K.P.I. GLOBAL INFRASTRUCTURE LIMITED

CIN: L40102GJ2008PLC083302



Date: August 7, 2020

KPI/INV-PPT/AUG/2020/92

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

Scrip Code: 542323

Sub.: Investor Presentation/Key highlights of FY20 performance

Dear Sir,

Apropos the captioned subject, please find attached herewith the Investor Presentation along with the key highlights of the FY20 performance of the Company.

This is for your information and records.

Thanking You,

Yours faithfully,

For K.P.I. Global Infrastructure Limited

laju Upadhyay

Company Secretary & Compliance Officer





INVESTOR PRESENTATION

BSE – KPIGLOBAL - 542323 www.kpiglobal.kpgroup.co

Inside the document

1. FY20 Highlights

- i. Operational Highlights
- ii. Financial Highlights
- iii. Management Comments
- iv. Impacts from CoVID-19

2. Corporate Profile

- i. Introduction & Snapshot
- ii. Corporate Ethos
- iii. Management Team

3. Business Model

- i. Business Segments
- ii. IPP
- iii. CPP
- iv. Industrial Plot Sale
- v. Our Strengths
- vi. KPI Going Forward
- vii. Orderbook

4. Solar Space

- i. Solar is the future
- ii. Driving factors
- 5. Market Statistics
- 6. Get in touch & Disclaimer

FY20 Operational Highlights

01/34

Section: FY20 Highlights INDEPENDENT POWER PRODUCER (IPP)

Capacity Additions:

25.762 MW,

up 172%

Cumulative Capacity:

40.762 MW

POWER GENERATION

Units generated FY20 :

4.61 Cr Units,

up 147% y-o-y

Units generated FY19 :

1.87 Cr Units

Portfolio CUF:

19.10% on a portfolio of 40.762 MW

CAPTIVE POWER PRODUCER
(CPP) SALES

Capacity Executed:

3.12 MW

Cumulative Capacity Executed :

6.20 MW

COMPANY PROFILE

INDUSTRY AND MARKET

(Rs. in crores)

Standalone Profit & Loss

| Particulars | FY20 | FY19 | FY18 |
|-------------------------------|-------|-------|-------|
| Revenue from Operations | 59.28 | 34.51 | 31.56 |
| Total Income | 59.55 | 34.62 | 31.60 |
| Total Operating Expense | 39.64 | 23.66 | 21.03 |
| EBITDA | 27.32 | 21.17 | 18.60 |
| Interest Cost | 7.84 | 3.87 | 2.98 |
| Depreciation and Amortisation | 7.49 | 4.47 | 8.08 |
| Profit before Taxes | 11.99 | 12.83 | 7.54 |
| Profit After Taxes | 6.50 | 8.90 | 7.39 |

02/34

Section: FY20 Highlights

▲ 32.02%

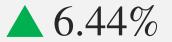
Revenue from Operations

3 years' CAGR



EBITDA

3 years' CAGR



Profit After Taxes

3 years' CAGR

COMPANY PROFILE

INDUSTRY AND MARKET

Standalone Balance Sheet

(Rs. in crores)

| Particulars | FY20 | FY19 | FY18 |
|-------------------------|--------|--------|--------|
| Shareholders Fund | 98.06 | 99.04 | 49.29 |
| Non Current Liabilities | 124.49 | 43.84 | 45.58 |
| Current Liabilities | 75.91 | 18.36 | 12.44 |
| Total | 298.46 | 161.24 | 107.31 |
| Non Current Assets | 217.05 | 102.58 | 82.67 |
| Current Assets | 81.41 | 58.66 | 24.64 |
| Total | 298.46 | 161.24 | 107.31 |

03/34

Section: FY20 Highlights Investor Presentation March 2020 FINANCIAL HIGHLIGHTS

COMPANY PROFILE

INDUSTRY AND MARKET

(Rs. in crores)

Standalone Cash Flow Statement

| Particulars | FY20 | FY19 |
|--|---------|--------|
| Cash Flow from Operating Activities | 30.24 | -17.06 |
| Cash Flow from Investing Activities | -109.25 | -15.14 |
| Cash Flow from Financing Activities | 87.30 | 33.07 |
| Net increase/(decrease) in cash and cash equivalents | 8.29 | 0.87 |
| Cash and cash equivalents at the beginning of the year | 1.99 | 1.12 |
| Cash and cash equivalents at the end of the year | 10.28 | 1.99 |

04/34

Section: FY20 Highlights

COMPANY PROFILE

INDUSTRY AND MARKET

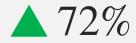
(Rs. in crores)

Consolidated Profit & Loss

| Particulars | FY20 | FY19 | FY18 |
|-------------------------------|-------|-------|-------|
| Revenue from Operations | 59.28 | 34.51 | 31.56 |
| Total Income | 59.55 | 34.62 | 31.60 |
| Total Operating Expense | 39.72 | 23.66 | 21.03 |
| EBITDA | 27.24 | 21.17 | 18.60 |
| Interest Cost | 7.84 | 3.87 | 2.98 |
| Depreciation and Amortisation | 7.48 | 4.47 | 8.08 |
| Profit before Taxes | 11.92 | 12.83 | 7.54 |
| Profit After Taxes | 6.44 | 8.90 | 7.39 |

05/34

Section: FY20 Highlights



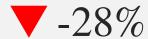
Revenue from Operations

YOY growth



EBITDA

YOY growth



Profit After Taxes

YOY growth

This was on account of change in Depreciation method & deferred Tax effect.

COMPANY PROFILE

INDUSTRY AND MARKET

Consolidated Balance Sheet

(Rs. in crores)

| Particulars | FY20 | FY19 |
|-------------------------|--------|--------|
| Shareholders Fund | 98.00 | 99.04 |
| Non Current Liabilities | 124.47 | 43.84 |
| Current Liabilities | 75.91 | 18.36 |
| Total | 298.38 | 161.24 |
| Non Current Assets | 215.97 | 102.58 |
| Current Assets | 82.41 | 58.66 |
| Total | 298.38 | 161.24 |

06/34

Section: FY20 Highlights

COMPANY PROFILE

INDUSTRY AND MARKET

(Rs. in crores)

Consolidated Cash Flow Statement

| Particulars | FY20 | FY19 |
|--|----------|---------|
| Cash Flow from Operating Activities | 39.87 | (17.06) |
| Cash Flow from Investing Activities | (118.78) | (15.14) |
| Cash Flow from Financing Activities | 87.30 | 33.07 |
| Net increase/(decrease) in cash and cash equivalents | 8.39 | 0.87 |
| Cash and cash equivalents at the beginning of the year | 1.99 | 1.12 |
| Cash and cash equivalents at the end of the year | 10.37 | 1.99 |

07/34

Section: FY20 Highlights

COMPANY PROFILE

INDUSTRY AND MARKET

Ratios



Gross Profit Margin



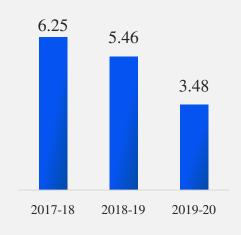
Operating Profit Margin



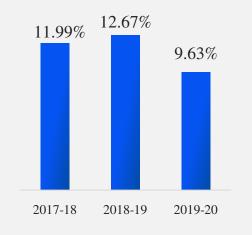
EBITDA Margin

08/34

Section: FY20 Highlights



Interest Coverage Margin



Return on Capital Employed



Return on Equity

• The Financial year 2019-20 has been an

of revenue contribution from its key

extremely exciting one for the company

with its core businesses adding momentum.

KPIGIL seen a gradual and steady increase

segment-Solar Power sale business. When

the industry saw slowdown in installation

growth leading to lowest growth in solar

power generation in past six years, our

company registered substantial increase in

generation due to addition of 25 MW to our

existing portfolio of solar power plant in the

3rd guarter of the FY 2019-20. Our capacity

40 MW leading to 150 % growth in our power

increased by 2.6 times from 15 MW to

generation revenue, which was major

contributor to our overall YoY revenue

to our overall revenue this year and is

expected to continue in future.

growth of 72 %. The contribution of power

sale segment provides the strong stability

Management commentary

09/34

Section: FY20 Highlights

> Our solar power plant sale segment also showed substantial growth of 52% YoY registering highest sales in the segment since the advent of this segment. Though

- we expected further increase in this segment, but due to overall pandemic situation in the couple of months of last quarter the momentum of our growth slowed marginally, which is expected to cover up in the coming quarters of next financial year.
- As stated in our HY key highlights, the company has cautiously taken steps toward reduction in sale of Industrial plot business segment and shifts its focus more toward sustainable segments (Power Sale & Power plant sale). Thereby there was a decline of 5% in our plot sale segment.
- The company registered remarkable growth of 78 % in the absolute operating profits and thereby was able to marginally improve its strong operating profitability margin to 46%. In-spite of reduction in plot sale business which was major contributor in profitability in the past years, the company was able to maintain its strong profitability trajectory. The increase in power sale segment, which has high profit margins, not only compensated toward the

- reduction in profits from plot sale segment, but also provided long term sustainability to our revenue and profits.
- Net profit after tax of the company decreased due to impact of deferred tax on account of higher depreciation as per Income Tax Act, but were able to record healthy operating profit.
- The company had wisely decided to opt for tax regime under the new section (115BAA) which was introduced through Taxation ordinance 2019. Under this section company does not have to pay any tax this year on account of heavy depreciation due to substantial addition to fixed assets. The long term vision to add capacity to its owned power plant will help the company to take the benefits of depreciation under this section in coming years and is expected to surpass the forgone MAT credit it had earned in the past.

COMPANY PROFILE

INDUSTRY AND MARKET

Coping up with COVID-19

GENERAL OPERATIONS

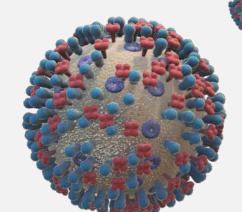
- Electricity generation has been unaffected due to COVID-19.
- There was some impact on Electricity off-take but nothing detrimental.
- No major impact as solar power units gets first set-off against consumption as per solar policy.
- Receiving regular monthly payments from clients, no major delay in payments.

PROJECTS UNDER-CONSTRUCTION

- All construction activity was mandatorily suspended from March 24, 2020 as per the sweeping lockdown announced by GOI. Construction activity is resumed presently.
- All projects in hand were almost completed, hence no cost overruns.
- Some revenue with respect to CPP Segment was deferred and could not be booked in FY2019-20, due to unmet project completion milestones.
- Outlook for business development, in CPP, has taken a dip given the slowdown in business environment due to COVID-19 and a deferral in CAPEX plans of our clients.

FINANCIAL IMPACT & RESOURCES

- The company does not foresee any strain on its financials due to this pandemic.
- No material Impact on sale of power business whereas marginal impact on receivables from CPP segment.
- No major impact experienced on the access of capital for future IPP projects, only minor operation delays due to shutdown of workplaces.



10/34

Section: FY20 Highlights

Corponate Profile

- INTRODUCTION & SNAPSHOT
- ii. CORPORATE ETHOS
- iii. MANAGEMENT TEAM



COMPANY PROFILE

INDUSTRY AND MARKET

About KPI Global

12/34

Section:
Corporate Profile

KPI Global Infrastructure Ltd KPI Global Infrastructure (KPI) is a multi-dimensional solar energy player, with interest in power generation as an IPP, turnkey solutions for CPP and O&M services. All the services are rendered under the brand name of 'Solarism'.

Incorporated in 2008 and listed in 2019, KPI is part of the KP Group established in 1994 (Surat, Gujarat) which has interests in Solar Energy, Wind Energy (BSE: KPEL) Telecom Infrastructure among others; with a total turnover of INR 2.5+ billion.

Long-term focused PPA Portfolio (15 year+)

Dedicated power evacuation infrastructure for 100% portfolio

~7.48 MW

CPP Order-book of ~7.48 MW

6.20 MW

Cumulative capacity energised for CPPs



Gujarat-focused portfolio

85%

85% of PPAs with AA- or higher rated counter-parties



Solar power generation portfolio of 40.76 MW

COMPANY PROFILE

INDUSTRY AND MARKET

Corporate Ethos

VISION

"Power India by the power of Nature"

13/34

Section: Corporate Profile

MISSION

Our goal is to accelerate the adoption of solar technology across India to conserve our environment and provide an environmentally friendly & sustainable power supply. For this we develop sustainable solar renewable energy generating models for our customers & thereby transit them from fossil fuel energy to Solar energy.

VALUE

Ethical, Transparent, Equal-Opportunity to all, Diversity (gender, geography, religion, language, etc.), Respect for the individual, Teamwork, passion, Environmentalism, Integrity, Loyalty, Commitment

Management Team

14/34

Section: Corporate Profile

KPI Global Infrastructure I td



MR. FARUK G PATELChairman & Managing Director

founding promoter of our company. He is one of the highly acclaimed entrepreneurs and visionary corporate leaders in the renewable energy sector. His business journey started by a small venture, engaged in logistic and then moved on to construction and infrastructure, finally forayed into Renewable energy business, thereby becoming the promoter & founder member of KP Group of companies. . KP Group of Companies are engaged into various businesses mainly Solar, Wind, Fabrication and Galvanising and so on. During his entire business career, he has always emphasized upon pecuniary as well as the social objectives, pursuant to which he has earned fame and social acclamation from the community and the fraternity. Considering his achievements and contributions made by him, he has also been awarded as 'Legends of Surat 2018' by Gujaratmitra, 'The Leaders Award 2019' by Mantavya News and also 'Business Icon 2018' by Times Group.



MRS. BHADRABALA D JOSHI
Director

Mrs. Joshi has done his B. Pharm from Gujarat University and LLB from South Gujarat University.

Mrs. Joshi has been an Advocate on the state roll maintained by The Bar Council of Gujarat. At present, she is one of the panel members of Approved Advocates of Nationalized Banks, in Surat, such as IDBI, Dena Bank, Canara Bank, Central Bank of India, Syndicate Bank, and Punjab National Bank.

She has been serving as Director on the board of the company since January 2018

Management Team

15/34

Section: Corporate Profile

KPI Global Infrastructure Ltd



MR. SHAHEEDUL HASAN
Chief Operating Officer

Mr. Hasan, has been actively and efficiently dealing and handling all the verticals and segments of the operational units of our organizations. He also looks after project implementation and execution with the utmost accuracy. He has a Bachelor's degree in Science (Engineering) from internationally acclaimed Aligarh Muslim University. He has a rich work experience of more than 30 years in R&D, telecom, and solar industries. In the past, he has been associated with reputed organizations like ISRO as a Scientist, Siemens, Tata Telecom, Airtel, Aircel. Before joining KP Group he was Vice President and CTO in Reliance Communications Limited.



MR. RAJNIKANT H SHAH
Director

Mr. Rajnikant H. Shah, Director of the Company, is also chairman of Shreeji Group of Companies and also holds strong presence in the Cement Industry, Construction and Land Development, Automobile Industry and other businesses. He is also socially engaged and an active member of President of Khadaita Bandhu Samaj, Sunat City Gymkhana (A Respected Sport Club in Sunat), Lalbhai Contractor Stadium, Chamber of Commerce and Industry, etc. He has completed B.Com from Barfiwala College, Sunat.



MR. SALIM YAHOO
Chief Financial Officer

Mr. Yahoo is responsible for heading, managing, and controlling all the accounts & financial functions of the company. He brings vast work experience and expertise of more than 22 years in the fields of finance and accounts. He has been instrumental in establishing fiscal discipline in the company and unparalleled confidence in the team by utilizing his sound financial & analytical skills, and advisory intellect. He holds a Bachelor's degree in Commerce from the University of Mumbai and also a Diploma in Business & Administration from Symbiosis center for distance learning. In the past, he has worked with CRISIL Limited as Director – Rating MCG, HDFC Bank, Axis Bank, Bajaj Alliance Insurance Company Limited, Bombay Mercantile Co-Operative Bank, among others.

Management Team

16/34

Section: Corporate Profile

KPI Global Infrastructure Ltd



MR. MOH. SOHIL YUSUFBHAI DABHOYA

Whole Time Director

Mr. Dabhoya supervises overall business and specifically the sales, marketing & administration department of the company. His skills include problem-solving, decision making, management, leadership, excellent communication, and negotiation skills. He has a B.Com degree from Veer Narmad South Gujarat University and MBA from the well-known Sikkim Manipal University. His work experience has been very vast and versatile. he has been engaged with the company for more than 12 years.



MR. CHANDRAVADAN RAVAL
Vice President (Projects))

Mr. Chandravadan Ravall heads execution of the Projects of our Company and is technically extremely sharp with deep understanding in his field. He has 35 years of experience in the field of Electrical Engineering and administration of all the activities of distribution licensee. He holds Bachelor degree in Electrical Engineering from Saurashtra University, Rajkot, (Gujarat), associated with DGVCL (Dakshin Gujarat Vij Company Limited), a subsidiary company of formerly known as Gujarat Electricity Board (GEB) the Government of Gujarat Undertaking, as a Superintending Engineer (SE). During his tenure with DGVCL, he has headed various fields in Southern Gujarat region in the industrial, rural and urban



MS. RAJVI UPADHYAY
Company Secretary &
Compliance Officer

Ms. Rajvi Upadhyay has been responsible to head, manage, look after and channelize at the Secretarial functions and statutory compliances of the Company. She plays very pivotal role of building up the long lasting and trustworthy relationship between the company and the stake holder. She has completed B.Com (Honours with Finance) from Veer Narmad South Gujarat University and also a qualified Company Secretary from the Institute of Company Secretaries of India. Prior to Joining our Company, she had worked and served GTPL DCPL Private Limited as a Company Secretary.

Busines Model

- i. Business Segments
- ii. IPP
- iii. CPP
- iv. Industrial Plot Sale
- v. Our Strengths
- vi. KPI Going Forward
- vii. Orderbook



COMPANY PROFILE

INDUSTRY AND MARKET

Business Segments

18/34

Section: Business Model

Sale of Industrial Plots(for turnkey projects) **BUSINESS** sales contribution **SEGMENTS** in FY20 CPP - CAPTIVE **POWER PRODUCER** 44% IPP - INDEPENDENT sales contribution in FY20 **POWER PRODUCER** 47% sales contribution in FY20

IPP – Independent Power Producer

KPI is primarily engaged in the generation & sale of solar energy, as an Independent Power Producer, under its brand 'Solarism'.

The company sells clean energy directly to third parties through long-term bilateral agreements, under the open access policy.

These PPAs are priced at a discount to prevailing DISCOM rates, usually ~7% lower, creating a win-win situation for the company and its clients, most of which are energy-intensive industries.

HIGHLIGHTS OF IPP PORTFOLIO

19/34

Section:
Business Model

~ 41 MW

Solar portfolio

5.46 kWh / m2 / day

Solar Radiation

(Source: Actual Measured data from Solarism Site)

100% portfolio equipped with dedicated power evacuation

20% CUF

5 years average

Single-site portfolio

~ **8 MW** additional PPA signed



Investor Presentation FINANCIAL HIGHLIGHTS COMPANY PROFILE INDUSTRY AND MARKET March 2020 2020 Successfully commissioned Additional 25MW of capacity by aggregating 40.762MW under Independent Power Purchase (IPP) category IPP – 2019 --2019 Independent Successfully commissioned 15MW of capacity in Phase-1 under Independent Power Purchase (IPP) category Power 2018 Received GEDA Registration Certi cate Signed Facility Agreement with Power Producer for developing next 25 MW Solar Power Finance Corporation Ltd (PFC) to part Finance 25MW solar project Capacity at Solarism site 2017 --2017 Signing of MOU with Government of Gujarat in Vibrant Received GETCO approval for laying of Gujarat 2017 for next 20MW. Received GETCO second circuit on 66 KV Transmission approval for next 15 MW (Total 30 MW) evacuation line using Panther Conductor 20/34 2015 2015 Signing of MOU with Government of Gujarat in vibrant Gujarat 2015 for next 15MW Section: **Business Model** 2014 2014 Start of 66KV Transmission Line construction for power evacuation 2013 --MOU signed with Government of Gujarat in Vibrant Gujarat 2013 for 15MW of Solar Power Plant KPI Global

Infrastructure Ltd

COMPANY PROFILE

INDUSTRY AND MARKET

IPP – Independent Power Producer

21/34

Section: Business Model

UNITS GENERATED, 5 YEAR CHART



SOLARISM PLANT



100% PPAs

with Investment Grade rated counter-parties.

IPP Clientele

MAFATLAL INDUSTRIES LIMITED



LARSEN &
TOUBRO
LIMITED



MEGHMANI ORGANICS LIMITED



COLOURTEX
INDUSTRIES
PRIVATE
LIMITED



Business Model UPL LIMITED



BEST PAPER
MILLS LIMITED



KPI Global Infrastructure Ltd

22/34

Section:

Investor Presentation March 2020 FINANCIAL HIGHLIGHTS

COMPANY PROFILE

INDUSTRY AND MARKET

IPP Clientele

23/34

Section: Business Model

KPI Global Infrastructure Ltd

| COUNTER PARTIES | CAPACITY (MW) | PPA TENURE |
|---|------------------|----------------------------------|
| Mafatlal Industries Ltd | 2.587 | 3 years extendable upto 15 years |
| Best Paper Mill Ltd (unit 1) | 1.250 | 3 years extendable upto 15 years |
| Best Paper Mill Ltd (unit 1) | 2.000 | 3 years extendable upto 15 years |
| Meghmani Organics Ltd | 1.250 | 3 years extendable upto 15 years |
| Meghmani Organics Ltd | 1.350 | 3 years extendable upto 15 years |
| Meghmani Organics Ltd | 2.000 | 3 years extendable upto 15 years |
| Larsen & Turbo Ltd – HE (East) | 1.500 | 15 years |
| Larsen & Turbo Ltd – HE (West) | 1.500 | 15 years |
| L&T MHPS Turbine and Generators Pvt Ltd | 2.575 | 15 years |
| Colourtex Industries Pvt Ltd | 6.250 | 20 years |
| Colourtex Industries Pvt Ltd | 5.000 | 20 years |
| United Phosphorous Ltd | 2.200 | 15 years |
| United Phosphorous Ltd | 1.800 | 15 years |
| United Phosphorous Ltd | 7.000 | 15 years |
| United Phosphorous Ltd | 2.500 | 15 years |
| Total | 40.762 | |



Long-term tenure focused portfolio



Focus on well-capitalized and highly profitable counter-parties



85% portfolio with AA- or higher credit-rated counterparties

CPP – Captive Power Producer

24/34

Section: Business Model KPI is engaged in providing turnkey solar EPC services. It involves developing, transferring, operating & maintaining grid-connected solar power projects on behalf of third parties for their captive consumption.

Commonly, these projects are developed on land in possession of KPI which is either sold or leased to the CPPs. Our clients, usually power-intensive industries, benefit by captive generation

- through reduced power costs and
- meeting their Renewable Purchase Obligations (RPO).

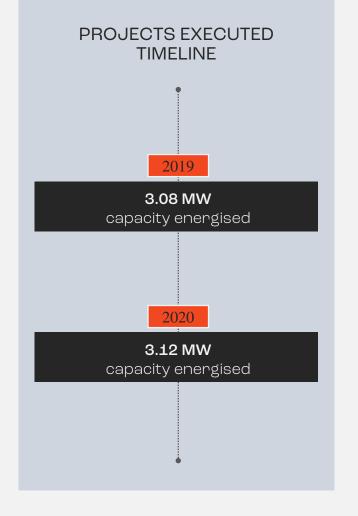
HIGHLIGHTS OF CPP PORTFOLIO

6.20 MW capacity executed

~ 7.48 MW order in hand

100% order-book to be completed in CY

100% capacity using KPIs power evacution infrastructure



COMPANY PROFILE

INDUSTRY AND MARKET

Sale of Land

25/34

Section: Business Model

INDUSTRIAL PLOT SALE

- KPI Global Infrastructure sells land parcels to third parties, which are leased back for foraying into solar power generation for 25 years.
- Accordingly, the company is paying a fixed rental to the landowners as per the lease agreement.
- The company had established an initial solar power plant of 5 MW on the plots of leased land. Since the initial needs have already been fulfilled, the company has reduced quantum as it needs owned land for project finance.

Highlights of O&M Portfolio:

As a one-stop solution provider KPI also provides operations and maintenance services solar power plants it energises under the CPP business.

O&M is provided as a bundled service to CPP, where usually intial 2-3 years of O&M are provided (inclusively) as part of turnkey services to CPPs.

CPP business directly drives the growth of this stream. However, the existing portfolio creates an annuity-based income.

Land Bank of

250+ acres

Our Strengths

FAVORABLE GEOGRAPHICAL LOCATION OF THE SOLAR POWER PLANT

Factors: Located in favourable solar radiation, area which shadow free and open and receives sunrays from all the sides without any obstacles.

Easy availability of soft water, nearby surrounding fertile area of black cotton soil land which reduces dust and hence lessor maintenance costs, surrounded by Dahej, Vilayat and Vagra GIDCs & skilled manpower also available easily.

ESTABLISHED INFRASTRUCTURE FOR EVACUATING POWER

Existing 66 KV transmission line (Panther line) from the site to Amod substation of GETCO & evacuation approval received from GETCO for transmitting power upto 70 MW.

Connectivity agreement and O&M agreement signed with GETCO for a period of 25 years.

HIGHER PER UNIT REVENUE REALIZATION AND ASSURED REVENUE FROM PPAS

Selling of power at high rate: Sale of power at ~₹ 6.77 per unit, which are priced at around 7% discount to the prevailing per unit price of the DISCOMs, less other adjustments.

Assured source of revenue by having entered into bilateral PPAs for off-take of the entire existing generating capacity of 40.76 MW.

26/34

Section: Business Model

KPI Global
Infrastructure Ltd.

OPTIMAL DESIGN AND STRUCTURE OF THE SOLAR POWER PLANT

Design: Solar Arnay Layout is planned, connected and optimized in a way to utilize the optimum energy of the sunnays in generating power even within the fading hours of Sunlight

High-resolution, rotating CCTV cameras, are continuously monitoring the location which enables taking of corrective action in time.

EXPERIENCED PROMOTER AND MANAGEMENT TEAM

Promoter is well equipped with vast industry experience and is supported by well qualified staff having the renewable energy industry experience

Experience and relationships of the management team has improved the quality of services and facilitated access to customers.

EXISTING SYNERGIES WITHIN THE PROMOTER GROUP

KP Buildcon Private Limited is involved in carrying out EPC activities, has the required manufacturing expertise of steel structures and has provided the Company with the required module mounting structure (MMS) and other steel structures needed, hence reducing costs.

Promoter group entity involved in fabrication and galvanizing, is used as a vendor for construction of module mounting structure

COMPANY PROFILE

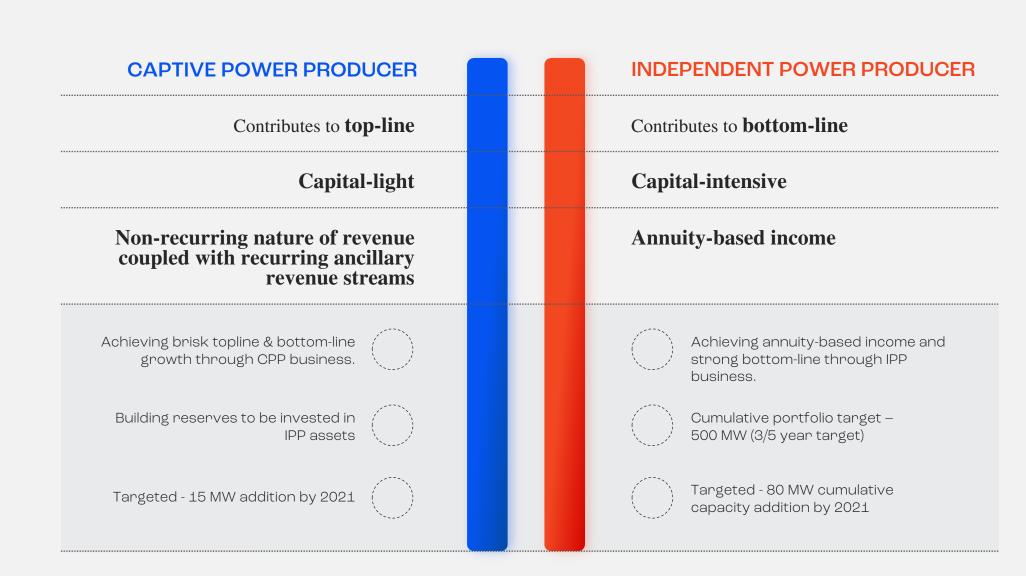
INDUSTRY AND MARKET

KPI Going Forward

STRIKING A BALANCE

27/34

Section: Business Model



Order Book

CPP UNDER DEVELOPMENT:

 $\sim 7.48 \text{ MW}$

Expected to be commissioned in

FY20-21

Cumulative capacity energised post commissioning

~13.68 MW

IPP ASSETS UNDER DEVELOPMENT:

~40 MW

Expected to be commissioned in

FY20-21

Cumulative portfolio **after commissioning**

~ 80.76 MW

28/34

Section: Business Model

Indian Solar Space

- Solar is the future
- Driving features



Investor Presentation March 2020 FINANCIAL HIGHLIGHTS

COMPANY PROFILE

INDUSTRY AND MARKET

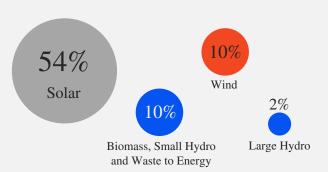
Solar is the future

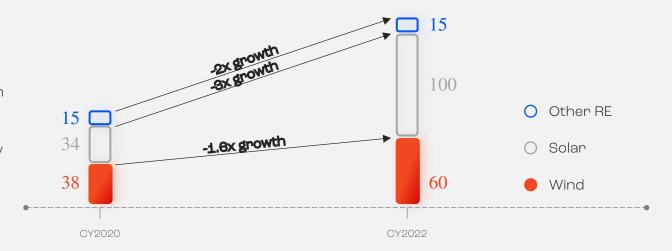
 Renewables are increasingly becoming an acceptable and preferred source of energy.

- The cost of producing solar energy has fallen substantially in recent years, making it more competitive (even cheaper) than conventional fossilbased energy sources.
- India's cumulative installed solar capacity reached 34.6 GW as of March 31, 2020, as per the CEA.
- With this, India has expanded its solar capacity additions more than 13 times in the last 6 years. Achieving a staggering CAGR of 54% from 2.6 GW in FY2014 to 34.6 GW in FY2020.
- India is among the top five clean energy producers globally. The country plans to have 40% of installed power generation capacity on clean sources by 2030.

 For the foreseeable future, the government of India has set up an ambitious target of 100 GW cumulative solar energy installations till FY2022, to achieve the same, capacity additions would need to triple in the next 2 years.

VELOCITY OF RENEWABLE CAPACITY ADDITION (CAGR FY14-20)





30/34

Section: Indian Solar Space

Driving factors

31/34

Section: Indian Solar Space Reduced costs

With utility scale power generation, technology advancement and efficiencies, cost of producing solar power has undercut the average power purchase costs of DISCOMs. Even without government incentives, it is one of the cheapest sources of power.

Policy support

With major thrust on renewable energy from GOI including – Open Access Regulations, Renewable Purchase Obligations and financial support including accelerated depreciation and incentives bode well for the sector.

Awareness about climate change

Have led governments, corporates adopt clean energy. India's participation in the Paris Climate Agreement have led it to commit 40% power generation from non-fossil based sources by 2030.

Accessibility

Renewable energy, such as solar, can be generated in remote locations making it a much more distributed and hence scalable resource. Additionally reducing battery costs and improved battery-based power storage infrastructure are helping the cause.

COMPANY PROFILE

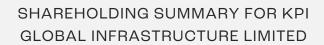
INDUSTRY AND MARKET

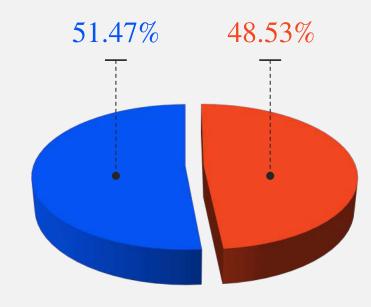
Market Statistics

AS ON 7th AUGUST 2020

32/34

Section: Market Statistics





Promoter

shareholding

Public

shareholding

49.75
Current Price

62.95/20.50 52 Week High/Low

89.88 CrMarket Capitalization

1.80 CroreShares Outstanding

542323 BSE Scrip Code

COMPANY PROFILE

INDUSTRY AND MARKET

Get in touch

33/34

Section: Contact Us

MS. RAJVI UPADHYAY

Company Secretary and Compliance Officer cs@kpgroup.co

Investor Presentation
March 2020

FINANCIAL HIGHLIGHTS

COMPANY PROFILE

INDUSTRY AND MARKET

Safe Harbour

34/34

Section: Disclaimer No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of KPI Global Infrastructure Limited ("the company" or "KPI Global Infrastructure Limited"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and politicaal, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments. This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. This presentation may not be copied or disseminated, in whole or in part, and in any manner.