

# Milestone Celebration

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FY 2023-24



**A very warm welcome  
to all the  
shareholders on the  
Eve of Milestone  
Celebration 2023 !**



*Blessed By:*



**Mr. M.L. Bhatia & Mrs. Sudesh Bhatia**



## Why Servotech

Servotech committed for contributing to society by providing the best green energy and renewable products with 100% customer satisfaction, which helps in reducing global warming. Through business benefits, we provide the best plant and infrastructure to the employees for producing the best products; we also provide better mental and financial life to them and their families. Through profits, we fulfill our corporate social responsibility and satisfy shareholders through profit.

सर्वोटेक 100% ग्राहक संतुष्टि के साथ सर्वोत्तम हरित ऊर्जा और नवीकरणीय उत्पाद प्रदान करके समाज में योगदान देने के लिए प्रतिबद्ध है, जो ग्लोबल वार्मिंग को कम करने में मदद करता है। व्यावसायिक लाभों के माध्यम से, हम कर्मचारियों को सर्वोत्तम उत्पादों के उत्पादन के लिए सर्वोत्तम संयंत्र और बुनियादी ढांचा प्रदान करते हैं; हम उन्हें और उनके परिवारों को बेहतर मानसिक और आर्थिक जीवन भी प्रदान करते हैं। लाभ के माध्यम से हम अपनी कॉर्पोरेट सामाजिक जिम्मेदारी को पूरा करते हैं और लाभ के माध्यम से शेयरधारकों को संतुष्ट करते हैं।

# Journey

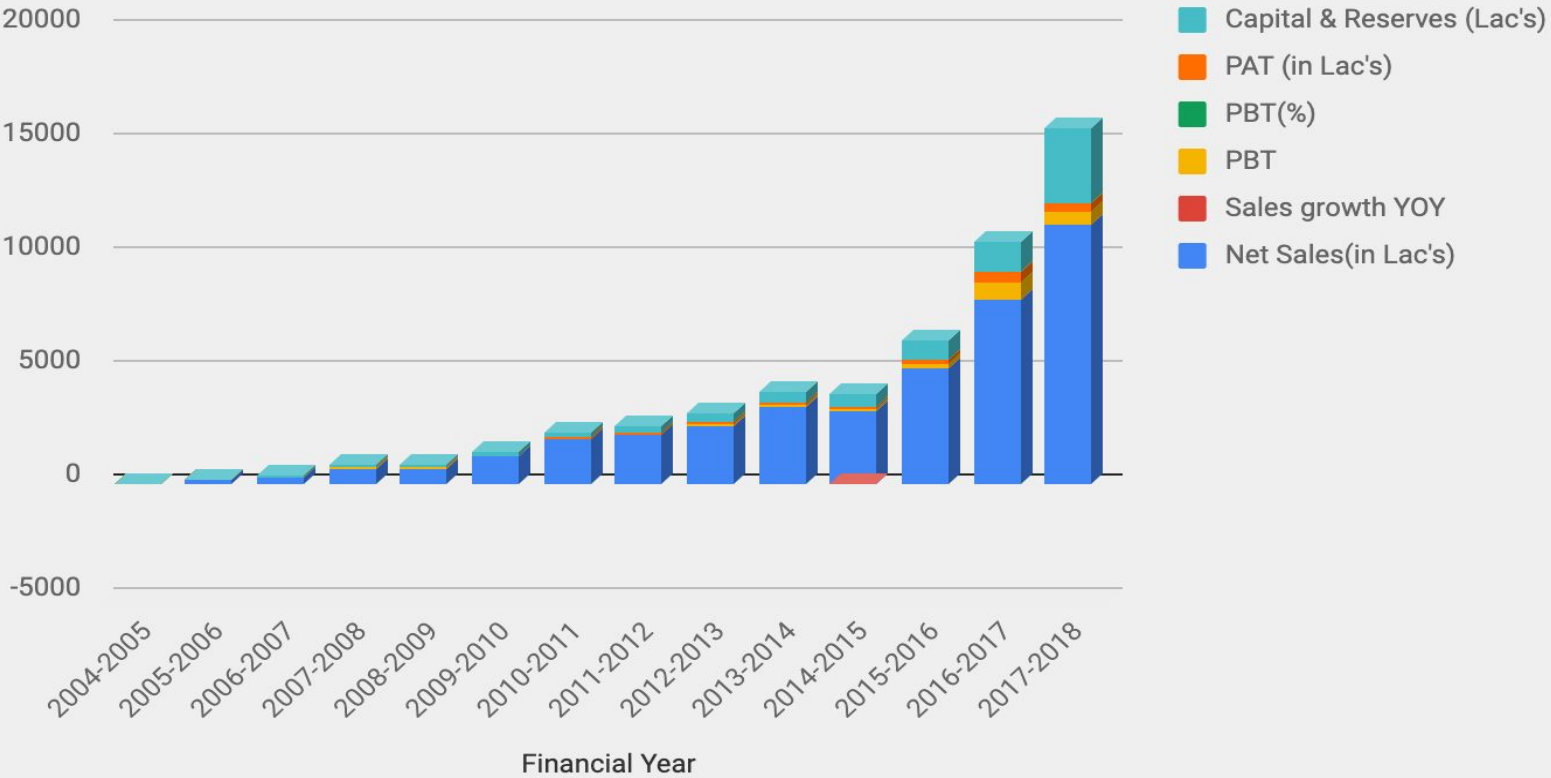


# Servotech Pre IPO



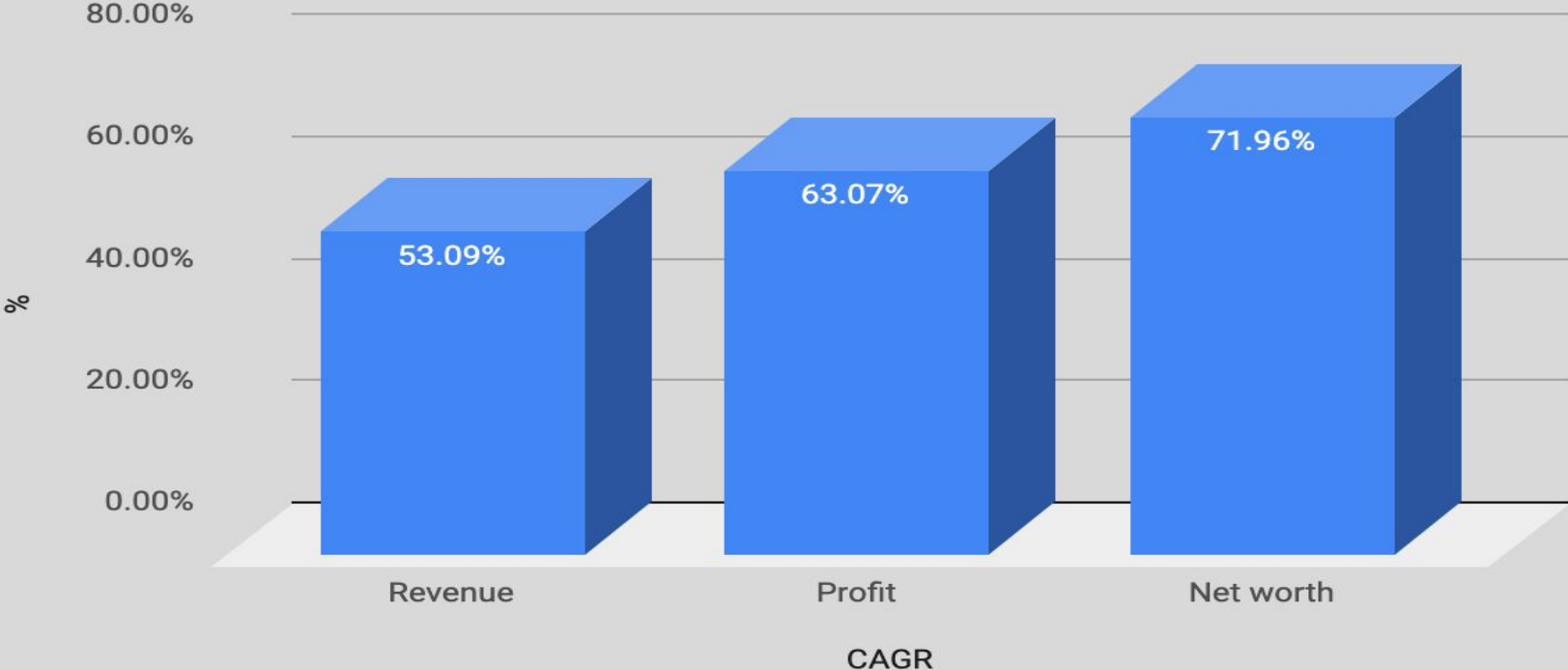
# Servotech Growth During FY: 2004 - 2017

Profit and Reserve Increase YOY



# Servotech Growth Rate FY 2004 - 2017

## Compound Annual Growth Rate FY 2004 - 2017



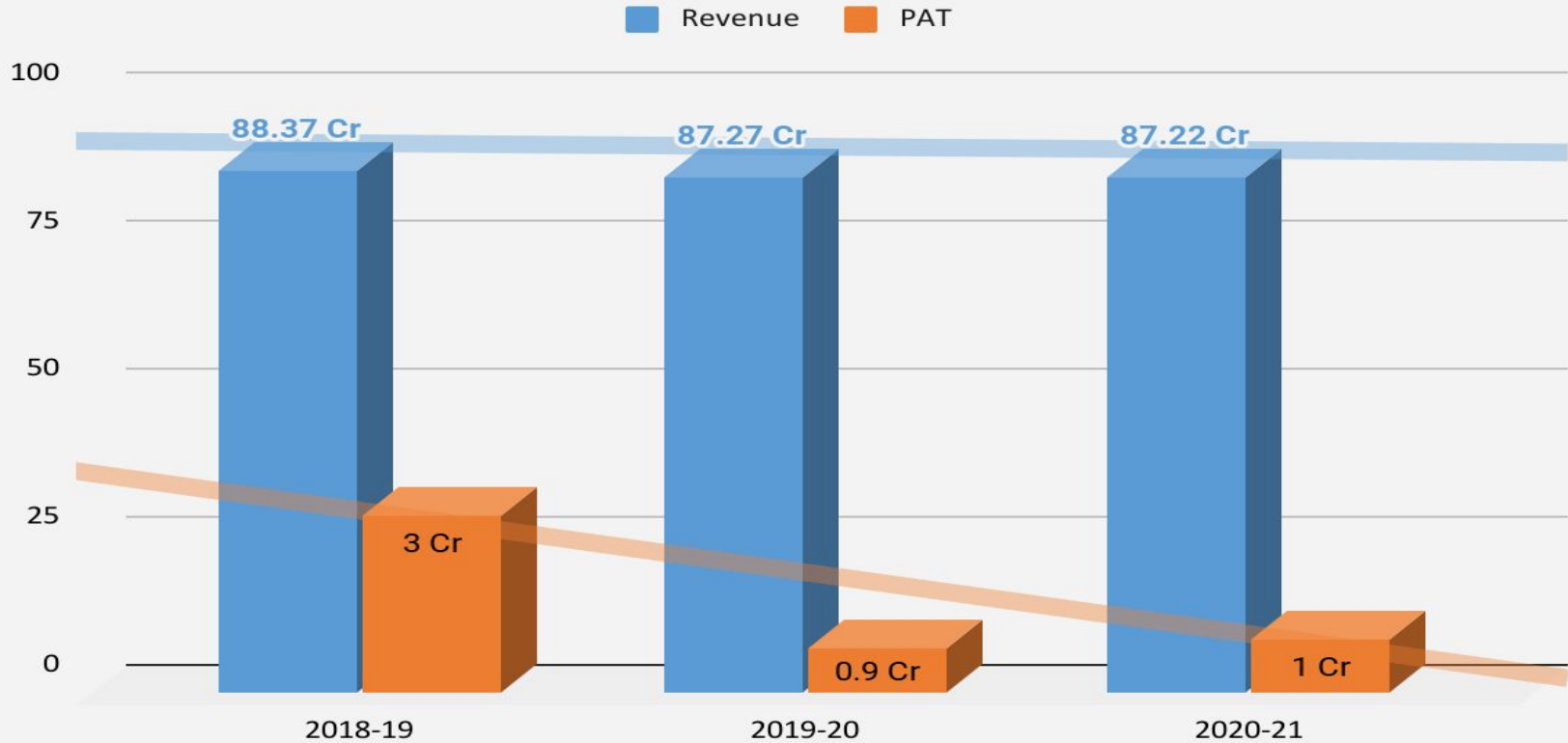




## Servotech Post IPO : 2018



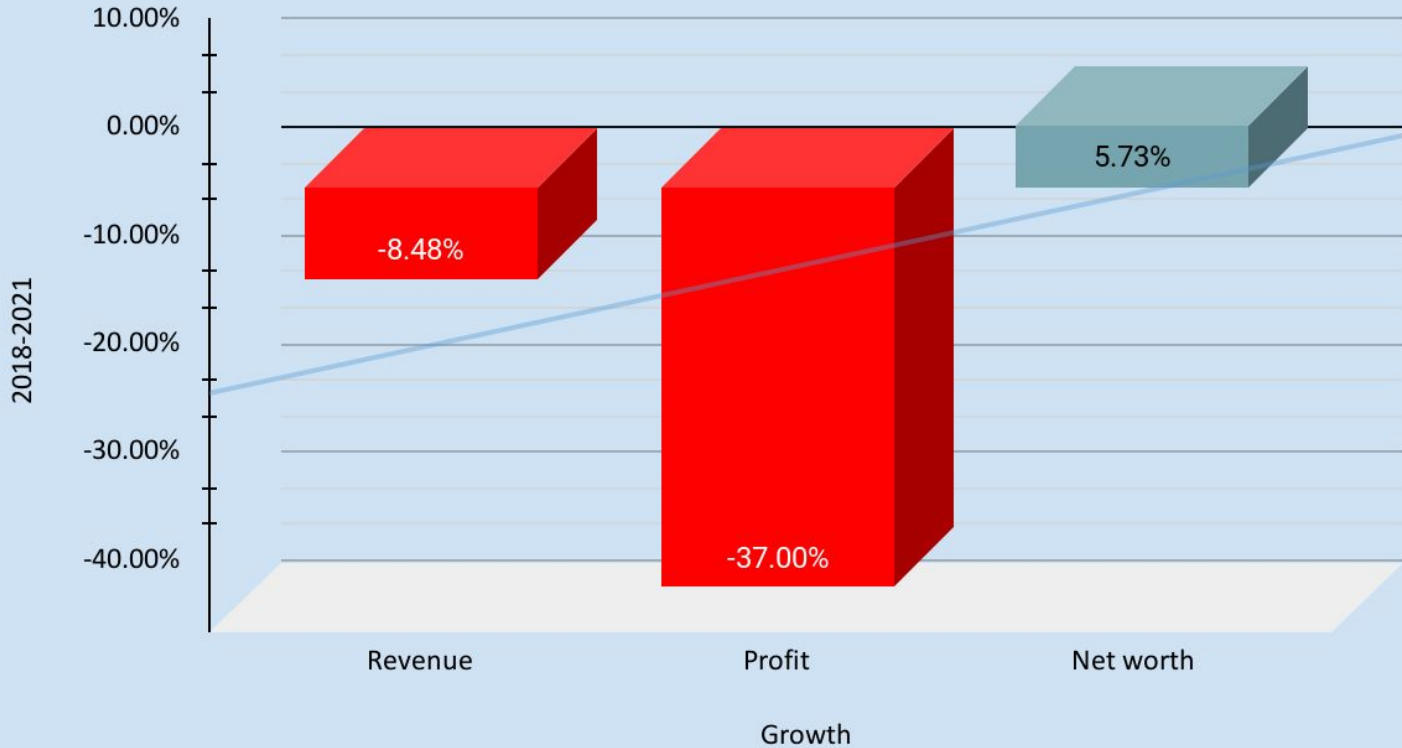
# Financial Highlights



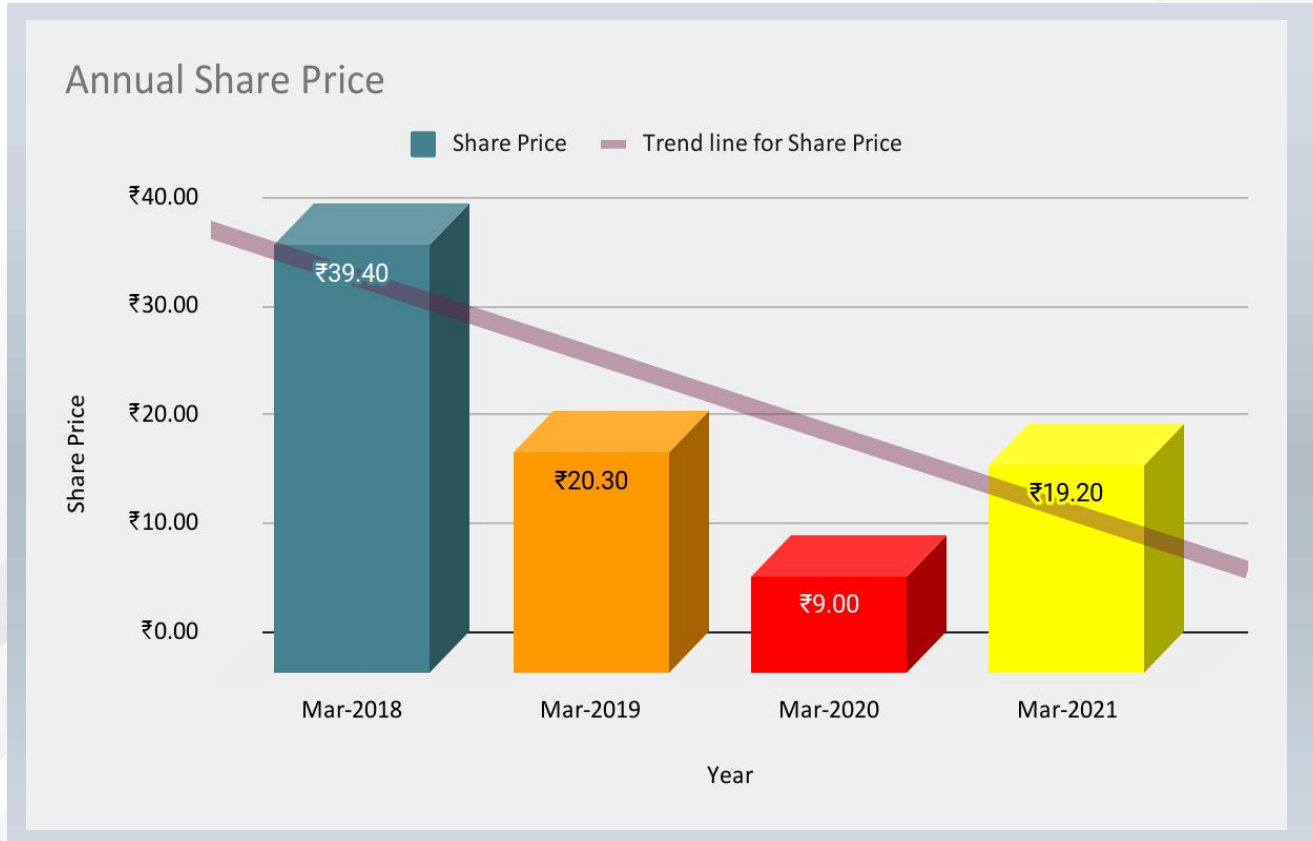
\*All figures are rounded off to the nearest

# Financial Highlights FY:2018-2021

## Compound Annual Growth Rate During FY: 2018-2021



# Share Price During 2018-2021



\*All figures are rounded off to the nearest



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**FY: 2021-22 Bounce Back Year**



# Innovative Approach

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FY 2021-2022



# 1. Start UVC During COVID & Recieved Grant by German Government for UVC Production

**Project Title:-** COVID-19 Response – UV-C lights for disinfection

**Contract No:-** Ko-AS-17/2020

**Contract Value:-** 11,95,000.00 Euro

**GIZ Contribution :-** 6,90,000.00 Euro

**Servotech Contribution:-** 5,05,000.00 Euro



Implemented by

**giz** Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH

**Client Name:-** GIZ

**Concern Person Name:-**

1. Ms. Kirsten Schmechta (Project Manager)
2. Ms. Nupur Sharma (Project Manager)
3. Mr. Joerg Gaebler (Project Leader)

**Project Duration:-** 01.10.2020 - 30.06.2022

**Contract Type:-** DPP implementation contract



**Partner Company Name:-** Servotech Power System Ltd

**Concern Person Name:-**

1. Mr. Raman Bhatia (Managing Director)
2. Ms. Sarika Bhatia (Whole time Director)

# Cont:-1

## कीटनाशक यूवीसी के लिए वोकल फॉर लोकल की ओर बढ़ाया कदम

दोनों कंपनियों ने यूवीसी कीटनाशक उत्पादों के निर्माण के लिए 30 सितंबर को एक समझौते पर हस्ताक्षर किए हैं



भारत सरकार के मंत्रियों के साथ

नई दिल्ली। सर्वोटेक इंडिया ने जोआइबेड जर्मन सरकार को उपरिस्वीत में एक सम्मेलन का आयोजन किया। सम्मेलन में उन्होंने अपनी हालिया परियोजना के बारे में बात की जहां एक परियोजना में जर्मन सरकार नई भारतीयों का

उत्पादन करने के लिए 1 मिलियन यूरो की लागत का अनुमान लगा रहा है। उन्होंने सम्मेलन में बताया कि दोनों कंपनियों ने यूवीसी कीटनाशक उत्पादों के निर्माण के लिए 30 सितंबर को एक समझौते पर हस्ताक्षर किए हैं। यह कदम वर्तमान परिदृश्य के बारे में सोच

कर और स्कोकल के लिए वोकल को बढ़ावा देने के लिए लिया गया है। परियोजना के बारे में बात करते हुए यह खुलसा किया गया है कि यह परियोजना साझेदारी 15 महीने के लिए होगी और इस विचार को लागू करने के लिए संयंत्र का आकार लगभग 80000 वर्ग फुट होगा।

रमन भटिया, एमडी, सर्वोटेक और जोआइबेड से, जर्मन राजदूत, वाल्टर डे लिंडनर ने सम्मेलन का नेतृत्व किया। सर्वोटेक पावर सिस्टम्स लिमिटेड, पुरासर्ह पर एक यूवीबेड कंपनी है और भारत में एलईडी लाइट्स और सौर उत्पादों के अग्रणी निर्माता हैं। हम 2004 से व्यवसाय में हैं और मुख्य रूप से भारत में उत्पादों को अपूर्ण करते हैं।

सर्वोटेक के मुख्य ग्राहक इंजनियरिंग ऑपल कॉर्पोरेशन, भारत पेट्रोलेमियम और जिला राज्य एजेंसियां हैं और एमएनआरई द्वारा प्रबंधित किया जाता है। यह व्यवसाय को दूसरे स्तर पर ले जाने में विश्वास करता है, वर्तमान डेटा कहता है कि भारत में एलईडी लाइटिंग उद्योग का अनुमान 2020 तक 92,000

करोड़ से अधिक है। यदि हम उद्योग का हिस्सा साझा करते हैं, यह महासंघार में एक बुंद से अधिक नहीं है। लेकिन सर्वोटेक को यूएसपी अलग है, वे अलग-अलग तरीकों के साथ उद्योग को सेवा करते हैं, वे प्रकारानुसार में अनुकूलित प्रकार समाधान के आलू वाजार को पूरा करते हैं। जब ग्राहकों को आपूर्तिकर्ताओं के लिए देखना होता है तो सर्वोटेक-इन-हाउस परीक्षण सुविधाएं इसे सबसे परसिडी विकल्प बनाती हैं। रमन भटिया, मैनेजिंग डायरेक्टर, सर्वोटेक ने कहा कि सर्वोटेक पावर सिस्टम्स एलईडी लाइट्स और सौर प्रोडक्ट्स को एक अग्रणी निर्माता कंपनी है और हम इस उद्योग में बहुत प्रयासों और दृढ़ कोसल के साथ काम करते हैं।

## German Government joined hands with Servotech India to promote Vocal for Local, revealed in a confer

Delhi: 11.Nov. Servotech India organized a Conference in presence of GIZ German Ambassador, Walter J. Lindner led the conference. Servotech Power Systems Ltd is a Listing Company on NSE and leading Manufacturer of LED Lights and Solar Products in India. Servotech has been in business since 2004 and have supplied products mainly into India. Servotech's main customers are Indian Oil Corporation, Bharat Petroleum and District State Agencies and managed by MNRE. It believes in taking the business to another level, the current data says that the LED Lighting industry in India is estimated at more than 92,000 Crores by 2020. If we go by the size of industry, Servotech's share is not more than that of a drop in the ocean. But Servotech's USP is different, they serve the industry with different flavour, and Mr. Raman Bhatia, MD, Servotech



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देश - विश्व - राजनीति - राजधानी - ज्योटीजन - सेक - डिआ - टेकनोलॉजी - अद्यय - लाइफ स्टायल - करीब - सद्यय कर्त

Home - टेकनोलॉजी - सर्वोटेक इंडिया ने मिलिया जर्मन सरकार से हाथ, वोकल फॉर लोकल की ओर एक कदम



टेकनोलॉजी

## सर्वोटेक इंडिया ने मिलिया जर्मन सरकार से हाथ, वोकल फॉर लोकल की ओर एक कदम

By Dilip Dastak - Last updated Nov 12, 2020

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12 नवंबर को, सर्वोटेक इंडिया ने GIZ (जर्मन सरकार) की उपस्थिति में एक सम्मेलन का आयोजन किया। सम्मेलन में उन्होंने अपनी हालिया परियोजना के बारे में बात की जहां एक परियोजना में जर्मन सरकार नई भारतीयों का आयोजन किया। सम्मेलन में उन्होंने अपनी हालिया परियोजना के बारे में बात की जहां एक परियोजना में जर्मन सरकार नई भारतीयों का आयोजन किया। सम्मेलन में उन्होंने अपनी हालिया परियोजना के बारे में बात की जहां एक परियोजना में जर्मन सरकार नई भारतीयों का आयोजन किया।

सर्वोटेक पावर सिस्टम्स लिमिटेड, पुरासर्ह पर एक यूवीबेड कंपनी है और भारत में एलईडी लाइट्स और सौर उत्पादों के अग्रणी निर्माता हैं। हम 2004 से व्यवसाय में हैं और मुख्य रूप से भारत में उत्पादों को अपूर्ण करते हैं। हम 2004 से व्यवसाय में हैं और मुख्य रूप से भारत में उत्पादों को अपूर्ण करते हैं। हम 2004 से व्यवसाय में हैं और मुख्य रूप से भारत में उत्पादों को अपूर्ण करते हैं। हम 2004 से व्यवसाय में हैं और मुख्य रूप से भारत में उत्पादों को अपूर्ण करते हैं।

भारत में नौडिया को संसोधित किया और ग्राहक जि, "GIZ (जर्मन सरकार) से अधिक नौडिया का उत्पादन करने और वर्तमान संसाधन वाजार में बढ़ने के लिए Servotech India के साथ हाथ मिलाया है। इस साझेदारी के साथ, हमारा मुख्य UVC डिस्इन्फेकेंट उत्पाद का निर्माण करना है। इस परियोजना के बारे में खुश और उत्साहित हैं। इस सर्वोटेक पावर सिस्टम्स लिमिटेड के साथ काम करने और कुन नू कीर्तिलयन सशक्ति करने के लिए उत्सव है।

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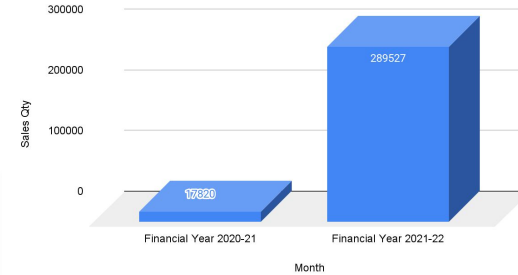
Share Facebook Twitter Google+ Reddit 60



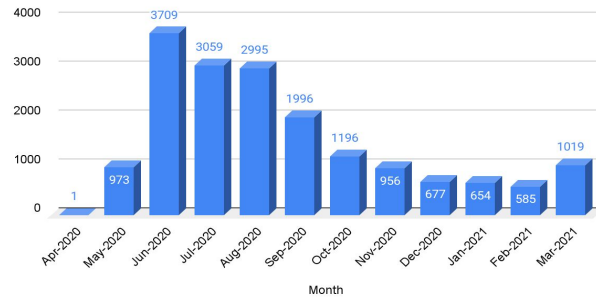
# UV-C Sales Qty in Financial Year 2020-2022

S/N	Description	Sales Qty
1	Financial Year 2020-21	17820
2	Financial Year 2021-22	289527

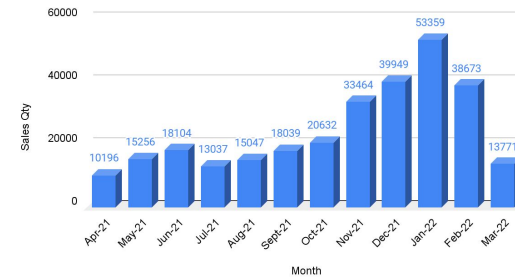
Comparison Between FY 2020-21 and FY 2021-22



Month Wise Sales:- 2020-21



Month Wise Sales:- 2021-22



# facebook

## 1.2 Digital Expansion



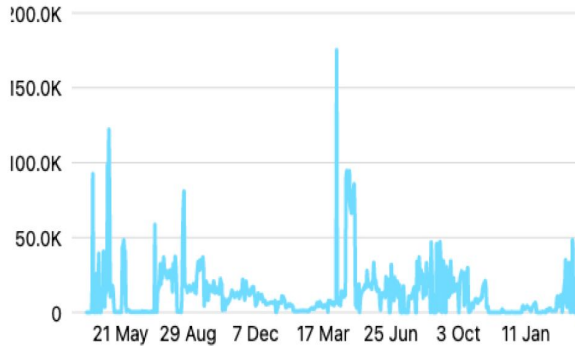
Instagram



### Reach

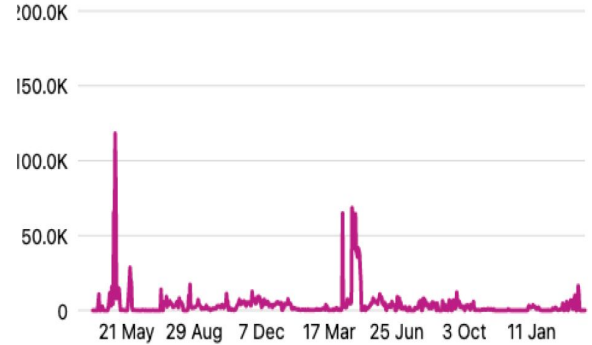
Facebook Page reach ⓘ

4,305,044



Instagram reach ⓘ

1,635,393



Cont:-1

## 2. Launched ServPort in Collaboration of GIZ



## 2. PV Port Installations in Akshardham Temple Delhi & Gandhinagar

Servotech Installed lot of PV PORT systems in different part of the country and out of that most prestigious locations are Akshardham Mandir Delhi & Gandhinagar



### 3. Installed Delhi's 1st Urban Solar Microgrid System

Servotech Installed Delhi's 1st microgrid system in **Shivalik BSES** consists of 100 KWp solar and 466 kWh Lithium Ion Battery Energy Storage System (BESS)

The microgrid (Solar + Battery) system is set up under the **Indo-German Solar Partnership Project (IGSEP)**. The system is capable of ensuring continuous supply from solar and stored battery energy saving from any outages, said a spokesperson of power discom BSES.



## 4. Supply & Installation of Solar Systems for UPNEDA

We are working towards major projects of Ongrid 4000Kw and Offgrid 440Kw across Uttar Pradesh.

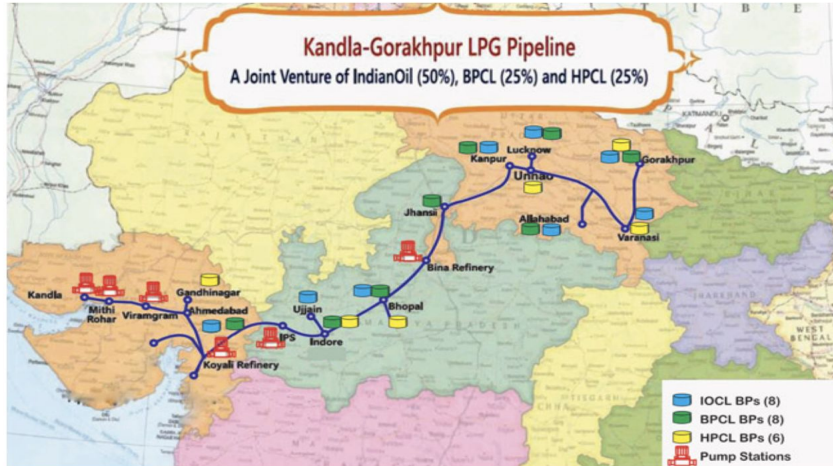


# 5. IHB Limited Gas Pipeline Solar Project

Servotech is currently engaged in the process of 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, on a project put together by key stakeholders such as Indian Oil, Bharat Petroleum, and Hindustan Petroleum.



## KGPL Map



SERVOTEC POWER SYSTEMS LIMITED  
Plot No. 357 Sector 56, HSIIDC Industrial Area, Kundli  
131028 Sonapat  
e-mail: sarika78@servotechindia.com  
Tele: 9810020754  
GSTIN: 06AAICS5470K1Z2  
PAN: AAICS5470K

Your vendor number with us  
10000355

Please deliver to:  
Delivery Location - Kanpur (IOCL)  
Kanpur  
GSTIN: 09AAFCI3422A1Z3

**IHB Limited**  
(Formerly known as IHB Private Limited)  
6<sup>th</sup> Floor, Indian Oil Bhawan, A-1, Sector-1,  
Udyog Marg, Noida - 201301  
Email: [ihbvttd@gmail.com](mailto:ihbvttd@gmail.com), [info@ihbl.in](mailto:info@ihbl.in)  
Phone: 0120-2448844, 2448888



Purchase Order Number/ Date  
**450000146 / 12.04.2021**  
PO Value: INR 68,279,072.00  
(Rs. SIX CRORE EIGHTY-TWO LAC  
SEVENTY-NINE THOUSAND SEVENTY-TWO ONLY  
(Excluding Taxes))

DELIVERY DATE: Day 11.07.2022

## 6. Launched Subsidiary for Medical Devices

Launched ReBreathe, a subsidiary focused on making quality oxygen concentrators and medical-grade devices available for the masses, helping India mitigate the oxygen crisis during COVID-19.



Making Life-Critical Medical  
Equipment Accessible





## 7. Launched Solar monitoring device and tested in EUREF Campus Berlin

### Servotech tests solar monitoring device along with PV Port in Germany

Servotech has successfully tested its ComPort solar monitoring device with the PV Po portable PV system at the EUREF-Campus in Berlin.

JUNE 21, 2022 UMA GUPTA

MODULES & UPSTREAM MANUFACTURING RESIDENTIAL PV TECHNOLOGY AND R&D INDIA



Image: Servotech

Energy News / Latest Energy News / Renewable

### Servotech develops solar performance monitoring device

*Servotech Power Systems has developed a first-of-its-kind solar performance monitoring and controlling device in association with the German development agency Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ), the company said in a statement.*

PTI • June 20, 2022, 16:50 IST



New Delhi: [Servotech Power Systems](#) on Monday announced that it has developed a solar performance monitoring and controlling device called ComPort. The device will identify defects, issue notifications, diagnose issues and suggest O&M (operation and maintenance) tasks.

[Servotech](#) Power Systems has developed a first-of-its-kind solar performance monitoring and controlling device in association with the German development agency Deutsche Gesellschaft für [Internationale Zusammenarbeit GmbH](#) (GIZ), the company said in a statement.

According to the statement, this device -- dubbed as ComPort -- has been successfully tested with the portable solar system PV port at the EUREF-Campu:

Manufacturing Today

SECTORS PEOPLE PRODUCTS & SUPPLIERS EVENTS ▾ LISTS EM

Home > Sectors > ServoTech, in association with GIZ, completes the testing of ComPort with the portable solar system PV Port in Berlin

SECTORS

### ServoTech, in association with GIZ, completes the testing of ComPort with the portable solar system PV Port in Berlin

Successfully Tests Solar System Performance Monitoring Device along with PV Port in EUREF Campus, Germany.

by Staff Writer | June 21, 2022 SHARE



(L-R) Berthold Breid, MD RENA AG; Joerg Gaebler, Principal Advisor, GIZ; Raman Bhatia, MD, Servotech Power Systems at EUREF Campus, Berlin.

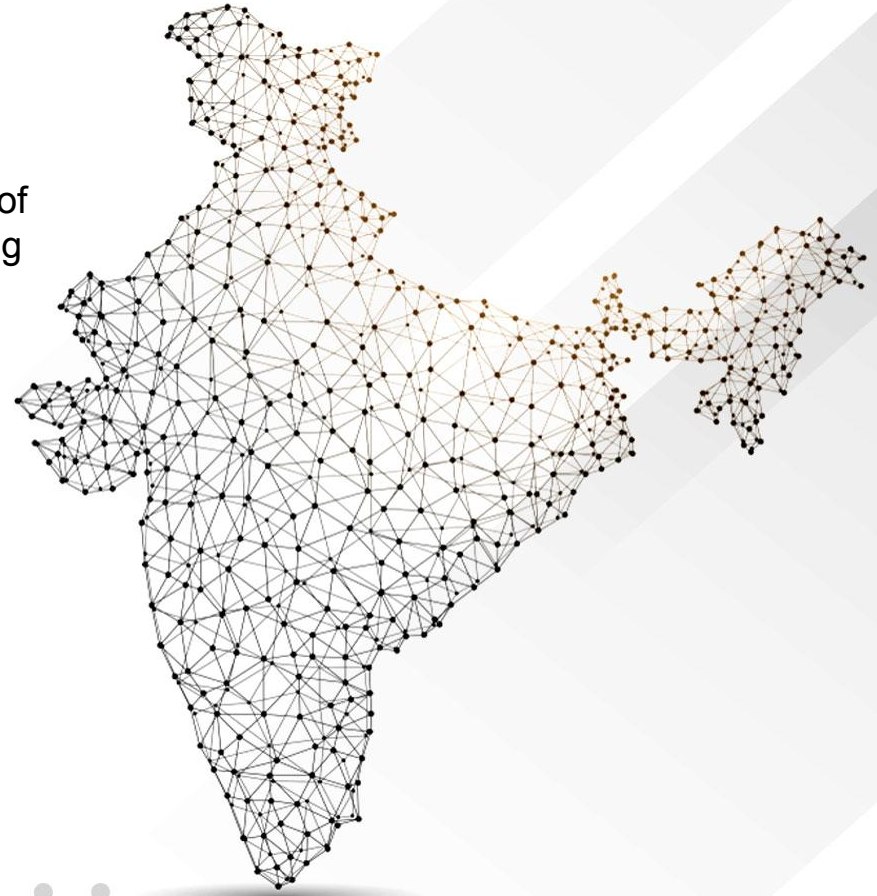
## 8. Key Partnerships

- ▶ Partner with **LESSzwei GmbH** as Tech support and European partners
- ▶ 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

# A Nationwide Presence

With a strong existence across 21+ Indian States, Servotech acts as a catalyst of national repute, complementing and strengthening the concerted efforts of achieving the net-zero emissions ambitions and providing a range of solutions to build a sustainable future.

1. Andhra Pradesh
2. Assam
3. Bihar
4. Chattisgarh
5. Delhi
6. Gujarat
7. Haryana
8. Himachal Pradesh
9. Jammu & Kashmir
10. Jharkhand
11. Karnataka
12. Kerala
13. Maharashtra
14. Madhya Pradesh
15. Odisha
16. Punjab
17. Rajasthan
18. Tamil Nadu
19. Telangana
20. Uttarakhand
21. Uttar Pradesh
22. West Bengal



# 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 Servo Control 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. 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.



## Dr. Rajesh Mohan Rai Director & Chief Human Resource Officer

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**".



## Ms Priya Pandey Company Secretary

an Associate Member of the Institute of Company Secretaries of India and is also Commerce Graduate. She possesses over 8 years of post-qualification experience in the fields of Corporate Laws, listing agreement, handling compliances including but not limited to exposures on Public Issues, Preferential Allotments, Warrants, Migration into Main Board, Takeover of Listed & unlisted companies, Mergers and De-mergers of Listed and Unlisted Companies, Auditing etc.

# Product Categories 2022



### Solar Solutions

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

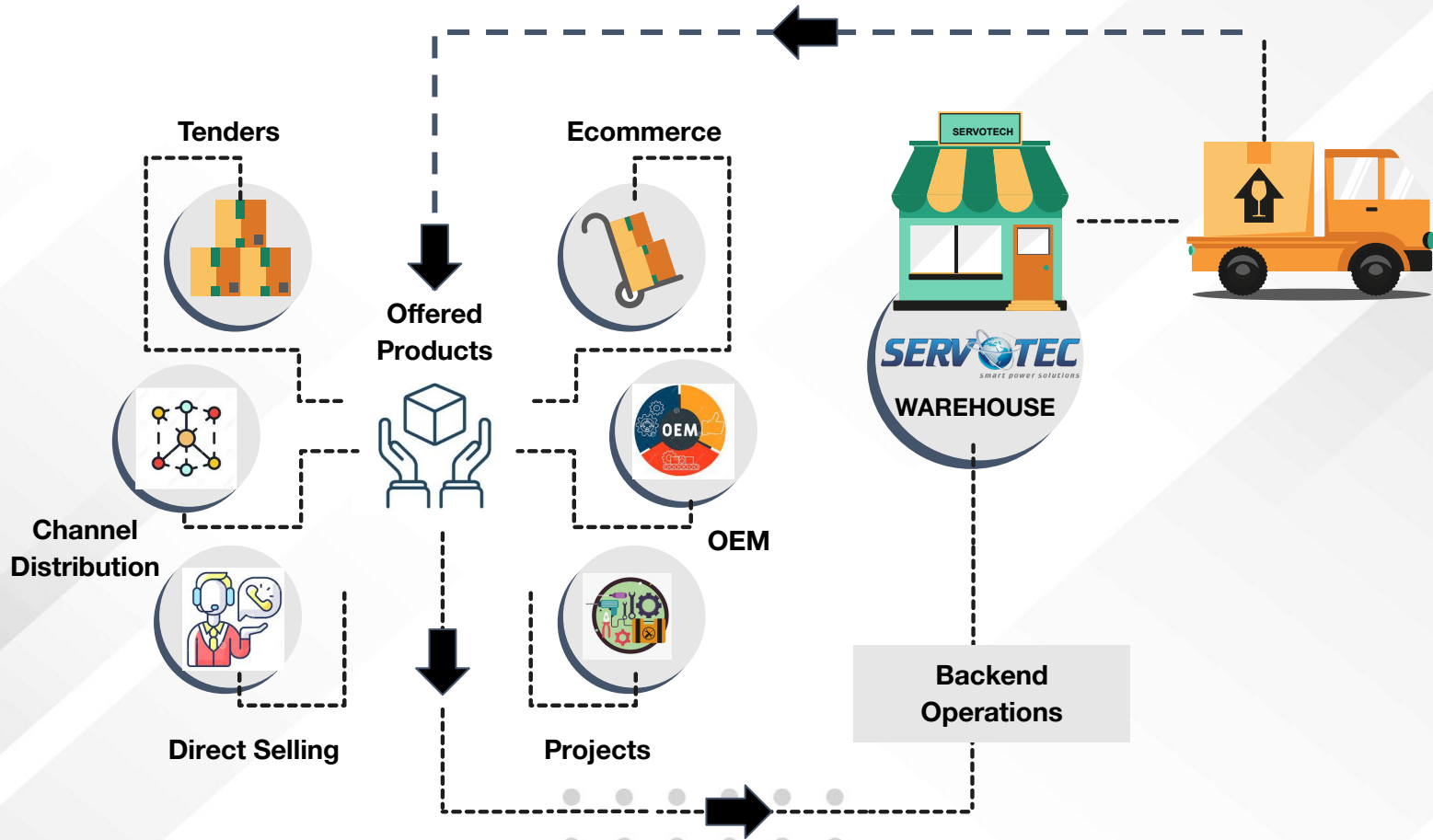
Servotech is more than a lighting company; we are dedicated to raising awareness about renewable energy and the worldwide green push. We offer high-end LED lighting for all purposes.



### 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.

# Sales Touch Points



# In the Spotlight



**London EV Show  
2022**



**RE+ USA 2022**



**Franchise India 2022**



**InterSolar The SmarterE 2022**



**EV State Summit Delhi 2022**

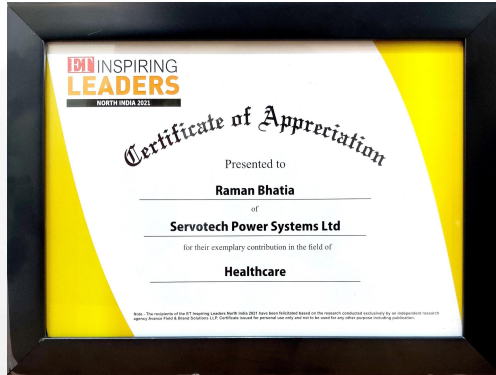


**Green Vehicle Expo Bengaluru  
2022**



**Auto Expo Motor Show 2023**

# Awards and Recognition during FY:2022



**ET Inspiring Leaders 2022**



**Business Leadership Award  
EV Charger  
Manufacturing**



**EV-Tech Award  
EV Charging Company  
of the Year**



# Media Coverages

**Servotech bags 1.8 MW off-grid solar project from UPNEDA**

"Solar and EV Charging solutions Servotech Power Systems Ltd has been awarded a Letter of Intent (LoI) by Uttar Pradesh New & Renewable Energy Development Agency (UPNEDA) for a major 1.8 MW off-grid solar project, installing solar-powered modules of different capacities across the state," a company statement said.

PTI - September 27, 2022, 07:16:16 PT

New Delhi: Clean energy solutions provider Servotech Power Systems said it has bagged a 1.8 MW off-grid solar project worth Rs 30 crore from the Uttar Pradesh New and Renewable Energy Development Agency (UPNEDA). The project will see Servotech perform key responsibilities such as undertaking engineering and rate contracts for designing, manufacturing, supply, erection, testing and commissioning of off-grid solar plants throughout Uttar Pradesh.

**Servotech sets up Techbec Industries to make batteries, allied activities**

Servotech Power Systems said it has incorporated a subsidiary, Techbec Industries Ltd, for manufacturing batteries, particularly lithium-ion batteries, and other allied activities.

**Topic:** Power Sector | Lithium battery | electricity sector

Press Trust of India | New Delhi  
Last Updated on September 16, 2022 14:55:07

**सर्वोटेक पावर सिस्टम्स को उत्तर प्रदेश में मिला 4.1 मेगावॉट क्षमता की सौर परियोजनाओं का ठेका**

शिकास्केस्टाएच आईएनक एनटीवी पीडब्ल्यू ने जॉटो-जयसोड हुज है। इसे चम्पारनराज्यम कोम की टीम ने एनडिटी नहीं मिया है।

Updated: 5 Sept 2022, 3:21 pm

नयी दिल्ली, पांच सितंबर (भाषा) नवीकरणीय ऊर्जा परियोजनाओं के विकास से जुड़ी सर्वोटेक पावर सिस्टम्स को उत्तर प्रदेश नवीएन नवीकरणीय ऊर्जा विकास एजेंसी (यूपीएनईडीए) से छत पर 4.1 मेगावॉट क्षमता की सौर बिजली परियोजनाएँ लगाने के लिये ठेका मिला है। यूपीएनईडीए राज्य में सौर ऊर्जा योजनाओं के क्रियान्वयन की मोडल एनटीवी है। सर्वोटेक पावर सिस्टम्स ने सोमवार को बयान में कहा, "उसे यूपीएनईडीए से छत पर लगानी जाने वाली सौर बिजली संबंध परियोजना का ठेका मिला है। फिड से जुड़ी 4.1 मेगावॉट क्षमता की ये परियोजनाएँ पूरे राज्य में लगानी जाएँगी।" परियोजना का कुल अनुबंध मूल्य 23.50 करोड़ है।

**Battery energy storage in 2022**

Battery energy storage, solid-state batteries, second-life batteries, emission-free lithium-ion, smart inverters, and cloud-based battery management systems were the key trends in battery energy storage during the year.

DECEMBER 15, 2022 09:00:00 UTC

**Servotech sets up Techbec Industries to make batteries, allied activities**

Servotech Power Systems said it has incorporated a subsidiary, Techbec Industries Ltd, for manufacturing batteries, particularly lithium-ion batteries, and other allied activities.

**ALSO READ**

Bharat Petroleum has bagged a Rs 46.2 crore order from Bharat Petroleum Corporation Ltd (BPCL) for supplying and installing a series of EV Chargers at different locations across the country in the next four months. The project to supply and install 800 units of DC fast EV Chargers has already been initiated from Patiala and is expected to be completed by March 31, 2023.

**Servotech inks pact with National Solar Energy Federation of India (NSEFI) to install solar-powered EV-charging carport**

The company said, this innovative project will accelerate bringing green mobility alternatives in the state and develop a climate-resilient, carbon-neutral transportation ecosystem to support the adoption of electric vehicles.

Updated on: 2022-09-08 pm

**Servotech Power Systems bags Rs 46 crore order from BPCL**

The project to supply and install 800 units of DC fast EV Chargers has already been initiated from Patiala and is expected to be completed by March 31, 2023, a company statement said.

Updated November 4, 2022 13:37 pm

Servotech Power Systems has bagged a Rs 46.2 crore order from Bharat Petroleum Corporation Ltd (BPCL) for supplying and installing a series of EV Chargers at different locations across the country in the next four months. The project to supply and install 800 units of DC fast EV Chargers has already been initiated from Patiala and is expected to be completed by March 31, 2023.

**SARIKA BHATIA**  
Senior Editor, EV  
Servotech Power Systems Ltd

Servotech offers both AC and DC EV charging alternatives, suitable for a variety of applications.

Updated November 4, 2022 13:37 pm

# Production & Testing Facility



**Assembly Line**



**PCB Assembling**



**QC Testing**



**Sub Assembly Line**



Semi Automatic Printer



Fully Automatic Printer



Pick and Place



Reflow Oven



Wave Soldering

**SMT Line (PCB Mfg.)**

# Testing Equipment - AC & DC Chargers



Water Test  
IP54 & IP65

AC Charger Simulator

DC Load Bank

Surge Tester

Humidity Chamber

DC Simulator

AC Load Bank

Dust Chamber

Thermal Chamber

Deep Freezer

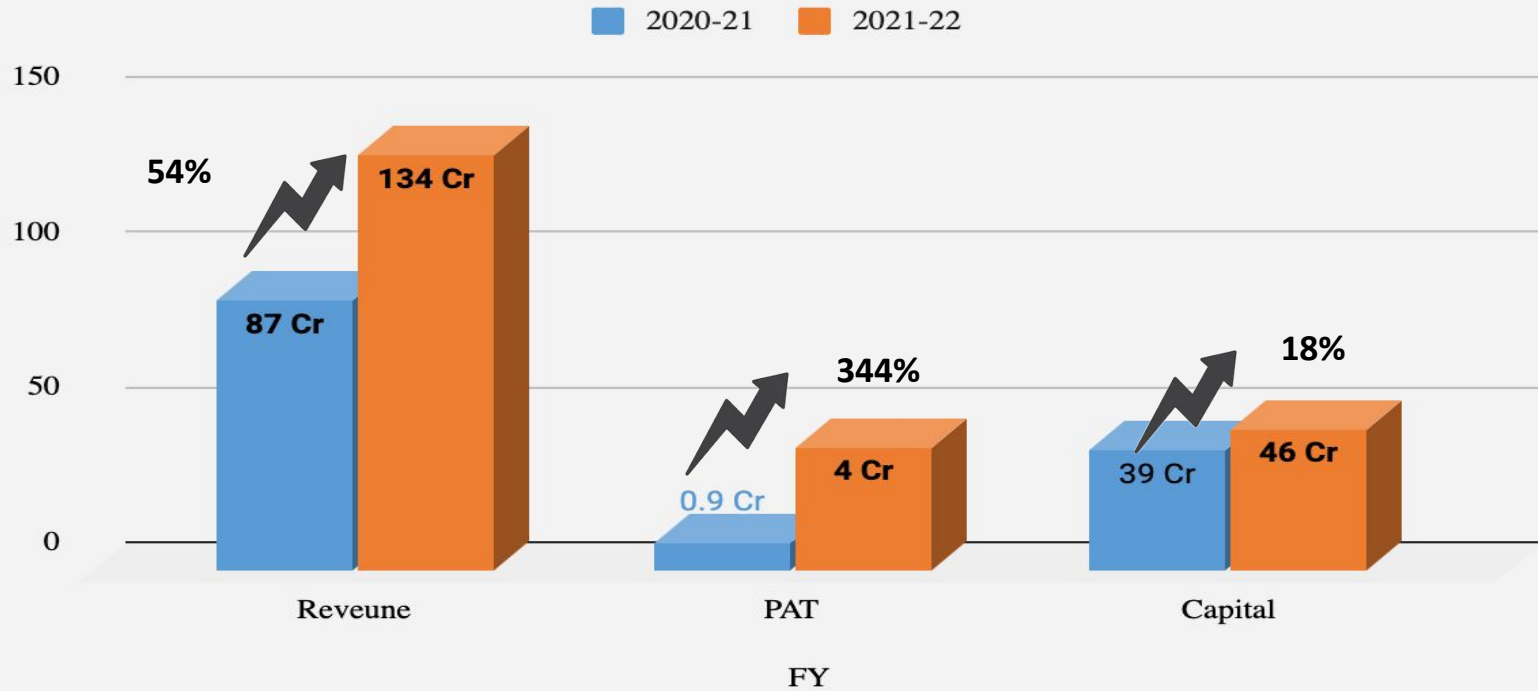
# Financial Highlights

FY 2021-2022



# Financial Highlights

2020-21 Vs 2021-22



## Parameters Improvement During 2021-22

Parameters	2021	2022	Change
Debtor Days	212	70	↓
Inventory Days	75	40	↓
Days Payable	115	33	↓
Cash Conversion Cycle	172	77	↓
Working Capital Days	175	72	↓
ROCE %	7%	12%	↑

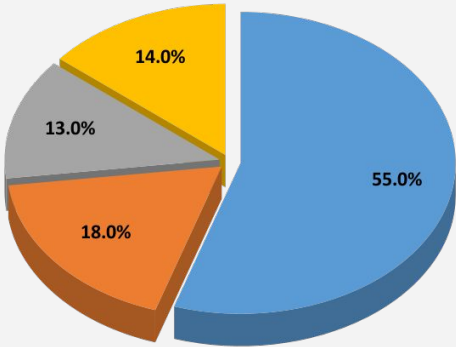
# Financial Highlights

## FY 2020 - 21 vs FY 2021-22

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

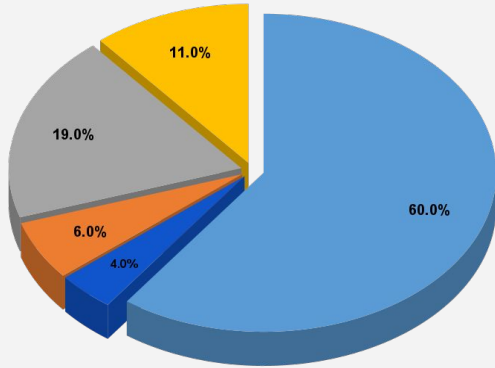
# Operational Highlights

### Revenue Product Wise 2021



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

### Revenue Product Wise 2022

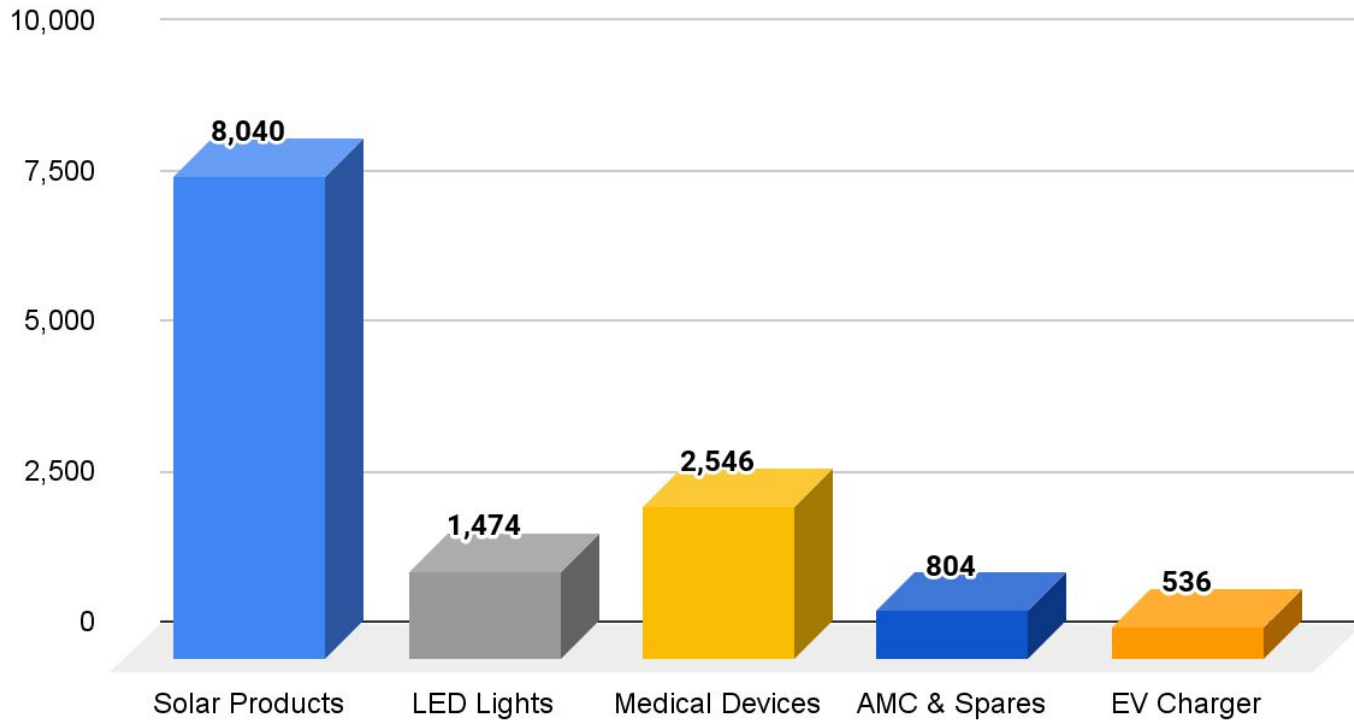


● Solar Products 
 ● EV Chargers 
 ● LED Lights 
 ● Medical devices 
 ● AMC & Spares



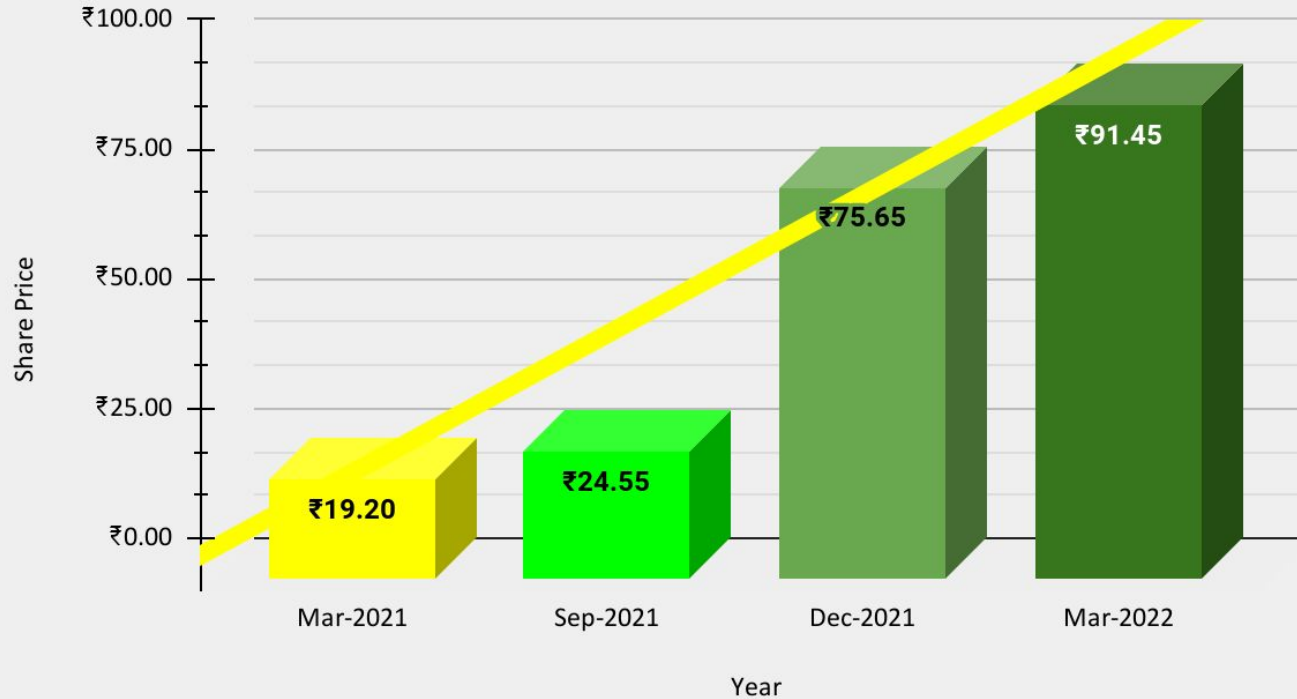
# Financial Highlights

## Revenue Product Wise YoY (Value in Lacs)



# Financial Highlights

## Quarterly Share Price Movement



# Launched EV Chargers



## SQUAD DC Charger



DC 15/20 kW



DC 30 kW



DC 30 kW



DC 60 kW

## SPARK AC Charger



AC 3.3 kW



AC 7 kW



AC 10 kW



AC 14 kW



## EV Chargers Recognition

- Our EV Chargers are approved by **MG Motors.**
- Testing under process with **TATA Motors**



# OnGoing Projects - EV Chargers to BPCL



# Production & Testing Facility



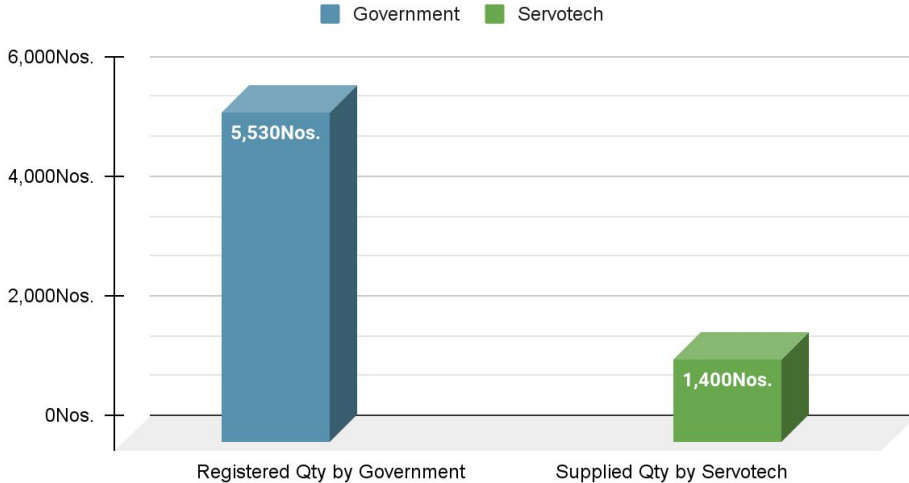
**Assembly Stations**



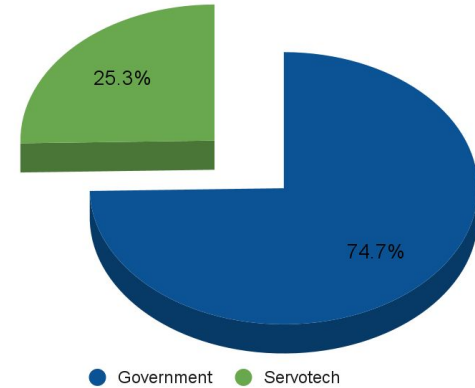
**DC Simulation Testing**

# Servotech Contribution to the Indian EV Charging Station Market

## Contribution of SERVOTECH towards EV Charging



## Contribution of SERVOTECH towards EV Charging



**Indian Government registered more than 18 Lakh EVs and 5,151 EV Charging Stations across the country in 2022 out of which SERVOTECH has contributed approx. 25% towards the emerging EV stations i.e. 1400 Nos.**

[charger installed till dec 2022](#)

# Adoption of SAP S/4 HANA

- Servotech has taken a step towards adapting SAP S/4 HANA - a game changer towards our consistent growth.

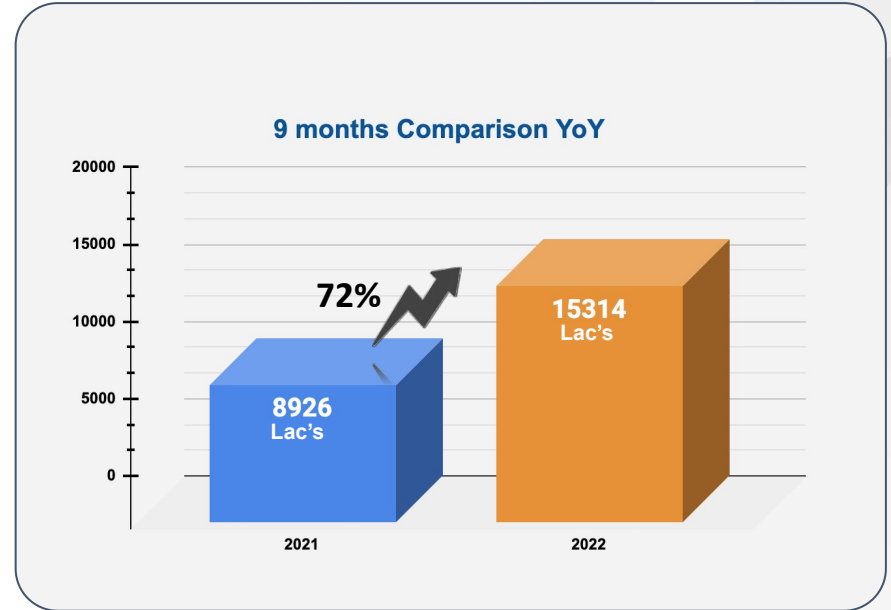
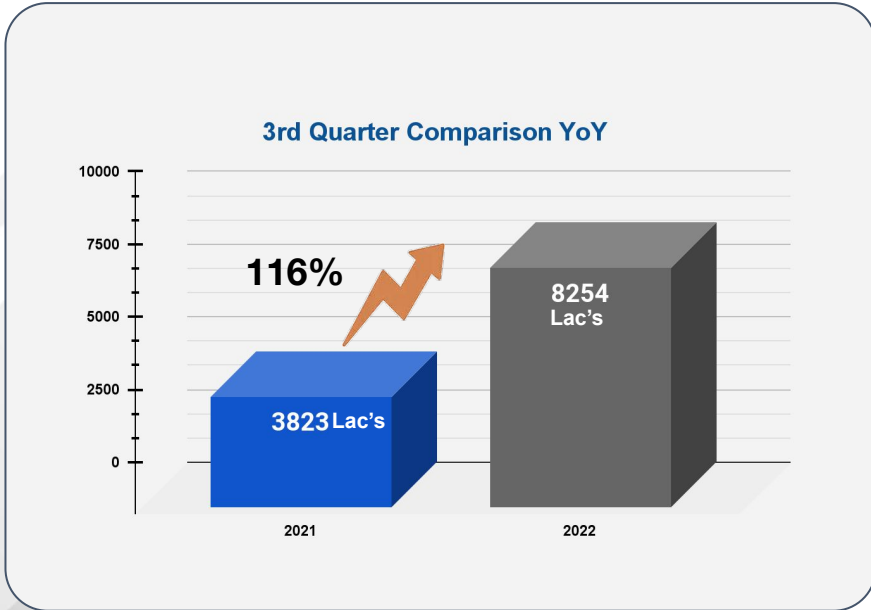


- The Deployment of SAP solutions will surely bring significant improvement in our business performance.



# Financial Highlights

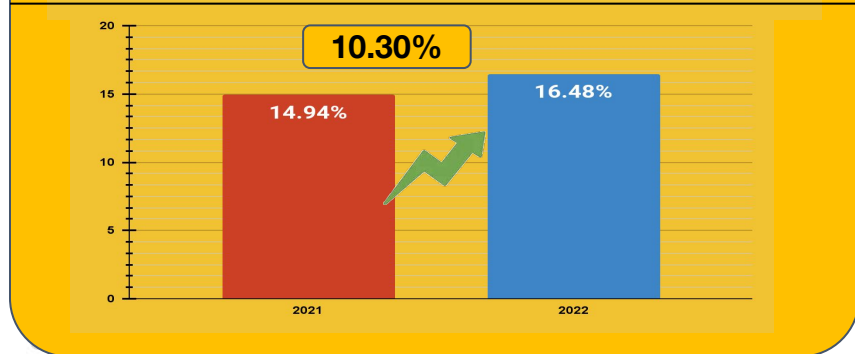
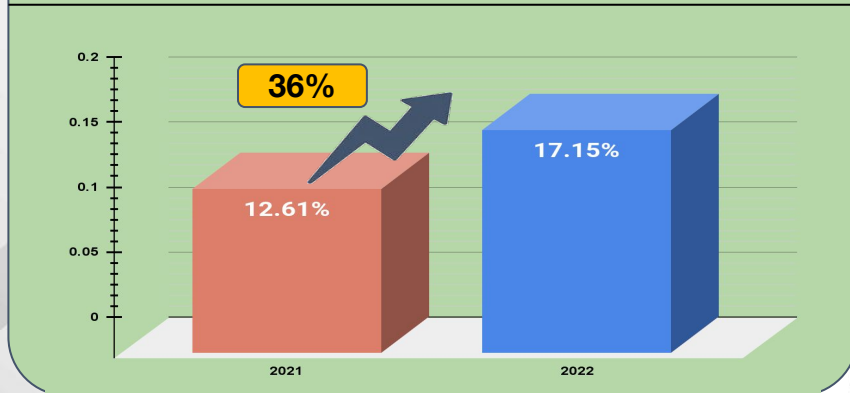
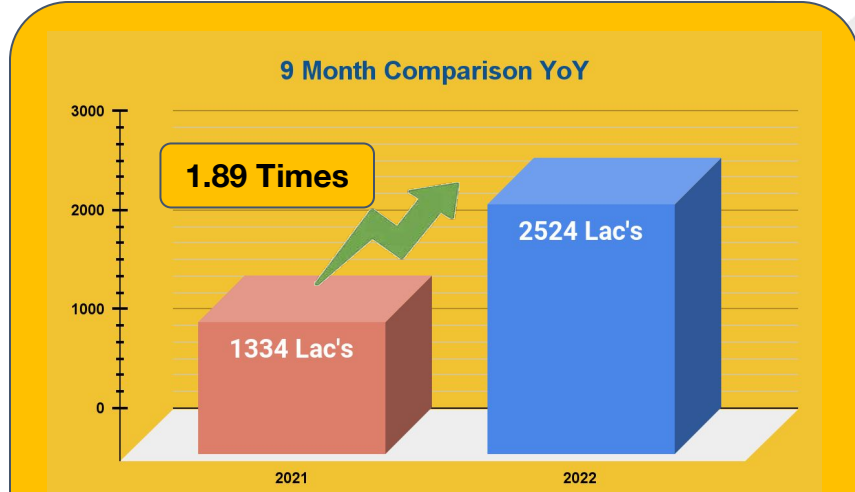
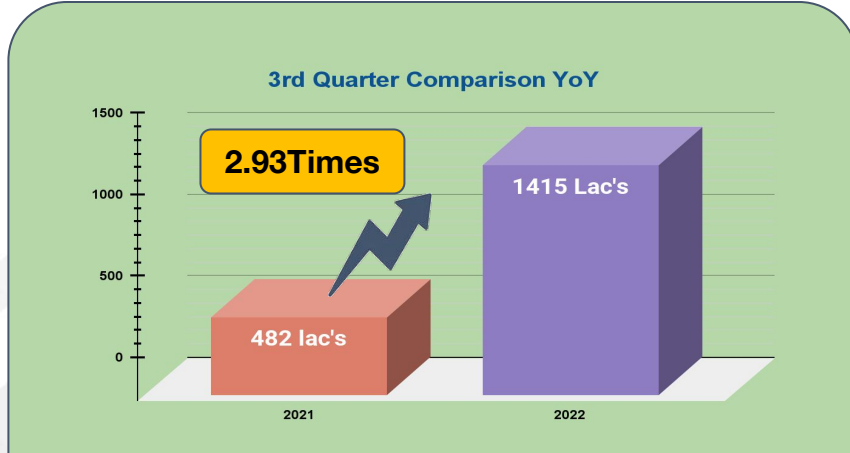
## Revenue



\*All figures are rounded off to the nearest

# Financial Highlights

## Gross Profit

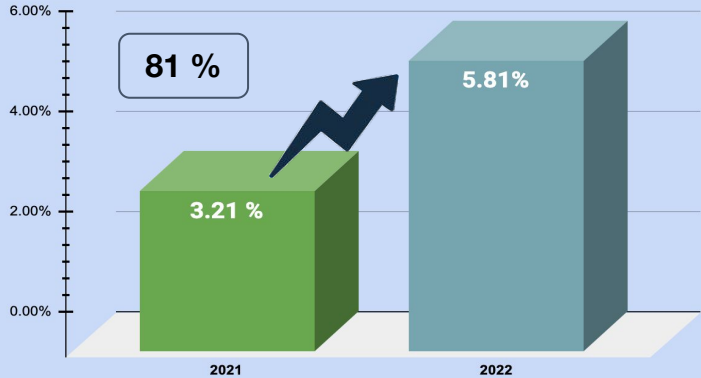
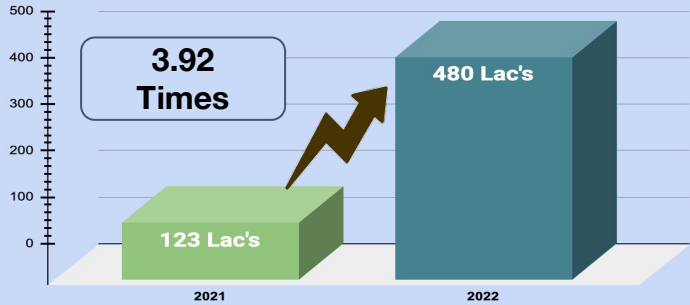


\*All figures are rounded off to the nearest

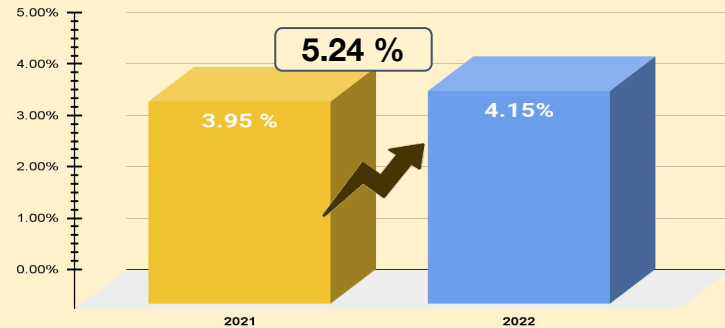
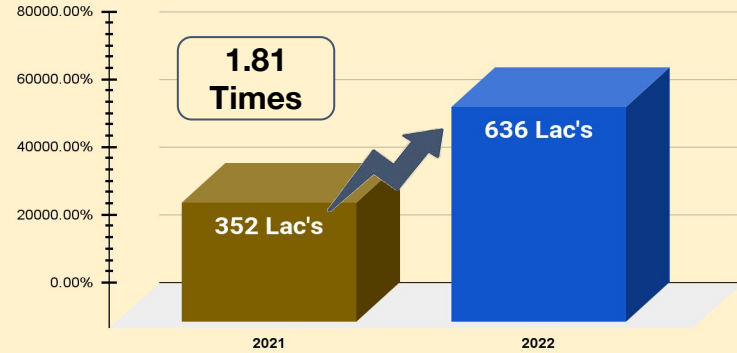
# Financial Highlights

## Profit Before Tax

3rd Quarter Comparison YoY

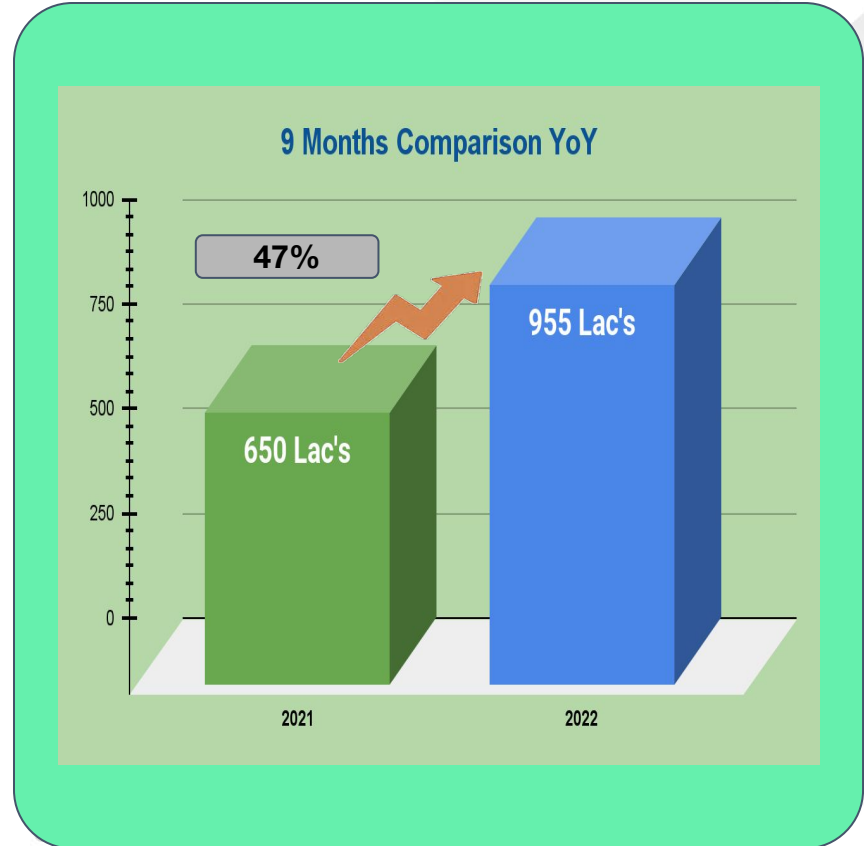
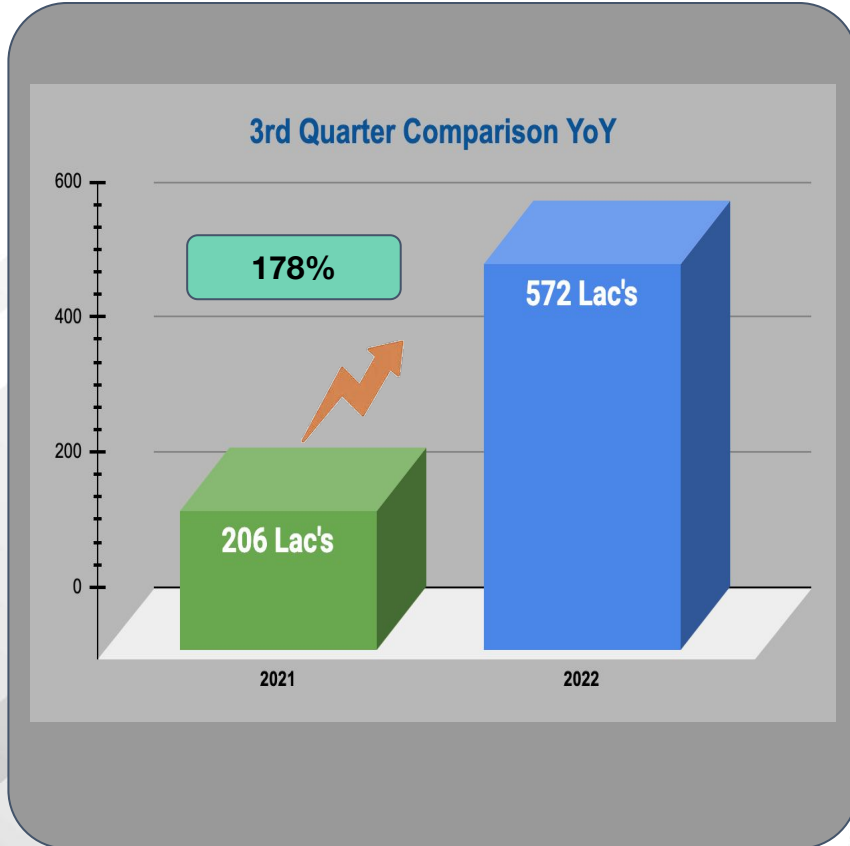


9 Months Comparison YoY



# Financial Highlights

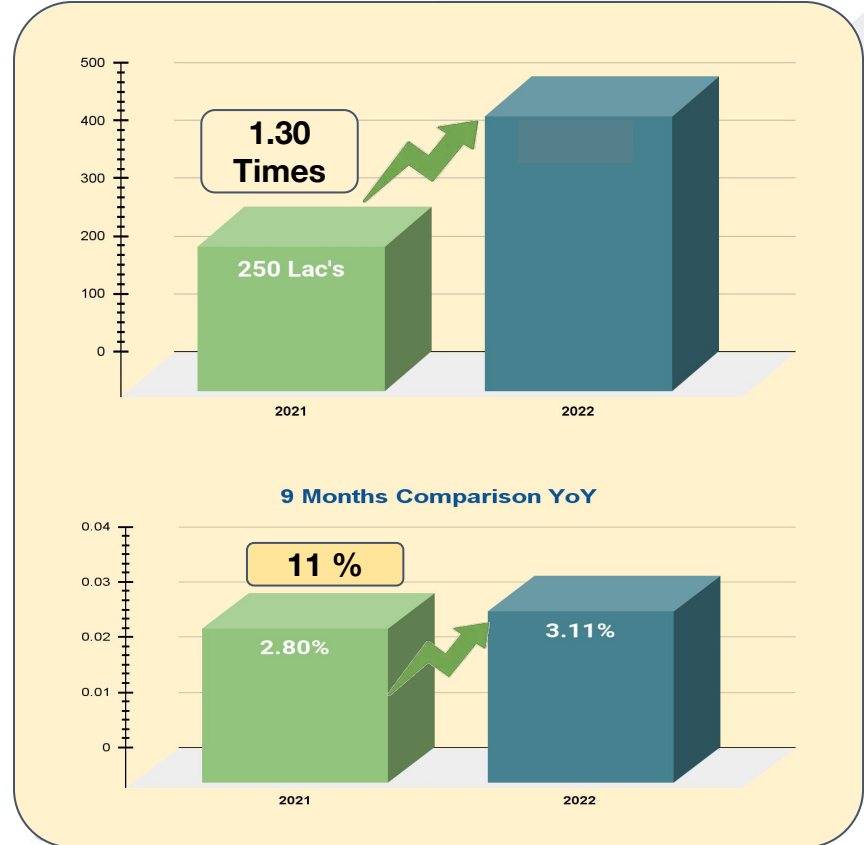
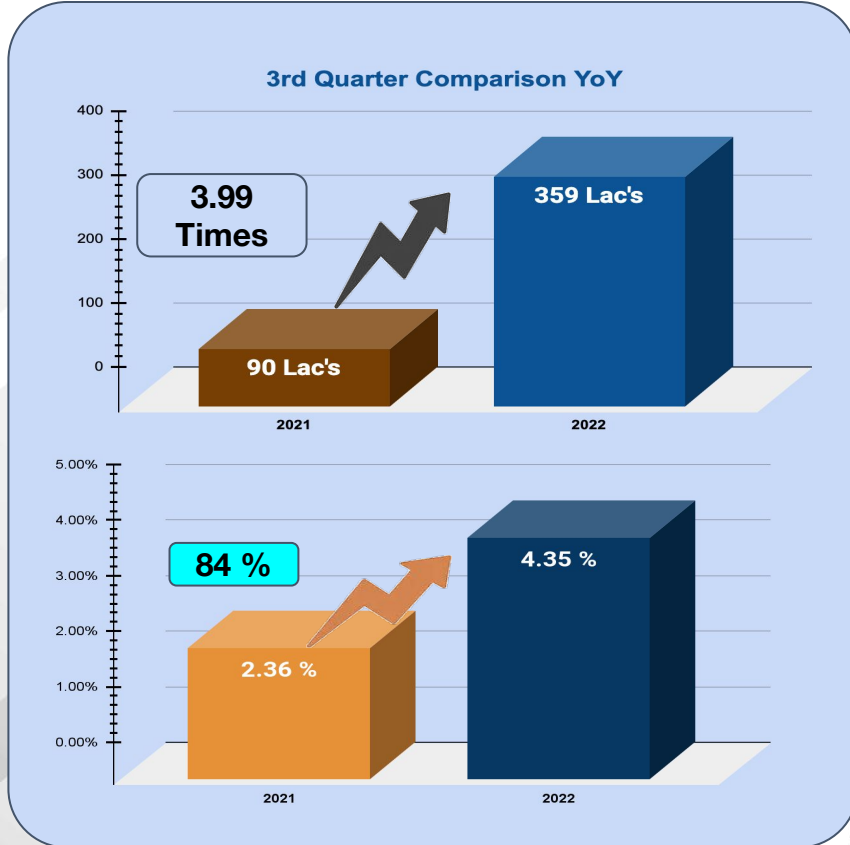
## EBIDTA



\*All figures are rounded off to the nearest

# Financial Highlights

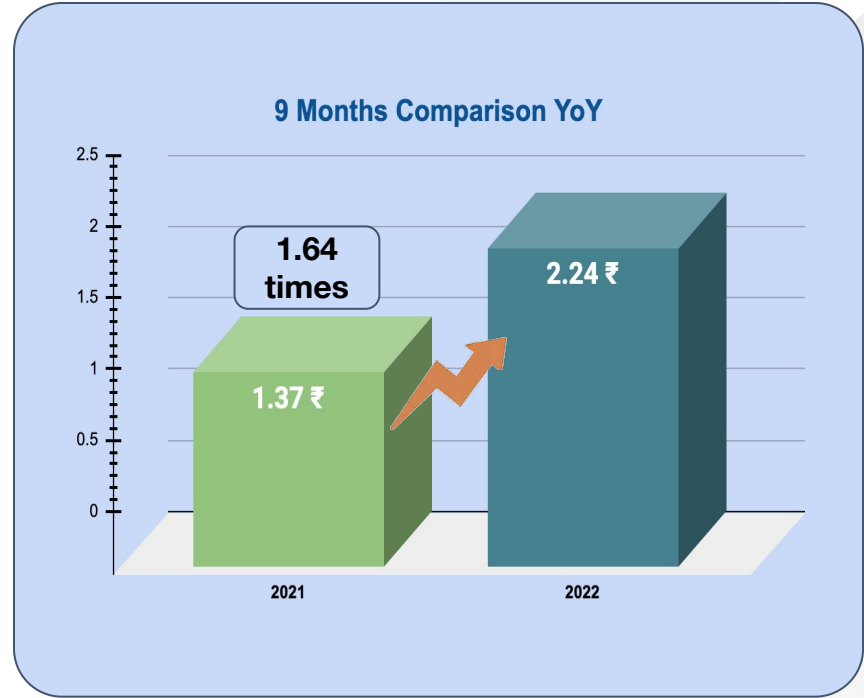
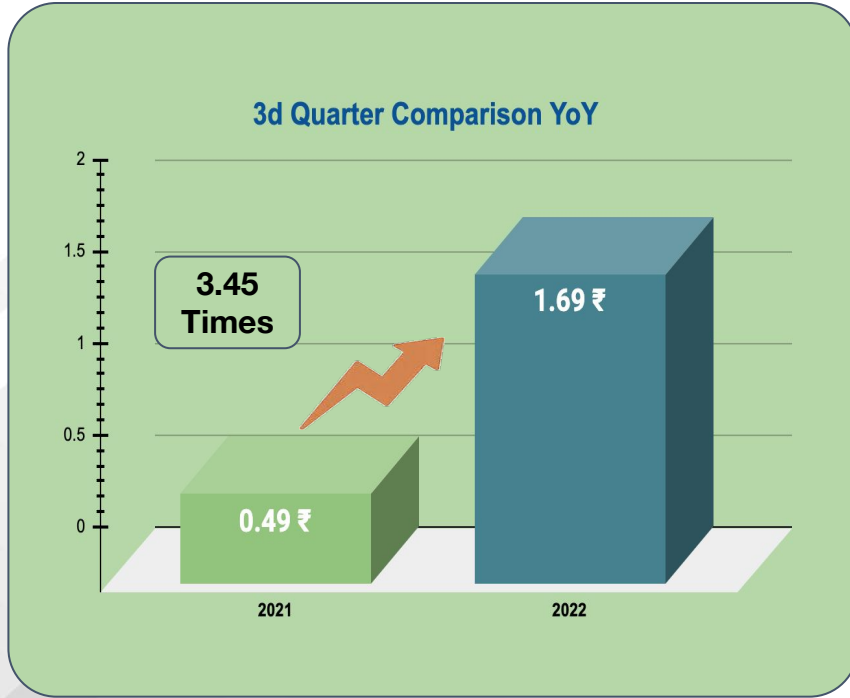
## Profit After Tax



\*All figures are rounded off to the nearest

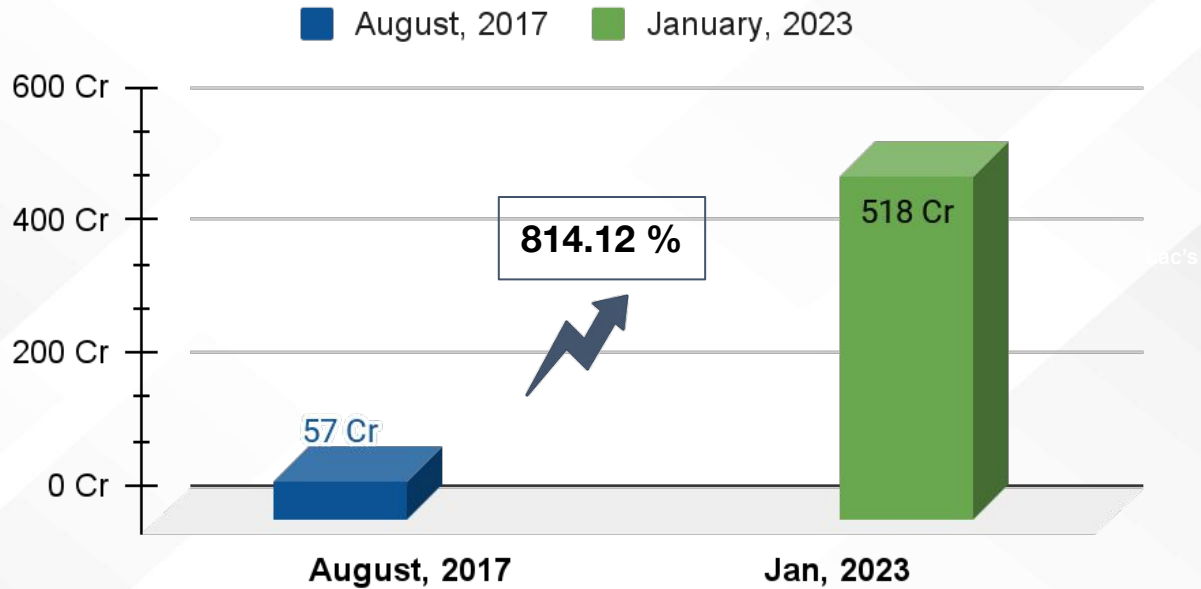
# Financial Highlights

## Earning Per Share



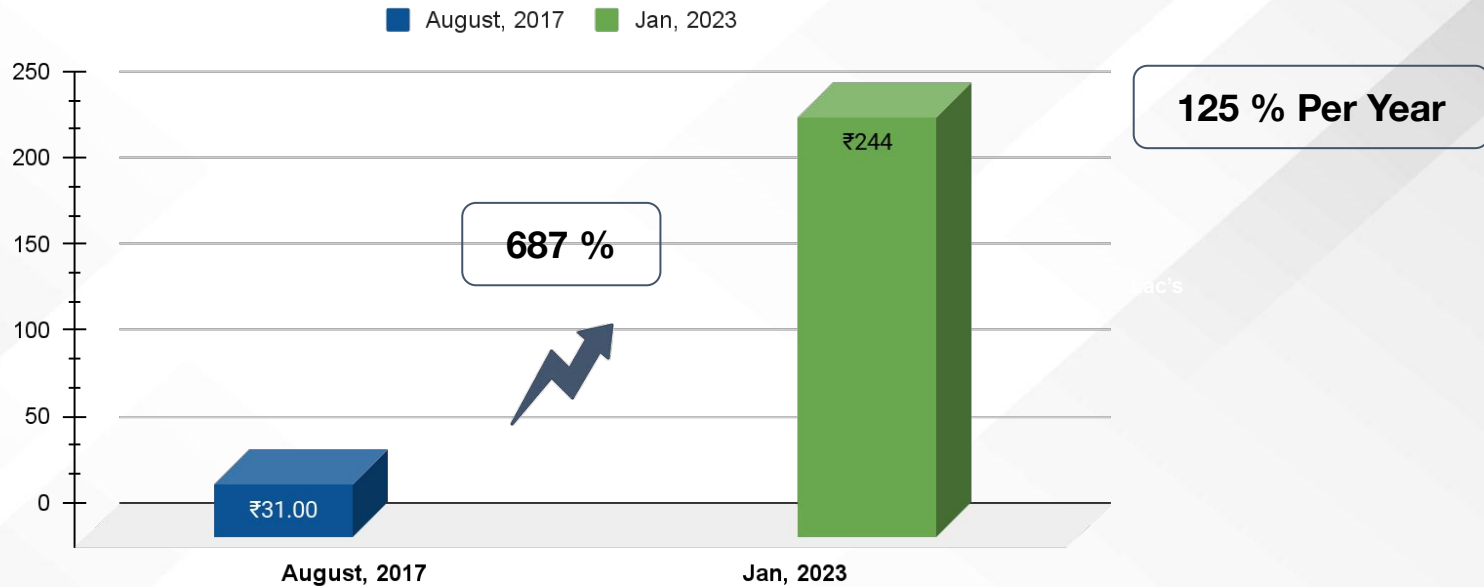
# Financial Highlights

## Market Cap \_ March 2018 vs Feb 2023



# Financial Highlights

## Share Value\_ March 2018 vs Jan 2023



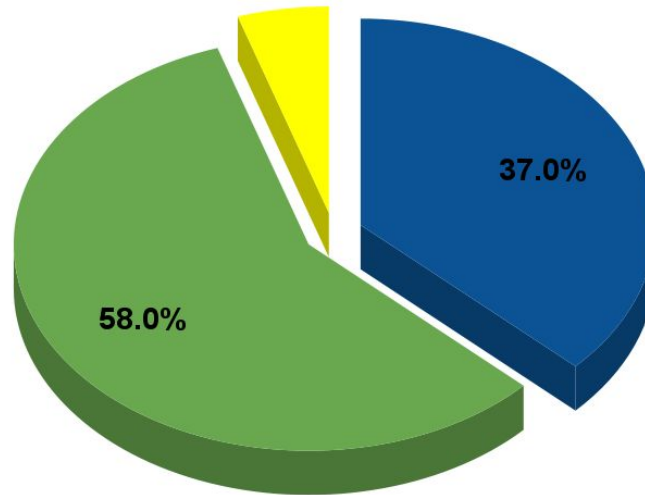
\*All figures are rounded off to the nearest

125% based on Growth in 66 month



# Operational Highlights

## Revenue Segment Wise



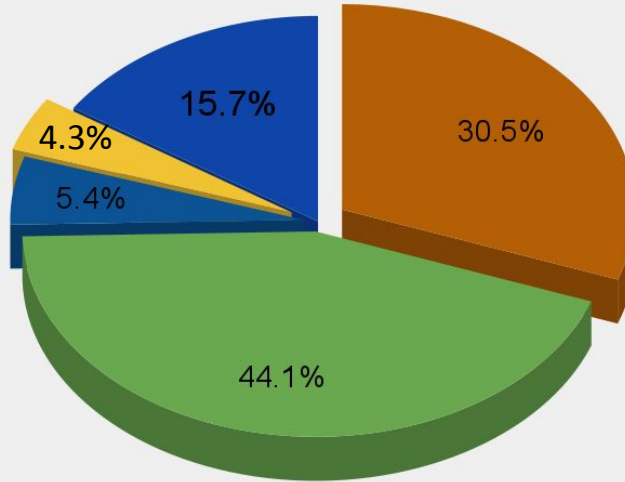
● Channel Sales & OEM ● Tender & Projects ● Retail & E-Com

\*All figures are rounded off to the nearest

125% based on Growth in 66 month

# Operational Highlights

## Revenue Product wise



● Solar Products ● EV Chargers ● Power & Backup ● AMC & Spare ● LED Lights

Emphasize on new plant for EV chargers with a capacity of manufacturing **60k** chargers per annum to **6 lacs** EV chargers in a year.

- Contribution in Revenue- 240Cr will scalable upto **1200Cr.**
- Servotech working to become 1 of top 3 EV Charger manufacturing company in india.

# Lithium Battery

- Launched Techbec , a subsidiary Dedicated to Manufacturing Li-Ion, Tubular Battery and Energy Storage Solutions
- Emphasize on Lithium Battery Plant with contribution of 50 MWh and scale up to **500 MWh**
- Contribution in Revenue - **85 Cr to 850Cr.**



## Solar Micro Inverters

- **Emphasize on In House Production of Solar Micro Inverters.**



In our Journey, there have been many people who helped us, supported us, mentored us, trained us and guided us to make us reach where we are today.

We are fortunate to have a few of them among us today, who have played major role in our journey thus far. We wish to express our sincere most gratitude to them without whom Servotech wouldn't have become Servotech of today

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FY 2023-24



**This is a Personality whose contribution in growth of Servotech can't be expressed in words**

- ❑ He showed us the way to shape our thoughts towards importance of system & processes
- ❑ He showed full trust in us and became our investor before IPO
- ❑ He has coached over 20K business owners, across verticals
- ❑ The Best Business Coach in India

***He is one and Only Mr. Rahul Jain***



**This is a Person who came forward and became an Independent Director to start this journey**

- ❑ He helped us to create Financial Governance
- ❑ He showed full trust in us and became an investor before IPO
- ❑ Well Know as Cash Flow Guru

*Mr. Jagmohan Singh F.C.A*

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**This is a personality who is well known as Sales Machine of Servotech and contributes 65% share in revenue**

- ❑ She is the ONE who is capable of converting any Lead into an Order
- ❑ She always throws big challenges for the entire operations team every time after grabbing big orders
- ❑ Her Conversion Rate in the Tenders is more than 90%
- ❑ Known as the Corporate Sales Director of Servotech

***None Other than Mrs. Sarika Bhatia***

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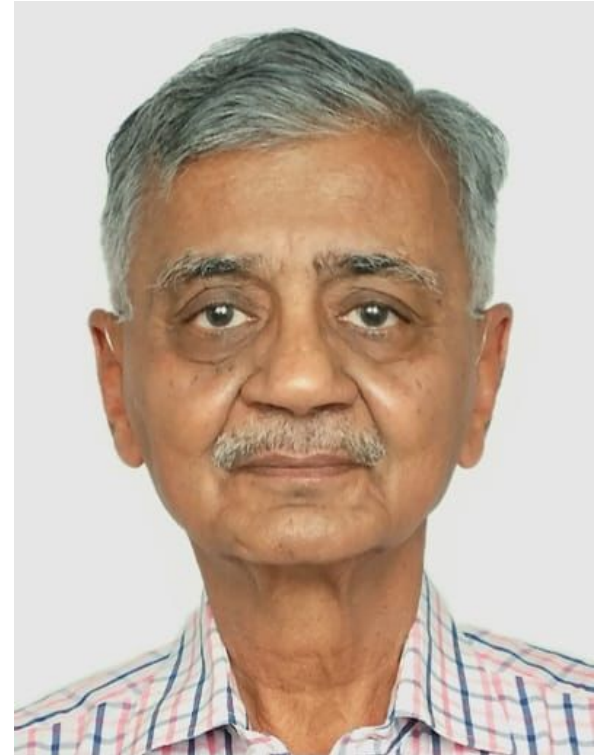


## Here is a person known for transforming and turning around companies

- ❑ IIT Kharagpur 1972 & IIT Bombay 1974
- ❑ Established Sanden-Vikas Group, turned around Tecumseh & LML, and transformed the JBM Group
- ❑ An Independent Director of Servotech
- ❑ Mentoring rapid growth @ SERVOTECH through Organisational Transformation

*Mr. Anupam Gupta*

---



## Man Behind the Technology & Developments

- ❑ We call him “**CHALTA FIRTA Wikipedia**”
- ❑ He has Developed Inverters, UPS, Static Stabilizers,PV Port,Oxygen Concentrators,EV Chargers and many more
- ❑ Known in Servotech as “Chief Technology Officer”

*Mr. Arun Handa*

---



## Man Behind The Projects & Execution

- ❑ We call him **“Angry Young Man”**
- ❑ Who Takes care all projects and their executions methodically
- ❑ Known in Servotech as the **“Chief Operating Officer”**

*Mr. Vikas Bhatia*

---



## Man Behind The Operations

- ❑ We call him “**Mr. Reliable**”
- ❑ Who Takes care all Operations Including Production, Procurement, SCM, Design, Development, Engineering
- ❑ Known in Servotech as the “GM Operations”

*Mr. Anil Kumar*

---



## Here is a person who understand humans & can coach them well

- ❑ Renowned HR strategist and Executive coach
- ❑ He has led Senior HR Roles in Organizations like Microsoft, Aviva Life Insurance and many more.
- ❑ Initially was an Independent Director of Servotech
- ❑ Now, Whole Time Director and Chief Human Resources Officer, to contribute to the growth

*Dr. Rajesh Mohan Rai*

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# Thank You

**Servotech Power Systems Ltd.**

**Registered Office :** 806, 8th Floor,  
Crown Heights, Hotel Crowne Plaza,  
Rohini, New Delhi - 110085  
Email: [investor.relations@servotechindia.com](mailto:investor.relations@servotechindia.com)

**Plant & R&D :** 76A, Sector-57,  
Revenue Estate, Kundli, Sonipat,  
Haryana - 131028

