

24<sup>th</sup> January, 2023

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

**Trading Symbol: SERVOTECH**

**Sub.: Presentation on the Un-audited Financial Results of the Company for the quarter and nine months ended 31<sup>st</sup> December, 2022**

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 and nine months ended 31<sup>st</sup> December, 2022.

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.

Investor Presentation will also be available on the website of the Company i.e. [www.servotech.in](http://www.servotech.in).

Kindly take the above information on record and oblige.

Thanking You,

**FOR SERVOTECH POWER SYSTEMS LIMITED**

**PRIYA PANDEY**  
**COMPANY SECRETARY**  
ICSI MEMBERSHIP NO.: A35815

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**Servotech Power Systems Limited**

CIN : L31200DL2004PLC129379

REGISTERED OFFICE: 806, 8<sup>th</sup> Floor, Crown Heights, Hotel Crown Plaza, Sector-10, Rohini, New Delhi-110085

PLANT AND R&D : 76A, Sector-57, Kundli Industrial Area, Sonapat, Haryana-131028

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[www.servotech.in](http://www.servotech.in)



# Investor Presentation

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FY 2022

# Disclaimer

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This presentation may contain certain forward-looking statements relating to Servotech Power Systems Ltd. (“Servotech”, or “Company”) and its future business, development, and economic performance. These statements include descriptions regarding the intent, belief or current expectations of the company with respect to the results of operations and financial condition of the company. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties, and assumptions that are difficult to predict. Company assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise. Any forward-looking statements and projections made by third parties included in this presentation are not adopted by the company and the company is not responsible for such third-party statements and projections. This presentation has been prepared by the company based on information and data which the company considers reliable, but the company makes no representation or warranty, explicit or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness, and reasonableness of the contents of this presentation. This presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this presentation is expressly excluded. This presentation and its contents are confidential and should not be distributed, published or reproduced, in whole or in part, or disclosed by recipients directly or indirectly to any other person.

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## Vision Statement

Produce Green  
To  
Live Green

## Mission Statement

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



## Company Overview

With its legacy of over 2 decades, Servotech Power Systems Limited is an NSE-listed company among the leading manufacturers and sellers of Solar, EV Chargers, 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.

# 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.

# 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 IST

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 IST

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

शिकारकोटपावर जॉइंटवक एनर्जी पीवी प्रोजेक्ट ऑफो-ग्राउंड हुज है। इसे चम्पारनराज्यम, कोम की टीम ने एनडीएनईएलिंग किया है।

Updated: 5 Sept 2022, 3:21 pm

मनी दिल्ली, पांच सितंबर (भाषा) नवीकरणीय ऊर्जा परियोजनाओं के विकास से जुड़ी सर्वोटेक पावर सिस्टम्स को उत्तर प्रदेश नवीएन एनईएलिंग ऊर्जा विकास एजेंसी (एनपीएनडीएल) से ठेका पर 4.1 मेगावॉट क्षमता की सौर बिजली परियोजनाएँ लगाने के लिये ठेका मिला है। एनपीएनडीएल राज्य में सौर ऊर्जा योजनाओं के क्रियान्वयन की मोडल एनर्जी है। सर्वोटेक पावर सिस्टम्स ने सोमवार को बयान में कहा, "उसे एनपीएनडीएल से छलाकें पर लागू 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 battery, and cloud-based battery management systems were the key trends in battery energy storage during the year.

DECEMBER 15, 2022 BY VIOLETTA...

**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 Delhi and is expected to be completed by March 31, 2023, a company statement said.

**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 Delhi 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 Delhi and is expected to be completed by March 31, 2023, a

**SARIKA BHATIA**  
Senior Editor, EV & EV charging alternatives, suitable for a variety of applications.

**Servotech Power Systems Ltd**

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

EV charging alternatives, suitable for a variety of applications.

# 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 3rd Quarter



**ET Inspiring Leaders 2022**



**Business Leadership Award  
EV Charger Manufacturing**



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

# Product Categories



### 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.

# Solar Solutions



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



# EV Charger Range

## SPARK AC Charger



AC 3.3 kW

AC 7 kW

AC 10 kW

AC 14 kW

## SQUAD DC Charger



DC 15/20 kW

DC 30 kW

DC 30 kW

DC 60 kW

# Power & Backup



**Servo Stabilizer**



**Domestic & Commercial  
Inverter & UPS**

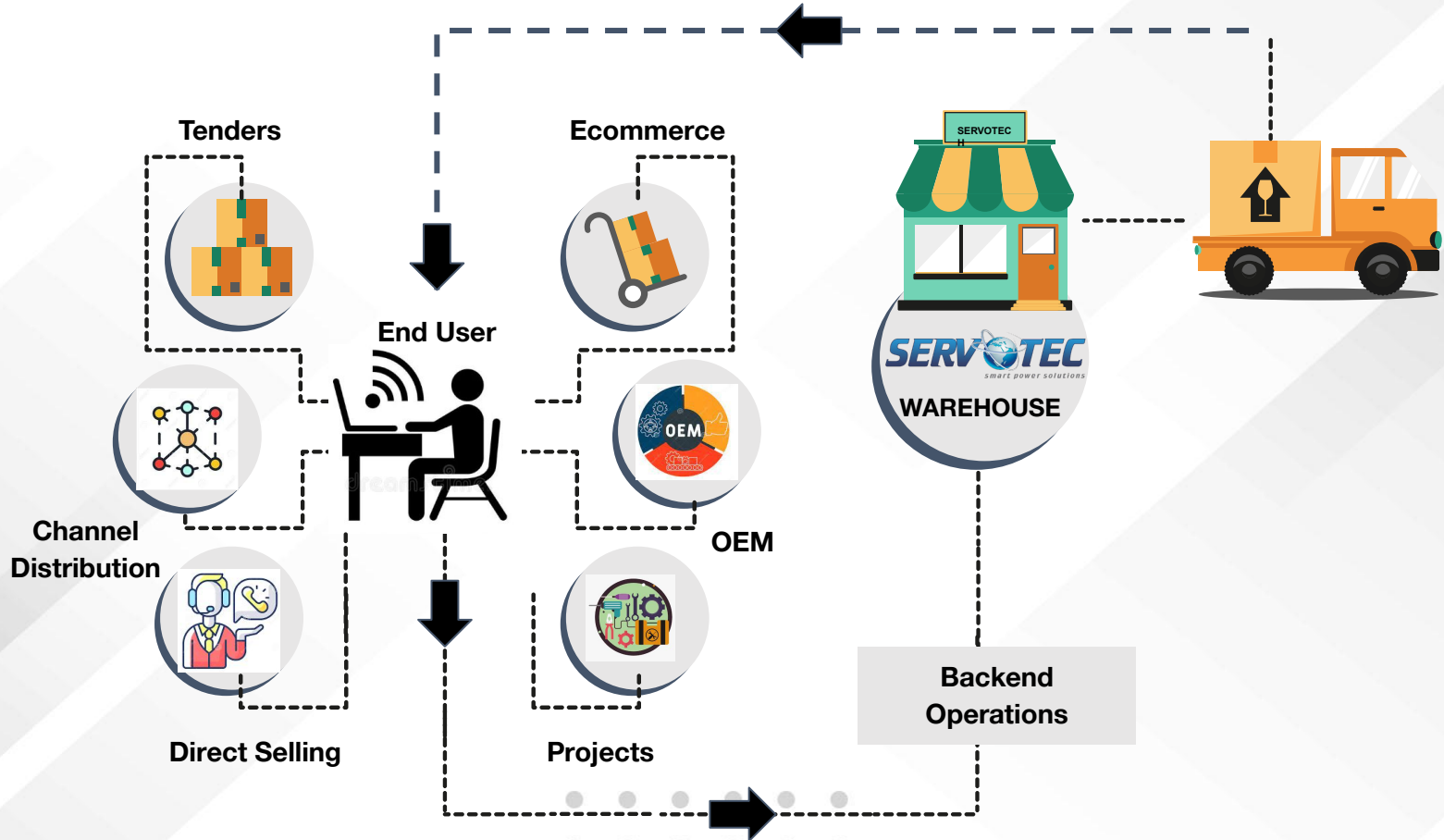


**Online UPS**

# Why are we better than others?

- For the last 15 years, we have been manufacturing and supplying chargers for **Petroleum companies, Telecom department, Ministry of Information and Broadcasting & etc.**
- For the past 4-5 years we are making chargers for the **EV segment** and for that we have created a world class infrastructure.
- A Dedicated **Research and Development Centre** with State of the Art facilities & top professionals from leading Institutes of India.
- High-end tech-driven solutions ensuring brilliant performance, excellent durability & long-lasting efficiency.
- A specialized league of **highly skilled staff of engineers** and officials for timely execution and completion of projects.
- Unconditional persistent meaningful guidance coupled with consistent support and assistance.
- Commissioned and accomplished **100+ Major Solar PSU** projects in various sectors.
- Strong existence across **21+ Indian States.**
- Sharp focus on quality to ensure absolute client satisfaction.

# Business Model



# How we Execute Orders





# Production & Testing Facility

## Assembly Line



## Sub Assembly Line



## PCB Assembling



Semi Automatic Printer



Fully Automatic Printer



Pick and Place



Reflow Oven



Wave Soldering

## QC Testing

## SMT Line (PCB Mfg.)

# Production & Testing Facility



**Assembly Stations**



**DC Simulation Testing**

# Testing Equipment



**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**



# Key Projects - EV Chargers Installations



# Key Projects - Solar

We have Installed more than **10 MW** of Solar Power Plants in various **Petroleum Refineries**.

We have Solarised more than **100000 homes** in different states by installing **Solar Home lighting Systems**.



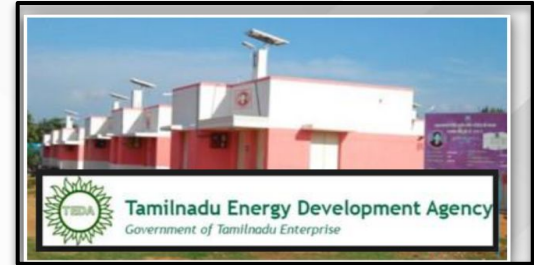
## Shivalik Project

Micro Grid Solar Power System Installed at Shivalik Grid in Delhi



## Rooftop Solar Project

IOCL (Haldia & Panipat Refinery)



## TEDA

Solar Home Lighting System in 6000+ houses



## 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)

# Performance Highlights



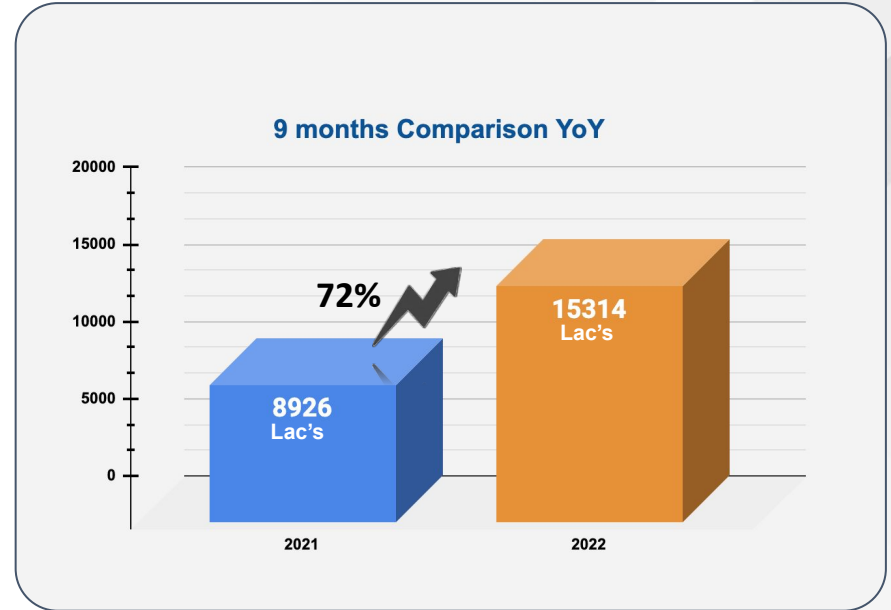
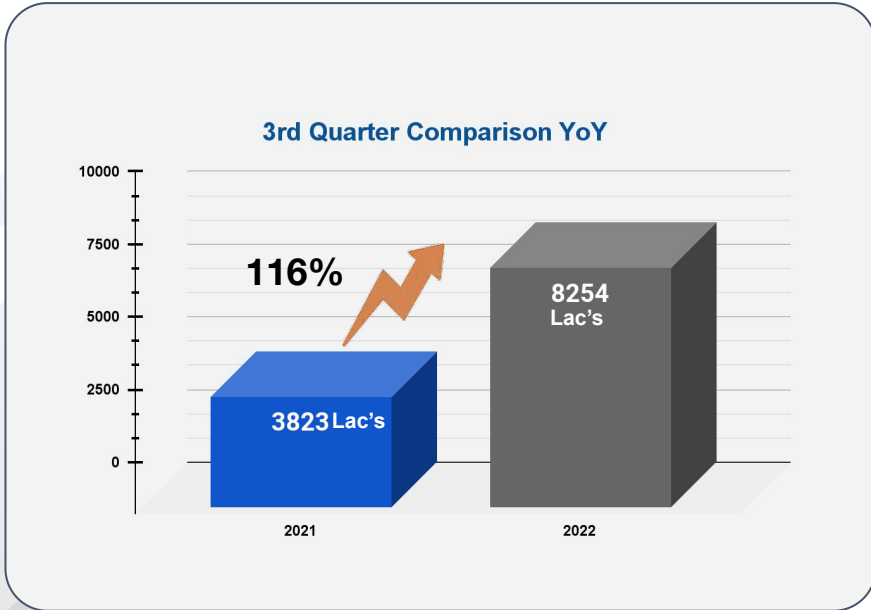
**NOTE:**

All Financial data is in rounded figures for best presentation which is based on financial results submitted to NSE for exact figures please refer financial results



# Financial Highlights

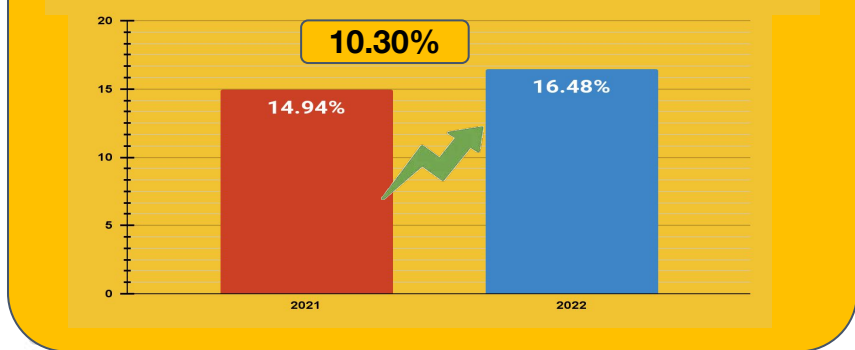
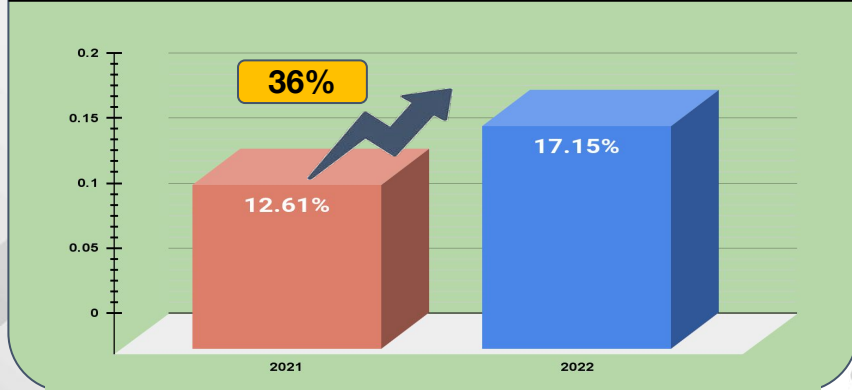
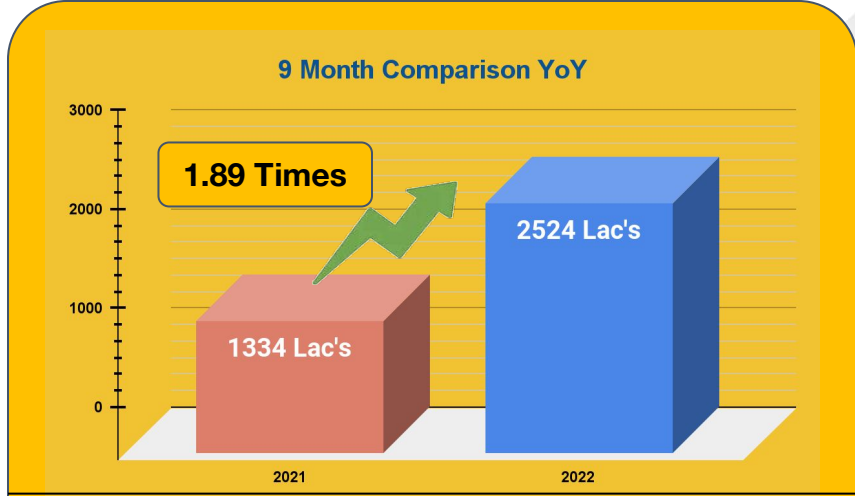
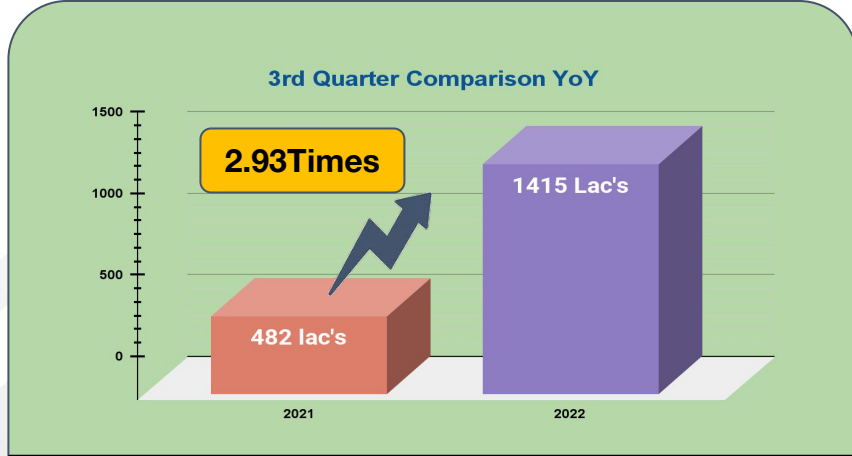
## Revenue



\*All figures are rounded off to the nearest

# Financial Highlights

## Gross Profit

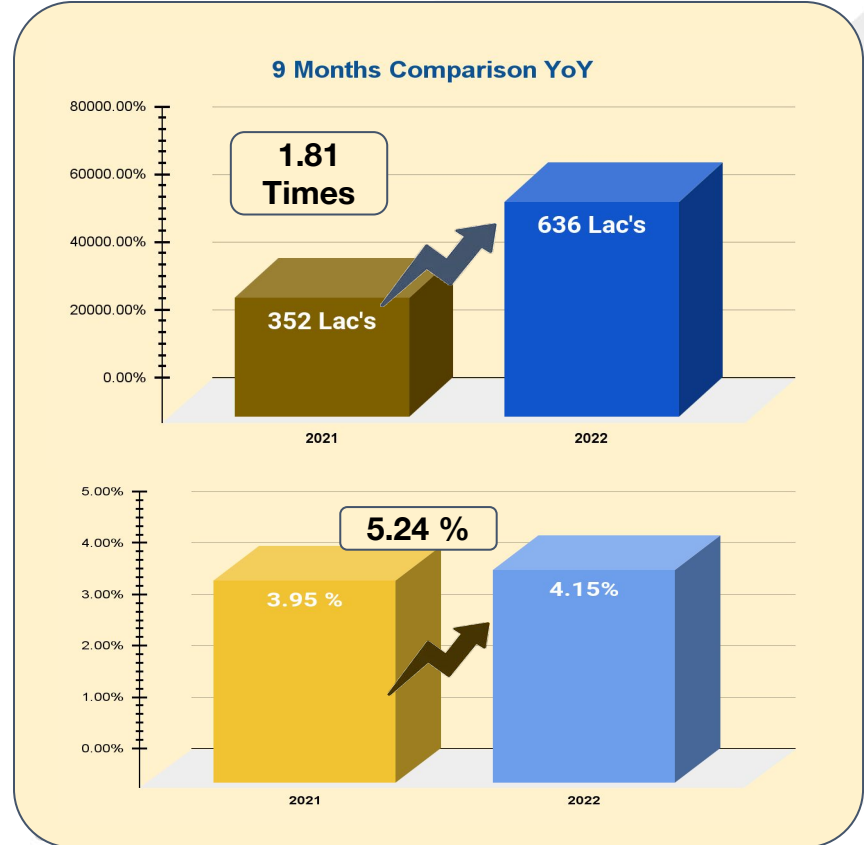
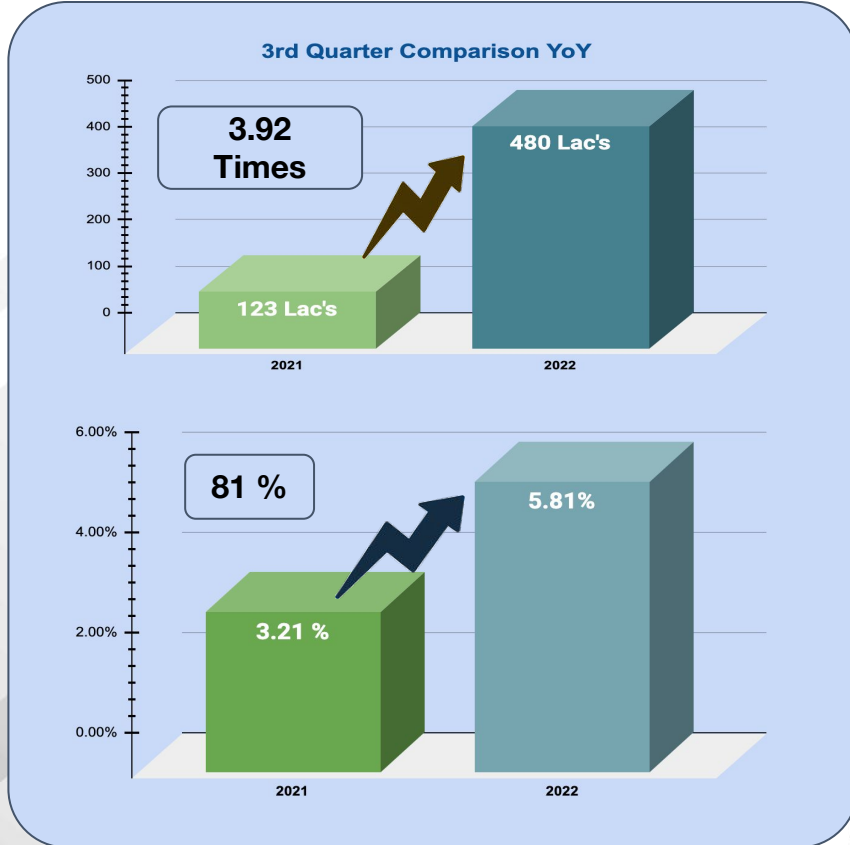


\*All figures are rounded off to the nearest



# Financial Highlights

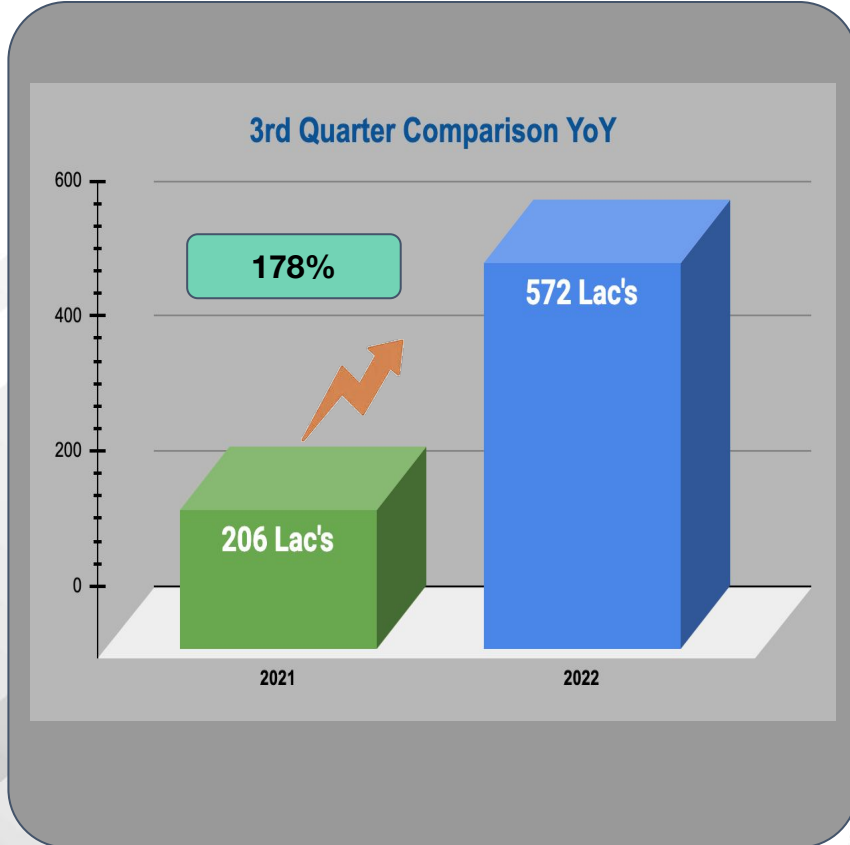
## Profit Before Tax



\*All figures are rounded off to the nearest

# Financial Highlights

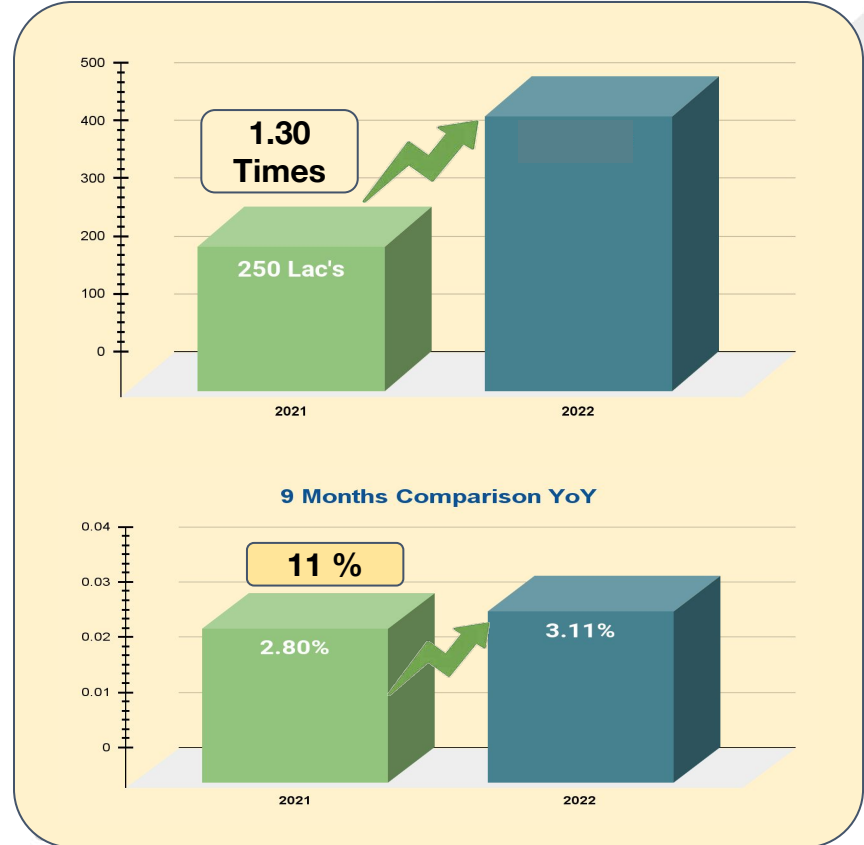
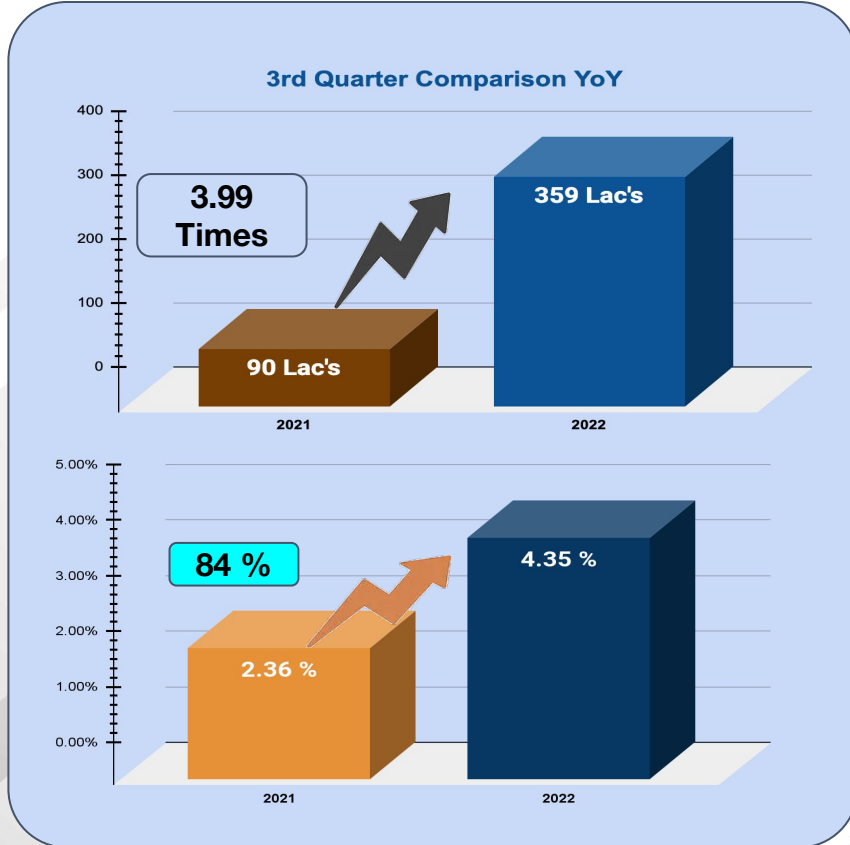
## EBIDTA



\*All figures are rounded off to the nearest

# Financial Highlights

## Profit After Tax

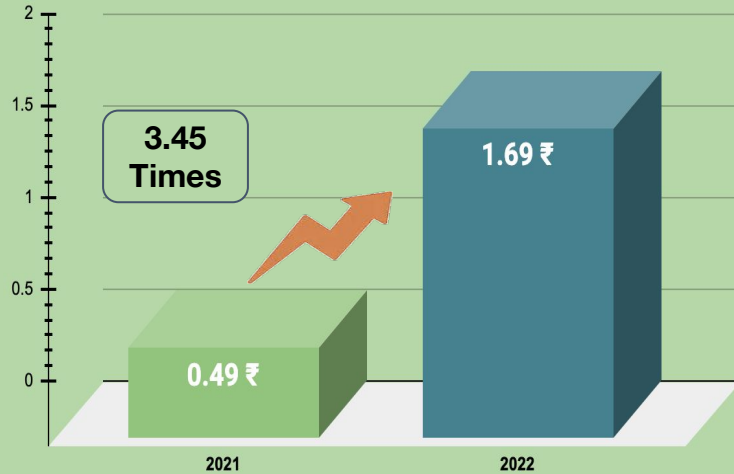


\*All figures are rounded off to the nearest

# Financial Highlights

## Earning Per Share

### 3d Quarter Comparison YoY



### 9 Months Comparison YoY



## 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.



## Developments

- Expanding Channel Distribution Network Pan India
- Achieved Milestone of Supplying 1500+ EV Chargers
- Created ComPort, a Solar Performance Monitoring Device
- Expanded into Overseas Business Markets
- Showcasing Innovations in International Exhibitions
- Incorporated Techbec, dedicated to manufacturing Li-Ion and Tubular Batteries



## Developments

- Declared Interim Dividend of 0.20/- per share for FY22-23
- Announced Stock Split 1:5 ratio
- Raised 77% of the preferential issue through Foreign Portfolio Investor; rest raised through Indian Individuals and corporates.



# Subsidiaries



Dedicated to Manufacturing  
Li-Ion, Tubular Battery and  
Energy Storage Solutions



Making Life-Critical Medical  
Equipment Accessible







# Thank You

**Servotech Power Systems Ltd.**

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Email: [investor.relations@servotechindia.com](mailto:investor.relations@servotechindia.com)

**Plant & R&D :** 76A, Sector-57,  
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Haryana - 131028

