**Delton Cables Limited**
17/4, MATHURA ROAD, FARIDABAD-121002 (HARYANA)
PHONE : 0129-4523000
E-mail: dcl@deltoncables.com Website: www.deltoncables.com
CIN : L31300DL1964PLC004255
AN ISO 9001 : 2015, ISO 14001:2015, OHSAS 18001:2007 CERTIFIED COMPANY

**November 3, 2026**

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

**BSE Scrip Code: 504240**

**Subject: 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 Un-audited Financial Results of the Company for the quarter and half-year ended on September 30, 2026. 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
Digitally signed by JITENDER KUMAR
Date: 2026.11.03 19:50:24 +05'30'

**Jitender Kumar**
**Company Secretary and General Counsel**

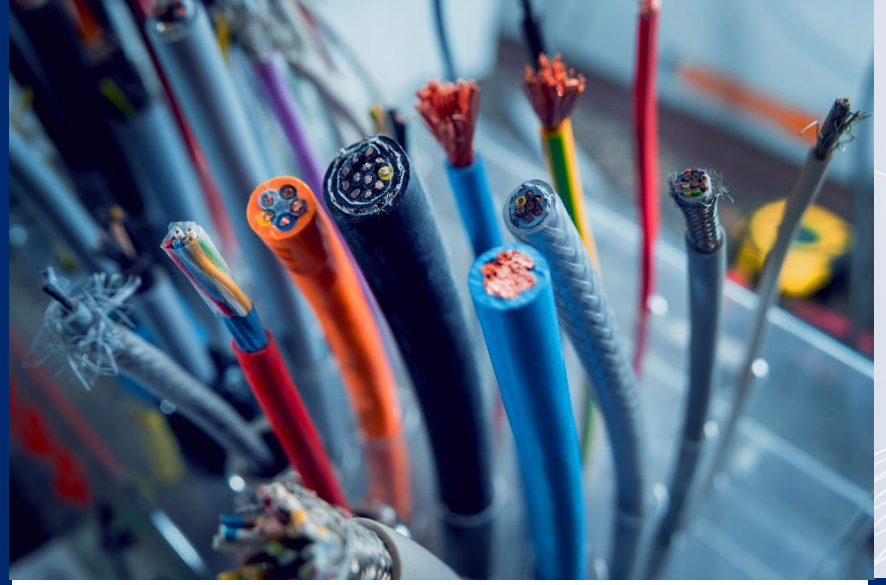
**Encl.: as above**

Delton
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# Delton Cables Ltd
# Investor Presentation
# November 2026

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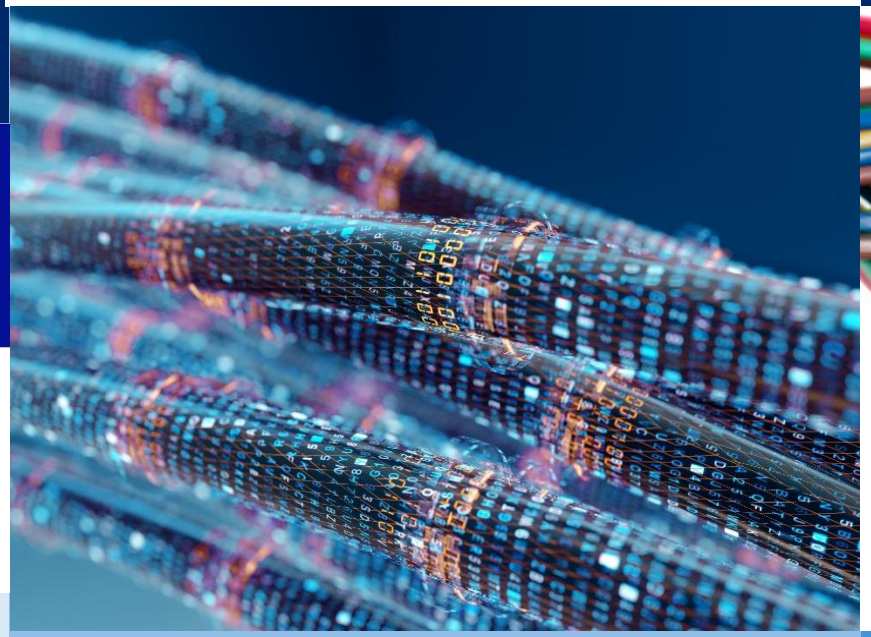


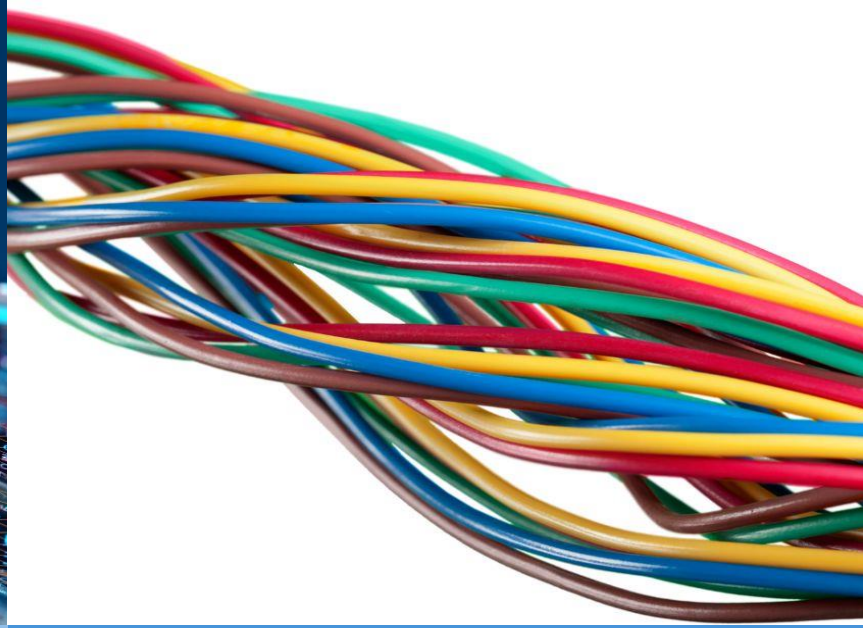



Key Strengths

Quarterly & Financials







About Us

Being Future Ready

Contact Us

# About Us



Delton

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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.



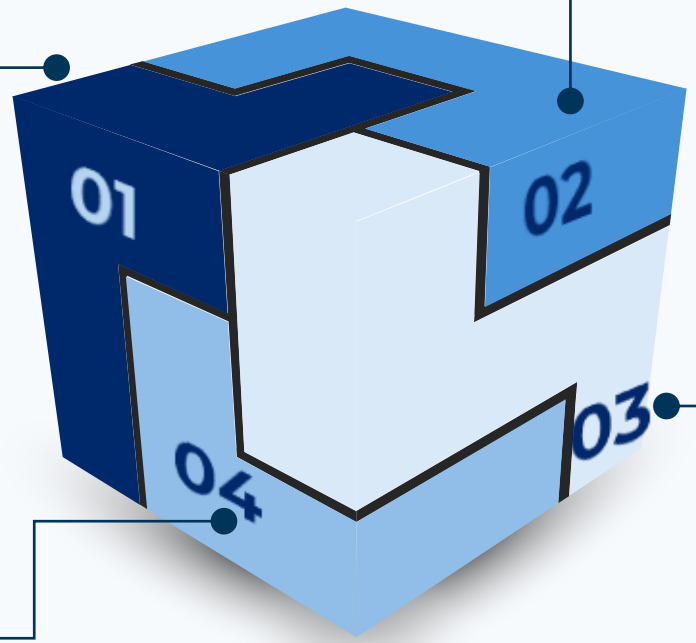
# Company Overview: Enduring Legacy over 75 years

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**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)

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

**Long-standing** Customer Relationships

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

# Versatile Product Range

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## 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



For more products

# Diverse Segments: Quality Products For A Variety Of Sectors

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## Diverse Domain, Diverse Demands & Diverse Deliveries.




## Pioneering Premium Products, Prime Performance.

# Our Customers: Proven Partnerships backed by Unwavering Confidence

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## Trusted by Diverse Clients

SIEMENS
adani
TATA PROJECTS
BHEL
GE
DVC
पावरग्रिड
KALPA-TARU
Honeywell
एनटीपीसी NTPC
YOKOGAWA
Co-innovating tomorrow™
इसरो isro
thyssenkrupp
ADVANCED SYSTEK
सेल SAIL
ABB
GMR
INDIAN RAILWAYS
NPCIL
न्यूक्लियर पॉवर कॉर्पोरेशन ऑफ इंडिया लिमिटेड
(भारत सरकार का उपक्रम)
L&T
THERMAX
Shapoorji Pallonji
WABAG
sustainable solutions. for a better life.
KEC
KEC INTERNATIONAL LIMITED

# Connected Network, Limitless Customers

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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

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## 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 1500 CR under various segments**



# Key Strengths

# Segment Strengths: Tailored Solutions for Every Segment's Needs

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## Unconventional Approach for Conventional Sectors

| | EPC Project Cables | Railway Cables | Telecom Cables |
|---|---|---|---|
| 01 | Focused on PAN India presence, and accordingly expanding to untapped areas | Encashing 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

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## Clarity

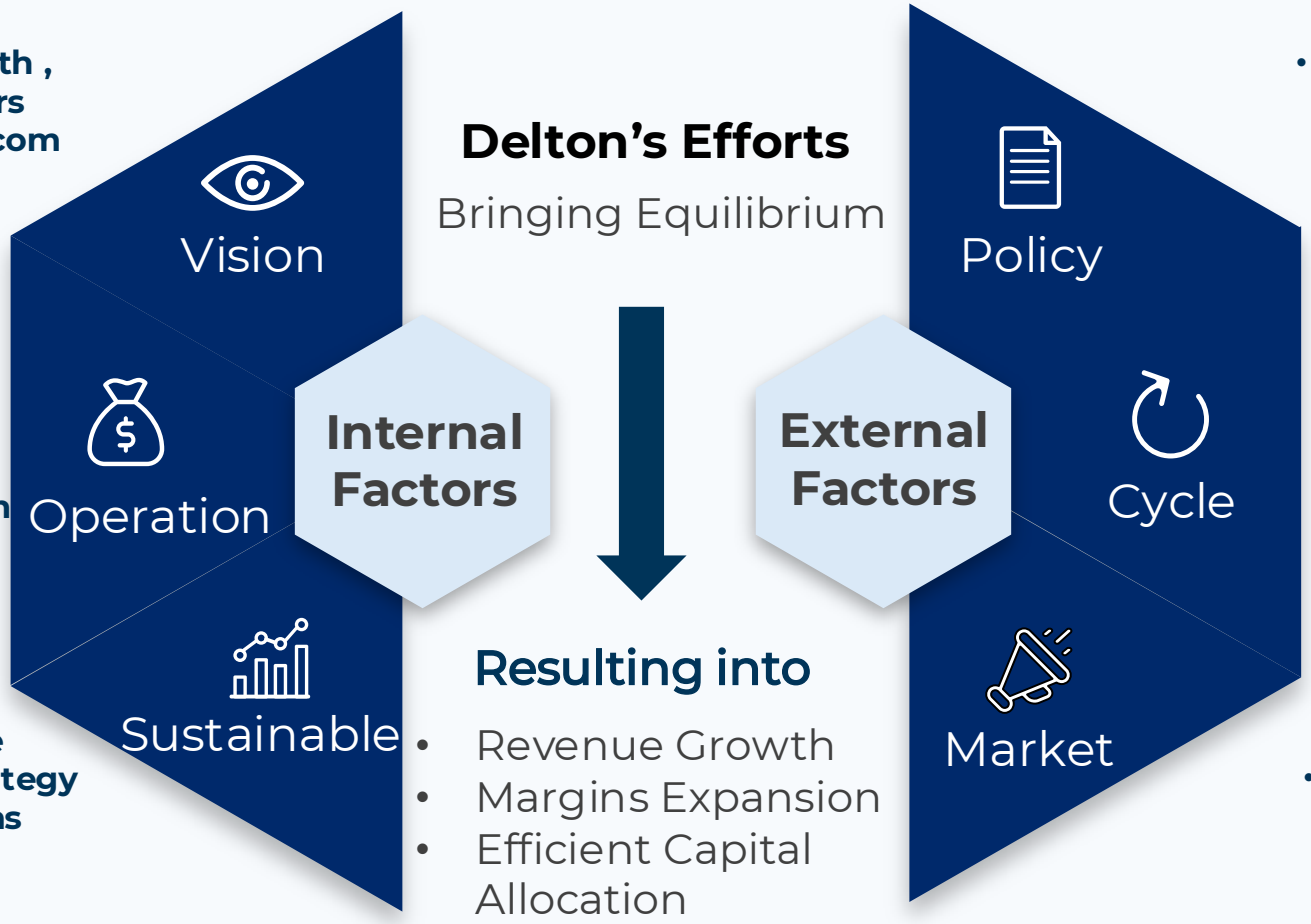
- Focussed on High growth , large Private EPC players
- Strategic focus on Telecom and Railway sectors

## 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




**Delton's Efforts**

Bringing Equilibrium

**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

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## Transformation Process

### Past Hurdles

- Concentrated Product Portfolio
- Non-Diversified Segment
- Concentrated Clientele

**Now focussed on Large Private EPC players**

**Building a niche product portfolio focusing on high growth segments**

**Effective management of working capital. Asset Light model for capacity Addition**

**New Generational shift in Management and Building a robust team for sales and execution**

### Output

- Revenue Growth
- Improved Profitability
- Improved Working Capital Cycle

# Key Growth Metrics : Revenue & Profitability

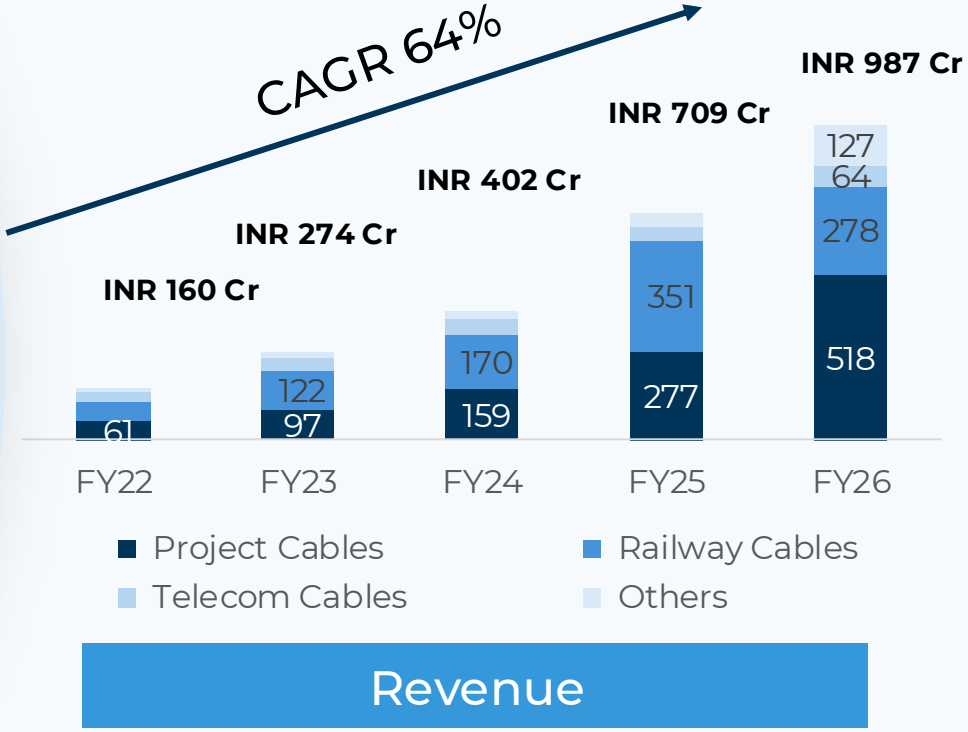
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## Revitalised Sales Strategy




## Tangible Outcomes




Revenue

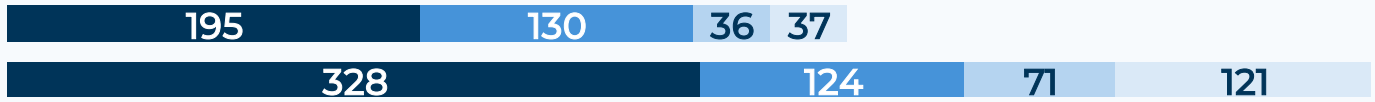
## Elevated Attainment

**Capacity utilisation Consistently improving, along with fresh capacities**

**Revenue increased by 6.2X in FY26 from FY22**

**Adding New Segments to propel growth momentum**

**H1 Segment Breakup (INR Cr)**
398 → 644 Cr, +62% YoY



# Key Growth Metrics : Working Capital Efficiency

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Working Capital Days improved to 74 in FY26 from 218 in FY22, and 138 days in Fy24

Cash Conversion cycle improved to 51 days in FY26 from 214 days in FY22; 112 days in FY24

**01 Inventory**

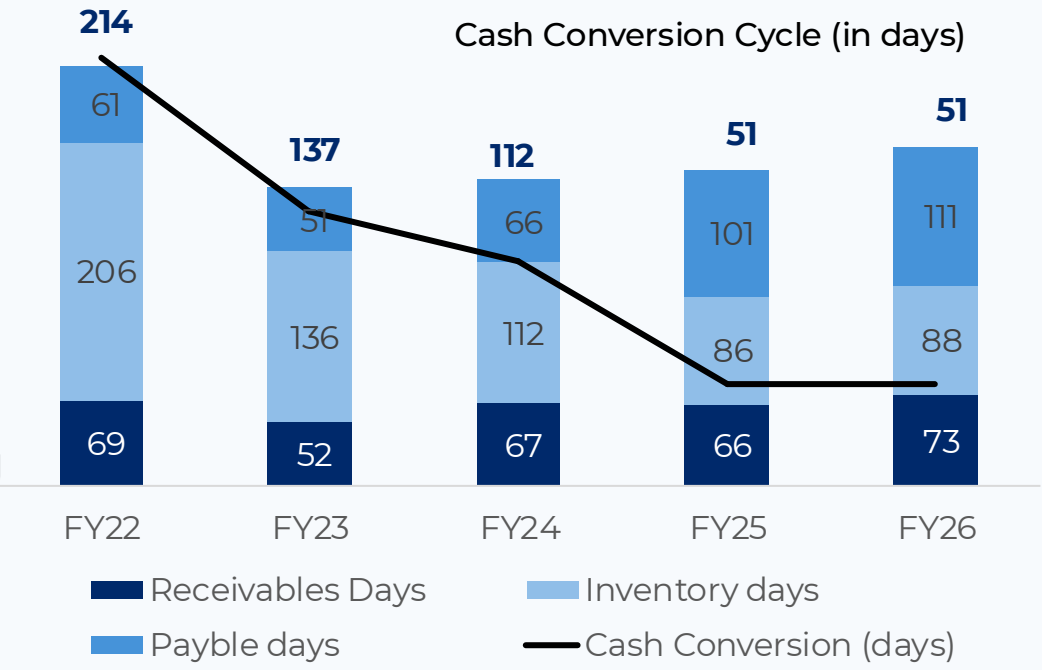
Rationalising Inventories by reducing SKUs and following a focussed product range which maximises value.

**02 Debtors**

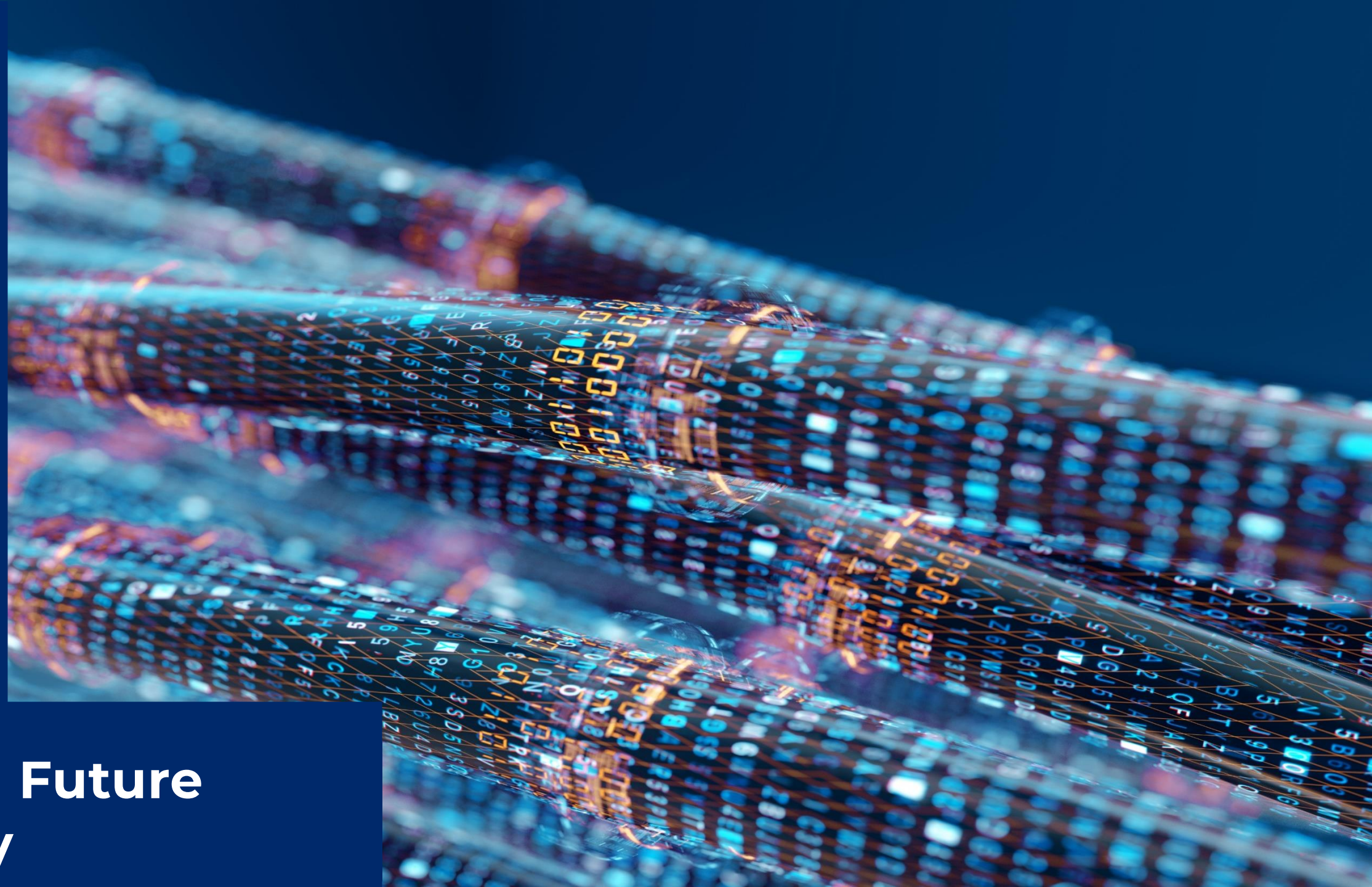
Reducing Focus on public sector clients and focus on High rated EPC players. Direct Sales to customers.

**03 Working capital**

The company aims to maintain its working capital cycle of less than 75-80 days.



# Being Future Ready



# Future Growth: Employing an Asset Light Approach

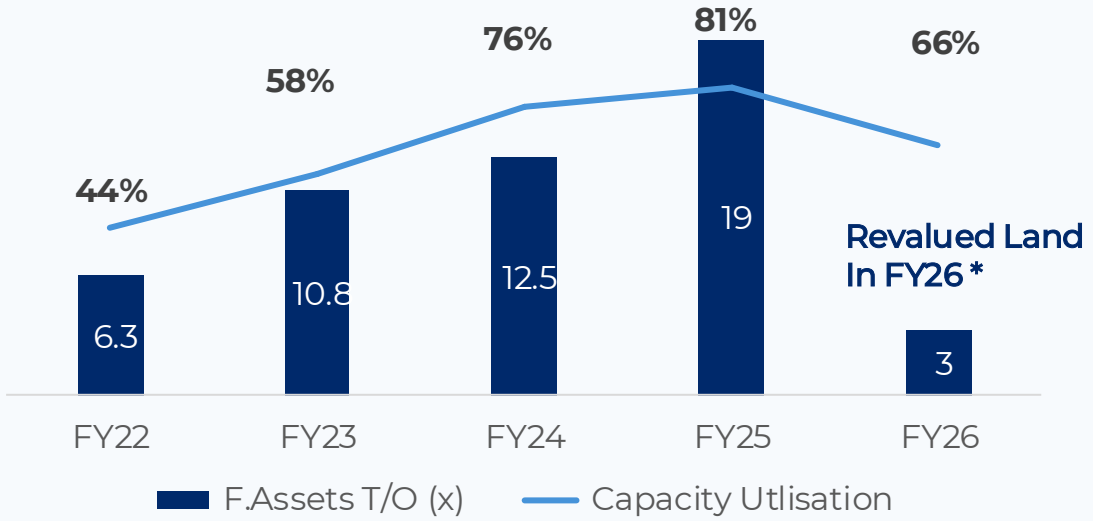
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- Maximize asset utilization through sweating assets.

- Install top-tier machinery in leased facilities for enhanced productivity, focusing on a OPEX model instead of a CAPEX heavy one

.

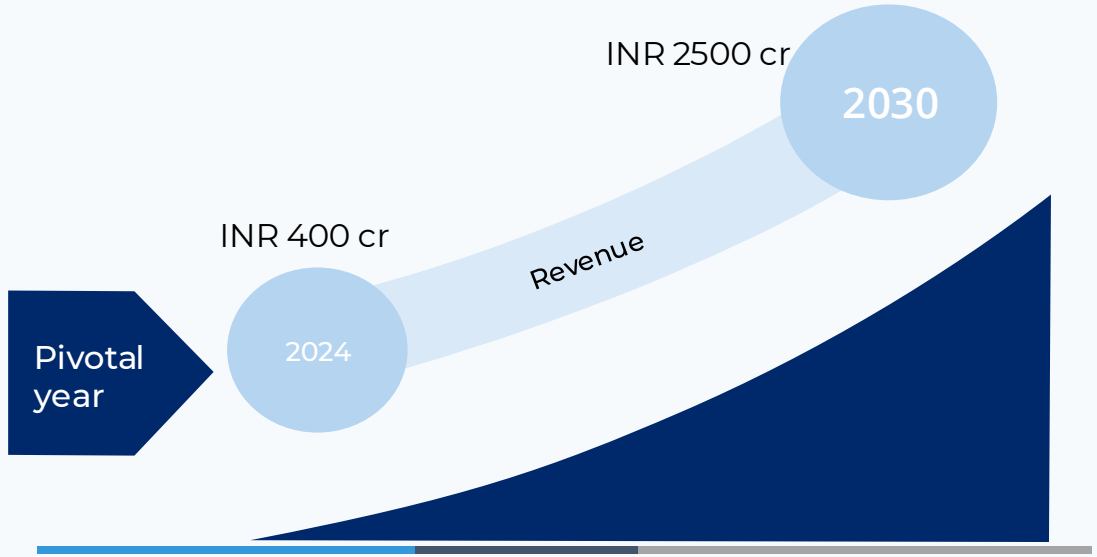



Capitalizing Higher Asset T/O

Capital Allocation

Phased Capex Plan

**Allocate resources gradually and systematically employing a " An Asset Light Approach"**





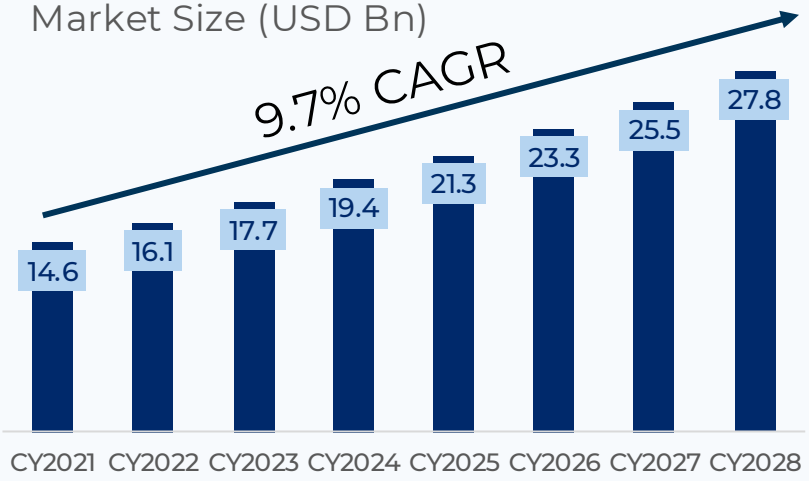

* Restated Asset Turn for FY25 would be 2.7

# Future Growth : Unlocking Potential

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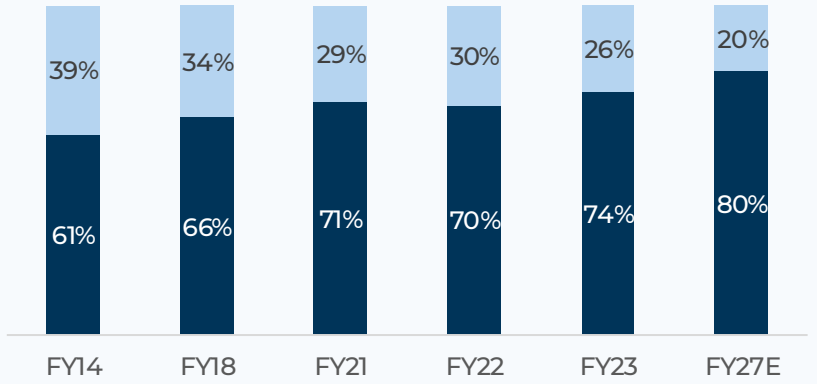


Market Size (USD Bn)




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

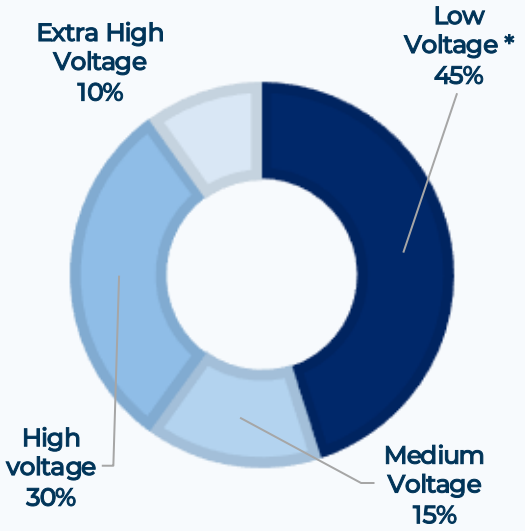
**Branded Vs Unbranded**




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

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**1955**
first of-its-kind manufacturer of plastic cables in India

**1957**
inaugurates manufacturing textile braided cordage for the first time in India

**1980**
receives its first license to make Jelly Filled cables in the Indian Private Sector

**1982**
getting listed on the BSE

**1985**
supplies cables & wires in ITI LTD's prestigious project Electronic switching System.

**1991**
Supplied cables for the ISRO satellite space station

**1995**
Supplied to the Rawatbhata atomic power station.

**2002**
supplies Cables for the Maiden Metro Line of DMRC

**2020**
Expands its product basket with structured cabling solutions.

**2023**
Transformation Underway

# Board Members

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| 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. |
| **Mr Ankit Arora** | Whole time Director | Mr. Ankit Arora has completed his BBA from JIMS, Delhi. He has a rich experience in Marketing & Operations and associated with the Company for more than 15 years. He brings his experience and problem-solving skills to the forefront during customers' discussions. |

# 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. Aggrawal 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

# Result Analysis - Q2 FY27 vs Q2 FY26

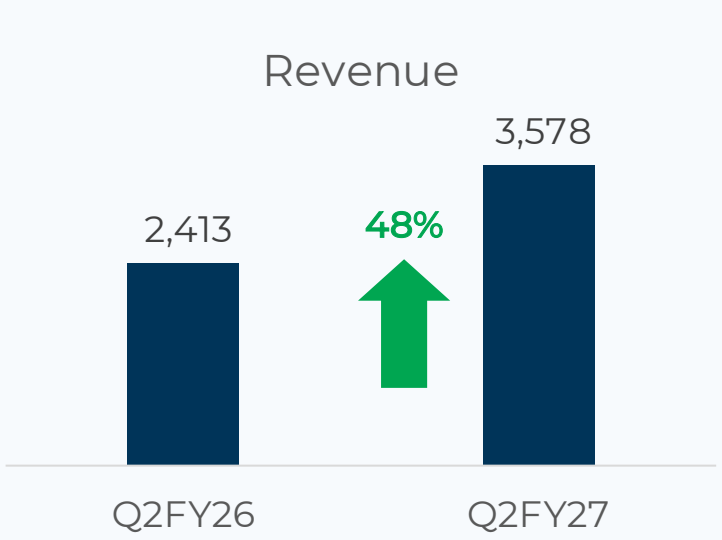
Delton

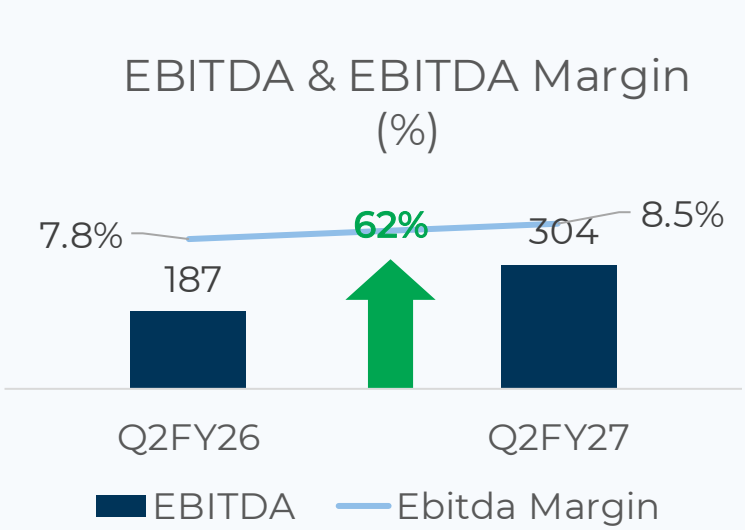
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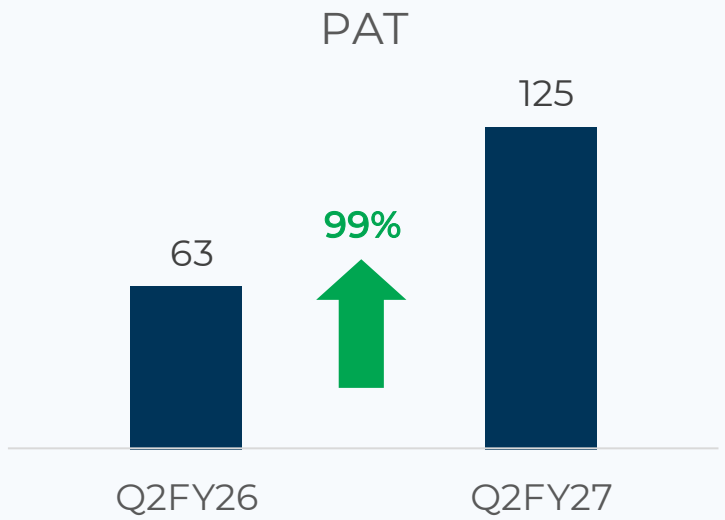
INR Million



Q2FY27




Note: No exceptional items in the periods shown

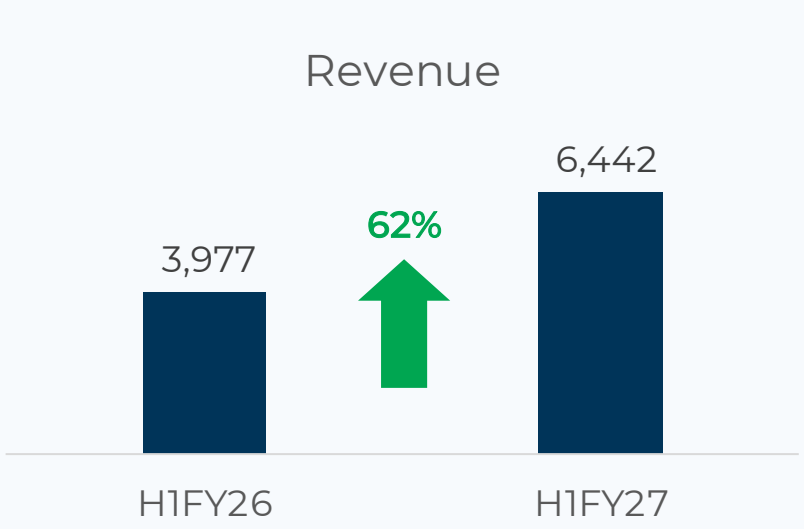
# Result Analysis - H1 FY27 vs H1 FY26

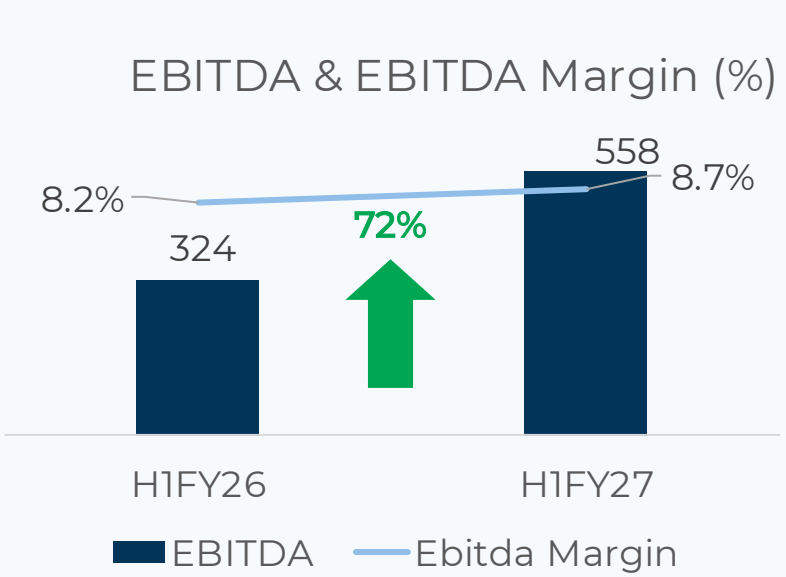
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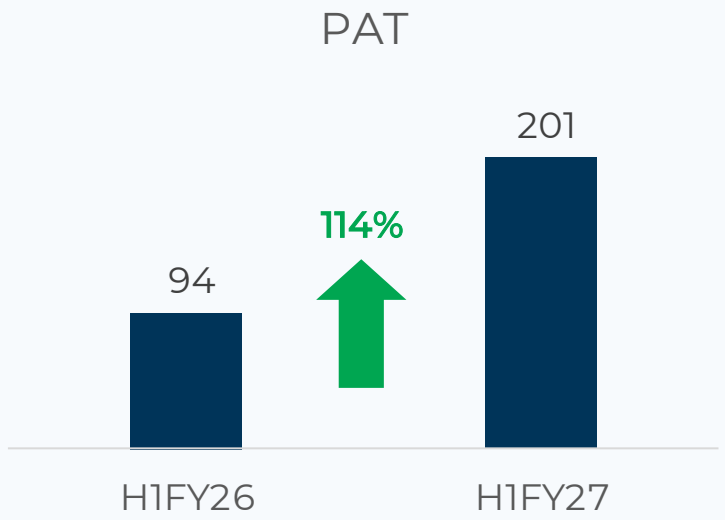
INR Million



H1FY27




Note: No exceptional items in the periods shown

# Key Highlights - Q2 & H1 FY27

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- **Q2 FY27 is Delton's highest ever quarter on Revenue, EBITDA and PAT**. Revenue at ₹ 3,578.3 million grew 48.3% over ₹ 2,413.4 million in Q2 FY26 and 25.0% over Q1 FY27.
- Revenue from EPC, Railways, Telecom and Other segments contributed 51%, 19%, 11% and 19% respectively in H1 FY27. EPC grew 68% and Telecom 100% year on year.
- EBITDA for the quarter at ₹ 303.7 million grew 62.2% over ₹ 187.3 million in Q2 FY26, with EBITDA margin improving to 8.49% from 7.76% (+73 bps).
- Profit before Tax at ₹ 152.0 million grew 91.8% over ₹ 79.2 million in Q2 FY26. PAT at ₹ 124.9 million rose 98.7% over ₹ 62.9 million; EPS ₹ 14.46 vs ₹ 7.28.
- H1 FY27: revenue ₹ 6,442.0 million (+62.0%), EBITDA ₹ 558.0 million (+72.1%, margin 8.66% vs 8.15%) and PAT ₹ 200.9 million (+114.4%); EPS ₹ 23.25 vs ₹ 10.84.
- Order book as on September 30, 2026 stands at ₹ 4715 million; 87% of it comprises EPC orders.
- External credit rating upgraded at BBB+/Stable from existing BBB with Stable outlook, with bank limits enhanced from ₹ 260 crore to ₹ 310 crore.

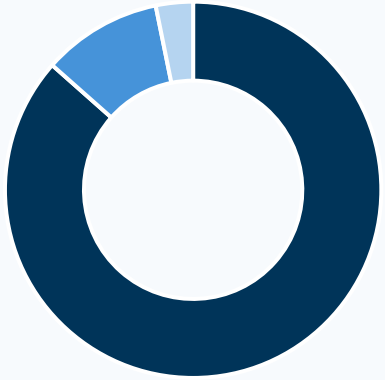
# Order Book – Strong Visibility, Backed by Sector Tailwinds

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## Order Book as on 30 September 2026

**INR 4715 Mn**



■ EPC ■ Railway ■ Telecom

EPC 4,095 Mn (87%) • Railway 460 Mn (10%)
Telecom 160 Mn (3%)

**Order book = 1.4x Q2 FY27 revenue**
87% EPC — the higher-margin segment

## What is driving the demand

Market size: USD 23.1 bn (2026) → USD 35.6 bn (2031), ~9% CAGR

### Power T&D and Renewables

500 GW non-fossil capacity targeted by 2030; ~50 km of cable per MW of solar built.

### Railway Electrification

Network electrification is driving demand for signalling, overhead-line and LSZH cables.

### Telecom and Data Centres

5G fiberisation and data centres make fibre-optic the fastest-growing category, ~12.4% CAGR.

### Formalisation of the Market

Mandatory BIS certification is shifting share to organised, approval-heavy makers like Delton.

*Source: Mordor Intelligence, Technavio and MNRE for market data.*

# Profit & Loss Statement - Q2 FY27, Q1 FY27 & H1 FY27

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INR Million

| Particulars | Q2FY27 | Q2FY26 | YoY | Q1FY27 | QoQ | H1FY27 | H1FY26 | YoY |
|---|---|---|---|---|---|---|---|---|
| **Total income from Operations** | **3,584** | **2,419** | **48%** | **2,870** | **25%** | **6,454** | **3,986** | **62%** |
| Cost of Materials Consumed | 2,955 | 1,901 | 55% | 2,300 | 28% | 5,255 | 3,078 | 71% |
| Manufacturing Expenses | 104 | 122 | -14% | 107 | -2% | 211 | 226 | -6% |
| Employee Benefits Expense | 147 | 149 | -2% | 152 | -4% | 299 | 264 | 13% |
| Other Expenses | 75 | 59 | 27% | 56 | 33% | 131 | 94 | 39% |
| **Total Operative expense** | 3,281 | 2,231 | 47% | 2,616 | 25% | 5,896 | 3,662 | 61% |
| **EBITDA** | **304** | **187** | **62%** | **254** | **19%** | **558** | **324** | **72%** |
| Finance Costs | 131 | 91 | 45% | 129 | 2% | 261 | 168 | 55% |
| Depreciation & Amortisation | 20 | 17 | 17% | 20 | 3% | 40 | 32 | 24% |
| **PBT** | **152** | **79** | **92%** | **105** | **44%** | **257** | **124** | **107%** |
| **Exceptional** | 0 | 0 | **N.A** | 0 | **N.A** | **0** | **0** | **N.A** |
| Tax | 27 | 16 | 65% | 29 | -8% | 56 | 30 | 86% |
| **PAT** | **125** | **63** | **99%** | **76** | **65%** | **201** | **94** | **114%** |
| **Adj PAT** | **125** | **63** | **99%** | **76** | **65%** | **201** | **94** | **114%** |

# Balance Sheet - As on 30 September 2026

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| Particulars (INR million) | FY24 | FY25 | FY26 | H1FY27 |
|---|---|---|---|---|
| Fixed Assets | 176.3 | 377.0 | 2936.4 | 2959.9 |
| Other Assets | 169.9 | 257.5 | 351.8 | 305.5 |
| **Sub-Total Non Current Assets** | **346.2** | **634.5** | **3288.2** | **3265.5** |
| Inventories | 1157.0 | 1703.4 | 2372.0 | 2705.8 |
| Trade Receivables | 957.6 | 1606.8 | 2364.7 | 2318.6 |
| Cash & Cash Equivalents | 84.8 | 124.9 | 193.1 | 207.6 |
| Other current Assets * | 126.8 | 210.8 | 402.9 | 425.4 |
| **Sub- Total Current Assets** | **2326.2** | **3646.6** | **5332.7** | **5657.4** |
| **Total Assets** | **2672.4** | **4281.1** | **8620.9** | **8922.8** |
| Share Capital | 86.4 | 86.4 | 86.4 | 86.4 |
| Other Equity | 627.0 | 818.1 | 3347.4 | 3531.0 |
| **Total Equity** | **713.4** | **904.5** | **3433.8** | **3617.4** |
| Borrowings | 1131.4 | 869.5 | 1606.1 | 1828.6 |
| Other Liabilities | 13.2 | 128.4 | 247.3 | 238.8 |
| Current Liabilities * | 814.4 | 2163.9 | 3333.7 | 3238.0 |
| **Total Liabilities** | **2672.4** | **4281.1** | **8620.9** | **8922.8** |

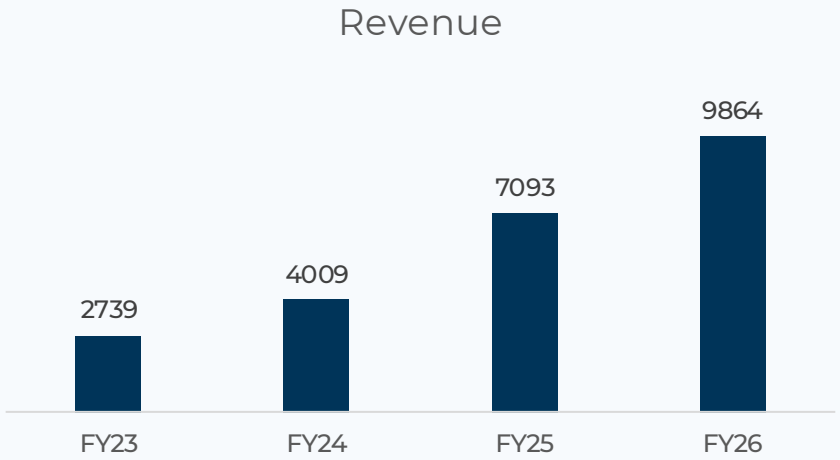
# Financials At A glance

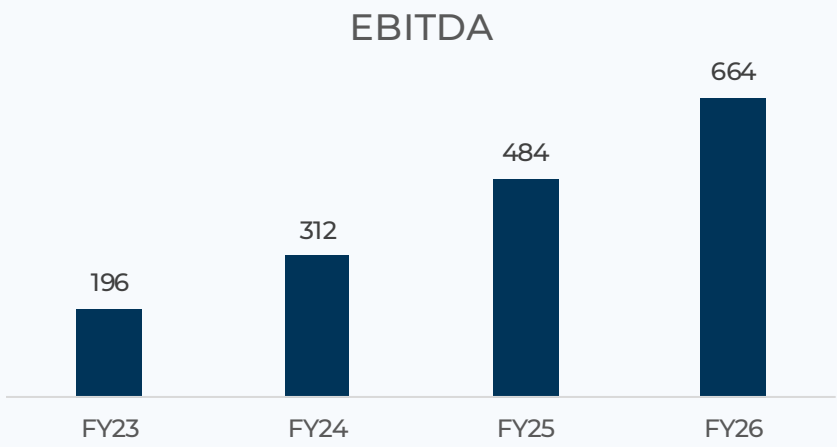


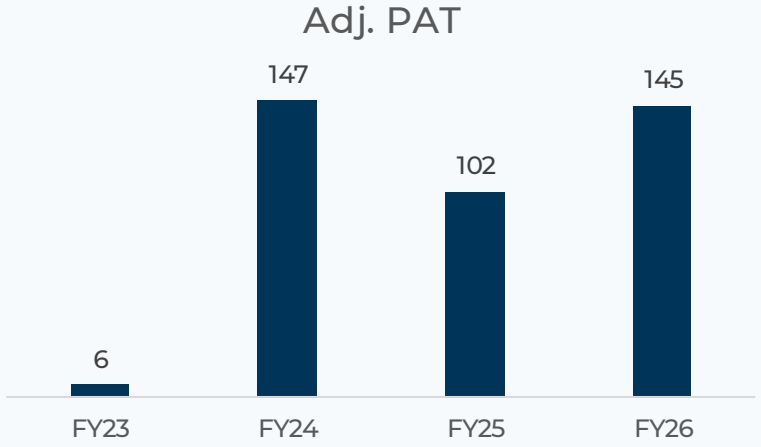
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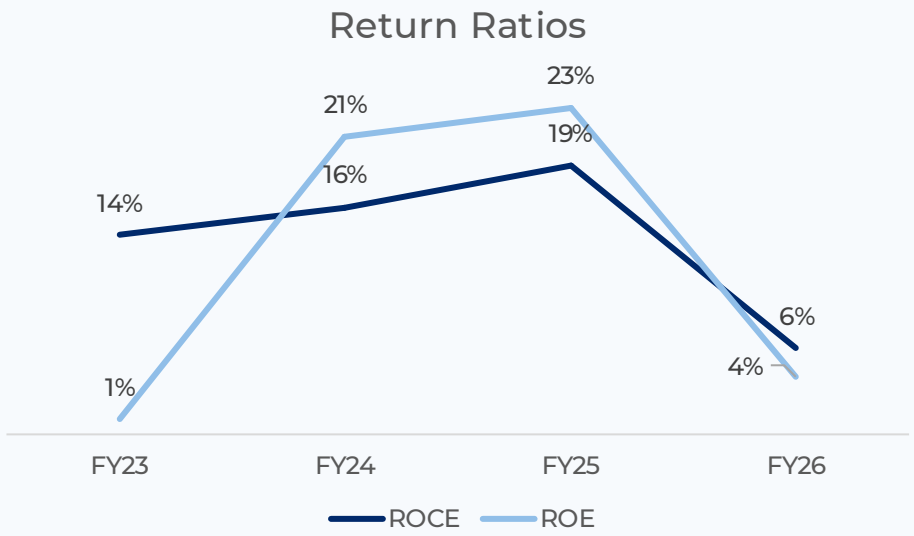
We Connect We Protect

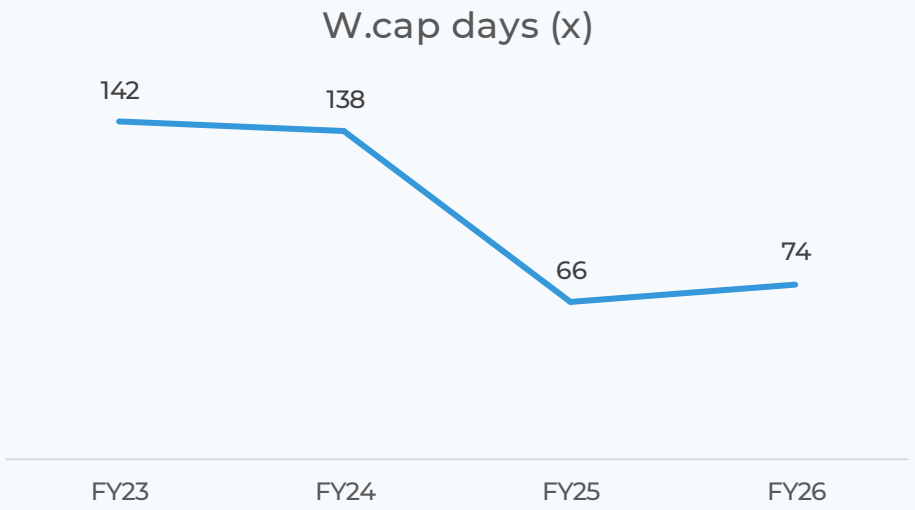
INR Million






Revalued Land In FY26

Restated RoE and RoCE for FY25 would be 6.9% and 6.3% respectively

**Mehul Mehta**
**Director**

**Email:** Dissero_Clients@dissero.co.in
**Contact Details:** +91 98202 80325