



K.P. ENERGY LIMITED

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KPEL/BM/PPT-Q3/JAN/2019/139

January 08, 2019

To,
Bombay Stock Exchange Limited,
P.J. Towers,
Dalal Street,
Mumbai – 400 001

Ref: Scrip Code: 539686

Sub: Investor Presentation/Key highlights of Q3FY19 performance

Dear Sir,

Apropos the captioned subject, please find attached herewith the Investor presentation along with the key highlights of the Q3FY19 performance.

This is for your information and records.

Thanking You,

Yours faithfully,
For K.P. Energy Limited

Karmit Sheth
Company Secretary & Compliance officer



Encl.: a/a



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BSE Listed Company





www.kpgroup.co

KP ENERGY
Energy is here!

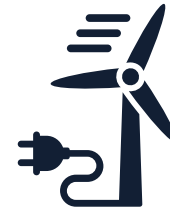
Q3FY19 PERFORMANCE HIGHLIGHTS

JAN'19

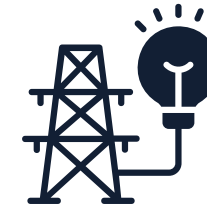
COMPANY SNAPSHOT



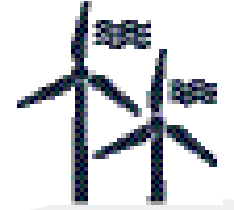
BOP solution
for Wind Farms



168 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



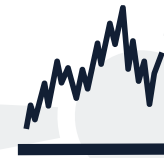
Order Book and
Business Pipeline
of **~1200 MW**
for coming 3 years



Team strength
of about
100
members



GUJARAT
focused player



Migration from
BSE
SME to Main
Board

EPCC BUSINESS MODEL

Site Identification

Our key competence
Average CUF of 34%

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

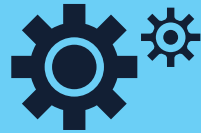
From idea generation to
commissioning the final project

Operations & Maintenance

168 MW assets under purview

SUPPLEMENTING VERTICALS

OPERATIONS & MAINTENANCE (O&M)



BOP

Provides O&M services for Balance of Plant portion of Wind Turbines

168
MW

As of date, KP Energy has an O&M portfolio of 168 MW

EP
CC

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

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

TAKING IT ONE NOTCH UP

LAND BANK

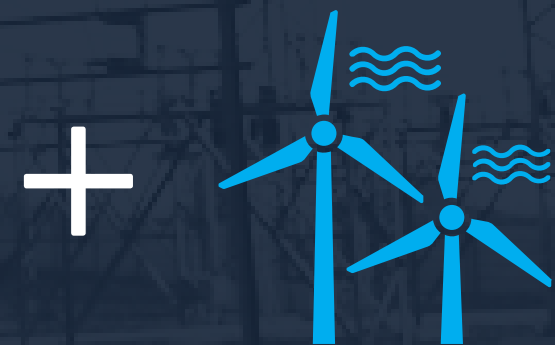
A land bank of ~1,000 MW with an average CUF of 34%

POWER EVACUATION

Infrastructure with capacity ~214 MW connecting Wind Turbine Generators (WTGs) to DISCOMS and Grids

OPERATION & MAINTENANCE

We provide complete O&M services for Balance of Payment



EPCC PLAYER

BALANCE SHEET SUMMARY (consolidated)

(Rs. in Crores)

| PARTICULARS | Q3FY19 | H1FY19 | 31.03.18 |
|-------------------------------|--------|--------|----------|
| Total Non-Current Assets | 83.99 | 95.68 | 92.99 |
| Total Current Assets | 55.42 | 42.72 | 45.11 |
| Total Non-Current Liabilities | 53.53 | 53.37 | 53.80 |
| Total Current Liabilities | 38.45 | 43.20 | 49.53 |
| Total Shareholder Fund | 47.44 | 41.81 | 34.76 |

INCOME STATEMENT SUMMARY (consolidated)

(Rs. in Crores)

PARTICULARS

Q3FY19

Q2FY19

Q3FY18

YOY%
change

Total Revenue (excluding other income)

39.23

19.22

7.65

412.81%

Total Expenses

31.48

15.38

9.52

230.67%

EBITDA

9.64

6.34

13.97

-30.99%

Profit Before Tax

7.76

3.97

(1.80)

531.11%

Profit After Tax

5.60

2.83

(2.85)

296.49%

BALANCE SHEET SUMMARY (standalone)

(Rs. in Crores)

| PARTICULARS | Q3FY19 | H1FY19 | 31.03.18 |
|-------------------------------|--------|--------|----------|
| Total Non-Current Assets | 83.99 | 86.08 | 84.75 |
| Total Current Assets | 44.89 | 43.76 | 48.87 |
| Total Non-Current Liabilities | 42.59 | 43.36 | 49.50 |
| Total Current Liabilities | 38.87 | 44.67 | 49.37 |
| Total Shareholder Fund | 47.41 | 41.81 | 34.74 |

INCOME STATEMENT SUMMARY (standalone)

(Rs. in Crores)

PARTICULARS

Q3FY19

Q2FY19

Q3FY18

YOY%
change

Total Revenue (excluding other income)

39.23

19.22

7.65

412.81%

Total Expenses

31.48

15.38

9.52

230.67%

EBITDA

9.65

6.34

1.39

594.24%

Profit Before Tax

7.76

3.97

(1.80)

531.11%

Profit After Tax

5.60

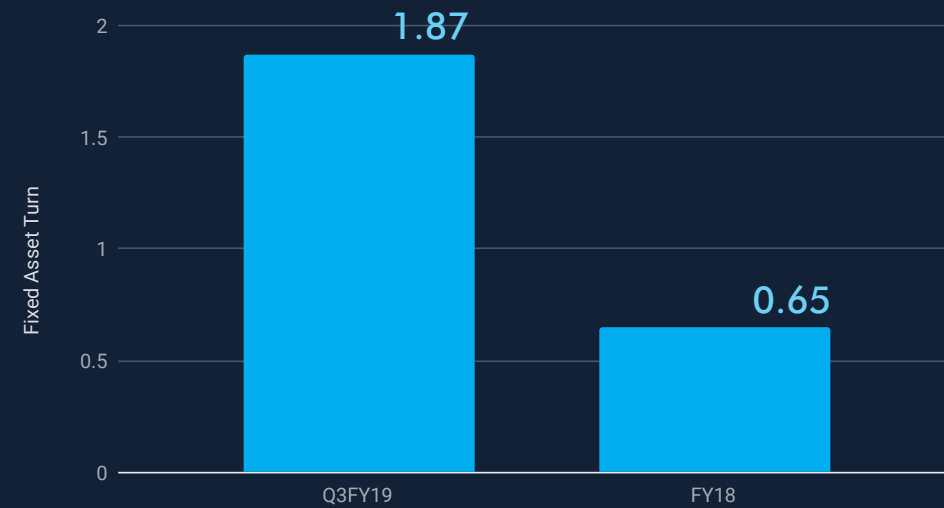
2.83

(2.85)

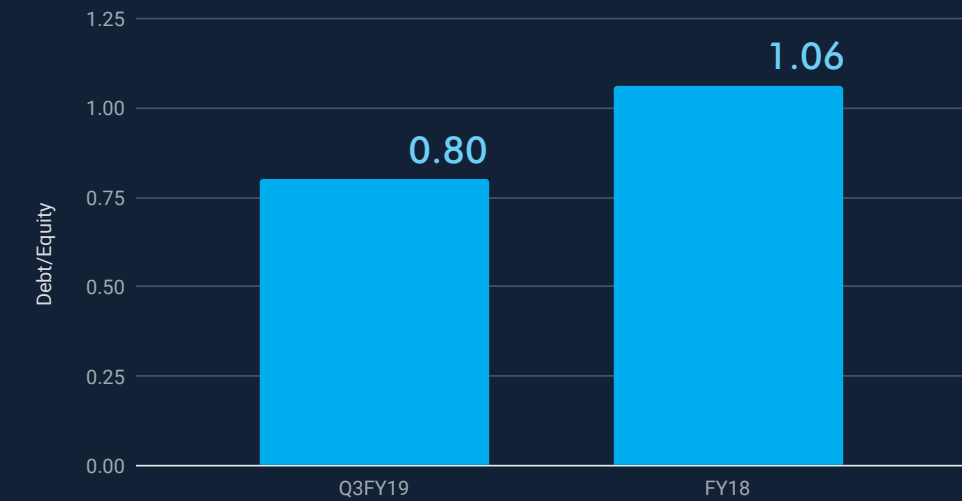
296.49%

FINANCIAL RATIOS (consolidated)

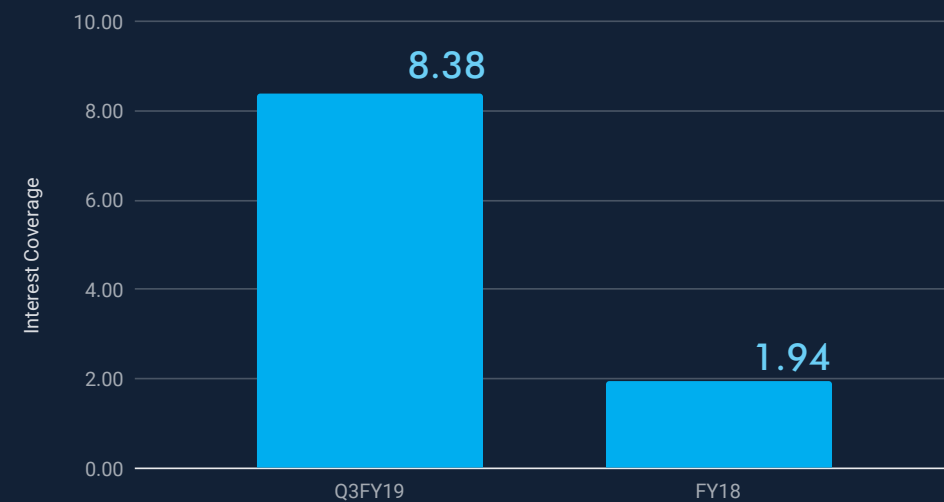
Fixed Asset Turn



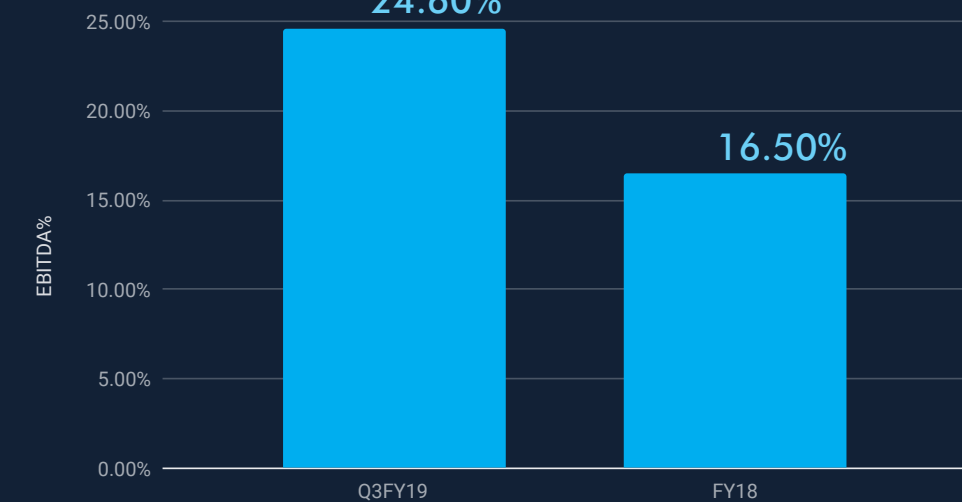
Debt/Equity



Interest Coverage



EBITDA%



KEY HIGHLIGHTS OF THE Q3 PERFORMANCE

CTU Business

- Major challenge in the quarter was non-availability of Revenue lands for the CTU Projects (projects won in bids organized by SECI) in Gujarat. Out of requirement of 120 WTG locations for completing 300MW GE project, Company was allotted 33 revenue locations till H1 and only 12 were cleared for construction. Balance locations applications have all required process completed for allotment however the same has been stuck up from regulatory perspective from State Authorities and still awaiting Government node.
- Back-up preparations, Company's own understanding drawn from decade of exposure and live support from GE team actually turned tables and we kept adding equally suitable private lands within project area to match the construction and development schedules.
- Company obtained development permission from nodal agency for 82.5MW at the end of Q3 and 30 MW applied and under approval process, aggregating 112.5MW (more than 1/3rd of project). The physical construction activities too have taken swing and by the end of Quarter, 1/6th of WTG foundations casted!
- Also on 220kv EHV line, company have completed acquisition of 65% of Right of Ways for the line and 25% of tower material already manufactured and delivered at Site for execution. By all means this is the only strategy to work out a way when too many pursue for rights! Here, company is developing a double circuit line from the Grid Station to Project Pooling Sub-station and one dedicated circuit will be allotted for GE project.
- Company is in advance discussions for next 300MW at Kutch wherein its owned second circuit will be utilized. This will be shot in arm as now laying a new EHV line in Kutch Region is herculean task looking to physical space challenges and route non-availability owing to so many transmission lines within a geographical spread of 50 sqkms.
- Company tie-up for its 400mw Dwarka Site too will now get materialized appropriately in upcoming bids.
- Overall, while there were many challenges ahead of the execution and implementation of its first maiden SECI project also first with GE, the positivity played a pivotal role to keep things in momentum and all round support of GE team too was admirable in driving progress on all fronts.

KEY HIGHLIGHTS OF THE Q3 PERFORMANCE

STU Business

- Financial Closure for the Consortium project with Evergreen Mauritius has been successfully accomplished. All the land parcels acquired and necessary compliances completed with Power Off-taker – M/s. Gujarat Urja Vikas Nigam Limited (GUVNL).
- This project of 30MW will now be on full swing in Q4 for construction & development.
- Existing Mahuva-I project which was stranded due to heavy monsoon have begun and progress restored. Out of balance 11 WTGs, one commissioned, three erected, two foundations casted and Site is poised for completion in Q4 fighting out all the physical and site related challenges. The mettle of Team KP Energy was tested at its peak at this Site and to the credit, this Site will be always be remembered for dedication and perseverance of KP Energy in handling problems with dexterity and undeterred commitments. In fact, for any WIND PROJECT DEVELOPING ENTITY, maintain focus & interest in any challenged or stranded project do determine character and long term standing in market.
- Last quarter for this financial year is full of hopes for another round of bid from State Discom also, which too will rejuvenate the projects acquired for STU business of about 150 MW for company.
- In a nutshell, the STU business which was in dark throughout H1 will now gain lot of momentum and will actively contribute in achieving new historic top & bottom-line for the year ending 2019.
- Existing Mahuva-I project which was stranded due to heavy monsoon have begun and progress restored. Out of balance 11 WTGs, one commissioned, three erected, two foundations casted and Site is poised for completion in Q4 fighting out all the physical and site related challenges. The mettle of Team KP Energy was tested at its peak at this Site and to the credit, this Site will be always be remembered for dedication and perseverance of KP Energy in handling problems with dexterity and undeterred commitments. In fact, for any WIND PROJECT DEVELOPING ENTITY, maintain focus & interest in any challenged or stranded project do determine character and long term standing in market.

KEY HIGHLIGHTS OF THE Q3 PERFORMANCE

Corporate

- Company's aim to standardize and systematize its management process and maintain sustainable growth in all facets, beyond the balance sheet numbers is coming very close now. The Stage – II audits for implementation of ISO 9001:2015, 14001:2015 and BS 18001:2007 which were erstwhile scheduled in Q4 were completed in Dec, 2018. Team is quite motivated to achieve this accolade in early Q4. This will certainly help company to strengthen its aim of implementing QHSE standards followed across the globe while growing exceptionally in wind sector in India.
- Time has ripened now to infuse more capital to lever the advantages available to company to strengthen the business pipeline and getting an edge as first mover, as always, in converting the adversities into opportunities.

We welcome the Change, we transform ourselves to Change, rather embrace the Change!

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