

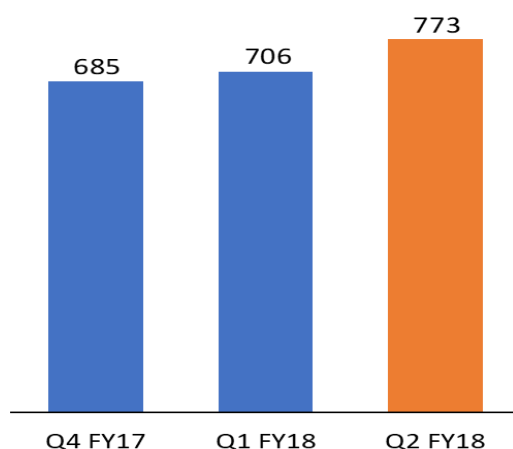
## Genus Power Infrastructures Limited

### Sustained Momentum in the Business

- **Order Book position of Rs. 773.22 Crores**
- **H1 FY18 Revenue of Rs. 349 Crores**
- **EBITDA of Rs. 37.71 Crores**
- **PAT of Rs. 23.16 Crores**

**Jaipur – August 11<sup>th</sup>, 2017** – Genus Power Infrastructures Ltd., a leading Metering solutions provider & manufacturer for the Power Distribution Industry, announced its Financial Results for the Quarter ended September 30, 2017.

#### Order Book:



- We have been witnessing a good traction of domestic orders and we have 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 a period of 4-5 quarters

The consolidated revenue for H1 FY18 stood at Rs. 349.07 Crores as against Rs. 314.14 Crores in H1 FY17 recording a growth of 11.1% YoY led by improved offtake in the tendering for meters

The revenues for Q2FY18 was impacted due to GST implementation leading to subdued sales in July. For the existing orders of the pre-GST regime, In some of the states on implementation of GST we did not get the adjustment of excise, so our EBITDA margins has declined in this quarter. We expect this impact to wane out as the balance portion of Fixed Price contract is ~Rs. 50cr which will be fully executed in Q3FY18.

## Earnings Release



The company reported EBITDA of Rs. 37.71 Crores for H1 FY18. EBITDA margin stood at 10.8%

The Profit after Tax for H1 FY18 stood at Rs. 23.16 Crores

### Industry Update:

EESL, had released a tender for procurement of 5 million smart meters on behalf of Haryana and UP SEB's. In the recently conducted, reverse auction, Genus Power has emerged as a L2 bidder for the supplies of smart meters. State run entity has emerged as L1 bidder with a marginal difference between L1 and L2 bids. Historically, order quantities is divided among 2 or more bidders and we expect the trend to continue for this bidding as well.

### Business Update

- During the quarter company has entered into an agreement with Global Utilities Management Co. (GUMCO), Nigeria to assist them as a technical partner in the establishment of Meter Assembling & Testing Unit. The unit will cater to developing West African market and also cater to developing West African markets on case to case basis. Company, has also signed an intent for order with GUMCO for supply of Energy meters worth Rs. 20 Crores as per the specific requirement of the Discom.
- Received an order for supply of Smart Meters from CESC Kota, worth Rs. 27.50 Crores

### Commenting on the performance Mr. Rajendra Kumar Agarwal, Managing Director & CEO, Genus Power Infrastructure said

'Our metering order book has witnessed a strong growth on the back of the positive business environment. Going forward, we expect the momentum in the business to sustain with improved tendering for smart meters.

The success of EESL tender for smart meters would allow other SEB's to come forward with smart metering tenders.

We have been focusing towards the exports business and have recently entered into a technical agreement with a Nigerian company, opening up the doors for capitalising on large opportunities in the Nigerian market as well. We believe in coming years, exports would be significant contributor to our business.

Margins would improve going forward with improved execution and better economies of scale. With our ability to supply smart technology related products, we are committed to make Smart Cities and Smart Grid possible in India.'

## Earnings Release

### **About Genus Power Infrastructure 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.

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

[www.genuspower.com](http://www.genuspower.com)

### **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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