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February 13, 2025

To,
The General Manager,
Corporate Relationship Department
BSE limited
P.J Towers, Dalal Street,
Mumbai- 400 001

Ref: Scrip Code - 543230

Sub: Investor Presentation on the Standalone and Consolidated audited Financial Results for the quarter and nine months ended December 31, 2024

Dear Sir/Madam,

Kindly find enclosed herewith a copy of Investor Presentation on the Standalone and Consolidated Unaudited Financial Results for the quarter and nine months ended December 31, 2024.

The above information is also available on the website of the Company at <a href="https://www.advaitgroup.co.in">www.advaitgroup.co.in</a>

You are requested to take the same on your records.

Thanking you, Yours faithfully, For Advait Energy Transitions Limited (Formerly known as Advait Infratech Limited)

Deepa Fernandes Company Secretary & Compliance Officer FCS: 13015

Encl: As above





# Investor Presentation

**Q3FY25** 

February 2025





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### **Advait Energy Transitions - In a Nutshell**



53% Robust 3Y CAGR Total Revenue



FY24 = 35 Cr 17% 21 Cr 10% 40% 29% EBIDTA EBITDA Margin PAT PAT Margin RoCE RoE (Excl. OI)

- Incorporated in 2010, Advait Energy Transitions has been at the forefront of delivering robust products and solutions tailored for power transmission, substation, and telecommunication infrastructure
- Existing operations spans across Power Transmission sector such as manufacturing related products, EPC of own manufacturing products in transmission and also providing services related to power transmission solutions
- Currently engaged into manufacturing and supply of power transmission network and projects related products such as Stringing Tools, OPGW (Optical Fiber Ground Wire), OFC cables, ACS (Aluminium Clad Steel Wire), ERS (Emergency Restoration System), and OPGW joint boxes etc
- Committed to innovation and indigenous manufacturing has led the company to foray into New and Renewable Energy space, marking their entrance into the supply of electrolysers and BESS projects. Advait has initiated to provide carbon credits consultancy services, IRECs consultancy and carbon offsetting solutions.

#### Vision

To spearhead a paradigm Energy Transition which will enable Advait in offering solutions for Transforming Lives by Transforming Energy

#### **Mission**

To positively impact the lives of a million people through our innovative and impactful solutions, nurturing the entrepreneurial spirit of India, and building a legacy change across the globe.

#### Motto

Transforming Energy, Transforming Lives





# FINANCIAL PERFORMANCE - FY24 (\*3Y CAGR)

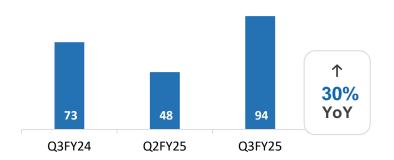
Total Revenue*	53%	207 Cr
EBITDA *1	75%	35 Cr
EBIT * 1	74%	33 Cr
PBT *	64%	29 Cr
PAT *	64%	21 Cr

## Robust quarterly and nine-month Advait performance



#### **Q3FY25 Standalone Highlights**

Total Revenue (₹ crore)



EBIDTA¹ (₹ crore) & EBITDA Margin (%)

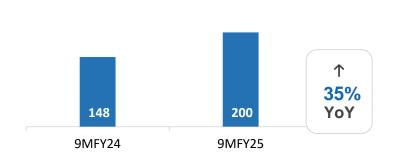


PAT (₹ crore) & PAT Margin (%)

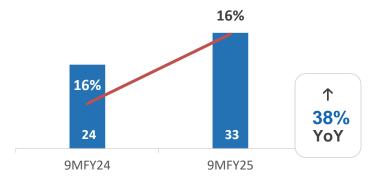


#### 9MFY25 Standalone Highlights

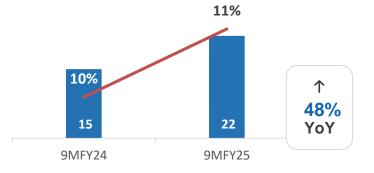
Total Revenue (₹ crore)



EBIDTA¹ (₹ crore) & EBITDA Margin (%)



PAT (₹ crore) & PAT Margin (%)



1. Excluding Other Income

## **Quarterly & Nine-months Standalone Key Numbers**



Particulars (₹ Crore)	Q3FY25	Q3FY24	YoY (%)	Q2FY25	QoQ (%)	9MFY25	9MFY24	YoY (%)
Revenue from Operation	94.36	72.51	30.14%	47.59	98.28%	200.10	147.73	35.45%
Total Income	96.29	73.17	31.60%	48.35	99.17%	203.16	148.83	36.51%
EBITDA (Excluding Other Income)	15.06	12.19	23.54%	9.41	60.07%	32.83	23.79	38.01%
EBITDA Margin	15.96%	16.81%	-5.07%	19.77%	-19.27%	16.41%	16.10%	1.89%
Profit after Tax	10.39	7.73	34.35%	5.58	86.22%	21.79	14.71	48.13%
PAT Margin	11.01%	10.66%	3.23%	11.72%	-6.08%	10.89%	9.96%	9.36%

## **Key Developments that took place during 9MFY25**



#### **Operational Performance**

#### **PTS Division:**

- Completed supply of 500KM of OPGW for the year from upgraded manufacturing facility
- Completed 4500KM of OPGW liveline stringing in UPPTCL projects in record time
- Completed 1000KM OPGW Line Charge in a single month for UPPTCL project
- Achieved more than 50% market share in India in supply of Stringing tools (Power Transmission)
- Have successfully supplied first ERS manufactured under MAKE IN INDIA route to our client PGCIL

#### **NRE Divsion:**

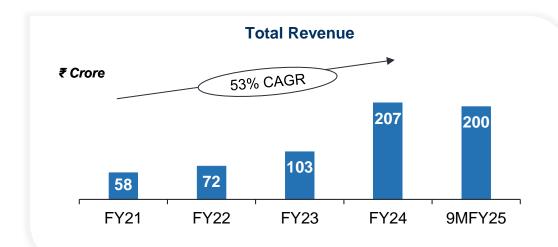
- Setting up new manufacturing unit at Ahmedabad for manufacturing 300 MW electrolyser under PLI scheme by SECI
- Completed 30MW of solar EPC project at Khavda, Gujarat
- Awarded first 50 MWH BESS project for GUVNL in state of Gujarat
- > Establishing JV for Manufacturing of Fuel cell in Ahmedabad

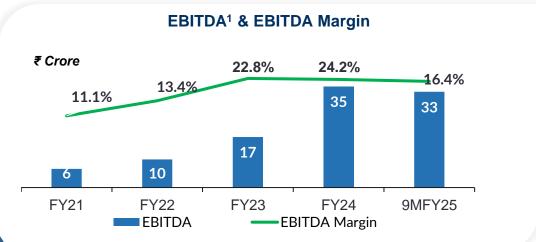
#### **Financial Performance**

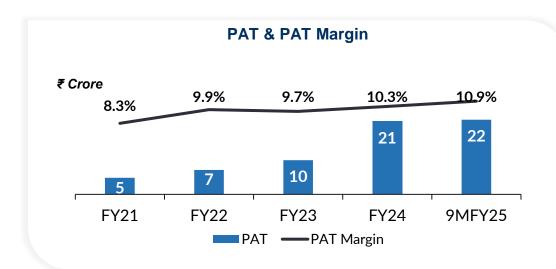
- > Total Income ₹ 203.16 Cr in 9MFY25 increased by 37%
- **EBIDTA grew by 38%** in 9MFY25 to ₹ 32.8 Cr
- EBIDTA margin 16.4% and PAT Margin 10.9% for 9MFY25
- Long term Credit Rating upgraded to CRISIL BBB+
- Secured total preferential allotment (Including Convertible warrants) of ₹ 107.44 Cr in FY25
- Debt Equity ratio improved at 0.29 times as on Dec 2024 vs 0.48 as on March 2024
- Current Ratio improved to 1.73 for 9MFY25 vs 1.41 FY24

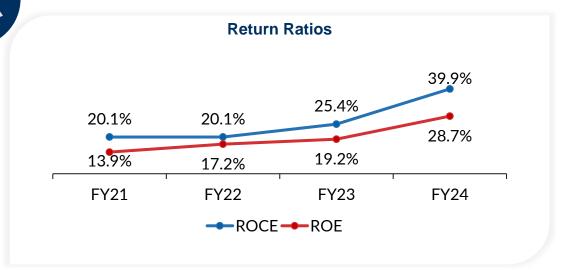
# Strong Annualized financial growth thereby generating value for Stakeholders









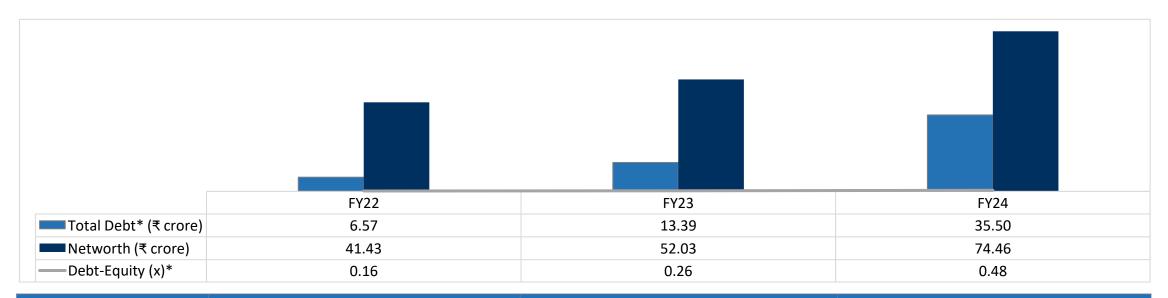


1. Excluding Other Income

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## **Lean Balance Sheet with Comfortable Leverage Position**





Particulars (₹ Crore)	FY22	FY23	FY24
(A) Total Debt	6.57	13.39	35.50
(B) Cash and Bank Balance	9.59	17.99	20.99
(C) Bank Deposits with > 12m maturity held as margin money	-	-	-
(D) Investments	-	-	-
(E) Total Cash and Bank Balance – (B+C+D)	9.59	17.99	20.99
Net Debt – (A-E)	-3.02	-4.60	14.51

#### **Chairman's Comments**

- We are continuously delivering while focusing on expanding of our products and services portfolio. In the process we are enhancing professional and proficient management while practising highest integrity.
- We are experiencing a surge in demand for our power transmission services, driven by the industry-wide trend toward upgrading and enhancing substation systems.
- With strong government support, including the establishment of targets for 500 GW of renewable energy capacity and 500 MMT of green hydrogen production, our new and renewable energy business is positioned for significant expansion.



We have robust business momentum and are well-positioned in the current marketplace. With our highly differentiated capabilities, the significant investments we are making, and our disciplined business management, I am very confident in our ability to continue gaining market share and delivering value for all our stakeholders."

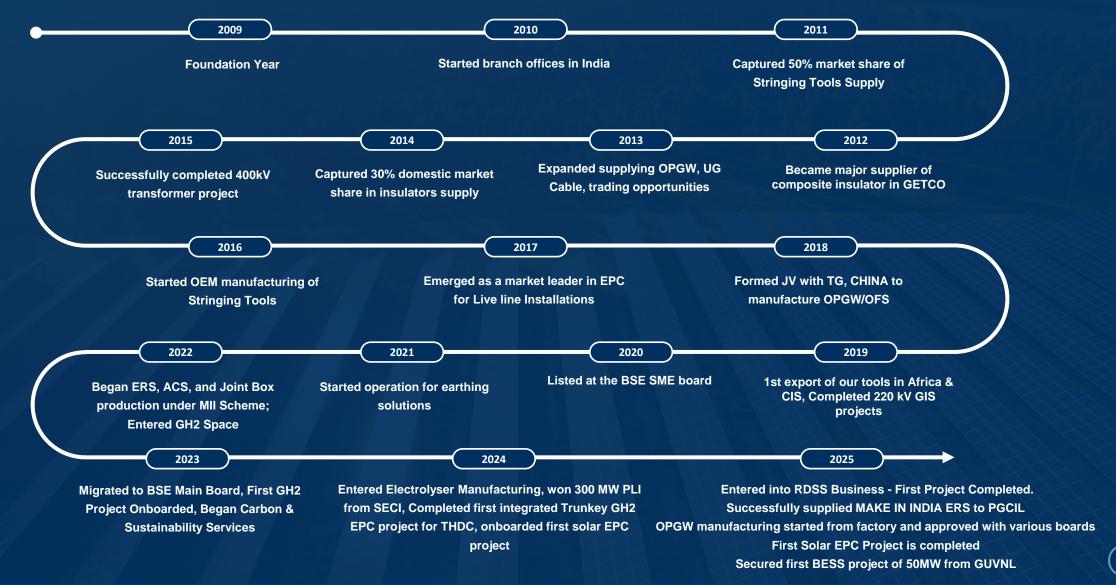




# BUSINESS OVERVIEW

### **Timeline And History**





## **Business Segments**







**OPGW (Optical Ground Wires)** 

**ACS Wires (Aluminum Clad Steel)** 

**Optical Fiber Cables (OFC)** 

**Emergency Restoration System (ERS)** 

**Stringing tools** 

**RDSS Projects - EPC** 

**Re-conductoring HTLS Projects - EPC** 

**Electrolysers - Manufacturing** 

**New & Renewable Energy (NRE)** 

**Green Hydrogen Solutions - EPC** 

**Fuel Cell Manufacturing** 

Solar - EPC

**Battery Energy Storage System (BESS)** 

**Carbon Markets and IRECs Services** 





## **Business Overview:**

## Power Transmission Business

### **Power Transmission Solutions**





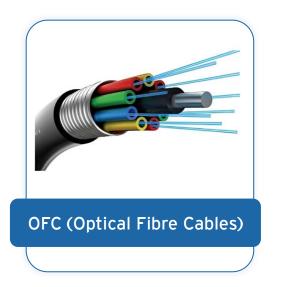












### **Optical Ground Wire (OPGW)**



#### What is OPGW?

Optical Ground Wire (OPGW) is a type of cable that combines grounding and communication functions in overhead power lines.

It's used by electric utilities to protect conductors from lightning and provide a telecommunications path.

#### **Applications**

Communication & grounding on Transmission Line.

#### **End User Industries**

Central & State Utility
EPC Player

## Advait's Presence in OPGW

2016

Started since

₹149.7 Cr

**Revenue in FY24** 

72%

of Revenue

₹87.5 Cr

Revenue in 9MFY25

44%

of Revenue

Advait is one of the top Indian OPGW cable manufacturers cum EPC contractor in India, providing a wide range of OPGW cables designed to meet the specific needs of power transmission and utility companies

### **Emergency Restoration System (ERS)**



#### What is ERS?

ERS is a temporary structure to by-pass existing transmission line during natural catastrophe or during any maintenance of the circuit.

This system enables utilities to have a lesser downtime of electricity transmission which eventually helps to reduce the revenue loss to the service provider.

#### **Applications**

Provide immediate solutions for transmitting power in crisis by creating parallel temporary transmission line within 48 hours.

#### **End User Industry**

Central & State Utility

#### **Advait's Presence in ERS**

2020

Started since

₹4.3 Cr

**Revenue in FY24** 

2%

of Revenue

₹10.5 Cr

Revenue in 9MFY25

5%

of Revenue

ERS is an excellent solution to start electricity transmission within the shortest possible time since it quickly creates a temporary bypass system

## **Stringing Tools (Power Transmission)**



## What is Stringing Tools?

Equipment's designed to guide and pull electrical conductors along the transmission line towers while maintaining proper tension and sag.

#### **Applications**

Pulling & Tensioning, Sag Measurement, Guiding & Support

#### **End User Industries**

Private EPC Player Transmission Lines

## Advait's Presence in Stringing Tools

2009

Started since

₹23.4 Cr

**Revenue in FY24** 

11%

of Revenue

₹36.1 Cr

Revenue in 9MFY25

18%

of Revenue

Primary goal is to provide value-added Stringing Tools for Transmission lines along with supply of goods and services for the transmission line stringing equipment of the Power Transmission Line Construction market

## **Aluminium Clad Steel Wire (ACS)**



#### What is ACS Wires?

ACS is a high-performance conductor widely used in electrical and telecommunication applications due to its excellent conductivity and superior tensile strength.

#### **Applications**

Input raw material to OPGW
Cable, ACSS & AL59
Conductors

#### **End User Industry**

Conductor Manufacturers

**OPGW Cable &** 

## Advait's Presence in ACS Wire

2021

Started since

₹22 Cr

**Revenue in FY24** 

11%

of Revenue

₹7.8 Cr

Revenue in 9MFY25

4%

of Revenue

ACS is generally used for long-term transmission lines in coastal and island areas, other tropical and subtropical regions, dense fog regions, and highly polluted areas where corrosion resistance is required

## Reconductoring High Temperature Low Sag (HTLS) Projects



## What is Reconductoring HTLS Projects?

HTLS conductors are overhead power line conductors that can withstand higher temperatures and sag less than conventional conductors.

They are used to increase the power transmission capacity of existing power lines without replacing the pylons

#### **Applications**

Transmit more power than conventional conductors. This facilitates the line to experience high ampacity & low sag when used for high power transmission.

#### **End User Industry**

Central & State Utility

## Advait's Presence in HTLS

2022

Started since

₹0 Cr

Revenue in FY24

0%

of Revenue

₹12.5 Cr

Revenue in 9MFY25

6%

of Revenue

Due to the ability to handle higher temperatures, HTLS conductors can carry more electrical current than conventional conductors of the same size.

### **Power DISCOM EPC Projects**



## What is RDSS Projects?

Upgrading and modernizing existing substations, replacing old HT/LT lines, installing aerial bunch cables, implementing HVDS systems for loss reduction, constructing new substations, feeder segregation, separation of agricultural feeders, underground cabling, and implementing smart grid technologies like SCADA and DMS systems

#### **Applications**

Strengthening the distribution network and minimizing power losses while ensuring reliable 24x7 power supply.

#### **End User Industry**

Government DISCOM's

## Advait's Presence in RDSS Projects

2023

Started since

₹8.07 Cr

**Revenue in FY24** 

4%

of Revenue

₹45.6 Cr

Revenue in 9MFY25

23%

of Revenue





## **Business Overview:**

New & Renewable Energy Business (NRE)

### New & Renewable Energy (NRE)





Electrolyser Manufacturing

Electrolyser manufacturing 100 MW SECI PLI-1 & 200 MW SECI PLI- 2

Indigenous Stack manufacturing under Licensing agreement

Current enquiry/MoU for 45 MW under discussion

**Future** 

Plan



GH<sub>2</sub> **EPC** 

Completed

**THDC-Microgrid Project** with 300kW Electrolyser and 70 kWh FC for GH2 production

**Under Construction** KPI GH2- 1 MW Electrolyser



**BESS** 

Lowest bidder for 50 MW IPP & 100 MW of IPP in BESS in near future



Solar **EPC** 

**Under Construction** 30 MW Solar PV installation and erection EPC Contract at Khawda, Gujarat by KPI Green



**Advait Fuel Cell Business** 

Research and planning for setting up FC Manufacturing unit in India with collaboration with technology partner



**Carbon Markets and IRECs Services** 

Onboarded 20+ Projects with over 300+ MW capacity

Active inventory of over 1.4 Million Carbon **Credits** 

- Advait to set up 300 MW Electrolyser Manufacturing facility by 2026-27
- Expanding to 1GW Electrolyser Manufacturing facility by 2029-30
- By 2026-27 Advait to begin the operations in the Fuel Cell Assembly and Manufacturing facility
- Advait will have its fuel cell manufacturing and assembling operations under their JV (Advait TECO)
- Advait to develop solution of renewable power offering integrated project products mix of Solar/ Battery / Fuel cell



### **NRE Division: Electrolyser Manufacturing Business**



 Ventured into green energy under New & Renewable division of AIL, focusing on electrolyser assembly and manufacturing, fuel cell supply, and sustainable services like carbon consultancy.

0.3/0.5/1 MW Stacks



- Advait to set up 300 MW Electrolyser Manufacturing facility by 2026-27
- Expanding to 1GW Electrolyser Manufacturing facility by 2029-30

Partnership with Jiangsu Guofu Hydrogen Energy Equipment Co Ltd - In collaboration with GuoFu through "TOT transfer" to AIL, a leader in hydrogen technology, we achieve an impressive hydrogen purity level of 99.99% without the need for a separate compressor. This cutting-edge technology enhances efficiency and sustainability in green hydrogen production, positioning us as a key player in the industry. AETL is committed to advancing green hydrogen technology, contributing to India's sustainable energy goals.

2/4/8 MW Module



Multi- MW Cluster



## NRE Division: Green Hydrogen EPC Solutions





#### **Engineering, Procurement, and Commissioning (EPC) Services**

Advait Energy offers comprehensive supply and installation-EPC solutions for green hydrogen projects, covering engineering, procurement, and commissioning phases.



#### **Scope of Services**

Advait provide skids for separation, purification, and storage tanks, ensuring efficient and reliable hydrogen production - Company services extend to erection, installation, and operation of the skids, ensuring seamless integration into existing infrastructure — Advait Energy also offers EPC solutions for transformers, rectifiers, PLC SCADA systems, HMI, and LT panels, facilitating the smooth operation of hydrogen production facilities.



#### **Commitment to Excellence**

With a focus on quality and reliability, Advait deliver turnkey solutions tailored to meet the specific needs of each project - Their experienced team ensures the successful execution of EPC projects, meeting industry standards and exceeding client expectations.





#### **NRE Division: Fuel Cell Business**



Advait has entered MOU with TECO Group, who has developed fuel cell products namely FCS100, FCB400 and FCM400 In partnership with AVL



- TECO Group, a Norway-based clean-tech company developing zero-emission technology for the maritime and heavy industry specialization in developing PEM hydrogen fuel cell stacks and PEM hydrogen fuel cell modules, and Advait Energy Transitions Limited (AIL), which has been formalized through a Memorandum of Understanding (MOU).
- Under this agreement, AETL and TECO Group are establishing a joint venture in India, where AETL to hold the majority shareholding with 51:49 equity. The joint venture will be exclusively authorized to develop, manufacture, and commercialise TECO Group Fuel Cell Technology within the Indian as well as SAARC market.
- Since November 2023, going through extensive testing at AVL's test facility in Graz (Austria)
- Unique design based in TECO's 30 years of maritime experience and AVL's 20 years of R&D experiences in the field of hydrogen and fuel cells,
- Maximum power outputs with this disruptive fuel cell technology
- Most powerful industrial, marine and heavy-duty fuel cell system globally







# MAJOR MILESTONES

### **NRE Division: Electrolyser Manufacturing Business**



#### **OUR PLI WIN:**

## Advait Allocated total capacity of 300 MW in MNRE's SECI's production linked incentive for electrolyser manufacturing

In a significant development in India's renewable energy landscape, **Advait Infratech**, Reliance Green Hydrogen and Green Chemicals, ACME Cleantech Solutions, Greenko ZeroC, HHP Two, and Bharat Petroleum Corporation emerged as successful bidders in the Solar Energy Corporation of India's (SECI) tender. SECI invited proposals under two distinct categories: Technology Agnostic Pathways bucket (Bucket I) and Biomass-based Pathways bucket (Bucket II). The green hydrogen production capacity is distributed with 410,000 MT/year under Bucket I and 40,000 MT/year under Bucket II.



# Advait's Leadership in Green Hydrogen (GH2) Turn-key Projects For THDCIL and KP Group || Uttarakhand and Gujarat



#### A) 300 kW GH2 Plant (THDC India Ltd.) - Rishikesh - COMPLETED

- Completed in Jan 2024; includes 300 kWh Alkaline Electrolyser, 70 kWh PEM Fuel Cell, and 50 kg/day GH2 production
- Pioneering microgrid systems ensuring a stable, sustainable power supply
- Showcases Advait's excellence in innovative microgrid systems and efficient project execution
- A milestone in India's green hydrogen revolution, driving sustainability and reducing the carbon footprint





#### B) 1 MW GH2 Plant (KPI Green Hydrogen Pvt. Ltd.) - Matar, Gujarat - UNDER PROGRESS

- Commissioning in June 2025
- Dual applications
- Hydrogen: Cascade filling at 200 bar pressure
- Oxygen: Ultra-pure cylinder filling at 200 bar pressure

Solar Roof Top and Grid



**Electrolyser** 



**H2 Storage** 



**Fuel Cell** 



**Electrical Grid** 





### **Battery Energy Storage System (BESS)**



Battery Energy Storage Systems (BESS) are designed to store energy in batteries for later use. They are becoming increasingly popular as renewable energy sources such as solar and wind become more common.

Eyeing on 1 GW of BESS Projects over the period of next 5 years.

Advait has received its first project BESS project from GUVNL for 50MW on boot basis

## **Applications Of BESS**



Building Energy Management

BESS can be used to store excess energy produced by buildings with solar panels for later use.



Electric Vehicle Charging

BESS can be used to store energy for electric vehicle charging stations, which helps reduce peak demand on the grid.



Grid Stabilization

BESS can be used to provide ancillary services to the grid, such as frequency regulation and voltage control.

# Overview & Vision Of Solar IPP & EPC Project – Advait Group Backward Integration For Our Gh2 Mission



#### **JOURNEY OF SOLAR BUSINESS**

- Secured 30 MWp Solar EPC Project at Khavda, Kutch, Gujarat worth INR 59 Cr
- Project is expected to be commissioned by March 2025
- Currently working on 500+ MW solar inquires

#### **VISION OF SOLAR BUSINESS**

- Completion of 500 MW of EPC Solar projects by 2026-27.
- Providing Energy solution by offering integrated Battery Solar packages.
- By consistently scaling up project execution capabilities,
   Advait envisions reaching new milestones in the renewable energy sector.
- Strategic focus will be on leveraging advanced technologies and innovative solutions to deliver high-quality, sustainable energy projects.

### **New & Renewable Energy: Sustainability Services**





#### Carbon Consultancy

Rigorous analysis and strategies to reduce carbon emissions



## Carbon Neutrality Service

Achieving carbon neutrality through customized solutions.



## IREC Consultancy

End-to-end support for Renewable Energy Certificate trading.



## Decarbonization Consultancy

Tailor-made strategies for emission reduction.



#### Impact Reporting

Supporting ongoing climate projects for a greener future.

#### **OUR ACHIEVEMENTS 2023-24 AND VISION**

- Onboarded **20+** projects inclusive of RE, Waste to Energy, Compost production and many more with a combined capacity equivalent to 300+ MW under best carbon registries like Verra, Cercabono.
- Managing an active carbon credits inventory of more than 1.4 Million credits
- Targeting a Carbon Credits inventory of 80 Million+ by 2027

## New & Renewable Energy: SDGS Fulfilled



	Organization	es	Sustainability	olysers	;ell	EPC	[formerly known as * Advalt Infratech Limi
	Organ	Services	Sustai	Electroly	Fuel Cell	Solar	
3 GOOD HEALTH  AND WELL-BEING							Our GH2, Fuel Cell, Solar EPC Solutions, BESS, Sustainability Services and our Organizational Human Capital help companies looking to decarbonize and reduce their carbon footprint significantly promoting good health to communities.
4 QUALITY EDUCATION							We collaborate and partner with educational institutions to promote skills in technological education which leads to new opportunities and R&D.
5 GENDER EQUALITY							We promote gender equality at our workplace.
7 AFFORDABLE AND CLEAN EMBERT							Our Solar EPC, Electrolyser and Fuel Cell Manufacturing for Green Hydrogen Production and Sustainability Services directly increases the renewable energy mix of the Indian grid.
8 DECENT WORK AND ECONOMIC GROWTH							Our Electrolyser Manufacturing for Green Hydrogen Production, Sustainability Services, BESS and Organizational Human Capital promotes decent economic growth and increases employment through our operations.
9 AND INFORMACIONAL PROPERTY IN ADMINISTRATION OF THE PROPERTY IN ADMINISTRATION OF T							We manufacture Electrolysers, Fuel Cells, Solar and BESS solutions and provide Sustainability Services which increases innovation at an industrial scale while promoting R&D and infrastructure development.
10 REDUCED NEQUALITIES							Our organization provides equal employment opportunities and promotes gender diversity which reduces inequalities in our workplace and operations.
11 SUSTANABLE CITIES AND COMMUNICIES  12 RESPONDENT AND PRODUCTION AND PRODUCTION							Our operations provide technological solutions for clean and zero emission transportation through Electrolyser and Fuel Cell manufacturing for Green Hydrogen and increases carbon finance for companies promoting sustainable cities.
12 RESPONSELL CONSUMPTION AND PRODUCTION							Our Sustainability Services and Organization promote widespread adoption of sustainable consumption and production practices by incentivizing manufacturers.
13 ACTION							We contribute to climate change mitigation and adaptation through our Electrolyser and Fuel Cell Manufacturing for Green Hydrogen Production, Sustainability Services and Solar EPC Solutions by significantly reducing carbon emissions.
16 PEACE JUSTICE AND STRONG INSTITUTIONS							Our operations and organizational human capital strengthens relationships with institutions to accelerate innovation for emission reduction.
17 PARTINERSHIPS FOR THE GOALS							In our Fuel Cell implementation and partnerships with educational institutions, we collaborated for increasing the R&D and technological innovation.

#### Safe Harbour



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## THANK YOU

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