



Regd.Off.: 87/4 MIDC Satpur,  
Nashik – 422007, Maharashtra,  
India

T : 0253-2357438  
E : [info@apil.co.in](mailto:info@apil.co.in)  
W : [www.apil.co.in](http://www.apil.co.in)  
Toll Free: 1800 233 4062

Akanksha Power and Infrastructure Ltd.

CIN : L40104MH2008PLC184149

MSME : UDYAM-MH-23-0014661

To,  
**National Stock Exchange of India Limited**  
Exchange Plaza, C - 1, Block - G,  
Bandra Kurla Complex,  
Bandra (East), Mumbai – 400 051

Date: 08/09/2025

**Scrip Symbol – AKANKSHA**

**Sub: Investor Presentation.**

**Ref: Update under Regulation 30 of the SEBI (Listing Obligations and Disclosure Required) Regulations, 2015.**

**Dear Sir,**

With reference to the above captioned subject, we Akanksha Power And Infrastructure Limited, hereby submits the Update Investor Presentation for all our stakeholders of the company and public at large.

This aforesaid presentation will also be made available on the companies' website.

We request you to kindly take the same on your records.

Thanking you,

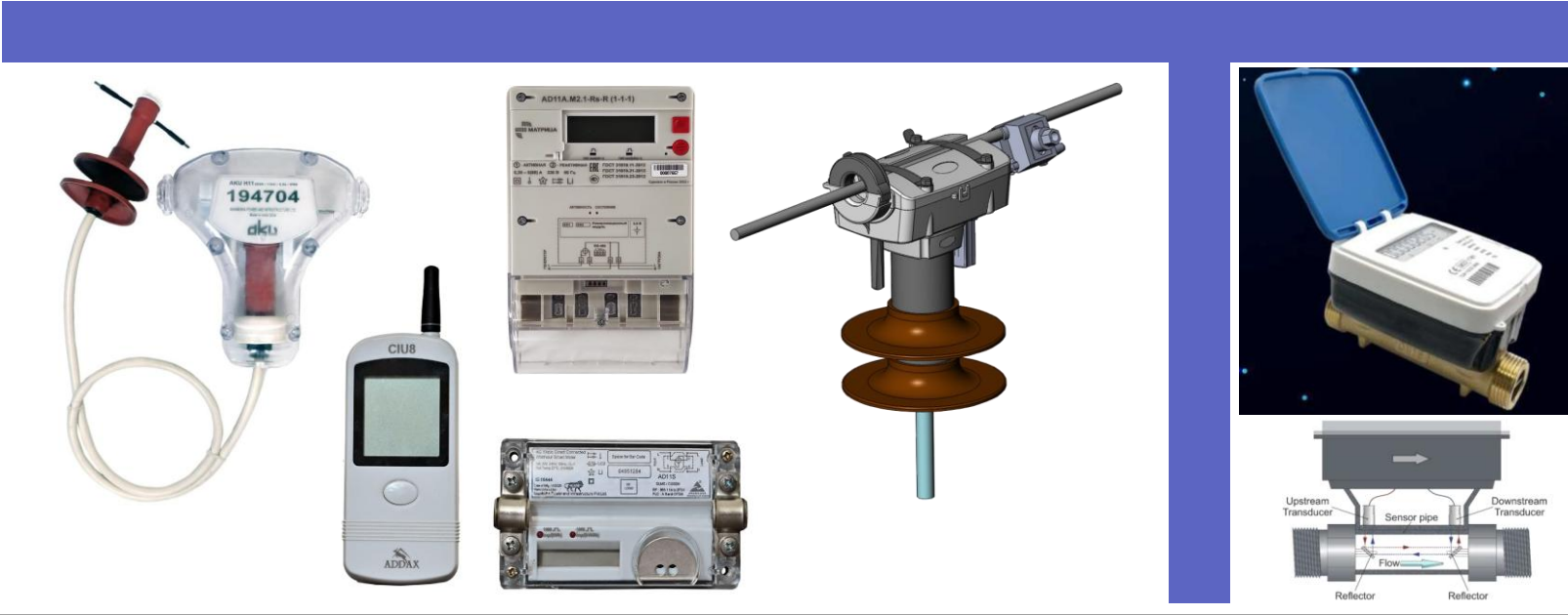
Yours faithfully,

For **Akanksha Power and Infrastructure Limited**

**Hariom Kushawaha**  
**Company Secretary & Compliance officer**  
**Mem. No. 68173**



# Investors Presentation




# Akanksha Power and Infrastructure Ltd

Power Quality Solution

Automatic Metering Infrastructure

Renewable energy developer

Smart GAS Metering Infrastructure

Smart Water Metering Infrastructure

Digital Management



This presentation and the accompanying slides (the “Presentation”), which have been prepared by AKANKSHAPOWERANDINFRASTRUCTURELIMITED,(APIL).(the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied upon in connection with any contract or binding commitment whatsoever. No offer of securities of the Company will be made except by means of a statutory offer document containing detailed information about the Company.

This Presentation has been prepared by "APIL", the Company based on information and data, which it considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward-looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our national and international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company



## OUR VISION:

**AKANKSHA** aspires to be a premier, future-ready solution provider—leveraging cutting-edge technology to enhance energy efficiency and minimize losses for customers across industries and DISCOMs. We are committed to driving the transformation of India’s power and infrastructure landscape through innovation, reliability, and an unwavering dedication to excellence, safety, and sustainability.

## OUR MISSION:

At AKANKSHA, we are dedicated to delivering high-quality, efficient, and future-ready power and infrastructure solutions. Our mission is to advance energy transparency across the entire value chain, “from production to consumption” empowering stakeholders with actionable insights and accountability.

We specialize in providing advanced power conditioning systems that enhance power quality through: Power factor correction, Noise suppression, Transient impulse protection. These solutions are engineered to minimize technical losses, optimize network performance, and reinforce grid reliability. Through responsible innovation and sustainable industrial growth, we strive to contribute meaningfully to national progress and energy resilience.

We embrace cutting-edge technology and best practices to achieve operational excellence. By consistently exceeding expectations, we nurture long-term partnerships with customers, vendors, and stakeholders.

We foster a culture grounded in transparency, trust, and accountability across every layer of our organization. Our people are our strength “we empower them through continuous improvement, rigorous compliance, and capability building.



# FY2024-25 Consolidated Profit and Loss Statement

Particulars (in Rs. Crore)	31-03-2025	30-03-2024	half year March 2025	half year Sept 24
Revenue from Operations	78.74	56.53	52.50	26.24
Direct Expenses	43.17	32.34	32.37	10.80
Gross Profit	35.57	24.19	20.13	15.44
Gross Margin	45.17%	42.79%	38.34%	58.84%
Employee expense	22.26	14.76	11.7	10.56
Other expenses	5.09	3.8	2.96	2.12
EBITDA	8.22	5.63	5.47	2.76
EBITDA Margin (%)	10.44%	9.96%	10.42%	10.52%
Other Income	1.62	0.92	0.86	0.76
Depreciation	1.01	0.57	0.54	0.47
EBIT	8.83	5.98	5.79	3.05
EBIT (%)	11.21%	10.58%	11.03%	11.62%
Finance Cost	2.73	1.86	1.79	0.94
Profit before exceptional items and tax	6.10	4.12	4.00	2.11
Exceptional Items	0	0		0
Profit before Tax	6.10	4.12	4.00	2.11
PBT Margin (%)	7.75%	7.29%	7.62%	8.04%
Tax	1.68	1.21	1.12	0.56
Profit after Tax	4.42	2.91	2.88	1.55
PAT Margin (%)	5.6%	5.1%	5.5%	5.9%
Cash PAT	5.43	3.48	3.42	2.02
Cash PAT Margin (%)	6.90%	6.16%	6.51%	7.70%

## Updates on FY 2024-25 performance:

- The company's PQS operations have shown significant improvement and are now being enhanced with TDK technology, leading to robust performance from Q3 FY25-26. As a result, PQS operations have increased by 39% compared to the previous year.
- We experienced a brief disruption in supply chain management due to a sudden surge in demand. Our suppliers and vendors struggled to keep up and faced challenges in developing alternatives. However, this push has now gained strong momentum, resulting in a **130% increase in PQS sales** compared to the previous year.
- Due to DF management, operations have expanded into an additional region compared to the previous financial year, leading to a 57% increase in manpower costs..

In spite of minor challenges, the APIL team has demonstrated remarkable execution capabilities by successfully handling large orders within a short timeframe. This achievement has helped APIL establish strong momentum in the PQS market, enabling them to secure substantial new orders.



# Consolidated Balance Sheet

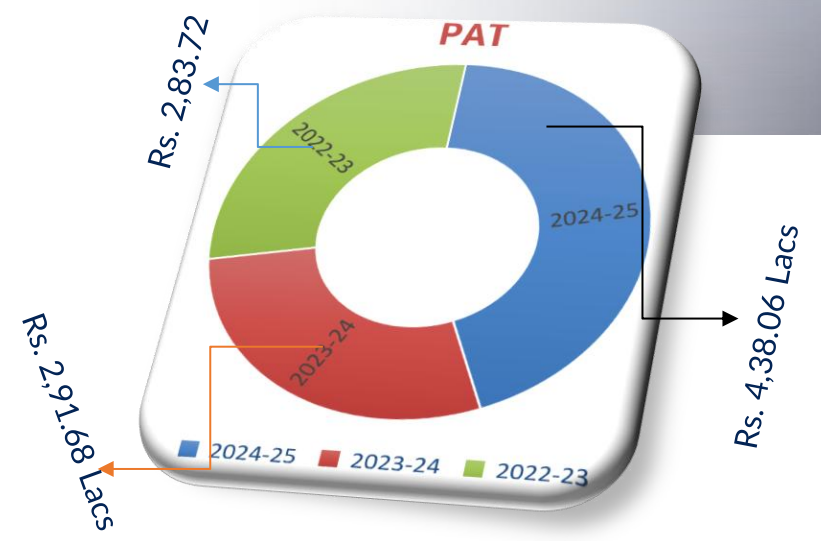
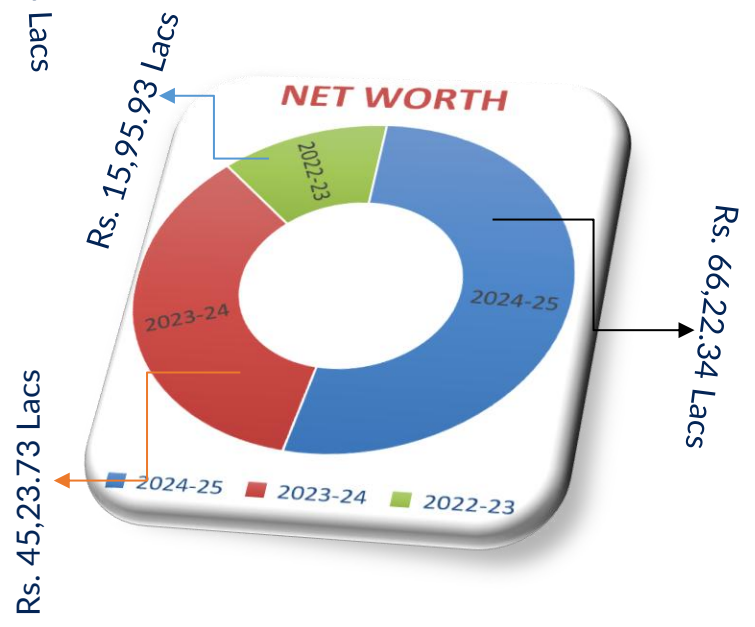
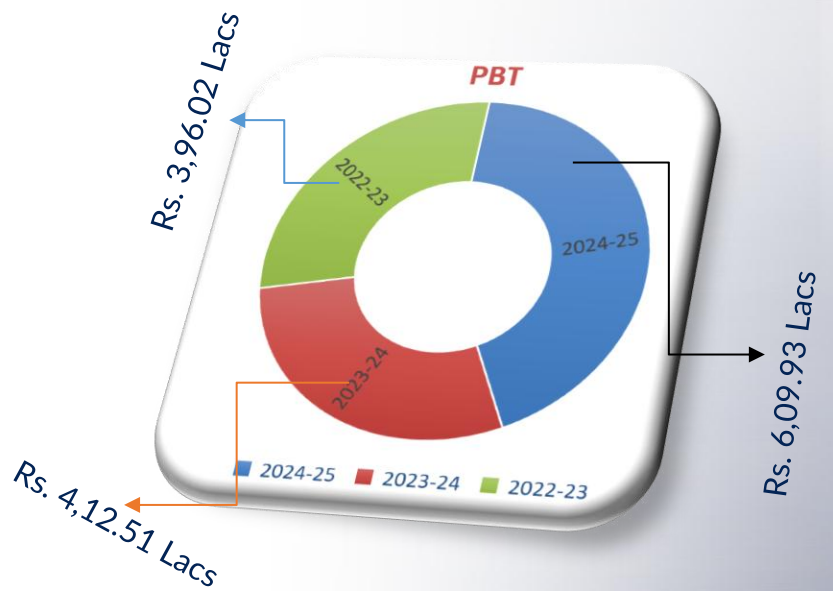
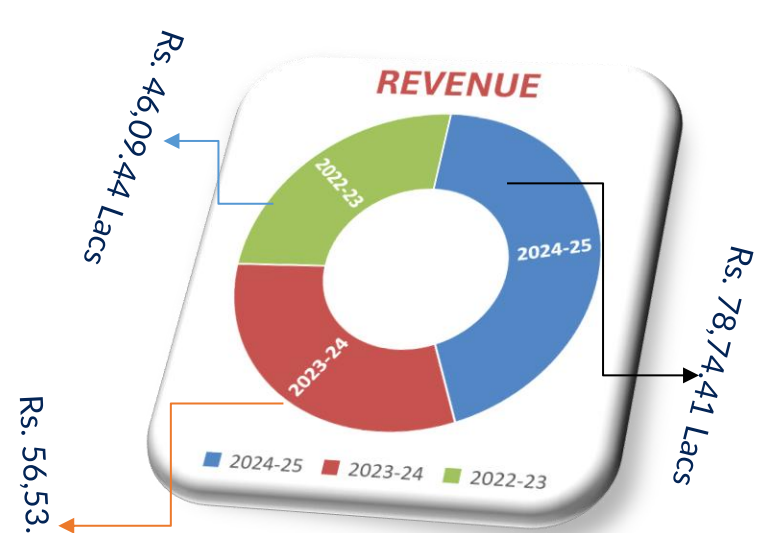
ASSETS (Rs. Crs)	Mar-25	Mar-24	Mar-23
<b>Non-current assets</b>	<b>34.88</b>	<b>20.98</b>	<b>14.58</b>
Tangible Assets	18.83	14.06	10.98
Intangible assets	0.82	0.86	0.26
<b>Financial assets</b>			
Loans			
Investments	8.88	5.24	2.89
EMD and security Deposits	1.22	0.78	0.39
Other non-current assets	5.13	0.04	0.06
<b>Current Assets</b>	<b>81.34</b>	<b>56.65</b>	<b>33.04</b>
Inventories	13.65	9.74	8.73
<b>Financial assets</b>			
Trade receivables	41.64	30.49	16.41
Bank and cash equivalents	18.82	10.89	4.17
Loans & other business advances	5.64	3.66	2.68
Other current assets	1.59	1.87	1.05
<b>TOTAL - ASSETS</b>	<b>116.22</b>	<b>77.63</b>	<b>47.62</b>

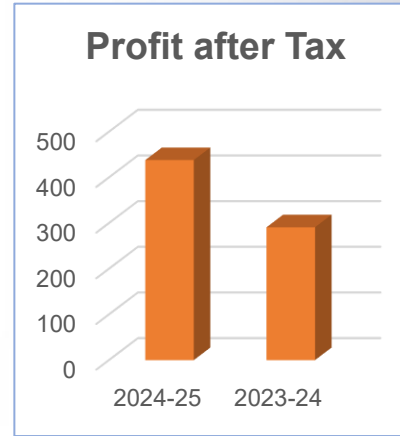
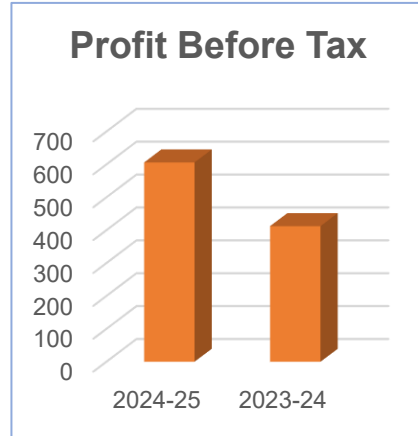
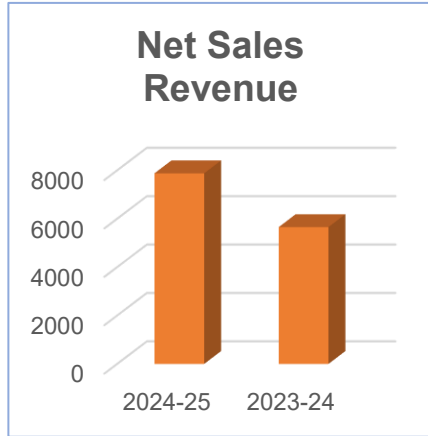
EQUITY AND LIABILITIES (Rs. Crs)	Mar-25	Mar-24	Mar-23
<b>Equity</b>	<b>66.22</b>	<b>45.24</b>	<b>15.95</b>
Equity share capital	19.58	18.52	1.81
Other equity	46.64	26.72	14.14
<b>Non-Current Liabilities</b>	<b>8.05</b>	<b>7.6</b>	<b>7.65</b>
<b>Financial liabilities</b>			
Borrowings	1.5	0.74	1.05
Other Financial Liabilities	5.87	6.34	6.34
Provisions	0.68	0.52	0.26
<b>Current Liabilities</b>	<b>41.95</b>	<b>24.79</b>	<b>24.02</b>
<b>Financial liabilities</b>			
Borrowings	25.27	13.73	14.22
Trade payables	11.53	6.74	6.12
Other current liabilities	2.53	1.29	2.09
Provisions	2.62	3.03	1.59
Current tax liabilities			
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>116.22</b>	<b>77.63</b>	<b>47.62</b>

The outstanding debtors primarily arise from March sales and retention amounts due from the Government of Odisha for LED projects. The Letters of Credit (LCs) have been successfully realized, and as of today, debtor levels have returning to normal.



# FINANCIAL Estimation





## FINANCIAL Estimation

The Company delivered a robust **39.29% YoY revenue growth** in FY 2025, reaching ₹78 crore. Profit Before Tax (PBT) rose **46.92% YoY** to ₹6.06 crore, reflecting operational efficiency and disciplined cost management.

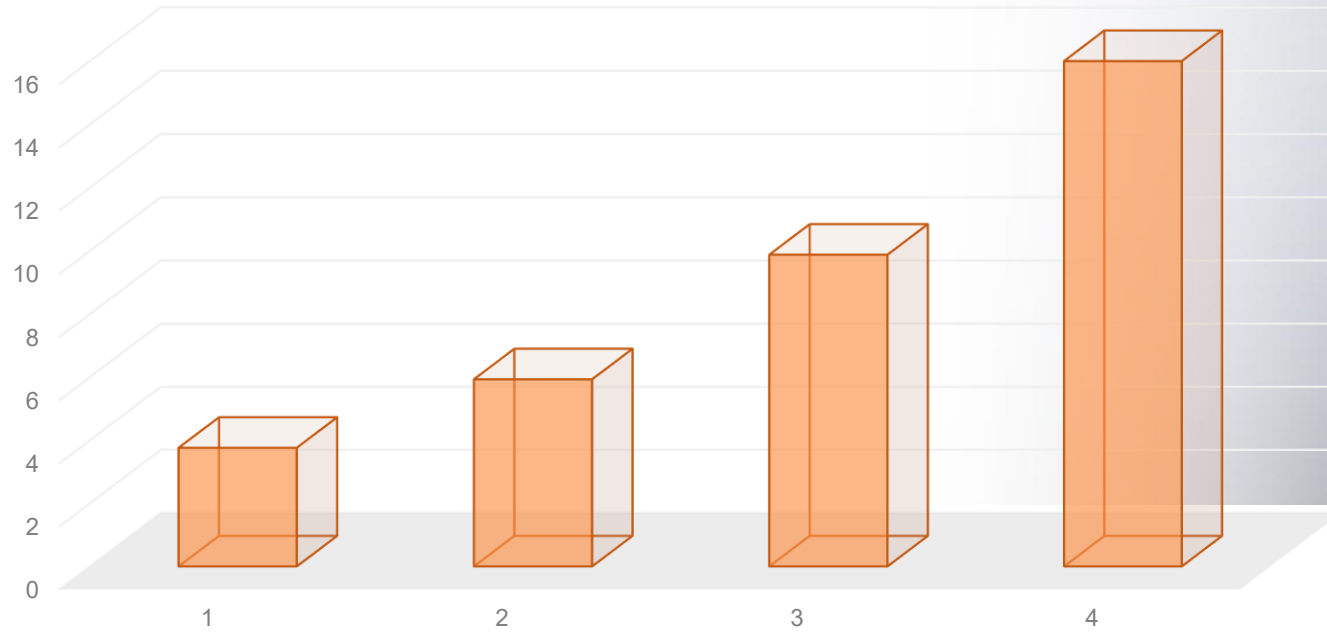
**PBT margin** improved to **7.75%**, up from **7.29%** in FY 2024

**PAT margin** rose to **5.60%**, compared to **5.10%** in the previous year

These metrics underscore APIL's steady growth trajectory and reinforce the company's strong fundamentals, driven by strategic vertical integration, expanding market share, and a commitment to ESG-aligned infrastructure solutions.



Growth Projection

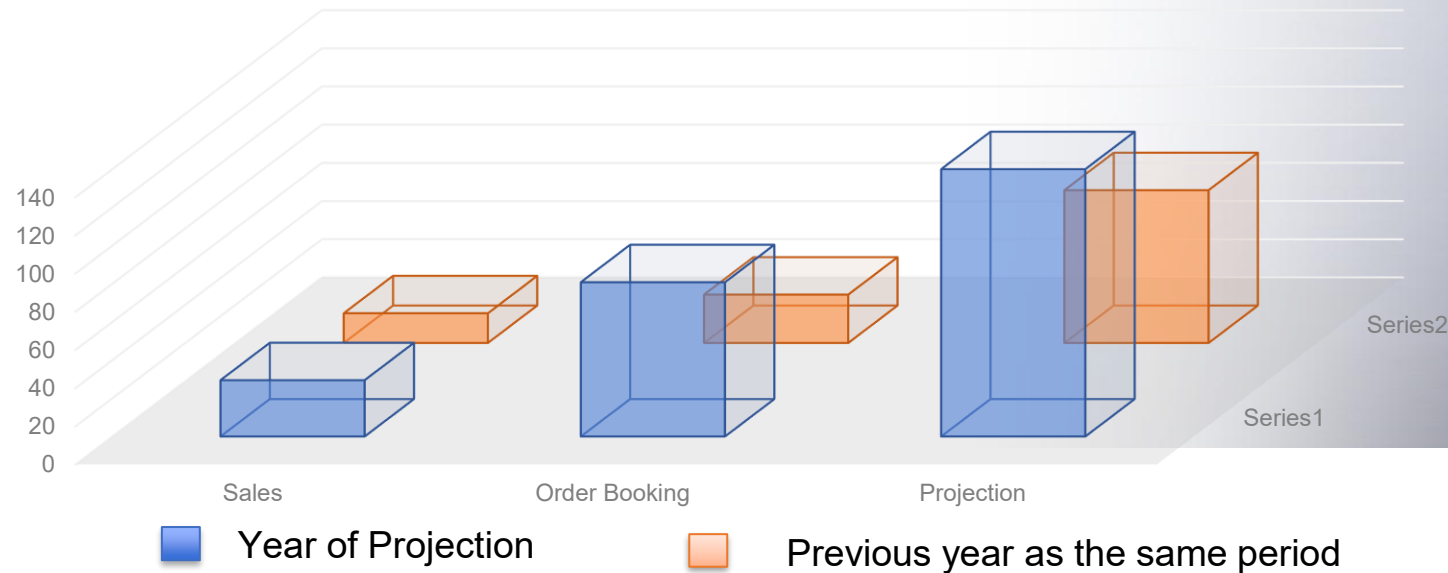


**FINANCIAL**  
**Estimation**

INR' Cr

Particulars	Audited	Audited	Estimated
Year	2023-24	2024-25	2025-26
Revenue	59.53	78.74	140.00

## Current year Comparison over Previous years for the same period



## FINANCIAL Estimation

The Company continues its upward trajectory in FY 2026, with **sales revenue of ₹29.48 crore** booked to date—a **90% increase** over the same period last year. This surge reflects accelerated execution across PQS and AMI verticals.

Order booking has shown exceptional momentum, rising **219% YoY** to ₹80.80 crore, compared to ₹25.31 crore in the same period of FY 2025. This robust pipeline reinforces confidence in achieving the projected **75% YoY growth** in total sales for FY 2026.

These figures signal not just growth, but strategic velocity, driven by APIL's expanded manufacturing footprint, CAPEX leverage, and deepened market penetration.



## Present Order Status (total Group)



Company has successfully completed the projected acquisition of TDK's Power Quality Solutions division, marking a pivotal milestone in its growth strategy. The newly integrated plant is in final commissioning and is slated for commercial launch in Q4 FY 2026.

With this expansion, APIL is now positioned at a commanding vantage point to capture market share across the segment.



Famous Power Ltd. (FPL), the renewable energy subsidiary of APIL, is spearheading clean energy initiatives across North-Eastern India. Operating from Bhubaneswar, Odisha,

FPL is actively executing solar retail projects, On-Grid, Off-Grid, and Rooftop installations, for both govt and private entities. FPL has forged strategic channel partnerships with TATA Power Solar and Amara Raja Battery.

Key milestones include:

Signed Power Purchase Agreement (PPA) with GRIDCO, Government of Odisha

Wind Resource Assessment (WRA) projects for GRIDCO and the National Institute of Wind Energy (NIWE)

**129** Total customer served

**3** Rate Contract

**51** Pending Order

**~ Rs. 80.80 cr**  
O/S Order Book (ex. GST)

**10.69** <sup>MW Ac</sup> Solar PPA

**7** <sup>Nos</sup> WRA Projects

**7** Solar PPA projects

**~ Rs.3.38 cr**

**~ Rs. 57.30 cr** Retail invoiced

Project cost for PPA and WRA orders.

**~ Rs.9.36 cr** Retail Order in Hand



The company is committed to enhancing operational efficiency by optimizing infrastructure through advanced technology and strategic IT interventions. To better serve its customers, it has positioned itself as a Single Window Solution Provider for comprehensive AT&C loss reduction, addressing both technical and commercial dimensions. Key focus areas include:

- a. Power Quality Solutions – targeting reduction of technical losses
- b. AMI Infrastructure – enabling system-wide loss mitigation through intelligent metering and data analytics.



## PQS Division

Akanksha Power and Infrastructure Ltd. (APIL) is the leading company in the world, focused on AT&C (Aggregate Technical & Commercial) loss reduction initiatives.

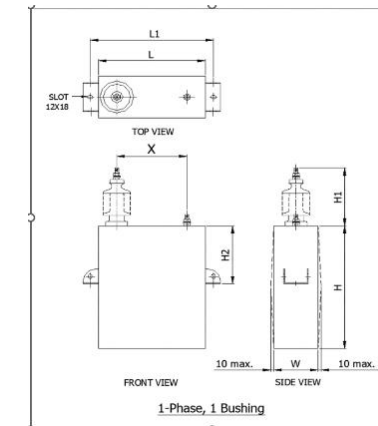
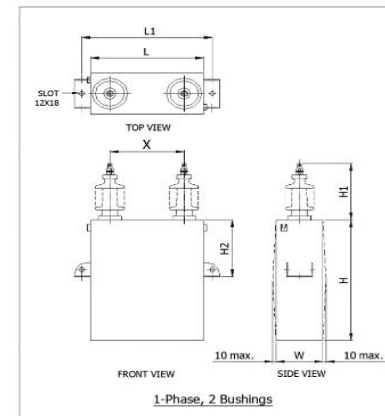
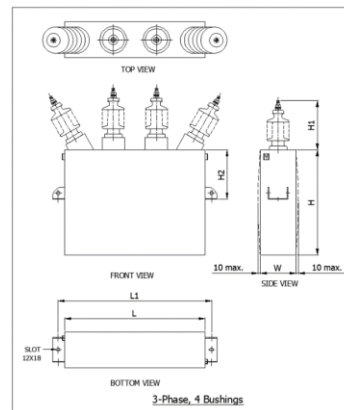
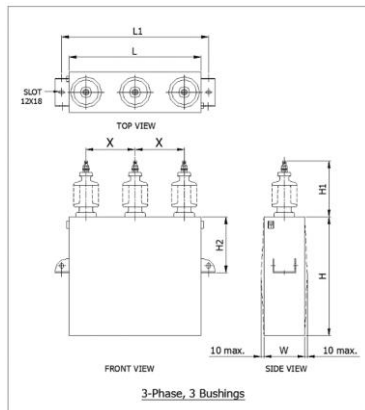
For UTILITY | For Industries | For Commercial establishments



# PIVOTAL ENHANCEMENT TO THE PRODUCT FAMILY

## 1.1 In response to PQS Solutions:

In a strategic move to strengthen its capabilities, PQS has successfully acquired a Medium Voltage Capacitor production line, equipped with cutting-edge technology. This acquisition, coupled with expanded market access through TDK, positions the company to scale new heights in the power quality segment.



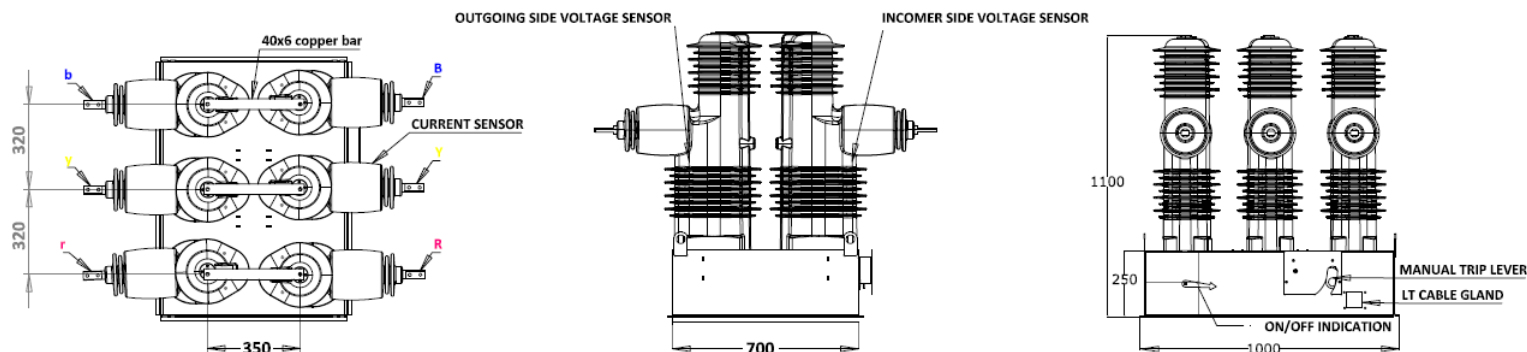
Is actively leveraging its marketing partnerships to transition key **MNC and international customers** into the APIL portfolio. This strategic shift is expected to significantly boost **capacitor sales in global markets**, particularly through a structured **referral fee agreement** model.



# PIVOTAL ENHANCEMENT TO THE PRODUCT FAMILY

## 1.2 In response to PQS Solutions:

This momentum is further accelerated by the development of the 36 kV Double Break Capacitor Switch, a significant addition that expands the company's product portfolio while reinforcing its Power Quality Solutions. This innovation positions the company to play a dominant role in alignment with CEA guidelines for the renewable energy segment, strengthening its relevance and leadership in grid modernization and loss reduction.



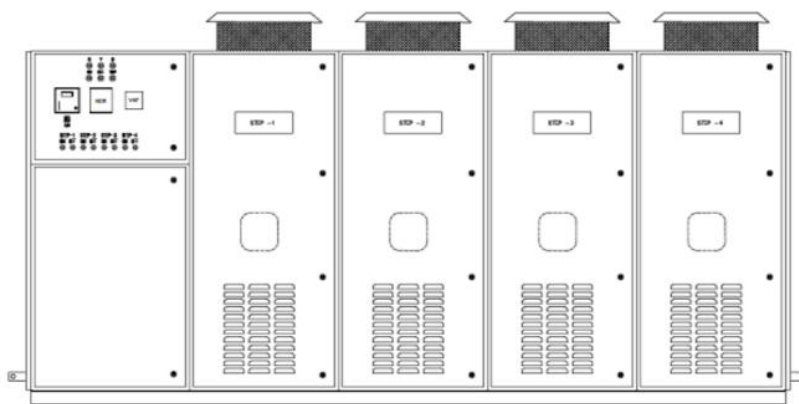
With this the company is actively positioning itself to capture the accelerating demand in India's **renewable energy segment**, driven by both market momentum and favorable government policies.



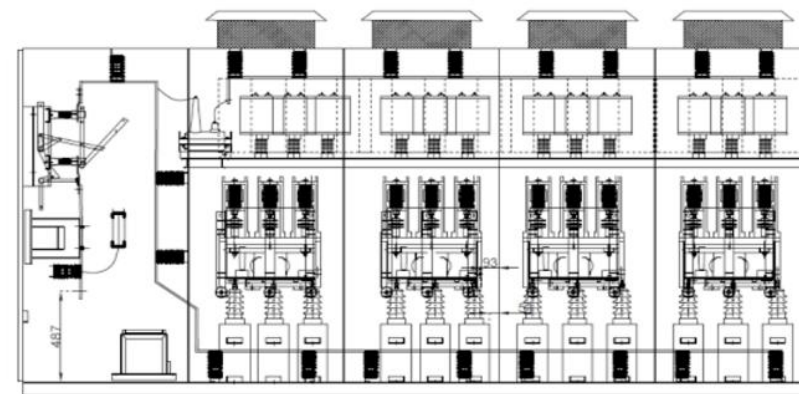
# PIVOTAL ENHANCEMENT TO THE PRODUCT FAMILY

## 1.3 In response to PQS Solutions:

Induction of TDK Technology, the company has significantly enhanced its design capabilities—addressing reactive power losses, harmonics, and overall system inefficiencies. This advancement supports the development of low-loss, high-efficiency electrical infrastructure across critical sectors including Mines, Steel, Cement, Renewable Energy, Heavy Industries, and DISCOMs.



EXTERNAL FRONT VIEW



INTERNAL FRONT VIEW

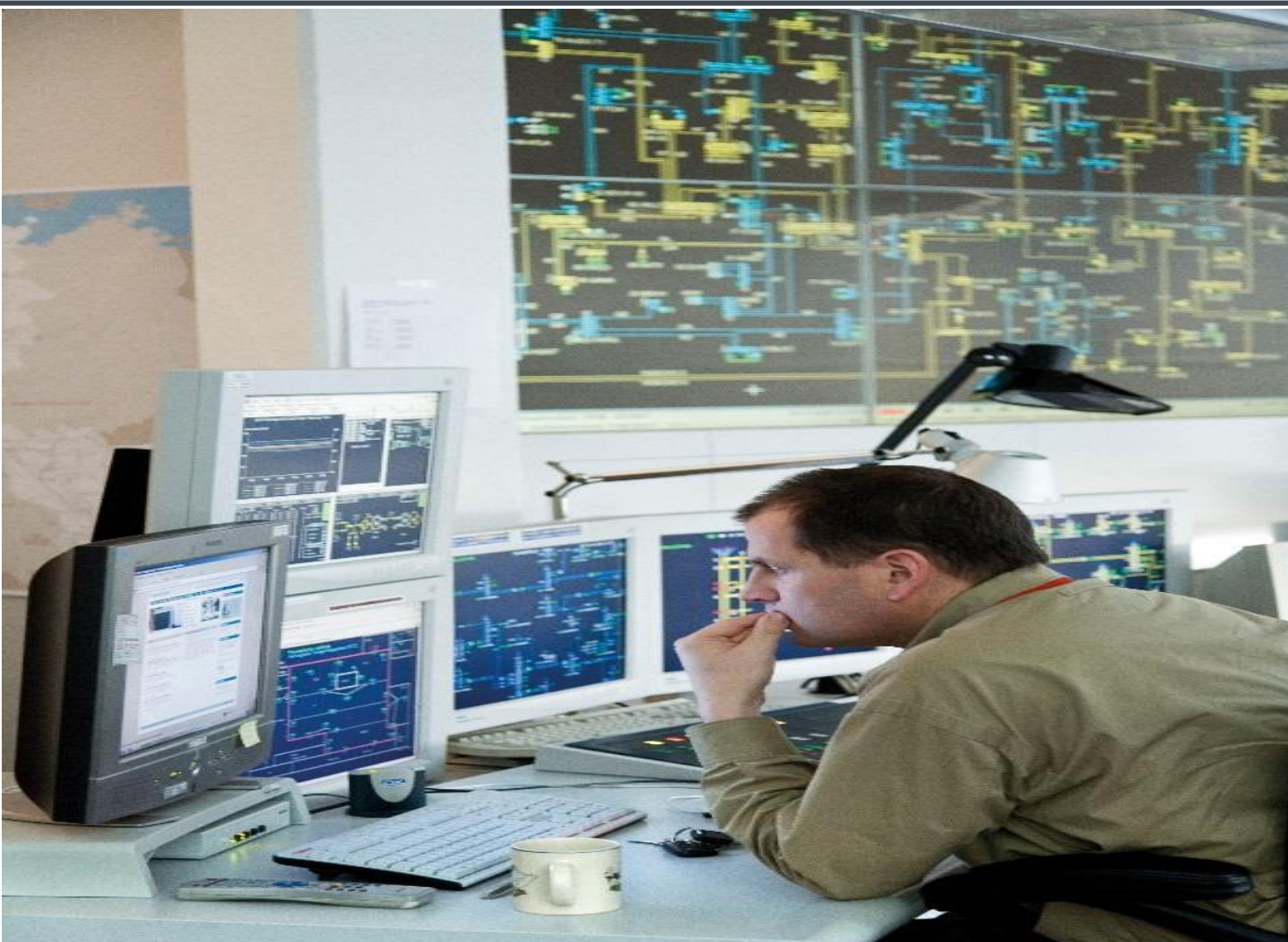
AKANKSHA has emerged as a trusted and recognized system provider, delivering reliable and performance-driven solutions tailored to the evolving needs of these industries. And fully equipped to address this most promising and growing market of the day.



Power conditioners play a crucial role in maintaining **power quality** in distribution networks. They help mitigate issues like **voltage sags/swells, harmonics, and unbalanced loads**, ensuring stable and efficient operation of electrical systems.

A **Unified Power Quality Conditioner (UPQC)** is commonly used to enhance power quality by compensating for voltage disturbances and improving load power factor. Advanced control strategies, such as **Gazelle optimization algorithms**, have been developed to optimize power conditioners, reducing power loss and mitigating voltage instability

The integration of **Power Quality Solutions (PQS)** with **distribution network reconfiguration** optimizes system efficiency by reducing active and reactive power losses. A shift from **0.874 to 0.992** demonstrates substantial energy conservation and improved **power factor**, which directly translates to **cost savings and enhanced system reliability**.



## Digital Platform

---

Akanksha's digital platform is a comprehensive solution that integrates advanced technologies for seamless data exchange and communication. It features smart metering, automation, and hybrid communication systems, addressing energy efficiency, distribution challenges, and reliability to empower modern infrastructure.

**"If we cant measure, we can't manage"**



Akanksha Power and Infrastructure Ltd. (APIL) has officially commenced operations on its flagship AMI infrastructure project, branded as “Digital Infrastructure”, at MITL, Aurangabad, a collaborative venture between MIDC and the Government of India. This marks a transformative leap in APIL’s commitment to energy transparency, grid modernization, and indigenous innovation.

## Key milestones:



### **Smart Meter Indigenization:**

One range of smart meters has successfully passed type testing, A second range is currently under type testing, advancing toward certification.



### **Smart Water Meter:**

Fully type tested and approved for market deployment across India



### **Private DISCOM Evaluation:**

Indigenized smart meters are under active evaluation with a leading private DISCOM Commercial closure is expected shortly, signaling market readiness



## Way Forward

With the successful establishment of our **Digital Infrastructure initiative**, Akanksha Power and Infrastructure Ltd. (APIL) has laid the foundation for a **dedicated, indigenous platform** to control technical and commercial losses making the **distribution segment more efficient, transparent, and self-reliant**.

While the rollout of our **Advanced Metering Infrastructure (AMI)** is progressing gradually, we remain confident that its **successful demonstration** will unlock transformative potential. The integration of smart meters, water meters, and real-time analytics positions APIL to become a **commanding force in India's digital utility ecosystem**.

To enhance the effectiveness of our digital platform, we are collaborating with Vigyan Labs to integrate advanced digitization and **AI-driven** interventions (**using Vigyan Lab's Private AI**). This strategic initiative aims to strengthen the platform's capabilities, particularly in Power Quality Analysis, making it more robust, insightful, and uniquely positioned within the segment.



## Way Forward

With the successful establishment of our **Digital Infrastructure initiative**, Akanksha Power and Infrastructure Ltd. (APIL) has laid the foundation for a **dedicated, indigenous platform** to control technical and commercial losses making the **distribution segment more efficient, transparent, and self-reliant**.

While the rollout of our **Advanced Metering Infrastructure (AMI)** is progressing gradually, we remain confident that its **successful demonstration** will unlock transformative potential. The integration of smart meters, water meters, and real-time analytics positions APIL to become a **commanding force in India's digital utility ecosystem**.



# Management Team

## Chairman



**Padma Shri  
Dr. Rabi Narayan Bastia**

**Dr Rabi Narayan Bastia**, Bastia was born on 2 October 1958 in [Odisha](#). Master's degree in Applied Geology and PhD in Applied Geology from the [IIT, Kharagpur](#). is an Indian geoscientist and the Global Head of Exploration at Lime Petroleum, Norway, known for his contributions in the [hydrocarbon](#) explorations at [Krishna Godavari Basin](#) (2002), at [Mahanadi](#) Basin (2003) and at [Cauvery Basin](#) 2007.

Started his career from ONGC, after he joined RIL, found and headed the [exploration and production](#) (E&P) Division. He led the RIL exploration team at [Krishna Godavari Basin](#) and discovered the KG-D6 field in 2002, reportedly the biggest Natural gas find worldwide in the year 2002.

## Management Team

**Bipin B Dasmohapatra**  
Managing Director

**Chaitali B Dasmohapatra**  
Director - CFO

**Viktor Tsurkan**  
Director – Smart Metring Segment

**Vilas Jagtap**  
VT – Smart Metering Division

**Nilesh Apsunde**  
Head – System and Solutions

**Nandkishor K.**  
Head – Production – CT-PT

**Dr. Babu Narayan**  
Director

**Suresh Kumar**  
Director

**Vinay Joshi.**  
Head of Production - PQS

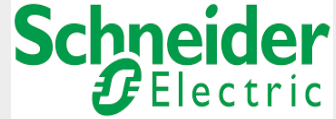
**Amit Nayak.**  
CEO – Renewable Division.

**Vaishali Jadhav**  
Head – Supply Chain

**Umesh W.**  
Head Production – Panel Division.



# A little of them, by whom, we are trusted by:



The Board of Directors of AKANKSHA Power and Infrastructure Ltd. (APIL) wishes to place on record its sincere appreciation for the **continued support and cooperation** extended throughout the year by the Company's valued **customers, business associates, vendors, bankers, investors, government authorities**, and all other **stakeholders**.

Their unwavering trust and partnership have been instrumental in APIL's sustained growth, operational excellence, and strategic achievements.

The Board of Directors also extends its **deep appreciation** to all **employees of the company** for their **dedicated efforts, resilience, and unwavering commitment** throughout the year. Their contributions have been instrumental in driving the Company's growth, innovation, and operational excellence. It is through the collective strength and spirit of the APIL team that the Company continues to achieve new milestones and uphold its reputation as a trusted industry leader.



**"मेरा आकांक्षा मेरा परिवार, सबोतम रहे लगतार"**  
For and on behalf of the Board of Team AKANKSHA



AKANKSHA is one of the leading companies in the world which provides the “**End-to-End**” solution in AT&C Loss reduction initiatives



Thank you

---

Bipin B Dasmohapatra  
+91 9370345000