

May 13, 2022

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 – May 2022.

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 (A Kailash Group Company) Corporate Identity Number L51909UP1992PLC051997 Corporate Office: SPL-3, RIICO Industrial Area, Sitapura, Tonk Road, Jaipur-302022, (Raj.), India T. +91-141-7102400/500 • F. +91-141-2770319, 7102503 E. info@genus.in • W. www.genuspower.com Registered Office:

G-123, Sector-63, Noida, Uttar Pradesh-201307 (India) T. +91-120-2581999 E. info@genus.in Genus energizing lives

May

2022

. . .

Genus Power Infrastructures Limited

Corporate

Presentation





This presentation and the accompanying slides (the "Presentation"), by **Genus Power Infrastructures Limited** (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



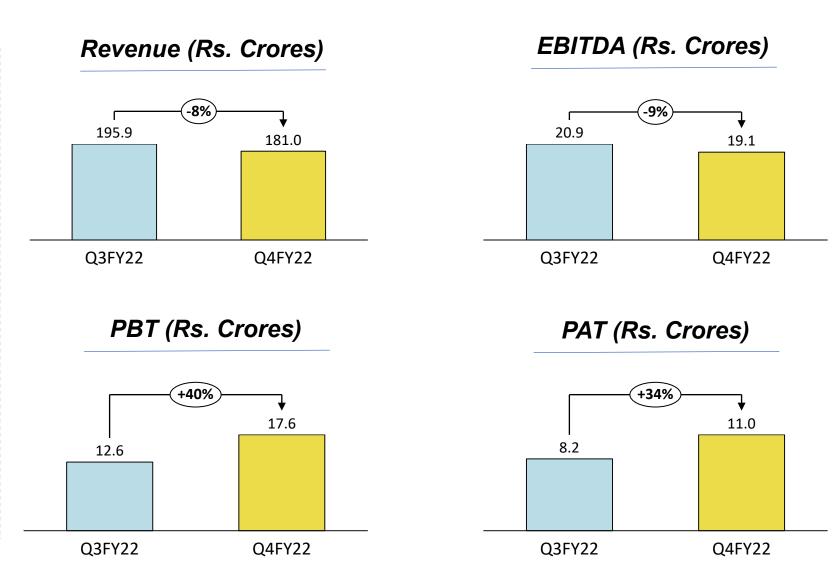


Key Highlights

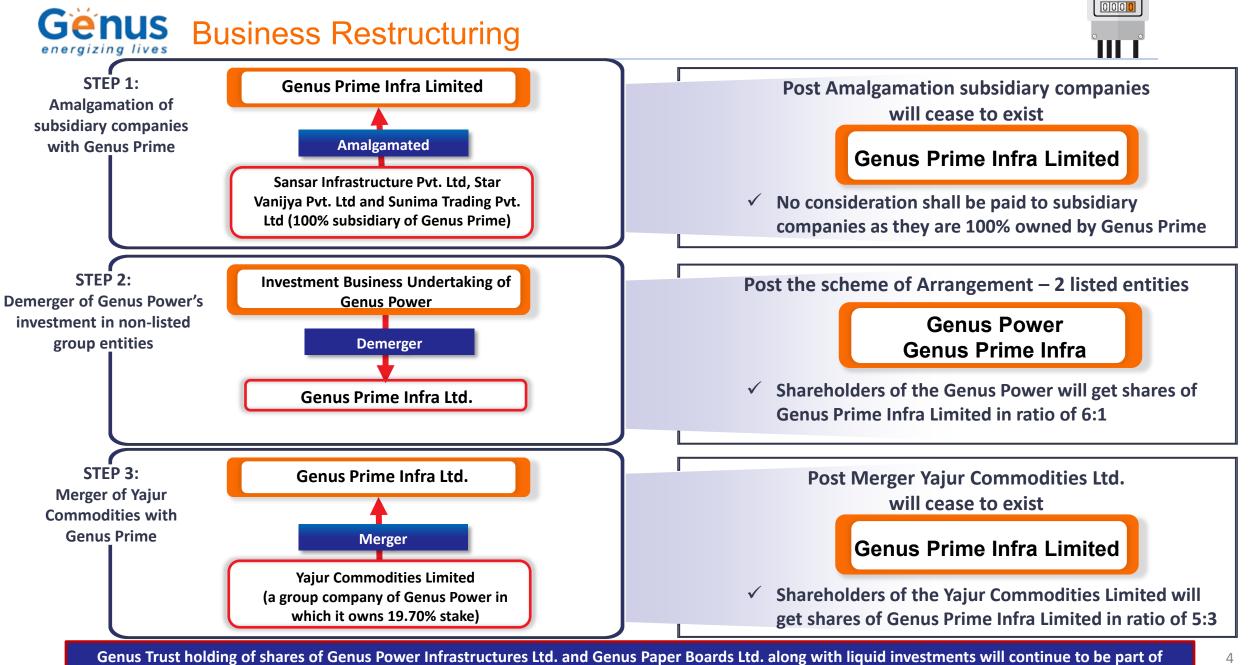
Revenue for Q4Y22 was impacted due to reduced capacity utilization on account of shortage of semiconductors and other key electronic components

Higher raw material prices and lack of operating leverage due to lower capacity utilization 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



Note: Cash PAT includes PAT + Depreciation + Deferred Tax



Genus Power Infrastructures Ltd (standalone entity)

Genus Strengthening of Board of Directors





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.

- 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

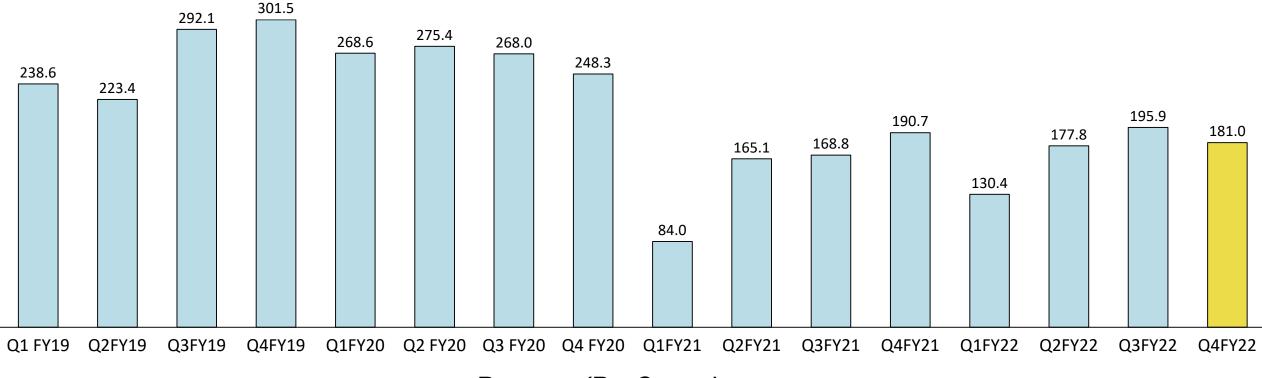


Dr. Keith Mario Torpy

(Non-Executive, Non-Independent Director)



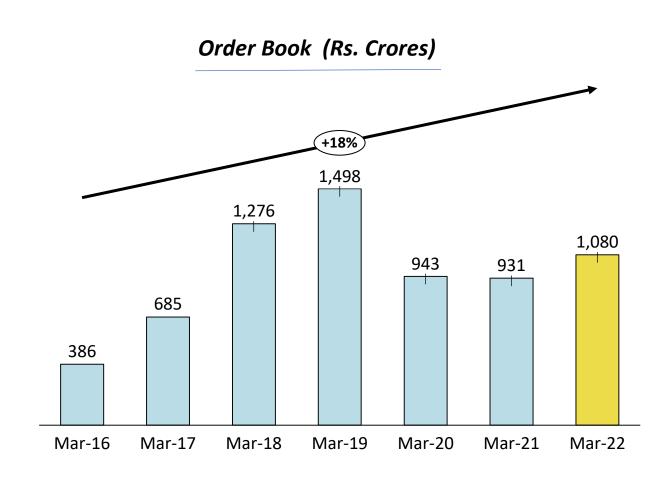




Revenue (Rs. Crores)







As on **12th May 2022**, our order book (before adjusting for revenue post 31st March 2022) stood at **Rs. 1,908.20 crore (net of tax)**

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





"We expect the entire landscape of the Indian metering sector to significantly shift with the implementation of the 'Reforms-Based, Result-Linked Power Distribution Sector Scheme' with a projected multi-fold increase in yearly industry size. This will also result in a significant transition in the Indian metering industry from conventional meters to smart meters, allowing for substantially higher operating margins. This will be aided even more by the new TOTEX (CAPEX + OPEX) model under the Design Build Finance Own Operate and Transfer (DBFOOT) arrangement, in which SEBs will not be required to invest in capex because the same will be facilitated by Advanced Metering Infrastructure Service Provider (AMISP) a.k.a. system integrators. For the next 6 to 7 years, starting in FY23, this will result in strong order inflows, healthy topline growth, higher operating margins, and a significantly improved working capital cycle for the Indian metering industry.

Smart Meters are a value-added product that is 3 to 4 times more expensive than traditional meters. They are also accompanied with a lot of after-sales services. As a result, we anticipate significant revenue inflow from service delivery towards smart meters, which typically have better operating margins. All of this will alter the Indian smart metering industry's economic dynamics in the coming years.

SEBs are increasingly getting convinced of TOTEX model, whereby they will not have to undertake any capex for smart meters and undertake monthly payments (which are secured) to AMISPs under 'pay-as-you-save model'. We as a company will play dual roles of being AMISP (as per our limited appetite) as well as being smart metering vendors (a.k.a. technology providers) to other AMISPs. The TOTEX model will result in enhanced cash flow for SEBs, resulting in a significant reduction in the present working capital cycle. The payment for meters supplied to other AMISPs will be on LC basis. Furthermore, because AMISPs will be responsible for a significant portion of the capex, quality and timely delivery of smart meters will be critical variables to consider when placing orders with metering companies, rather than merely selecting the lowest bidder.

As we embark on this journey of momentous upcycle of the Indian metering industry, we are confident of meeting the highest industry standards for we are a full-fledged vertically integrated company with backward integration and forward integration from the conceptual designing of the product to final packaging – wherein we build everything in-house from conceptualization, design, tools room, moulding machines, assembly lines, test labs as well as our own communication software for providing end-to-end solutions. This is our most significant USP since it allows us to customize products to meet the specific needs of our clients in a timely and cost-effective manner, making us a one-stop shop for all their metering needs. We have developed our services capabilities alongside our technological capabilities since we provide end-to-end service solutions such as meter installation, meter servicing, data analytics, MDM solutions, and so on. This provides us with a considerable competitive advantage over our competitors.

We have been in the electricity metering business for over two decades, and we currently hold the highest market share of roughly 27% in India. On the foundation of our inherent strengths, we hope to recreate our leadership position in smart metering business. As the largest player in the Indian metering sector, we are well positioned to benefit from the multi-fold increase in the industry's size."

Mr. Jitendra Kumar Agarwal, Joint Managing Director





| Particulars (Rs. Crores) | Q4FY22 | Q3FY22 | QoQ | FY22 | FY21 | YoY |
|---------------------------|--------|--------|-------|-------|-------|--------|
| Total Revenue | 181.0 | 195.9 | -7.6% | 685.1 | 608.6 | 12.6% |
| Cost of Material Consumed | 115.4 | 124.8 | | 435.1 | 350.2 | |
| Employee Expenses | 27.3 | 27.4 | | 106.6 | 87.8 | |
| Other Expenses | 19.2 | 22.8 | | 83.8 | 68.6 | |
| EBITDA | 19.1 | 20.9 | -8.5% | 59.6 | 101.9 | -41.5% |
| EBITDA (%) | 10.6% | 10.7% | | 8.7% | 16.7% | |
| Other Income | 9.0 | 4.2 | | 26.8 | 26.7 | |
| Depreciation | 5.0 | 5.2 | | 20.5 | 21.8 | |
| EBIT | 23.1 | 19.9 | 16.3% | 66.0 | 106.9 | -38.3% |
| EBIT (%) | 12.8% | 10.1% | | 9.6% | 17.6% | |
| Finance Cost | 5.5 | 7.3 | | 25.7 | 24.5 | |
| Profit before Tax | 17.6 | 12.6 | 39.9% | 40.3 | 82.4 | -51.1% |
| Тах | 6.6 | 4.4 | | 14.5 | 31.3 | |
| Profit after Tax | 11.0 | 8.22 | 33.6% | 25.8 | 51.2 | -49.5% |
| PAT (%) | 6.1% | 4.2% | | 3.8% | 8.4% | |
| Cash PAT* | 16.6 | 13.2 | 26.5% | 46.9 | 74.1 | -36.6% |
| Cash PAT (%) | 9.2% | 6.7% | | 6.9% | 12.2% | |
| EPS (in Rs.) | 0.42 | 0.31 | | 0.99 | 1.99 | |

*Cash PAT includes PAT + Depreciation + Deferred Tax.





| ASSETS (Rs. Crores) | Mar-22 | Mar-21 |
|--------------------------------|---------|---------|
| Non-current assets | | |
| Property, plant and equipment | 138.6 | 146.0 |
| Capital work-in-progress | 2.0 | 0.1 |
| Right of Use Assets | 15.4 | 15.0 |
| Intangible assets | 1.5 | 1.6 |
| Investment in Associates | 16.6 | 16.5 |
| Financial assets | | |
| Investments | 88.8 | 78.0 |
| Loans | 36.4 | 26.1 |
| Others | 77.8 | 16.4 |
| Non-financial assets | 6.5 | 8.1 |
| Deferred tax assets (net) | - | 3.4 |
| Sub-total - Non-Current Assets | 383.6 | 311.2 |
| | | |
| Current assets | | |
| Inventories | 220.1 | 177.9 |
| Financial assets | | |
| Investments | 146.7 | 134.8 |
| Investment in trust | 60.0 | 60.0 |
| Trade receivables | 557.7 | 565.4 |
| Cash and cash equivalents | 10.5 | 64.1 |
| Other bank balances | 76.2 | 50.6 |
| Other financial assets | 11.1 | 7.1 |
| Non-financial assets | 44.5 | 24.8 |
| Sub-total - Current Assets | 1,126.8 | 1,084.5 |
| TOTAL - ASSETS | 1,510.4 | 1,395.7 |

| EQUITY AND LIABILITIES(Rs. Crores) | Mar-22 | Mar-21 |
|--|---------|---------|
| Equity | | |
| Equity share capital | 25.8 | 25.7 |
| Other equity | 929.4 | 908.8 |
| Total equity | 955.2 | 934.5 |
| | | |
| Non-current liabilities | | |
| Financial liabilities | | |
| Borrowings | 0.8 | 7.5 |
| Lease liabilities | 0.1 | 0.1 |
| Other financial liabilities | 7.1 | 9.1 |
| Provisions | 36.1 | 35 |
| Government grants | 3.4 | 3.9 |
| Net employee defined benefit liabilities | 1.6 | 0.8 |
| Deffered tax liabilities (net) | 2.9 | - |
| Sub-total - Non-current liabilities | 51.9 | 56.4 |
| | | |
| Current liabilities | | |
| Financial liabilities | | |
| Borrowings | 269.2 | 199.3 |
| Trade payables | 192.4 | 166.0 |
| Lease liabilities | 0.9 | 0.4 |
| Other liabilities | 2.3 | 1.0 |
| Government grants | 0.7 | 0.7 |
| Net employee defined benefit liabilities | 1.8 | 2.0 |
| Current tax liabilities (net) | 0.8 | 2.7 |
| Provisions | 10.3 | 12.4 |
| Non-financial liabilities | 24.8 | 20.3 |
| Sub-total - Current liabilities | 503.3 | 404.8 |
| TOTAL - EQUITY AND LIABILITIES | 1,510.4 | 1,395.7 |



Business Overview





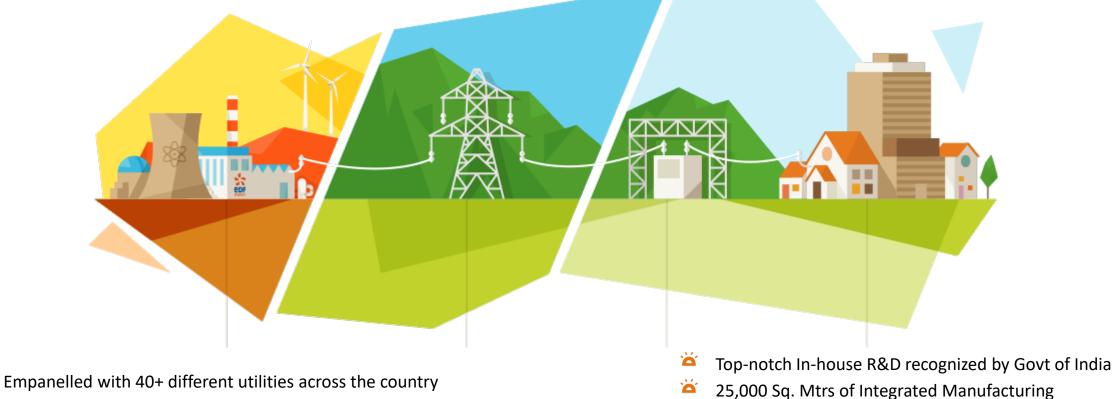


- Incorporated in 1992, Part of \$400 mn Kailash Group
- Over 2 decades of experience in electricity metering solutions industry

Largest player in India's electricity meter industry

Annual Production capacity of 10 mn+ meters

- ~27% market share in Meter Industry
- ~70% market share in Smart Meters
- Share of Metering Projects increasing



Ö

65 mn+ Meters installed

Capability to undertake turnkey power projects up to 400 KV

12



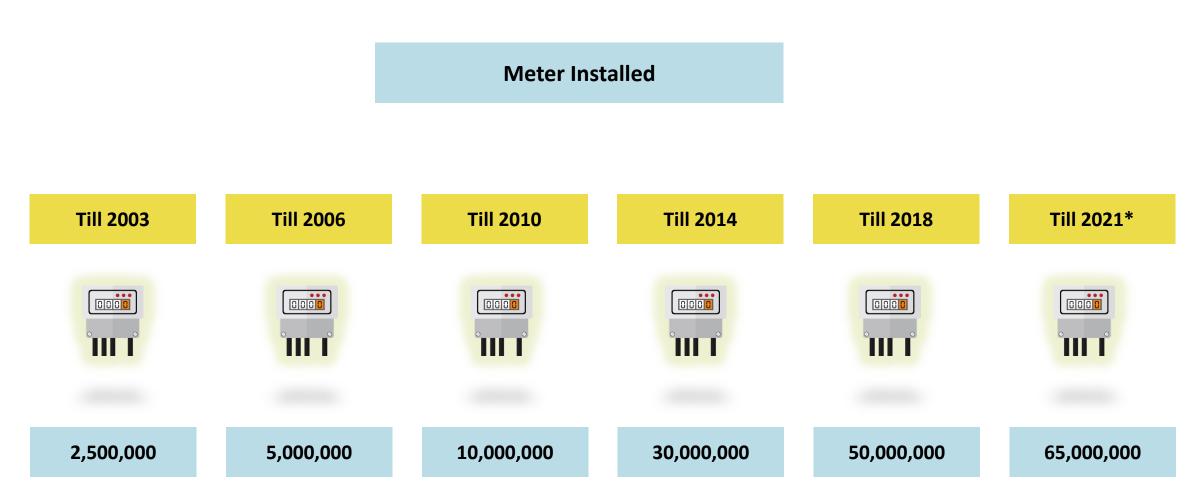


| Production of Electronic Energy Meters Established Single & Three Phase Electronic Energy Meters Multi-functional & Multi-tariff Meters launched 1996 - 1999 | | AMR / Pre- payment Meter/ DT Meter launched Ventured into Power Distribution Management Projects Manufacturing facility at Haridwar commissioned 2005 - 2005 | n 5 5 5 1 1 1 1 1 1 1 1 5 1 1 1 1 1 1 1 | Deployed Smart Metering Solution at Shapur (Junagarh) PGVCL – India's First Smart Village Project mplemented India's first End to End Smart Metering Solution at Kala Amb HPSEB's Smart Grid Pilot Project with Alstom 2014 - 2016 | - I Vo Ar GI Co M Ele - I Sn Iin | dia's First Narrowband OT setup for AMI with odafone Idea mong the Top 10 obal AMI ompanies as per IHS arkit's ectricity Meters Report Edition 2018 nart Meter Integrated ne getting operational 2018 - 201 | |
|---|---|---|---|--|--|---|--|
| for manufacturing Thick Film Hybrid | 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 | | 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 |

plant













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

Dr. Keith Mario Torpy

Non-Independent Director

Non-Executive,



Mr. Subhash Chandra Garg Independent Director



Dr. Giriraj Nyati COO - Metering Solution



Mr. R Viswanathan Chief Management Representative



Mr. N L Nama Chief Financial Officer



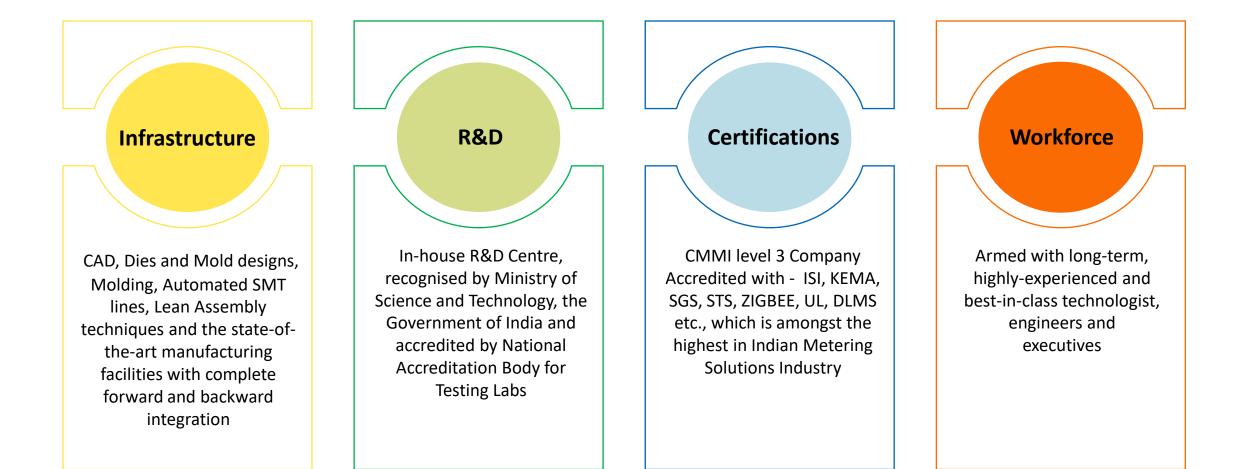
Dr. Anukram Mishra Chief Technical Officer



Mr. Ranvir Singh Rathore Executive VP – Domestic Marketing and Sales









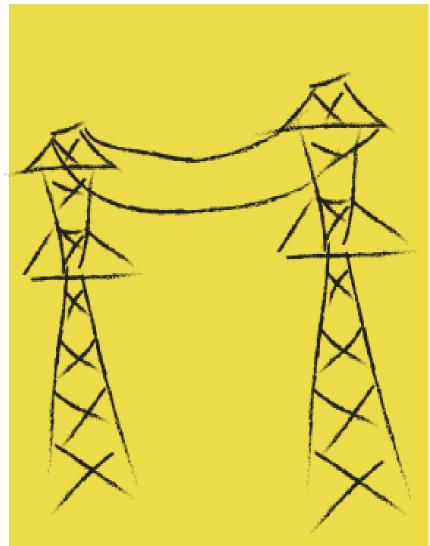


SMART METERING SOLUTIONS

- 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

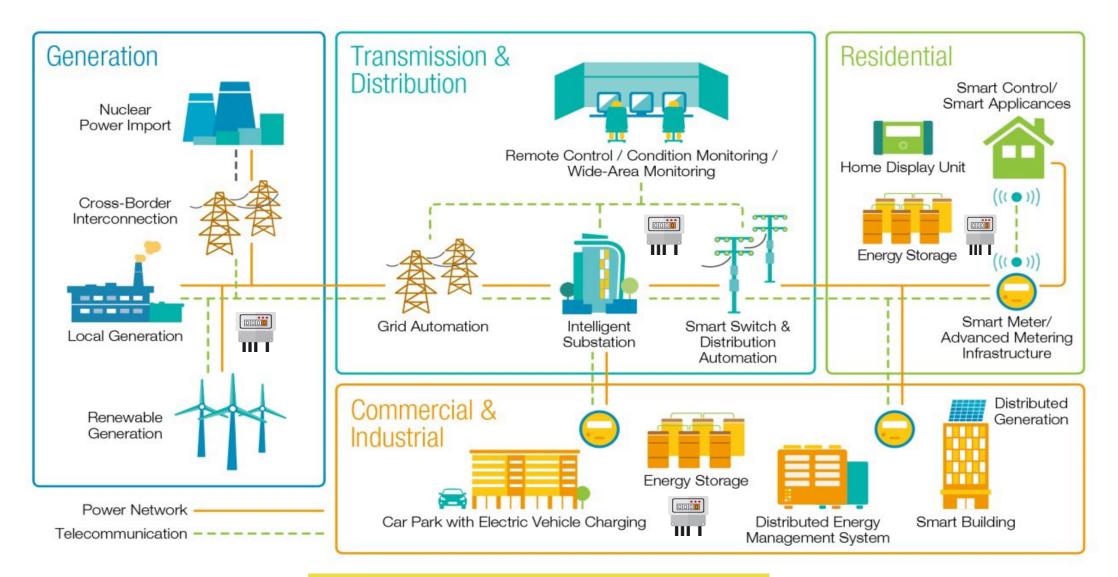
ENGINEERING, CONSTRUCTIONS AND CONTRACTS (ECC)

- 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



Genus End to End Energy Management Solutions



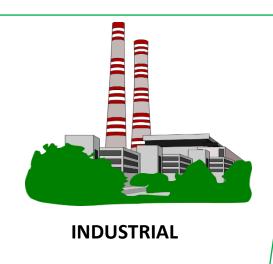








- Single / Three Phase Smart Meters
- 🎽 Net Meters
- Smart Street Light Management System
- Group Metering



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



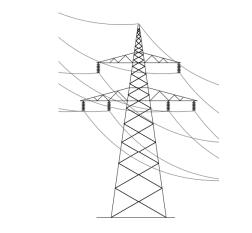
PREPAYMENT SOLUTION

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



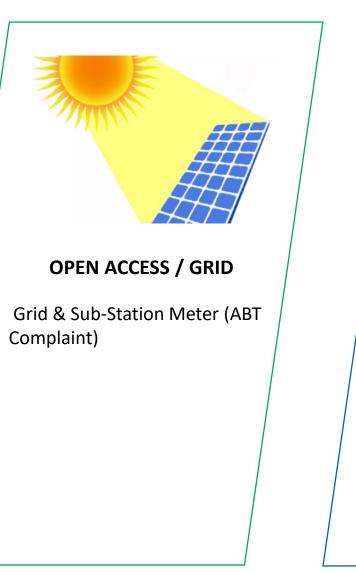
ŏ

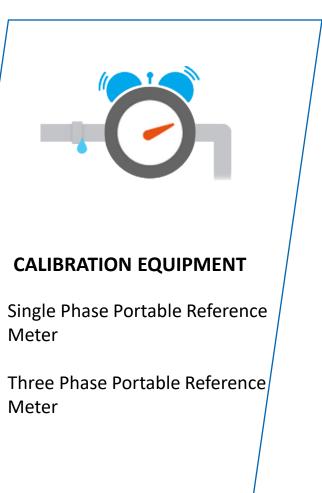




DISTRIBUTION TRANSFORMER

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





Ď

ŏ

Genus Engineering Construction & Contracts



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 /33 KV Substation at Chhatti Bariatu 33 KV Substation at Kerandari 33 KV D/C Line from Chatti Bariatu to Kerendari 200 KV D/C Transmission Line from PTPS to Pakri Barwadih and from Pakri Barwadih to Chhatti Bariatu along with Back-Up Power Solution with installation of DG Sets and associated system in Coal Mining Project of NTPC at Chatti Bariatu and Kerendari

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







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



KEMA Certification



STS certification



R&D Lab recognized by MSD, GOI



Bureau Veritas



Silver Certificate by Frost & Sullivan



QSI Certification



National Accreditation Board for Testing and Calibration Laboratories



IEC Certifications



ZigBee Certification











STQC Certifications

DLMS Certification for Meters

EMC Certifications

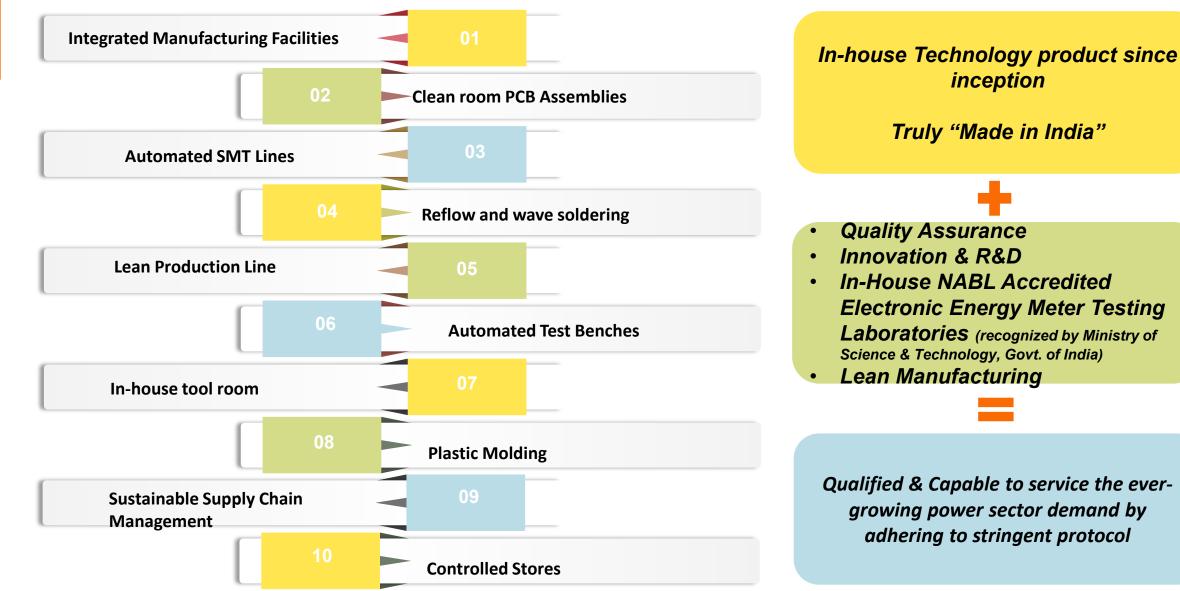
IECQ for quality of components

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.,

Genus Infrastructure & Testing Capabilities









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

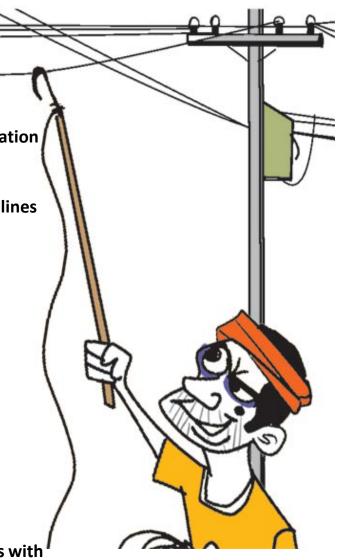


Business Outlook



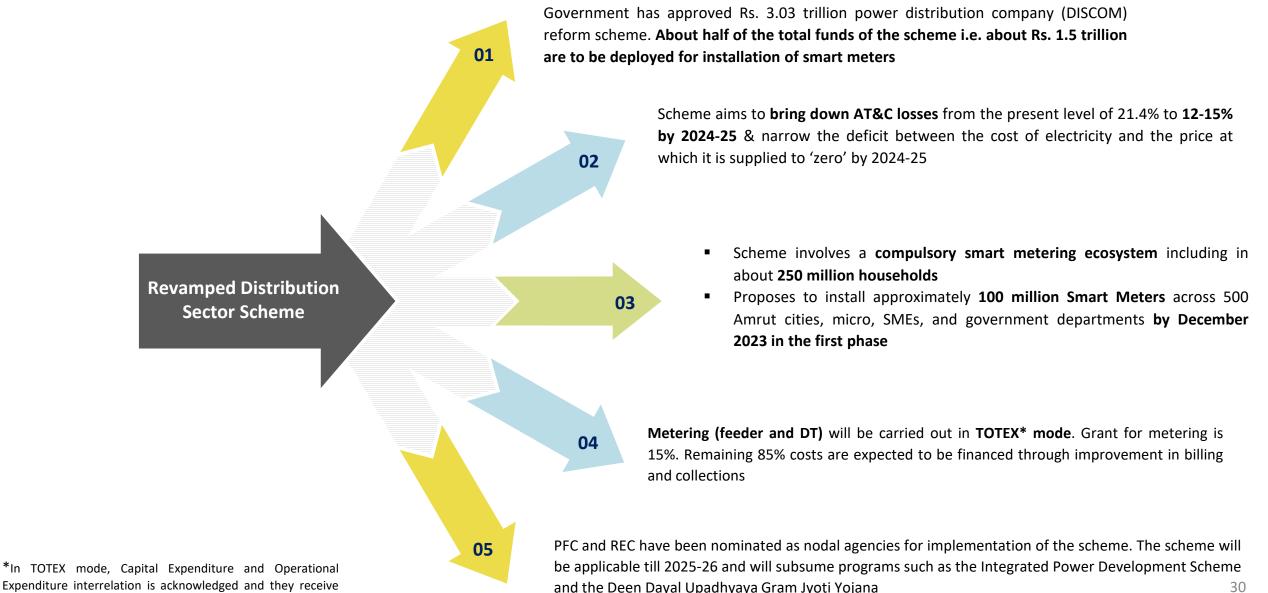
Genus AT&C Losses in India are Three Times the Deficit

- 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



Reforms-Based, Result-Linked Power Distribution Sector Genus Ketorms energizing lives Scheme





same attention in planning, implementation and regulation

30

Genus Stringent Qualification Criteria & State-specific Interventions



Different from Tripartite Agreements Fund Disbursement Qualification Criteria State-wise Evaluation Earlier Schemes DISCOMs would need Implementation of the To qualify for the scheme, Evaluation framework for the Funds under the scheme will approvals from their state Scheme would be **based on** DISCOMs will have to: scheme will be formulated be released to DISCOMs on cabinets to become part of the action plan worked out based on the agreed action meeting pre-qualifying criteria the scheme for each state rather than a publish quarterly plan for each individual state as well as upon achievement "one-size-fits-all" approach unaudited accounts in of basic minimum Tripartite agreements 60 days of the end of benchmarks evaluated on the between states, DISCOMs each quarter basis of agreed evaluation and nodal agencies for the **Reforms Based** ensure no new **Base Year for Evaluation** framework tied to financial scheme will be signed regulatory assets have improvements been created DISCOMs have been asked to The base year for evaluation Union Power Ministry has state governments have DISCOMs will have to score a submit their applications will be 2019-20 while suggested an indicative list paid subsidy in full minimum 60 marks on the with loss reduction plans to of reforms to be covered by trajectories will be set for government bodies have evaluation matrix to be the Union Power Ministry by 2021-22 to 2025-26 across the DISCOMs under the paid bills eligible for fund release each October 31, 2021 various parameters scheme 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

Genus IntelliSmart Infrastructure Private (IntelliSmart)



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

IntelliSmart operates on OpEx model, which is a typical build-operatetransfer (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

Source: Various Articles

61616

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

> 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

IntelliSmart is proactively canvassing **'Pay-asyou-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

As per the, notification by power ministry, dated 8th 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
- <u>Current Power minister Mr R. K. Singh has extended</u> <u>deadline to end of FY22</u>

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

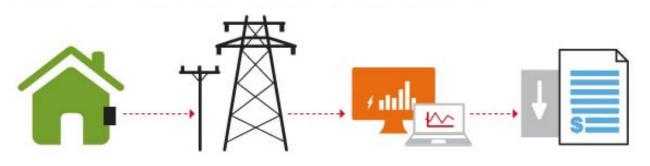
Consumption Patterns

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 ?

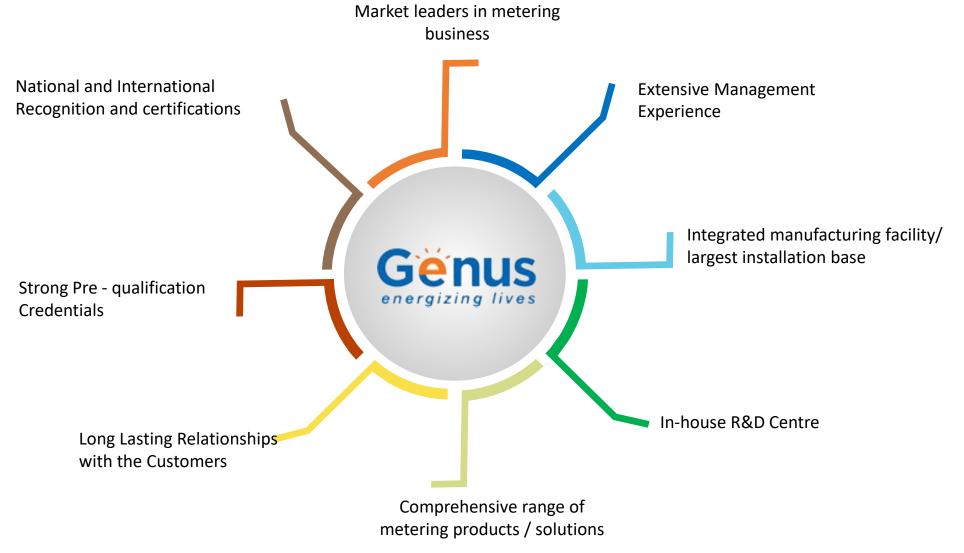
Smart meters are remarkably different from electronic meters. While electronic meters only measure the amount of utility used, a smart meter is used to measure the utility and then transmit the reading without any human intervention

- ✓ 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



Genus Geared to Ride the Growth Wave





First Indian Company to get BIS Certificate for Smart Meters

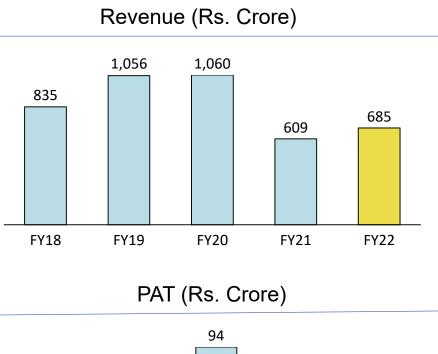


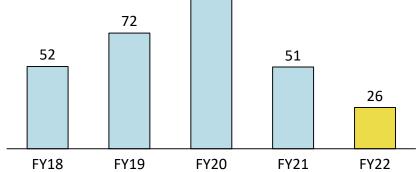
Financial Performance



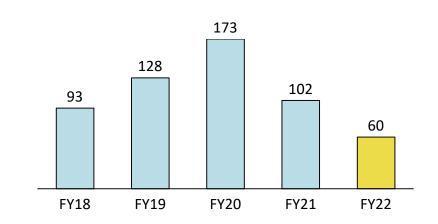




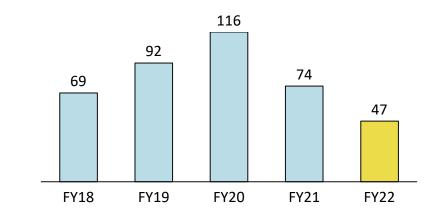




EBITDA (Rs. Crore)



Cash PAT (Rs. Crore)



Genus Standalone Profit & Loss Statement



| Particulars (Rs. Crores) | FY22 | FY21 | YoY |
|---------------------------|-------|-------|--------|
| Total Revenue | 685.1 | 608.6 | 12.6% |
| Cost of Material Consumed | 435.1 | 350.2 | |
| Employee Expenses | 106.6 | 87.8 | |
| Other Expenses | 83.8 | 68.6 | |
| EBITDA | 59.6 | 101.9 | -41.5% |
| EBITDA (%) | 8.7% | 16.7% | |
| Other Income | 26.8 | 26.7 | |
| Depreciation | 20.5 | 21.8 | |
| EBIT | 66.0 | 106.9 | -38.3% |
| EBIT (%) | 9.6% | 17.6% | |
| Finance Cost | 25.7 | 24.5 | |
| Profit before Tax | 40.3 | 82.4 | -51.1% |
| Тах | 14.5 | 31.3 | |
| Profit after Tax | 25.8 | 51.2 | -49.5% |
| PAT (%) | 3.8% | 8.4% | |
| Cash PAT* | 46.9 | 74.1 | -36.6% |
| Cash PAT (%) | 6.9% | 12.2% | |
| EPS (in Rs.) | 0.99 | 1.99 | |

*Cash PAT includes PAT + Depreciation + Deferred Tax.





| ASSETS (Rs. Crores) | Mar-22 | Mar-21 |
|--------------------------------|---------|---------|
| Non-current assets | | |
| Property, plant and equipment | 138.6 | 146.0 |
| Capital work-in-progress | 2.0 | 0.1 |
| Right of Use Assets | 15.4 | 15.0 |
| Intangible assets | 1.5 | 1.6 |
| Investment in Associates | 16.6 | 16.5 |
| Financial assets | | |
| Investments | 88.8 | 78.0 |
| Loans | 36.4 | 26.1 |
| Others | 77.8 | 16.4 |
| Non-financial assets | 6.5 | 8.1 |
| Deferred tax assets (net) | - | 3.4 |
| Sub-total - Non-Current Assets | 383.6 | 311.2 |
| | | |
| Current assets | | |
| Inventories | 220.1 | 177.9 |
| Financial assets | | |
| Investments | 146.7 | 134.8 |
| Investment in trust | 60.0 | 60.0 |
| Trade receivables | 557.7 | 565.4 |
| Cash and cash equivalents | 10.5 | 64.1 |
| Other bank balances | 76.2 | 50.6 |
| Other financial assets | 11.1 | 7.1 |
| Non-financial assets | 44.5 | 24.8 |
| Sub-total - Current Assets | 1,126.8 | 1,084.5 |
| TOTAL - ASSETS | 1,510.4 | 1,395.7 |

| EQUITY AND LIABILITIES(Rs. Crores) | Mar-22 | Mar-21 |
|--|---------|---------|
| Equity | | |
| Equity share capital | 25.8 | 25.7 |
| Other equity | 929.4 | 908.8 |
| Total equity | 955.2 | 934.5 |
| | | |
| Non-current liabilities | | |
| Financial liabilities | | |
| Borrowings | 0.8 | 7.5 |
| Lease liabilities | 0.1 | 0.1 |
| Other financial liabilities | 7.1 | 9.1 |
| Provisions | 36.1 | 35 |
| Government grants | 3.4 | 3.9 |
| Net employee defined benefit liabilities | 1.6 | 0.8 |
| Deffered tax liabilities (net) | 2.9 | - |
| Sub-total - Non-current liabilities | 51.9 | 56.4 |
| | | |
| Current liabilities | | |
| Financial liabilities | | |
| Borrowings | 269.2 | 199.3 |
| Trade payables | 192.4 | 166.0 |
| Lease liabilities | 0.9 | 0.4 |
| Other liabilities | 2.3 | 1.0 |
| Government grants | 0.7 | 0.7 |
| Net employee defined benefit liabilities | 1.8 | 2.0 |
| Current tax liabilities (net) | 0.8 | 2.7 |
| Provisions | 10.3 | 12.4 |
| Non-financial liabilities | 24.8 | 20.3 |
| Sub-total - Current liabilities | 503.3 | 404.8 |
| TOTAL - EQUITY AND LIABILITIES | 1,510.4 | 1,395.7 |

Genus Consolidated Profit & Loss Statement



| Particulars (Rs. Crores) | FY22 | FY21 | Y-o-Y |
|-----------------------------|-------|-------|--------|
| Total Revenue | 685.1 | 608.6 | 12.6% |
| Cost of Material Consumed | 435.1 | 350.2 | |
| Employee Expenses | 106.6 | 87.8 | |
| Other Expenses | 83.8 | 68.6 | |
| EBITDA | 59.6 | 101.9 | -41.5% |
| EBITDA (%) | 8.7% | 16.7% | |
| Other Income | 59.4 | 45.3 | |
| Depreciation | 20.5 | 21.8 | |
| EBIT | 98.6 | 125.5 | -21.4% |
| EBIT (%) | 14.4% | 20.6% | |
| Finance Cost | 25.7 | 24.5 | |
| Profit before Tax | 72.9 | 101.0 | -27.8% |
| Тах | 14.5 | 31.3 | |
| Profit before Associate | 58.4 | 69.7 | -16.2% |
| PAT % | 8.5% | 11.5% | |
| Profit / Loss of Associates | -0.9 | -1.1 | |
| Profit after Tax | 57.5 | 68.6 | -16.2% |
| PAT (%) | 8.4% | 11.3% | |
| Cash PAT* | 78.6 | 91.5 | -14.1% |
| Cash PAT (%) | 11.5% | 15.0% | |
| EPS (in Rs.) | 2.48 | 2.98 | |

*Cash PAT includes PAT + Depreciation + Deferred Tax.





| ASSETS (Rs. Crores) | Mar-22 | Mar-21 |
|--------------------------------|---------|---------|
| Non-current assets | | |
| Property, plant and equipment | 138.6 | 146.0 |
| Capital work-in-progress | 2.0 | 0.1 |
| Right of Use Assets | 15.4 | 15.0 |
| Intangible assets | 1.5 | 1.6 |
| Investment in Associates | 12.1 | 13.0 |
| Financial assets | | |
| Investments | 88.8 | 78.0 |
| Loans | 36.4 | 26.1 |
| Others | 77.8 | 16.4 |
| Non-financial assets | 6.5 | 8.1 |
| Deferred tax assets (net) | 0.0 | 3.4 |
| Sub-total - Non-Current Assets | 379.1 | 307.7 |
| | | |
| Current assets | | |
| Inventories | 220.1 | 177.9 |
| Financial assets | | |
| Investments | 212.8 | 168.3 |
| Investment in trust | - | - |
| Trade receivables | 557.7 | 565.4 |
| Cash and cash equivalents | 10.5 | 64.1 |
| Other bank balances | 76.2 | 50.6 |
| Other financial assets | 11.1 | 7.1 |
| Non-financial assets | 44.5 | 24.8 |
| Sub-total - Current Assets | 1,133.0 | 1,058.0 |
| TOTAL - ASSETS | 1,512.1 | 1,365.7 |

| EQUITY AND LIABILITIES(Rs. Crores) | Mar-22 | Mar-21 |
|--|---------|---------|
| Equity | | |
| Equity share capital | 23.0 | 22.98 |
| Other equity | 933.8 | 881.57 |
| Total equity | 956.8 | 904.6 |
| | | |
| Non-current liabilities | | |
| Financial liabilities | | |
| Borrowings | 0.8 | 7.5 |
| Lease liabilities | 0.1 | 0.1 |
| Other financial liabilities | 7.1 | 9.1 |
| Provisions | 36.1 | 35 |
| Government grants | 3.4 | 3.9 |
| Net employee defined benefit liabilities | 1.6 | 0.8 |
| Deffered tax liabilities (net) | 2.9 | - |
| Sub-total - Non-current liabilities | 51.9 | 56.4 |
| | | |
| Current liabilities | | |
| Financial liabilities | | |
| Borrowings | 269.2 | 199.3 |
| Trade payables | 192.4 | 166.0 |
| Lease liabilities | 0.9 | 0.4 |
| Other liabilities | 2.3 | 1.0 |
| Government grants | 0.7 | 0.7 |
| Net employee defined benefit liabilities | 1.8 | 2.0 |
| Current tax liabilities (net) | 0.8 | 2.7 |
| Provisions | 10.3 | 12.4 |
| Non-financial liabilities | 24.8 | 20.3 |
| Sub-total - Current liabilities | 503.3 | 404.8 |
| TOTAL - EQUITY AND LIABILITIES | 1,512.1 | 1,365.7 |







Genus Power Infrastructures Limited CIN: L51909UP1992PLC051997

Mr. Ankit Jhanjhari ankit.jhanjhari@genus.in

www.genuspower.com

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Limited CIN: U74140MH2010PTC204285

Mr. Shogun Jain / Mr. Parin Narichania shogun.jain@sgapl.net / parin.n@sgapl.net

www.sgapl.net

