

EMobility+

POWERING SMART, ELECTRIC, EFFICIENT MOBILITY

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SARIKA BHATIA

Whole-Time Director,
Servotech Power Systems Ltd.

CONVERSATION HIGHLIGHTS

- Levering our manufacturing, technological, and marketing expertise, we are putting together a comprehensive infrastructure that meets the needs of the next generation of smarter transportation.
- Servotech is going to transition into an architect of designing, driving, and maintaining an end-to-end EV charging footprint to meet user-specific requirements at speed and scale.
- We will successfully create a competitive advantage by opening our EV-charger area, which will be supported by our ongoing R&D and innovation projects.

Give us a brief background of yourself and your company.

Servotech Power Systems is an NSE-listed multi-scale, multi-solution company specializing in the end-to-end production, procurement, and distribution of high-end, customer-focused solar systems and electric vehicle charging solutions, as well as power and backup, medical equipment, and energy-efficient lighting products. Servotech has brought to the forefront its multi-pronged EV charging range, emerging as a changemaker in the EV charging space and engineering the building blocks of India's EV infrastructure, leveraging nearly two decades of market leadership and technical expertise. As a Full-Time Director, I bring a laser-like focus on client satisfaction and building long-term relationships, all while drawing on the inherited learnings and takeaways from over 17 years of experience as a woman business leader.

Tell us about the types of EV chargers you provide and their key highlights.

Levering our manufacturing, technological, and marketing expertise, we are putting together a comprehensive infrastructure that meets the needs of the next generation of smarter transportation. Servotech offers both AC and DC EV charging alternatives, utilizable for a variety of applications. These include Spark series AC chargers, best suited for domestic EV powering use, these range from 3.3kW, 7.2kW/11kW (Type-2), 10kW Bharat AC-001, and 14kW hybrid AC chargers. And Squad series DC chargers, perfect for commercial usage at highways, parking lots, and drive-through areas among others, these span from 30kW, 60kW, and 120kW, for varied fast-charging preferences. In the days ahead, Servotech is going to

transition into an architect of designing, driving, and maintaining an end-to-end EV charging footprint to meet user-specific requirements at speed and scale.

What have been some significant developments in your company recently in terms of technology?

Servotech bases its work on the idea that shared or public chargers must be able to provide near-high-speed charging capabilities constantly. For drivers that stop at a charging station along a freeway and need a quick high-powered charge, high-power charging systems can give vehicles a nearly fully recharged battery in just a few minutes of charging.

The extensive selection of EV charging solutions offered by Servotech will make it possible to install high-powered AC and DC charging stations widely, which is crucial for increasing consumer trust in electric vehicles. Thanks to our continuing innovation projects, users will soon have access to the most recent versions of these essential components in real-time. In addition, the EV ecosystem will see more participation from various stakeholders, such as franchisees and self-owned charging providers, as Servotech now introduces a unique business model, the Charge Point Operator (CPO) model, motivating the push for wider EV charging deployment.

What are your growth plans for the next year 2023?

With strong momentum across all of our strategy pillars, Servotech made great progress in the last fiscal year toward our objective of making tech-enabled solutions accessible and cheap for everyone.

Calibrated pricing and a focus on cost-saving tactics and efficiency allowed for the achievement of constant gross margins and EBITDA. The team will put more effort into expanding our partner network program going forward because it has already helped us distribute our unique solutions across 21 Indian states. We will successfully create a competitive advantage by opening our EV-charger area, which will be supported by our ongoing R&D and innovation projects.



How do you see Servotech contributing to the Indian EV market in the next couple of years?

In order to develop and scale EV solutions in the Indian EV ecosystem, we want to utilize and strengthen our current market-leading position. We will keep growing as the industry does. However, given that Servotech entered this market relatively recently, we already have an advantage over the competition because of our expertise and extensive use of digital capabilities. In addition to aiming to implement energy storage technologies across a range of applications in the upcoming year, we have already started making strides in optimizing battery usage and enabling simpler battery swapping for drivers, contributing granularly to the accomplishment of India's EV goals. And going forward too, this will serve as the impetus for all of our strategic approaches.