

KPEL/INV/PPT/Q1FY24/424

August 11, 2023

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

Ref: Scrip Code: 539686

Sub: Investor Presentation/Key highlights of Q1FY24 performance

Dear Sir,

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

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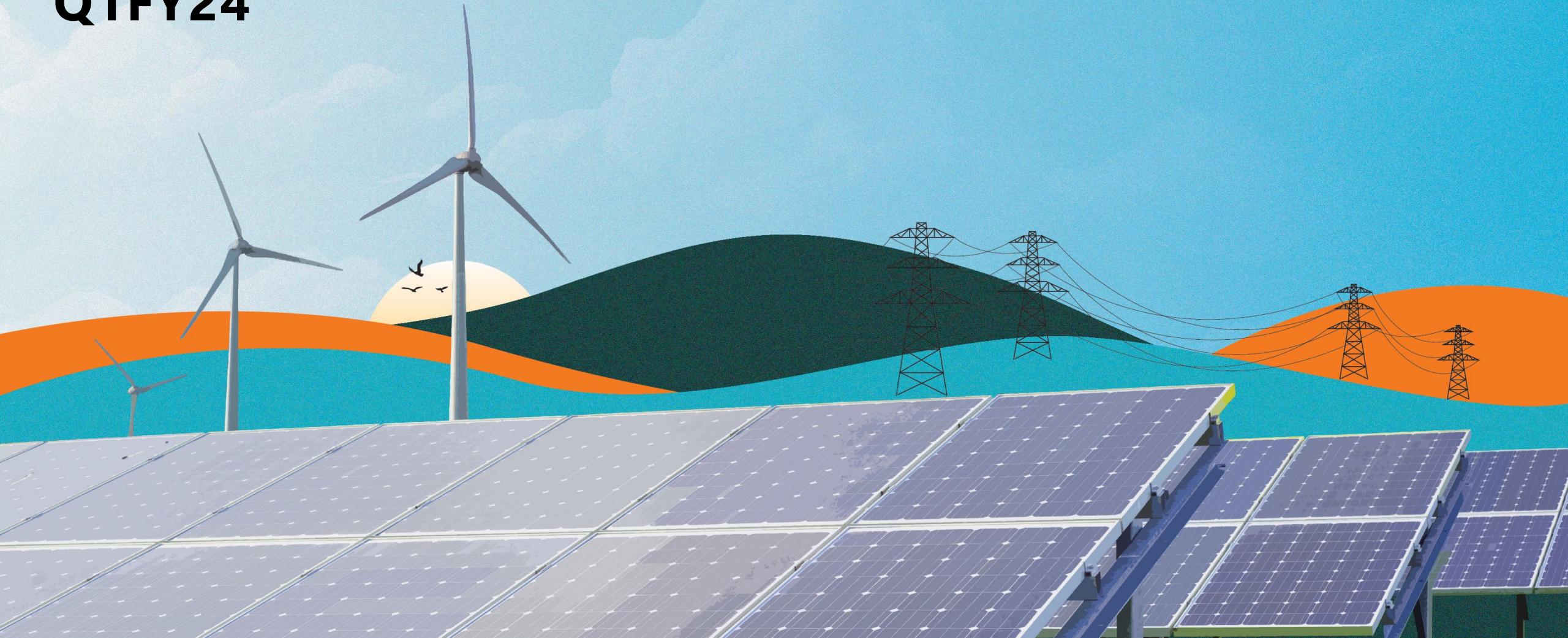
E-mail: info@kpenery.in, Website: www.kpenery.in

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

BSE Listed Company

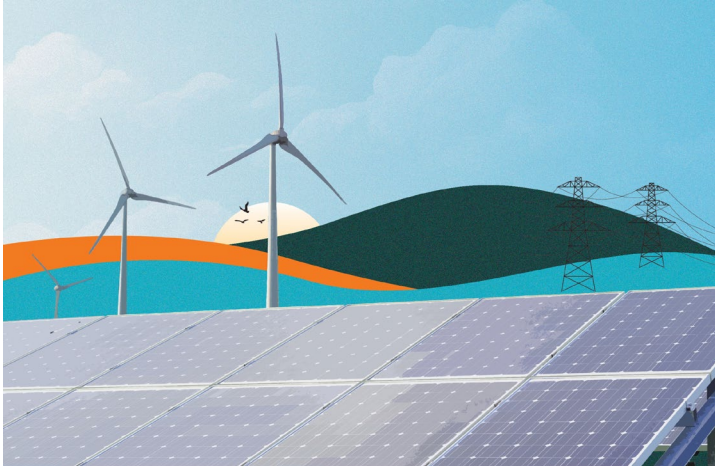
KP ENERGY LIMITED

EARNINGS PRESENTATION Q1FY24



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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

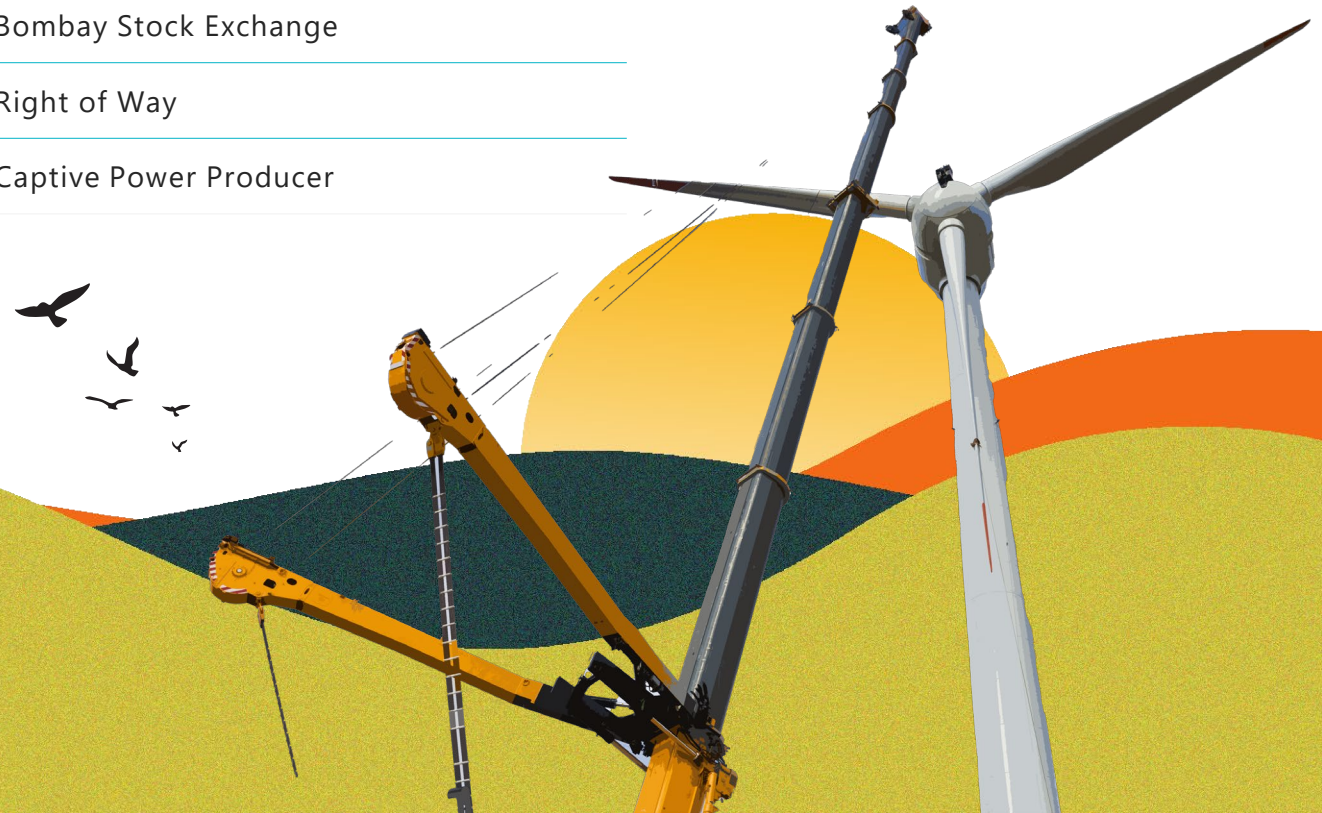
GW Giga Watt

KV Kilovolt

BSE Bombay Stock Exchange

ROW Right of Way

CPP Captive Power Producer



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

1,031.8 MW

Business Pipeline of 888.1 MW and Projects Under Execution totaling 143.7 MW at various sites

726.6 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

888.1 MW

Business Pipeline of 888.1 MW

₹828 CR

Market Capitalization as of 10th August 2023

1,000+

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

143.7 MW

Projects Under Execution totaling 143.7 MW at various sites

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

Hybrid

Delivering EPCC solutions for Wind-Solar Hybrid Projects

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

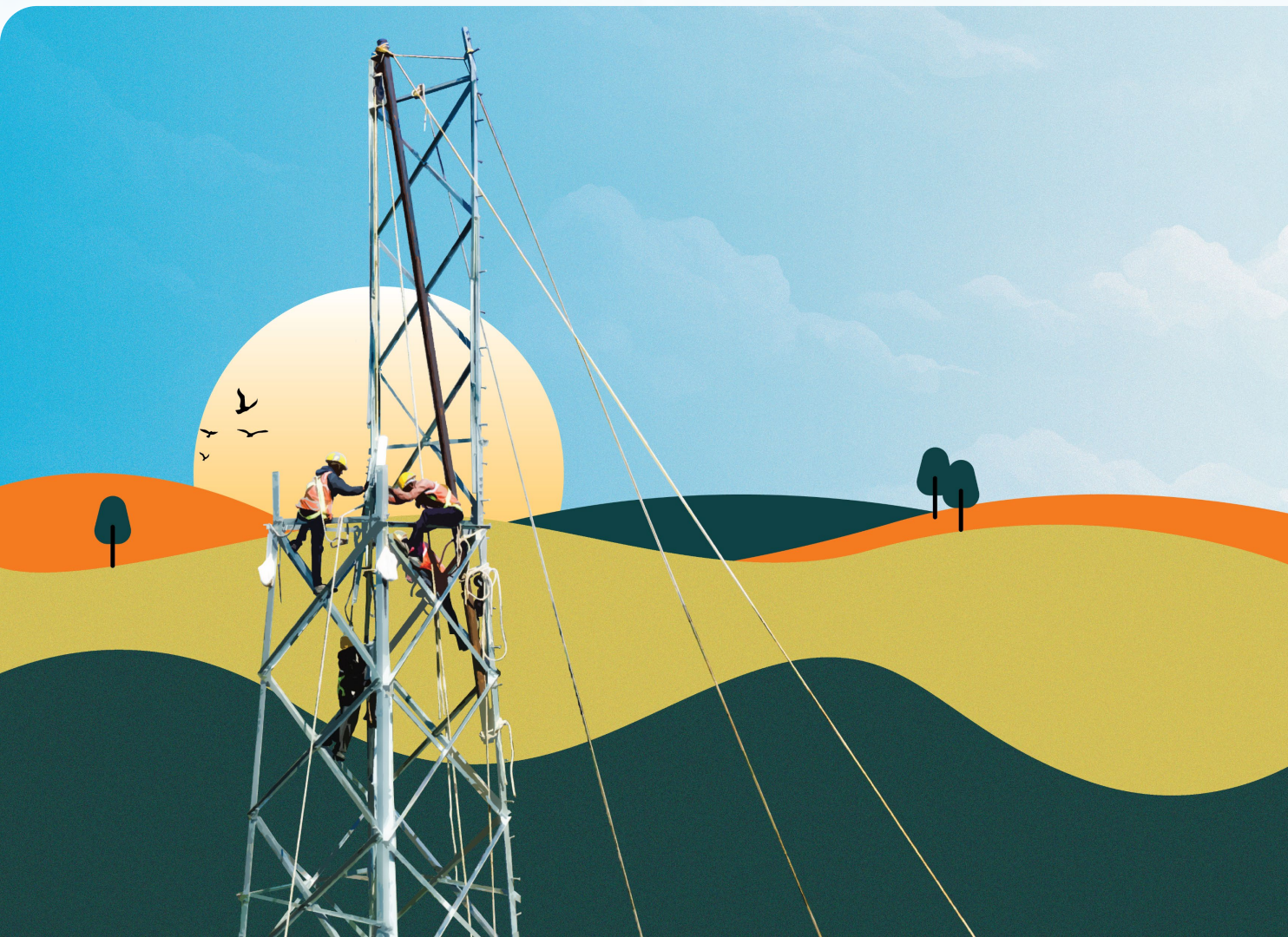
Recurring, annuity revenue stream for the Company.

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 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	Q1 FY24	Q4 FY23	Q1 FY23	YOY% change
	Unaudited	Audited	Unaudited	
REVENUE FROM OPERATIONS	113.0	148.4	124.8	-9%
TOTAL INCOME	113.4	151.1	125.0	-9%
TOTAL OPERATING EXPENSE	92.0	125.4	107.6	-14%
EBITDA (EXCLUDING OI AND EI)	21.0	23.0	17.2	22%
EBITDA MARGINS %	19%	15%	14%	35%
INTEREST COST	1.9	1.8	1.0	86%
DEPRECIATION AND AMORTISATION	2.0	1.3	1.3	58%
PROFIT BEFORE TAXES	17.5	22.5	15.1	16%
PROFIT AFTER TAXES	15.2	15.5	10.0	53%
EPS (₹)	6.9	6.9	4.3	61%

↑ **53%**

Q1FY24 PAT at ₹15.2 Crore as compared to ₹10.0 Crore in Q1FY23

↑ **22%**

Q1FY24 EBITDA at ₹21.0 Crore as compared to ₹17.2 Crore in Q1FY23

↑ **61%**

Q1FY24 EPS at ₹6.9 as compared to ₹4.3 in Q1FY23

Segment Results

(Consolidated)

(₹ In Crores)

Particulars	Q1 FY24	Q4 FY23	Q1 FY23
REVENUES			
EPCC	108.6	143.5	121.6
IPP	3.4	3.8	2.3
O&M	1.0	1.2	0.9
PROFIT BEFORE INTEREST & TAX			
EPCC	17.6	21.5	14.2
IPP	1.2	2.3	1.4
O&M	0.6	0.5	0.6
CAPITAL EMPLOYED			
EPCC	106.8	49.4	69.0
IPP	32.4	74.0	24.2
O&M	3.5	4.0	2.6

Income Statement Summary

(Standalone)

(₹ In Crores)

Particulars	Q1 FY24	Q4 FY23	Q1 FY23	YOY% change
	Unaudited	Audited	Unaudited	
REVENUE FROM OPERATIONS	111.8	147.3	123.9	-10%
TOTAL INCOME	112.1	149.9	124.1	-10%
TOTAL OPERATING EXPENSE	91.4	124.4	107.2	-15%
EBITDA (EXCLUDING OI AND EI)	20.3	22.8	16.6	22%
EBITDA MARGINS %	18%	16%	13%	35%
INTEREST COST	1.9	1.8	1.0	86%
DEPRECIATION AND AMORTISATION	2.0	1.3	1.3	58%
PROFIT BEFORE TAXES	16.8	22.4	14.6	15%
PROFIT AFTER TAXES	15.0	15.8	9.9	52%
EPS (₹)	6.8	7.1	4.2	61%

↑ **52%**

Q1FY24 PAT at ₹15.0 Crore as compared to ₹9.9 Crore in Q1FY23

↑ **22%**

Q1FY24 EBITDA at ₹20.3 Crore as compared to ₹16.6 Crore in Q1FY23

↑ **61%**

Q1FY24 EPS at ₹6.8 as compared to ₹4.2 in Q1FY23

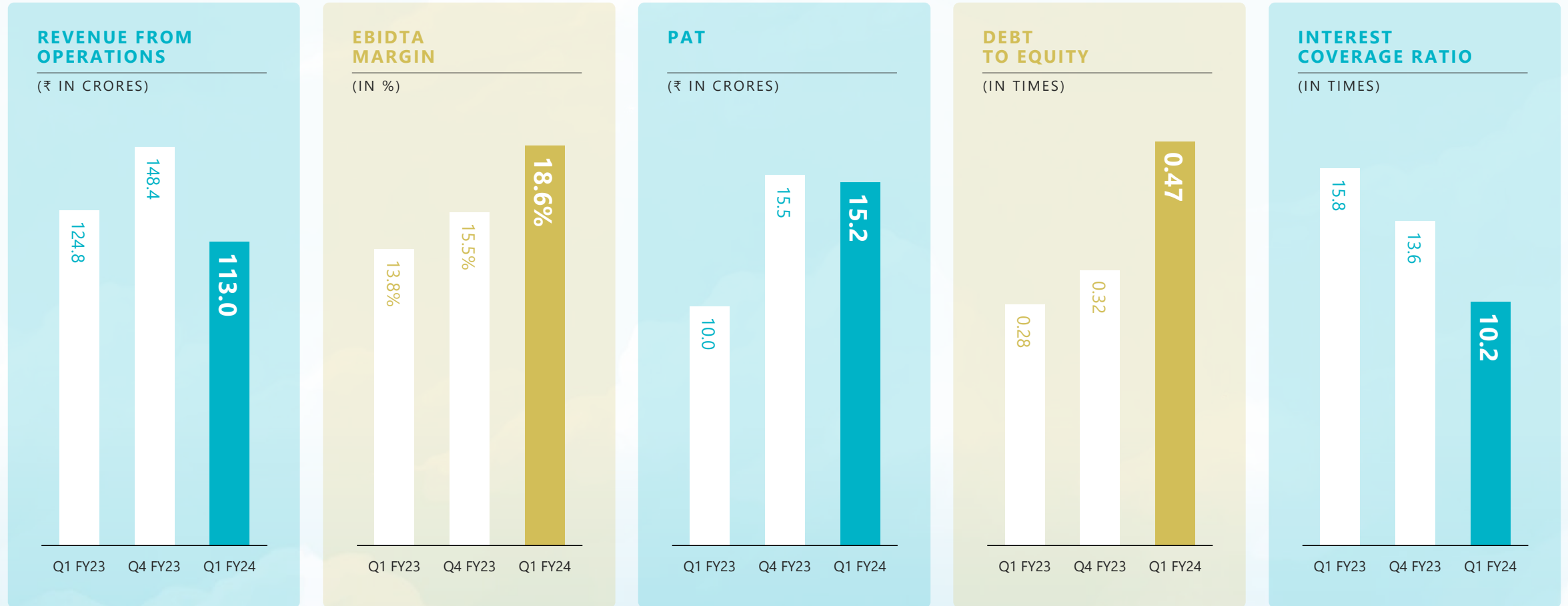
Segment Results

(Standalone)

(₹ In Crores)

Particulars	Q1 FY24	Q4 FY23	Q1 FY23
REVENUES			
EPCC	108.4	143.5	121.6
IPP	3.4	3.8	2.3
O&M	-	-	-
PROFIT BEFORE INTEREST & TAX			
EPCC	17.5	21.9	14.2
IPP	1.2	2.3	1.4
O&M	-	-	-
CAPITAL EMPLOYED			
EPCC	106.6	50.0	75.8
IPP	32.4	74.0	24.2
O&M	-	-	-

Q1FY24 Financial Highlights



Note – Consolidated figures

Result Discussion



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

₹ 15.24 Cr Net Profit

The consolidated net profit for the current quarter Q1FY24 is reported at INR 15.24 Cr as against that of INR 9.46 Cr in Q1FY23 which reports an increase of 62%.

Revenue-Mix

Change in EPCC contract mix i.e. Contract with WTG supply and Contract without WTG supply. While Q1FY23 revenue encompassed both the service and WTG supply components, the current quarter's revenue stems exclusively from the service aspect of the Projects, with no contribution from WTG supply.

New Tax Regime

The Company had wisely decided to opt for tax regime under the new section (115BAA) which was introduced through Taxation ordinance 2019. The long-term vision to add capacity to its owned power plant will help the company to take the benefits of depreciation under this section in coming years and is expected to surpass the forgone MAT credit it had earned in the past.

Growth Avenues

INDEPENDENT POWER PRODUCER (IPP) – 100 MW VISION

The Company has installed 18.4MW renewable power generating plants under Company's Independent Power Producer (IPP) segment comprising of 10MWdc solar power project and 8.4MW of the wind power project. The green energy generated is being sold to the C&I (Commercial and Industrial) customers through the third-party sale mechanism under Open Access. Further, the Company has awarded the order of 7 wind turbines, representing a capacity of 19.6 MW of S133 model wind turbines, to Suzlon which is planned to be developed at the Vagra site in Bharuch district as part of the Company's IPP segment.

STRONG PIPELINE UNDER CTU AND STU

The company possesses a robust business pipeline encompassing projects totalling more than 1031MW, scheduled for development within a span of two years. Out of this total, 143.7MW is currently in the execution phase. The company benefits from essential infrastructure, available land, connectivity, and considerable expertise in project execution, all of which provide a distinct advantage in effectively capitalizing on these sites.

EXPECTING LARGE ORDERS

Company is expected to receive new large-scale order for development of project in state of Gujarat which shall further support to achieve continuous growth in revenue from EPC activities.

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 June 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

- 74% Pole Erection work completed
- 68% Stringing work completed
- All critical material including the RSJ Pole received at site



ACCESS ROADS

Civil Road work completed for 100% of locations and Mechanical Roads completed for 85% of locations where erection activities are initiated



WTG FOUNDATION AND ERECTION

- WTG foundation works for 94% locations have been completed
- 82% WTG erection work is completed
- ***Project is in advance stage of phase wise commissioning and 107.1 MW/51 WTGs have been commissioned***

Execution Performance

(2/2)

Bhungar Site, 60MW Wind-Solar Hybrid Project at Bhavnagar, Gujarat

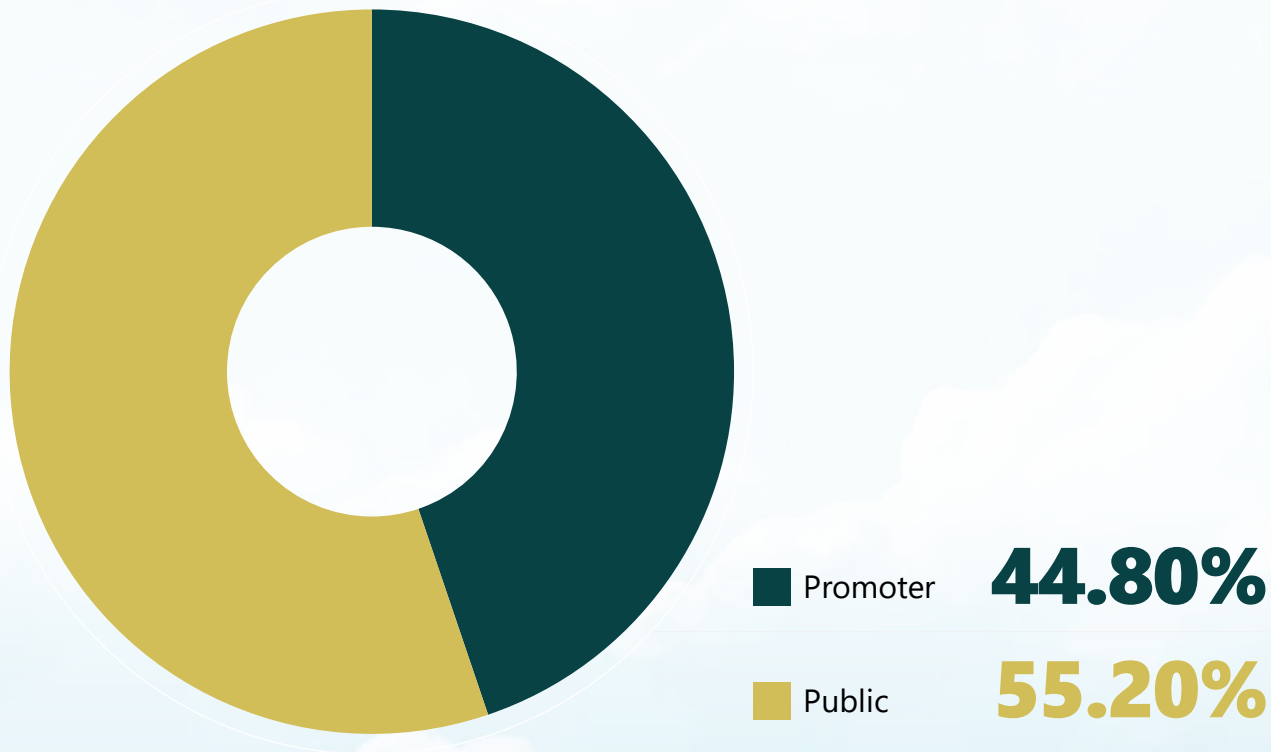
The Project has been successfully commissioned in Q1FY24.

Fulsar Site, 140MW Wind-Solar Hybrid Project at Bhavnagar, Gujarat

The Company has successfully commissioned 140MW power evacuation infrastructure at Fulsar Site. Also 31.5MW Project has been commissioned for Aditya Birla in Q1FY24 and the Company is in advance stage of discussions for finalization of Contracts for residual capacity Projects at Fulsar site.

Market Statistics

SHAREHOLDING SUMMARY FOR KP ENERGY LIMITED



Shareholding Data as on 30th June 2023

CURRENT MARKET PRICE	₹ 372
52 WEEK HIGH/LOW	₹ 397/139
MARKET CAPITALIZATION	₹ 828 Cr
SHARES OUTSTANDING	2.22 Cr
BSE SCRIP CODE	539686


Market Price Data as on 10th August 2023


Contact Us


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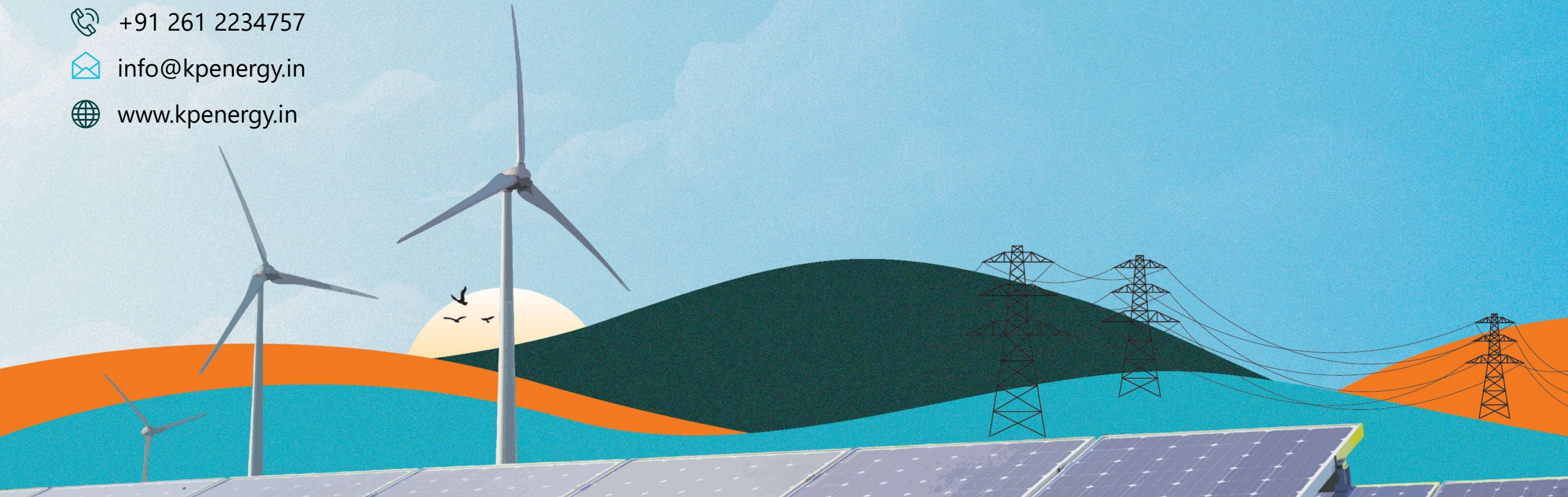
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