



07th February, 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 Un-audited Financial Results of the Company for the quarter (Q3) and nine months ended 31st December, 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 (Q3) and nine months ended 31st December, 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

RUPINDER KAUR
COMPANY SECRETARY
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 : 011-41183117, • Sales: +91 9717691800, • Email : servotech@servotechindia.com , •Website:

www.servotech.in



Q3 FY24 Investor Presentation

Safe Harbour

Certain statements in this document maybe 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

“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

“To create and introduce a series of world-class solutions to mitigate the impact of energy consumption on climate, to achieve net-zero emissions and eliminate the reliance on fossil fuels for the 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 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 Servo Control to market Solar Products, LED Lights, and UV-C disinfection products.



Mrs. Sarika Bhatia,
Whole Time Director

Aged 43 Years, she has done her graduation in arts from University of Delhi. Specializing in marketing, 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 the marketing department of the company.



Dr. Rajesh Mohan Rai,
Director & CHRO

Renowned HR Strategist and Business Coach. Having more than 30 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 companies at a very senior position like **Tecumseh, LML Scooters, Hero Cycle, JBM Bharat, Sanden Vikas and many more..** He has a significant experience of international collaborations 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 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
CFO

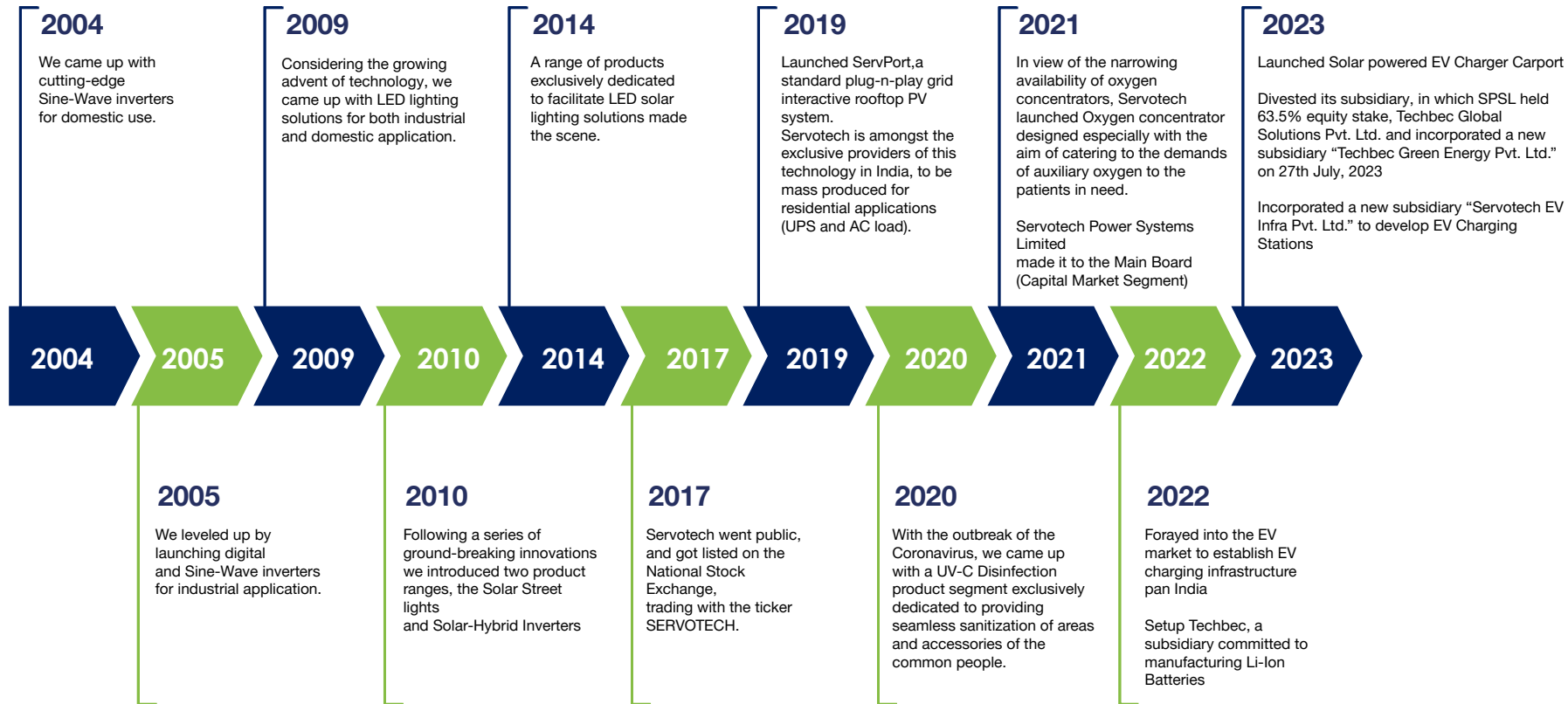
He has vast experience in project management, developing brand strategy, and combating strategies achieving remarkable targets countering negative market scenarios.



Ms. Rupinder Kaur
Company Secretary

Ms. Kaur is a Qualified company secretary and a law graduate. She has work experience of 8 years in the field of secretarial and compliance management.

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. All types 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 are approximately 90% more efficient at producing light compared to incandescent light bulbs.



Servo Stabilizers

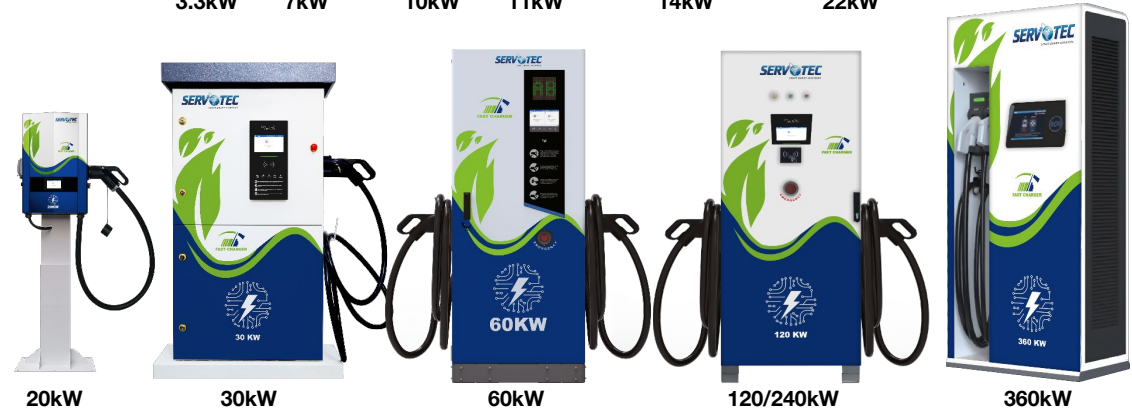
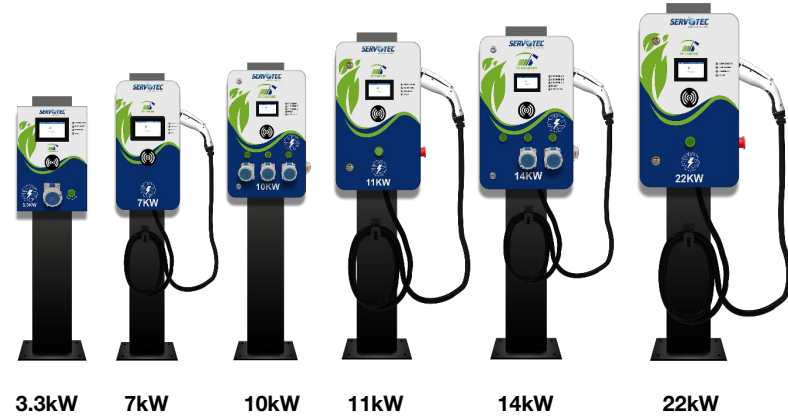
An important part of an electrical supply system which prevents damages and electrical hazards by controlling voltage fluctuations

Solar Solutions



**Solar Panels • Off Grid Inverters • On Grid Inverters • Tubular Batteries
• Street Lights • Charge Controllers**

Range of AC & DC EV Chargers



Leading Solar EPC

Servotech Power Systems LTD. is a leading solar EPC Company in India with over 10 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 embracing solar revolution and Servotech is spearheading this transition. 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, switching to an extensive solar solution has become an imperative for industrial and commercial players. With commercial rooftop solar panels become popular 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



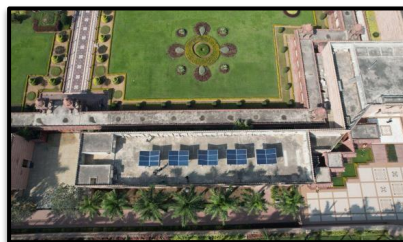
Shivalik Project

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



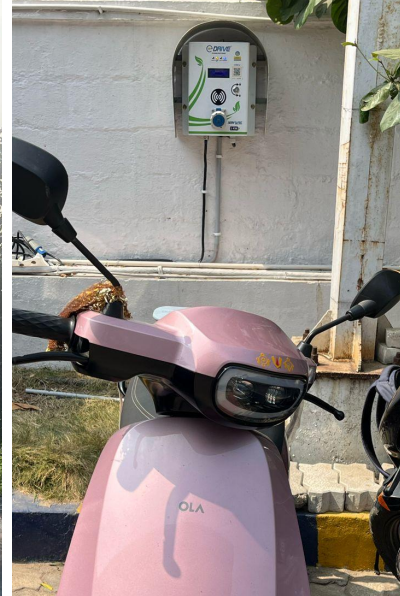
Rooftop Solar Project

BPCL (Mahol Refinery)

Our Contribution in EV Charging



Our Contribution in EV Charging



Clientele



and many more...



Our Core Strengths

1

Long standing relationships with Petroleum Companies, PSUs, State Nodal Agencies

2

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

3

High-end advanced Solar Products and EV Charger Range

4

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

5

Our state of the art R&D team constantly updates itself and develops technologically advanced EV charger & solar products

Growth Drivers

Government subsidies and policies promoting local manufacturing of EV Components and sustainable energy resources

Rising urbanization and awareness of climate 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

Government's "Pradhan Mantri Suryodaya Yojana" to solarise 1 Cr households

Increase in carbon footprint has increased the demand for sustainable energy solutions



Corporate Updates

Servotech collaborated with IIT Roorkee

Servotech collaborated with IIT Roorkee to develop state-of-the-art rectifier units for CCS2 chargers and Onboard EV chargers for 2, 3 and 4 Wheelers.

Servotech collaborated with Lloyd Institute

Servotech to establish an exclusive R&D centre of excellence on EV charging infrastructure and EV Charging Station at LLOYD Campus.

Servotech Bags 120 Cr order of 1800 DC Fast EV chargers from BPCL

BPCL- Servotech will manufacture, supply, install and deploy 1800 DC EV chargers across the nation, particularly at BPCL petrol pumps in major cities, as part of the BPCL E-drive Project.

Servotech files two patents for energy management technologies

Servotech filed two patents for innovative energy management technologies in order to facilitate grid service optimization through a battery energy storage system and to effectively channel renewable energy into BESS for maximum value , enabling the transition to sustainable energy

Corporate Updates

Servotech incorporated new subsidiary named “Servotech EV Infra Pvt. Ltd.” on 10th November 2023

Servotech EV Infra Pvt. Ltd. will carry on the Charge Point Operators business by installing and operating a network of charging stations and other allied activities across India.

Servotech filed two patents for Innovative EV Charger Technology

Servotech's patents will enable Fast DC charging of any GB/T Bharat DC 001 vehicle based on 72v/96VDC through a CCS2 connector.

This innovative breakthrough will also eliminate the need for dual infrastructure expenses and will benefit fleet services and vehicles like small trucks or lorries adhering to the GB/T Bharat DC 001 protocol by enabling charging via widespread CCS2 chargers.

Servotech Bagged 2,649 EV Chargers Order from BPCL

SPSL will be engaged in manufacturing, supplying and installing 2,649 AC EV Chargers strategically across the nation, equipping petrol pumps in major Indian cities under the BPCL E-drive Project. Further, the range of EV chargers includes 3 kW and 7 kW for this project

Fund Raise

The company raised capital of ₹73.80 crs. through preferential allotment of convertible warrants to promoters & others.

Industry Overview

SOLAR INDUSTRY

1. The central government announced the **Pradhanmantri Suryodaya Yojana in January 2024 for rooftop solar installations in 1 Cr households.**
2. Pradhanmantri Suryodaya Yojana will enable **1Cr households** to obtain **300 units of free electricity** every month.
3. India stands 4th globally in Solar Power capacity (as per REN21 Renewables 2022 Global Status Report)
4. The installed solar energy capacity has increased by 30 times in the last 9 years and stands at 72.31 GW
5. 50 solar parks with an aggregate capacity of 37.49 GW have been approved in India



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**.

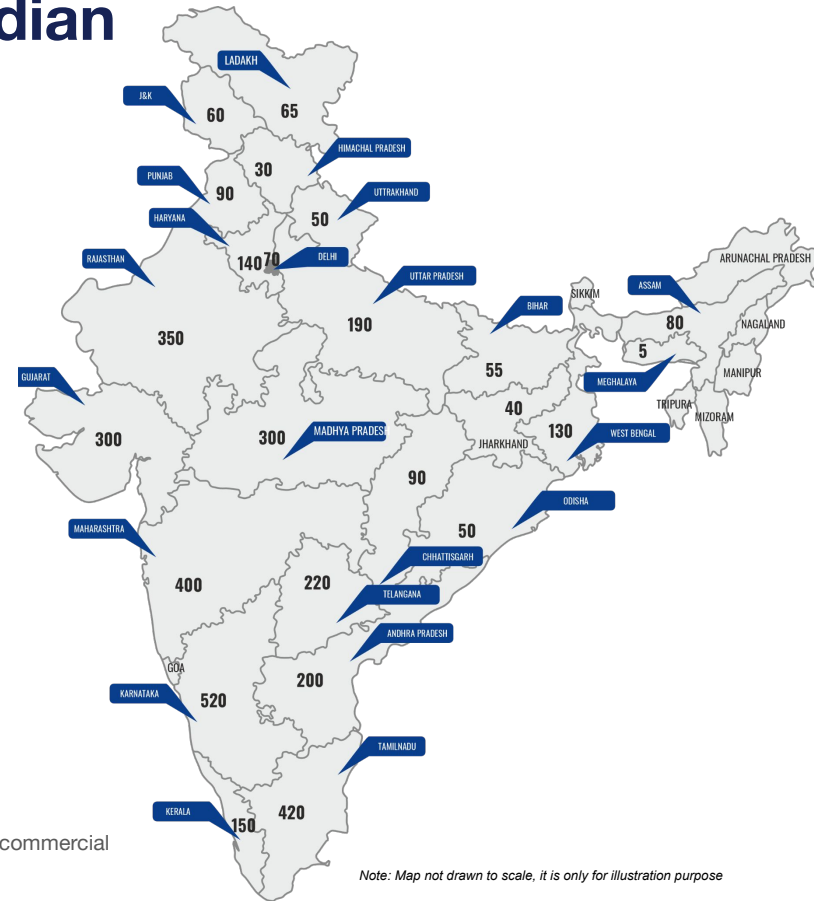


Servotech is Contributing in Indian EV Charging Infrastructure

5000+ EV Chargers (AC & DC)

* Data as of January 2024.

The above data includes govt. projects, PSUs projects, private projects, domestic and commercial installations and white labeling



Note: Map not drawn to scale, it is only for illustration purpose

New Product Developments - EV Charging Components

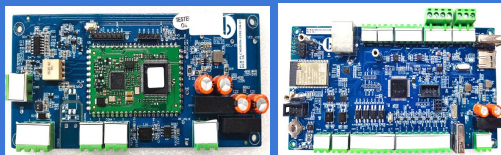
AC DC Modules



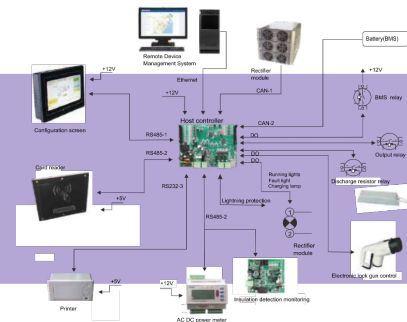
**Charging Cables
CCS2 &
Type 2**



Control Card



**Backward
Integration**



New Product Developments

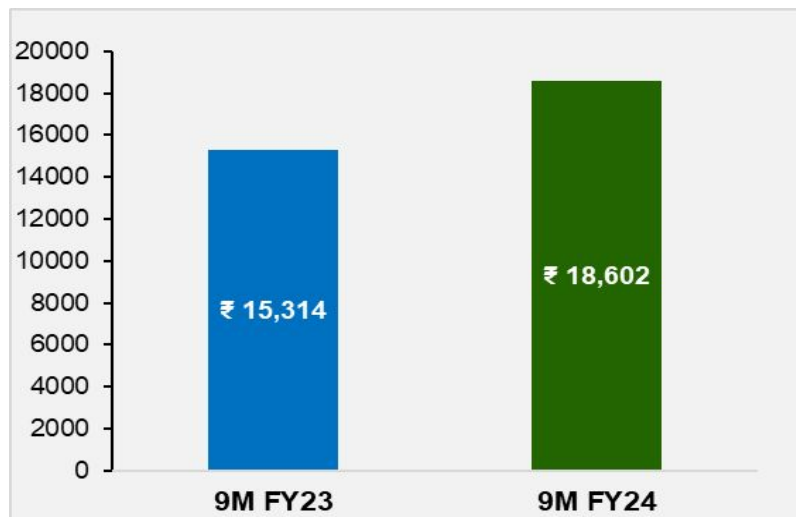


Solar Powered EV Charger CARPORT

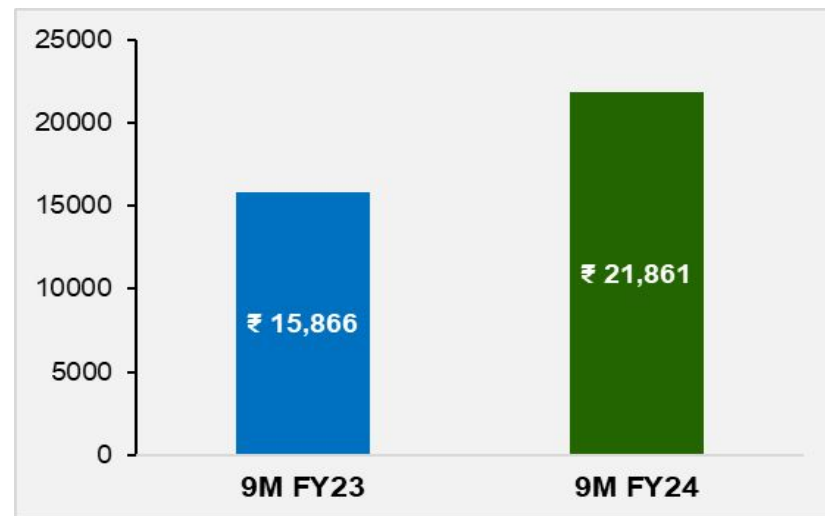
Empowering EVs with
Sustainable Solar
energy-Powered Charging
Solutions

Key Financial Snapshots

Net Sales



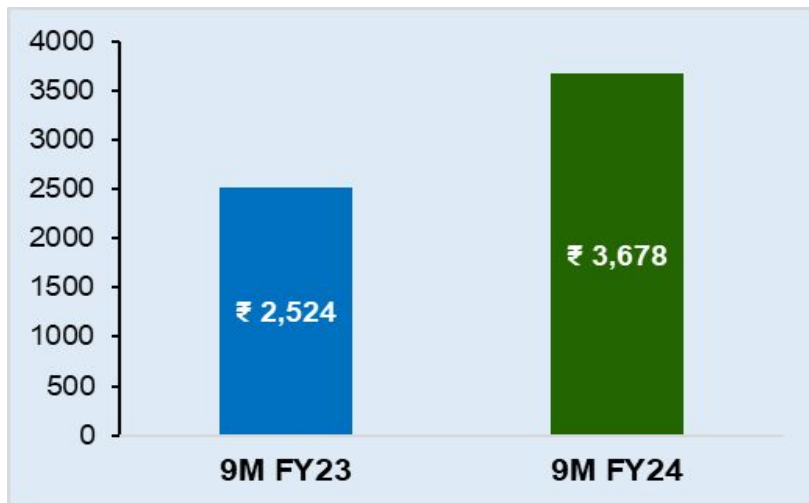
Standalone



Consolidated

Key Financial Snapshots

Gross Profit



Standalone

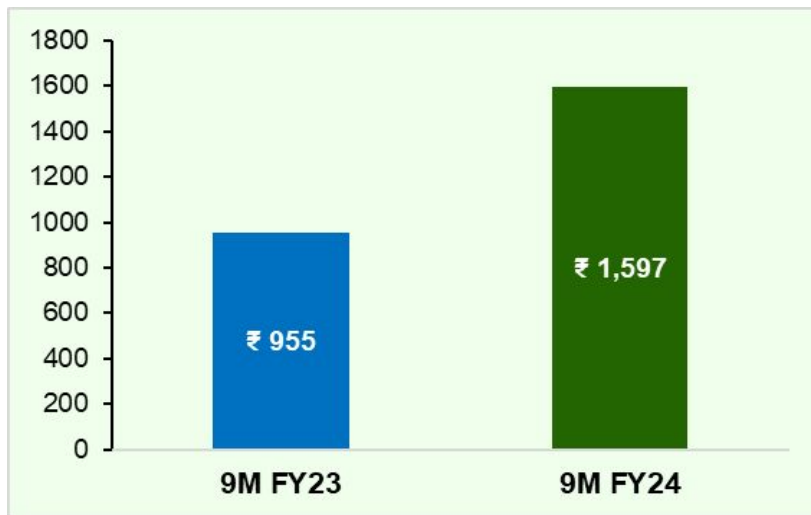


Consolidated

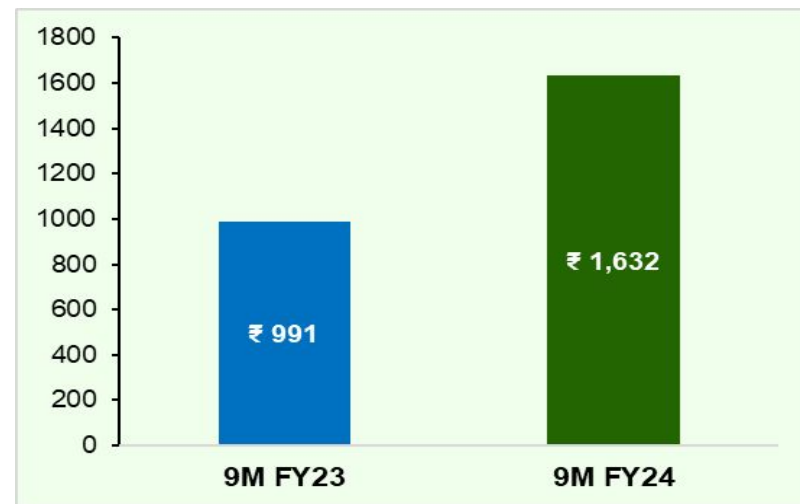
Value in Lac's

Key Financial Snapshots

EBITDA



Standalone

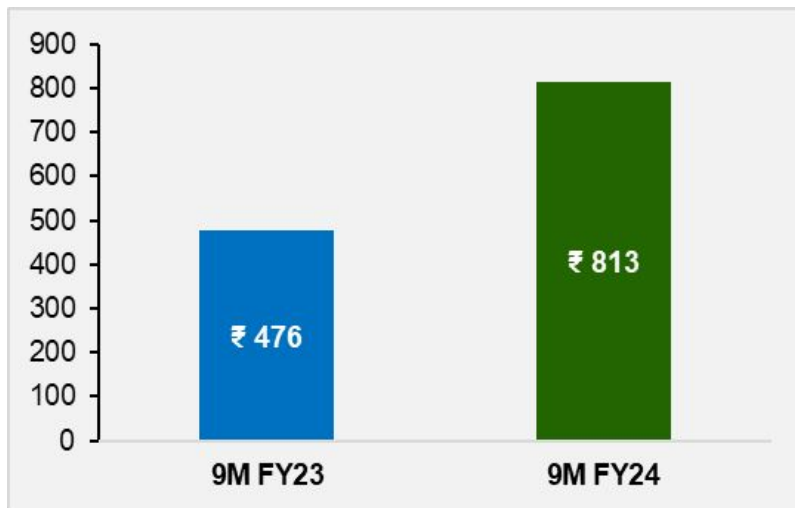


Consolidated

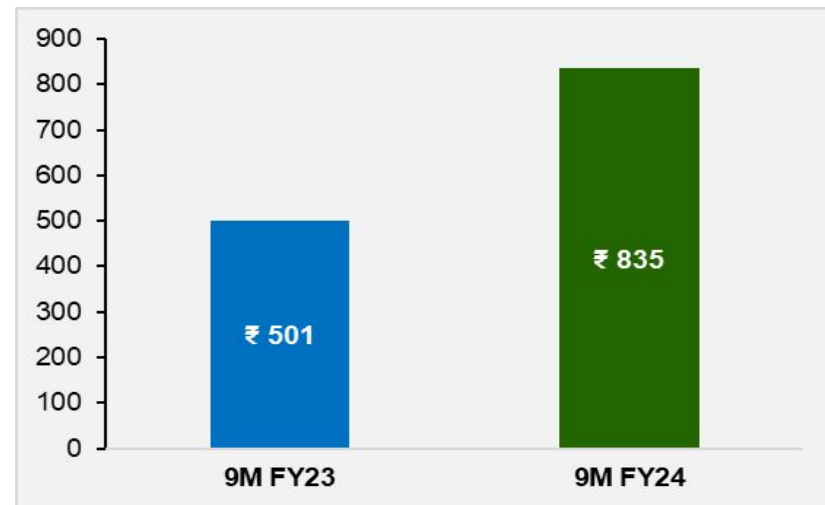
Value in Lac's

Key Financial Snapshots

Profit After Tax



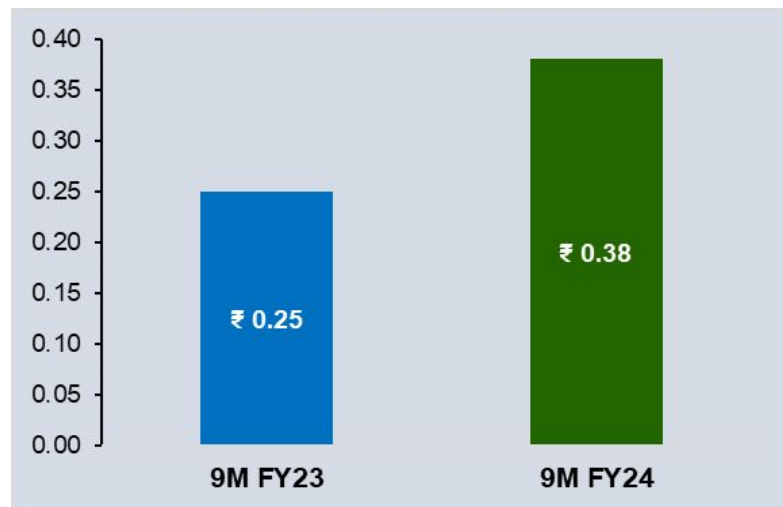
Standalone



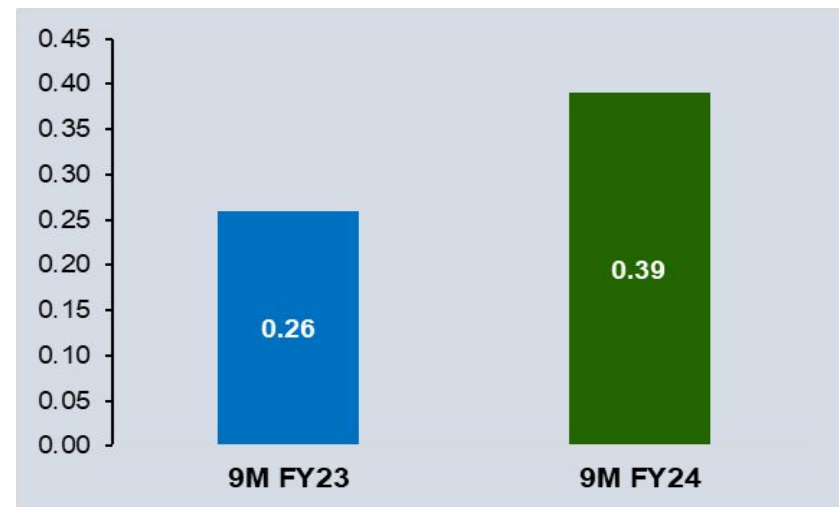
Consolidated

Key Financial Snapshots

EPS



Standalone



Consolidated

Consolidated Income Statement

Particulars (₹ in Lakhs)	Q3 FY24	Q3 FY23	Q2 FY24	9M FY24	9M FY23	YoY%
Revenue from operations	5,201.35	8,631.11	8,592.94	21,750.92	15,850.79	
Other income	19.24	4.59	66.15	110.11	15.38	
Total revenue	5,220.59	8,635.70	8,659.09	21,861.03	15,866.18	37.8%
Total Expenses excl. D&A & Finance Cost	4,898.99	8,023.87	8,062.08	20,229.51	14,857.22	
EBITDA	321.60	611.83	597.01	1,631.52	990.95	64.6%
EBITDA Margin %	6.16%	7.08%	6.89%	7.46%	6.25%	
Depreciation & Amortization	74.87	54.78	72.55	218.28	154.14	
Finance Cost	60.90	38.13	107.49	261.26	165.79	
PBT before exceptional items	185.82	519.19	416.99	1,151.97	671.02	
Exceptional Items	0.00	0.00	0.00	0.00	0.00	
PBT	185.82	519.19	416.99	1,151.97	671.02	
Tax Expense	74.40	131.77	104.59	317.17	169.98	
PAT	111.43	387.42	312.41	834.80	501.04	66.6%
PAT Margin %	2.13%	4.48%	3.61%	3.82%	3.16%	
Other comprehensive income	0.43	0.00	0.85	1.28	0.54	
Net PAT	111.86	387.42	313.41	836.08	501.58	
Diluted EPS	0.05	0.39	0.15	0.39	0.26	

Consolidated Financial Performance 9M FY24 v/s 9M FY23

- Revenue increased by 37.8% to ₹21,750.92 lakhs in 9MFY24 from ₹15,850.79 lakhs recorded in 9M FY23. The driving force behind this growth was the sustained success in securing orders in the EV charger division. Further, the substantial increase in the adoption and demand for electric vehicles, along with a growing emphasis on advanced EV infrastructure, significantly contributed to the overall expansion of our revenue.
 - In Q3 FY24, we witnessed delay in release of tenders by the various agencies which impacted our top line.
- EBITDA demonstrated remarkable growth of 64.6% to ₹1,631.52 lakhs in 9M FY24 from ₹990.95 lakhs in 9M FY23. This expansion in margins, measured by 121 basis points, was driven by a greater proportion of products with superior margins in our portfolio and increase in scale of operations.
- PAT for 9M FY24 stood at ₹834.80 lakhs, up from ₹501.04 lakhs in 9M FY23, with margins increasing to 3.82% from 3.16% in the corresponding period.

Management Comments on the Performance

Commenting on the performance of **9M FY24**, **Mr. Raman Bhatia**, the **Managing Director** of **Servotech Power Systems Limited (SPSL)** stated:

“We are thrilled to announce our significant role in advancing a more environmentally friendly and sustainable future. Currently, we command a noteworthy market share in the EV charging sector, having supplied ~5,000 chargers across India as of 31st December 2023.

Further, we are honored to be selected as a supplier for the esteemed BPCL E-drive project following a recent order win to supply ~1,800 DC chargers worth ₹120 Crs. In our commitment to expedite India's EV transition, we aim to complete this project by 2024. In addition to this, we would also like to share that we have started the supply of 2,649 AC chargers to BPCL and we expect the project to be completed by Q4 FY 24.

Our vision reaches beyond mere infrastructure development. We are proactively increasing our production capacity and broadening our product portfolio, positioning SPSL as the leading provider of EV chargers to OEMs. This strategic transformation is a response to the escalating demand in the EV market, solidifying our role as a significant industry leader. Throughout these initiatives, our dedication to delivering customer-centric solutions within the sustainable energy sector remains unwavering.

With a clear vision, strategic partnerships, and a proven track record of success, SPSL is poised to play a pivotal role in shaping India's sustainable future. We are excited to leverage our leadership position and contribute to a cleaner and greener tomorrow.”



Pioneering Innovation and Self-Reliance in India

We are now in a phase to start the full-fledged assembling of AC to DC modules in India which will make us no. 1 in India in this domain, marking a significant milestone in our journey. New factory is being established, and all control cards are now produced in-house. This strategic move enhances our operational efficiency and allows us to maintain greater control over the quality of our products. By localizing our production processes, we aim to contribute to India's self-reliance and meet the growing demand for energy-efficient solutions in the market. Our commitment to innovation and excellence remains unwavering as we continue to advance our capabilities and expand our footprint in the industry.



Media Coverages



In boost to Make in India, Servotech Power signs MoUs with IIT Roorkee for manufacturing EV chargers

Servotech Power Systems is a small cap company which is engaged in the manufacturing of EV chargers, solar products among others.

ET Now Original | Updated Oct 16, 2023 | 08:00 PM IST

In boost to Make in India, Servotech Power signs MoUs with IIT Roorkee for manufacturing EV chargers (Pic: Pixabay/ET NOW News)



Servotech files two patents for innovative EV charger technology

The company's new technology aims to revolutionise the EV charging landscape in India and other countries where the GB/T with LVDC standards are used.

By Autocar Pro News Desk | 07 Dec 2023 | 11:21 Views

Share

GB/T CCS-2



EV Components Maker Files Two Patents As India's Renewable Energy Booms

India's renewable sector is booming. It is now a global leader in the renewable energy market. The government's policies and initiatives, coupled with foreign investments, have pushed India to be among the world's top three largest producers of renewable energy. Recently, President Droupadi Murmu said that energy efficiency and renewable energy are the key pillars for achieving India's net-zero goal.

Technology enabled to contribute significantly toward a cleaner, more sustainable energy future.

India's renewable sector is booming. It is now a global leader in the renewable energy market. The government's policies and initiatives, coupled with foreign investments, have pushed India to be among the world's top three largest producers of renewable energy. Recently, President Droupadi Murmu said that energy efficiency and renewable energy are the key pillars for achieving India's net-zero goal.

India's renewable sector is booming. It is now a global leader in the renewable energy market. The government's policies and initiatives, coupled with foreign investments, have pushed India to be among the world's top three largest producers of renewable energy. Recently, President Droupadi Murmu said that energy efficiency and renewable energy are the key pillars for achieving India's net-zero goal.



Servotech Power Systems to establish 5,000 EV charging stations across India

Servotech's decision to enter the EV charging business is driven by the anticipated rapid growth of the EV charging market.

Business Desk | 2 min read

Servotech Power Systems to establish 5,000 EV Charging Stations across India (Image: Servotech Power Systems)

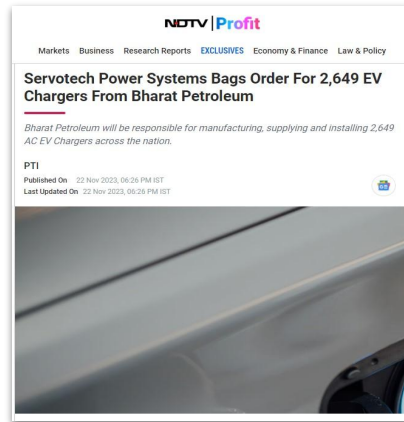


Servotech Power, Emcor Power Solutions to install 1,000 EV chargers in India

The joint MoU, Emcor Power Solutions will provide Servotech Power Systems with 1,000 CPQ (Charger Point Operator) sites in India.

Written by Express Mobility Desk | October 15, 2023 14:22 IST

Servotech Power Systems, a NSE-listed manufacturer of EV chargers in India, and Emcor Power Solutions, part of the Kuwait-based Oil and Gas Trading company, have announced a strategic partnership to expand EV charging infrastructure in the country.



Servotech Power Systems Bags Order For 2,649 EV Chargers From Bharat Petroleum

Bharat Petroleum will be responsible for manufacturing, supplying and installing 2,649 AC EV Chargers across the nation.

PTI | Published On: 22 Nov 2023, 06:26 PM IST | Last Updated On: 22 Nov 2023, 06:26 PM IST



How Innovations in EV Charging Solutions are Shaping the Future of the Electric Mobility Revolution

“EV chargers are intricate systems comprising essential components that ensure efficient & secure EV charging.”

Raman Bhatia
Founder & Managing Director
Servotech Power Systems Ltd.

Exhibitions



REI Expo 2023



EV Expo 2023

Capital Market

CMP (As on 6 th February 2024)	₹102.35
NSE Symbol	SERVOTECH
Market Cap	₹2,176.52 Cr
52 Weeks High	₹108.70
52 Weeks Low	₹16.50

Shareholding Pattern as of 6th Jan, 2024

Promoter Group	61.4%
Public	33.9%
FPI	4.7%
Total	100.00%

Servotech Price Graph



Sourced from NSE

Our Manufacturing Plants



Existing: UNIT-1



Coming Soon: UNIT-2

Thank You

Ms. Rupinder Kaur

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