

16<sup>th</sup> November, 2022

To,  
The Secretary,  
Listing Department  
BSE Limited (SME)  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort, Mumbai - 400001.  
Maharashtra, India.

**Scrip Code: 543615**  
**Trading Symbol: SRSOLTD**

Dear Madam/Sir(s),

**Subject: Submission of Investor Presentation to be made to Analysts/Investors**

Please find enclosed herewith the investor presentation to be made to Analysts/Investors on the Financial Results of Silicon Rental solutions Limited for the Half Year ended September 30<sup>th</sup>, 2022.

This presentation is being submitted in compliance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, as amended.

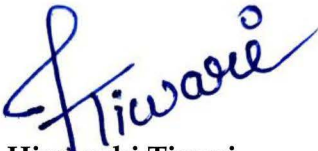
The same is also being made available on the Company's website [www.silicongroup1.com](http://www.silicongroup1.com).

You are kindly requested to take the same on record and oblige.

Thanking you

Yours faithfully,

**For Silicon Rental Solutions Limited**



**Himanshi Tiwari**  
**Company Secretary & Compliance Officer**  
**M. No. A65997**



**Silicon**  
Rental Solutions Ltd.

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INVESTOR PRESENTATION

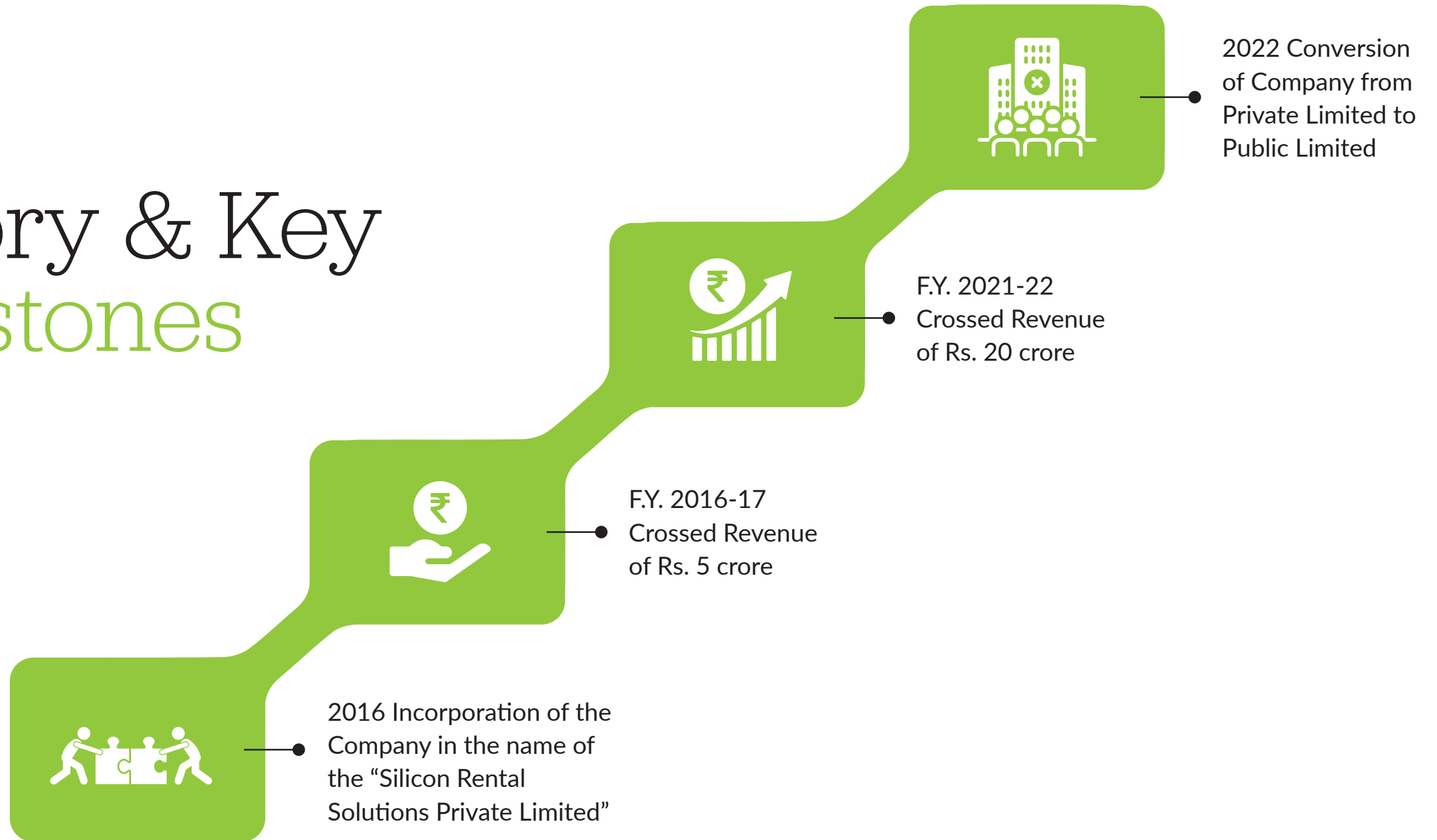


# About the Company

- The Company incorporated in 2016 is a leading IT Equipment outsourcing company,
- The Company has its Registered office in Mumbai and Branch offices at Pune, New Delhi & Kolkata
- The Company is engaged in providing end to end IT equipment like laptops, desktops, printers, servers and other peripherals like CCTV cameras, projectors, storage devices etc. on a rental and returnable basis.
- The Company also offers complete networking project solutions with Cat 6E Cabling, Server setup, firewalls, CCTV etc



# History & Key Milestones



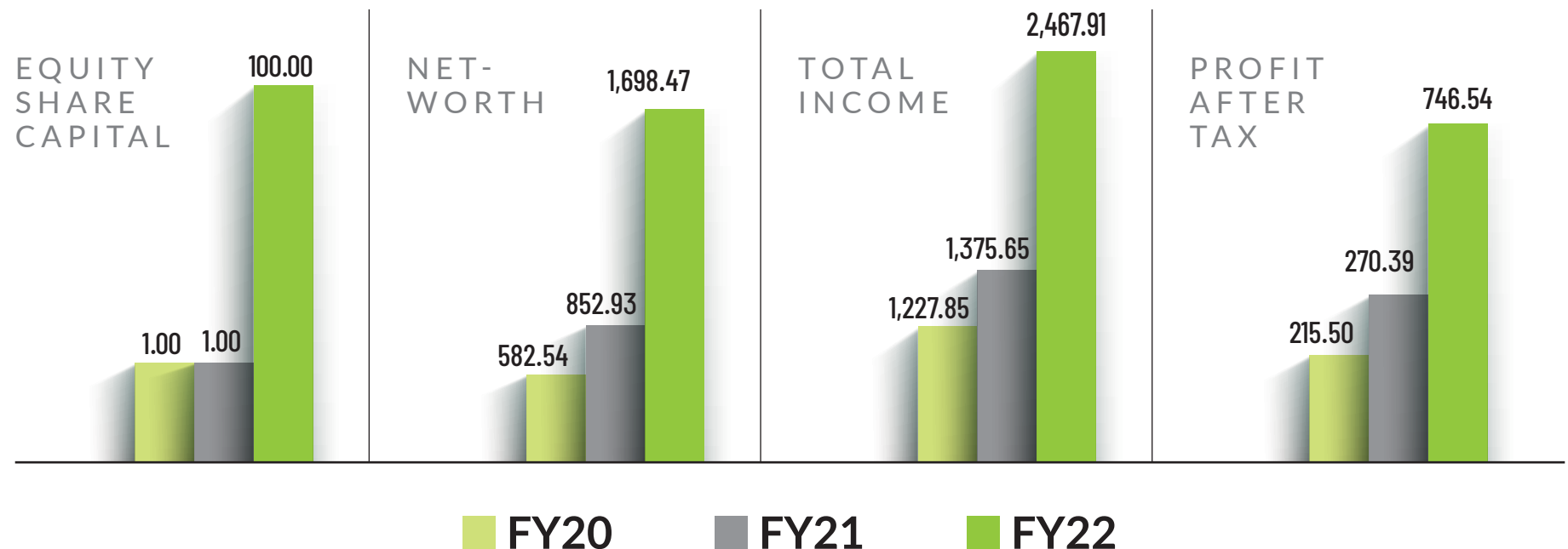
# Historical Financial Analysis

## MAJOR CLIENTELE



- Served 275+ customers, across different business sectors
- In FY 2022, revenue generated from rental services and sale of used IT equipments represented 92.81% & 7.19% respectively
- The Company has posted 99% revenue growth in FY 22 v/s FY 21.
- In FY 22 the Company has posted a PAT of Rs. 7.46 cr which was 176% higher v/s FY 21

## SUMMARY OF FINANCIAL INFORMATION (RS. IN LACS)



## STATEWISE CONTRIBUTION TO REVENUE



# Competitive Strengths

## 1. Wide range of offerings with capability to provide customized and integrated IT Solutions

- i) Cost effective & integrated offerings
- ii) Broad range of high ended & latest models products including laptops, desktops, printers, servers etc. including used IT equipments
- iii) Availability of all major brands like HP, Dell, Lenovo, Apple, Asus, Intel, AMD, Gigabyte, Sonicwall, Dlink, Cisco
- iv) Flexible Tailor-made rental schemes as per Customer requirements to acquire the requisite equipment

## 2. Wide presence in domestic Market with diverse base of customers

- i) Serving clients across various industries & sectors including the logistics solutions, BPO, pharmaceuticals, e-commerce, education, IT, insurance, research, media & entertainment, etc.
- ii) In F.Y. 22, served over 275+ clients in India located at over 16 states and 3 Union Territories of India.

## 3. Experienced management & operational team

- i) Qualified and experienced management having experience in different aspects of IT hardware industry
- ii) Right Personnel recruitment and training initiatives help drive employee loyalty, retention and quality assurance

## 4. Strong relationship with customers

- i) Customized offerings to customers as per their specifications & requirements,
- ii) Track record of consistent delivery of quality and cost-effective services over the years.
- iii) Support maximization of productivity without compromising on the IT budget



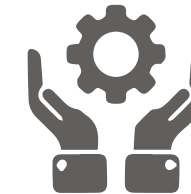
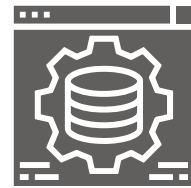


ANALYSING  
THE CUSTOMER  
REQUIREMENTS



DELIVERY OR  
INSTALLATION OF  
THE EQUIPMENT

DESIGNING  
THE IT  
HARDWARE  
SOLUTION



SERVICE &  
SUPPORT

CUSTOMER  
APPROVAL  
& AGREEMENT  
SIGNING



INVOICING &  
PAYMENT

# Customer Acquisition Process Flow





# Advantages of Renting V/s Owning

- Easy upgradation at minimum cost
- Protection against technology obsolescence
- Wide choice of assets
- Minimum downtime
- Saves capex
- No inhouse resource for maintenance

The equipment rental software market size is expected to grow from \$266.78 Million in 2021 to \$430.61 Million by 2028; it is estimated to grow at a CAGR of 7.1% during 2021-2028.



# Growth Strategies

## 1. Continue to expand customer base

- i) Focus on maintaining long standing relationship with existing customers
- ii) Focus on the expansion of the customer base

## 2. Continue to focus on expanding presence in the Tier 2 and Tier 3 cities

- i) Large & small corporate house have started expanding their businesses in these cities
- ii) Leverage expertise to offeri customized services in various Tier 1, Tier 2 & Tier 3 cities in India
- iii) Build capabilities across semi-urban markets in India to cater to the growing demands for IT renting services in these markets driven by the growth in these areaseconomic development in the tier 2 and tier 3 cities, large

## 3. Continue to focus on emerging technologies

- i) Regularly track new, latest technologies and market trends in the IT market.
- ii) Upgradation of existing equipments to better serve our clients

## 4. Optimal Utilization of Resources

- i) Constantly endeavor to improve technical process to increase service activities

## 5. Marketing Strategies:

- i) Focus on providing one stop solution for all IT hardware needs
- ii) Focus on requirement of Customers
- iii) Emphasizing on Services with value addition
- iv) Continuous update of Systems and solutions offered
- v) Timely service and support to gain customer confidence

# Leadership



## **SANJAY HARISH MOTIANI**

aged 53 years, is the Promoter, Chairman and Managing Director.

- He has completed diploma in Electronics Engineering (I.T.) from Board of Technical Examination, Maharashtra in 1989.
- Has work experience of around 28 years in the IT Industry..
- He primarily looks after the overall business operations of the Company including Purchase & Sales.

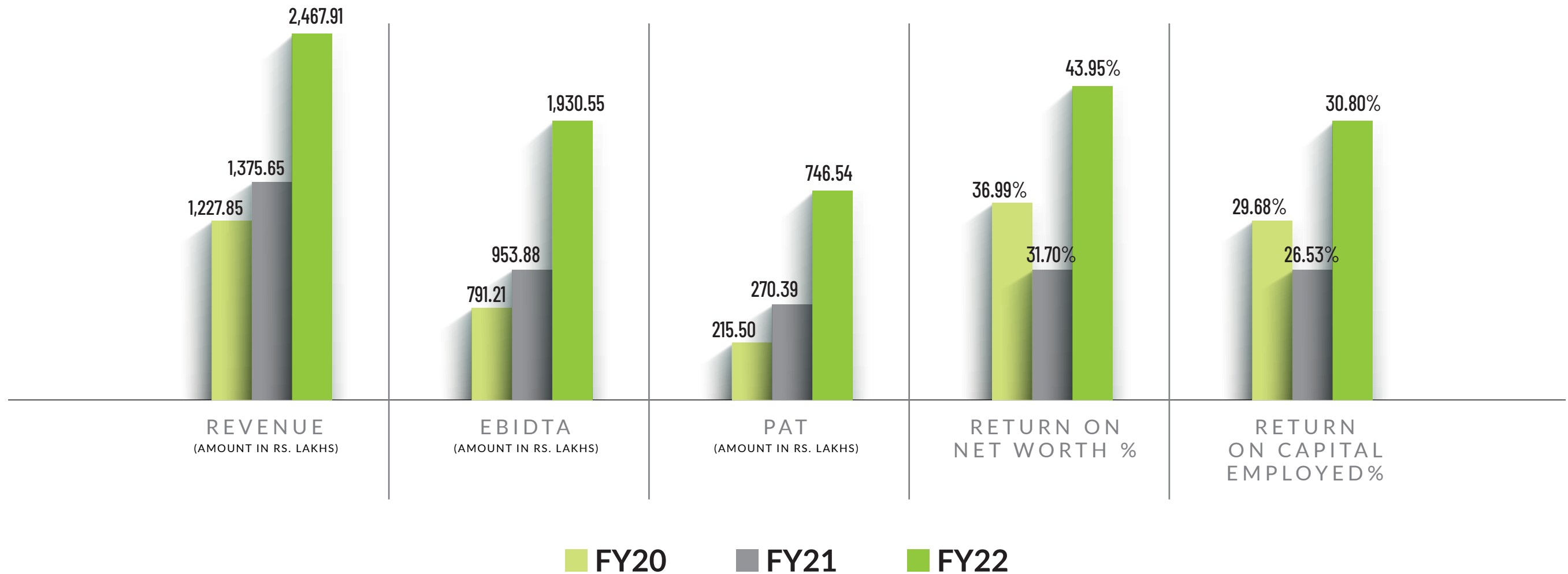


## **KANCHAN SANJAY MOTIANI**

aged 52 years, is the Promoter, Whole Time Director & CFO

- She has completed Master of Science in Microbiology from the University of Bombay in 1993.
- She has an experience of around 28 years in the field of accounting and finance & primarily looks after the accounts and finance function of the Company.

# Financial Overview

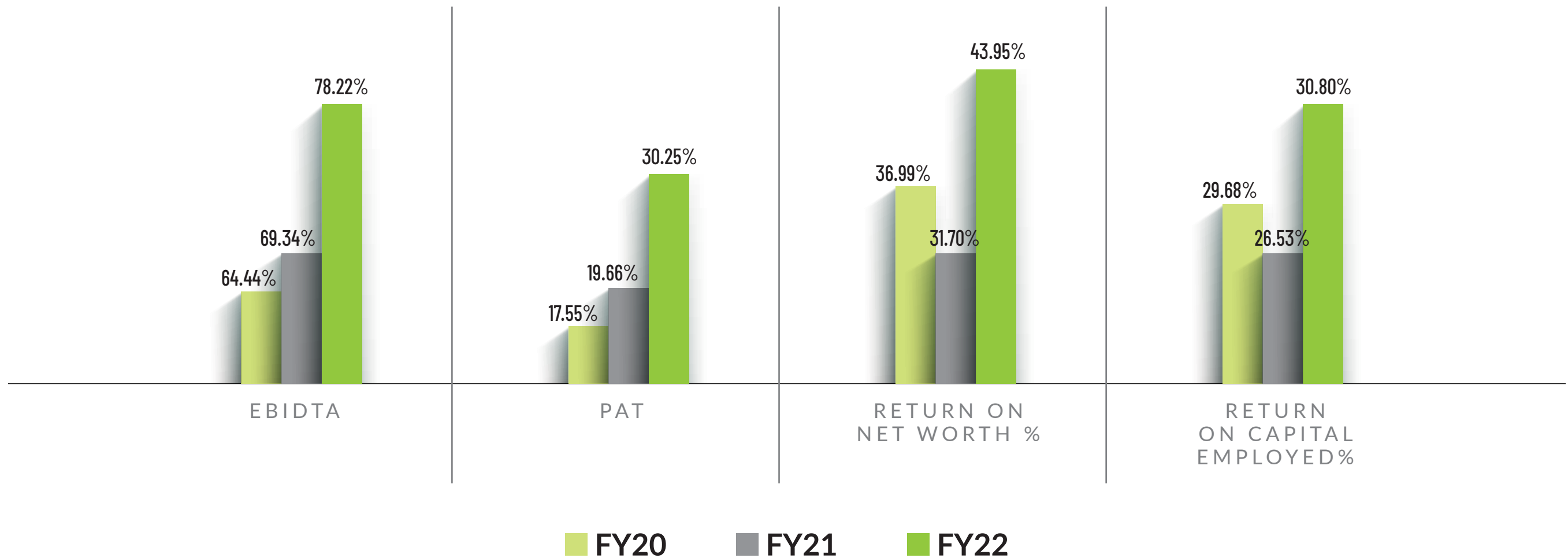


FY20

FY21

FY22

# Financial Overview



# Balance Sheet

(AMOUNT IN RS. LAKHS)

PARTICULARS	For the Year ended on		
	31-03-22	31-03-21	31-03-20
<b>EQUITY AND LIABILITIES</b>			
<b>Shareholders' Funds</b>			
Share Capital	100	1.00	1.00
Reserves & Surplus	1,598.47	851.93	581.54
	<b>1,698.47</b>	<b>852.93</b>	<b>582.54</b>
<b>Share application money pending allotment</b>	-	-	-
<b>Non Current Liabilities</b>			
Long Term Borrowings	1,349.64	519.60	361.77
Deferred Tax Liabilities (Net)	86.05	42.70	37.41
Long Term Provisions	7.91	5.71	4.45
	<b>1,443.60</b>	<b>568.01</b>	<b>403.62</b>
<b>Current Liabilities</b>			
Short Term Borrowings	315.31	28.11	-
Other Current Liabilities	714.24	767.98	647.67
Short Term Provisions	0.78	19.43	128.42
	<b>1,030.33</b>	<b>815.52</b>	<b>776.09</b>
	<b>4,172.40</b>	<b>2,236.45</b>	<b>1,762.25</b>
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
(i) Property, Plant and Equipment	2,629.01	1,427.60	1,090.67
	<b>2,629.01</b>	<b>1,427.60</b>	<b>1,090.67</b>
<b>Current Assets</b>			
Trade Receivables	562.52	456.24	471.02
Cash and Cash equivalents	962.69	342.60	71.55
Short-Term Loans and Advances	18.18	10.00	129.00
	<b>1,543.38</b>	<b>808.84</b>	<b>671.57</b>
	<b>4,172.40</b>	<b>2,236.45</b>	<b>1,762.25</b>

# Profit & Loss

(AMOUNT IN RS. LAKHS)

PARTICULARS	For the Year ended on		
	31-03-22	31-03-21	31-03-20
<b>Revenue From Operations</b>	2,460.94	1,375.44	1,227.79
<b>Other Income</b>	6.97	0.21	0.05
<b>Total Income (1+2)</b>	<b>2,467.91</b>	<b>1,375.65</b>	<b>1,227.85</b>
<b>Expenditure</b>			
Cost of material and services consumed	135.84	43.58	50.95
Employee Benefit Expenses	121.11	97.73	102.54
Finance Cost	39.17	11.56	0.23
Depreciation and Amortisation Expenses	901.45	582.50	510.99
Other Expenses	270.91	274.35	282.87
<b>Total Expenditure 3(a) to 3(f)</b>	<b>1,468.49</b>	<b>1,009.72</b>	<b>947.58</b>
<b>Profit/(Loss) Before Exceptional &amp; extraordinary items &amp; Tax (2-4)</b>	<b>999.42</b>	<b>365.94</b>	<b>280.27</b>
Exceptional item & Extra Ordinary Items	-	-	-
<b>Profit/(Loss) Before Tax (5-6)</b>	<b>999.42</b>	<b>365.94</b>	<b>280.27</b>
<b>Tax Expense:</b>			
Tax Expense for Current Year	209.53	90.26	77.88
Deferred Tax	43.35	5.29	(13.10)
Net Current Tax Expenses	252.88	95.55	64.77
<b>Profit/(Loss) for the Year (7-8)</b>	<b>746.54</b>	<b>270.39</b>	<b>215.50</b>



# Statement of Unaudited Financial Results for the Half Year ended 30<sup>th</sup> September, 2022

Particulars		Half Year Ended on 30/09/2022	Half Year Ended on 30/09/2021	Year to date figures for the year ended on 30/09/2022	Year to date figures for the year ended on 30/09/2021	Year to date figures for the year ended on 31/03/2022
		Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>INCOME FROM OPERATIONS</b>						
I	Revenue from Operations	1,758.84	1,057.78	1,758.84	1,057.78	2,460.94
II	Other Income	0.26	0.13	0.26	0.13	6.97
III	<b>Total Expenses (I + II)</b>	<b>1,759.10</b>	<b>1,057.92</b>	<b>1,759.10</b>	<b>1,057.92</b>	<b>2,467.91</b>
IV	<b>EXPENSES</b>					
	Cost of Material Consumed	-	-	-	-	-
	Purchase of Stock in Trade	42.33	79.10	42.33	79.10	135.84
	Change in inventories of finished Goods, Work-in-progress & Stock in Trade	-	-	-	-	-
	Employee Benefit Expenses	89.46	55.17	89.46	55.17	127.52
	Finance Cost	38.23	12.45	38.23	12.45	39.17
	Depreciation & Amortization Expense	686.50	385.26	686.50	385.26	519.67
	Other Expenses	174.12	96.12	174.12	96.12	270.91
	<b>Total Expenses (IV)</b>	<b>1,030.64</b>	<b>628.09</b>	<b>1,030.64</b>	<b>628.09</b>	<b>1,093.12</b>
V	Profit before Exceptional & Extraordinary Items and tax (III-IV)	728.45	429.83	728.45	429.83	1,374.79
VI	Exceptional Items	-	-	-	-	-
VII	Profit before Extraordinary Items and tax (V-VI)	728.45	429.83	728.45	429.83	1,374.79
VIII	Extraordinary Items	-	-	-	-	-
IX	Profit before tax (VII-VIII)	728.45	429.83	728.45	429.83	1,374.79
X	Tax Expenses					
	1. Current Tax	170.31	100.81	170.31	100.81	209.53
	2. Deferred Tax	16.01	5.79	16.01	5.79	141.95
	3. Short provision for tax for Earlier year	-	-	-	-	2.71
	<b>Total Tax Expenses (IX)</b>	<b>186.32</b>	<b>106.60</b>	<b>186.32</b>	<b>106.60</b>	<b>354.19</b>
XI	<b>Profit / (Loss) for the period from continuing operations (IX-X)</b>	<b>542.13</b>	<b>323.23</b>	<b>542.13</b>	<b>323.23</b>	<b>1,020.60</b>
XII	Profit / (Loss) from discontinuing operations	-	-	-	-	-
XIII	Tax Expenses of discontinuing operations	-	-	-	-	-
XIV	Profit / (Loss) from discontinuing operation after tax (XII- XIII)	-	-	-	-	-
XV	<b>Profit / (Loss) for the period (XI-XIV)</b>	<b>542.13</b>	<b>323.23</b>	<b>542.13</b>	<b>323.23</b>	<b>1,020.60</b>
XVI	Paid up Equity Share Capital	756.00	70.10	756.00	70.10	100.00
XVII	Reserves & Surplus	1,813.48	901.98	1,813.48	901.98	1,599.35
XVIII	Earnings per equity share					
	1. Basic	7.17	46.11	7.17	46.11	102.06
	2. Diluted	-	-	-	-	-

# Statement of Asset & Liabilities as on September 30, 2022

Particulars	As on 30th September 2022	As on 31st March 2022
	Unaudited	Audited
<b>1 Equity and Liabilities</b>		
1 Shareholders Funds		
Share Capital	756.00	100.00
Reserve & Surplus	1,813.48	1,599.35
	2,569.48	1,699.35
<b>2 Non-current liabilities</b>		
Long Term Borrowings	1,361.38	1,349.64
Deffered tax Liabilities (Net)	100.59	84.59
Long Term Provisions	8.86	8.86
	1,470.83	1,443.08
<b>3 Current liabilities</b>		
Short Term Borrowings	273.75	315.31
Trade Payable	-	-
(i) Total outstanding dues of micro enterprises and small enterprises	-	-
(II) Total outstanding dues creditors other than micro enterprises and small enterprises	-	-
Other Current Liabilities	101.22	714.24
Short Term Provisions	-	0.41
	374.97	1,029.96
<b>Total</b>	<b>4,415.28</b>	<b>4,172.39</b>
<b>II ASSETS</b>		
<b>Non-current assets</b>		
<b>Property Plant &amp; Equipments</b>		
1 Fixed assets	-	-
(i) Tangible Assets	3,474.70	2,629.01
	3,474.70	2,629.01
2 <b>Current assets</b>		
Trade Receivable	827.34	562.52
Cash And cash Equivalentents	46.51	962.69
Short Term loans & Advances	66.74	18.18
Other Current Assets	-	-
	940.58	1,543.38
<b>Total</b>	<b>4,415.28</b>	<b>4,172.39</b>



INVESTOR PRESENTATION

**Registered Office & Head Office**

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TO THE ISSUE



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