



**ADVAIT INFRATECH
LIMITED**

ADVAIT

Date:- 01st June, 2024

To,
The General Manager,
Department of Corporate Services,
BSE Limited, Listing Department
Phiroze Jeejeeboy Tower,
Dalal Street, Fort Mumbai-400 001

Scrip Code: 543230

Sub:- : Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Submission of Investor Presentation.

Dear Sir/Ma'am,

Pursuant to Regulation 30 of Securities Exchange Board of India (Listing Obligations and Disclosures Requirements), 2015, we hereby enclosed herewith the Investor Presentation with respect to Audited Financial Results of the Company for the quarter and year ended on 31st March, 2024 for our Investors.

The presentation is being made available on the Company's website www.advaitinfra.com. in accordance with Regulation 46 of the Listing Regulations.

You are requested to take the above information on your record.

Thanking you,

Your Faithfully,

For Advait Infratech Limited

Daisy Mehta

Company Secretary and Compliance Officer

Mem. No. A29893

Email Id – cs@advaitinfra.com

Place : Ahmedabad



1st Floor, KIFS Corporate House, Iskcon Ambli Road, Beside Hotel Plannet Landmark, SG Highway, Ahmedabad – 380058



info@advaitinfra.com



www.advaitinfra.com



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CIN: L45201GJ2010PLC059878



Advait Infratech

INVESTOR PRESENTATION FOR THE FY END 2023-24

Address: Advait Infratech, 1st Floor,
KIFS Corporate House, Iskcon Ambli Road,
Nr. Ashok Vatika, Ambli, Ahmedabad, Bharat - 380058
Website: www.advaitinfra.com

DISCLOSURE

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Introduction to Advait Infratech



Pictures from Advait Plant, Kadi (Mehsana) in Gujarat

Since its establishment in 2009, Advait Infratech has been at the forefront of delivering robust products and solutions tailored for **power transmission, substation, and telecommunication infrastructure**. Our operations spans various verticals such as manufacturing, EPC of our manufactured products in transmission and telecom sector, and **BOOT (Build, Own, Operate, Transfer)**-based projects based on our expertise.

We engage in the manufacturing and supply of power transmission products such as **Stringing Tools, OPGW (Optical Fibre Ground Wire), OFC cables, ACS (Aluminium Clad Steel Wire), ERS (Emergency Restoration System), and OPGW joint boxes**.

Notably, our commitment to innovation and focus on import substitution through manufacturing has led us to foray into green energy, marking our entrance into the **supply of electrolysers and fuel cells** in 2023. Furthermore, Advait through AGPL has initiated to **provide carbon neutrality, consultancy** and developing tools for the same. We are in process achieving greater heights in deepening and broadening our product & service base for high capacity conductors, OPGW, fuel cells manufacturing, ammonia solutions and product base GH2 turnkey solutions.

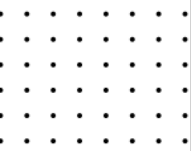
Find out more at: <https://advaitinfra.com>



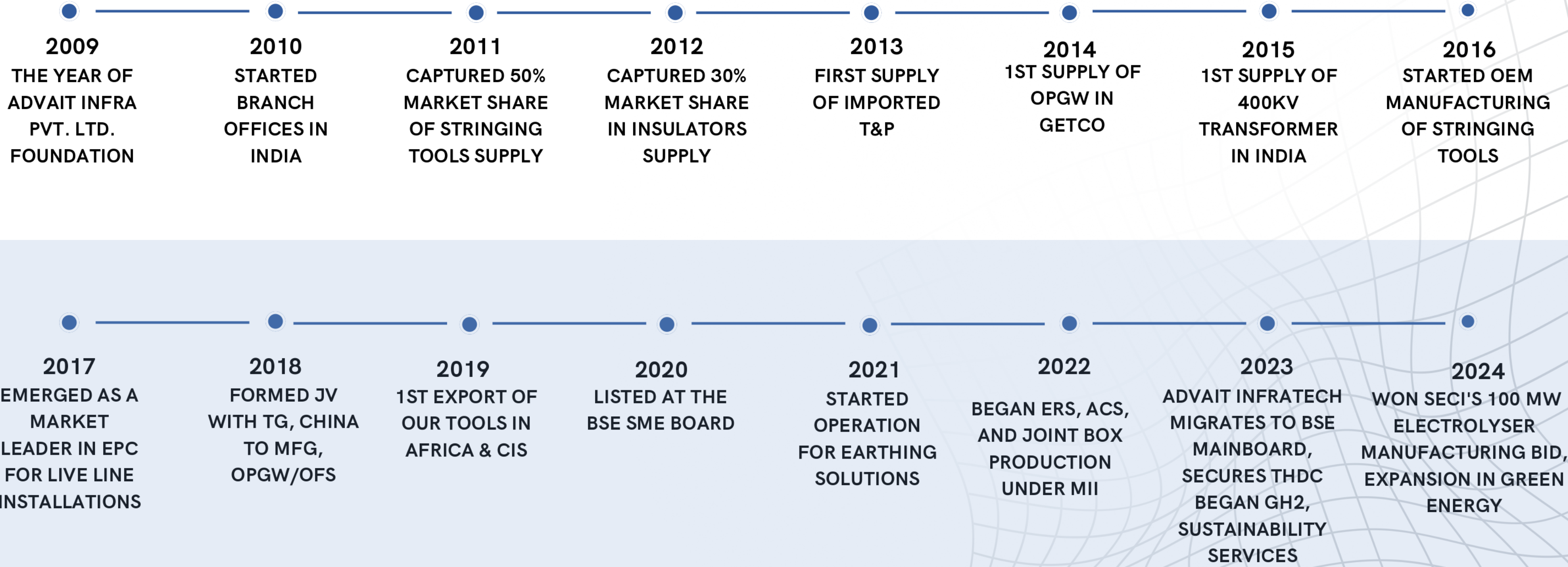
From Founder's Desk

SHALIN SHETH, FOUNDER AND MANAGING DIRECTOR

Persistence, being imaginative and driven, attitude of I can do it, solving complex and stressful situations are the keywords which have inspired me to build Advait business. For me yet success is still a distant reality and there are miles to go before are the keywords which have inspired me to build Advait business. For me yet success is still a distant reality and there are miles to go before I sleep. I sleep. We planted the seed of Advait Infratech Private Limited in 2009 whilst having remarkable journey in first decade from a trading to consultancy and then moved to EPC and moving to manufacturing of import substitution products successfully. After listing with BSE in 2020 we have taken a huge leap in our operations and performance with the brilliant team at Advait and support of our shareholders. We aim to be a world-class leader in businesses that enrich lives and contribute to nation-building through innovation, business building whilst creating benchmarks in the field of Power Transmission, Energy Transition, Sustainability solutions, and renewable energy., Sustainability solutions, and renewable energy.



Advait's Journey Through The Years





Product Portfolio:

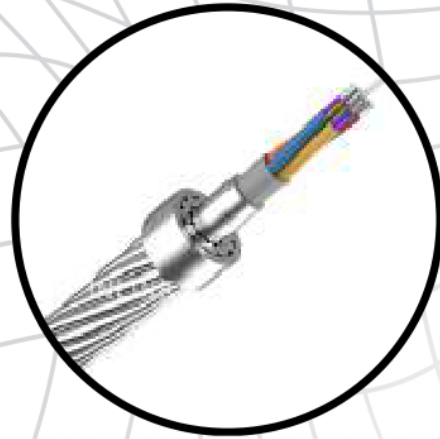
Power Transmission Business

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AIL: Power Transmission Business



Optical Fiber Ground Wire (OPGW), EPC, Supply and Manufacturing



Manufacturing of Aluminium Clad Steel (ACS) Wire



Manufacturing And Supply Of Stringing Tools For Transmission Line



Emergency Restoration Systems (ERS) Supply and Installation



HTLS for Reconductoring of Old Transmission Lines

Future Of OPGW Market In India

Market Outlook:

- Current Global Market Value (2024): US\$ 578.4 Mn
- Projected Growth Rate (2024-2032): 4.8% CAGR

Opportunities in India:

• Govt. Initiatives:

- Notification 13-5-2020 of MOP: DPRs were prepared by POWERGRID for Reliable Communication Scheme in NR, SR, ER, WR & NER Regions comprising 1,09,313 km of OPGW of the central sector and another 1.18 lakh km DPR approach by states were also taken into consideration
- The government's roadmap for investing Rs 2.44 trillion in transmission infrastructure by 2030 also provides clear visibility to the private sector on the investment opportunities available in the transmission space

• Market Drivers:

1. R&D in Electricity Distribution Networks
2. Surge in Demand for High-speed Internet Services

• Key Players:

Sterlite ltd., Advait Infratech Ltd., Apar industries and LS cable.

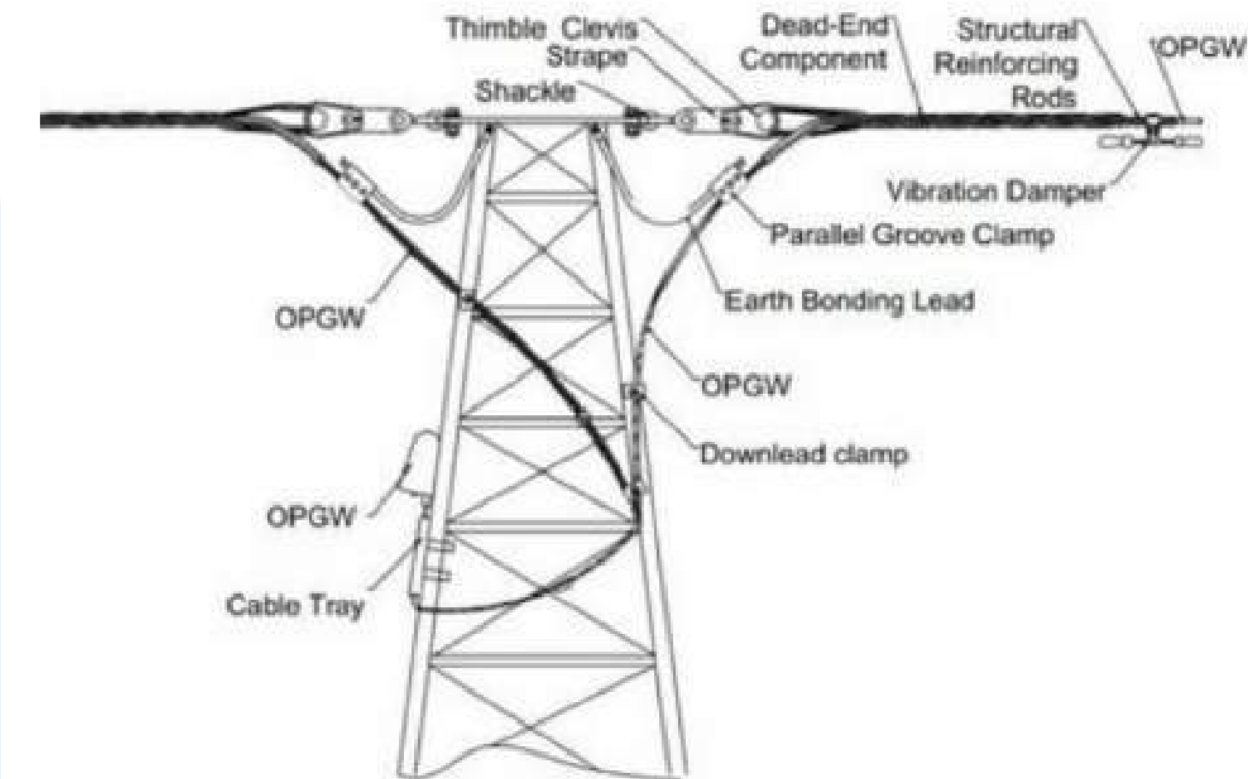


Image Source

Emergency Restoration System (ERS)

About ERS: Electrical Transmission is often disrupted by tower failures, incurring significant costs for utility, generation, and supply companies. The delay in designing and constructing new structures exacerbates these losses. The best solution lies in deploying emergency restoration systems (ERS). This indigenous technology swiftly establishes temporary bypass systems, enabling rapid restoration of electricity transmission across various voltage levels from 33kV to 800kV. It's a Make-In-India initiative, adhering to international standards, aimed at promptly resuming transmission operations during emergencies.

Opportunities in India:

- **Market Size in India:**

Total Global Sales of ERS: INR 300 Cr (Approx.)

Advait's expected Market Size (2024-25): INR 21 Cr

Advait's expected Share of Global Market: 7%

- **Applications:**

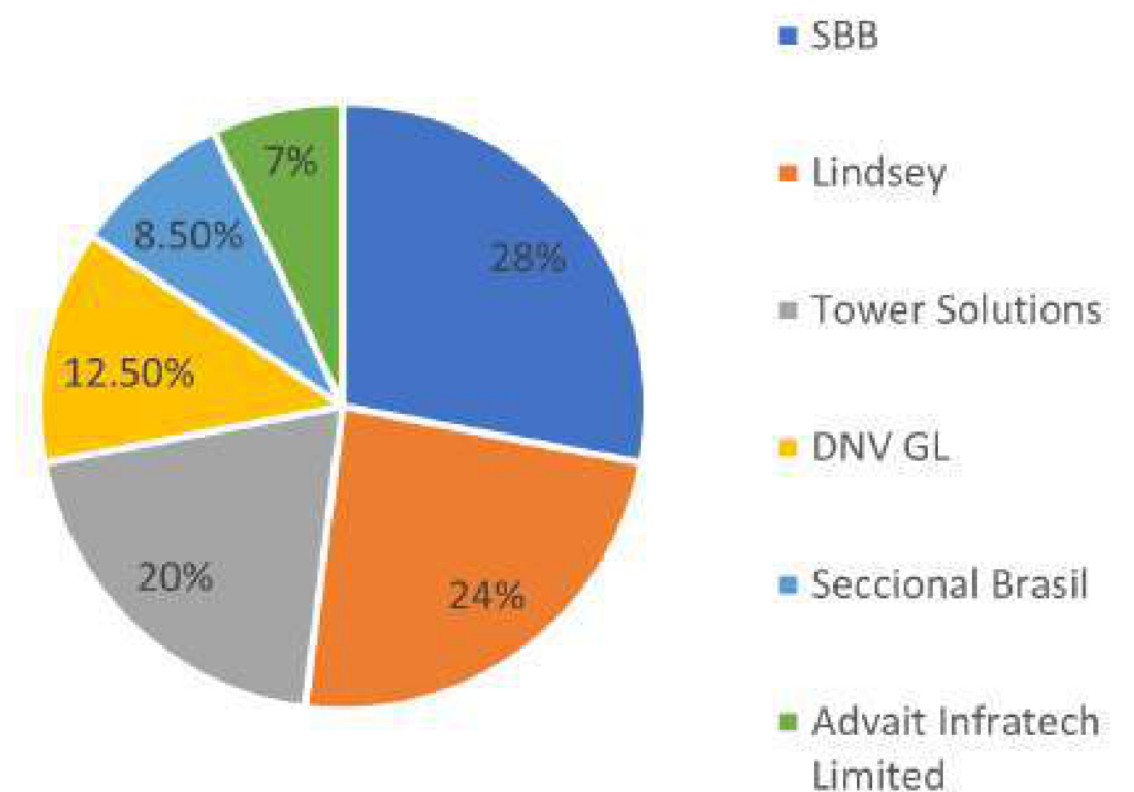
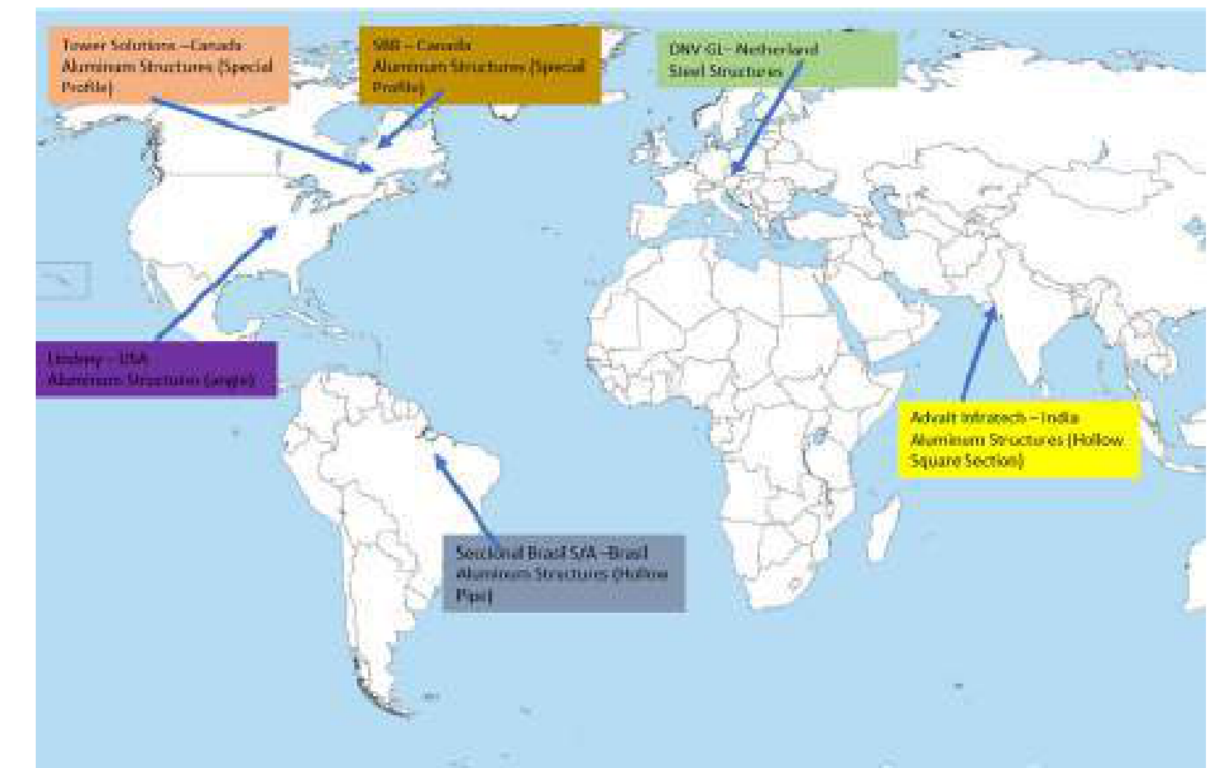
Electricity Transmission- Towers

Defense (Mobile Radar)- Towers

Railways- Towers

- **Market Scenario in India:**

- No new orders since 2021 due to COVID-19 and budget issues
- Utilities planning procurements; tenders floated
- Expected orders in Q4-24 and Q1, Q2-25





Product Portfolio

Green Hydrogen Business

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AIL: Green Hydrogen Business



**Electrolyser manufacturing
for Hydrogen Production**



**Fuel Cell Assembly and
Manufacturing**



**Integrated Supply of GH2
Equipment**



**GH2 EPC
Projects**



**Sustainability Services
and Carbon
Consultancy**



Solar EPC

Electrolysers for Green Hydrogen Market

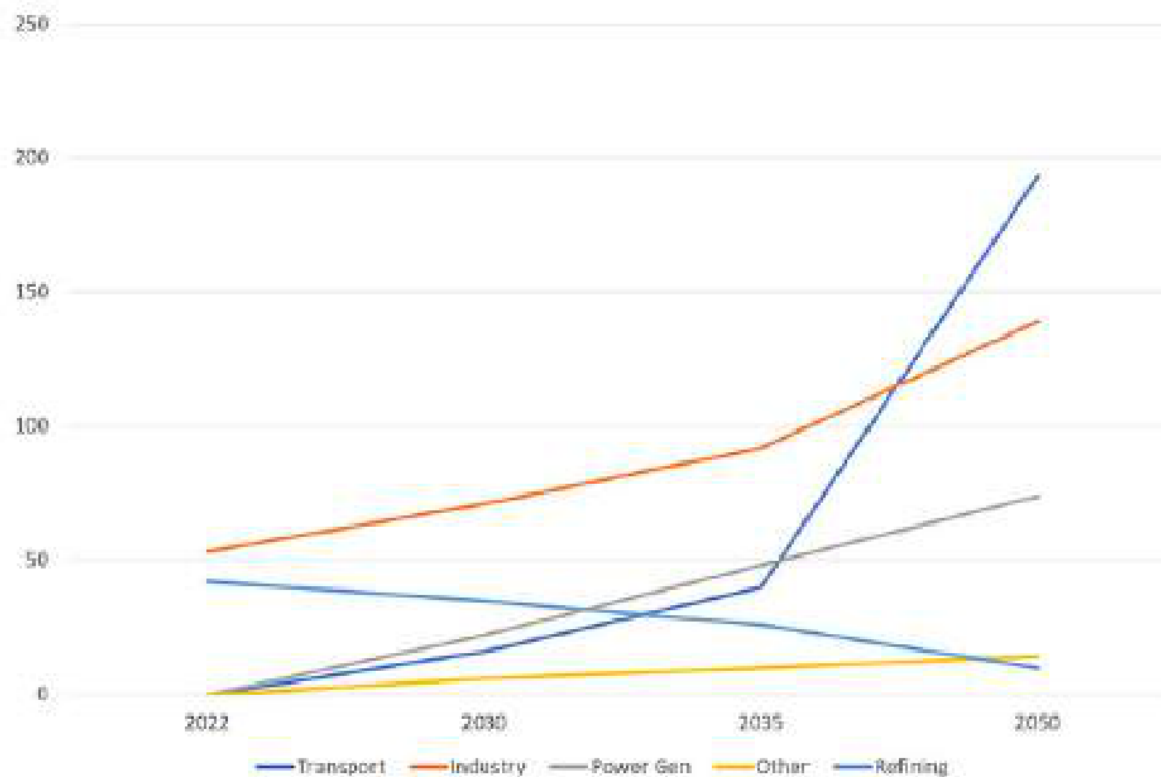


How Hydrogen Can Fuel a Net-Zero Future

In the race to net zero, demand for hydrogen is set to increase to 430 Mt by 2050, but will the production capacity be there when the world needs it?

Global Hydrogen Capacity Targets By End Use

in millions metric tons per annum

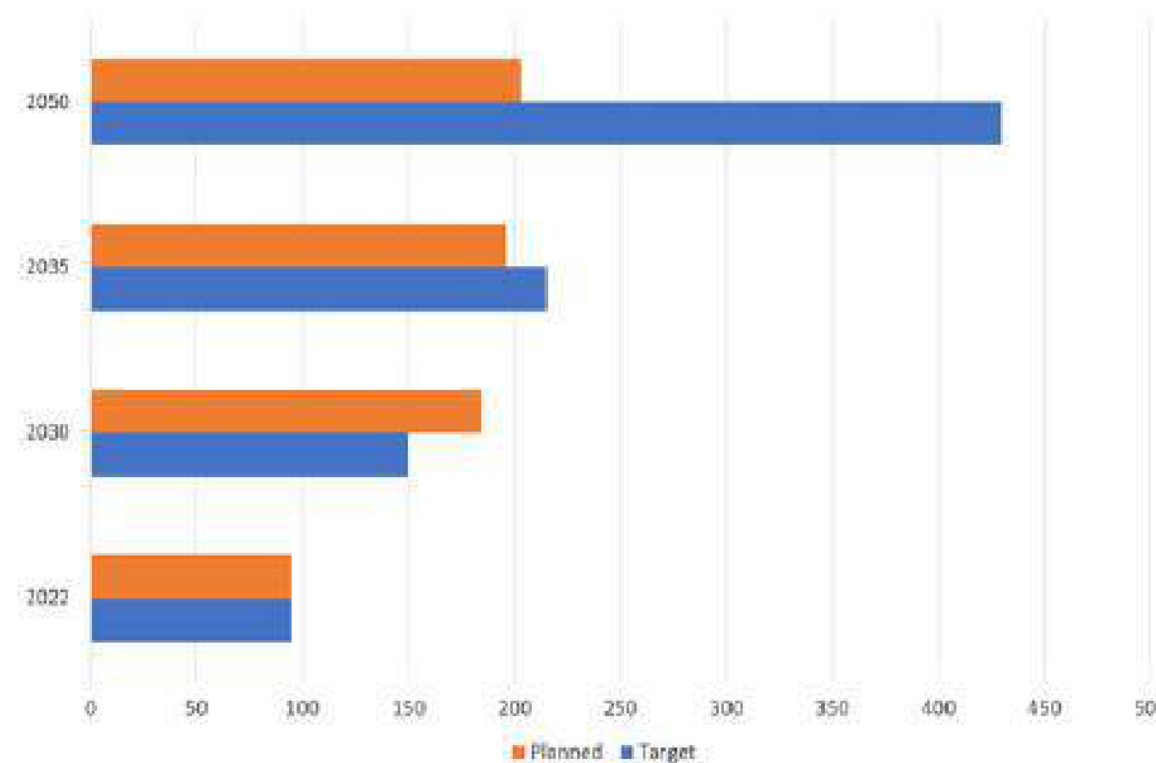


Hydrogen has a critical role to play in hard-to-abate sectors, such as aviation and marine shipping, where there aren't many technologically mature alternatives.

Global Hydrogen Capacity Targets vs. Planned

in millions metric tons per annum

By adding up all the planned hydrogen capacity announced worldwide, we can see how close we are to meeting future demand.



Only 47% of the total production capacity needed by 2050 under the IEA's Net Zero Scenario is in the pipeline.

2023
INR 1,76,520 Mn.

2024
INR 2,38,970 Mn.

2030
INR 15,30,400 Mn.

CAGR
36.07%

Region	Publication	Source
Global	April 2024	IEA

AGPL - Journey: SECI declares winners of its 1.5 GW electrolyser manufacturing auction



In a significant development in India's renewable energy landscape, Advait Infratech, Reliance Green Hydrogen and Green Chemicals, ACME Cleantech Solutions, Greenko ZeroC, HHP Two, and Bharat Petroleum Corporation emerged as successful bidders in the Solar Energy Corporation of India's (SECI) tender. The tender aimed at establishing production facilities for green hydrogen, boasting an annual capacity of 450,000 metric tons.

SECI invited proposals under two distinct categories: Technology Agnostic Pathways bucket (Bucket I) and Biomass-based Pathways bucket (Bucket II). The green hydrogen production capacity is distributed with 410,000 MT/year under Bucket I and 40,000 MT/year under Bucket II.

Green Ambitions

Bidder	Capacity bid	Capacity to be awarded
Bucket I: Any stack tech		
Ohmium Operations	137	137
Reliance Electrolyser Manufacturing	300	300
John Cockerill Greenki Hydrogen	300	300
Advait Infratech	100	100
Jindal India	300	300
L&T Electrolysers	300	63
Bucket II: Indigenously developed stack tech		
Homihydrogen	101.5	101.5
Adani New Industries	300	198.5

GH2: Electrolyser Manufacturing Business

AGPL, an aspiring SPV company of ALL, ventured into green energy in 2023, focusing on electrolyser assembly and manufacturing, fuel cell supply, and sustainable services like carbon consultancy. Licensed by Guofu, AGPL aligns with the National Green Hydrogen Mission.

- Our manufacturing plant, located in Kadi, Gujarat, boasts a current capacity of 120 MW/year, with plans to expand to 200 MW/year by 2025.
- Our advanced electrolyser systems feature a plug-and-play design for fast installation and commissioning, supported by a dedicated site team for seamless deployment.

Partnership with GuoFu

In collaboration with GuoFu through “TOT transfer” to ALL, a leader in hydrogen technology, we achieve an impressive hydrogen purity level of 99.99% without the need for a separate compressor.

This cutting-edge technology enhances efficiency and sustainability in green hydrogen production, positioning us as a key player in the industry.

Advait Greenergy Pvt. Ltd. is committed to advancing green hydrogen technology, contributing to India's sustainable energy goals.

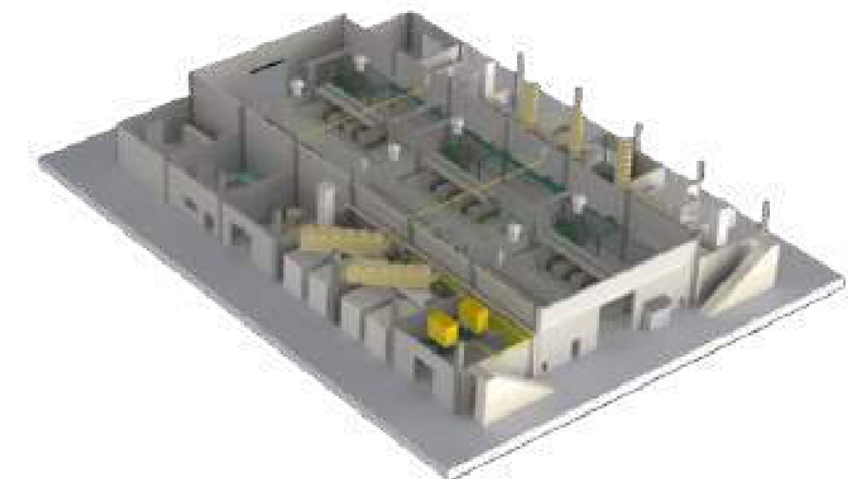
0.3/0.5/1 MW Stacks



2/4/8 MW Module



Multi- MW Cluster



Green Hydrogen EPC Solutions

- **Engineering, Procurement, and Commissioning (EPC) Services**

- Advait Greenergy offers comprehensive supply and installation-EPC solutions for green hydrogen projects, covering engineering, procurement, and commissioning phases.

- **Scope of Services**

- We provide skids for separation, purification, and storage tanks, ensuring efficient and reliable hydrogen production.
- Our services extend to erection, installation, and operation of the skids, ensuring seamless integration into existing infrastructure.
- Advait Greenergy also offers EPC solutions for transformers, rectifiers, PLC SCADA systems, HMI, and LT panels, facilitating the smooth operation of hydrogen production facilities.

- **Commitment to Excellence**

- With a focus on quality and reliability, we deliver turnkey solutions tailored to meet the specific needs of each project.
- Our experienced team ensures the successful execution of EPC projects, meeting industry standards and exceeding client expectations.



Pictures from the GH2 Plant at THDCIL Rishikesh, Uttarakhand

GH2: Sustainability Services And Carbon Consultancy



Carbon Consultancy:

Rigorous analysis and strategies to reduce carbon emissions



Carbon Neutrality Services:

Achieving carbon neutrality through customized solutions.



IREC Consultancy:

End-to-end support for Renewable Energy Certificate trading.



Decarbonisation Consultancy:

Tailor-made strategies for emission reduction.



Impact Reporting:

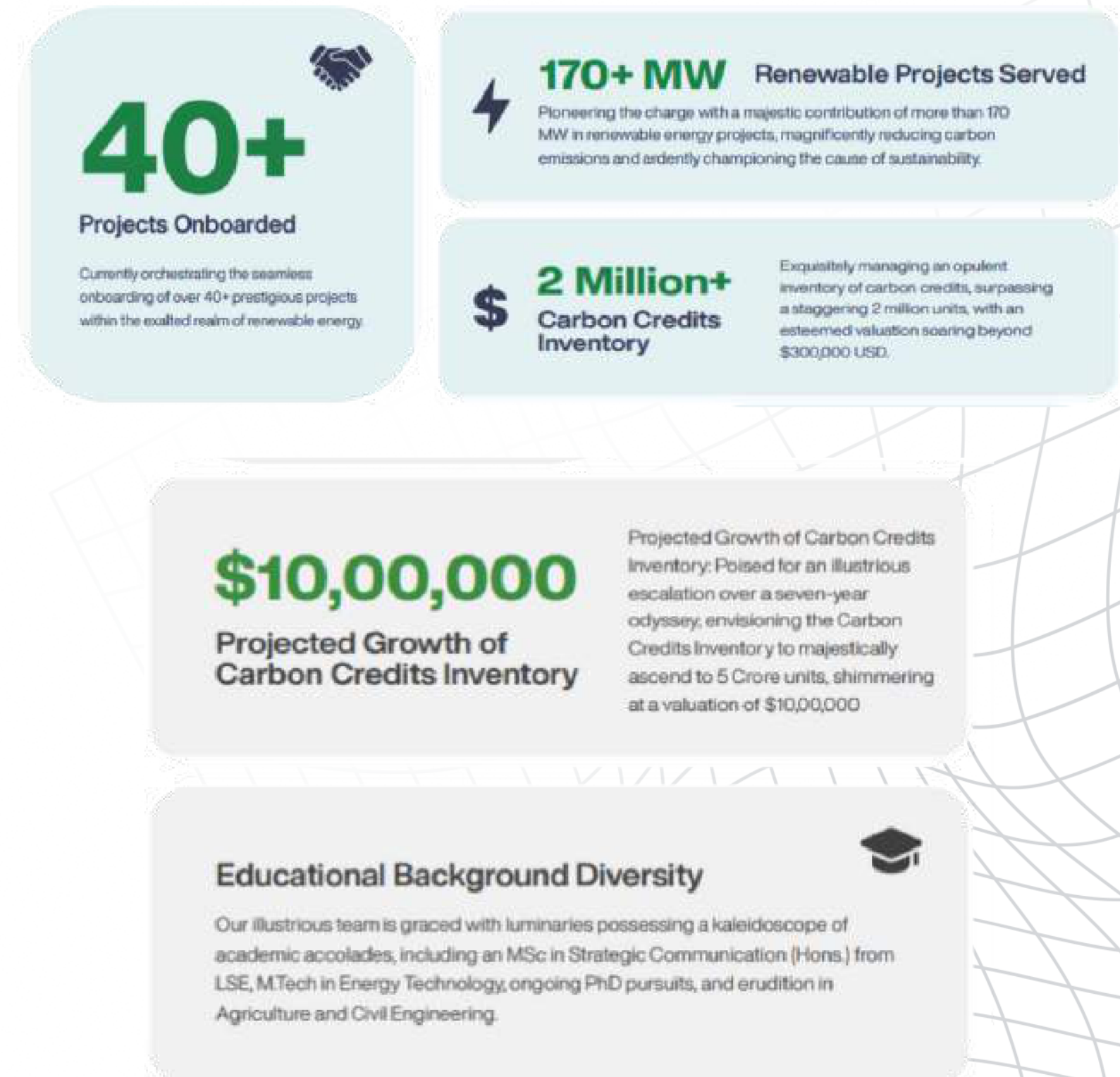
Supporting ongoing climate projects for a greener future.

- The current Carbon Market size is \$2 billion. This market is projected to soar to a value exceeding \$50 billion by 2030, emphasizing the vast potential and importance of rigorous emission analysis and reduction strategies.
- Renewable Energy Certificate (REC) trading surged globally, with India issuing over 106 million International RECs (I-RECs) in the first half of the year, marking a 17.9% increase. The market was valued at \$1.5 per IREC and amounted to \$187.5 million for 2024, signaling significant growth and opportunity.

GH2: Sustainability Services And Carbon Consultancy

Our Achievements:

- Acheived 3500 tonnes of GHG Emission reduction per year through the THDC Rishikesh plant.
- A trusted partner with the corporates as Climate Partners to manage their CSR fund, monitor the impact through a thorough impact reporting.





Financial Performance

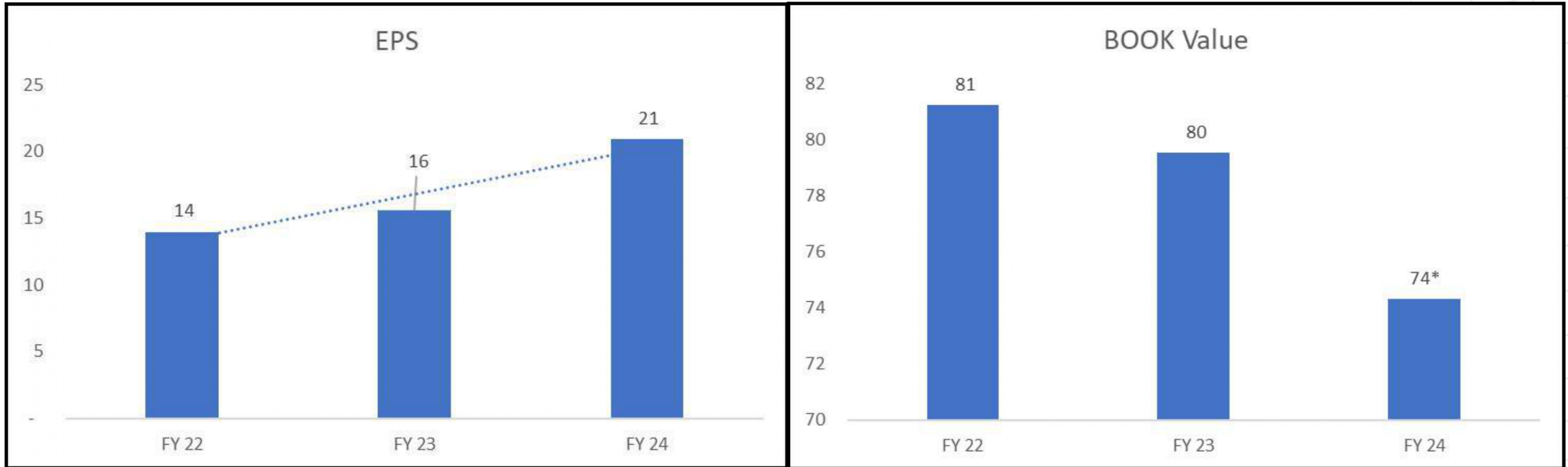
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Performance at a Glance FY-24



All Values in INR



✓ 31.25% Growth in EPS in FY 24

✓ 85% Growth in Book Value in FY 24

• After the issue of Bonus Shares

Performance at a Glance FY-24

Advait Infratech Limited is delighted to share its robust financial results for the quarter ending March 31, 2024. The company has demonstrated exceptional growth in its key financial metrics, reflecting its strong operational efficiency and market position.

FUNDRAISE: BoD has considered and approved the issuance of 5.9L shares at INR 1388/share, aggregating to INR 82.3 Cr. on a private placement basis, subscribed by Ashish Kacholia, RBA Finance & Investment and others.

FINANCIAL PERFORMANCE: For the quarter, Advait Infratech reported standalone net sales of INR 59.71 crore, a remarkable increase of 31.93% compared to INR 40.64 crore in the same quarter last year. This significant rise in sales under the company's ability to capture market opportunities and deliver value to its stakeholders. Whereas, there is phenomenal growth in Year-End Sales by 101%, reporting to INR 209.92 crore sales for FY 2023-24.

Moreover, the quarterly net profit surged to INR 7.16 crore, marking an extraordinary growth of 90.82% from INR 3.74 crore in the corresponding period of the previous year. At the same time, PAT has increased from INR 10 Cr to INR 21.33 Cr for FY 23-24. This impressive increase in profitability highlights Advait Infratech's effective cost management and strategic execution.

The company's EBITDA also saw a substantial rise. For the quarter, EBITDA reached INR 12.20 crore, up 82.52% from INR 6.68 crore in the previous year. This growth in EBITDA indicates a solid underlying business performance and a strong capability to generate cash flows.

DIVIDEND DECLARATION: In addition to the strong financial performance, the Board of Directors has recommended a final dividend of INR 1.5 per share. This recommendation is subject to shareholder approval at the upcoming Annual General Meeting. The proposed dividend reflects the company's commitment to rewarding its shareholders and sharing the benefits of its growth.

Order Inflow Summary

Values of orders in INR Mn.										
	Q1 2023-24		Q2 2023-24		Q3 2023-24		Q4 2023-24		Total	
	Nos.	Value	Nos.	Value	Nos.	Value	Nos.	Value	Nos.	Value
ACS	5	27.46	9	60.13	9	69.79	6	13.67	29	171.04
Others	2	0.37	-	-	1	49.77	-	-	3	50.14
Carbon	-	-	1	1.00	3	1.48	4	7.73	8	10.20
DISCOM	-	-	-	-	-	0.00	3	371.93	3	371.93
IT-IOT	-	-	-	-	-	0.00	1	24.40	1	24.40
Liveline/OPGW	4	801.15	4	1.94	12	39.36	6	5.94	26	848.40
OPGW	1	303.46	2	7.50	-	0.00	7	16.60	10	327.56
Overseas	-	-	2	10.07	1	0.28	1	2.60	4	12.95
Solar	-	-	-	-	-	0.00	1	2.82	1	2.82
Tools	26	9.93	51	87.76	38	67.92	55	110.79	170	276.41
GRAND TOTAL		1142.37		168.41		228.59		556.48		2095.85

Completed Order/Work Summary for FY 24

Values of orders in INR Mn.										
	Q1 2023-24		Q2 2023-24		Q3 2023-24		Q4 2023-24		Total	
	Nos.	Value	Nos.	Value	Nos.	Value	Nos.	Value	Nos.	Value
ACS	5	27.46	9	60.13	9	69.79	4	8.95	27	166.32
Others	2	0.37	-	-	-	-	-	-	2	0.37
Liveline/OPGW	2	0.30	2	1.61	-	-	-	-	4	1.91
Tools	25	9.85	49	82.14	38	67.92	37	48.33	149	208.24
GRAND TOTAL		37.98		143.89		137.70		57.28		376.84

Revenue Performance



Particulars	(Amount In INR Mn.)						
	Actual	Actual	Actual	Actual	Actual	Actual	Actual
	FY 22	FY 23	FY 24	Q1 FY 24	Q2 FY 24	Q3 FY 24	Q4 FY 24
ERS	-	-	42	-	-	15	27
Tools	119	239	226	31	52	59	85
ACS	-	192	579	118	118	197	146
Other EPC	561	517	1,017	111	293	358	254
Service & Trading	41	66	210	12	17	97	85
Total Revenue Operation wise	720	1,015	2,074	272	480	725	597

Financial Highlights (Standalone- P/L)



Particulars	31-03-2022	YoY Growth	31-03-2023	YoY Growth	31-03-2024
Standalone (in INR Mn)					
Revenue	730.5	23.8%	1046.0	100.7%	2099.2
EBIDTA	99.0	43.4%	188.9	96.3%	370.9
EBITDA%	13.6%		18.1%		17.7%
PAT	71.3	47.9%	100.0	112.3%	212.3
PAT%	9.8%		9.6%		10.1%
EPS	14.0		16.0		20.8
D/E Ratio	0.2		0.3		0.5
ROE	17.2%		19.6%		28.7%
ROCE	20.3%		24.3%		39.7%
Current Ratio	1.9		1.6		1.4
Interest Coverage Ratio	370.6		16.5		7.6

Financial Highlights (Consolidated- P/L)



Particulars	31-03-2022	YoY Growth	31-03-2023	YoY Growth	31-03-2024
Consolidated (in INR Mn)					
Revenue	799.5	18.4%	1059.3	99.9%	2117.2
EBIDTA	109.6	82.0%	169.4	130.3%	390.1
EBITDA%	13.7%		16.2%		18.4%
PAT	53.2	11.4%	81.2	169.4%	218.8
PAT%	6.7%		7.8%		10.3%
EPS	10.4		12.7		20.9
D/E Ratio	0.2		0.3		0.7
ROE	14.3%		18.2%		29.2%
ROCE	20.7%		23.2%		39.1%
Current Ratio	1.4		1.4		1.3
Interest Coverage Ratio	30.8		14.0		11.0

UN Sustainable Development Goals Matrix by AIL



- Our Solar EPC Solutions, Sustainability Services and our Organizational Human Capital help companies looking to decarbonize and reduce their carbon footprint significantly promoting good health to communities.
- We collaborate and partner with educational institutions to promote skills in technological education which leads to new opportunities and R&D.
- We promote gender equality at our workplace.
- Our Solar EPC, Electrolyser and Fuel Cell Manufacturing for Green Hydrogen Production and Sustainability Services directly increases the renewable energy mix of the Indian grid.
- Our Electrolyser Manufacturing for Green Hydrogen Production, Sustainability Services and Organizational Human Capital promotes decent economic growth and increases employment through our operations.
- We manufacture Electrolysers, Fuel Cells and provide Sustainability Services which increases innovation at an industrial scale while promoting R&D and infrastructure development.
- Our organization provides equal employment opportunities and promotes gender diversity which reduces inequalities in our workplace and operations.
- Our operations provide technological solutions for clean and zero emission transportation through Electrolyser and Fuel Cell manufacturing for Green Hydrogen and increases carbon finance for companies promoting sustainable cities.
- Our Sustainability Services and Organization promote widespread adoption of sustainable consumption and production practices by incentivizing manufacturers.
- We contribute to climate change mitigation and adaptation through our Electrolyser and Fuel Cell Manufacturing for Green Hydrogen Production, Sustainability Services and Solar EPC Solutions by significantly reducing carbon emissions.
- Our operations and organizational human capital strengthens relationships with institutions to accelerate innovation for emission reduction.
- In our Fuel Cell implementation and partnerships with educational institutions, we collaborated for increasing the R&D and technological innovation.

INVESTOR PRESENTATION FOR THE FY END 2023-24

© Advait Infratech Limited



Corporate Address

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