**Saakshi Medtech and Panels Limited**

12.12.2023, Price 233

Listed on NSE Emerge, Lot size 1200

Company Overview

Diversified company manufacturing Electrical Control Panels & Cabinets, Medical X-Ray Systems, Fabrication & Wire Harness.

Serving various industries like Oil & Gas, Aviation, Renewables, Healthcare, Locomotives, etc.

Agreement with OTIS Elevator Company (India) Ltd for supply of electrical control panels upto June 30, 2024.

Agreement with Wabtec India Industrial Pvt. Ltd for supply of assemblies installed in Locomotives upto 2027.

Certified manufacturer of medical diagnostic X-Ray equipment by AERB since 2018.

Revenue growth: CAGR of 42.89% from Rs. 59.77 Cr in FY2021 to 122.05 Cr in FY2023.

PAT growth: CAGR 137.20% from Rs. 2.20 Cr in FY2021 to Rs. 12.38 Cr in FY2023.

Successfully commissioned the first trial run order for manufacturing Electrical control panel for battery charging station of Electrical Vehicles.

Financial Performance: H1-FY 23-24

Revenue Rs 6128.56 Lakhs, up by 15% from H1 FY 22-23 (Rs 5324.82 Lakhs).

EBITDA Rs 985.79 Lakhs, a 13.8% growth YoY from H1 FY 22-23 (Rs 865.85 Lakhs), maintaining a steady 16%.

PAT Rs 553.57 Lakhs, a 4.3% increase YoY from H1 FY 22-23 (Rs 530.19 Lakhs), with a PAT % of 9%.

Major Developments (H1 FY24):

Successful conversion of the first aviation client GE Aerospace.

Revenue generation started from H2 FY2023.

Advanced discussions with a premier aerospace OEM supplier.

Doubled exports business in H1 FY23-24.

Registered on the government’s procurement portal GEM for medical business.

Major Clients:

OTIS Elevators, GE Aerospace, Wabtech Corporation, Kirloskar, GE Healthcare, Phoenix Mecano, Wipro, SFO Technologies, Atlas Copco, Kirloskar oil engines, Baker Hughes, Forbes Marshall, GE Renewable Energy

Industries Served:

Electric Vehicle Charging Stations, Elevators, Wind Turbines, Oil & Gas Exploration, Diesel Generators, CNG Petrol Pumps, Metal, X-Ray Equipment, Locomotives, Air Compressors, Aviation.

About the Company

Incorporated as “Saakshi Machine and Tools Private Limited” in 2009.

3 Manufacturing facilities in Pune with NABL accreditations.

In-house engineering & design capabilities.

Major revenue from Karnataka, Maharashtra, Bihar, Kerala, Gujarat & Uttar Pradesh.

Total Team Size: 90 Employees, including 37 Engineers in the R&D Division.

Accreditations:

ISO 9001-2015, ISO 14001-2015, ISO 45001-2018, ISO 13485:2016.

Diversified Business Verticals:

Electrical Control Panels and Cabinets:

➢ Design, program, and assembly of Electrical Control Panels.

➢ Supplied to OEMs in various industries.

Medical X-Ray Systems:

➢ Products include X Ray machine, Imaging system, Generator and mechanics.

➢ Licensed to Manufacture Medical Devices for Testing from CDSCO.

➢ Lab certified by NABL for testing of medical diagnostic X-Ray equipment.

Fabrication:

➢ Started in 2019 for backward integration.

➢ Certified for Quality Management System under

Aviation Standard – AS 9100D.

Wire Harness:

➢ Wiring assembly for transmission of signals or electrical power.

Sales Bifurcation by Product Category

Electrical Control Panels & Cabinets:

➢ FY 20-21: 53.44%, FY 21-22: 63.57%, FY 22-23: 70.38%, H1 23-24: 73.68%

Fabrication Works:

➢ FY 20-21: 25.77%, FY 21-22: 25.83%, FY 22-23: 19.10%, H1 23-24: 21.73%

Medical X-Ray System:

➢ FY 20-21: 5.91%, FY 21-22: 2.74%, FY 22-23: 2.68%, H1 23-24: 2.47%

Wire Harness Division:

➢ FY 20-21: 2.03%, FY 21-22: 1.71%, FY 22-23: 0.89%, H1 23-24: 1.02%

Manufacturing Capabilities:

3 manufacturing facilities in Pune.

Total built-up area of 9600 sq. mtr.

R&D capabilities include product design, engineering, simulation, prototyping, and testing.

Location Advantages

Economies of scale and logistical advantages for customers.

Location of unit 3 is close to the existing plant.

Competitive Strengths:

Diversified range of products.

Engineering expertise with complex product manufacturing capability.

Long-term relationships with OEM customers.

Quality assurance with various certifications.

Experienced and qualified management and employee base.

Industry Overview:

Engineering

➢ Contributes 12% to manufacturing, 1.8% to GDP.

➢ Electrical equipment: +$33.74B (2021-2025), 9% CAGR.

➢ Machine tool market: $2.5B by 2028, 9.4% CAGR.

➢ 'Vision Plan 2030': Hub for construction equipment.

➢ De-licensed engineering; 100% FDI.

Auto, EV & Renewable Energy

➢ 3rd largest auto components globally by 2025.

➢ India: 500 GW renewable, 50% by 2030.

➢ EV market: Rs. 50,000 crores by 2025.

Medical Devices:

➢ 4th largest in Asia, $50B by 2025.

➢ Import reliance: 75-80%.

➢ Exports: ~$10B by 2025.

➢ Govt. promoting self-sufficiency; 100% FDI.

Indian Railway:

➢ One of the largest globally.

➢ Vande Bharat: Rs. 40,000 crores opportunity.

➢ Investment: Rs. 50 lakh crores (2018-30).

➢ Future-ready by 2030; PPP, 100% FDI.

Business Strategies:

Leverage manufacturing and engineering capabilities.

Reduce operating costs and improve operational efficiencies.

Expand geographical reach and customer base.

Focus on R&D activities for product development.

Ensure stable financial performance.

Expand Manufacturing facility and Product Range

IPO Details:

IPO Price: ₹97

IPO Size: ₹45.16 Cr

CMP: ₹237

Market Cap: ₹418 Cr.

P/E: 33.7

Bulk Deal Alert 09-OCT-2023

ASHISH RAMESHCHANDRA KACHOLIA bought 6,22,800 shares at Rs. 167.01 per share

Corporate Video:

<https://youtu.be/-bZKj-lZYsE?si=ljTmnS3i7dx8M1fO>

**Presentation:**

<https://nsearchives.nseindia.com/corporate/SAAKSHI_29112023091326_SaakshiInvestorPresentationsigned.pdf>

**Concall Transcript:**

<https://nsearchives.nseindia.com/corporate/SAAKSHI_03122023224816_Saakshitranscriptsigned.pdf>

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