



VIVIANA[®]

VIVIANA POWER TECH LIMITED

Electrifying Nation with Trust

INVESTOR PRESENTATION

DECEMBER 2023



OVERVIEW

"Since its establishment in 2014, Viviana Power Tech Ltd. has consistently been at the forefront of delivering robust services and solutions tailored for power transmission and distribution infrastructure projects. Our operations encompass various segments, including the design, engineering, procurement, installation, and commissioning of power transmission lines, substations, and distribution networks, providing end-to-end solutions to our esteemed customers.

The company is currently embarking on a significant expansion and transformation journey aimed at achieving sustainable growth and overcoming challenges.

Engaged in a thorough introspection of its business processes, this introspective analysis serves as a foundation for continuous improvement, identifying areas for refinement and innovation to enhance overall business efficiency.

Strengthening financial capabilities is a key pillar of the transformation strategy. This includes prudent financial management, investment in strategic initiatives, and a focus on long-term financial sustainability to support the company's growth objectives.



50+
Completed
Projects



60+
Professionals



250+
Committed
Workforce



15+
Years of Average
experience of the
core team



NSE
Emerge
Listed

STRENGTH



High customer retention: Executing and completing projects on time and cultivating strong relationships with esteemed customers as a result getting repeat orders.

Continuous scalability improvement: The company is gradually increasing technical and financial credentials to bag bigger and Larger size of single order.

Consistent order influx : Excelling performance merits, retaining clients. Expanding clientele and Getting consistent orders capitalize on emerging.

Triumph over challenges : The company is engaged in a thorough introspection of its business processes.

Enduring organizational strength : This introspective analysis serves as a foundation for continuous improvement, identifying areas for refinement and innovation to enhance overall business efficiency.

Ethical and transparent conduct : prioritize ethical conduct foster a positive reputation and long-term relationships.

Financially secure : prudent financial management and a focus on long-term financial sustainability to support the company's growth objectives.

Adaptive strategies: Implementing adaptive strategies involves staying aligned with industry trends, embracing innovation and selecting business based on evolving market conditions.

Viviana 2.0

Renewable Energy Generation

- 16 acre land finalised in Gujarat
- Developing 4MW Renewable Energy project
- PPA in pipeline
- To start operations in FY25

**FY27 Target :
40 MW**

Power EPC

- Rs.150cr Orderbook
- Rs.200cr Orders in pipeline (expected in the next 12 months)
- Capability developed for larger projects on a PAN India basis
- FY24 Revenue target Rs.65+ cr
- PAT margins 10-12%

**FY25 Revenue Target :
Rs.120-140cr**

Distribution Transformer Manufacturing

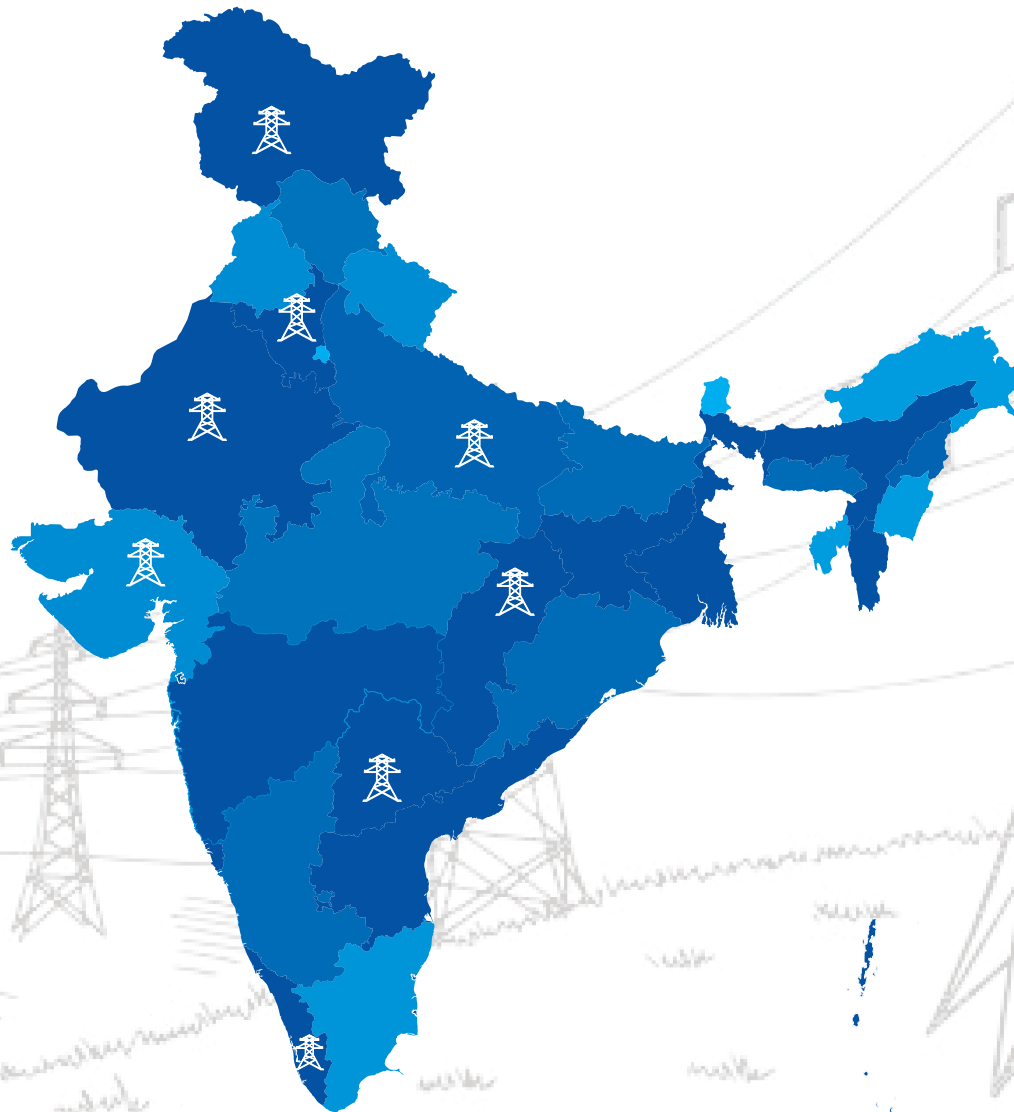
- Targeting Rs.7-8cr revenue in FY25
- Developing manufacturing facility of Distribution transformers up to 7 MVA upto 5000 units at Vadodara.

**FY27 Revenue Target:
Rs. 30 Cr**

BUSINESS PENETRATION



Viviana is engaging in an expansion strategy by extending its presence into additional states with careful planning and the development of a strong infrastructure to support operations in new regions



VOYAGE FOR RECOGNITION

2014

Company Incorporated

2016

Registered with GETCO and
Received 66kV Transmission Line project

2017

First 66kV Switchyard commissioned for
M/s. Suzlon Global Services Ltd

2018

220kV Transmission line project received from
M/s. Suzlon Global Services Ltd

2020

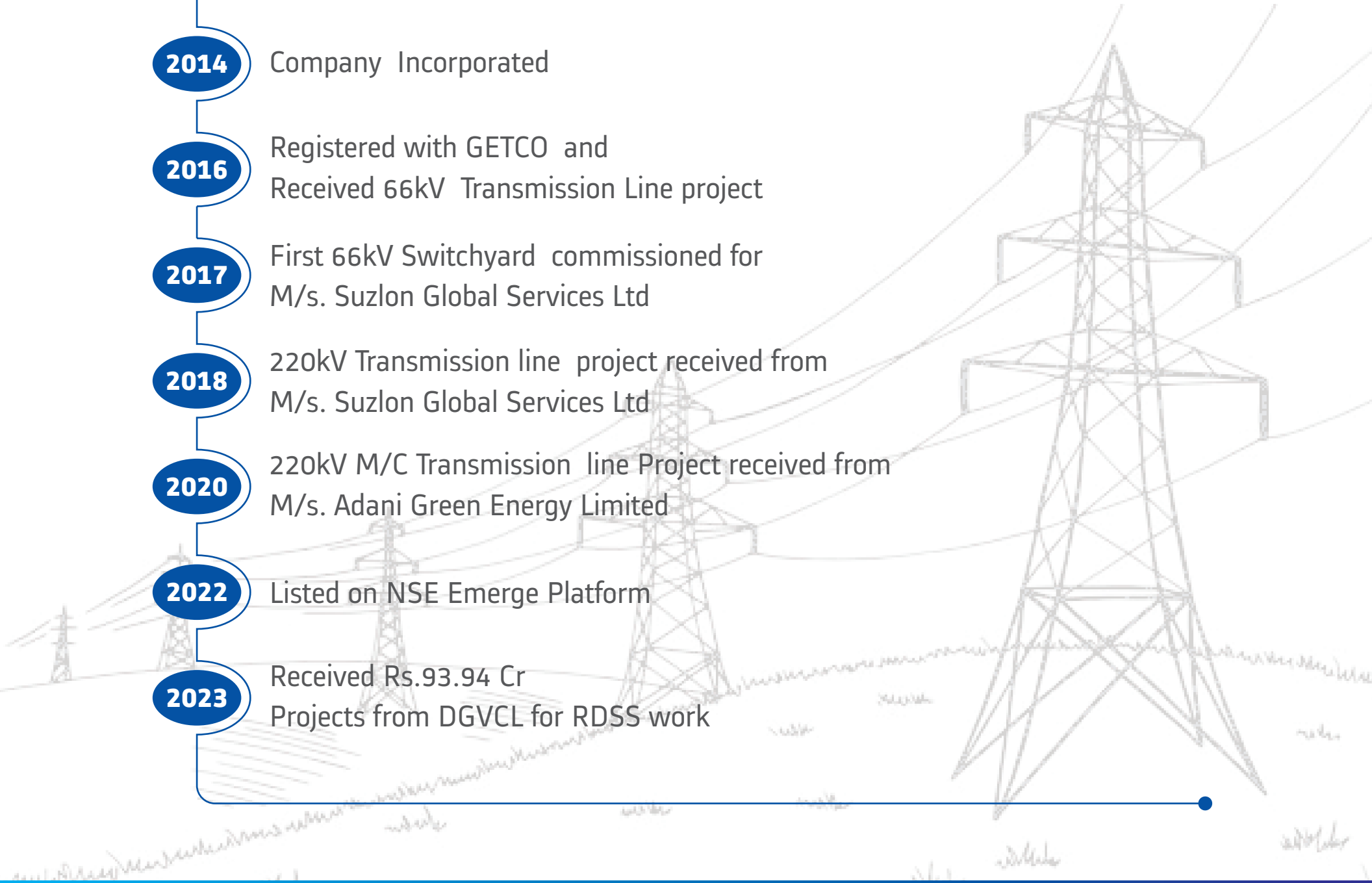
220kV M/C Transmission line Project received from
M/s. Adani Green Energy Limited

2022

Listed on NSE Emerge Platform

2023

Received Rs.93.94 Cr
Projects from DGVCL for RDSS work



CORPORATE PHILOSOPHY



Project Evolution

- Identifying the right opportunities and participating in the open bid process for Government as well as private players.
- With a close peer, objectively evaluating bids for feasibility, technical and commercial viability.
- Drive competitive offers.



Project Execution

- Initiate design and engineering process in regard to project requirements.
- Develop setup and infrastructure.
- Harmonizes with client for smooth functioning.
- Organize supply and services.
- Ensure timely completion.



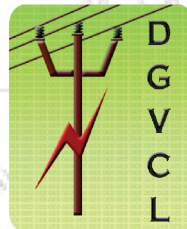
Monitoring and Control

- ERP based Corporate monitoring through the expert team.
- Establish communication with the site and client.
- Maintaining cash flow for the project.
- Providing moral boost to project team.

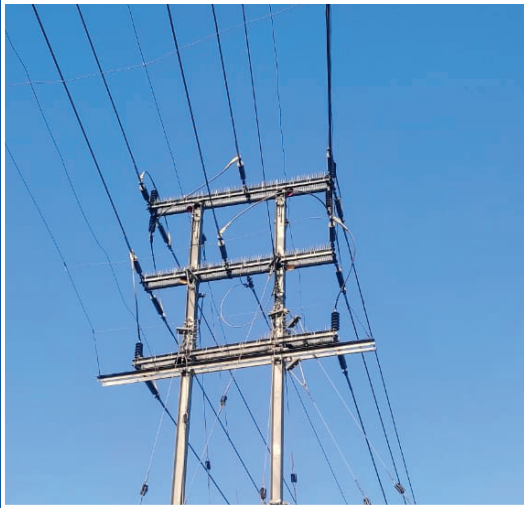
CLIENTELE



The Company is focusing on building long-term relationships with its stakeholders. The company has a good track record of repetitive business, which is a testament to its performance and execution capabilities.



PROJECT ACTIVITY



Gujarat

Name of Project : 33 KV DPDC and 33 KV SC Transmission line Tal.-
Nakhatrana Dist-Kutch

Client : ADANI GREEN ENERGY SIX LIMITED

Running Activity : Final Stringing Work



Gujarat

Name of Project : 400 KV S/C and D/C Transmission line for Evacuation of
Power from Solar Power Project at Khavda, Kutch,
Gujarat.

Client : Adani Green Energy Ltd

Running Activity : Transmission Towers Erection And Stringing Work



Gujarat

Name of Project : Full Turnkey Contract (Design, Supply, Installation, Testing &
commissioning) for Development of Distribution
Infrastructure work for Loss reduction activity in Tapi, Dang
& Narmada District, DGVCL under Revamped Reforms-
Based and Result-linked Distribution sector scheme.

Client : Dakshin Gujarat Vij Company Ltd.

Running Activity : Underground Cable Laying Execution



KEY FINANCIAL METRICS



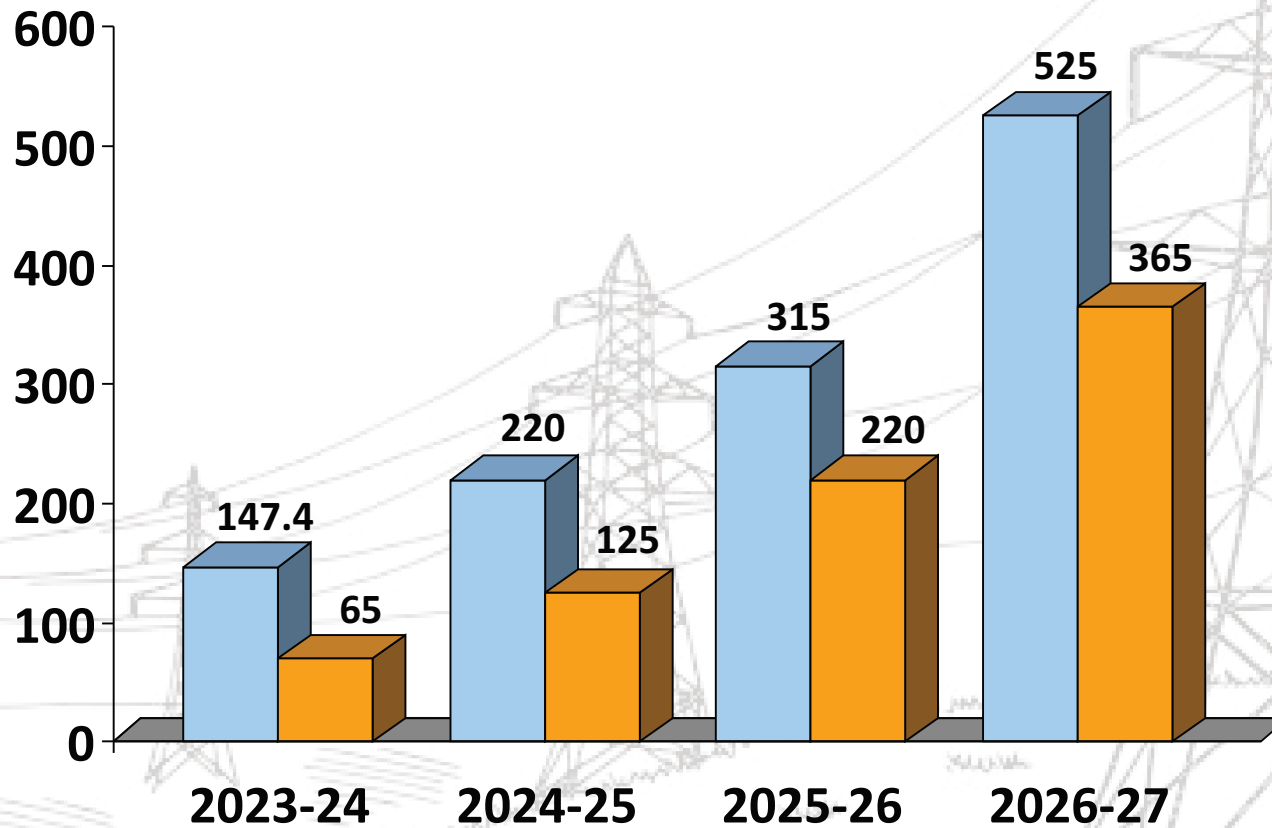
PARTICULARS	F.Y. 2023	F.Y. 2022	F.Y. 2021
Debt Equity Ratio	0.56	0.96	1.81
Return On Equity (%)	48.67%	51.96%	34.18%
Net Profit Ratio	8.32%	8.58%	5.17%
Return On Capital Employed	18.03%	36.19%	19.37%

PROFIT AND LOSS STATEMENT in Lacs

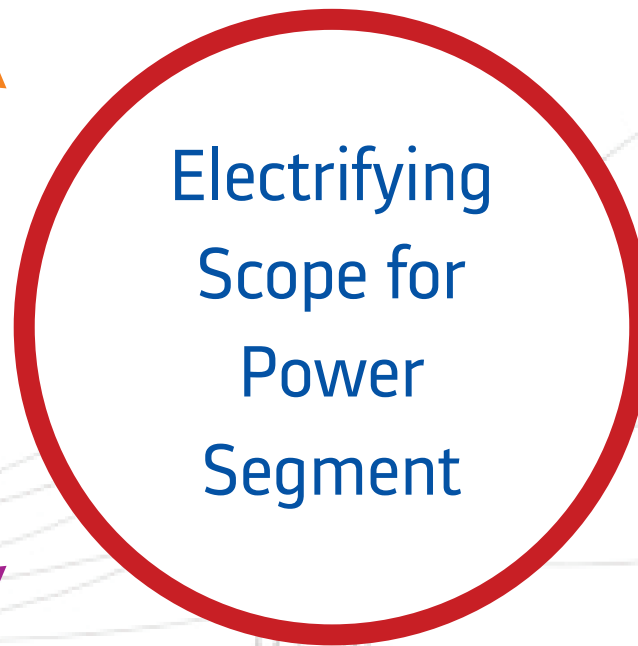
Total Revenue	3,615.17	3,261.26	2,252.42
Finance Cost	107.22	101.62	64.69
Depreciation and amortization	20.71	19.05	17.57
PBT	397.98	378.48	154.15
PAT	300.88	279.82	116.38
Earnings Per Share	5.75	121.66	52.90

BUSINESS PROJECTION

- Order Booking Target Including Carry Forward (Rs. In Crore)
- Projected Turn Over (Rs. In Crore)



OPPORTUNITIES



Government of India to spent Rs.3,03,758 Crore in Revamping Distribution Sector During 5 year period ending FY26.

The central government is planning to reach up to 500 GW of renewable energy production by 2030

Gujrat Energy Transmission Company has planned for EHV system network strengthening

India is poised to be global business hub

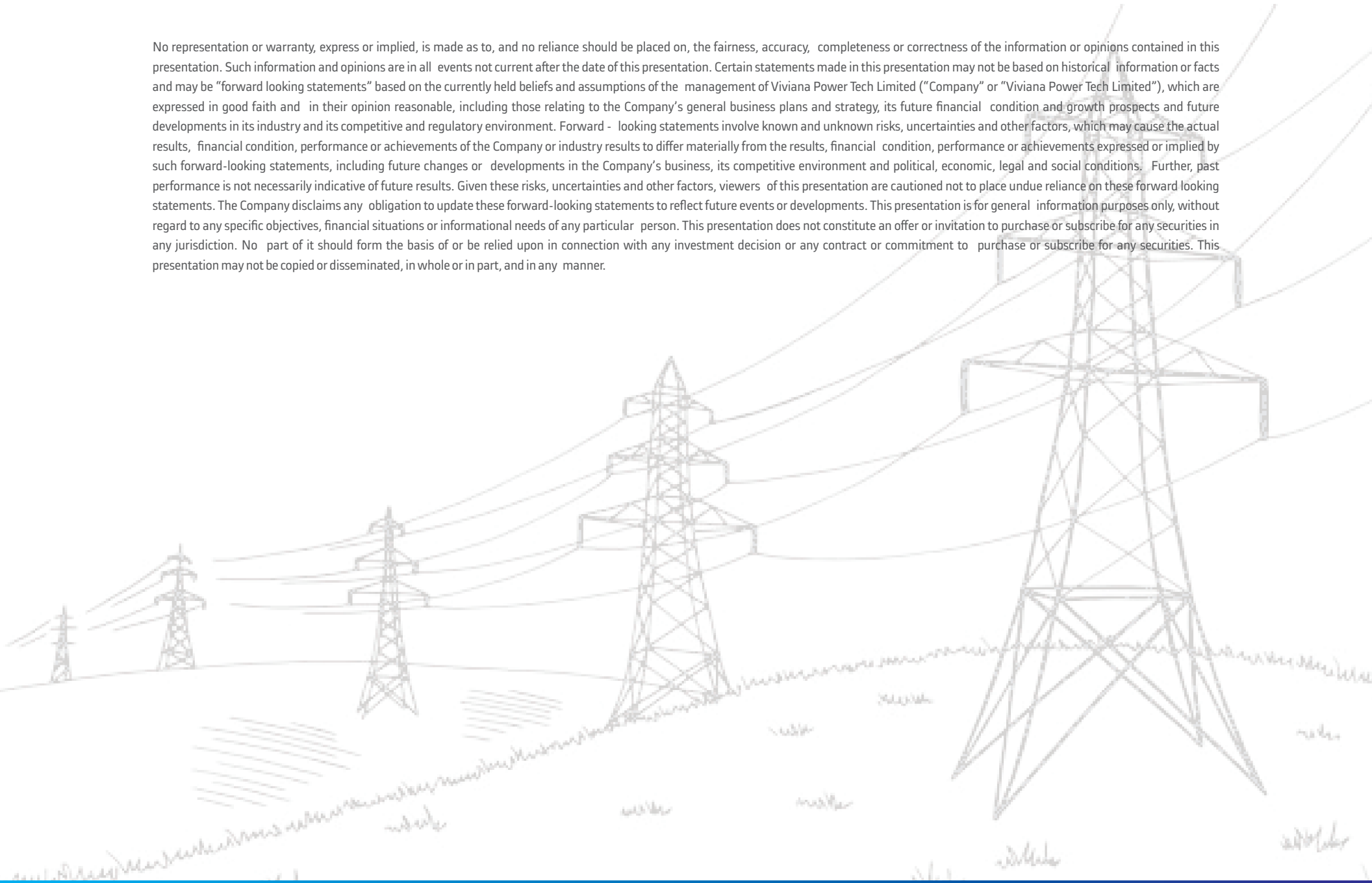
Government initiatives for robust Infrastructure development in India.

National Power demand shall be double in next 10 year

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Thank you!



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