

### Salasar Techno Engineering Limited

Date: 15.02.2025

To.

The Manager – Listing

National Stock Exchange of India Ltd. Exchange Plaza,

Bandra Kurla Complex Bandra East

Mumbai – 400051

Symbol - SALASAR

The Secretary

Corporate Relationship Dept.

**BSE** Limited

P. J. Tower, Dalal Street,

Mumbai – 400001 Scrip Code: 540642

SUB: Investor Presentation on Financial Results for Q3 FY25

Dear Sir/ Madam,

With reference to the captioned subject and in compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find enclosed herewith copy of Investor Presentation issued by the Company with regard to Financial Results of the Company for Q3 FY 2025.

You are requested to kindly take the same on record.

Yours faithfully,

For Salasar Techno Engineering Limited

MOHIT KUMAR GOEL

Digitally signed by MOHIT KUMAR GOEL Date: 2025.02.15 17:45:43 +05'30'

Mohit Kumar Goel Company Secretary & Compliance Officer

CIN No. - L23201UP2001PLC209751



Regd. Off. & Unit 1- Khasra 265, 281-288, Parsaun-Dasna, Jindal Nagar, Distt. Hapur-201015

Unit 2- Khasra 1184, 1185, Khera, Pilkhuwa, Tehsil Dhaulana, Distt. Hapur-245304

Unit 3- Khasra 686/6, Khera, Pilkhuwa, Tehsil Dhaulana, Distt. Hapur-245304

t -

+91 120 6546670 Fax: +91 11 45823834



towers@salasartechno.com marketing@salasartechno.com

+91 8938802180, 735199100**0** 



# SHAPING THE FUTURE OF INFRASTRUCTURE

WITH DEPENDABLE SOLUTIONS THAT ARE BUILT TO LAST

**BSE:** 540642 | **NSE:** SALASAR

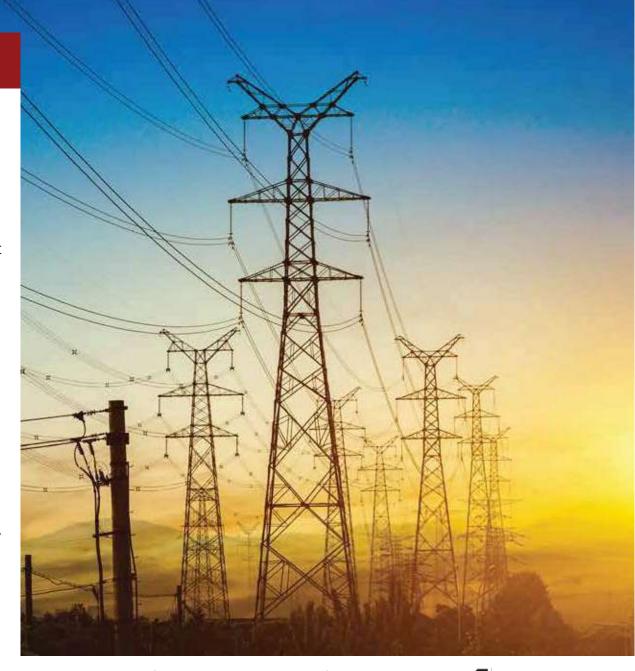


## **SAFE HARBOUR**

This presentation and the following discussion may contain "forward looking statements" by Salasar Techno Engineering Limited ("STEL" or "the Company") that are not historical in nature. These forward looking statements, include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections about the business, industry and markets in which Salasar operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond STEL's control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of Salasar.

In particular, such statements should not be regarded as a projection of future performance of STEL. It should be noted that the actual performance or achievements of STEL may vary significantly from such statements.



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- **INDUSTRY OVERVIEW & GROWTH OPPORTUNITIES**
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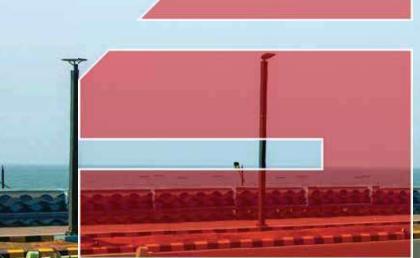


## **VISSION**

To make substantial contribution towards the development of National Infrastructure by providing technologically advanced solutions, and to play a critical role in making India the most preferred destination for the fulfilment of local and global infrastructural needs.

## **MISSION**

To be at the forefront of developing technologically advanced infrastructural solutions for our customers around the world.











### **OUR JOURNEY**

 Incorporated in the year 2006 and established itself as the industry leader in manufacturing and supply of Telecom Towers.

2006-2015

- Bagged project worth Rs. 2,280Mn. for rural electrification from PVVNL, UP.
- Introduced Telecom Monopoles
- Got listed on NSE and BSE Platform
- Introduced new products like high mast, stadium lights & flag poles, and smart city poles
- Increased its galvanizing capacity to 50,000 MTPA

2016-2017

- Received status of "Approved Vendor" from PGCIL.
- Commenced operations for transmission lines with first order coming from 'Central Organization of Railways' for track electrification worth Rs. 395
   Mn.
- Won an order worth Rs. 1,476
   Mn. from the state of Jharkhand, Haryana, and Orissa
- Won EPC order worth Rs. 559
   Mn. from Haryana Vidyut
   Prasaran Nigam Limited and
   UP Power Transmission
   Corporation Limited

2019







### 2020

- STEL received 2nd order under 2 year supply agreement with American Tower Corp worth Rs.73 Mn. for supply of towers in 5 African countries
- Secured a cumulative order worth Rs. 546.5 Mn. from Northern and Western Railways, AVAADA clean project, and electrification of railways in Lucknow

### 2021

- Embarked its journey into heavy steel and structure division by building roads and railway over bridges
- Ramped up production to meet increasing demand while aligning with Atmanirbhar Bharat values

### 2022

- Setting up foundational and operational infrastructure underway for seamless 5G connections in tier 1 and tier 2 cities which will stabilize revenue growth trajectory.
- Received two orders from PVVNL for Development of Distribution Infrastructure for Loss Reduction, worth ~Rs. 7,500 Mn.

### 2023

- Secured a Letter of Intent from Nepal Electricity Authority (NEA) worth Rs. 1,430 Mn.
- Bagged an EPC order worth Rs. 752.38
   Mn from Energy Development Corporation Limited for designing, supplying, and installing 110kv transmission line in Africa.
- Commenced 96,000 MTPA Galvanisation plant in Uttar Pradesh.
- Bagged an EPC order worth Rs. 3,640
   Mn from Tamil Nadu Generation and Distribution Corporation Limited (TANGEDCO)

### 2024

- Acquired M/s EMC Limited for Rs. 1,780 Mn
- Bagged orders worth Rs.
   10,337.8 Mn from Tamil Nadu Generation and Distribution Corporation Limited (TANGEDCO)

## WHO WE ARE ?



Salasar Techno Engineering Limited was incorporated in 2001, and in 2006, Mr. Alok Kumar and Mr Shashank Agarwal started the company's Telecom Tower business. Since then, the company has emerged as a prominent player in the Industry.

- o In the Manufacturing segment, we manufacture and supply galvanized and non galvanized steel structures (Towers) for critical applications, including power transmission, telecom towers, and railway electrification. We also manufacture and supply heavy steal structure such as bridge etc.
- o In the EPC sector, We delve into the business of Power Distribution, EHV Power Transmission Lines & Substations, Railway Overhead Electrification and Railway Track Laying.
  - EPC services are provided in the states Delhi, Haryana, Uttar Pradesh, Jharkhand, Himachal Pradesh, Assam, Gujarat, Rajasthan, Bihar, Orissa, Uttarakhand, Arunachal Pradesh and Tamil Nadu etc.
  - We boast of a dedicated team that covers the entire lifecycle right from Design, Manufacture, Installation & Commissioning of projects. We also offer customized solutions as per customer needs.
  - We successfully completed approximately **921.77 kilometers** of power transmission lines and **743 kilometers** of railway track.

**Business Verticals** 



**Telecom** 





Renewable



Heavy Structural Divisions



**Smart City** 

Specializing in both galvanized and non-galvanized steel structures, the company delivers a diverse array of infrastructure solutions. We also provide services of contractual galvanising for various leading companies like Immadi E- commerce, Zetwerk etc

## DISTINCTIVE MANUFACTURING STRENGTHS





### **Manufacturing Facilities:**

Operates three
state-of-the-art manufacturing plants in Uttar
Pradesh with a total
capacity of 211,000
MTPA, including 196,000
MTPA for tower manufacturing and galvanization, and 15,000 MTPA for the
Heavy Steel Structural
Division.



#### **In-House Capabilities:**

Features full in-house fabrication and hot-dip galvanizing facilities, enhancing the manufacturing of galvanized towers according to customer specifications.

### **New Galvanization Plant:**

- o Recently commissioned a new galvanization plant with a capacity of 96,000 MT per annum—one of the largest globally—designed to meet the growing demand for high-quality galvanized products across various industries, including monopoles, large structures, infrastructure, construction, and automotive.
- Galvanizing Plant Specifications: One of Asia's largest galvanizing plants with dimensions of 13m in length, 3m in width, and 3.6m in depth.



### **Advanced Equipment:**

Utilizes high-tech international machinery for production, including state-of-the-art bending machines capable of bending mild steel plates up to 30mm thick with precision, enabling tailored customer solutions.



### **Strategic Location:**

The facilities are strategically located to facilitate the procurement of quality raw materials at competitive prices. Company has three manufacturing units at Jindal Nagar, Hapur District (UP) and Khera Dehat, Hapur District (UP)



## **OUR BUSINESS AT GLANCE**



### SALASAR

### **MANUFACTURING**

#### Telecom

- Telecom Towers & Poles
- Cell on Wheels
- Accessories

#### **Power**

- Transmission Line Towers
- Substation Structures
- Transmission Line Monopoles

### **Railway Overhead Electrification Structures**

- Portals Masts
- Special Fabricated Masts
- Bridge Masts
- DFCC Structures
- Small Parts Steel

Wind

- Over Bridges
- Heavy & Complex Structures
- Light Building
- Pre Engineered

### Solar

- Module Mounting Structures
- Solar Street Light Poles

### Windmill Towers

### **Heavy Steel** Structures

- Structures
- Buildinas

Design, Supply, Erection, Testing, & Commissioning of Distribution Lines of 11kV and 33kV. LT Lines, and Transformers including transformer augmentation, feeder segregation, and RDSS works as per government schemes

POWER

DISTRIBUTION

LINES



### **POWER TRANSMISSION**

Design, Supply, Erection, Testing & Commissioning of Power Transmission Lines of 66kV, 132kV, 220 kV, 400kV. and 765kV.



### RAILWAY **ELECTRIFICATION**

**ENGINEERING PROCUREMENT & CONSTRUCTION (EPC)** 

Design, Supply, Erection, Testing & Commissioning of 25 kV, 50 Hz, Single Phase, AC. Electrification including normal Height OHE, High Rise OHE and TSS works



SUBSTATIONS



- Solar Trees
- Solar Water Pumps



## **CLIENTS CATERED**



STRONG AND DIVERSIFIED CLIENT BASE, CELEBRATED IN THEIR RESPECTIVE SECTORS HAS HELPED THE COMPANY TO ESTABLISH ITSELF **AS A KEY INDUSTRY PLAYER** 

**Telecom Sector** 

















**Power Sector** 



















Others / EPC

















**Overseas Clients** 

















and many more...





## **BUSINESS MODEL CANVAS**



### **EVOLVING BUSINESS**



### **REVENUE STREAM**

We have two revenue streams: the first is manufacturing, where we provide structures without participating in tenders, and the second is EPC, where we actively participate in the tendering



#### **COST STRUCTURE**

The facilities are strategically located to facilitate the procurement of quality raw materials at competitive prices.



#### **CUSTOMER SEGMENT**

In tower, heavy steel structures and EPC business, we deal with government and private clients. We serve both domestic and international customers. We have pan India presence and in overseas we are present in West Africa, East Africa, Central Africa, the Philippines, Saudi Arabia, Nepal, Myanmar, and many more. Global Footprint: serves 25+ countries.



#### **KEY ACTIVITIES**

The Company is primarily engaged in the business of manufacturing and sale of galvanized, non galvanized and heavy steel structures including telecom towers, transmission line towers including Railway Electrification (OHE) and solar panels. It is also engaged in EPC solutions by carrying out engineering, designing, fabrication, galvanization and deployment of towers, transmission lines and railway electrification



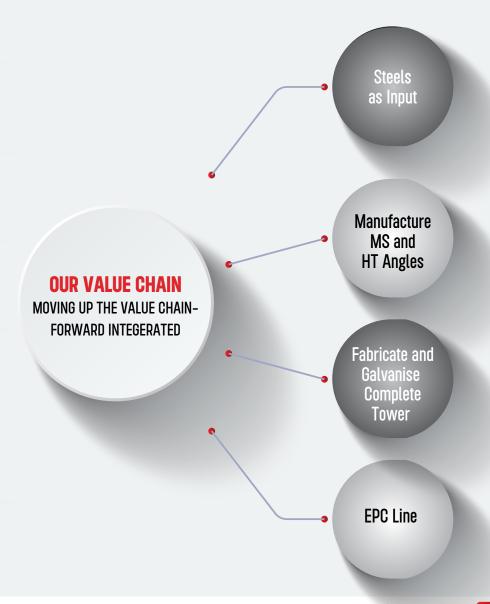
#### **KEY PARTNERS**

World's largest multinational corporations as trusted partners. Strong relationship with suppliers to assure reliable supplies.



#### **KEY RESOURCE**

The principal raw material is Steel shapes & sections which includes MS Plates, MS Angles, MS Pipes and Zinc. We source raw material from Tata Steel Ltd, Jindal Pipes



## FORGING THE PILLARS OF TRANSFORMATIONS



# **EMC ACQUISITION**

Salasar Techno has strategically acquired EMC Limited, a key player in the engineering, procurement, and construction (EPC) sector specializing in power transmission and distribution projects, for a cash consideration of ₹178 crore. The company conducted a preferential issue of ₹290.77 crores, with the majority of the funds allocated for acquisitions





With a history of exporting galvanized steel towers and hardware since the early 1970s, Salasar Techno is now pursuing turnkey EPC projects in power transmission and substations. The integration of EMC's capabilities positions the company as a qualified bidder for 765 kV transmission line and substation projects, a lucrative segment with limited competition.

This acquisition enhances Salasar Techno's operations by leveraging EMC's expertise in executing complex EPC orders and adding valuable immovable properties in prime locations as strategic assets.





EMC's ownership of a solar power plant, supported by a Power Purchase Agreement (PPA) with NTPC, introduces a sustainable energy dimension to Salasar Techno's portfolio, diversifying operations and providing a reliable income stream from renewable energy.





Additionally, the company has undertaken transmission line projects abroad and is currently executing a project in Tanzania with a local joint venture partner.

# **COLLABORATION-RAMBOLL INDIA**





Salasar has formed a technical collaboration with M/S Ramboll Telecom of Denmark, a recognized leader in innovative tower design with over 60 years of experience.

As Ramboll's largest partner, Salasar benefits from their expertise across diverse industries, including telecommunications, environment and health, buildings, transport, water, management consulting, and energy.



Ramboll's designs are time-tested, lighter in weight, and cost 20% less than conventional angular towers.

Ramboll has a significant presence in the Nordics, UK, North America, Continental Europe, the Middle East, and Asia-Pacific.

Investor Presentation Feb 2025



## **TOWARDS A GREENER TOMORROW**



# SALASAR TECHNO ENGINEERING'S STRATEGIC ESG INITIATIVES FOR SUSTAINABLE GROWTH

### **EMBRACING SUSTAINABILITY**

- o At a critical phase of integrating Environmental, Social, and Governance (ESG) principles into our core operations.
- o ESG focus is vital for achieving sustainable growth and long-term value creation.

### **AMBITIOUS SUSTAINABILITY TARGETS**

- o Reduce Scope 1 and 2 GHG emissions by 10% by 2030 (compared to 2023 baseline).
- o Achieve Zero Liquid Discharge (ZLD) certification for all plants by 2029.
- o Implement sustainable sourcing practices by 2028.

### **KEY PROGRESS AND ACHIEVEMENTS**

- o GHG emissions reduction efforts already in progress.
- o Stakeholder engagement exercise conducted for the 2023-2025 period.
- o ISO 20400 for sustainable procurement in planning stages.
- o Zero Liquid Discharge (ZLD) achieved in one plant.

### CONTINUOUS IMPROVEMENT AND FUTURE FOCUS

- o Committed to ongoing reviews and refinements in sustainability practices.
- o Focus on innovation, collaboration, and proactive engagement to meet targets.
- o Aims to create a sustainable and inclusive future for Salasar Techno Engineering and its stakeholders.

## **KEY INDICATORS**



### 600+ Clients

and customers served



Supplied 50,000+ **Telecom** 



Towers



Laid ~921.77 of Power Transmission Line Kms



Laid ~743 Railway track km



Zero

Defect Production



**Capacity** 

Utilisation stood at 55%



Serves 25+ countries



## **WE OCCUPY A DISTINCTIVE POSITION**



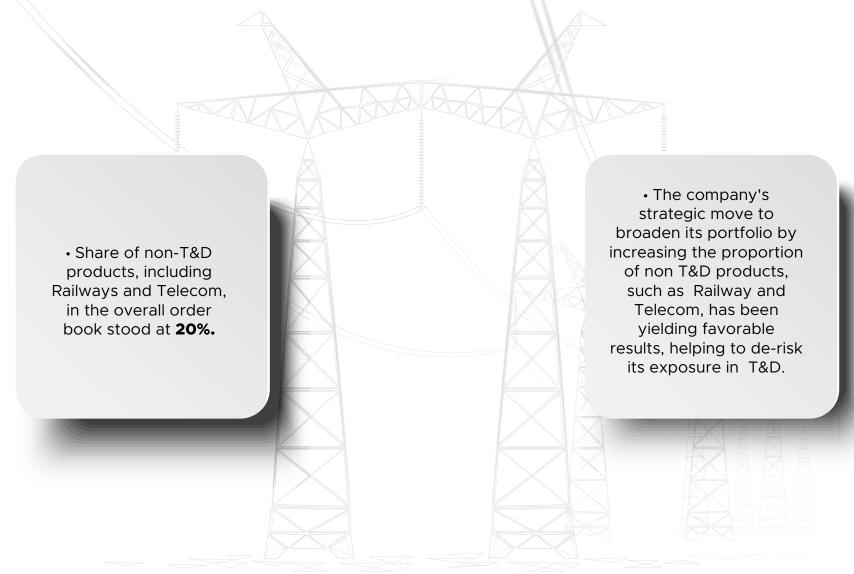
### **Forward Integrated**

### **Hold Sizeable Position in Monopoles-**

- o Monopoles, previously popular only in the US and Europe, are gaining traction in India due to their advantages over lattice towers, including reduced space requirements, faster erection, and shorter delivery times.
- o Their smaller base installation makes them an eco-friendly option, even for high-rise poles of 40 to 50 meters.
- o The Company is well-positioned to become the preferred partner for both national and international clients.
- **Largest Galvanised Plant in Asia**
- Strategic collaboration with Romboll
- Robust Order Book Size as on 31st Dec 2024 stood at 21,979.7 Mn
- **Significant Success Rate in Tender Participation**
- **Upgradation in Credit Rating**
  - o Infomerics Valuation and Ratings Pvt. Ltd. has upgraded the rating of the Company's Long-Term Bank Facilities from "IVR A/Stable" to "IVR A/Positive.
- **Inhouse Design capabilities**
- Diversification in geography, clients and sectors
- The shortest delivery windows in the industry
- STEL's dedication to excellence in its framework and implementation has garnered several international accolades and certifications, including ISO 45001:2018 for Occupational Health and Safety Management Systems, ISO 14001:2015 for Environmental Management Systems, and ISO 9001:2015 for Quality Management Systems.
- Certified by CORE and is an approved vendor of PowerGrid Corporation Limited

## **ORDER BOOK HIGHLIGHTS**





## ORDER BOOK POSITION & COMPOSITION



AS ON 31<sup>ST</sup> DEC 2024, STEL HAS A STRONG DIVERSIFIED ORDER BOOK WORTH RS. 21,979.7 MN. PROVIDING STRONG REVENUE VISIBILITY

\*(Rs In Mn)

| Particulars  | *Value   |
|--|----------|
| Domestic Epc Orders  | 18,229.2 |
| International Epc Orders   | 2,406.0  |
| Manufacturing Orders Outstanding Under<br>New Heavy Steel Structure Plant  | 399.7    |
| Monopoles Orders In Hand   | 393.2    |
| Exports Order In Hand (Telecom Towers And Poles Etc)   | 551.6    |
| Total Orders As On 31st Dec 2024   | 21,979.7 |
| Over & above the current order book, STEL has regular monthly orders of telecom towers worth ~Rs. 300 to 350 Mn. | f        |

## ORDER BOOK PIE

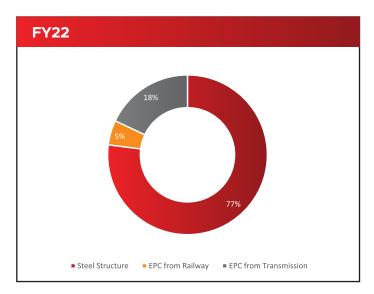


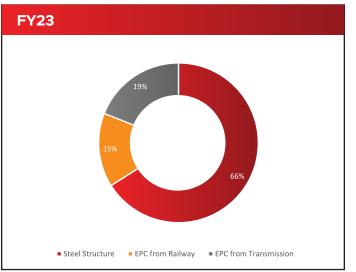
### **TOTAL ORDERS (MILLIONS)**

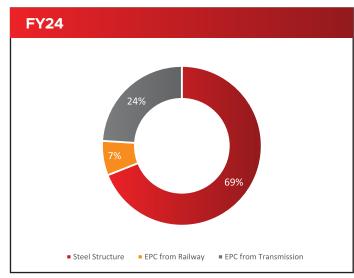


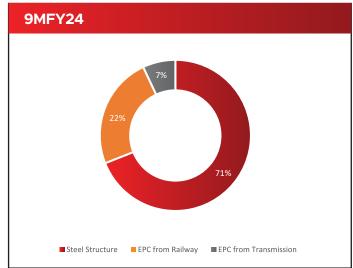
## **SEGMENTAL REVENUE BREAKUP**

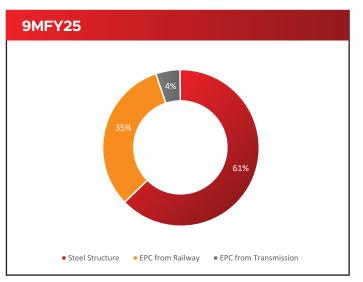








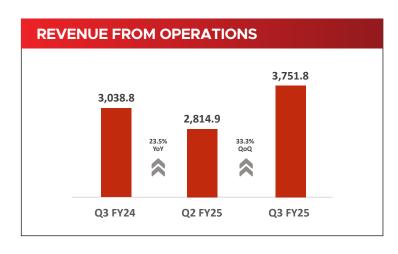


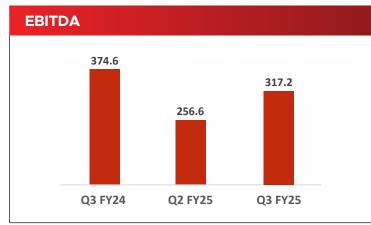


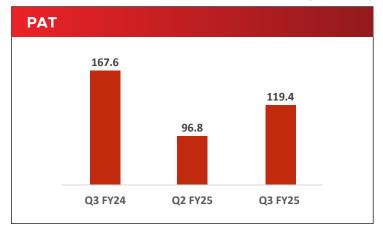
# **KEY FINANCIAL METRICS – QUARTERLY**

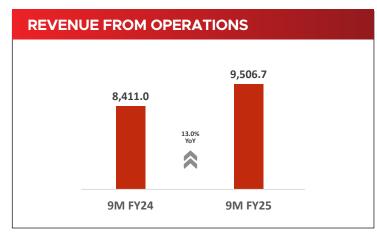


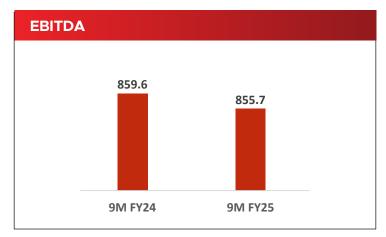
(Rs In Mn)

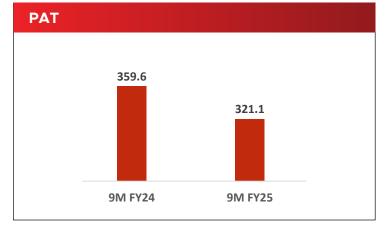












## **CONSOLIDATED INCOME STATEMENT - QUARTERLY**



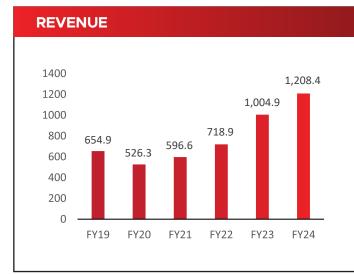
| Particulars (Rs. In Mn)  | Q3FY25  | Q3FY24  | YoY (%) | Q2FY25  | 9MFY25  | 9MFY24  | YoY (%) |
|--|---------|---------|---------|---------|---------|---------|---------|
| Revenue From Operations  | 3,751.8 | 3,038.8 | 23.5%   | 2,814.9 | 9,506.7 | 8,411.0 | 13.0%   |
| Other Income   | 7.1     | 4.6     |         | 17.4    | 33.5    | 12.7    |         |
| Total Revenue  | 3,758.9 | 3043.5  |         | 2,832.3 | 9,540.2 | 8,423.7 |         |
| Total Expenses Excluding Depreciation,<br>Amortization, And Finance Cost | 3,434.7 | 2,664.2 |         | 2,558.3 | 8,651.0 | 7,551.4 |         |
| *EBITDA  | 317.2   | 374.6   |         | 256.6   | 855.7   | 859.6   |         |
| Depreciation & Amortization  | 30.9    | 28.0    |         | 30.6    | 91.6    | 73.2    |         |
| Finance Cost   | 130.8   | 120.0   |         | 118.8   | 369.7   | 307.9   |         |
| РВТ  | 162.5   | 231.3   |         | 124.5   | 420.9   | 491.2   |         |
| Tax Expense  | 43.1    | 63.7    |         | 27.7    | 106.8   | 131.6   |         |
| PAT  | 119.4   | 167.6   |         | 96.8    | 321.1   | 359.6   |         |
| Diluted EPS  | 0.07    | 0.07    |         | 0.06    | 0.19    | 0.23    |         |

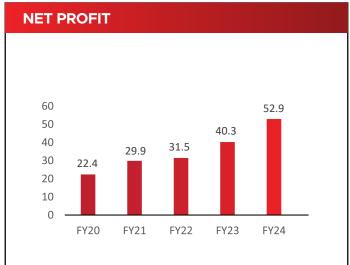
\*EBITDA (Excluding Other Income)

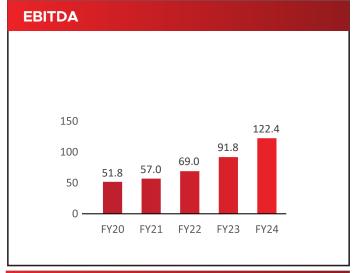
## **KEY FINANCIAL METRICS - YEARLY**

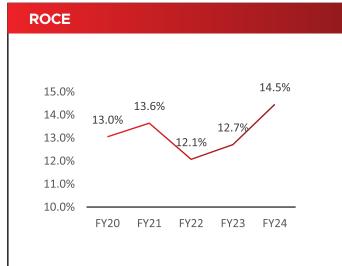


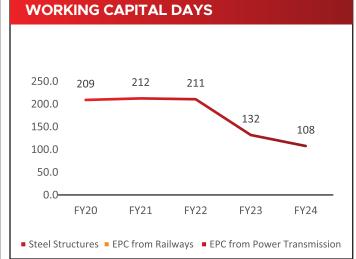
(Rs In Cr)

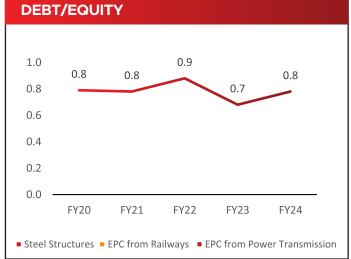








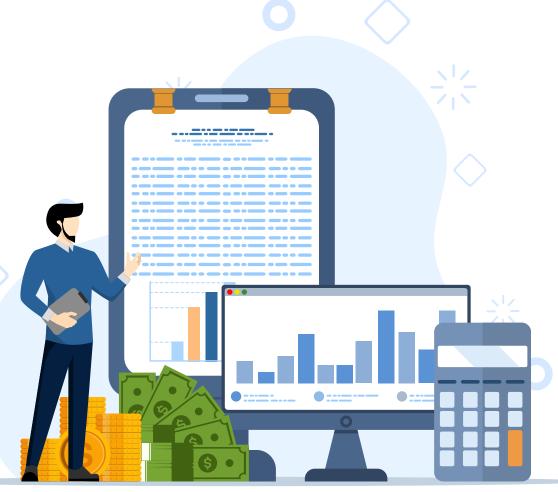




# CONSOLIDATED INCOME STATEMENT - YEARLY



| INR Crore        | FY20  | FY21  | FY22  | FY23    | FY24    |
|------------------|-------|-------|-------|---------|---------|
| Revenue          | 526.3 | 596.6 | 718.9 | 1,004.9 | 1,208.4 |
| Revenue % Growth |       | 13.4% | 20.5% | 39.8%   | 20.3%   |
| EBITDA (Ex OI)   | 51.8  | 57.0  | 69.0  | 91.8    | 122.4   |
| EBITDA Margin%   | 9.8%  | 9.6%  | 9.6%  | 9.1%    | 10.1%   |
| EBIT             | 48.5  | 61.6  | 64.1  | 85.7    | 115.7   |
| EBIT Margin%     | 9.2%  | 10.3% | 8.9%  | 8.5%    | 9.6%    |
| PAT              | 22.4  | 29.9  | 31.5  | 40.3    | 52.9    |
| PAT Margin%      | 4.3%  | 5.0%  | 4.4%  | 4.0%    | 4.4%    |



# **CONSOLIDATED BALANCE SHEET - YEARLY**



### **BALANCE SHEET**

| Assets                   | FY22     | FY23     | FY24       |
|--------------------------|----------|----------|------------|
| PP&E                     | 12,491.5 | 15,921.6 | 22,634.2   |
| Capital work in progress | 551.9    | 2,140.9  | -          |
| Other intangible assets  | 35.6     | 29.1     | 27.7       |
| Right of use assets      | 88.3     | 1,260.1  | 1,239.4    |
| Other financial assets   | 2,320.7  | 1,478.3  | 3,405.3    |
| Other non-current assets | 1,045.1  | 376.3    | 102.6      |
| Total Non-Current Assets | 16,533.1 | 21,206.2 | 27,409.1   |
| Inventories              | 15,236.4 | 26,274.4 | 33,911.4   |
| Investments              | 5.4      | 5.2      | 7.1        |
| Trade receivables        | 29,270.1 | 32,983.1 | 32,386.7   |
| Cash & cash equivalents  | 27.7     | 42.7     | 260.0      |
| Other financial assets   | 2,531.8  | 5,369.7  | 14,885.5   |
| Bank                     | 1,026.2  | 2,078.5  | 2,674.0    |
| Other current assets     | 3,521.3  | 3,454.8  | 3,555.0    |
| Current tax assets(Net)  | 109.6    | -        | -          |
| Total Current Assets     | 51,728.4 | 70,208.3 | 87,679.7   |
| Total Assets             | 68,261.5 | 91,414.5 | 1,15,088.8 |

### **EQUITY & LIABILITIES**

(Rs In Lakhs)

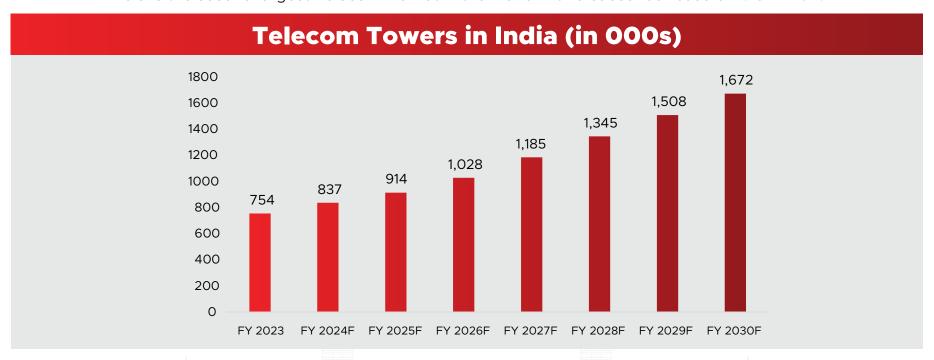
| Equity & Liabilities          | FY22     | FY23     | FY24       |
|-------------------------------|----------|----------|------------|
| Equity share capital          | 2,857.1  | 3,157.1  | 15,785.3   |
| Other equity                  | 25,343.1 | 36,894.3 | 29,245.3   |
| Non-Controlling Interest      | 31.9     | 40.2     | 40.3       |
| Total Equity                  | 28,232.0 | 40,091.5 | 45,070.9   |
| Borrowings                    | 4,334.3  | 4,024.1  | 3,941.1    |
| Provisions                    | 324.3    | 367.9    | 445.9      |
| Deferred tax liability (Net)  | 498.3    | 510.1    | 627.5      |
| Lease liabilities             | 13.5     | 132.5    | 132.4      |
| Other non-current Liabilities | 9.2      | 8.5      | 7.7        |
| Total Non-Current Liabilities | 5,179.7  | 5,043.0  | 5,154.6    |
| Borrowings                    | 20,523.3 | 23,164.0 | 30,931.1   |
| Trade payables                | 5,085.1  | 7,261.8  | 10,244.0   |
| Other financial liabilities   | 2.4      | 2.2      | 2.5        |
| Provisions                    | 29.4     | 47.3     | 43.4       |
| Other current liabilities     | 9,209.4  | 15,677.3 | 23,576.3   |
| Current tax liabilities       | -        | 127.4    | 66.3       |
| Total Current Liabilities     | 34,849.7 | 46,280.0 | 64,863.4   |
| Total Equity & Liabilities    | 68,261.5 | 91,414.5 | 1,15,088.9 |



### TELECOM SECTOR



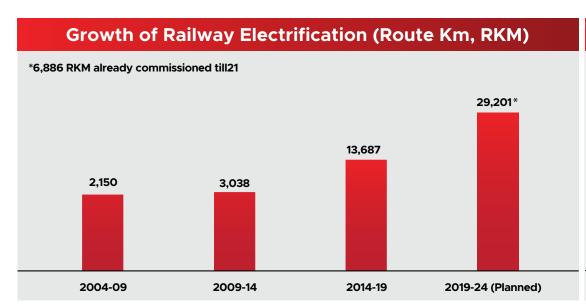
India is the second largest Telecom market in the world with a subscriber base of 1.18 Billion.

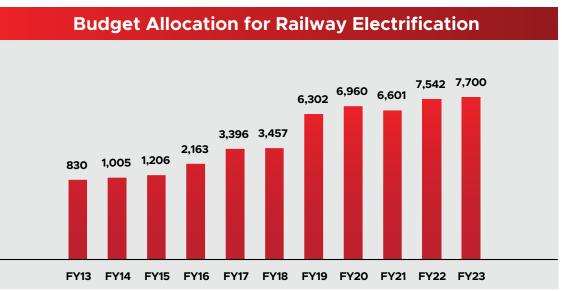


- Indian government is backing telecom infrastructure with plans to add 8 lac new mobile towers over the next 2 years
- As the rollout of 5G begins, demand for telecom towers in next 10 years is expected to be greater than in the last 25 years
- Total telecom tower base in India is expected to reach nearly **16.70 lakhs** by FY 2030, from current base of 7.54 lakhs towers.
- This would result in addition of 1.30 lakhs towers per annum, up from current yearly addition of 60 to 70 thousand telecom towers per annum.
- Furthermore, the government's commitment to strengthen the nationwide 4G infrastructure provides significant growth potential

## **RAILWAY SECTOR**



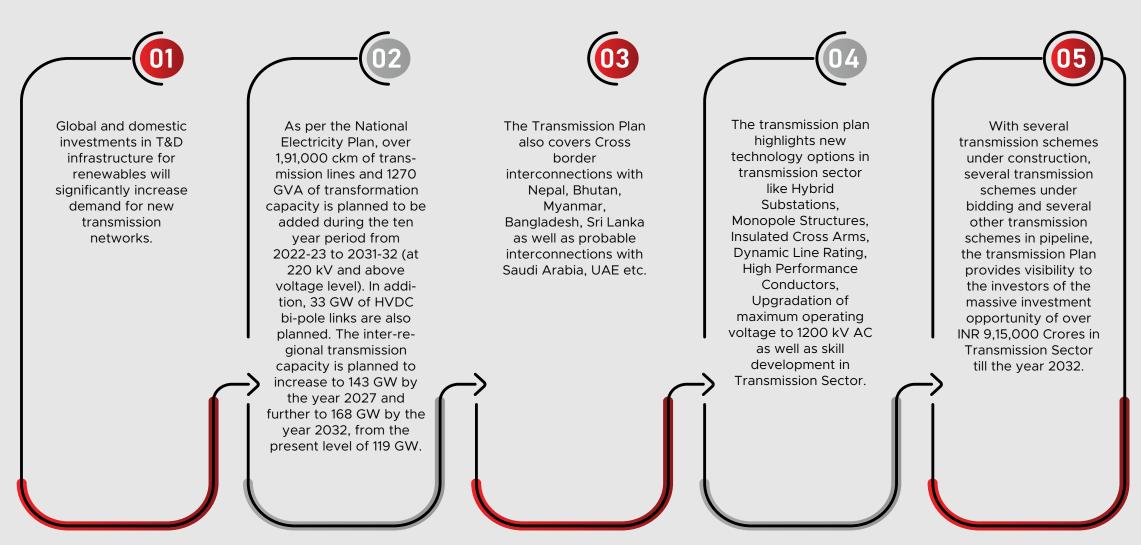




- As of Feb 2024, **61,813 km** length of Broad-Gauge network has been electrified. With this, Indian Railways is rapidly progressing towards its target of 100% electrification and becoming the largest green railway network in the world. Indian Railways (IR) is rapidly progressing to accomplish Mission.
- India is making strides toward complete electrification of its rail network, with a dedicated budget of Rs 6,500 crore allocated for 2024-25
- Within the allocated funds of **2.52 Lakh crore** to the Ministry of Railways, a significant portion of **1.07 Lakh crore** has been designated for CAPEX purposes.
- Close to **30 Billion units** of electricity shall be required for railway electrification on annual basis by 2024 creating a massive opportunity for overhead line equipment suppliers to supply for the equipment like conductors, transformers, and distribution utilities.
- Sub-station capacity to enhance leading to opportunities for transmission and distribution utilities creating a multitude of opportunities for EPC contractors.

### **POWER T&D**

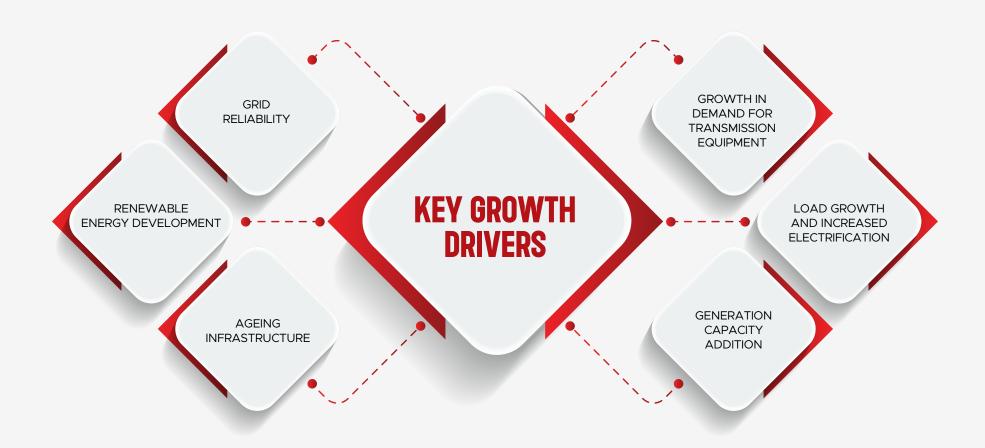




https://pib.gov.in/PressReleasePage.aspx?PRID=2064751

# POWER T&D LINES—SEIZING THE OPPORTUNITY





## **OUR MANAGEMENT**





Mr. Alok Kumar

Chairman & Managing Director

B.Sc. from Punjab University.

With an experience spanning over 4 decades in trading, manufacturing & fabrication of iron & steel, he started his journey as a Managing Partner in Gupta Traders & thereafter from 1959 operated two foundry units of C.I. casting namely Capital Founders & Capital Udyog.



Mr. Shashank Agarwal

Joint Managing Director

B.E. (Mech) from MIT, Manipal.

With an experience spanning 25+ years, Mr. Shashank has built the company from scratch with the help of other directors & was the driving force behind the company's IPO in 2017.

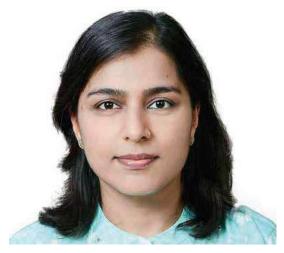


Mr. Shalabh Agarwal

Whole Time Director

B.E. (Mech) from MIT, Manipal.

With a professional experience of 20+ Years, Mr. Shalabh is at the forefront of all the innovation that takes place at the company fromtechnological to procedural & looks after Salasar's power vertical.



**Ms. Tripti Gupta** 

Whole Time Director

B.Com from SRCC, Delhi and MBA in Finance from IMT, Nagpur.

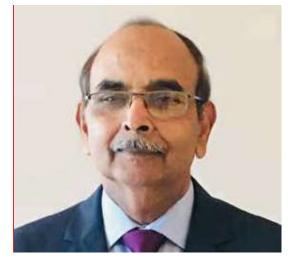
With a decades experience in strategic management, policy-making, business development, & various other corporate matters; Tripti Gupta has been the pillar of strength for Salasar since 2014.

## **OUR MANAGEMENT**











### Mr. Rajesh Agarwal

Independent & Non-Executive Director

Mechanical Engineering (CEI – London), Metallurgical Engineering (IE – India), & Electrical Engineering (IE – India).

Rajesh Agrawal is a distinguished & highly accomplished professional with an extensive career spanning across government, industry, & international domains. He holds degrees in Mechanical Engineering (CEI – London), Metallurgical Engineering (IE – India), & Electrical Engineering (IE – India). Throughout his career, Mr. Agrawal has held prominent positions, including serving as the Principal Advisor for Tata Steel (NMB) & as a Member of the Railway Board (APEX Grade) in the Government of India.

### Mr. Jai Krishan Aggarwal

Independent & Non-Executive Director

Chartered Accountant

Mr. Jai Krishan Aggarwal is a Chartered Accountant with over three decades of professional experience in accounting, taxation, & corporate law.He is the promoter partner of a well-regarded CA firm & a Fellow member of the Institute of Chartered Accountants of India (ICAI).

### Mr. Mukesh Kumar Garg

Independent & Non-Executive Director

B.Tech Civil Engineering, M.Tech Structural Engineering, PGDIM & PGDM/IGNOU.

An ex-CAO of North Central Railway, Mr. Mukesh uses his experience of planning, executing, and managing costs of tenders worth several hundred crores to advise the company

### Mrs. Garima Dhamija

Independent & Non-Executive Director

MBA from IIM, Kozhikode & Masters in Economics from Punjab University.

A Hogan and OPQ Certified Assessor, Mrs.
Garim is certified in coaching through
Emotional Intelligence. Her one-on-one
work with senior leaders in businesses has
been acknowledged for creating long
term impact on individuals.



## **THANK YOU**

For further information on the Company,

Please visit: www.salasartechno.com

**Email:** compliance@salasartechno.com

Contact: +91 172466 7111

### Captive IR Strategic Advisors Pvt. Ltd.

Krunal Shah/ Vinayak Shirodkar Email: krunal@cap-ir.com/ vinayak@cap-ir.com Contact: +91 8828297287