

November 10th, 2023

To,
The Secretary,
Listing Department
BSE Limited (SME)
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort, Mumbai - 400001.
Maharashtra, India.

Scrip Code: 543615
Trading Symbol: SRSOLTD

Subject: Submission of Investor Presentation to be made to Analysts/ Investors.

Dear Madam/Sir(s),

Please find enclosed herewith the investor presentation to be made to Analysts/Investors on the Unaudited Financial Results of Silicon Rental Solutions Limited for the H1 FY24.

This presentation is being submitted in compliance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, as amended.

The same is also being made available on the Company's website:
<https://silicongroup1.com/>

You are kindly requested to take the same on record and oblige.

Thanking you,

Yours faithfully,

For SILICON RENTAL SOLUTIONS LIMITED

Himanshi Tiwari
Company Secretary & Compliance Officer
M. NO.: A65997



Silicon Rental Solutions Limited

Silicon Rental Solutions Limited

H1 FY24 Investor Presentation





Company Overview

Silicon Rental Solutions Limited (Silicon, The Company), a trailblazing name in Indian IT rentals since its establishment in 1993, initially specialized in the sales and services of IT equipment. Over the years, the company has evolved and expanded its services, with an unwavering commitment to customizing rental schemes that offer undeniable advantages to its clients. They take pride in being a one-stop shop for all IT rental needs.

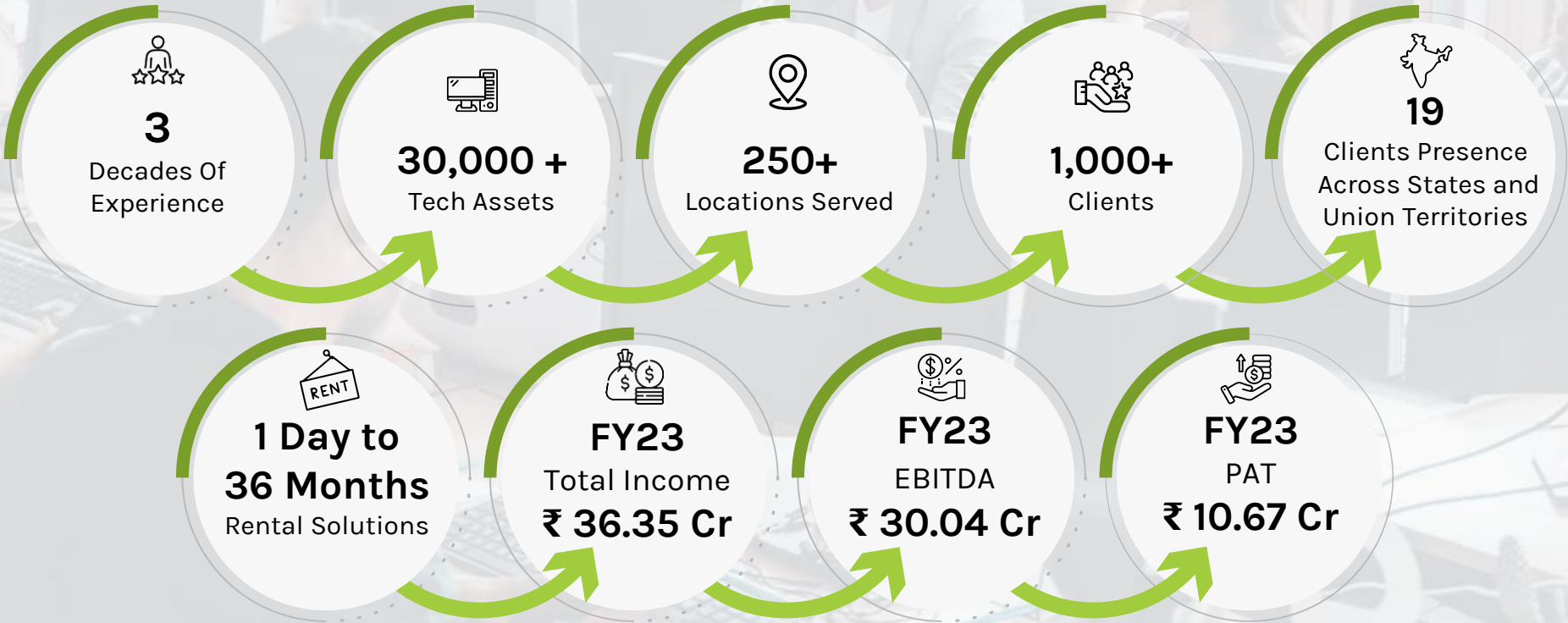
The company's extensive product portfolio is designed to evolve with the ever-changing demands of its clients, ensuring businesses flourish with optimal efficiency and performance. The company consistently enhances its offerings, solidifying its role as a trusted partner. With a skilled team of engineers ensuring equipment support and maintenance, and a commitment to scheduling visits within 24-48 hours, in alignment with the client's specified Turnaround Time (TAT).

The company sources the majority of its products from all major brands like HP, Dell, Lenovo, Apple, Asus, Intel, AMD, Gigabyte, Sonicwall, Dlink, Cisco, etc.

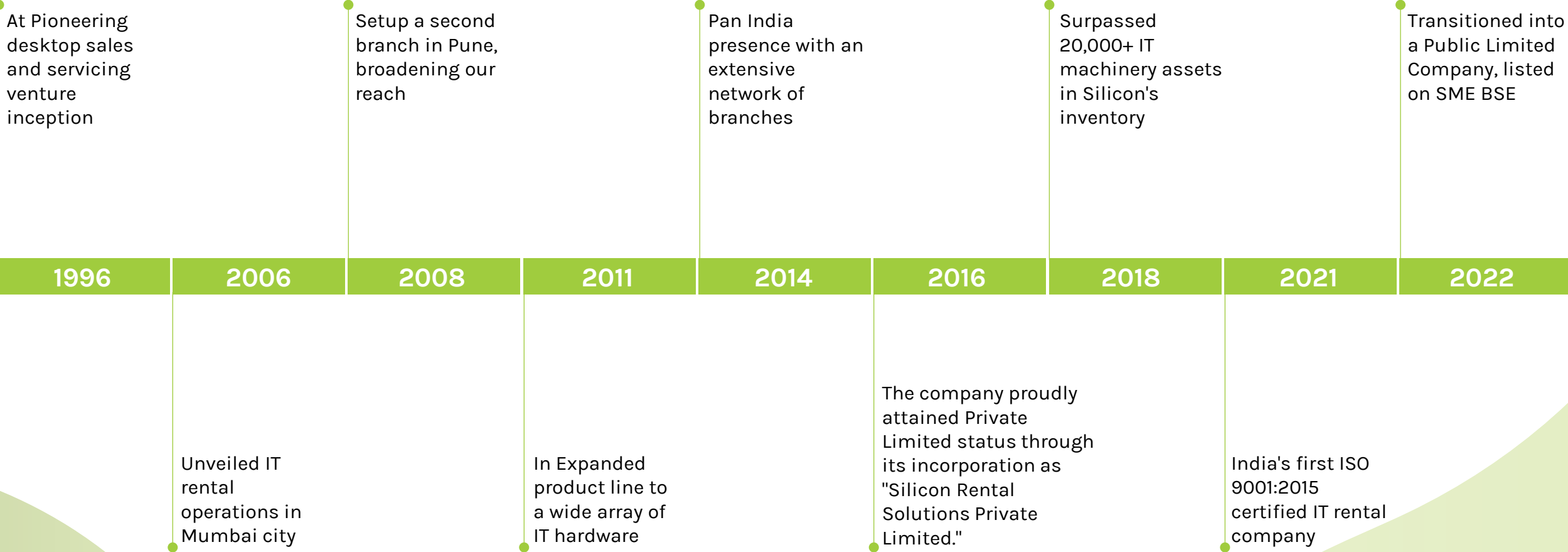
Vision

To emerge as an IT equipment outsourcing company by offering technical expertise and comprehensive solutions and adhering to the interests of organizations. They are dedicated to offering their customers cutting-edge technologies and technical support. In addition to renting IT equipment, they offer installation and deployment assistance to effectively support their customers' IT infrastructure. Their skilled technical team is prepared to deliver the most suitable solutions to meet their customers' needs.

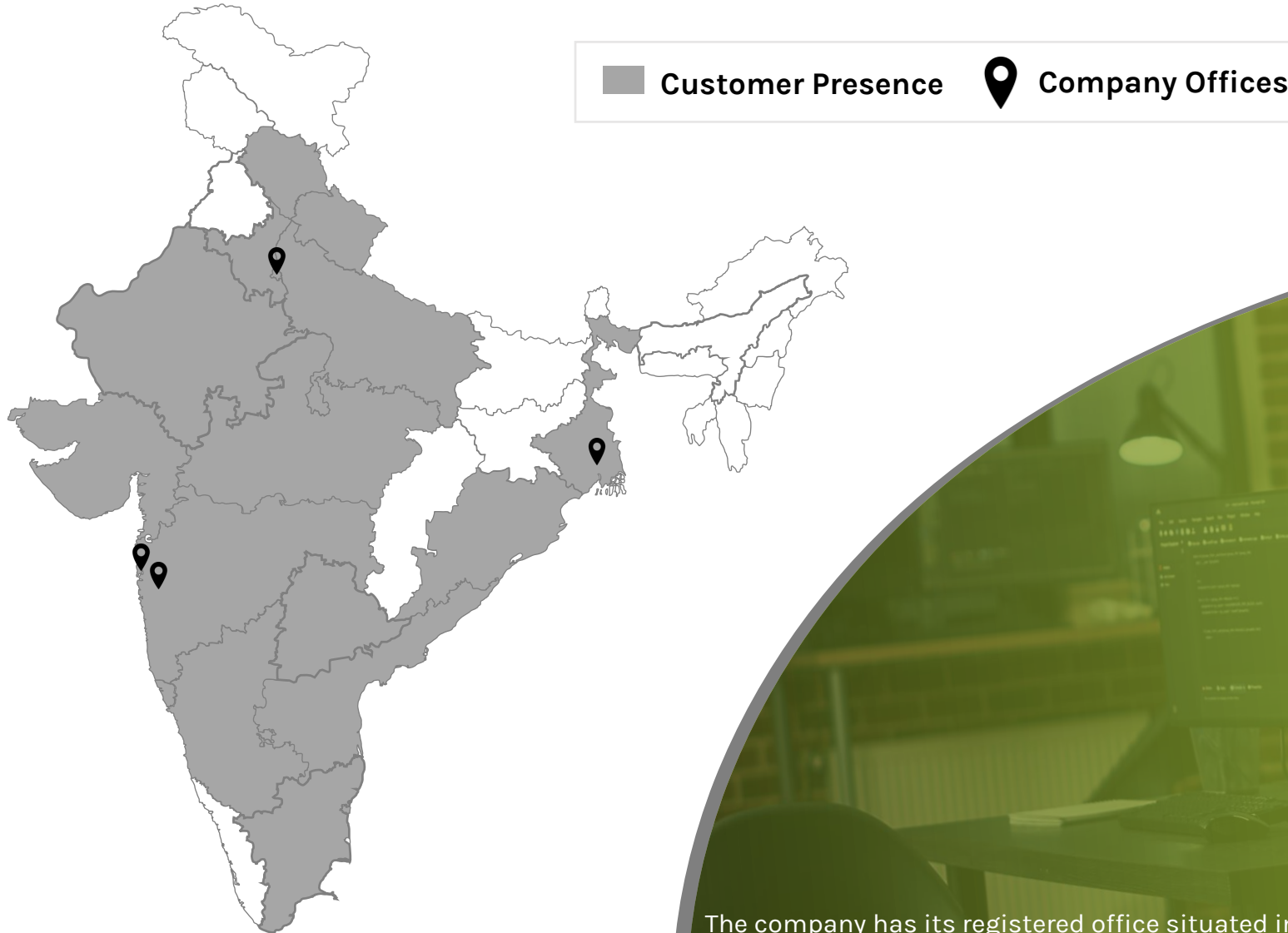
Key Facts



A Timeline Of Silicon Rental Solutions



Over the years, the company has expanded its presence to encompass 16 states and 3 Union territories in India, with Maharashtra being the major contributor to its revenue.



For FY22 Top 5 states contributes **98%** of the Revenue

The company has its registered office situated in Mumbai, with branch offices in Pune, New Delhi, and Kolkata.



Turning Strengths Into Solutions: Delivering Beyond Boundaries



Trusted By Industry Icons

Silicon's proven excellence significantly cements its position as a trusted IT Equipment Rental partner.



The company prides itself on earning trust through exceptional service. Explore the company's customer feedback to discover why it's the preferred choice for tech solutions.



Snapdeal

Silicon Rental Solutions has been our trusted partner for years, delivering prompt service, quality equipment, and exceptional support.



Tata

Silicon Rental Solution's dedication, enthusiasm, and inspiring insights fuel their ongoing success, and we're committed to our long-term partnership.



Exicon

Silicon Rental Solutions excels, acknowledged and appreciated by our team at Exicon for their exceptional support in achieving our goals.

Business Overview





Desktops



Laptops



Printers



Servers



CCTV Security



Networking Gear



Projectors



IT Hardware & Peripherals

Desktops



High Configuration Desktop Systems



Economical Desktop Systems



Customised Desktop Systems

Laptops



High Configuration Laptops



Economical Laptops



Basic Configuration Laptops

Printers



Single Function Inkjet Printers



Dot-Matrix Printers



Multiple Function Deskjet Printers



Multiple Function Laserjet Printers

Servers



Rack-Mount Servers



Tower Servers



Blade Servers

CCTV Security



CCTV Dome Camera



CCTV Bullet Camera



Recording & Storage Devices

Networking Gear



Multi-Port Network Bridges



Modem & Wi-Fi Routers



Unshielded Twisted Pair Cables



High-Speed LAN Cards

Rental Projectors



High-Brightness Projectors



Interactive Projectors



Projection Screens

IT Hardware & Peripherals



NAS + SAN Storage Devices



Uninterrupted Power Supply Devices (UPS)



Tablets & Mobile Devices



External Storage Devices

Silicon's Signature Process: Renting Simplified

At Silicon Rentals, renting IT equipment is a breeze. They have perfected the process to make it seamless, efficient, and customer-centric.



Advantages of Renting with Silicon Rental Solutions

The Company provides the premier choice for IT rentals, leveraging decades of industry expertise and an unwavering commitment to delivering top-notch technology solutions. Experience excellence with the company today.





Management Overview



Sanjay Harish Motiani,
Promoter, Chairman and Managing Director.

- Experience: 28+ Years
- He holds a diploma in Electronics Engineering (I.T.) from the Board of Technical Examination, Maharashtra in 1989
- With nearly three decades of IT industry experience, he's a visionary entrepreneur who played a pivotal role in company's establishment
- He oversees overall business operations, including procurement, sales, and business development policy formulation. Under his leadership, company has experienced consistent growth



Kanchan Sanjay Motiani,
Promoter, Whole Time Director.

- Experience: 28+ Years
- She holds a Master's degree in Microbiology from the University of Bombay (1993) and brings extensive experience in accounting and finance
- Her primary responsibility involves overseeing the company's financial operations



Anushka Sanjay Motiani,
Promoter and Non-executive director.

- Experience: 4+ Years
- She holds a Bachelor of Design in Visual Communication and Strategic Branding from the University of Mysore (2018)
- Her responsibilities encompass overseeing company's marketing initiatives, while she also freelances in graphic design, boasting approximately four years of experience in graphic design and digital marketing



Nikhil Sanjay Motiani,
Promoter & Whole Time Director.

- Experience: 1+ Year
- He earned a Bachelor's degree in Electrical Engineering from the University of Hong Kong in 2021.
- With expertise in software engineering, Currently works as Head of Marketing and Sales at SRSL



Manish Sehgal,
Independent Director.

- Experience: 31+ Years
- He earned a diploma in Electronics Engineering from the Board of Technical Examination, Maharashtra, in 1989 and has since accumulated extensive experience primarily in the field of marketing



Rajesh Krishna Vyas,
Independent Director.

- Experience: 28+ Years
- He completed his Master of Management Studies at the University of Bombay in 1994 and brings years of immense experience in Digital Marketing, Analytics, Technology, Financial Analysis, Algorithm Design, and Relationship Management

Industry Overview



The Global IT industry is forecasted to reach USD 7,846 Bn by FY 2029 with a CAGR of 7.2% over the forecast period (FY2023-2029).

Overview

- The global IT Industry was estimated to USD 4,817 Bn in FY 2022. The market is forecasted to be USD 5,156 Bn in FY 2023 and is forecasted to reach USD 7,846 Bn by FY 2029 with a CAGR of 7.2% over the forecast period (FY2023-2029).
- Global IT market by computation type is segmented into HPC Systems, Workstations, other devices infrastructure, software, IT business services, Emerging tech and telecom services.
- IT Business services had the second largest share in FY 2022 and is expected to reach USD 2,353.7 Bn by FY 2029 at a CAGR of 7.9%.

Global IT Industry Market by Geography/Region

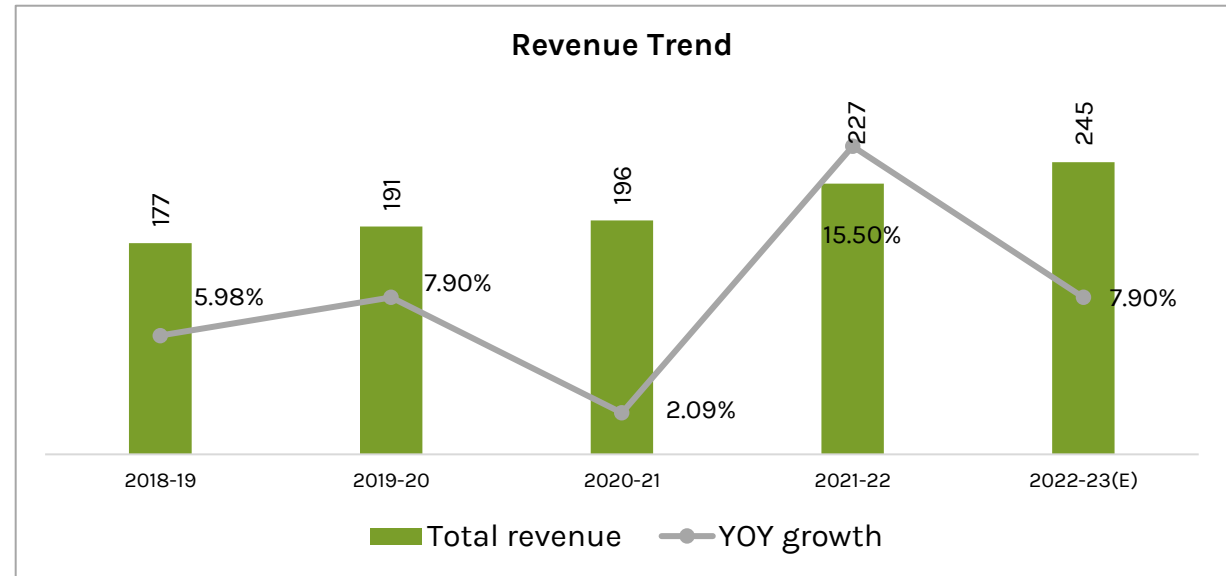
- Global IT Industry market by geography is segmented into North America, Europe, Asia Pacific (APAC), South America, and Middle East and Africa (MEA).
- North America region held the largest share (39%) in FY 2022 with a market size of USD 1,855 Bn and is expected to reach USD 2,824.5 Bn by FY 2029 at a CAGR of 6.1%, followed by APAC with a share of 27% in FY 2022 and a market size of USD 1,298 Bn in FY 2022.
- APAC is 160 forecasted to be USD 1,395 in FY 2023 and is expected to reach USD 2,275.3 Bn by FY 2029 with a CAGR of 8.5% over the forecast period (FY2023-2029)



Source: meity.gov.in

The Indian IT industry market is forecasted to be USD 225,000 Mn in FY 2023 and is expected to reach USD 372,706 Mn by FY 2029, with a CAGR of 8.8% during the forecast period (FY2023-2029).

- IT industry body NASSCOM made a statement that Indian technology sector is set to grow at 8.4% in FY 2023 to reach US\$ 245 Bn market size.
- The India IT Industry market was US\$ 201,000 Mn in FY 2022. The market is forecasted to be US\$ 225,000 Mn in FY 2023 and is forecasted to reach US\$ 372,706 Mn by FY 2029 with a CAGR of 8.8% over the forecast period (FY2023-2029).
- In the Union Budget 2023-24, the allocation for IT and telecom sector stood at Rs. 97,579.05 crore (US\$ 11.77 Bn).
- The data annotation market in India stood at US\$ 250 Mn in FY20, of which the US market contributed 60% to the overall value.
- In FY2023, India's technology industry revenue including hardware is estimated to cross US\$ 245 Bn (8.4% y-o-y growth), an addition of US\$ 19 Bn over last year. Exports, at US\$ 194 Bn, are expected to grow at 9.4% in reported currency terms, and 11.4% in constant currency term.



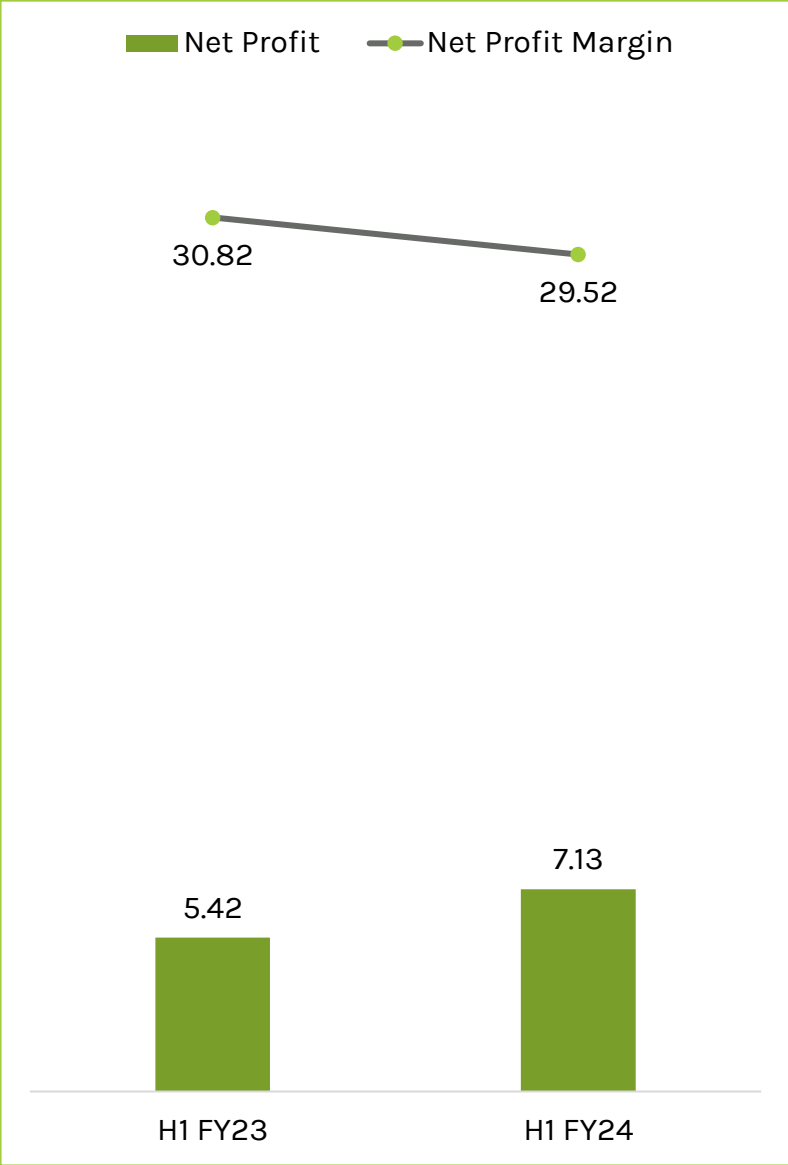
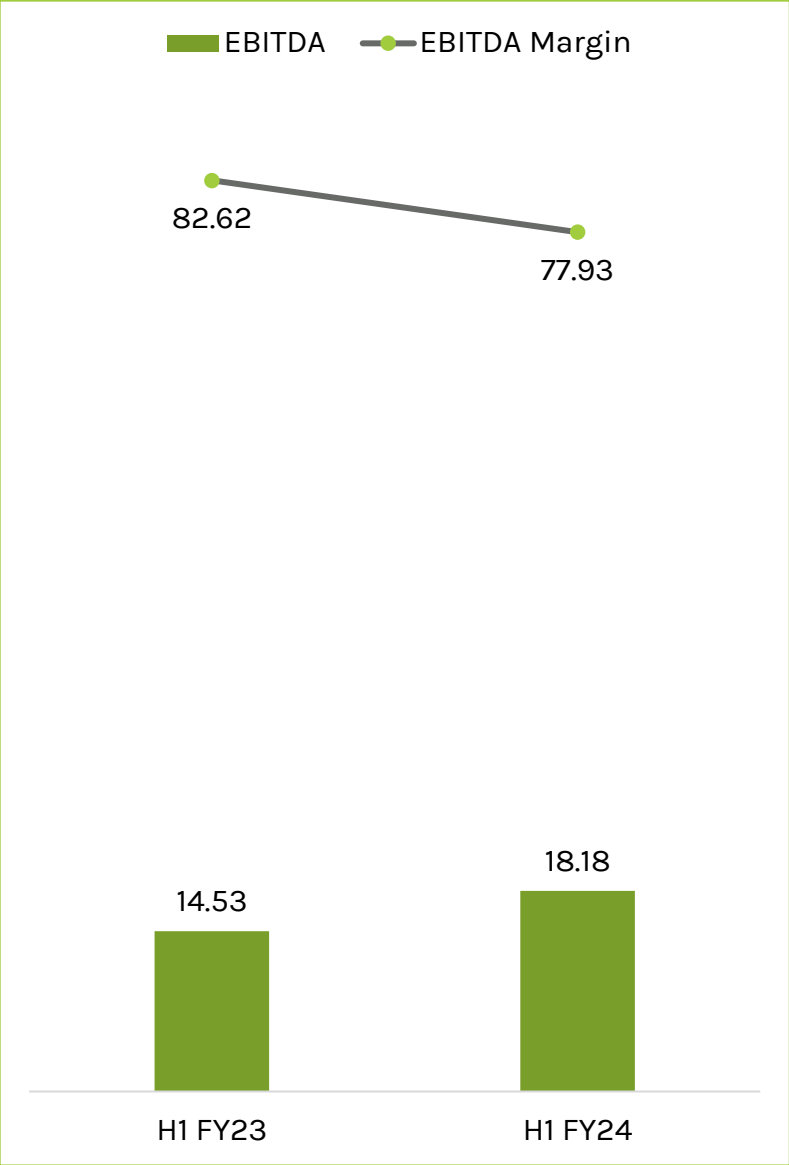
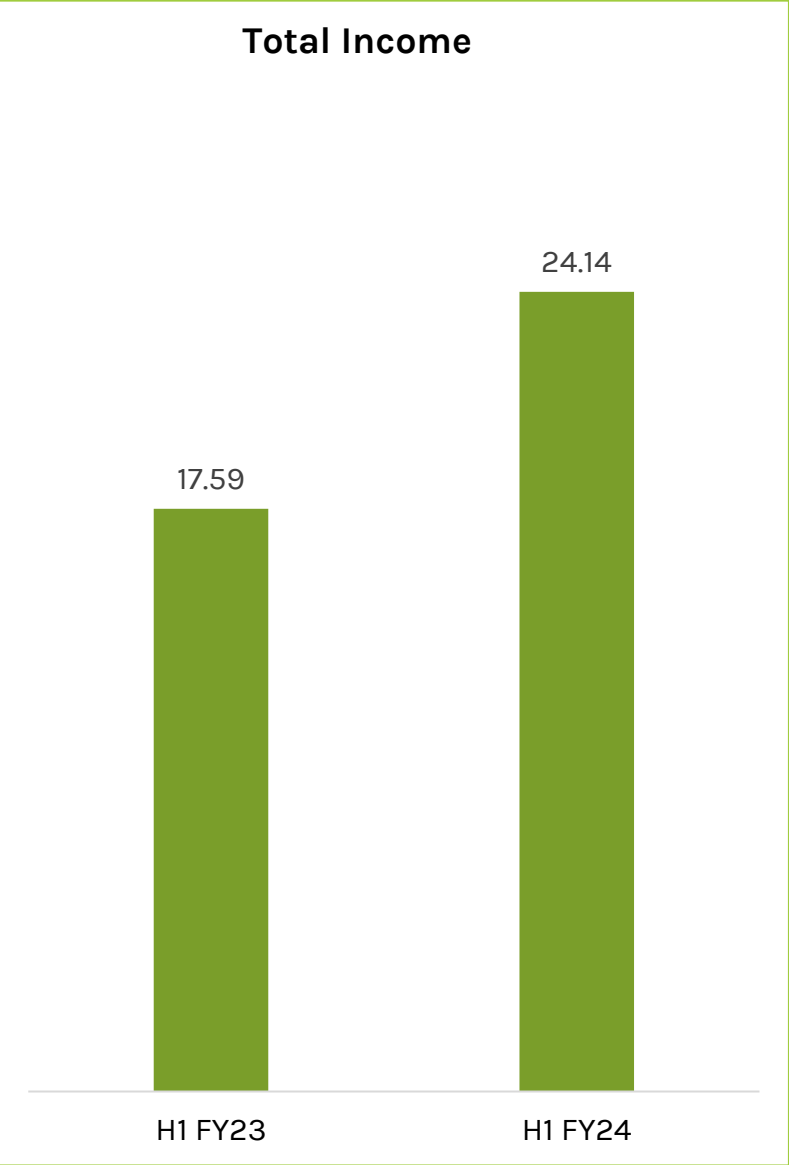
Cost-Effective, Quality-Driven: India's IT Advantage

- In the last decade, the IT industry has grown many folds in revenue terms, and relative share to India's GDP is around 7.5 percent in FY2022-23. India's IT-BPM industry (excluding e-commerce) is expected to grow by 7.9% to reach USD 245 billion, including exports of 194 USD billion in FY2022-23 (E).
- India is the topmost off-shoring destination for IT companies across the world. Having proven its capabilities in delivering both on-shore and off-shore services to global clients, emerging technologies now offer an entire new gamut of opportunities for top IT firms in India.
- The country's cost competitiveness in providing IT services, which is approximately 3-4 times cheaper than the US, continues to be its Unique Selling Proposition (USP) in the global sourcing market.
- Having proven its capabilities in delivering both on-shore and off-shore services to global clients, emerging technologies now offer an entire new gamut of opportunities for top IT firms in India. Indian IT/Software industry offers cost-effectiveness, great quality, high reliability, speedy deliveries and, above all, the use of state-of-the-art technologies globally.





Financial Overview



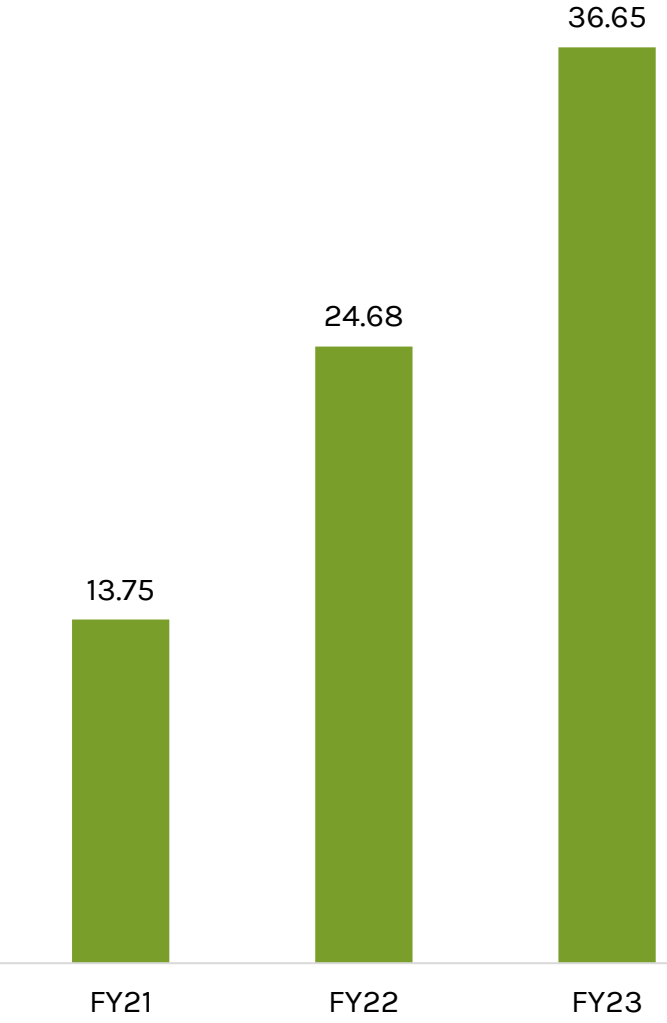
All Figures In ₹ Cr & Margin In %

H1 FY24 & FY23 Result Highlights

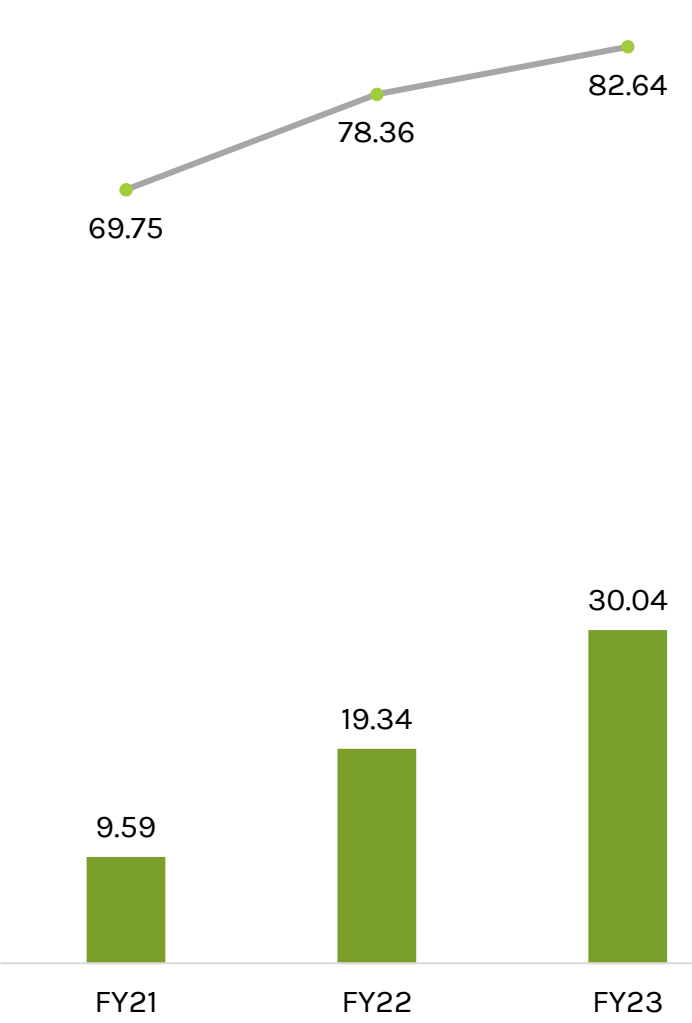
In ₹ Cr

Particulars	H1 FY24	H1 FY23	Y-O-Y	FY23
Revenues	24.14	17.59	37.27%	36.30
Other Income	0.92	0.00		0.05
Total Income	25.06	17.59	42.47%	36.35
Raw Material Expenses	3.51	0.42		0.92
Employee costs	1.39	0.89		2.11
Other expenses	1.35	1.74		3.28
Total Expenditure	6.25	3.06		6.31
EBITDA	18.81	14.53	29.47%	30.04
Finance Costs	0.04	0.38		0.78
Depreciation	9.53	6.87		15.10
PBT	9.25	7.28	27.00%	14.16
Tax	2.12	1.86		3.49
PAT	7.13	5.42	31.45%	10.67

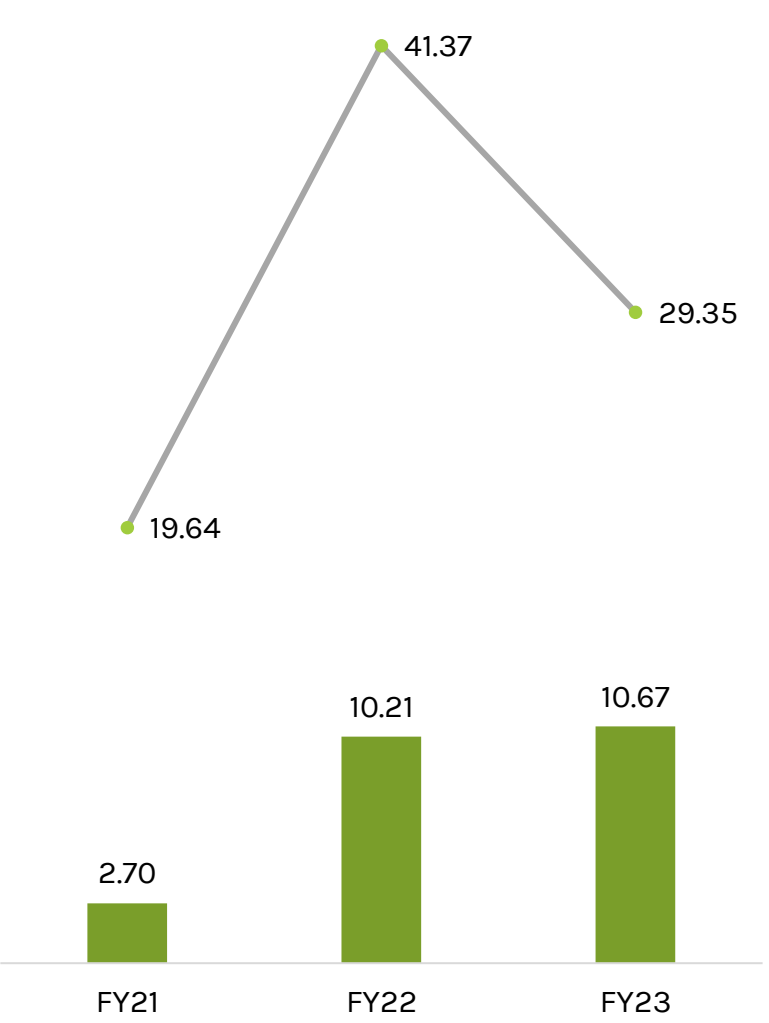
Total Income



EBITDA EBITDA Margin



PAT PAT Margin



All Figures In ₹ Cr & Margin In %

*Declined due to a 3x depreciation and the purchase of new equipment

Profit & Loss Statement

Particulars	FY23	FY22	FY21
Revenues	36.30	24.61	13.75
Other Income	0.05	0.07	0.00
Total Income	36.35	24.68	13.75
Raw Material Expenses	0.92	1.36	0.44
Employee costs	2.11	1.27	0.98
Other expenses	3.28	2.71	2.74
Total Expenditure	6.31	5.34	4.16
EBITDA	30.04	19.34	9.59
Finance Costs	0.78	0.39	0.12
Depreciation	15.10	5.20	5.82
PBT	14.16	13.75	3.65
Tax	3.49	3.54	0.95
PAT	10.67	10.21	2.70

Balance Sheet

In ₹ Cr

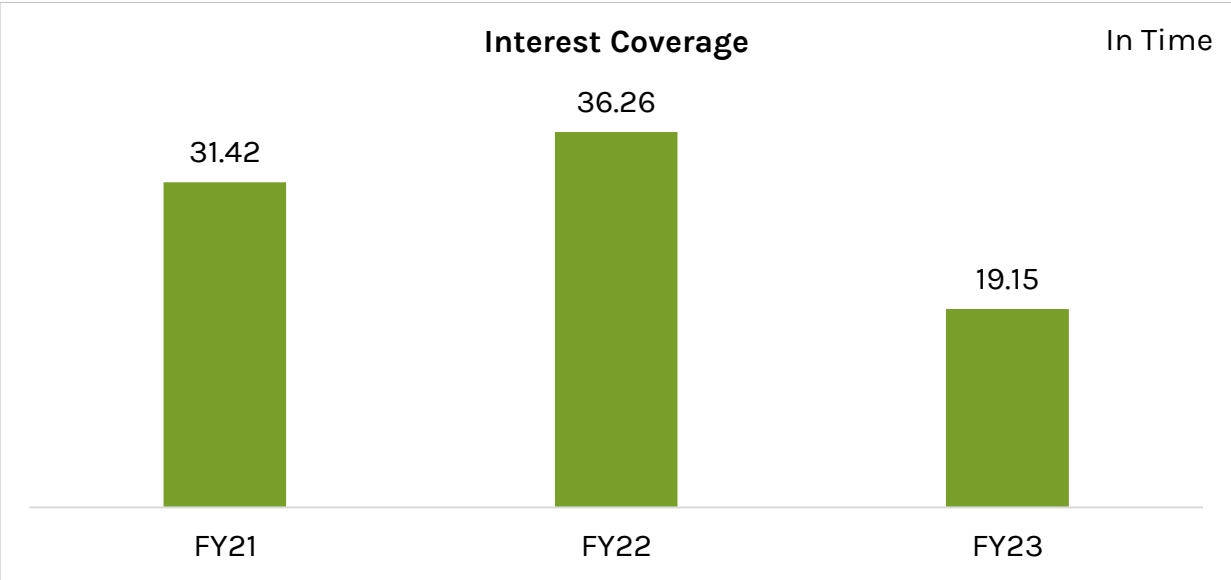
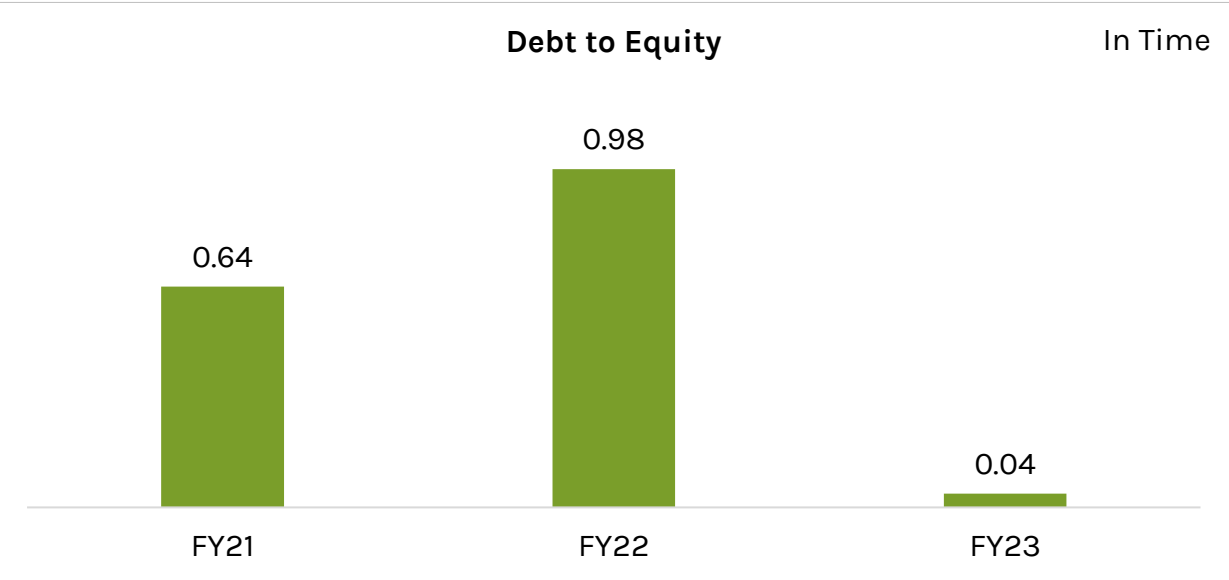
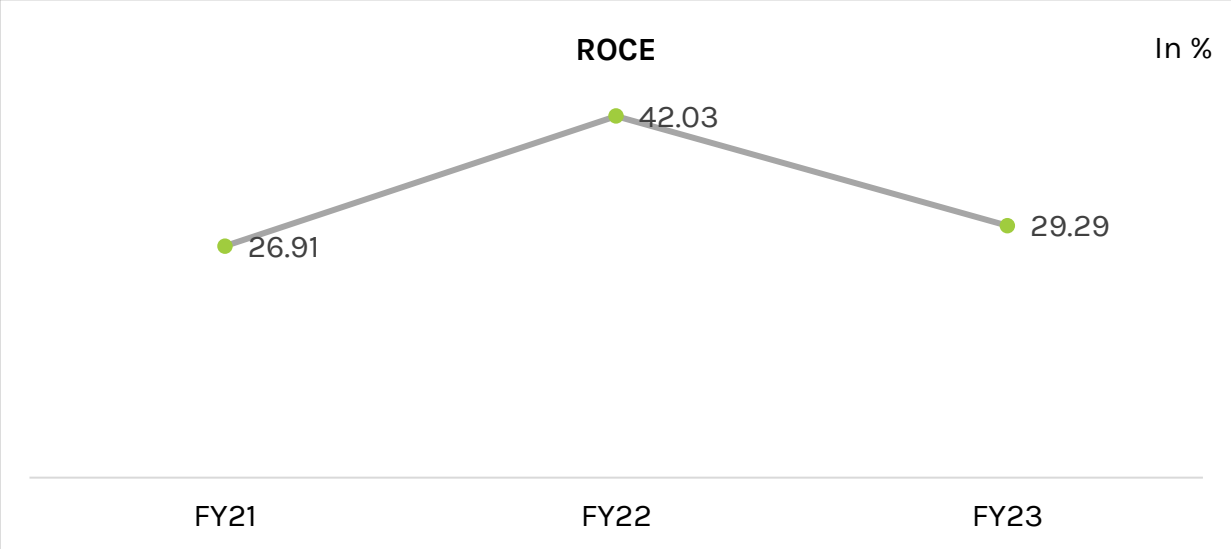
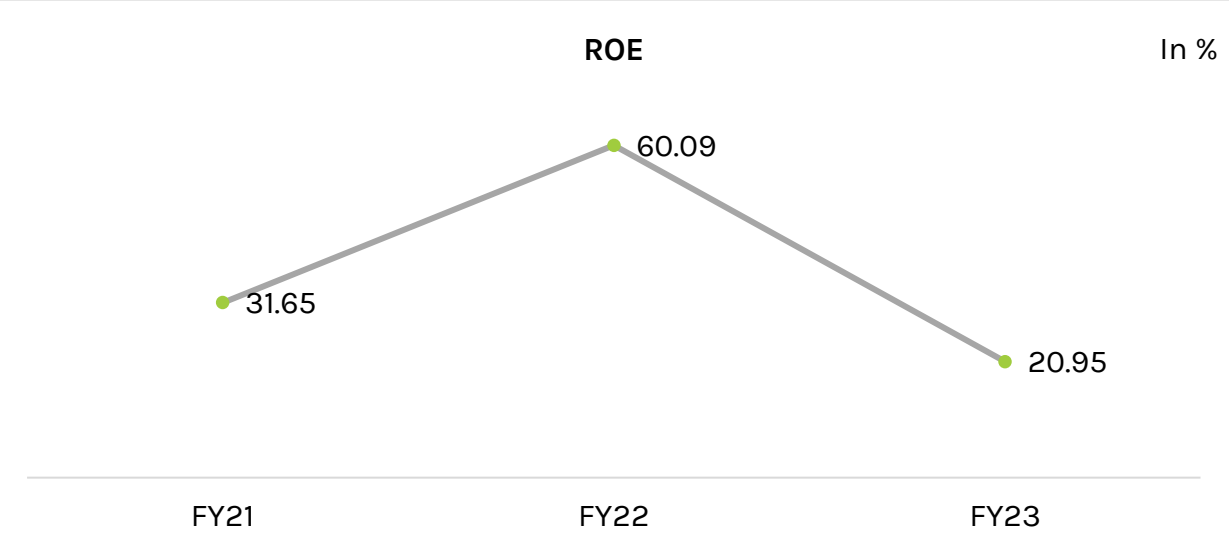
Equities & Liabilities	FY23	FY22	FY21	Assets	FY23	FY22	FY21
Equity	10.27	1.00	0.01	Non-Current Assets			
Reserves	40.66	15.99	8.52	Fixed assets	40.05	26.29	14.28
Net Worth	50.93	16.99	8.53	Non-Current Investments	0.00	0.00	0.00
Non-Current Liabilities				Deferred Tax Assets (Net)	0.00	0.00	0.00
Non-Current Borrowings	1.78	13.50	5.20	Other Non-Current Assets	0.00	0.00	0.00
Deferred Tax Liability	1.05	0.85	0.43	Total Non-Current Assets	40.05	26.29	14.28
Long Term Provision	0.11	0.09	0.06	Current Assets			
Total Non-Current Liabilities	2.94	14.44	5.69	Trade receivables	7.91	5.62	4.56
Current Liabilities				Cash & Bank Balance	7.56	9.63	3.43
Current Borrowings	0.10	3.15	0.28	Other Current Financial Assets	1.27	0.18	0.10
Short Term Provisions	0.06	0.00	0.19	Current Tax Assets (Net)	0.00	0.00	0.00
Other Current Liabilities	2.76	7.14	7.68	Other Current Assets	0.00	0.00	0.00
Total Current Liabilities	2.92	10.29	8.15	Total Current Assets	16.74	15.43	8.09
Total Liabilities	56.79	41.72	22.37	Total Assets	56.79	41.72	22.37

Cash Flow Statement

In ₹ Cr

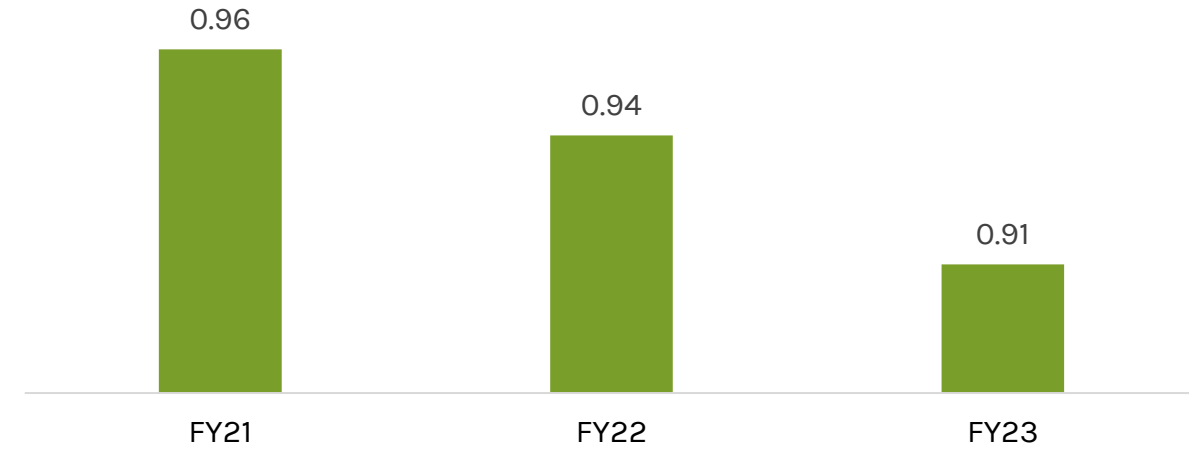
Particulars	FY23	FY22	FY21
Cash from Operation	19.02	15.36	10.13
Cash from Investments	-28.8	-20.96	-9.22
Cash from Financing	7.71	11.80	1.80
Net Cash Flow	-2.07	6.20	2.71

Key Ratios



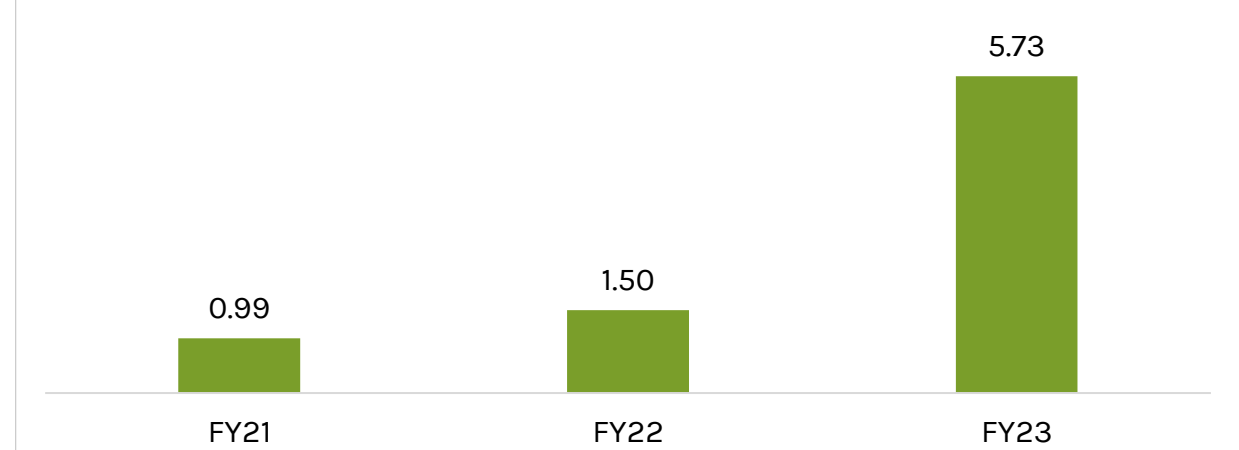
Fixed Asset Turnover

In Time



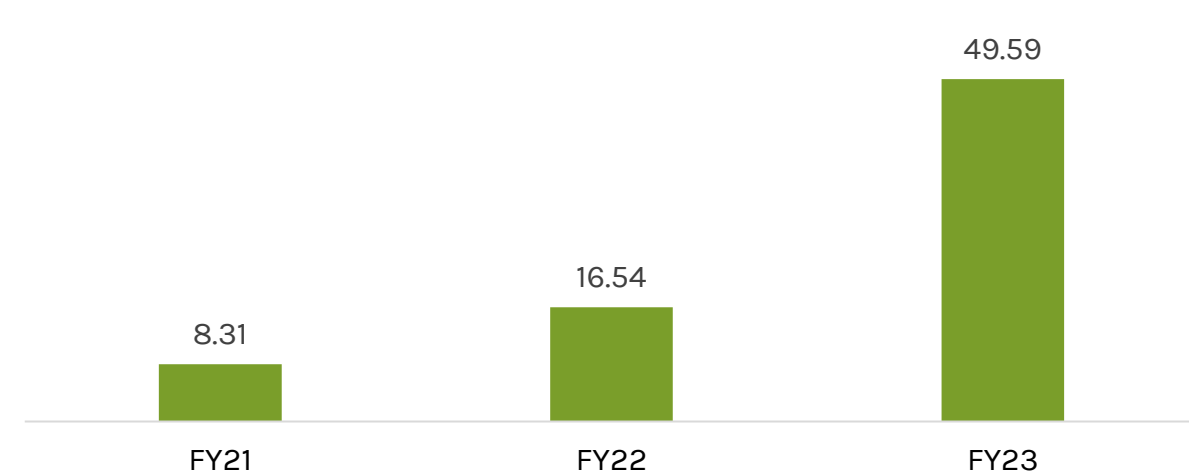
Current Ratio

In Time



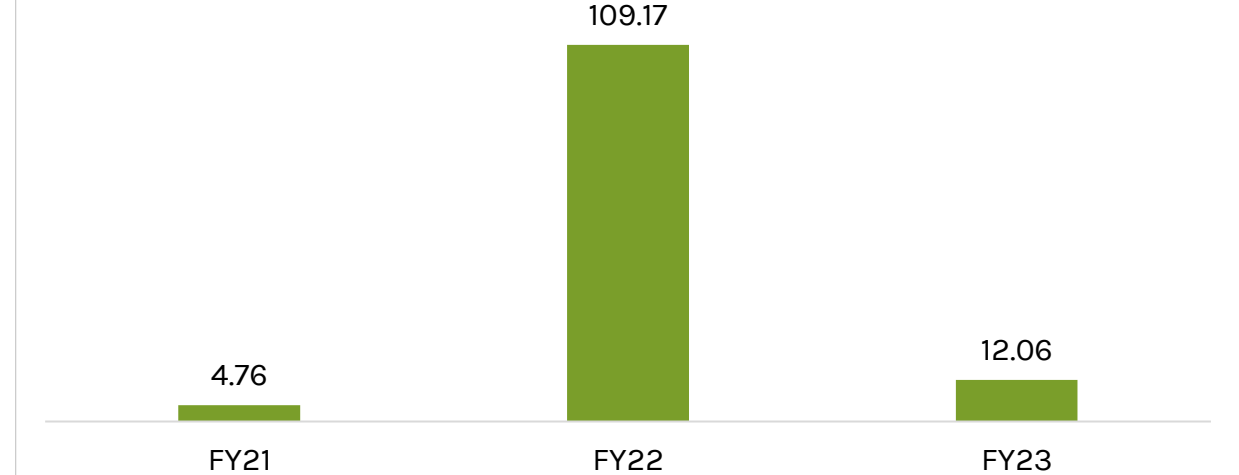
Book Value

In ₹



EPS

In ₹





The Way Forward



Key Drivers Of Growth In The IT Sector



Source: businessmapsofindia

Annexures



Prioritizing The Well Being Of Society While Also Addressing Environmental Concerns

Electronic waste (e-waste) causes environmental pollution through toxic chemical leaching and health risks when improperly managed

By diligently maintaining equipment, we prolong their lifespan and prevent them from ending up in landfills, thereby reducing e-waste



We acknowledge the significance of education and technology and, through our CSR initiative, donate IT equipment to underserved educational institutions, fostering education, innovation, and societal advancement

We donate computer setups to schools in outlying areas, providing students from underserved communities with equal access to digital literacy and skills development



We made a charitable contribution through the Rotary Club of Mumbai SoBo, creating a positive impact in our community.

We've donated to organizations where company's contributions can have the greatest impact

Gurukul Centre for Special Children, Ghatkopar (W)
Aural Education for Children with Hearing Loss, Mahalaxmi, Mumbai 11

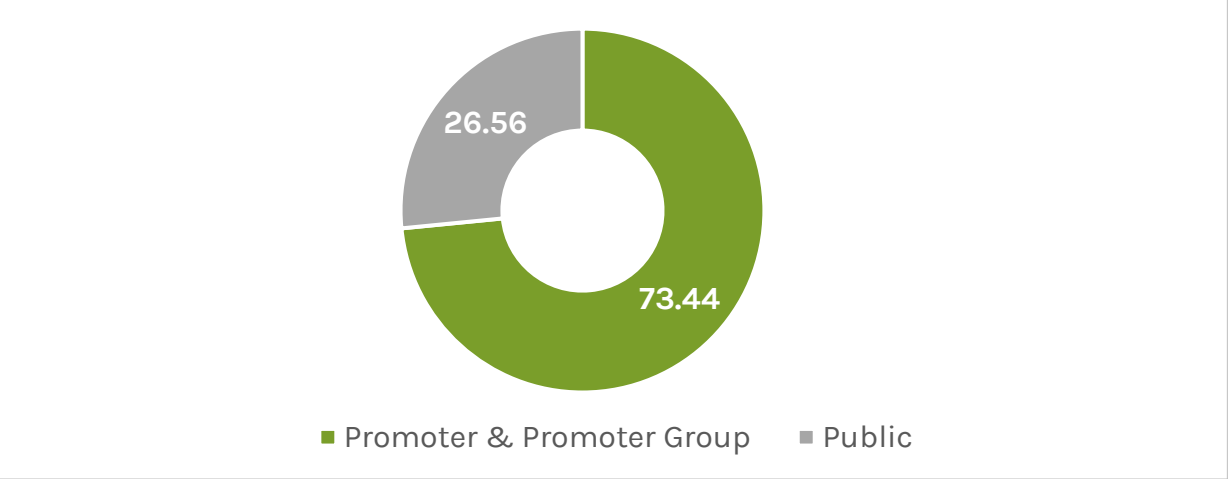
As on 07-11-2023

Stock Information

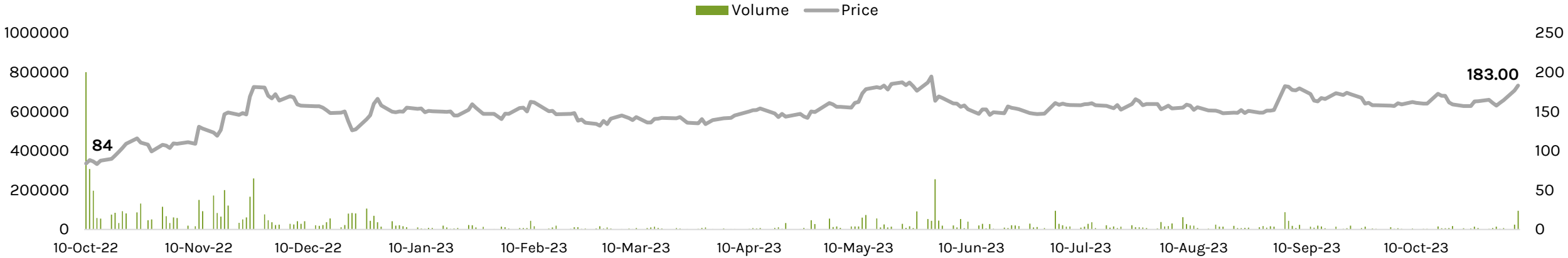
BSE Code	543615
ISIN	INE0MNV01014
Share Price ₹	183.00
Market Capitalization ₹ Cr	187.98
No. of Share Outstanding	1,02,72,000
Face Value ₹	10.00
52 Week High ₹	200.00
52 Week Low ₹	108.10

As on 30-09-2023

Shareholding Pattern



Share Performance From 10th October 2022 Till Date



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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantee of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict.

These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

Thank You



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