

July 30, 2020

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 2020.

We request to kindly take the same on record.

Thanking you,

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

**Company Secretary**

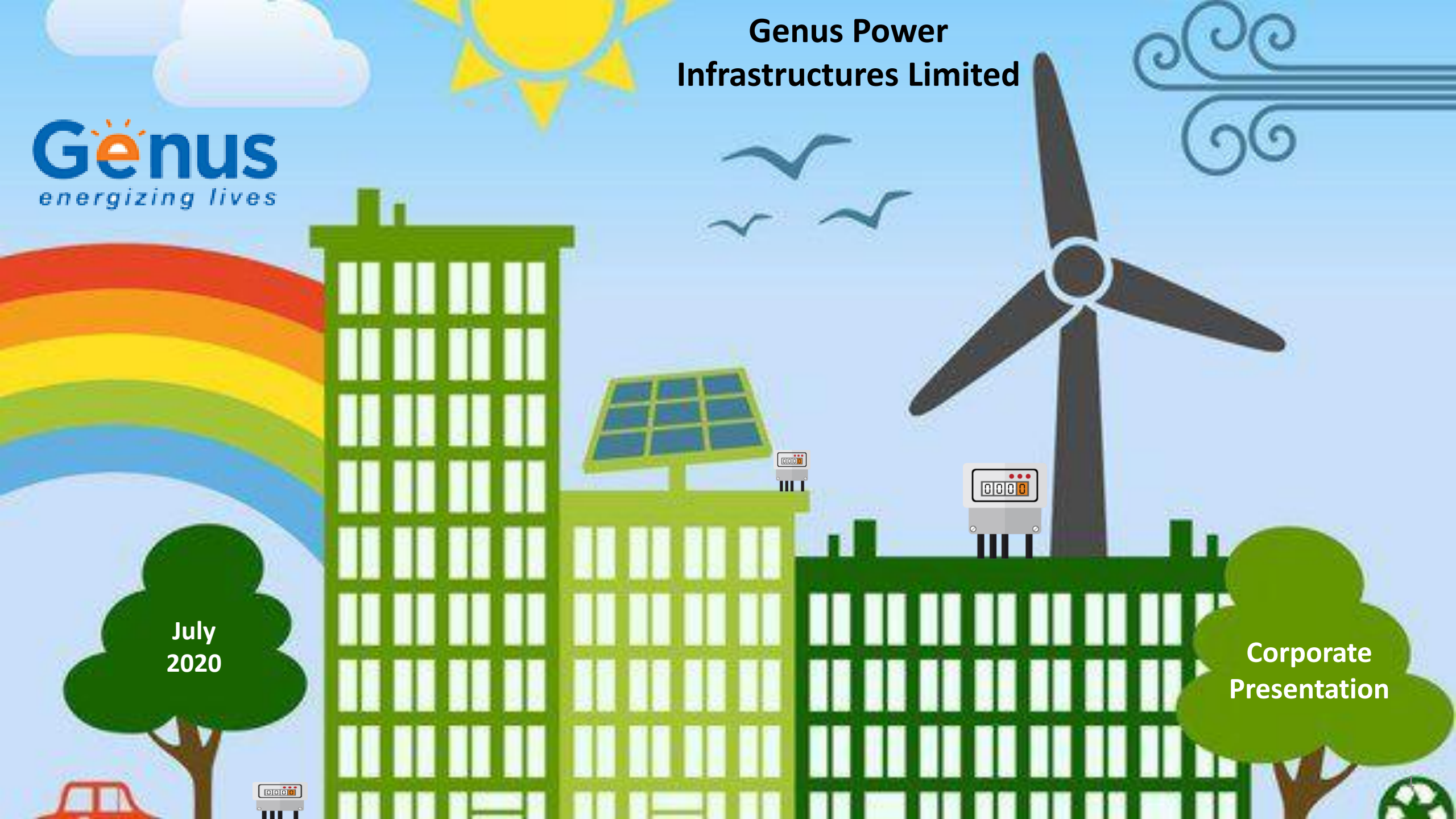
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# Genus Power Infrastructures Limited

**Genus**  
*energizing lives*

July  
2020

Corporate  
Presentation





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## Key Highlights

### Q1FY20 Performance impacted by:

- Loss of production due to shutdown in operations in the months of April and May on account of COVID-19 led lockdown, which resulted in sub-optimal capacity utilization in Q1FY21

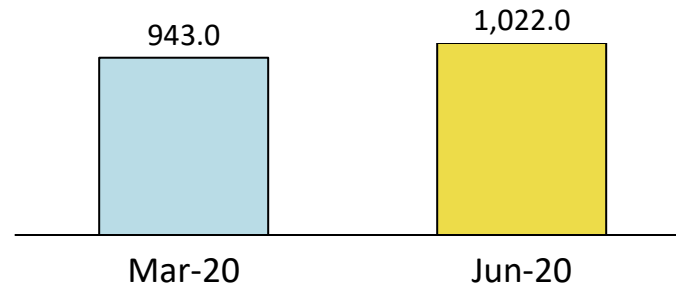
### Operating Loss on account of:

- Non-absorption of fixed costs

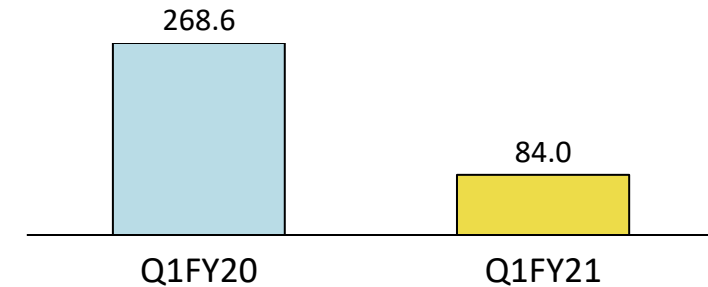
*In FY20, our team had won 17 awards at the "Quality Circle Forum of India" Haridwar Chapter and Lucknow Chapter*

- 1) 11 Gold
- 2) 4 Silver
- 3) 2 Bronze

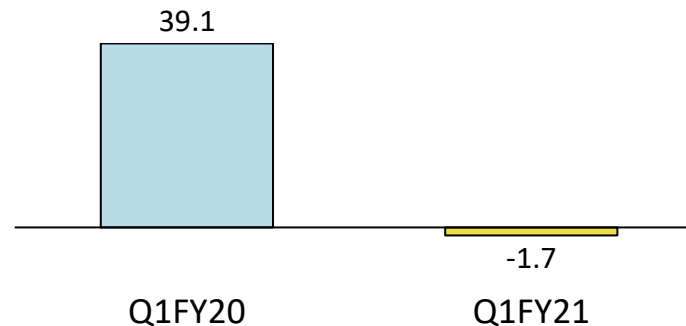
## Order Book (Rs. Crores)



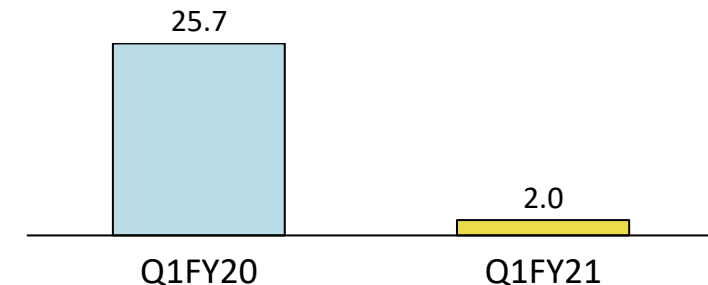
## Revenue (Rs. Crores)



## EBITDA (Rs. Crores)

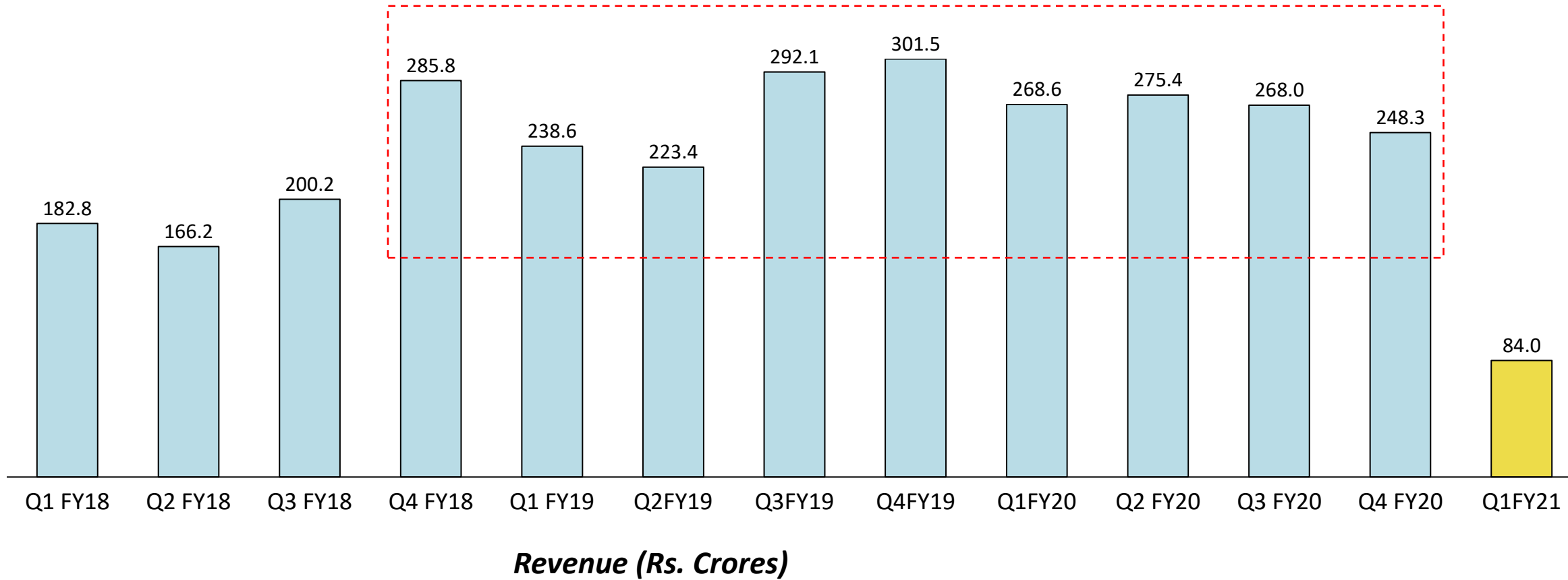


## Cash PAT (Rs. Crores)



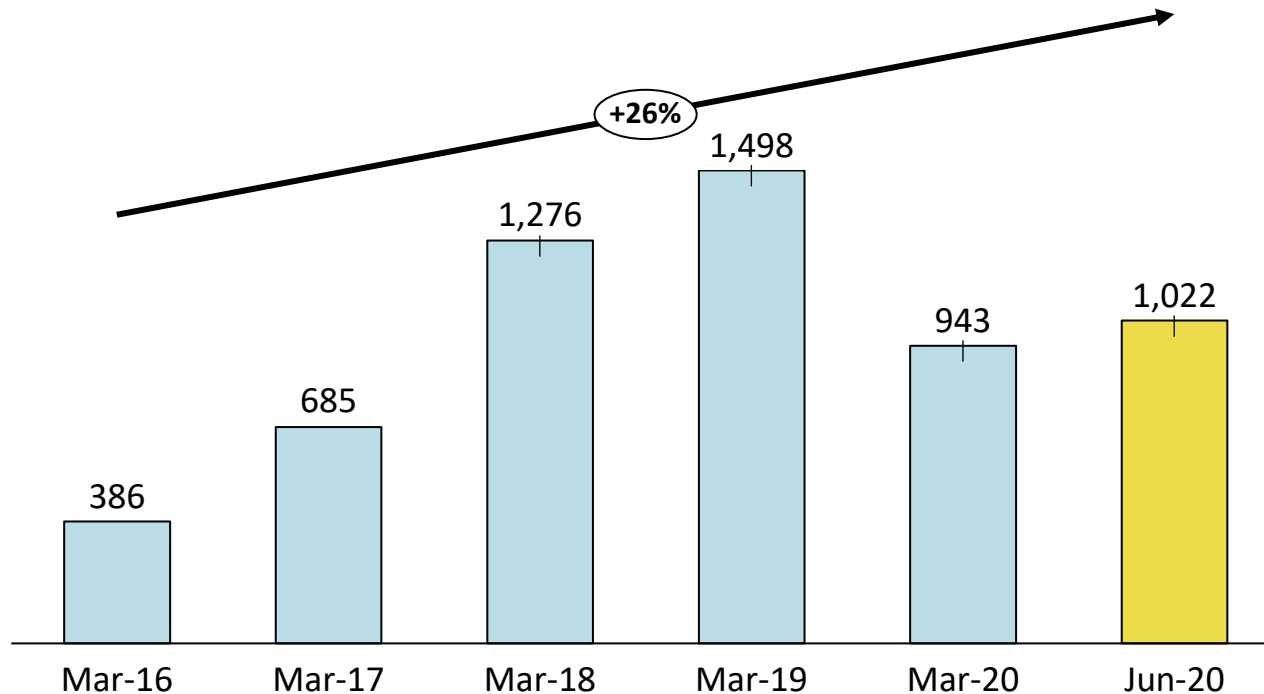


## Healthy Performance





## 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*





*"COVID-19 led lockdown led to disruption in our business operations in Q1FY21, resulting in spillover of our sales to forthcoming quarters. Despite challenging circumstances, we are pleased to have reported positive Cash PAT of Rs. 2 crore. Notwithstanding the washout in Q1FY21 due to COVID-19, we are confident of matching our FY20 financial performance in FY21 too, provided there are no further shocks. There was miniscule order inflow in Q4FY21, as the awarding of contracts which historically tends to happen in the months of May and June, have been delayed by period of 3-4 months on account of COVID-19 pandemic. Thus, we expect robust order inflows to start from the month of November.*

*Enormous demand for smart meters is coming up, thanks to the thrust which is being provided by the Ministry of Power and State Governments. Also, there are reports, that due to security concerns, Chinese companies may be shut out of the smart metering programme in India. Union Power Ministry is not in favour of state-run Energy Efficiency Services Limited (EESL) using Chinese meters, given that these are connected to the electricity distribution networks, which is a sensitive sector. If Chinese players are forbidden to participate in tenders for smart meters, then it will be a big boost for Indian Smart Metering Industry, as Chinese companies used to enjoy export subsidy support from their government, distorting the level playing field.*

*Smart Meters are no longer a point of debate or contention for the stakeholders in Indian Power Sector. According to the latest study, the DISCOMs' average billing efficiency is 83% and collection efficiency is 93% in India. Due to this under-billing and under-recovery of collections, more than Rs. 1 lakh crore of revenue is lost annually by DISCOMs. Ministry of Power is likely to make installation of smart meters a component of regulatory requirement, as it will be a part of the proposed National Power Tariff Policy, making the installation of smart meters compulsory.*

*Smart Meters have proved their worth during lockdown, as it helped curtailed the losses for the DISCOMs that had adopted them. Smart Meters enabled these DISCOMs to handle their operations smoothly in the time of crisis, as they were able to generate 95% of billing efficiency during the lockdown, as against just 29% for the rest. Smart meters helped DISCOMs in handling the COVID-19 led crisis effectively by enabling auto collection of meters read over the air, reducing the need for manual intervention, remote connect/disconnect and enabling digital payments of bills. The DISCOMs using smart meters have seen 15-20% average increase in monthly revenue per consumer, according to the EESL, showcasing a wide gulf between smart meter users and otherwise, highlighting their remarkable efficacy. Utility Companies are estimated to recover their entire investment in smart meters in just 2-3 years, by way of huge savings from decrease in power theft and increase in collections.*

*The moratorium on bill payments due to the pandemic has impacted DISCOMs' collection efficiency and led to delay in the payment of dues by them, stretching our working capital. Under the 'Atmanirbhar Bharat Abhiyan' economic package, the Government of India had announced that it would infuse Rs. 900 billion into DISCOMs, which is now likely to be increased to Rs. 1.25 trillion. This enhanced quantum will enable DISCOMs to clear their dues, which may enable us to reduce the stress on our working capital cycle.*

*We provide end-to-end metering solutions to clients with metering communication, services and solutions. India's energy consumption is set to grow 4.2% a year by 2035 – fastest among all major economies. More than 28 crore consumers are grid connected, whose conventional meters will need to be replaced by smart meters. Thus, there is a tremendous growth prospect for us in the years ahead and we are fully geared up to capitalize on this enormous opportunity. Also, as proportion of smart meters in the overall pie of meters increases, the margin profile of our business will gradually improve. We also plan to create inroads, in areas where we have robust avenues of earning recurring revenue in form of facility management system (FMS), providing our domain-related software to clients etc."*

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



Particulars (Rs. Crores)	Q1FY21	Q1FY20	YoY	FY20	FY19	YoY
<b>Total Revenue</b>	<b>84.0</b>	<b>268.6</b>	<b>-69%</b>	<b>1,060.4</b>	<b>1,055.5</b>	<b>1%</b>
Cost of Material Consumed	54.0	175.1		664.0	718.0	
Employee Expenses	20.7	25.8		108.7	98.2	
Other Expenses	11.0	28.6		114.9	111.4	
<b>EBITDA</b>	<b>-1.7</b>	<b>39.1</b>	<b>N.A.</b>	<b>172.7</b>	<b>127.9</b>	<b>35%</b>
<b>EBITDA (%)</b>	<b>N.A.</b>	<b>14.6%</b>		<b>16.29%</b>	<b>12.12%</b>	
Other Income	8.7	5.7		19.1	17.9	
Depreciation	5.4	5.5		22.2	19.4	
<b>EBIT</b>	<b>1.6</b>	<b>39.3</b>	<b>-96%</b>	<b>169.7</b>	<b>126.5</b>	<b>34%</b>
<b>EBIT (%)</b>	<b>2.0%</b>	<b>14.6%</b>		<b>16.00%</b>	<b>11.98%</b>	
Finance Cost	6.8	9.4		32.7	33.9	
<b>Profit before Tax</b>	<b>-5.2</b>	<b>29.9</b>	<b>N.A.</b>	<b>137.0</b>	<b>92.5</b>	<b>48%</b>
Tax	-1.8	9.7		43.3	20.2	
<b>Profit after Tax</b>	<b>-3.4</b>	<b>20.2</b>	<b>N.A.</b>	<b>93.7</b>	<b>72.4</b>	<b>29%</b>
<b>PAT %</b>	<b>N.A.</b>	<b>7.5%</b>		<b>8.83%</b>	<b>6.86%</b>	
<b>Cash PAT</b>	<b>2.0</b>	<b>25.7</b>	<b>-92%</b>	<b>115.8</b>	<b>91.8</b>	<b>26%</b>
<b>Cash PAT %</b>	<b>2.4%</b>	<b>9.6%</b>		<b>10.9%</b>	<b>8.7%</b>	
EPS	-0.13	0.78		3.64	2.81	





ASSETS (Rs. Crores)	Mar-20	Mar-19	EQUITY AND LIABILITIES(Rs. Crores)	Mar-20	Mar-19
<b>Non-current assets</b>			<b>Equity</b>		
Property, plant and equipment	156.2	176.9	Equity share capital	25.7	25.7
Capital work-in-progress	0.8	1.6	Other equity	859.5	784.8
Right of Use Assets	15.8	0.0	<b>Total equity</b>	<b>885.3</b>	<b>810.5</b>
Intangible assets	1.3	1.1			
Investment in Associates	15.9	15.9	<b>Non-current liabilities</b>		
<b>Financial assets</b>			<b>Financial liabilities</b>		
Investments	76.2	68.4	Borrowings	23.3	25.1
Loans	28.7	30.3	Lease liabilities	0.3	0.0
Others	25.6	18.4	Other financial liabilities	11.0	9.1
Non-financial assets	11.6	13.4	Provisions	33.4	22.5
Deferred tax assets (net)	19.9	37.2	Government grants	4.6	1.7
			Net employee defined benefit liabilities	1.5	2.0
<b>Sub-total - Non-Current Assets</b>	<b>352.1</b>	<b>363.3</b>	<b>Sub-total - Non-current liabilities</b>	<b>74.1</b>	<b>60.3</b>
<b>Current assets</b>			<b>Current liabilities</b>		
Inventories	151.2	206.7	<b>Financial liabilities</b>		
<b>Financial assets</b>			Borrowings	223.9	242.3
Investments	102.6	124.1	Trade payables	200.4	235.2
Investment in trust	60.0	60	Lease liabilities	0.8	0.0
Loans	1.4	4.2	Other liabilities	10.3	12.5
Trade receivables	629.2	573.1	Government grants	0.7	0.3
Cash and cash equivalents	71.6	14.8	Net employee defined benefit liabilities	2.2	2.2
Other bank balances	34.4	24.2	Current tax liabilities (net)	2.8	0.0
Other financial assets	7.2	3.3	Provisions	12.5	11.8
Non-financial assets	29.8	28.9	Non-financial liabilities	26.5	27.4
<b>Sub-total - Current Assets</b>	<b>1,087.3</b>	<b>1,039.3</b>	<b>Sub-total - Current liabilities</b>	<b>480.0</b>	<b>531.8</b>
<b>TOTAL - ASSETS</b>	<b>1,439.3</b>	<b>1,402.6</b>	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>1,439.3</b>	<b>1,402.6</b>

## 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**

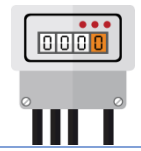
- R&D recognized by Government of India
- Lean Manufacturing with help of TBM consultants, USA
- Increased product range of electronic energy meters

**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



## Meter Installed

**Till 1998**

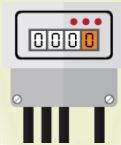
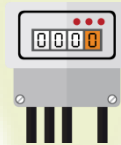
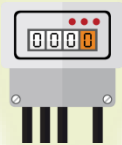
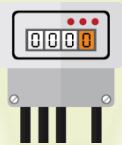
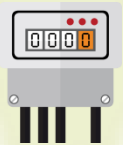
**Till 2003**

**Till 2006**

**Till 2010**

**Till 2014**

**Till 2018**



**100,000**

**2,500,000**

**5,000,000**

**10,000,000**

**30,000,000**

**50,000,000**



**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



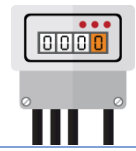
**Mr. N L Nama**  
Chief Financial Officer



**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



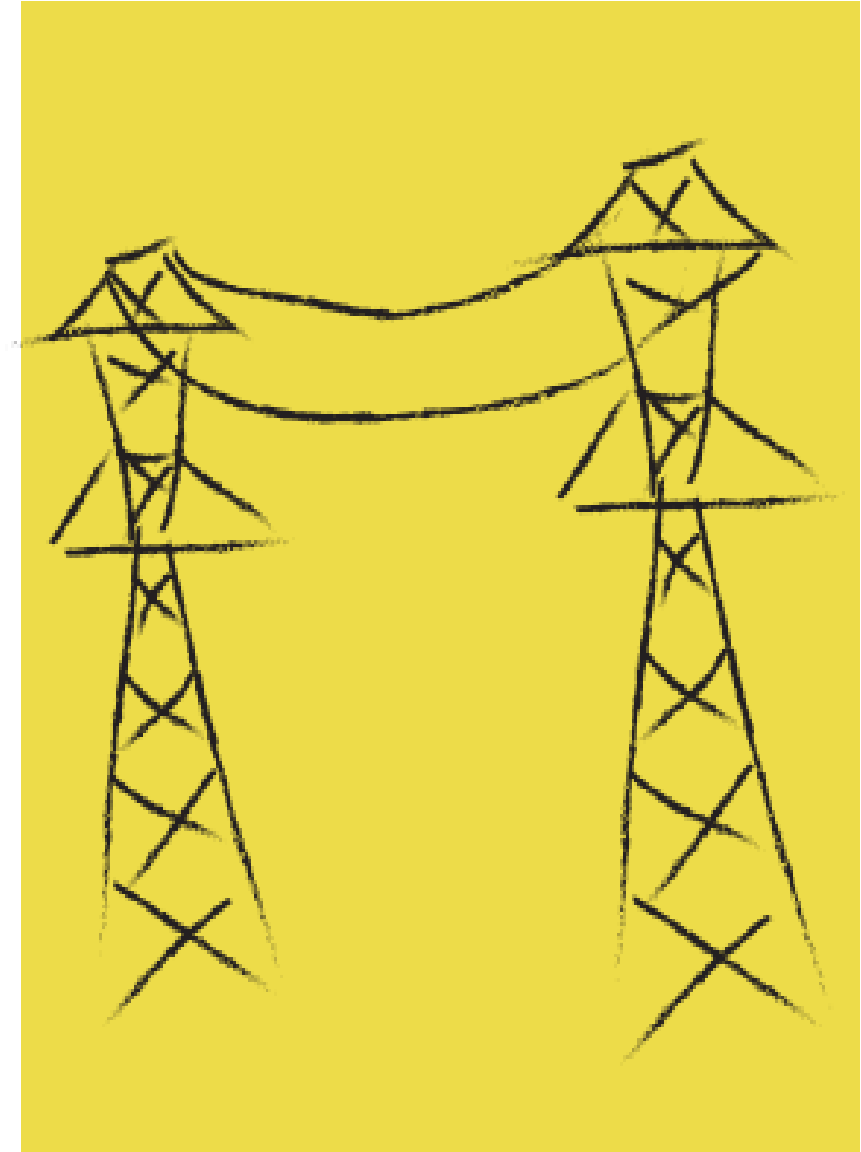


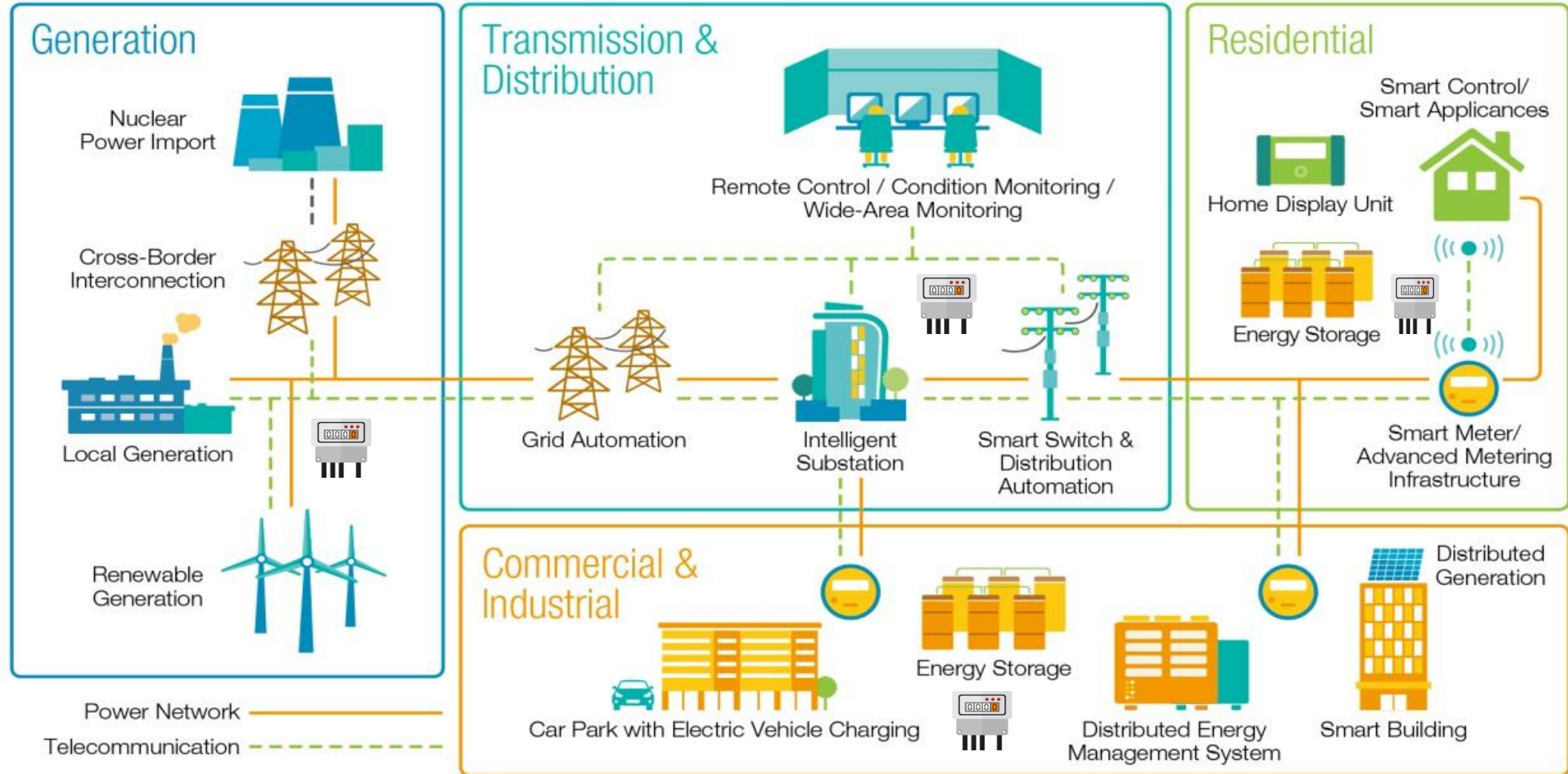
## SMART METERING SOLUTIONS

- ☀ 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



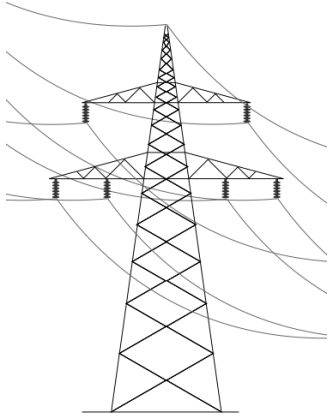
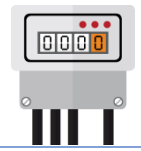
## INDUSTRIAL

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



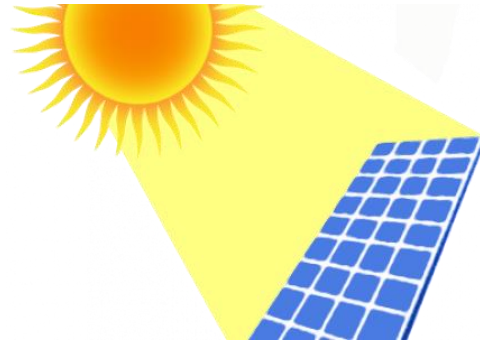
## PREPAYMENT SOLUTION

- ☀ 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

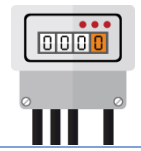
- ☀ Design, engineering, supply of equipments for Substation, Transmission Line and associated system for construction of 220 KV Substation at Chhatti Bariatu, 33 KV Substation at Kerandari, 33 KV D/C Line from Chhatti Bariatu to Kerandari, 200 KV D/C Line from Pakri Barwadih to Chhatti Bariatu and from Patratu to Pakri Barwadih along with installation of DG Sets (NTPC-Jharkhand)
- ☀ Rural electrification work including 11KV Feeder Segregation, Sansad Adarsh Gram Yojna and other works on partial turnkey basis under Deen Dayal Upadhyaya Gram Jyoti Yojna ( PVVNL- UP Bijnor)

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

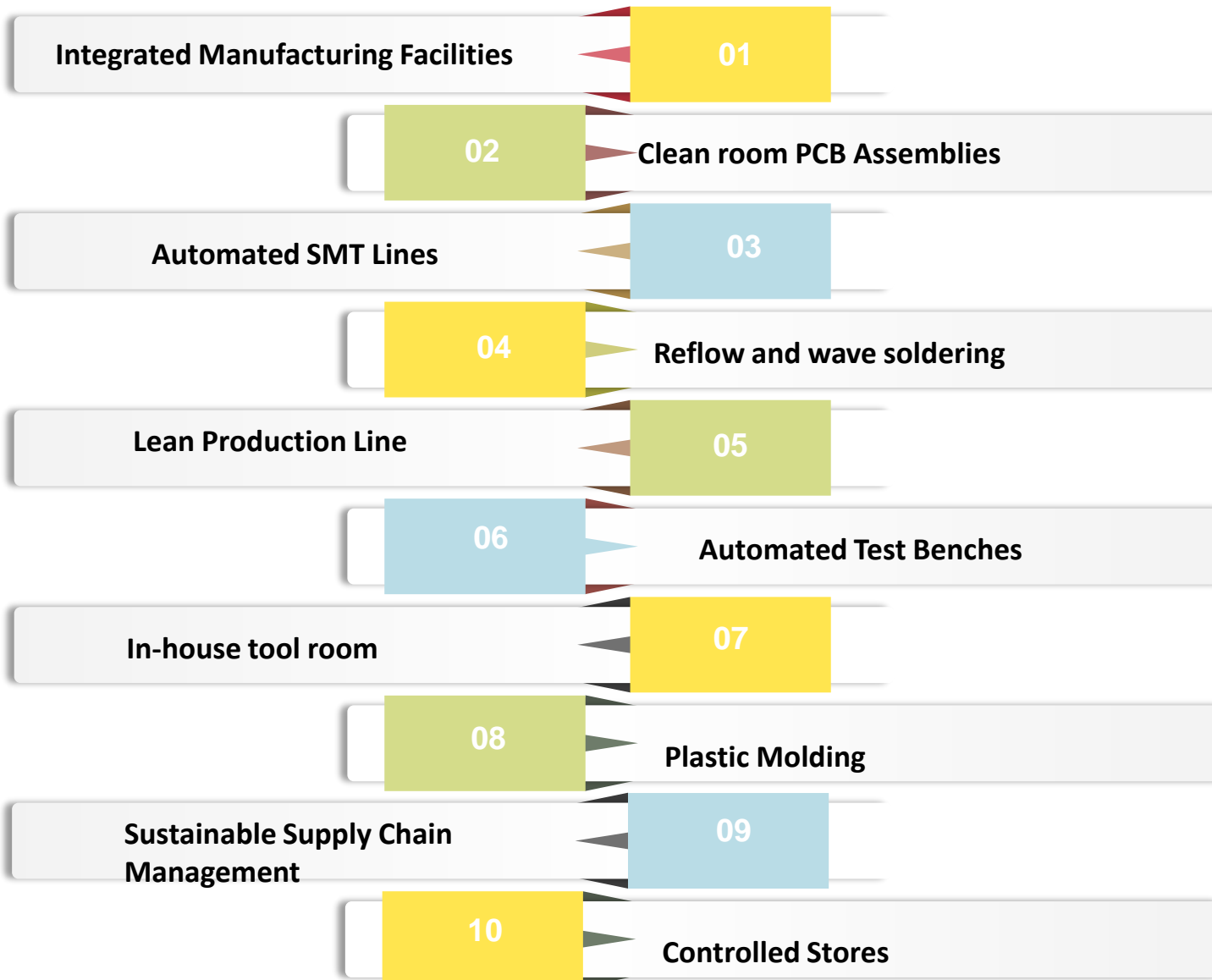


IECQ for quality of components



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

**2019-20:**

Recognition from CESC for "Active Involvement in Development of Smart Meters" Our Multiple Team won 17 Awards (11 Gold ; 04 Silver; 02 Bronze) in Lucknow Center Convention, Haridwar Center Convention and Kaizen Competition on Quality Circle Forum of India

**2019-20:**

"Best Innovation Award" and "Brand Ambassador 2020 Award" by Alleem Business Congress, UAE  
Ranked among "Top 25 Most Trusted Manufacturing Companies in India" by the CEO Magazine

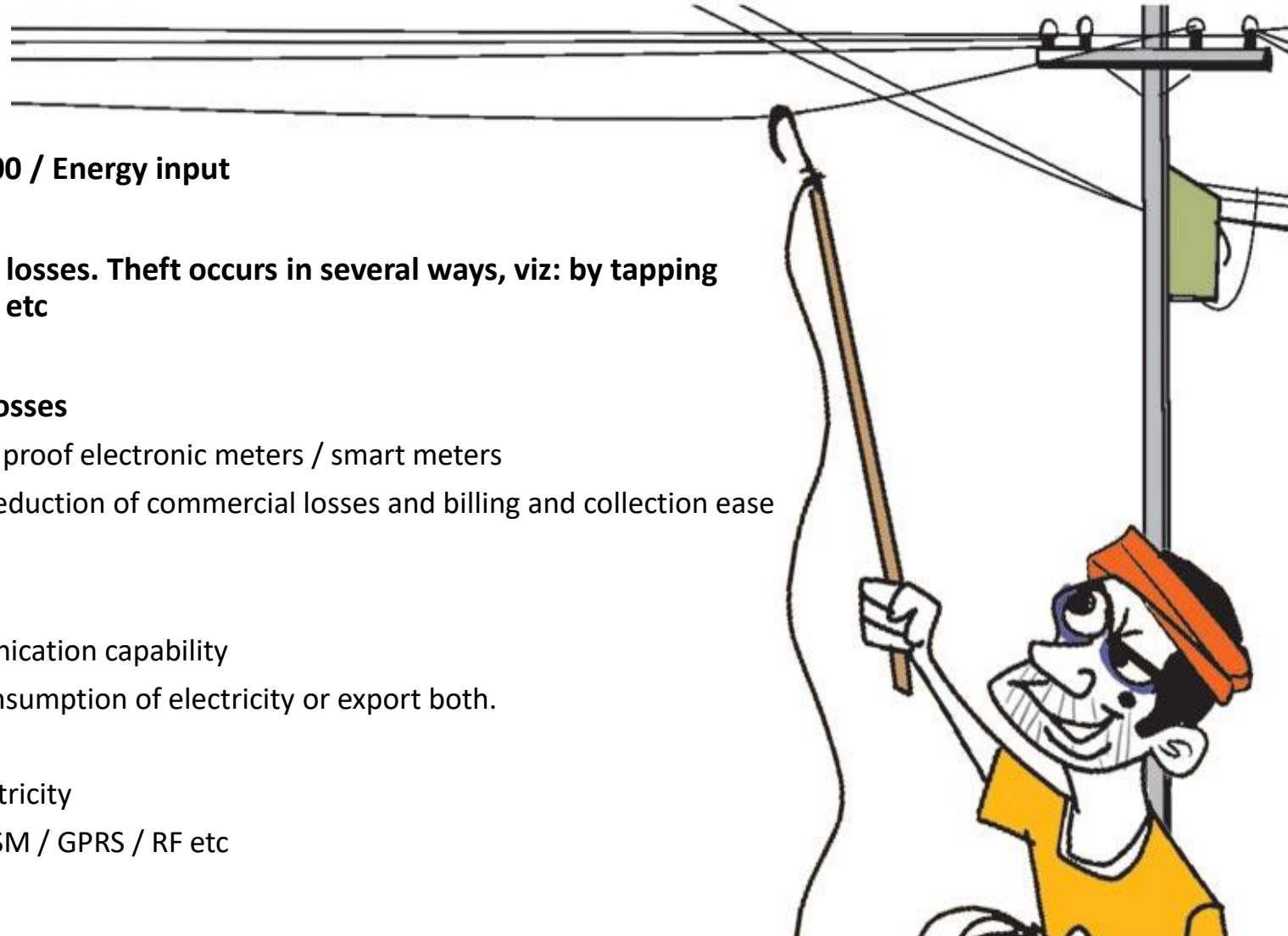


## Business Outlook





- **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 )

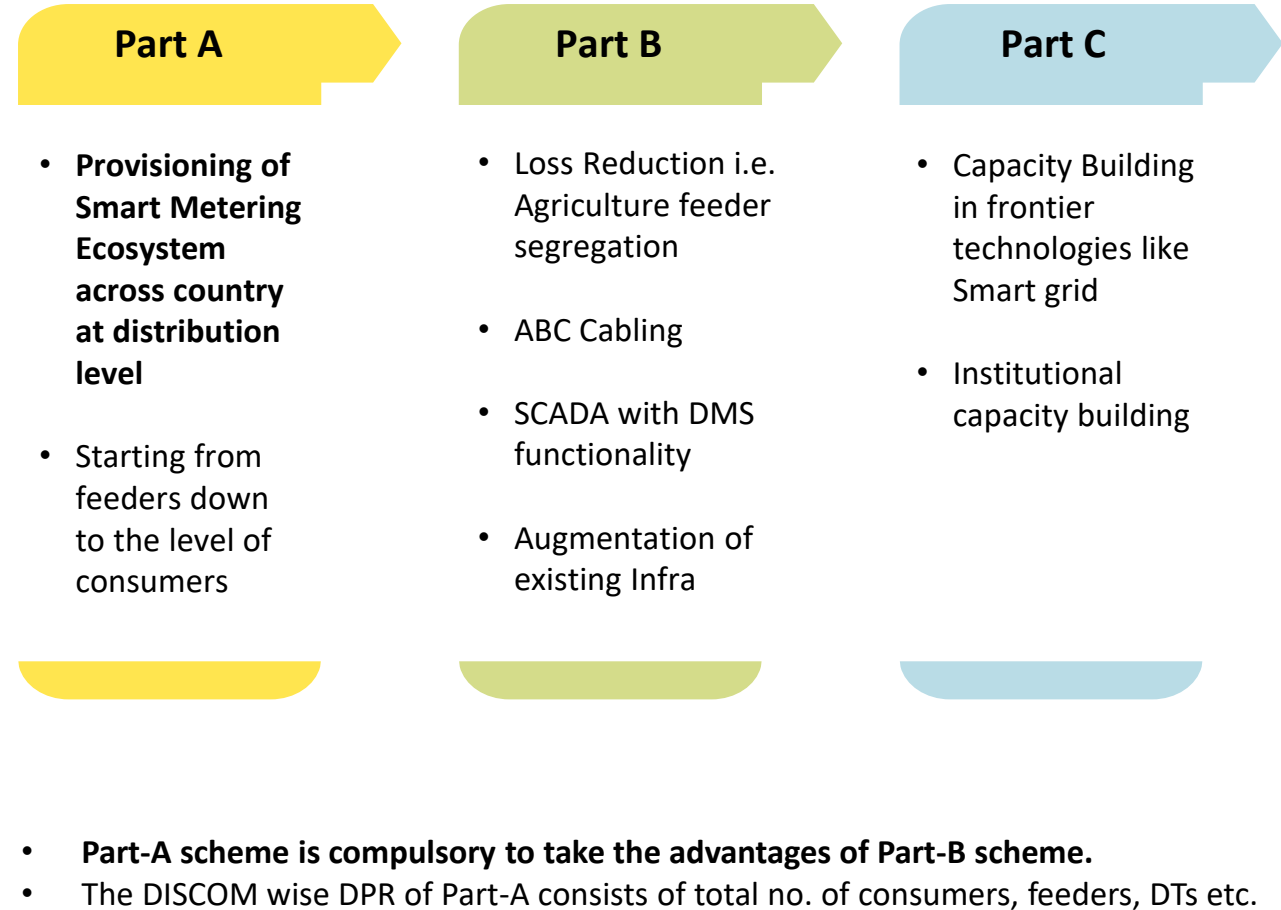
- ☀ Planned outlay of Rs. 760 Billion
- ☀ Electrification to all villages
- ☀ Feeder separation (Rural households & agricultural)
- ☀ **Strengthening of sub-transmission & distribution infrastructure including metering at all levels (input points, feeders and distribution transformers)**
- ☀ **Metering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





- ☀ Ujwal DISCOM Assurance Yojna (UDAY) has expired in March 2020. Thus SAMARTH scheme (formerly ADITYA Scheme) is being considered by the Government of India **aimed at investing funds in network infrastructure like smart meters** to reduce DISCOM losses
- ☀ The new scheme aims to reduce AT&C losses of DISCOMs to less than 12% and reduction in ACS-ARR gaps to 0 as per the laid down trajectory
- ☀ **The new scheme will have central funding of up to Rs. 1.1 trillion (USD 16.3 billion) over three phases and remaining balance of Rs. 2.9 trillion (USD 42.5 billion) will be funded by states**
- ☀ PFC and its subsidiaries would be the nodal agency for implementation
- ☀ In its design to date, **the scheme is planned to install smart meters in the first phase**, starting from electricity feeders and then reaching consumers
- ☀ In the second phase, the plan is to install insulated aerial bunched cables to prevent electricity theft with hooks, separate feeders for agricultural and household consumption, and supervisory control and data acquisition systems for better monitoring and consumer experience
- ☀ Further, state DISCOMs will be able to adopt various business models, such as public-private partnerships, multiple supply and network franchisees or working through input-based distribution franchisees
- ☀ Though SAMARTH's exact status is not yet clear, however, with a large power sector budget in FY21, **it is possible that it will be re-tooled to help the power sector cope with impacts of the COVID-19 crisis**

## Scheme Structure





GOVERNMENT OF INDIA  
MINISTRY OF POWER

सत्यमेव जयते

**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

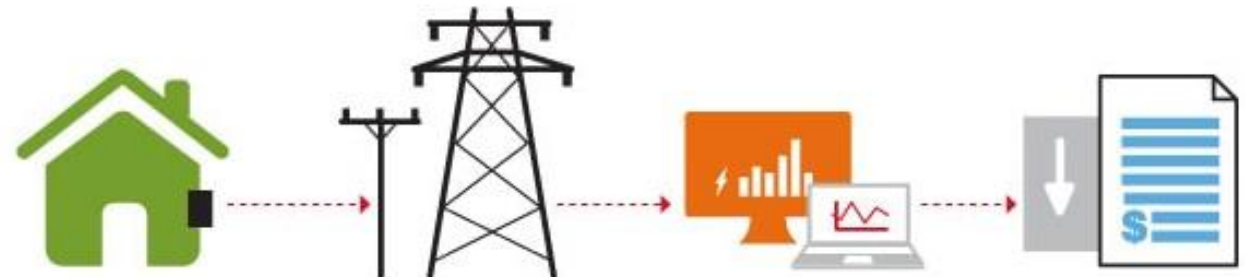
## Consumption Patterns

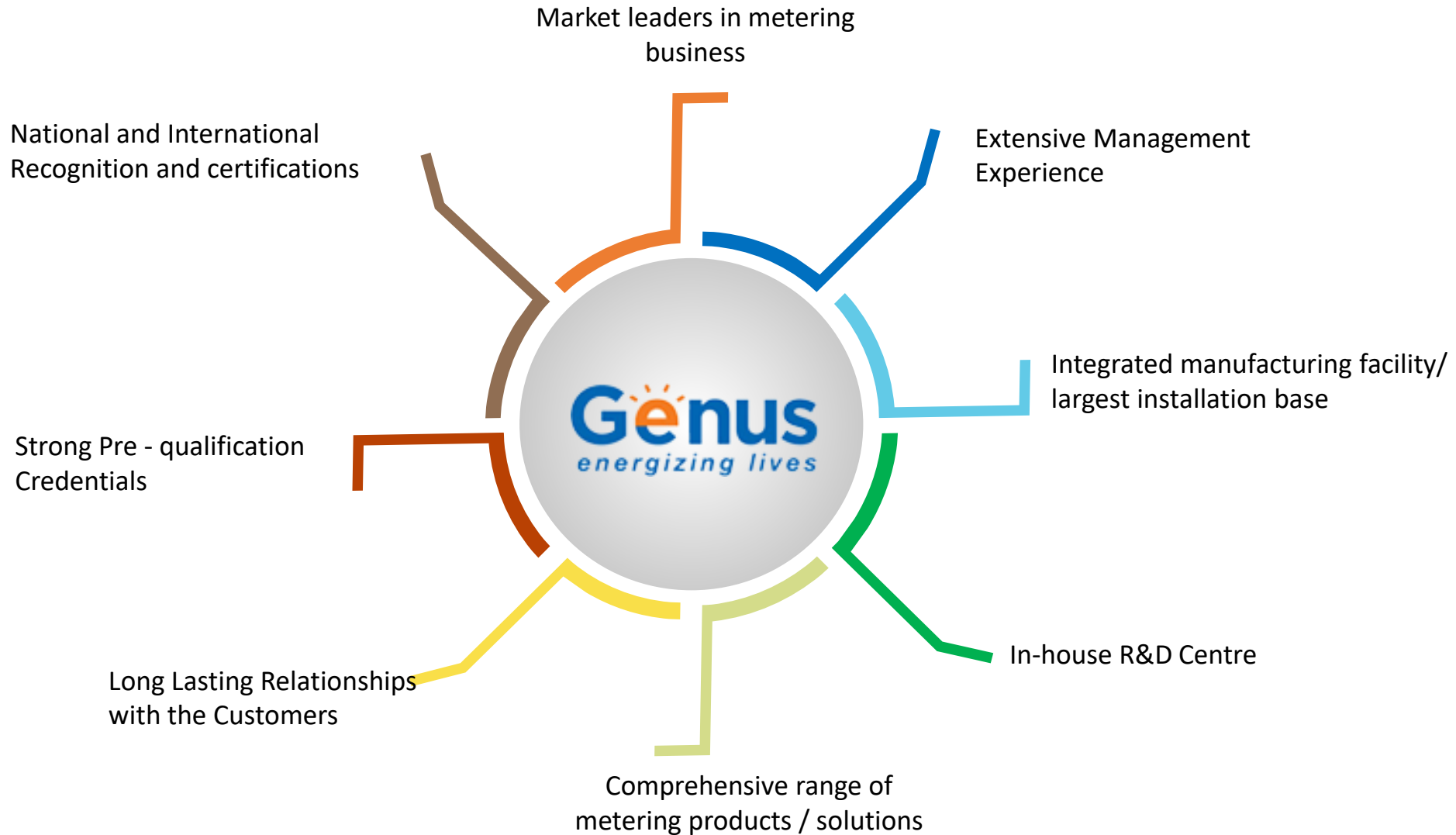
As consumers will be able to access the data on their mobile phones / tablets / PCs, they will be able to cut their expenses using simple strategies. For example not using water heaters or electric irons during peak hour

## 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





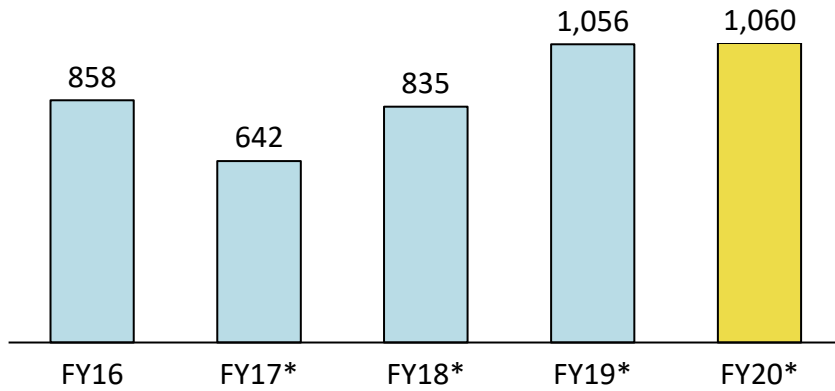
**First Indian Company to get BIS Certificate for Smart Meters**

## Financial Performance

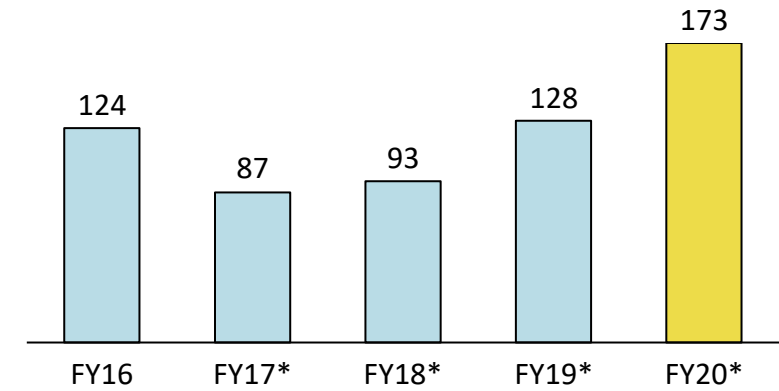




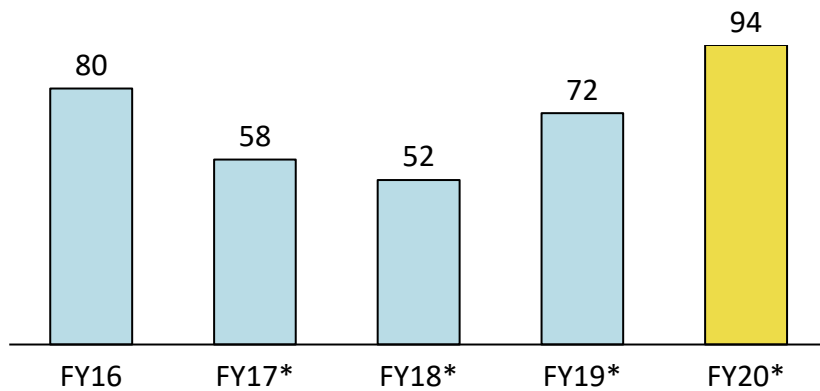
Revenue (Rs. Crore)



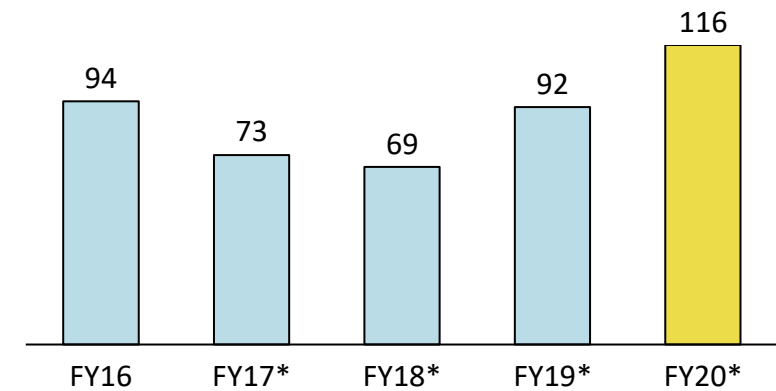
EBITDA (Rs. Crore)

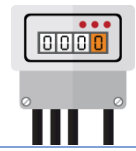


PAT (Rs. Crore)



Cash PAT (Rs. Crore)





Particulars (Rs. Crores)	FY20	FY19	YoY
<b>Total Revenue</b>	<b>1,060.4</b>	<b>1,055.5</b>	<b>1%</b>
Cost of Material Consumed	664.0	718.0	
Employee Expenses	108.7	98.2	
Other Expenses	114.9	111.4	
<b>EBITDA</b>	<b>172.7</b>	<b>127.9</b>	<b>35%</b>
<b>EBITDA (%)</b>	<b>16.29%</b>	<b>12.12%</b>	
Other Income	19.1	17.9	
Depreciation	22.2	19.4	
<b>EBIT</b>	<b>169.7</b>	<b>126.5</b>	<b>34%</b>
<b>EBIT (%)</b>	<b>16.00%</b>	<b>11.98%</b>	
Finance Cost	32.7	33.9	
<b>Profit before Tax</b>	<b>137.0</b>	<b>92.5</b>	<b>48%</b>
Tax	43.3	20.2	
<b>Profit after Tax</b>	<b>93.7</b>	<b>72.4</b>	<b>29%</b>
<b>PAT %</b>	<b>8.83%</b>	<b>6.86%</b>	
EPS	3.64	2.81	





ASSETS (Rs. Crores)	Mar-20	Mar-19	EQUITY AND LIABILITIES(Rs. Crores)	Mar-20	Mar-19
<b>Non-current assets</b>			<b>Equity</b>		
Property, plant and equipment	156.2	176.9	Equity share capital	25.7	25.7
Capital work-in-progress	0.8	1.6	Other equity	859.5	784.8
Right of Use Assets	15.8	0.0	<b>Total equity</b>	<b>885.3</b>	<b>810.5</b>
Intangible assets	1.3	1.1			
Investment in Associates	15.9	15.9	<b>Non-current liabilities</b>		
<b>Financial assets</b>			<b>Financial liabilities</b>		
Investments	76.2	68.4	Borrowings	23.3	25.1
Loans	28.7	30.3	Lease liabilities	0.3	0.0
Others	25.6	18.4	Other financial liabilities	11.0	9.1
Non-financial assets	11.6	13.4	Provisions	33.4	22.5
Deferred tax assets (net)	19.9	37.2	Government grants	4.6	1.7
			Net employee defined benefit liabilities	1.5	2.0
<b>Sub-total - Non-Current Assets</b>	<b>352.1</b>	<b>363.3</b>	<b>Sub-total - Non-current liabilities</b>	<b>74.1</b>	<b>60.3</b>
<b>Current assets</b>			<b>Current liabilities</b>		
Inventories	151.2	206.7	<b>Financial liabilities</b>		
<b>Financial assets</b>			Borrowings	223.9	242.3
Investments	102.6	124.1	Trade payables	200.4	235.2
Investment in trust	60.0	60	Lease liabilities	0.8	0.0
Loans	1.4	4.2	Other liabilities	10.3	12.5
Trade receivables	629.2	573.1	Government grants	0.7	0.3
Cash and cash equivalents	71.6	14.8	Net employee defined benefit liabilities	2.2	2.2
Other bank balances	34.4	24.2	Current tax liabilities (net)	2.8	0.0
Other financial assets	7.2	3.3	Provisions	12.5	11.8
Non-financial assets	29.8	28.9	Non-financial liabilities	26.5	27.4
<b>Sub-total - Current Assets</b>	<b>1,087.3</b>	<b>1,039.3</b>	<b>Sub-total - Current liabilities</b>	<b>480.0</b>	<b>531.8</b>
<b>TOTAL - ASSETS</b>	<b>1,439.3</b>	<b>1,402.6</b>	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>1,439.3</b>	<b>1,402.6</b>

## Consolidated Profit & Loss Statement

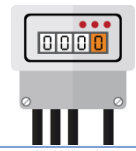


Particulars (Rs. Crores)	FY20	FY19	Y-o-Y
<b>Total Revenue</b>	<b>1,060.4</b>	<b>1,055.5</b>	<b>1%</b>
Cost of Material Consumed	664.0	718.0	
Employee Expenses	108.7	98.2	
Other Expenses	132.1	126.9	
<b>EBITDA</b>	<b>155.5</b>	<b>112.4</b>	<b>38%</b>
<b>EBITDA (%)</b>	<b>14.67%</b>	<b>10.65%</b>	
Other Income	16.1	10.9	
Depreciation	22.2	19.4	
<b>EBIT</b>	<b>149.5</b>	<b>103.9</b>	<b>44%</b>
<b>EBIT (%)</b>	<b>14.10%</b>	<b>9.84%</b>	
Finance Cost	32.7	33.9	
<b>Profit before Tax</b>	<b>116.8</b>	<b>70.0</b>	<b>67%</b>
Tax	43.3	20.2	
<b>Profit before Associate</b>	<b>73.5</b>	<b>49.8</b>	<b>48%</b>
<b>PAT %</b>	<b>6.93%</b>	<b>4.72%</b>	
Profit / Loss of Associates	-0.9	-1.8	
<b>Profit after Tax</b>	<b>72.6</b>	<b>48.0</b>	<b>51%</b>
<b>PAT (%)</b>	<b>6.85%</b>	<b>4.55%</b>	
<b>Normalised Profit after Tax</b>	<b>93.7</b>	<b>72.4</b>	<b>29%</b>
<b>PAT (%)</b>	<b>8.83%</b>	<b>6.86%</b>	
EPS	3.16	2.09	

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-20	Mar-19	EQUITY AND LIABILITIES(Rs. Crores)	Mar-20	Mar-19
<b>Non-current assets</b>			<b>Equity</b>		
Property, plant and equipment	156.2	176.9	Equity share capital	23.0	23.0
Capital work-in-progress	0.8	1.6	Other equity	814.9	761.2
Right of Use Assets	15.8	0.0	<b>Total equity</b>	<b>837.9</b>	<b>784.1</b>
Intangible assets	1.3	1.1			
Investment in Associates	13.5	14.3	<b>Non-current liabilities</b>		
<b>Financial assets</b>			<b>Financial liabilities</b>		
Investments	76.2	68.4	Borrowings	23.3	25.1
Loans	28.7	30.3	Lease liabilities	0.3	0.0
Others	25.6	18.4	Other financial liabilities	11.0	9.1
Non-financial assets	11.6	13.4	Provisions	33.4	22.5
Deferred tax assets (net)	19.9	37.3	Government grants	4.6	1.7
			Net employee defined benefit liabilities	1.5	2.1
<b>Sub-total - Non-Current Assets</b>	<b>349.6</b>	<b>361.7</b>	<b>Sub-total - Non-current liabilities</b>	<b>74.1</b>	<b>60.3</b>
<b>Current assets</b>			<b>Current liabilities</b>		
Inventories	151.2	206.7	<b>Financial liabilities</b>		
<b>Financial assets</b>			Borrowings	223.9	242.3
Investments	117.6	159.2	Trade payables	200.4	235.2
Investment in trust	0.0	0.0	Lease liabilities	0.8	0.0
Loans	1.4	4.3	Other liabilities	10.3	12.5
Trade receivables	629.2	573.1	Government grants	0.7	0.4
Cash and cash equivalents	71.6	14.8	Net employee defined benefit liabilities	2.2	2.2
Other bank balances	34.4	24.2	Current tax liabilities (net)	2.8	0.0
Other financial assets	7.2	3.3	Provisions	12.5	11.8
Non-financial assets	29.8	28.9	Non-financial liabilities	26.5	27.4
<b>Sub-total - Current Assets</b>	<b>1,042.3</b>	<b>1,014.6</b>	<b>Sub-total - Current liabilities</b>	<b>480.0</b>	<b>531.8</b>
<b>TOTAL - ASSETS</b>	<b>1,391.9</b>	<b>1,376.3</b>	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>1,391.9</b>	<b>1,376.3</b>



**Genus Power Infrastructures Limited**

CIN: L51909UP1992PLC051997

Mr. Ankit Jhanjhari

[ankit.jhanjhari@genus.in](mailto:ankit.jhanjhari@genus.in)

[www.genuspowers.com](http://www.genuspowers.com)

**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Pvt. Limited**

CIN: U74140MH2010PTC204285

Mr. Shogun Jain / Mr. Parin Narichania

[shogun.jain@sgapl.net](mailto:shogun.jain@sgapl.net) / [parin.n@sgapl.net](mailto:parin.n@sgapl.net)

[www.sgapl.net](http://www.sgapl.net)

