SAAKSHI MEDTECH AND PANELS LIMITED

(formerly known as Saakshi Machine and Tools Private Limited)
Regd. Office Address: Plot No. El-23, J Block, MIDC Industrial Area, Bhosari, Pune 411026, Maharashtra, India.
Contact No.: +91 7709151631 **Email Id:** aniket.l@smtpl.co
Website: https://www.smtpl.co/

Date: 01st July, 2025

To,
The National Stock Exchange of India Ltd,
Exchange Plaza, Bandra-Kurla Complex,
Bandra (East), MUMBAI - 400 051

Scrip Code: SAAKSHI
Company Symbol: SAAKSHI
ISIN: INE0PSK01027

Subject: Investor presentation for conference call scheduled on Wednesday, 02nd Day of July, 2025 at 04.00 P.M.

Dear Sir/Madam,

Please find investor presentation for the earnings conference call scheduled on Wednesday, 02nd Day of July, 2025 at 04.00 P.M.

No Unpublished Price Sensitive Information (UPSI) will be discussed in the meetings/calls.

Note: The schedule of the aforesaid meetings is subject to change. The changes may happen due to exigencies on the part of Fund / Broking House / Company.

Pursuant to regulation 46(2) of the Listing Regulations, aforesaid information shall be disclosed on the website of the company viz. https://www.smtpl.co/.

You are requested to please take the same on your record.

For **SAAKSHI MEDTECH AND PANELS LIMITED**
(Formerly known as **SAAKSHI MACHINE AND TOOLS PRIVATE LIMITED**)

Aniket Vijay Latkar
Digitally signed by Aniket Vijay Latkar
Date: 2025.07.01 15:47:39 +05'30'

Mr. Aniket Vijay Latkar
Chairman and Managing Director
DIN: 03312108







SAAKSHI

SAAKSHI
MEDTECH &
PANELS LIMITED







ABOUT THE COMPANY

Incorporated as "Saakshi Machine and Tools Private Limited" in 2009

3 Manufacturing facilities in Pune, with 2 situated in Bhosari & 1 in Pimpri-Chinchwad on a total area of 9600 sq mtrs with NABL accreditions.

In-house engineering & design capabilities with backward integration for mechanical assembly & sheet metal fabrication

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

TOTAL TEAM SIZE OF 90 EMPLOYEES

37 ENGINEERS IN THE R&D DIVISION



Accredited with:

ISO 9001- 2015 Certification for Management System,

ISO 14001-2015 Certificate for Environmental Management System,

ISO 45001- 2018 Certification for occupational health and Safety management system

ISO 13485:2016 for Quality Management System for Manufacturing and Supply of Electrical Control Panels, X-ray Equipment, Fabricated Parts & Accessories, Powder coating & painting

KEY EVENTS, MILESTONES & ACHEIVEMENTS

2010
All the shares of the company were purchased by our promoter and promoter group members, Vijay Laxman Latkar, Chitra Vijay Latkar, Aniket Vijay Latkar and Mayuri Aniket Latkar

2011
Commencement of Factory Unit I at Plot No. EL-23, J Block, MIDC Industrial Area, Bhosari, Pune

2012
Took over the business of proprietorship concern of Lt. Vijay Laxman Latkar, Supreme Industry

2013
Awarded Best ESH Award

2015
Awarded by HIC (Healthcare Innovation Centre) as NPI Development Partner Award

2018
Received license for commercial production of Medical Diagnostic X-Ray Equipment by AERB

2019
Started Fabrication of High level Assembly (HLA) to be installed in locomotives



2019
Commencement of Factory Unit II at T 174, T Block, MIDC, Bhosari, Haveli, Pune

2020
Crossed Revenue of 5,000 Lakhs

2022
Started supply of Electrical control panels and cabinets for its application in electrical vehicle charging stations

2022
Received NABL Accreditation for our testing laboratory situated at our factory unit 1

2023
Commencement of commercial production at Factory Unit III at T-75 T Block, Pimpri Chinchwad, MIDC Bhosari, Tal- Haveli, Dist-Pune

2023
Conversion of the Company from Private Limited to Public Limited

2023
License to Manufacture Medical Devices for Testing by CDSCO

2023
Received recognition certificate of Zero Defect Zero Effect from MSME

2024
Addition of new facility for expansion purpose.

LEADERSHIP

Mr. Latkar completed his B.E (electrical) from Nagpur University in 1973 and Diploma in Business Management from Pune University in 1990.

He worked with Elpro International for 21 years and then with GE Medical system for 7 years as General Manager Manufacturing.

In 2001, he started his own business of manufacturing x-ray systems for Wipro GE Medical Systems.

Today, with 300+ people the product base has expanded to various industrial applications in control panels, transformers & other electrical and mechanical products.



LATE VIJAY LATKAR

FOUNDER

LEADERSHIP

Aged 43 years, he has been on the board of Directors since April 2011.

Bachelor of Engineering in Mechanical from University of Pune & Master of Science in Engineering Business Management from the University of Warwick, UK in 2007.

Experience of around 18 years in Production, Marketing and Engineering functions



ANIKET LATKAR

CHAIRMAN & MANAGING DIRECTOR



Aged 40 years, Bachelor of Engineering in Electronics & Telecommunication from University of Pune in 2006

Post Graduation Diploma in Management in Finance from Welingkar Institute of Management, Mumbai in 2009

Work experience of 16 years in Finance and Administrative sector

MAYURI LATKAR

WHOLE TIME DIRECTOR AND CFO



DIVERSIFIED BUSINESS VERTICALS

ELECTRICAL CONTROL PANELS AND CABINETS

Design, program and assembly of Electrical Control Panels and Cabinets comprising of micro controller, programmable logic controllers and SCADA system essential for Industrial Automation

Provide higher level monitoring and control various functions of machines to define, organize, and meet production objectives

Products supplied to OEMs producing elevators, wind turbines, air compressors, oil & gas exploration equipment, electrical vehicle charging stations or diesel generators



MEDICAL X-RAY SYSTEM

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

Licensed to Manufacture Medical Devices for the purpose of Testing from The Central Drugs Standard Control Organisation (CDSCO)

Testing lab certified by NABL for testing of medical diagnostic X-Ray equipment.



FABRICATION

Fabrication activities started in 2019 as backward integration for Medical X-Ray System and Electrical Control Panels and Cabinets

Fabrication of High level Assembly (HLA) installed in locomotives e.g. sensor box, battery boxes, sand boxes, dynamic brake weldments, resistor boxes, oil tank assemblies, snow plow etc

Certified for Quality Management System under Aviation Standard – AS 9100D and ISO 9001:2015 for fabrication works in the Aerospace Industry`



WIRE HARNESS

Wiring assembly or cable assembly undertaken for transmission of signals or electrical power in electrical cables or wires.

Majority production used for captive consumption in manufacturing activities of Medical X-Ray system or Electrical Control Panels and Cabinets.



Management Insights on Performance

– Achievements:

- ✓ Nearing completion of a new, state-of-the-art 41,000 sq. ft. facility, with plans to move in by August 2025. This will result in annual savings of INR 2 crore in rental expenses.
- ✓ Significant surge in EV panel supply—within just the first quarter of this financial year, we've already surpassed the total revenue from all of last year.
- ✓ New radiator product line is now fully operational and contributing to production..
- ✓ Successfully reduced our interest costs, improving financial efficiency.
- ✓ Invested INR 46 crore in capital expenditures (CAPEX) to drive and support future growth.

- Challenges:

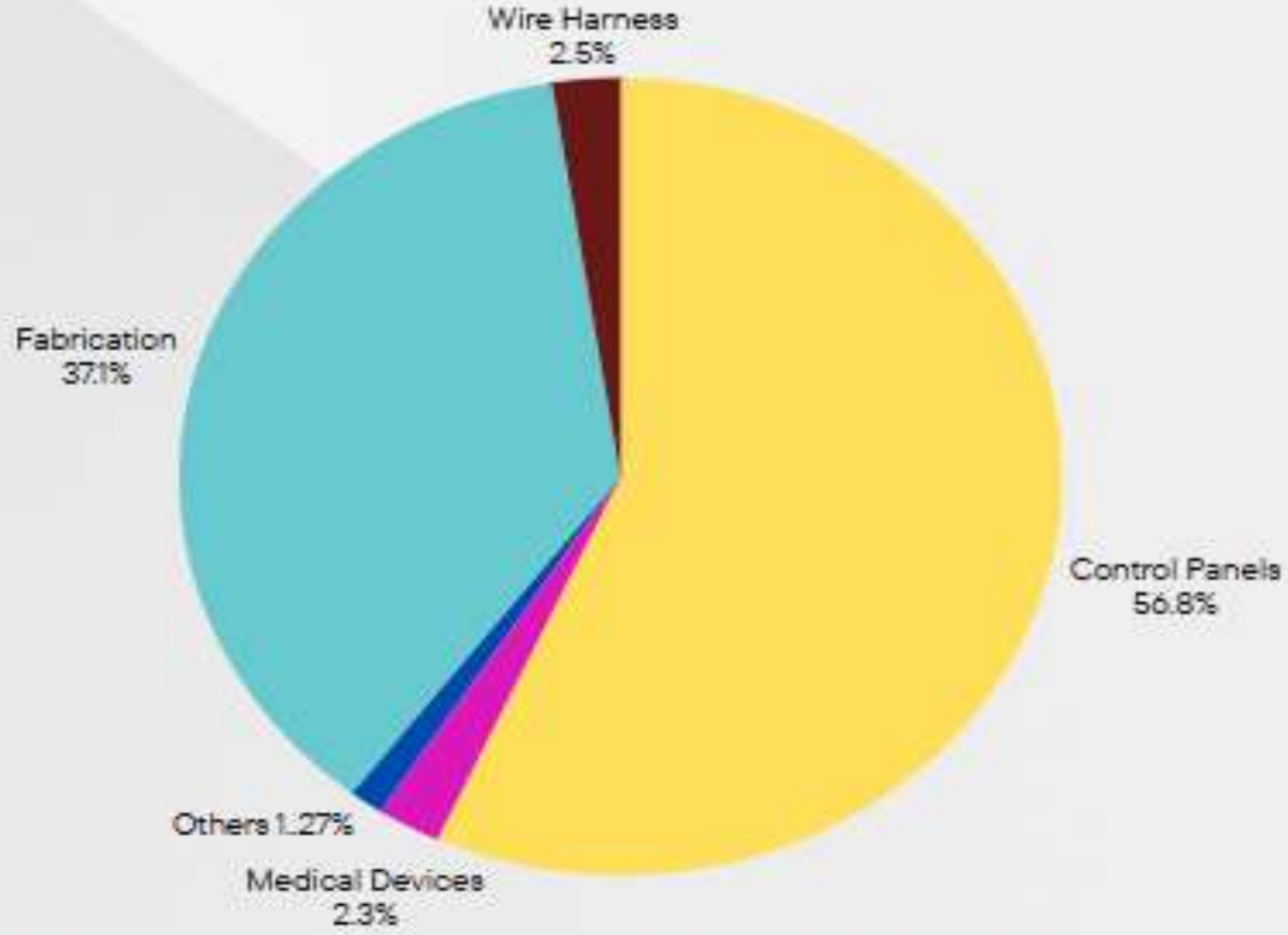
- Wind turbine vertical faced delays in OEM’s end customer approval.

- Defense sector orders got delayed:
  - Lengthy inspection procedures required for first few sets.

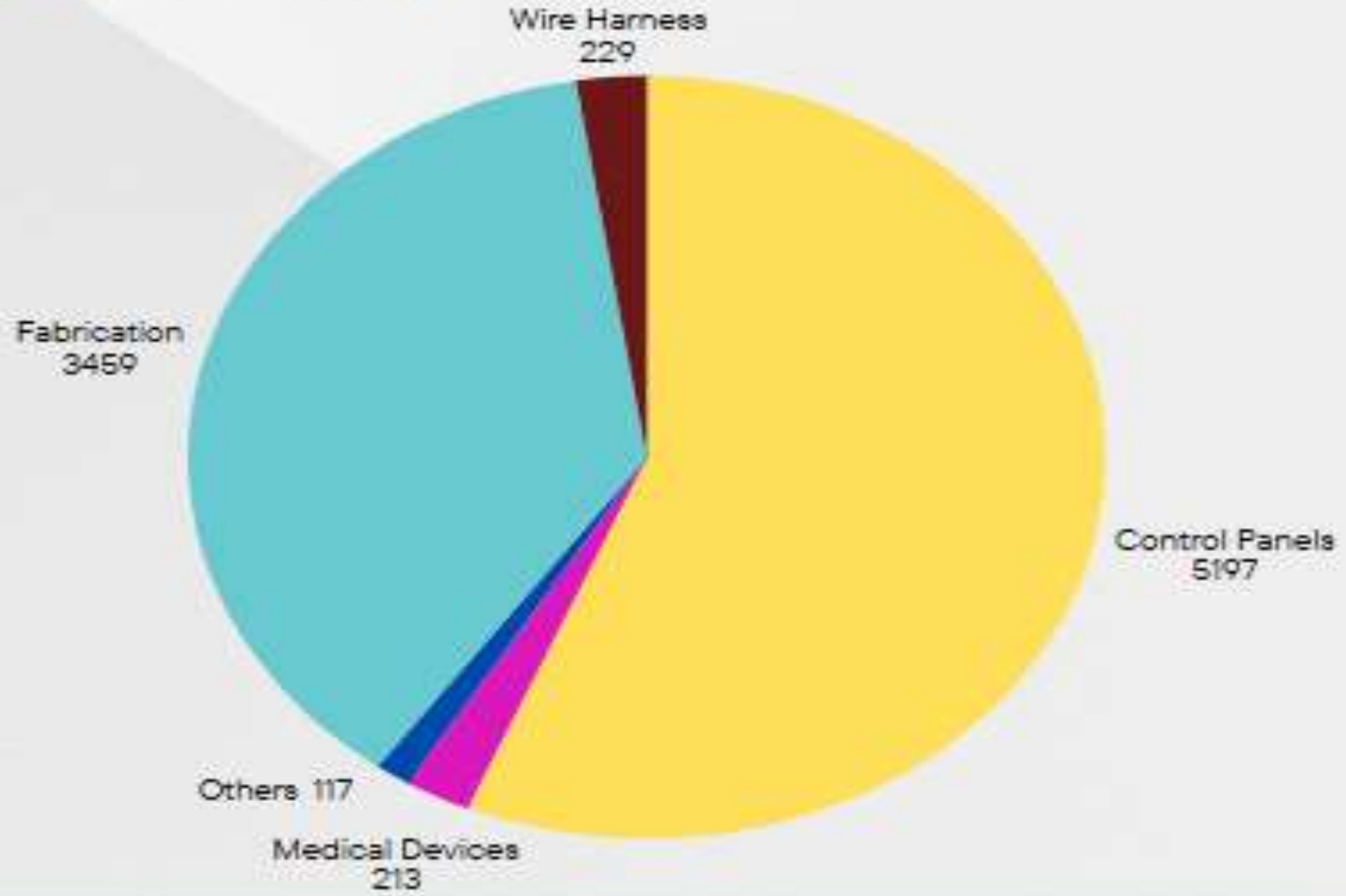
- Due to internal re-alignment of wind business, impact on the orders was seen.
  - Set up of a new wind manufacturing facility, expected to be operational by Sept 2025.
  - Order flow temporarily impacted; some orders deferred during reorganization.

Product wise Sale H1 24-25:

Sales %


Wire Harness
2.5%
Fabrication
37.1%
Control Panels
56.8%
Others 1.27%
Medical Devices
2.3%

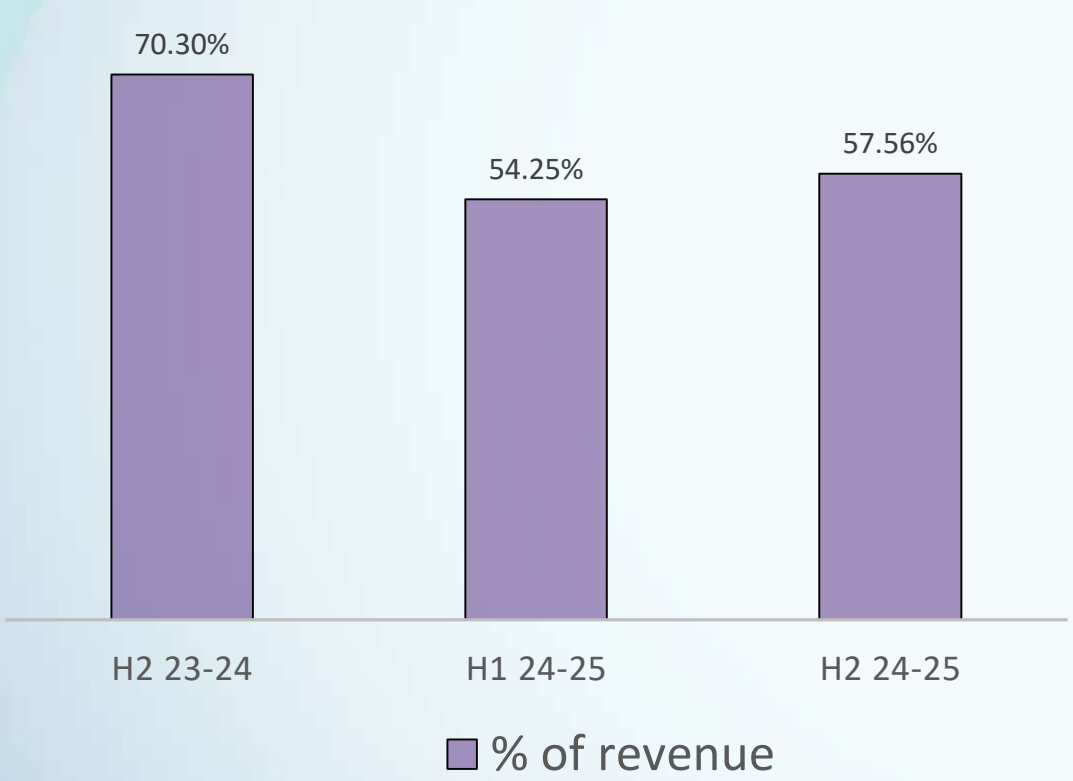
Sales (Rs Lakhs)

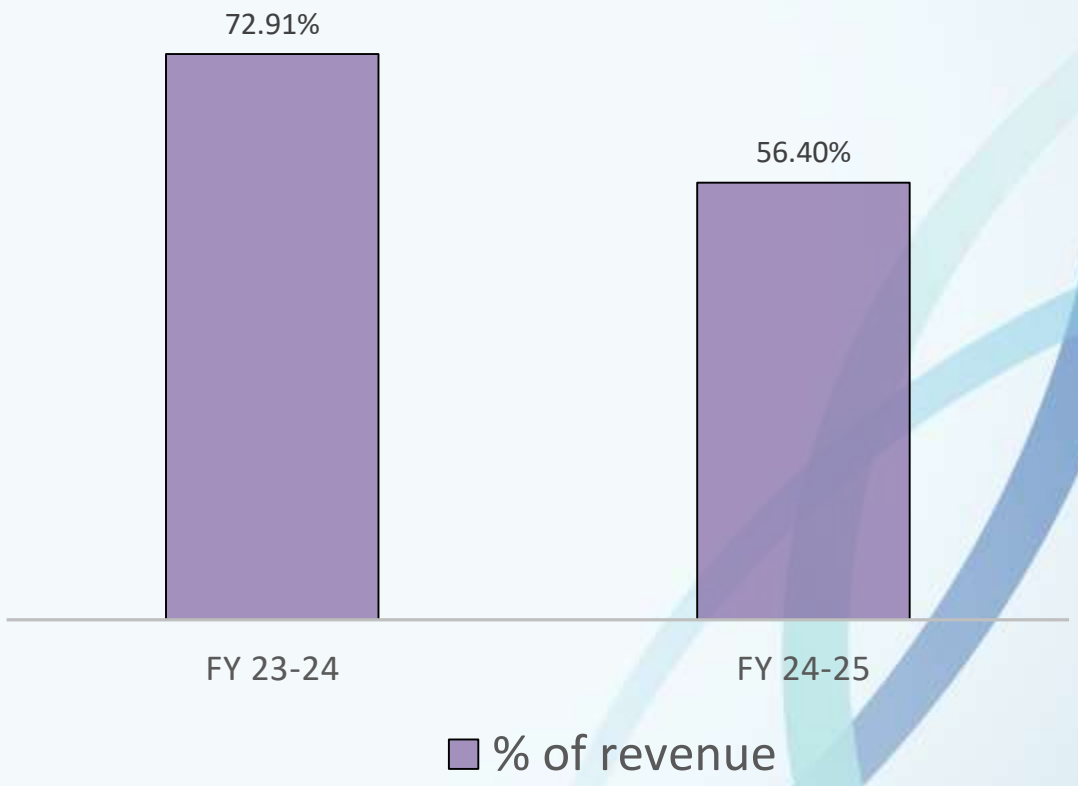


Sales bifurcation by product category

Sales bifurcation by product category:

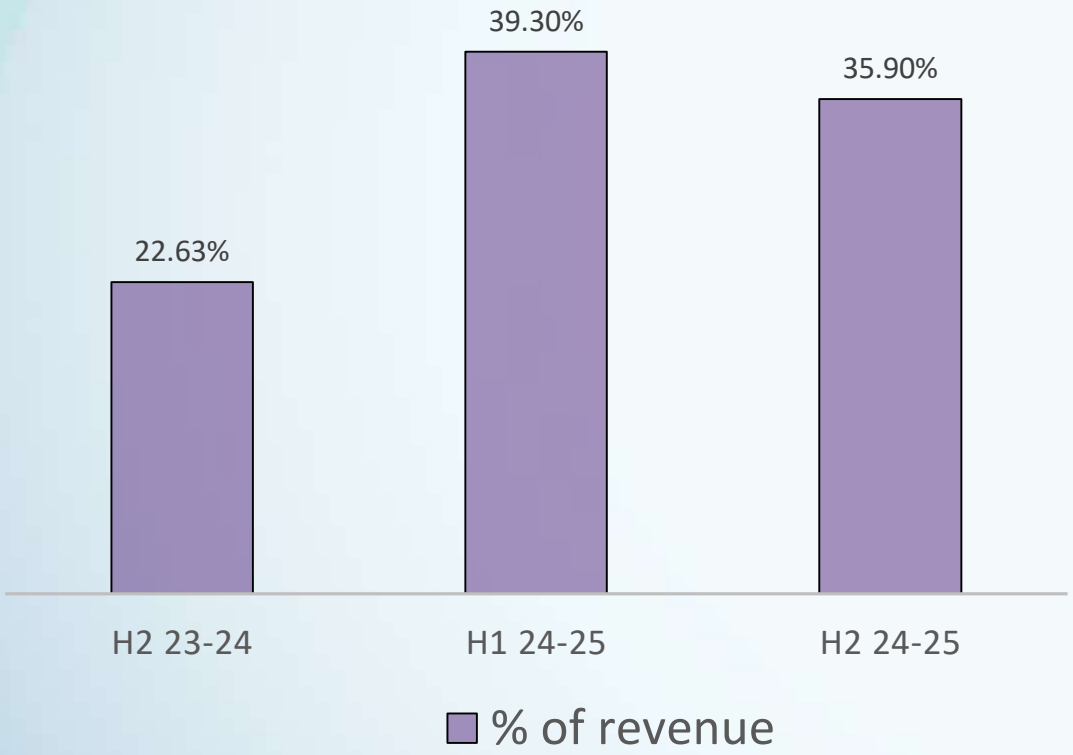
Electrical control panels & cabinets

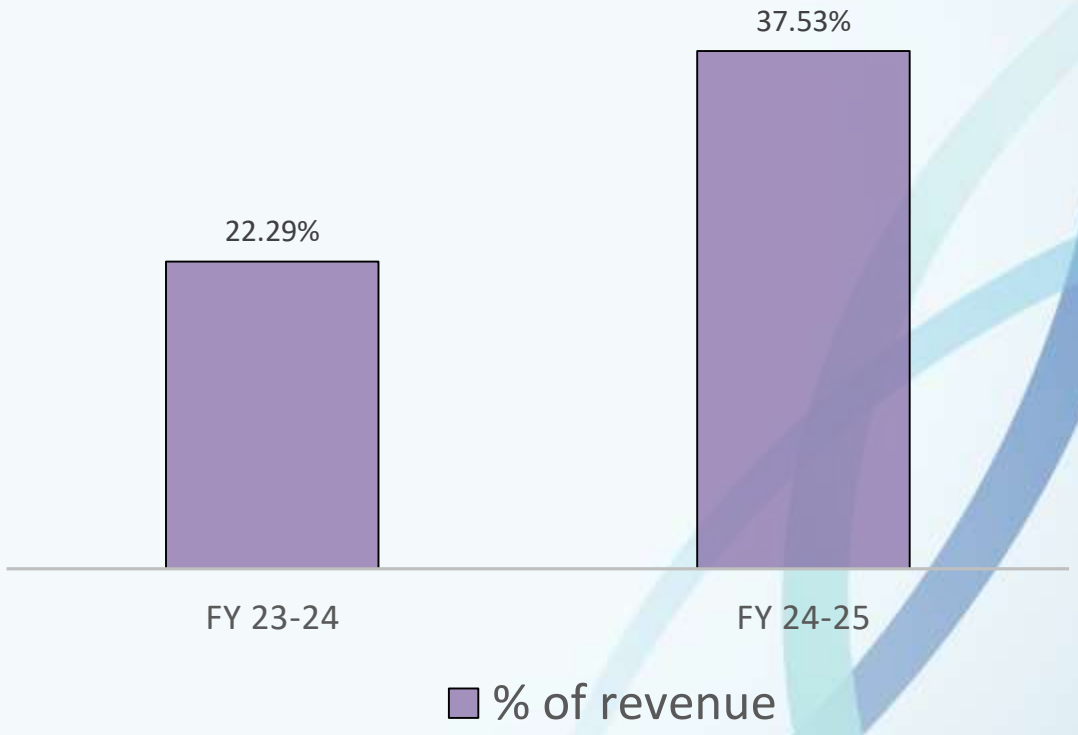




Sales bifurcation by product category:

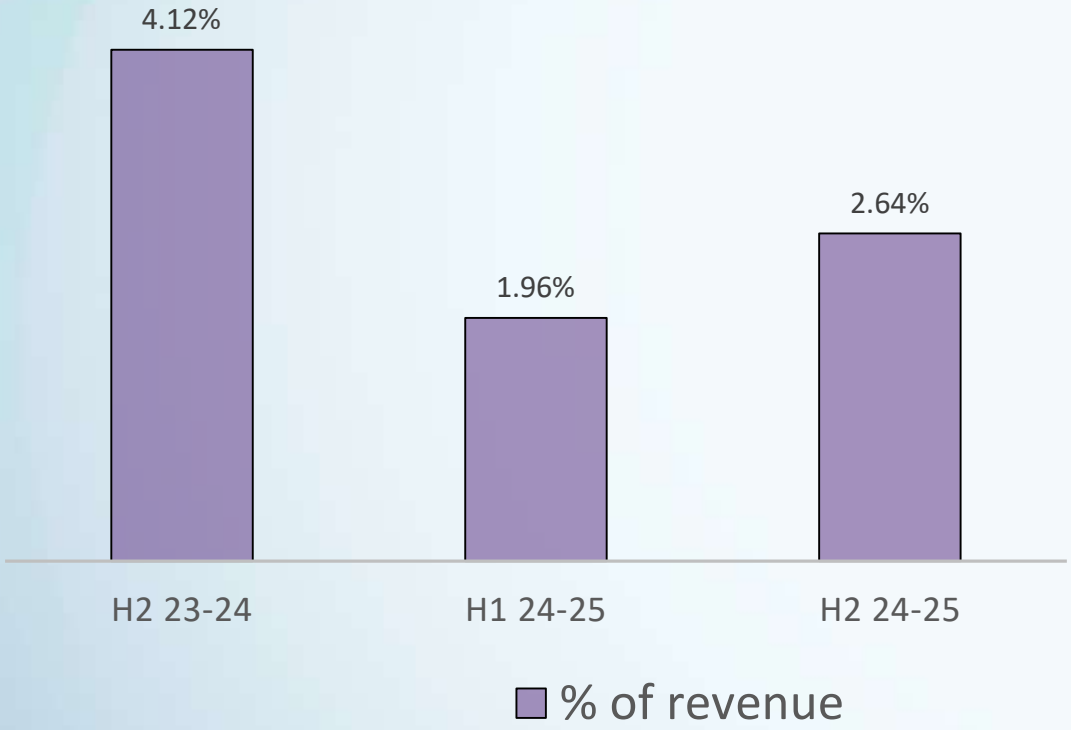
Fabrication

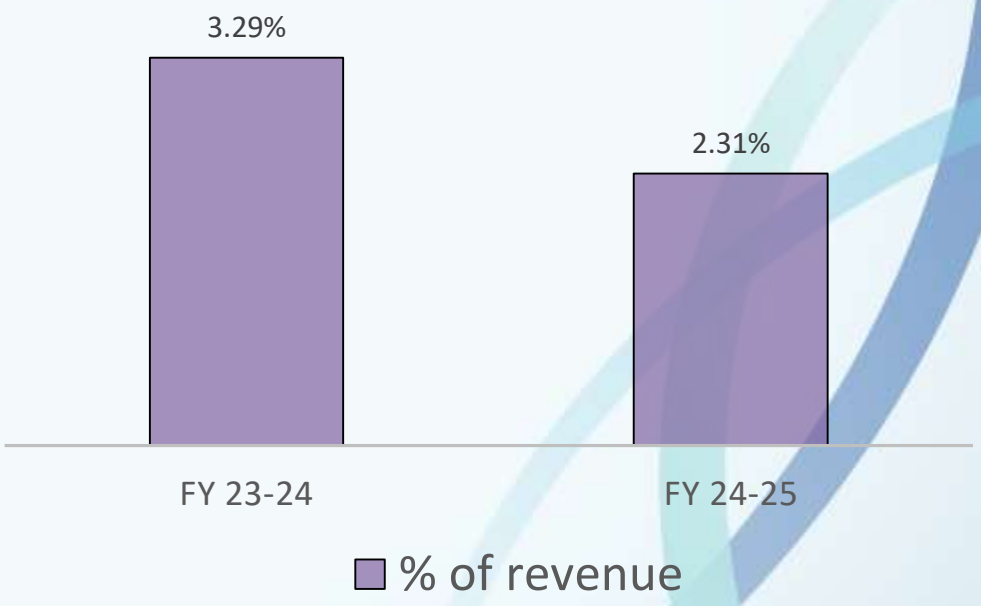




Sales bifurcation by product category:

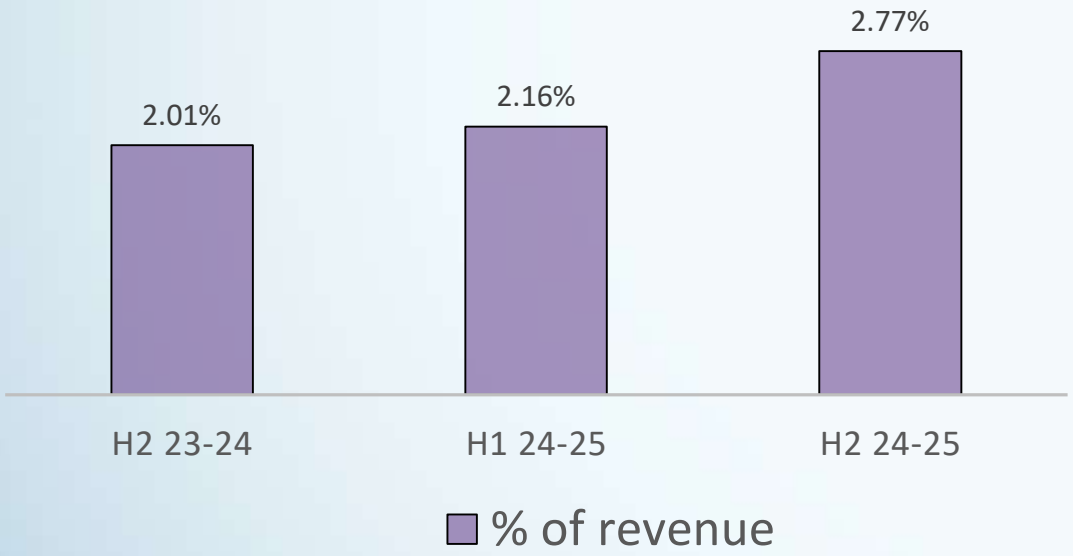
Medical X-ray system

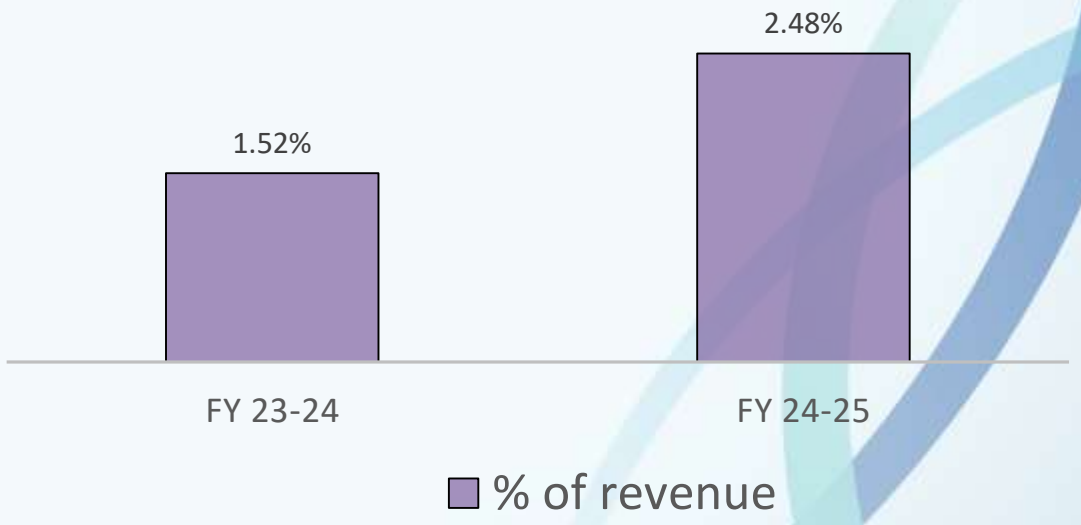




Sales bifurcation by product category:

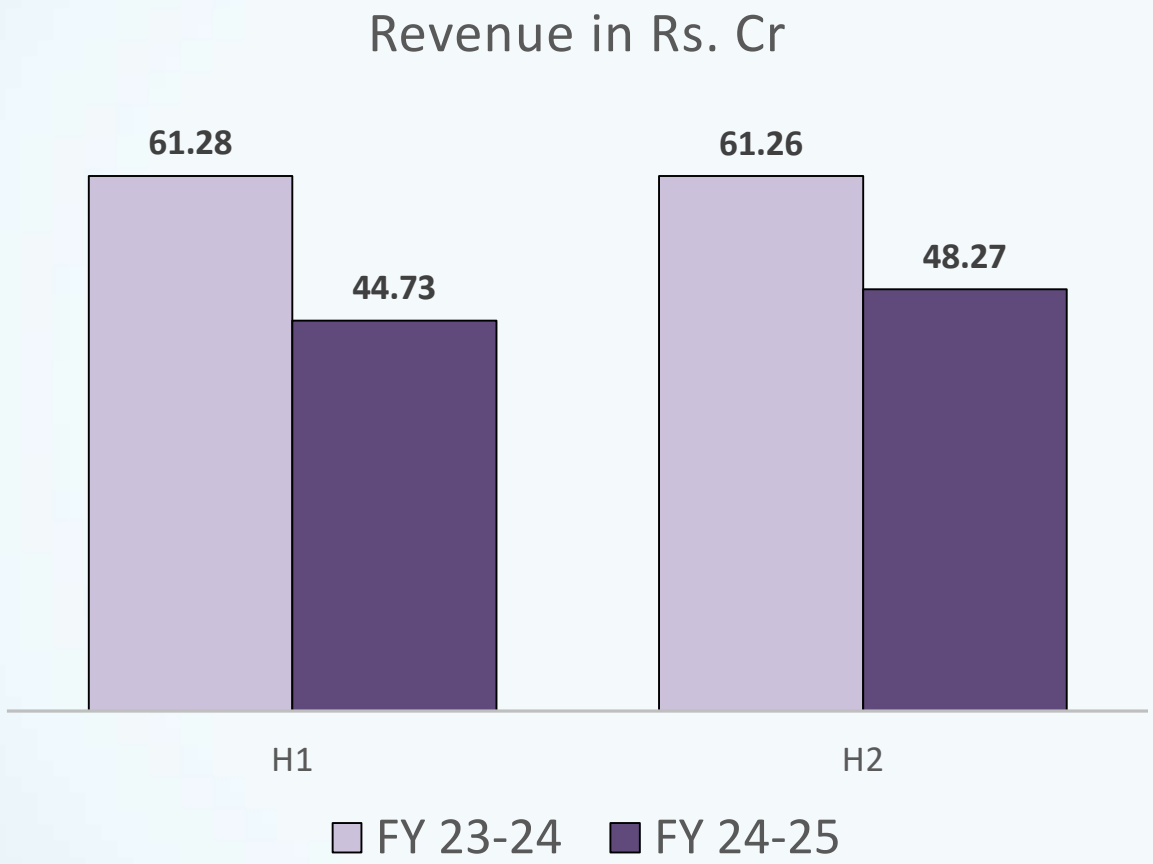
Wire harness





Financial Performance

Revenue Trend: Half yearly



Profit & Loss

	Particulars	(Rs. In Lakhs) Half Year Ended			(Rs. In Lakhs) Year Ended	
		31 March 2025	30 Sept 2024	31 March 2024	31 March 2025	31 March 2024
		Audited	Unaudited	Audited	Audited	Audited
1	Revenue from Operations	4,797.43	4,445.67	6,056.47	9,243.11	12,185.02
2	Other Income	29.63	27.59	69.70	57.22	75.25
3	**Total Income (1+2)**	**4,827.07**	**4,473.26**	**6,126.16**	**9,300.33**	**12,260.28**
	Cost of Raw Material and Consumables Consume	3,311.55	2,569.29	3,696.68	5,880.83	7,626.76
	Purchases of Trading Goods	-	-	-	-	-
	Change in Inventories of work in progress and fin	-140.78	36.08	100.45	(104.69)	131.68
	Employee Benefit Expenses	797.79	784.90	773.61	1,582.69	1,524.24
	Finance Costs	18.86	21.66	78.37	40.52	162.78
	Depreciation and Amortization Expenses	211.43	177.56	202.88	389.00	384.83
	Other Expenses	447.49	405.64	499.25	853.14	935.64
	Total expenses	**4,646.35**	**3,995.13**	**5,351.25**	**8,641.48**	**10,765.93**
5	**Profit/(Loss) before Exceptional and Extraordinary Iten**	**180.72**	**478.13**	**774.91**	**658.85**	**1,494.35**
6	Exceptional Item	-	-	-	-	-
7	**Profit/(Loss) before Extraordinary Item and Tax (5-6)**	**180.72**	**478.13**	**774.91**	**658.85**	**1,494.35**
8	Extraordinary Item	-	-	-	-	-
9	**Profit/(Loss) before Tax (7-8)**	**180.72**	**478.13**	**774.91**	**658.85**	**1,494.35**
10	Tax Expenses					
	- Current Tax	61.57	127.87	222.91	189.44	410.01
	- Deferred Tax	(6.75)	(3.14)	(12.68)	(9.90)	(33.91)
	- Prior Period Taxes	-	8.32	(12.38)	8.32	(12.38)
		54.81	133.05	197.85	187.86	363.72
11	**Profit/(Loss) for the period (9-10)**	**125.91**	**345.08**	**577.06**	**470.98**	**1,130.63**
12	Earnings Per Share					
	(a) Basic (In Rs.) (not annualised)	0.71	1.96	3.27	2.67	6.41
	(b) Diluted (In Rs.) (not annualised)	0.71	1.96	3.27	2.67	6.41

Assets

II. ASSETS		
(1) Non-current assets		
(a) Property, Plant and Equipment and Intangible Assets		
(i) Property, Plant and Equipment	5,938.91	6,208.95
(ii) Intangible Assets	69.53	8.17
(iii) Capital Work-in-progress	1,320.14	-
(iv) Intangible Assets under Development	-	-
(b) Non-current Investments	-	-
(c) Deferred Tax Assets (net)	22.93	13.03
(d) Long term Loans and Advances	-	-
(e) Other Non-current Assets	338.29	288.02
Total	7,689.79	6,518.17
(2) Current assets		
(a) Current Investments	-	-
(b) Inventories	2,040.67	2,165.37
(c) Trade Receivables	2,188.47	1,730.93
(d) Cash and cash equivalents	326.46	1,549.90
(e) Short-term Loans and Advances	783.22	977.52
(f) Other Current Assets	104.76	125.62
Total	5,443.58	6,549.35
TOTAL(1+2)	**13,133.37**	**13,067.52**

Liabilities

Particulars	(Rs. In Lakhs) As at 31 March 2025 Audited	(Rs. In Lakhs) As at 31 March 2024 Audited
I. EQUITY AND LIABILITIES		
(1) Shareholders' funds		
(a) Share Capital	1,765.60	1,765.60
(b) Reserves and Surplus	8,038.87	7,567.85
Total	**9,804.47**	**9,333.45**
(2) Share application money pending allotment	-	-
(3) Non-current liabilities		
(a) Long-term Borrowings	1,404.73	1,503.98
(b) Deferred Tax Liabilities (net)	-	-
(c) Other Long-term Liabilities	0.42	107.52
(d) Long-term Provisions	61.62	58.02
Total	**1,466.77**	**1,669.52**
(4) Current liabilities		
(a) Short-term Borrowings	377.62	297.50
(b) Trade Payables		
- Due to Micro and Small Enterprises	75.16	99.12
- Due to Others	721.22	822.43
(c) Other Current Liabilities	255.59	212.88
(d) Short-term Provisions	432.54	632.62
Total	**1,862.13**	**2,064.55**
TOTAL (1+2+3+4)	**13,133.37**	**13,067.52**

Profitability

Sr no	Particulars	H2 24-25	H2 23-24	FY 24-25	FY 23-24
1	EBITDA	7.95%	16.29%	11.16%	16.14%
2	PBT	3.74%	12.65%	7.08%	12.19%
3	PAT	2.61%	9.42%	5.06%	9.22%

Impact on PAT due to :

- Deferred orders
- Prototype order in progress

Future Outlook

Deliver on Execution
Focus on timely, high-quality delivery to build credibility and drive growth.

Sweat the Assets
Capex phase complete — now prioritize asset utilization and ROI.

Stay Lean & Agile
Maintain cost discipline, streamline processes, and optimize workforce.

Segment Accountability
Run each vertical with clear ownership, profit goals, and customer KPIs.

THANK YOU

SAAKSHI MEDTECH & PANELS LTD