



July 11, 2018

To, National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051	To, The Bombay Stock Exchange (BSE Limited) Phiroze Jeejeebhoy Towers Dalal Street, Mumbai- 400001
Symbol: UJAAS	Scrip Code: 533644

Sub: Investor Presentation- June 2018

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), 2015

Dear Sir / Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulation, 2015, We would like to inform that, the Company will be circulating an Investor Presentation as enclosed to this letter, to its investors for the period ended June 2018.

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
M. No. A35225

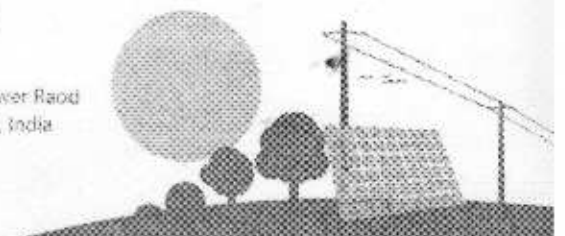
Encl: Investor Presentation

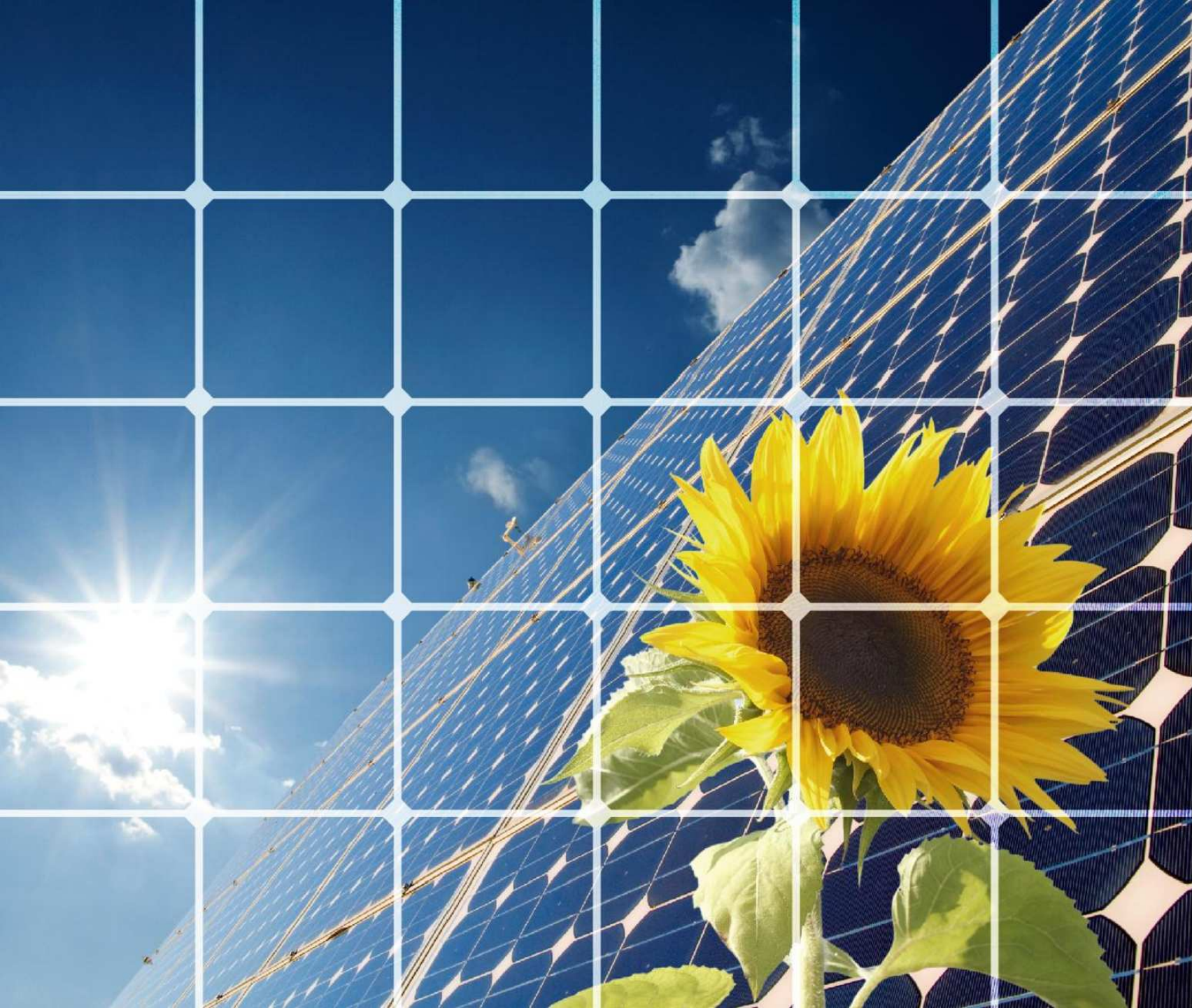
UJAAS ENERGY LIMITED (Formerly known as M AND S Switchgears Ltd.)

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 Road
Industrial Area, Indore - 452015 (M.P.), India

PH: +91-731-4715330, 4715300, Fax: +91-731-4715344
Website: www.ujaas.com | Email: irinfo@ujaas.com
CIN No: L31206MP1999PLC013571





UJAAS ENERGY LIMITED INVESTOR PRESENTATION

JUNE 2018



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 May 2018 was approximately INR 2,920 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 experience, both in the power & solar sector, the company is now offering solar EPC services to potential solar power producers & 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 190 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 20 MWp of Solar Rooftop projects for several clients like PNB IIT, NTPC Auraiya etc.

FINANCIALS

- **Total Income** in FY18 reported at INR 3,374 Mn.
- **EBITDA** in FY18 reported at INR 436 Mn; **EBITDA Margins** reported at 12.92%
- **Net Profit** in FY18 reported at INR 170 Mn; **PAT Margins** reported at 5.04%



COMPANY OVERVIEW

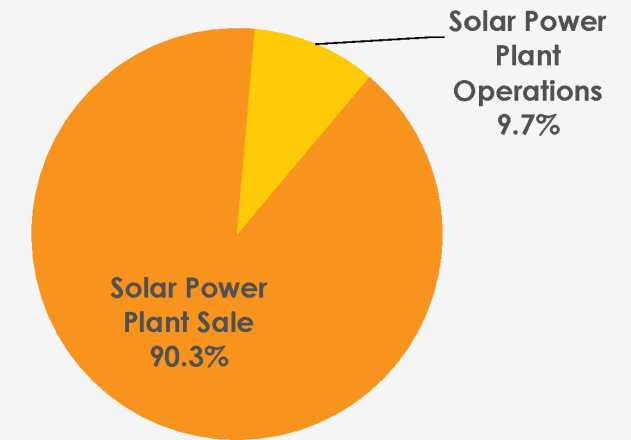


Company at a Glance

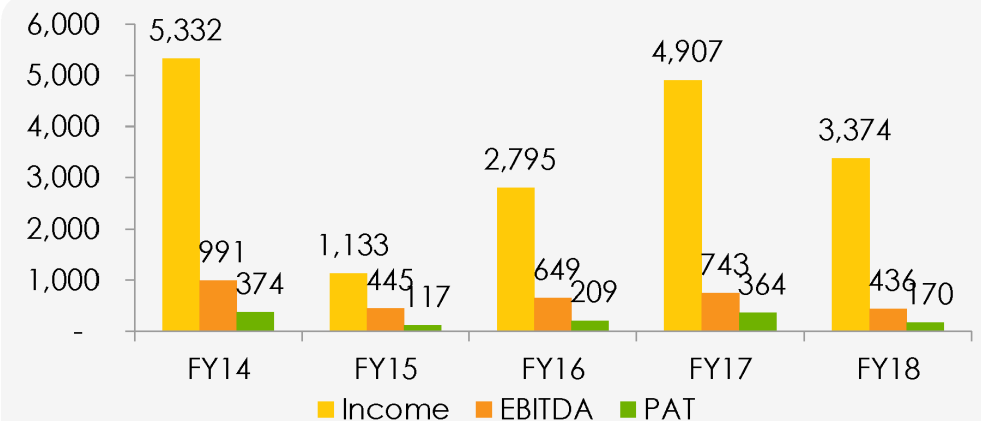


- One of the Leading Solution Providers in the Indian Solar Power Sector. Focused on developing, operating and maintaining a diversified portfolio of solar energy power plants under its flagship Brand 'UJAAS'
- Founded by **Mr. Shyam Sunder Mundra** in **1976**, as a sole proprietorship firm under the name of **M & B Switchgears**. In August 2013, M & B Switchgears Limited was re-named to **Ujaas Energy Ltd.**
- Started with the manufacturing of panel meter for energy controlling & thereafter developed a technology to transform energy with the manufacturing of **Energy Transformers** viz. Distribution, Power & Furnace.
- Taking from its experience in the transformers and the utilities Industry, Ujaas Energy Ltd realized the huge potential in '**Green Energy**' and ventured into the generation of Solar Power.
- The company became a pioneer in generation of green energy by becoming one of India's first public companies to enter into the **solar power generation and solar power turnkey project management**. Ujaas Energy Ltd also became the **first company to register under Solar REC Mechanism**.
- Realizing the vast potential, Ujaas Energy Ltd erected and commissioned its first 2.2 MWp Solar Power Plant in March 2012 and then went on to add over **300 MWp** of solar power projects across the country over the years.

Segmental Break-up FY18



Financial Performance (INR Mn)



Experienced promoters and professional management team



Shyam Sunder Mundra
Chairman & MD

- Has >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 the CFA Charter from Institute of Chartered Financial Analysts of India, Hyderabad.

Amit Neema

VP - Operations

- Has ~20 years of work experience and currently heading Rooftop Business segment and Business Development Policy 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.

Subhomoy Ganguly

Senior GM- Business Development & EPC

- An electrical engineer possessing 25+ years of hands-on managerial experience involving strategic planning and people handling skills.

Pawan Kothari

AVP - Strategy

- 12+ years of experience in Business Analytics, Strategy, Project Management, etc. Currently working on planning, monitoring, reviewing and executing overall strategy.

Experienced team of 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

28%



Human Resources

3%



Retail

7%



Strategy

1%

Key Strengths and Differentiators



One of the leading integrated solar energy power project providers 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 ~230 MWp under management



UEL's strengths and asset light business model has helped it become one of the leading Solar solution providers in the country

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

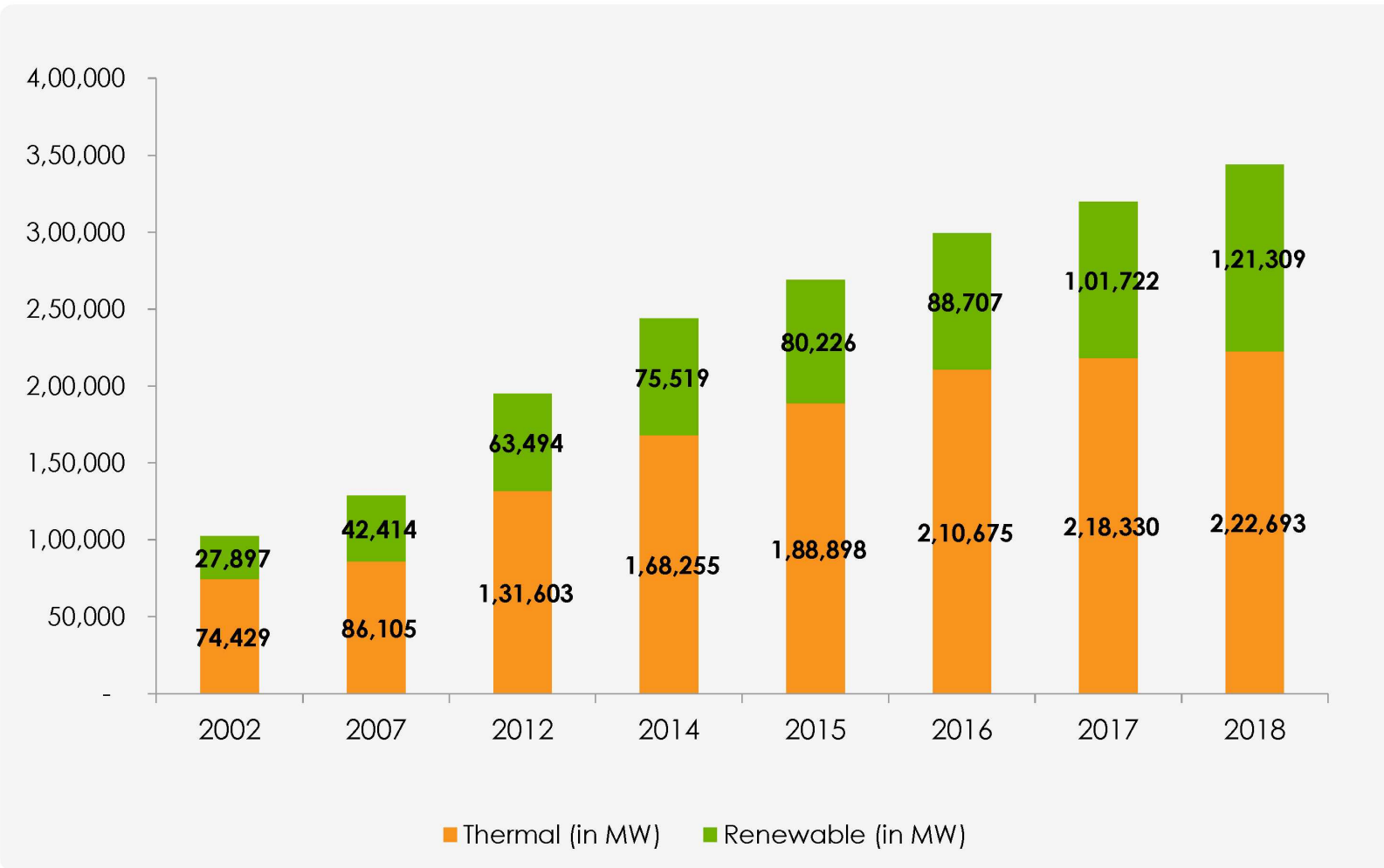




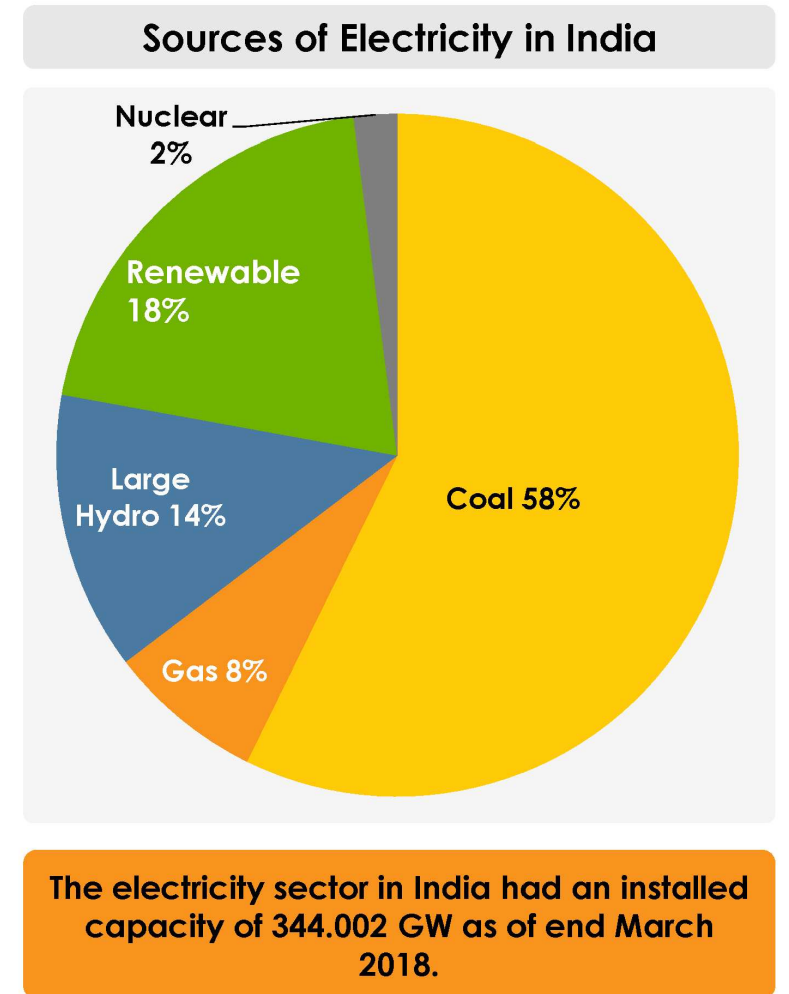
SOLAR INDUSTRY OVERVIEW



Indian Power Scenario



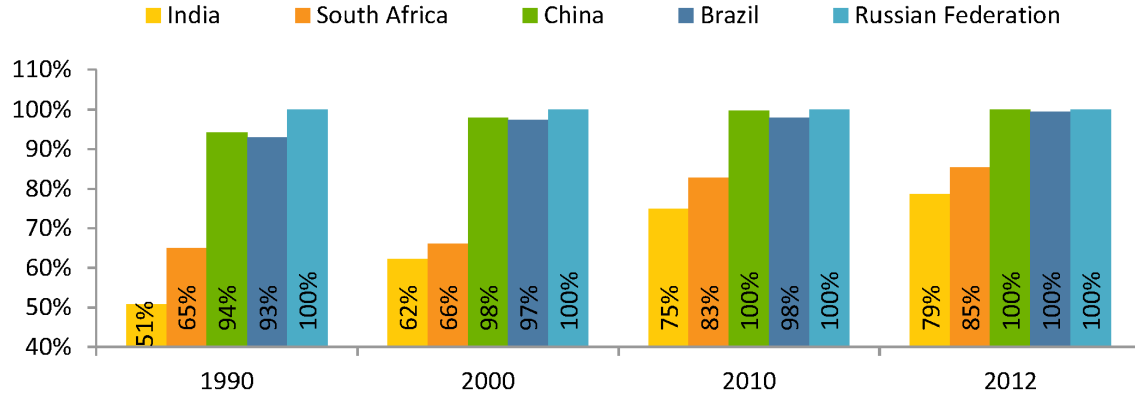
Source: Wikipedia, Power Ministry



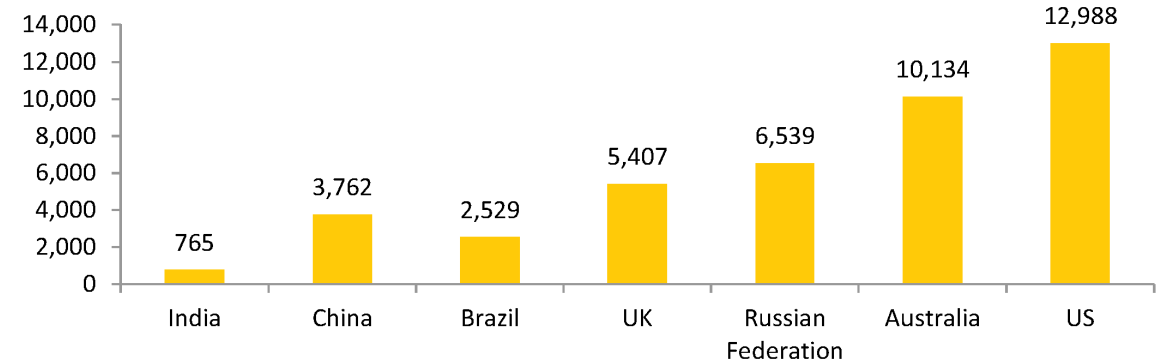
India - Energy Dynamics



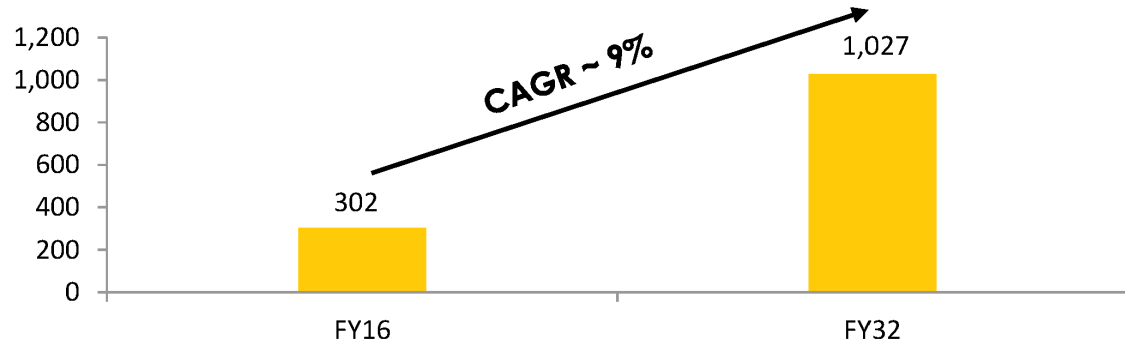
India lags BRICS with only 79% population having access to Electricity ...



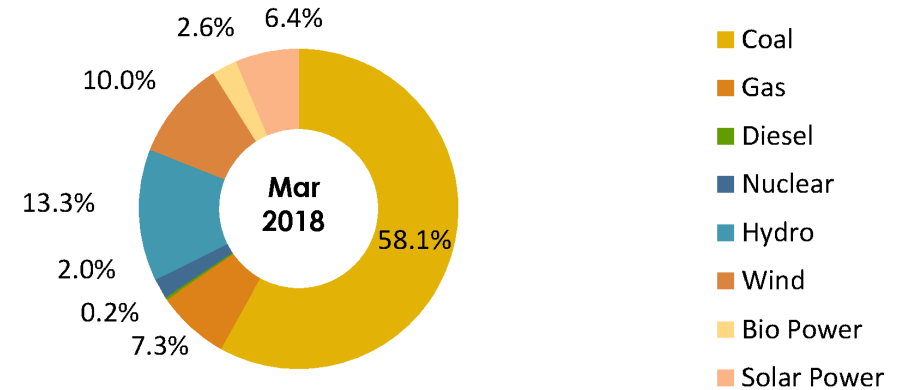
...with one of the lowest per capita electricity consumption...



...which will drive rapid growth in electricity generation (In GWh)



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



India needs additional capacities of 725 GW by 2032 and a substantial part of which should come through RE route

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

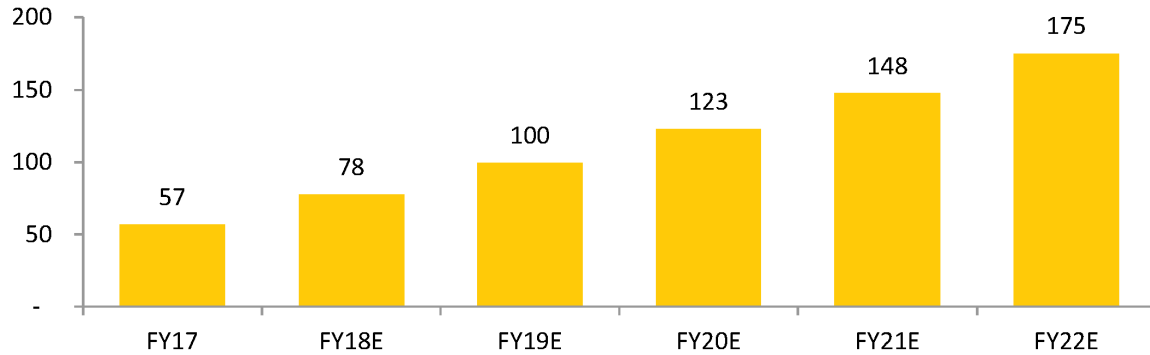
India Renewables – Solar’s Contribution



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

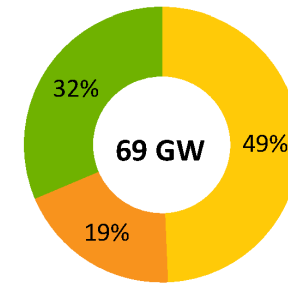
GOI has set targets to achieve 100GW in solar capacities by 2022...

Renewable Energy (GW)

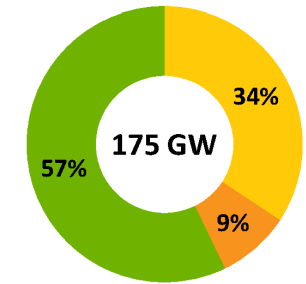


RE break-up in FY18

Proposed RE break-up in FY22

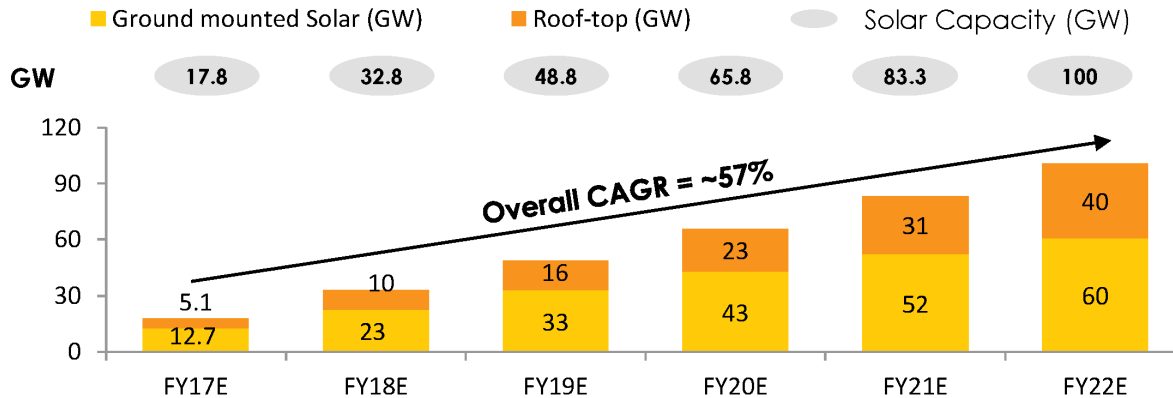


- Wind
- Others
- Solar

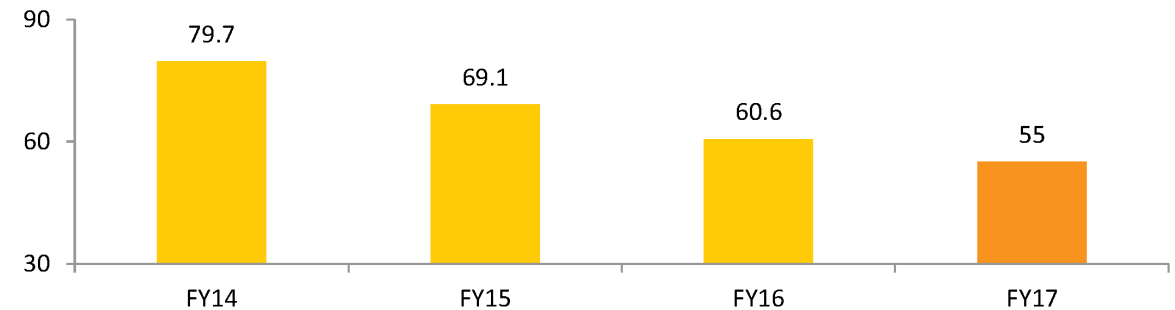


...with emphasis on ground-mounted as well as rooftop...

...supported by falling capital cost of Solar PV project



Capital Cost (INR Mn/MW)



Over the next 6 years the sector will need investment of ~INR 4.7 trillion

Source: Niti Aayog, India Infrastructure Research, March 2017