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### **Business Overview**





# Genus Power Sector Leadership



- Incorporated in 1992, Part of \$400 mn Kailash Group
- Over 2 decades of experience in electricity metering solutions industry

- Largest player in India's electricity meter industry
- ~27% market share in Meter Industry
- ~70% market share in Smart Meters



- Empanelled with 40+ different utilities across the country
- 42mn+ Meters installed
- Capability to undertake turnkey power projects up to 400 KV

- Top-notch In-house R&D recognized by Govt of India
- 25,000 Sq. Mtrs of Integrated Manufacturing
- Annual Production capacity of 10 Mn+ meters





- Production of Electronic **Energy Meters**
- Established Single & Three Phase Electronic Energy Meters
- Multi-functional & Multitariff Meters launched

1996 - 1999

- AMR / Pre-payment Meter/ DT Meter launched
- Ventured into Power Distribution Management **Projects**
- Manufacturing facility at Haridwar commissioned

2005 - 2009

- Deployed Smart Metering Solution at Shapur (Junagarh) PGVCL – India's First Smart Village Project
- Implemented India's first End to End Smart Metering Solution at Kala Amb (Himachal Pradesh) HPSEB's Smart Grid Pilot Project with Alstom

2014 - 2016

#### 2000 - 2004

- R&D recognized by Government of India
- Lean Manufacturing with help of TBM consultants, USA
- Increased product range of electronic energy meters

#### 2010 - 2013

Launched meter with integrated APFC, Smart Meters, smart street light management system, Group Metering etc



# **Genus** Experienced Management Team





Mr. Ishwar Chand Agarwal **Executive Chairman** 



Mr. Kailash Chandra Agarwal Vice-Chairman, Non-Executive, Non-Independent



Mr. Rajendra Kumar Agarwal **Managing Director and CEO** 



Mr. Jitendra Kumar Agarwal Joint Managing Director



Dr. Giriraj Nyati **COO - Metering Solution** 



Mr. R Viswanathan Executive VP - Marketing



Dr. Anukram Mishra Executive VP - Technology



Mr. Nathu Lal Nama Sr. VP - Finance & Accounts



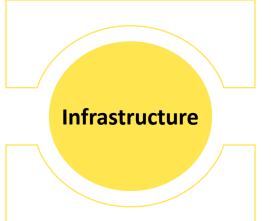
Mr. Rajbir Sharma Sr. VP - Projects



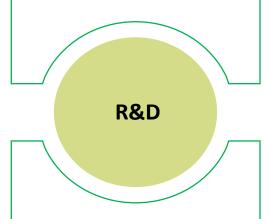
Mr. Ranvir Singh Rathore VP - R&D







CAD, Dies and Mold designs, Molding, Automated SMT lines, Lean Assembly techniques and the state-ofthe-art manufacturing facilities with complete forward and backward integration



In-house R&D Centre, recognised by Ministry of Science and Technology, the Government of India and accredited by National Accreditation Body for **Testing Labs** 

# **Certifications**

CMMI level 3 Company Accredited with - ISI, KEMA, SGS, STS, ZIGBEE, UL, DLMS etc., which is amongst the highest in Indian Metering **Solutions Industry** 



Armed with long-term, highly-experienced and best-in-class technologist, engineers and executives



### **US** Business Verticals



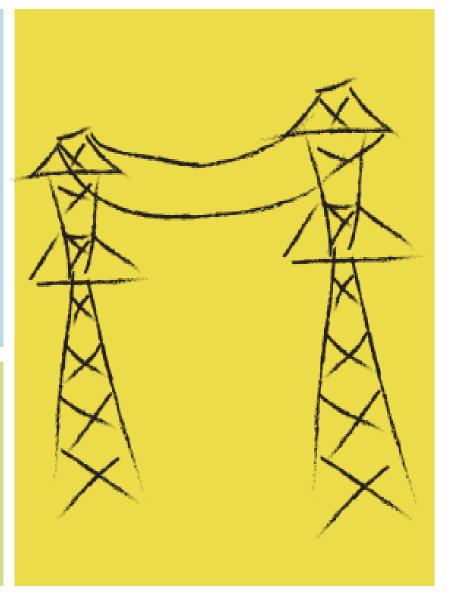
#### **SMART METERING SOLUTIONS**

Offers a wide spectrum of Smart Metering Solutions, that includes High End Multifunction Single Phase and Three Phase Meters, CT Operated Meters, ABT & Grid Meters, Distribution Transformer (DT Meters), Pre-payment Meters, Gas Meter, Smart Street Light Management Solution, Net- Metering Solution for rooftop Solar, Data Concentrator, Energy Management solution for Building Management and DC Metering Solution, etc

Genus specializes in providing end-to-end metering solutions (AMI) with communication modules and software under its Smart Energy Management Solution

#### **ENGINEERING, CONSTRUCTIONS AND CONTRACTS (ECC)**

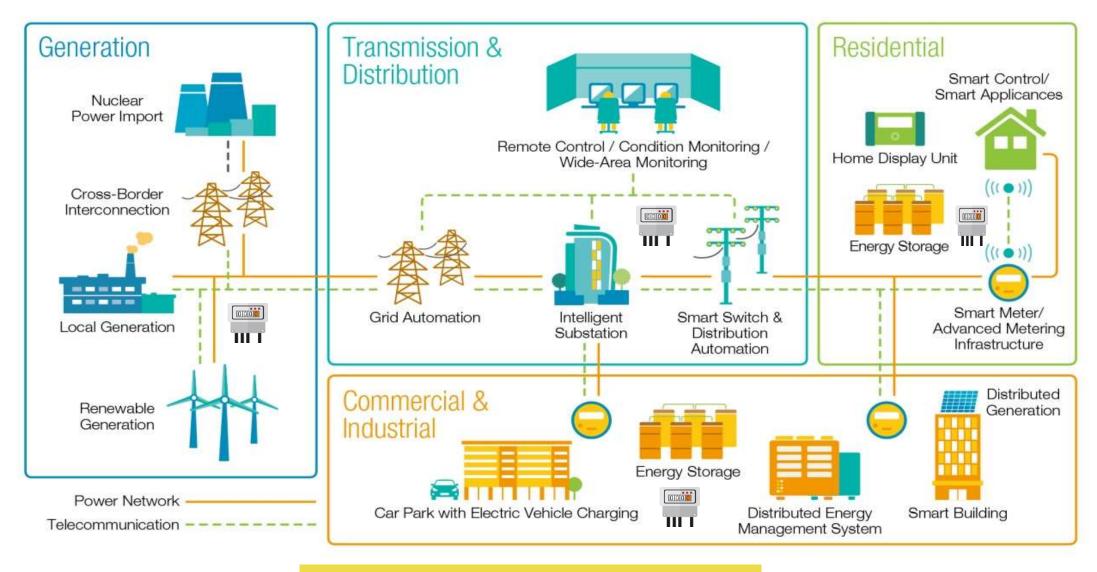
- Customized and turnkey (ECC) solutions to the Power Transmission and Distribution (T&D) sector
- Under the turnkey ECC solutions, Genus offers One Stop Total Solution of Metering, Engineering & Construction from 'Concept to Commissioning' with distinctive specialization in Smart Metering Solution & Advance Metering Infrastructure





### **End to End Energy Management Solutions**







# **enus** Diversified Product – Market Mix





#### **RESIDENTIAL & COMMERCIAL**

- Meters with communication capability
- Single / Three Phase Smart Meters
- Net Meters
- Smart Street Light Management System
- Group Metering



#### **INDUSTRIAL**

- LT / HT CT Meter with Integrated Communication
- Meters with Automatic Power Factor Controller
- ABT Meter
- Smart High end Meters



#### **PREPAYMENT SOLUTION**

- Single Phase Prepayment Meter
- Three Phase Prepayment Meter
- Dual prepayment Solution
- Prepaid Vending Software
- DIN Rail Prepayment Meter
- On-Line "Pre-paid" Metering Solution



# **Genus** Diversified Product – Market Mix





#### **DISTRIBUTION TRANSFORMER**

- **Thread Through Metering** Solution for Distribution Transformer
- Smart DT Meter with **Integrated Communication**



#### **OPEN ACCESS / GRID**

Grid & Sub-Station Meter (ABT Complaint)



#### **CALIBRATION EQUIPMENT**

- Single Phase Portable Reference Meter
- Three Phase Portable Reference Meter

### **Engineering Construction & Contracts**



#### **ECC Division**

- Provides total engineering and construction solution from "Concept to Commissioning"
- Offers turnkey solutions of MV, HV & EHV sub-stations & transmission lines and execute turnkey jobs up to 420 KV

#### **Leveraging on Strength**

- More than 20 years of experience in Indian Power distribution sector
- Engineered Energy meter solutions backed up with in-house R&D and technological prowess

#### **Complements the Metering Business**

- Increased implementation of Smart metering solution
- Higher sales growth under metering division
- Margin expansion
- Gain Market share

#### **Current Projects under implementation**

- 220 KV transmission line and substation in Jharkhand
- 🞽 132 KV D/C transmission line and substation in Jharkhand
- 🎽 230/110 KV AIS substation in Tamil Nadu
- Rural electrification work in Uttarakhand under R-APDRP
- Rural electrification work (including feeder segregation) in Western UP under DDUGJY scheme



### **Balanced Client Mix**



































































## Manufacturing Assets at Glance





R&D Centre and Corporate Office, Sitapura, Jaipur



Ramchandrapura, Jaipur



Haridwar, Uttaranchal



Haridwar, Uttaranchal



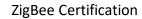
Guwahati, Assam



# Genus Quality Certifications









**DLMS** certification



**Bureau Veritas** 



**QSI Certification** 



National Accreditation Board for **Testing and Calibration Laboratories** 



**KEMA Certification** 



R&D Lab recognized by MSD, GOI



Silver Certificate by Frost & Sullivan



**IEC Certifications** 



**C-Dot Certifications** 



**STQC Certifications** 



**DLMS Certification for Meters** 



**EMC Certifications** 



IECQ for quality of components



CMMI Level 3 Company



## **Business Outlook**





# **Enus** AT&C Losses in India are Three Times the Deficit





 Theft is the one of the main causes of the high losses. Theft occurs in several ways, viz: by tapping power lines and tempering / by-passing meter etc

- Meters play a vital role in reduction of AT&C Losses
  - Replacement of defective meters by tamper proof electronic meters / smart meters
  - AMI / Smart metering to the consumer for reduction of commercial losses and billing and collection ease
- Smart meter has the following capabilities:
  - Smart Meters and AMI Meters have communication capability
  - It can register real time or near real time consumption of electricity or export both.
  - Read the meter both locally or remotely
  - Remote connection or disconnection of electricity
  - Remote communication facilities through GSM / GPRS / RF etc





### Government's Thrust on Metered Power for All





- DISCOMS had accumulated losses of Rs. 3.8 Trillion and Debt of Rs. 4.3 Trillion
- To improve the operational efficiency and reduce AT&C losses
- Smart Metering solutions, upgradation of transformers and meters
- Improved financial health of DISCOM's would help in lower operating cost and reduce working capital cycle of equipment suppliers
- Till date 27 states and 1 UT has participated in the scheme



#### **Integrated Power Development Scheme**

A Priority Programme of Govt. of India

- Planned outlay of Rs. 326 Billion
- Strengthening of sub-transmission network to reduce AT&C losses
- Metering & implementation of IT application to reduce commercial losses
- Smart Meters be installed for all consumers with consumption of above 200 units by 2019



#### **DEENDAYAL UPADHYAYA GRAM JYOTI YOJANA**

(Scheme of Govt. of India for Rural Areas)

- Planned outlay of Rs. 760 Billion
- Electrification to all villages
- Feeder separation (Rural households & agricultural)
- Strengthening of sub-transmission & distribution infrastructure including metering at all levels (input points, feeders and distribution transformers)
- Metering to reduce the Losses

Source: Various Article



Source: Various Article

### **Metering Opportunity**





As per the, notification by power ministry, dated 8<sup>th</sup> September 2016 :

- Mandatory rollout of Smart Meters, for consumers with monthly consumption of 500 units and more at the earliest by 31st Dec 2017
- Mandatory rollout of Smart Meters, for consumers with monthly consumption of 200 units and more at the earliest by 31st Dec 2019

#### **METERING OPPORTUNITY**

india has 200 million legacy meters

There are plans to install up to 130 million smart meters by 2021

#### **GOVERNMENT INVESTMENT**

- TheThe government is planning to invest up to \$21 billion till 2025 in smart grid technologies
- The smart cities initiative is targeting 100+ cities in India, out of which 20 have been declared and work for them will start in the next month or two
- More than 14 smart grid pilots have been launched in cities across India, to push smart solutions in Power Generation & Distribution Industry



### Smart Meter is the Future



#### **Latching Switch**

Smart meters will have a kill switch which will close off the utility supply. The kill switch will be operated via Internet. This will give power to utility providers to start and stop the supply at the click of a button

#### **Increased customer involvement**

As all the data collected will be uploaded on the Internet the customers will be able to access it using their smart phones application. This will give them a clear idea about daily, hourly and even per-minute consumption, and how it is billed

#### **Prepaid Schemes**

Customers will be able to recharge their meters to the amount of energy usage and consume only that much. As the meters are smart, they will remind the consumer when the balance is running low, or when a larger than normal chunk is being used. This will help consumers save money, and take the load of billing off the local body

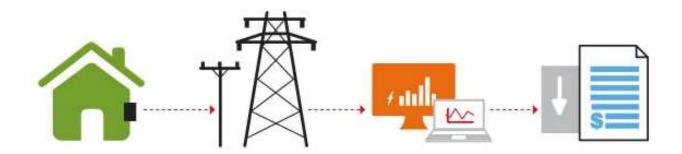
#### **Consumption Patterns**

As consumers will be able to access the data on their mobile phones / tablets / PCs, they will be able to cut their expenses using simple strategies. For example not using water heaters or electric irons during peak hour

#### What are Smart Meters?

Smart meters are remarkably different from electronic meters. While electronic meters only measure the amount of utility used, a smart meter is used to measure the utility and then transmit the reading without any human intervention

- ✓ Allowing utilities to introduce different prices for different consumption during different season
- ✓ Control devices with two-way communication between the meter and the central system



Source: Various Article



# **Genus** Smart Meter as Game Changer



#### Four ways to recharge Uttar Pradesh's power sector

8<sup>th</sup> May 2017

The magnitude of the task at hand can be gauged from the fact that by 2019, Uttar Pradesh has to (1) nearly double its electricity-sector asset base, (2) plug in 11.2 million households, (3) formalize and meter around 8.4 million households with access to electricity, (4) meter another 6.8 million registered rural consumers, (5) halve AT&C losses even as losses get re-estimated after metering goals are achieved, (6) ensure round-the-clock supply to all consumers, and (7) achieve a financial turnaround

100% metering of all existing and upcoming consumers should be done on a war footing. This will help plug theft, revenue leakage and ensure that discoms get more money from the same set of consumers.

Goyal links '24x7 Power' with consumer honesty

11th June 2017

"He also added that the Centre and the state are committed to resolving Uttar Pradesh's power sector distress through smart metering and crackdown on power theft."



Excepts from News Articles on **SMART METER** as **GAME CHANGER** 

Lower tax on coal under GST will bring down power tariffs: Pivush Goval

11<sup>th</sup> June 2017

"He also said that the central government could offer any amount of long-term, lowcost funding to states to implement smart metering of households."

Power minister Piyush Goyal said: "Smart meters, which are crucial for a roof-top solar power plant which is connected to the grid to sell surplus power, can be a game changer. He pitched for wider use of smart electricity meters and urged the electrical equipment industry to come up with innovations that suit the domestic consumer as the country strives to use energy efficiently"

Tata Power Delhi Distribution Ltd. is now installing 200,000 smart meters and is planning to scale it up to 1.5 million in five to six years, while Reliance Power Ltd-owned BSES Yamuna Power Ltd and BSES Rajdhani Power Ltd, which supply electricity in Delhi, are also installing smart meters for customers in phases

Piyush Goyal pitches for wider use of smart electricity meters

23<sup>rd</sup> Jan 2017

Source: Various Article



# **Genus** Geared to Ride the Growth Wave







# **Financial Performance**

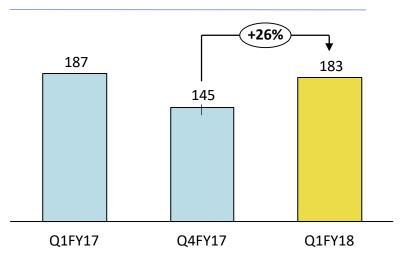




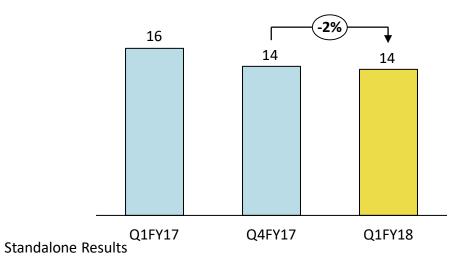
# **Genus** Business showing Improving Trend



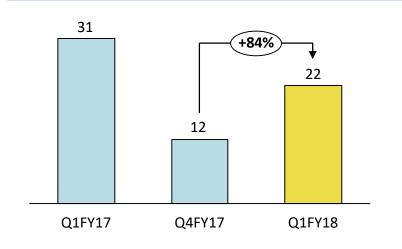
Revenue (Rs. Crores)



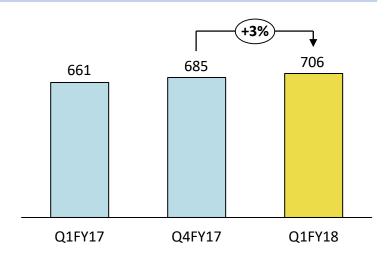
PAT (Rs. Crores)



EBITDA (Rs. Crores)



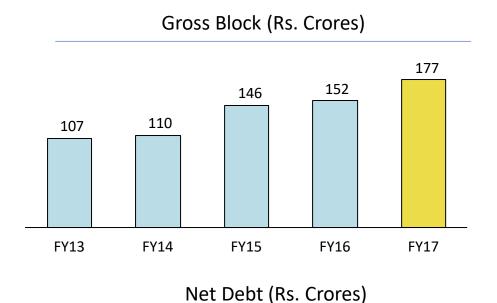
Order Book (Rs. Crores)



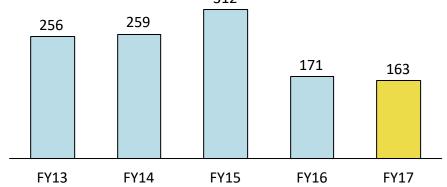


# Genus Disciplined Capital Management

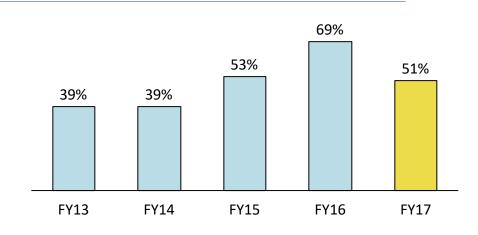




312 259 256 171 163



Capacity Utilisation (%)

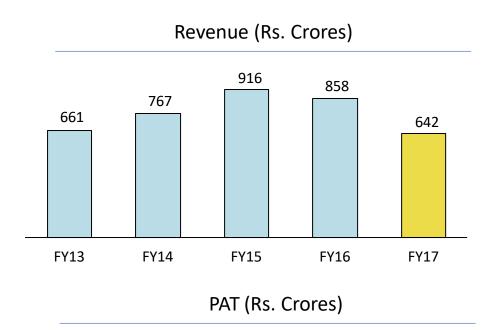


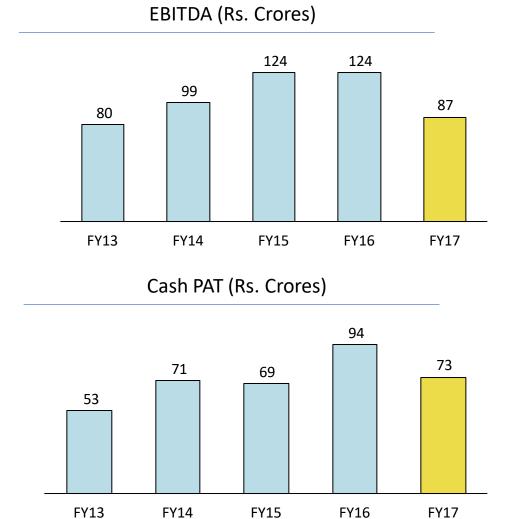
Dividend (% of Face Value)

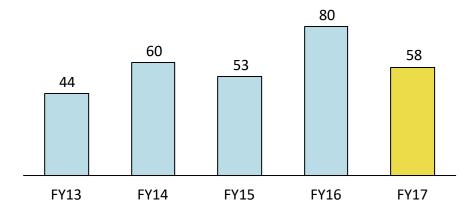


# Genus Balanced Business Results







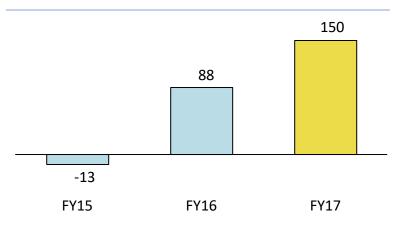




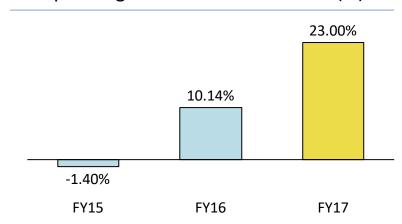
### **Positive Cashflow Generation**



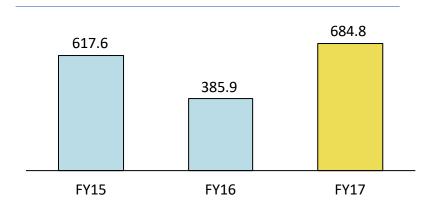




#### Operating Cash flow to Sales ratio (%)



#### Total Order Book (Rs. Crores)





# Genus Standalone Profit & Loss Statement



Particulars (Rs. In Crs)	Q1FY18	Q4FY17	Q-o-Q	Q1FY17	FY17
Total Revenue	182.82	144.59	26.4%	185.26	642.37
Cost of Material Consumed	117.11	97.11		115.05	409.72
Employee Expenses	19.48	21.09		17.74	74.35
Other Expenses	24.34	14.51		21.87	71.71
EBITDA	21.91	11.89	84.2%	30.61	86.59
EBITDA (%)	12.0%	8.2%		16.5%	13.5%
Other Income	6.20	11.54		2.51	24.00
Depreciation	4.20	3.78		3.74	15.35
EBIT	23.90	19.65	21.6%	29.38	95.25
EBIT (%)	13.1%	13.6%		15.9%	14.8%
Finance Cost	5.48	5.81		6.91	24.87
Profit before Tax	18.42	13.85		22.47	70.37
Tax	4.19	-0.63		6.21	12.46
Profit after Tax	14.23	14.48	-1.7%	16.26	57.91
PAT %	7.8%	10.0%		8.8%	9.0%
EPS	0.55	0.56		0.68	2.25





Particulars (Rs. Crores.)	Mar-17	Mar-16
Shareholder's Fund	704.49	655.46
Share Capital	25.72	25.68
Reserves & Surplus	678.77	629.77
Non-current Liabilities	20.38	19.76
Long-term Borrowings	1.05	1.26
Other Long Term Liabilities	6.83	3.70
Long Term Provisions	12.50	14.79
Current Liabilities	356.67	383.85
Short-term Borrowings	218.86	214.97
Trade Payables	94.21	110.46
Other Current Liabilities	40.48	54.72
Short Term Provisions	3.12	3.70
Total Liabilities	1,081.54	1,059.06

Particulars (Rs. Crores.)	Mar-17	Mar-16
Non-current Assets	347.86	338.35
Fixed Assets	163.53	140.42
Long-term Loans and Advances	53.42	53.61
Deferred Tax assets	45.93	48.42
Other Non-current Assets	14.40	18.12
Non-current Investments	70.58	77.78
Current Assets	733.68	720.70
Current Investments	194.50	101.71
Inventories	116.04	117.57
Trade Receivables	330.46	414.63
Cash and Bank Balances	56.79	61.92
Short-term Loans and Advances	5.70	5.96
Other Current Assets	30.20	18.91
Total Assets	1,081.54	1,059.06



# Genus Consolidated Profit & Loss Statement



Particulars (Rs. Crores.)	FY17	FY16
Net Revenue	642.37	857.65
Raw Material	408.82	564.03
Employee Expenses	65.70	65.96
Other Expenses	81.26	104.11
EBITDA (Inc Other income)	86.59	123.56
EBITDA Margin (%)	13.48%	14.41%
Depreciation	15.35	13.99
Other Income	30.33	26.43
EBIT	101.57	136.00
EBIT Margin (%)	15.81%	15.86%
Finance Cost	24.87	28.88
Profit Before Taxation & Exceptional Items	76.70	107.13
Exceptional Income / Expenses	-	2.36
РВТ	76.70	109.48
Tax	12.46	20.46
PAT	64.23	89.02
Share of profit from Associate	0.28	0.05
Net Profit	64.51	89.08
Net Profit Margin(%)	10.0%	10.4%
EPS	2.81	4.19





Particulars (Rs. Crores.)	Mar-17	Mar-16
Shareholder's Fund	669.54	614.15
Share Capital	22.96	22.93
Reserves & Surplus	646.57	591.22
Non-current Liabilities	20.38	19.76
Long-term Borrowings	1.05	1.26
Other Long Term Liabilities	6.83	3.70
Long Term Provisions	12.50	14.79
Current Liabilities	356.67	383.85
Short-term Borrowings	218.86	214.97
Trade Payables	94.21	110.46
Other Current Liabilities	40.48	54.72
Short Term Provisions	3.12	3.70
Total Liabilities	1,046.58	1,017.75

Particulars (Rs. Crores.)	Mar-17	Mar-16
Non-current Assets	348.13	338.36
Fixed Assets	163.53	140.42
Long-term Loans and Advances	53.42	53.61
Deferred Tax Asset	45.93	48.42
Other Non-current Assets	14.40	18.12
Non-current Investments	70.85	77.79
Current Assets	698.45	679.39
Current Investments	159.27	60.16
Inventories	116.04	117.57
Trade Receivables	330.46	414.63
Cash and Bank Balances	56.79	62.15
Short-term Loans and Advances	5.70	5.96
Other Current Assets	30.20	18.91
Total Assets	1,046.58	1,017.75







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