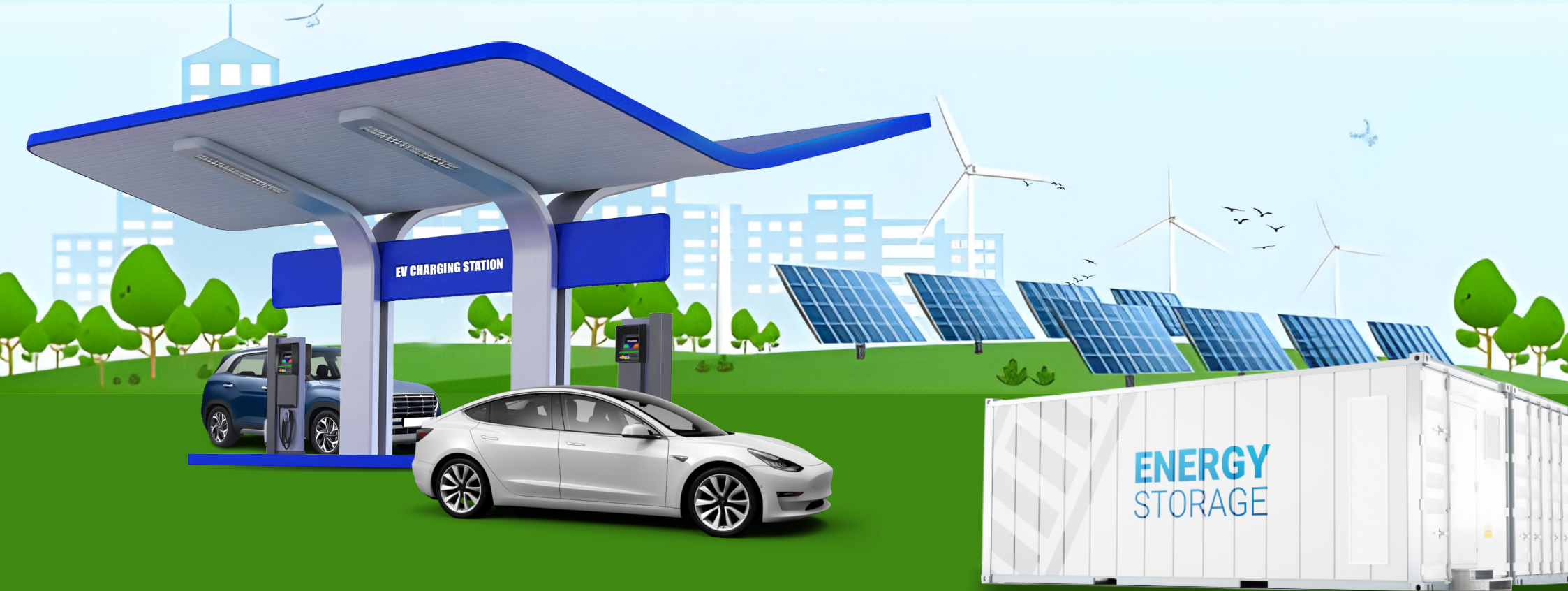


Investor
Presentation

Q1 FY2024-25

विकास की ओर
नई उड़ान..



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 Limited 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



Our Vision

“Produce Green To Live Green”

- To design sustainable and tech-enabled solutions, achieving optimal utility and product performance.
- To bring substantial value and satisfaction to clients, investors, stakeholders and customers with a long-term growth perspective.



Our Mission

SPSL at a Glance



Management



Mr. Raman Bhatia
Managing Director & Founder

Aged 51, he is a commerce graduate from University of Delhi and has a diploma in electronics. He is a businessman with over 30+ 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.



Mrs. Sarika Bhatia
Whole Time Director

Mrs. Bhatia has done her graduation in arts from University of Delhi. Specializing in marketing, she has also done sales & marketing course from NSIC, Delhi. She is a businesswoman having a rich experience of more than 25 years and has been heading sales & marketing department of the company.

He has vast experience in financial management, Project Management, credit control and takes care of major financial operations, project strategies achieving remarkable targets countering negative market scenarios.



Mr. Vikas Bhatia
CFO

Continued...



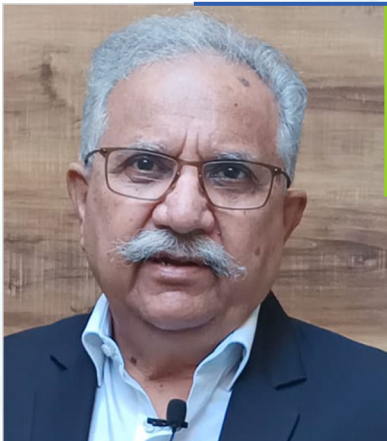
Dr. Rajesh Mohan Rai
Non-Executive Director

Renowned HR Strategist & Business Coach. Having more than 30 years of varied experience as Director at HR Anexi, Director - Human Resources at Nivio Technologies Pvt. 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

He has managed strategic growth & diversification across various companies like Tecumseh, LML Scooters, Hero Cycle, JBM Bharat, Sanden Vikas and many more at a very senior position. He holds a significant experience in international collaboration & 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, organizational transformation, visual management & more.



Mr. Sampat Rai
Independent Director

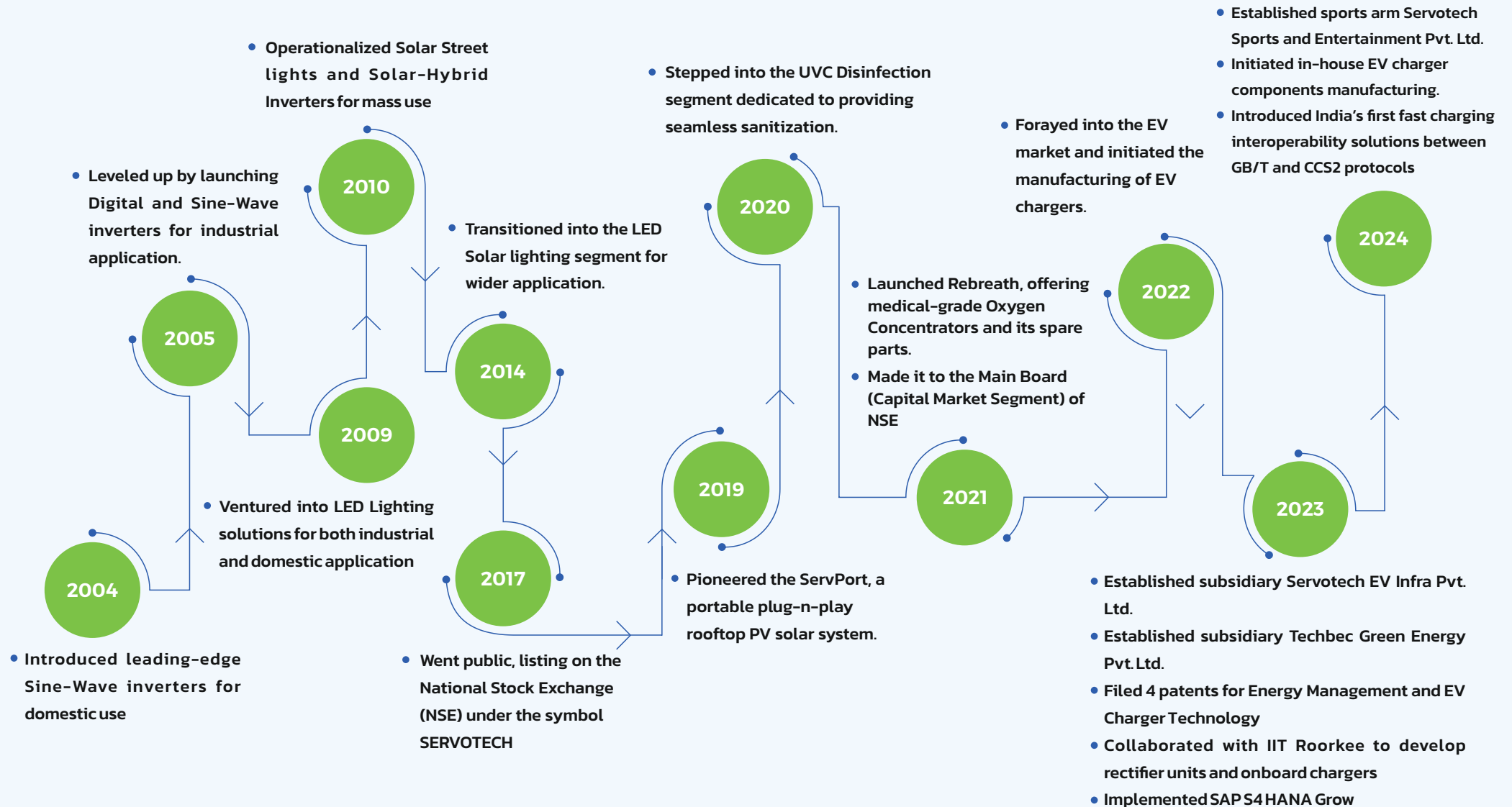
He has had an extensive corporate career spanning over 40 years, beginning with his time at HCL. Later he held key positions such as Regional Manager, Superphone India Pvt Ltd. & Marketing Manager, Bharti Group. He has helped foreign multinationals & medium-sized companies from Canada, USA, Germany &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



Mr. Meenakshisundaram Kolandaivel
Independent Director

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

Business Evolution Spanning Two Decades



Business Model

Revenue Model

- **Projects & Tenders**
- **Channel Sales**
- **Retail Sales**
- **Online Sales**
- **Installation & Service**

Customers

The company is majorly into B2B operations and caters to leaders like:

- **BPCL**
- **HPCL**
- **IOCL**
- **Tata Motors**

and many others...

Key Resources

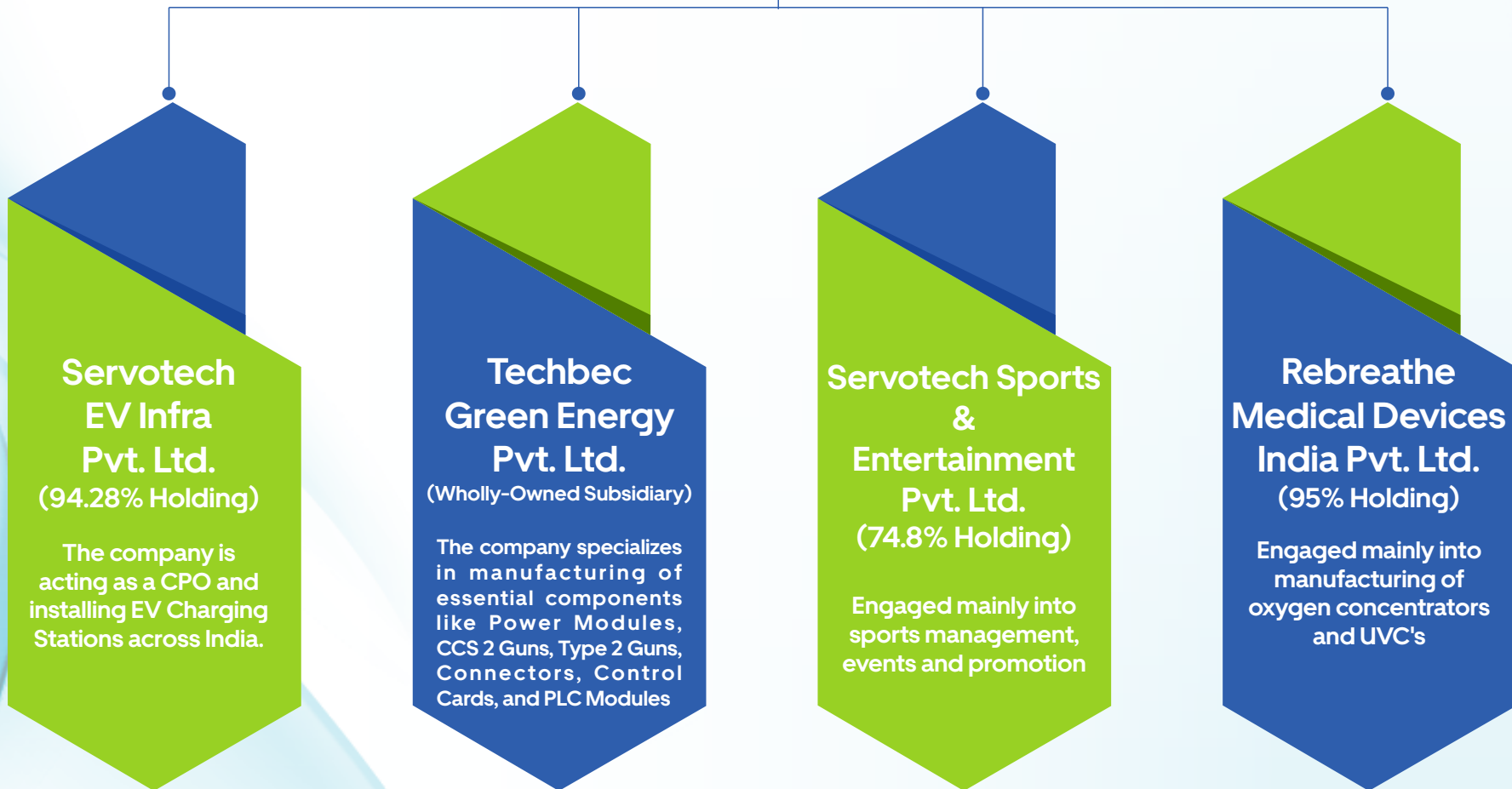
- **Printed Circuit Boards**
- **Integrated Circuits**
- **Lithium Ion Cells**
- **Metal Mechanical Parts**
- **Technology and R&D Prowess**
- **Human Resources**
- **Trusted Brand Image**
- **Switchgear Components**

Cost Structure

Raw material cost is ~80% of the cost and the other major costs are employee cost

Our Group Structure

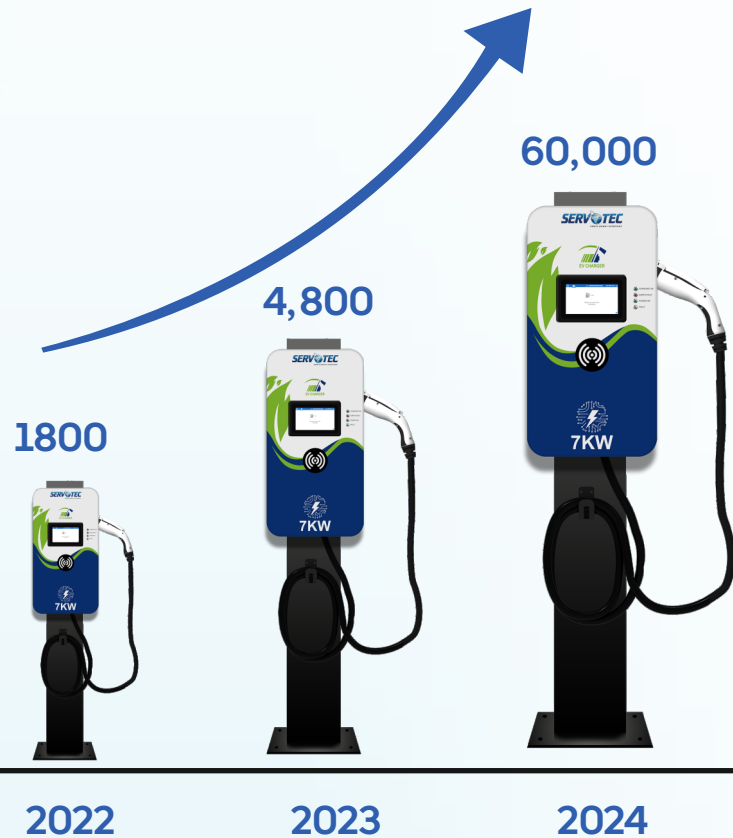
Servotech Power Systems Ltd.



Capacity Expansion Over The Years

Annual Production Capacity

AC Chargers Capacity



DC Chargers Capacity



Range of EV Chargers

AC Range



3.3kW



7kW



10kW



11kW



14kW



22kW

DC Range



20kW



30kW



60kW



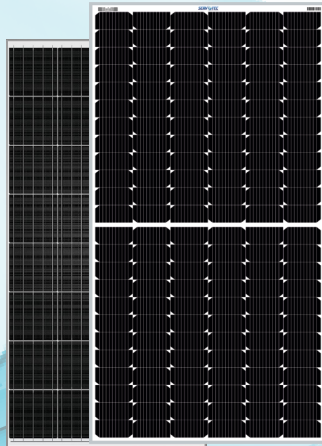
120/240kW



360kW

Range of Solar Solutions

Solar Panels



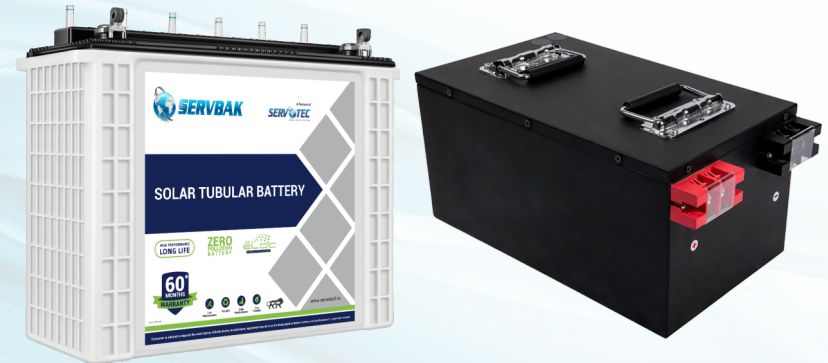
Mono, Perc and Bifacial Panels

Solar Inverters



On-grid, Off-grid and Hybrid Inverters

Solar Batteries



Tubular and Lithium-ion Battery

Energy Storage System



Solar Street Light



Solar Charge Controller



Power & Backup

Servo Stabilizer



Air-Cooled and Oil-Cooled



UPS & Inverters



Driving Innovation and Solidifying Technological Leadership

Filed patent "System and Method for Controlling Load Shifting by Third Party"

Filed patent "System and Method for Effective Energy Channelization from a Renewable Energy Source"

Filed two patents on EV charging technology, on fast charging GB/T Bharat DC 001 vehicle through a CCS2 connector.

Media Coverages



ET Auto
The Most Trusted News & Knowledge Platform

News Exclusives Leaders Speak Events Brand Solutions Webinars More

EV & Future Mobility · Technology · Segments · Auto Components · Videos · Consumer · ET Autolytics · Web Stories · More

Incharz to develop exclusive EV charging stations for 3ECO, signs MoU

This initiative aims to establish a nationwide network of EV charging infrastructure, strategically positioned to meet the charging requirements of 3ECO's cargo fleet.

Online Bureau · Agencies
Updated On May 28, 2024 at 08:21 PM IST



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Delhi's first grid-connected solar-powered EV charging carport launched by Servotech Power Systems

Servotech Power Systems inaugurates Delhi's pioneering grid-connected solar-powered EV charging carport at Hauz Khas Village, marking a significant advancement in sustainable energy and electric vehicle infrastructure.

Electric vehicle charging and solar solutions provider Servotech Power Systems on Thursday said it has inaugurated Delhi's first grid-connected solar-powered EV charging carport.

This Solar-Powered EV Charging Carport, established as a pilot project at the Hauz Khas Village parking station, marks a significant milestone in sustainable energy and electric vehicle infrastructure, a statement said.



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Servotech Partners With Electra EV For Innovative EV Charging Technologies | Check Details Here

"Electra EV is delighted to announce the collaboration with Servotech Power Systems, which is working towards reimagining the EV charging landscape with solutions that are fit for purpose," said Samir Yajnik, CEO of Electra EV.

New Delhi: Servotech Power Systems Ltd. has announced a collaboration for a jointly owned revolutionary EV charger technology, for which they filed for patents recently. These ground-breaking solutions enable fast DC charging of any GB/T Bharat DC 001 vehicle (which are on sub 200V DC platforms) from the CCS2 charging network through the addition of a connector using a small additional gadget.



DALAL STREET INVESTMENT JOURNAL
DEMOCRATIZING WEALTH CREATION

Multibagger EV-charger manufacturing company joins Bengal Pro T20 League as franchise team owner - details inside!



Servotech Power Systems, a leading name in the EV charging and solar energy industry announced its entry into the world of cricket with the acquisition of one of the cricket teams that is set to play in the Bengal Pro T20 League to be organised by Cricket Association of Bengal (CAB). As a significant move, the company is one of the franchise team owners in the highly anticipated Bengal Pro T20 League which is set to kick off immediately after the IPL in early June 2024.

This strategic move marks a prominent milestone for Servotech Power Systems. By entering the dynamic realm of professional sports through the acquisition of the cricket team, Servotech aims to capitalize on cricket's immense popularity and global appeal to strengthen its brand presence and connect with a wider audience base. This strategic alignment presents an exciting opportunity for Servotech to extend its reach beyond its industry boundaries and tap into new avenues of growth and engagement by promoting its brand.

Also Read: [Artificial Intelligence \(AI\) revolutionizing healthcare: A look at the present and future!](#)

Continually Investing In Building Capability



And Many More...

Major Developments in Q1FY25

Developed a gadget that will enable the charging of GB/t vehicles using a CCS2 connector

Developed onboard chargers for 2, 3, 4 e-wheelers

Began with the manufacturing of 30kW power modules under the Make in India mission

Development of energy storage systems for efficient EV charging in low-electricity areas, enabling solar EV charging with energy storage.

New manufacturing plant in Safiabad partially started with 15% capacity

Executed more than 28.5% order for Oil Marketing Companies

Expanding a Strong Footprint (Q1FY25)

**51% Growth
in the Dealer
& Distributor
Network**

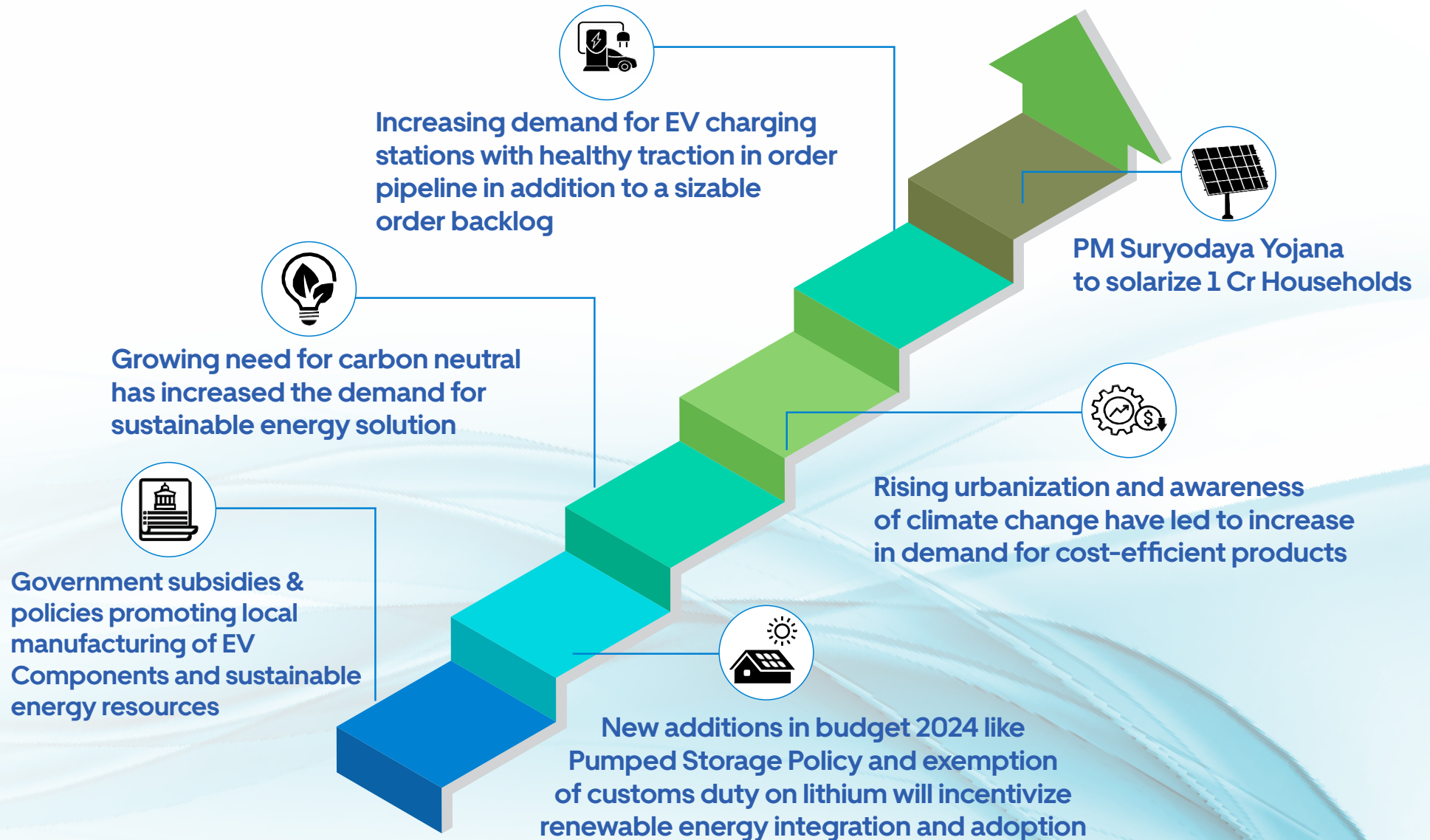
**Delivered >30%
order value to
Oil Marketing
Companies**

**400 kW+
Solar Installed**

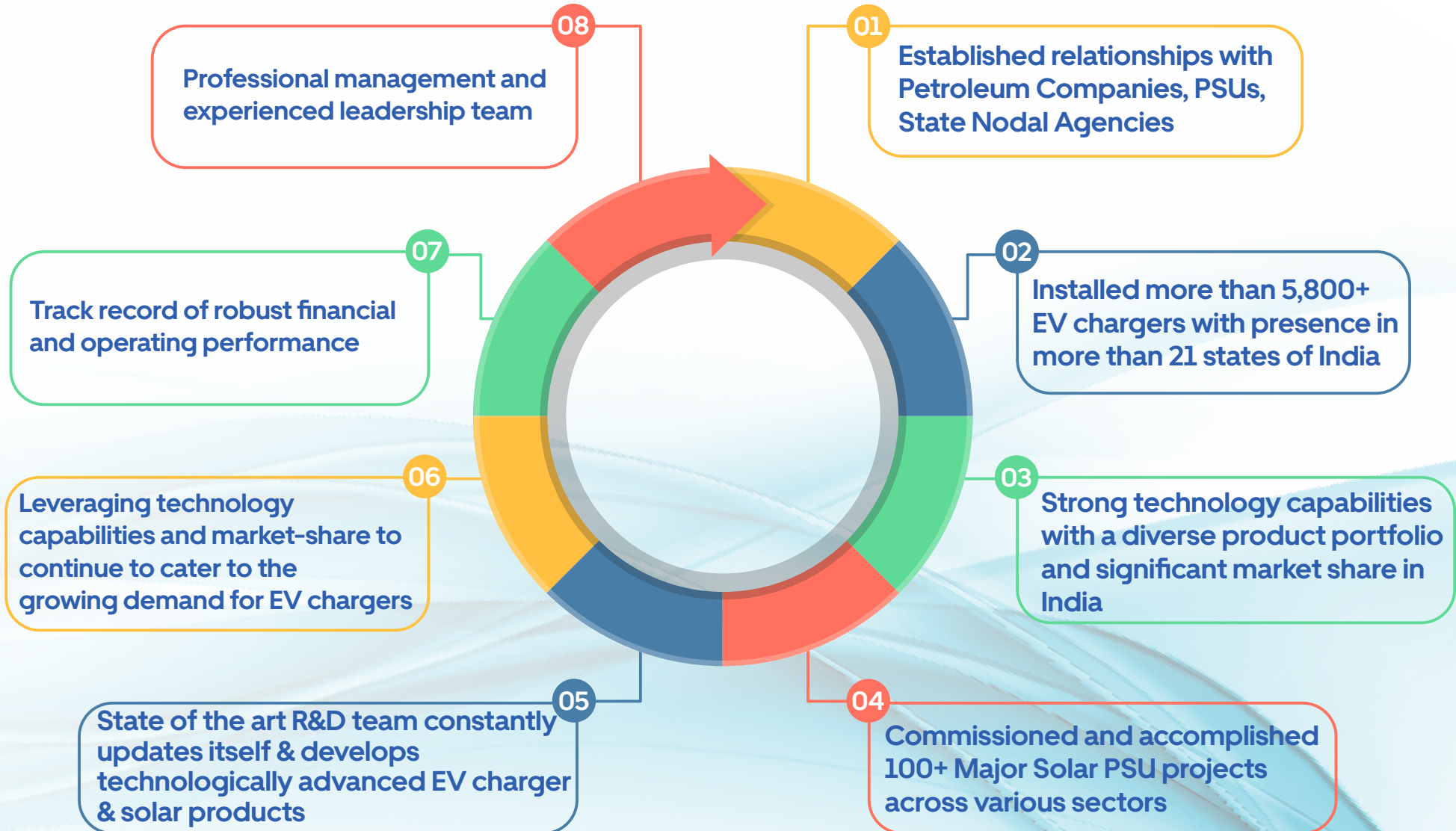
**Installed 500+
Solar Home
lights power
pack**

**The right talent
drives the
company forward.
Hired 128+
employees
in Q1**

Growth Drivers



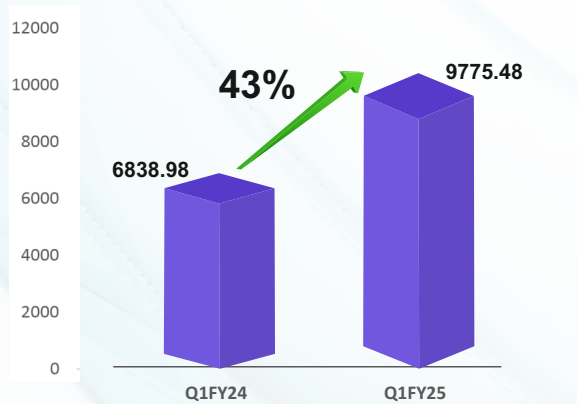
Leveraging Existing SPSL'S Strengths



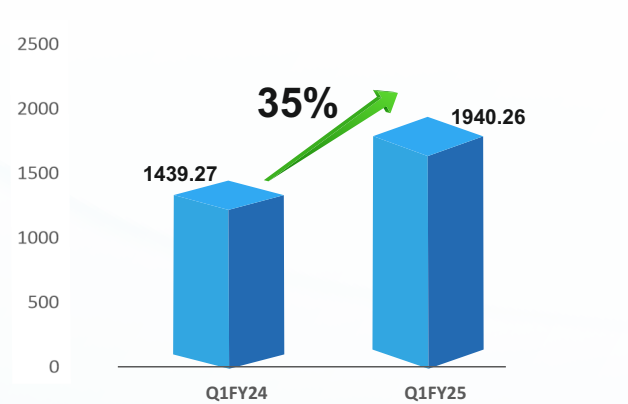
Q1FY25 Financial Performance (Standalone)

(Value in lacs)

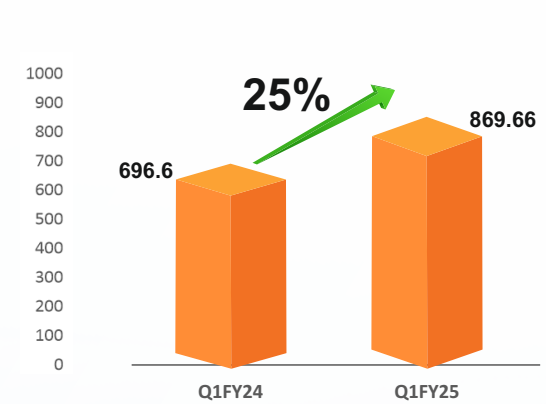
SALES



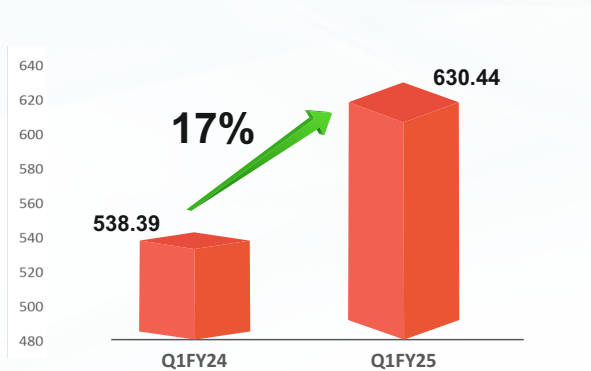
GROSS PROFIT



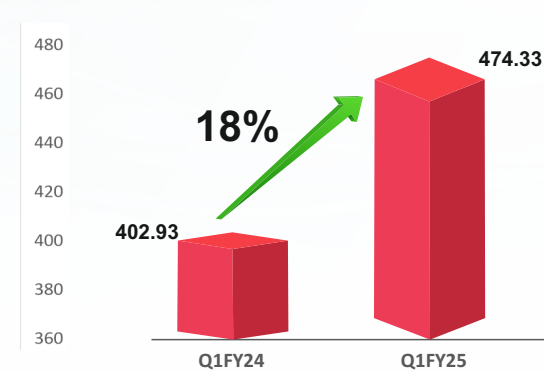
EBITDA



PBT



PAT

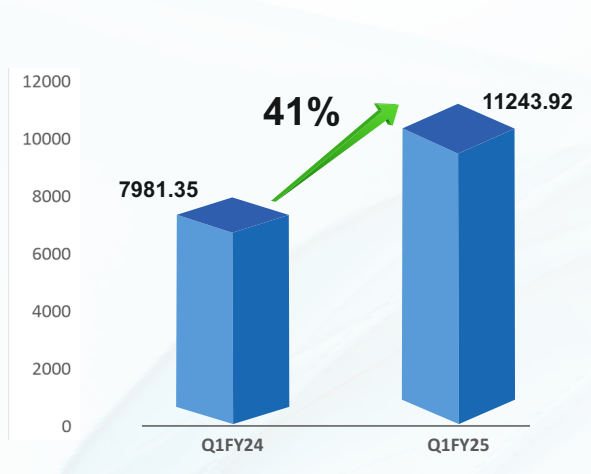


*comparative figures in absolute terms

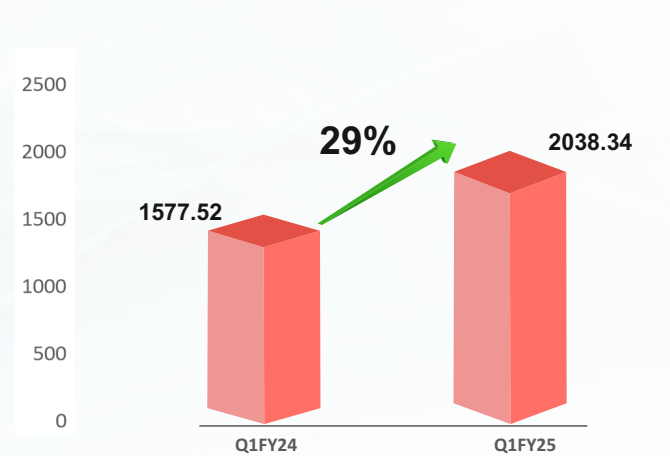
Q1FY25 Financial Performance (Consolidated)

(Value in lacs)

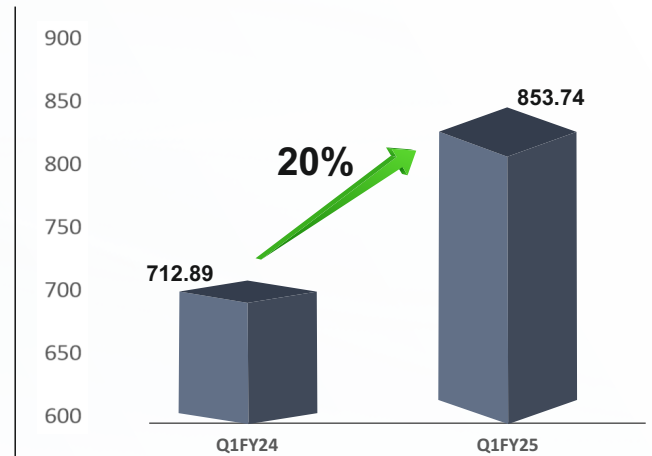
SALES



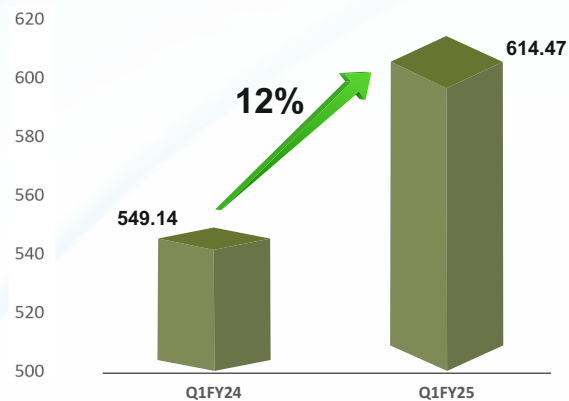
GROSS PROFIT



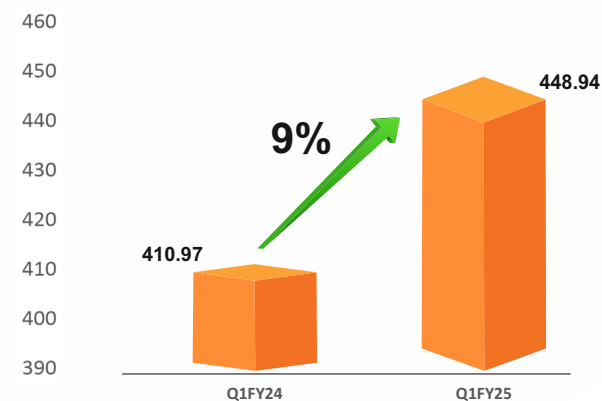
EBITDA



PBT



PAT

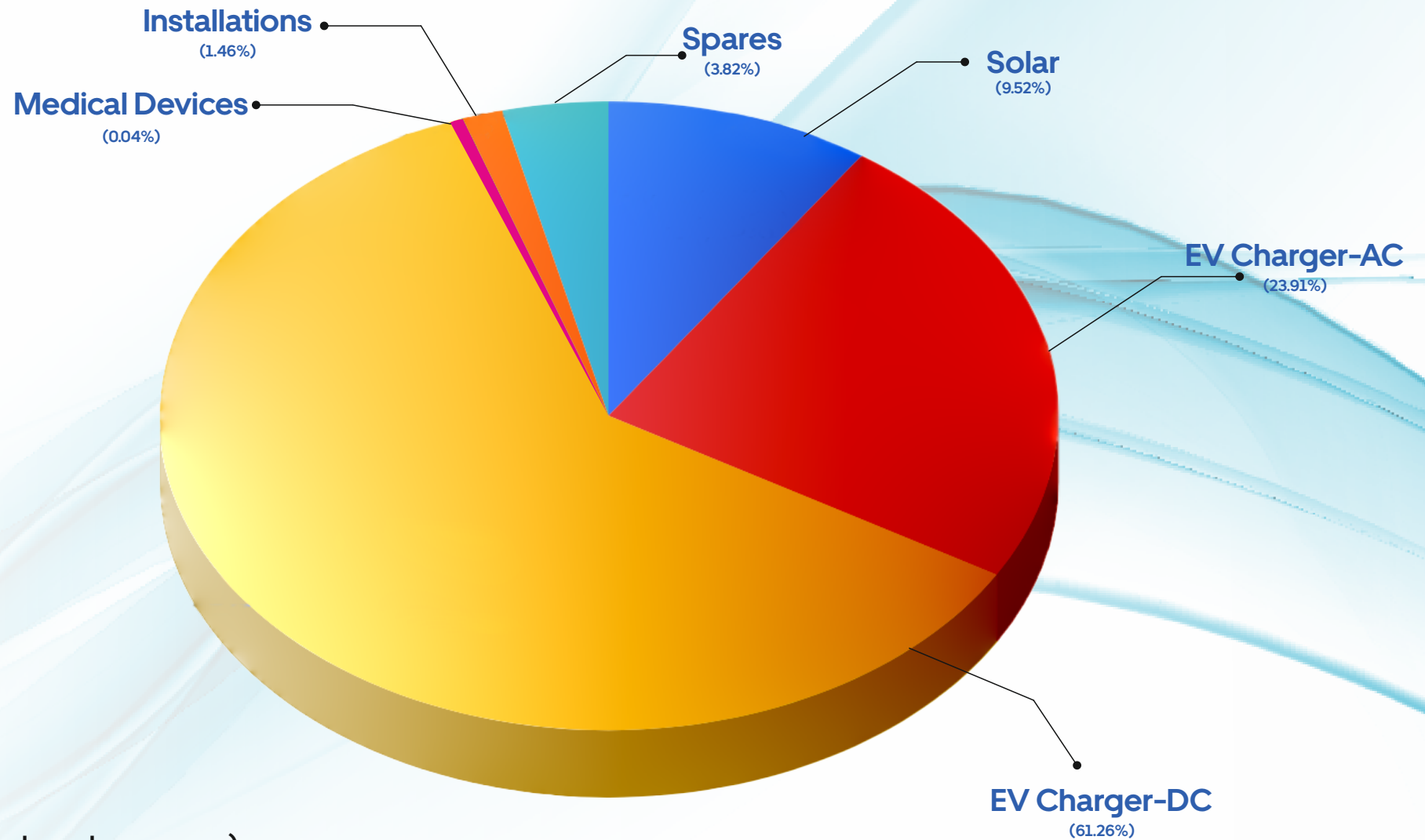


*comparative figures in absolute terms

Consolidated Income Statement

Particulars (₹ in lakhs)	Q1 FY25	Q1 FY24	YoY%	Q4 FY24
Revenue from operations	11,219.0	7,956.6		13,617.4
Other income	24.9	24.7		48.0
Total revenue	11,243.9	7,981.4	↑ 41.0%	13,665.4
<i>Cost of Materials Consumed</i>	9,858.6	6,158.7		12,105.8
<i>Changes in Inventories of Finished goods</i>	-653.1	245.1		-428.5
COGS	9,205.6	6,403.8		11,677.3
Gross Profit	2,038.3	1,577.5	↑ 29.2%	1,988.2
<i>Employee Benefits Expenses</i>	485.1	316.1		404.4
<i>Other Expenses</i>	699.5	548.5		978.7
Total Expenses excl. D&A & Finance Cost	10,390.2	7,268.5		13,060.5
EBITDA	853.7	712.9	↑ 20.0%	605.0
EBITDA Margin %	7.6%	8.9%		4.4%
Finance Cost	142.9	92.9		54.7
Depreciation & Amortization	96.4	70.9		85.6
PBT before exceptional items	614.5	549.2		464.6
Exceptional Items	0.0	0.0		0.0
PBT	614.5	549.2	↑ 12.0%	464.6
Tax Expense	165.6	138.2		119.2
PAT	448.9	411.0	↑ 9.2%	345.4
PAT Margin %	4.0%	5.1%		2.5%
Diluted EPS	0.20	0.19		0.16

Revenue Breakup Q1FY25



(Distribution based on revenue)

Management Commentary

Servotech Power System Ltd has delivered a remarkable performance in Q1FY25, demonstrating significant growth and strategic progress. Our results reflect our commitment to capitalizing on emerging opportunities in the electric vehicle (EV) sector and our aggressive investment in sustainable energy solutions.

Financial Performance

Our total revenue for Q1FY25 reached **INR 11,243.92 Lakhs**, representing a strong **41%** growth compared to the same period last year. This substantial increase was primarily driven by the rising adoption of electric vehicles (EVs) and our continued success in securing orders for various EV chargers from diverse clients. The growing demand for EVs and the increasing focus on advanced EV infrastructure have significantly contributed to our overall revenue growth.

EBITDA for Q1FY25 was **INR 853.74 Lakhs**, marking a substantial **20%** increase compared to the same period last year. The EBITDA margin was at **7.6%**. This slight decline in margin is attributed to elevated operational expenses of new plant which are still not fully operational.

PAT for Q1FY25 was **INR 448.94 lakhs**, up from **INR 410.97 lakhs** in Q1FY24, representing a **9%** increase for the period.

Strategic Positioning in the EV Charging Infra Segment

Servotech Power System Ltd is well-positioned to capitalize on the EV sector's rapid growth, significantly boosting our revenue through the widespread adoption of EVs. We are expanding our product portfolio to meet rising demand, reinforcing our market leadership. Our innovative charging solutions and strategic partnerships with major automotive companies have enhanced our revenue and market reach. Our comprehensive portfolio, focus on R&D, and industry collaborations keep us ahead in the evolving EV ecosystem. We have supplied 5800+ EV chargers pan India.

Continued...

Investment in Sustainable Green Energy Solutions

We are aggressively investing in deployable and sustainable green energy solutions. These investments align with global sustainability trends and provide us with a competitive edge. Our projects in solar power, and energy storage have diversified our revenue streams and reinforced our commitment to environmental compliance and efficiency. These efforts are expected to yield long-term benefits and provide high level of complementary to our core products contributing significantly to our growth trajectory.

Developing Capabilities for Global Markets

Our continuous efforts to develop capabilities in manufacturing products that meet global standards have given us a competitive edge. By adhering to international quality norms and integrating advanced technologies, we ensure that our products are globally acceptable, opening new markets and driving sustained revenue growth.

The trajectory of our performance in Q1FY25 sets a strong foundation for the future. As we continue to leverage our strategic positioning in the EV segment and expand our green energy portfolio, we anticipate sustained revenue growth and enhanced profitability. Our commitment to innovation and quality in manufacturing will support our long-term objectives and position us as a leader in the industry.

Capital Market

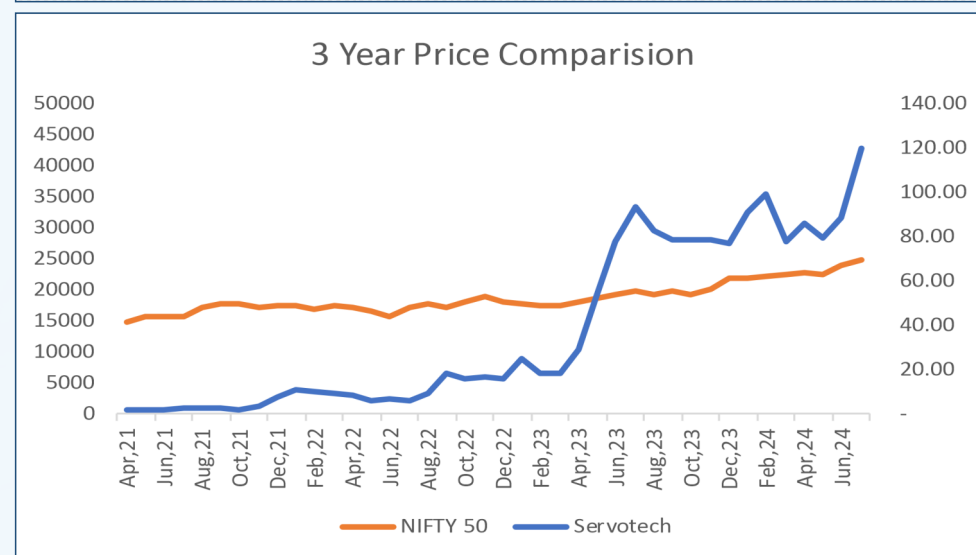
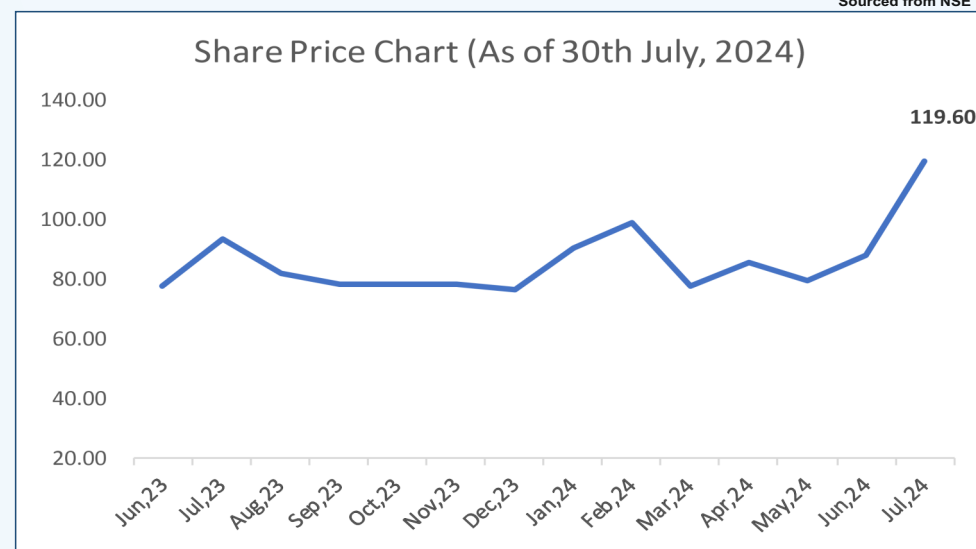
Price Data (As on 30th July, 2024)	INR
CMP	₹119.6
52 week High/Low	₹129.81/69.50
Market Cap	₹2665.9 Crore
NSE Symbol	SERVOTECH

Share Holding Pattern (as of 30th June, 2024)

Promoter & Promoter Group	59.7%
Institutions	5.5%
Public	34.8%
Total	100.00%

Servotech Price Graph

Sourced from NSE



Our Manufacturing Plants



▶ Kundli, Sonipat,
Haryana

Safiabad Sonipat, Haryana ◀





Thank You

For further information on the company; please visit
www.servotech.in

SERVOTECH POWER SYSTEMS LIMITED

Ms. Rupinder Kaur

Company Secretary

Email: investor.relations@servotechindia.com

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