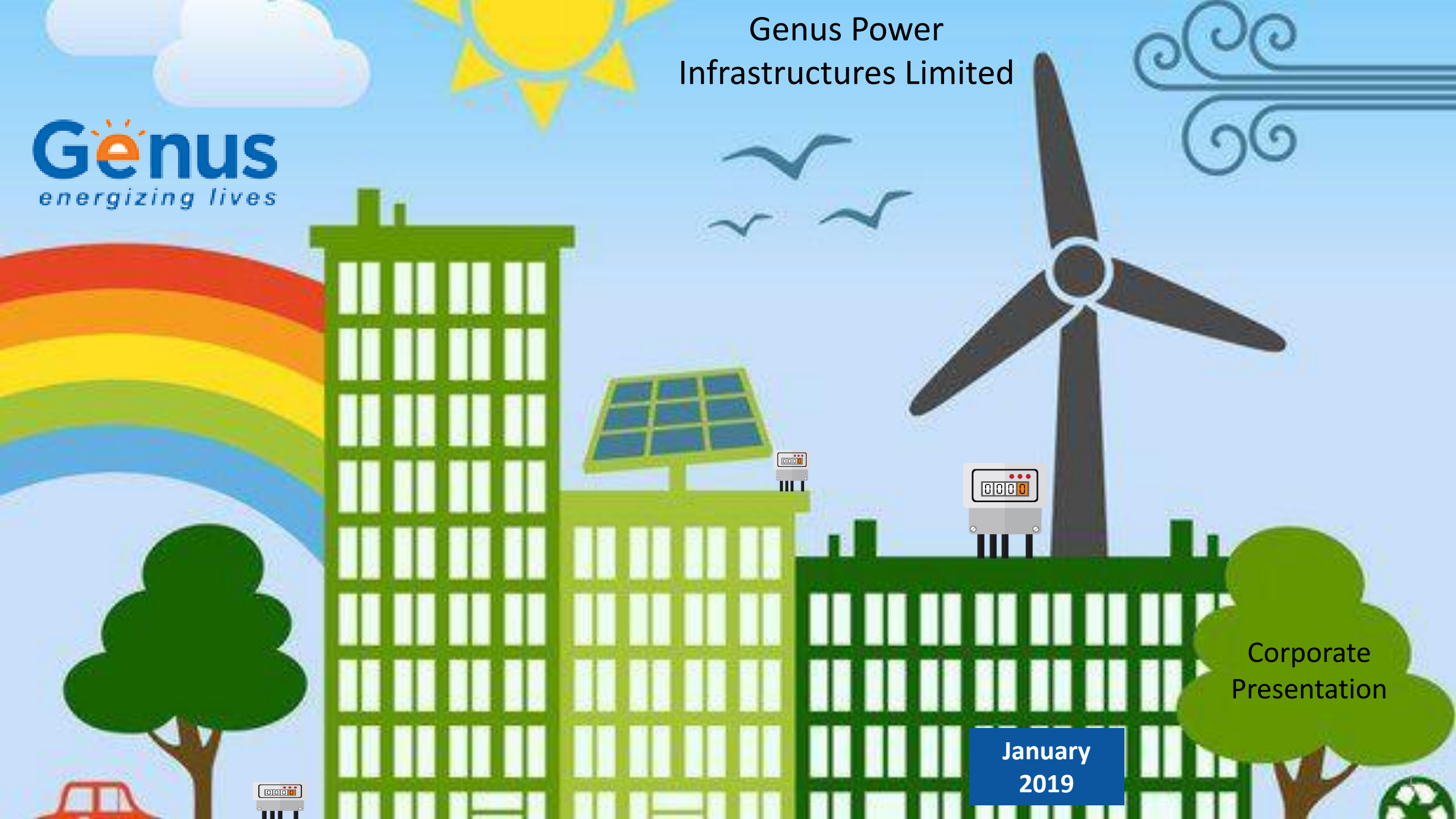


Genus Power Infrastructures Limited

Genus
energizing lives

Corporate
Presentation

January
2019





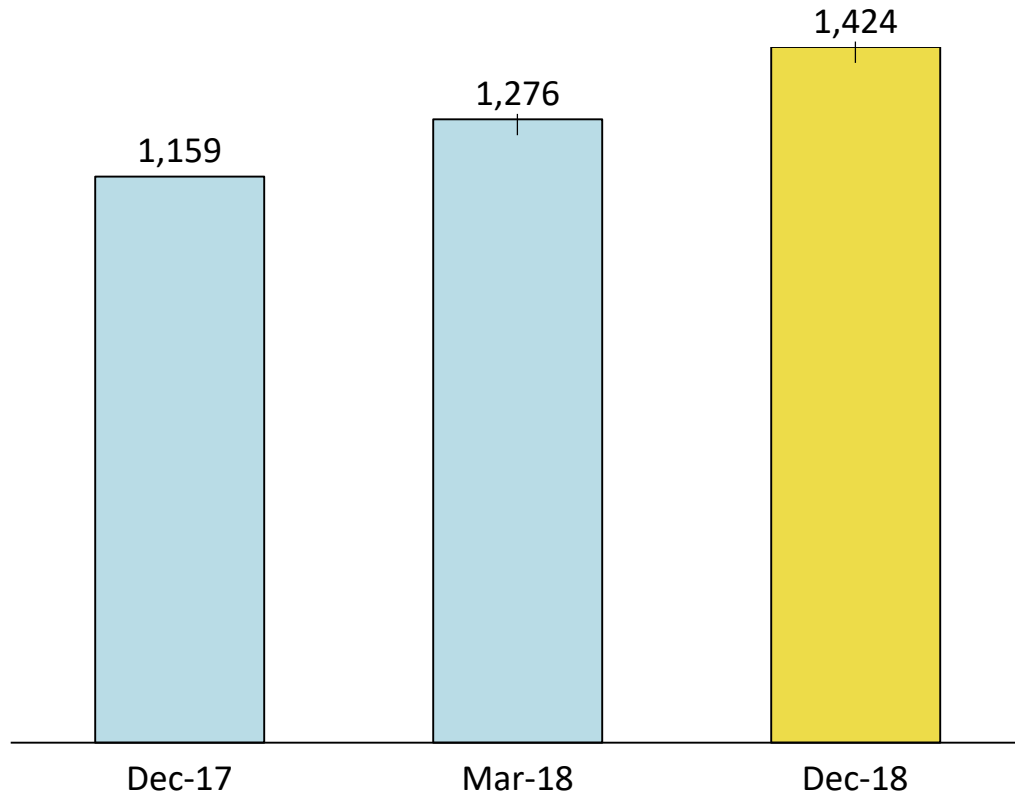
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Order Book (Rs. Crores)

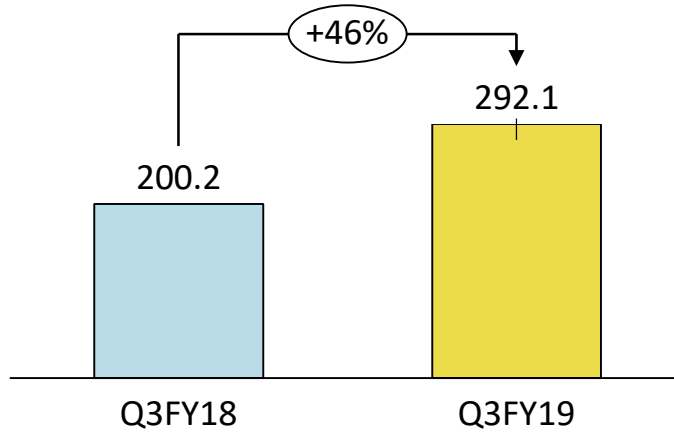


Business Updates:

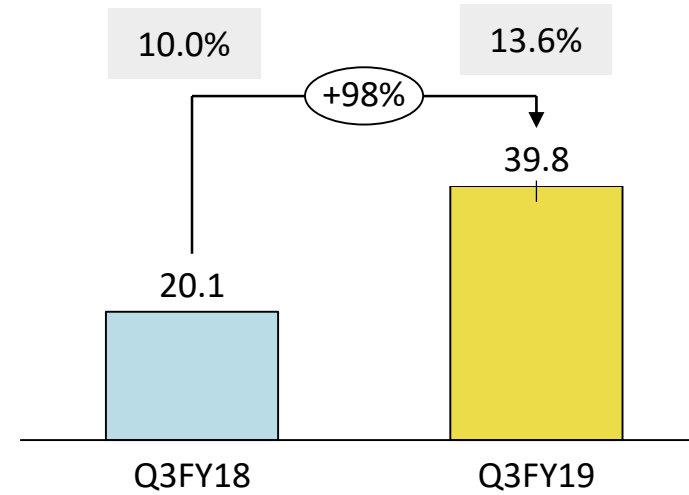
- We have started supplies for the first EESL order, received in 2017
- The order book is at all time high and we expect this to grow further with sustained momentum in the tendering
- Improved execution cycle has resulted in revenue growth and increased capacity utilizations, leading to higher margins



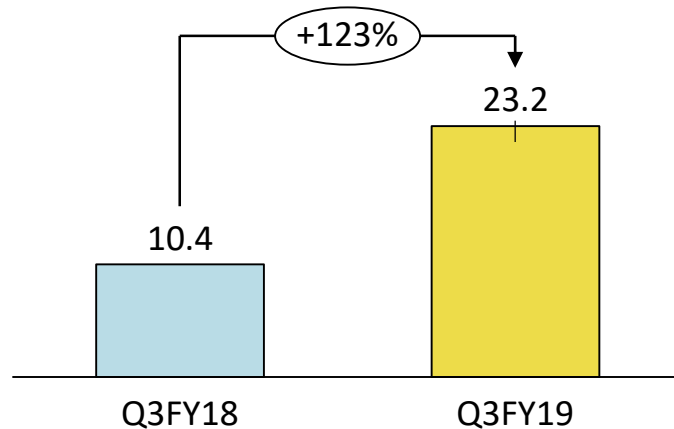
Revenue (Rs. Crores)



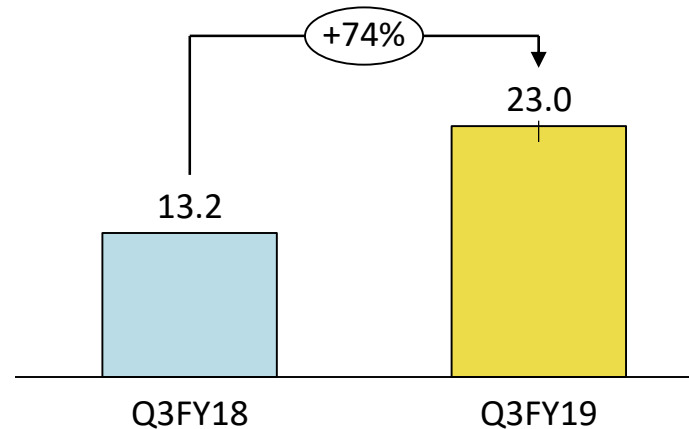
EBITDA* (Rs. Crores)



PBT^ (Rs. Crores)



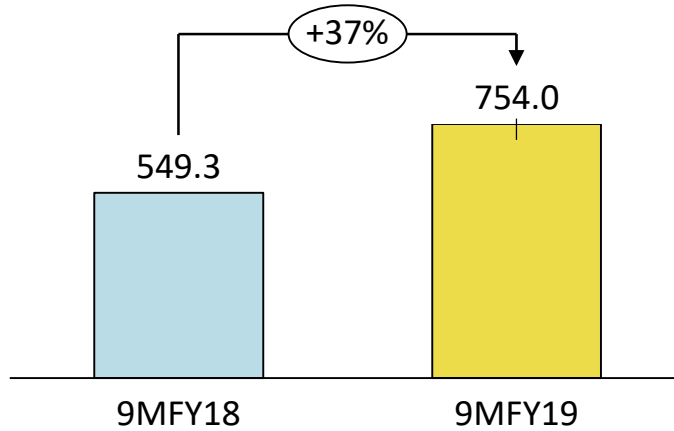
PAT (Rs. Crores)



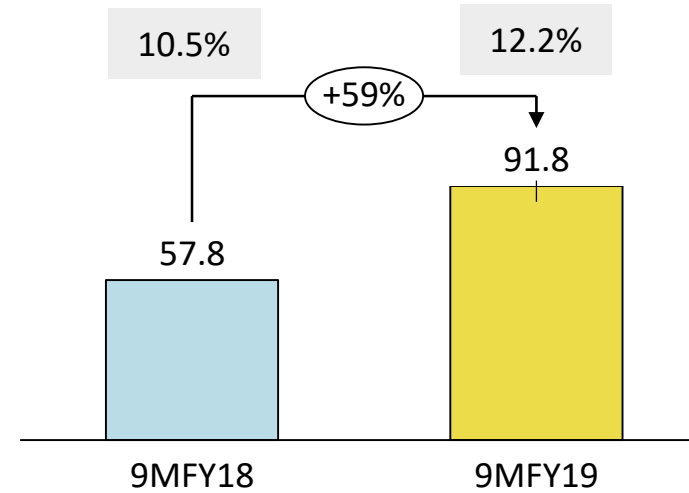
Margins



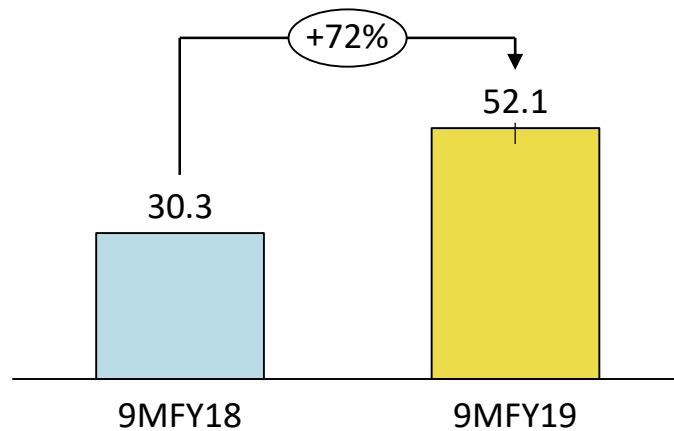
Revenue (Rs. Crores)



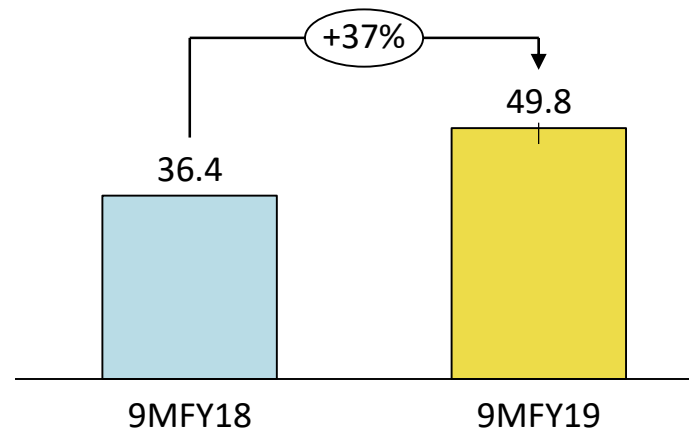
EBITDA* (Rs. Crores)



PBT^ (Rs. Crores)



PAT (Rs. Crores)



Margins

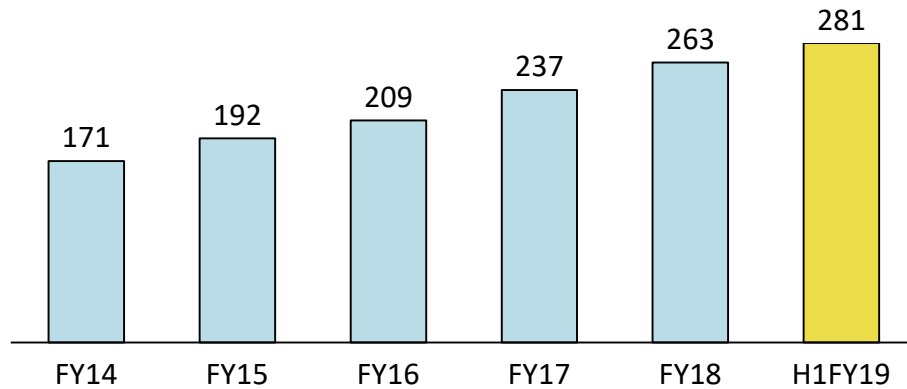
Standalone Profit & Loss Statement



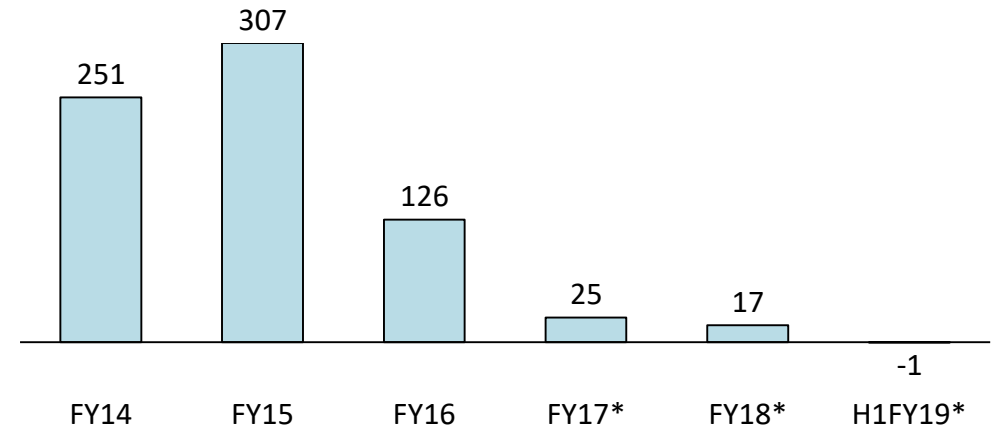
Particulars (Rs. Crores)	Q3 FY19	Q3 FY18	YoY	9MFY19	9MFY18	YoY	FY18
Total Revenue	292.1	200.2	45.9%	754.0	549.3	37.3%	835.1
Cost of Material Consumed	203.3	140.0		522.8	370.3		575.0
Employee Expenses	25.4	21.3		71.3	61.3		85.8
Other Expenses	23.6	18.7		68.1	59.8		81.3
EBITDA	39.8	20.1	97.9%	91.8	57.8	58.8%	93.0
EBITDA (%)	13.6%	10.0%		12.2%	10.5%		11.1%
Unrealized Foreign Exchange MTM (Gain) / Loss*	1.5	0.0		1.1	-0.7		0.0
Depreciation	5.1	4.3		14.4	12.8		17.1
EBIT	33.2	15.8	110.3%	76.3	45.8	66.8%	75.9
EBIT (%)	11.4%	7.9%		10.1%	8.3%		9.1%
Finance Cost	10.0	5.4		24.2	15.4		22.8
Profit before Tax	23.2	10.4	123.5%	52.1	30.3	71.9%	53.1
Other Income	5.5	7.6		11.6	18.4		22.0
Tax	5.7	4.7		13.9	12.3		23.5
Profit after Tax	23.0	13.2	74.3%	49.8	36.4	36.9%	51.5
PAT %	7.9%	6.6%		6.6%	6.6%		6.2%
EPS	0.90	0.51		1.94	1.41		2.00



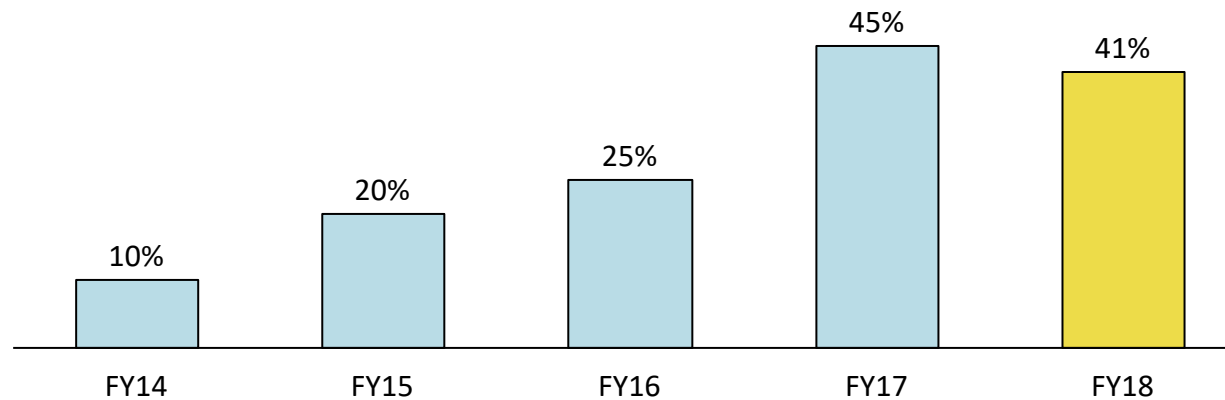
Gross Block^ (Rs. Crores)



Net Debt (Rs. Crores)



Dividend (% of Face Value)





ASSETS	Sep-18	Mar-18	EQUITY AND LIABILITIES	Sep-18	Mar-18
Non-current assets			Equity		
Property, plant and equipment	176.1	165.5	Equity Share capital	25.7	25.7
Capital work-in-progress	1.0	1.9	Share Application Money Pending Allotment	0.0	0.1
Other intangible assets	1.0	1.2	Other equity	738.0	722.7
Investment in Associates	17.6	14.2	Sub-total - Shareholders' funds	763.7	748.5
			LIABILITIES		
Financial assets			Non-current liabilities		
Investments	64.6	36.8	Financial liabilities		
Loans	35.6	53.9	Borrowings	15.2	16.3
Other financial assets	12.7	12.8	Other financial liabilities	7.8	5.8
Other non-current assets	14.6	17.7	Long Term Provisions	16.8	14.5
Deferred tax assets (net)	35.6	36.7	Government Grants	1.9	2.0
			Net employee defined benefit liabilities	1.4	1.0
Sub-total - Non-Current Assets	358.7	340.7	Sub-total - Non-current liabilities	43.0	39.7
Current assets			Current liabilities		
Inventories	195.9	195.6	Financial liabilities		
Financial assets			Borrowings	256.3	221.4
Investments	119.6	124.7	Trade payables	220.2	249.7
Investment in trust	60.0	60.0	Other liabilities	12.5	5.6
Trade receivables	532.8	508.3	Government Grants	0.3	0.3
Cash and cash equivalents	14.4	21.8	Net employee defined benefit liabilities	2.3	2.3
Other Bank balances	15.7	15.9	Current tax liabilities (net)	5.2	3.1
Loans	7.0	6.0	Provisions	13.1	10.4
Other financial assets	11.0	10.2	Non-financial liabilities	40.5	40.8
Non Financial assets	42.1	38.5			
Sub-total - Current Assets	998.3	981.0	Sub-total - Current liabilities	550.3	533.5
TOTAL - ASSETS	1,357.0	1,321.7	TOTAL - EQUITY AND LIABILITIES	1,357.0	1,321.7

Business Overview





- ☀ 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
- ☀ 48mn+ 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 & Multi-tariff 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 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

2017 - 2018

- Intelligent Group Metering systems deployed at BSES
- Smart Meters order from EESL for supply of 13.5 lakh meters
- Only Indian company to receive BIS certification for Smart Meters
- Set up and Commenced production at Assam plant



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
Chief Management
Representative



Mr. N L Nama
Chief Financial Officer



Dr. Anukram Mishra
Chief Technical Officer



Mr. Ranvir Singh Rathore
Senior VP – Domestic Marketing
and Sales



Infrastructure

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

R&D

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

Workforce

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

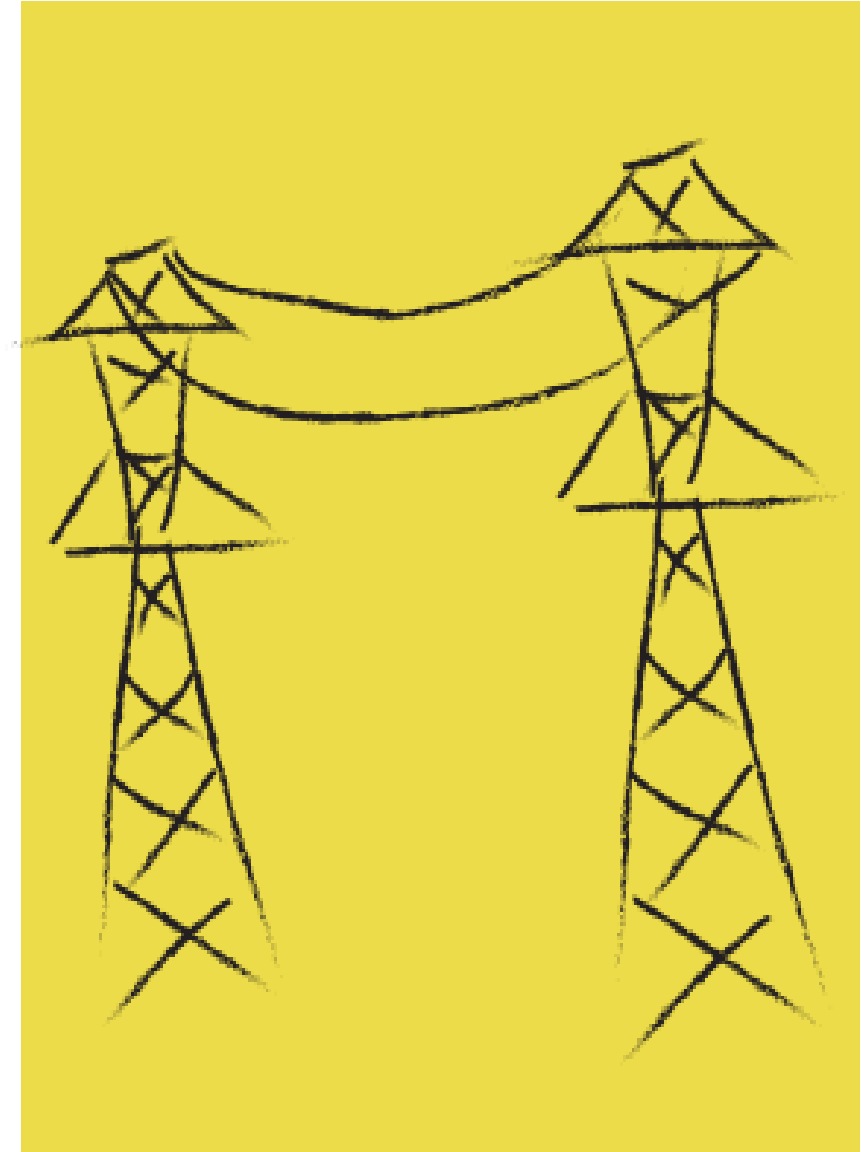


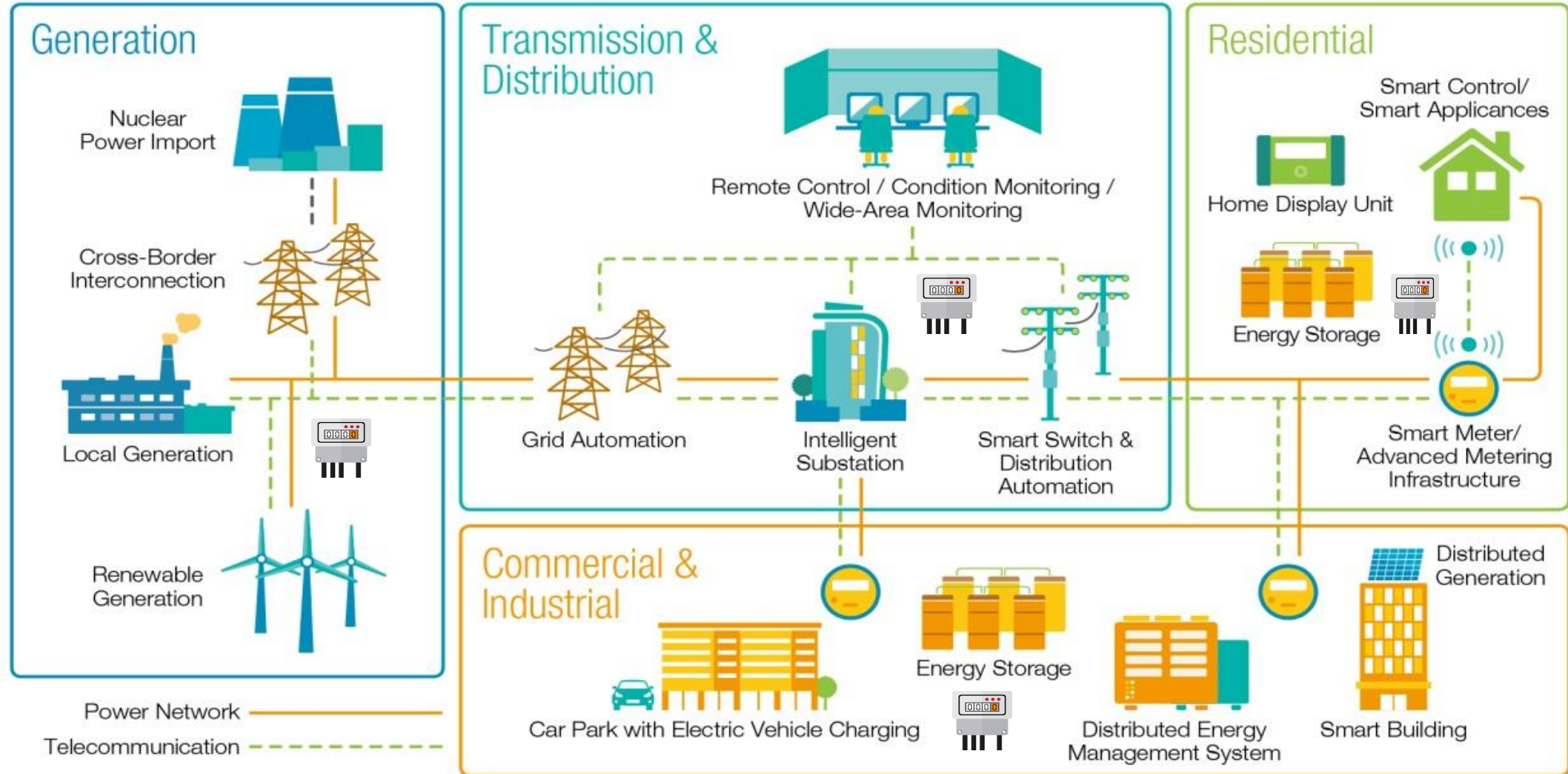
SMART METERING SOLUTIONS

- ☀ 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, Group Metering, Smart Street Light Management Solution, Net-Metering Solution for rooftop Solar, Data Concentrator, Energy Management solution for Building Management and DC Metering Solution, Gas Meter 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







RESIDENTIAL & COMMERCIAL

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



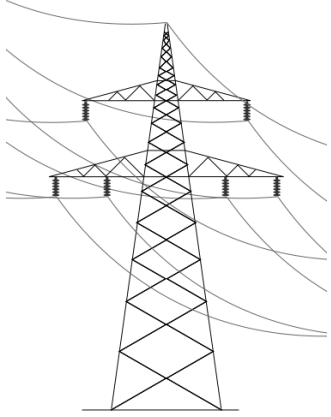
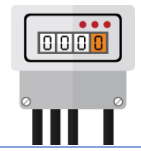
INDUSTRIAL

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



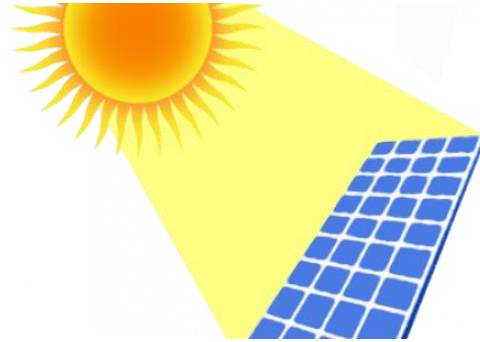
PREPAYMENT SOLUTION

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



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



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

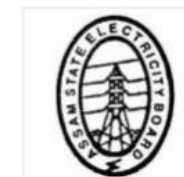
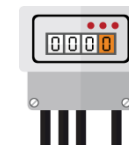
Complements the Metering Business

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

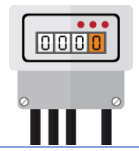
Current Projects under implementation

- ☀ 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

Genus would benefit from the GOI's plan to reduce T&D losses by 5% in next 5 years



SEB's registered under UDAY schemes are the major revenue contributors



R&D Centre and Corporate Office, Sitapura, Jaipur



Ramchandrapura, Jaipur



Haridwar, Uttaranchal



Haridwar, Uttaranchal



Guwahati, Assam

Total Installed capacity of over 10 million meters per annum



ZigBee Certification



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



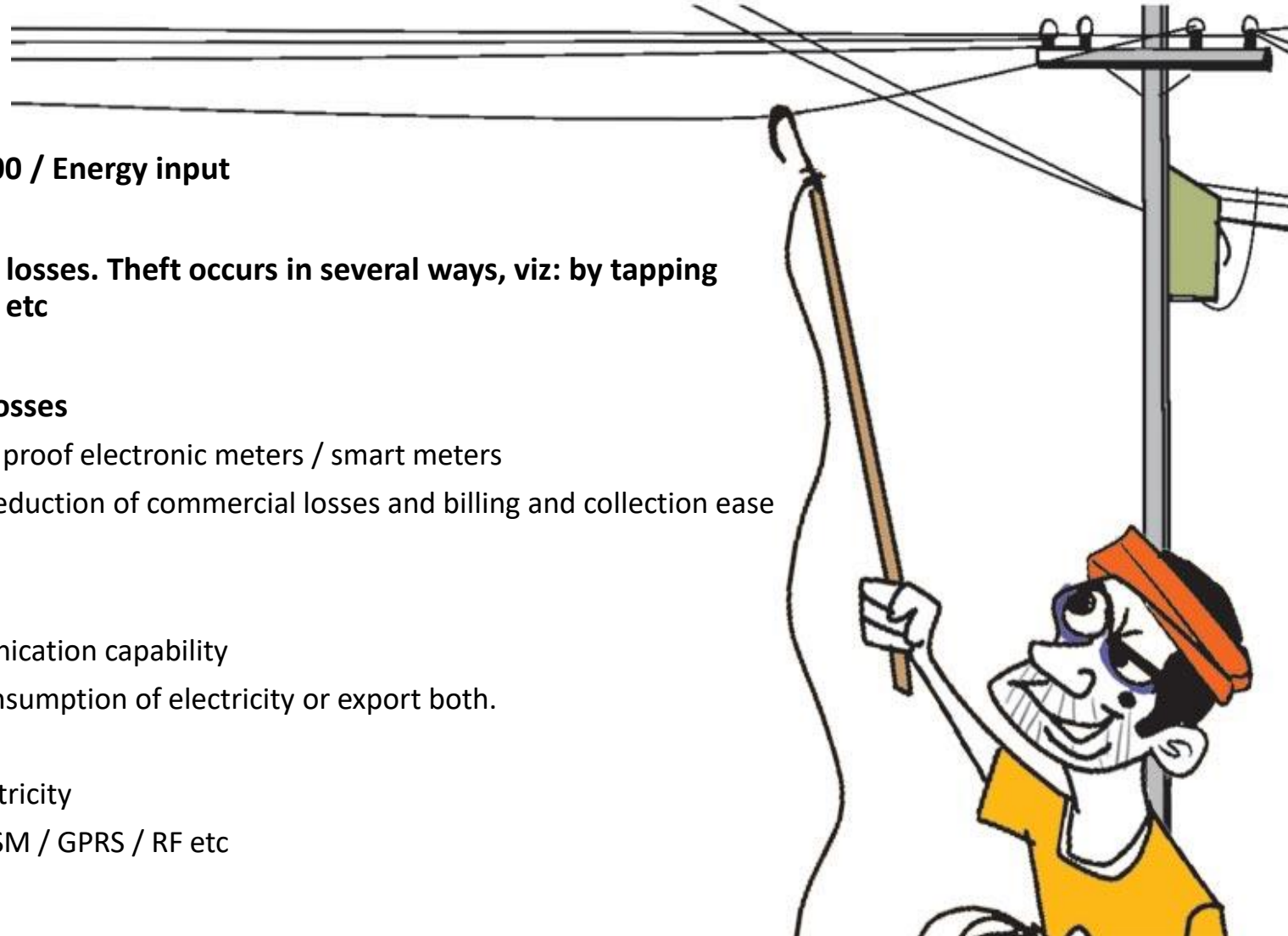
CMMI Level 3 Company

Business Outlook



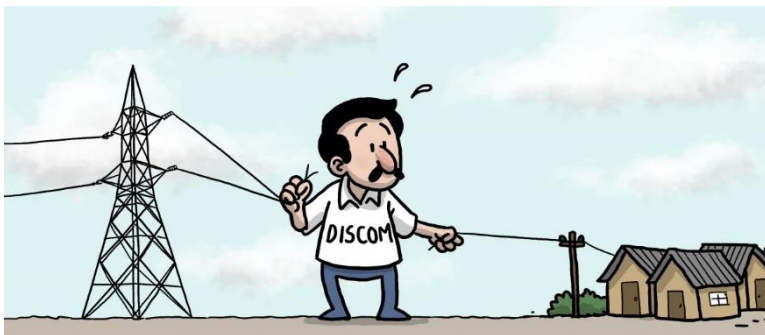


- **AT&C Loss = (Energy input – Energy billed) * 100 / Energy input**
- **Theft is the one of the main causes of the high losses. Theft occurs in several ways, viz: by tapping power lines and tempering / by-passing meter etc**
- **Meters play a vital role in reduction of AT&C Losses**
 - Replacement 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





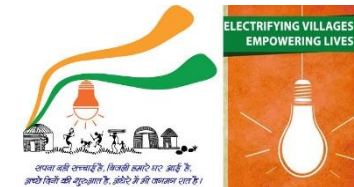
- ☀ DISCOMS had accumulated losses of Rs. 3.8 Trillion and Debt of Rs. 4.3 Trillion
- ☀ To improve the operational efficiency and reduce AT&C losses
- ☀ **Smart Metering solutions, upgradation of transformers and meters**
- ☀ Improved financial health of DISCOM's would help in lower operating cost and 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**



GOVERNMENT OF INDIA
MINISTRY OF POWER

सत्यमेव जयते

As per the, notification by power ministry, dated 8th September 2016 :

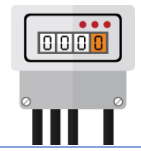
- ☀️ Mandatory rollout of Smart Meters, for consumers with monthly consumption of 500 units and more at the earliest by 31st Dec 2017
- ☀️ Mandatory rollout of Smart Meters, for consumers with monthly consumption of 200 units and more at the earliest by 31st Dec 2019

METERING OPPORTUNITY

- ☀️ India has 200 million legacy meters
- ☀️ There are plans to install up to 130 million smart meters by 2021

GOVERNMENT INVESTMENT

- ☀️ The 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



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

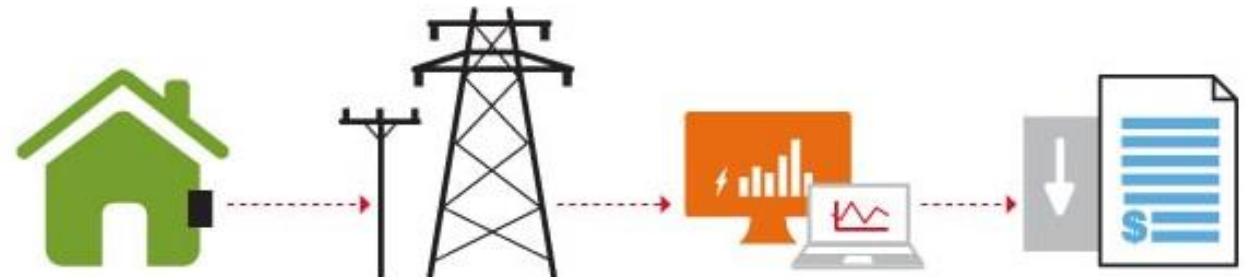
Consumption Patterns

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





Four ways to recharge Uttar Pradesh's power sector

8th May 2017

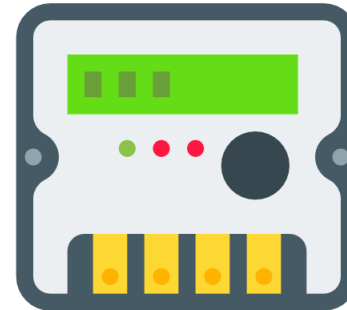
The magnitude of the task at hand can be gauged from the fact that by 2019, Uttar Pradesh has to (1) nearly double its electricity-sector asset base, (2) plug in 11.2 million households, (3) **formalize and meter around 8.4 million households with access to electricity**, (4) **meter another 6.8 million 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.

Power Ministry 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.**"



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

Lower tax on coal under GST will bring down power tariffs: Piyush Goyal (Ex Power Minister)

11th June 2017

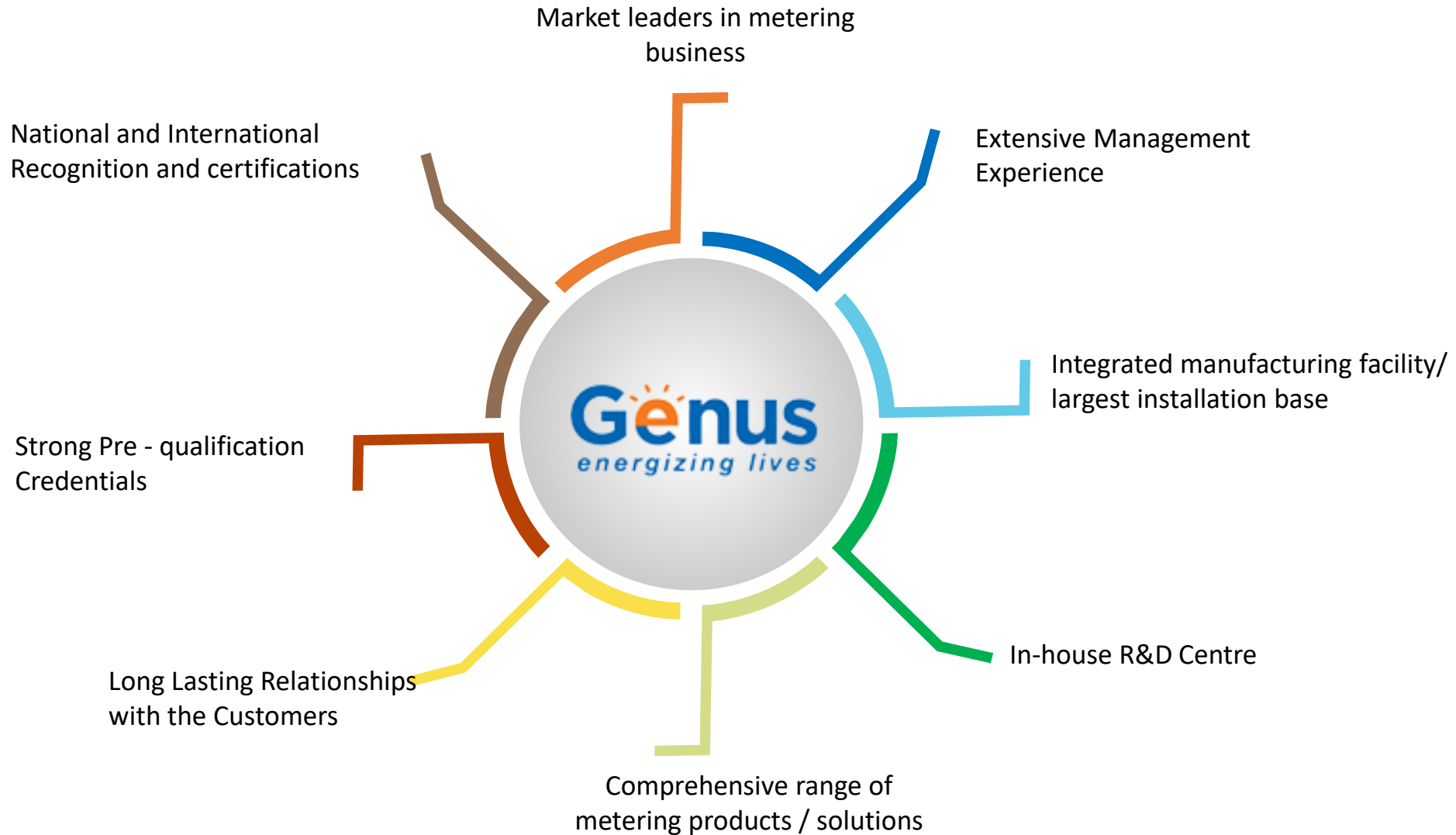
"He also said that the central government could offer any amount of long-term, lowcost funding to states to implement smart metering of households."

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

Power Minister pitches for wider use of smart electricity meters

23rd Jan 2017



First Indian Company to get BIS Certificate for Smart Meters

Financial Performance



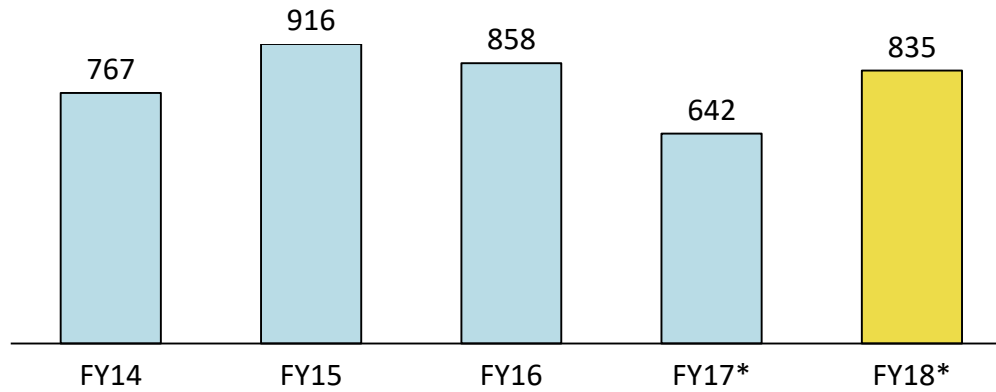


During the Financial Year 18, we saw an order inflow of Rs. 1,000 Crores ++

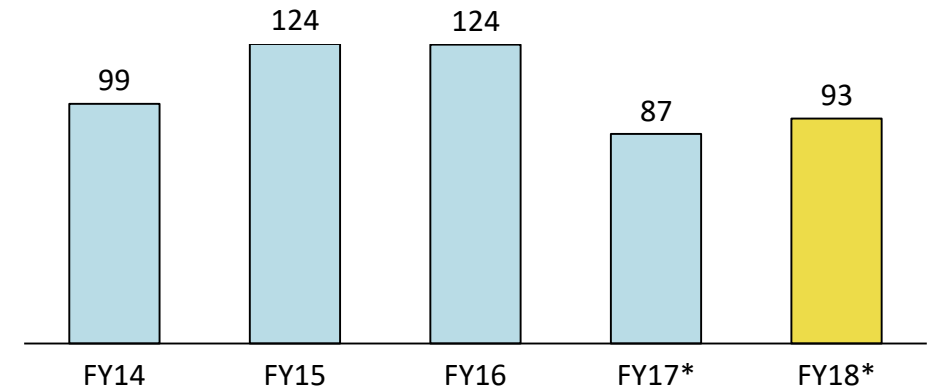
- Smart Meters order from Uttar Gujarat Vij Company Ltd which serves a consumer base for more than 3 million in Northern Gujarat
- Smart Meters order from CESC Kota, worth ~Rs. 27.50 Crores
- Agreement with Global Utilities Management Co. (GUMCO), Nigeria to assist them as a technical partner in establishment of Meter Assembling & Testing unit
 - Signed letter of intent for an order with GUMCO for supply of energy meters worth Rs. 20 Crores
- Smart Meters order from EESL for supply of 13.5 lakh meters, worth ~Rs. 453 Crores
- Order for Supply and Maintenance of 10,000 DT Meters worth ~Rs. 54 Crores from Jharkhand Bijli Vitran Nigam Limited
- Order for Supply, Installation & Commissioning of 30,000 LT, CT & HT Meters worth ~ Rs. 125 Crores under the government schemes of IPDS and DDUGJY



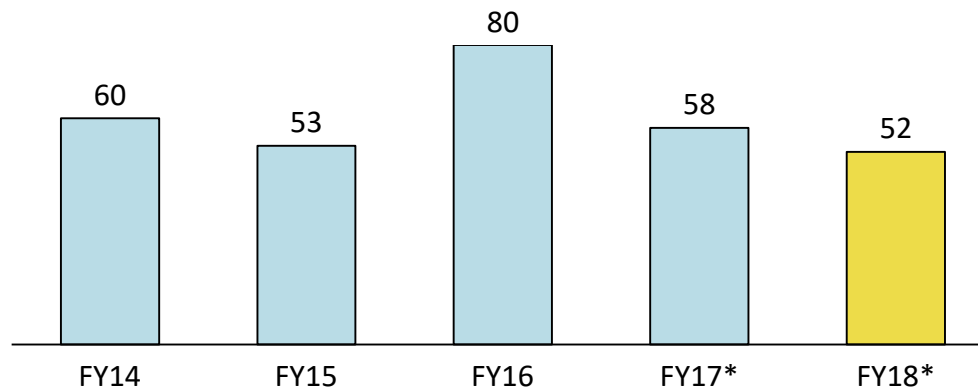
Revenue (Rs. Crores)



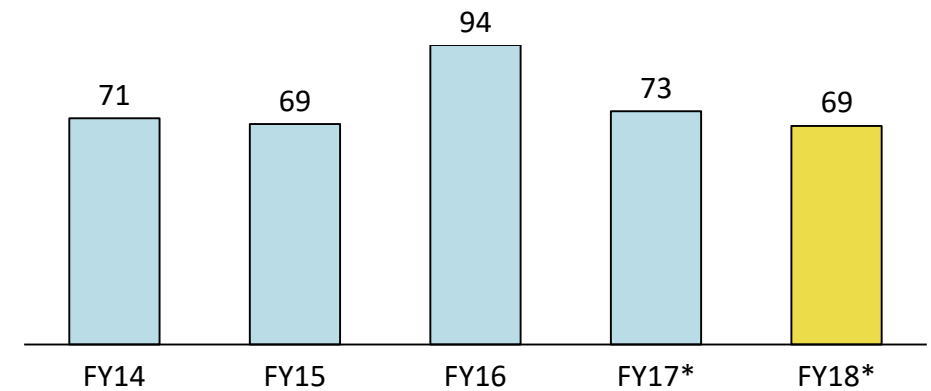
EBITDA (Rs. Crores)



PAT (Rs. Crores)



Cash PAT (Rs. Crores)



Standalone Profit & Loss Statement



Particulars (Rs. Crores)	FY18	FY17	Y-o-Y
Total Revenue	835.1	642.4	30.0%
Cost of Material Consumed	575.0	409.7	
Employee Expenses	85.8	74.5	
Other Expenses	81.3	71.6	
EBITDA	93.0	86.6	7.4%
EBITDA (%)	11.14%	13.48%	
Other Income	22.0	24.0	
Depreciation	17.1	15.3	
EBIT	97.9	95.2	2.7%
EBIT (%)	11.72%	14.83%	
Finance Cost	22.8	24.9	
Profit before Tax	75.1	70.4	6.7%
Tax	23.5	12.5	
Profit after Tax	51.5	57.9	-11.0%
PAT %	6.17%	9.02%	
EPS	2.00	2.25	



ASSETS	Mar-18	Mar-17	EQUITY AND LIABILITIES	Mar-18	Mar-17
Non-current assets			Equity		
Property, plant and equipment	165.5	162.0	Equity Share capital	25.7	25.7
Capital work-in-progress	1.9	0.0	Share Application Money Pending Allotment	0.1	0.0
Other intangible assets	1.2	1.6	Other equity	722.7	678.8
Investment in Associates	14.2	6.0	Sub-total - Shareholders' funds	748.5	704.5
			LIABILITIES		
Financial assets			Non-current liabilities		
Investments	36.8	38.7	Financial liabilities		
Loans	53.9	53.4	Borrowings	16.3	1.1
Other financial assets	12.8	25.8	Other financial liabilities	5.8	3.5
Other non-current assets	17.7	14.4	Long Term Provisions	14.5	12.5
Deferred tax assets (net)	36.7	45.9	Government Grants	2.0	2.4
			Net employee defined benefit liabilities	1.0	1.0
Sub-total - Non-Current Assets	340.7	347.9	Sub-total - Non-current liabilities	39.7	20.4
Current assets			Current liabilities		
Inventories	195.6	116.0	Financial liabilities		
Financial assets			Borrowings	221.4	218.9
Investments	124.7	134.5	Trade payables	249.7	94.2
Investment in trust	60.0	60.0	Other liabilities	5.6	4.5
Trade receivables	508.3	330.5	Government Grants	0.3	0.3
Cash and cash equivalents	21.8	35.0	Net employee defined benefit liabilities	2.3	2.4
Other Bank balances	15.9	21.8	Current tax liabilities (net)	3.1	0.0
Loans	6.0	5.7	Provisions	10.4	3.1
Other financial assets	10.2	6.1	Non-financial liabilities	40.8	33.2
Non Financial assets	38.5	24.1			
Sub-total - Current Assets	981.0	733.7	Sub-total - Current liabilities	533.5	356.7
TOTAL - ASSETS	1,321.7	1,081.5	TOTAL - EQUITY AND LIABILITIES	1,321.7	1,081.5

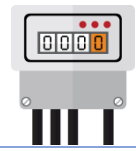
Consolidated Profit & Loss Statement



Particulars (Rs. Crores)	FY18	FY17	Y-o-Y
Total Revenue	835.1	642.4	30.0%
Cost of Material Consumed	575.0	409.7	
Employee Expenses	85.8	74.5	
Other Expenses	81.3	71.6	
EBITDA	93.0	86.6	7.4%
EBITDA (%)	11.14%	13.48%	
Other Income	55.0	30.3	
Depreciation	17.1	15.3	
EBIT	130.9	101.6	28.9%
EBIT (%)	15.68%	15.81%	
Finance Cost	22.8	24.9	
Profit before Tax	108.1	76.7	41.0%
Tax	23.5	12.5	
Profit after Tax	84.6	64.2	31.7%
PAT %	10.13%	10.00%	
Profit / Loss of Associates	-0.1	0.3	
Net Profit	84.5	64.5	31.0%
Net Profit Margin	10.12%	10.04%	
EPS	3.68	2.81	



ASSETS	Mar-18	Mar-17	EQUITY AND LIABILITIES	Mar-18	Mar-17
Non-current assets			Equity		
Property, plant and equipment	165.5	162.0	Equity Share capital	23.0	23.0
Capital work-in-progress	1.9	0.0	Share Application Money Pending Allotment	0.1	0.0
Other intangible assets	1.2	1.6	Other equity	723.5	646.6
Investment in Associates	14.4	6.3	Sub-total - Shareholders' funds	746.5	669.5
			LIABILITIES		
Financial assets			Non-current liabilities		
Investments	36.8	38.7	Financial liabilities		
Loans	53.9	53.4	Borrowings	16.3	1.1
Other financial assets	12.8	25.8	Other financial liabilities	5.8	3.5
Other non-current assets	17.7	14.4	Long Term Provisions	14.5	12.5
Deferred tax assets (net)	36.7	45.9	Government Grants	2.0	2.4
			Net employee defined benefit liabilities	1.0	1.0
Sub-total - Non-Current Assets	340.9	348.1	Sub-total - Non-current liabilities	39.7	20.4
Current assets			Current liabilities		
Inventories	195.6	116.0	Financial liabilities		
Financial assets			Borrowings	221.4	218.9
Investments	182.4	159.3	Trade payables	249.7	94.2
Investment in trust	0.0	0.0	Other liabilities	5.6	4.5
Trade receivables	508.3	330.5	Government Grants	0.3	0.3
Cash and cash equivalents	21.8	35.0	Net employee defined benefit liabilities	2.3	2.4
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Loans	6.0	5.7	Provisions	10.4	3.1
Other financial assets	10.2	6.1	Non-financial liabilities	40.8	33.2
Non Financial assets	38.5	24.1			
Sub-total - Current Assets	978.8	698.5	Sub-total - Current liabilities	533.5	356.7
TOTAL - ASSETS	1,319.8	1,046.6	TOTAL - EQUITY AND LIABILITIES	1,319.8	1,046.6



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