



12th February, 2023

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

**Trading Symbol: SERVOTECH** 

Sub.: Presentation of the Investors Meet

Dear Sir/Madam,

In accordance with the provisions of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Presentation of the Investors Meet held on Saturday, 11<sup>th</sup> February, 2023.

The Presentation is also available on the website of the Company i.e. <u>www.servotech.in</u>.

Kindly take the above information on record and oblige.

Thanking You,

FOR SERVOTECH POWER SYSTEMS LIMITED

PRIYA PANDEY
COMPANY SECRETARY
ICSI MEMBERSHIP NO.: A35815

Servotech Power Systems Limited



# Milestone Celebration

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**

#### 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 system.
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)

2004

2005

2009

2010

2014

2017

2019

2020

2021

2022

#### 2005

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

#### 2010

Following a series of ground-breaking innovations we introduced two product ranges, the Solar Street lights 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 EV charging tech infrastructure pan India

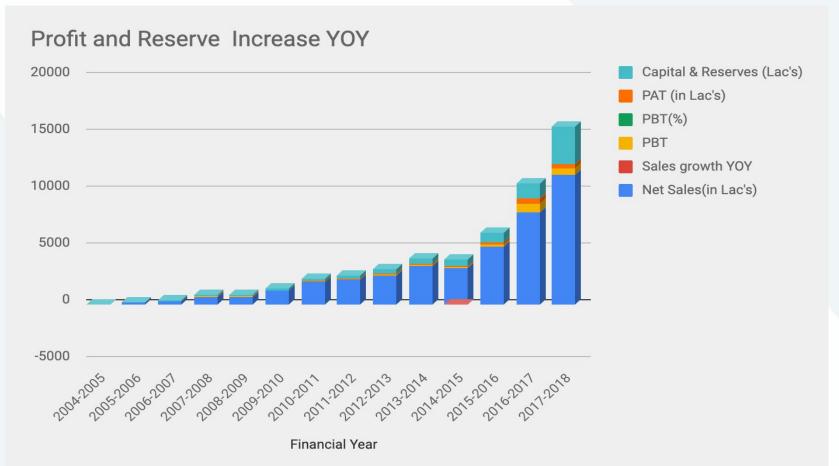
Setup Techbec, a subsidiary committed to manufacturing Li-Ion Batteries

# Servotech Pre IPO





## Servotech Growth During FY: 2004 - 2017



#### Servotech Growth Rate FY 2004 - 2017



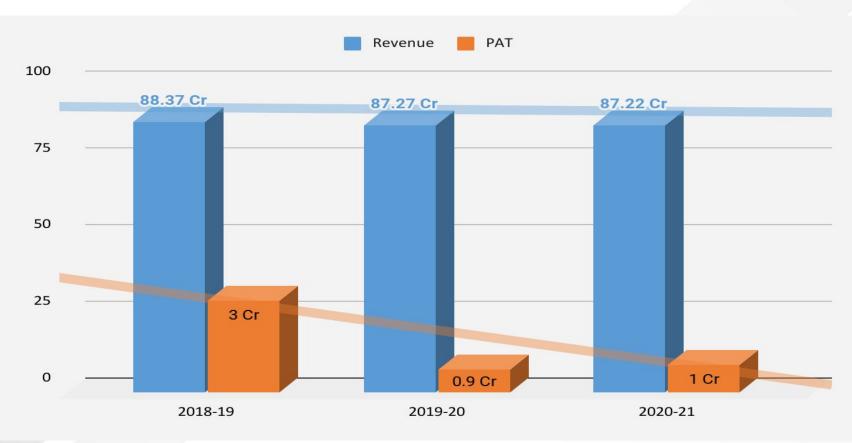








## **Financial Highlights**

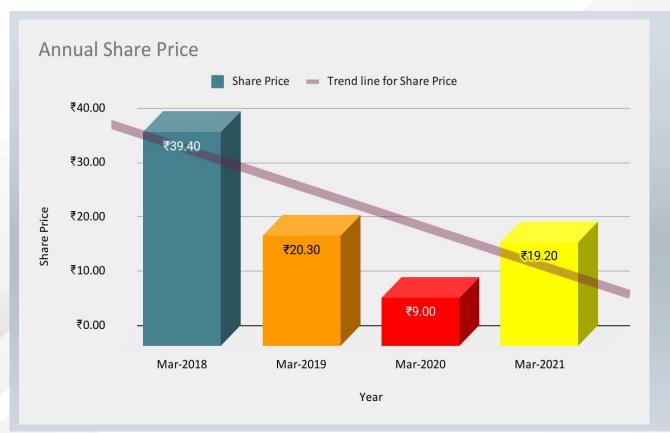


<sup>\*</sup>All figures are rounded off to the nearest

## Financial Highlights FY:2018-2021 **Compound Annual Growth Rate During FY: 2018-2021** 10.00% 0.00% 5.73% -10.00% -8.48% 2018-2021 -20.00% -30.00% -40.00% -37.00% Profit Net worth Revenue Growth



## **Share Price During 2018-2021**







FY: 2021-22 Bounce Back Year





## **Innovative Approach**

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





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 युवीसी के लिए वोकल फॉर लोकल की ओर बढाया कदम

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

भास्कर न्यूज

जर्मन सरकार नई मशीनरी का वर्तमान परिदश्य के बारे में सोच लगभग 80000 वर्ग फट होगा। अनुमान 2020 तक 92,000 कौशल के साथ काम करते हैं।



रमन भाटिया, एमडी, सर्विंसटेक करोड से अधिक है। यदि हम नेतत्व किया।

आपर्ति करते हैं।





German Government joined hands with Servotech India to promote Vocal for Local, revealed in a conferenc Delhi: 11.Nov. Servotech and from GIC. German Am-India organized a Conference bassador, Walter J. Lindner in presence of GIZ (German led the conference. Government). In the confer- Servotech Power Systems ence they talked about their Ltd is a Listing Company on recent project where German NSE and leading Manufacgovt. is projecting the cost of 1 turer of LED lights and Solar M Euros to produce new ma- Products in India. Servotech chinery for production of UVC has been in business since lights. They have signed an 2004 and have supplied prodagreement on 30th Septem- ucts mainly into India. Servober for manufacturing UVC tech's main customers are In-Disinfectant products and dian Oil Corporation, Bharat revealed it to people in a con- Petroleum and District State ference. This project is a great Agencies and managed by stepping stone to promote MNRE. It believes in taking vocal for local and to provide the business to another level, something to deal with the the current data says that the

\_ • • • • • —

But Servotech's USP is differ- for suppliers. Raman Bhatia, MD, Servotech with different flavour, they ca- media and said that, "GIZ We are extremely happy and turer of LED lights and Solar ister Joschka Fischer. He has solar products.



with GIZ (German Govern- Raman Bhatia is the Manment) to produce more ma- aging Director of Servotech About Walter J. Linder

Products and we deal in this been the German Ambassador industry with lots of efforts in Kenya, Sevchelles, Venezuand convincing skills. We are ela, South Africa and India. happy that we are partnering About Raman Bhatia

chinery. This partnership with India. He started this journey GIC could prove to be a great in the early 90s when a young step in PM vision's for Local to ambitious boy had the vision to bring in change to the world we live in today. Mr. Raman Walter I. Lindner is a Ger- Bhatia envisioned that techman diplomat and profession- nology should not be a luxury al musician. He is the current and shall be affordable to all. German Ambassador to India. "Technology to the Masses" As a musician he has released was the vision that Servotech five records with a sixth album Power Systems Ltd. came in the works. Walter J. Lindner into existence with. With the Head of the Task Force for Hu- Servotech started with the our goals are to manufacture it and said, "Servotech Power eign Office Spokesperson and transitioned to more products From Servotech India, Mr. ent. they serve the industry Mr. Walter addressed the UVC Disinfectant products. Systems is a leading manufac-



देश विदेश राजनीति र राजधानी मनोरंजन र खेल र शिक्षा र टेक्नोलॉजी अपराध र लाइफ स्टाइल र ब्लॉग र सहयोग करें



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

A By Dilli Dastak - Last updated Nov 12, 2020

#### 

12 नवंबर को. सर्वेटिक 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 मशीनरी का उत्पादन करने के लिए 1 मिलियन यूरो की लागत का अनुमान लगा रही है। उन्होंने सम्मेलन में बताया कि दोनो कंपनियों ने UVC कीटाणुनाशक उत्पादों के निर्माण के लिए 30 सितंबर को एक समझौते पर हस्ताक्षर किए हैं। यह कदम वर्तमान परिदृश्य के बारे में सोच कर और लोकल के लिए वोकल को बढ़ावा देने के लिए लिया गया है। परियोजना के बारे में बात करते हुए यह खुलासा 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 भाटिया, एमडी, सर्विसटेक और जीआईसी से, जर्मन राजदत, वाल्टर जे लिंडनर ने सम्मेलन का नेतृत्व किया।

सर्वोदेक पावर सिस्टम्स लिमिटेड. एनएसई पर एक सचीबद्ध कंपनी है और भारत में एलईडी लाइट्स और सौर उत्पादों के अग्रणी निर्माता है। हम 2004 से व्यवसाय में हैं और मख्य रूप से भारत में उत्पादों की आपूर्ति करते हैं। सर्वेटिक के मुख्य ग्राहक इंडियन ऑयल कॉर्पोरेशन, भारत मेट्रोलियम और जिला राज्य एजेंसियां हैं और एमएनआरई द्वारा प्रबंधित किया जाता है। यह व्यवसाय को दुसरे 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, वह महासागर में एक बूंद से अधिक नहीं है । लेकिन सर्विसटेक की यूएसपी अलग है, वे अलग-अलग तरीको के साथ उद्योग की सेवा करते हैं, वे प्रकाश उद्योग में अनकलित प्रकाश समाधान के आला बाजार को परा करते हैं। जब पाइकों को आपर्तिकर्ताओं के लिए देखना होता है तो सर्विकॉट-इन-हाउस परीक्षण सर्विधाएं इसे सबसे पसंदीदा विकल्प

श्री वाल्टर ने मीडिया को संबोधित किया और कहा कि, "GIZ (जर्मन सरकार) ने अधिक मशीनरी का उत्पादन करने और वर्तमान संक्रामक वातावरण से लड़ने के लिए Servotech India के साथ हाथ मिलाया है। इस साझेदारी के साथ, हमारा लक्ष्य UVC डिसिन्फेक्टेंट उत्पादों का निर्माण करना है। इस परियोजना के बारे में खुश और उत्साहित हैं। हम सर्वोटेक पावर सिस्टम्स लिमिटेड के साथ काम करने और कछ नए कीर्तिमान स्थापित करने के लिए तत्पर हैं।

श्री रमन भादिया ने कहा. "सर्वेटिक पावर सिस्टम्स एलईही लाइट्स और सोलर प्रोडक्ट्स की एक अग्रणी निर्माता कंपनी है और हम इस उद्योग में बहुत प्रयासों और दह कौशल के साथ काम करते हैं। इम खुश हैं कि हम जीआईजेड (जर्मन सरकार) के साथ अधिक मशीनरी का उत्पादन करने के लिए साझेदारी कर रहे हैं। GIC के साथ यह साझेदारी PM के लोकल फ़ॉर वोकल के लिए एक बेहतरीन कदम साबित हो सकती है "

german India servotech india

Share | f Facebook | Twitter | G Google+ | G Reddit | +

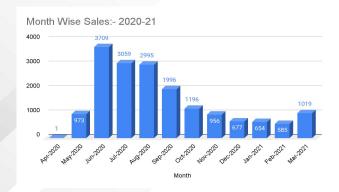
⊕ 60 ♠ 0

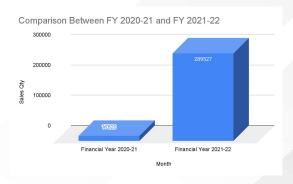
æ 60 **●** 0

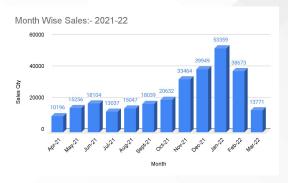


## **UV-C Sales Qty in Financial Year 2020-2022**

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







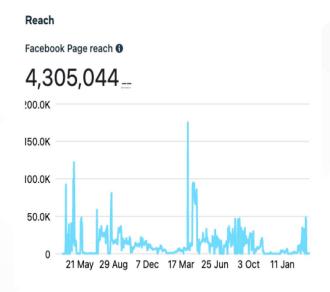


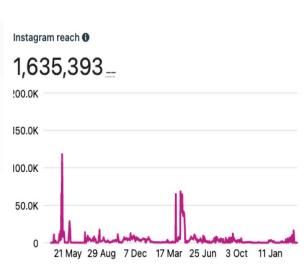
## facebook





## **1.2 Digital Expansion**





Cont:-1



## 2. Launched ServPort in Collaboration of GIZ



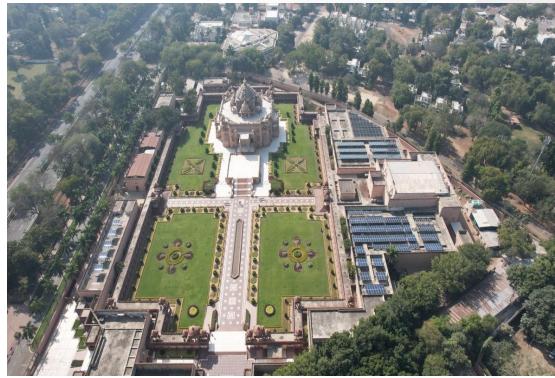


## 2. PV Port Installations in Akshardham Temple Delhi & Gandhinagar

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 <u>Indo-German Solar Partnership Project (IGSEP)</u>. 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.





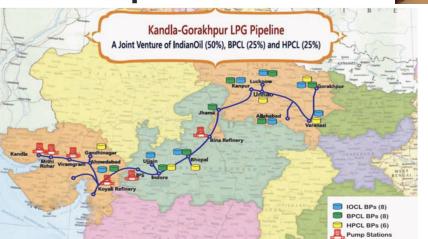




## 5. IHB Limited Gas Pipeline Solar Project

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







131028 Sonipat

Tele: 9810020754 GSTIN: 06AAICS5470K1ZZ PAN: AAICS5470K

#### **IHB** Limited

(Formerly known as IHB Private Limited) 6th Floor, Indian Oil Bhawan, A-1, Sector-1, Udyog Marg, Noida - 201301

Email: ihbpvtltd@gmail.com, info@ihbl.in

Phone: 0120-2448844, 2448888

Purchase Order Number/ Date 4500000146 / 12.04.2021 PO Value: TNR 68,279,072.00 (Rs.SIX CRORE EIGHTY-TWO LAC SEVENTY-NINE THOUSAND SEVENTY-TWO ONLY (Excluding Taxes))

Your vendor number with us 10000355

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

SERVOTECH POWER SYSTEMS LIMITED

e-mail: sarika78@servotechindia.com

PlotNo.357 Sector 56, HSIIDC Industrial Area, Kundli

DELIVERY DATE: Day 11.07.2022

## 6. Launched Subsidiary for Medical Devices

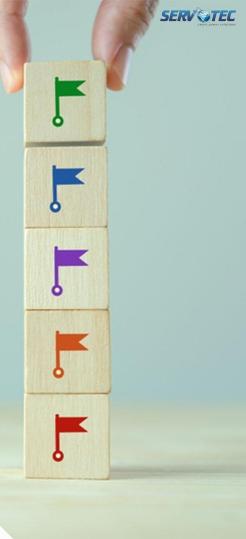
Launched Rebreathe, a subsidiary focused on making quality oxygen concentrators and medical-grade devices available for the masses, helping India mitigate the oxygen crisis during COVID-19.



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.

**IUNE 21, 2022 UMA GUPTA** 

RESIDENTIAL PV TECHNOLOGY AND R&D INDIA



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 fur 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 ComPor The device will identify defects, issue notifications, diagnose issues and suggest O&M (operation and maintenance)

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 fur 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-Campus

#### **Manufacturing Today**

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

#### 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.





(L-R) Berthold Breid, MD RENAC 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

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**

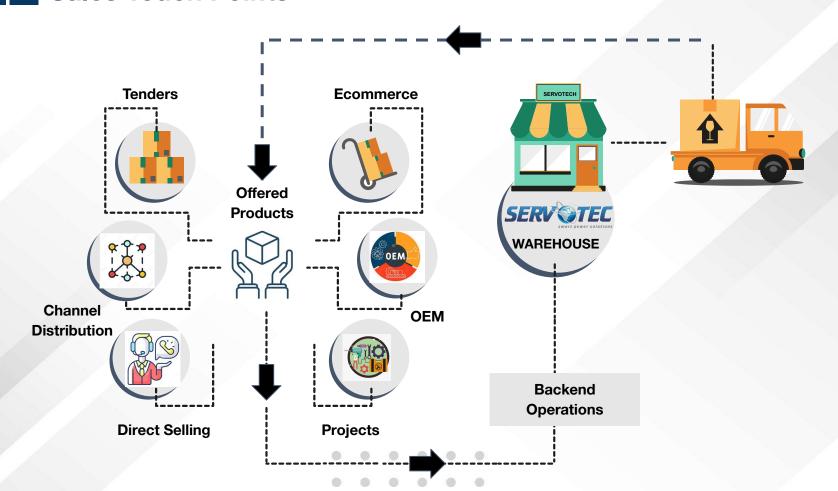
Servotech is more than a lighting company; we are dedicated to raising awareness about renewable energy and the worldwide green push. We offer high-end LED lighting for all purposes.

#### **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** 



EV State Summit Delhi 2022



Franchise India 2022



Green Vehicle Expo Bengaluru 2022



InterSolar The SmarterE 2022



**Auto Expo Motor Show 2023** 



## Awards and Recognition during FY:2022





Business Leadership Award EV Charger Manufacturing





### **Media Coverages**



















## **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

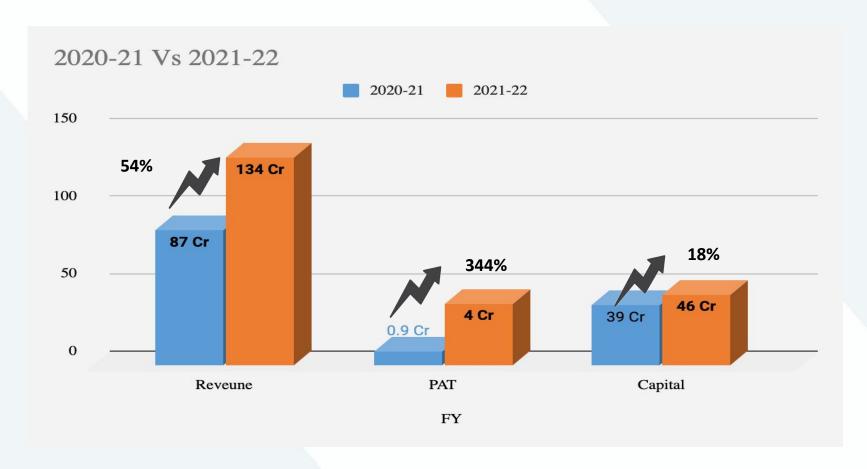
SMT Line (PCB Mfg.)

## **Testing Equipment - AC & DC Chargers**











# **Parameters Improvement During 2021-22**

Parameters	2021	2022	Change
Debtor Days	212	70	1
Inventory Days	75	40	•
Days Payable	115	33	1
Cash Conversion Cycle	172	77	1
Working Capital Days	175	72	1
ROCE %	7%	12%	1



#### 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%

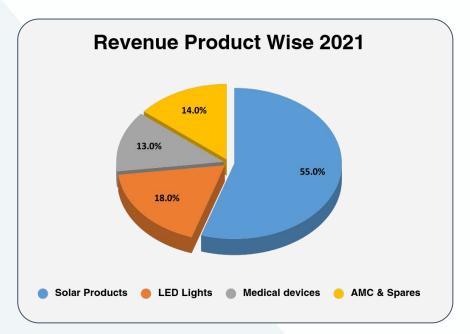
Debtors collection improved from ₹50.57 cr to ₹35.40 cr

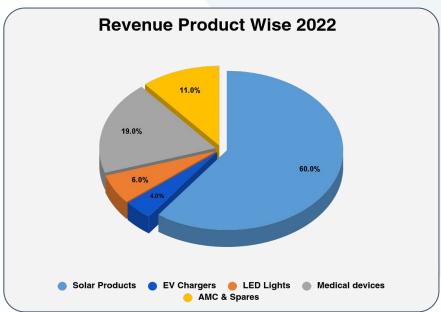


30%

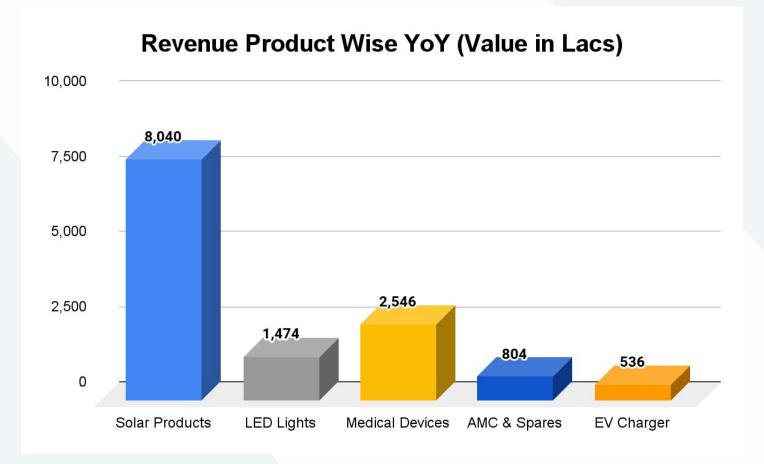


### **Operational Highlights**

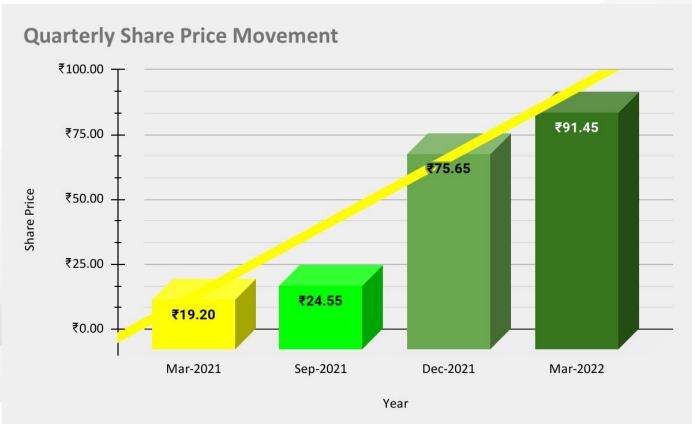












### **Launched EV Chargers**



#### **SPARIF** AC Charger



#### SQUAD DC Charger





## **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**

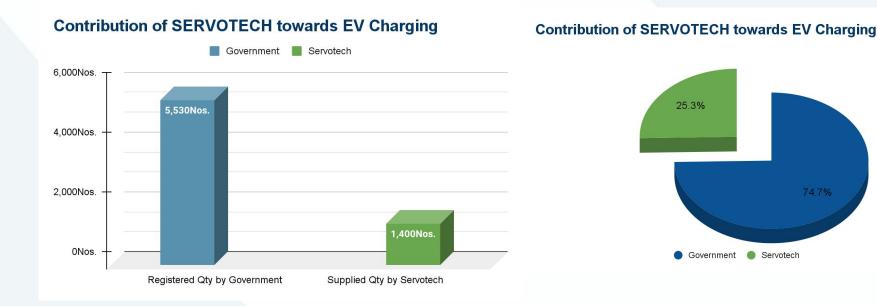


**Assembly Stations** 



**DC Simulation Testing** 

#### Servotech Contribution to the Indian EV Charging Station Market



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

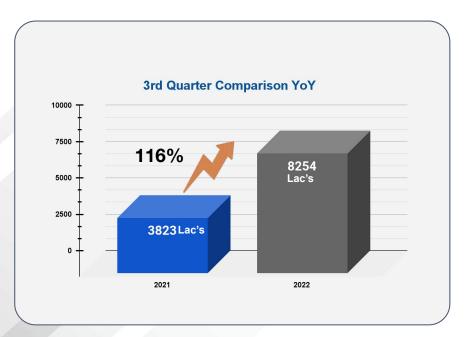
consistent growth.



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



#### Revenue



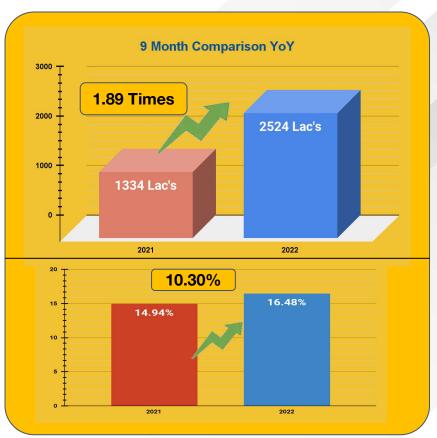


<sup>\*</sup>All figures are rounded off to the nearest



#### **Gross Profit**





<sup>\*</sup>All figures are rounded off to the nearest



#### **Profit Before Tax**





<sup>\*</sup>All figures are rounded off to the nearest



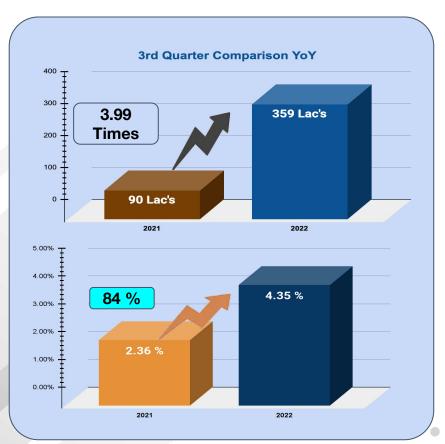
#### **EBIDTA**

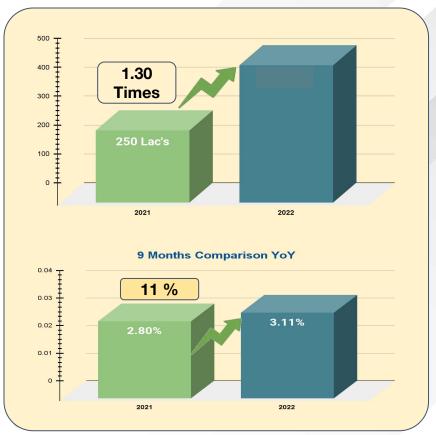






#### **Profit After Tax**

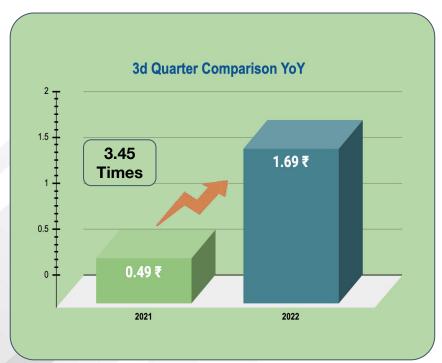




<sup>\*</sup>All figures are rounded off to the nearest



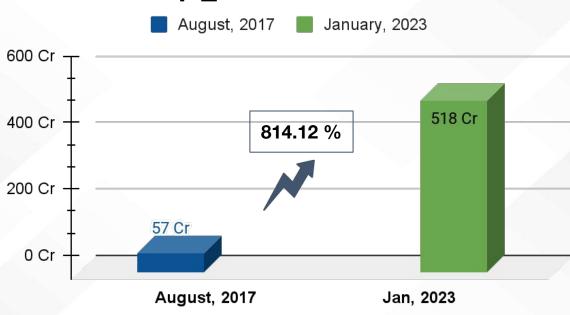
### **Earning Per Share**



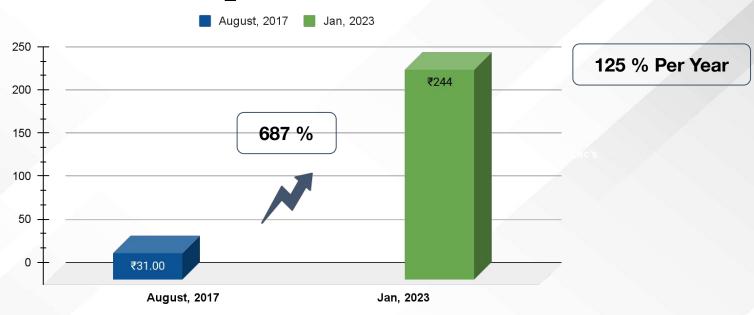




# Market Cap \_ March 2018 vs Feb 2023



#### Share Value\_ March 2018 vs Jan 2023

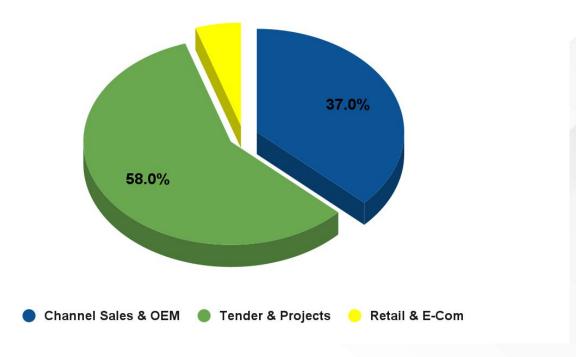


\*All figures are rounded off to the nearest



# Operational Highlights®

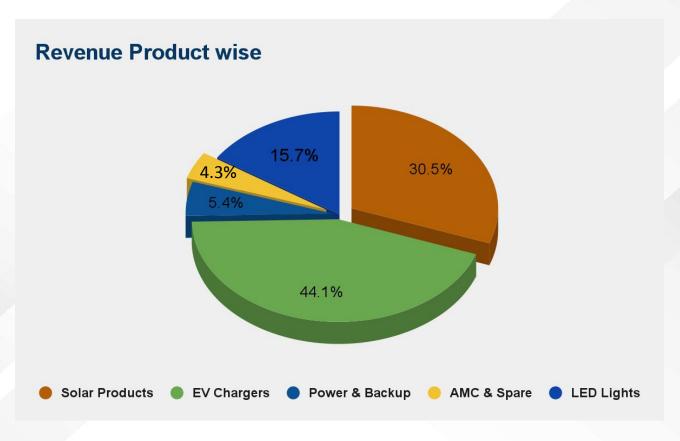
#### **Revenue Segment Wise**



\*All figures are rounded off to the nearest



# Operational Highlights®



\*All figures are rounded off to the nearest

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

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





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





# 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





# 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