	Feb' 2018	2,000
Maharashtra	Mar' 2018	500
SECI 4	Apr' 2018	2,000
NTPC	Aug' 2018	1,200
Hybrid 1	Dec' 2018	800
Total		10,750

AUCTION VOLUME (MW)

SECI 6 (Bid Submission)	Feb' 2019	1,200
Hybrid 2 (Announced)	Jan' 2019	1,200
SECI 7 (Announced)	Feb' 2019	1,200

~ 5,500 MW (50%+) of auctioned capacity coming up in Gujarat alone.

INDIAN WIND ENERGY (Post FIT Regime)

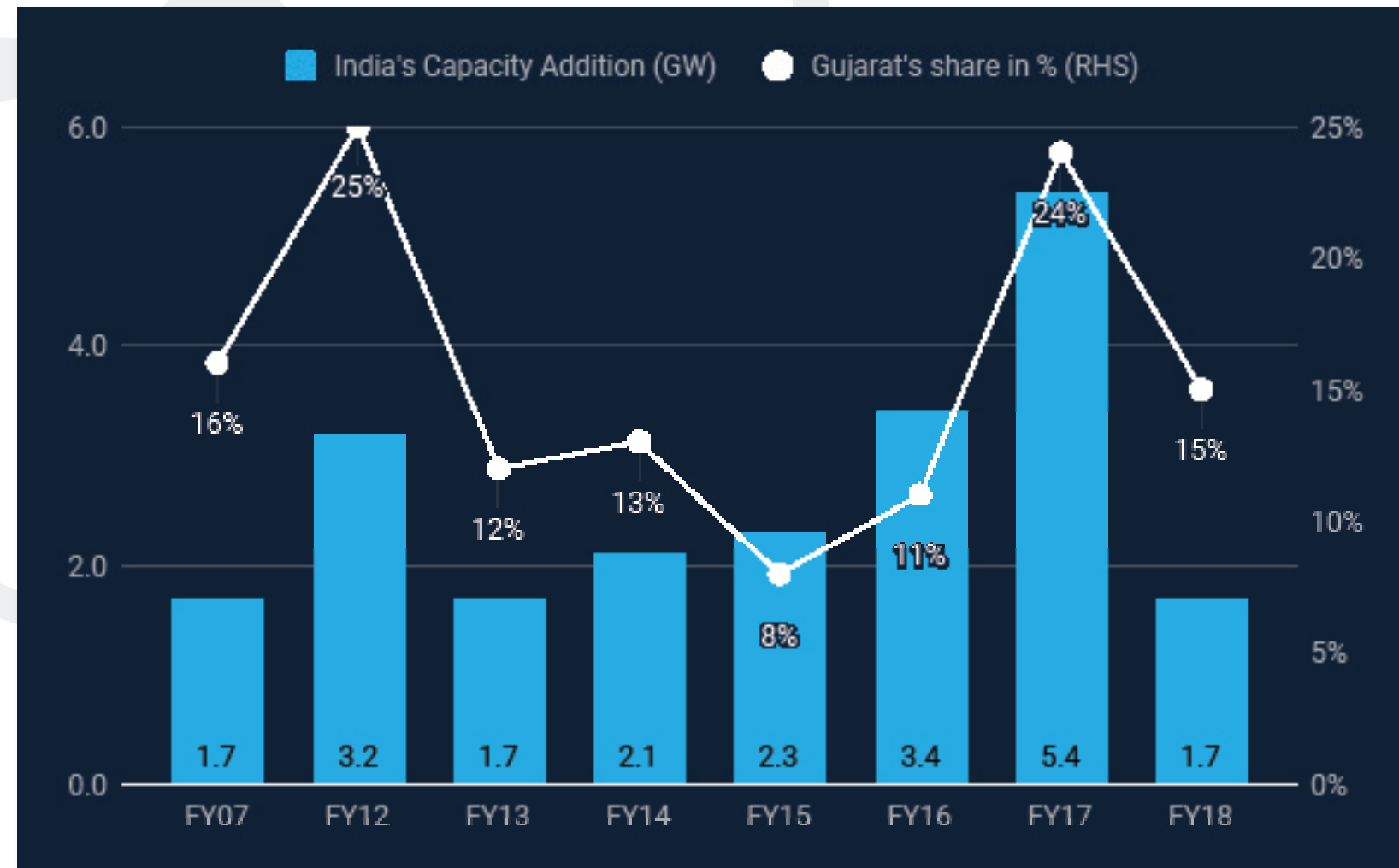
QUANTUM OF AUCTIONS TO QUANTUM OF BUSINESS

YEAR	MW E*	NUMBER OF WTGs (@ 2.5/ WTG)	BoP REVENUE	BoP REVENUE FOR GUJARAT (AT 40% M SHARE)
FY19E	2,000	800	2,400	960
FY20E	8,000	3,200	9,600	3,840
FY21E	11,000	4,400	13,200	5,280

AUCTIONED CAPACITY POST FIT	GJ's SHARE	NUMBER OF WTGs (@ 2.5/ WTG)	BoP REVENUE E* GUJARAT
10,750	~5,500	2,200	6,600

GUJARAT'S RISING SHARE IN WIND

Gujarat's rising share in wind energy



* Source- CRISIL Research

- Factors like: healthy DISCOMS, vast potential sites makes Gujarat one of the most attractive states for wind energy in India.
- This has led to rise in Gujarat's share of the total installed capacity in India.

BALANCE SHEET SUMMARY (consolidated)

(Rs. in Lakhs)

PARTICULARS	2014	2015	2016	2017	2018	2019
Total Non-Current Assets	88.02	985.19	2,558.78	6,831.93	9,929.42	9,375.29
Total Current Assets	956.20	918.67	1,743.16	3,575.99	4,511.65	8,545.74
Total Non-Current Liabilities	353.04	471.20	1,232.64	3,939.86	5,380.93	4,035.66
Total Current Liabilities	590.82	938.03	1,408.99	3,180.02	4,953.75	7,902.55
Total Shareholder Fund	100.35	494.60	1,658.83	3,286.53	3,474.35	5,982.82

INCOME STATEMENT SUMMARY (consolidated)

(Rs. in Lakhs)

PARTICULARS	2014	2015	2016	2017	2018	2019
Total Revenue	947.06	2,703.35	4,150.26	11,302.52	6,023.75	15,888.36
Total Expenses	903.73	2,266.87	3,362.02	8,702.94	5,645.38	13,397.46
EBITDA	70.23	491.08	964.73	2,932.99	1,008.69	3,338.77
Profit Before Tax	43.33	436.49	788.23	2,609.68	378.15	2,490.90
Profit After Tax	29.86	294.25	520.23	1,689.44	187.82	1,943.68

CASHFLOW STATEMENT SUMMARY (consolidated)

(Rs. in Lakhs)

PARTICULARS	2014	2015	2016	2017	2018
Cash Flow from Operations	7.96	784.93	395.86	3,601.09	1,544.1
Cash Flow from Investing Activities	(44.43)	(902.98)	(1,631.31)	(4,384.97)	(2,790.78)
Cash Flow from Financing Activities	(40.56)	196.01	1,295	830.28	1,903.24
Net (decrease)/increase in Cash & Cash Equivalents	(77.03)	77.97	59.56	46.4	656.57
Cash & Cash Equivalents at the end of the year	12.75	90.71	150.26	196.66	853.22

BUSINESS PIPELINE

Name of the Project	Project Partner	Total Capacity (Planned)	Number of WTGs	Tentative year of Completion	Grid
Gadshisha, Mandvi- Kutchh	GE India Industrial Pvt. Ltd.	300	120	Sep-19	ISTS
Mhuva-2	Consortium with Evergreen Power Maritius (IPP)	31.5	15	Sep-19	State
Mandvi-2, Kutchh	IIP (Under Confidential due diligence)	300	200	2020-21	ISTS
Dwarka	Sidhpur Windfarms (Under Negotiations)	400	148	2020-21	ISTS
		1,031.5	403		

CONTACT US



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