



Date:- 22<sup>nd</sup> May, 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:- : Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Submission of Business Update/Earning Release.**

**Dear Sir/Ma'am,**

Pursuant to Regulation 30 of Securities Exchange Board of India (Listing Obligations and Disclosures Requirements), 2015, we hereby enclosed herewith the Business Update/Earning Release with respect to Audited Financial Results of the Company for the fourth quarter & financial year ended on 31st March, 2023 which will be presented to our Investors.

The presentation is being made available on the Company's website [www.advaitinfra.com](http://www.advaitinfra.com). in accordance with Regulation 46 of the Listing Regulations.

You are requested to take the above information on your record.

Thanking you,

Your 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



# 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**



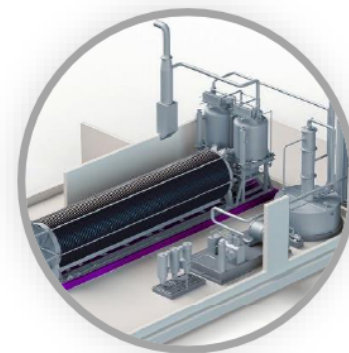
**Manufacturing And Supply Of  
Stringing Tools For Transmission  
Line**



**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**

# MILESTONES DURING THE YEAR

## 1. PIONEER IN DESIGNING INDIGENOUS EMERGENCY RESTORATION SYSTEM

- First indigenously designed and developed ERS under “Make In India” Initiative.
- For any Transmission Utility, restoring power in case of transmission line failure is of utmost importance. For this emergency situation, our ERS is perfectly suited, creating a temporary by pass system that can quickly restore power.
- In collaboration with CSIR-SERC, Chennai, our technology partner, we have developed an indigenous and cost-effective technology of ERS suitable for transmission lines of voltages from 33kV to 800kV. We are proud to say it is the first system under Make-In-India initiative to be developed indigenously and complying to all the international standards.
- For ERS, Advait is now qualified with Power Grid.
- The company received the order of INR 184 million from Power Grid Corporation of India Limited for design, development supply, training and demonstration of ERS.
- The project is expected to be completed by March 2024.

# 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

## ❖ Entering into Carbon Credit Consultancy Market

- Advait is foraying 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.

## ❖ Solar PV Projects

- Advait is strategically positioning itself as a mid-size solar EPC company, capitalizing on the immense market potential. Our primary objective is to secure orders from Independent Power Producers (IPPs) for the seamless execution of solar projects.
- Simultaneously, we will target small-scale industrial clients, offering comprehensive turnkey solar solutions.
- With a targeted capacity of 4-5 MW per year, we anticipate revenue of INR 100-120 million per year.
- This approach allows us to tap into a vast market while ensuring steady growth and profitability.

# 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.
- ❖ 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.
- ❖ The exposure of Corporate Guarantee provided by Advait Infratech Limited in case of loan of its associate company TG Advait India Private Limited is removed since the entire loan facility is now backed by SBLC provided by TGC which is parent company of TG Advait India Pvt. Ltd.



# 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

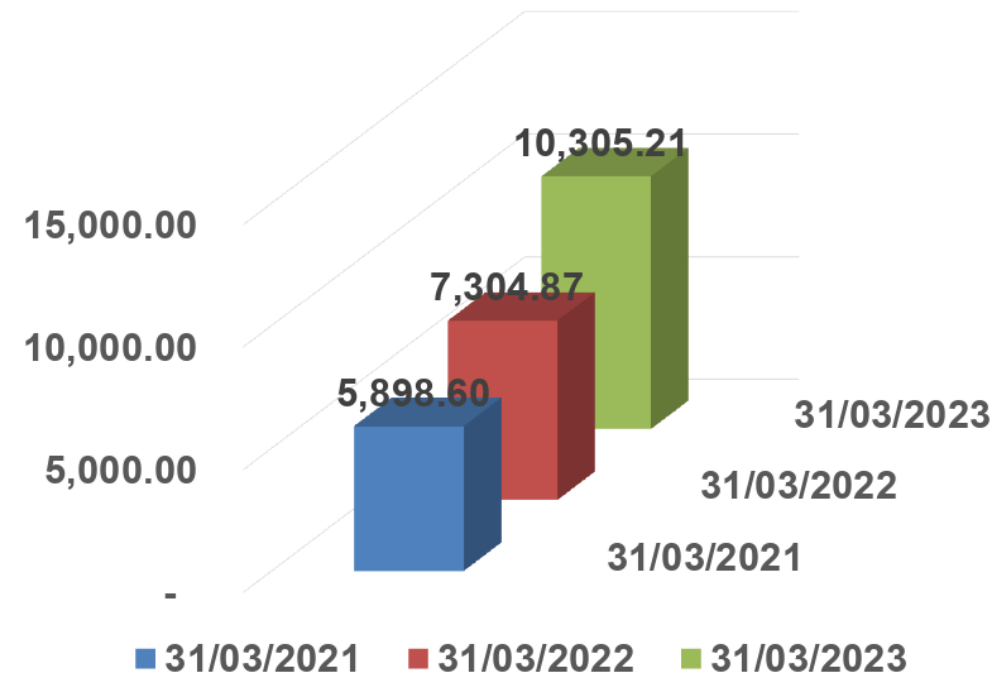
## Consolidated Performance

| Particulars             | 31/03/2020    | 31/03/2021   | YoY - Growth |  | 31/03/2022    | YoY - Growth |  | 31/03/2023    | YoY - Growth | Rs. In Lacs. |
|-------------------------|---------------|--------------|--------------|--|---------------|--------------|--|---------------|--------------|--------------|
|                         |               |              |              |  |               |              |  |               |              |              |
| 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         |              |              |

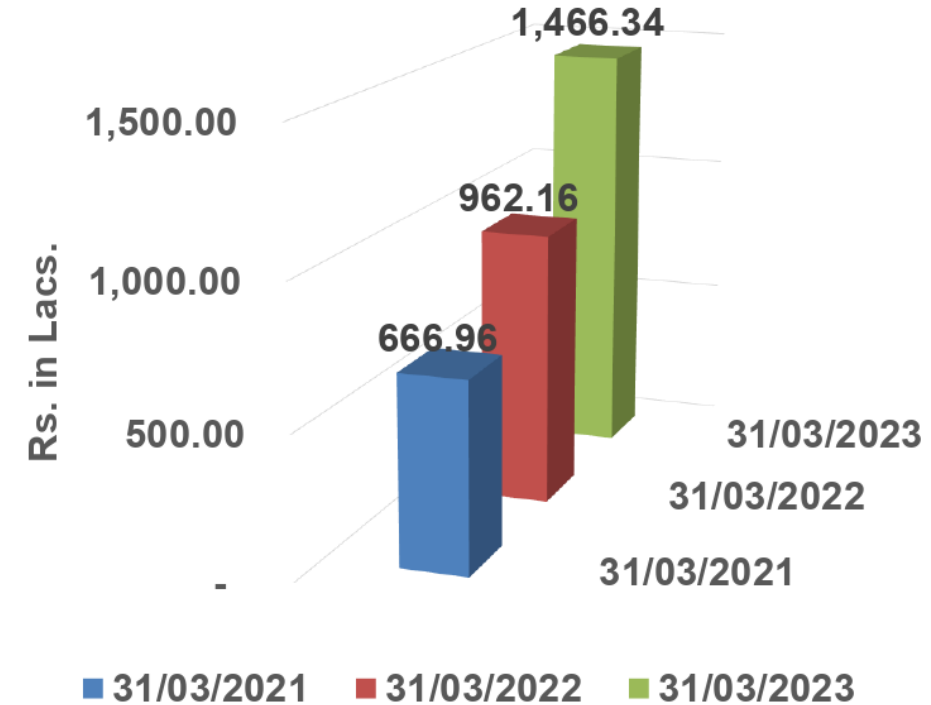
# BUSINESS GROWTH

## Standalone Performance

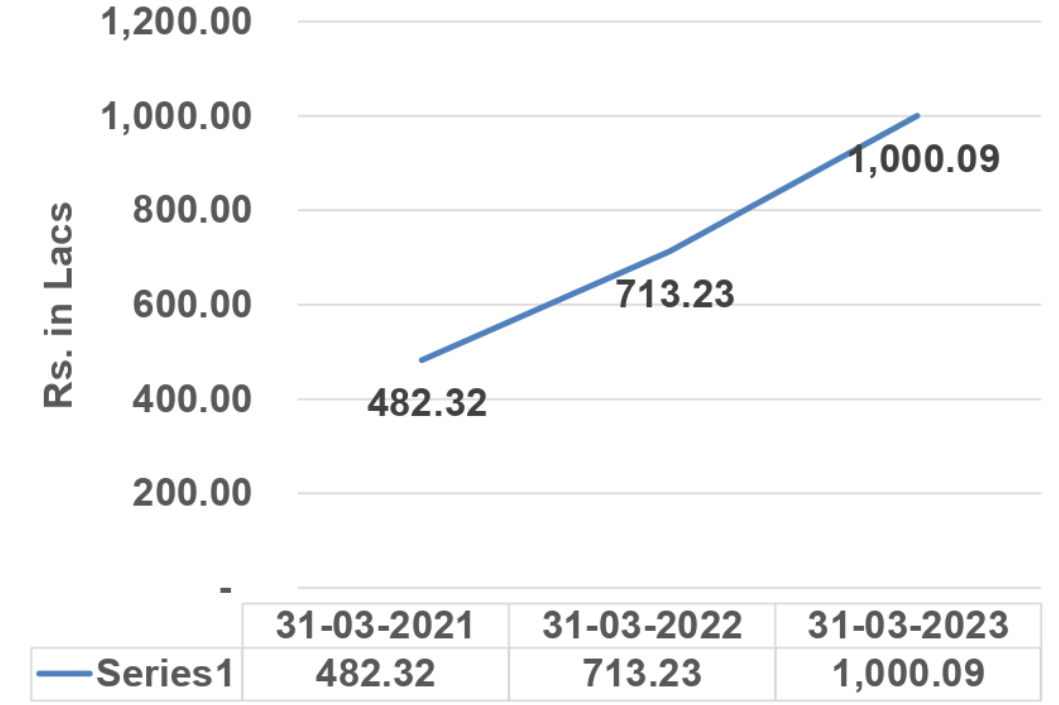
### Standalone Revenue



### EBIT - Standalone

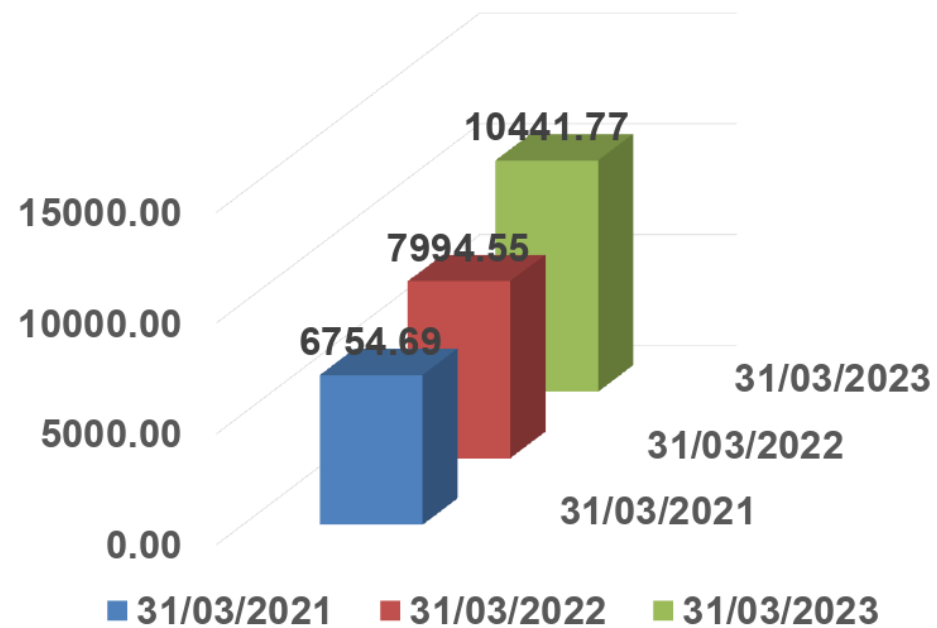


### Profit After Tax - Standalone

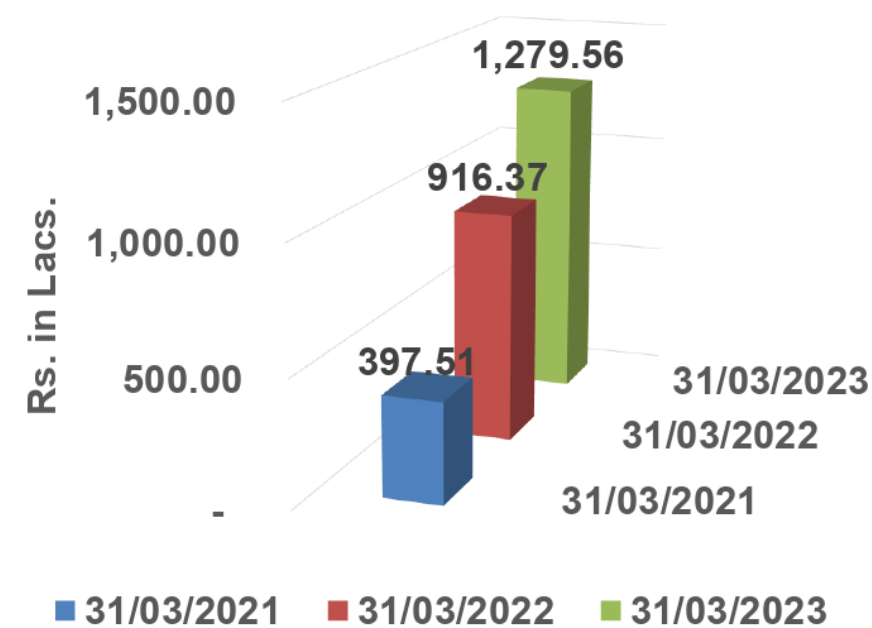


## Consolidated Performance

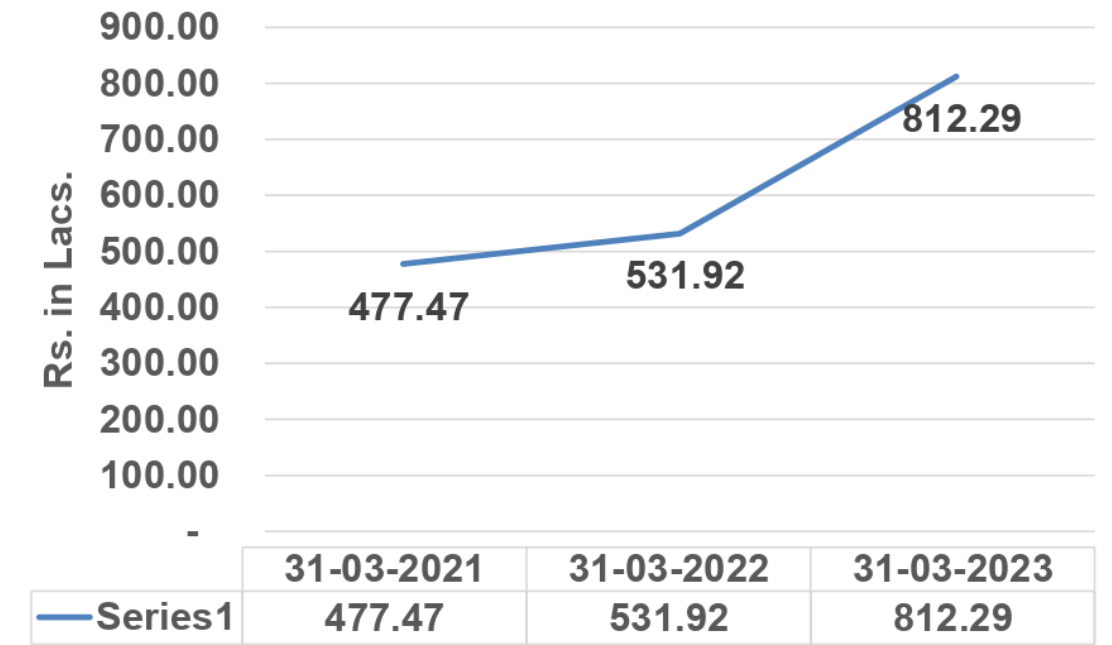
### Consolidated Revenue



### EBIT - Consolidated



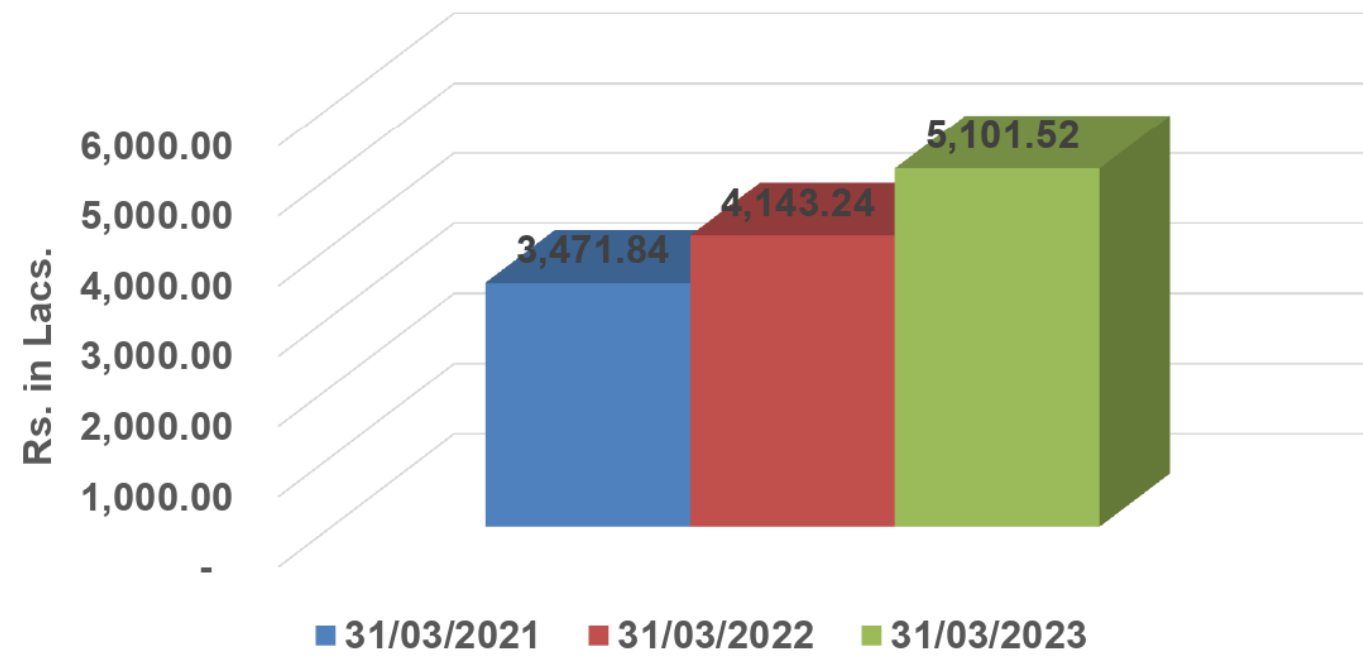
### Profit After Tax - Consolidated



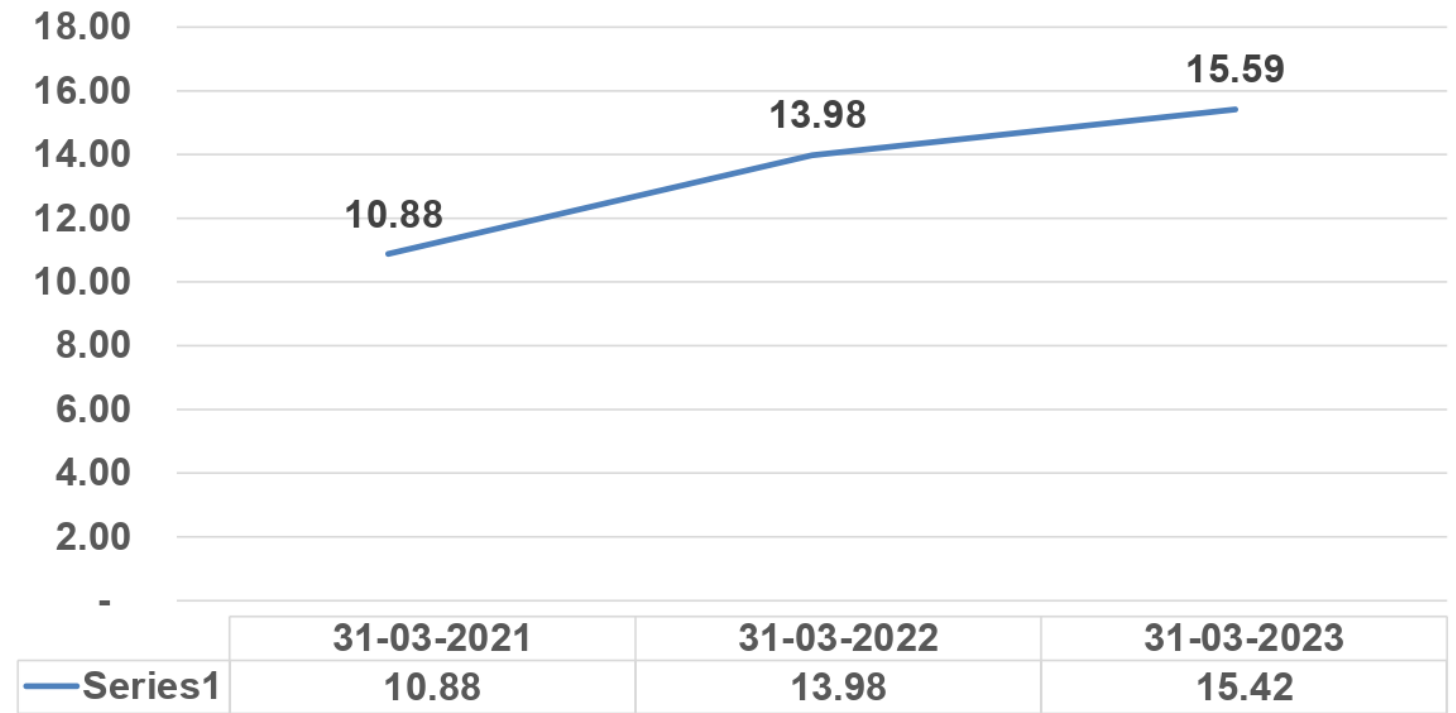
# ENHANCING VALUE TO SHAREHOLDERS

## Standalone Performance

### Networth

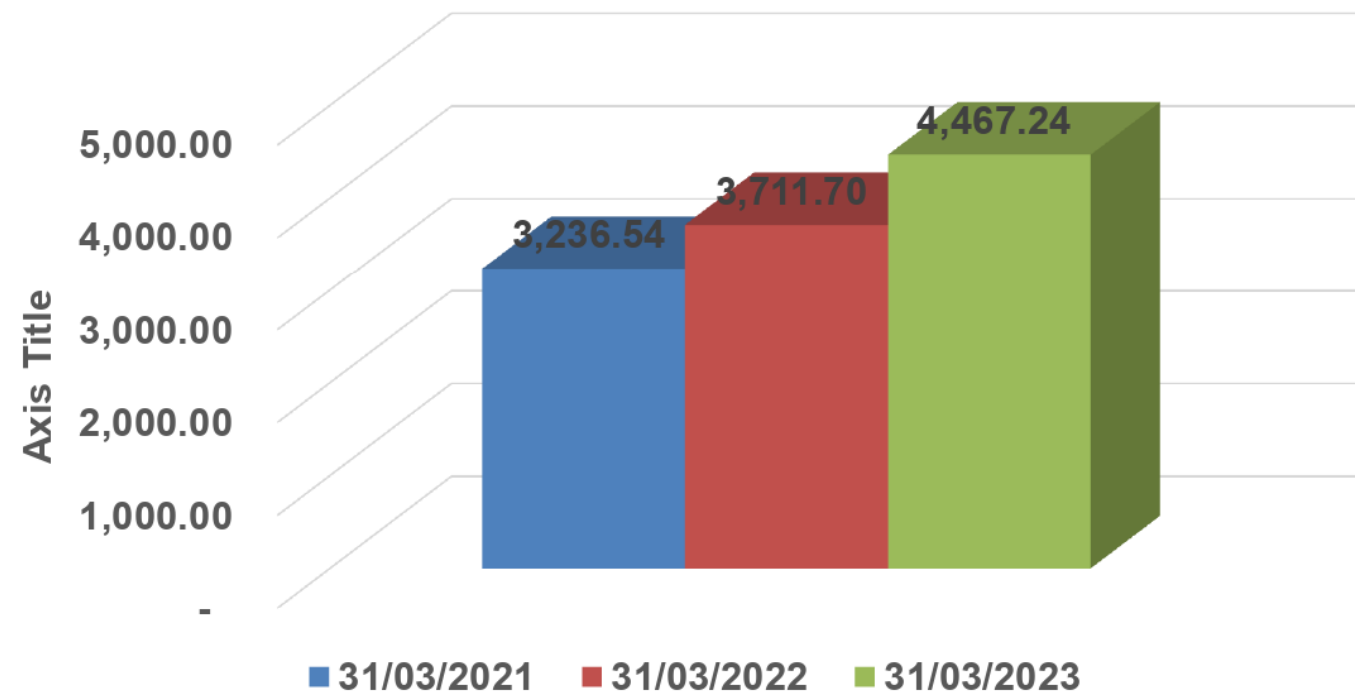


### EPS

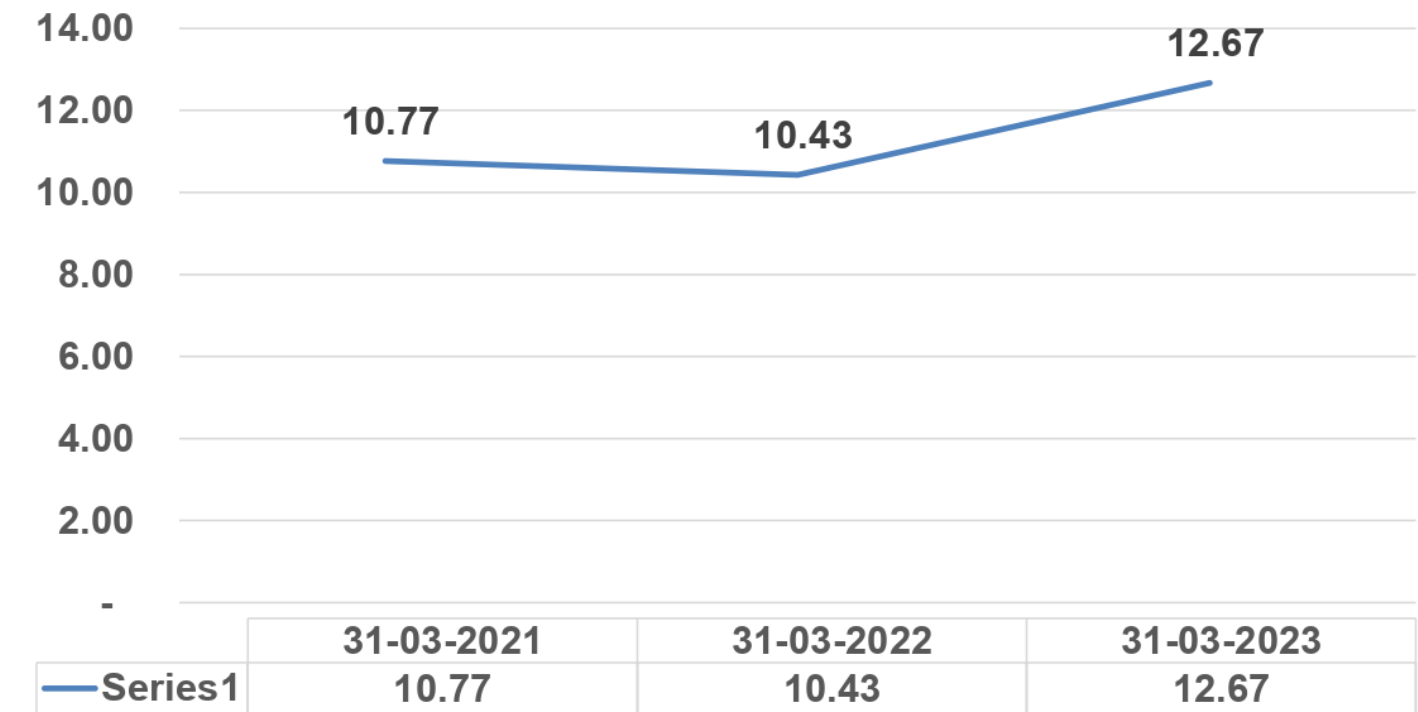


## Consolidated Performance

### Networth



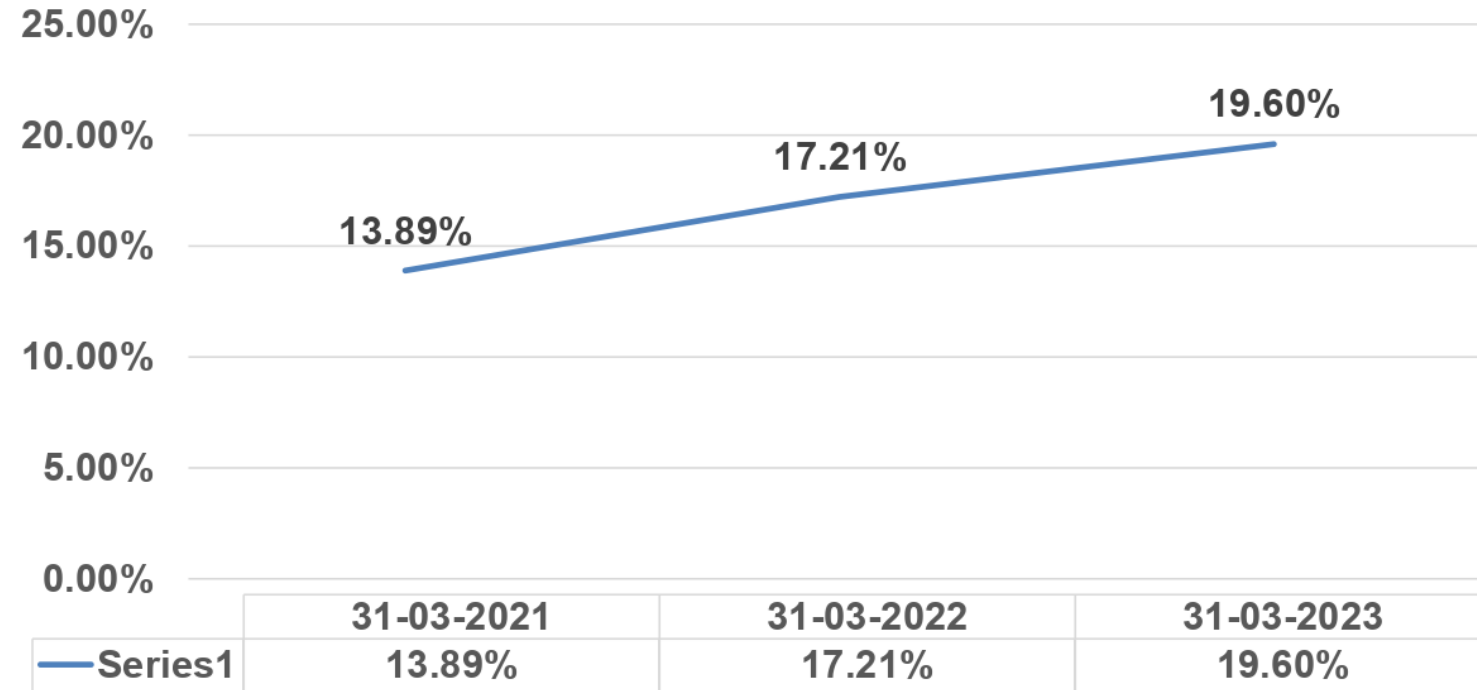
### EPS



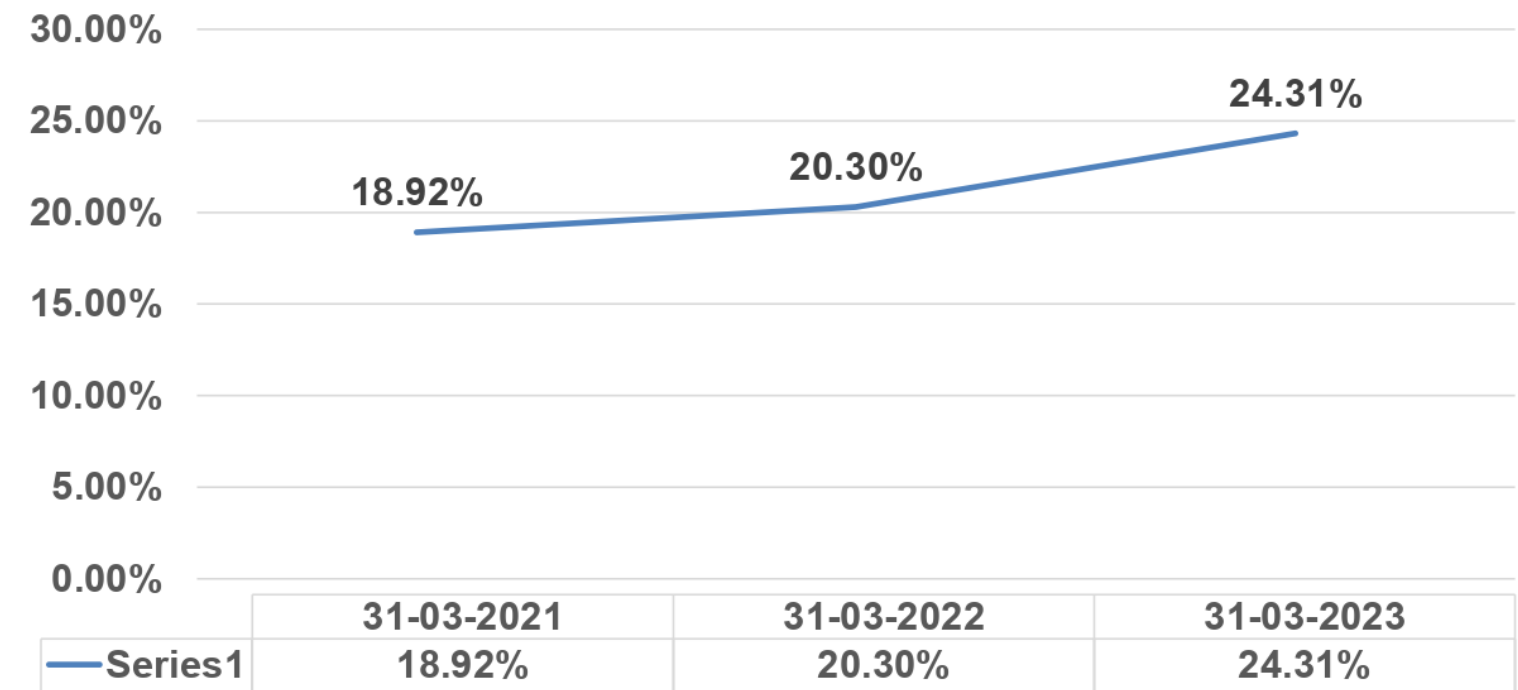
# RETURNS TO SHAREHOLDERS

## Standalone Performance

### Return on Equity - Standalone

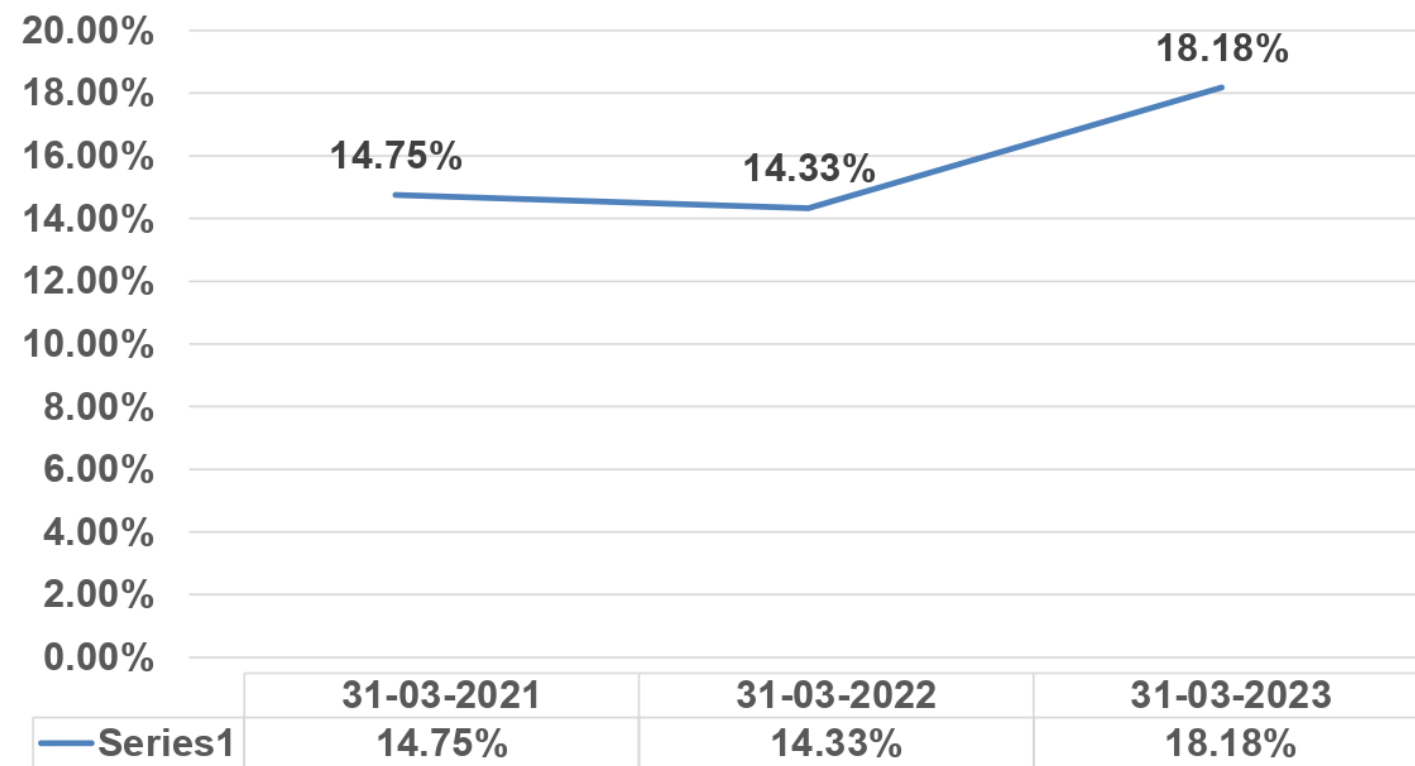


### Return on Capital Employed - Standalone

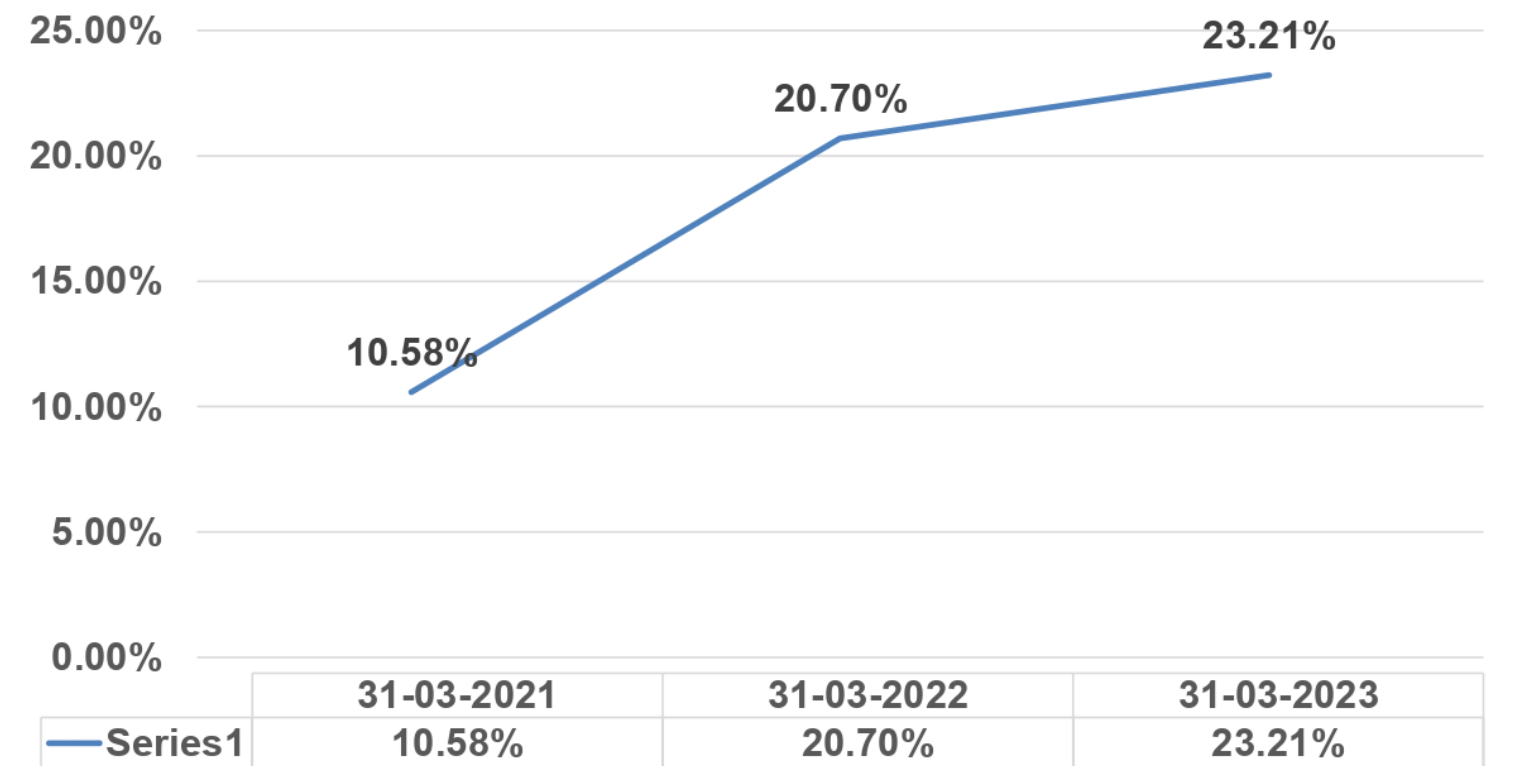


## Consolidated Performance

### Return on Equity - Consolidated



### Return on Capital Employed - Consolidated



# BUSINESS POSITION AND PATH AHEAD

| Order on Hand |                            |                   |
|---------------|----------------------------|-------------------|
| Sr. No        | Division                   | Amt. (Rs. In Cr.) |
| 1             | EPC Orders of Telecom/OPGW | 192.44            |
| 2             | ERS                        | 18.50             |
| 3             | ACS                        | 3.35              |
| 4             | Tools                      | 2.26              |
| 5             | Overseas                   | 2.00              |
| 6             | Green Hydrogen             | 8.50              |
|               | Total                      | 226.70            |

## **Business Ahead:**

- **EPC Orders of Telecom/OPGW Business Unit:** The company is expecting orders worth approx. INR 110 Crores during the year 2023-24.
- **Tools Business Unit:** The tools department is expected to fetch orders worth approx. INR 23 Crores during the year 2023-24.
- **ERS Business Unit:** The ERS department is expecting orders worth INR 24 Crores during the year 2023-24.
- **ACS Business Unit:** The company is expected to fetch ACS orders of INR 17 Crores during the year 2023-24.
- **Renewable Energy Business Unit:** The company is expected to fetch order of INR 10 Crores from green hydrogen and further approx. INR 10 Crores of Solar during the year 2023-24.



12+

Years of Experience

60+

Customers

200+

Total Projects Served

Contact Us

Corporate Address

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Opp. Vikram Nagar,  
Iskcon Temple Cross Road,  
SG Highway, Ahmedabad – 380054

Contact No & Email

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+91 63548 94612  
Email: [info@advaitinfra.com](mailto:info@advaitinfra.com)  
Web: <https://advaitinfra.com/>

Factory Address

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