

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

November 12, 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 and half year ended September 30, 2024. The above information is also being made available on the Company's website at 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

Vivek Gupta
Managing Director
DIN: 00035916

Encl : as above



**Delton Cables Ltd
Investor Presentation
November 2024**

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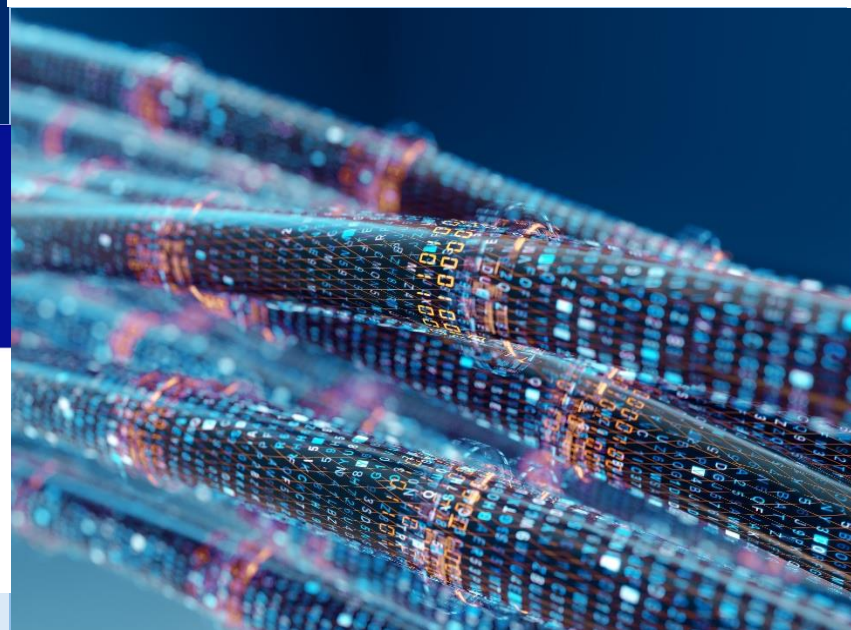
[Key Strengths](#)



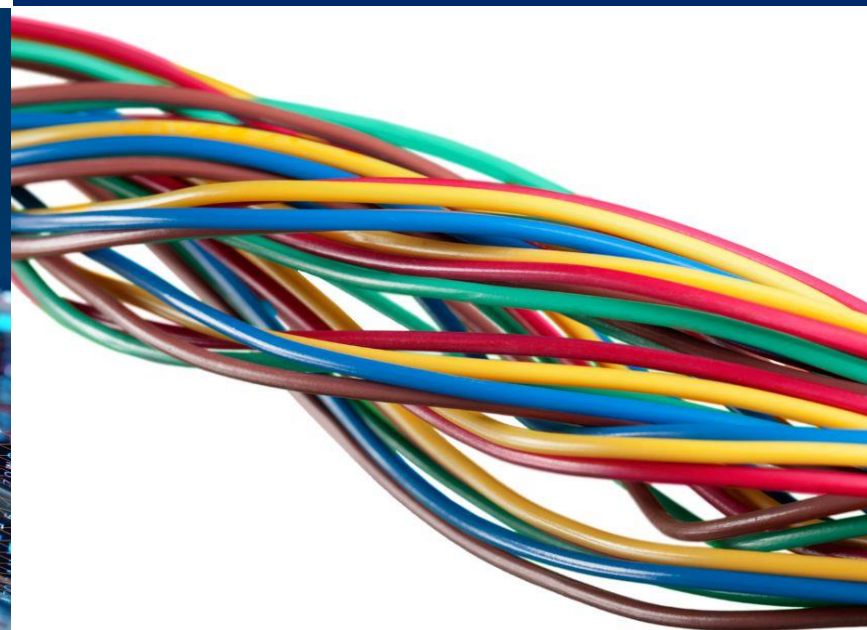
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About Us

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

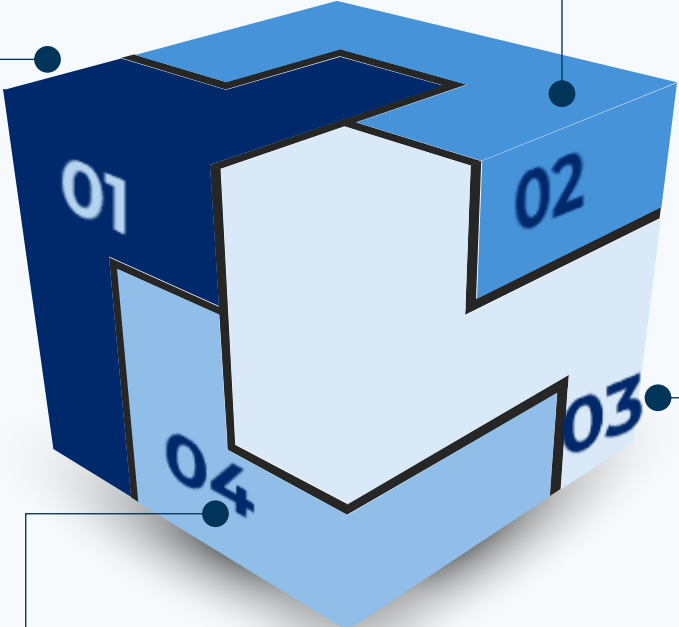


Focused, growth-oriented, niche market

- 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



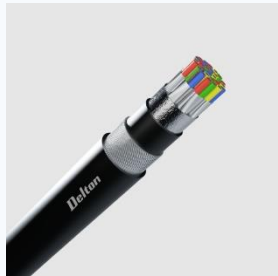
A Leading Low Voltage player

EPC CABLES :

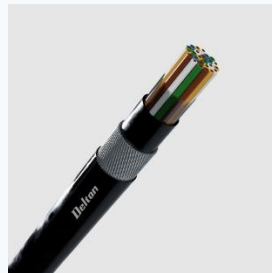
Catering to the top EPC contractors in India.



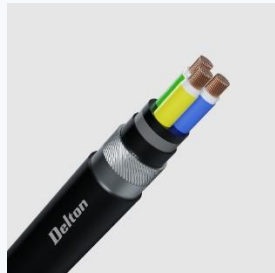
Industrial Braided Instrumentation Cables



Individual Shielded Instrumentation Cables



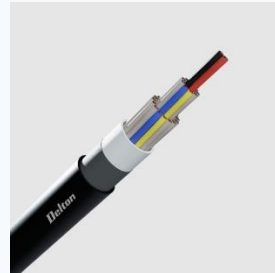
Overall Shielded Cables



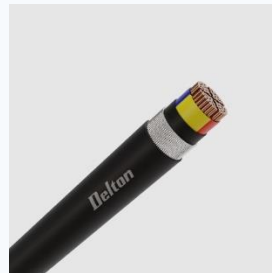
Control Cables

RAILWAY CABLES :

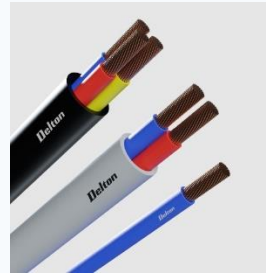
Catering to the rapidly growing Railway & Metro network of India



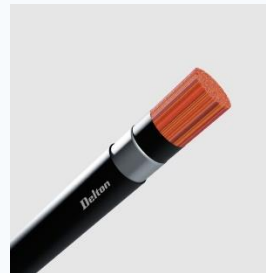
Underground Signaling Cables



Power Cables



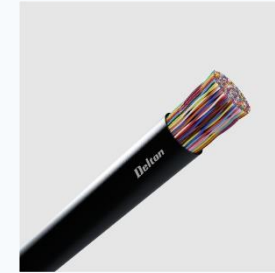
Railway Quad Cables



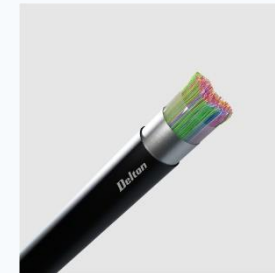
Underground PIJF Telephone Cables

TELECOM CABLES :

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



Telephone Cables



Jelly Filled Cables



Optic Fiber 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

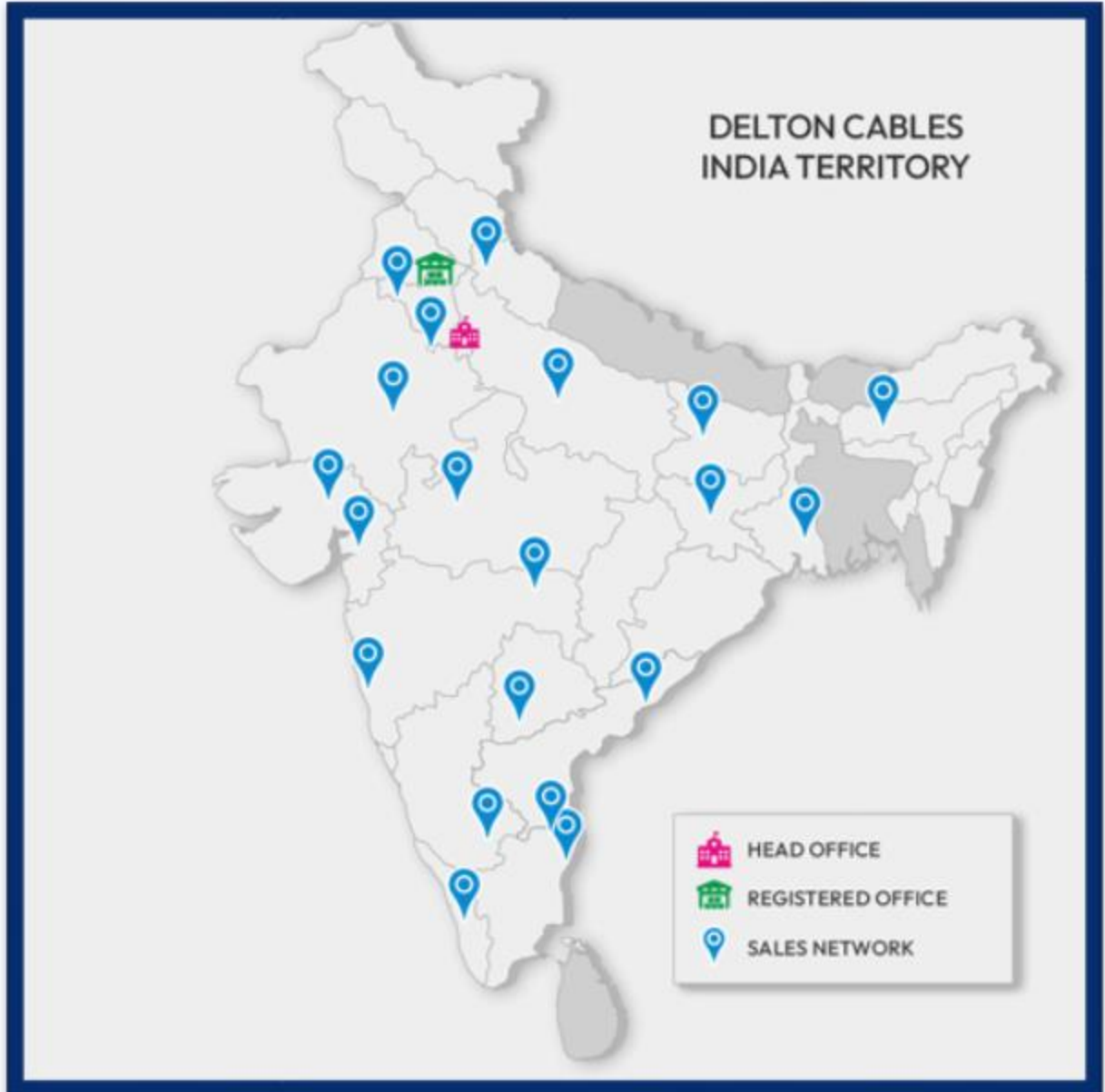
Connected Network, Limitless Customers



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



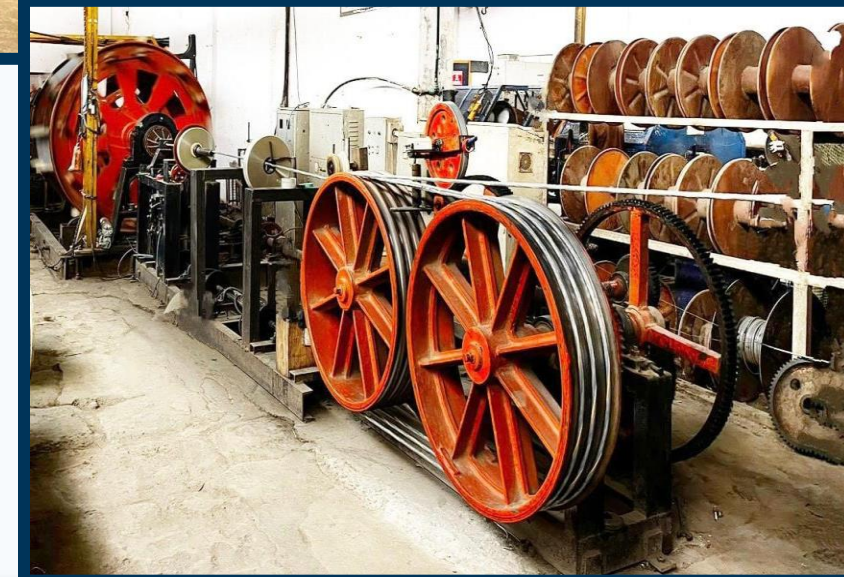
The Powerhouse of Product Categories



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



We Connect We Protect



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



Delton's Efforts
Bringing Equilibrium

Internal Factors

External Factors

Resulting into

- Revenue Growth
- Margins Expansion
- Efficient Capital Allocation

Enabling

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

Private Sector Capex

- Higher GDP growth bolstering Private Sector Capex spends

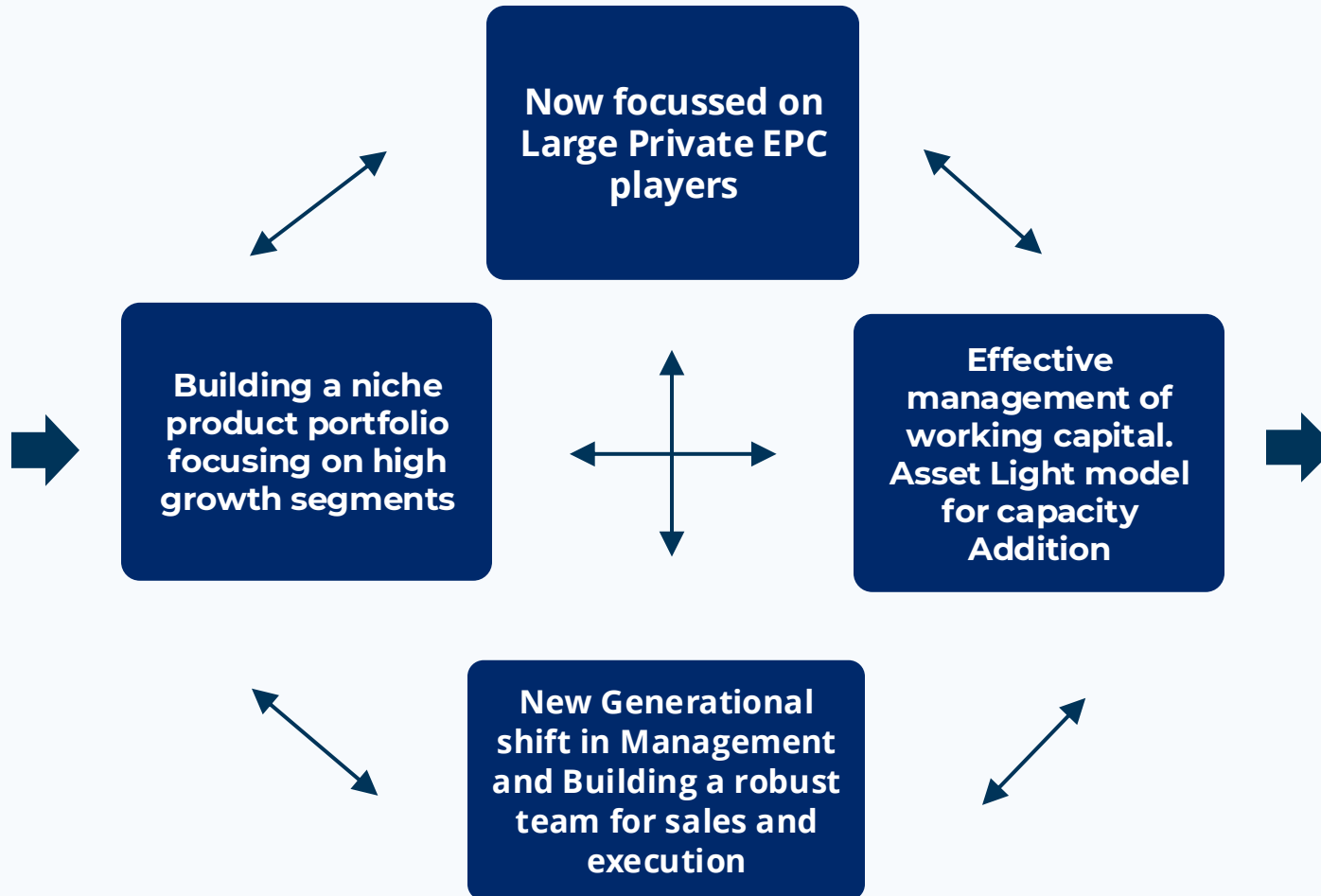
Dynamic Trends

- 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

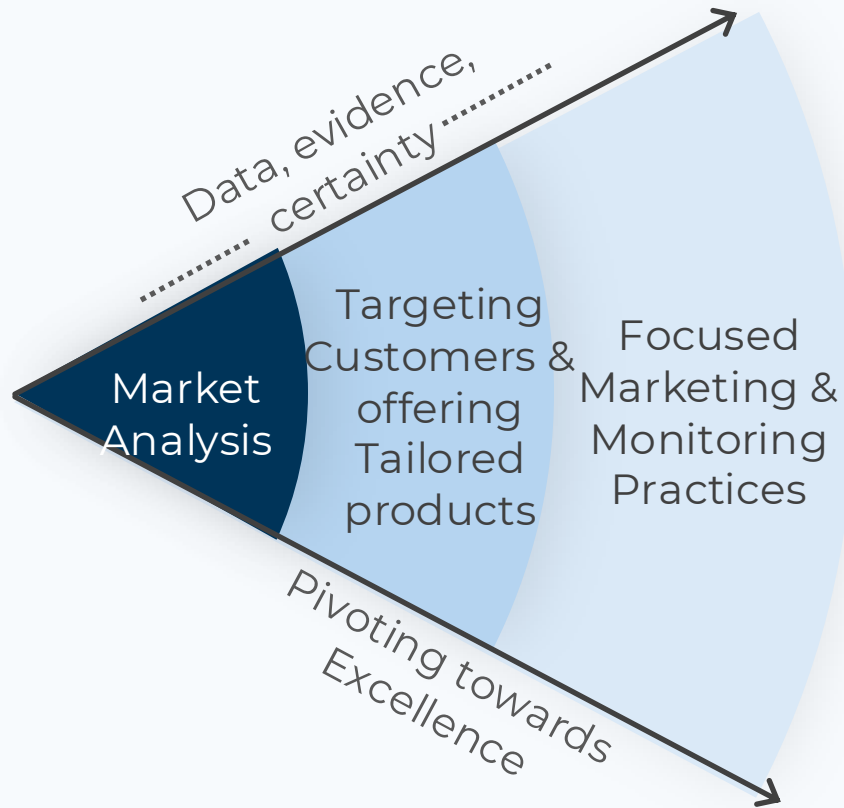
Key Growth Metrics : Revenue & Profitability



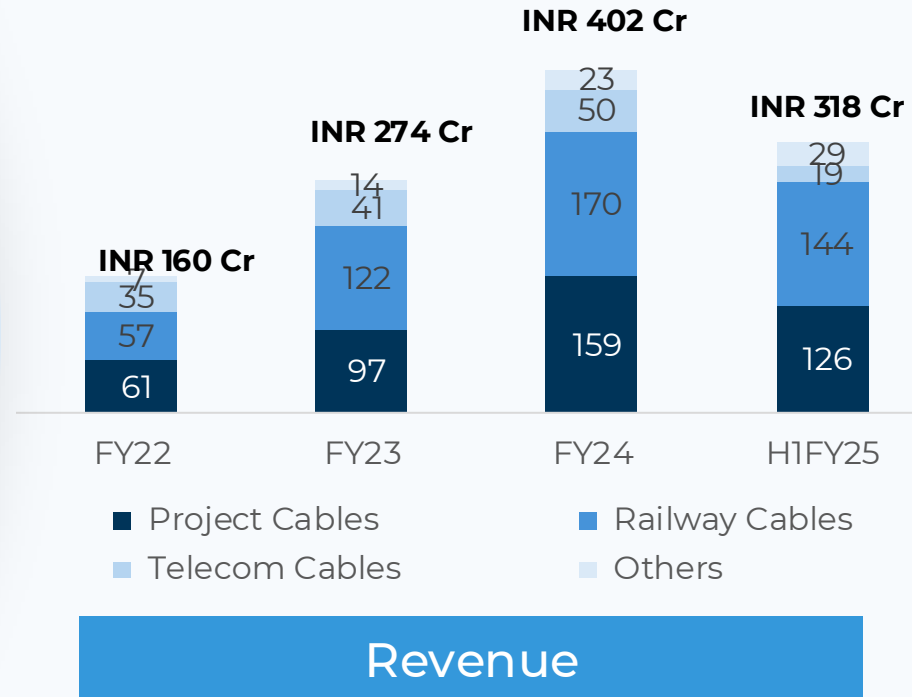
We Connect We Protect



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

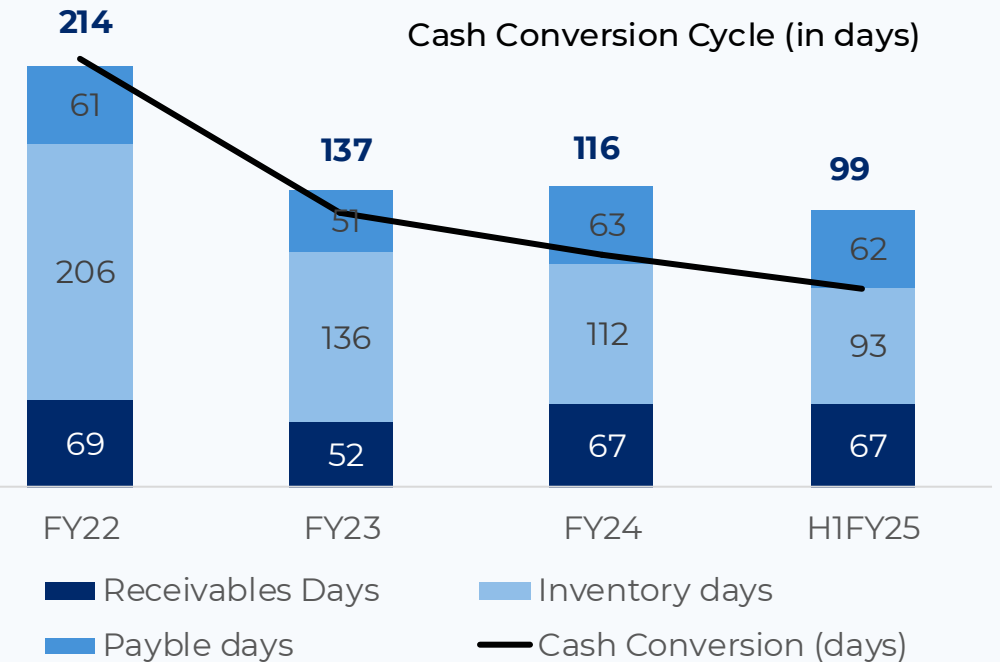
Reducing Focus on public sector clients and focus on High rated EPC players. Direct Sales to customers.

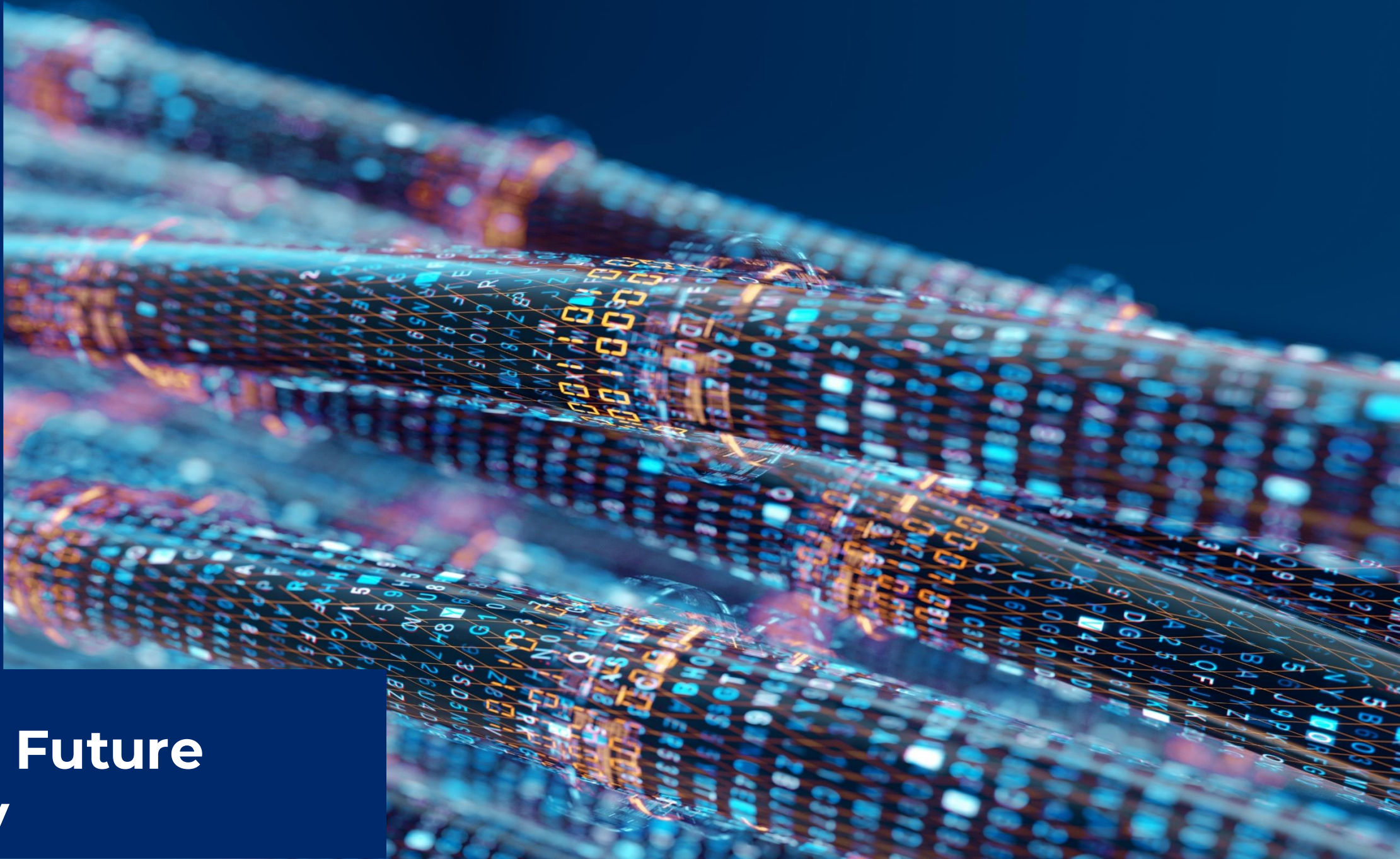
03 Working capital

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; 116 days as on H1FY25

Cash Conversion cycle improved to 116 days from 214 days in FY22; 99 days as on H1FY25



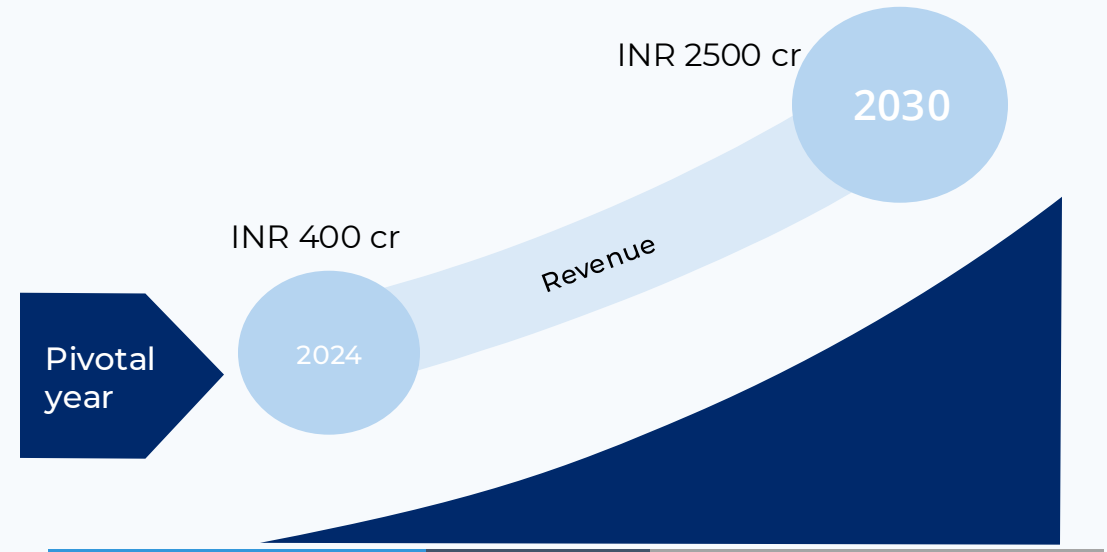
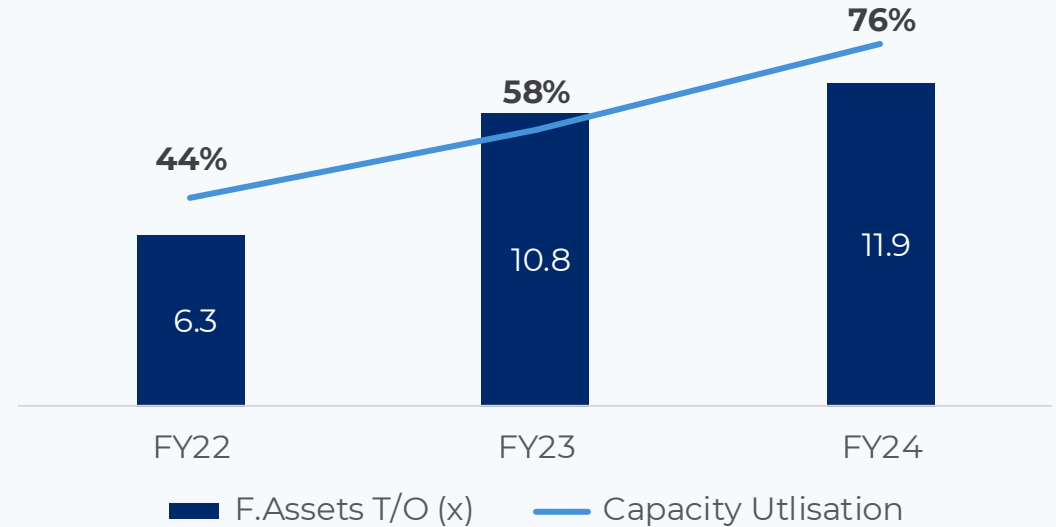
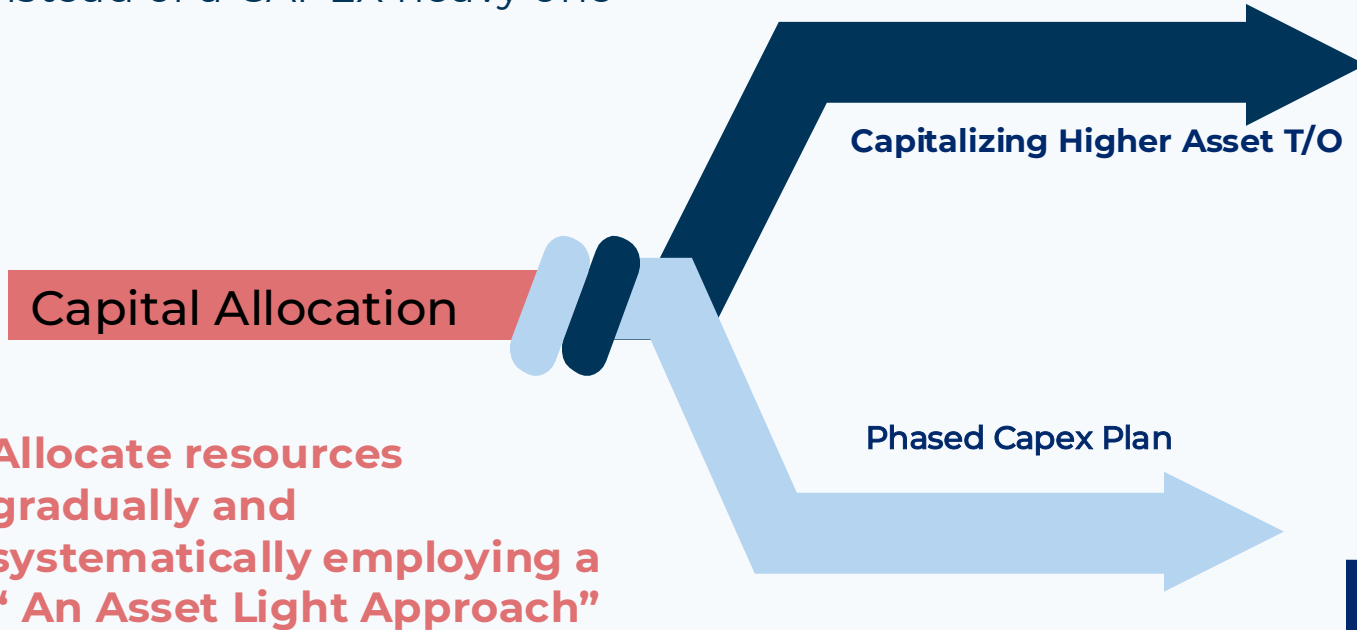


**Being Future
Ready**

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

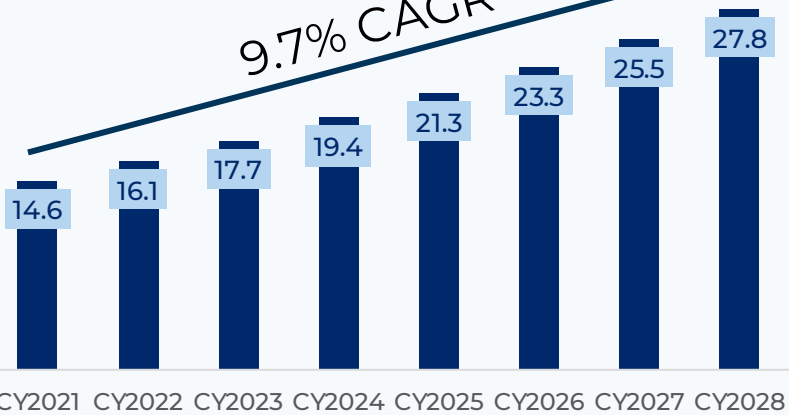


Future Growth : Unlocking Potential



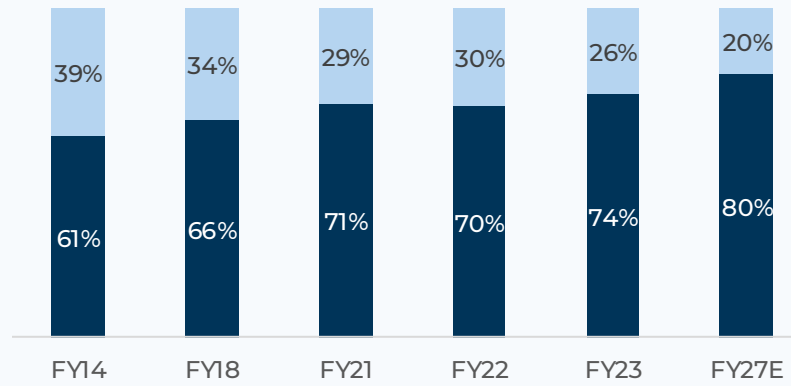
Market Size (USD Bn)

9.7% CAGR



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

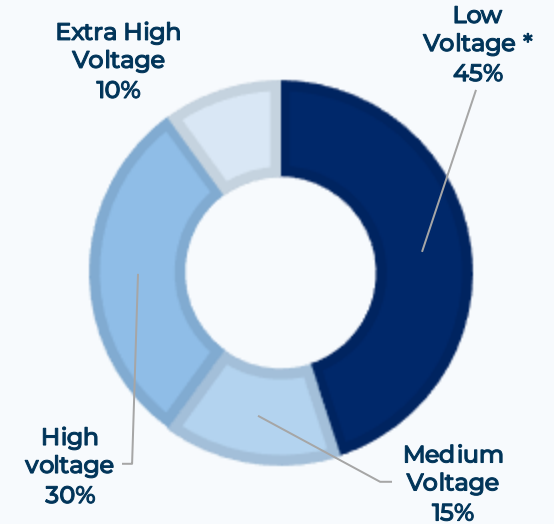
Branded Vs Unbranded



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.

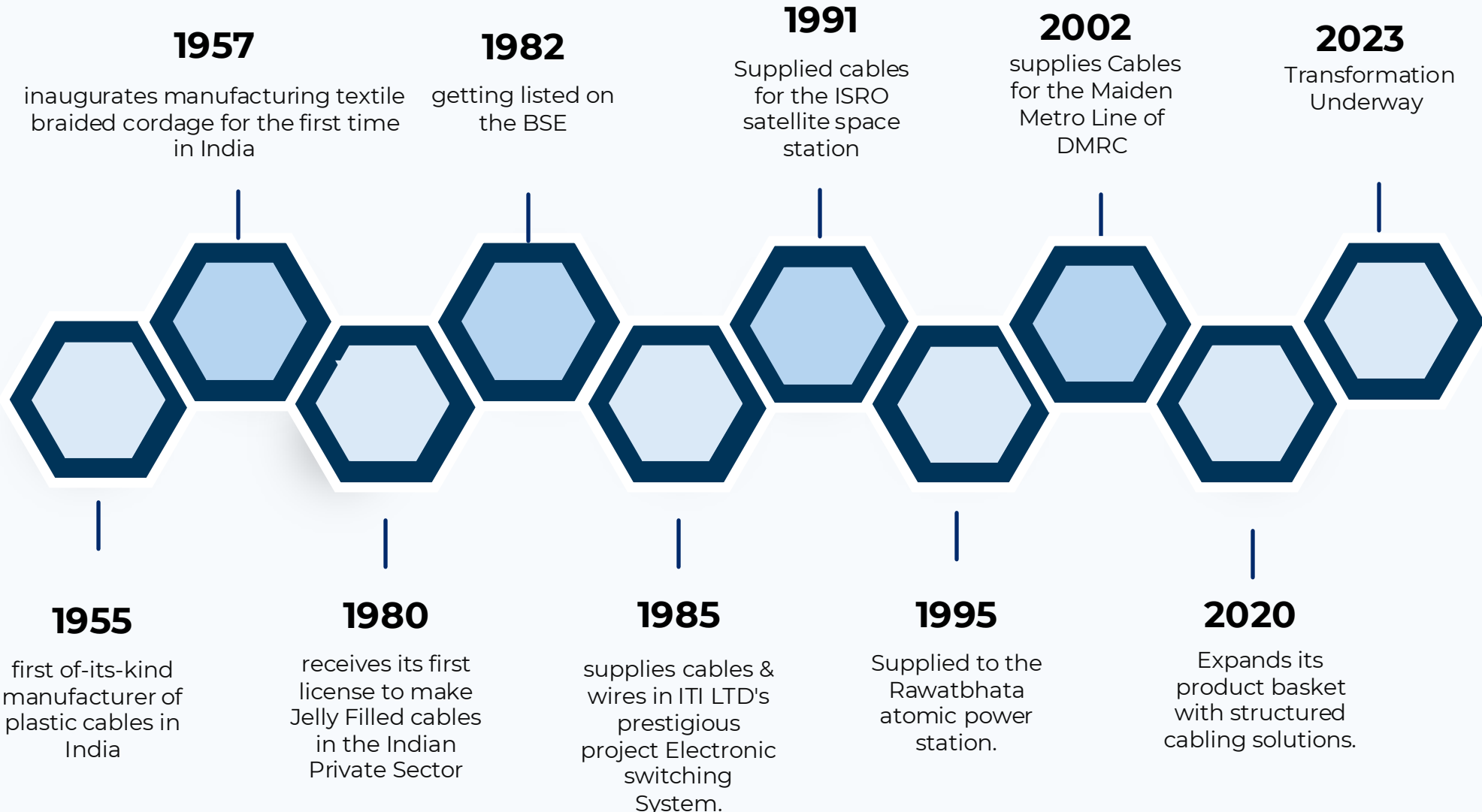
A worker wearing a red hard hat and orange safety gloves is seen from behind, holding two thick black cables that are emitting a bright blue and white electrical spark. The worker is wearing a dark blue long-sleeved shirt. The background is a dramatic night scene with a city skyline, blurred lights, and rain falling. A bright lightning bolt strikes the top of the frame, illuminating the scene. The overall atmosphere is one of high energy and industrial activity.

Corporate Information

Traversing the Rich Tapestry of Delton's History



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Board Members



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Name	Designation	Description
Vijender Kumar Gupta	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.
Vivek Gupta	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.
Shalini Gupta	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.
Shashi Kumar Sharma	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
Amit Ramani	Non-Executive Independent Director	Amit Ramani is the Founder & CEO of Awfis Space Solutions which is India's largest shared workspace company with 40,000 seats across 75 centres in 11 cities in India. He holds a Bachelor's degree in architecture from School of Planning and Architecture, New Delhi, a master's degree in architecture from Kansas State University, USA and a master's degree in science from Cornell University, USA. He has about 20 years of experience in the field of real estate and workplace solutions.
Atul Aggarwal	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.
Abhishek Poddar	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.
Gagan Sinha	Non-Executive Independent Director	He is a co-founder of VIGA Trade Solutions Pvt. Ltd. He is also a secretary General of Foundation EMDA South Asia. He has over 30 years of experience in international trade and business developments, supply chain management and liaisoning with governmental & nongovernmental authorities in the Energy Sector.



Quarterly & Financials

Key Highlights- Q2 & H1FY25

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- ❑ Delton Cables reported yet another exemplary performance for the second quarter and the first half of FY2025.
- ❑ Delton reported a strong 94% Y-o-Y revenue growth for Q2 FY 25. Q2 revenue at ₹ 1752.89 million grew 22% Q-o-Q.
- ❑ For the first half of the year, revenue at ₹ 3191.3 million grew by an impressive 99%.
- ❑ Revenue from EPC segment, railways, and telecom / other segments contributed 44%, 46% and 10%, respectively during the Q2; and 40%, 45% and 15% for H1 respectively.
- ❑ Q2 FY25 EBITDA at ₹ 104.3 million increased by 26.9% Y-o-Y and 5.2% QoQ. EBITDA for H1 at ₹ 203.6 million grew by 50.9%. EBITDA margins for Q2 were at 6%; and for H1 were at 6.4%.
- ❑ PAT for Q2 FY25 at ₹ 84.9 million grew by a sharp 155% Y-o-Y and by 181% Q-o-Q. PAT for H1 at ₹ 115.1 million grew by 150% Y-o-Y.
- ❑ The current total order book as on September 30, 2024 stands at ₹ 2750 million.
- ❑ The board has approved setting up of an additional capacity (Plant III), at an Investment of ₹ 100 million. The proposed capacity expansion will cater to the emerging telecom sector.

Result Analysis- H1FY25

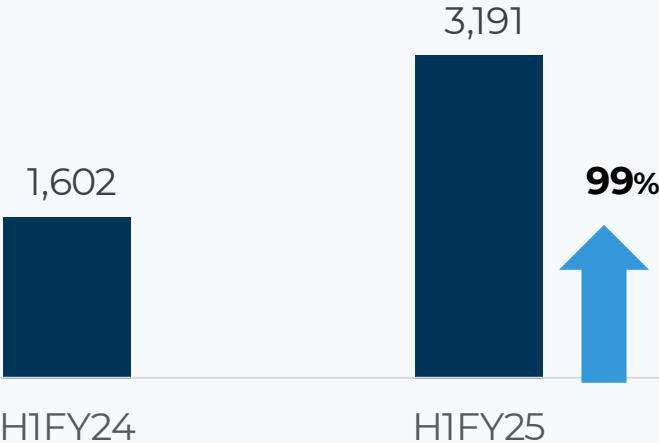


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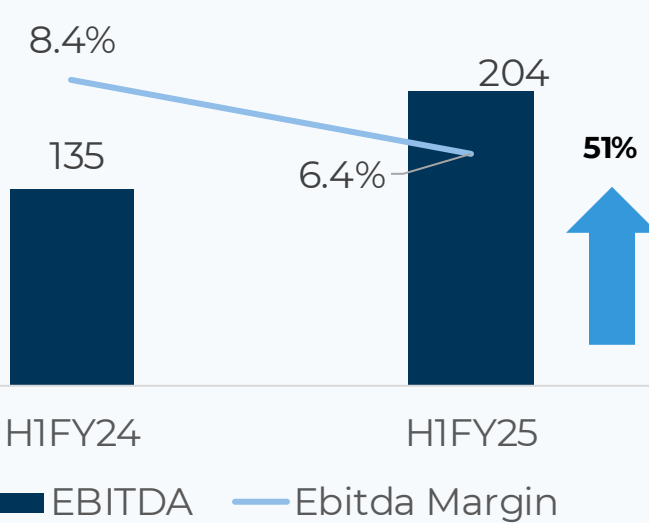
INR Million



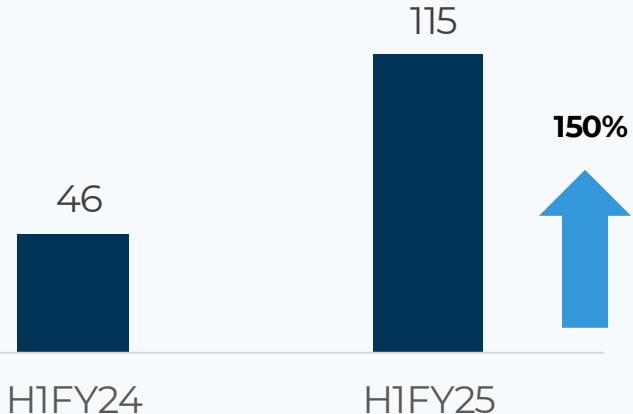
Revenue



EBITDA & EBITDA Margin (%)



PAT



Result Analysis- Q2FY25

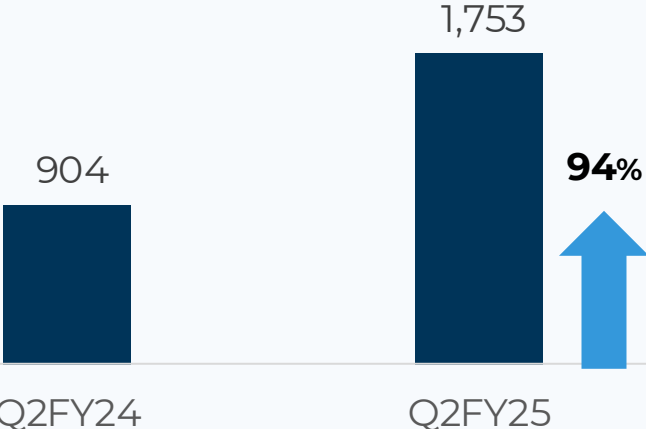


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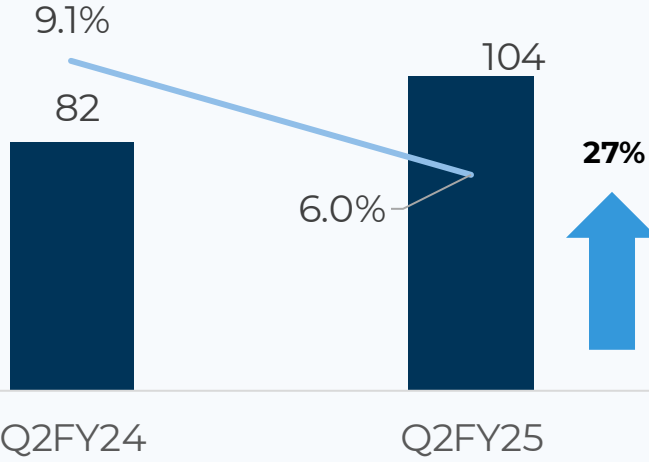
INR Million



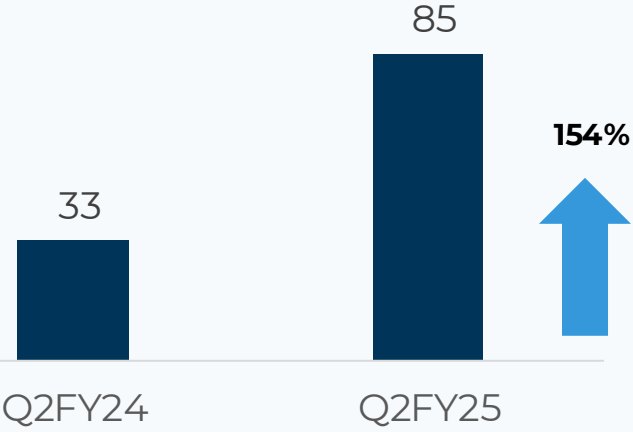
Revenue



EBITDA & EBITDA Margin (%)



PAT




■ EBITDA — Ebitda Margin

Profit & Loss Statement- Q2 & H1 FY25



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INR Million



Particulars	Q2FY25	Q2FY24	YoY	H1FY25	H1FY24	YoY
Total income from Operations	1752.9	903.6	94.0%	3191.3	1602.0	99.2%
Cost of Materials Consumed	1437.0	694.6	106.9%	2610.2	1245.0	109.7%
Manufacturing Expenses	82.7	41.6	99.1%	144.3	73.6	96.1%
Employee Benefits Expense	96.6	57.5	67.9%	169.0	103.5	63.2%
Other Expenses	32.2	27.6	16.6%	64.1	45.0	42.6%
Total Operative expense	1648.5	821.4	100.7%	2987.7	1467.1	103.6%
EBITDA	104.3	82.2	26.9%	203.6	134.9	50.9%
Finance Costs	64.3	46.1	39.5%	116.4	80.2	45.2%
Depreciation & Amortisation	9.1	3.1	190.9%	14.8	6.2	141.0%
PBT	30.9	33.0	-6.3%	72.3	48.6	48.9%
Exceptional	102.9	0.0		102.9	0.0	
Tax	49.0	-0.4	N.A	60.2	2.5	N.A
PAT	84.9	33.4	154.3%	115.1	46.1	149.7%

Balance Sheet

Delton

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Particulars (INR million)	H1 FY25	FY24
Fixed Assets	406.8	176.3
Other Assets	136.3	169.9
Sub-Total Non Current Assets	543.1	346.2
Inventories	1388.0	1157.0
Trade Receivables	1281.3	957.6
Cash & Cash Equivalents	122.0	84.8
Other current Assets *	128.3	126.8
Sub- Total Current Assets	2919.6	2326.2
Total Assets	3462.7	2672.4
Share Capital	86.4	86.4
Other Equity	742.3	627.0
Total Equity	828.7	713.4
Borrowings	1353.1	1131.4
Other Liabilities	137.4	13.2
Current Liabilities *	1143.5	814.4
Total Liabilities	3462.7	2672.4

Financials At A glance

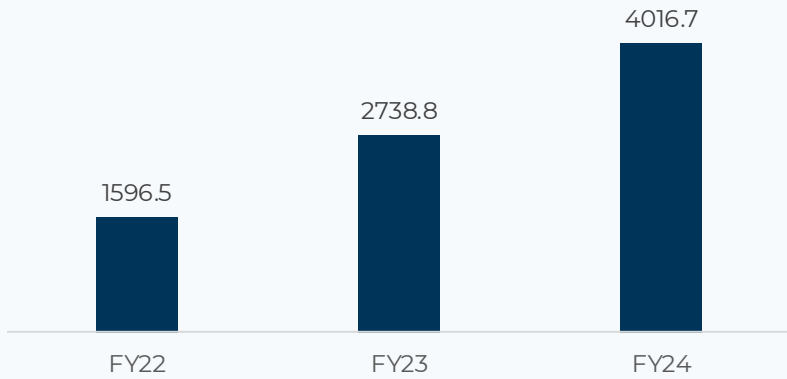


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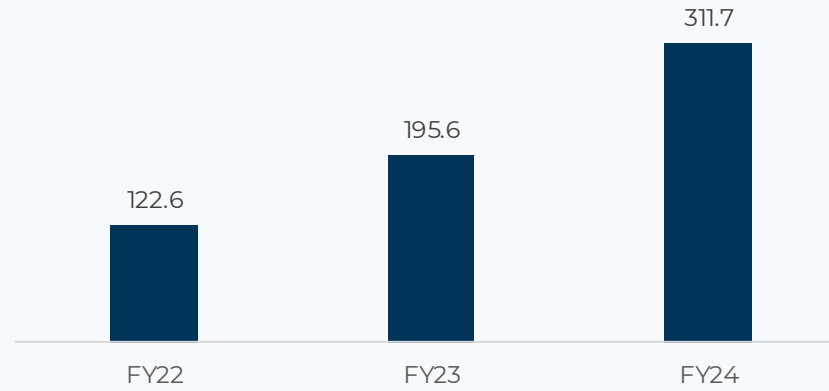
INR Million



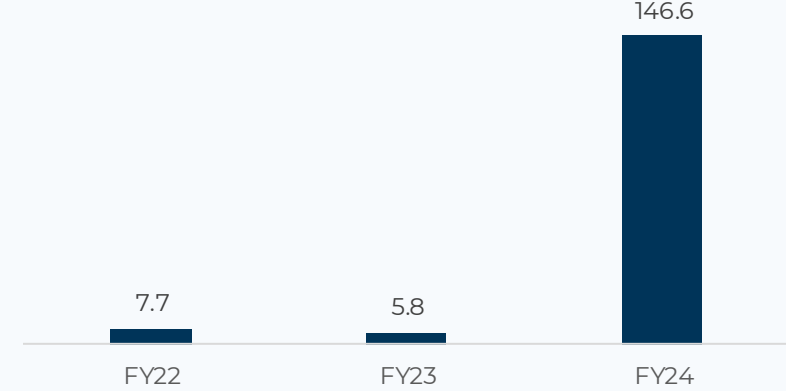
Revenue



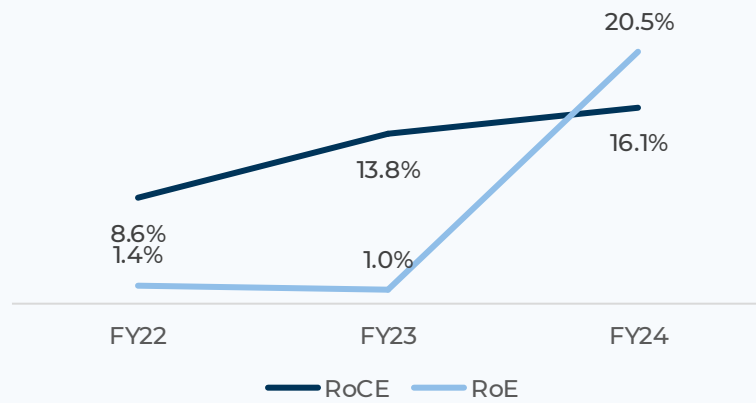
EBITDA



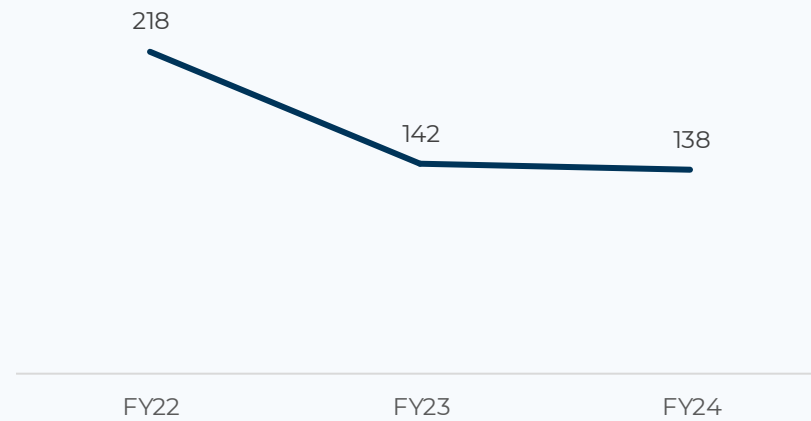
Pat



Return Ratios



W.Cap days





Mehul Mehta
Director



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Contact Details: +91 98202 80325