



K.P. ENERGY LIMITED

CIN: L40100GJ2010PLC059169

E-mail : info@kpenergy.in
Website : www.kpenergy.in

KPEL/INV/PPT/Q2FY21/2020/245

November 23, 2020

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

Ref: **Scrip Code: 539686**

Sub: **Investor Presentation/Key highlights of Q2FY21 performance**

Dear Sir,

Apropos the captioned subject, please find attached herewith the Investor Presentation along with the key highlights of the Q2FY21 performance.

This is for your information and records.

Thanking You,

Yours faithfully,
For **K.P. Energy Limited**

Karmit Sheth
Company Secretary & Compliance Officer



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ISO 14001:2015, ISO 9001:2015 and BS OHSAS 18001:2007 Certified Company

BSE Listed Company



KP ENERGY



EARNINGS

PRESENTATION Q2FY21

KP ENERGY LIMITED

GLOSSARY

- BoP — Balance of Plant
- O&M — Operations & Maintenance
- WTG — Wind Turbine Generators
- EPCC — Engineering, Procurement, Construction and Commissioning
- IPP — Independent Power Producers
- MW — Mega Watt
- GW — Giga Watt
- KV — Kilovolt
- BSE — Bombay Stock Exchange
- ROW — Right of Way

COMPANY SNAPSHOT



Gujarat's #1

Gujarat's #1 BOP solutions provider for Wind Farms



~200 MW

~200 MW capacity energised till date with 100% O&M under preview

~75 MW

Additional 75 MW energized with KP Energy's Scope of Work complete.



~514 MW

Power Evacuation Capacity of ~514 MW



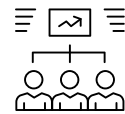
~8.4 MW

Wind Generation Assets of 8.4 MW capacity providing annuity based income



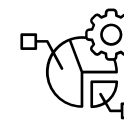
1,000.8 MW

Order Book and Business Pipeline of 1,000.8 MW for coming 2.5 years



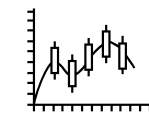
120

Team strength of 120 members



Diversified

Diversified revenue streams



BSE listed

KP Energy Limited is Gujarat's prominent **balance of plant solution provider in Wind Industry** engaged, from conceptualization till the commissioning of a wind energy project.

EPCC

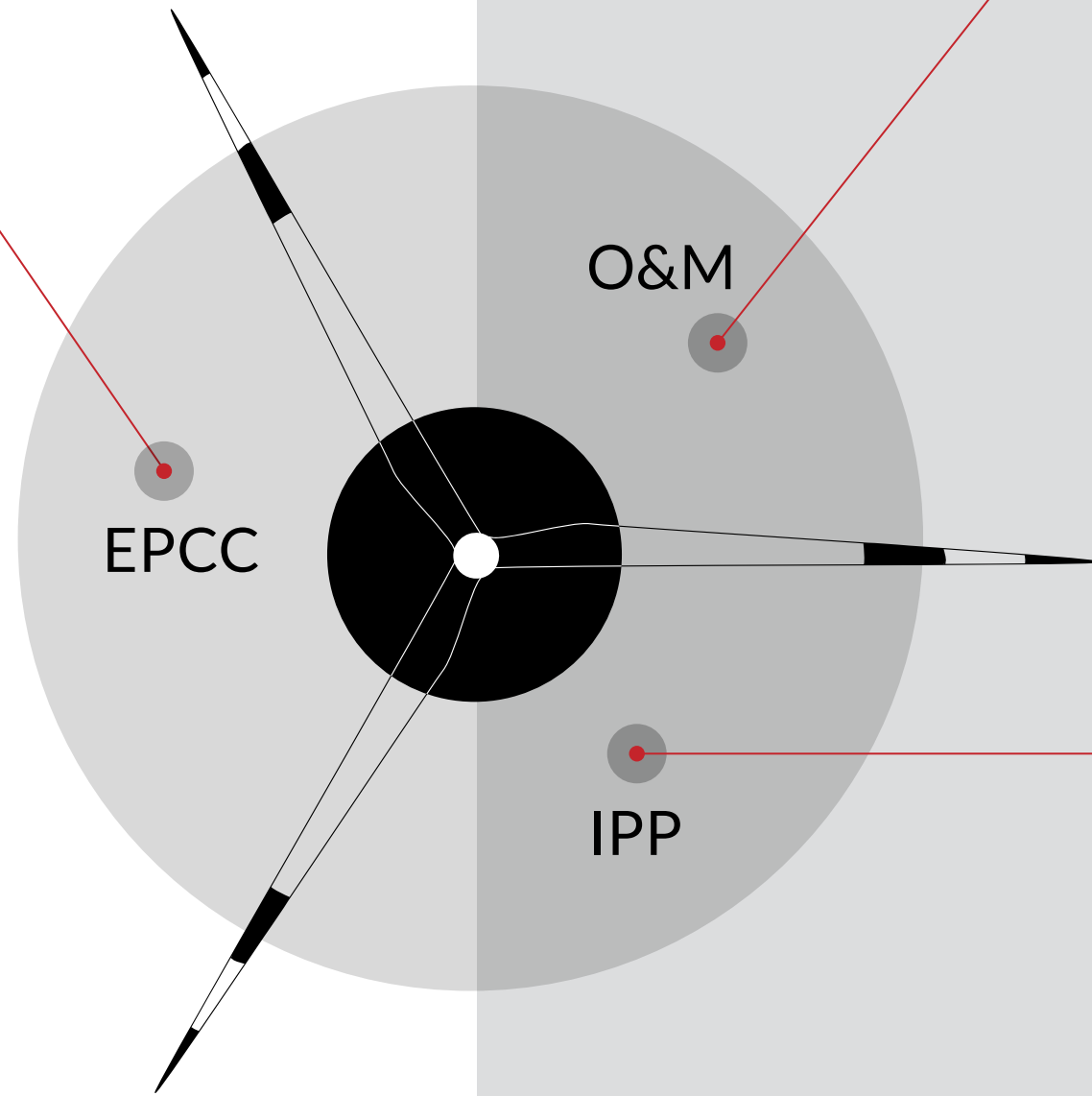
KPEL offer a unique value proposition, which has been designed to comprehensively address all the complications encountered by WTG manufacturers, IPPs and captive power consumers in setting-up of a wind farm. We offer BoP Solutions, for WTGs, right from concept till commissioning of the project.

O&M

KPEL delivers thorough support in operations and maintenance for the BOP portion of the project.

IPP

KPEL owns power generation assets with a total capacity of 8.4 MW, at wind farms developed by the company.



BUSINESS MODEL

EPCC SCOPE OF SERVICES



Construction & Erection

WTG civil foundation, 33kv USS & internal network as well as logistics, installation & erection of WTG.



Power Evacuation

We undertake EPCC of 33/66 & 33/220 kv windfarm Pooling Substation and EHV lines



Site Preparation

We have constructed roads & access or ROWs through tough and challenging situations.



Permits & Approvals

We obtain all requisite permits & approvals from government bodies for the project and operational life thereof.



Site Identification & Acquisition

Our key competence lies in identifying good windy sites and acquire them.



Operations & Maintenance

Entire BOP of wind farm for operational life.

SUPPLEMENTING VERTICALS

OPERATIONS & MAINTENANCE (O&M)



O&M services

Provides O&M services for Balance of Plant portion of windfarms



~200 MW

As of date, KP Energy has an O&M portfolio of ~200 MW



EPCC directly drives the growth of this segment.

EPCC directly drives the growth of this segment. 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

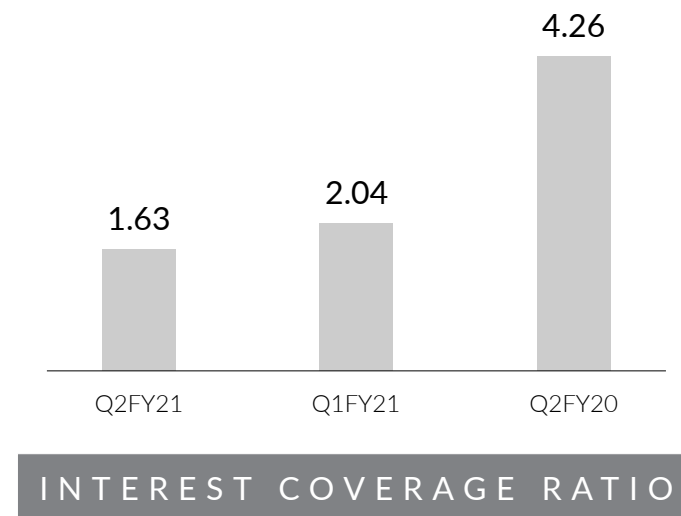
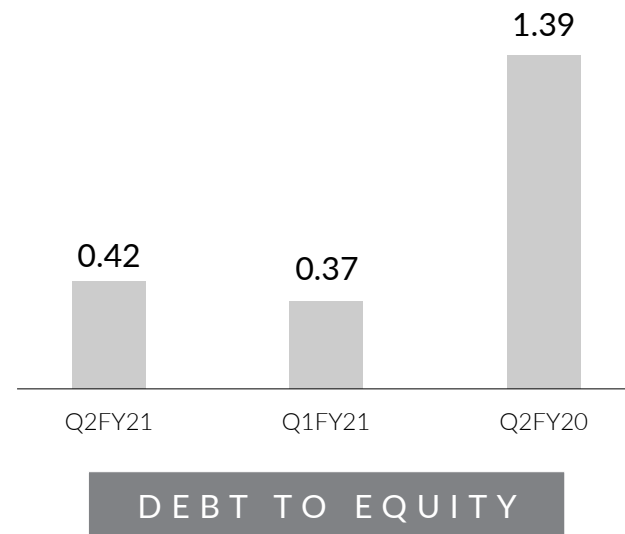
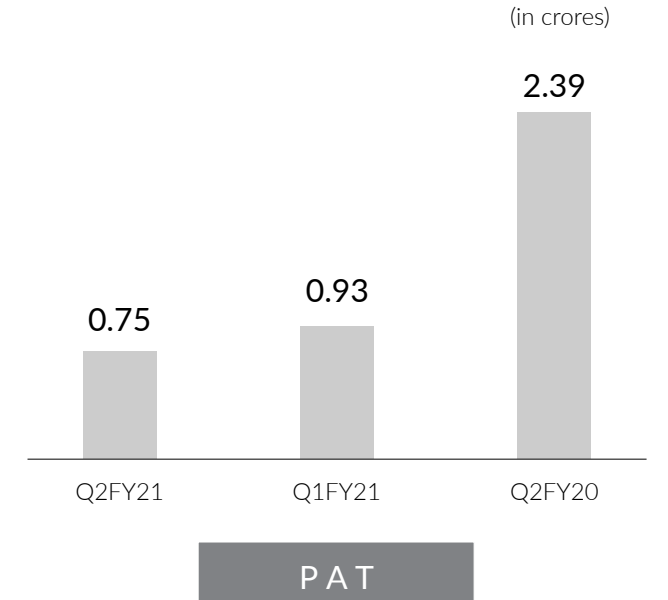
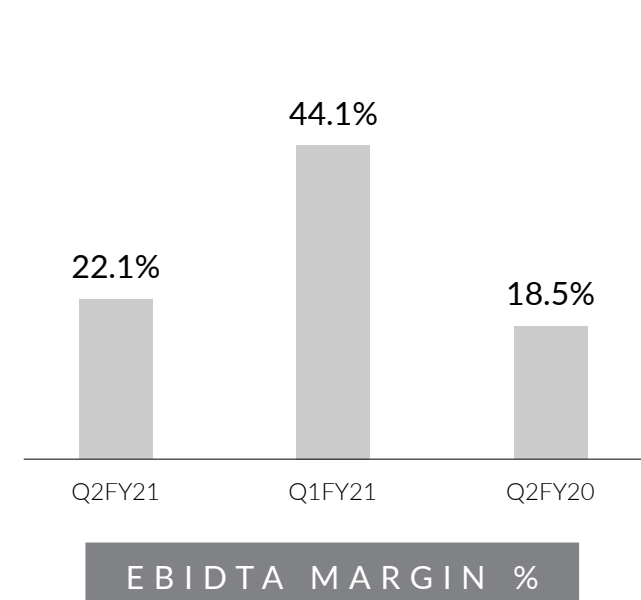
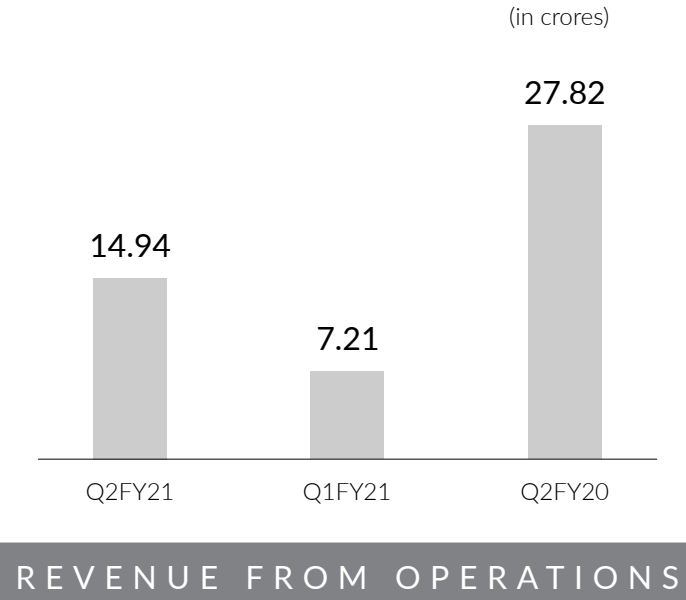


Dual Objectives of becoming an IPP:

Dual Objectives of becoming an IPP:

1. Strategy set-up: Providing assurance to clients
2. Annuity based income

Q2FY21 FINANCIAL HIGHLIGHTS



INCOME STATEMENT

SUMMARY (STANDALONE)

(Rs. in Crores)

PARTICULARS	Q 2 F Y 2 1	Q 1 F Y 2 1	Q 2 F Y 2 0	Y O Y %
	U n a u d i t e d	U n a u d i t e d	U n a u d i t e d	C h a n g e
Revenue from Operations	14.94	7.21	27.82	-46%
Total Income	15.15	7.47	28.01	-46%
Total Operating Expense	11.65	4.23	22.67	-49%
EBITDA (Excluding OI and EI)	3.30	2.99	5.15	-36%
EBITDA Margins %	22.06%	41.36%	18.50%	(+) 357 BPS
Interest Cost	1.47	1.07	1.02	44%
Depreciation and Amortisation	1.11	1.03	0.98	13%
Profit Before Taxes	0.92	1.12	3.33	-72%
Profit after Taxes	0.75	0.93	2.39	-69%

BALANCE SHEET

SUMMARY (STANDALONE)

(Rs. in Crores)

PARTICULARS	H1FY21	FY20	H1FY20	YOY%
	Unaudited	Audited	Unaudited	Change
Shareholders Fund	55.62	53.94	61.53	-9.6%
Non Current Liabilities	136.14	90.44	38.46	254.0%
Current Liabilities	57.19	67.72	54.31	5.3%
Total	248.96	212.10	154.31	61.3%
Non Current Assets	112.38	107.38	107.63	4.4%
Current Assets	136.58	104.72	46.68	192.6%
Total	248.96	212.10	154.31	61.3%

CASHFLOW STATEMENT

SUMMARY (STANDALONE)

(Rs. in Crores)

PARTICULARS	H1FY21	H1FY20	% CHANGE
	Unaudited	Unaudited	Change
Net cash (used in)/generated from operating activities	-33.17	29.28	-213.3%
Net cash (used in)/generated from investing activities	-6.67	-24.56	-72.8%
Net cash (used in)/generated from financing activities	41.04	-2.82	-1550.5%
Net Increase/ (Decrease) in cash and cash equivalents	1.19	1.89	-37.2%
Cash and cash equivalents at the beginning of the period	7.13	6.86	3.9%
Cash and cash equivalents at the end of the period	8.32	8.76	-5.0%

INCOME STATEMENT

SUMMARY (CONSOLIDATED)

(Rs. in Crores)

PARTICULARS	Q 2 F Y 2 1	Q 1 F Y 2 1	Q 2 F Y 2 0	Y O Y %
	U n a u d i t e d	U n a u d i t e d	U n a u d i t e d	C h a n g e
Revenue from Operations	14.94	7.21	27.82	-46%
Total Income	15.15	7.47	28.01	-46%
Total Operating Expense	11.65	4.23	22.67	-49%
EBITDA (Excluding OI and EI)	3.30	2.99	5.15	-36%
EBITDA Margins %	22.06%	41.36%	18.50%	(+) 356 BPS
Interest Cost	1.47	1.07	1.02	44%
Depreciation and Amortisation	1.11	1.03	0.98	13%
Profit Before Taxes	0.92	1.12	3.33	-72%
Profit after Taxes	0.75	0.93	2.39	-69%

BALANCE SHEET

SUMMARY (CONSOLIDATED)

(Rs. in Crores)

PARTICULARS	H1FY21	FY20	H1FY20	YOY%
	Unaudited	Audited	Unaudited	Change
Shareholders Fund	85.87	84.18	91.77	-6.4%
Non Current Liabilities	141.39	95.66	43.68	223.7%
Current Liabilities	61.41	80.07	54.49	12.7%
Total	288.68	259.93	189.95	52.0%
Non Current Assets	145.93	130.82	124.97	16.8%
Current Assets	142.75	129.11	64.97	119.7%
Total	288.68	259.93	189.95	52.0%

CASHFLOW STATEMENT

SUMMARY (CONSOLIDATED)

(Rs. in Crores)

PARTICULARS	H1FY21	H1FY20	% CHANGE
	Unaudited	Unaudited	Change
Net cash (used in)/generated from operating activities	-23.11	13.13	-276.0%
Net cash (used in)/generated from investing activities	-16.78	-33.01	-49.2%
Net cash (used in)/generated from financing activities	41.05	21.77	88.6%
Net Increase/ (Decrease) in cash and cash equivalents	1.15	1.88	-39.1%
Cash and cash equivalents at the beginning of the period	7.61	7.46	1.9%
Cash and cash equivalents at the end of the period	8.76	9.35	-6.4%

EXECUTION PERFORMANCE

GADHSISA & VANKI PROJECTS OF 300MW EACH AT KUTCH, GUJARAT

- 1. 220 KV EHV Line Completion:** The foremost and noticeable achievement of this quarter is charging of long overdue and most challenging 220kv double circuit EHV line (two independent dedicated circuits with the capability to handle 300MW wind power each) between 300MW Gadhsisa Site and PGCIL Substation at Nirona of about 76 km. This has enabled the management team to give their complete attention to growth and strategies in the post-COVID-19 era for the Company. This has paved the way for closing pending accounting reconciliation with GE and adjust the debts taken to meet cost overruns.
- 2. First Circuit** of this double circuit line has enabled to energize the wind farm as well. State-of-the-art 220/33kv pooling substation and associated infrastructure brought into operations along with 50MW 1st phase of the project. Rest phases too shall be energized in a time-bound manner where most of the activities are under the completion stage by GE. 250.8MW CLP Project at Sidhpur-II Site, Dwarka: This project has been the most remarkable development of the year. This is one of its kind projects - on grounds that for all the SECI Bids (Tranche 1-8) could not see the kick-off of project activities expected in Q4-2020 owing to regulatory hurdles. However, now the anomalies are addressed, PPA is signed and project definitive agreements are about to get documented. The company has made some vital commandments for this project execution to make it a seamless and truly rewarding execution experience.
- 3. Second Circuit,** now completely laid, will support the 300MW Vanki Project conceived by KP Energy and presently under due diligence by a potential development partner. This project will be developed by the acquisition of all the pre-identified privately held land parcels to avoid any regulatory delays and can be energized by 2022 as projected in our business plan.

EXECUTION PERFORMANCE

REST OF THE PROJECTS IN GUJARAT

- 4. 250.8MW CLP Project at Sidhpur-II Site, Dwarka:** The agreements and technical documentation completed had to undergo a complete revamp due to a change in technology decision by CLP. Hence, all the commercial and technical aspects are fine-tuned in the development and project life maintenance contract and therefore the definitive agreements have taken more time than expected and envisaged. However, all the other activities under the scope of KP Energy progressively begun to bring Project, ready to go for development with vital permits in place.
- 5. 30MW Evergreen Project at Mahuva-II Site, Bhavnagar:** Necessary meetings, discussions, and submissions are done with the Government for time extension and expected in Q3.

QUARTERLY RESULTS

Q2FY21 RESULT DISCUSSION

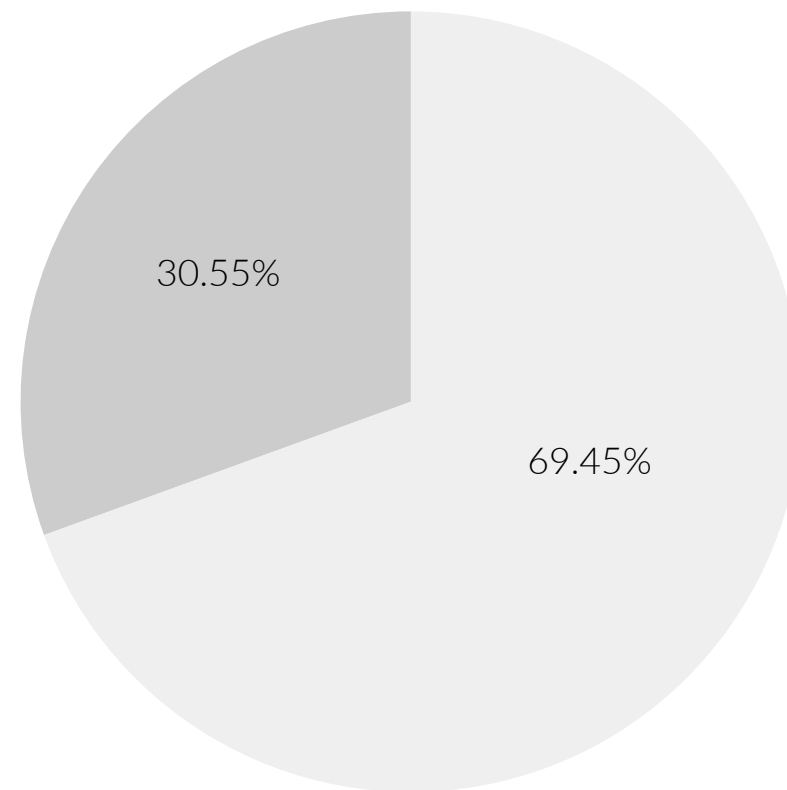
1. Unlock of COVID-19 restrictions and resumption of project activities, though in part, are visible and the topline is double to the first quarter of the current financial year.
2. From present developments, it seems that substantial physical works to resume only by end of Q3 and get stable in Q4.
3. New Site sales will take a driving seat now and upon resumption of new SECI bids and fair complementary role of State Government would enable early closure of Sites in Pipeline at Kutch, Dwarka, and Mahuva.
4. Conversion of present activities into an organized ERP-backed project management software has begun across all cross-functional teams of the Company and shall be fully in place by end of Q4. The company expects to efficiently improve its bottom line and handle more projects with proven management systems in place.

STRATEGY GOING FORWARD

1. Sign-up for EPCC Contracts for Sites in Pipeline.
2. Overhaul management systems, processes, and execution under world-class IT infrastructure to improve efficiency, reduce costs and enhance overall capabilities to handle multiple projects

MARKET STATISTICS

SHAREHOLDING SUMMARY FOR KP ENERGY LIMITED



○ Promoter ● Public

As on September 2020

Current Market Price	78.40
52 Week High/Low	145.00/53.80
Market Capitalization	87.20 Cr
Shares Outstanding	1.11 Cr
BSE Scrip Code	539686

Market Price Data as on 18th November, 2020

CONTACT

US

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