

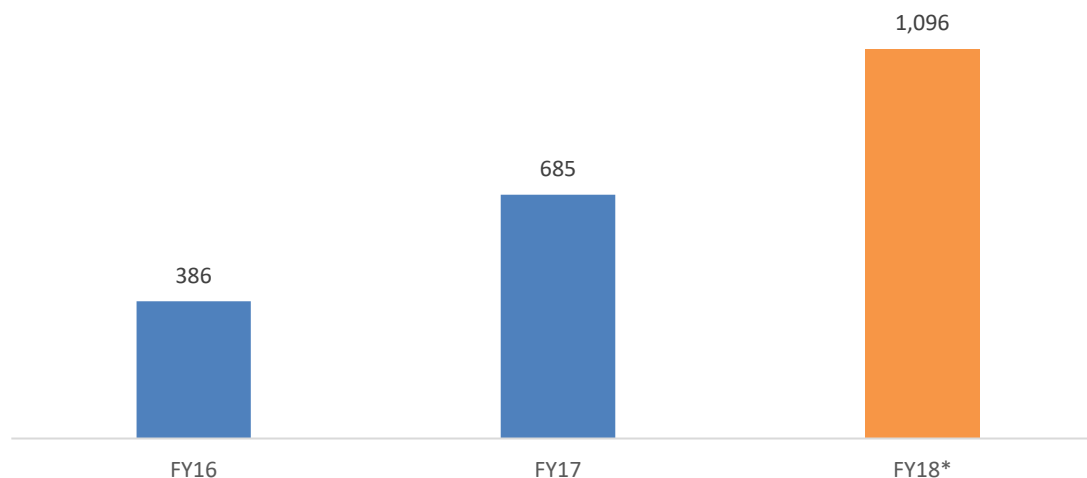
Genus Power Infrastructures Limited

Sustained Momentum in the Business

- **Increasing Order Book (net of tax): at Rs. 1,096 Crores**
- **FY18 Revenues at Rs. 835 Crores, 30% YoY growth**

Jaipur – 12th May 2018 – Genus Power Infrastructures Ltd., a leading Metering solutions provider & manufacturer for the Power Distribution Industry, announced its Financial Results for the Quarter and year ended March 31st, 2018.

Increasing Order Book (Rs. In Crores):



*net of tax

- We have been witnessing a good traction of domestic orders and we have received orders for smart meters, DT metering orders, LT, CT & HT metering orders and others during the year
- We expect to execute the current ECC order book over a period of 3-4 quarters

Financial Snapshot:

Rs. In Crs	Standalone					Consolidated		
	Q4FY18	Q4FY17	YoY	Q3FY18	QoQ	FY18	FY17	YoY
Net Revenue	285.8	144.6	97.7%	200.2	42.8%	835.1	642.4	30.0%
EBITDA	35.2	11.9	196.0%	20.1	75.0%	93.0	86.6	7.4%
<i>Margin%</i>	<i>12.3%</i>	<i>8.2%</i>		<i>10.0%</i>		<i>11.1%</i>	<i>13.5%</i>	
PBT	26.4	13.8	90.5%	18.0	46.9%	108.1	76.7	41.0%
<i>Margin%</i>	<i>9.2%</i>	<i>9.6%</i>		<i>9.0%</i>		<i>12.9%</i>	<i>11.9%</i>	
PAT	15.2	14.5	4.8%	13.2	14.8%	84.5	64.5	31.0%
<i>Margin%</i>	<i>5.3%</i>	<i>10.0%</i>		<i>6.6%</i>		<i>10.1%</i>	<i>10.0%</i>	

Standalone Quarterly Highlights:

- The Net Revenue stood at Rs. 285.8 Crs for Q4FY18 as against Rs. 144.6 Crs in Q4FY17 up by 97.7% YoY led by improved order inflow and better execution of both Metering and ECC orders
- EBITDA stood at Rs. 35.2 Crs for Q4FY18 with a margins of 12.3%, as against margins of 8.2% in Q4FY17. The expansion in margins was on account of higher order execution, leading to better absorption of fixed costs
- PBT stood at Rs. 26.4 Crores for Q4FY18, as against Rs. 13.8 Crores in Q4FY17 up by 90.5%

Consolidated Yearly Highlights:

- The Net Revenue stood at Rs. 835.1 Crs for FY18 as against Rs. 642.4 Crs in FY17 up by 30.0% YoY led by 1,000+ Crs order inflow in FY18
- PAT stood at Rs. 84.5 Crs for FY18 as against Rs. 64.5 Crs in FY17 up by 31.0%
- Company has recommended a dividend of 41% (i.e. Rs. 0.41 per equity share of FV of Rs. 1 each)

Industry Update:

Meter Industry is gaining traction as live tender has surge up significantly during the last one year. Specifications required by each tender are quite different with distinctive features. Smart meter as well as legacy meters are in good demand across India as all SEB's are pushing for upgrade.

Business Update

- Won an order for Supply and Maintenance of 10,000 DT Meters worth ~Rs. 54 Crores from Jharkhand Bijli Vitran Nigam Limited
- Won an order for Supply, Installation & Commissioning of 30,000 LT, CT & HT Meters worth ~Rs. 125 Crores under the government schemes of IPDS and DDUGJY
- Company received BIS Certification for its Smart Meters, the only smart meters to have received this certification

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

'As a leader in metering industry, we are pleased with the way business has shaped during the last financial year. There is a large order traction that the industry is witnessing across the country and as a leader we are confident of continuing on the growth path.

During the year, we were pleased with some of the differentiating orders that we received, thereby allowing us to bring forward the technological competency that the company possesses. This gives us the confidence of playing a significant role in this digitization phase of the country.

Exports has been the area of focus and we have been following it up aggressively in some of the untapped developing markets. Exports would be a significant contributor to our business in the coming years.

With current order book, revenue visibility is high. However, we are determined towards further improving our margins & execution.'

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

Safe Harbor:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further details please contact:

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