

K.P. Energy Limited
(A KP Group Company)

KPEL/INV-PPT/OCT/2018/130

October 11, 2018

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

Ref: **Scrip Code: 539686**

Sub: **SEBI (Listing Obligation and Disclosure Requirements), Regulations 2015
–Presentation made to the Broker/Analyst.**

Dear Sir(s),

This is in further to our letter bearing Ref: KPEL/BSE-MAT/2018/127 dated October 5, 2018 wherein we had given you an advance intimation of upcoming Broker/Analyst meeting in terms of Regulation 30 (6) of Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We wish to inform you that the company had Broker/Analyst meet on October 10, 2018 at International Convention hall, Bombay Stock Exchange, Fort, Mumbai. The presentation uploaded on the Company website with the link: <http://www.kpenergy.in/wp-content/uploads/2018/10/KP-Energy-Limited-Presentation-Investor-Meet-October-10-2018.pdf> and as enclosed herewith was shared with them.

This is for your information and Records.

Thanking You,
Yours faithfully,

For **K.P. Energy Limited**



Karmit Sheth
Company Secretary & Compliance Officer
M. No.: A46197



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CIN Number : L40100GJ2010PLC059169





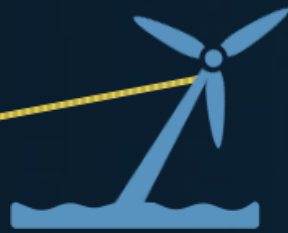
KP ENERGY
Energy is here!

INVESTOR PRESENTATION OCT'18

KPE in Glimpse

BOP

solution for
Wind Farms



Migration from

BSE

SME to Main Board



Team Strength
of about

100
members



Gujarat
focused player

168 MW+

capacity energized till date
with an O&M under purview

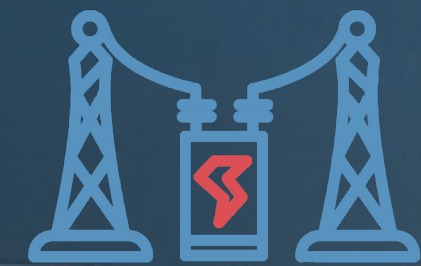
Order Book and
Business Pipeline of

~1200 MW
for coming 3 years



Wind Generation
Assets of

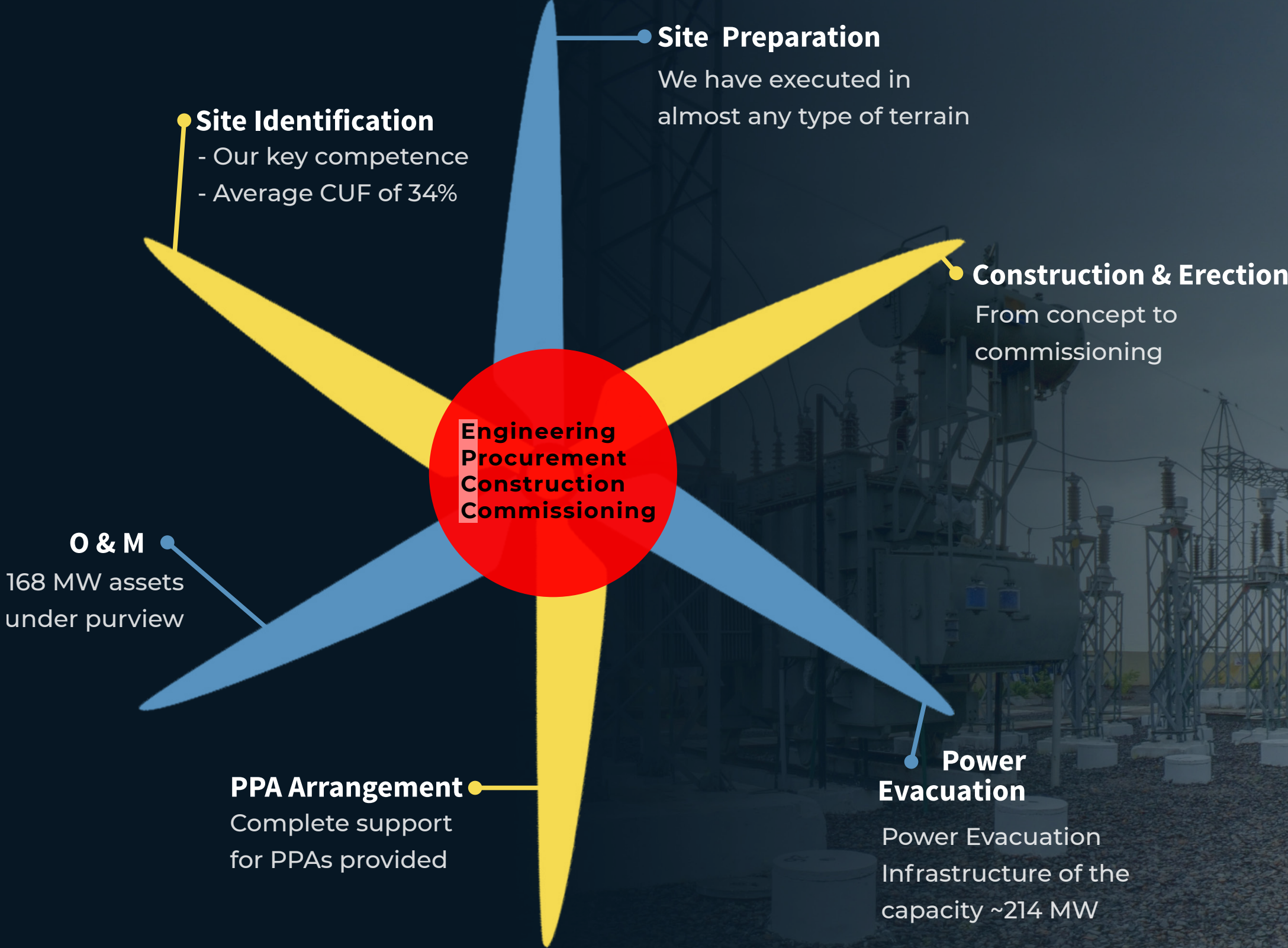
8.4 MW
Capacity



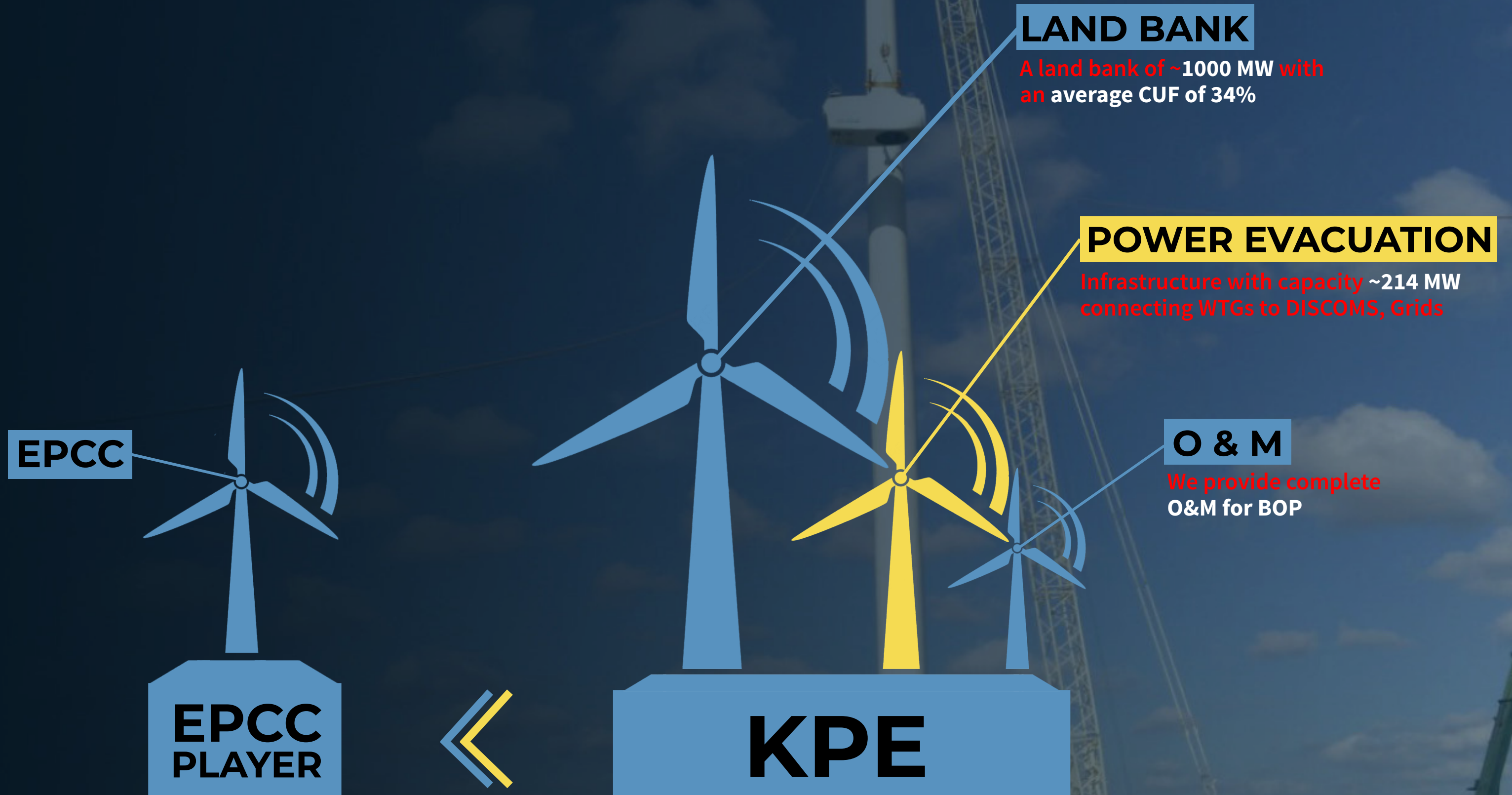
Power Evacuation capacity of

~214 MW

EPCC Business Model



Taking it one notch up



Supplementing Verticals

Insulated from business cycles

O&M for BOP

168 MW

Assets Under O&M

100% track record

every BOP setup by us is under
our O&M portfolio

IPP

8.4 MW

Wind Generation Assets

**At our own
wind sites**

Mahua, Ratdi, Matalpur

Dual Objective

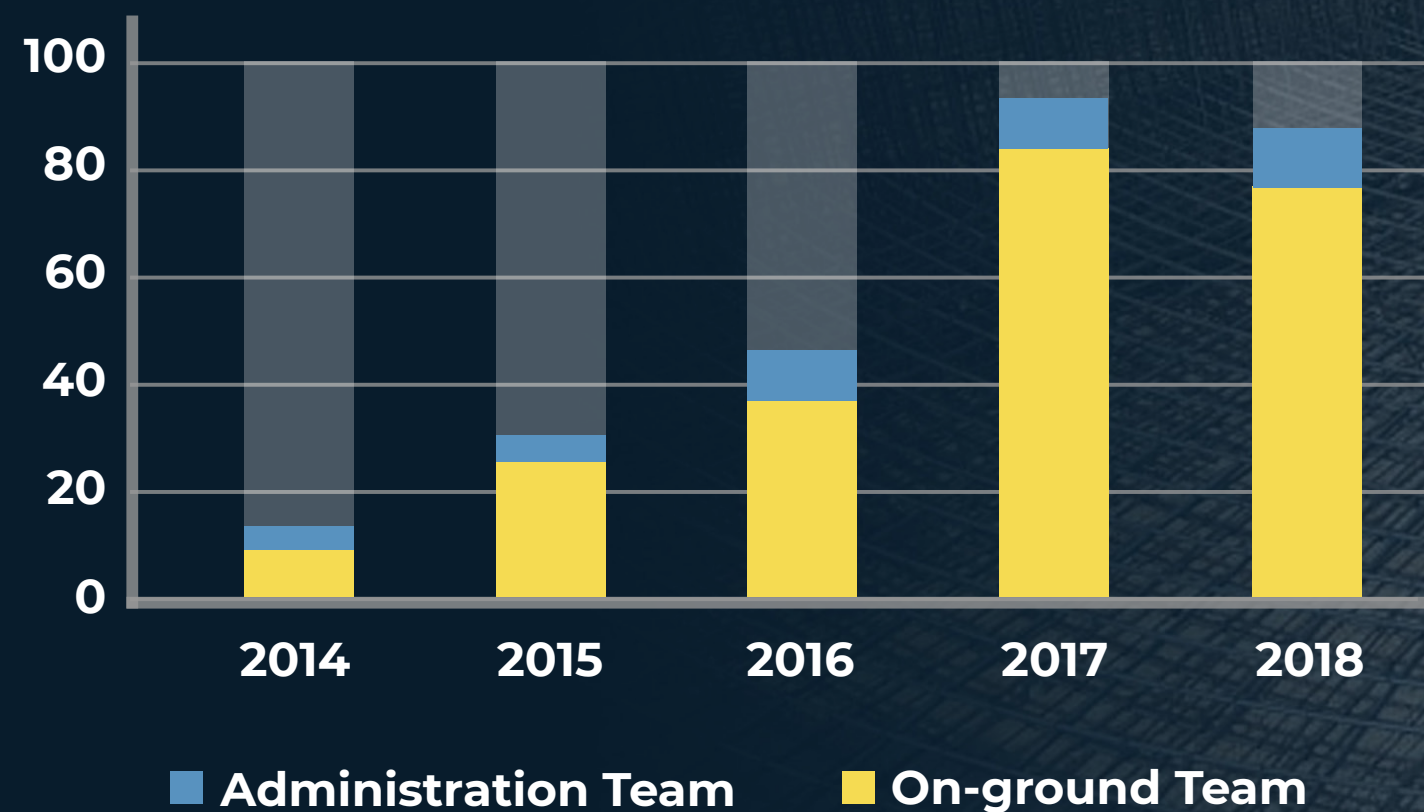
Annuity Based Income & Strategic Move

Our most important Human Resource

Not our BOD and management

- Our execution capabilities & track record stands tall on **the shoulders of our team**, who are in action whole year to complete unimaginable projects.
- Our team has executed in the almost any type of terrain know to man: **rocky ridges, coastal plains, low lying flats, mountain tops, muddy soil and marshy plateau.**

OUR TEAM STRENGTH



Much talked about regime change

Feed-in-tariff to Auction



- Competitive bidding leading to **fall in tariffs by 40%**
- Extreme fall in tariffs led to immediate halt in installation of new capacities, except for captive power

Withdrawal of
Generation based incentives
to the tune of
0.50/unit

Reduction of
Accelerated
Depreciation
80% to 40%

Causing myriad of issues

- Standstill in signing of new PPAs
- Dishonouring of already signed PPAs
- Inventory pile-ups with WTGs, dishonouring of receivables
- Lack of clarity in policy on various fronts

How we survived it

- **Acquisition of new sites**

acquired new sites close to Central Grid, as it was a must to feed SECI bids

- **Shifting scale**

from executing 30-50 MW farms to 300 MW farms and large capacity bids

- **Signing of new OEMs**

added OEMs like GE and Senvion, earlier only working with Suzlon

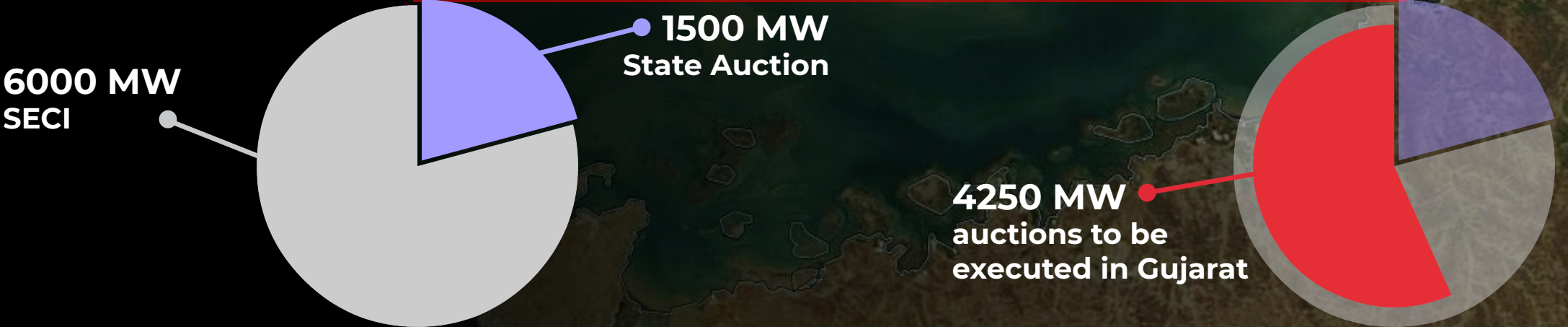
- **Drew and led consortium with FII**

for bidding in auction. We bided the lowest price (Rs 2.43/unit) demonstrating that even smaller projects, tariffs can be competitive

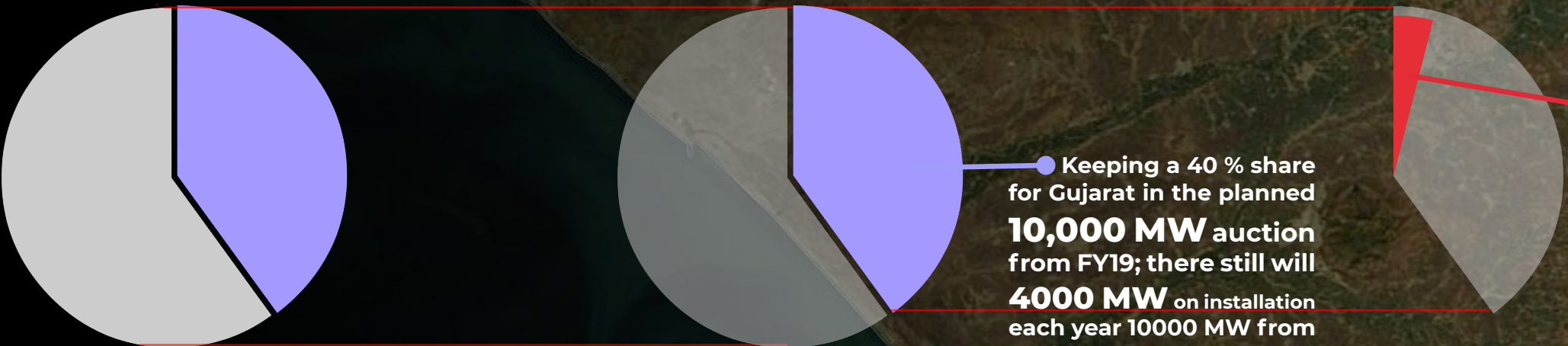
- **Technology & Process**

Improvisation in our style, process and practices of company

Why Gujarat Focused?



7500+ MW auctions post FiT regime

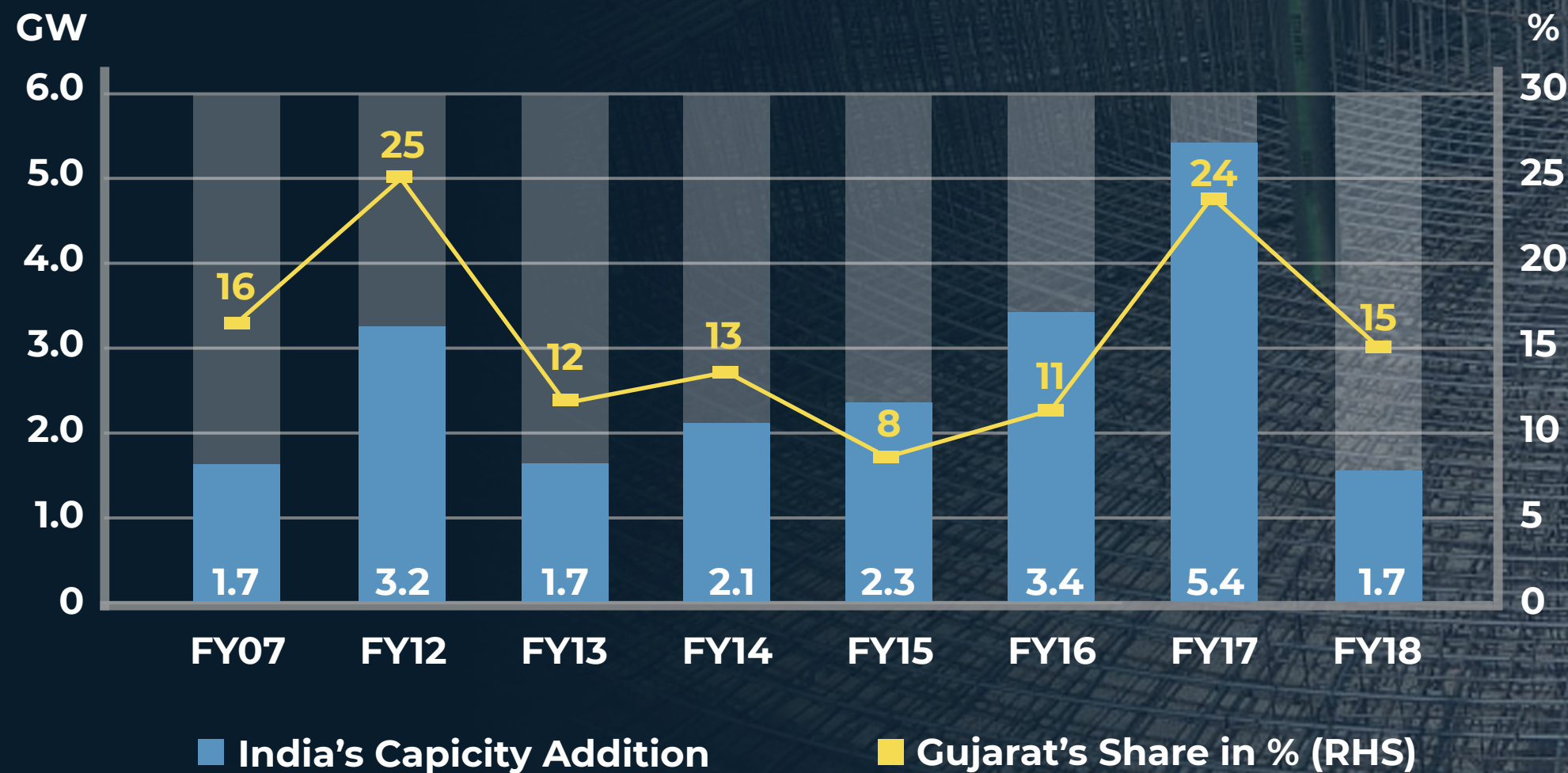


10000 MW auctions from FY19

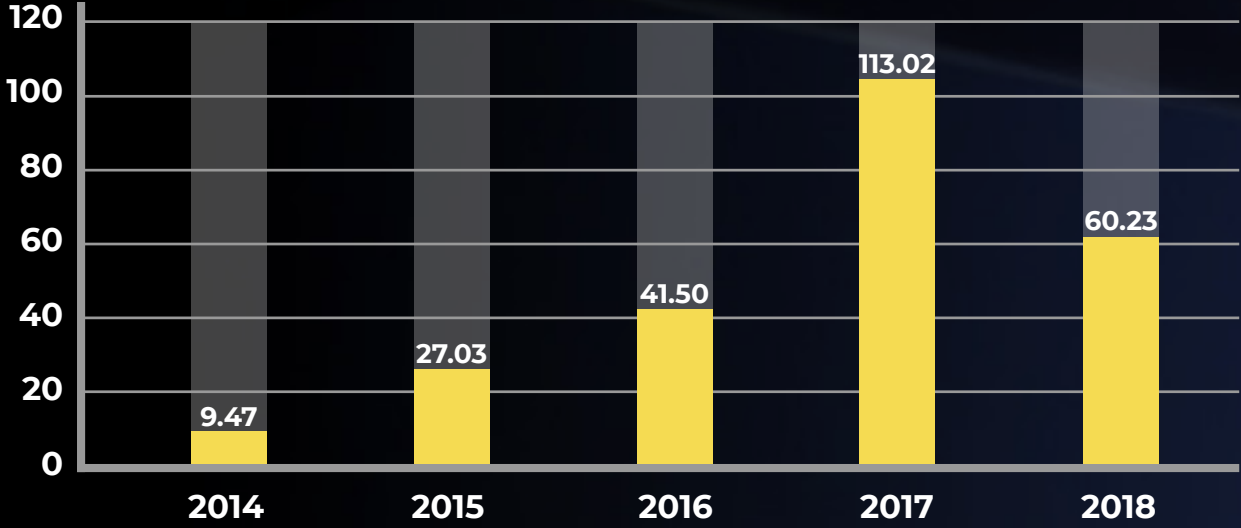


Gujarat's rising share in wind

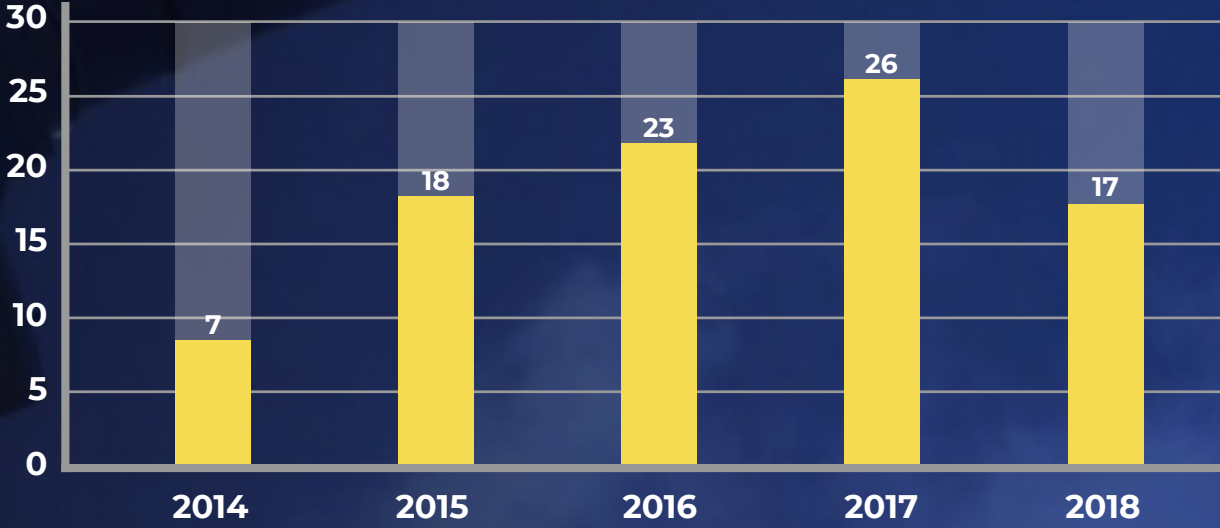
- This has led to rise in **Gujarat's share of the total installed capacity in India**
- This coupled with factors like: **healthy DISCOMS, vast potential sites** make Gujarat **one of the most attractive states for wind energy in India**



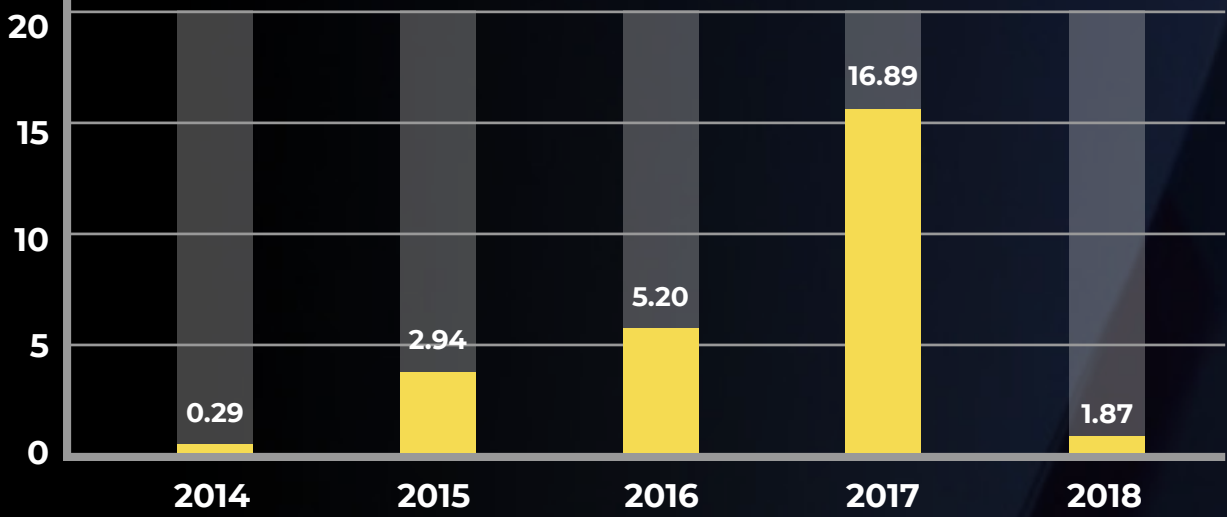
Financial Highlights



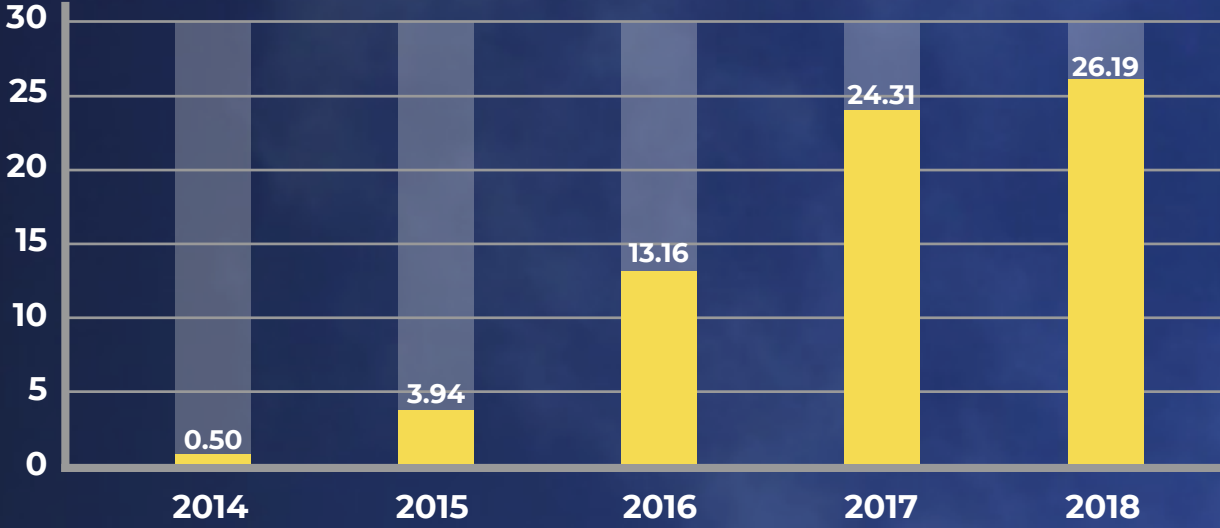
■ Revenue (in Cr.)



■ EBITDA (in %)



■ PAT (in Cr.)



■ Reserves and Surplus (in Cr.)

Balance Sheet Summary

Data in Lakhs

PARTICULARS	2018	2017	2016	2015	2014
Total Non Current Assets	9929.42	6831.93	2558.78	985.19	88.02
Total Current Assets	4511.65	3575.99	1743.16	918.67	956.2
Total Non Current Liabilities	5380.93	3939.86	1232.64	471.2	353.04
Total Current Liabilities	4953.75	3180.02	1408.99	938.03	590.82
Total Shareholder Fund	3474.35	3286.53	1658.83	494.6	100.35

Income Statement Summary

Data in Lakhs

PARTICULARS	2018	2017	2016	2015	2014
Total Revenue	6023.75	11302.52	4150.26	2703.35	947.06
Total Expenses	5645.38	8702.94	3362.02	2266.87	903.73
EBITDA	1008.69	2932.99	964.73	491.08	70.23
Profit Before Tax	378.15	2609.68	788.23	436.49	43.33
Profit After Tax	187.82	1689.44	520.23	294.25	29.86

Cash Flow Statement Summary

Data in Lakhs

PARTICULARS	2018	2017	2016	2015	2014
Cash Flow from Operations	1544.1	3601.09	395.86	784.93	7.96
Cash Flow from Investing Activities	-2790.78	-4384.97	-1631.31	-902.98	-44.43
Cash Flow from Financing Activities	1903.24	830.28	1295	196.01	-40.56
Net(decrease)/increase in cash and cash equivalents	656.57	46.4	59.56	77.97	-77.03
Cash and Cash Equivalents at the end of the year	853.22	196.66	150.26	90.71	12.75

Half Yearly Result



Data in Lakhs

PARTICULARS	H1FY19	H2FY18	Change (%)
Total Revenue	5145.9	2351.83	118.78
Total Expense	4143.57	2124.5	95.04
EBITDA	1421.65	681.33	108.66
Profit Before Tax	1001.82	227.11	341.12
Profit After Tax	706.83	86.58	716.39

Outlook

- We are extremely confident of our project pipeline and ability to generate business for us.
- Our current business pipeline has the capacity to generate INR **5 Billion** in gross revenues and subsequently INR **1 Billion** in profit after tax.



Thank you for your time and consideration.

Contact

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Disclaimer

KP Energy Limited

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