

## Genus Power Infrastructures Limited

### Sustained Momentum in the Business

- **Order Book (net of tax) at Rs. 1,401 Crores**
- **H1 FY19 Standalone Revenues at Rs. 461.9 Crores, 32.3% YoY growth**

**Jaipur – 23<sup>rd</sup> October 2018** – Genus Power Infrastructures Ltd., a leading Smart Metering solutions provider & manufacturer for the Power Distribution Industry, announced its un-audited Financial Results for the Quarter and half year ended September 30, 2018.

#### Financial Snapshot:

Rs. In Crs	Standalone					
	Q2 FY19	Q2 FY18	YoY	H1 FY19	H1 FY18	YoY
<b>Net Revenue</b>	<b>223.4</b>	<b>166.2</b>	<b>34.4%</b>	<b>461.9</b>	<b>349.1</b>	<b>32.3%</b>
EBITDA*	26.0	15.1	72.3%	57.2	36.8	55.4%
<b>Margin%</b>	<b>11.7%</b>	<b>9.1%</b>		<b>12.4%</b>	<b>10.6%</b>	
PBT^	12.4	7.0	76.8%	28.9	19.2	50.4%
<b>Margin%</b>	<b>5.6%</b>	<b>4.2%</b>		<b>6.3%</b>	<b>5.5%</b>	
Reported PAT	12.4	8.9	38.6%	26.8	23.2	15.6%
<b>Margin%</b>	<b>5.5%</b>	<b>5.4%</b>		<b>5.8%</b>	<b>6.6%</b>	

\* EBITDA excludes unrealized MTM Foreign exchange loss / (gains)

^ PBT excludes other income

#### Standalone Quarterly Highlights:

- The total order book stood at Rs. 1,401 Crores (net of tax) at end of September 30, 2018
- The Net Revenue stood at Rs. 461.9 Crs for H1 FY19 as against Rs. 349.1 Crs in H1 FY18 up by 32.3% YoY led by better execution of both Metering and ECC orders
- EBITDA excluding the unrealized MTM Forex loss / (gains) stood at Rs. 57.2 Crs for H1 FY19 with a margin of 12.4%, as against margins of 10.6% in H1 FY18. H1 FY19 witnessed an unrealized MTM forex loss of Rs. 4.8 Crs as against a gain of Rs. 0.7 Crs in H1 FY18
- PBT excluding other income stood at Rs. 28.9 Crores for H1 FY19, as against Rs. 19.2 Crores in H1 FY18 up by 50.4%
- Reported PAT stood at Rs. 26.8 Crs for H1 FY19 as against Rs. 23.2 Crs in H1 FY18 up by 15.6%

### **Business Update**

- Recently won an order from state-owned utility for implementation of Advanced Metering Infrastructure (AMI) including supply of 4.31 lakh smart meters. The value of the order is pegged at ~Rs. 312 Crores (net of tax)
- Set up an Advanced Metering Infrastructure (AMI) lab at the recently established Smart Grid Knowledge Centre (SGKC) of Power Grid Corporation of India Limited (PGCIL). The SGKC is a resource centre for providing technical support in all technical matters, including development of technical manpower, capacity building, outreach, suggesting curriculum changes in technical education etc

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

“We are pleased with our performance for the first half of the financial year 2019. The supplies for the EESL order have gathered pace during the quarter. The overall business environment has remained positive, despite the challenges of increasing raw material prices on the back of rising crude prices and strengthening of dollar.

Our robust manufacturing process and improving order execution cycle have helped us bring in operational efficiencies leading to expansion in our operating margins for H1 FY19. At an industry level we are witnessing good traction in orders for smart meters, which is reflected in our strong order inflow.

We are witnessing significant traction in our exports business which has contributed Rs. 28 Crs in H1 FY19. Our robust order inflow in exports business will contribute significantly over the coming quarters.”

## **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:**

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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