

Delton Cables Limited

Regd office : 'Delton House, 4801, Bharat Ram Road 24, Darya Ganj, New Delhi - 110002 (INDIA)

Phone : 91-11-23273907

E-mail : dcl@deltoncables.com, Website : www.deltoncables.com

CIN : L31300DL 1964PL C004255

AN ISO 9001-2008 COMPANY

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001

May 30, 2025

BSE Scrip Code: 504240

Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulations 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we hereby enclosed the presentation for investors in connection with the Audited Financial Results of the Company for the quarter and financial year ended on March 31, 2025. The above information is also being made available on the Company's website at www.deltoncables.com.

Kindly take the same on your record pursuant to SEBI (LODR) Regulations, 2015.

Thanking you,

Yours faithfully

For Delton Cables Limited

Jitender Kumar
Company Secretary & Compliance Officer

Encl : as above



**Delton Cables Ltd
Investor Presentation
May 2025**

TABLE OF CONTENTS



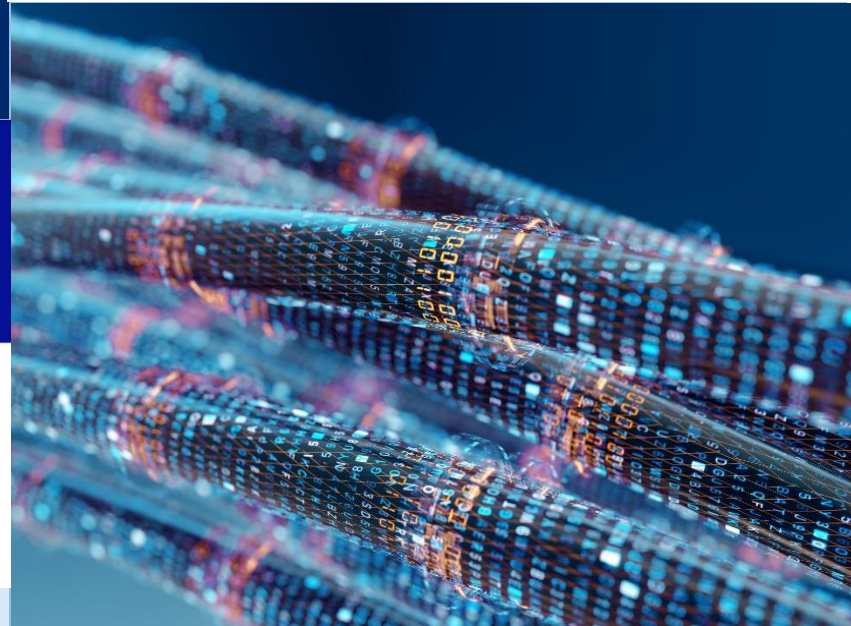
[Key Strengths](#)



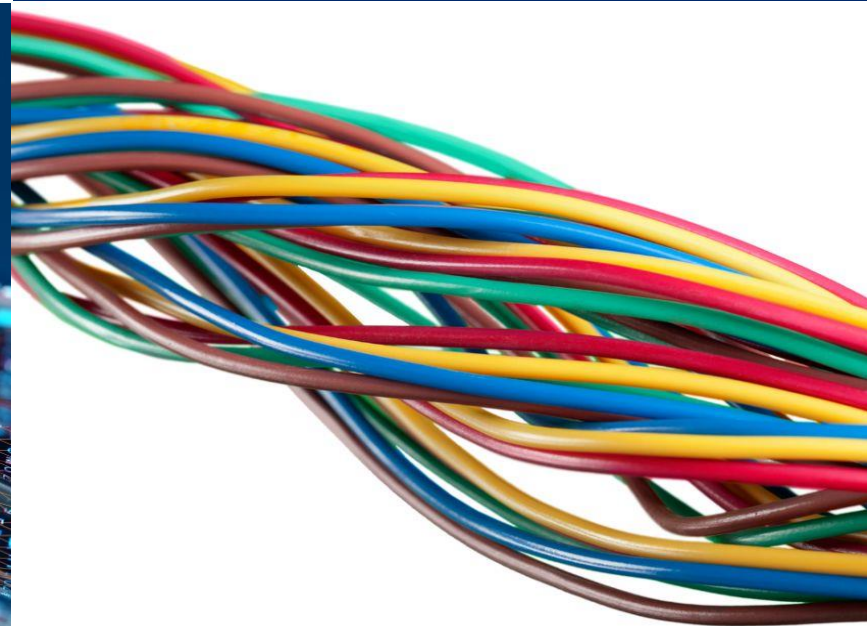
[Quarterly & Financials](#)



[About Us](#)



[Being Future Ready](#)



[Contact Us](#)

About Us

Delton

We Connect We Protect



Delton Cables is a pioneering cables & wires company specialising in low-voltage cables. For over 75 years, Delton has enjoyed powerful brand recall for its telecom cables.

Delton has now transformed itself into a customised branded supplier for high-growth sectors such as railways, EPC, telecom, and smart metering.

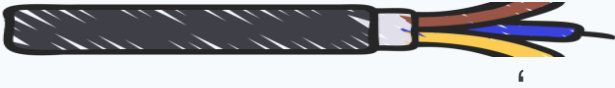
With its robust approval base, vast yet niche product offerings, and position as a supplier of choice to marquee global customers, Delton is set to become a formidable low-voltage cable company.



Company Overview: Enduring Legacy over 75 years

Delton

We Connect We Protect



Focused, growth-oriented, niche market

- EPC, Railway, and Telecom sectors offer substantial potential

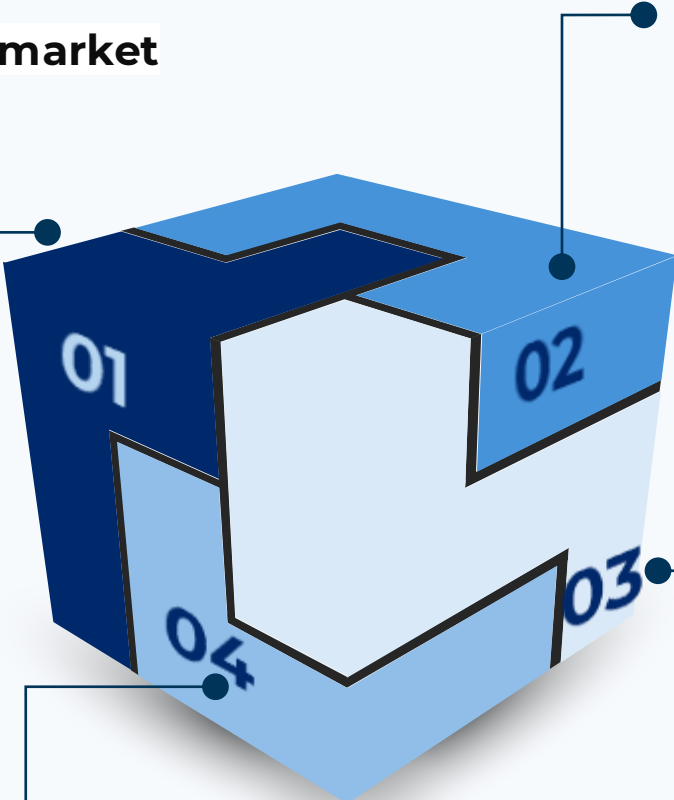
One-stop shop' offering a wide array of **low-voltage electric products**

- Wire & Cables
- Structured Cabling Solutions
- Metering Solutions (Smart Meters)

Long-standing Customer Relationships

- Over 75 years Established Brand with strong recall across various customer segments

Established **Pan-India Presence** and Sales Network



Versatile Product Range

Delton

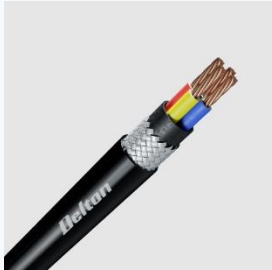
We Connect We Protect



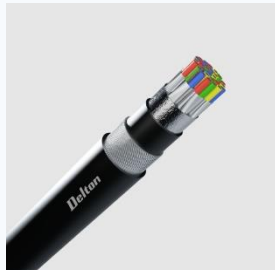
A Leading Low Voltage player

EPC CABLES :

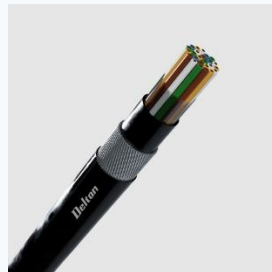
Catering to the top EPC contractors in India.



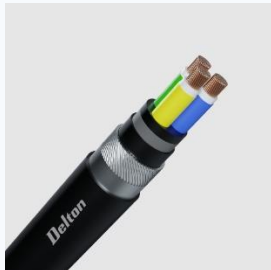
Industrial Braided Instrumentation Cables



Individual Shielded Instrumentation Cables



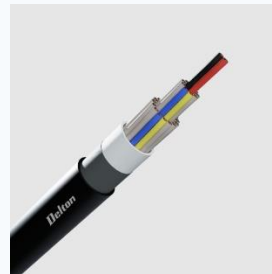
Overall Shielded Cables



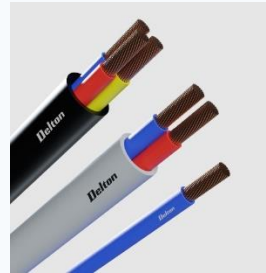
Control Cables

RAILWAY CABLES :

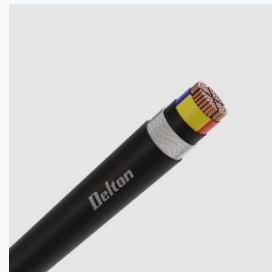
Catering to the rapidly growing Railway & Metro network of India



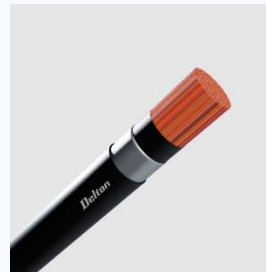
Underground Signaling Cables



Railway Quad Cables



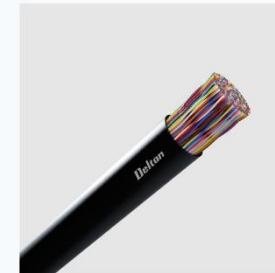
Power Cables



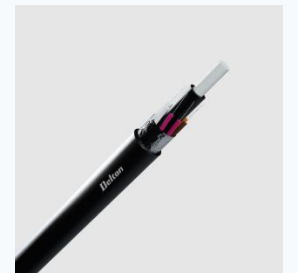
Underground PIJF Telephone Cables

TELECOM CABLES :

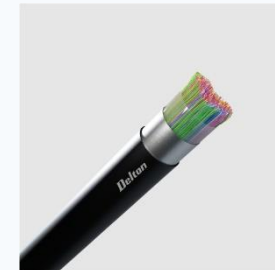
Further strengthening our foothold in the modernization of India's Telecom Sector



Telephone Cables



Optic Fiber Cables



Jelly Filled Cables



Railway Telephone Cables

Diverse Segments: Quality Products For A Variety Of Sectors

Delton

We Connect We Protect



Diverse Domain, Diverse Demands & Diverse Deliveries.



Pioneering Premium Products, Prime Performance.

Our Customers: Proven Partnerships backed by Unwavering Confidence

Delton

We Connect We Protect



Trusted by Diverse Clients

SIEMENS

adani

**TATA
PROJECTS**

बी एच ई एल
BHEL



KALPA-TARU

Honeywell

एनटीपीसी
NTPC



ADVANCED SYSTEK

सेल SAIL

ABB

GAR

YOKOGAWA
Co-innovating tomorrow™

इसरो
ISRO

thyssenkrupp



NPCIL
न्यूक्लियर पावर कॉर्पोरेशन ऑफ इंडिया लिमिटेड
(भारत सरकार का उपक्रम)



THERMAX

Shapoorji Pallonji

WABAG
sustainable solutions. for a better life.

KEC
KEC INTERNATIONAL LIMITED

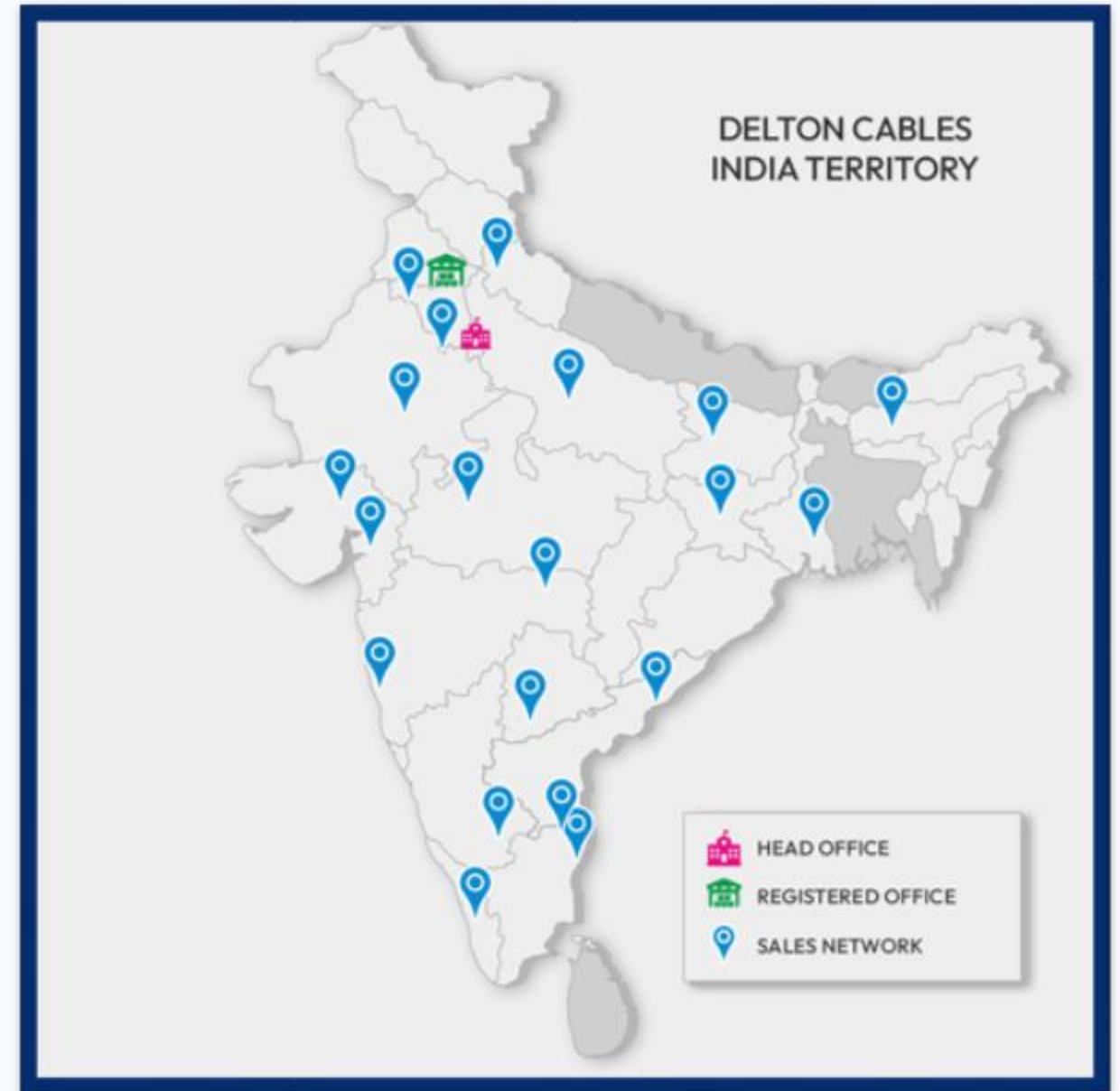
Connected Network, Limitless Customers

Delton

We Connect We Protect



Delton is a preferred cable and cabling solutions partner for many marquee EPC, Railways and Telecom customers across India.



Manufacturing Base: Innovation at the Forefront

Delton

We Connect We Protect



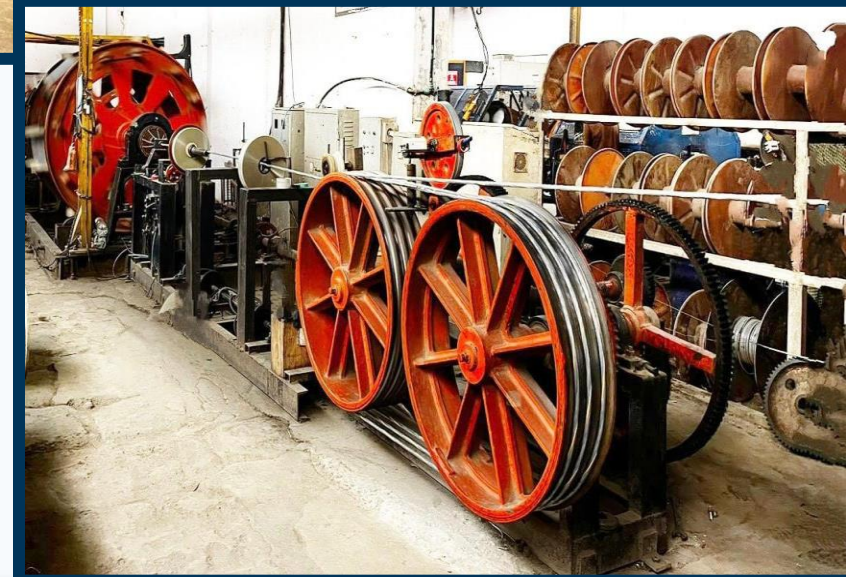
**The Powerhouse of
Product Categories**



**Pioneering Innovation,
Efficiency, and Versatility**



**Where Technology Meets
Manufacturing Brilliance**



State-of-the-art Manufacturing facilities with a Capacity of 1000 CR under various segments



Key Strengths

Segment Strengths: Tailored Solutions for Every Segment's Needs



We Connect We Protect



Unconventional Approach for Conventional Sectors

	EPC Project Cables	Railway Cables	Telecom Cables
01	Focused on PAN India presence, and accordingly expanding to untapped areas	Encasing Massive Push on Railways Spend	Building on our Brand recall to foray into related segments using Delton's Structured Cabling Solutions
02	Entering New Sectors like Nuclear, Defense , Water & Smart Metering	Building on market leadership of Quad Cables	Govt Telecom push, further roll out of 5G and beyond
03	Increasing Approvals especially in Power Cables segment	Consolidated Market Share of Railway segment cables under one brand	Expanding Approval base to cater to more players

Aligned Dynamics: Fusing Internal and External Factors

Delton

We Connect We Protect



Clarity

- Focussed on High growth , large Private EPC players
- Strategic focus on Telecom and Railway sectors

Efficiency

- Aligned with India's infrastructure spend
- Focus on Demand-Pull rather than Product Push

Endurance

- Emphasizing sustainable revenue and growth strategy
- Optimizing profit margins



Internal Factors

Delton's Efforts

Bringing Equilibrium



External Factors



Resulting into

- Revenue Growth
- Margins Expansion
- Efficient Capital Allocation

Enabling

- Central Govt policies enabling Infrastructure spend, which positively affects our business

Private Sector Capex

- Higher GDP growth bolstering Private Sector Capex spends

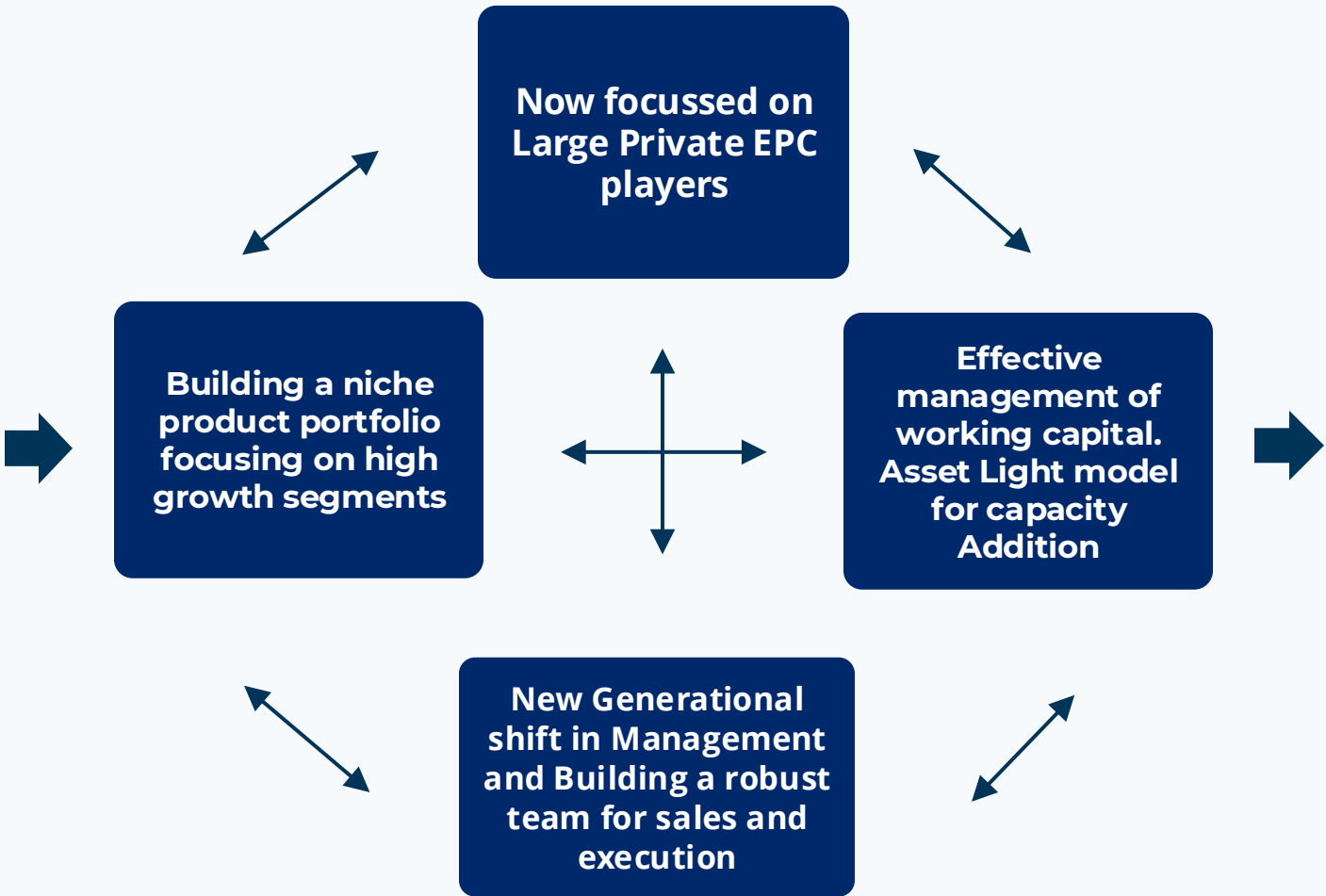
Dynamic Trends

- Evolving market dynamics in the Cable industry

Strategic Transformation: Unlocking Potential



Transformation Process



Key Growth Metrics : Revenue & Profitability



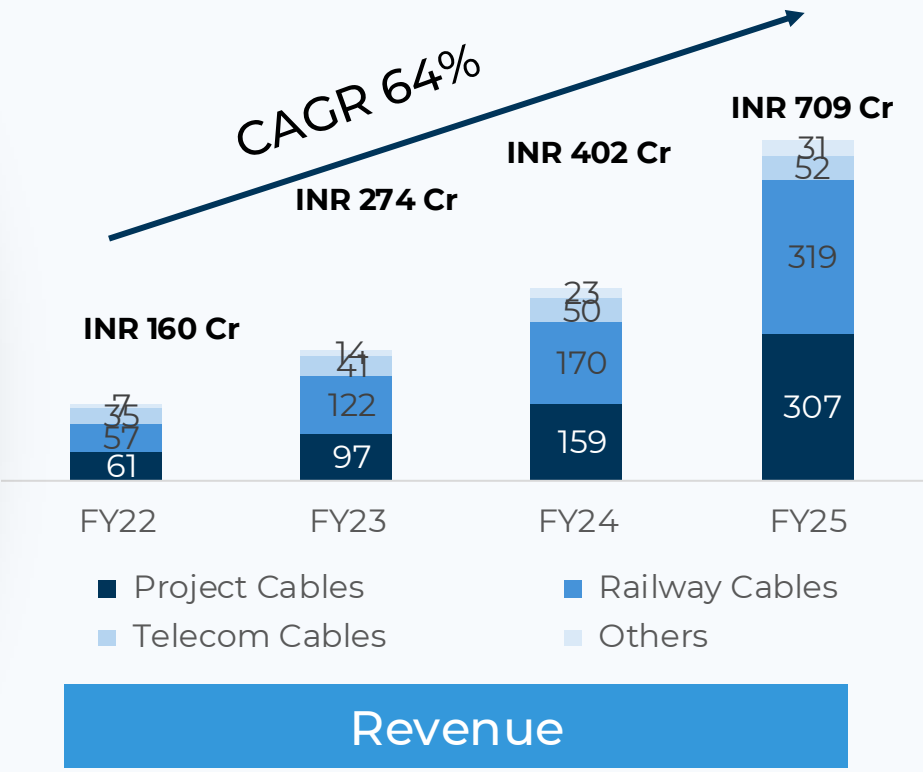
We Connect We Protect



Revitalised Sales Strategy



Tangible Outcomes



Elevated Attainment

Capacity utilisation improved to **81%** in FY25 from 44% in FY22

Revenue increased by **4.4X** in FY25 from FY22

Adding New Segments to propel growth momentum

Key Growth Metrics : Working Capital Efficiency



01 Inventory

Rationalising Inventories by reducing SKUs and following a focussed product range which maximises value.

02 Debtors

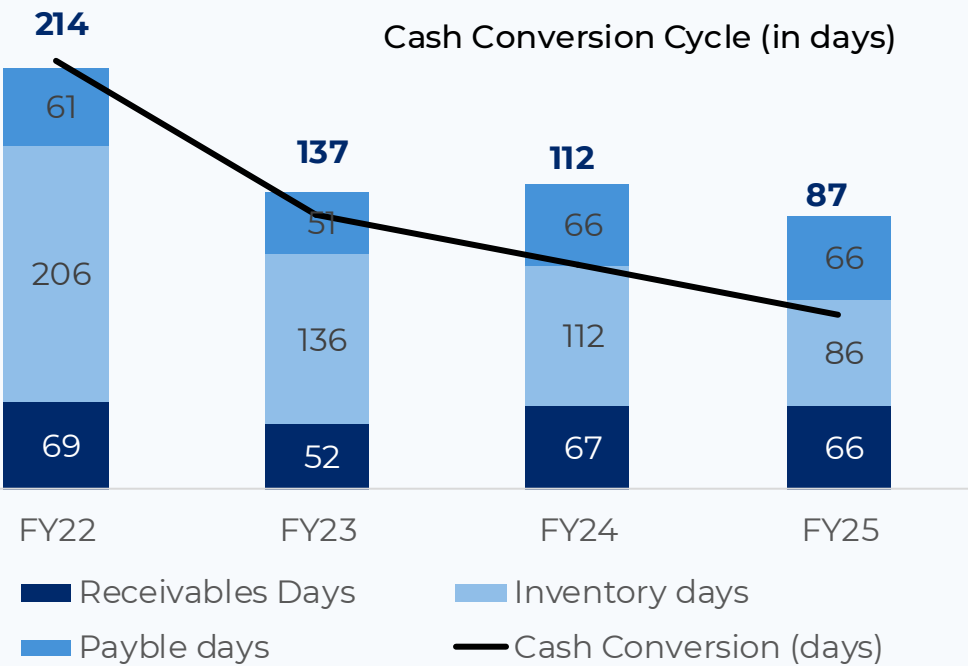
Reducing Focus on public sector clients and focus on High rated EPC players. Direct Sales to customers.

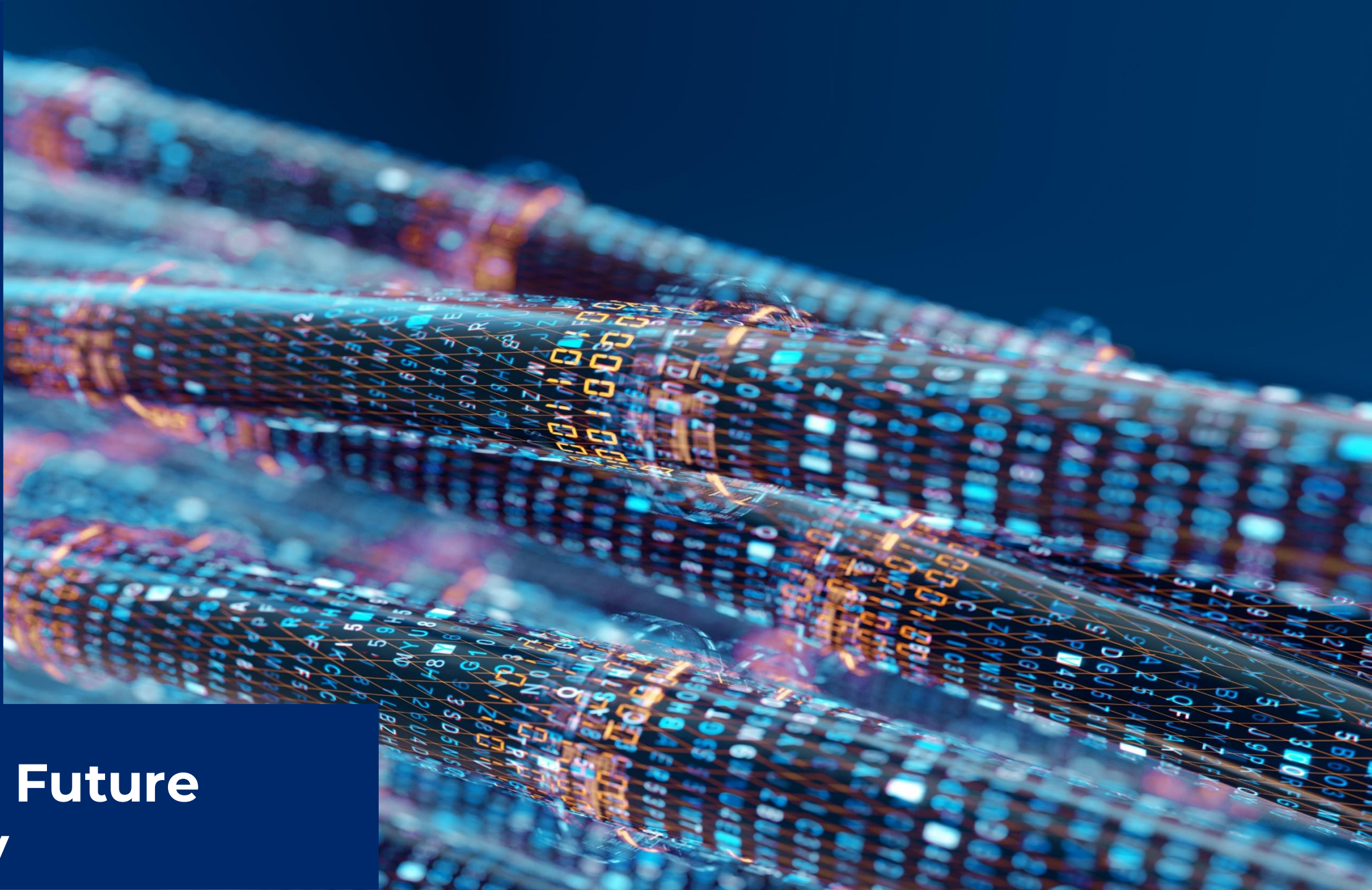
03 Working capital

The company aims to maintain its working capital cycle of 100-110 days.

Working Capital Days improved to 109 in FY25 from 218 in FY22, and 138 days in FY24

Cash Conversion cycle improved to 87 days in FY25 from 214 days in FY22; 112 days in FY24



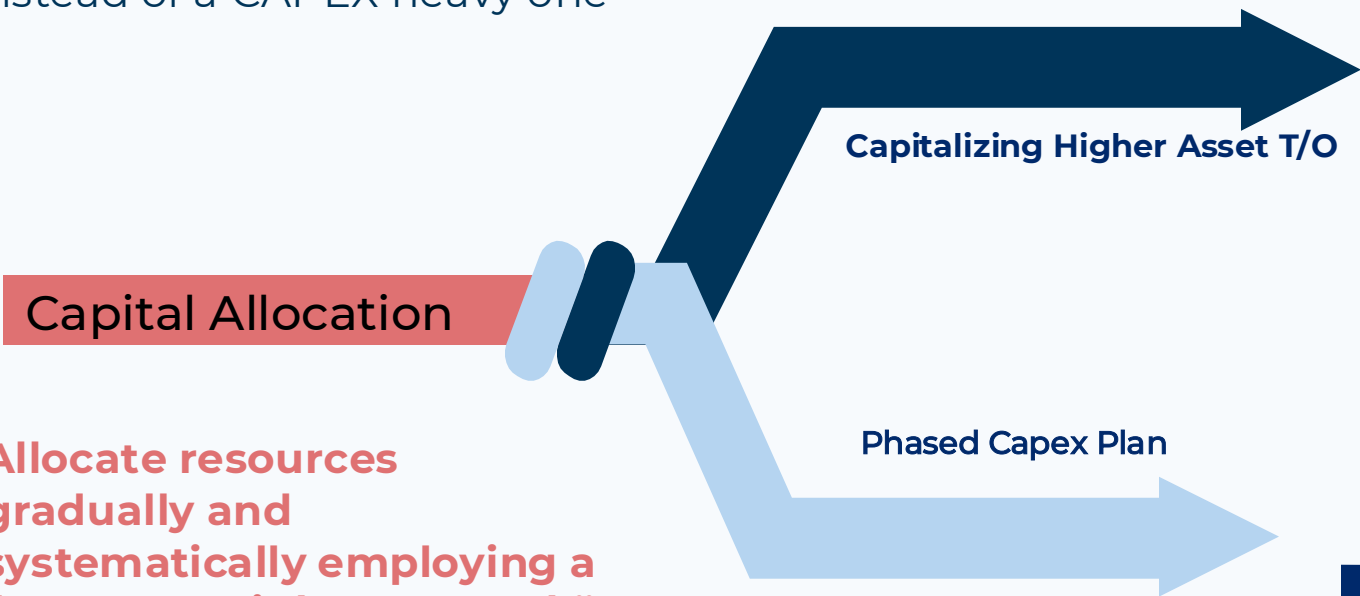


**Being Future
Ready**

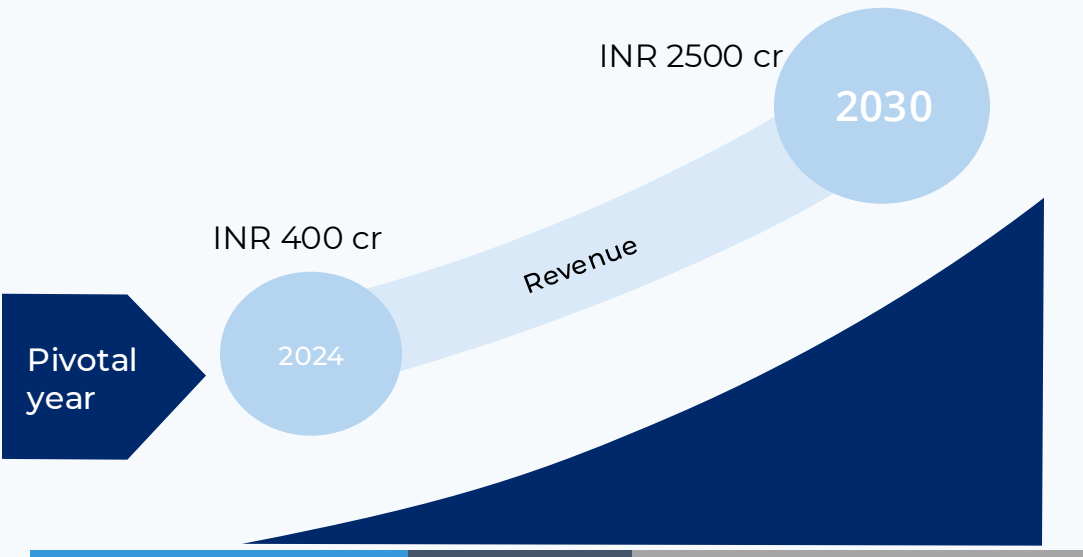
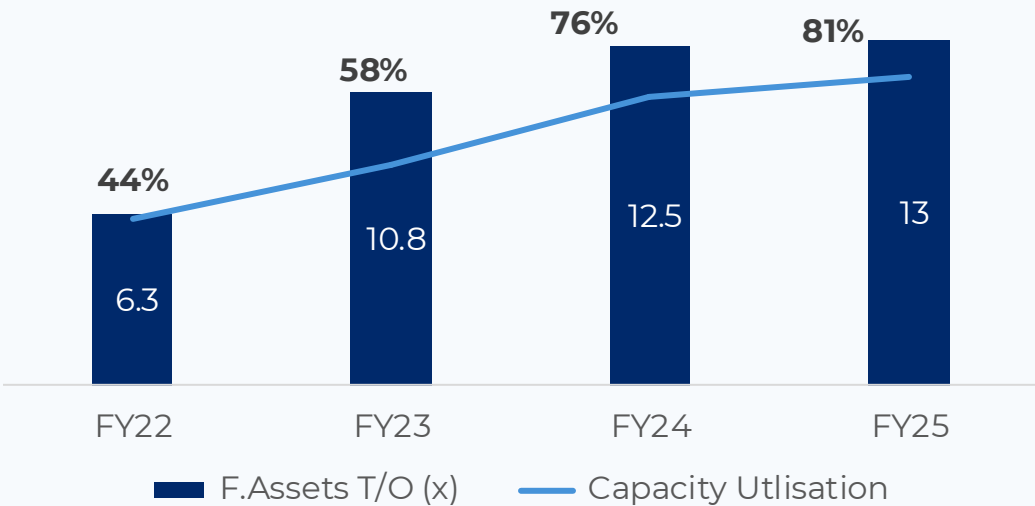
Future Growth: Employing an Asset Light Approach



- Maximize asset utilization through sweating assets.
- Install top-tier machinery in leased facilities for enhanced productivity, focusing on a OPEX model instead of a CAPEX heavy one



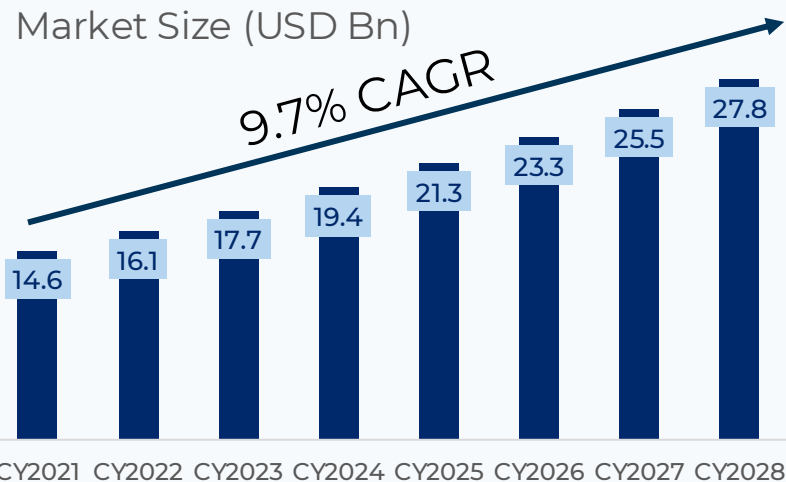
Allocate resources gradually and systematically employing a “An Asset Light Approach”



Future Growth : Unlocking Potential

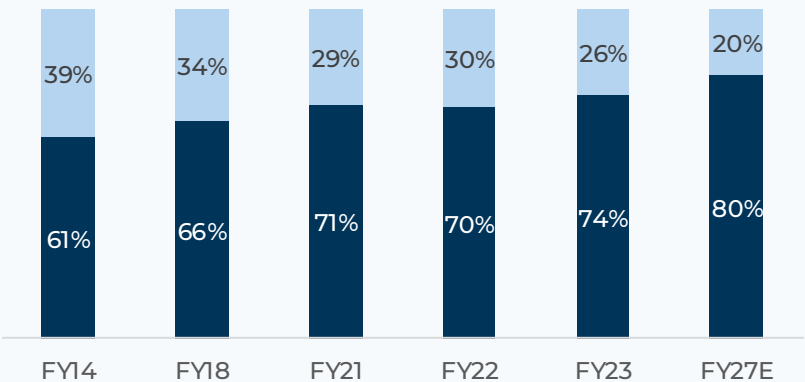


Market Size (USD Bn)



Company presence in Cables makes it propelling and conducive to long-term growth.

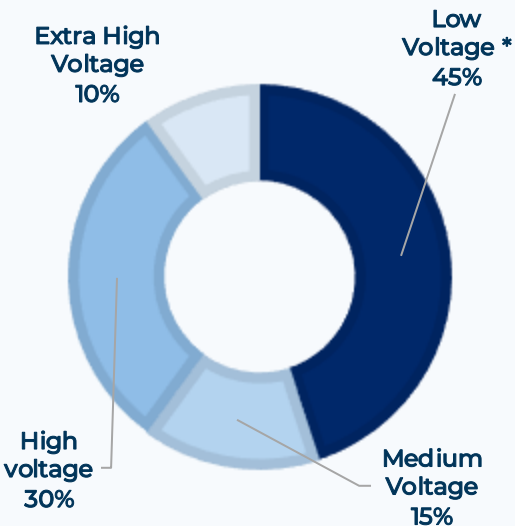
Branded Vs Unbranded



The company's presence in B2B, B2B2C approach augurs well

Being a well-known brand over more than 75 years helps to capture unbranded players market share

Share by Voltage



The Company is focused predominantly on low-voltage segment which is aligning with Industry dynamics

Our company benefits from strong tailwinds, propelling us toward long-term growth for our investors.

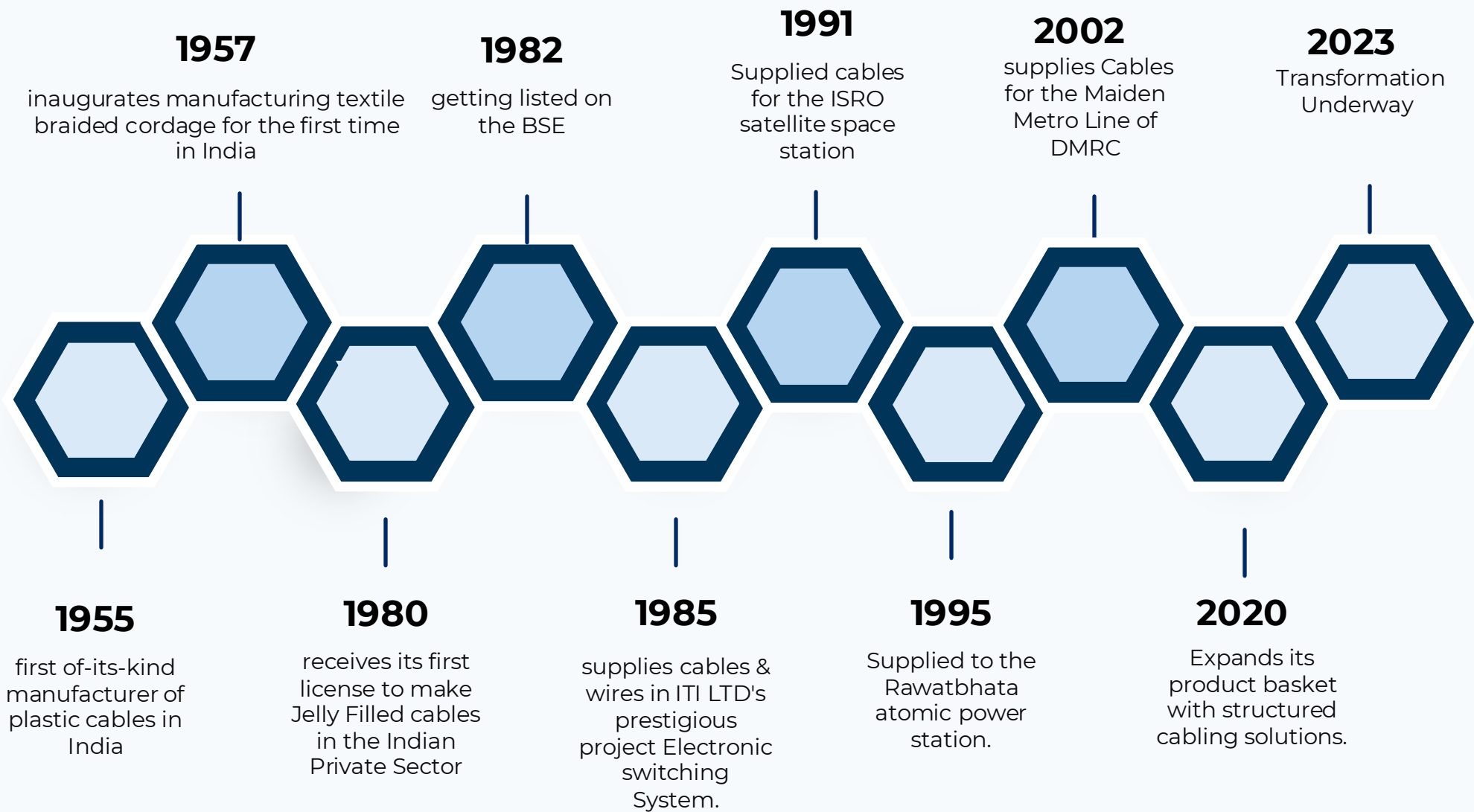
Corporate Information



Traversing the Rich Tapestry of Delton's History

Delton

We Connect We Protect



Board Members

Delton

We Connect We Protect



Name	Designation	Description
Vijender Kumar Gupta	Chairman & Wholetime Director	Mr. Gupta is the second generation leader of Delton, holding the mantle Chairman for 17 years. He has 60 plus years of experience in the cables industry. He provides guidance to the board, ensures effective governance practices and provides macro industry insights.
Vivek Gupta	Managing Director	Mr. Vivek Gupta, is the third generation leader of Delton, with over 30 years of experience in the cables industry. Mr. Gupta leads Delton's transformation by setting strategic direction and driving key growth initiatives.
Shalini Gupta	Non-executive director	Mrs. Shalini Gupta has been a part of the Delton board for 10 years. She has been and continues to be actively involved in CSR and ESG activities at Delton.
Shashi Kumar Sharma	Whole time Director	Mr. Sharma has over 45 years of experience in sales and marketing in wire and cables industry. He has been associated with Delton for the past 45 years.

Board Members

Delton

We Connect We Protect



Name	Designation	Description
Amit Ramani	Non-Executive Independent Director	Amit Ramani is the Founder & CEO of Awfis Space Solutions which is India's largest shared workspace company with 40,000 seats across 75 centres in 11 cities in India. He holds a Bachelor's degree in architecture from School of Planning and Architecture, New Delhi, a master's degree in architecture from Kansas State University, USA and a master's degree in science from Cornell University, USA. He has about 20 years of experience in the field of real estate and workplace solutions.
Atul Aggarwal	Non-Executive Independent Director	Mr. Aggarwal is promoter director of Sterling Tools Limited. He brings more than three decades of experience in Business Strategy, Marketing & Sales, Finance, IT & Human Resource and Strategic Sourcing to the company. He provides expert advise in the fields of Finance & Compliances.
Abhishek Poddar	Non-Executive Independent Director	Mr. Poddar is an industrialist, philanthropist, and art collector. He is the director of SUA Explosive & Accessories, and the Managing Director of Matheson Bosanquet. He has varied experiences in the spheres of finance, administration, human resources, and general management.
Gagan Sinha	Non-Executive Independent Director	He is a co-founder of VIGA Trade Solutions Pvt. Ltd. He is also a secretary General of Foundation EMDA South Asia. He has over 30 years of experience in international trade and business developments, supply chain management and liaisoning with governmental & nongovernmental authorities in the Energy Sector.



**Quarterly &
Financials**

Key Highlights- Q4 & FY25

Delton

We Connect We Protect



- ❑ Delton Cables posted the highest ever revenue and profit after tax for the fiscal 2025. FY2025 revenue at ₹ 7109.2 million grew by 76% over FY2024 revenue. Delton's Q4 FY25 revenue at ₹ 2027.4 million grew by 52% Y-o-Y.
- ❑ Delton's Plant I and Plant II operated at 81% capacity utilisation during FY2025. Revenue from EPC segment, railways, and telecom / other segments contributed 43%, 45% and 11%, respectively during FY 25
- ❑ EBIDTA for the year at ₹ 484 million grew by 55% Y-o-Y. Q4 FY25 EBITDA at ₹ 162.5 million increased sharply by 76% Y-o-Y with EBITDA margin of 8% compared to EBITDA margin of 6.9% achieved in Q4 of FY24; and against EBITDA margin of 6.2% posted in Q3 FY25, thus posting 180 bps gain Q-o-Q.
- ❑ Profit after Tax for Q4 FY25 at ₹ 56.4 million was down by 11% Y-o-Y on account of higher finance cost and depreciation; Profit after Tax for FY 25 at ₹ 205.1 million grew by 40%. Delton posted 23% ROE and 17% ROCE for FY2025
- ❑ The current total order book as on March 31, 2025 stands at ₹ 3000 million; comprising largely of EPC segment which is relatively a better margin segment.
- ❑ The board recommended a dividend of 20% i.e. ₹ 2 per equity share (Face Value of ₹ 10 each) for FY 2025.

Key Highlights- Q4 & FY25

Delton

We Connect We Protect



- ❑ The Company has recently taken on lease a new Industrial Property (Plant-III) measuring 59,825 Sq. Ft. adjoining to plant II at Prithla, Haryana, for this expansion. The proposed additional capacity will be operational from June 2025.
- ❑ The board of director of Delton in today's board meeting approved the appointment of Rameshwar Jaiswal as Chief Financial Officer with effect from 31 May 2025. Mr. Jaiswal is a qualified Chartered Accountant with over 20 years of experience in Financial Planning & Analysis, Risk Management, Merger & Acquisitions, Fund Raising including IPO, Buy-Back, Treasury, and Private Equity.

Result Analysis- FY25

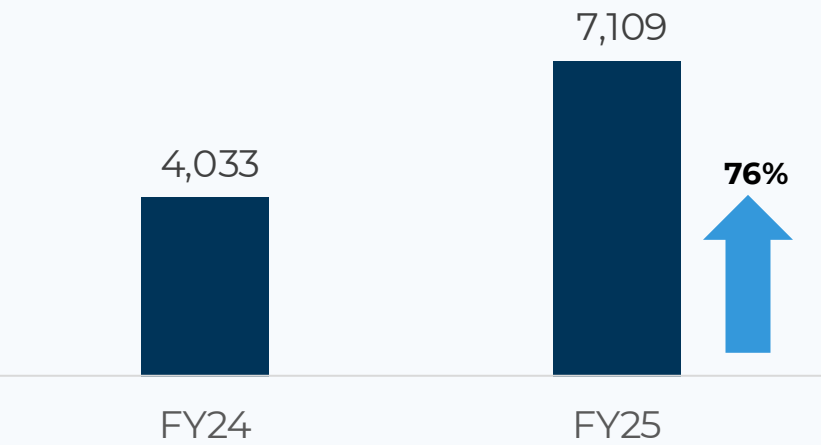


We Connect We Protect

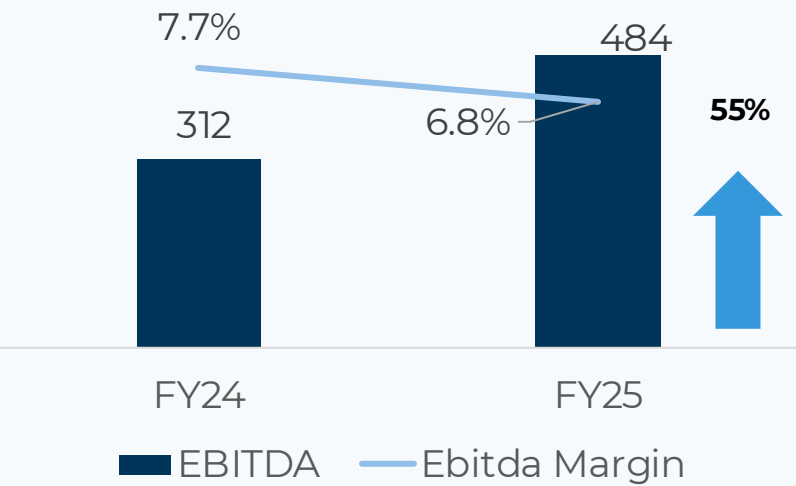
INR Million



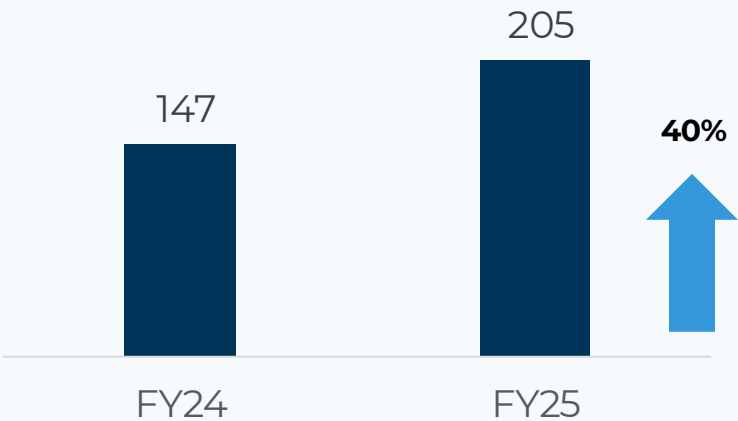
Revenue



EBITDA & EBITDA Margin (%)



PAT



Result Analysis- Q4FY25

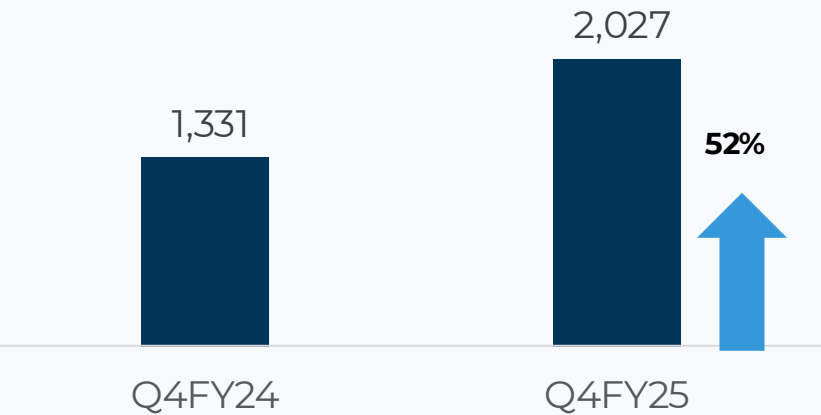


We Connect We Protect

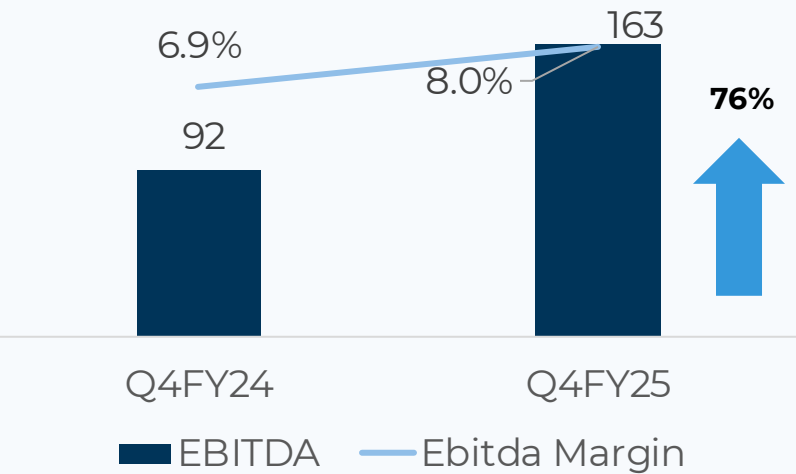
INR Million



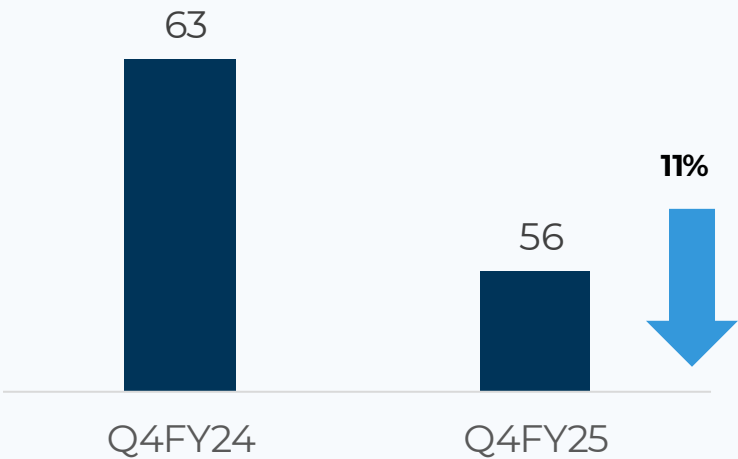
Revenue



EBITDA & EBITDA Margin (%)



PAT



Profit & Loss Statement- Q4 & FY25

Delton

We Connect We Protect

INR Million

Particulars	Q4FY25	Q4FY24	YoY	FY25	FY24	YoY
Total income from Operations	2027	1331	52.29%	7109	4033	76.27%
Cost of Materials Consumed	1587	1069	48.46%	5734	3189	79.81%
Manufacturing Expenses	90	58	55.17%	319	181	76.24%
Employee Benefits Expense	114	69	65.22%	387	234	65.38%
Other Expenses	74	42	76.19%	185	117	58.12%
Total Operative expense	1865	1238	50.65%	6625	3721	78.04%
EBITDA	163	92	74.19%	484	312	55.13%
Finance Costs	80	51	56.86%	262	178	47.19%
Depreciation & Amortisation	12	6	100.00%	38	16	171.42%
PBT	70	36	94.44%	184	118	55.93%
Exceptional	0	48	N.A	103	60	171.42%
Tax	14	20	-30.00%	81	31	171.42%
PAT	56	63	-10.70%	205	147	39.9%

Balance Sheet

Delton

We Connect We Protect

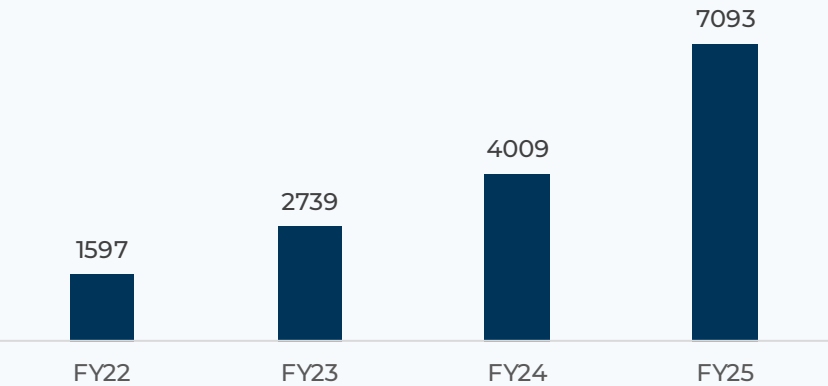


Particulars (INR million)	FY25	FY24
Fixed Assets	377.0	176.3
Other Assets	257.5	169.9
Sub-Total Non Current Assets	634.5	346.2
Inventories	1703.4	1157.0
Trade Receivables	1606.8	957.6
Cash & Cash Equivalents	124.9	84.8
Other current Assets *	210.8	126.8
Sub- Total Current Assets	3646.6	2326.2
Total Assets	4281.1	2672.4
Share Capital	86.4	86.4
Other Equity	818.1	627.0
Total Equity	904.5	713.4
Borrowings	1713.9	1131.4
Other Liabilities	134.4	13.2
Current Liabilities *	1528.2	814.4
Total Liabilities	4281.1	2672.4

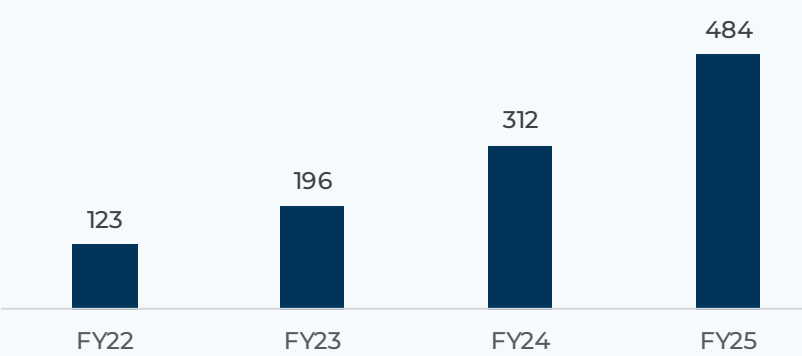
Financials At A glance



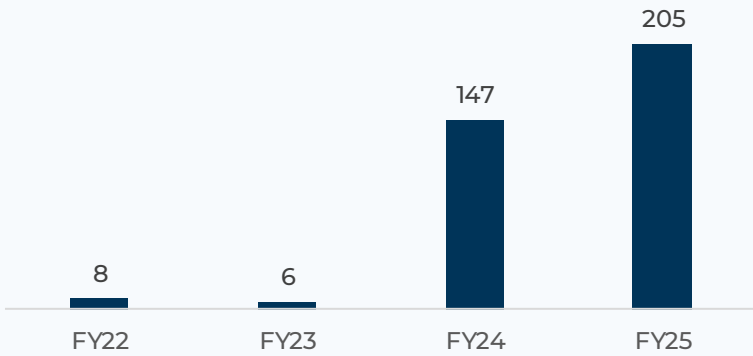
Revenue



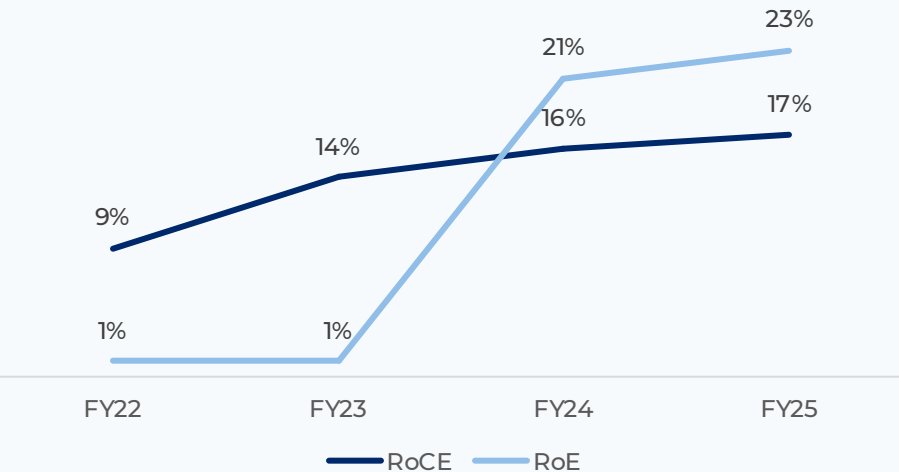
EBITDA



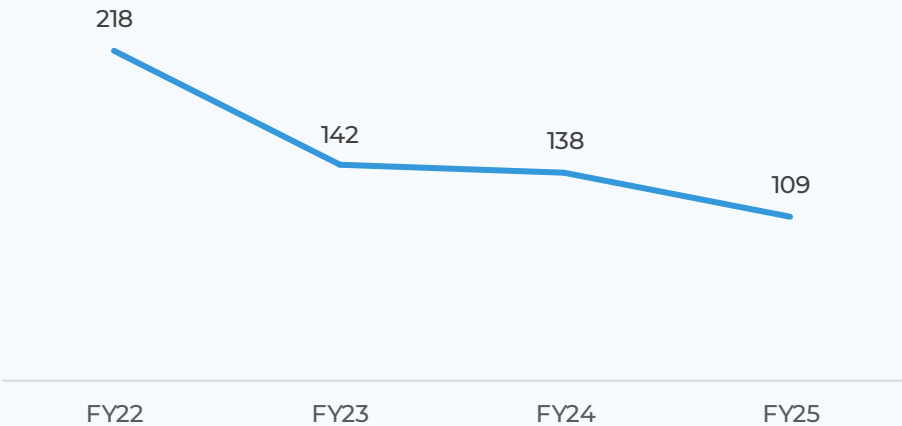
PAT

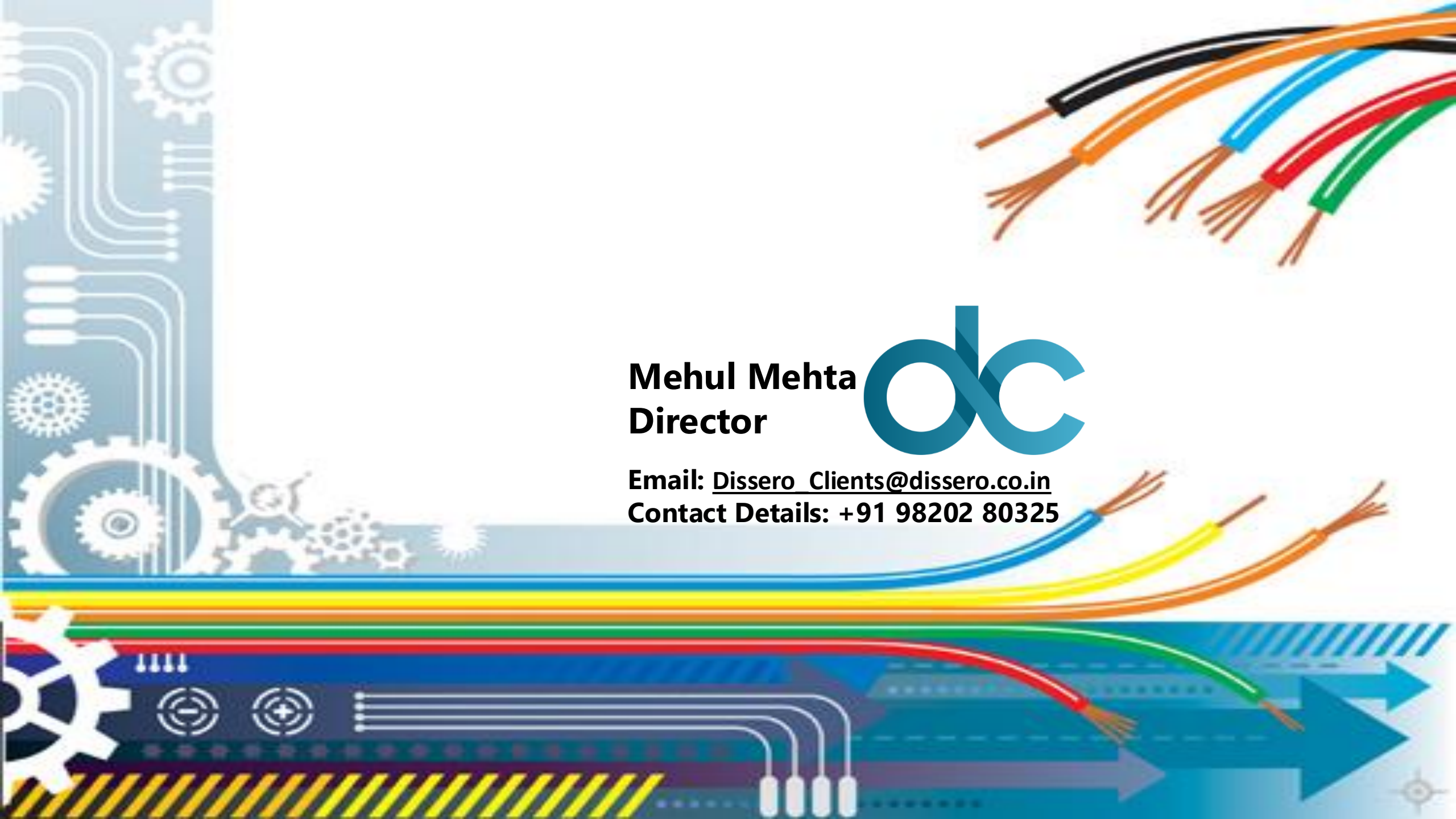


Return Ratios



W.cap days (x)





Mehul Mehta
Director



Email: Dissero_Clients@dissero.co.in

Contact Details: +91 98202 80325