

# ***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

**May 27, 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 Audited Financial Results of the Company for the quarter and financial year ended on March 31, 2026. The above information is also being made available on the Company's website at [www.deltoncables.com](http://www.deltoncables.com).

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

Thanking you,

Yours faithfully

**For Delton Cables Limited**

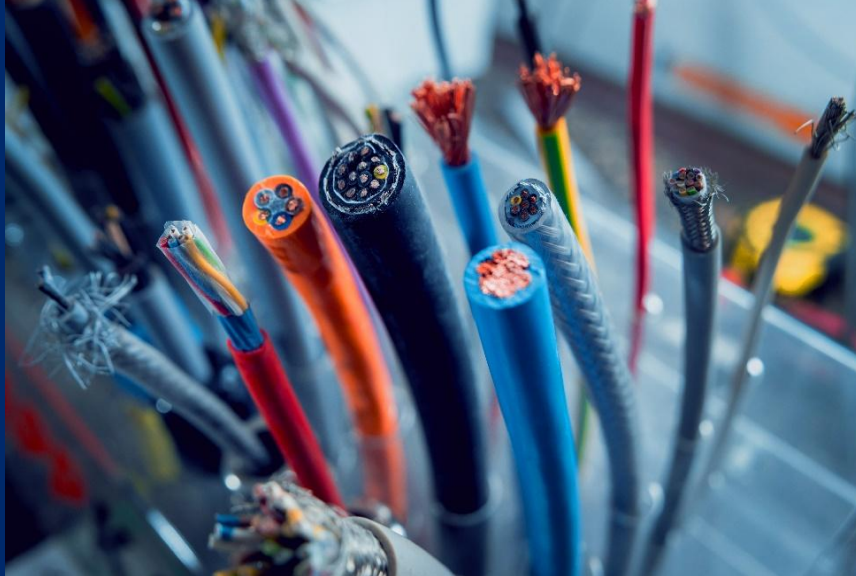
**Jitender Kumar**  
**Company Secretary and General Counsel**

**Encl.: as above**



**Delton Cables Ltd  
Investor Presentation  
May 2026**

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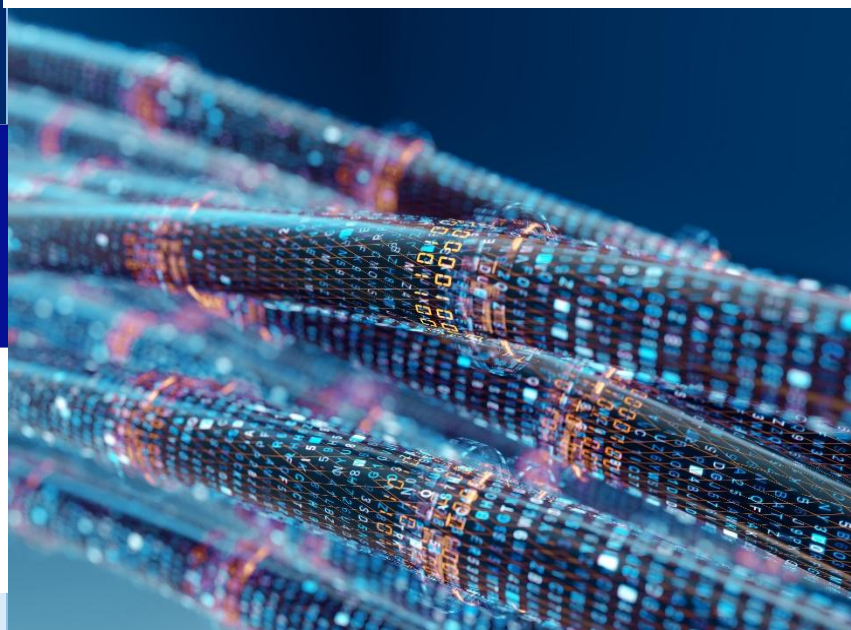
[Key Strengths](#)



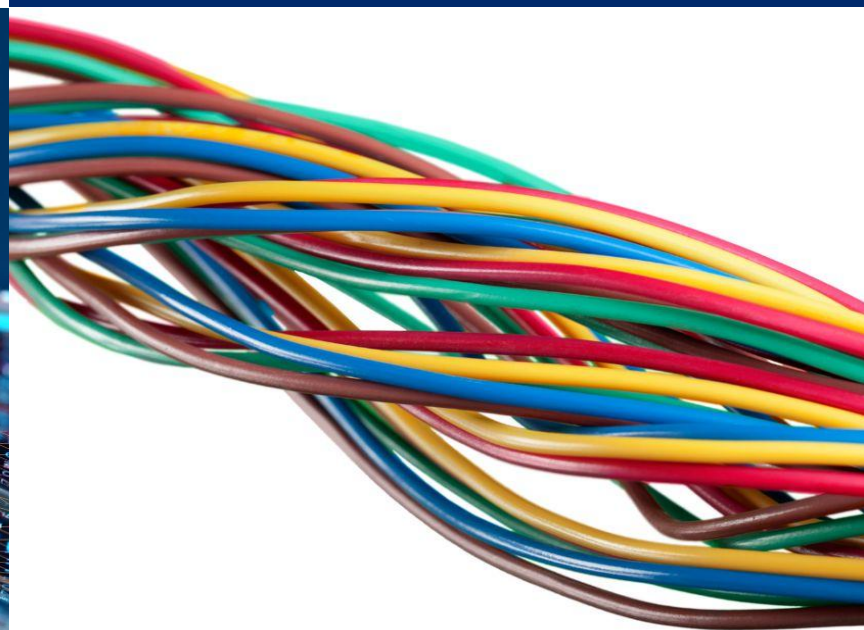
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## About Us

**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



We Connect We Protect

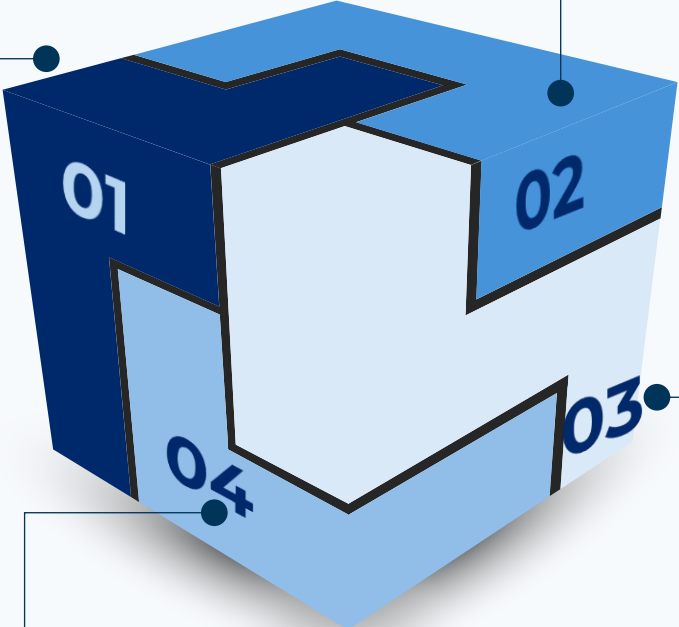


## Focused, growth-oriented, niche market

- 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)



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



We Connect We Protect



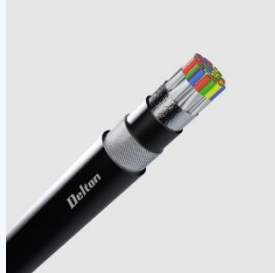
## A Leading Low Voltage player

### EPC CABLES :

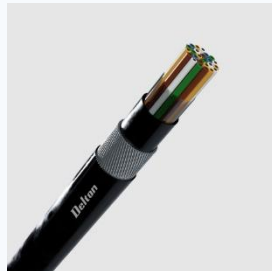
Catering to the top EPC contractors in India.



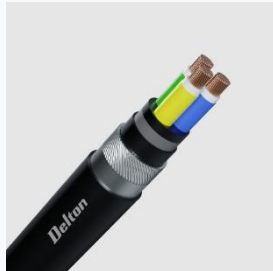
Industrial Braided Instrumentation Cables



Individual Shielded Instrumentation Cables



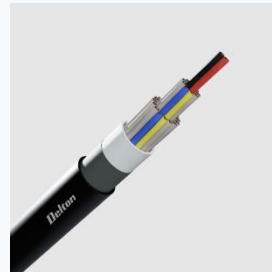
Overall Shielded Cables



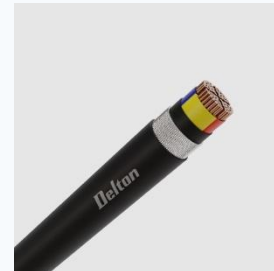
Control Cables

### RAILWAY CABLES :

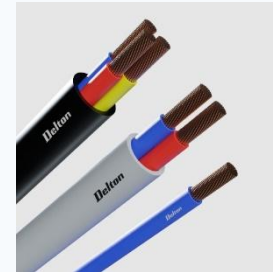
Catering to the rapidly growing Railway & Metro network of India



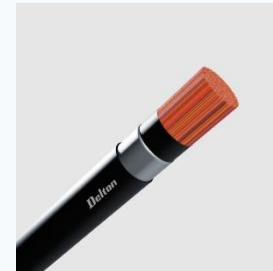
Underground Signaling Cables



Power Cables



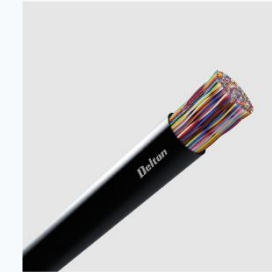
Railway Quad Cables



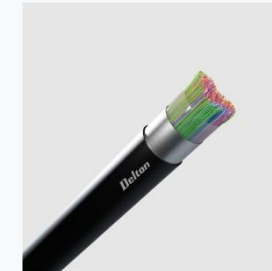
Underground PIJF Telephone Cables

### TELECOM CABLES :

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



Telephone Cables



Jelly Filled Cables



Optic Fiber 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



ABB

GAR

YOKOGAWA  
Co-innovating tomorrow™

इसरो  
ISRO

thyssenkrupp



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



THERMAX

Shapoorji Pallonji

W A B A G  
sustainable solutions. for a better life.

KEC  
KEC INTERNATIONAL LIMITED

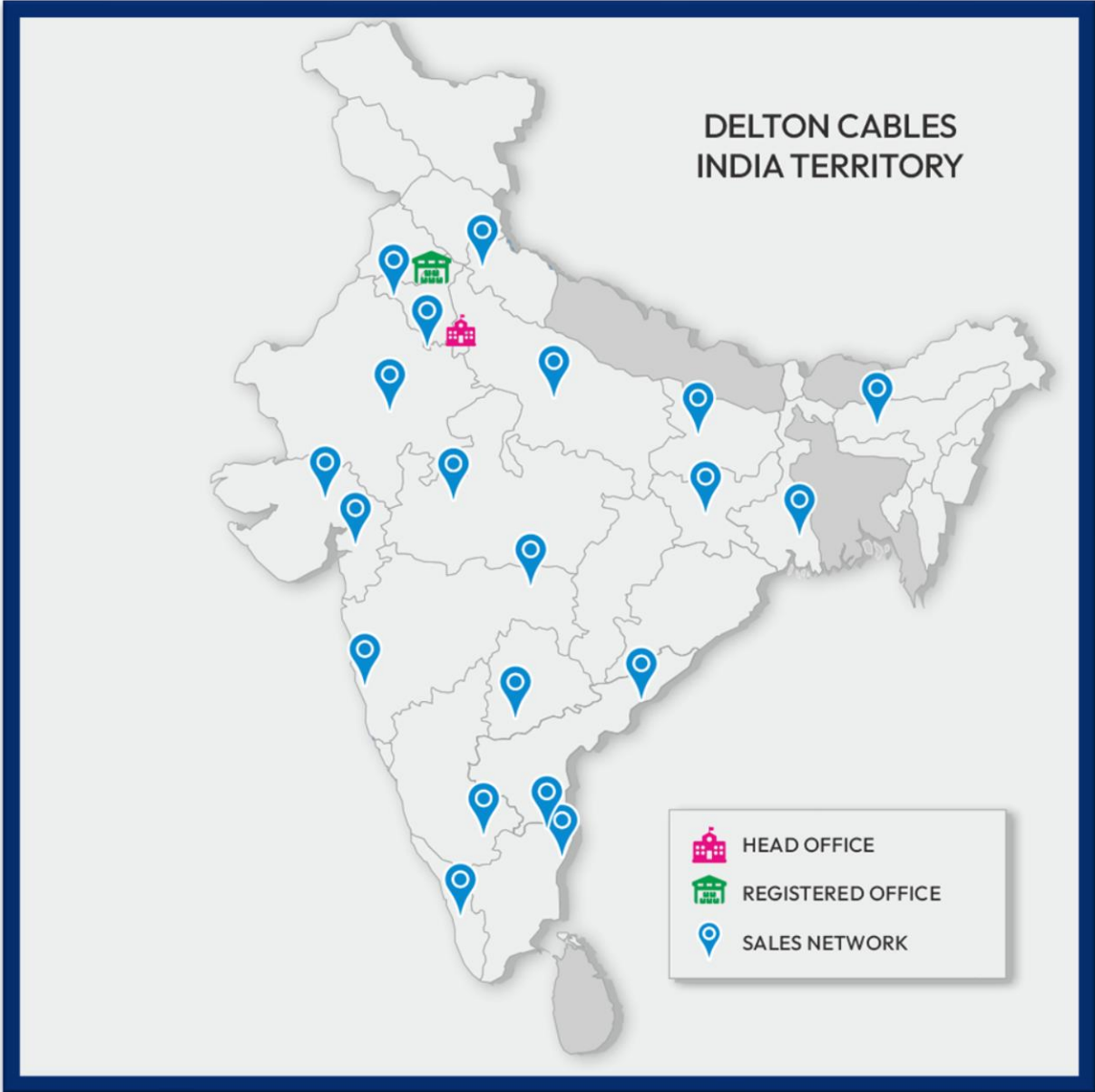
# Connected Network, Limitless Customers



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



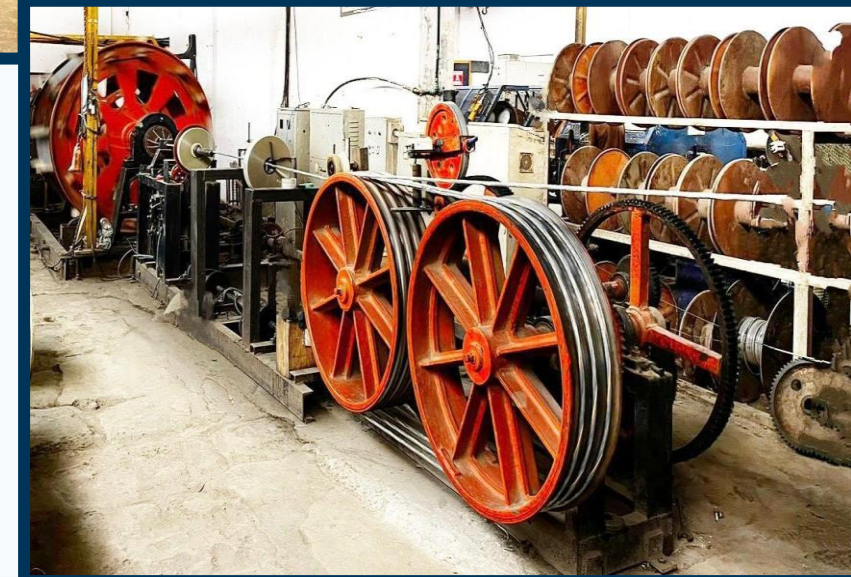
**The Powerhouse of Product Categories**



**Pioneering Innovation, Efficiency, and Versatility**



**Where Technology Meets Manufacturing Brilliance**



**State-of-the-art Manufacturing facilities with a Capacity of 1500 CR under various segments**



## Key Strengths

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



We Connect We Protect



## Unconventional Approach for Conventional Sectors

01

### EPC Project Cables

Focused on PAN India presence, and accordingly expanding to untapped areas

02

Entering New Sectors like Nuclear, Defense, Water & Smart Metering

03

Increasing Approvals especially in Power Cables segment

### Railway Cables

Encashing Massive Push on Railways Spend

Building on market leadership of Quad Cables

Consolidated Market Share of Railway segment cables under one brand

### Telecom Cables

Building on our Brand recall to foray into related segments using Delton's Structured Cabling Solutions

Govt Telecom push, further roll out of 5G and beyond

Expanding Approval base to cater to more players

# Aligned Dynamics: Fusing Internal and External Factors



## Clarity

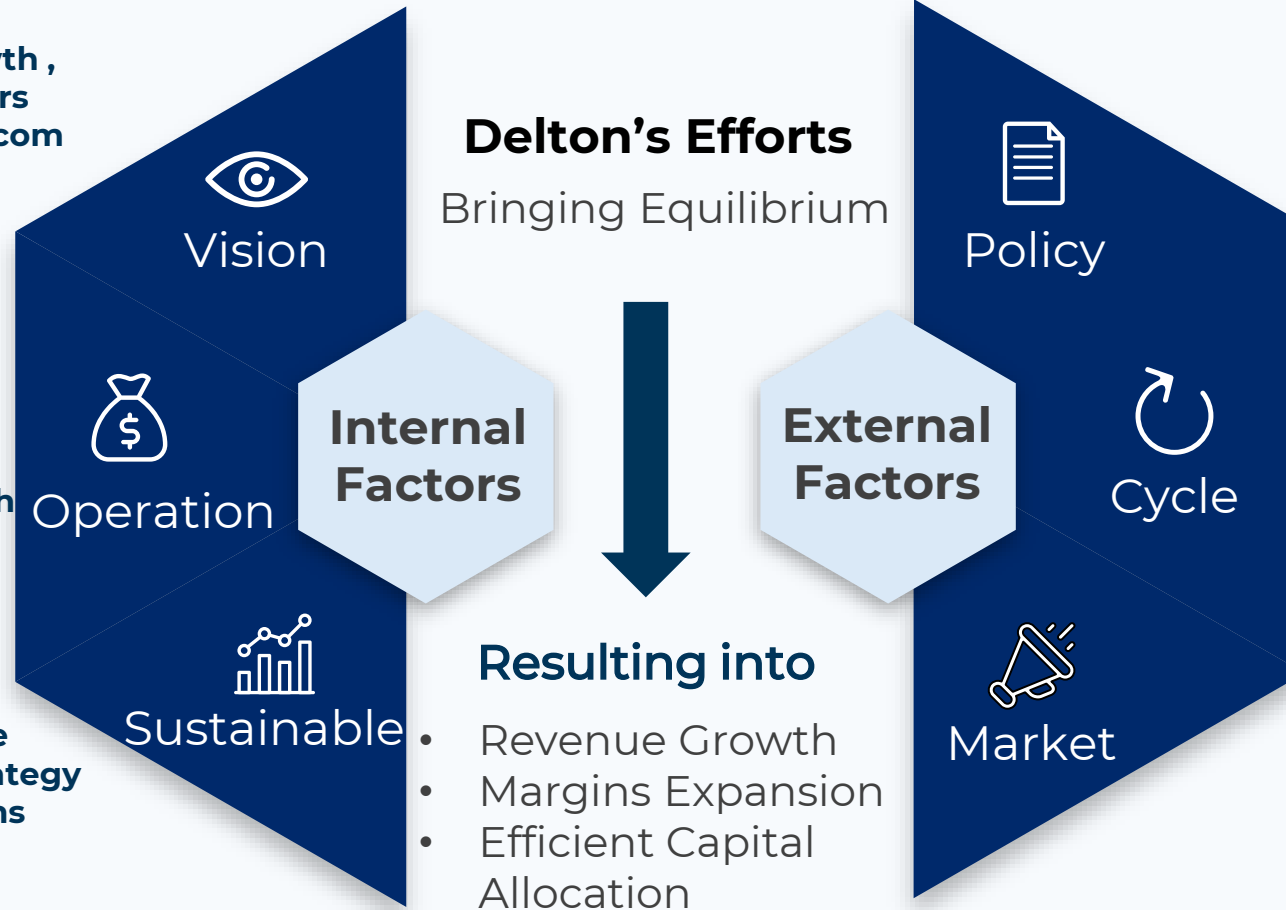
- Focussed on High growth , large Private EPC players
- Strategic focus on Telecom and Railway sectors

## 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



## Enabling

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

## Private Sector Capex

- Higher GDP growth bolstering Private Sector Capex spends

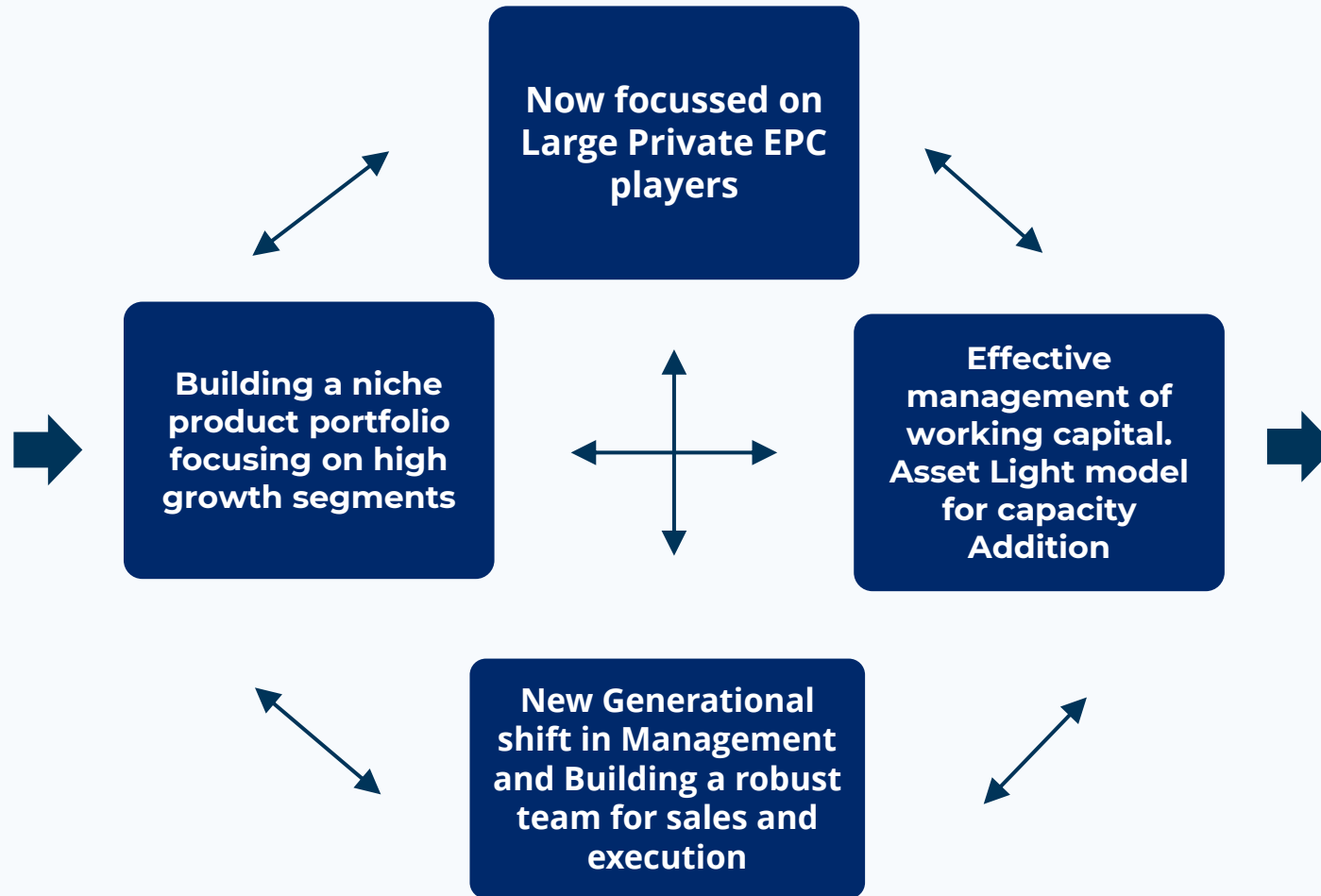
## Dynamic Trends

- Evolving market dynamics in the Cable industry

# Strategic Transformation: Unlocking Potential



## Transformation Process



### Past Hurdles

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

### Output

- ❑ Revenue Growth
- ❑ Improved Profitability
- ❑ Improved Working Capital Cycle

# Key Growth Metrics : Revenue & Profitability



**We Connect We Protect**

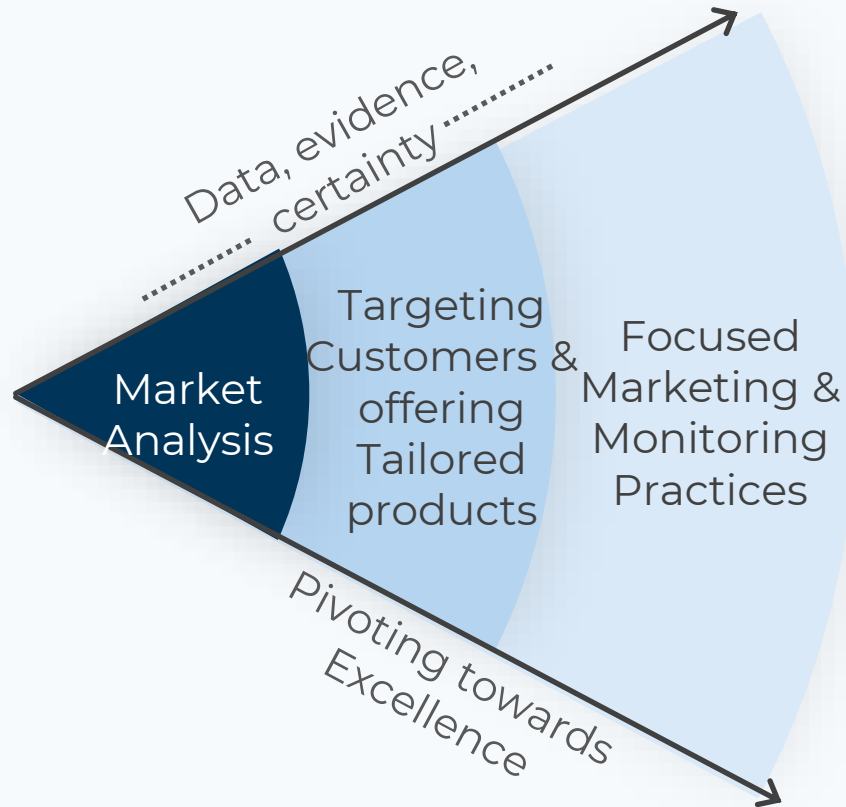
**Elevated Attainment**

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

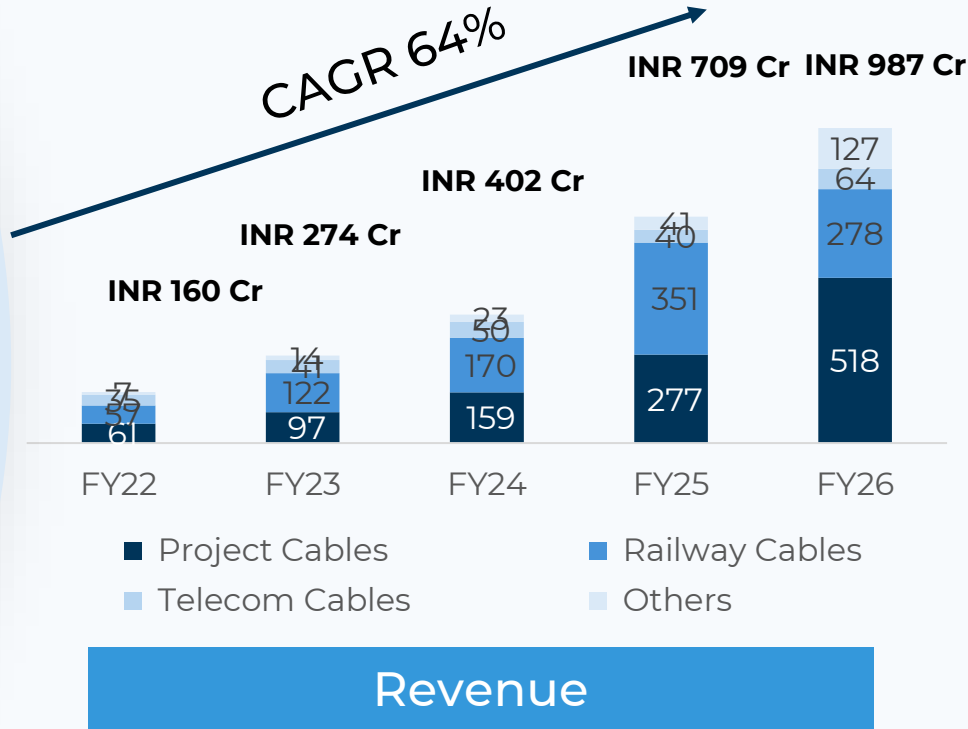
**Revenue increased  
by 6.2X in FY26 from  
FY22**

**Adding New  
Segments to propel  
growth momentum**

## Revitalised Sales Strategy



## Tangible Outcomes



# Key Growth Metrics : Working Capital Efficiency



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

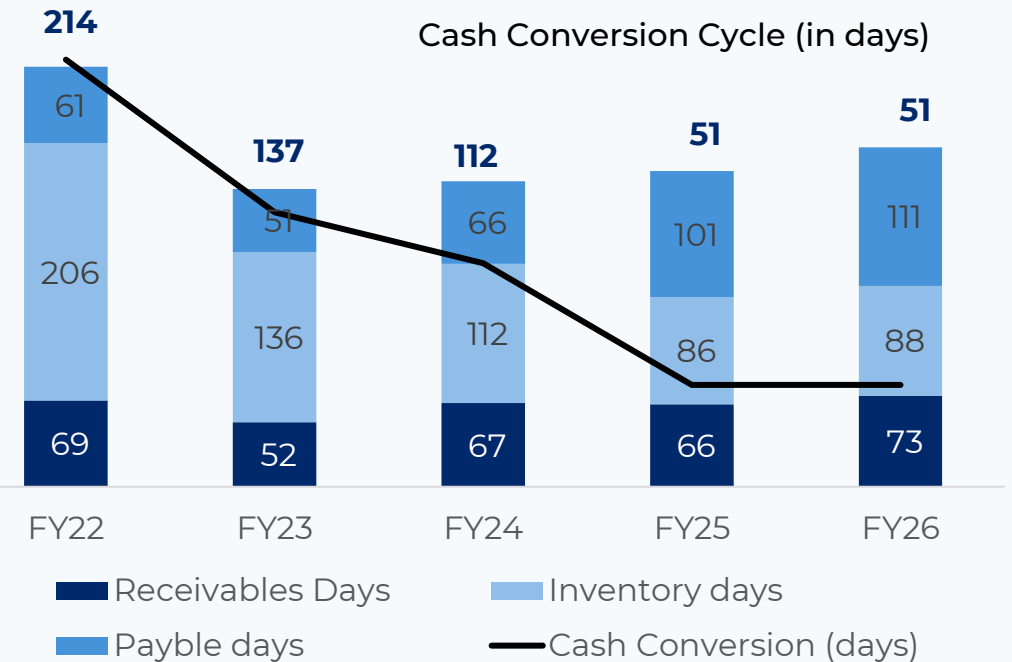
Rationalising Inventories by reducing SKUs and following a focussed product range which maximises value.

## 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**

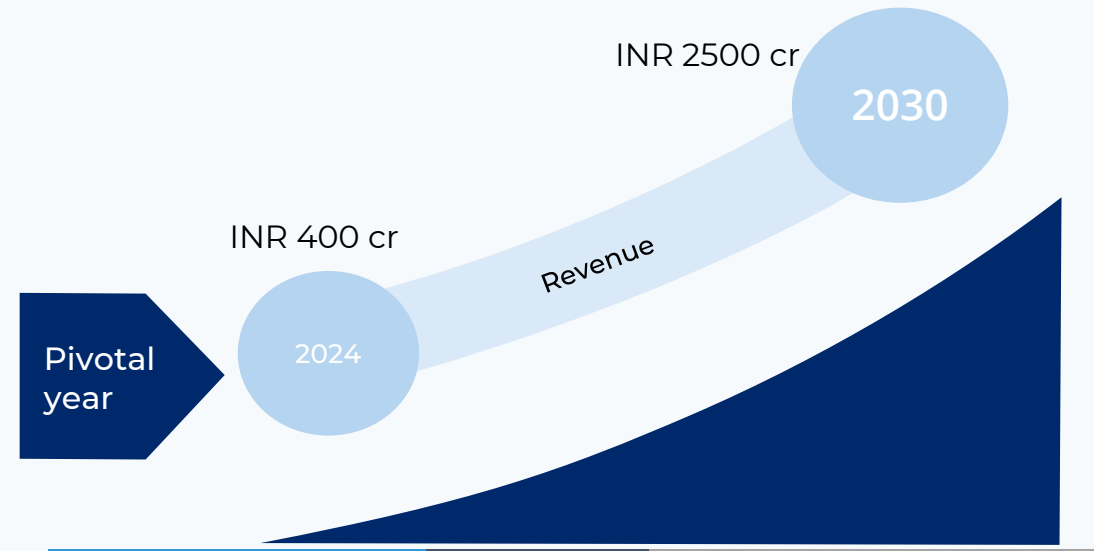
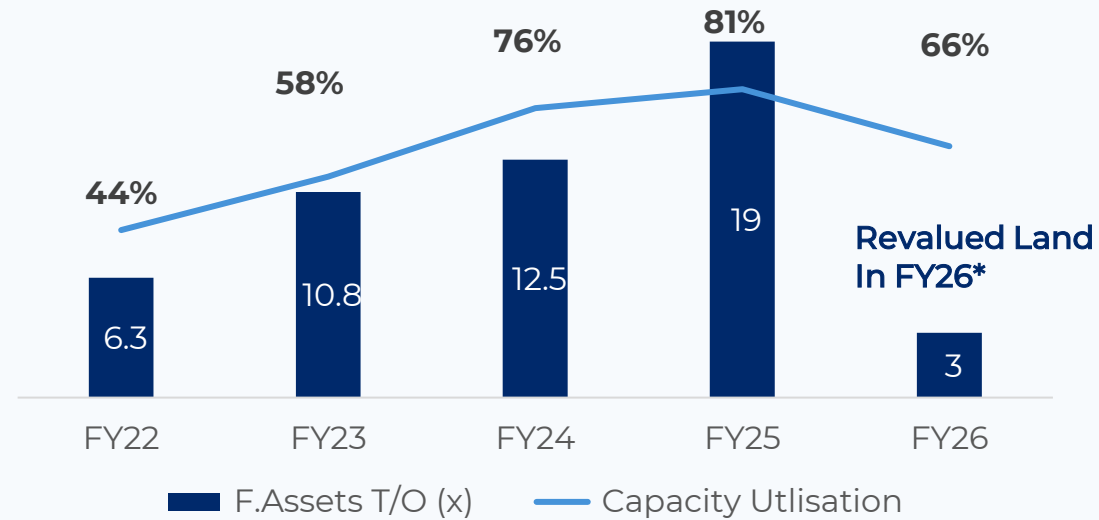
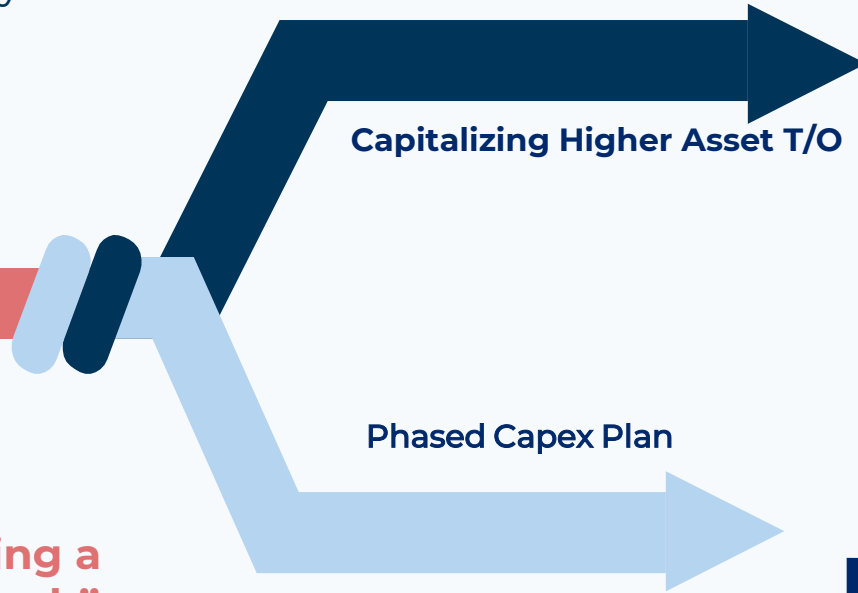
# Future Growth: Employing an Asset Light Approach



- 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

**Capital Allocation**

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

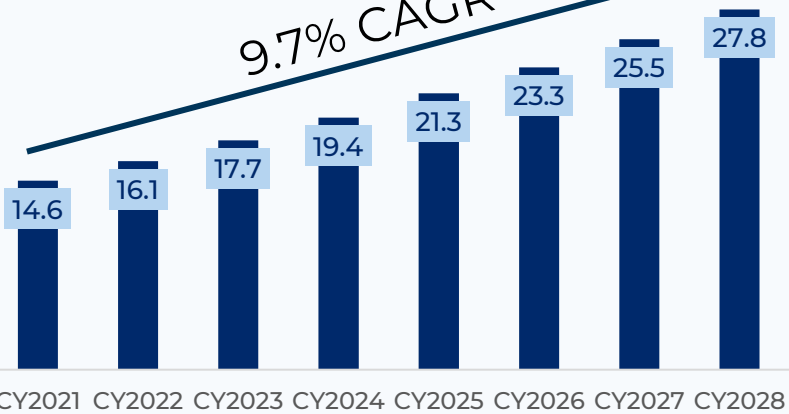


# Future Growth : Unlocking Potential



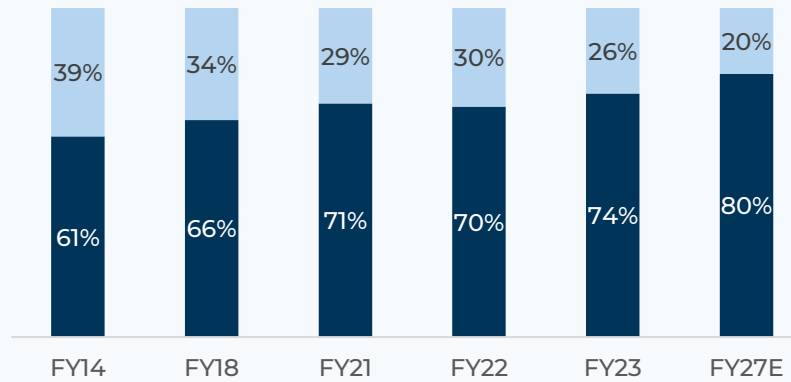
Market Size (USD Bn)

9.7% CAGR



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

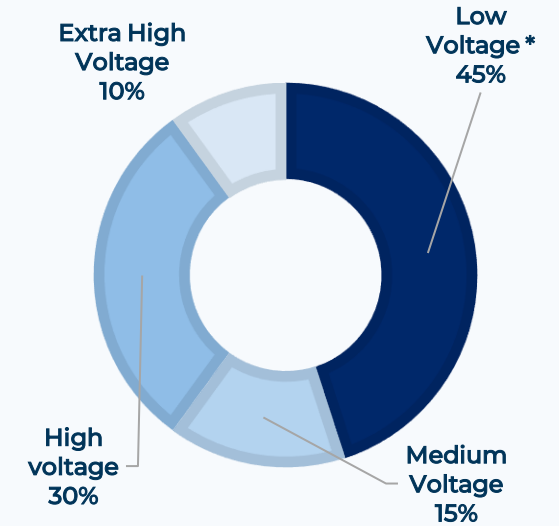
## Branded Vs Unbranded



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.**

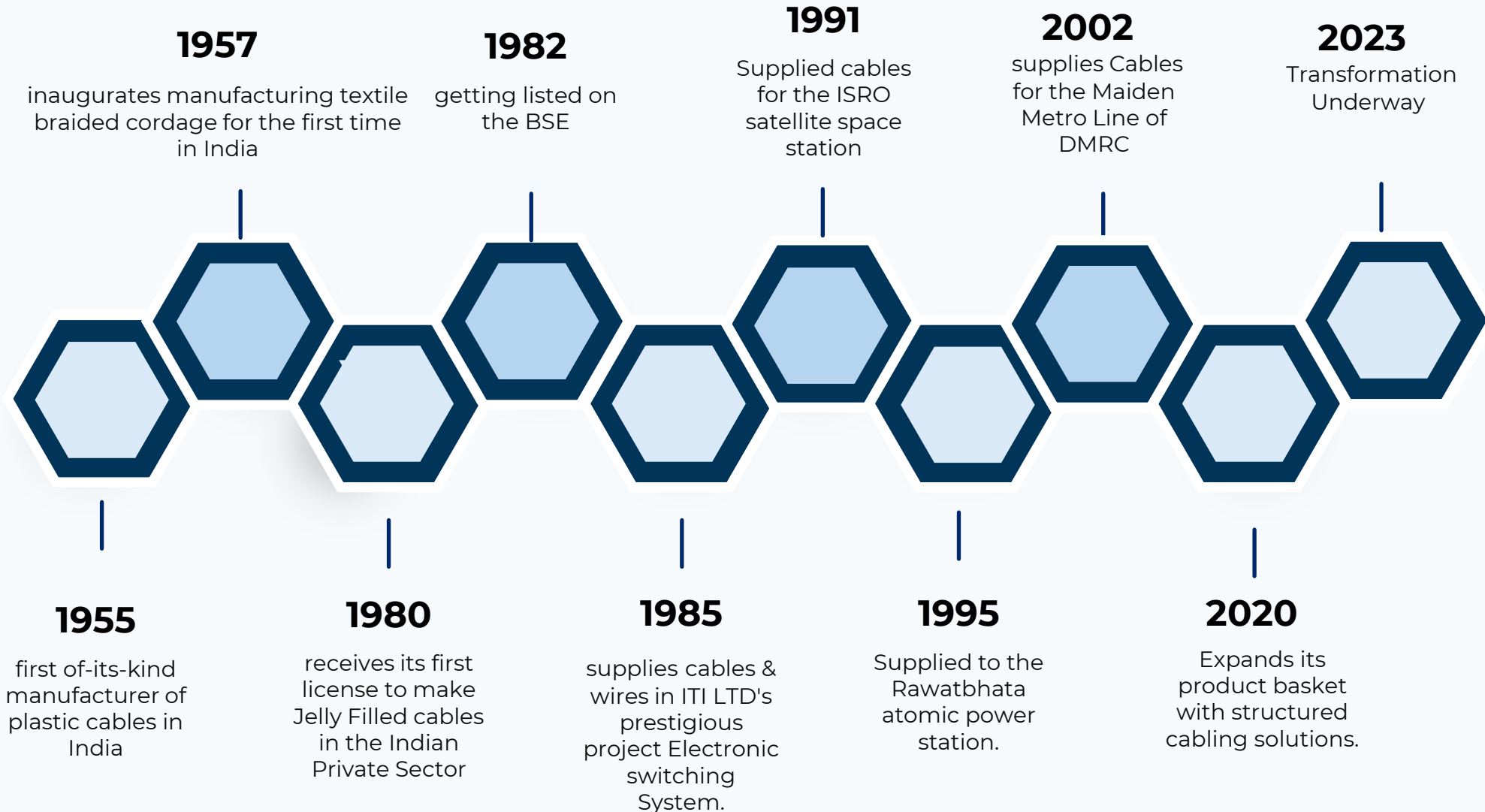


**Corporate  
Information**

# Traversing the Rich Tapestry of Delton's History



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# Board Members



**We Connect We Protect**



Name	Designation	Description
<b>Vijender Kumar Gupta</b>	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.
<b>Vivek Gupta</b>	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.
<b>Shalini Gupta</b>	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.
<b>Mr Ankit Arora</b>	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



Name	Designation	Description
<b>Amit Ramani</b>	Non-Executive Independent Director	Amit Ramani is the <b>Founder &amp; CEO</b> 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.
<b>Atul Aggarwal</b>	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.
<b>Abhishek Poddar</b>	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.
<b>Gagan Sinha</b>	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 & FY26

**Delton**

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- ❑ Delton Cables maintained strong revenue momentum for Q4 and the year ended on March 31, 2026. Q4 revenue at ₹ 3203.1 million grew by 58.4% over Q4 FY25 revenue. FY26 revenue at ₹ 9863.8 million grew by 39.07%
- ❑ During the year the company's export increased to ₹ 140 million from ₹ 7 million in FY25.
- ❑ Revenue from EPC segment, railways, and telecom / other segments contributed 52%, 28% and 19%, respectively during FY26. EPC segment grew by 87% and Railways segment de-grew by 21% during FY26, as a result of conscious efforts by the management to reduce contribution from the Railways segment due to its lower margin profile.
- ❑ EBITDA for the quarter at ₹ 153.7 million dropped slightly from ₹ 162.5 million achieved in Q4 FY2025. EBITDA for FY26 at ₹ 663.8 million grew by 37.1%. EBITDA margin for FY2026 is 6.73%, lower than expected, due to higher & volatile input costs; and supply chain disruptions due to geo political tensions.
- ❑ Delton's Adjusted Profit after Tax (adjusted for Exceptional Income) was ₹ 15.5 million for Q4 FY26; and ₹ 145.4 million for FY26, up by 21.49% over FY25 adjusted PAT.
- ❑ The total order book as on March 31, 2026 stands at ₹ 5130 million. 90% of the order book comprises EPC orders.
- ❑ The Board recommended a final dividend of ₹ 2.00 per Equity Share (20% on Face Value of ₹ 10.00 per Equity Share)

## Asset Revaluation (land)

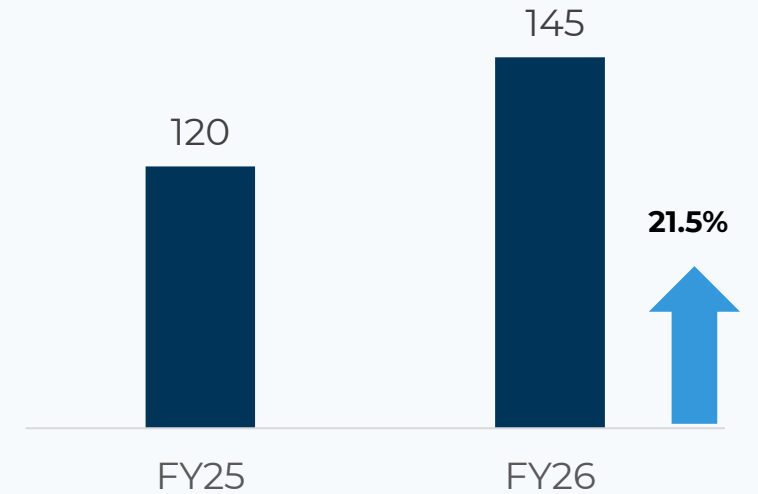
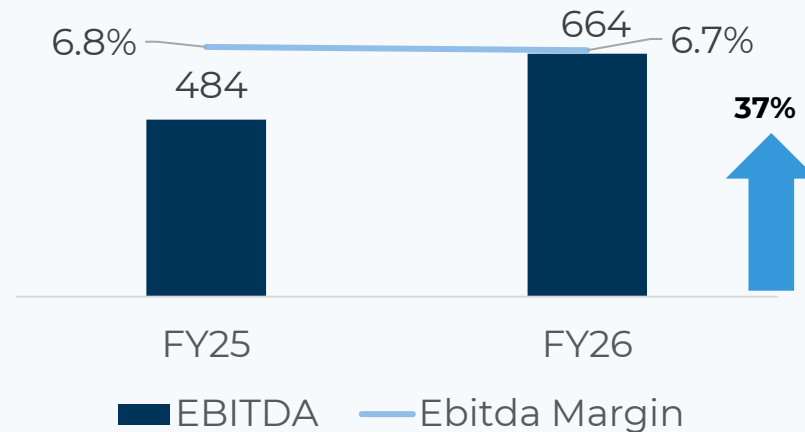
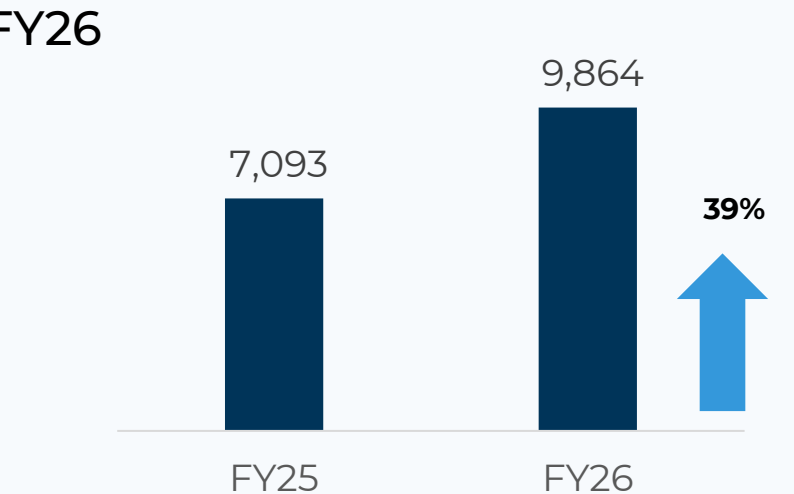
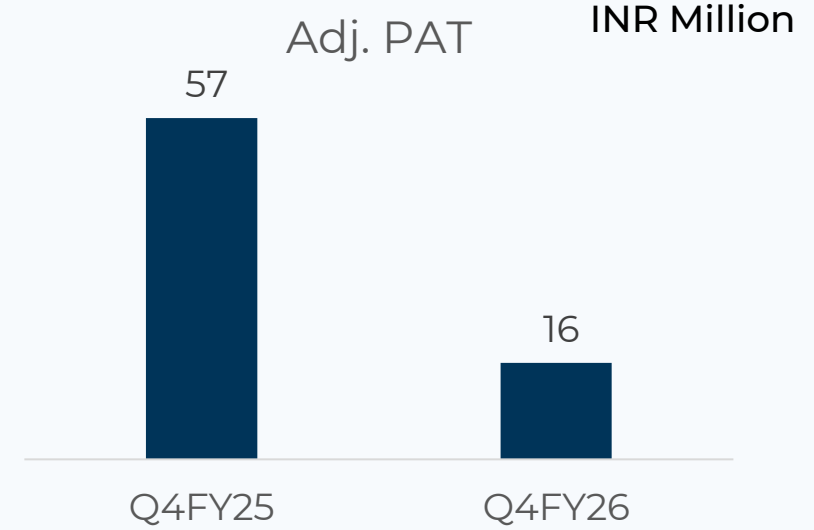
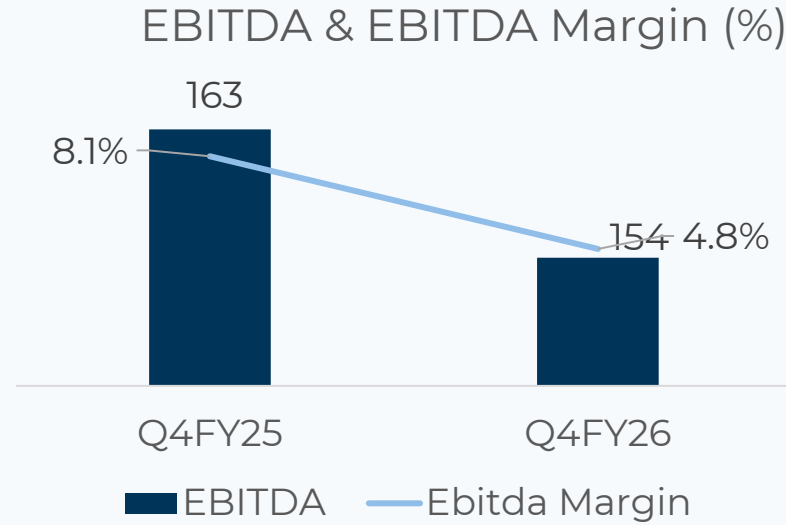
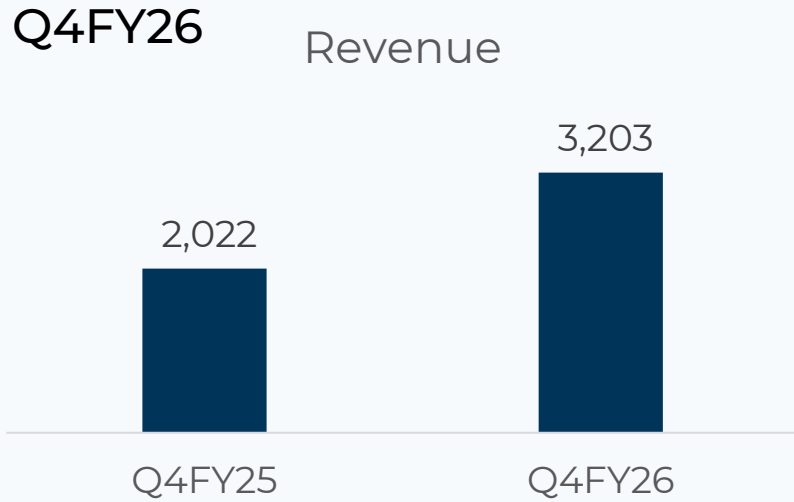


- ❑ Delton Cables has revalued its land holdings from ₹ 0.78 million to ₹ 2401.3 million, in accordance with its revised accounting policy and in line with Ind AS fair-value principles.
- ❑ This land, last recorded at its historical cost, has been restated to reflect its fair market value — making visible a significant pool of latent wealth that has always resided on the company's books.
- ❑ The revaluation surplus is credited directly to reserves, with no P&L impact and no immediate tax outgo, making this a clean, non-dilutive strengthening of the balance sheet.
- ❑ The most tangible outcome of this restatement is the sharp improvement in book value per share, which has risen from ₹ 105 in FY25 to ₹ 397 in FY26 — a near 4X uplift that more accurately reflects the underlying worth of the business.
- ❑ For shareholders, this translates into a materially higher net asset value, improved borrowing capacity backed by stronger collateral, and greater strategic flexibility for the company going forward.

# Result Analysis- Q4FY26 & FY26



**We Connect We Protect**




# Profit & Loss Statement- Q4 & FY26



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INR Million



Particulars	Q4FY26	Q4FY25	YoY	FY26	FY25	YoY
<b>Total income from Operations</b>	<b>3213</b>	<b>2027</b>	<b>58%</b>	<b>9,888</b>	<b>7,109</b>	<b>39%</b>
Cost of Materials Consumed	2708	1587	71%	7987	5734	39%
Manufacturing Expenses	98	92	6%	425	319	33%
Employee Benefits Expense	133	114	16%	539	387	40%
Other Expenses	121	72	68%	272	186	47%
<b>Total Operative expense</b>	<b>3059</b>	<b>1865</b>	<b>64%</b>	<b>9224</b>	<b>6625</b>	<b>39%</b>
<b>EBITDA</b>	<b>154</b>	<b>162</b>	<b>-5%</b>	<b>664</b>	<b>484</b>	<b>37%</b>
Finance Costs	118	80	46%	396	262	51%
Depreciation & Amortisation	19	12	64%	70	38	82%
<b>PBT</b>	<b>17</b>	<b>70</b>	<b>-76%</b>	<b>199</b>	<b>183</b>	<b>8%</b>
<b>Exceptional</b>	<b>-3</b>	<b>0</b>	<b>N.A</b>	<b>2</b>	<b>103</b>	<b>-98%</b>
Tax	1	14	-89%	54	81	-34%
<b>PAT</b>	<b>13</b>	<b>56</b>	<b>-78%</b>	<b>147</b>	<b>205</b>	<b>-28%</b>
<b>Adj PAT</b>	<b>16</b>	<b>56</b>	<b>-73%</b>	<b>145</b>	<b>120</b>	<b>21%</b>

# Balance Sheet

**Delton**

We Connect We Protect



Particulars (INR million)	FY24	FY25	FY26
Fixed Assets	176.3	377.0	2936.4
Other Assets	169.9	257.5	351.8
<b>Sub-Total Non Current Assets</b>	<b>346.2</b>	<b>634.5</b>	<b>3288.2</b>
Inventories	1157.0	1703.4	2372.0
Trade Receivables	957.6	1606.8	2364.7
Cash & Cash Equivalents	84.8	124.9	193.1
Other current Assets *	126.8	210.8	402.9
<b>Sub- Total Current Assets</b>	<b>2326.2</b>	<b>3646.6</b>	<b>5332.7</b>
<b>Total Assets</b>	<b>2672.4</b>	<b>4281.1</b>	<b>8620.9</b>
Share Capital	86.4	86.4	86.4
Other Equity	627.0	818.1	3347.4
<b>Total Equity</b>	<b>713.4</b>	<b>904.5</b>	<b>3433.8</b>
Borrowings	1131.4	869.5	1606.1
Other Liabilities	13.2	128.4	247.3
Current Liabilities *	814.4	2163.9	3333.7
<b>Total Liabilities</b>	<b>2672.4</b>	<b>4281.1</b>	<b>8620.9</b>

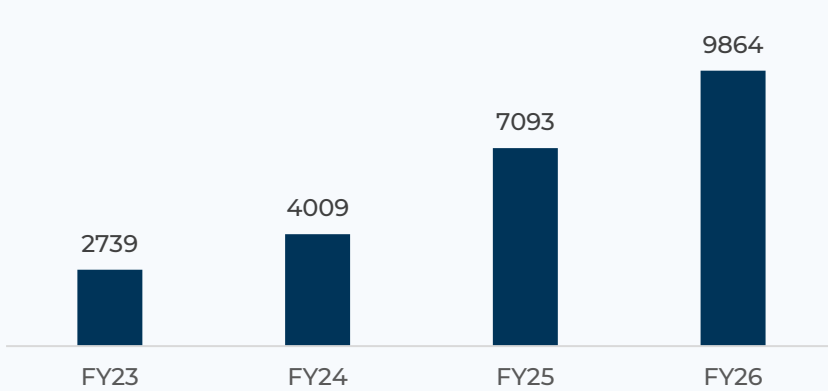
# Financials At A glance



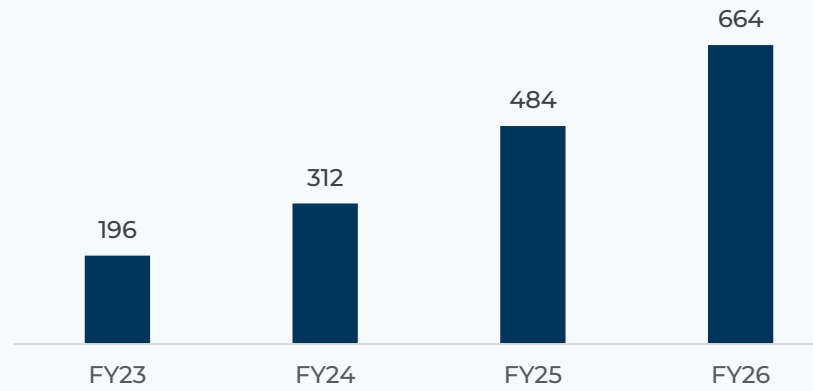
We Connect We Protect

INR Million

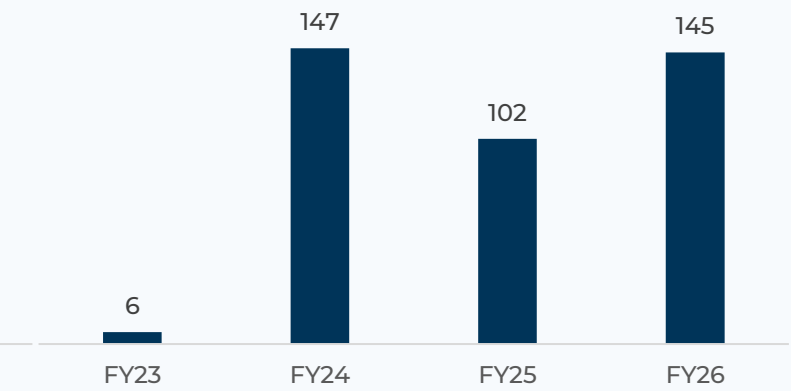
Revenue



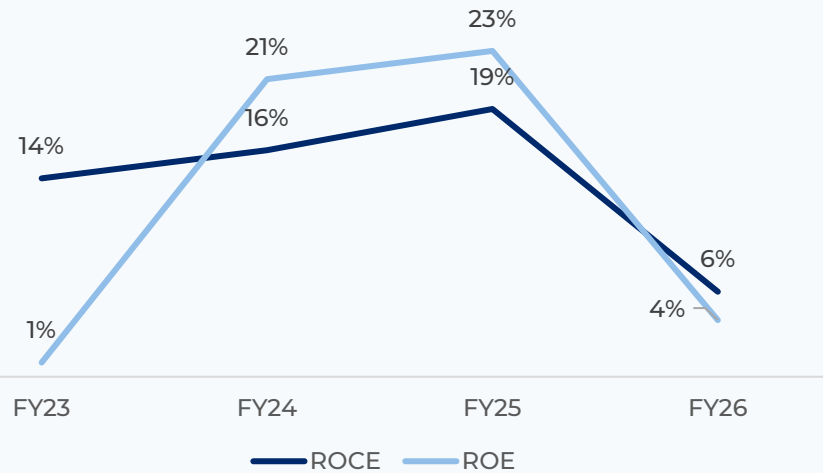
EBITDA



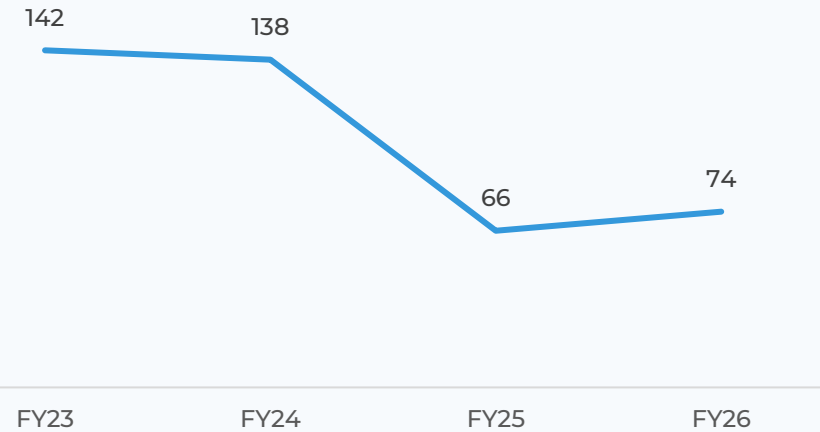
Adj. PAT



Return Ratios



W.cap days (x)





**Mehul Mehta**  
**Director**



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