



Date: January 5,2017

To,
National Stock Exchange of India Ltd.
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E),
Mumbai – 400 051
Symbol: UJAAS

To,
The Bombay Stock Exchange (BSE Limited)
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001
Scrip Code: 533644

Dear Sir/ Mam,

Sub: Intimation of Schedule of Analyst / Institutional Investor Meeting pursuant to Regulation 30 (2) of the SEBI (Listing Obligation and Disclosure Requirements) Regulation, 2015

Pursuant to Regulation 30 (2) of the SEBI (Listing Obligation and Disclosure Requirements) Regulation,2015, We would like to inform that, the senior management of our Company shall engage in meetings with investors and analysts from 5th January,2017 to 13th January, 2017.

In this regard, please find attached a presentation prepared by the Company. It is clarified that the presentation and the information contained therein does not constitute or form part of an invitation or solicitations to offer to purchase or subscribe to any securities of the Company in any jurisdiction. This presentation has been prepared for an information purpose only. The information contained in the investor presentation is not to be taken as any recommendation made by the Company or any other person to enter any agreement with regard to any investments.

We request you to take the same on your record and the same shall be treated as compliance under the SEBI (Listing Obligation and Disclosure Requirements),2015

Kindly take the above information on records.

Thanking you,
For UJAAS ENERGY LIMITED
For Ujaas Energy Limited

Company Secretary

SHILPI SINGH
COMPANY SECRETARY & COMPLIANCE OFFICER
MEMBERSHIP NO. A35225

Encl :- As above

UJAAS ENERGY LIMITED (Formerly known as M AND B Switchgears Ltd.)

Corporate Office: 701, NRK Business Park,
Vijay Nagar Square,

Registered Office: Survey No.211/1,
Opposite Sector - C & Metalman, Sanwer Road



UJAAS Energy Limited

Corporate Presentation

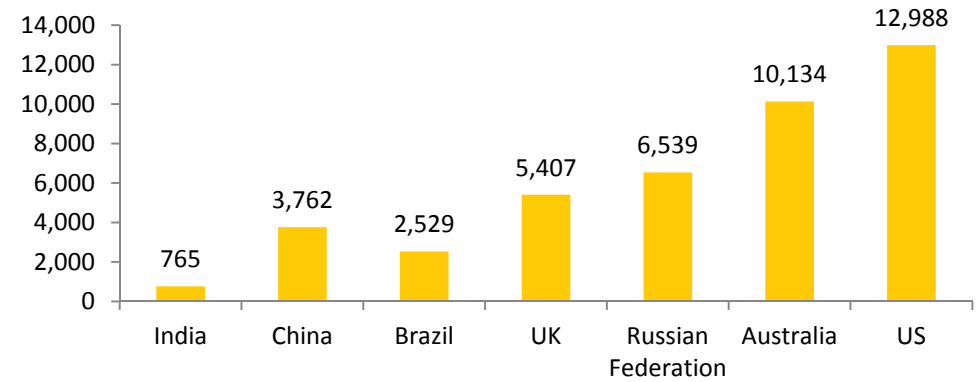
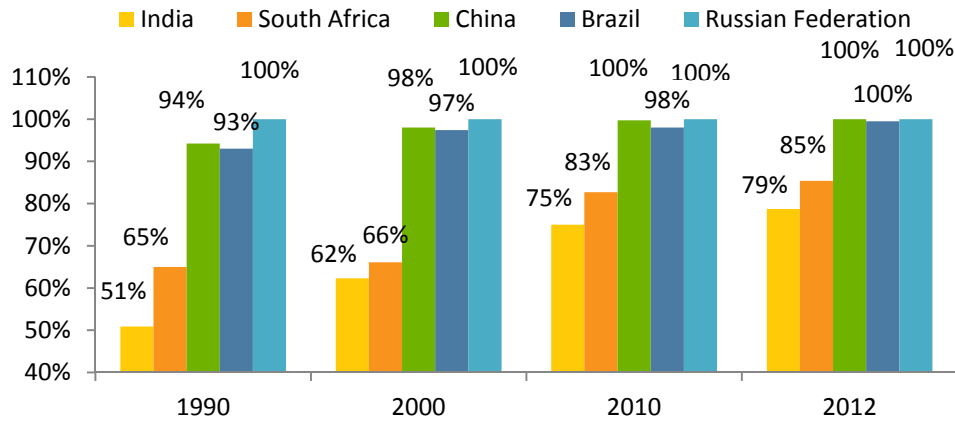


Strictly private and confidential

India - Energy Dynamics

India lags BRICS with only 79% population having access to electricity ...

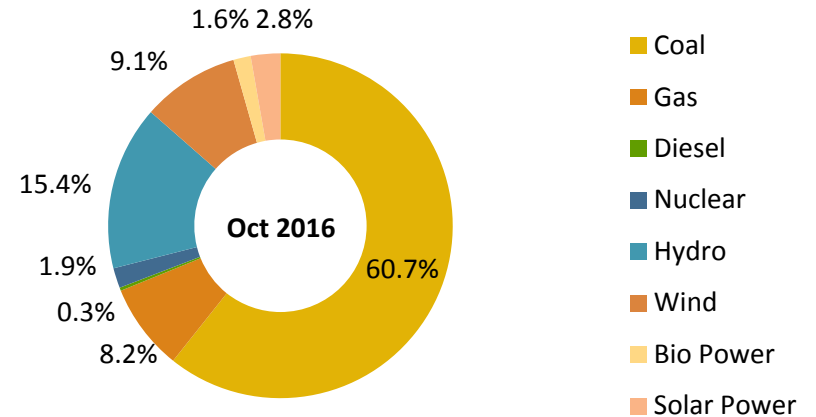
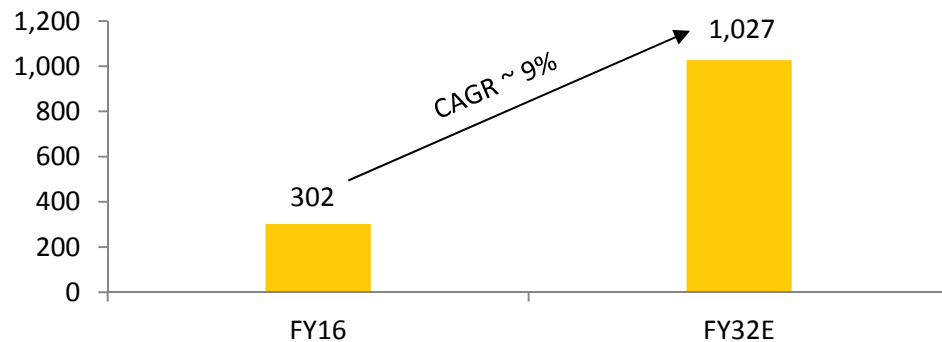
...and one of the lowest per capita electricity consumption...



...which will drive rapid growth in electricity generation

Over dependence on fossil fuels should drive a shift in Energy Mix

Installed generation capacity in India (GW)



India needs additional capacities of ~725 GW over next 15 yrs of which a significant part should come through RE route

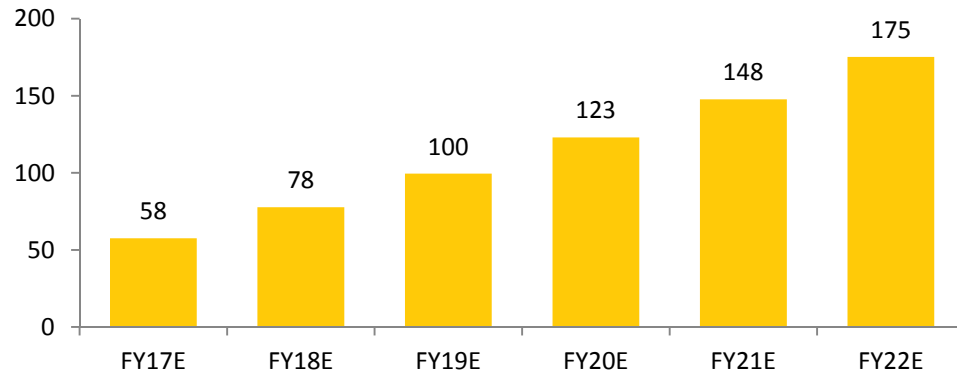
Source: World Bank, Central Electricity Authority
 Note : RE – Renewable Energy

Solar power is expected to contribute significantly towards growth in RE

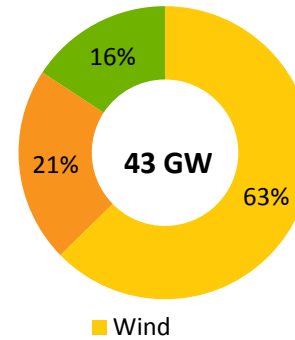
RE capacities in India are expected to become 3x in the next 5 years

GOI has set targets to achieve 100GW in solar capacities by 2022...

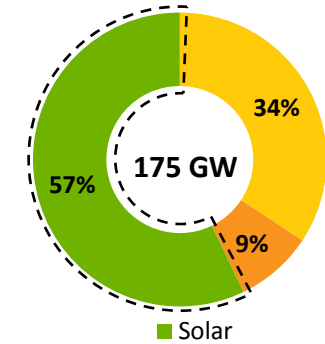
Renewable Energy (GW)



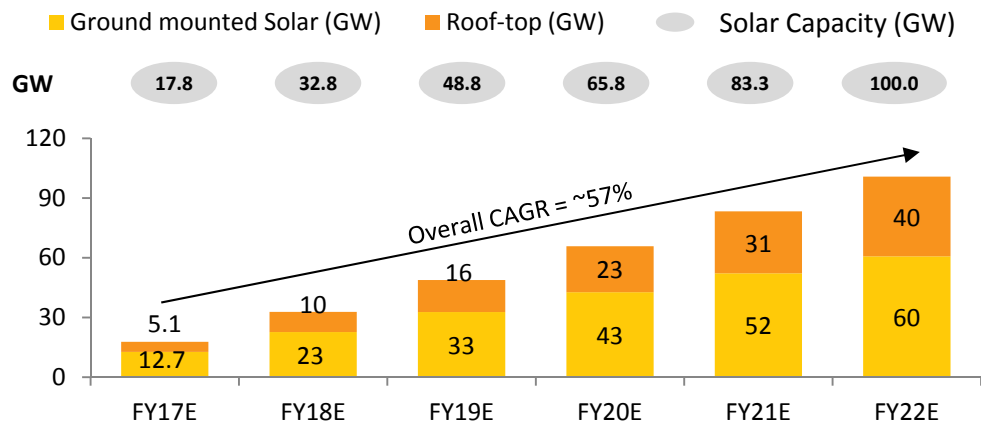
RE break-up in FY16



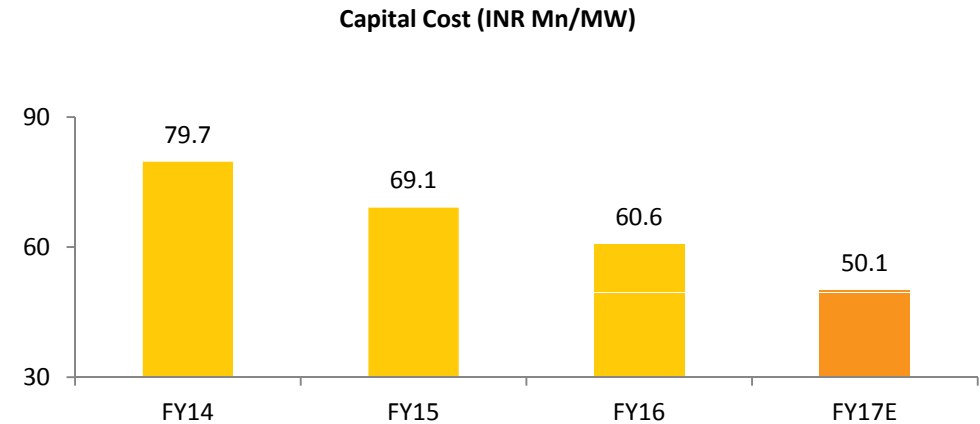
Proposed RE break-up in FY22



...with emphasis on ground-mounted as well as rooftop projects...



...aided by falling capital cost of Solar PV projects



Over the next six years the solar power sector will require investments of ~INR 4.7 trillion

Source: Niti Aayog, India Infrastructure Research, March 2016

Favorable policy environment



Rooftop Subsidies

- MNRE through SECI and SNAs provide CFA / Subsidy for the rooftop solar PV projects. Various States have provided additional subsidies on Solar Rooftop Eg. Gujarat provides subsidy of Rs.10,000 per Kw per consumer capped at Rs.20,000 per consumer.

Strong Policy Push

- Development of dedicated Green Corridor
- Grant of priority sector lending status to renewable energy
- UDAY Scheme to improve DISCOM strength
- Accelerated Depreciation, concessional duty & tax structures for Solar modules

Others

- The Indian Railways has announced a policy for installing 1,000MW solar panels on rooftop of railway station by FY22

Key Amendments to National Tarrif Policy

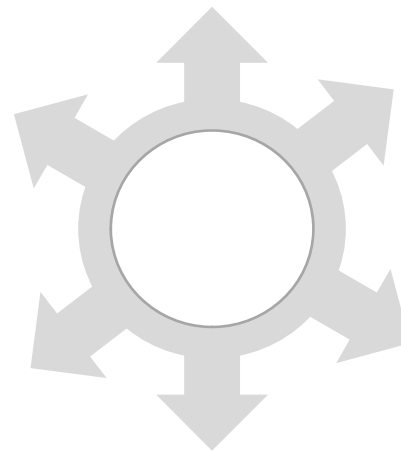
- Increase solar RPOs to 8% by FY22 (presently from 0.25% to 1.00% in most states)
- RE power to be exempted from transmission charges

Net Metering Initiatives

- At least 22 states and union territories have released net metering regulations providing impetus to Rooftop solar sector

Nationally determined committments

- The GOI at the COP 21 summit held in Paris has committed to reduce India's emissions intensity by 33 – 35% by 2030 vs. 2005



Strong policy push will catalyze the growth in solar power sector

Ujaas Energy Ltd (“UEL”)

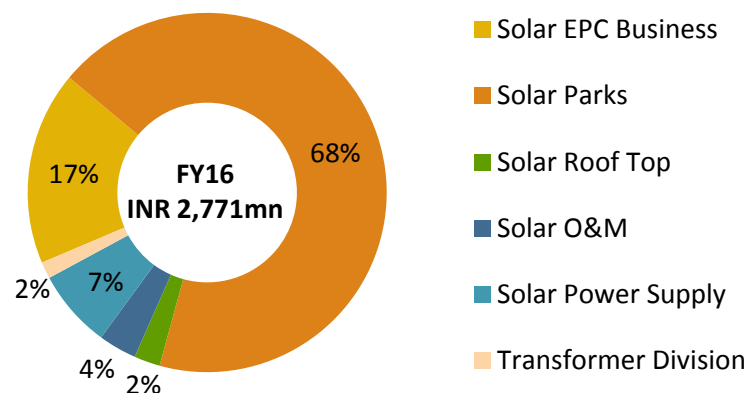
Business Overview

- Incorporated in 1979 and headquartered in Indore
- One of the leading solution provide in the Indian solar power sector focused on developing, operating, owning and maintaining a diversified portfolio of solar energy power plants under its flagship brand ‘UJAAS’
- One stop comprehensive turn-key provider of solar power project - offers parks, rooftop solutions, EPC and O&M services for solar plants
- First company to get registered under Solar-REC mechanism in India
- Setup projects cumulating to more than 200 MW with its own power generation capacity of 15.4 MW

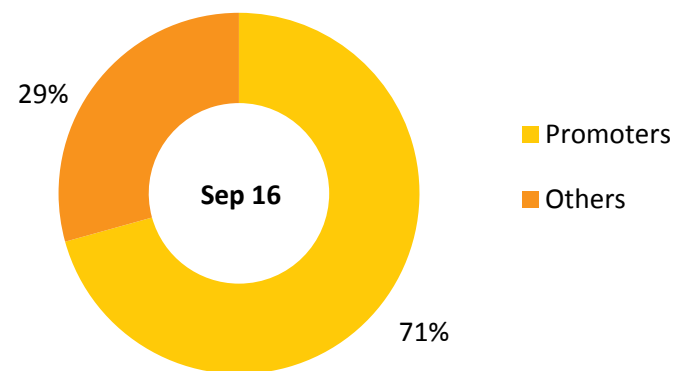
Summary Financials

INR mn	FY13	FY14	FY15	FY16	H1FY17 ¹
Revenue	2,426	5,255	1,111	2,771	2,149
Growth (%)	615%	117%	(79%)	149%	233%
EBITDA	454	914	423	620	337
EBITDA Margin (%)	19%	17%	38%	22%	16%
PAT	270	374	117	203	170
PAT Margin (%)	11%	7%	11%	7%	8%
Net Debt	(115)	662	939	350	430
Net-worth	1,301	1,628	1,732	1,917	2,093

One of the leading integrated player in the solar Eco-system

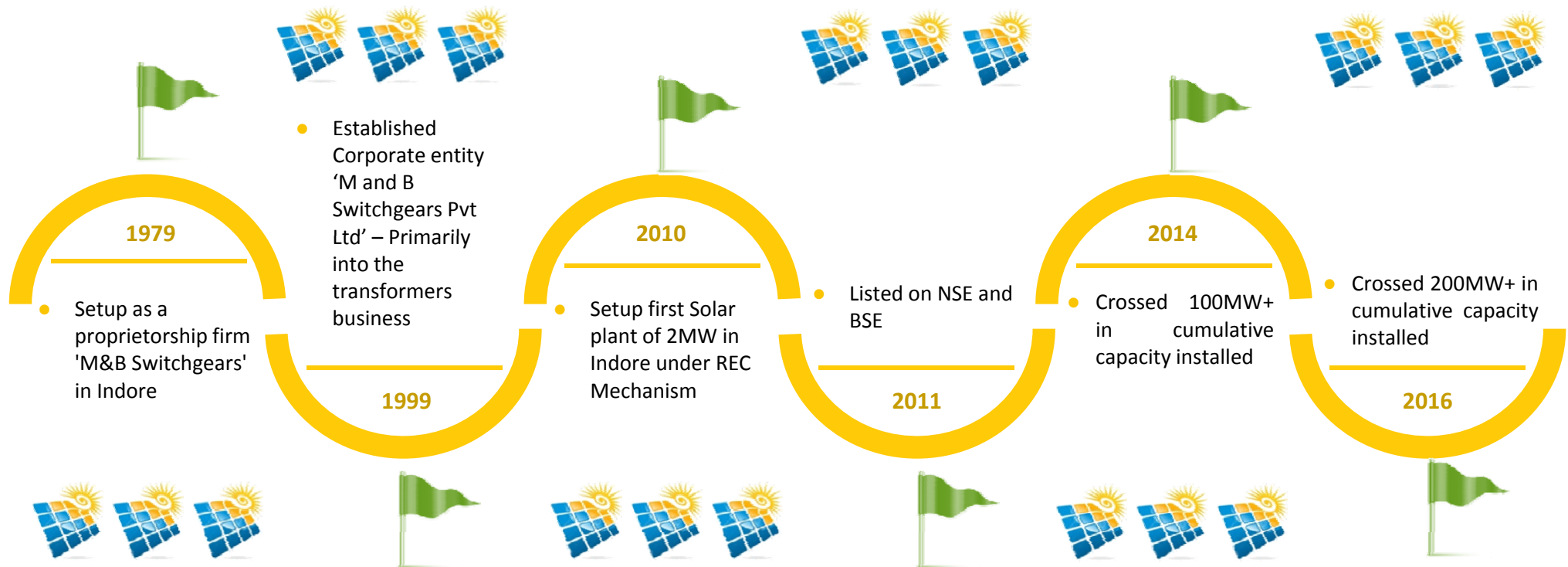


Shareholding Pattern



¹ H1FY17 numbers are standalone

UEL has been an early mover in the solar power sector in India



UEL | Key Strengths and Differentiators



One of leading integrated solution provider in the Indian solar power sector with comprehensive service offering



Demonstrated ability to execute solar power projects across states, terrains and diversified customer base



Experienced promoters and professional management team



Established track record for successfully setting up solar energy power projects



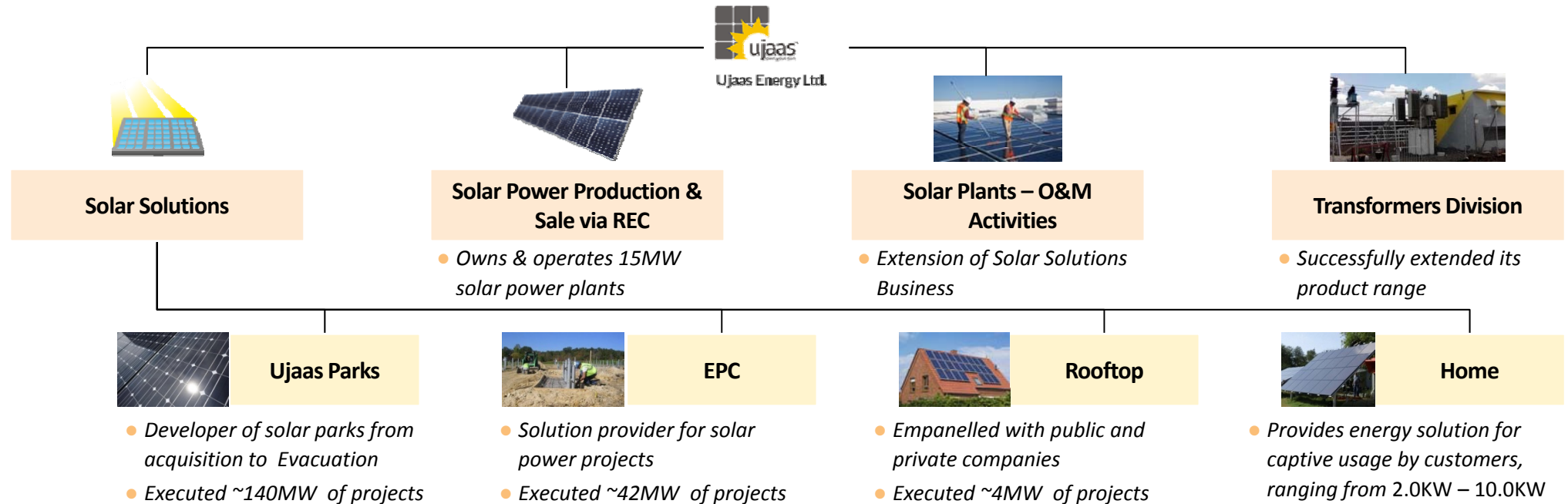
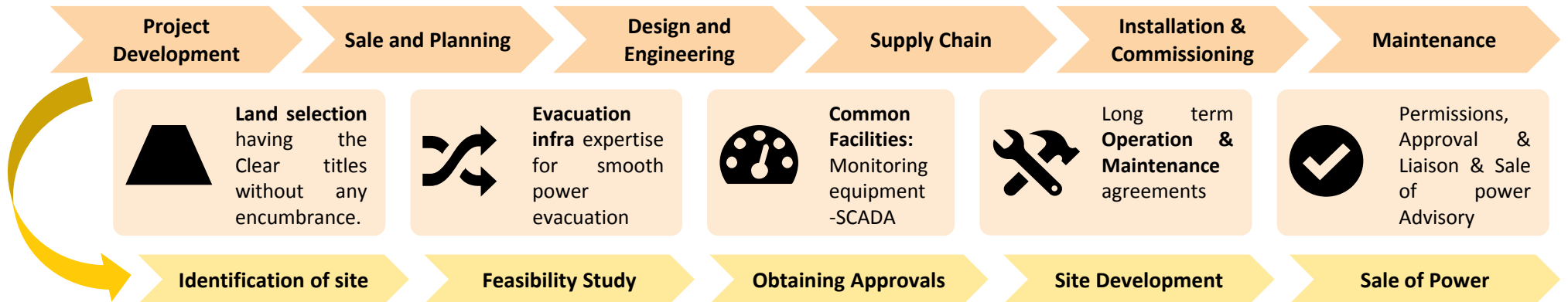
Strong Operation & Maintenance Capabilities with ~200 MW+ under management



UEL's strengths and asset light business model offer scalability and ability to straddle across service offerings

One of the leading integrated solar energy power project providers with comprehensive service offering

A complete turnkey solutions brand



Established track record for successfully setting up solar energy power projects

Ujaas Projects Overview

	Projects (#)	Capacity in (MW)	Locations (#)
Parks	9	140	9
EPC	5	42	5
Rooftop	40	4	9

Key Projects Executed



City – Ichhawar, M.P
Capacity – 31.8 MW



City – Rajgarh, M.P
Capacity – 16.5 MW



City – Berchha, M.P.
Capacity – 9.8 MW



City – Susner, M.P.
Capacity – 16.5 MW



Electricity Department
Daman & Diu | 6MW



Retail Chain
Hyderabad | 100KW



Educational Institution
Junjhunu | 100 KW



Aluminium Industry
Bhubaneswar | 160 +100 KW

Marquee Customers

Ujaas Parks



Large Indian Rice Miller



Manufacturer and supplier of Automotive Parts



Large manufacturer, exporter, and supplier of oil and salt



Large tobacco business

Ujaas EPC



State Electricity Board of a large Indian State and a UT



Large Dam project

Ujaas Roof Top



Manufacturer of bulk containers



Indian manufacturer and exporter of Carpets

Demonstrated ability to execute projects across states, terrains and diversified customer base

Over 120 projects executed across 12 states

Ujaas – Operational Success

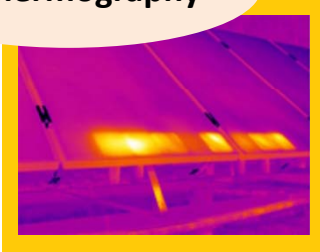


● Numbers in the circle indicate MW

	Sea Shore	Canal Bank (wet soil)	Desert	Hillock	Rocky
Terrain	✓	✓	✓	✓	✓
	Govt.	SEBs	Pvt.	Home	
Clientele	✓	✓	✓	✓	
	REC	Open Access	PPA	SEC	Group Captive
Revenue Tie-ups	✓	✓	✓	✓	✓

Strong O&M Capabilities

Thermography



Cable Fault Locator



SCADA based centralized monitoring system

Optimum annual O&M cost

Preventive Maintenance

Mechanized Cleaning Solution

Possesses strong O&M capabilities with more than **200MW** under long term O&M

Better Generation Numbers

Efficient use of water in cleaning

Thermal imaging, Flash testing & 3rd party audits

Helps achieve higher yields

PV Analyzer



Mechanized Cleaning



Experienced promoters and professional management team



Shyam Sunder Mundra
Chairman & MD

- Has over 43 years of experience in the power industry
- Prior to Ujaas, worked for the Madhya Pradesh Electricity Board, before venturing into the transformer business independently



Vikalp Mundra
Joint MD

- Possesses an overall experience spanning 22 years in the energy sector
- Currently designated as the Chairman of Renewable Energy Committee, IEEMA



Anurag Mundra
Joint MD

- Joined the Company in 1999 and possesses over 16 years experience in the energy sector
- Holds charter from Institute of Chartered Financial Analysts of India, Hyderabad

Manish Agarwal
COO

- Has >19 years of experience in key Leadership roles. Prior to Ujaas, he managed Deloitte's Strategy, Research and Innovation Group

Amit Neema
VP - Operations

- Has ~20 years of work experience and currently oversees all verticals along with government related permissions and approvals

Ashu Gupta
VP - Corporate

- Possesses extensive hands-on renewable energy experience and is currently heading the legal and strategy department of the company

Sumit Somani
VP - Business Development

- Possesses experience of >13 years in the field of renewable energy, and currently heads the Business Development vertical

Prashant Gupta
VP - Retail Business

- >16 years of track record in managing operations, entailing sales, distribution and marketing

Experienced team of 276 employees



F&A

4%



Design

4%



Purchase and Stores

4%



Quality Assurance

2%



Admin & Liaisoning

7%



BD and Sales

9%



IT

1%



O&M and SCADA

30%



Project

27%



Human Resources

3%



Retail

7%



Strategy

1%

Awards & Recognition



CARE Ratings

Assigned Solar Energy Grading of SP 1A

Awarded certificate of empanelment as 'Channel Partner' by Ministry of New and Renewable Energy



Declared winner of the Top 100 SMEs of India, at the India SME 100 Awards 2014-15

Acknowledged by 'The Economic Times' amongst The Best Infrastructure Brands of 2016



Acknowledged by Forbes Asia Best Under A Billion Forum & Awards, in December 2014

Acknowledged by BusinessWorld's India's Fastest Growing Companies Awards



Certifications





Future growth strategy

Strategy going forward

Capitalize on the growth of Indian power sector with increased focus on Utility Scale Power Projects

Grow the portfolio of projects under O&M segment



Continued focus on Asset light business model

To grow our retail business segment under UJAAS Home

 **Key Growth Drivers**

UEL is taking steps to capture a larger share of the exponential growth in the solar power sector in India



Annexure

Balance Sheet – Consolidated

Balance Sheet

INRmn	FY2012	FY2013	FY2014	FY2015	FY2016	H1FY2017 ¹
Net Worth	1,066	1,301	1,628	1,732	1,917	2,093
Debt	260	226	1,203	994	931	921
Long Term Debt	195	211	1,112	994	889	832
Short Term Debt	65	15	91	1	42	89
Other Long Term Liabilities	10	91	381	408	527	564
Current liabilities						
Accounts Payable	44	805	1,428	344	1,249	1,129
Other Current Liabilities (including current maturities of LT Debt)	53	161	326	155	286	201
Total Liabilities and Equity	1,433	2,583	4,966	3,633	4,911	4,909
Net Fixed Assets	397	525	1,907	1,833	1,765	1,735
Other Long Term Assets	486	370	29	39	65	35
Current Assets						
Current Investments	-	-	10	20	261	187
Inventory	108	255	343	637	819	1,263
Accounts Receivable	149	870	1,770	824	1,173	1,028
Loans and Advances and Other Current Assets	149	187	253	120	143	170
Cash and Cash Equivalents	144	376	654	160	686	491
Total Application of Funds	1,433	2,583	4,966	3,633	4,911	4,909

Source: ¹H1FY17 numbers are standalone

Profit & Loss Snapshot – Consolidated

Profit & Loss Statement

INRmn	FY2012	FY2013	FY2014	FY2015	FY2016	H1FY2017 ¹
Net Revenue from operations	339	2,426	5,255	1,111	2,771	2,149
<i>Sales growth %</i>	0.1%	615%	117%	(79%)	149%	233%
Less: Expenses						
Cost of Materials Consumed	305	1,871	4,168	490	1,941	1,637
Employee Benefit Expenses	17	37	73	50	81	72
Other Expenses	13	63	99	148	129	103
EBITDA	4	454	914	423	620	337
EBITDA Margin %	1%	19%	17%	38%	22%	16%
Less: Depreciation and amortization expenses	4	19	47	81	80	40
Operating Profit (EBIT) before exceptional items	0	435	867	342	540	297
Finance costs	10	51	91	180	155	97
Add: Other Income (Expenses)	30	54	76	21	23	32
Profit Before Taxes before exceptional items	20	439	853	183	408	232
Less: Exceptional Items	-	-	-	-	-	-
Profit from Ordinary Activities before tax	20	439	853	183	408	232
Less: Income Tax Expense	11	169	479	67	205	63
Net Profit for the period	9	270	374	117	203	170


¹H1FY17 numbers are standalone

Cash Flow – Consolidated

Cash Flow

INRmn	FY12	FY13	FY14	FY15	FY16	INRmn	FY12	FY13	FY14	FY15	FY16
Cash Flow from Operating Activities						Cash Flow from Investing Activities					
Profit before tax and extraordinary items	20	439	852	183	408	Purchases of current Investments	-	-	(10)	(10)	(241)
Adjustment for :						Profit on Sales of current Investment	-	-	-	-	4
Depreciation / Amortization	4	19	47	81	80	Redemption of bank deposit	(9)	(89)	(281)	339	(531)
Interest Income	29	(53)	(46)	(21)	(17)	Dividend received			-	-	2
Dividend Income	-	-	-	-	(2)	Public Issue Expense	(29)	-	-	-	-
Finance Cost	10	51	91	180	155	Net Cash Generated from Investing Activities	(306)	(69)	1,306	(343)	(768)
Profit on sale of fixed assets	(1)	-	-	-	-	Cash Flow from Financing Activities					
Profit on sale of current investment	-	-	-	-	(4)	Proceeds from Issue of Share Capital	50	-	-	-	-
Operating profit before WC changes	4	455	945	422	621	Proceeds from Receipt of Share Premium	880	-	-	-	-
Adjustment for :						Proceeds from Borrowing	188	423	1,054	-	42
Trade and other receivables	(664)	(760)	(970)	989	(363)	Repayment of Borrowings	(7)	(1)	(2)	(216)	(105)
Inventories	(58)	(147)	(87)	(214)	(182)	Dividend paid (Including DDT)	-	(12)	(23)	(47)	(30)
Trade and other payables	53	340	598	(1,084)	1,028	Finance costs	(10)	(51)	(91)	(173)	(155)
Cash Generated from Operations	(666)	(112)	486	115	1,104	Net Cash Financing Activities	1,100	366	939	(443)	(248)
Taxes Paid (Net)	(6)	(41)	(98)	(170)	(65)	Net Increase / (Decrease) in Cash & Cash Equivalents	128	144	21	(155)	22
Net Cash Generated Operating Activities	(672)	(153)	388	(55)	1,039	Cash & Cash Equivalents at Beginning of the Year	1	124	268	287	134
Cash Flow from Financing Activities						Cash & Cash Equivalents at End of the Year	124	268	289	134	156
Purchase of Fixed Assets	(298)	(35)	(1,061)	(7)	(12)	Increase / (Decrease) in Cash & Cash Equivalents	123	144	21	(155)	22
Proceeds from Sale of Assets	1	1	-	-	1						
Interest Received	29	53	46	21	10						

Disclaimer



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Thank You