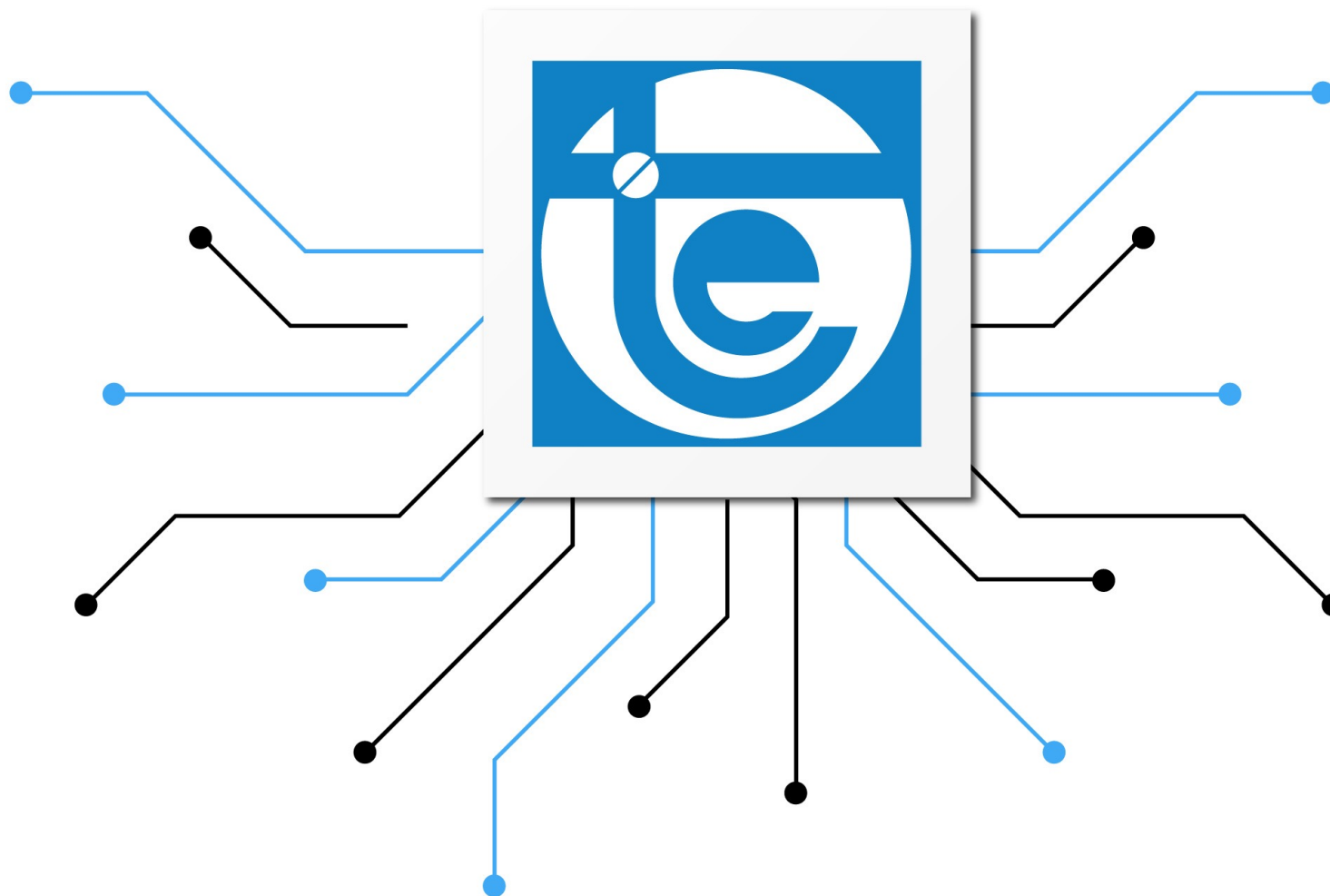
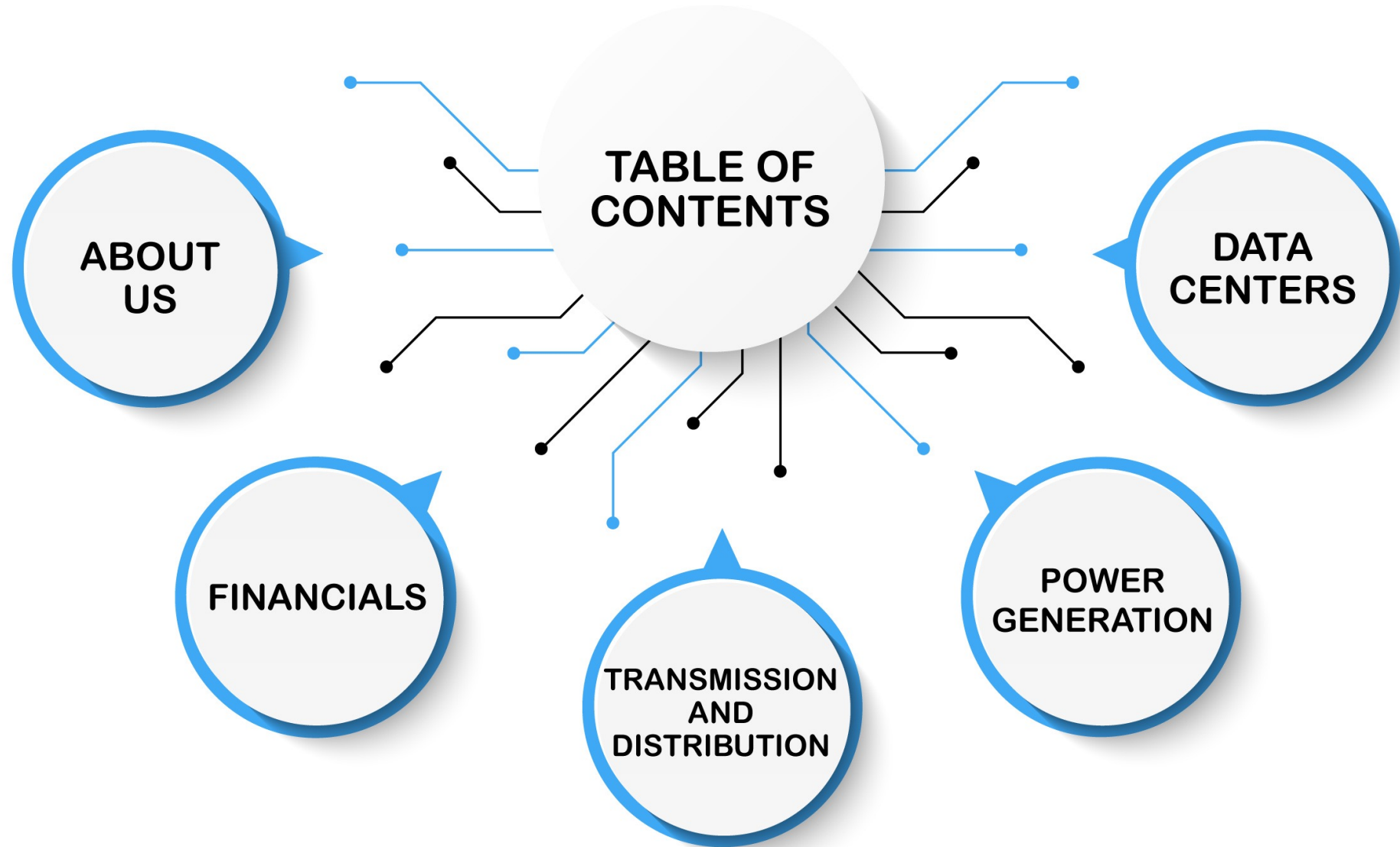


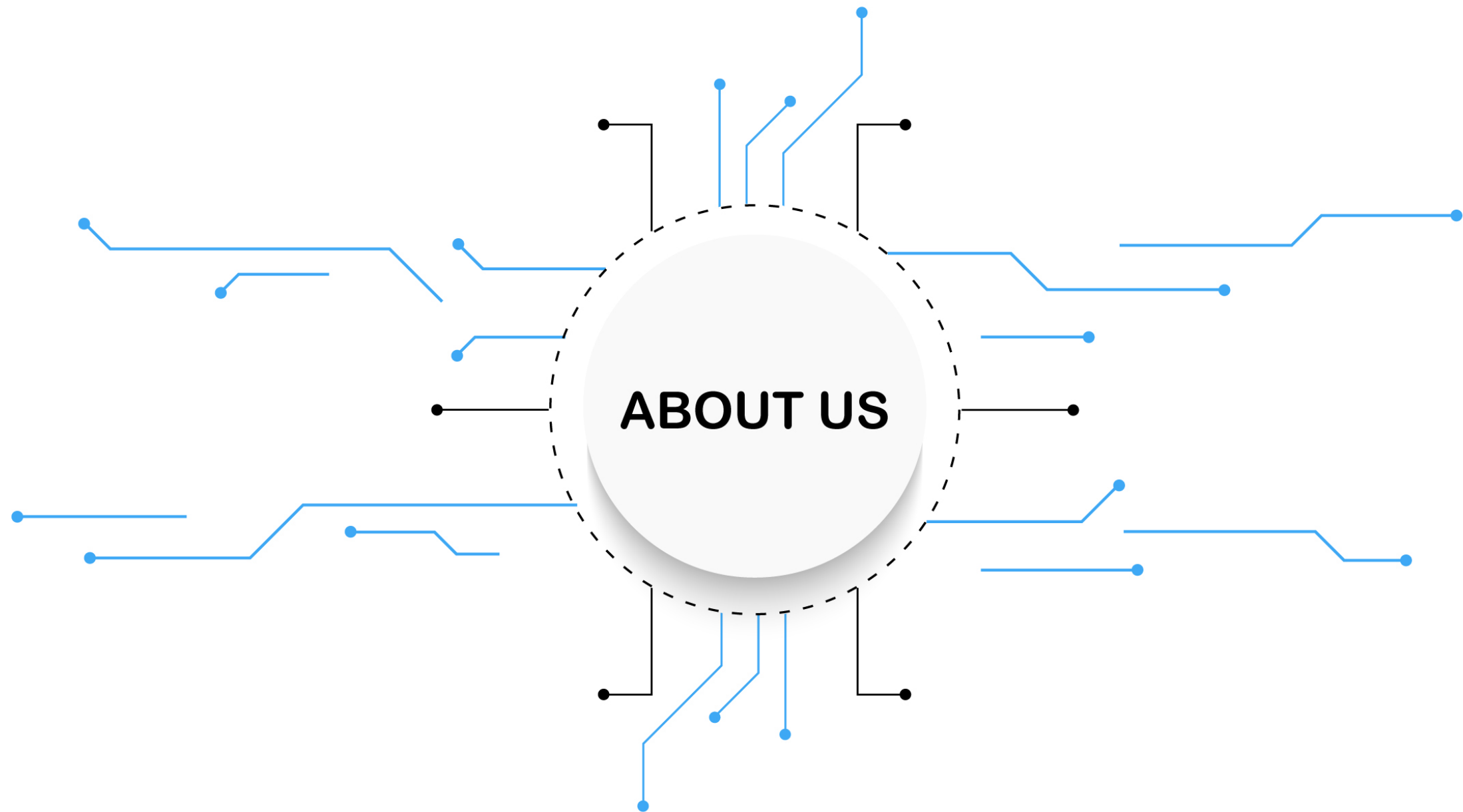
Techno Electric & Engineering Company Limited

Investor Presentation

Quarter Ended September 2024

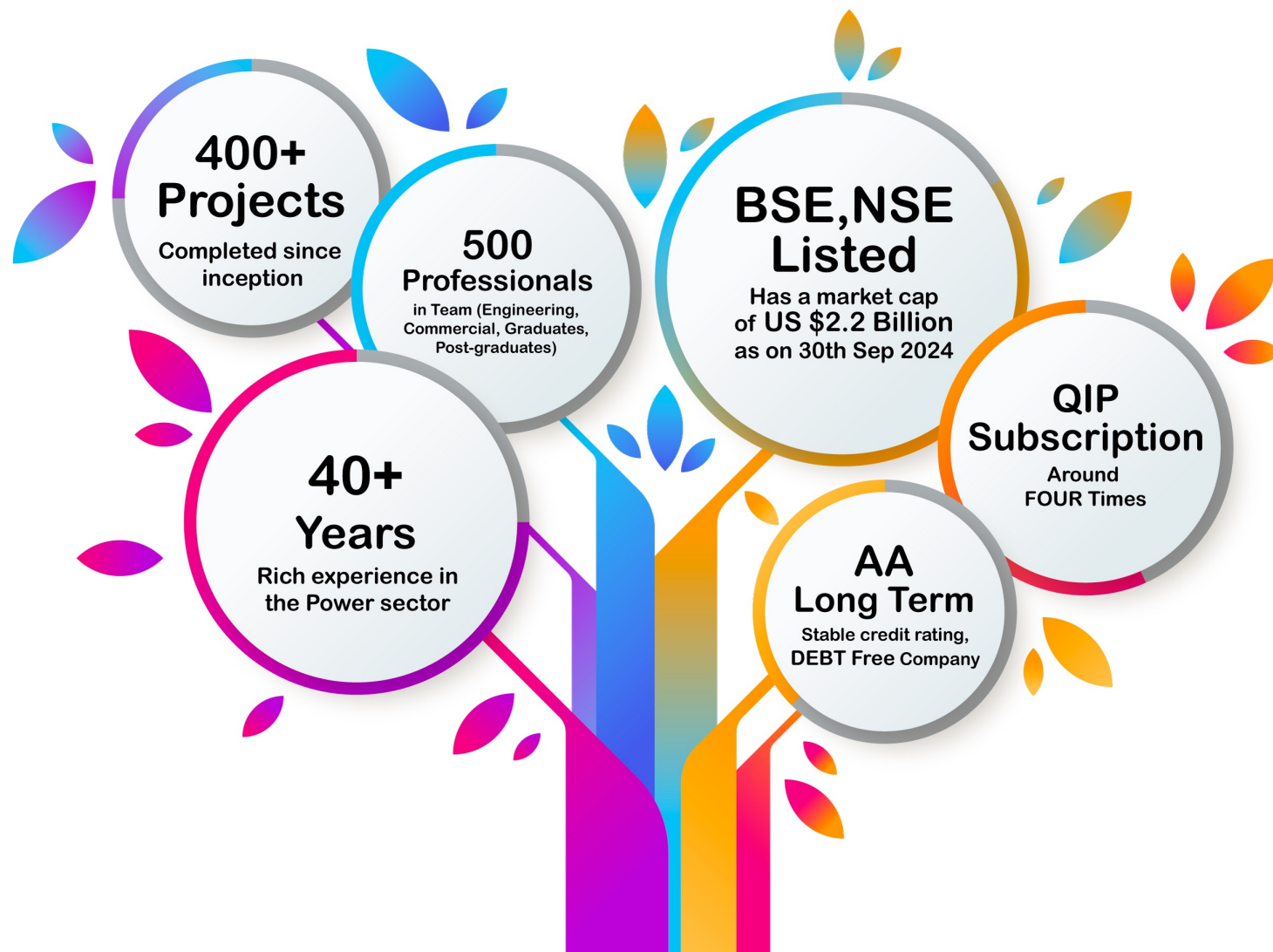




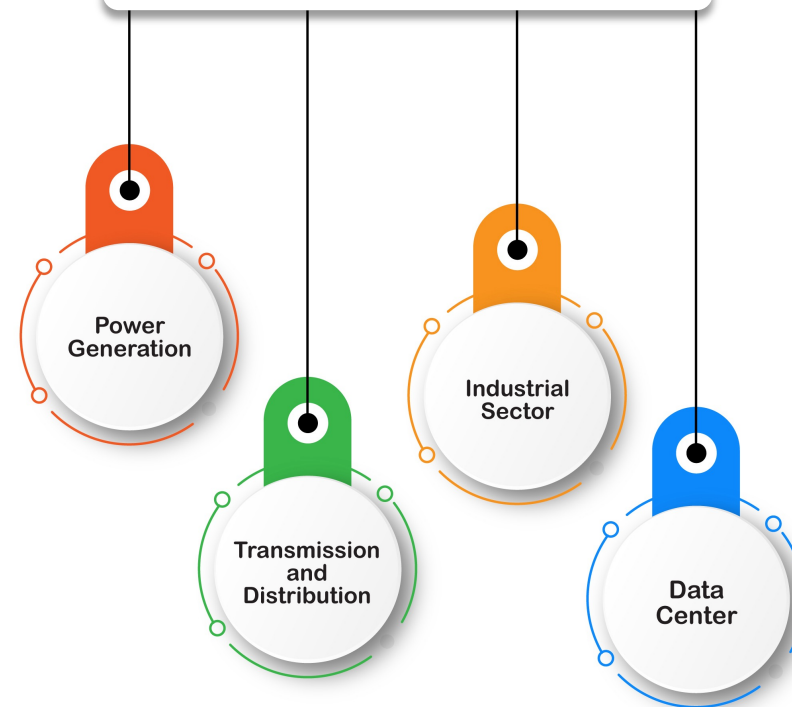


About Techno Electric & Engineering Co. Ltd.

TEECL is one of the most attractive company in Electro-mechanical works in India

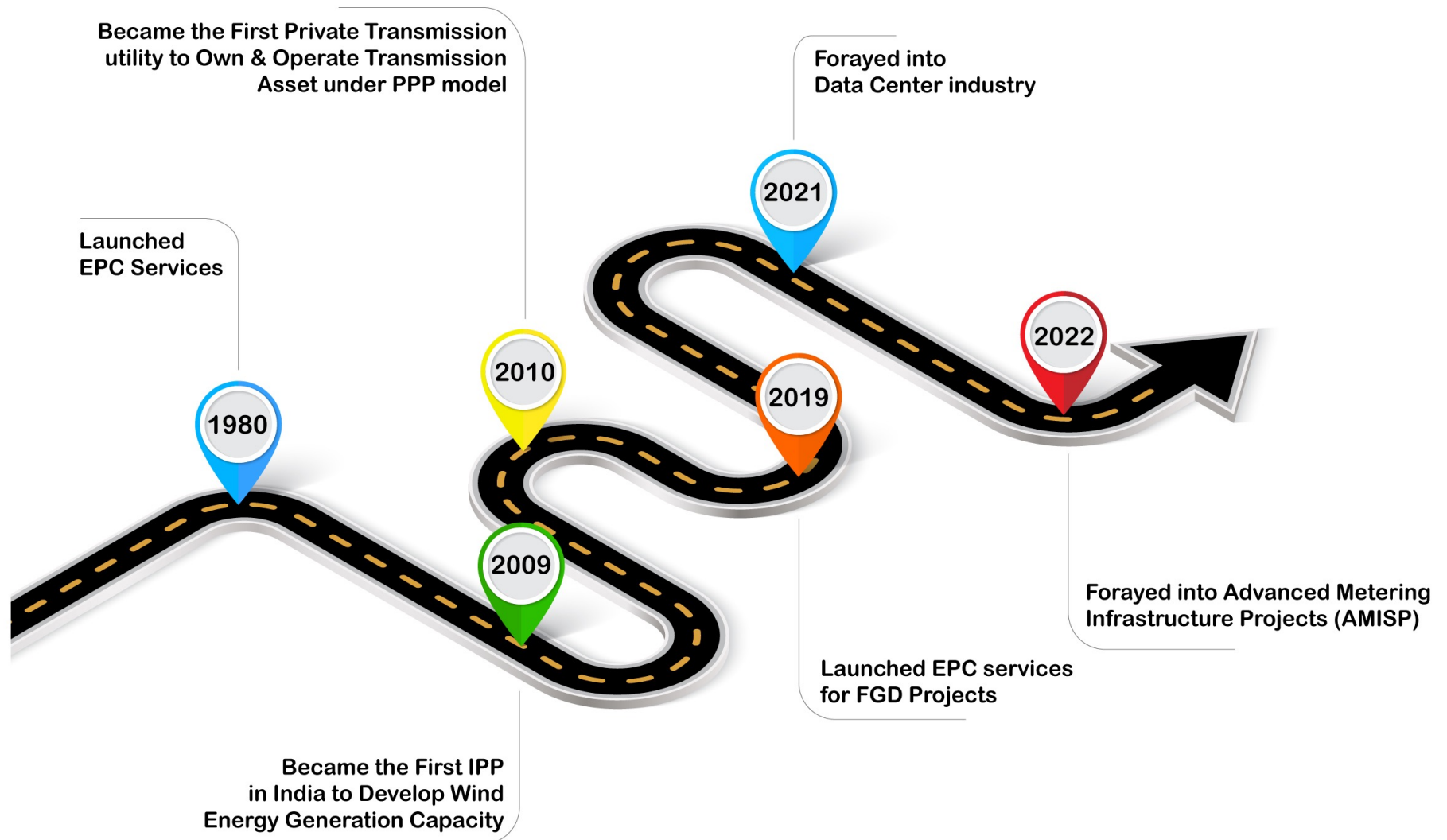


Key Presence Areas

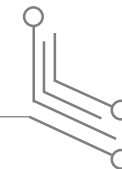


About Techno Electric & Engineering Co. Ltd.

Key Milestones



Major Domains of Operations



Transmission and Distribution

- ❖ EHV Substation up to 765 kV (AIS/GIS)
- ❖ Distribution Systems Management (Digitization)
- ❖ Advanced Metering Infrastructure
- ❖ Revamped Distribution Sector Scheme (RDSS)
- ❖ STATCOM Installation up to 300 MVar

Power Generation (Thermal/Renewable/Hydro)

- ❖ Flue Gas Desulphurization
- ❖ Balance of Plant (Thermal/ Hydro)
- ❖ Step up (Upside) Power Evacuation Solutions (Switchers)
- ❖ Captive Power Plants on Turnkey Solutions Basis (Waste Heat Based)

Industrial Sector

- ❖ Data Center
- ❖ Offsite works for power intensive industries i.e. Aluminum/ Refineries/ Petrochem
- ❖ Power Distribution Systems to Power Intensive Industries
- ❖ Plant Piping Systems/Networks (HP/LP)
- ❖ Fuel Oil Handling Plant Process Industries
- ❖ Plant Electrical and Illumination System (MV/LV)
- ❖ Fire Protection System (Hydrant/Form)
- ❖ Naptha and Diesel based system for Turbine based Power Plant
- ❖ Water Intake & Treatment Systems

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 PGCIL's substations**, out of 276 substations owned by PGCIL, **160 bears the marks 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 million** 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 **US \$200 Mn** first few projects to be registered under the **UNFCCC for Carbon Credit**

FUTURE Outlook

SMART Meters

Plan to Install **1 Million Smart Meters** yearly with the Government of India. To date, we have installed 0.5 million smart meters.

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 **FY 2030.**

ACTIVE Projects

Actively executing projects worth over **US \$1 Billion**, of which **US \$500 million** is under the **CAPEX mode**, funded through our robust balance sheet. Projects include **FGD Plants, AMI projects** and **Transmission projects** like **NERES XVI, NERGS 1** and **INDIGRID** under the TBCB model.



Asset Base and Customer Overview

Extensive experience of working with Govt, and reputed private customers in India

TEECL has served CPSUs, State-run utilities in the following:-

- 1 Building 50% of India's national grid
- 2 Engaging with over 50% of power generating projects in various capacities
- 3 Experience in multi-year engagements with marquee Navratana CPSUs/State Utilities

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

Strong Relationships



International Clients



Domestic Clients



POWER GRID CORPORATION OF INDIA LIMITED
(A Government of India Enterprise)



Sterlite Power



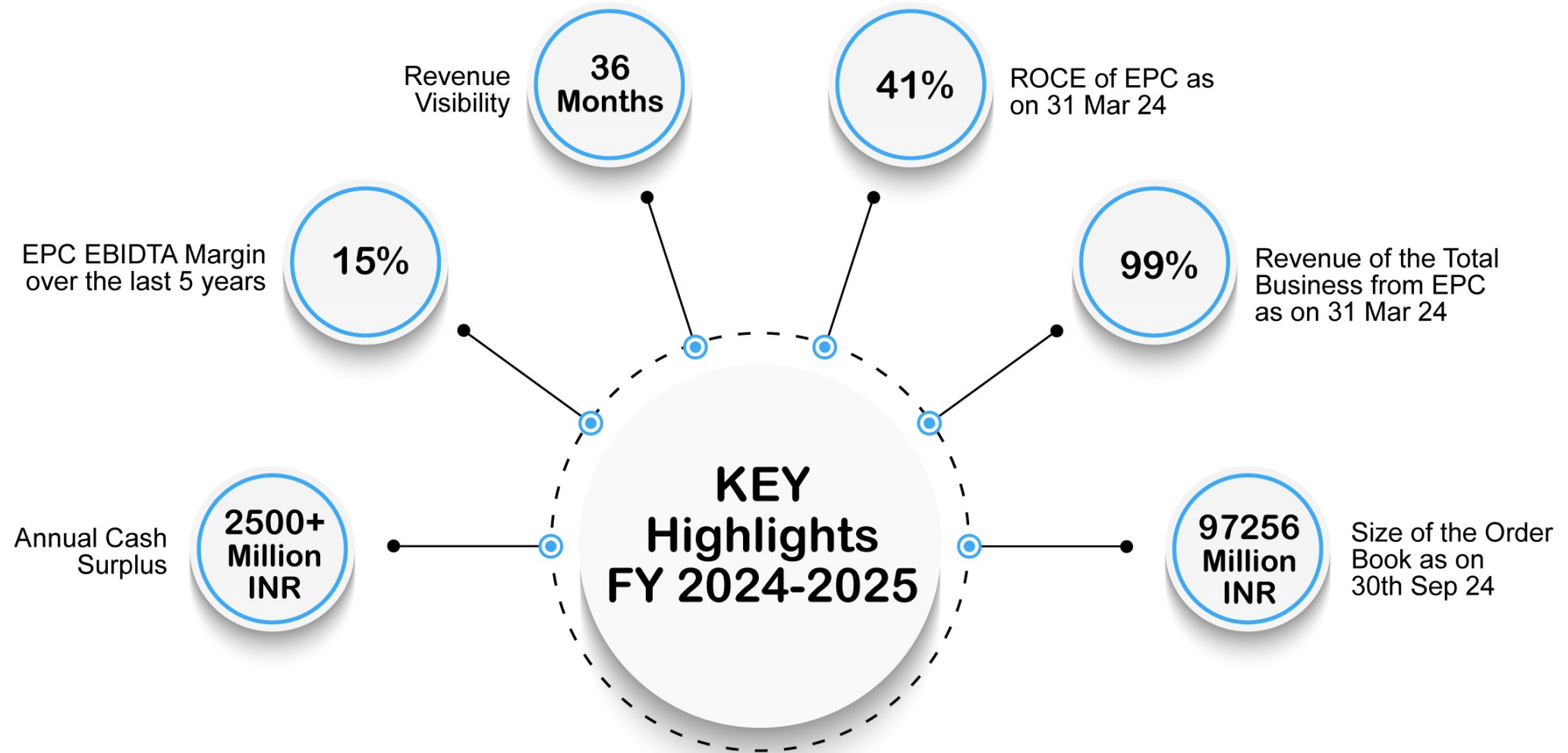
* The above client names are based upon current order book.





Delivering Consistently

Key highlights for FY 2024 - 2025



Analysing Quarterly Financials

Q2FY25

Revenue (in million INR)

Q2FY25 5001.82

Q2FY24 4864.60

EBIDTA Margin (%)

Q2FY25 13.92%

Q2FY24 15.55%

PAT (in Million INR)

Q2FY25 903.24

Q2FY24 714.26

EBIDTA (in Million INR)

Q2FY25 696.04

Q2FY24 756.23

Other Income (in Million INR)

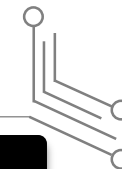
Q2FY25 387.41

Q2FY24 283.07

Interest Cost (in Million INR)

Q2FY25 20.26

Q2FY24 39.83



Analysing Half-Yearly Financials

H1FY25

Revenue (in million INR)

H1FY25 9139.23

H1FY24 8325.31

EBIDTA Margin (%)

H1FY25 13.80%

H1FY24 14.79%

PAT (in Million INR)

H1FY25 1459.31

H1FY24 1252.96

EBIDTA (in Million INR)

H1FY25 1261.36

H1FY24 1231.10

Other Income (in Million INR)

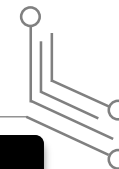
H1FY25 619.47

H1FY24 589.49

Interest Cost (in Million INR)

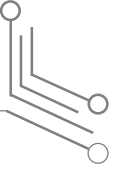
H1FY25 41.79

H1FY24 82.07

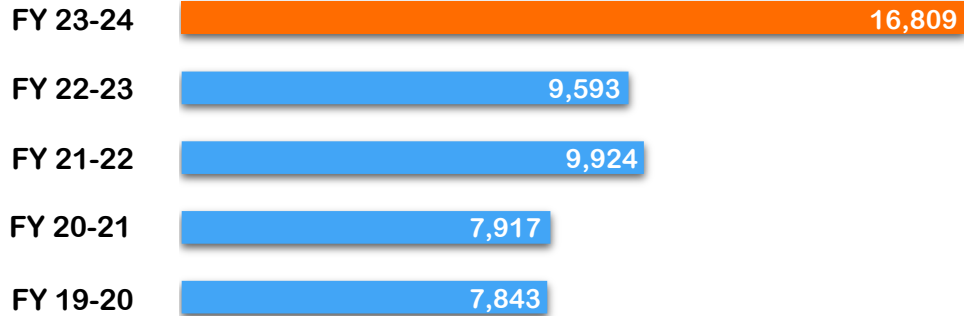


TEECL Financials over the Years (EPC)

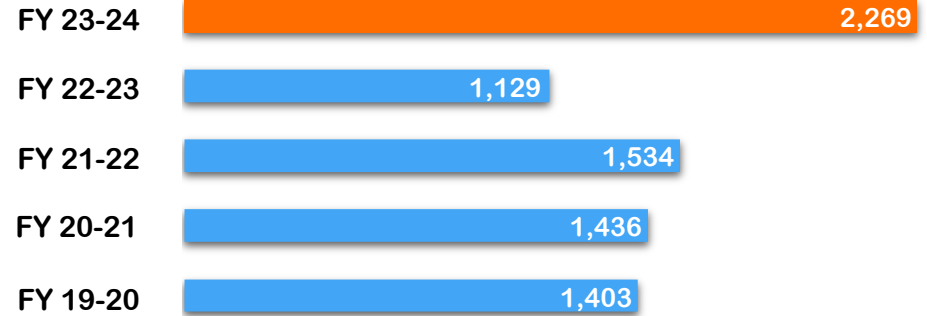
Credible partner with healthy financials and strong liquidity position; project finance expertise



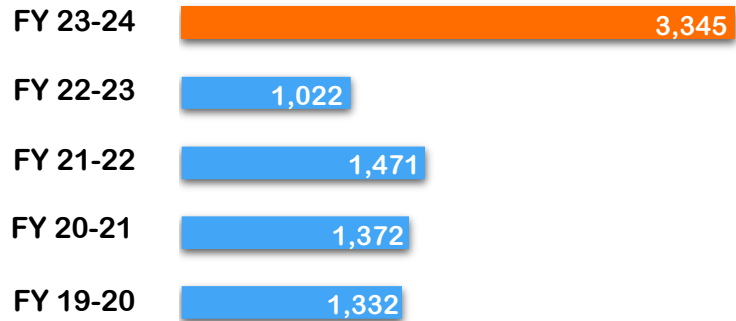
Revenue (in million INR)



EBIDTA (in Million INR)

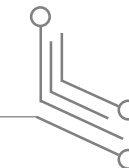


PBT (in Million INR)



Annual Financials

With Balance Sheet



Sources of Funds

(in Millions INR)	FY-2024	FY-2023	FY-2022
Shareholders' Funds	21917	19580	18330
Loan Funds	0	0	0
Deferred Tax Liabilities	698	724	1224
Other Liabilities and Provisions	357	1843	1298
Total	22973	22147	20853

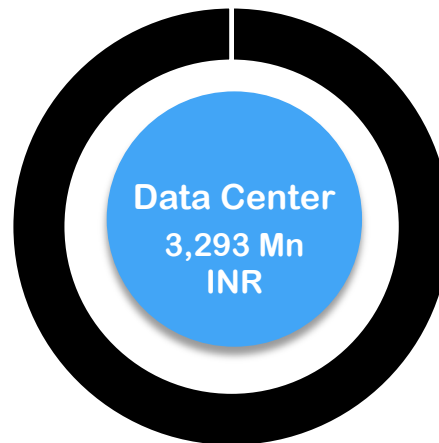
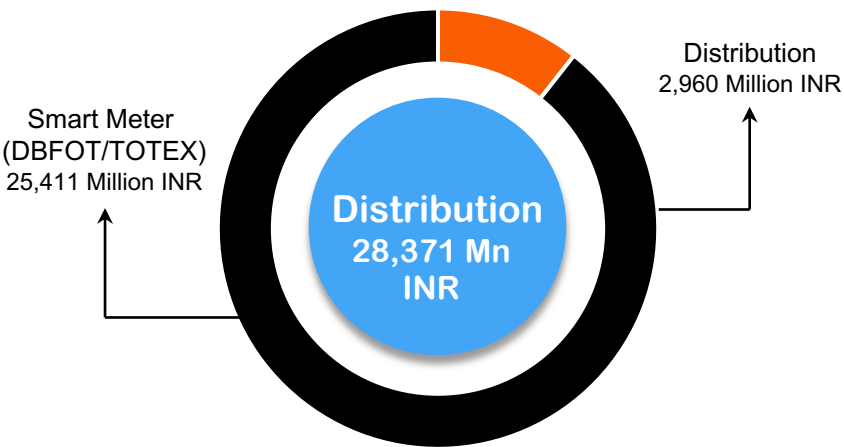
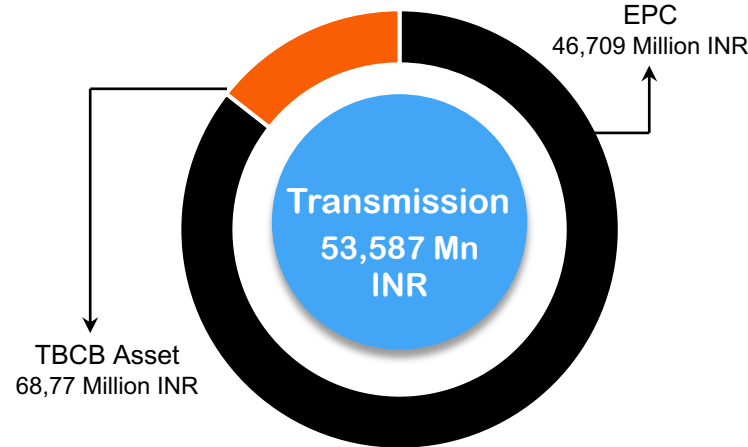
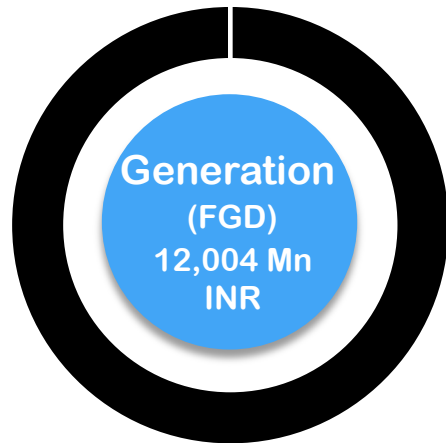
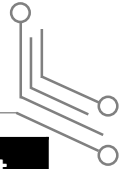
Application of Funds

(in Millions INR)	FY-2024	FY-2023	FY-2022
Net Fixed Assets	442	492	4257
Investments (in subsidiaries)	1623	617	315
Loan and Advances	401	146	409
Cash and Bank Balance	11636	14230	10669
Current Assets	14520	12483	9477
Current Liabilities	5649	5820	4274
Net Current Assets	8871	6662	5203
Total	22973	22147	20853



EPC Order Book

Segment-wise order book for the quarter ended 30th September 2024

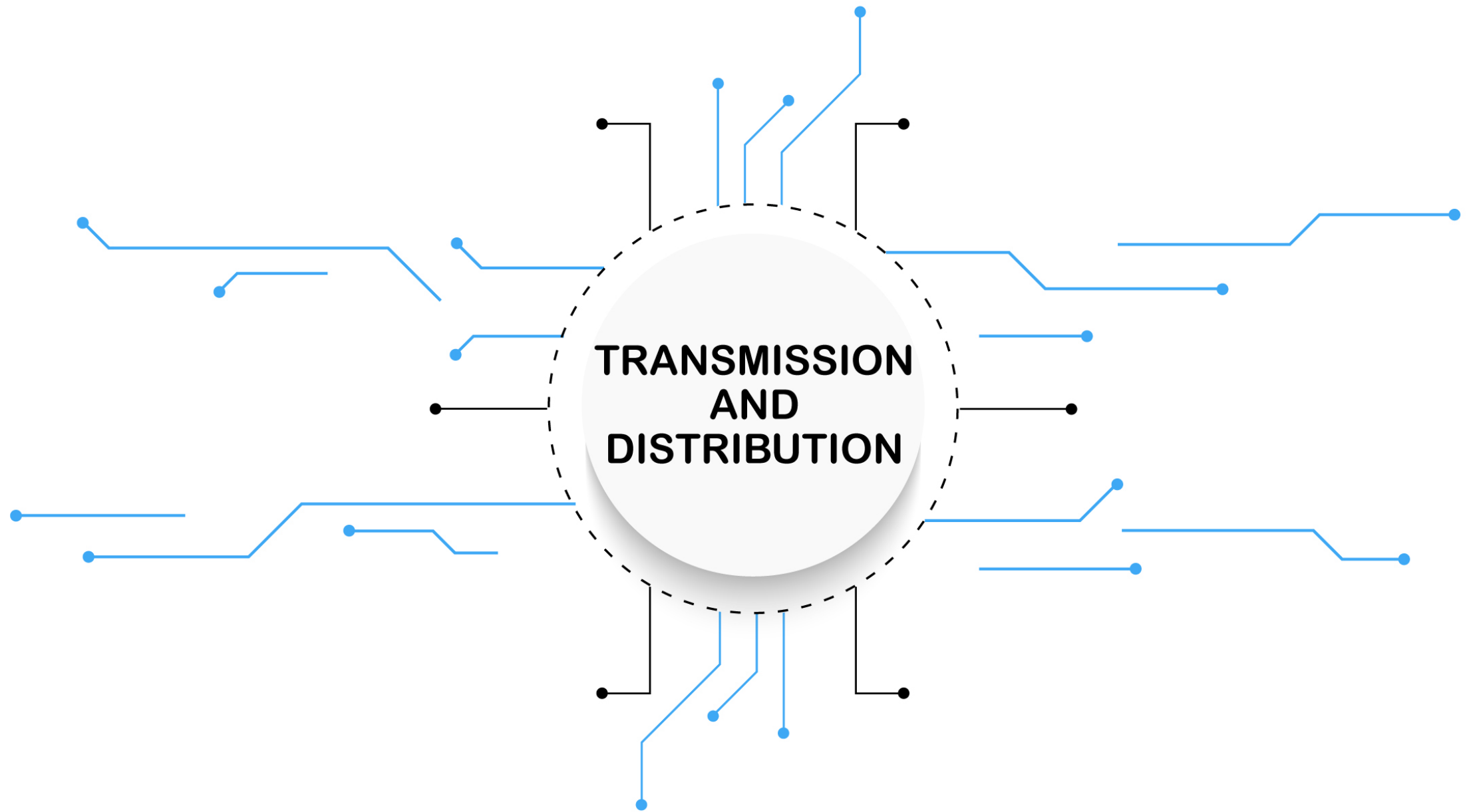


Share (%)	Client Name	Amount (Millions)
12.34%	Rajasthan Rajya Vidhyut Prasaran Nigam Limited	12,042
12.30%	Power Grid Corporation of India Limited	11,963
9.31%	Indigrid (Ishanagar & Dhule)	9,054
9.07%	Smart meter from J&K DISCOM	8,824
7.77%	Nepal MCA	7,553
6.20%	Smart meter from Indore DISCOM	6,031
5.77%	Smart meter from Ranchi DISCOM	5,614
4.57%	NERES XVI, Power Transmission Ltd., Gogamukh	4,443
3.88%	Smart meter from Tripura DISCOM	3,771
28.79%	Others	27,996
100%	Total	97,256

****Note:**

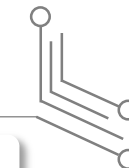
- We have got additional orders of Rs 1095 crores post September till November 2024 from PGCIL and Adani Energy Solution Ltd..
- We are L1 in orders worth Rs 622 crores from TANTRANSCO and PGCIL



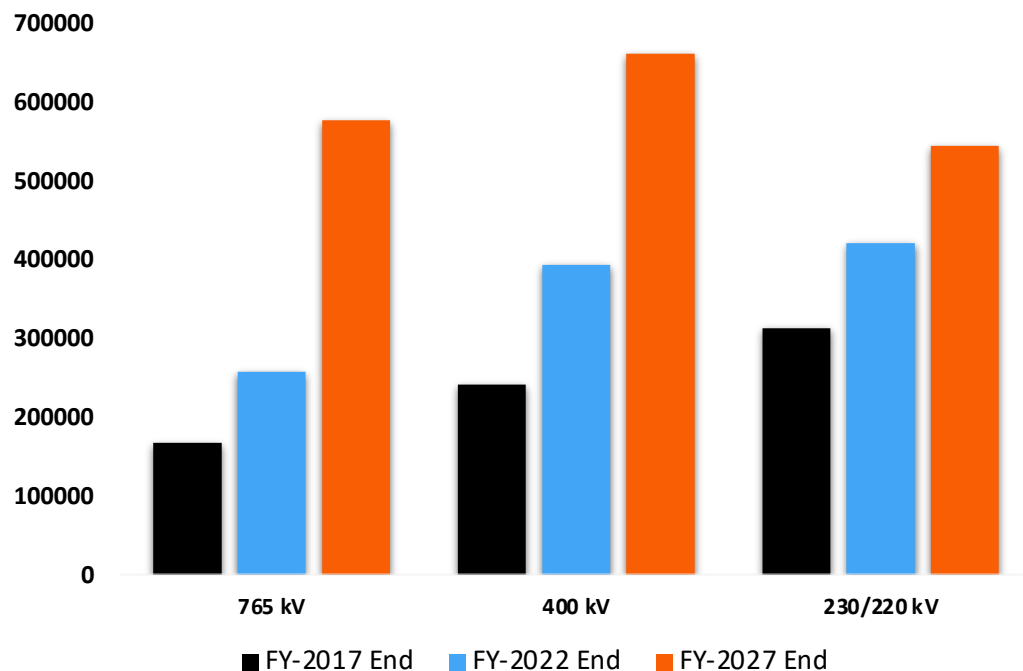


Power Sector

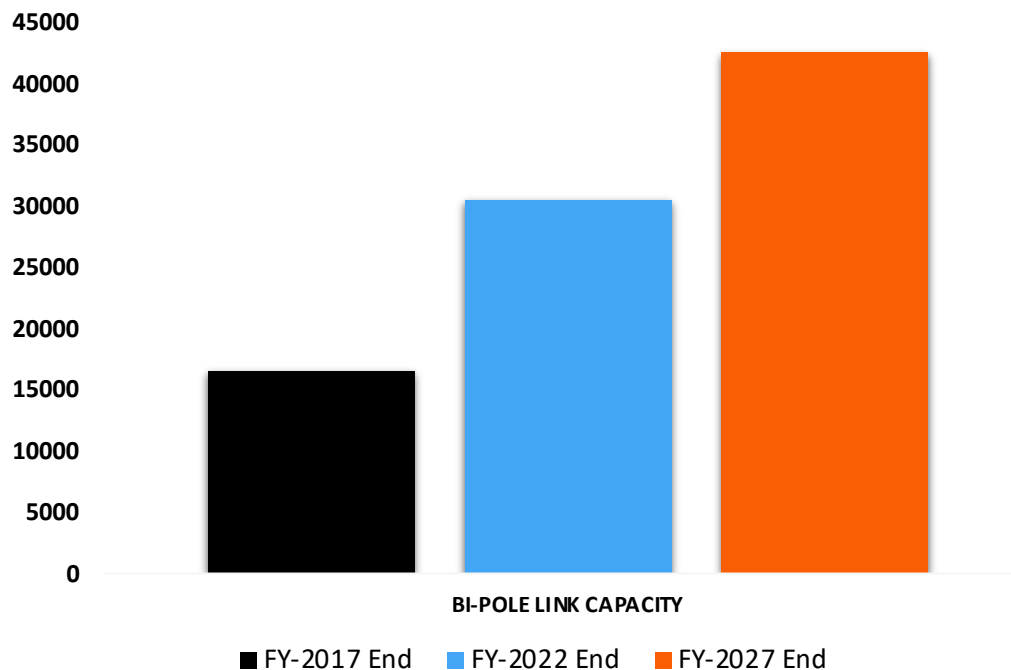
Transmission System augmentation required during the period 2022-27



Sub-stations (in MVA)



HVDC (in MW)



**Total
Sub-stations
(in MVA)**

FY 2017 end

721265

FY 2022 end

1070950

FY 2027 end

1781890

**Total HVDC
(in MW)**

FY 2017 end

19500

FY 2022 end

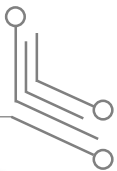
33500

FY 2027 end

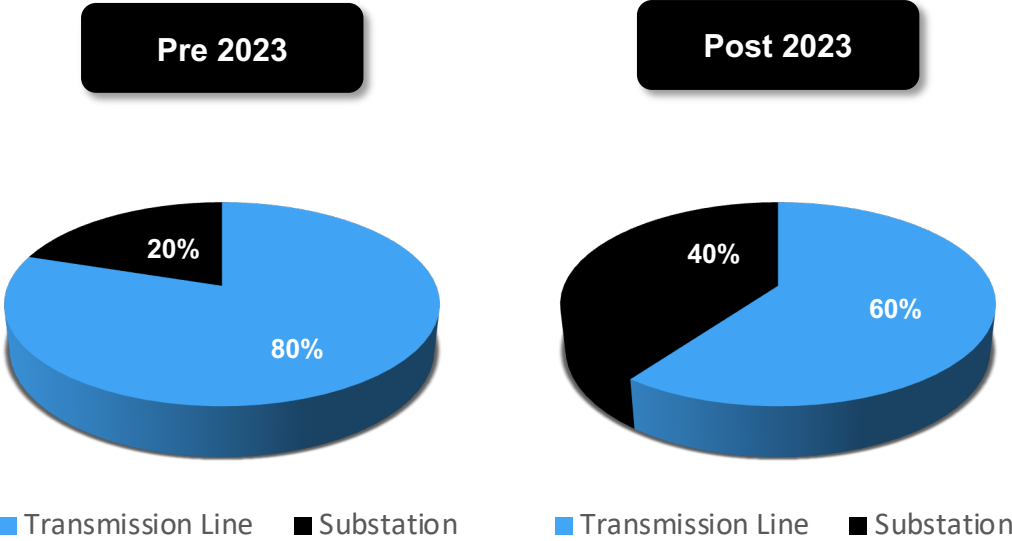
45500

- 14,625 ckm of transmission lines and 75,902 MVA of transformation capacity has been commissioned during 2022-23.
- 7,026 ckm of transmission lines and 29,521 MVA of transformation capacity has been commissioned during 2023-24 (until October 2023).

Opportunities in Power Transmission for TEECL

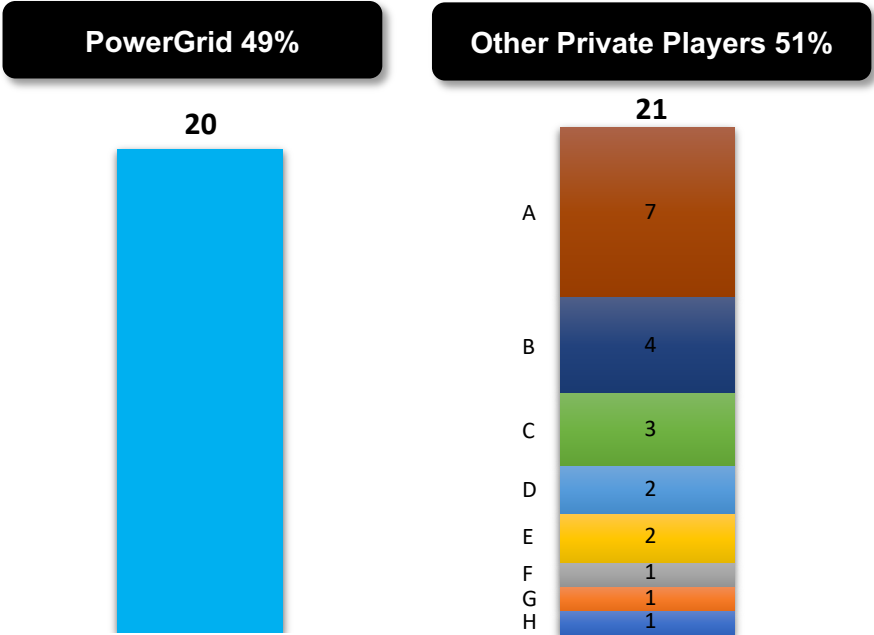


Increased Volume of Substation work for TEECL



Higher Capex coupled with higher Substation proportion will bring larger volumes for Substation work

Opportunity from Increased participation of Private Sector in Power Transmission in India



Number of Transmission schemes under Implementation

A - Sterlite Power Limited	E - Megha Engineering and Infra	POWERGRID
B - Adani Transmission Limited	F - GR Infra Projects Limited	
C - ReNew Transmission Ventures Pvt. Ltd.	G - Indi Grid Limited	
D - Apraava Energy Private Limited	H - Resurgent Power Transmission Limited	

** Data as on 31st December 2023



Advancing with Experience and Expertise : Smart Metering

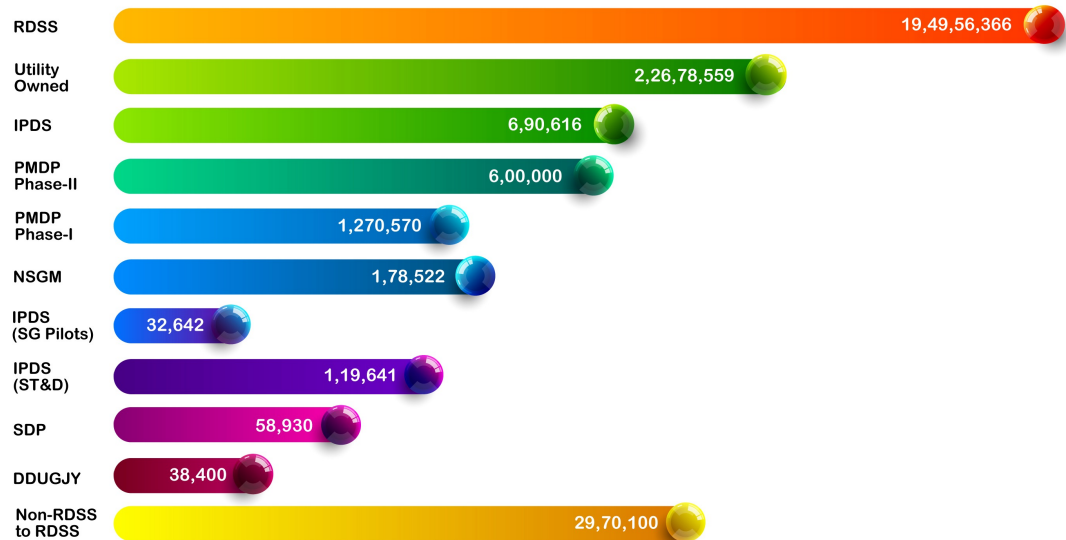
Overview Report on Smart Meter Deployment in India

Total Sanctioned
Smart Meters
22,24,50,825

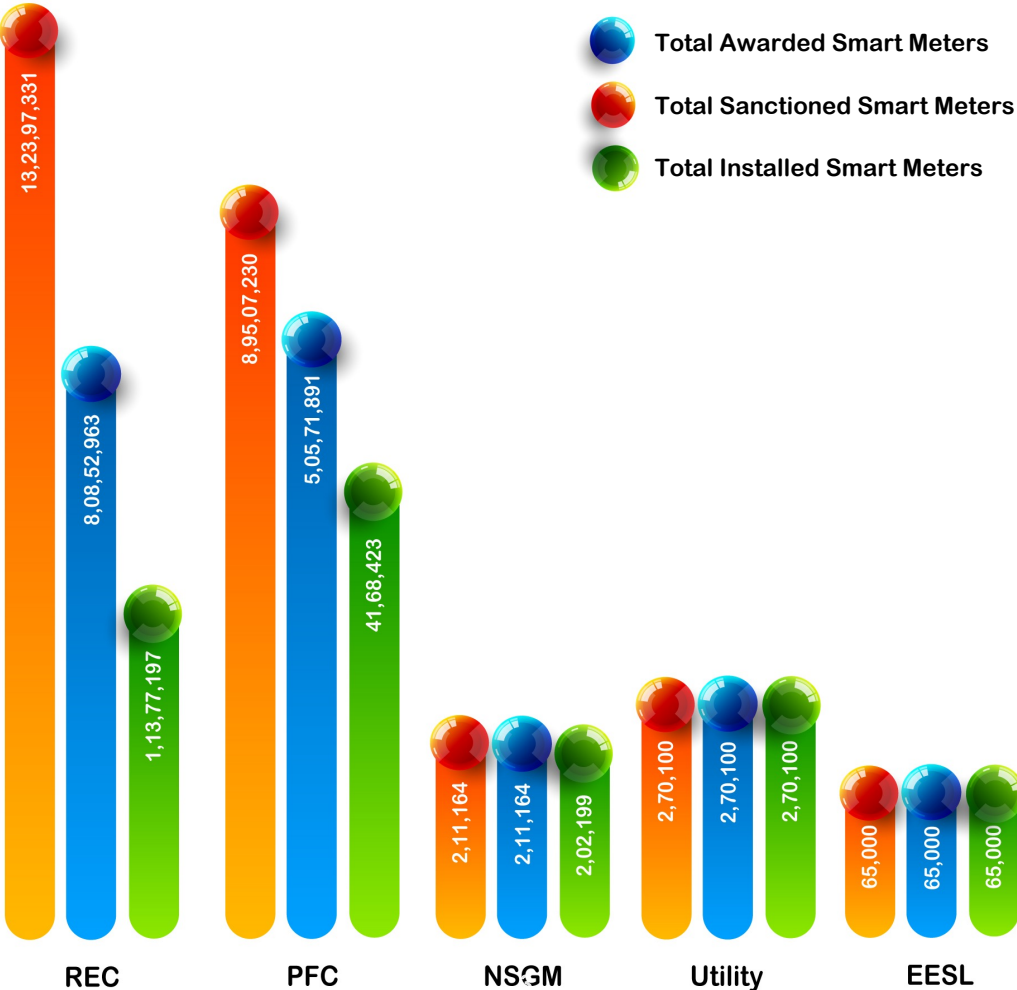
Total Awarded
Smart Meters
13,19,71,118

Total Installed
Smart Meters
1,60,82,919

Total Sanctioned Smart Meters by Government Schemes



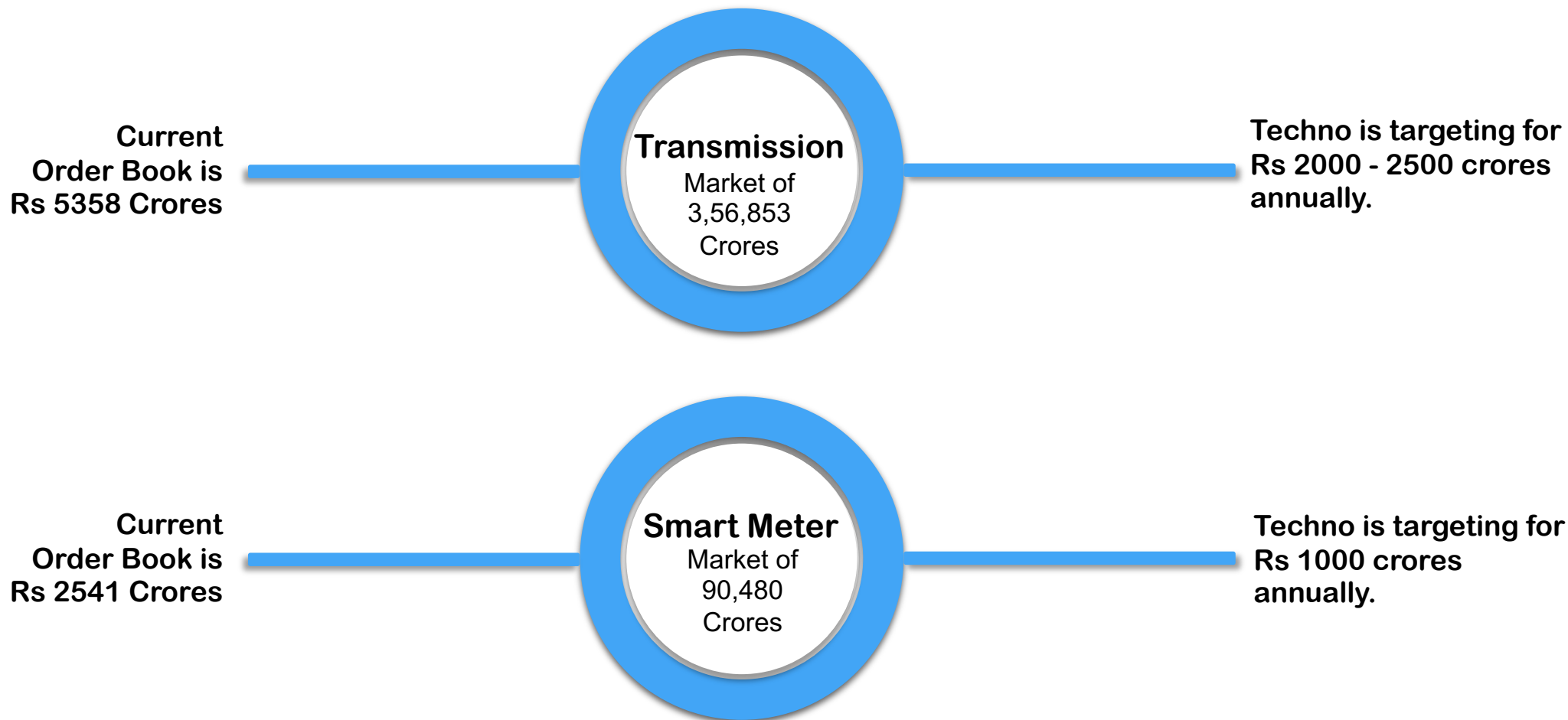
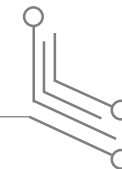
Number of Smart Meters deployed by various Nodal Agencies



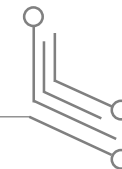
**Source: nsgm.gov.in



Leveraging Opportunities in Transmission and Distribution



Techno AMI Projects



- ❖ In Phase 1 in EPC, Techno has installed **1,27,000** smart meters in **J&K**.
- ❖ In Phase 2 Techno has installed **1,14,454** smart meters in **Srinagar** and **1,13,589** smart meters in **Jammu**.
- ❖ In Phase 1 Techno has installed **1,07,322** smart meters in **Indore**.

TEECL has been awarded the following **4 AMI contracts** to Install and Operate **2.24 million units** worth **INR 2612 Crores**.

Jharkhand Bijli Vitran Nigam Limited

- ❖ Location: Ranchi, Jharkhand
- ❖ Total No. of Smart Meters to be Installed: **5,33,733**
- ❖ Duration: June 2024 to June 2034
- ❖ Project Implementation Agency: JBVNL

Jammu & Kashmir Project 3

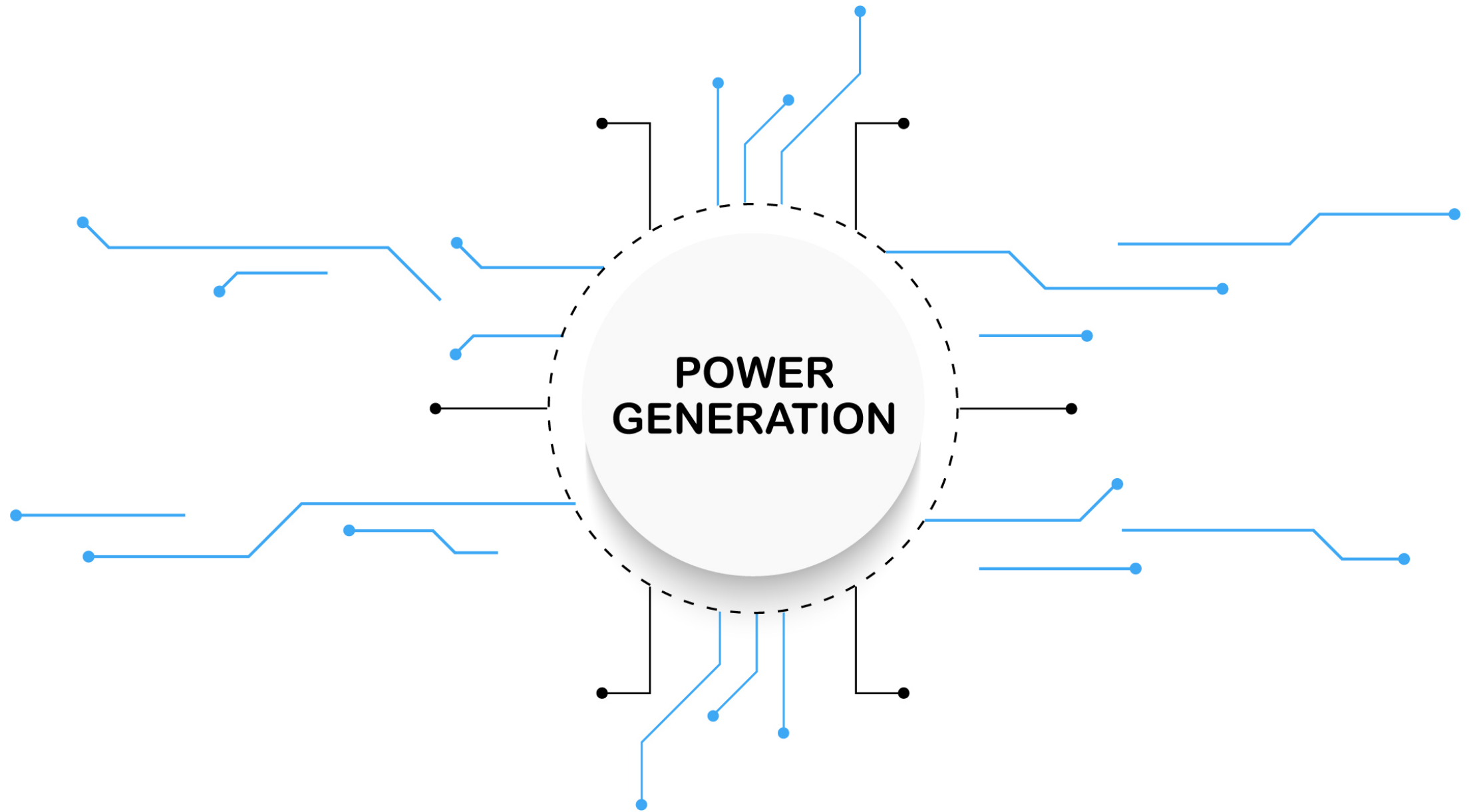
- ❖ Location: Kashmir
- ❖ Total No. of Smart Meters to be Installed: **7,27,584**
- ❖ Duration: June 2024 to June 2034
- ❖ Project Implementation Agency: RECPDCL

Tripura State Electricity Corporation Limited

- ❖ Location: Tripura, Agartala
- ❖ Total No. of Smart Meters to be Installed: **4,27,013**
- ❖ Duration: June 2024 to June 2034
- ❖ Project Implementation Agency: TSECL

M.P. Paschim Kshetra Vidhut Vitran Co. Ltd.

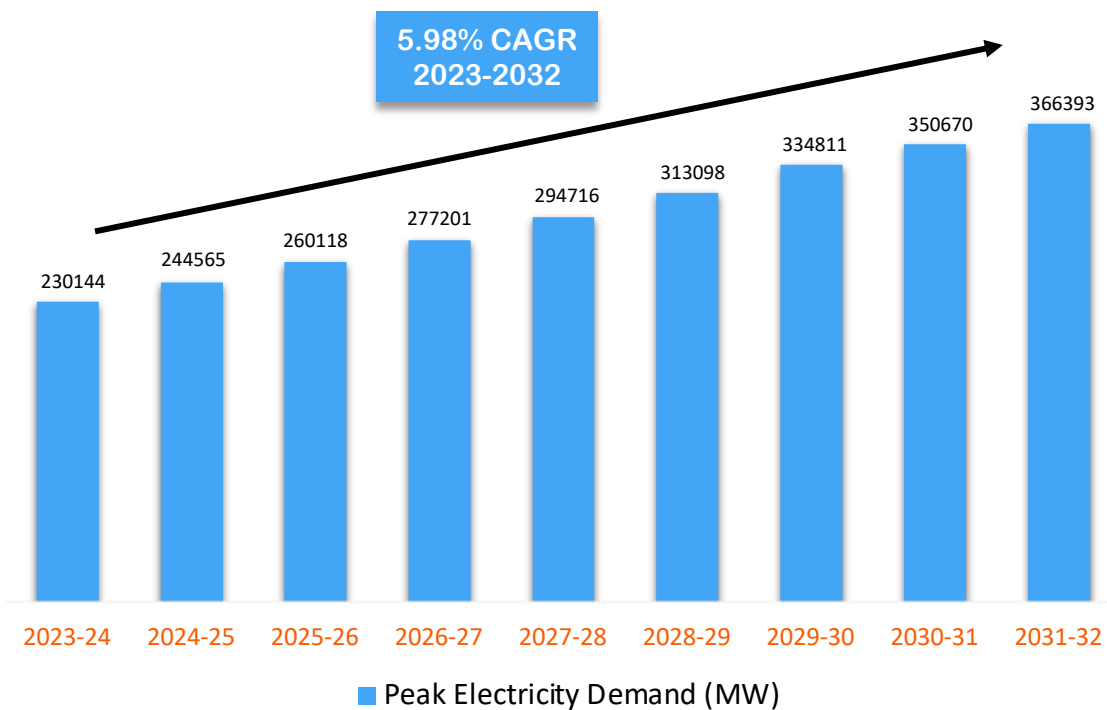
- ❖ Location: Indore, Madhya Pradesh
- ❖ Total No. of Smart Meters to be Installed: **5,53,013**
- ❖ Total Cost: **INR 633.24 Cr.**
- ❖ Duration: December 2023 to December 2033
- ❖ Project Implementation Agency: MPPKVCL



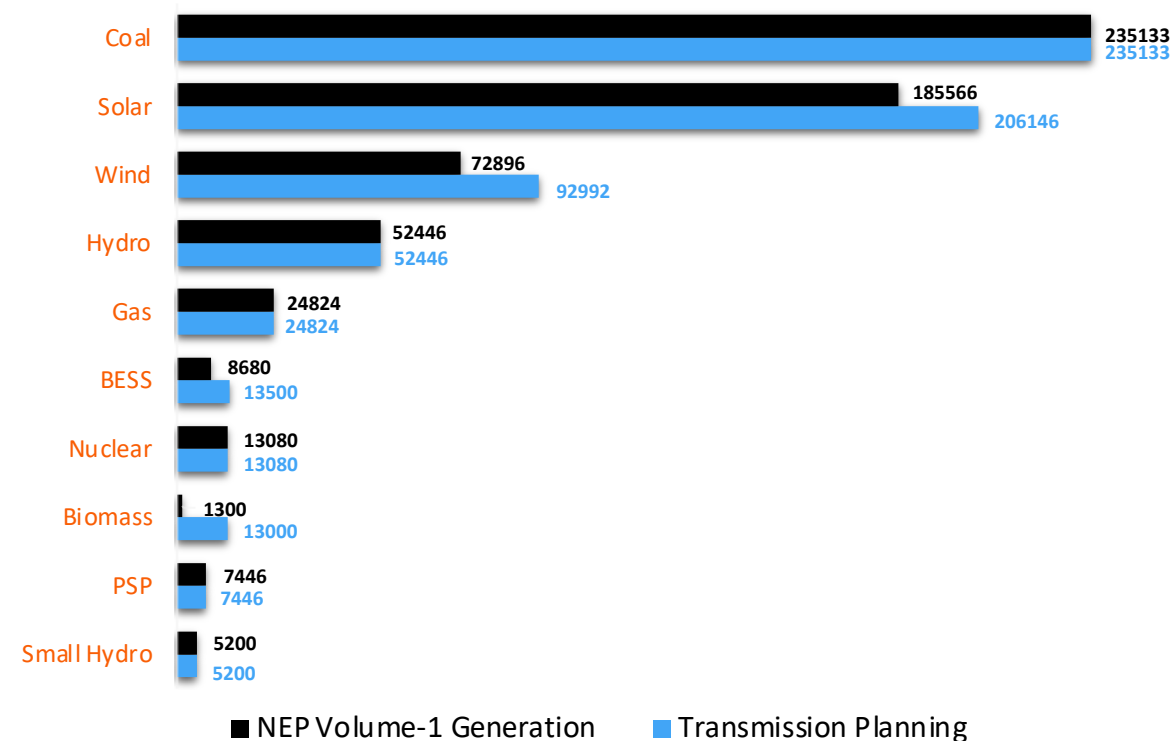
Power Sector

Electricity demand projection and Installed Generation Capacity

Electricity demand projection for the year 2023-24 to 2031-32

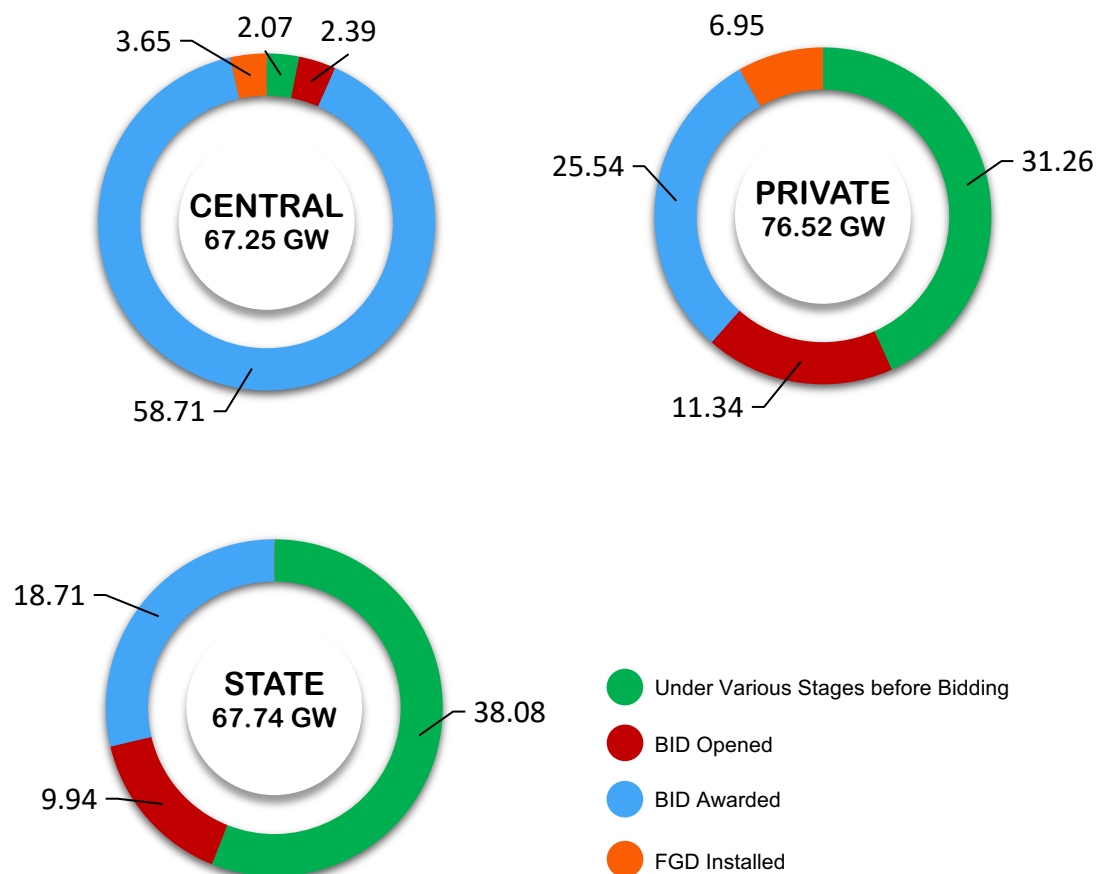


Installed Generation Capacity (MW) likely by 2026-27 for the purpose of transmission planning and NEP (Volume 1) Generation



Air Quality Control Solution: FGD

Status of FGD Implementation in India



As per, Gazette notification (GOI) all Thermal Power Plants need to limit their sulphur emission.

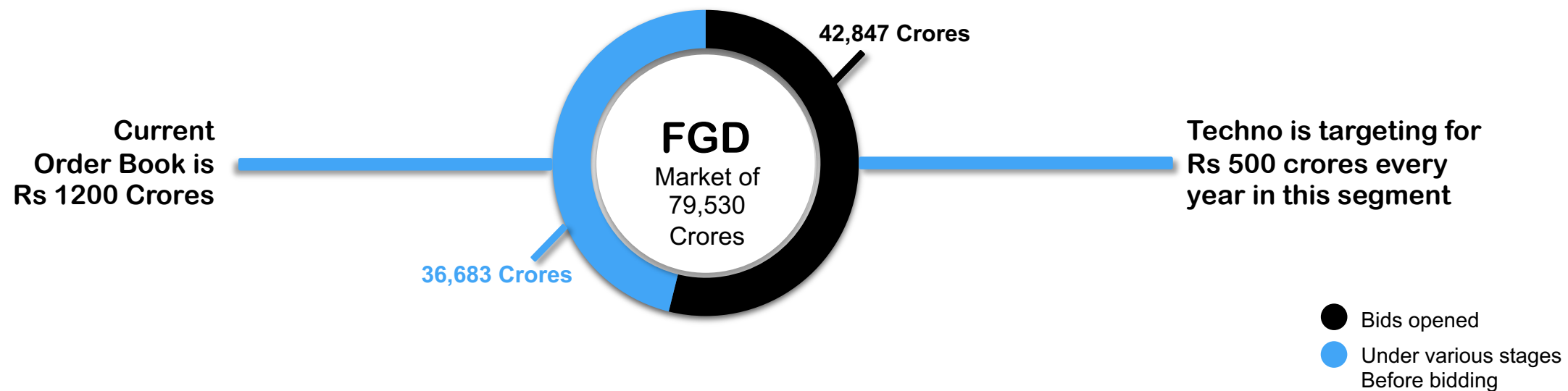
Total Target is for 211.52 GW (67.25 GW by Central Govt., 67.74 GW by State Govt. and 76.528 GW by private players) by 2026.

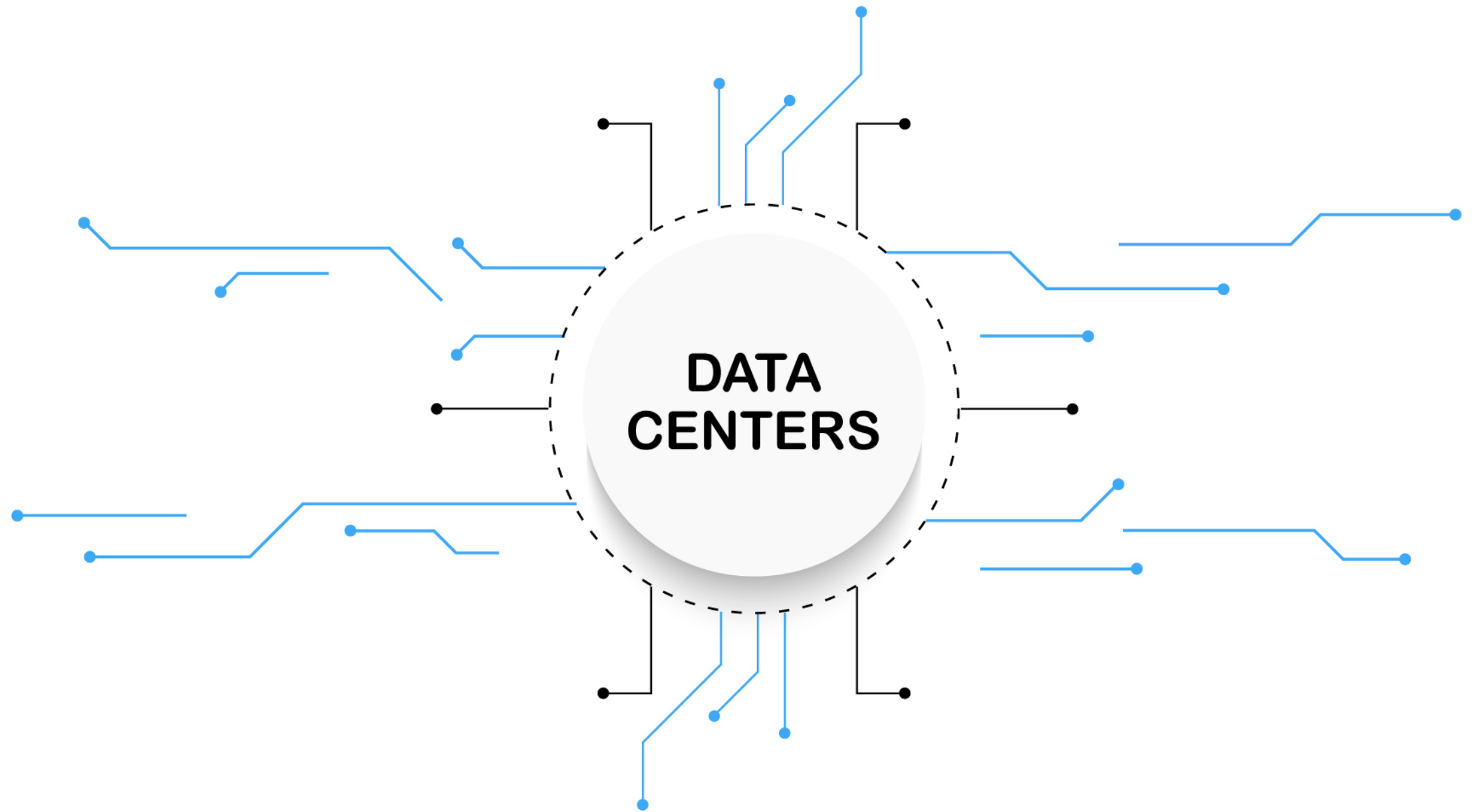
- ❖ Of these, around 19.43 GW is already installed, and bids for 105.2 GW are already awarded.
- ❖ Bids for 42.84 GW has been opened
- ❖ Around 36.68 GW are around various stages before being awarded.

We have already commissioned 500 MW project from DVC (Rs 3190 million) and an order worth Rs 14550 million from Rajasthan Rajya Vidyut Nigam Ltd.

We have tenders worth Rs 1000 crores under bidding in the pipeline.

Leveraging Opportunities in Power Generation





Data Center Industry Overview

DC Supply and Demand in India

Existing DC Stock (As of Dec 2023)

**15
Million**

Total Area in
Square feet

**842
MW**

Total IT
Capacity

Future DC Stock (As of Dec 2026)

**29
Million**

Total Area in
Square feet

**1628
MW**

Total IT
Capacity



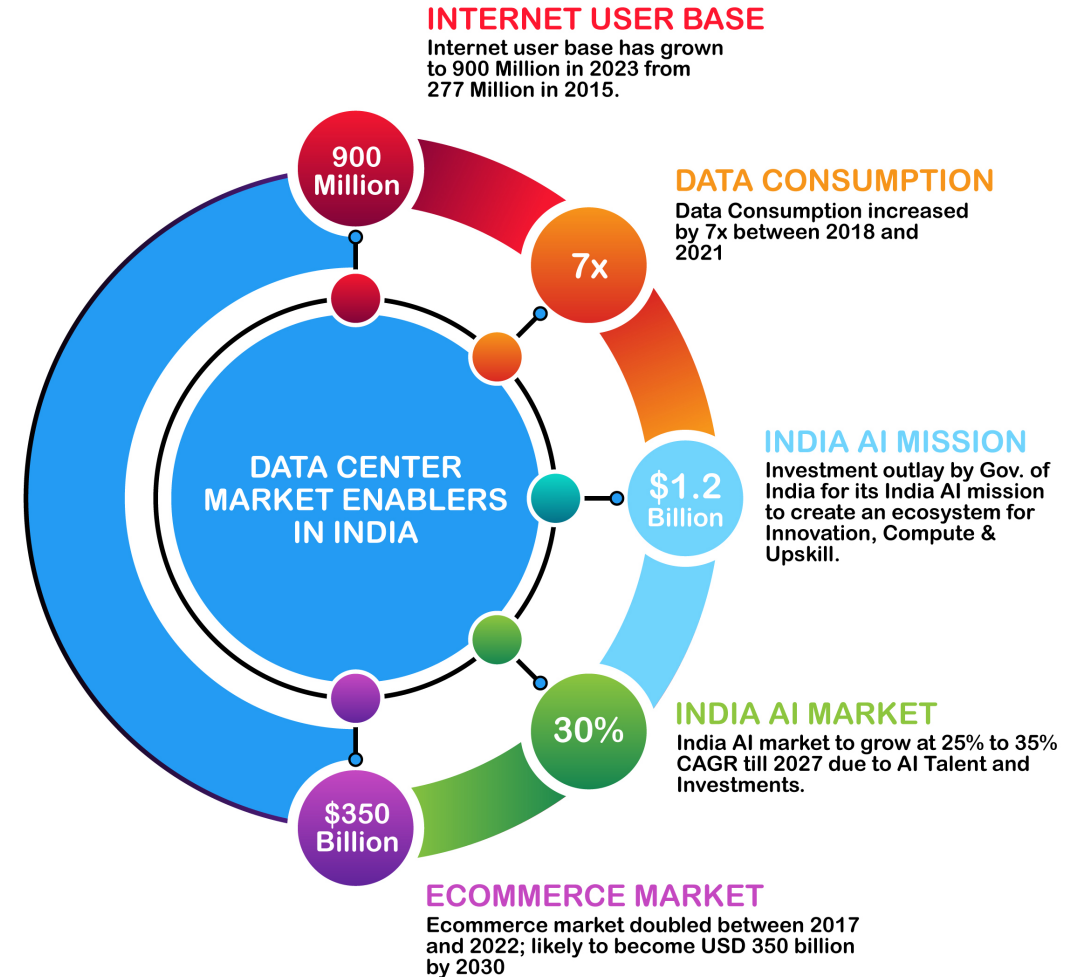
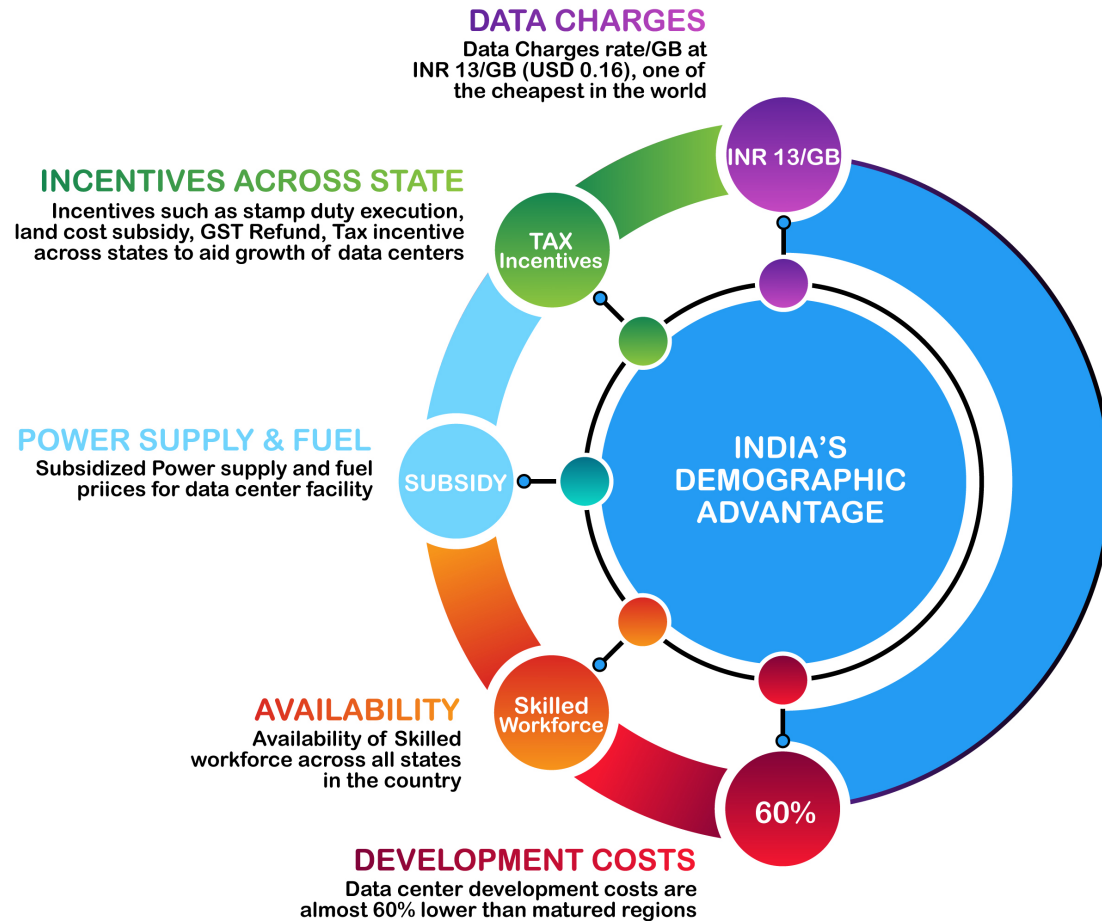
**Source: JLL report on India DC Outlook in 2024 covering markets of Mumbai, Chennai, Bangalore, Pune, Kolkata, Delhi NCR and Hyderabad only.

Data Center Industry Market Enablers

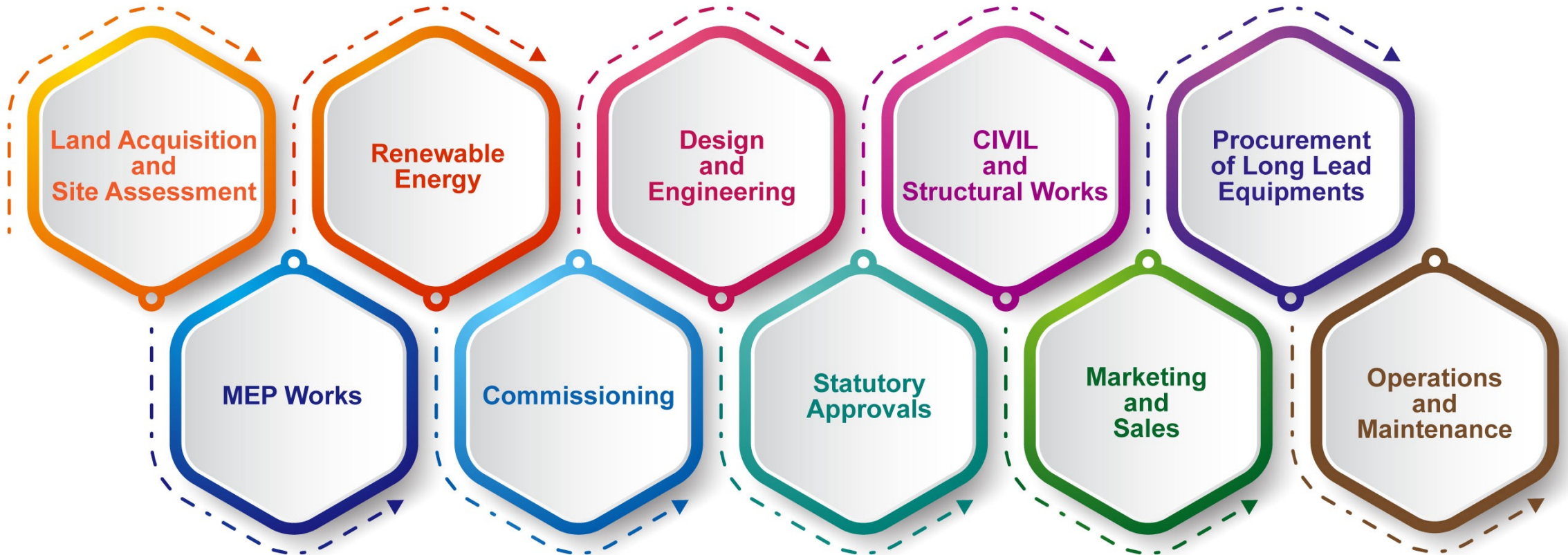
The increased usage of OTT platforms, social media, gaming and the advent of AI has spurred demand for the DC industry in India.



As most industries adopt AI, the need for computing resources to store huge volume of data will only get bigger hereon



TECHNO's End-to-End Solutions for DATA CENTER



Our Data Center Vision

Aligned to the Big Picture

The Map shows the 102 cities of EDGE Data Centers across India

Additionally, the map highlights the Hyperscale facilities of Chennai and Kolkata Data Centers, which are set to act as the Central Data Center hub for all the Edge locations.

Techno Data Center in Chennai is commissioning soon

Techno Data Center in Kolkata will be commissioning in 2027

The Edge Data Centers will be developed in phases, with 20 edge data centers planned for each phase. The locations of the first phase are marked on the map with RED pins.

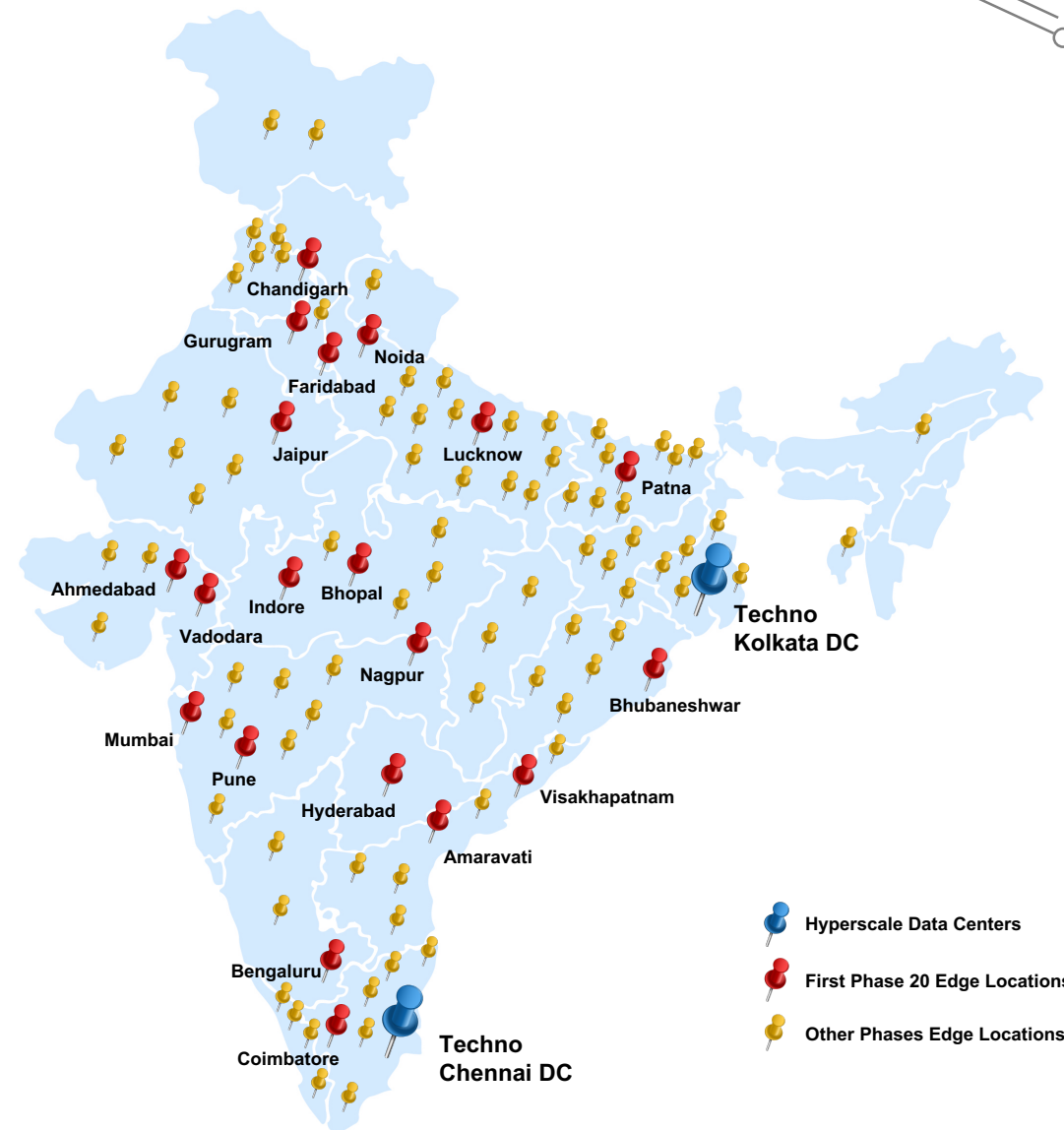
This strategic arrangement is Designed to ensure

Seamless

Efficient

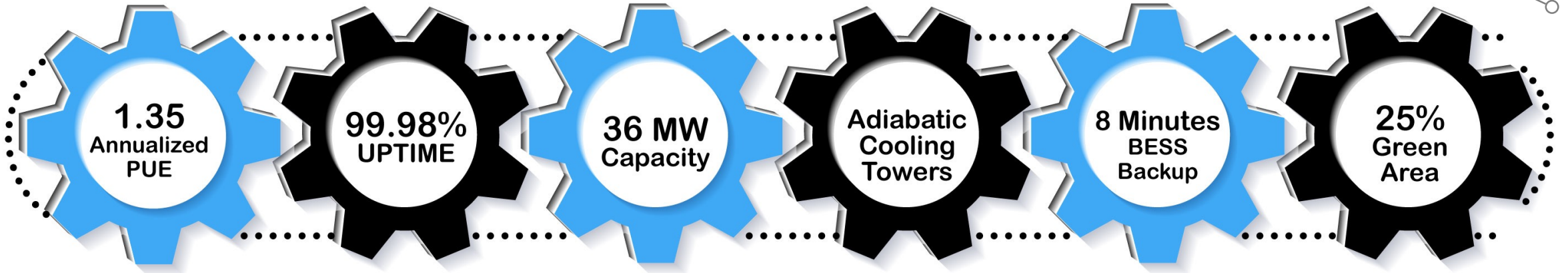
Reliable

Data Processing and Distribution across all the marked EDGE Locations



Chennai Data Center

Commissioning soon



Mission-critical facility will be a G+4 building

Design is Tier-III compliant and features a concurrently maintainable Power Distribution and Cooling system.

Built-up area of approximately 25,000 square meters

Reduce water consumption by 75% compared to Conventional Cooling Towers

Electrical power design features a BESS for up to 8 minutes of backup time during outages

Aiming for USGBC LEED Certification GOLD Rating

CONSULTANTS

AECOM

CBRE

EY

PARTNERS

KALPA-TARU
POWER TRANSMISSION LIMITED

HITACHI

Schneider Electric

TBEA

SAMSUNG

PAHARPUR

SIEMENS

VERTIV

YORK
BY JOHNSON CONTROLS

JINDAL
STEEL & POWER

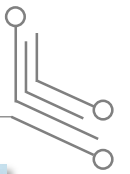
HILTI

GE



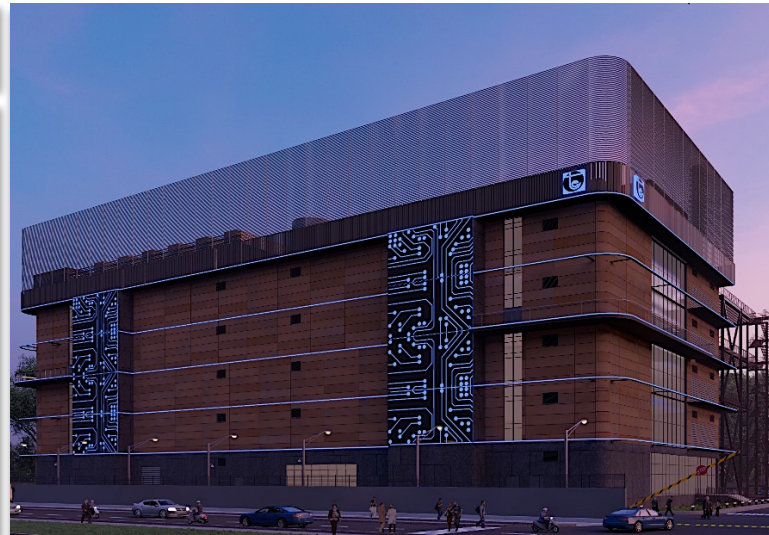
Chennai Data Center

Work in Progress



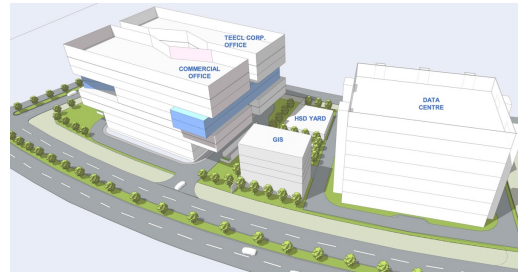
Chennai Data Center Status

- All civil work has been completed, and MEP work is currently underway.
- The data center is scheduled to be commissioned in a couple of months.
- The construction will be completed in phases, with the first phase of 5.6 MW currently under development.
- Once the first phase is commissioned, each subsequent phase will be completed within six months, depending on customer acquisition.



Kolkata Data Center

In construction phase



Location	Distance from TEECL Site
Highway (Belghoria Expressway)	5 km
Arterial Route (Biswa Bangla Sarani)	225 meters
Kolkata International Airport	1.5 km



4-acre Land acquired



Site already in Possession of TEECL



Set up Data center in Kolkata with IT load Capacity of 15 MW



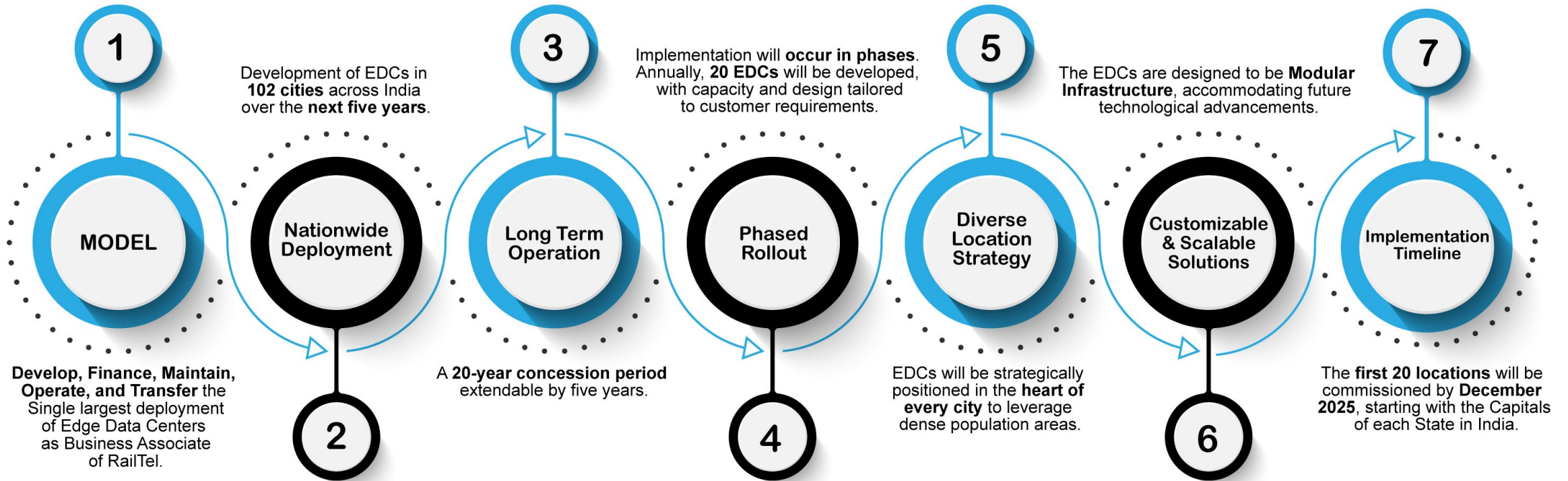
Topographic survey is done



The master Layout is developed and pre-construction work has started.

The Plot is surrounded by multiple Data center companies like NTT, STT, CTRLs, Digital Reality, & Adani Connex.

EDGE Data Centers Blueprint



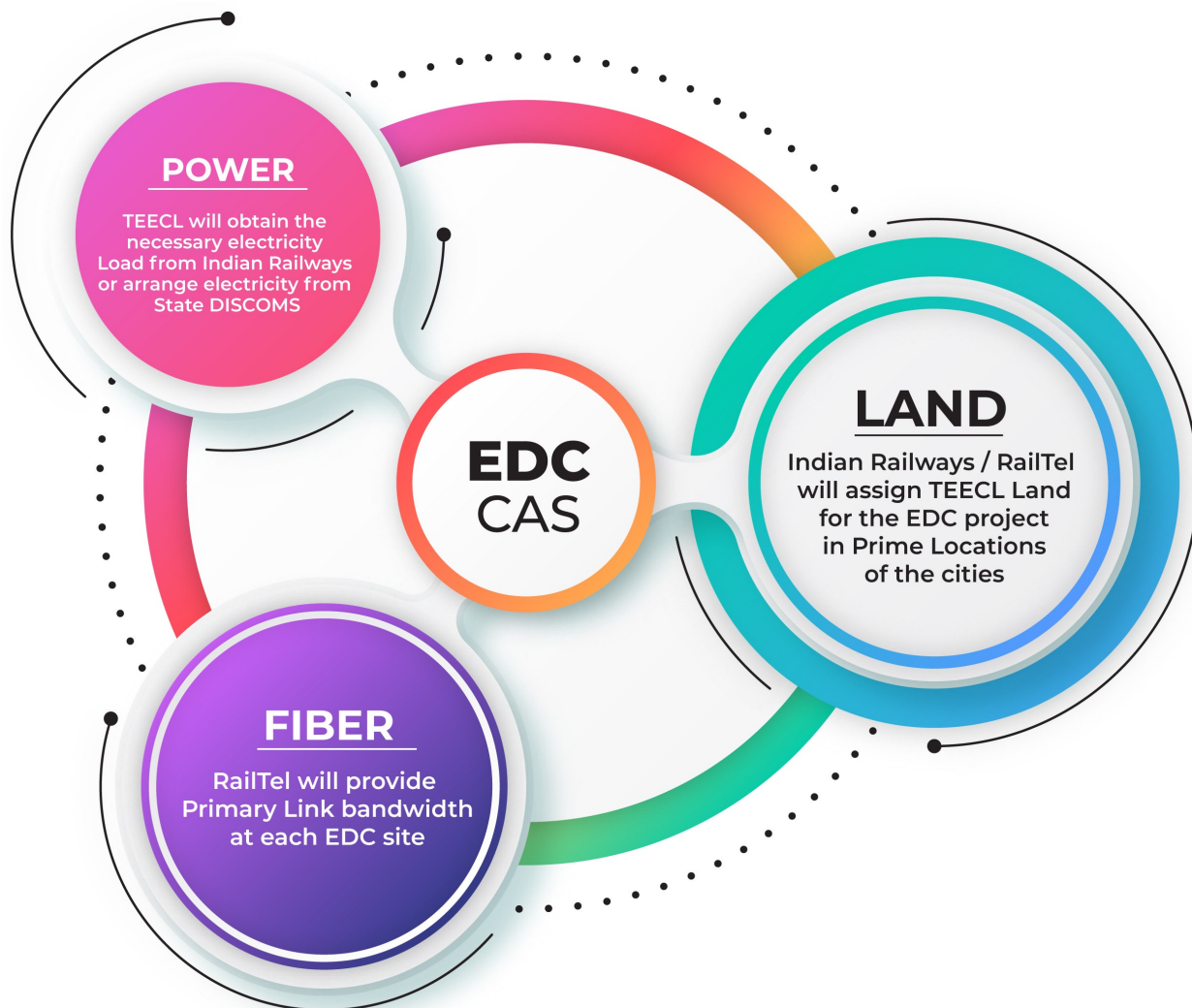
INFRASTRUCTURE

Supply, install, and commission both Non-IT and IT infrastructure for the Edge Data Centers – Modular Infrastructure Solution to be deployed

BUSINESS MODEL

1. Sale of offered Data center solutions and manage the Business operation
2. Revenue sharing with RailTel

EDGE Data Centers Competitive Advantage Statement (CAS)



LAND

Access to prime locations in cities that are in high demand and difficult to acquire. Examples of such locations include Mahalaxmi, South Bombay and Sector 44, Gurugram, which is only ~3 km away from Golf Course Road, Gurgaon.

FIBER

All EDC sites will be connected to RailTel's extensive optic fiber network, which spans 70,000+ km and runs parallel to the railways track covering the length and breadth of India. RCIL exclusively provides the option for connection via dark fiber. Additionally, all EDCs will be inter-connected to the Chennai and Kolkata data center using dark fiber.

POWER

For the first time in the industry, almost 60% of these EDCs will be powered by renewable energy at the most competitive rates of INR 7.5-9 per unit, in contrast to the INR 9-12 per unit available through DISCOMS at 11 or 33 kV.



Techno Edge Data Center Project Status



- ❖ We have identified **12 high-potential sites** across India for our edge data center project, marking the first phase of this ambitious nationwide initiative, targeting a vast network of **102 cities across India**.
- ❖ **Initial surveys are now underway**, assessing **each site's potential** to bring data infrastructure closer to key markets and communities, paving the way for enhanced connectivity and efficiency across the country.

Gurugram

Work started in Gurugram and will be commissioned in December 2024.

Mumbai

Work will begin in December and will be completed by the end of March 2025.



Techno combined solutions with Chennai, Kolkata and Edge Data Centers



The **Hybrid Infrastructure** of Chennai (23 MW IT Load) and Kolkata (15 MW IT load) 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 and Kolkata Data Center's **Computational Resources**.

Centralized Management

Centralized management and monitoring tools shall provide visibility across all our data centers, enabling

- ❖ Proactive management
- ❖ Performance optimization
- ❖ Rapid response to issues across the entire infrastructure

Central NOC & SOC

Establish and operate central NOC and SOC complete with IT tools, including a CRM tool with a billing system and business portal.

Unified Security Framework

A unified security framework will be implemented across the Chennai and Kolkata data centers and all edge locations, ensuring

- ❖ Security policies
- ❖ Data protection measures
- ❖ Regulatory compliance

The integration of Chennai 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 World. We aim to operate a network of hyperscale and edge data centers with industry's **Least Latency** in the country.

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