

Investor Presentation

FY 2022



Solar



EV
Charger



Power &
Backup



LED



Healthcare &
Medical
Devices



Servo
Stabilizer

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Company Overview



**A sapling planted 18 years ago,
Servotech has now matured
462 times its initial spread -
growing at a CAGR of 26% YoY.**



Company Overview

With its legacy of over 2 decades, Servotech Power Systems Limited is among the leading manufacturers and sellers of Solar, LED, UVC, and medical-grade products in India. Its stakeholders include government, institutional, residential, commercial, industrial, medical, and other eminent institutions offering a host of different purpose-driven solutions, the latest of which include their breakthrough Solar ServPort and its likes. Additionally, Servotech also helped offer medical grade oxygen concentrators aiding in respiratory disorders by way of its subsidiary **Rebreathe**, providing the finest components and makings that go into developing such devices, in order to assure quality and affordability of these life-saving products.

Vision Statement

**Produce
Green
To
Live Green**

Mission Statement

- Offer the masses clean, innovative and reliable solutions.
- Make the latest technology accessible to all.

Product Categories



Solar

At Servotech, we use proven methods for solar panel installation that guarantee both quality and cost-effectiveness. We have dedicated 100 W to 10000 kW* Rooftop On-Grid, Off-Grid, and Hybrid Solar Solutions for all applications.



EV Chargers

Servotech start manufacturing range of EV Chargers because charging is our core domain and we are doing same in inverters and UPS since 2004.in 1st phase we launched EV Chargers 3Kw to 44Kw



Power & Backup

We understand the value of effective power supply in today's world. Servotech's home and industrial power backup solutions provide stable, continuous power, ensuring that you are always comfortable and connected.



LED

Servotech is more than a lighting company; we are dedicated to raising awareness about renewable energy and the worldwide green push. We offer high-end LED lighting for all purposes.



Medical & Healthcare Devices

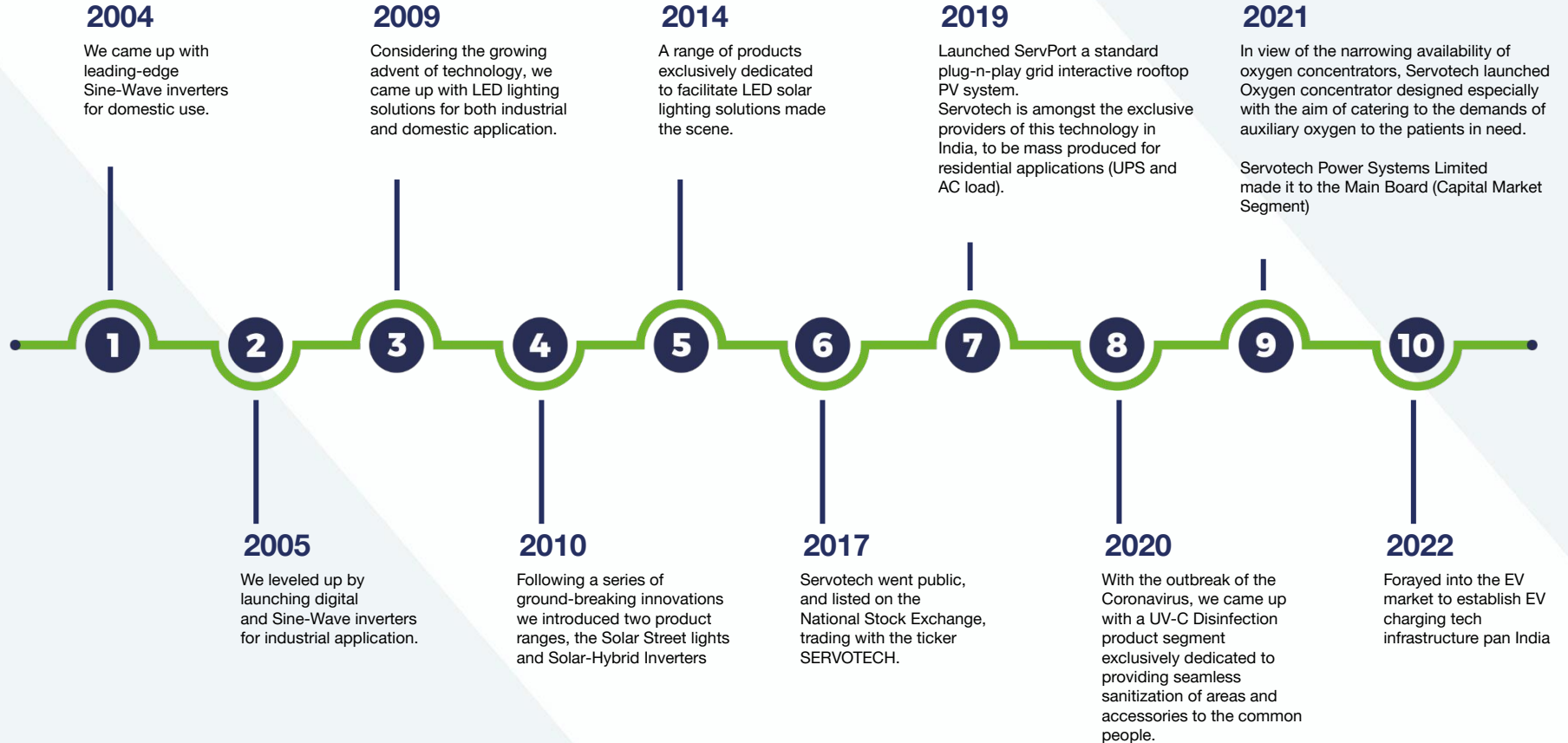
Servotech offers UVC Lights medical grade oxygen concentrators to aid in all respiratory disorders. Additionally, Rebreathe, a Servotech subsidiary, provides the finest components and makings that go into developing such devices.



Servo Stabilizers

Servotech servo stabilizers are a cost-effective and viable electrical solution preventing electrical hazards. Sought out for their affordability and durability, our high-performance stabilizers maintain adequate voltage in appliances during irregular voltage flows.

Journey



Board of Directors



Mr. Raman Bhatia,
Managing Director & Founder

Aged 47, he is a graduate in commerce from University of Delhi and has a diploma in electronics. He is a businessman with over 25 years of rich experience. His efforts and vision to offer essential benefits to maximum people has led to materialization of brands such as Saara and Servcontrol to market Solar Products, LED Lights, and UV-C disinfection products.



Mrs. Sarika Bhatia,
Whole Time Director

Aged 43 Years, she has done her graduation in arts from university of Delhi specializing in marketing and has done sales & marketing course from NSIC Delhi. She is a businesswoman having rich experience of more than 17 years and has been heading marketing department of the Company.



Mr. Nimesh Malhotra,
Whole Time Director

He has over 10 years of rich experience in operations management and people management. His strong communication skills blended with analytical abilities result in achieving higher results from any group of employees.



Dr. Rajesh Mohan Rai,
Independent Director

Is renowned HR Strategist, Business Coach with more than 25 years of rich and varied experience. as Director at HR Anexi, Director- Human Resources at Nivio Technologies Pvt. Ltd, Regional Head (South) - HR at **Aviva Life Insurance Co.Ltd.**, Head of Recruitment & HR (RGE & Services) at **Microsoft Corporation**, etc. He has been awarded with numerous awards primarily being John Mattone Certified Executive Coach (Initial Mastery).



Mr. Anupam Gupta,
Independent Director

Aged 70, he has managed strategic growth and diversification in different company at very senior position like: **Tecumseh, LML Scooters, Hero Cycle, JBM Bharat, Sanden Vikas and many more**. He has a significant experience of international collaboration and joint ventures, operations, new ventures and start-ups, business development. His plethora of specialties include: Strategic Planning, Diversification, Joint Venture & Technical Agreement negotiations, Project Management, Organisational Transformation, Visual Management and more.



Mr. Sahiel Khurana,
Independent Director

He is a non-executive and independent director with an experience of 21 years. He is a businessman and is currently working as a director in Imax Technologies Private Limited providing ERP Solutions for metal industries under the brand name "**iQ-Metallika**".



Mr. Vikas Bhatia,
COO and CFO

He has vast experience in project management, developing brand strategy, and combating strategies achieving remarkable targets countering negative market scenarios.

SWOT

► STRENGTH

- ❑ We are technically strong and able to develop new technology very fast who can smell the latest trends in the market.
- ❑ We are Systematic & Process driven company
- ❑ Vast experienced board members

► WEAKNESS

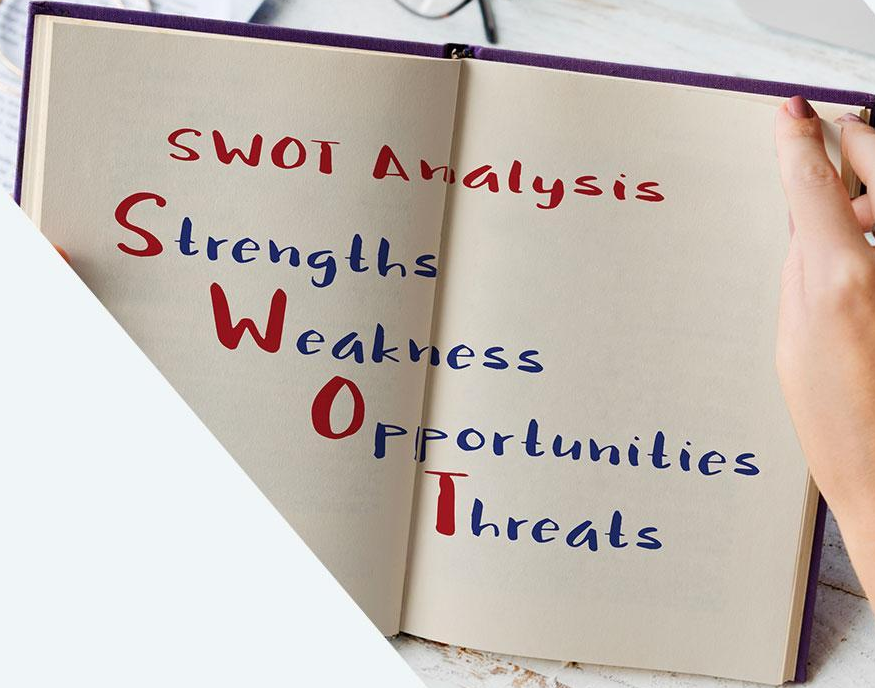
- ❑ Limited Automation in Manufacturing Plants
- ❑ Limited Channel Partner Network
- ❑ Market Disruption Delaying Expansion Investments

► OPPORTUNITY

- ❑ Demand for Solar & EV is huge for next 5-10 years
- ❑ Political conditions are favorable
- ❑ Demand & supply gap is huge
- ❑ We have strong brand recall

► Threat

- ❑ Technology is changing very fast
- ❑ Internationally raw material prices are increasing drastically that's why Profit margins are squeezing.
- ❑ New startup are entering in emerging field with lot of startup funds



Direct Competitor

► Tenders(Solar)

Kosol Energy
Microtek
Havells
Bajaj
Tata

► Tenders(EV Chargers)

Okaya
P2 Power
Exicom
Delta

► Tender(LED)

Bajaj
FCG
Havells
Philips

► Distribution(Solar)

Microtek
UTL
Luminous
Sparton

► Distribution(Solar Panel)

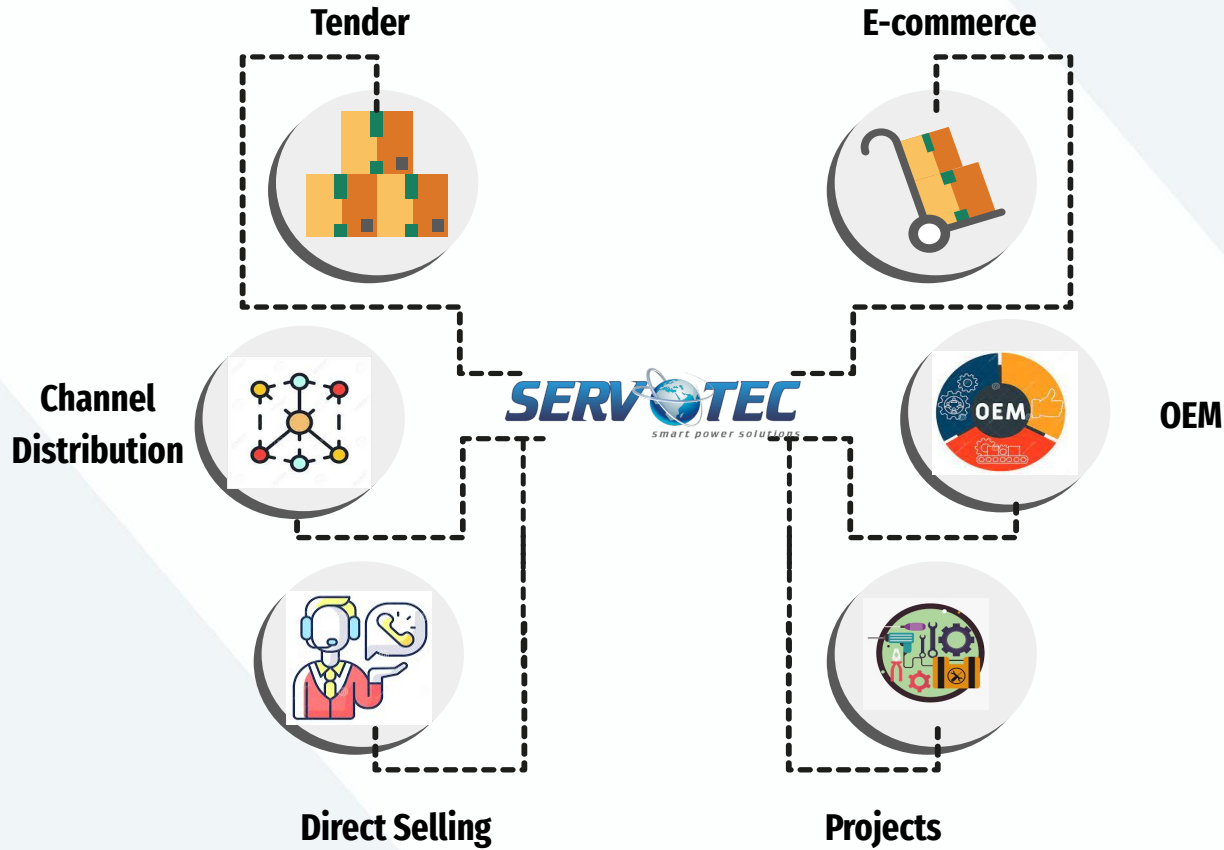
Waree
Vikram
Canadian Solar
Emwee

► Distribution(Solar Batteries)

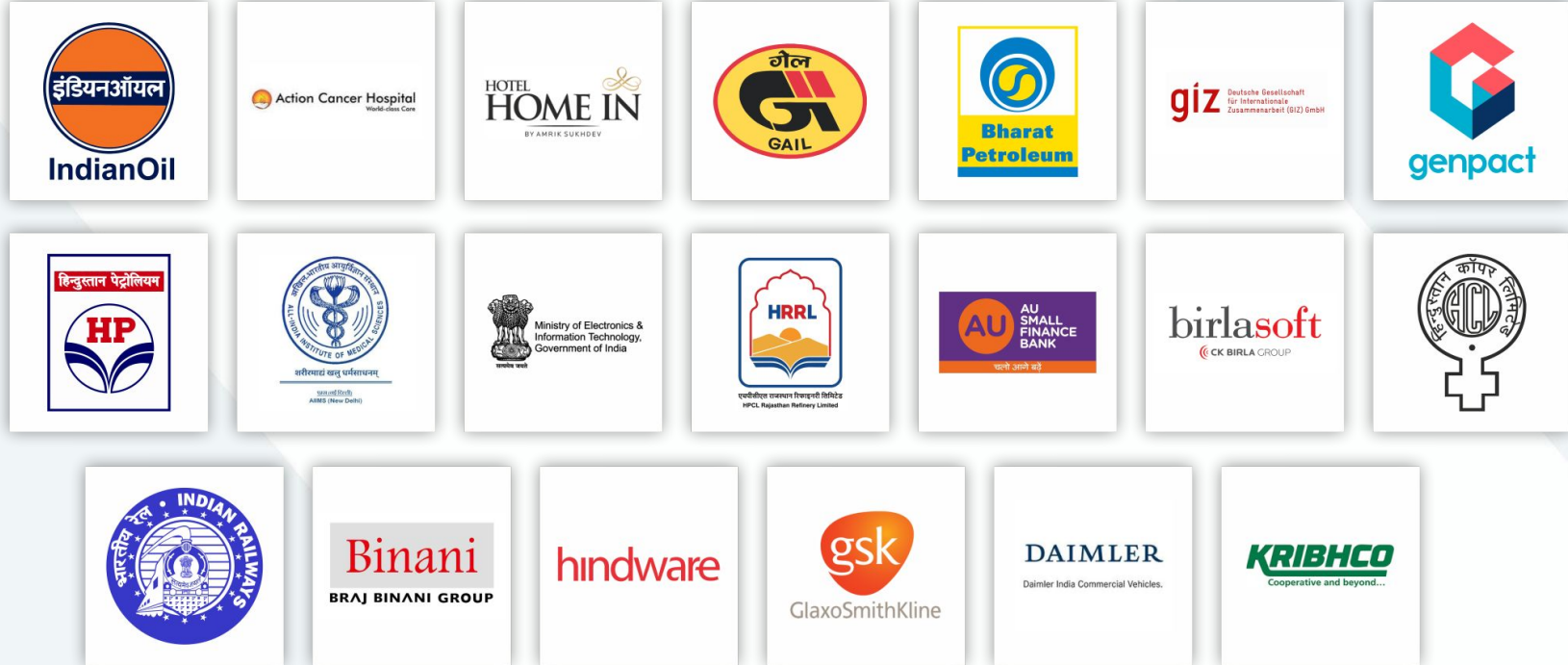
UTL
Okaya
Altima
Eastman



Sales Touch Points

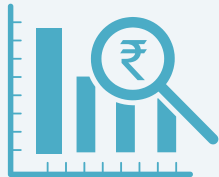


Long standing relations with marquee clientele



Performance Highlights

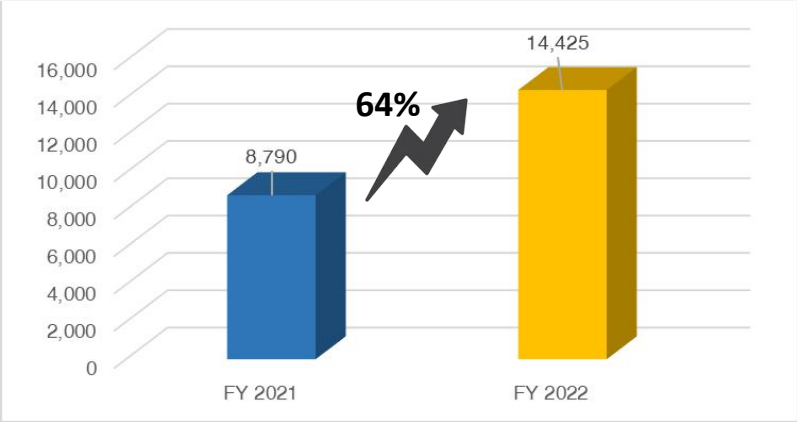
FY 2022



Financial Highlights

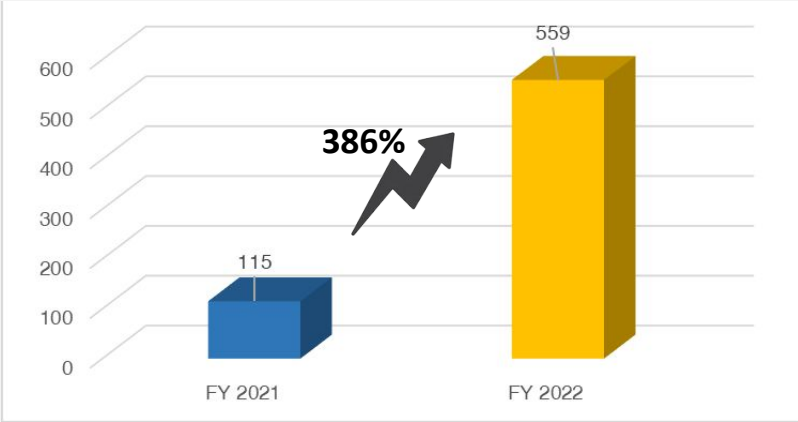
Revenue

Figures In Lacs



Profit Before Tax

Figures In Lacs



Financial Highlights

FY 2020 - 21 vs FY 2021-22

Borrowing declined from ₹25.06 cr to ₹19.20 cr	↓	23%
EPS increased from ₹0.51/Share to ₹2.15/Share	↑	4.21X
Cash Reserve increased from ₹3.39 cr to ₹7.95 cr	↑	135%
Debtors collection improved from ₹50.57 cr to ₹35.40 cr	↓	30%

Financial Highlights

Net Sales

64% ↑

PBT

386% ↑

EBITDA

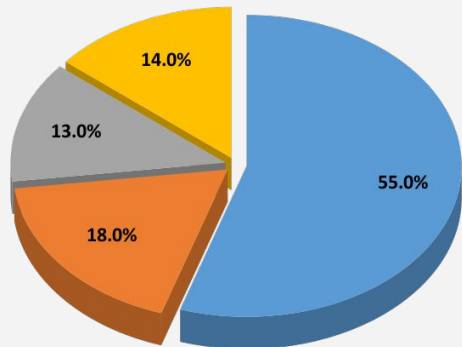
41% ↑

ROCE%

43% ↑

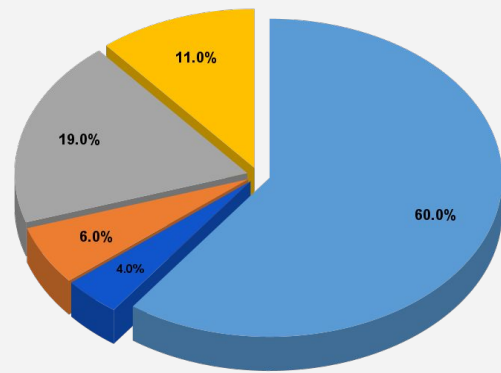
Operational Highlights

Revenue Product Wise 2021



● Solar Products
 ● LED Lights
 ● Medical devices
 ● AMC & Spares

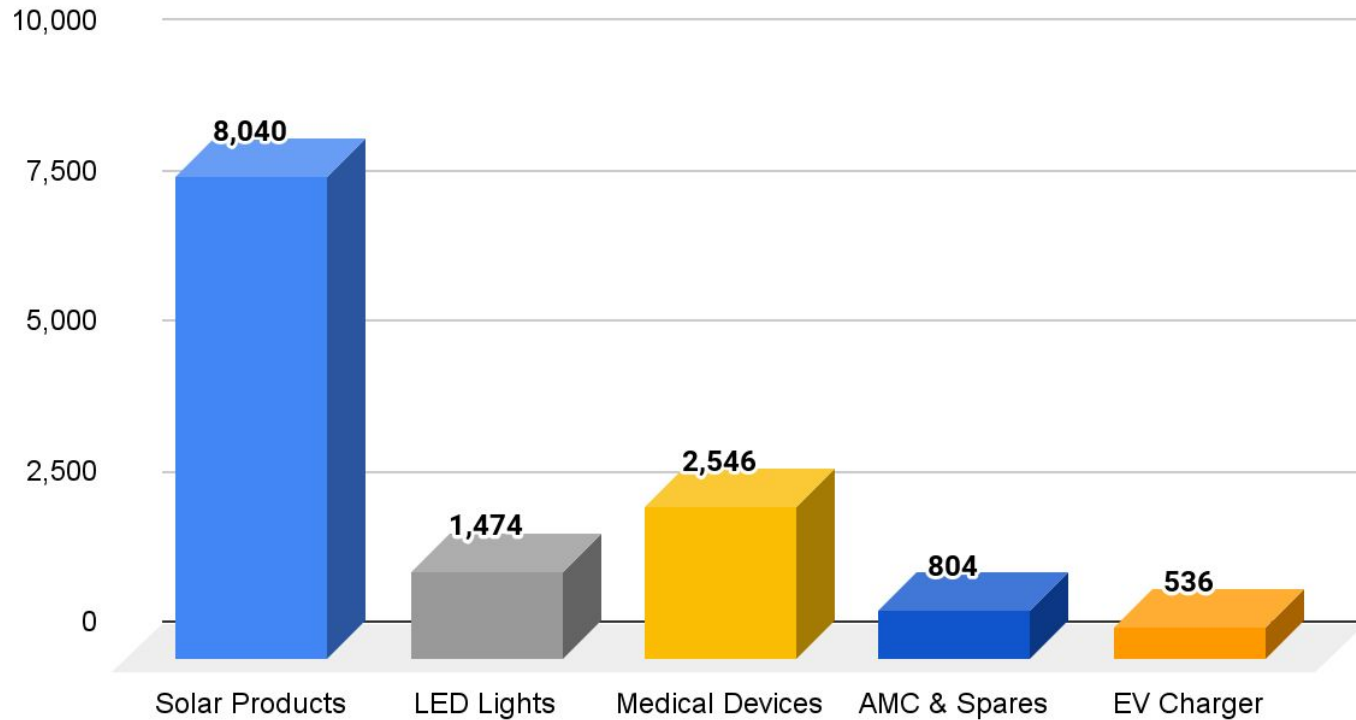
Revenue Product Wise 2022



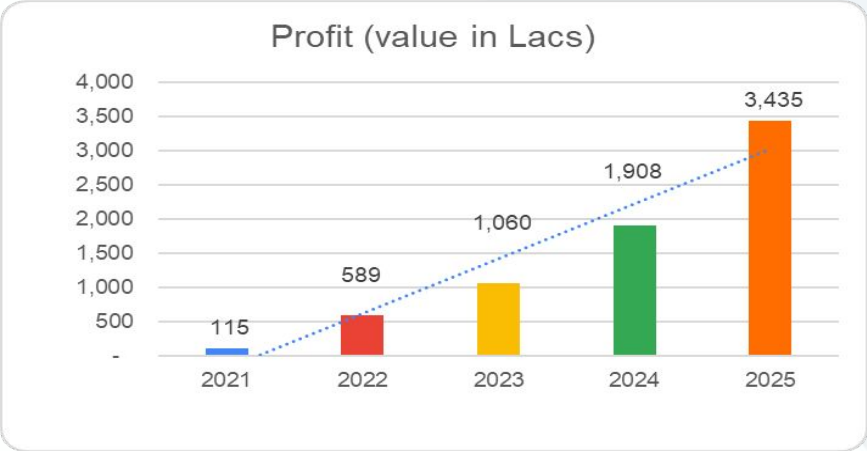
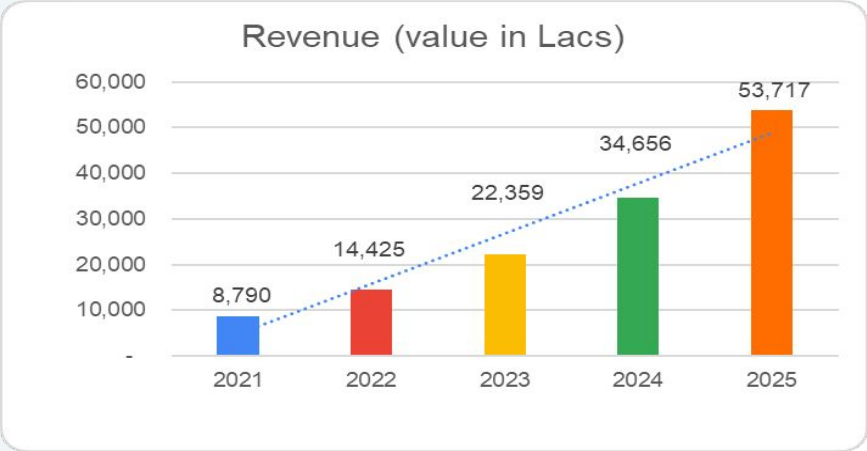
● Solar Products
 ● EV Chargers
 ● LED Lights
 ● Medical devices
 ● AMC & Spares

Financial Highlights

Revenue Product Wise YoY (Value in Lacs)

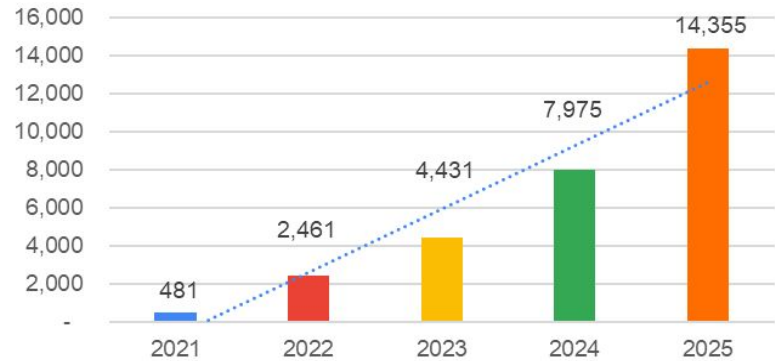


Future Projections

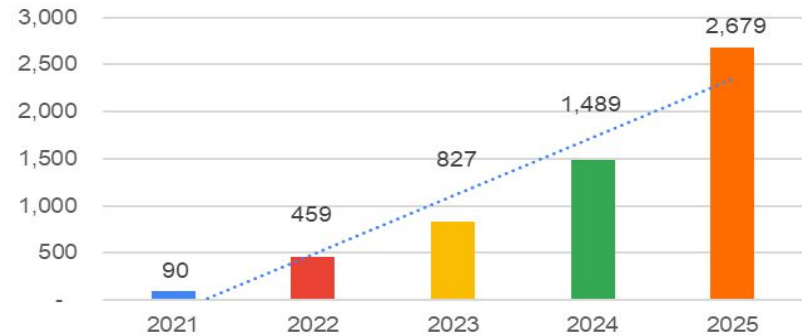


Future Projections

EPS (value in Lacs)



PAT (value in Lacs)



Projects

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Servport Installed Akshardham Gandhinagar

Installed 40 Servport Gandhinagar, Gujarat. Key locations where ServPort has been facilitated include Swaminarayan Akshardham Temple, NIFT, Pandit Deendayal Energy University, GSPC Bhawan, Indora Park, and Arya Bhawan to help transform the city into a 100% Renewable Energy City.

.....



Shivalik Micro Grid Solar System

Concluded smart-grid system at Shivalik Grid in Malviya Nagar, which will reduce carbon dioxide emissions by 115 tonnes per year.

.....



50+ ServPort Installations

Installed 50+ PV powered Solar systems in Delhi and NCR Region to help amplify the use of clean and renewable sources of energy.



Solar Street Light

Launched a varied set of Solar Street Light range to help with smarter, cost-effective lighting solutions for a number of applications.

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Developments

- ▶ Started Channel Distribution Network PAN India
- ▶ Forayed into EV Charging Segment
- ▶ Launched India's First Portable Solar Rooftop SERVPORT v2.0
- ▶ Enters into Healthcare & Medical Segment and launched Rebreathe
- ▶ Migrated to NSE Main Board



Key Partnerships

- ▶ Partner with **Lesszwei GmbH** as Tech support and European partner
- ▶ EPC Partner with **Enphase**
- ▶ Partnering with **Smart Power India** to create solar ecosystem in rural India
- ▶ Partner with **ICPMA** to educate and aware about solar energy to industry members
- ▶ Joined hands with the **GIZ** German Enterprise under **develoPPP** project
- ▶ Collaboration with **IIT Jammu** for Medical Grade Products
- ▶ Partnered with **IISER Bhopal**

Undergoing Projects



IHB Project

Servotech is currently engaged in the process of solarizing a total of 158 sites on the country's longest LPG pipeline - spanning 2,757Kms - from Kandla Port, Gujarat to Gorakhpur, Uttar Pradesh, on a project put together by key stakeholders such as Indian Oil, Bharat Petroleum, and Hindustan Petroleum.



RENAC Project

We are installing 15 Solar PV port systems at various training centers of the Skill Council for Green Jobs (SCGJ) in 13 states, in association with Renewables Academy AG (RENAC).



Awards and Recognitions



Chota
Business
Bade Sapne
-2010



Worldwide
Achievers
Business Leaders
Summit 2016



MSA 2010



CIMSME 2014



Green
Entrepreneur
of the Year
2016



Worldwide
Achievers
Business
Leaders
Summit 2016



NSE
EMERGE
2017



NSE



ET Inspiring Leaders 2021



Key Investment Highlights

- ▶ Pipeline of organic growth projects as well as inorganic growth optionality.
- ▶ Diversified portfolio of products with a presence in close to two dozen Indian states.
- ▶ Defined organic growth trajectory supported by continuous operational enhancement and innovation.
- ▶ Spread out income streams relying on multiple channels and wealth-accelerators bolstering our fully-integrated business model.
- ▶ Highly agile and experienced team with great industry exposure and penetrating acumen.



Thank You

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