



Date: September 30, 2024

To,
BSE Limited
Listing Department
Phiroze Jeejeeboy Tower,
Dalal Street,
Fort Mumbai-400 001

Scrip Code: 543230

Sub: - Investor Presentation – Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/ Madam,

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of Investor Presentation presented at investor meet held as follows:

Date and Time	Type of Meeting / Event	Location
September 29, 2024 at 8.00 am (IST)	Alpha Ideas SME Stars 2024 Edition	Pracharya B.N. Vaidya Sabhagriha, 2nd Floor, IES Raja Shivaji Vidya Sankul, Gate No 12, Hindu Colony, Dadar East, Mumbai-14

This information will also be available on the website of the Company at www.advaitinfra.com

Kindly take the same on your records.

Thank you.

Yours faithfully,
For **Advait Infratech Limited**

Deepa Fernandes
Company Secretary & Compliance Officer
F13015





ADVAIT INFRATECH

September 2024

**Transforming Energy
Transforming Lives**

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DISCLOSURE

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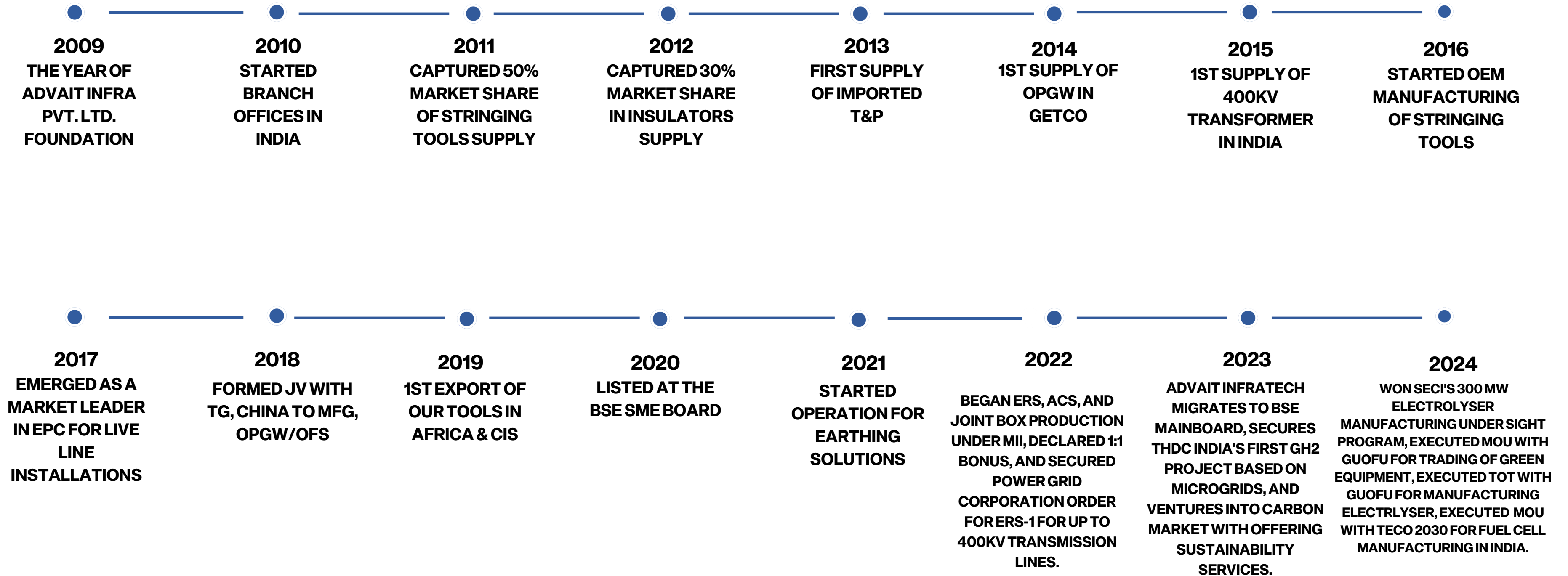


FROM FOUNDER'S DESK

SHALIN SHETH, MANAGING DIRECTOR

Persistence, being imaginative and driven, attitude of I can do it, solving complex and stressful situations are the keywords which have inspired me to build Advait business. For me yet success is still a distant reality and there are miles to go before are the keywords which have inspired me to build Advait business. For me yet success is still a distant reality and there are miles to go before I sleep. I sleep. We planted the seed of Advait Infratech Private Limited in 2009 whilst having remarkable journey in first decade from a trading to consultancy and then moved to EPC and moving to manufacturing of import substitution products successfully. After listing with BSE in 2020 we have taken a huge leap in our operations and performance with the brilliant team at Advait and support of our shareholders. We aim to be a world-class leader in businesses that enrich lives and contribute to nation-building through innovation, business building whilst creating benchmarks in the field of Power Transmission, Energy Transition, Sustainability solutions, and renewable energy., Sustainability solutions, and renewable energy.

ADVAIT'S JOURNEY & TIMELINE





MILESTONES

2009-2013

- Establishment of Advait Infratech Private Limited: The company was founded with a vision to provide innovative solutions in the infrastructure sector, laying a strong foundation for future growth.
- Commencement of Branch Operations Across India: Strategic branch offices were opened in various locations throughout India, enhancing the company's reach and operational capabilities.
- Achievement of 50% Market Share in Stringing Tools: Through a combination of product quality and effective marketing strategies, Advait captured a significant portion of the market for stringing tools, establishing itself as a key player in the industry.
- Attainment of 30% Market Share in Insulators: Advait successfully penetrated the insulator market, garnering a substantial market share through competitive pricing and robust distribution networks.
- Inaugural Supply of Imported Tools and Plants (T&P): The company executed its first supply of imported tools and plants, diversifying its product offerings and enhancing its service capabilities.

2014-2019

- First Export of Tools to Africa and the CIS: Advait expanded its international footprint by successfully exporting its tools to the African continent and the Commonwealth of Independent States (CIS), marking a significant step in its global outreach.
- Emergence as a Market Leader in EPC for Live Line Installations: The company distinguished itself as a leading provider of Engineering, Procurement, and Construction (EPC) services for live line installations, demonstrating its expertise in this specialized area.
- Formation of a Joint Venture with TG, China, for OPGW and OFS Manufacturing: A strategic joint venture was established with TG, China, to enhance manufacturing capabilities for Optical Ground Wire (OPGW) and Optical Fiber Solutions (OFS), enabling the company to offer advanced products to its clients.
- Successful Supply of OPGW to GETCO: Advait achieved a milestone by executing its first supply of OPGW to the Gujarat Energy Transmission Corporation (GETCO), reinforcing its position in the market.
- First Supply of a 400kV Transformer in India: The company made history by being the first to supply a 400kV transformer in India, a significant achievement that underscored its technological capabilities.
- Initiation of Original Equipment Manufacturing (OEM) of Stringing Tools: Advait embarked on OEM manufacturing of stringing tools, further diversifying its product portfolio and meeting the specific needs of its clients.

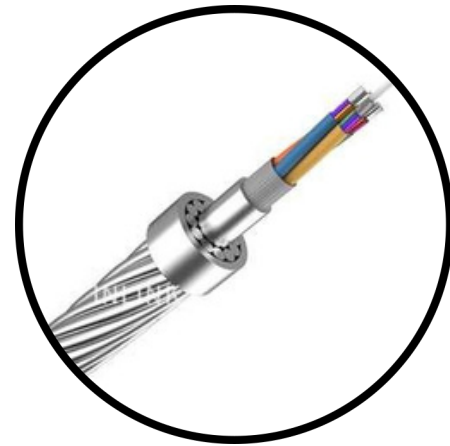


MILESTONES *(contd.)*

2020-2024

- **Successful Listing on the BSE SME Board:** Advait took a significant step in its corporate journey by being listed on the BSE SME board, thereby enhancing its visibility and access to capital.
- **Launch of Operations for Earthing Solutions:** The company expanded its service offerings by initiating operations focused on earthing solutions, addressing critical safety and compliance needs in the industry.
- **Commencement of Manufacturing ERS, ACS, and Joint Boxes:** Advait began manufacturing Earth Resistance Systems (ERS), Automatic Control Systems (ACS), and Joint Boxes, marking a pivotal point in its product diversification. The announcement of a 1:1 bonus further exemplified the company's commitment to its stakeholders. Additionally, Advait secured a significant order from the Power Grid Corporation of India for package ERS-1 to procure ERS for transmission lines up to 400kV.
- **Migration from BSE SME Platform to BSE Mainboard:** The successful transition of Advait Infratech Limited from the BSE SME platform to the BSE Mainboard reflects the company's growth and its commitment to maintaining high standards of corporate governance.
- **Award of a Key Green Hydrogen Project at THDC India, Rishikesh:** Advait was awarded a significant green hydrogen project at Tehri Hydro Development Corporation (THDC) in Rishikesh, reinforcing its position as a leader in sustainable energy solutions.
- **Expansion into Carbon Credits and IRECs Consultancy:** The establishment of a Climate Services department allowed Advait to offer comprehensive consultancy services in Carbon Credits and International Renewable Energy Certificates (IRECs), facilitating clients in navigating the complexities of environmental commodities.
- **Unveiling of a Green Hydrogen Microgrid System at THDCIL, Rishikesh:** Advait successfully unveiled a pioneering Green Hydrogen Microgrid System, showcasing its commitment to innovative and sustainable energy solutions.
- **Successful Bid for SECI's 1.5 GW Electrolyser Manufacturing Capacity:** Advait emerged as a prominent bidder for the Solar Energy Corporation of India's (SECI) 1.5 GW electrolyser manufacturing capacities across India under the Strategic Interventions for Green Hydrogen Transition (SIGHT) program, securing a maximum capacity of 300 MW, thereby solidifying its position in the renewable energy sector.
- **Strategic Partnership with TECO 2030 for Fuel Cell Manufacturing:** Advait entered a strategic partnership with TECO 2030 to assemble and manufacture fuel cells, with a focus on shipping and mobility applications. This partnership leverages TECO 2030's AVL licensed technology and establishes a joint venture to serve the Indian and SAARC markets.
- **Entry into Power Distribution Sector with Significant Orders:** Advait secured a ₹60 crore order for 11 kV underground cable work and 11 kV Medium Voltage Composite Cables (MVCC) from UGVCL and DGVCL under the Revamped Distribution Sector Scheme (RDSS).
- **Acquisition of Orders Worth ₹40 Crore from GETCO for EPC Work:** The company obtained two orders valued at ₹40 crore from GETCO for Engineering, Procurement, and Construction work, which includes the replacement of an existing conductor with a new High-Temperature Low-Sag (HTLS) conductor on a 66 kV power line.

AIL: POWER TRANSMISSION SOLUTION BUSINESS



Optical Fiber Ground Wire (OPGW), EPC, Supply and Manufacturing



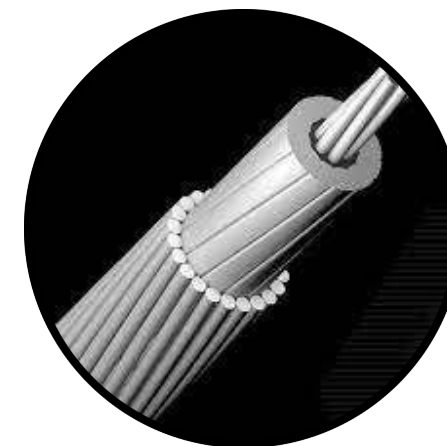
Manufacturing of Aluminium Clad Steel (ACS) Wire



Manufacturing And Supply Of Stringing Tools For Transmission Line



Emergency Restoration Systems (ERS) Supply and Installation



HTLS for Reconductoring of Old Transmission Lines

AIL: NEW & RENEWABLE ENERGY BUSINESS



**Electrolyser manufacturing
for Hydrogen Production**



**Fuel Cell Assembly and
Manufacturing**



**Integrated Supply of GH2
Equipment**



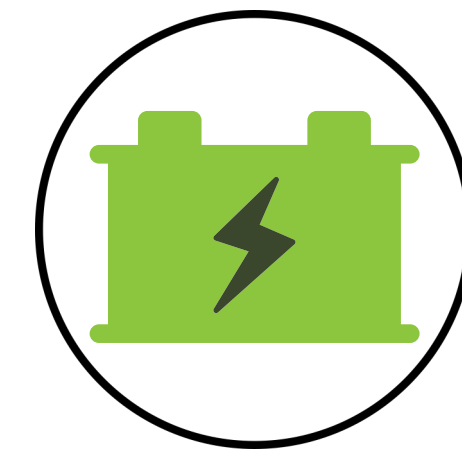
**GH2
EPC**



**Sustainability Services and
Carbon Consultancy**

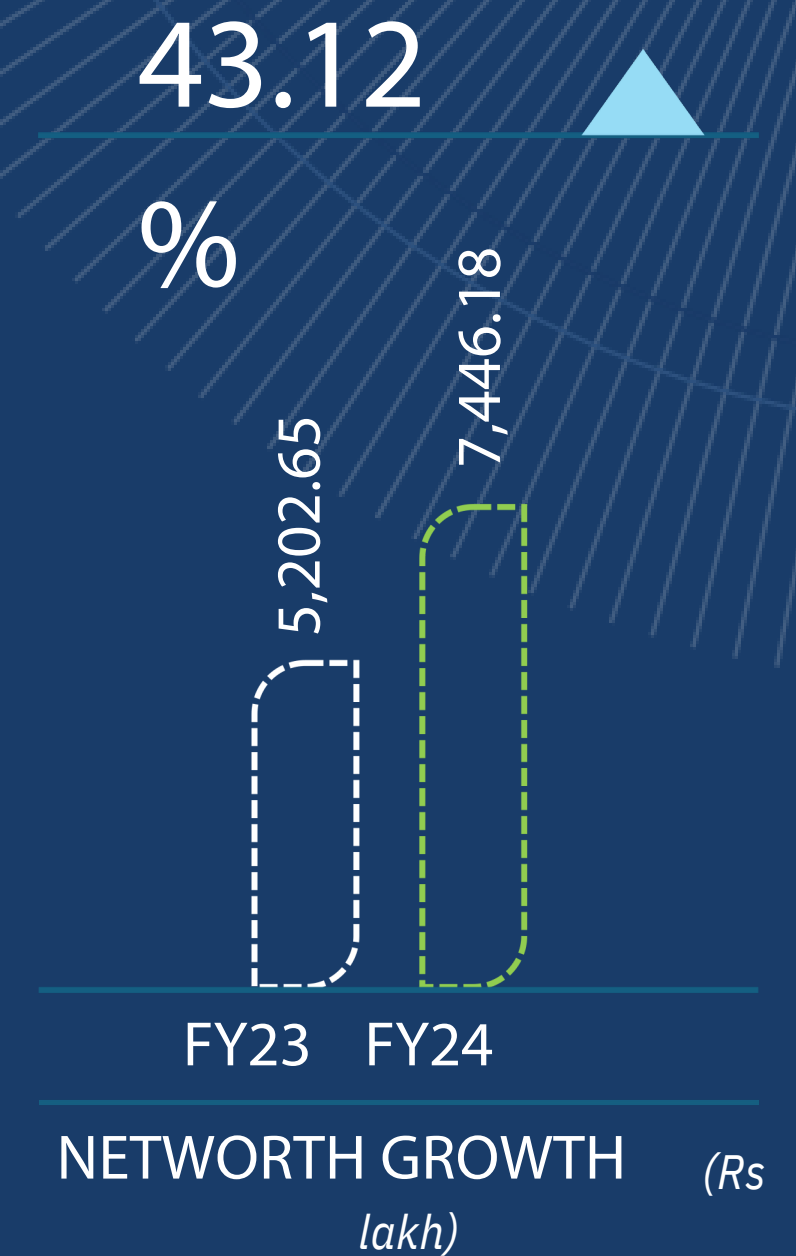
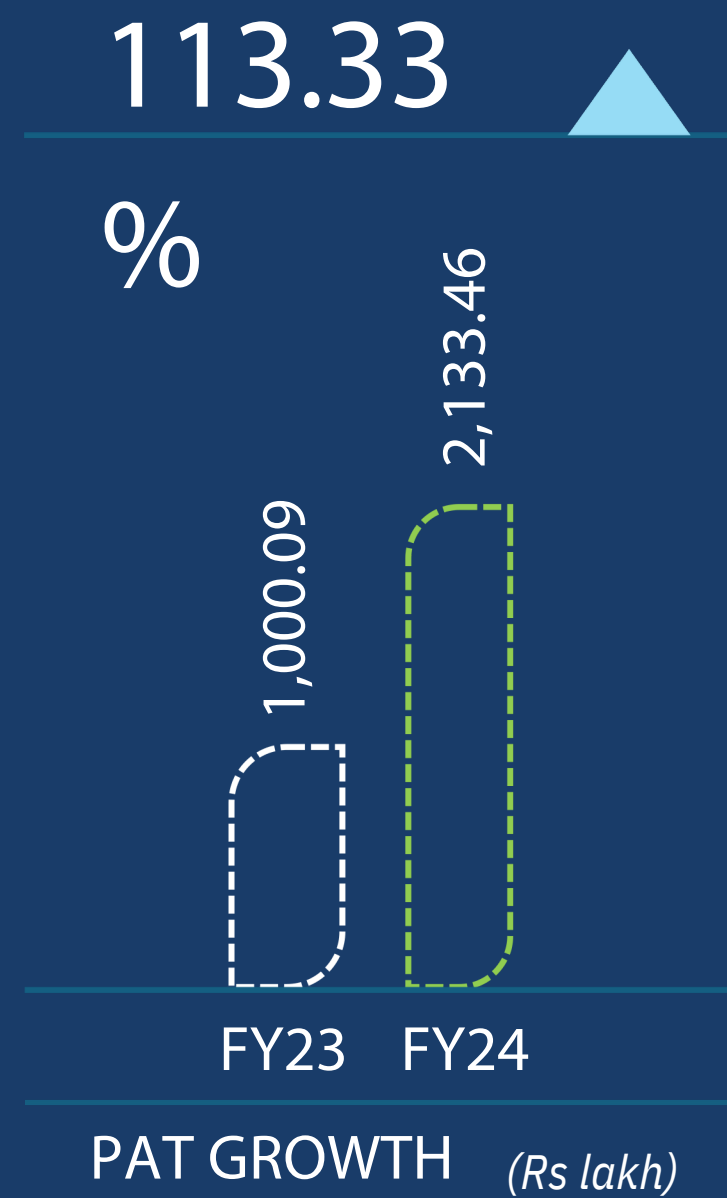
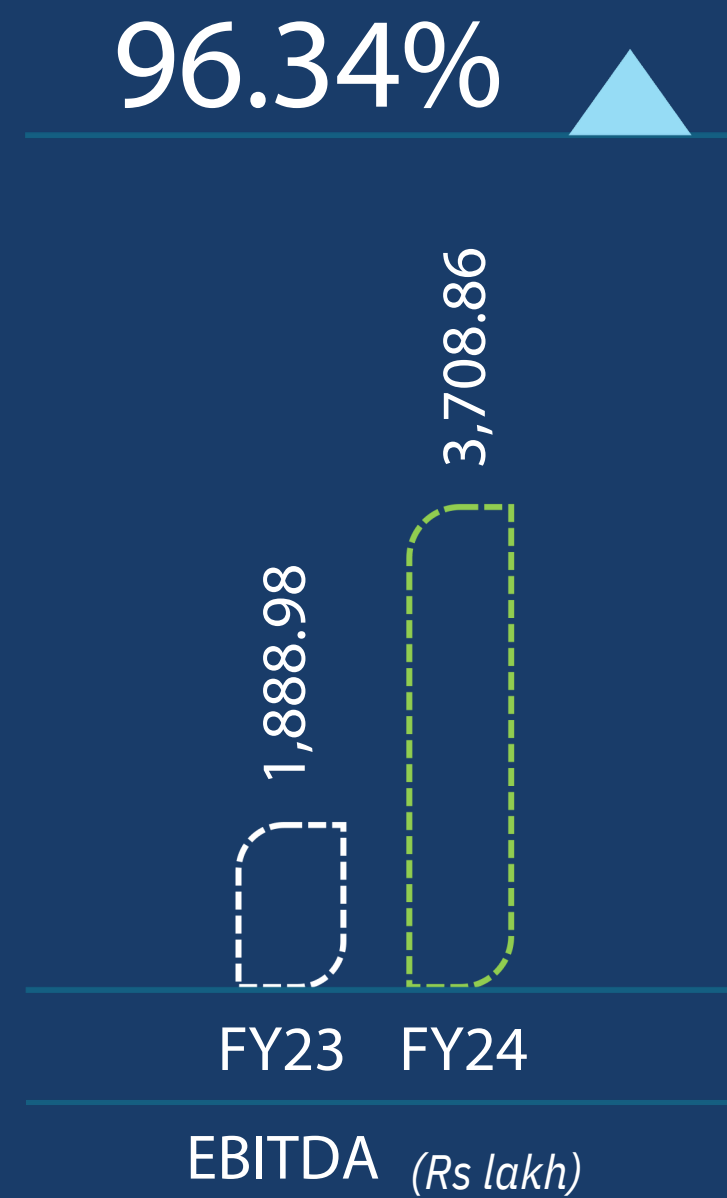
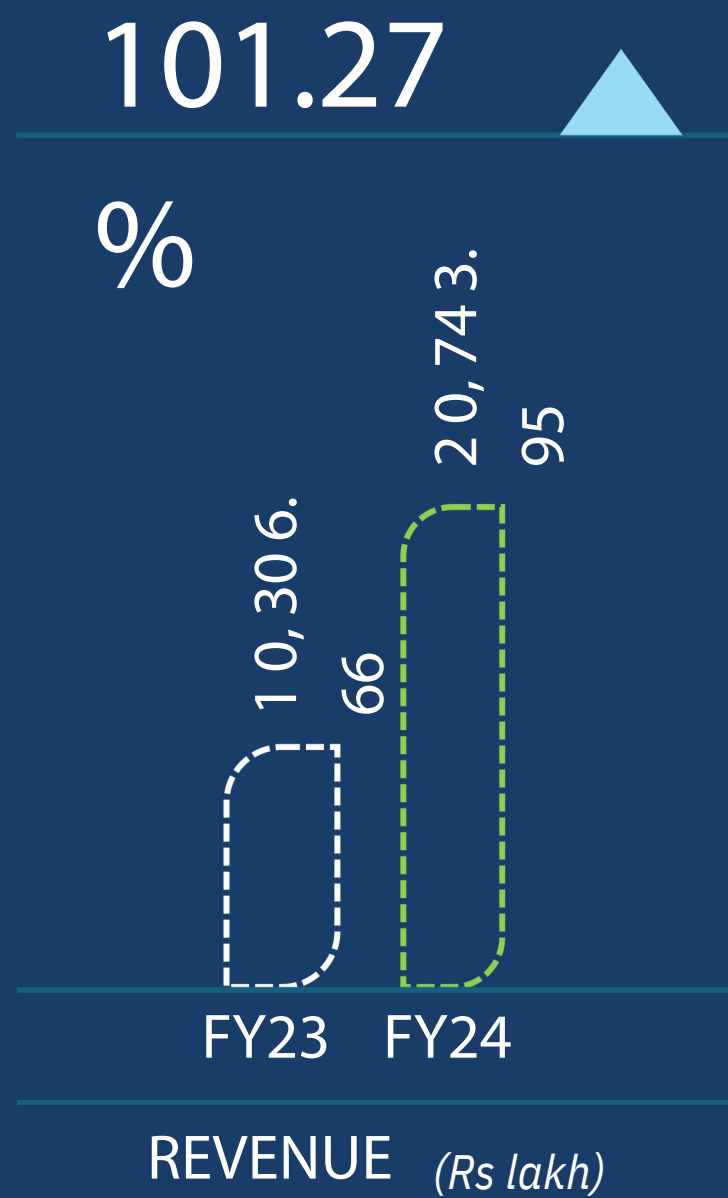


Solar EPC

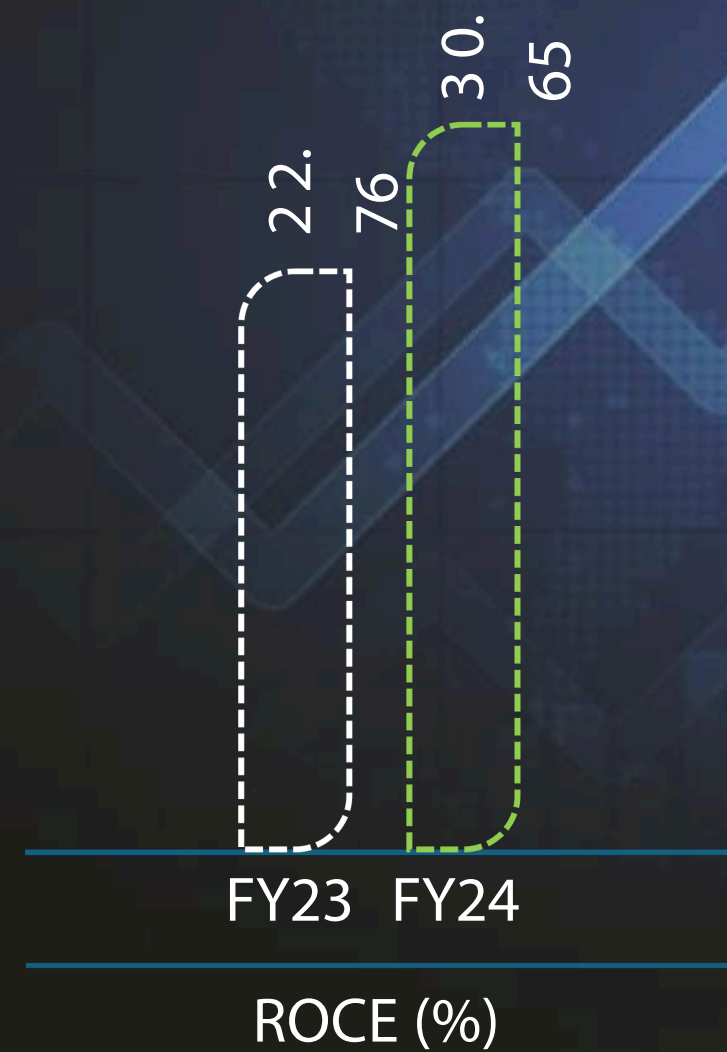
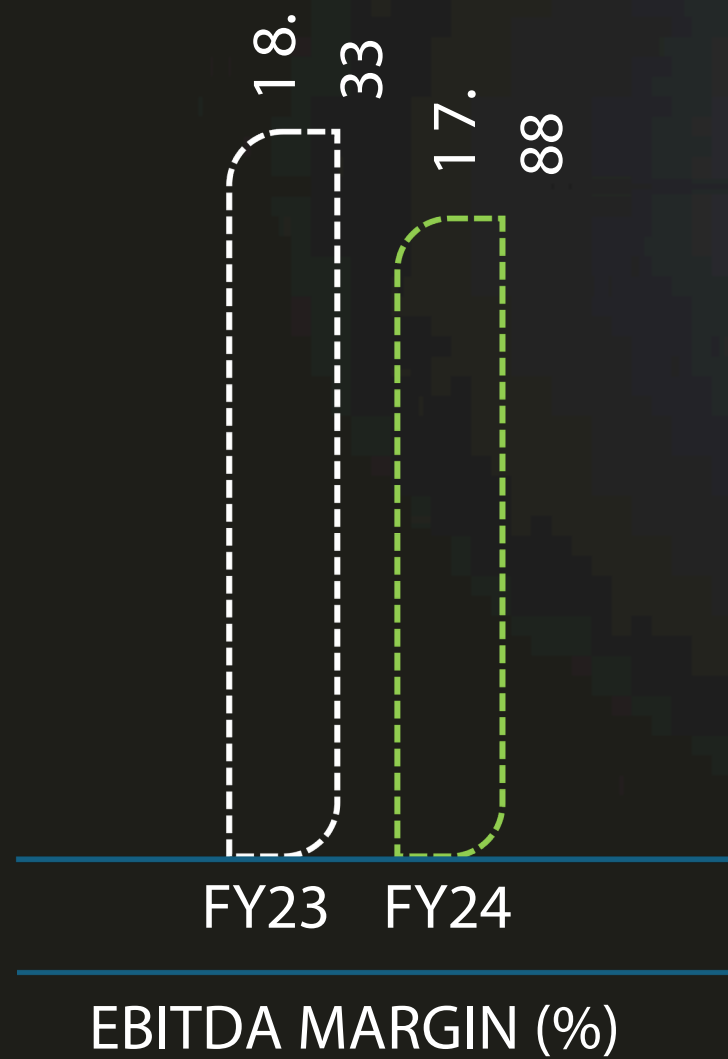


BESS

2023-2024 FINANCIAL PERFORMANCE



2023-2024 FINANCIAL PERFORMANCE





OUR COLLABORATIONS

September 2024

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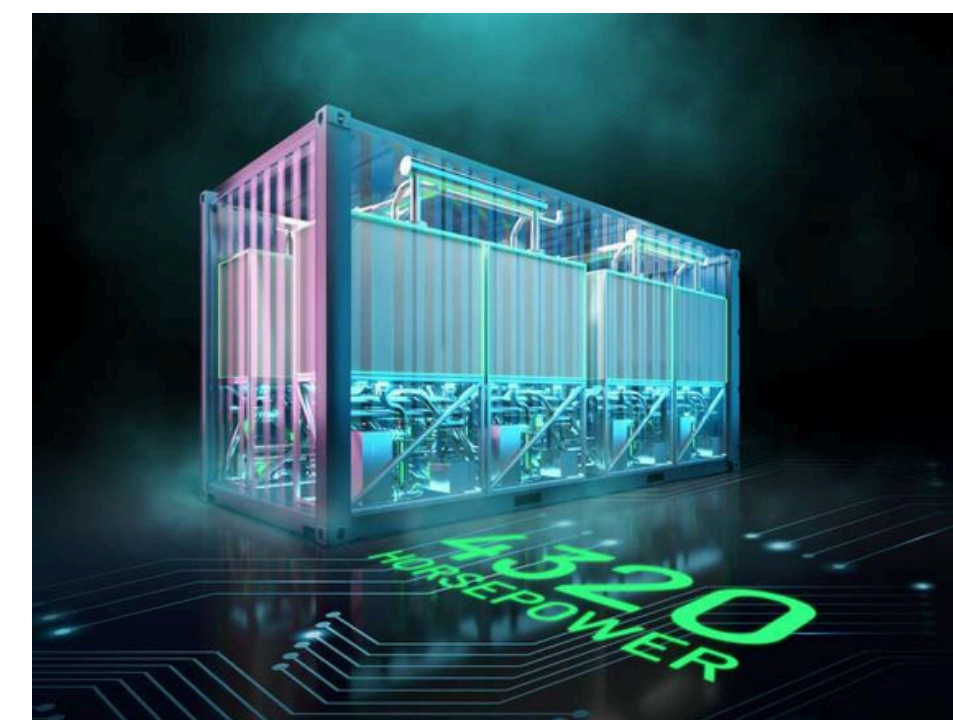
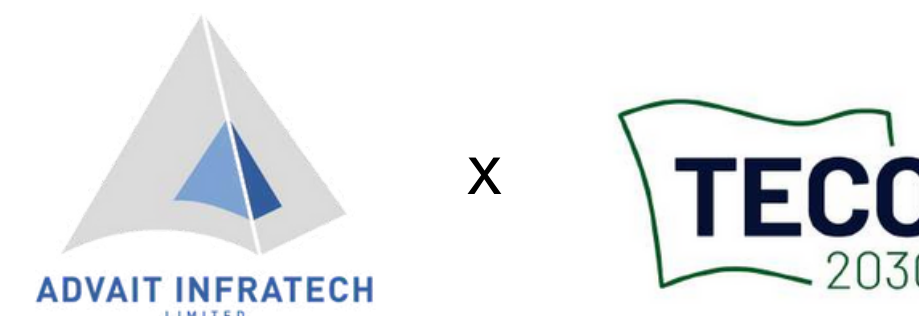
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AIL - STRATEGIC TECHNOLOGICAL ALLIANCES: COLLABORATION WITH TECO 2030

Advait Infratech Limited partners up for fuel cell expansion in India. TECO 2030, a Norway-based clean-tech company developing zero-emission technology for the maritime and heavy industry specialisation in developing PEM hydrogen fuel cell stacks and PEM hydrogen fuel cell modules, and Advait Infratech Limited (AIL), which has been formalised through a Memorandum of Understanding (MOU). This Memorandum of Understanding (MoU) stands on the intent of investment from AIL into TECO 2030 as business opportunity and also partnering up for setting up manufacturing unit through JV for the expansion of fuel cell technology in India as well as in SAARC Countries market.

Under this agreement, AIL and TECO 2030 intend to establish a joint venture in India, where AIL intends to hold the majority shareholding. The joint venture will be exclusively authorised to develop, manufacture, and commercialise TECO 2030 Fuel Cell Technology within the Indian as well as SAARC market.

This joint venture signifies a significant collaboration between AIL and TECO 2030 towards creating and maintaining local development, production, and commercialization capabilities with a strong presence in India. Through this venture, Advait aims to leverage their respective strengths to contribute to the advancement of clean energy solutions in the Indian as well as SAARC market.



AIL - STRATEGIC TECHNOLOGICAL ALLIANCES: COLLABORATION WITH GUOFUHEE

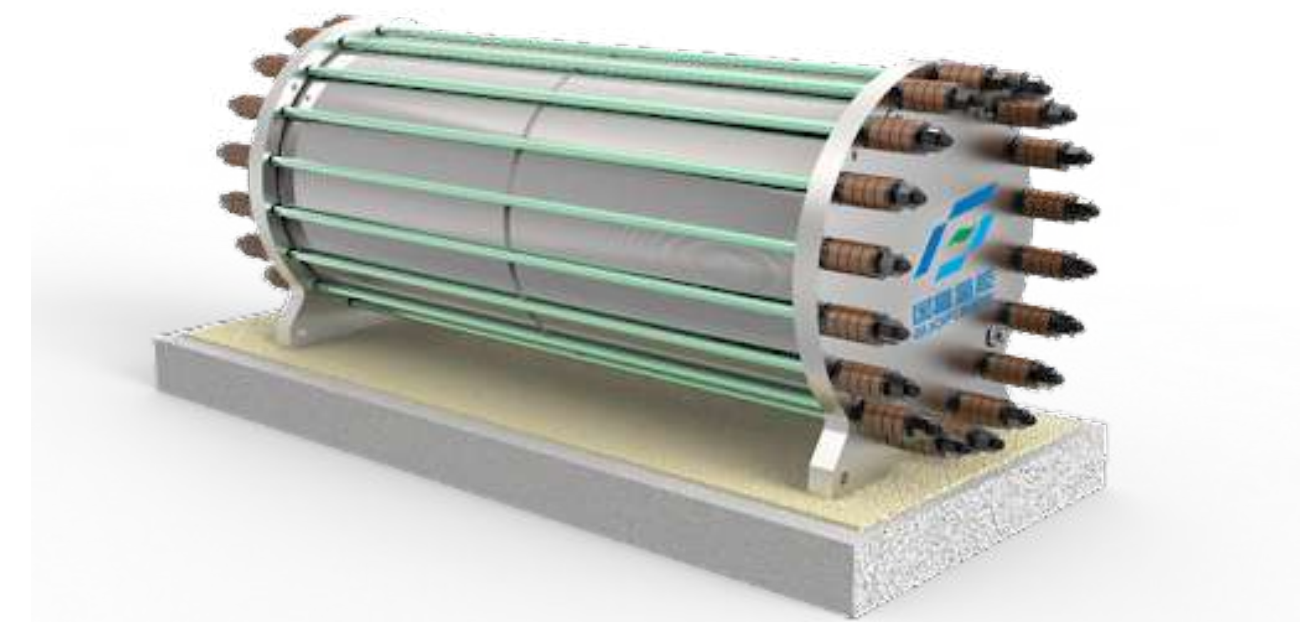
GuoFu is a leader providing hydrogen technology based products having one of the biggest and advanced facility to manufacture 2500 MW of Electrolyzers with stack capacity of 15 MW, hightech dispensors solutions, and Type 3 and 4 storage equipment manufacturing. AIL will manufacture and/or assemble products for the Indian market using GuoFu's technology, strengthening our market presence and enabling us to offer innovative and sustainable energy solutions to our customers.

GuoFu is one of the biggest manufacturer of type 3 & 4 hydrogen pressure vessels, and with collaboration of AIL we will start intergral supply of MCP (Multi Cylinder Packs) with 500 bar pressure capacity and with PESO approval in India. NRE Division of AIL through ToT support is designed to comply with international codes and standards for ISO/IEC/NFPA/ASME/PED, making it a safe and reliable solution for hydrogen production. It has a compact footprint and is a modular solution that can be configured as 0.5/1 MW stacks, 2/4/8 MW modules, or Multi-MW clusters with a footprint of less than 45 SQM/MW.

With the technology partnership with GUOFUHEE, Advait successfully won the MNRE's SECI PLI for Electrolyser Production and is allocated a capacity of 300 MW.



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BUSINESS OVERVIEW: POWER TRANSMISSION SOLUTION

September 2024

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FUTURE OF OPGW MARKET IN INDIA AND OPPORTUNITIES



Market Outlook:

- Current Global Market Value (2024): US\$ 578.4 Mn
- Projected Growth Rate (2024-2032): 4.8% CAGR

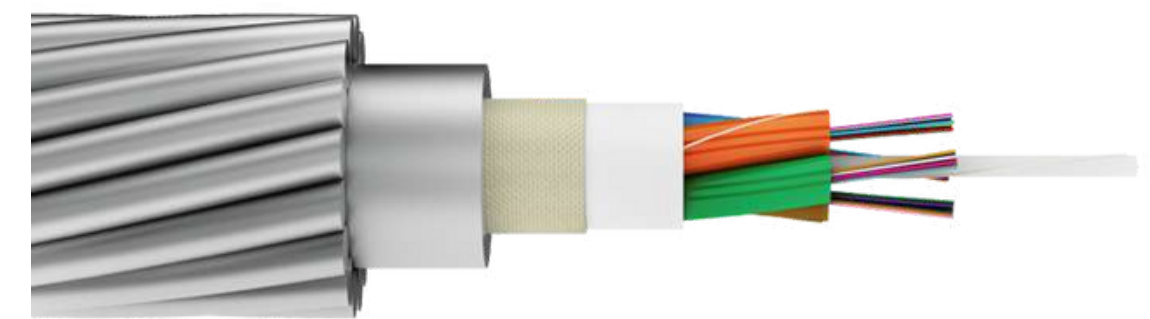
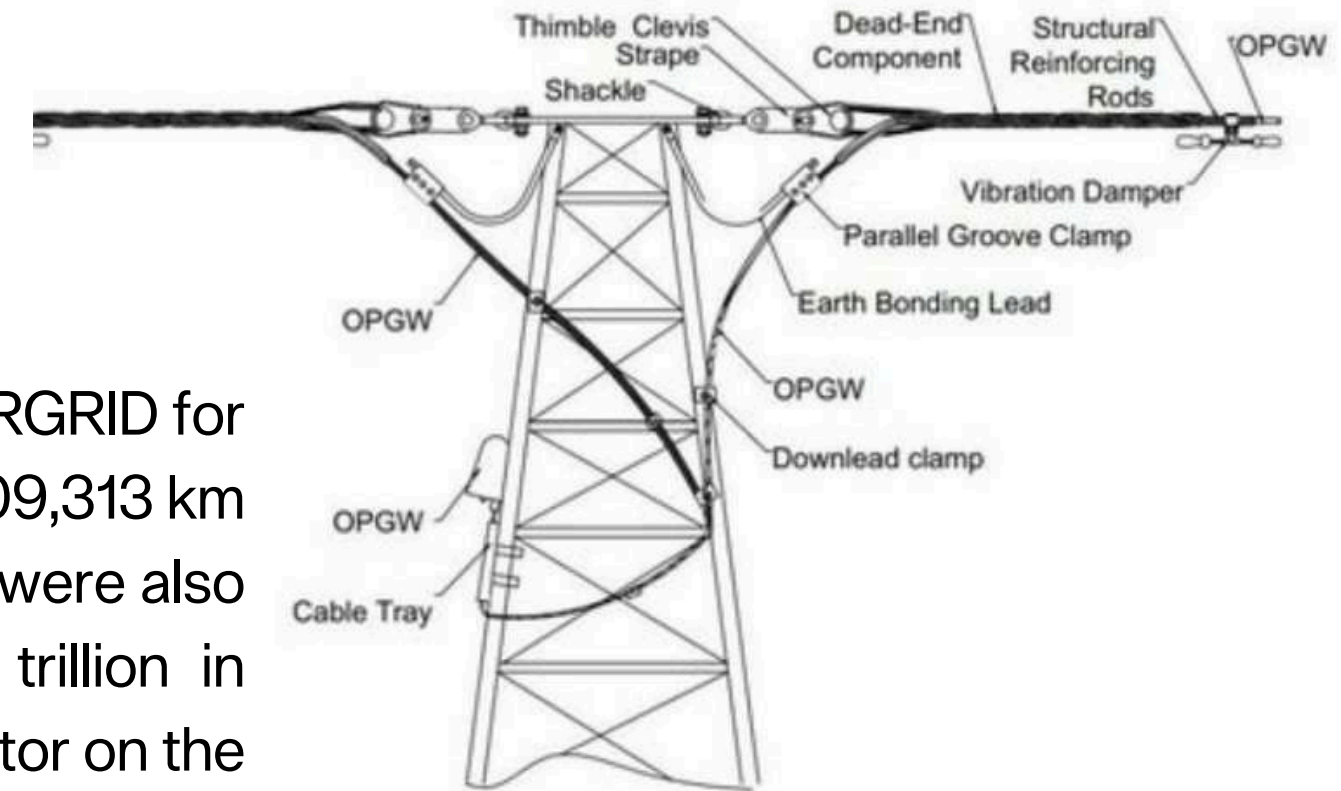
Opportunities in India:

- **Govt. Initiatives:** Notification 13-5-2020 of MOP: DPRs were prepared by POWERGRID for
- Reliable Communication Scheme in NR, SR, ER, WR & NER Regions comprising 1,09,313 km of OPGW of the central sector and another 1.18 lakh km DPR approach by states were also taken into consideration The government's roadmap for investing Rs 2.44 trillion in transmission infrastructure by 2030 also provides clear visibility to the private sector on the
- investment opportunities available in the transmission space **Market Drivers:**

- 1.R&D in Electricity Distribution Networks
- 2.Surge in Demand for High-speed Internet Services

- **Key Players:**

Sterlite Ltd., Advait Infratech Ltd., Apar industries and LS cable.





EMERGENCY RESTORATION SYSTEM (ERS) OVERVIEW:

About ERS: Electrical Transmission is often disrupted by tower failures, incurring significant costs for utility, generation, and supply companies. The delay in designing and constructing new structures exacerbates these losses. The best solution lies in deploying emergency restoration systems (ERS). This indigenous technology swiftly establishes temporary bypass systems, enabling rapid restoration of electricity transmission across various voltage levels from 33kV to 800kV. It's a Make-In-India initiative, adhering to international standards, aimed at promptly resuming transmission operations during emergencies.

Opportunities in India:

Market Size in India:

Total Global Sales of ERS: INR 300 Cr (Approx.) Advait's expected Market Size (2024-25): INR 21 Cr Advait's expected Share of Global Market: 7%

Applications:

Electricity Transmission- Towers Defense
(Mobile Radar)- Towers Railways- Towers

Market Scenario in India:

No new orders since 2021 due to COVID-19 and budget issues Utilities planning procurements; tenders floated Expected orders in Q4-24 and Q1, Q2-25

HIGH-TENSION LOW SAG (HTLS) CONDUCTORS

HTLS conductors are advanced transmission lines designed to withstand high temperatures and reduce sag, improving the efficiency and capacity of power transmission. **Market Growth Driver:** Projected Market Growth:

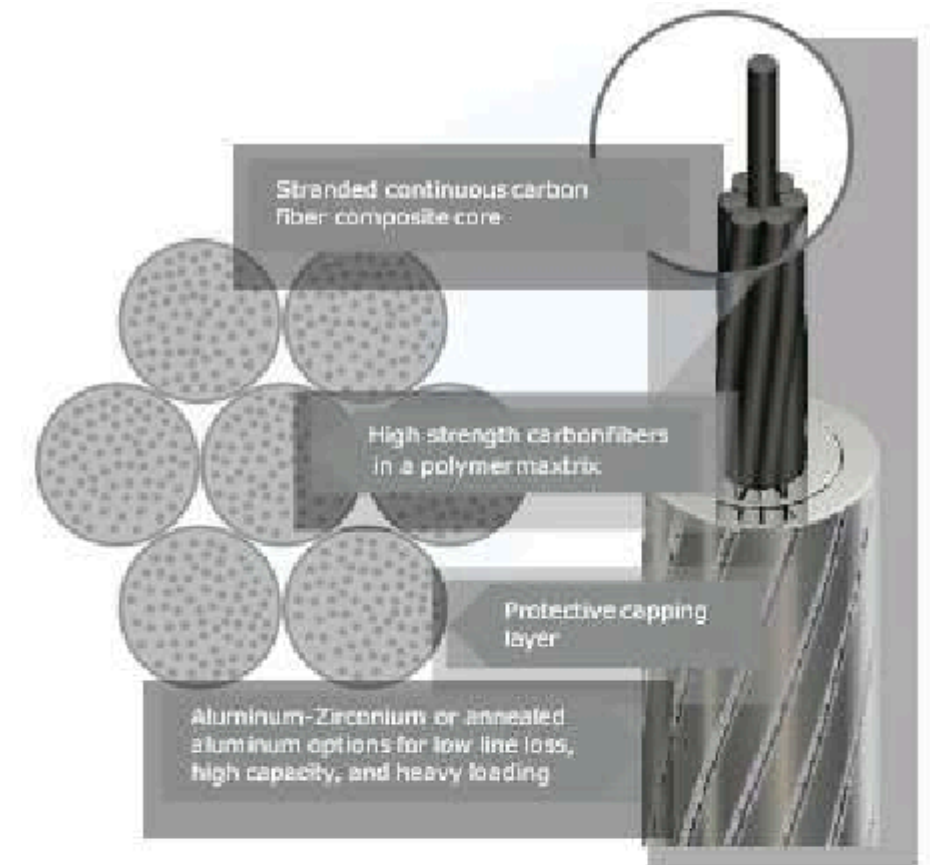
- The India Electric Wire and Cable Market is forecasted to grow at a CAGR of 4.63% between 2022 and 2027. Market size is estimated to increase by USD 2,189.92 million during the forecast period.
-

The adoption of HTLS conductors is fueled by the need to enhance the efficiency and capacity of power transmission infrastructure, particularly in regions experiencing high demand and growth in renewable energy generation. The main purpose is to replace the old ACSR conductors with new HTLS conductors.

Advantages: Higher operating temperatures, Increased current-carrying capacity (around 30% more than conventional conductors), Compatibility with existing transmission towers (minimal modifications required), Application in reconductoring/uprating existing lines for increased power transfer capacity

Impact on Market Growth: Enhances power transfer capability, Reduces line losses, Facilitates the integration of renewable energy sources into the grid

Future Outlook: Expected to witness robust demand growth due to expanding T&D networks, Opportunities for market players to innovate and improve product offerings, Continued adoption driven by the need for efficient power transmission infrastructure worldwide

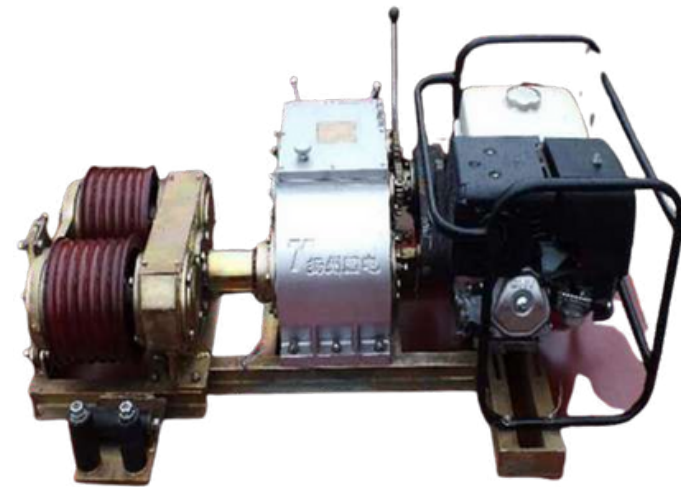




STRINGING TOOLS



**Anti Twisting Steel Rope
(Pilot Wire)**



Motorized Winch Machine



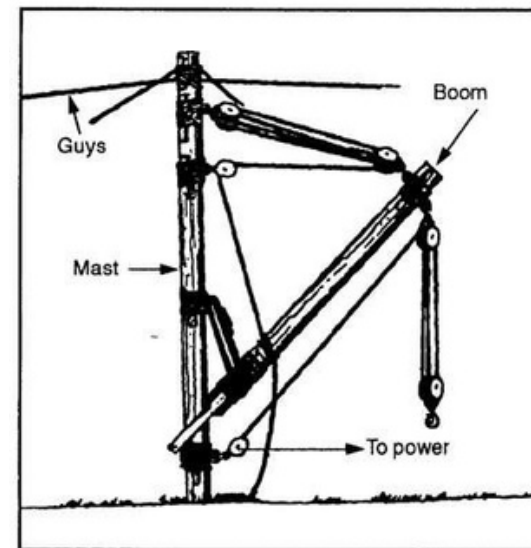
Compressor Joint Machine



Aerial Rollers



Automatic Clamps



Central Derrick Pole (Gin Pole)



Working Platform (Sag Bridge)



BUSINESS OVERVIEW: NEW & RENEWABLE ENERGY BUSINESS

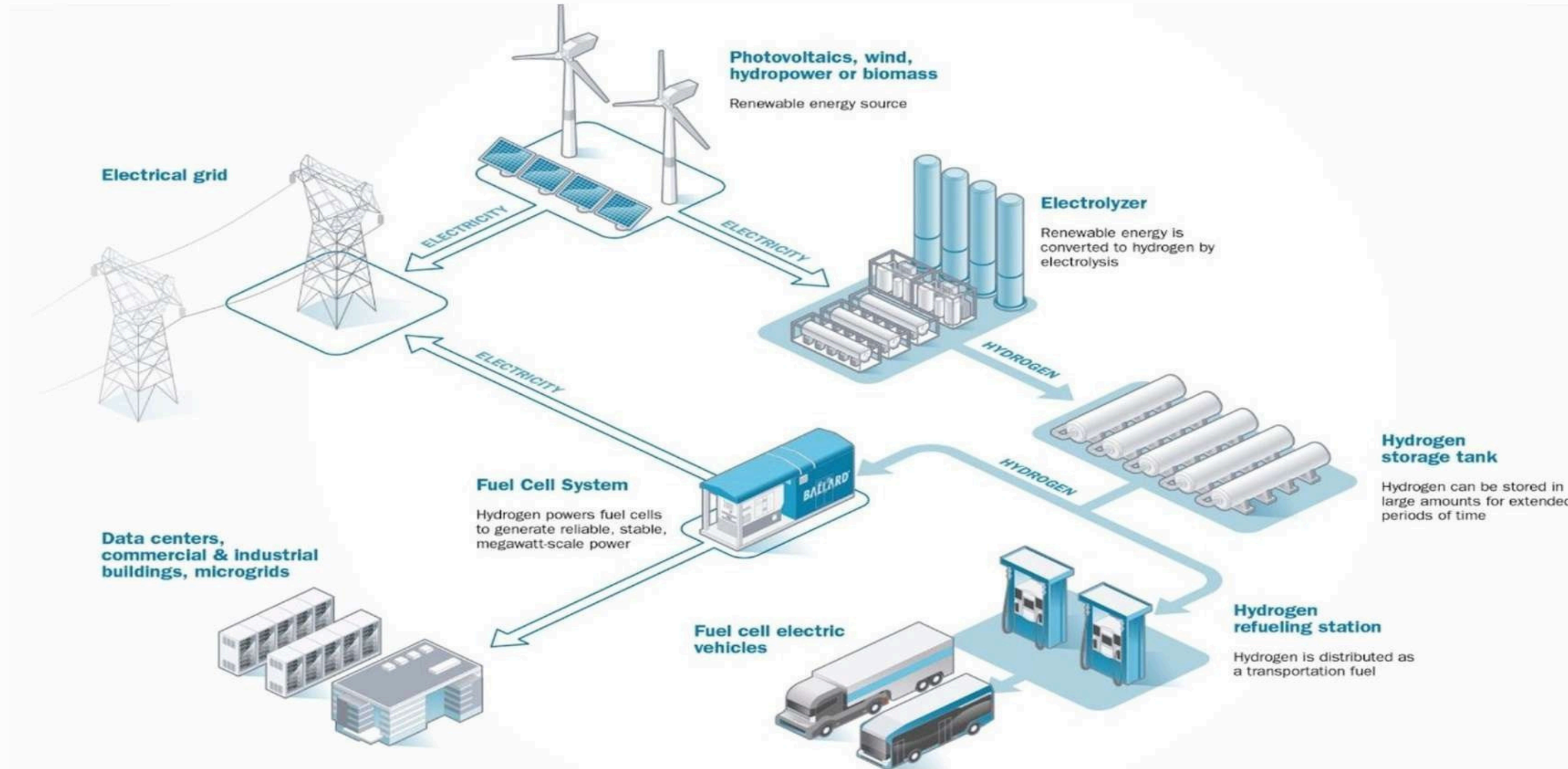
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GH2 ECOSYSTEM - BUSINESS MODEL



NRE : ELECTROLYSER MANUFACTURING BUSINESS



AGPL & A&G are an aspiring SPV company of AIL, ventured into green energy under New & Renewable division of AIL, focusing on electrolyser assembly and manufacturing, fuel cell supply, and sustainable services like carbon consultancy. Licensed by Guofu, both AGPL & A&G align with the National Green Hydrogen Mission.

- Our manufacturing plant, located in Kadi, Gujarat, boasts a current capacity of 300 MW/year, with plans to expand to 1000 MW/year by 2030. Our advanced electrolyser systems feature a plug-and-play
- design for fast installation and commissioning, supported by a dedicated site team for seamless deployment.

Partnership with GuoFu In collaboration with GuoFu through “TOT transfer” to AIL, a leader in hydrogen technology, we achieve an impressive hydrogen purity level of 99.99% without the need for a separate compressor. This cutting-edge technology enhances efficiency and sustainability in green hydrogen production, positioning us as a key player in the industry. Advait Greenergy Pvt. Ltd. is committed to advancing green hydrogen technology, contributing to India's sustainable energy goals.

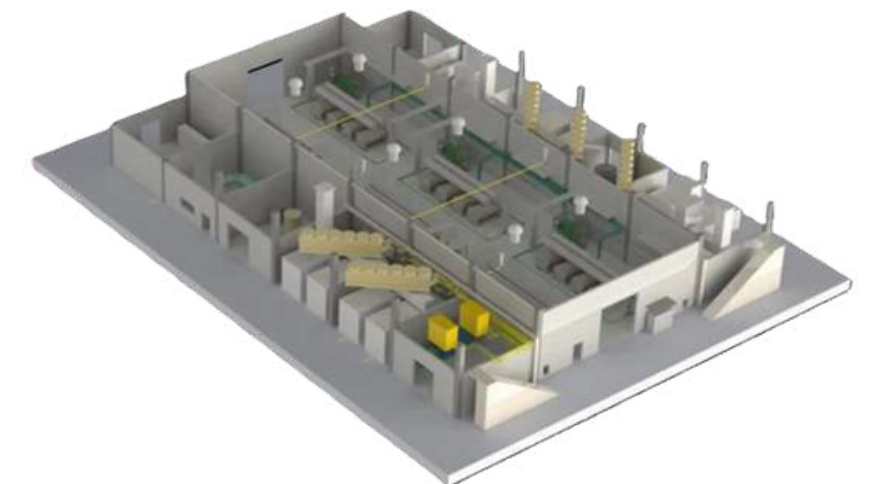
0.3/0.5/1 MW Stacks



2/4/8 MW Module



Multi- MW Cluster



NRE DIVISION: GREEN HYDROGEN EPC SOLUTIONS



- **Engineering, Procurement, and Commissioning (EPC) Services**

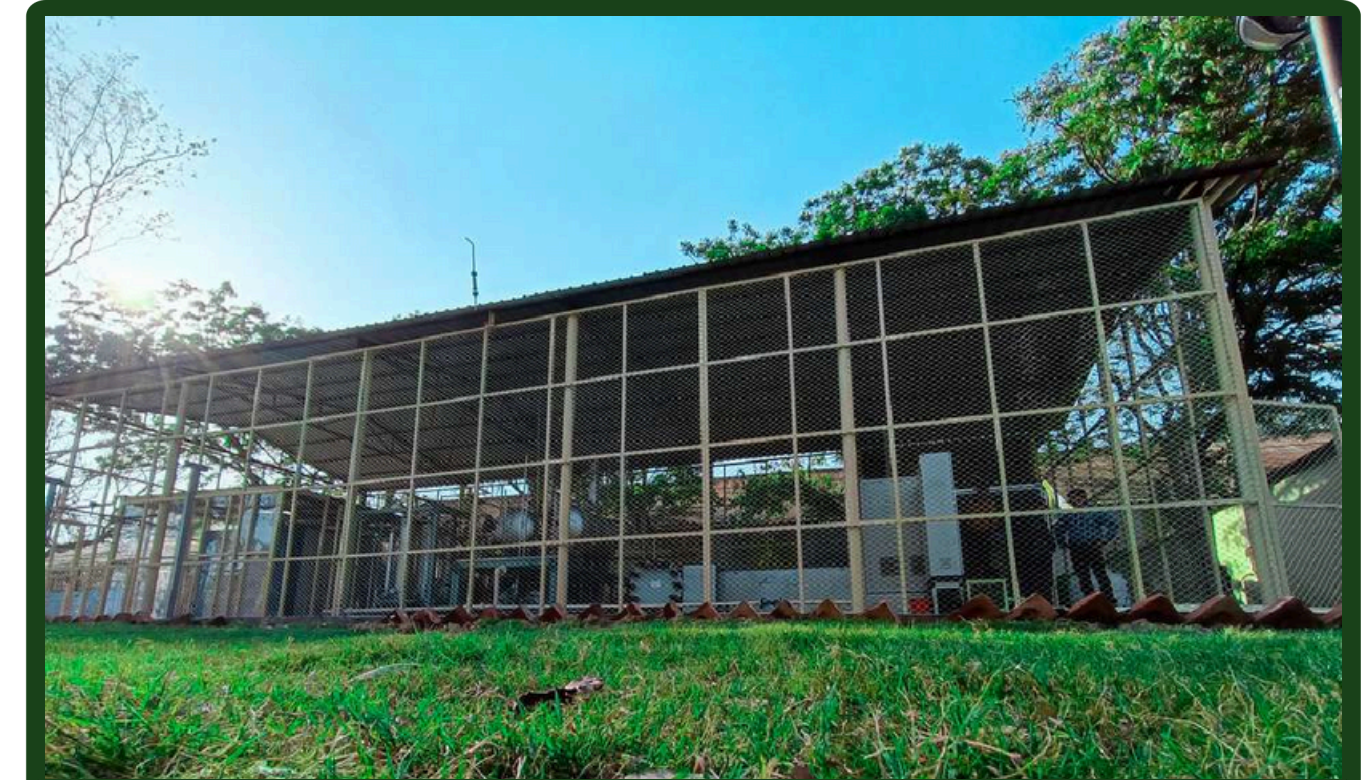
- Advait Greenergy offers comprehensive supply and installation-EPC solutions for green hydrogen projects, covering engineering, procurement, and commissioning phases.

- **Scope of Services**

- We provide skids for separation, purification, and storage tanks, ensuring efficient and reliable hydrogen production. - Our services extend to erection, installation, and operation of the skids, ensuring seamless integration into existing infrastructure. - Advait Greenergy also offers EPC solutions for transformers, rectifiers, PLC SCADA systems, HMI, and LT panels, facilitating the smooth operation of hydrogen production facilities.

- **Commitment to Excellence**

- With a focus on quality and reliability, we deliver turnkey solutions tailored to meet the specific needs of each project. - Our experienced team ensures the successful execution of EPC projects, meeting industry standards and exceeding client expectations.



TECO 2030 Fuel Cell – Product Highlights

TECO
2030

Advait has entered into MOU with TECO 2030, who is going through an extensive testing of Fuel Cell at AVL facility in Austria



- Since November 2023, going through extensive testing at **AVL's test facility in Graz (Austria)**
- Unique **design based on TECO's 30 years of maritime experience and AVL's 20 years of R&D experiences** in the field of hydrogen and fuel cells
- **Maximum power output of zero emission** hydrogen-electric power with this disruptive fuel cell technology
- **Most powerful** industrial, marine and heavy-duty fuel cell system globally (as of now)

Advait and TECO will jointly explore setting up manufacturing facility in India under Make in India campaign.



NRE DIVISION: SUSTAINABILITY SERVICES AND CARBON CONSULTANCY



Carbon Consultancy:

Rigorous analysis and strategies to reduce carbon emissions



Carbon Neutrality

Services: Achieving carbon neutrality through customized solutions.



IREC Consultancy:

End-to-end support for Renewable Energy Certificate trading.



Decarbonisation

Consultancy: Tailor-made strategies for emission reduction.



Impact Reporting:

Supporting ongoing climate projects for a greener future.

- The current Carbon Market size is \$2 billion. This market is projected to soar to a value exceeding \$50 billion by 2030, emphasizing the vast potential and importance of rigorous emission analysis and reduction strategies. Renewable Energy Certificate (REC) trading surged globally, with India issuing over 106 million
- International RECs (I-RECs) in the first half of the year, marking a 17.9% increase. The market was valued at \$1.5 per IREC and amounted to \$187.5 million for 2024, signaling significant growth and opportunity.



CONTACT US



Advait Infratech – Manufacturing Facility at Kadi, Mehsana, Gujarat

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