

## K.P. ENERGY LIMITED

CIN: L40100GJ2010PLC059169

KPEL/INV/PPT/Q3FY21/2021/255

February 16, 2021

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

Ref: **Scrip Code: 539686**

Sub: **Investor Presentation/Key highlights of Q3FY21 performance**

Dear Sir,

Apropos the captioned subject, please find attached herewith the Investor Presentation along with the key highlights of the Q3FY21 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

**Reg. Office:**

'KP House', Opp. Ishwar Farm Junction BRTS, Near Bliss IVF Circle,  
Canal Road, Bhatar, Surat- 395017, Gujarat, India.

**Phone:** +91-261-2234757, **Fax:** +91-261-2234757

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

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

**BSE** Listed Company



KP ENERGY



# EARNINGS

## PRESENTATION Q3FY21

KP ENERGY LIMITED

# GLOSSARY

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- 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.



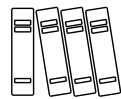
## ~514 MW

Power Evacuation Capacity of ~514 MW



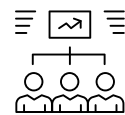
## ~8.4 MW

Wind Generation Assets of 8.4 MW capacity providing annuity based income



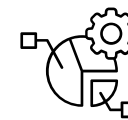
## 1,000.8 MW

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



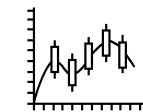
## 120

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

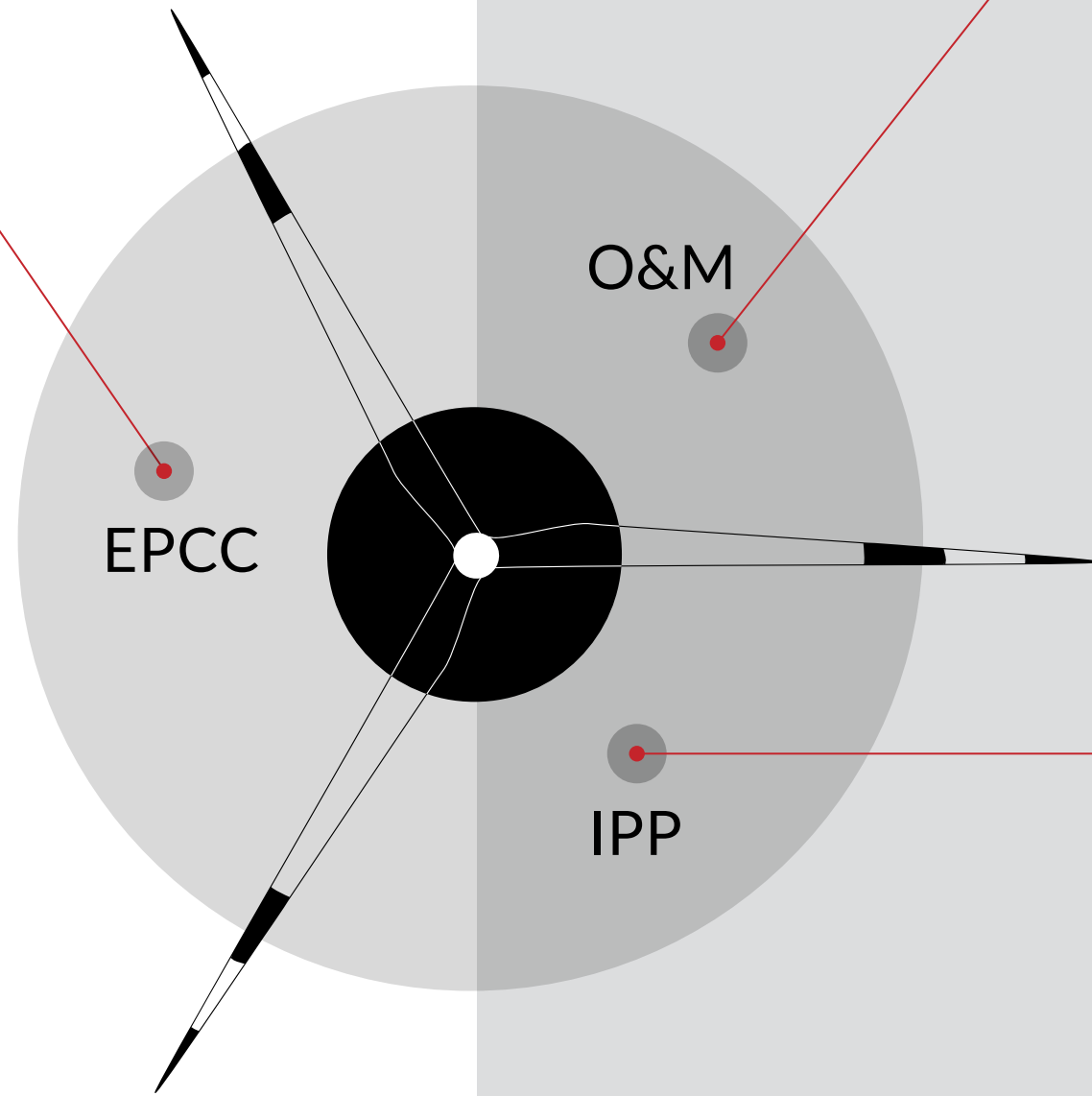
KPEL offer a unique value proposition, which has been designed to comprehensively address all the complications encountered by WTG manufacturers, IPPs and captive power consumers in setting-up of a wind farm. We offer BoP Solutions, for WTGs, right from concept till commissioning of the project.

### 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.



## 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.



## Permits & Approvals

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



# 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

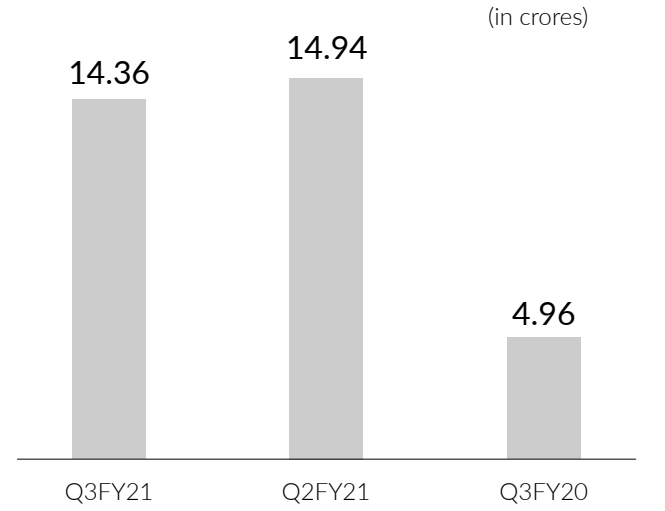


### Dual Objectives of becoming an IPP:

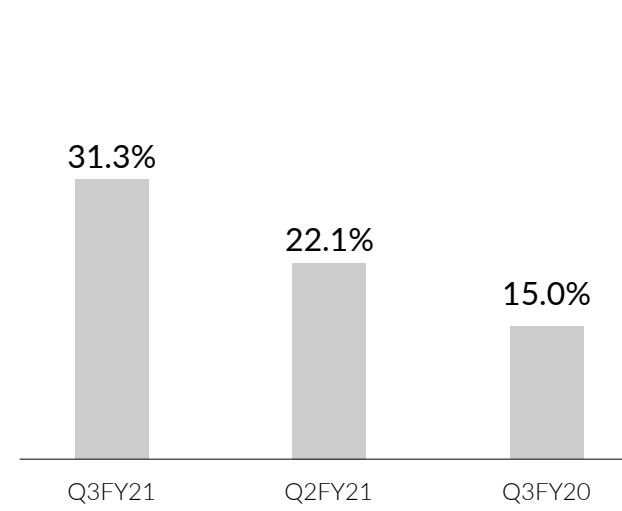
Dual Objectives of becoming an IPP:

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

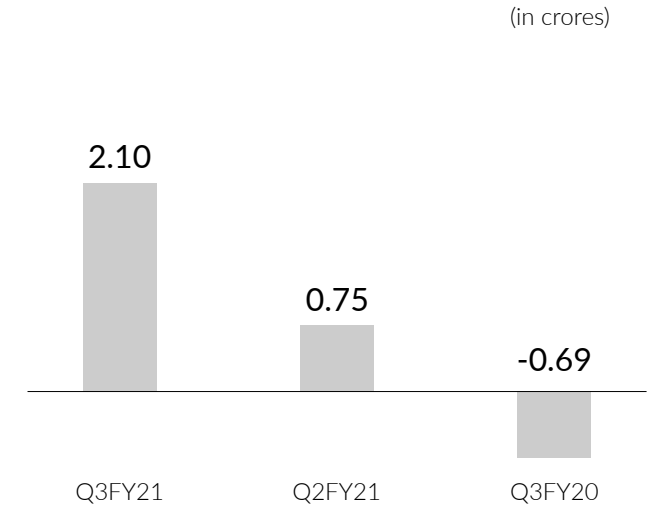
# Q3FY21 FINANCIAL HIGHLIGHTS



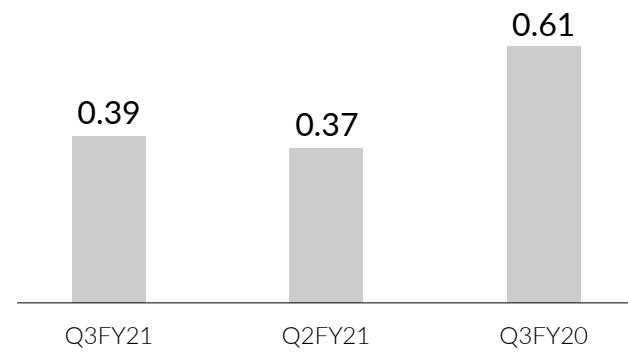
REVENUE FROM OPERATIONS



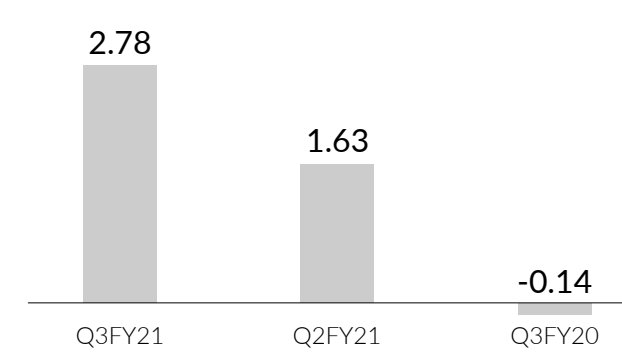
EBITDA MARGIN %



PAT



DEBT TO EQUITY



INTEREST COVERAGE RATIO

Note: Consolidated Figures



# INCOME STATEMENT

## SUMMARY (STANDALONE)

(Rs. in Crores)

PARTICULARS	Q 3 F Y 2 1	Q 2 F Y 2 1	Q 3 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	14.36	14.94	4.96	190%
Total Income	14.54	15.15	5.09	185%
Total Operating Expense	9.86	11.65	4.22	134%
EBITDA (Excluding OI and EI)	4.50	3.30	0.74	506%
EBITDA Margins %	31.34%	22.06%	14.98%	(+) 1636 bps
Interest Cost	1.28	1.47	0.81	57%
Depreciation and Amortisation	1.10	1.11	0.99	11%
Profit Before Taxes	2.29	0.92	-0.93	-346%
Profit after Taxes	2.11	0.75	-0.69	-403%

# BALANCE SHEET

## SUMMARY (STANDALONE)

(Rs. in Crores)

PARTICULARS	Q 3 F Y 2 1	F Y 2 0	Y O Y %
	Unaudited	Audited	Change
Shareholders Fund	57.73	53.94	7.0%
Non Current Liabilities	138.50	90.44	53.1%
Current Liabilities	53.64	79.54	-32.6%
Total	249.88	223.92	11.6%
Non Current Assets	111.82	107.38	4.1%
Current Assets	138.06	116.54	18.5%
Total	249.88	223.92	11.6%

# INCOME STATEMENT

## SUMMARY (CONSOLIDATED)

(Rs. in Crores)

PARTICULARS	Q 3 F Y 2 1	Q 2 F Y 2 1	Q 3 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
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# BALANCE SHEET

## SUMMARY (CONSOLIDATED)

(Rs. in Crores)

PARTICULARS	Q 3 F Y 2 1	F Y 2 0	Y O Y %
	U n a u d i t e d	A u d i t e d	C h a n g e
Shareholders Fund	87.98	84.18	4.5%
Non Current Liabilities	143.75	95.66	50.3%
Current Liabilities	53.98	80.07	-32.6%
Total	285.72	259.93	9.9%
Non Current Assets	145.37	130.82	11.1%
Current Assets	140.34	129.11	8.7%
Total	285.72	259.93	9.9%

# EXECUTION PERFORMANCE

## SIDHPUR PROJECT OF ~250MW FOR CLP AT DEVBHOOMI DWARKA, GUJARAT

1. Longest ever Contract Discussions which begun from June 2019 have finally got concluded and became Definitive Agreement for EPC of BoP facilities, upon execution of Contract between KPE & CLP on December 24, 2020. This is a paradigm shift in the business strategy of KPE moving towards direct contracting with IPPs rather than routing through OEM.
2. Team KPE has utilized the entire interim period to obtain vital permits for the project viz. Height Clearance from Airport Authority of India (AAI) and NOC from Ministry of Defence (MoD), Government of India for all the locations of the project which has remained the most influencing factor for project delays other than land acquisition in all of SECI projects. In turn, this project enjoys a unique position when compared with all other SECI projects until tranche VII to have acquired all lands, Development Permission, AAI, and MoD approval before commencement of Project.
3. While the ground level activities were initiated from May 2020, the infrastructure development commenced with the acquisition of Pooling Sub-station Land for the Project.
4. The regulatory embargo on utilizing the revenue lands for tranche V – VIII by the Government of Gujarat also got cleared in this quarter after suitable representations from Industry which is a major positive development for this project as well.
5. The forte of team KPE in handling most challenging land-related issues as well as necessary NA approvals have been demonstrated by obtaining “Deemed NA approval” for the Pooling Sub-station Land within the fastest possible time of two weeks.
6. The process of sub-contracting of the project activities has taken a rapid pace to support the committed timelines as per the Contract.

# EXECUTION PERFORMANCE

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

1. The documentation for the EHV line already commissioned is under progress and expected to be completed by end of Q4, FY21 to close open issues in accounting and deliverables between KPE & GE.
2. Vanki Site Project tie-up discussions are stalled temporarily due to regulatory restraints which are expected to get resolved after the upcoming elections in Q4, FY21.

## 30MW EVERGREEN PROJECT AT MAHUVA-II SITE, BHAVNAGAR

1. No substantial development has taken place so far in obtaining an extension in the Commissioning date in the PPA

# QUARTERLY RESULTS

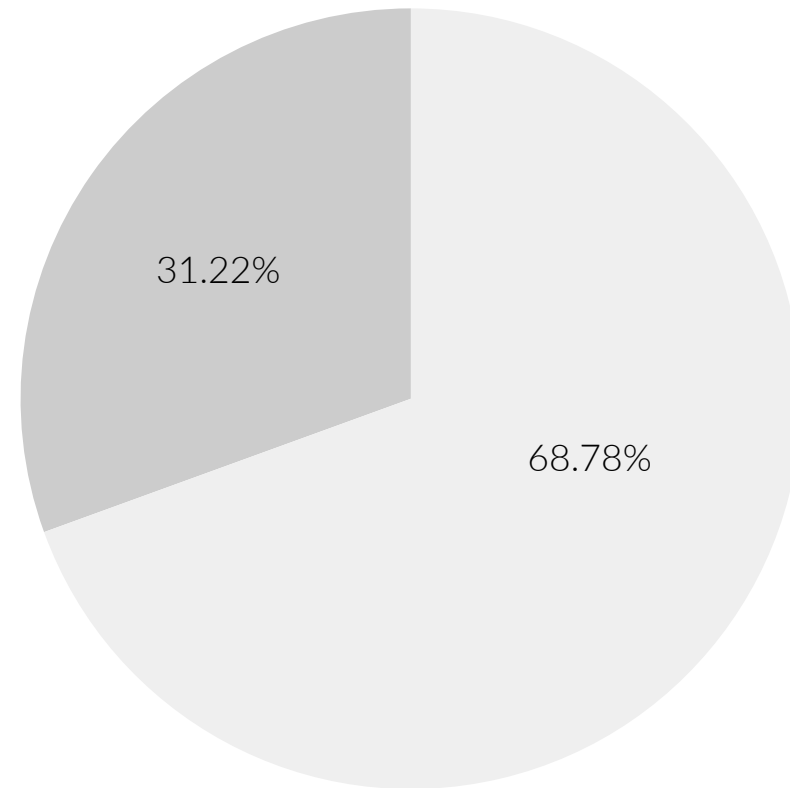
## Q3FY21 RESULT DISCUSSION

1. Stability of revenues is the highest priority improvement needed for the company and the same has shown distinct positive results with numbers matching with previous quarter figures.
2. These numbers are ~300% more than the previous year's quarterly achievements.
3. The journey towards growth and resumption of volume in terms of service revenues has begun and Q4 progress at the Site will certainly drive the revenues forward.
4. Organizational changes and upgradation in terms of MIS, Quality Documentation, Effective Project Management, and continuous upgradation in Human Resource Skills have started yielding results and shall support in achieving the long-term goals of the Company.



# MARKET STATISTICS

## SHAREHOLDING SUMMARY FOR KP ENERGY LIMITED



○ Promoter      ● Public

As on December 2020

Current Market Price	69.75
52 Week High/Low	145.00/53.75
Market Capitalization	77.53 Cr
Shares Outstanding	1.11 Cr
BSE Scrip Code	539686

Market Price Data as on 12th February, 2021

# CONTACT

## US

### KP ENERGY LIMITED

Office address:

'KP House',

Opp Ishwar Farm Junction BRTS,  
Near Bliss IVF Circle, Canal Road,  
Bhatar, Surat 395017, Gujarat, India

+91 261 2234757

[info@kpenergy.in](mailto:info@kpenergy.in)

[www.kpenergy.in](http://www.kpenergy.in)

### KARMIT SHETH

CS and Compliance Officer

[secretarial@kpgroup.co](mailto:secretarial@kpgroup.co)

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