

# ***Delton Cables Limited***

Regd office : 'Delton House, 4801, Bharat Ram Road 24, Darya Ganj, New Delhi - 110002 (INDIA)

Phone : 91-11-23273907

E-mail : dcl@deltoncables.com, Website : www.deltoncables.com

CIN : L31300DL 1964PL C004255

AN ISO 9001-2008 COMPANY

To,  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400 001

Date: August 09,2024

**BSE Scrip Code: 504240**

## **Sub: Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulations 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we hereby enclosed presentation for investors in connection with the Un-audited Financial Results of the Company for the quarter ended June 30, 2024. The above information is also being made available on the Company's website at [www.deltoncables.com](http://www.deltoncables.com).

Kindly take the same on your record pursuant to SEBI (Listing Obligations and Disclosure Requirement) Regulations, 2015.

Thanking you,

Yours faithfully

**For Delton Cables Limited**

**Vikas Rawat**  
**Company Secretary and Compliance Officer**

**Encl : as above**



**Delton Cables Ltd  
Investor Presentation  
August 2024**

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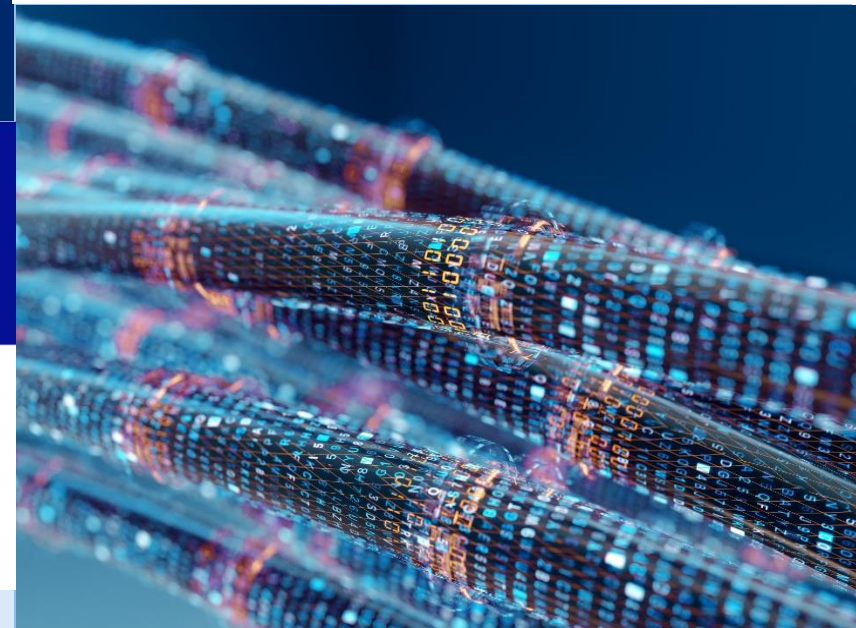
[Key Strengths](#)



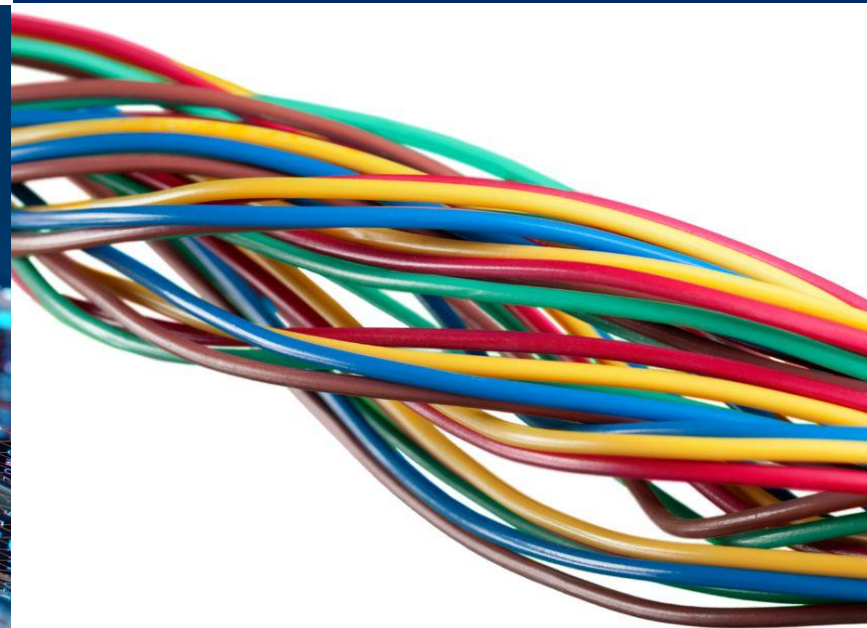
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## About Us

**Delton**

**We Connect We Protect**



Delton Cables is a pioneering cables & wires company specialising in low-voltage cables. For over 75 years, Delton has enjoyed powerful brand recall for its telecom cables.

Delton has now transformed itself into a customised branded supplier for high-growth sectors such as railways, EPC, telecom, and smart metering.

With its robust approval base, vast yet niche product offerings, and position as a supplier of choice to marquee global customers, Delton is set to become a formidable low-voltage cable company.



# Company Overview: Enduring Legacy over 75 years



We Connect We Protect

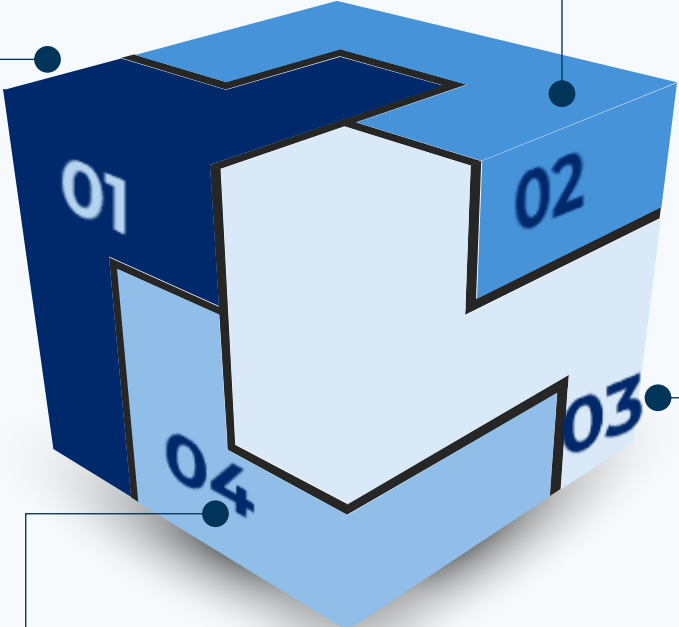


## Focused, growth-oriented, niche market

- EPC, Railway, and Telecom sectors offer substantial potential

## One-stop shop' offering a wide array of **low-voltage electric products**

- Wire & Cables
- Structured Cabling Solutions
- Metering Solutions (Smart Meters)



Established **Pan-India Presence** and Sales Network

## Long-standing Customer Relationships

- Over 75 years Established Brand with strong recall across various customer segments

# Versatile Product Range



We Connect We Protect



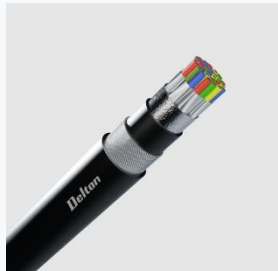
## A Leading Low Voltage player

### EPC CABLES :

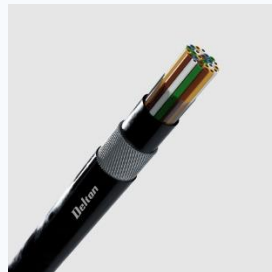
Catering to the top EPC contractors in India.



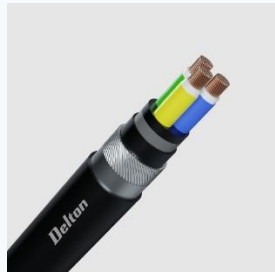
Industrial Braided Instrumentation Cables



Individual Shielded Instrumentation Cables



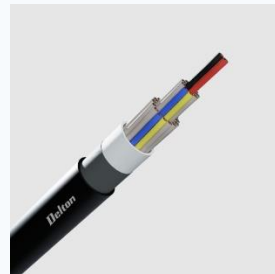
Overall Shielded Cables



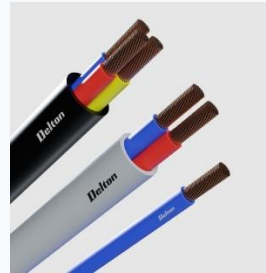
Control Cables

### RAILWAY CABLES :

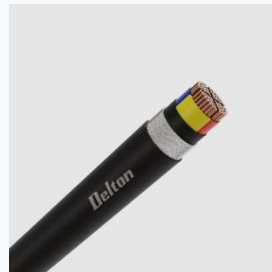
Catering to the rapidly growing Railway & Metro network of India



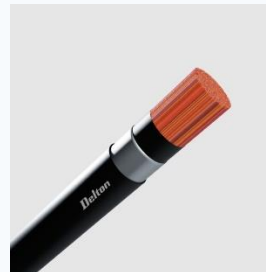
Underground Signaling Cables



Railway Quad Cables



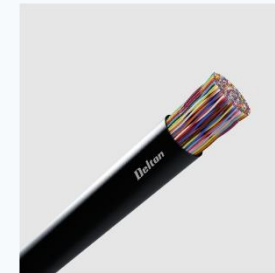
Power Cables



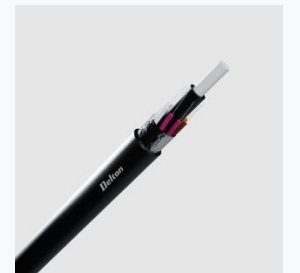
Underground PIJF Telephone Cables

### TELECOM CABLES :

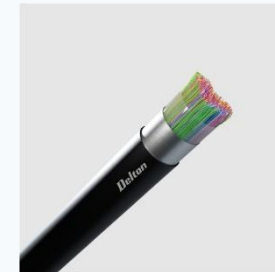
Further strengthening our foothold in the modernization of India's Telecom Sector



Telephone Cables



Optic Fiber Cables



Jelly Filled Cables



Railway Telephone Cables

# Diverse Segments: Quality Products For A Variety Of Sectors

**Delton**

We Connect We Protect



**Diverse Domain, Diverse Demands & Diverse Deliveries.**



**Pioneering Premium Products, Prime Performance.**



# Our Customers: Proven Partnerships backed by Unwavering Confidence

# Delton

We Connect We Protect



## Trusted by Diverse Clients

SIEMENS

adani

TATA PROJECTS

बी एच ई एल  
BHEL



KALPA-TARU

Honeywell

एनटीपीसी  
NTPC



ADVANCED SYSTEK



ABB

GAR

YOKOGAWA  
Co-innovating tomorrow™

इसरो  
ISRO

thyssenkrupp



NPCIL  
न्यूक्लियर पावर कॉर्पोरेशन ऑफ इंडिया लिमिटेड  
(भारत सरकार का उपक्रम)



THERMAX

Shapoorji Pallonji

W A B A G  
sustainable solutions. for a better life.

KEC  
KEC INTERNATIONAL LIMITED



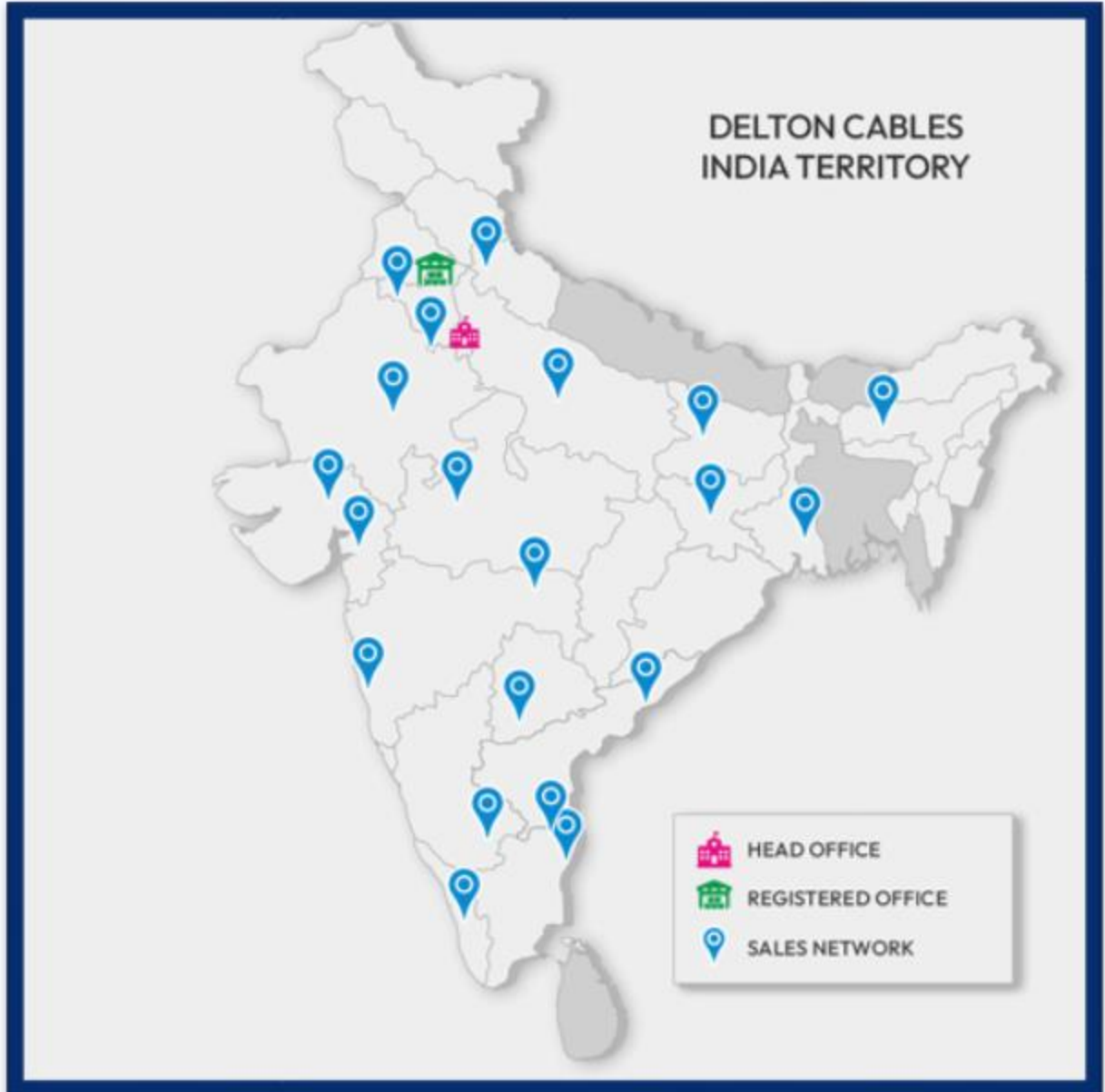
# Connected Network, Limitless Customers



We Connect We Protect



**Delton is a preferred cable and cabling solutions partner for many marquee EPC, Railways and Telecom customers across India.**



# Manufacturing Base: Innovation at the Forefront

**Delton**

We Connect We Protect



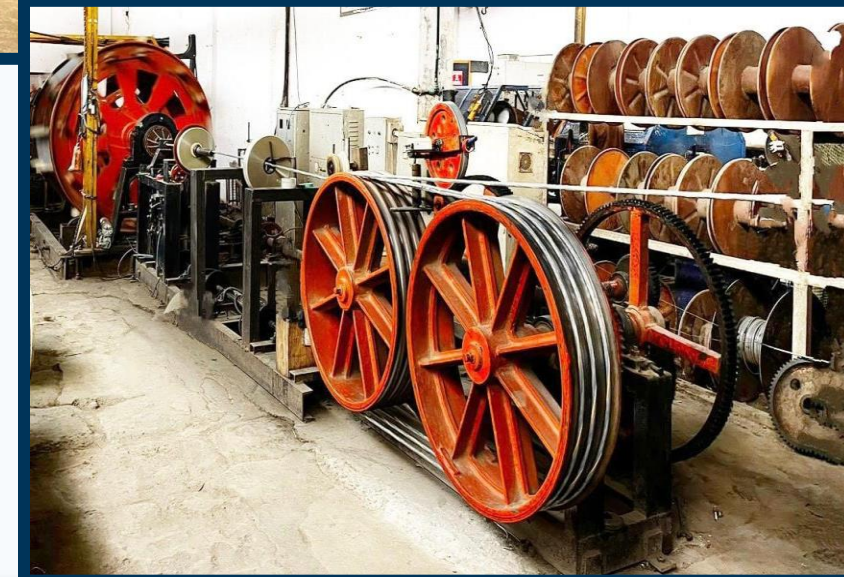
**The Powerhouse of Product Categories**



**Pioneering Innovation, Efficiency, and Versatility**



**Where Technology Meets Manufacturing Brilliance**



**State-of-the-art Manufacturing facilities with a Capacity of 700 CR under various segments**





## Key Strengths



# Segment Strengths: Tailored Solutions for Every Segment's Needs



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## Unconventional Approach for Conventional Sectors

01

### EPC Project Cables

Focused on PAN India presence, and accordingly expanding to untapped areas

02

Entering New Sectors like Nuclear, Defense, Water & Smart Metering

03

Increasing Approvals especially in Power Cables segment

### Railway Cables

Encashing Massive Push on Railways Spend

Building on market leadership of Quad Cables

Consolidated Market Share of Railway segment cables under one brand

### Telecom Cables

Building on our Brand recall to foray into related segments using Delton's Structured Cabling Solutions

Govt Telecom push, further roll out of 5G and beyond

Expanding Approval base to cater to more players

# Aligned Dynamics: Fusing Internal and External Factors



## Clarity

- Focussed on High growth , large Private EPC players
- Strategic focus on Telecom and Railway sectors

## Efficiency

- Aligned with India's infrastructure spend
- Focus on Demand-Pull rather than Product Push

## Endurance

- Emphasizing sustainable revenue and growth strategy
- Optimizing profit margins



## Enabling

- Central Govt policies enabling Infrastructure spend, which positively affects our business

## Private Sector Capex

- Higher GDP growth bolstering Private Sector Capex spends

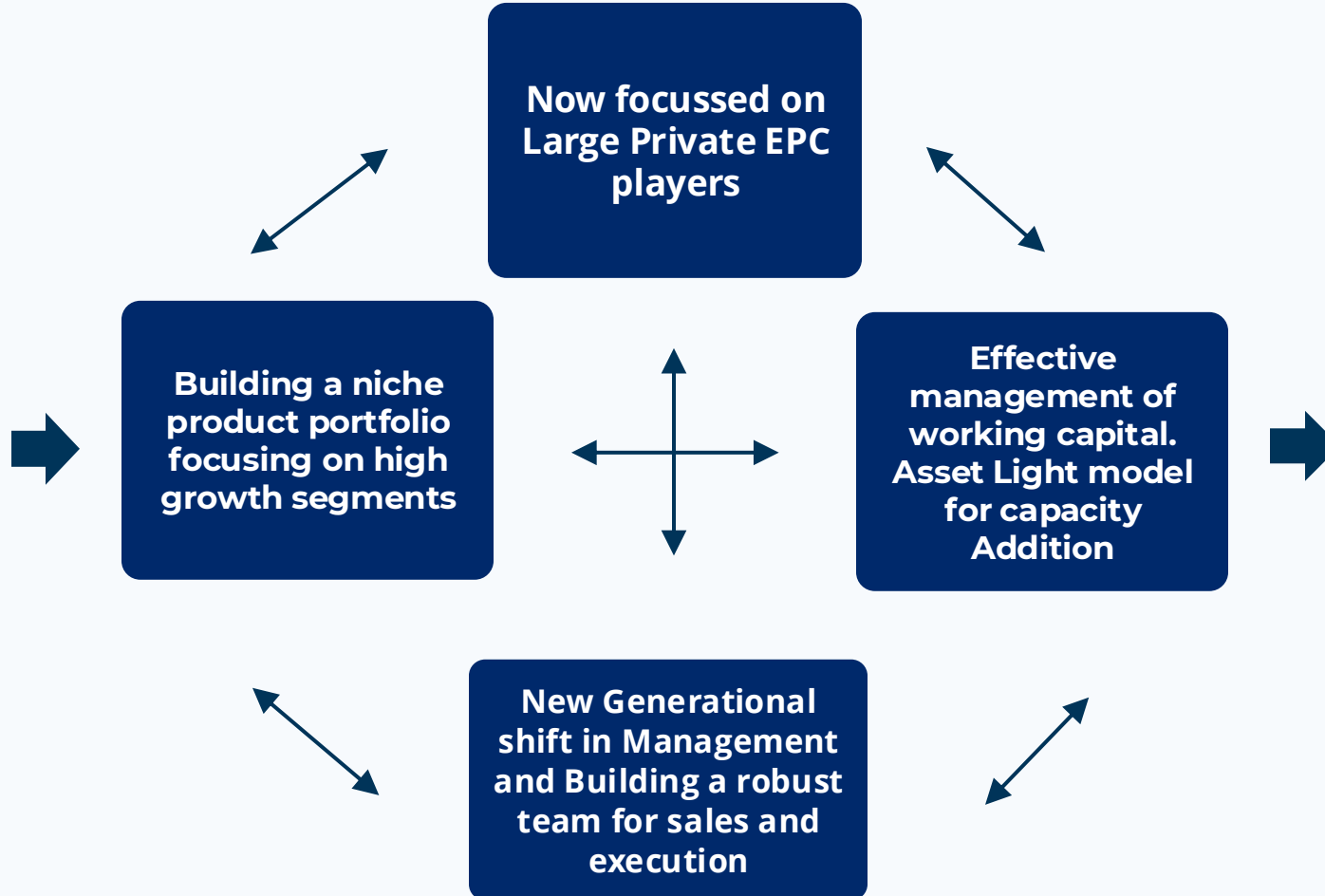
## Dynamic Trends

- Evolving market dynamics in the Cable industry

# Strategic Transformation: Unlocking Potential



## Transformation Process



### Past Hurdles

- ❑ Concentrated Product Portfolio
- ❑ Non-Diversified Segment
- ❑ Concentrated Clientele

### Output

- ❑ Revenue Growth
- ❑ Improved Profitability
- ❑ Improved Working Capital Cycle



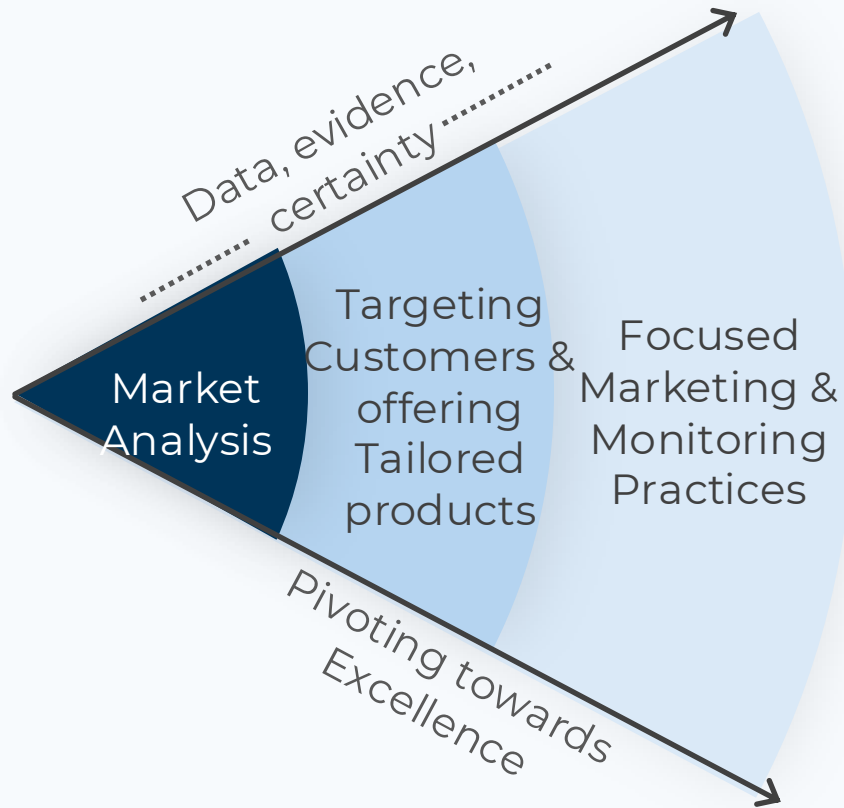
# Key Growth Metrics : Revenue & Profitability



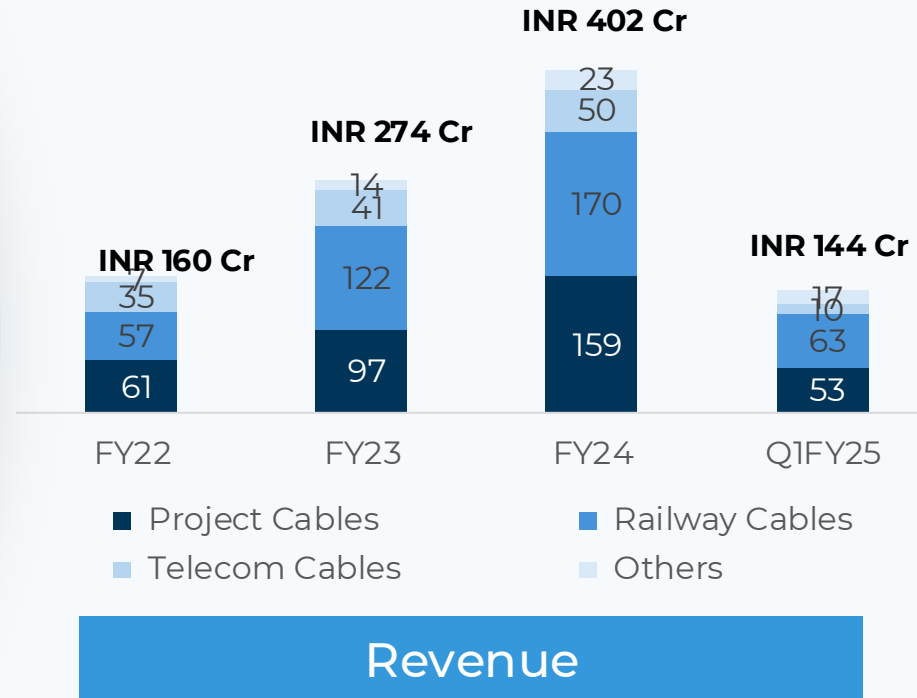
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## Revitalised Sales Strategy



## Tangible Outcomes



## Elevated Attainment

Capacity utilisation improved to **76%** in FY24 from 44% in FY22

Revenue increased by **2.5X** in FY24 from FY22

Adding New Segments to propel growth momentum

# Key Growth Metrics : Working Capital Efficiency



## 01 Inventory

Rationalising Inventories by reducing SKUs and following a focussed product range which maximises value.

## 02 Debtors

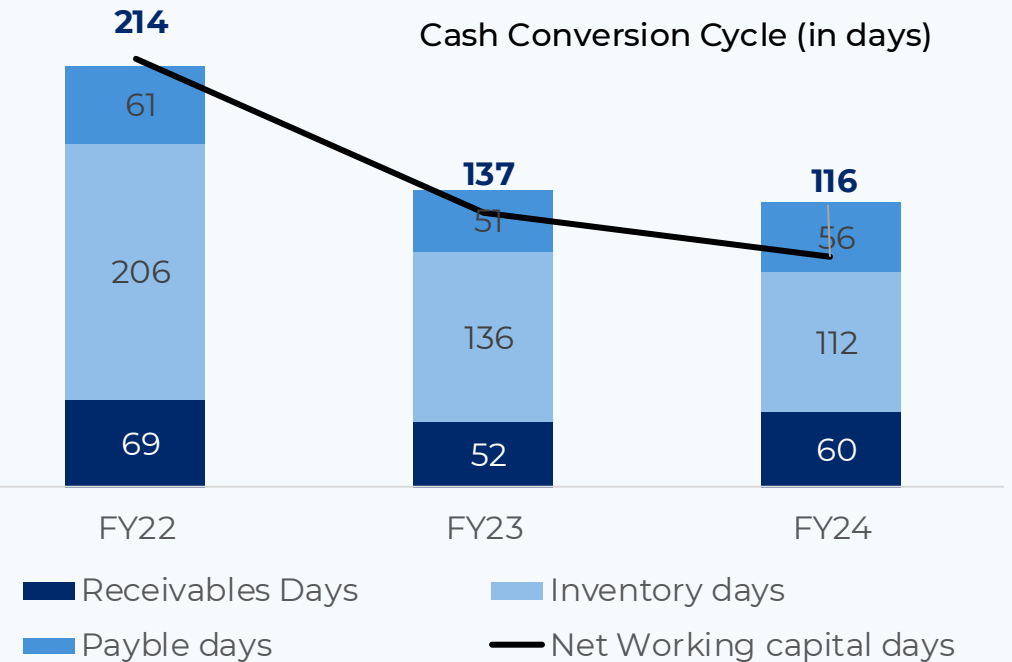
Reducing Focus on public sector clients and focus on High rated EPC players. Direct Sales to customers.

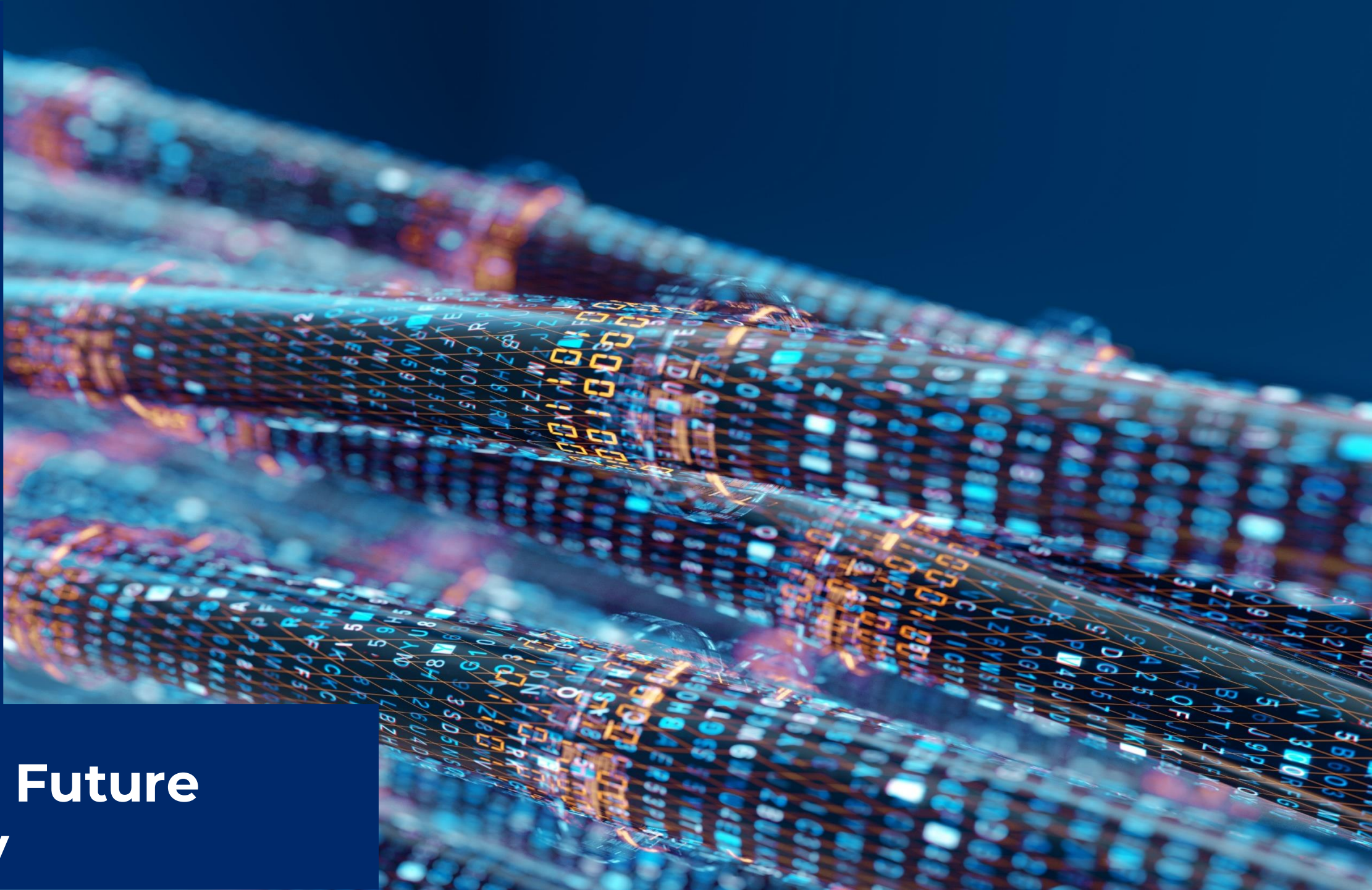
## 03 Working capital

The company aims to maintain its working capital cycle of 100-120 days over the time.

Working Capital Days improved to 138 in FY24 from 218 in FY22.

Cash Conversion cycle improved to 116 days from 214 days in FY22





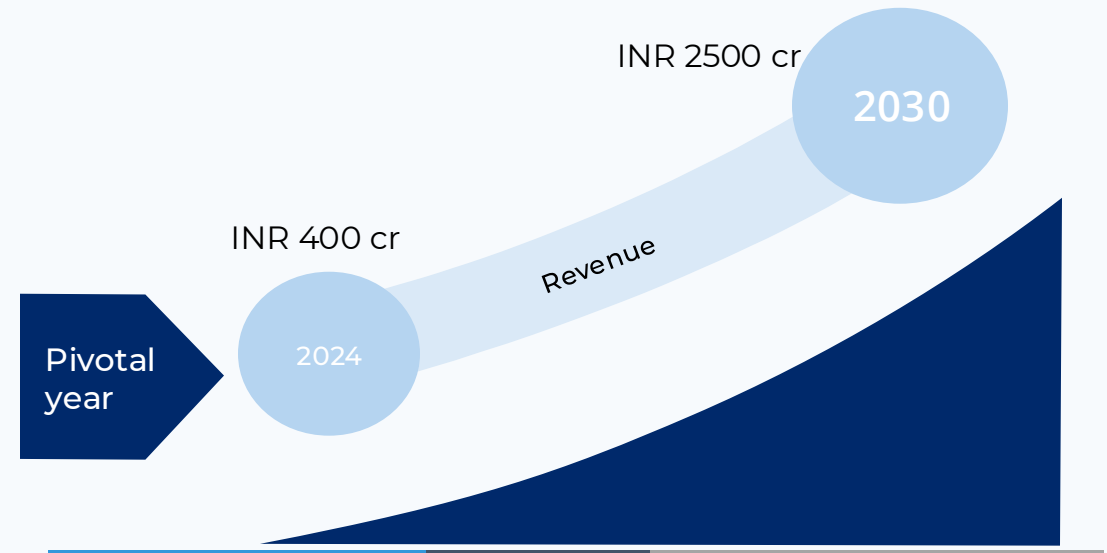
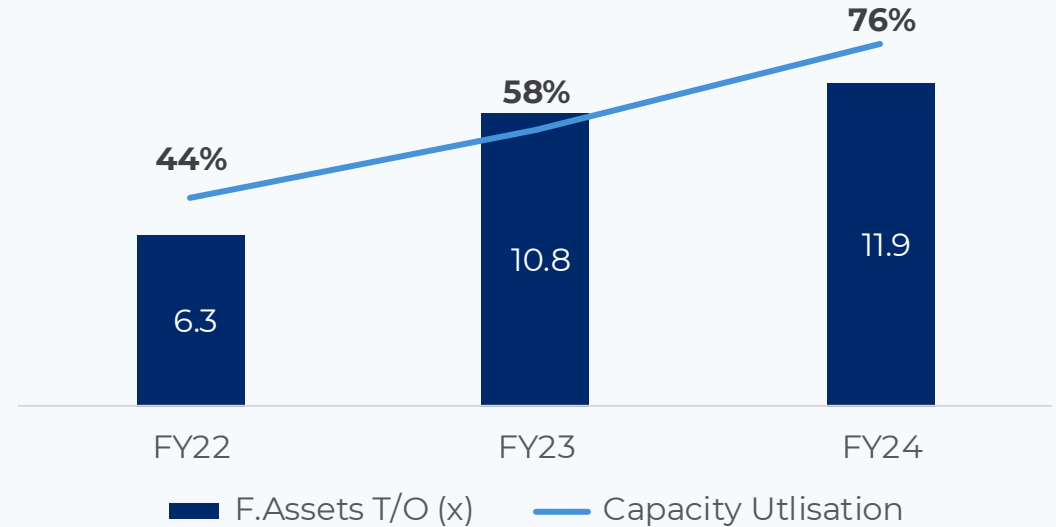
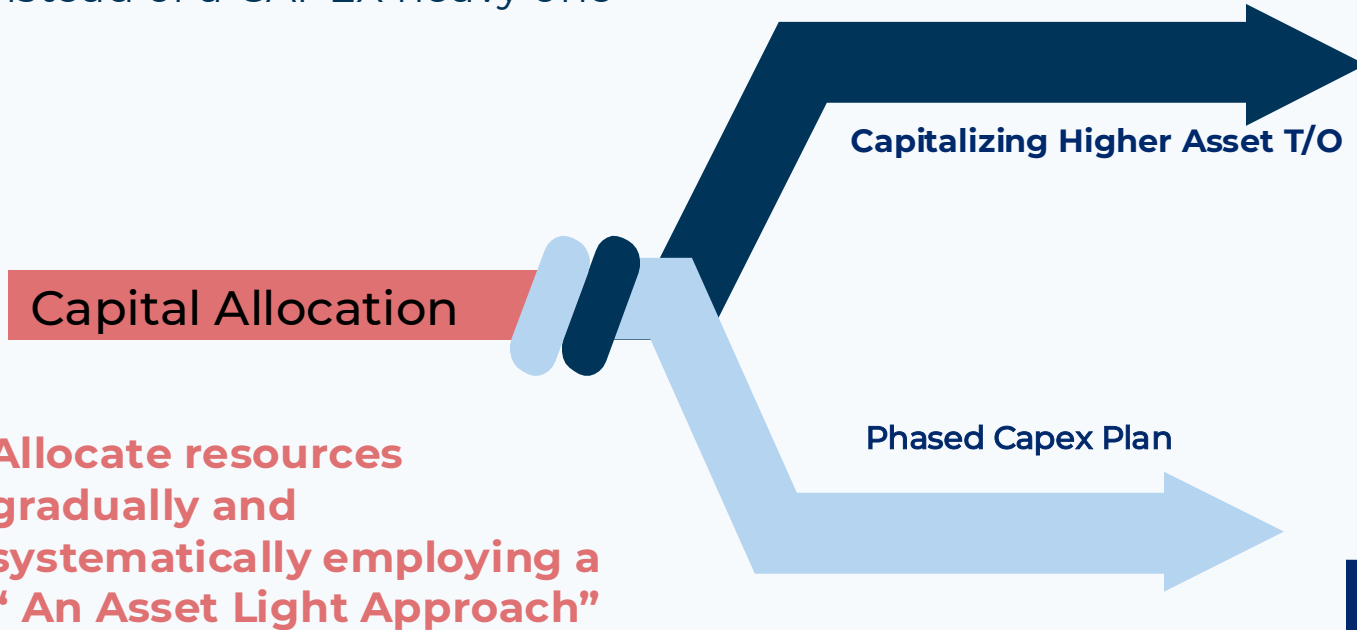
**Being Future  
Ready**



# Future Growth: Employing an Asset Light Approach



- Maximize asset utilization through sweating assets.
- Install top-tier machinery in leased facilities for enhanced productivity, focusing on a OPEX model instead of a CAPEX heavy one

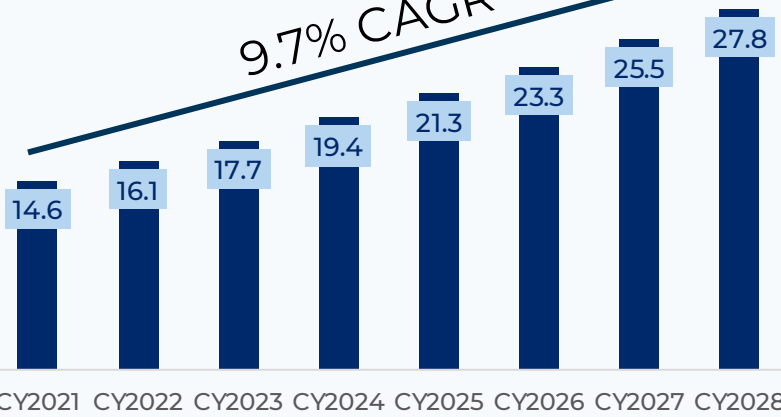


# Future Growth : Unlocking Potential



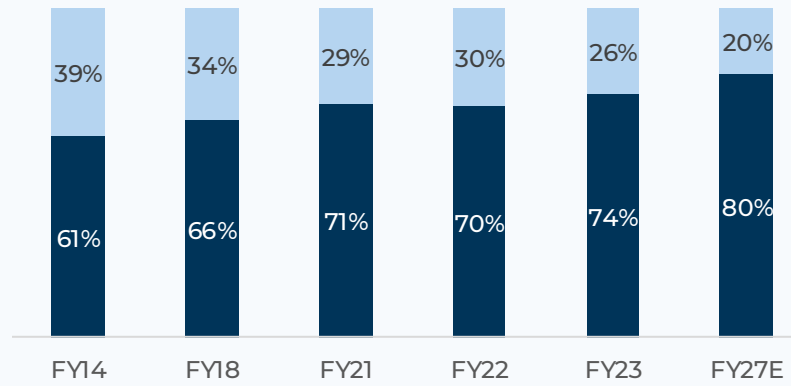
Market Size (USD Bn)

9.7% CAGR



Company presence in Cables makes it propelling and conducive to long-term growth.

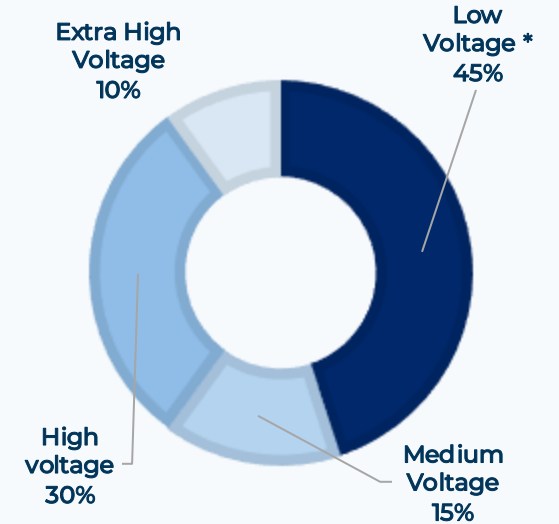
## Branded Vs Unbranded



The company's presence in B2B, B2B2C approach augurs well

Being a well-known brand over more than 75 years helps to capture unbranded players market share

## Share by Voltage



The Company is focused predominantly on low-voltage segment which is aligning with Industry dynamics

**Our company benefits from strong tailwinds, propelling us toward long-term growth for our investors.**

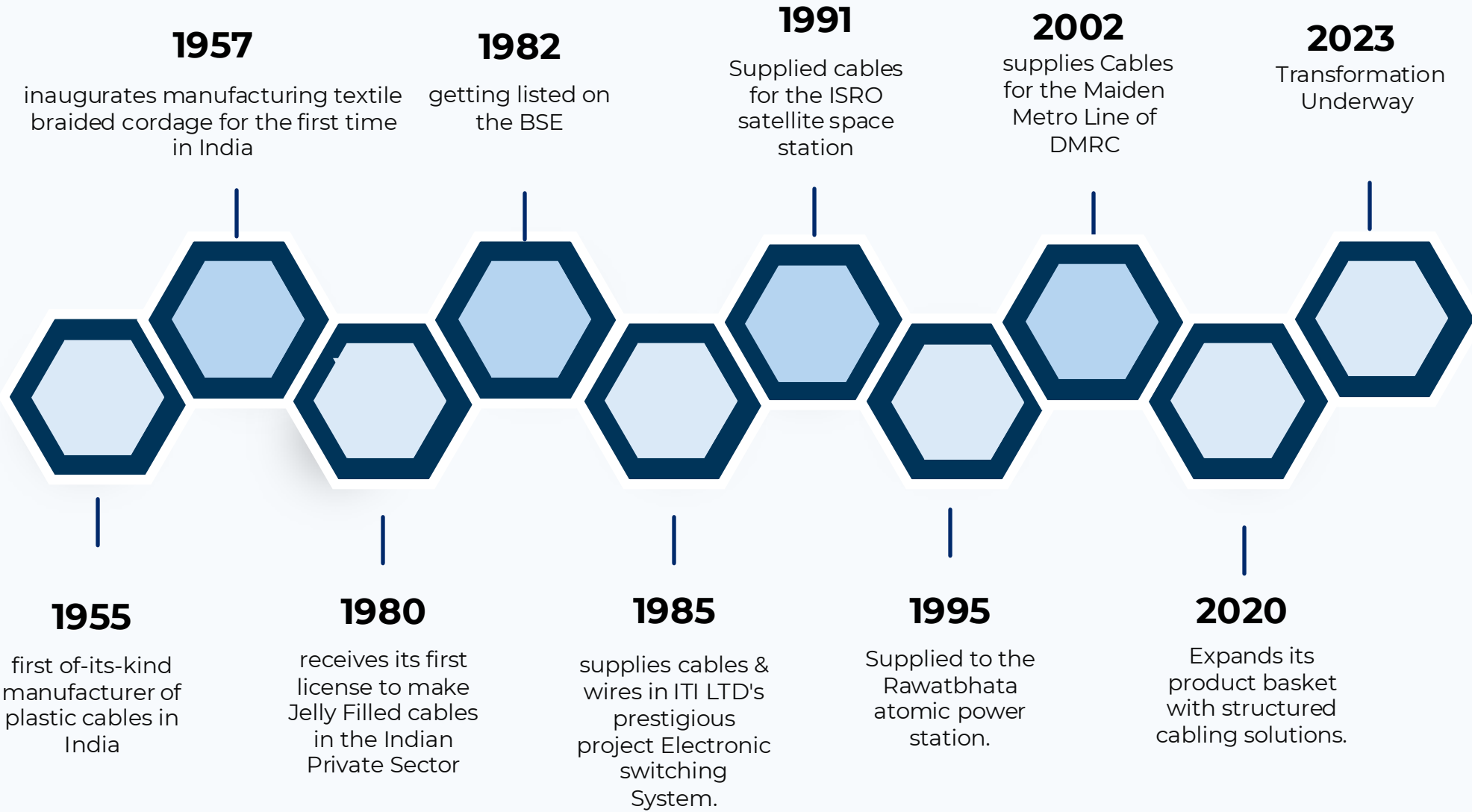


**Corporate  
Information**

# Traversing the Rich Tapestry of Delton's History



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# Board Members



**We Connect We Protect**



Name	Designation	Description
<b>Vijender Kumar Gupta</b>	Chairman & Wholetime Director	Mr. Gupta is the second generation leader of Delton, holding the mantle Chairman for 17 years. He has 60 plus years of experience in the cables industry. He provides guidance to the board, ensures effective governance practices and provides macro industry insights.
<b>Vivek Gupta</b>	Managing Director	Mr. Vivek Gupta, is the third generation leader of Delton, with over 30 years of experience in the cables industry. Mr. Gupta leads Delton's transformation by setting strategic direction and driving key growth initiatives.
<b>Shalini Gupta</b>	Non-executive director	Mrs. Shalini Gupta has been a part of the Delton board for 10 years. She has been and continues to be actively involved in CSR and ESG activities at Delton.
<b>Shashi Kumar Sharma</b>	Whole time Director	Mr. Sharma has over 45 years of experience in sales and marketing in wire and cables industry. He has been associated with Delton for the past 45 years.

# Board Members



Name	Designation	Description
<b>Achintya Karati</b>	Non-Executive Independent Director	Mr. Karati is an Ex- banker, with over 45 years of experience in the Banking, Financial, Legal & Secretarial field. He chairs the audit committee, Stake holder and NRC committee and ensures financial transparency and compliance, and oversees risk management practices and guidance on banking side. Mr Karati is also a board member of Sangam(India) Ltd.
<b>Atul Aggarwal</b>	Non-Executive Independent Director	Mr. Aggrawal is promoter director of Sterling Tools Limited. He brings more than three decades of experience in Business Strategy, Marketing & Sales, Finance, IT & Human Resource and Strategic Sourcing to the company. He provides expert advise in the fields of Finance & Compliances.
<b>Abhishek Poddar</b>	Non-Executive Independent Director	Mr. Poddar is an industrialist, philanthropist, and art collector. He is the director of SUA Explosive & Accessories, and the Managing Director of Matheson Bosanquet. He has varied experiences in the spheres of finance, administration, human resources, and general management.
<b>Vijay Kumar Goel</b>	Non-Executive Independent Director	Mr. Goel is Charmain of Dhampur Sugar. He is a Lifetime Achievement Awardee for his contribution in the sugar industry. He has served as the president of the Indian Sugar Mills Association. His ethos of social responsibility has always motivated the Company and continues to inspire our CSR endeavours.



# Quarterly & Financials



# Key Highlights- Q1FY25

**Delton**

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- ❑ For Q1 FY25, Delton continued to maintain its growth trajectory. The company's Q1 revenue at ₹ 1438 million grew 106% Y-o-Y and 8% Q-o-Q. During the past 4 quarters, Delton's revenue has been growing at 20% CAGR.
- ❑ The sustained demand from EPC and railways segments, coupled with Delton's carefully crafted product portfolio, ensured such a robust growth.
- ❑ Revenue from EPC segment, railways, and telecom / other segments contributed 37%, 44% and 19%, respectively during the quarter. On a year on year basis, revenue from Railways segment grew by 116%, followed by EPC segment which grew by 76%.
- ❑ Delton's Q1 FY25 EBITDA at ₹ 99 million increased by 88% Y-o-Y and 8% QoQ. EBITDA margins at 6.9% remained more or less steady.
- ❑ Profit after Tax for Q1 FY25 at ₹ 30 million grew by 138% Y-o-Y and declined by 52% Q-o-Q.
- ❑ The board has proposed a final dividend of 15% for FY2024, i.e. ₹ 1.5 per equity share of face value of ₹ 10 each.

# Key Highlights- Q1FY25

**Delton**

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- ❑ Delton has debottlenecked its existing manufacturing facility to improve the capacity utilisation. During the last two years, Delton spent ₹ 85.05 million in debottlenecking and has managed to improve its capacity utilisation from 44% in FY22 to 76% in FY24.
- ❑ Working capital shows further improvement in FY24 over FY22/FY23 levels . Working capital days have further reduced to 138 days from 218 days in FY22 and 142 days in FY23.
- ❑ As communicated earlier, Delton is expanding manufacturing capacity by setting up a new plant for EPC cables . The Company has taken on lease a new Industrial property measuring 8650.069 sq mtr. at district Palwal, Haryana for expansion. The commercial production is expected to start in September 2024.
- ❑ During the quarter, Delton Cables received major orders worth ₹ 1770 million for the supply of power cables over the period of 2 years. With that, the current total order book as on June 30, 2024 stands at ₹ 2940 million.
- ❑ In July 2024, Delton Cables received credit rating upgrade by the credit rating agency, Informics Valuation And Rating Pvt. Ltd. Delton's long term facilities got upgraded to IVR BBB/ Stable (IVR Triple B with Stable outlook) from IVR BBB-/ Stable (IVR Triple B Minus with Stable outlook); and short term facility got upgraded to IVR A3+ (IVR A Three Plus) from IVR A3 (IVR A Three).

# Result Analysis- Q1FY25



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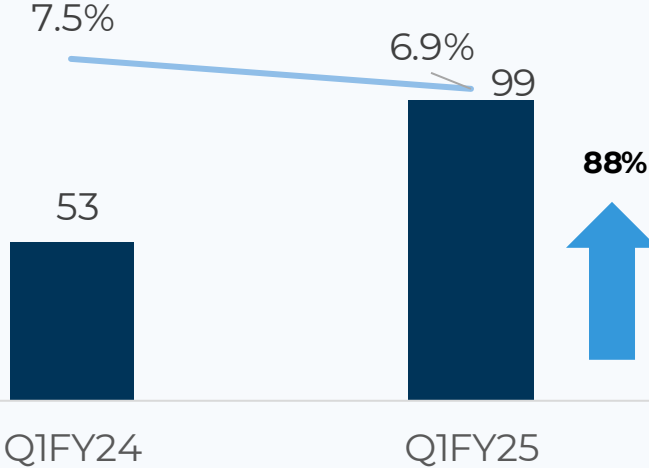
INR Million



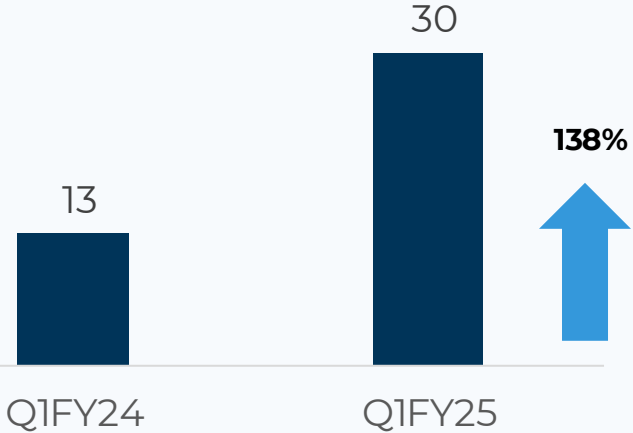
Revenue



EBITDA & EBITDA Margin (%)



PAT



■ EBITDA    — Ebitda Margin



# Profit & Loss Statement- Q1FY25

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INR Million



Particulars	Q1FY25	Q1FY24	YoY
<b>Total income from Operations</b>	<b>1438.4</b>	<b>698.5</b>	<b>105.9%</b>
Cost of Materials Consumed	1173.3	550.4	113.2%
Manufacturing Expenses	59.6	32.0	85.9%
Employee Benefits Expense	72.3	46.0	57.3%
Other Expenses	34.0	17.4	95.5%
<b>Total Operative expense</b>	<b>1339.2</b>	<b>645.8</b>	<b>107.4%</b>
<b>EBITDA</b>	<b>99.2</b>	<b>52.7</b>	<b>88.3%</b>
Finance Costs	52.0	34.1	52.8%
Depreciation & Amortisation	5.7	3.0	89.3%
<b>PBT</b>	<b>41.5</b>	<b>15.6</b>	<b>165.8%</b>
Tax	11.2	2.9	289.8%
<b>PAT</b>	<b>30.2</b>	<b>12.7</b>	<b>137.7%</b>

# Balance Sheet FY24

**Delton**

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Particulars (INR million)	FY24	FY23
Fixed Assets	176.3	106.8
Other Assets	169.9	168.2
<b>Sub-Total Non Current Assets</b>	<b>346.2</b>	<b>275.0</b>
Inventories	1157.0	906.5
Trade Receivables	957.6	514.6
Cash & Cash Equivalents	84.8	50.0
Other current Assets *	126.8	98.5
<b>Sub- Total Current Assets</b>	<b>2326.1</b>	<b>1569.5</b>
<b>Total Assets</b>	<b>2672.3</b>	<b>1844.4</b>
Share Capital	86.4	86.4
Other Equity	627.0	480.7
<b>Total Equity</b>	<b>713.4</b>	<b>567.1</b>
Borrowings	1131.3	753.7
Other Liabilities	13.2	11.3
Current Liabilities *	814.4	512.3
<b>Total Liabilities</b>	<b>2672.3</b>	<b>1844.4</b>

# Financials At A glance

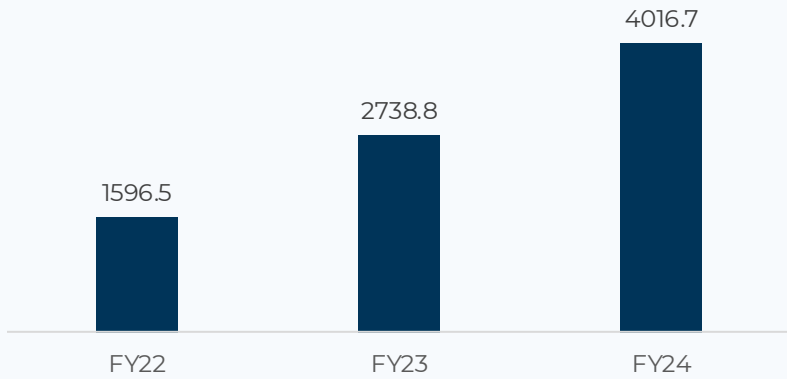


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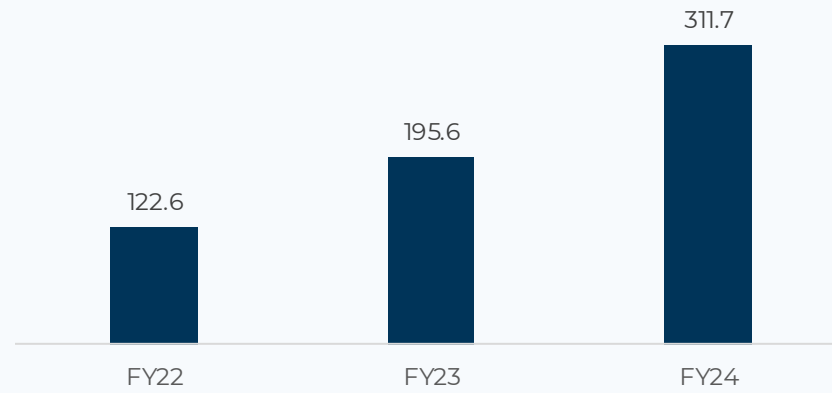
INR Million



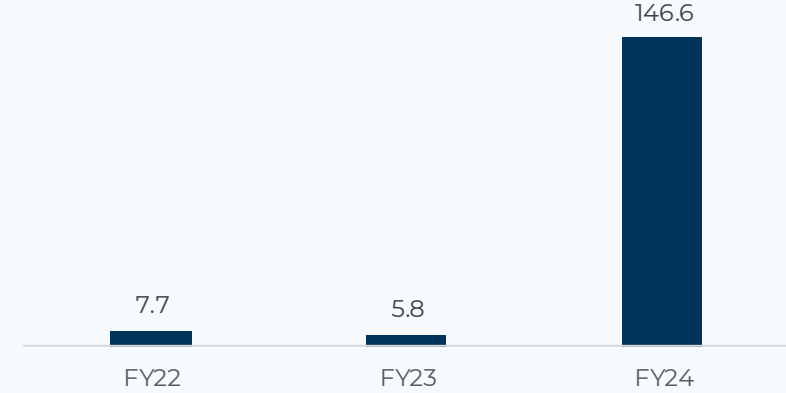
Revenue



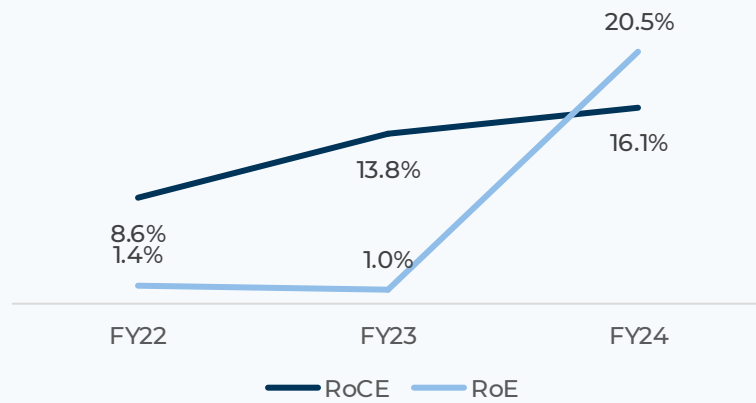
EBITDA



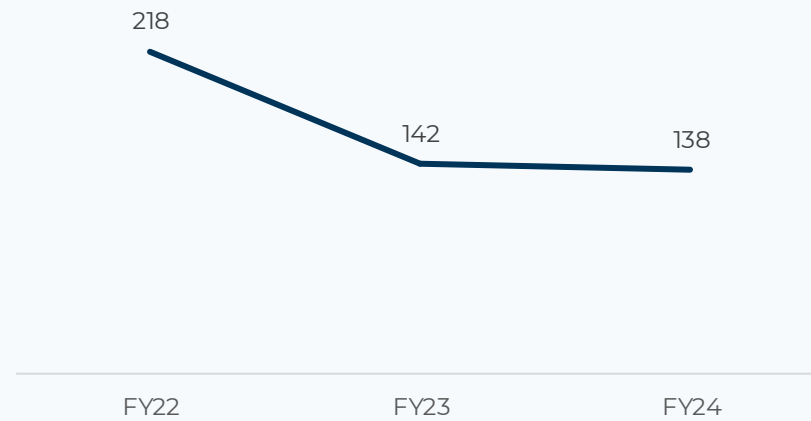
Pat



Return Ratios



W.Cap days







**Mehul Mehta**  
**Director**



**Email: [Dissero\\_Clients@dissero.co.in](mailto:Dissero_Clients@dissero.co.in)**  
**Contact Details: +91 98202 80325**