



8th May, 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 Audited Financial Results of the Company for the quarter and financial year ended 31st March, 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 Audited Financial Results of the Company for the quarter and financial year ended 31st March, 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 BHATIA MANAGING DIRECTOR

DIN: 00153827

Servotech Power Systems Limited

CIN: L31200DL2004PLC129379





SERVOTECH POWER SYSTEMS LIMITED

INVESTOR PRESENTATION

May 2023

SAFE HARBOR

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 netzero emissions ambition and eliminate the reliance and dependence on fossil fuels for our future generations."



MD's Desk

Dear Stakeholders,

It gives me immense pleasure to introduce Servotech Power Systems Ltd., which is a purpose driven solutions company engaged in providing next gen Solar & EV charging products. We started our journey 18 years back with a single product named Sine-wave inverters and eventually expanded our product range to Solar, Medical Devices and UVCs products and we have forayed into EV Charging segment.

Our strategy has been to focus on innovation, and we have invested heavily in research and development to bring new and innovative products to the market. Our engineers and technicians have worked tirelessly to design and develop the highly efficient and reliable products which has kept SPSL at the forefront of the clean energy revolution.

On the Financial performance front, we've experienced a robust growth as reflected by increased revenue which stood at Rs. 27,864.3 Lacs in FY23 showing a remarkable YoY growth of 93.2% against the revenue of Rs. 14,425.3 Lacs in FY22 led by growing acceptance of our unique solutions spanning across multiple green industries. Our EBITDA margins during Q4 & FY23 performance stood at 7.5% and 6.8% respectively.

We have also established strategic partnerships with key players in the industry, positioning ourselves as one of the leading provider of clean energy solutions. Our strong relationships with suppliers, distributors, and installers enable us to deliver a seamless customer experience and expand our reach in the market and to newer frontiers.

Looking ahead, we remain optimistic about the future of our industry. The global push for green energy, coupled with government initiatives and favorable policy framework, provide us with a unique opportunity to expand our market share and create value for our stakeholders.



"MANIFESTING A GREENER TOMORROW

BY MARCHING TOWARDS ZERO CARBON

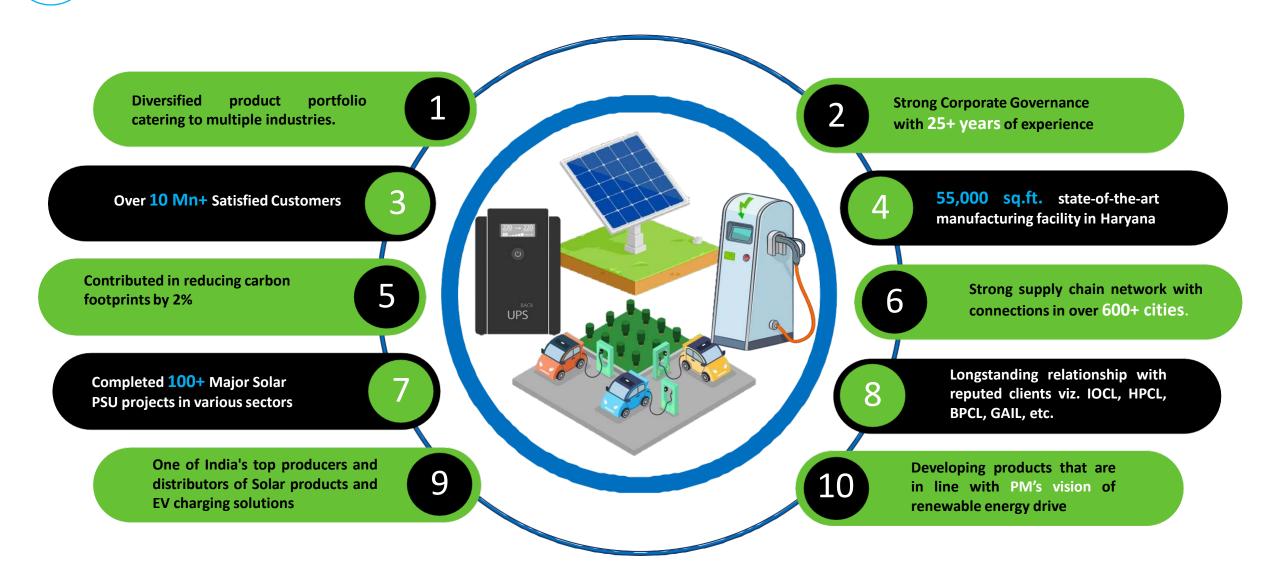
FOOTPRINTS.

MR. RAMAN BHATIA

Founder & MD

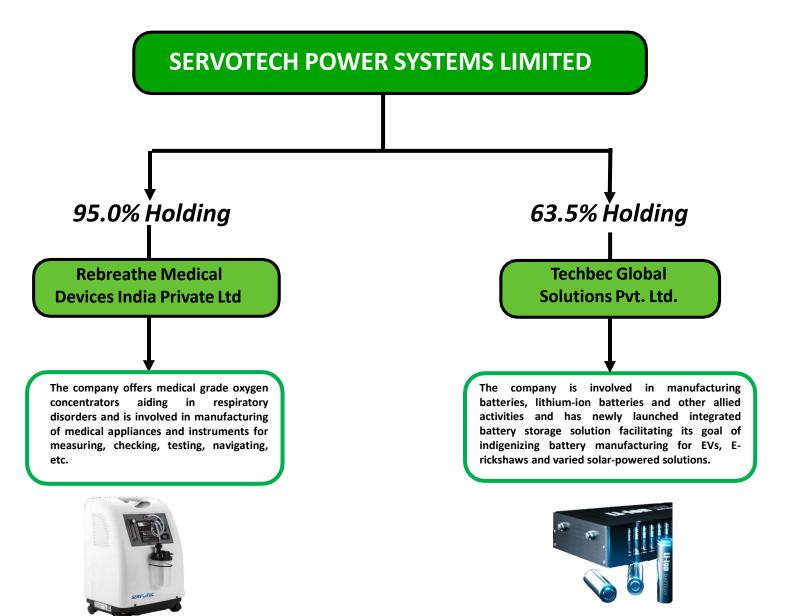


COMPANY AT A GLANCE





Subsidiaries







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 startups, 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, Bangladesh, Nepal and Burma.



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".



Mr. Vikas Bhatia,

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

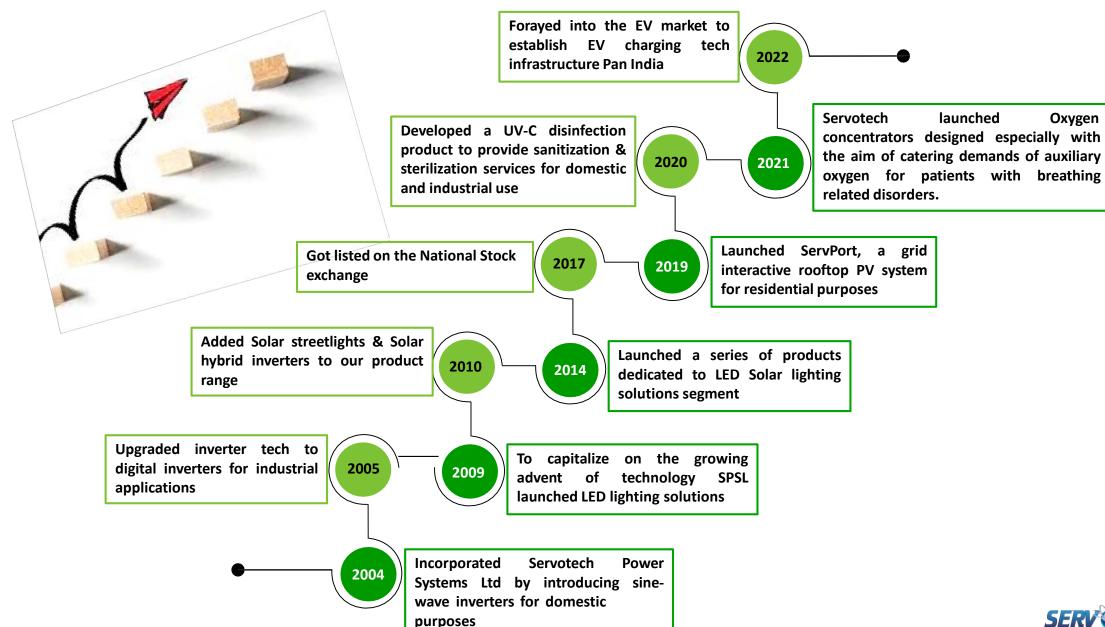


Ms. Priya Pandey,

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.

OUR GROWTH SO FAR





OUR COMPLETE PRODUCT OFFERINGS



Solar Solutions

- ☐ Solar PCU
- ☐ Solar Panels
- ☐ Solar Servport
- ☐ Solar EPC
- ☐ Solar Battery

EV Chargers

☐ AC Chargers

Compact, multi-protocol, programmable chargers that support for fast charging.

□ DC Chargers

Seamless and secure interaction with numerous payment services via smart phone & RFID

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.
- ☐ Products with inbuilt
 Passive Infrared
 technology which saves
 energy in unoccupied
 spaces.

Servo Stabilizers

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





SERVOTECH AT THE FOREFRONT OF "SOLAR SOLUTIONS"

FOR RESIDENTIAL AND COMMERCIAL PURPOSES BY OFFERING A RANGE OF TURNKEY SOLUTIONS:

SOLAR PCU (Power conditioning unit)

- A solar PCU system works by sending solar power to your inverter, which then sends energy to power your home and the extra energy gets stored in the home battery.
- Offers uninterrupted power supply with low maintenance cost.



SOLAR SERVPORT

- A portable plug and play system which can generate up to 10 units electricity from solar panels and converts it into AC through an inverter.
- Easy to install and re-install which helps in reduction of carbon footprint.



SOLAR BATTERIES

SOLAR EPC

Solar batteries are designed to connect with a solar charger controller or solar inverter to provide power backup that can be paired with an off-grid and hybrid solar system



Prioritizes solar energy use to reduce grid electricity consumption.



Solar

Solar EPC (engineering, procurement and construction) solutions can be used for residential, commercial & industrial purposes which can follow on-grid, off-grid and hybrid solar models.



A collection of photovoltaic cells, which can be used to generate electricity through the photovoltaic effect.







OUR CONTRIBUTION IN SOLAR ENERGY

We have Installed more than **10 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 Nagar



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



UPNEDAOffgrid 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)





PRODUCT DEVELOPMENT

- Developed and tested first-of-its-kind solar performance monitoring and controlling device in association with GIZ
- ☐ The device named ComPort identifies defects, issue notifications, diagnose issues and suggests operation and maintenance tasks.







SERVOTECH AT THE FOREFRONT OF "EV SOLUTIONS"





AC 3.3 kW

AC 7 kW

AC 10 kW

AC 14 kW









OUR CONTRIBUTION IN EV CHARGING INFRASTRUCTURE









RECOGNITION

- SPSL EV chargers are approved by MG motors
- Testing under process with TATA Motors

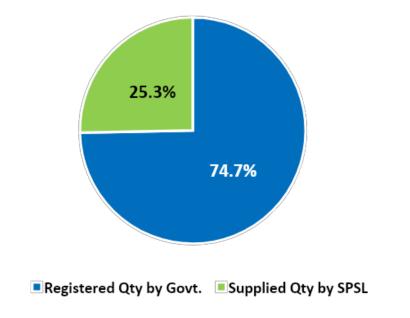


SERVOTECH CONTRIBUTION IN THE EV CHARGING SOLUTIONS

INDIAN EV CHARGING STATION MARKET

Indian Government registered more than 18 Lakh EVs and 5,530 EV Charging Stations across the country in 2022 out of which SERVOTECH has contributed ~25.3% towards the emerging EV stations i.e. 1,400 Nos.

Contribution of SERVOTECH towards EV Charging



Contribution of SERVOTECH towards EV Charging







MARQUEE CLIENTS



































LEVERAGING OUR STRENGTHS



Diversified product
portfolio with presence in
21 states of India

5

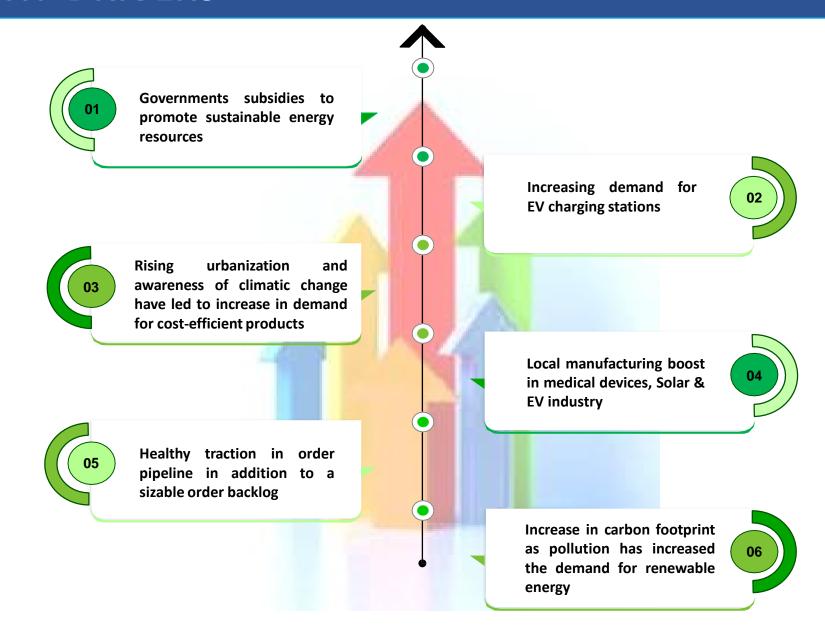
Created world class infrastructure in the EV segment

Professional from top institutes of India leading our state-of-the-art R&D centers

Commissioned and accomplished 100+ Major Solar PSU projects in various sectors



GROWTH DRIVERS





SCALING NEW HORIZONS

Servotech and Al-Ansari
Motors LLC, UAE inks
pact to provide EV
Charging Solutions in
Middle Eastern and
African Markets



Servotech inks pact with NSEFI to develop solar-powered EVcharging carport





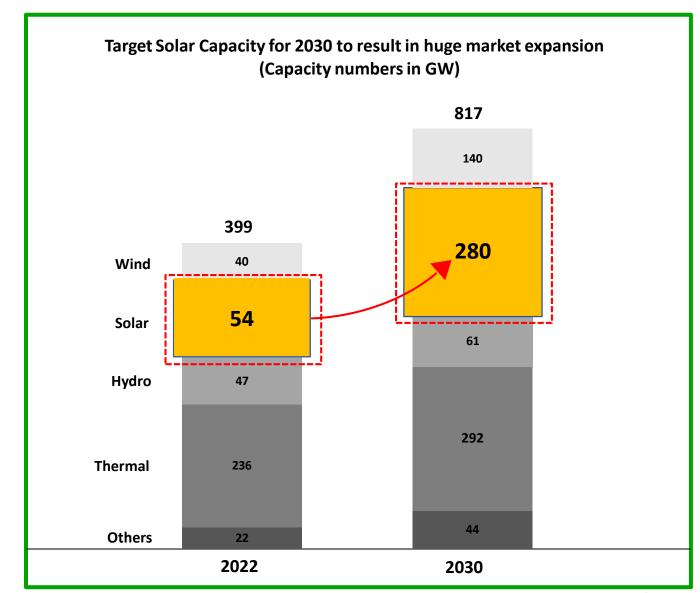


INDUSTRY OVERVIEW

Solar Industry Segment



- 1. India ranks 5th in solar power in renewable power installed capacity.
- 1. 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%.
- 1. With about 300 clear and sunny days in a year, the Indian solar industry is filled with enormous growth opportunities.
- 1. The solar energy available in a single year exceeds the possible energy output of all of the fossil fuel energy reserves in India.
- 1. The country had set an ambitious target to achieve a capacity of 175 GW worth of renewable energy by the end of 2022, which expands to 500 GW by 2030. This is the world's largest expansion plan in renewable energy.



Source: Central Electricity Authority





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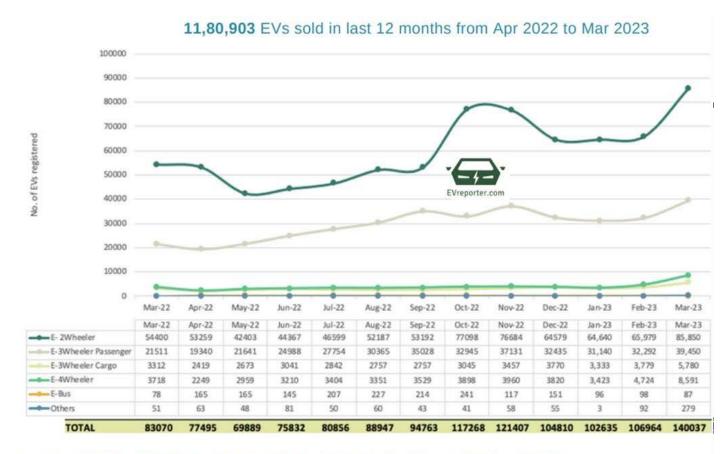




- The Indian EV charger market would expand at a CAGR of 46.5% between 2022 and 2030, and is predicted to reach annual sales of 0.9 Mn units by 2030, with almost 85% of those projected to be type-2 AC chargers.
- Tenders by government agencies such as CESL, NTPC, IOCL, KSEB and Delhi Transco Limited are expected in deployment of more than 6,000 EV charging stations between 2022 to 2023.
 - NITI Aayog in a May 2017 report, mentioned that twowheelers will have a quicker adoption of electric mobility.
 - According to Automotive Component Manufacturers Association of India, 44,000 electric two-wheelers were sold in 2016-17, more than double the previous year, in India. A lot of the credit goes to Li-ion batteries.

EV SALES PENETRATION:

Category–Wise Sales Trend from Mar 2022- Mar2023



Source: Vahan Dashboard. Data as per 1350 out of 1436 RTOs across 34 out of 36 state/UTs Low speed 2Ws not included.



GOVERNMENT INITIATIVES

SOLAR SEGMENT

- In the Union Budget 2022-23, the government allocated Rs. 19,500 Cr for a PLI scheme to boost manufacturing of high-efficiency solar modules
- In line with the large-scale grid-connected solar (PV) initiative, India is developing off-grid solar power for local energy needs
- India has established nearly 42 solar parks to make land available to the promoters of solar plants. Solar products have increasingly helped to meet rural needs.

EV CHARGERS

- According to the India Energy Storage Alliance (IESA), the Indian EV Charging market is likely to grow at a 46.50% CAGR in 2022-2030 and is predicted to reach annual sales of 0.9 Mn units by 2030, with almost 85% of those projected to be type-2 AC chargers
- Rise in sales of lithium-ion based EVs, which is expected to be 54.6 Mn from 2022 to 2030
- Tenders by government agencies such as CESL, NTPC, IOCL, KSEB and Delhi Transco Limited are expected in deployment of more than 6,000 EV charging stations by 2023

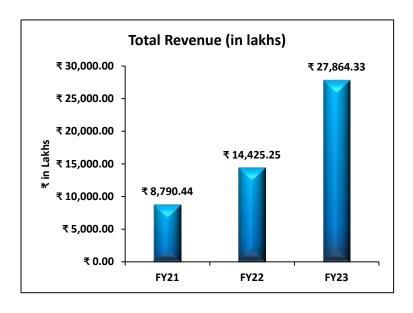
LED LIGHTS

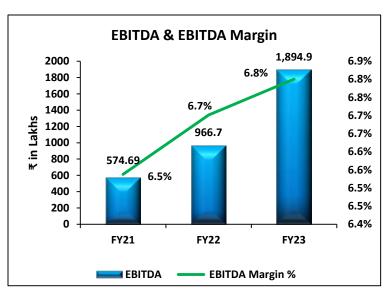
- Government schemes, like UJALA as well as Street Lighting National Program have remained India's largest demand generator for LED lighting
- (Energy Efficiency Services Limited), a JV under the Ministry of Power, aims to install 1.6 Cr smart LED streetlights across the nation by 2024
- The Indian LED lighting market reached a value of \$2.8 Bn in 2021. Imarc group expects the market to reach \$9.7 Bn by 2027, exhibiting a CAGR of 23.31% during 2022-2027

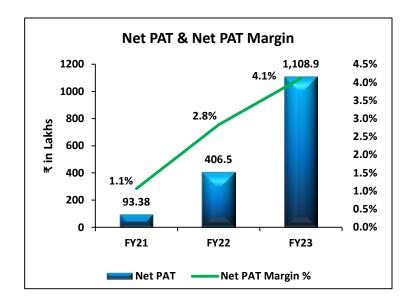


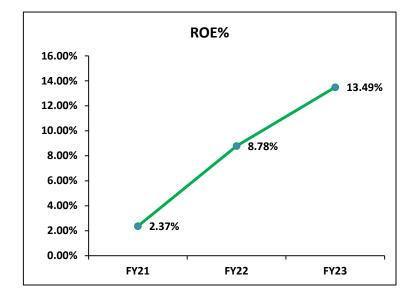


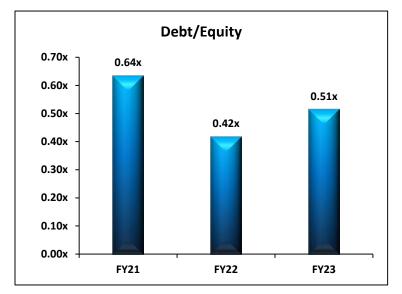
KEY FINANCIAL SNAPSHOTS















CONSOLIDATED INCOME STATEMENT

Particulars (₹ in lakhs)	Q4 FY23	Q4 FY22	YoY%	Q3 FY23	FY23	FY22
Revenue from operations	11,530.7	5,106.4	125.8%	8327.4	26,957.0	14,367.4
Other income	467.5	4.2		308.3	907.3	57.9
Total revenue	11,998.2	5,110.6	134.8%	8635.7	27,864.3	14,425.3
Total Expenses excluding Depreciation, Amortization & Finance Cost	11,094.2	4,824.5		8023.6	25,969.5	13,458.5
EBITDA	903.9	286.1	216.0%	612.1	1,894.9	966.7
EBITDA Margin %	7.5%	5.6%		7.1%	6.8%	6.7%
Depreciation & Amortization	58.8	51.5		38.1	212.9	157.8
Finance Cost	72.5	53.0		54.8	238.3	244.9
PBT before exceptional items	772.7	181.6		519.2	1,443.7	564.0
Exceptional Items	0.0	5.1		0.0	0.0	5.1
PBT	772.7	176.5		519.2	1,443.7	559.0
Tax Expense	167.2	45.9		131.8	337.2	153.2
PAT	605.5	130.7	363.4%	387.4	1,106.5	405.8
Other comprehensive income	1.8	0.8		0.0	2.4	0.8
Net PAT	607.3	131.4		387.4	1,108.9	406.5
Net PAT Margin %	5.1%	2.6%		4.7%	4.1%	2.8%
Diluted EPS	0.6	0.7		0.4	1.1	0.4





CONSOLIDATED BALANCE SHEET

Particulars (₹ in lakhs)	FY23	FY22				
Assets						
Property, Plant and Equipment	1,979.5	925.4				
Other Intangible Assets	15.6	35.3				
Capital Work In progress	2.0	0.0				
Intangible Assets under Development	49.0	0.0				
Investment Property	218.9	218.9				
Other Financial Assets	0.1	0.0				
Deferred Tax Assets (net)	21.0	0.8				
Other-Non Current Assets	1,140.1	1,418.5				
Trade Receivables	440.9	813.4				
Non-Current Assets	3,867.1	3,412.3				
Inventories	2,085.7	1,377.6				
Trade Receivables	8,556.1	2,765.5				
Cash & Cash Equivalents	1,194.9	13.9				
Other bank balances	430.3	781.7				
Other Financial Assets	92.0	0.0				
Other Current Assets	448.2	589.2				
Current Assets	12,807.2	5,527.8				
Total Assets	16,674.3	8,940.1				

Particulars (₹ in lakhs)	FY23	FY22			
Equity and Liabilities					
Equity Share Capital	2,126.5	1,866.5			
Other Equity	6,090.7	2,761.2			
Shareholders Fund	8,217.2	4,627.8			
Borrowings	751.9	648.5			
Other Financial Liabilities	0.0	0.0			
Other Non-Current Liabili ties	126.9	215.2			
Deferred Tax Liabilities	0.0	0.0			
Provisions	69.0	36.6			
Trade Payables	7.4	233.5			
Non-Current Liabilities	955.2	1,133.8			
Borrowings	3,478.5	1,272.0			
Trade Payables	2,350.3	1,134.5			
Other Financial Liabilities	448.0	0.0			
Other Current liabilities	821.1	616.6			
Provisions	404.0	155.4			
Current Liabilities	7,501.9	3,178.5			
Total Equity and Liabilities	16,674.3	8,940.1			





BUSINESS OUTLOOK

- 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

EV CHARGER BUSINESS PLANS





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

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







SERVOTECH MANUFACTURING PLANT AND R&D



Production Unit



Assembly Line



PCB Assembling



Sub Assembly Line



SMT Line (PCB Mfg.)



Wave Soldering



SERVOTECH TESTING FACILITY



Assembly Stations



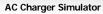
DC Simulation Testing





SERVOTECH TESTING EQUIPMENT



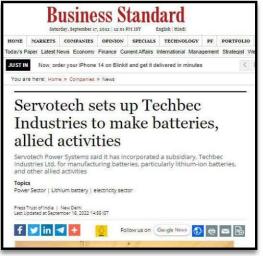






MEDIA COVERAGES





















EXHIBITIONS INDIA & ABROAD



London EV Show 2022



RE+USA 2022



Franchise India 2022



InterSolar The SmarterE 2022



Green Vehicle Expo Bengaluru 2022



EV State Summit Delhi 2022



Auto Expo Motor Show 2023



India Solar & EV Expo 2023 Lucknow



Convergence Smart City Expo 2023





AWARDS AND CERTIFICATIONS

























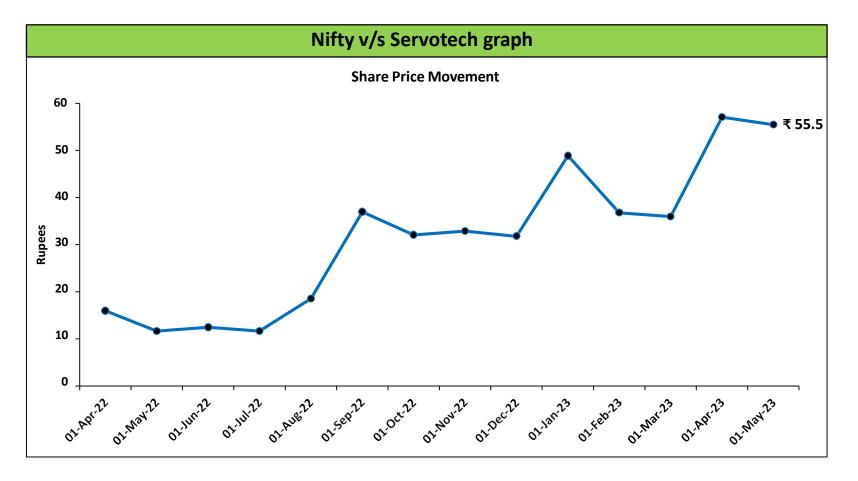


CAPITAL MARKET INFORMATION

Current Market Price (As on 5 th May 2023)	₹55.45
NSE Symbol	SERVOTECH
Market Cap	₹589.6 Cr
52 Weeks High/Low	₹59.90/₹11.40

Shareholding Pattern as of 31st March, 2023

PROMOTER & PROMOTER GROUP	60.60%
PUBLIC	39.39%
TOTAL	100.00%







Ms. Priya Pandey
Company Secretary
SERVOTECH POWER SYSTEMS LIMITED

- 011-41183116
- investor.relations@servotechindia.com

Investor Relations Advisor



Krunal Shah/Naman Maheshwari Captive IR Strategic Advisors Pvt. Ltd.



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