
Genus Power Infrastructures Limited

Q1FY18 Standalone Financial Snapshot

- **Orderbook of Rs. 706 Crores vs. Rs. 685 Crores in Q4FY17**
- **Sales stood at Rs. 182.82 Crores**
- **EBITDA stood at Rs. 21.91 Crores; EBITDA Margin of 12.0%**
- **PBT excluding Other Income of Rs. 12.22 Crores vs. Rs. 2.31 Crores in Q4FY17**

Genus Power Infrastructures Limited – Rs. In Crores			
Particulars	Q1FY18	Q4FY17	Q-O-Q
Net Revenue	182.82	144.59	26.4%
EBITDA	21.91	11.89	84.2%
Margin (%)	<i>12.0%</i>	<i>8.2%</i>	<i>380bps</i>
PBT (Excluding Other Income)	12.22	2.31	429%
PAT	14.23	14.48	-1.7%

Jaipur – August 14th, 2017 – Genus Power Infrastructures Ltd., a leading Metering solutions provider & manufacturer for the Power Distribution Industry, announced its Financial Results for the Quarter ended June 30, 2017.

- Revenue stood at Rs. 182.82 Crores for Q1FY18 vs. Rs. 144.59 Crores in Q4FY17
- EBITDA of Rs. 21.91 Crores for Q1FY18. EBITDA margin stood at 12%
- PAT for Q1FY18 stood at Rs 14.23 Crores with PAT Margin of 7.8%

Order Book:

- Our Consolidated Order Book stands at Rs. 706 Crores as on 30th June 2017, which was Rs. 661 Crores at 30 June 2016. Our consolidated order book as on 31st March 2017 stood at Rs. 685 Crores
- We have witnessed a good traction of domestic orders and also received an export order for smart meters during the quarter. We expect to add further new orders as the year progresses
- We expect to execute the current ECC order book over period of 4-5 quarters

Industry Update:

As per CEA Data, India's electricity requirement grew 2.5% YoY to 11.42 lakh million units in the FY17 from 11.14 Million Unit of FY16. The growth was 4.2% from FY15 to FY16. India's power deficit dropped to a historical low below 1% supported by capacity added over the last few years in electricity generation, adequate coal stocks and transmission facilities. The demand-supply gap for power in the period between April 2016 and March 2017 was at 0.7%, down from 2.1% in FY16, CEA data showed. Power deficit in the western and southern region of the country over a period has come close to zero.

However, the AT&C losses has reduced to 19.68% in FY17 as compared to 24% in FY16. Hence, to gain benefits of power generation, the losses on distribution side needs to be reduced drastically. Low metering / billing / collection efficiency, pilferage and tampering of meters have been the contributors to AT&C losses. Hence, the meter is one of the most pivotal equipment in the entire power distribution chain.

To improve the financial health of the DISCOM's, GOI had come up with a scheme called as "UDAY." However, there was a view that the central government will purchase the meters and other distribution equipment's on behalf of all states. Hence the lack of clarity with regards to procurement policy between the state and the central government, led to slow down in the tendering for the meters. Post resolution of this confusion, there was an offtake in orders during the latter half of the financial year 2016-17. All the major DISCOM's of the country are covered under the fold of UDAY. Progress on operational issues has varied.

The government has plan to roll out a Rs 17,000 crore scheme in a fresh push to universalize electricity access. Aimed at providing electricity access to every rural household, the scheme named Sasti Bijli Har Ghar Yojana may target around 40 million unelectrified households.

Uday Scheme update: Till date, 26 states and 1 UT till date have signed MOU's with the central govt. to participate in the scheme. All the major DISCOM's of the country are covered under the fold of UDAY. Progress on operational issues has varied and feeder metering has done better the DT metering. Smart metering has been a non—starter virtually. Under the scheme, Power distribution companies which are under the stress has shown a sign of recovery by saving around 14,000 Crores led by reduction in interest and purchasing cost. Overall the Cost Cut and tariff hike has provided a temporary relief.

Under, the IPDS Scheme, Ministry of Power had rolled out a strategy, for Advanced Metering Infrastructure (Smart Meters), wherein the smart meters are to be installed for the consumers with monthly consumption of 500 units and more and in the next phase consumers with consumption of 200 units or more need to have smart meters by end of 2019. However, the implementation has not yet gathered the required pace.

Earnings Release



Meter Industry is highly dependent on demand from power utilities which account for ~71% of market. Demand for tariff meter dominates the market with ~80% market share, however going forward it is estimated that India would need 130 million smart meters.

Implementing smart meters is one of the operational performance parameters of the UDAY scheme in which most states are lagging. Uday portal showed that only 1% of the overall target of 1.7 crore smart meters has been met so far. Hence, the opportunity for tapping the same is still high.

Business Update

Received an order for smart meters from Uttar Gujarat Vij Company Ltd (UGVCL) which serves a consumer base for more than 3 million in Northern Gujarat.

Commenting on the performance Mr. Jitendra Kumar Agarwal, Joint Managing Director, Genus Power Infrastructures said

'We have witnessed positive business scenario under the metering business which has gained momentum with an improved pace of tendering and installation.

Our order book stands at Rs. 706 Crores and has witnessed sustainable inflow of orders over the quarters.

The GOI thrust on reducing AT&C losses to below 10% within 1 year, will provide further momentum to the business. On the back of the government schemes to reduce distribution losses and commitment towards 24x7 power supply, we are excited and ready to grab the opportunity.

We have been focusing towards the exports business from the developing countries and have so far received a very positive response. We believe in coming years, exports would be significant contributor to our business.

With our ability to supply smart technology related products, we are committed to make Smart Cities and Smart Grid possible in India.'

About Genus Power Infrastructures Ltd:

Genus Power Infrastructures Ltd, started in 1995, is amongst the largest players in India's electricity metering solutions industry, with ~27% market share. Company is market leader in various kinds of meters and has developed 'smart metering solutions', with in house R&D centre. Company also has engineering, construction, and contracts (ECC) division which complements the existing meters business. Company has manufacturing plants across Jaipur, Haridwar and Guwahati with a total installed capacity of over 10 million meters. Our key customers include the major State electricity boards (SEB's) and private utilities.

Safe Harbor :

This document may contain forward-looking statements about Genus Power Infrastructures Limited, which are based on the beliefs, opinions, and expectations of the company's management as the date of this press release and the companies do not assume any obligation to update their forward-looking statements if those beliefs, opinions, expectations, or other circumstances should change. These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict. Consequently, readers should not place any undue reliance on such forward-looking statements.

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For more information about the Company and its businesses, please visit our website

www.genuspower.com