

# ***Delton Cables Limited***

Regd office : 'Delton House, 4801, Bharat Ram Road 24, Darya Ganj, New Delhi - 110002 (INDIA)

Phone : 91-11-23273907

E-mail : dcl@deltoncables.com, Website : www.deltoncables.com

CIN : L31300DL 1964PL C004255

AN ISO 9001-2008 COMPANY

To,  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400 001

**August 5, 2025**

**BSE Scrip Code: 504240**

## **Sub: Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulations 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we hereby enclosed presentation for investors in connection with the Un-audited Financial Results of the Company for the quarter ended on June 30, 2025. The above information is also being made available on the Company's website at [www.deltoncables.com](http://www.deltoncables.com).

Kindly take the same on your record pursuant to SEBI (Listing Obligations and Disclosure Requirement) Regulations, 2015.

Thanking you,

Yours faithfully

**For Delton Cables Limited**

**Jitender Kumar**  
**Company Secretary & Compliance Officer**

**Encl : as above**



**Delton Cables Ltd  
Investor Presentation  
August 2025**

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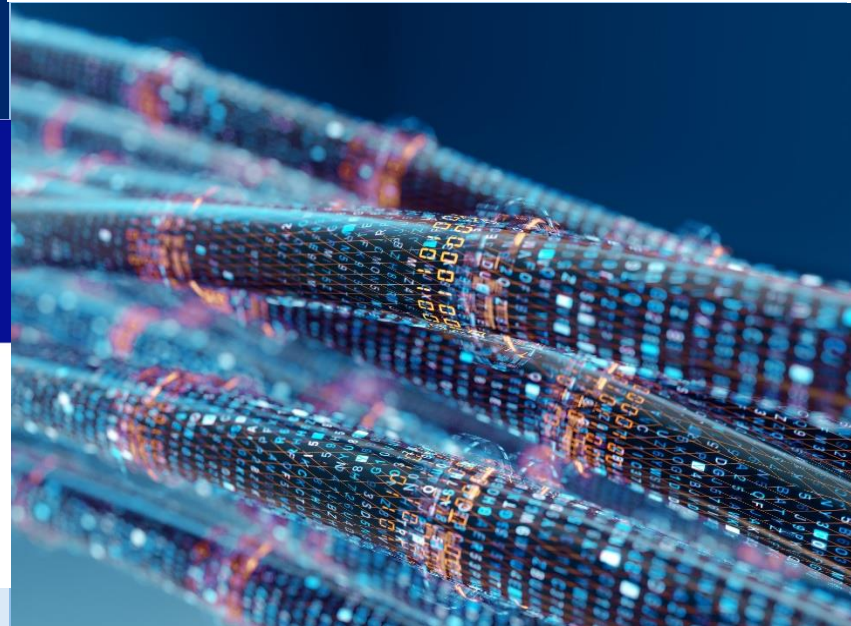
[Key Strengths](#)



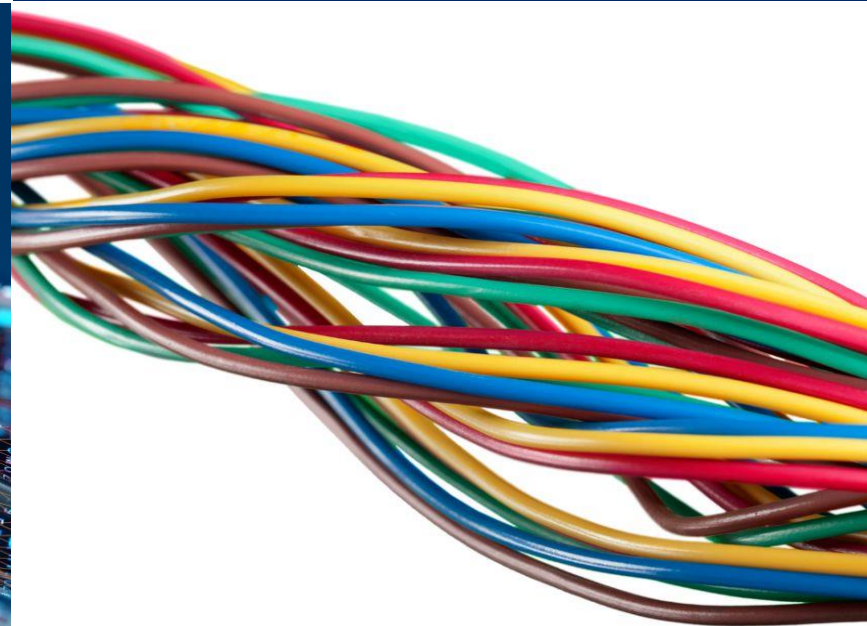
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## About Us

**Delton**

**We Connect We Protect**



Delton Cables is a pioneering cables & wires company specialising in low-voltage cables. For over 75 years, Delton has enjoyed powerful brand recall for its telecom cables.

Delton has now transformed itself into a customised branded supplier for high-growth sectors such as railways, EPC, telecom, and smart metering.

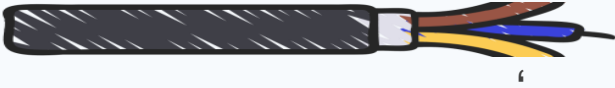
With its robust approval base, vast yet niche product offerings, and position as a supplier of choice to marquee global customers, Delton is set to become a formidable low-voltage cable company.



# Company Overview: Enduring Legacy over 75 years

**Delton**

**We Connect We Protect**



## Focused, growth-oriented, niche market

- EPC, Railway, and Telecom sectors offer substantial potential

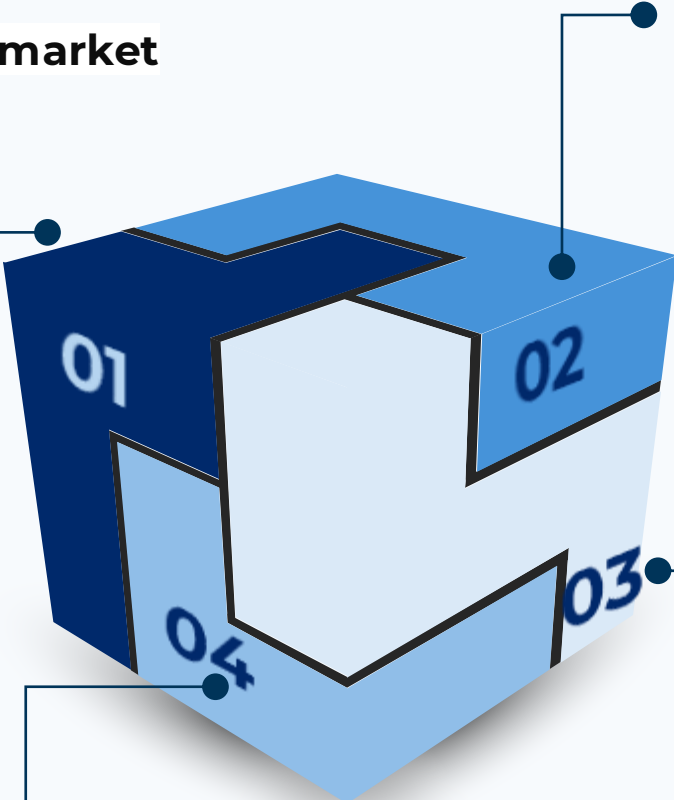
## One-stop shop' offering a wide array of **low-voltage electric products**

- Wire & Cables
- Structured Cabling Solutions
- Metering Solutions (Smart Meters)

## Long-standing Customer Relationships

- Over 75 years Established Brand with strong recall across various customer segments

Established **Pan-India Presence** and Sales Network



# Versatile Product Range

# Delton

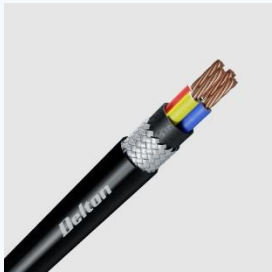
We Connect We Protect



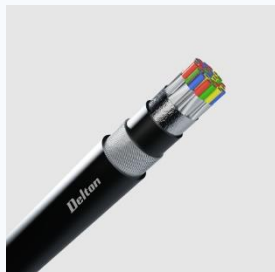
## A Leading Low Voltage player

### EPC CABLES :

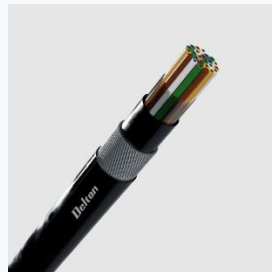
Catering to the top EPC contractors in India.



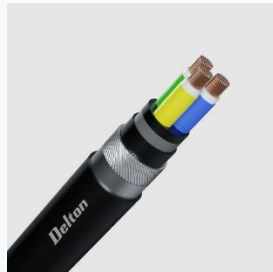
Industrial Braided Instrumentation Cables



Individual Shielded Instrumentation Cables



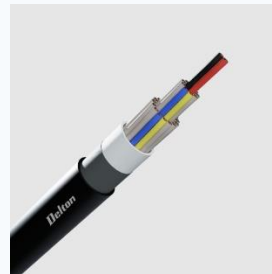
Overall Shielded Cables



Control Cables

### RAILWAY CABLES :

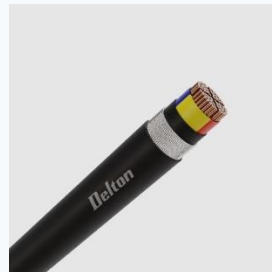
Catering to the rapidly growing Railway & Metro network of India



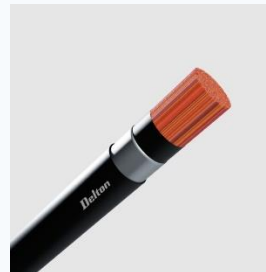
Underground Signaling Cables



Railway Quad Cables



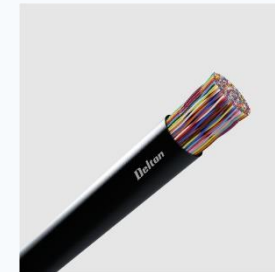
Power Cables



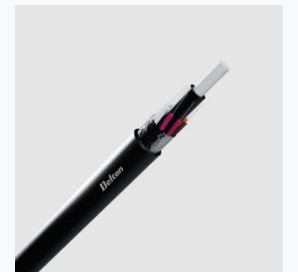
Underground PIJF Telephone Cables

### TELECOM CABLES :

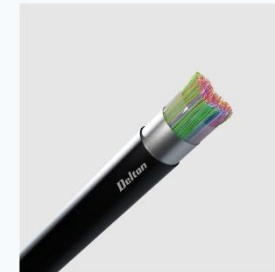
Further strengthening our foothold in the modernization of India's Telecom Sector



Telephone Cables



Optic Fiber Cables



Jelly Filled Cables



Railway Telephone Cables

# Diverse Segments: Quality Products For A Variety Of Sectors

**Delton**

**We Connect We Protect**



**Diverse Domain, Diverse Demands & Diverse Deliveries.**



**Pioneering Premium Products, Prime Performance.**

# Our Customers: Proven Partnerships backed by Unwavering Confidence

**Delton**

We Connect We Protect



## Trusted by Diverse Clients

**SIEMENS**

**adani**

**TATA  
PROJECTS**

बी एच ई एल  
**BHEL**



**KALPA-TARU**

**Honeywell**

एनटीपीसी  
**NTPC**

**YOKOGAWA**  
Co-innovating tomorrow™

इसरो  
**ISRO**

**thyssenkrupp**

ADVANCED SYSTEK

**सेल SAIL**

**ABB**

**GAR**

**Shapoorji Pallonji**

**W A B A G**  
sustainable solutions. for a better life.

**KEC**  
KEC INTERNATIONAL LIMITED



**NPCIL**  
न्यूक्लियर पावर कॉर्पोरेशन ऑफ इंडिया लिमिटेड  
(भारत सरकार का उपक्रम)



**THERMAX**

# Connected Network, Limitless Customers

**Delton**

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**Delton is a preferred cable and cabling solutions partner for many marquee EPC, Railways and Telecom customers across India.**



# Manufacturing Base: Innovation at the Forefront

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**The Powerhouse of  
Product Categories**



**Pioneering Innovation,  
Efficiency, and Versatility**



**Where Technology Meets  
Manufacturing Brilliance**



**State-of-the-art Manufacturing facilities with a Capacity of 1000 CR under various segments**



## Key Strengths

# Segment Strengths: Tailored Solutions for Every Segment's Needs



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## Unconventional Approach for Conventional Sectors

	EPC Project Cables	Railway Cables	Telecom Cables
01	Focused on PAN India presence, and accordingly expanding to untapped areas	Encasing Massive Push on Railways Spend	Building on our Brand recall to foray into related segments using Delton's Structured Cabling Solutions
02	Entering New Sectors like Nuclear, Defense , Water & Smart Metering	Building on market leadership of Quad Cables	Govt Telecom push, further roll out of 5G and beyond
03	Increasing Approvals especially in Power Cables segment	Consolidated Market Share of Railway segment cables under one brand	Expanding Approval base to cater to more players

# Aligned Dynamics: Fusing Internal and External Factors

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## Clarity

- Focussed on High growth , large Private EPC players
- Strategic focus on Telecom and Railway sectors

## Efficiency

- Aligned with India's infrastructure spend
- Focus on Demand–Pull rather than Product Push

## Endurance

- Emphasizing sustainable revenue and growth strategy
- Optimizing profit margins



## Delton's Efforts

Bringing Equilibrium



## External Factors



## Resulting into

- Revenue Growth
- Margins Expansion
- Efficient Capital Allocation

## Enabling

- Central Govt policies enabling Infrastructure spend, which positively affects our business

## Private Sector Capex

- Higher GDP growth bolstering Private Sector Capex spends

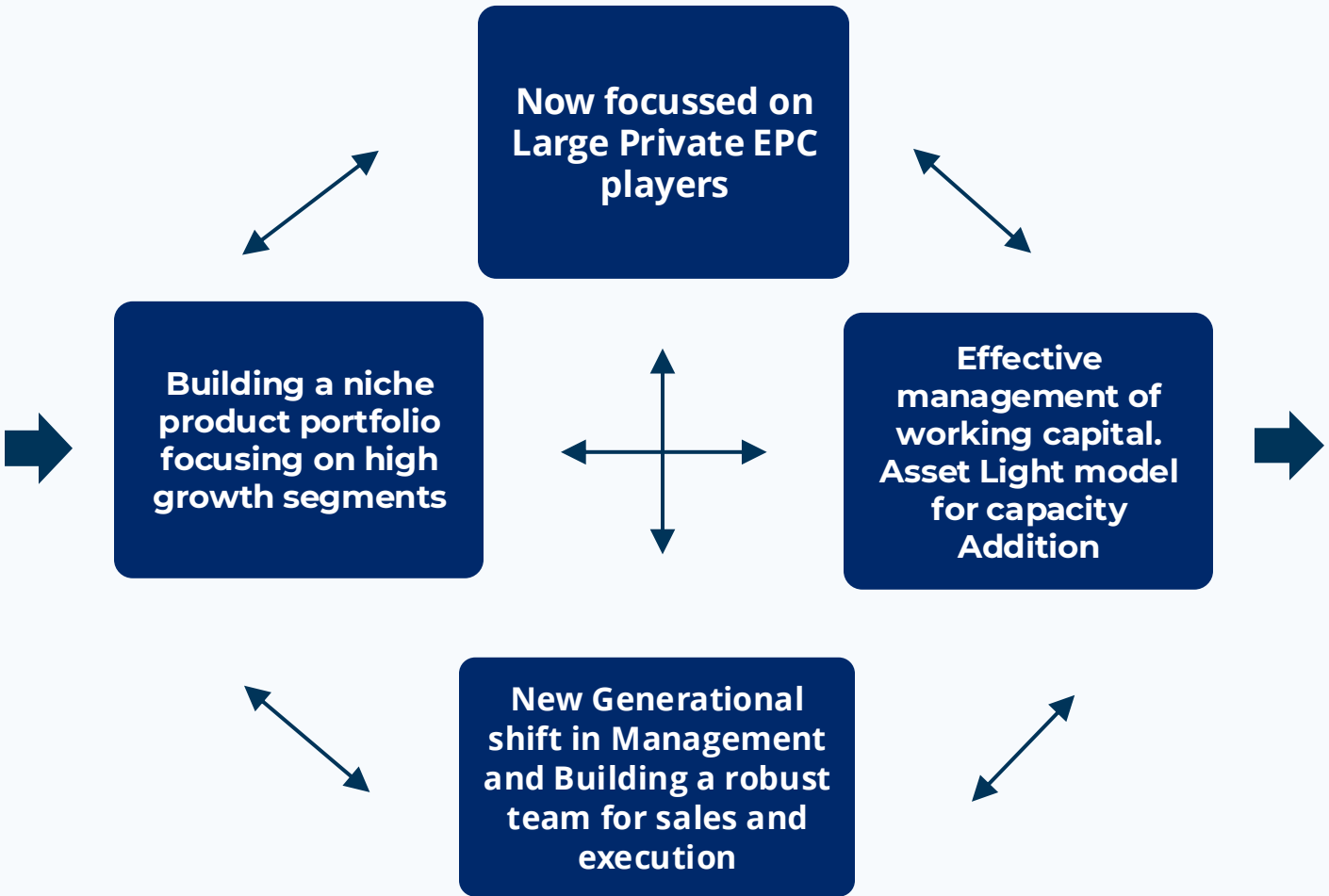
## Dynamic Trends

- Evolving market dynamics in the Cable industry

# Strategic Transformation: Unlocking Potential



## Transformation Process



# Key Growth Metrics : Revenue & Profitability



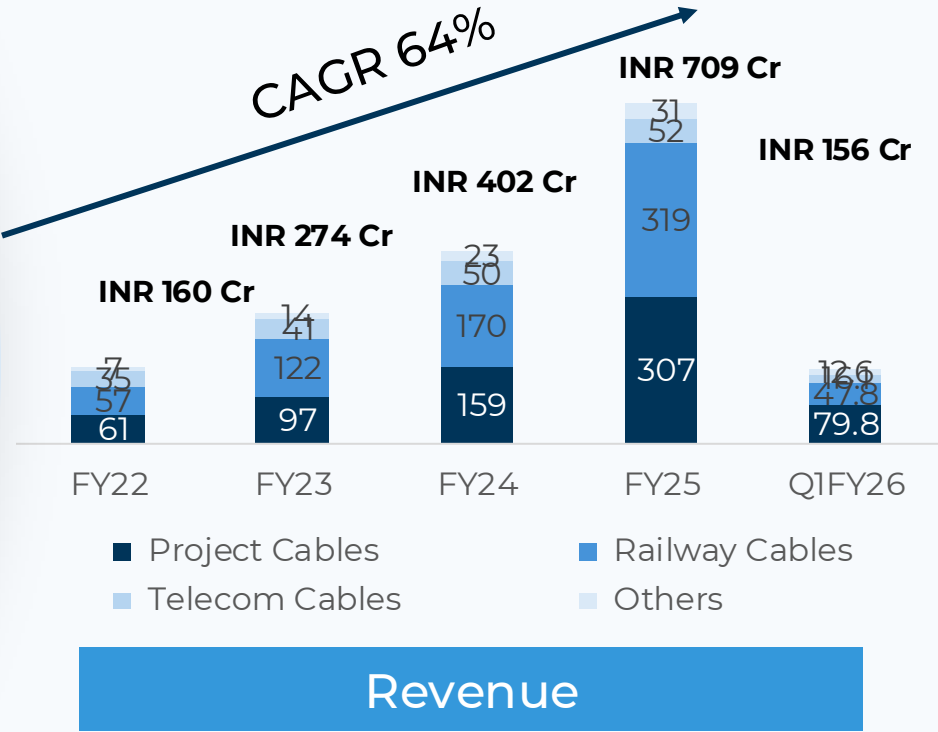
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## Revitalised Sales Strategy



## Tangible Outcomes



## Elevated Attainment

Capacity utilisation improved to **81%** in FY25 from **44%** in FY22

Revenue increased by **4.4X** in FY25 from FY22

Adding New Segments to propel growth momentum

# Key Growth Metrics : Working Capital Efficiency



## 01 Inventory

Rationalising Inventories by reducing SKUs and following a focussed product range which maximises value.

## 02 Debtors

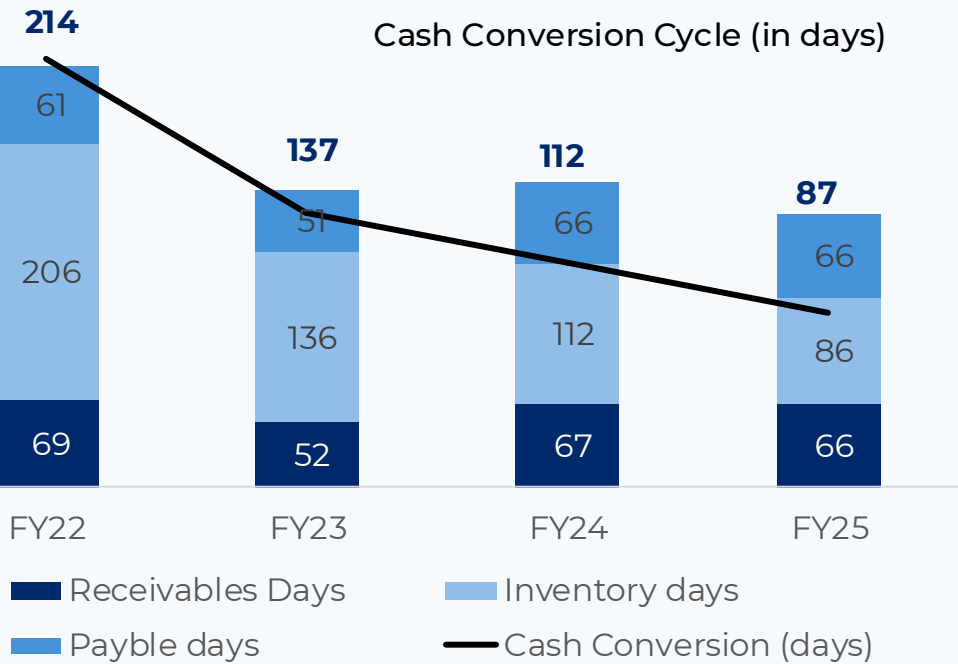
Reducing Focus on public sector clients and focus on High rated EPC players. Direct Sales to customers.

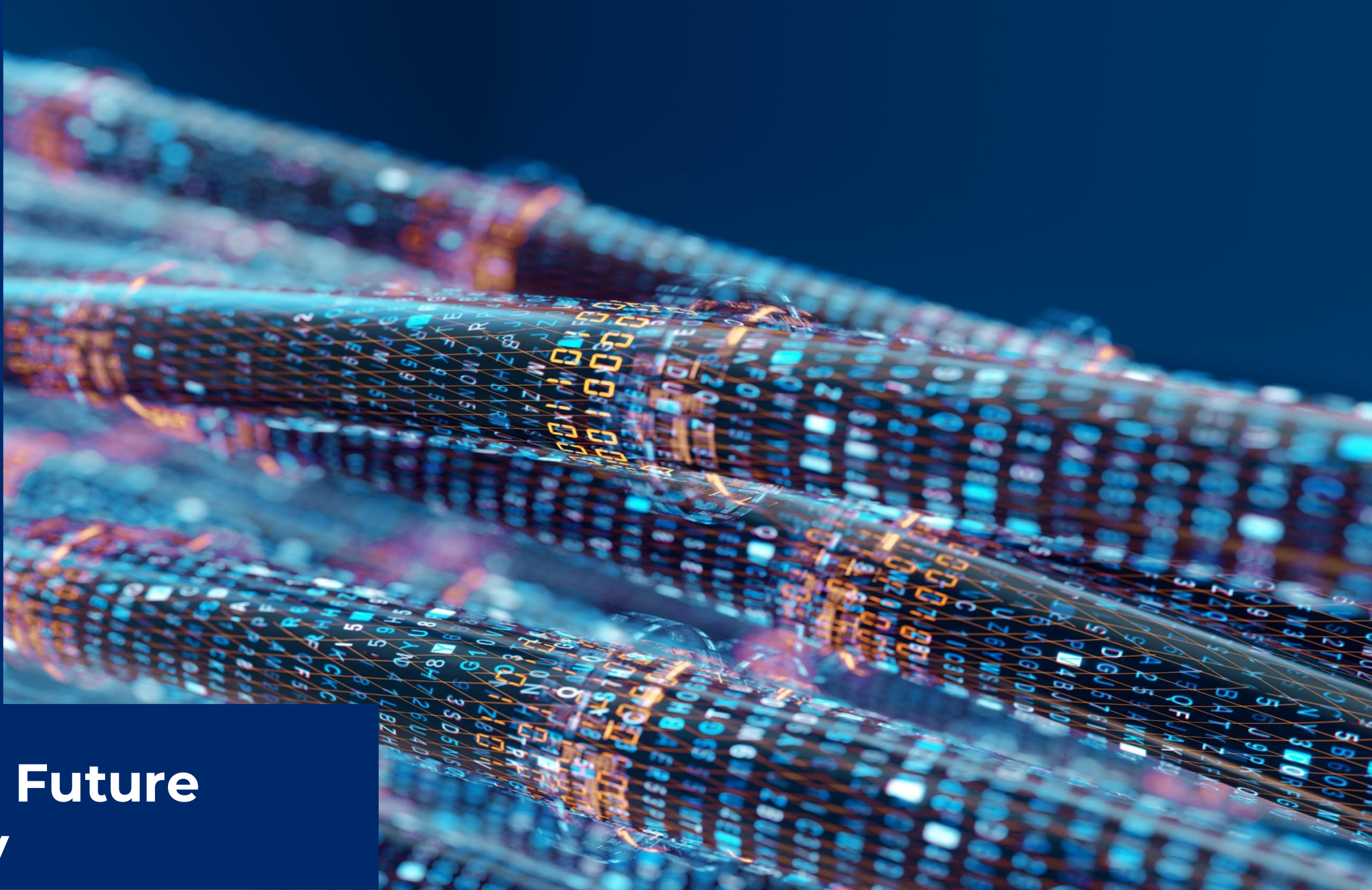
## 03 Working capital

The company aims to maintain its working capital cycle of 100-110 days.

Working Capital Days improved to 109 in FY25 from 218 in FY22, and 138 days in FY24

Cash Conversion cycle improved to 87 days in FY25 from 214 days in FY22; 112 days in FY24



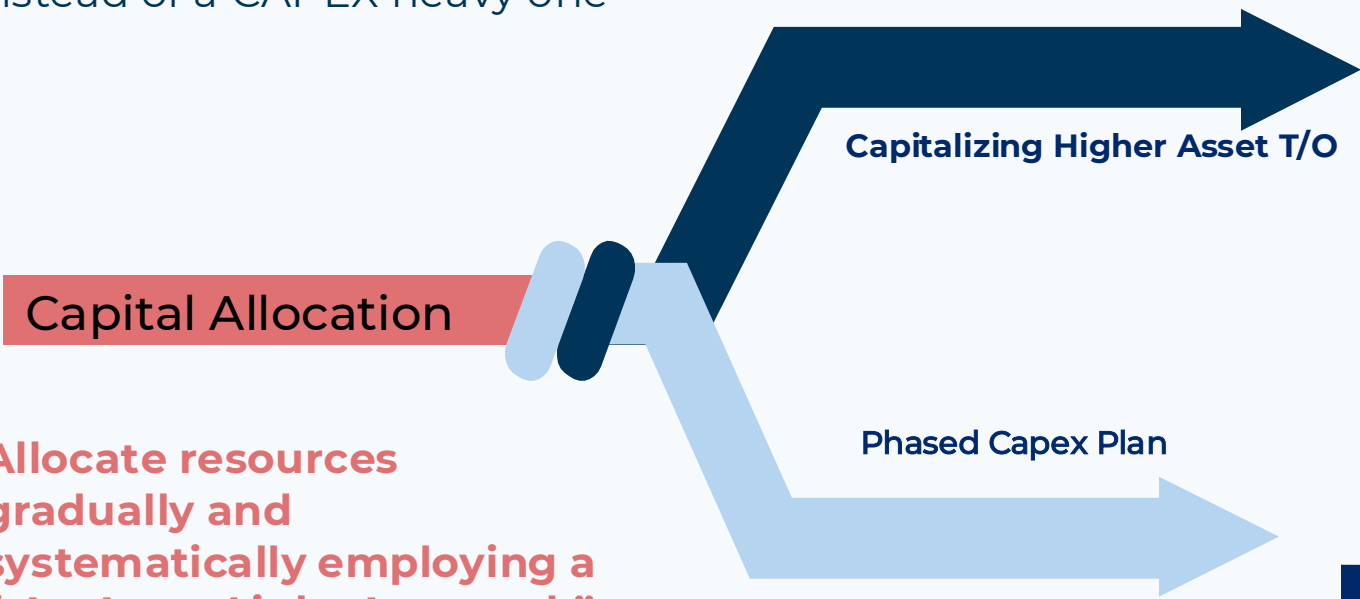


**Being Future  
Ready**

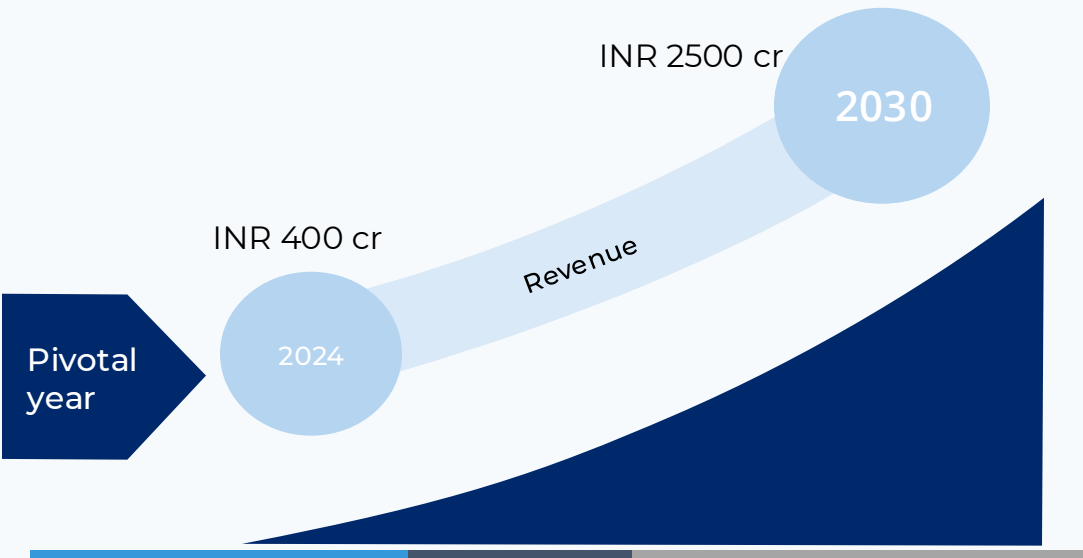
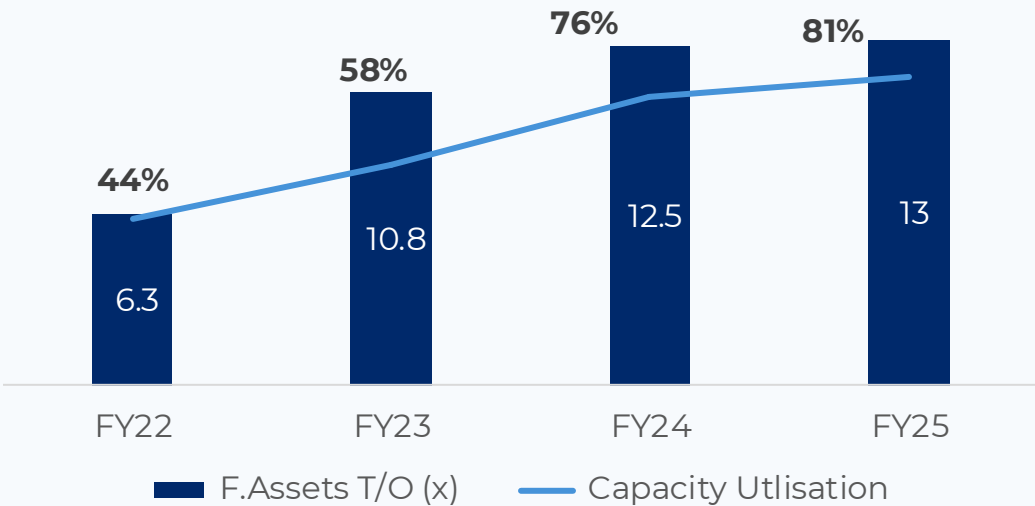
# Future Growth: Employing an Asset Light Approach



- Maximize asset utilization through sweating assets.
- Install top-tier machinery in leased facilities for enhanced productivity, focusing on a OPEX model instead of a CAPEX heavy one



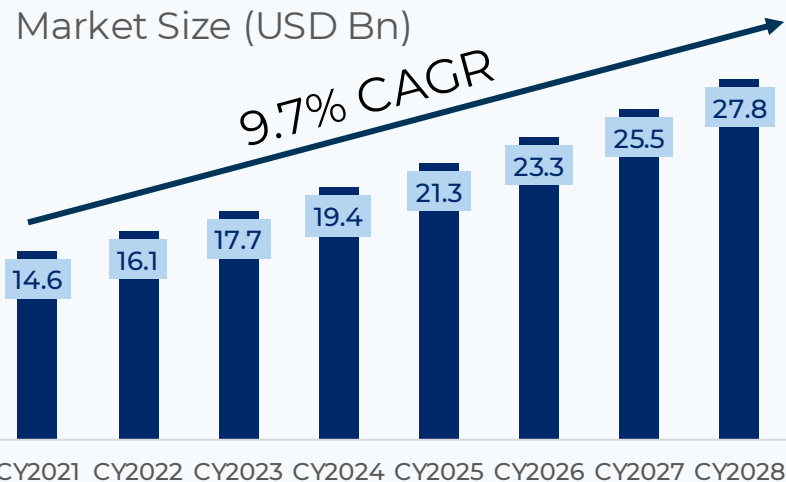
Allocate resources gradually and systematically employing a “An Asset Light Approach”



# Future Growth : Unlocking Potential

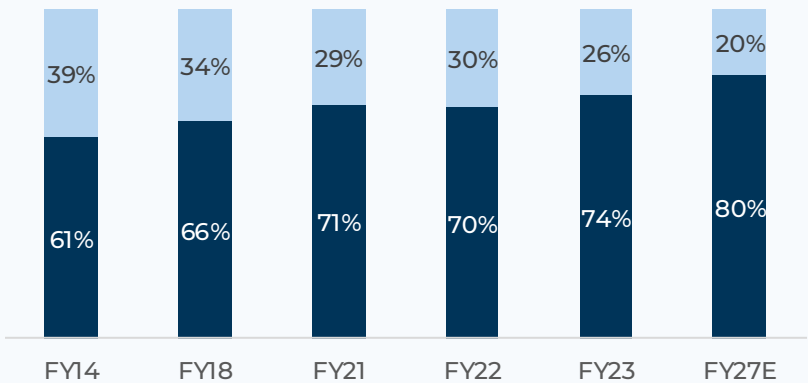


Market Size (USD Bn)



Company presence in Cables makes it propelling and conducive to long-term growth.

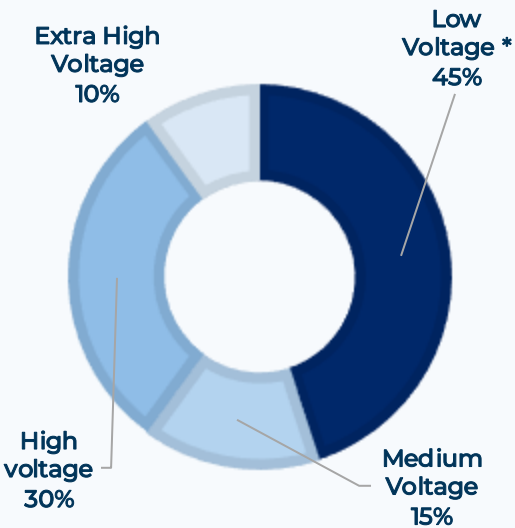
Branded Vs Unbranded



The company's presence in B2B, B2B2C approach augurs well

Being a well-known brand over more than 75 years helps to capture unbranded players market share

Share by Voltage



The Company is focused predominantly on low-voltage segment which is aligning with Industry dynamics

**Our company benefits from strong tailwinds, propelling us toward long-term growth for our investors.**

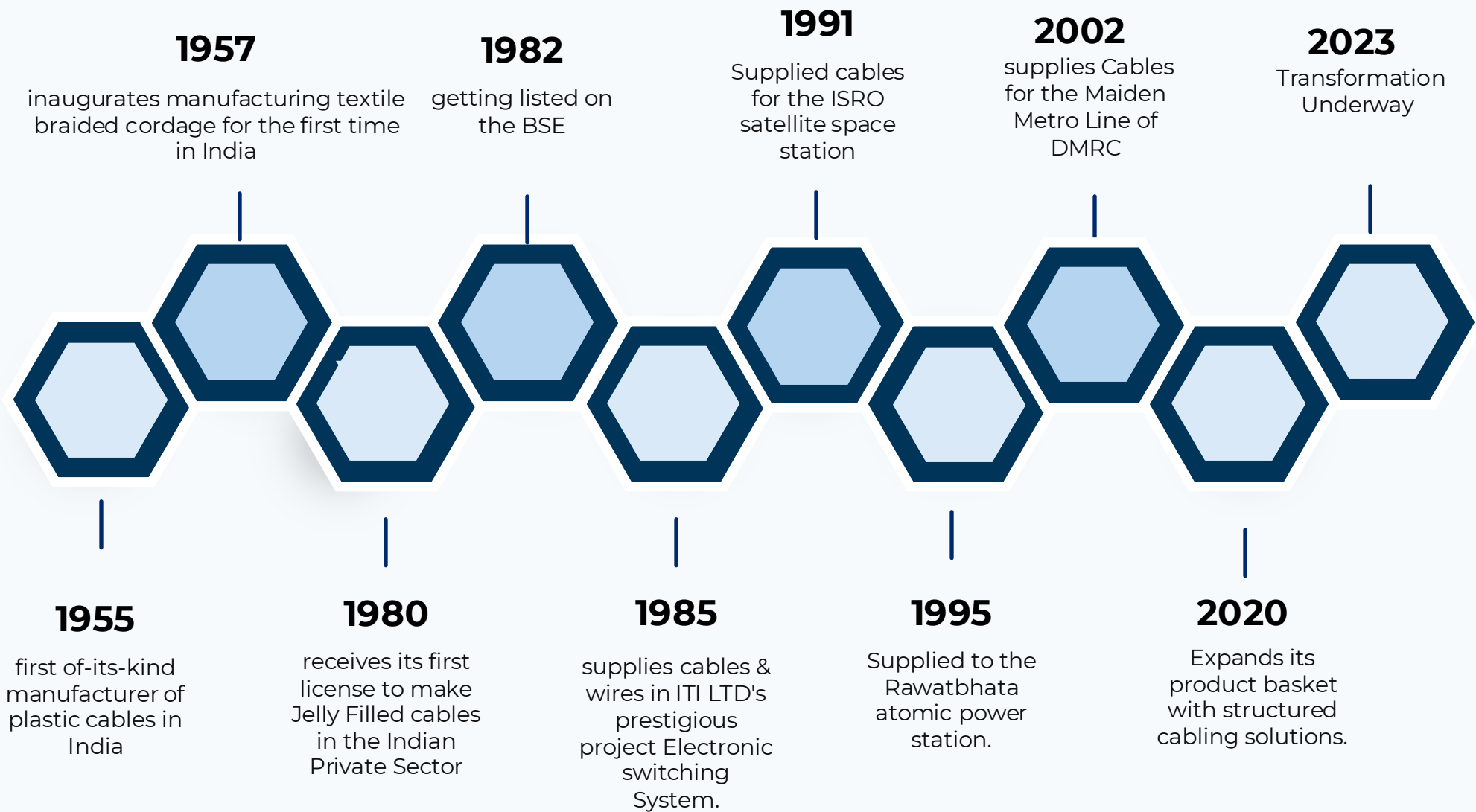
# Corporate Information



# Traversing the Rich Tapestry of Delton's History

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# Board Members

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Name	Designation	Description
<b>Vijender Kumar Gupta</b>	Chairman & Wholetime Director	Mr. Gupta is the second generation leader of Delton, holding the mantle Chairman for 17 years. He has 60 plus years of experience in the cables industry. He provides guidance to the board, ensures effective governance practices and provides macro industry insights.
<b>Vivek Gupta</b>	Managing Director	Mr. Vivek Gupta, is the third generation leader of Delton, with over 30 years of experience in the cables industry. Mr. Gupta leads Delton's transformation by setting strategic direction and driving key growth initiatives.
<b>Shalini Gupta</b>	Non-executive director	Mrs. Shalini Gupta has been a part of the Delton board for 10 years. She has been and continues to be actively involved in CSR and ESG activities at Delton.
<b>Shashi Kumar Sharma</b>	Whole time Director	Mr. Sharma has over 45 years of experience in sales and marketing in wire and cables industry. He has been associated with Delton for the past 45 years.

# Board Members

**Delton**

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Name	Designation	Description
<b>Amit Ramani</b>	Non-Executive Independent Director	Amit Ramani is the <b>Founder &amp; CEO</b> of Awfis Space Solutions which is India's largest shared workspace company with 40,000 seats across 75 centres in 11 cities in India. He holds a Bachelor's degree in architecture from School of Planning and Architecture, New Delhi, a master's degree in architecture from Kansas State University, USA and a master's degree in science from Cornell University, USA. He has about 20 years of experience in the field of real estate and workplace solutions.
<b>Atul Aggarwal</b>	Non-Executive Independent Director	Mr. Aggarwal is promoter director of Sterling Tools Limited. He brings more than three decades of experience in Business Strategy, Marketing & Sales, Finance, IT & Human Resource and Strategic Sourcing to the company. He provides expert advise in the fields of Finance & Compliances.
<b>Abhishek Poddar</b>	Non-Executive Independent Director	Mr. Poddar is an industrialist, philanthropist, and art collector. He is the director of SUA Explosive & Accessories, and the Managing Director of Matheson Bosanquet. He has varied experiences in the spheres of finance, administration, human resources, and general management.
<b>Gagan Sinha</b>	Non-Executive Independent Director	He is a co-founder of VIGA Trade Solutions Pvt. Ltd. He is also a secretary General of Foundation EMDA South Asia. He has over 30 years of experience in international trade and business developments, supply chain management and liaisoning with governmental & nongovernmental authorities in the Energy Sector.



**Quarterly &  
Financials**

## Key Highlights- Q1 FY26

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- ❑ Delton Cables' Q1 FY26 revenue at ₹ 1567.3 million grew by 9% over Q1 FY25 revenue.
- ❑ Revenue from EPC segment, railways, and telecom / other segments contributed 51%, 31% and 18%, respectively during Q1 FY 2026
- ❑ EBIDTA for the quarter at ₹ 137 million grew by 38% Y-o-Y. EBITDA margin for Q1 FY2026 was 8.74% compared to EBITDA margin of 6.9% posted in Q1 of the previous year, registering an impressive 184 basis points improvement. This was possible due to change in business mix in favour of better margin EPC business.
- ❑ Profit after Tax for Q1 FY26 at ₹ 30.8 million was up marginally by 2%.
- ❑ The total order book as on June 30, 2025 stands at ₹ 3090 million; 81% of which comprise orders from the EPC and the telecom segments, relatively better margin segments.
- ❑ Delton was in the process of setting up of an additional capacity (Plant III) to expand the manufacturing capacity to cater to the emerging telecom sector demand of major telecom operators. In Q4 FY 2025, the Company took on lease a new Industrial Property (Plant-III) adjoining to plant II at Prithla, Haryana, for this expansion. The new facility became operational from June 7, 2025.

# Result Analysis- Q1FY26

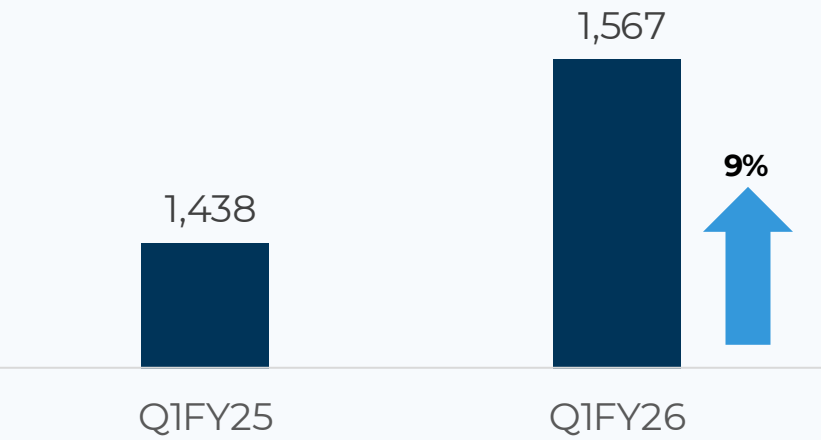


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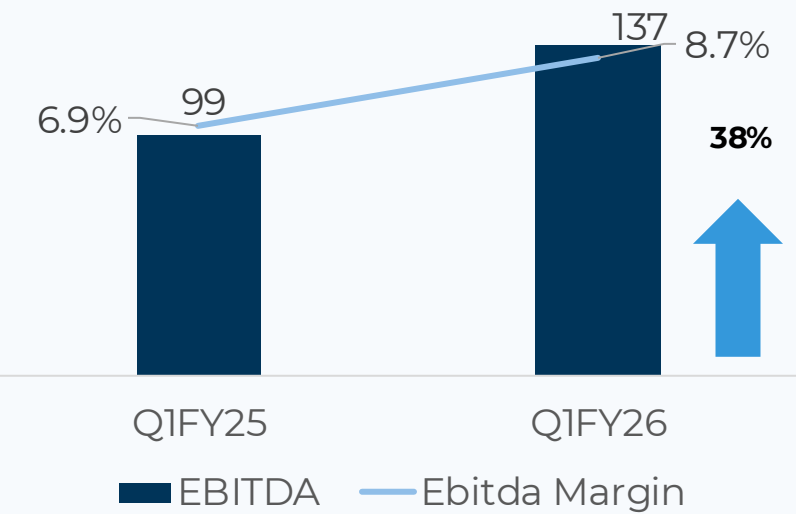
INR Million



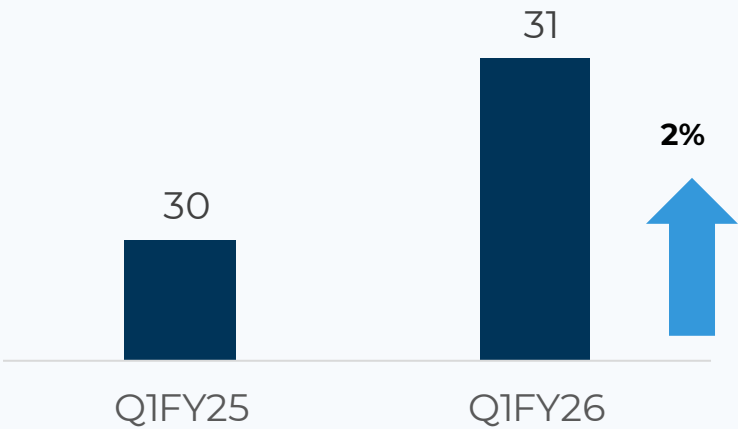
Revenue



EBITDA & EBITDA Margin (%)



PAT



# Profit & Loss Statement- Q1FY26

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INR Million



Particulars	Q1FY26	Q1FY25	YoY
<b>Total income from Operations</b>	<b>1567</b>	<b>1438</b>	<b>8.96%</b>
Cost of Materials Consumed	1177	1173	0.29%
Manufacturing Expenses	104	60	74.03%
Employee Benefits Expense	115	72	58.55%
Other Expenses	35	34	3.60%
<b>Total Operative expense</b>	<b>1430</b>	<b>1339</b>	<b>6.80%</b>
<b>EBITDA</b>	<b>137</b>	<b>99</b>	<b>38.09%</b>
Finance Costs	77	52	48.50%
Depreciation & Amortisation	15	6	162.17%
<b>PBT</b>	<b>45</b>	<b>41</b>	<b>7.94%</b>
<b>Exceptional</b>	<b>0</b>	<b>0</b>	
Tax	14	11	23.86%
<b>PAT</b>	<b>31</b>	<b>30</b>	<b>2.03%</b>

# Balance Sheet

**Delton**

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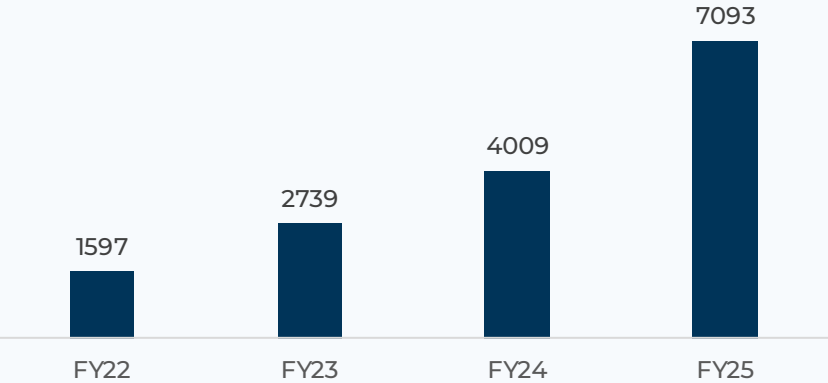


Particulars (INR million)	FY25	FY24
Fixed Assets	377.0	176.3
Other Assets	257.5	169.9
<b>Sub-Total Non Current Assets</b>	<b>634.5</b>	<b>346.2</b>
Inventories	1703.4	1157.0
Trade Receivables	1606.8	957.6
Cash & Cash Equivalents	124.9	84.8
Other current Assets *	210.8	126.8
<b>Sub- Total Current Assets</b>	<b>3646.6</b>	<b>2326.2</b>
<b>Total Assets</b>	<b>4281.1</b>	<b>2672.4</b>
Share Capital	86.4	86.4
Other Equity	818.1	627.0
<b>Total Equity</b>	<b>904.5</b>	<b>713.4</b>
Borrowings	1713.9	1131.4
Other Liabilities	134.4	13.2
Current Liabilities *	1528.2	814.4
<b>Total Liabilities</b>	<b>4281.1</b>	<b>2672.4</b>

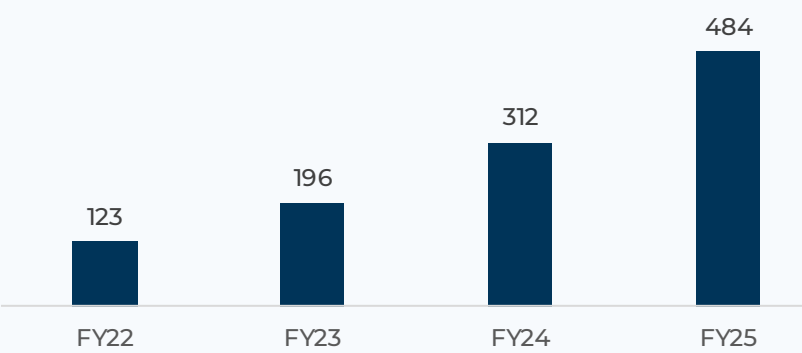
# Financials At A glance



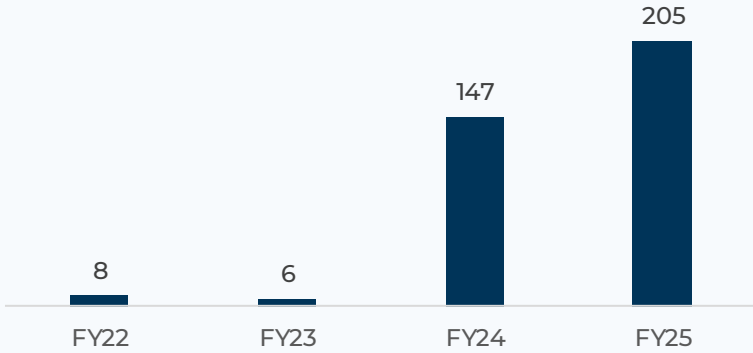
Revenue



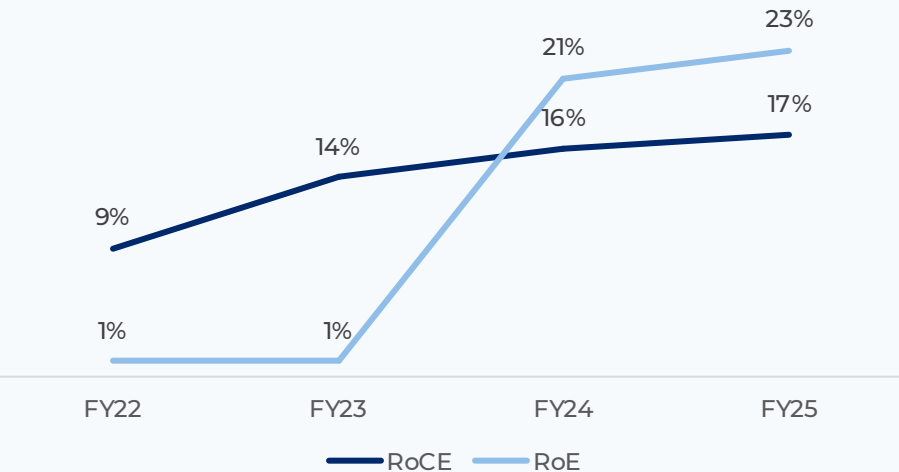
EBITDA



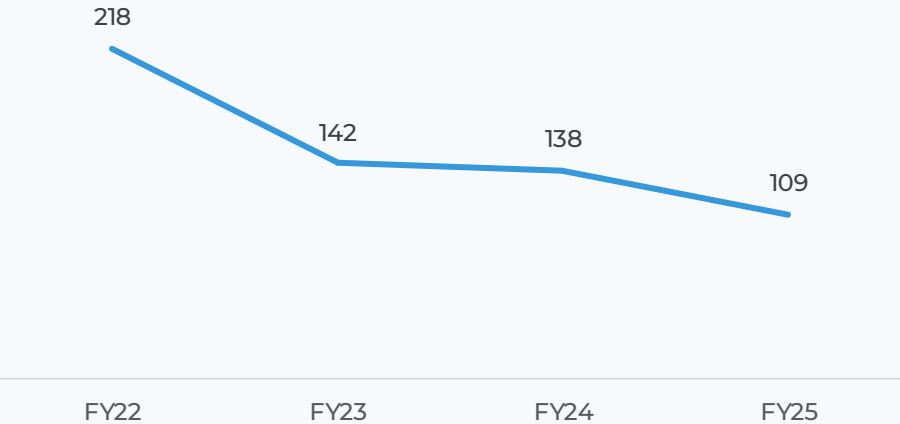
PAT



Return Ratios



W.cap days (x)





**Mehul Mehta**  
**Director**



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