

Techno Electric & Engineering Company Limited

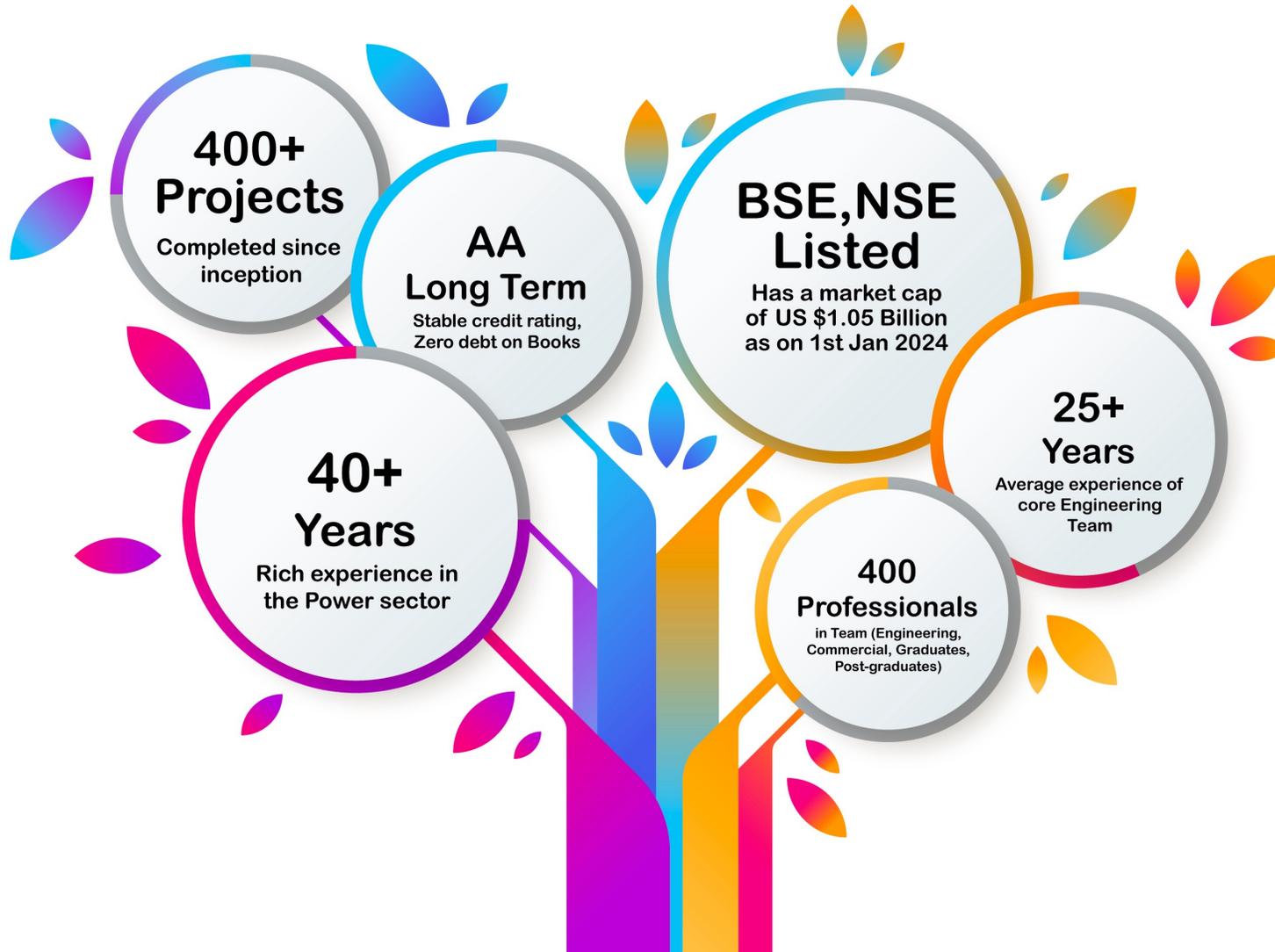
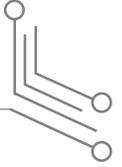
Investor Presentation

Quarter Ended December 2023

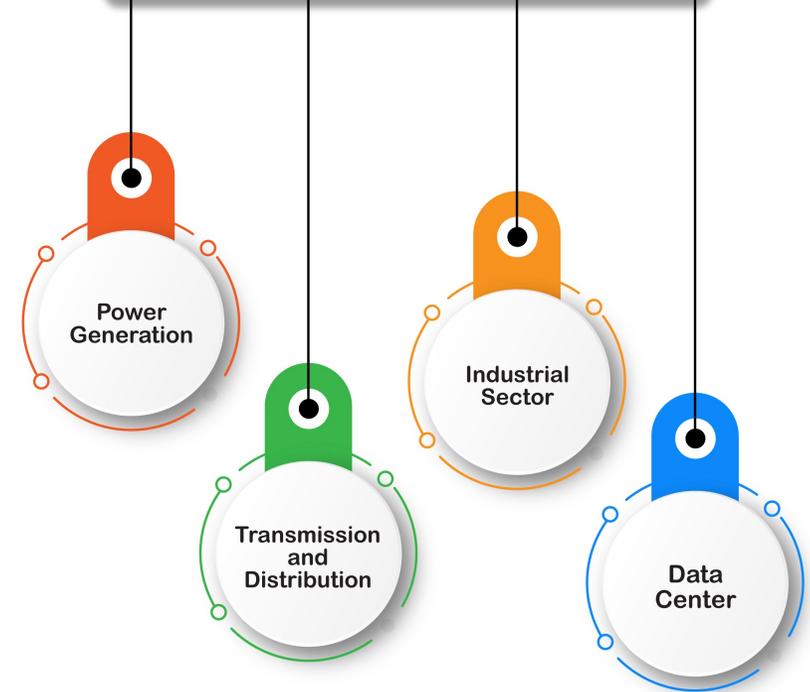


About Techno Electric & Engineering Co. Ltd.

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

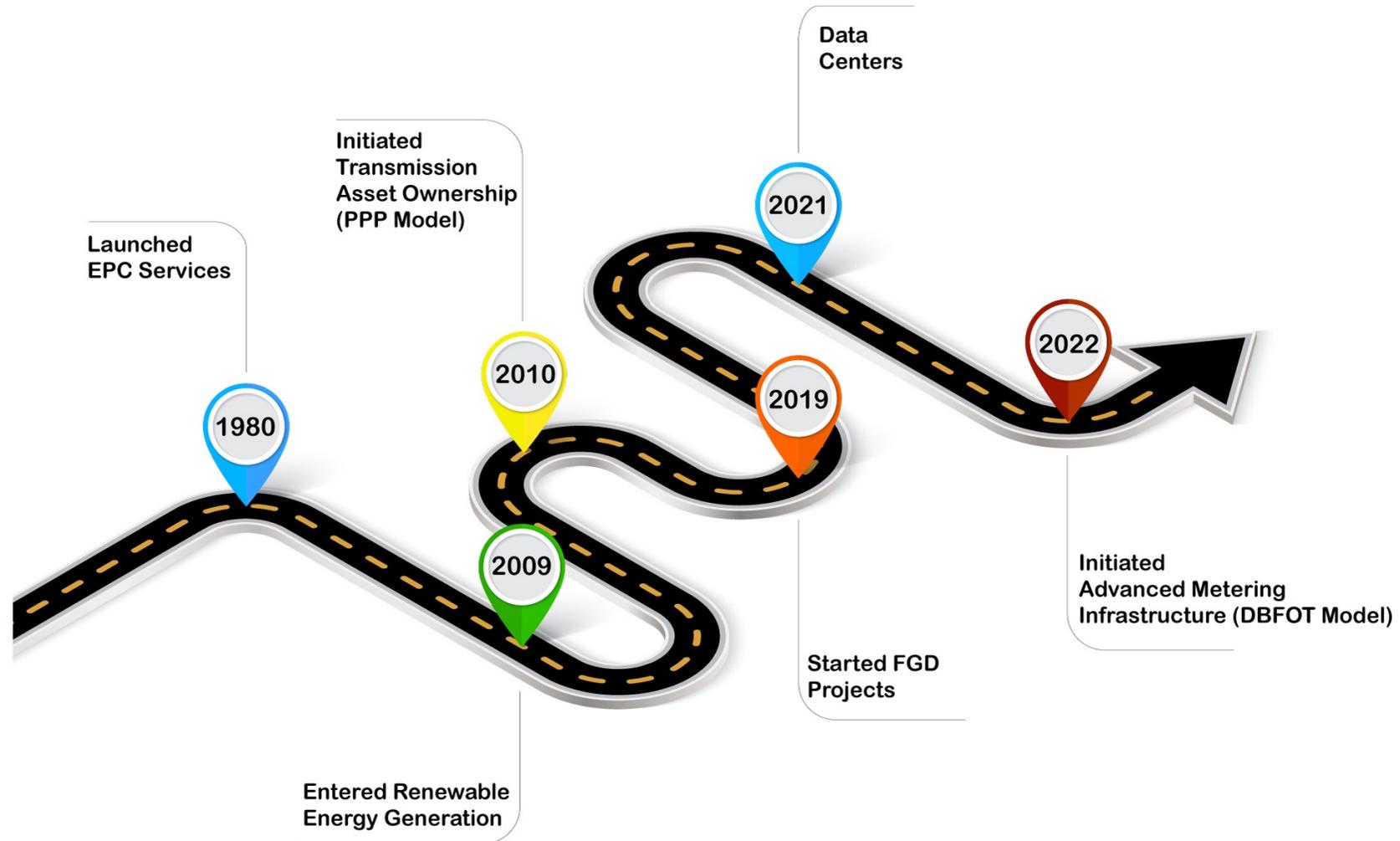


Key Presence Areas

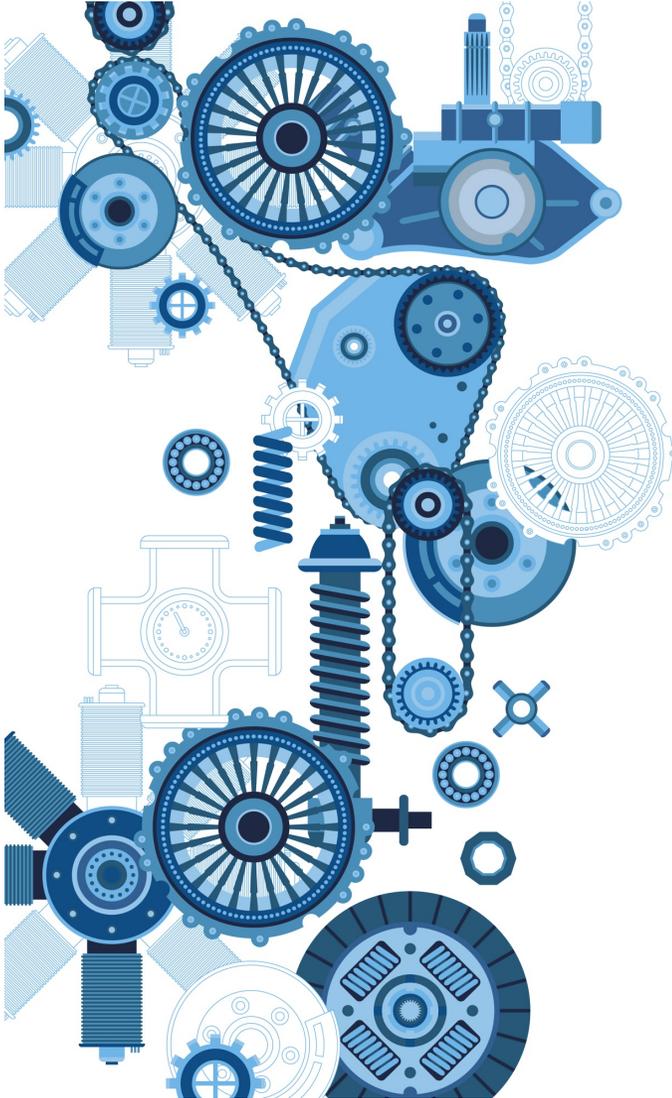


About Techno Electric & Engineering Co. Ltd.

Key Milestones



Advancing with Experience and Expertise : EPC



Flue Gas Desulphurization Plant

Transmission & Distribution

Advanced Metering Infrastructure (Smart Metering)

Balance of Plant

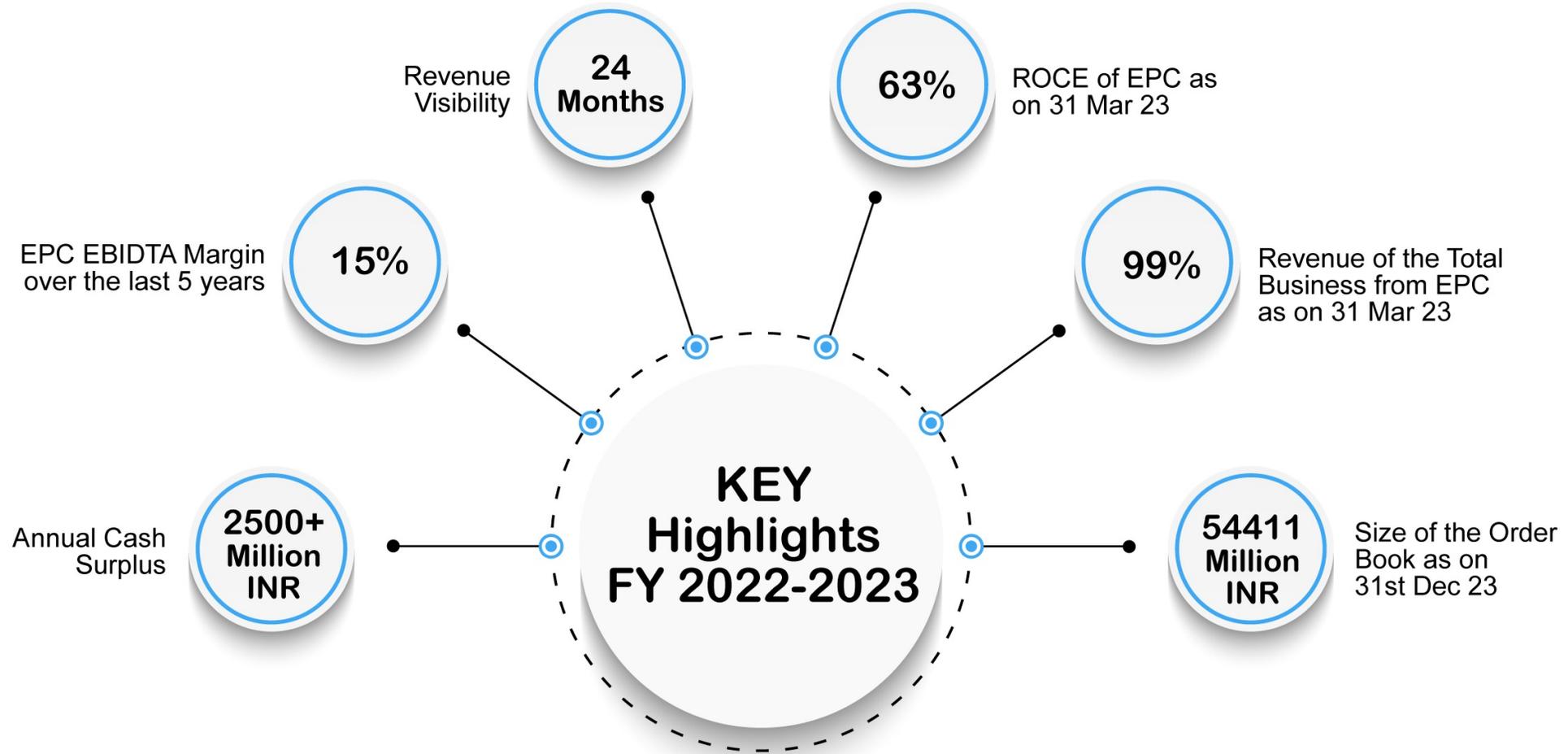
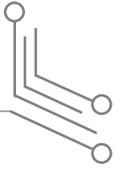
Captive waste heat recovery and up to 200 MW of conventional power plant on a turnkey basis

Solutions for power-intensive industries

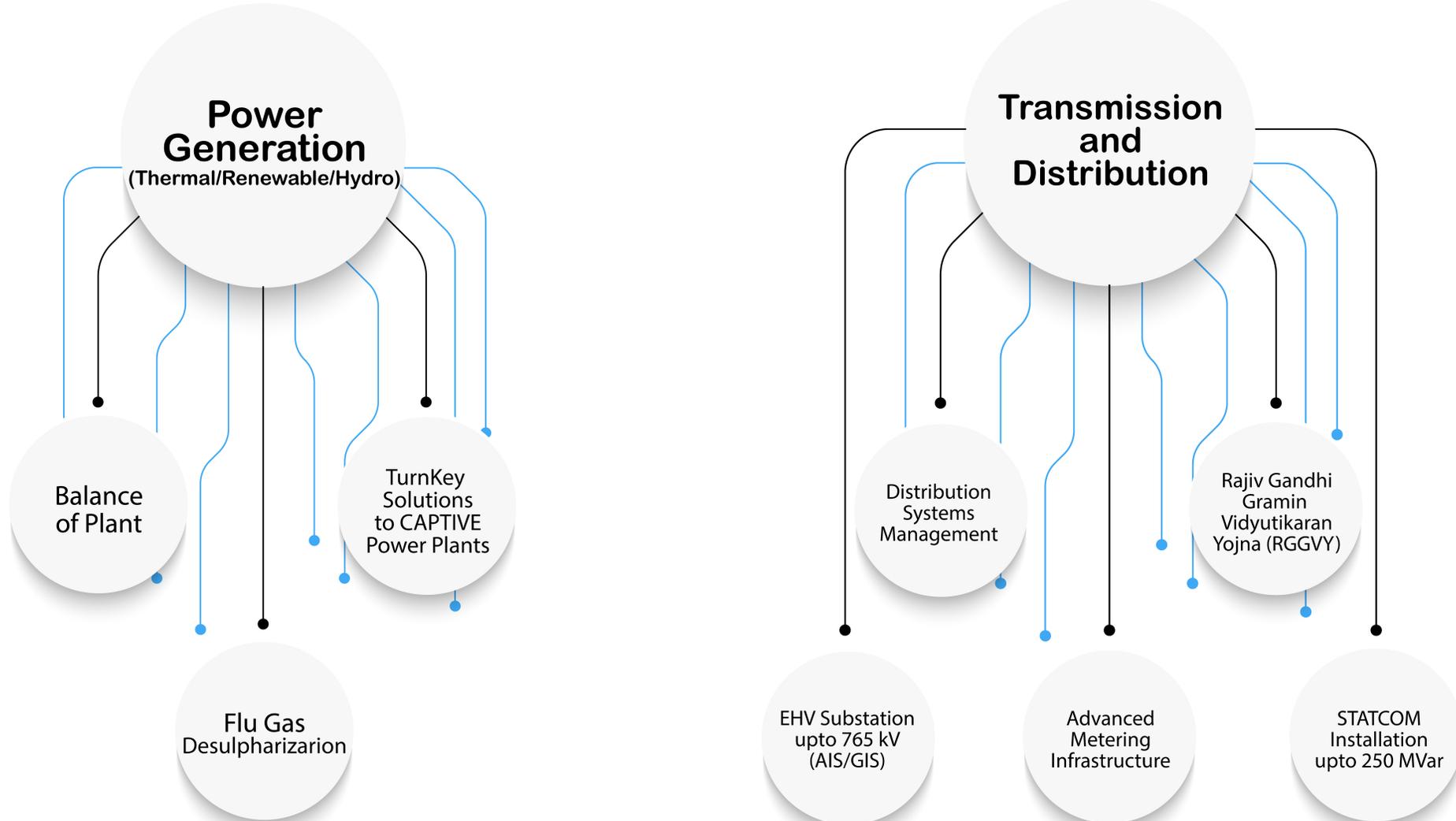
Less capital-intensive, high risk-reward ratio

Delivering Consistently

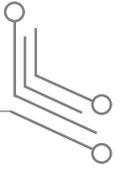
Key highlights for FY 2022 - 2023



Major Domains of Operations

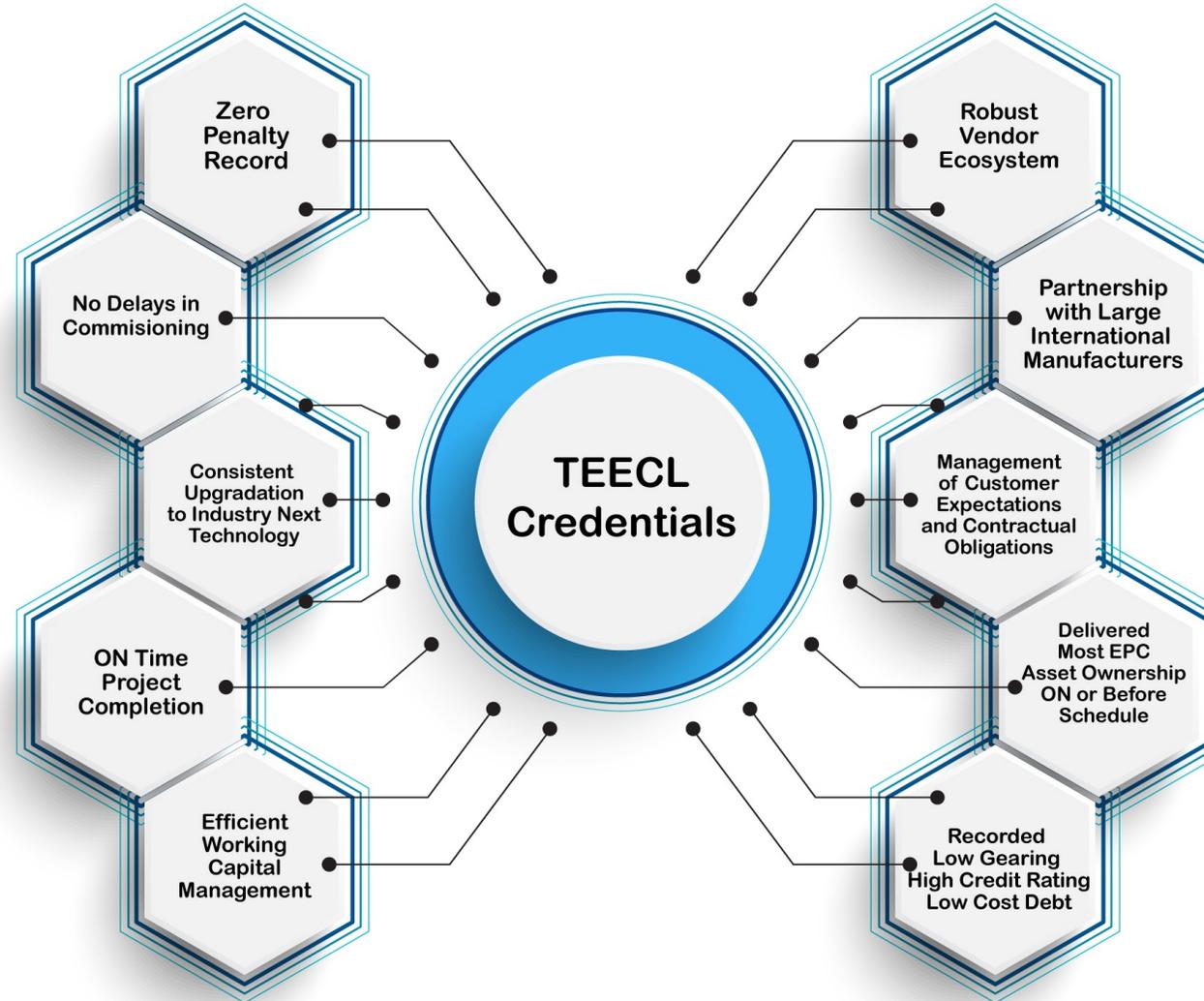


Major Domains of Operations



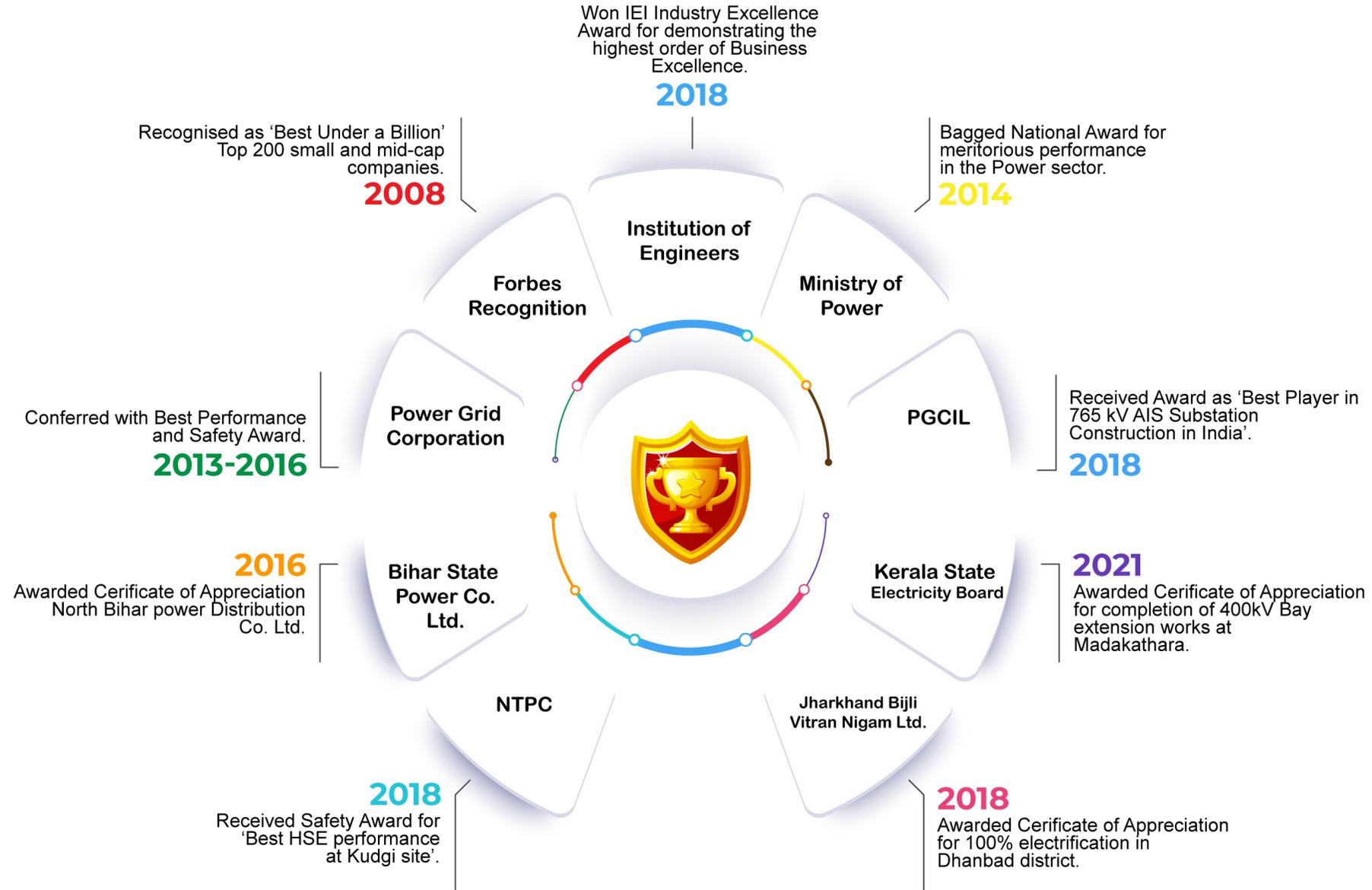
Utilising Corporate Strength

Strong Credentials in Project Execution

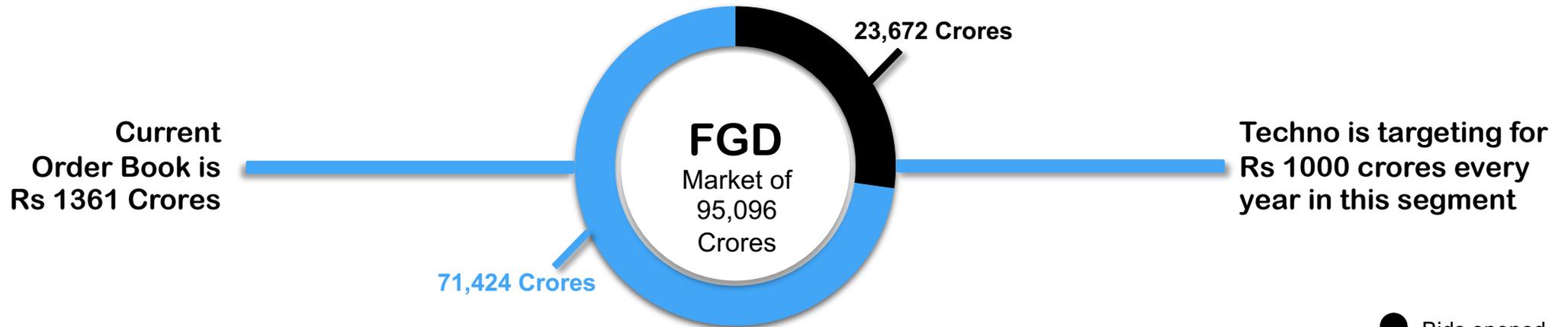
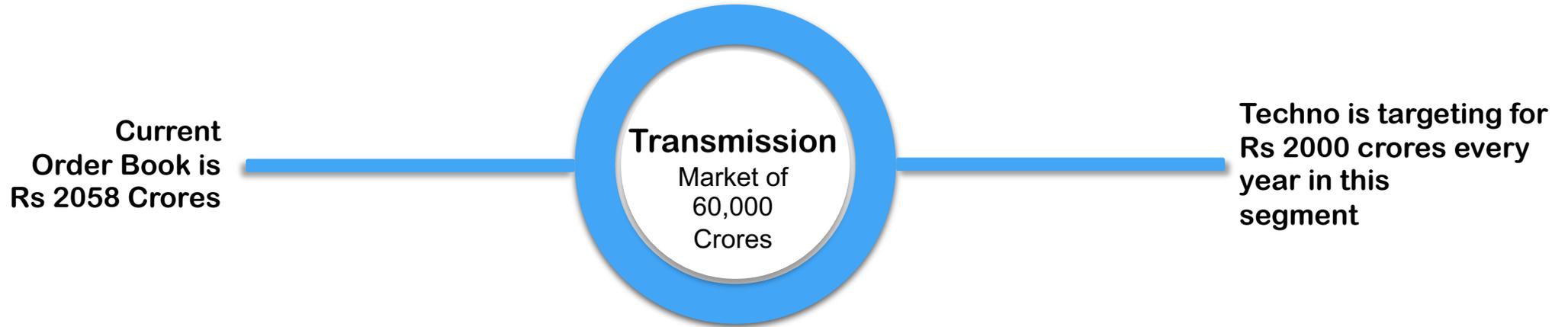
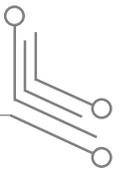


Growing Recognition

Awards and Certifications



Leveraging Opportunities



- Bids opened
- Under various stages Before bidding



Leveraging Opportunities



**Current
Order Book is
Rs 1600 Crores**

Smart Meter
Market of
2,22,338
Crores

**Techno is targeting for
Rs 2000 - 2500 crores
every year in this segment**

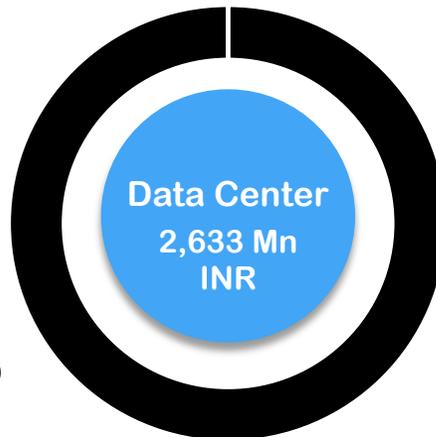
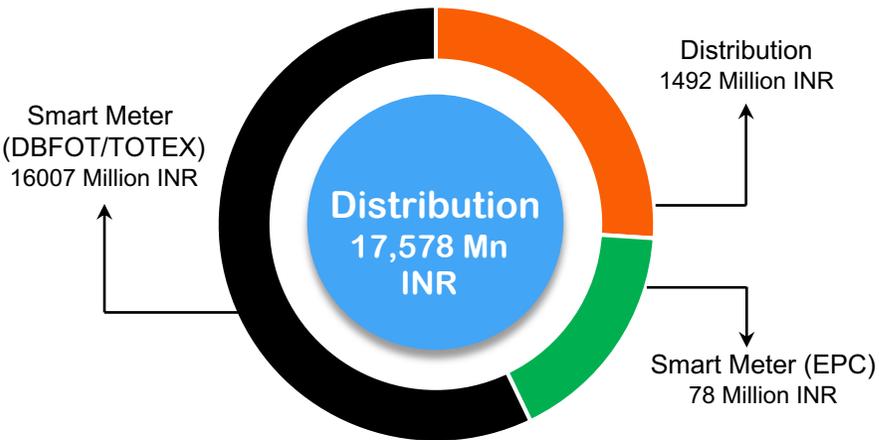
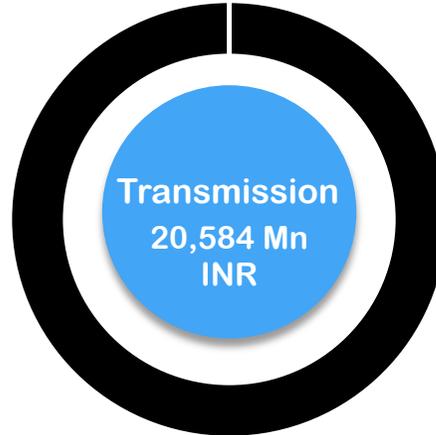
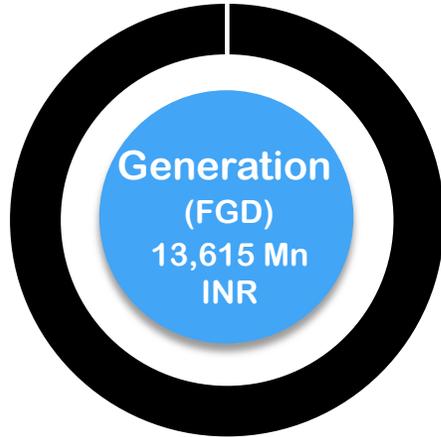
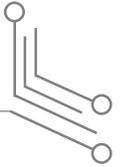
**Current Data
Center Project
Rs 1400 Crores**

Data Center
Market of
2,25,000
Crores

**Techno envisages to develop
250 MW of Data Centers with
a capex of over USD 1.3 billion
in the next 5-6 years.**

EPC Order Book

Segment-wise order book for the quarter ended 31st December 2023



Share (%)	Client Name	Amount (Millions)
26.14%	Power Grid Corporation of India Ltd.	14223
24.89%	Rajasthan Rajya Vidhyut Prasaran Nigam Limited	13543
16.22%	Smart meter from J&K DISCOM	8824
9.86%	Smart meter from Indore DISCOM	5366
5.09%	Sterlite Grid 18 Limited	2770
4.84%	Techno Infra Developers Pvt Ltd	2633
3.34%	Techno AMI Solutions Pvt Ltd	1816
2.89%	REC Power Distribution Co. Ltd (JKPDD)	1570
6.73%	Others	3663
100%	Total	54411

We are L1 in orders worth Rs 1480 crores comprising of:

- 1 Transmission order from Powergrid (Rs 241 crores)
- 1 Transmission order from Indigrid (Rs 673 crores)
- 1 Transmission order from Adani (Rs 120 crores)
- 1 AMI order for Tripura (Rs 445 crores for 4 lakh meters). We have bids in pipeline for over Rs 5000 crores price bid for which is yet to open, we are hopeful of bagging at least Rs 2000 crores out of the same.



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:-

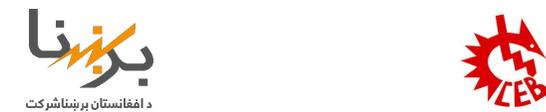
- 1 Building 50% of India's national grid
- 2 Engaging with over 50% of power generating projects in various capacities
- 3 Experience in multi-year engagements with marquee Navratana CPSUs/State Utilities

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

Domestic Clients



International Clients

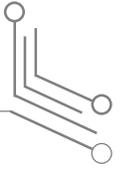


* The above client names are based upon current order book.

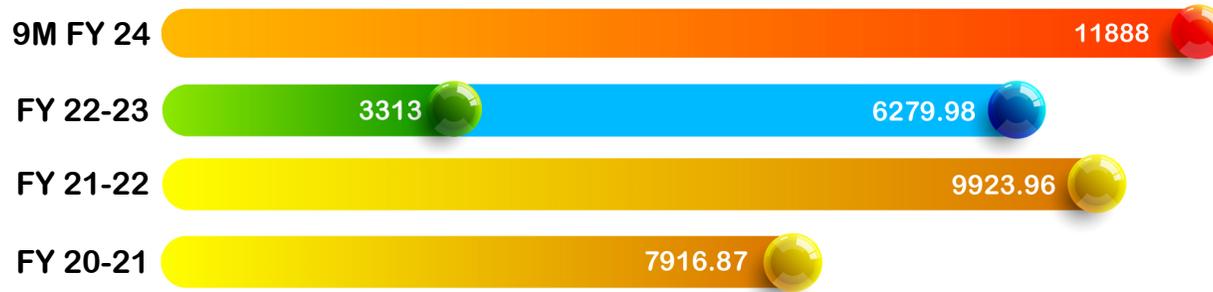


TEECL Financials over the Years (EPC)

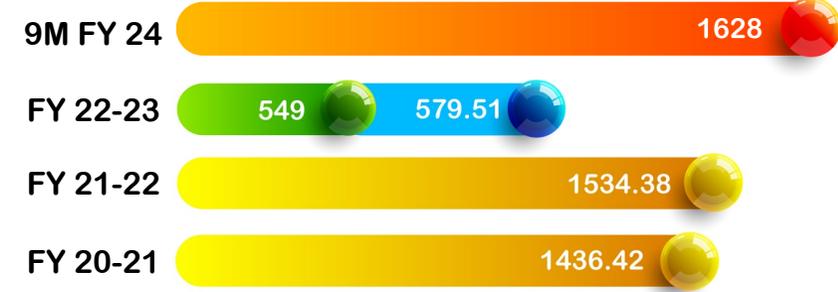
Credible partner with healthy financials and strong liquidity position; project finance expertise



Revenue (in million INR)



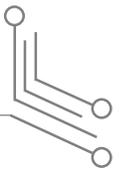
EBIDTA (in Million INR)



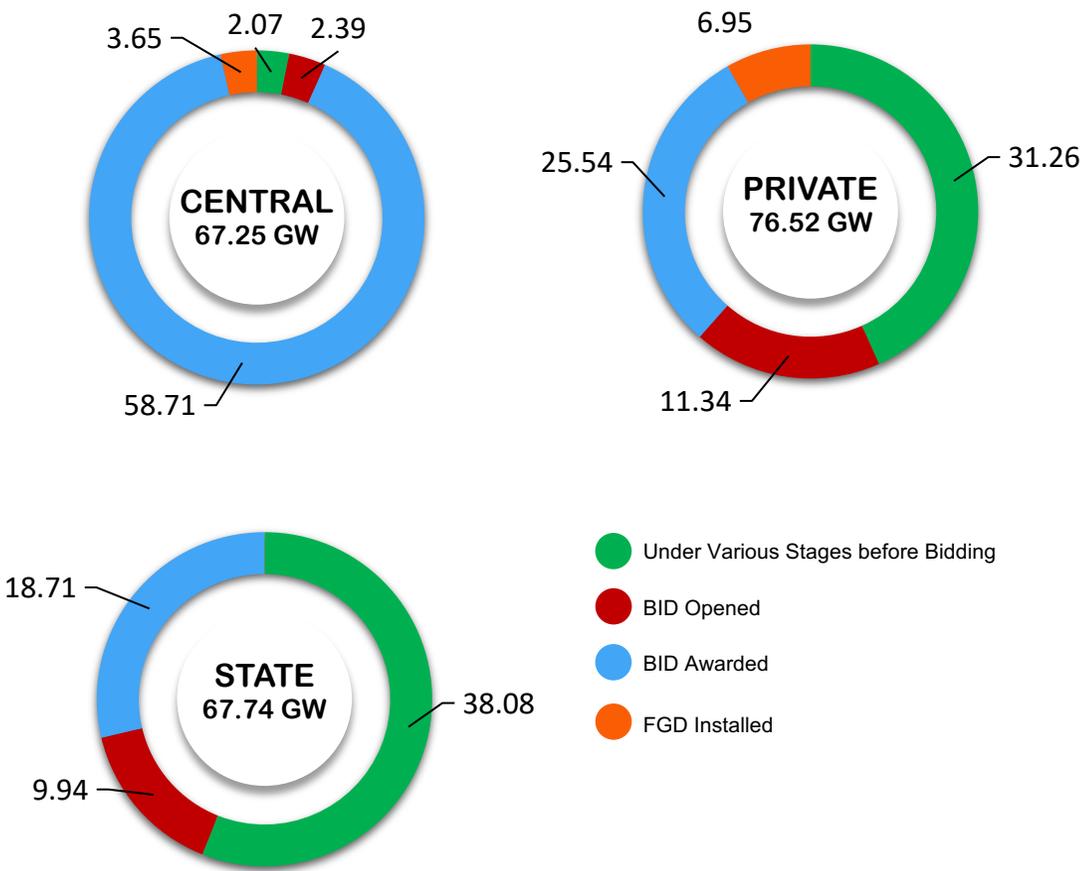
PBT (in Million INR)



Advancing with Experience and Expertise : 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 10.6 GW is already installed, and bids for 102.96 GW are already awarded.

Bids for 23.67 GW has been opened

Around 71.42 GW are around various stages before being awarded.

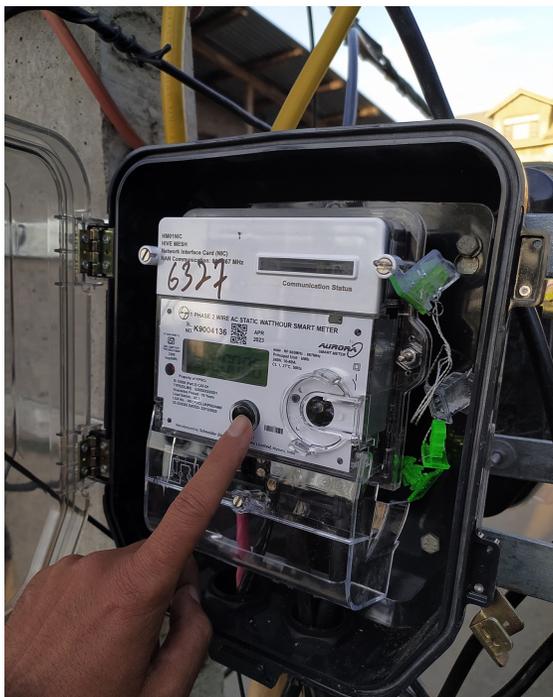
We have received the contract for 500 MW from DVC for Rs 3190 million (already commissioned) and an order worth Rs 14550 million from Rajasthan Rajya Vidyut Nigam Ltd.

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

**Source: cea.nic.in



Advancing with Experience and Expertise : Smart Metering



Govt. of India plans to grow from 1 mn smart meters to 250 mn smart meters

Till now total smart meters sanctioned for installation is 229.8 mn

Techno is L1 in bids of around Rs 445 crores

Out of the above, around 8.64 mn meters have been installed till now, and rest are under various stages of implementation.

Currently, most of the orders getting bided are on the RDSS Scheme (87.71% of the sanctioned meters)

Techno has received orders for 3.77 lakh meters at Jammu & Kashmir

In Phase 1 Techno has installed 1,27,000 smart meters in J&K.

In Phase 2 Techno has installed 1,10,000 smart meters in Srinagar and 84,000 smart meters in Jammu.

Techno has also got an order worth Rs 633.23 crores for 5.53 lakh smart meters at Indore and J&K for 7.25 lakh meters worth 1041 crores under the DBFOOT model.

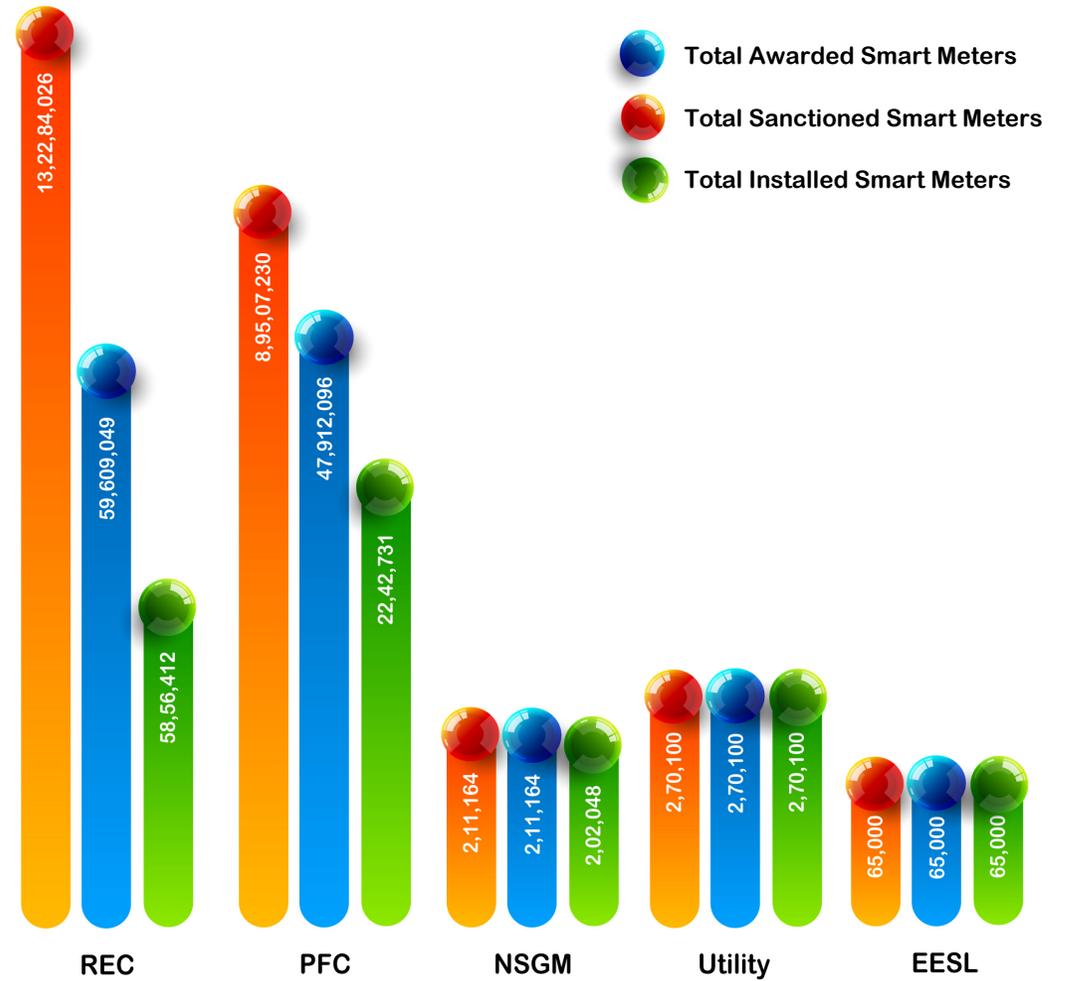
Techno is bidding for various projects for 40 Lakh meter projects worth Rs 4500 crores.

Advancing with Experience and Expertise : Smart Metering

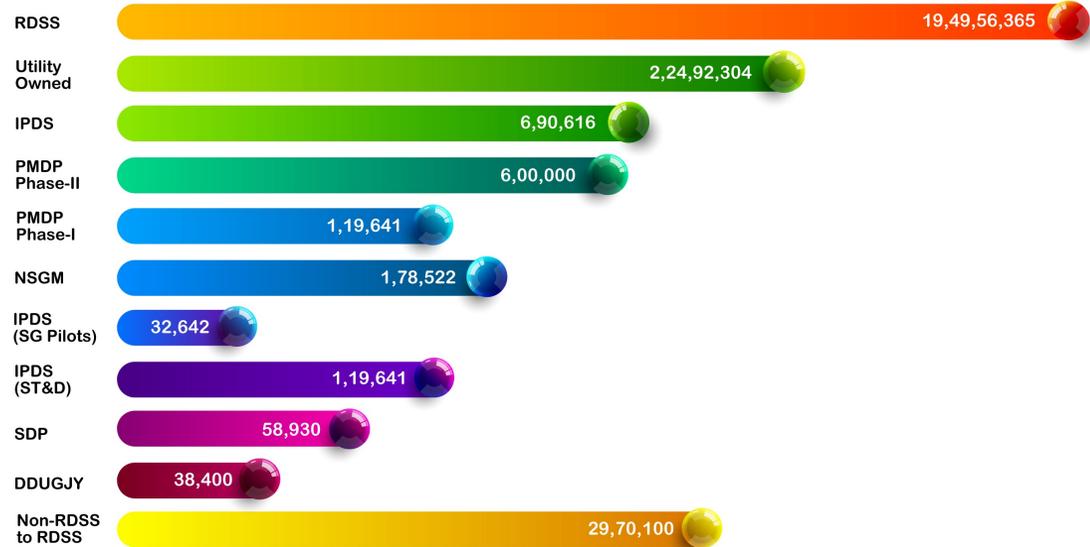
Overview Report on Smart Meter Deployment in India



Number of Smart Meters deployed by various Nodal Agencies



Total Sanctioned Smart Meters by Government Schemes



**Source: nsgm.gov.in



Data Center Industry Overview

DC Supply and Demand in India



Existing DC Stock (As of March 2022)

138

Number of Data Centers 3rd party operated

11 MN

Total Area in Square feet

737+ MW

Total IT Capacity

5 MW

Average IT Power/facility

Future DC Stock (As of Dec 2025E)

183

Number of Data Centers 3rd party operated

24 MN

Total Area in Square feet

1752 MW

Total IT Capacity

10 MW

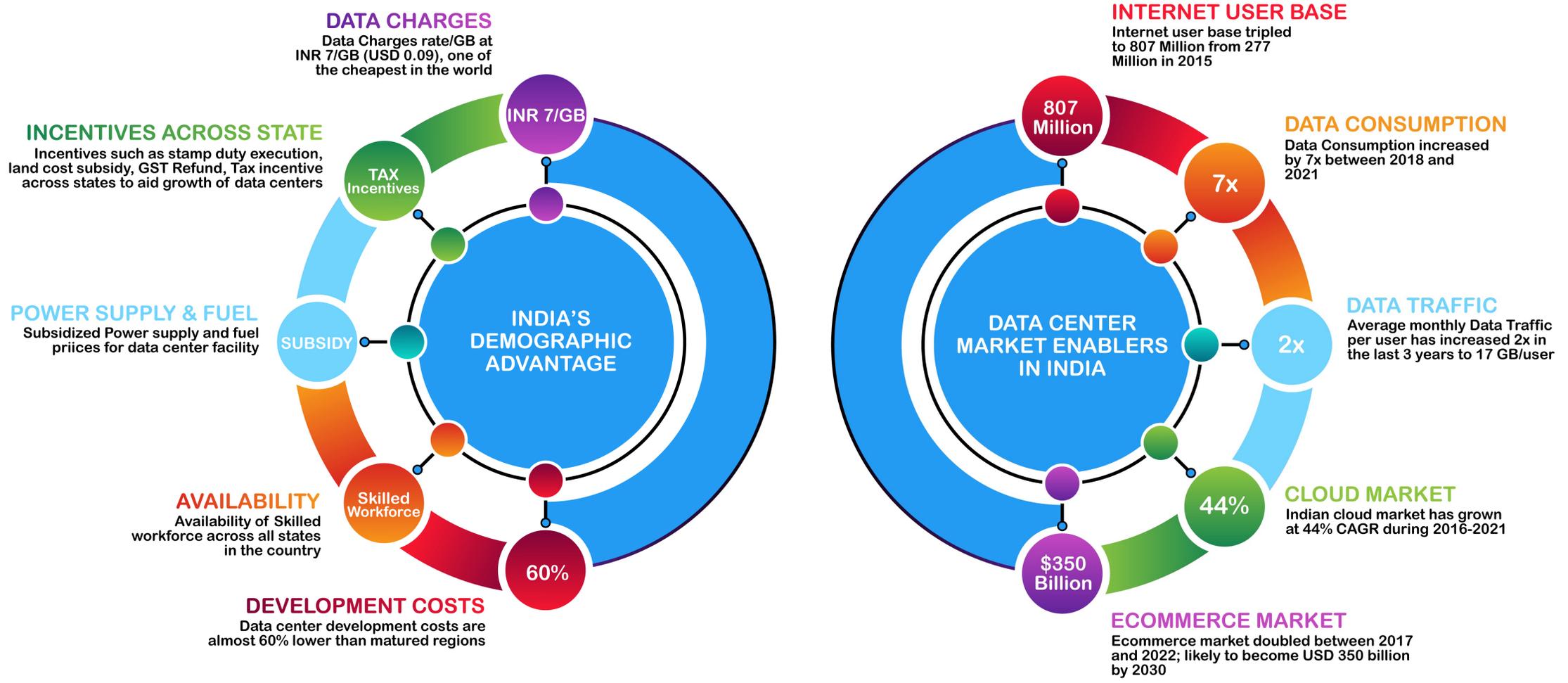
Average IT Power/facility

**Source: Anarock, TRAI, Economic Survey, IBEF, Nokia Broadband Index 2022

Data Center Industry Market Enablers

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

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

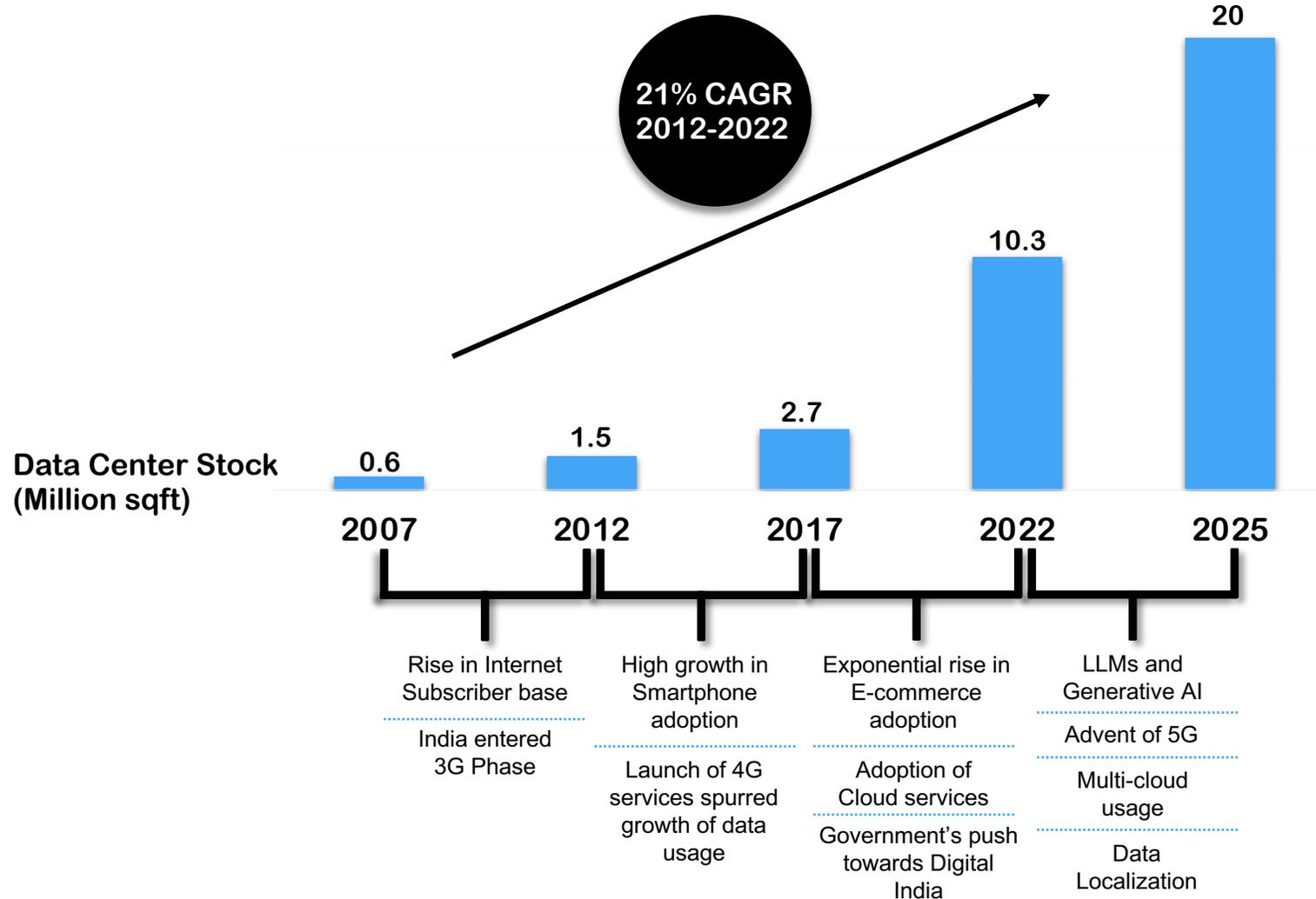
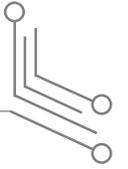


**Source: Anarock, TRAI, Economic Survey, IBEF, Nokia Broadband Index 2022



Data Center Industry Market Enablers

Data Center stock to double to 20 million sqft by 2025 with advent of 5G, increased multi cloud usage and data localization



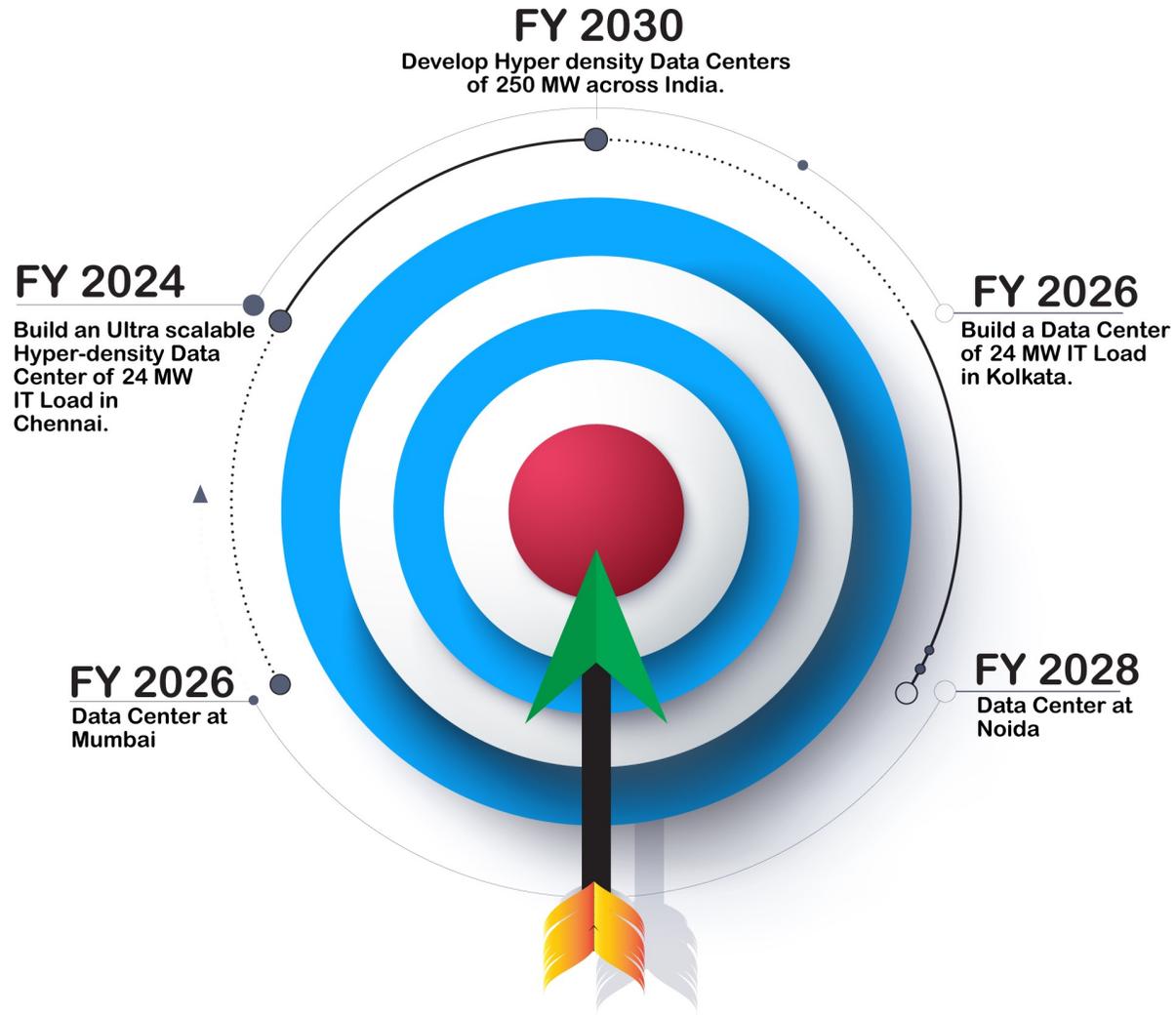
**Source: Colliers

Data pertains to top 7 cities – Bengaluru, Delhi-NCR, Mumbai, Pune, Hyderabad, Chennai and Kolkata
Stock represents total designed IT Capacity, including occupied as well as unoccupied space.



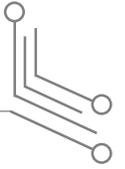
Our Data Center Vision

Aligned to the Big Picture



First Site Already Acquired in Chennai

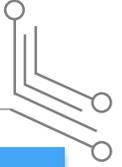
Building an ultra-scalable, hyper-density, green Data center in Chennai.



1	Data center in Chennai of IT load Capacity of 24 MW with an investment of USD 160 million	✓	Land acquired
2	Site already in Possession of TEECL	✓	Technical DD, Power Feasibility Study and Fibre Availability Study is completed
3	Tech DD is already performed, and test fit study done by AECOM, foundation work at site started	✓	Design and Engineering completed upto Tender stage
		✓	Construction work – Sub structure completed & Super structure in progress
		✓	Procurement of Long Lead Equipment completed up to 95%

Chennai Data center

Scalable, hyper-density Data center in Chennai



Chennai Data Center Details

- Designed for Hyperscaler Customers
- 3-4 months Approval time
- Time to Build post Approvals - 18 Months
- In-House EPC Capabilities
- The Fibre study has been completed by various ISPs such as Airtel, Reliance Jio, Sify Technologies
- IT Load Calculations: 4 Data Halls, i-e., 1 Data Hall per floor, 542 No's of Racks per Data Hall.

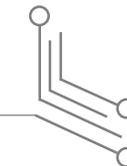
Chennai Property Overview

- Four-story Data center located on 4 acres land, with a built Up Area – Approx. 26,000 sq. m, in Chennai, India
- LEED Platinum planned Data Center project
- Uptime Tier 3+ planned Data Center project
- Fully redundant Tier III + electrical configuration from utility to the data center floor.
- Seismic Zone-III compliant with Importance Factor of 1.5



Analysing Quarterly Financials

Q3FY24



Revenue (in million INR)



EBIDTA Margin (%)



PAT from Continuing Operations (in Million INR)



EBIDTA (in Million INR)



Other Income (in Million INR)



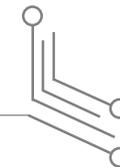
Interest Cost (in Million INR)



 Q3 FY 24
 Q3 FY 23

Analysing 9 months Financials

9MFY24



Revenue (in million INR)



EBIDTA Margin (%)



PAT from Continuing Operations (in Million INR)



EBIDTA (in Million INR)



Other Income (in Million INR)



Interest Cost (in Million INR)

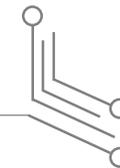


 9M FY 24

 9M FY 23

Annual Financials

Income Statement



Revenue (in Million INR)



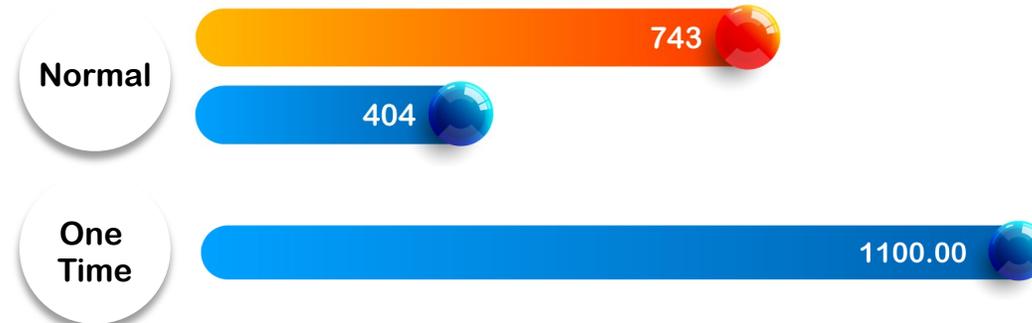
EBIT (in Million INR)



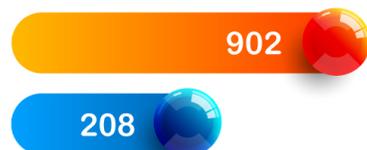
PAT from Continuing Operations (in Million INR)



Other Income (in Million INR)



PAT from Discontinuing Operations (in Million INR)



 March 23

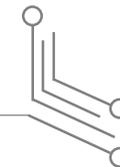
 March 22

**Note



Annual Financials

With Balance Sheet



Sources of Funds

(in Millions INR)	9M FY-2024	FY-2023	FY-2022
Shareholders' Funds	21221	19580	18330
Loan Funds	0	0	0
Deferred Tax Liabilities	737	724	1224
Other Liabilities and Provisions	1338	1843	1298
Total	23296	22147	20853

Application of Funds

(in Millions INR)	9M FY-2024	FY-2023	FY-2022
Net Fixed Assets	455	492	4257
Investments (in subsidiaries)	1623	617	315
Loan and Advances	63	146	409
Cash and Bank Balance	11278	14230	10669
Current Assets	15131	12483	9477
Current Liabilities	5254	5820	4274
Net Current Assets	9877	6662	5203
Total	23296	22147	20853





**THANK
YOU**