



August 18, 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: Disclosure under Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulation, 2015

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulation, 2015, We would like to inform that, the Company has sent an Earning Presentation to its investors for the quarter ended 30th June, 2017.

In this regard, please find attached a presentation prepared by the Company. This presentation has been prepared for an information purpose only.

Kindly take the above information on records.

Thanking you,
For UJAAS ENERGY LIMITED



SHILPI SINGH
COMPANY SECRETARY & COMPLIANCE OFFICER
MEMBERSHIP NO. A35225

Encl: Earning Presentation Q1

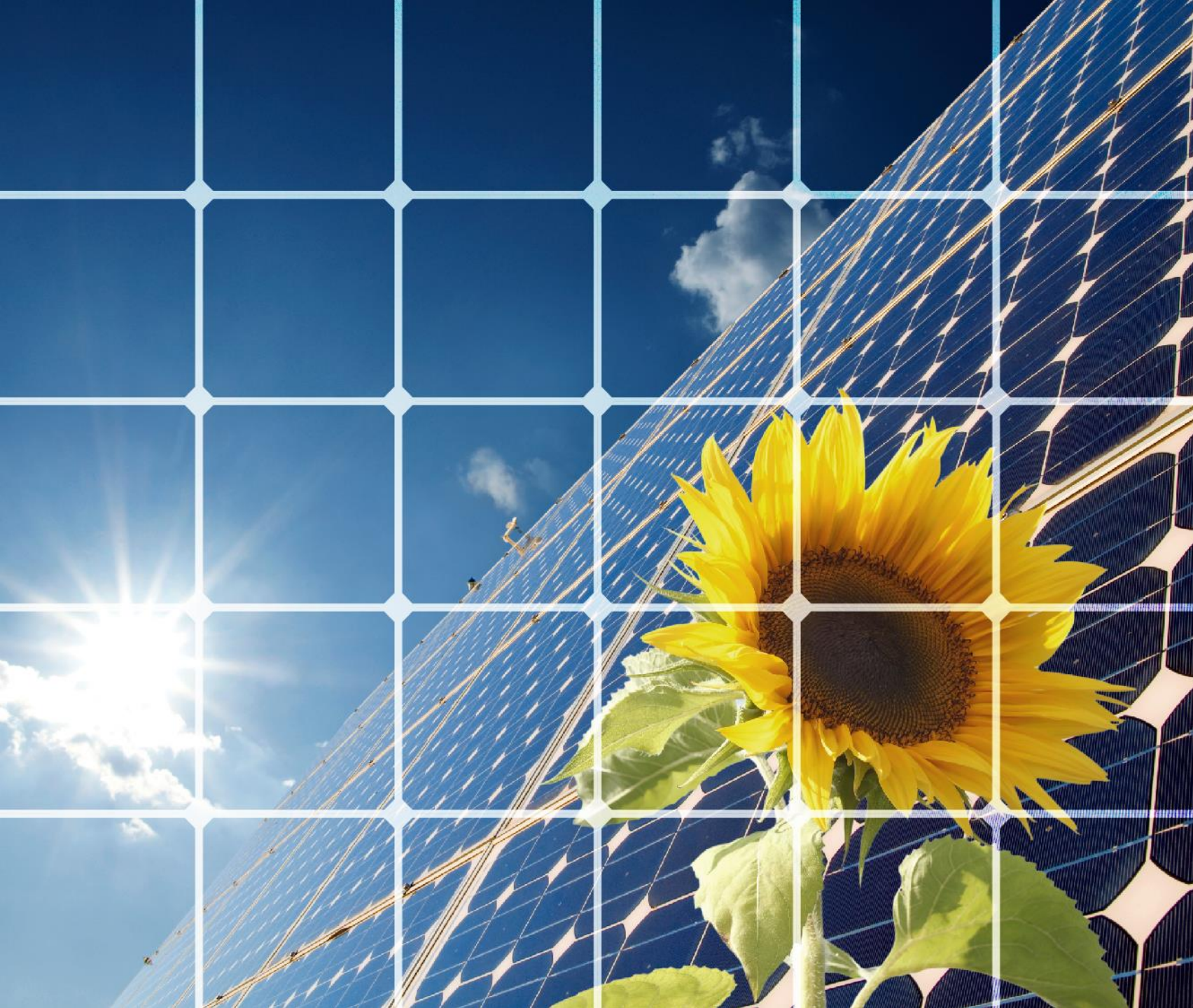
UJAAS ENERGY LIMITED (Formerly known as **M AND B Switchgears Ltd.**)

Corporate Office: 701,
NRK Business Park, Vijay Nagar Square,
Indore - 452010 (M.P.), India

Registered Office: Survey No.211/1,
Opposite Sector - C & Metalman, Sanwer Raod
Industrial Area, Indore - 452015 (M.P.), India

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Website: www.ujaas.com | Email: info@ujaas.com
CIN No.: L31200MP1999PLC013571





UJAAS ENERGY LIMITED EARNINGS PRESENTATION

Q1 / FY18



Executive Summary



COMPANY OVERVIEW

- Ujaas Energy Ltd (UEL) was founded by Mr. Shyam Sunder Mundra and is run today along with his two sons, Mr. Vikalp Mundra and Mr. Anurag Mundra.
- Manufacturing transformers for more than 30 years, the company diversified into the generation of solar energy and launched a solar power turn-key project called 'UJAAS' since 2010.
- UEL was listed on both BSE and NSE in October 2011.
- Company's market capitalization as on 31st July 2017 was approximately INR 5,320 Mn.

BUSINESS MIX

UJAAS Parks

- UEL's flagship offering for one stop comprehensive solar turn-key projects to any potential solar power producer.

UJAAS EPC

- Leveraging the company's experience, both in the power and solar sector, the company is now offering solar EPC services to potential solar power producers and captive generators.

UJAAS Rooftop

- With UJAAS Rooftop, the company offer small grid-connected and off-grid solutions to the customer

Solar Power Plant O&M

- The company operates and maintains over 230 MWp on behalf of its clients.
- UEL also has a 15.5 MWp solar power plant on its own books.

MARKETS

- **UJAAS Parks** – UEL has set up more than 185 MWp of Solar Power plants for several corporate and Individual clients like KRBL, SRS, Friends Group, Rockwell, Avon Cycles, SECI etc.
- **UJAAS EPC** – UEL has also set up solar power projects at client sites for various reputed clients such as Airports Authority of India, SECI, Oil India Ltd and West Bengal State Electricity Board.
- **UJAAS Rooftop** - UEL has set up more than 8.5 MWp of Solar Rooftop projects for several clients like PNB IIT, NTPC Auraiya etc.

FINANCIALS

- **Total Income** in FY17 reported at INR 4,907 Mn
- **EBITDA** in FY17 reported at INR 743 Mn; **EBITDA Margins** reported at 15.15%
- **Net Profit** in FY17 reported at INR 364 Mn; **PAT Margins** reported at 7.42%

Key Highlights



Q1-FY18 Financial Performance:

- Total Income: INR 1,081 Mn; YoY Growth of 7.5%
- EBITDA: INR 148 Mn; YoY Growth of (13.5)%
- EBITDA Margin: 13.69%
- Net Profit: INR 74 Mn; YoY Growth of 1.4%
- PAT Margin: 6.84%
- Diluted EPS: INR 0.37

Operational Highlights:

- The company has added 16 MW of solar projects (across all segments) during the quarter.
- Current Order Book is approximately 40 MW.

Quarterly Financial Performance



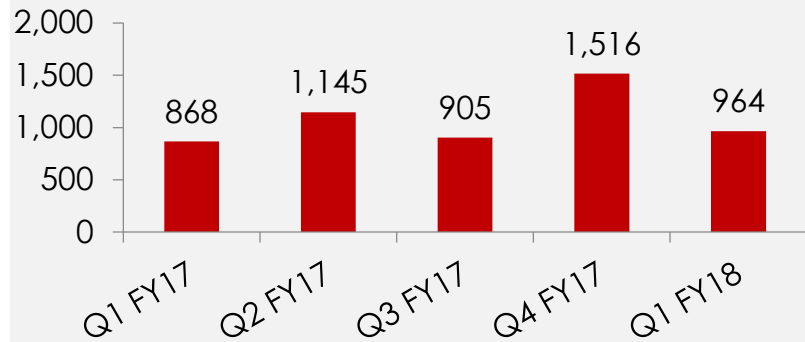
Particulars (INR. Mn)	Q1 FY18	Q1 FY17	Y-o-Y	Q4 FY17	Q-o-Q
Total Income*	1,081	1,006	7.5%	1,636	(33.9)%
Operating Expenses	933	835	11.7%	1,432	(34.8)%
EBITDA	148	171	(13.5)%	204	(27.5)%
EBITDA Margin (%)	13.69%	17.00%	(331) bps	12.47%	122 bps
Depreciation	20	20	NA	20	NA
Finance Cost	43	44	(2.3)%	42	2.4%
Profit Before Tax	85	107	(20.6)%	142	(40.1)%
Taxation	11	34	(67.6)%	35	(68.6)%
Profit After Tax	74	73	1.4%	107	(30.8)%
PAT Margin (%)	6.84%	7.21%	(37) bps	6.54%	30 bps
Diluted EPS (INR)	0.37	0.36	2.8%	0.53	(30.2)%

* Includes Other Income

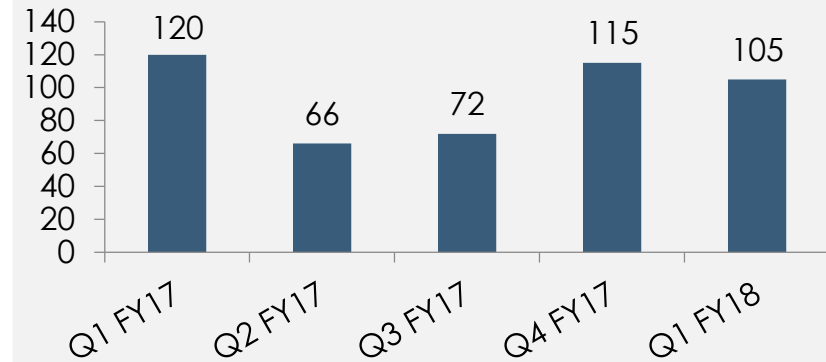
Quarterly Performance - Segmental



Manufacturing and Sale of Solar Power Plant (INR Mn)

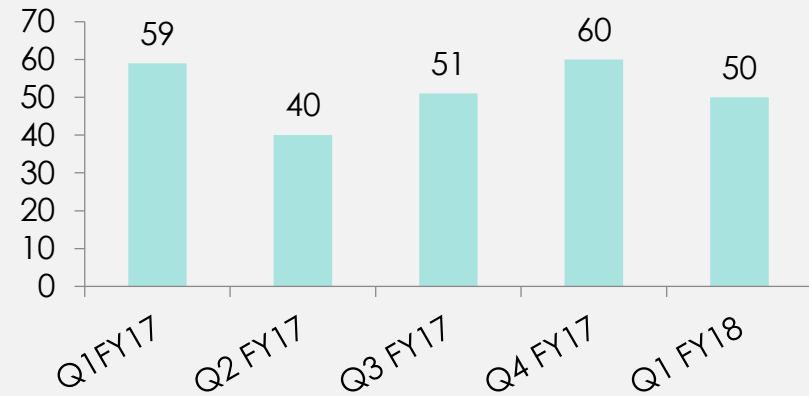
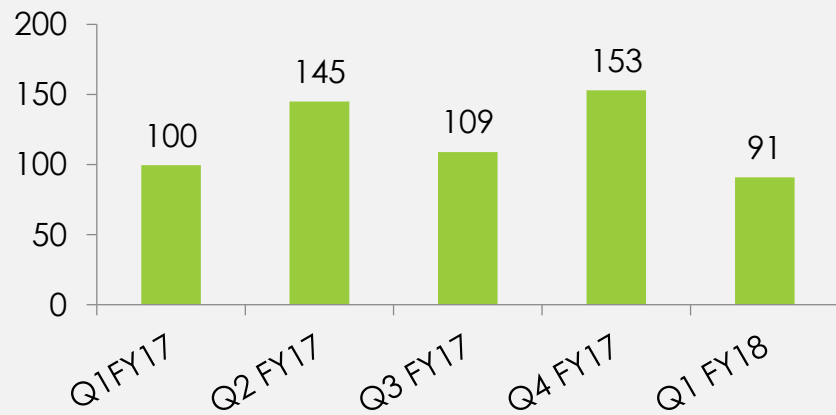


Solar Power Plant Operation (INR Mn)



Net Revenue (INR mn)

EBIT (INR mn)



Income Statement



Particulars (INR. Mn)	FY14	FY15	FY16	FY17
Total Income*	5,332	1,133	2,795	4,907
Operating Expenses	4,341	688	2,146	4,164
EBITDA	991	445	649	743
EBITDA Margin (%)	18.58%	39.28%	23.22%	15.15%
Finance Cost	91	180	155	180
Depreciation	47	81	80	81
Profit Before Tax	853	184	414	482
Taxation	479	67	205	118
Profit After Tax	374	117	209	364
PAT Margin (%)	7.01%	10.33%	7.48%	7.42%
Diluted EPS (INR)	1.87	0.59	1.04	1.82

* Includes Other Income

Standalone Balance Sheet**

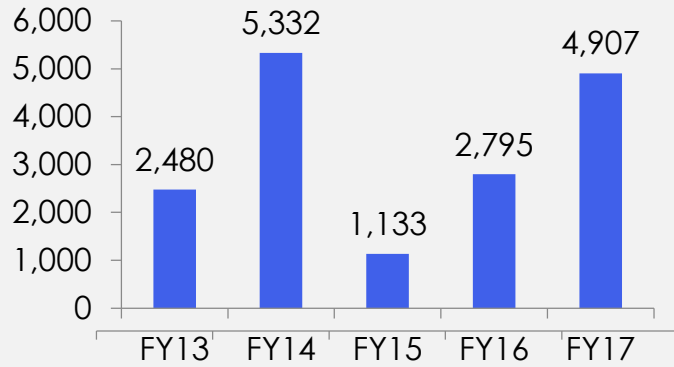


Particulars (INR Mn)	FY14	FY15	FY16	FY17	Particulars (INR Mn)	FY14	FY15	FY16	FY17
EQUITIES & LIABILITIES					Assets				
Shareholder Funds					Non-current Assets				
(a) Share Capital – Equity	200	200	200	200	Fixed Assets				
(b) Reserves & Surplus	1,428	1,533	1,724	2,087	(a) Tangible Assets	1,904	1,828	1,759	1,699
Total - Shareholder Funds	1,628	1,733	1,924	2,287	(b) Intangible Assets	3	2	2	3
Non-Current Liabilities					(c) Non Current Investment	-	NA	1	1
(a) Long term Borrowings	1,112	994	889	784	(d) Intangible Assets under development	0	NA	0	0
(b) Deferred Tax Liability	379	407	524	547	(e) Long Term Loans & Adv. & other non-current assets	29	41	65	155
(c) Long term Provisions	1	1	3	6	Total – Non-current Assets	1,936	1,871	1,827	1,858
Total - Non-current Liabilities	1,492	1,402	1,416	1,337	Current Assets				
Current Liabilities					(a) Current Investments	10	20	262	281*
(a) Short-Term Borrowings	92	1	43	281	(b) Trade Receivables	1,770	824	1,173	1,900
(b) Trade Payables	1,431	344	1,249	1,314	(c) Cash & Bank Balances	654	160	685	365
(c) Other Current Liabilities	142	138	260	303	(d) Inventories	423	637	819	993
(d) Short-term provisions	181	16	26	68	(e) Short-term loans and advances	168	121	143	185
Total – Current Liabilities	1,846	499	1,578	1,966	(f) Other current assets	5	1	9	8
					Total – Current Assets	3,030	1,763	3,091	3,732
GRAND TOTAL	4,966	3,634	4,918	5,590	GRAND TOTAL	4,966	3,634	4,918	5,590

- Includes investments in liquid mutual funds, Effective cash – 646 Mn
- ** FY17 figures are as per I-GAAP

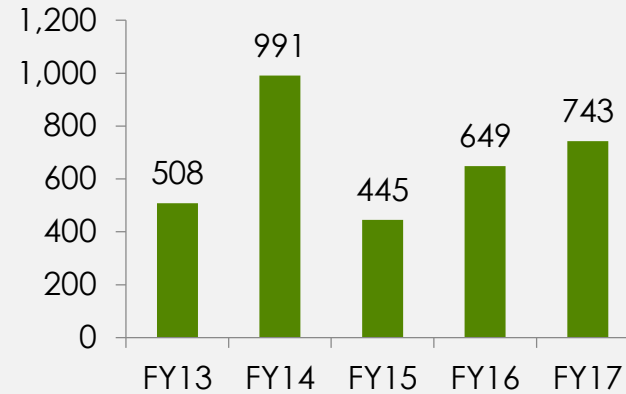
Financial Performance

Income* (INR Mn)

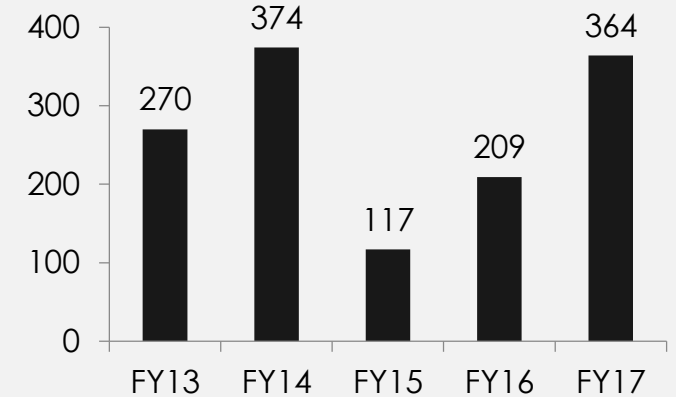


* Includes Other Income

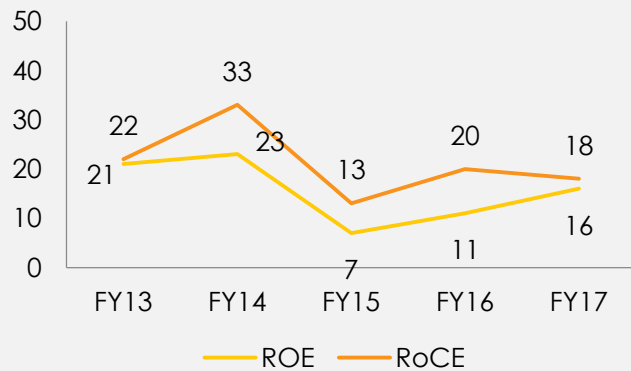
EBITDA (INR Mn)



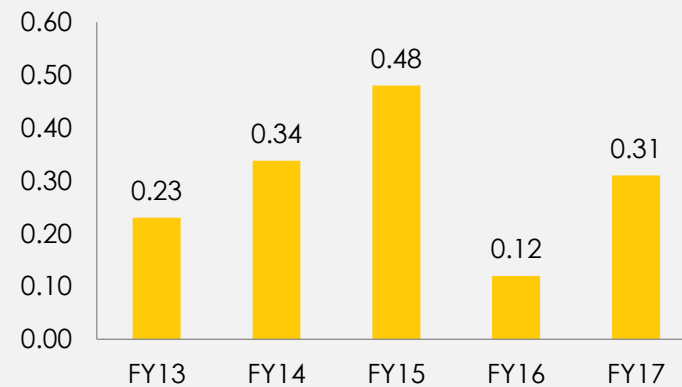
PAT (INR Mn)



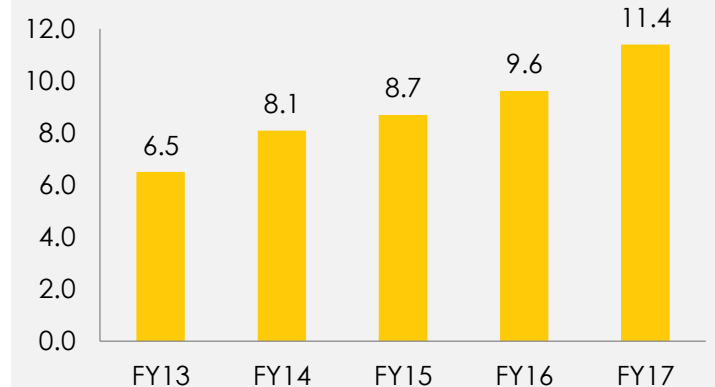
ROE & RoCE (%)



Net Debt Equity (x)



Book Value per Share (INR)



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