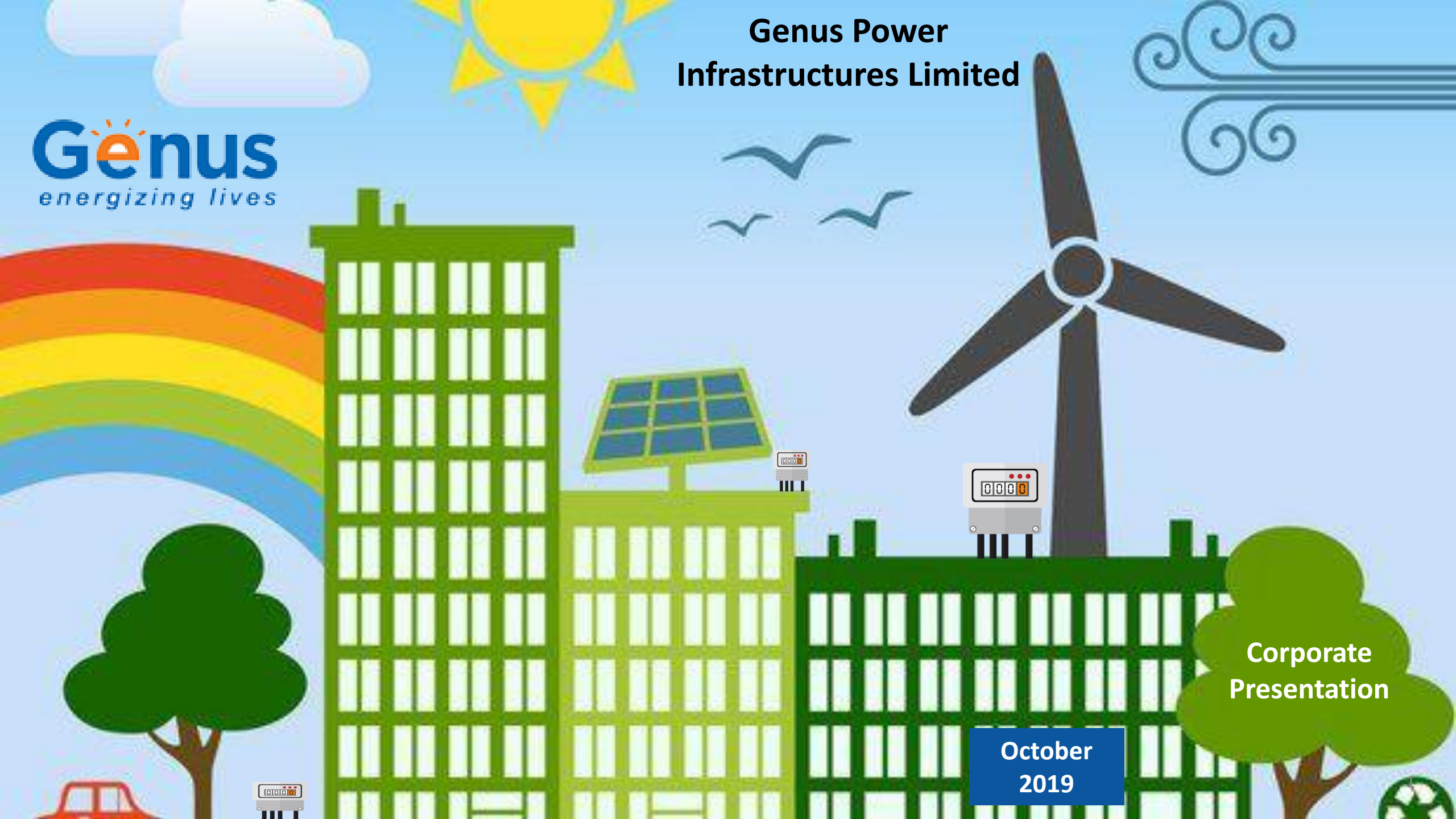


Genus Power Infrastructures Limited

Genus
energizing lives

**Corporate
Presentation**

**October
2019**





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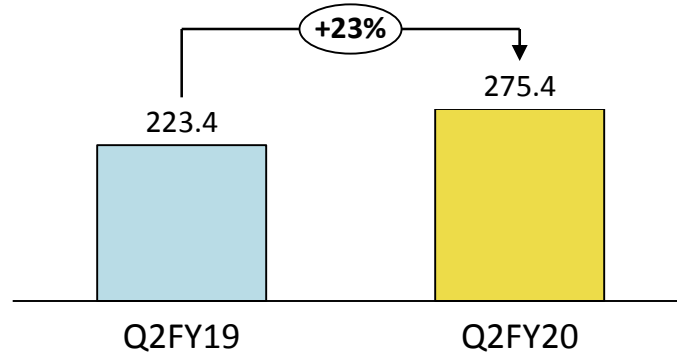


Key Highlights

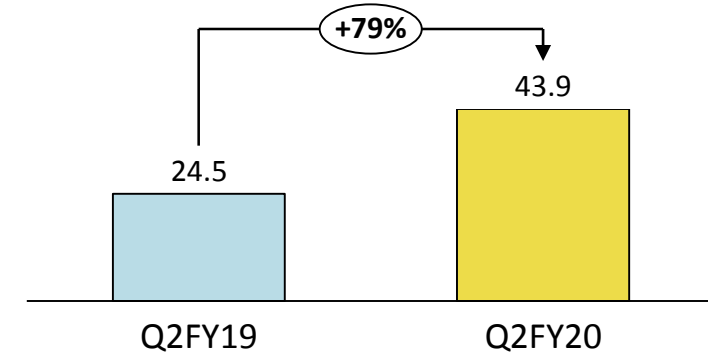
Our Multiple Team participated in Lucknow Center Convention, Haridwar Center Convention and Kaizen Competition on Quality Circle Forum of India and won 15 Awards

- 1) 10 Gold
- 2) 04 Silver
- 3) 01 Bronze

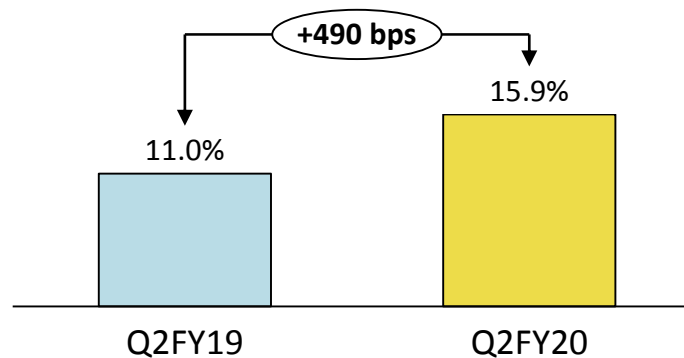
Revenue (Rs. Crores)



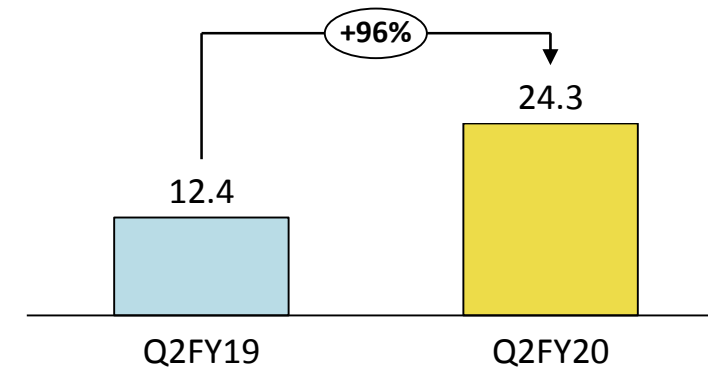
EBITDA (Rs. Crores)



EBITDA Margin (%)



PAT (Rs. Crores)



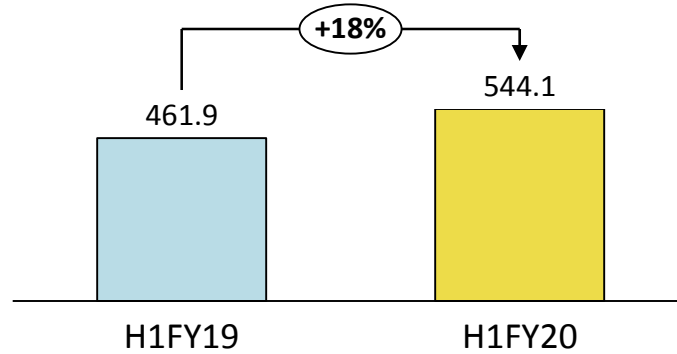


Key Highlights

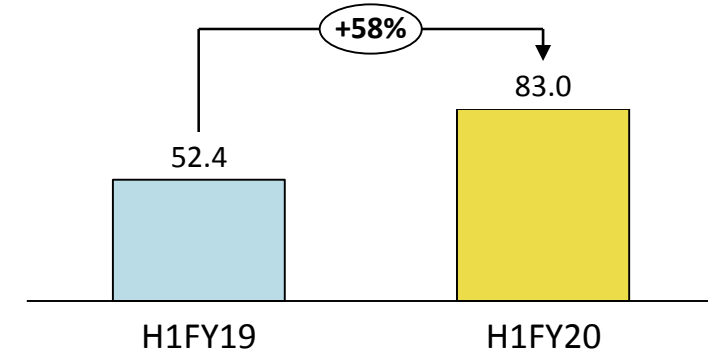
Healthy Performance driven by

- Better Order Execution
- Better Product Mix
- Lower Raw Material prices

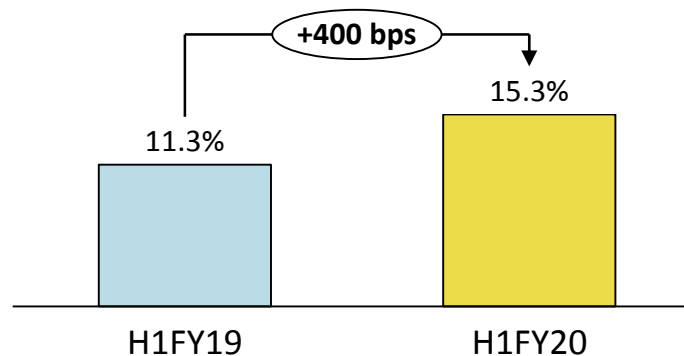
Revenue (Rs. Crores)



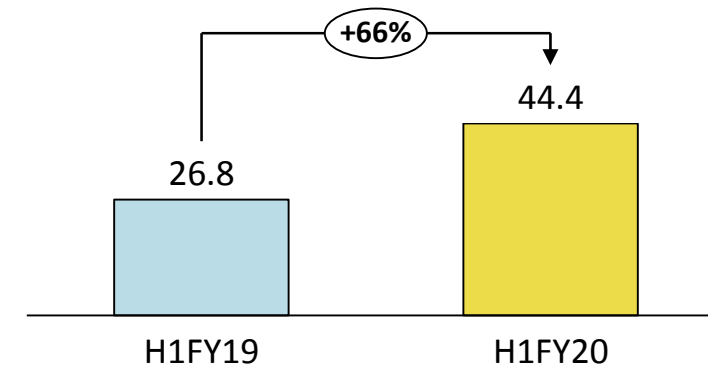
EBITDA (Rs. Crores)



EBITDA Margin (%)

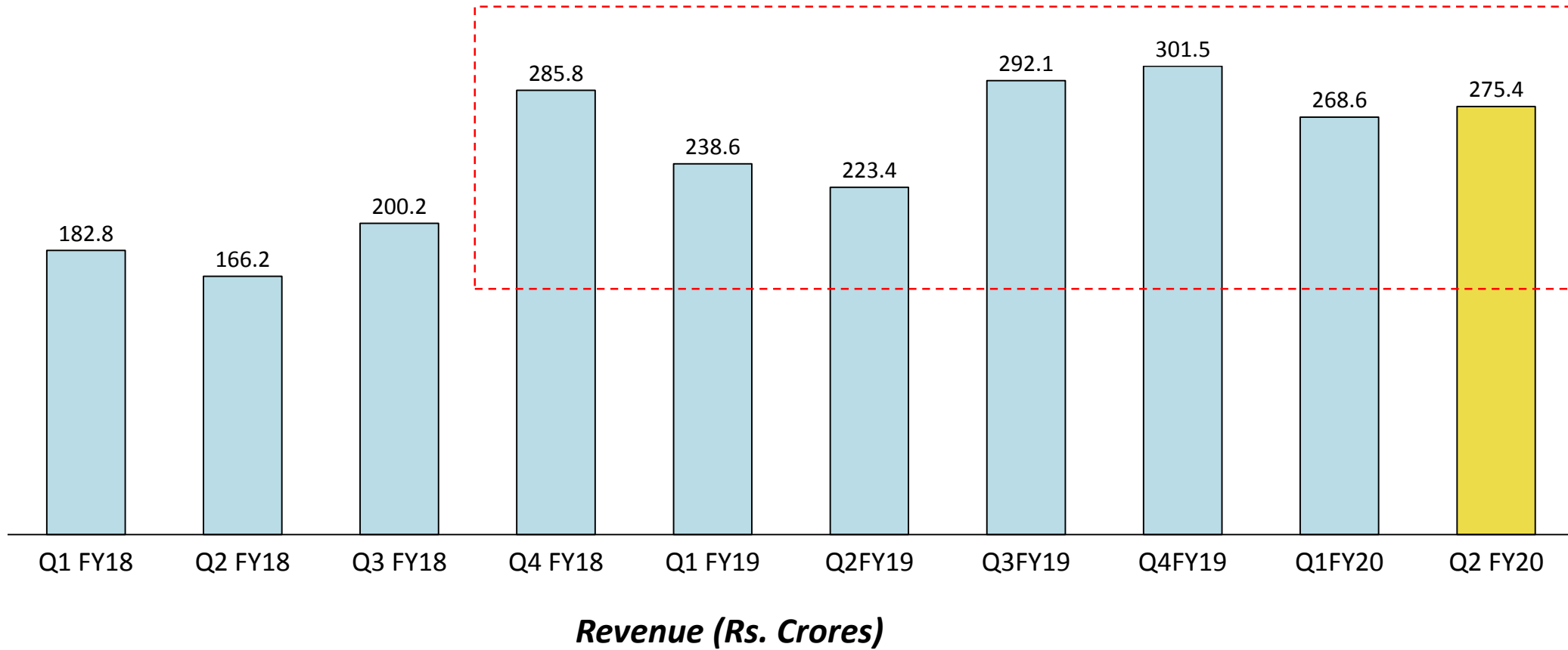


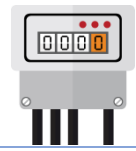
PAT (Rs. Crores)



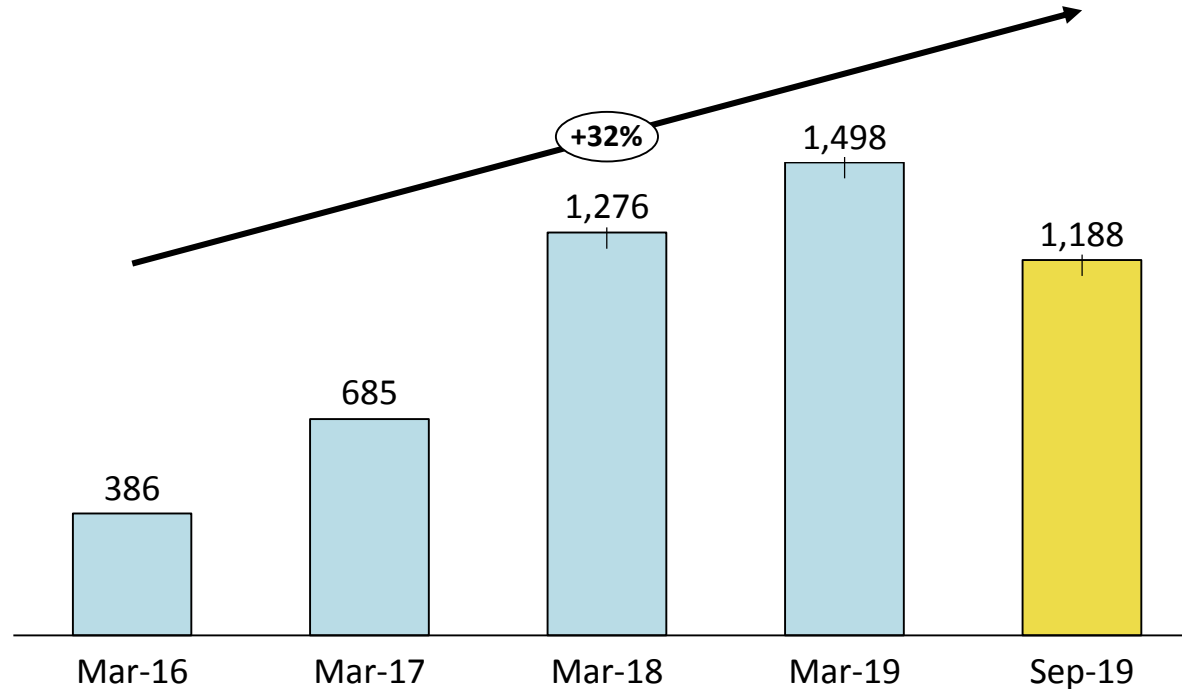


Our Robust Performance





Order Book (Rs. Crores)



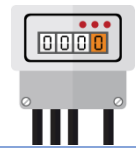
We upgrade our technology and product offering at regular interval backed by continuous R&D



Strong Demand for various types of Meter across State Electricity Boards & Private Players



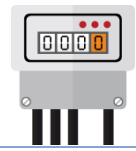
Genus uniquely positioned to suffice needs of the rising demand of Meters



“We are pleased to announce that in the first half of FY20, company has reported a healthy revenue growth of 18% as compared corresponding period last year. Current Bidding size of Meter business is robust with tenders expected from both SEBs and Private Electricity Boards who have grown rapidly in recent times. These tenders are at various stages of finalization and we as a consistent and technology solution driven supplier will be able to participate and continue our growth momentum.

Our thrust for technology upgradation and operational efficiency has been our forte to enhance our lasting relationship with clients. We have engraved our position in the industry as one of the prominent leaders. We have a diverse basket of product offerings for our clients which is a significant advantage for us going forward”

Mr. Jitendra Kumar Agarwal,
Joint Managing Director



Particulars (Rs. Crores)	Q2FY20	Q2FY19	YoY	H1FY20	H1FY19	YoY
Total Revenue	275.4	223.4	23%	544.1	461.9	18%
Cost of Material Consumed	172.8	154.5		348.0	319.6	
Employee Expenses	28.6	23.3		54.4	45.8	
Other Expenses	30.1	21.1		58.7	44.1	
EBITDA	43.9	24.5	79%	83.0	52.4	58%
EBITDA (%)	15.9%	11.0%		15.3%	11.3%	
Other Income	3.9	3.4		9.5	6.1	
Depreciation	5.5	4.7		11.0	9.3	
EBIT	42.3	23.2	82%	81.6	49.2	66%
EBIT (%)	15.3%	10.4%		15.0%	10.7%	
Finance Cost	9.0	7.4		18.4	14.2	
Profit before Tax	33.2	15.9	110%	63.1	35.0	80%
Tax	9.0	3.5		18.7	8.2	
Profit after Tax	24.3	12.4	96%	44.4	26.8	66%
PAT %	8.8%	5.5%		8.2%	5.8%	
EPS	0.95	0.48		1.73	1.04	



ASSETS (Rs. Crores)	Sep-19	Mar-19	EQUITY AND LIABILITIES(Rs. Crores)	Sep-19	Mar-19
Non-current assets					
Property, plant and equipment	158.5	176.9	Equity Share capital	25.7	25.7
Capital work-in-progress	2.0	1.6	Share Application Money Pending Allotment	0.0	0.0
Right of Use Assets	16.0	0.0	Other equity	813.0	784.8
Other intangible assets	1.1	1.1	Sub-total - Shareholders' funds	838.7	810.5
Investment in Associates	15.9	15.9			
Financial assets			Non-current liabilities		
Investments	70.0	68.4	Financial liabilities		
Loans	36.0	30.3	Borrowings	22.1	25.1
Other financial assets	17.0	18.4	Other financial liabilities	11.6	9.1
Other non-current assets	12.2	13.4	Lease Liability	0.4	0.0
Deferred tax assets (net)	29.2	37.2	Long Term Provisions	26.5	22.5
			Government Grants	1.5	1.7
Sub-total - Non-Current Assets	357.8	363.3	Net employee defined benefit liabilities	0.0	2.0
			Sub-total - Non-current liabilities	62.1	60.3
Current assets			Current liabilities		
Inventories	172.4	206.7	Financial liabilities		
Financial assets			Borrowings	224.5	242.3
Investments	95.7	124.1	Trade payables	227.8	235.2
Investment in trust	60.0	60	Other liabilities	11.4	12.5
Trade receivables	658.5	573.1	Lease Liability	0.7	0.0
Cash and cash equivalents	10.4	14.8	Government Grants	0.3	0.3
Other Bank balances	22.4	24.2	Net employee defined benefit liabilities	2.2	2.2
Loans	2.4	4.2	Current tax liabilities (net)	3.4	0.0
Other financial assets	4.7	3.3	Provisions	11.8	11.8
Non Financial assets	26.2	28.9	Non-financial liabilities	27.8	27.4
Sub-total - Current Assets	1,052.8	1,039.3	Sub-total - Current liabilities	509.9	531.8
TOTAL - ASSETS	1,410.6	1,402.6	TOTAL - EQUITY AND LIABILITIES	1,410.6	1,402.6

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
- ☀ Share of Metering Projects increasing



- ☀ Empanelled with 40+ different utilities across the country
- ☀ 60 mn+ 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

- India's First Narrowband - IOT setup for AMI with Vodafone Idea
- Among the Top 10 Global AMI Companies as per IHS Markit's Electricity Meters Report – Edition 2018
- Smart Meter Integrated line getting operational

2018 - 2019

1992 - 1995

- Company founded for manufacturing Thick Film Hybrid Microcircuits & SMT PCB Assemblies
- First Production facility set up in Sitapura, Jaipur

2000 - 2004

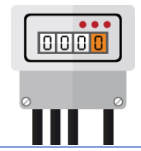
- R&D recognized by Government of India
- Lean Manufacturing with help of TBM consultants, USA
- Increased product range of electronic energy meters

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



Meter Installed

Till 1998

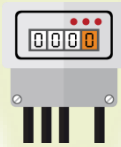
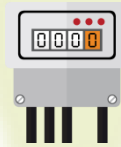
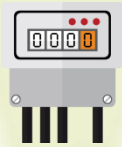
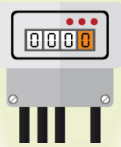
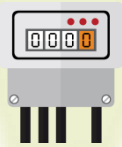
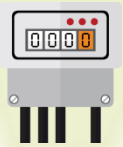
Till 2003

Till 2006

Till 2010

Till 2014

Till 2018



100,000

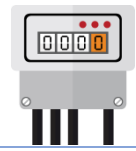
2,500,000

5,000,000

10,000,000

30,000,000

50,000,000



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



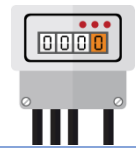
Mr. N L Nama
Chief Financial Officer



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

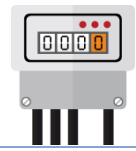
In-house R&D Centre, recognised by Ministry of Science and Technology, the Government of India and accredited by National Accreditation Body for Testing Labs

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

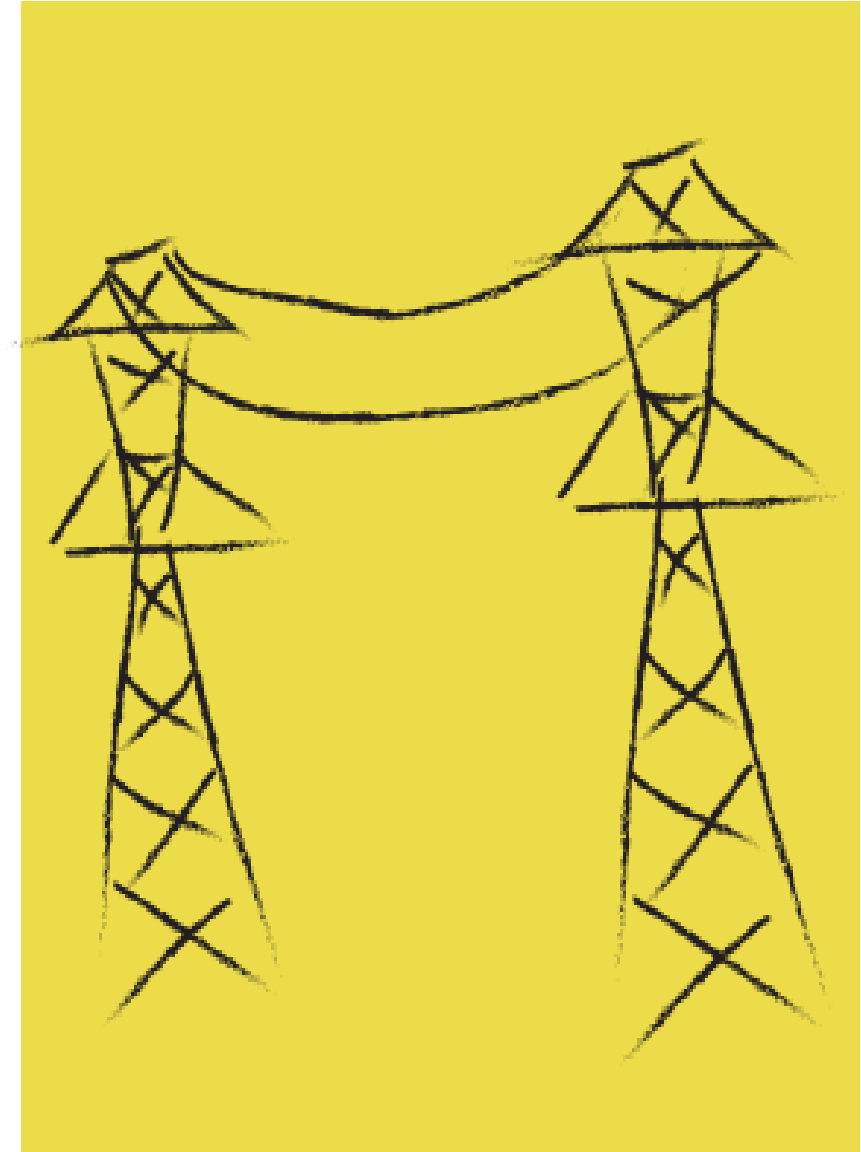


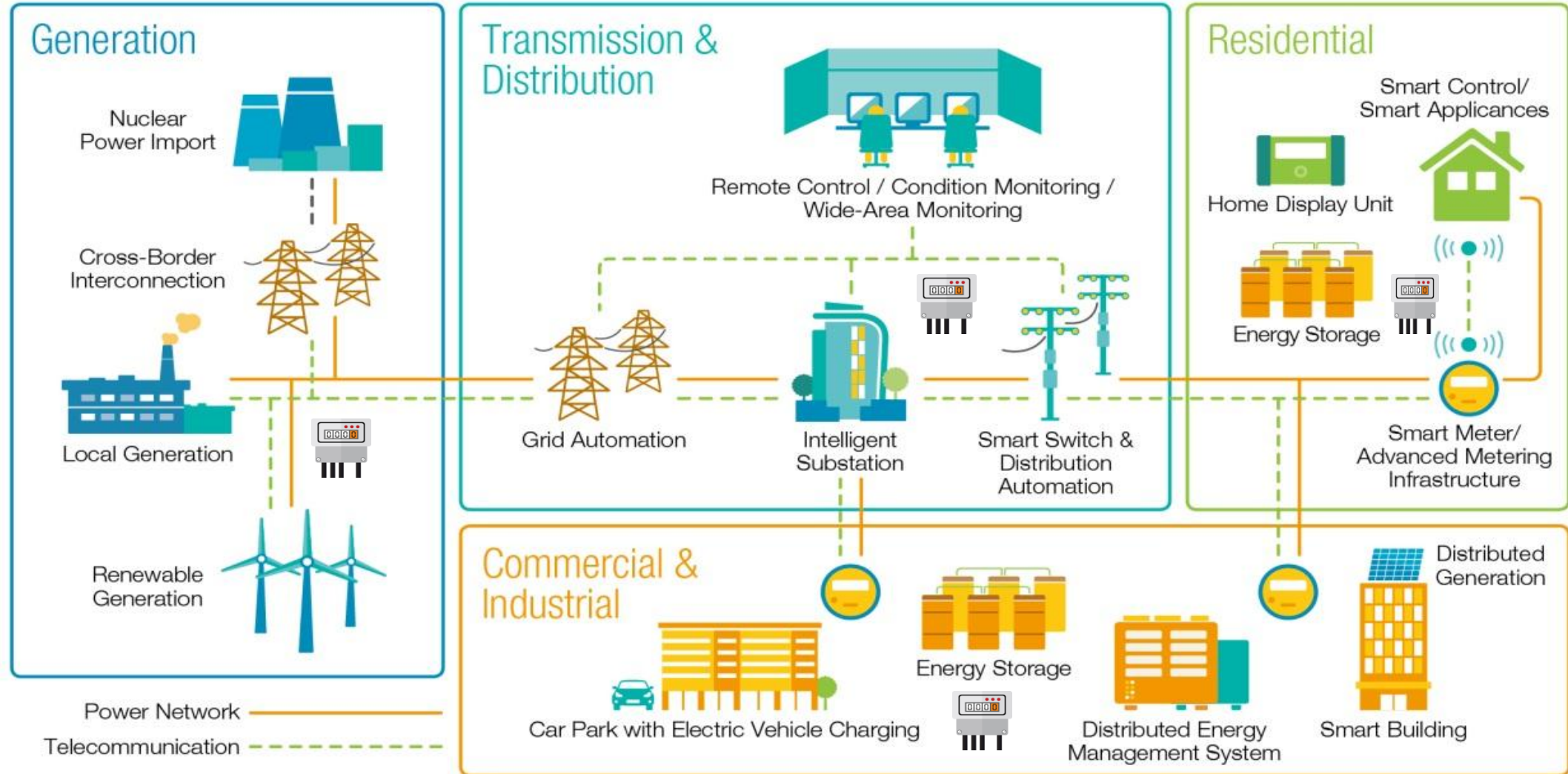
SMART METERING SOLUTIONS

- ☀ Offers a wide spectrum of Smart Metering Solutions, that includes High End Multifunction Single Phase and Three Phase Meters, CT Operated Meters & HES (Head End System), 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



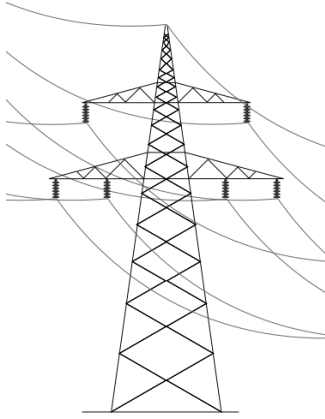
INDUSTRIAL

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



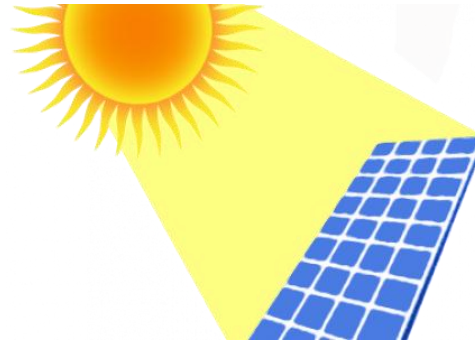
PREPAYMENT SOLUTION

- ☀ Single Phase Prepayment Meter
- ☀ Three Phase Prepayment Meter
- ☀ Dual prepayment Solution
- ☀ DIN Rail Prepayment Meter
- ☀ Prepaid Vending Software
- ☀ 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

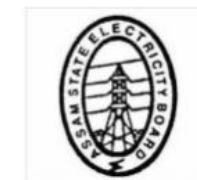
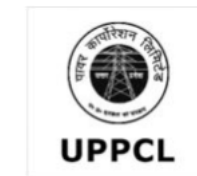
Complements the Metering Business

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

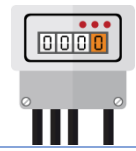
Current Projects under implementation

- ☀ 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 Power would benefit from the GOI’s plan to reduce T&D losses in coming 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



NABL Accredited Research & Development Lab
Recognized By The Ministry of Science and Technology, Government of India

In-House NABL Accredited Electronic Energy Meter Testing Laboratories

A series of reliability tests are conducted periodically both on in-house reliability chambers and from NABL approved outside test labs, to establish a satisfactory life of the product in the hands of the customer.

Quality is the hallmark of Genus products and services

Comprehensive testing is carried out at various stages of product manufacturing starting from incoming raw material/components to in-process stages and to the final finished and packed product





CMMI Level 3
Company



STS 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



ZigBee Certification



STQC Certifications



DLMS Certification for Meters



EMC Certifications

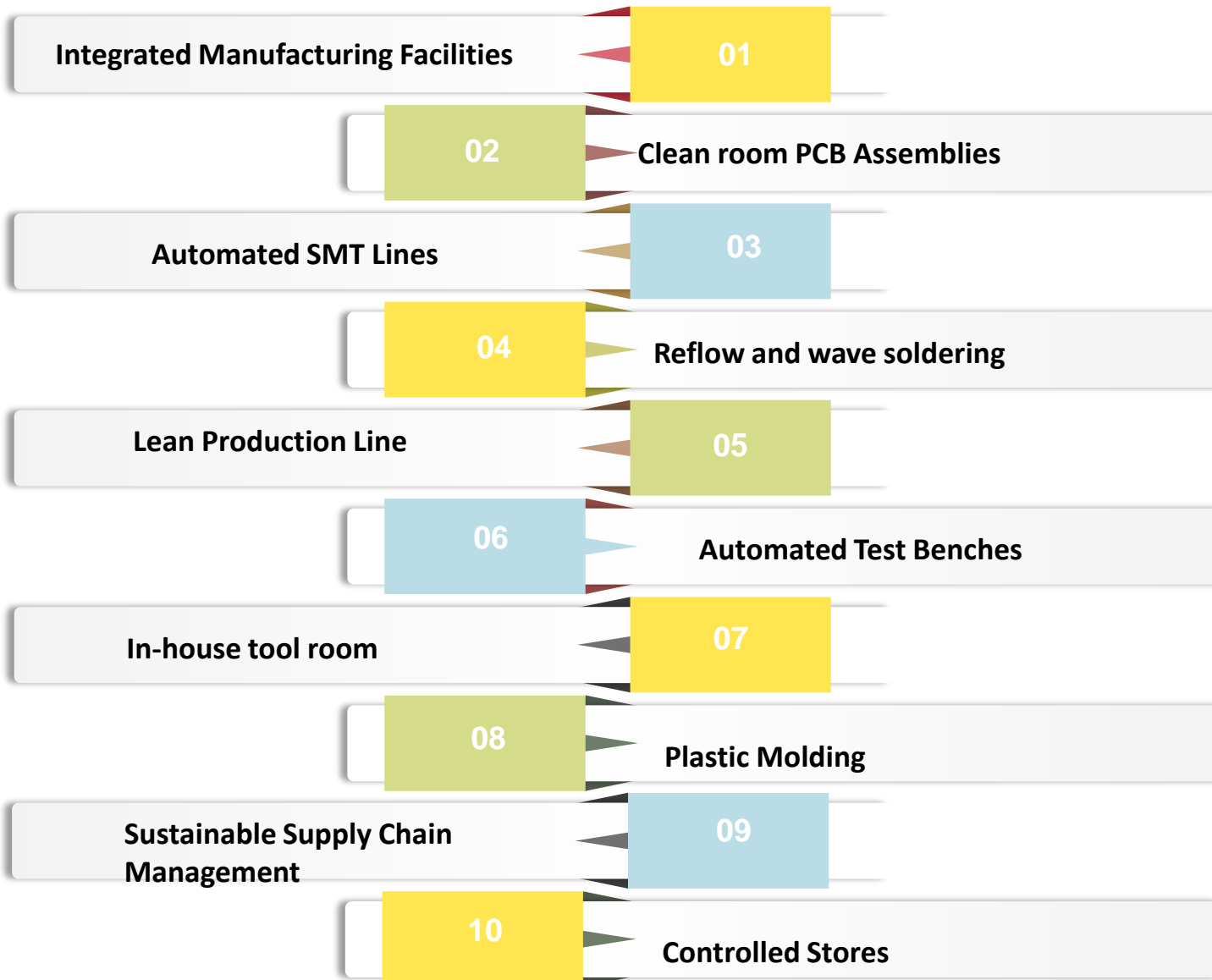


IECQ for quality of components



C-DOT Certifications

Awarded various national and international quality accreditations such as various 'ISO' marks, OHSAS 18001 'BIS', NABL, 'STS', 'EMC', 'ISI', 'S' mark, etc.,



In-house Technology product since inception

Truly "Made in India"



- ***Quality Assurance***
- ***Innovation & R&D***
- ***In-House NABL Accredited Electronic Energy Meter Testing Laboratories***
(recognized by Ministry of Science & Technology, Govt. of India)
- ***Lean Manufacturing***



Qualified & Capable to service the ever-growing power sector demand by adhering to stringent protocol



2000:

Rated as 7th turnaround company of India by Business World, India

2004:

Rated among top 100 Electronic companies in India by EFY

2011:

Outstanding performance award by NDPL towards AT&C loss reduction

2013:

The prestigious EFY Reader's choice top 5 brands



2015:

Accorded Excellence in Quality by Golden Peacock National Quality Awards, 2015

2015:

"Silver Certificate of Merit" by Frost & Sullivan's India Manufacturing Excellence Awards 2015

2018:

The Global Center of Excellence at Jaipur for the successful testing & integration of Genus Smart Electricity Meter Solution in the Living Lab in Jaipur

2018:

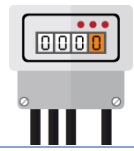
Quality team won 7 Gold & 3 Silvers in 32nd National Convention Quality Circle Awards organised by "Quality Circle Forum of India" at Gwalior & Haridwar

2019:

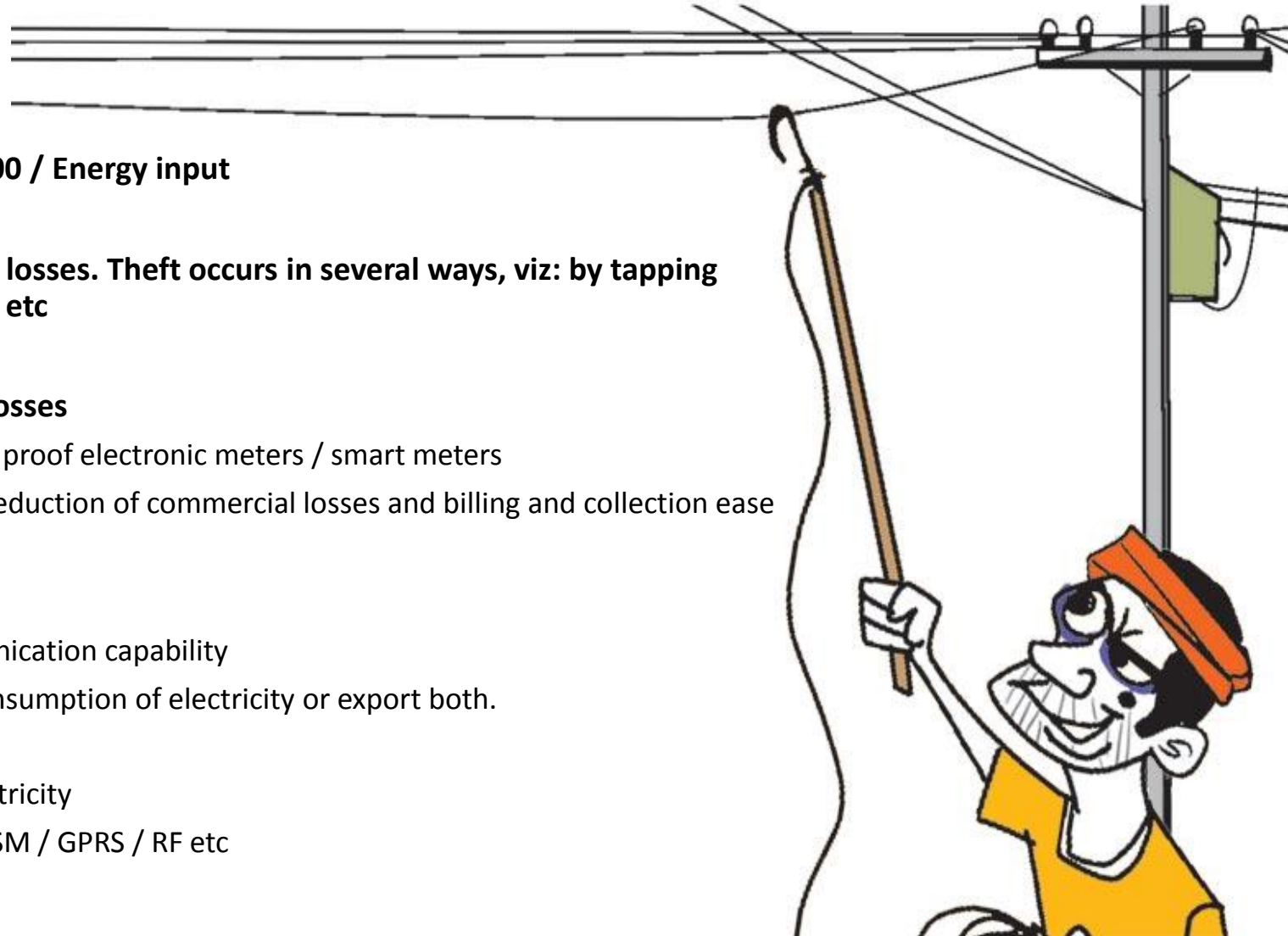
Recognition from CESC for "Active Involvement in Development of Smart Meters"
Our Multiple Team won 15 Awards (10 Gold ; 04 Silver; 01 Bronze) in Lucknow Center Convention, Haridwar Center Convention and Kaizen Competition on Quality Circle Forum of India

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 5 UT has participated in the scheme



Integrated Power Development Scheme

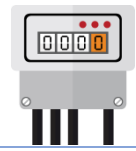
A Priority Programme of Govt. of India

- ☀ 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

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
- ☀ Mandatory rollout of Smart Meters, for consumers with monthly consumption of 200 units and more
- ☀ **Current Power minister Mr R. K. Singh has extended deadline to end of FY22**

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

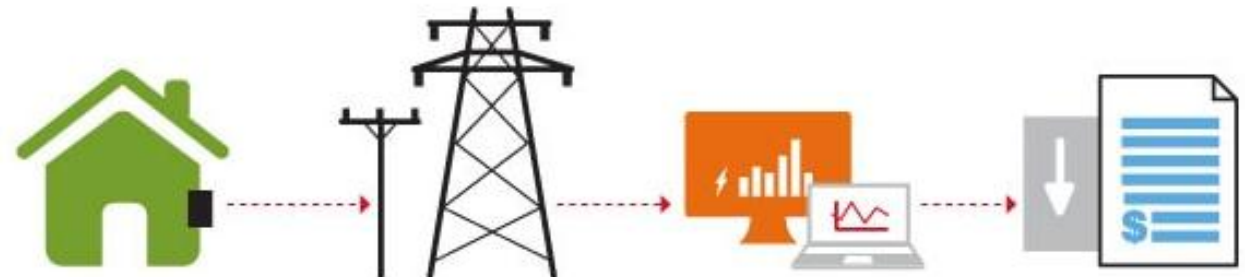
Consumption Patterns

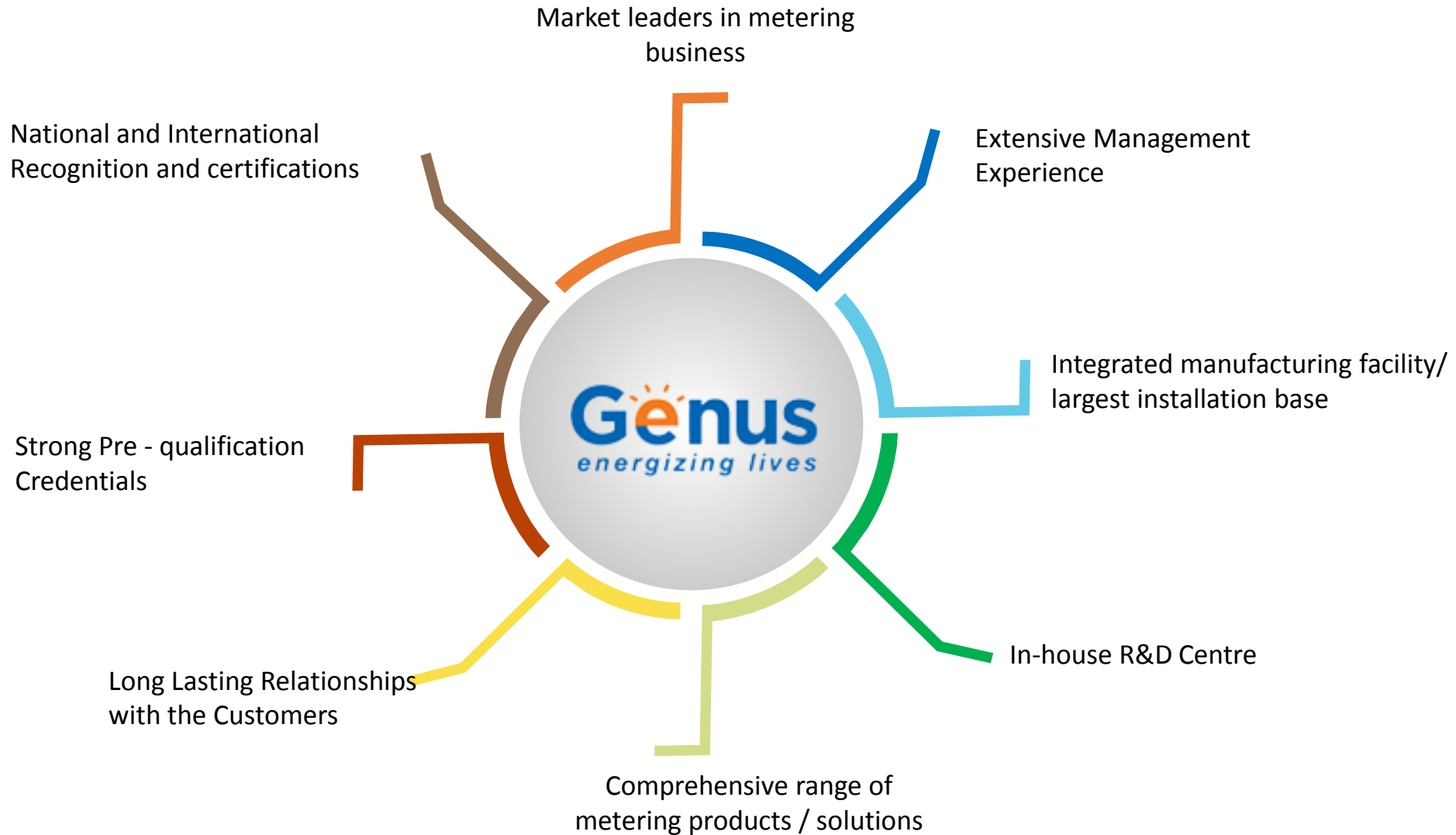
As consumers will be able to access the data on their mobile phones / tablets / PCs, they will be able to cut their expenses using simple strategies. For example not using water heaters or electric irons during peak hour

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





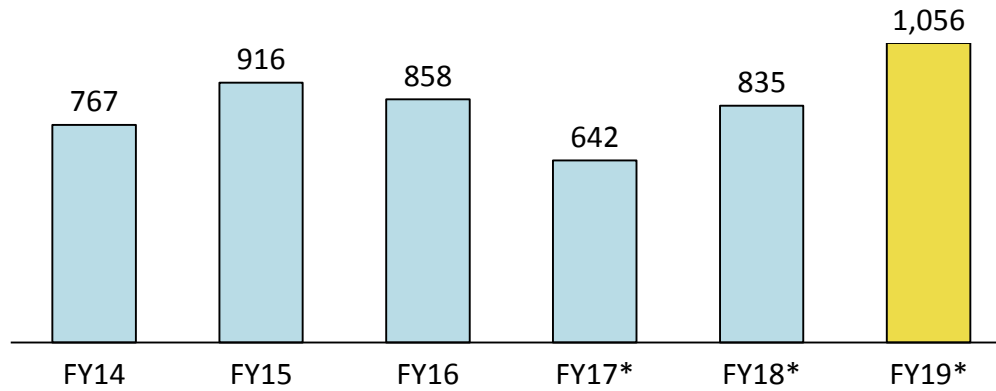
First Indian Company to get BIS Certificate for Smart Meters

Financial Performance

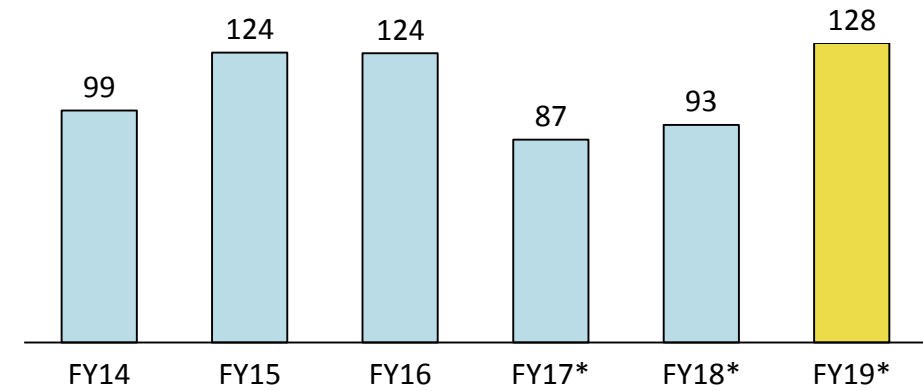




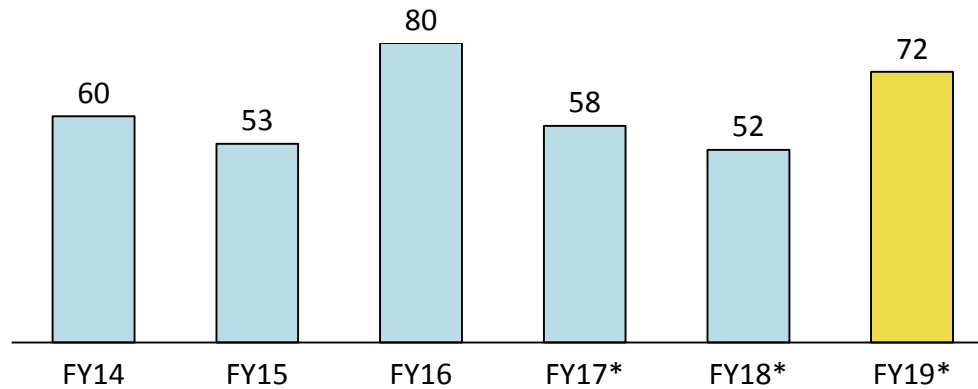
Revenue (Rs. Crores)



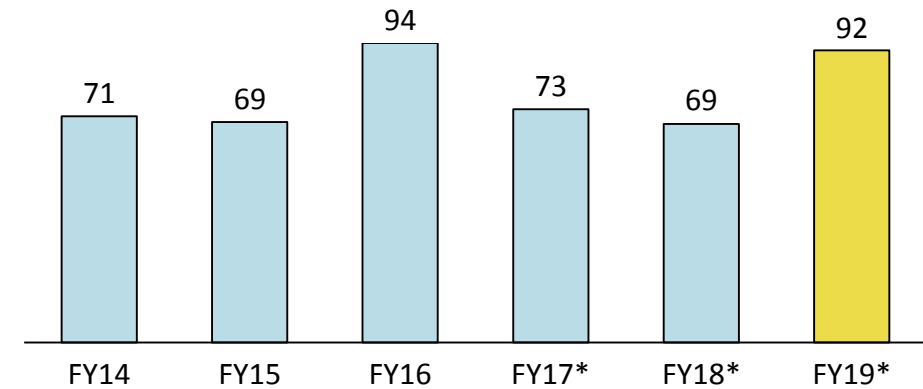
EBITDA (Rs. Crores)



PAT (Rs. Crores)



Cash PAT (Rs. Crores)





Particulars (Rs. Crores)	FY19	FY18	YoY
Total Revenue	1,055.5	835.1	26.4%
Cost of Material Consumed	718.0	575.0	
Employee Expenses	98.2	85.8	
Other Expenses	111.4	81.3	
EBITDA	127.9	93.0	37.5%
EBITDA (%)	12.12%	11.14%	
Other Income	17.9	22.0	
Depreciation	19.4	17.1	
EBIT	126.5	97.9	29.2%
EBIT (%)	11.98%	11.72%	
Finance Cost	33.9	22.8	
Profit before Tax	92.5	75.1	23.2%
Tax	20.2	23.5	
Profit after Tax	72.4	51.5	40.4%
PAT %	6.86%	6.17%	
EPS	2.81	2.00	



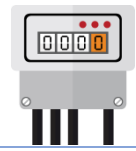
ASSETS (Rs. Crores)	Mar-19	Mar-18	EQUITY AND LIABILITIES(Rs. Crores)	Mar-19	Mar-18
Non-current assets					
Property, plant and equipment	176.9	165.5	Equity Share capital	25.7	25.7
Capital work-in-progress	1.6	1.9	Share Application Money Pending Allotment	0.0	0.1
Other intangible assets	1.1	1.2	Other equity	784.8	722.7
Investment in Associates	15.9	14.2	Sub-total - Shareholders' funds	810.5	748.5
Financial assets			Non-current liabilities		
Investments	68.4	36.8	Financial liabilities		
Loans	30.3	53.9	Borrowings	25.1	16.3
Other financial assets	18.4	12.8	Other financial liabilities	9.1	5.8
Other non-current assets	13.4	17.7	Long Term Provisions	22.5	14.5
Deferred tax assets (net)	37.2	36.7	Government Grants	1.7	2.0
			Net employee defined benefit liabilities	2.0	1.0
Sub-total - Non-Current Assets	363.3	340.7	Sub-total - Non-current liabilities	60.3	39.7
Current assets			Current liabilities		
Inventories	206.7	195.6	Financial liabilities		
Financial assets			Borrowings	242.3	221.4
Investments	124.1	124.7	Trade payables	235.2	249.7
Investment in trust	60.0	60.0	Other liabilities	12.5	5.6
Trade receivables	573.1	508.3	Government Grants	0.3	0.3
Cash and cash equivalents	14.8	21.8	Net employee defined benefit liabilities	2.2	2.3
Other Bank balances	24.2	15.9	Current tax liabilities (net)	0.0	3.1
Loans	4.2	6.0	Provisions	11.8	10.4
Other financial assets	3.3	10.2	Non-financial liabilities	27.4	40.8
Non Financial assets	28.9	38.5			
Sub-total - Current Assets	1,039.3	981.0	Sub-total - Current liabilities	531.8	533.5
TOTAL - ASSETS	1,402.6	1,321.7	TOTAL - EQUITY AND LIABILITIES	1,402.6	1,321.7

Consolidated Profit & Loss Statement

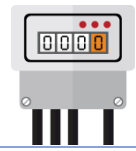


Particulars (Rs. Crores)	FY19	FY18	Y-o-Y
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Cost of Material Consumed	718.0	575.0	
Employee Expenses	98.2	85.8	
Other Expenses	126.9	81.3	
EBITDA	112.4	93.0	20.8%
EBITDA (%)	10.65%	11.14%	
Other Income	10.9	55.0	
Depreciation	19.4	17.1	
EBIT	103.9	130.9	-20.7%
EBIT (%)	9.84%	15.67%	
Finance Cost	33.9	22.8	
Profit before Tax	70.0	108.1	-35.3%
Tax	20.2	23.5	
Profit before Associate	49.8	84.6	-41.1%
PAT %	4.72%	10.13%	
Profit / Loss of Associates	1.8	0.1	
Profit after Tax	48.0	84.5	-43.2%
PAT (%)	4.5%	10.12%	
Normalised Profit after Tax	72.4	51.5	40.4%
PAT (%)	6.86%	6.17%	
EPS	2.09	3.68	

Genus Trust hold shares in Genus Paper & Board Ltd. Hence, as per IND-AS, any changes in price will reflect at consolidated level.



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Capital work-in-progress	1.6	1.9	Share Application Money Pending Allotment	0.0	0.1
Other intangible assets	1.1	1.2	Other equity	761.1	723.5
Investment in Associates	14.3	14.4	Sub-total - Shareholders' funds	784.1	746.5
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Non Financial assets	28.9	38.5			
Sub-total - Current Assets	1,014.6	978.8	Sub-total - Current liabilities	531.8	533.5
TOTAL - ASSETS	1,376.2	1,319.8	TOTAL - EQUITY AND LIABILITIES	1,376.2	1,319.8



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