

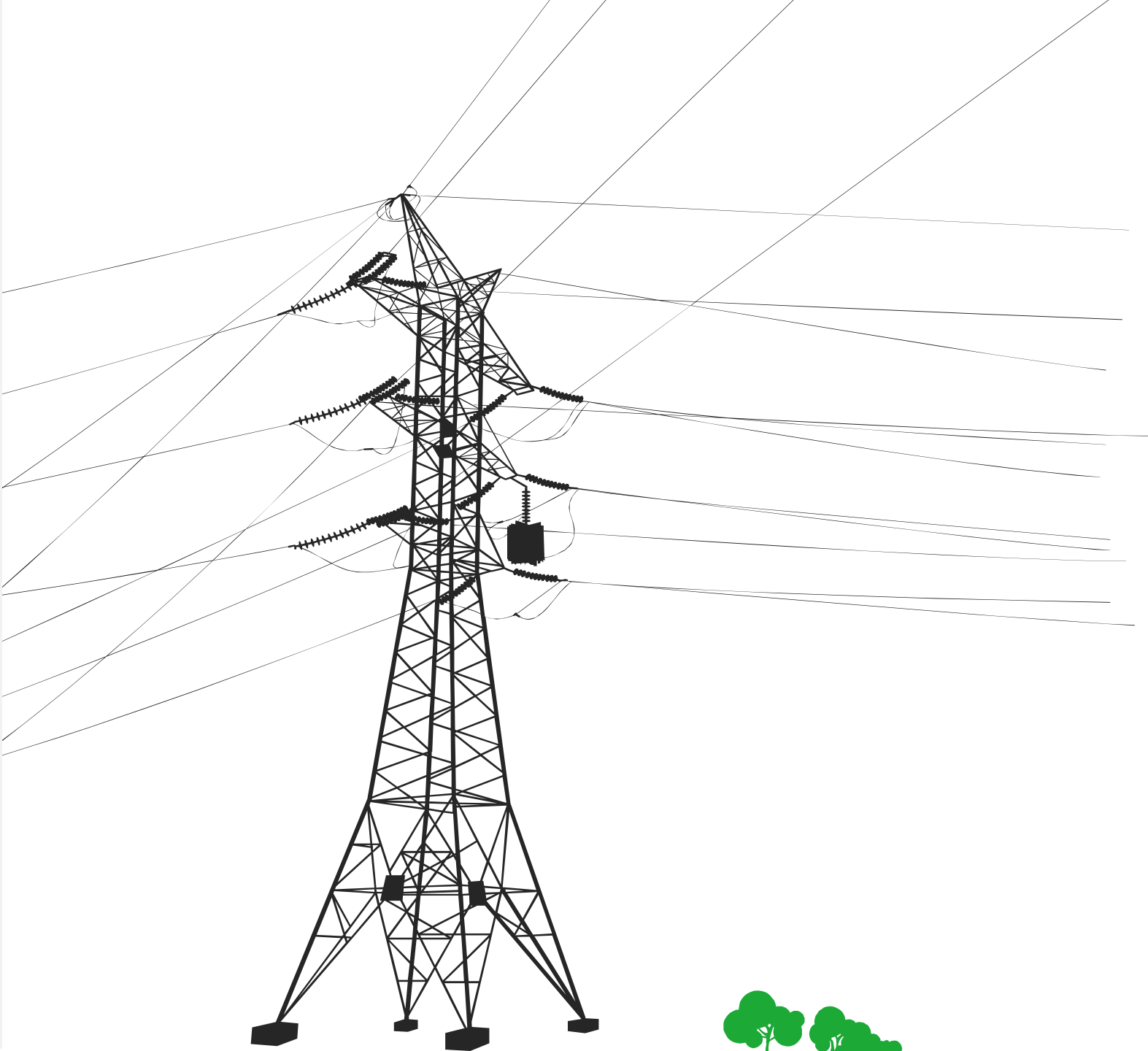


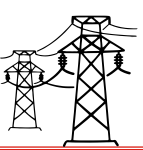
**Power & Instrumentation (Guj.) Ltd.**  
AN ISO 9001 : 2008 COMPANY

# Q1 FY25 Investor Presentation



**Company Overview**





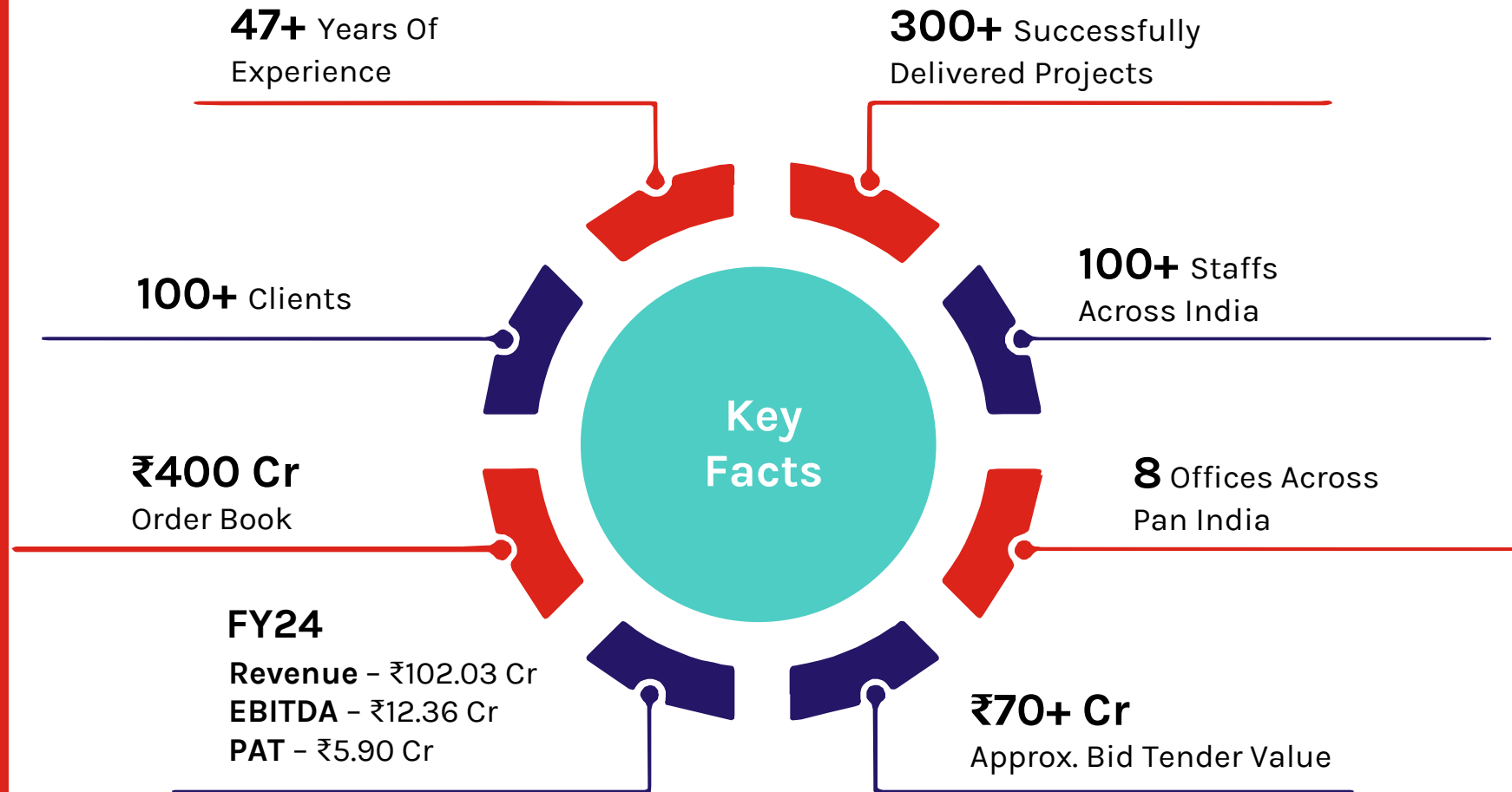
Power & Instrumentation (Gujarat) Ltd, founded in 1975, has emerged as a prominent player in the electrical contracting and equipment industry

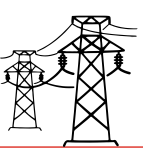
Specializing in Electrical, Procurement, and Construction (EPC) solutions, Power & Instrumentation (Gujarat) Ltd offers a comprehensive suite of services. They excel in various facets of electrical work, including installations, maintenance, repairs, and the sale of electrical equipment. Their expertise extends to the design, installation, and maintenance of energy-efficient power and distribution transformers, generators, load banks, compressors, and more.

The company's service portfolio encompasses a wide spectrum, such as indoor and outdoor sub-stations, transformers, diesel generating sets, power distribution panels, lighting solutions, uninterrupted power supply systems, access control systems, and building management systems.

Power & Instrumentation (Gujarat) Ltd serves a diverse clientele, including industrial, commercial, and government entities, delivering projects with impeccable execution and punctual completion.

The Company migration to the main boards of the National Stock Exchange (NSE) and Bombay Stock Exchange (BSE) in May 2023

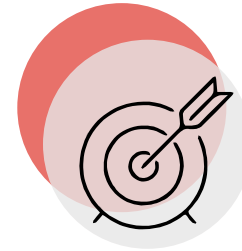




# Our Commitment: Mission, Vision, And Values

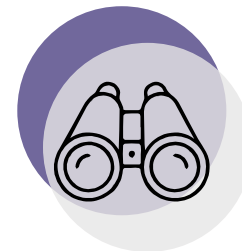


Power & Instrumentation (Guj.) Ltd.  
AN ISO 9001 : 2015 COMPANY



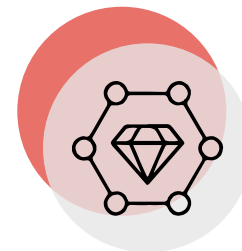
## Mission

We strongly dedicate our expertise and labour to providing nimble service and futuristic solutions blended with groundbreaking technology. You can expect a premium degree of dependability from us with end to end energy solutions at a competitive rates. We push our efforts to supply quality aftersales service to ensure more prominent possible customer satisfaction. Overall, the entire crew of Power & Instrumentation (Gujarat) Limited seeks to scale the highest level of superiority in offering quality electrical services.



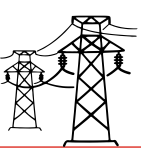
## Vision

To sustain leadership in filed of electrical of electrical service and contracting through consistent advancement of technology, we are venturing into more pristine horizons and being the ultimate supremacy in the industry. We commit, focus, and act to provide the best power services and solutions to a wide array of industries in the national dimension and around the globe



## Value Statement

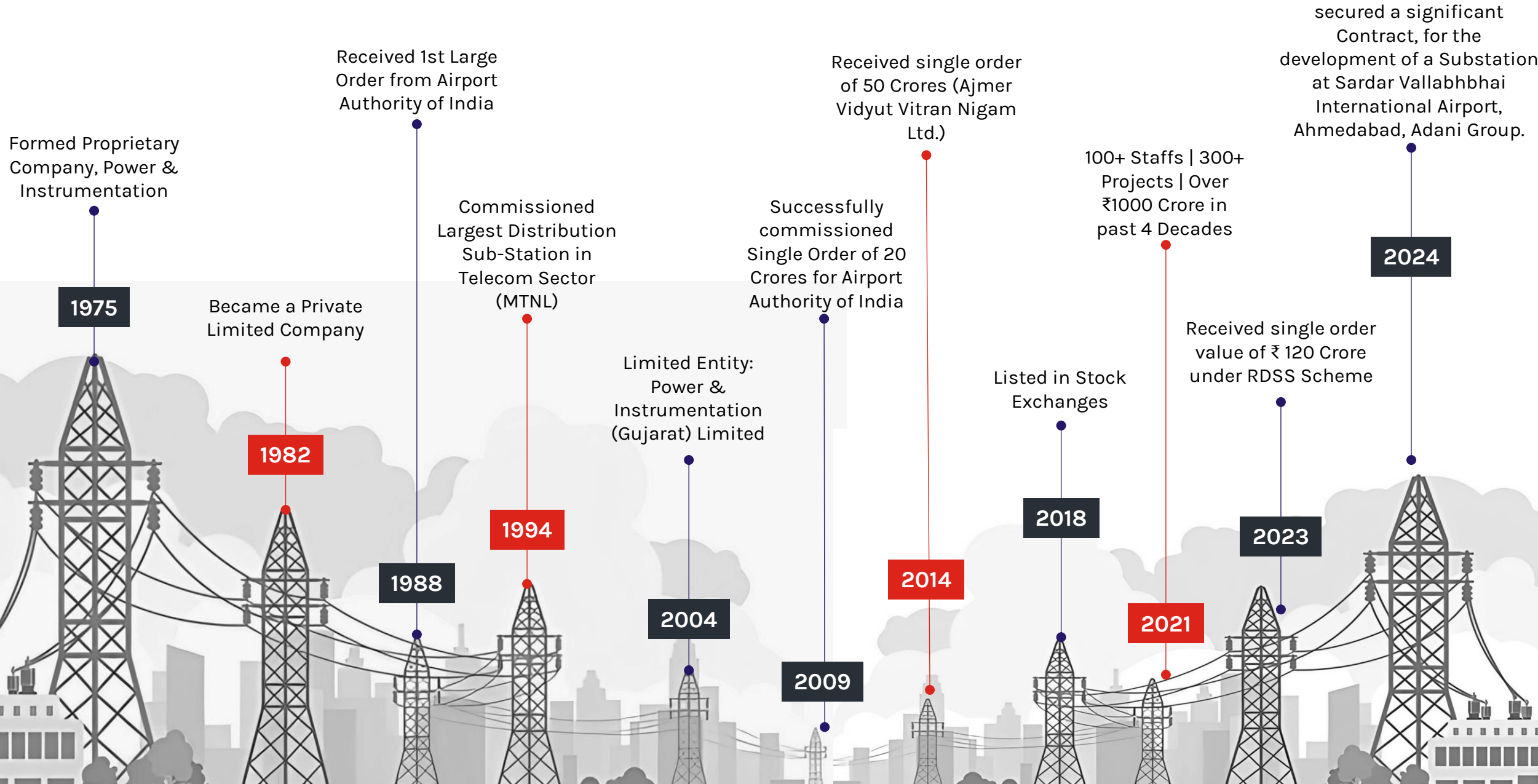
Our success story speaks itself via excellence, significant project attainment across several industries like government, semi government, IT Parks, Hospitals, and more, catering to quality services and domain expertise experience.

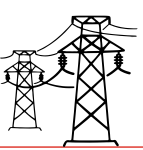


# The Journey: Progress And Milestones



Power & Instrumentation (Guj.) Ltd.  
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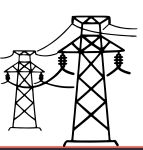




# Trusted By Top Industry Leaders: Our Marquee Clients



Power & Instrumentation (Guj.) Ltd.  
AN ISO 9001 : 2015 COMPANY

# A Strong Industry Presence

SERVICE AREAS



Contracting Based Services



Electrical Contractors



Industrial Electrical Services



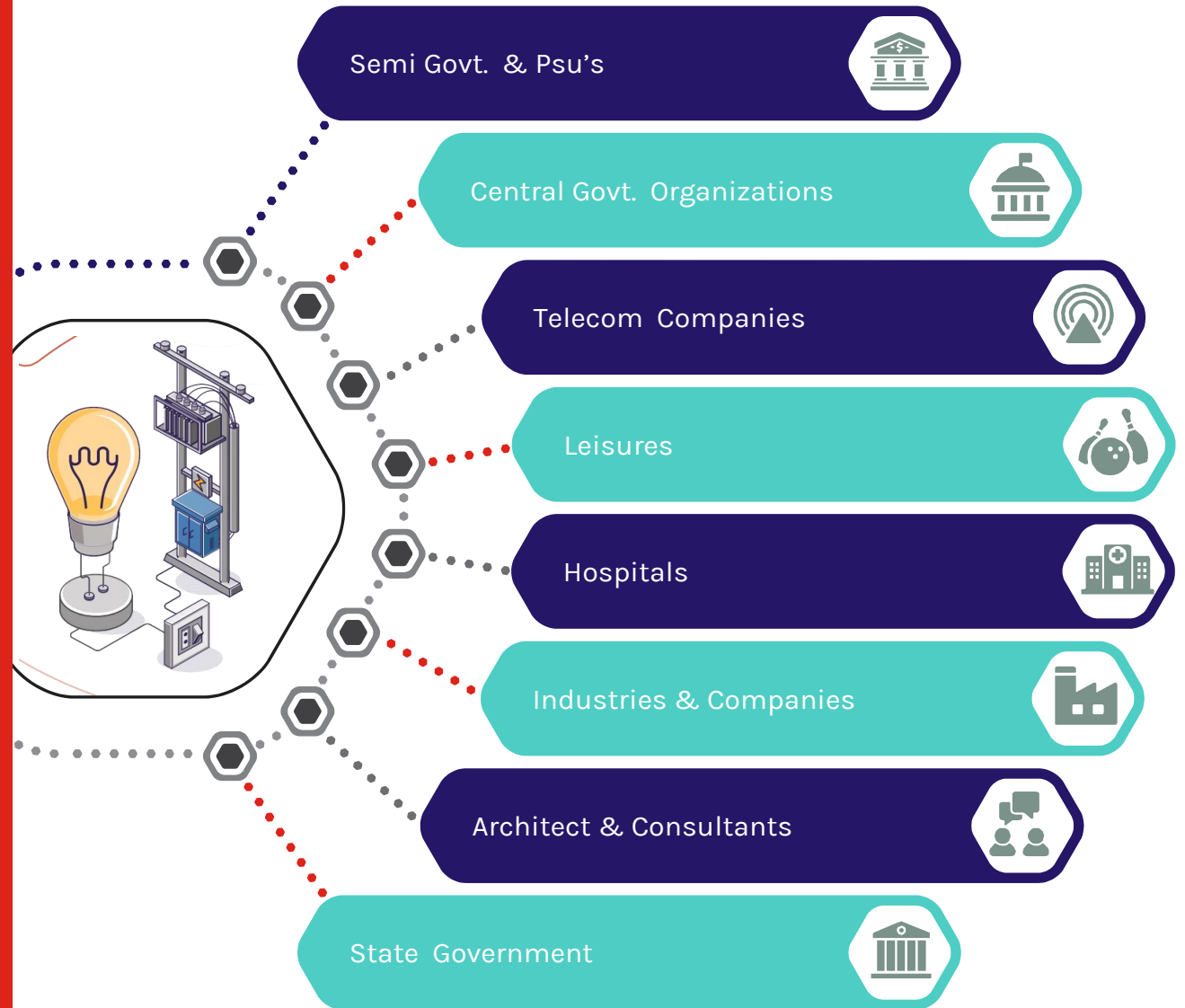
Commercial Electrical Contractors



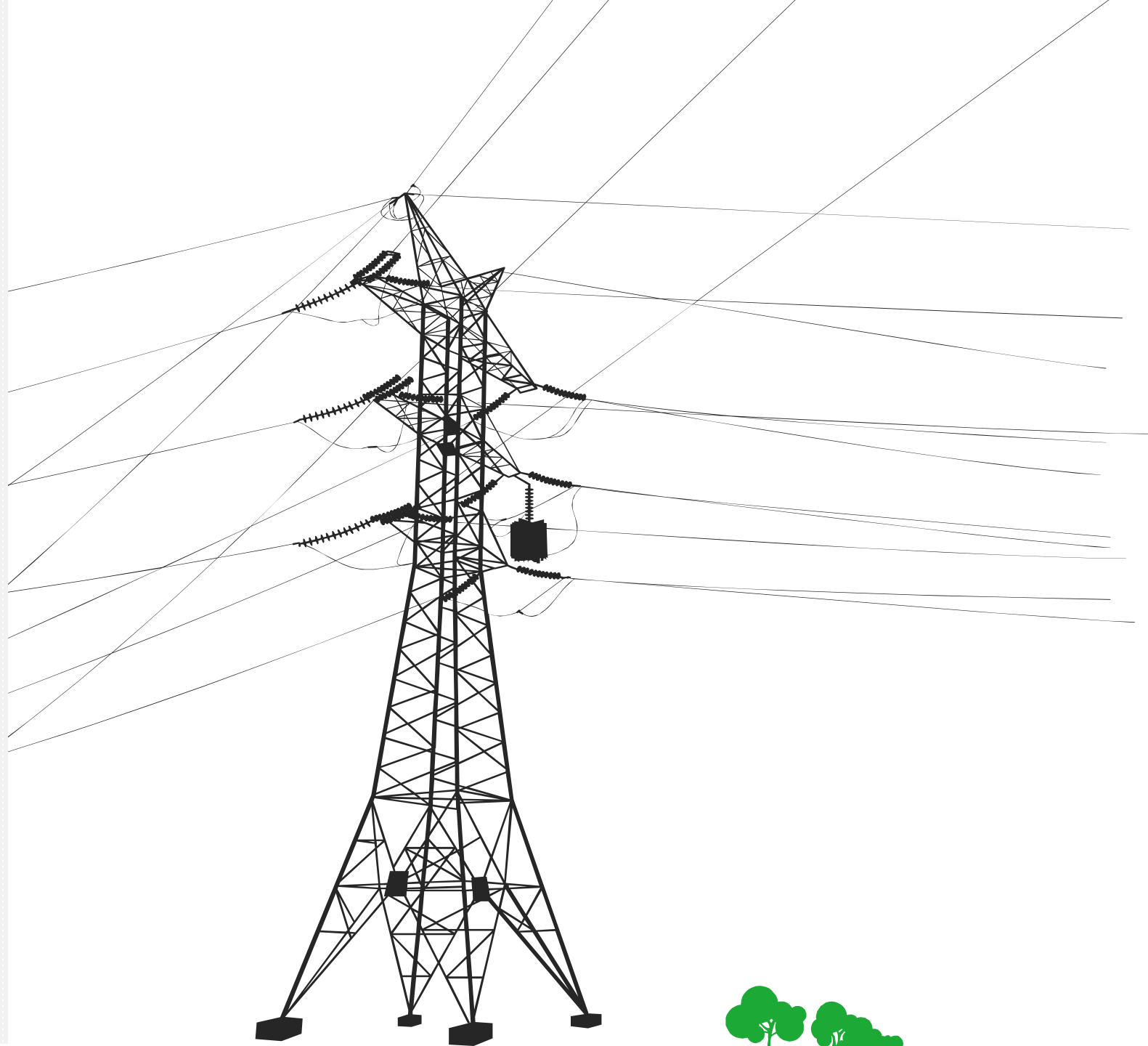
Backup Power & Standby Power



Backup Power Services



# Management Overview





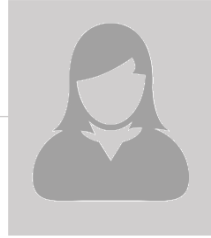


# Our Leadership Team: Board Of Directors And KMP



**Mr. Padmaraj Padmnabhan Pillai**  
Managing Director

Mr. Padmaraj is truly a technocrat, attributing his success in numerous turnkey electrical projects on the speculation that he was dedicated to providing incredibly more value to the Organisation, employees and clients than anybody else in the industry.



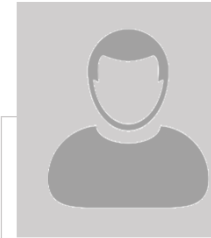
**Mrs. Kavita Pillai**  
Executive Director

Mrs. Kavita Padmaraj Pillai, aged 45 years, is the Executive Director of our Company, She joined the Board of the Company with effect from year 2021. She is graduate and she has more than a decade of experience in the HR & Admin Manager



**Mr. Sumeet Dileep Agnihotri**  
Chairman & Non -Executive Director

Mr. Sumeet aged 46 years, is the Chairman and Non Executive Director of our Company has well versed experience in the Field of Accounts & Finance. Mr. Agnihotri joined the Board of Director of the Company with effect from year 2003. He has completed Master of Business Administration in year 2000 from Gujarat University.



**Mr. Amit R. Uttamchandand**  
Independent Director - Non-Executive

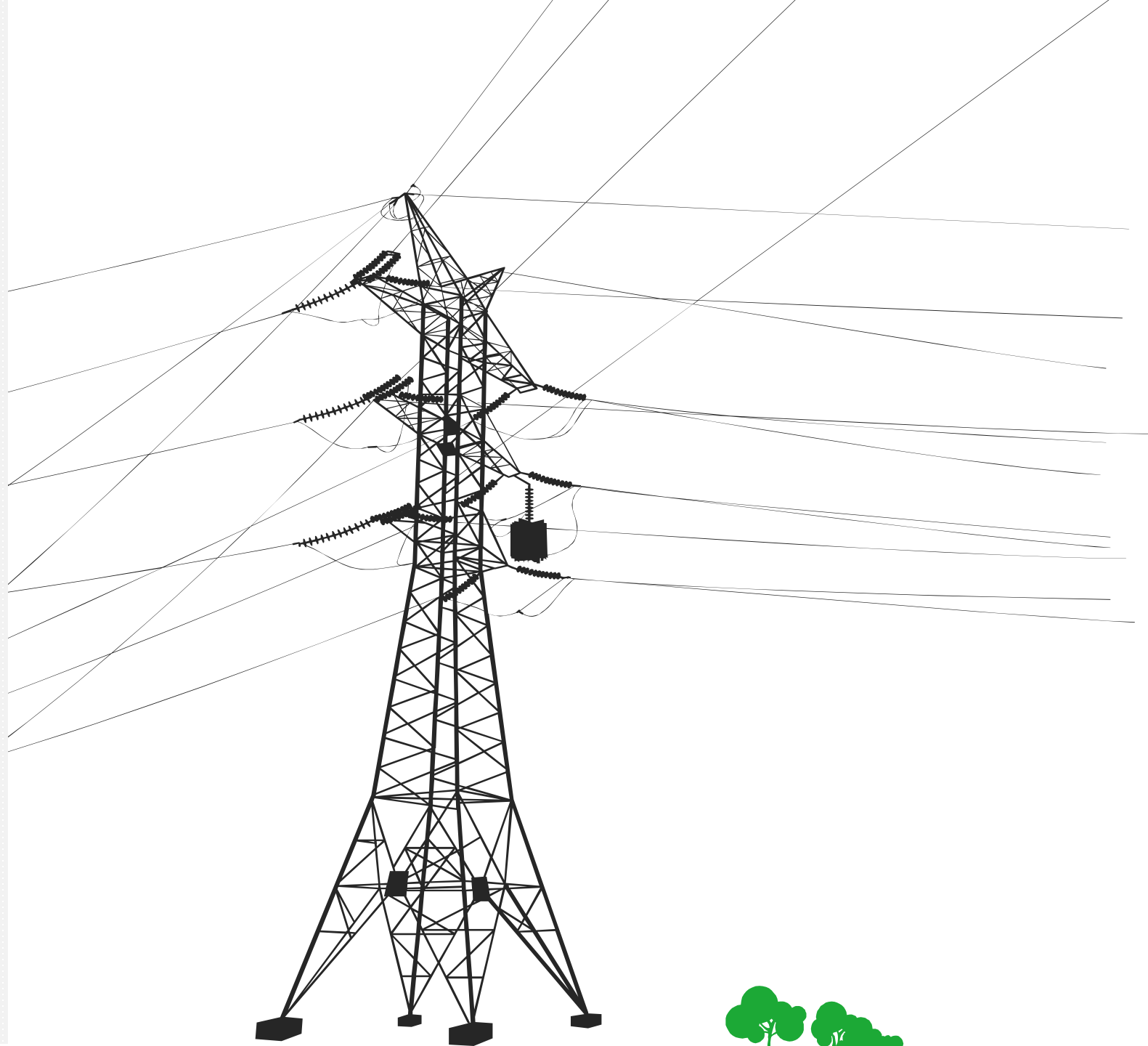
Mr. Amit R. Uttamchandani is graduate and associate member of Institute of Chartered Accountant (ICAI). Currently, he is serving as Practicing Chartered Accountant and providing wide range of services to the Corporate Clients in the matter of Direct & Indirect Taxation, Finance, and Audit.



**Mr. Manav Rastogi**  
Independent Director

Mr. Manav Rastogi, aged 47 years, is the Independent Director of our Company and has completed Bachelor of Fine Arts in Computer Arts in the year 2002. Mr. Rastogi has recently been associated and joined the Board of Director of the Company with effect from November 16, 2017. He has over 15 years of experience in various industries and sectors.

# Industry Overview





# Overview Of India's Power Landscape



India is the third-largest producer and consumer of electricity worldwide, with an installed power capacity of 442.85 GW as of April 30, 2024.

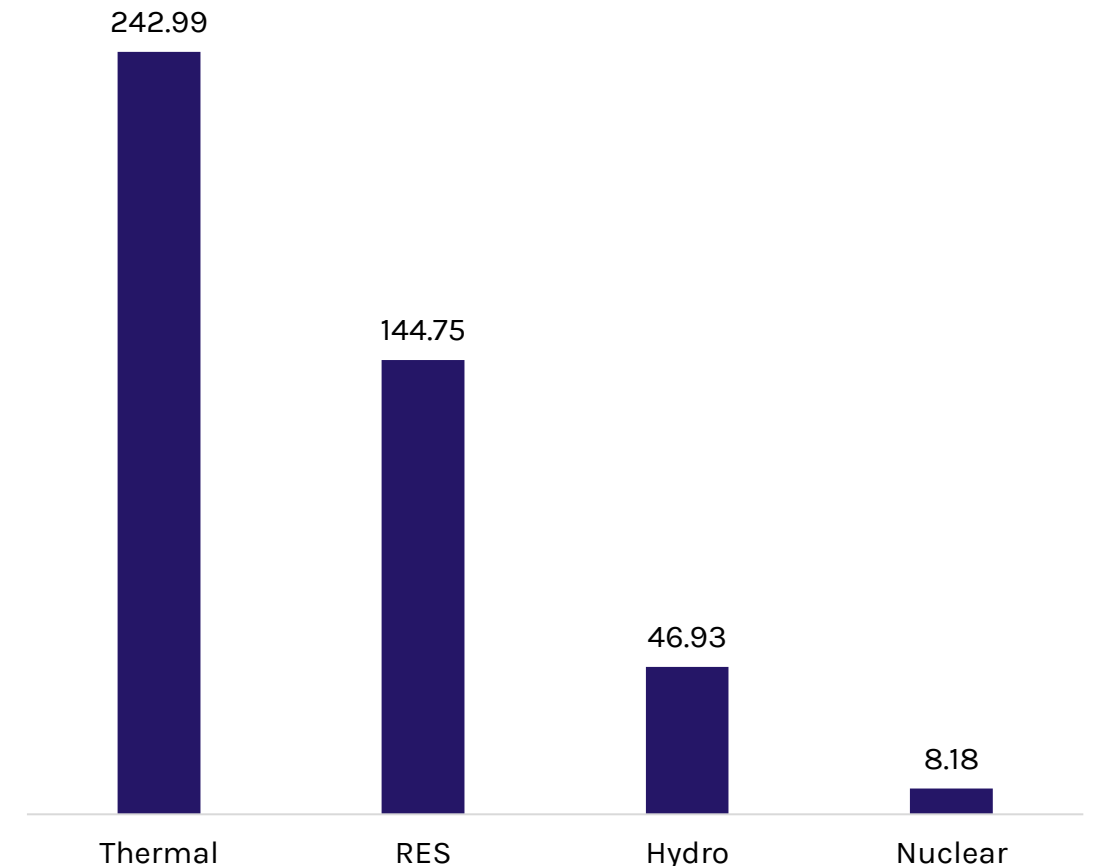
India's total installed power generation capacity has increased by approximately 80% over the last decade, reaching 4,46,190 MW (4.46 GW) in June 2024. The installed capacity, which stood at 2,48,554 MW in March 2014, has reached 4,46,190 MW. Additionally, the installed capacity in the renewable sector has surged from 75,519 MW in March 2014 to 1,95,013 MW in June 2024.

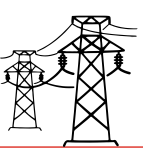
According to estimates provided by the Central Electricity Authority (CEA), India's renewable energy generation is projected to see substantial growth by 2029-30.

Solar power emerges as the leading contributor among renewable sources, constituting a significant 53.36% (equivalent to 67.07 GW) of the total installed renewable capacity (excluding large hydro), which currently stands at 125.69 GW as of April 30, 2023.

India's first Battery Storage and Solar Power based initiative, named 'Suryagram-Modhera', was inaugurated in Gujarat during October 2022. This collaborative effort between the Ministry of New and Renewable Energy (MNRE) and the Gujarat government has resulted in a system providing uninterrupted renewable power supply around the clock.

Installed Capacity for Different Sources of Power as of April 30, 2024 (GW)





# Transforming India's Power Sector: RDSS and NSGM Initiatives

## Revamped Distribution Sector Scheme (RDSS)

- The Government of India has introduced the Revamped Distribution Sector Scheme (RDSS) as part of its efforts to significantly reduce Aggregate Technical & Commercial (AT&C) losses across the country.
- The overarching goal of the scheme is to bring down technical and commercial losses to a range of 12-15 percent nationwide by the fiscal year 2024-25, and to eliminate the gap between costs and revenues by the same timeline
- With a comprehensive budget of ₹3.03 lakh crore spanning from FY 2021-22 to FY 2025- 26, the RDSS signifies India’s commitment, encompassing a projected Government Budgetary Support of ₹97,631 crore.

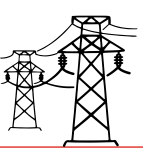
## National Smart Grid Mission (NSGM)

As of June 30th, the National Smart Grid Mission has approved a significant number of smart consumer meters across India.

The total count stands at 230 million (23 crore) sanctioned meters. Among these, contracts have been awarded for the installation of 36.5 million (3.65 crore) meters. Presently, around 6.6 million (66 lakh) smart meters have been successfully installed and put into operation.

The Central government aims to install 25 crore smart meters by the end of 2025.

State	Smart Meter Sanctioned	Smart Meter Installed
Uttar Pradesh	3.09 Crore	12 Lakh
Tamil Nadu	3.00 Crore	1.26 Lakhs
Maharashtra	2.35 Crore	-
West Bengal	2.12 Crore	15,164
Bihar	1.72 Crore	16.54 Lakh
Kerla	1.32 Crore	805
Haryana	84.00 Lakh	7.00 Lakh
Assam	67.00 Lakh	7.00 Lakh



# India's Position In Global Electricity Production And Consumption



In India, with about 300 sunny days a year, the solar incidence can reach up to 5 EWh/year.

As of April 2024, India has installed 81.81 GW of solar power capacity, comprising ground-mounted, rooftop, hybrid, and off-grid systems, with significant growth since 2019-20.

## India Solar Energy Market

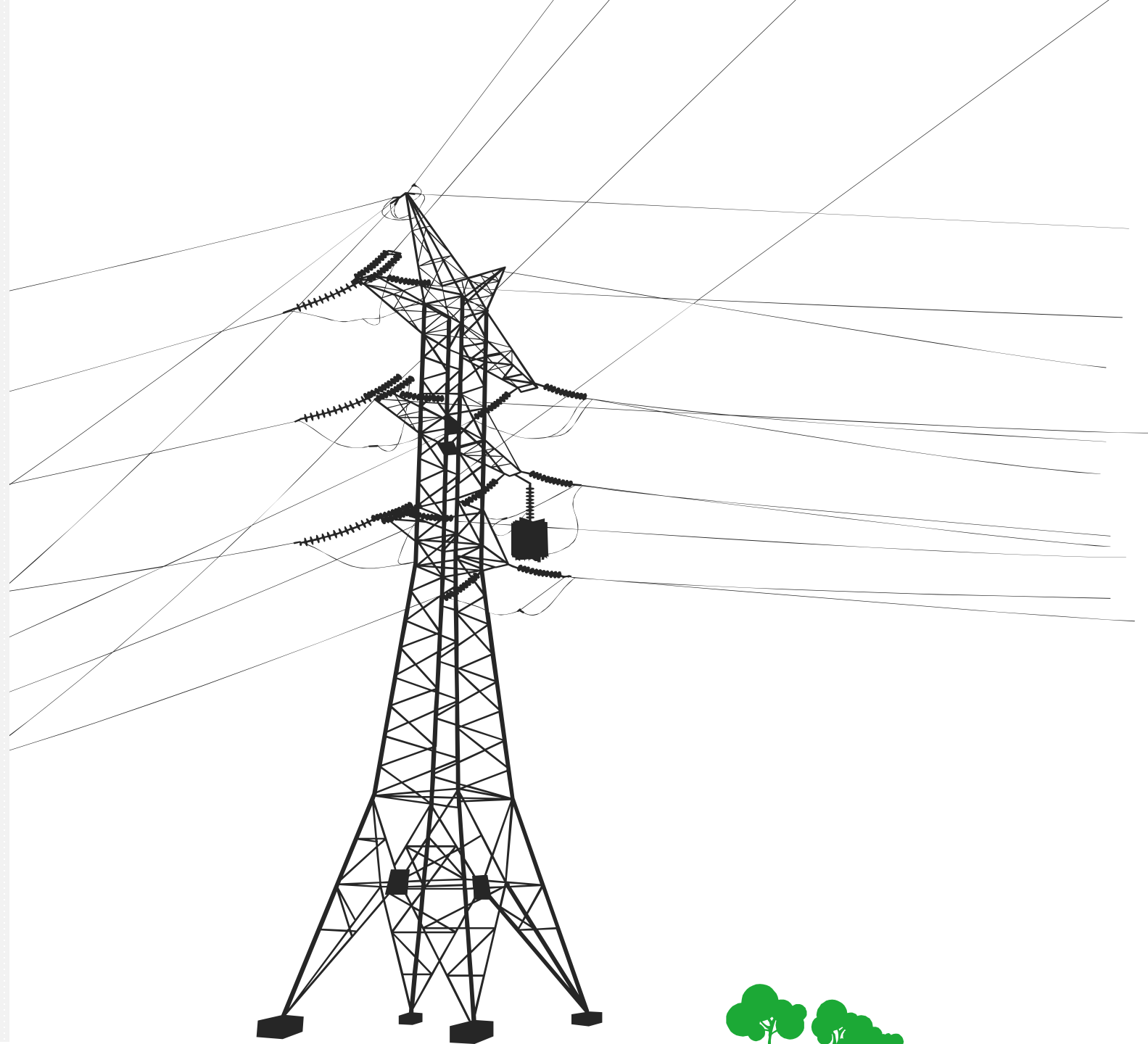


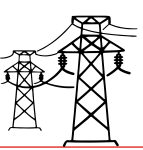
## The Indian Solar EPC Market

This led to a surge of new entrants, underscoring a dynamic solar industry ripe with abundant prospects. The fiscal year 2022-23's Union Budget allocated ₹3,365 Crore to the solar power sector, particularly for off-grid solar initiatives.

This achievement holds great significance as India's ambitious goal is to establish 500 GW of renewable energy capacity by 2030.

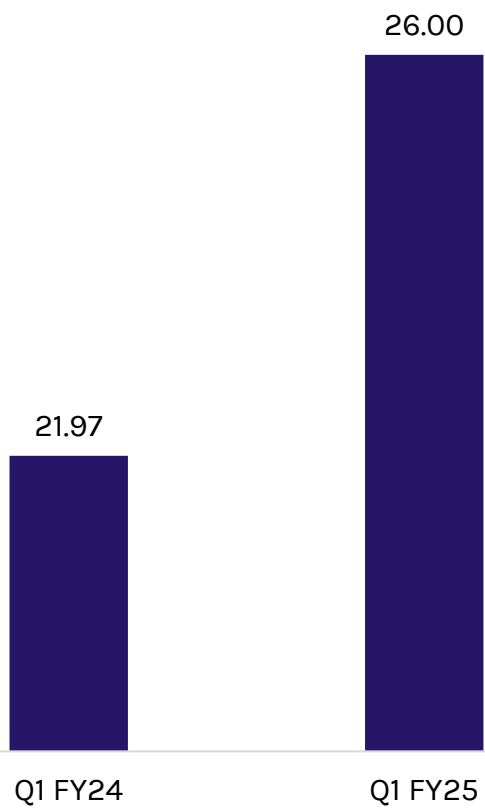
# Financial Overview



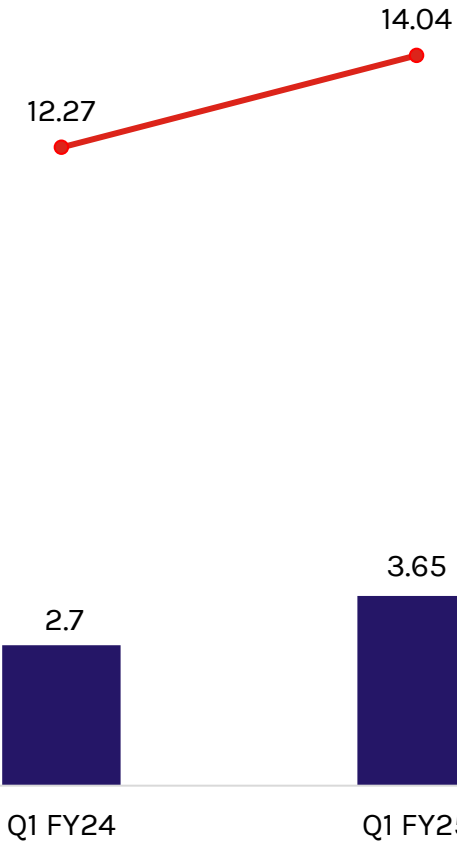


# Q1 FY25 Financials Highlights (Consolidated)

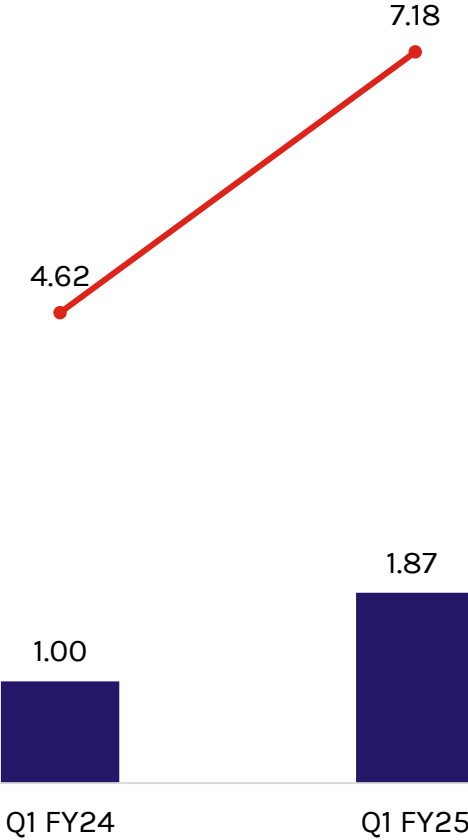
### Total Revenue



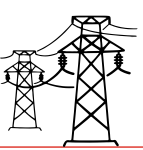
### EBITDA



### PAT



All Figures In ₹ Cr & Margin In %

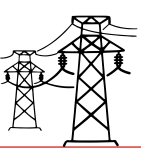


# Q1 FY25 Financials Performance

In ₹ Cr

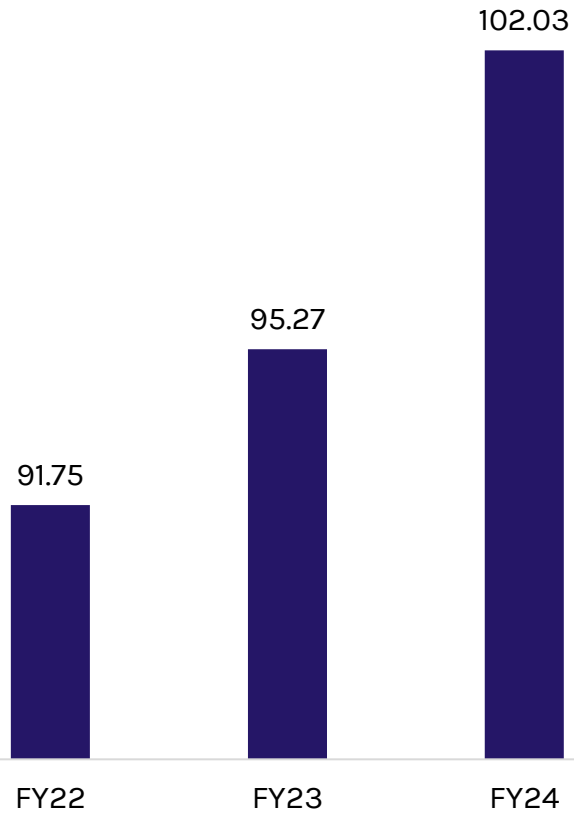
Particulars	Consolidated		Standalone	
	Q1 FY25	Q1 FY24	Q1 FY25	Q1 FY24
Net Sales	25.47	21.82	25.47	21.82
Other Income	0.53	0.15	0.53	0.15
<b>Total Income</b>	<b>26.00</b>	<b>21.97</b>	<b>26.00</b>	<b>21.97</b>
Expenses				
Cost of Consumption	19.17	17.66	19.17	17.66
Employee Benefit Expenses	0.79	0.82	0.79	0.82
Other Expenses	2.38	0.79	2.38	0.79
Total Expenditure	22.35	19.27	22.35	19.27
<b>EBIDTA</b>	<b>3.65</b>	<b>2.70</b>	<b>3.65</b>	<b>2.70</b>
<b>EBIDTA(%)</b>	<b>14.04%</b>	<b>12.27%</b>	<b>14.04%</b>	<b>12.27%</b>
Interest	1.09	1.30	1.09	1.30
Depreciation	0.06	0.06	0.06	0.06
<b>PBT</b>	<b>2.50</b>	<b>1.34</b>	<b>2.50</b>	<b>1.34</b>
TAX Expense	0.63	0.34	0.63	0.34
<b>PAT</b>	<b>1.87</b>	<b>1.00</b>	<b>1.87</b>	<b>1.00</b>
<b>Total Comprehensive Income</b>	<b>1.87</b>	<b>1.01</b>	<b>1.87</b>	<b>1.02</b>
<b>NPM(%)</b>	<b>7.18%</b>	<b>4.62%</b>	<b>7.19%</b>	<b>4.63%</b>
EPS (₹)	1.48	0.80	1.48	0.81



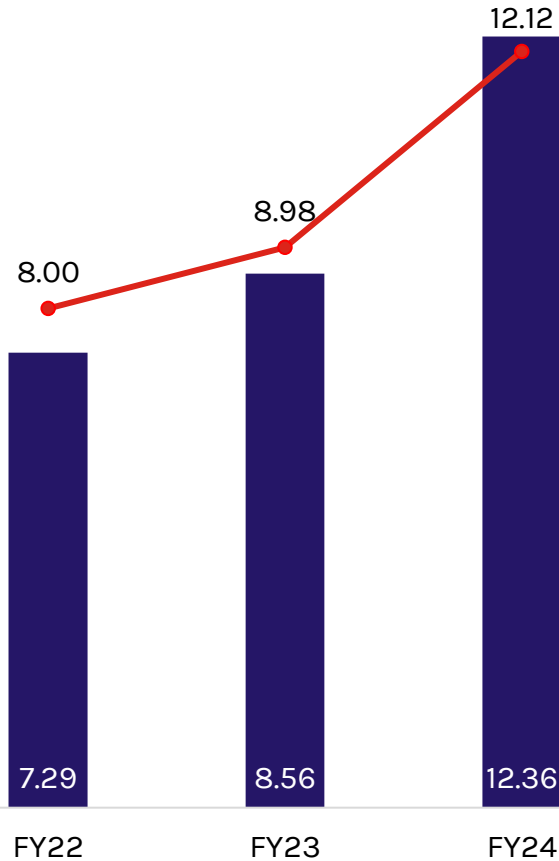


# Financials Highlights (Consolidated)

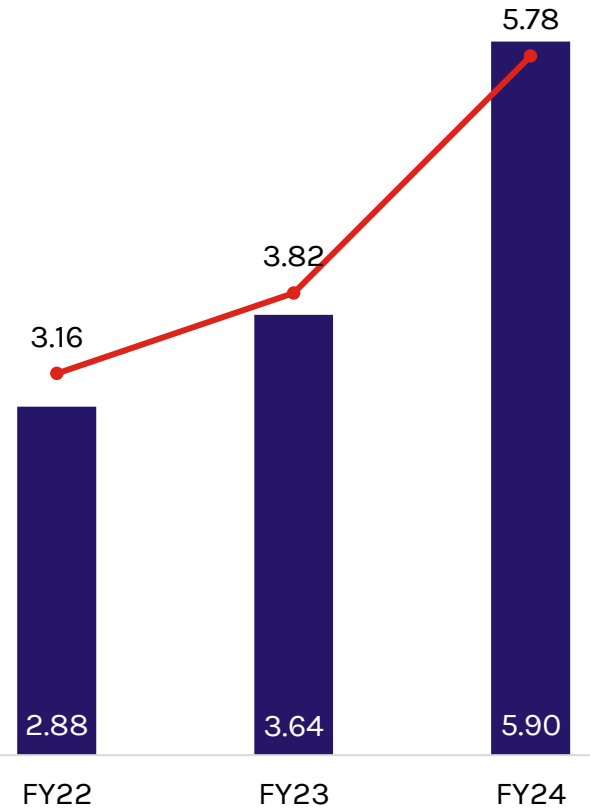
### Total Revenue



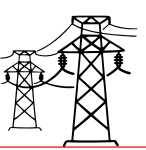
### EBITDA and EBITDA Margin



### PAT and PAT Margin



All Figures In ₹ Cr & Margin In %



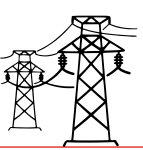
# FY24 Performance (Consolidated)



Power & Instrumentation (Guj.) Ltd.  
AN ISO 9001 : 2015 COMPANY

In ₹ Cr

Particulars	FY24	FY23	FY22
Net Sales	100.63	94.26	91.28
Other Income	1.40	1.01	0.47
<b>Total Income</b>	<b>102.03</b>	<b>95.27</b>	<b>91.75</b>
Expenses			
Cost of Consumption	81.72	79.68	77.57
Employee Benefit Expenses	3.51	3.18	3.48
Other Expenses	4.44	3.86	3.41
Total Expenditure	89.67	86.72	84.46
<b>EBIDTA</b>	<b>12.36</b>	<b>8.55</b>	<b>7.29</b>
<b>EBIDTA(%)</b>	<b>12.12%</b>	<b>8.98%</b>	<b>8.00</b>
Interest	4.41	3.35	2.74
Depreciation	0.22	0.29	0.4
PBT	7.73	4.92	4.16
TAX Expense	1.84	1.31	1.28
<b>PAT</b>	<b>5.90</b>	<b>3.64</b>	<b>2.88</b>
<b>Total Comprehensive Income</b>	<b>5.93</b>	<b>3.58</b>	<b>2.85</b>
<b>NPM(%)</b>	<b>5.78%</b>	<b>3.82%</b>	<b>3.12</b>
EPS (₹)	4.70	2.84	3.30



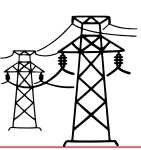
# Balance Sheet (Consolidated)



Power & Instrumentation (Guj.) Ltd.  
AN ISO 9001 : 2015 COMPANY

In ₹ Cr

Assets	FY24	FY23	FY22	Equities & Liabilities	FY24	FY23	FY22
<b>Non Current Assets</b>				Equity	12.63	12.64	8.58
Fixed assets	1.28	1.39	1.12	Other Equity	38.59	32.69	27.87
Non Current Investments	0.33	0.36	0.29	Non Controlling Interests	0.00	0.00	0.00
Other Non Current Financial Assets	19.44	18.92	14.45	<b>Net Worth</b>	<b>51.23</b>	<b>45.33</b>	<b>36.45</b>
Deferred Tax Assets (Net)	0.41	0.16	0.15	<b>Non Current Liabilities</b>			
Other Non Current Assets	0.00	0.00	0.00	Non Current Borrowings	4.36	4.25	4.6
<b>Total Non Current Assets</b>	<b>21.45</b>	<b>20.83</b>	<b>16.00</b>	Lease Liabilities	0.31	0.36	0.41
<b>Current Assets</b>				Long Term Provision	0.29	0.28	0.34
Inventories	40.80	34.64	16.93	<b>Total Non Current Liabilities</b>	<b>4.95</b>	<b>4.90</b>	<b>5.35</b>
Trade receivables	30.67	38.36	55.19	<b>Current Liabilities</b>			
Cash & Bank Balance	0.36	0.24	0.07	Current Borrowings	9.95	18.26	23.61
Other Current Financial Assets	0.58	4.05	4.33	Lease Liabilities	0.06	0.05	0.04
Current Tax Assets (Net)	0.00	0.00	0.00	Trade Payables	32.94	32.03	28.06
Other Current Assets	13.61	8.59	4.13	Current Tax Liabilities (Net)	1.74	1.49	1.29
<b>Total Current Assets</b>	<b>86.02</b>	<b>85.89</b>	<b>80.65</b>	Short Term Provisions	0.30	0.28	0.23
<b>Total Assets</b>	<b>107.47</b>	<b>106.73</b>	<b>96.65</b>	Other Current Liabilities	6.31	4.40	1.62
				<b>Total Current Liabilities</b>	<b>51.29</b>	<b>56.50</b>	<b>54.85</b>
				<b>Total Liabilities</b>	<b>107.47</b>	<b>106.73</b>	<b>96.65</b>

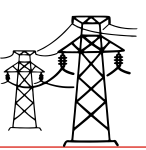


# Cash Flow Statement (Consolidated)



Power & Instrumentation (Guj.) Ltd.  
AN ISO 9001 : 2015 COMPANY

Particular	In ₹ Cr		
	FY24	FY23	FY22
Cash from Operation	9.42	0.88	-2.62
Cash from Investments	-0.16	-4.37	0.53
Cash from Financing	-8.20	3.66	2.08
<b>Net Cash Flow</b>	<b>1.06</b>	<b>0.17</b>	<b>-0.01</b>



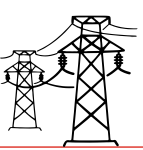
# FY24 Performance (Standalone)



Power & Instrumentation (Guj.) Ltd.  
AN ISO 9001 : 2015 COMPANY

In ₹ Cr

Particulars	FY24	FY23	FY22
Net Sales	97.49	93.09	91.28
Other Income	1.40	1.01	0.47
<b>Total Income</b>	<b>98.89</b>	<b>94.09</b>	<b>91.75</b>
Expenses			
Cost of Consumption	78.57	78.50	77.57
Employee Benefit Expenses	3.51	3.18	3.48
Other Expenses	4.44	3.86	3.41
Total Expenditure	86.52	86.72	84.46
<b>EBIDTA</b>	<b>12.36</b>	<b>8.56</b>	<b>7.29</b>
<b>EBIDTA(%)</b>	<b>12.50%</b>	<b>9.08%</b>	<b>8.00%</b>
Interest	4.41	3.35	2.74
Depreciation	0.22	0.29	0.4
PBT	7.73	4.92	4.16
TAX Expense	1.84	1.31	1.28
<b>PAT</b>	<b>5.89</b>	<b>3.61</b>	<b>2.88</b>
<b>Total Comprehensive Income</b>	<b>5.92</b>	<b>3.56</b>	<b>2.83</b>
<b>NPM(%)</b>	<b>5.99%</b>	<b>3.78%</b>	<b>3.10%</b>
EPS (₹)	4.69	2.81	3.30



# Balance Sheet (Standalone)

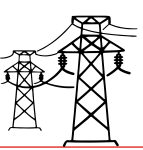


Power & Instrumentation (Guj.) Ltd.  
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In ₹ Cr

Assets	FY24	FY23	FY22
<b>Non Current Assets</b>			
Fixed assets	1.28	1.39	1.12
Non Current Investments	0.26	0.28	0.29
Other Non Current Financial Assets	19.44	18.92	14.45
Deferred Tax Assets (Net)	0.41	0.16	0.15
Other Non Current Assets	0.00	0.00	0.00
<b>Total Non Current Assets</b>	<b>21.39</b>	<b>20.75</b>	<b>15.98</b>
<b>Current Assets</b>			
Inventories	40.80	34.64	16.93
Trade receivables	30.72	38.42	55.19
Cash & Bank Balance	0.36	0.24	0.07
Other Current Financial Assets	0.58	4.05	4.33
Current Tax Assets (Net)	0.00	0.00	0.00
Other Current Assets	13.61	8.59	4.13
<b>Total Current Assets</b>	<b>86.07</b>	<b>85.95</b>	<b>80.65</b>
<b>Total Assets</b>	<b>107.46</b>	<b>106.70</b>	<b>96.63</b>

Equities & Liabilities	FY24	FY23	FY22
Equity	12.63	12.63	8.58
Other Equity	38.58	32.66	27.85
Non Controlling Interests	0.00	0.00	0.00
<b>Net Worth</b>	<b>51.22</b>	<b>45.30</b>	<b>36.43</b>
<b>Non Current Liabilities</b>			
Non Current Borrowings	4.36	4.25	4.6
Lease Liabilities	0.31	0.36	0.41
Long Term Provision	0.29	0.28	0.34
<b>Total Non Current Liabilities</b>	<b>4.95</b>	<b>4.90</b>	<b>5.35</b>
<b>Current Liabilities</b>			
Current Borrowings	9.95	18.26	23.61
Lease Liabilities	0.06	0.05	0.04
Trade Payables	32.94	32.03	28.06
Current Tax Liabilities (Net)	1.74	1.49	1.29
Short Term Provisions	0.30	0.28	0.23
Other Current Liabilities	6.31	4.40	1.62
<b>Total Current Liabilities</b>	<b>51.29</b>	<b>56.50</b>	<b>54.85</b>
<b>Total Liabilities</b>	<b>107.46</b>	<b>106.70</b>	<b>96.63</b>

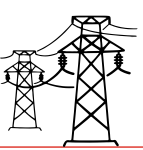


# Cash Flow Statement (Standalone)

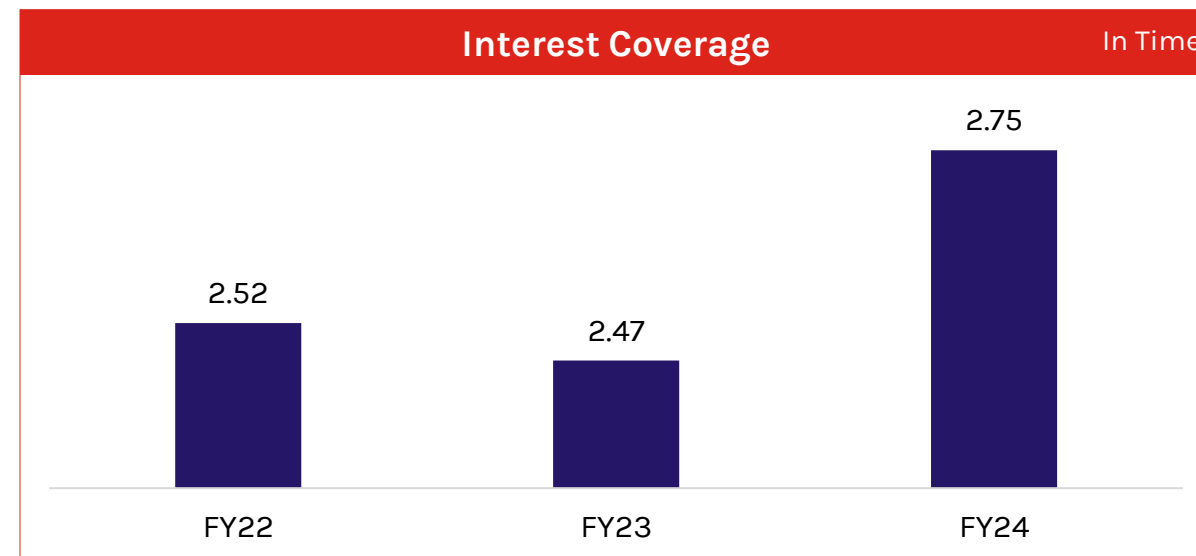
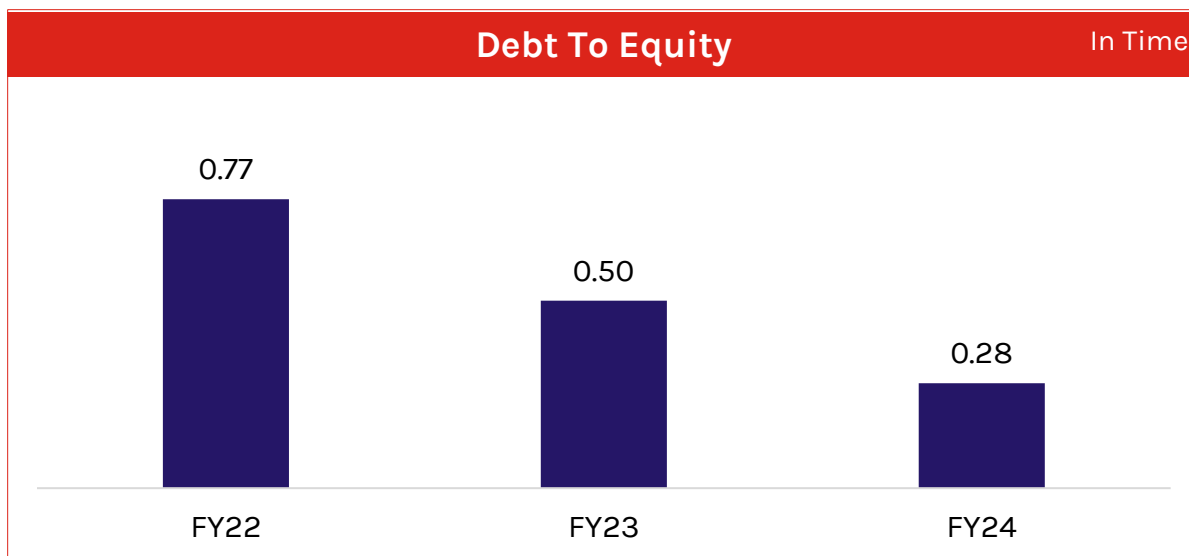
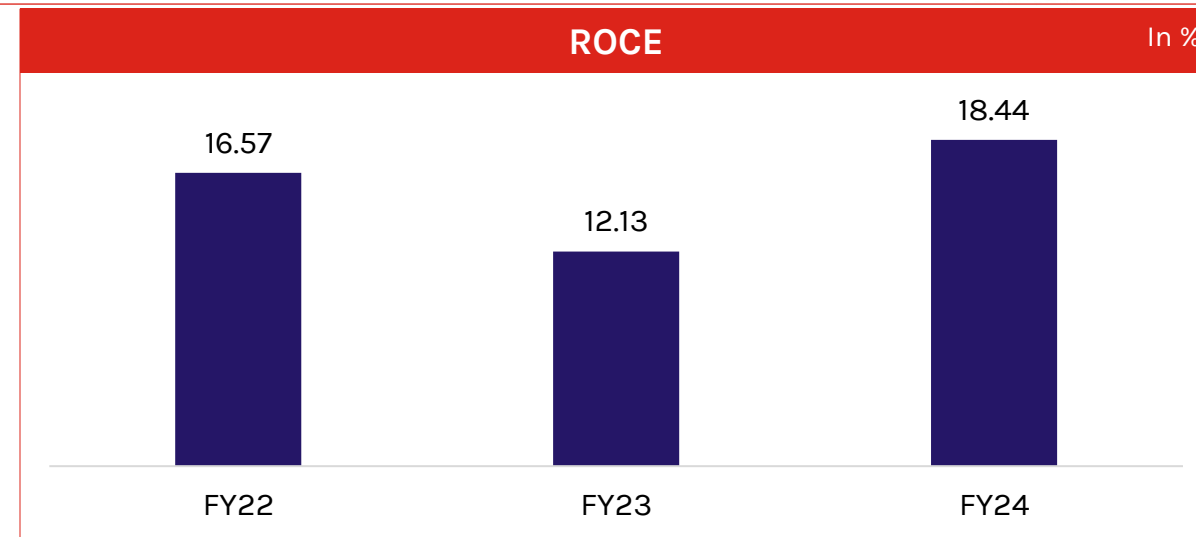
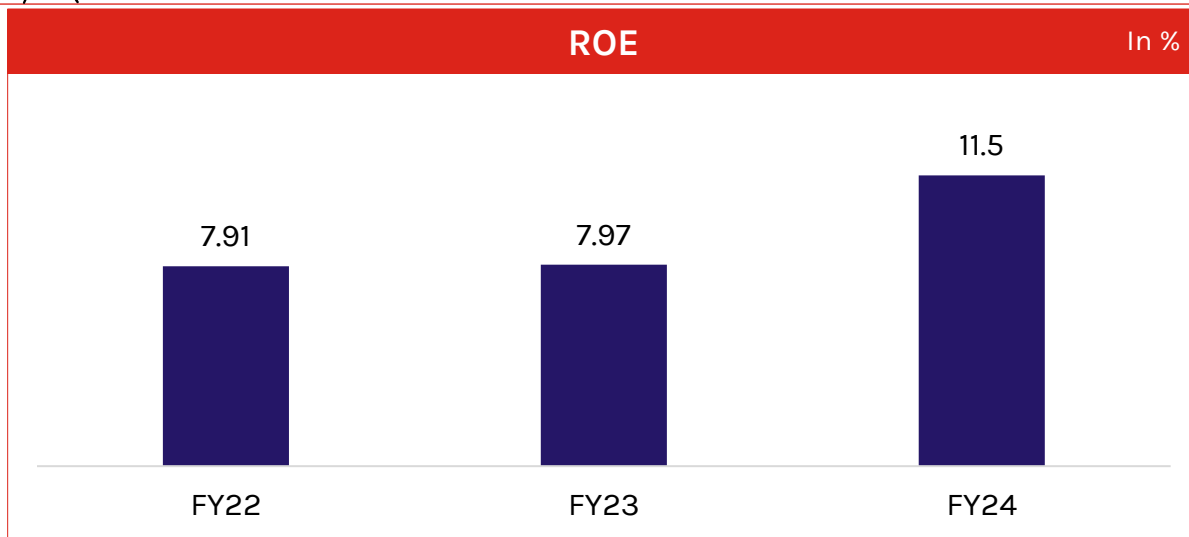


Particular	FY24	FY23	FY22
Cash from Operation	8.48	0.88	-2.62
Cash from Investments	-0.16	-4.37	0.53
Cash from Financing	-8.20	3.66	2.08
<b>Net Cash Flow</b>	<b>0.12</b>	<b>0.17</b>	<b>-0.01</b>

In ₹ Cr



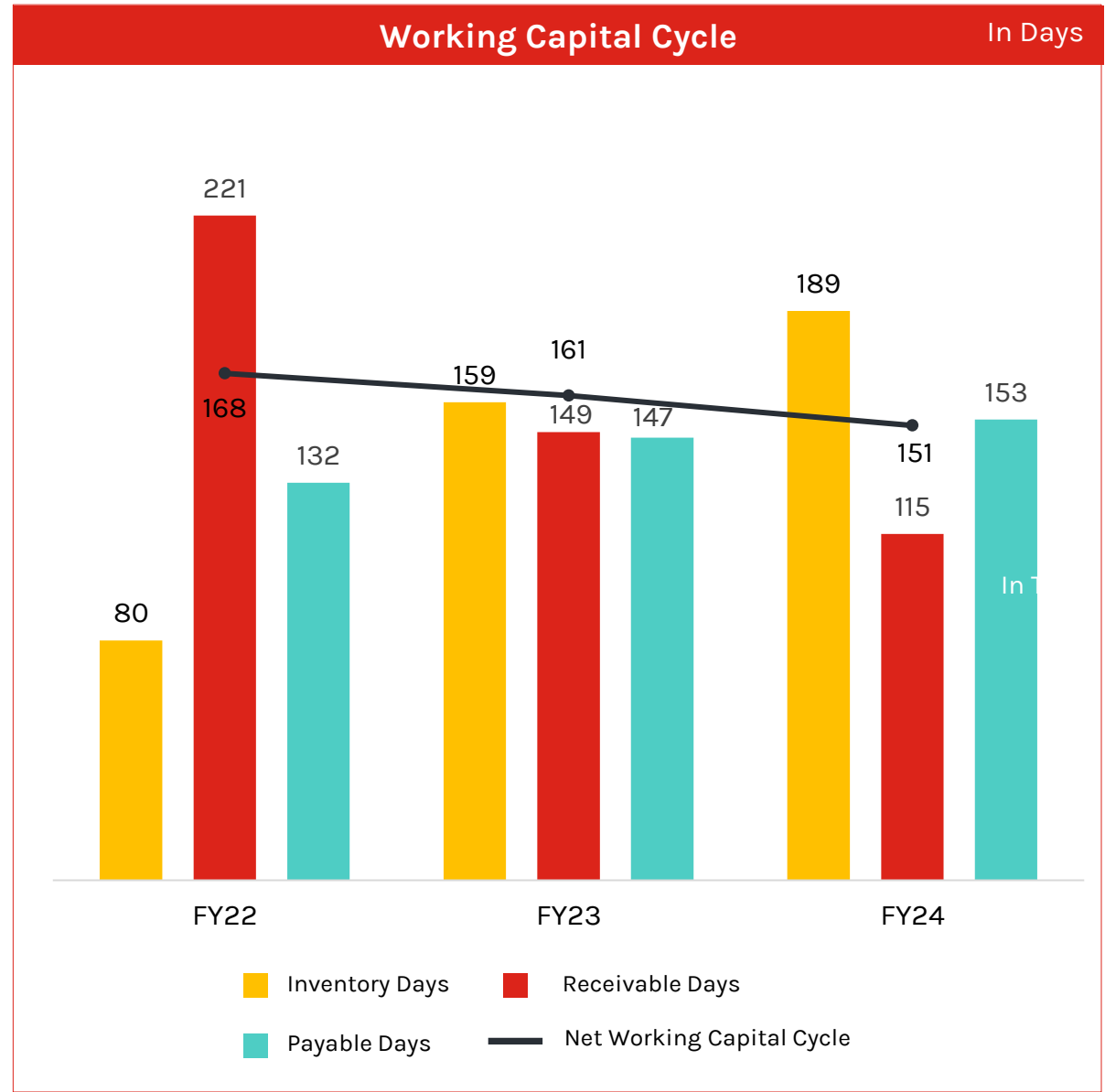
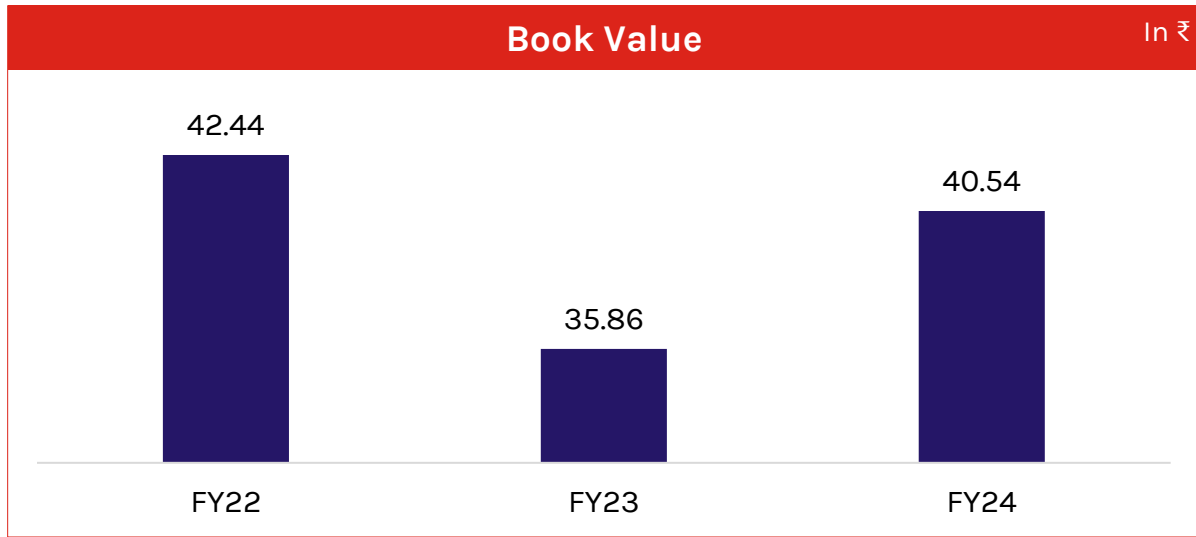
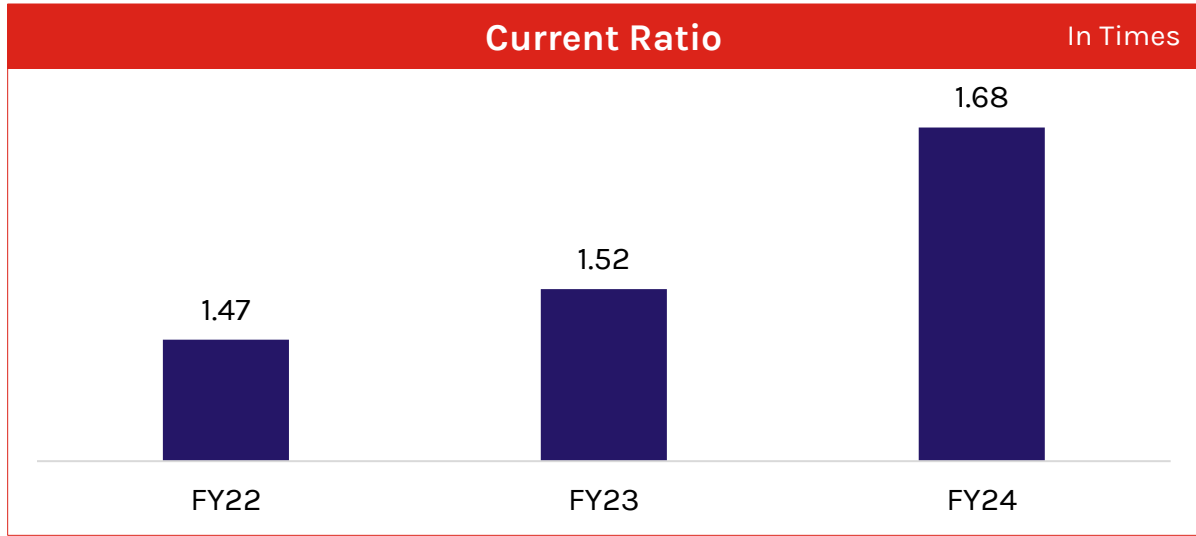
# Key Ratios

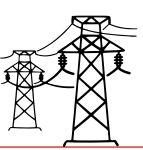






# Key Ratios

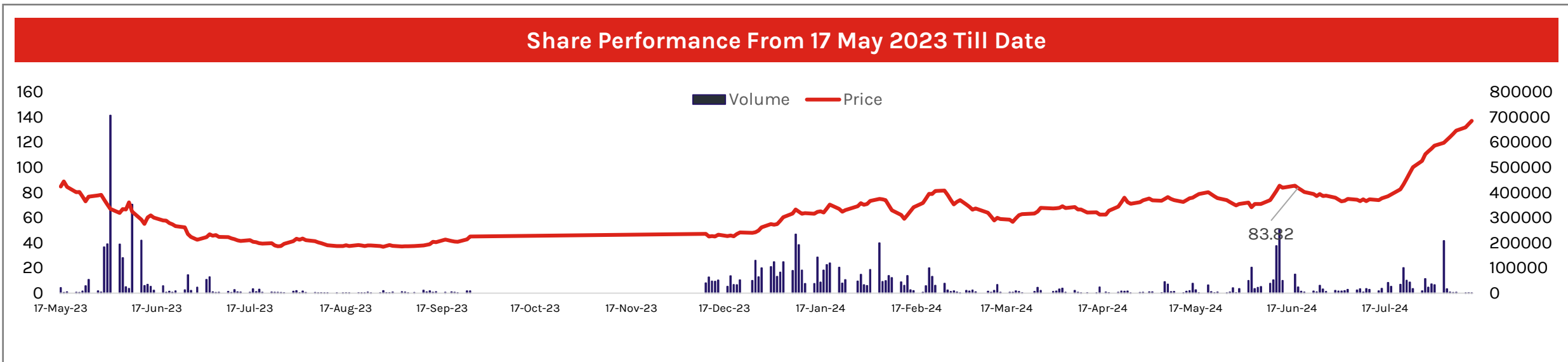
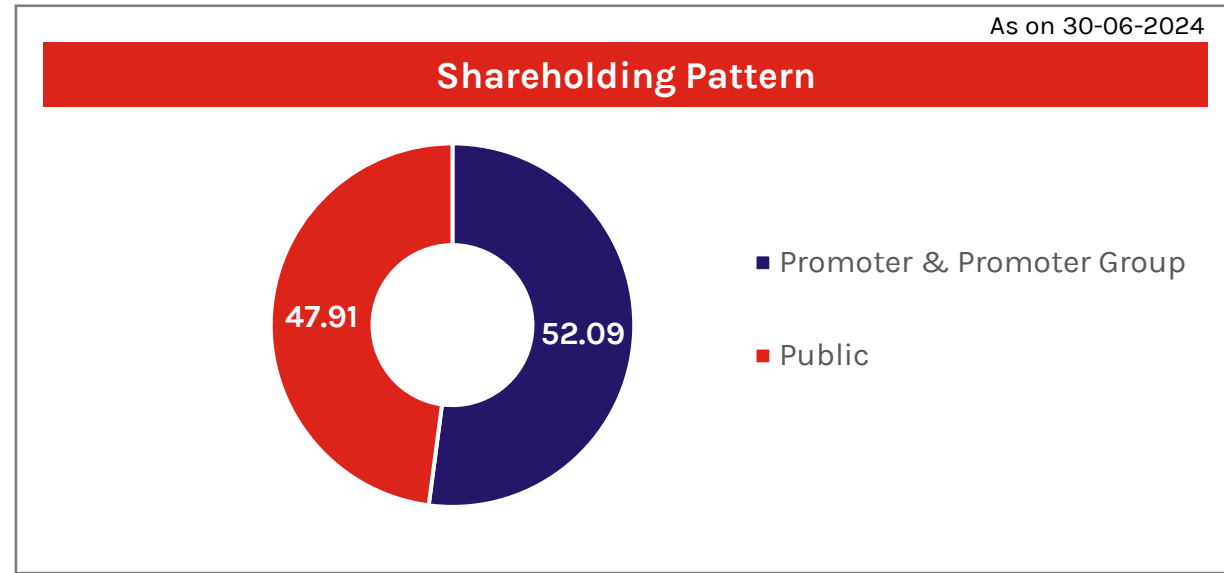




# Stock Data

As on 14-08-2024

BSE:   543912 NSE:   PIGL	
Share Price (₹)	137.15
Market Capitalization (₹ Cr)	174.03
No. of Shares Outstanding	12,633,900
Face Value (₹)	10.00
52 week High-Low (₹)	86.38 - 36.25



Source: BSE



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AN ISO 9001 : 2015 COMPANY

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**Thank You**

