

K.P. ENERGY LIMITED

CIN: L40100GJ2010PLC059169



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KPEL/INV/PPT/Q4FY23/409

May 19, 2023

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

Ref: **Scrip Code: 539686**

Sub: **Investor Presentation/Key highlights of Q4FY23 performance**

Dear Sir,

Apropos the captioned subject, please find attached herewith the Investor Presentation along with the performance key highlights of the quarter and year ended March 31, 2023.

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

BSE Listed Company



KP ENERGY LIMITED



Earnings Presentation Q4FY23

MAY, 2023



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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 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



1,182.8 MW

Business Pipeline of 830 MW and Projects Under Execution totaling 352.8 MW at various sites

~1 GW

~1 GW cumulative renewable capacity i.e. capacity energized and under execution till date.

18.4 MW IPP

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

830 MW

Business Pipeline of 830 MW

₹ 484 CR

Market Capitalization as of 18th May 2023

1000+

Qualified, experienced and committed team of more than 1000 people, including employees, contractual workmen, labours etc.

352.8 MW

Projects Under Execution totaling 352.8 MW at various sites

616.1 MW

Capacity energized till date including CTU and STU projects

BSE Listed

Scrip Code: 539686

Hybrid

Delivering EPCC solutions for Wind-Solar Hybrid Projects

₹ 442 CR

Highest-ever FY23 Revenue

₹ 44 CR

Highest-ever FY23 PAT

Note – Consolidated Team Strength (230 employees plus and ~800+ contractual employees, workmen & labour), Consolidated Revenue and PBT

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 WTGs, 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 is transferred to the Company.

OUTCOME

Projects are executed on-time and at desired costs.

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 farms developed by KPEL, the company owns power generation assets with a total capacity of 8.4 MW. Further the Company has commissioned a 10 MWdc solar power project.

VALUE DELIVERED

Recurring, annuity revenue stream for the Company.

OUTCOME

Stability of cash flows, in periods with lower capacity additions.

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 WTG



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 wind energy assets of 8.4 MW (4*2.1 MW) capacity
- The Company has recently commissioned a 10 MWdc solar power project



Dual Objectives of becoming an IPP

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

OPERATIONS & MAINTENANCE (O&M)



O&M services

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



Over 530 MW

As of date, KP Energy has over 530 MW under its O&M purview being the projects executed and being developed by KP Energy.



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	Q4 FY23	Q3 FY23	Q4 FY22	YOY% change	FY23	FY22	YOY% change
	Audited	Unaudited	Audited		Audited	Audited	
REVENUE FROM OPERATIONS	148.4	108.2	107.6	38%	437.8	250.4	75%
TOTAL INCOME	151.1	108.5	110.5	37%	442.4	253.8	74%
TOTAL OPERATING EXPENSE	125.4	88.6	100.4	25%	366.8	216.4	69%
EBITDA (EXCLUDING OI AND EI)	23.0	19.9	7.2	222%	71.0	34.0	109%
EBITDA MARGINS %	15.5%	18.4%	6.6%	133%	16.2%	13.6%	20%
INTEREST COST	1.8	1.6	1.1	57%	5.4	4.3	25%
DEPRECIATION AND AMORTISATION	1.3	1.5	1.4	-6%	5.2	5.6	-8%
PROFIT BEFORE TAXES	22.5	16.8	7.5	200%	65.0	27.5	137%
PROFIT AFTER TAXES	15.5	11.7	5.4	185%	43.9	18.3	140%
EPS (₹)	6.9	5.3	1.8	290%	19.7	8.8	124%

75%

FY23 Revenue from Operations at ₹437.8 Crore as compared to ₹250.4 Crore in FY22

109%

FY23 EBITDA at ₹71.0 Crore as compared to ₹34.0 Crore in FY22

140%

FY23 PAT at ₹43.9 Crore as compared to ₹18.3 Crore in FY22

Balance Sheet Summary

(Consolidated)



(₹ In Crores)

Particulars	FY23	FY23
	Audited	Audited
SHAREHOLDERS FUND	127.4	108.4
NON CURRENT LIABILITIES	83.9	88.0
CURRENT LIABILITIES	134.3	145.5
TOTAL	345.6	341.9
NON CURRENT ASSETS	180.6	162.8
CURRENT ASSETS	165.0	179.1
TOTAL	345.6	341.9

Segment Results

(Consolidated)



(₹ In Crores)

Particulars	Q4 FY23	Q3 FY23	Q4 FY22
REVENUES			
EPCC	143.5	106.2	105.1
IPP	3.8	1.1	1.6
O&M	1.2	0.9	0.9
PROFIT BEFORE TAX			
EPCC	21.5	17.8	7.7
IPP	2.3	0.2	1.0
O&M	0.5	0.5	0.0
CAPITAL EMPLOYED			
EPCC	49.4	80.8	83.1
IPP	74.0	27.4	23.0
O&M	4.0	4.0	2.3

Income Statement Summary

(Standalone)



(₹ In Crores)

Particulars	Q4 FY23	Q3 FY23	Q4 FY22	YOY% change	FY23	FY22	YOY% change
	Audited	Unaudited	Audited		Audited	Audited	
REVENUE FROM OPERATIONS	147.3	107.4	107.6	37%	433.8	250.4	73%
TOTAL INCOME	149.9	107.6	110.5	36%	438.4	253.8	73%
TOTAL OPERATING EXPENSE	124.4	88.2	100.4	24%	364.6	216.1	69%
EBITDA (EXCLUDING OI AND EI)	22.8	19.2	7.2	217%	69.2	34.2	102%
EBITDA MARGINS %	15.5%	17.9%	6.7%	132%	15.9%	13.7%	17%
INTEREST COST	1.8	1.6	1.1	57%	5.4	4.3	25%
DEPRECIATION AND AMORTISATION	1.3	1.3	1.1	17%	5.2	4.5	16%
PROFIT BEFORE TAXES	22.4	16.5	7.9	185%	63.2	28.9	118%
PROFIT AFTER TAXES	15.8	11.7	6.0	161%	43.8	20.9	109%
EPS (₹)	7.1	5.3	2.1	243%	19.7	10.0	97%

73%

FY23 Revenue from Operations at ₹433.8 Crore as compared to ₹250.4 Crore in FY22

102%

FY23 EBITDA at ₹69.2 Crore as compared to ₹34.2 Crore in FY22

109%

FY23 PAT at ₹43.8 Crore as compared to ₹20.9 Crore in FY22

Balance Sheet Summary

(Standalone)



(₹ In Crores)

Particulars	FY23	FY23
	Audited	Audited
SHAREHOLDERS FUND	124.0	82.75
NON CURRENT LIABILITIES	78.5	79.50
CURRENT LIABILITIES	136.0	145.40
TOTAL	338.5	307.6
NON CURRENT ASSETS	181.2	124.89
CURRENT ASSETS	157.3	182.76
TOTAL	338.5	307.6

Segment Results

(Standalone)



(₹ In Crores)

Particulars	Q4 FY23	Q3 FY23	Q4 FY22
REVENUES			
EPCC	143.5	106.2	105.1
IPP	3.8	1.1	1.6
O&M	-	-	0.9
PROFIT BEFORE TAX			
EPCC	21.9	17.9	8.0
IPP	2.3	0.2	1.0
O&M	-	-	0.0
CAPITAL EMPLOYED			
EPCC	50.0	81.6	57.5
IPP	74.0	27.4	23.0
O&M	-	-	2.3

Note – FY23 onwards O&M business has been transferred to Wholly-Owned Subsidiary i.e. KP Energy OMS Limited.

Result Discussion



The Company has achieved highest ever quarterly top line in Q4FY23. Revenue from infrastructure development has shown a ~35% growth as compared to Q3FY23.

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

₹ 15.44 Cr Q4FY23 Net Profit

The consolidated net profit for the current quarter is reported at INR 15.44 Crs as against that of INR 11.74 Crs in Q3FY23 which reports an increase of 32%.

₹ 43.86 Cr FY23 Net Profit

For the year ended March 31, 2023, consolidated Net Profit stands at INR 43.86 Cr, which indicates growth of ~124% compared to corresponding year ended March 31, 2022. The company has reported highest ever bottom line in FY 2022-23.

₹ 3.79 Cr Q4FY23 Revenue from Sale of Power

The revenue from sale of power enhanced from INR 1.12 Crore in Q3FY23 to INR 3.79 Crore in Q4 FY23. For the FY 2022-23 it is stood at INR 9.90 Crore as compared to FY 2021-22 which is 7.88 Crore.

10 MWdc Solar Power Project

The company has installed 10MWdc Solar Power Plant under IPP (Independent Power Producer) segment which will enhance the annuity-based income for the company.

Independent Power Producer (IPP) – 100 MW Vision

KP Energy is also planning to enhance its own power generating portfolio. The Company has installed 10MWdc solar power project under IPP segment and the green energy generated shall be sold to the C&I (Commercial and Industrial) customers through the third-party sale mechanism under Open Access. The company is planning to achieve installation of 100MW of own power generating assets under IPP segment by calendar year 2025.

Strong Pipeline Under CTU and STU

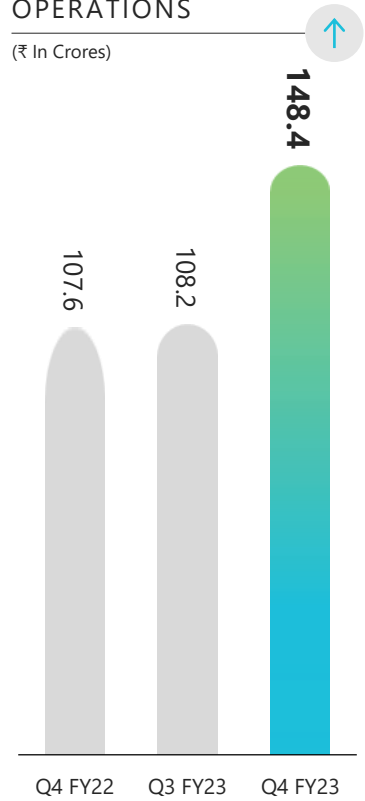
The Company has strong business pipeline for development of the wind solar standalone and hybrid power projects under CTU and STU. The Company is in advance stage of discussion with renowned IPP for development of CTU connected large scale project in state of Gujarat which shall further support to achieve continuous growth in revenue from EPC activities.

Q4FY23 Financial Highlights



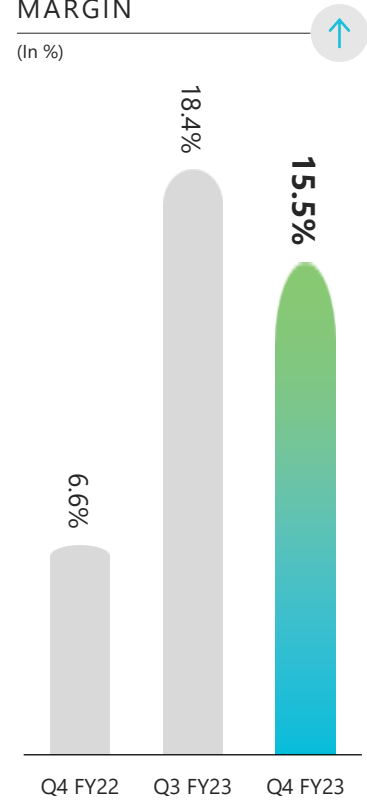
REVENUE FROM OPERATIONS

(₹ In Crores)



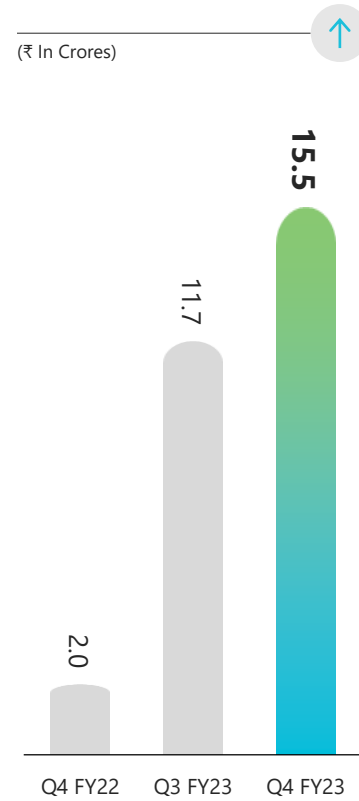
EBIDTA MARGIN

(In %)



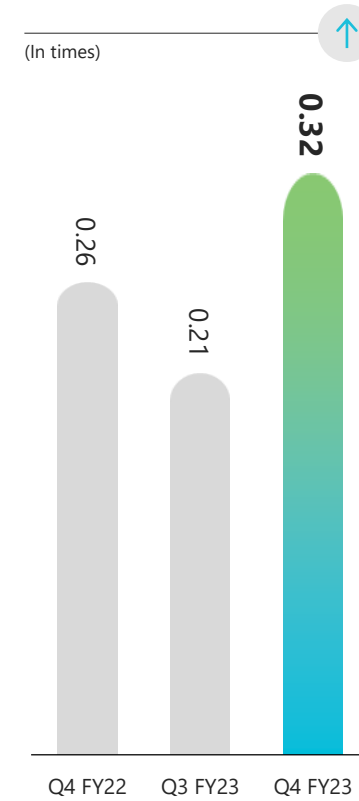
PAT

(₹ In Crores)



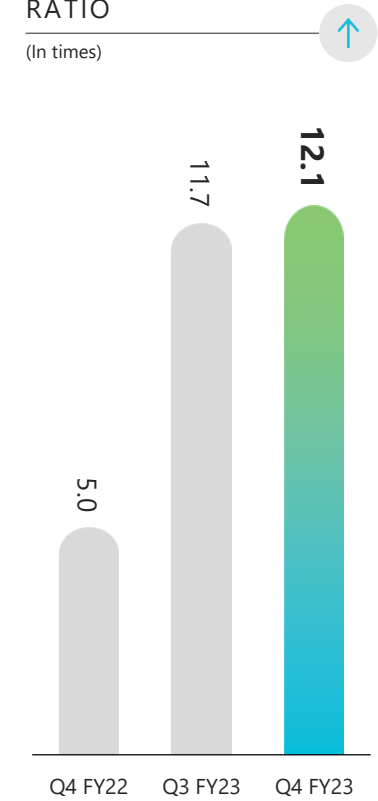
DEBT TO EQUITY

(In times)



INTEREST COVERAGE RATIO

(In times)



Note – Consolidated figures

Execution Performance

(1/3)

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

Project status as of the quarter ended March 31, 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

- 68% Pole Erection work completed
- 61% 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 80% of locations where erection activities are initiated



WTG FOUNDATION AND ERECTION

- WTG foundation works for 90% locations have been completed
- 78% WTG erection work is completed
- **Project is in advance stage of phase wise commissioning and 81.9MW/39 WTGs have been commissioned**

Execution Performance

(2/3)

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

The Company has 60MW hybrid power evacuation permission at Mahuva-Bhungar Site. It has initiated development activities and executed contracts with customers. The status of the Project is as below:



66Kv EHV LINE

- The 66Kv EHV Line has been constructed and charged.



60 MW HYBRID 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
- 80% Stringing work completed
- 100% RSJ Pole received at site



ACCESS ROADS

- Civil Road work completed for 100% of locations
- Mechanical Roads completed for 81% locations.



WTG FOUNDATION AND ERECTION

- Foundation works for 100% locations have been completed
- 81% WTG erection work is completed
- **Project is scheduled to be commissioned by Q1FY24**

Execution Performance

(3/3)

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

The Company has 140MW hybrid power evacuation permission at Mahuva Fulsar Site. It has initiated development activities and executed contract with customer. The status of the Project is as below:



66Kv EHV LINE

- 68% Tower foundation work has been completed
- 55% Tower erection work has been completed
- 40% Stringing work has been completed



140 MW WINDFARM POOLING SUBSTATION

- PSS land acquisition is completed
- Designing of the Project has been concluded
- Power Transformer has been received
- 80% of the Control room building civil works completed
- 60% switch yard works completed



33 KV INTERNAL NETWORK

- 100% RSJ Pole received at site
- 40% Pole erection work completed



ACCESS ROADS

- Civil Road work completed for 70% of locations for phase-I
- Mechanical Roads work in progress



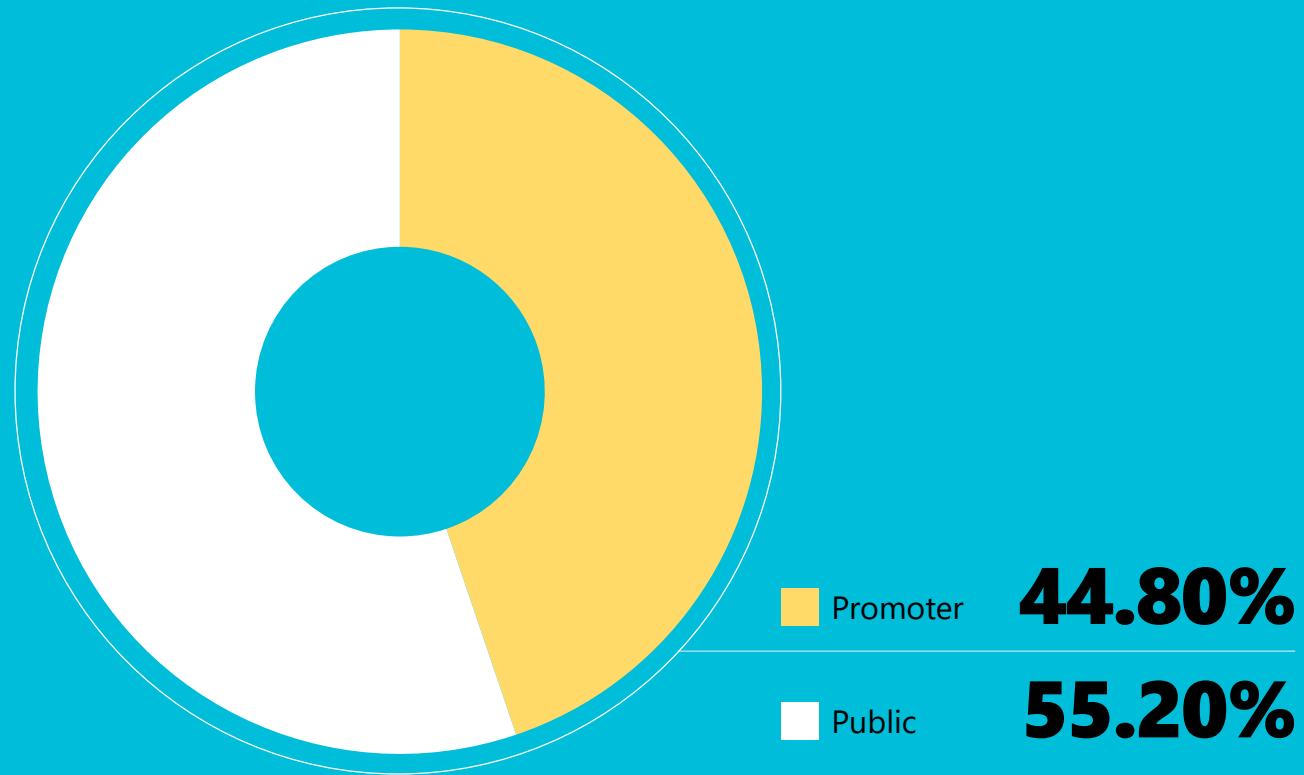
WTG FOUNDATION AND ERECTION

- Foundation works for 100% locations have been completed
- Logistics mobilization for erection activities is under progress
- **Project is scheduled to be commissioned by Q1FY24**

Market Statistics



SHAREHOLDING SUMMARY FOR KP ENERGY LIMITED



Shareholding Data as on 31st March 2023

CURRENT MARKET PRICE	₹ 218
52 WEEK HIGH/LOW	₹ 244/74
MARKET CAPITALIZATION	₹ 484 Cr
SHARES OUTSTANDING	2.22 Cr
BSE SCRIP CODE	539686

Market Price Data as on 18th May 2023

Contact Us



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