



**Date: 22<sup>nd</sup> August, 2023**

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:- Submission under Regulation 30 – Analysts Meeting of the Company , 2023 of SEBI (Listing Obligation and Disclosure Requirements) Regulation,2015 (“Listing Regulation”**

**Dear Sir,**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) we would like to disclose/intimate that the company had meeting with the research analyst firm named “SOVRENN” on 21<sup>st</sup> August, 2023 at physically.

Further, the investor presentation shares by the company in the meeting is attached herewith. No unpublished price sensitive information pertaining to the Company is shared at the said meeting with analysts.

Kindly take the above intimation on record.

**Thanking you,**

**Yours Faithfully,  
For Advait Infratech Limited**

**Daisy Mehta  
Company Secretary and Compliance Officer  
Mem. No. A29893  
Email Id – [cs@advaitinfra.com](mailto:cs@advaitinfra.com)  
Place : Ahmedabad**

# **FINANCIAL HIGHLIGHTS 2022-23**



**ADVAIT INFRATECH**  
LIMITED

# DISCLAIMER



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# ABOUT US

Since 2009, Advait Infratech has been providing robust products and solutions for power transmission, substation, and telecommunication infrastructure. We operate with various verticals such as turnkey telecommunication projects, installation of the power transmission, substation and telecom products, liasoning, marketing, and providing end-to-end solutions to our customers.

We also manufacture and supply stringing tools, OPGW (Optical Fibre Ground Wire), OFC cables, ACS (Aluminium Clad Steel Wire), ERS (Emergency Restoration System), OPGW joint boxes. We have recently ventured into green energy as well.

Advait works with an aim to support the long-term, comprehensive and efficient power delivery system of the country by providing cost-efficient and clean energy solutions.



# PRODUCT PORTFOLIO



EPC Products for OPGW & Telecom Installation



Optical Fibre Ground Wire (OPGW) Supply and Manufacturing



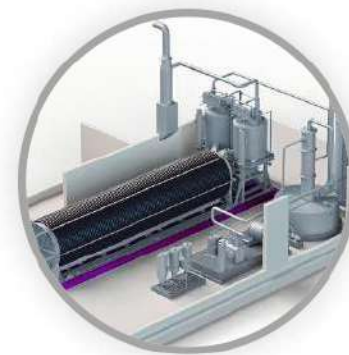
Manufacturing And Supply Of Stringing Tools For Transmission Line



Manufacturing of Aluminium Clad Steel (ACS) Wire



Emergency Restoration Systems (ERS) Supply and Installation



Green Hydrogen – Electrolyser Manufacturing And Fuel Cell Assembly



Carbon Neutrality, Carbon Consultancy and Turnkey Solutions

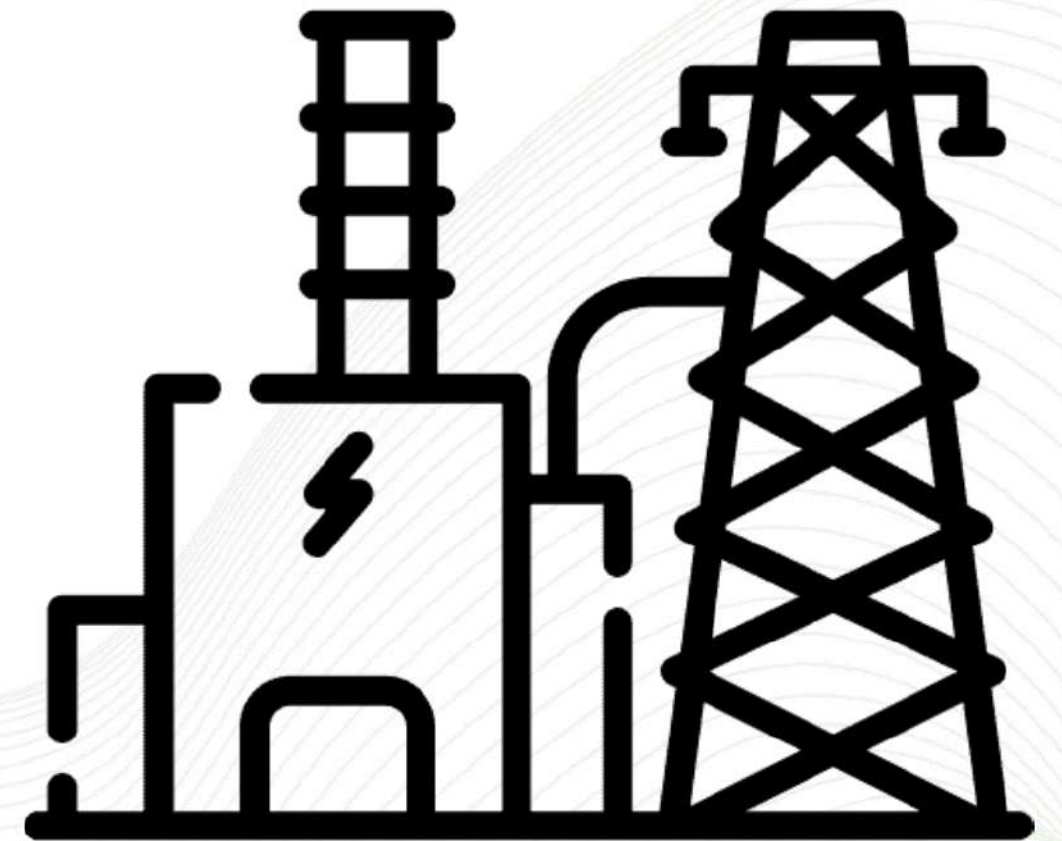


Overseas Projects Consultancy and Supply

# INDUSTRY WE CATER AND THEIR GROWTH PROSPECTIVE

## 1. Products and Turnkey Solutions for Power Transmission Lines

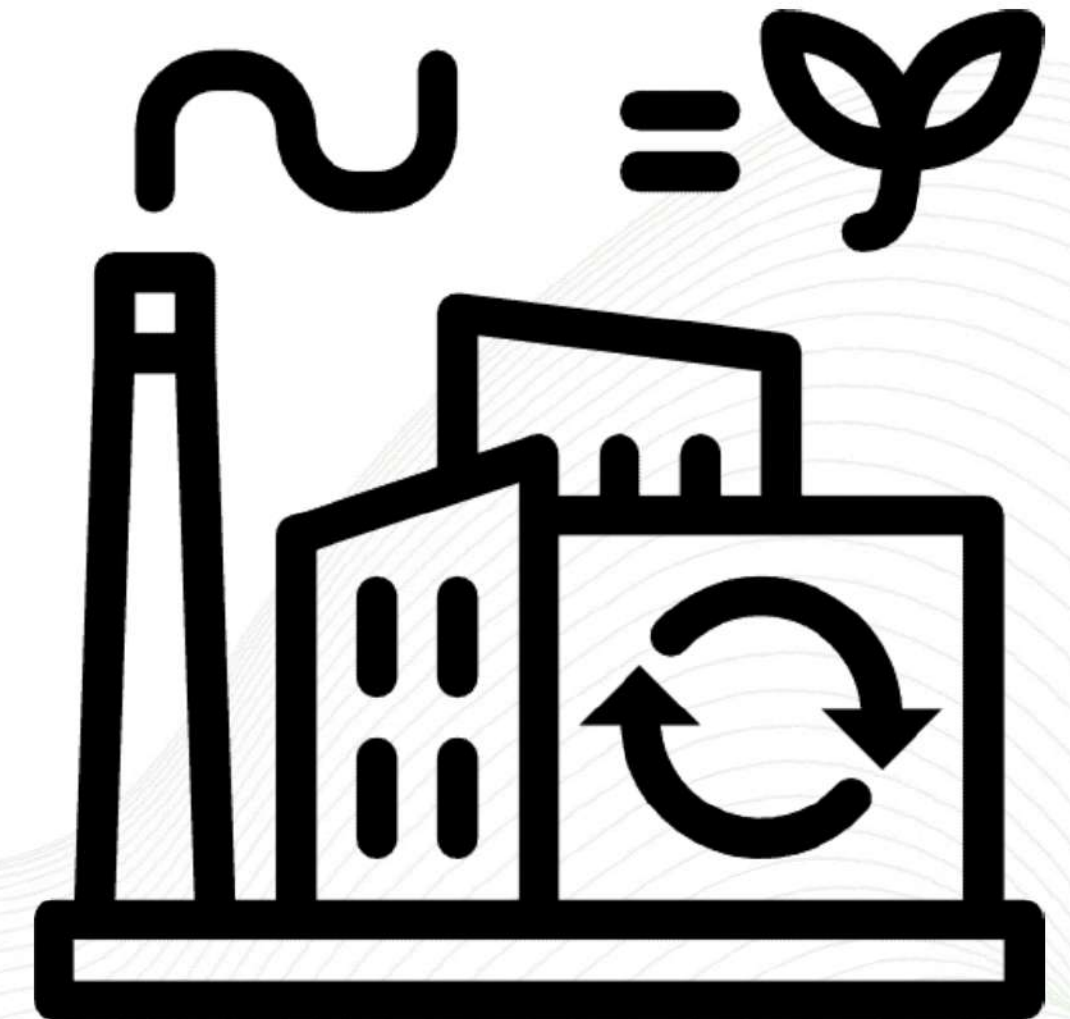
- ❖ Presently, Indian Power transmission market is adding about 9,000 to 12,000 CKT KMs per year for 220 kV and above TLs which is over and above the Transmission lines of below 220 kV capacity.
- ❖ The Electricity Boards are coming up with the projects of replacing old Earth Wires with OPGW about 10,000 to 20,000 KMs every year in old Transmission Lines.
- ❖ The expanding Interstate transmission corridor opens the chances for our products' sales with the growth up to 15 to 40% such as Aluminum Clad Steel wire, supply of OPGW, Live Line installation of the OPGW, Supply of Insulators & Stringing Tools etc.
- ❖ Our products such as ERS (Emergency Restoration System), nationally and globally **offer sales expected to grow up to 25% per year**. We envisage the International Market for the ERS for the upcoming year.



# INDUSTRY WE CATER AND THEIR GROWTH PROSPECTIVE

## 2. Green / Grey Hydrogen related products and solutions

- ❖ Company is expanding its presence to manufacture the Electrolysers, assembly & supply of Fuel cells, Storage Tanks for the Hydrogen, which are promising segments and will continue for the growth of the company.
- ❖ Company has received its first end to end solution turnkey project with THDC for “Design, Engineering, Manufacturing, Inspection and Testing for 300 KW Capacity.
- ❖ Electrolyser & 70 KW Capacity fuel cell based Micro-grid system with Hydrogen Production Plant at THDCIL Office Complex, Rishikesh”.
- ❖ We shall continue to grow by delivering similar projects as such projects are expected to grow manifold in this sector. With the company's experience and qualification they are **expected to receive such projects in coming years.**



# COMPANY STRENGTHS

- ❖ Industry expertise: Understanding of Industry and its market, reliable and assured products and service delivery, cost competitiveness.
- ❖ Pool of products and services that cater to many part of Industry needs.
- ❖ Exceptional customer service: Our team of professionals is committed to providing exceptional customer service and support, ensuring that your needs are met every step of the way.
- ❖ Quick and Lean management structure.
- ❖ Adaptive to market scenario to come with new products / extended products and solutions





# MILESTONES DURING THE YEAR

## 2. VENTURING INTO GREEN HYDROGEN



Picture of “**Bhoomi Pujan**” at site in presence of THDC officials and Advait team.

- ❖ Advait has ventured into Green Hydrogen production technologies and end-to-end services, positioning itself as a comprehensive solution provider.
- ❖ Advait has received order for Green Hydrogen based micro-grid project from THDC in Uttarakhand, India.
- ❖ This project aims to develop a green hydrogen-based micro-grid, which will provide reliable and sustainable energy to THDC India Limited's premises. The project is expected to be completed by the end of 2023.
- ❖ This projects is going to generate revenue of more than INR 80 million.

# RECENT DEVELOPMENTS



## ◆ Carbon Credit Consultancy Market

- Advait has forayed into the Carbon Credit Market. With increasing concerns around climate change, Advait recognizes the urgency to address carbon emissions and offers a range of carbon credit consultancy services, as well as end-to-end carbon neutrality and net-zero solutions.
- This will add value to the company by giving it access to new markets and a competitive advantage and build reputation as environmentally responsible organization. We also plan to develop cleantech tools and presently we are assigned one such solution.

# RECENT DEVELOPMENTS



## ❑ Incorporation of fully owned subsidiaries of Advait Infratech Limited

- ❑ The Company has recently incorporated Advait Greenergy Private Limited which is a fully owned subsidiary of Advait Infratech Limited and all GH2 and Carbon related solutions.
  
- ❖ The company during the year has added one more Wire Drawing Line in its ACS manufacturing facility which has increased the manufacturing capacity of plant to approx. 4000 tons per annum. The company is in process of further augmenting ACS production capacity for the Year 2023-2024 along with plans of producing stranded ACS wire, Steel tube OPGWs under its manufacturing line.

# KEY MANAGEMENT

## 1. MR. SHALIN SHETH – MANAGING DIRECTOR

**B.E (Mech.), MBA, IBM**

The founder and Managing Director of Advait Infratech, is a visionary with rich experience in the power industry. He has over 22 years of extensive experience in the power and telecom sector. With the overall responsibility of business affairs of the Company, his vision made Advait to achieve benchmarks in the industry like, manufacturing and supplying OPGW, ACS, OFC, ERS, and Stringing Tools to the power industry, completing 10,000 kilometres of live line installations, expanding into clean energy by developing green hydrogen integrators and undertaking EPC and Carbon Consultancy projects.



## 2. MRS. REJAL SHETH – CFO AND WTD

**B.COM**

Holding an expertise of Finance and Commerce attained through her a decade experience in said field. She leads our overall finance requirements of the Company along with strategic allocation of funds considering the future plans of the Company.

# KEY MANAGEMENT



## 3. DEEPAK GUPTA: HEAD OF OPERATIONS

**B.Sc., MBA (Finance)**

With his 30 years of rich experience and expertise in various finance and commercial functions, being head of Operations in Advait he works in several finance functions such as budgeting, forecasting, monitoring & control, fundraising, treasury, forex, costing, insurance, taxes, supply chain management, etc.

## 4. MR. GAURAV MISHRA – HEAD OF BUSINESS DEVELOPMENT

**B. Tech (Electronics and Communication)**

Having an experience of more than a decade in the field of Business Development and renewable energy. He leads Company's business development opportunity and explores the market for the venturing partners taking into account the company's strength and strategic goals.



# KEY MANAGEMENT



## **5. MS. DAISY MEHTA – CS AND COMPLIANCE OFFICER** **CS, LLB and MBA (Fin.)**

Having an experience of a decade in the field of Legal and Corporate Governance. She is responsible for handling the Overall Compliance of the Company pertaining to SEBI (LODR), Companies Act, 2013, RBI, MCA, and Corporate Governance Matters of the Company..

## **6. MR. PARTH GANDHI - IIM GRADUATE, GENERAL MANAGER**

Having an rich experience of more than 10 years of experience in diverse functional areas such as Strategic Planning, Corporate Strategy, Business Development and Sales & Marketing. Proficient in driving integrated operations management (Procurement, Vendor Development, Strategic Partnerships & Strategic Finance) along with workforce planning, skill management & team management with key focus on accomplishing top and bottom-line profitability.



# FINANCIAL HIGHLIGHTS



## Standalone Performance

Particulars	Rs. In Lacs.							
	31/03/2020	31/03/2021	YoY - Growth	31/03/2022	YoY - Growth	31/03/2023	YoY - Growth	
Revenue	4,155.17	5,898.60	41.96%	7,304.87	23.84%	10,305.21	41.07%	
EBIDTA	611.02	690.84	13.06%	990.32	43.35%	1,753.10	77.02%	
<i>EBIDTA %</i>	<i>14.71%</i>	<i>11.71%</i>		<i>13.56%</i>		<i>17.01%</i>		
PAT	439.08	482.32	9.85%	713.23	47.87%	1000.09	40.22%	
<i>PAT%</i>	<i>10.57%</i>	<i>8.18%</i>		<i>9.76%</i>		<i>9.70%</i>		
EPS	11.71	10.88		13.98		15.59		
D/E Ratio	0.10	0.01		0.15		0.26		
ROE	18.34%	13.89%		17.21%		19.60%		
ROCE	22.82%	18.92%		20.30%		24.31%		
Current Ratio	1.78	2.40		1.86		1.64		
Interest coverage ratio	44.91	72.78		370.60		16.54		

# FINANCIAL HIGHLIGHTS



## Consolidated Performance

Particulars	31/03/2020	31/03/2021	YoY - Growth		31/03/2022	YoY - Growth		31/03/2023	YoY - Growth
Revenue	4,581.26	6,754.69	47.44%		7,994.55	18.36%		10,441.77	30.61%
EBIDTA	500.12	602.28	20.43%		1,096.26	82.02%		1,693.65	54.49%
<i>EBIDTA %</i>	<i>10.92%</i>	<i>8.92%</i>			<i>13.71%</i>			<i>16.22%</i>	
PAT	54.03	477.47	783.69%		531.92	11.40%		812.29	52.71%
<i>PAT%</i>	<i>1.18%</i>	<i>7.07%</i>			<i>6.65%</i>			<i>7.78%</i>	
EPS	1.44	10.77			10.43			12.67	
D/E Ratio	0.51	0.23			0.23			0.34	
ROE	2.79%	14.75%			14.33%			18.18%	
ROCE	10.93%	10.58%			20.70%			23.21%	
Current Ratio	1.35	1.71			1.41			1.40	
Interest coverage ratio	6.84	6.63			30.79			13.96	

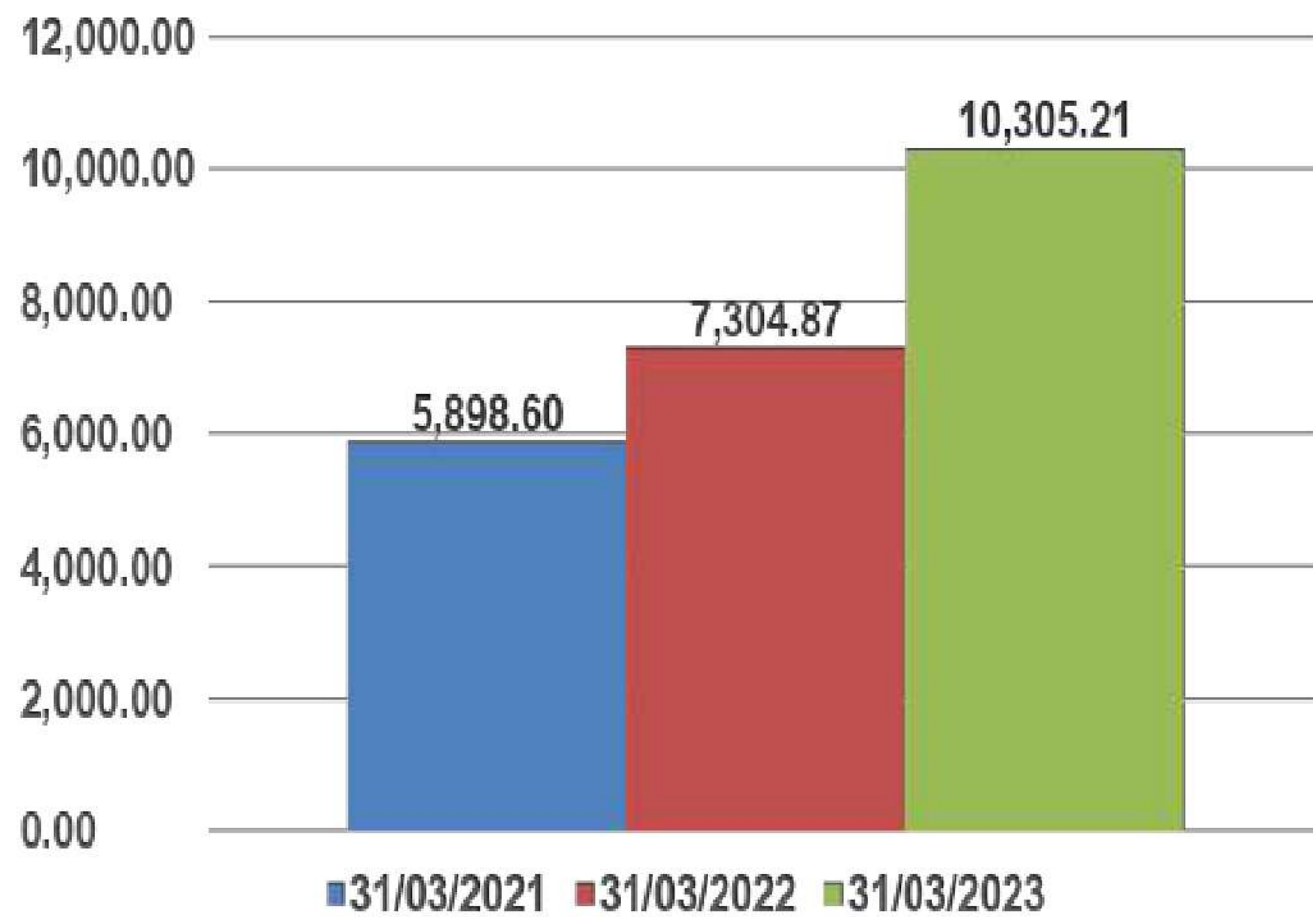
Rs. In Lacs.



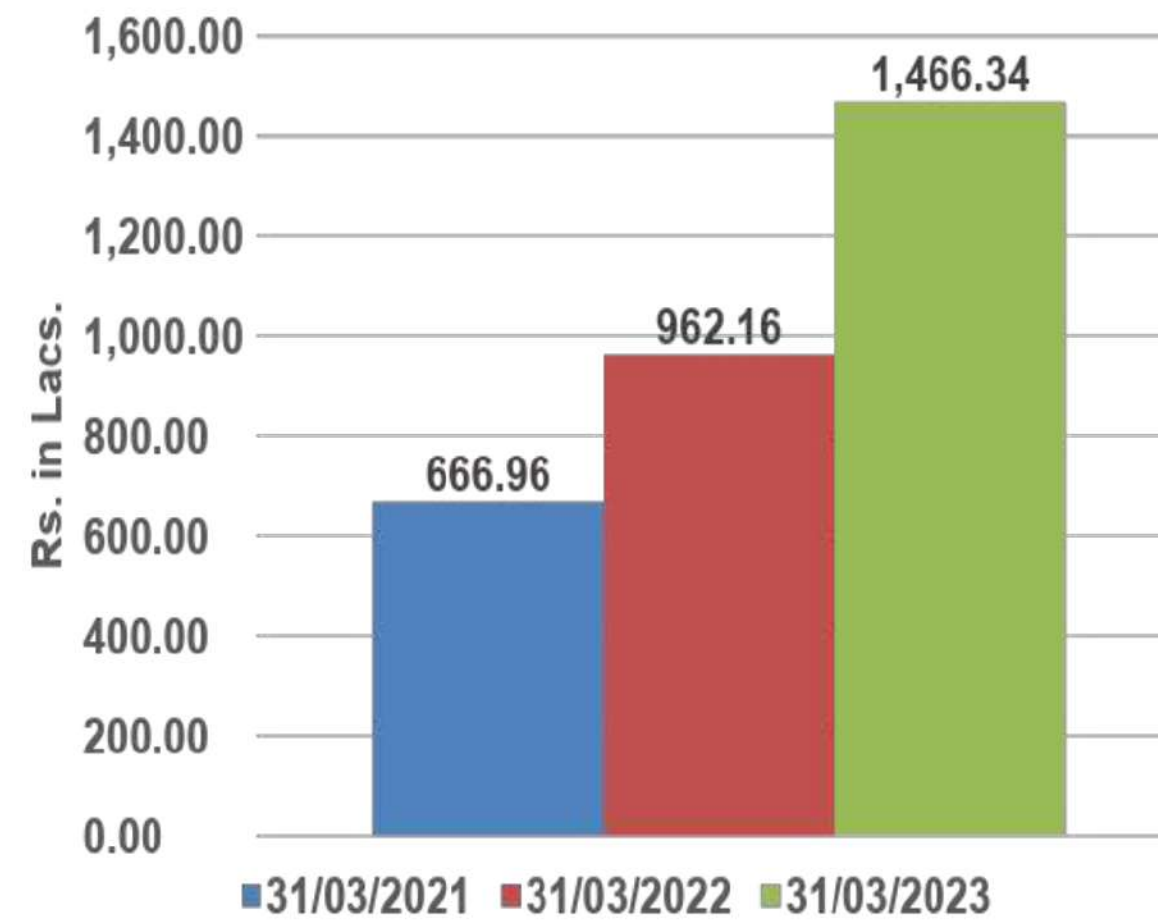
# BUSINESS GROWTH

## Standalone Performance

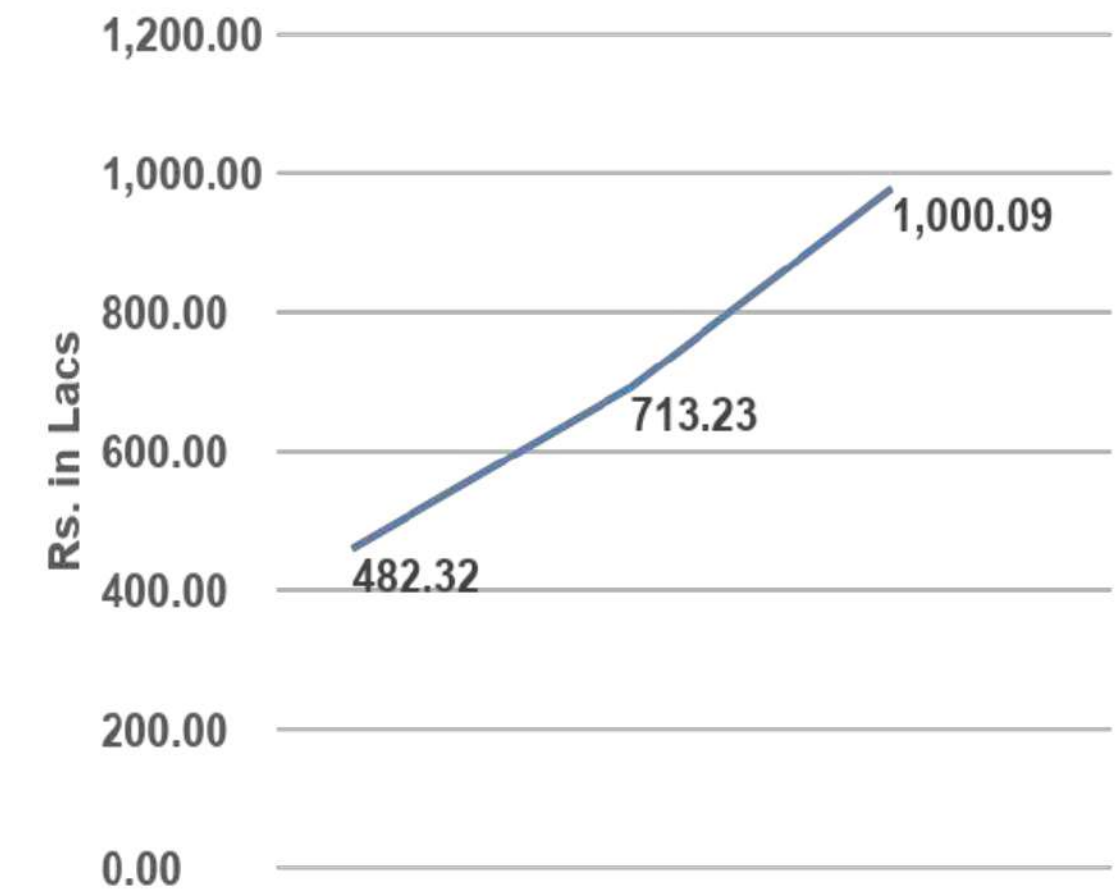
### Standalone Revenue



### EBIT - Standalone



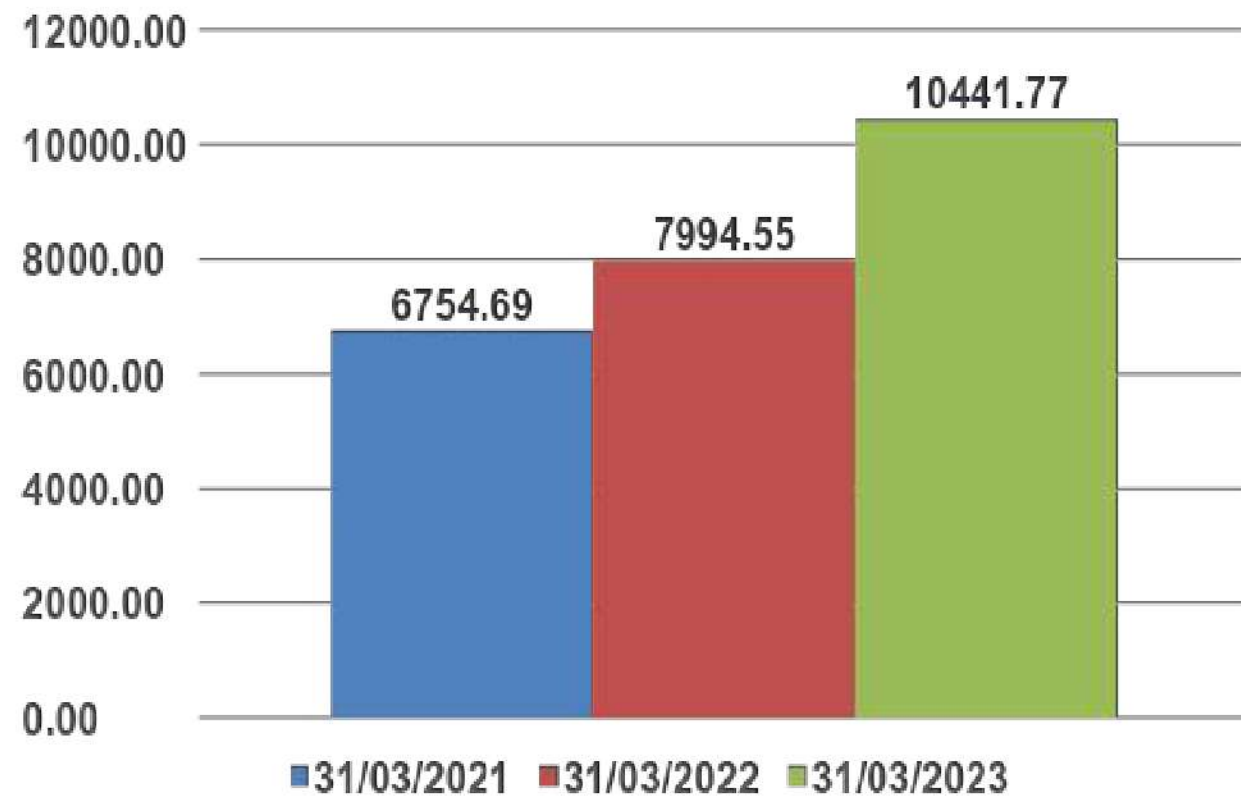
### Profit After Tax - Standalone



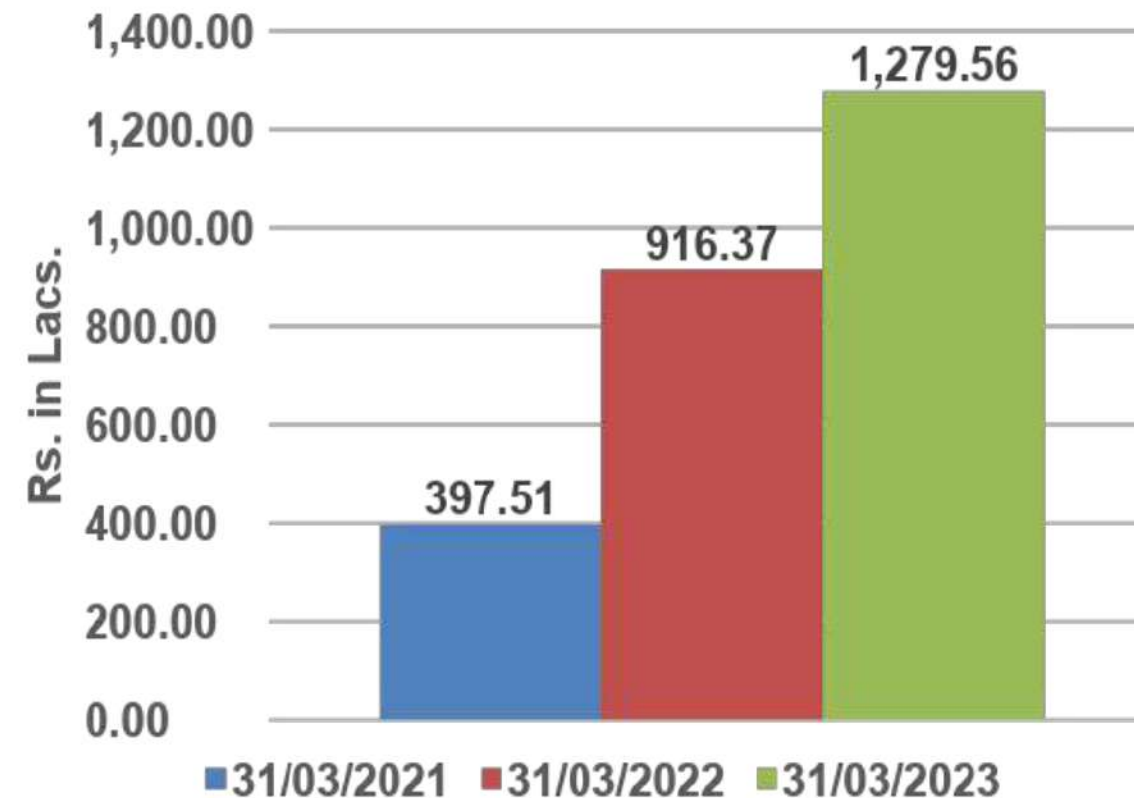
# BUSINESS GROWTH

## Consolidated Performance

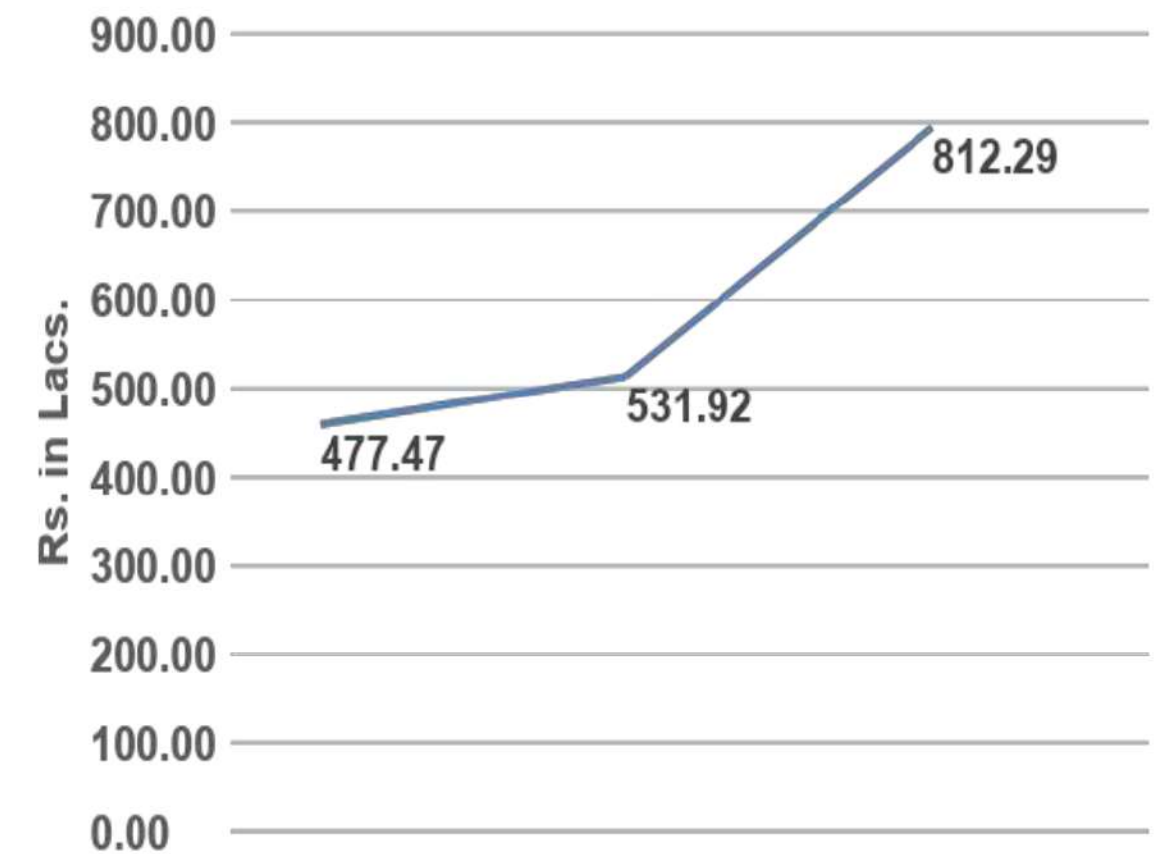
### Consolidated Revenue



### EBIT - Consolidated

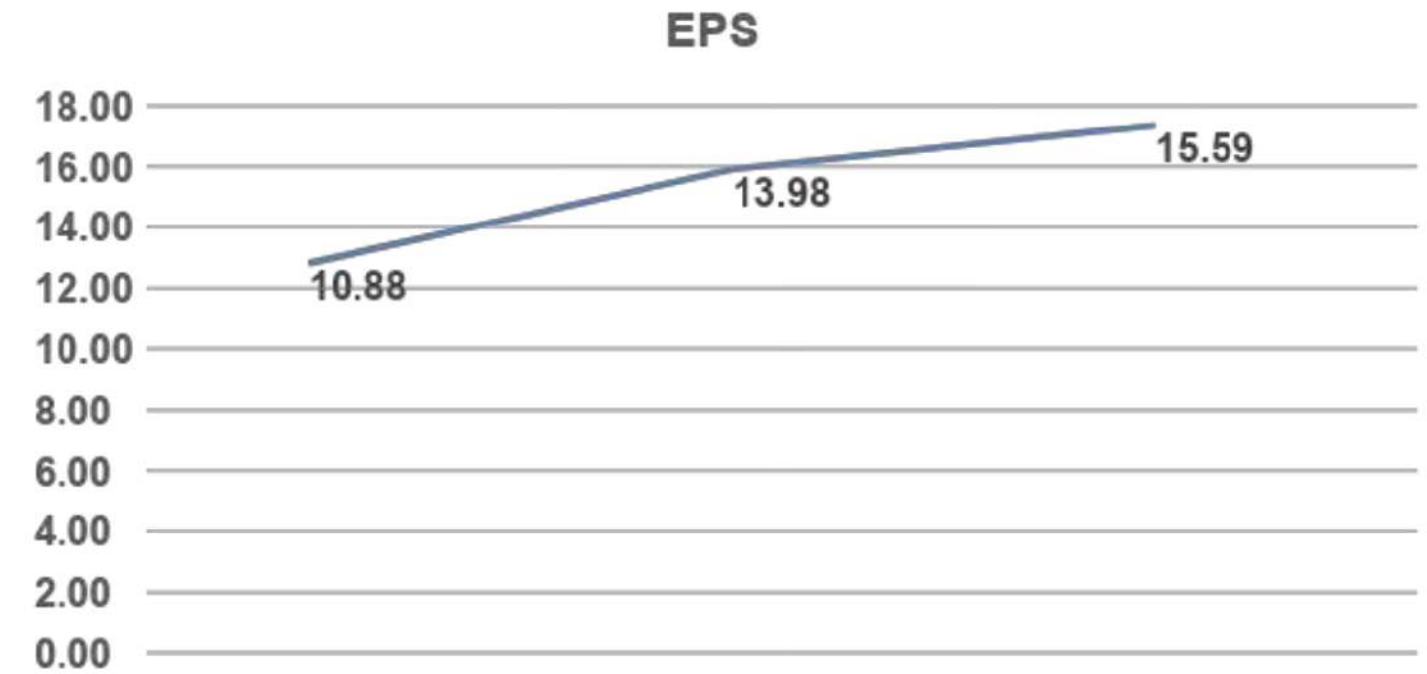
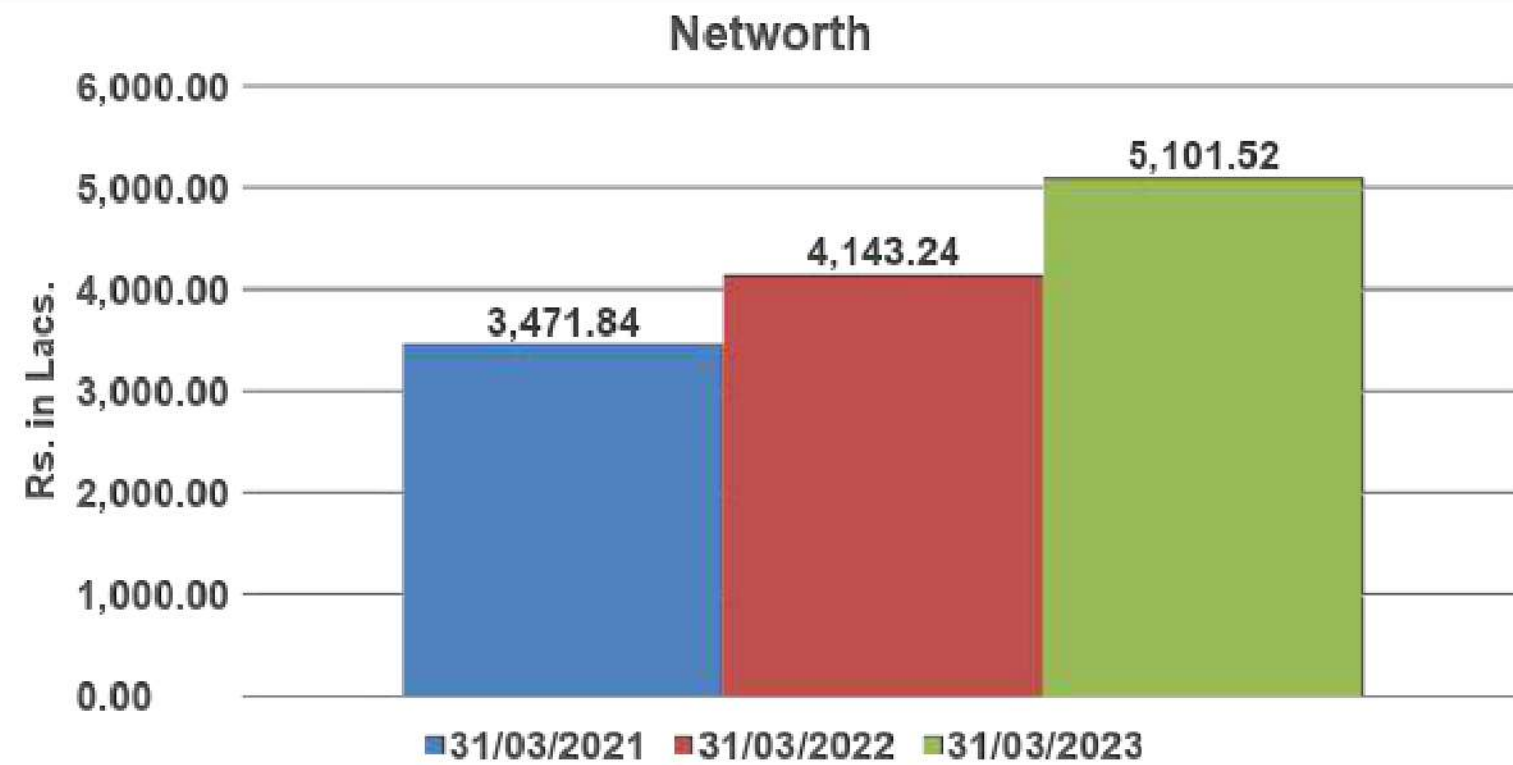


### Profit After Tax - Consolidated

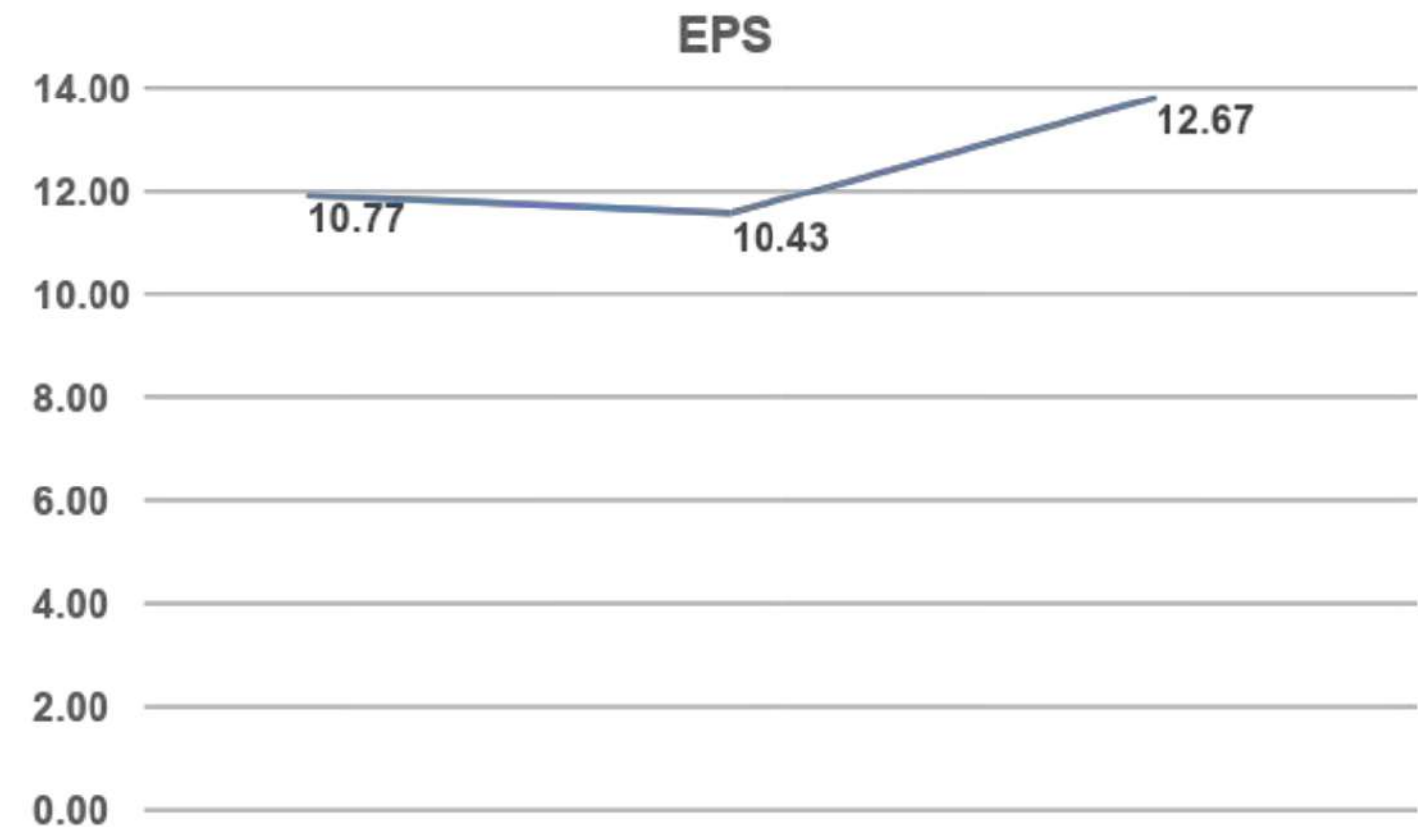
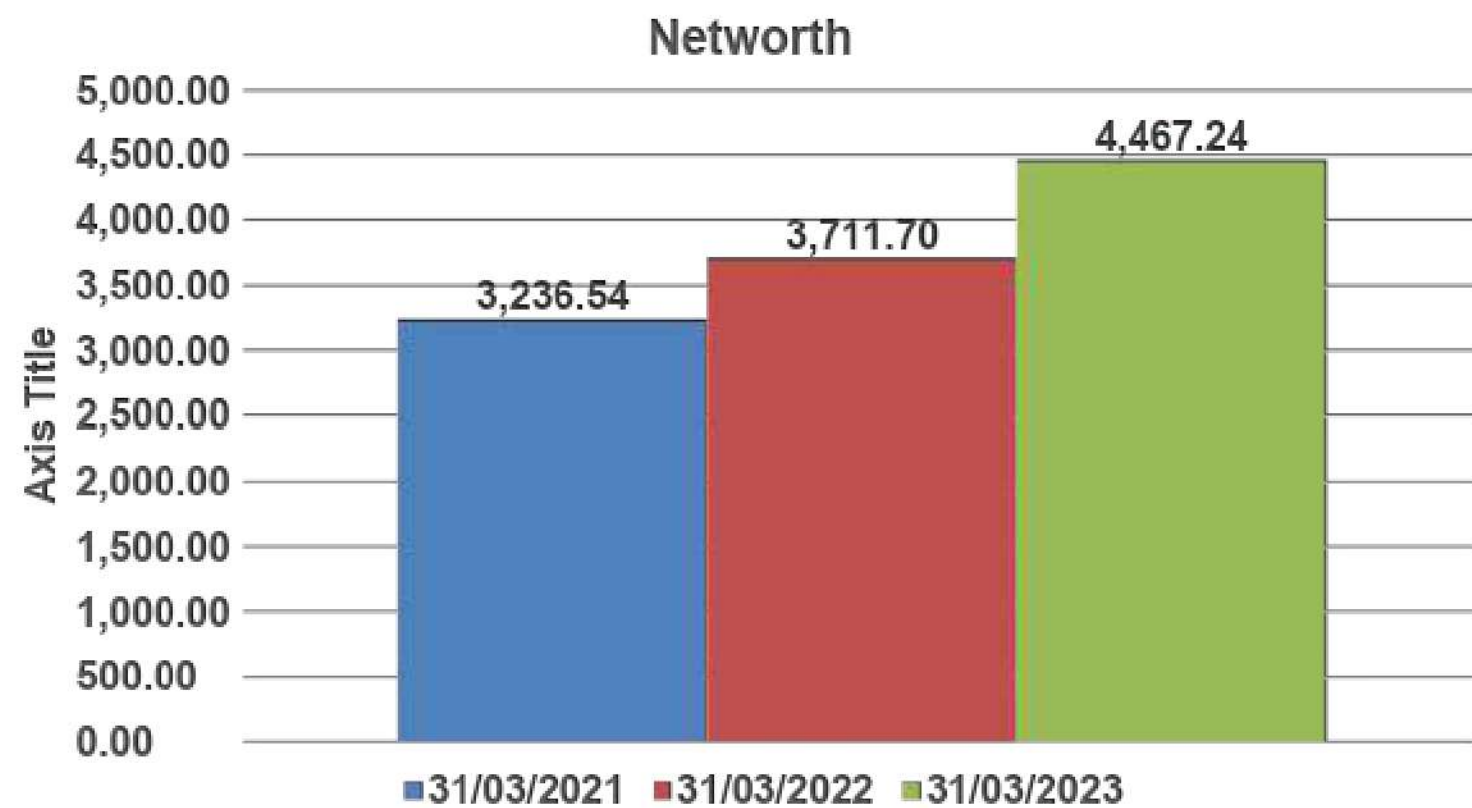


# ENHANCING VALUE TO SHAREHOLDERS

## Standalone Performance



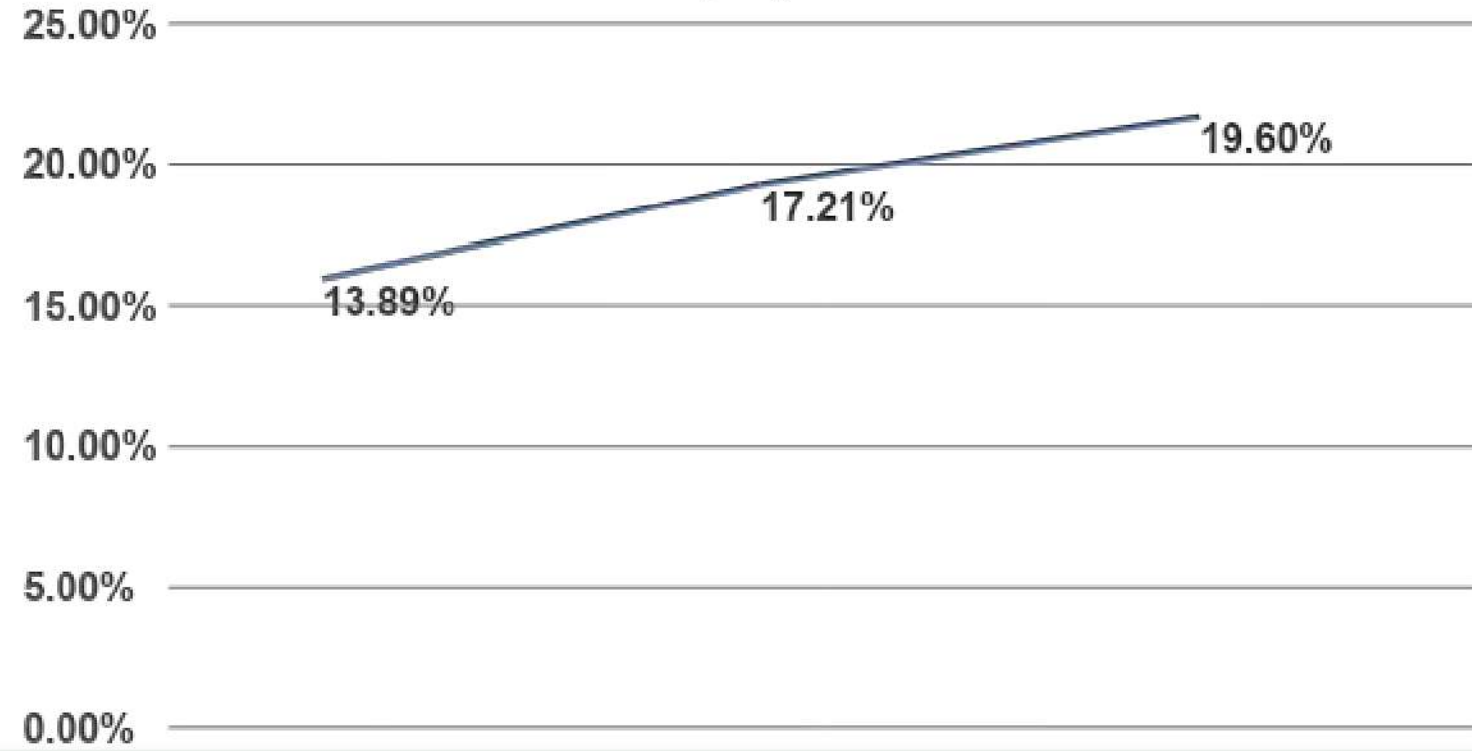
## Consolidated Performance



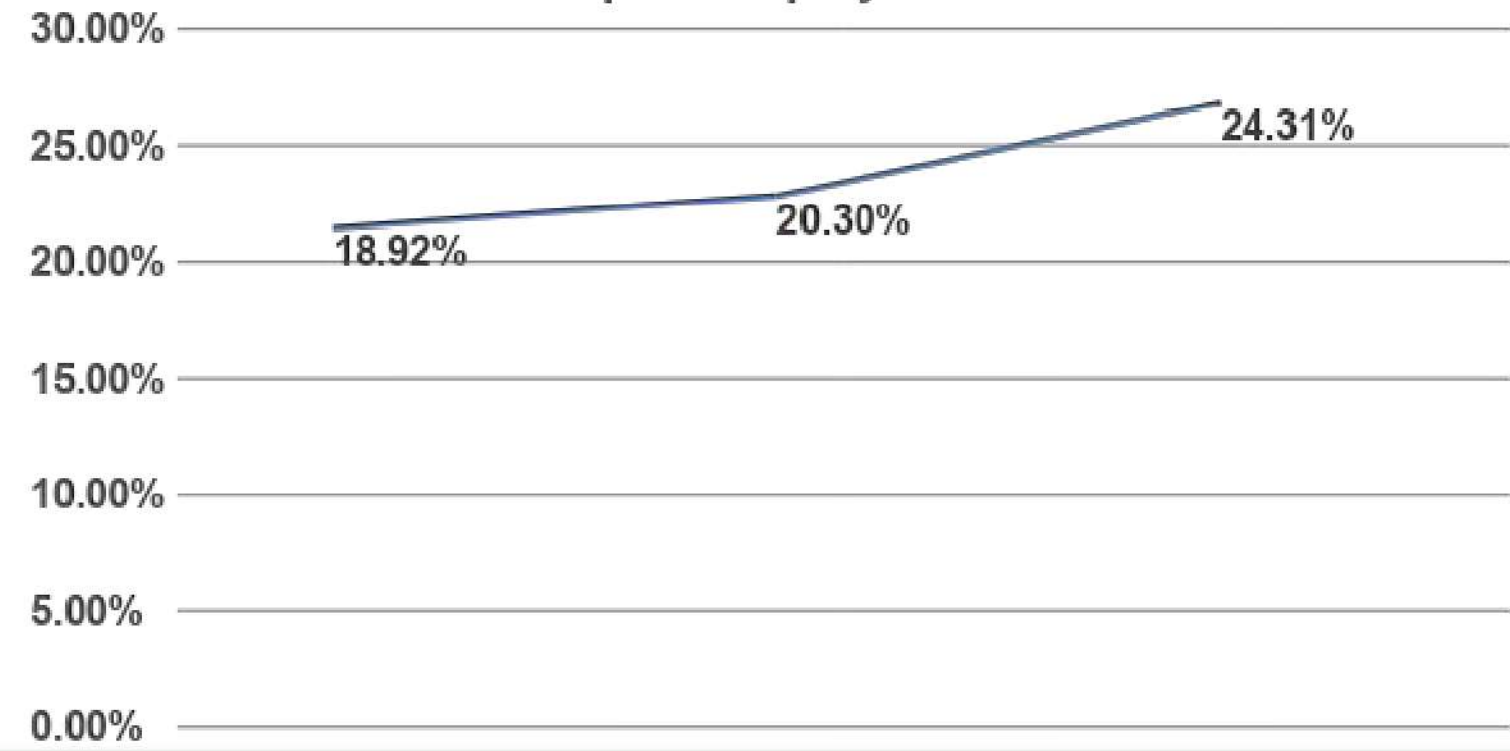
# RETURNS TO SHAREHOLDERS

## Standalone Performance

### Return on Equity - Standalone

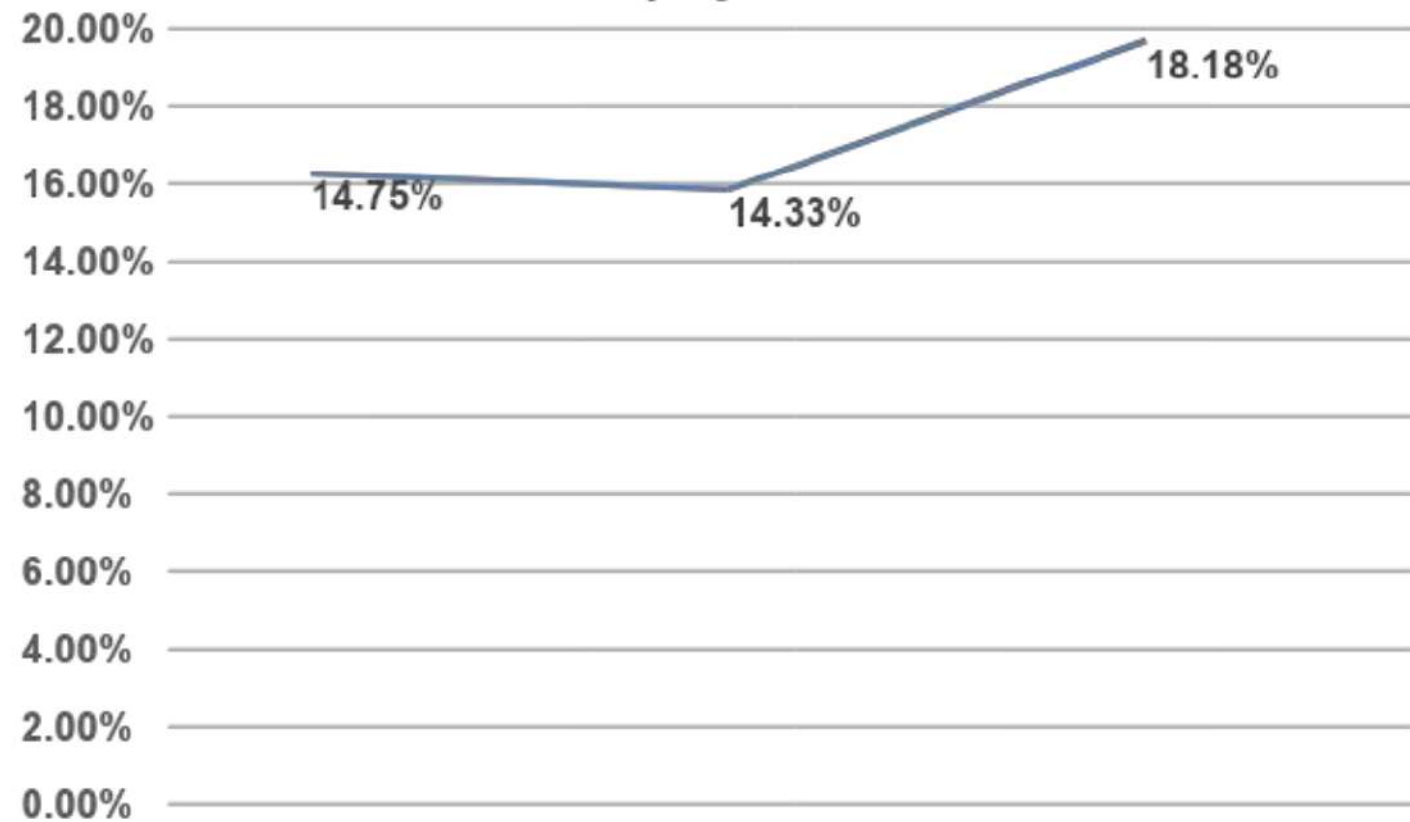


### Return on Capital Employed - Standalone

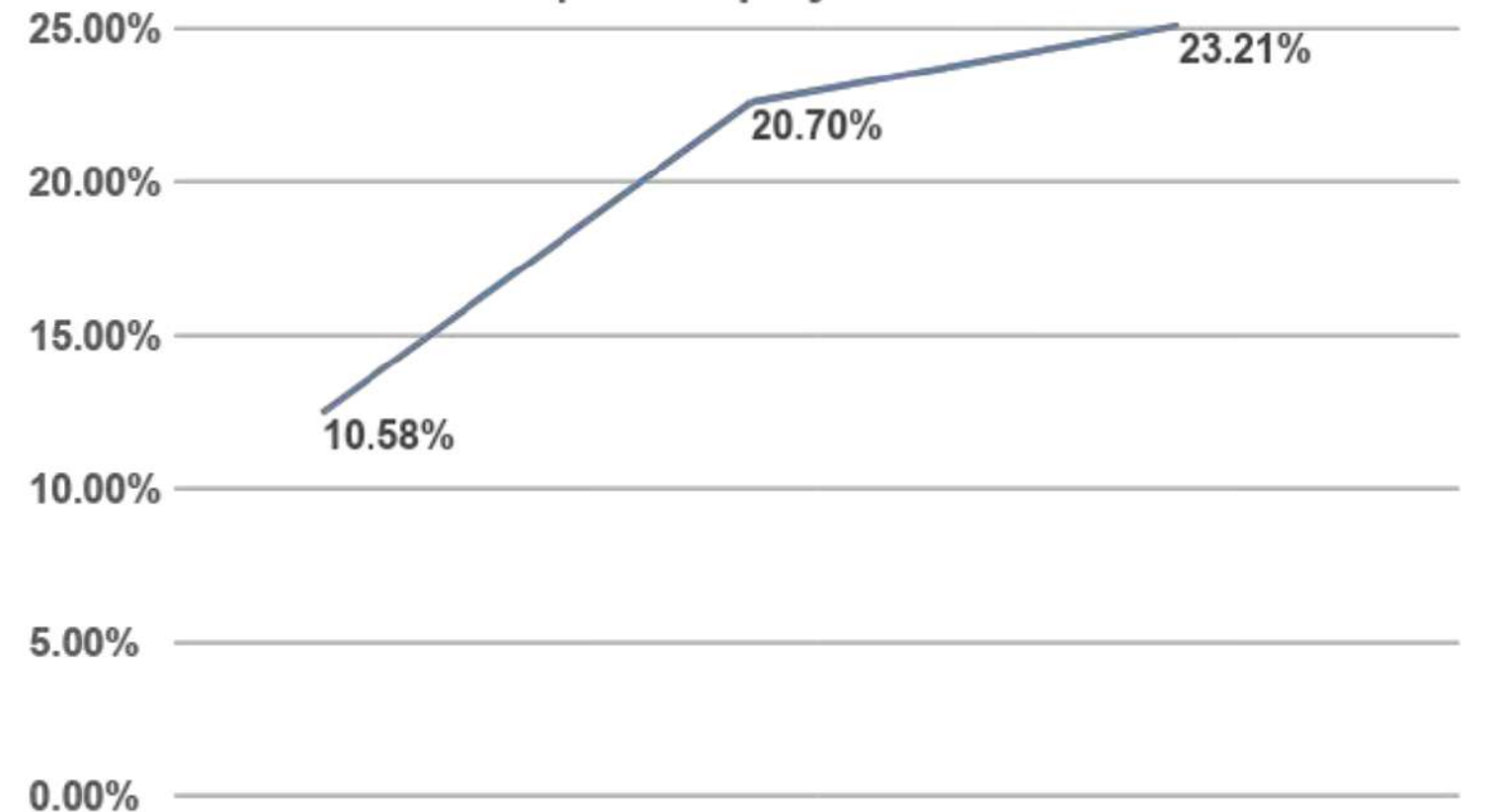


## Consolidated Performance

### Return on Equity - Consolidated



### Return on Capital Employed - Consolidated



# BUSINESS POSITION AND PATH AHEAD

Order on Hand		
Sr. No	Division	Amt. (Rs. In Cr.)
<b>1</b>	<b>EPC Orders</b>	
1.1	Execution and Distribution	78
1.2	Supply	100
<b>2</b>	<b>Manufacturing</b>	
2.1	ERS	18
2.2	ACS and OPGW	33
2.3	Stringing Tools	11
<b>3</b>	<b>Overseas</b>	<b>2</b>
<b>4</b>	<b>Green Hydrogen</b>	<b>8.50</b>
<b>5</b>	<b>Total</b>	<b>250.5</b>

12+

Years of Experience

60+

Customers

200+

Total Projects Served

Contact Us

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SG Highway, Ahmedabad – 380054

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