



Salasar Techno Engineering Limited

Dated: 29.05.2023

To,

The Manager – Listing National Stock Exchange of India Ltd. Exchange Plaza, BandraKurla 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

Dear Sir/Madam

Please find attached herewith Investor Presentation of the Company w.r.t. Financial Results of the Company for Q4 & FY23, for your record and further dissemination.

Kindly take the same on record.

Thanking You,

Yours Sincerely

For **Salasar Techno Engineering Limited**

Alok Kumar
(Managing Director)
DIN:01474484

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
Regd. Office- E-20, South Extension 1, New Delhi-110049
www.salasartechno.com

+91 8938802180, 7351991000
+91 120 6546670
Fax: +91 11 45823834

towers@salasartechno.com
marketing@salasartechno.com



SALASAR
Building a stronger future



A **SEASONED** INFRASTRUCTURE
ENABLER WITH KNOWLEDGE,
DEPENDABILITY, AND AGILITY

SALASAR TECHNO ENGINEERING LIMITED

Investor Presentation, May 2023

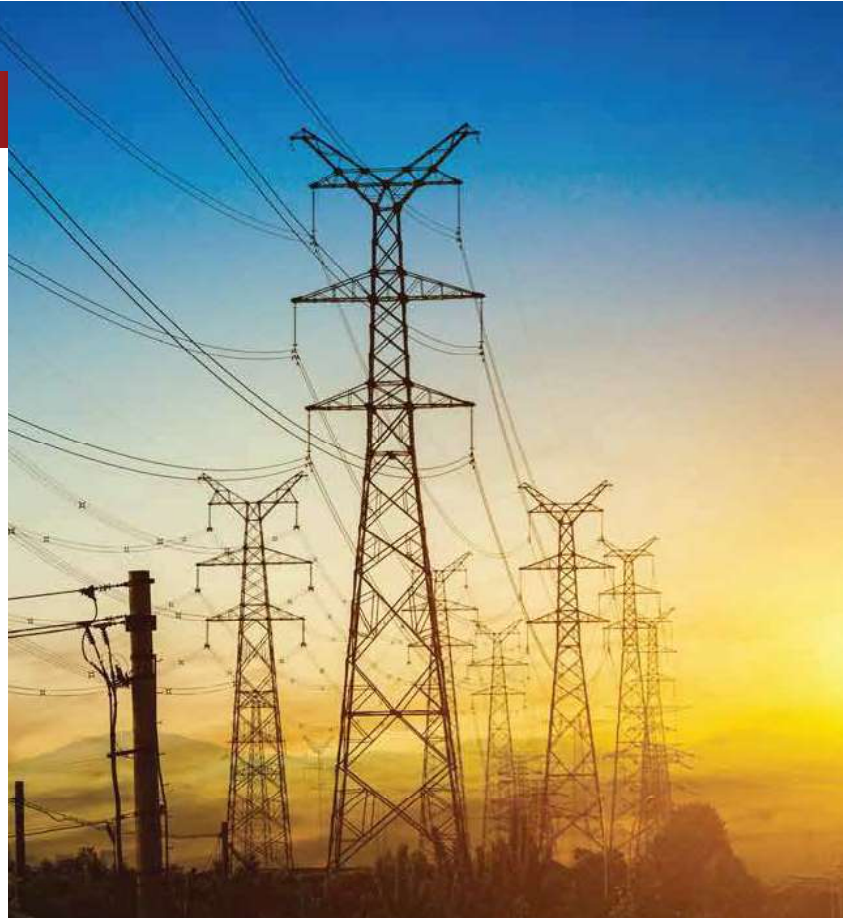


SAFE HARBOUR

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, which may 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 of the management of Salasar 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 Salasar’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 Salasar. It should be noted that the actual performance or achievements of Salasar 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.



FROM THE MANAGEMENT'S DESK

"It gives us immense pleasure to introduce Salasar Techno Engineering Ltd, a one stop infrastructure solutions company with dominant presence in multiple industries that are building the New India. We have been in the business for about 2 decades and have successfully emerged as a leading player catering to wide range of industries in the field of Steel fabrication, infrastructure development, designing and manufacturing of telecom towers, Railway & Electricity Transmission EPC projects, and heavy steel structures.

As a leading player in the industry, we offer 360 degree solutions to our clients across continents and have consistently delivered innovative solutions, meeting their diverse needs, and surpassing their expectations. Our unwavering focus on quality, safety, and sustainability has enabled us to build strong relationships with our stakeholders.

We carry out our operations via 3 state-of-the-art manufacturing facilities having a capacity of 1,15,000 MTPA. These facilities are equipped with cutting-edge technologies, In-House IIT certified designs, and time tested Ramboll designs & tools to enhance our capabilities. Our team of highly skilled professionals is dedicated to delivering projects on time and within budget. We proudly boast of having zero defect production, the shortest delivery windows in the industry, and the ability to ramp up operations in minimum time anywhere.

At Financial front, our Revenue from Operations recorded a growth of 38.83% moving from Rs. 2,122.75 Mn. in Q4 FY22 to Rs. 2,946.96 Mn. in Q4 FY23 led by an increase in demand for its diversified EPC solutions services and efficient execution of the order book. In the same period, EBITDA increased by 86.04% from Rs. 160.46 Mn. in Q4 FY22 to Rs. 298.51 Mn. in Q4 FY23 & EBITDA Margins grew by 257 bps from 7.56% in Q4 FY22 to 10.13% in Q4 FY23. PAT stood at Rs. 147.31 Mn. in Q4 FY23 v/s Rs. 71.34 Mn. in Q4 FY22 increasing by 106.50%. PAT Margins were recorded at 4.97% in Q4 FY23 surging by 161 bps.

Looking ahead, we remain optimistic about the future of the engineering and infrastructure sector, and we are well-positioned to capitalize on the opportunities that lie ahead." **Shashank Agarwal**



SALASAR AT A GLANCE



1

AREAS OF OPERATIONS

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



2

INFRA STRUCTURE CAPACITY

- **3 State-of-the-art** Manufacturing facilities
- Installed capacity of **1,15,000 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



3

GEOGRAPHICAL PRESENCE AND PENETRATION

- Pan-India presence
- **600+ Clients** and customers served
- Supplied **50,000+ Telecom** Towers
 - Laid **-702 KMs** of Power Transmission Line
- Laid **-588 Railway track** km
 - Global Footprint: serves **25+ countries**



4

FINANCIAL PROWESS

- Revenue grew by **14.86% CAGR** from FY18 - FY23
- EBITDA grew by **11.20% CAGR** from FY18 - FY23
- PAT grew by **6.32% CAGR** from FY18 - FY23



COMPETITIVE ADVANTAGE



DIVERSIFIED BUSINESS MODEL

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 lower-costing 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

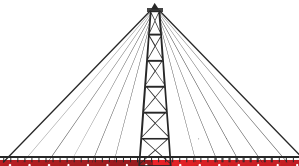


OUR JOURNEY



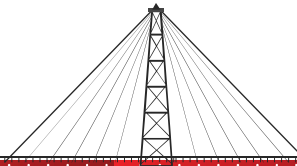
- Incorporated in the year 2006 and established itself as the industry leader in manufacturing and supply of Telecom Towers.

2006-2015



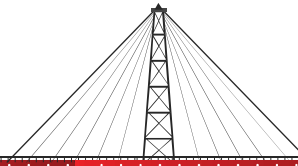
- Bagged project worth **Rs. 2,280Mn.** for rural electrification from PVVNL, UP.
- Introduced – Telecom Monopoles

2016



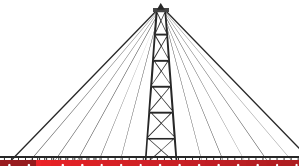
- Got listed on NSE and BSE Platform
- Introduced new products like high mast, stadium lights & flag poles, and smart city poles
- Increased its galvanizing capacity to **50,000 MTPA**

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.**

2018



2019

- 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

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 worth **Rs. 1,430 Mn.** From Nepal Electricity Authority (NEA) for Procurement of Material equipment, associated accessories, and necessary installation services including design, erection, testing, and commissioning of 33/11 KV substations and 33 KV, 11 KV, 400 V Lines and Distribution system Networks in Dang, Rukum East, and Baitadi Districts of Nepal.



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.

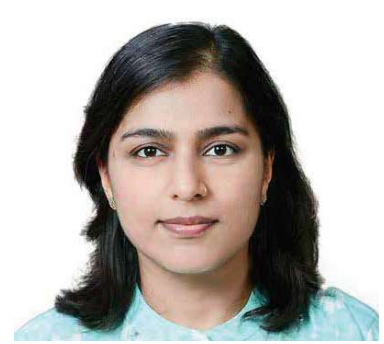


Mr. Shalabh Agarwal

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

B.Tech Civil Engineering, M.Tech Structural Engineering, PGDIM and 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. Garim Dhamija

Independent & Non-Executive Director

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

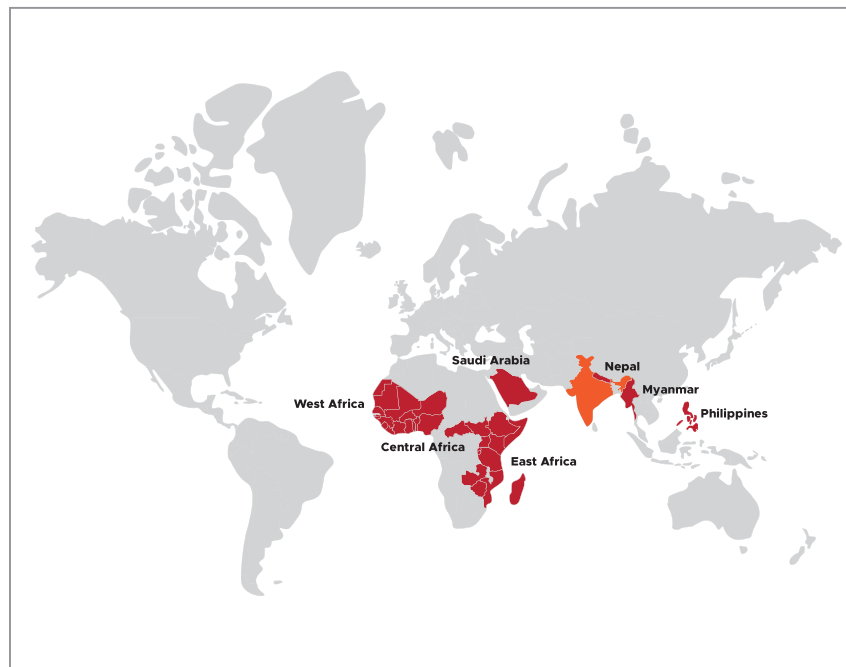
A Hogan and OPQ Certified Assessor, Mrs. Garim is certified in coaching through Emotional Intelligence. Her one-on-one work with senior leaders in businesses has been acknowledged for creating long term impact on individuals.



MANUFACTURING PLANTS & GEOGRAPHICAL PRESENCE



Plant	Unit 1	Unit 2	Unit 3
Location	Jindal Nagar, Distt. Hapur, Uttar Pradesh	Khera, Distt. Hapur, Uttar Pradesh	
Tower/Structure manufacturing and Galvanization	Overall - 1,00,000 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



POWER	RENEWABLES	TELECOMMUNICATIONS	POLES	HEAVY STEEL STRUCTURE	SMART CITY SOLUTIONS
Transmission Line Towers	Solar Module Mounting Structure	Towers and Monopoles	Lighting Poles	Bridges	Smart City Poles
Substation Structures	Solar Trees	Cells on Wheels	Distribution Poles	Buildings	Camouflaging Solutions
Transmission Line Monopoles	Solar Water Pumps	Accessories	Infrastructure Poles	Heavy & Complex Structures	
Railway Electrification Structure	Windmill Tower				



CLIENTS CATERED



STRONG AND DIVERSIFIED CLIENT BASE, CELEBRATED IN THEIR RESPECTIVE SECTORS HAS HELPED THE COMPANY TO ESTABLISH ITSELF AS A KEY INDUSTRY PLAYER

Telecom Sector



Power Sector



Others/EPC



and many more...



ORDER BOOK POSITION



Particulars (Rs.Mn)	Value
Domestic EPC Orders	₹ 11,790
International EPC Orders	₹ 1,430
Orders under Heavy Steel Structure Division	₹ 1,150
Monopoles	₹ 850
Exports orders (Telecom Towers and Poles)	₹ 300
Total Orders as on 31st March 2023	₹ 15,220

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



INDUSTRY OVERVIEW & GROWTH OPPORTUNITIES

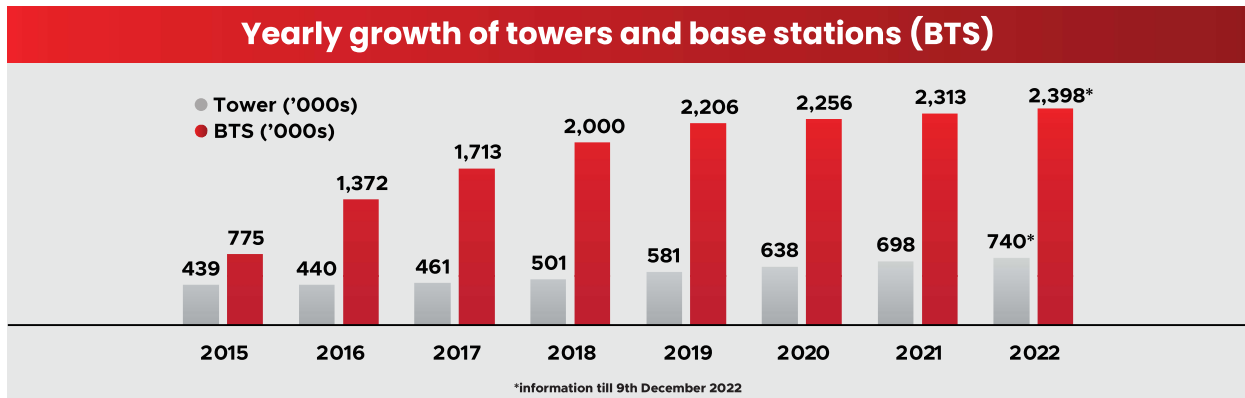


TELECOM SECTOR



The growth of the country's GDP depends heavily on iron and steel industry. STEL caters to diverse range of industries, including Construction, Infrastructure, Telecom, Power Distribution, and many more, that employ iron and steel goods.

India is the second largest Telecom market in the world with a subscriber base of **1.17 Billion**.



- 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**
- There are **~6,00,000 towers** in India at the moment, with about 8,00,000 points of connectivity. To have a seamless 5G experience across the country, at least **10,00,000** more towers are needed and at least **15,00,000 points** of connectivity are needed in the next 10 years
- In the recent budget discussion, Government of India has ballooned the compensation to service providers for creation and augmentation of Telecom Infrastructure from **Rs. 8,000 Crore to Rs. 9,000 Crore**
- Furthermore, Modern product offerings in the segment like monopolies, Smart City Solutions, and Portable Towers can be a game changer for the Industry

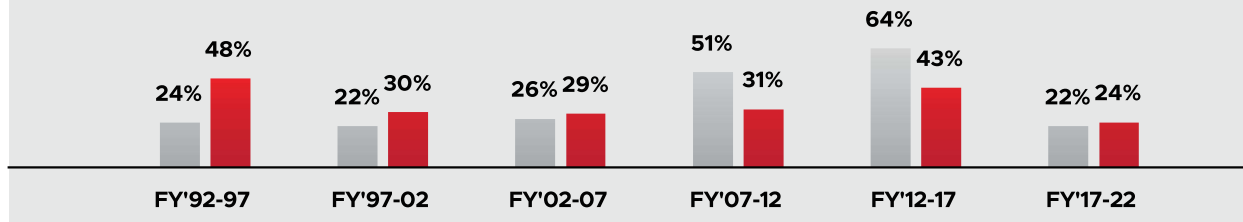


POWER TRANSMISSION



Historical Generation and Transmission Investment

- % Growth in Generation Capacity (MW)
- % Growth in Transmission Capacity (ckt km)



- The government's ambitious plan to achieve a capacity of 500 GW in non-fossil energy by 2030 is set to significantly bolster the renewable sector driving the demand for solar panels and windmills, creating ample opportunities for growth and expansion in the renewable energy industry.
- 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**.

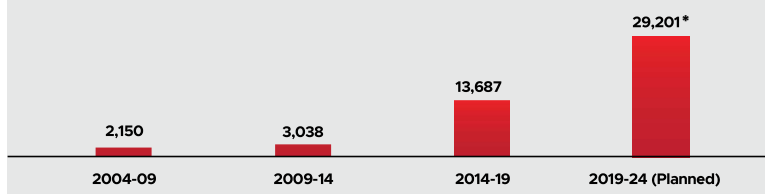


RAILWAY SECTOR

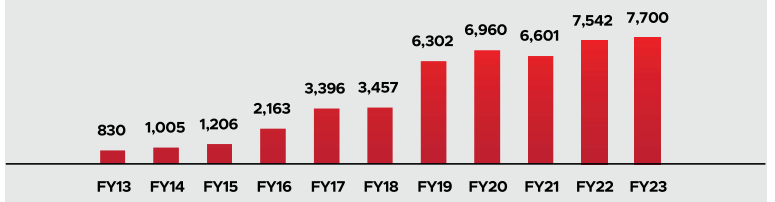


Growth of Railway Electrification (Route Km, RKM)

*6,886 RKM already commissioned till 21



Budget Allocation for Railway Electrification



- With **Rs. 2.4 Lakh Crore** allocated by Government of India in its latest budget, Government plans to fully electrify the balance 42% network till 2024.
- Within the allocated funds of **2.4 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.



CAPACITY EXPANSION



STEL is expanding its manufacturing capacity to keep up with the growing demand and is on the path of expanding its product portfolio with optimal utilization of capacity.

LOCATION	DIST. HAPUR, UTTAR PRADESH	BHILAI, CHHATTISGARH
Facility	New Galvanization Plant	Heavy Steel Structure Division – II (HSD - II)
Annual Capacity	96,000 MTPA	25,000 MTPA
Project Cost	Rs. 500 Mn.	Rs. 600 Mn.
Expected Commissioning	Q2 FY24	Q3 FY24

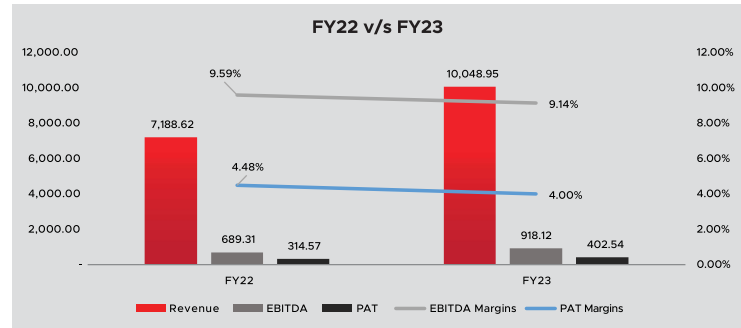
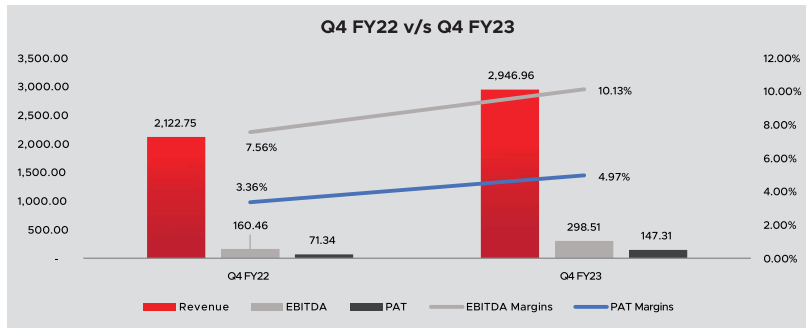
- Upcoming steel galvanization plant will be the largest galvanization plant in Asia.
- Post commissioning of the new GI plant, existing facility will be used as a backup in case of an emergency. The new GI facility will enable STEL to manufacture monopoles up to 3 metre diameter used in higher KVA transmission lines, acting as a value added product and fetching better margins.
- The Heavy Steel Structure Division – II (HSD-II) will allow STEL to tap Southern and Eastern region of the Indian market via setting up steel fabrication unit.
- By achieving full capacity utilization of the HSD plant, STEL is poised to experience a substantial boost in growth, propelling it to the next level.



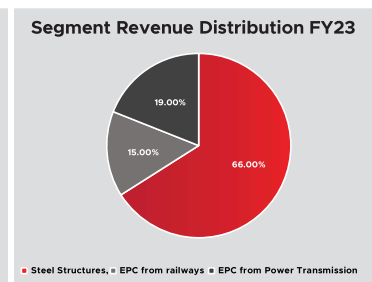
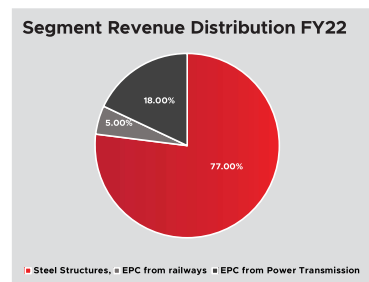
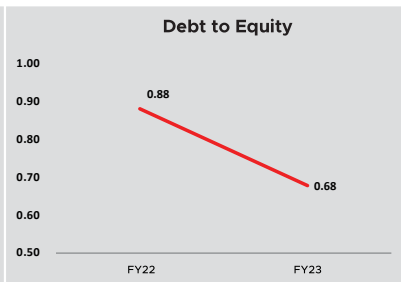
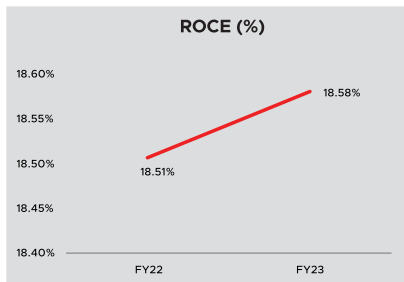
OUR OPERATIONAL & FINANCIAL PERFORMANCE HIGHLIGHT



Figures in Rs. Mn.



Continuously Focusing On Improving Return Ratios By Reducing Leverage





FINANCIAL SYNOPSIS

KEY FINANCIAL STATEMENT HIGHLIGHTS



Income Statement

Particulars	Q4 FY23	Q4 FY22	YoY (%)	Q3 FY23	FY23	FY22
Revenue from operations	2,946.96	2,122.75	38.83%	2,407.98	10,048.95	7,188.62
Other income	16.29	4.40		1.36	23.99	22.28
Total revenue	2,963.24	2,127.15	39.31%	2,409.34	10,072.94	7,210.90
Total expenses excluding depreciation, amortization, and finance cost	2,648.45	1,962.30	34.97%	2,167.41	9,130.83	6,499.31
EBITDA	298.51	160.46	86.04%	240.57	918.12	689.31
EBITDA Margin %	10.13%	7.56%	257 bps	10.00%	9.14%	9.59%
Depreciation & Amortization	21.75	17.12		19.85	79.50	70.97
Finance Cost	94.46	60.89		78.15	315.61	218.10
Exceptional Items	(6.45)	0.00		0.00	(6.45)	0.00
Tax Expense	44.82	15.50		37.00	138.01	107.95
PAT	147.31	71.34	106.50%	106.93	402.54	314.57
Other comprehensive income	(0.79)	7.26		0.00	(0.79)	7.26
Net PAT	146.52	78.60		106.93	401.75	321.83
PAT Margin %	4.97%	3.36%	161 bps	4.44%	4.00%	4.48%
Diluted EPS	0.48	0.25		0.36	1.33	1.14

Revenue from Operations:

Revenue from Operations recorded a growth of **38.83%** moving from **Rs. 2,122.75 Mn. in Q4 FY22 to Rs. 2,946.96Mn. in Q4 FY23** and a growth of **39.79%** moving from **Rs. 7,188.62 Mn. in FY22 to Rs. 10,048.95 Mn. in FY23**. This was led by an increase in demand for its diversified EPC solutions services and efficient execution of the order book.

EBITDA & EBITDA Margins

STEL's EBITDA increased by **86.04%** from **Rs. 160.46 Mn. in Q4 FY22 to Rs. 298.51 Mn. in Q4 FY23** and by **33.19%** from **Rs. 689.31 Mn. in FY22 to Rs. 918.12 Mn. in FY23**. This was led by stabilization in steel prices, strong Indian markets, and increased capacity utilization. EBITDA Margins were recorded at **10.13%** in **Q4 FY23** against **7.56%** in **Q4 FY22** and at **9.14%** in **FY23** against **9.59%** in **FY22**.

PAT & PAT Margins

PAT stood at **Rs. 146.52 Mn. in Q4 FY23 v/s Rs. 71.34 Mn. in Q4 FY22** and was recorded at **Rs. 401.75 Mn. in FY23** against **Rs. 321.83 Mn. in FY22** registering a growth of **106.50%** and **27.96%** respectively. PAT Margins were recorded at **4.97%** in **Q4 FY23** and **4.00%** in **FY23**.



BALANCE SHEET



Particulars (Rs. Mn)	31.3.23	31.3.22	Particulars (Rs. Mn)	31.3.23	31.3.22
Assets			Equity & Liabilities		
Non-Current Assets			Shareholder's Funds		
Property, Plant & Equipment	1,592.16	1,249.15	Equity Share Capital	315.71	285.71
Capital Work in Progress	214.09	55.19	Other Equity	3,689.43	2,534.31
Right of Use Asset	126.01	8.83	Non-Controlling Interest	4.02	3.19
Intangible Assets	2.91	3.56	Total Shareholder's Funds	4,009.15	2,823.20
Investments	0.00	0.00	Non-Current Liabilities		
Other Financial Assets	147.83	232.07	Long-Term Borrowings	402.41	433.43
Other Non-Current Assets	37.63	104.51	Lease Liabilities	13.25	1.35
Total Non-Current Assets	2,120.63	1,653.31	Provisions	36.79	32.43
			Deferred Tax Liabilities (Net)	51.01	49.83
Current Assets			Other Non Current Liabilities	0.85	0.92
Inventories	2,627.44	1,523.64	Total Non-Current Liabilities	504.30	517.97
Investments	0.52	0.54	Current Liabilities		
Trade Receivables	3,298.31	2,927.01	Short-term Borrowings	2,316.40	2,052.33
Cash & Cash Equivalents	4.27	2.77	Trade Payables		
Bank Balance other than Cash	207.85	102.62	Total Outstanding dues of micro and small enterprises	43.83	27.08
Other Financial Assets	536.97	253.18	Total Outstanding dues of Creditors other than micro and small enterprises	682.36	481.43
Other Current Assets	345.48	352.13	Other Financial Liabilities	0.22	0.24
Current Tax Assets (Net)	0.00	10.96	Provisions	4.73	2.94
Total Current Assets	7,020.83	5,172.84	Other Current Liabilities	1,567.73	920.94
			Current Tax Liability (Net)	12.74	0.00
Total Assets	9,141.45	6,826.15	Total Current Liabilities	4,628.00	3,484.97
			Total Equity & Liabilities	9,141.45	6,826.15

- PPE grew by **27.45%** from **Rs. 1,249.15 Mn. as at 31st March, 2022 to Rs. 1,592.16 Mn. as at 31st March, 2023** mainly due to ongoing capacity augmentation program showcasing STEL's constant efforts to effectively execute the healthy and growing order book along with catering to nations development plans.
- Net Current Assets was witnessed at **Rs. 2,92.83 Mn. as at 31st March, 2023 v/s Rs.1,687.87 Mn. as at 31st March, 2022** indicating company's effective management of liquidity required to run the operations smoothly and efficiently.
- Working Capital Cycle of the company improved from **213.53 Days as at 31st March, 2022 to 204.79 Days as at 31st March, 2023.**
- Total Debt of the company stood at **Rs. 2,718.81 Mn. as at 31st March, 2023 v/s Rs. 2,485.76 Mn. as at 31st March, 2022.**



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.
- The Company can capitalize on the government's objective of electrifying railways, opening avenues for business expansion.



THE ESG WAY



ENVIRONMENT

- STEL is committed towards a cleaner, greener, and healthier environment.
- STEL is reducing energy consumption and carbon emission by installing rooftop solar panels.
- STEL is contributing towards increasing green cover around areas of its presence.



SOCIAL

- STEL is contributing towards skill development among the local population.
- STEL is undertaking extensive initiatives within the CSR Policy.

GOVERNANCE

- STEL is creating a professional board and bringing in professional KMPs as part of compliance and professional ethics.



CAPITAL MARKET INFORMATION



Shareholding Pattern as at 8th May, 2023

Particulars	% Shareholding
Promoter and Promoter Group	63.07%
Institutions	9.07%
Public	27.86%
TOTAL	100.00%

Market Indicators

Incorporated	2006
Listed on	BSE & NSE
BSE Scrip Code/ NSE Symbol	540642/ SALASAR
Issued Shares	31,57,05,280
Share Price (as at 25th May, 2023)	42.93
Market Capital (Rs. million)	13,553 Mn.
52 Weeks High/Low	58.30/22.40

Market Price Performance





SALASAR
Building a stronger future

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

Contact: +91 93724 67194

