



NATURE-AL DIRECTION TO ENERGY

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Investor Presentation  
December 2017



# Disclaimer

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This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Veer Energy’s future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

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# AGENDA

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## INVESTMENT THEME

- Net Metering Technology,
- Hybrid Policy of Government,
- Current Cost Benefit Analysis



## VEER ENERGY'S PITCH

- Strong Order Book,
- Strong Positioning
- Marketing Pitch



## CLIENTELE, FINANCIALS

- Expected Numbers,
- Growth
- Financials



# **Veer Energy & Infrastructure**

## Investment Theme

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# Sector Better Positioned to Take on Conventional Sources

Aggressive Pricing and Technology to Make Dent in Conventional Sources

- India's generates 17.4% of its current ~329 GW installed capacity, forming ~57.3 GW, through renewable energy.
  - Wind power contributes an installed capacity of 27.4 GW and solar contributes 8.1 GW
- GoI has set an ambitious target of achieving renewable power installed capacity of 175 GW by 2022
  - 40% of the country's power demand
- 12 times growth in solar power to 100 GW, more than doubling of wind power generation capacity to 60 GW
  - 10 GW and 5 GW through biomass power and small hydro power

## Policy Framework

- *Growth patterns stabilizing in the recent quarters*
- *Convergence of solar and wind tariffs alongwith renewable sources*
- *Advancement of technology in both wind and solar power generation*
- *Generation wind power at Rs.3.5-Rs3.9 per unit and solar power generation at Rs.2.5-Rs.3.5 per unit*
- *Favorable FDI policy*

# Net Metering, Technology Upgrades

Payback Period Averaging 4-5 years

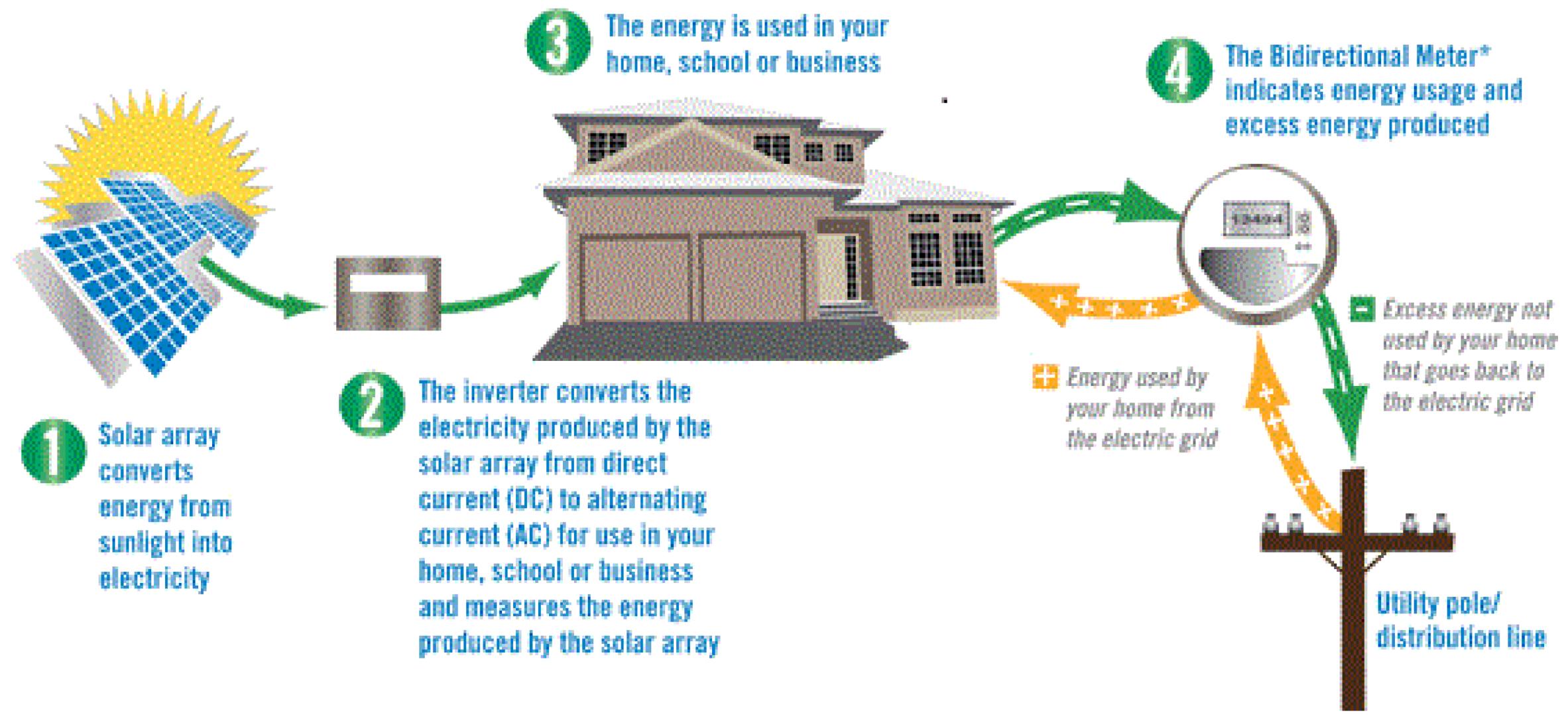
- Solar sector has witnessed reducing photovoltaic costs as production garners operating efficiency through economies of scale and technology upgrades
- Introduction of net metering has allowed a big push in residential and commercial deployment of solar power
- Net Metering is the process through owner of solar facility can take credit of surplus power produced by diverting the same to nearest grid or utility company.
- The technology has allowed commercial and residential deployments to go for maximum possible production capacity through solar power in order to take advantage of higher return on investments

## Consumption and Investment option

- *Clients can go for capacity installation higher than their captive installation*
- *As pay back period have reduced to 4-5 years, implied return on investments have enhance to >15%. The economics can invite more investments from corporates*
- *Veer has forayed into B2C segment, wherein its operating margins will get a boost*

# Understanding NET METERING

## Solar Photovoltaic Array Example



# Hybrid Solar – Wind Power Plants

Higher PLFs, Efficiency and Cheaper Power

- Ministry of New and Renewable Energy (MNRE) has unveiled largely awaited draft policy for setting up of hybrid Wind-Solar power plants with a targeted capacity of 10 GW by 2022.
- Hybridization of both the sources would help in complementing each other, garner higher PLFs, as well as reduce the cost through optimal utilization of land and transmission system
- New wind power capacity generation has relatively higher scope of entering into the hybrid model due to technical requirements. However, existing plants can also be evaluated for the same
- Recently, Government has announced Rs.11,000 crore package for domestic solar panel manufacturing in a bid to reduce costs of input

## PLFs, Price Discovery

- *Hybrid plants can expand PLFs to 60%-65% as compared to 25%-35% for standalone plants giving tough competition to conventional sources*
- *Price discovery clarity from respective state policies key for attracting large scale investments in the space*

# **Veer Energy's Pitch**

Order book, Revival, Solar Foray

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# Leading Renewable Energy Player

- Veer Energy has commissioned more than 250 MW projects in wind energy since its inception in 2006.
- The company has recently forayed into Solar sector with a focus on residential and corporate driven demand for solar capacity.
- Veer has received an order from reputed chain of schools having franchisees in Gujarat and Maharashtra for rooftop solar panel installation.
- Focus on hybrid power plants, solar roof top installations with latest technology can provide lot of traction to the company

(Rs. Crores)

PARTICULARS	2014 – 2015	2015 – 2016	2016 – 2017
Revenue	47.9	49.1	18.9
Operating Expenses	40.0	43.2	14.0
Gross Profit	7.9	5.9	4.9
Administrative Expenses	4.0	2.7	2.4
Profit Before Tax	3.9	3.2	2.5
Financial Expenses	0.6	0.5	0.5
Depreciation	1.0	0.9	1.0
Profit After Tax (PAT)	1.8	1.5	1.2
EPS	Rs.0.26	Rs.2.11	Rs.1.53
Face Value	Rs.1	Rs.10	Rs.10

# Strongest Order Book Position in Recent Years

Increased revenue visibility

Order description	Quantity (MW)	Total Order value (Rs. Crore)	Pending Order Value (Rs. Crore)	Expected Completion Date
Wind farm in Bhavnagar, Gujarat	27.30	15.10	3.00	December, 2017
Wind farm in Shiv, Rajasthan	30.00	38.34	38.34	June, 2017
Hybrid farm in Dhule, Maharashtra	10.00	12.95	12.95	March, 2018
Wind farm in Jamnagar, Gujarat	8.18	3.01	1.00	September, 2018
* Rooftop Solar by Net Metering Technology	3.00	15.00	15.00	March, 2018
* Grid based Solar Project	20.00	80.00	80.00	March, 2019
<b>Total</b>	<b>98.50</b>	<b>164.40</b>	<b>133.34</b>	

\* Presently State Governments are not signing PPA and government policy is awaited

# Team's Experience Driving Growth

Talent mix supporting future outlook



## Yogesh Shah

Managing Director

Has an experience of over a decade in wind energy Wind energy installations. Holds Bachelor of Commerce degree From University of Mumbai. Leads the team on strategic expansions, funding, and overall operations



## Prakash Shah

Executive Director

Has an experience of over three decades in project oriented work. Holds Bachelor of Commerce and Bachelor of Law degree. At Veer Energy, he is in charge of Land acquisition work.



## Joseph Tauro

Independent Director

Has more than three decades of experience in banking and capital markets. Provides his services for meeting fund raising requirements at various stages of expansion



## Nilay Shah

Executive Director

Has two decades of experience in engineering manufacturing space. He is mechanical engineer by qualification and provides insights into adaption of innovative technology and processes



# Clientele, Financials

Visibility, quality projects driving growth

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# WIND PARK PORTFOLIO

Current Spread Across Western Region

## CHANDRODI HYBRID WINDPARK (60 MW)

SURAJBARI

KUTCH, GUJARAT

Co-ordinate: Latitude: 23.3342° N, Longitude: 70.6372° E

## MOTA GUNDA WINDPARK (55 MW)

BHAVNAGAR

JAMNAGAR, GUJARAT

Co-ordinate: Latitude: 24.7264° N, Longitude: 72.5668° E

## VINJALPUR WINDPARK (35 MW)

KHAMBHALIYA

JAMNAGAR, GUJARAT

Co-ordinate: Latitude: 24.503° N, Longitude: 72.50798° E

## BHAVNAGAR WINDPARK (30 MW)

KUNDHADA

BHAVNAGAR, GUJARAT

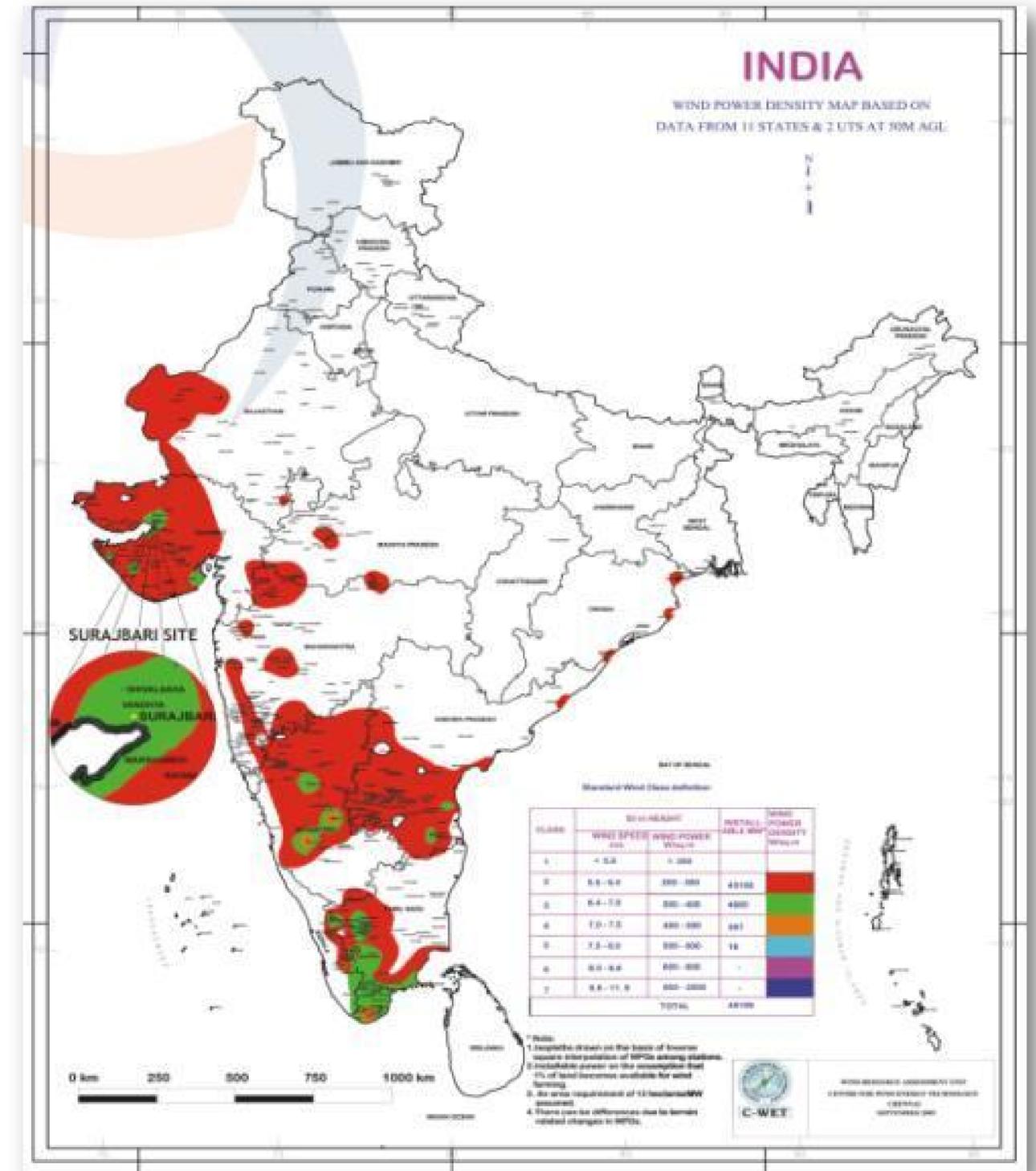
Co-Ordinate: Latitude: 23.66041° N, Longitude: 72.99256° E

## RAJASTHAN WINDPARK (100 MW)

LUDARVA

JAISALMER, RAJASTHAN

Co-ordinate - Latitude: 29.86545° N, Longitude: 70.677096° E



# STRONG CLIENTELE

Corporates, Other Players in the Region



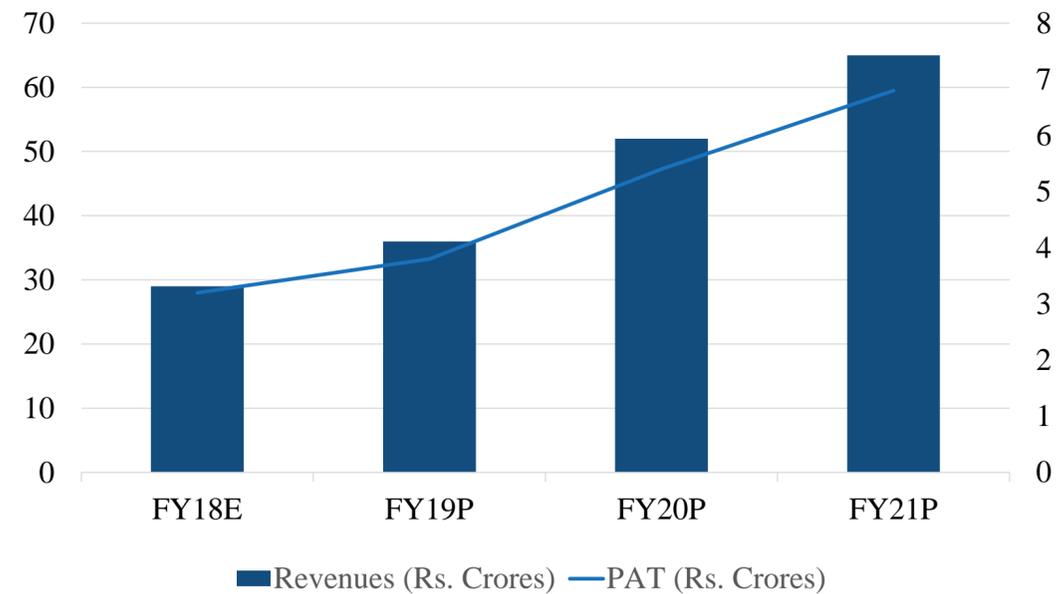
## Manufacturing facilities, Residential projects

- *Veer Energy is tapping the corporate demand for cheap captive and clean solar and wind power*
- *Presence in both the variants, wind and solar, will provide the company edge in garnering contracts from location, civil works, erection & commissioning, electrical DP yard, operation and maintenance*
- *Clients with existing wind capacities can approach the company for Solar projects*

# Future Outlook

Order book visibility, Policy framework, Return to Drive Growth in the Upcoming Years

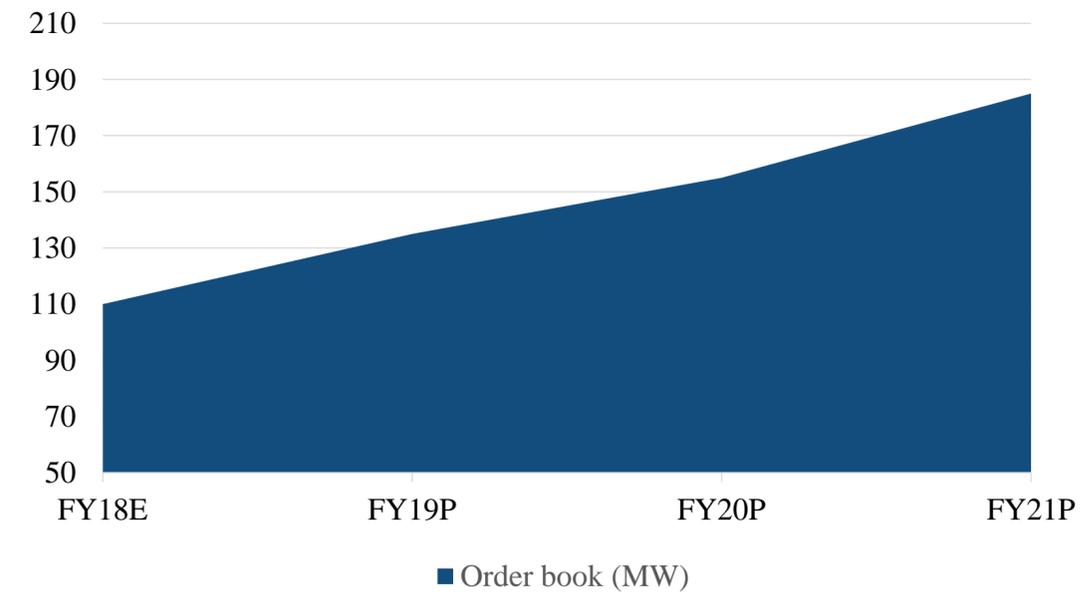
**Veer Energy's Projections (Rs. Crores)**



## Topline growth expectations

Management is targeting topline of above Rs.50 crore on the next twelve month or NTM basis backed by solar roof and wind energy projects

**Veer Energy's Order Book Expectations (MW)**



## Order book expansion

Veer has got substantial boost in order book through solar rooftop and grid based solar projects in the recent quarters

Rate per unit, government policy will be major drivers for the company's order book growth in the upcoming years

# Locations

# Investor Relations

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# Veer Energy & Infrastructure Limited

## Investor Relations

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### Registered Office

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