

# K.P.I. GLOBAL INFRASTRUCTURE LIMITED

CIN: L40102GJ2008PLC083302



KPI/INV/PPT/Q1FY22/181

Date: August 19, 2021

**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001

**National Stock Exchange of India Limited**  
Exchange Plaza,  
Bandra Kurla Complex,  
Bandra (E), Mumbai - 400051

**Scrp Code: 542323**

**Symbol: KPIGLOBAL**

**Sub.: Investor Presentation/Key highlights of Q1 FY22 performance**

Dear Sir,

Apropos the captioned subject, please find attached herewith the Investor Presentation along with the key highlights of the Q1 FY22 performance of the Company. TM

This is for your information and records.

Thanking You,

Yours faithfully,  
For K.P.I. Global Infrastructure Limited

  
Rajiv Upadhyay  
Company Secretary & Compliance Officer



Encl.: a/a

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# KPI Global

INFRASTRUCTURE LIMITED

INVESTOR

PRESENTATION Q1FY22

BSE / NSE – KPIGLOBAL – 542323

[www.kpigil.com](http://www.kpigil.com)





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# Company Profile





## About KP Group

KP Group was founded by **Mr. Farukbhai Gulambhai Patel** in 1994 which is now well recognized group of Gujarat. What started as a logistics service provider in 1994 is now a group with a combined turnover of over ₹ 2 Billion.

The Group has completed more than 27 years of its successful operations and today consists of several group of companies, all contributing to the fast and robust growth of the group. During the last decade the group has achieved phenomenal growth as a result of diversification into fabrication and galvanizing, renewable energy sector (Solar & Wind) and Telecom infrastructure.

The group has leveraged rapid industrialization and economic progress of the country by developing business in renewable energy sector (Solar & Wind).

KP Group has successfully completed Initial Public Offer in both Solar and Wind renewable energy and has its two companies listed on BSE Limited. Further, the Solar business segment of the Group received an In-principle approval from BSE Limited for Migration of equity shares of the Company from BSE SME platform to Main Board of BSE Limited in May, 2021.





### VISION

“Power India by the power of Nature”



### MISSION

Our goal is to accelerate the adoption of solar technology across India to conserve our environment and provide an environment friendly and sustainable power supply. For this we develop economical and sustainable solar renewable energy generating models for our customers and thereby transit them from fossil fuel energy to Solar energy.



### VALUES

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



## About KPI Global

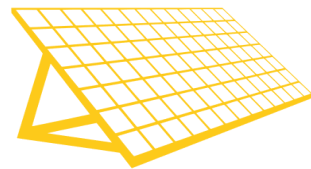
KPI Global Infrastructure Ltd (KPI) is a multi-dimensional solar energy player, with interest in power generation both as an Independent Power Producer (IPP) and as a service provider to Captive Power Producers (CPP) under the brand name of 'Solarism'.

KPI is promoted by Mr. Faruk G. Patel, having rich experience in diversified sectors including solar and wind energy space.

KPI has received 'Excellence In Solar Park Award – 2016' from Mission Energy Foundation, Mumbai and our Promoter is in receipt of 'Legends of Surat – 2018' award from Gujarat Mitra, a leading newspaper in Gujarat.

As a part of KP Group, KPI Incorporated in 2008 and listed on SME platform of BSE in 2019. KPI have two wholly owned subsidiaries, viz., KPIG Energia Private Limited and Sun Drops Energia Private Limited.

KPI received an In-principle approval from BSE Limited for Migration of equity shares of the Company from BSE SME platform to Main Board of BSE Limited in May, 2021.



### 58 MW+

Cumulative capacity energised for both IPP and CPP

### 49.22 MW

Cumulative capacity energised under IPP segment

### 9.35 MW

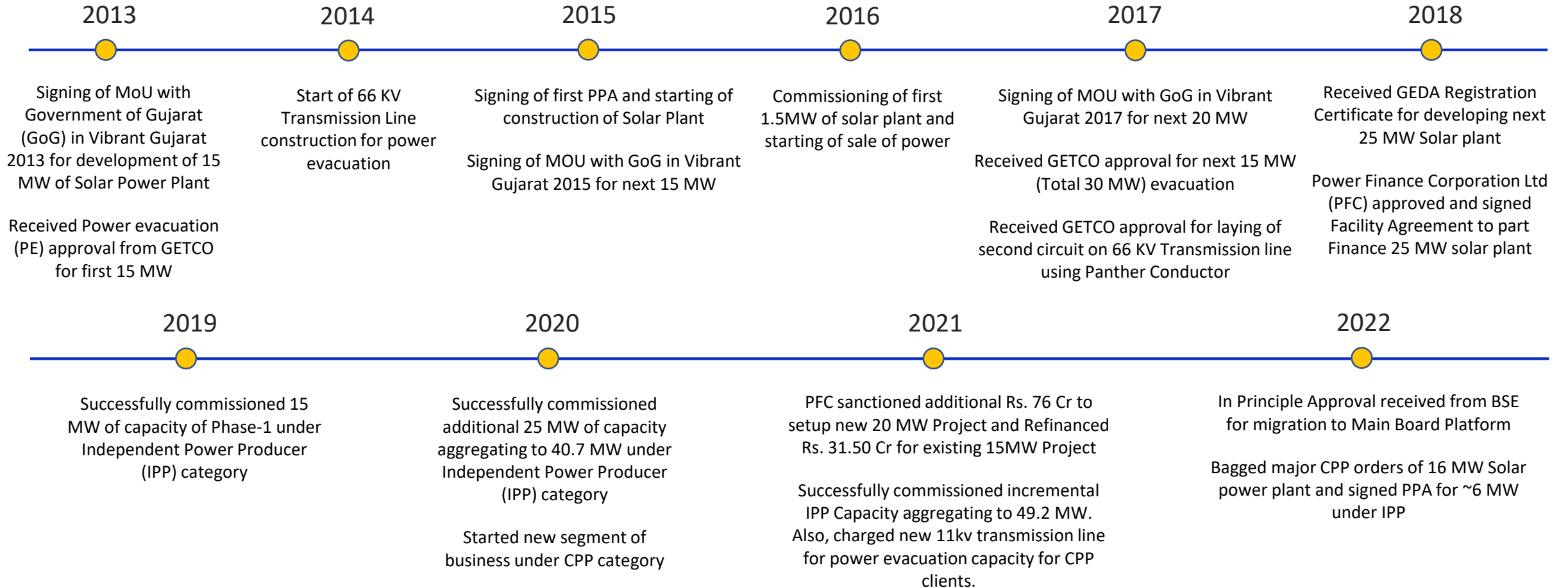
Cumulative capacity energised under CPP segment



Gujarat-focused portfolio



# KPI Global - Journey







# Performance Highlights



## Standalone Profit & Loss

(Rs. in crores)

Particulars	Q1 FY22	Q4 FY21	Q1 FY21
Revenue from Operations	35.42	48.04	17.29
Total Income	35.70	48.30	17.31
Total Operating Expense	19.52	22.36	11.89
<b>EBITDA</b>	<b>20.75</b>	<b>30.47</b>	<b>9.25</b>
Interest Cost	6.96	7.60	5.19
Depreciation and Amortisation	4.58	4.65	3.82
Profit before Taxes	9.21	18.22	0.24
<b>Profit After Taxes</b>	<b>8.02</b>	<b>17.30</b>	<b>(1.45)</b>

**105%**  
Revenue from Operations  
Y-O-Y

**124%**  
EBITDA  
Y-O-Y

**653%**  
Profit After Taxes  
Y-O-Y







## Consolidated Profit & Loss

(Rs. in crores)

Particulars	Q1 FY22	Q4 FY21	Q1 FY21
Revenue from Operations	35.42	48.04	17.29
Total Income	35.70	48.30	17.31
Total Operating Expense	19.56	22.46	11.89
<b>EBITDA</b>	<b>20.71</b>	<b>30.37</b>	<b>9.25</b>
Interest Cost	6.96	7.60	5.19
Depreciation and Amortisation	4.58	4.65	3.82
Profit before Taxes	9.17	18.12	0.24
<b>Profit After Taxes</b>	<b>7.99</b>	<b>17.20</b>	<b>(1.45)</b>

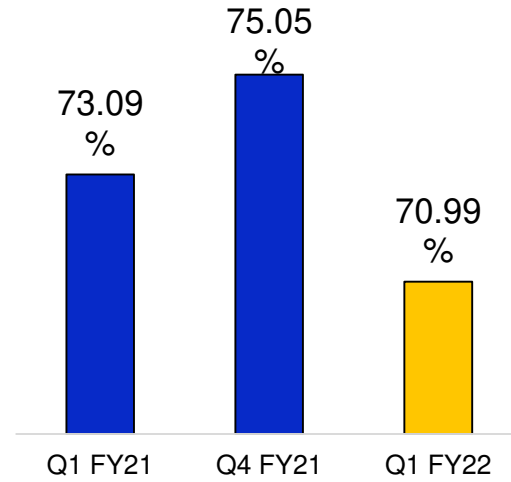
**105%**  
Revenue from Operations  
Y-O-Y 

**124%**  
EBITDA  
Y-O-Y 

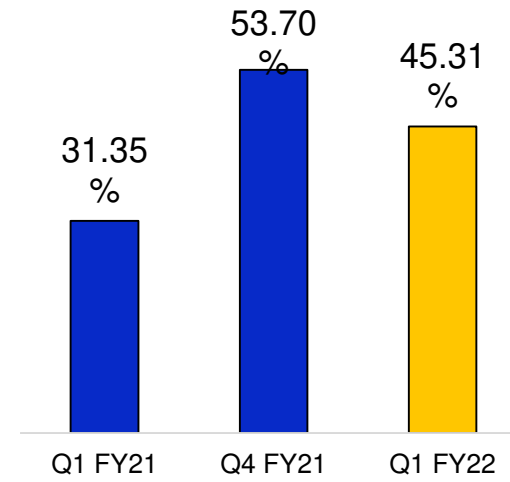
**650%**  
Profit After Taxes  
Y-O-Y 



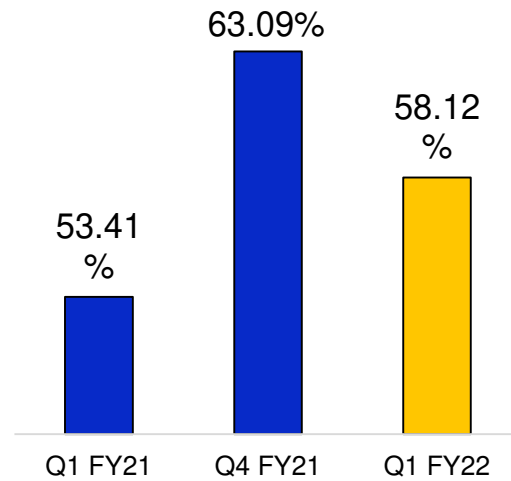
# Quarterly Ratios



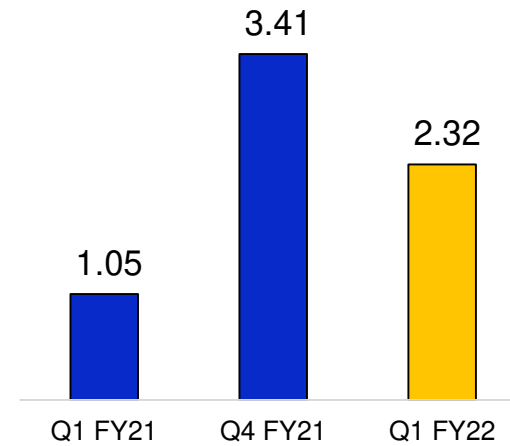
Gross Profit Margin



Operating Profit Margin



EBITDA Margin



Interest Coverage Margin





## Management Commentary



The passion and hunger for growth continues at the company as the sales turnover doubled during the quarter as compared to the corresponding quarter last year. The total revenue increased from **Rs. 17.29 crore** in **Q1FY21** to **Rs. 35.41 crore** in **Q1FY22**, a hopping increase of **105%**.

During the quarter, the company signed PPA totalling **6.10 MW** with customers. Also, the company received order for CPP customers to the tune of **16 MW**.

The project work for KPIG Energia Private Limited, a wholly owned subsidiary, is completed more than **70%**; the project is running as per schedule.

The company, on migration from BSE SME Platform to BSE & NSE mainboard exchanges, has prepared financials for **Q1FY22** in accordance with IND AS. Accordingly, financials of FY21 has been restated and reclassified.

The standalone net profit for the **June 2021** quarter stands at **Rs. 8.02 crore**. The net loss of **Rs. 1.45 crore** for June 2020 quarter is on account of applicability of IND AS standards. There is an adverse impact of **Rs. 2.88 crore** in the Net Profit on account of applicability of IND AS.



## Q1 FY22 Performance Highlights

Independent  
Power  
Producer (IPP)

Cumulative Capacity energized upto Q1 FY22

**49.22 MW**

Order in Hand / Execution capacity upto Q1 FY22:

**~28 MW**

Power Generation  
(In Units)

Units generated FY21:

**7.93 Cr Units**

Units generated Q1 FY22:

**2.55 Cr Units**

Portfolio CUF in Q1 FY22:

**19.55%**

Captive  
Power Producer  
Sales (CPP)

Cumulative Capacity energized upto Q1 FY22

**9.35 MW**

Order in Hand / Execution Capacity upto Q1 FY22:

**~35 MW**

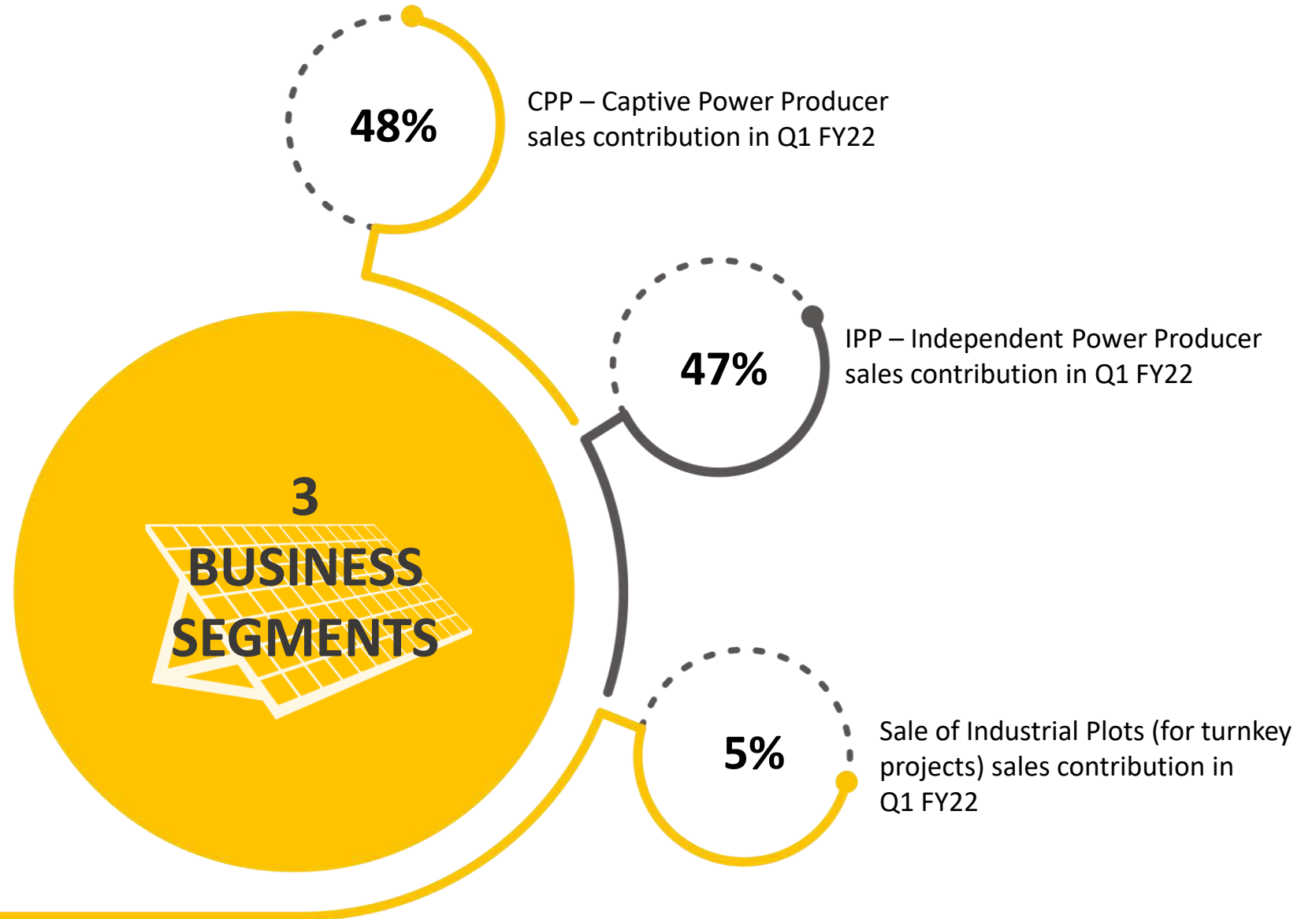




# Business Segments



# Business Segments







# IPP – Independent Power Producer

Under IPP Segment, KPI develops and maintains grid connected solar power projects as IPP and generates revenue by selling power units generated from our solar plants through Power Purchase Agreements ('PPA') with reputed business houses.

All the IPP Business are currently carried out at our plants located at Sudi, Samiyala, Tanchha and Bhimpura villages in Amod taluka of Bharuch district, Gujarat (Solarism Plant). Our Company has established a ~13.25 km long 66 KV transmission line from our Solarism Plant at Sudi and ~1.75 km long 11 KV transmission line from Solarism Plant at Bhimpura to the Gujarat Energy Transmission Corporation Limited ('GETCO') substation located at Amod, Bharuch, Gujarat for evacuation of the solar power generated at its Solarism Plants.

**~ 49.22 MW**  
Cumulative Capacity  
Energized

**~ 28 MW**  
Order in hand/execution

➤ Long-term focused  
PPA Portfolio (15-20  
years)

➤ 85% with AA- or  
higher rated  
companies

➤ 154 MW Cumulative  
power evacuation  
approval received from  
GETCO

➤ Dedicated 66KV & 11KV  
power evacuation  
infrastructure for 100%  
portfolio



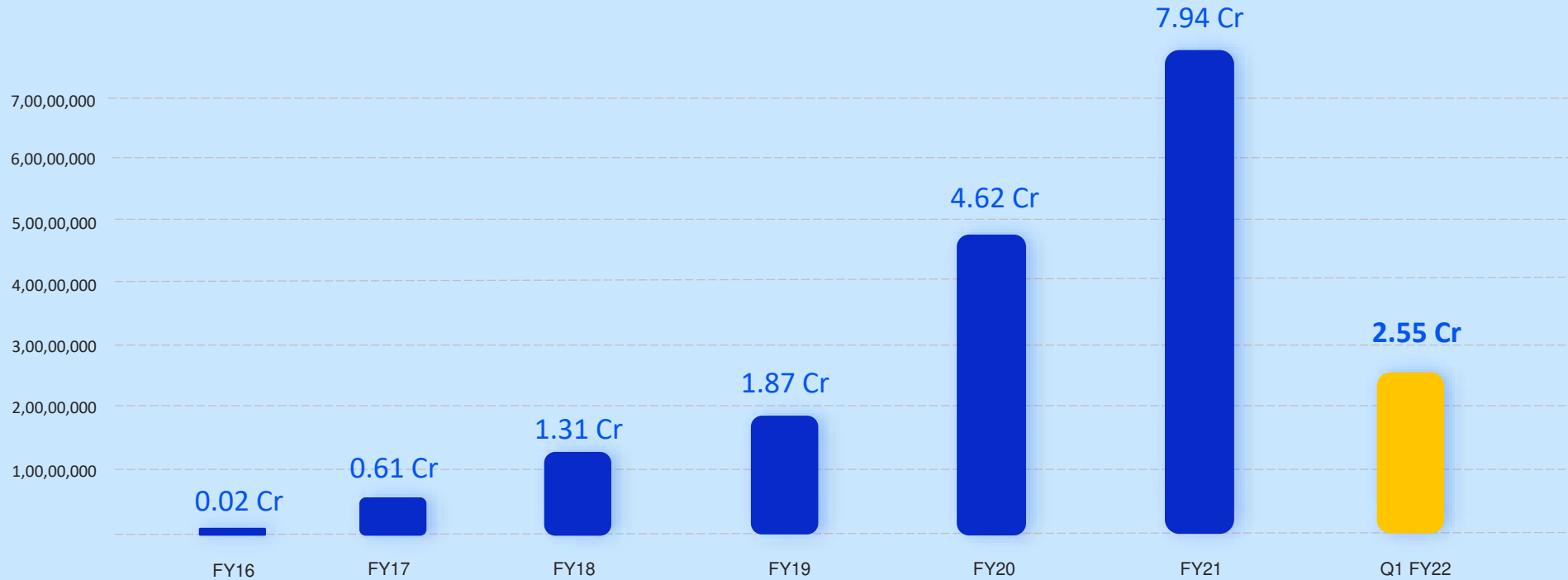
Sudi,  
Bharuch

**100% PPAs**

with Investment  
Grade rated  
companies



## Units Generation Growth under IPP





## IPP Clientele



UPL LIMITED



LARSEN & TOUBRO  
LIMITED



CADILA HEALTHCARE LIMITED



MEGHMANI ORGANICS LIMITED



COLOURTEX INDUSTRIES PRIVATE  
LIMITED



CHEMINOVA INDIA  
LIMITED



BEST PAPER MILLS  
LIMITED



CHINA STEEL CORPORATION INDIA  
PRIVATE LIMITED



ORILON INDIA PRIVATE  
LIMITED



SONGWON SPECIALTY CHEMICALS  
INDIA PRIVATE LIMITED



ARTI SILK MILLS PRIVATE  
LIMITED





## CPP – Captive Power Producer

Under CPP Business Segment, KPI develops, transfers, operates and maintains grid connected solar power projects for CPP customers and generates revenue by selling these projects to CPP customers for their captive use requirements. The CPP Business are also carried out at our plants located at Sudi, Samiyala, Tanchha and Bhimpura villages in Amod taluka of Bharuch district, Gujarat (Solarism Plant).

KPI develops the solar power projects on behalf of the customers by entering into a turnkey agreement. This would enable the CPP customers to not only use a common pool of grid connected land to generate solar power, but also provide the ready-made common infrastructures to evacuate power, using our transmission line from Solarism Plants to the nearest GETCO Substation.

KPI also provides Operation & Maintenance Services (OMS) by entering into a separate OMS Agreement for 25 years with CPP clients which is a long-term annuity source of revenue.

~ **9.35 MW**

Cumulative Capacity  
Energized

~ **35 MW**

Order in hand/execution

➤ Major savings to CPP clients on electricity expenses

➤ Ready to use Common Infrastructures to evacuate power

➤ Recurring Income for **25 years** against Operation & Maintenance of CPP Plants

➤ Bagged large Orders of **16 MW** in the Q1 FY22



## Industrial Plot Sale

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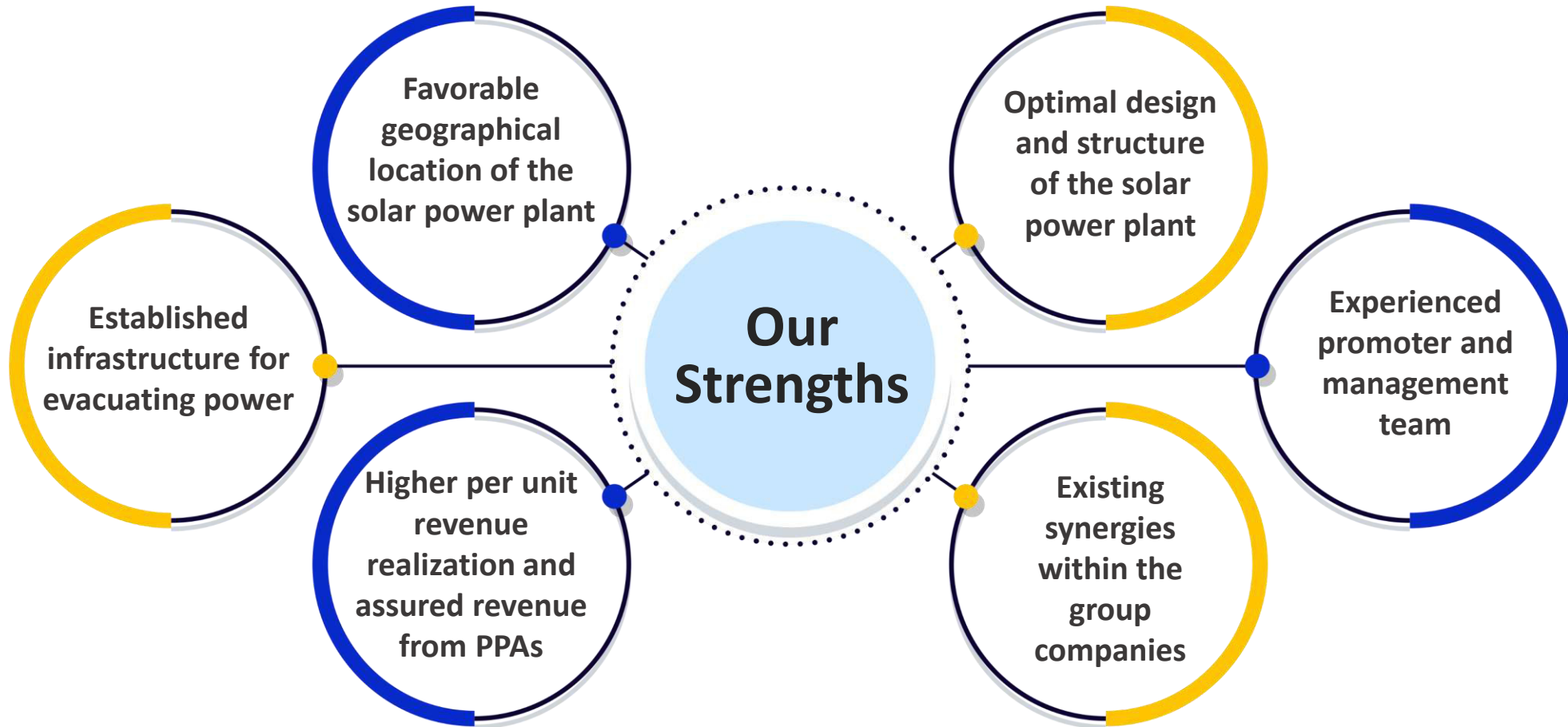
- KPI sells land parcels to third parties, which are taken back on lease for 25 years for developing solar power plants.
- The company pays a fixed leased rental to the landowners as per the lease agreement.
- The company had established an initial solar power plant of 5 MW on the plots of leased land. Since the initial needs have already been fulfilled, the company has reduced quantum as it needs owned land for project finance.

**CUMULATIVE LAND  
BANK:**

**450+ acres**



# Our Strengths







# KPI Going Forward

## CAPTIVE POWER PRODUCER

Contributes to **top-line**

- Achieving brisk top-line & bottom-line growth through CPP business
- Cumulative portfolio target – 200 MW by 2025

## INDEPENDENT POWER PRODUCER

Contributes to **bottom-line**

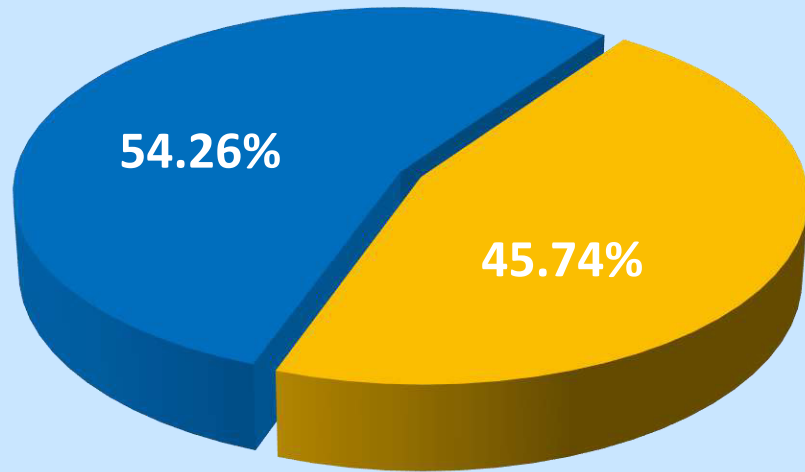
- Achieving annuity-based income and strong bottom-line through IPP business.
- Cumulative portfolio target – 500 MW by 2025





## Market Statistics

### Share Holding %



● Promoter shareholding    ● Public shareholding

**232.88 Cr**  
Market Capitalization

**1.80 Crore**  
Total Shares

**163.60**  
52 Week High

**542323**  
BSE Scrip Code

**128.90**  
Current Price

**KPIGLOBAL**  
NSE Symbol



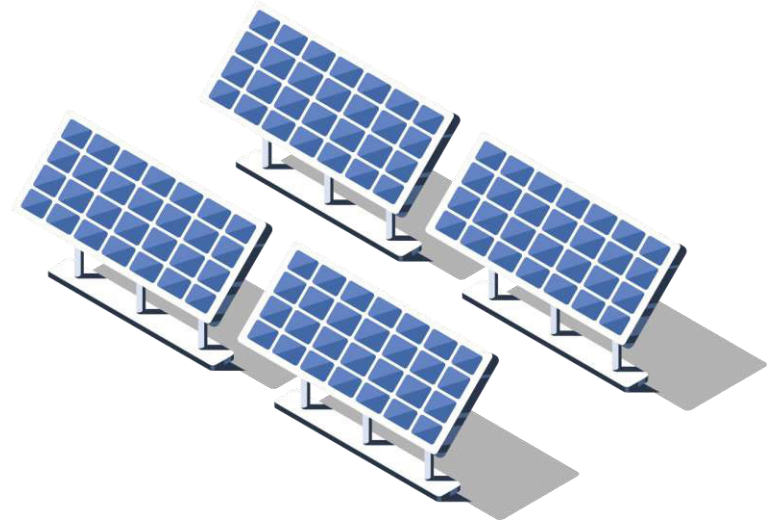
## Get In Touch

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**Ms. RAJVI UPADHYAY**

Company Secretary and Compliance Officer

[cs@kpgroup.co](mailto:cs@kpgroup.co)







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