

# Premier Energies Limited

Date: 28<sup>th</sup> August 2024



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Shareholding Pattern (As on date of RHP-20.08.2024)	
Promoters	72.23%
Public	26.12%
Shares held by Employee Trust	1.65%

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# 1. About the Company

- Premier Energies is an integrated player in the solar industry with module capacity of 4.13 GW and cell capacity of 2 GW. They also provide EPC (Engineering, Procurement, & Construction), O&M (Operations & Management), and IPP (Independent Power Producer) Solutions.
- They are one of the few players in solar cell manufacturing which is a difficult-to-crack part of the solar value chain. They have five manufacturing facility located in Hyderabad in Telangana. They have 8 domestic and international subsidiaries.
- They have reputed client base including several IPPs, OEMs and off-grid operators like NTPC, TATA Power Solar Systems Ltd, Panasonic Life Solutions, Continuum, Shakti Pumps, First Energy, etc.
- They have been successful in gradually ramping up their manufacturing capacity to cater to increased demand of cells and module. Going forward they are further ramping up the manufacturing capacity in line with Indian and Global solar energy potential.

## Business Segment

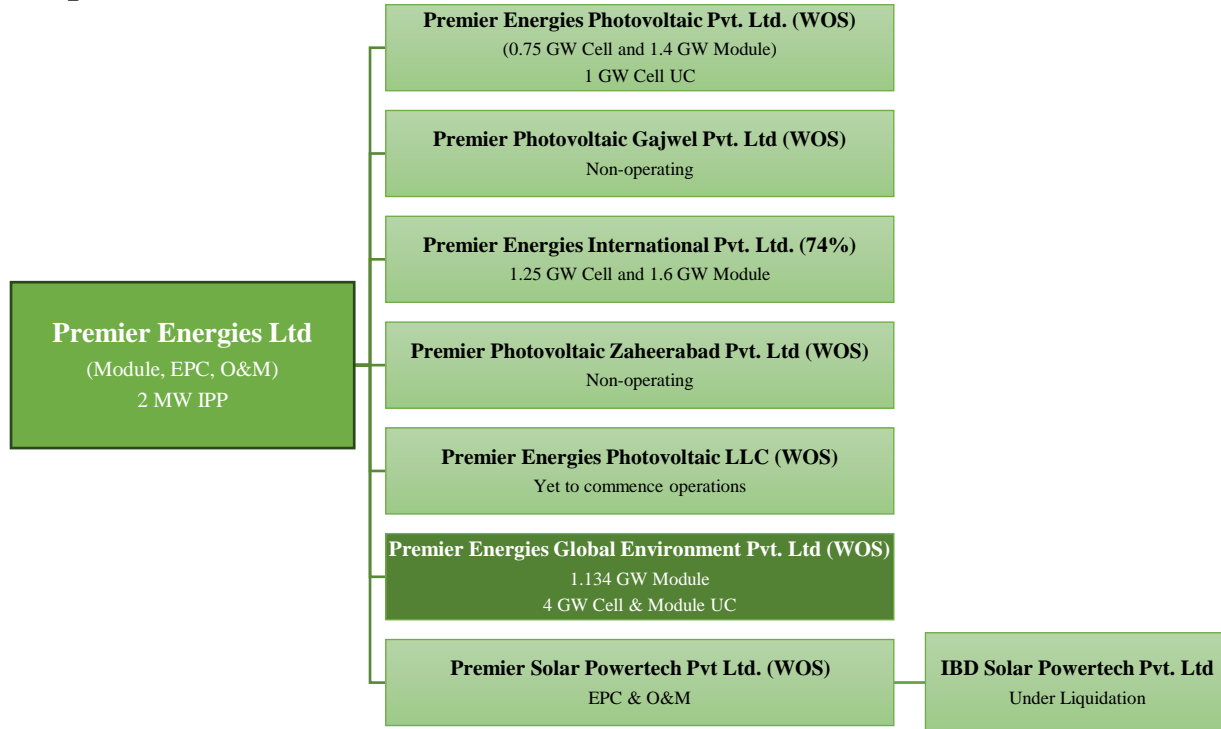
### ➤ Solar PV Modules and Cells

- They have five manufacturing facilities situated on their owned land in Hyderabad, Telangana which are fully automated using industrial tools and equipment. They have all the requisite certifications and approvals required for supplying modules and cells in the domestic and the export markets.
- They are manufacturing solar PV modules using Monocrystalline-PERC and TopCon equipped module technology in Unit 2 (1,400 MW), Unit 4 (1,600 MW), and Unit 5 (1,134 MW). The total module capacity as on date is 4.13 GW including both monofacial and bifacial modules.
- They are manufacturing Monocrystalline-PERC cells (completely transitioned from Poly in 2022) in Unit 2 (750 MW) and Unit 3 (1,250 MW). The total cell capacity as on date is 2 GW and they may also be upgraded to TOPCon. The cell facilities have complex and advance equipment and tools used for texturing, diffusion, annealing, and plasma enhanced chemical vapor deposition which use chemicals and gases in their applications.
- They have ordered the required machinery and equipment to increase cell line by 1 GW TOPCon in Unit 2 within FY25 at cost of ~Rs. 669.4 cr which would be funded through loan sanctioned from IREDA.
- Additional 4 GW integrated cell and module TOPCon facility is expected to be commissioned using IPO proceeds, debt, and internal accruals.

### ➤ Solar EPC, O&M, and IPP

- They provide EPC services, Operations and maintenance (O&M) services, and generation of power through renewable energy sources.
- Under Solar EPC, they are involved in end-to-end solar services for ground-mounted, rooftop, floating, canal bank, canal top and hybrid power generation systems. They bid for EPC projects through a competitive bidding process, where projects are awarded through specific process and satisfaction of prescribed qualification criteria.
- They have executed ~266 MW ground mounted & ~23 MW rooftop projects till now.
- They provide O&M services to their clients in relation to such EPC projects.
- The IPP services are provided through a 2 MW solar power plant in Jharkhand.

## Group Structure



WOS: Wholly Owned Subsidiary UC: Under-construction

## Historical Capacity Addition

As of March 2024, in terms of the annual installed capacity, they are the second largest integrated solar modules and cell manufacturer in India. They also rank second in terms of the cell manufacturing capacity in India. They have been a leading player of Indian solar industry and have been able to gradually increase (and phase out older technology) their manufacturing capacity. The pace picked up in last 2-3 years driven by favorable government policy changes and demand scenario.

Year	Total Solar Cell Capacity	Total Solar Module Capacity
2011	75 MW	100 MW
2017	75 MW	470 MW
2021	500 MW	1,220 MW
2022	750 MW	1,370 MW
2023	2,000 MW	3,260 MW
2024	2,000 MW	4,134 MW

## Management and Capital Structure

- The management team is headed by Chairman Surender Pal Singh Saluja, who founded the company in 1995. The Managing Director, Chiranjeev Singh Saluja, played a key role in expanding production capacity.
- In September 2021, they received an investment of Rs. 177 cr from South Asia Growth Fund II Holdings LLC and South Asia EBT Trust, which are affiliated with a global private equity fund focused on climate solutions.

Shareholding Pattern (As on 20.08.2024)	
Promoters	72.23%
Public	26.12%
Shares held by Employee Trust	1.65%

## 2. IPO Details

The IPO constitutes of the following offer

- a. **Fresh Issue:** A fresh issue of ~Rs. 1,291.4 cr which consist of ~2.87 cr shares.
- b. **Offer For Sale (OFS):** Offer for sales of ~Rs. 1,539.0 cr which consist of ~3.42 cr shares.

### Objectives of the Offer

The proceeds of the offer and OFS portion details are as follows

#### a. Fresh Issue

The purpose of fresh issue is to partly fund the expansion of integrated solar cells and module facility. Breakup of the fresh issue is as under

Particulars	Estimated amount Rs. Cr
Gross proceeds from Fresh Issue	1,291.4
General Corporate Purpose	NA

#### i. Part finances the cost of establishing the 4 GW Solar PV TOPCon cell and 4 GW Solar PV TOPCon Module manufacturing facility in Hyderabad, Telangana.

- This integrated facility will help to lower the dependence on imported components and streamline the operations.
- The investment will be made in the subsidiary 'PEGEPL (Premier Energies Global Environment Private Ltd)' for the expansion plan.
- They have already deployed ~Rs. 69.65 cr towards the facility as of 13.08.2024. This was done through Rs. 6.82 cr received from Premier Energies Ltd and balance from operational cash flow from PEGEPL. The cost was incurred for:
  - ~Rs. 60.08 cr incurred towards acquisition of land for the Project,
  - ~Rs. 3.31 cr towards stamp duty at time of entering into the sale agreement,
  - ~Rs. 5.96 cr towards loan processing and finance costs for IREDA, and
  - ~Rs. 0.31 cr incurred towards obtaining licenses and approvals.
- The details of the cost of projects and means of finance are mentioned below:

#### Cost of project

The total cost of the integrated facility along with some partly paid amount is mentioned below:

Particulars	Rs. Cr
Cost of Proposed Project	3,358.33
Amount already spent (as of Aug '24)	69.65
<b>Balance to be incurred</b>	<b>3,288.68</b>

#### Means of Finance of the Project

The Balance would be funded through following means:

Particulars	Rs. Cr
Net Proceeds (IPO)- Deployed equally in FY25 and FY26	968.60
Internal Accruals of PEGEPL/or other arrangement within Group	95.07
Project Loan <sup>#</sup>	2,225.00
<b>Total</b>	<b>3,288.68</b>

<sup>#</sup> Project Loan: IREDA has extended Rs. 2,225 cr facility (sanctioned in 29.02.2024) to PEGEPL to part-finance the project. It will be financed at 9.50% p.a. rate of interest and expected to be repaid in 32 equated quarterly installments from 31<sup>st</sup> December 2034 till 31<sup>st</sup> March 2026

ii. **General corporate purposes:** The amount utilized for general corporate purposes shall not exceed 25% of the Gross Proceeds.

b. **Offer For Sales:** The details regarding the selling shareholders and their offered shares (up to 34,200,000 shares) are as below:

No.	Selling Shareholder	Maximum No. of shares to be offered in the Offer
1	South Asia Growth Fund II Holdings LLC	Up to 26,827,200
2	South Asia EBT Trust	Up to 172,800
3	Chiranjeev Singh Saluja	Up to 7,200,000

### Valuation

Based on the upper value of the price band i.e., Rs. 450 per share and 4.51 cr equity shares post holding, the market capitalization is Rs. 20,284.33 cr. On the basis of the market capitalization and future projection (highlighted in the financials), following metrics are derived:

M. Cap	<b>20,284.33</b>
<b>Particulars P/E Multiple</b>	
FY24	87.7
FY25 E	26.9
FY26 E	21.5
<b>Rs. cr FY24</b>	
Debt	1392.24
Cash	402.69
<b>EV</b>	<b>21273.88</b>
<b>Particulars EV/EBITDA Multiple</b>	
FY24	44.5
FY25 E	16.9
FY26 E	13.5

## 3. Investment Rationale

### a. Rapid Expansion Plans

- The company has gradually increased its capacity based on demand and with latest technology like MonoPERC and TOPCon.
- Currently, they are undertaking a project in their subsidiary to establish 4 GW of Cells and Modules manufacturing facility in Telangana.
- They have existing capacity of 2 GW cells and 4.13 GW modules with 1 GW of cell capacity expected to be added in FY25. The capacity expansion plans funded by IPO would increase their total capacity to 7 GW cells and 8.13 GW modules making them a formidable player in the industry.
- The total cost of project is Rs. 3,358.33 cr which will be funded through combination of debt, internal accruals, and equity (through IPO). The means of financing for the project is detailed in the above section.

## Breakup of Costs

Rs. Cr.	Est. cost of 4 GW Cell	Est. cost of 4 GW Module
Land and Site Development	129.36	
Building and Civil Works	138.38	99.62
Plant and Machinery	1233.7	343.02
Utilities	670.62	119.30
Interest during construction and security margin	211.7	210.2
Others*	139.19	63.25
<b>Total (excluding land and site development costs)</b>	<b>2,393.59</b>	<b>835.39</b>

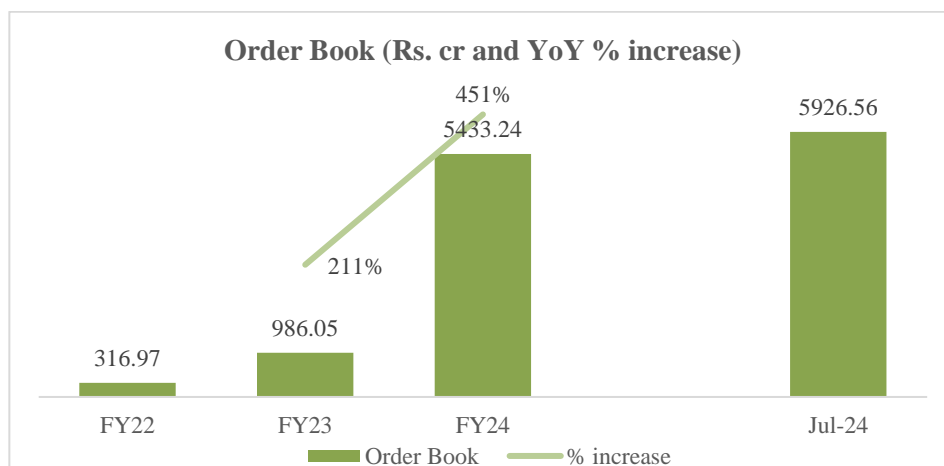
\*Includes Design, Engineering, Project Management, Contingencies, and other Misc. costs

## Implementation Schedule

Particulars	Estimated Schedule of Commencement	Estimated Schedule of Completion
<b>4 GW Cell Facility</b>		
Conceptual, basic and detailed engineering	Sep-24	Dec-24
Site development	Oct-24	Jan-25
Buildings and civil works	Nov-24	Jul-25
Utilities	Apr-25	Apr-26
Equipment order and arrival	Nov-25	Feb-26
Commissioning and ramp-up of production	Mar-26	Sep-26
<b>4 GW Module Facility</b>		
Conceptual, basic and detailed engineering	Sep-24	Dec-24
Site development	Oct-24	Jan-25
Buildings and civil works	Nov-24	Jul-25
Utilities	Jun-25	Jan-26
Equipment order and arrival	Nov-25	Dec-25
Commissioning and ramp-up of production	Jan-26	Mar-26

## b. Robust Order Book Position

- They have seen an increase in order book position which provides good revenue visibility and reduces the risk of losing some customers. Their clients base includes several IPPs, OEMs and off-grid operators like NTPC, TATA Power Solar Systems Ltd, Panasonic Life Solutions, Continuum, Hartek Solar Pvt. Ltd, Shakti Pumps, First Energy, etc.
- The current order book includes 350 MW order between Premier and an IPP. It also includes 611 MW order for solar modules from NTPC in Dec 23. The bifurcation of current order book between various segments are highlighted below.



Order Book (Rs. Cr)	As on 31.07.2024
Non-DCR modules	1609.1
DCR Modules	2214.1
Cells	1891.1
EPC Projects	212.27
<b>Total Order Book</b>	<b>5926.6</b>

### c. Superior past execution

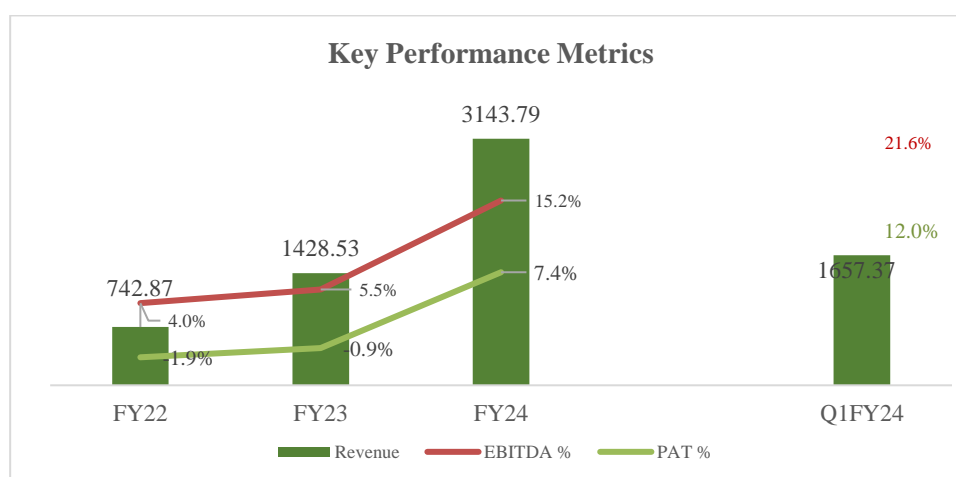
- They have been able to ramp up their manufacturing capacity and increase its utilization over the years. These capacities are equipped with the latest technology and are backed by better visibility from their order book position.
- The capacity addition has translated into growth in revenue and margin over the period.

Year	Total Solar Cell Capacity	Total Solar Module Capacity
2011	75 MW	100 MW
2017	75 MW	470 MW
2021	500 MW	1,220 MW
2022	750 MW	1,370 MW
2023	2,000 MW	3,260 MW
2024	2,000 MW	4,134 MW

### Capacity Utilization

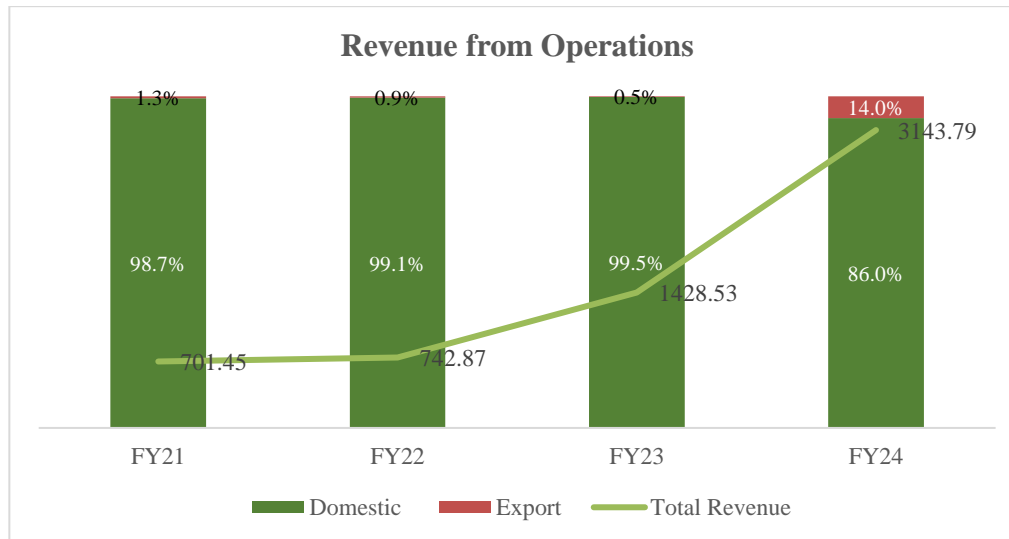
C.U. with respect to effective installed capacity	FY22	FY23	FY24	Q1FY25
<b>Solar Cell</b>				
Annual installed capacity (GW)	0.5	0.75	2	2
Effective installed capacity (GW)	0.31	0.56	0.95	0.38
Actual production (GW)	0.11	0.23	0.77	0.34
<b>Capacity utilization (%)</b>	<b>35.77</b>	<b>40.66</b>	<b>80.76</b>	<b>89.81</b>
<b>Solar Module</b>				
Annual installed capacity (GW)	1.22	1.37	3.36	4.13
Effective installed capacity (GW)	0.9	1.14	1.67	0.62
Actual production (GW)	0.23	0.49	1.01	0.51
<b>Capacity utilization (%)</b>	<b>25.99</b>	<b>42.81</b>	<b>60.29</b>	<b>81.24</b>

**Note: Difference in Annual and Effective installed capacity:** The annual installed capacity is maximum potential production in a year, assuming all machines operate at full speed for 330 days, based on the product with the highest power output for that production line. The effective installed capacity is the actual production achievable under the same conditions, considering the product currently being manufactured on the production line.



#### d. Export Opportunities

- Though there are enough opportunities for modules and cells in the domestic market, they have also started exploring the export markets with the presence of global accreditations and certifications.
- They had negligible exports in the initial years as the revenue was more of domestic driven, but in FY24 the export proportion have picked up where they exported 312.22 MW globally.
- The key markets for them in exports have been the USA and Hong Kong for FY24. They also exported to South Africa, Bangladesh, Norway, Nepal, France, Malaysia, Canada, Sri Lanka, Germany, Hungary, UAE, Uganda, etc.



#### e. Government Policies

The renewable sector has been well supported by the government through various financial and non-tariff-based incentive. These policies and reforms have helped the domestic manufacturers and companies to stay competitive against the large global players.

##### ➤ Domestic Content Requirement (DCR)

- Various government schemes like PM-KUSUM, Suryoday Yojna, CPSU, etc., are launched to promote the use of domestic manufactured modules. These schemes have subsidies/financial support from the government which covers the cost difference of imported and domestic solar cells and modules.
- In order to avail the financial aid, it is mandatory to use DCR cells and modules as per specifications and testing requirements fixed by MNRE.
- These schemes are expected to generate 35-40 GW of demand for domestically manufactured DCR cells and modules.

##### ➤ Basic Customs Duty

- The government imposed a basic customs duty to discourage imports of solar cells and modules which would benefit the domestic manufacturing.
- A basic customs duty of 40% on modules and 25% on cells on April 1, 2022 was levied to all imports of solar modules and cells, regardless of the country of origin.



➤ **Approved List of Models and Manufacturers (ALMM)**

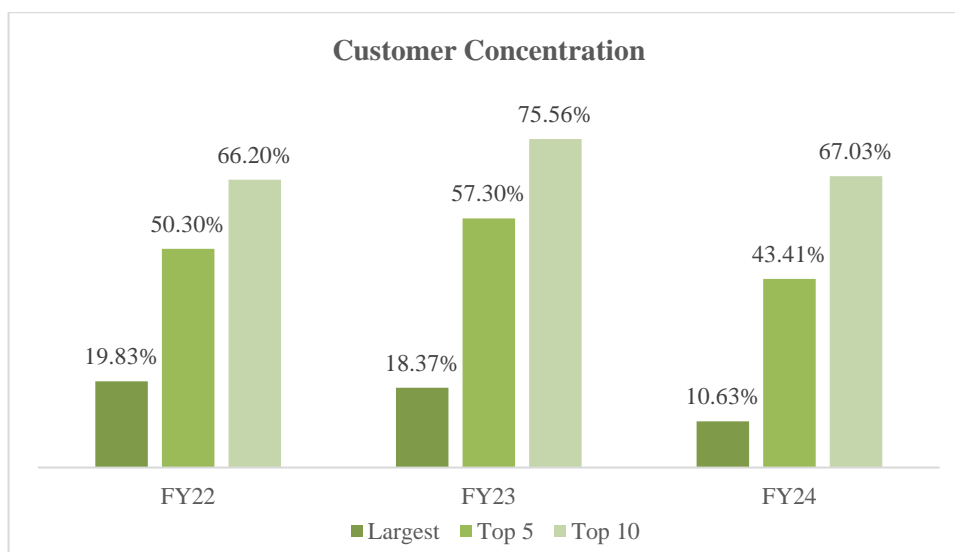
- ALMM is the pre-approved list of solar module manufacturers which have the required quality and efficiency of modules.
- It was introduced in 2021 but was held in abeyance for a year from 10.03.2023 as there was shortage of good quality modules. But from 01.04.2024 it was made effective again with ramp up in capacity. The reintroduction eliminates the exemption for projects under open access and rooftop solar by private parties.
- The cumulative module manufacturing capacity under ALMM stands at ~50.68 GW as on 7<sup>th</sup> August 2024.

➤ **PLI (Production Linked Incentive) Scheme**

- In order to incentivize domestic manufacturing of overall solar value chain, the government has introduced PLI Scheme where incentives would be based on their annual production of high-efficiency solar PV modules and cells.
- This would help to lower the cost of production for the manufacturers and have control over the value chain. The availability and affordability of solar power would improve for the customer.
- It is implemented in two tranches. Tranche-I was launched in February which had an outlay of ~Rs. 4500 cr. Tranche-II was launched in Sept 2022, with an outlay of ~Rs. 19,500 cr

**f. Marquee Client Base**

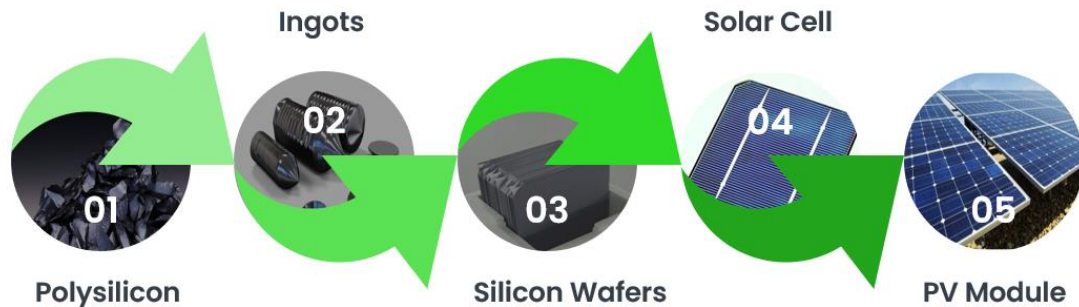
- They have established strong relationships with a large number of customers across India lowering the counterparty credit risk and reinforcing high bankability.
- Their utility and enterprise clients include NTPC, TATA Power Solar Systems Ltd, Panasonic Life Solutions, Continuum, Hartek Solar Pvt. Ltd, Shakti Pumps, First Energy, etc. They have supplied products globally to countries like the USA, Hong Kong, South Africa, Bangladesh, Norway, Nepal, France, Malaysia, Canada, etc.
- As of July 2024, their client base across PSU & Govt entities was 25.13% of the total order book while the Private entities form the balance figure.
- From FY22 to FY24, there is increase in number of domestic clients from 165 to 200, while for international clients increased from 8 to 27.
- The concentration on largest and Top 5 clients as a % of total revenue has reduced over the years. The diversity in client base provides more stability.



## 4. About the Industry

### Solar Value Chain

The whole manufacturing process of a solar PV panel can be divided into broadly 5 stages.



1. **Polysilicon:** The process starts with purification of silica which is mined from quartz deposits. The silica is then heated with carbon in an electric arc furnace, which produces metallurgical-grade silicon. The metallurgical-grade silicon is then further purified through the chemical reduction process to produce polysilicon, which is 99.999% pure.
2. **Ingots:** The polysilicon is then melted down and solidified into a cylindrical shape called a silicon ingot.
3. **Wafer production:** Silicon ingots are sliced into thin wafers using a diamond wire saw. The wire saw cuts the ingot into thin, uniform slices that are typically 200-300 microns thick. Wafers are cleaned using chemical solutions to remove any impurities and surface defects.
4. **Cell Production:** A layer of phosphorus is applied to one side, while boron is applied to the other. These layers create a p-n junction, which is essential for the solar cell to function. Anti-reflection coating (silicon nitride or titanium dioxide) is applied to reduce reflection and improve the cell's efficiency. Metal contacts are applied to the front and back of the cell to allow the flow of electricity. The cells are then tested to ensure they meet the required electrical performance standards.
5. **Module Assembly:** The solar cells are then connected in series to create a solar module. The cells are sandwiched between a layer of EVA (ethylene-vinyl acetate) and a sheet of glass or plastic. The EVA is used to bond the cells and protect them from moisture and other environmental factors.

Other steps to bring the modules to the market

**Testing:** The solar modules undergo various tests to ensure they meet the required standards. These tests include electrical performance tests, visual inspections, and durability tests.

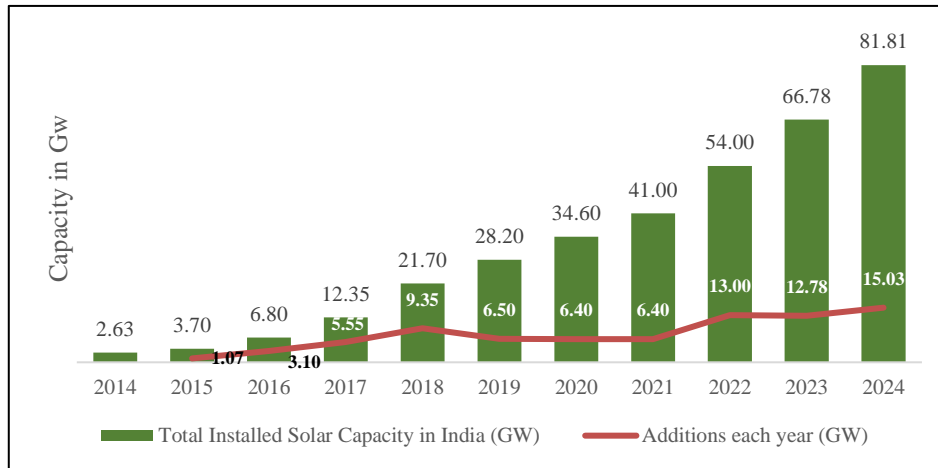
**Packaging:** Once the solar modules have been tested and approved, they are packed into boxes and shipped to the customers.

Each step requires precision and attention to detail to ensure that the final product meets the required standards for efficiency and durability. Even small defects can significantly impact the panel's efficiency.

## Indian Solar Industry

The Indian solar industry has been growing rapidly in recent years, driven by the government's ambitious renewable energy targets and increasing private sector investment. As on July '24, India's installed solar power capacity is at 87.21 GW and there are plans to reach 280 GW by 2030. The Indian Solar module consumption market is expected to increase from 28.3 GW in FY24 to 35 GW in FY25 and to 58 GW in FY28. The Indian Solar cell consumption market is expected to increase from 22.1 GW in FY24 to 40.4 GW in FY25 and to 78.3 GW in FY28.

India doesn't have any existing production capacity from polysilicon to wafer i.e., the initial stages of the solar PV value chain and it is imported, mainly from China. High CAPEX requirement and high complexity for initial stages are the major reason for non-existence.



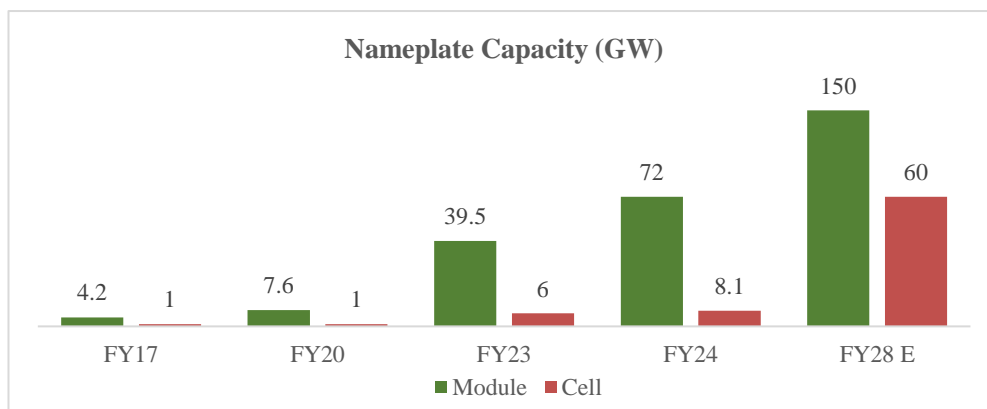
Installed solar capacity in India (GW) over the years

Source: MNRE

The solar cell manufacturing capacity in India is also very less due to which we are dependent on country like China. Other factors like shortage of raw material, increasing international freight rates, geo-political tensions, etc. jacks up the rate of producing the modules in India. Spending on R&D, increasing the capacity utilization and managing skilled manpower would help India to become a solar manufacturing behemoth which will not only allow us to lower our imports but also provide export opportunities.

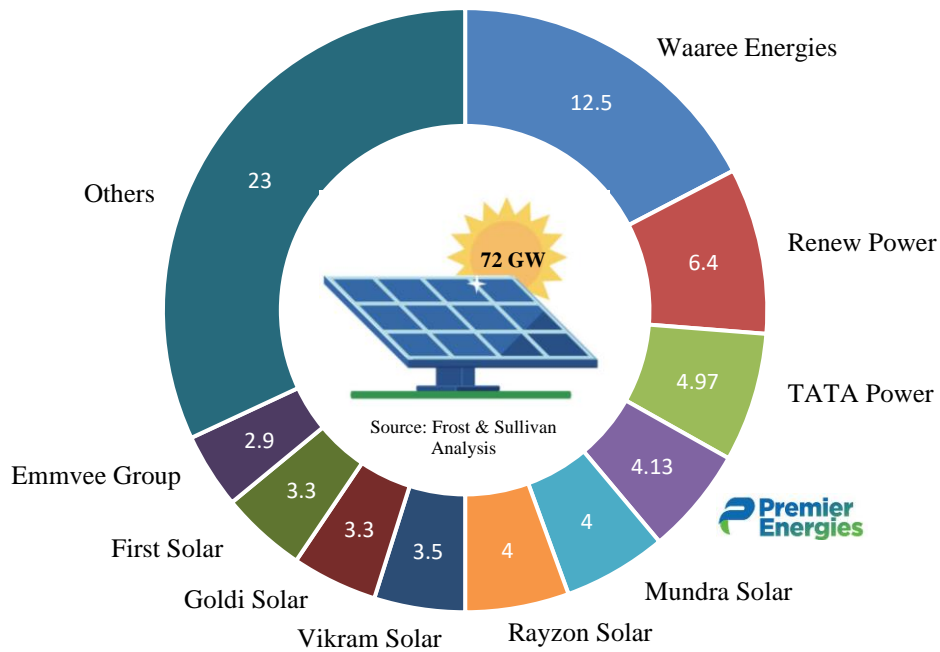
## Manufacturing Capacity in India (Module and Cell)

- The module manufacturing capacity of India surpassed the 72 GW in FY24 which positions India as the world's third largest solar module manufacturer after China and Vietnam. At the end of FY24, there are about 100 module manufactures with Top 10 having 50 GW capacity.
- The cell manufacturing capacity in India is just 8.1 GW due to which they are imported. Economies of scale and presence in entire value chain allows China to make cell at lower cost.
- There are only a handful players currently which have a cell line. However, many players have announced expansion into cell manufacturing through PLI or independent sources.

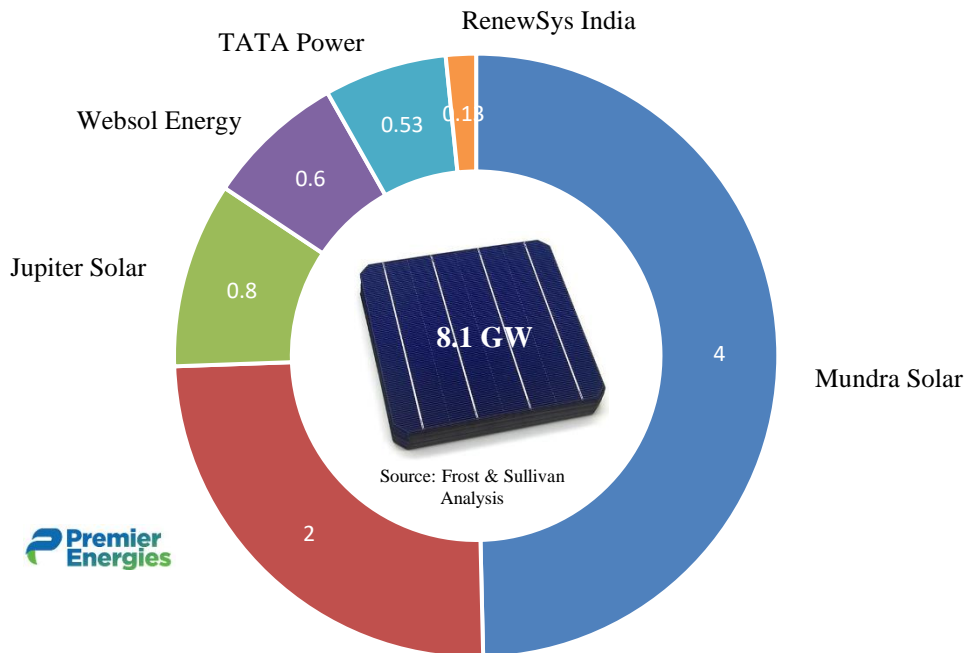


Source: Frost & Sullivan Analysis

### Module Manufacturing Capacity player wise (FY24)



### Cell Manufacturing Capacity player wise (FY24)



**Wafer, Ingots, and Polysilicon** manufacturing is not there in India. The domestic industry has relied entirely on imported products for wafers. However, India is expected to have significant manufacturing presence in polysilicon, ingots and wafers by 2028. With significant government push and to improve the margins of the company, India will integrate the process and have meaningful presence in cells, ingots/wafers, and polysilicon by 2028.

## 5. Key Risks

### Working Capital Management

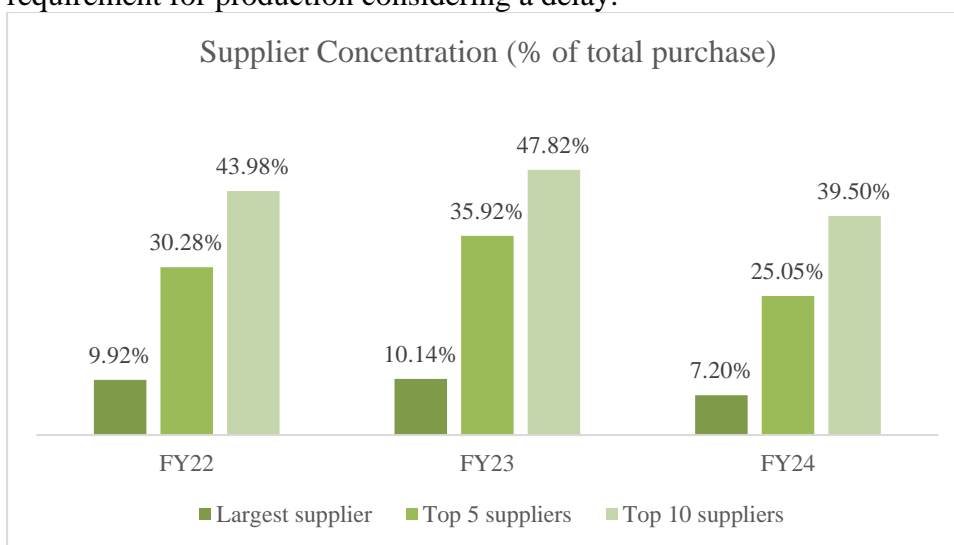
- Solar is a working capital-intensive business due to time lag between the raw material purchases and realising sales from finished products. This would require to maintain sufficient inventory and adequate capital for operations.
- Efficient working management skills would be required to reduce the negative impact on the liquidity position if any.
- They are expanding their operations which would require higher working capital which could lead to deterioration in performance if not managed well.

### Debt Levels

- Due to capital intensive nature of the industry, companies in the solar industry generally rely on debt. It is very crucial to manage the capital structure as many companies in the industry have faced issues in the past due to poor capital management decisions.
- High short term and long-term debt levels have impacted profitability due to higher interest cost. They have also experienced an increase in the Debt/Equity ratio (1.44 in FY21 to 2.11 in FY24 which impacted the performance.
- They are incurring a CAPEX of ~Rs. 3358 for setting up 4 GW cell and module line out of which ~Rs. 2225 cr is expected to be debt funded. Additional 1 GW line would be funded through IREDA loan. An efficient capital structure management would deliver consistent performance even if there are few tough cycles.

### Fluctuation in Raw Material Prices and Technological Changes

- The price of raw materials used in solar manufacturing fluctuates in the market which impacts the manufacturing cost of the players. It is a highly competitive market with players expanding their capacities may lead to price wars and a reduction in margins.
- Premier doesn't have any long-term purchase commitment or guarantee quantities with suppliers. The materials are placed based on historical sales level, current order book, and anticipated requirement for production considering a delay.



- The Solar industry goes through technological changes to improve the efficiency which leads to a gradual phase-out of the older technology. If the company is not able to upgrade its manufacturing facilities with recent technology, it could have a negative impact.

### External Risks

- They have faced issues in the past due to external factors which could arise again
- During the FY22, they had faced delays in the stabilization and process set up of cell line at Unit II manufacturing facility on account of unavailability of specialized engineers from China (travel restrictions between the two countries.)
- They also offered solar cells at discounted rate due to delay in stabilisation of activities at the same unit which impacted profitability.
- During FY23 there was increase in cost of raw material due to supply chain disruption. The upgradation of cell manufacturing line in Unit II to a newer technology was led to temporary disruption and reduced production volumes which impacted profitability.

### Government Policies

- Government policies play a very important role in emerging sectors like renewable energies. The significant government push in the form of ALMM, DCR, BCD, etc has helped the solar industry to move in the right direction.
- The target set by the government and the subsidies provided to the players, has seen large investment from private and public players.
- As the transition to renewable energy is a megatrend, the government will keep providing requisite support. However, changes in key government policies could impact the execution pace.

## 6. Peer Comparison

There are 100+ players in the solar module manufacturing with a cumulative capacity of 72 GW. But solar cell manufacturers are just a handful with cumulative capacities 8.1 GW. With aggressive capacity addition plans of industry players, the competition among the domestic module manufacturing industry is increasing, leading to competitive pricing. The implementation of schemes like ALMM have reduced the import of modules while schemes with DCR clause have increased the demand for the domestically manufactured solar cells.

Looking ahead, India's solar energy future holds promise as it strives to have 280 GW capacity by 2030. With 87 GW of current installations, efforts are underway to achieve an annual capacity addition of 30+ GW. The competitive landscape is evolving positively, with declining costs and increasing adoption of solar PV across various applications, showcasing the expanding reach and versatility of solar energy in India's dynamic and competitive market.

### Current Manufacturing Capacity

	Module	Cells
Premier Energies	4.13	2
Waaree Energies	12.5	0
Mundra Solar	4	4
Jupiter Solar	0	0.8
Vikram Solar	3.5	0
Goldi Solar	3.3	0
Websol Green Energy	0.55	0.6

## Financial Comparison

Revenue				
Rs. Cr	FY21	FY22	FY23	FY24
Premier Energies	701.5	742.9	1428.5	3,143.8
Waaree Energies	1952.8	2854.3	6750.9	NA
Mundra Solar	2924.9	2572.0	1592.5	NA
Jupiter Solar	313.4	301.3	430.4	NA
Vikram Solar	1610.1	1730.3	2073.2	NA
Goldi Solar	397.1	546.5	1487.2	NA
Websol Green Energy	153.6	213.2	17.2	25.9

EBITDA				
EBITDA %	FY21	FY22	FY23	FY24
Premier Energies	15.20%	7.00%	7.70%	15.90%
Waaree Energies	6.30%	6.90%	13.80%	NA
Mundra Solar	28.00%	14.60%	5.30%	NA
Jupiter Solar	32.80%	16.40%	5.10%	NA
Vikram Solar	12.00%	4.10%	9.80%	NA
Goldi Solar	4.70%	4.20%	6.10%	NA
Websol Green Energy	24.10%	14.20%	-48.80%	-24.50%

PAT				
PAT %	FY21	FY22	FY23	FY24
Premier Energies	3.50%	-1.90%	-0.90%	7.30%
Waaree Energies	2.40%	2.70%	7.30%	NA
Mundra Solar	14.10%	3.60%	-21.50%	NA
Jupiter Solar	16.40%	2.90%	-8.30%	NA
Vikram Solar	2.30%	-3.60%	0.70%	NA
Goldi Solar	1.70%	1.70%	3.20%	NA
Websol Green Energy	31.30%	4.40%	-117.10%	-451.20%

Please Note: Websol had undertaken changes in cell manufacturing by scraping older technology and establish new lines due to which the performance appears subdued. They have now able to commence operations in the current fiscal. The Q1FY25 numbers for Premier and Websol are as follows:

Q1FY25	Websol Energy	Premier Energies
Revenue	112	1657.4
EBITDA %	39.3%	21.6%
PAT %	20.5%	11.9%

## 7. Financials

### Consolidated Profit and Loss Statement

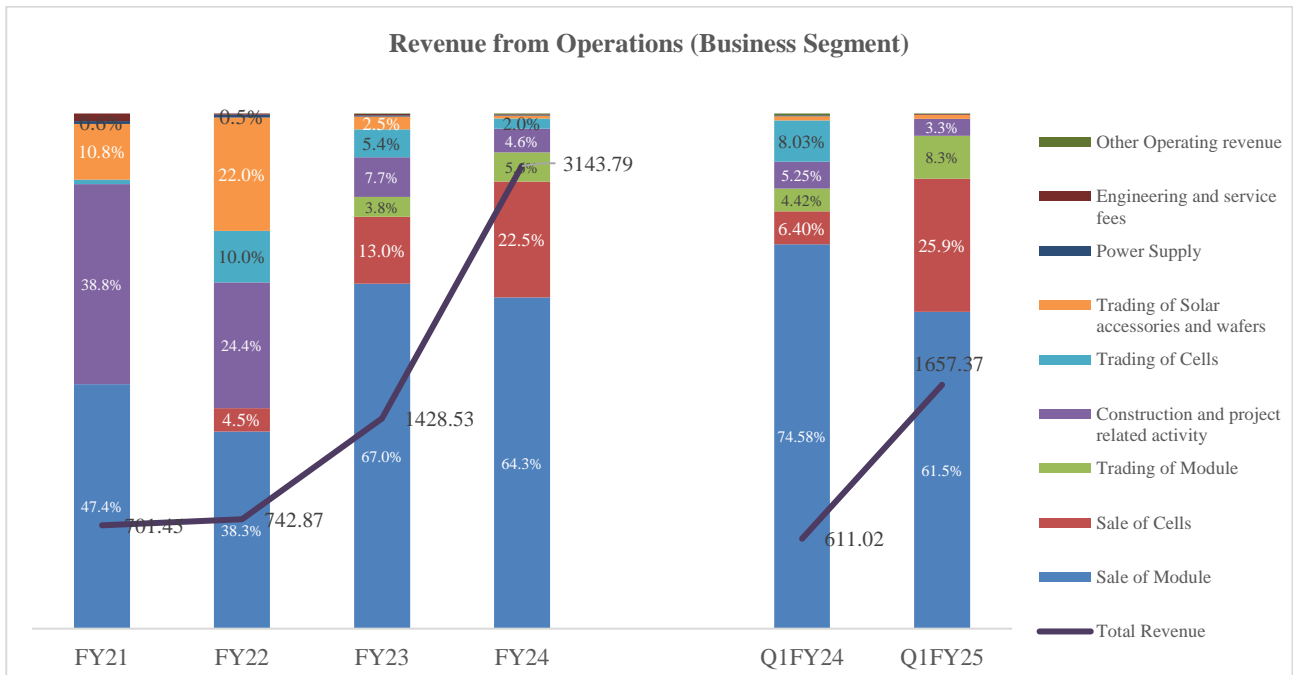
Rs. in crores	Yearly				Quarterly	
	FY21	FY22	FY23	FY24	Q1FY24	Q1FY25
Revenue	701.46	742.87	1428.53	3143.79	611.02	1,657.37
		6%	92%	120%		
Expenses						
COGS	520.71	587.05	1173.94	2343.60	475.21	1,123.99
Gross Profit	<b>180.75</b>	<b>155.82</b>	<b>254.59</b>	<b>800.20</b>	<b>135.81</b>	<b>533.38</b>
Gross Profit Margin	<b>25.77%</b>	<b>20.98%</b>	<b>17.82%</b>	<b>25.45%</b>	<b>22.23%</b>	<b>32.18%</b>
Employee Expense	19.67	24.64	44.81	61.49	12.76	29.94
Other Expenses	107.39	101.60	131.59	260.90	51.59	145.12
Total Expenses	<b>647.77</b>	<b>713.29</b>	<b>1,350.34</b>	<b>2,665.99</b>	<b>539.56</b>	<b>1,299.05</b>
EBITDA	<b>53.69</b>	<b>29.58</b>	<b>78.20</b>	<b>477.80</b>	<b>71.46</b>	<b>358.31</b>
EBITDA Margins	<b>7.65%</b>	<b>3.98%</b>	<b>5.47%</b>	<b>15.20%</b>	<b>11.70%</b>	<b>21.62%</b>
Other Income	34.78	24.16	34.68	27.52	5.20	11.42
Depreciation	11.64	29.05	53.23	96.09	15.42	79.44
EBIT	<b>76.83</b>	<b>24.69</b>	<b>59.64</b>	<b>409.23</b>	<b>61.25</b>	<b>290.30</b>
EBIT Margins	<b>10.95%</b>	<b>3.32%</b>	<b>4.18%</b>	<b>13.02%</b>	<b>10.02%</b>	<b>17.52%</b>
Finance Cost	21.66	41.56	68.63	121.18	18.42	45.23
Profit/(Loss) Before Tax	<b>55.17</b>	<b>-16.87</b>	<b>-8.98</b>	<b>288.05</b>	<b>42.83</b>	<b>245.07</b>
Share of JV/Associate	0.65	1.18	1.22	1.32	0.70	0.66
Tax expenses	30.01	-1.28	5.58	58.01	12.20	47.57
Tax %	54%	8%	-62%	20%	28%	19%
PAT	<b>25.81</b>	<b>-14.41</b>	<b>-13.34</b>	<b>231.36</b>	<b>31.33</b>	<b>198.16</b>
PAT Margin	<b>3.68%</b>	<b>-1.94%</b>	<b>-0.93%</b>	<b>7.36%</b>	<b>5.13%</b>	<b>11.96%</b>

### Bifurcation of Revenue (Business Segment and Customer Wise)

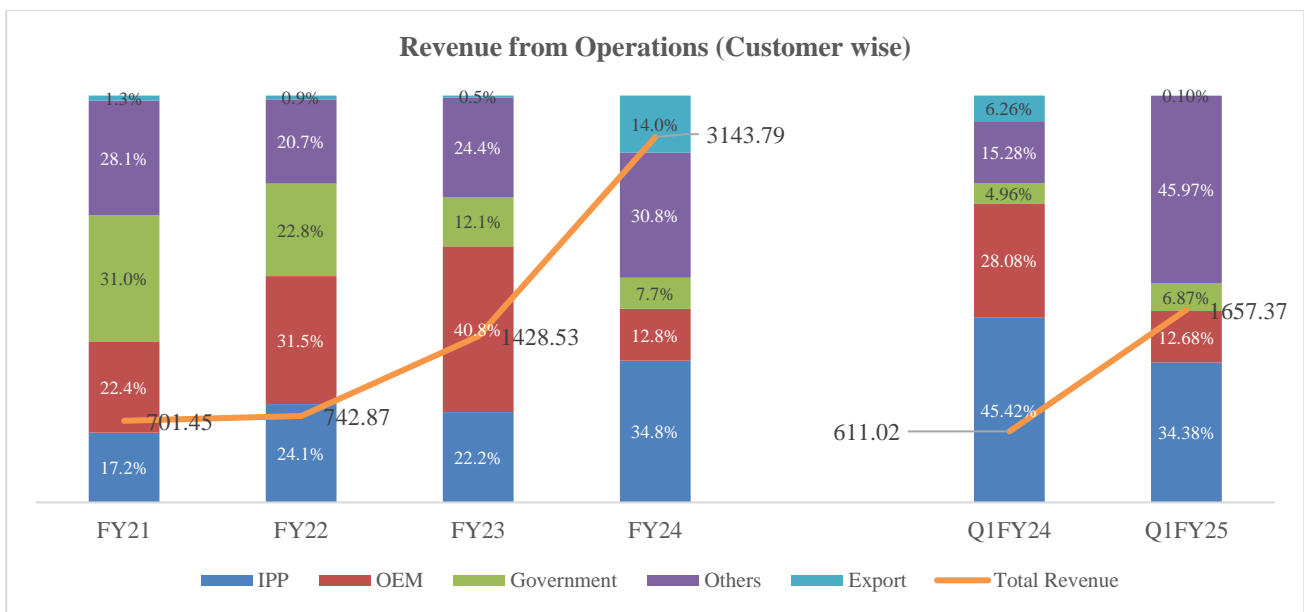
Followings business segments are included in the revenue:

- Manufacturing:** Revenue generated from sale of cells and modules manufactured by the company.
- Trading:** Revenue generated from trading of modules, cells, solar accessories, and wafers.
- Power Supply:** Revenue generated from sale of power
- Contracts:** Revenue generated from engineering, construction, and project related activities.
- Other Operating Revenue:** Revenue generated from job work services and sale of scraps.





### Revenue Bifurcation based on Customer



### Projections

	FY23	FY24	FY25 P	FY26 P
<b>Cell (GW)</b>	0.75	2	3	3
<b>Module (GW)</b>	1.37	3.36	4.13	4.13
<b>Revenue</b>	1428.5	3143.8	6287.6	7859.5
<b>EBITDA</b>	78.2	477.8	1257.5	1571.9
<b>EBITDA %</b>	5.5%	15.2%	20.0%	20.0%
<b>PAT</b>	-13.3	231.4	754.5	943.1
<b>PAT %</b>	-0.9%	7.4%	12.0%	12.0%

P: Projected

### Consolidated Balance Sheet

B/S (Rs. In cr)	FY21	FY22	FY23	FY24	Q1FY25
<b>Non-current asset</b>					
<b>Fixed Asset</b>	425.55	592.70	941.23	1217.15	1296.87
<b>Other non current asset</b>	106.42	84.43	113.71	155.12	114.44
<b>Total Non-current Assets</b>	<b>531.96</b>	<b>677.13</b>	<b>1054.94</b>	<b>1372.27</b>	<b>1411.31</b>
<b>Current Asset</b>					
<b>Inventories</b>	62.64	216.93	632.86	1009.33	848.12
<b>Cash and Bank</b>	79.42	159.68	193.47	402.69	453.17
<b>Trade receivables</b>	162.00	145.18	59.46	608.98	590.85
<b>Investments</b>	0.00	48.22	51.76	0.00	250.18
<b>Other current asset</b>	140.85	94.36	118.20	160.86	181.87
<b>Total Current Asset</b>	<b>444.91</b>	<b>664.36</b>	<b>1055.74</b>	<b>2181.85</b>	<b>2324.19</b>
<b>Total Assets</b>	<b>976.87</b>	<b>1341.49</b>	<b>2110.68</b>	<b>3554.13</b>	<b>3735.50</b>
<b>Equity</b>					
<b>Equity Share Capital</b>	24.95	196.22	196.22	196.22	203.28
<b>Reserve and Surplus</b>	214.07	207.72	228.03	450.63	643.07
<b>Total shareholders equity</b>	<b>222.08</b>	<b>394.62</b>	<b>411.22</b>	<b>646.85</b>	<b>846.35</b>
<b>Non Controlling interest</b>	<b>16.95</b>	<b>9.32</b>	<b>13.03</b>	<b>13.03</b>	<b>13.03</b>
<b>Liabilities</b>					
<b>Non-current Liabilities</b>					
<b>Borrowings</b>	246.75	332.27	569.81	878.38	860.62
<b>Other non-current liabilities</b>	79.71	91.53	79.20	129.95	154.31
<b>Total non-current liabilities</b>	<b>326.46</b>	<b>423.80</b>	<b>649.01</b>	<b>1008.33</b>	<b>1014.92</b>
<b>Current liabilities</b>					
<b>Borrowings</b>	98.44	121.03	193.73	513.86	339.54
<b>Trade payables</b>	162.29	269.94	397.92	974.56	1037.47
<b>Other current liabilities</b>	150.67	122.79	445.78	397.49	484.19
<b>Total Current liabilities</b>	<b>411.40</b>	<b>513.76</b>	<b>1037.43</b>	<b>1885.91</b>	<b>1861.20</b>
<b>Total Liabilities</b>	737.86	937.56	1686.44	2894.24	2876.12
<b>Total Equity and Liabilities</b>	<b>976.88</b>	<b>1341.49</b>	<b>2110.69</b>	<b>3554.13</b>	<b>3735.50</b>

### Consolidated Cash Flow Statement

Cash Flow Statement	FY21	FY22	FY23	FY24	Q1FY25
<b>Cash Flow from Operations</b>	236.88	4.96	36.69	90.15	623.06
<b>Cash Flow from Investing</b>	-352.79	-217.93	-303.88	-446.63	-438.85
<b>Cash Flow from Financing</b>	109.14	278.61	251.66	548.91	-225.25
<b>Net Cash Flow</b>	<b>-6.78</b>	<b>65.65</b>	<b>-15.53</b>	<b>192.43</b>	<b>-41.05</b>

## Consolidated Return Matrix

Return Matrix	FY21	FY22	FY23	FY24
<b>ROE</b>	<b>10.80%</b>	<b>-3.57%</b>	<b>-3.14%</b>	<b>35.06%</b>
<b>Dupont</b>				
<b>Net Profit Margins</b>	<b>3.68%</b>	<b>-1.94%</b>	<b>-0.93%</b>	<b>7.36%</b>
<b>Gross Profit Margins</b>	25.77%	20.98%	17.82%	25.45%
<b>EBITDA Margins</b>	7.65%	3.98%	5.47%	15.20%
<b>EBIT Margins</b>	10.95%	3.32%	4.18%	13.02%
<b>Asset Turnover</b>	<b>0.72</b>	<b>0.55</b>	<b>0.68</b>	<b>0.88</b>
<b>Fixed Asset Turnover</b>	1.65	1.25	1.52	2.58
<b>Working Capital Turnover</b>	20.93	4.93	78.02	10.62
<b>Equity Multiplier</b>	<b>4.09</b>	<b>3.32</b>	<b>4.98</b>	<b>5.39</b>
<b>Debt to Equity</b>	1.44	1.12	1.80	2.11
<b>Interest Coverage Ratio</b>	3.55	0.59	0.87	3.38
<b>ROCE</b>	<b>13.54%</b>	<b>2.91%</b>	<b>5.08%</b>	<b>20.07%</b>
<b>ROIC</b>	<b>7.63%</b>	<b>3.07%</b>	<b>10.07%</b>	<b>21.60%</b>
<b>Debtors Turnover</b>		4.8	14.0	9.4
<b>Debtor Days</b>		75.5	26.1	38.8
<b>Inventory Turnover</b>		4.2	2.8	2.9
<b>Inventory Days</b>		86.9	132.1	127.9
<b>Payable Turnover</b>		2.7	3.5	3.4
<b>Payable Days</b>		134.4	103.8	106.9
<b>CCC</b>		28.0	54.4	59.8

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