

S & S POWER GROUP



ACRASTYLE LIMITED
INTELLIGENCE IN ELECTRICAL ENGINEERING



Investor Presentation

Q1 (FY 25) Results and Outlook / 23.08.2024

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Agenda

- Overview of our businesses
- Meet our Board of Directors
- Details of Restructuring undertaken
- Summary of financials
- Business outlook

Our Businesses



S&S Power Switchgear Equipment Limited specialises in designing and manufacturing High Voltage Disconnectors for power transmission and distribution. We are known for delivering reliable products tailored to industrial and utility applications globally.

www.sspower.com

Acrastyle Limited is an engineering company which designs and manufactures high-voltage sub-station protection and control equipment for the power grids in the UK market. We also offer customised engineered solutions for niche requirements.

www.acrastyle.co.uk

Hamilton Research is a technology company specializing in automation solutions for Aluminium plants. By leveraging domain expertise and artificial intelligence, we empower these plants to attain self-reliance, profitability, and sustainability.

www.hart.co.in

Meet our Board of Directors










Ashish Jalan

Promoter & Chairman



Krishnakumar Ramanathan

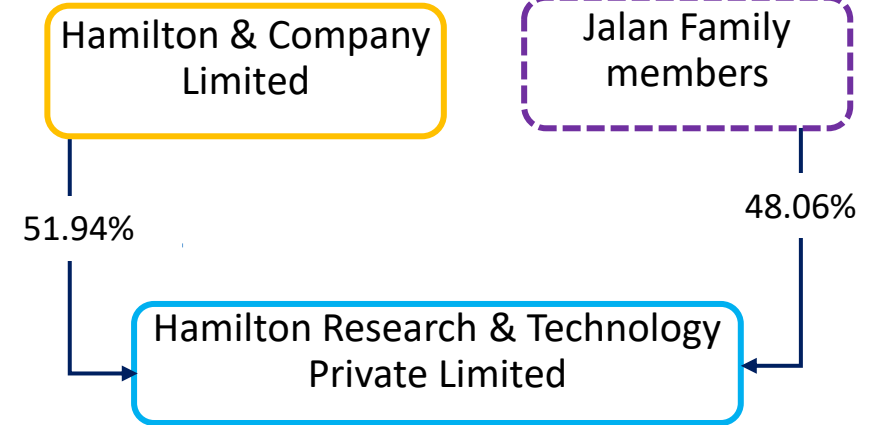
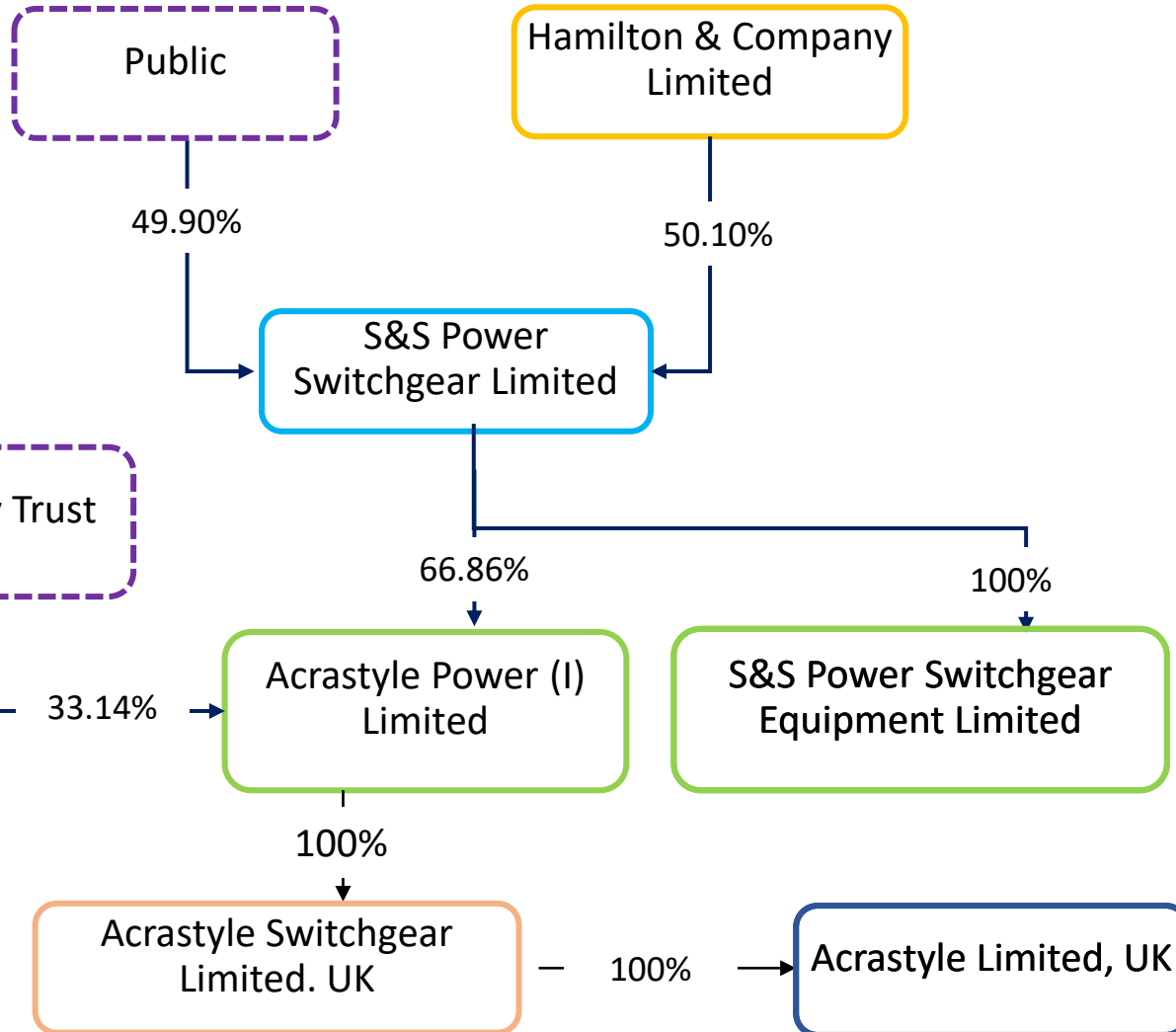
MD & Group CEO

<p>1. Mr. ASHISH SUSHIL JALAN - CHAIRMAN</p> <p>Mr. Ashish Jalan is a Commerce Graduate. He has to his credit over 30 years of experience in successfully setting up, acquiring and turning around businesses (in India and abroad) in electrical engineering, process automation and telecom infrastructure. He recently diluted a significant majority in the telecom business to one of the world's largest PE Infra investors. His primary focus is on people and process management, governance and financial rigour.</p>	
<p>2. Mr. KRISHNAKUMAR RAMANATHAN - GROUP CEO & MD</p> <p>Mr. Ramanathan has more than 30 years in the field of Industrial products (Electro-mechanical & Electronics), of which the last ~27 years were with Siemens across diverse roles in Automation, Drives, Power, Switchgear, and Motors at various functional levels, including Engineering, Business Development, Service, and Corporate Office. He believes in combining technological advancements and diligent executions to achieve best results</p>	
<p>3. Mr. AJAY KUMAR DHAGAT - INDEPENDENT DIRECTOR</p> <p>Mr. Ajay Dhagat is an Electrical Engineer from University of Jabalpur, India. He has deep domain expertise in Transmission & Distribution Industry, General Management, Business Leadership and Market for over 40 years. He has held positions like AREVA T&D India Country President and MD, and IEEMA President. He also has an international experience of handling Asia Pacific regions of Alstom T&D and was based in France.</p>	
<p>4. Mrs. GAYATHRI SUNDARAM - INDEPENDENT DIRECTOR</p> <p>Mrs. Gayathri is a Chartered Accountant and Cost Accountant. She combines a very bright academic record with best corporate exposure of over 20 years with specialization in Corporate Accounting, Risk Management & Treasury. Currently, associated with M/s Profoids Consulting, handling internal and management audits up to Audit Committee presentations, for a variety of Corporates Pan-India, including listed companies.</p>	
<p>5. AJAY TANDON – ADDITIONAL DIRECTOR</p> <p>Mr. Ajay Tandon is an Engineer from IIT Madras and has completed his management degree from IIM, Ahmedabad with 35+ years of rich work experience. He has handled both Executive and Non-Executive roles on the board of 19 companies in his career and Senior management roles with Tata Autocomp, General Motors, Godrej & Boyce etc.</p>	
<p>6. Mr. ARJUN SOOTA - ADDITIONAL DIRECTOR</p> <p>Mr. Arjun Soota is a BA Economics Graduate from St. Xaviers College, Mumbai, and post graduate diploma holder in Business management from XLRI, Jamshedpur. He has more than 20 years of experience in Banking & the Corporate sector in global, regional & country roles with top-tier financial institutions and multinational groups.</p>	
<p>7. Mr. VIKAS ARORA - ADDITIONAL DIRECTOR</p> <p>Mr. Vikas Arora is a professional with over 25 years of experience having worked with companies like NIIT, Versine Technologies and Hindalco Industries Limited. By qualification, Vikas is a science graduate from CCS University and has done his MBA from IMT CDL, Ghaziabad. Presently, Vikas is the CEO of Hamilton Research and Technology Private Limited.</p>	

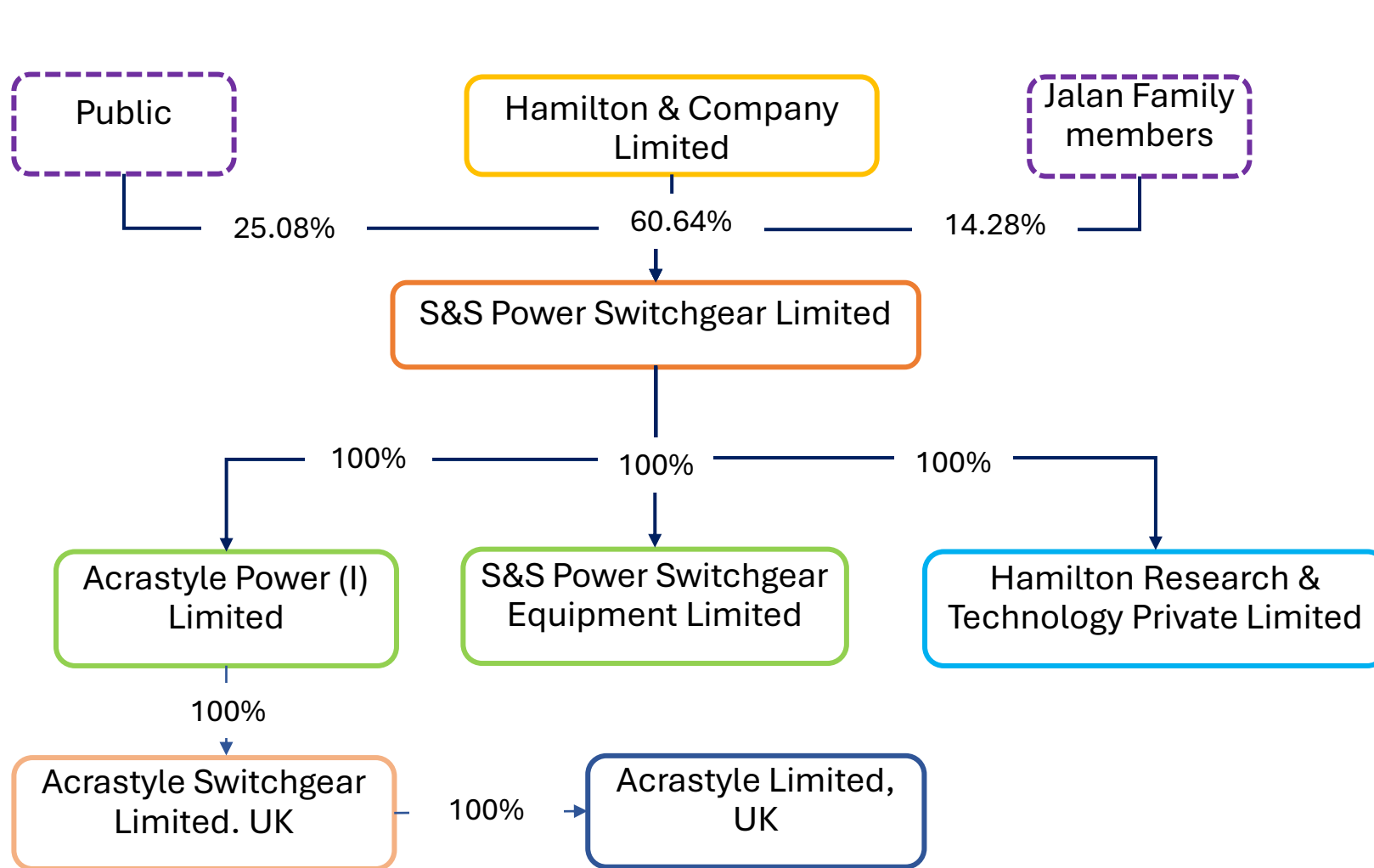
Group Holding – Before Restructuring

S&S Power Group

Hamilton Research (HART)



Group Holding – After Restructuring



A

Raised capital of Rs.46 Cr through a Preferential allotment to promoters, which enabled the Company to repay loans and interest of Rs.37.75 Cr in Jul'24

B

Acquired the minority stake of 33.14% in Acrastyle Power India Limited to convert it into a wholly owned subsidiary, which enabled the company to consolidate the entire sales of our UK operations into the Company.

C

Acquired 100% stake in Hamilton Research and Technology (HART), is a Kolkata based company in the cutting edge of specialized and proprietary automation technology, with special focus on the Aluminium sector.

Advantages of restructuring

- ✓ Simplified holding structure with clear ownership of subsidiaries
- ✓ Reduction of borrowings by Rs. 37.75 Cr in Jul'24, will lead to savings in interest cost of ~Rs. 4 Cr per annum
- ✓ Resultant improvement in net worth of the company from (-) Rs. 4.31 Cr to Rs. 75.67 Cr on a consolidated basis
- ✓ The acquisition of HART leads to higher EBITDA margins on consolidated basis and broadens our product portfolio
- ✓ Operational synergies from shared engineering, human resources, procurement, and wider market reach
- ✓ Restructuring enhances the ability to fund capex plans
- ✓ This is expected to unlock share holder value and create wealth over the long term

Consolidated Profit & Loss Account



Rs. Lakhs

FY'24	Particulars	Quarterly	
		Q1 (FY'24)	Q1 (FY'25)
15,938	Revenue from operations	3,607	3,617
10,445	Cost of Goods Sold	2,473	2,355
3,048	Employee Cost	736	889
1,359	Other Fixed Costs	277	406
119	Other income	21	28
1,206	EBITDA	142	(5)
8%	EBITDA Margin (%)	4%	0%
239	Depreciation	56	69
547	Interest	129	149
419	Profit Before Tax	(43)	(223)
12	Tax	0	4
432	PAT	(43)	(219)
3%	PAT Margin %	-1%	-6%
7	Basic EPS (Rs./share)	(0.69)	(1.77)

- Revenues were flat in Q1 due to deferred dispatch of some orders (for S&S), and the lead times for new orders (for HART)

HART became a subsidiary of the Company effective from June 1, 2024, and its financials are consolidated into the Company's accounts effective from that date. Consequently, HART results for Apr'24, May' 24, and Q1 of last FY are not included in the above.

Consolidated Balance Sheet

Rs. Lakhs

Particulars	31-03-2024	30-06-2024
Non Current Assets	5,515	8,972
Current Assets		
Inventories	2,661	3,438
Financial Assets		
(i) Trade receivables	3,985	3,237
(ii) Cash and bank balances	939	5,710
Other current assets	720	783
Less: Current Liabilities		
Financial Liabilities		
(i) Borrowings	1,155	1,249
(ii) Trade payables	4,884	4,301
Other current liabilities	283	291
Net Current Assets	1,983	7,328
Non-current liabilities		
(i) Borrowing	4,698	5,133
(i) Lease Liability	15	323
Others	3,216	3,275
Networth	(431)	7,568

- Assets and liabilities of HART have been consolidated with S&S effective from Jun 01, 2024, and are not included in comparable numbers as on Mar 31, 2024
- During the quarter, Rs. 46 crore of capital was raised through preferential allotment to promoters and is currently held in the bank balance. These funds were used to repay Rs. 37.75 crore in loans and interest in July'24

SSPSE:

- The transmission market is showing robust growth driven by urbanization, electrification, renewables integration and digitalization of our markets in India
- In India, the fast-track implementation of transmission projects through the TBCB(Tariff Based Competitive Bidding) route is helping in increasing the demand and reducing cycle times
- We are developing new products including a 765 kV disconnectors that will enlarge the market reach and business opportunities
- Demand from export markets remain steady though there are some delays in new order finalization
- We have strengthened our team with new resources across HR, Finance, project management and sales

Business outlook

Acrastyle:

- The energy transition to the renewables in the UK is creating a robust demand for our products and services
- Robust order booking seen in the first quarter and is expected to continue for the foreseeable future
- Our core portfolio of customised engineering solutions is gaining traction with customers
- We are augmenting our manufacturing and testing facilities to prepare for growth
- We are investing in resources across business development, HR and manufacturing

Business outlook

HART:

- Aluminium being infinitely recyclable metal is seen high demand from existing as well as new sectors
- Customer are investing in modernization and sustainable operations, both of which create positive market situation for us
- We have secured high order intake in Q1, some of which will extend to FY'26
- Robust requirement for spares and services
- Factory improvements and outsourcing have led to substantial decrease in cycle times and improved margins
- We are focusing on acquiring new customers domestic and international and on value added services like M&S and SAAS

S&S Power Group of Cos.

Thank you

For clarifications, please write to secretarial@ssppower.com