Genus
energizing lives

Genus/STX/QC/
January 24, 2018

National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex, Bandra (E),
Mumbai - 400 051.

(NSE Symbol: GENUSPOWER)

BSE Limited
P.J. Towers,
Dalal Street, Fort,
Mumbai – 400001

(BSE Code: 530343)

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation.

We request to kindly take the same on record.

Thanking you,

Yours truly,
For **Genus Power Infrastructures Limited**

Director/Company Secretary

Encl. as above

GENUS POWER INFRASTRUCTURES LIMITED

Genus Power Infrastructures Limited
(A Kailash Group Company)

Corporate Identity Number
L51909UP1992PLC051997

Corporate Office:
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Jaipur-302022, (Raj.), India
T. +91-141-7102400/500 • F. +91-141-2770319, 7102503
E. cs@genus.in • W. www.genus.in

Registered Office:
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Uttar Pradesh-201307 (India)
Telefax +91-120-4227116
E. info@genus.in

Genus Power Infrastructures Limited

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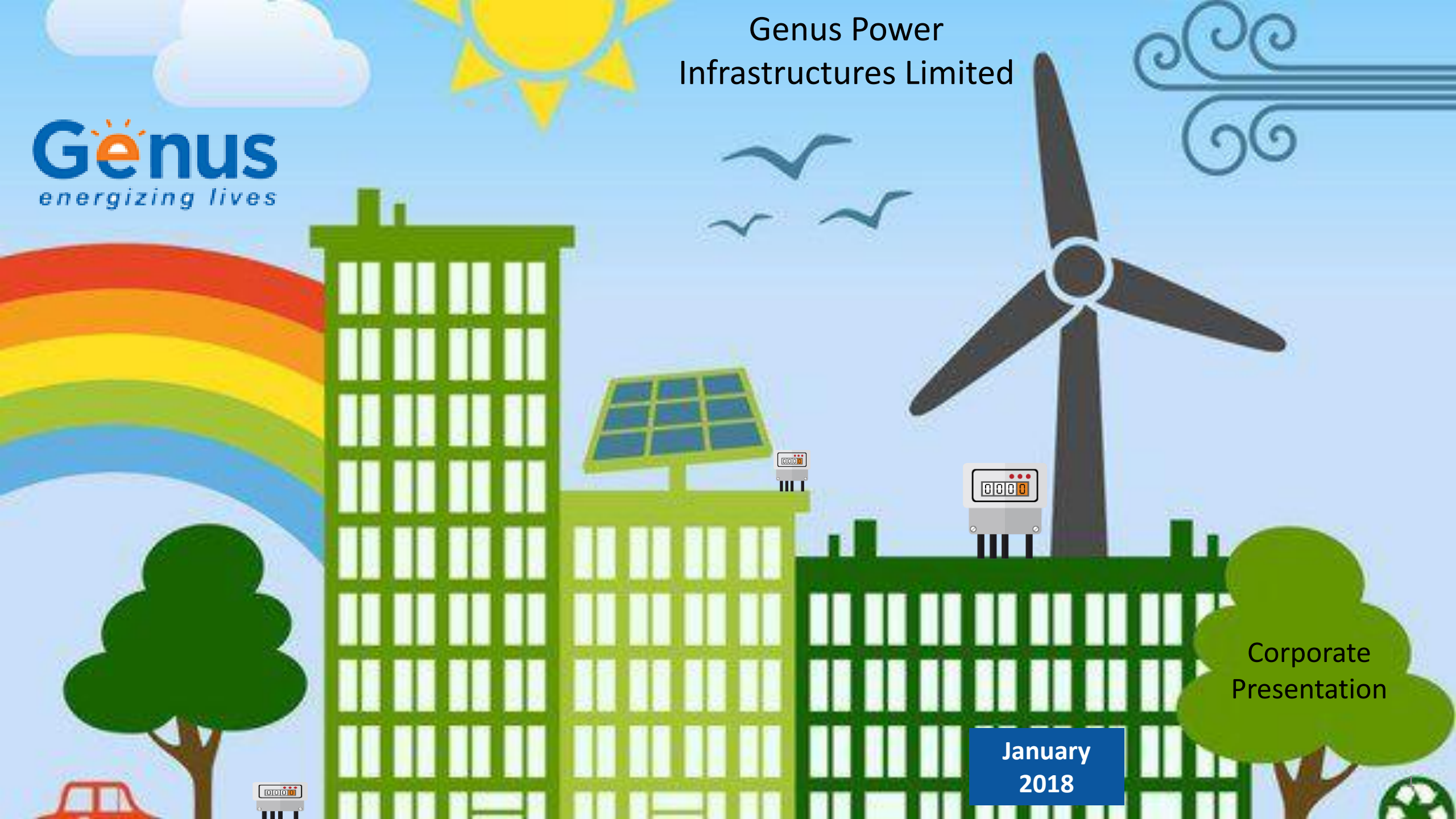

Corporate Presentation

January 2018

Safe Harbour

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Business Overview

Power Sector Leadership

- 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
- 42mn+ 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

Journey So Far

1996 - 1999

- Production of Electronic Energy Meters
- Established Single & Three Phase Electronic Energy Meters
- Multi-functional & Multi-tariff Meters launched

2000 - 2004

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

2005 - 2009

- AMR / Pre-payment Meter/ DT Meter launched
- Ventured into Power Distribution Management Projects
- Manufacturing facility at Haridwar commissioned

2010 - 2013

- Launched meter with integrated APFC, Smart Meters, smart street light management system, Group Metering etc

2014 - 2016

- 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 (Himachal Pradesh) HPSEB's Smart Grid Pilot Project with Alstom

Experienced Management Team

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
Executive VP - Marketing

Dr. Anukram Mishra
Executive VP - Technology

Mr. Nathu Lal Nama
Sr. VP - Finance & Accounts

Mr. Rajbir Sharma
Sr. VP - Projects

Mr. Ranvir Singh Rathore
VP - R&D

Pillars of Competitive Edge

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

Business Verticals

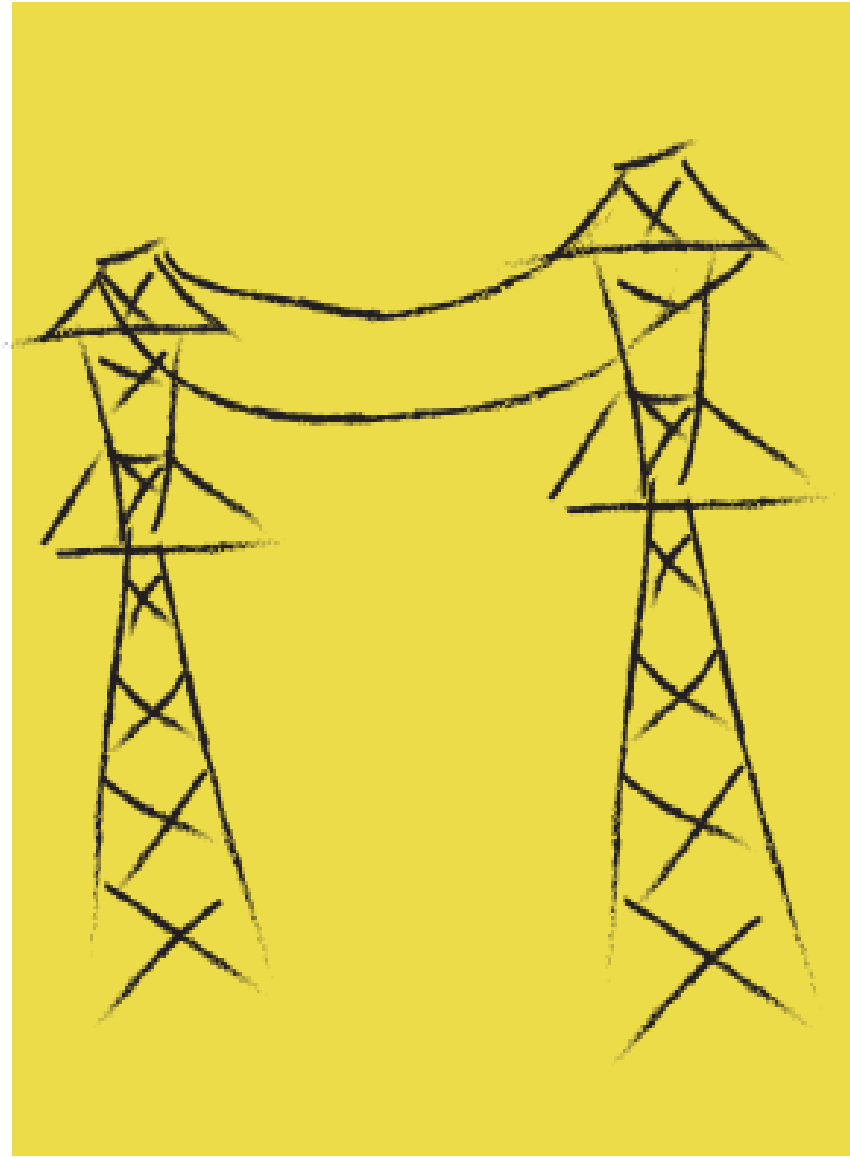
SMART METERING SOLUTIONS

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

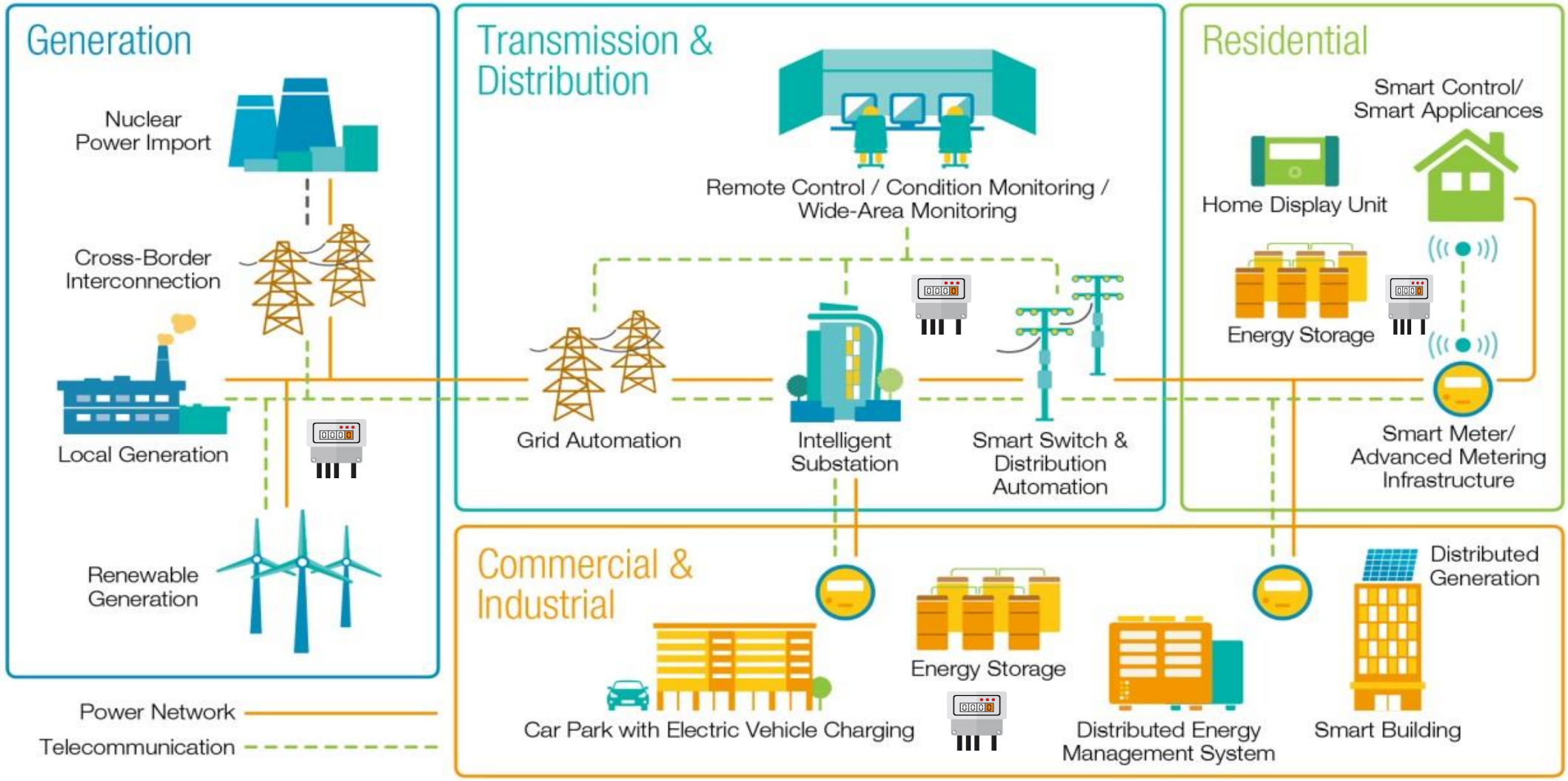
- Genus specializes in providing end-to-end metering solutions (AMI) with communication modules and software under its Smart Energy Management Solution

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



End to End Energy Management Solutions



Meters from Generation to Consumption

Diversified Product – Market Mix

RESIDENTIAL & COMMERCIAL

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

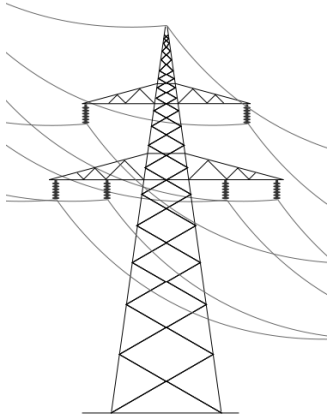
INDUSTRIAL

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

PREPAYMENT SOLUTION

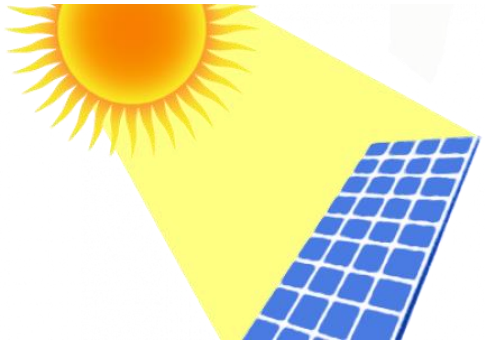
- Single Phase Prepayment Meter
- Three Phase Prepayment Meter
- Dual prepayment Solution
- Prepaid Vending Software
- DIN Rail Prepayment Meter
- On-Line “Pre-paid” Metering Solution

Diversified Product – Market Mix



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

Engineering Construction & Contracts

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

Balanced Client Mix

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

Manufacturing Assets at Glance

R&D Centre and Corporate Office, Sitapura, Jaipur

Ramchandrapura, Jaipur

Haridwar, Uttaranchal

Haridwar, Uttaranchal

Guwahati, Assam

Total Installed capacity of over 10 million meters

Quality Certifications

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

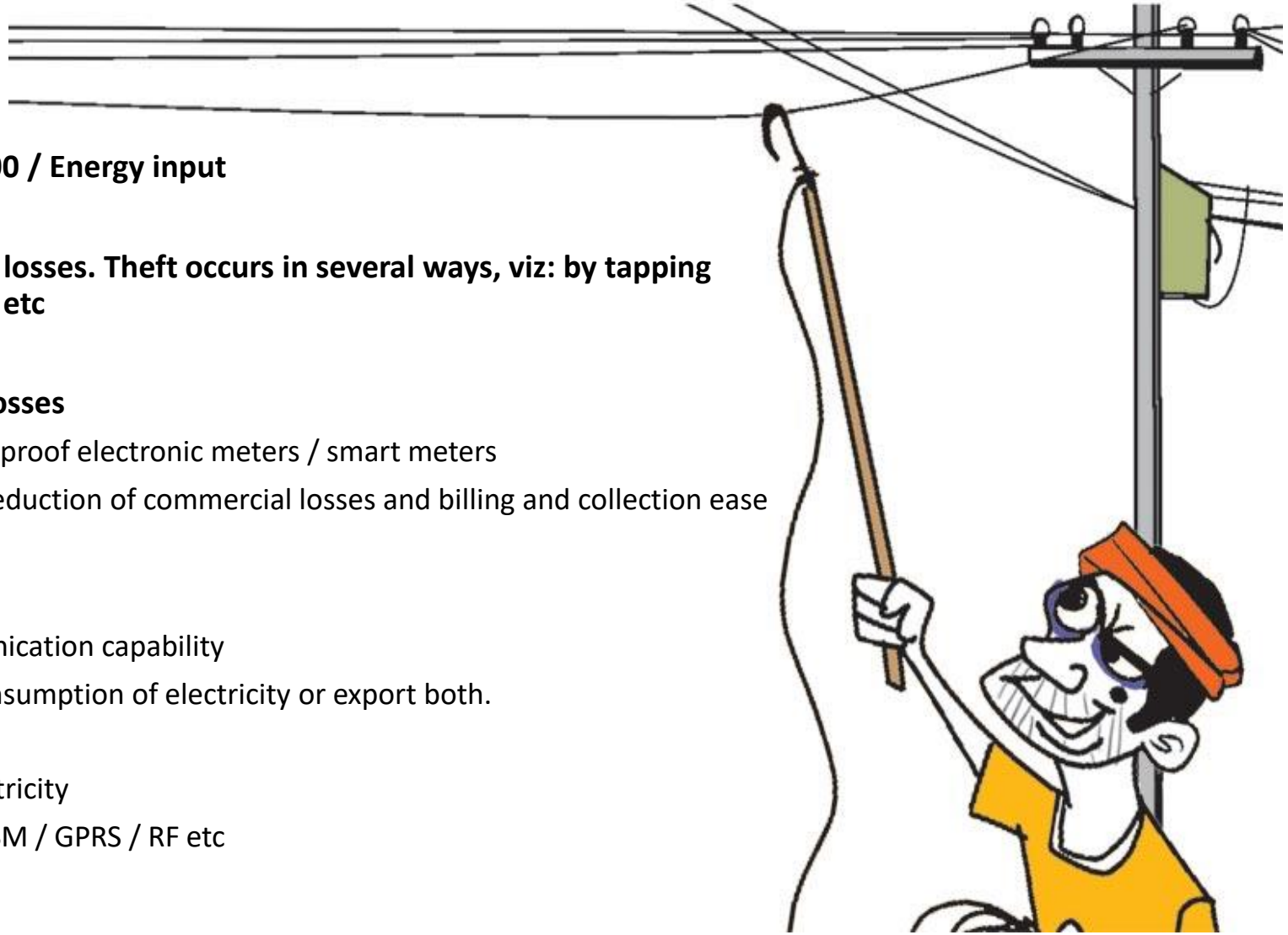
EMC Certifications

IECQ for quality of components

CMMI Level 3 Company

Business Outlook

AT&C Losses in India are Three Times the Deficit



- **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

Source: Various Article

Government's Thrust on Metered Power for All

UDAY
UJWAL DISCOM ASSURANCE YOJANA

- 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**

Source: Various Article

Metering Opportunity

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

- TheThe 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

Source: Various Article

Smart Meter is the Future

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

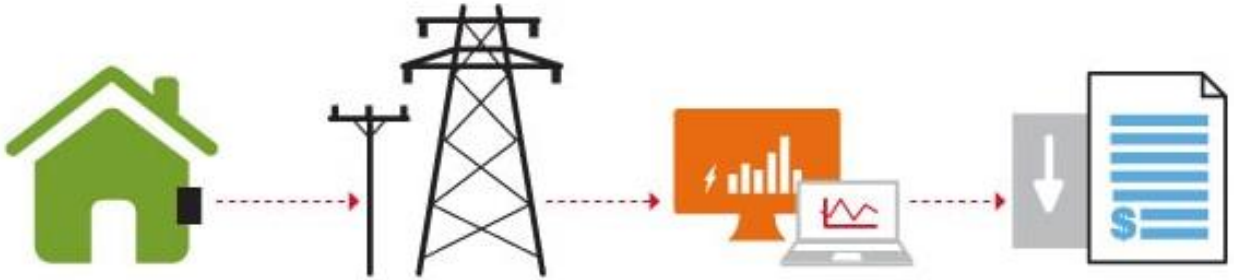
Consumption Patterns

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



Source: Various Article

Smart Meter as Game Changer

Four ways to recharge Uttar Pradesh's power sector

8th May 2017

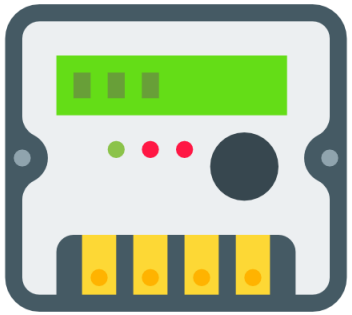
The magnitude of the task at hand can be gauged from the fact that by 2019, Uttar Pradesh has to (1) nearly double its electricity-sector asset base, (2) plug in 11.2 million households, **(3) formalize and meter around 8.4 million households with access to electricity, (4) meter another 6.8 million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

Goyal 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.**"



Excepts from News Articles on

SMART METER

as

GAME CHANGER

Lower tax on coal under GST will bring down power tariffs: Piyush Goyal

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"

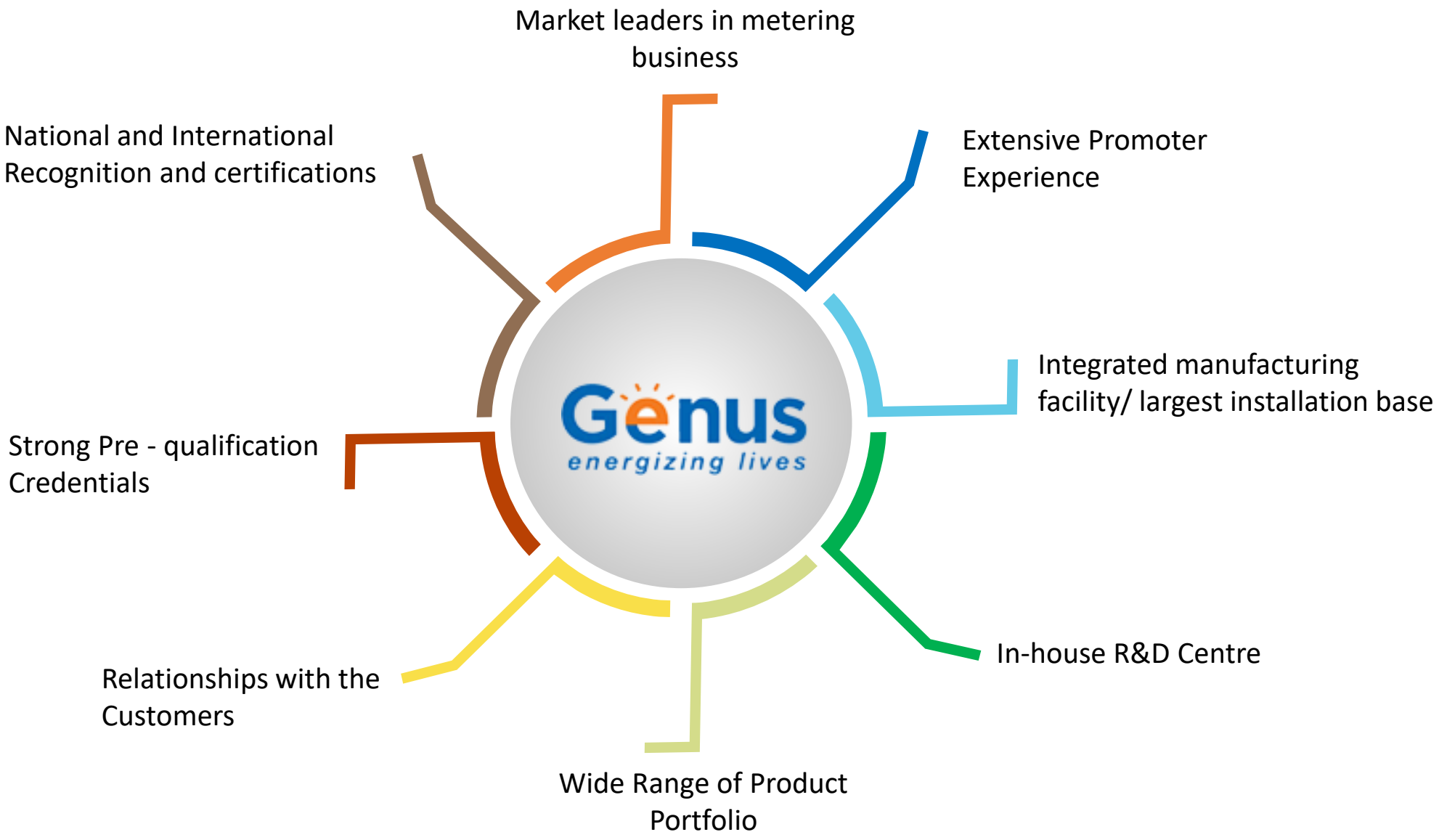
Tata Power Delhi Distribution Ltd. is now installing 200,000 smart meters and is planning to scale it up to 1.5 million in five to six years, while Reliance Power Ltd-owned BSES Yamuna Power Ltd and BSES Rajdhani Power Ltd, which supply electricity in Delhi, are also installing smart meters for customers in phases

Piyush Goyal pitches for wider use of smart electricity meters

23rd Jan 2017

Source: Various Article

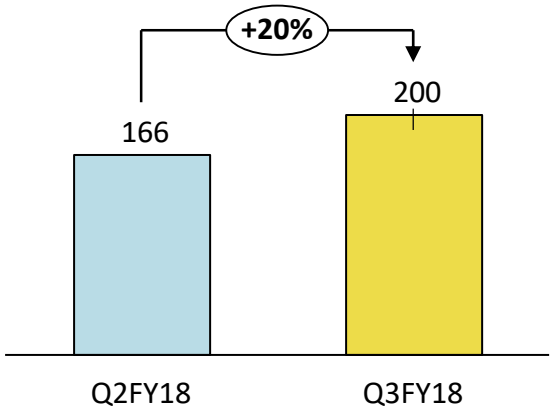
Geared to Ride the Growth Wave



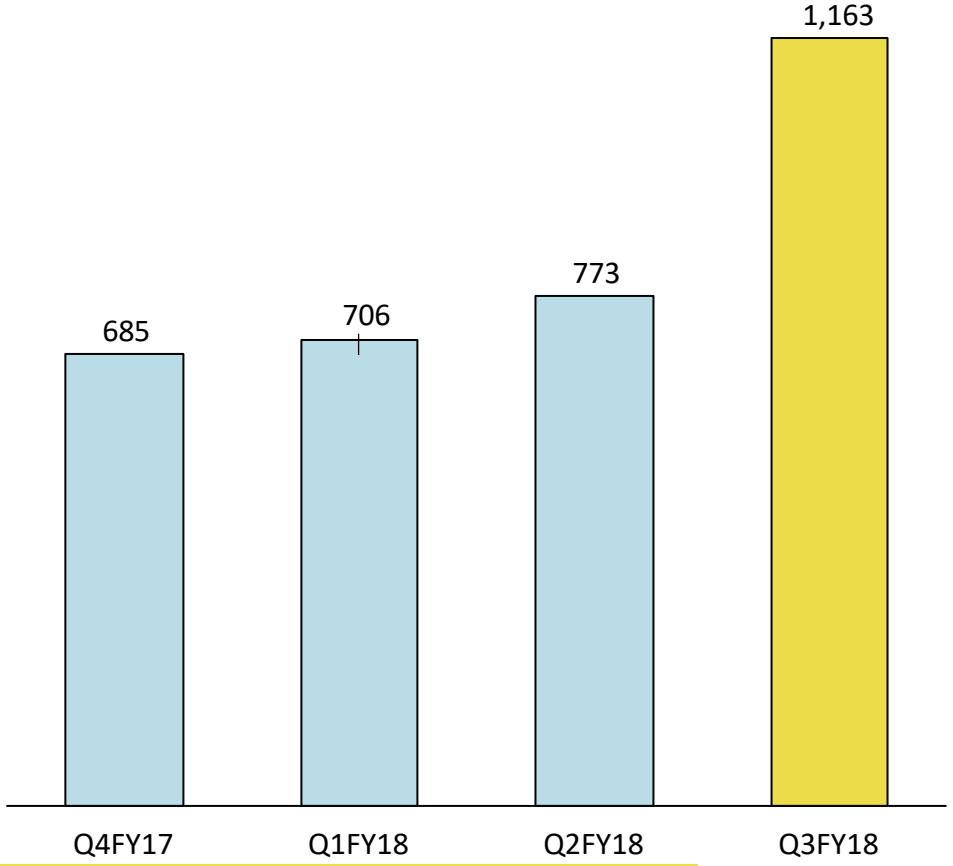
Financial Performance

Sequential Growth in the Business

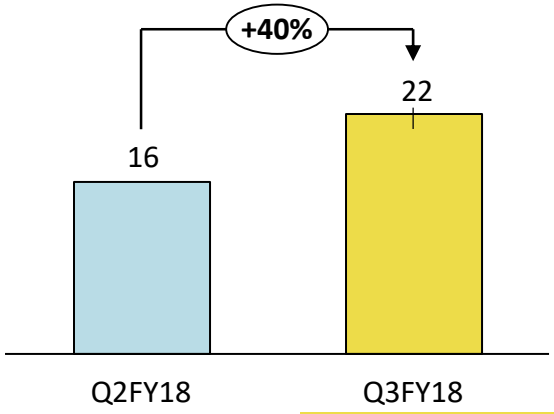
Revenue (Rs. Crores)



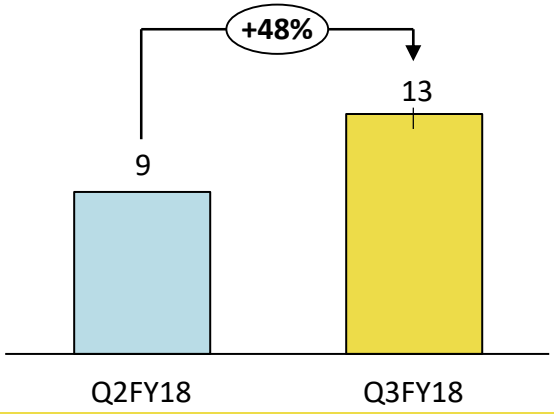
Order Book (Rs. Crores)



EBITDA (Rs. Crores)



PAT (Rs. Crores)

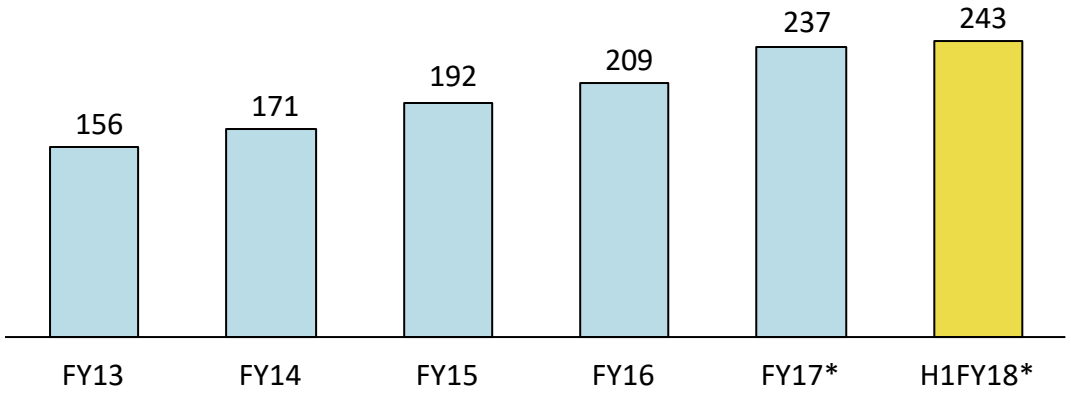


During the Quarter, won an Order to supply 13.5 Lakh smart meter, worth ~Rs. 453 Crores

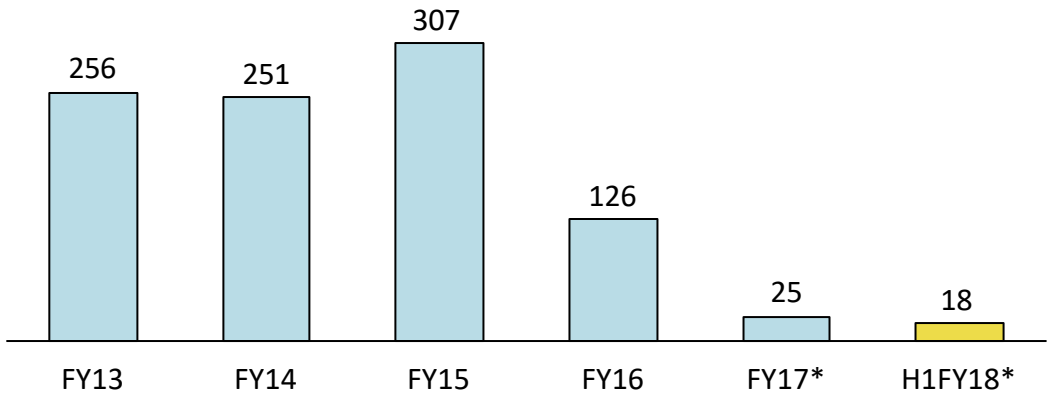
Standalone Results As per IND-AS

Disciplined Capital Management

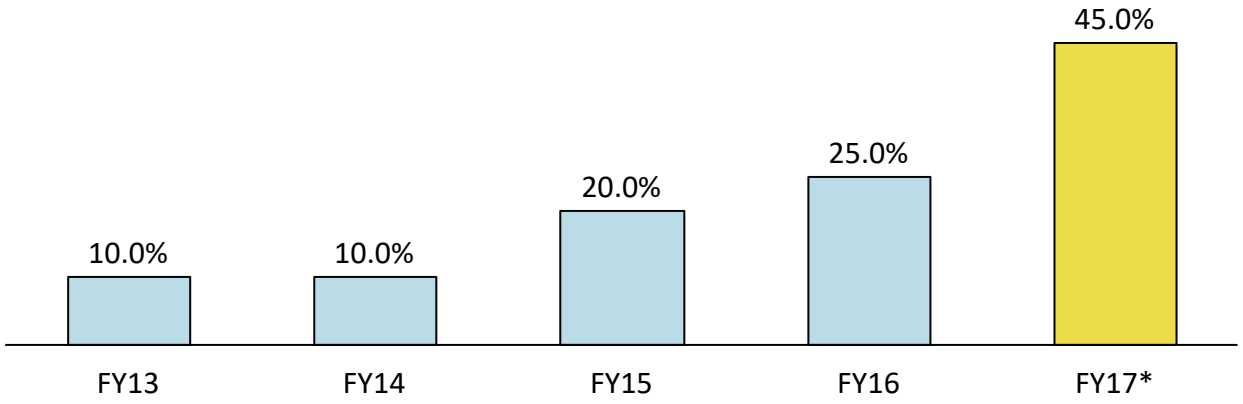
Gross Block^ (Rs. Crores)



Net Debt (Rs. Crores)



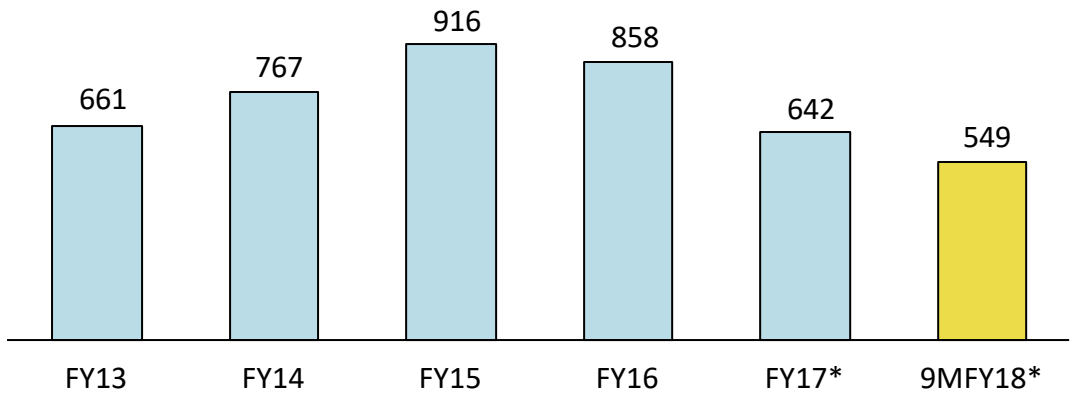
Dividend (% of Face Value)



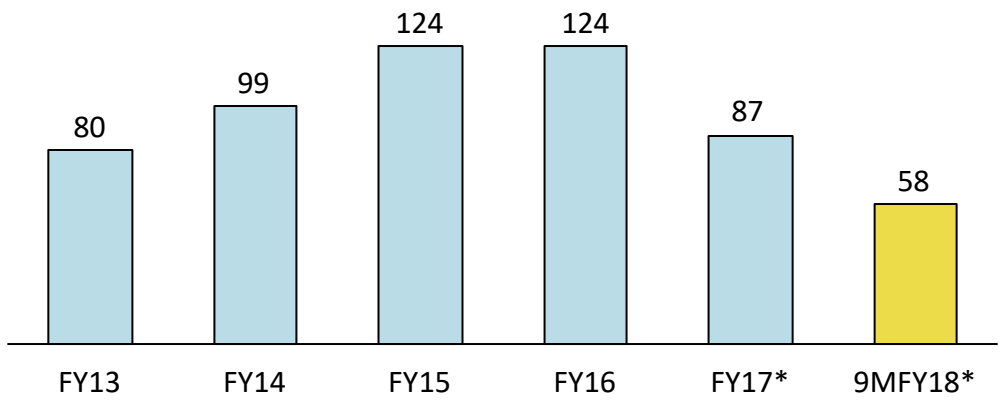
Standalone Results ^Includes CWIP *As per IND-AS

Balanced Business Results

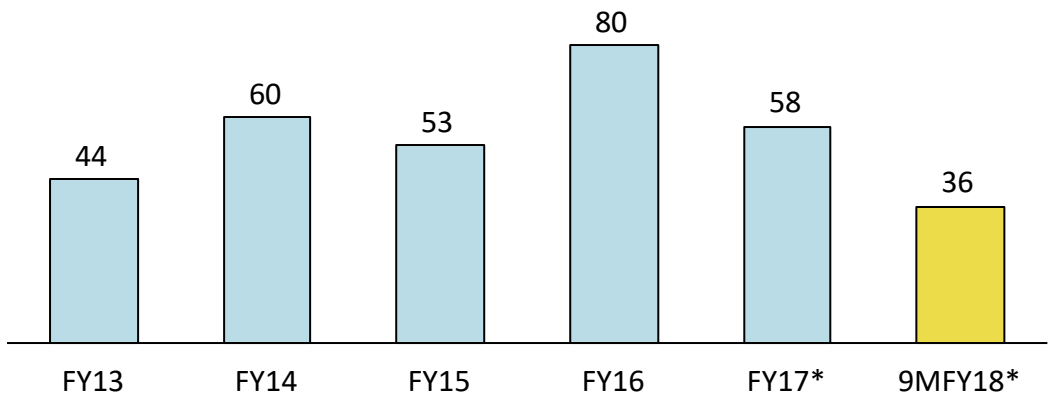
Revenue (Rs. Crores)



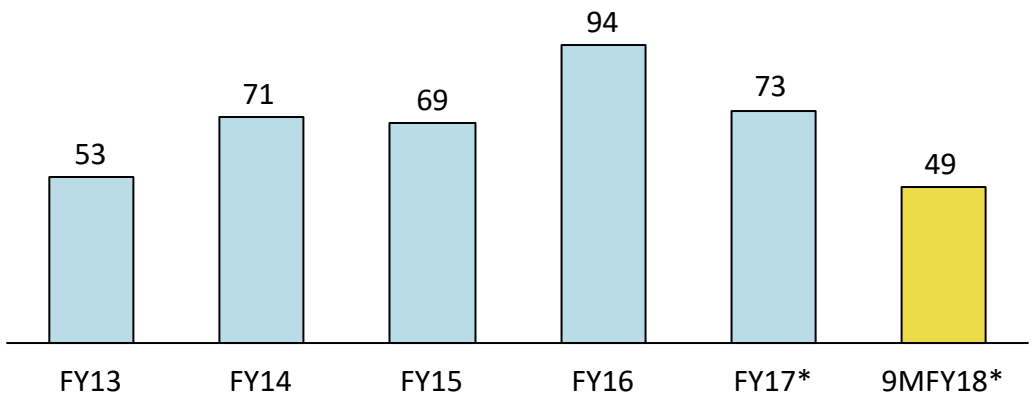
EBITDA (Rs. Crores)



PAT (Rs. Crores)



Cash PAT (Rs. Crores)

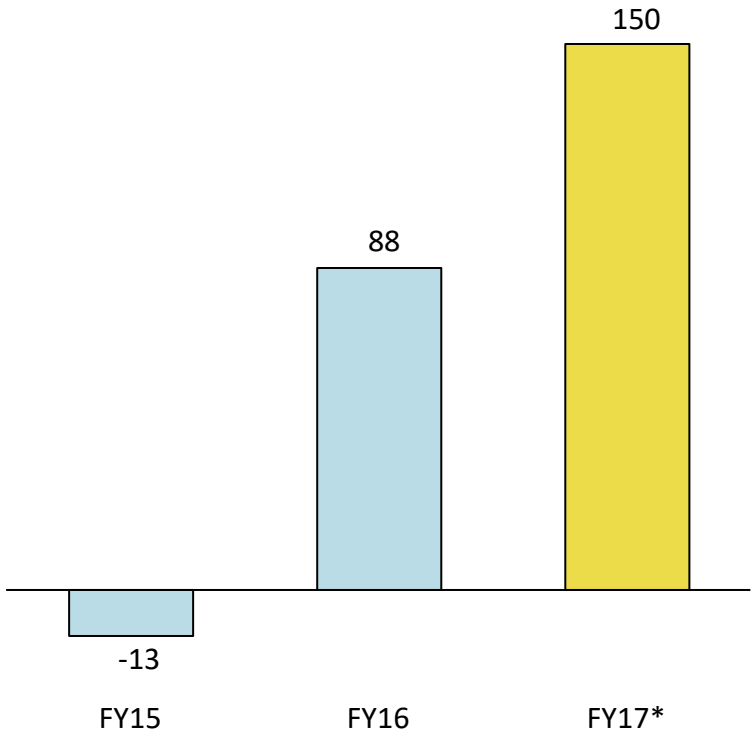


Standalone Results

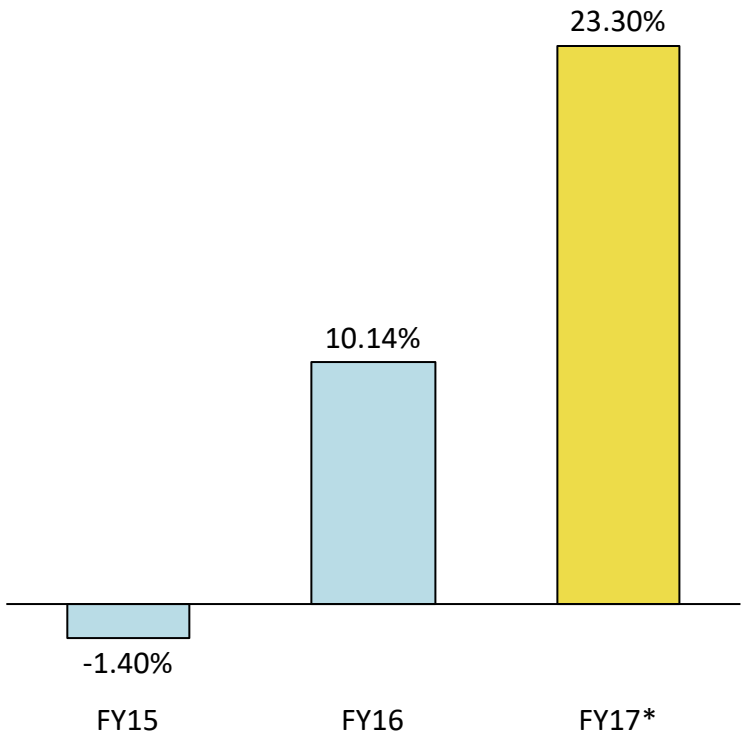
*As per IND-AS

Positive Cashflow Generation

Cash flow from Operation (Rs. Crores)



Operating Cash flow to Sales ratio (%)



Standalone Results

* per IND-AS

Consistently generating positive cashflow which has help reduce Short Term Borrowings

Standalone Profit & Loss Statement

Particulars (Rs. In Crs)	Q3FY18	Q3FY17	Y-o-Y	Q2FY18	Q-o-Q	9MFY18	9MFY17	Y-o-Y
Total Revenue	***200.2***	***183.7***	***9.0%***	***166.3***	***20.4%***	***549.3***	***497.8***	***10.3%***
Cost of Material Consumed	140.0	120.6		113.2		370.4	312.7	
Employee Expenses	21.3	18.0		20.5		61.3	53.0	
Other Expenses	18.7	22.2		16.8		59.8	57.4	
EBITDA	***20.1***	***22.9***	***-12.1%***	***15.8***		***57.8***	***74.7***	***-22.6%***
EBITDA (%)	***10.0%***	***12.5%***		***9.5%***	***27.2%***	***10.5%***	***15.0%***	
Other Income	7.6	3.1		5.3		19.1	12.5	
Depreciation	4.3	3.9		4.2		12.8	11.6	
EBIT	***23.4***	***22.0***	***6.3%***	***16.9***	***38.4%***	***64.2***	***75.6***	***-15.1%***
EBIT (%)	***11.7%***	***12.0%***		***10.2%***		***11.7%***	***15.2%***	
Finance Cost	5.4	5.8		4.6		15.4	19.1	
Profit before Tax	***18.0***	***16.2***		***12.3***		***48.7***	***56.5***	
Tax	4.7	4.0		3.4		12.3	13.1	
Profit after Tax	***13.2***	***12.2***	***8.2%***	***8.9***	***48.0%***	***36.4***	***43.4***	***-16.3%***
PAT %	***6.6%***	***6.7%***		***5.4%***		***6.6%***	***8.7%***	
EPS	***0.51***	***0.48***		***0.35***		***1.41***	***1.69***	

As per IND-AS

Standalone Balance Sheet

Equity & Labilities	Sep-17	Mar-17	Asset	Sep-17	Mar-17
Equity	**717.2**	**704.5**	**Non-current assets**	**359.0**	**347.9**
Equity share capital	25.7	25.7	Property, Plant & Equipment	162.0	162.0
other equity	691.5	678.8	Capital Work in progress	0.8	0.0
Non-current liabilities	**34.8**	**20.4**	Intangible assets	1.4	1.6
Financial Liabilities			Investment in Associates	6.0	6.0
Borrowing	16.5	1.1	Financial Assets	0.0	0.0
other financial Liablities	3.8	3.5	Investments	42.3	38.7
Long term Provision	11.4	12.5	Loans	54.5	53.4
Government Grants	2.2	2.4	Others	31.8	25.8
Net employee defined benefit liabilities	1.0	1.0	Non Financial Assets	16.1	14.4
			Defered tax assets(Net)	44.2	45.9
Current liabilities	**342.4**	**356.7**	**Current assets**	**735.5**	**733.7**
Financial liabilities			Inventories	132.4	116.0
Borrowing	159.2	218.9	Financial Assets	0.0	0.0
trade payable	140.2	94.2	Investments	121.7	134.5
other liabilities	6.6	4.5	Investments in trust	60.0	60.0
Government Grants	0.3	0.3	loans	7.3	5.7
Net employee defined benefit liabilities	2.3	2.4	trade recievables	343.8	330.5
current tax liabilities (net)	2.1	0.0	cash & cash Equivalent	18.6	35.0
provisions	2.4	3.1	other bank balance	12.7	21.8
Non-financial liabilities	29.3	33.2	others	8.6	6.1
			Non Finance assets	30.4	24.1
Total Liabilities	**1094.5**	**1081.5**	**Total Assets**	**1094.5**	**1081.5**

As per IND-AS

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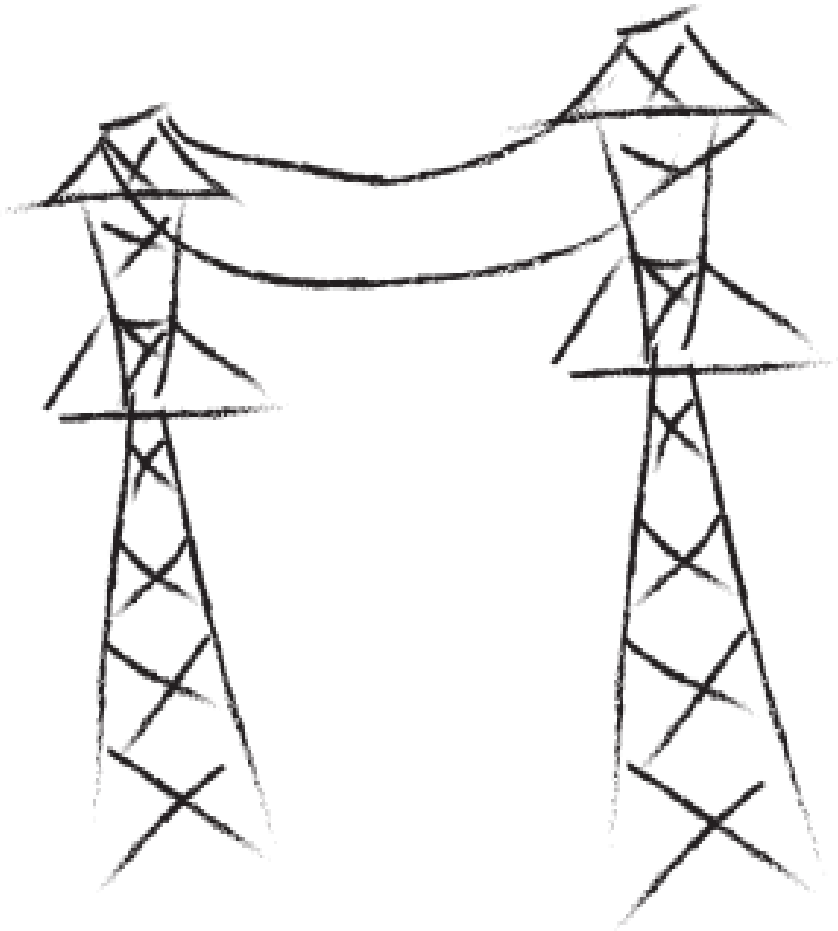
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