

July 26, 2019

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 – July 2019.

We request to kindly take the same on record.

Thanking you,

Yours truly,  
For **Genus Power Infrastructures Limited**

  
**Director/Company Secretary**



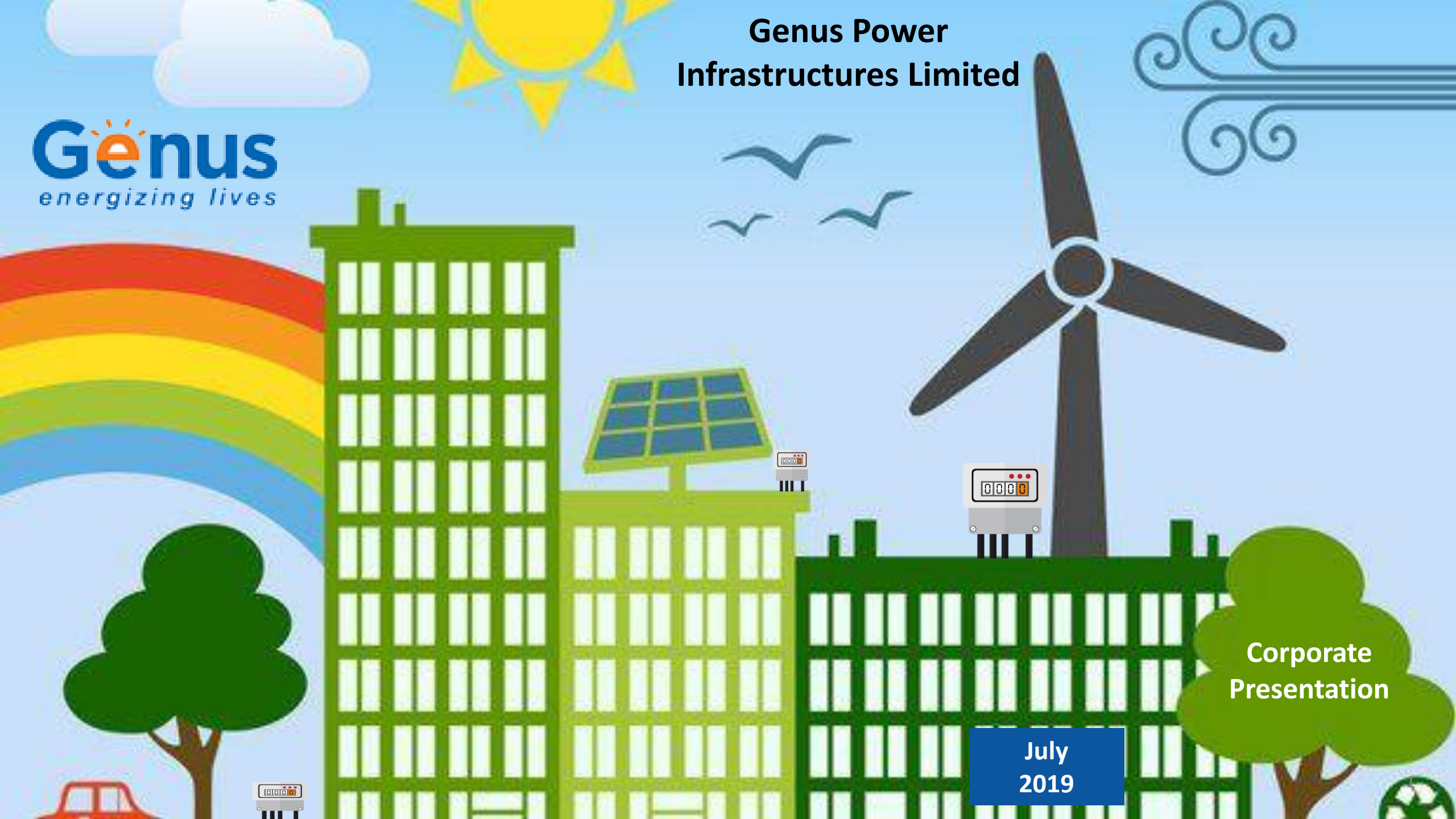
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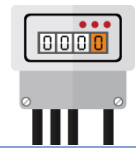
# Genus Power Infrastructures Limited

**Genus**  
*energizing lives*

**Corporate  
Presentation**

**July  
2019**

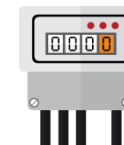




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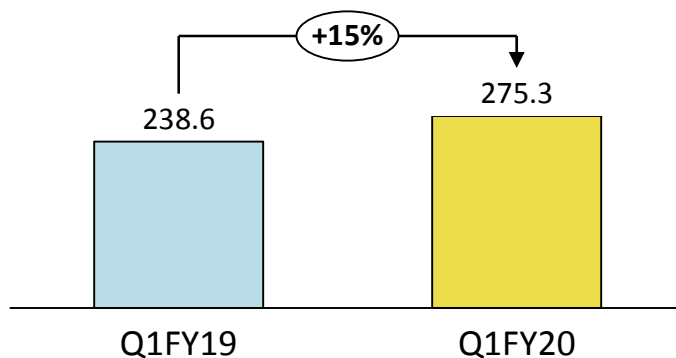


## Key Highlights

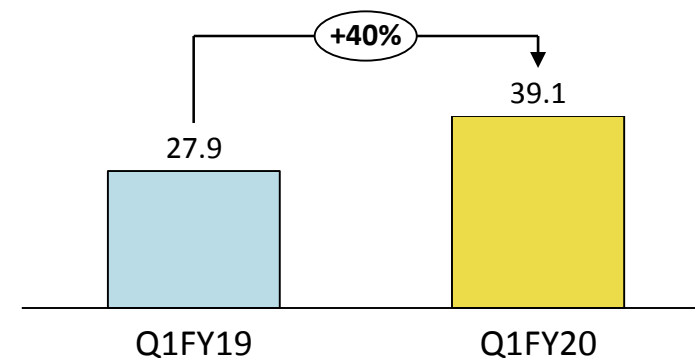
Board has recommended a dividend of Rs. 0.58 per equity share of face value of Rs. 1/- each (58% of Face Value of Equity Share) for the financial year ended March 31, 2019. This is subject to shareholders approval.

**EBITDA Margin expanded by +250 bps due to easing of Raw material & strong order execution**

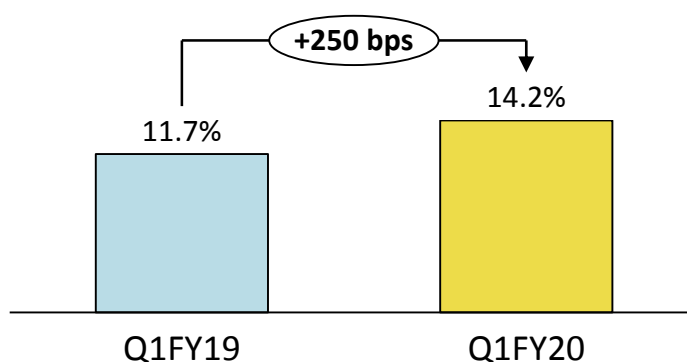
## Revenue (Rs. Crores)



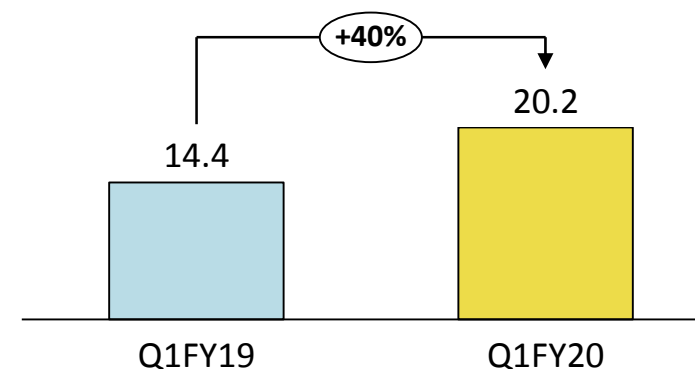
## EBITDA (Rs. Crores)

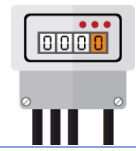


## EBITDA Margin (%)

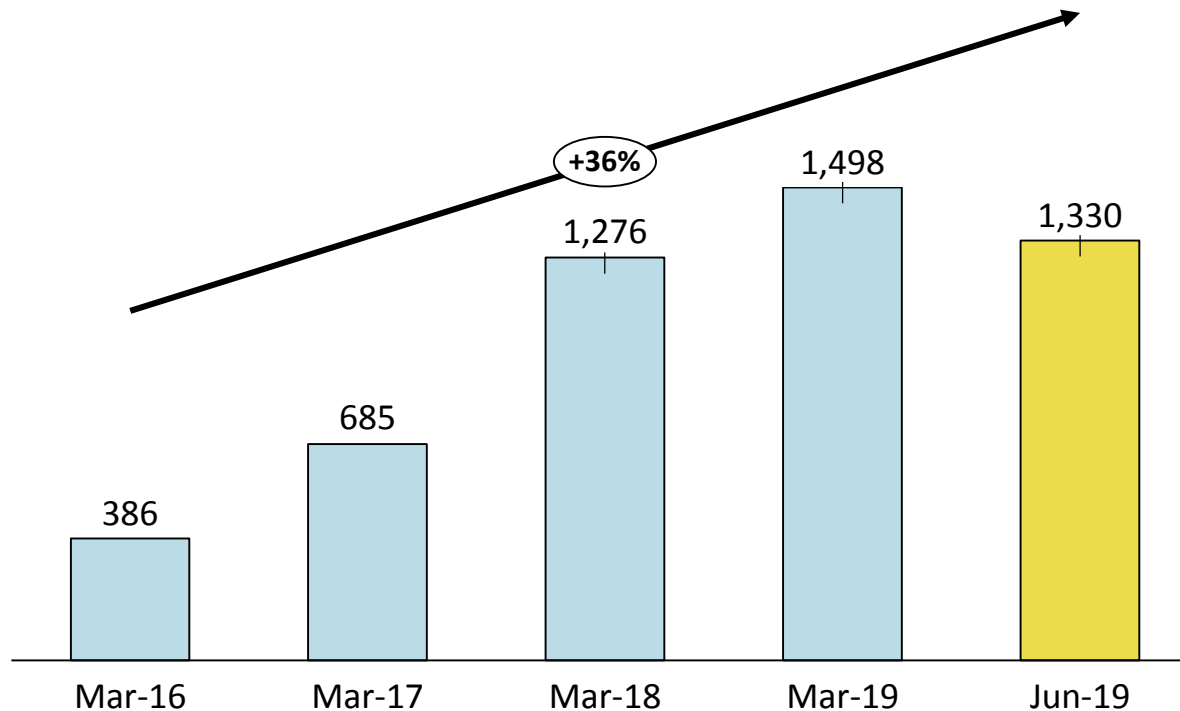


## PAT (Rs. Crores)





## Order Book (Rs. Crores)



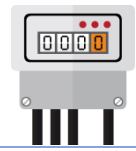
*We upgrade our technology and product offering at regular interval backed by continuous R&D*



*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*

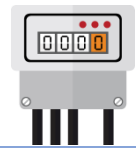


*“Our company has started the year with optimism and Q1FY20 has seen a growth momentum of 15% in revenues with EBITDA margin expansion of 250 bps on YoY basis. The current order book gives a high revenue visibility to sustain growth in the current financial year. We continue to focus on continuous technology upgradation and improving operational efficiency to serve our long-lasting relationship with our clients.*

*We have witnessed a healthy demand for various types of meters from all SEB’s and private electricity boards. The tendering is quite robust and is at various stages of finalization. We are witnessing good traction in orders for smart meters and we shall continue our leadership in the current year by achieving higher growth.”*

**Mr. Jitendra Kumar Agarwal,**  
**Joint Managing Director**



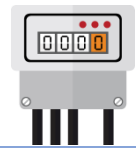


| Particulars (Rs. Crores)  | Q1FY20        | Q1FY19        | YoY          |
|---------------------------|---------------|---------------|--------------|
| <b>Total Revenue</b>      | <b>275.3</b>  | <b>238.6</b>  | <b>15.4%</b> |
| Cost of Material Consumed | 175.1         | 165.1         |              |
| Employee Expenses         | 25.8          | 22.6          |              |
| Other Expenses            | 35.2          | 23.0          |              |
| <b>EBITDA</b>             | <b>39.1</b>   | <b>27.9</b>   | <b>40.4%</b> |
| <b>EBITDA (%)</b>         | <b>14.21%</b> | <b>11.68%</b> |              |
| Other Income              | 5.7           | 2.6           |              |
| Depreciation              | 5.5           | 4.5           |              |
| <b>EBIT</b>               | <b>39.3</b>   | <b>26.0</b>   | <b>51.4%</b> |
| <b>EBIT (%)</b>           | <b>14.28%</b> | <b>10.88%</b> |              |
| Finance Cost              | 9.4           | 6.8           |              |
| <b>Profit before Tax</b>  | <b>29.9</b>   | <b>19.1</b>   | <b>56.1%</b> |
| Tax                       | 9.7           | 4.8           |              |
| <b>Profit after Tax</b>   | <b>20.2</b>   | <b>14.4</b>   | <b>40.1%</b> |
| <b>PAT %</b>              | <b>7.32%</b>  | <b>6.03%</b>  |              |
| EPS                       | 0.78          | 0.56          |              |

## Business Overview







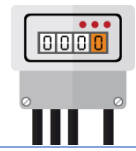
- ☀ Incorporated in 1992, Part of \$400 mn Kailash Group
- ☀ Over 2 decades of experience in electricity metering solutions industry

- ☀ Largest player in India's electricity meter industry
- ☀ ~27% market share in Meter Industry
- ☀ ~70% market share in Smart Meters
- ☀ Share of Metering Projects increasing



- ☀ Empanelled with 40+ different utilities across the country
- ☀ 60 mn+ Meters installed
- ☀ Capability to undertake turnkey power projects up to 400 KV

- ☀ Top-notch In-house R&D recognized by Govt of India
- ☀ 25,000 Sq. Mtrs of Integrated Manufacturing
- ☀ Annual Production capacity of 10 mn+ meters



- 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 - 2009**

- Deployed Smart Metering Solution at Shapur (Junagarh) PGVCL – India's First Smart Village Project
- Implemented India's first End to End Smart Metering Solution at Kala Amb HPSEB's Smart Grid Pilot Project with Alstom

**2014 - 2016**

- India's First Narrowband - IOT setup for AMI with Vodafone Idea
- Among the Top 10 Global AMI Companies as per IHS Markit's Electricity Meters Report – Edition 2018
- Smart Meter Integrated line getting operational

**2018 - 2019**

**1992 - 1995**

- Company founded for manufacturing Thick Film Hybrid Microcircuits & SMT PCB Assemblies
- First Production facility set up in Sitapura, Jaipur

**2000 - 2004**

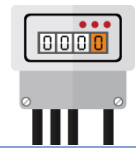
- R&D recognized by Government of India
- Lean Manufacturing with help of TBM consultants, USA
- Increased product range of electronic energy meters

**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 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. Giriraj Nyati**  
COO - Metering Solution



**Mr. R Viswanathan**  
Chief Management  
Representative



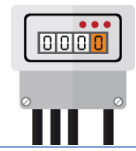
**Mr. N L Nama**  
Chief Financial Officer



**Dr. Anukram Mishra**  
Chief Technical Officer



**Mr. Ranvir Singh Rathore**  
Senior VP – Domestic Marketing  
and Sales



## Infrastructure

CAD, Dies and Mold designs, Molding, Automated SMT lines, Lean Assembly techniques and the state-of-the-art manufacturing facilities with complete forward and backward integration

## R&D

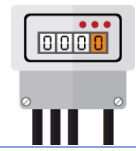
In-house R&D Centre, recognised by Ministry of Science and Technology, the Government of India and accredited by National Accreditation Body for Testing Labs

## Certifications

CMMI level 3 Company Accredited with - ISI, KEMA, SGS, STS, ZIGBEE, UL, DLMS etc., which is amongst the highest in Indian Metering Solutions Industry

## Workforce

Armed with long-term, highly-experienced and best-in-class technologist, engineers and executives

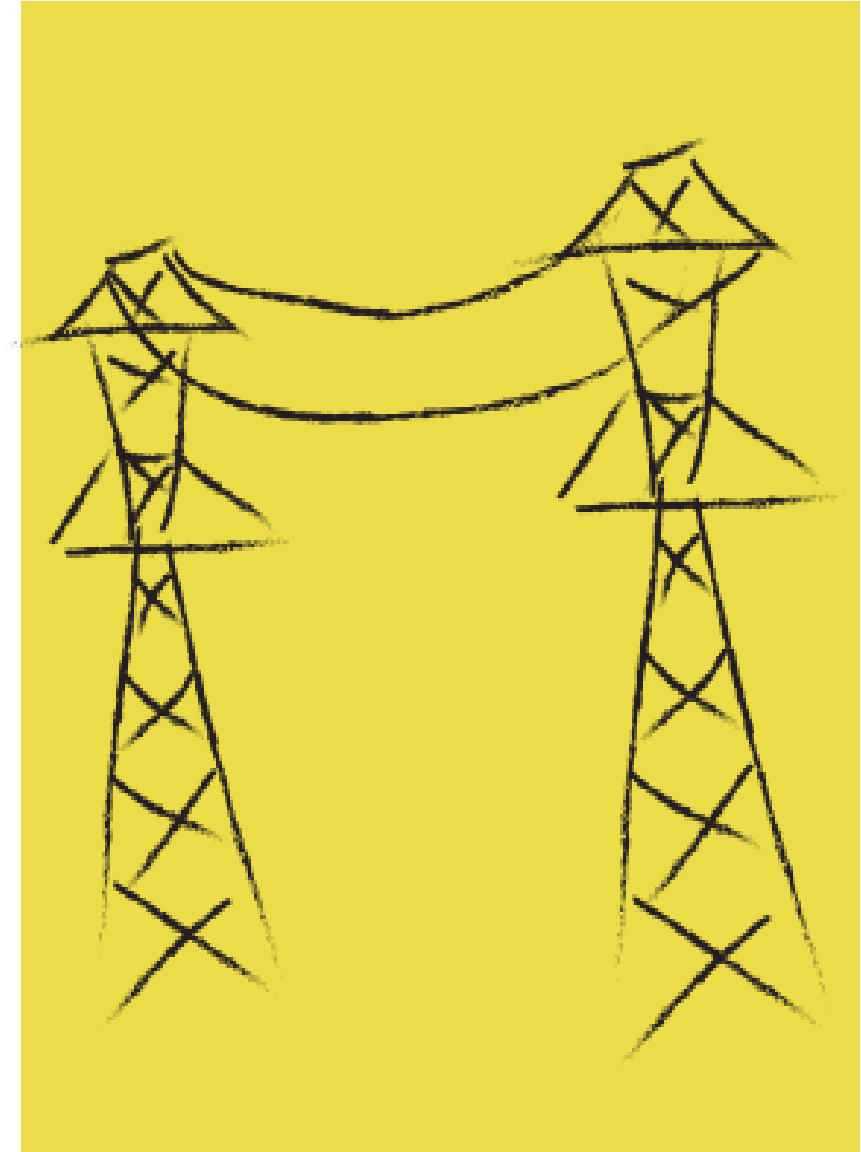


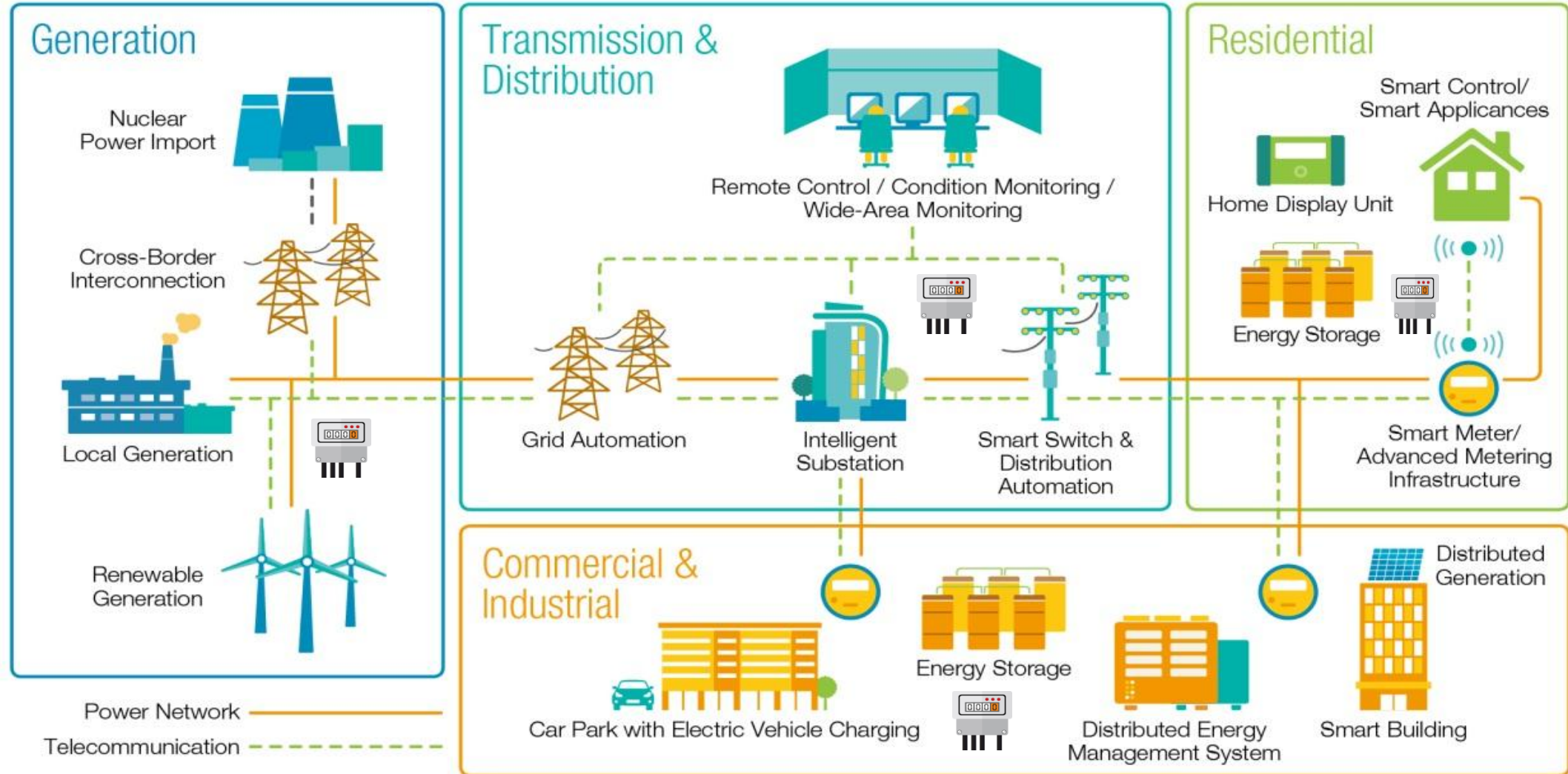
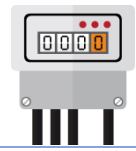
## SMART METERING SOLUTIONS

- ☀ 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

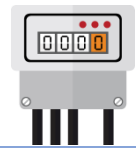
## ENGINEERING, CONSTRUCTIONS AND CONTRACTS (ECC)

- ☀ 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









## RESIDENTIAL & COMMERCIAL

- ☀ Meters with communication capability
- ☀ Single / Three Phase Smart Meters
- ☀ Net Meters
- ☀ Smart Street Light Management System
- ☀ Group Metering



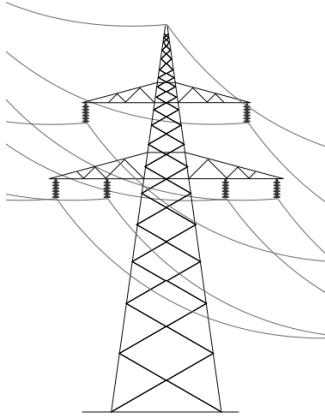
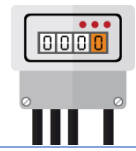
## INDUSTRIAL

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



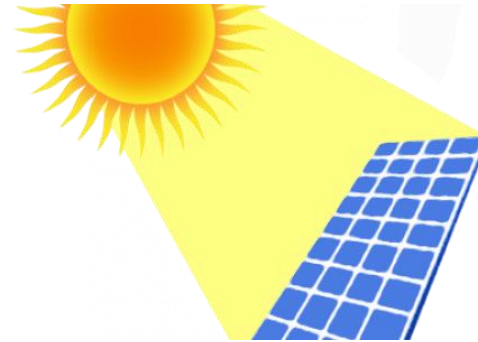
## PREPAYMENT SOLUTION

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



### DISTRIBUTION TRANSFORMER

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



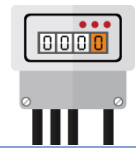
### OPEN ACCESS / GRID

- ☀ Grid & Sub-Station Meter (ABT Complaint)



### CALIBRATION EQUIPMENT

- ☀ Single Phase Portable Reference Meter
- ☀ Three Phase Portable Reference Meter



## 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

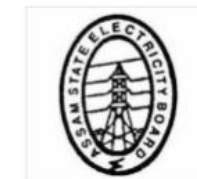
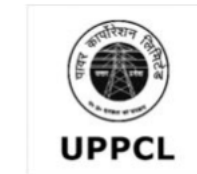
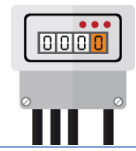
## Complements the Metering Business

- ☀ Increased implementation of Smart metering solution
- ☀ Higher sales growth under metering division
- ☀ Margin expansion
- ☀ Gain Market share

## Current Projects under implementation

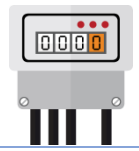
- ☀ 220 KV transmission line and substation in Jharkhand
- ☀ 132 KV D/C transmission line and substation in Jharkhand
- ☀ 230/110 KV AIS substation in Tamil Nadu
- ☀ Rural electrification work in Uttarakhand under R-APDRP
- ☀ Rural electrification work (including feeder segregation) in Western UP under DDUGJY scheme

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

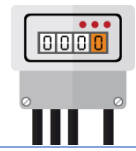


Haridwar, Uttaranchal



Guwahati, Assam

Total Installed capacity of over 10 million meters per annum



**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

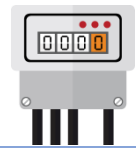
A series of reliability tests are conducted periodically both on in-house reliability chambers and from NABL approved outside test labs, to establish a satisfactory life of the product in the hands of the customer.

## 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



STS certification



Bureau Veritas



QSI Certification



National Accreditation Board for  
Testing and Calibration Laboratories



KEMA Certification



R&D Lab recognized by MSD, GOI



Silver Certificate by Frost & Sullivan



IEC Certifications



ZigBee Certification



STQC Certifications



DLMS Certification for Meters



EMC Certifications

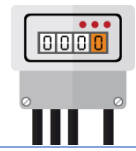


IECQ for quality of components



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.,**



*In-house Technology  
product since inception*

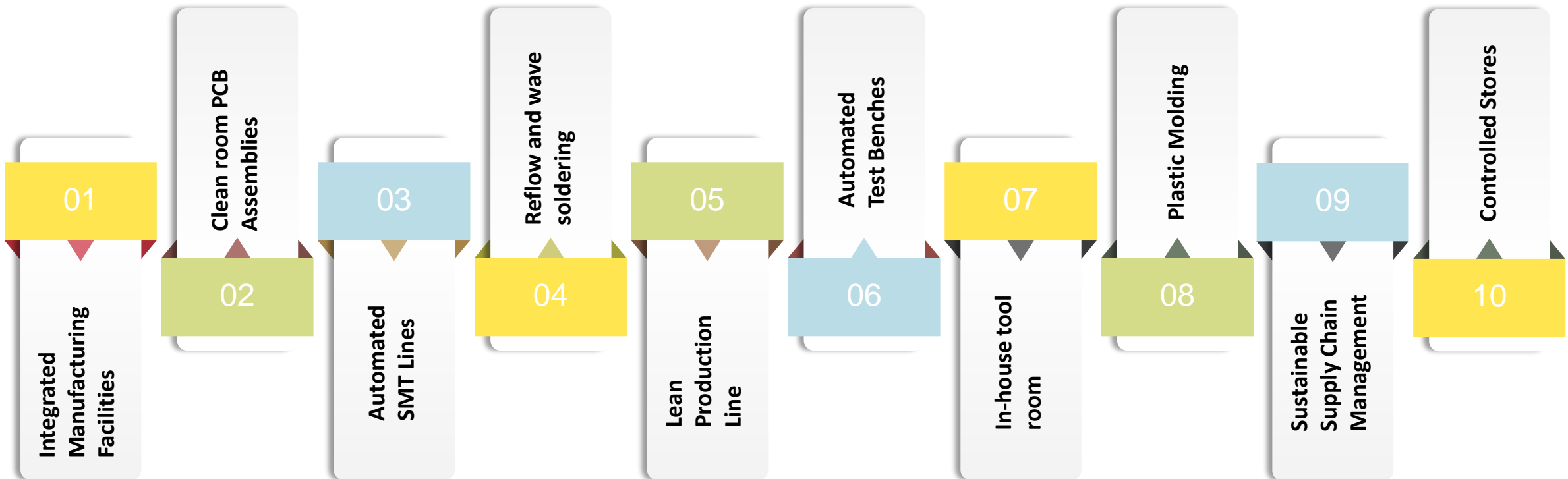
*Truly "Made in India"*

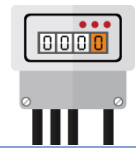


- **Quality Assurance**
- **Innovation & R&D**
- **In-House NABL Accredited Electronic Energy Meter Testing Laboratories** (recognized by Ministry of Science & Technology, Govt. of India)
- **Lean Manufacturing**



*Qualified & Capable to  
service the ever growing  
power sector demand by  
adhering to stringent  
protocol*





**2000:**

Rated as 7th turnaround company of India by Business World, India

**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

**2018:**

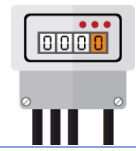
Quality team won 7 Gold & 3 Silvers in 32nd National Convention Quality Circle Awards organised by "Quality Circle Forum of India" at Gwalior & Haridwar

**2019:**

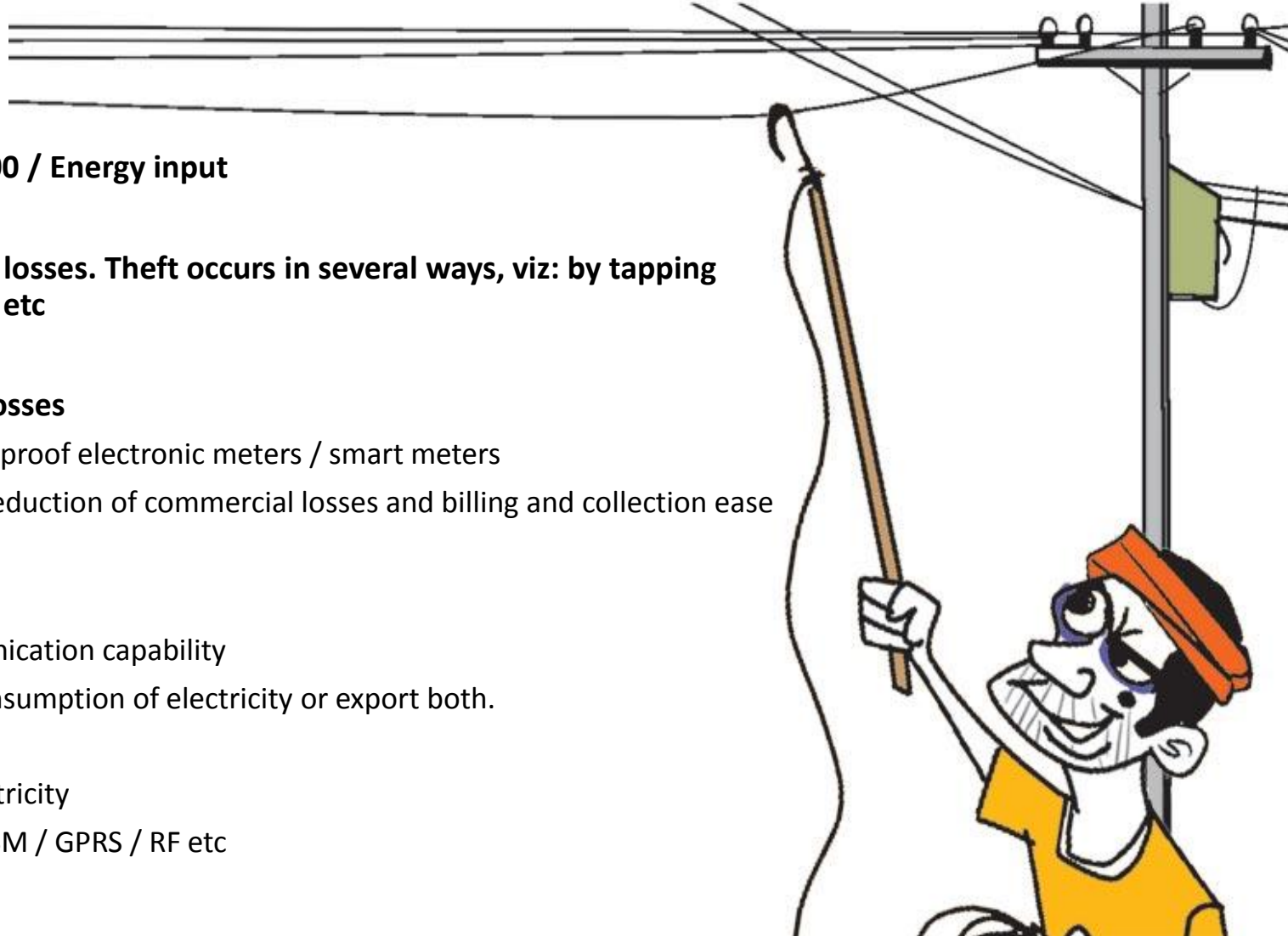
Recognition from CESC for "Active Involvement in Development of Smart Meters"

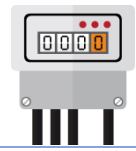
## Business Outlook



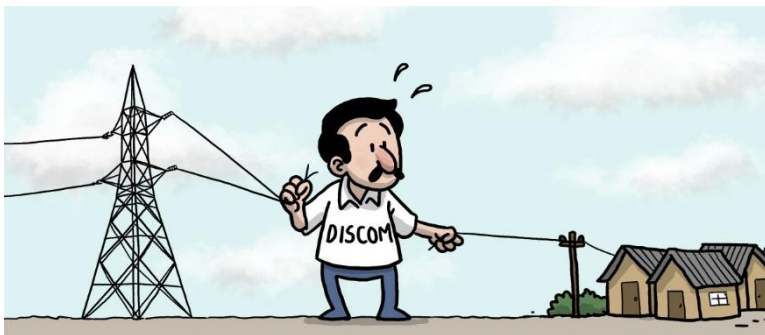


- **AT&C Loss = (Energy input – Energy billed) \* 100 / Energy input**
- **Theft is the one of the main causes of the high losses. Theft occurs in several ways, viz: by tapping power lines and tempering / by-passing meter etc**
- **Meters play a vital role in reduction of AT&C Losses**
  - Replacement 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





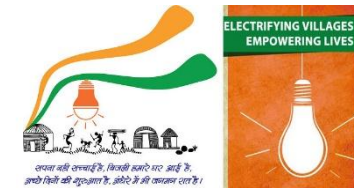
- ☀ DISCOMS had accumulated losses of Rs. 3.8 Trillion and Debt of Rs. 4.3 Trillion
- ☀ To improve the operational efficiency and reduce AT&C losses
- ☀ **Smart Metering solutions, upgradation of transformers and meters**
- ☀ Improved financial health of DISCOM's would help in lower operating cost and reduce working capital cycle of equipment suppliers
- ☀ Till date – 27 states and 5 UT has participated in the scheme



## Integrated Power Development Scheme

*A Priority Programme of Govt. of India*

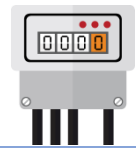
- ☀ Planned outlay of Rs. 326 Billion
- ☀ Strengthening of sub-transmission network to reduce AT&C losses
- ☀ **Metering & implementation of IT application to reduce commercial losses**
- ☀ **Smart Meters be installed for all consumers with consumption of above 200 units by 2019**



## DEENDAYAL UPADHYAYA GRAM JYOTI YOJANA ( Scheme of Govt. of India for Rural Areas )

- ☀ Planned outlay of Rs. 760 Billion
- ☀ Electrification to all villages
- ☀ Feeder separation (Rural households & agricultural)
- ☀ **Strengthening of sub-transmission & distribution infrastructure including metering at all levels (input points, feeders and distribution transformers)**
- ☀ **Metering to reduce the Losses**





GOVERNMENT OF INDIA  
MINISTRY OF POWER

**As per the, notification by power ministry, dated 8<sup>th</sup> September 2016 :**

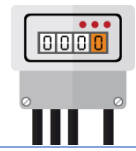
- ☀ Mandatory rollout of Smart Meters, for consumers with monthly consumption of 500 units and more
- ☀ Mandatory rollout of Smart Meters, for consumers with monthly consumption of 200 units and more
- ☀ Current Power minister Mr R. K. Singh has extended deadline to end of FY22

## METERING OPPORTUNITY

- ☀ India has 200 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

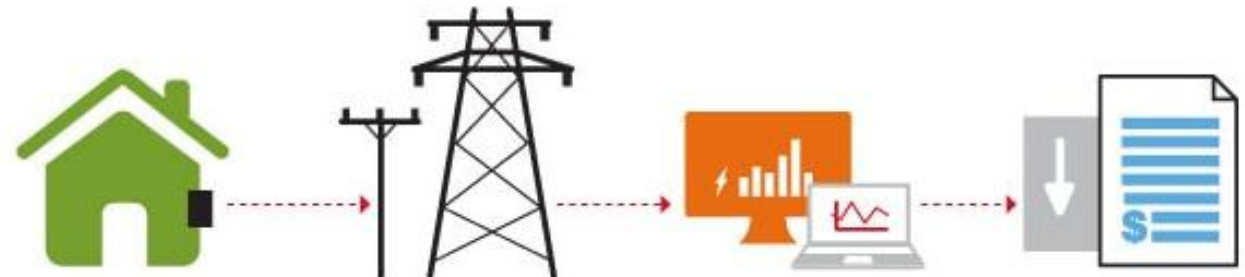
## Consumption Patterns

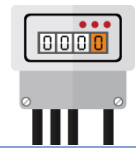
As consumers will be able to access the data on their mobile phones / tablets / PCs, they will be able to cut their expenses using simple strategies. For example not using water heaters or electric irons during peak hour

## 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





## Four ways to recharge Uttar Pradesh's power sector

8<sup>th</sup> May 2017

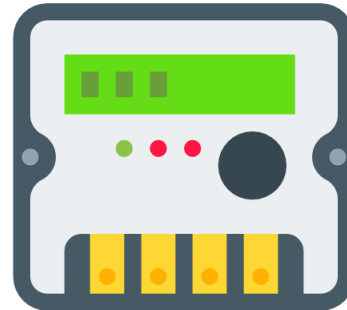
The magnitude of the task at hand can be gauged from the fact that by 2019, Uttar Pradesh has to (1) nearly double its electricity-sector asset base, (2) plug in 11.2 million households, (3) **formalize and meter around 8.4 million households with access to electricity**, (4) **meter another 6.8 million registered rural consumers**, (5) halve AT&C losses even as losses get re-estimated after metering goals are achieved, (6) ensure round-the-clock supply to all consumers, and (7) achieve a financial turnaround

**100% metering of all existing and upcoming consumers should be done on a war footing.** This will help plug theft, revenue leakage and ensure that discoms get more money from the same set of consumers.

## Power Ministry links '24x7 Power' with consumer honesty

11<sup>th</sup> June 2017

"He also added that the Centre and the state are committed to **resolving Uttar Pradesh's power sector distress through smart metering and crackdown on power theft.**"



## Excerpts from News Articles on **SMART METER** as **GAME CHANGER**

## Lower tax on coal under GST will bring down power tariffs: Piyush Goyal (Ex Power Minister)

11<sup>th</sup> June 2017

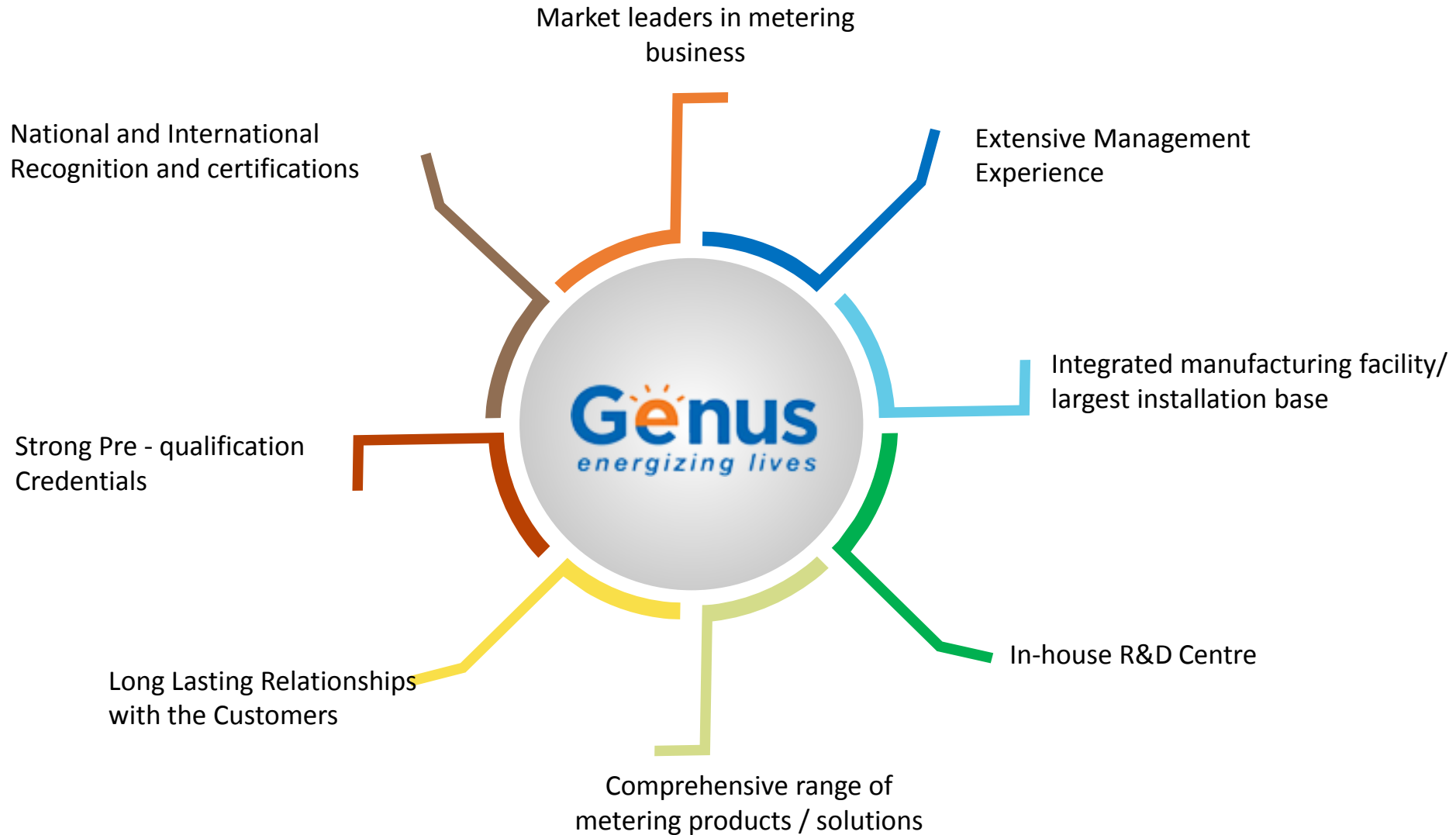
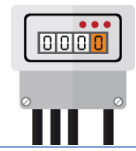
"He also said that the central government could offer any amount of long-term, lowcost funding to states to implement smart metering of households."

Power minister Piyush Goyal said : **"Smart meters, which are crucial for a roof-top solar power plant which is connected to the grid to sell surplus power, can be a game changer . He pitched for wider use of smart electricity meters** and urged the electrical equipment industry to come up with innovations that suit the domestic consumer as the country strives to use energy efficiently"

Tata Power Delhi Distribution Ltd. is now installing 200,000 smart meters and is planning to scale it up to 1.5 million in five to six years, while Reliance Power Ltd-owned BSES Yamuna Power Ltd and BSES Rajdhani Power Ltd, which supply electricity in Delhi, are also installing smart meters for customers in phases

## Power Minister pitches for wider use of smart electricity meters

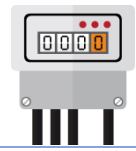
23<sup>rd</sup> Jan 2017



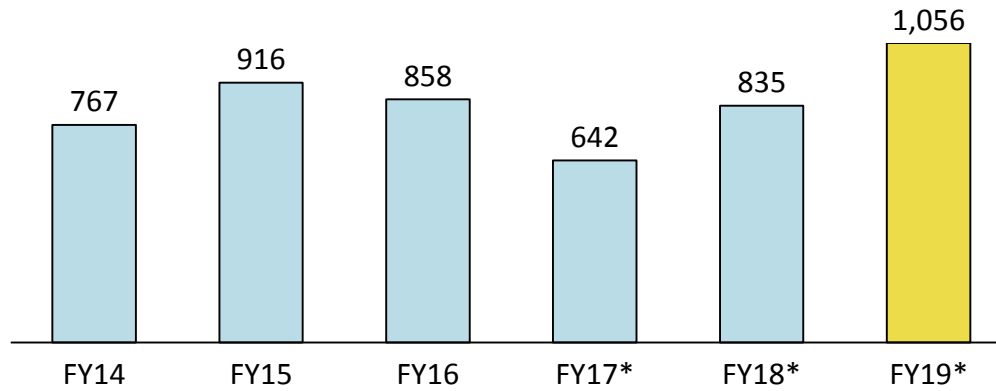
**First Indian Company to get BIS Certificate for Smart Meters**

## Financial Performance

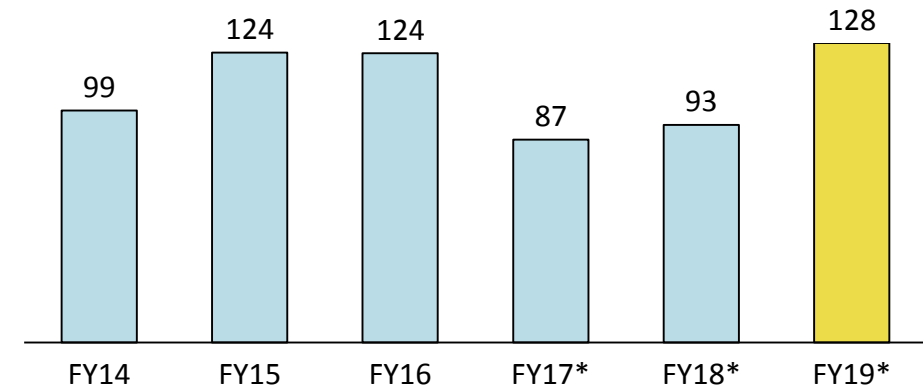




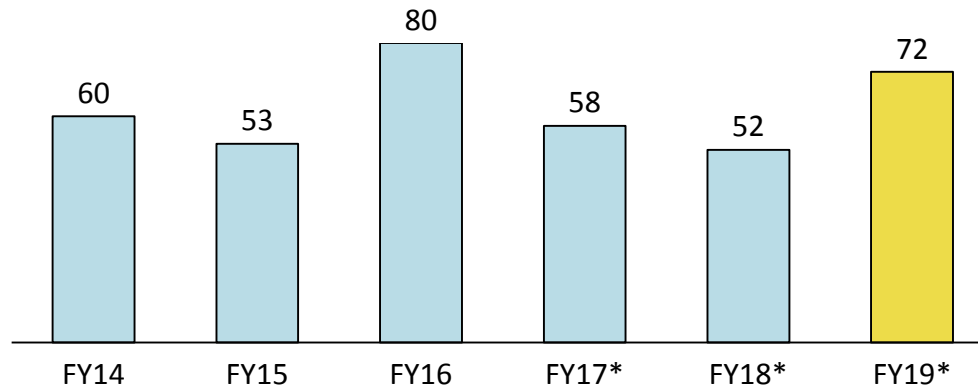
Revenue (Rs. Crores)



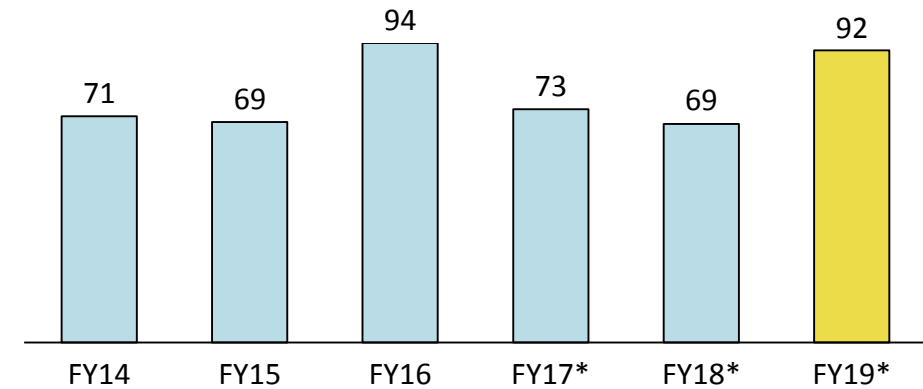
EBITDA (Rs. Crores)



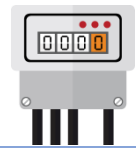
PAT (Rs. Crores)



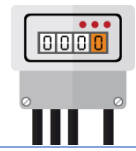
Cash PAT (Rs. Crores)



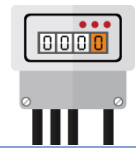




| Particulars (Rs. Crores)  | FY19           | FY18          | YoY          |
|---------------------------|----------------|---------------|--------------|
| <b>Total Revenue</b>      | <b>1,055.5</b> | <b>835.1</b>  | <b>26.4%</b> |
| Cost of Material Consumed | 718.0          | 575.0         |              |
| Employee Expenses         | 98.2           | 85.8          |              |
| Other Expenses            | 111.4          | 81.3          |              |
| <b>EBITDA</b>             | <b>127.9</b>   | <b>93.0</b>   | <b>37.5%</b> |
| <b>EBITDA (%)</b>         | <b>12.12%</b>  | <b>11.14%</b> |              |
| Other Income              | 17.9           | 22.0          |              |
| Depreciation              | 19.4           | 17.1          |              |
| <b>EBIT</b>               | <b>126.5</b>   | <b>97.9</b>   | <b>29.2%</b> |
| <b>EBIT (%)</b>           | <b>11.98%</b>  | <b>11.72%</b> |              |
| Finance Cost              | 33.9           | 22.8          |              |
| <b>Profit before Tax</b>  | <b>92.5</b>    | <b>75.1</b>   | <b>23.2%</b> |
| Tax                       | 20.2           | 23.5          |              |
| <b>Profit after Tax</b>   | <b>72.4</b>    | <b>51.5</b>   | <b>40.4%</b> |
| <b>PAT %</b>              | <b>6.86%</b>   | <b>6.17%</b>  |              |
| EPS                       | 2.81           | 2.00          |              |

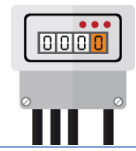


| ASSETS (Rs. Crores)                   | Mar-19         | Mar-18         | EQUITY AND LIABILITIES(Rs. Crores)         | Mar-19         | Mar-18         |
|---------------------------------------|----------------|----------------|--|----------------|----------------|
| <b>Non-current assets</b>             |                |                |  |                |                |
| Property, plant and equipment         | 176.9          | 165.5          | Equity Share capital                       | 25.7           | 25.7           |
| Capital work-in-progress              | 1.6            | 1.9            | Share Application Money Pending Allotment  | 0.0            | 0.1            |
| Other intangible assets               | 1.1            | 1.2            | Other equity                               | 784.8          | 722.7          |
| Investment in Associates              | 15.9           | 14.2           | <b>Sub-total - Shareholders' funds</b>     | <b>810.5</b>   | <b>748.5</b>   |
|                                       |                |                |  |                |                |
| <b>Financial assets</b>               |                |                | <b>Non-current liabilities</b>             |                |                |
| Investments                           | 68.4           | 36.8           | <b>Financial liabilities</b>               |                |                |
| Loans                                 | 30.3           | 53.9           | Borrowings                                 | 25.1           | 16.3           |
| Other financial assets                | 18.4           | 12.8           | Other financial liabilities                | 9.1            | 5.8            |
| Other non-current assets              | 13.4           | 17.7           | Long Term Provisions                       | 22.5           | 14.5           |
| Deferred tax assets (net)             | 37.2           | 36.7           | Government Grants                          | 1.7            | 2.0            |
|                                       |                |                | Net employee defined benefit liabilities   | 2.0            | 1.0            |
| <b>Sub-total - Non-Current Assets</b> | <b>363.3</b>   | <b>340.7</b>   | <b>Sub-total - Non-current liabilities</b> | <b>60.3</b>    | <b>39.7</b>    |
|                                       |                |                |  |                |                |
| <b>Current assets</b>                 |                |                | <b>Current liabilities</b>                 |                |                |
| Inventories                           | 206.7          | 195.6          | <b>Financial liabilities</b>               |                |                |
| <b>Financial assets</b>               |                |                | Borrowings                                 | 242.3          | 221.4          |
| Investments                           | 124.1          | 124.7          | Trade payables                             | 235.2          | 249.7          |
| Investment in trust                   | 60.0           | 60.0           | Other liabilities                          | 12.5           | 5.6            |
| Trade receivables                     | 573.1          | 508.3          | Government Grants                          | 0.3            | 0.3            |
| Cash and cash equivalents             | 14.8           | 21.8           | Net employee defined benefit liabilities   | 2.2            | 2.3            |
| Other Bank balances                   | 24.2           | 15.9           | Current tax liabilities (net)              | 0.0            | 3.1            |
| Loans                                 | 4.2            | 6.0            | Provisions                                 | 11.8           | 10.4           |
| Other financial assets                | 3.3            | 10.2           | Non-financial liabilities                  | 27.4           | 40.8           |
| Non Financial assets                  | 28.9           | 38.5           |  |                |                |
| <b>Sub-total - Current Assets</b>     | <b>1,039.3</b> | <b>981.0</b>   | <b>Sub-total - Current liabilities</b>     | <b>531.8</b>   | <b>533.5</b>   |
| <b>TOTAL - ASSETS</b>                 | <b>1,402.6</b> | <b>1,321.7</b> | <b>TOTAL - EQUITY AND LIABILITIES</b>      | <b>1,402.6</b> | <b>1,321.7</b> |



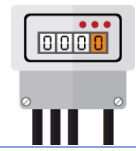
| Particulars (Rs. Crores)  | Q1FY20        | Q1FY19        | YoY           |
|---------------------------|---------------|---------------|---------------|
| <b>Total Revenue</b>      | <b>275.3</b>  | <b>238.6</b>  | <b>15.4%</b>  |
| Cost of Material Consumed | 175.1         | 165.1         |               |
| Employee Expenses         | 25.8          | 22.6          |               |
| Other Expenses            | 41.8          | 22.1          |               |
| <b>EBITDA</b>             | <b>32.6</b>   | <b>28.8</b>   | <b>13.2%</b>  |
| <b>EBITDA (%)</b>         | <b>11.85%</b> | <b>12.08%</b> |               |
| Other Income              | 4.6           | 2.2           |               |
| Depreciation              | 5.5           | 4.5           |               |
| <b>EBIT</b>               | <b>31.7</b>   | <b>26.4</b>   | <b>20.1%</b>  |
| <b>EBIT (%)</b>           | <b>11.53%</b> | <b>11.08%</b> |               |
| Finance Cost              | 9.4           | 6.8           |               |
| <b>Profit before Tax</b>  | <b>22.3</b>   | <b>19.6</b>   | <b>13.8%</b>  |
| Tax                       | 9.7           | 4.8           |               |
| <b>Profit after Tax</b>   | <b>12.6</b>   | <b>14.9</b>   | <b>-15.2%</b> |
| <b>PAT %</b>              | <b>4.58%</b>  | <b>6.23%</b>  |               |
| EPS                       | 0.54          | 0.6           |               |

## Consolidated Profit & Loss Statement

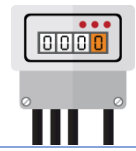


| Particulars (Rs. Crores)           | FY19           | FY18          | Y-o-Y         |
|------------------------------------|----------------|---------------|---------------|
| <b>Total Revenue</b>               | <b>1,055.5</b> | <b>835.1</b>  | <b>26.4%</b>  |
| Cost of Material Consumed          | 718.0          | 575.0         |               |
| Employee Expenses                  | 98.2           | 85.8          |               |
| Other Expenses                     | 126.9          | 81.3          |               |
| <b>EBITDA</b>                      | <b>112.4</b>   | <b>93.0</b>   | <b>20.8%</b>  |
| <b>EBITDA (%)</b>                  | <b>10.65%</b>  | <b>11.14%</b> |               |
| Other Income                       | 10.9           | 55.0          |               |
| Depreciation                       | 19.4           | 17.1          |               |
| <b>EBIT</b>                        | <b>103.9</b>   | 130.9         | <b>-20.7%</b> |
| <b>EBIT (%)</b>                    | <b>9.84%</b>   | <b>15.67%</b> |               |
| Finance Cost                       | 33.9           | 22.8          |               |
| <b>Profit before Tax</b>           | <b>70.0</b>    | <b>108.1</b>  | <b>-35.3%</b> |
| Tax                                | 20.2           | 23.5          |               |
| <b>Profit before Associate</b>     | <b>49.8</b>    | 84.6          | <b>-41.1%</b> |
| <b>PAT %</b>                       | <b>4.72%</b>   | <b>10.13%</b> |               |
| Profit / Loss of Associates        | 1.8            | 0.1           |               |
| <b>Profit after Tax</b>            | <b>48.0</b>    | <b>84.5</b>   | <b>-43.2%</b> |
| <b>PAT (%)</b>                     | <b>4.5%</b>    | <b>10.12%</b> |               |
| <b>Normalised Profit after Tax</b> | <b>72.4</b>    | <b>51.5</b>   | <b>40.4%</b>  |
| <b>PAT (%)</b>                     | <b>6.86%</b>   | <b>6.17%</b>  |               |
| EPS                                | 2.09           | 3.68          |               |

Genus Trust hold shares in Genus Paper & Board Ltd. Hence, as per IND-AS, any changes in price will reflect at consolidated level.



| ASSETS (Rs. Crores)                   | Mar-19         | Mar-18         | EQUITY AND LIABILITIES (Rs. Crores)        | Mar-19         | Mar-18         |
|---------------------------------------|----------------|----------------|--|----------------|----------------|
| <b>Non-current assets</b>             |                |                |  |                |                |
| Property, plant and equipment         | 176.9          | 165.5          | Equity Share capital                       | 23.0           | 23.0           |
| Capital work-in-progress              | 1.6            | 1.9            | Share Application Money Pending Allotment  | 0.0            | 0.1            |
| Other intangible assets               | 1.1            | 1.2            | Other equity                               | 761.1          | 723.5          |
| Investment in Associates              | 14.3           | 14.4           | <b>Sub-total - Shareholders' funds</b>     | <b>784.1</b>   | <b>746.5</b>   |
|                                       |                |                |  |                |                |
| <b>Financial assets</b>               |                |                | <b>Non-current liabilities</b>             |                |                |
| Investments                           | 68.4           | 36.8           | <b>Financial liabilities</b>               |                |                |
| Loans                                 | 30.3           | 53.9           | Borrowings                                 | 25.1           | 16.3           |
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| Deferred tax assets (net)             | 37.2           | 36.7           | Government Grants                          | 1.7            | 2.0            |
|                                       |                |                | Net employee defined benefit liabilities   | 2.0            | 1.0            |
| <b>Sub-total - Non-Current Assets</b> | <b>361.7</b>   | <b>340.9</b>   | <b>Sub-total - Non-current liabilities</b> | <b>60.3</b>    | <b>39.7</b>    |
|                                       |                |                |  |                |                |
| <b>Current assets</b>                 |                |                | <b>Current liabilities</b>                 |                |                |
| Inventories                           | 206.7          | 195.6          | <b>Financial liabilities</b>               |                |                |
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| Other financial assets                | 3.3            | 10.2           | Non-financial liabilities                  | 27.4           | 40.8           |
| Non Financial assets                  | 28.9           | 38.5           |  |                |                |
| <b>Sub-total - Current Assets</b>     | <b>1,014.6</b> | <b>978.8</b>   | <b>Sub-total - Current liabilities</b>     | <b>531.8</b>   | <b>533.5</b>   |
| <b>TOTAL - ASSETS</b>                 | <b>1,376.2</b> | <b>1,319.8</b> | <b>TOTAL - EQUITY AND LIABILITIES</b>      | <b>1,376.2</b> | <b>1,319.8</b> |



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**Strategic Growth Advisors Pvt. Limited**

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