TECHNO ELECTRIC & ENGINEERING COMPANY LIMITED

AN INVESTOR PRESENTATION

Quarter Ended June, 2021

TABLE OF CONTENTS

Corporate Overview

POWERING VALUE CREATION

Techno Electric & Engineering Company Limited (TEECL)
is among India's largest in power-infrastructure companies. It is one of the most attractive proxies of India's power sector, headquartered in Kolkata.

40+ Years
of rich experience in the power sector EPC

400+ Projects
completed since inception

25+ Years
of average experience of core engineering team

400 Professionals
in team (engineering, commercial, graduates and postgraduates)

AA Long Term

A1+ Short Term

BSE, NSE
listed

PROGRESSING WITH CONFIDENCE

Addresses complete solutions for power and related sectors

Engaged in three* primary business types

- EPC
- Asset Ownership
- Operations and Maintenance

Deepening footprints across three power sector segments

- Generation
- Transmission
- Distribution
- Industrial

Lifecycle engagement

- Design to Commissioning Handover to Maintenance Operation Management

*** TEECL is divesting its renewable energy assets to concentrate more on its core businesses of EPC and Transmission Asset Ownership.**

PROGRESSING WITH CONFIDENCE - (Contd.)

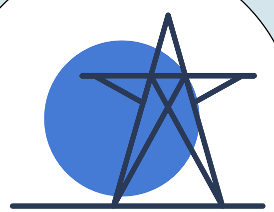
KEY MILESTONES

1980

Launched EPC services

2009

Entered renewable energy generation



2010

Initiated transmission Asset Ownership

ADVANCING WITH EXPERIENCE AND EXPERTISE

EPC PPP Transmission Green Power

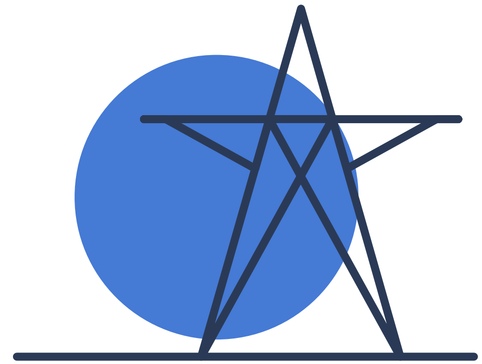
- Transmission & Distribution
- Advanced Metering Infrastructure (Smart Metering)
- Balance of plant
- Captive waste heat recovery and upto 200 MW of conventional power plant on turnkey basis
- Flue Gas Desulfurization Plant
- Solutions for power-intensive industries
- Less capital-intensive, high risk-reward ratio
- EPC segment contributes 90% of total revenues and 66% of total EBIDTA of FY21

ADVANCING WITH EXPERIENCE AND EXPERTISE

EPC

PPP Transmission

Green Power



- Build Own Operate and Transfer (BOOT)
- Build Own Operate and Maintain (BOOM)
- Provide annuity income
- Capital intensive
- Modest ROE
- Stable multi-year income/cash flow
- In-house EPC business
- O&M revenues

ADVANCING WITH EXPERIENCE AND EXPERTISE

EPC

PPP Transmission

Green Power

- Capital-intensive
- Modest IRR
- Multi-year stable income/cash flows
- Green Power contributes 10% of total revenues and 34% of total EBIDTA of FY21

ENGINEERING THAT IS DIFFERENT

Techno Electric & Engineering Company Limited

EPC

Power Generation

Transmission and Distribution

Industrial Sector

WIND GENERATION

129.9 MW Wind Energy Generation

LINKAGE

26%

Kohima Mariani Transmission Limited

Build a Transmission network of 400 kV; 253 km transmission line and Substations of 400/220 kV (No. Bays : 8/6) at Kohima, Nagaland on Build, Own, Operate and Maintain (BOOM) basis for 35 years

* TEECL has entered into definitive agreement with CLP India private limited to sell its 26% stake in Kohima Mariani Transmission Limited (KMTL) at Enterprise Value of ₹ 1800 crores

ONCE A CUSTOMER, ALWAYS A CUSTOMER

TEECL primarily serves CPSUs, state-run utilities and private sector customers (captive power plant and power distribution system for power intensive industries). Over the years, it

- Helped build 50% of India's national power grid
- Engaged with over 50% NTPC projects of various capacities
- Bagged multi-year engagements with marquee PSUs
- Provided power distribution solutions to major oil refineries
- Collaborated with aluminium smelters for their power solutions

The Company follows the operating philosophy of
'Once a customer, always a customer'.

Domestic

International

GROWING RECOGNITION

Certificate of appreciation from JBVNL for 100% electrification in Dhanbad in 2018

Best player in 765 KV AIS Substation Construction in India in 2018' by PGCIL

IEI Industry Excellence Award, 2016

Meritorious Performance in Power Sector in 2011-12 by Ministry of Power

- Awarded Certificate of appreciation from Kerala State Electricity Board in 2021 for completion of 400 KV Bay extension works at Madakathara
- Awarded Certificate of appreciation from Jharkhand Bijli Vitran Nigam Ltd. for 100% electrification in Dhanbad district in 2018
- Received Safety Award from NTPC in 2018 for 'Best HSE Performance at Kudgi Site.
- Received award from PGCIL in 2018 as 'Best player in 765 KV AIS Substation Construction in India'
- Awarded Certificate of appreciation from North Bihar Power Distribution Co. Ltd. and Bihar State Power (Holding) Company Limited in 2016
- Won IEI Industry Excellence Award 2016 from the Institution of Engineers (India) for demonstrating Highest Order of Business Excellence
- Conferred with Best Performance & Safety award 2016, 2015, 2014 and 2013 from Power Grid Corporation
- Bagged National award for meritorious performance in the power sector from the Ministry of Power, 2014
- Recognised as 'Best Under a Billion'–Top 200 small and mid-cap companies by Forbes in 2008

CAPABLE LEADERSHIP

Mr P. P. Gupta
Key Promoter and Managing Director

Qualification

- Postgraduate in Management (IIM, Ahmedabad)
- Honours graduate in Industrial Engineering

Experience

- Merchant banker with National Grindlays Bank
- Management consultant deputed to BHEL

Association with TEECL

- Grew TEECL into prominent Indian EPC company in power generation and transmission PPP linkages
- Joined TEECL since 1980

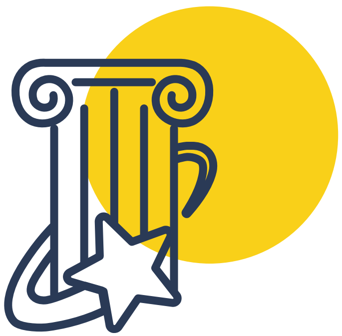
Industry Engagements

- Served industry associations like IEEMA, Confederation of Indian Industry, IIPW and IIW, Vice President of Indian Electricals and Electronics Manufacturers Association

Recognitions

- Acknowledged as top 100 Indian CEOs by Business Today – PWC 2016-17

LEVERAGING OPPORTUNITIES



TEECL is geared to capitalise on the opportunities offered and bid for the projects that come in years ahead.

Policies to influence the power industry

- 450 GW total generation capacity target by 2022
- 280 GW total capacity in demand till 2022
- 85 GW fresh capacity addition with 35% in private sector by 2022
- 118GW expected increase in inter-regional capacity in FY22 from 63 GW in FY17
- 5,00,000 MVA target substation capacity
- 1,30,000 MVA additional capacity target
- Rising private sector participation through TBCB and VGF scheme
- State DISCOMS and TRANSCOS expected to strengthen T&D infrastructure as part of UDAY# scheme
- New tariff policy, will ensure subsidy disbursement through DBT route.
- The Discoms will be liable to supply power 24x7 and failing which, they will have to compensate the consumers.
- The power suppliers will soon be in place whereas Discoms may continue with its monopoly of wires in the meantime.

Investment roadmap of industry

- ₹ 2,600 billion total transmission sector investments, of which ₹ 1,600 billion in 400 KV and ₹ 1,000 billion in 220 KV
- ₹ 1,000 billion worth projects to be allocated, ₹ 74 billion worth additional projects identified
- ₹ 72 billion investments from government projects like IPDS* and DDUGY^ in FY18-22.
- Finance Minister have allocated Rs 3.03 lakh crores for reform based, result linked power distribution scheme, which she had announced in Union Budget 2021-22.
- Transmission infrastructure for renewable power capacity creation i.e.,175 GW already approved and to be tendered out by this calendar year.
- The tenders for 50GW of transmission capacity stands bidding and for another 66.5 GW is in the bidding process and for the last lot the dates are yet to be released.
- Various SEB and private sector have firm plans to implement FGD system. Overall plan for the government is to implement the FGD system for 123 GW by 2024 in India.
- The finance minister announced that 25 crore smart meters, 10,000 feeders and 4 lakh kilometer of LT overhead lines have been planned.

#Ujwal DISCOM Assurance Yojana (UDAY) | *Integrated Power Development Scheme (IPDS) | ^Deen Dayal Upadhyaya Gram Jyoti Yojana (DDUGY)

UTILISING CORPORATE STRENGTH

TEECL's strengths stem form the following abilities:

- Consistent upgradation to industry-next technology
- Ability to embrace challenges
- Efficient working capital management
- Rich terrain understanding
- On-time project completion
- Cost-effectiveness
- Partnership with large international manufacturers
- Robust vendor eco-system

UTILISING
CORPORATE STRENGTH - (Contd.)

- Constantly improving focus on customer-centricity and contractual obligations.
- Quicker project completion than industry standards
- Recorded low gearing, high credit rating, low-cost debt
- Delivered most EPC and Transmission Asset Ownership on or before schedule
- Management of customer expectations and contractual Obligations
- Zero Penalty Record

Business Segment Review

- **EPC**
- Transmission Asset Ownership
- Green Power

DELIVERING CONSISTENTLY

Key highlights for FY 2021-22

» 68%

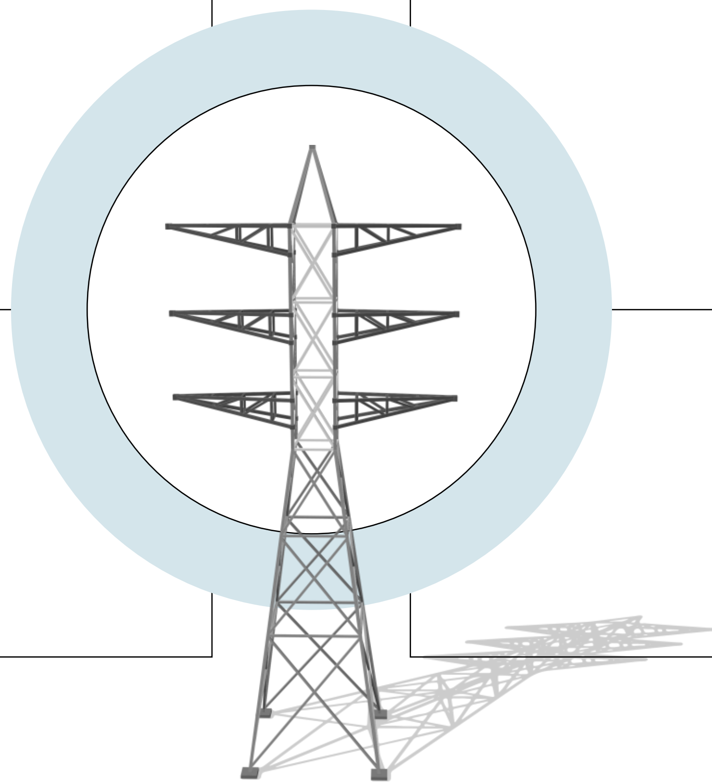
ROCE of EPC as on 31 March, 2021

» ₹ 18,447 million

size of order book as on 30th June, 2021

» 24 months

revenue visibility



» ₹ 2,500+ million

annual cash surplus

» 15%

EPC EBIDTA Margin over the last 5 years

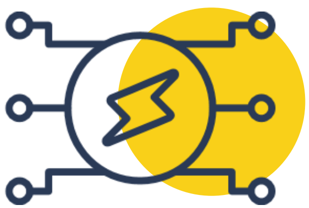
» 90%

Revenue of the total business from EPC as on 31 March, 2021

* We are L1 in various orders totalling to around Rs 400 crores

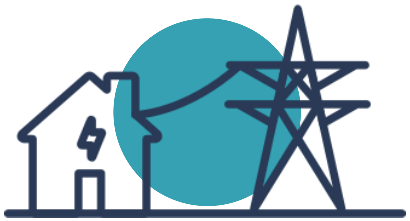
MAJOR DOMAINS OF OPERATIONS

Power Generation



- Turnkey solutions to captive power plants
- Balance of Plant
- Flue Gas Desulfurization

Transmission and Distribution



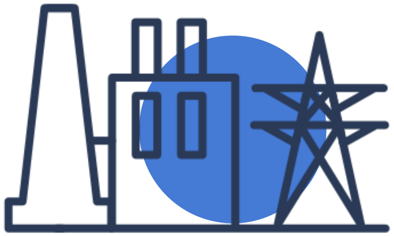
EHV substations

- EHV substations up to 765 kV (AIS/GIS)
- STATCOM installation up to 250 MVaR

Distribution

- Advanced Metering Infrastructure
- Distribution systems management (APDRP*)
- Rajiv Gandhi Gramin Vidyutikaran Yojna (RGGVY)

Industrial Sector



- Power distribution systems to power intensive industries
- Offsite piping systems
- Oil handling plant process industries
- Naptha and Diesel based system for turbine based power plant
- Water and allied system
- Fire protection system
- Plant electrical and illumination system

***Accelerated Power Development and Reforms Programme**

OPERATING PHILOSOPHIES

- Well-planned projects executed in sync with cash flow and contractual obligations
- Focus on PAT/retained cash (not size of order book)
- Conservative project management approach
- Cash rich; low gearing; income mix (lumpy and annuity)
- Zero penalty record;
- Marginal working capital outlay
- De-risked: bid with own cash; work for CPSUs or bilaterally/multi-laterally funded SEB projects
- Conservative accounting policy
- 90-day receivables, quicker than industry standard (without considering retention)
- Quality assets for national benefit

EPC ORDER BOOK
AS ON 30th June, 2021

Segment-wise order book for the quarter ended 30th June, 2021

» ₹ 2,664 million

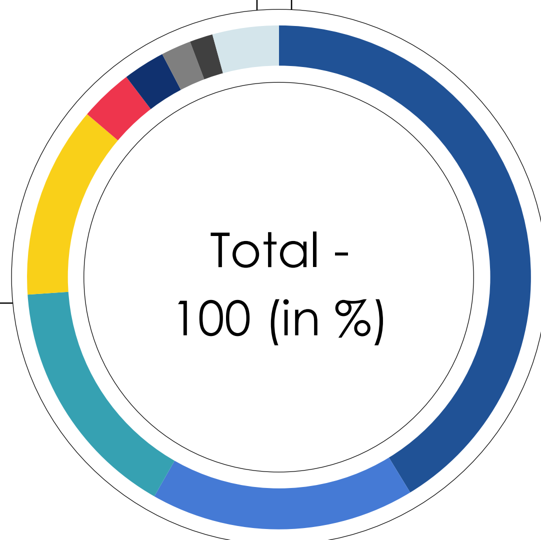
Generation

» ₹ 9,9520 million

Transmission

» ₹ 5,832 million

Distribution



	Name of the client	Amount in mn
22.61%	REC Power Distribution Co. Ltd (JKPDD)	5,104.1
16.75%	PGCIL	2,903.1
14.67%	Damodar Valley Corporation	2,569.1
10.83%	Sterlite Grid 18 Limited	2,001.1
10.60%	Rampur Sambhal Transco Ltd., Rampur	1,751.6
4.33%	CEB) Togo	689.3
3.57%	Kerala State Electricuty Board	525.1
3.10%	DABS, Afghanistan	475.3
13.56%	Others	2,428.5
	Total	**18,447.1**

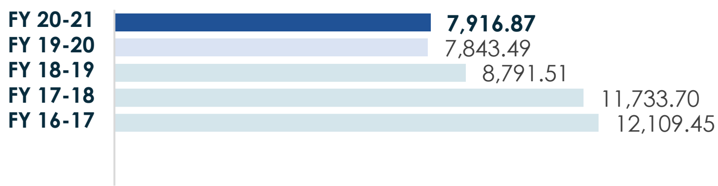
* We are L1 in various orders totalling to around Rs 400 crores

EPC FINANCIALS OVER THE YEARS

EPC Financials

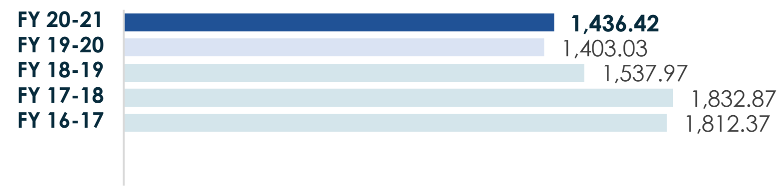
Revenue

(₹ in mn)



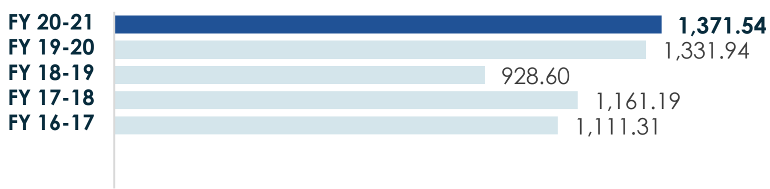
EBITDA

(₹ in mn)



PAT

(₹ in mn)



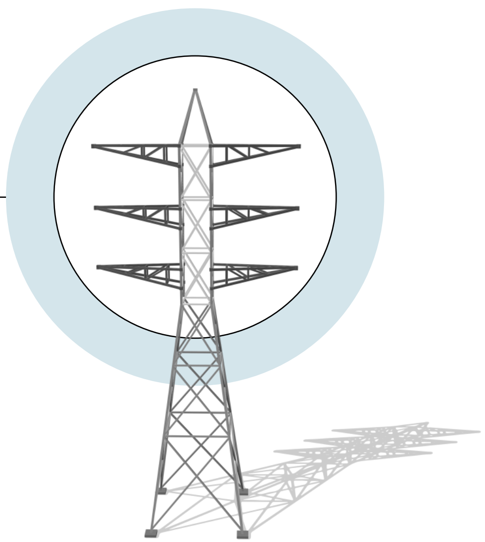
Market conditions that defined TEECL's financials:

- In FY18, first quarter revenues were accounted inclusive of taxes
- Post GST* revenues are recorded exclusive of taxes

***Goods and Services Tax**

PROMISING
FUTURE OWING TO (Contd.)

1 Data Centres



India is on the verge of a digital explosion and India's Data Centre industry is a crucial enabler to drive the country's Digital India dream.

India has around 375 MW of Data Centre in H12020, The data centre industry revenue in India was US $ 1.2 billion in 2019. India is blessed to have 17 under – sea cable and 29 landing station in 2019. Critical drivers for the growth of data centre industry in India are

- Growing internet users - 637 million
- Rising average data consumption - 12 GB/user/month
- Highest Social media users [300 million (Facebook), 400 million (WhatsApp)]
- Cheapest cost globally i.e.
  USA: US$12/GB ; Global average: US$8.5/GB; **India: US$0.26/GB**
- Rising volumes of digital transactions (100 billion in 2016-17 vis-à-vis 313 billion in 2018-19)

India is heading towards a Data Centre Capacity of 1 GW by 2025, with a industry revenue od around US $4-5 billion.

Techno is all set to foray into this industry as the company is in fine position to execute the project for setting up of the data centres.

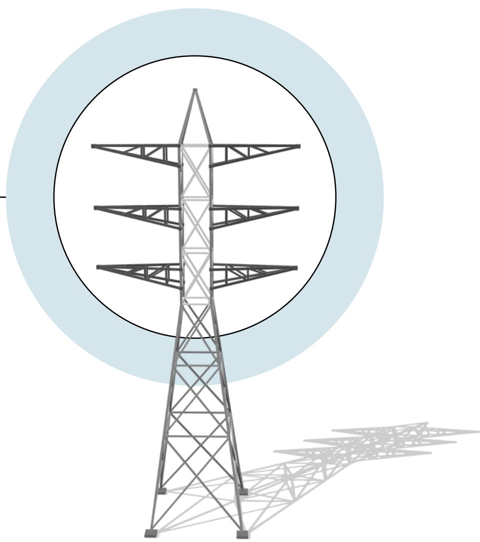
MEP (Mechanical, Electrical in Power sector) contributes around 50-60% of the total project cost, wherein Techno has an experience of over 2 decades.

Techno has planned for develop hyper-density Data Centres of 250 MW by FY2026 across India.

Techno has already started working on 25-30 MW Data Centre in Chennai.

PROMISING FUTURE OWING TO (Contd.)

2 Advanced Metering Infrastructure (Smart Metering)



Working to rapidly establish its stated goal of pan-India universal electricity access, the government of India is enabling Smart Grids which can offer affordability and other benefits to consumers. The first step towards realizing Smart Grids is the implementation of Advanced Metering Infrastructure (AMI).

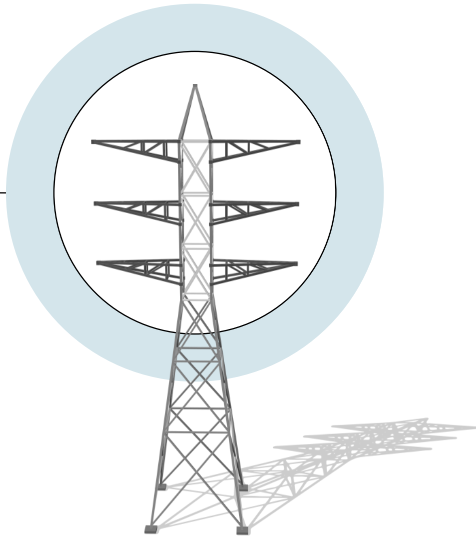
The Ministry of Power (MoP), Government of India (GoI) has come out with several transformational policy initiatives for reforming the power sector in India including the Smart Meter National Program (SMNP) which aims to replace conventional meters with smart meters. The UDAY Scheme launched by the Government of India in 2015 also emphasized on using smart metering for improvement in Operational Efficiency of Discoms.

- We have received orders worth Rs 106 crores in new business area for Implementation Smart Metering Works at Jammu & Kashmir State, which would excel to order worth Rs 205 crores in due course.
- Government has mandated to implement smart prepaid meter from April 2019.
- India plans to be the 2nd fastest growing country globally, for adopting smart metering.
- India plans to grow from 1 mn smart meters to 250 mn smart meters by 2024 .
- Govt. plans to replace 220 mn meters in the next 3 years.

PROMISING FUTURE OWING TO (Contd.)

3

New emission control policies



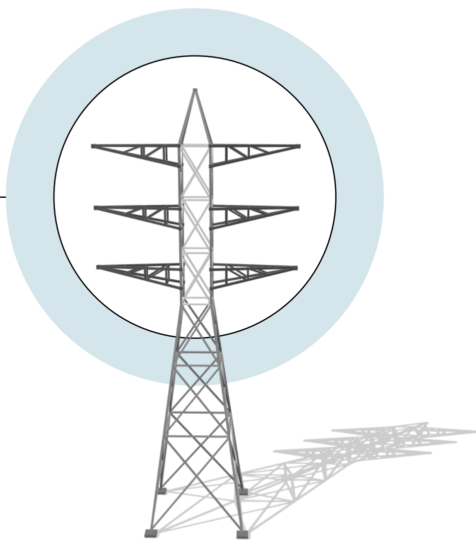
Pursuant to Government of India, Gazette notification of 7th December, 2015 all Thermal Power Plants need to limit their sulphur emission.

- We have received contract of FGD for 500 MW (1 x 500 MW) Bokaro thermal power project of DVC for Rs 3190 million
- Plan of various SEB and private sector for 80 GW yet to be fitted i.e., around Rs 150 billion in next 2-3 years.
- TEECL plans to bid for 12000 MW of projects i.e, around Rs 60 billion and target to convert 10-15% of the bid out of this.
- Requirement of global technology tie-ups by EPC players. Total investment of ₹ 1,200 billion estimated.
- In budget 2020-21 the FM has specified that old thermal plants will be asked to shut down if their emission is above the pre-set norm
- Collaborated with global major K C Cottrell, South Korea for emission control technology and under discussion with other global majors for similar technology tie-ups

PROMISING FUTURE OWING TO

4

Increasing Opportunities Transmission Connectivity Scope through TBCB



Government has a target of implementation of 175 GW of renewal energy capacity out of which bids for 50 GW has been done, bidding process for next 66.5 GW is in process and the time lines for last lot is yet to be decided. The finance minister announced, ₹ 15322 crores to be allocated for the power and renewable sectors for the year 2021-22.

This will create opportunity for transmission capacity for giving connectivity to these generations for next 4-5 years. For this govt. has already floated tenders for around ₹ 15,000 crores (66.50 GW connectivity) which is as follows:

1. Out of total 66.5 GW, transmission schemes for 56.5 GW are under various stages of implementation through 47 schemes. Rest 10 GW will be taken over soon.

2. Out of 47 schemes 24 schemes are being implemented through TBCB routes, 19 schemes are to be allocated to PGCIL and rest 4 schemes yet to be decided.

3. Out of 24 schemes through TBCB, 9 has been awarded, 14 under bidding stage, and 1 is under hold.

4. Out of 19 schemes to be allotted to PGCIL, 18 are under implementation stage and 1 schemes is under hold

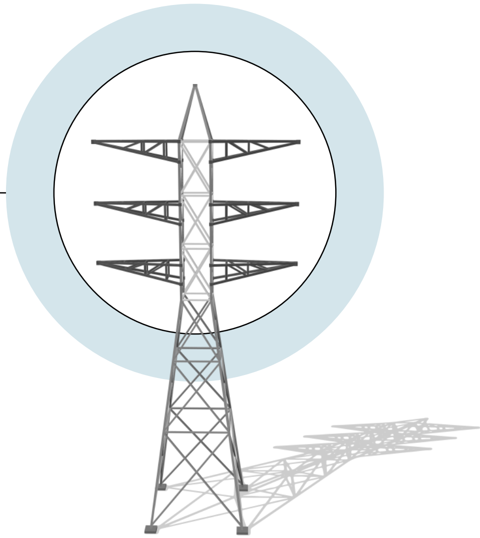
4. The dates for tenders of last lot is yet to be decided.

* This is an extremely exciting development as this involves setting up of Sub-Stations at 765 KV level in which your Company has a market share of approx 50%.

PROMISING
FUTURE OWING TO (Contd.)

5

Increasing presence in overseas markets



Bagged the following trans-border projects

- **UGANDA**
  Design, supply and erection of 160 km 132 Kv double circuit Mbarara - Nkendao transmission line and associated substations worth $18 mn crores
- **TOGO**
  Communaute Electrique du Benin (CEB), TOGO, for extension of Kara Substation & Design, supply, installation and Commissioning of new 161/20 kV Substation at Mango worth US$ 9.69 million.

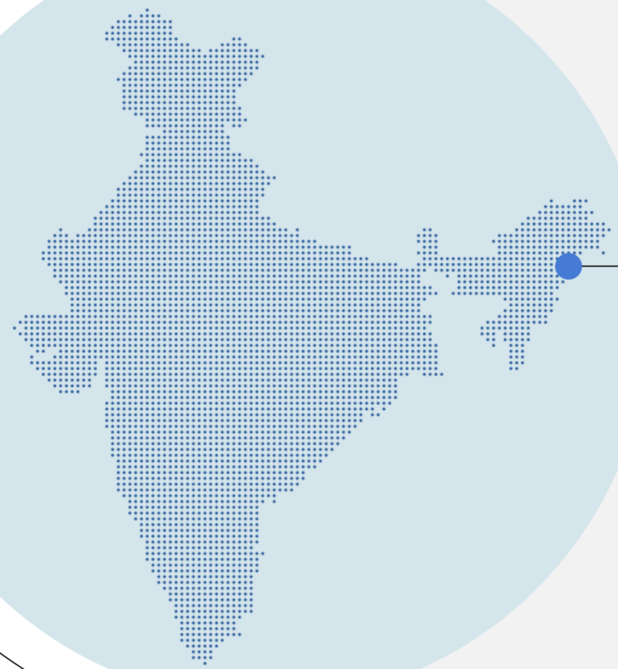
Foreign project on the horizon

- **KENYA**
  Order worth US$ 87 million is in the advanced stages of settlement, for KETRACO, Government of Kenya Undertaking. Scope: 220KV power network with line sub- contractor being Kalpataru Power Transmission Co. Ltd.

Business Segment Review

- EPC
- **Transmission Asset Ownership**
- Green Power

BUILDING PARTNERSHIPS ACROSS VARIOUS PPP PROJECTS



Kohima – Nagaland

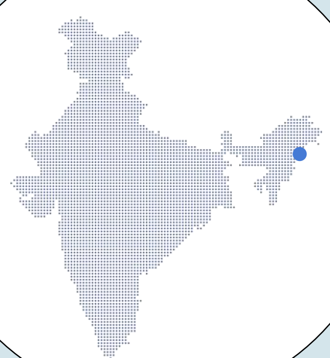
- Implementing agency KMTL 74:26 Kalpataru Power Transmission Ltd. and Techno Electric. 400 kV transmission system of 253 km transmission line with Substations of 400/220 kV at New Kohima (No. Bays : 8/6) to be completed by May 2020

* TEECL has entered into definitive agreement with CLP India private limited to sell its 26% stake in Kohima Mariani Transmission Limited (KMTL) at Enterprise Value of ₹ 1800 crores

PROJECT DETAILS – Commissioned & Under Operations

1

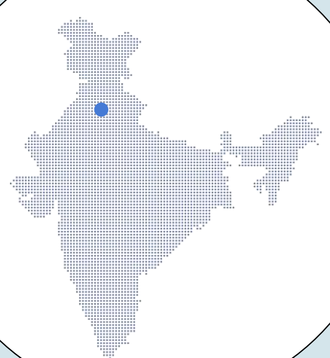
Kohima – *Nagaland*



- Build, Own, Operate and Maintain (BOOM) transmission network.
- Designing, constructing, erecting, completing and commissioning responsibility
- Financial closure has been achieved; expected date of commissioning in May, 2020
- 400 kV transmission system
- Transmission line from Imphal to New Kohima (134 KM)
- Transmission line from New Kohima to Mariani (119 KM)
- Substations of 400/220 kV at New Kohima (No. Bays : 8/6)
- TEECL has entered into definitive agreement with CLP India private limited to sell its 26% stake in Kohima Mariani Transmission Limited (KMTL) at Enterprise Value of ₹ 1800 crores

PROJECT DETAILS – Completed and Exited

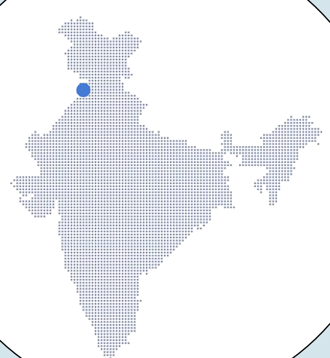
2 Jhajjar KT – *Haryana*



- Project commissioned in record 15 months
- 400 kV transmission system comprises Double Circuit Quad Moose Line
- Extending from Jharli to Kabulpur, Rohtak (35 KM)
- Extending from Kabulpur to Dipalpur, Sonepat (64 KM)
- Two substations of 400/220 kV of 24 bays each at Rohtak and Sonepat
- Transmission network designed to evacuate 2,400 MW
- First transmission project to receive viability gap funding support from Central Government
- ₹ 920 million grant by Central Government
- TEECL has sold its entire stake of 49% in Jhajjar KT Transco Private Limited to India Grid Trust at Enterprise Value of ₹ 310 crores in 2020

PROJECT DETAILS – Completed and Exited

3 **Patran –** *Punjab*



- Build, Own, Operate and Maintain (BOOM) transmission network
- Designing, constructing, erecting, completing and commissioning responsibility
- Financial closure achieved at competitive rates; commissioned in June, 2016
- 1,000 MVA evacuation capacity, comprises of:
  - LILO of Patiala-Kaithal 400 kV double circuit triple snow bird line at Patran
  - 400/220kV GIS substation with 14 bays in Patran
- TEECL has sold its 74% stake in Patran to India Grid Trust to at Enterprise Value of ₹ 225 crores in 2019

CREATING VALUE FOR TEECL

Jhajjar KT – Haryana – (Completed and Exited)

- ₹ 4,440 million project (debt and equity)
- ₹ 2,760 million debt and combined equity ₹ 760 million from JV partners
- DBFOT arrangement for 25 years (extendable by 10 years)
- Terminal value 60 months of revenue (after 25 years of concession period)
- ₹ 60 million income/month without considering inflation
- TEECL has sold its entire stake of 49% in Jhajjar KT Transco Private Limited to India Grid Trust at Enterprise Value of ₹ 310 crores in 2020

Patran – Punjab – (Completed and Exited)

- ₹ 2,000 million project with Debt Equity ratio of 3
- ₹ 1,750 million to TEECL EPC arm
- Annual revenue of ₹ 300 million
- Expected revenue to O&M agency (TEECL) of ₹ 20 million annually
- Projected ₹ 10,000 million income over the complete concession period of 35 years
- TEECL has sold its 74% stake in Patran to India Grid Trust to at Enterprise Value of ₹ 225 crores in 2019

Kohima– Nagaland–(Commissioned & Under Operations)

- ₹ 13,000 million project with Debt Equity ratio of 3
- ₹ 2,750 million to TEECL EPC arm
- Expected revenue for O&M to TEECL of ₹ 60 million annually
- Annual revenue of expected ₹ 2,000 million
- Projected ₹ 70,000 million income over the complete concession period of 35 years
- TEECL has entered into definitive agreement with CLP India private limited to sell its 26% stake in Kohima Mariani Transmission Limited (KMTL) at Enterprise Value of ₹ 1800 crores

ENCOURAGING SCOPE

- Leverage EPC knowledge as transmission asset complements EPC
- Enhance valuation and profitable encashment opportunities with long-term annuity incomes
- Generate operations and maintenance revenues
- Improve scale and stability with asset ownership
- Reduce requirement to bid aggressively and therefore, decrease participation in unhealthy competition

Business Segment Review

- EPC
- Transmission Asset Ownership
- **Green Power**

ENSURING SUSTAINABILITY

Key highlights of the segment

- Sold 44.45 MW of wind power assets at an effective valuation of ₹ 2,150 million during the Q1 FY 2016
- Sold 33 MW of wind energy assets at an effective valuation of ₹ 1,650 million in January 2017
- Exited the assets at the same price at which investment was made

TEECL intends to divest balance portfolio of 129.9 MW wind assets to improve strength for bidding in more PPP projects in transmission sector, improve ROCE and focus on core EPC vertical.

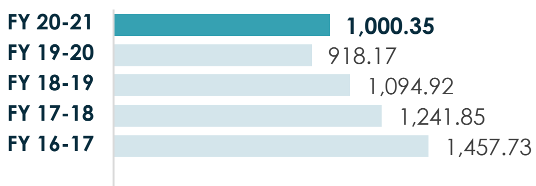
CURRENT ASSET OVERVIEW

Wind Project		
Capacity	18 MW	111.90 MW
Date of Acquisition/ Commissioning	During 2009-10	March 31, 2011 - February 24, 2012
Location	Karnataka	Tamil Nadu
Capacity	12 turbines x 1.5 MW each	48 turbines x 1.5 MW each; 19 turbines x 2.1 MW each
PLF	18% - 24%	24% - 28%
Tariff	₹ 3.40 (Karnataka)	APPC tariff – ₹ 3.12 (TN) for 111.90 MW
Project cost	₹ 885 mn	₹ 6,650 mn
O&M	Free for first 5 years; 5% escalation from ₹ 1 mn/MW	Free for first 4.5 years; 5% escalation from ₹ 0.80 mn/MW started from May 2016 for 72MW and ₹ 0.95 mn/MW starting Aug 2018
GBI benefit	–	111.9 MW registered with IREDA

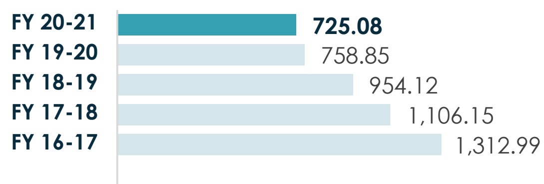
DIVESTING GREEN ENERGY ASSETS

Green Energy Financials

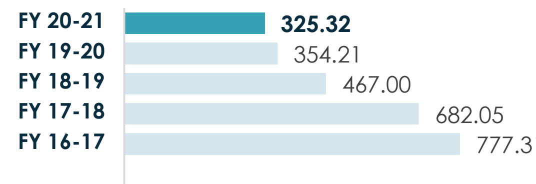
Revenue (₹ in mn)



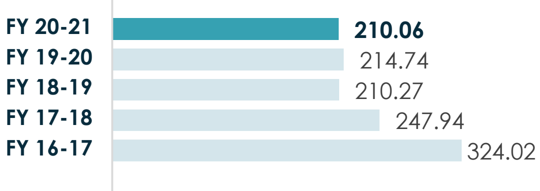
EBITDA (₹ in mn)



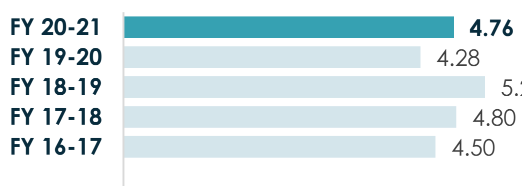
PAT (₹ in mn)



Units generated (in mn)



Realisation/unit (₹)



a) The Company has recognized the differential tariff charge of Rs.0.975 per unit on electricity units (Energy Division) billed during the financial year 2019-20 and 2020-21 aggregating to Rs.36.36 crores vide APTEL impugned Order dated 28.1.2021 and the same has been shown under Revenue from Operation for the year ended March 31,2021.

b) Additionally, we have also provided (written off) Rs 11 crores of revenue booked in the year 2017-18 on account of REC pricing as per regulatory order, which was reduced to Rs 1000 from Rs 1500 for the unsold inventory

c) The wind revenue in FY20 included Rs 23.51 crores, representing compensation for delayed payment of dues (for invoicing from 2009 till September 2017)- as per Tamil Nadu Electricity Regulatory Commission (TNERC) in compliance to terms of Power Purchase Agreement.

Foraying into the Data Centre business

As one of the world's largest data subscriber population adapts to a new digital life, India's Data Centre industry is expected to grow significantly.

ALIGNED TO THE BIG PICTURE

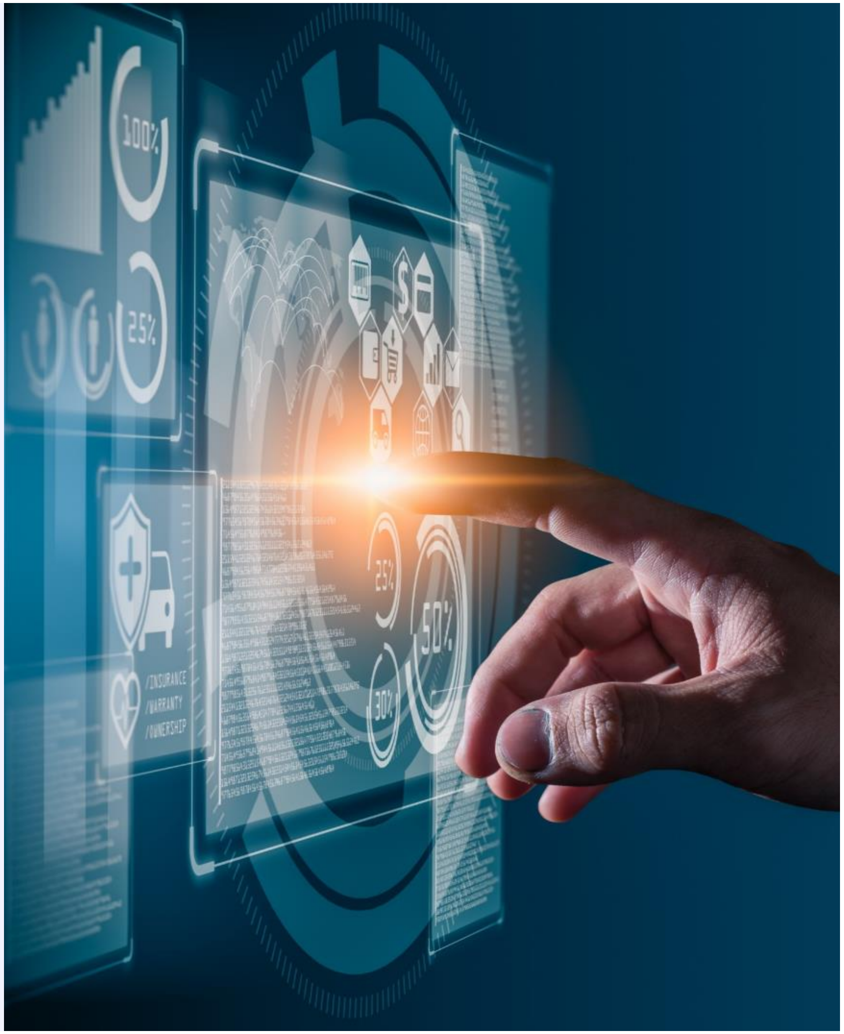
Vision

To create multiple ultra-scalable, hyper-density Data Centres.

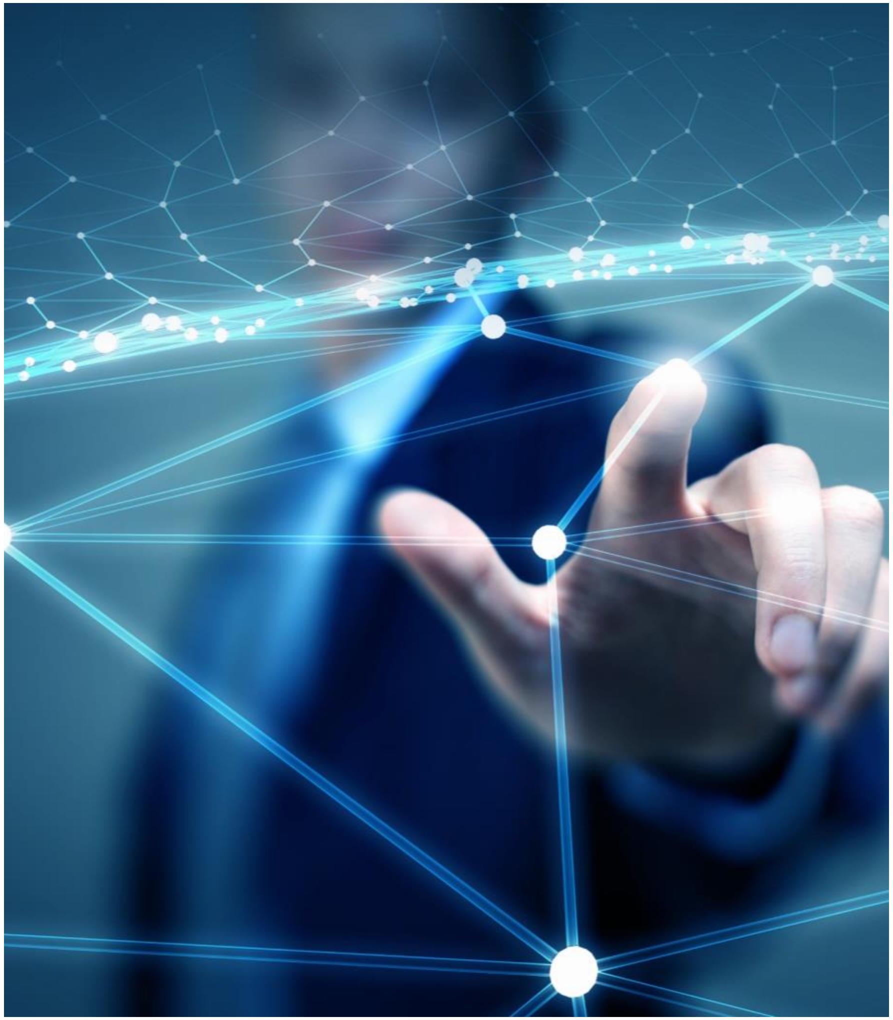
- Develop hyper-density Data Centres of 250 MW by FY2026 across India
- Build an ultra-scalable, hyper-density Data Centre of 30 MW IT Load in Chennai, Tamil Nadu by FY2022
- Build an Data Centre of 30 MW IT Load in Kolkata, West Bengal by FY2023
- Leverage economies of scale:
  - Data Centre at Hyderabad by FY2024
  - Data Centre at Navi Mumbai by FY2025

Our vision is underpinned by three critical pillars

Green power generation capacity	EPC capabilities	Large infrastructure asset development and ownership experience, along with operations and maintenance services



ALIGNED TO THE BIG PICTURE (CONTD.)



*BOOT: Build, Own, Operate, Transfer | BOOM: Build, Own, Operate, Maintain

Objective

Project Phoenix

- Set up a 30 MW IT Load Data Centre in Chennai for and investment of ₹ 900 crores (approx.)
- Powered by captive wind energy source of 111.9 MW at Tamil Nadu
- Build Data Centre by leveraging our EPC capabilities
- Operate and maintain the non IT portion of Data Centres by leveraging our experience of Operating and Maintaining other large Infrastructure Assets
- Utilise cable landing station, which is under development by State Government of Tamil Nadu for providing subsea broadband connectivity links with European and Asian markets (APAC Region)
- Obtain certifications for Data Centres at Tier-3/ Tier-4

Financial Review

ANALYSING QUARTERLY FINANCIALS – Q1FY22

Quarterly financials

Revenue
(₹ in mn)

EBITDA
(₹ in mn)

EBITDA Margin
(%)

Other income
(₹ in mn)

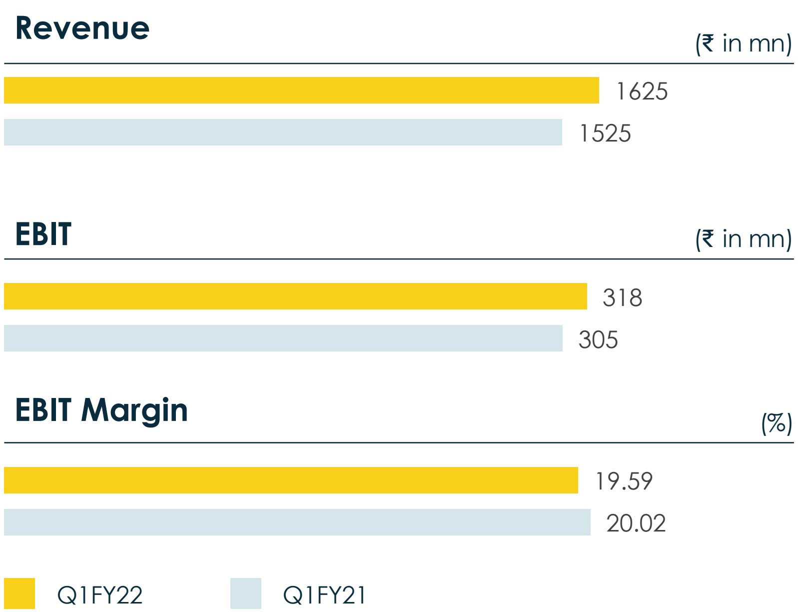
Profit after tax
(₹ in mn)

Interest Cost
(₹ in mn)

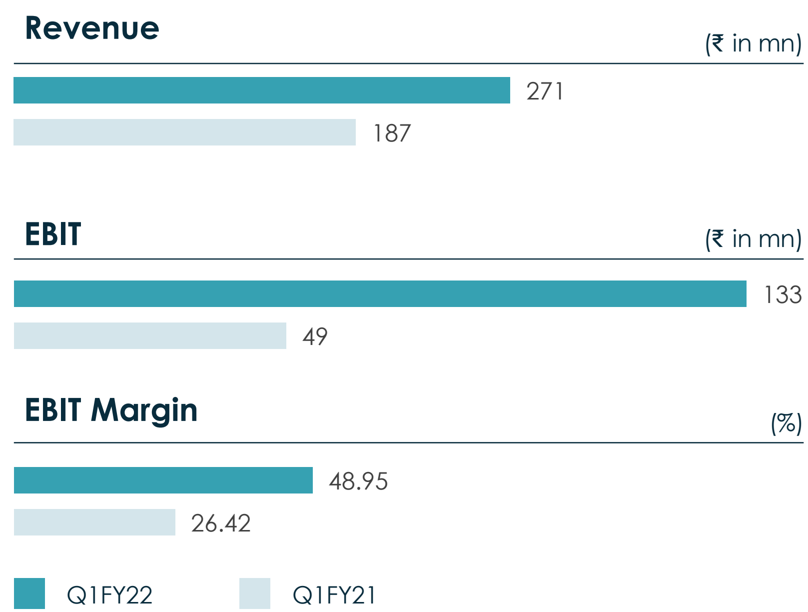
Q1FY22 Q1FY21

ANALYSING QUARTERLY SEGMENT RESULT – Q1FY22

EPC



Energy



ANNUAL FINANCIALS

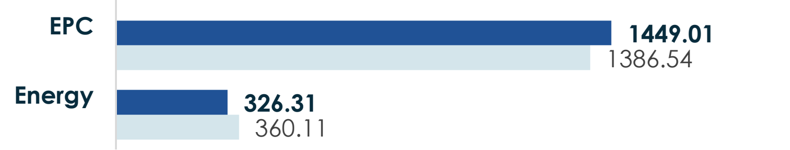
Income Statement

Revenue

(₹ in mn)

EBIT

(₹ in mn)

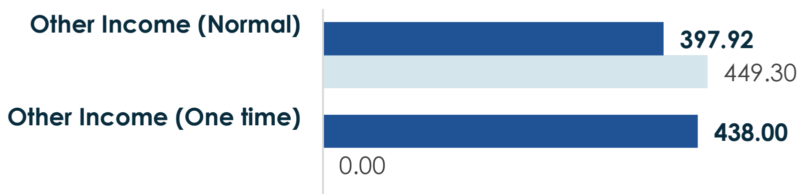


PAT

(₹ in mn)

Other Income

(₹ in mn)



March 2021 March 2020

1. Our EPC revenue in FY21 was low as we lost 60 potential days due to lockdown and quarantine measures by different states.
2. Other Income includes one time income from sale of investment (Jhajjar KT Transco Private Limited) of Rs 28 crores and dividend from JV company (Jhajjhar KT Transco Pvt. Ltd.) Rs 15.80 crores

ANNUAL FINANCIALS - (Contd.)

Balance Sheet

	2020	2021
SOURCES OF FUNDS		
Shareholders' funds	14,964	16,162
Minority interest	---	---
Loan funds	---	---
Deferred tax liabilities	1,129	1,150
Other liabilities and provisions	478	407
Total	16,572	17,719

	2020	2021
APPLICATION OF FUNDS		
Net fixed assets	5,243	5,000
Investments	1386	734
Loans and advances	202	189
Cash and Bank Balance (including short term Investment) (a)	5,949	7,211
Current assets (b: Less a)	8,014	8,890
Current liabilities (c)	4,223	4,305
Net current assets (b – c)	3,791	4,585
Total	16,572	17,719

Thank You

TECHNO ELECTRIC & ENGINEERING COMPANY LIMITED

Corporate Office:
1B Park Plaza, 71 Park Street,
Kolkata 700 016