



Date: December 4, 2024

**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: - 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
December 4, 2024 at 9:15 am (IST)	Bharat's Swarna Kaal - Emerging Ideas Conference 2024	Grand Hyatt, Santacruz, Mumbai

This information will also be available on the website of the Company at [www.advaitgroup.co.in](http://www.advaitgroup.co.in)

Kindly take the same on your records.

Thank you.

Yours faithfully,  
For **Advait Energy Transitions Limited**  
(Formerly known as Advait Infratech Limited)

**Deepa Fidence  
Fernandes**

Digitally signed by Deepa  
Fidence Fernandes  
Date: 2024.12.04 18:56:42  
+05'30'

**Deepa Fernandes**  
**Company Secretary & Compliance Officer**  
FCS 13015



# Advait Energy Transitions Limited

[formerly known as "Advait Infratech Limited"]

## CORPORATE PRESENTATION

December 04, 2024 - Mumbai

Transforming Energy  
Transforming Lives



# ADVAIT GROUP

## INTRODUCTION TO OUR GROUP



Since its establishment in 2009, Advait Infratech has been at the forefront of delivering robust products and solutions tailored for power transmission, substation, and telecommunication infrastructure. Our operations spans various verticals such as manufacturing, EPC of our manufactured products in transmission and telcom sector, and now exploring BOOT based projects liked to our products.

We engage in the manufacturing and supply of power transmission products such as Stringing Tools, OPGW (Optical Fibre Ground Wire), OFC cables, ACS (Aluminium Clad Steel Wire), ERS (Emergency Restoration System), and OPGW joint boxes.



Notably, our commitment to innovation and focus on import substitution through manufacturing has led us to foray into New and Renewable energy, marking our entrance into the supply of electrolysers and turnkey solutions for GH2 projects, IPP & EPC Projects for BESS, EPC projects for Solar. Furthermore, Advait through the subsidiaries has initiated to provide carbon credits and IRECs consultancy and developing tools for the same.

Find out more at: [www.advaitgroup.co.in](http://www.advaitgroup.co.in)

“

**ADVAIT INFRATECH IS FASTEST GROWING INTO NEW ENERGY  
TECH SOLUTIONS AND POWER TRANSMISSION SOLUTION  
BUSINESS AND EXPANDING ACROSS GLOBE.**

# FROM FOUNDER'S DESK

Since our listing on the BSE SME platform in 2020 and migration to the BSE Main Board in 2023, Advait has consistently advanced in operations and performance. The fiscal year 2023-24 continued this trend, with our company maintaining strong growth despite global and domestic challenges, demonstrating our resilience and dedication to stakeholders.

Our team's relentless efforts have culminated in an outstanding performance across all metrics. On a consolidated basis, our revenue from operations increased by **113.46%**, while EBITDA grew by **145.29%**. We reported a robust EBITDA margin of 17.30% and a Return on Capital Employed of 26.70%, underscoring our unwavering commitment to creating value for all stakeholders.

Our vision is to be a world-class leader in industries that enrich lives and contribute to **Atmanirbhar Bharat**. Through relentless innovation and strategic business development, we are continuously setting new benchmarks in power transmission, energy transition, sustainability solutions, and renewable energy. Our commitment is not just to lead but to pioneer advancements that will shape the future. We remain steadfast on this journey towards accelerating India's energy transition.

As we move into the new year, we have excellent momentum in our business and are very well-positioned in the marketplace. With our highly differentiated capabilities, the significant investments we are making, and our disciplined business management, I am very confident in our ability to continue gaining market share and delivering value for all our stakeholders.



**Advait Energy  
Transitions Limited**

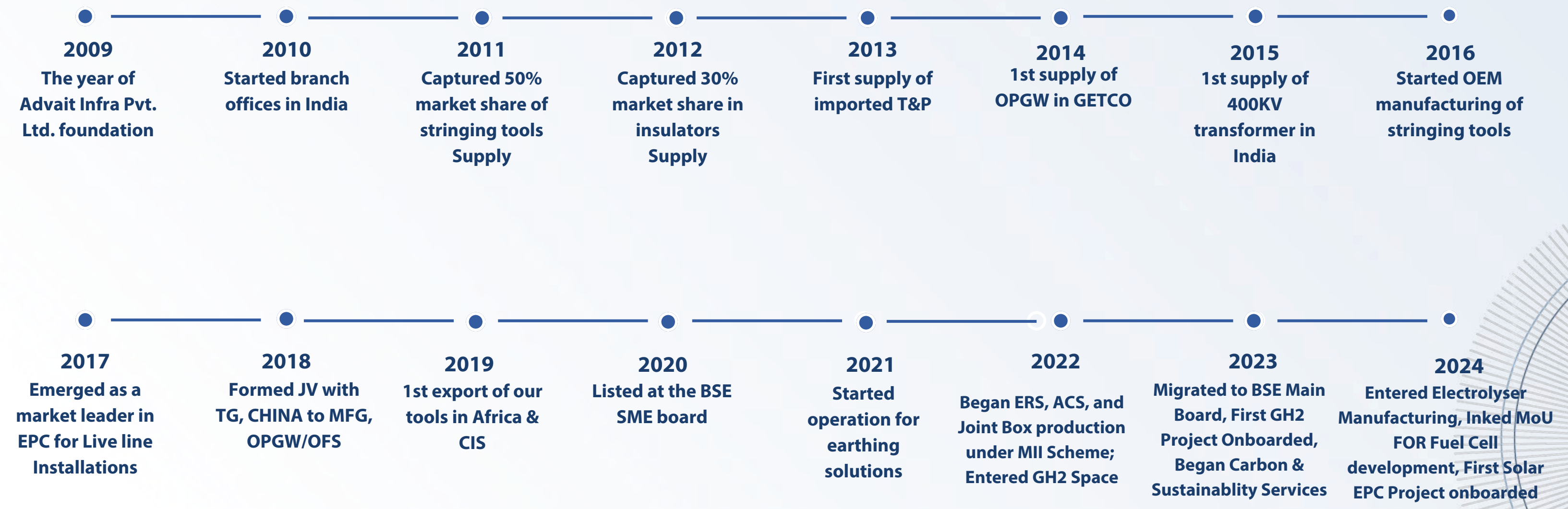
[formerly known as "Advait Infratech Limited"]

“

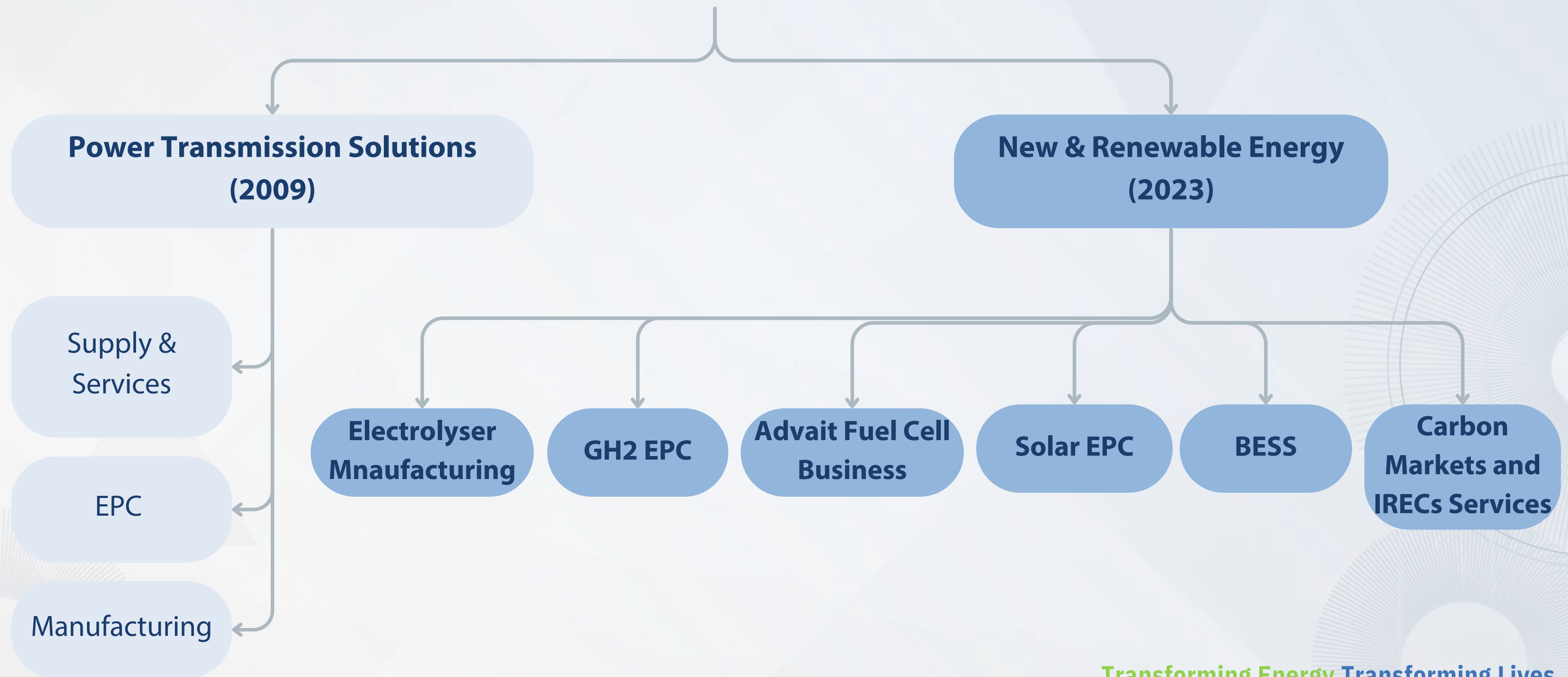
We have excellent business momentum and are well-positioned in the current marketplace. With our highly differentiated capabilities, the significant investments we are making, and our disciplined business management, I am very confident in our ability to continue gaining market share and delivering value for all our stakeholders.”



# TIMELINE AND HISTORY



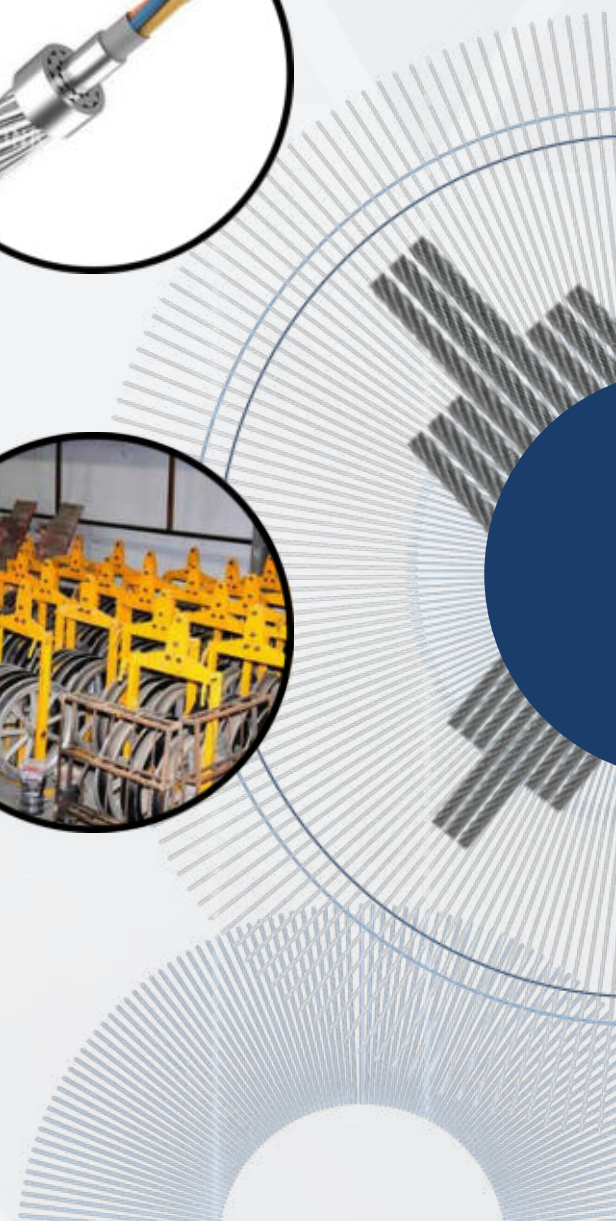
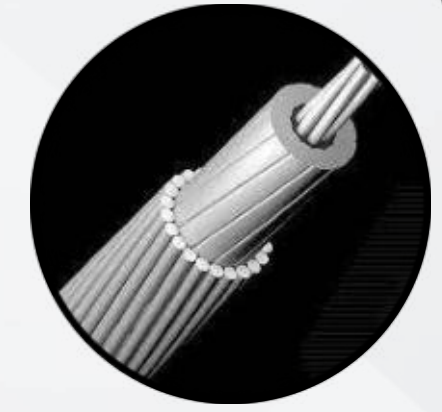
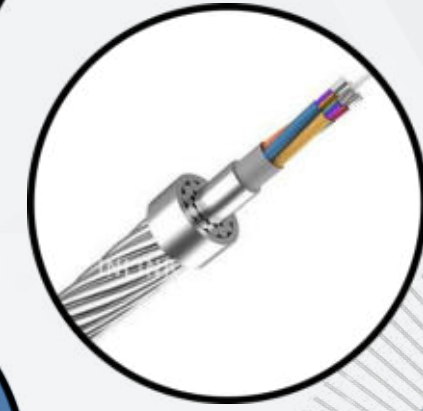
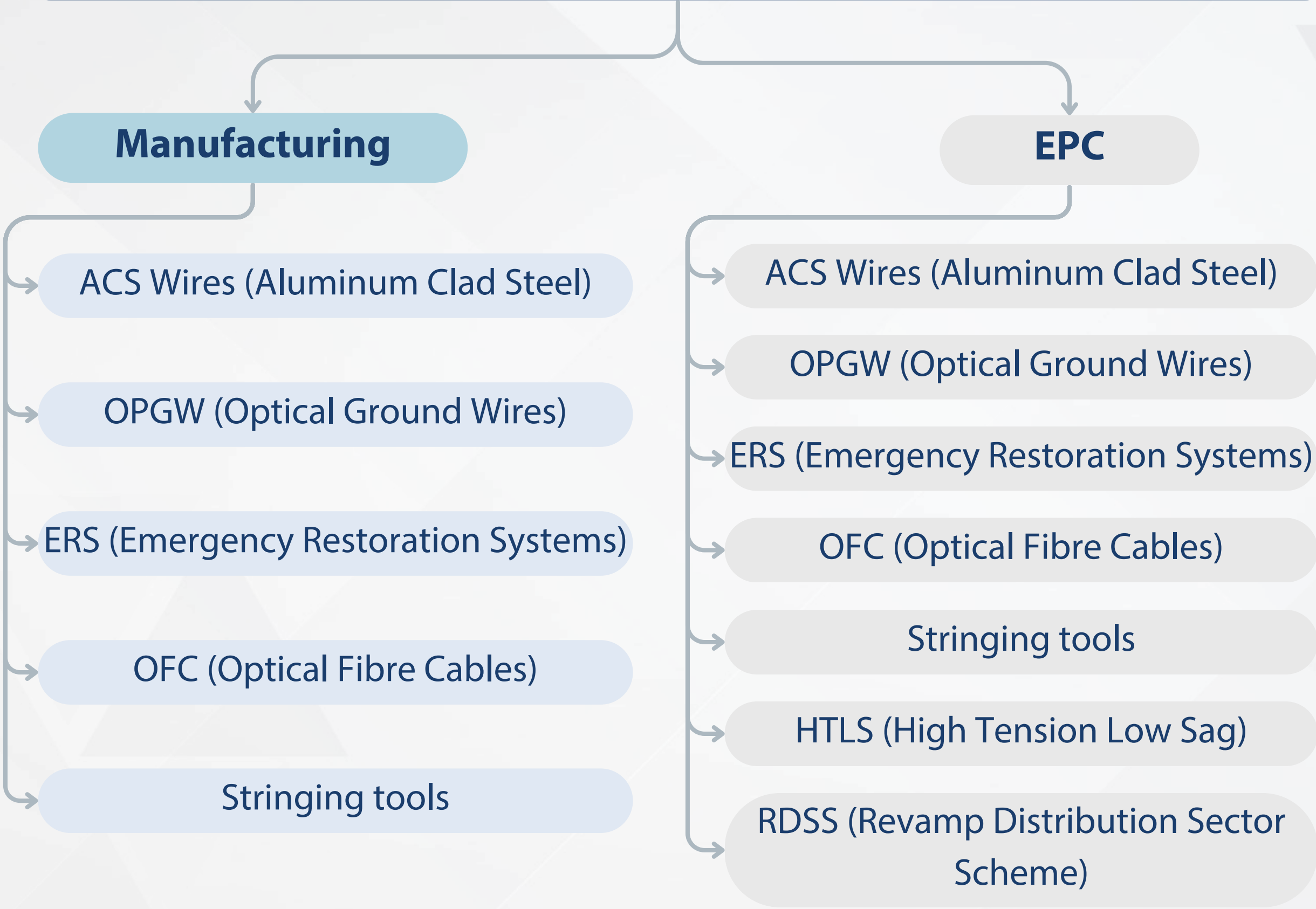
# BUSINESS SEGMENTS AETL



# BUSINESS OVERVIEW: **POWER TRANSMISSION SOLUTIONS**

**Transforming Energy  
Transforming Lives**

# POWER TRANSMISSION SOLUTIONS





# ADVAIT GROUP:

## 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

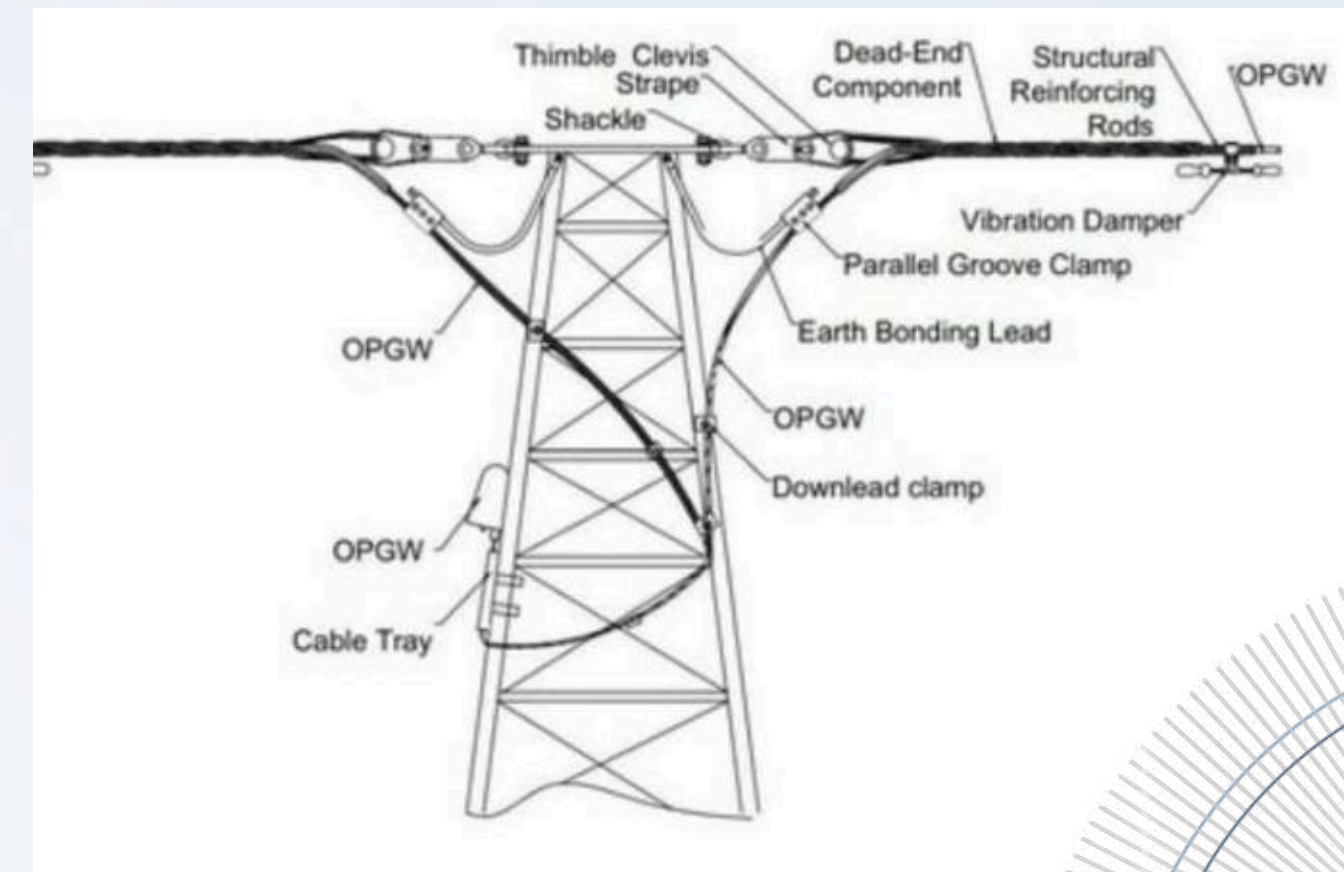
### Opportunities in India:

- 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.



# ADVAIT GROUP:

## 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:**

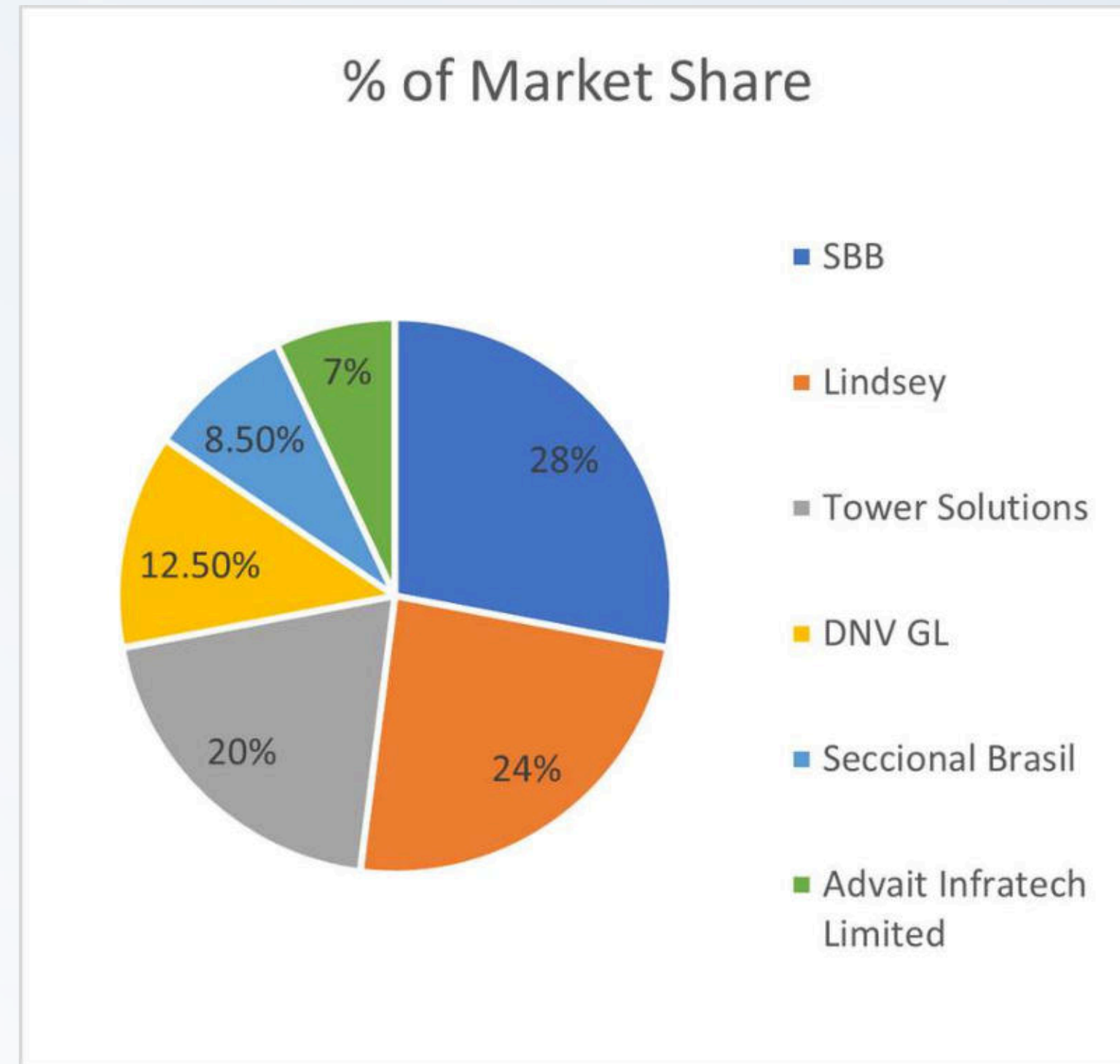
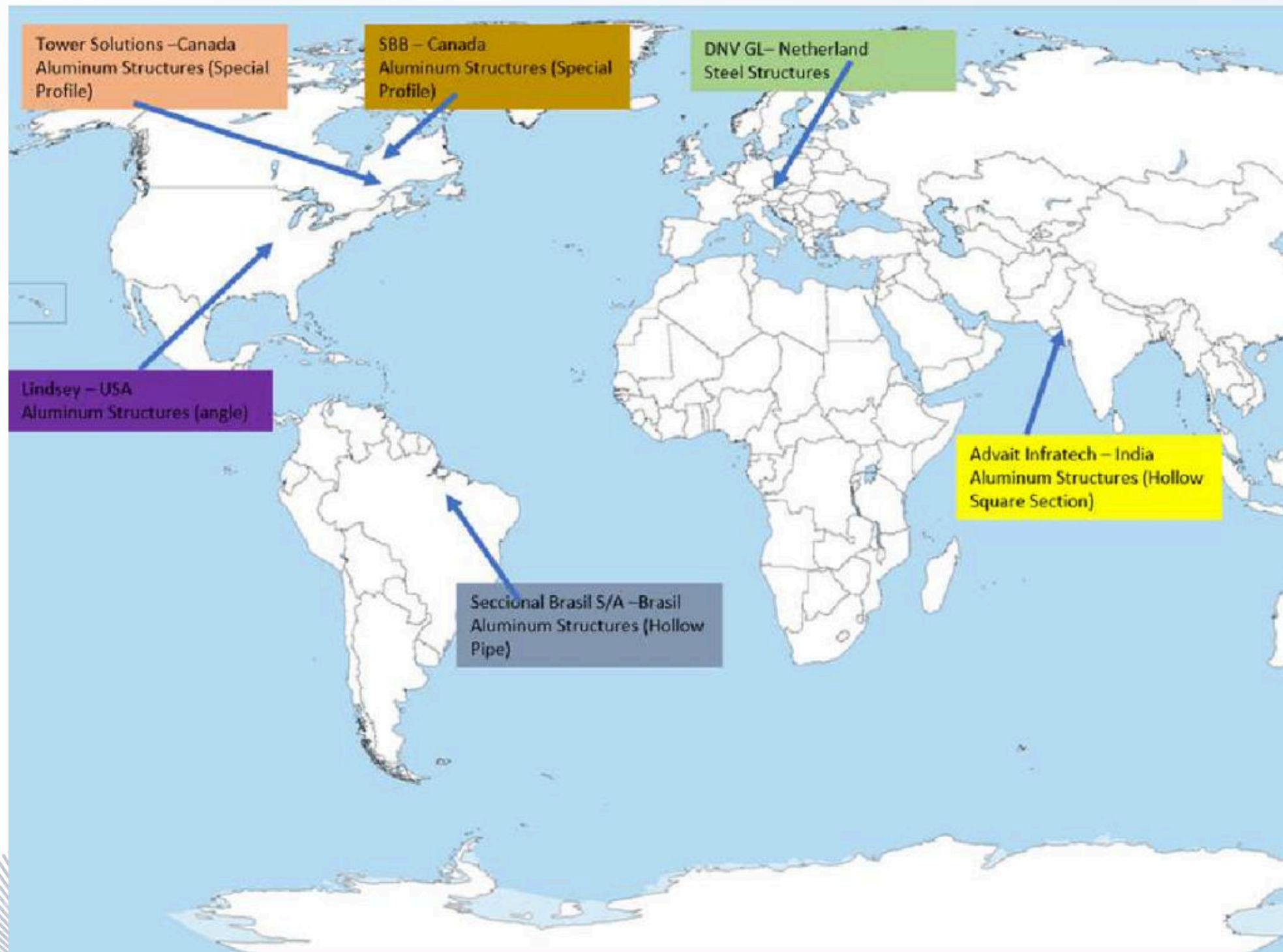
Electricity Transmission- Towers Defense  
(Mobile Radar)- Towers Railways- Towers

### **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

# ADVAIT GROUP:

## ERS: ADVAIT'S GLOBAL POSITIONING



# ADVAIT GROUP: HIGH TENSION LOW SAG CONDUCTORS (HTLS)

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:

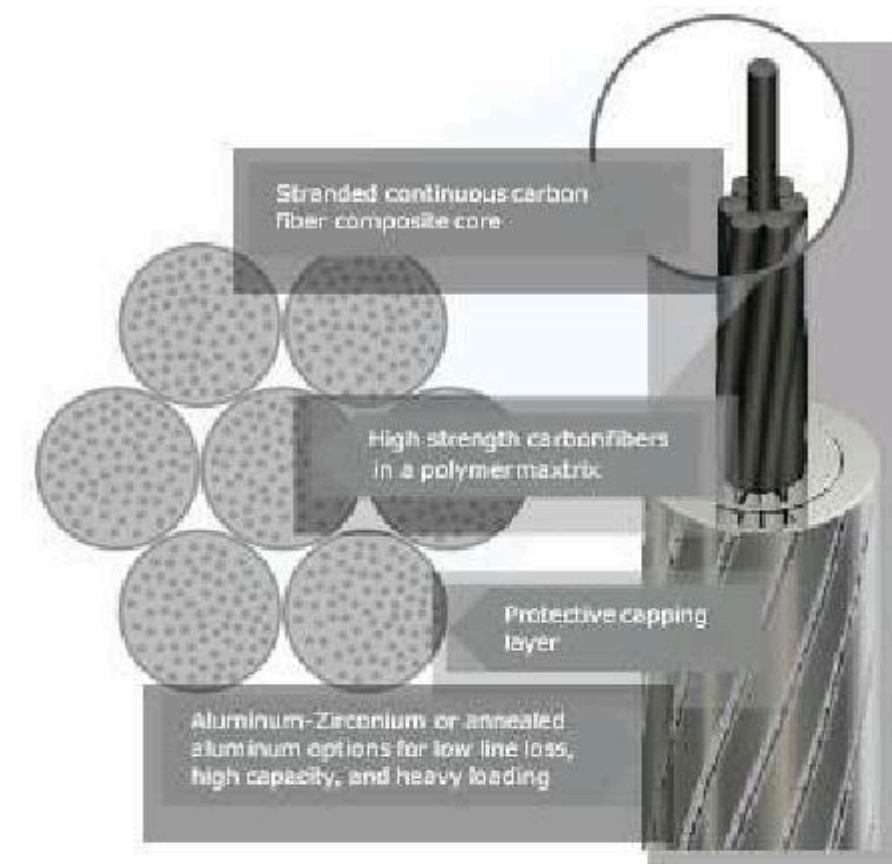
The India Electric Wire and Cable Market is forecasted to grow at a CAGR of 4.63% between 2022 and 2027. Market size is estimated to increase by USD 2,189.92 million during the forecast period.

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

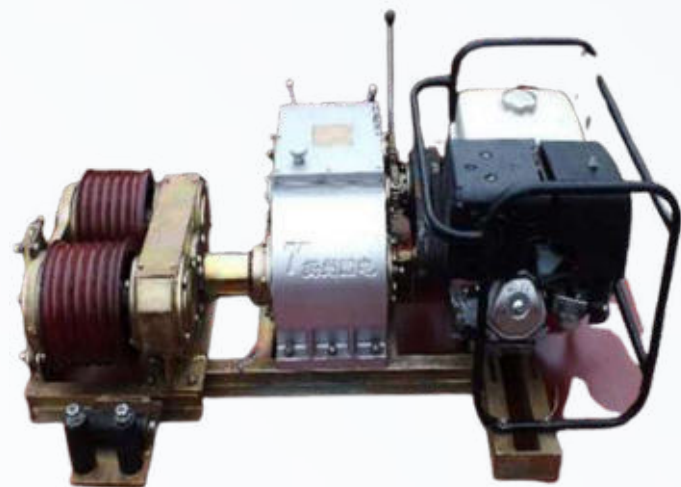
Future Outlook: Expected to witness robust demand growth due to expanding T&D networks, Opportunities for market players to innovate and improve product offerings, Continued adoption driven by the need for efficient power transmission infrastructure worldwide



# ADVAIT GROUP: STRINGING TOOLS



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



**Motorized Winch Machine**



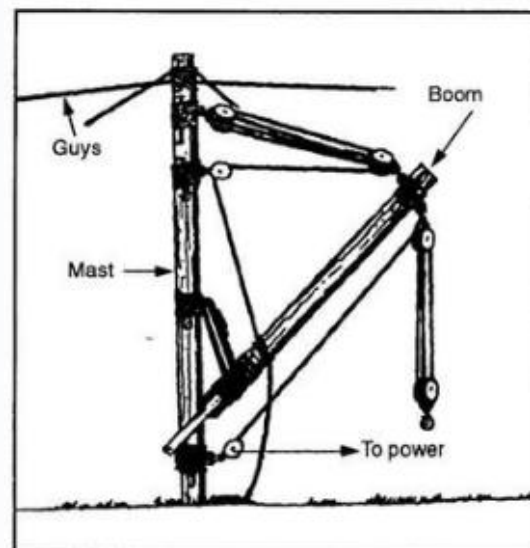
**Compressor Joint Machine**



**Aerial Rollers**



**Automatic Clamps**



**Central Derrick Pole (Gin Pole)**



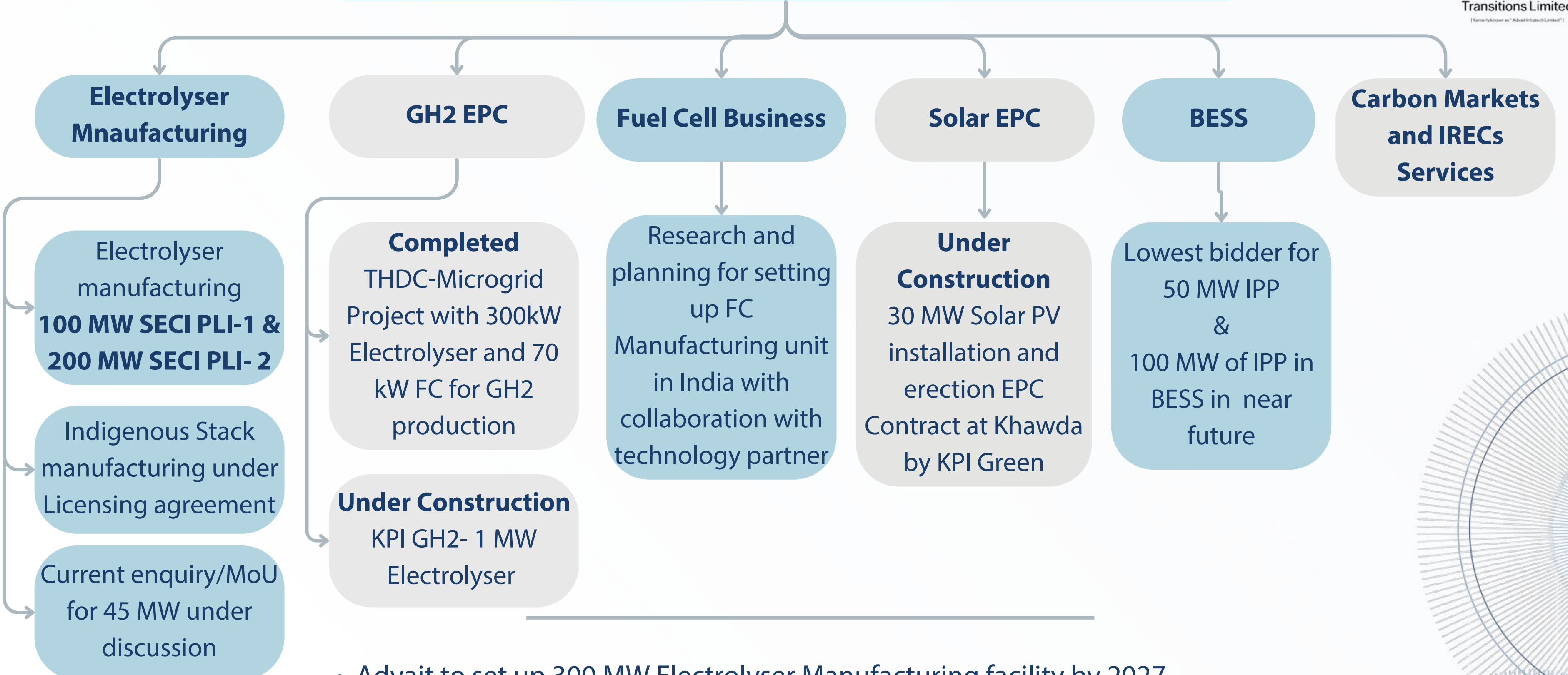
**Working Platform (Sag Bridge)**



# **BUSINESS OVERVIEW: NEW & RENEWABLE ENERGY BUSINESS**

**Transforming Energy  
Transforming Lives**

# NEW & RENEWABLE ENERGY



## Our Plan

- Advait to set up 300 MW Electrolyser Manufacturing facility by 2027
- Expanding to 1GW Electrolyser Manufacturing facility by 2030
- By 2028, Advait to explore the operations in the Fuel Cell Assembly and Manufacturing facility



**Advait Energy  
Transitions Limited**

[formerly known as "Advait Infratech Limited"]

# MAJOR MILESTONES

---

**Transforming Energy  
Transforming Lives**





# NRE : ELECTROLYSER MANUFACTURING BUSINESS

## OUR PLI TRANCHE-I WIN:

### Advait Allocated 100 MW Capacity

SECI declares winners of its 1.5 GW electrolyser manufacturing auction

In a significant development in India's renewable energy landscape, Advait Infratech, Reliance Green Hydrogen and Green Chemicals, ACME Cleantech Solutions, Greenko ZeroC, HHP Two, and Bharat Petroleum Corporation emerged as successful bidders in the Solar Energy Corporation of India's (SECI) tender. SECI invited proposals under two distinct categories: Technology Agnostic Pathways bucket (Bucket I) and Biomass-based Pathways bucket (Bucket II). The green hydrogen production capacity is distributed with 410,000 MT/year under Bucket I and 40,000 MT/year under Bucket II.

## OUR PLI TRANCHE-II WIN:

### Advait Allocated 200 MW Capacity

Advait became victorious in the Tranche-II of the SECI PLI for Electrolyser Manufacturing



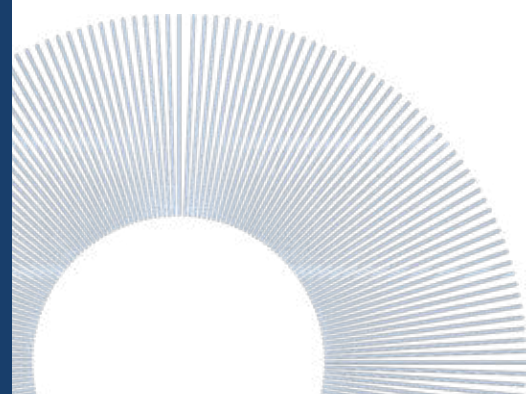
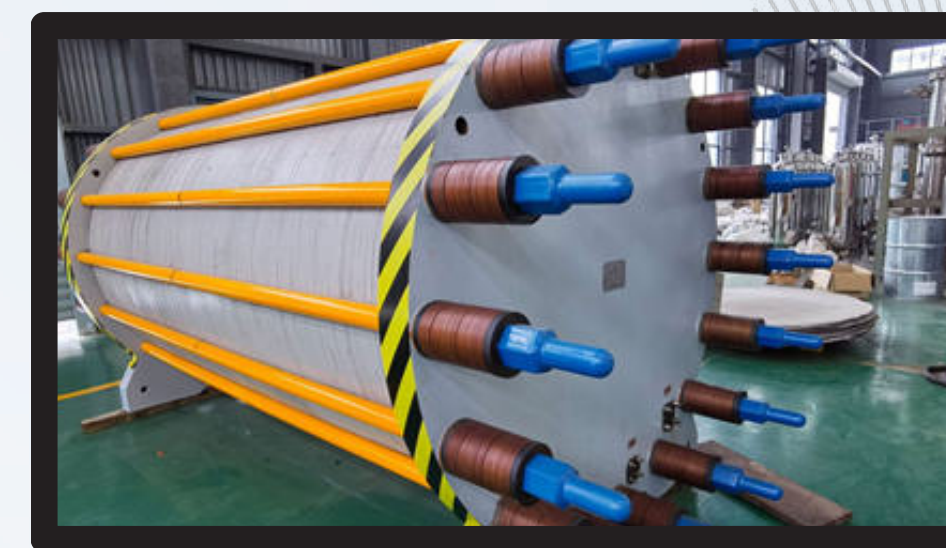
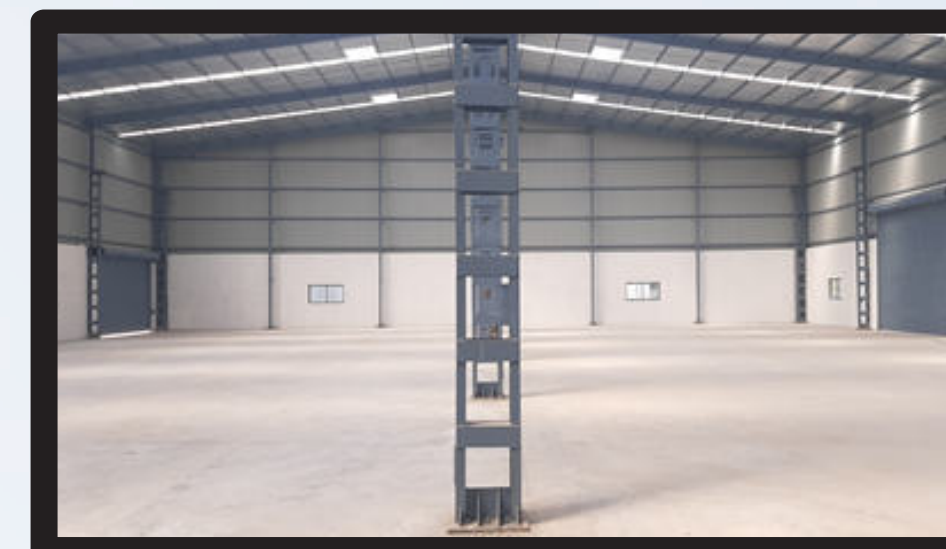
Advait Energy  
Transitions Limited  
[formerly known as "Advait Infratech Limited"]

Bidder	Capacity bid	Capacity to be awarded
<b>Bucket I: Any stack tech</b>		
Ohmium Operations	137	137
Reliance Electrolyser Manufacturing	300	300
John Cockerill Greenki Hydrogen	300	300
Advait Infratech	100	100
Jindal India	300	300
L&T Electrolysers	300	63
<b>Bucket II: Indigenously developed stack tech</b>		
Homihydrogen	101.5	101.5
Adani New Industries	300	198.5

# Our Electrolyser Assembly Unit in Gujarat

## Key Highlights-

- Our temporary set up has a current capacity of assembling 50 MW/year.
- We take pride in our well-knowledgeable and experienced team, specializing in the manufacturing process and the chemical industry.
- Our proposed factory is going to be equipped to produce an advanced electrolyser system with a plug and play feature, facilitating fast installation and commissioning.
- Additionally, we have a specially trained and experienced site team dedicated to easing the installation and commissioning process.



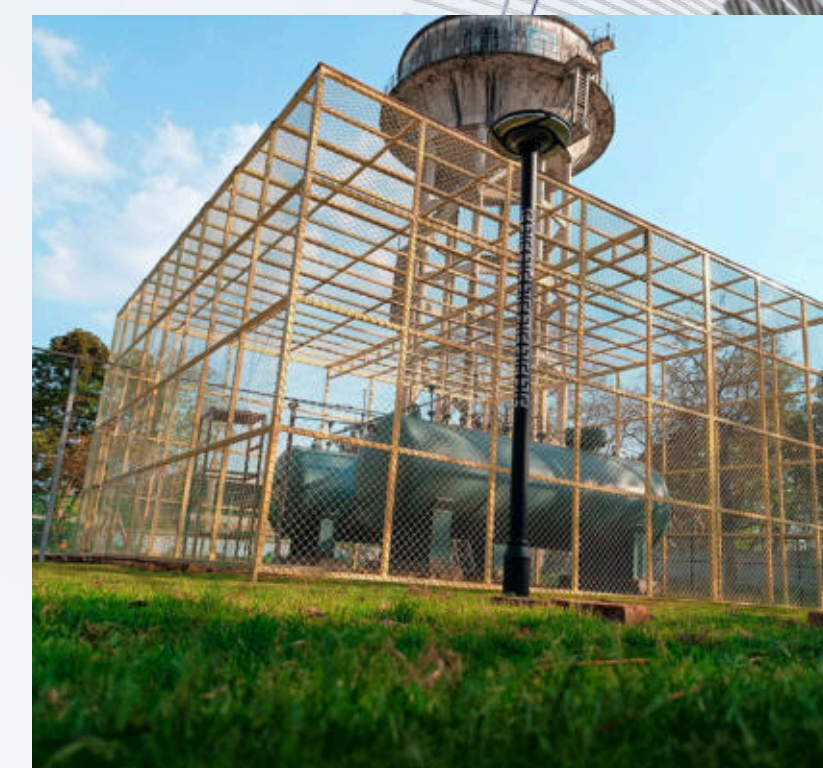
# Advait Infratech's Leadership in Green Hydrogen (GH2) Turn-key Projects For THDCIL and KP Group || Uttarakhand and Gujarat

## A) 300 kW GH2 Plant (THDC India Ltd.) – Rishikesh - COMPLETED

- Completed Jan 2024; includes 300 kWh Alkaline Electrolyser, 70 kWh PEM Fuel Cell, and 50 kg/day GH2 production
- Pioneering microgrid systems ensuring a stable, sustainable power supply.
- Showcases Advait's excellence in innovative microgrid systems and efficient project execution.
- A milestone in India's green hydrogen revolution, driving sustainability and reducing the carbon footprint.

## B) 1 MW GH2 Plant (KPI Green Hydrogen Pvt. Ltd.) – Matar, Gujarat - UNDER PROGRESS

- Commissioning in Feb 2025;
- Dual applications:
  - Hydrogen: Cascade filling at 200 bar pressure
  - Oxygen: Ultra-pure cylinder filling at 200 bar pressure



# BATTERY ENERGY STORAGE SYSTEM (BESS)

Battery Energy Storage Systems (BESS) are designed to store energy in batteries for later use. They are becoming increasingly popular as renewable energy sources such as solar and wind become more common.

**Eyeing on 1 GW of BESS Projects over the period of next 5 years**

## Applications of BESS



### Building Energy Management

BESS can be used to store excess energy produced by buildings with solar panels for later use.



### Electric Vehicle Charging

BESS can be used to store energy for electric vehicle charging stations, which helps reduce peak demand on the grid.



### Grid Stabilization

BESS can be used to provide ancillary services to the grid, such as frequency regulation and voltage control.

# OVERVIEW & VISION OF SOLAR IPP & EPC PROJECT – ADVAIT GROUP

## BACKWARD INTEGRATION FOR OUR GH2 MISSION

<b>Journey of Solar Business</b>	<b>Vision for Solar Business</b>
<ul style="list-style-type: none"><li>• Advait Secured 30 MWp Solar EPC Project at Khavda, Kutch, Gujarat worth INR 59 Cr.</li><li>• The Project is expected to be commissioned by Jan 2025.</li><li>• This project marks a significant milestone for Advait Infratech, reinforcing its commitment to sustainable energy solutions in India.</li><li>• Advait Infratech’s expertise in Solar EPC projects ensures the delivery of high-quality, efficient, and reliable solar power infrastructure.</li></ul>	<ul style="list-style-type: none"><li>• Advait Infratech aims to execute 100 MW which comprises of EPC and IPP projects by the end of 2024-2025.</li><li>• The target for 2025-2026 is to achieve 250 MW including EPC and IPP Projects.</li><li>• By consistently scaling up our project execution capabilities, we envision reaching new milestones in the renewable energy sector.</li><li>• Our strategic focus will be on leveraging advanced technologies and innovative solutions to deliver high-quality, sustainable energy projects.</li></ul>

# NEW & RENEWABLE ENERGY: SUSTAINABILITY SERVICES



**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.

## OUR ACHIEVEMENTS 2023-24 AND VISION

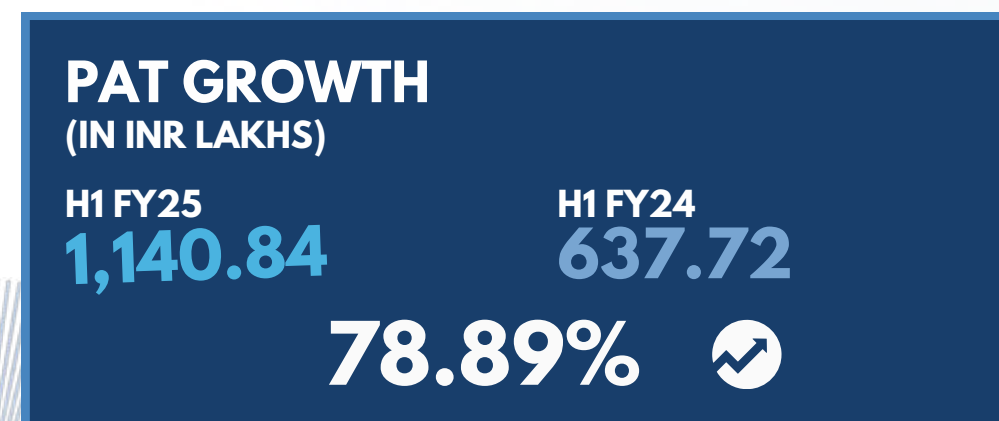
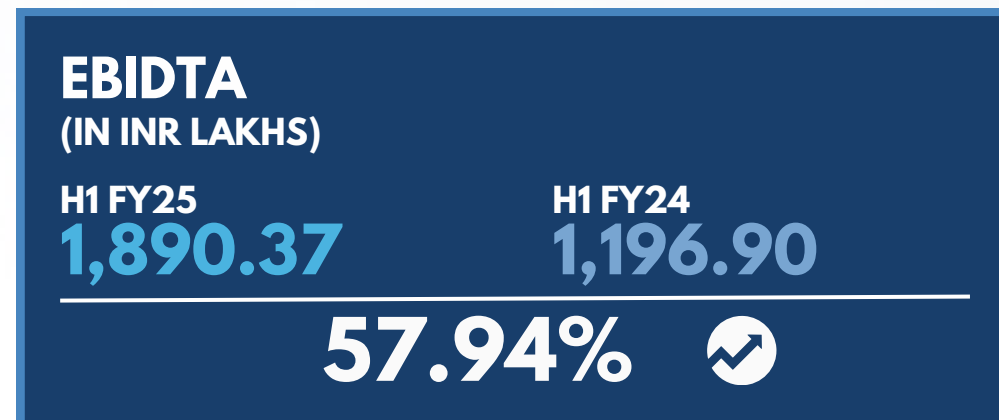
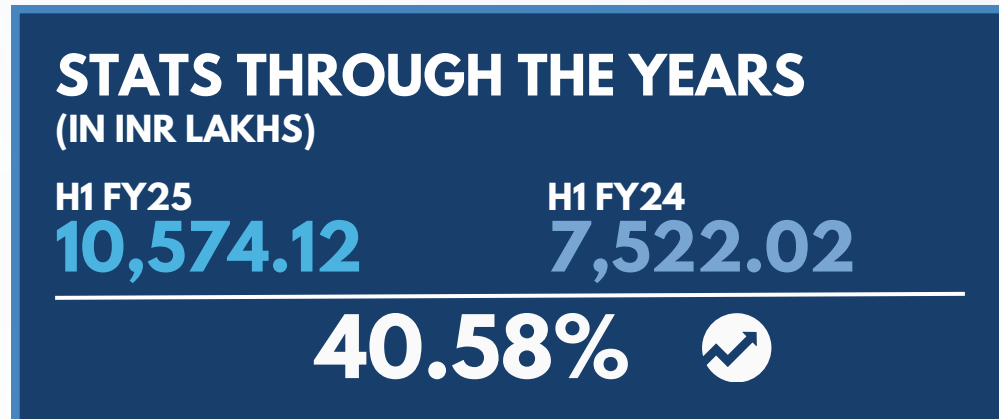
- Onboarded 40+ projects inclusive of RE, Waste to Energy, Compost production and many more with a combined capacity equivalent to 200 MW under best carbon registries like Verra, Cercabono.
- Managing the carbon credits inventory of 4 Million credits
- Targeting a Carbon Credits inventory of 80 Million + by 2027

# NEW & RENEWABLE ENERGY: SDGS FULFILLED

	Organization	Services Sustainability	Electrolysers	Fuel Cell	Solar EPC
3 GOOD HEALTH AND WELL-BEING		Green			Green
4 QUALITY EDUCATION	Red				
5 GENDER EQUALITY	Red				
7 AFFORDABLE AND CLEAN ENERGY	Yellow	Yellow	Yellow	Yellow	Yellow
8 DECENT WORK AND ECONOMIC GROWTH	Dark Purple	Dark Purple	Dark Purple		
9 INDUSTRY, INNOVATION AND INFRASTRUCTURE	Orange	Orange	Orange	Orange	Orange
10 REDUCE INEQUALITIES	Pink				
11 SUSTAINABLE CITIES AND COMMUNITIES	Orange	Orange	Orange	Orange	Orange
12 RESPONSIBLE CONSUMPTION AND PRODUCTION	Brown	Brown			
13 CLIMATE ACTION	Green	Green	Green	Green	Green
16 PEACE, JUSTICE AND STRONG INSTITUTIONS	Dark Blue	Dark Blue	Dark Blue		
17 PARTNERSHIPS FOR THE GOALS	Dark Blue	Dark Blue	Dark Blue	Dark Blue	

- Our Solar EPC Solutions, Sustainability Services and our Organizational Human Capital help companies looking to decarbonize and reduce their carbon footprint significantly promoting good health to communities.
- We collaborate and partner with educational institutions to promote skills in technological education which leads to new opportunities and R&D.
- We promote gender equality at our workplace.
- Our Solar EPC, Electrolyser and Fuel Cell Manufacturing for Green Hydrogen Production and Sustainability Services directly increases the renewable energy mix of the Indian grid.
- Our Electrolyser Manufacturing for Green Hydrogen Production, Sustainability Services and Organizational Human Capital promotes decent economic growth and increases employment through our operations.
- We manufacture Electrolysers, Fuel Cells and provide Sustainability Services which increases innovation at an industrial scale while promoting R&D and infrastructure development.
- Our organization provides equal employment opportunities and promotes gender diversity which reduces inequalities in our workplace and operations.
- Our operations provide technological solutions for clean and zero emission transportation through Electrolyser and Fuel Cell manufacturing for Green Hydrogen and increases carbon finance for companies promoting sustainable cities.
- Our Sustainability Services and Organization promote widespread adoption of sustainable consumption and production practices by incentivizing manufacturers.
- We contribute to climate change mitigation and adaptation through our Electrolyser and Fuel Cell Manufacturing for Green Hydrogen Production, Sustainability Services and Solar EPC Solutions by significantly reducing carbon emissions.
- Our operations and organizational human capital strengthens relationships with institutions to accelerate innovation for emission reduction.
- In our Fuel Cell implementation and partnerships with educational institutions, we collaborated for increasing the R&D and technological innovation.

# ADVAIT GROUP: FINANCIAL RESULTS, VISION, MISSION & MOTTO



## Our Vision

To spearhead a paradigm Energy Transition which will enable Advait in offering solutions for Transforming Lives by Transforming Energy



## Our Mission

To positively impact the lives of a million people through our innovative and impactful solutions, nurturing the entrepreneurial spirit of India, and building a legacy change across the globe.



## Our Motto

Transforming Energy,  
Transforming Lives

**15+**

Years of experience

**90+**

Customers

**450+**

Projects served





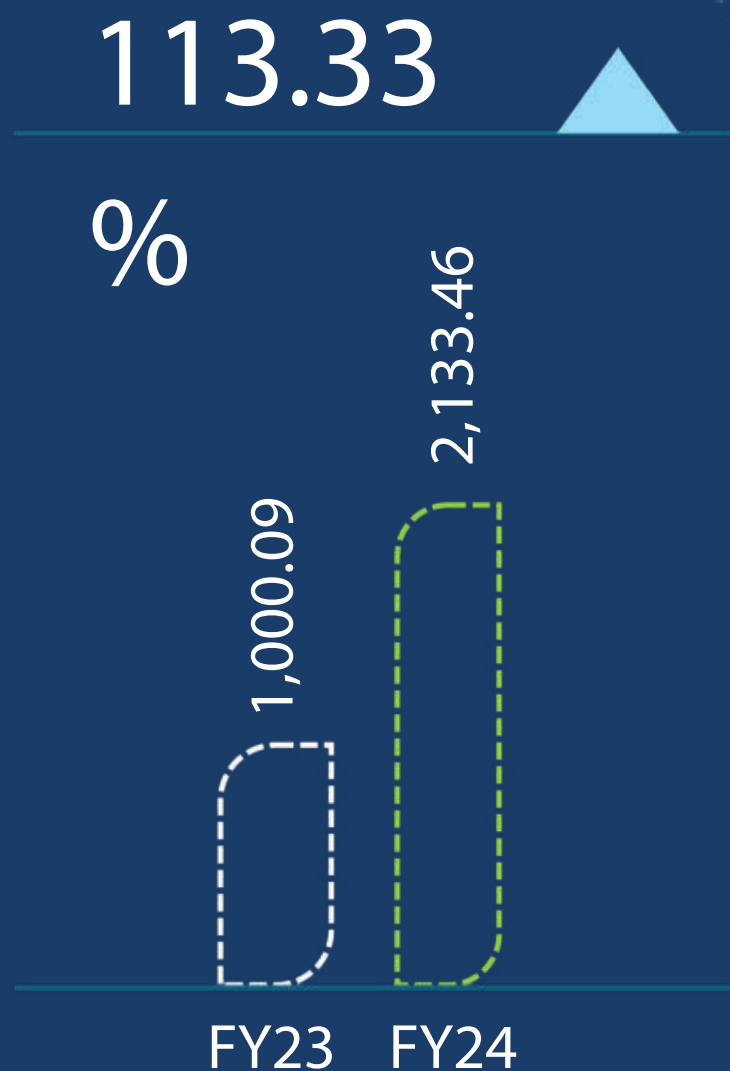
# 2023-2024 FINANCIAL PERFORMANCE



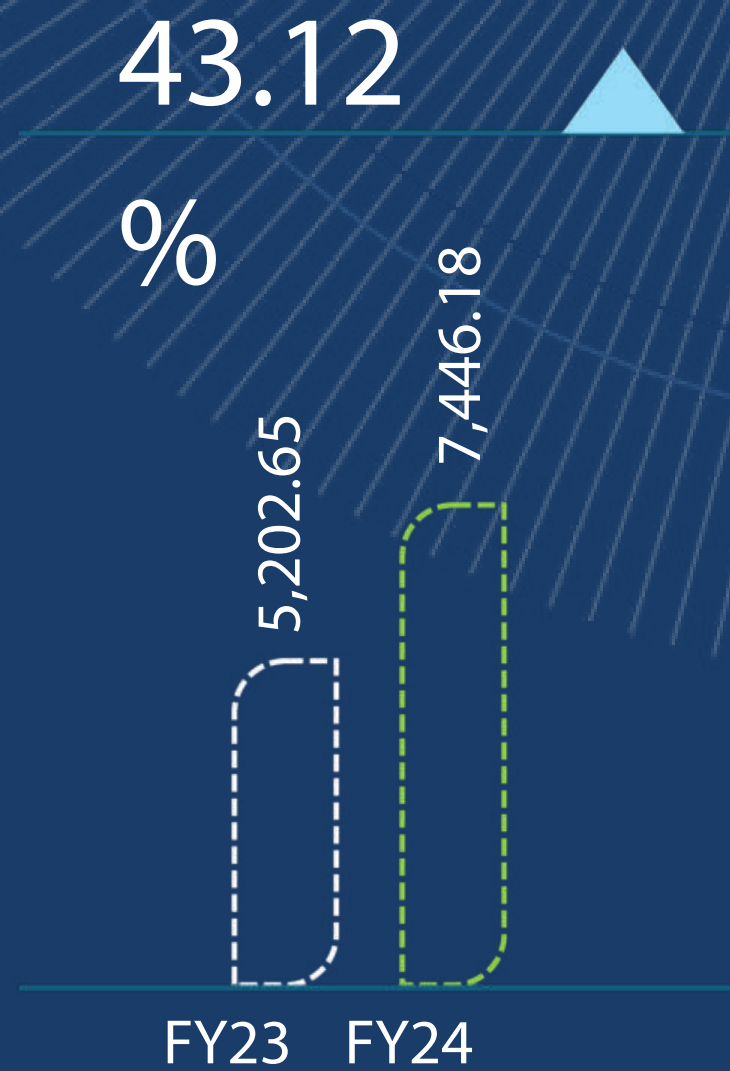
REVENUE (Rs lakh)



EBITDA (Rs lakh)



PAT GROWTH (Rs lakh)

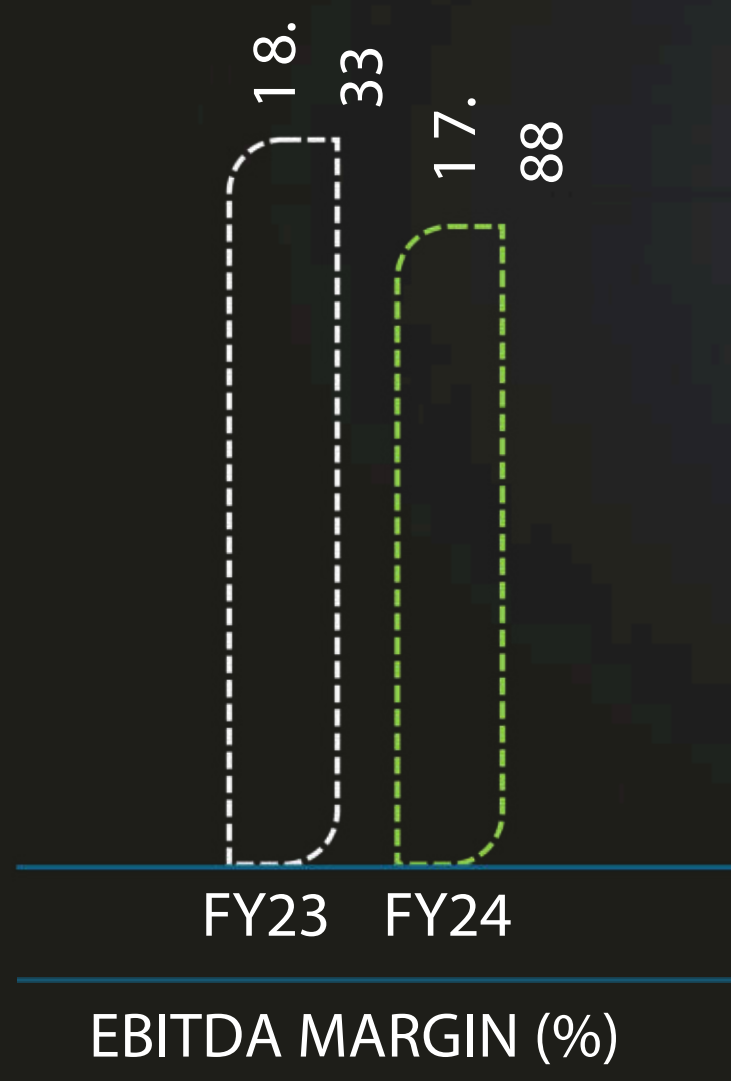


NETWORTH GROWTH (Rs lakh)

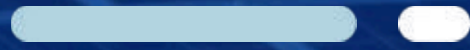
# 2023-2024 FINANCIAL PERFORMANCE



Advait Energy  
Transitions Limited  
(Incorporated in India)



2023-24  
IN NUMBERS



Advait Energy  
Transitions Limited

[The company is a subsidiary of Advait Infrastructure Limited]

15+  
years

Industry experience

90+

Customers worldwide

45+

Nations of presence

450+

Projects completed

25,000+

Live-line installation  
(in Kms)

1,500+

Market  
capitalisation (Rs  
c ro re



# THANK YOU!



Advait Group

Registered Office: 1st & 2nd Floor, KIFS Corporate House, Iskcon  
Ambli Road, Beside Hotel Planet Landmark, Near Ashok Vatika, Ambli  
i, Ahmedabad, Gujarat 380054, India

CIN: L45201GJ2010PLC05987

info@advaitgroup.co.in

Website: [www.advaitinfra.com](http://www.advaitinfra.com)

