



1st November, 2023

To, **National Stock Exchange of India Limited** Exchange Plaza, NSE Building, Bandra Kurla Complex, Bandra East, Mumbai-400051

Trading Symbol: SERVOTECH

<u>Sub.: Presentation on the Un-audited Financial Results of the Company for the quarter ended</u> 30th September, 2023

Dear Sir/Madam,

In accordance with the provisions of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Presentation on the Un-audited Financial Results of the Company for the quarter ended 30th September, 2023.

Please consider the aforesaid as relevant disclosure required under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations") read with all other applicable provisions of Listing Regulations.

The Investor Presentation is also available on the website of the Company i.e. www.servotech.in.

Kindly take the above information on record and oblige.

Thanking You,

FOR SERVOTECH POWER SYSTEMS LIMITED

RAMAN Digitally signed by RAMAN BHATIA Date: 2023.11.01 09:36:01 +05'30'

RAMAN BHATIA MANAGING DIRECTOR

DIN: 00153827

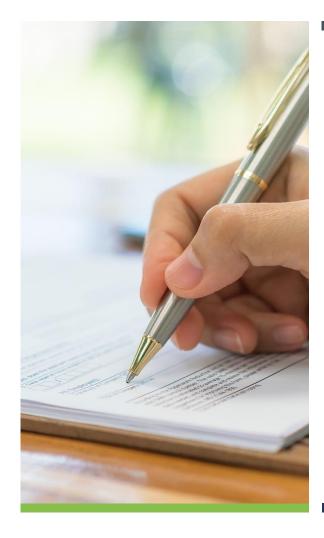
Servotech Power Systems Limited

CIN: L31200DL2004PLC129379



Q2 & H1 FY24 Investor Presentation





Safe Harbour

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political, or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Servotech Power Systems Ltd. will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.





Mission & Vision

Mission Statement

To design sustainable and tech-enabled solutions for achieving optimal utility and product performance

To bring substantial value and satisfaction to clients, stakeholders & customers with long-term growth insight

Vision Statement

"To create and introduce a series of world-class solutions to mitigate the impact of energy consumption on climate, to achieve the net-zero emissions ambition and eliminate the reliance and dependence on fossil fuels for our future generations."



Leadership at the Helm



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.



Dr. Rajesh Mohan Rai,

Director & CHRO

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. Sampat Rai,

Independent Director

He has had an extensive corporate career spanning over 40 years, beginning with his time at HCL. Later he held key positions such as Regional Manager, Superphone India Pvt Ltd. and Marketing Manager, Bharti Group. He has helped foreign multinationals and medium-sized companies from Canada, USA, Germany and Portugal to successfully enter markets in India, Sri Lanka, Banoladesh. Neoal and Burma.



Mr.Meenakshisundaram Kolandaiyel

Independent Director

Ex GM (Punjab National Bank):Banking Professional with a long corporate career of over 35 years having experience in credit operations/risk management specialization and exposure in corporate and branch banking.



Mr. Vikas Bhatia

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



Ms. Rupinder Kaur

Company Secretary

Ms. Kaur is a Qualified company secretary and a law graduate. She has work experience of 8 years in the field of secretarial and compliance management.



Journey

2004

We came up with leading-edge Sine-Wave inverters for domestic use

2009

Considering the growing advent of technology, we came up with LED lighting solutions for both industrial and domestic application.

2014

A range of products exclusively dedicated to facilitate LED solar lighting solutions made the scene.

2019

Launched ServPort a standard plug-n-play grid interactive rooftop PV svstem.

Servotech is amongst the exclusive providers of this technology in India, to be mass produced for residential applications (UPS and AC load).

2021

In view of the narrowing availability of oxygen concentrators. Servotech launched Oxygen concentrator designed especially with the aim of catering to the demands of auxiliary oxygen to the patients in need.

Servotech Power Systems Limited made it to the Main Board (Capital Market Segment)

2023

Launched Solar powered EV Charger Carport

Divested its subsidiary, in which SPSL held 63.5% equity stake. Techbec Global Solutions Pvt. Ltd. and incorporated a new subsidiary "Techbec Green Energy Pvt. Ltd." on 27th July, 2023

Entered into a Strategic Partnership with EMCOR Power Solutions to Revolutionize EV Charging Infrastructure in India

2004

2005

2009

2010

2014

2017

2019

2020

2021

2022

2023

2005

We leveled up by launching digital and Sine-Wave inverters for industrial application.

2010

Following a series of around-breaking innovations we introduced two product ranges, the Solar Street liahts and Solar-Hybrid Inverters

2017

Servotech went public, and listed on the National Stock Exchange, trading with the ticker SERVOTECH.

2020

With the outbreak of the Coronavirus, we came up with a UV-C Disinfection product segment exclusively dedicated to providing seamless sanitization of areas and accessories to the common people.

2022

Forayed into the EV market to establish FV charging tech infrastructure pan India

Setup Techbec, a subsidiary committed to manufacturing Li-Ion Batteries



Product Categories



Solar Solutions

Solar PCU Solar Panels Solar Servport Solar EPC Solar Battery

EV Chargers

AC & DC Fast Chargers For every type of EV Vehicles :for all type of 2 wheelers, Cars, Buses & trucks & It's approved by TATA and MG for their vehicles

Power & Backup

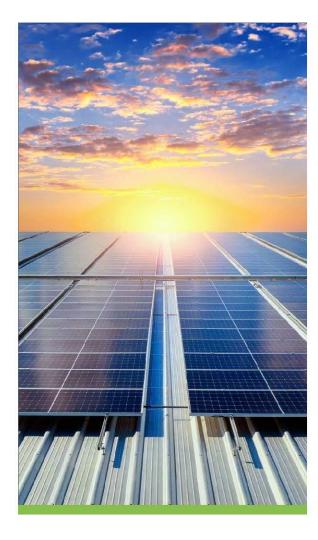
An important part of an electrical supply system which prevents damages and electrical hazards by controlling voltage fluctuations

LED

LED lights produce light around 90% more efficiently than incandescent light bulbs.

Servo Stabilizers

An important part of an electrical supply system which prevents damages and electrical hazards by controlling voltage fluctuations





Solar Solutions



Solar Panels • Off Grid Inverter • On Grid Inverter • Tubular Battery
• Street Lights • Charge Controller



EV Chargers - AC & DC Range







Leading Solar EPC & Solutions

Servotech Power Systems LTD. is the leading solar EPC Company in India, with over 18 years of experience in the solar industry. We provide complete solar solutions for solar power projects, including engineering, procurement, construction, and commissioning.

Residential Solar Solutions

India is on the verge of a solar revolution, and Servotech has been at the vanguard, spearheading the transition to sustainable energy solutions. Rooftop solutions at home provide significant cost reductions while also safeguarding the environment as you contribute to the planet by reducing its carbon footprint. To save money and monetize your roofs, get your own solar rooftop for your home with Servotech.



Commercial Solar Solutions

With government and global scrutiny towards industrial contribution to growing carbon emissions tightening, switching to an extensive solar solution has become an imperative for industrial and commercial players. With commercial rooftop solar panels growing in popularity in India, Servotech has the technology, manpower, and demonstrated experience to assist you in establishing commercial rooftop solar power plants to meet your needs



Our Contribution in Solar Energy

We have Installed more than 15 MW of Solar Power Plants in various Petroleum Refineries. We have Solarised more than 100,000 homes in different states by installing Solar Home lighting Systems.



Shivalik Project

Micro Grid Solar Power System Installed
at Shivalik Grid in Delhi



Rooftop Solar Project IOCL (Haldia & Panipat Refinery)



Akshardham Project India's First Portable Rooftop Solar Systems Installed at Akshardham Gandhi



Kandla-Gorakhpur LPG Pipeline Solarizing a total of 158 sites on the country's longest LPG pipeline - spanning 2,757 Kms - from Kandla Port, Gujrat to Gorakhpur, Uttar Pradesh



UPNEDA
Offgrid Solar Project at UP govt.
offices



Akshardham Project India's First Portable Rooftop Solar Systems Installed at Akshardham Gandhi Nagar



Rooftop Solar Project BPCL (Mahol Refinery)



Our Contribution in EV Charging

















Clientele





















































Leveraging our Strengths

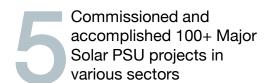
Long standing relationship with Petroleum Companies, PSUs, State Nodal Agencies

Diversified product portfolio with presence in more than 21 states of India

2

High-end advanced Solar Products and EV Charger Range Professional from top institutes of India leading our state-ofthe-art R&D centers

4



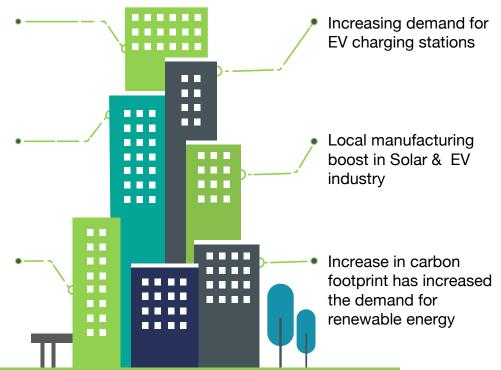


Growth Drivers

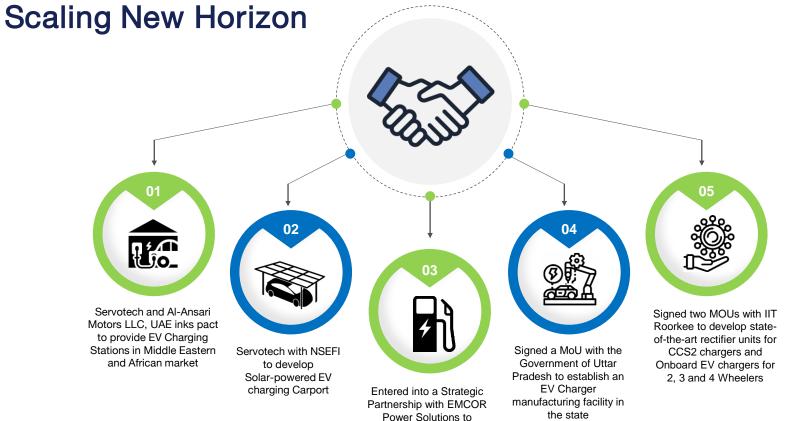
Governments subsidies and policies to promote local manufacturing of EV Components and sustainable energy resources

Rising urbanization and awareness of climatic change have led to increase in demand for cost-efficient products

Healthy traction in order pipeline in addition to a sizable order backlog







Revolutionize EV Charging Infrastructure in India



Corporate Updates

Implementation of SAP S/4 HANA Software

SPSL Achieved Record-Breaking SAP S/4HANA Implementation Time, Acknowledged by KPMG's Experts

SAP S4 HANA Grow is a cutting-edge enterprise resource planning (ERP) solution that empowers businesses to transform their operations and gain real-time insights for informed decision-making. This implementation reinforces SPSL's commitment to driving digital innovation in the company to remain ahead of competition.



SPSL filed Two Patents titled "System and Method for Controlling Load Shifting by Third Party" and "System and Method for Effective Energy Channelization from a Renewable Energy Source" for Energy Management Technologies

SPSL has filed these patents with an aim to facilitate grid service optimization through a battery energy storage system (BESS) and to effectively channel renewable energy into BESS for maximum value, enabling the transition to sustainable energy

SPSL divested its subsidiary, in which it held 63.5% equity stake, Techbec Global Solutions Pvt. Ltd. and incorporated a new subsidiary "Techbec Green Energy Pvt. Ltd." on 27th July, 2023.

Techbec Green Energy is engaged in the operations of manufacturing, trading, distribution, indenting, and acting as selling and purchasing agents of essential components for Electric Vehicle (EV) Chargers like Power modules, CCS 2 guns, Type 2 guns, Connectors, Control Cards, and PLC Modules along with Lithium-ion Batteries



Board approved a stock split in the ratio of 1:2, the record date set for the stock split is 28th July 2023

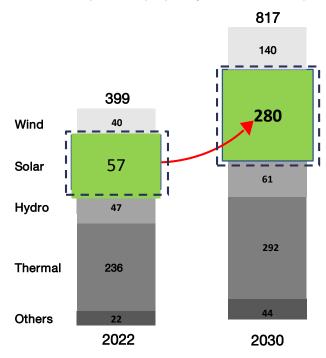


Industry Overview

SOLAR INDUSTRY

- 1. India ranks 4th in solar power installed capacity.
- 2. The solar power market share in India is expected to increase by \$240.42 Bn from 2021 to 2026, at a CAGR of 35.24%.
- 3. Solar installations in India has exhibited a remarkable compound annual growth rate (CAGR) of 29%
- 4. India currently boasts a solar installed capacity of **57 GW**
- 5. GOI has set an ambitious target of **achieving 280 GW** of solar capacity by **2030**, representing a fivefold increase in solar installed capacity over the next seven years. This is the **world's largest expansion plan in renewable energy**.

Target Solar Capacity for 2030 to result in huge market expansion (Capacity numbers in GW)



Source: Central Electricity Authority



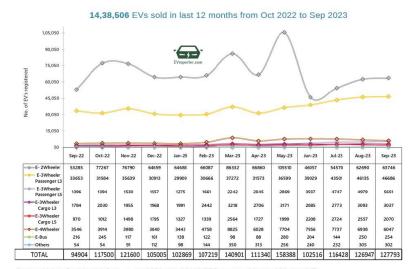
Industry Overview

EV CHARGERS

- 1. As of July, 2023, as many as 8,738 public EV charging stations are operational in India.
- 2. Govt. allocate **subsidies** of **INR 800 Cr** to set up **22,000 fast chargers** at various fuel pumps across India
- 3. The government has sanctioned **2,877** such charging stations across **68 cities in 25 states** and UTs.
- 4. In addition, 1,576 charging stations on nine expressways and 16 highways have also been sanctioned.
- 5. Projections indicate that fast-charging stations will witness a CAGR of over 40% by 2025.

EV SALES PENETRATION:

Category wise-Sales Trend from Sep 2022 to Sep 2023



Source: Vahan Dashboard. Data as per 1351 out of 1440 RTOs across 34 out of 36 state/UTs



Servotech is Contributing in Indian EV Charging Infrastructure

Servotech is Creating
Green Corridor for
Greener India with help
of Oil Marketing
Companies





New Product Developments - EV Charging Components



AC DC Modules



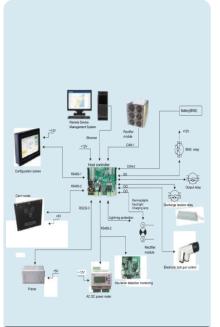


Charging Cables CCS2 & Type 2





Control Card



Backward Integration



New Product Developments

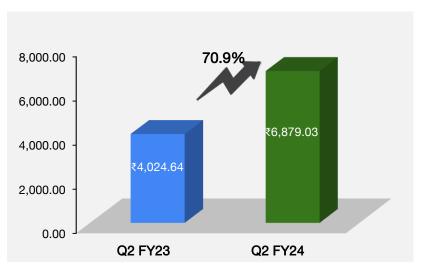
Solar Powered EV Charger CARPORT

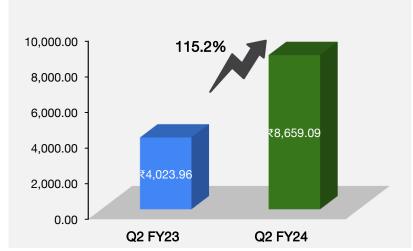
Empowering EVs with Sustainable Solar energy-Powered Charging Solutions





Net Sales



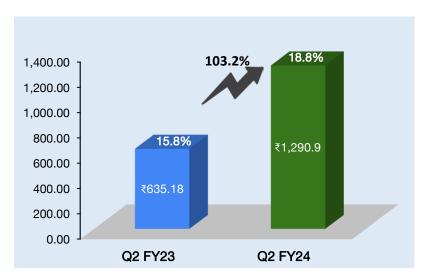


Standalone

Consolidated



Gross Profit





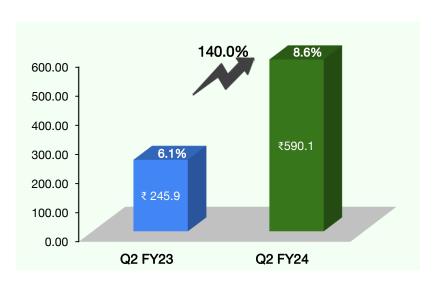
Standalone

Consolidated

Value in Lac's



EBITDA





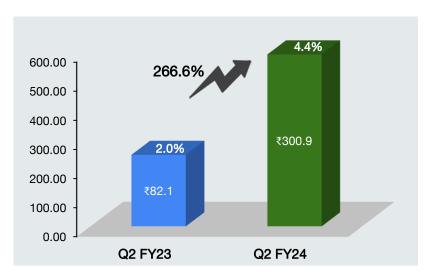
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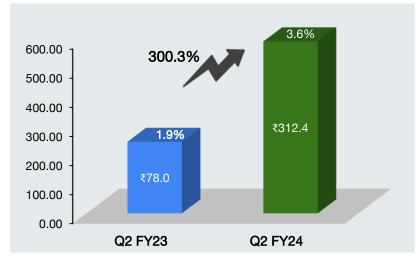
Consolidated

Value in Lac's



Profit After Tax



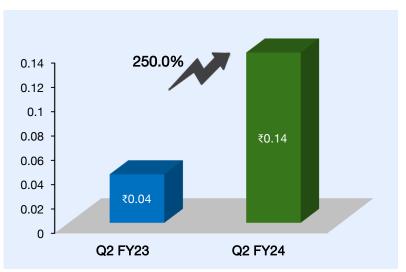


Standalone

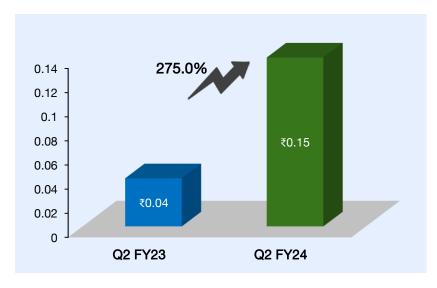
Consolidated



EPS







Consolidated



Consolidated Income Statement

Particulars (₹ in Lakhs)	Q2 FY24	Q2 FY23	YoY%	Q1 FY24	H1 FY24	H1 FY23	YoY%
Revenue from operations	8,592.94	4,016.07	113.9%	7,956.62	16,549.57	7,219.94	129.2%
Other income	66.15	7.89		24.73	90.88	10.54	
Total revenue	8,659.09	4,023.96	115.2%	7,981.35	16,640.44	7,230.48	130.1%
Total Expenses excluding Depreciation, Amortization & Finance Cost	8,062.08	3,783.46		7,268.46	15,330.52	6,851.62	
EBITDA	597.01	240.50	148.2%	712.89	1,309.92	378.86	245.8%
EBITDA Margin %	6.89%	5.98%		8.93%	7.87%	5.24%	
Depreciation & Amortization	72.55	73.41		70.86	143.41	116.01	
Finance Cost	107.49	62.78		92.88	200.37	111.01	
PBT before exceptional items	416.99	104.30		549.14	966.14	151.83	
Exceptional Items	0.00	0.00		0.00	0.00	0.00	
PBT	416.99	104.30		549.14	966.14	151.83	
Tax Expense	104.59	26.26		138.18	242.77	38.23	
PAT	312.41	78.04	300.3%	410.96	723.37	113.60	536.8%
PAT Margin %	3.60%	1.94%		5.15%	4.35%	1.57%	
Other comprehensive income	0.85	0.54		0.00	0.85	0.54	
Net PAT	313.26	78.58		410.96	724.22	114.14	
Diluted EPS	₹0.15	₹0.04		₹0.19	₹0.34	₹0.06	

Consolidated Financial Performance Comparison – Q2 FY24 v/s Q2 FY23

- Our revenue increased by 115.2% to ₹8,659.09 lakhs in Q2 FY24, compared to ₹4,023.96 lakhs in Q2 FY23. This growth was primarily on account of the following:
 - In the EV division, we witnessed strong demand for our EV chargers due to the rapid uptake and increased demand of electric vehicles and the increasing need for improved EV infrastructure
 - In the Solar division, we continued to gain traction for our products driven by increasing focus on adopting sustainable energy for energy needs
- EBITDA exhibited tremendous growth of 148.2% to ₹597.01 lakhs in Q2 FY24 from ₹240.50 lakhs in Q2 FY23, with margin expansion of 91 basis points, led by higher share of products having superior margins.
- PAT for Q2 FY24 stood at ₹312.41 lakhs, up from ₹78.04 lakhs in Q2 FY23, with margins increasing to 3.60% from 1.94% in the corresponding period.



Balance Sheet

Particulars (₹ in Lakhs)	30 th Sep'23	31 th Mar'23			
Assets					
PP&E	1,827.04	1,979.53			
Other Intangible Assets	58.15	15.63			
Capital Work In Progress	0.00	2.03			
Assets under Development	13.99	49.00			
Investment Property	326.93	218.93			
Investments	0.00	0.00			
Other Financial Assets	0.00	0.05			
Deferred Tax Assets (net)	22.55	20.96			
Other-Non Current Assets	899.82	1,140.05			
Trade Receivables	589.20	440.92			
Non-Current Assets	3,737.68	3,867.11			
Inventories	1,587.43	2,085.66			
Trade Receivables	8,901.97	8,556.07			
Cash & Cash Equivalents	32.59	1,194.93			
Other bank balances	1,006.75	430.31			
Other Financial Assets	0.00	92.02			
Other Current Assets	1,905.14	448.16			
Current Assets	13,433.89	12,807.15			
Total Assets	17,171.57	16,674.26			

Particulars (₹ in Lakhs)	30 th Sep'23	31 th Mar'23			
Equity & Liabilities					
Equity Share Capital	2,126.54	2,126.54			
Other Equity	6,805.57	6,090.68			
Shareholders Fund	8,932.11	8,217.22			
Borrowings	1,315.07	751.88			
Other Non-Current Liabilities	79.12	126.90			
Provisions	378.74	69.04			
Trade Payables	13.60	7.38			
Non-Current Liabilities	1,786.53	955.19			
Borrowings	3,419.49	3,478.50			
Trade Payables	2,275.14	2,350.31			
Other Financial Liabilities	0.00	447.98			
Other Current liabilities	497.78	821.05			
Provisions	260.52	404.02			
Current Liabilities	6,452.93	7,501.86			
Total Equity and Liabilities	17,171.57	16,674.26			





Management Comments on the Performance

Commenting on the performance of Q2 FY24, Mr. Raman Bhatia, the Managing Director of Servotech Power Systems Limited (SPSL) stated:

"We are elated to share our substantial contribution in promoting a more eco-friendly and sustainable future. Presently, we hold a significant market share in the EV charging sector, with ~3,600 chargers supplied across India in H1 FY24. Additionally, our recently signed MoU with the Uttar Pradesh government, entailing an initial investment of ~₹300 Crs, will enable us to establish an indigenous manufacturing facility capable of producing 10,000 EV DC chargers for the domestic and export market. This endeavor will foster a remarkable ecosystem for EV charging across the country.

Beyond our EV offerings, our solar products have garnered attention in the market. Centered on sustainable and renewable energy, we have effectively established more than 15 MW of solar power plants throughout India, distinguished by qualities such as easy installation, cost-efficiency, and dependability.

We are also happy to share that our recent strategic partnership with EMCOR Power Solutions to manufacture and install 30kW, 60kW, and even more powerful DC fast EV chargers across India will aid in accelerating nationwide adoption of EV.

Additionally, our objective extends beyond merely advancing EV charging infrastructure development; we are dedicated to establishing a prominent market presence and asserting leadership within the industry. To realize this ambition, we are prioritizing the expansion of our production capacity and the broadening of our product portfolio, which will position SPSL as the premier provider of EV chargers to OEMs. This strategic endeavor will enable us to effectively address the burgeoning demand in the EV market by delivering state-of-the-art charging solutions, ultimately cementing our position as the industry frontrunner in OEM service.

Our commitment to providing customer-centric solutions in the sustainable energy space remains steadfast. As we look ahead, we recognize substantial growth potential in the markets we serve, as evidenced by our robust order pipeline."



Business and Financial Outlook

EV CHARGER BUSINESS PLANS

A new EV plant with a manufacturing capacity of 6 lacs EV Chargers per year

To scale up the revenue from ₹240 Crs to ~₹1,200 Crs by 2025

Vision: To become 1 of top 3 EV Charger manufacturing company in India



LITHIUM BATTERY

Focus on scaling up the Lithium Battery Plant capacity from 50 MWh to 500MWh

To scale up the revenue from ₹85 Crs to ~₹850 Crs by 2027



SOLAR MICRO INVERTERS

To enhance and emphasize on In House Production of Solar Micro Inverters



SOLAR HYBRID INVERTERS

To prioritize and strengthen the in-house manufacturing of solar hybrid inverters



ON BOARD CHARGERS

We're gearing up to become a key OEM player in the onboard EV charger manufacturing industry





Media Coverages



















Exhibitions - India and Abroad



Servotech signs MoU with Uttar Pradesh Govt to Manufacture DC fast chargers



Servotech showcases its EV DC chargers range at EVIS 30 May 2023



Convergence Smart City Expo 2023



India Solar & EV Expo 2023 Lucknow



Auto Expo Motor Show 2023



po Motor Show 2023 REI Expo 2023



EV Expo 2023



Recognitions







Capital Market

CMP (As on 31 st October 2023)	₹78.45	
NSE Symbol	SERVOTECH	
Market Cap	₹1,667.21Cr	
52 Weeks High/Low	₹100.00	
52 Weeks Low	₹12.55	

Shareholding Pattern as of 30th Sep, 2023

Promoter Group	60.60%	
Public	29.98%	
FPI	9.42%	
Total	100.00%	

Servotech Price graph



Sourced from NSE



Our Manufacturing Plants





Existing: UNIT-1

Coming Soon: UNIT-2



Thank You

Ms. Rupinder Kaur Company Secretary Servotech Power Systems Limited

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