



# “Genus Power Infrastructures Limited Q4 FY2021 Earnings Conference Call”

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**MANAGEMENT: MR. KAILASH AGARWAL – VICE CHAIRMAN – GENUS  
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**Moderator:** Ladies and gentlemen, good day and welcome to the Genus Power Infrastructures Limited Q4 FY2021 Earnings Conference Call. This conference call may contain forward-looking statements about the company, which are based on the beliefs, opinions and expectations of the company as on date of this call. These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing “\*” then “0” on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Kailash Agarwal, Vice Chairman of Genus Power Infrastructures Limited. Thank you and over to you Mr. Agarwal!

**Kailash Agarwal:** Good evening ladies and gentlemen. I hope you are all safe and sound. We are all facing this pandemic and having challenge. A very warm welcome to the Q4 and FY2021 earning call of Genus Power. With me is the Joint Managing Director Mr. Jitendra Agarwal and our investor relations advisors SGA.

The results and investor presentation are already uploaded on the Stock Exchanges and Company website. I hope you could have seen that.

Our capacity utilization remained subdued in Q4 FY2021 due to very muted volume offtake by the Discoms due to disruptions of COVID-19 pandemic. As our businesses are customer centric and it requires a lot of human intervention. That has been severely impacted because of the lockdown and has also impacted the movement of the meters. The overall hangover of COVID-19 is likely to persist at least for Q1 of FY2022 & may be more as we never know. However, we anticipate that sharp revival is possible in the metering industry in Q2 FY2022.

We have recorded a sales of Rs.191 Crores for Q4 FY2021 as compared to Rs.169 Crores in Q3. The revenue growth was impacted and was subdued because of low volume offtake by SEBs as stated earlier . Q4 FY2021 EBITDA stood at Rs.39 Crores, up by 32%, as compared to 30 Crores in Q3 FY2021. EBITDA margins improved by almost 300 basis points at 20.7% in Q4 FY2021 viz-a-viz 17.7% in Q3 FY2021 on account of higher share of smart meters in this particular quarter. The profit before tax grew up 11% to the Rs.30 Crores as compared to the Rs.28 Crores Q3 FY2021. PAT stood at Rs.30 Crores, up almost by 67%, as against Rs. 18 crore in Q3 FY2021. Increase in PAT is because of reversal of excess tax provision of Rs.10.89 Crores which was made in Q2 of this financial year. . Cash PAT stood at Rs.38 Crores recording an increase of 68%. The current order book is Rs.931 Crores which is good for at least the next two to three quarters. With clients increasingly

scouting for end-to-end solutions, we believe the share of revenue from Facility Management Services (FMS) , which is recurrent in nature to steadily grow to about 8% to 10%% of our total revenue in the foreseeable future. We hope that coming quarters that things will get better. I now open the line for questions and answers.

**Moderator:** Thank you very much. We will now begin the question and answer session. The first question is from the line of Ashok B Jain from Aayush Capital. Please go ahead.

**Ashok B Jain:** Good afternoon to the board of directors. My first question Sir is the second COVID wave started in India in the month of April of 2021. However we lost sales from the middle of February itself of 2021? Could you kindly please explain how and why this happened? My other question the COVID pandemic has proved that we have high geographical risk with all major sales of our company coming from India, that is the domestic market? Now with EESL looking at Africa and Middle East, are we open for export focus in the immediate near term to mitigate our geographical risk? That is all from side. I eagerly await your answers to these questions?

**Jitendra Agarwal:** Your first question is why our sales went slow since February.

**Ashok B Jain:** Sir, the second COVID it started in April, but we started losing sales right from the middle of February of this year. So why has this happened? Can you elucidate on this?

**Kailash Agarwal:** The feeling of second wave started in February itself because at most of the electricity boards the inspections were getting delayed. Whether you talk of electricity boards from MSCBL where we are doing a lot of business or from Tamil Nadu or even from Rajasthan. They were clear cut visibility that inspections were getting delayed significantly which was delaying the sales. This further only grew with officers not ready to come to the factory for the inspection. Unless the inspection is done we cannot dispatch the material. Secondly, most of the electricity boards by the time they started picking up the installation it again started going down from the month of February itself. Though among the general public the feeling is the pandemic second wave started hitting from the month of April but to the B2G business it surely started impacting many electricity boards from the month of February itself. That was the only reason of slow sales. Absolutely nothing else contributed to it.

**Kailash Agarwal:** I would like to add that is why our FG was very high at the end of the quarter. We were producing in the anticipation that the inspection will happen, and we will be able to dispatch all the meters to the Discoms, but unfortunately because the inspections had not happened and we could not get the dispatch advisors from them, so our FG was also very high at the end of the quarter.

**Jitendra Agarwal:** Regarding your second question, the EESL in Africa. Genus is already into international market. If you see our 2019-2020 balance sheet, we did almost three figures of exports. Last year Exports went down significantly because of the pandemic and as on date also we have an order book of Rs. 55 Crores in the exports division.

**Ashok B Jain:** But do we right now with the domestic market being so weak, do we plan to increase like really focus hard on the export market so at least our total sales won't take a hit?

**Jitendra Agarwal:** As a company we have been focusing on export markets for the last five years. The business we are into i.e., smart metering has its own gestation period for any country to open up. So all the hard work that has happened in the last four to five years, which surely show results in the near future. It is not that because of pandemic we are focusing on the international market, any which ways we are very serious on the international market. And especially in Southeast Asia, Middle East, and African continent we have been doing a fairly good amount of work. Last year was slow, but you will see a lot of improvement in the near future.

**Kailash Agarwal:** Secondly, I would like to add that by EESL entering will give also a big boost to the company, as now we will have two options to participate. Where the payment terms are direct LC payments where we do not have to do opex and all, there we can participate directly. And where there are opex and other conditions we can participate through EESL. So, no doubt EESL entering these markets will give a big boost to the company.

**Jitendra Agarwal:** There is no doubt about it. EESL is our major customer. We are their most important supplier. If they grow, we are bound to grow with them.

**Ashok B Jain:** Thanks a lot Sir. Thank you very much for the answers. Thank you. Best wishes from my side.

**Moderator:** Thank you. The next question is from the line of Suraj Nawandhar from Prithvi Finmart Private Limited. Please go ahead.

**Suraj Nawandhar:** Good afternoon. Sir this new scheme which is launched by the government sounds very similar to the Uday Scheme that the government had launched earlier. But the government is not able to achieve whatever they had set as a target. So what gives us confidence that the government will now achieve target this time under this new scheme?

**Jitendra Agarwal:** Now the scheme if we all understand anything in the the government takes its own time to seep into the distribution sector. It is a federal structure as you all understand and lot of this has been seeped into the distribution system now. So, whatever we were seeing earlier has

significantly changed. In that is the attitude of the distribution companies. Even the central government has learned how to be more forceful in getting the scheme implemented. If you see the current scheme, it is capex plus opex where there is a clear cut standard bidding document created by the National Smart Grid Mission. The same has been a part of the scheme. If you use this as standard bidding documents and a clear-cut target has been given - that by 2023 we want you to do the DT metering and by 2025 we want you to complete agriculture and by 2025 we want you to complete the prepaid. Earlier they were also learning. They were making schemes which were not very easily implementable by the distribution company. But this time the scheme has been much more practical. Everybody has learned in the last three to four years. If you see the amount of tenders that have come in the last 45 to 60 days, it is visible that almost every state is going to implement these schemes in a major, major way in the times to come. They have nothing to lose. And if they want subsidies from central government, they will have to implement these schemes. Plus if you see, they have this time completely bifurcated their states according to the finance companies. 50% are with REC. and 50% are with PFC. There is a clear cut guideline as to how you have to do and this time all these standard bidding documents and scheme has been prepared with the help of the distribution companies. It is not a one-way traffic. It is absolutely a two-way traffic because lot of work has happened in the last 18 months. As a metering industry we are also part of this whole scheme by preparing the documents, by working on the scheme - so there is a major difference in what was visible two years back and what is visible today.

**Suraj Nawandhar:** So how has been the month of May for us in terms of dispatches?

**Jitendra Agarwal:** Lowest ever, very very bad. April and May is practically washed out. When the people are not ready to travel even in the month of February and March, in April and May almost all electricity boards were practically shut down. Most of the electricity boards, whatever the work they are doing, they are ensuring that there is 24 x 7 power supply to the country, and this is I think is the most important job they are doing currently.

**Suraj Nawandhar:** Once this COVID subsides do you feel that the...

**Jitendra Agarwal:** Just to give you some numbers. Only in Rajasthan we have lost more than 100 field engineers in electricity board. I am not talking about COVID positive; we have lost more than 100 people.

**Suraj Nawandhar:** So once we start to open up do you think that the smart meter will pick up at very huge phase or it will gradually pick up in phase?

**Jitendra Agarwal:** It will pick up very, very quickly. There is a reason behind it. If you see the number of tenders which has come in the last two to three months, they are all getting postponed. They all have to get reported now because electricity boards are now they are not going to buy conventional meters. They cannot give electricity without electricity meter. So almost every electricity board across the country have come out with the tenders. So that they can decide it very quickly and they can start getting the supplies ASAP. So I am seeing lot of work will happen in the next two to three months.

**Suraj Nawandhar:** Thank you Sir. All the best.

**Moderator:** Thank you. The next question is from the line of Manish Maheshwari from Om Capital Markets. Please go ahead.

**Manish Maheshwari:** Sir, if one were to understand the smart metering solution and the opportunity therein, by and large leaving aside pandemic for a quarter or two, what would be bigger opportunity that you are eyeing over the next two to three years and what is the current capacity utilization.

**Jitendra Agarwal:** Just to give you a fair amount of idea about the size of the opportunity, in the last FY2021 there were tenders of Rs.4,000 Crores which came out. Though if you see historically which involved the conventional meters the size of the industry was hovering around Rs.2500 Crores to Rs.3000 Crores. In the last year, even when there was the pandemic still there was the tender of almost Rs.4000 Crores, which came out, out of which only Rs.1200 Crores could be decided. So currently we are sitting on live tenders of Rs.2941 Crores, which are already quoted and which it will be decided in the next two to three months, which is what I believe. Plus, already tenders worth Rs.7200 Crores have been out, which would have been quoted by this month, if the pandemic would not have been there. Because of the pandemic, all these tenders will get quoted in the next 30 to 45 days. So currently we are sitting on opportunity, tenders which are out are more than Rs.10,000 Crores. This will be decided in the next three to six months. We are already sitting on an order book of Rs.930 Crores. So this will give you an idea of what kind of opportunity we are sitting on.

**Kailash Agarwal:** Basically, I would like to add that from a market size of Rs.3000 Crores per year right now we are sitting on the tenders worth Rs.10,000 Crores. So basically if it would have been a normal market size, this tenders would have been for almost two and a half to three years and Genus has the success ratio always of 25% to 27% market share. Now you can understand the type of business that has to come and the type of volume Genus can do in the next coming two to three years, provided we come up out of this pandemic and all.

- Jitendra Agarwal:** Your second question was regarding the capacity utilization. If you talk of this quarter it is negligible.
- Manish Maheshwari:** For the last three quarters?
- Jitendra Agarwal:** The last financial year I do not have. We will come back with this. We will comeback. The capacity utilization was not even 50%.
- Manish Maheshwari:** What is the kind of order inflow we are expecting over the next few quarters?
- Kailash Agarwal:** As we clarified with you, that already the company has participated in tenders worth Rs.3000 Crores. There are tenders pending of Rs.7,200 Crores. Right now quoted tenders we can see are worth Rs.10,000 Crores and the company has a success of 25% to 27% if you see historically. So basically, if we hope that in the next six to nine months if we these tenders are decided or say in one year these tenders are decided, so we will be sitting on an order book for the next two years.
- Manish Maheshwari:** Okay Sir thank you. Thank you so much.
- Moderator:** Thank you. The next question is from the line of Manik Malhotra an Individual Investor. Please go ahead.
- Manik Malhotra:** Sir good afternoon to everyone. So, I basically wanted to know the proportion of sales for the net metering? So net metering is like catering to the solar business. So I just wanted to know how our company is like capitalizing the opportunity of solar in the next few years or quarters?
- Jitendra Agarwal:** Just to give you an idea on the net metering nowadays most of the electricity board are buying meters with the net metering facility in itself. So the meters can be used for the net meters in the solar application also. The net metering opportunity is not very, very large if you see the overall scheme of things. Last year if you see we have done business of Rs. 600 Crores. Out of this Rs.600 Crores, meters that are used for net meters will be to the tune of Rs.3 Crores to Rs.4 Crores. It is not that that we are not making net meters or the meters are not being used for the solar application. Now a days the normal conventional meters that we manufacture, or the smart meters are designed in a way it can be used for the net meters also.
- Manik Malhotra:** So they are designed in such a way that they can like take that opportunity?

**Jitendra Agarwal:** Absolutely. The electricity boards are using the net meters from within their purchase quantity itself.

**Manik Malhotra:** Okay and any updates on the demergers? In the last call you updated about the demergers.

**Kailash Agarwal:** No. The situation is the same. The proposal is with SEBI and we are waiting for their approvals.

**Manik Malhotra:** Okay best wishes to the team and I hope each and every employee of Genus is safe, so thank you.

**Moderator:** Thank you. The next question is from the line of Dipen Shah an Individual Investor. Please go ahead.

**Dipen Shah:** Good afternoon and thank you for the opportunity. I had a couple of questions, may be repetition of what was asked earlier. Just wanted to understand the capacity utilization which was asked earlier - what quantity of meters can we produce with the existing capacity. Or may be in terms of revenues what is the revenue we can reach with the existing capacity which we have? And the second thing is based on what you said is that if about Rs.10,000 Crores of orders are going to be bided out and won in the next two quarters - do we have the potential to get an order book of about Rs.2500 Crores from that that is the second question. And the third question if you can just let us know who are the major competitors for us in this smart meters space? Thank you so much.

**Jitendra Agarwal:** We can comfortably produce 10 million meters. So you can say currently our manufacturing capability is for 10 million meters, which will give you a revenue of Rs.2000 Crores to Rs.2500 Crores. This 10 million capacity can be easily enhanced to 15 to 20 million within maximum six to nine months because we have our plant, machinery and everything invested in a way where Genus can go up to 20 million very comfortably. So that is the kind of capacity and capability we have created over the years. On your second question, the capacity utilization is currently very, very low. Last financial year it was not even 50% and even this first two months, it is very negligible, as tough times are going on. The next question was tenders worth Rs.10,000 Crores which are in the market, so what is the probability of Genus winning in these orders. Yes it is difficult to commit. You will never know in the business. But for a company like Genus to have an order book of Rs.2000 Crores or Rs.2500 Crores coming out of these tenders is not something which is impossible. It is surely achievable thing. Our order book should be very good in the next two to three quarters. The fourth question was.

**Dipen Shah:** The competition who are the major competition?



**Jitendra Agarwal:** There are primarily two to three large companies in the country which are the major competitors like Schneider Electric, which has taken over L&T. Earlier it was L&T, Secured meters, HPL, Socomec and Landis+Gyr - they are I would say A grade competitors who are in our industry.

**Dipen Shah:** And if you have any numbers what will be the market share of Genus vis-à-vis the large three to four competitors?

**Jitendra Agarwal:** I would say Genus domestically would have a market share in the range of 25% to 27%.

**Dipen Shah:** Thank you very much and all the best.

**Moderator:** Thank you. The next question is from the line of Amit Shah from Ace Securities. Please go ahead.

**Amit Shah:** Sir I have a couple of questions. The first would be Sir despite lack of operating leverage, our margins were much higher in Q4 - so what is the reason behind the same and secondly Sir as our execution pickups the pace in coming quarters, can we expect these EBITDA margins to improve further?

**Kailash Agarwal:** Basically, if you talk about Q4 the margin as I told in my opening remarks also that sometimes we do very high-end meters in some particular quarter. So, this particular quarter mainly they were less of conventional meters and more of smart meters and high end meters. So the EBITDA margins were at a level of 20% or something like that. Otherwise normally if you see our EBITDA margins remain at 16% to 17%. And for the coming two quarters there will be certainly a problem with the going quarter and next quarter. There won't be EBITDA levels of 16% to 17% as guided by us earlier. Actually if I recall in the month of January conference call I gave a guidance of almost 16% to 17% of the EBITDA margins for the coming year and at that time they was a question that there might be some hit because of the raw material prices and all being all commodity prices going up will affect Genus margins and we were knowing surely that there will be effect of raw material prices increase on EBITDA margins by 2% to 3%, but we are very sure that because of ongoing volumes and increase in volumes in the coming years as we had target of around Rs.1,200 Crores for the FY2022 at that time and we were thinking that whatever the impact of raw material coming on our margins will be covered by the volumes. But now coming time there will not be volumes also in first quarter. There will be lesser volumes. In second quarter also, there might be impact on volumes. And secondly raw material prices even have increased more than January-February itself, from there itself the commodities prices have shoot up for almost 40-50% again. Our order book Rs.930 Crores and the orders are at old prices and there is no escalation clause in our business so there will be

impact of volumes also and there will be a impact of commodity prices also, raw material prices also. So for sure first quarter there will be a very lesser EBITDA margins. For second quarter there will be a lesser margins. From third quarter we hope that again the margins will start coming back to the normalcy of 16-17%, as we hope that the volumes will also increase very well, number one and number two the supplies from the new orders where we are passing on all raw material prices impact to the customer will start coming. So basically first two quarters there will be a subdued margins, there will be a impact on margins for sure and from third quarters we hope that it will be back to the normal. So basically this is mainly because of the volumes and raw material prices, there is no decrease in prices of meters and we are able to pass on to our customer whatever the raw material prices were impacted. But because of the old orders and there is no escalation clause it will certainly affect EBITDA margins. Volumes is also decreasing, so there will be a impact of both volume and raw material prices.

**Amit Shah:** Okay Sir got it. Sir my next question will be on our business restructuring, may I know when will the demerger process get over?

**Kailash Agarwal:** I think by end of this financial year because everything is getting delayed. We are waiting for the SEBI approval since last three months. It may take more time because of this pandemic and all it is all getting delayed. So once our SEBI approval comes, we go to NCLT. We hopefully see that by end of this financial year it will be done..

**Amit Shah:** Okay and Sir what is Genus Power gaining from this demerger?

**Kailash Agarwal:** So basically, as I told last time also, we want to become a pure metering company and this investment is not bringing any value addition to the company rather it is decreasing its ROCE, ROE. So that will be going out and shareholders of Genus Power would not be losing anything because they are getting shares of that value of other company. For Genus there will be a benefit because it will become a pure metering company and certainly the management can focus more on that.

**Amit Shah:** Okay got it Sir and can you shed some light on business operations of Genus Prime Infra and the growth plans of that entity?

**Kailash Agarwal:** Right now, I am not ready with that because that I do not have that numbers.

**Amit Shah:** Sir and what was our working capital cycle for FY2021, what are the receivable days and will the implementation of 'Pay as you Save Model' lead to substantial improvement in this working capital cycle?

**Jitendra Agarwal:** FY2021 payment cycle was very bad because all electricity boards were in bad shape because of this pandemic and all and our debtor days increased drastically. So you cannot measure the company's working capital cycle with that particular year or financial year 2021. There will be certainly an improvement in the coming days and with this scheme also there will be improvement to our working capital cycle.

**Amit Shah:** Sir and the last question if I may, Sir how is our gas metering business panning out and what are the prospects of the gas meter business in FY2022?

**Jitendra Agarwal:** Our gas meter business is taking a good shape. For the interest of the audience if you see the total domestic market of gas meters is estimated to be around 4.2 Crores meters till 2029. This is the outlay the government has made and there is expectation that further 1 Crore gas metering connection will be added during this period. So we are expecting 5 Crores gas meters in the next 8-9 years. So that will make it a industry of around 6500 to 7000 Crores in the times to come. So this is what our expectation is. We have done a supply of 10,500 meters in the last financial year, which has given us a good impact in the market. We have got all the design certifications - it takes a lot of time and it is a very big entry barrier in this industry. So last two years of hard work has given us most of the certifications and one of the key certificate is also expected in the next 2-3 months. So I am expecting our gas meter to become substantial from FY2022-FY2023.

**Amit Shah:** Okay Sir and the margins in this gas meter business would they be better than smart electricity setting is there?

**Jitendra Agarwal:** I would say almost the same.

**Amit Shah:** Okay. Thank you.

**Moderator:** Thank you. The next question is from the line of Isha Chawla from RS Capital. Please go ahead.

**Isha Chawla:** With respect to 'Pay as you Save Model' in metering space that is being introduced by IntelliSmart - will that change the dynamics of the industry? Can you explain in detail as to how this model will redefine the industry and also have we started getting positive response from Discoms on this business model?

**Jitendra Agarwal:** Yes Discoms are reacting positively to this 'Pay as you Save Model' because the financially trapped Discoms, - we all know they do not have money to pay upfront. With the huge investment for smart meters or prepaid meters shifting,so this model will surely gain momentum and it is not that this momentum is only from IntelliSmart. IntelliSmart

is going to be one of the major players into this. But even REC is taking a lot of interest and even companies like Genus will take some of the projects whatever our capability would be. So Genus we will have three business models. We will work as a opex company ourselves also, we will take end-to-end solution projects where there will be complete capex. In all these companies like IntelliSmart or REC - we will be their solution providers. So definitely we will see a major momentum in a very short period of time.

**Isha Chawla:** And Sir do we have similar model in other geographies or this is unique to India only?

**Jitendra Agarwal:** If you will see what EESL is doing currently is almost same thing. Though are some changes in the way of working and they have redefined or repositioned themselves in a different way. EESL is doing something like this only. Globally also if you see, countries like Australia, US, most of the countries it is like this model only where somebody is providing the solutions, somebody is financing it. It is more like a solar industry model. Because of the huge capex investment, there are people who will come up with the capex investment.

**Isha Chawla:** Okay Sir that was helpful and Sir I have one more question. Could you please provide breakup of a revenue in terms of conventional meters, smart meters and FMS. Also how much revenue was from export business and similarly I need some data on if you could also provide your order book?

**Jitendra Agarwal:** Our order book is Rs.930 Crores out of which Rs.534 Crores is from smart meter, Rs.345 Crores from the conventional meters and if you talk of the FMS, out of this Rs.930 Crores, Rs.151 Crores is from the FMS, which will be receiving over a period of five years?

**Moderator:** Thank you. The next question is from the line of Amish Kanani from JM Financial Services. Please go ahead.

**Amish Kanani:** Sir I wanted to understand given the precarious condition at least in the Covid year, what is our strategy to kind of bid vis-a-vis what kind of State SEBs we selecting. Do we keep their ratings in mind or our track record of the getting collections from them is key parameter in terms of our relation with them. Or is it state rating, where States are coming in to the picture and supporting the SEB? So how do we go about doing it because large part of our returns is based on our working capital investments that we make on these orders? So if you can give us some sense of how are we better and in spite that how do we get this market share of 25%?

- Jitendra Agarwal:** What you are asking is strategy to select customers because of their financial positions?
- Amish Kanani:** Yes what kind of SEBs?
- Jitendra Agarwal:** Just to give you an idea on this. In my two decades of experience in the distribution business, I would say except the State of Gujarat I have not seen a single utility which is able to maintain their ranking ever. So if as a metering company we start ranking a company and then accordingly try to quote them, it will never work. So, we do not get into jugglery where we are trying to select a customer unless somebody is going very badly - like Murphy sometimes they do very badly, so we do change our strategy of quoting to them. Otherwise generally it is very nationwide, it is state to state. It depends more on the specification in the current situation of the SEB.
- Amish Kanani:** Okay so you are saying effectively in the long run we get the money so...
- Jitendra Agarwal:** Effectively in the long run we get the money. We have a lot of intelligence about the electricity board. So while making the quotation we generally take into the consideration like what kind of payment terms we would get. As I told except Gujarat, I have not seen a single distribution company in the last 15 years who have maintained their ratings.
- Amish Kanani:** So barring one or two which you avoid, you would not worry too much and you will keep the overall payment cycle in mind while quoting so that we get a ROCE of our desired level, right?
- Jitendra Agarwal:** Yes.
- Amish Kanani:** Okay and Sir if you can just in that context give us what are our write-off or bad debts over say last 3-5 years? Do we have some number as provisions and write-offs as a percentage of receivables and we need to worry, thanks?
- Kailash Agarwal:** See we do not have any write-offs; we do not have any bad debts. Not only in last 3-4 years, but even in many years. And secondly as a policy of the company we keep half percent of our sales as provision for all these things. But that remains in the provision and there are no write-offs or bad debts.
- Amish Kanani:** Okay. Thanks a lot.
- Moderator:** Thank you. The next question is from the line of Suraj Nawandhar from Prithvi Finmart. Please go ahead.

- Suraj Nawandhar:** Sir just wanted to get the clarity on the bidding process. We supply the meters to the Discoms or are we are supplying to IntelliSmart infrastructure company?
- Jitendra Agarwal:** We supply to both of them, we supply to Discoms and we supply to IntelliSmart also.
- Suraj Nawandhar:** Smart meters you mean to say.
- Jitendra Agarwal:** Yes smart meters or any kind of meters.
- Suraj Nawandhar:** Okay so if Discoms are okay on their own to buy themselves, what was the point of creating the IntelliSmart infrastructure in JV and everything?
- Jitendra Agarwal:** IntelliSmart is the facilitator where they take projects and then they buy meters companies like us. And Discoms come out with the tender - for them IntelliSmart is also a vendor and Genus is also a vendor.
- Suraj Nawandhar:** Okay. So out of the total tenders that are live - how much of those are floated by IntelliSmart and how much of them are floated by Discoms directly. If you can give a percentage?
- Jitendra Agarwal:** IntelliSmart has still now has not floated a single tender. IntelliSmart is an execution company of EESL. So whatever the tenders are floated, are floated by EESL.
- Suraj Nawandhar:** Okay Sir how much percentage of tenders are from EESL as against Discoms?
- Jitendra Agarwal:** They do tie up with the Discoums. They take PO from them and then they float the tenders to buy meters from people like us. Out of Rs. 10,000 crores worth of tenders, currently EESL has come out with tender for 25 lakh meters and it will be worth like Rs.700 Crores.
- Suraj Nawandhar:** Okay thank you Sir.
- Moderator:** Thank you. As there are no further questions from the participants, I would now like to hand the conference over to the management for closing comments.
- Kailash Agarwal:** Thank you ladies and gentlemen, I wish you all to remain safe and healthy. Thanks a lot and we assure you that company will be doing good in coming times and will come out of these tough times because of pandemic and all.
- Moderator:** Thank you. On behalf of Genus Power Infrastructures Limited, that concludes this conference. Thank you for joining us and you may now disconnect your lines.