

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

Date: 15th May, 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 Audited Financial Results of the Company for the quarter and financial year ended March 31, 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

Vikas Rawat
Company Secretary and Compliance Officer

Encl : as above



**Delton Cables Ltd
Investor Presentation
May 2024**

TABLE OF CONTENTS



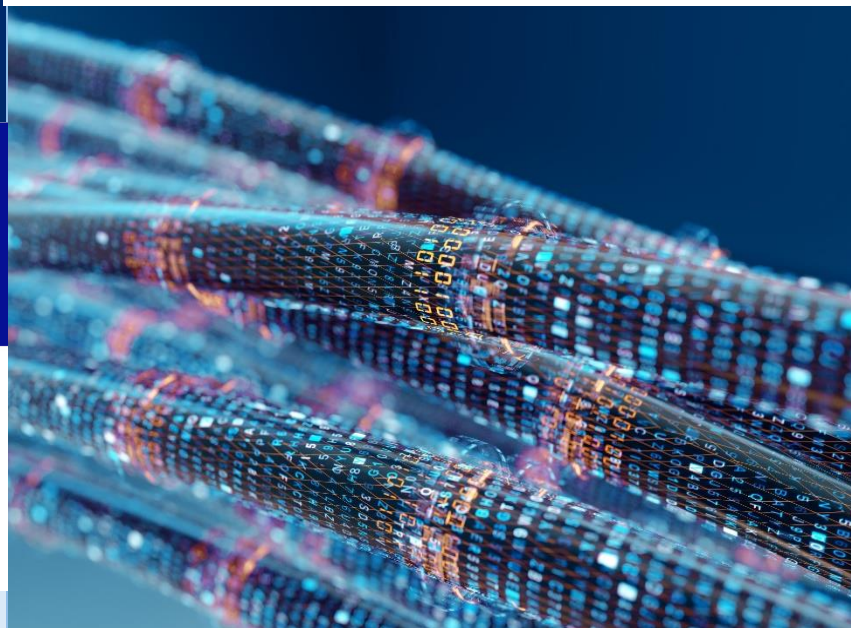
[Key Strengths](#)



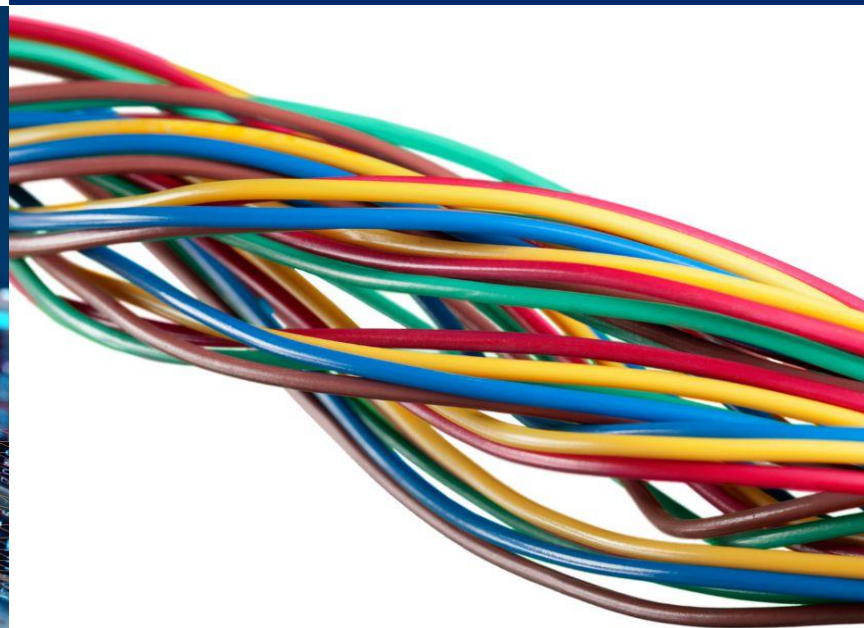
[Quarterly & Financials](#)



[About Us](#)



[Being Future Ready](#)




[Contact Us](#)

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

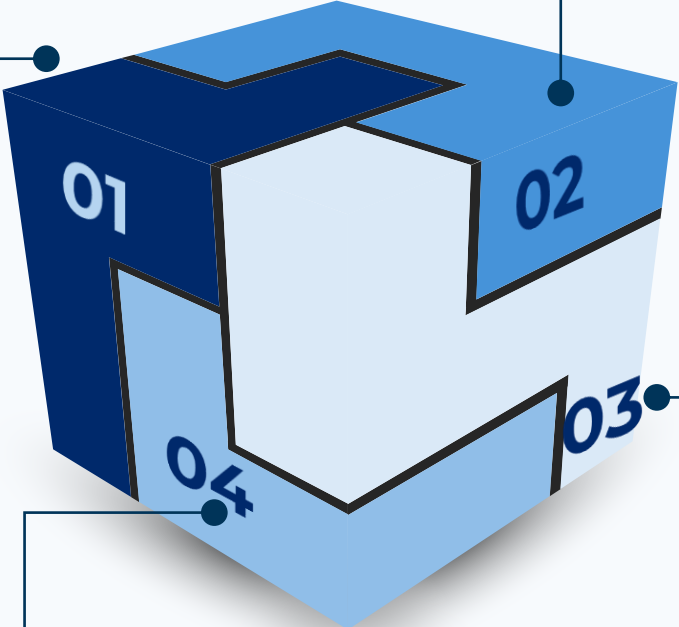


Focused, growth-oriented, niche market

- 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

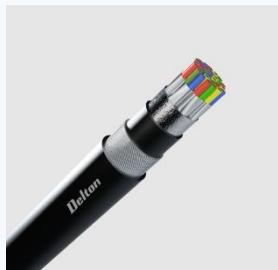


A Leading Low Voltage player

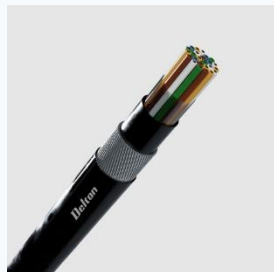
EPC CABLES :
Catering to the top EPC contractors in India.



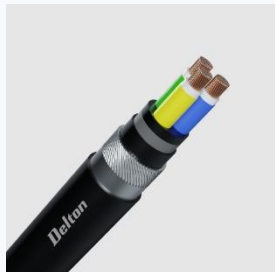
Industrial Braided Instrumentation Cables



Individual Shielded Instrumentation Cables

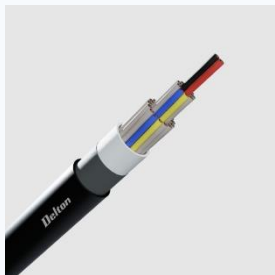


Overall Shielded Cables

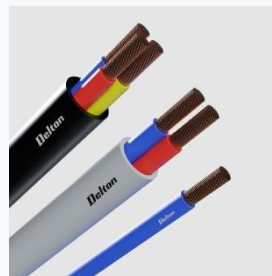


Control Cables

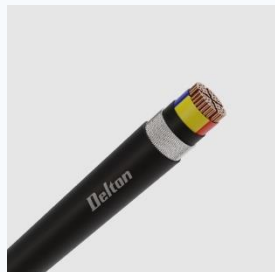
RAILWAY CABLES :
Catering to the rapidly growing Railway & Metro network of India



Underground Signaling Cables



Railway Quad Cables

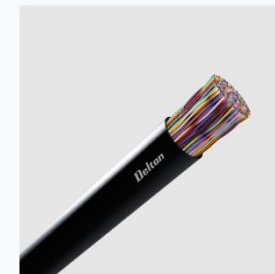


Power Cables

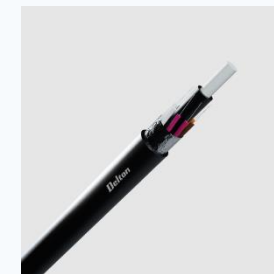


Underground PIJF Telephone Cables

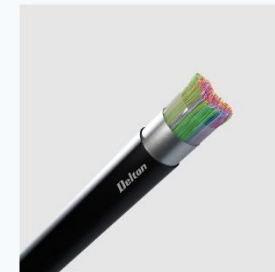
TELECOM CABLES :
Further strengthening our foothold in the modernization of India's Telecom Sector



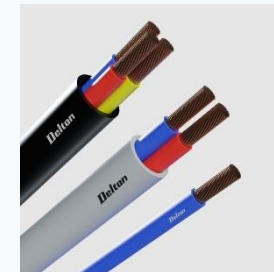
Telephone Cables



Optic Fiber Cables



Jelly Filled 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

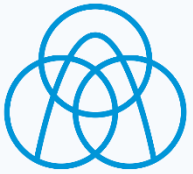
बी एच ई एल
BHEL



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

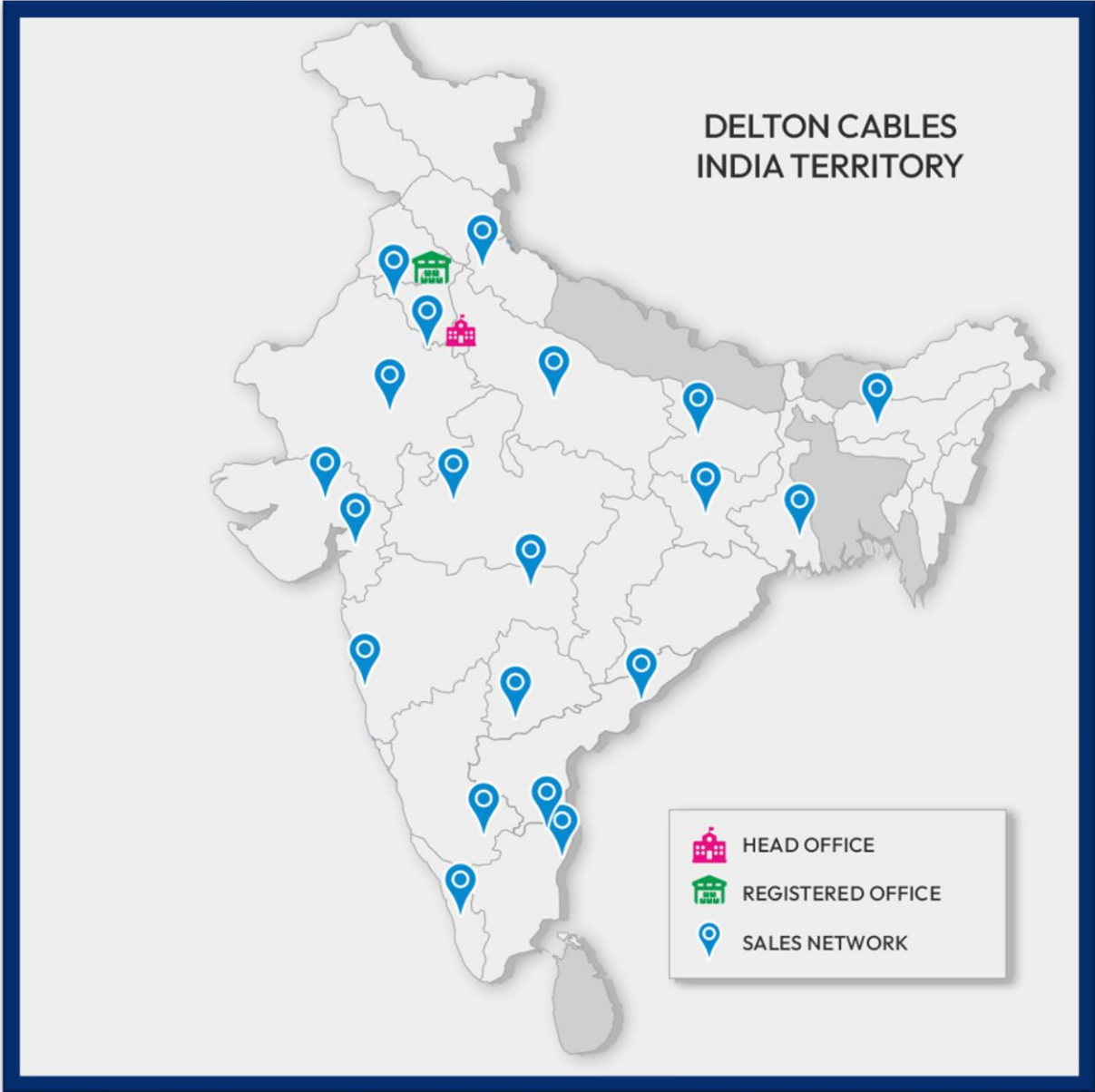
Connected Network, Limitless Customers



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



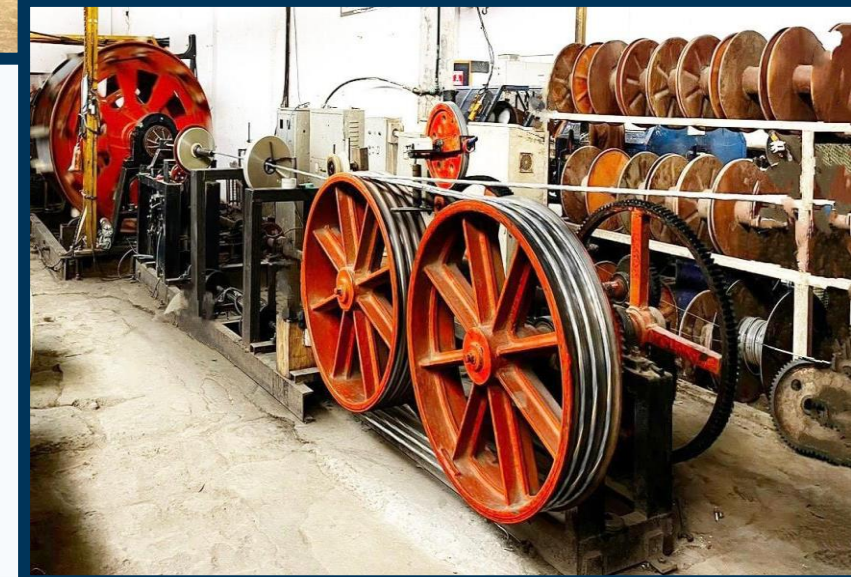
The Powerhouse of Product Categories



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

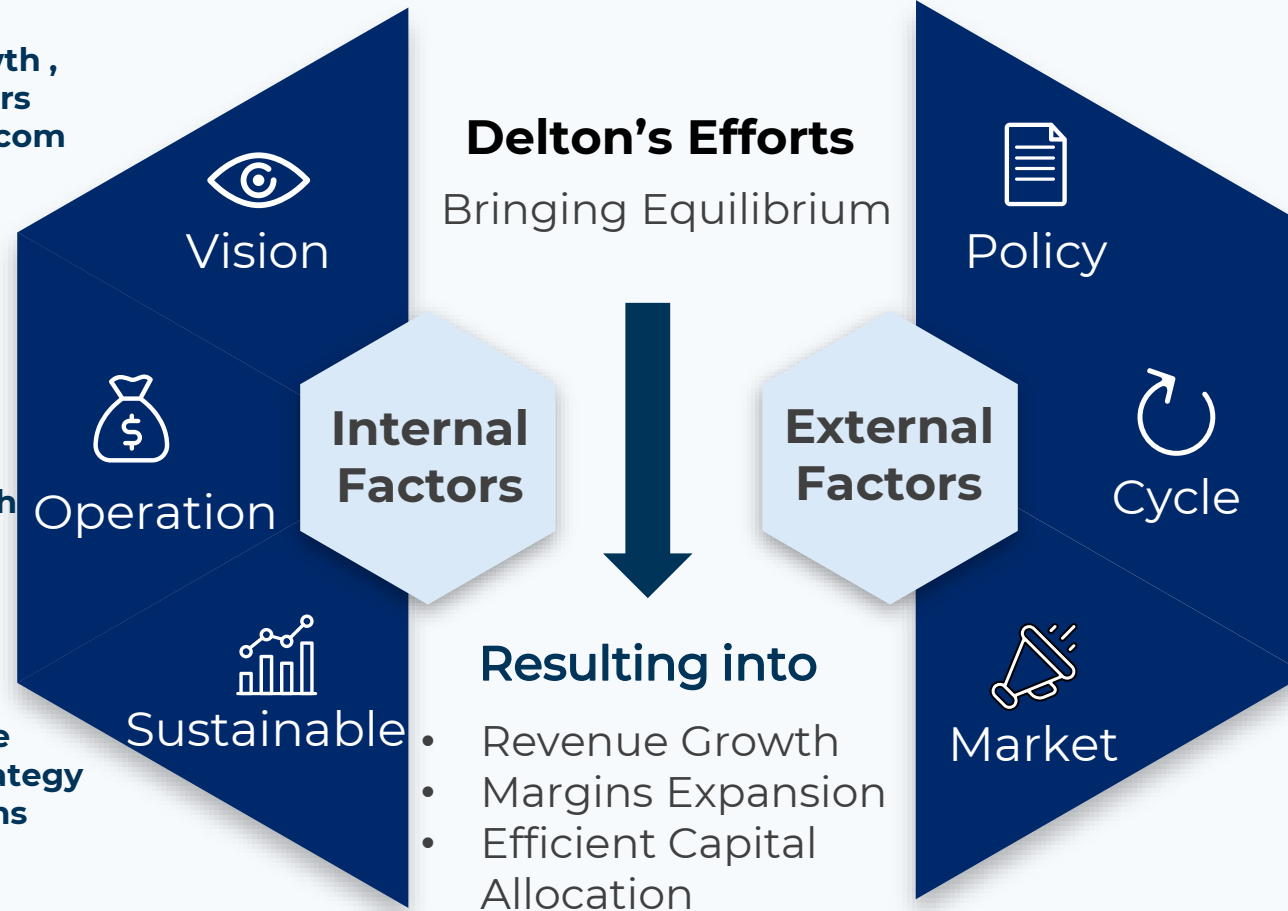
- Focussed on High growth , large Private EPC players
- Strategic focus on Telecom and Railway sectors

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



Enabling

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

Private Sector Capex

- Higher GDP growth bolstering Private Sector Capex spends

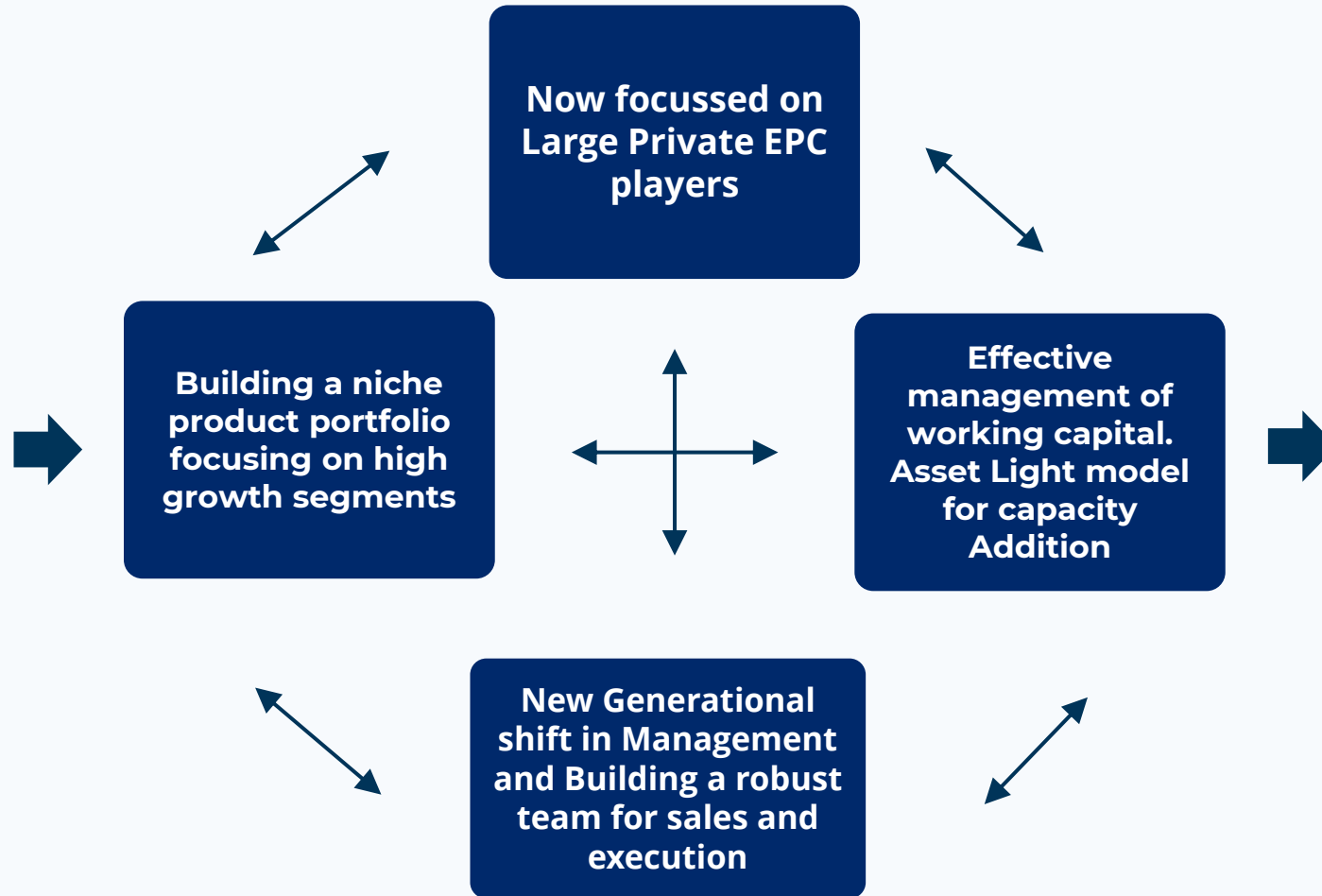
Dynamic Trends

- 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

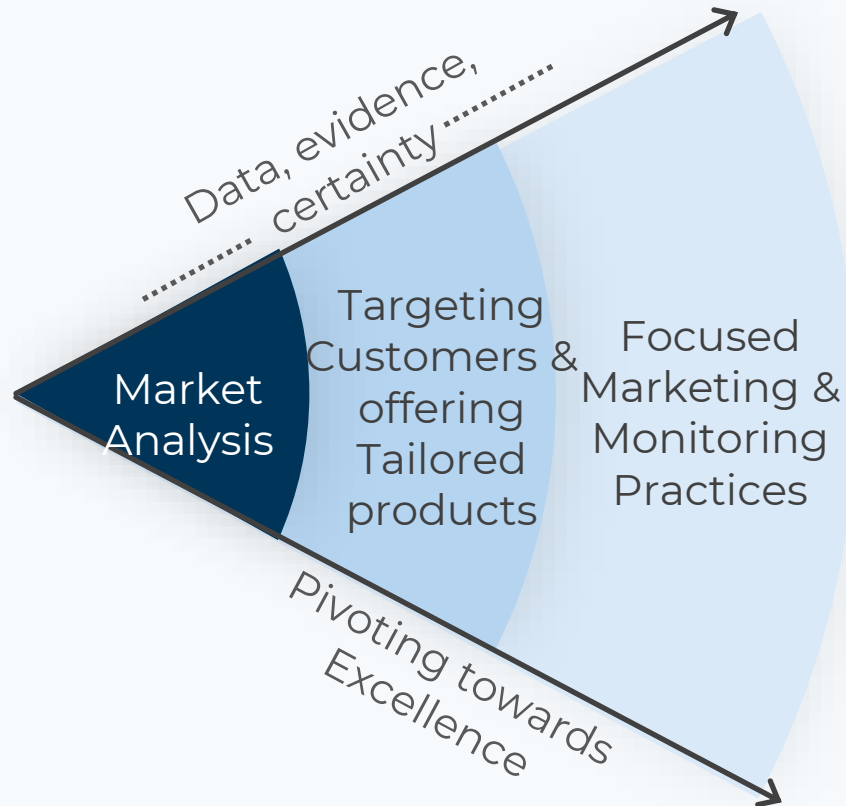
Key Growth Metrics : Revenue & Profitability



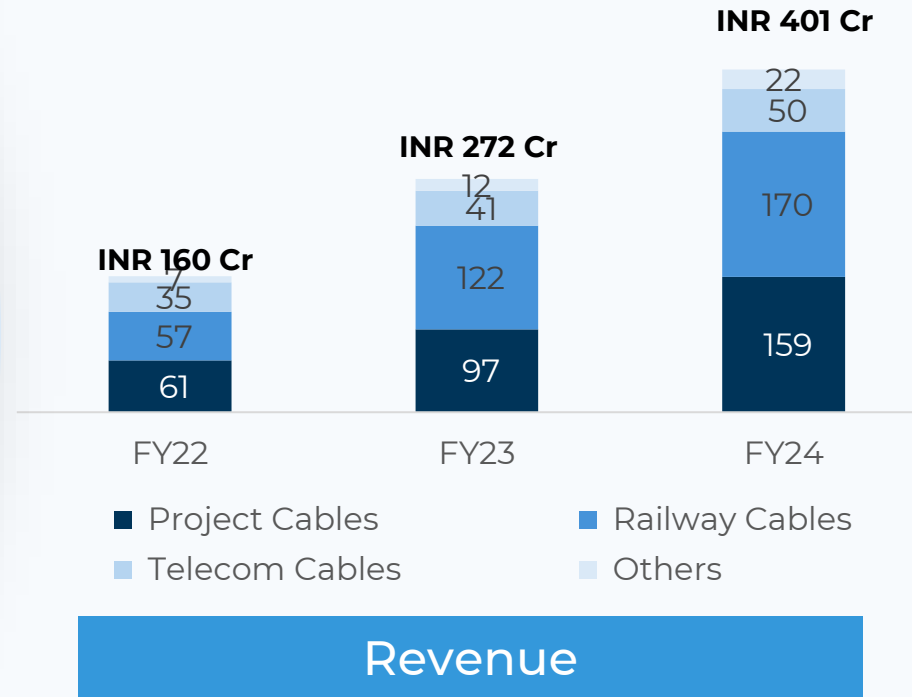
We Connect We Protect



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

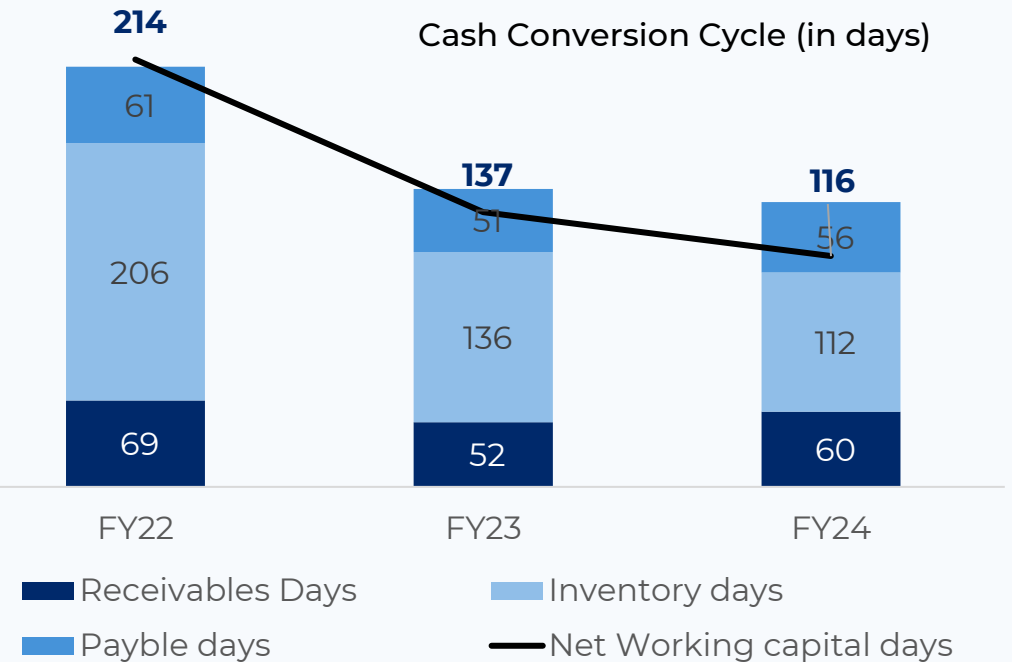
Reducing Focus on public sector clients and focus on High rated EPC players. Direct Sales to customers.

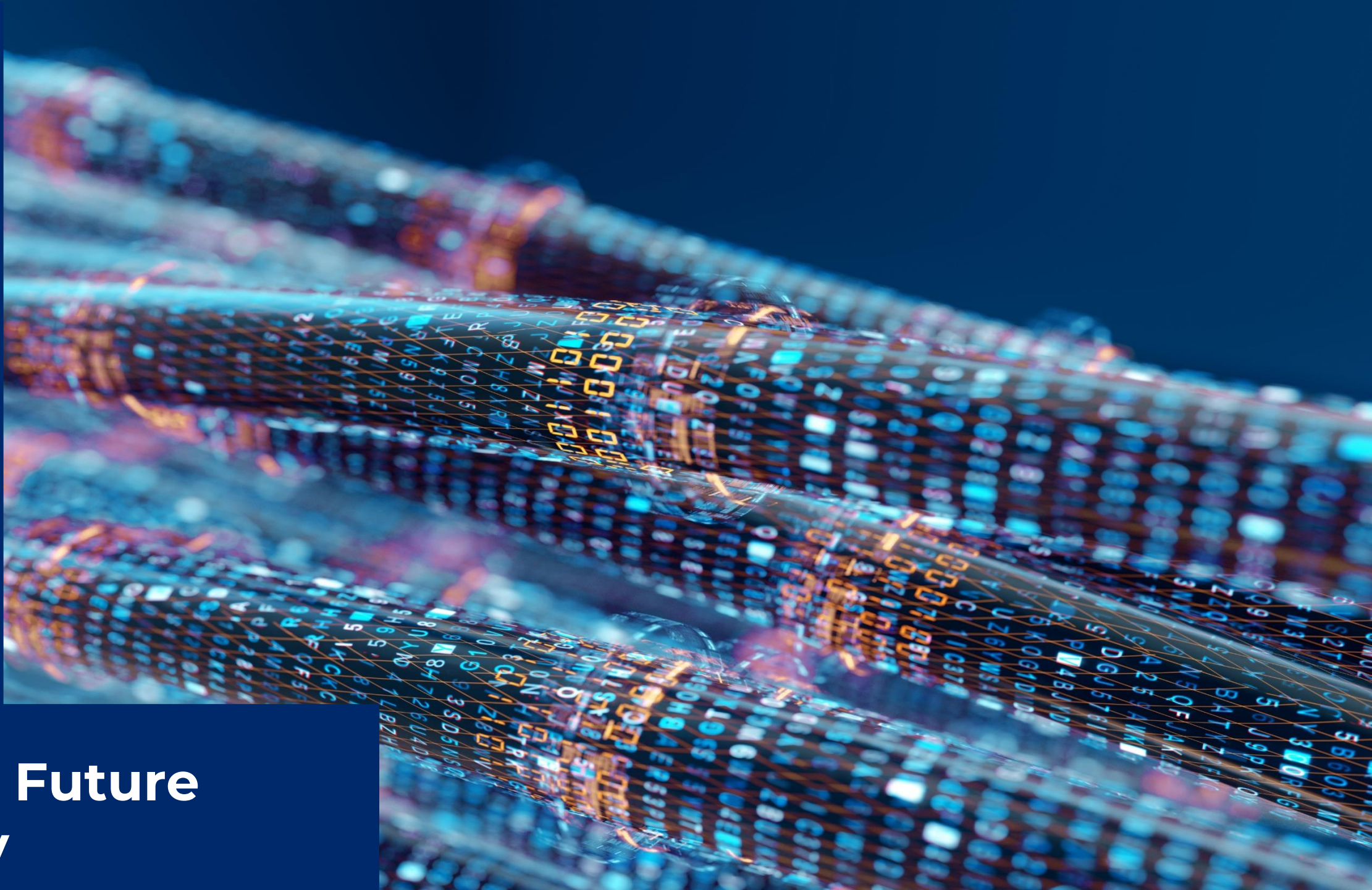
03 Working capital

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.

Cash Conversion cycle improved to 116 days from 214 days in FY22





**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

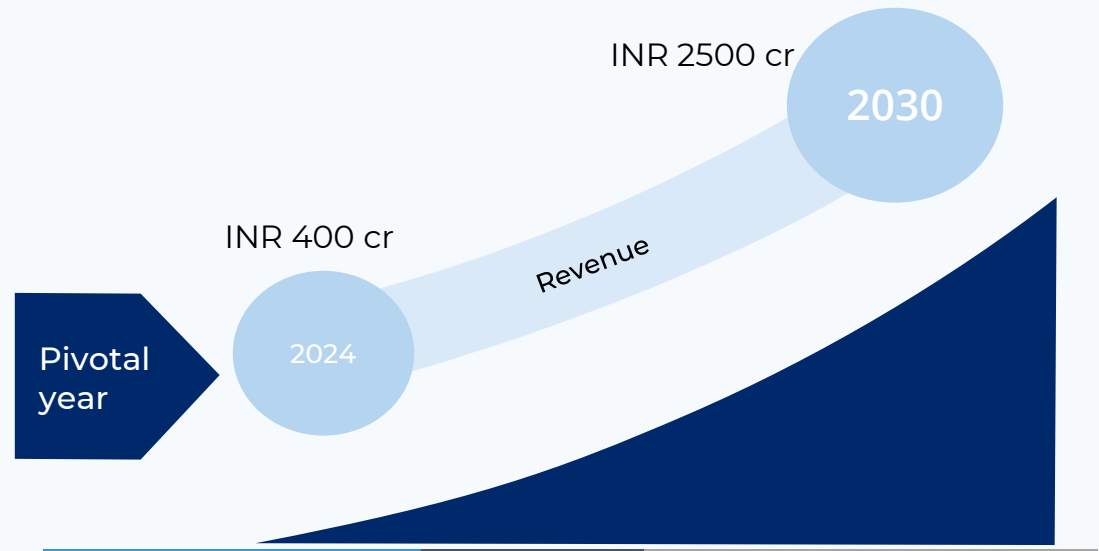
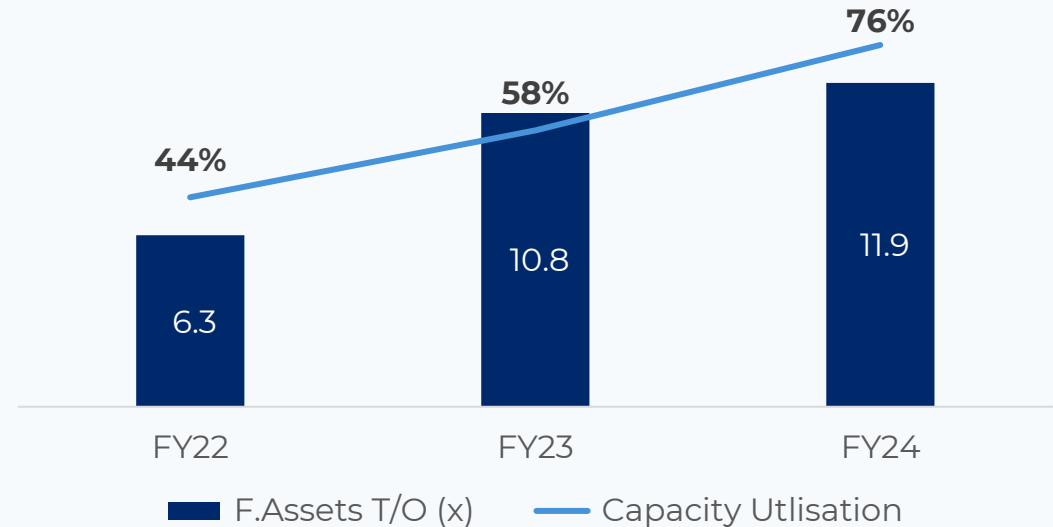
Capital Allocation

Allocate resources gradually and systematically employing a “An Asset Light Approach”

Capitalizing Higher Asset T/O

Phased Capex Plan

Pivotal year

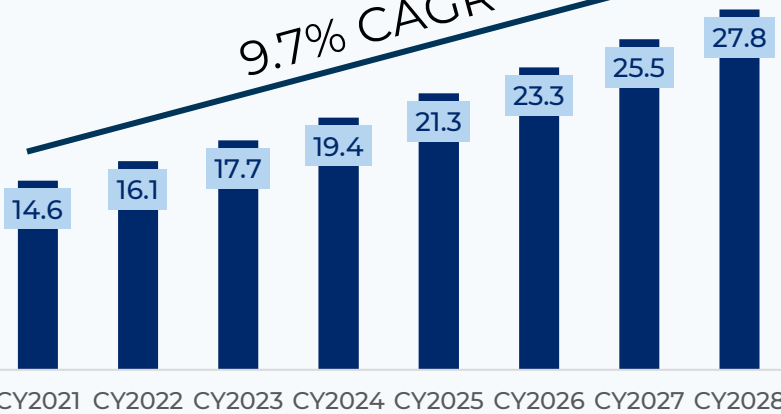


Future Growth : Unlocking Potential



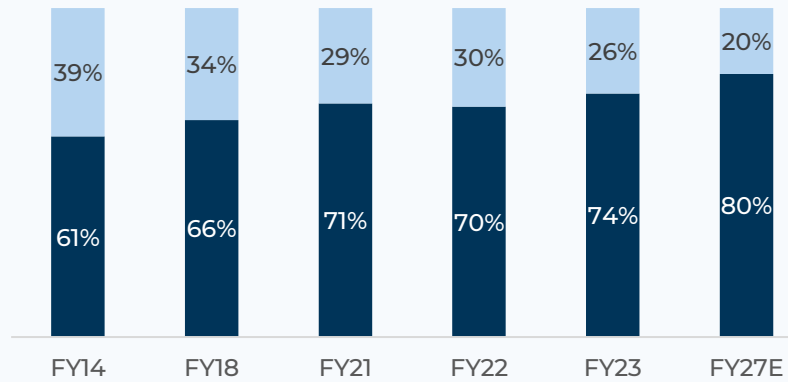
Market Size (USD Bn)

9.7% CAGR



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

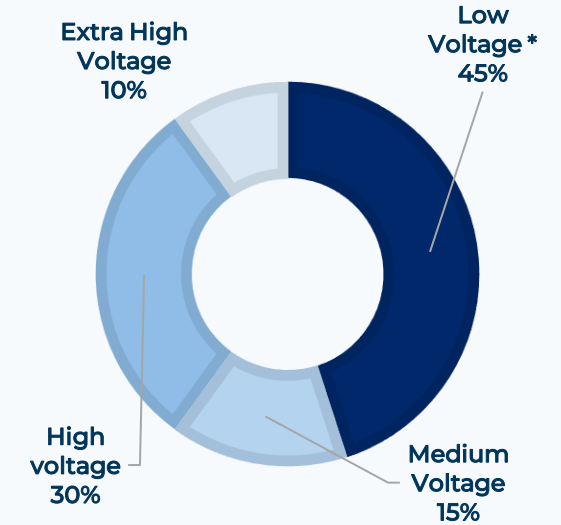
Branded Vs Unbranded



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.

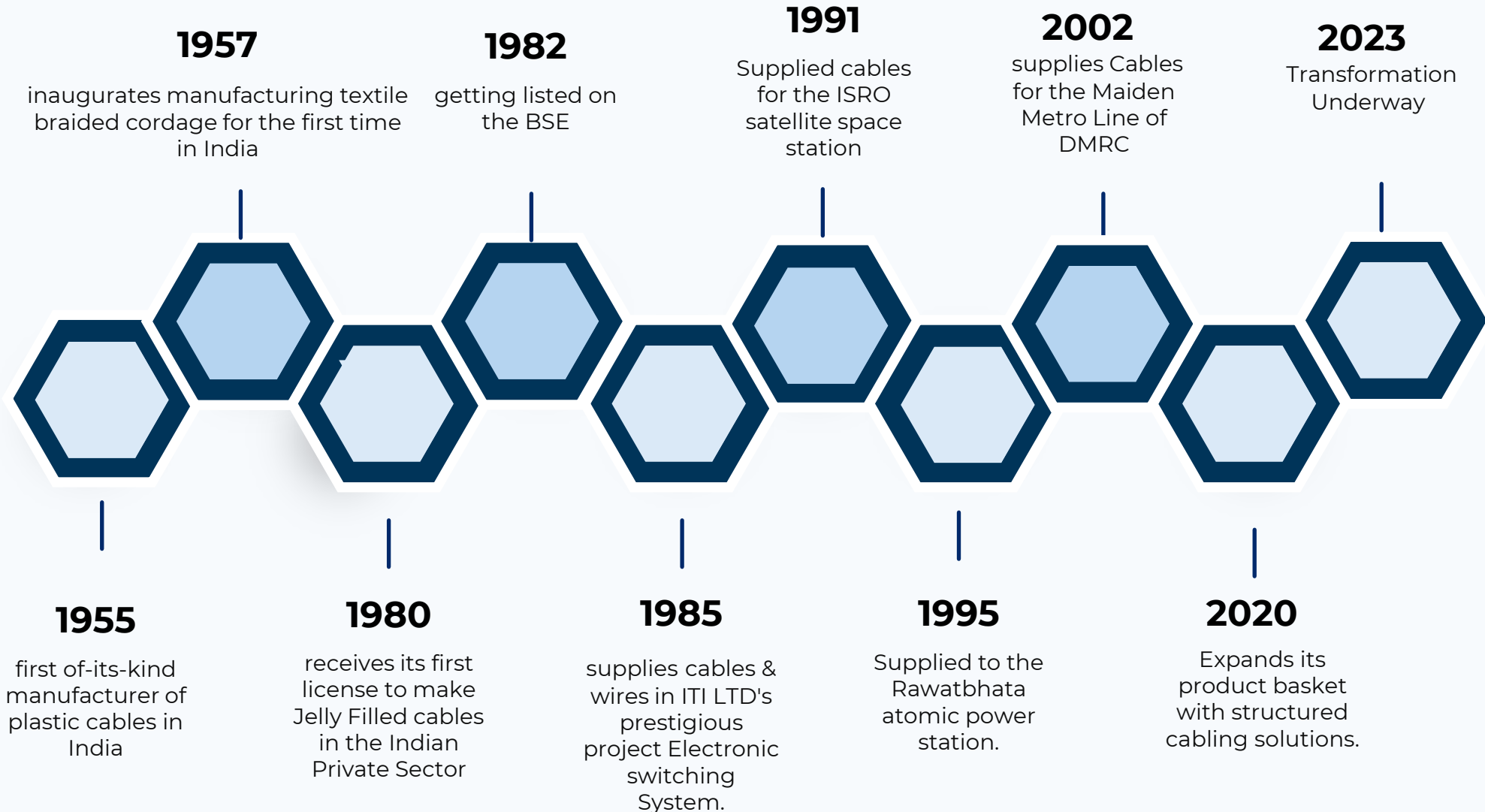


**Corporate
Information**

Traversing the Rich Tapestry of Delton's History



We Connect We Protect



Board Members



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
Achintya Karati	Non-Executive Independent Director	Mr. Karati is an Ex- banker, with over 45 years of experience in the Banking, Financial, Legal & Secretarial field. He chairs the audit committee, Stake holder and NRC committee and ensures financial transparency and compliance, and oversees risk management practices and guidance on banking side. Mr Karati is also a board member of Sangam(India) Ltd.
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.
Vijay Kumar Goel	Non-Executive Independent Director	Mr. Goel is Charmain of Dhampur Sugar. He is a Lifetime Achievement Awardee for his contribution in the sugar industry. He has served as the president of the Indian Sugar Mills Association. His ethos of social responsibility has always motivated the Company and continues to inspire our CSR endeavours.



Quarterly & Financials

Key Highlights- Q4 & FY24

Delton

We Connect We Protect



- ❑ The Company reported the highest ever quarterly consolidated Revenue for Q4 FY24 at ₹ 1331 million, up by 64% Y-o-Y basis and 21% q-o-q basis.
- ❑ FY24 revenue at ₹ 4,033 million grew by 47% Y-o-Y. The sustained demand from railways and EPC segments kept the order booking strong during the year. Delton's carefully selected product offerings ensured the sustained demand for its low-voltage cable products.
- ❑ Delton's Q4 FY24 EBITDA at ₹ 92 million increased by 145% Y-o-Y. EBITDA for FY24 at ₹ 312 million increased by 59% Y-o-Y. EBITDA margins for FY24 at 7.7% improved by ~58 basis points over FY23.
- ❑ Profit after Tax for Q4 FY24 at ₹ 63 million grew by 246% Y-o-Y and 69 % Q-o-Q. FY24 PAT at ₹ 147 million increased by 25x Y-o-Y.
- ❑ Delton has debottlenecked its existing manufacturing facility to improve the capacity utilisation. During the last two years, Delton spent ₹ 85.05 million in debottlenecking and has managed to improve its capacity utilisation from 44% in FY22 to 76% in FY24.
- ❑ Working capital shows further improvement in FY24 over FY22/FY23 levels . Working capital days have further reduced to 138 days from 218 days in FY22 and 142 days in FY23.

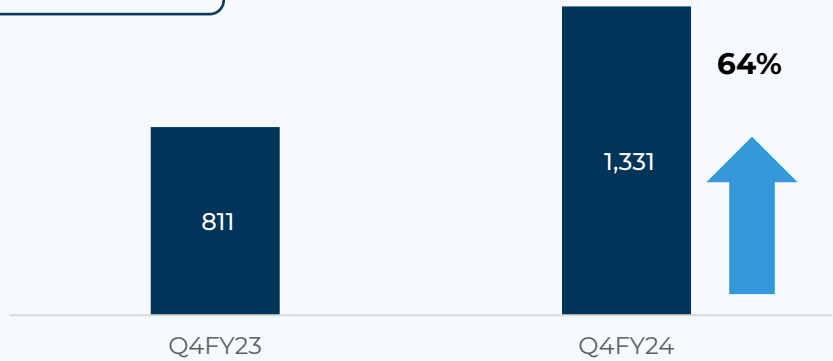
Result Analysis- Q4 & FY24

INR Million

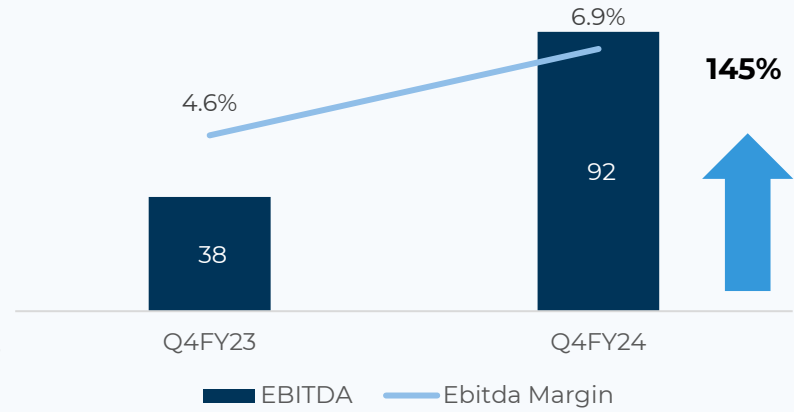


Q4FY24

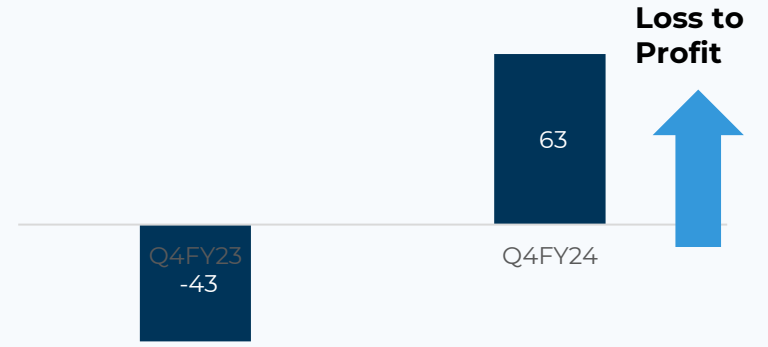
Revenue



EBITDA & EBITDA Margin (%)



PAT

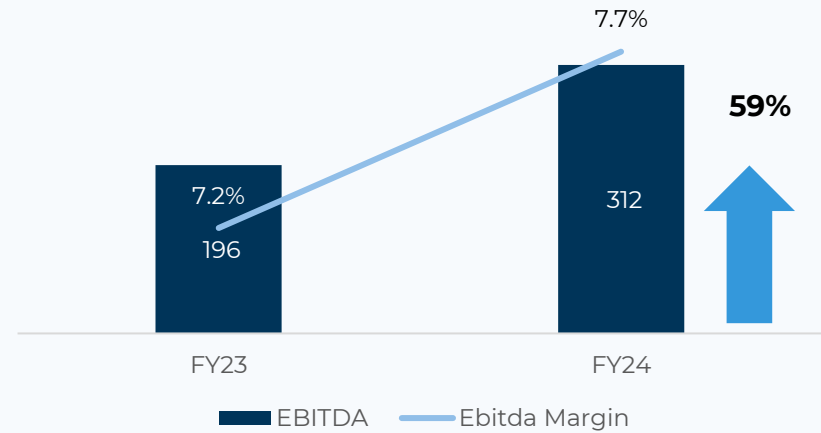


FY24

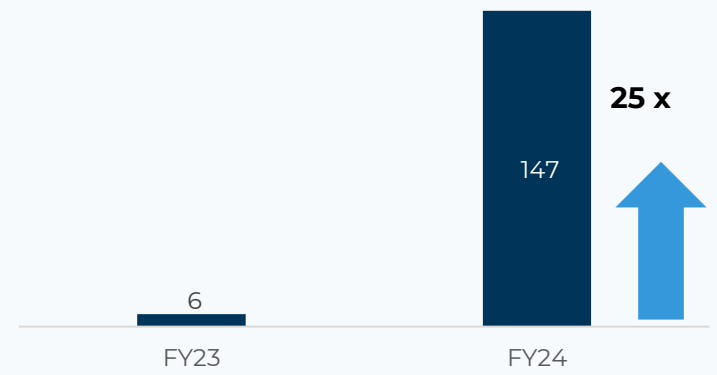
Revenue



EBITDA & EBITDA Margin (%)



PAT




Profit & Loss Statement- Q4 & FY24



We Connect We Protect

INR Million



Particulars	Q4FY24	Q4FY23	YoY	FY24	FY23	YoY
Total income from Operations	1331.4	811.2	64%	4032.9	2734.8	47%
Cost of Materials Consumed	1069.2	672.4	59%	3189.5	2197.7	45%
Manufacturing Expenses	58.2	29.6	97%	181.1	101.0	79%
Employee Benefits Expense	69.3	46.5	49%	234.1	165.1	42%
Other Expenses	42.4	25.0	70%	116.6	75.4	54%
Total Operative expense	111.7	71.5	56%	350.7	240.5	46%
EBITDA	92.3	37.7	145%	311.7	195.6	59%
Finance Costs	51.4	24.7	109%	178.2	117.2	52%
Depreciation & Amortisation	5.8	3.2	82%	15.6	12.6	24%
PBT (Before Exceptional items)	35.1	9.9	256%	117.9	65.7	79%
Exceptional Item	48.3	0.0		59.8	0.8	7389%
PBT (After Exceptional items)	83.3	9.8	747%	177.7	66.5	167%
Tax	20.2	53.1	-62%	31.2	60.7	-49%
PAT	63.1	-43.3	N.A	146.6	5.8	2439%

Balance Sheet FY24

Delton

We Connect We Protect



Particulars (INR million)	FY24	FY23
Fixed Assets	176.1	106.8
Other Assets	169.9	168.2
Sub-Total Non Current Assets	346.0	275.0
Inventories	1157.0	906.5
Trade Receivables	957.6	514.6
Cash & Cash Equivalents	84.8	49.9
Other current Assets	126.8	98.4
Sub- Total Current Assets	2326.2	1569.4
Total Assets	2672.2	1844.4
Share Capital	86.4	86.4
Other Equity	626.9	480.7
Total Equity	713.3	567.1
Borrowings	1131.3	753.7
Other Liabilities	13.2	11.3
Current Liabilities	814.4	512.3
Total Liabilities	2672.2	1844.4

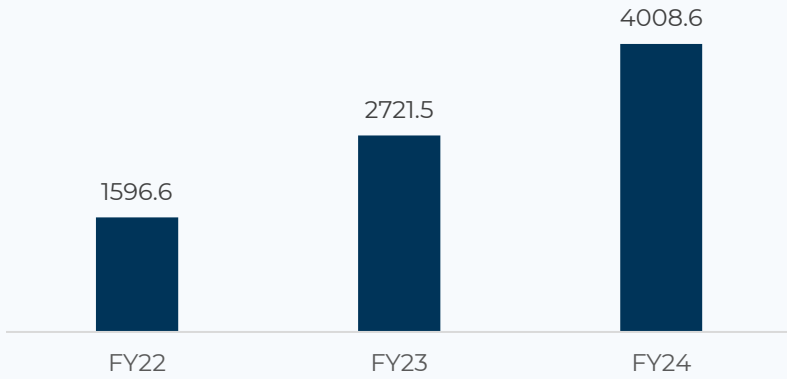
Financials At A glance



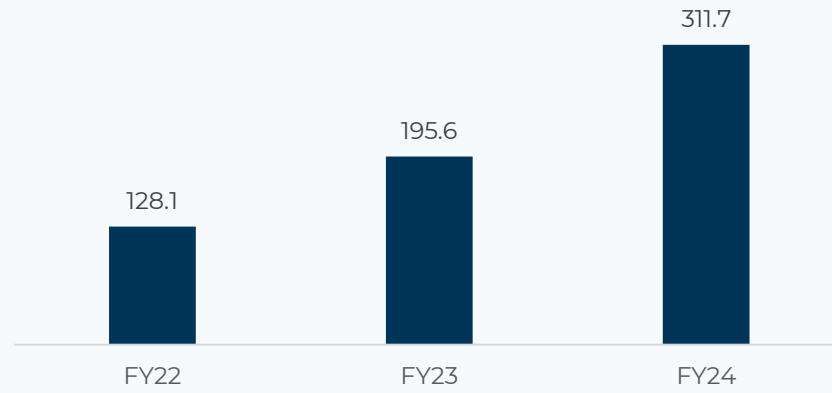
We Connect We Protect

INR Million

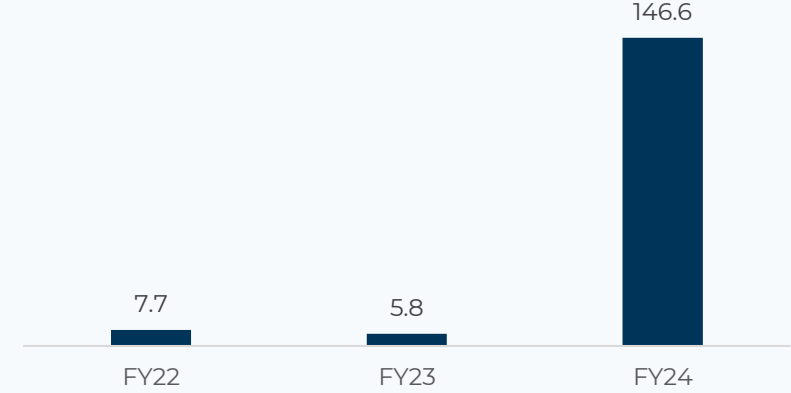
Revenue



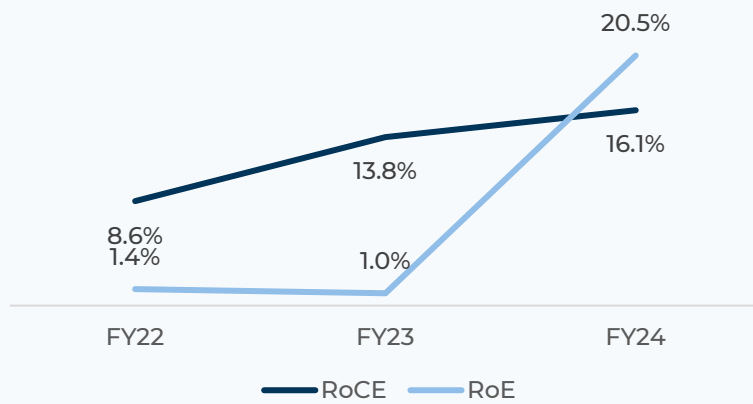
EBITDA



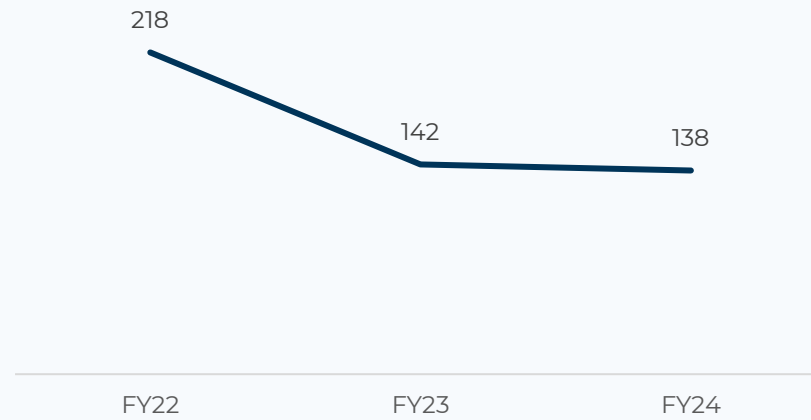
Pat



Return Ratios



W.Cap days





Mehul Mehta
Director



Email: Dissero_Clients@dissero.co.in
Contact Details: +91 98202 80325