

K.P. ENERGY LIMITED
CIN: L40100GJ2010PLC059169

KPEL/INV/PPT/Q2FY24/448

November 7, 2023

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400001

Ref: Scrip Code: 539686

Sub: Investor Presentation/Key highlights of Q2FY24 performance

Dear Sir,

Apropos the captioned subject, please find attached herewith the Investor Presentation along with the key highlights of the quarter and half year ended September 30, 2023, 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

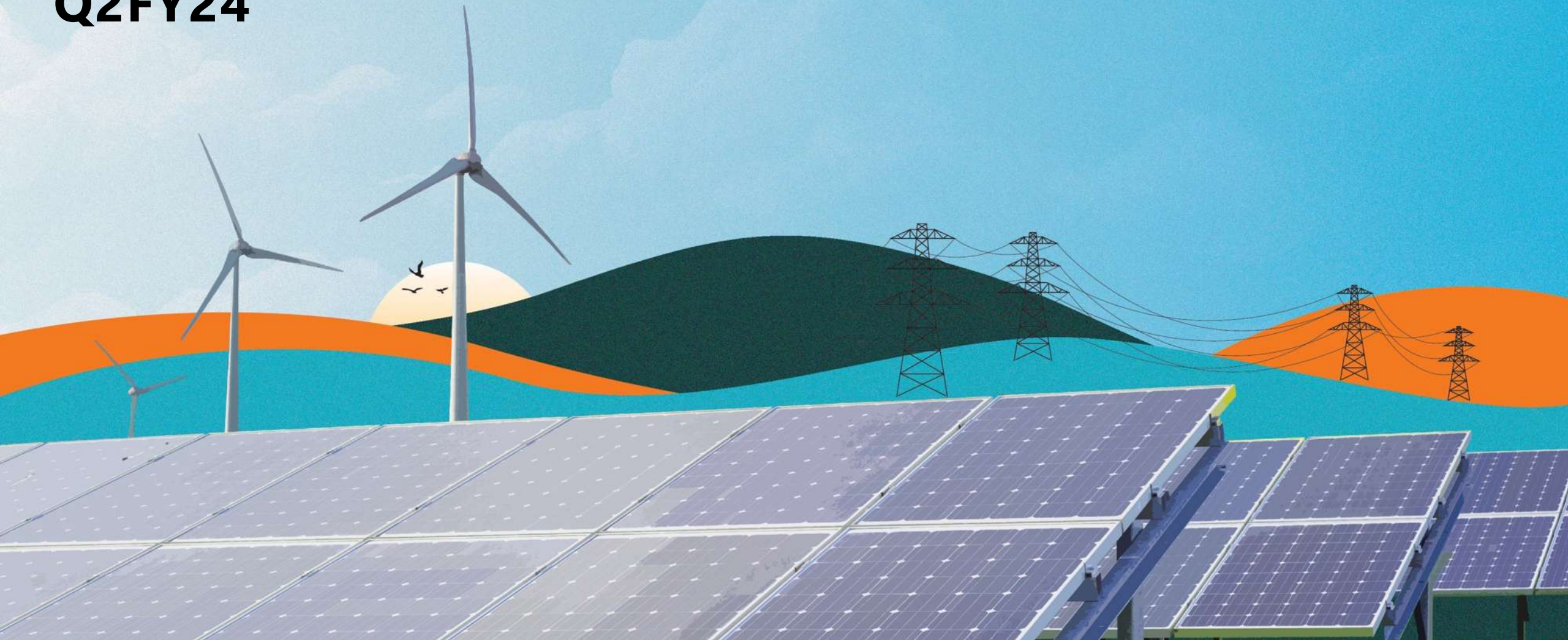
E-mail: info@kpenery.in, Website: www.kpenery.in

ISO 14001:2015, ISO 9001:2015 and ISO 45001: 2018 Certified Company

BSE Listed Company

KP ENERGY LIMITED

EARNINGS PRESENTATION Q2FY24



Inside this *Presentation*

Glossary	03	Income Statement Summary (Standalone)	11
Company Snapshot	04	Balance Sheet (Standalone)	12
Business Model	05	Segments Results (Standalone)	13
EPCC Scope of Services	06	Q2FY24 Financials Highlights	14
Supplementing Verticals	07	Result Discussion	16
Income Statement Summary (Consolidated)	08	Execution Performance	17
Balance Sheet (Consolidated)	09	Market Statistics	18
Segments Results (Consolidated)	10	Contact Us	19
		Disclaimer	20



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

CPP Captive Power Consumers



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 & wind-solar hybrid power project.

#1

Gujarat's #1 BOP solutions provider for Wind Projects and Wind & Solar Hybrid Projects

735.1 MW

Business Pipeline of 735.1 MW and Projects Under Execution totaling 599.4 MW at various sites

758.1 MW

Capacity energized till date including CTU and STU projects

18.4 MW IPP

Operational 4 wind energy assets having capacity of 2.1 MW each and 10 MW dc solar power project

599.4 MW

Projects Under Execution totaling 599.4 MW at various sites

₹1,161 CR

Market Capitalization as of 6th November 2023

1,000+

Qualified, experienced and committed team of 1,000* people, across technical, commercial and corporate functions

Hybrid

Delivering EPCC solutions for Wind-Solar Hybrid Projects

KP Energy OMS

O&M services for BOP infrastructure developed by KP Energy are managed under wholly-owned subsidiary KP Energy OMS Limited

BSE Listed

Scrip Code: 539686

Business Model

EPCC

KPEL offers a unique value proposition that has been designed to address all the issues that WTG manufacturers, IPPs, and CPPs face when setting up a wind farm. We provide end-to-end BOP solutions for Wind Farm & Wind-Solar Hybrid Projects, from idea to commissioning.

VALUE DELIVERED

KPEL acts as a one-stop solution provider for its client, the entire responsibility and accountability for execution of a utility-scale Wind Farm & Wind-Solar Hybrid Projects is undertaken by the Company.

OUTCOME

Projects are executed on-time and with optimal resources.

O&M

For the BOP section of the project, KPEL through its wholly owned subsidiary KP Energy OMS Limited provides comprehensive operations and maintenance services.

VALUE DELIVERED

KPEL undertakes O&M services for the BOP portion, for its projects, so that its clients don't have to engage in the same.

OUTCOME

Energised wind assets are maintained for smooth functioning over their lifecycle.

IPP

At Wind Farm & Wind-Solar Hybrid Projects developed by KPEL, the Company owns power generation assets with a total capacity of 18.4 MW, including 8.4 MW wind generation assets and a 10 MWdc solar power project.

VALUE DELIVERED

Recurring, annuity revenue stream for the Company.

OUTCOME

Complementing & durable cash flows from our annuity revenue stream of IPP strengthens the resilience of our overall business model.



EPCC Scope of Services



SITE IDENTIFICATION & ACQUISITION

Our key competence is identifying and acquiring good windy sites for utility scale wind farms



SITE PREPARATION

We construct access roads and fetch ROWs in tough and challenging situations



CONSTRUCTION & ERECTION

WTG civil foundation, 33kv USS & internal network as well as logistics, installation & erection of Wind Farms and Wind-Solar Hybrid Power projects.



POWER EVACUATION

We undertake EPCC of 33/66 & 33/220 kv windfarm pooling substation and EHV lines



PERMITS & APPROVALS

We obtain all requisite permits & approvals from government authorities for the project execution and its operational life thereof



OPERATIONS & MAINTENANCE

O&M services for the entire BOP portion of wind farm for its operational life

Supplementing Verticals

INDEPENDENT POWER PRODUCERS (IPP)



18.4 MW

KP Energy has its own renewable energy generation capacity of 18.4 MW including wind energy assets of 8.4 MW (4*2.1 MW) and a 10 MWdc solar power plant



Dual Objectives of becoming an IPP

Strategic set-up: providing assurance to clients about the quality of assets and annuity-based income to the Company

OPERATIONS & MAINTENANCE (O&M)



O&M services

Provides O&M services for Balance of Plant (BOP) portion of windfarms through its wholly owned subsidiary KP Energy OMS Limited



EPCC directly drives the growth of this segment.

EPCC directly drives the growth of this segment. However, the existing portfolio creates an annuity-based revenue stream for the Company



Income Statement Summary

(Consolidated)

(₹ In Crores)

Particulars	Q2 FY24	Q2 FY23	YOY% change	H1 FY24	H1 FY23
	Unaudited	Unaudited		Unaudited	Unaudited
REVENUE FROM OPERATIONS	70.2	56.4	25%	183.2	181.1
TOTAL INCOME	71.5	57.9	24%	184.8	182.8
TOTAL OPERATING EXPENSE	54.4	45.2	20%	146.4	152.8
EBITDA (EXCLUDING OI AND EI)	15.8	11.1	42%	36.8	28.3
EBITDA MARGINS %	23%	20%	14%	0.2	0.2
INTEREST COST	2.9	1.0	182%	4.8	2.0
DEPRECIATION AND AMORTISATION	2.1	1.2	69%	4.1	2.5
PROFIT BEFORE TAXES	12.1	10.4	16%	29.5	25.5
PROFIT AFTER TAXES	8.2	6.7	22%	23.4	16.7
EPS (₹)	3.68	3.24	13%	10.54	7.51

↑ **25%**

Q2FY24 Revenue from Operations at ₹70.2 Crore as compared to ₹56.4 Crore in Q2FY23

↑ **42%**

Q2FY24 EBITDA at ₹15.8 Crore as compared to ₹11.1 Crore in Q2FY23

↑ **22%**

Q2FY24 PAT at ₹8.2 Crore as compared to ₹6.7 Crore in Q2FY23

Balance Sheet Summary

(Consolidated)



(₹ In Crores)

Particulars	Q2 FY24	Q4 FY23	Q2 FY23	YOY% change
	Unaudited	Audited	Unaudited	
Shareholders Fund	150.2	127.4	102.3	47%
Non Current Liabilities	102.3	83.9	84.6	21%
Current Liabilities	129.1	134.3	81.7	58%
Total	381.7	345.6	268.6	42%
Non Current Assets	200.6	180.6	131.2	53%
Current Assets	181.1	165.0	137.5	32%
Total	381.7	345.6	268.6	42%

Segment Results

(Consolidated)

(₹ In Crores)

Particulars	Q2 FY24	Q2 FY23	H1 FY24	H2 FY23
REVENUES				
EPCC	64.4	52.6	173.0	174.2
IPP	4.8	2.7	8.2	5.0
O&M	1.0	1.0	2.0	1.9
PROFIT BEFORE TAX				
EPCC	12.6	8.7	30.2	22.7
IPP	2.2	1.9	3.4	3.3
O&M	0.1	0.6	0.7	1.2
CAPITAL EMPLOYED				
EPCC	116.4	72.5	116.4	72.5
IPP	31.5	26.4	31.5	26.4
O&M	2.4	3.4	2.4	3.4

Income Statement Summary

(Standalone)

(₹ In Crores)

Particulars	Q2 FY24	Q2 FY23	YOY% change	H1 FY24	H1 FY23
	Unaudited	Unaudited		Unaudited	Unaudited
REVENUE FROM OPERATIONS	69.4	55.3	25%	181.1	179.2
TOTAL INCOME	70.6	56.8	24%	182.7	180.9
TOTAL OPERATING EXPENSE	53.7	44.9	20%	145.1	152.1
EBITDA (EXCLUDING OI AND EI)	15.7	10.5	49%	36.0	27.1
EBITDA MARGINS %	23%	19%	19%	0.2	0.2
INTEREST COST	2.9	1.0	183%	4.8	2.0
DEPRECIATION AND AMORTISATION	2.1	1.2	70%	4.1	2.5
PROFIT BEFORE TAXES	11.9	9.7	22%	28.7	24.3
PROFIT AFTER TAXES	8.2	6.5	26%	23.3	16.4
EPS (₹)	3.70	3.16	17%	10.46	7.37

↑ 25%

Q2FY24 Revenue from Operations at ₹69.4 Crore as compared to ₹55.3 Crore in Q2FY23

↑ 49%

Q2FY24 EBITDA at ₹15.7 Crore as compared to ₹10.5 Crore in Q2FY23

↑ 26%

Q2FY24 PAT at ₹8.2 Crore as compared to ₹6.5 Crore in Q2FY23

Balance Sheet Summary

(Standalone)



(₹ In Crores)

Particulars	Q2 FY24	Q4 FY23	Q2 FY23	YOY% change
	Unaudited	Audited	Unaudited	
Shareholders Fund	146.6	124.0	98.0	50%
Non Current Liabilities	96.8	78.5	79.2	22%
Current Liabilities	127.6	136.0	81.1	57%
Total	371.0	338.5	258.3	44%
Non Current Assets	201.8	181.2	130.1	55%
Current Assets	169.3	157.3	128.2	32%
Total	371.0	338.5	258.3	44%

Segment Results

(Standalone)

(₹ In Crores)

Particulars	Q2 FY24	Q2 FY23	H1 FY24	H1 FY23
REVENUES				
EPCC	64.6	52.6	173.0	174.2
IPP	4.8	2.7	8.2	5.0
O&M	-	-	-	-
PROFIT BEFORE TAX				
EPCC	12.6	8.8	30.1	23.0
IPP	2.2	1.9	3.4	3.3
O&M	-	-	-	-
CAPITAL EMPLOYED				
EPCC	115.1	71.6	115.1	71.6
IPP	31.5	26.4	31.5	26.4
O&M	-	-	-	-

Q2FY24 Financial Highlights



Note – Consolidated figures

Result Discussion



NUMBERS ON BOARD ITSELF SIGNIFY THE PRESENT-DAY STATISTICS FOR THE COMPANY

13% YoY Growth in Net Profit

The Company has reported an increase of 13.29% (YoY) in Consolidated Net Profit with that for the current quarter Q2FY24 being reported at ₹ 8.18 Cr, as against that of ₹ 7.22 Cr, in Q2FY23. The Company has also reported an excellent growth in terms of Net Profit increase by 40.35% on half yearly basis from ₹ 16.68 Cr in H1FY23 to ₹ 23.42 Cr in H1FY24

26% YoY Growth in Revenue

The Company has reported a total revenue of ₹ 70.23 Cr in Q2FY23 vis-à-vis that of ₹ 56.36 Cr in Q2FY22 which represents 24.60% increase. The revenue from sale of power has also enhanced from ₹4.99 Cr in H1FY23 to ₹ 8.16 Cr in H1FY24.

EPS for H1FY24 at ₹ 10.48

As a result of growth in net profit, the EPS has also increased from ₹ 10.48 in H1FY2024 as compared to ₹ 7.47 in H1FY 2023.

Growth Avenues

NET-ZERO EMISSIONS BY 2070

With the target set by our Hon'ble Prime Minister, Shri Narendra Modi, India is targeting a net zero emission by 2070. With this target and with the new renewable energy policy being launched by the Government of Gujarat, the market for renewable sector looks very promising considering that the Government of Gujarat is aiming to meet 50% of its requirement through Renewable Energy sources. The state government expects to add 36GW through Solar and 143 GW through wind.

NOA FROM NTPC

The Company has been awarded NOA from NTPC for 464.10 MW which is the largest order achieved so far from a single customer. The said order is expected to be executed over a period of 21 months.

REPEAT ORDERS

The Company has also bagged a repeat order of 23.1 MW from existing customer - Aditya Birla Renewables Energy Limited, which reflects the confidence of the customer in the abilities of the Company. The Company is in discussions for further orders from them.

Execution Performance

(1/2)

Sidhpur Project of 252MW for Apraava Energy (erstwhile CLP India) at Devbhoomi Dwarka, Gujarat

Project status as of the quarter ended September 30, 2023, is as below:



220Kv EHV LINE

- 100% EHV Line is completed and charged



300 MW WINDFARM POOLING SUBSTATION

All the construction activities of the Pooling Substation have been completed and substation has been charged



33 KV INTERNAL NETWORK

- 81% Pole Erection work completed
- 76% Stringing work completed



ACCESS ROADS

Civil Road work completed for 100% of locations and Mechanical Roads completed for 95% of locations where erection activities have been initiated



WTG FOUNDATION AND ERECTION

- WTG foundation works for 94% locations have been completed
- 86% WTG erection work is completed
- **Project is in advance stage of phase wise commissioning and 138.6 MW/66 WTGs have been commissioned**

Execution Performance

(2/2)

Fulsar Site, 23.1MW Wind-Solar Hybrid Project at Bhavnagar, Gujarat

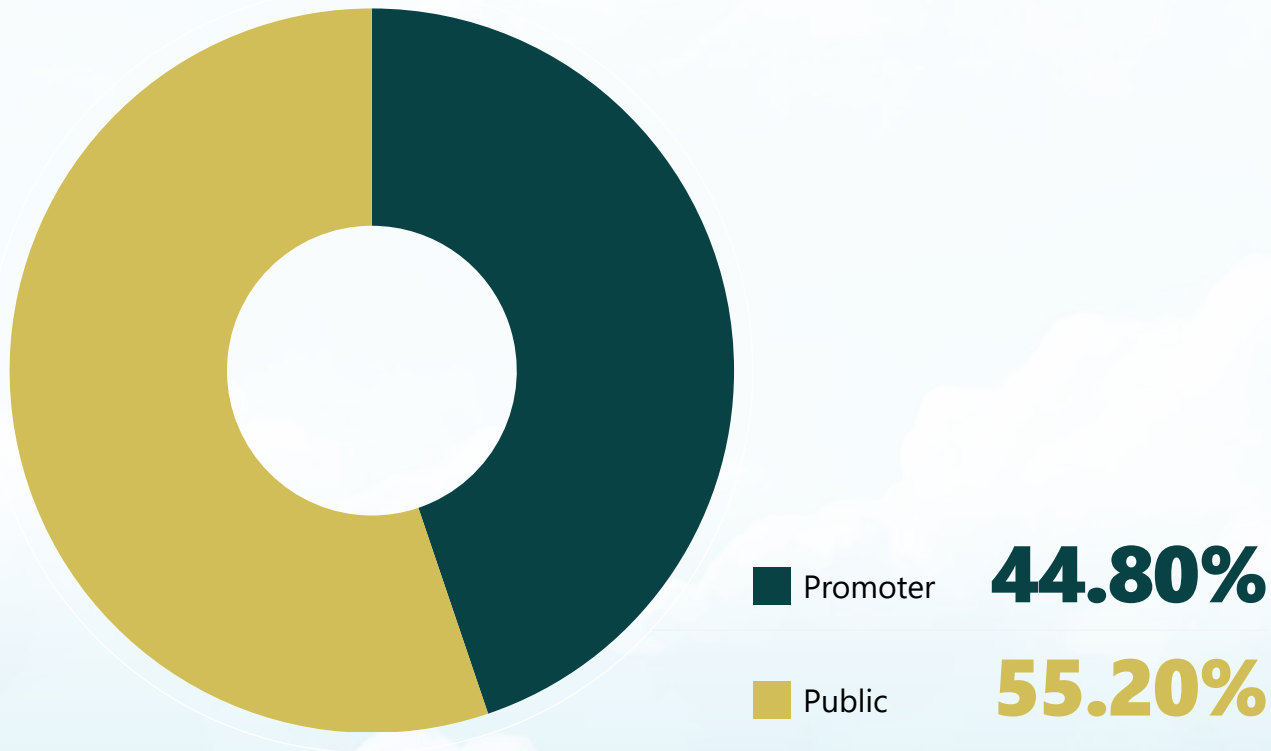
The discussions of the Company for further quantum of award during Q1FY24, has been fruitful and the Company has received an order for 23.1 MW in October 2023 and project activities have initiated and revenue from development activities of the project shall start from Q3FY24 onwards.

NTPC REL Wind Power project of 464.10 MW at Vanki and Dwarka site

The Company has received Notification of Award for 464.10 MW Balance of System of ISTS connected wind energy project from NTPC REL, project activities have initiated for this project and revenue from the development activities of the project shall start from Q3FY24 onwards.

Market Statistics

SHAREHOLDING SUMMARY FOR KP ENERGY LIMITED



Shareholding Data as on 30th September 2023

CURRENT MARKET PRICE	₹ 522.05
52 WEEK HIGH/LOW	₹ 619.40/143.05
MARKET CAPITALIZATION	₹ 1,160.52 Cr
SHARES OUTSTANDING	2.22 Cr
BSE SCRIP CODE	539686


Market Price Data as on 6th November 2023


Contact Us

KP ENERGY LIMITED

OFFICE ADDRESS:

'KP House', Opp Ishwar Farm Junction BRTS,
Near Bliss IVF Circle, Canal Road, Bhatar,
Surat - 395 017, Gujarat, India


 +91 261 2234757

 info@kpenergy.in

 www.kpenergy.in

KARMIT SHETH

CS AND COMPLIANCE OFFICER

 secretarial@kpgroup.co



Disclaimer

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements” based on the currently held beliefs and assumptions of the management of KP Energy Limited (“Company” or “KP Energy”), which are expressed in good faith and in their opinion reasonable, including those relating to the Company’s general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company’s business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward- looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments. This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. This presentation may not be copied or disseminated, in whole or in part, and in any manner.

Note - All figures in the presentation rounded-off to first decimal.