

07th May, 2025

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

Trading Symbol: SERVOTECH

Sub.: Presentation on the Audited Financial Results of the Company for the quarter and year ended 31st March, 2025

Dear Sir/Madam,

In accordance with the provisions of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Presentation on the Audited Financial Results of the Company for the quarter and year ended 31st March, 2025.

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 RENEWABLE POWER SYSTEM LIMITED
(Formerly known as Servotech Power Systems Limited)

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

Servotech Renewable Power System Limited (Formerly known as Servotech Power Systems Limited)

CIN : L31200DL2004PLC129379

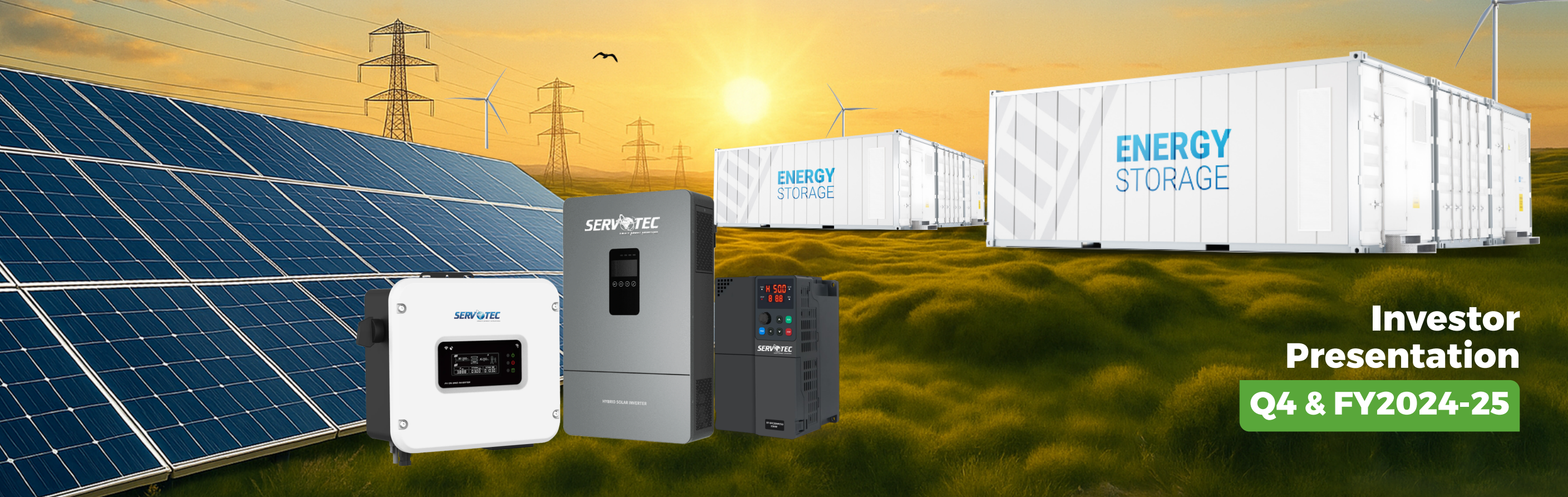
REGISTERED OFFICE : 806, 8th Floor, Crown Heights, Hotel Crowne Plaza, Sector-10, Rohini, New Delhi - 110085

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



**Produce Green
To Live Green**



**Investor
Presentation**

Q4 & 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 Renewable Power System Ltd., (Formerly known as 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.





Our Vision

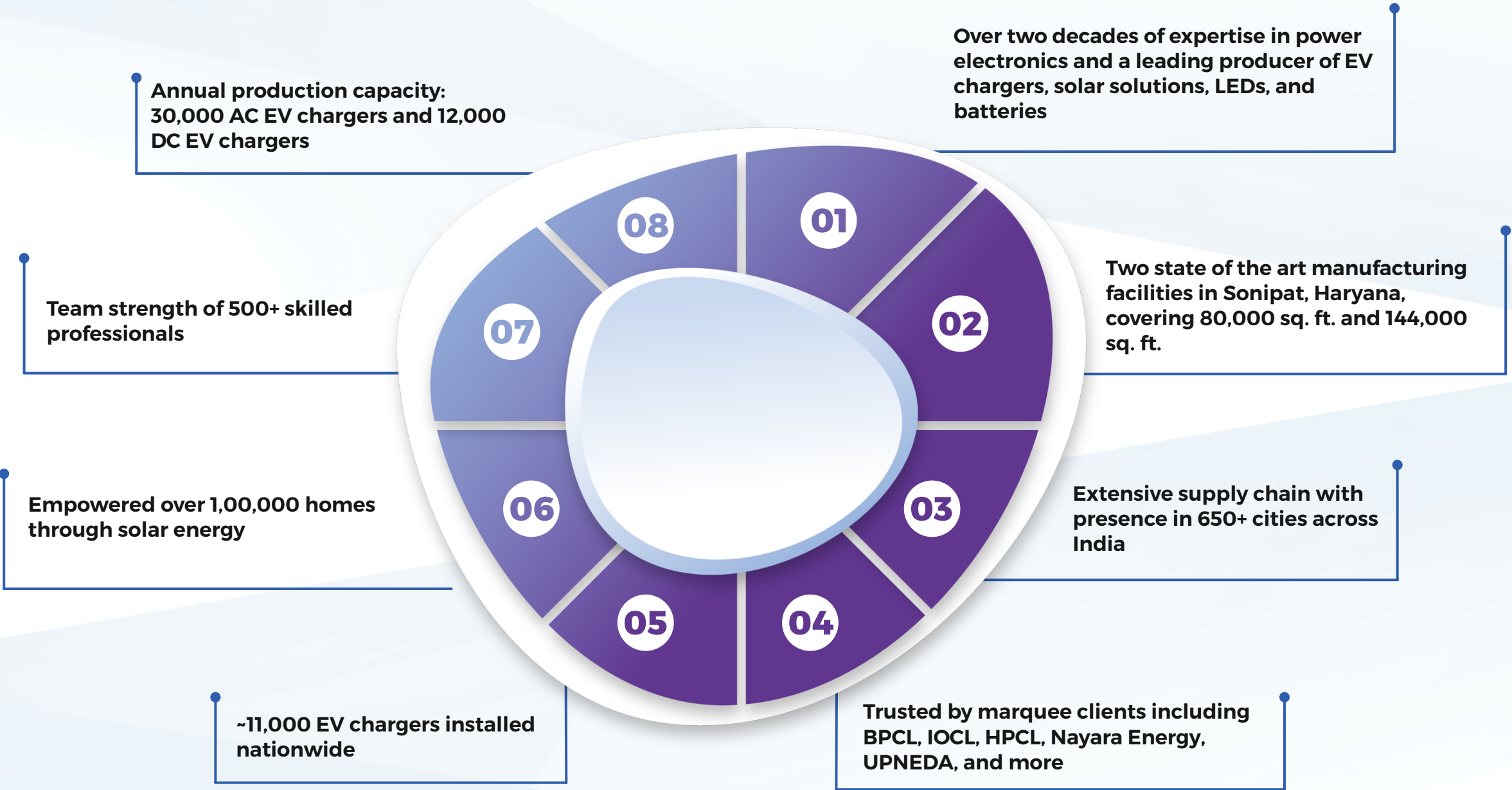
Our vision, 'Produce Green to Live Green,' is to lead the global transition to net-zero emissions. We are committed to creating and introducing world-class renewable energy solutions that eliminate reliance on fossil fuels, ensuring a sustainable future for generations to come.



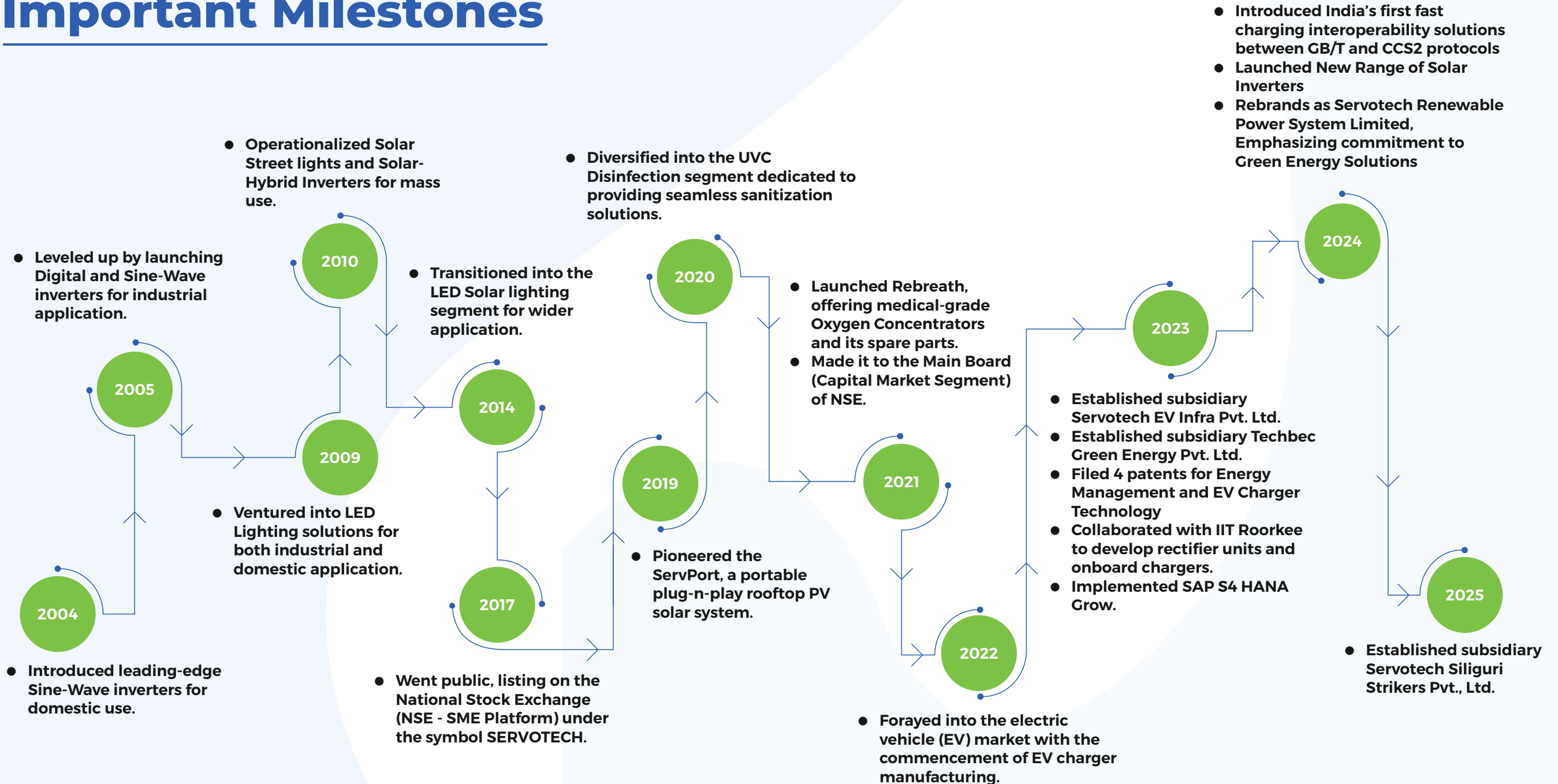
Our Mission

To provide the most advanced cutting-edge technological and innovative solutions for a sustainable future. To empower our skilled workforce through knowledge sharing, associations, and collaborations to help society embrace the change of energy transition.

Servotech at a Glance



Important Milestones



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



Our Products

At Servotech Renewable Power System Ltd. (formerly Servotech Power Systems Ltd.), we go beyond delivering energy solutions. We partner with you to build a cleaner, more sustainable future. Discover our range of cutting-edge products and services designed to revolutionize energy management and pave the way for a brighter, greener tomorrow.

Solar Products

We offer a wide range of solar energy solutions, including solar panels, inverters, and the groundbreaking Solar ServPort.

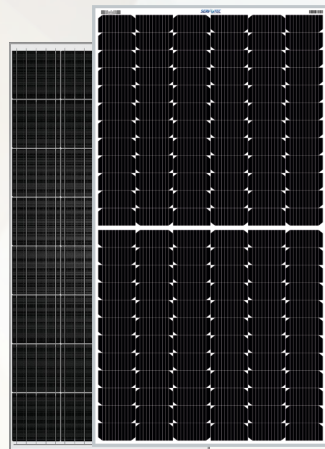
EV Chargers

As the electric vehicle (EV) market grows, we offer advanced AC and DC fast charging solutions.



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



31st Foundation Day Celebration



Range of EV Chargers

AC Chargers

Servotech AC EV Charger enables connectivity with the vehicle control system and to assure the vehicle's and crew's safety. Furthermore, depending on how busy the grid is, the charger informs the car of the maximum current it can draw at that time. So that the network is not overburdened, the AC charging station regulates charging based on the current capabilities of the house or charging point.



DC Chargers



Servotech DC chargers are capable of providing DC power to the car right away. The vehicle does not need to convert DC EV-charging to AC. Because this method eliminates a stage, it can charge an electric vehicle considerably more quickly. Some of the fastest DC chargers can fully charge a vehicle in less than an hour.



EV Charger Components



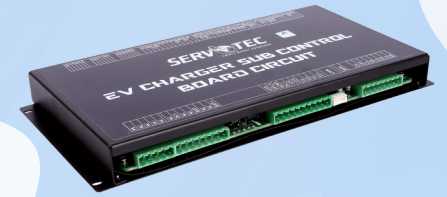
Onboard EV Charger



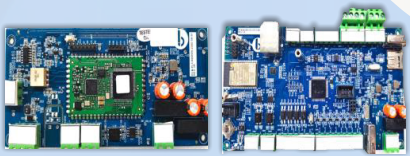
AC DC Modules



**Charging Cables CCS2
& Type 2**



MCM



Control Card



DC METER



POLE MCB



Industrial Socket

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.

Our Manufacturing Plants

**KUNDLI, SONIPAT,
HARYANA**



**SAFIABAD SONIPAT,
HARYANA**

Exhibitions

Invest MP 2025



Bharat Mobility Expo 2025



Exhibitions

REV EXPO



Awards



**Sustainability Global
Change-Makers Awards**



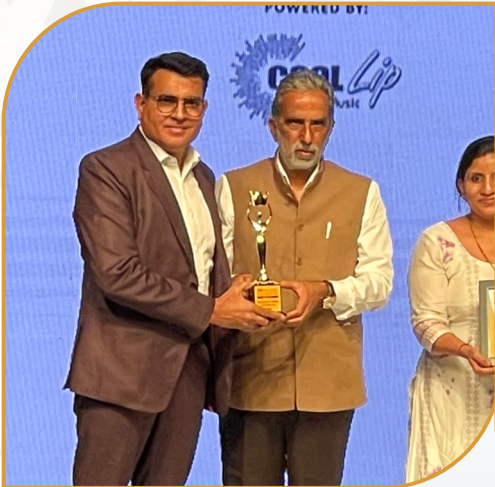
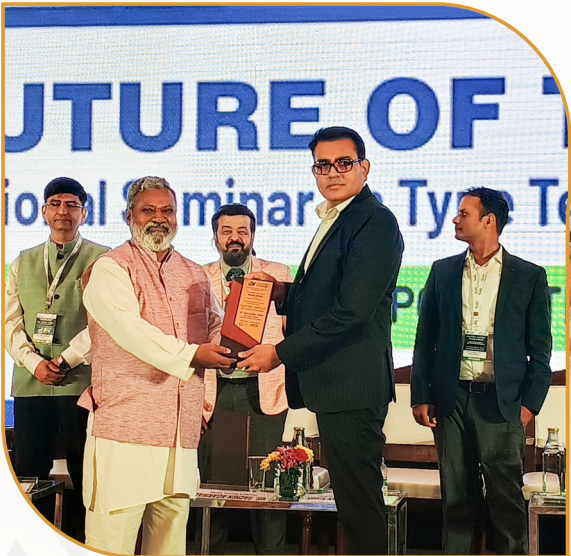
**EV Charger Supplier of
the Year**



**Leading Solar Infrastructure
Player Award**



**Electric Vehicle -
The Future of Transport**



Media Coverages



Servotech Renewable Power System Limited for Q3FY25 Reports Consolidated 315% Revenue Growth & Registers 616.8% Increase in Profits



The stock gave multibagger returns of over 120 per cent from its 52-week low of Rs 73.09 per share.

Servotech Renewable Power System Ltd, India's largest manufacturer of Electric Vehicle (EV) chargers, and a leading provider of Solar solutions, EV Charger components and Power-Backup solutions, presented its quarterly financial results for the quarter and nine months ended December 31, 2024:



Servotech ties up with Watt & Well to produce EV charger components in India

The collaboration will focus on the development of a 30kW Power Module for the Indian EV charging market and assess the feasibility of a Bidirectional Power Module for Vehicle-to-Grid (V2G) applications.



New Delhi: Servotech Renewable Power System Ltd. has signed an agreement with France-based Watt & Well SAS to design, manufacture, and market electric vehicle (EV) charger components in India. The collaboration will

focus on the development of a 30kW Power Module for the Indian EV charging market and assess the feasibility of a Bidirectional Power Module for Vehicle-to-Grid (V2G) applications.



Speed bumps on the EV highway

● A robust charging network is crucial for wider adoption

SANGEET BHADRA

INDIA'S ELECTRIC VEHICLE (EV) market is witnessing rapid growth, driven by government incentives, rising fuel costs and increasing consumer interest in sustainable transportation. However, the lack of adequate charging infrastructure remains a key obstacle to wider adoption. While urban centres are seeing gradual improvements, rural and semi-urban areas continue to struggle with insufficient public charging stations. Without accessible and reliable charging points, concerns like "range anxiety" – the fear of running out of battery before reaching a charging station – discourage potential buyers. Addressing this challenge requires a coordinated effort from automakers, policymakers, and private stakeholders. Industry leaders emphasise the need for policy changes and stronger public-private partnerships to drive the expansion of EV charging infrastructure.



BALAJI RAJAN, CHIEF STRATEGY OFFICER (CSO), TATA MOTORS

While the charging network is expanding, charge point operators face numerous operational and financial challenges.

dualised system, can significantly simplify and scale up charging infrastructure."

RAMAN BHATTIA, FOUNDER & MD, SERVOTECH RENEWABLE POWER SYSTEM

The EV policy needs to be more than just subsidies. Single-window clearances for setting up charging stations are essential

offering accelerated depreciation benefits for charging infrastructure, and providing soft loans to

more viable," he said. Beyond policy measures, regulatory bottlenecks remain a significant

called for dedicated land allocation along highways and a structured partnership model where the government enables infrastructure growth without excessive control. Technology will also play a crucial role in expanding charging networks, particularly in rural areas where grid stability remains a challenge. Iyer emphasised the importance of a unified digital platform, similar to UPI for payments, to simplify the process of locating charging stations, booking slots, and making payments. There is also a need for ultra-fast DC chargers and stable electricity supply to enhance user confidence in EVs.

Rajan added that strengthening the grid along highways and integrating renewable energy sources, such as solar-powered charging stations, would reduce dependency on the local grid. "Rooftop solar installations at charging points can ensure uninterrupted service even during power cuts and, in some cases, allow energy to be transferred back to the grid," he said.

Oil marketing companies (OMCs) are expected to play a key role in expanding highway charging infrastructure due to their extensive fuel station networks. Bhattia said that OMCs already



News / Business / Companies

Servotech Secures 20-Year Patent for Energy Efficiency Innovation

Indian EV charging solutions provider strengthens its technology portfolio with a breakthrough in energy efficiency.



Business Standard

Servotech Renewable gains on securing 4.1 MW rooftop solar order from East Coast Railway



Servotech Renewable Power System added 1.17% to Rs 130.82 after the company secured a 4.1 megawatt (MW) on-grid rooftop solar order from the Waltair Division of East Coast Railway in Visakhapatnam, Andhra Pradesh.



Servotech-&-CIMSME-Launch-User-Friendly-Mobile-App-Accelerating-1-Lakh-Solar-Home-Target-by-2026-under-PM-Surya-Ghar-Yojana



Our Clientele



And Many More...

Major Developments in Q4FY25

01

Servotech Renewable has signed an agreement with France-based Watt & Well to develop and manufacture EV charger components in India

02

Servotech & CIMSME launched user-friendly mobile app, accelerating 1 Lakh solar homes target by 2026 under PM Surya Ghar Yojana

03

Servotech Renewable bags order of solar rooftop from North Eastern Railway

04

Servotech Renewable Power System Ltd. granted patent for breakthrough peak shaving technology

Growth Drivers

New additions in budget 2024 like Pumped Storage Policy and exemption of customs duty on lithium will incentivize renewable energy integration and adoption

Increasing demand for EV charging stations with healthy traction in order pipeline in addition to a sizable order backlog

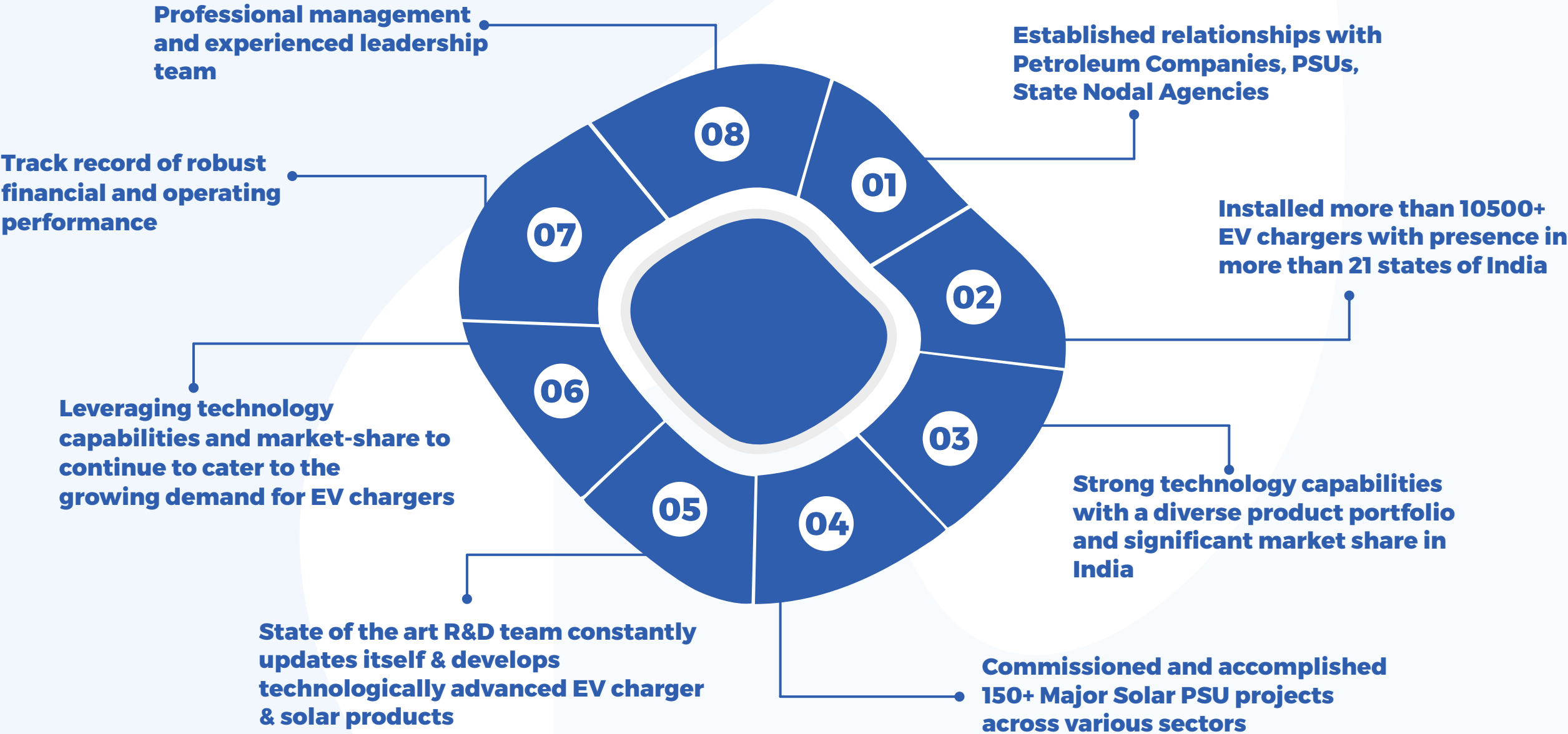
Growing need for carbon neutral has increased the demand for sustainable energy solution

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

PM Suryodaya Yojana to solarize 1 Cr Households

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

Leveraging Existing Servotech Strengths



Driving Social Positive Impact

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.

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.



Income Statement – Consolidated FY 2024-25

All figures in INR Lakh

Particulars	Q4 FY25	Q4 FY24	YoY (%)	Q3 FY25	FY25	FY24	YoY%
Revenue from operations	14629	13617	7%	21630	67444	35368	91%
Other income	118	48		53	236	158	
Total Revenue	14746	13665	8%	21683	67680	35526	91%
COGS	11965	11677		18383	56053	29679	
Gross Profit	2780	1988		3300	11627	5848	
Gross Margin %	18.9	14.5		15.2	17.2	16.5	
Total expenses excl. DA & FC	1442	1383		1627	5832	3608	
EBITDA	1338	605	121%	1673	5793	2239	159%
EBITDA Margin %	9.1	4.4		7.7	8.6	6.3	
Depreciation & Amortization	190	86		152	587	304	
Finance Cost	98	55		238	727	319	
PBT	1051	465		1283	4480	1616	
Tax Expense	279	119		364	1217	436	
PAT	772	345	124%	919	3263	1180	177%
PAT Margin %	5.2	2.5		4.2	4.8	3.3	
Diluted EPS (INR)	0.34	0.16	113%	0.41	1.45	0.55	164%

Consolidated Balance Sheet FY 2024-25

All figures in INR Lakh

Particulars	As of March 31, 2025	As of March 31, 2024	Particulars	As of March 31, 2025	As of March 31, 2024
Property, Plant and Equipment	6611	2897	Equity Share Capital	2247	2169
Capital Work in Progress	316	1466	Other Equity	21413	12016
Other Intangible Assets	32	42	Non Controlling Interest	102	24
Investment Property	219	219	Total Equity	23760	14210
i) Investments			i) Borrowings	1358	1311
ii) Trade Receivables	1441	327	ii) Trade Payables	91	36
ii) Loans			iii) Other Financial Liabilities		
iii) Other Financial Assets			Provisions	951	395
Deferred Tax Assets (net)		16	Deferred Tax Liabilities (net)	220	
Other-Non Current Assets	1482	1239	Other Non-Current Liabilities	215	273
Non-Current Assets	10000	6207	Non-Current Liabilities	2836	2016
i) Inventories	7055	3892	i) Borrowings	6156	5964
ii) Trade Receivables	14538	8642	ii) Trade Payables	5431	3936
iii) Cash and Cash Equivalents	1426	3259	iii) Other Financial Liabilities		
iv) Other Bank Balances	2827	3383	Other Current Liabilities	1286	947
v) Loans					
vi) Other Financial Assets			Provisions	1515	578
Other Current Assets	5037	2268			
Current Assets	30885	21444	Current liabilities	14388	11426
TOTAL ASSETS	40984	27652	TOTAL EQUITY AND LIABILITIES	40984	27652

Consolidated Cash Flow Statement FY 2024-25

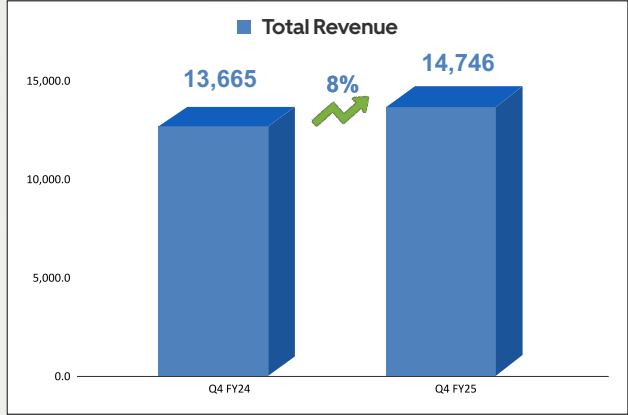
All figures in INR Lakh

Particulars	As of March 31, 2025	As of March 31, 2024
Cash Flow from operating activities	-5,540.8	79.18
Cash Flow from investing activities	-1,631.0	-2,505.2
Cash Flow from financing activities	4,783.6	7,443.3
Net Changes in Cash and Cash equivalents	-2,388.3	5,017.3

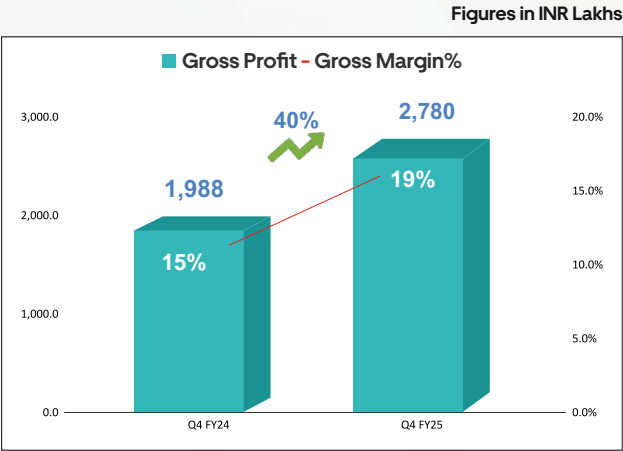
Income Statement - Consolidated

Q4:FY 2024-25

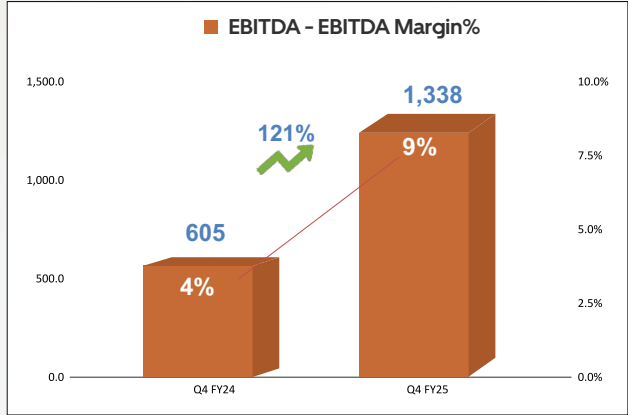
TOTAL REVENUE



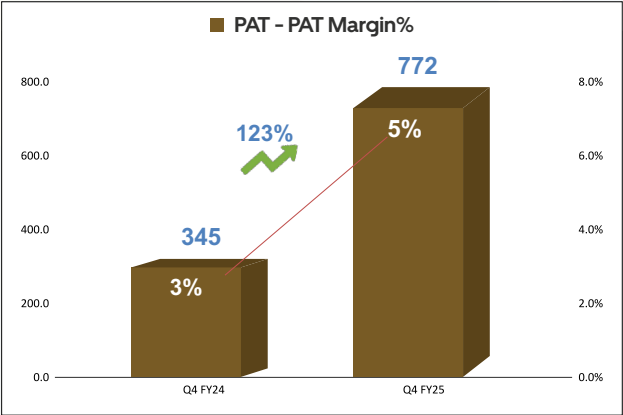
GROSS PROFIT



EBITDA

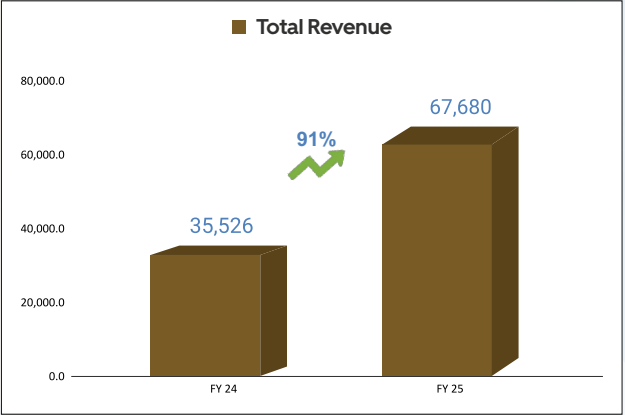


PAT

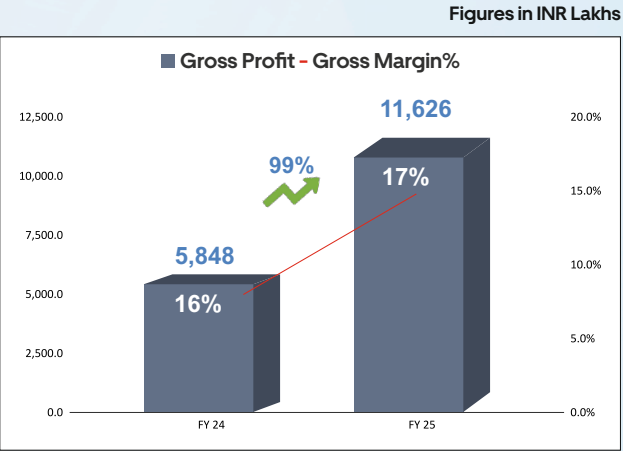


FY 2024-25

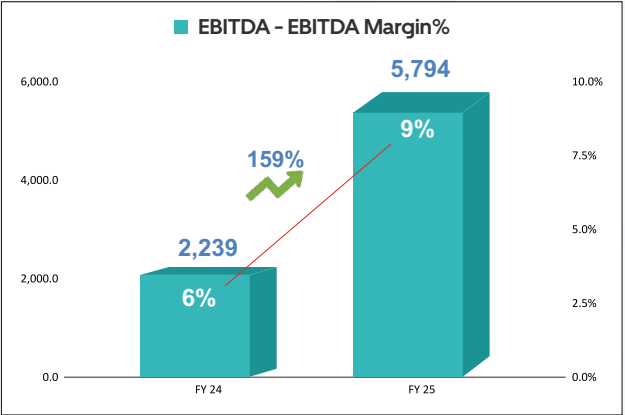
TOTAL REVENUE



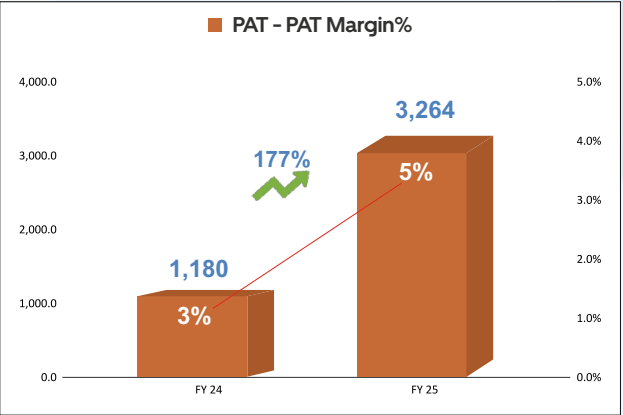
GROSS PROFIT



EBITDA



PAT



Income Statement – Standalone - FY 2024-25

All figures in INR Lakh

Particulars	Q4 FY25	Q4 FY24	YoY (%)	Q3 FY25	FY25	FY24	YoY (%)
Revenue from operations	12613	12078	4%	18133	58730	30570	92%
Other income	61	41		53	181	151	
Total Revenue	12674	12119	5%	18186	58911	30721	92%
COGS	10005	10249		14903	47253	25173	
Gross Profit	2668	1870		3282	11657	5548	
Gross Margin %	0	0	37%	0	0	0	9%
Total expenses excl. DA & FC	1305	1294		1584	5795	3375	
EBITDA	1363	577	136%	1698	5863	2173	170%
EBITDA Margin %	0	0		0	0	0	
Depreciation & Amortization	171	86		151	564	298	
Finance Cost	141	61		238	770	322	
PBT	1051	430		1309	4529	1553	
Tax Expense	266	111		359	1182	420	
PAT	785	319	146%	950	3347	1132	196%
PAT Margin %	0	0		0	0	0	
Diluted EPS (INR)	0.35	0.15	133%	0.43	1.48	0.53	179%

Standalone Balance Sheet- FY 2024-25

All figures in INR Lakh

Particulars	As of March 31, 2025	As of March 31, 2024
Property, Plant and Equipment	6449	2897
Capital Work in Progress	275	1447
Other Intangible Assets	25	42
Investment Property	219	219
i) Investments	205	131
ii) Trade Receivables	1441	327
iii) Loans		
iv) Other Financial Assets		
Deferred Tax Assets (net)		16
Other-Non Current Assets	1482	1239
Non-Current Assets	10096	6318
i) Inventories	6191	3370
ii) Trade Receivables	14062	8063
iii) Cash and Cash Equivalents	736	2738
iv) Other Bank Balances	2450	3266
v) Loans		
vi) Other Financial Assets		
Other Current Assets	4912	2054
Current Assets	28350	19941
TOTAL ASSETS	38447	25809

Particulars	As of March 31, 2025	As of March 31, 2024
Equity Share Capital	2247	2169
Other Equity	20220	10689
Total Equity	22467	12858
i) Borrowings	1356	1310
ii) Trade Payables	91	42
iii) Other Financial Liabilities		
Provisions	951	395
Deferred Tax Liabilities (net)	220	
Other Non-Current Liabilities	215	273
Non-Current Liabilities	2834	2020
i) Borrowings	6156	6771
ii) Trade Payables	4646	2894
iii) Other Financial Liabilities		
Other Current Liabilities	896	722
Provisions	1449	544
Current liabilities	13146	10931
TOTAL EQUITY AND LIABILITIES	38447	25809

Standalone Cash Flow Statement FY 2024-25

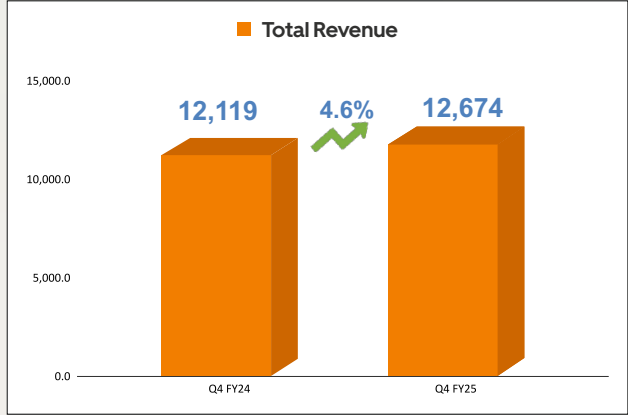
All figures in INR Lakh

Particulars	As of March 31, 2025	As of March 31, 2024
Cash Flow from operating activities	-5,099.0	-117.05
Cash Flow from investing activities	-1,628.9	-2,416.1
Cash Flow from financing activities	3,909.0	7,038.5
Net Changes in Cash and Cash equivalents	-2,818.9	4,505.3

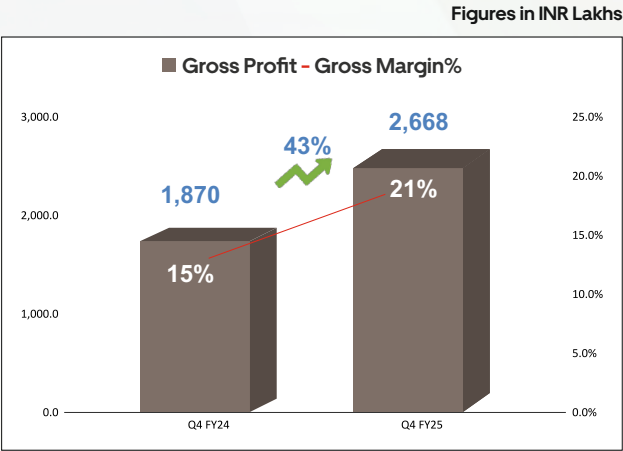
Income Statement - Standalone

Q4:FY 2024-25

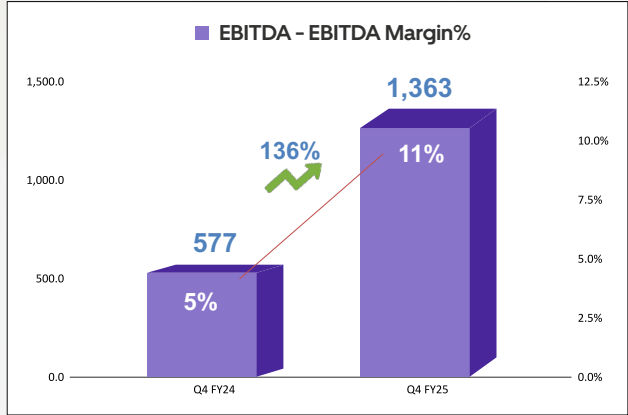
TOTAL REVENUE



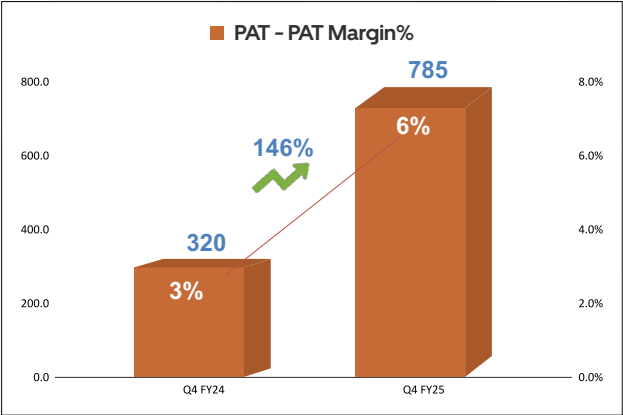
GROSS PROFIT



EBITDA

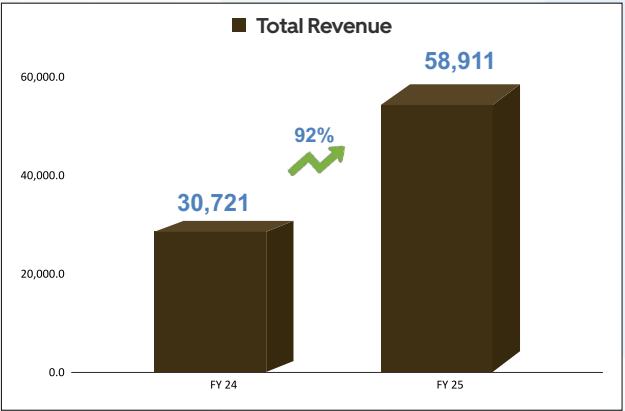


PAT

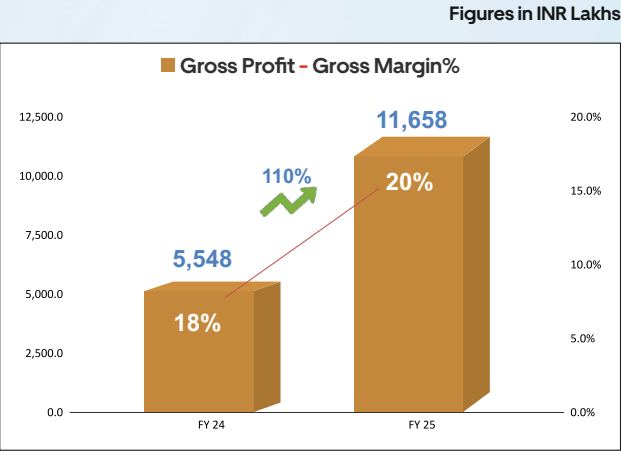


FY 2024-25

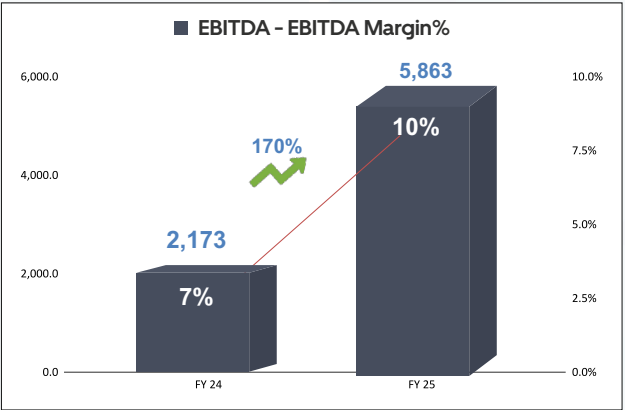
TOTAL REVENUE



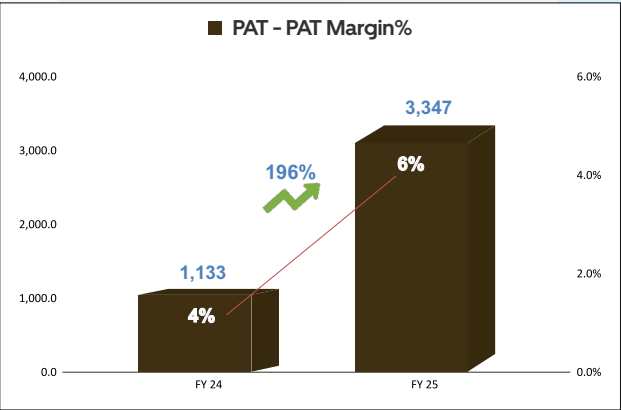
GROSS PROFIT



EBITDA

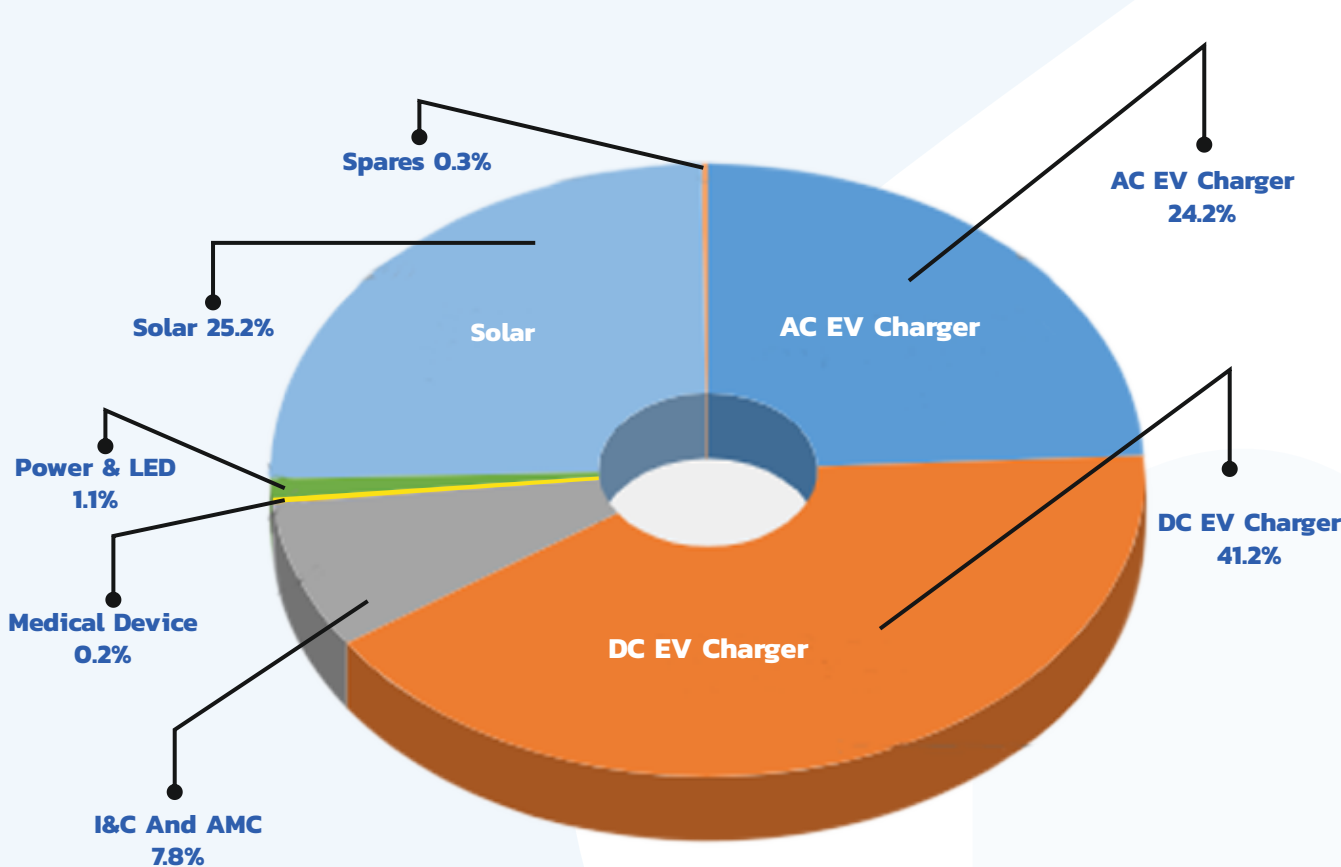


PAT

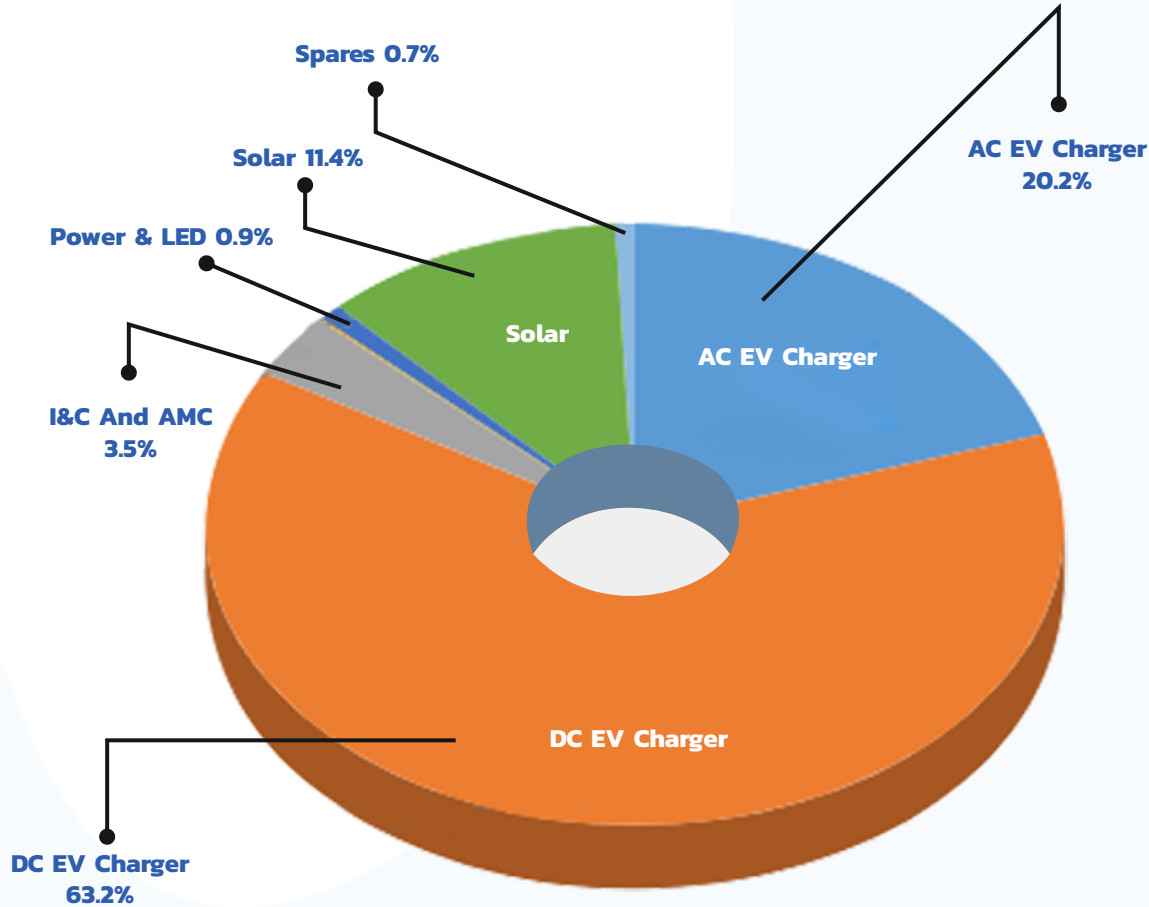


Product wise revenue

Q4:FY 2024-25



FY 2024-25



Servotech Management Commentary

Consolidated: Full Year - FY25

- Total revenue increased by **91%** and stood at **Rs. 67,680.0 lacs** in FY25 compared to **Rs. 35,526.5 lacs** in FY24
- EBITDA increased by **159.05%** from **Rs. 2,236.5 lacs** in FY24 to **Rs. 5,793.8 lacs** in FY25
- PBT stood at **Rs. 4,480.56 lacs** in FY25, compared to **Rs. 1,616.60 lacs** in FY24, witnessing a growth of 177%
- PAT increased by **176.5%** and stood at **Rs. 3,263.7 lacs** in FY25 compared to **Rs. 1,180.2 lacs** in FY24, margins improved to **4.8%** from **3.3%** during the same period

Consolidated: Q4FY25

- Total Revenue witnessed growth of **7.9%** in Q4 FY25 to **Rs. 14,746.0 lacs** from **Rs. 13,665.4 lacs** in Q4 FY24
- EBITDA increased by **121%** from **Rs. 605.0 lacs** in Q4 FY24 to **Rs. 1,338.0 lacs** in Q4 FY25
- PBT stood at **Rs. 1,050.6 lacs** in Q4 FY25, compared to **Rs. 464.6 lacs** in Q4 FY24, witnessing a growth of **126.1%**
- PAT stood at **Rs. 771.6 lacs** in Q4 FY25, compared to **Rs. 345.4 lacs** in Q4 FY24, witnessing a growth of **123.4%**.

Servotech Management Commentary

Standalone: Full Year - FY25

- Total revenue increased by **91.8%** and stood at **Rs. 58,910.9 lacs** in FY25 compared to **Rs. 30,721.0 lacs** in FY24
- EBITDA increased by **169.8%** from **Rs. 2,173.43 lacs** in FY24 to **Rs. 5,862.96 lacs** in FY25
- PBT stood at **Rs. 4528.68 lacs** in FY25, compared to **Rs. 1553 lacs** in FY24, witnessing a growth of **191.6%**
- PAT increased by **195.5%** and stood at **Rs. 3,346.7 lacs** in FY25 compared to **Rs. 1,132.6 lacs** in FY24, margins improved to **5.7%** from **3.7%** during the same period

Standalone: Q4FY25

- Total Revenue witnessed a growth of **4.6%** in Q4 FY25 to **Rs. 12,674.03 lacs** from **Rs. 12,119.46 lacs** in Q4 FY24.
- EBITDA increased by **136.4%** from **Rs. 576.68 lacs** in Q4 FY24 to **Rs. 1,363.08 lacs** in Q4 FY25
- PBT stood at **Rs. 1,051.00 lacs** in Q4 FY25, compared to **Rs. 430.14 lacs** in Q4 FY24, witnessing a growth of **144.3%**
- PAT stood at **Rs. 784.68 lacs** in Q4 FY25, compared to **Rs. 319.58 lacs** in Q4 FY24, witnessing a growth of **145.5%**

Servotech Management Commentary

Operational Efficiency Update:

In addition to strong financial performance, the company continued to make significant operational improvements. The average debtor cycle improved to **86 days in FY25**, reflecting tighter credit control and improved collections. Inventory turnover ratio also improved, with the inventory holding period reduced to approximately **35 days in FY25**. This improvement was achieved through optimized procurement and production planning, reducing inventory holding costs and ensuring faster fulfillment of orders. These steps align with Servotech's strategic priorities to maintain a lean and responsive supply chain while sustaining growth momentum.

Commenting upon the results, **Raman Bhatia, Managing Director, Servotech Renewable Power System Ltd.** said, "Our journey over the last few quarters has been both exciting and encouraging. We've recorded robust growth, underpinned by our efforts to strengthen India's EV charging infrastructure and expand access to clean solar energy. These results reinforce our position as a frontrunner in the green energy transition and reflect the growing trust in our vision and capabilities. As we look to the future, we aim to deepen our impact by ramping up domestic manufacturing, scaling our innovations, and taking our Made in India solutions to international markets. With future-ready products and strategic expansion plans, we are committed to empowering cities, industries, and individuals-driving sustained progress while shaping a cleaner, smarter, and more connected energy ecosystem worldwide."

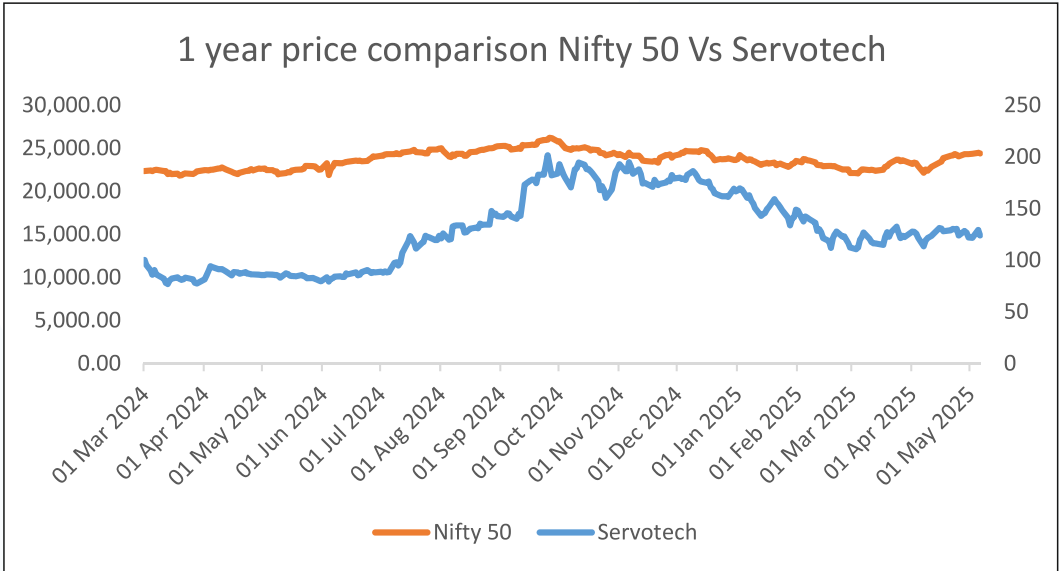
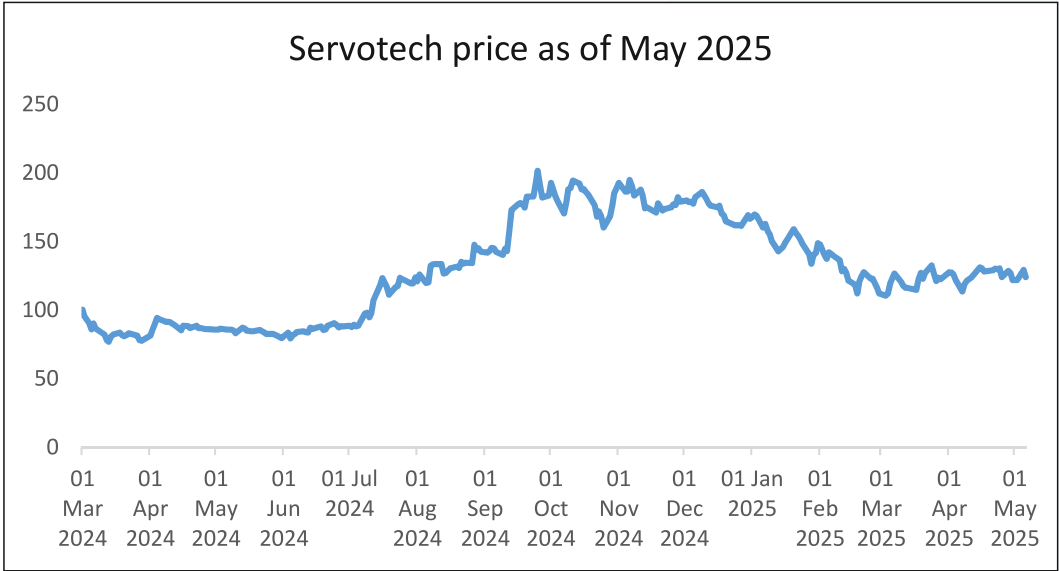
Capital Market

Price Data (As on 5th May , 2025)	INR
CMP	124
52 Week High / Low	205.4 - 75.5
Market Capital (INR Cr)	2,785.60
NSE Symbol	SERVOTECH

Share Holding Pattern (As of 31st March , 2024)	
Promoter and Promoter Group	58.97%
Institutions	2.89%
Public	38.14%
Total	100.00%

Servotech Price Graph

Sourced from NSE



Investors FAQs

Strategic Business Priorities (12-18 Months)

Growth & Expansion

- Scale channel partner network from 100 to 360
- Expand retail presence from 2,000 to 7,500 outlets by Dec 2025

Manufacturing & Integration

- Increase solar inverter production to 10,000 units/month
- Invest in solar PV manufacturing for backward integration

Financial Discipline

- Optimize working capital and enhance receivables management
- Implement structured monthly P&L and balance sheet reporting

Leadership Visibility

- Deploy real-time KPI dashboards for MD & Program Managers

Investors FAQs

Digital Transformation Roadmap

Enterprise Platforms

- SAP S/4 HANA and Zoho CRM integration in progress

Outcome

- Improved decision-making, transparency, and scalability

Operational Intelligence

- Automated dashboards via Google Workspace & GenAI
- Predictive analytics using advanced BI tools

Performance Metrics Monitored

Financial & Operational KPIs

- Revenue growth (by segment)
- Debtor days, working capital cycle
- EBITDA margin, PAT %, ROCE

Execution & Delivery

- Dispatch and conversion rates
- Project delivery timelines
- Monthly performance tracking with structured reviews

Investors FAQs

Operational Bottlenecks & Resolution Strategy

Manual Process Areas

- Compliance filings, after sales service tracking, project reporting

Departments Most Affected

- Procurement: POs, taxation, vendor onboarding
- HR: audits, recruitment, onboarding
- Projects: customer documentation & reporting

Remediation in Progress

- Workflow automation via SAP
- Custom dashboards and PM-led reporting tools
- Field CRM logs, service data, and VOC reports shared directly with R&D and Quality control

Data & Document Management Strategy

Systems in Place

- Centralized document storage via Google Drive and SAP S/4 HANA
- Controlled folder structures with access governance

Initiatives Underway

- Central taxonomy development
- GenAI pilots for OCR & PDF contract data extraction

Reporting Evolution

- Migrating from semi-manual to AI-powered reports via Google Sheets & ChatGPT

Customer Experience & Sales Enablement

Customer Support Channels

- WhatsApp Business API, toll-free helpline, and email

Sales Enablement Enhancements

- Automated quotation generation
- CRM-integrated sales process
- Onboarding kits with video tutorials & digital content for partners

Localization Rollout

- Active in Hindi and English
- Expanding to 5+ regional languages

Energy Management & Peak Shaving Strategy

Key Challenges

- DISCOM infrastructure gaps
- Field latency and low awareness levels
- Active pilot and firmware updates underway

Data Captured

- Energy I/O, ambient conditions, battery cycles
- All devices are IoT-enabled devices and send data to servers

Tech Stack

- Real-time telemetry from EV chargers and inverters
- BI dashboards & ML-based forecasting pilots in progress

Revenue Outlook

- Post-warranty AMCs expected to generate ₹20-30 Cr annually by FY2028

GenAI & Automation Strategy

Internal AI Use Cases

- HR automation, proposal drafting, MIS, and sales tools
- Document processing and compliance workflows
- Currently not used in peak shaving. To scale once low hanging operational automation is complete

Strategic Focus Areas

- CRM intelligence and prioritization
- Intelligent support and chat-based automation

Impact & ROI

- 30-40% time savings in documentation and reporting
- 50%+ improvement in HR, MIS, and proposal turnaround times

AI-Driven Solutions in Development

Pilots & Rollouts

- Document summarization: HR, legal, tenders
- Dashboard automation: Project and investor reporting
- Support automation: WhatsApp chatbot (pilot), multilingual helpdesk

Localization Initiatives

- SOPs, training manuals in Hindi and regional languages

Predictive Analytics Roadmap

- Sales conversion, inventory optimization, and AMC forecasting post-BI phase



Thank You

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

Servotech Renewable Power System Ltd.

(Formerly known as Servotech Power Systems Ltd.)

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