

### Salasar Techno Engineering Limited

Date: 31.05.2024

To.

The Manager – Listing

National Stock Exchange of India Ltd. Exchange Plaza,

Bandra Kurla Complex Bandra East

Mumbai - 400051

Symbol - SALASAR

The Secretary

Corporate Relationship Dept.

**BSE Limited** 

P. J. Tower, Dalal Street,

Mumbai – 400001 Scrip Code: 540642

### SUB: Investor Presentation on Financial Results for Q4 & FY24

### Dear Sir/ Madam,

With reference to the captioned subject and in compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find enclosed herewith copy of Investor Presentation issued by the Company with regard to Financial Results of the Company for Q4 & FY 2024.

A copy of Investor Presentation issued by the Company is attached hereto for your kind perusal.

You are requested to kindly take the same on record.

Yours faithfully,

### For Salasar Techno Engineering Limited

MOHIT KUMAR GOEL Digitally signed by MOHIT KUMAR GOEL Date: 2024.05.31

Mohit Kumar Goel Company Secretary & Compliance Officer

CIN No. - L23201DL2001PLC174076



Unit 1- Khasra 265, 281-283, Parsaun-Dasna, Jindal Nagar, Distt. Hapur-201313 Unit 2- Khasra 1184, 1185, Khera, Pilkhuwa, Tehsil Dhaulana, Distt. Hapur-245304

Unit 3- Khasra 686/6, Khera, Pilkhuwa, Tehsil Dhaulana, Distt. Hapur-245304 Office- KL-46, Kavi Nagar, Ghaziabad-201002

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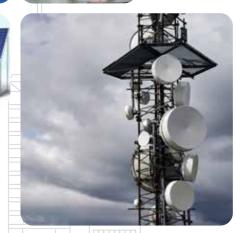








Investor Presentation, May 2024

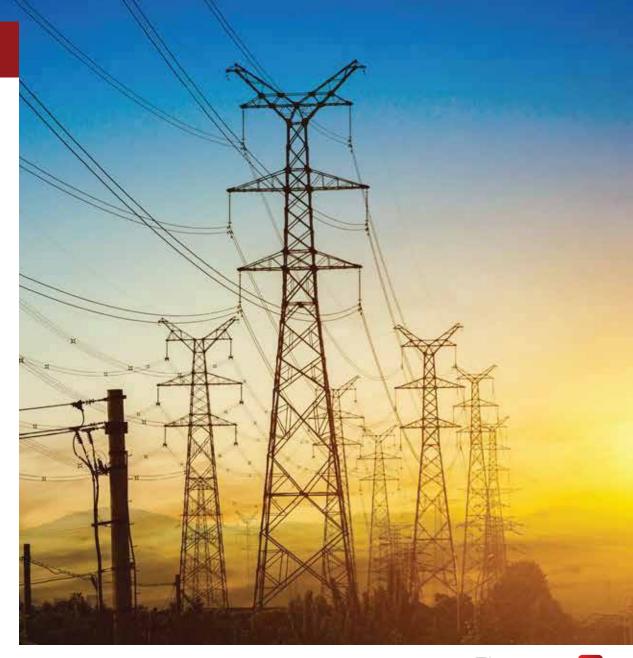


# **SAFE HARBOUR**

This presentation and the following discussion may contain "forward looking statements" by Salasar Techno Engineering Limited ("STEL" or "the Company") that are not historical in nature. These forward looking statements, include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections about the business, industry and markets in which Salasar operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond STEL's control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of Salasar.

In particular, such statements should not be regarded as a projection of future performance of STEL. It should be noted that the actual performance or achievements of STEL may vary significantly from such statements.



# **VISION**

To make substantial contribution towards the development of National Infrastructure by providing technologically advanced solutions, and to play a critical role in making India the most preferred destination for the fulfilment of local and global infrastructural needs.

# **MISSION**

To be at the forefront of developing technologically advanced infrastructural solutions for our customers around the world.



# SALASAR AT A GLANCE



### **AREAS OF OPERATIONS**

- Designing
- Manufacturing
- Contractual Galvanization
  - Strengthening
  - EPC Projects
  - Fabrication



### **INFRA STRUCTURE** CAPACITY

- 3 State-of-the-art Manufacturing facilities
- Installed capacity of 2,11,000 MTPA
- Equipped with CNC Machines, Industrial Machinery, Hydra & Cranes, Plasma Cutting Machine, Press Break Machine, Beam Welding & Straightening, Three Axis Drilling Machine, & Automatic Shot Blasting Machine



### **GEOGRAPHICAL PRESENCE AND PENETRATION**

- Pan-India presence
- 600+ Clients and customers served
- Supplied 50,000+Telecom Towers
  - Laid ~885 KMs of Power Transmission Line
- Laid ~695 Railway track km
  - Global Footprint: serves 25+ countries



### **FINANCIAL PROWESS**

- Revenue grew by 16.03% CAGR from FY18 - FY24
- EBITDA grew by 14.55%CAGR from FY18 - FY24
  - PAT grew by 9.95%CAGR from FY18 - FY24





# **COMPETITIVE ADVANTAGE**





#### Designing and manufacturing products like:

- Telecom Towers
   Pre-Fabricated Buildings
   EPC Projects for Railway electrification
- EPC Projects for Transmission Lines
   Buildings and Bridges

#### **RECOGNISED AND APPROVED VENDOR**

- Approved vendor of PowerGrid Corporation Limited
- Approved by CORE (Central Organization for Railway Electrification).
- Qualified to bid for rural electrification projects

#### **CUSTOMER CENTRIC APPROACH**

• STEL's specialised goods and services offer unique value to our substantial and diverse client base, which in turn leads to high levels of customer satisfaction and retention, solidifying our position as one of the leading industry players

### POWERFUL BRAND RECALLABILITY REINFORCED BY EFFECTIVE MANUFACTURING

- Salasar has a long-standing technical tie-up with Ramboll (Denmark) to manufacture lighter and lowercosting tower structures and high mast poles. With the experience of designing towers for more than sixty years, their designs are time tested and proven for performance.
- Strategic presence with technology driven manufacturing facilities allows it to carry out production at scale and offer quality products to its customers
- Strategic locational advantage allows it to procure best quality raw material in line with stringent Industry standards
- Boast of having zero defect production, shortest delivery window, and the ability to ramp up operations in minimum time anywhere

# **OUR JOURNEY**

 Incorporated in the year 2006 and established itself as the industry leader in manufacturing and supply of Telecom Towers.

2006-2015

- Bagged project worth Rs. 2,280Mn. for rural electrification from PVVNL, UP.
- Introduced Telecom Monopoles
- Got listed on NSE and BSE Platform
- Introduced new products like high mast, stadium lights & flag poles, and smart city poles
- Increased its galvanizing capacity to 50,000 MTPA

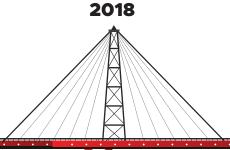
2016-2017

- Received status of "Approved Vendor" from PGCIL.
- Commenced operations for transmission lines with first order coming from 'Central Organization of Railways' for track electrification worth Rs. 395
   Mn.
- Won an order worth Rs. 1,476
   Mn. from the state of Jharkhand, Haryana, and Orissa
- Won EPC order worth Rs. 559
   Mn. from Haryana Vidyut Prasaran Nigam Limited and UP Power Transmission Corporation Limited

2019









### 2020

- STEL received 2nd order under 2 year supply agreement with American Tower Corp worth Rs.73 Mn. for supply of towers in 5 African countries
- Secured a cumulative order worth Rs. 546.5 Mn. from Northern and Western Railways, AVAADA clean project, and electrification of railways in Lucknow

### 2021

- Embarked its journey into heavy steel and structure division by building roads and railway over bridges
- Ramped up production to meet increasing demand while aligning with Atmanirbhar Bharat values

### 2022

- Setting up foundational and operational infrastructure underway for seamless 5G connections in tier 1 and tier 2 cities which will stabilize revenue growth trajectory.
- Received two orders from PVVNL for Development of Distribution Infrastructure for Loss Reduction, worth ~Rs. 7,500 Mn.

#### 2023

- Secured a Letter of Intent from Nepal Electricity Authority (NEA) worth Rs. 1,430 Mn.
- Bagged an EPC order worth Rs. 752.38
   Mn from Energy Development Corporation Limited for designing, supplying, and installing 110kv transmission line in Africa.
- Commenced 96,000 MTPA Galvanisation plant in Uttar Pradesh.
- Bagged an EPC order worth Rs. 3,640
   Mn from Tamil Nadu Generation and Distribution Corporation Limited (TANGEDCO)

### 2024

- Acquired M/s EMC Limited for Rs. 1,780 Mn
- Bagged orders worth Rs.
   10,337.8 Mn from Tamil Nadu Generation and Distribution Corporation Limited (TANGEDCO)

# **OUR MANAGEMENT**











**Mr. Alok Kumar** 

Chairman & Managing Director

B.Sc. from Punjab University.

With an experience spanning over 4 decades in trading, manufacturing and fabrication of iron & steel, he started his journey as a Managing Partner in Gupta Traders and thereafter from 1959 operated two foundry units of C.I. casting namely Capital Founders and Capital Udyog.

**Mr. Shashank Agarwal** 

Joint Managing Director

B.E. (Mech) from MIT, Manipal.

With an experience spanning 25+ years, Mr. Shashank has built the company from scratch with the help of other directors and was the driving force behind the company's IPO in 2017.

Mr. Shalabh Agarwal

Whole Time Director

B.E. (Mech) from MIT, Manipal.

With a professional experience of 20+ Years, Mr. Shalabh is at the forefront of all the innovation that takes place at the company from technological to procedural and looks after Salasar's power vertical.

Ms. Tripti Gupta

Whole Time Director

B.Com from SRCC, Delhi and MBA in Finance from IMT, Nagpur.

With a decades experience in strategic management, policy-making, business development, and various other corporate matters; Tripti Gupta has been the pillar of strength for Salasar since 2014.

# **OUR MANAGEMENT**











### **Mr. Sanjay Chandak**

Independent & Non-Executive Director

Chartered Accountant.

Mr. Sanjay has an experience of over 3 decades in the field of Chartered Accountancy, he is an expert in Tax Planning, Income Tax, and Statutory Audits, and presently advises the board on all related matters.

Mr. Vijay Kumar Jain

Independent & Non-Executive Director

B.E. (hons) and MBA.

With an experience of more than 5 decades, Mr. Vijay Kumar lends his expert opinions to Salasar and has demonstrated proficiency in leading organizations toward success.

### Mr. Mukesh Kumar Garg

Independent & Non-Executive Director

Engineering, M.Tech B.Tech Civil Engineering, PGDIM and Structural PGDM/IGNOU.

An ex-CAO of North Central Railway, Mr. Mukesh uses his experience of planning, executing, and managing costs of tenders worth several hundred crores to advise the company

### Mrs. Garima Dhamija

Independent & Non-Executive Director

MBA from IIM, Kozhikode and Masters in Economics from Punjab University.

A Hogan and OPQ Certified Assessor, Mrs. Garim is certified in coaching through Emotional Intelligence. Her one-on-one work with senior leaders in businesses has been acknowledged for creating long term impact on individuals.

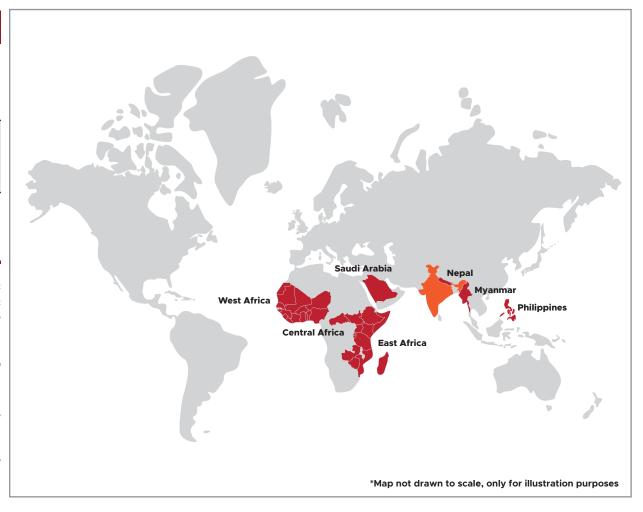
# MANUFACTURING PLANTS & GEOGRAPHICAL PRESENCE



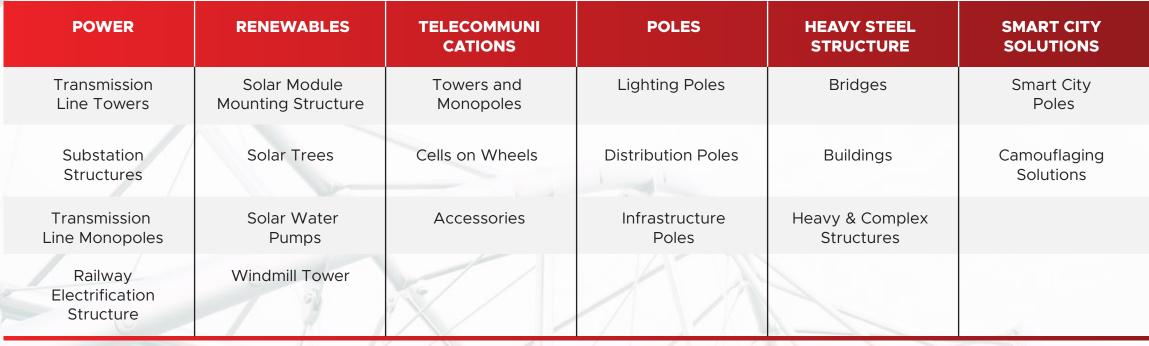
Plant	Unit 1	Unit 2	Unit 3
Location	Jindal Nagar, Distt. Hapur, Uttar Pradesh		•
Tower/Structure manufacturing and Galvanization	Overall - 1,96,000 MTPA		
Heavy Steel Structural Division	NA	NA	15,000 MTPA

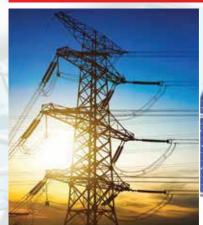
The plants are equipped with CNC Machines, Industrial Machinery, Hydra & Cranes, Plasma Cutting Machine, Press Break Machine, Beam Welding & Straightening, Three Axis Drilling Machine, & Automatic Shot Blasting Machine improving production efficiency and precision of its products.

- STEL's plants are located at a strategic location that allows the company to procure raw materials at competitive prices.
- STEL has a Pan-India presence and has a huge geographic footprint, providing services to over 25+ Nations.
- Exporting Countries: West Africa, East Africa, Central Africa, the Philippines, Saudi Arabia, Nepal, Myanmar, and many more.



# INDUSTRIES CATERED TO & PRODUCTS OFFERED

















# **ORDER BOOK POSITION**



Particulars (Rs.Mn)	Value
Domestic EPC Orders	₹ 20,720
International EPC Orders	₹1,970
Orders under Heavy Steel Structure Division	₹ 770
Monopoles	₹ 810
Exports orders (Telecom Towers and Poles)	₹340
Total Orders as on 31st March 2024	₹ 24,600

• The company generally receives regular monthly orders for telecom towers, with an approximate value of Rs 300 to 350 Mn.

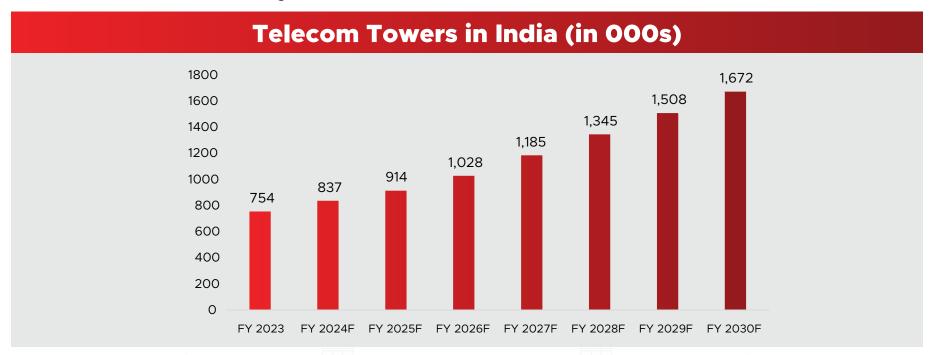




# TELECOM SECTOR



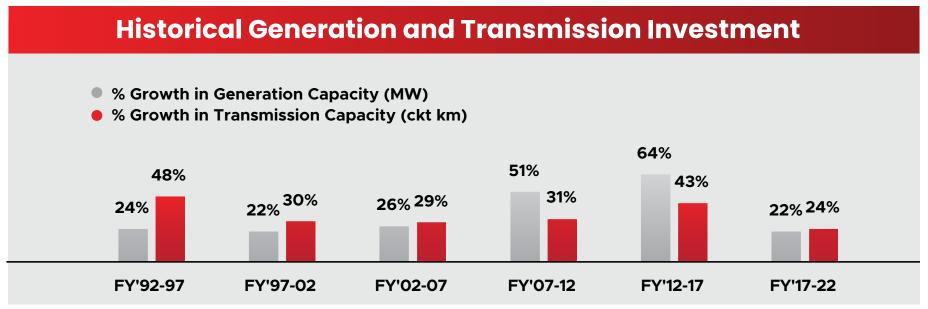
India is the second largest Telecom market in the world with a subscriber base of 1.18 Billion.



- Indian government is backing telecom infrastructure with plans to add 8 lac new mobile towers over the next 2 years
- As the rollout of 5G begins, demand for telecom towers in next 10 years is expected to be greater than in the last 25 years
- Total telecom tower base in India is expected to reach nearly 16.70 lakhs by FY 2030, from current base of 7.54 lakhs towers.
- This would result in addition of 1.30 lakhs towers per annum, up from current yearly addition of 60 to 70 thousand telecom towers per annum.
- Furthermore, the government's commitment to strengthen the nationwide 4G infrastructure provides significant growth potential

# **POWER TRANSMISSION**

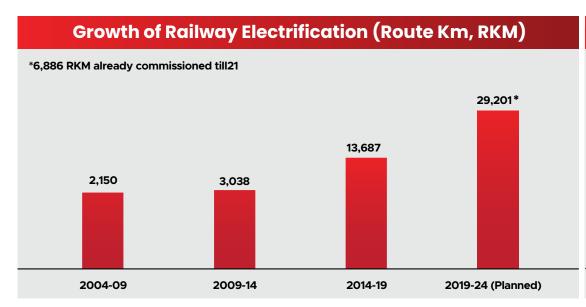


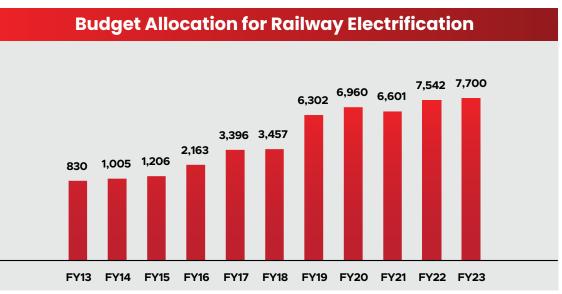


- India's plans to generate and integrate **500 GW** Of renewable energy sources by 2030 and construction of over **50,890 km** of new transmission lines with an capex outlay of **Rs 2.4 Trillion.** India's Power Sector demand reached a record high level of 239.97 GW on 1st Sep-23
- ICRA expects an investment of **Rs. 1.8 Trillion** over the five year period from FY21 to FY25 in the power transmission segment at an all India level and an estimated **Rs. 6-8 Trillion** of market opportunity is expected in transmission till FY29.
- As per the rolling plan (March'22) prepared by Central Transmission Utility of India (CTUIL) upto 2026-27 for Inter-State Transmission System (ISTS) envisages an investment of about ₹1,24,148 crore during FY 2023-27.
- Further, the Inter-Regional (IR) transmission capacity is expected to grow from present level of 1,12,250 MW to about 1,18,740 MW in next 2-3 years.

# RAILWAY SECTOR



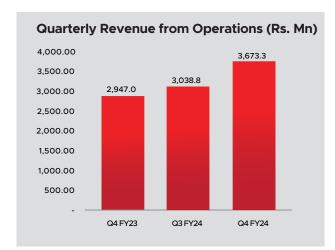


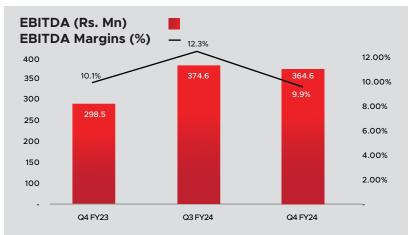


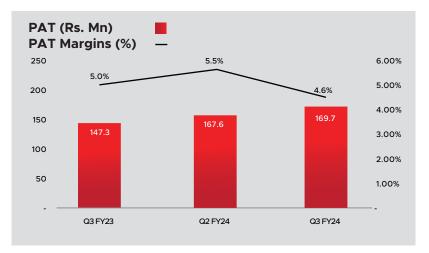
- As of Feb 2024, 61,813 km length of Broad-Gauge network has been electrified. With this, Indian Railways is rapidly progressing towards its target of 100% electrification and becoming the largest green railway network in the world. Indian Railways (IR) is rapidly progressing to accomplish Mission.
- India is making strides toward complete electrification of its rail network, with a dedicated budget of Rs 6,500 crore allocated for 2024-25
- Within the allocated funds of 2.52 Lakh crore to the Ministry of Railways, a significant portion of 1.07 Lakh crore has been designated for CAPEX purposes.
- Close to 30 Billion units of electricity shall be required for railway electrification on annual basis by 2024 creating a massive opportunity for overhead line equipment suppliers to supply for the equipment like conductors, transformers, and distribution utilities.
- Sub-station capacity to enhance leading to opportunities for transmission and distribution utilities creating a multitude of opportunities for EPC contractors.

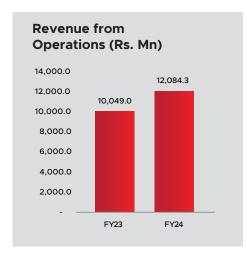
# OUR OPERATIONAL & FINANCIAL PERFORMANCE HIGHLIGHT

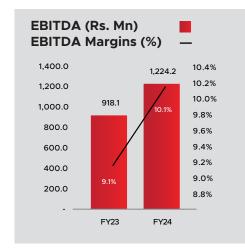


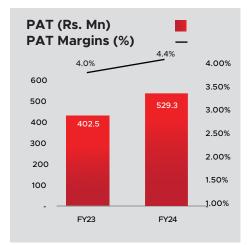


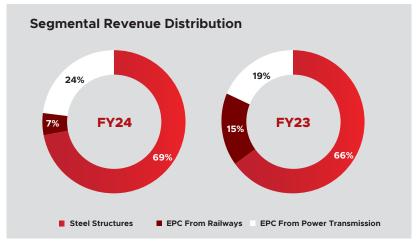














# **CONSOLIDATED FINANCIAL SNAPSHOT**



### **Income Statement**

Particulars	Q4 FY24	Q4 FY23	YoY (%)	Q3 FY24	FY24	FY23	YoY (%)
Revenue from operations	3,673.3	2,947.0	24.6%	3,038.8	12,084.3	10,048.9	20.3%
Other income	22.1	16.3		4.6	34.8	24.0	
Total revenue	3,695.4	2,963.2		3,043.5	12,119.0	10,072.9	
Total expenses excluding depreciation, ammortization, and finance cost	3,308.7	2,648.4		2,664.2	10,860.1	9,130.8	
EBITDA	364.6	298.5	22.1%	374.6	1,224.2	918.1	33.3%
EBITDA Margin %	9.9%	10.1%		12.3%	10.1%	9.1	100 bps
Depreciation & Amortization	29.0	21.7		28.0	102.1	79.5	
Finance Cost	128.7	94.5		120.0	436.6	315.6	
Exceptional Items	0.0	(6.4)		0.0	0.0	(6.5)	
PBT	229.0	192.1		231.3	720.2	540.6	
Tax Expense	59.3	44.8		63.7	190.9	138.0	
PAT	169.7	147.3	15.2%	167.6	529.3	402.5	31.5%
PAT Margin %	4.6%	5.0%		5.5%	4.4%	4.0%	40 bps
Other comprehensive income	0.2	(0.8)		0.0	0.2	(0.8)	
Net PAT	169.9	146.5		167.6	529.5	401.8	
Diluted EPS	0.11	0.09		O.11	0.34	0.26	

<sup>\*</sup>EBITDA is calculated excluding Other Income

# **BALANCE SHEET**



Particulars (Rs. Mn)	31.3.24	31.3.23
Assets		
Non-Current Assets		
Property, Plant & Equipment	2,263.4	1,592.2
Capital Work in Progress	0.0	214.1
Right of Use Asset	123.9	126.0
Intangible Assets	2.8	2.9
Investments	0.0	-
Other Financial Assets	340.5	147.8
Other Non-Current Assets	10.3	37.6
Total Non-Current Assets	2,740.9	2,120.6
Current Assets		
Inventories	3,391.1	2,627.4
Investments	0.7	0.5
Trade Receivables	3,238.7	3,298.3
Cash & Cash Equivalents	26.0	4.3
Bank Balance other than Cash	267.4	207.8
Other Financal Assets	1,488.6	537.0
Other Current Assets	355.5	345.5
Current Tax Assets (Net)	-	-
Total Current Assets	8,768.0	7,020.8
Total Assets	11,508.9	9,141.5

Particulars (Rs. Mn)	31.3.24	31.3.23
Equity & Liabilities		
Shareholder's Funds		
Equity Share Capital	1,578.5	315.7
Other Equity	2,924.5	3,689.4
Non-Controlling Interest	4.0	4.0
Total Shareholder's Funds	4,507.1	4,009.2
Non-Current Liabilities		
Long-Term Borrowings	394.1	402.4
Lease Liabilities	13.2	13.3
Provisions	44.6	36.8
Deferred Tax Liabilities (Net)	62.7	51.0
Other Non Current Liabilities	0.8	0.8
Total Non-Current Liabilities	515.5	504.3
Current Liabilities		
Short-term Borrowings	3,093.1	2,316.4
Trade Payables		
Total Outstanding dues of micro and small enterprises	93.9	43.8
Total Outstanding dues of Creditors other than micro and small enterprises	930.5	682.4
Other Financial Liabilities	0.2	0.2
Provisions	4.3	4.7
Other Current Liabilities	2,357.6	1,567.7
Current Tax Liability (Net)	6.6	12.7
Total Current Liabilities	6,486.3	4,628.0
Total Equity & Liabilities	11,508.9	9,141.5

# **MANAGEMENT COMMENTARY**



"We are delighted to share our business and financial performance for the **Q4 FY24** and **FY24.** Our revenue from operations reached **Rs. 3,673.3 Mn** for **Q4 FY24**, up from **Rs. 2,947.0 Mn in Q4 FY23**, and stood at **Rs. 12,084.3 Mn for FY24** compared to **Rs. 10,048.9 Mn in FY23.** This strong growth was driven by increasing demand for our diverse EPC solutions spanning across power, railways and telecom.

Our EBITDA for Q4 FY24 was Rs. 364.6 Mn, showing an increase from Rs. 298.5 Mn in Q4 FY23, and for FY24, it reached Rs. 1,224.2 Mn, up from Rs. 918.1 Mn in FY23, showing an healthy improvement of 22.1% and 33.3% respectively, driven by enhanced execution of large scale projects. EBITDA margins were recorded 10.1% in FY24, compared to 9.1% in FY23 which showed an increase by 100 bps owing to efficient execution.

Profit after tax (PAT) for Q4 FY24 was Rs. 169.7 Mn, compared to Rs. 147.3 Mn in Q4 FY23, and for FY24, it stood at Rs. 529.3 Mn, compared to Rs. 492.5Mn in FY23. PAT margins was 4.4% for FY24 while for FY23 it was 4.0%

Our current order book of **Rs. 24,600 Mn** reflects the confidence our clients have in our services and sets a strong foundation for future revenue growth. The strong demand we're witnessing from the railway, power and telecom sectors underscores the relevance and efficacy of our solutions in meeting industry needs. This trend aligns with our strategic focus areas, enabling us to capitalize on emerging opportunities and drive sustainable growth.

With the strategic objective to provide more comprehensive EPC services under one roof, we acquired EMC Ltd, valued at **Rs. 1,780 Mn.** With this acquisition Salasar will get distinct advantages, bolstering Salasar's market presence, expanding its service portfolio, and driving operational synergies for enhanced efficiency and profitability. EMC Ltd., renowned for its successful large scale project deliveries in India as well as overseas market, further strengthens Salasar's position in power transmission and substation segments.

Looking ahead, we expect our strong performance to persist, supported by robust demand and outstanding national performance. The Central Electricity Authority (CEA) initially estimated a peak power demand of 230 GW for 2023-24, but the actual demand soared to 240 GW, leading to a revised estimate of 260 GW for the current year. This surge in power demand will fuel infrastructure development, creating substantial demand for our products and ensuring promising revenue visibility.

The Power Transmission and Distribution (T&D) sector is poised for significant investment, driven by several key factors: rising power consumption, aggressive additions of renewable energy sources, inter-regional grid connectivity projects, the conversion of overhead electricity lines to underground cabling, and upgrades to transmission infrastructure. Forecasts indicate a substantial increase in the length of transmission lines, expanding from 15,000 kilometers in FY23 to an impressive 41,000 kilometers by FY30, reflecting a robust compound annual growth rate (CAGR) of 16%. This projected growth presents an extraordinary opportunity for us to capitalize on the burgeoning demand and advancements within the power T&D industry.

Additionally, India is significantly ramping up its capital expenditures in the telecommunications sector. As a trusted supplier, we are well-positioned to benefit from this surge in network enhancements and the overall increase in telecom capital investments. This expansion is driven by the need for improved connectivity and advanced infrastructure, offers substantial growth opportunities for our company, enabling us to support and contribute to the sector's dynamic development.

Our enduring mission is to deliver exceptional engineering solutions while ensuring sustainable growth for stakeholders. We'll invest in enhancing our capacity to provide critical infrastructure supporting India's global competitiveness, spanning power transmission, railway electrification, telecom, smart cities, bridges, and heavy structures. In conclusion, we express gratitude to our dedicated team for their unwavering support in all circumstances."



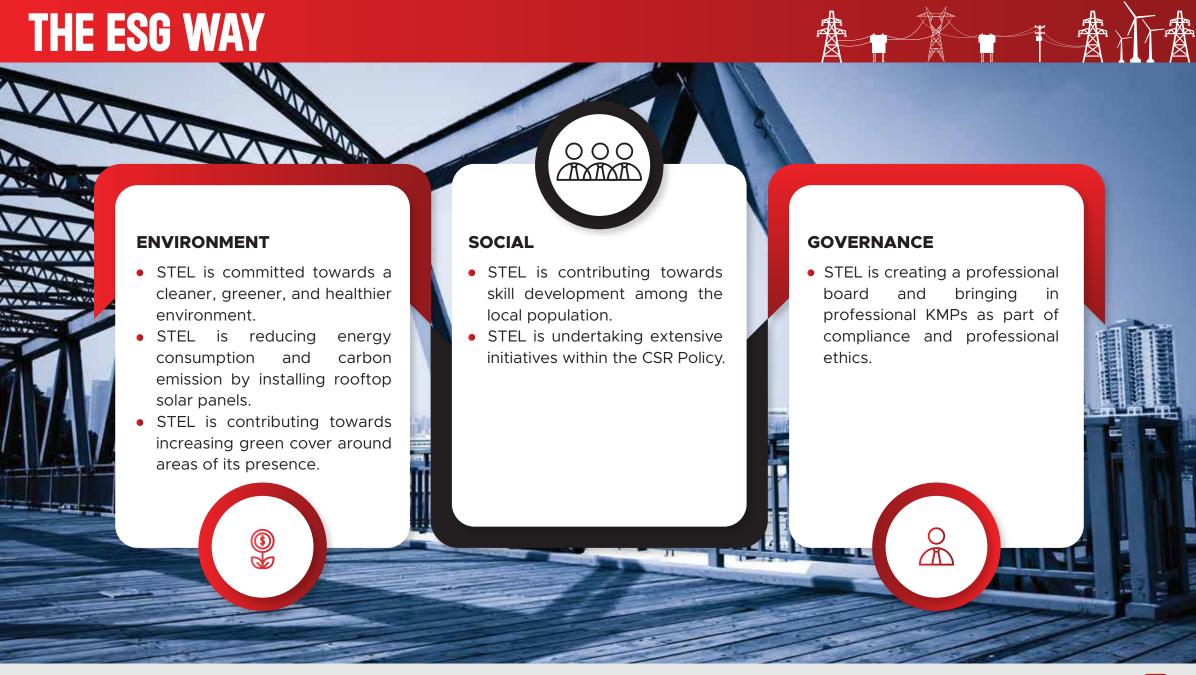
# BUSINESS OUTLOOK - EXCITING TIMES AHEAD

# **Economic Outlook**

- The government's ongoing emphasis on infrastructure development creates opportunities for the company to participate in major projects and contribute to the growth of the sector
- With steel prices stabilized, the company can offer more competitive pricing to customers, potentially leading to increased market demand and sales.

### Riding On Multiple Growth Levers

- The Company's renewable business is set to benefit from the growth of renewable energy in India, creating a favorable environment that will contribute to its progress and success
  - Poised to benefit from the increasing demand for electricity, presenting opportunities for revenue growth
  - The introduction of 5G technology is expected to drive a surge in demand for telecom towers in India.



# CAPITAL MARKET INFORMATION



### **Shareholding Pattern as at March 2024**

TOTAL	100.00%
Public	34.97%
Institutions	6.27%
Promoter and Promoter Group	58.76%
Particulars	% Shareholding

### **Market Indicators**

Incorporated	2006
Listed on	BSE & NSE
BSE Scrip Code/ NSE Symbol	540642/ SALASAR
Issued Shares	1,69,42,70,290
Share Price (as at 30th May, 2024)	20.63
Market Capital (Rs. million)	32,565.0 Mn.
52 Weeks High/Low	34.08/8.48

Issued shares does not include bonus shares.

### **Market Price Performance**





# **THANK YOU**

For further information on the Company,

### please visit - www.salasartechno.com

Email: compliance@salasartechno.com Contact: +91 172 466 7111

### Krunal Shah | Naman Maheshwari

Captive IR Strategic Advisors Pvt. Ltd.
Email: krunal@cap-ir.com / naman@cap-ir.com
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