



Date: 22nd August, 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:- Submission under Regulation 30 – Analysts Meeting of the Company , 2023 of SEBI (Listing Obligation and Disclosure Requirements) Regulation,2015 (“Listing Regulation”

Dear Sir,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) we would like to disclose/intimate that the company had meeting with the research analyst firm named “**SOVRENN**” on 21st August, 2023 at physically.

Further, the investor presentation shares by the company in the meeting is attached herewith. No unpublished price sensitive information pertaining to the Company is shared at the said meeting with analysts.

Kindly take the above intimation on record.

Thanking you,

**Yours Faithfully,
For Advait Infratech Limited**

**Daisy Mehta
Company Secretary and Compliance Officer
Mem. No. A29893
Email Id – cs@advaitinfra.com
Place : Ahmedabad**

FINANCIAL HIGHLIGHTS 2022-23



DISCLAIMER



This presentation may include statements which may constitute forward looking statements. All statements that address expectation including, but not limited to, statements about the strategy for growth, business development, market position, expenditures or projections about the future, financial results are forward looking statements. Forward looking statements are based on certain assumptions and expectations of future events. The company cannot assure expectations are accurate or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward looking statements. The information contained in these materials has not been independently verified. None of the company's affiliates, nor any of its or their respective employees, advisors or representatives or any other person accepts any responsibilities, its Directors, Promoters or any liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions or inaccuracies in such information or opinions or for any loss howsoever arising, directly or indirectly, from any use of this document or its contents or otherwise in connection with this, cost or damage suffered or incurred document and makes no representation or warranty, express or implied for the contents of this document including its accuracy, fairness, completeness or verification for any other statement made or purported to be made by any of them or on behalf of them and nothing in this document or at this presentation shall be relied on in this respect, whether as to the past or the future. The information and opinions contained in this presentation are current. The company undertakes no obligation to update or revise any information or the opinions expressed in this information, future events or otherwise. Any opinions or information expressed in this presentation are subject to change with or without notice as a promise or representation in if not stated otherwise as of the date of presentation as a result of new constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or notice. This presentation does not or subscribe for, any securities of Advait Infratech Ltd . (the "Company"), nor shall it, or any part of it or the fact of its distribution form the basis of Advait or be relied on in connection with, any contract or commitment therefore. Any person/party intending to provide finance/invest in the shares/business of the company should do so professional advice and after carrying out their own due diligence procedure to ensure that they are making an informed decision after seeking their own. This presentation is strictly confidential and may not be copied or disseminated, in whole or in part, and in any manner or for any purpose. No person is a make any representation not contained in or inconsistent with this presentation and if given or made, such information or authorized to give any information or to having been authorized by any person. Failure to comply with this restriction may constitute a violation of the applicable securities laws. The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation should come under any such restrictions. By participating in this presentation or by accepting any copy of the slides presented, you agree to be informed themselves about and observe owned by the foregoing limitations.

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



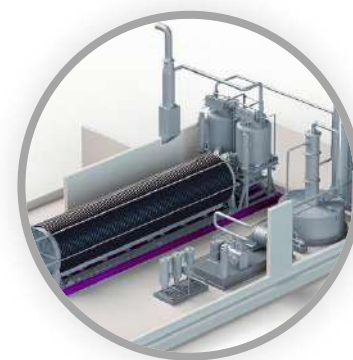
Manufacturing And Supply Of Stringing Tools For Transmission Line



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



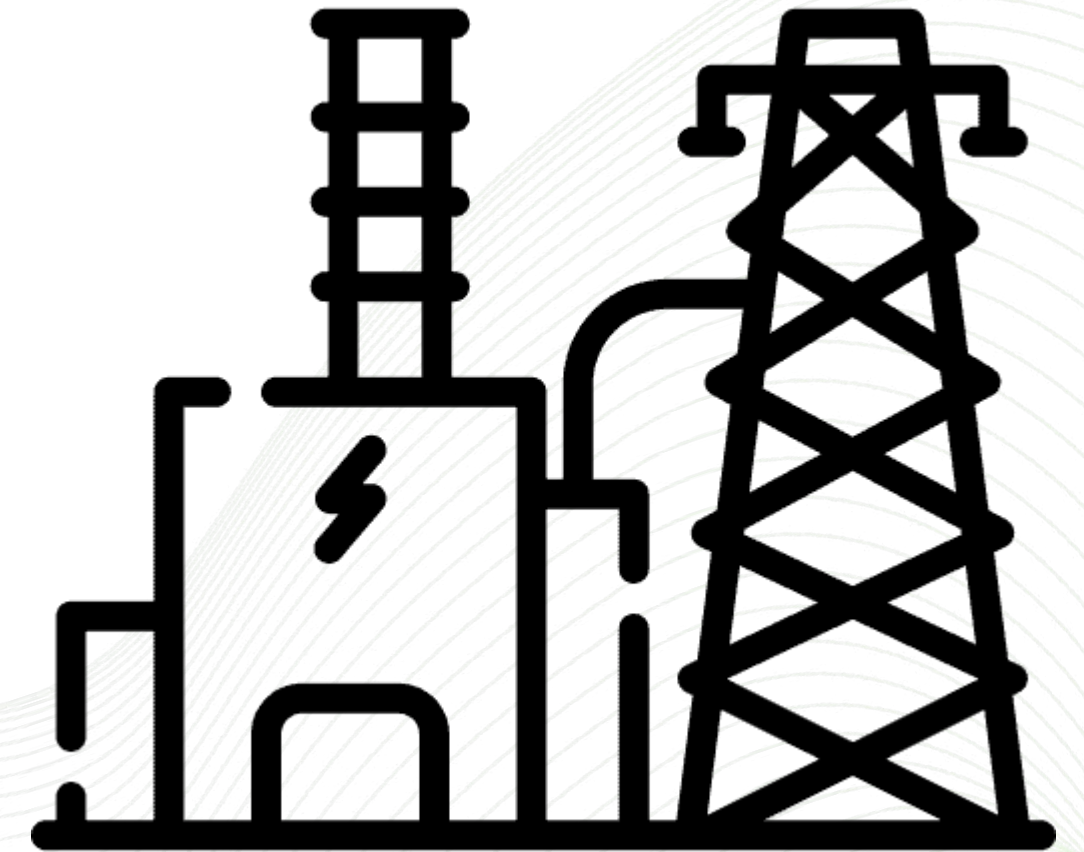
Overseas Projects Consultancy and Supply

INDUSTRY WE CATER AND THEIR GROWTH PROSPECTIVE



1. Products and Turnkey Solutions for Power Transmission Lines

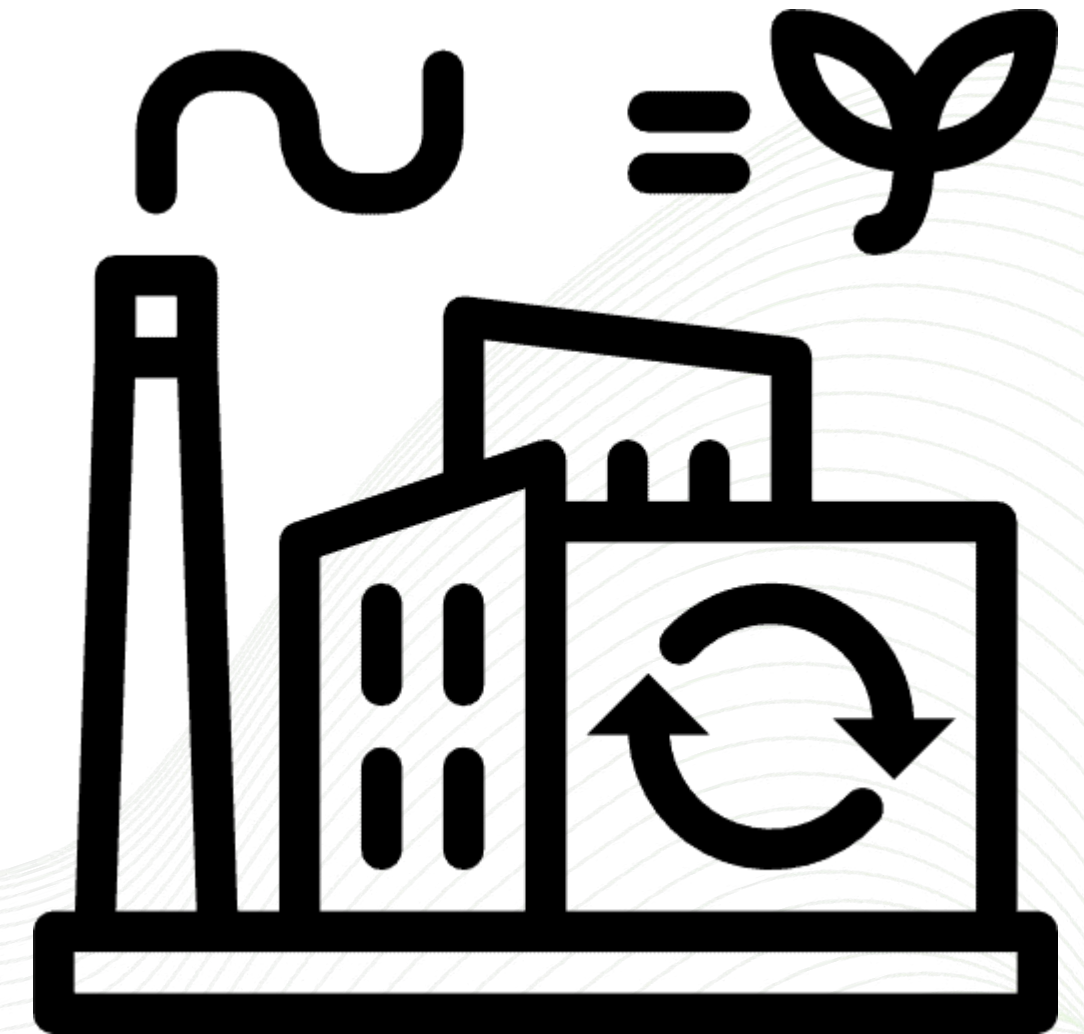
- ❖ Presently, Indian Power transmission market is adding about 9,000 to 12,000 CKT KMs per year for 220 kV and above TLs which is over and above the Transmission lines of below 220 kV capacity.
- ❖ The Electricity Boards are coming up with the projects of replacing old Earth Wires with OPGW about 10,000 to 20,000 KMs every year in old Transmission Lines.
- ❖ The expanding Interstate transmission corridor opens the chances for our products' sales with the growth up to 15 to 40% such as Aluminum Clad Steel wire, supply of OPGW, Live Line installation of the OPGW, Supply of Insulators & Stringing Tools etc.
- ❖ Our products such as ERS (Emergency Restoration System), nationally and globally **offer sales expected to grow up to 25% per year**. We envisage the International Market for the ERS for the upcoming year.



INDUSTRY WE CATER AND THEIR GROWTH PROSPECTIVE

2. Green / Grey Hydrogen related products and solutions

- ❖ Company is expanding its presence to manufacture the Electrolysers, assembly & supply of Fuel cells, Storage Tanks for the Hydrogen, which are promising segments and will continue for the growth of the company.
- ❖ Company has received its first end to end solution turnkey project with THDC for “Design, Engineering, Manufacturing, Inspection and Testing for 300 KW Capacity.
- ❖ Electrolyser & 70 KW Capacity fuel cell based Micro-grid system with Hydrogen Production Plant at THDCIL Office Complex, Rishikesh”.
- ❖ We shall continue to grow by delivering similar projects as such projects are expected to grow manifold in this sector. With the company's experience and qualification they are **expected to receive such projects in coming years.**



COMPANY STRENGTHS

- ❖ Industry expertise: Understanding of Industry and its market, reliable and assured products and service delivery, cost competitiveness.
- ❖ Pool of products and services that cater to many part of Industry needs.
- ❖ Exceptional customer service: Our team of professionals is committed to providing exceptional customer service and support, ensuring that your needs are met every step of the way.
- ❖ Quick and Lean management structure.
- ❖ Adaptive to market scenario to come with new products / extended products and solutions



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



◆ Carbon Credit Consultancy Market

- Advait has forayed 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 and presently we are assigned one such solution.

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 and all GH2 and Carbon related solutions.

- ❖ 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 along with plans of producing stranded ACS wire, Steel tube OPGWs under its manufacturing line.

KEY MANAGEMENT

1. MR. SHALIN SHETH – MANAGING DIRECTOR

B.E (Mech.), MBA, IBM

The founder and Managing Director of Advait Infratech, is a visionary with rich experience in the power industry. He has over 22 years of extensive experience in the power and telecom sector. With the overall responsibility of business affairs of the Company, his vision made Advait to achieve benchmarks in the industry like, manufacturing and supplying OPGW, ACS, OFC, ERS, and Stringing Tools to the power industry, completing 10,000 kilometres of live line installations, expanding into clean energy by developing green hydrogen integrators and undertaking EPC and Carbon Consultancy projects.



2. MRS. REJAL SHETH – CFO AND WTD

B.COM

Holding an expertise of Finance and Commerce attained through her a decade experience in said field. She leads our overall finance requirements of the Company along with strategic allocation of funds considering the future plans of the Company.

KEY MANAGEMENT

3. DEEPAK GUPTA: HEAD OF OPERATIONS

B.Sc., MBA (Finance)

With his 30 years of rich experience and expertise in various finance and commercial functions, being head of Operations in Advait he works in several finance functions such as budgeting, forecasting, monitoring & control, fundraising, treasury, forex, costing, insurance, taxes, supply chain management, etc.

4. MR. GAURAV MISHRA – HEAD OF BUSINESS DEVELOPMENT

B. Tech (Electronics and Communication)

Having an experience of more than a decade in the field of Business Development and renewable energy. He leads Company's business development opportunity and explores the market for the venturing partners taking into account the company's strength and strategic goals.



KEY MANAGEMENT

5. MS. DAISY MEHTA – CS AND COMPLIANCE OFFICER CS, LLB and MBA (Fin.)

Having an experience of a decade in the field of Legal and Corporate Governance. She is responsible for handling the Overall Compliance of the Company pertaining to SEBI (LODR), Companies Act, 2013, RBI, MCA, and Corporate Governance Matters of the Company..

6. MR. PARTH GANDHI - IIM GRADUATE, GENERAL MANAGER

Having an rich experience of more than 10 years of experience in diverse functional areas such as Strategic Planning, Corporate Strategy, Business Development and Sales & Marketing. Proficient in driving integrated operations management (Procurement, Vendor Development, Strategic Partnerships & Strategic Finance) along with workforce planning, skill management & team management with key focus on accomplishing top and bottom-line profitability.



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



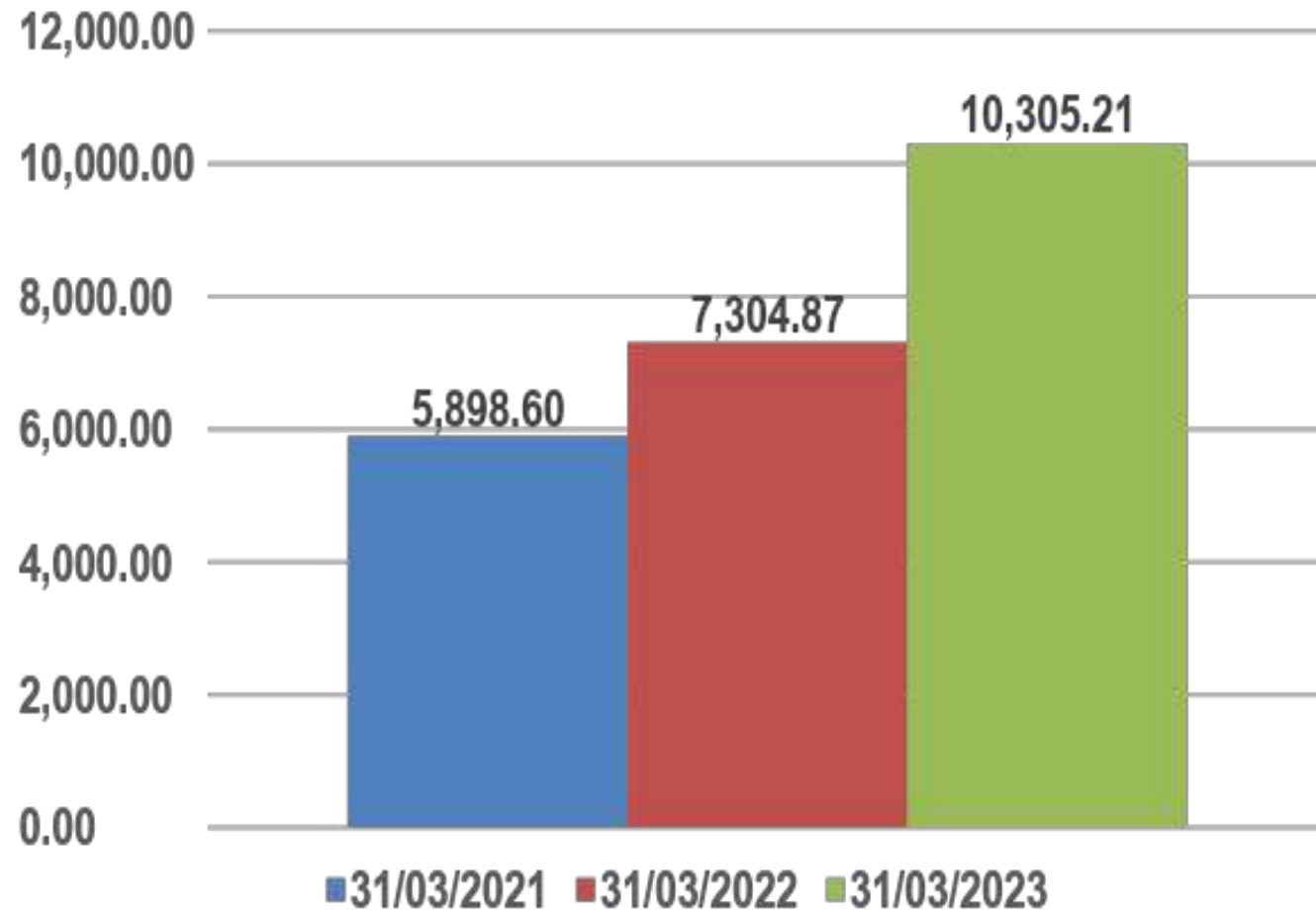
Consolidated Performance

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

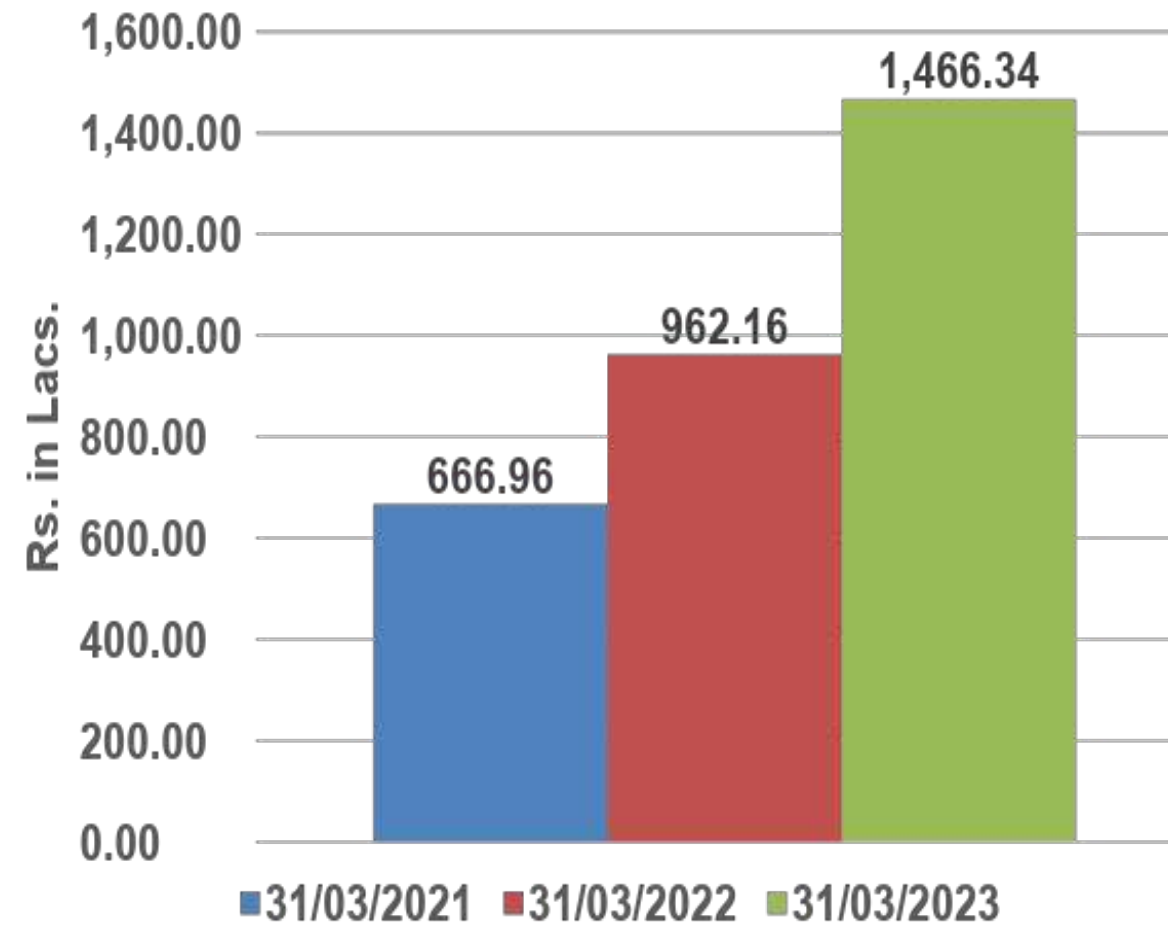
BUSINESS GROWTH

Standalone Performance

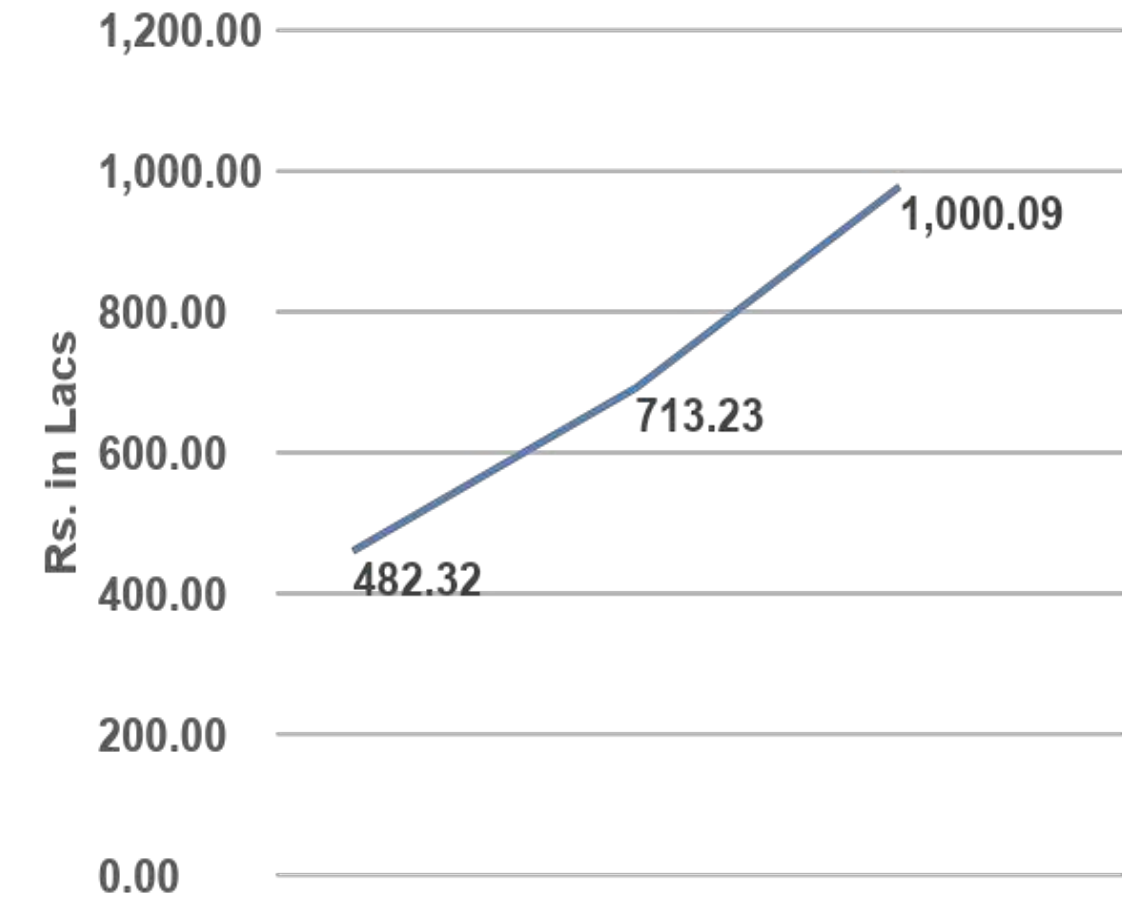
Standalone Revenue



EBIT - Standalone



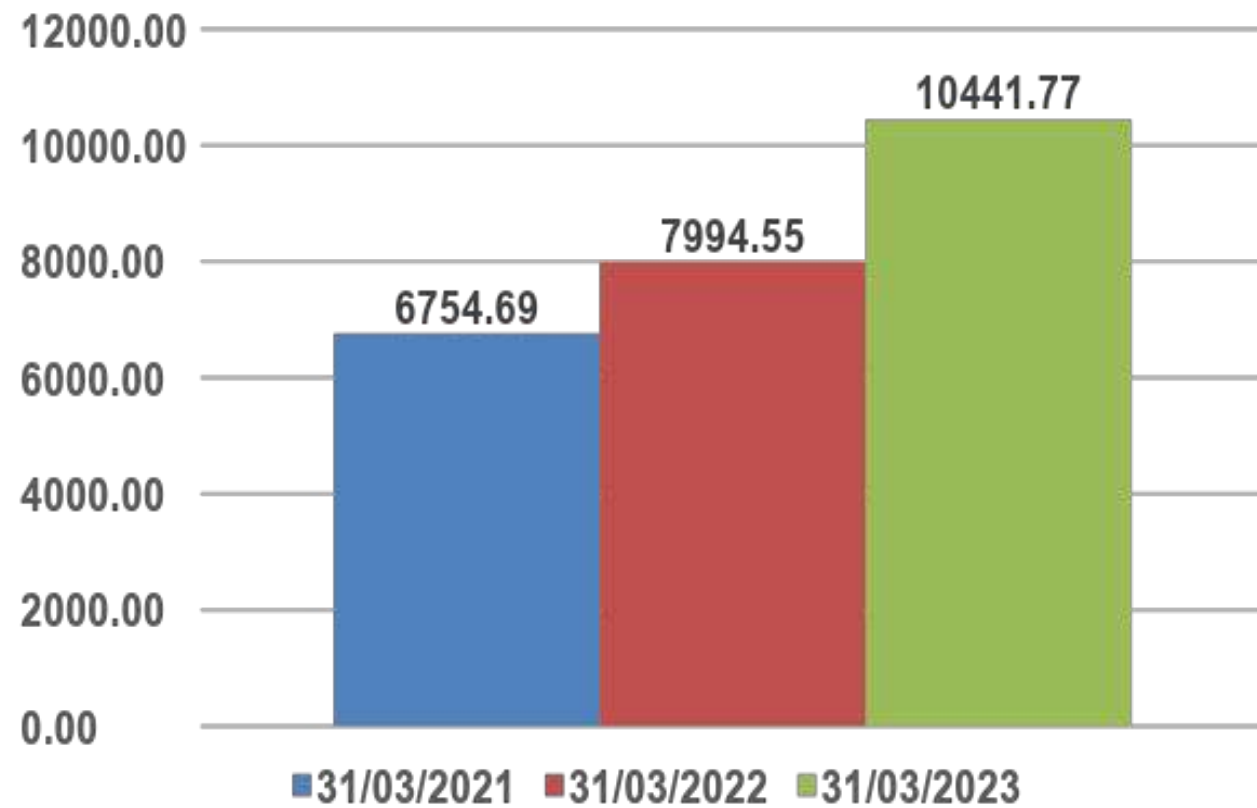
Profit After Tax - Standalone



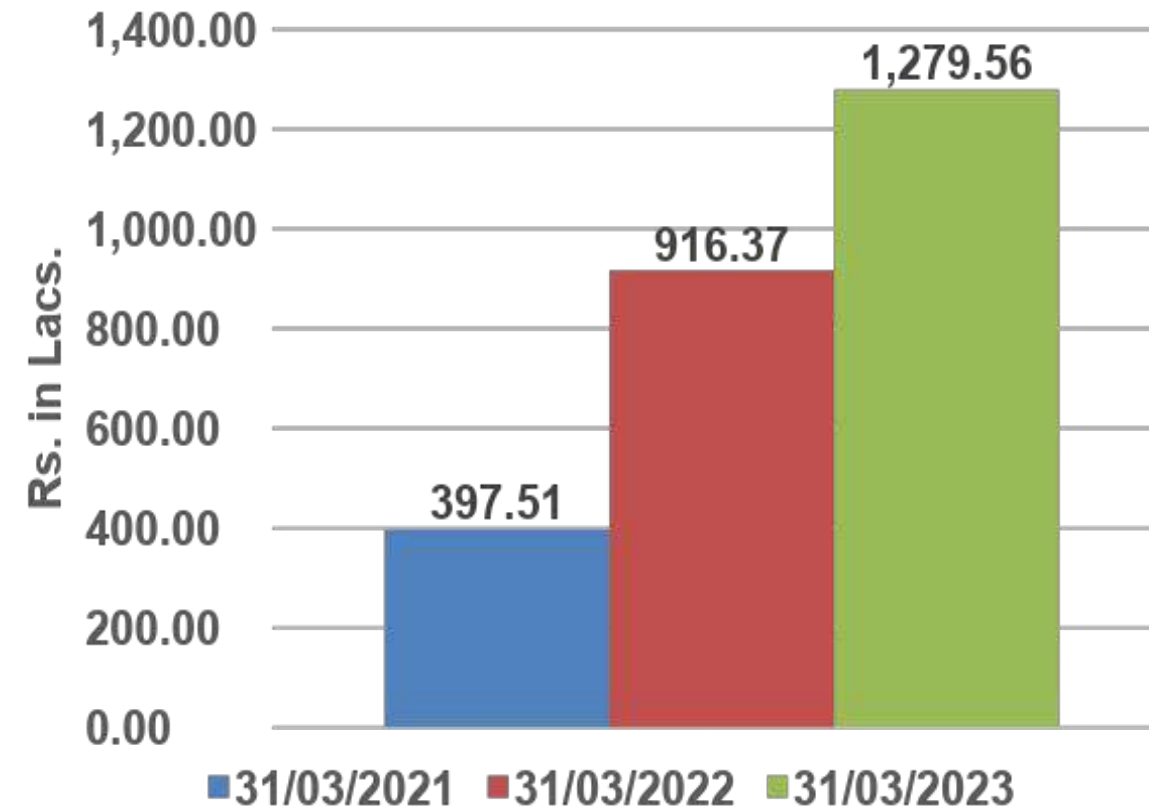
BUSINESS GROWTH

Consolidated Performance

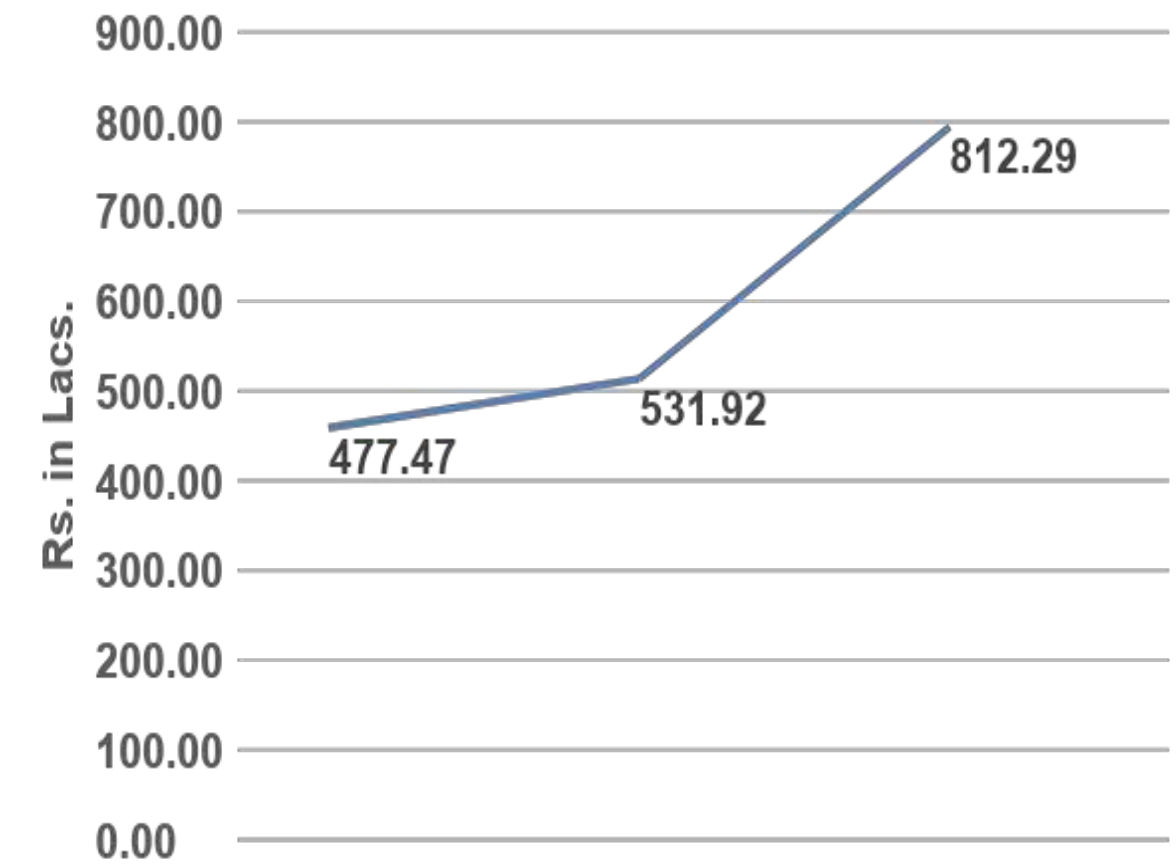
Consolidated Revenue



EBIT - Consolidated

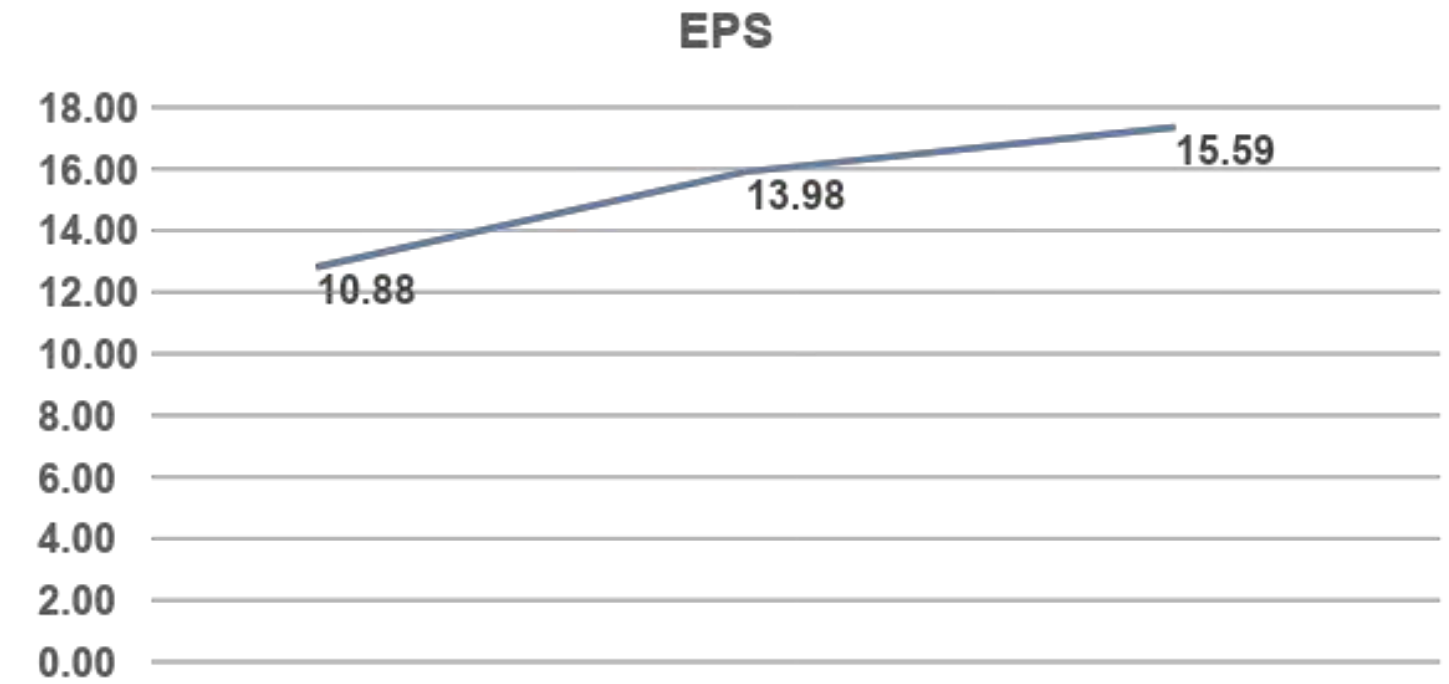
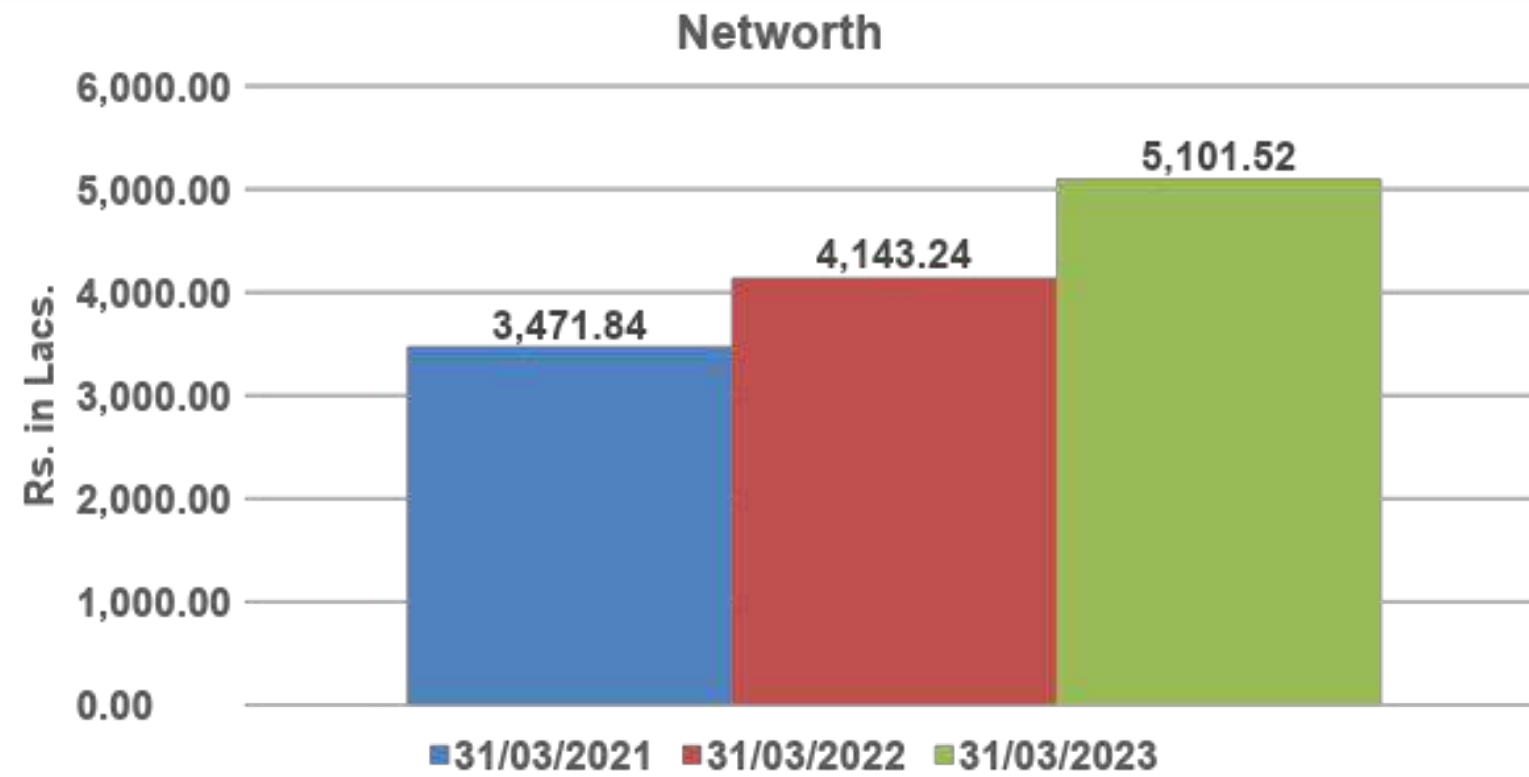


Profit After Tax - Consolidated

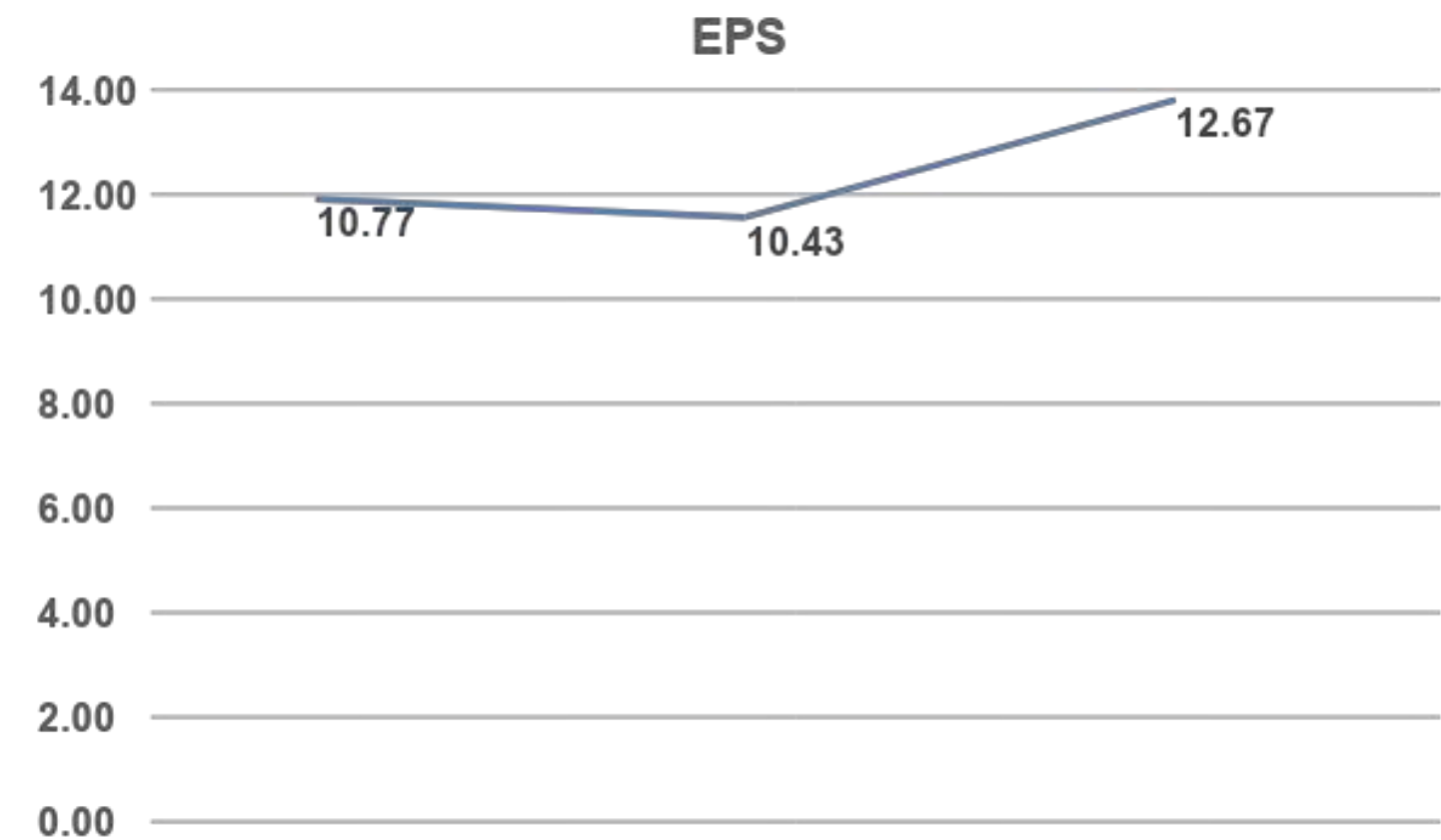
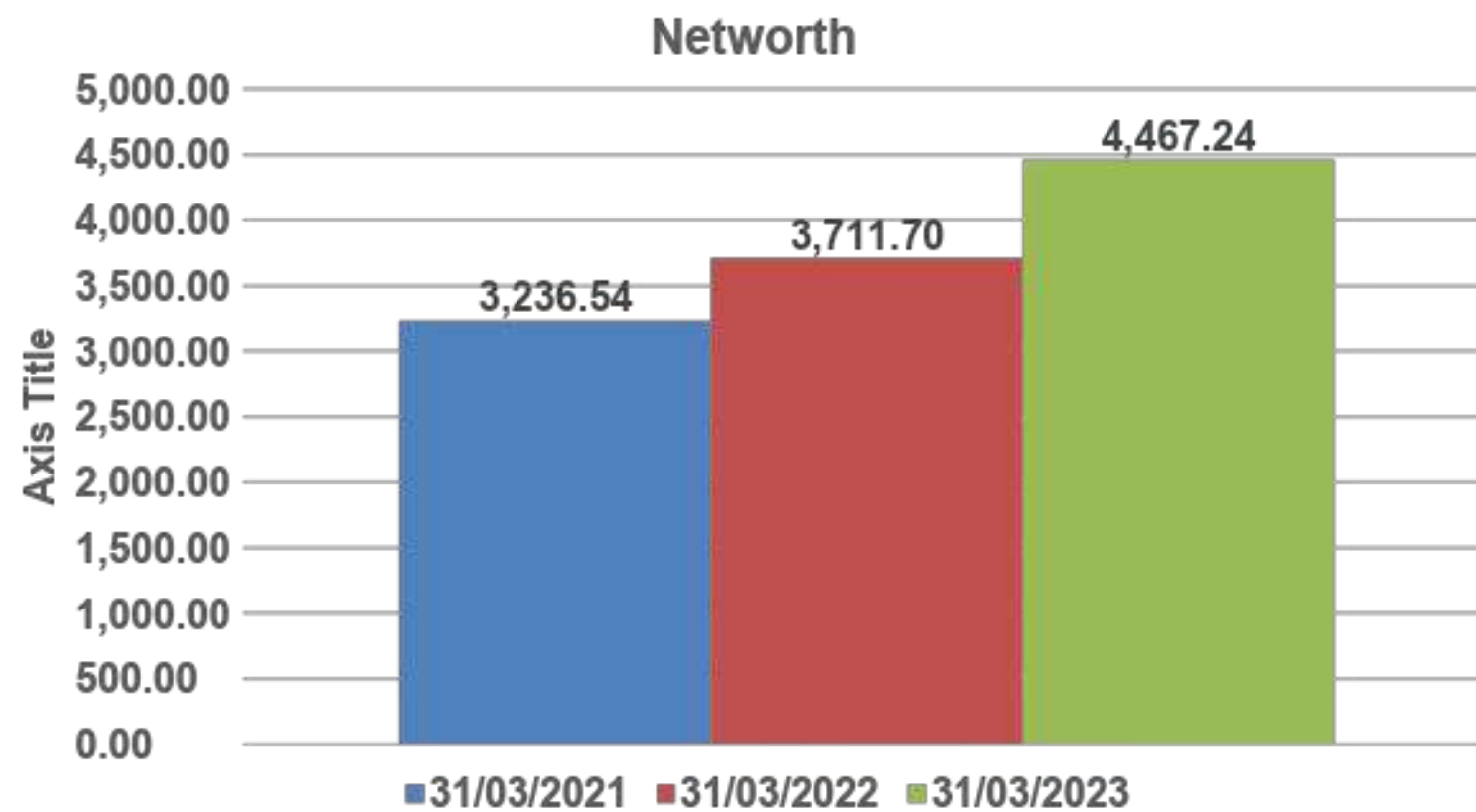


ENHANCING VALUE TO SHAREHOLDERS

Standalone Performance



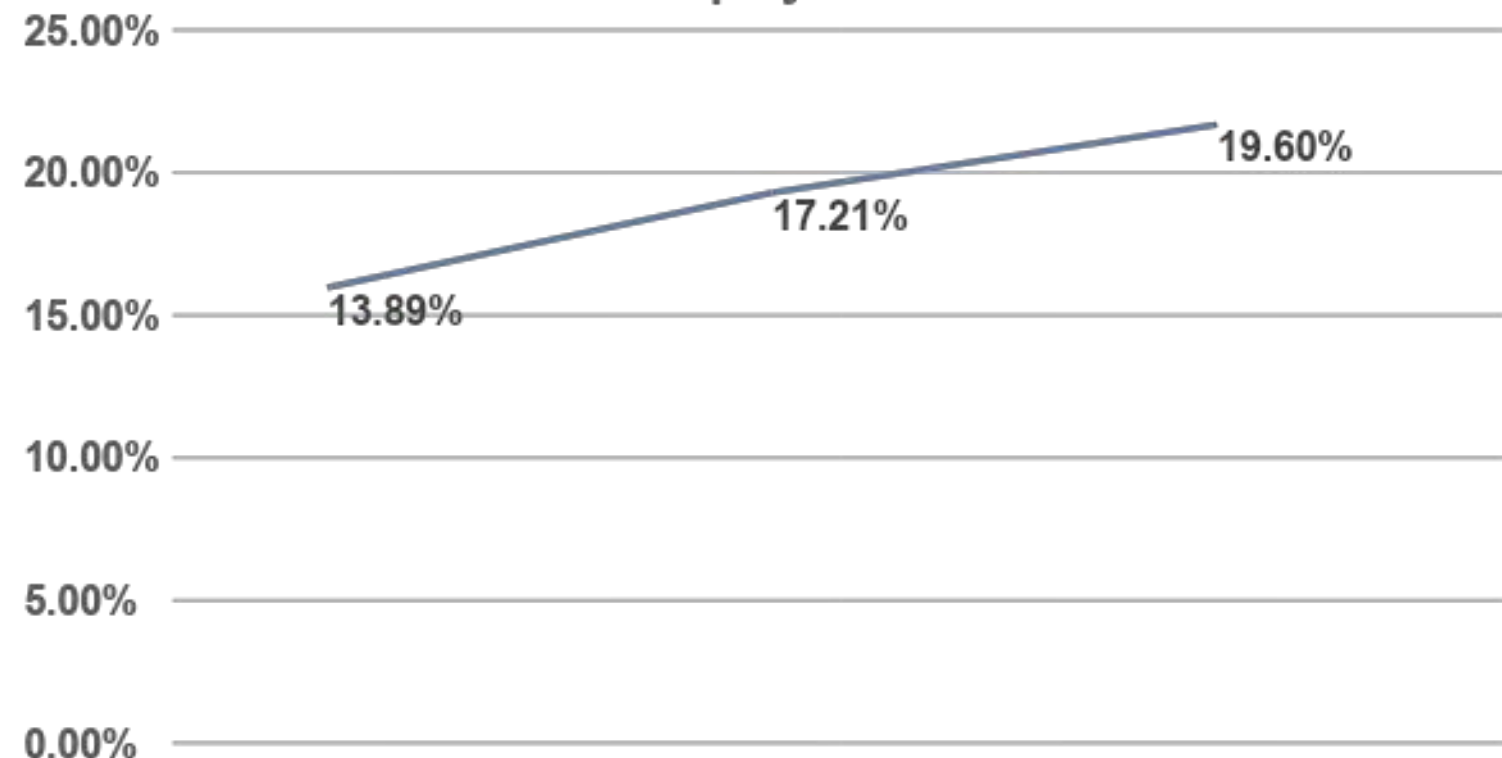
Consolidated Performance



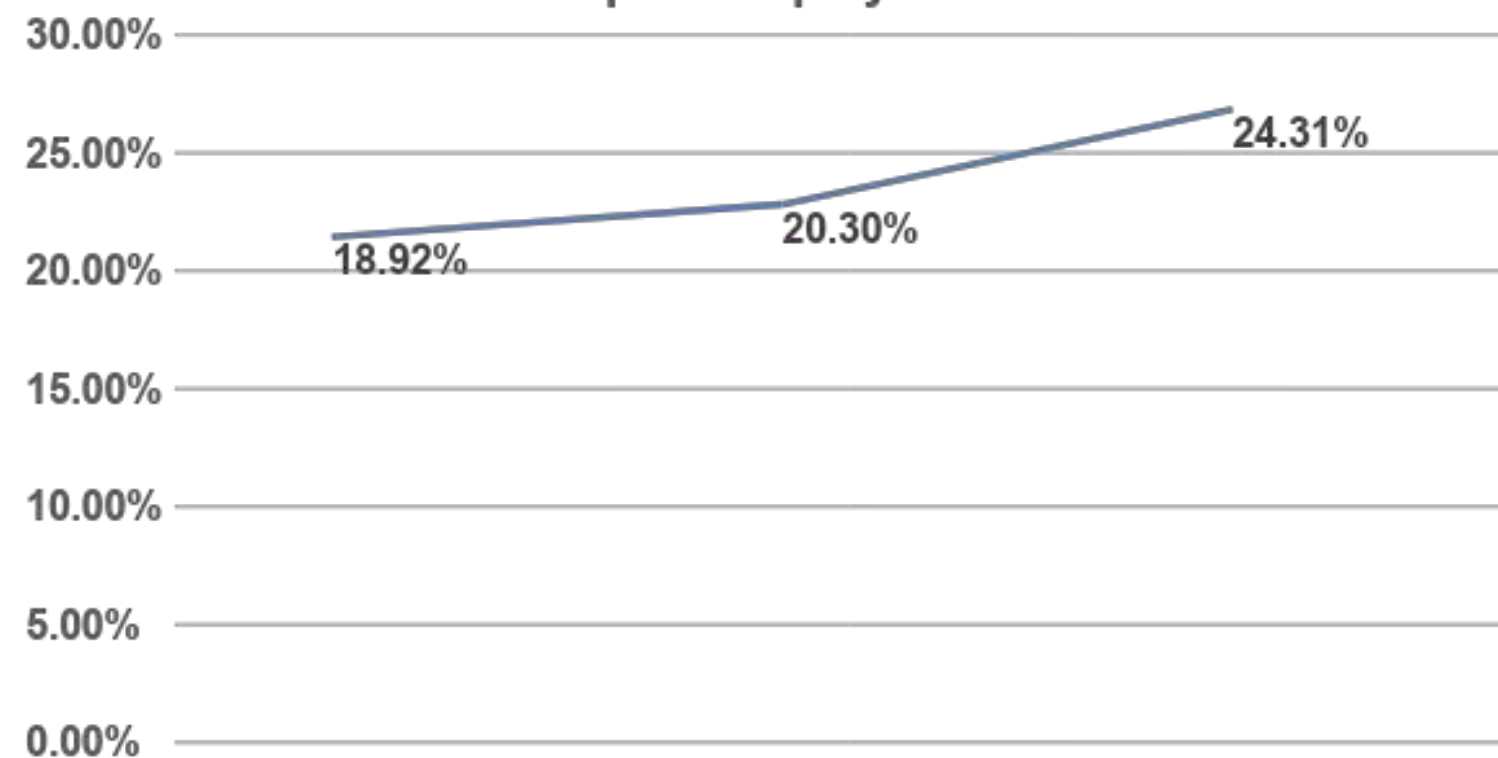
RETURNS TO SHAREHOLDERS

Standalone Performance

Return on Equity - Standalone

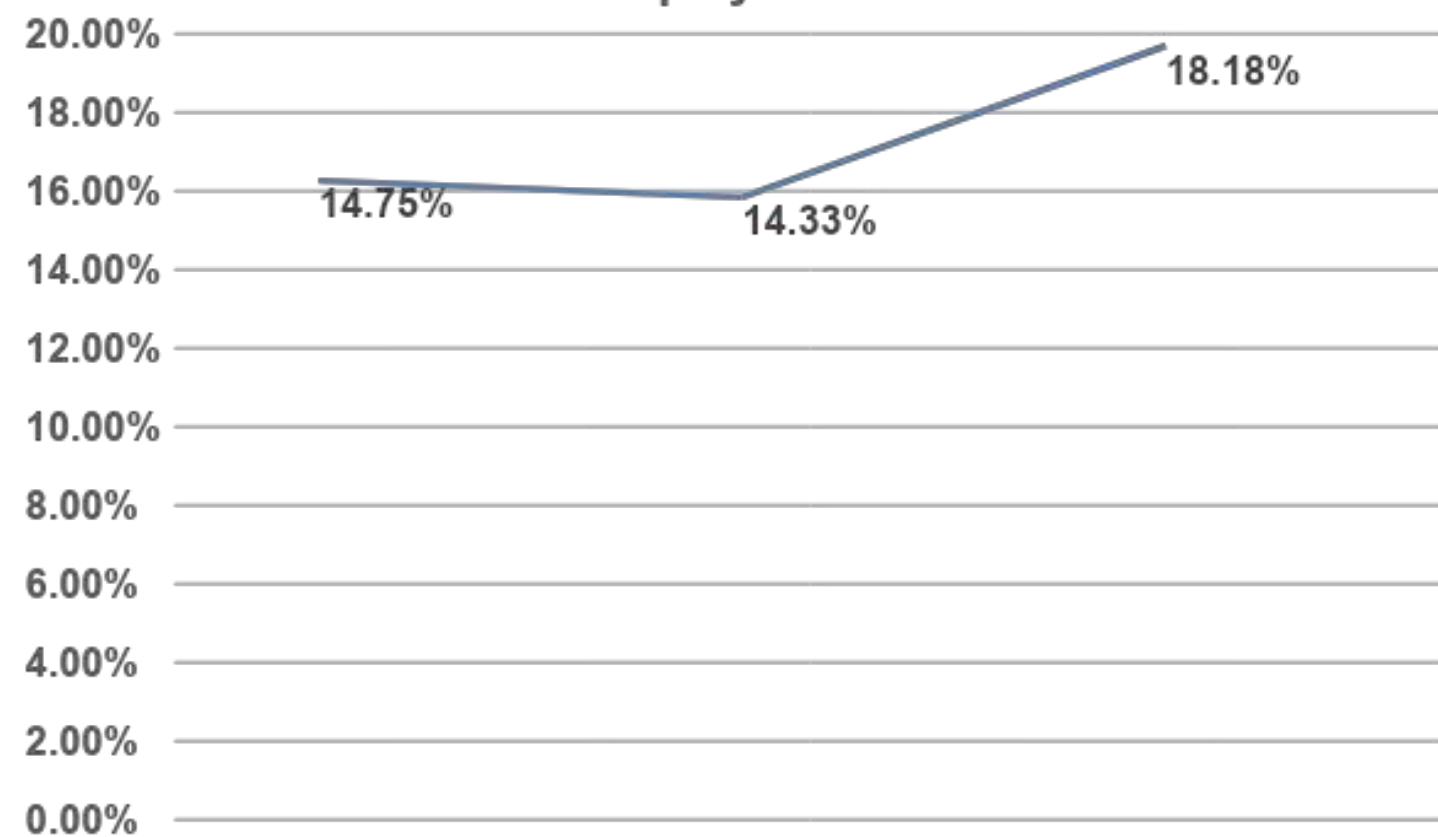


Return on Capital Employed - Standalone

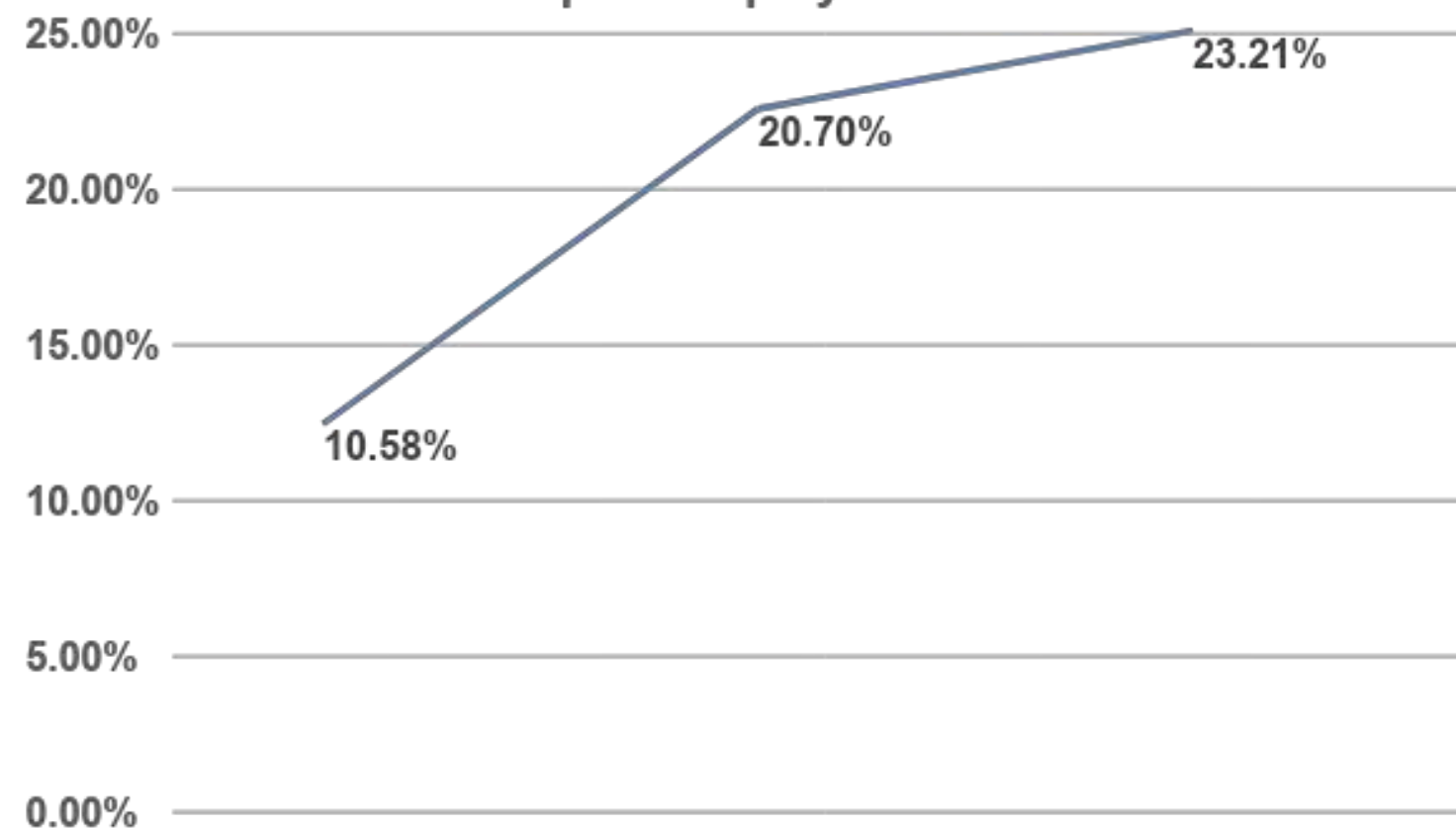


Consolidated Performance

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	
1.1	Execution and Distribution	78
1.2	Supply	100
2	Manufacturing	
2.1	ERS	18
2.2	ACS and OPGW	33
2.3	Stringing Tools	11
3	Overseas	2
4	Green Hydrogen	8.50
5	Total	250.5

12+

Years of Experience

60+

Customers

200+

Total Projects Served

Contact Us

Corporate Address

A-801 to 803 Sankalp Iconic,
Opp. Vikram Nagar,
Iskcon Temple Cross Road,
SG Highway, Ahmedabad – 380054

Contact No & Email

Phone: +91 922740 1530
Email: info@advaitinfra.com
Web: <https://advaitinfra.com/>

Factory Address

547, Saket Industrial Estate,
Jetpura-Karsanpura Road, Village-Borisana,
Kadi, Dist. Mehsana, Gujarat – 382728