

SHILCHAR TECHNOLOGIES LIMITED



Date: 12th August, 2024

**To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street
Mumbai – 400001**

Scrip Code: 531201

Dear Sir/ Mam,

Sub: Investor Presentation for the quarter ended 30th June 2024

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, Please find enclosed herewith the copy of Investor Presentaion for the Quarter ended 30th June 2024.

Kindly take on your record.

**Thanking you
For, Shilchar Technologies Limited**

**Mauli Mehta
Company Secretary & Compliance officer**

Encl: As above



Shilchar Technologies Limited

The Power of **Performance**



Q1FY25
August 2024

BSE: 531201
Bloomberg: SCTE-IN

Inside the Presentation

Company Overview

Shilchar Technologies at a Glance	04
Key Milestones	05
Our Facilities	06
State-of-Art Infrastructure	07
Quality Assurance	08
Capacity Expansion	09
New Plant Building	10
Generational Talent	11
Diversified Product Profile	12
Diversified Applications	13
Global Footprint	14

Superior Business Model Positioning

Business Model Positioning	16
Competitive Strengths	17
Demand Drivers	18
Business Outlook	19

Financial Performance

5 Year Summary	21
Key Performance Indicators	22
Profit and Loss Summary	23
Balance Sheet Summary	24
Cash Flow Summary	25
Q1FY25 Income Statement	26
Management Commentary	27
Capital Markets Overview	28



Company Overview

SHILCHAR TECHNOLOGIES LIMITED INVESTOR PRESENTATION 2024

Shilchar Technologies at a Glance	04
Key Milestones	05
Our Facilities	06
State-of-Art Infrastructure	07
Quality Assurance	08
Capacity Expansion	09
New Plant Building	10
Generational Talent	11
Diversified Product Profile	12
Diversified Applications	13
Global Footprint	14



Shilchar Technologies at a Glance



Premier Brand

OF POWER & DISTRIBUTION
TRANSFORMER SINCE LAST
4 DECADES

SPECIALIZES IN CUSTOM-
MADE TRANSFORMERS FOR

Renewables & Industrial

APPLICATIONS

PRODUCTION CAPACITY OF
4,000 MVA SET UP EXPAND TO

7,500 MVA

FOCUSED ON
TRANSFORMERS UP TO

50 MVA & 132 KV
class

EXPORTED TRANSFORMERS
TO OVER

25+ countries

ACROSS 5 CONTINENTS

FLAGSHIP GAVASAD
FACILITY LOCATED ON
AN EXPANSIVE

17 acres plot

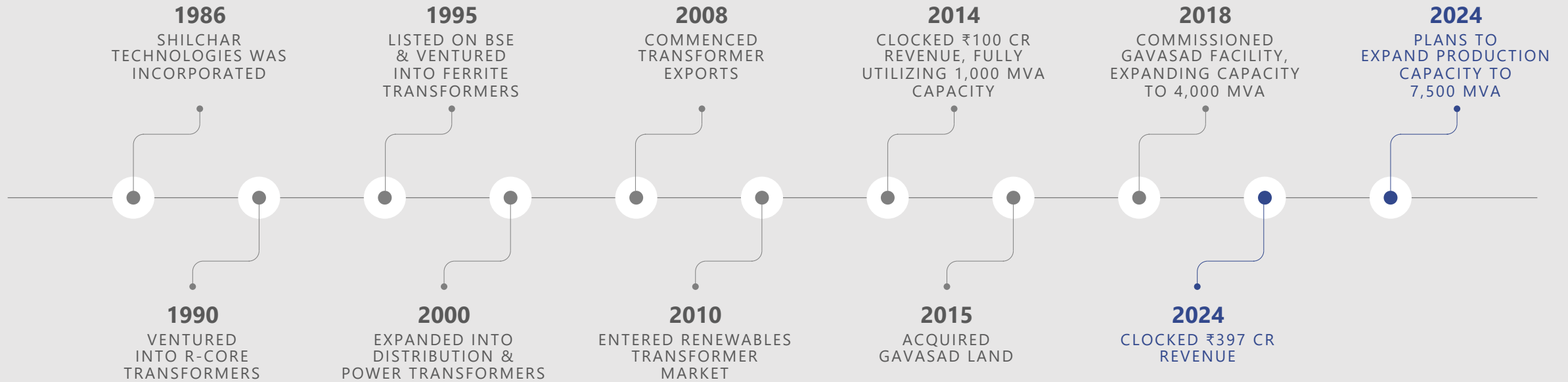
Debt-free

BALANCE SHEET WITH
SUBSTANTIAL CASH RESERVES

Industry-leading

PROFITABILITY & CAPITAL
RETURN RATIOS

Key Milestones



~24 years
OF EXPERTISE IN POWER & DISTRIBUTION TRANSFORMERS

~17 years
OF EXPERIENCE IN TRANSFORMER EXPORTS

~15 years
OF SPECIALIZATION IN RENEWABLES TRANSFORMERS

Our Facilities

SHILCHAR'S FLAGSHIP FACILITY IS IN GAVASAD, VADODARA

OLD FACILITY LOCATED IN BIL, VADODARA

ALL OPERATIONS FROM BIL TO BE SHIFTED TO GAVASAD AFTER EXPANSION

ANNUAL CAPACITY POST-EXPANSION WILL BE 7,500 MVA

SITUATED ON A 17-ACRE LAND PARCEL, WITH 2/3RD LAND AVAILABLE FOR FUTURE EXPANSION

TOTAL BUILT-UP AREA OF 1.6 LAKH SQ.FT. POST EXPANSION

EMPLOYS OVER 450+ PEOPLE

Certifications



Manufacturing Philosophy

Specialising in design & ideation of quality transformers as per customer specifications

Made-to-order approach over stock-and-sell

Possesses strong in-house design and engineering capabilities

Utilizes domestic supply chain with an assembly mindset; outsources lower value-add components

Prioritizes quick order fulfilment and turnaround time

State-of-Art Infrastructure

2 Production Shops

One each for 5 MVA, 33 KV class & 50 MVA, 132 KV class



Dust-free Environment

Featuring positive air pressure using HVAC system & epoxy flooring across the plant



State-of-art Testing Laboratory

NABL accredited testing lab with advanced equipment's



Dedicated Winding Shop



Automatic Foil Winding Technology

PLC based fully automatic foil winding machines along with automatic argon gas based brazing facility



Warehouse

Material storage facility with traceability, identification, and integrated with SAP ERP.



Quality Assurance

3 Testing Laboratories for Simultaneous Testing

Equipped with automatic testing panels



In-house Impulse Generator

With chopping up to 900 KVP/90 KJ

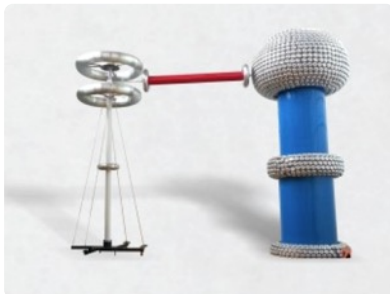


NABL Accredited Lab



Automatic High Voltage Tester

Up to 300 KV/1 Amp



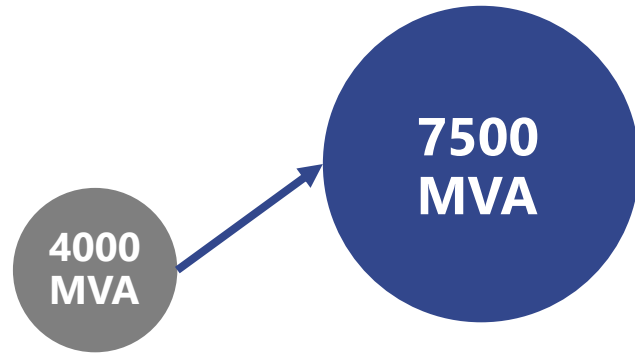
Partial Discharge Free Testing Lab

Suitable for up to 132 KV class transformer



Capacity Expansion

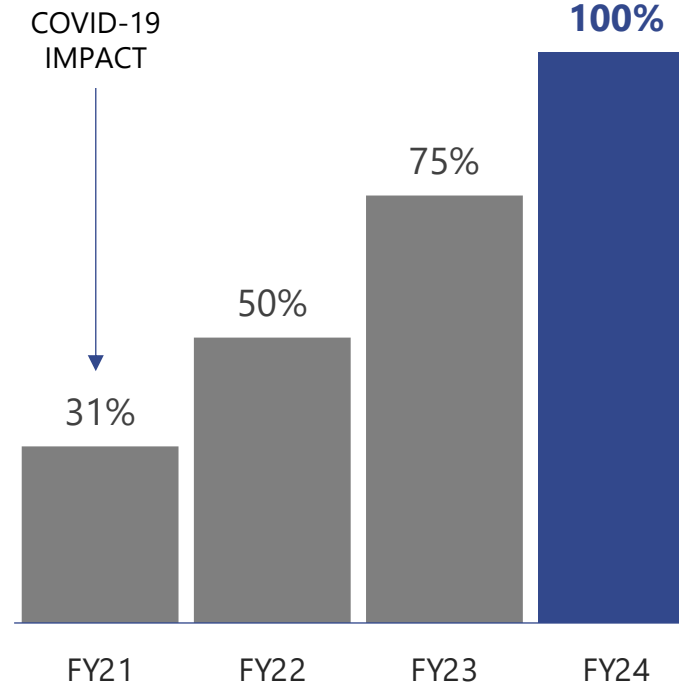
Expanding capacity



- New capacity will be live in August 2024
- Sufficient land parcel for potential 4X capacity increase from 7,500 MVA
- Brownfield expansions enable faster project execution based on industry demand

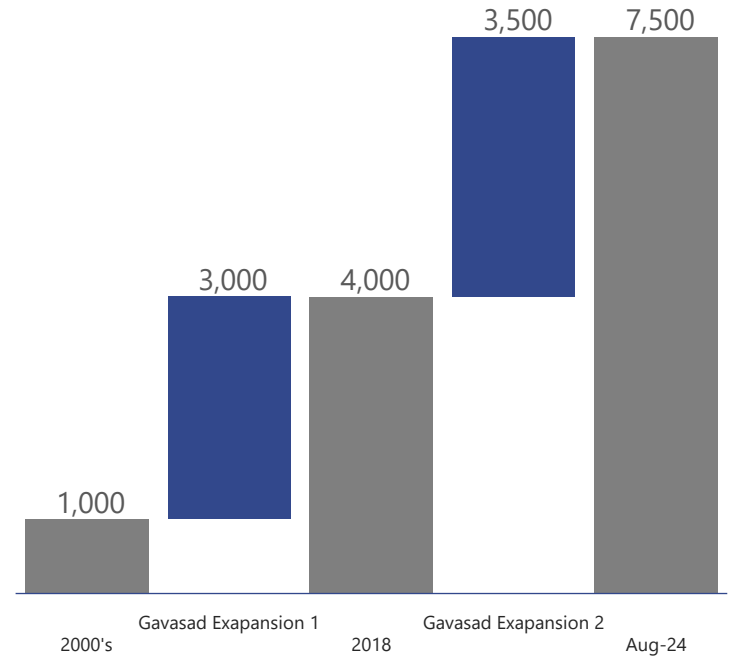
Capacity Utilisation

(IN %)

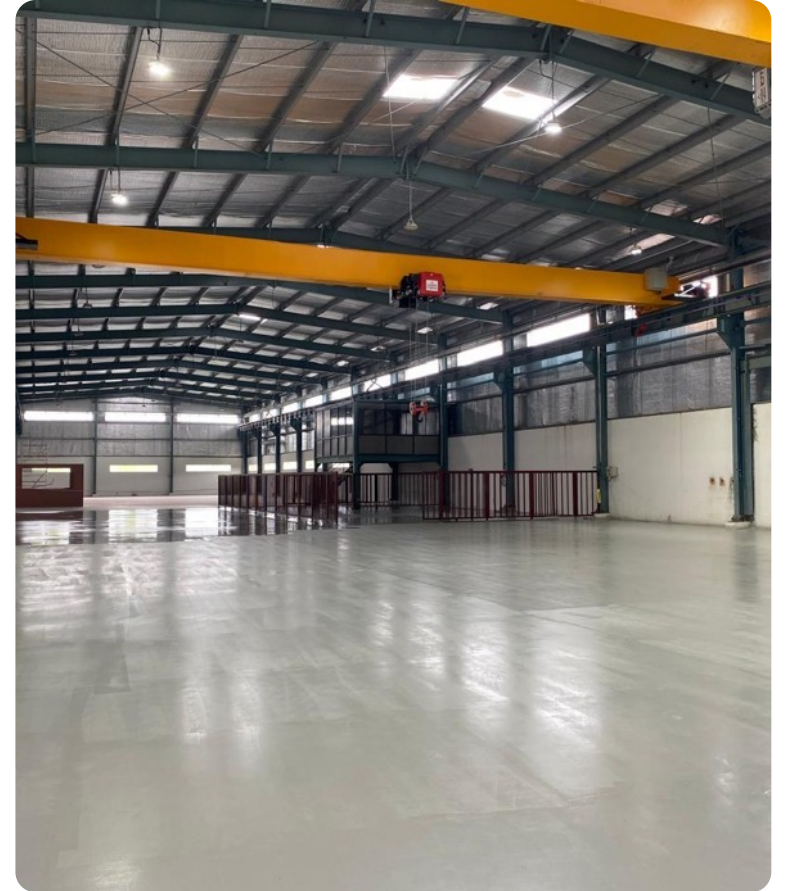


Capacity expansions over the years

(IN MVA)



New Plant Building



Generation Talent

Alay J. Shah

CHAIRMAN & MANAGING DIRECTOR

- **Qualifications**

Bachelor of Science in Electronics Engineering Technology

- **Experience**

35 years

- **Roles & Responsibilities**

Design, Production, Finance, and Marketing

Aashay A. Shah

EXECUTIVE DIRECTOR

- **Qualifications**

Bachelor of Science in Electrical Engineering from University of Illinois, Urbana-Champaign, USA and Masters in Business Administration from Cass Business School, London, UK

- **Experience**

8 years

- **Roles & Responsibilities**

Marketing, Production, Procurement and Design

Aatman A. Shah

MANAGER OPERATIONS

- **Qualifications**

Bachelor of Science in Mechanical Engineering from University of Illinois, Urbana-Champaign, USA

- **Experience**

5 years

- **Roles & Responsibilities**

Marketing, Production, Procurement and Design

Diversified Product Profile

Power Transformers



Used at the point of power generation

Up to
66 KV
class

Distribution Transformers



Use in power distribution networks

Up to
33 KV
class

Inverter Duty Transformers – Solar



Used in solar power projects along with inverters

Up to
33 KV
class

Generator Transformers - Wind



Used in wind power projects along with windmill generator

Up to
33 KV
class

Hydro Transformers



Used in hydro power projects along with turbine

Up to
132 KV
class

Furnace Transformers



Used in steel plants for powering the furnace

Up to
33 KV
class

Diversified Applications



Global Footprint



1

AMERICA

- USA
- Chile
- Canada

2

EUROPE

- Iceland
- Slovenia
- Romania

3

MIDDLE EAST

- Kuwait
- Saudi Arabia
- Oman
- UAE
- Yemen
- Iraq

4

AFRICA

- Egypt
- Togo
- Uganda
- Namibia
- Ecuador
- Nigeria
- Burkina Faso
- Kenya
- Botswana

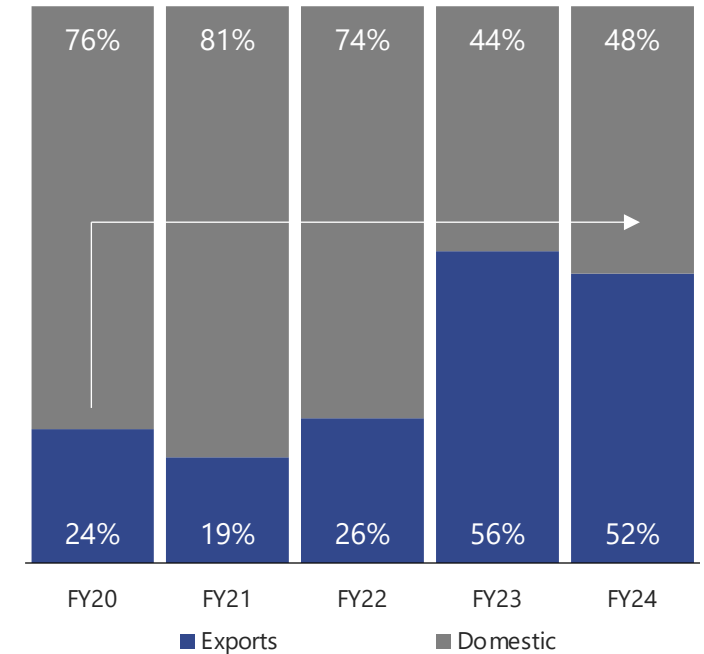
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ASIA

- Vietnam
- Malaysia
- Indonesia
- Bangladesh

Meaningful Export-Mix

(IN %)



~17 years

OF EXPERIENCE IN TRANSFORMER EXPORTS

25+

INTERNATIONAL MARKETS

5

CONTINENTS

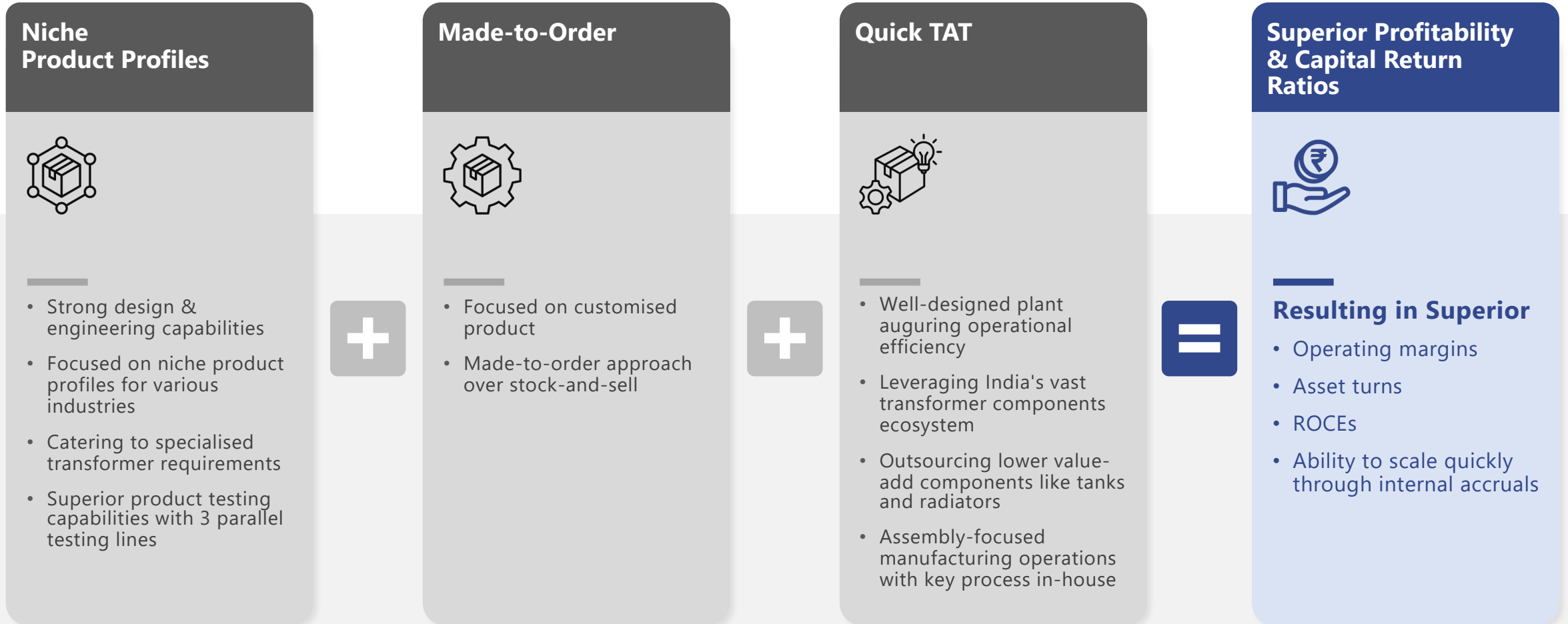


Superior Business Model Positioning

Business Model Positioning	16
Competitive Strengths	17
Demand Drivers	18
Business Outlook	19



Business Model Positioning



Competitive Strengths



Mass Customization



Ability to deliver custom-solutions at scale

Robust Capital Structure



Debt-free balance sheet & surplus cash reserves to finance growth initiatives



Catering to emerging opportunities & growing industry segments

Diversified Across Various



Customers, applications, geographical markets

Entry Barriers for Niche Products



Trust earned over decades of performance

Demand Drivers



Growing Global Electricity Demand



Energy transition to renewables with utility-scale build-out



Continued thrust towards conventional energy, especially in emerging economies like India



Investments in ageing grid infrastructure worldwide, especially in the US & EU



Global transformer supply shortage creating significant export opportunities



Private sector CAPEX in traditional sectors (steel, cement) and new-age sectors (data centres, captive green energy)

Business Outlook

1

New capacity coming on-stream in **Q2FY25**

2

New capacity utilization to begin from **H2FY25**, subject to initial teething issues

3

Geared for further CAPEX if industry scenario remains buoyant

4

Order pipeline for FY25 – **₹550 Cr**

5

Robust order inquiries from domestic & export clients

6

Conductive macro-environment

- Significant investments in grid & T&D
- Significant investments in power generation: convention & renewables
- Global transformer demand surge & limited supply
- Quality transformer supplier can command better pricing





Financial Performance

SHILCHAR TECHNOLOGIES LIMITED INVESTOR PRESENTATION 2024

5 Year Summary	21
Key Performance Indicators	22
Profit and Loss Summary	23
Balance Sheet Summary	24
Cash Flow Summary	25
Q1FY25 Income Statement	26
Management Commentary	27
Capital Markets Overview	28

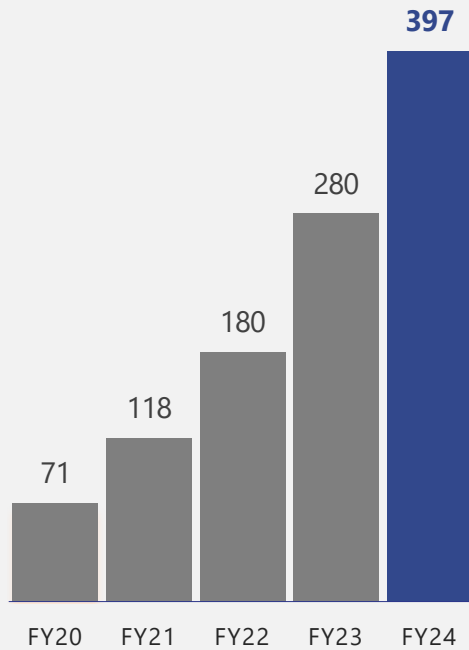


5 Year Summary

Revenue from Operations

(₹ IN CRORES)

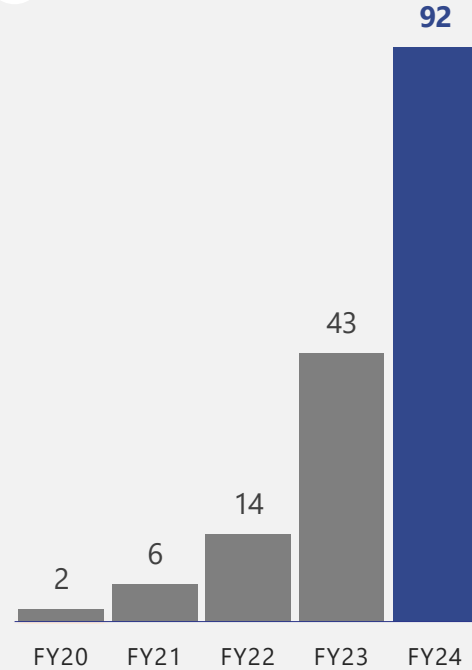
↑ **54%** CAGR GROWTH



Profit After Tax

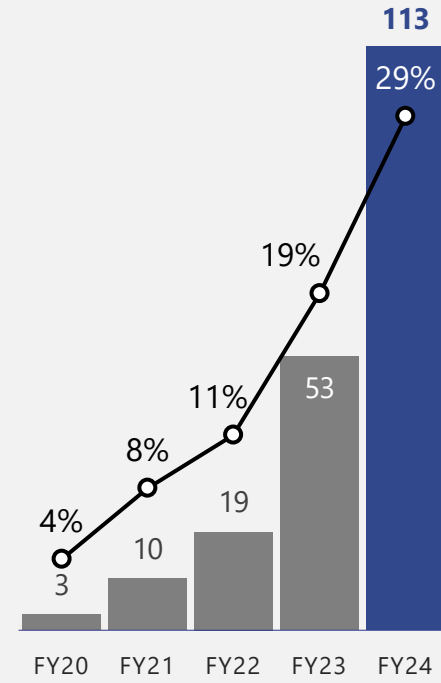
(₹ IN CRORES)

↑ **180%** CAGR GROWTH



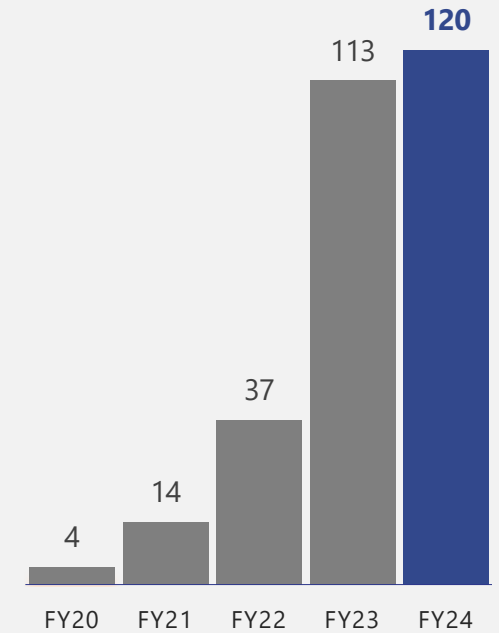
EBITDA & EBITDA Margins

(₹ IN CRORES & IN %)



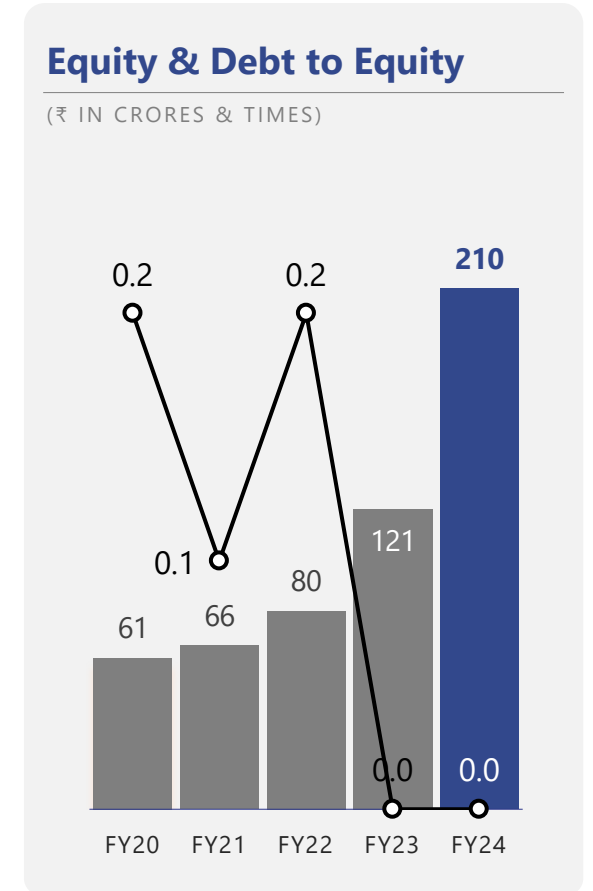
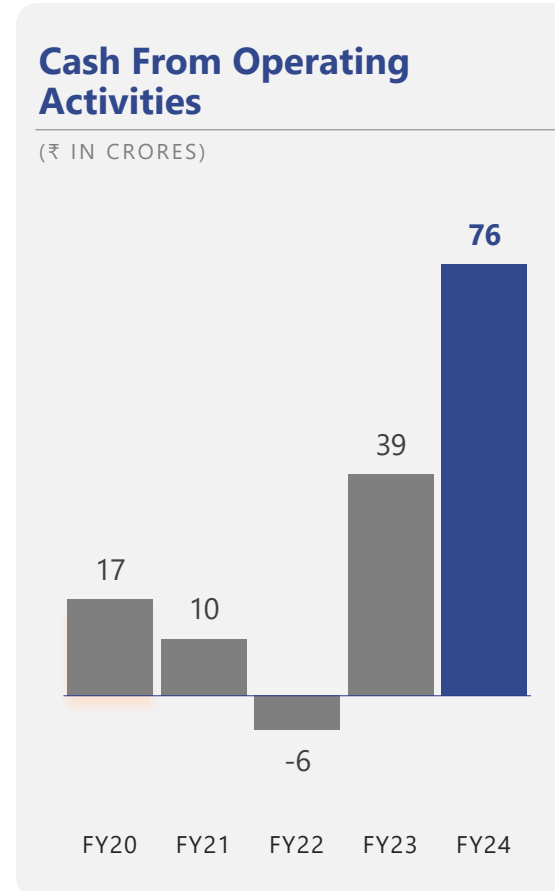
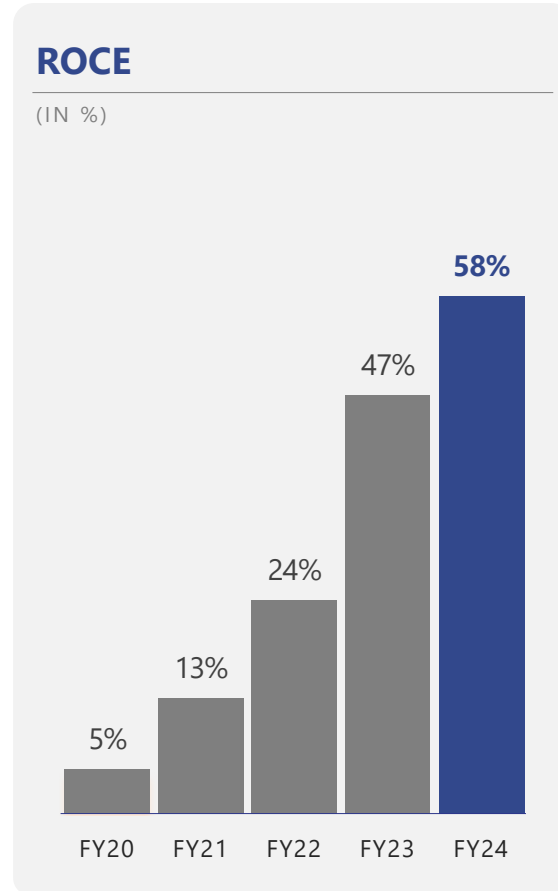
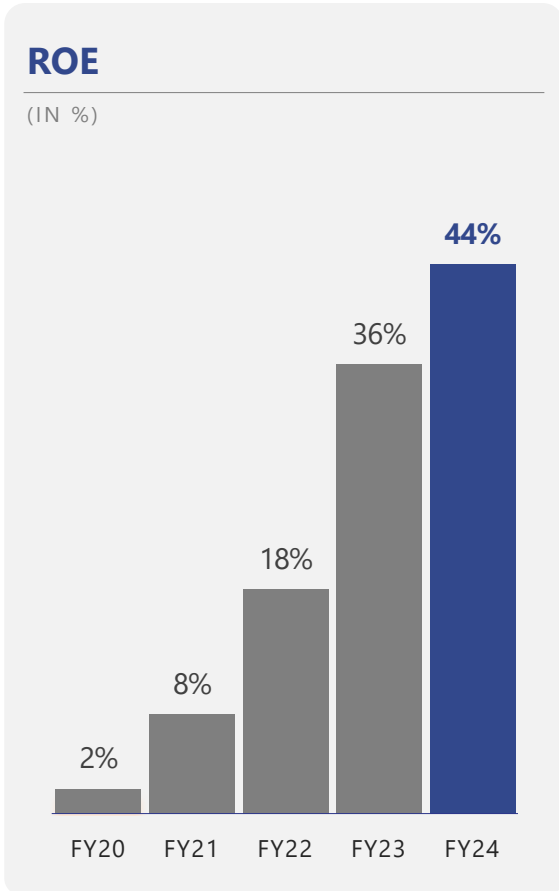
EPS

(IN ₹)



■ EBITDA (Excluding OI & EI) ○ EBITDA Margin

Key Performance Indicators



■ Equity ○ Debt to Equity

Profit and Loss Summary

(₹ IN CRORES)

PARTICULARS	FY20	FY21	FY22	FY23	FY24
Revenue from Operations	71.28	117.81	180.18	280.24	396.88
Total Income	74.27	120.21	183.54	288.32	409.71
Operating Expenses	68.23	108.30	160.77	227.16	283.58
EBITDA (Excluding OI & EI)	3.05	9.51	19.42	53.08	113.30
EBITDA %	4.3%	8.1%	10.8%	18.9%	28.5%
Finance Cost	1.46	2.16	1.07	0.60	0.21
Depreciation & Ammortization	2.59	2.51	2.58	2.40	2.60
PBT	1.99	7.23	19.12	58.16	123.32
PAT	1.50	5.57	14.01	43.12	91.89
EPS (₹)	3.93	14.48	36.82	113.08	120.48

CAGR (FY20-24)

54%

Revenue

147%

EBITDA

180%

Profit After Tax

Balance Sheet Summary

(₹ IN CRORES)

PARTICULARS	FY20	FY21	FY22	FY23	FY24
Shareholders' Funds	61.15	66.34	79.77	121.44	209.59
Non-Current Liabilities	11.29	7.93	3.24	3.23	3.33
Long Term Borrowings	8.58	5.28	2.51	0.00	0.00
Current Liabilities	32.60	32.89	60.46	53.09	79.57
Short Term Borrowings	3.26	2.87	14.52	0.00	0.00
Trade Payables	22.63	27.99	35.68	36.30	54.91
Total Equity and Liabilities	102.56	107.15	145.98	177.77	292.48
Non-Current Assets	41.63	39.51	39.62	42.06	48.53
Tangible Assets	38.42	36.49	35.14	38.18	39.95
CWIP	0.00	0.00	0.05	0.06	4.53
Current Assets	60.93	67.64	106.36	135.71	243.95
Inventories	21.22	27.21	31.53	23.12	59.56
Trade Receivables	32.63	30.88	69.00	92.11	93.62
Cash & Bank Balances	1.87	1.98	0.89	9.28	60.16
Total Assets	102.56	107.15	145.98	177.77	292.48

Cash Flow Summary

(₹ IN CRORES)

PARTICULARS	FY20	FY21	FY22	FY23	FY24
Cash from Operating Activities	17.14	10.37	(6.45)	39.22	76.48
Cash from Investing Activities	(2.61)	(1.26)	(0.87)	(12.10)	(22.63)
Cash from Financing Activities	(16.79)	(9.64)	6.06	(18.59)	(28.99)
Net Cash Flow	(2.26)	(0.52)	(1.25)	8.54	24.86
Cash at the Beginning of Year	3.54	1.83	1.31	0.06	8.60
Cash at the End of Year	1.28	1.31	0.06	8.60	33.46

Q1FY25 Income Statement

(₹ IN CRORES)

PARTICULARS	Q1FY24	Q4FY24	Q1FY25	YoY Change (%)
Revenue from Operations	67.22	105.43	106.99	59%
Total Income	69.79	108.90	110.38	58%
Operating Expenses	47.30	74.08	77.49	64%
EBITDA (Excluding OI & EI)	19.91	31.35	29.50	48%
EBITDA %	29.6%	29.7%	27.6%	(206 BPS)
Finance Cost	0.06	0.06	0.08	41%
Depreciation & Ammortization	0.65	0.66	0.69	6%
PBT	21.77	34.11	32.11	47%
PAT	16.38	25.02	23.98	46%
EPS (₹)	42.96*	32.80	31.44	-27%

YoY Change

59%

Revenue

48%

EBITDA

46%

Profit After Tax

*Note – EPS for Q1FY24 calculated on old Equity base & number of shares, pre-bonus issue.

Management Commentary

Alay J. Shah

CHAIRMAN & MANAGING DIRECTOR

“ The demand scenario for the transformer industry remains robust across various markets and application sectors. With incremental capacity coming on-stream and a solid platform for further investments, Shilchar is well-positioned to capitalize on the massive investments in the power sector.

I am pleased to update you on the performance for Q1FY25. We have started the new financial year on a good note, running the plant at optimum capacity, with a healthy all-round performance across key metrics.

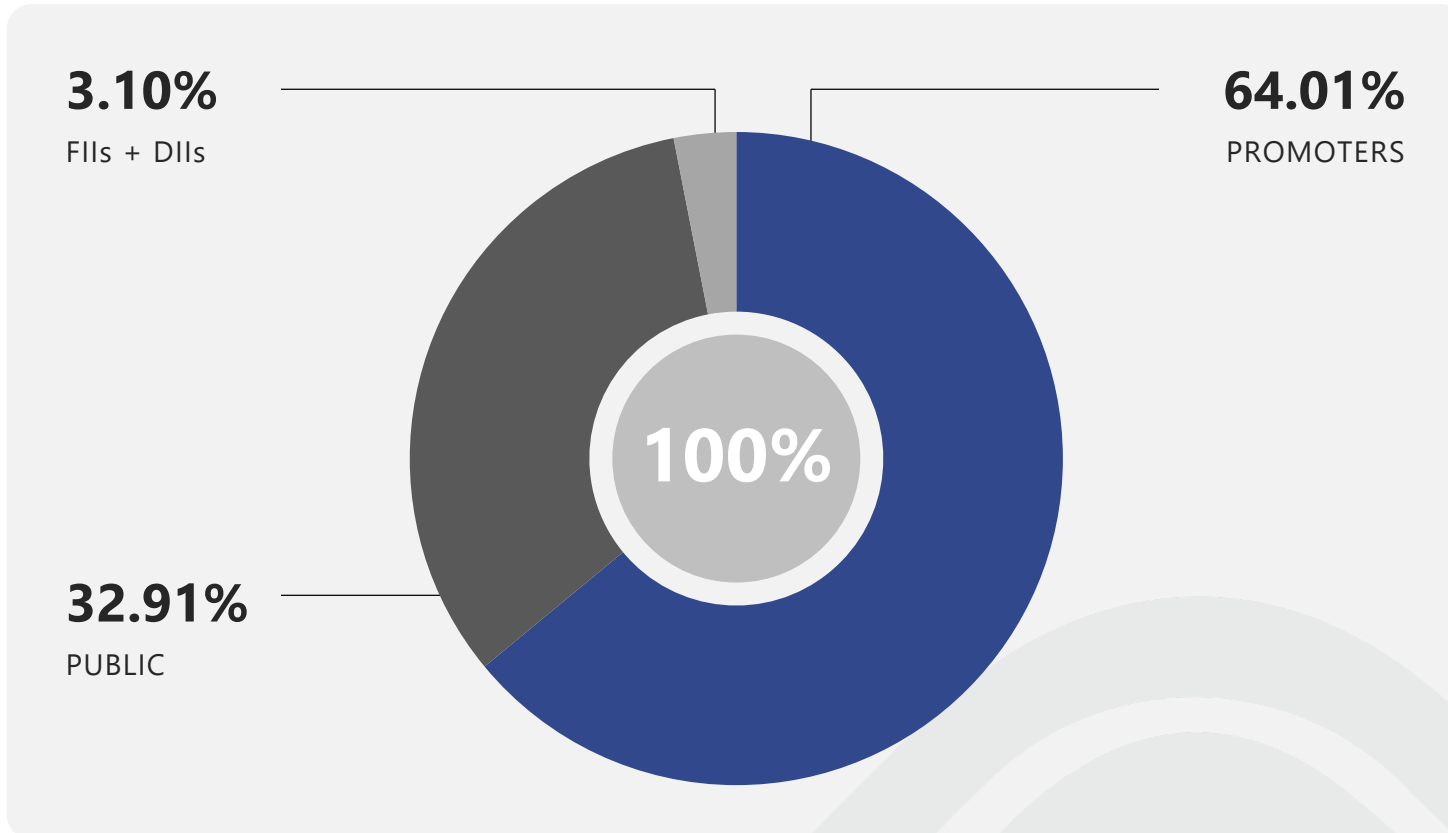
Our profitability margins remain robust, reflecting our efficient operations and strong market position. Additionally, our capacity expansion project is on track and will come on stream this month, making it available for production from the coming month. While we anticipate some minor teething issues during the initial ramp-up phase, we expect to witness the benefits of the new capacity beginning in Q3FY25.

The industry environment remains buoyant, with a strong demand scenario on both the domestic and export fronts. We are witnessing a record number of customer enquiries and subsequent order intakes. Our order pipeline for FY25 stands at a healthy ~₹550 crore, and we are diligently working towards delivering this, subject to production ramp-up from the second half of FY25. Further, we will be in a better position to accept more orders for FY26 thanks to our new capacity.

Overall, we are optimistic about the future and remain committed to achieving our growth objectives while maintaining operational excellence. Thank you for your continued support.”

Capital Markets Overview

Shareholding Pattern



Shareholding data as of 30th June 2024

CURRENT MARKET PRICE	₹6,281
52 WEEK HIGH/LOW	₹7,052 / ₹1,167
MARKET CAPITALIZATION	₹4,790 Crore
SHARES OUTSTANDING	0.76 Crore
BSE SCRIP CODE	531201

Market price data as of 12th August 2024

For More Information

Contact Us

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Shilchar Technologies Limited

Prajesh Purohit
CHIEF FINANCIAL OFFICER
ppurohit@shilchar.com



TIL Advisors Private Limited

Sayam Pokharna
INVESTOR RELATIONS ADVISOR
sayam@theinvestmentlab.in