

INITIATING COVERAGE

Genus Power Infrastructures Ltd.





Genus Power: Spearheading the Smart Meter Play

We initiate coverage of Genus Power Infrastructures Ltd. (GPIL) with a **BUY** recommendation and a target price of Rs 505/share, implying a potential upside of 20% from the CMP. GPIL is one of the largest players in the electricity metering solutions industry in India. With over 8 Cr meters installed globally; Genus has been at the forefront of electricity metering since its inception in 1992. It commands ~27% market share in India and is poised to scale to new heights. It has 1.1 Cr meters production capacity per annum and is currently expanding it to 1.5 Cr. GPIL offers comprehensive metering solutions to residential, commercial, and industrial users through Power Utilities and Discoms. For the optimal performance of Utilities and to reduce AT&C losses, smart meters play a vital role. GPIL's comprehensive product portfolio includes Smart Meters, Advanced Metering Infrastructure (AMI), End-to-End Deployment, and Allied Software Support Services.

Investment Thesis

- Huge Opportunity in Smart Metering:** The Revamped Distribution Sector Scheme (RDSS) has a target of installing 25 Cr smart meters across India by 2025. Out of the 25 Cr smart meters, only 50% i.e., ~12 Cr are awarded while ~1.5 Cr are installed, providing enough future potential for smart metering players like Genus. Apart from the smart meters, GPIL also supplies gas meters at 40-50k meters/month (which has 8-10 Cr units of market potential in the next 7-8 years), water meters, as well as exports its meters (exports contribute ~10% of its annual revenue) which will provide future revenue streams.
- Executing a Large Order Book:** GPIL's order book has grown significantly over the last three years. Including all SPVs and Platform with GIC, the order book has increased from Rs 4,115 Cr in FY23 to Rs 21,006 in FY24 and further rose to Rs 32,500 Cr in Aug'24. Out of the Rs 32,500 Cr order book, Rs 2,500 Cr are the legacy meter supply order on GPIL's own books and the remaining Rs 30,000 Cr are AMISP orders which go to the GIC Platform. Half of the Rs 30,000 Cr from GIC will be towards meter supply and installation which will be executed over ~3 to 4 years, 25% will be towards O&M orders which will start post meter installations and will be for 6-10 years, and the remaining 25% will remain with the GIC Platform.
- GIC Platform A Game Changer; Will Lead to A Reduction in the Working Capital Cycle:** Last year in Jul'23, GPIL signed a definitive agreement with Gem View Investment Pte Ltd, an affiliate of GIC, Singapore (GIC) to set up a "Platform" - a JV Company with 26% stake of GPIL and 74% of GIC, for undertaking Advanced Metering Infrastructure Service Provider (AMISP) concessions. The bulk of the order book and subsequent revenue will come from the Platform in future, which will lead to shifting of the credit risk to the JV from Discoms earlier. This will result in the reduction of the working capital days from ~212 days in FY24 to around ~140-150 days by FY26.
- Revenue and EBITDA to Jump Up Significantly:** Management has guided ~100% revenue growth for FY25 to Rs 2,500 Cr as the huge AMISP orders start full-scale execution in Q3FY25 and onwards. The robust order book positions GPIL well for sustained growth in the coming years. EBITDA margin guidance is maintained at 15-16% (vs. 9-11% EBITDA margin over FY22-FY24) led by operating leverage and cost control measures. We build in revenue/EBITDA/PAT CAGR of 64%/81%/101% over FY24-27E to Rs 5,309/796/614 Cr.
- Robust balance sheet:** While the company's gross debt stands at Rs 587 Cr, it retains its net-debt-free tag. The Capex guidance stands at Rs 80 Cr for FY25 and it will be mainly towards meter capacity expansion across geographies (majority at Guwahati plant). With no significant Capex needed in future, along with cash flows from higher order book execution, we foresee positive FCFs for the company from FY26 onwards.

Valuation & Recommendation: We initiate coverage on the company with a **BUY** rating on the stock and arrive at our Mar'26 target price of Rs 505/share, valuing it at 25x FY27 EPS. The TP implies an upside potential of 20% from the CMP.

Key Financials (Standalone)

(Rs Cr)	FY24A	FY25E	FY26E	FY27E
Net Sales	1,201	2,500	4,238	5,309
EBITDA	135	375	636	796
Net Profit	75	285	492	614
EPS (Rs.)	2.8	9.4	16.2	20.2
PER (x)	86.0	44.8	25.9	20.8
P/BV (x)	4.2	7.0	5.6	4.5
EV/EBITDA (x)	46.9	34.6	20.2	15.9
ROE (%)	4.8%	15.7%	21.6%	21.4%

Source: Company, Axis Securities

(CMP as of October 17, 2024)

CMP (Rs)	420
Upside /Downside (%)	20%
High/Low (Rs)	477/205
Market cap (Rs Cr)	12,739
Avg. daily vol. (6m) Shrs.	14,81,158
No. of shares (Cr).	30.4

Shareholding (%)

	Mar-24	Jun-24	Sep-24
Promoter	42.7	42.7	39.3
FIIs	16.9	17.9	22.5
MFs / UTI	4.6	4.4	3.3
Banks / FIs	0.3	0.3	0.2
Others	35.6	34.8	34.8

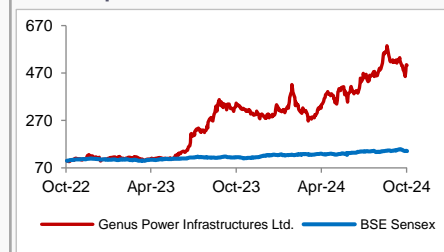
Financial & Valuations

Y/E Mar (Rs Cr)	FY25E	FY26E	FY27E
Net Sales	2,500	4,238	5,309
EBITDA	375	636	796
Net Profit	285	492	614
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P/BV (x)	7.0	5.6	4.5
EV/EBITDA (x)	34.6	20.2	15.9
ROE (%)	15.7%	21.6%	21.4%

Key Growth (%)

Y/E Mar	FY25E	FY26E	FY27E
Net Sales	108	70	25
EBITDA	178	70	25
Net Profit	279	73	25

Relative performance



Source: Ace Equity, Axis Securities

Aditya Welekar

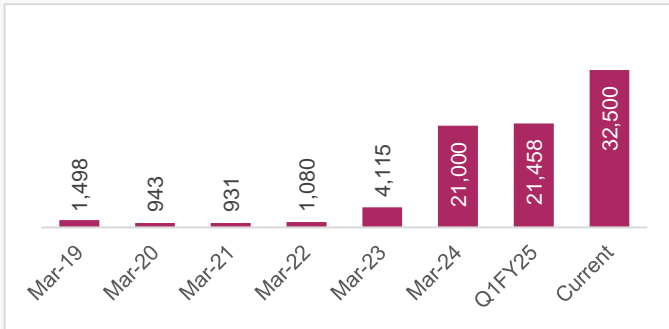
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Story in Charts

Exhibit 1: Robust Order Book (Rs Cr) led by pick up in smart metering tender pipeline



Source: Company, Axis Securities

Exhibit 2: Revenue growth to be led by strong order book

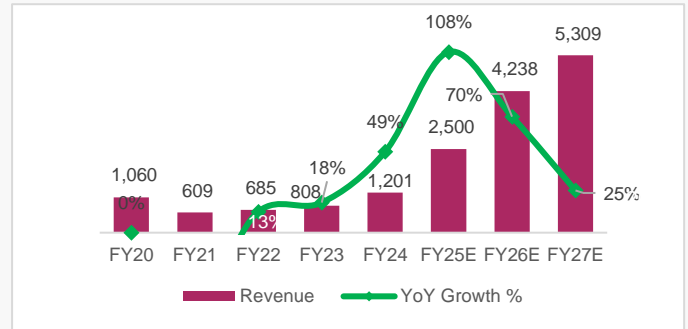
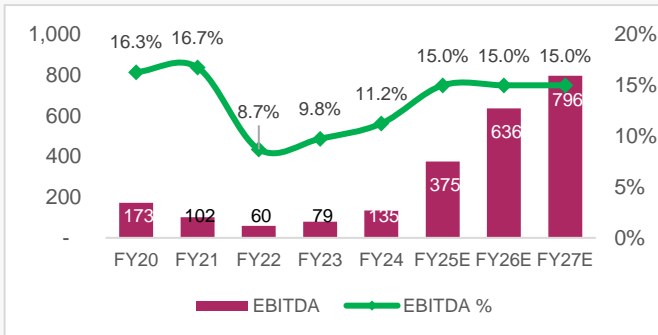


Exhibit 3: EBITDA margins to improve led by operational efficiencies and operating leverage



Source: Company, Axis Securities

Exhibit 4: PAT margins to improve led by improvement in EBITDA margins

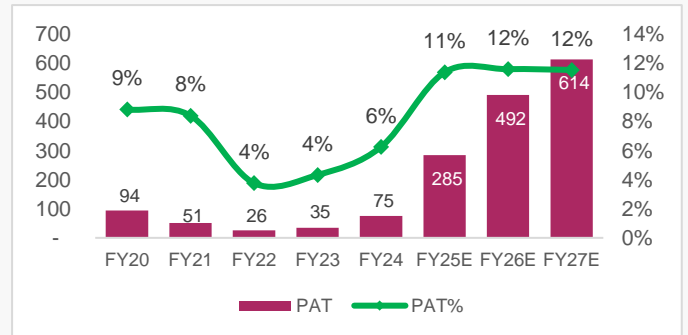
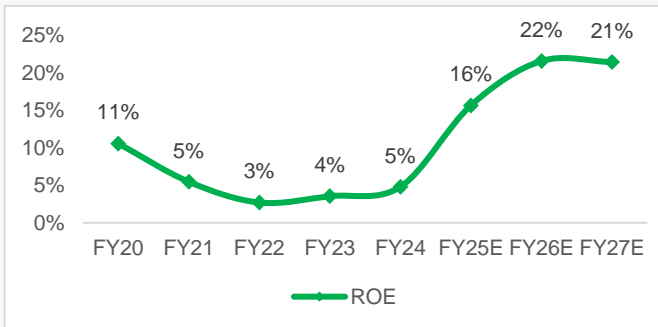


Exhibit 5: ROE to improve driven by PAT growth



Source: Company, Axis Securities

Exhibit 6: Improvement in working capital cycle led by AMISP orders for the GIC Platform

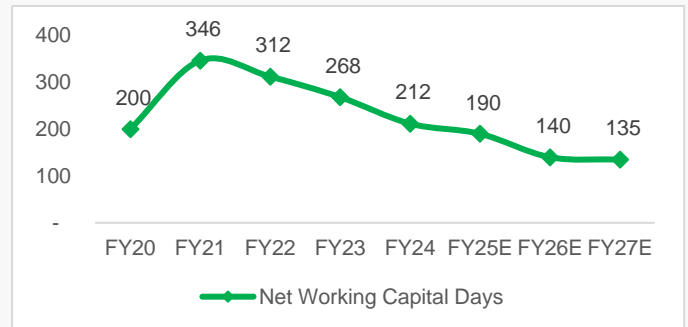
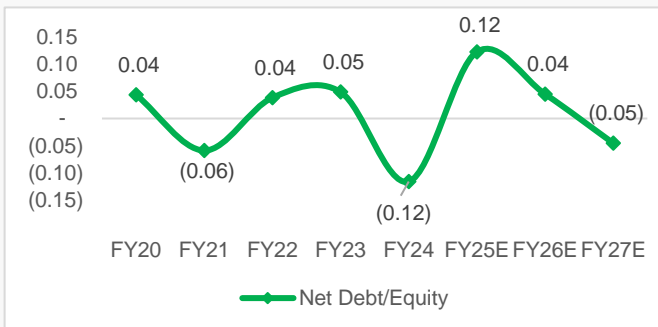
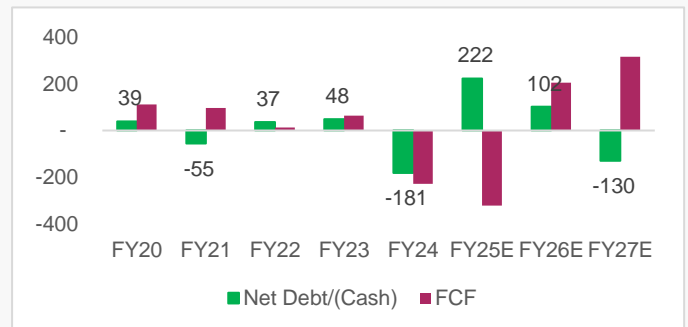


Exhibit 7: Net Debt/Equity in a comfortable range



Source: Company, Axis Securities

Exhibit 8: FCF positive by FY26 onwards as order execution picks up



Company Background

GPIL, incorporated in 1992, is part of the \$400 Mn Kailash Group and one of the leading providers of Smart Energy Metering Solutions. It boasts a wide range of advanced metering products and technologies with a presence across the globe with over 80+ Mn installations. It has empanelment with 40+ different Utilities across the country.

Utilities worldwide are in the process of shifting from traditional grids to smart grids driven by advantages such as reliability, availability, and efficiency of the grid as well as their economic benefit. Smart meters enhance efficiency and help Utilities reduce AT&C losses. With the development of Smart Metering infrastructure, GPIL has transformed from a traditional metering company to an Advanced Metering Infrastructure Service Provider (AMISP).

Genus has also ventured into smart gas and water metering, in addition to its forte in energy meters. The water metering market has healthy growth potential in India.

Business Segments

Genus operates through two business segments – ‘Metering Business’ and ‘Strategic Investment Activity’.

The metering business is the core business of the company through which it manufactures and supplies metering solutions. The “Strategic Investment Activity” is non-core in nature and comprises the strategic investments made by the company in shares and securities. The “Strategic Investment Activity” segment of the company is being demerged to Genus Prime Infra Ltd. The detailed structure of the demerger is explained in the “Business Restructuring” Section.

Exhibit 9: Business Segments

Business Segment	Description
Metering Business (Smart Metering Solutions)	Genus offers a wide range of smart metering solutions ranging from multifunction single and three-phase meters to gas meters. It also specializes in providing end-to-end metering solutions with communication modules and software.
Strategic Investment Activity	Strategic investments made by the company in shares and securities. This segment is in the process of being demerged to Genus Prime Infra Ltd. This segment is being demerged from the company.

Source: Company

Metering Business (Smart Metering Solutions Business)

In this segment, the company offers solutions via four different processes viz. **i) Metering, ii) Electronic Manufacturing services, iii) Software development and iv) Services business.**

i) Metering

Under its metering business the company provides a range of metering solutions including Residential, Commercial & Industrial Energy Meters, Water Meters, Gas flow Meters and Data Loggers:

- Residential, Commercial, and Industrial Energy Meters:** Electric Meters are devices found in household, commercial as well as industrial premises that help in the collection of energy consumption data. The data enables utility companies in accurate billing to their customers for electricity consumption. There are two types of electricity meters viz. single-phase and three-phase meters. **Traditional analog meters** use a rotating disc, which turns as electricity is consumed, recording kilowatt-hours (kWh) on a dial display. Essentially, the faster the disc rotates, the more energy is being consumed. The actual monthly energy consumption is the difference between two different readings. As such traditional meters are more manual where readings are to be manually collected wherein a utility worker visits the premises every month. **Digital**

Genus is one of the largest players with 25+ years of experience in the electricity metering solutions industry in India, holding ~27% market share with 1.1 Cr meters production capacity per annum.

Genus’s product portfolio includes smart meters, Advanced Metering Infrastructure (AMI) and end-to-end deployment and support services including software solutions, for seamless integration and optimal performance with Utility systems.

meters use electrical components to measure energy consumption and display it on a digital screen. They also have intelligent data loggers to monitor electrical consumption and record it for future analysis.

Smart meters have a two-way communication system that not only measures energy consumption data but also communicates it to the utility provider on a real-time basis. Coupled with software systems like **Head end system**, and **Meter Data Management System**, this provides real-time data analysis to utility as well as energy consumption management to the end consumer. Smart Meters also help in the reduction of the high AT&C losses through their advanced communication capabilities, tamper detection features, and ability to remotely disconnect unauthorised connections. The company also offers smart **prepaid electricity** meters which operate on a “pay-as-you-go” basis. In these meters, electricity vouchers are purchased and then entered into the energy meters to activate the electricity supply. The users can use electricity till the prepaid bill expires. These meters ensure an accurate billing mechanism for the users.

2. **Smart Water Meters:** The company is also expanding its business and has ventured into smart water meters. Its smart meters offer accurate measurement of the water consumption volumes in domestic as well as commercial applications. It has features such as leak detection and IoT (Internet of Things) technologies for real-time monitoring.
3. **Smart Gas Meters:** The company has also ventured into smart gas meters offering high data accuracy and reliability. It is also integrated with IoT technologies for remote monitoring and data analysis.
4. **Data Loggers:** These are essential for the modern data acquisition systems used by the company for providing reliable and accurate monitoring solutions across all applications.

Exhibit 10: Metering Business Product Portfolio



Source: Company, Photos for representative purpose

ii) Electronic Manufacturing Services

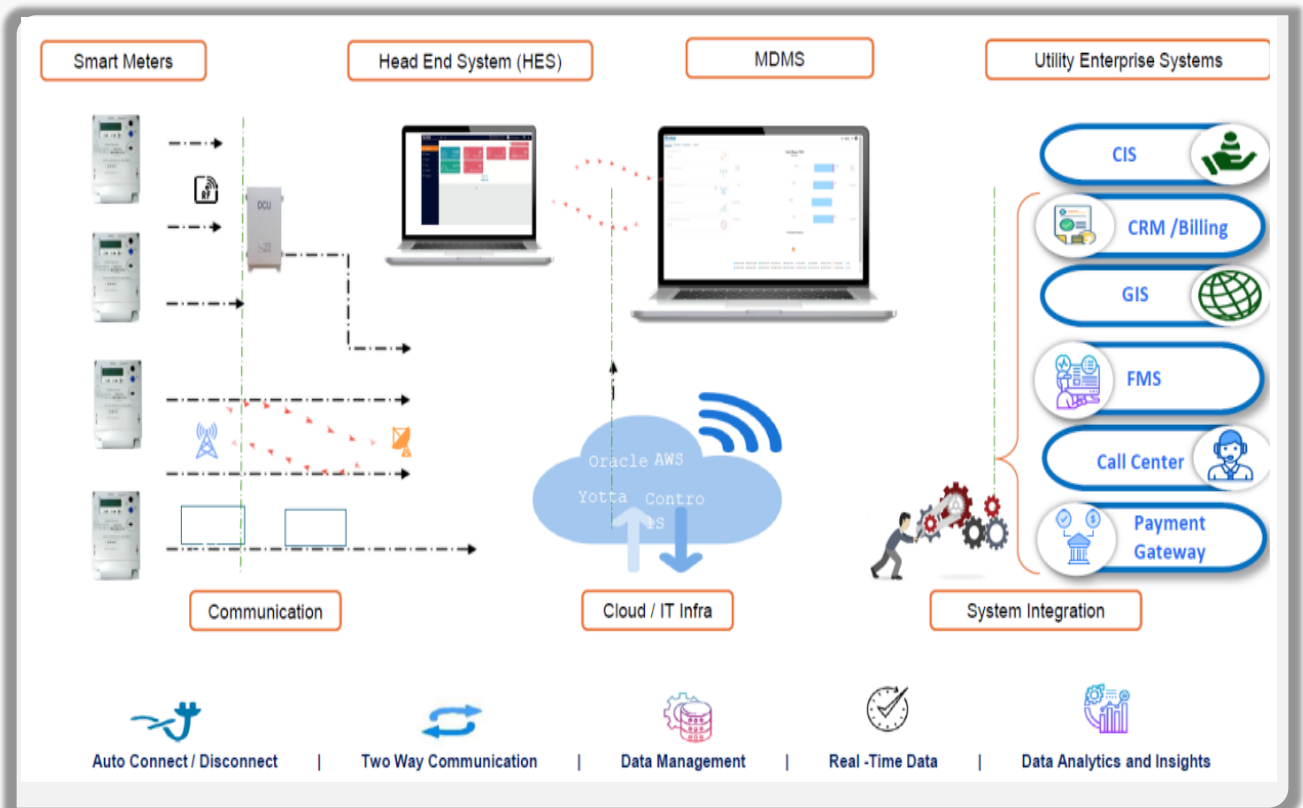
The company has its own Electronic Manufacturing facility wherein it manufactures and assembles its own Printed Circuit Board (PCB). The PCB production is done in a controlled environment with stringent quality control measures and international standards. The PCB goes through an internally developed testing software that accepts or rejects the PCB based on set criteria. Once PCB clears all tests, it is integrated into the final product.

iii) Software Development

The company has developed its own **Head End System (HES)** and **Meter Data Management System (MDMS)** for data integration, management and analysis. **HES** is a central component of Advanced Metering Infrastructure (AMI) that communicates with the smart meter and collects data, manages commands and ensures secure data transmission on a real-time basis ensuring its accuracy and reliability. The HES system of GPIL supports communication through technologies such as GRPS as well as RF. **MDMS** processes, stores and manages the data from HES. It performs validations and provides data analytics transforming data into crucial insights. It improves billing accuracy for the utilities and consumption management for the consumers. In the near future, these software systems provide opportunities to the company in the form of software services, consumer engagement platforms and data analytics.

Genus has developed its own HES and MDMS which reduces its reliance on external providers

Exhibit 11: AMISP Value Chain – GPIL is present across the value chain



Source: Company

iv) Services Business

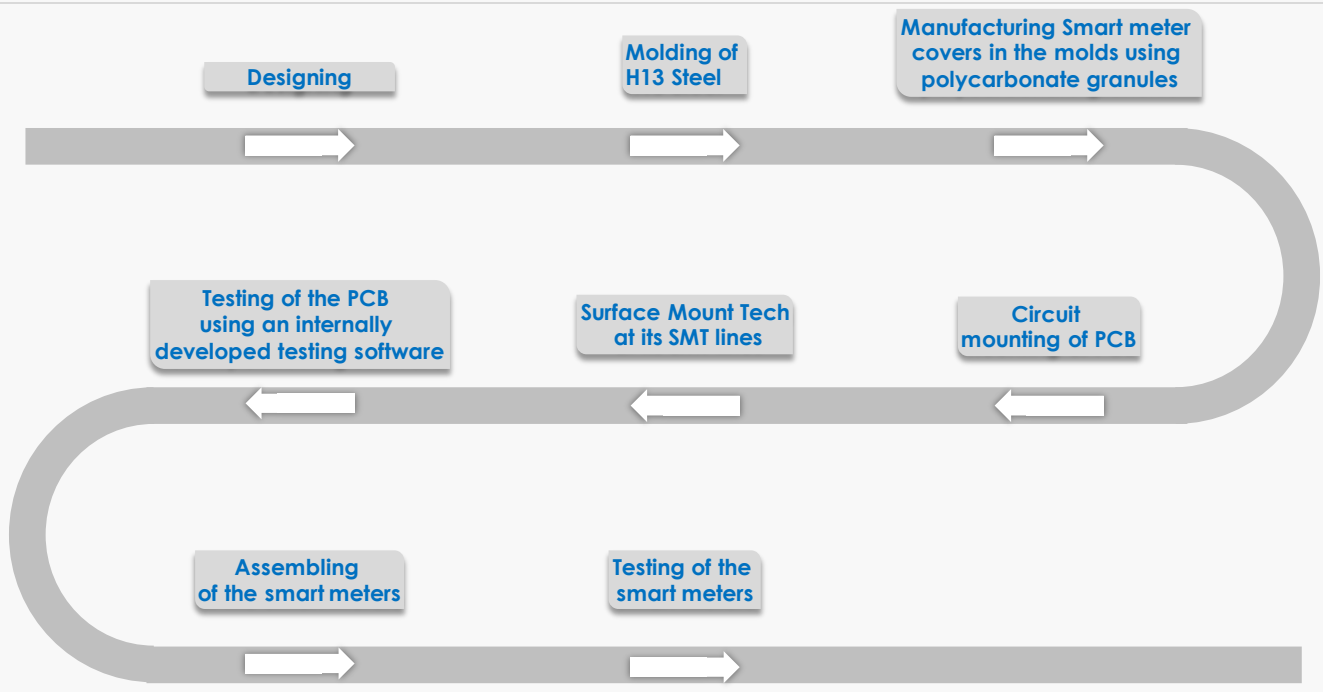
The company is expanding beyond meter manufacturing and transitioning into the services business. It offers specialised software like HES and MDMS as Software-as-a-services (SAAS) to the utilities. The company also offers facility management services (FMS). The expansion to the services business provides a stable revenue stream for the company.

Manufacturing capabilities

The company has facilities for manufacturing 1.1 Cr meters annually. The manufacturing plants are located in Jaipur, Haridwar and Guwahati. The capacity is set to expand to 1.5 Cr meters with expansion at all the plants and the majority expansion is happening at Guwahati Plant. These facilities are completely **backward and forward-integrated**. The company follows a stringent quality adhering process right from the designing stage up to the assembly of the smart meters.

Genus has integrated meter manufacturing facility with automated SMT lines, precision molding and tool rooms and it employs Lean Manufacturing to optimize processes, eliminate waste and enhance productivity.



Exhibit 12: Smart Meter manufacturing process





Source: Company, Axis Securities

GPIL is the first company to have its own **SMT line, precision molding and tool room**. It also develops its **software** in its R&D department. The company's R&D department has **multiple simulation tests** including extreme temperature evaluations, high voltage exposure, resistance to electrical surges like thundering, etc. These tests aid in enhancing the quality of the meters leading to improved product efficiency.



Exhibit 13: Advanced Manufacturing Capabilities: SMT line, Precision molding and Toolroom

Automated SMT Lines are an essential part of its EMS Process. These lines are equipped with latest technology to place components with high precision and speed

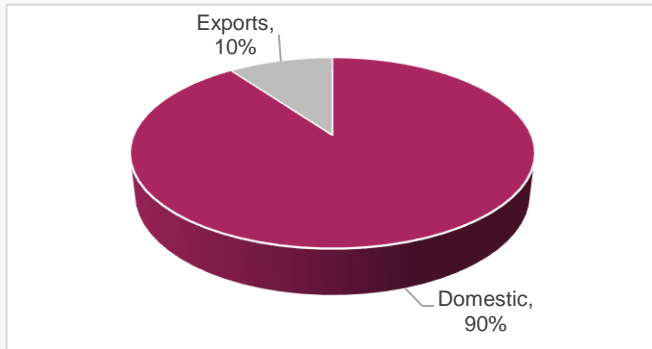
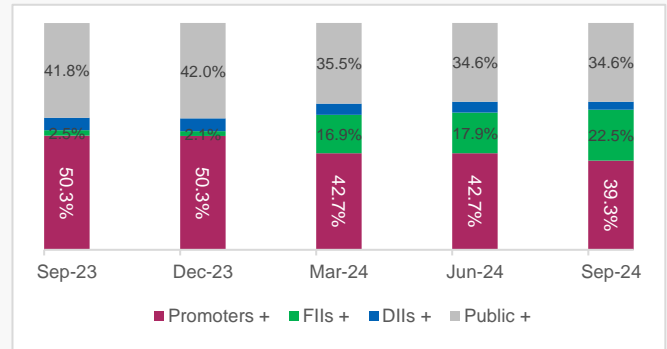



The company has its own precision molding capability which enables it to produce high quality plastic components which is an integral part of its smart meters.

The company's tool rooms are equipped with the latest machinery and technology which helps in produce tools and dies needed for its manufacturing processes.

Source: Company

Exhibit 14: Revenue Split by Geography

Exhibit 15: GPILs Shareholding Structure


Source: Company, BSE. Note: Drop in Promoters stake in Mar'24 is due to the Rights issue of 4.59 Cr shares to Chiswick Investment Pte. Ltd. for Rs 519 Cr capital raise for investment in the GIC Platform.

Diversified Client Base

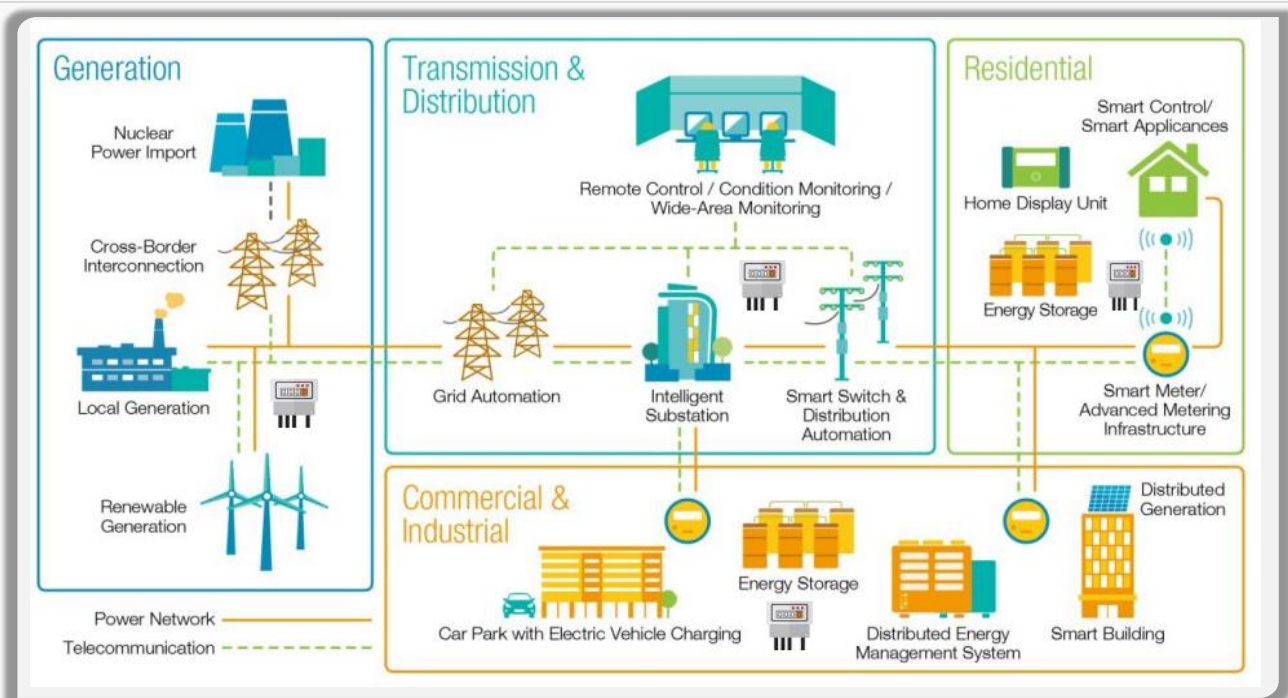
The company has a diversified client base including State Electricity Boards, Power distribution companies, and also private utility players.

Exhibit 16: Client base of GPIL



Source: Company

Exhibit 17: Meters from Generation to Consumption



Source: Company

Key Growth Drivers

GIC Platform a Game Changer – Expected to Reduce the Working Capital Cycle Led by A Change in Customer Credit Profile

- Last year in Jul'23, GPIL signed a definitive agreement with Gem View Investment Pte Ltd, an affiliate of GIC, Singapore (GIC) and set up a "Platform" - a JV Company with a 26% stake of GPIL and 74% of GIC, for undertaking Advanced Metering Infrastructure Service Provider (AMISP) concessions.
- **GPIL will be the exclusive supplier to the AMISP tenders won by the JV Co**, while GPIL will be free to supply meters to other AMISP Platforms. The initial investment cap for GPIL is \$211 Mn for a 26% stake in the Platform, which will have an initial outlay of \$2 Bn, which constitutes a mix of funding via both equity and debt.
- Approximately 75% of the project value won by the Platform will accrue to Genus Power and the remaining 25% to the Platform.
- The target installation for this Platform is 3 Cr meters in the next 3 to 4 years. Genus will be shifting its existing SPVs to the Platform and going forward, the bulk of the AMISP orders and subsequent revenue will come from the JV Platform, which will lead to shifting of the credit risk to the JV Platform from the Discoms earlier.
- Discoms have a weak credit profile while the AMISP Platform has backing from GIC, which will result in the reduction of the working capital days from ~212 days in FY24 to around ~140-150 days as Genus starts delivering orders for the JV Platform.

Collaboration with GIC, Singapore, to set up a Platform for Advanced Metering Infrastructure Service Provider (AMISP) concessions has significantly boosted its market positioning. GIC's presence will help in reducing credit risk and WC days.

GIC as a JV partner provides capital availability for the Platform:

- GIC is Singapore's sovereign wealth fund operating since 1981 which manages Singapore's forex reserves. It has a disciplined capital allocation approach and has investments across asset classes such as equities, fixed income, real estate, private equity, venture capital, and infrastructure.
- Furthermore, GIC's affiliate Chiswick Investment Pte Ltd. has invested Rs 519 Cr at an issue price of Rs 112.8/share in GPIL through convertible share warrants on a private placement basis in Jan'24. It now forms 16.65% of the company's shareholding as of Mar'24.
- The initial investment cap for GPIL is \$211 Mn (~ Rs 1,750 Cr) for a 26% stake in the Platform. Chiswick has already infused Rs 519 Cr through share warrants, while the remaining funds can be managed by GPIL through its internal cash flows as its order execution starts fetching cash. It can also issue debt to fund the investment in the Platform. GPIL also has Rs 722 Cr as the market value of the treasury shares which it can use for any exigency.

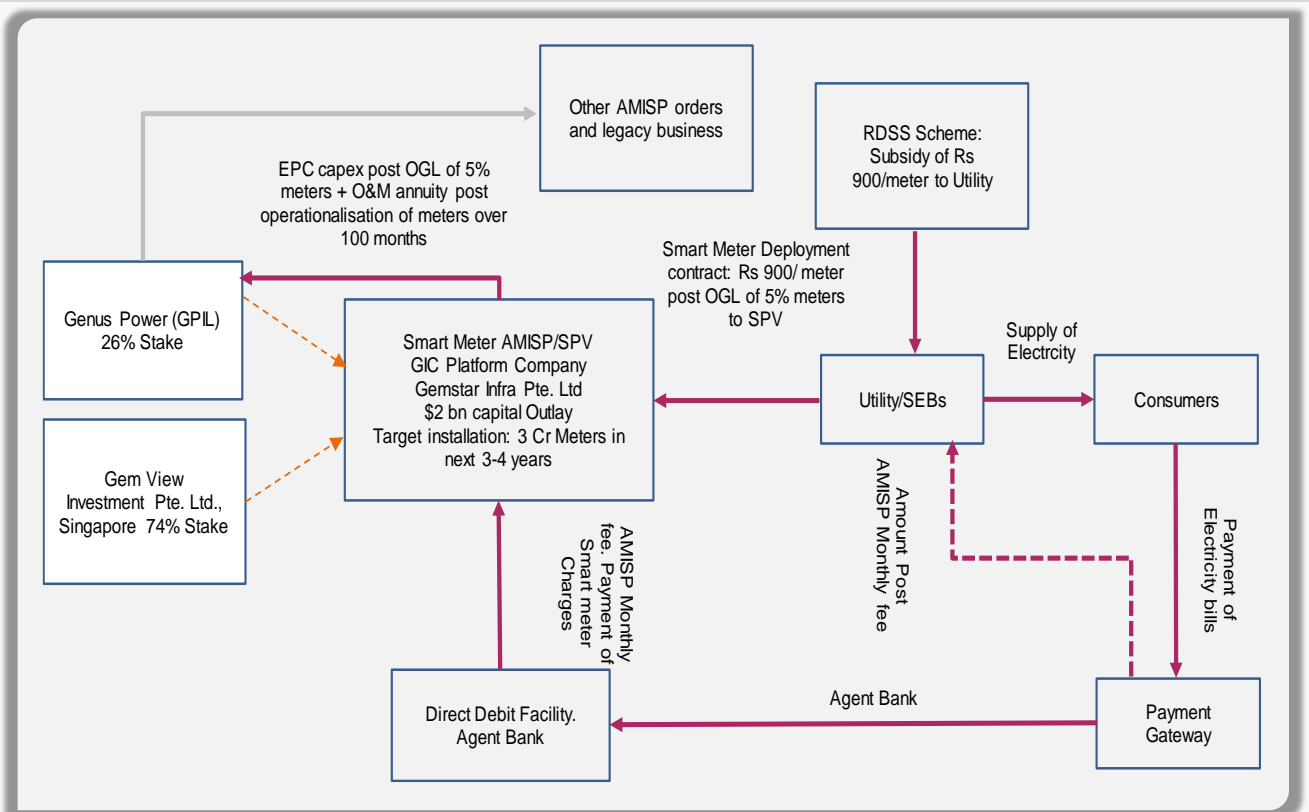
GIC Platform ensures a timely payment mechanism

- GIC Platform ensures the timely payment mechanism for the listed GPIL.
- **Fund flow from Discoms to the GIC Platform:** Operation go live (OGL) will happen when a minimum of 5% of the total order is completed by Genus for the Platform (this takes 9 months from the date of the execution of the Contract – refer to "Project Implementation Schedule for AMI system" in the industry section). The customer (Discom) will make the subsidy payment (as per RDSS) of Rs 900/meter to the Platform after checking the meter installations within 30 days from the OGL.
- **Fund flow from GIC Platform to Genus:** GPIL will receive the **total Capex** amount related to the supply and installation (EPC) of the meter installations once OGL takes place and as soon as the GIC Platform receives Rs 900/meter from the Discom. **This shortens the receivable days and also reduces the credit risk for the listed entity GPIL as the GIC Platform pays it the EPC Capex upfront.** GIC Platform will pay the upfront Capex to Genus using a combination of debt, equity and upfront payment received from Discom (Rs 900/meter) at the Platform level. The GIC Platform ensures timely payment

by eliminating direct exposure with Discom. Secondly, the payment for the O&M part on a monthly basis also starts post-OGL of meters.

- Discoms (SEBs/Utilities) also need not pay the EPC Capex to the Platform and it only pays the subsidy amount under RDSS of Rs 900/meter to the Platform post-OGL. Thus, the Platform acts as a financing arm for GPIL and is a win-win for both the meter supplier and customers (Discom/SEBs/Utilities)
- **Direct debit facility:** Direct debit facility (DDF) for the entire online consumer payments to ensure recovery of the AMISP Monthly fee provides risk mitigation at the Platform level. The payment for the O&M part will be met by the monthly AMISP fee received by the Platform. The Utility has to set up DDF within 14 working days of the OGL.

Exhibit 18: Funds Flow Mechanism from consumer to Discom, from Discom to GIC Platform and from the Platform to GPIL



Source: Company, Indicative Schematic

Strong Order Book Provides Multiyear Revenue Visibility

Currently, Genus has Rs 32,500 Cr of total order book including all SPVs and GIC Platform with concessions over 8-10 years.

- **GPIL order book has grown significantly over the last three years:** Including all SPVs and Platform with GIC, the order book has increased from Rs 4,115 Cr in FY23 to Rs 21,006 in FY24 and further rose to Rs 32,500 Cr as of Aug'24. Out of the Rs 32,500 Cr order book, Rs 2,500 Cr is the legacy meter supply order on GPIL's own books and the remaining Rs 30,000 Cr are from the GIC Platform. Half of the Rs 30,000 Cr from GIC is towards meter supply and installation (which will go exclusively to Genus), 25% are O&M orders post meter installations, and will be for 6-10 years and the remaining 25% will be towards the GIC Platform.

- ~10% of the orders of the total order book are for conventional meters and the remaining are for smart meters. The majority ~90% of the smart meter orders are for single-phase smart meters, while 6% are for three-phase meters.
- **Execution to pick up pace from H2FY25:** With the quantum jump in order inflow over the last 1 year, the management expects a pickup in execution pace from H2FY25. The smart meter supply and installation cycle is of 30 months from the date of sign of contract which will keep the working capital higher initially as the order execution picks up pace from Q3FY25. Working capital days will be reduced from FY26 onwards.
- **The order inflow will moderate in H2FY25 post the sizable inflow in H1FY25.** Nevertheless, the backlog of orders currently is huge at Rs 32,500 Cr which offers enough revenue visibility for the company for future years.

Exhibit 19: GPIL Order Book

A	Order Book (including all SPVs and GIC Platform):	Rs Cr	32,500
B	Legacy Meter Supply orders	Rs Cr	2,500
C	GIC Platform (A-B):	Rs Cr	30,000
D	50% in Supply installation (EPC) (50% of C) Over 3-4 Years	Rs Cr	15,000
E	25% O&M Services (25% of C) 7-10 years after meter installation	Rs Cr	7,500
F	25% to Platform GIC (25% of C)	Rs Cr	7,500
G	~26% attributes to GPIL (26% of F)	Rs Cr	1,950
H	Total Order value attributable to GPIL from GIC Platform (D+E+G)	Rs Cr	24,450
	Total Order value attributable to GPIL (B+H)	Rs Cr	26,950

Source: Company, Note: Indicative calculations

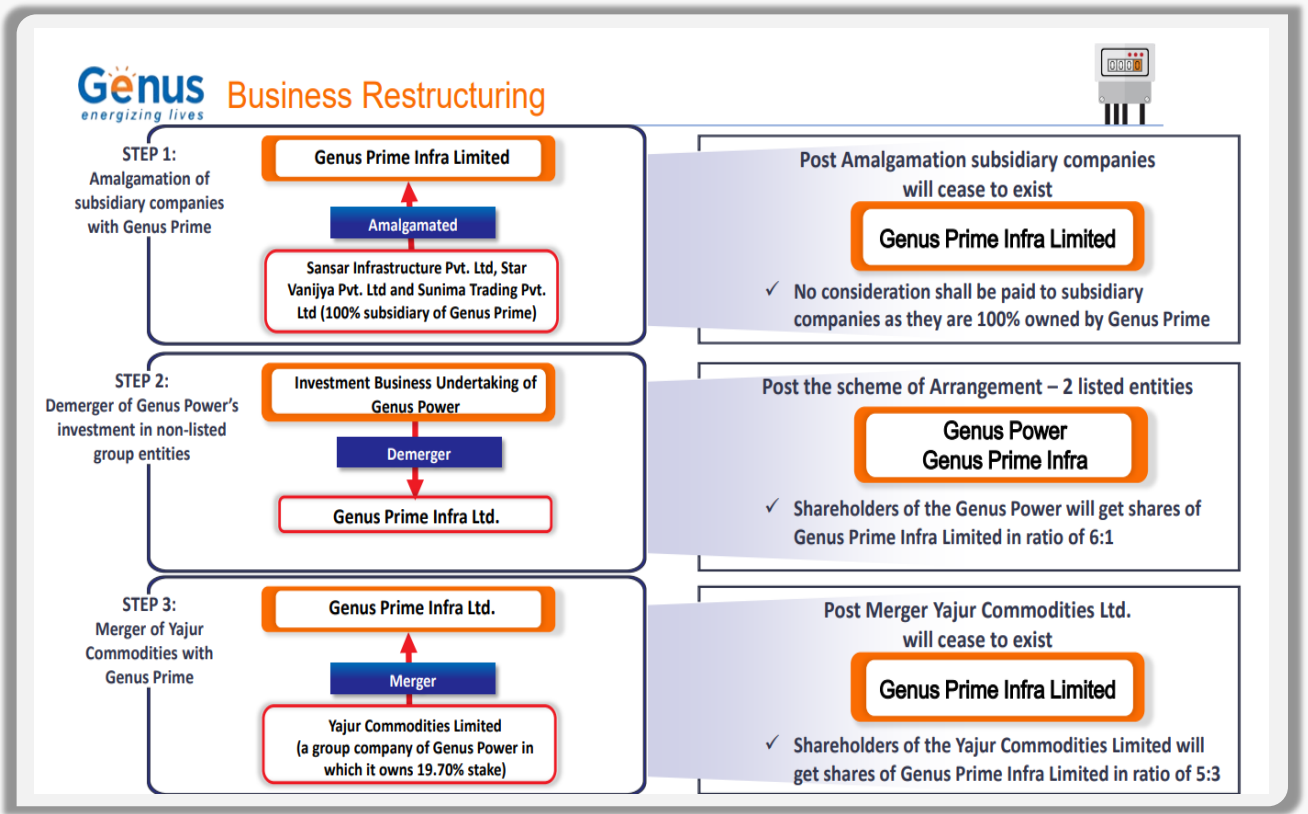
Business Restructuring to align Focus on Core Metering Business

To enable the company to focus on its core activities and growth, the company is in the process of demerging its non-core segment i.e., the “Strategic Investment Activity” segment and amalgamating it in its non-listed entity – Genus Prime Infra Limited. Furthermore, Yajur Commodities Private Limited – a group company of GPIL in which it owns a 19.7% stake would be merged with Genus Prime Infra Limited.

The investments that will be a part of the demerger with the “Strategic Investment Activity” segment are - Yajur Commodities Limited, Genus Innovation Limited, Kailash Industries Limited, Kailash Vidyut & Ispat Limited and Hi-Print Electromack Private Limited.

Post amalgamation, Genus Prime Infra Ltd would be listed and shareholders of GPIL will receive 1 share of Genus Prime Infra Ltd for every 6 shares of GPIL. The restructuring has been approved by the Board, members and creditors of the company and is currently pending regulatory approvals.

Demerger of the “Strategic Investment Activity” will help in focusing on core metering business.

Exhibit 20: Business Restructuring


Source: Company

Export Opportunities and Other Revenue Streams

GPIL is exploring new opportunities in export markets for its Gas meters and Water meters.

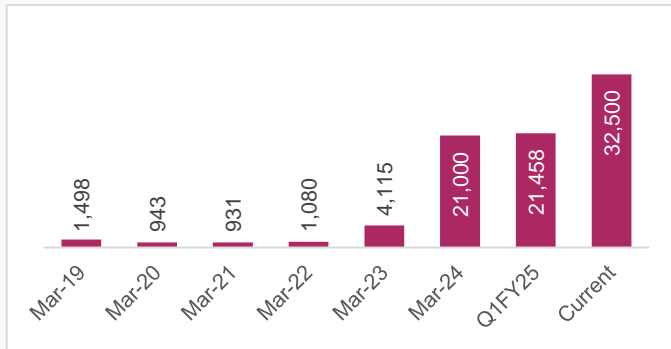
In the gas meters segment, it currently has a strong presence in the domestic markets. Management expects an addressable market size of 8 Cr to 10 Cr gas meters in India in the next 7 to 8 years. The company has a capacity of 40,000 to 50,000 gas meters per month. The gas connections in India are expected to reach 12 Cr by 2030. The global market for smart gas technologies is projected to expand from 17.74 Mn units in 2024 to 25.71 Mn units by 2029 led by growth in Italy and UK.

In its water meters segment, the company has its focus on the international markets. Globally, the smart water metering market is experiencing significant growth. The global smart water meter market valued at \$2.6 Bn in 2023 is projected to reach \$23 Bn by 2032 at a CAGR of 14% per annum from 2024-32. Management considers large growth potential in this segment due to the shift to electronic meters from current electromechanical meters. It has already received a breakthrough order from the Australian market and launched its product smart ultrasonic water meter.

Key Financial Metrics

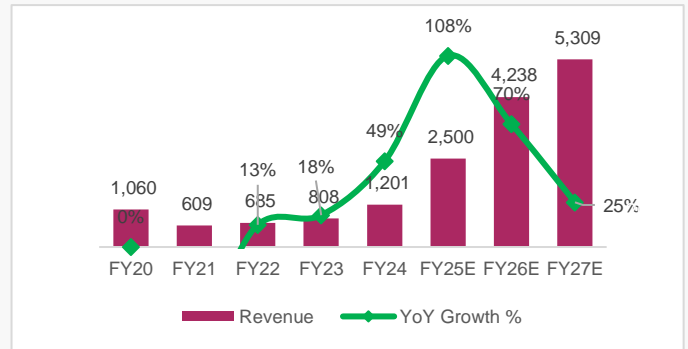
Revenue: The company's revenue grew from Rs 609 Cr in FY21 to Rs 1,201 Cr in FY24 at a CAGR of 25%. Management has guided for the revenue to increase to Rs 2,500 Cr in FY25 on the back of a strong order book. Based on the order book execution timelines, we model a 64% CAGR in revenue over FY24-27 and expect the revenue to increase to Rs 5,309 Cr in FY27.

Exhibit 21: Order Book Rs Cr



Source: Company, Axis Securities

Exhibit 22: Revenue and Revenue Growth (Rs Cr)

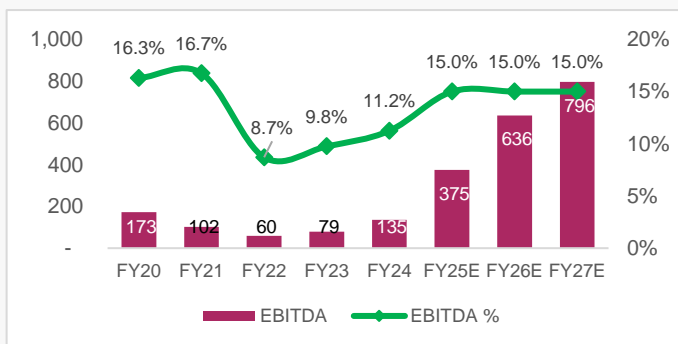


EBITDA: The company recorded EBITDA of Rs 135 Cr in FY24, a YoY increase of 71%. The EBITDA grew from Rs 102 Cr in FY21 to Rs 135 Cr in FY24 at a CAGR of 10%. The company's EBITDA margins stood in the range of 9% to 11% during FY22-24. With the expected revenue growth, operational efficiencies, and effective cost management, the company expects its margins to improve to 15%-16%. We model an EBITDA margin of 15% over FY25-27 and an 81% CAGR in EBITDA over FY24-27 with EBITDA expected to increase to Rs 796 Cr in FY27.

PAT: The company recorded PAT of Rs 75 Cr in FY24, a YoY increase of 115%. The PAT grew from Rs 51 Cr in FY21 to Rs 75 Cr in FY24 at a CAGR of 14%. The increase in PAT was majorly driven by the revenue growth and optimisation of the raw materials cost. The company has PAT margins in the range of 4% to 6% from FY22 to FY24. The same is expected to improve to 11%-12% driven by the improvement in EBITDA margins. We model a 101% CAGR in PAT over FY24-27 and expect the PAT to increase to Rs 614 Cr in FY27.

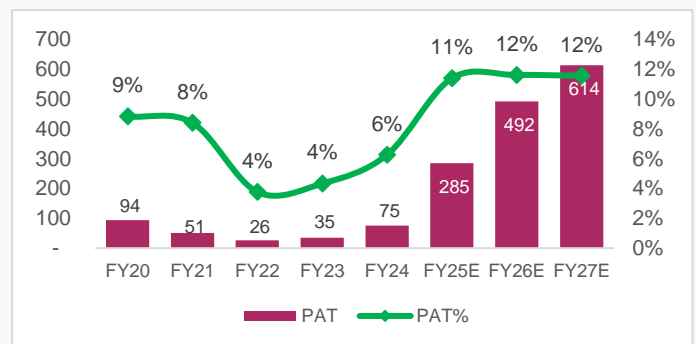
Strong order book offers robust revenue/EBITDA/PAT growth prospects. GIC Platform will help reduction in working capital and Net debt will remain under control.

Exhibit 23: EBITDA margins to improve led by operational efficiencies and effective cost management



Source: Company, Axis Securities

Exhibit 24: PAT margins to improve led by improvement in EBITDA margins



Return on Equity (ROE): The company's ROE was in the range of 3%-5% over FY22-FY24. We expect the ROEs to improve to 16%-22% over FY25-FY27 driven by revenue growth and margin improvements.

Working capital: Net working capital days came down ~210 days in FY24, as compared to ~270 days in FY23, with the receivable days coming down from 213 days in FY23 to 176 days in FY24. The GIC Platform will not only reduce the receivable days for the company but also reduce its credit risk by shifting the exposure to the Platform rather than the Discoms. Management expects the working capital days in FY25 to be similar to FY24 days due to

the large order book and huge execution of the AMISP orders. From FY26 onwards the working capital days are likely to reduce to ~140 days.

Exhibit 25: ROE to improve driven by PAT growth

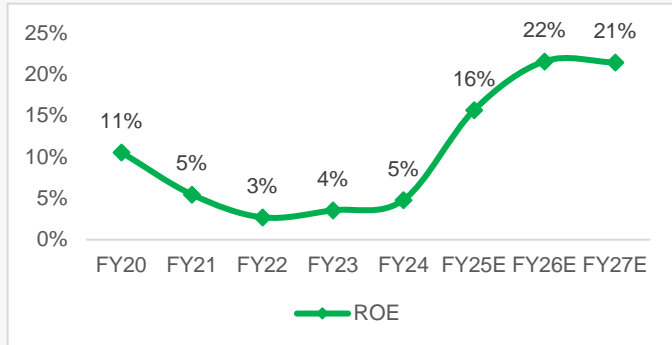
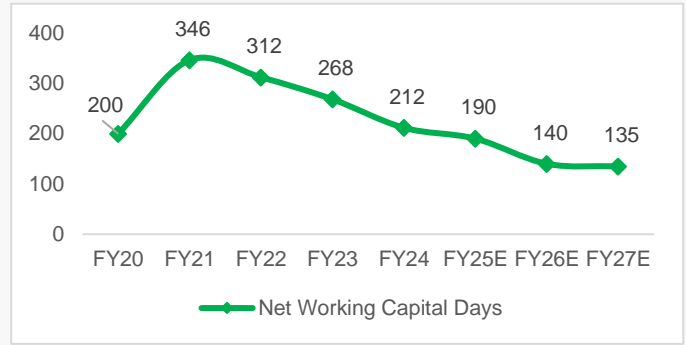


Exhibit 26: GIC Platform to aid in working capital cycle reduction



Source: Company, Axis Securities

Net Debt: As of FY24, the gross debt of the company stood at Rs 587 Cr. It had cash & cash equivalents of Rs 670 Cr and short-term liquid investments of Rs 98 Cr leading to a net cash of Rs 181 Cr. Capex guidance is Rs 80 Cr for FY25, and we assume Capex of Rs 50 Cr each for FY26-27. The higher working capital and Capex for FY25 will lead to net debt in FY25 and FY26; however, from FY27, we expect the company once again to go to a net cash position led by strong FCFs.

Exhibit 27: FCF positive by FY26 onwards as order execution picks up

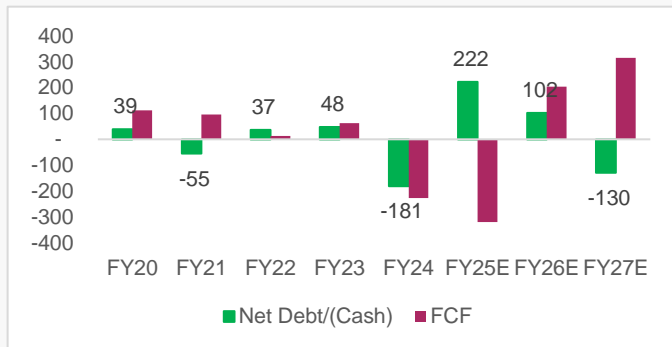
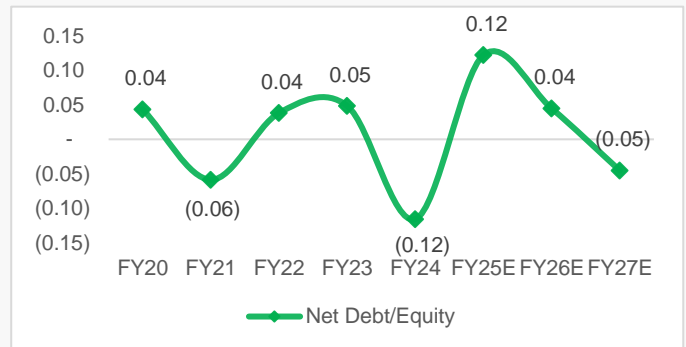


Exhibit 28: Net Debt / Equity in a comfortable range



Source: Company, Axis Securities

Exhibit 29: Net Debt/Equity in a comfortable Range

Y/E March		FY24A	FY25E	FY26E	FY27E
Borrowings	A	587	587	587	587
Short-term liquid investments	B	98	98	98	98
Cash and Cash Equivalents	C	670	267	387	619
Net Debt / (Cash)	A-B-C	-181	222	102	-130

Source: Company, Axis Securities

Valuation

We initiate coverage of Genus Power Infrastructures Ltd. (GPIL) with a BUY recommendation and a target price of Rs 505/share, which implies an upside of 20% from the CMP.

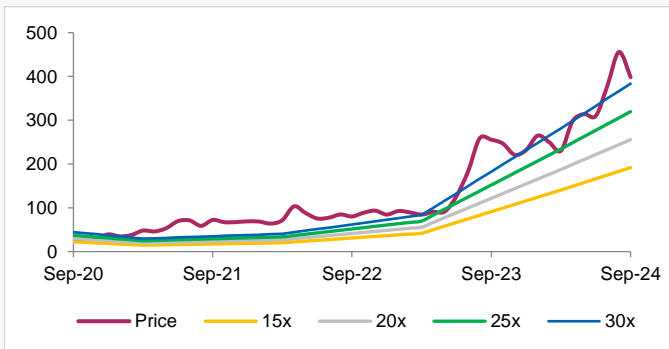
With the sectorial tailwinds, robust order book, and revenue growth along with expected improvement in margins, we assign a target P/E multiple of 25x on our FY27 EPS estimate and arrive at our Mar'26 TP of Rs 505/share and initiate coverage with a BUY rating. Our TP implies a potential upside of 20% from the CMP.

GPIL is currently trading at 30x our blended 12-month forward EPS estimate, while its last 4-year average P/E is at 35x. Its marquee deal with GIC for the AMISP Platform has taken off the credit risk for GPIL, and it will also aid in working capital reduction while executing a large order book. GPIL's execution skills and long experience in the metering space with a 27% market share positions it at the forefront of the smart metering transition in the country.

We value the company using a target of 25x P/E given it can sustain a net debt-free balance sheet in future along with its focus on other revenue streams such as water meters. The closest peer HPL Electric is trading at ~30x FY26 consensus EPS.

We value the company using target of 25x P/E given its strong order book along with execution skills while maintaining balance sheet strength.

Exhibit 30: GPIL 1-Year Forward PE Band



Source: Axis Securities

Exhibit 31: GPIL 1-Year Forward PE Chart

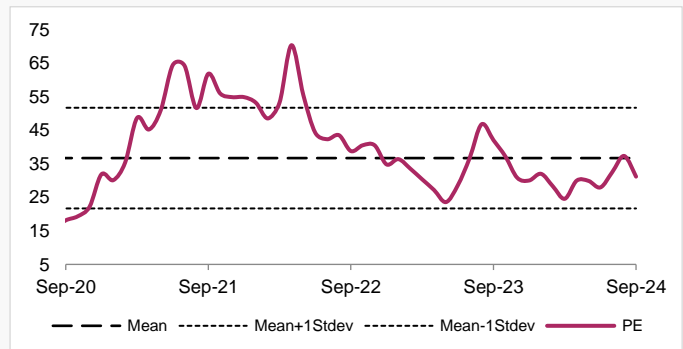


Exhibit 32: Peers Comparison

Company	Price Rs/sh	Mkt Cap Rs Cr	EV Rs Cr	ROE (%)				P/E (x)				EV/EBITDA (x)			
				2024	2025	2026	2027	2024	2025	2026	2027	2024	2025	2026	2027
Genus Power Infrastructures Ltd	411	12,485	12,394	5.20	13.15	17.70	21.00	158.06	54.07	32.88	NA	95.56	36.28	22.59	14.85
HPL Electric & Power Ltd	540	3,469	4,072	6.00	9.30	12.20	NA	69.19	41.83	28.70	NA	19.96	15.36	11.60	NA
Adani Energy Solutions Ltd	1,033	1,24,036	1,60,245	10.55	13.64	16.74	NA	67.64	25.82	31.82	NA	29.91	149.30	13.93	NA
Kaynes Technology India Ltd	5,729	36,682	35,491	11.15	12.22	14.64	17.79	211.87	118.73	84.80	58.98	142.31	81.64	55.24	39.00
Schneider Electric Infrastructure Ltd	859	20,535	21,122	NA	NA	NA	NA	91.38	83.80	58.08	43.78	72.85	52.77	38.04	28.92

Source: LSEG Workspaces, priced as of 16th Oct'24

Experienced Management Team

The Board consists of 10 directors comprising 5 Independent Directors and 2-woman directors.

Name	Designation
Mr. Ishwar Chand Agarwal	Executive Chairman (<i>Whole-time Director</i>)
Mr. Kailash Chandra Agarwal	Vice-Chairman (<i>Non-Independent, Non-Executive</i>)
Mr. Rajendra Kumar Agarwal	Managing Director and CEO
Mr. Jitendra Kumar Agarwal	Joint Managing Director
Dr. Keith Mario Trophy	Director (<i>Non-Executive</i>)
Mr. Subhash Chandra Garg	Director (<i>Independent</i>)
Ms. Sharmila Chavaly	Director (<i>Independent</i>)
Mr. Gyan Prakash	Director (<i>Independent</i>)
Mr. Chirag Mansukh Patel	Director (<i>Independent</i>)
Ms. Shweta Gupta	Director (<i>Independent</i>)

Source: Company

Key Risks & Mitigation

Key Risks	Mitigation
<p>Delay in project execution: The company has a huge orderbook of Rs 32,500 Cr, of which Genus listed entity's attributable orders are ~Rs 26,950 Cr. Any delay in the execution of these orders can impact our revenue estimates.</p>	<ul style="list-style-type: none"> The company has an experience of more than 25 years with over 80 Mn meters installed globally. It has a robust project framework with regular reviews, and proactive and flexible planning to ensure in-time execution of its projects.
<p>Sectoral Risks: Under the RDSS scheme, the government has set target installations of 25 Cr smart meters by Mar'25. To date, tenders have been issued for 12 Cr Meters. A delay in the issuance of balance tenders could lead to a slowdown in the sectoral tailwinds. Further, the company may face resistance from DICOMS or consumers due to hesitation to change from the existing systems.</p>	<ul style="list-style-type: none"> The company has an orderbook of Rs 32,500 Cr which provides stability in the medium term. Further, the government of India is shifting its focus towards the development of AMI. Awareness about the benefits of smart meters is being spread both by the government and the company. Furthermore, to reduce its over exposure to domestic smart meters, the company is also targeting gas meters, water meters and export markets.
<p>Raw material prices and forex risk: The company is highly reliant on imports for its raw materials (specifically semiconductors). Any change in prices of semiconductors and any forex loss can impact its EBITDA margins.</p>	<ul style="list-style-type: none"> The company has a focus on reducing its raw materials costs and has been renegotiating its contracts to maintain profitability. It has reduced raw material costs by 5% in FY24. Further to manage its foreign exchange risk, the company has a policy to hedge 50% of its imports.
<p>Working Capital Requirement: The company operates in an industry with high working capital requirements. It has high working capital days due to its high receivable days cycle (~210 days in FY24). The management expects the working capital cycle to reduce to ~140 days from FY26.</p>	<ul style="list-style-type: none"> The financing arrangement with GIC is expected to bring down the working capital cycle by reducing its receivable days. Working capital needs to be closely monitored to achieve the target working capital cycle.
<p>Competition Risk: Being a competitive industry, the company may face competition risk from existing players and threats from new entrants. It faces competition from peers like Adani Energy Solutions and HPL Electric and other AMISPs. The company has to maintain its product quality and adapt to changing technology to maintain its competitive edge.</p>	<ul style="list-style-type: none"> The company has a diversified client base including State Electricity Boards, Power distribution companies and also private utility players. The company follows a stringent quality adhering process right from the designing stage up to the assembly of the smart meters. Its R&D department has multiple simulation tests which not only enhance the quality of the meters but also improve product efficiency for the company.

Source: Company, Axis Securities

Industry Overview

Emergence of Smart Meters

Utilities worldwide are in the process of shifting from traditional grids to smart grids because of the advantages such as reliability, availability, and efficiency of the grid as well as their economic benefit. Smart meters enhance efficiency and help utilities reduce AT&C losses. The government of India has a vision of transforming the Indian power sector into a secure, adaptive, sustainable, and digitally enabled ecosystem. To boost the power distribution sector, the government is shifting its focus towards the development of Advanced Metering Infrastructure (“AMI”). The government has launched the Revamped Distribution Sector Scheme (RDSS) for this purpose.

What are Smart Meters?

Smart Meters just like traditional meters help in the collection of energy consumption data. The data enables utility companies to accurately bill their customers for electricity consumption. Unlike a traditional meter, smart meters have a two-way communication system that not only measures energy consumption data but also communicates it to the utility provider on a real-time basis.

Smart Meters are an essential part of the Advanced Metering Infrastructure (AMI). AMI is the infrastructure set up around smart meters including communication networks and other software applications. The essence of the AMI is two-way and continuous communication ensuring billing accuracy and data management. The essential differences between Smart Meters and Traditional Meters have been highlighted below:

IoT (Internet of things) and advanced analytics is helping grids for real time monitoring, preventive maintenance, efficiency and reliability. This shift is crucial for transition towards smart grids to meet increasing energy demand while integrating increasing RE capacity. Smart meters play crucial role in transition towards smart grids.

Particulars	Traditional Meters	Smart Meters
Communication	Traditional meters lack the feature of two-way and real-time communication.	Smart meters are equipped with communication networks and systems that allow real-time two-way communication.
Monitoring	Due to a lack of communication, the monitoring process is manual wherein an agent visits the premises and computes the energy consumption as the difference between the current reading and the latest reading.	Smart meters do not require manual visits. Smart meters send real-time consumption data to the utilities.
Remote Access	Traditional meters do not have a remote access feature which may lead to delays in responses to grievances.	Smart Meters have remote access which leads to faster response time and thus reduction in downtime.
Accuracy	Due to the manual nature of deriving energy consumed, an oversight is possible. Further, due to the lower frequency of data communication, billing contains some portion of estimates.	Due to the real-time communication and no human intervention, smart meters provide better accuracy.
Consumer involvement	Consumers are not involved in any step of data collection or management.	Due to communication systems like MDMS, consumers are provided with applications to monitor and manage their data consumption.
Price per meter	Single Phase – Rs 1,000 Three Phase – Rs 2,500	Single Phase – Rs 3,000 Three Phase – Rs 5,000

Benefits of Smart Meters

1. **Reduction in AT&C losses:** Aggregate Technical & Commercial (AT&C) losses refer to the difference between the amount of energy input and energy billed to the consumers by utilities. India loses around 30% of its power generated due to transmission, distribution, billing generation, and collection inefficiencies. Thefts and inaccuracies are the major reason for these AT&C losses. Smart meters are accurate and tamper-proof in nature with remote connection and communication facilities and play a vital role in the reduction of AT&C losses.

With the installation of smart meters in India, nationwide AT&C losses have been reduced. The losses have reduced from 21.7% in FY19 to 15.4% in FY23.

2. **Peak Load Management:** Smart meters have built-in sensors to monitor users' electricity usage in real-time, collecting parameters such as voltage, current, power, and electricity consumption. These data can reflect changes in user loads and help utilities as well as consumers understand and manage peak power usage periods and load conditions. This paves the way for Demand Response Programs (DRS) through which utilities can incentivize consumers to reduce consumption during peak hours.
3. **Renewable integration:** With the increasing power demand, the government has shifted its focus to renewable sources of energy. Smart meters play a key role in integrating renewable energy sources with real-time data on energy generation and consumption. This data is essential for balancing renewable energy sources, such as solar and wind, and improving grid stability. For instance, consumption during peak hours or non-solar hours can be accurately tracked and integration can be done between thermal, solar, and wind energy.
4. **Automated Process:** With the communication systems of smart meters, manual intervention and physical visits are not required anymore. Smart meters share the energy consumption data on a real real-time basis and with its remote access, there is limited manual intervention in the meter management billing process.
5. **Enhanced Grid Reliability:** With its data monitoring process, smart meters enable the detection of faults in grids on a real-time basis to avoid power outages. This combined with AMI infrastructure can improve the reliability and efficiency of the energy distribution process.

Smart Meter Installation status

The Revamped Distribution Sector Scheme (RDSS) entails an Installation of 25 Cr meters by 2025. Out of the target of 25 Cr meters, 22.78 Cr meters are sanctioned and 12.1 Cr meters are awarded. Actual installed meters are, however, much lower at 1.47 Cr as of Oct'24. Almost ~50% of meters are yet to be awarded so far indicating a substantial chunk is still left for meter suppliers which provides a sizable opportunity for players like Genus.

The RDSS Scheme has led to an increase in the pace of smart meter installations with REC and PFC as nodal agencies.

Exhibit 33: Smart Metering status by Meter type

	Sanctioned	Installed	Balance	Awarded	% Installed of Sanctioned	% Awarded of Sanctioned
Smart Consumer Metering	22,24,50,825	1,45,14,700	20,79,36,125	11,76,81,381	7%	53%
Feeder Metering	1,83,316	61,006	1,22,310	1,30,295	33%	71%
DT Metering	52,65,008	1,32,887	51,32,121	40,89,980	3%	78%
Total	22,78,99,149	1,47,08,593	21,31,90,556	12,19,01,656	6%	53%

Source: National Smart Grid Mission, Ministry of Power

Exhibit 34: Smart Consumer Metering Status by Scheme and Agency

Scheme	Sanctioned	Installed	Agency	Sanctioned	Installed
RDSS	19,49,56,365	35,70,662	REC	13,23,97,331	1,03,37,056
Utility Owned	2,26,78,559	68,57,384	PFC	8,95,07,230	36,40,345
Non-RDSS to RDSS	29,70,100	23,72,596	Utility	2,70,100	2,70,100
IPDS	6,90,616	6,90,616	NSGM	2,11,164	2,02,199
PMDP-Phase-II	6,00,000	4,82,527	EESL	65,000	65,000
NSGM	1,78,522	1,69,557	Grand Total	22,24,50,825	1,45,14,700
PMDP-Phase-I	1,27,050	1,25,095			
IPDS ST&D	1,19,641	1,19,641			
SDP	58,930	55,580			
DDUGJY	38,400	38,400			
IPDS (SG Pilots)	32,642	32,642			
Grand Total	22,24,50,825	1,45,14,700			

Source: National Smart Grid Mission, Ministry of Power

Exhibit 35: DT Metering Status by Scheme and Agency

Scheme	Sanctioned	Installed	Agency	Sanctioned	Installed
RDSS	51,66,603	1,03,167	REC	34,76,443	86,624
Non-RDSS to RDSS	52,000	7,546	PFC	17,88,565	46,263
Utility Owned	23,680	13,307	Grand Total	52,65,008	1,32,887
PMDP	20,794	7,665			
SDP	1,931	1,202			
Grand Total	52,65,008	1,32,887			

Source: National Smart Grid Mission, Ministry of Power

Exhibit 36: Feeder Metering Status by Scheme and Agency

Scheme	Sanctioned	Installed	Agency	Sanctioned	Installed
RDSS	1,82,807	60,472	REC	1,01,947	36,258
Non-RDSS to RDSS	455	455	PFC	81,369	24,748
SDP	54	79	Grand Total	1,83,316	61,006
Grand Total	1,83,316	61,006			

Source: National Smart Grid Mission, Ministry of Power

Impact of Government's Focus and RDSS scheme

The Aggregate Technical & Commercial (AT&C) losses of Discoms have come down from the level of 21.7-22.3% in FY19-21 to 15.4% in FY23 led by improvement in the collection and billing efficiency. Billing efficiency improvement was driven by the replacement of defective meters, prevention of power theft, and segregation of agriculture feeders.

Exhibit 37: Smart Consumer Meters Installation in Cr – Rising slowly

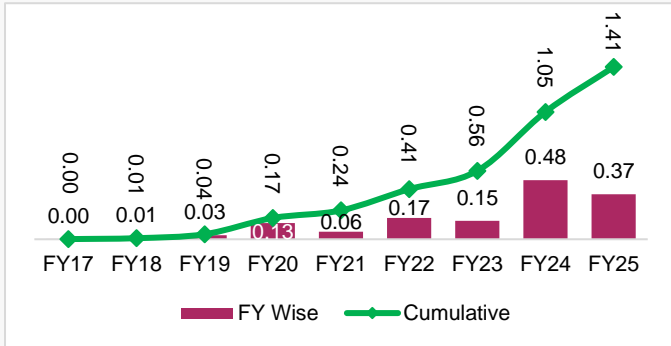
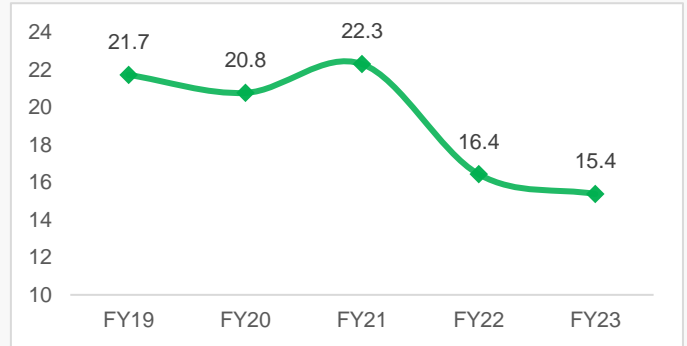


Exhibit 38: AT&C losses coming down YoY



Source: National smart Grid Mission, Ministry of Power

Exhibit 39: ACS-ARR Gap in Rs. /kWh - Cash Basis

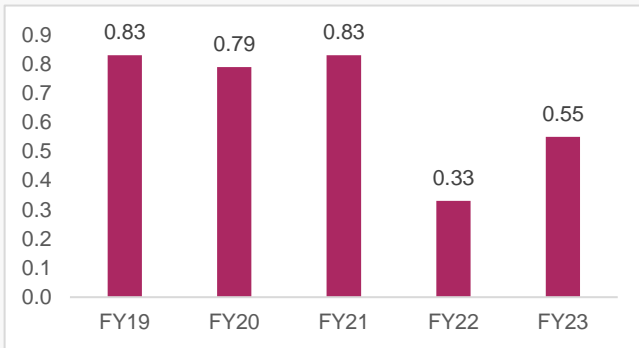
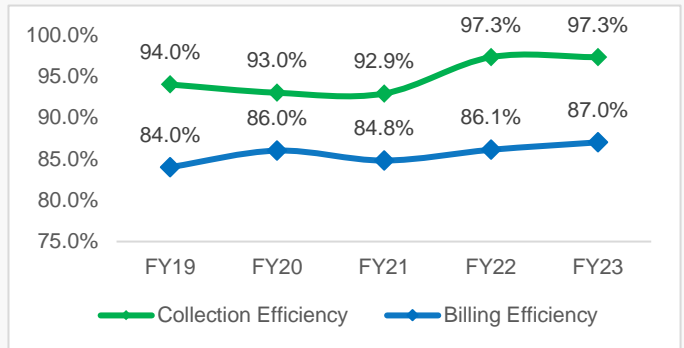


Exhibit 40: Collection and Billing efficiency improving steadily



Source: National smart Grid Mission, Ministry of Power

Revamped Distribution Sector Scheme (RDSS)

Indian Government launched the RDSS scheme in Jul'21 with the objective of:

- Improving the quality, reliability, and affordability of power supply to consumers through a financially sustainable and operationally efficient Distribution Sector.
- Reduce the AT&C losses to pan-India levels of 12-15% by 2024-25.
- Reduce the ACS-ARR gap to zero by 2024-25.

The Scheme envisaged a total outlay of Rs 3,03,758 Cr and an estimated GBS (Gross budgetary support) from the central government of Rs 97,631 Cr for 5 years from FY21 to FY26. About half of the total funds of the scheme, i.e., about Rs. 1.5 Tn is to be deployed for the installation of smart meters.

The Scheme has two components:

- **Part A**
 - **Component I:** Metering
 - **Component II:** Distribution Infrastructure Works
 - **Component III:** Project Management
- **Part B:** Training, Capacity Building and other Enabling & Supporting Activities.

Under PART A metering component of RDSS, Prepaid Smart metering for consumers, and System metering at the Feeder and Distribution Transformer level with communicating feature along with associated Advanced Metering Infrastructure (AMI) will be done in TOTEX (Capex + Opex) mode through AMISP (Advanced Metering Infrastructure Service Providers). This will facilitate the reduction of Distribution losses and enable automatic measurement of energy flows and energy accounting as well as auditing. **RDSS scheme entails the installation of 25 Cr meters by 2025, with an estimated investment of Rs 3 Lc Cr.**

The RDSS scheme is driving the industry change with the TOTEX Model in the DBFOOT framework (Design-Build Finance-Own-Operate-Transfer) which enables system integrators, i.e., Advanced Metering Infrastructure Service Providers (AMISPs) to cover the upfront Capex for smart meter supply and installations. This helps Discoms and SEBs (State electricity boards) reduce financial strain while accelerating smart meter adoption.

The smart meter projects are being awarded to the AMISPs through the bidding route (Depending on SEBs), with the service charge per month per meter being the key bidding parameter.

In the TOTEX mode, Metering is implemented with the AMISP having two options:

- Installation and commissioning of meters and cost recoveries in equated monthly instalments by AMISP or implementation partner (or service provider) with no upfront payment by DISCOM
- Some initial payment shall be made to the service provider (AMISP) upon installation and commissioning of the meters, with the rest of the payments made on equated monthly/quarterly instalments over the operational period.

Grant for metering under RDSS for DISCOMS is 15% (22.5% for Special Category States). The remaining 85% of costs are expected to be financed through improvement in billing and collections post-smart meter implementation. The returns to Discoms will be from the reduced losses and improved billing efficiency through the installation of smart meters.

RDSS with its TOTEX model in the DBFOOT framework enables System Integrators to cover upfront Capex towards smart meters supply and installation. This shift reduces financial strain on SEBs and DISCOMs while accelerating smart meter adoption.

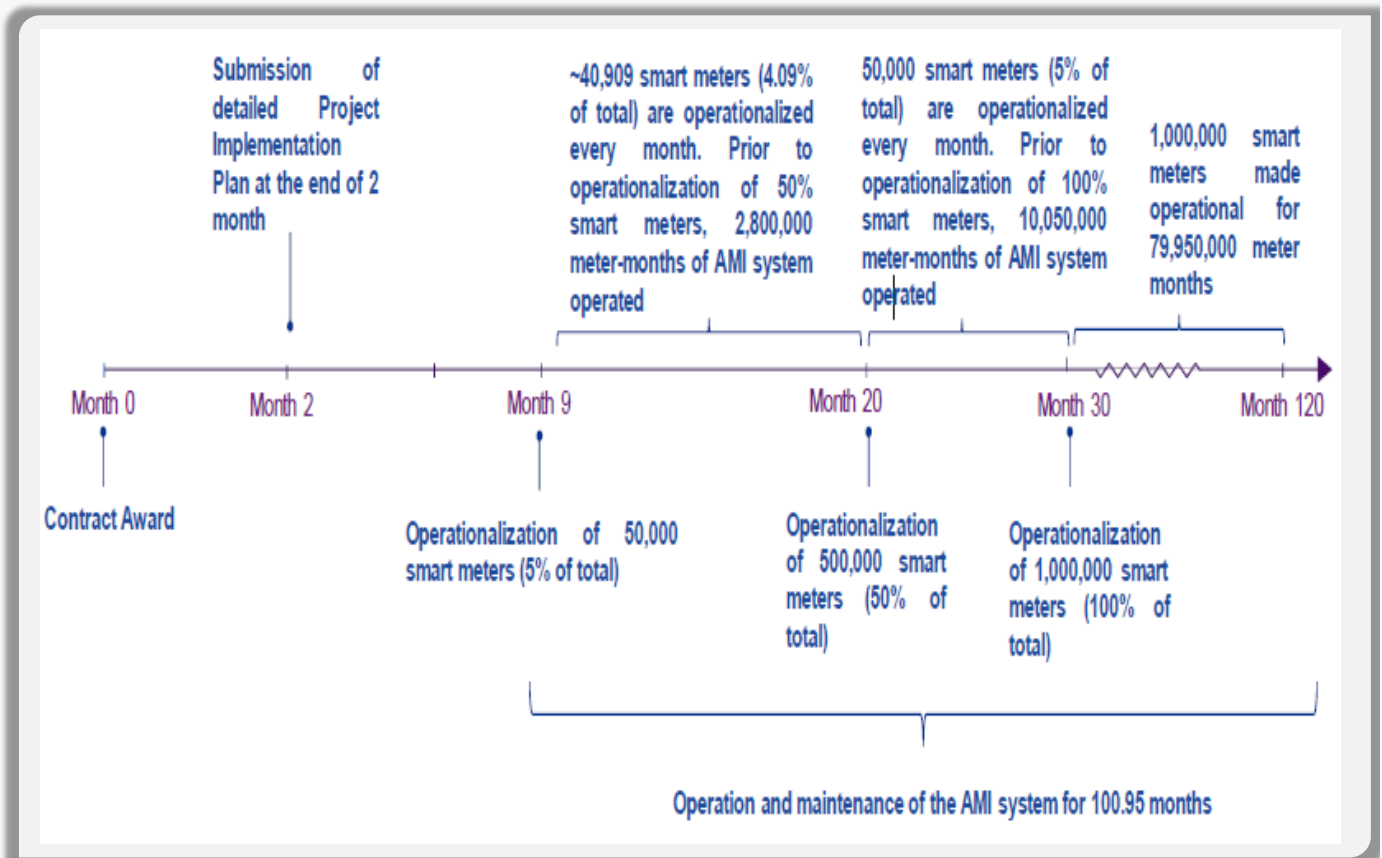
Description	GBS % (Max)
PART A	
Prepaid Smart metering solutions including at consumer, DT, and feeder levels including integration of existing infrastructure	15% / 22.5%* as the case may be (limited up to Rs.900 or Rs.1350 respectively per meter for Consumer metering)
Other costs include encumbrance-free standardized billing modules for all states, data management, data Analytics, and support to implementation etc.	100%
Distribution Infrastructure works including SCADA, DMS, AB cables, feeder segregation etc.	60% or 90% as the case may be
PART B	100%

Source: <https://rdss.powermin.gov.in/>, Note: *All North Eastern States including Sikkim and States/Union Territories of Jammu & Kashmir, Ladakh, Himachal Pradesh, Uttarakhand, Andaman & Nicobar Islands, and Lakshadweep are categorized as Special Category States.

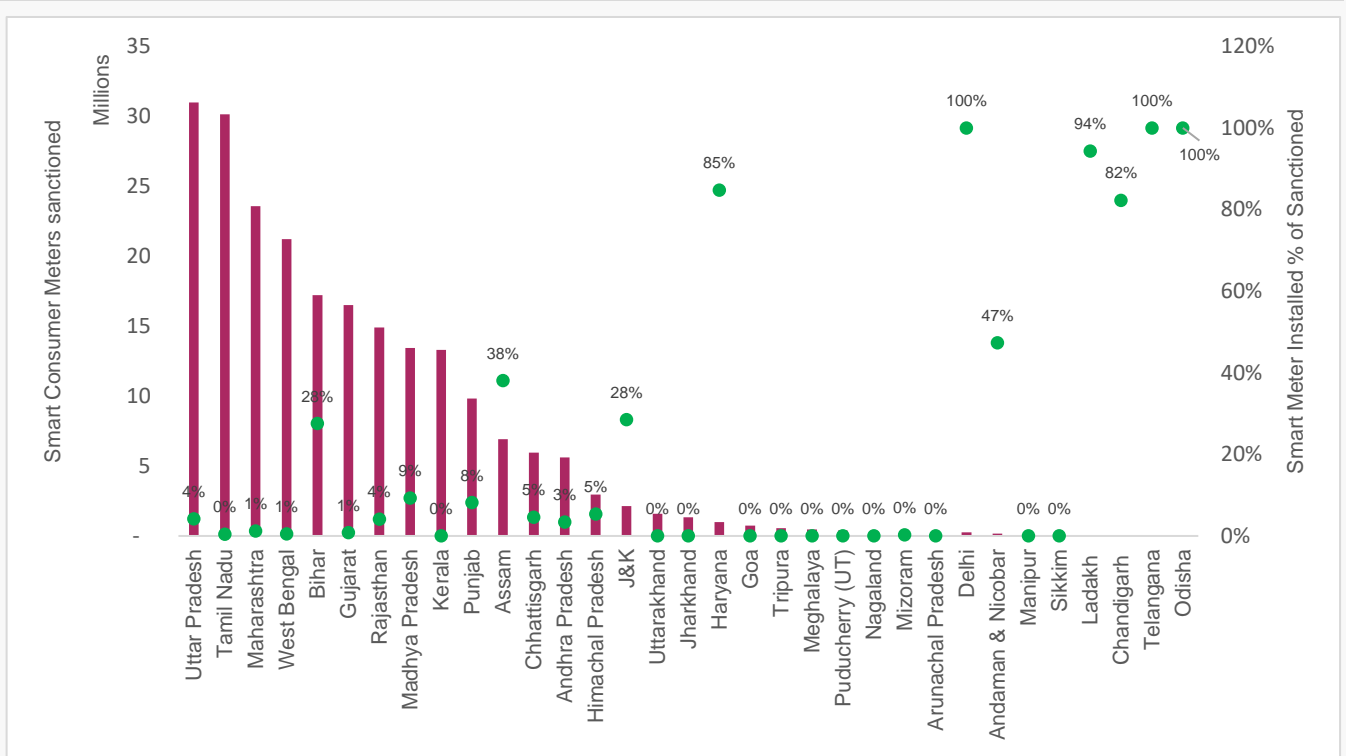
Project Implementation Schedule for AMI system

Utilities/SEBs signs contract with AMISPs for the installation of smart meters which is for 10 years (120 months). From the date of signing of the contract, the selected AMISP submits a detailed Project Implementation Plan to Utility at the end of 2 months. AMISP needs to complete 5% of the total installation contract of the smart meters (considering an installation of 1-2 Mn Smart Meters) in 9 months and 50% in 20 months and 100% is to be achieved in 30 months.

Exhibit 41: Project Implementation Schedule for AMI system



Source: National Smart Grid Mission, Ministry of Power

Exhibit 42: Smart Consumer Metering Status by States; Bihar Leads in Smart Meter Installations


Source: National Smart Grid Mission, Ministry of Power

Financials (Standalone)

Profit & Loss

(Rs Cr)

Y/E March	FY24A	FY25E	FY26E	FY27E
Total Operating income	1,201	2,500	4,238	5,309
Cost of Material consumed	874	1,475	2,500	3,132
Changes in inventory	-157	-	-	-
Employees Cost	165	350	593	743
Other Expenses	183	300	509	637
Total Expenditure	1,066	2,125	3,602	4,513
EBITDA	135	375	636	796
Depreciation and Amortization	21	28	33	37
EBIT	114	347	603	760
Other Income	56	85	106	111
Less: Interest & Fin Chg.	58	53	53	53
Profit before tax	112	380	656	818
Provision for Tax	37	95	164	205
Reported PAT	75	285	492	614
Basic EPS (Rs/sh)	2.81	9.38	16.2	20.2
Diluted EPS (Rs/sh)	2.79	9.38	16.2	20.2

Source: Company, Axis Securities

Balance Sheet

(Rs Cr)

Y/E March	FY24A	FY25E	FY26E	FY27E
Net Block	176	228	245	258
CWIP	15	15	15	15
ROU Assets	16	16	16	16
Intangible Assets	1	1	1	1
Investments	314	314	314	314
Contract Assets	118	118	118	118
Inventories	483	822	1,161	1,309
Trade Receivables	580	1,233	1,625	2,036
Cash / Bank balance	670	267	387	619
Misc. Assets	385	385	385	385
Total assets	2,758	3,399	4,268	5,073
Equity capital	30	30	30	30
Reserves	1,534	1,788	2,250	2,833
Borrowings	587	587	587	587
Other Liabilities	181	181	181	181
Provisions	60	60	60	60
Trade Payables	367	753	1,161	1,382
Capital employed	2,758	3,399	4,268	5,073

Source: Company, Axis Securities

Cash Flow
(Rs Cr)

Y/E March	FY24A	FY25E	FY26E	FY27E
Profit Before tax	112	380	656	818
Depreciation	21	28	33	37
Interest Expenses	58	53	53	53
Non-operating / EO item	-52	-	-	-
Change in W/C	-264	-605	-324	-338
Tax Paid	-29	-95	-164	-205
Operating Cash Flow	-154	-240	254	365
Capital Expenditure	-74	-80	-50	-50
Free cash Flow	-228	-320	204	315
Other Investments	-357	-	-	-
Investing Cash Flow	-430	-80	-50	-50
Proceeds / (Repayment) of Borrowings	123	-	-	-
Proceeds from Equity shares	519	-	-	-
Finance cost paid	-57	-53	-53	-53
Dividend paid	-17	-30	-30	-30
Financing Cash Flow	568	-83	-83	-83
Change in Cash	-17	-403	120	232
Opening Cash	-111	670	267	387
Closing Cash	-128	267	387	619
Adjusted for Cash Credits	288	-	-	-
Closing Cash and Cash Equivalents	160	267	387	619
Bank Balances	510	-	-	-
Closing Cash and Bank Balances	670	267	387	619

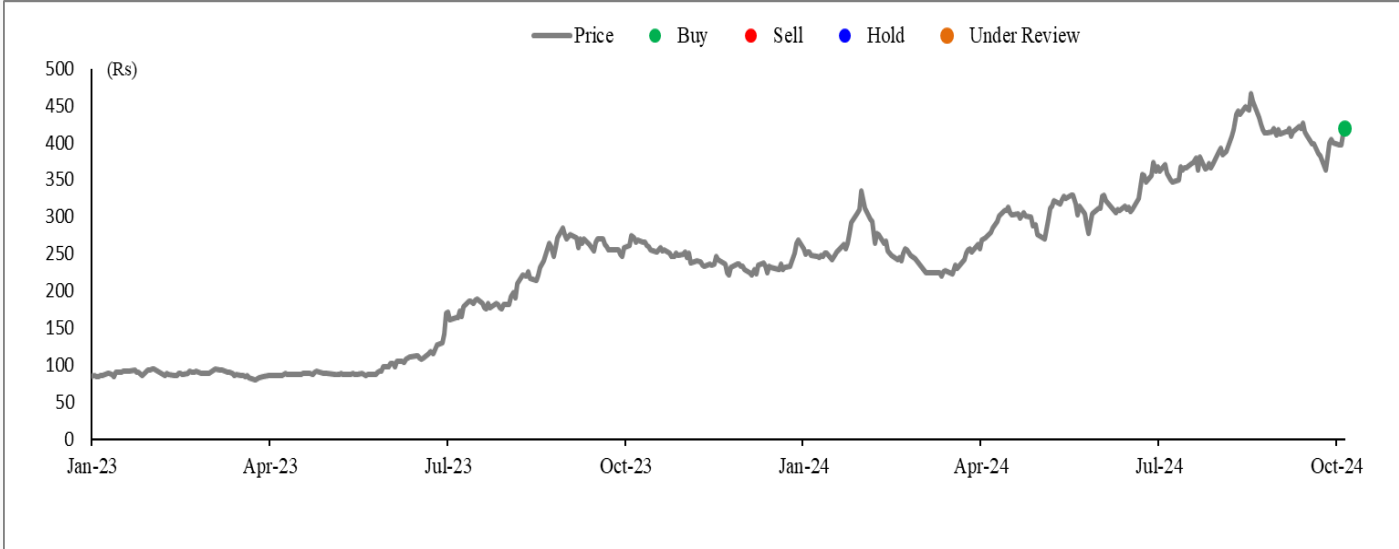
Source: Company, Axis Securities

Ratio Analysis
(%)

Y/E March	FY24A	FY25E	FY26E	FY27E
Operational Ratios				
Sales growth (% YoY)	49%	108%	70%	25%
EBITDA Margin %	11%	15%	15%	15%
Net profit Margin %	6%	11%	12%	12%
Tax Rate %	33%	25%	25%	25%
Efficiency Ratios				
Total Asset Turnover (x)	0.4	0.7	1.0	1.0
Sales/Gross block (x)	3.9	6.5	9.7	11.0
Sales/Net block(x)	6.8	11.0	17.3	20.5
Working capital/Sales (x)	0.6	0.5	0.4	0.4
Valuation Ratios				
PER (x)	86.0	44.8	25.9	20.8
P/BV (x)	4.2	7.0	5.6	4.5
EV/EBITDA (x)	46.9	34.6	20.2	15.9
EV/Sales (x)	5.3	5.2	3.0	2.4
Dividend Yield (%)	0.2%	0.2%	0.2%	0.2%
Return Ratios				
ROE	5%	16%	22%	21%
ROCE	5%	14%	21%	22%
ROIC	6%	13%	19%	21%
Leverage Ratios				
Debt /equity (x)	0.38	0.32	0.26	0.21
Net debt/ Equity (x)	0.12	-0.12	-0.04	0.05
Net debt/Ebitda (x)	1.34	-0.59	-0.16	0.16

Source: Company, Axis Securities

Genus Power Infrastructures Ltd Price Chart and Recommendation History



Date	Reco	TP	Research
18-Oct-24	BUY	505	Initiating Coverage

Source: Axis Securities Research

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