



Power & Instrumentation (Guj.) Limited

AN ISO 9001 : 2008 COMPANY

CIN : L32201G1983PLC006456

Date: 19/06/2024

To, THE NATIONAL STOCK EXCHANGE OF INDIA LIMITED, Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex Bandra (E), Mumbai-400051 Scrip Symbol: PIGL	To, BSE Ltd. Floor 25, P. J. Towers Dalal Street, Mumbai - 400 001 Scrip Code: 543912
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Dear sir/Madam,

Sub: Investor Presentation of Power and Instrumentation (Gujarat) Limited

Pursuant to Regulation 30 Read with Part A of Schedule III of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation for the Quarter ended on March 31, 2024.

Kindly take the above intimation on record.

For, **Power and Instrumentation (Gujarat) Limited**

Padmaraj Padmnabhan Pillai
Managing Director
DIN:00647590



Registered Office : B-1104, Sankalp Iconic Tower, Opp. Vikarnagar, Iscon Temple Cross Road, S.G. Highway, Ahmedabad-380058.
T. : +91-79-40051222 / 40031612 / E-mail : admin@grouppower.org Url : www.grouppower.org

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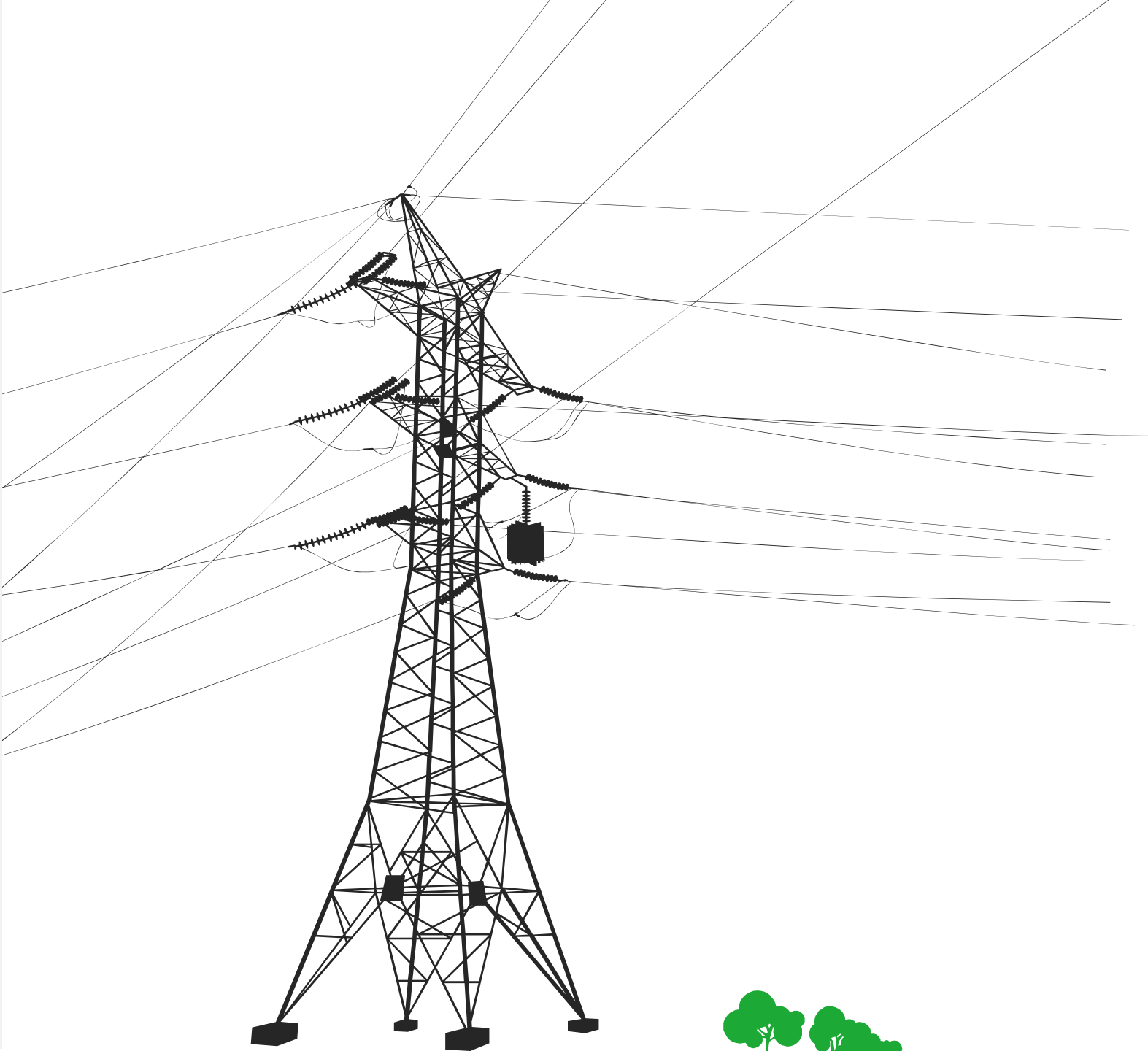


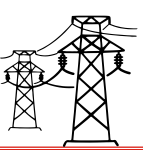
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Q4 FY24 Investor Presentation



Company Overview





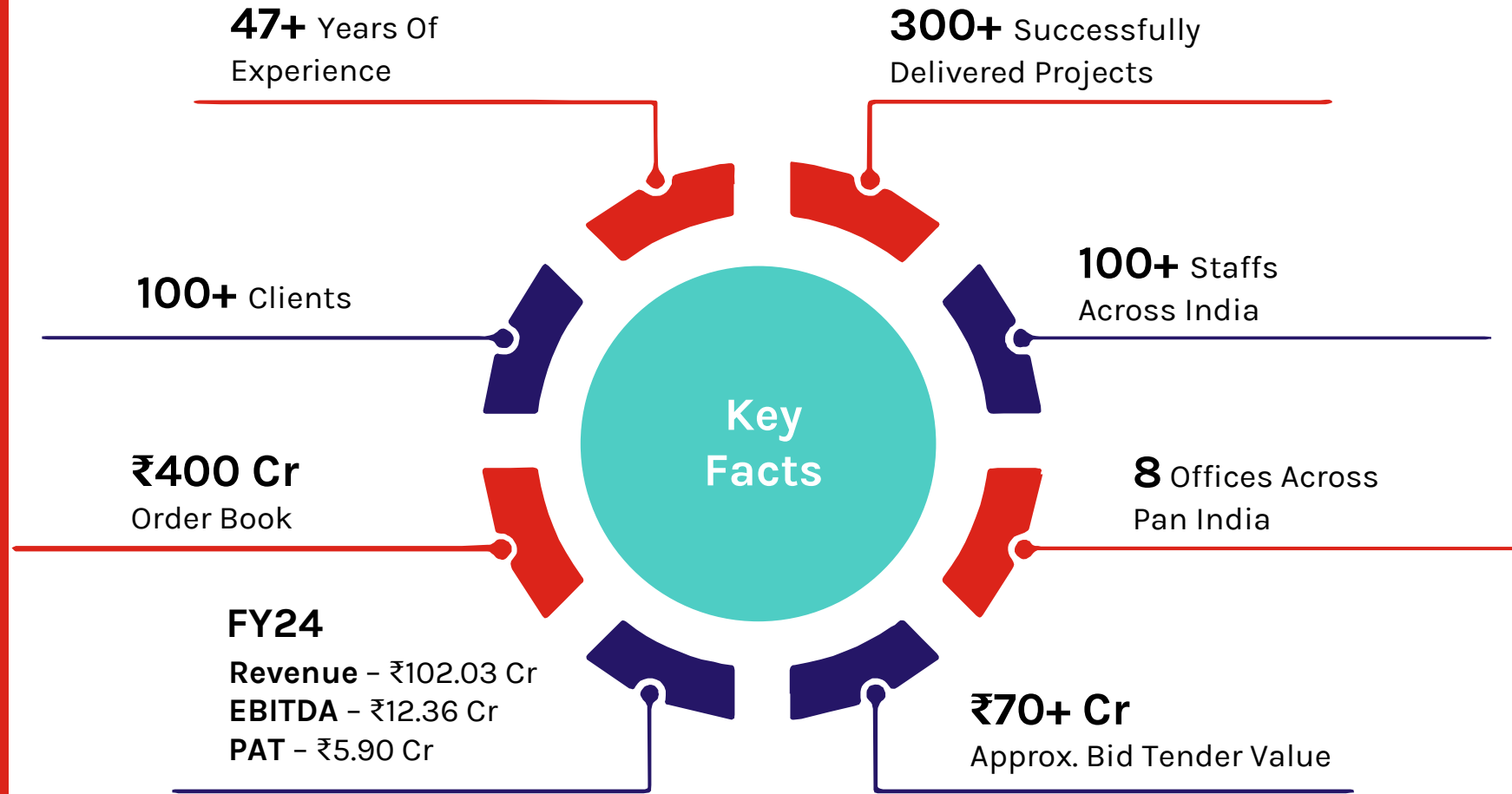
Power & Instrumentation (Gujarat) Ltd, founded in 1975, has emerged as a prominent player in the electrical contracting and equipment industry

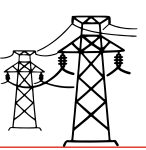
Specializing in Electrical, Procurement, and Construction (EPC) solutions, Power & Instrumentation (Gujarat) Ltd offers a comprehensive suite of services. They excel in various facets of electrical work, including installations, maintenance, repairs, and the sale of electrical equipment. Their expertise 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

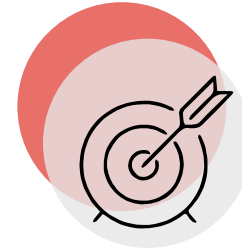




Our Commitment: Mission, Vision, And Values

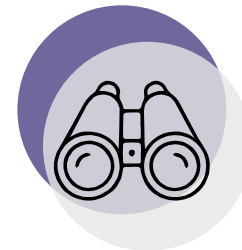


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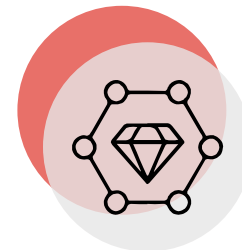
Mission

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

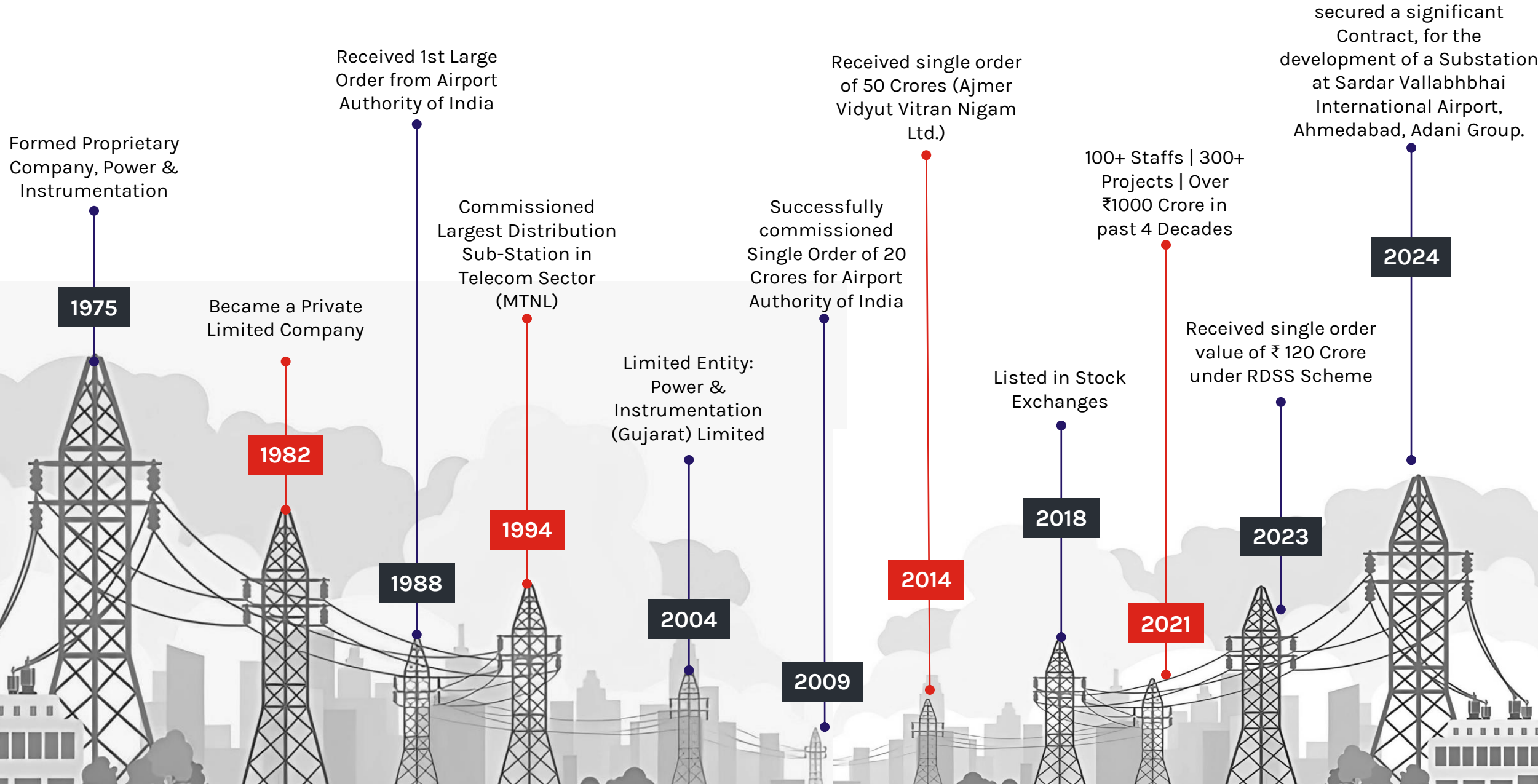
Our success story speaks itself via excellence, significant project attainment across several industries like government, semi government, IT Parks, Hospitals, and more, catering to quality services and domain expertise experience.

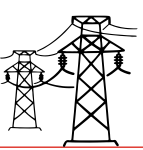


The Journey: Progress And Milestones



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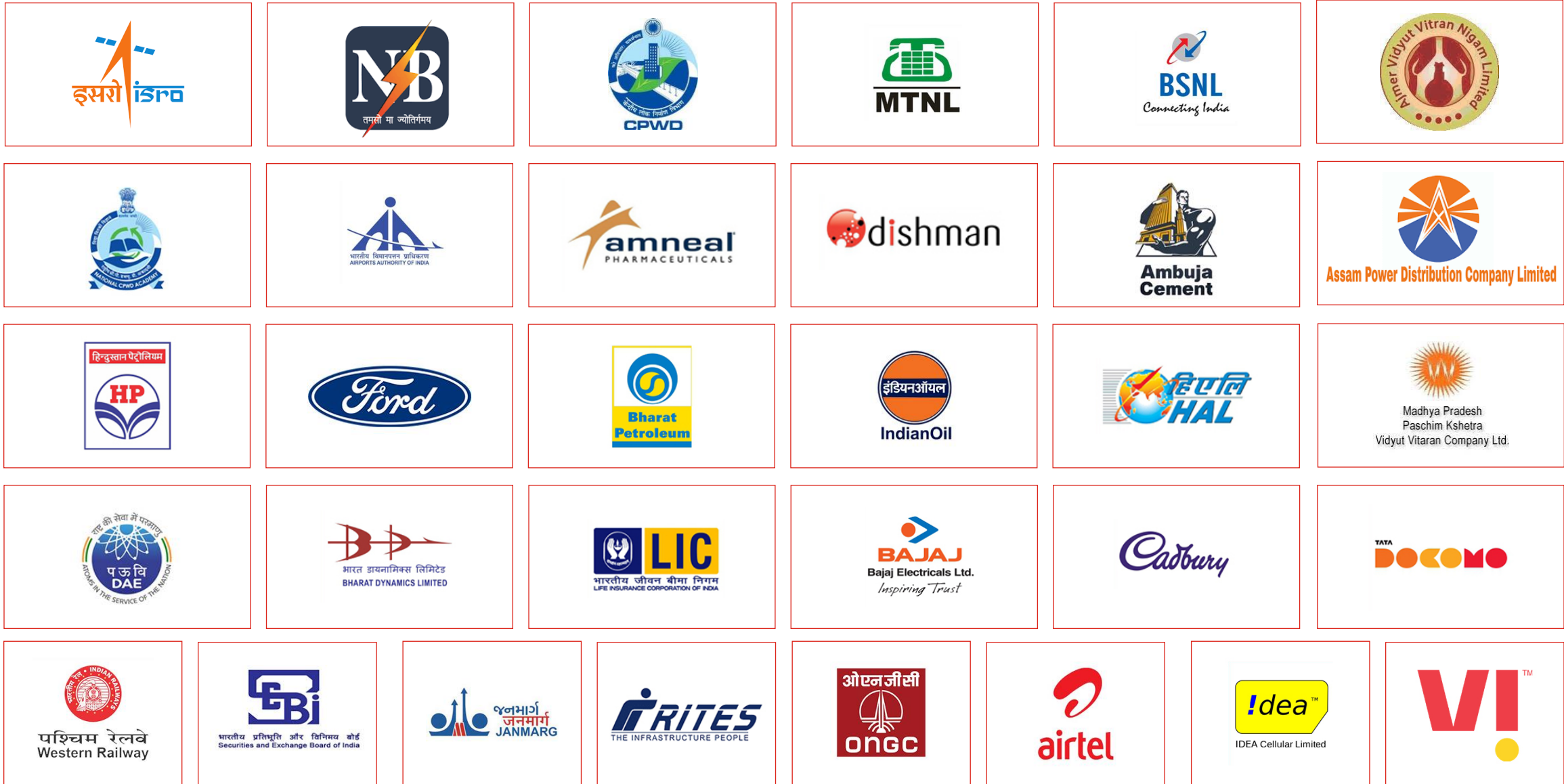


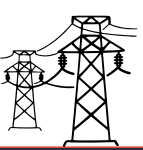


Trusted By Top Industry Leaders: Our Marquee Clients



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A Strong Industry Presence

SERVICE AREAS



Contracting Based Services



Electrical Contractors



Industrial Electrical Services



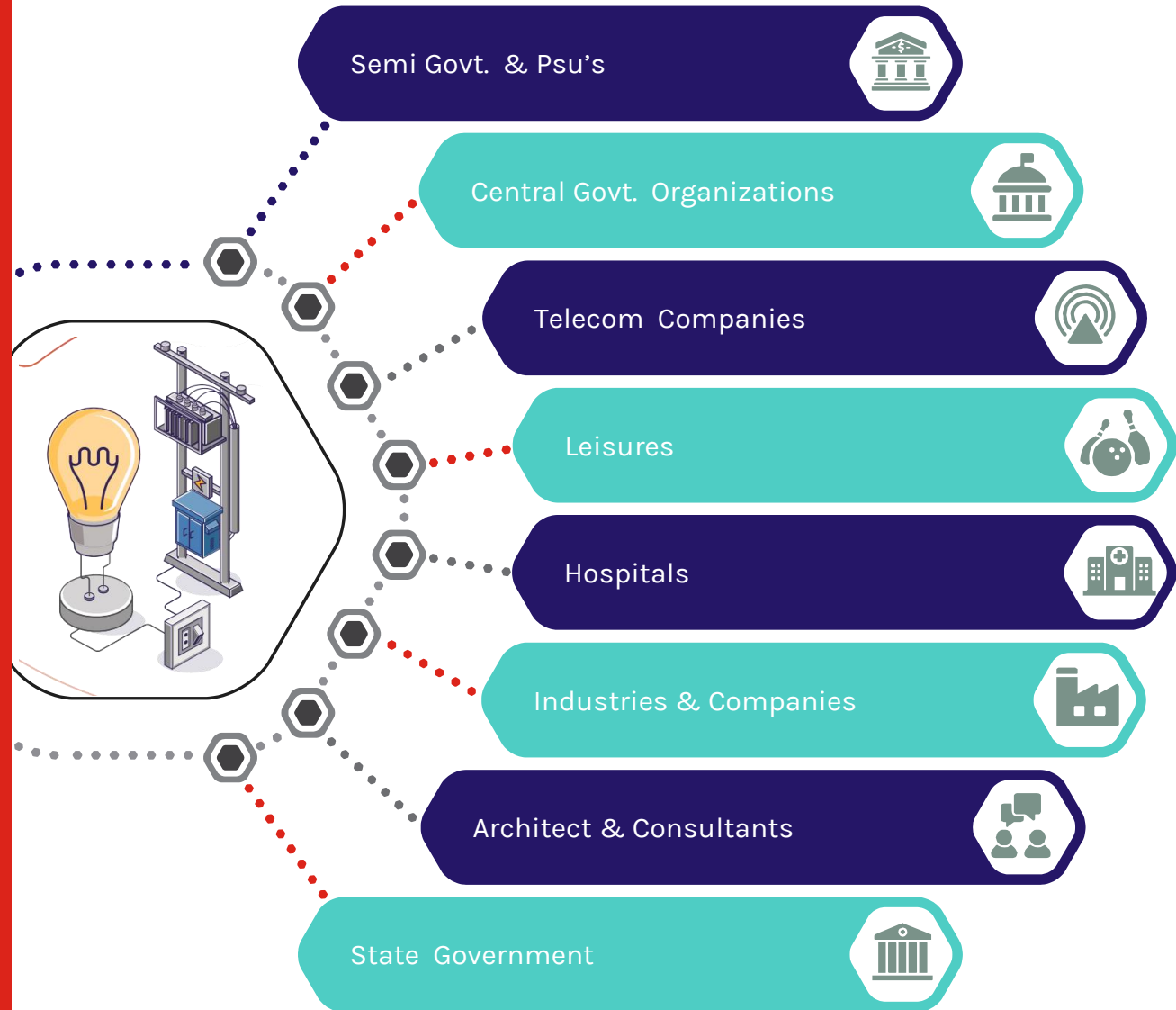
Commercial Electrical Contractors



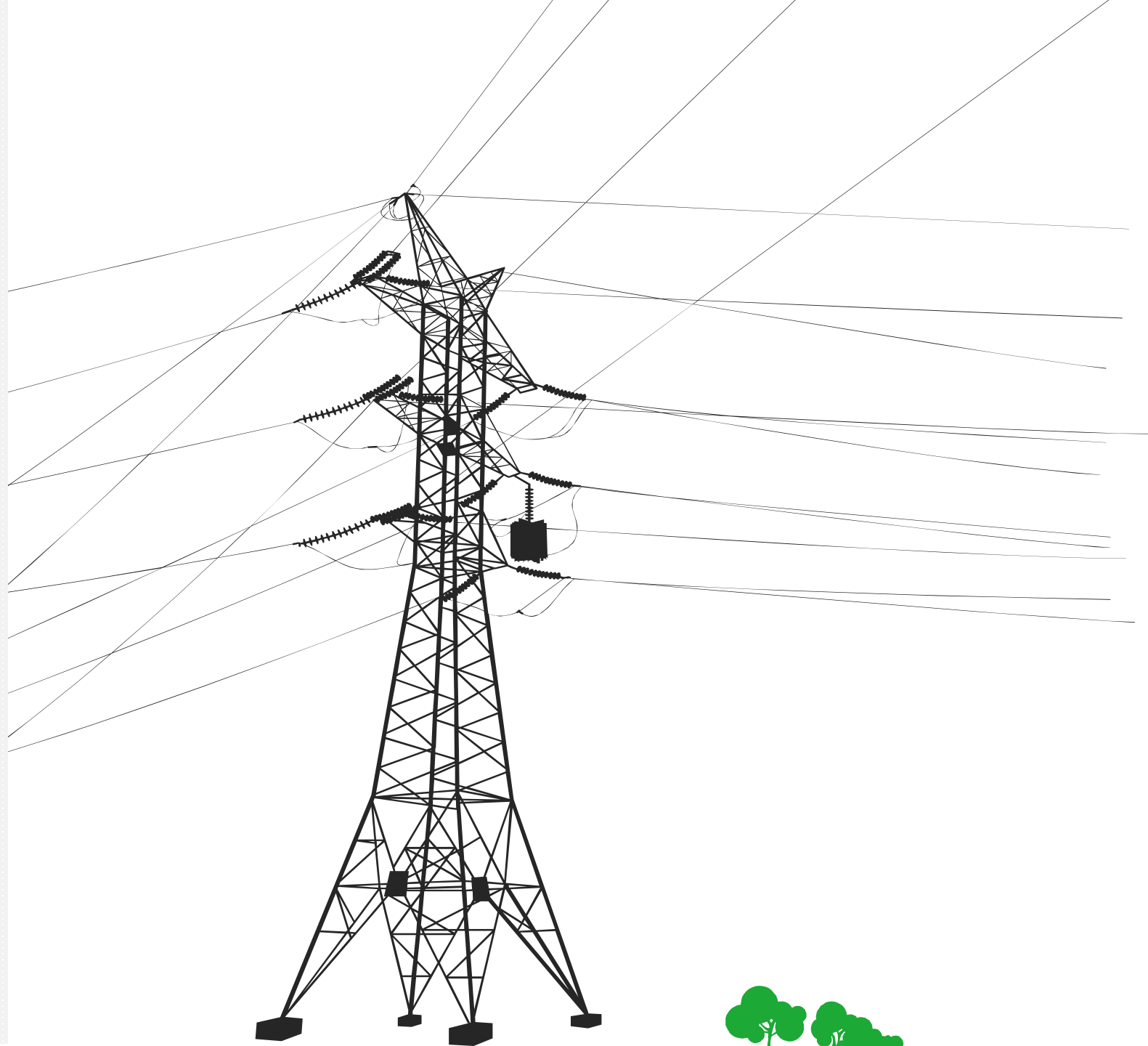
Backup Power & Standby Power

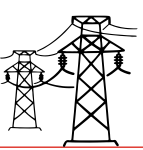


Backup Power Services



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. Uttamchandani
Independent Director - Non-Executive

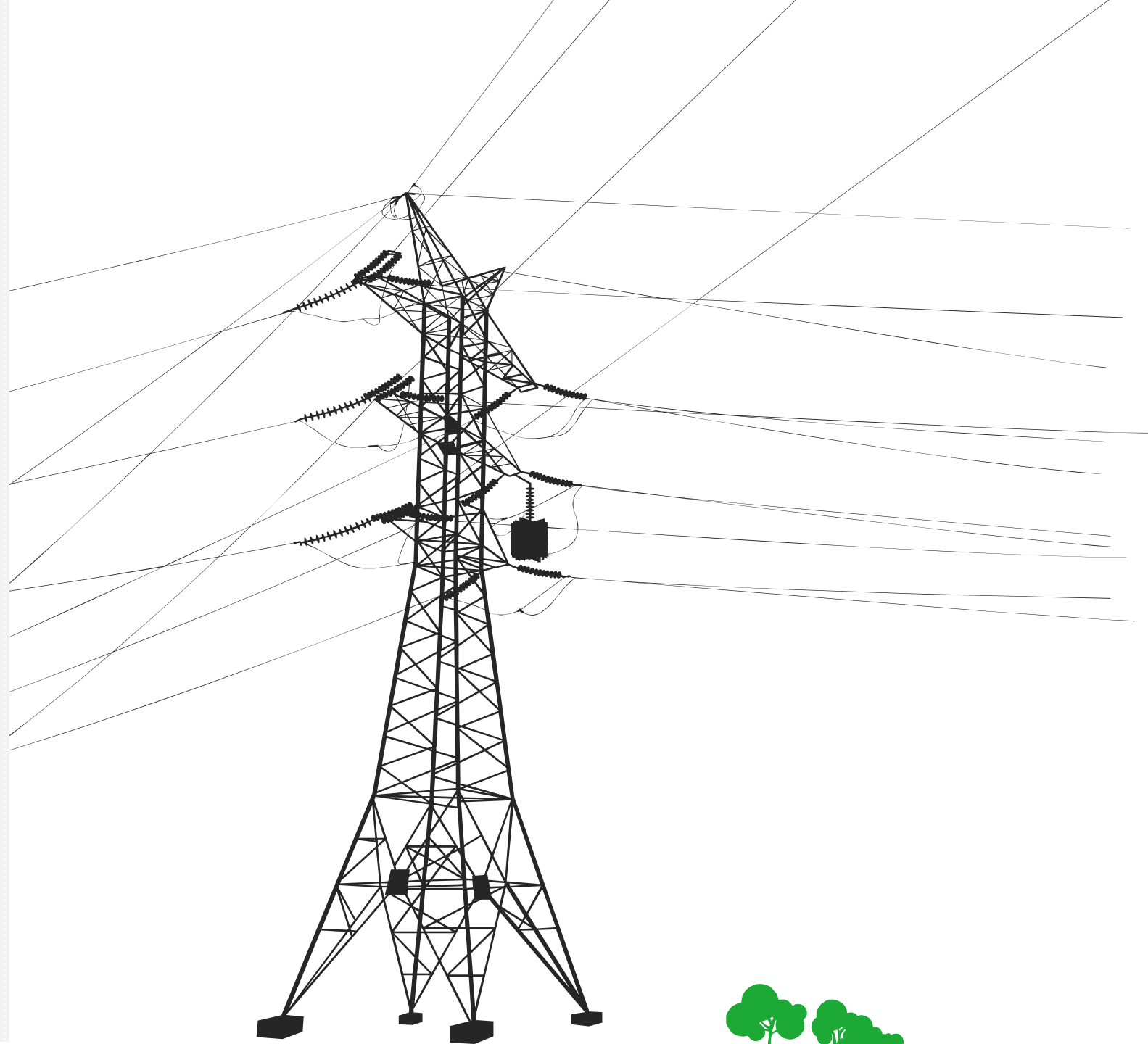
Mr. Amit R. Uttamchandani is graduate and associate member of Institute of Chartered Accountant (ICAI). Currently, he is serving as Practicing Chartered Accountant and providing wide range of services to the Corporate Clients in the matter of Direct & Indirect Taxation, Finance, and Audit.

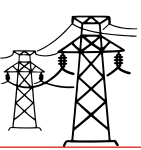


Mr. Manav Rastogi
Independent Director

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 429.96 GW as of January 31, 2024.

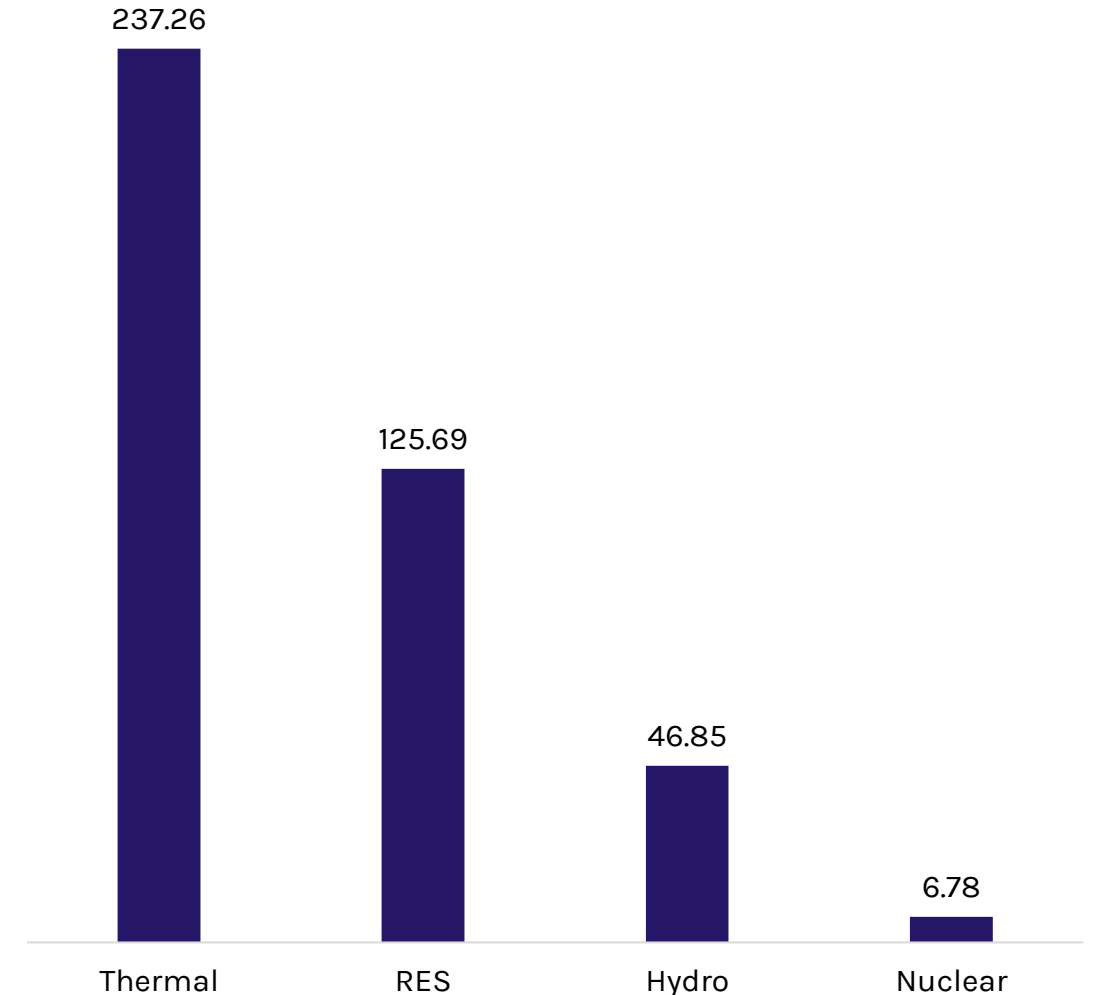
As of January 31, 2024, India's installed renewable energy capacity (including hydro) stood at 182.05 GW, representing 42.3% of the overall installed power capacity. As of January 31, 2024, Solar energy contributed 72.31 GW, followed by 44.95 GW from wind power, 10.26 GW from biomass, 4.99 GW from small hydropower, 0.58 from waste to energy, and 46.93 GW from hydropower.

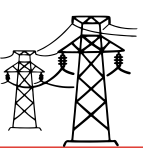
According to estimates provided by the Central Electricity Authority (CEA), India's renewable energy generation is projected to see substantial growth by 2029-30

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, 2023 (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.

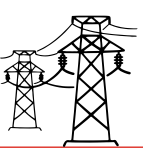
National Smart Grid Mission (NSGM)

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



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

The country added 13.9 GW of solar capacity in 2022, which is as much solar capacity as UK's entire solar fleet in 2021. With this, the total solar capacity in India stood at ~62 GW. Rajasthan and Gujarat, the top two states in solar deployments, together added 8.6 GW in 2022, slightly more than Turkey's entire solar fleet in 2021.

India Solar Energy Market

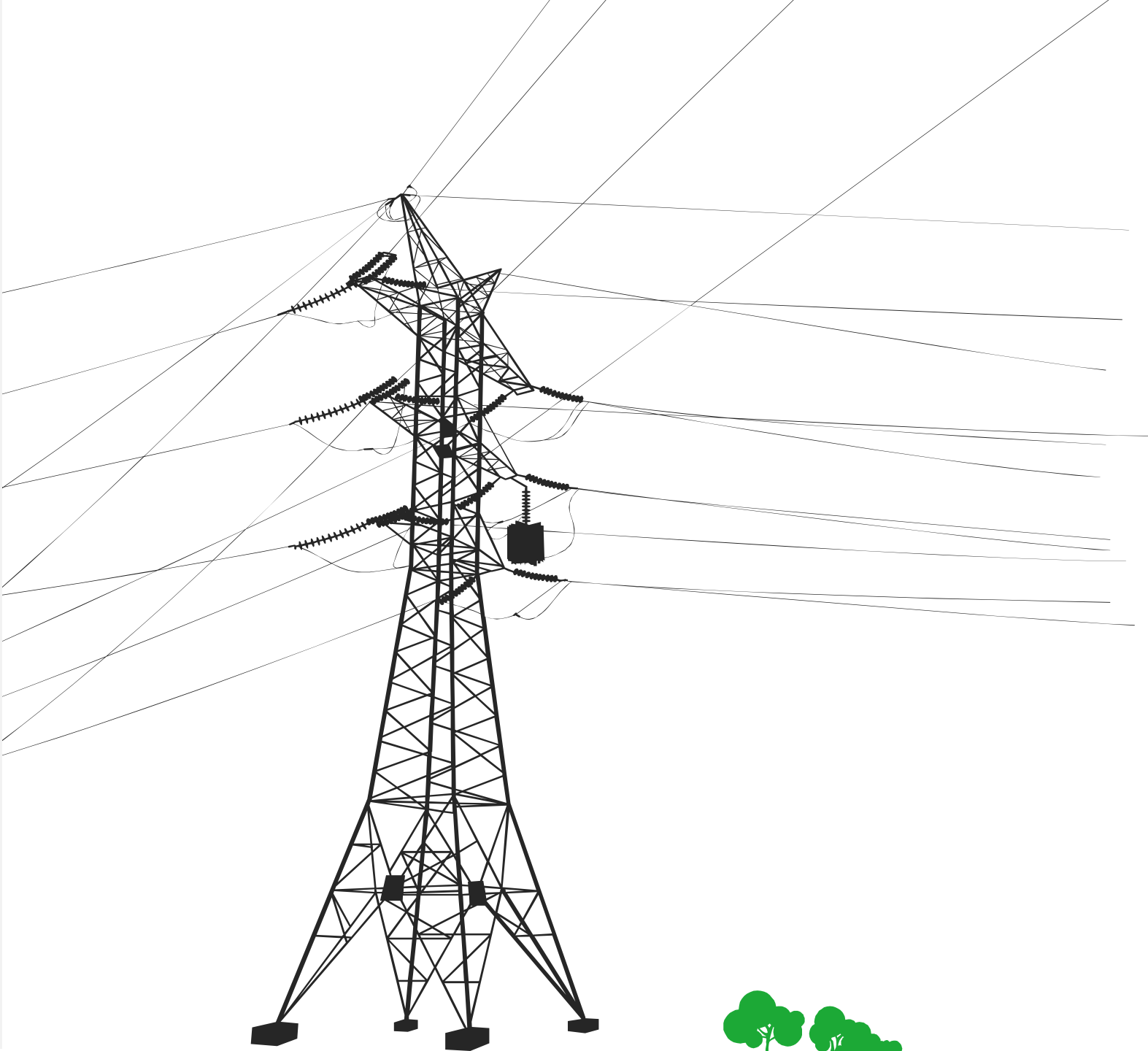

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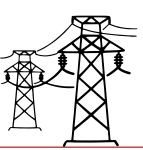
The Indian Solar EPC Market

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

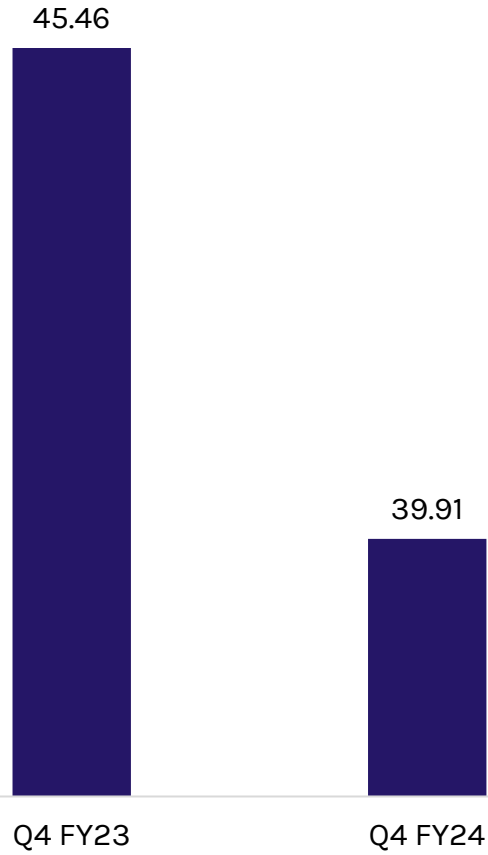




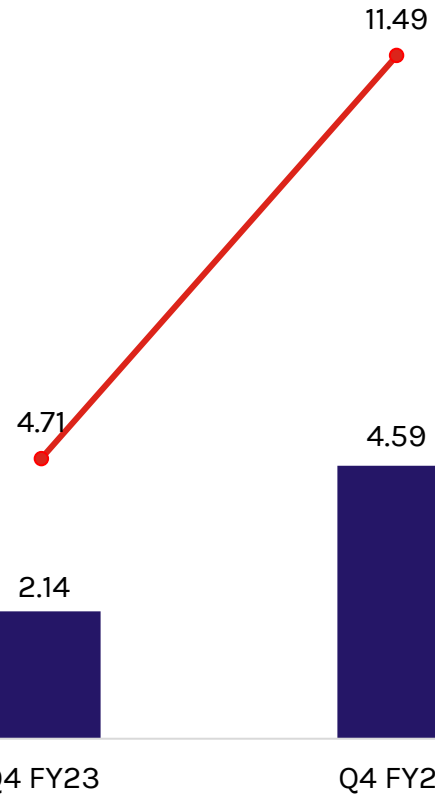
Q4 FY24 Financials Highlights(Consolidated)



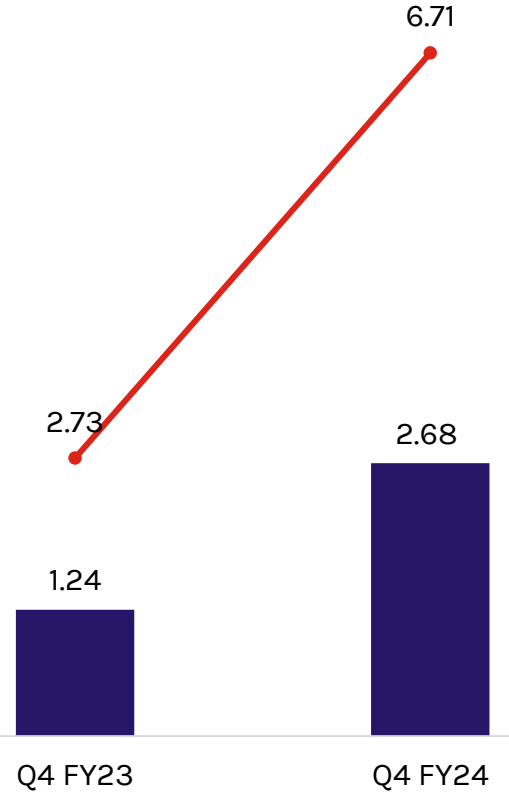
Total Revenue



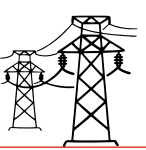
EBITDA



PAT



All Figures In ₹ Cr & Margin In %



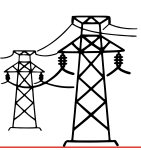
Q4 FY24 Financials Performance



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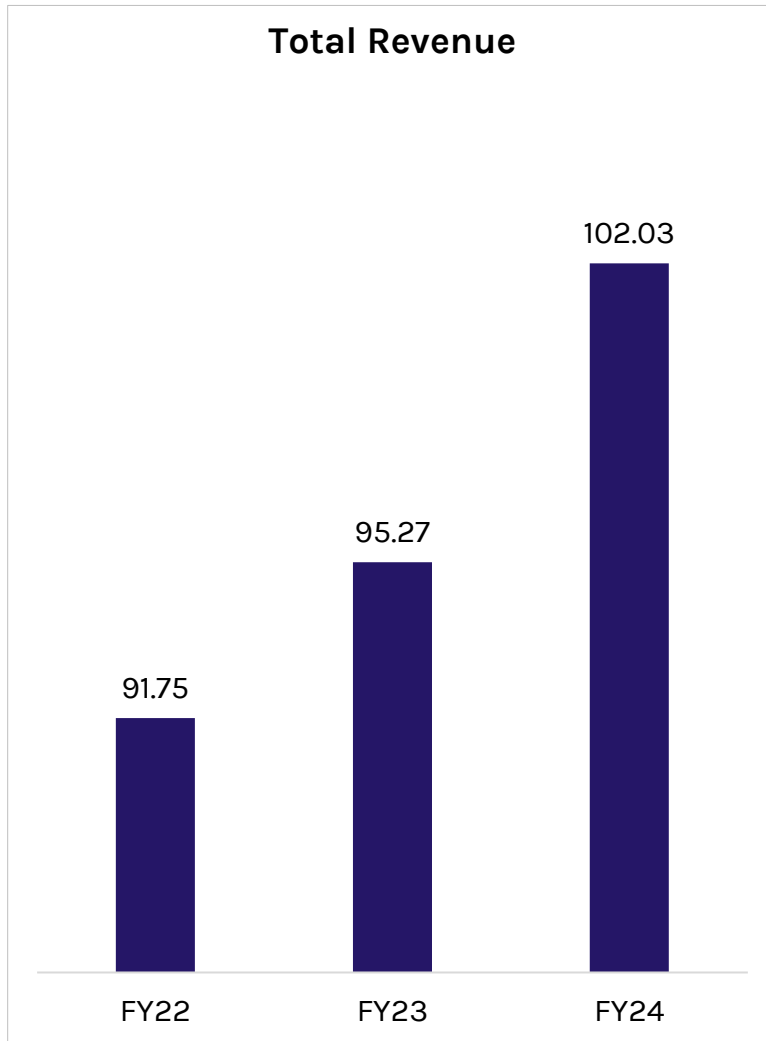
In ₹ Cr

Particulars	Consolidated		Standalone	
	Q4 FY24	Q4 FY23	Q4 FY24	Q4 FY23
Net Sales	39.22	44.67	36.92	44.39
Other Income	0.69	0.79	0.69	0.79
Total Income	39.91	45.46	37.61	45.18
Expenses				
Cost of Consumption	34.07	41.35	31.77	41.07
Employee Benefit Expenses	0.93	0.71	0.93	0.71
Other Expenses	0.33	1.26	0.33	1.26
Total Expenditure	35.32	43.32	33.03	43.04
EBIDTA	4.59	2.14	4.59	2.14
EBIDTA(%)	11.49%	4.71%	12.19%	4.74%
Interest	1.14	0.50	1.14	0.50
Depreciation	0.05	0.07	0.05	0.07
PBT	3.39	1.56	3.39	1.56
TAX Expense	0.72	0.33	0.72	0.33
PAT	2.68	1.24	2.67	1.23
Total Comprehensive Income	2.71	1.23	2.71	1.22
NPM(%)	6.71%	2.73%	7.20%	2.71%
EPS (₹)	2.15	0.97	2.14	0.97

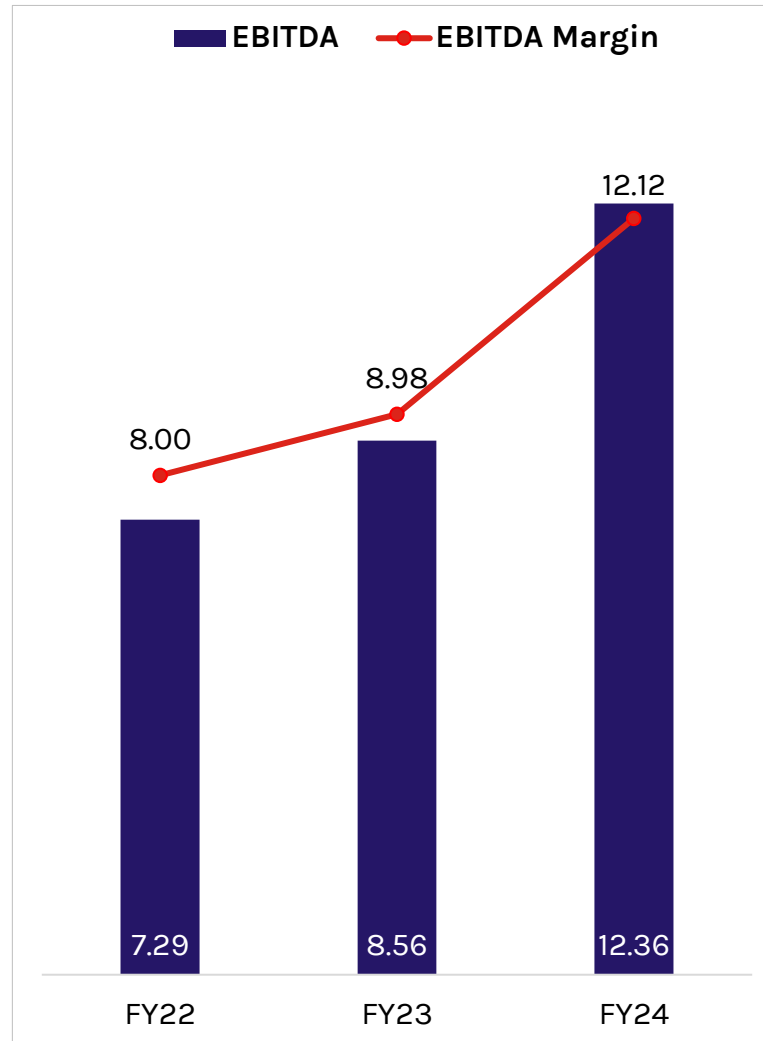


Financials Highlights (Consolidated)

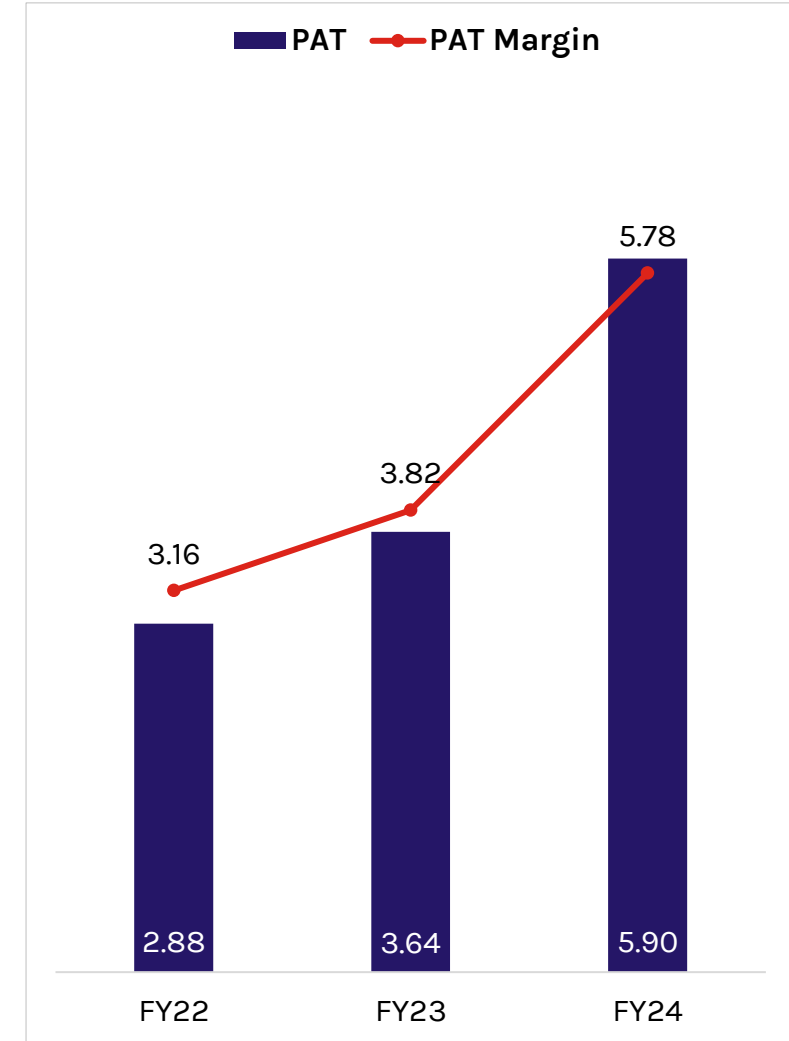
Total Revenue



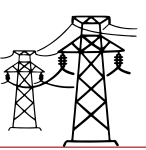
EBITDA & EBITDA Margin



PAT & PAT Margin



All Figures In ₹ Cr & Margin In %



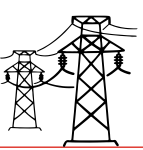
FY24 Performance (Consolidated)



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In ₹ Cr

Particulars	FY24	FY23	FY22
Net Sales	100.63	94.26	91.28
Other Income	1.40	1.01	0.47
Total Income	102.03	95.27	91.75
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
EBIDTA	12.36	8.55	7.29
EBIDTA(%)	12.12%	8.98%	8.00
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
PAT	5.90	3.64	2.88
Total Comprehensive Income	5.93	3.58	2.85
NPM(%)	5.78%	3.82%	3.12
EPS (₹)	4.70	2.84	3.30



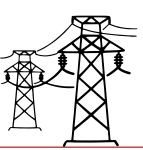
Balance Sheet (Consolidated)



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

Assets	FY24	FY23	FY22	Equities & Liabilities	FY24	FY23	FY22
Non Current Assets				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	Net Worth	51.23	45.33	36.45
Deferred Tax Assets (Net)	0.41	0.16	0.15	Non Current Liabilities			
Other Non Current Assets	0.00	0.00	0.00	Non Current Borrowings	4.36	4.25	4.6
Total Non Current Assets	21.45	20.83	16.00	Lease Liabilities	0.31	0.36	0.41
Current Assets				Long Term Provision	0.29	0.28	0.34
Inventories	40.80	34.64	16.93	Total Non Current Liabilities	4.95	4.90	5.35
Trade receivables	30.67	38.36	55.19	Current Liabilities			
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
Total Current Assets	86.02	85.89	80.65	Short Term Provisions	0.30	0.28	0.23
Total Assets	107.47	106.73	96.65	Other Current Liabilities	6.31	4.40	1.62
				Total Current Liabilities	51.29	56.50	54.85
				Total Liabilities	107.47	106.73	96.65

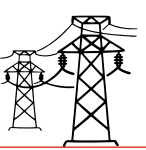


Cash Flow Statement (Consolidated)



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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
Net Cash Flow	1.06	0.17	-0.01



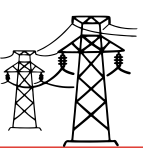
FY24 Performance (Standalone)



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

Particulars	FY24	FY23	FY22
Net Sales	97.49	93.09	91.28
Other Income	1.40	1.01	0.47
Total Income	98.89	94.09	91.75
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
EBIDTA	12.36	8.56	7.29
EBIDTA(%)	12.50%	9.08%	8.00%
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
PAT	5.89	3.61	2.88
Total Comprehensive Income	5.92	3.56	2.83
NPM(%)	5.99%	3.78%	3.10%
EPS (₹)	4.69	2.81	3.30



Balance Sheet (Standalone)

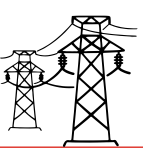


Power & Instrumentation (Guj.) Ltd.
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In ₹ Cr

Assets	FY24	FY23	FY22
Non Current Assets			
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
Total Non Current Assets	21.39	20.75	15.98
Current Assets			
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
Total Current Assets	86.07	85.95	80.65
Total Assets	107.46	106.70	96.63

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
Net Worth	51.22	45.30	36.43
Non Current Liabilities			
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
Total Non Current Liabilities	4.95	4.90	5.35
Current Liabilities			
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
Total Current Liabilities	51.29	56.50	54.85
Total Liabilities	107.46	106.70	96.63

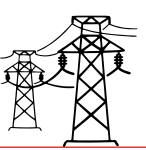


Cash Flow Statement (Standalone)

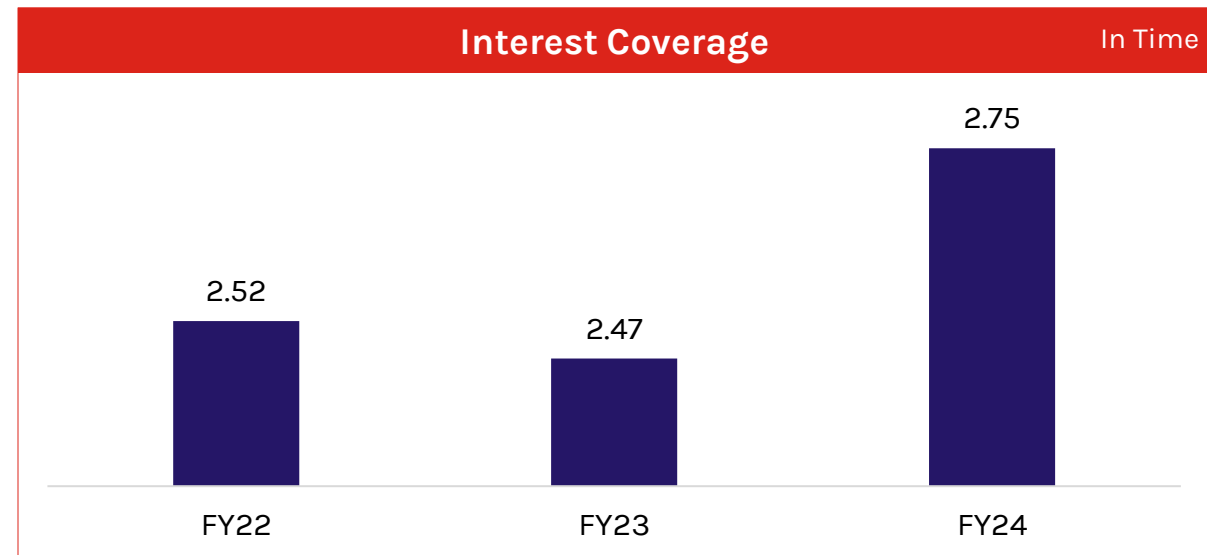
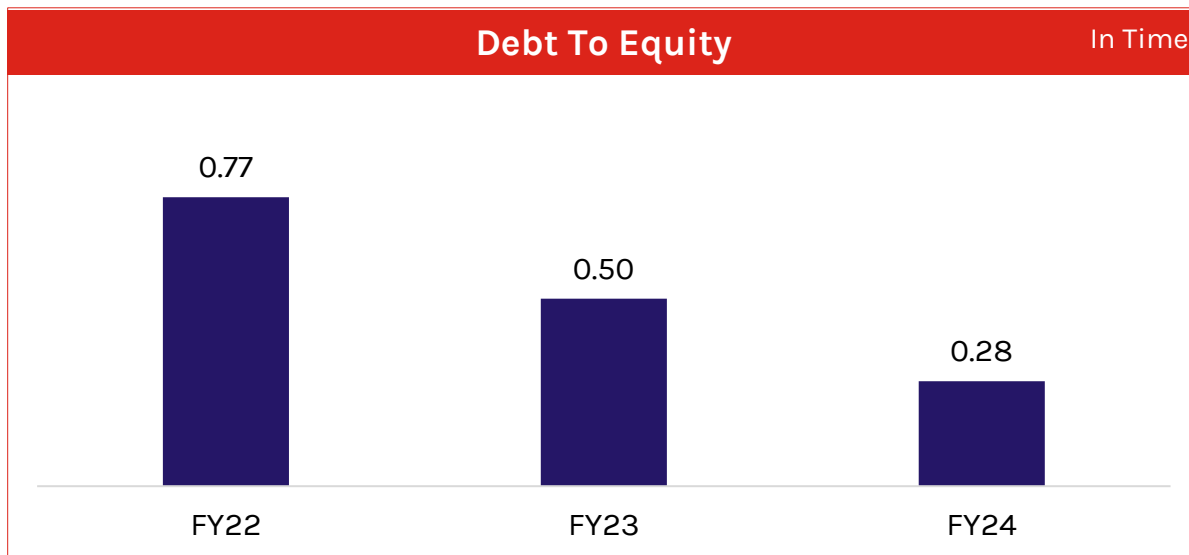
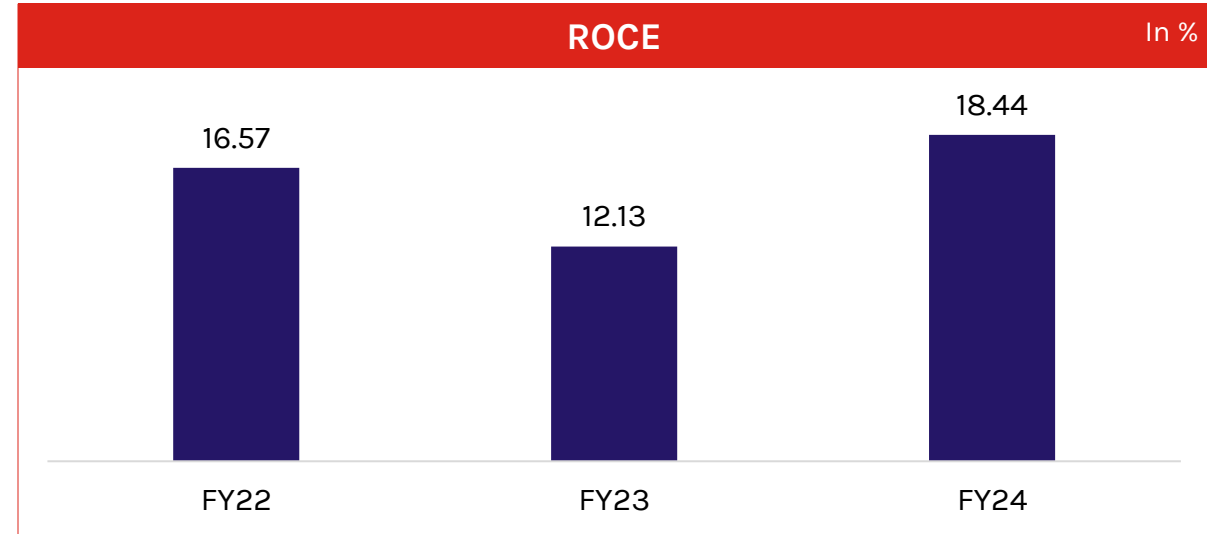
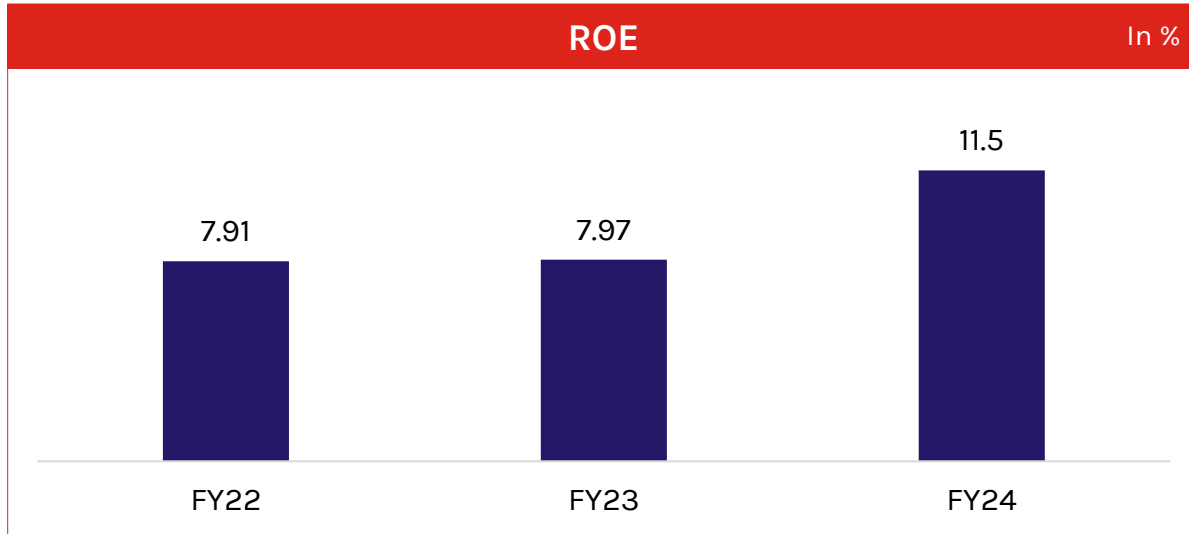


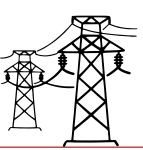
In ₹ Cr

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
Net Cash Flow	0.12	0.17	-0.01

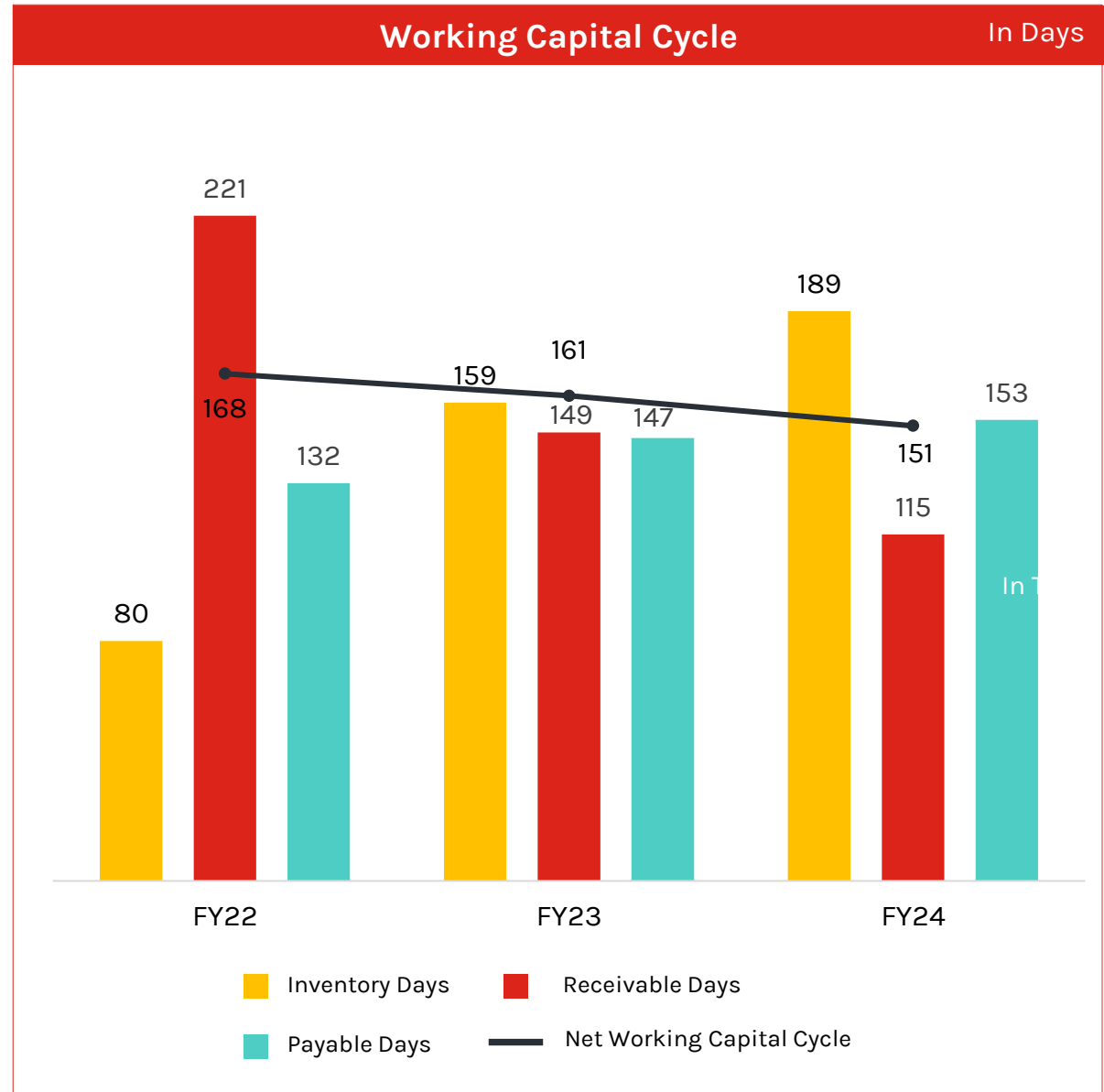
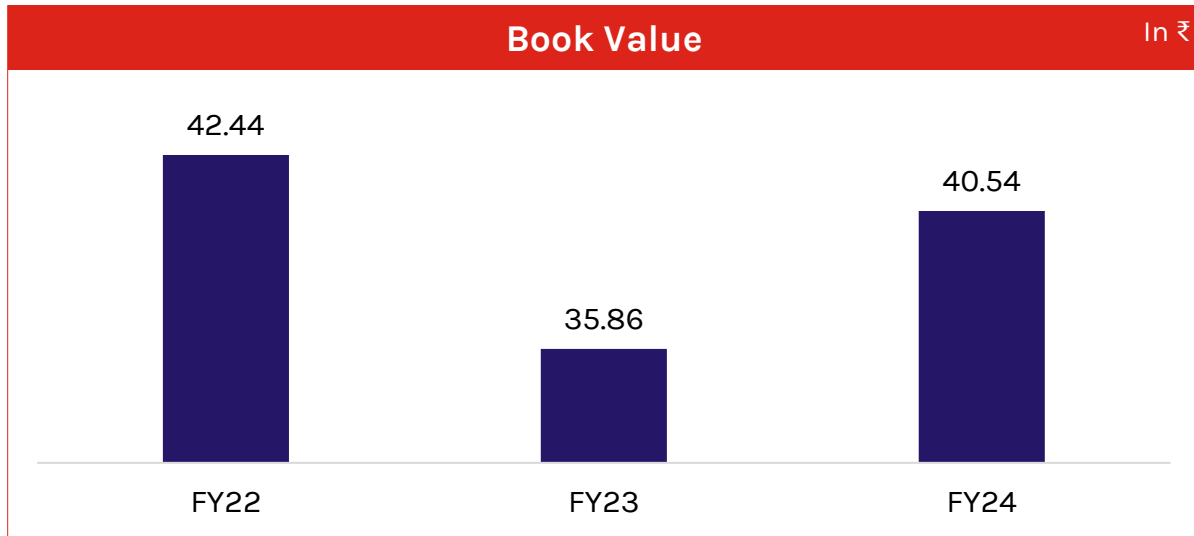
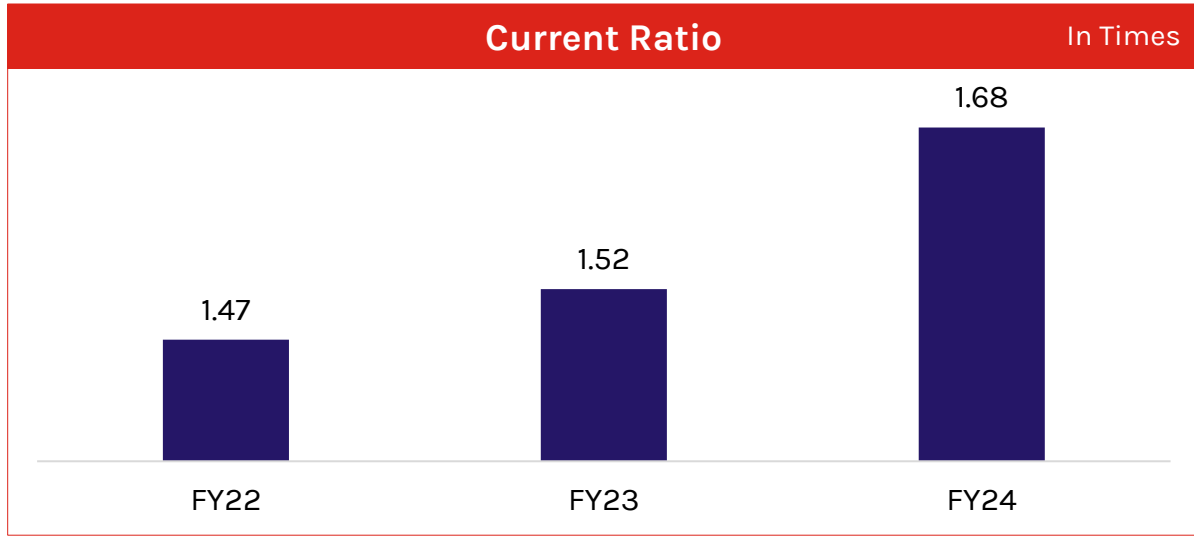


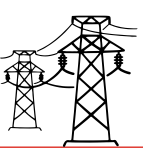
Key Ratios





Key Ratios

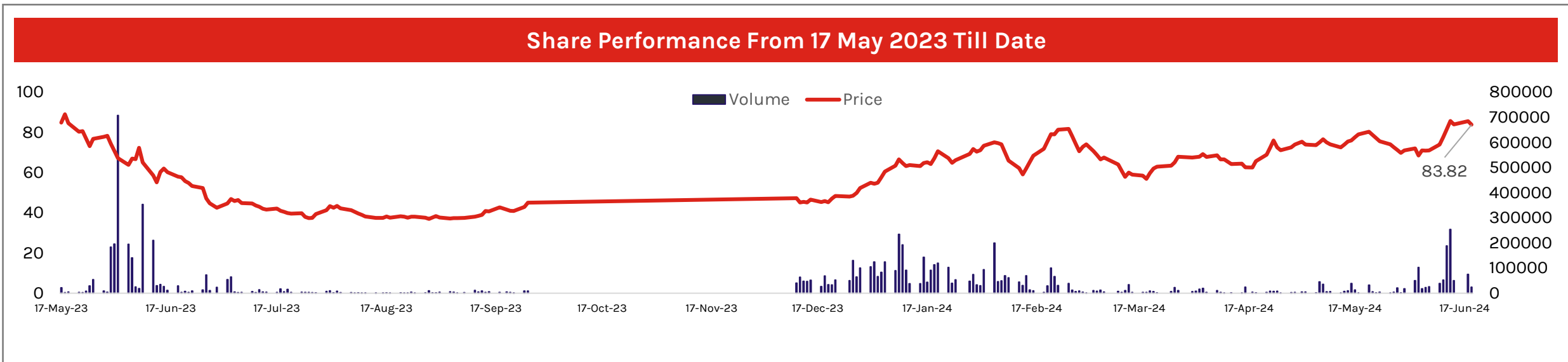
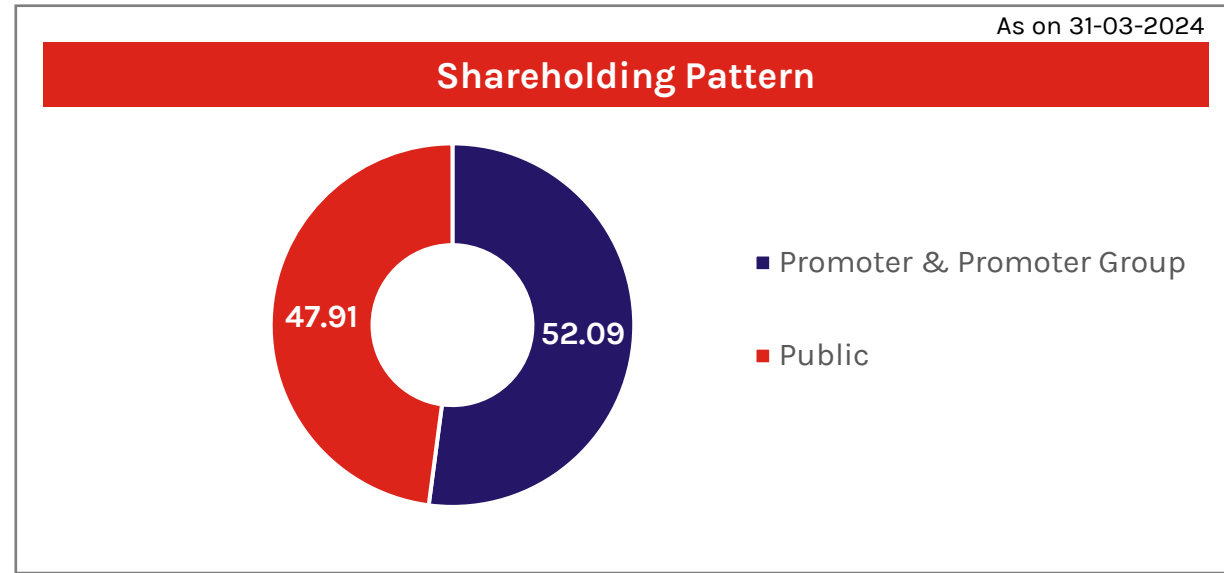




Stock Data

As on 19-06-2024

BSE: 543912 NSE: PIGL	
Share Price (₹)	83.82
Market Capitalization (₹ Cr)	104.30
No. of Shares Outstanding	12,633,900
Face Value (₹)	10.00
52 week High-Low (₹)	86.38 - 36.25



Source: BSE



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

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Thank You

