

January 22, 2021

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 – January 2021.

We request to kindly take the same on record.

Thanking you,

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

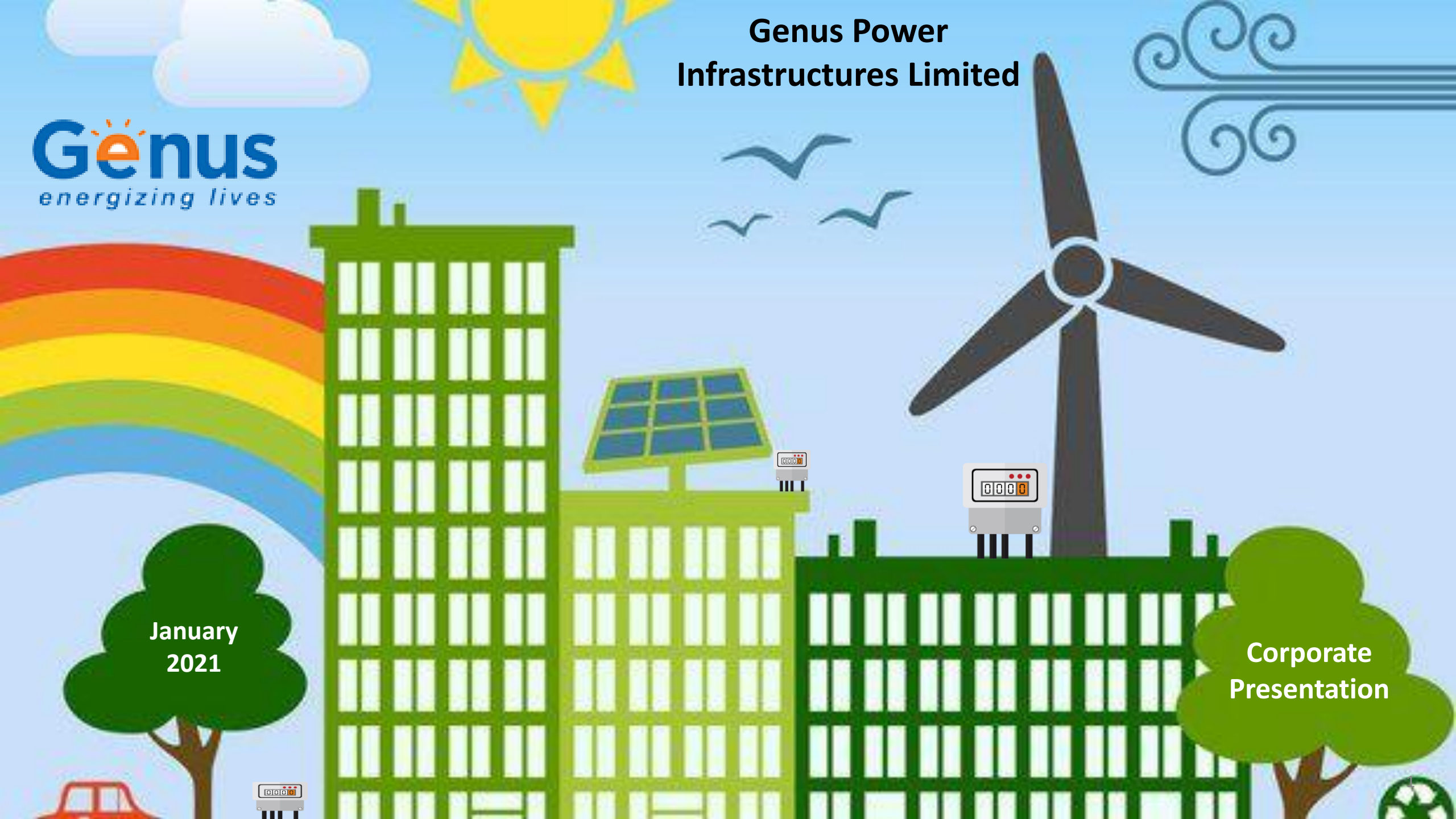
Ankit Jhanjhari
Company Secretary
Encl. as above

Genus Power Infrastructures Limited

Genus
energizing lives

January
2021

Corporate
Presentation

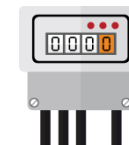




This presentation and the accompanying slides (the “Presentation”), by **Genus Power Infrastructures Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



Key Highlights

Q3FY21 Revenue growth was impacted on account of:

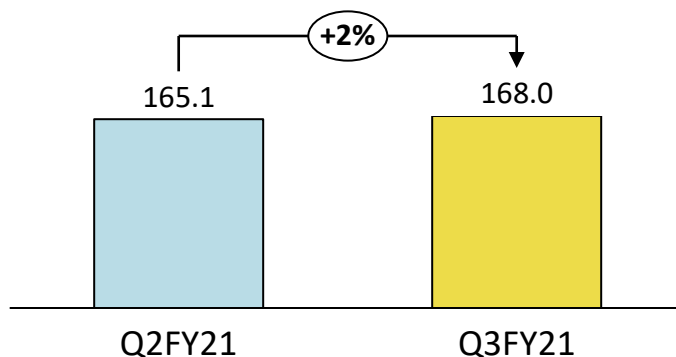
- subdued volume offtake by SEBs

Q3FY21 EBITDA growth was impacted on account of:

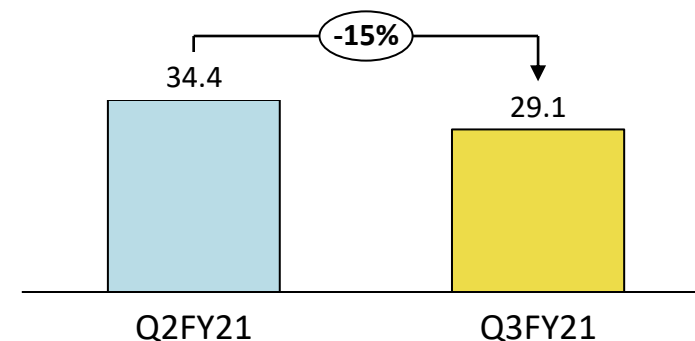
- product mix
- higher employee costs and overheads built in anticipation of higher order book execution

- Became the First company in Asia Pacific to supply 1.5 million Smart Meters
- Indigenously developed Vending Software Agrim™ accredited with STS certification
- In FY21, our team has won 7 Gold and 2 Silver awards at the “Quality Circle Forum of India” Haridwar Chapter, Delhi Chapter and Guwahati Chapter

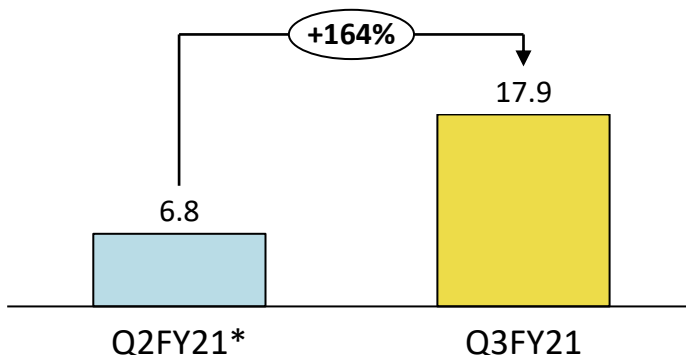
Revenue (Rs. Crores)



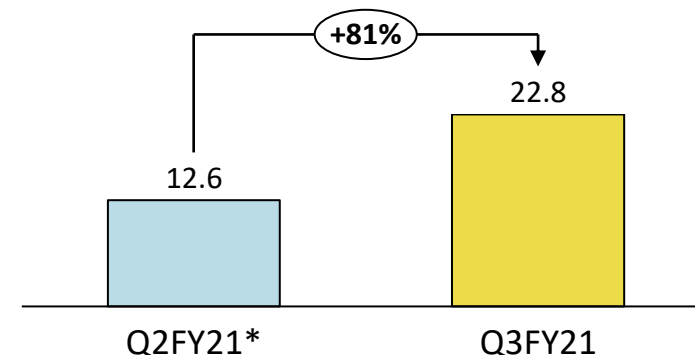
EBITDA (Rs. Crores)



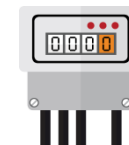
PAT (Rs. Crores)



Cash PAT (Rs. Crores)



*One-time provision of Rs. 12.6 crore related towards settlement of past litigations under the ‘Vivad Se Vishwas Scheme 2020’ impacted Q2FY21 PAT



STEP 1:
Amalgamation of
subsidiary companies
with Genus Prime

Genus Prime Infra Limited

Amalgamated

Sansar Infrastructure Pvt. Ltd, Star
Vanijya Pvt. Ltd and Sunima Trading Pvt.
Ltd (100% subsidiary of Genus Prime)

Post Amalgamation subsidiary companies
will cease to exist

Genus Prime Infra Limited

- ✓ No consideration shall be paid to subsidiary companies as they are 100% owned by Genus Prime

STEP 2:
Demerger of Genus Power's
investment in non-listed
group entities

**Investment Business Undertaking of
Genus Power**

Demerger

Genus Prime Infra Ltd.

Post the scheme of Arrangement – 2 listed entities

**Genus Power
Genus Prime Infra**

- ✓ Shareholders of the Genus Power will get shares of Genus Prime Infra Limited in ratio of 6:1

STEP 3:
Merger of Yajur
Commodities with
Genus Prime

Genus Prime Infra Ltd.

Merger

Yajur Commodities Limited
(a group company of Genus Power in
which it owns 19.70% stake)

Post Merger Yajur Commodities Ltd.
will cease to exist

Genus Prime Infra Limited

- ✓ Shareholders of the Yajur Commodities Limited will get shares of Genus Prime Infra Limited in ratio of 5:3



Mr. Subhash Chandra Garg

(Independent Director)

- He was an IAS officer from the 1983 batch in Rajasthan cadre. He has served as Economic Affairs Secretary (July 2017-July 2019) and Finance Secretary of India in the Ministry of Finance and as Secretary, Ministry of Power (July 2019-October 2019)
- His appointment provides an important layer of oversight which will help us further strengthen our internal controls, corporate governance and prepare for our next stage of growth
- His appointment will strengthen our board and fortify our corporate policies with a commitment to maximize value for our shareholders.



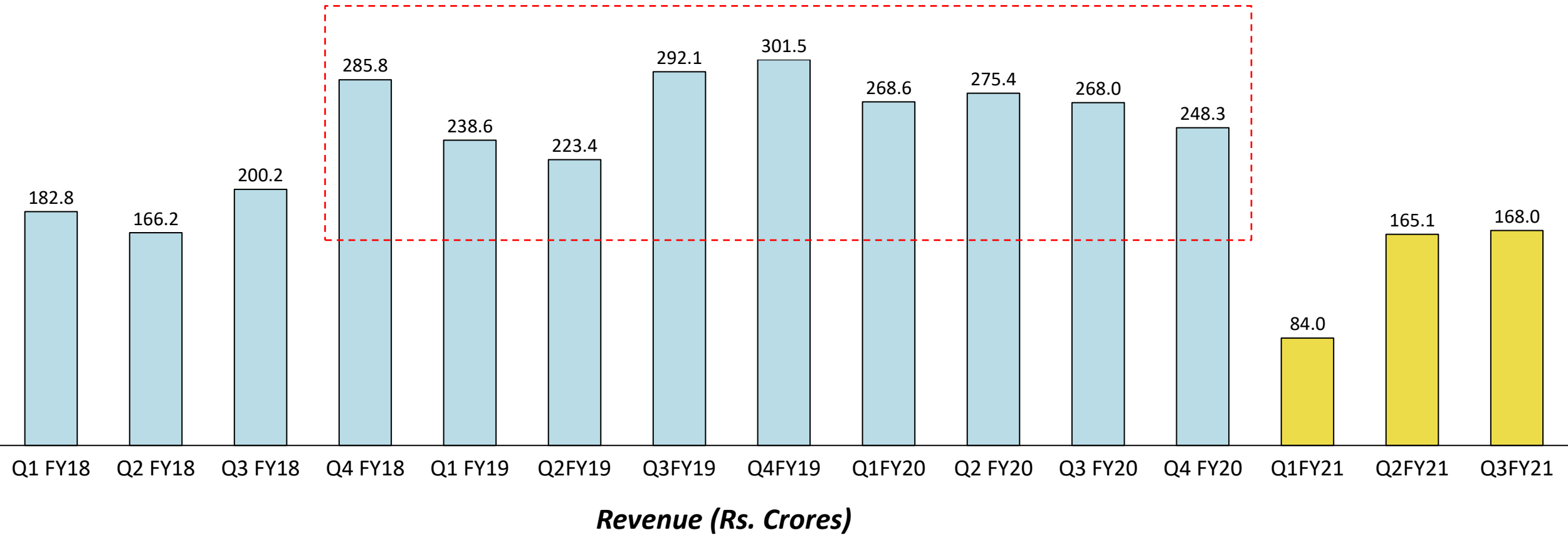
Dr. Keith Mario Torpy

**(Non-Executive,
Non-Independent Director)**

- He is an established and highly respected professional with over 25 years of global experience in the field of Smart Metering Technology and Product Development
- He brings strong domain knowledge of smart metering businesses combined with a deep understanding of how new digital technologies are evolving
- He will play a key role in building new platforms of growth, developing new product capabilities, expanding our international footprint and securing our long-term growth

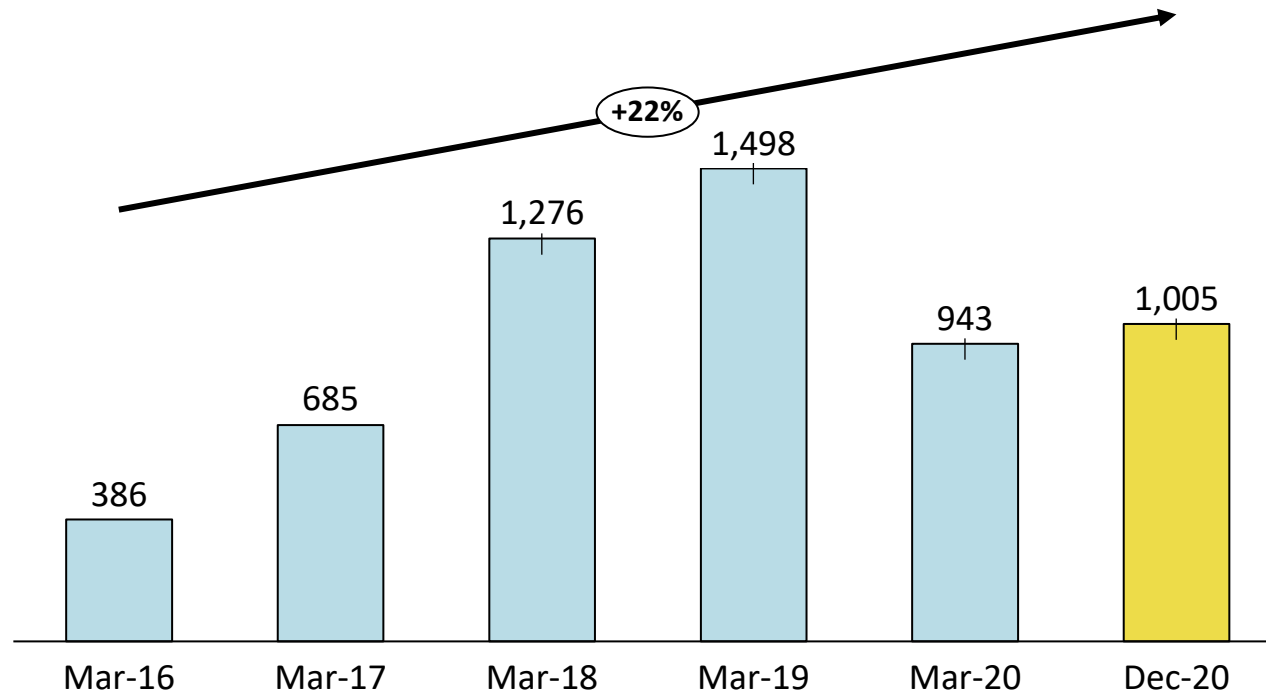


Healthy Performance





Order Book (Rs. Crores)



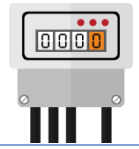
We upgrade our technology and product offering at regular interval backed by continuous R&D



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



“The effect of COVID-19 led disruptions on business operations has dissipated, but the overhang is likely to remain on business operations for this fiscal year. This is primarily on account of customer-centric nature of our business, which requires human intervention for installation of meters. This has affected the volume offtake from DISCOMs. However, the payment inflows from DISCOMs and SEBs have improved over the last quarter. The ordering from DISCOMs and SEBs has been delayed by 2 to 3 months against the earlier anticipation. However, the tendering process has been robust. We have participated in tenders worth Rs. 4,500 crore and expect healthy order inflows within Q4FY21.

There is increased thrust by the government authorities on smart meters as it remains the key catalyst for reducing the AT&C losses faced by DISCOMs. Smart meters not only lead to reduction in theft of power and improved billing efficiency but also enables DISCOMs to undertake end-to-end mapping of load from power grid to end-users, which improves the overall operational efficiency of the entire power industry.

As smart meters are high-end products (viz-a-viz conventional meters), the profitability is also better. And with end-clients increasingly requesting for end-to-end solutions with Facility Management Services (FMS) leads to increased incentive of recurring revenue. We expect the FMS component of our revenue to constitute about 8 to 10% of our total revenue, in foreseeable future.

Metering Industry in India has also realized that smart meters require a lot of customization and R&D as every SEBs has its own specifications. So smart meters in India cannot be commoditized as it is a custom-built product. Considering the specialized nature of smart meter industry in India and an enormous market, we expect price realizations to remain healthy and the forthcoming period of 6 to 7 years to remain very favourable. Also, as a strategy we have designed our building and manufacturing infrastructure in a way, which will enable us to easily double our manufacturing capacity in short period of 6 months, whenever required.

We are also slowly gaining foothold in gas meter market, where we have recently bagged order for supplying 10,000 gas meters, which we believe is a very good beginning. Also, 80-90% of Indian gas meter market is currently being catered by only one company. This shall provide us an opportunity to make our presence felt and play a key role in the market. We also plan to leverage our connections with government authorities to gain market share in gas metering business.

As part of our efforts to sharpen the focus of the management team, the company has embarked on a restructuring plan. The bank guarantee given by Genus Power to other group companies has also been reduced substantially to about Rs. 22 crore (from Rs. 230 crore earlier), which will be further squared off completely by the end of this financial year.

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 25 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.”

Mr. Jitendra Kumar Agarwal,
Joint Managing Director



Particulars (Rs. Crores)	Q3FY21	Q2FY21	QoQ	FY20	FY19	YoY
Total Revenue	168.0	165.1	2%	1,060.4	1,055.5	1%
Cost of Material Consumed	91.5	92.1		664.0	718.0	
Employee Expenses	24.8	20.8		108.7	98.2	
Other Expenses	22.7	17.9		114.9	111.4	
EBITDA	29.1	34.4	-15%	172.7	127.9	35%
EBITDA (%)	17.32%	20.8%		16.29%	12.12%	
Other Income	8.5	6.8		19.1	17.9	
Depreciation	5.6	5.5		22.2	19.4	
EBIT	32.1	35.7	-10%	169.7	126.5	34%
EBIT (%)	19.1%	21.6%		16.00%	11.98%	
Finance Cost	4.6	6.1		32.7	33.9	
Profit before Tax	27.5	29.6	-7%	137.0	92.5	48%
Tax	9.6	22.9		43.3	20.2	
Profit after Tax	17.90	6.8*	164%	93.7	72.4	29%
PAT %	10.7%	4.1%		8.83%	6.86%	
Cash PAT**	22.8	12.6	81%	110.7	90.1	23%
Cash PAT %	21.7%	15.3%		10.4%	8.5%	
EPS (in Rs.)	0.70	0.26		3.64	2.81	

*Q2FY21 PAT impacted on-account of one-time provision of Rs. 12.6 crore towards settlement of past litigations under the 'Vivad Se Vishwas Scheme 2020'

**Cash PAT includes PAT + Depreciation + Deferred Tax.

As per IND-AS



ASSETS (Rs. Crores)	Sep-20	Mar-20	EQUITY AND LIABILITIES(Rs. Crores)	Sep-20	Mar-20
Non-current assets			Equity		
Property, plant and equipment	150.4	156.2	Equity share capital	25.7	25.7
Capital work-in-progress	0.4	0.8	Other equity	861.4	859.5
Right of Use Assets	15.4	15.8	Total equity	887.1	885.3
Intangible assets	1.3	1.3			
Investment in Associates	15.9	15.9	Non-current liabilities		
Financial assets			Financial liabilities		
Investments	77.7	76.2	Borrowings	15.2	23.3
Loans	28.7	28.7	Lease liabilities	0.2	0.3
Others	21.1	25.6	Other financial liabilities	11.2	11.0
Non-financial assets	12.1	11.6	Provisions	35.5	33.4
Deferred tax assets (net)	16.2	19.9	Government grants	4.2	4.6
			Net employee defined benefit liabilities	1.0	1.5
Sub-total - Non-Current Assets	339.2	352.1	Sub-total - Non-current liabilities	67.3	74.1
Current assets			Current liabilities		
Inventories	130.3	151.2	Financial liabilities		
Financial assets			Borrowings	145.1	223.9
Investments	114.6	102.6	Trade payables	117.4	200.4
Investment in trust	60.0	60.0	Lease liabilities	0.6	0.8
Loans	1.2	1.4	Other liabilities	14.9	10.3
Trade receivables	527.7	629.2	Government grants	0.7	0.7
Cash and cash equivalents	19.6	71.6	Net employee defined benefit liabilities	2.1	2.2
Other bank balances	54.4	34.4	Current tax liabilities (net)	17.8	2.8
Other financial assets	6.0	7.2	Provisions	12.4	12.5
Non-financial assets	27.0	29.8	Non-financial liabilities	14.6	26.5
Sub-total - Current Assets	940.7	1,087.3	Sub-total - Current liabilities	325.6	480.0
TOTAL - ASSETS	1,279.9	1,439.3	TOTAL - EQUITY AND LIABILITIES	1,279.9	1,439.3

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

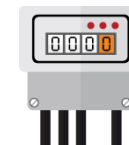
- Launched meter with integrated APFC, Smart Meters, smart street light management system, Group Metering etc

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

2020 - 2021

- Became the First company in Asia Pacific to supply 1.5 million Smart Meters
- Indigenously developed Vending Software Agrim™ accredited with STS certification



Meter Installed

Till 1998

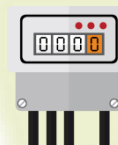
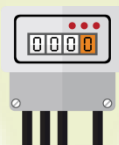
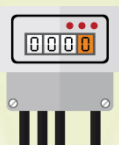
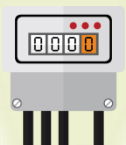
Till 2003

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



Mr. Subhash Chandra Garg
Independent Director



Dr. Keith Mario Torpy
Non-Executive,
Non-Independent 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

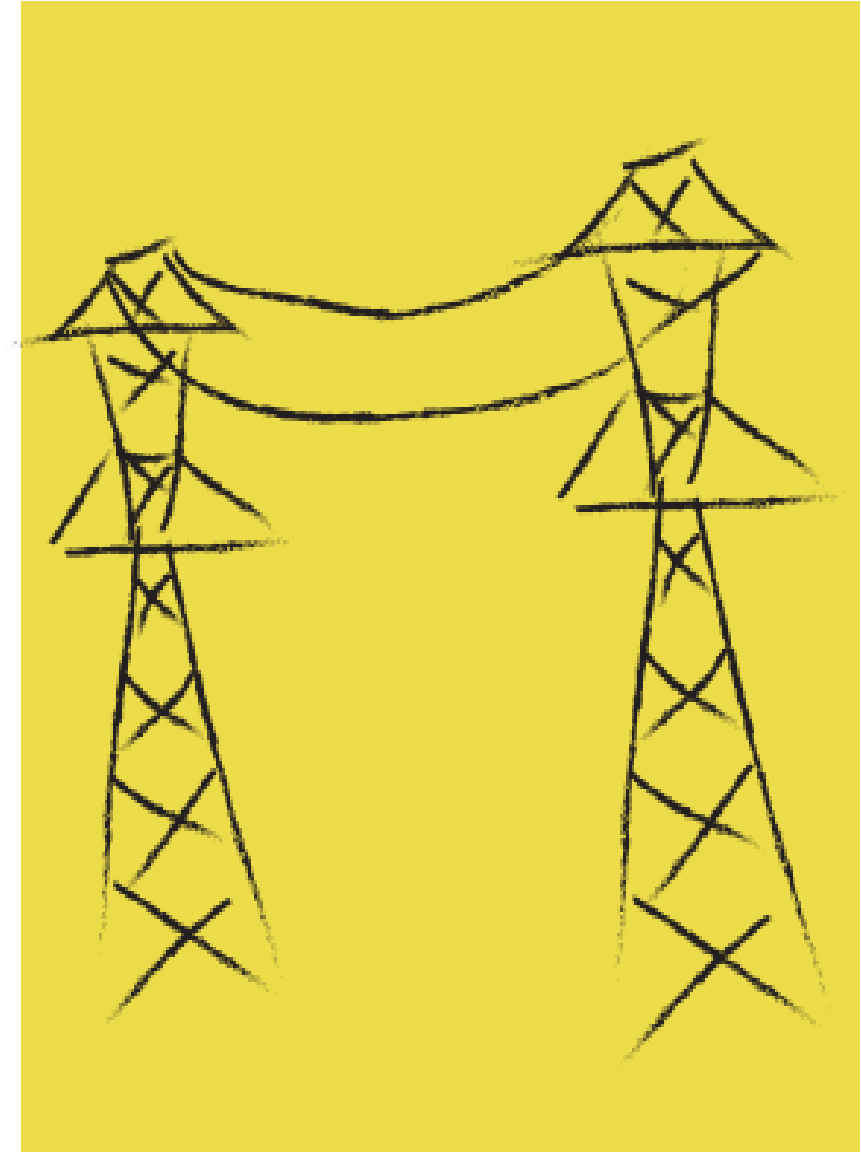


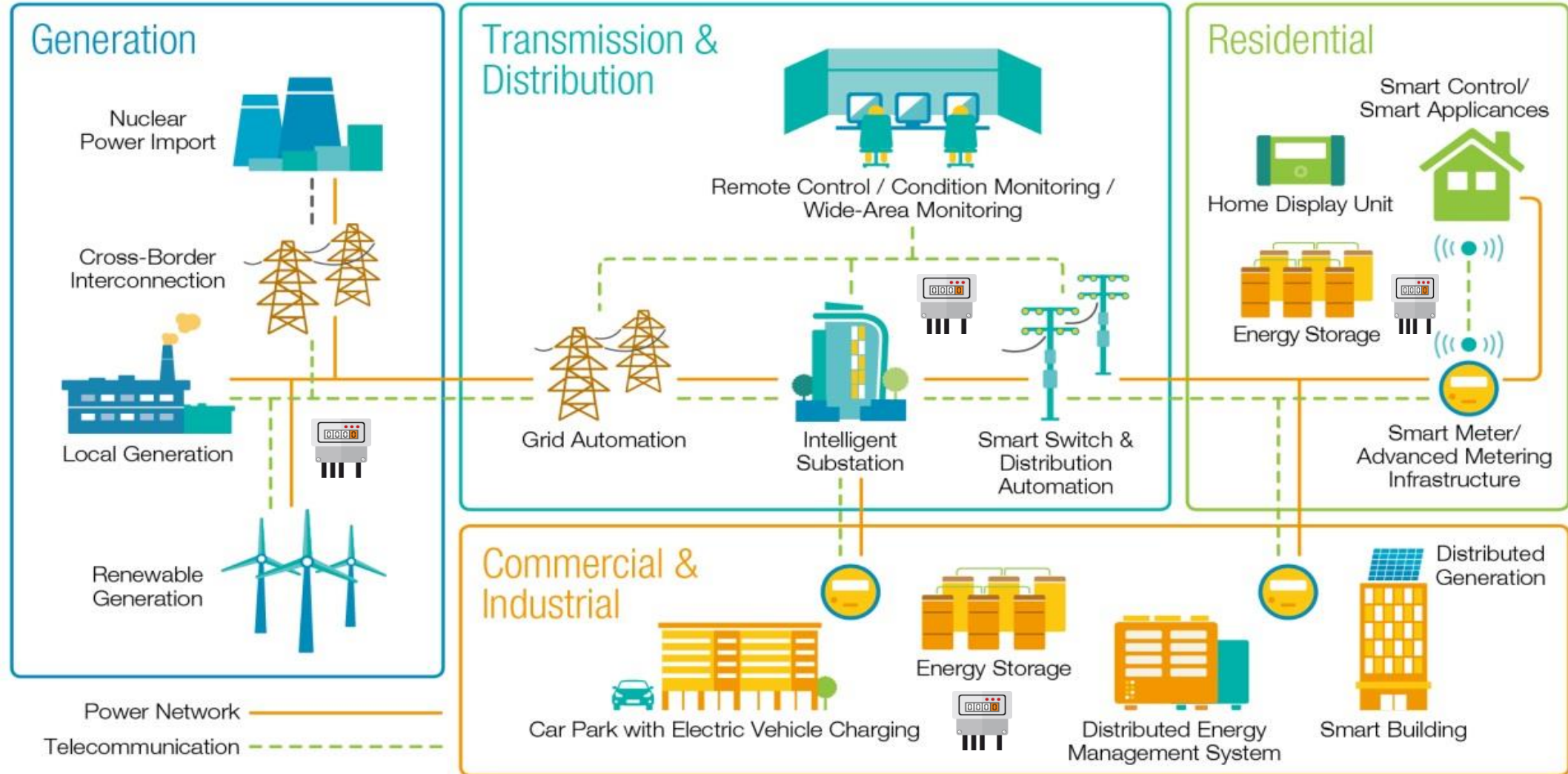
SMART METERING SOLUTIONS

- ☀ 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



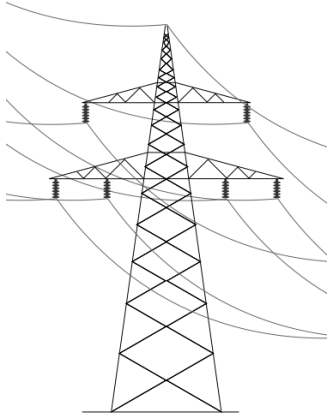
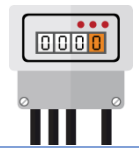
INDUSTRIAL

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



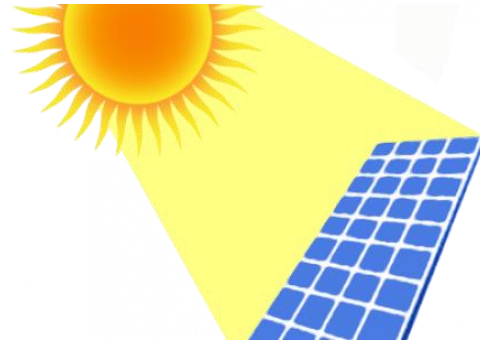
PREPAYMENT SOLUTION

- ☀ 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

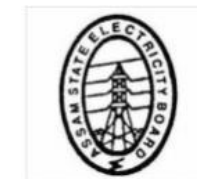
Complements the Metering Business

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

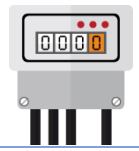
Current Projects under implementation

- ☀ 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- Bijnor and PVVNL J.P. Nagar)

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, Uttarakhand



Haridwar, Uttarakhand



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

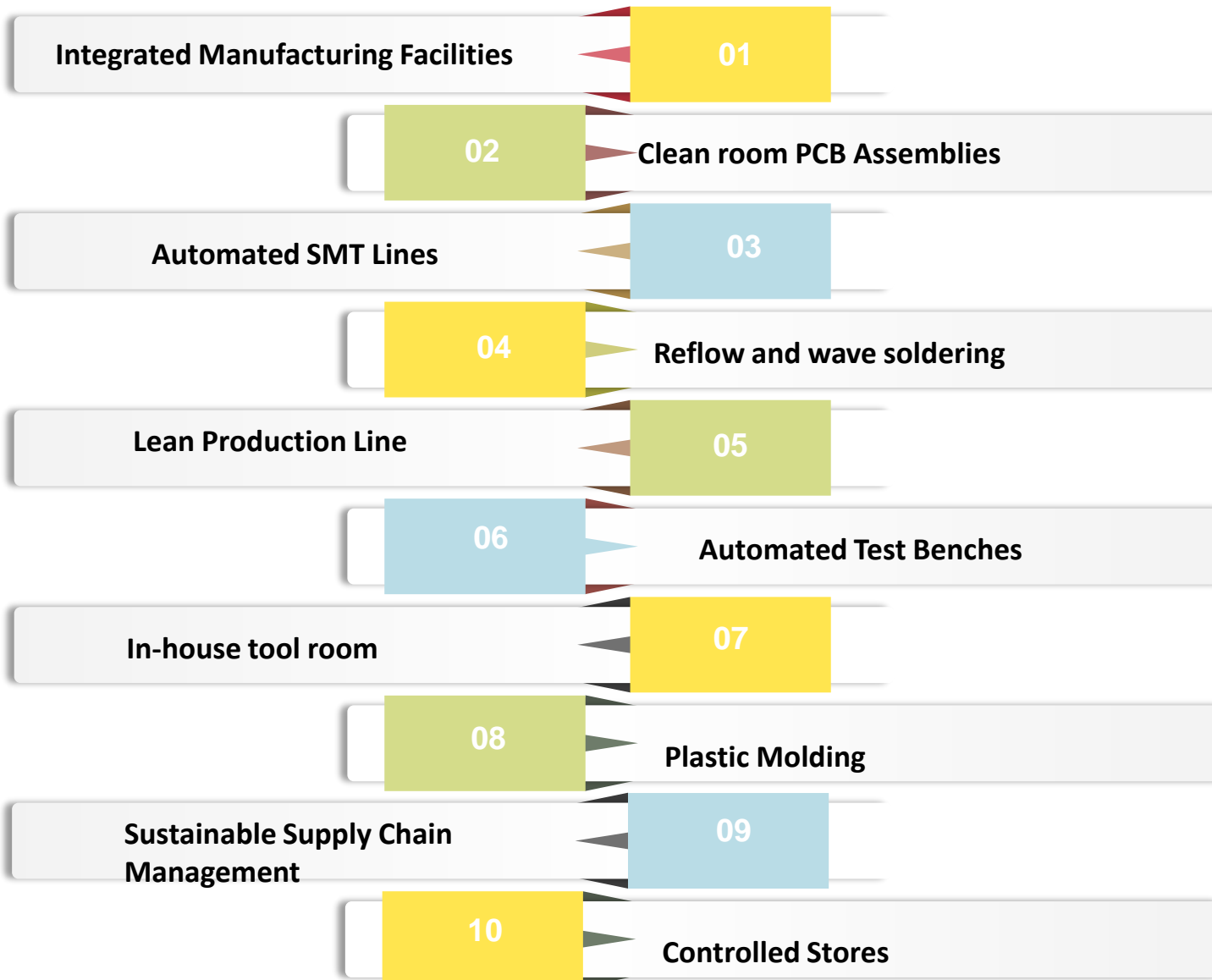


IECQ for quality of components



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



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
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:

"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

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

2020-21:

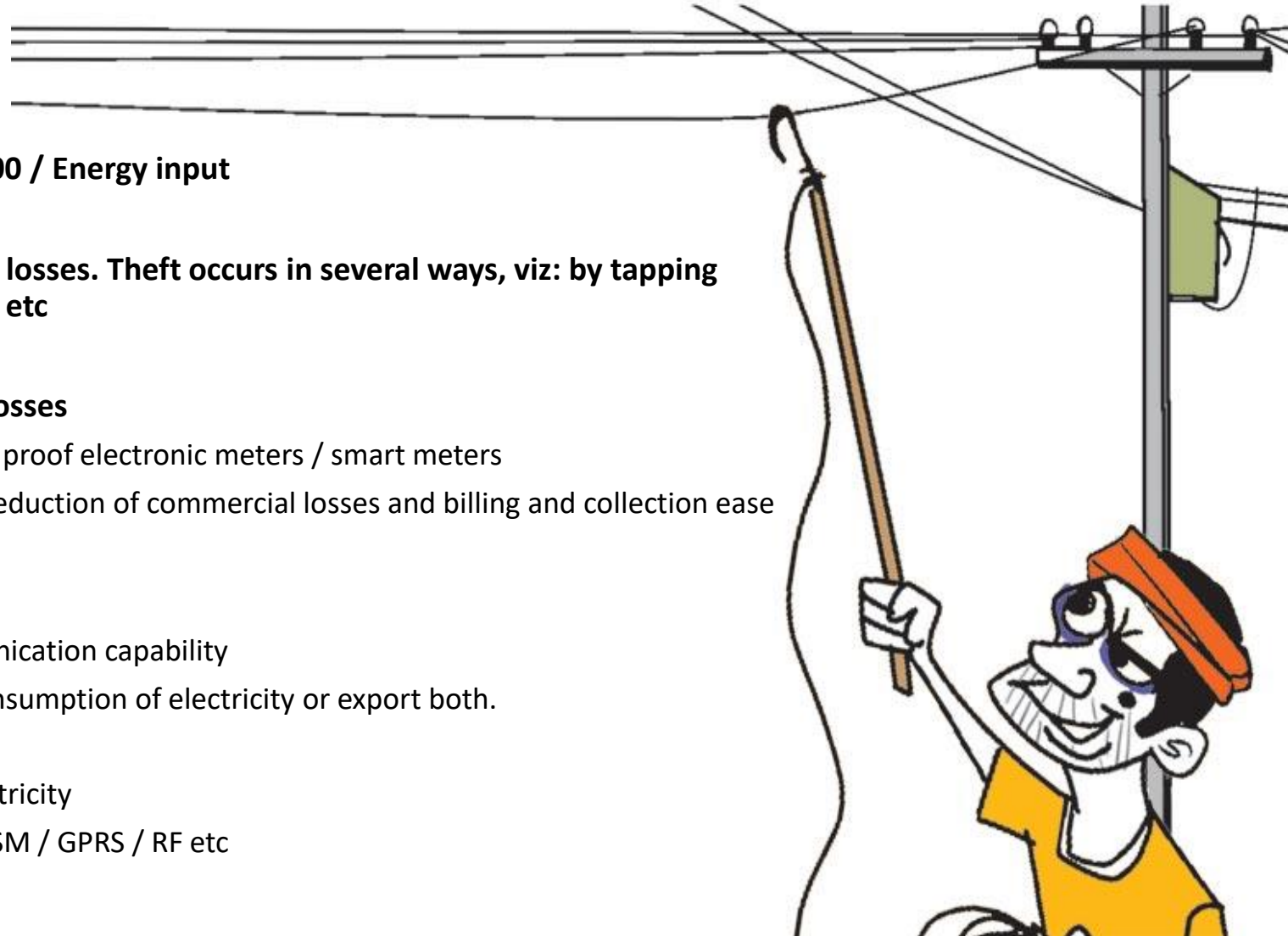
"Frost & Sullivan 2020 Indian Smart Meters Market Leadership Award"

Business Outlook



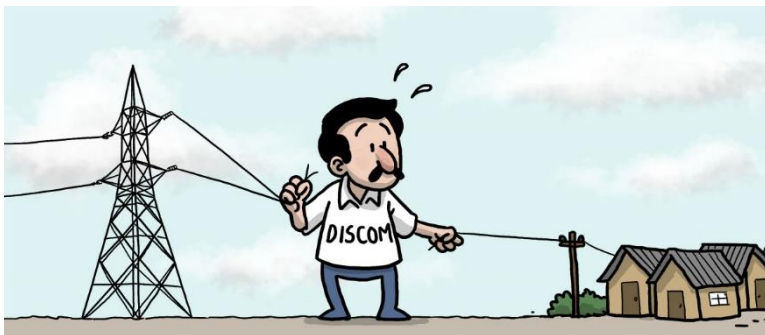


- **AT&C Loss = (Energy input – Energy billed) * 100 / Energy input**
- **Theft is the one of the main causes of the high losses. Theft occurs in several ways, viz: by tapping power lines and tempering / by-passing meter etc**
- **Meters play a vital role in reduction of AT&C Losses**
 - Replacement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

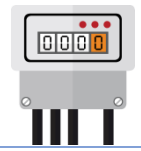
A Priority Programme of Govt. of India

- ☀ 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**



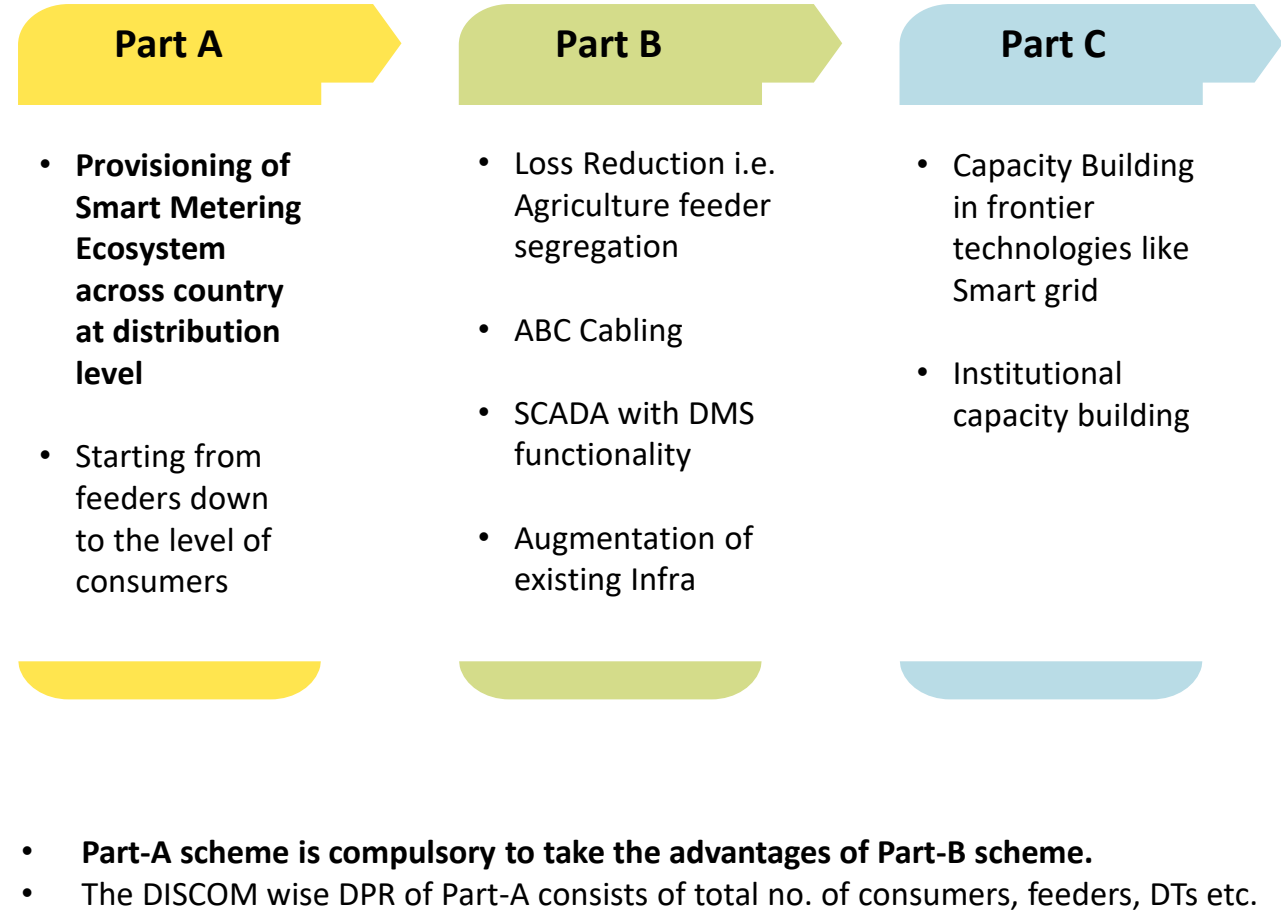
DEENDAYAL UPADHYAYA GRAM JYOTI YOJANA (Scheme of Govt. of India for Rural Areas)

- ☀ 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 8th 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

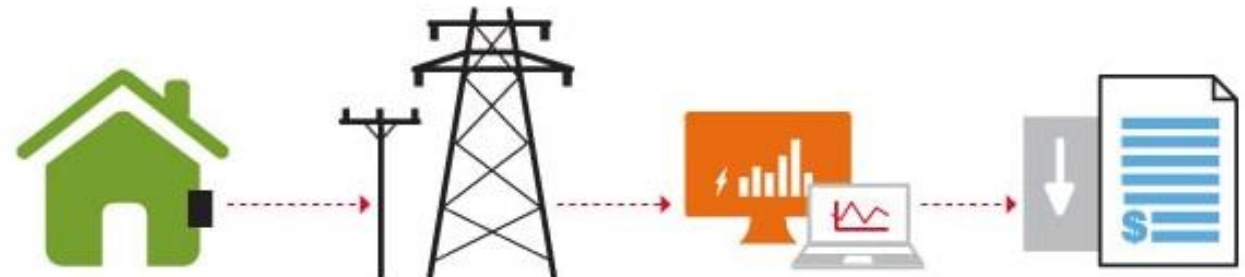
Consumption Patterns

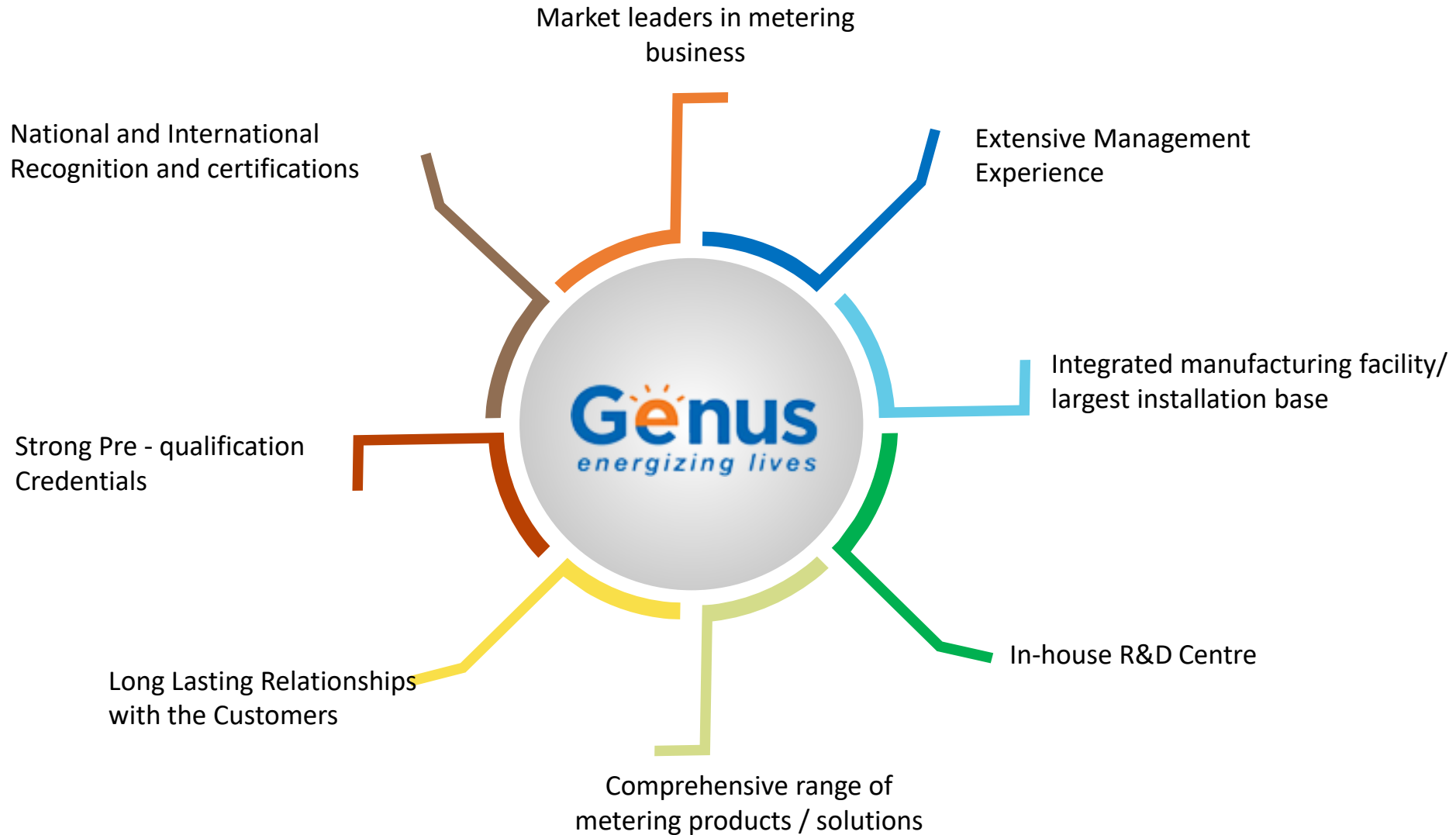
As consumers will be able to access the data on their mobile phones / tablets / PCs, they will be able to cut their expenses using simple strategies. For example not using water heaters or electric irons during peak hour

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





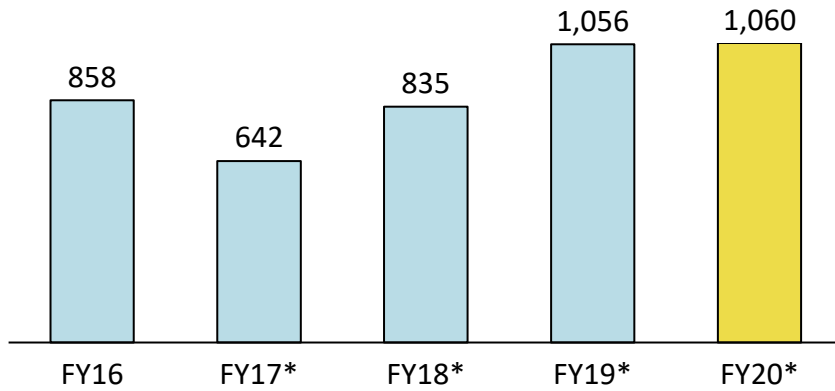
First Indian Company to get BIS Certificate for Smart Meters

Financial Performance

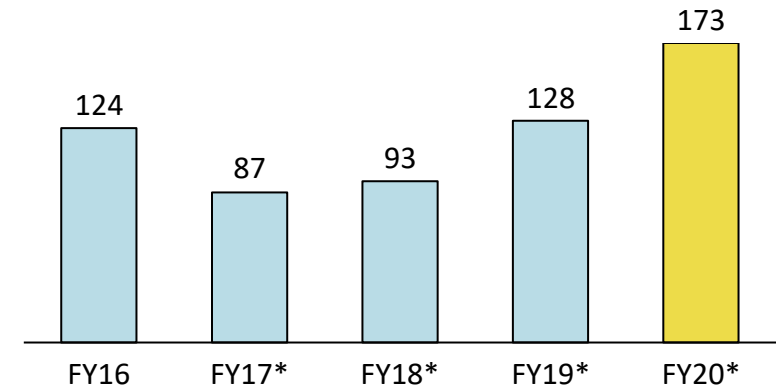




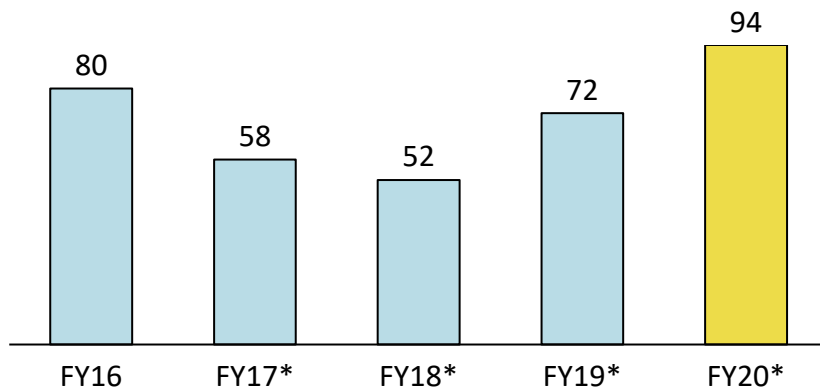
Revenue (Rs. Crore)



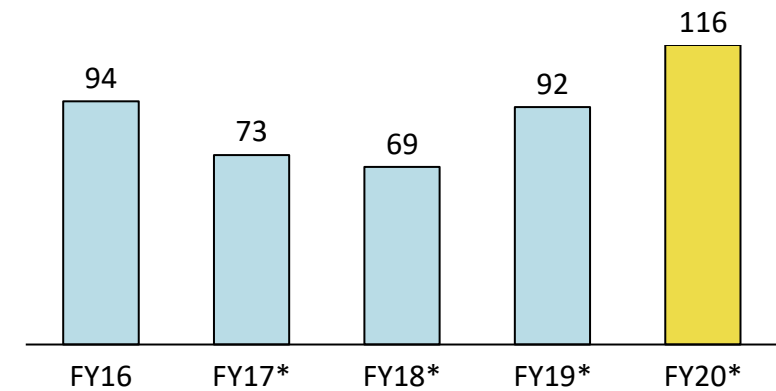
EBITDA (Rs. Crore)



PAT (Rs. Crore)



Cash PAT (Rs. Crore)





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



ASSETS (Rs. Crores)	Mar-20	Mar-19	EQUITY AND LIABILITIES(Rs. Crores)	Mar-20	Mar-19
Non-current assets			Equity		
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	Total equity	885.3	810.5
Intangible assets	1.3	1.1			
Investment in Associates	15.9	15.9	Non-current liabilities		
Financial assets			Financial liabilities		
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
Sub-total - Non-Current Assets	352.1	363.3	Sub-total - Non-current liabilities	74.1	60.3
Current assets			Current liabilities		
Inventories	151.2	206.7	Financial liabilities		
Financial assets			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
Sub-total - Current Assets	1,087.3	1,039.3	Sub-total - Current liabilities	480.0	531.8
TOTAL - ASSETS	1,439.3	1,402.6	TOTAL - EQUITY AND LIABILITIES	1,439.3	1,402.6

Consolidated Profit & Loss Statement

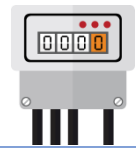


Particulars (Rs. Crores)	FY20	FY19	Y-o-Y
Total Revenue	1,060.4	1,055.5	1%
Cost of Material Consumed	664.0	718.0	
Employee Expenses	108.7	98.2	
Other Expenses	132.1	126.9	
EBITDA	155.5	112.4	38%
EBITDA (%)	14.67%	10.65%	
Other Income	16.1	10.9	
Depreciation	22.2	19.4	
EBIT	149.5	103.9	44%
EBIT (%)	14.10%	9.84%	
Finance Cost	32.7	33.9	
Profit before Tax	116.8	70.0	67%
Tax	43.3	20.2	
Profit before Associate	73.5	49.8	48%
PAT %	6.93%	4.72%	
Profit / Loss of Associates	-0.9	-1.8	
Profit after Tax	72.6	48.0	51%
PAT (%)	6.85%	4.55%	
Normalised Profit after Tax	93.7	72.4	29%
PAT (%)	8.83%	6.86%	
EPS (in Rs.)	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
Non-current assets			Equity		
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	Total equity	837.9	784.1
Intangible assets	1.3	1.1			
Investment in Associates	13.5	14.3	Non-current liabilities		
Financial assets			Financial liabilities		
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
Sub-total - Non-Current Assets	349.6	361.7	Sub-total - Non-current liabilities	74.1	60.3
Current assets			Current liabilities		
Inventories	151.2	206.7	Financial liabilities		
Financial assets			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
Sub-total - Current Assets	1,042.3	1,014.6	Sub-total - Current liabilities	480.0	531.8
TOTAL - ASSETS	1,391.9	1,376.3	TOTAL - EQUITY AND LIABILITIES	1,391.9	1,376.3



Genus Power Infrastructures Limited

CIN: L51909UP1992PLC051997

Mr. Ankit Jhanjhari

ankit.jhanjhari@genus.in

www.genuspower.com

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Limited

CIN: U74140MH2010PTC204285

Mr. Shogun Jain / Mr. Parin Narichania

shogun.jain@sgapl.net / parin.n@sgapl.net

www.sgapl.net

