

February 14, 2023

The Manager (Listing) BSE Limited. Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400 023

Dear Sir/Madam,

#### Scrip No.<u>534618</u>

#### Subject: Investor Presentation on Q3FY23 (Quarter and Nine months ended December 31,2022) Financial Results.

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on the Un-audited Standalone and Consolidated Financial Results for the guarter and nine months ended December 31, 2022.

Please acknowledge and take the same on your records.

Thanking You,

Yours faithfully,

For Waaree Renewable Technologies Limited

(Formerly known as Sangam Renewables Limited)

Digitally signed by HEEMA HEEMA HEEMA KALPESHKU MAR SHAH MAR SHAH 15:49:02 +05'30'

Heema Shah **Company Secretary** ACS 52919 Email Id: info@waareertl.com

Encl.: As above

#### Waaree Renewable Technologies Limited

(Erstwhile "Sangam Renewables Limited") (A subsidiary of Waaree Energies Limited)

504, Western Edge-1, Off. Western Express Highway, Borivali (E), Mumbai 400 066. Maharashtra INDIA

Tel.: +91 22 6644 4444 E : info@waareertl.com GST: 27AADCS 1824J2ZB

CIN: 93000MH1999PLC120470

W : www.waareertl.com



THE REPORT

**Investor Presentation – February 2023** 

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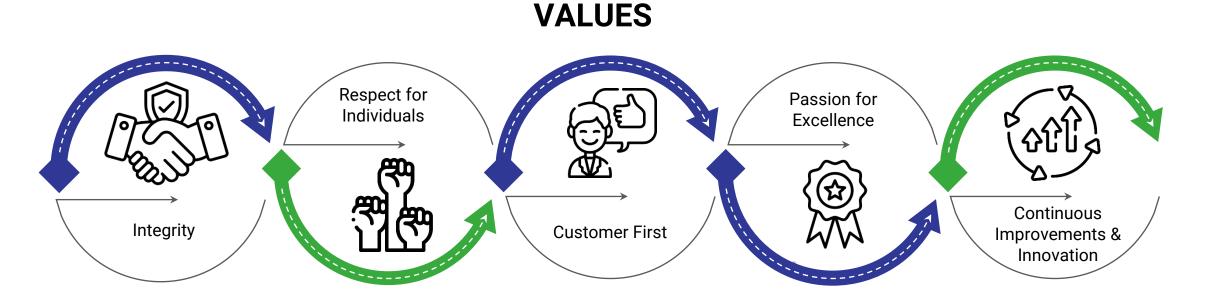
### **GROUP OVERVIEW**

### VISION

Our Vision is to provide high quality and cost-effective sustainable energy solutions across all the markets, reducing carbon footprint - paving way for sustainable energy thereby improving quality of present and future human life.

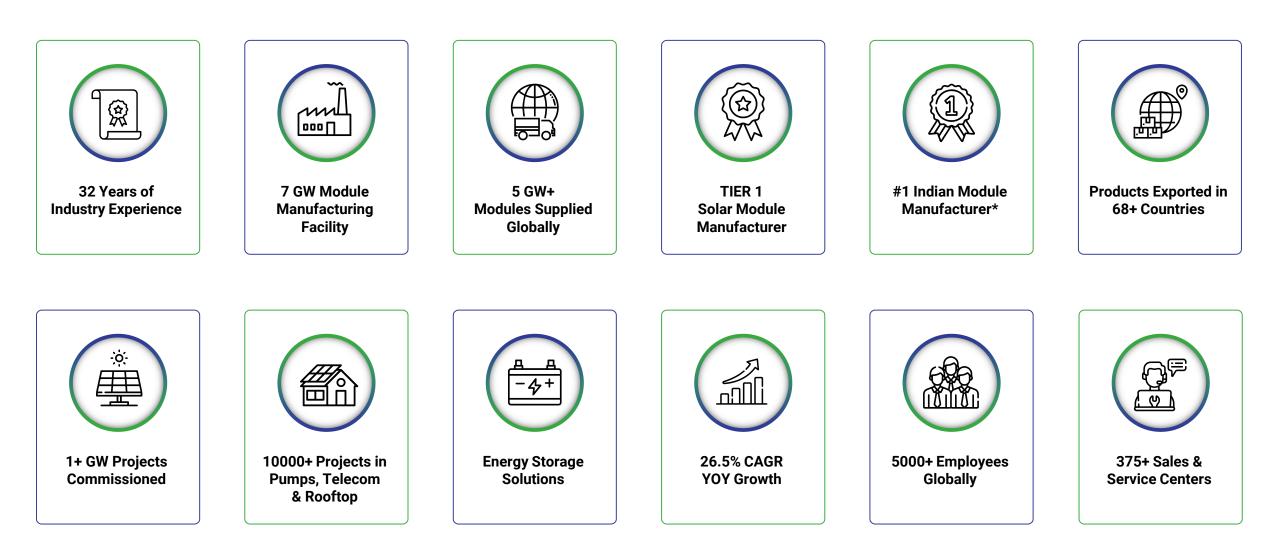
### MISSION

By virtue of our commitment to our stakeholders, we strive for continuous improvement in the quality of our products & services.

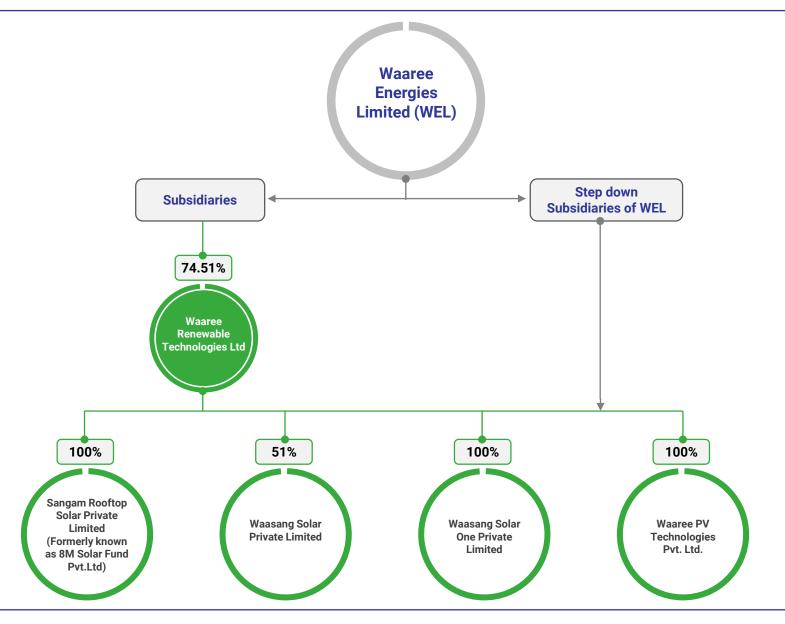


#### Waaree Renewable Technologies Limited



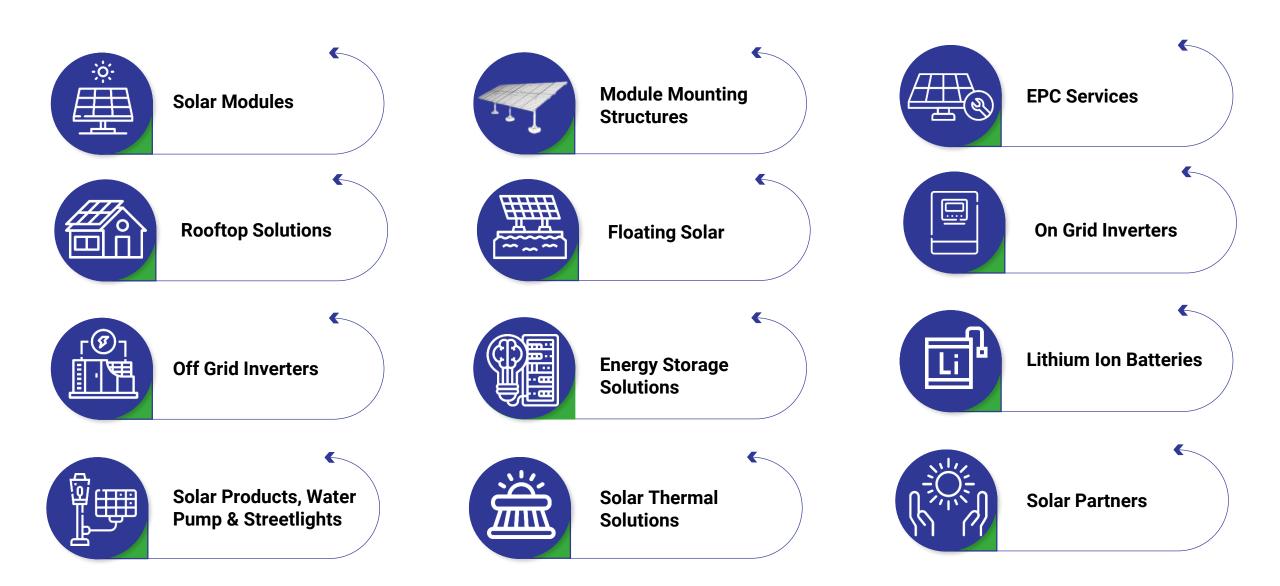


\* As per the Updation of List I (Manufacturers and Models of Solar PV Modules) of ALMM Order, 2019

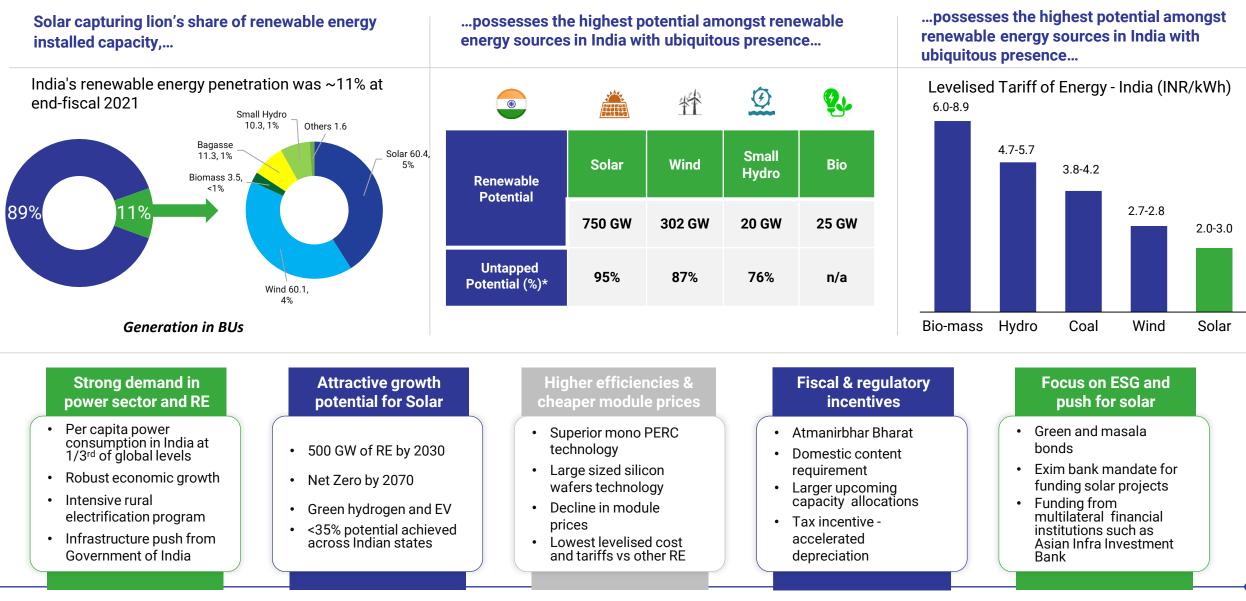


# Technologically Advanced End To End Solar Solutions





# Indian Market Driven by Secular Growth Trends

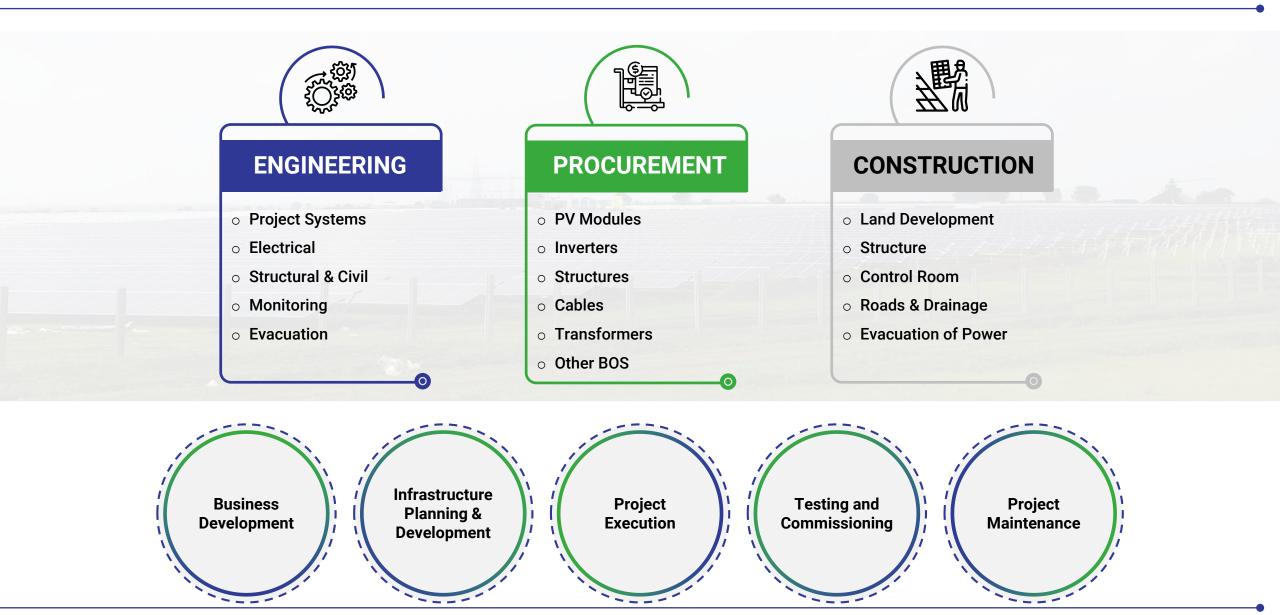




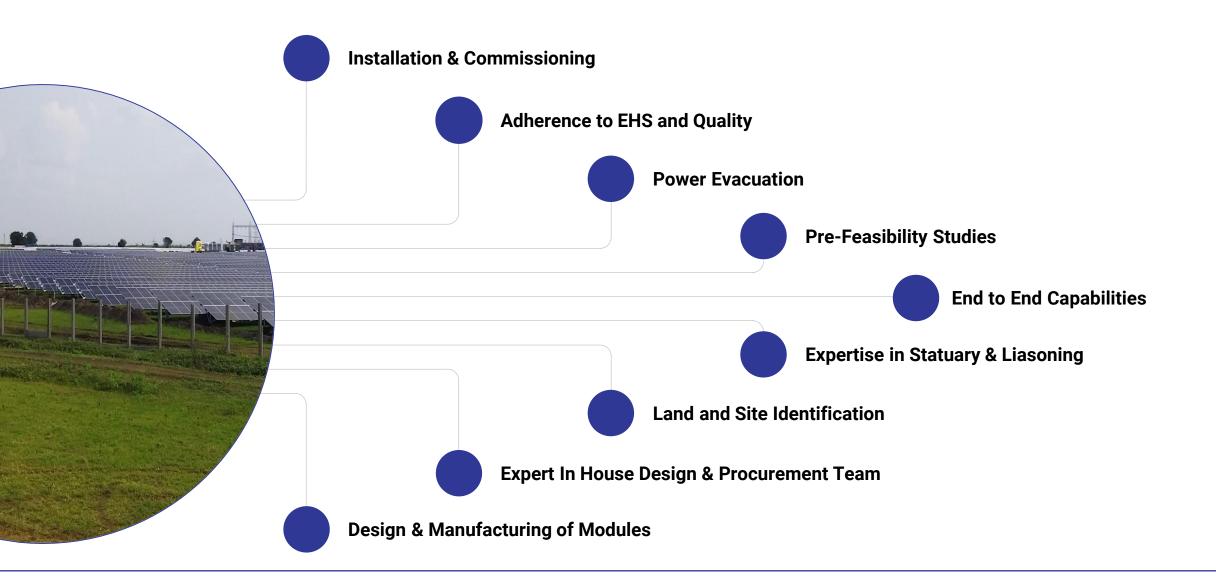


# Full Services Offering With Proven Experience









## **Experienced Board of Directors**





### Nilesh Bhogilal Gandhi

Chairman & Non Independent Director

He holds a Bachelor's degree in Commerce, an LLB, and an FCA. He has over 30 years of experience in finance, power, and renewables and has previously been associated with companies such as Waacox Energy Pvt Ltd, Unid Finance Consultancy Pvt Ltd, Rational Engineers Limited, and Jetking Infotrain Limited, among others



### Pujan Pankaj Doshi

Managing Director

He holds a BE in Instrumentation from Mumbai University. He has over 10 years of experience in corporate strategy, business planning, and establishing new strategic partnerships with foreign entities



#### Hitesh Pranjivan Mehta Executive Director & CFO

He holds a Bachelor's degree in Commerce from the University of Bombay and is a member of the Institute of Chartered Accountants of India. He has been associated with our company, Waaree Group, as a director since April 1, 2011. He is responsible for leading our company's short and long-term strategy, setting strategic goals and overseeing overall operations. He has a proven track record of over 22 years in the field of engineering, solar and oil industries. He was previously associated with Waaree Instruments Limited as a Director





### Viren Chimanlal Doshi

Director

He has been associated with our company since November 26, 2007, and currently, he is responsible for overseeing the engineering, procurement, and construction of the solar projects of our company, its subsidiaries, and other companies within the group. With over 14 years of experience in the engineering industry, he has a wealth of knowledge and expertise in the field



Mitul Chandulal Mehta Non-Executive Independent Director

He holds a Bachelor's degree in Commerce from Mumbai University. He has 25 years of experience in production and is currently working as a director at ITEC Measures Pvt Ltd



Anita Jaiswal Non-Executive Independent Director

She holds bachelor's degree in commerce, Diploma in Human resource and LLB from Mumbai University and Company secretary from ICSI Delhi. She is having experience in the area of Labour Laws, Accounting, Secretarial, Legal

## Management Team





# Marquee clients

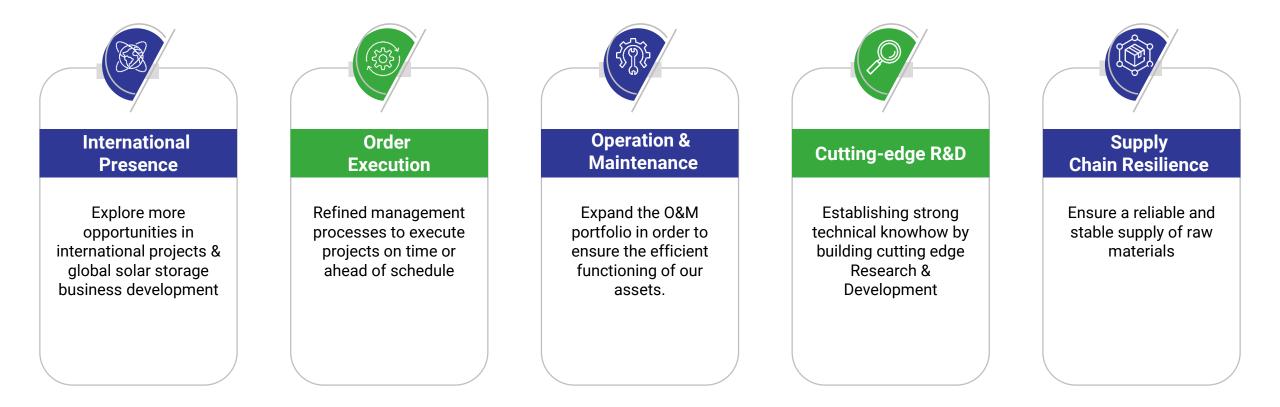






### **STRONG PROGRESS TOWARDS SUSTAINABILITY AMBITIONS**





# Full-Service Plug & Play Model of Development





### **Technology validated by NIOT (National Institute of Ocean Technology)**

#### **Durable & Reliable**

- Stable against high winds, waves
- Tolerates variation in water draft
- Freshwater or seawater compatible
- Corrosion resistant metal structures
- PV module engineered for marine use (10 Years)
- UV resistant floats for long-life
- Floats have redundant leak-tolerant features
- Smart tethering & anchoring solution



#### Differentiation

- Made in India
- Complies with environmental, structural standards
- High quality components for long-life
- Heavy, high buoyancy floats with redundant features
- Flexible monolithic platform tolerates wind, waves



#### **No Environment Impact**

- Certified for use with drinking-water
- Freshwater or seawater compatible 0
- Lead-free solar module available
- Minimum contact with water surface 0
- Abundant light and air passage for life 0 underwater
- Resistant to bio fueling (algae)

#### **Extra Generation**

- Module operates 10-15 °C cooler for extra generation
- Designed for quick installation and 0 easy O&M
- Can be modified for tracking



## **Advanced Operation & Maintenance**





### Our O&M Advantage

- Over 125 MW 0&M Portfolio of solar power plant assets
- Achieved 99%+ of plant available time and 80%+ of PR for the asset under management
- Leveraging tech-based data analytics, technical audits, consulting and R&D to improve overall plant efficiency.
- Dedicated team of 75 technical personnel constantly working for improving the customer experience.
- Providing end to end solutions for all kinds of solar plants to reduce breakdown and maximize generation.
- o Adopting advance technologies to increase plant reliability.
- Plant remote Monitoring to observe plant real time data and immediate response if any breakdown results to achieve maximum up time

# Long Tail of Revenues from O&M





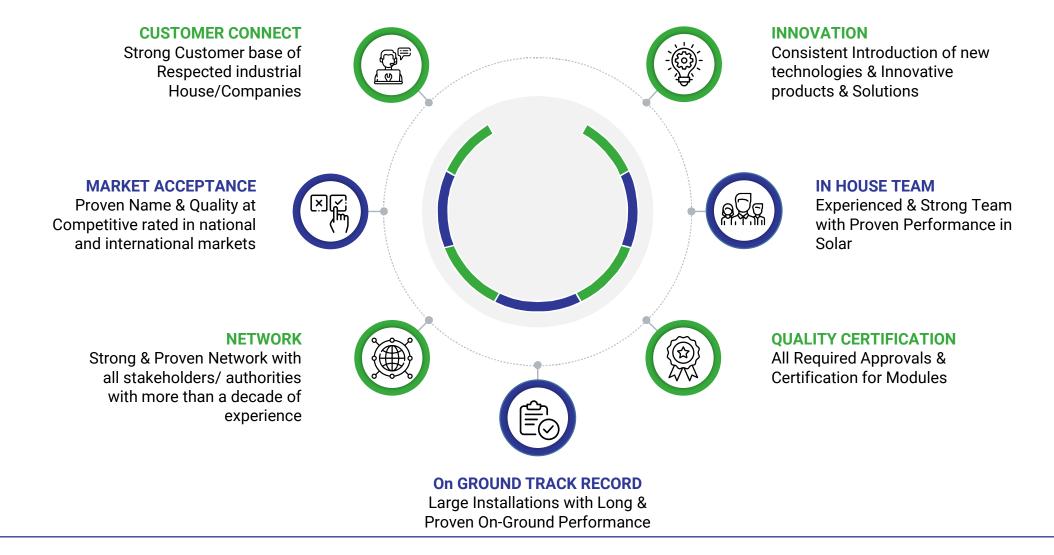
O&M Project Details	Capacity (KWp)
AMC Projects*	4,44,964
RESCO Projects*	36,613
Гotal	4,81,577











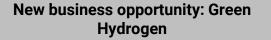
# **EPC** Accomplishments



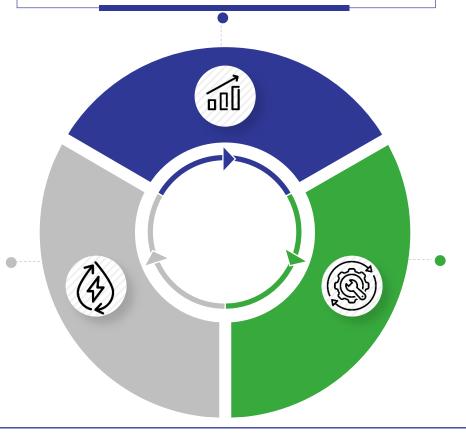


#### Achieve higher growth in the EPC segment

⇒ Evaluating opportunities in both international and domestic markets to secure more EPC contracts



- ⇒ We are exploring opportunities and are already in process to set up a 1 MW Green hydrogen Plant integrated with ecosystem on BOB basis
- ⇒ National Green Hydrogen Mission promotes commercialization & scaling up of Electrolyser technologies by establishing GH2 component manufacturing facility in India
- ⇒ Our group is open to collaborating and investing with technology partners and other hydrogen value chain stakeholders for an Electrolyser gigafactory and explore opportunities for a Hydrogen valley in India



#### Expand in O&M markets

- ⇒ The size of the O&M market is expected to grow as more solar capacities are added
- ⇒ Evaluating third-party O&M opportunities in international & domestic markets through both organic and inorganic methods
- ⇒ Enhance value to customers by offering differentiating O&M services, such as drone thermography, strong analytics and predictions, underground cable fault finder etc

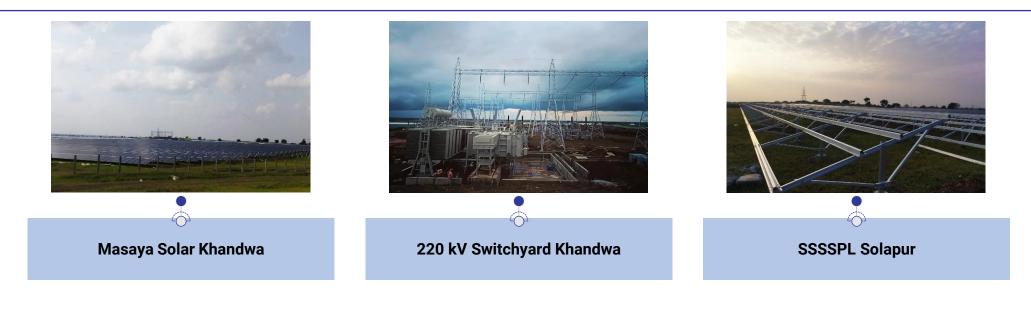


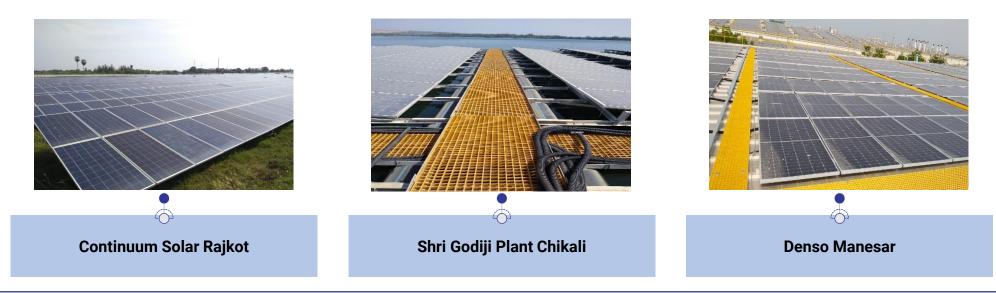


### **UNPARALLELED EXCELLENCE IN PROJECT EXECUTION**

## Key Ongoing Projects (350 MWp+)







## Excellence in commissioned projects



Waaree Renewable Technologies Limited

# Over 50+ MW Of Roof Top Projects Commissioned





### 1200 KW

Mumbai Metro



### 2000 KW

MondelezIndia PvtLtd (Cadbury) ANDHRA PRADESH



#### 1860 KW

Maharashtra Seamless Limited MAHARASHTRA



1700 KW

Primal Glass Limited GUJARAT



1000 KW

SRG Apparels TAMILNADU



1000 KW

Surat Municipal Corporation SURAT



700 KW

MSL Driveline System Limited MAHARASHTRA



### 640 KW

Surat Municipal Corporation GUJARAT



## Masaya Solar Plant 150 MW/210 MWp



- Masaya Solar, a 150 MW (210 MWp) solar plant in India is located in Khandwa district of Madhya Pradesh.
- It will supply energy for 25 years to the government-owned Solar Energy Corporation of India (SECI).
- The project will be connected through a 220KV transmission line to The Power Grid Corporation of India Limited's inter-state transmission network.

# Continuum Rajkot Gujarat 100 MW/140 MWp





## Denso Jhajjar, Haryana 1000 kWp





## Song Giang Solar Power Vietnam 45 MW/ 49.5 MWp



- The project, in association with Song Giang Solar Power JSC, marks Waaree's footprint in South East Asia.
- It is a 49.5MWp ground mounted solar project in Vietnam and is approved by Vietnam Electricity

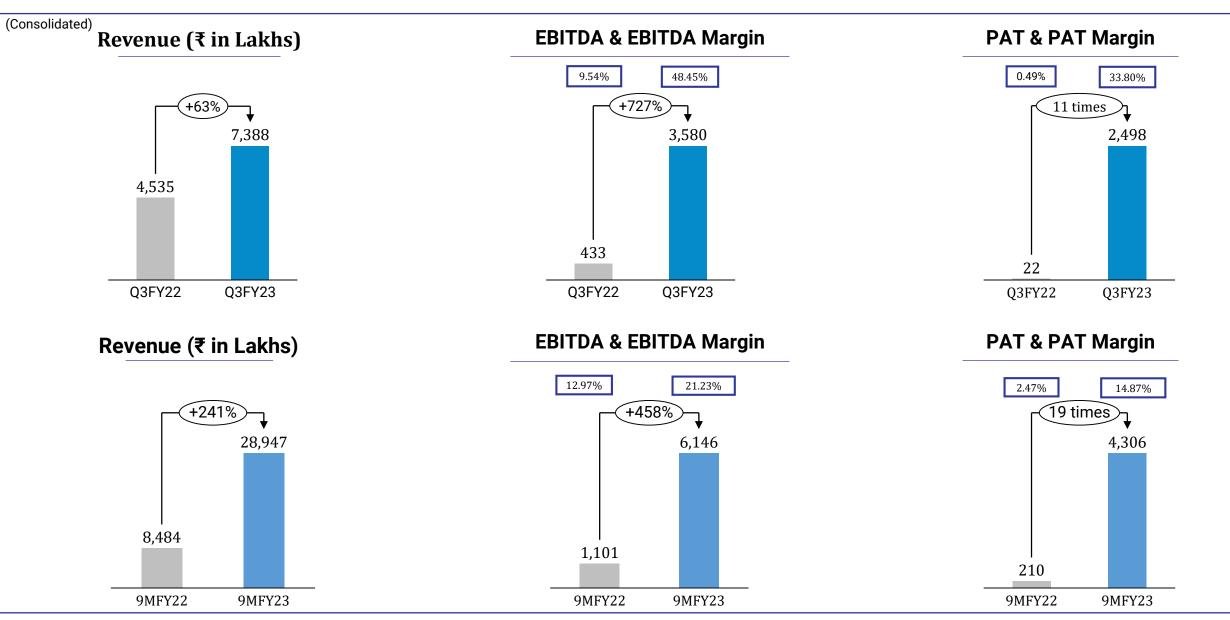




### **FINANCIAL HIGHLIGHTS**

Letter of Acceptance for execution of Engineering, Procurement and Construction (EPC) works of a solar power project					
0 0	Of 154MWp DC capacity on turnkey basis along with five years of operation & maintenance work Of 150MWp DC capacity on turnkey basis along with five years of operation & maintenance work				
0	Of 7 MWp DC capacity for their Captive requirement along with three years of Operation & Maintenance work With a capacity of 52.5 MWp DC along with provision of land, infrastructure and approvals for 70 MWp DC.				
_	<b>executed Order Book</b> Company is having Un executed order book of 625 MW as on Jan 2023.				
	<b>een Hydrogen Project</b> Won a contract to set up 1 MW Green hydrogen Plant integrated with ecosystem on BOB basis.				
	<b>ojects commissioned</b> Successfully commissioned 200 MW+ solar power projects during current year.				
IP	P contract details				
0	Adding a solar power project under its own power generating asset portfolio. The company will develop solar Power Project of 18.5MWp (comprising 5.5MWp at Murtizapur, Maharashtra and 13MWp at Yawatmal, Maharshtra)				

## Q3 & 9M FY23 - Highlights



# Consolidated Income Statement – Q3FY23



Particulars (₹ in Lakhs)	Q3FY23	Q3FY22	Y-o-Y	Q2FY23	Q-o-Q	9MFY23	9MFY22	Y-o-Y
Revenue from Operations	7,388.42	4,535.39		12,056.19		28,947.30	8,483.85	
Total Revenue	7,388.42	4,535.39	62.91%	12,056.19	-38.72%	28,947.30	8,483.85	241.20%
Cost of EPC Contracts	3,406.24	3,874.00		10,464.74		21,812.16	6,685.36	
Change in Inventories of Finished goods & Work in Progress	0.00	-		-		0.00	-	
Purchases of stock-in-trade		-		-			-	
Total Raw Material	3,406.24	3,874.00		10,464.74		21,812.16	6,685.36	
Gross Profit	3,982.18	661.39	502.09%	1,591.45	-150.72%	7,135.14	1,798.49	296.73%
Gross Profit Margin (%)	53.90%	14.58%		13.20%		24.65%	21.20%	
Employee Expenses	277.73	171.64		253.31		719.74	395.39	
Other Expenses	124.80	56.91		77.41		269.76	302.36	
EBITDA	3,579.65	432.84	727.01%	1,260.73	-183.93%	6,145.64	1,100.74	458.32%
EBITDA Margin (%)	48.45%	9.54%		10.46%		21.23%	12.97%	
Other Income	33.54	22.34		42.82		136.14	794.50	
Depreciation	74.93	75.82		73.94		221.95	291.68	
EBIT	3,538.26	379.36	832.69%	1,229.61	-187.75%	6,059.83	1,603.56	277.90%
EBIT Margin (%)	47.89%	8.36%		10.20%		20.93%	18.90%	
Finance Cost	104.10	114.23		110.57		320.88	558.90	
Exceptional Items/Share of loss from associates								
Profit before Tax	3,434.16	265.13	1195.27%	1,119.04	206.88%	5,738.95	1,044.66	449.36%
Profit before Tax(%)	46.48%	5.85%		9.28%		19.83%	12.31%	
Тах	936.65	242.92		303.16		1,433.19	834.94	
Profit After Tax	2,497.51	22.21	11144.98%	815.88	206.11%	4,305.76	209.72	1953.10%
PAT Margin (%)	33.80%	0.49%		6.77%		14.87%	2.47%	
EPS (As per Profit after Tax)	12.04	0.12		3.89		20.73	0.88	

## Consolidated Annual Income Statement



Particulars (₹ in Lakhs)	FY20	FY21	FY22
Revenue From Operations	568	1,298	16,150
Total Revenue	568	1,298	16,150
Cost of EPC Contract	0	380	12,381
Cost of services	0	0	554
Total Raw Material	0	380	12,935
Value Addition	568	918	3,215
Value Addition (%)	100.0%	70.7%	19.9%
Employee Expenses	103	66	560
Other Expenses	427	153	305
EBITDA	38	699	2,351
EBITDA Margin (%)	6.7%	53.8%	14.6%
Other Income	169	244	832
Depreciation	111	169	367
EBIT	96	774	2,815
EBIT Margin (%)	16.9%	59.6%	17.4%
Finance Cost	348	434	694
Profit before Tax	-252	340	2,122
Profit before Tax(%)	-44.4%	26.2%	13.1%
Тах	66	577	1,232
Profit After Tax	-318	-237	889
PAT Margin (%)	-55.9%	-18.2%	5.5%
EPS (As per Profit after Tax)	-1.54	-1.80	4.13

# **Consolidated Balance Sheet**

Equity & Liabilities (₹ in Lakhs)	FY20	FY21	FY22
Equity			
Equity Share Capital	2,081	2,081	2,081
Other Equity	514	146	909
Equity attributable to equity holders of the parent	2,595	2,228	2,990
Non-controlling interests	3,057	3,196	-5
Total Equity	5,652	5,423	2,985
Liabilities			
Non - Current Liabilities			
Financial liabilities	-	-	-
(i) Borrowings	-	11,429	3,299
(ii) Loans	3,667	-	-
Deferred Tax Liabilities	362	849	1,416
Provisions	5	17	22
Total Non - Current Liabilities	4,033	12,295	4,737
Current Liabilities			
Financial liabilities			
(i) Borrowings	310	283	885
(ii) Trade payables	673	602	5,798
(iii) Other financial liabilities	1,329	1,386	102
Other current liabilities	146	190	2,079
Provisions	16	2	4
Current tax liabilities (net)			188
Total Current Liabilities	2,475	2,462	9,056
Total Equity and Liabilities	12,160	20,180	16,779

Assets (₹ in Lakhs)	FY20	FY21	FY22
Non - Current Assets			
Property, plant and equipment	2,978	15,226	7,088
Goodwill on Amalgamation	70	70	1
Capital work-in-progress	4,118	0	0
Other Intangible assets	1	172	227
Intangible Assets under development	0	152	90
Financial Assets			
(i) Loans	1	0	0
(ii) Other Financial Assets	0	6	1
Income Tax Assets (Net)	0	47	0
Other non-current assets	490	62	56
Total Non - Current Assets	7,658	15,736	7,464
Current Assets			
Inventories	0	46	169
Financial Assets			
(i) Investments	0	3,009	56
(ii) Trade receivables	136	617	4,653
(iii) Cash and cash equivalents	2,747	128	1,327
(iv) Bank balances other than (iii) above	929	484	2,892
(v) Loans	500	1	
(vi) Other current financial assets	38	8	39
Other current assets	88	154	180
Current tax assets	66		
Total Current Assets	4,503	4,444	9,315
TOTAL ASSETS	12,160	20,180	16,779

# Consolidated Cash Flow

Particulars (₹ in Cr)	FY20	FY21	FY22
Cash Flow from Operating Activities			
Profit before Tax	-252	340	2,122
Adjustment for Non-Operating Items	-420	-375	-346
Operating Profit before Working Capital Changes	168	715	2,468
Changes in Working Capital	4,954	-947	2,150
Cash Generated from Operations	5,122	-233	4,618
Less: Direct Taxes paid	-37	1	-363
Net Cash from Operating Activities	5,085	-231	4,255
Cash Flow from Investing Activities	-3,816	-10,456	943
Cash Flow from Financing Activities	1,438	8,068	-3,999
Net increase/ (decrease) in Cash & Cash equivalent	2,707	-2,619	1,199
Add: Cash and cash equivalents as at 1st April	40	2,747	128
Cash and cash equivalents as at 31st March	2,747	128	1,327





**CSR Activities & Awards won** 



### Waaree Renewable Technologies has planned to create sustainable living through below channels like-

- Supporting children by providing education facilities.
- Protecting environment, health & safety through encouraging adaption of green energy.
- Engaging communities in programs promoting responsible act towards environment.









### **OUR CSR ACTIVITIES**

Tree Plantation Activity at our Factory





School Bag Distribution

### Awards won in recent years



### 2023



EPC Company of the Year by EQ SURYACON, TAMIL NADU 2022



Rising EPC Company of the Year by EQ SURYACON, KERELA

### 2022



Solar EPC Company of the Year by STATE LEADERSHIP AWARDS

### **THANK YOU**



Mr. Hitesh Mehta Executive Director & CFO info@waareertl.com

https://waareertl.com

**Investor Relations Advisors :** 



**Mr. Nikunj Jain** +91 9769060608 nikunj.jain@linkintime.co.in **Mr. Amar Yardi** +91 7045121239 amar.yardi@linkintime.co.in

**Orient Capital (a division of Link Group)**