



27th July, 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 ended 30th June, 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 Un-audited Financial Results of the Company for the quarter ended 30th June, 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
REGISTERED OFFICE: 806, 8th 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
Tel No : 011-41183117, • Sales: +91 9717691800, • Email : servotech@servotechindia.com , • Website:
www.servotech.in



Investor Presentation

Q1 FY-2024

Safe Harbour

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 net-zero emissions ambition and eliminate the reliance and dependence on fossil fuels for our future generations.”



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 Nivid 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. 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. Meenakshisundaram
Kolandaivel

Independent Director

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



Mr. Vikas Bhatia,
COO and CFO

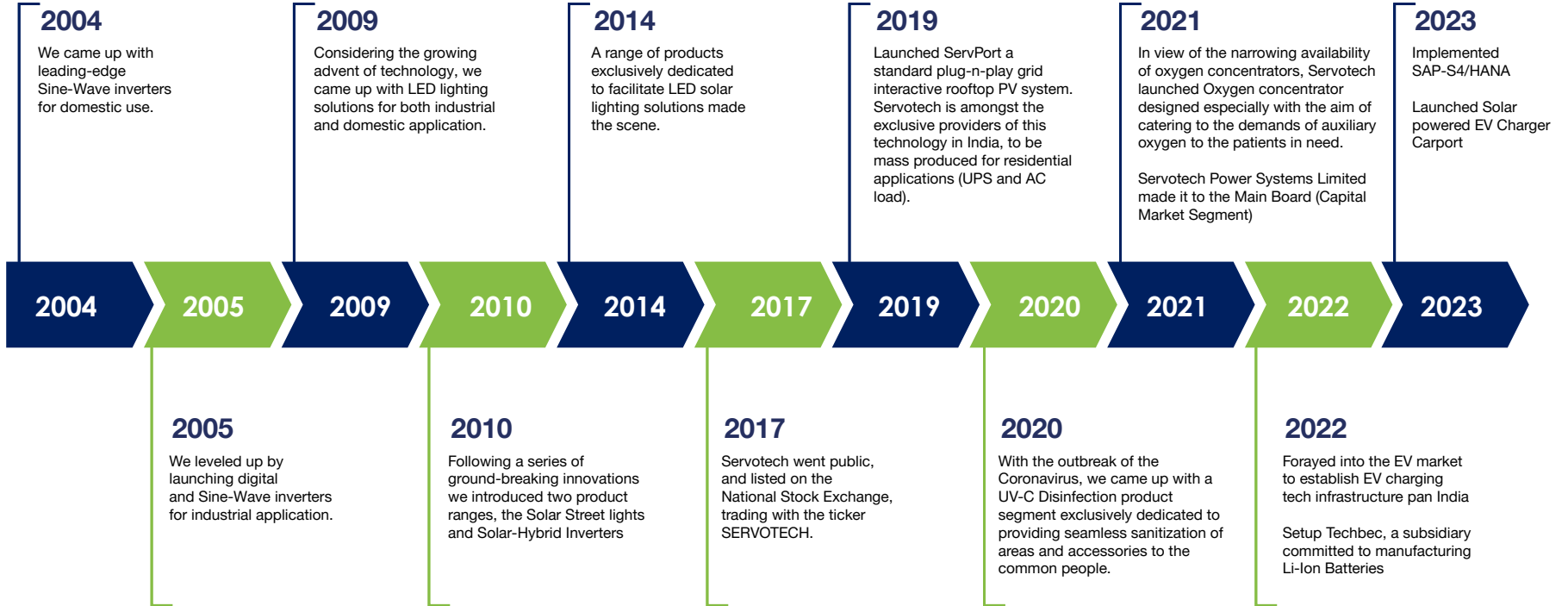
He has vast experience in project management, developing brand strategy, and combating strategies achieving remarkable targets countering negative market scenarios.



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.

Journey



Product Categories



Solar Solutions

Solar PCU
Solar Panels
Solar Servport
Solar EPC
Solar Battery



EV Chargers

AC & DC Fast Chargers
For every type of EV Vehicles :for all type of 2 wheelers, Cars,Buses & trucks & It's approved by TATA and MG for their vehicles



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.



Servo Stabilizers

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

Solar Solutions



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

EV Chargers - AC & DC Range



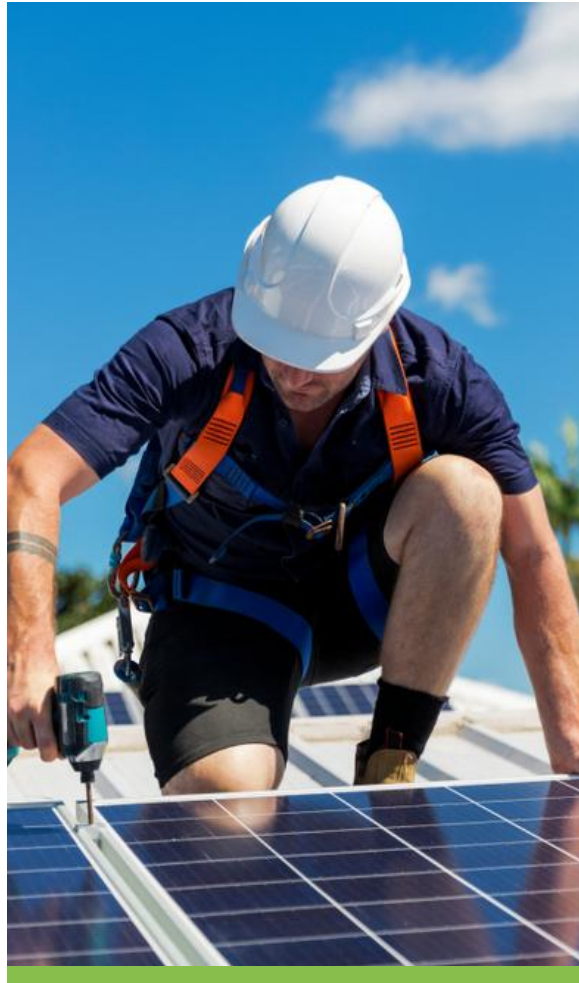
3.3kW 7kW 10kW 11kW 14kW 22kW



20kW 30kW 60kW 120/240kW 360kW

Leading Solar EPC & Solutions

Servotech Power Systems LTD. is the leading solar EPC Company in India, with over 18 years of experience in the solar industry. We provide complete solar solutions for solar power projects, including engineering, procurement, construction, and commissioning.



Residential Solar Solutions

India is on the verge of a solar revolution, and Servotech has been at the vanguard, spearheading the transition to sustainable energy solutions. Rooftop solutions at home provide significant cost reductions while also safeguarding the environment as you contribute to the planet by reducing its carbon footprint. To save money and monetize your roofs, get your own solar rooftop for your home with Servotech.



Commercial Solar Solutions

With government and global scrutiny towards industrial contribution to growing carbon emissions tightening, switching to an extensive solar solution has become an imperative for industrial and commercial players. With commercial rooftop solar panels growing in popularity in India, Servotech has the technology, manpower, and demonstrated experience to assist you in establishing commercial rooftop solar power plants to meet your needs.

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, Gujarat to Gorakhpur, Uttar Pradesh



UPNEDA
Offgrid Solar Project at UP govt.
offices

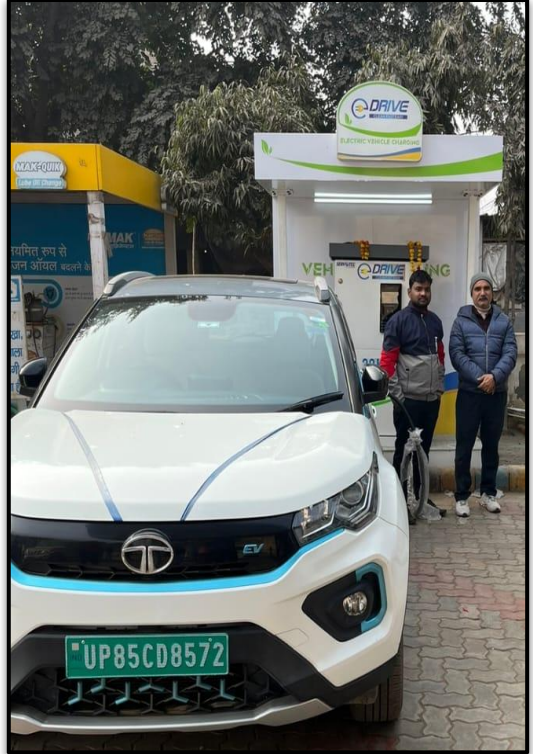


Akshardham Project
India's First Portable Rooftop Solar
Systems Installed at Akshardham Gandhi
Nagar



**Rooftop Solar
Project**
BPCL (Mahol Refinery)

Our Contribution in EV Charging



Clientele

		 <p>A JOINT VENTURE OF INDIANOIL, HINDUSTAN PETROLEUM & BHARAT PETROLEUM</p>	 <p>सत्यमेव जयते Ministry of Electronics and Information Technology Government of India</p>		
					
 <p>Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH</p>					
		 <p>Ministry of Railways</p>			

Leveraging our Strengths



1 Long standing relationship with Petroleum Companies, PSUs, State Nodal Agencies

2 Diversified product portfolio with presence in more than 21 states of India

3 High-yet advanced Solar Products and EV Charger Range



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

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

Growth Drivers

Governments subsidies and policies to promote local manufacturing of EV Components and sustainable energy resources

Rising urbanization and awareness of climatic change have led to increase in demand for cost-efficient products

Healthy traction in order pipeline in addition to a sizable order backlog



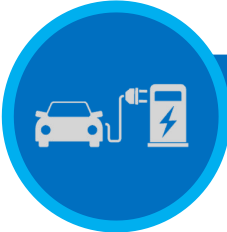
Increasing demand for EV charging stations

Local manufacturing boost in Solar & EV industry

Increase in carbon footprint has increased the demand for renewable energy

Scaling New Horizon

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



Servotech with NSEFI to develop Solar-powered EV charging Carport

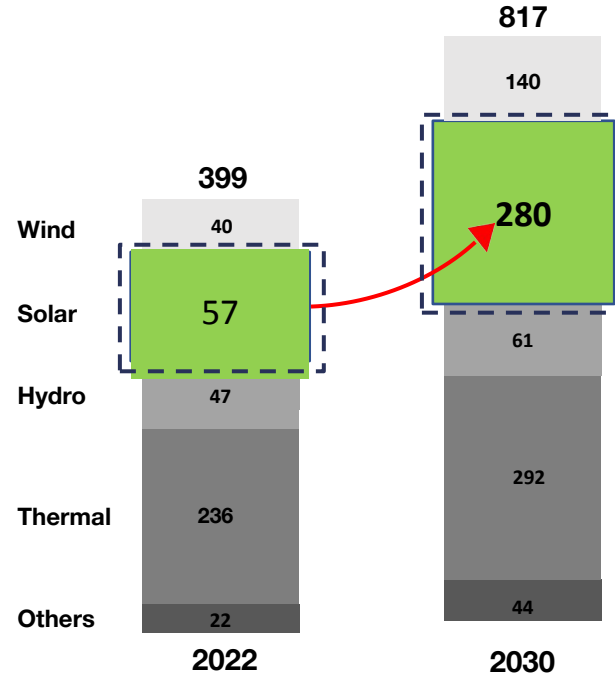


Industry Overview

SOLAR INDUSTRY

1. India ranks **4th** in solar power installed capacity.
2. 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%**.
3. Solar installations in India has exhibited a remarkable **compound annual growth rate (CAGR)** of **29%**
4. India currently boasts a solar installed capacity of **57 GW**
5. GOI has set an ambitious target of **achieving 280 GW** of solar capacity by **2030**, representing a fivefold increase in solar installed capacity over the next seven years. This is the **world's largest expansion plan in renewable energy**.

Target Solar Capacity for 2030 to result in huge market expansion (Capacity numbers in GW)



Source: Central Electricity Authority

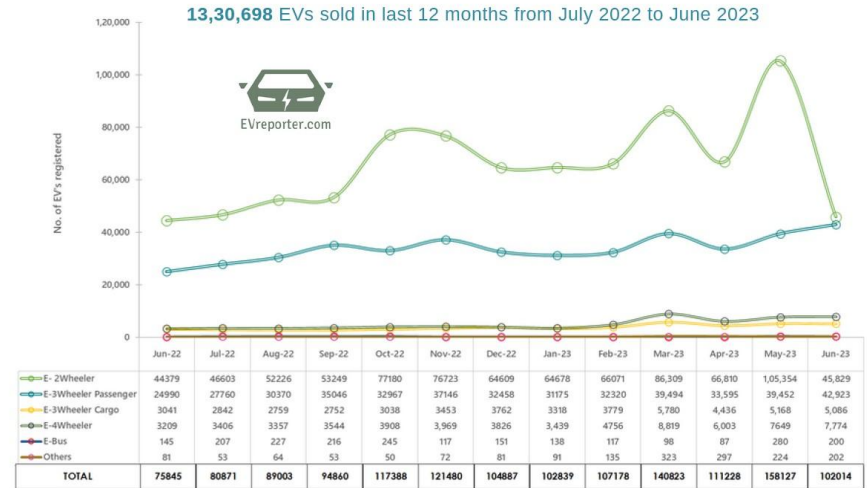
Industry Overview

EV CHARGERS

1. As of **July, 2023**, as many as **8,738 public EV charging stations** are operational in India.
2. Govt. allocate **subsidies of INR 800 Cr** to set up **22,000 fast chargers** at various fuel pumps across India
3. The government has sanctioned **2,877** such charging stations across **68 cities in 25 states** and UTs.
4. In addition, **1,576 charging stations on nine expressways** and **16 highways** have also been sanctioned.
5. Projections indicate that fast-charging stations will witness a **CAGR of over 40% by 2025**.

EV SALES PENETRATION:

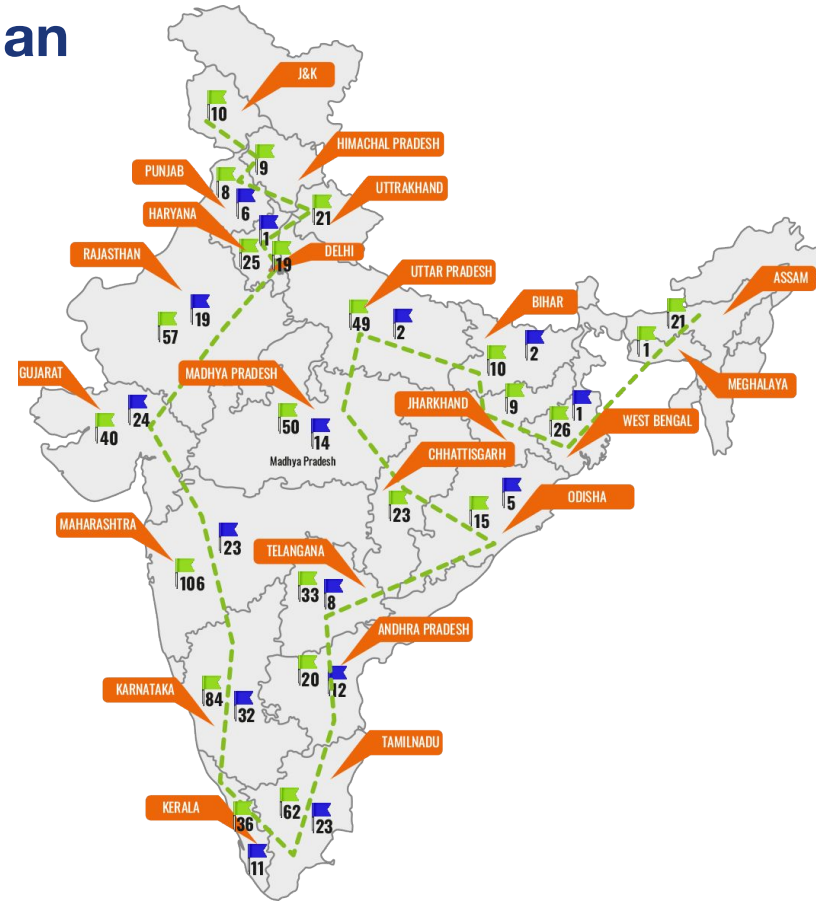
Category-Wise Sales Trend from June 2022- June 2023



Source: Vahan Dashboard. Data as per 1351 out of 1437 RTOs across 34 out of 36 state/UTs
Low speed 2Ws not included.

Servotech is Contributing in Indian EV Charging Infrastructure

Servotech is Creating Green Corridor for Greener India with help of Oil Marketing Companies



Corporate Updates

Implementation of SAP S/4 HANA Software

SPSL Achieved Record-Breaking SAP S/4HANA Implementation Time, Acknowledged by KPMG's Experts

SAP S4 HANA Grow is a cutting-edge enterprise resource planning (ERP) solution that empowers businesses to transform their operations and gain real-time insights for informed decision-making. This implementation reinforces SPSL's commitment to driving digital innovation in the company to remain ahead of competition.



Appointed Mr. Meenakshisundaram Kolandaivel as Independent Director

Mr. Kolandaivel is a Banking Professional with 35 years of experience in credit operations/risk management and in corporate and branch banking

He possesses Post Graduate Diploma in Management having expertise in Finance and a Postgraduate Degree in Economics from Madras University

Mr. Kolandaivel has served at many prestigious organisation like IAF, PNB Zonal Office, Mercantile bank and others.



Appointed Mr. B. Tripathi Patro as Senior Vice President - Operations

Mr. Patro comprehends 33 years of rich experience across the Solar and Power Industry in sales, servicing, manufacturing, plant operations, training, quality assurance, Integrated Management Systems, greenfield projects etc.



Stock Split



Board approved a stock split in the ratio of 1:2, the record date set for the stock split is 28th July 2023

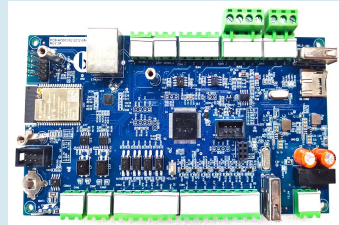
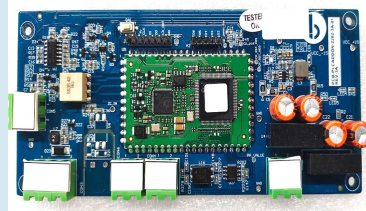
New Product Developments - EV Charging Components



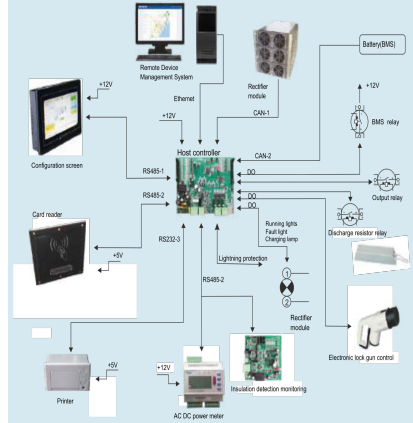
AC DC Modules



**Charging Cables
CCS2 & Type 2**



Control Card



**Backward
Integration**

New Product Developments

Solar Powered EV Charger CARPORT

Empowering EVs with
Sustainable Solar
energy-Powered Charging
Solutions

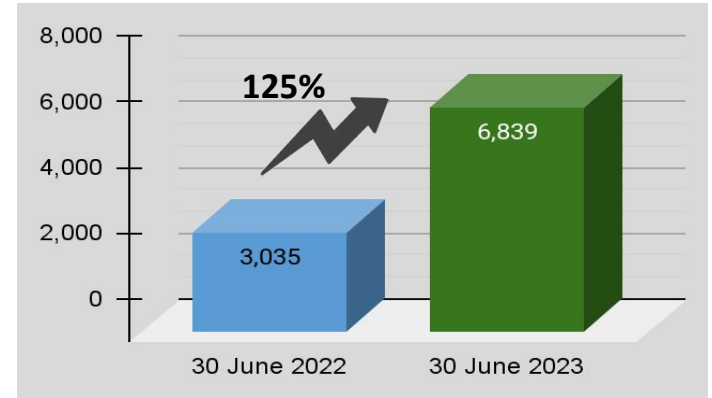


Key Financial Snapshots

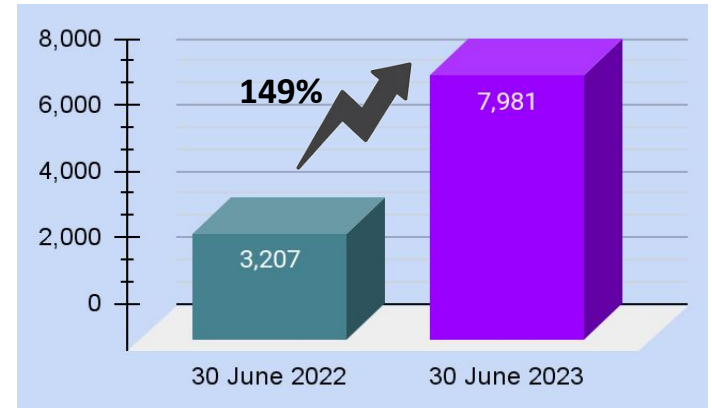
Net Sales

Servotech Revenue Pattern Quarter Wise *		
FY -Qtr wise	Revenue Contribution (Qtr wise)	Cumulative Revenue
1st Qtr	12%	12%
2nd Qtr	16%	28%
3rd Qtr	30%	58%
4th Qtr	42%	100%

*Based on last 5 years Avg Revenue



Standalone

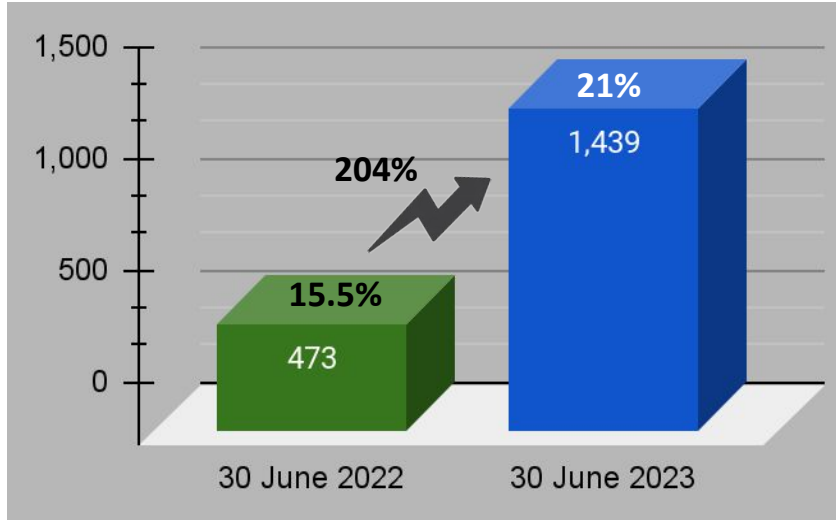


Consolidated

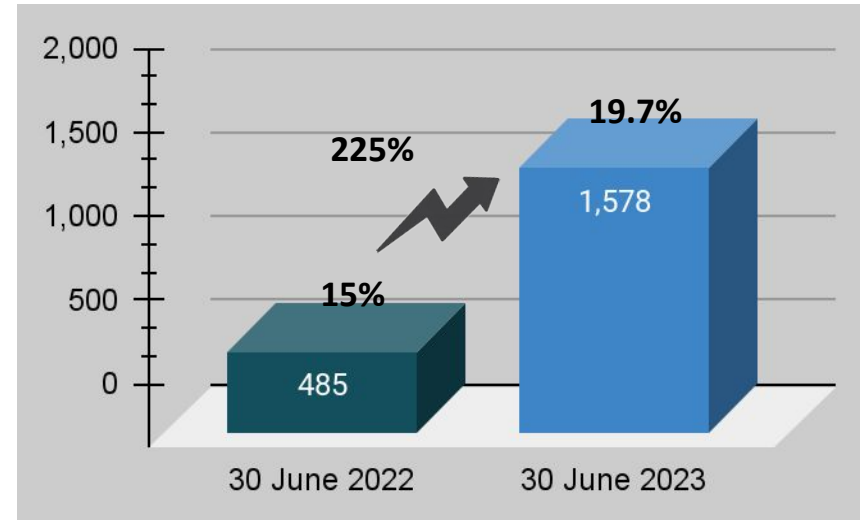
Value in Lac's

Key Financial Snapshots

Gross Profit



Standalone

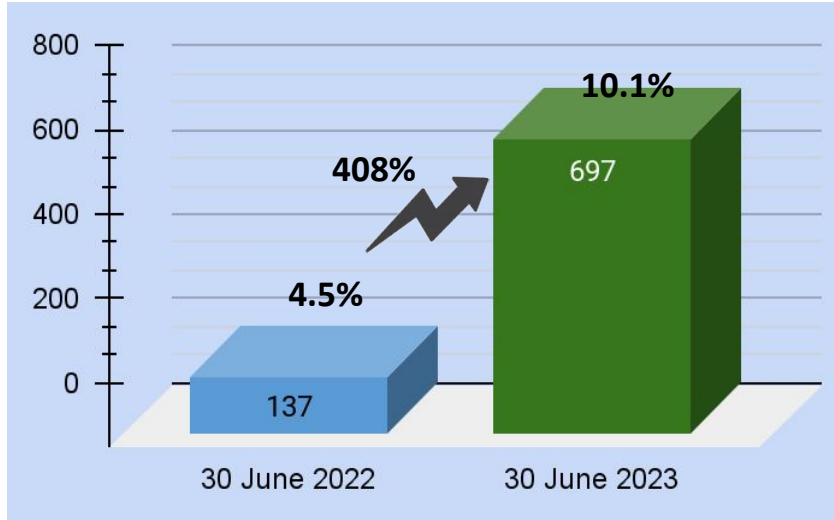


Consolidated

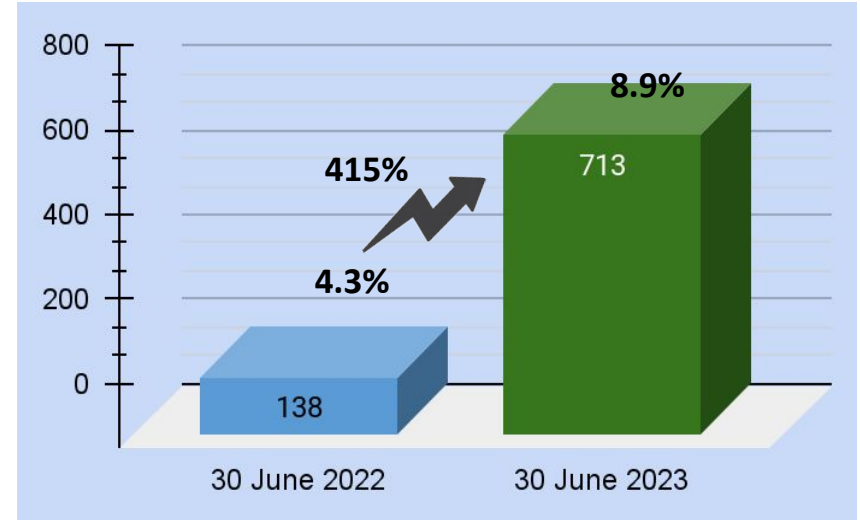
Value in Lac's

Key Financial Snapshots

EBITDA



Standalone

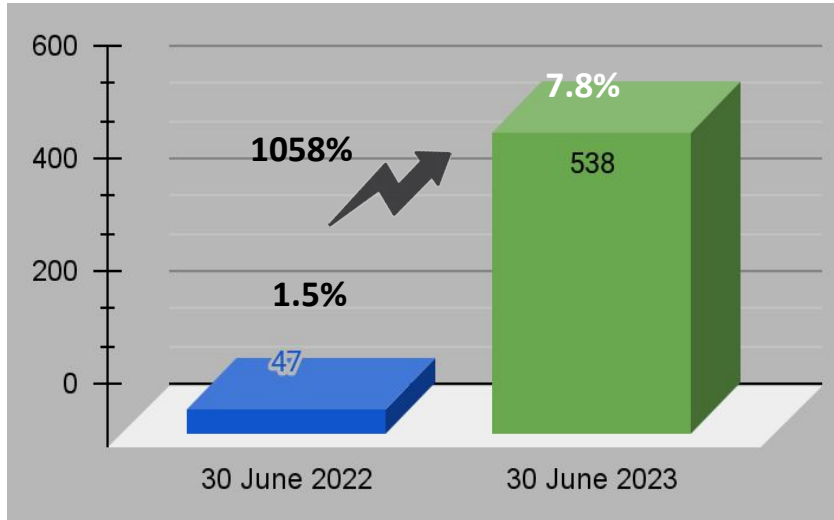


Consolidated

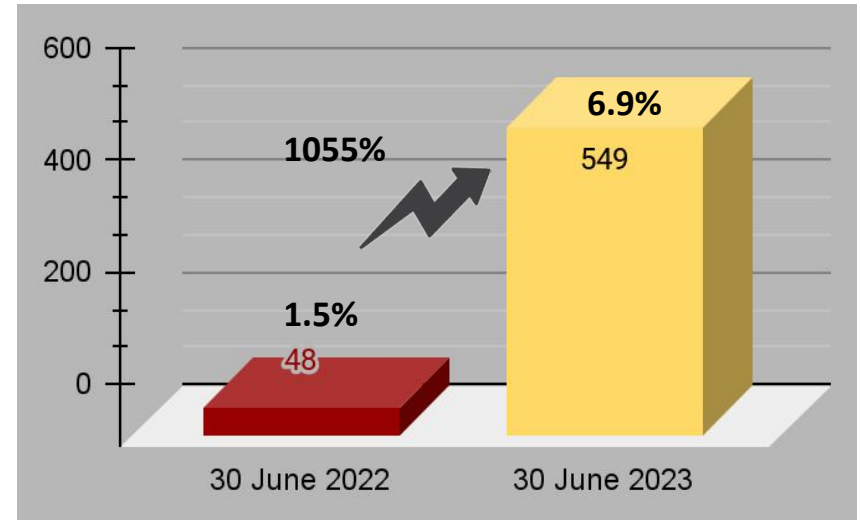
Value in Lac's

Key Financial Snapshots

Profit Before Tax



Standalone

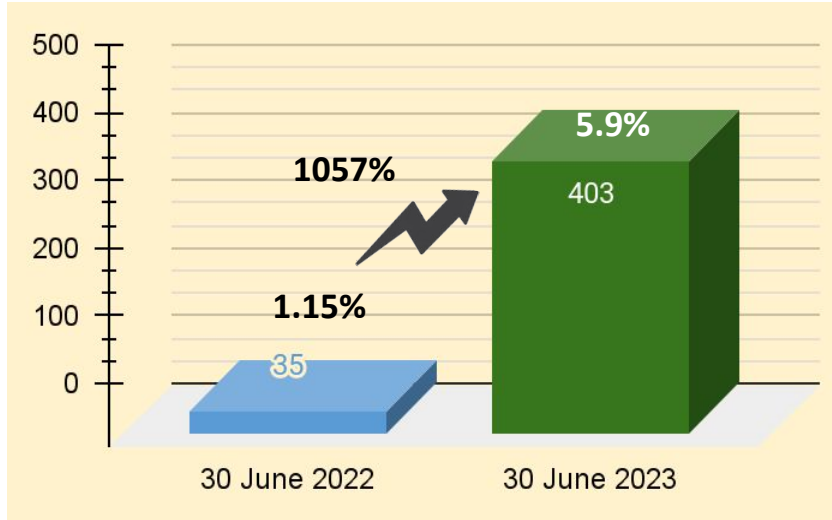


Consolidated

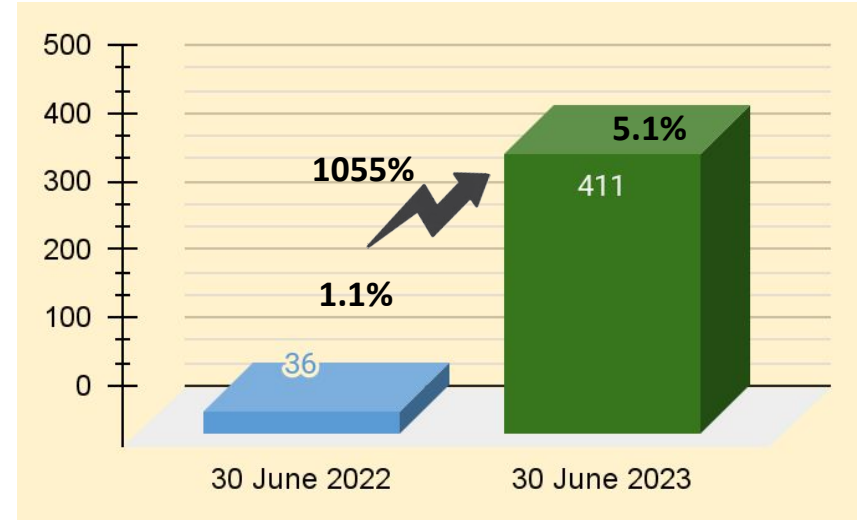
Value in Lac's

Key Financial Snapshots

Profit After Tax



Standalone

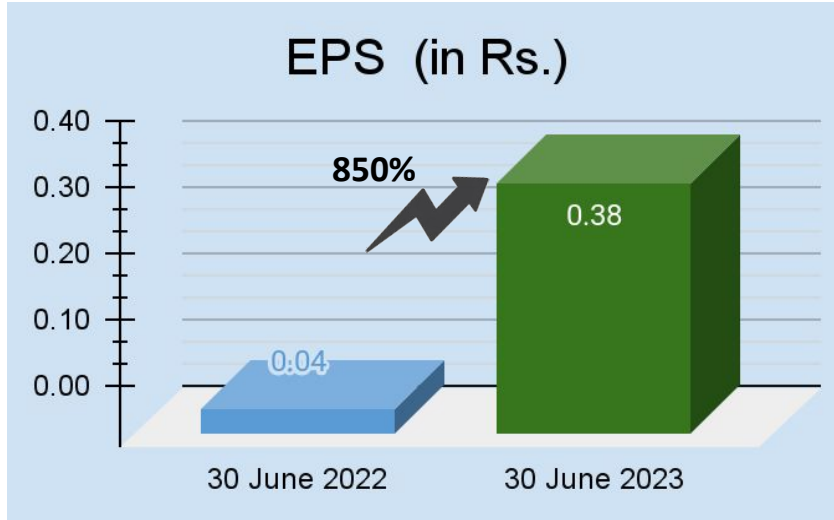


Consolidated

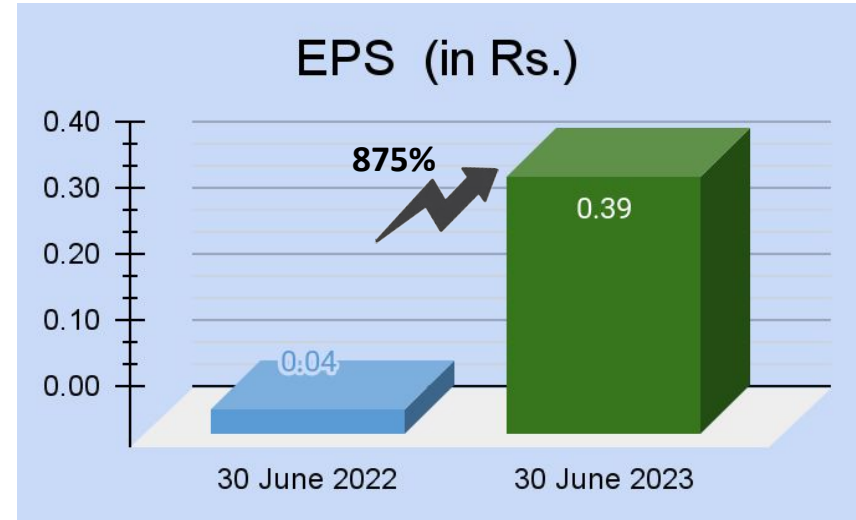
Value in Lac's

Key Financial Snapshots

EPS



Standalone



Consolidated

Consolidated Income Statement

Particulars (₹ in lakhs)	Q1 FY24	Q1 FY23	YoY%	Q4 FY23
Revenue from operations	7,956.6	3,203.8	149.7%	11,997.3
Other income	24.7	2.65		0.9
Total revenue	7,981.4	3,206.5	148.9%	11,998.2
Total Expenses excl. D&A & Finance Cost	7,432.2	3,158.9		11,225.4
EBITDA	712.9	138.3	415.3%	903.9
EBITDA Margin %	8.9%	4.3%	462bps	7.5%
Depreciation & Amortization	70.9	42.6		58.8
Finance Cost	92.9	48.2		72.5
PBT before exceptional items	549.1	47.5		772.7
Exceptional Items	0.0	0.0		0.0
PBT	549.1	47.5		772.7
Tax Expense	138.2	12.0		167.2
PAT	411.0	35.6		605.5
Other comprehensive income	0.0	0.0		1.8
Net PAT	411.0	35.6		607.3
PAT Margin %	5.1%	1.1%	404bps	5.1%
Diluted EPS	0.39	0.04		0.61

Consolidated Financial Performance Comparison – Q1 FY24 v/s Q1 FY23

- Revenue from operations increased by 149.7% to ₹ 7,956.6 lakhs in Q1 FY24 from ₹ 3,186.5 lakhs in Q1 FY23. This impressive increase can be attributed to the strong demand for our EV products, driven by the widespread adoption of electric vehicles and the government's continued emphasis on establishing a robust charging infrastructure network. Additionally, our solar product range continued to exhibit healthy demand due to its functional design, durability, and user-friendly features.
- EBITDA increased by 415.3% from ₹138.3 lakhs in Q1 FY23 to ₹712.9 lakhs in Q1 FY24, margins improved from 4.3% in Q1 FY23 to 8.9% in Q1 FY-24 on account of increasing scale of operations and higher value products
- Net PAT stood at ₹411.0 lakhs in Q1 FY24, compared to ₹35.6 lakhs in Q1 FY23, margins improved from 1.1% in Q1 FY23 to 5.1% in Q1 FY24

Management Comments on the Financial Performance

Commenting on the performance of **Q1 FY24**, **Mr. Raman Bhatia**, the **Managing Director of Servotech Power Systems Limited (SPSL)** stated:

“We are happy to share with you our stellar financial and business performance for **Q1 FY24**, our revenue from operations increased by **149.7%** from **₹ 3,186.5 lakhs** in **Q1 FY23** to **₹ 7,956.6 lakhs** in **Q1 FY24**. Our **EBITDA** margins improved from **4.3%** in **Q1 FY23** to **8.9%** in **Q1 FY24** during the quarter and **Net PAT** margins improved from **1.1%** in **Q1 FY23** to **5.1%** in **Q1 FY24**.

We continue to remain one of the dominant players in the sustainable energy space, capturing ~ **25% of the market share in EV charging solutions** and successfully implementing ~**15 MW of solar power plants nationwide**. Our products have garnered strong market acceptance, attributed to their exceptional features such as efficient charging, safety, reliability, ease of installation, and cost-effectiveness. Moreover, we have been witnessing robust demand for our products, driven by the country’s continuous transition towards green and sustainable energy. We take pride in our contribution to the growth of the EV and solar industry and remain committed to innovation and enhancing our offerings.

Considering that SPSL is placed in a fast pace and evolving industry it is of paramount importance to put in place agile practices that keeps us ahead of the competition and to this effect we have implemented **SAP S/4HANA** in the record-breaking time of two and a half months. This achievement is a testimony to our dedication to drive digital innovation.

We remain aligned with our vision of providing customer centric solutions in the green energy space and to achieve the same we have increased our product offerings and improved our process efficiency. As we look forward, we recognize significant potential in the markets we serve, and we are in a favorable position to capitalize on the growth opportunities, evident in our robust order pipeline.

We would like to thank our employees for their efforts and our investors/stakeholders for their continued support and encouragement.”



Business and Financial Outlook

EV CHARGER BUSINESS PLANS

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



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



SOLAR MICRO INVERTORS

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



- Revenue is expected to grow by **90%-110%** for the year **FY24**, mainly on account of increased share in revenue from EV and Solar divisions
- **EBITDA** margin for **FY24** to remain in the corridor of **9.0%-11.0%**

Media Coverages

EMOBILITY+

Leveraging Emerging Technologies to Create Intelligent EV Charging Battery Management Systems

By Sangha Shetty | 17th April 2023

mint

1:2 stock split: Multibagger stock Servotech Power Systems sets record date after rising 3200% in two years

2 min read • 13 Jul 2023, 09:46 AM IST

Asit Manohar

Multibagger stock has fixed record date on 28th July 2023 for stock split in 1:2 ratio

Manufacturing Today

Servotech transforms business processes with SAP S4 HANA Grow

2 min read

With SAP S4 Grow, Servotech has equipped itself with a robust ERP solution that paves the way for accelerated growth.

By Staff Writer | July 7, 2023

HRKatha
HUMAN RESOURCE SIMPLIFIED

Servotech boasts of comprehensive benefits & inclusive initiatives

Through comprehensive benefits and inclusive initiatives, such as an ESOP, promoting gender diversity, skill development programmes, and a focus on work-life balance, the company claims to have created a supportive and empowering work environment.

By Anshu Chakravarty | 24th March 2023

APR-MAY 2023 | VOLUME 4 | ISSUE 3

EMobility+

POWERING SMART, ELECTRIC, EFFICIENT MOBILITY

IN CONVERSATION

Servotech Driving India's Electric Vehicle Charging Market: Growth Potential and Strategic Initiatives

Raman Bhatia
Founder & Managing Director
Servotech Power Systems Ltd.

CONVERSATION HIGHLIGHTS

- Servotech aims to make India the leading global hub for EV charging.
- Servotech is actively setting up commercial charging stations on a pan-India basis and working on aggressive policies to establish more charging stations at strategic locations.
- Servotech offers a range of EV AC and DC chargers for homes and commercial charging stations, with a focus on delivering a delightful consumer experience through fast charging facilities.

FREE PRESS JOURNAL

HOME MUMBAI NEWS INDIA BUSINESS ENTERTAINMENT SPORTS VIRAL LIFESTYLE EDUCATION

UP Dy. CM Brajesh Pathak Inaugurates Servotech Power Systems Stall at India Solar & EV Expo, Lucknow

Deputy Chief Minister of Uttar Pradesh commends Servotech Power for their efforts in promoting renewable energy and Green Energy Solutions at India Solar Expo

FFJ Bureau | Updated: Saturday, March 04, 2023, 01:56 AM IST

ET Auto.com
From The Economic Times

Servotech Power, Dubai's AI-Ansari Motors ink pact to install EV charging solutions

Raman Bhatia, Founder and MD of SPSL said, the Middle East and Africa present a huge untapped market potential and a sea of potential electric vehicle users. Each charging point installed under the pact will be accessible to all electric four-wheelers.

PTI • February 20, 2023, 14:58 IST

Exhibitions - India and 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

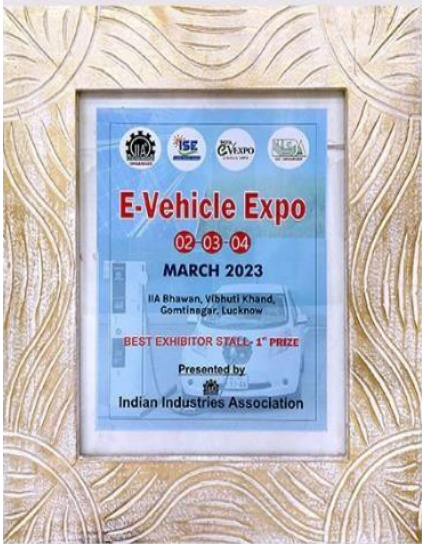


India Solar & EV Expo 2023
Lucknow



Convergence Smart City Expo
2023

Recognitions



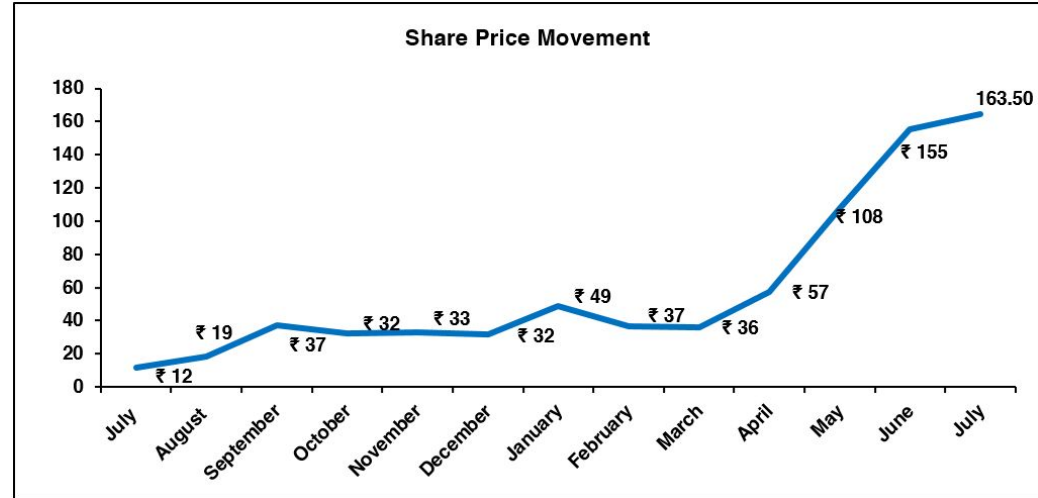
Capital Market

CMP (As on 21th July 2023)	₹163.50
NSE Symbol	SERVOTECH
Market Cap	₹1,738Cr
52 Weeks High/Low	₹200.00
52 Weeks Low	₹11.40

Shareholding Pattern as of 30th June, 2023

Promoter Group	60.60%
Public	29.98%
FPI	9.42%
Total	100.00%

Servotech Price graph



Our Manufacturing Plants



Existing: UNIT-1



Coming Soon: UNIT-2

Thank You

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

+91 9372467194

krunal@cap-ir.com naman@cap-ir.com