

29th October, 2024

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

Trading Symbol: SERVOTECH

Sub.: Presentation on the Un-audited Financial Results of the Company for the quarter and half year ended 30th September, 2024

Dear Sir/Madam,

In accordance with the provisions of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Presentation on the Un-audited Financial Results of the Company for the quarter and half year ended 30th September, 2024.

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

RUPINDER KAUR
COMPANY SECRETARY AND COMPLIANCE OFFICER
ICSI MEM NO. - A38697

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 : 011-41130158, ● Sales : +91 9717691800, ● Email : servotech@servotechindia.com, Website : www.servotech.in



Leading India's Energy Transition

Investor
Presentation

Q2 FY2024-25



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

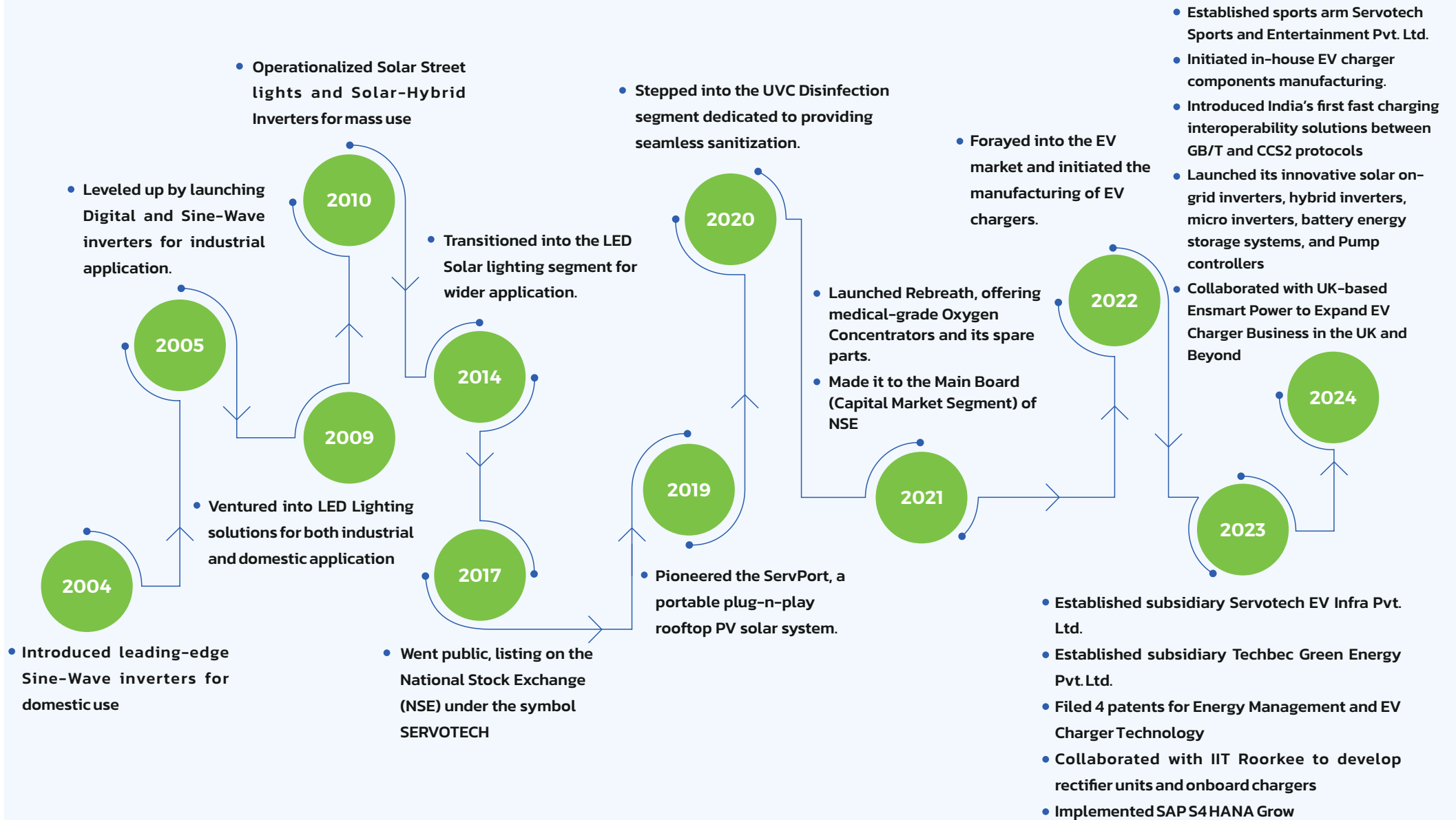
He has had an extensive corporate career spanning over 40 years, beginning with his time at HCL. Later he held key positions such as Regional Manager, Superphone India Pvt Ltd. & Marketing Manager, Bharti Group. He has helped foreign multinationals & medium-sized companies from Canada, USA, Germany &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

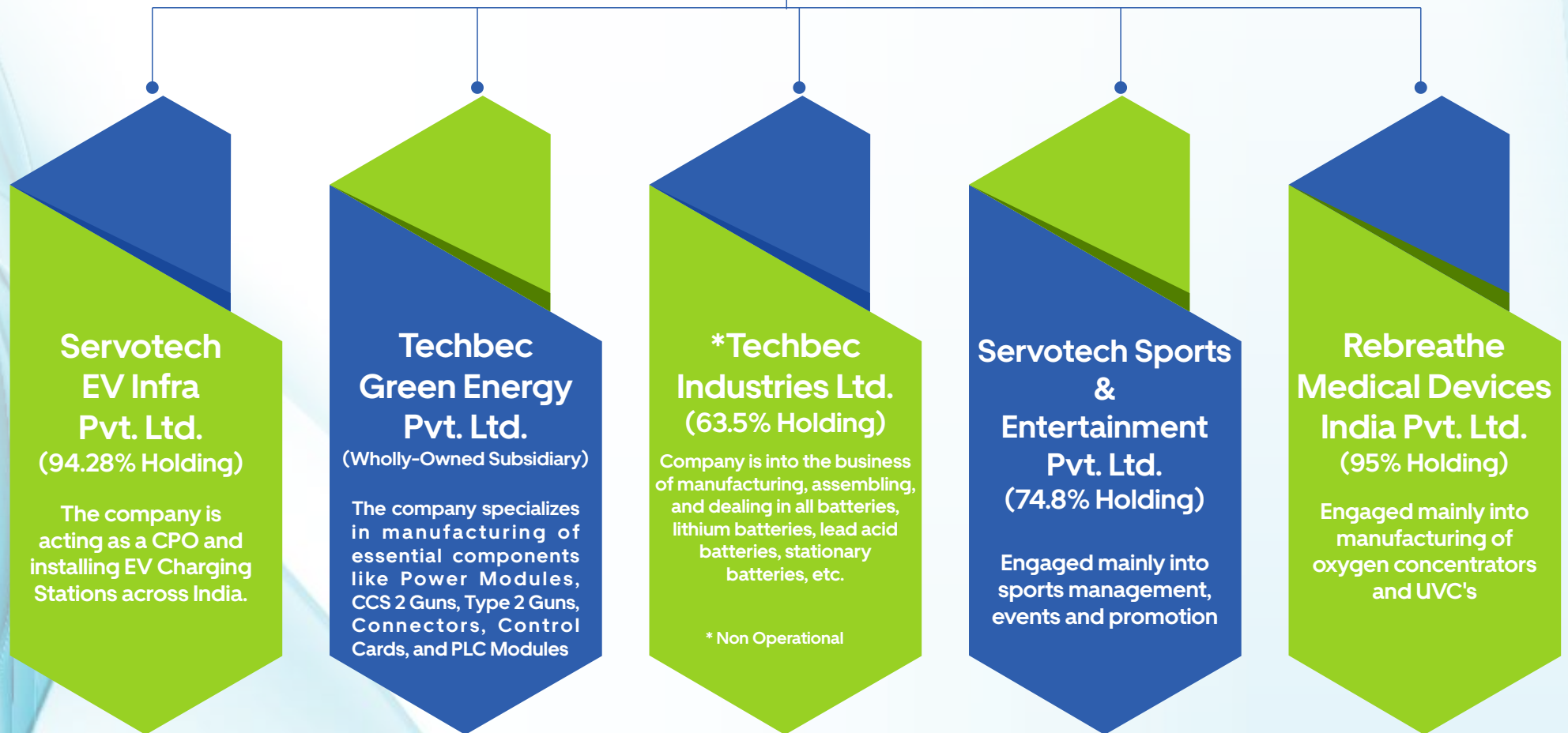
- **Printed Circuit Boards**
- **Integrated Circuits**
- **Lithium Ion Cells**
- **Metal Mechanical Parts**
- **Technology and R&D Prowess**
- **Human Resources**
- **Trusted Brand Image**
- **Switchgear Components**

Cost Structure

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

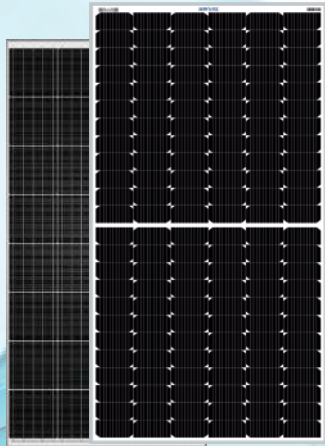
Our Group Structure

Servotech Power Systems Ltd.



Range of Solar Solutions

Solar Panels



Mono, Perc and Bifacial Panels

Solar Inverters



On-grid, Hybrid and Micro Inverter

Solar Batteries



Tubular and Lithium-ion Battery

Energy Storage System



Solar Pump Controller



Solar Charge Controller



Range of EV Chargers

AC Range



3.3kW



7kW



10kW



11kW



14kW



22kW

DC Range



20kW



30kW



60kW



120/240kW



360kW

EV Charger Components

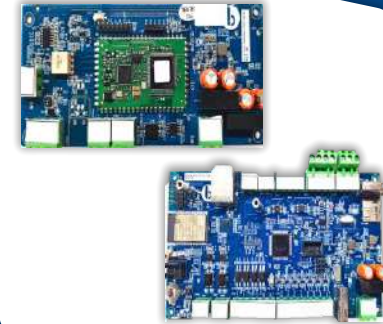
Onboard
EV Charger



Power
Modules



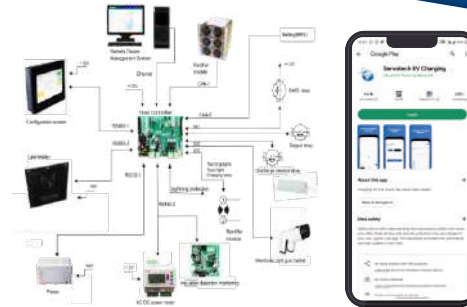
Control
Card



Charging Cables
CCS2 & Type 2



CMS + Application



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.

Key Projects - Solar

We have Installed more than **20 MW** of **Solar Power Plants** in various **Petroleum Refineries**.

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



Shivalik Project

Micro Grid Solar Power System Installed at Shivalik Grid in Delhi



Rooftop Solar Project

IOCL (Haldia & Panipat Refinery)



TEDA

Solar Home Lighting System in 6000+ houses



UPNEDA

Offgrid Solar Project at UP govt. offices



Akshardham Project

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



Rooftop Solar Project

BPCL (Mahol Refinery)

Supply & Installation of Solar Systems for UPNEDA

We are working towards major projects of Ongrid 4000Kw and Offgrid 440Kw across Uttar Pradesh.



UPNEDA
200 Watt Solar Power Pack



UPNEDA
96KW Off Grid



UPNEDA
50 KW Off Grid



UPNEDA (offgrid)
40 kW



HPCL (offgrid)
250 kW



UPNEDA (OFF-GRID)
1kw off grid (Solar Tree) :20 sets

Key Projects – LED Installations

We are an empanelled vendor for all petroleum companies for Flame Proof Lights, LED lights and solar products. We have replaced conventional lights with LED lights on more than 6000 gas stations in different states of India

LED Light



LED Street Light



East & West Block



Niti Ayog



Pushp Bhawan



Nirman Bhawan



Shastri Bhawan



Seva Bhawan



Unjha Nagar
Palika(Gujarat)



IP Bhawan



Sardar Patel Bhawan



Transport Bhawan

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



Installed Delhi's 1st Urban Solar Microgrid System

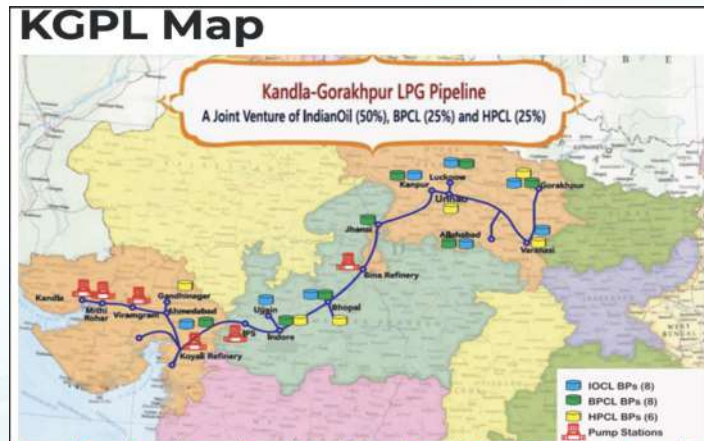
Servotech Installed Delhi's 1st microgrid system in **Shivalik BSES** consists of 100 KWp solar and 466 kWh Lithium Ion Battery Energy Storage System (BESS)

The microgrid (Solar + Battery) system is set up under the **Indo-German Solar Partnership Project (IGSEP)**. 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.



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.



Servotech

IndianOil

Bharat Petroleum
energising lives

HP

IHB Limited
(Formerly known as IHB Private Limited)
6th Floor, Indian Oil Bhawan, A-1, Sector-1,
Udyog Marg, Noida – 201301
Email: ihbvtltd@gmail.com, info@ihbl.in
Phone: 0120-2448844, 2448888

SERVOTECH POWER SYSTEMS LIMITED
Plot No. 357 Sector 56, HSIIDC Industrial Area, Kundli
131028 Sonapat
e-mail: sarika78@servotechindia.com
Tele: 9810020754
GSTIN: 06AAIC5470K1Z2
PAN: AAIC5470K

Purchase Order Number/ Date
450000146 / 12.04.2021
PO Value: INR 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)
Kanpur
GSTIN: 09AAFC13422A123

DELIVERY DATE: Day 11.07.2022

Solar monitoring device and tested in EUREF Campus Berlin

Manufacturing Today



SECTORS PEOPLE PRODUCTS & SUPPLIERS EVENTS LIST

Home > Sectors > ServoTech, 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.

by Staff Writer | June 21, 2022

SHARE   



(L-R) Berthold Breid, MD RENAC AG; Joerg Gaebler, Principal Advisor, GIZ; Raman Bhatia, MD, Servotech Power Systems at EUREF Campus, Berlin.

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 für 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 ComPort. The device will identify defects, issue notifications, diagnose issues and suggest O&M (operation and maintenance) tasks.

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 für 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.

Servotech tests solar monitoring device along with PV Port in Germany

Servotech has successfully tested its ComPort solar monitoring device with the PV Port portable PV system at the EUREF-Campus in Berlin.

JUNE 21, 2022 UMA GUPTA

MODULES & UPSTREAM MANUFACTURING RESIDENTIAL PV TECHNOLOGY AND R&D INDIA



Image: Servotech

Solar Products - Launch Ceremony



Media Coverages

energetica

Servotech Launches New Series of Solar Inverters, BESS and Solar Pump Controllers

Servotech Power Systems Ltd. has launched a new range of solar on-grid inverters, hybrid inverters, micro inverters, battery energy storage systems, and solar pump controllers at an event in New Delhi.



Servotech Power Systems Ltd. has recently launched its new series of innovative and high-tech range of solar on-grid inverters, solar hybrid inverters, solar micro inverters, battery energy storage systems, and solar Pump controllers at an event in New Delhi.

ET Auto
The Most Trusted News & Knowledge Platform

Servotech collaborates with UK-based Ensmart Power to expand EV charger business in the UK



Servotech Power Systems, an Indian EV charger manufacturer, has signed a sole distribution agreement with UK-based Ensmart Power to broaden their EV charger distribution network across the UK, North

ET BUSINESS

हिंदी में पढ़ें

PM Surya Ghar Muft Bijli Yojana: Servotech partners with 62 Discoms

The PM Surya Ghar Muft Bijli Yojana, aimed at solarizing households and promoting green growth, has received tremendous traction, with over 1.28 crores registrations and 14 lakh applications.



ET Energyworld.com

Servotech bags contract to install 11 DC Fast EV charging stations across Karnataka



New Delhi: Servotech Power Systems Ltd., India's largest EV charger manufacturer, has secured a contract from Bangalore Electricity Supply Company Limited (BESCOM) to build 11 DC Fast EV charging stations. The project aims to

expand the electric vehicle (EV) charging infrastructure across Karnataka, with installations planned at 11 Regional Transport Office (RTO) premises.

Continually Investing In Building Capability



And Many More...

Major Developments in Q2FY25

Developed Type 6/ type 7 EV chargers for electric 2-wheelers and 3 wheelers for both personal and commercial applications

Conducted successful trials and testing of a 22 kW dual-output EV charger designed for the international market, along with a below 1 kW EV charger specifically tailored for two-wheelers.

Enrolled with 62 DISCOMs under PM Surya Ghar Muft Bijli Yojana

Launched Solar Inverters, Energy Storage Systems & Solar Pump Controller & Celebrated Milestones of Servotech EV Infra

Collaborated with UK-based Ensmart Power to Expand EV Charger Business in the UK and Beyond

Secured Order to Deploy EV Charging Stations for ANERT and BESCO and Solar Energy Storage and Grid Connected Systems from UPNEDA & RDD

Expanding a Strong Footprint (Q2FY25)

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

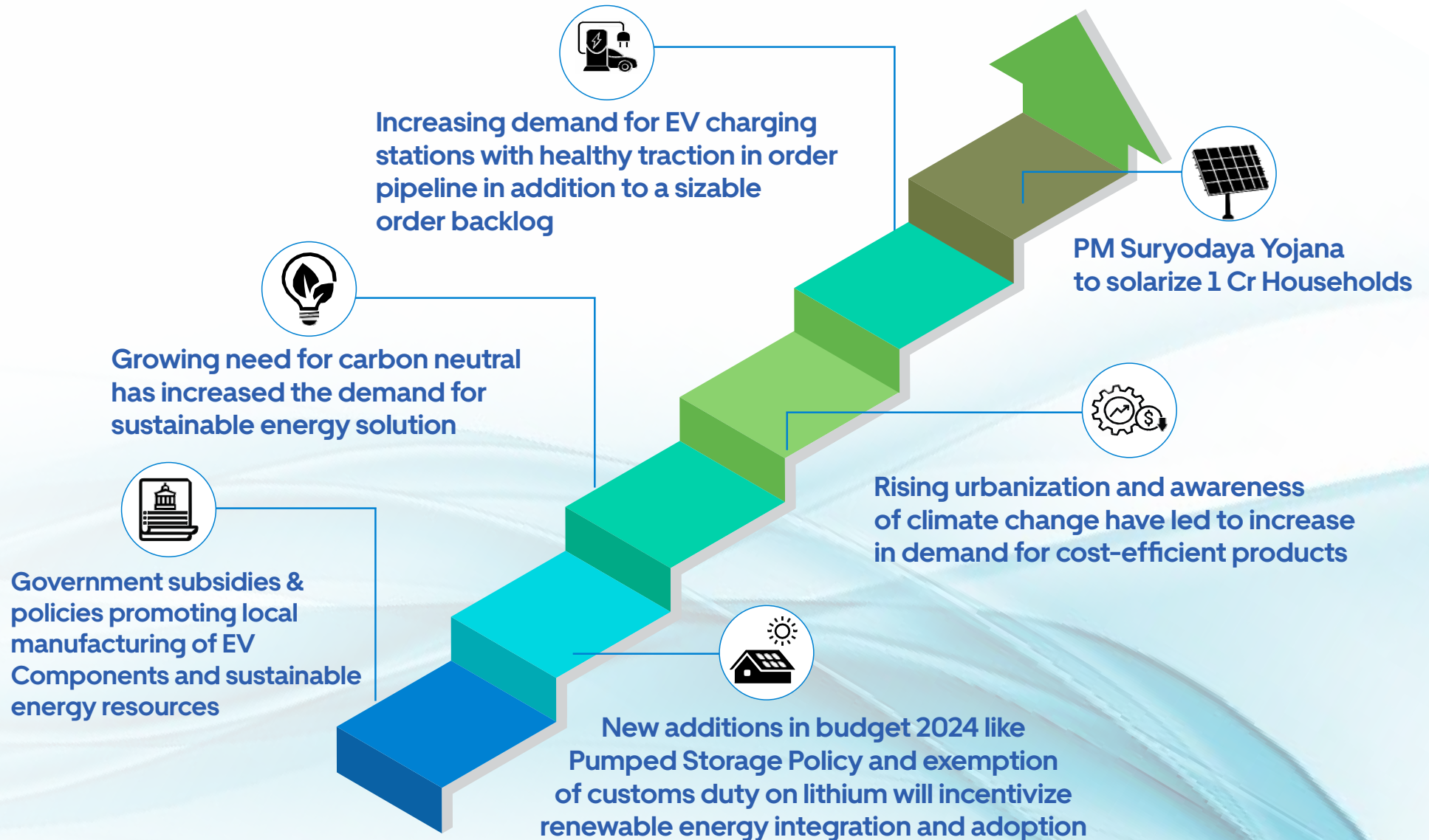
**Delivered >30%
order value to
Oil Marketing
Companies**

**450 kW+
Solar Installed**

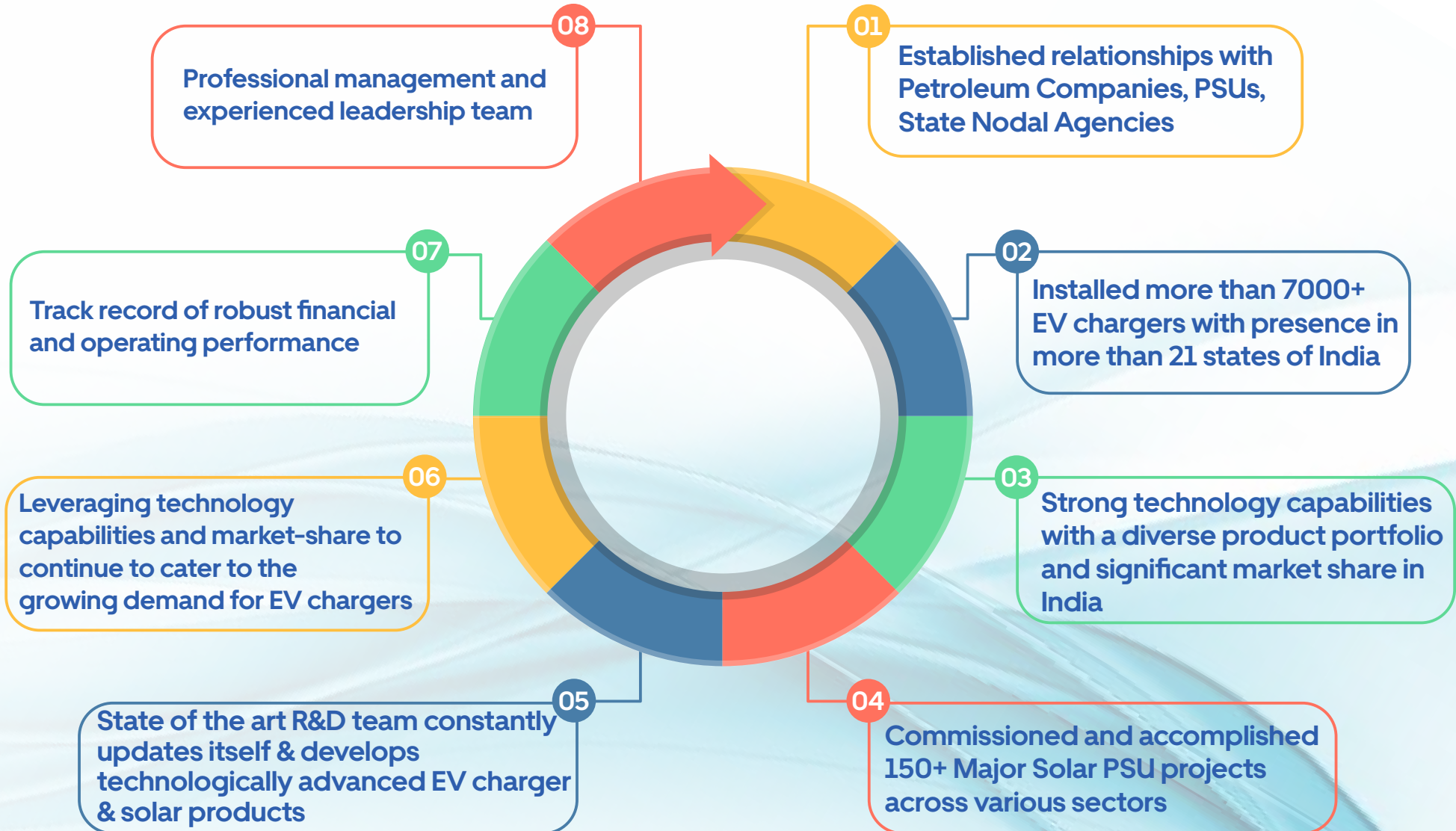
**Installed 550+
Solar Home
lights power
pack**

**The right talent
drives the
company forward.
Hired 149+
employees
in Q2**

Growth Drivers



Leveraging Existing SPSL'S Strengths



Driving Positive Impact Through CSR & ESG

Environmental, Social, and Governance (ESG) principles are essential for building a sustainable future, focusing on responsible environmental practices, positive social impact, and ethical governance. Servotech is dedicated to advancing these principles by driving clean energy solutions through its solar, EV charging, and renewable energy technologies. With a commitment to reducing carbon emissions and supporting green infrastructure, Servotech integrates ESG into its operations, contributing to a sustainable and eco-friendly world while fostering community engagement and transparency.



Corporate Social Responsibility (CSR) is crucial as it allows companies to contribute positively to society, creating a lasting impact beyond profit. It fosters trust with stakeholders, enhances brand reputation, and encourages sustainable development. Servotech actively engages in CSR by supporting environmental initiatives, promoting education, and implementing programs to uplift underprivileged communities. By integrating CSR into its core values, Servotech not only fulfills its social responsibilities but also reinforces its commitment to building a better, more sustainable future.

Empowering Women in the Workforce: Servotech's Commitment to Gender Equity

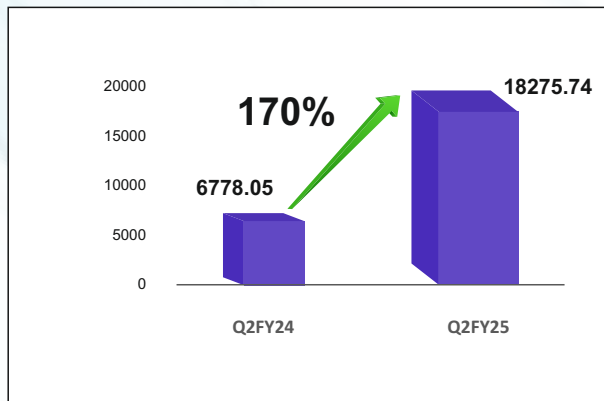
A strong female workforce is vital to a company's success and growth, offering diversity in thought, creativity, and effective problem-solving. Women bring unique perspectives to decision-making, strengthening team dynamics and encouraging inclusive, holistic solutions. At Servotech, where 45% of the workforce is female, this balanced gender representation contributes to improved financial performance, higher employee satisfaction, and greater organizational resilience. Prioritizing female representation also promotes gender equity, fosters a progressive culture, and demonstrates a commitment to diversity that resonates positively with clients, customers, and the broader community.



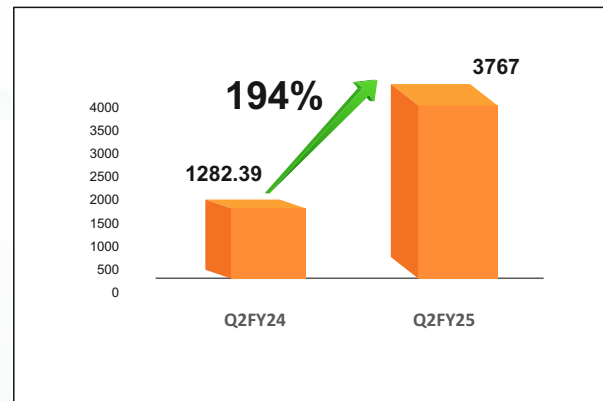
Q2FY25 Financial Performance (Standalone)

(Value in lacs)

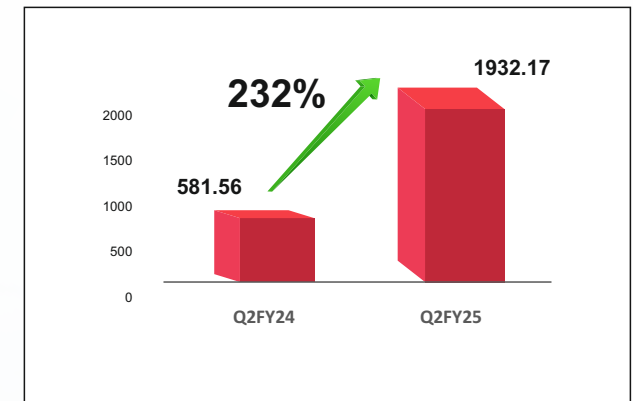
SALES



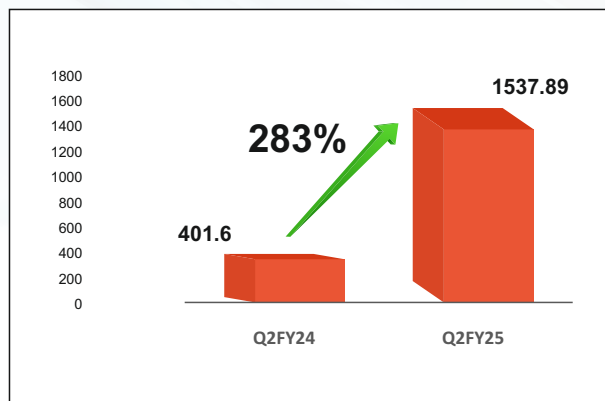
GROSS PROFIT



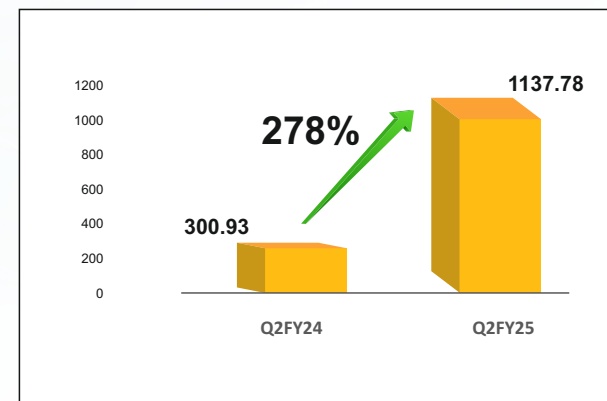
EBITDA



PBT



PAT

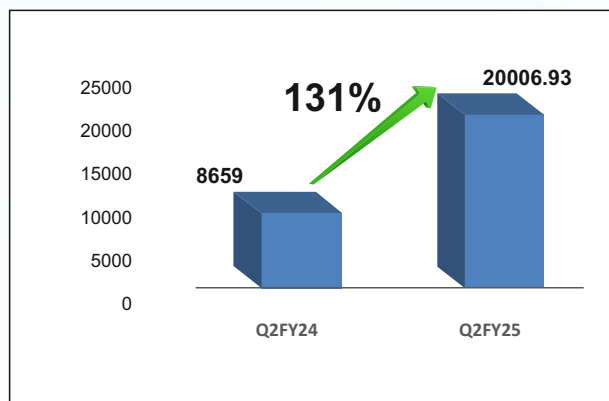


*comparative figures in absolute terms

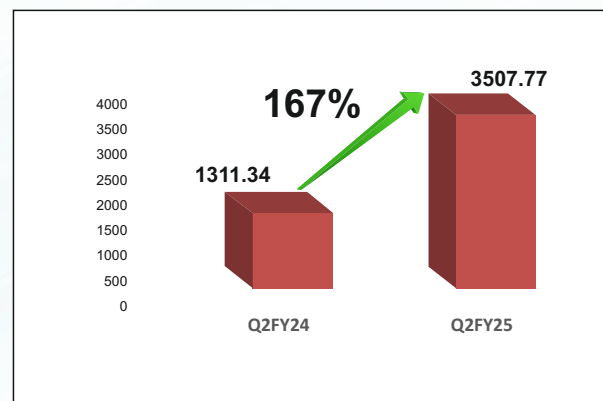
Q2FY25 Financial Performance (Consolidated)

(Value in lacs)

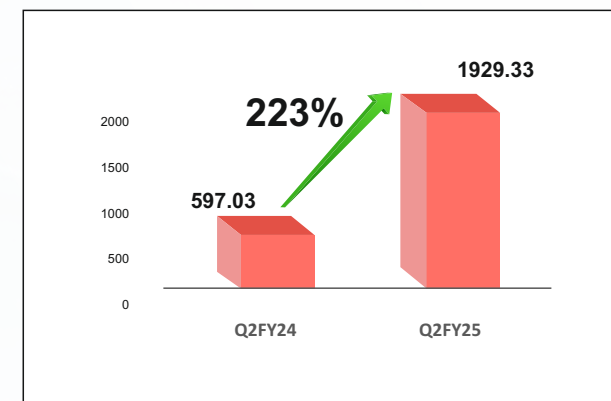
SALES



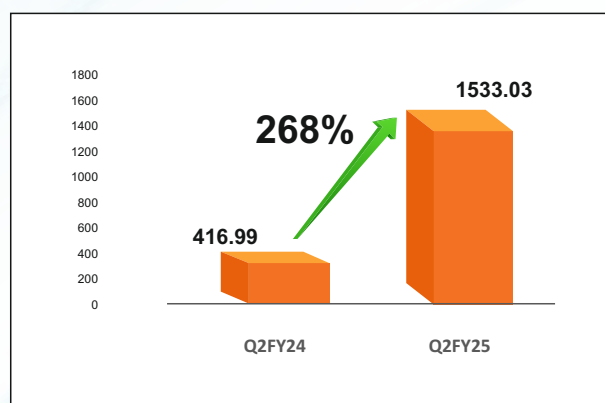
GROSS PROFIT



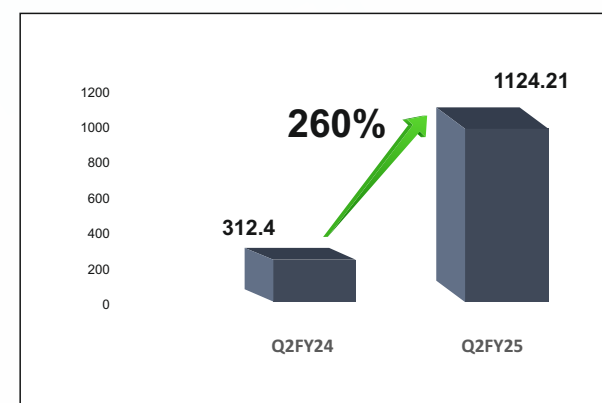
EBITDA



PBT



PAT

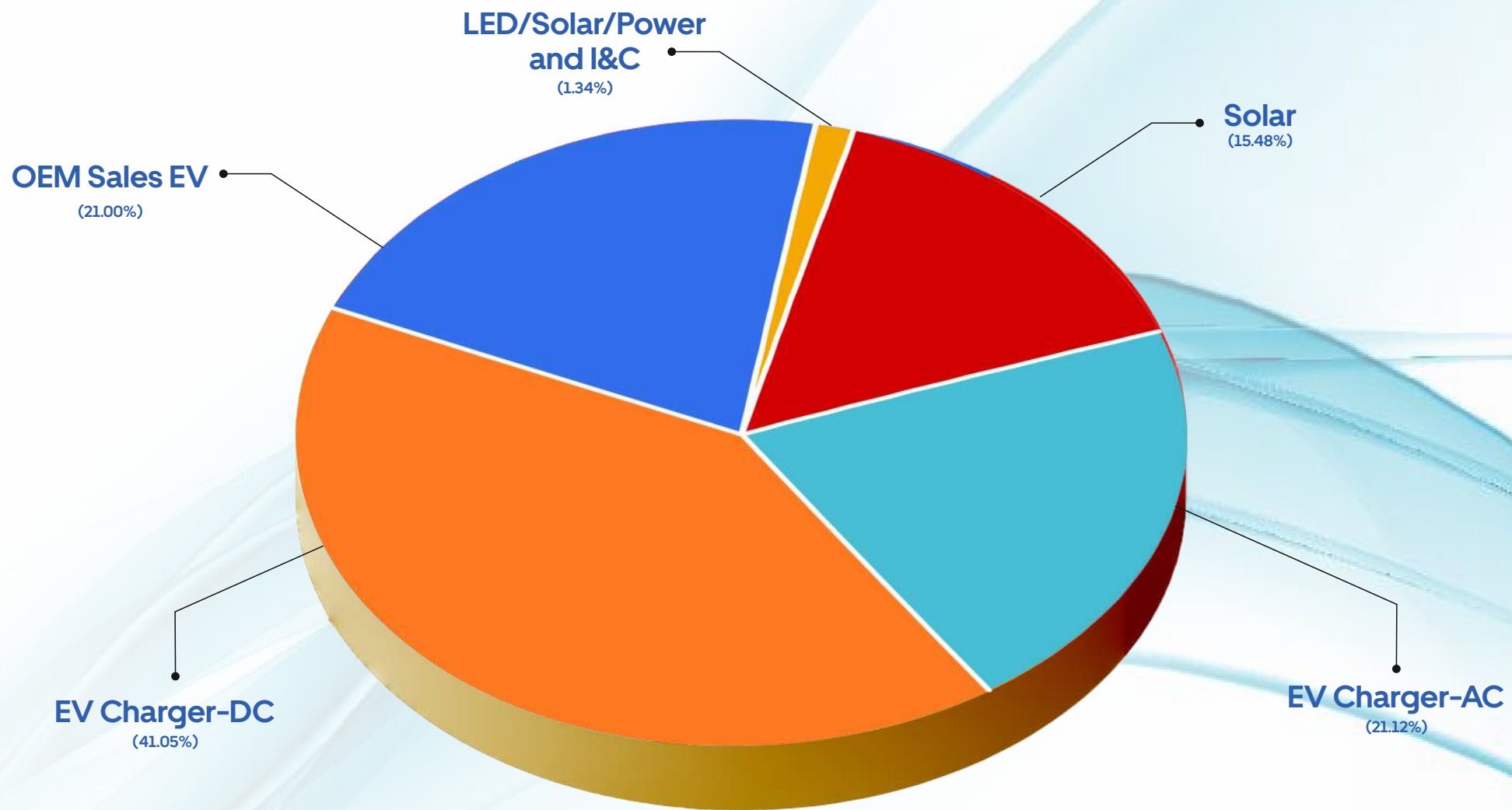


*comparative figures in absolute terms

Consolidated Income Statement

Particulars (Rs. Lacs)	Q2 FY25	Q2 FY24	YoY (%)	H1FY25	H1FY24	YoY%
Revenue from operations	19,967	8,593	1.32	31,186	16,550	0.88
Other income	40	66		65	91	
Total revenue	20,007	8,659	1.31	31,251	16,641	0.88
Total expenses excluding depreciation, amortization, and finance cost	18,078	8,062		28,468	15,331	
EBITDA	1,929	597	2.23	2,783	1,310	1.13
EBITDA Margin %	0	0		0	0	
Depreciation & Amortization	149	73		245	143	
Finance Cost	248	107		391	200	
PBT	1,532	417		2,147	967	
Tax Expense	409	105		574	243	
PAT	1,123	312	2.60	1,573	724	1.18
PAT Margin %	0	0		0	0	
Diluted EPS	0.51	0.15		0.71	0.34	

Revenue Breakup Q2FY25



(Distribution based on revenue)

Indigenous Manufacturing

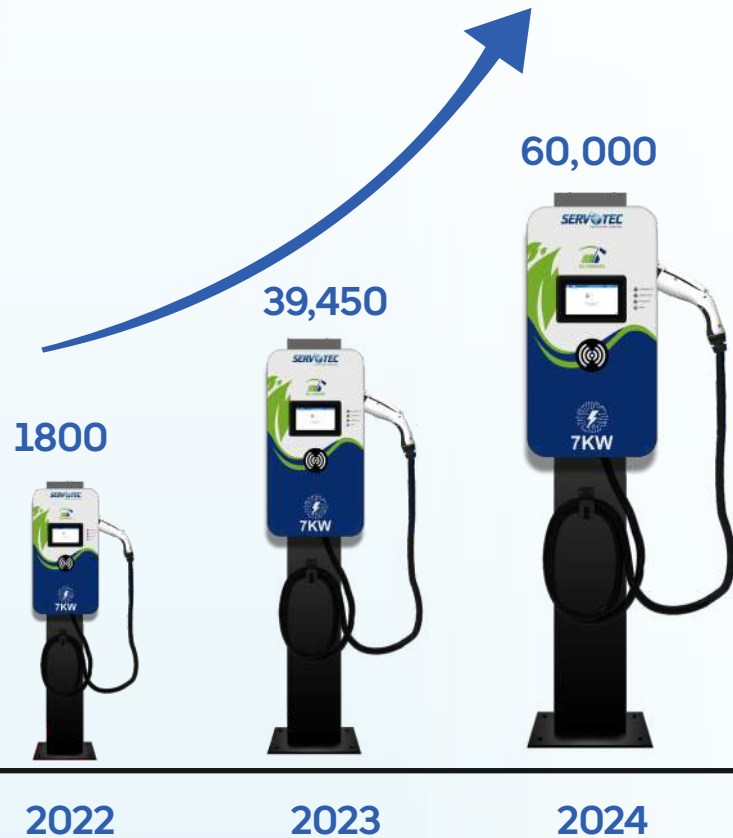


**Expansion Plan of EV Chargers and Components
Production in our New Manufacturing Plant at
Safiabad, Haryana**

Capacity Expansion Over The Years

Annual Production Capacity

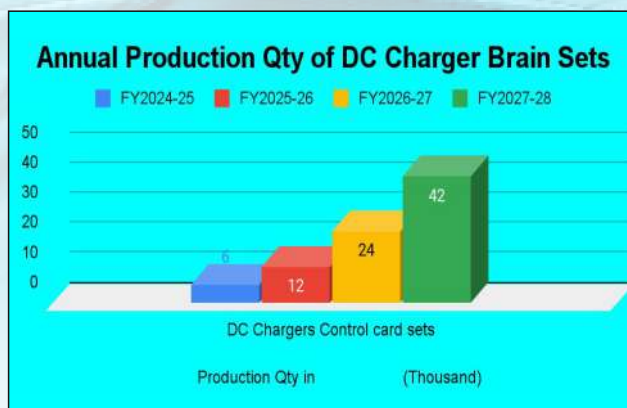
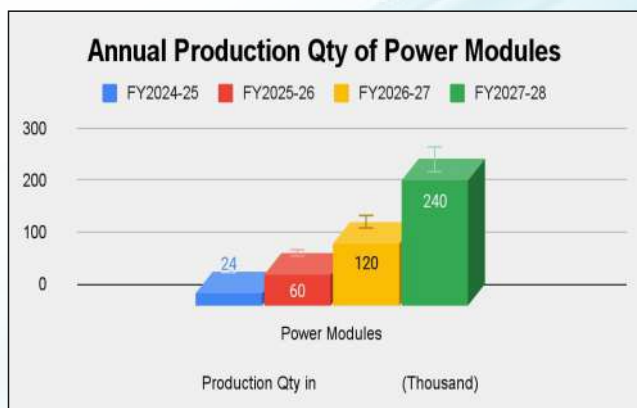
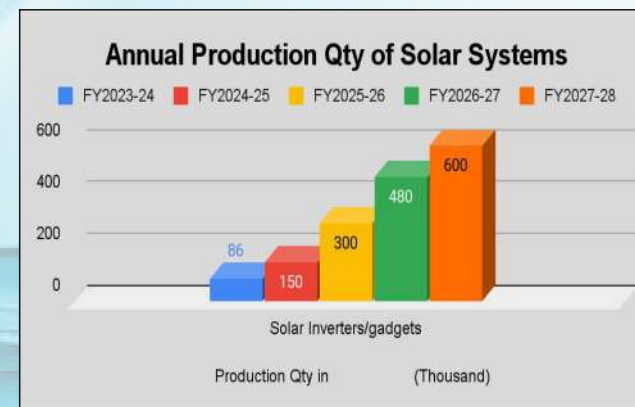
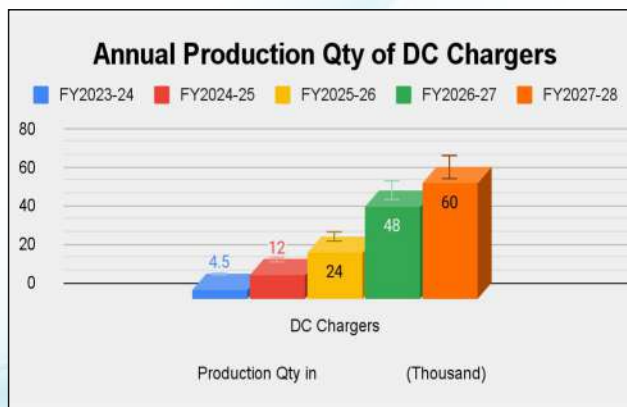
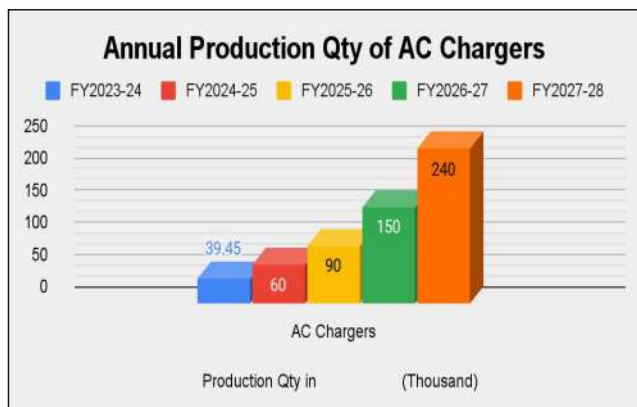
AC Chargers Capacity



DC Chargers Capacity

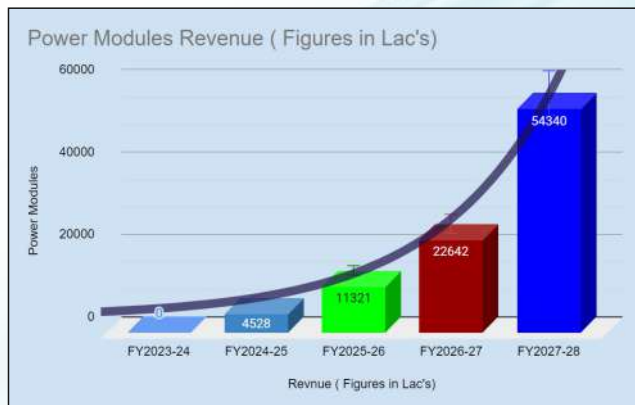
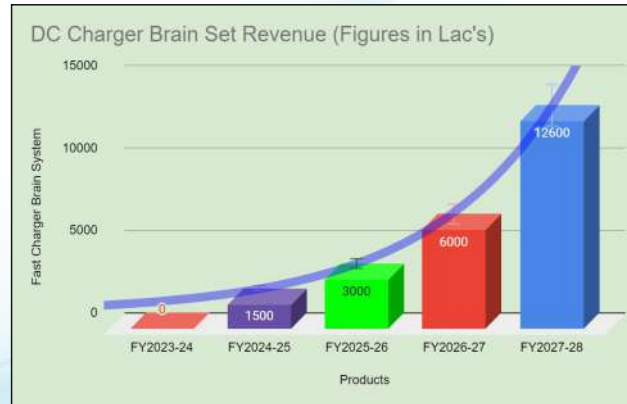
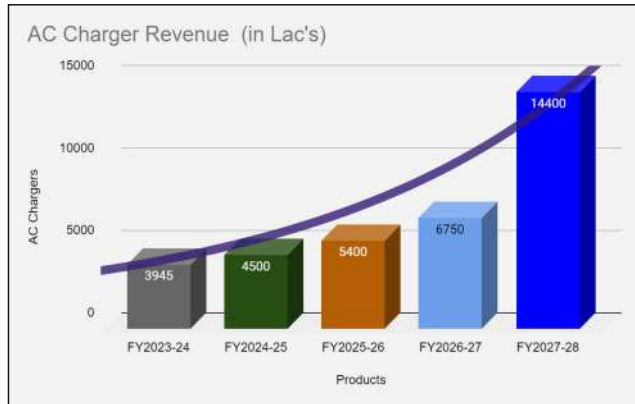


Growth Plan : Product Qty Wise



The graphs above show the product-wise and overall growth in production quantity over the next four years.

Growth Plan : Product Revenue Wise



The graphs above show growth plan in term of revenue (product wise Amt in lac's)

Management Commentary

We are pleased to present our Consolidated financial and operational performance for the second quarter (Q2) and first half (H1) of FY25. During this period, our revenue increased by 131.1% to ₹ 20007.8 lacs in Q2 FY25, compared to ₹ 8659.0 lacs in Q2 FY24. Our top line has demonstrated substantial growth as a result of effective execution of the order book.

Additionally, our EBITDA demonstrated significant growth of 223.2% to ₹1929.3 lacs in Q2 FY25, up from ₹597.03 lacs in Q2 FY24, reflecting an expansion in margins of 270 basis points. Furthermore, our Profit After Tax (PAT) for Q2 FY25 stood at ₹ 1124.2 lacs, an increase from ₹ 312.40 lacs in Q2 FY24, with margins rising to 5.6% from 3.6% in the same period.

For H1 FY25, our revenue rose by 87.8%, reaching ₹ 3,1250.85 lacs compared to ₹ 1,6640.45 lacs in H1 FY24. EBITDA also increased by 112.5%, from ₹ 1309.93 lacs in H1 FY24 to ₹ 2783.07 lacs in H1 FY25, with margins improving from 7.9% to 8.9% during this period due to enhanced execution of order book. PAT increased by 117.5%, totaling ₹ 1573.14 lacs in H1 FY25 compared to ₹ 723.38 lacs in H1 FY24, with margins improving from 4.3% to 5% in the same timeframe. During this period, we announced our partnership with Ensmart Power to expand the distribution network for EV chargers across the UK and North America. By integrating our innovative EV charging solutions with Ensmart Power's expertise in energy storage and distribution, this collaboration aims to enhance the electric vehicle charging infrastructure. This initiative is a significant step towards advancing green mobility alternatives and supporting a carbon-neutral transportation ecosystem.

Continued...

The partnership is crucial for establishing a strong international presence and addressing the growing demand for innovative charging solutions. We believe this collaboration has the potential to make EV charging more accessible and affordable, ultimately transforming the e-mobility landscape in the UK and beyond. Our company is also committed to advancing the solar products and electric vehicle (EV) charging infrastructure sectors, where we currently hold a robust 35-40% market share in EV chargers installed across India. Our goal is to increase this share to 50- 55% by diversifying our client portfolio. We have ambitious plans to manufacture 12,000 DC fast chargers in FY25, with our current production averaging over 850 units per month. Our revenue is projected to be predominantly from EV chargers, contributing 70-75%, with the remaining share from solar products. As we look ahead, we remain committed to creating value for our stakeholders through sustainable practices and relentless innovation. Together, we will continue to lead the charge in the global transition to renewable energy and electric mobility, ensuring a sustainable planet for future generations

Capital Market

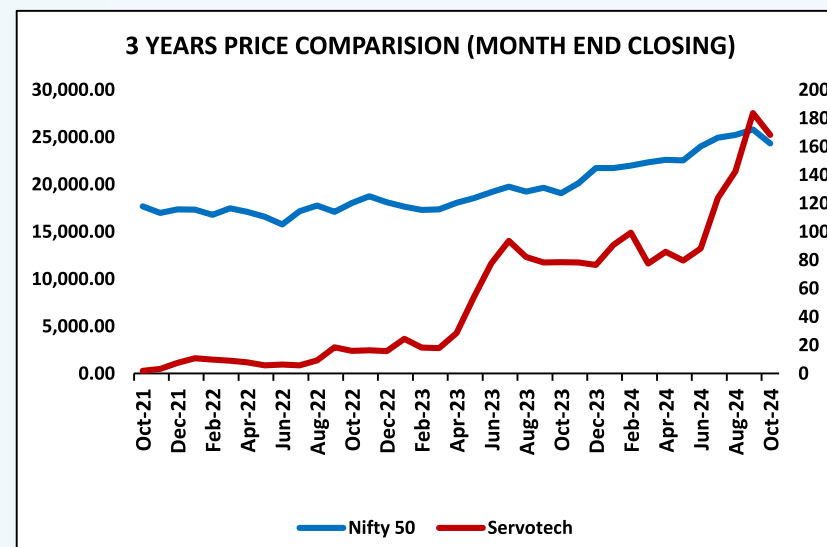
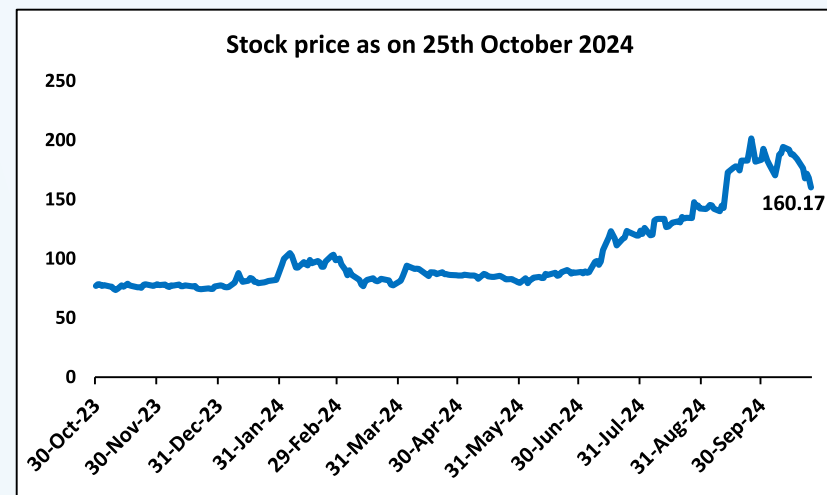
Price Data (As on 25th October, 2024)	INR
CMP	₹168.26
52 week High/Low	₹205.04/72.75
Market Cap	₹3748.58 Crore
NSE Symbol	SERVOTECH

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

Promoter & Promoter Group	59.34%
Institutions	5.96%
Public	34.7%
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

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