

### Power & Instrumentation (Guj.) Limited

AN ISO 9001: 2008 COMPANY

**CIN**: L32201G1983PLC006456

**Date:** February 17, 2025

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 Limited

Floor 25, P. J. Towers Dalal Street,

Mumbai - 400 001

Scrip Code:543912

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 and Nine months ended on December 31, 2024.

Kindly take the above intimation on record.

For, Power and Instrumentation (Gujarat) Limited

**MAUNISHKUM** 

AR SANATKUMAR

**GANDHI** 

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Maunishkumar Gandhi Company Secretary & Compliance officer

**Encl: As above** 





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### Management Comments On Q3 & 9M FY25 Financial Performance



### Mr. Padmaraj Padmnabhan Pillai

Managing Director

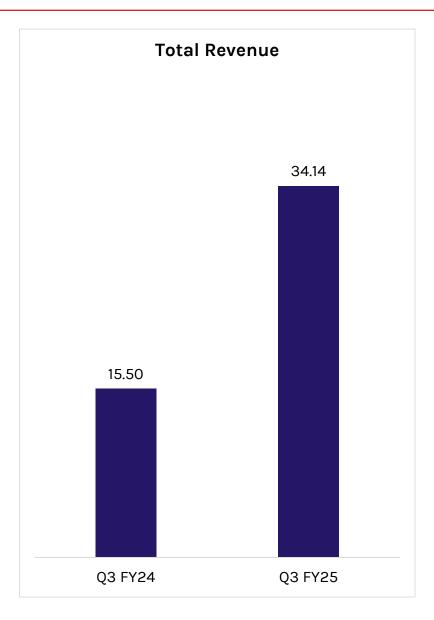
We are pleased to report a remarkable performance in Q3 FY25, with a 120% increase in revenue and a 278% surge in net profit. This strong growth trajectory reaffirms our commitment to scaling new heights. Notably, we have already surpassed our FY24 revenue within the first nine months of FY25.

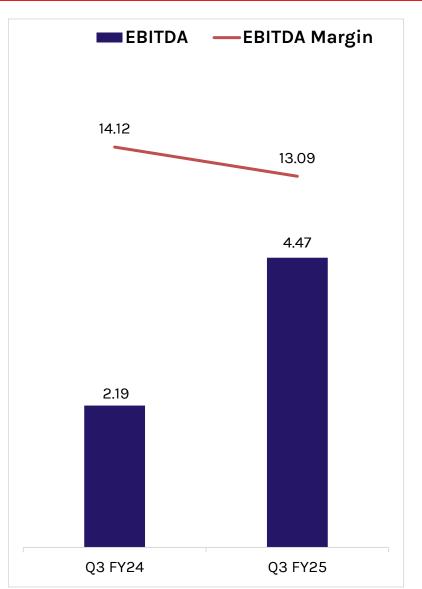
Additionally, we are excited to enter the Solar EPC segment, leveraging the growing demand for renewable energy. This presents significant opportunities for us to expand our expertise and strengthen our presence in the sector.

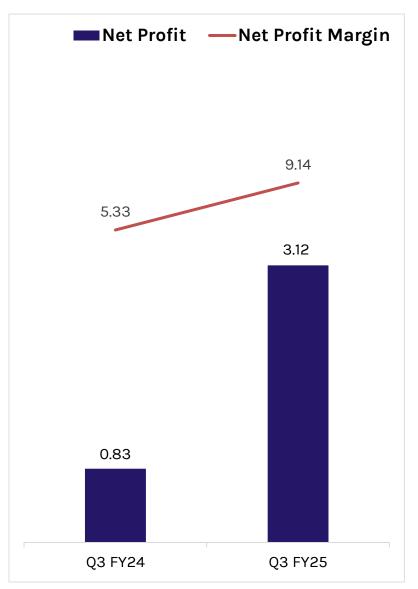
Furthermore, our plan to increase our stake in PECL to 60% will enable us to leverage its Siemens-certified expertise, enhance our manufacturing capabilities, diversify our product offerings, and expand our market reach. As we continue to scale our operations, we remain confident in sustaining strong growth in FY25 and beyond."

## Q3 FY25 Consolidated Financials Highlights









All Figures In ₹ Cr & Margin In %

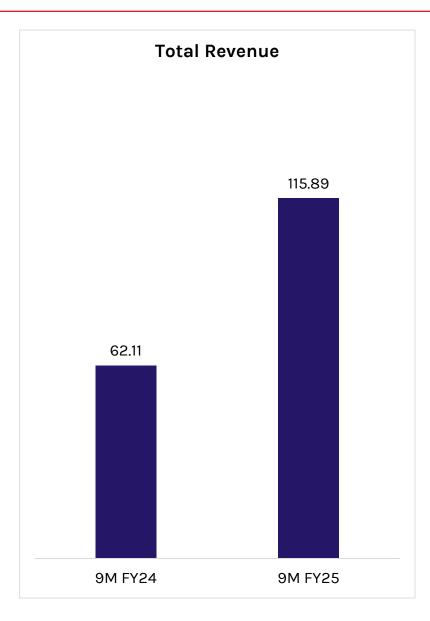
### Q3 FY25 Financials Performance

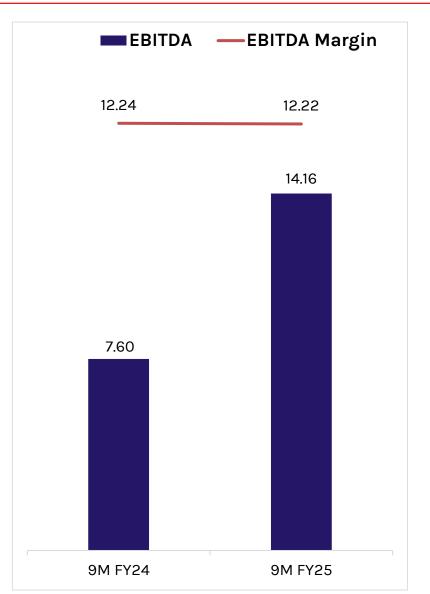


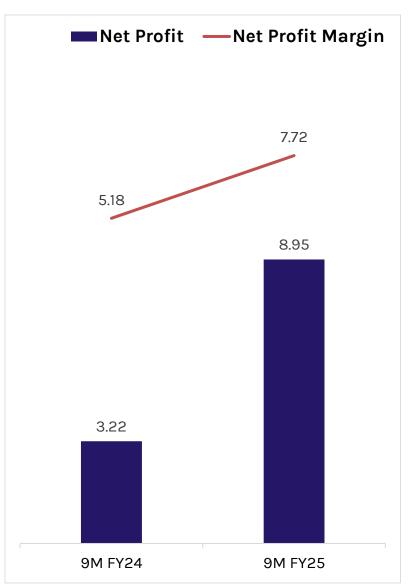
In ₹ Cr Consolidated Standalone **Particulars** Q3 FY25 Q3 FY24 Q3 FY25 Q3 FY24 **Net Sales** 33.37 15.13 33.37 15.13 0.78 0.37 0.78 0.37 Other Income **Total Income** 34.14 15.50 34.14 15.50 **Cost of Consumption** 27.45 10.17 27.45 10.17 **Employee Benefit Expenses** 1.06 0.90 1.06 0.90 Other Expenses 1.17 2.23 1.17 2.23 **Total Expenditure** 29.68 13.31 29.68 13.31 4.47 4.47 2.19 **EBIDTA** 2.19 13.09% EBIDTA(%) 14.12% 13.09% 14.12% 0.56 0.98 0.56 0.98 Interest Depreciation 0.06 0.05 0.06 0.05 **PBT** 3.85 1.16 3.85 1.16 0.97 0.34 0.34 TAX Expense 0.97 **Net Profit** 2.88 0.82 0.82 2.88 **Reported Net Profit** 3.12 0.83 2.88 0.82 NPM(%) 9.14% 5.33% 8.43% 5.30% EPS (₹) 1.94 0.65 1.79 0.65

## 9M FY25 Consolidated Financials Highlights









All Figures In ₹ Cr & Margin In %

### 9M FY25 Financials Performance



In ₹ Cr Consolidated Standalone **Particulars** 9M FY25 **9M FY24** 9M FY25 9M FY24 **Net Sales** 113.76 61.42 113.76 61.42 2.13 0.70 2.13 0.70 Other Income **Total Income** 115.89 62.11 115.89 62.11 **Cost of Consumption** 93.34 47.65 93.34 47.65 **Employee Benefit Expenses** 2.58 2.80 2.58 2.80 Other Expenses 5.59 4.29 5.59 4.29 **Total Expenditure** 101.73 54.51 101.73 54.51 14.16 14.16 7.60 **EBIDTA** 7.60 EBIDTA(%) 12.22% 12.24% 12.22% 12.24% 2.43 3.09 2.43 3.09 Interest Depreciation 0.18 0.17 0.18 0.17 **PBT** 4.34 4.34 11.55 11.55 2.91 2.91 1.12 TAX Expense 1.12 **Net Profit** 8.64 3.21 8.64 3.21 **Reported Net Profit** 8.95 3.22 8.64 3.21 NPM(%) 7.72% 5.18% 7.46% 5.18% EPS (₹) 5.57 2.55 5.38 2.54

## Q3 FY25 Operational Highlights



Peaton Electricals Company Limited (PECL) Secured a **prestigious Siemens license** to manufacture, assemble, and sell **SIEPAN 8PU low-voltage switchboards**, reinforcing technological expertise.

PIGL is planning to Increase stake in **PECL** from **15% to 60%**, strengthening its position in electrical manufacturing.

### **Growth & Synergies**



Expansion into highquality **Siemenscertified products**, boosting credibility and market access.



Enhanced manufacturing capabilities to cater to rising demand for advanced electrical solutions.



Diversified product portfolio and broader customer reach through strategic acquisitions.

## Q3 FY25 Operational Highlights



### Successfully Completed a Project For NFC Kota



Government of India Department of Atomic Energy





Client
Government of India's Department of
Atomic Energy, Nuclear Fuel Complex
(NFC), Kota



Project Value ₹10.18 Cr (Actual Execution Value: ₹10.80 Cr)



#### Scope of Work

- Designing, engineering, and supplying high-voltage Diesel Generator (DG) sets
- Installation, testing & commissioning of AMF & Synchronizing Panels,
  Switchboards, and other critical electrical systems

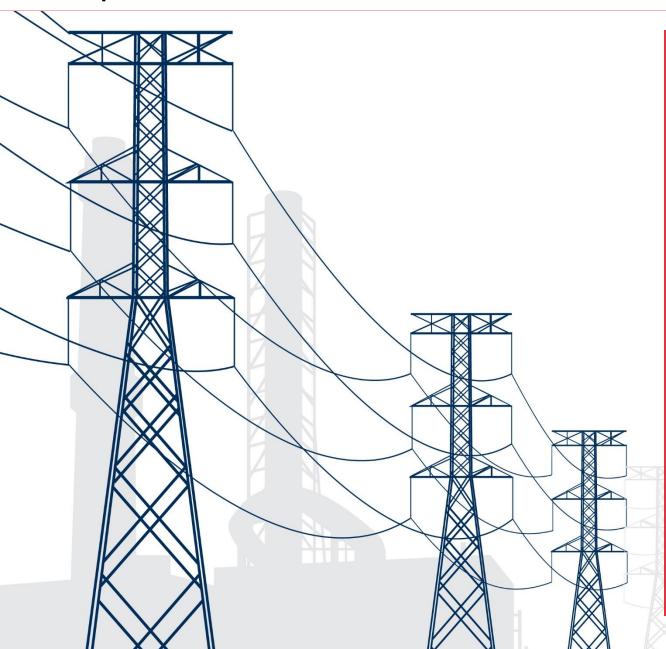
Received commendation by NFC for excellence in quality, technical expertise, resourcefulness, and financial strength

Reinforced PIGL's position as a trusted partner for high-value government and critical infrastructure projects by demonstrating precision-driven solutions for the nuclear energy sector.



### Comprehensive Electrical Solutions PIGL's Expertise





Founded in 1975, Power & Instrumentation (Gujarat) Ltd. (PIGL, The Company) has established itself as a leading force in the electrical contracting sector, specializing in providing comprehensive Engineering, Procurement and Construction (EPC) solutions.

The company offers a wide range of services, in the field of electrical engineering ranging in the transmission & distribution sector & also provides post installations maintenance services. The expertise spans across designing, supplying, installing and maintaining energy-efficient power systems across the industry.

With a proven track record, Power & Instrumentation (Gujarat) Ltd. has successfully completed over 35 airport projects, electrified more than 100000 BPL households, laid more than 20000 Km of HT & LT lines. The company is actively involved in projects involving generation, transmission and distribution demonstrating its versatility and the repeated order are testimony to the company's commitment to quality.

The company's service portfolio covers the complete spectrum in electrical services ranging from the construction and maintenance of indoor and outdoor substations, providing alternate power back up by means generating sets & UPS Sytems, power distribution panels, lighting solutions, access control systems, fire fighting, ELV works and building management systems. Serving a diverse clientele across industrial, commercial and governmental sectors, Power & Instrumentation (Gujarat) Ltd. is known for its meticulous project execution and on-time delivery.

In May 2023, the company successfully migrated to the main boards of the National Stock Exchange (NSE) and the Bombay Stock Exchange (BSE), marking a significant milestone in its growth journey.

### PIGL's Commitment: Mission, Vision, & Values





We want to dedicate our experience & expertise in providing energy efficient services. We want to blend our experience with groundbreaking innovation & provide futuristic solutions to our customers. We want to be a socially responsible company and cater to the segments of the society for whom electricity is still a dream. The company shall work with consciousness & ethics to be a leader nationally & globally.

#### **Vision Statement**

Be the leader in providing integrated solutions for engineering & installations covering the complete industry ranging from Generation to Distribution. We want to create sustainable infrastructure for the future generations. We will strive to achieve the motto of "IM POSSIBLE"

#### **Values**

The core essence of the company is the values on which it has been build. We are dedicated to pass on the same to the future generations. We have nurtured and inculcated our DNA with integrity, compassion & transparency as we move forward to the new ages.

### **Key Facts & Figures**















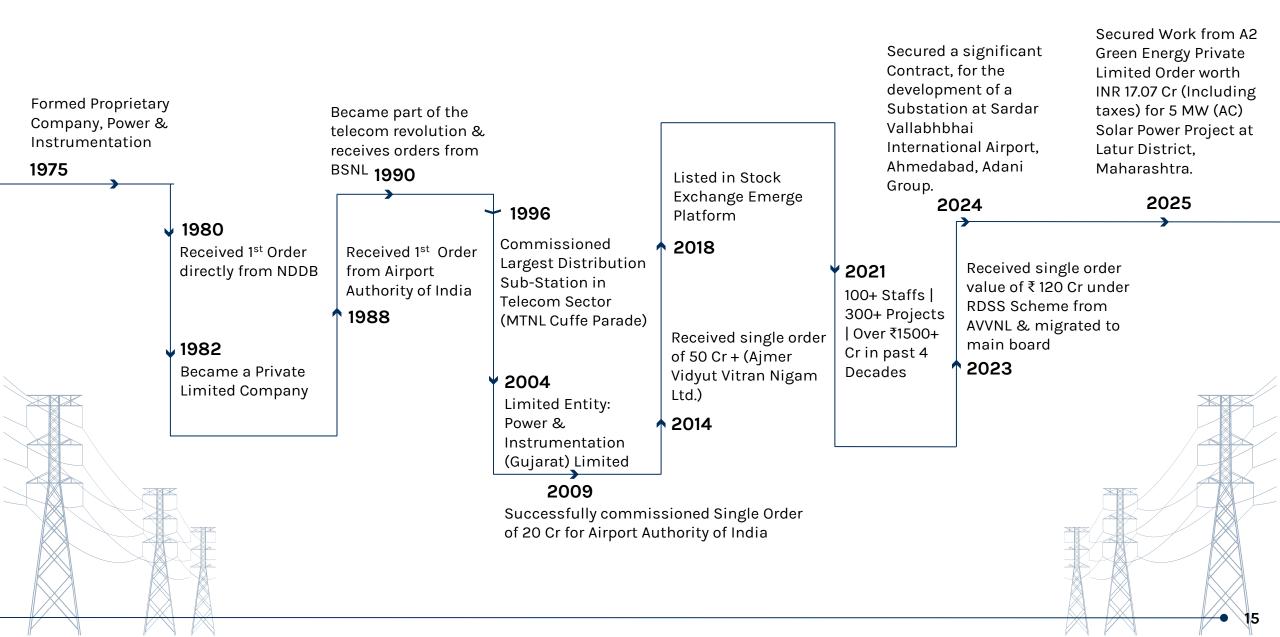






## Key Milestones in PIGL's Journey







## A Strong Industry Presence



### **SERVICE AREAS**



Semi Govt. & Public Sector Undertaking



**Central Govt. Organizations** 



**Telecom Companies** 



Leisures



Hospitals



**Industries & Companies** 



**Architect & Consultants** 



**State Government** 



"A" Class Electrical
Contractor
registration in more
than 7 states



Electrical EPC Services



Complete turnkey Electrical Services for all industries



Specialized in
Distribution
Substations,
Backup Power &
Uninterrupted
Power



Specialized Lighting Solutions



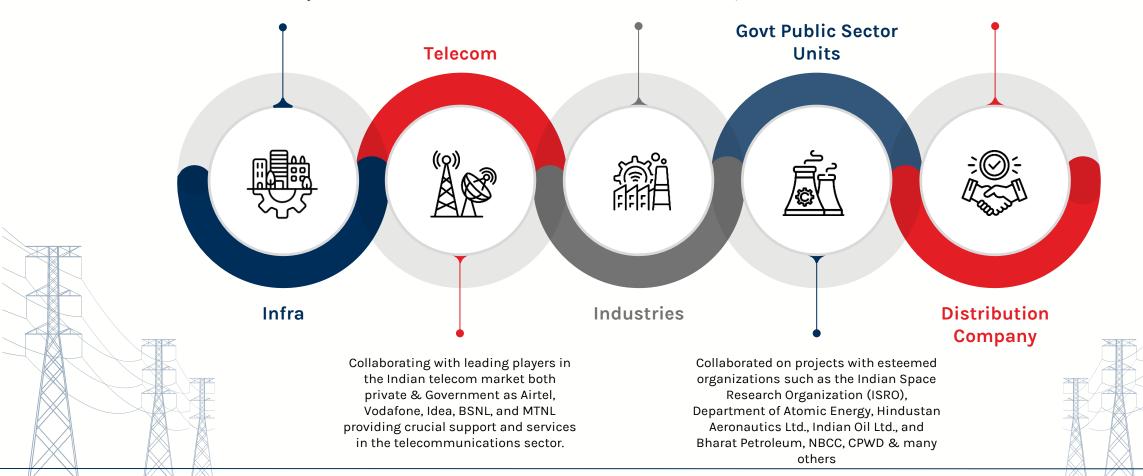
Solar & energy storage solutions

### **Business Segments**

Undertaking electrification & power supply projects for airports, railways, Bus Rapid Transit systems, water supply, Dams and many more.

Engaged with both government and private sectors, including Ford India, Arvind mills, Crowne plaza & others, government textile units, and Bharat Dynamics Limited (BDL) manufacturing missiles for the Indian Air Force, Pharma industry

Partnering with prominent distribution companies to enhance our reach and service delivery, ensuring efficient and reliable distribution of electrical solutions across various sectors.



## Trusted By Top Industry Leaders PIGL's Marquee Clients

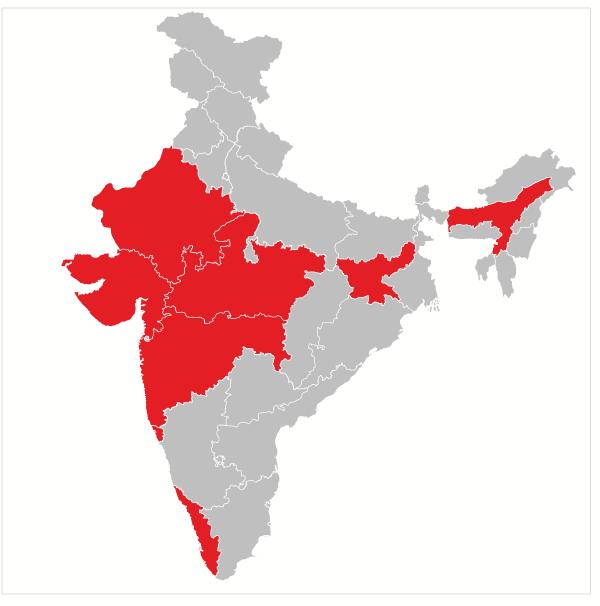




# PIGL's Current Operational Footprint



State	Key Projects
Gujarat	Ahmedabad International Airport Ltd -Adani Airport Authority of India -Mumbai
Rajasthan	Ajmer Vidhyut vitran nigam Ltd
Jharkhand	Jharkhand Bijli Vitran Nigam Limited
Assam	Assam Power Distribution Company Limited     Public Health Engineering Department, Assam
Kerala	KITCO Ltd - Government of Medical College, Kerala
Goa	Goa State Infrastructure Development Corporation Limited
Madhya Pradesh	MP Poorv Kshetra Vidyut Vitran Co. Ltd.
Maharashtra	A2 Green Energy Private Limited (formerly known as Hydel Consultants Private Limited).

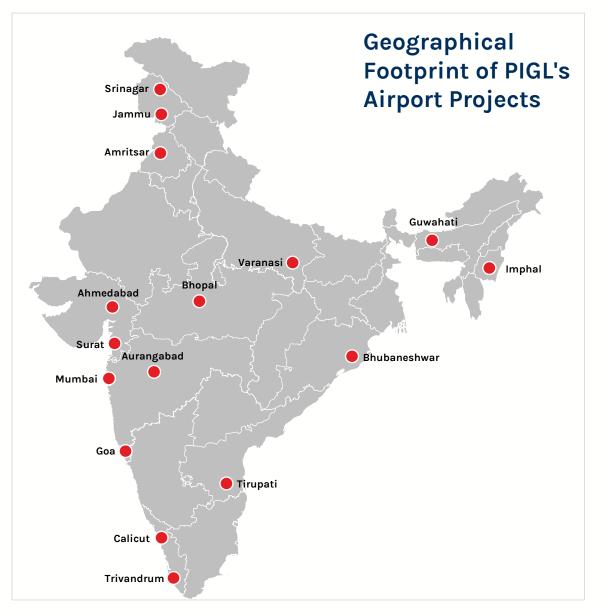


## Key Airport Electrical Infrastructure Projects by PIGL



### Some of the notable projects are:

Projects	Locations
Substation Development Project at Sardar Vallabhbhai International Airport, Ahmedabad	Ahmedabad
Construction of new International Terminal Building at Ahmedabad Airport	Ahmedabad
Substation Equipment's	Aurangabad
SITC of Substation Equipment & DG Sets at Biju Patnaik airport, Bhuvneshwar	Bhubaneshwar
SITC of Substation Equipment & DG Sets at Tirupati Airport	Tirupati
Expansion & Modification of Terminal Building at CA Jammu	Jammu
Construction of New ATC Tower and Technical Block at LBSI Airport Varanasi. SH: Provisioning of Substation Equipment & D.G. Sets etc.	Varanasi



## Order Book Current Contracts & Progress



#### Work on hand as on date

Value of contracts	Cost of Work Executed	Remaining Value of Work as on date
₹ 316.01 Cr	₹ 116.98 Cr	₹ 199.02 Cr

These contracts include direct contracts, subcontracts, as well as those secured through joint ventures.

### Orders on Royalty basis

#### Value of contracts

₹ 191.28 Cr



## **Recently Received Project**

materials.

**Contract Part II** 



### 

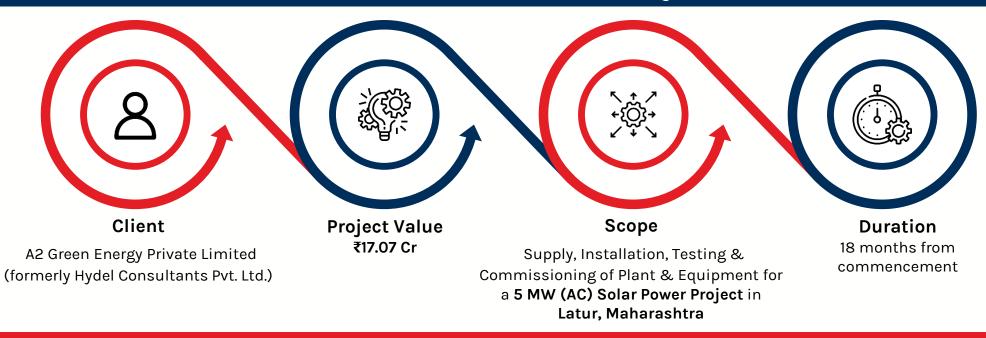
Scope: Site survey, planning, design, engineering, assembly, manufacturing, testing, and supply of necessary

**Comprehensive Planning and Material Supply** 

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### New Work Order Worth ₹17.07 Cr Solar Power Project in Maharashtra



### Strategic Impact



Strengthens PIGL's position in India's renewable energy sector



Aligns with India's vision for sustainable and clean energy



Expands PIGL's portfolio in solar power infrastructure



Showcases expertise in executing large-scale renewable energy projects



### Overview Of India's Power Landscape



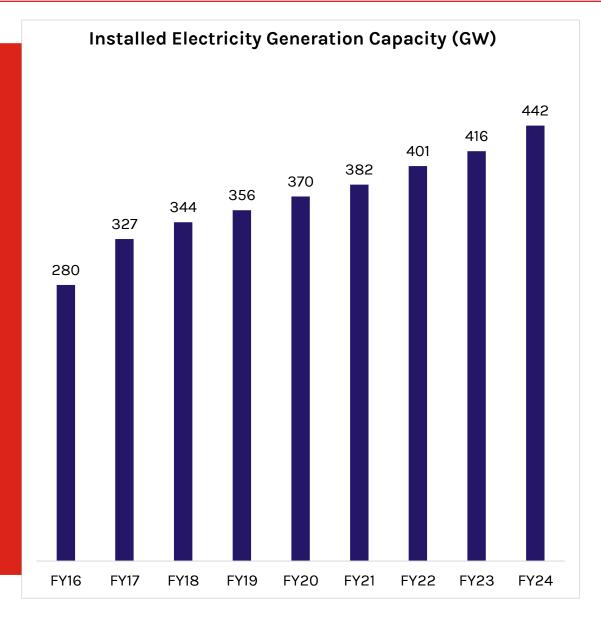
India is the third-largest producer and consumer of electricity worldwide, with an installed power capacity of 454.45 GW as of October 31, 2024.

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.



GW - GigaWatt, MW - MegaWatt

Source: IBEF

### Transforming India's Power Sector: RDSS & 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
- o With a comprehensive budget of ₹3.03 lakh Cr spanning from FY 2021-22 to FY 2025- 26, the RDSS signifies India's commitment, encompassing a projected Government Budgetary Support of ₹97,631 Cr.

#### **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 222 million (22.24 Cr) sanctioned meters. Among these, contracts have been awarded for the installation of 36.5 million (3.65 Cr) meters. Presently, around 13.2 million (1.35 Cr) smart meters have been successfully installed and put into operation.

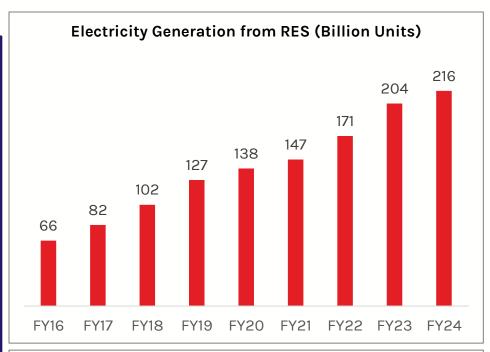
The Central government aims to install 25 crore smart meters by the end of 2025.

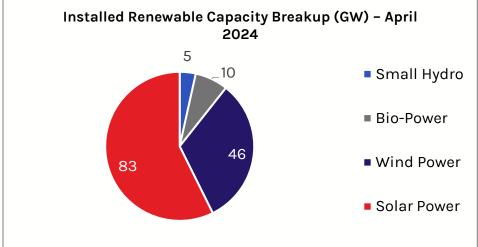
State	Smart Meter Sanctioned	Smart Meter Installed
Uttar Pradesh	3.09 Cr	12 Lakh
Tamil Nadu	3.00 Cr	1.29 Lakh
Maharashtra	2.35 Cr	2.75 Lakh
West Bengal	2.12 Cr	1.01 Lakh
Bihar	1.72 Cr	42.64 Lakh
Kerala	1.32 Cr	805
Haryana	10.00 Lakh	8.47 Lakh
Assam	69.21 Lakh	26.15 Lakh

### Overview Of India's Renewable Energy Landscape



- The International Energy Agency's World Energy Outlook projects a growth of renewable energy supply to 4,550 GW in 2040 on a global basis.
- Installed renewable power generation capacity has increased at a fast pace over the past few years, posting a CAGR of 15.32% between FY16 and FY24. India has 143.6 GW of renewable energy capacity in FY24.
- As of April 2024, 43.28% of the total power installed capacity is from non-fossil-based sources, which fulfils the target of 40% by the end of 2022.
- The country plans to reach 450 GW of installed renewable energy capacity by 2030, with 280 GW (over 60%) expected from solar power. This ambitious target will also provide investment opportunities worth US\$ 221 billion by 2030.





### India's Solar Surge Powering The Future





Due to its favorable location in the solar belt (400 S to 400 N), India is one of the best recipients of solar energy with abundant availability

As of June 2024, India's total installed solar capacity reached 87.2 GW



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 Cr to the solar power sector, particularly for off-grid solar initiatives.

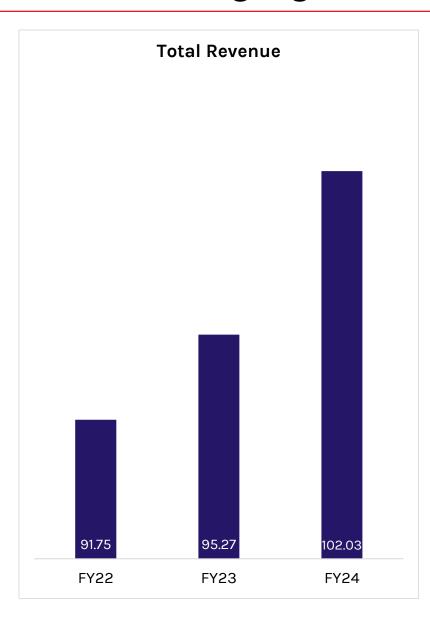
This achievement holds great significance as India's ambitious goal is to establish 500 GW of renewable energy capacity by 2030.

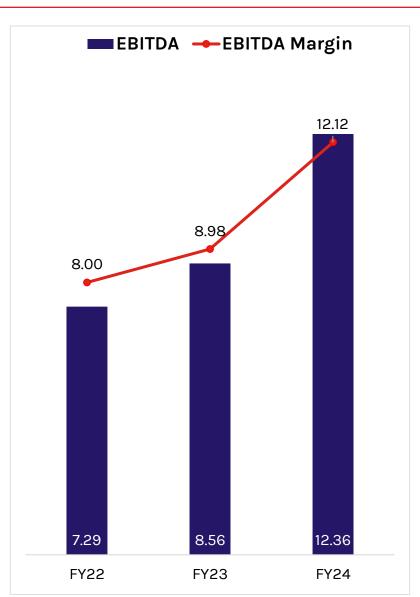
To support the ambitious solar energy expansion, the government is investing significantly in strengthening the transmission and distribution infrastructure. This is crucial to ensure efficient grid integration and reliable power delivery.

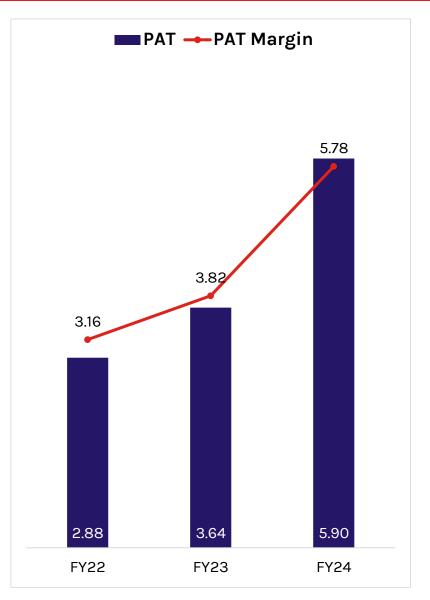


## Financials Highlights (Consolidated)









All Figures In ₹ Cr & Margin In %

## Financial Performance (Consolidated)



			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
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)**



Assets	FY24	FY23	FY22
Non Current Assets	7.7-7		
Fixed assets	1.28	1.39	1.12
Non Current Investments	0.33	0.36	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	21.45	20.83	16.00
Current Assets			
Inventories	40.80	34.64	16.93
Trade receivables	30.67	38.36	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	86.02	85.89	80.65
Total Assets	107.47	106.73	96.65

			In ₹ Cr
Equities & Liabilities	FY24	FY23	FY22
Equity	12.63	12.64	8.58
Other Equity	38.59	32.69	27.87
Non Controlling Interests	0.00	0.00	0.00
Net Worth	51.23	45.33	36.45
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
<b>Total Non Current Liabilities</b>	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	107.47	106.73	96.65

## Cash Flow Statement (Consolidated)



			In ₹ Cr
Particular	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)



Particulars	FY24	FY23	In ₹ Ci <b>FY22</b>
Net Sales	97.49	93.09	91.28
Other Income	1.40	1.01	0.47
Total Income	98.89	94.09	91.75
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
РВТ	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)



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

			In ₹ Cr
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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
<b>Total Non Current Liabilities</b>	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

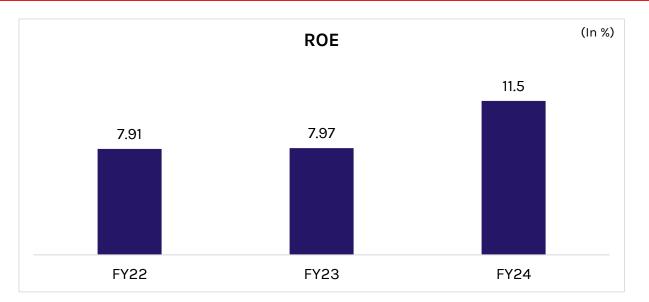
## Cash Flow Statement (Standalone)

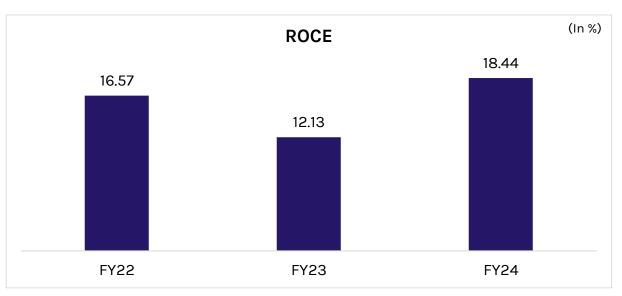


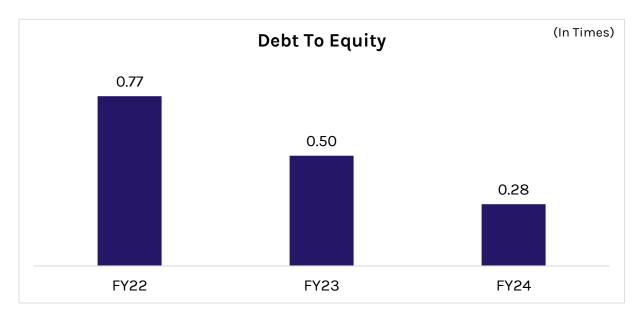
			In ₹ Cr
Particular	FY24	FY23	FY22
Cash from Operation	8.48	0.88	-2.62
Cash from Investments	-0.16	-4.37	0.53
Cash from Financing	-8.20	3.66	2.08
Net Cash Flow	0.12	0.17	-0.01

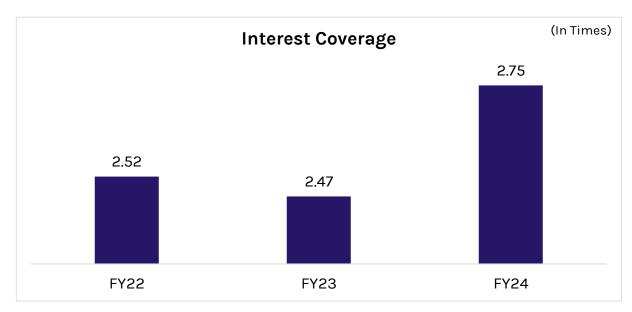
## **Key Ratios**





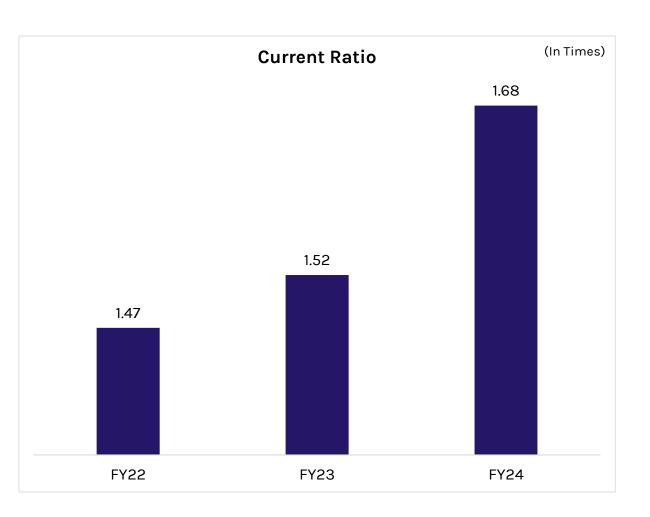


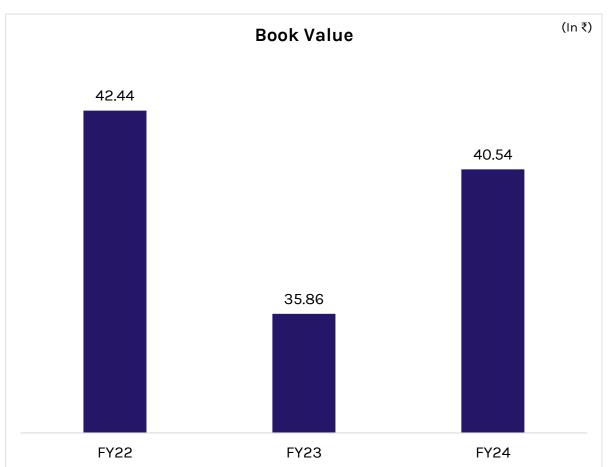




## **Key Ratios**



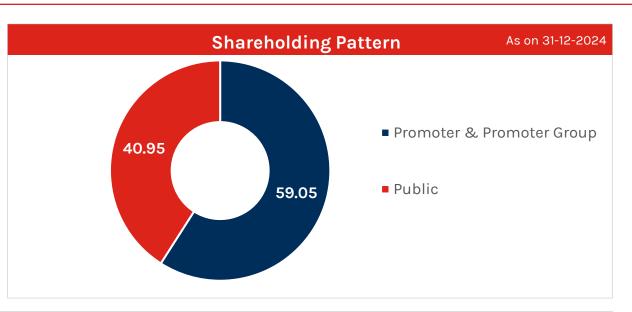


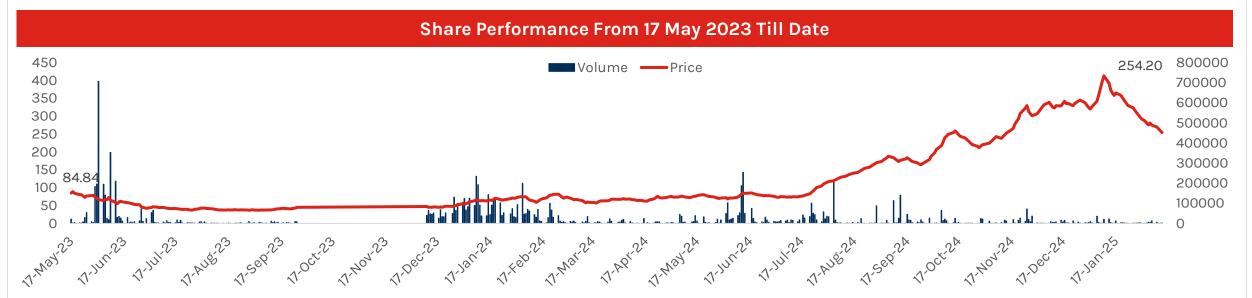


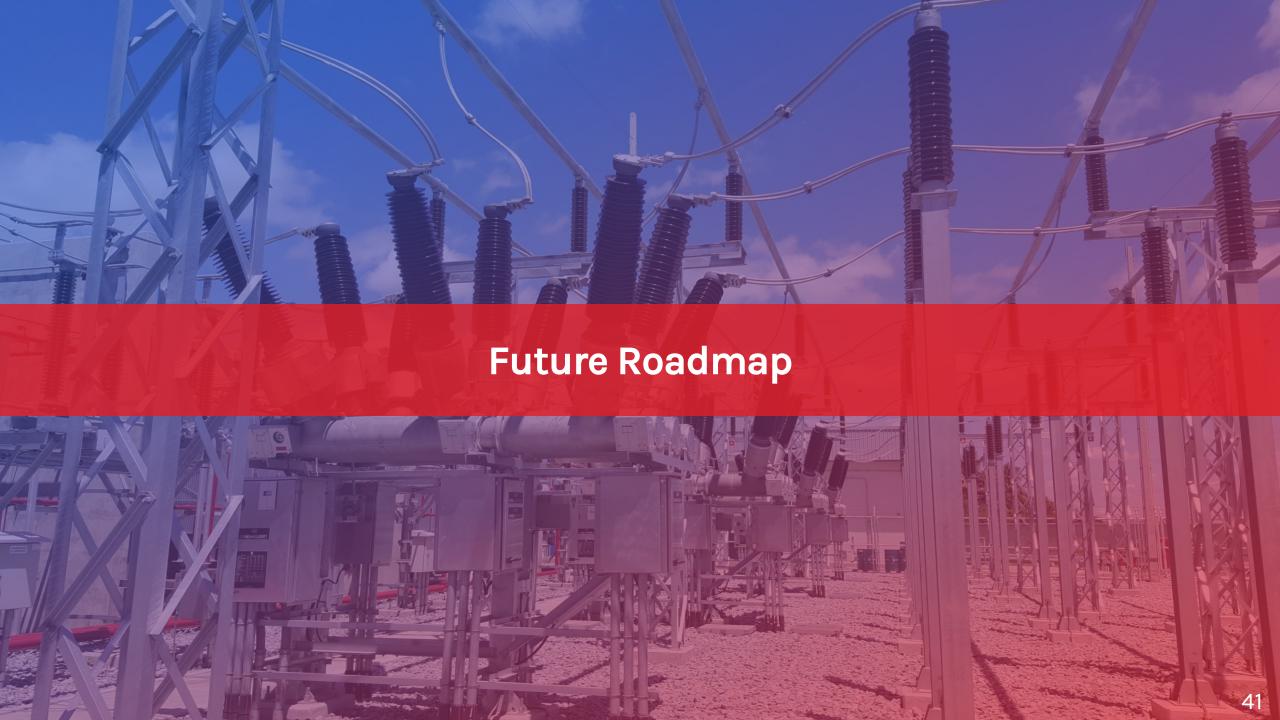
### Stock Data



BSE:   543912 NSE:   PIGL	As on 13-02-2025
Share Price (₹)	254.20
Market Capitalization (₹ Cr)	403.74
No. of Shares Outstanding	1,60,72,901
Face Value (₹)	10.00
52 week High-Low (₹)	416.40 - 54.94

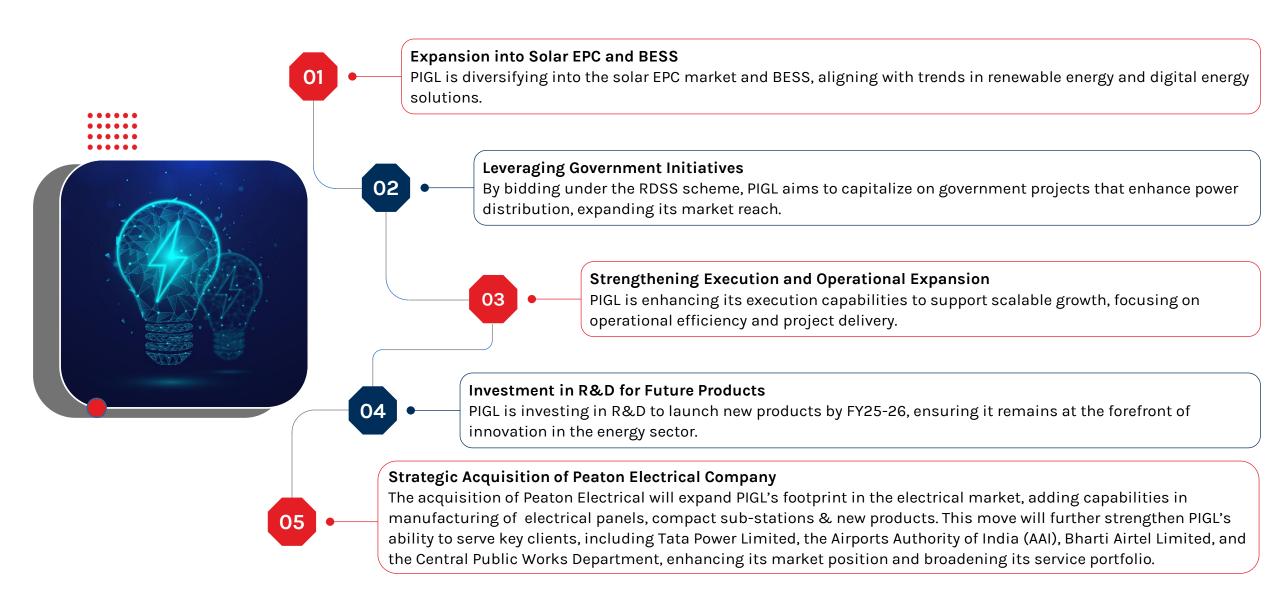






## PIGL's Growth Strategy: Diversifying & Innovating





### **Investment Rational**



#### **Eligibility for High-Value Contracts:**

By 2025, PIGL aims to qualify for larger orders valued at ₹300-350 Cr, enhancing its market opportunities and revenue potential.

#### **Phased Growth Strategy:**

The company is scaling up operations to strengthen its market position, with plans to sustain growth through operational excellence.

#### **Strong Revenue Growth Forecast:**

PIGL anticipates a 50% year-on-year revenue growth, driven by market expansion and improved execution.

#### Focus on Execution and Expansion:

The company is enhancing its execution capacity now to enable future operational expansion.

#### **Diversification into Renewable Energy:**

PIGL is entering the solar EPC and BESS markets, tapping into the growing demand for renewable and storage solutions.

# Market Strengthening through Acquisition:

The acquisition of Peaton Electrical expands PIGL's capabilities in manufacturing of electrical panels and compact substations, boosting its market presence.



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# Thank You

