



ADVAIT INFRA TECH

# Advait Infratech Limited

## Investor Presentation

2020-21



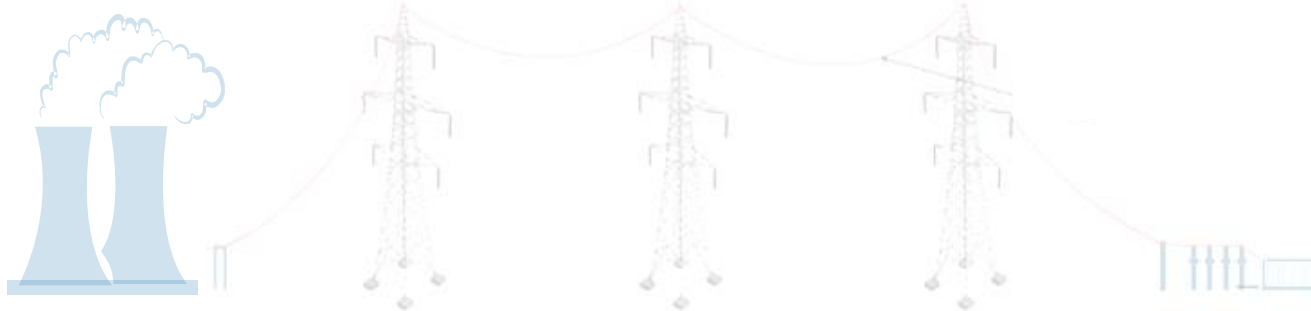


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This Report may contain certain forward looking statements relating to the future business, development and economic performance. Such Statements may be subject to a number of risks, uncertainties and other important factors, including but not limited to (1) competitive pressure; (2) legislative and regulatory developments; (3) global, macro-economic and political trends; (4) fluctuations in currency exchange rates and general market conditions; (5) delay or inability in obtaining approval from authorities; (6) technical developments; (7) litigations; (8) adverse publicity and news coverage; (9) natural calamities including pandemic, which could cause actual developments and results to differ materially from the statements made in this presentation.

Advait Infratech Ltd. assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise.



## About Us:

Advait is a part of the vibrant power infrastructure industry and committed to meet growing demand in India and beyond . We provide product solutions and services for Power Sector contributing to safer, sustainable and efficient power infrastructure and environment.

## Mission

To achieve the highest standards of innovation, professionalism and sustainable growth together, keeping in mind the satisfaction rates of employees, customers and shareholders.

## Vision

Trusted Services in Time Delivering success to our customers, employees & shareholders.

To exceed in the Telecom and Digital Infrastructure industry & provide service with utmost attention & excellence

Pledge



Satisfied Stakeholders



Innovation Driven Approach



Sustainable Infrastructure



Energy Efficient Technology

## Milestones

- 1 1200 Kms Live line Projects completed
- 2 Live line Projects under Execution: 9000 Kms
- 3 R&D JV with CSIR, New Delhi for Tech Transfer
- 4 IPO & Listing  
On BSE, SME Exchange, September, 2020.
- 5 Rs. 27.50+ Crore Market Capitalization  
On listing Day.

## Financial Summary

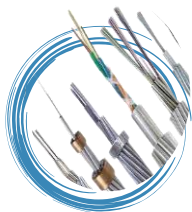
- 1 Rs. 67.54 crore Consolidated Revenue For FY, 2020-21
- 2 Rs. 4.77 crore Consolidated Net Profit for FY2020-21
- 3 197% Growth Three years Net Profit CAGR growth
- 4 Rs. 32.36 crore Consolidated Net worth as on 31<sup>st</sup> March 2021
- 5 Dividend Rs. 1/- per equity share of face value of Rs. 10/- each



## Our Business:

Our company is into the business of providing products and solutions for power transmission, power substation & telecommunication infrastructure fields. We operate in verticals such as Turnkey Telecommunication Projects, Installation of the Power Transmission, Sub Station and Telecom Products, Liaising-marketing and providing end to end solutions for the overseas customers operating in the field of Power Transmission and Sub Station, Trading of the similar products, and manufacturing through OEM of the stringing Tools

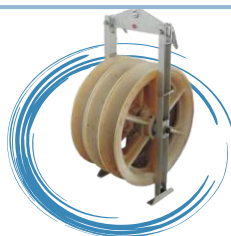
## Our Products:



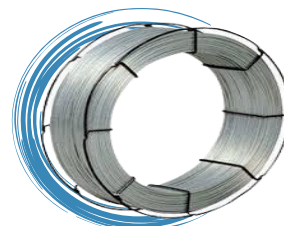
**Optical Fiber Ground Wire (OPGW)**



**Insulators for the EHV Transmission Lines**



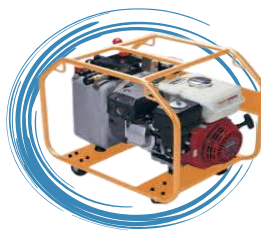
**Stringing Tools for construction of Transmission lines**



**Transmission Line Earthing System**



**Gas Insulators Sub Stations**



**Motorized Hydraulic Compressor Winch Machine**

## Our Services:

We provide live-line and off line installation of OPGW system. At present we are executing about 9000 kms of live line projects and about 1200 kms are already executed. Our service ranges includes survey, design, manufacturing, supply, erection, commissioning, splicing till final testing. We also provide following services:

**Annual Maintenance Contracts for OPGW and OFC.**

**Liaising, Marketing And Transportation**

**Networks Construction on EPC Basis.**

## Our Manufacturing:

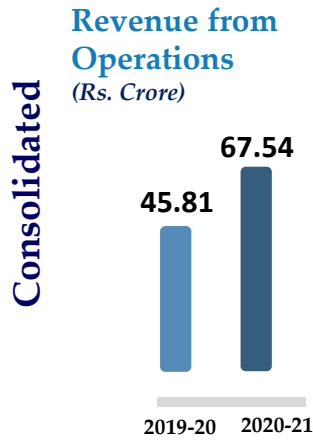
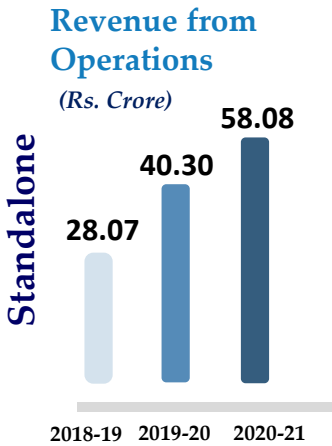
Our Company has expanded its verticals by venturing into manufacturing of OPGW (Optical Fibre Ground Wire) and OFC Cables. Our Company has put up a manufacturing unit, TG Advait India Private Limited through a joint venture with Jiangsu Tong Guang Optical Fiber Cable Co.,Ltd.

## Our Clients:

Our Clients include major power utilities company in India & abroad, and companies taking EPC contracts in power transmission sector. We have successfully retained clients from both private and public sector. We have developed a strong client base for our product and services. We enjoy good relationship with our clients as we follow customer first philosophy.



## Financial Highlights :



### Consolidated Revenue Segmentation

#### Revenue From Sale of Goods

75.6%



24.3%

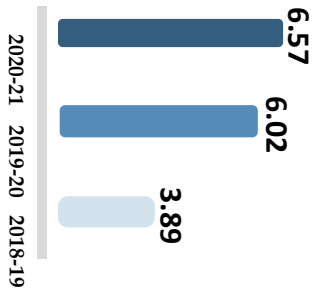
#### Revenue From Service Supply

2020-21

### Standalone

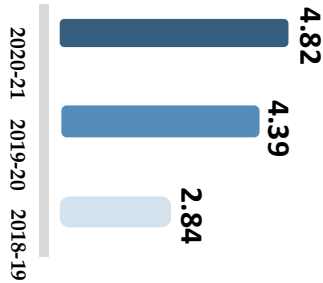
#### Profit Before Tax

(Rs. Crore)



#### Profit After Tax

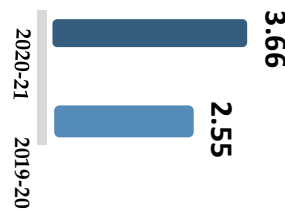
(Rs. Crore)



### Consolidated

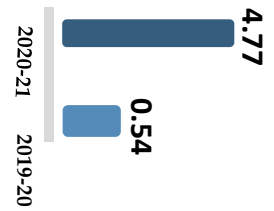
#### Profit Before Tax

(Rs. Crore)



#### Profit After Tax

(Rs. Crore)



### Report : Three Years Compound Annual Growth Rate (CAGR) Standalone / Consolidated

	Operating Revenue(%)	EBITDA(%)	PBT (%)	PAT (%)	EPS (Rs)
<b>Standalone</b>	27.4%	17.7%	19.1%	19.2%	10.88
<b>Consolidated</b>	21%	8%	20%	197%	10.77

**80.02 Crores**  
Order Book for Next Year

**Re. 15/-**

FY 2019-20

**Re. 1/-**

FY 2020-21

**47% Low Debt Company**

Standalone Debt Equity  
(%) FY 2020-21

**Dividend**

History

## Chairman's Message :



Dear Shareholders,

The year 2020-21 has been one of the most challenging times as the world fought the Covid-19 pandemic and towards the end of the financial year, the nation faced the worst second wave which adversely effected the country. In this challenging times, we as a team stood strong and safeguard all our stakeholder by adopting COVID-19 protocol set by the government. We upgraded our infrastructure to facilitate work from home culture keeping health & safety as our top priority. Further we are grateful to all the frontline workers who has helped us fight the pandemic.

AIL as a team has stood by its commitment to its stakeholders and successfully completed its IPO process and raised Rs. 6.89 crore and got the company listed on BSE SME exchange on September 30, 2020. I take this opportunity to thank all the professionals, market intermediaries & BSE stock exchange who played vital role during the entire process of IPO and helped us start a new journey in a greater capital market. We ensure our investors of developing the growth engines which will open new avenues for business.

I am also happy to share with you that your company has entered into a JV agreement with Council of Scientific and Industrial Research (CSIR), New Delhi for transfer of CSIR-SERC technology on "Emergency Retrieval System" (ERS) under Atmanirbhar Bharat Policy.

*“We together faced Challenging times and have emerged stronger. I appreciate our employees, suppliers & stakeholders for their tremendous hard work and faith that helped us achieve business growth”*

Further, as a plan to diversify AIL's business interest, the company is planning to set up new factory for Stringing Tools, Joint Box and ERS Manufacturing & assembly utility and thereby company will produce Tools, Joint Box Locally and cater to the domestic market.

### Performance 2020-21

I am delighted to share with you that we have posted our best financial performance in these challenging times when the markets are uncertain. AIL's consolidated revenue for the year 2020-21 is Rs. 67.54 Cr. with a net profit of Rs. 4.77.Cr. i.e growth of 47.44% in revenue as compared to previous financial year. We continue to maintain our margins with EBITDA at Rs. 6.51 Cr. and PAT at Rs. 4.77 Cr.

### Dividend

We continue to share our profits with our shareholders and have declared dividend of Re 1/- per equity share of face value of Rs. 10/- each for the year ended 31st March,2021.

### Way Forward

On the completion of 11 years of AIL, we have formulated plans to look beyond the existing geographies and are exploring new opportunities to make our product portfolio more robust. Our Joint venture investment with Chinese company TTG co. Ltd., TG Advait Pvt. Ltd. has also completed its first full year operations and it is expected to grow in coming years.

Before I conclude, I would like thank all our shareholders, partners, customers and other stakeholders for their continuous faith and support. I thank everyone in the organisation for their innovative endeavours and enthusiasm to tide through challenging time phases.

Regards  
Shalin Sheth  
Managing Director



## Board of Directors:



**Shalin Sheth**  
Managing Director  
Founder & Promoter

### Qualification

B.S.M.E. from BVM College, Sardar Patel University, Gujarat

PGDMA ,Ahemdabad Management Association

### Work Experience & Role

More than 20 years of experience including working at Kalpataru Power Transmission Ltd. & Adani Power Limited.

Driving force behind the growth of the Company, Looking after over all business strategy and future planning.

### Qualification

Bachelor's Degree in Commerce from NM college of Commerce and Economics, University of Mumbai

### Work Experience & Role

More than 10 years of experience and looking after Finance & Risk Management. She is actively involved in statutory compliance.



**Rejal Sheth**  
Wholetime Director  
& CFO



**Mr. Dinesh Patel**  
Non Executive Director

### Qualification

B.E Mechanical from L.D College of Engineering (Gujarat University)

### Work Experience & Role

Having more than 30 years of work experience having worked with Kalpataru Power Transmission Ltd, He has strong knowledge and experience of Power & Transmission Industry. He is guide and Mentor to the company and looking after maintaining strong relations with different stakeholders of the company.

### Qualification

B.Com from M.L.S University, Udaipur, Rajashtan.

Associate Member of ICAI & ICSI,

Diploma in Business Finance, Institute of CFA of India.

### Work Experience & Role

More than 20 years of Experience including working at Kalpataru Power Transmission Ltd. Currently working at SK Fincap Advisors Pvt. Ltd.



**Mr. Bajrangprasad Maheshwari**  
Non Executive Independent  
Director



**Mr. Manan Pancholi**  
Independent Director

### Qualification

College Drop-out, Tech Enthusiast and Founded an IT company – Webvertx.

### Work Experience & Role

Founder of an IT company – Webvertx, trading in industrial Inks and Printers, one of the Youngest Founder Member and Ex Chairman of the Gujarat Chamber of Commerce & Industry (GCCCI) – Youth Wing, Trustee & President in NGO - BASAL .