

Genus Power Infrastructures Limited

Sustained Momentum in the Business

- **Order Book (net of tax): at Rs. 974 Crores**
- **Q1FY18 Revenues at Rs. 238.6 Crores, 30.5% YoY growth**

Jaipur – 28th July 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.

Financial Snapshot:

Rs. In Crs	Standalone		
	Q1FY19	Q1FY18	YoY
Net Revenue	238.6	182.8	30.5%
EBITDA*	31.1	21.9	42.1%
<i>Margin%</i>	<i>13.0%</i>	<i>12.0%</i>	
PBT^	16.5	12.4	33.4%
<i>Margin%</i>	<i>6.9%</i>	<i>6.8%</i>	
PAT	14.4	14.2	1.1%
<i>Margin%</i>	<i>6.0%</i>	<i>7.8%</i>	

* EBITDA excludes unrealized MTM Foreign exchange loss

^ PBT excludes other income

Standalone Quarterly Highlights:

- The total order book stood at Rs. 974.2 Crores at end of June 30, 2018
- The Net Revenue stood at Rs. 238.6 Crs for Q1FY19 as against Rs. 182.8 Crs in Q1FY18 up by 30.5% YoY led by better execution of both Metering and ECC orders
- EBITDA stood at Rs. 31.1 Crs for Q1FY19 with a margin of 13.0%, as against margins of 12.0% in Q1FY18. The expansion in margins was on account of higher order execution, leading to better absorption of fixed costs
- PBT stood at Rs. 16.5 Crores for Q1FY19, as against Rs. 12.4 Crores in Q1FY18 up by 33.4%
- PAT stood at Rs. 14.4 Crs for Q1FY19 as against Rs. 14.2 Crs in Q1FY18. PAT on account of lower other income in Q1FY19 is flat on YoY basis

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

- During the quarter, we have started supplies for the Smart Meter Order received from EESL
- We have recently received an LOI for supply of 6LowPAN AMR enabled smart meters in Maharashtra. The Order would be worth Rs. 92.34 Crores

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

'We are pleased with our performance during the quarter. The execution cycle has improved and we are confident of maintaining our order executions in the coming quarters as well. However, our operational performance during the quarter was impacted due to foreign exchange movement.

At an industry level we are witnessing good traction in orders for smart meters and as a leader we are confident of continuing on our growth journey.

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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