



**TECHNO ELECTRIC & ENGINEERING  
COMPANY LIMITED**

**INVESTOR  
PRESENTATION  
EARNING UPDATES  
Q4 & 12M FY 26**



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# TABLE OF CONTENTS

Quarter Updates

---

About the Company

---

Market Opportunity

---

Environmental, Social, and Governance

---



# TRANSITIONING INTO DIGITAL TECHNO

## The Foundation

### Proven EPC Excellence



**45 Years**

Industry Legacy



**Zero Debt**

Disciplined Balance Sheet



**50% Share**

Of India's National Grid



**20+ Years**

Consistent Profitability

## The New Techno Electric

### Digital Infrastructure Platform

Moving beyond pure-play EPC to bridge the gap between traditional power infrastructure and the new digital economy.

**A fundamental change in DNA.**



#### Data Centers

Leveraging power expertise to build high-value digital assets.



#### Smart Metering

Driving grid digitalization and efficiency with advanced tech.



#### Annuity Cash Flows

Owning & operating assets for long-term recurring revenue.

# EXECUTIVE SUMMARY

## Q4 Performance

- Continuing our trajectory of delivering all time high revenues for the company
- Significant order opportunities in the pipeline

## Data Center Acceleration

- Mumbai EDC gone live
- Noida DC – Phase 0 Live by May 26.
- Gurgaon EDC fully occupied
- Plan to commence Phase II for Chennai DC

## Operational Excellence

Healthy execution across EPC, Data Centers, and Smart Metering; robust order pipeline supported by TBCB bidding.

## Strategic Positioning

Margins supported by disciplined cost control; strong tailwinds in transmission and AI-ready digital infrastructure.

### Q4 FY26\*

Standalone

### 12M FY26\*

Standalone

Revenue

Rs

**10,432** Mn

↑ 28.48%

PBT

₹

**1,741** Mn

↑ 4.14%

PAT

₹

**1,434** Mn

↑ 8.03%

EPS

₹

**12.33** INR

↑ 7.97%

Revenue

Rs

**32,525** Mn

↑ 35.42%

PBT

₹

**5,907** Mn

↑ 21.61%

PAT (Cont.)

₹

**5,168** Mn

Margin: 14.98%

EPS (Total)

₹





**46.60** INR

↑ 23.77%

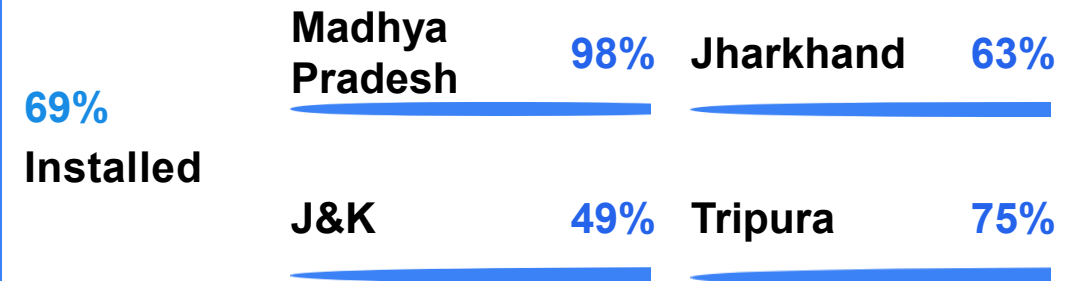
\* Y-O-Y Change

# KEY UPDATES FOR THE Q4FY26

## Data Center Segment

- ✓ **Mumbai Data Center (EDC)**  
Successfully Gone Live for a capacity of 0.5 MW.
-  **Chennai Data Center**  
Receiving strong interest from global and domestic cloud operators, planning to commence capex on Phase II
-  **Cloud Services Launched**  
Operations commenced, starting with the Gurgaon EDC facility.
-  **Upcoming Operations**  
Noida Phase 0 (500 KW) scheduled for **31st May 2026**.
-  **Strong Market Response**  
Chennai Data Center seeing high demand; active discussions with large-scale global enterprises.
-  **Expansion Pipeline**  
Identified 3-4 additional locations for future Edge Data Centers.

## Smart Meter Business



## Transmission

- ✓ We are among the early movers in the **digital substation segment**, reinforced by our recent order for **four 132kV digital substations**
- ✓ **L1 status** in two major order opportunities with a combined value of approximately **INR 800 Cr.**

# RESULT SUMMARY – Q4 & 12M FY 26

## Consolidated Income Statement Overview



### *Consolidated*

<b>Particular (In INR Mn)</b>	<b>Q4 FY25</b>	<b>Q4 FY26</b>	<b>FY25</b>	<b>FY26</b>
Revenue From Operations	8,158	10,100	22,687	32,516
Less: Operating Expense	6,891	8,779	19,294	27,898
<b>EBITDA</b>	<b>1,267</b>	<b>1,321</b>	<b>3,393</b>	<b>4,618</b>
<i>EBITDA %</i>	<i>15.53%</i>	<i>13.08%</i>	<i>14.95%</i>	<i>14.20%</i>
Add: Other Income	531	320	1,600	1,495
Less: Depreciation	18	31	81	170
Less: Finance Cost	36	57	105	193
<b>PBT</b>	<b>1,744</b>	<b>1,554</b>	<b>4,806</b>	<b>5,751</b>
Less: Tax	397	408	1,025	1,265
<b>PAT - Continued Operations</b>	<b>1,346</b>	<b>1,145</b>	<b>3,781</b>	<b>4,487</b>
<i>PAT Margin %</i>	<i>15.50%</i>	<i>10.99%</i>	<i>15.57%</i>	<i>13.19%</i>

- ▶ Geopolitical tensions in the GCC region led to supply chain disruptions and increased logistics and procurement costs
- ▶ Higher energy and execution-related expenses during the quarter exerted temporary pressure on EBITDA margins.

# RESULT SUMMARY – Q4 & 12M FY 26

## Standalone Income Statement Overview



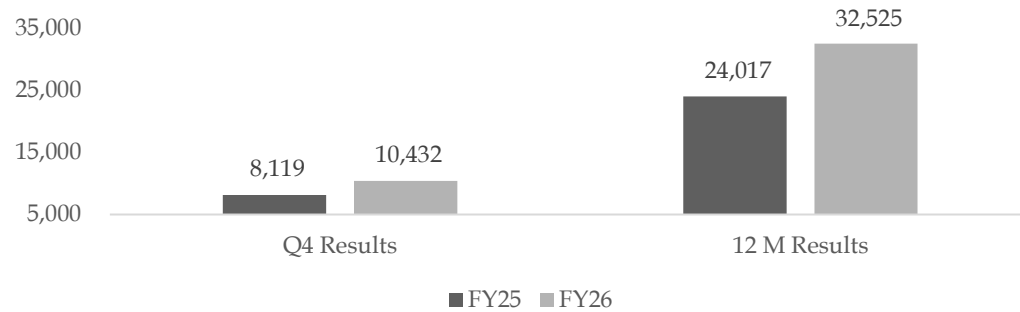
### *Standalone*

<b>Particular (In INR Mn)</b>	<b>Q4 FY25</b>	<b>Q4 FY26</b>	<b>FY25</b>	<b>FY26</b>
Revenue From Operations	8,119	10,432	24,017	32,525
Less: Operating Expense	7,093	9,113	20,737	28,049
<b>EBITDA</b>	<b>1,027</b>	<b>1,319</b>	<b>3,280</b>	<b>4,475</b>
<i>EBITDA %</i>	<i>12.64%</i>	<i>12.64%</i>	<i>13.66%</i>	<i>13.76%</i>
Add: Other Income	698	528	1,756	1,983
Less: Depreciation	17	22	77	86
Less: Finance Cost	35	84	102	465
<b>PBT</b>	<b>1,672</b>	<b>1,741</b>	<b>4,857</b>	<b>5,907</b>
Less: Tax	344	307	1,024	739
<b>PAT - Continued Operations</b>	<b>1,328</b>	<b>1,434</b>	<b>3,833</b>	<b>5,168</b>
<i>PAT Margin %</i>	<i>15.06%</i>	<i>13.09%</i>	<i>14.87%</i>	<i>14.98%</i>

# RESULT SUMMARY – Q4 & 12M FY 26

## Standalone Income Statement Overview

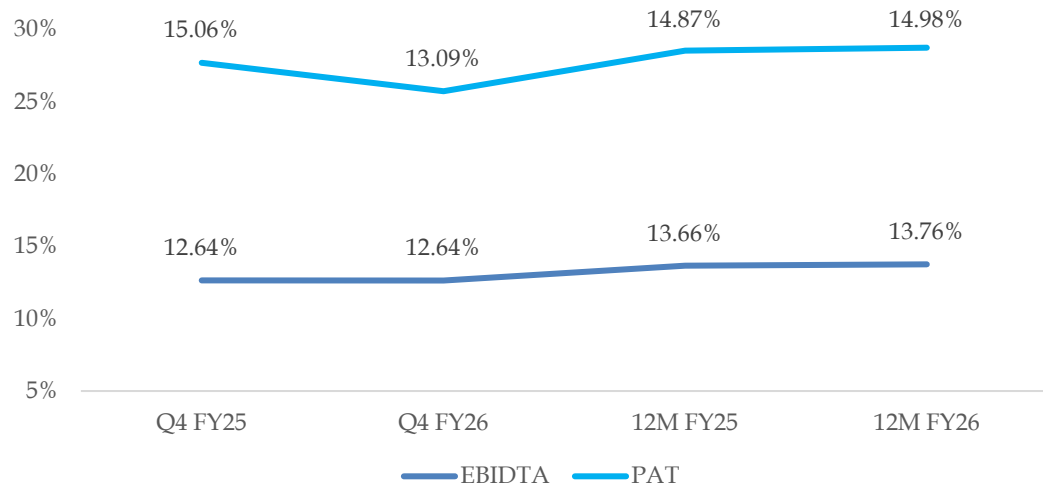
### Revenue Growth (₹ Mn)



### Core EBITDA & PAT Trends (₹ Mn)



### Operational Margins (%)



### ★ Key Performance Highlights (12M FY26)

Total Revenue

**₹32,525 Mn**

↑ 35.42% YoY

Profit After Tax (PAT)

**₹5,168 Mn**

↑ 34.83% YoY

Core EBITDA

**₹4,475 Mn**

↑ 36.44% YoY

EPS

**₹46.60**

✓ Strong Earnings

# Order Book Snapshot

## Total Order Book

**₹95,665** Mn

As on 31<sup>st</sup> March 2026

## Business Mix



### EPC Transmission & Substations

Core infrastructure backbone



### Smart Metering (AMI) Rollouts

Long-term annuity projects



### Data Center Infrastructure

High-growth digital vertical

## Post-Period Updates

★ New Wins

### New Contracts Won

~₹3,860 Mn

↑ Contract Won after 31<sup>st</sup> Mar 2026

### L1 Position

>₹8,100 Mn

✔ Strong conversion visibility

## Pipeline Outlook

### TBCB Transmission

Healthy bidding activity driven by India's transmission capacity expansion targets and RE integration.

### Digital Infrastructure

Expanding opportunities in data center EPC and edge network deployment across 23 states.

### Smart Metering

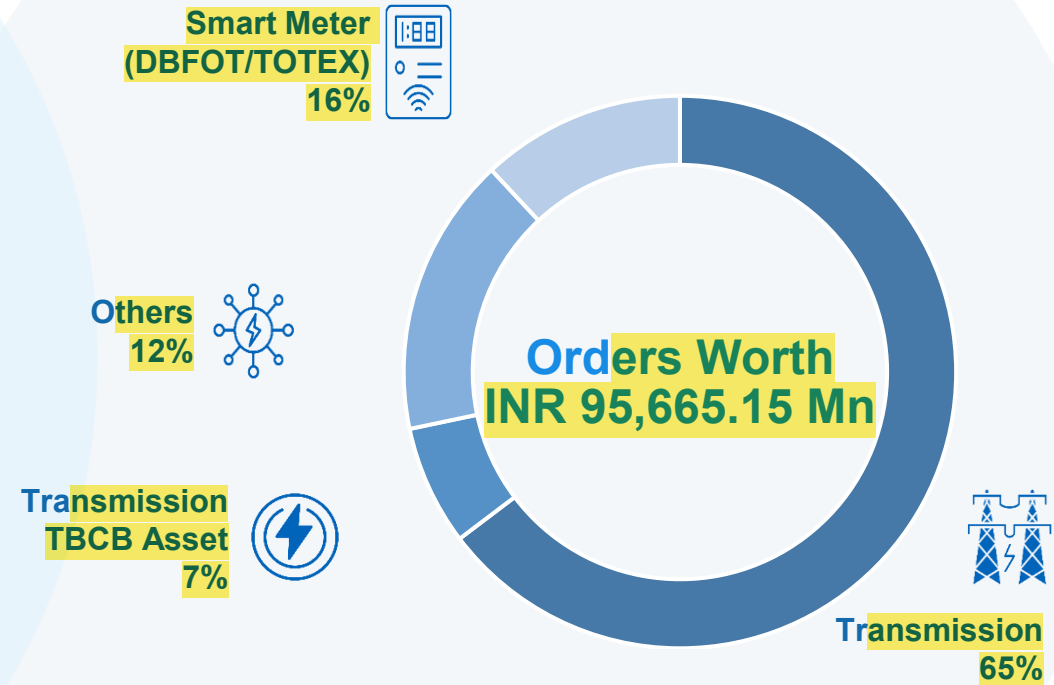
Continued participation in RDSS tenders across remaining states for grid modernization.

# Order Book as on 31<sup>st</sup> March 2026

## Business Vertical -wise order book

Customer	Rs In Millions	Weightage
Power Grid Corporation of India Ltd.	26,390.38	27.59%
Adani Energy Solutions Limited	12,743.50	13.32%
Rajasthan Rajya Vidyut Prasaran Nigam Ltd.	7,775.11	8.13%
Smart meter from J&K DISCOM	6,467.32	6.76%
Nepal MCA	7,440.53	7.78%
RESONIA LIMITED (Formerly Sterlite Grid 32 Limited )	7,108.71	7.43%
Indigrd (Ishanagar and Dhule)	1,706.41	1.78%
Assam Electricity Grid Corporation Limited	2,365.27	2.47%
Smart meter from Ranchi DISCOM	3,881.82	4.06%
NERES XVI, POWER TRANSMISSION LTD, GOGAMUKH	4,600.00	4.81%
Smart meter from Tripura DISCOM	2,742.00	2.87%
Smart meter from Indore DISCOM	2,091.88	2.19%
Sterlite Grid 18 Limited	116.79	0.12%
Smart meter from J&K DISCOM	462.40	0.48%
DVC Command Area (Digitisattion)	3,692.39	3.86%
Others	6,080.64	6.36%
<b>Total</b>	<b>95,665.15</b>	<b>100.00%</b>

## Order Book as on 31<sup>st</sup> March 2026



Business Vertical	Amount (in millions)
Transmission	61,851.86
Transmission - TBCB Asset	6,700.36
FGD	7,775.11
Distribution	3,692.39
Smart Meter (DBFOT/TOTEX)	15,645.43
<b>Total</b>	<b>95,665.15</b>



# **ABOUT US**

# Company Overview



**Debt Free Company**  
Zero debt on books

**AA Long Term**  
Stable credit rating

**BSE,NSE Listed**  
Has a market cap of US \$1.75 Billion as on 31<sup>st</sup> Dec 2025

**200 MWh**  
Renewable projects commissioned

**45+ Years**  
Rich experience in the power sector

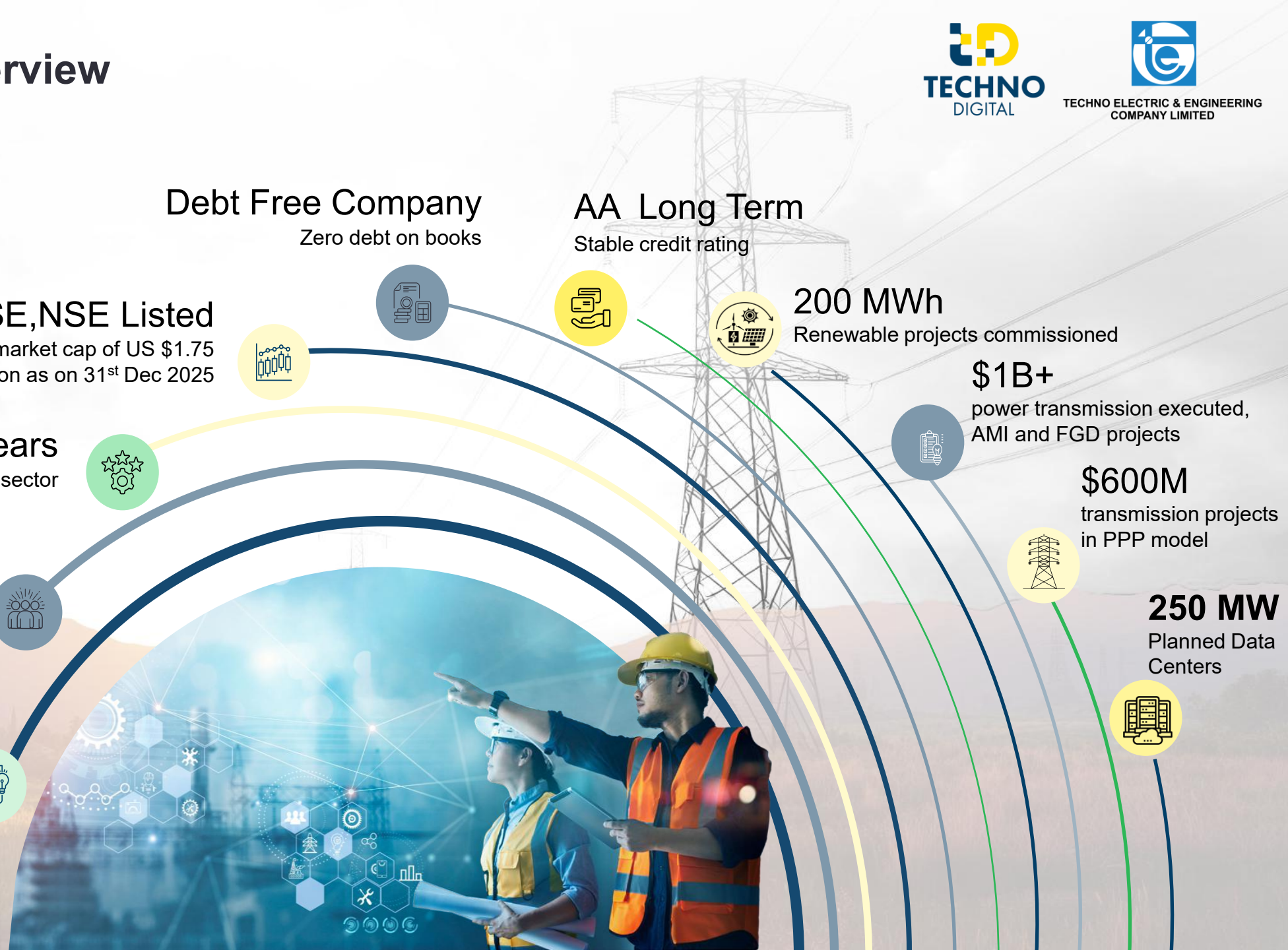
**\$1B+**  
power transmission executed,  
AMI and FGD projects

**550+**  
**Professionals**  
in team (engineering, commercial,  
graduates, Post-graduates )

**\$600M**  
transmission projects  
in PPP model

**450+**  
**Projects**  
completed since inception

**250 MW**  
Planned Data  
Centers



# Business Verticals

## EPC Business



### Transmission

- ▶ Strong expertise in **EHV substations** (up to **765 kV**) and transmission lines, with a strategic expansion into **Smart Grid Substations**
- ▶ Distribution Systems Management (Digitization)
- ▶ Execution of **Balance of Plant** (Thermal/ Hydro) and **Flue Gas Desulphurization**
- ▶ Step up (Upside) **Power Evacuation Solutions** (Switchers)
- ▶ **Captive Power Plants and renewable power evacuation** on Turnkey Solutions Basis (Waste Heat Based)

## Asset Holding Business



### Data Center

- ▶ **National Expansion:** Hyperscale campuses — Chennai (36 MW, live), Kolkata (12 MW, under development), and Noida (16 MW, Under Development) — for a 250 MW portfolio.
- ▶ **Edge Network:** 20-year BOM @ contract to deploy 102 interconnected Edge Data Centers.
- ▶ **Capabilities:** Colocation, managed/cloud services, disaster recovery, and 9-layer security

## Other Asset Creation Businesses



### TBCB Business

- ▶ Successfully secured **4 projects** under the Government's **BOOT** model, with **3** commissioned and monetized and **1 under development** (completion by FY27).
- ▶ Techno Electric has attracted significant investor interest in its TBCB transmission portfolio; evaluating platform-based growth opportunities.



### Smart Metering

- ▶ Won the contract for implementation of Advanced Metering Infrastructure (AMI) Service Provider for Smart Prepaid Metering on DBFOOT# basis in 5 states.
- ▶ 4 projects are under various phases of Installation.
- ▶ 1 project has entered the implementation phase.

# About Techno Electric & Engineering Co. Ltd.

## Journey So Far



### TECHNO PEDIGREE



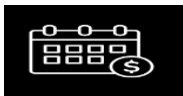
**India's Power Sector Evolution:** Involved in establishing NTPC's first power station in Shaktinagar, showcasing our foundational role in India's energy infrastructure.

**Building India's National Grid:** Built over 50% of PGICL's substations; out of 276 substations owned by PGCIL 160 bears the mark of our EPC excellence.

**Power Generation Projects:** Involved in nearly all NTPC power station installations.

**Engagement with Utilities:** Experience in multi-year engagements with marquee Navratana CPSUs/State Utilities

### PAST DECADE



**Strategic Partnerships:** Fostered strategic partnerships with companies from China, South Korea, Canada and other nations, jointly delivering US \$500 Mn worth of projects.

**Transmission Assets:** Developed Transmission Assets worth US \$600 Mn under the Public-Private Partnership (PPP) model.

**Renewable Projects:** Developed 207.35 MW of renewable energy projects at a CAPEX of US \$200 Mn, first few projects to be registered under the UNFCC for carbon Credits.

### FUTURE OUTLOOK



**Data Centers:** Mission to build data centers with a capacity of 250 MW in all major Tier 1, 2 and 3 cities across India by F2030.

**Smart Meters:** Plan to install 1 Mn Smart Meters yearly with the Government of India. To date, we have installed 0.5 Mn smart meters.

**Active Projects:** Actively executing projects worth over US \$500 Mn is under the CAPEX mode, funded through our robust balance sheet. Projects include AMI projects and Transmission projects like NERES XVI, NERGS 1 and INDIGRID under the TCB model.

# Techno Electric - Transmission EPC +TBCB



## Strong Order Book & Execution Track Record

**₹68,552 Mn**

Total TBCB+EPC Order Book  
(Q4 FY26)

**₹6,700 Mn**

Transmission TBCB

**4**

TBCB Projects  
Won

3 Completed  
1 Developing

Target: ₹4,000 Mn FY27 Inflow

★L1 Status: ₹8,100 Mn Orders

## Projects in Execution

Full Swing

**NERES XVI (₹460 Cr)**

400/220/132 kV Substation

1,400 MVA

45 km Lines

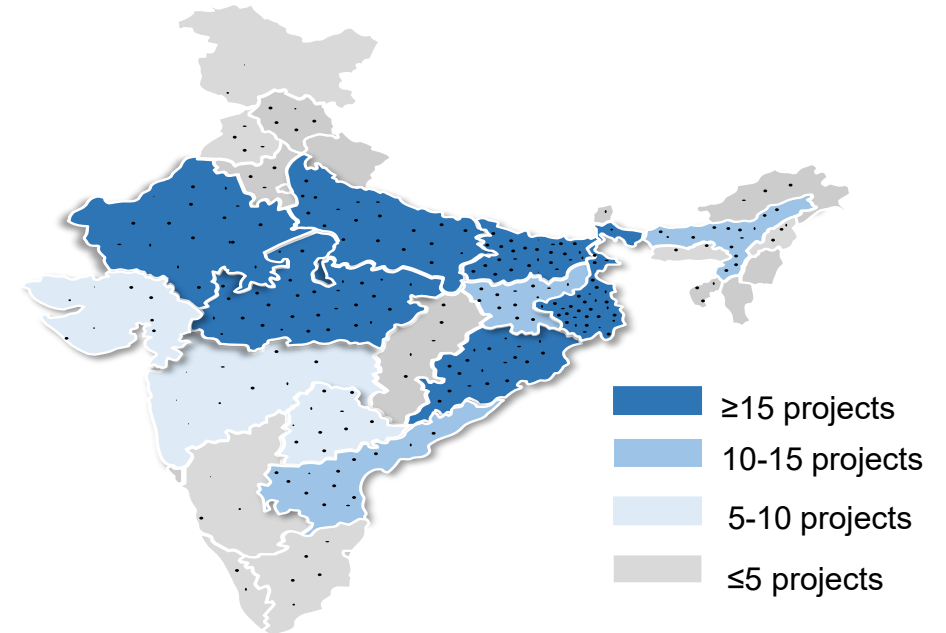
**Ishanagar (IPTL)**

IndiGrid Partnership

**Dhule (DPTL)**

IndiGrid Partnership

## TEECL Experience across India



## Growth Strategy & Collaborations

- Actively participating in upcoming **TBCB tenders** across multiple states
- Platform-level and asset-level **investor collaborations** to scale execution
- Strategic partnerships with **IndiGrid** for project monetization & capital recycling
- Strengthening presence in **inter-state transmission corridors** & renewable evacuation

# Techno Electric – Smart Metering



Total Meters Awarded

**2.24** Mn

Active Rollout



Total Project Value

**~₹26,120** Mn

DBFOOT Model



Project Tenure

**120** Months

27M Install + 93M O&M



## Implementation Roadmap & Status

### Jammu & Kashmir (Lot-B)

Completed

Successfully implemented covering **2.5 Lakh** consumer meters despite challenging terrain conditions.

Rs ₹383.39 Cr 🟢 100% Live

### MP, Kashmir, Jharkhand & Tripura Projects

In Progress



Madhya Pradesh  
AMI 1



Jammu and Kashmir  
AMI 2



Jharkhand  
AMI 3



Tripura  
AMI 4

## Strategic Value Proposition

- **Annuity Income Profile:** 10-year revenue visibility with 93 months of O&M phase ensuring stable cash flows.
- **Grid Modernization:** Establishing Techno as a key partner in India's digital energy transition.
- **Data Platform:** AMI infrastructure creates a foundation for future data-driven energy services.

## Execution Excellence

- **Proven Delivery:** Successful J&K completion validates execution capability in complex environments.
- **Risk Mitigation:** DBFOOT model minimizes upfront capital risk while maximizing long-term project returns.

# Techno Digital - National Footprint. Hyperscale Ready. Edge Enabled.



## 102 cities

Globally, Single Largest deployment of EDGE Data Centers across India

## 70000 km

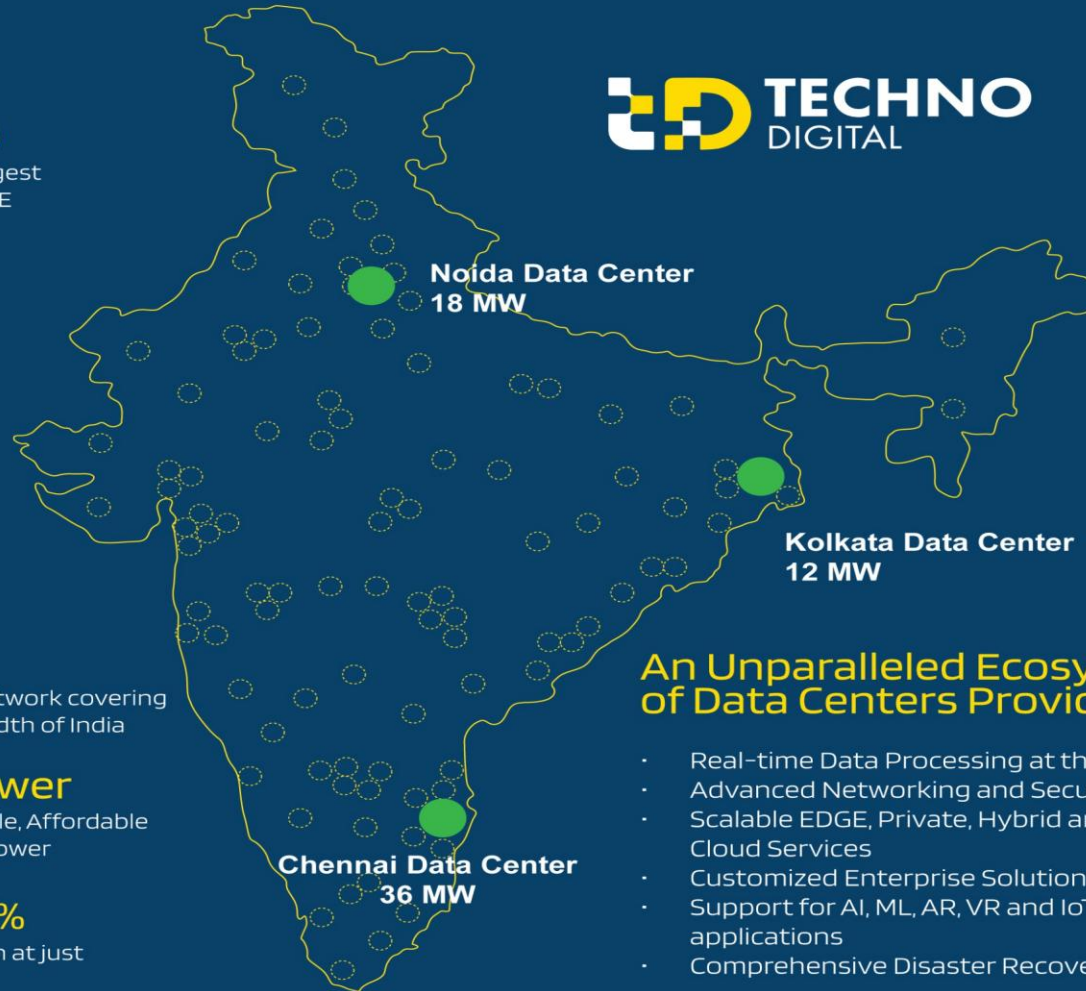
of High-capacity network covering the length and breadth of India

## Reliable Power

Access to Sustainable, Affordable and most Reliable Power

## Serving 40%

of India's population at just millisecond latency



## An Unparalleled Ecosystem of Data Centers Providing:

- Real-time Data Processing at the EDGE
- Advanced Networking and Security
- Scalable EDGE, Private, Hybrid and Sovereign Cloud Services
- Customized Enterprise Solutions
- Support for AI, ML, AR, VR and IoT apps applications
- Comprehensive Disaster Recovery Plans

## Data Center Strategy

Hyperscale + Edge Network

### Hyperscale Hubs

Chennai (36 MW)	Phase 1 Live
Noida (16 MW)	Ph-0 May'26
Kolkata (12 MW)	Live FY28

### Edge Network

<b>102</b> Locations	<b>23</b> States	<b>Gurgaon EDC</b> Live – 100% Occupied
		<b>Mumbai EDC</b> Operational

Partner: RailTel      Upcoming: Indore, Vishakhapatnam and Chandigarh

### Platform Efficiency

<b>1.35</b> PUE Rating	<b>AI</b> Ready Infra
------------------------	-----------------------

75% Water Reduction

# Techno Digital - National Footprint. Hyperscale Ready. Edge Enabled



TECHNO ELECTRIC & ENGINEERING COMPANY LIMITED

Techno Digital is building India's largest AI-first, edge-powered digital infrastructure seamlessly bridging Tier 1 metros and emerging cities with hyperscale-ready campuses and 102 edge facilities. Backed by the legacy of Techno Electric & Engineering Co. Ltd, we're not just powering data - we're powering India's digital leap.

## Hyperscale Network



### Chennai Campus (South):

- 36 MW capacity
- Live 2025



### Noida Campus (North):

- 16 MW Capacity
- Phase 0 (500 Kw) Live by May 2026



### Kolkata Campus (East):

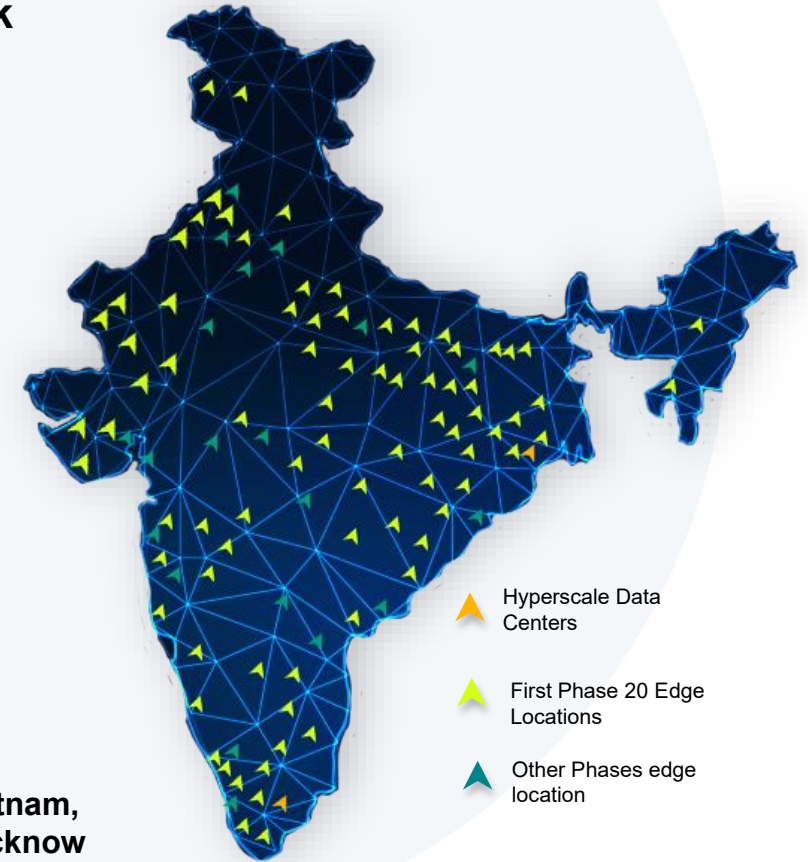
- 12 MW Capacity
- Live by FY 2027

## Edge Network

Gurgaon  
Live

Mumbai  
Live

Upcoming  
Indore, Vishakhapatnam,  
Chandigarh and Lucknow



# Techno Combined Solutions with Chennai, Kolkata, Noida and Edge Data Centers



The Hybrid Infrastructure of Chennai (36 MW) , Kolkata (12 MW) , Noida (16 MW) Data Center combines Centralized Processing Power with the Low-latency Benefits of our edge data centers across 102 locations, enabling businesses to process data closer to the source while leveraging the Chennai, Kolkata and Noida Data Center's Computational Resources.

## Centralized Management

Centralized management and monitoring tools provide:

- Proactive infrastructure management
- Performance optimization
- Rapid issue response across all data centers

## Unified Operational Framework

Unified operational framework across Chennai, Kolkata, and edge locations to ensure:

- Operational policies
- Faster execution
- Regulatory compliance

## Managed Services Roadmap

Set up a central NOC and SOC with advanced IT tools, CRM with billing, and a business portal seamlessly linked to Edge and Hyperscale Data Centers to deliver services closer to end users.

The integration of Chennai, Noida and Kolkata data centers with Edge Data Centers is a testament to our commitment to a **Secure, Adaptable, and Efficient Data Management Solution**, ready to meet the demands of the evolving Digital Economy. We aim to operate a network of hyperscale and edge data centers with industry's Least Latency in the country.



# **MARKET OUTLOOK**

# Market Outlook – India’s Transmission Story



India’s power story is unfolding faster than anyone projected

**271 GW**

All-Time Peak Demand (May 21, 2026)

**459 GW**

Projected Peak Demand by FY36 (CEA)

**₹7.93 Lakh Cr**

Transmission Investment Plan (FY27–36)

**\$31 Billion**

India HVDC Market by 2035 (Kotak Neo)

## Demand Acceleration & Generation Buildout

### Record-Breaking Peak Demand Trajectory

- FY25: **250 GW** (up from 190 GW in FY21); all-time peak of **271 GW** on May 21, 2026
- CEA projects: **289 GW by FY27** and **459 GW by FY36** — nearly doubling in a decade; 6.4% CAGR through 2030

### Generation Portfolio: 520 GW Today → 1,121 GW by FY36

- Solar: 140→509 GW | Wind: 55→155 GW | BESS+PSP: ~0→174 GW / 888 GWh
- **70% non-fossil** capacity by FY36 (from 52% today) — all requiring new transmission infrastructure

## Transmission Investment & Technology Shift

### CEA Transmission Plan FY27–FY36: ~USD 85 Billion

- ~**1,37,500 circuit km** of new transmission lines to be built across India
- ~**8,27,600 MVA** new substation capacity; total: **₹7.93 lakh crore (~USD 85B)**

### HVDC: The Long-Distance RE Backbone

- India HVDC market: **\$15B (2025) → \$31B (2035)** (Kotak Neo) — critical for RE evacuation from renewable-rich states
- Enables lower transmission losses and higher grid efficiency for long-distance renewable evacuation

**Techno Electric’s 765kV Expertise at the Heart of India’s Energy Transition** — Every solar park evacuated, every wind corridor energised — all run through high-voltage substations. Of ~500 substations of 400 KV and above built over three decades in India, approximately 350 were built by Techno Electric.

# Market Outlook – Indian Data Centre Industry



Entering a Phase of Execution at Scale

**375 → 1,500 MW**

Capacity Growth (2020–2025)

**4.5 – 8 GW**

Target Capacity by 2030 (Jefferies)

**USD 30 Billion**

Estimated Capex Required (Infra + GPUs)

**\$70–100 Billion**

Potential Investment Unlocked (Budget 2026-27)

## Capacity Trajectory & Growth Drivers

### Capacity Growth: 375 MW → 1,500 MW (2020–2025)

- 4x growth in 5 years — fastest pace among major emerging markets (MeitY)
- Data localisation mandates, 5G rollout, and rapid cloud migration to India
- AI/GenAI workloads demanding high-density compute and GPU clusters

### 2030 Target: 4.5 GW (Conservative) to 8 GW (Jefferies Bull Case)

- Conservative: **4.5 GW**; Jefferies bull case: **8 GW by 2030** — driven by data consumption, cloud adoption, and AI workloads
- **~USD 30 billion** capex required across digital infra and GPU/AI hardware procurement

## Policy Tailwinds & Investment Climate

### Union Budget 2026–27: Tax Holiday Until 2047

- **Tax holiday until 2047** for eligible foreign cloud service providers through India-based data centres
- Estimated to unlock **\$70–100 billion** in foreign cloud and AI infra investments in India

### India as Global Cloud & AI Infrastructure Hub

- FDI and hyperscaler commitments accelerating — Microsoft, Google, and AWS deepening India infra bets
- Favourable tax policy significantly strengthening India's competitive positioning vs other markets

**Techno Electric's Differentiation is Power-Led** — As AI-driven workloads intensify, power delivery is the binding constraint in data centre execution. Our transmission heritage and mission-critical delivery capability position us precisely at the centre of India's data centre growth.



**ESG**

A Venn diagram consisting of two overlapping circles. The left circle is light blue, and the right circle is light grey. The text "ESG" is centered in the intersection of the two circles.

# Environmental, Social, and Governance

 **6**  
Key Initiatives

 **5**  
Strategic Partners

 **1400+**  
Beneficiaries

 **Kolkata/Gurugram**  
Plus Virtual Sessions

## Social

### ESG awareness sessions

Jan'26

- ♦ Online Virtual Session
- ★ BRSR Regulation & Reporting : SEBI



## Governance

### Code of Business Conduct - COBC

Feb'26

- ♦ Virtual Session
- ✍ Mandatory for all employees



## Social

### Anti-Bribery & Anti-Corruption

Mar'26

- 🖥 Virtual Session
- 🌐 Mandatory for all employees



## Social

### Village Culvert Construction

Jan'26

- 🏠 Dishaan Hi-Tech
- 🏗 Infra Development
- 🌐 Locals benefitted with new roads



## Social

### School and Playground Development

Mar'26

- 🏠 Dishaan Hi-Tech
- ♦ School Infra Development
- 👥 School Students were primary beneficiaries



## Social

### Classroom/Lab Expansion

Mar'26

- 🏠 Lifeline Foundation
- ♦ School Infra Development
- 👥 School Students were primary beneficiaries





**TECHNO ELECTRIC & ENGINEERING  
COMPANY LIMITED**

# Thank You



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