

K.P. ENERGY LIMITED

CIN: L40100GJ2010PLC059169



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

KPEL/INV/PPT/Q4FY21/2021/271

June 29, 2021

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

Ref: **Scrip Code: 539686**

Sub: **Investor Presentation/Key highlights of March 2021 performance**

Dear Sir,

Apropos the captioned subject, please find attached herewith the Investor Presentation along with the key highlights of the quarter and year ended March 31, 2021 performance.

This is for your information and records.

Thanking You,

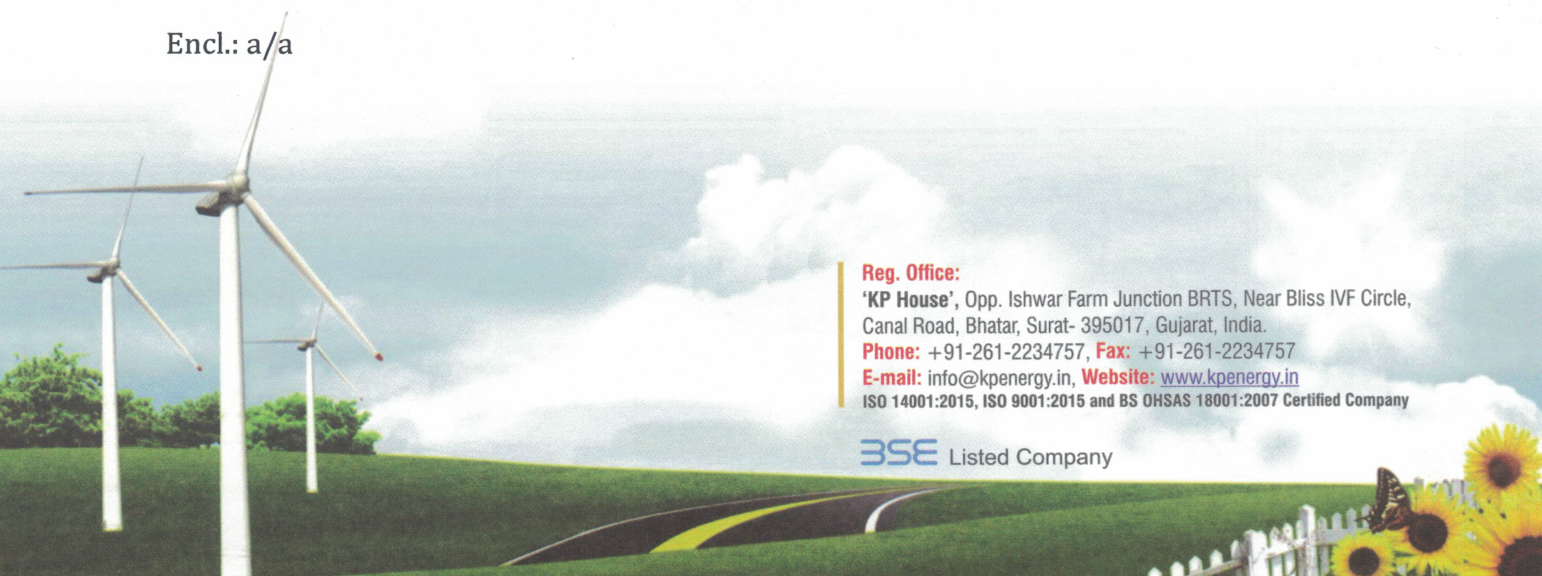
Yours faithfully,
For **K.P. Energy Limited**

Ashish A Mithani
Whole Time Director
DIN: 00152771

Encl.: a/a

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

BSE Listed Company





KP ENERGY
Energy is here!

EARNINGS Presentation Q4FY21

K P E N E R G Y L I M I T E D



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

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.



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



1,000.8 MW

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



~8.4 MW

Wind Generation Assets of 8.4 MW capacity providing annuity-based income



~514 MW

Power Evacuation Capacity of ~514 MW



120

Team strength of 120 members



Diversified

Diversified revenue streams



BSE listed

Business Model

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.

EPCC

Scope of Services



Site Identification & Acquisition

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



Site Preparation

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



Construction & Erection

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



Power Evacuation

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



Permits & Approvals

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



Operations & Maintenance

Entire BOP of wind farm for operational life.



Supplementing Verticals

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



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

Income Statement Summary (standalone)

(₹ in crores)

Particulars	Q4 FY21	Q3 FY21	Q4 FY20	FY21	FY20	YOY% change
	Audited	Unaudited	Audited	Audited	Audited	
Revenue from Operations	32.52	14.36	5.11	69.04	74.12	(7%)
Total Income	33.35	14.54	5.35	70.52	74.71	(6%)
Total Operating Expense	25.47	9.86	9.07	51.21	63.35	(19%)
EBITDA (Excluding OI and EI)	7.05	4.50	(3.96)	17.83	10.77	66%
EBITDA Margins %	21.68%	31.34%	(77.50%)	25.83%	14.53%	78%
Interest Cost	1.36	1.28	1.87	5.19	4.61	13%
Depreciation and Amortisation	1.07	1.11	1.01	4.32	3.97	9%
Profit Before Taxes	5.45	2.29	(6.59)	9.79	2.78	252%
Profit after Taxes	3.41	2.11	(5.65)	7.21	1.10	555%

Balance Sheet

Summary (standalone)

(₹ in crores)

Particulars	FY21	FY20
	Audited	Audited
Shareholders Fund	61.14	53.94
Non Current Liabilities	124.76	90.44
Current Liabilities	49.81	79.54
Total	235.73	223.92
Non Current Assets	111.73	107.38
Current Assets	123.99	116.54
Total	235.73	223.92

Segment Results (standalone)

(₹ in crores)

Particulars	Q4 FY21	Q3 FY21	Q4 FY20	FY21	FY20
REVENUES					
EPCC	30.17	12.25	2.60	59.47	62.53
IPP	1.96	1.82	1.23	8.09	9.34
O&M	0.37	0.28	1.27	1.47	2.23
PROFIT BEFORE TAX					
EPCC	5.22	2.17	(5.62)	8.51	(0.54)
IPP	1.37	1.22	(0.20)	5.69	6.00
O&M	0.21	0.16	1.10	0.77	1.94
CAPITAL EMPLOYED					
EPCC	37.22	37.89	27.97	37.22	27.97
IPP	23.33	19.38	24.54	23.33	24.54
O&M	0.42	0.45	1.42	0.42	1.42

Cash Flow Statement (standalone)

(₹ in crores)

Particulars	FY21	FY20
	Audited	Audited
Cash flow from Operating Activities	(20.35)	(18.23)
Cash Flow from Investing Activities	(7.90)	(25.82)
Cash Flow from Financing Activities	37.75	44.32
Net increase/(decrease) in cash and cash equivalents	9.49	0.26
Cash and cash equivalents at the beginning of the period	7.13	6.86
Cash and cash equivalents at the end of the period	16.62	7.13

Income Statement

Summary (Consolidated)

(₹ in crores)

Particulars	Q4 FY21	Q3 FY21	Q4 FY20	FY21	FY20	YOY% change
	Audited	Unaudited	Audited	Audited	Audited	
Revenue from Operations	35.21	14.36	5.98	71.73	74.99	(4%)
Total Income	36.04	14.54	6.22	73.21	75.58	(3%)
Total Operating Expense	28.16	9.86	9.84	53.90	64.22	(16%)
EBITDA (Excluding OI and EI)	7.05	4.50	(3.85)	17.83	10.78	65%
EBITDA Margins %	20.02%	31.34%	(64.36%)	24.86%	14.37%	73%
Interest Cost	1.36	1.28	1.87	5.19	4.62	12%
Depreciation and Amortisation	1.36	1.10	1.00	4.61	3.97	16%
Profit Before Taxes	5.15	2.28	(6.49)	9.49	2.78	241%
Profit after Taxes	2.26	2.10	(5.55)	6.05	1.10	451%

Balance Sheet

Summary (consolidated)

(₹ in crores)

Particulars	FY21	FY20
	Audited	Audited
Shareholders Fund	89.10	84.18
Non Current Liabilities	131.72	95.66
Current Liabilities	49.97	80.07
Total	270.80	259.93
Non Current Assets	149.16	130.82
Current Assets	121.64	129.11
Total	270.80	259.93

Segment Results (Consolidated)

(₹ in crores)

Particulars	Q4 FY21	Q3 FY21	Q4 FY20	FY21	FY20
REVENUES					
EPCC	32.87	12.25	3.48	62.16	63.41
IPP	1.96	1.82	1.23	8.09	9.34
O&M	0.37	0.28	1.27	1.47	2.23
PROFIT BEFORE TAX					
EPCC	4.92	2.18	-5.52	8.22	-0.54
IPP	1.37	1.22	-0.20	5.69	6.00
O&M	0.21	0.16	1.10	0.77	1.94
CAPITAL EMPLOYED					
EPCC	65.33	68.14	58.84	65.33	58.84
IPP	23.33	19.39	23.91	23.33	23.91
O&M	0.42	0.45	1.42	0.42	1.42

Cash Flow Statement (Consolidated)

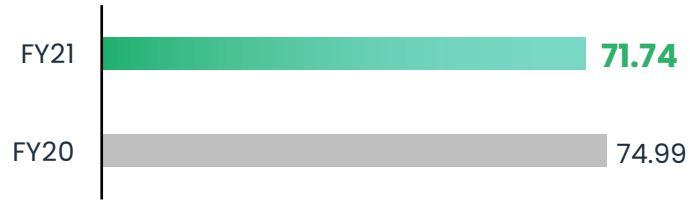
(₹ in crores)

Particulars	FY21	FY20
	Audited	Audited
Cash flow from Operating Activities	(10.69)	(28.40)
Cash Flow from Investing Activities	(18.01)	(40.37)
Cash Flow from Financing Activities	37.77	68.92
Net increase/(decrease) in cash and cash equivalents	9.06	0.14
Cash and cash equivalents at the beginning of the period	7.61	7.46
Cash and cash equivalents at the end of the period	16.67	7.61

FY21 Financial Highlights

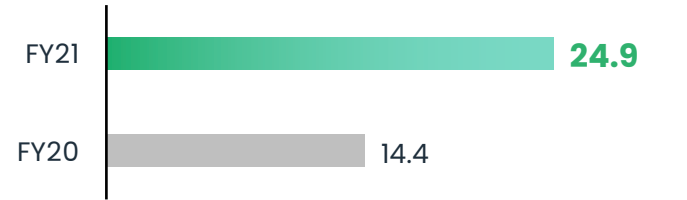
REVENUE FROM OPERATIONS

(₹ in crores)



EBITDA MARGIN

(In %)



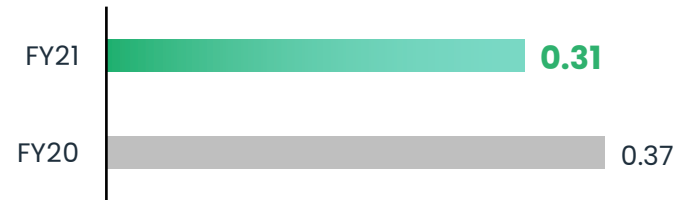
PAT

(₹ in crores)



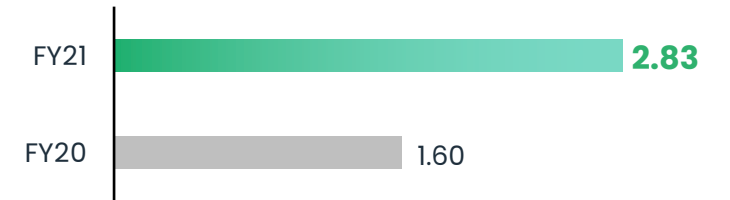
DEBT TO EQUITY

(Times)



INTEREST COVERAGE RATIO

(Times)



Execution Performance

SIDHPUR PROJECT (252MW) FOR CLP AT DEVBHOOMI DWARKA, GUJARAT

- The company has taken a position on the ground, and actions on all fronts are visible:

1

220KV EHV line works have started by the deployment of two contractors at opposite ends. RoW acquisition, excavation, and foundation works are at a fast pace.

2

300MW Windfarm Pooling Substation area development works completed, and civil works for Switchyard & control room building are in progress. All permits in place: design & Equipment technical parameters, SCM activities are undertaken by the engineering team of KPE.

3

Civil works for access to Substation and WTG locations were completed for almost 40% of locations as homework was ready with the Site Execution team.

4

Layout optimisation, physical survey, engineering, and procurement activities for developments 33kv internal network is 80% completed.

- Team KPE has celebrated one full year of zero near miss Safety record at the Site.



Execution Performance

GADHSISA & VANKI PROJECTS (300MW EACH) AT KUTCH, GUJARAT

1. Finally, the documentation pending for EHV is duly completed and the accounting closure of the Gadhsisa project will resume in the coming Quarter. All possible support extended by team KPE for successful commissioning of rest activities for Project Completion by GE.
2. KPE secured Project Specific Fund Assistance Loan from GE to the tune of ₹ 80.50 Cr for completion of the transmission line. Upon account reconciliation completion, these advances would get set off against Cost over-run claims of KPE.
3. Adjoining Vanki Site discussions resumed with prospective buyers.

30MW EVERGREEN PROJECT AT MAHUVA-II SITE, BHAVNAGAR

- The company has actively pursued and discussed with India's prominent investors to develop a Hybrid Site, and discussion would enable substantial business opportunities for maiden Hybrid exposure for KPE. These Sites are land-ready windfarm propositions of KPE.

120MW MAHUVA-III/IV/V SITE, BHAVNAGAR

- Company has actively pursued and discussed with India's prominent investors for development of Hybrid Site and discussion would enable huge business opportunities for maiden Hybrid exposure for KPE. These Sites are land ready windfarm propositions of KPE.

Result Discussion

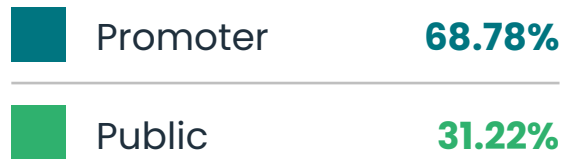


RESULT DISCUSSION

- Numbers on board itself signifies the present-day statistics for the company.
 - a) Revenue grew by 126% over the last quarter. ~6 times than same quarter the previous year.
 - b) EPC revenue is highest amongst last 6 quarters.
 - c) As a result of the scientific and pragmatic approach in execution by team KPE, we have reduced staff by improving productivity resulting in the multiplication of revenue. This trend is a USP for KPE as the company has always believed in providing inclusive growth to its employees.
 - d) Earnings and EPS have grown by ~5.5 times comparing last financial year.
 - e) Current Liabilities have reduced by 37% over last year.
 - f) Current Assets have increased by 6% over last year.
 - g) Inventory of ₹ ~77 crores; has increased by 26%, comprising a ready-to-charge transmission network of ~ 70kms in Kutch, which is practically impossible to replicate by new entrants.
- New India operates on palm, and gone are days on a desk. Team KPE has implemented ERP in its project activities and, in a short span, would get empowered to demonstrate efficiency improvement on all counts to manage MORE Wind Sites, MORE Resources and earn MORE revenues efficiently.

Market Statistics

SHAREHOLDING SUMMARY FOR KP ENERGY LIMITED



Market Price Data as on 25th June, 2021

Current Market Price	71.60
52 Week High/Low	51.05/90.30
Market Capitalization	₹79.58 Cr
Shares Outstanding	₹1.11 Cr
BSE Scrip Code	539686

Market Price Data as on 25th June, 2021

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