

# KPI GREEN ENERGY LIMITED

(Formerly known as K.P.I. Global Infrastructure Limited)

CIN: L40102GJ2008PLC083302

**KPI/INV/PPT/Q1FY24/387**

Date: August 14, 2023

**BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400001

**National Stock Exchange of India Limited**

Exchange Plaza,  
Bandra Kurla Complex,  
Bandra (E), Mumbai - 400051

**Scrip Code: 542323**

**Symbol: KPIGREEN**

**Sub.: Investor Presentation - Key highlights of Q1FY24 performance**

Dear Sir,

Apropos the captioned subject, please find attached herewith the Investor Presentation stating key highlights of Q1FY24 performance of the Company.

This is for your information and records.

Thanking You,

Yours faithfully,

**For KPI Green Energy Limited**  
(Formerly known as K.P.I. Global Infrastructure Limited)

**Rajvi Upadhyay**  
**Company Secretary & Compliance Officer**

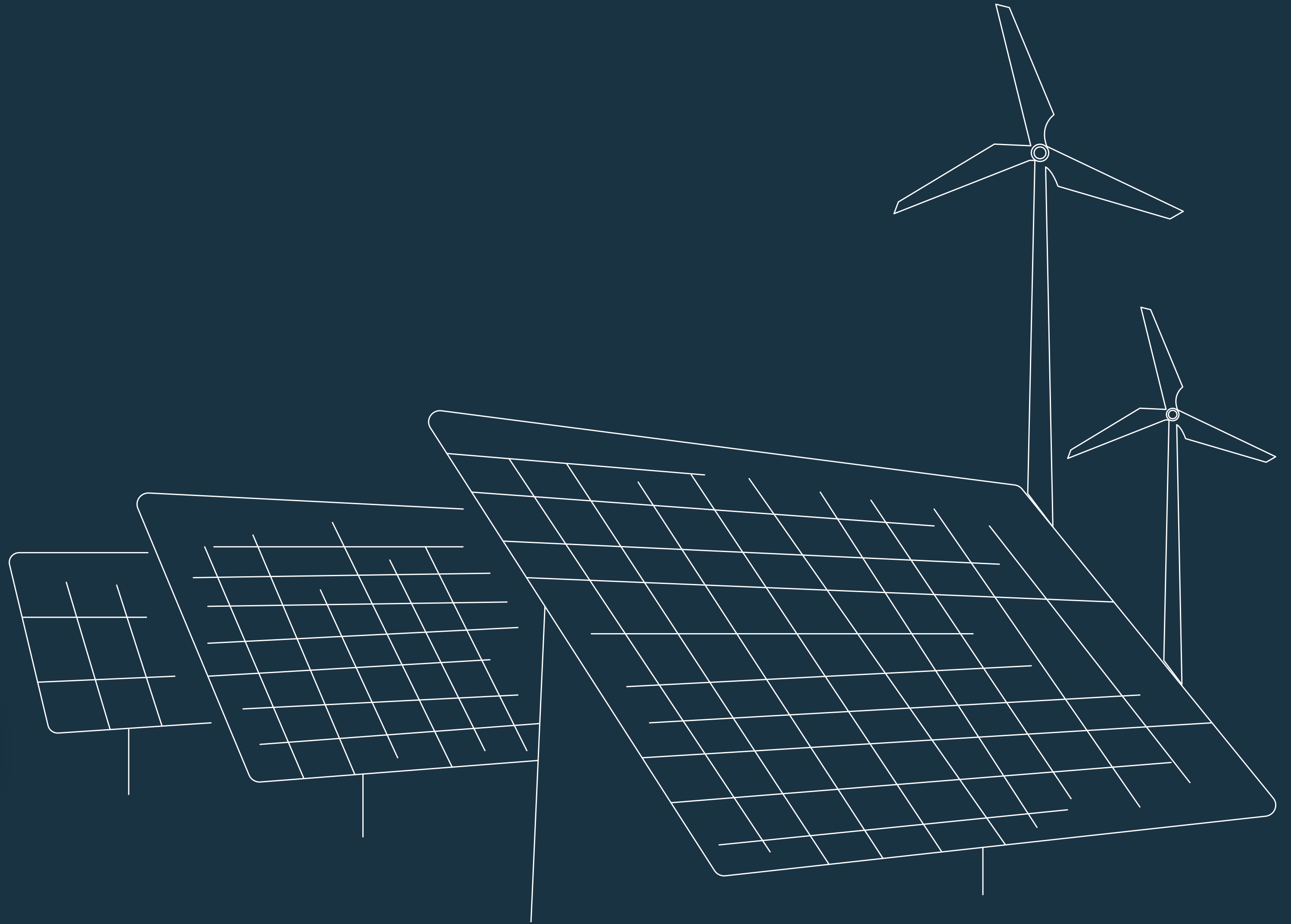
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KPI GREEN ENERGY LIMITED

# Earning Presentation

Q1FY24

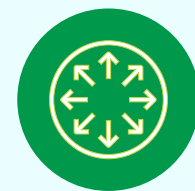
JUNE 2023





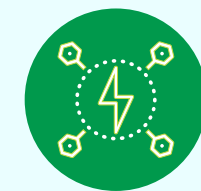
# COMPANY SNAPSHOT

We are a power generating company in Gujarat, backed by decades of invaluable experience in the renewable energy sector. Our extensive land bank empowers us to operate as both an Independent Power Producer (IPP) and a Captive Power Producer (CPP) under our renowned brand, 'Solarism.' With a dedicated team of experts and scientists at the helm, we constantly optimize our power plants to deliver uninterrupted and reliable renewable energy to our esteemed clients. Our commitment to sustainability, cutting-edge technology, and a customer-centric approach sets us apart in the industry, driving us to create a greener and more sustainable future for all. As a responsible steward of the environment, we take immense pride in harnessing the power of nature to bring clean energy solutions that benefit communities and businesses alike.



**190+ Cr**

Total Revenue for  
Q1FY24



**33+ Cr**

Total PAT for  
Q1FY24



**339+ MW**

Cumulative capacity  
till Q1FY24



**850+ MW**

Cumulative Power  
evacuation capacity



**1508+ Acres**

Land bank  
(Owned + Leased)



**A-**

Rated by ICRA



**1000 MW**

Ambitious Target  
by 2025



**3042+ Cr**

Market  
Capitalization  
(As on Aug 11, 2023)



## Vision

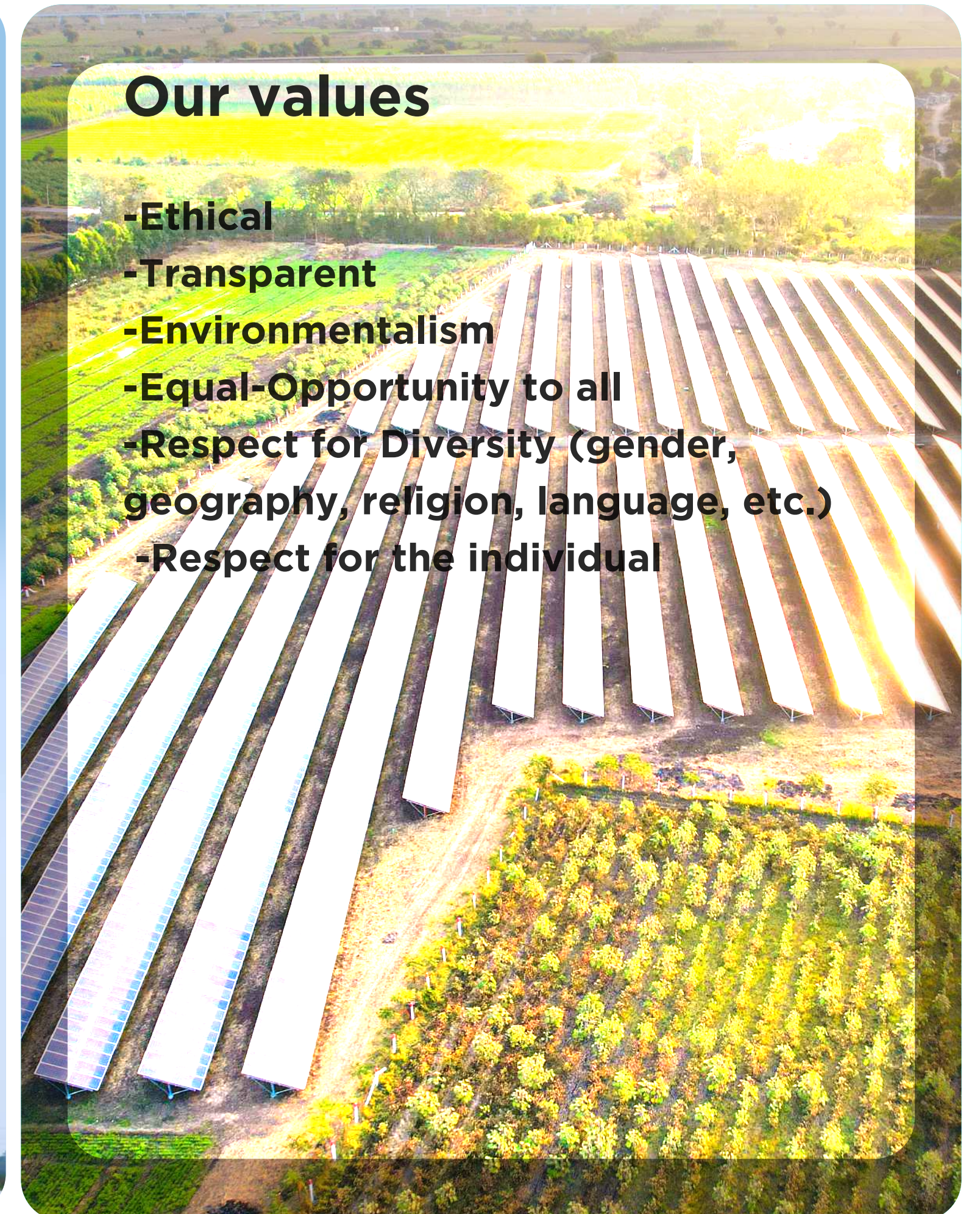
**‘Powering India by the power of nature’**

## Mission

**Our goal is to accelerate the adoption of renewable technology across India to conserve our environment and provide an environment friendly and sustainable source of energy through economical and sustainable solar renewable energy generating models for our customers and thereby transit them from fossil fuel energy to renewable energy.**

## Our values

- Ethical**
- Transparent**
- Environmentalism**
- Equal-Opportunity to all**
- Respect for Diversity (gender, geography, religion, language, etc.)**
- Respect for the individual**





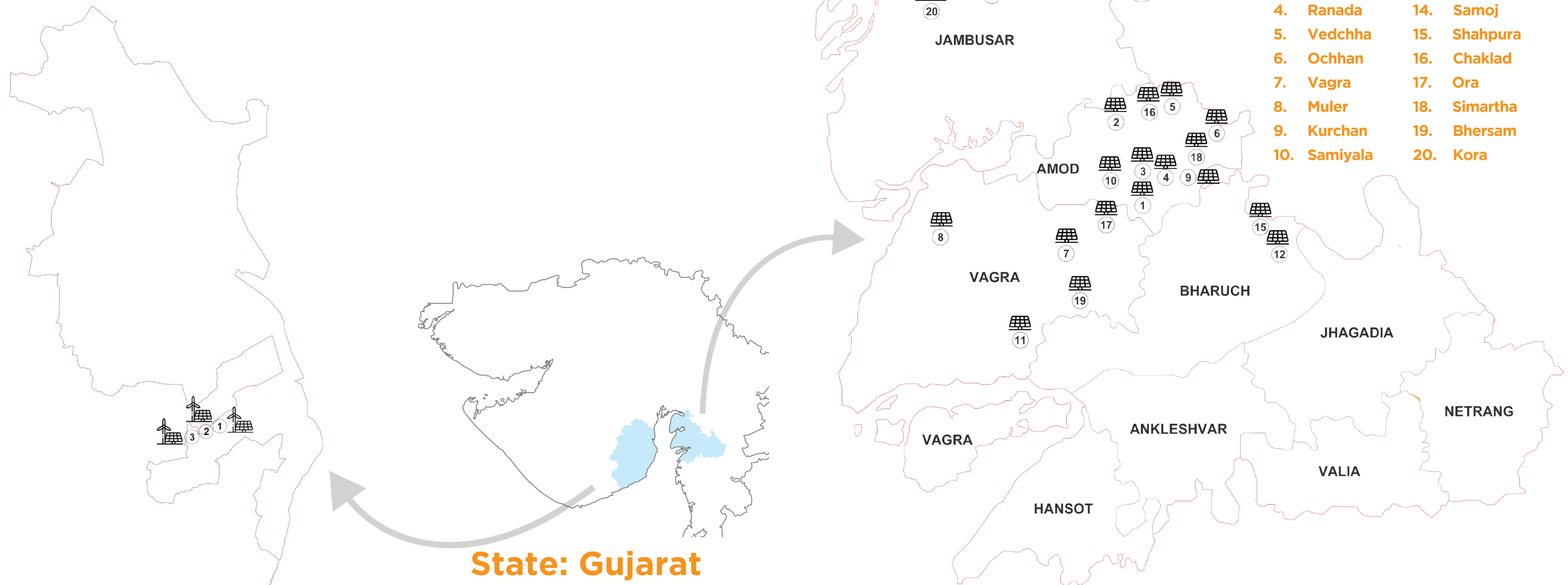
# GEOGRAPHICAL PRESENCE

## Dist. Bhavnagar, GUJARAT

1. Unchadi
2. Bhungar
3. Vatalia

## Dist. Bharuch, GUJARAT

- |              |              |
|--------------|--------------|
| 1. Sudi      | 11. Bhensali |
| 2. Bhimpura  | 12. Jhanor   |
| 3. Tanchha   | 13. Sarod    |
| 4. Ranada    | 14. Samoj    |
| 5. Vedchha   | 15. Shahpura |
| 6. Ochhan    | 16. Chaklad  |
| 7. Vagra     | 17. Ora      |
| 8. Muler     | 18. Simartha |
| 9. Kurchan   | 19. Bhersam  |
| 10. Samiyala | 20. Kora     |

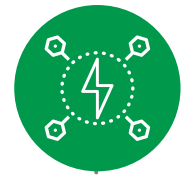


State: Gujarat

# PERFORMANCE HIGHLIGHTS

## Cumulative Capacity (IPP, CPP & Hybrid)

Capacity Energised till Q4FY23



**313+ MW**

(Including IPP 137+ MW,  
CPP 176+ MW)

Capacity Energised in Q1FY24



**26+ MW**

(Including IPP 4+ MW  
& CPP 22+ MW)

Capacity Energized till Q1FY24

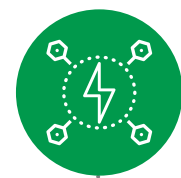


**339+ MW**

(Including IPP 141+ MW  
& CPP 198+ MW)

## Business in Pipeline

Single Largest Order Won Till Date



**240+ MW**

(Bid won under GUVNL Tender  
On Aug 3, 2023)

Orders in Hand



**144+ MW**

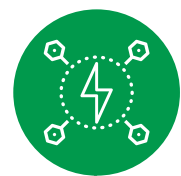
(Including IPP 38+ MW,  
CPP 66+ MW & Hybrid CPP 40+MW)

Total Business in Pipeline



**384+ MW**

(Capacity of Business in Pipeline)



**339+ MW**

(Capacity Already Energized)



**384+ MW**

(Business in Pipeline)



**723+ MW**


(Capacity secured out of **ambitious**  
target of 1000MW by 2025)


# CONSOLIDATED PROFIT & LOSS




(Rs. in Crores)

Particulars	Q1FY24	Q4FY23	Q1FY23	YOY% Change
Revenue from operation	189.36	182.40	122.33	55%
<b>Total Income</b>	<b>190.57</b>	<b>184.41</b>	<b>122.81</b>	<b>55%</b>
Total Operating Expense	129.54	134.09	85.72	51%
<b>EBITDA</b>	<b>70.46</b>	<b>55.76</b>	<b>42.35</b>	<b>66%</b>
Interest Cost	19.72	13.09	10.88	81%
Depreciation and Amortization	9.44	5.92	5.26	79%
<b>Profit before Taxes</b>	<b>41.30</b>	<b>36.75</b>	<b>26.22</b>	<b>58%</b>
Tax Expenses	8.04	4.97	3.98	102%
<b>Profit After Taxes</b>	<b>33.26</b>	<b>31.78</b>	<b>22.23</b>	<b>50%</b>
EPS	9.20	8.79	6.15	50%

**55%**   
Q1FY24 Revenue from operations at Rs.189.36 Cr as compared to Rs.122.33 Cr in Q1FY23

**66%**   
Q1FY24 EBITDA at Rs.70.46 Cr as compared to Rs.42.35 Cr in Q1FY23

**50%**   
Q1FY24 Profit after tax at Rs.33.26 Cr as compared to Rs.22.23 Cr in Q1FY23

\* Interest cost of Q1FY24 consists lease finance cost of Rs. 4.38 Cr



# KEY UPDATES - Q1FY24

## **Credit Rating Reaffirmed:**

The external rating of the Company has been reaffirmed at [ICRA]A- (Stable) for long term at an enhanced rated amount.

## **Largest Order from Single Client:**

The Company has secured the largest order for executing the Hybrid Power Project of 40 MW (comprising of 21.50 MW Wind + 18.50 MW Solar) from Anupam Rasayan India Ltd under CPP Segment.

## **Highest Quarterly Revenue:**

The Company reported an excellent quarterly revenue in Q1-FY2024, achieving the highest ever till date reaching INR 190.57 Crs.

## **Highest Ever EPS:**

The first quarter of FY 2024 witnessed quarterly EPS of INR 9.20, which is the highest quarterly EPS, reported by the company till date.



# FINANCIAL HIGHLIGHTS



## QUARTERLY

### EPS

(Rs./Share)



### Net Profit Margin

(in %)



### Interest Coverage Ratio

(in times)



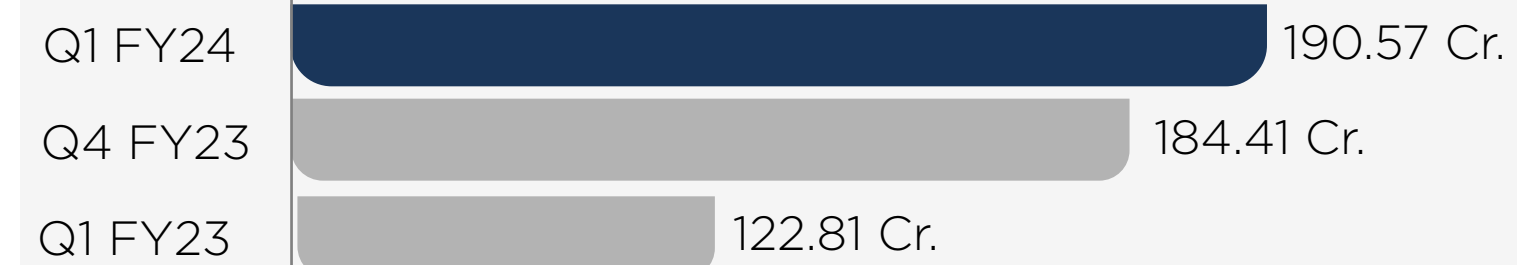
### EBITDA

(in Cr)



### Total Revenue

(in Cr)



### PAT (Profit After Tax)

(in Cr)





# INDEPENDENT POWER PRODUCER (IPP)



As a leading Independent Power Producer (IPP), we are a reliable supplier of renewable power to esteemed business houses through Power Purchase Agreements (PPAs). Our plants, strategically located across more than 22 sites in the Bharuch and Bhavnagar district of Gujarat, are instrumental in generating clean and sustainable energy. As part of our commitment to advancing renewable energy, we have also proactively energized hybrid renewable energy projects, effectively integrating them into our existing power generation asset portfolio.

# CAPTIVE POWER PRODUCER (IPP)

We are a trusted player in the renewable energy sector, specializing in developing, transferring, operating, and maintaining grid-connected solar power projects for our valued Captive Power Producer (CPP) customers. Through the CPP model, we offer our customers the opportunity to own solar and hybrid power projects tailored to meet their specific requirements. This empowers companies to significantly reduce their electricity expenses, as the cost per unit from captive solar and hybrid plants is notably lower compared to power obtained from DISCOM. In addition to providing the solar and hybrid power projects, we also offer Operation and Maintenance Services (O&M) through separate agreements, ensuring the continued efficiency and guaranteed performance of the installations.



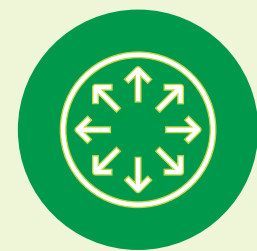
**22%**

Revenue share of IPP



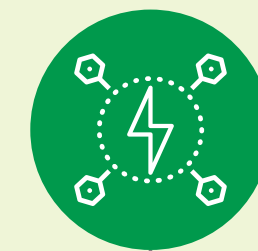
**78%**

Revenue share of CPP



**339+ MW**

111+ MW IPP, 174+ MW CPP & 54+ MW in Hybrid Projects Energized till Q1FY24



**384+ MW**

278+ MW IPP, 66+ MW CPP & 40+ MW in Hybrid Projects Orders in Hand as on Q1FY24



**25.07%**

Portfolio Solar CUF (on AC basis) in Q1FY24



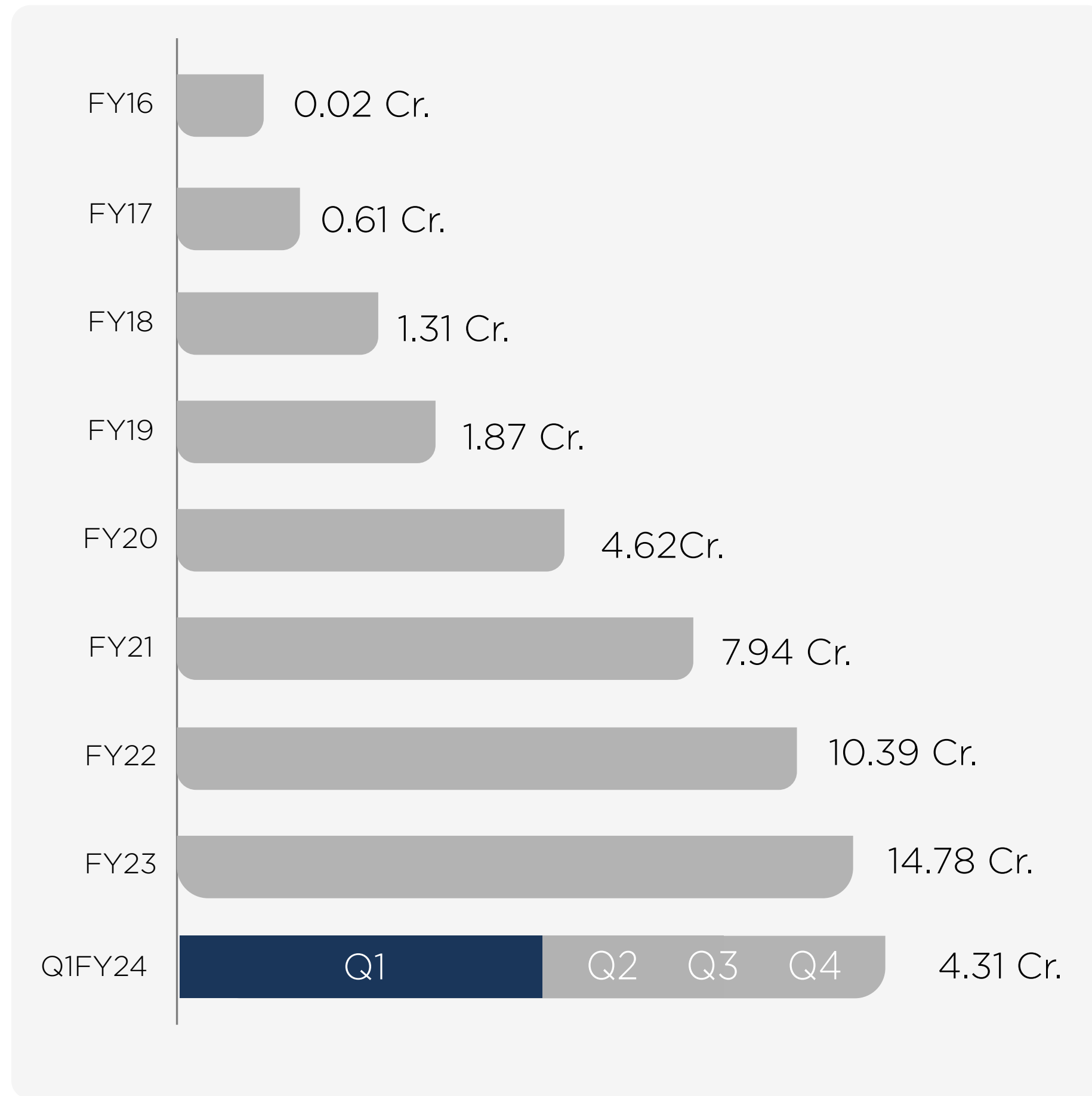
**25 year**

Annuity Revenue from O&M



# Unit generation growth under IPP

(In Cr.)





# TECHNOLOGICAL ADVANCEMENT

Use Bifacial solar panels (Mono PERC halfcut solar panel) for increased efficiency and space optimization

Use of single Axis Sun-tracker in order to increase generation by 10%-12% using mechatronics system

Investing on Robotic cleaning through Research and development

Use centralized monitoring system (CMS) for monitoring and analysis

Introducing SAP for project management





# HYBRID MODEL

We have ventured into a hybrid model of solar and wind energy, which helps with grid stability. The hybrid model brings both solar and wind energy together to provide a more reliable, efficient and sustainable approach to renewable energy generation. This model also enables the commercial optimisation of transmission charges and the effective utilisation of grid capacity. We have added new locations and increased our capacity to 339+ MW.

**Our aim is to enhance this hybrid model in the future, as it is very beneficial when it comes to cost efficiency and effective energy generation.**

Hybrid Capacity Energized till Q1FY24

**54+ MW ▲**

24+ MW Hybrid CPP &  
30+ MW Hybrid IPP

**40+ MW ▲**

Hybrid CPP Order  
received during Q1FY24



# GROWTH STRATEGY

## Ample Demand

- We leverage on the strong and growing demand for renewable energy solutions, especially in the context of global efforts to combat climate change and shift towards sustainable practices. The increasing demand for clean energy sources presents an opportunity for us to expand our market presence and boost revenue.

## Strategic Acquisition of Land with Evacuation

- By securing land within the vicinity of efficient power evacuation infrastructure, we streamline project development and minimize transmission losses. Having suitable land at advantageous locations can enhance the efficiency and profitability of the power plants.

## Authenticity and Transparency

- Ensuring authenticity and transparency in all business dealings fosters trust with customers, investors, and stakeholders. By maintaining high ethical standards and clear communication, we can attract more clients and gain a competitive advantage in the market.

## Timely Project Execution

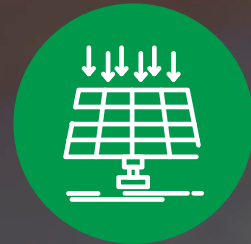
- Meeting project timelines and delivering on commitments enhances our reputation and strengthens relationships with clients. Timely completion of projects can lead to repeat business and positive word-of-mouth referrals, contributing to sustained growth.

## Venturing into Hybrid Segment

- Recognizing that hybrid renewable energy projects are the future, we invest in integrating various renewable sources like wind, solar, and storage technologies. Such diversification not only enhances energy reliability but also opens up new revenue streams and improves margin prospects.



# MARKET STATISTICS



**3042+ Cr**

Market Capitalisation  
(As on Aug 11, 2023)



**542323**

BSE scrip code



**3.61 Crore**

Total Equity shares



**910.25**

52 week high price



**KPIGREEN**

NSE symbol

## Shareholding




54.81% Promoter shareholding  
45.19% Public shareholding



# CONTACT DETAILS



KP HOUSE

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 **info@kpgroup.co**

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 **Ms. Rajvi Upadhyay**  
Company Secretary and Compliance Officer

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