

October 14, 2024

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code: 542760	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 Symbol: SWSOLAR
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Sub.: Investor presentation on the Unaudited Standalone and Consolidated Financial results of Sterling and Wilson Renewable Energy Limited (“the Company”) for the quarter and half year ended September 30, 2024

Ref.: Regulation 30 read with Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”)

Dear Sir/ Ma’am,

Pursuant to the Listing Regulations, please find enclosed herewith a copy of the Investor presentation on the Unaudited Standalone and Consolidated Financial results of the Company for the quarter and half year ended September 30, 2024.

Request you to take the same on records.

Yours faithfully,
For **Sterling and Wilson Renewable Energy Limited**

Jagannadha Rao Ch. V.
Company Secretary

Encl.: As above

Sterling and Wilson Renewable Energy Limited

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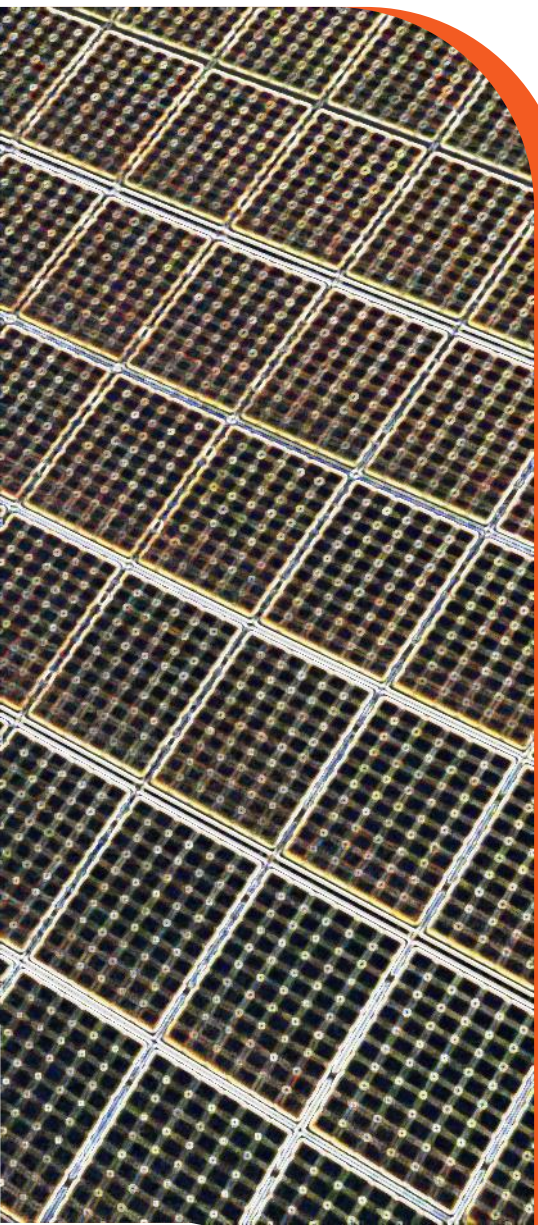
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The future of *solar energy* is

Bright

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Forward looking statements are based on the current beliefs and expectations of the Company regarding future events, and are subject to various risks and uncertainties, many of which are difficult to predict. Actual results may differ materially from anticipated results due to factors beyond the Company's control. Such risks and uncertainties include, but are not limited to, challenges to intellectual property, competition from other products, adverse litigation or government action, and changes to laws and regulations applicable to our industry. This Presentation also contains certain financial and operational information relating to the Company that is based on management estimates. These estimates are based on management's past experience and subjective judgment, and the manner in which such estimates are determined may vary from that used for the preparation and presentation of similar information provided by other companies engaged in the sector in which our Company operates. Neither the Company nor its affiliates or advisors or representatives nor any of their respective affiliates or any such person's officers or employees guarantees that the assumptions underlying such forward-looking statements or management estimates are free from errors nor does either accept any responsibility for the future accuracy of the forward-looking statements contained in this Presentation or the actual occurrence of the forecasted developments.. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions, regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

About Us

| WHO WE ARE

Leading Solar EPC and O&M Solutions Provider

We offer Design, Detailed Engineering, Procurement, Construction, Installation, Commissioning and Operations & Maintenance services under turnkey EPC and BoS (Balance of System) solutions for utility-scale, rooftop and floating solar power projects. We also offer solar plus storage solutions.

OPERATIONAL EXCELLENCE

EPC Portfolio
20.7 GWp

O&M Portfolio
7.8 GWp

Global Manpower
2,269

GLOBAL RECOGNITION

EPC and O&M of Abu Dhabi
1,177 MWp One of the world's largest single location PV plant

Regional presence across
28 countries Significant cost benefit and timely execution

DOMESTIC POWERHOUSE

EPC and O&M of NTPC
3GW+ in 2 projects
Executing one of India's largest PV plants at Khavda, Gujarat

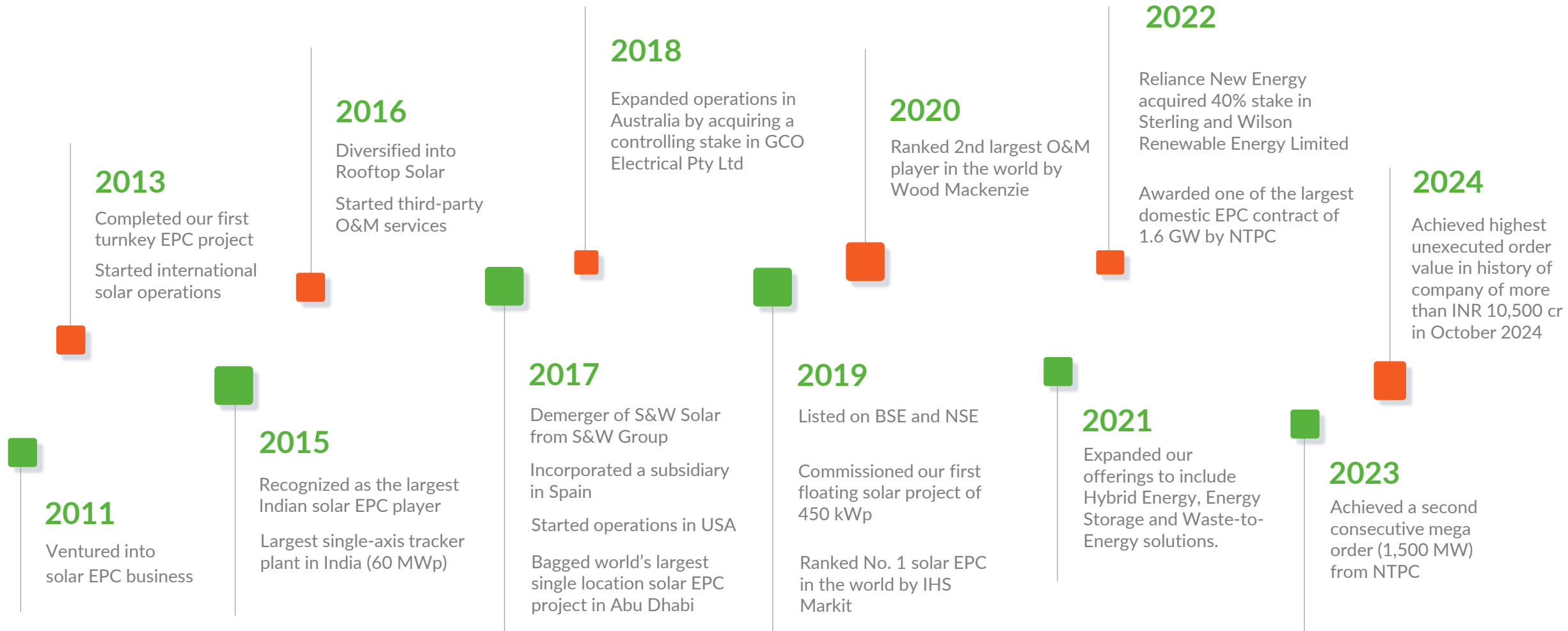
Consistently bagging repeat orders from large domestic Private IPPs and major PSUs



End-to-end “*concept to commission*” solar EPC

Journey

| A GLOBAL LEADER IN SOLAR EPC IN 8 YEARS



Why Us

| WHAT DIFFERENTIATES US



Our Presence

| ACROSS THE GLOBE

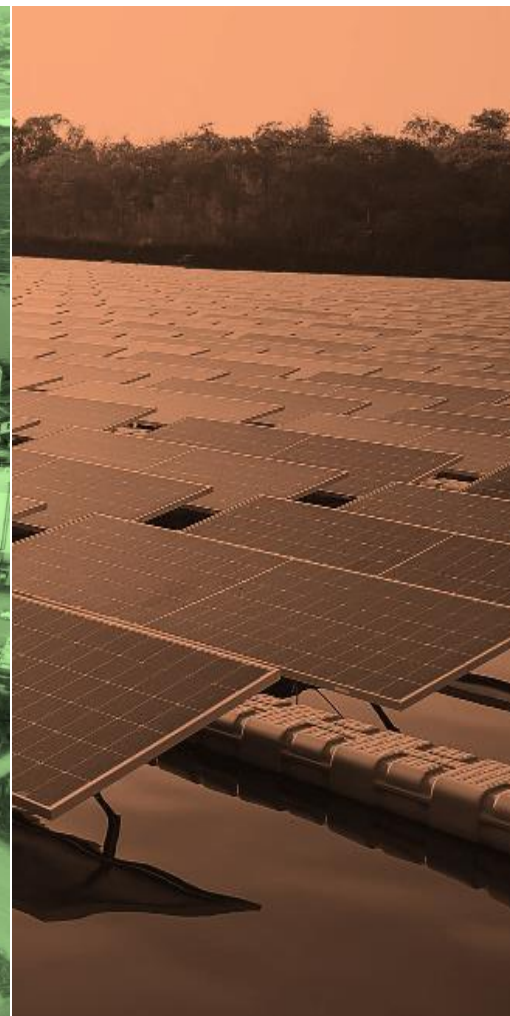
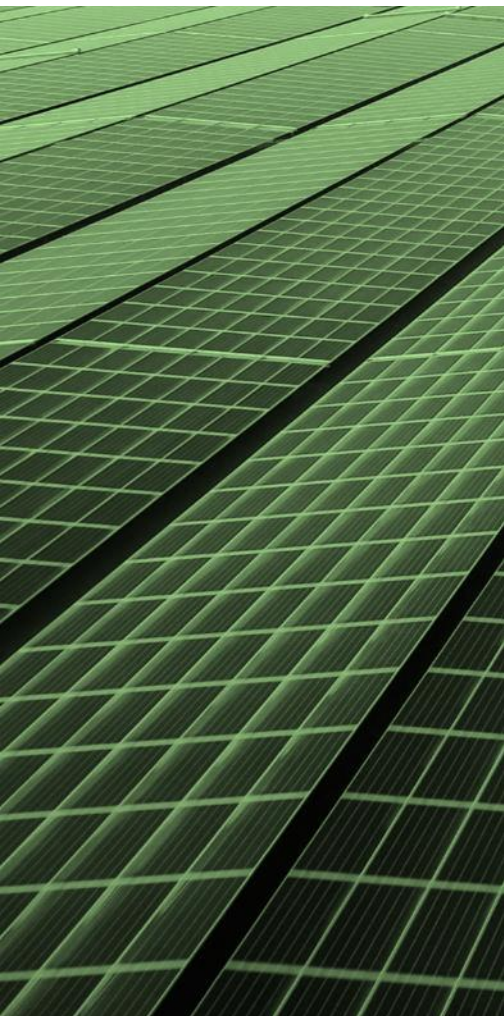


 Offices in
28 Countries

 Projects in
20 Countries

Financial Highlights

| 2Q FY 2025



Financials

| KEY HIGHLIGHTS FOR 2Q FY25

- Unexecuted order value at ~INR 10,549 crore as of September 2024 compared to ~INR 8,084 crore as of Mar 2024
- Company has received new orders in six domestic projects worth ~INR 2,044 crore post 1QFY25
- Received order for EPC of the largest BESS project (1 GWh) in India
- Received turnkey LOA for 312 MWdc project in Rajasthan
- P&L of the company continues to improve
 - Consol revenues up ~36% YoY in 2QFY25
 - Gross margins at ~10%
 - Third consecutive quarter of positive EBITDA, PBT and PAT at a consolidated level
- **Long-term Ratings upgraded by Acuite to BBB- (investment grade) from BB+ on Oct 14, 2024**
- Gross Borrowings have increased due to a new loan facility availed from IREDA
 - Total net debt of ~INR 326 crore as of Sep 2024, compared to net debt of ~INR 116 crore in Mar 2024
 - Indemnity proceeds to largely take care of debt repayments due in 2HFY25
- Execution scale up in 2HFY25
 - Utilization of new INR 500 cr IREDA facility
 - Negotiating open credit from key vendors
 - Fresh sanctions of NFB limits from new banks / FIs

Financials

CONSOLIDATED PROFIT & LOSS – 2Q FY25

INR Crore	Q2FY25	Q2FY24	Q1FY25	FY2024	FY2023
Revenue from Operations	1,031	759	915	3,035	2,015
Gross Margin	104	66	102	313	(745)
Gross Margin %	10.1%	8.6%	11.1%	10.3%	NM
Other Income	5	1	5	39	36
Recurring Overheads	81	71	77	327	365
Recurring Overheads %	7.9%	9.4%	8.5%	10.8%	17.3%
Non-recurring Overheads	(12)	0	0	6	17
Forex gain / (loss)	11	22	7	34	(26)
EBITDA	51	18	37	54	(1,065)
EBITDA Margin %	4.9%	2.3%	4.0%	1.8%	NM
EBIT	47	14	33	37	(1,038)
EBIT Margin %	4.6%	1.8%	3.6%	1.2%	NM
PBT	20	(50)	15	(172)	(1,179)
PBT Margin %	1.9%	(6.6%)	1.6%	NM	NM
PAT	9	(54)	5	(211)	(1,175)
PAT Margin	0.8%	(7.2%)	0.5%	NM	NM

INR Crore	Q2FY25	Q1FY25	FY2024
Revenue from Operations			
- International EPC	36	26	400
- Domestic EPC	935	832	2,425
- Operation and Maintenance	60	57	210
Total	1,031	915	3,035
Gross margin			
- International EPC	2	2	26
- Domestic EPC	85	83	253
- Operation and Maintenance	17	17	34
Total	104	102	313
Gross margin %	10.1%	11.1%	10.3%

- ▶ Revenue has grown 36% YoY in Q2 aided by higher execution in Domestic EPC projects. Sequentially, top-line grew by 13%.
- ▶ Gross margins came in at 10.1% in Q2 compared to FY24 gross margin of 10.3%. With legacy international projects behind us, gross margins are likely to continue to trend at ~10%
- ▶ O&M gross margins at 28% are higher than average due to lower expenditure incurred in Q2. However, we anticipate these margins to normalize due to post monsoon maintenance in H2. Recurring O&M margin are trending towards more steady-state margins (~25%)
- ▶ Reported Q2 EBITDA at INR 51 crore (4.9% EBITDA margin)
- ▶ Q2 PAT of INR 9 crore while significantly higher (both YoY and QoQ) remains impacted by a non-cash deferred tax asset charge

Financials

| CONSOLIDATED BALANCE SHEET – SEPTEMBER 2024

INR Crore	Sep-24	Mar-24
Sources of Funds		
Shareholders' Funds	952	955
Borrowings from Banks (net)	326	116
	1,278	1,071
Application of Funds		
Fixed assets (including right to use assets)	48	56
Net Working Capital	(543)	(585)
Deferred tax, direct and indirect tax assets (net)	494	490
Other assets / (liabilities)	1,279	1,110
Total	1,278	1,071

Breakdown of Net Working Capital (INR Crore)	Sep-24	Mar-24
Current Assets		
Inventories	4	1
Receivables (including unbilled)	2,092	1,981
<i>Receivable days</i>	185	238
Advances to suppliers	238	66
Current Liabilities		
Trade payables	1,544	1,508
<i>Payable days</i>	152	202
Advances from Customers	1,333	1,125
Net Working Capital	(543)	(585)

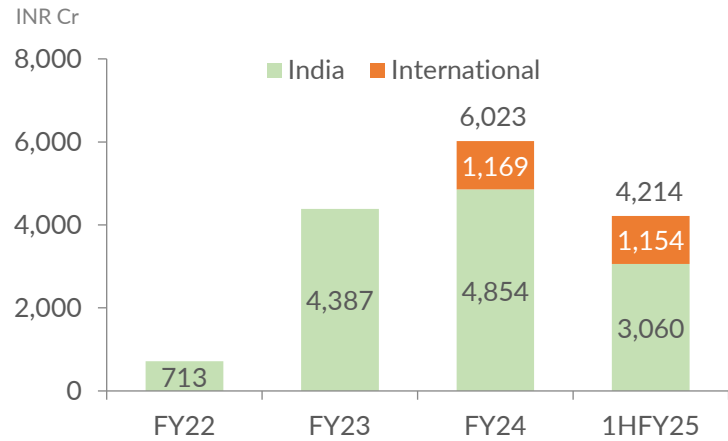
Breakdown of Net Debt (INR Crore)	Sep-24	Mar-24
Term debt	848	403
Working capital related debt	36	77
Total Debt	884	480
Less: Cash and Bank balance	(558)	(364)
Net Debt	326	116

- ▶ Gross Borrowings have increased on account of a new facility availed from IREDA (INR 500 cr)
- ▶ Indemnity proceeds of ~INR 109 cr are anticipated to be used to pay off 2HFY25 debt repayments / prepay existing loans
- ▶ Net working capital continues to remain negative at INR 543 crore as at September 2024 compared to negative working capital of INR 585 crore as at March 2024

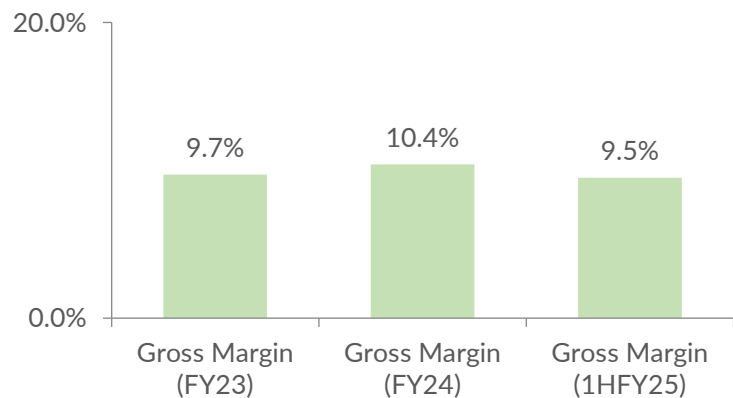
Outlook

EPC ORDERING GAINING TRACTION

Order Inflow



Domestic EPC has remained profitable in challenging times



Brookfield



- Received order of 633 MW DC in 2QFY25

- Received LOI for largest BESS plant in India
- Received LOI for a PV project in Karnataka

- Received order of 250 MW DC in 2QFY25

- Received order of 900 MW DC in 1QFY25



- Received a turnkey solar PV order from AMEA Power in South Africa for a ~140 MW DC project in 1QFY25



ENERGY GROUP

- Received a turnkey package for a 80 MW AC project from Energy Group in South Africa in 1QFY25



SWREL received new orders/LOIs totaling ~INR 4,214 cr in 1HFY25

Outlook

| MOU ANNOUNCED



- Sterling and Wilson Solar Solutions, Inc (SWSS), the US step down subsidiary signed a MOU with the Government of the Federal Republic of Nigeria, along with its consortium partner Sun Africa in September 2022
- MOU is for the development, design, construction, and commissioning of solar PV power plants aggregating 961 MWp at five different locations in Nigeria along with battery energy storage systems (BESS) with total installed capacity of 455 MWh
- Final terms have been negotiated
- Procedural steps are in progress; Awaiting final contract signing

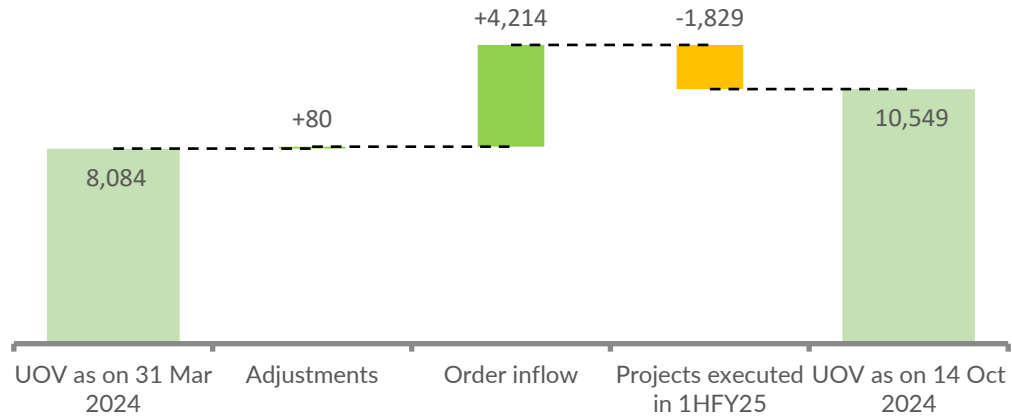


SWREL signed a MOU with Nigerian government & Sun Africa to design and construct 961 MW

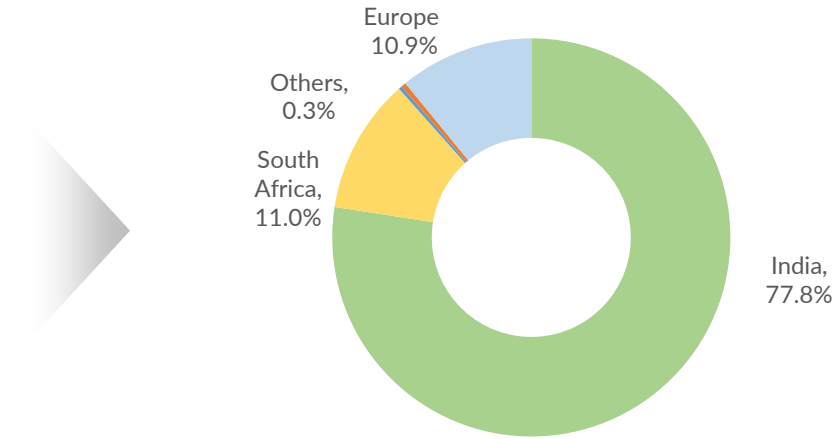
Outlook

| ORDER BOOK & PIPELINE

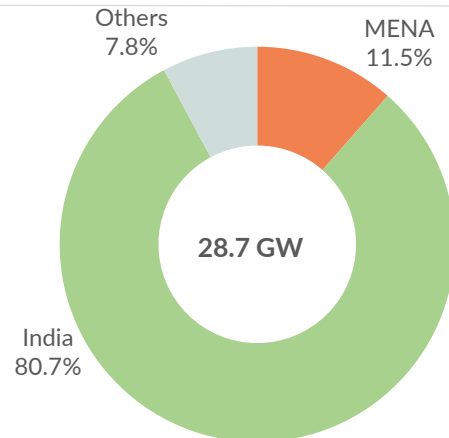
Unexecuted Order Value Movement



Gross UOV as on 14 October 2024



SWREL Active EPC bid pipeline remains strong



New order inflows are lumpy – Impacted by cyclicity and seasonality

INR Cr	Q1	Q2	Q3	Q4	Total
FY20	1,629	1,057	1,070	987	4,743
FY21	3,353	1,601	-	1,820	6,774
FY22	221	254	-	244	719
FY23	-	1,858	364	2,165	4,387
FY24	466	2,640	2,421	488	6,023
FY25	2,170	2,044	-	-	4,214

Note: UOV includes one domestic project where the company has received LOI



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