

# Techno Electric & Engineering Company Limited

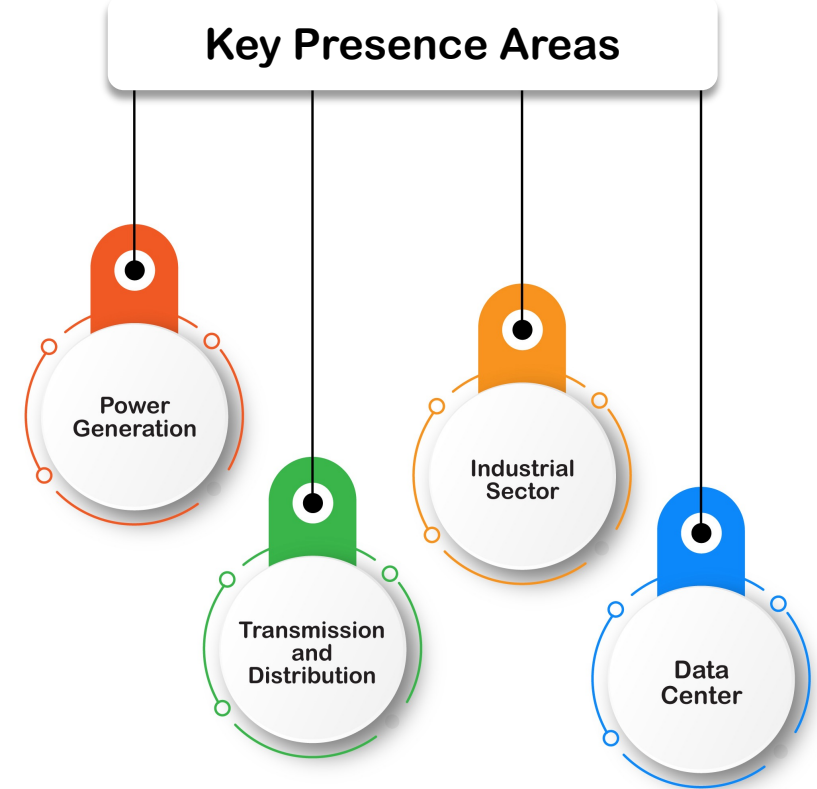
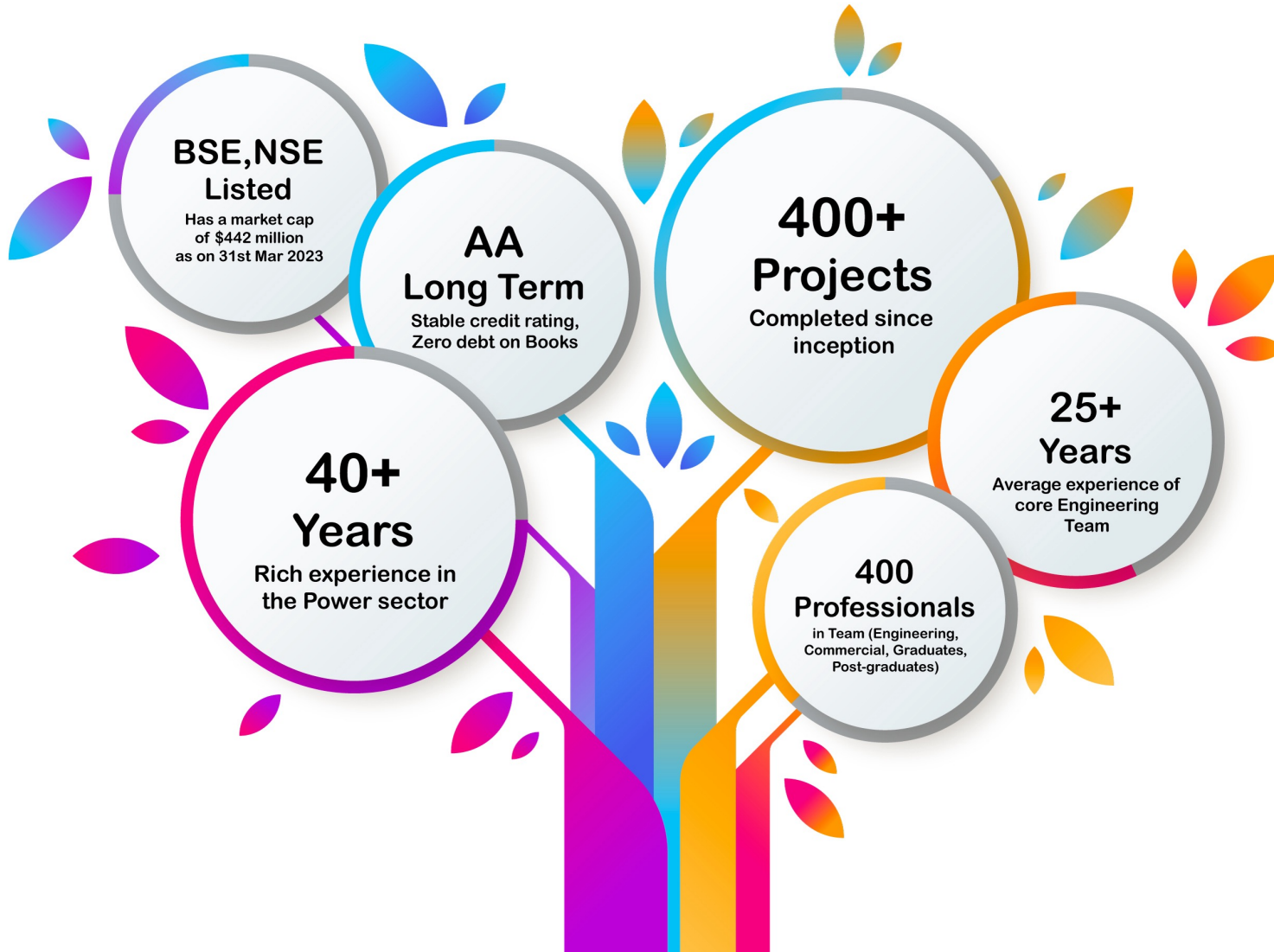
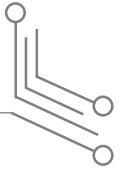
Investor Presentation

Quarter Ended March 2023



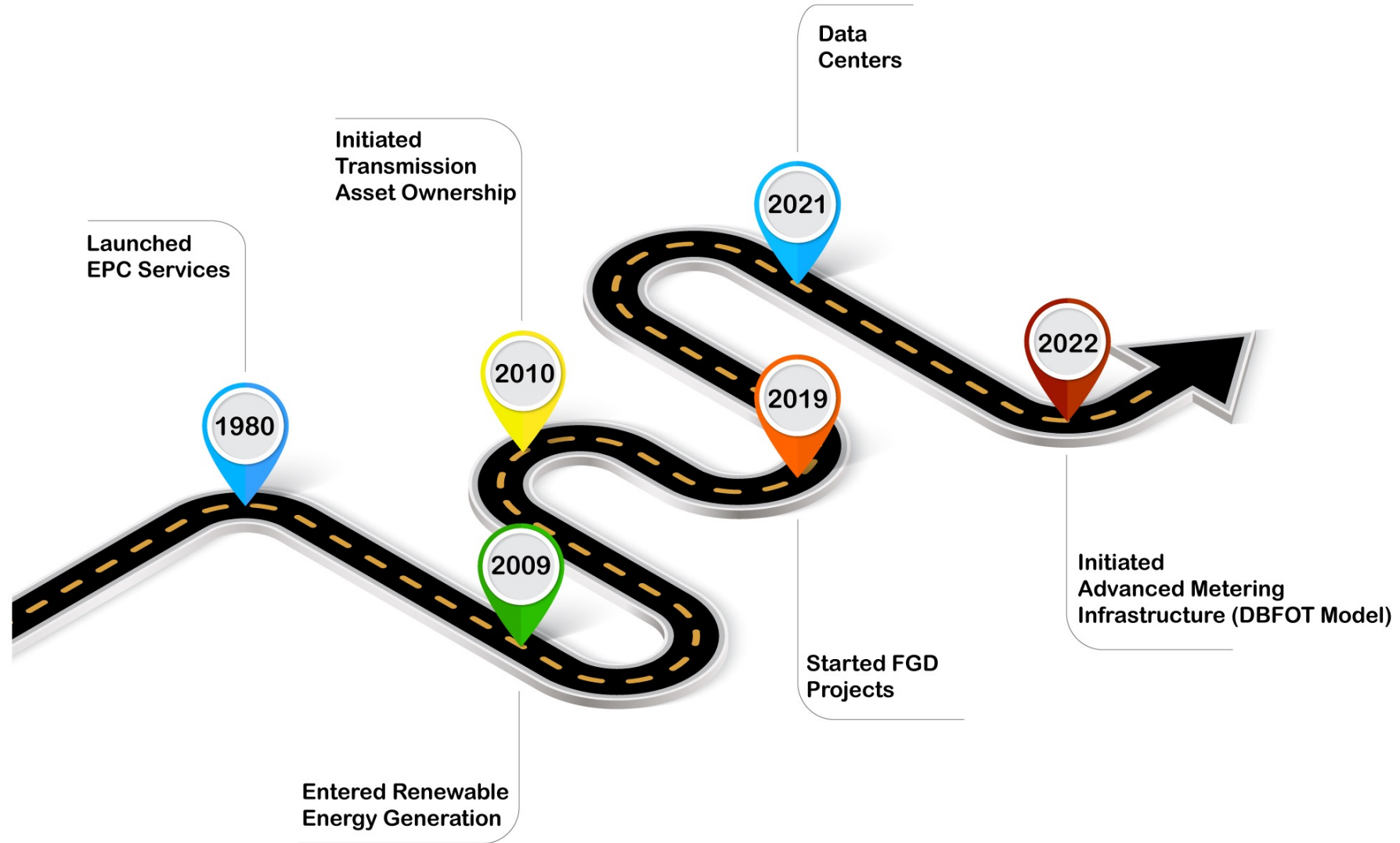
# About Techno Electric & Engineering Co. Ltd.

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

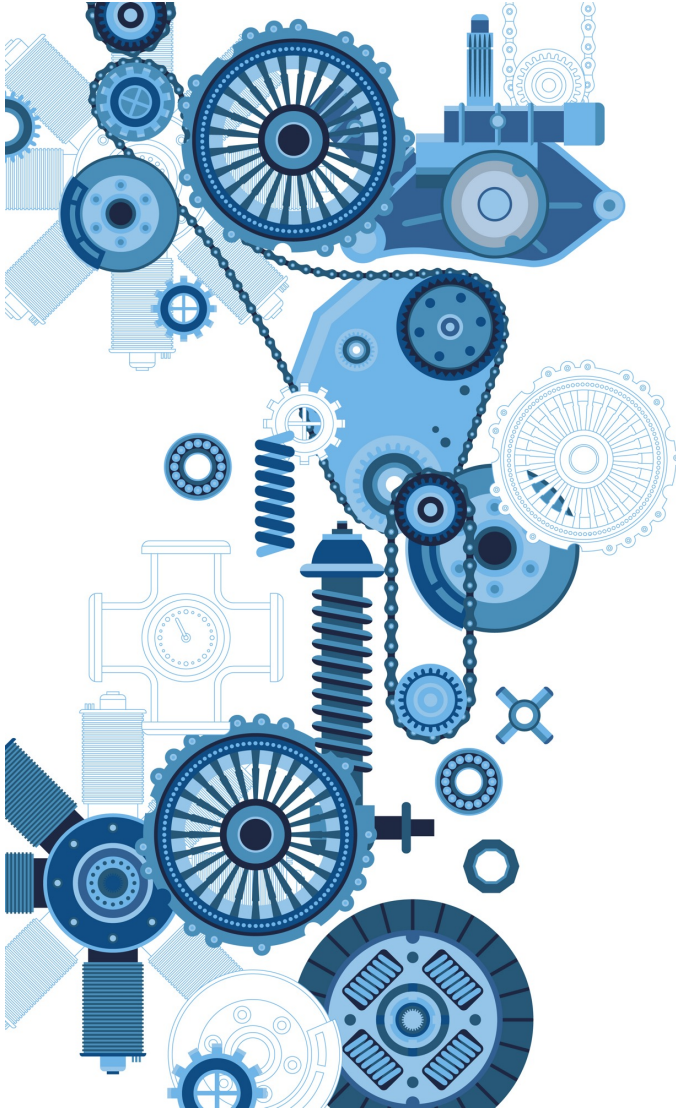


# About Techno Electric & Engineering Co. Ltd.

## 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**

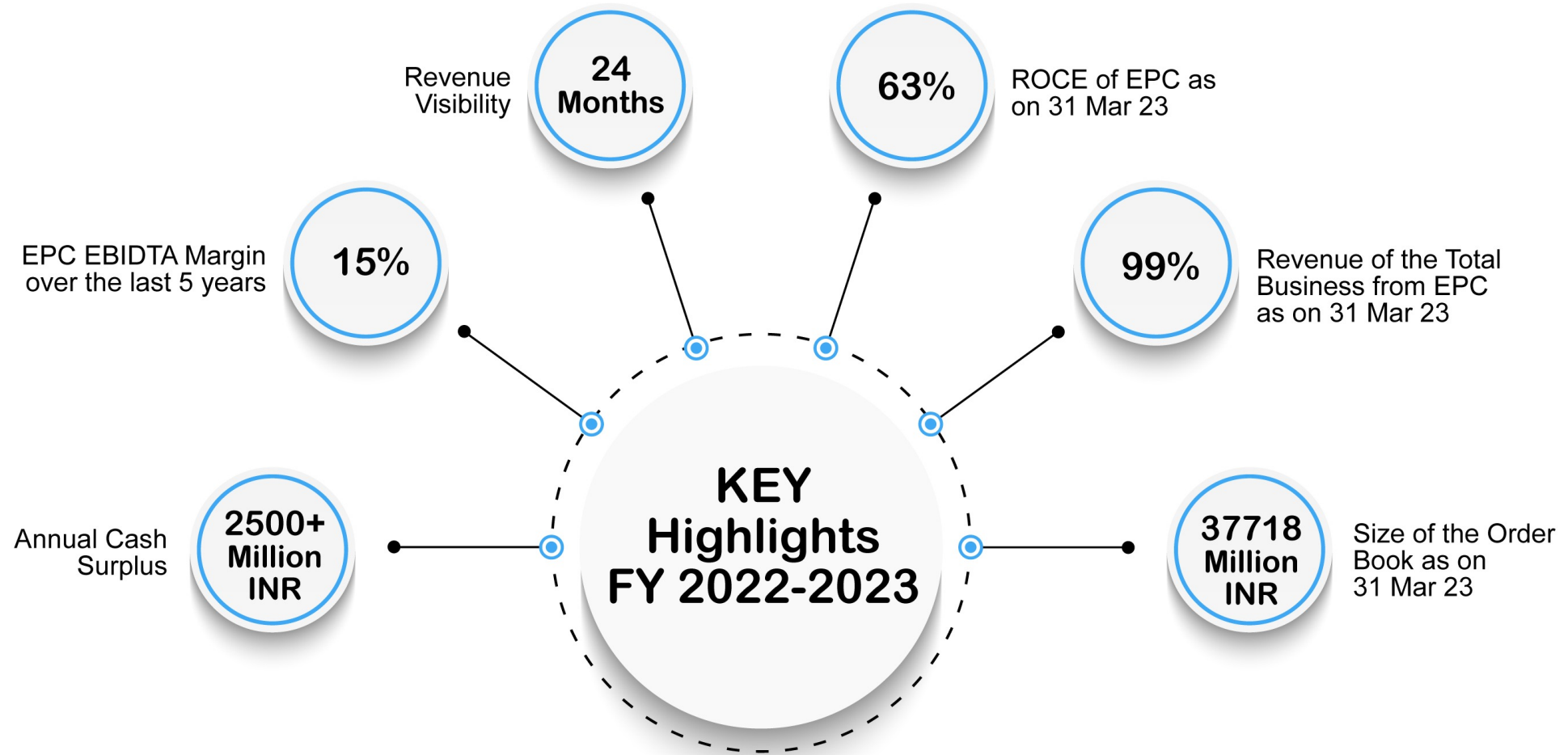
**Solutions for power-intensive industries**

**Less capital-intensive, high risk-reward ratio**

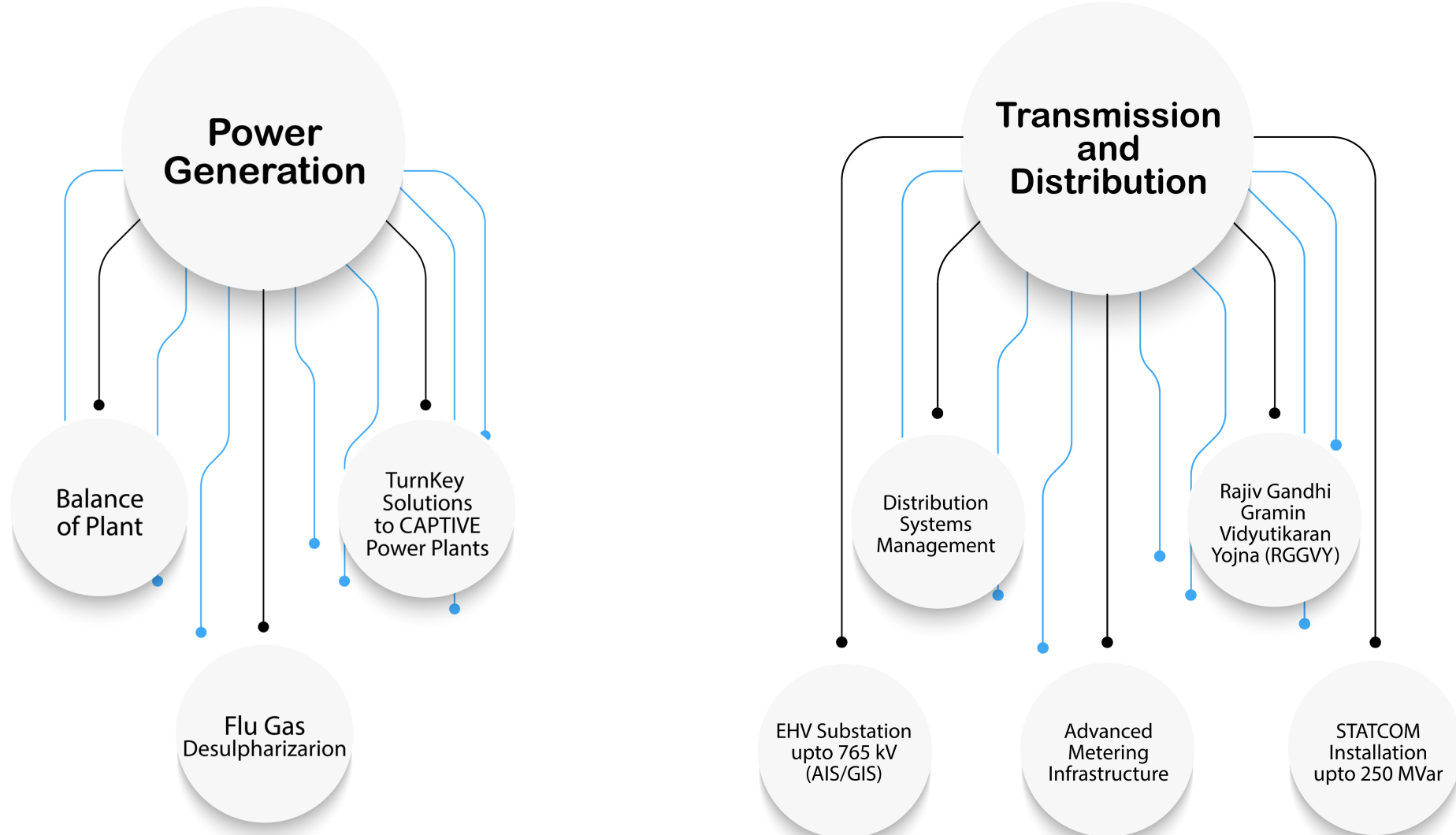


# Delivering Consistently

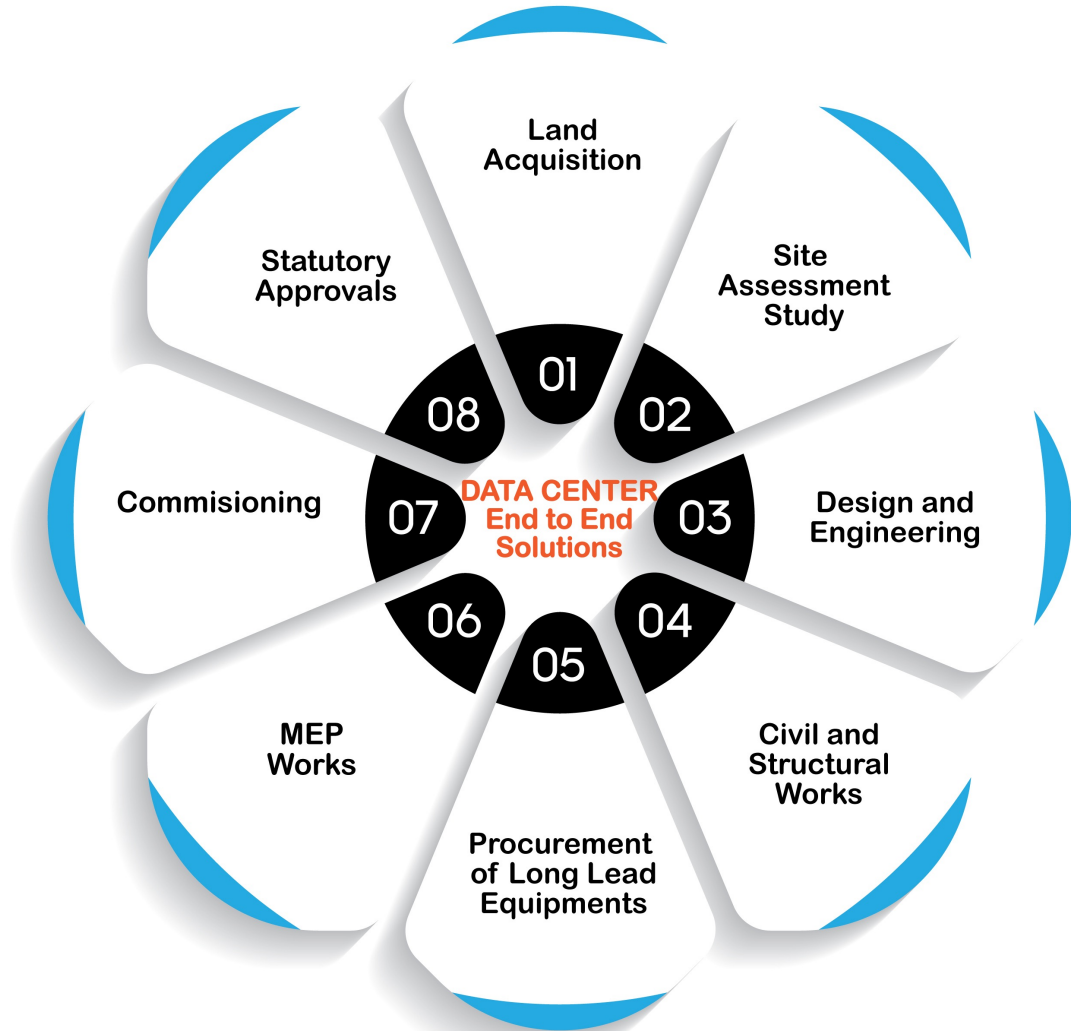
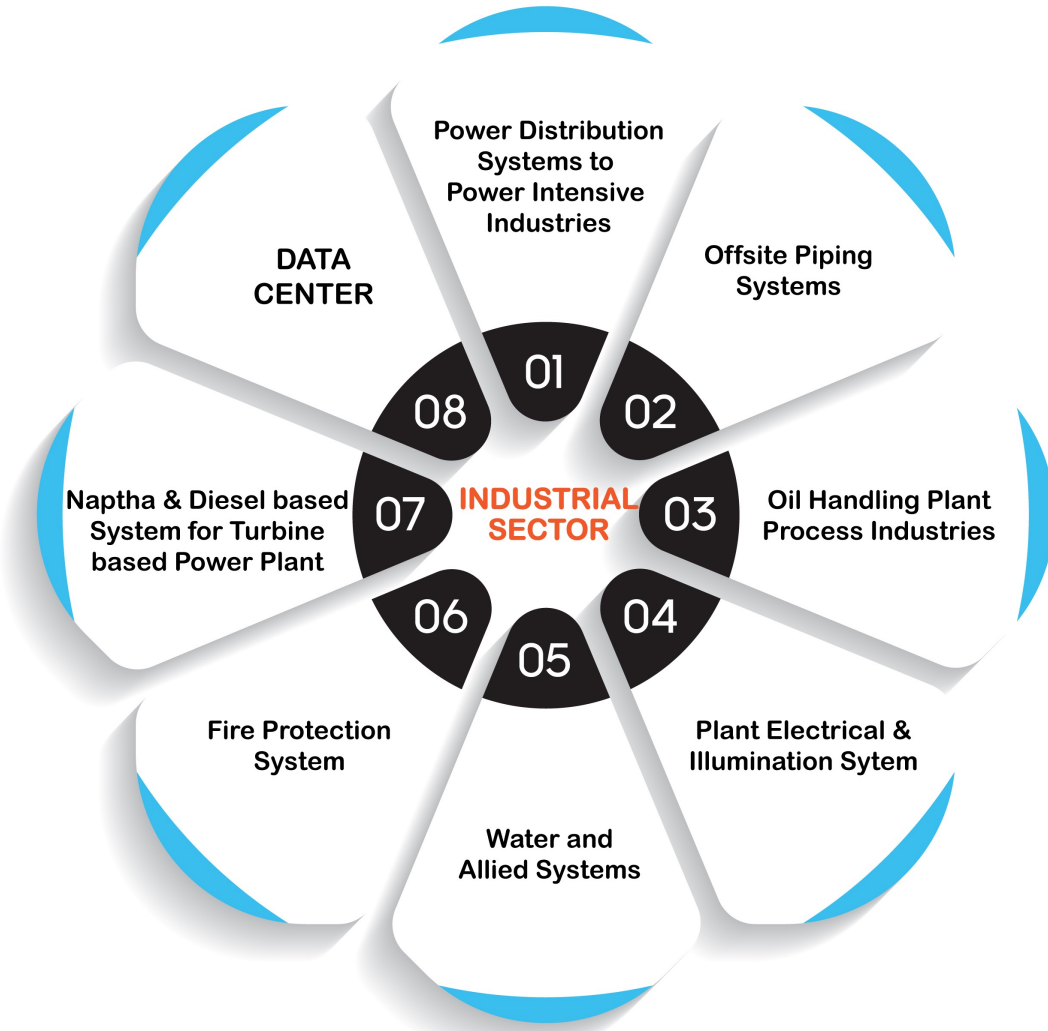
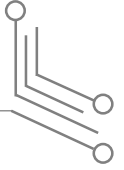
Key highlights for FY 2022 - 2023



# Major Domains of Operations

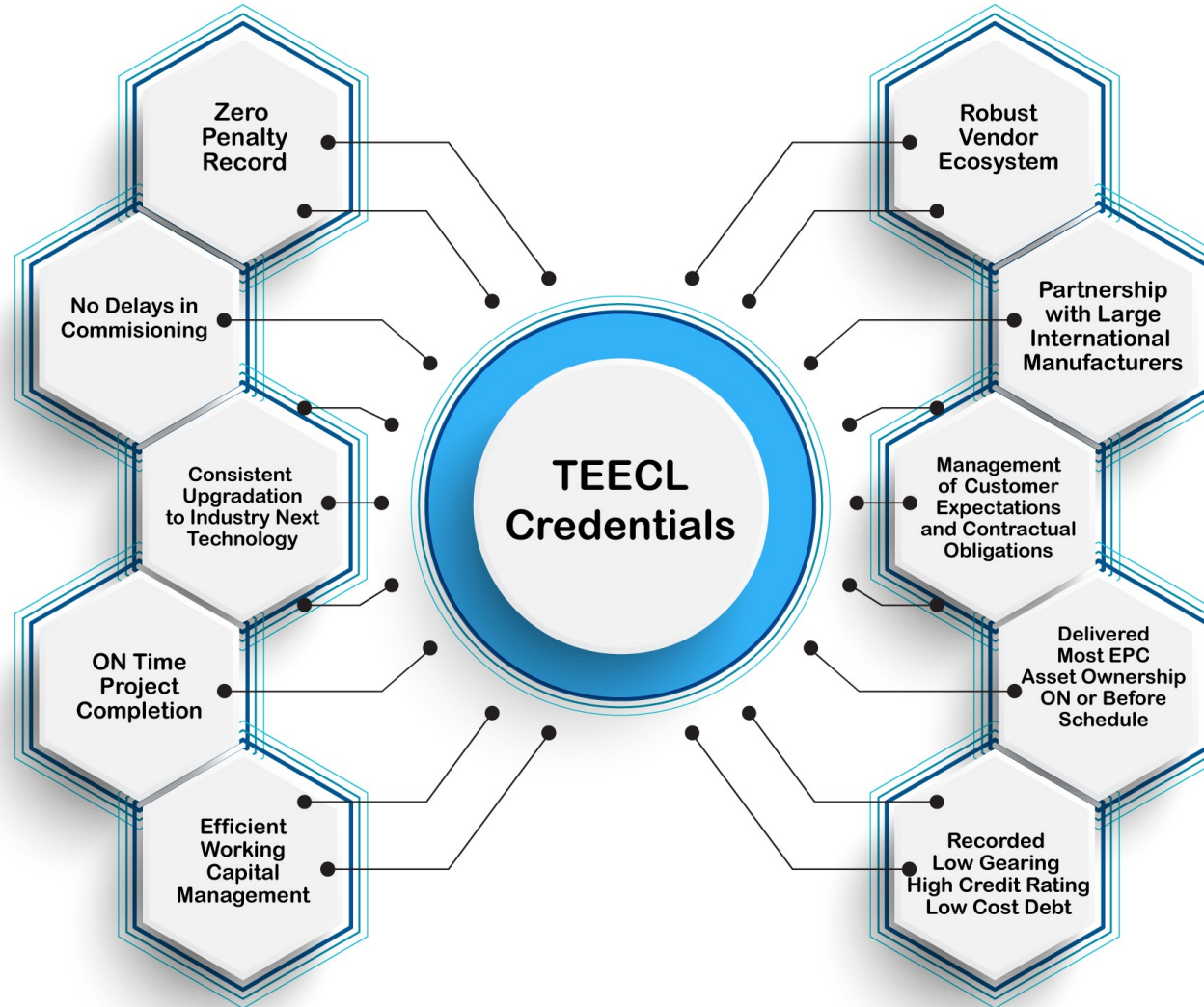


# Major Domains of Operations



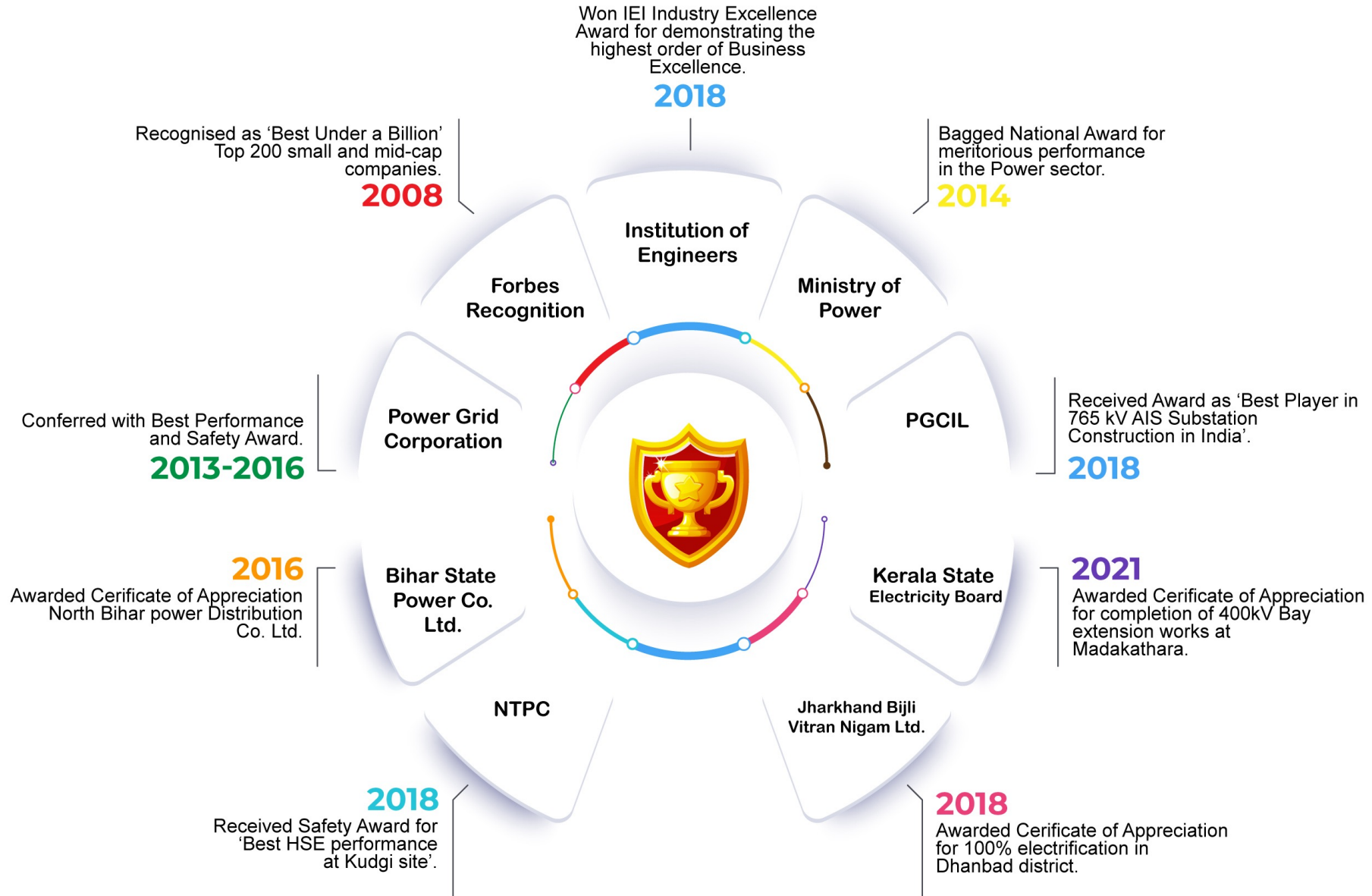
# Utilising Corporate Strength

Strong Credentials in Project Execution



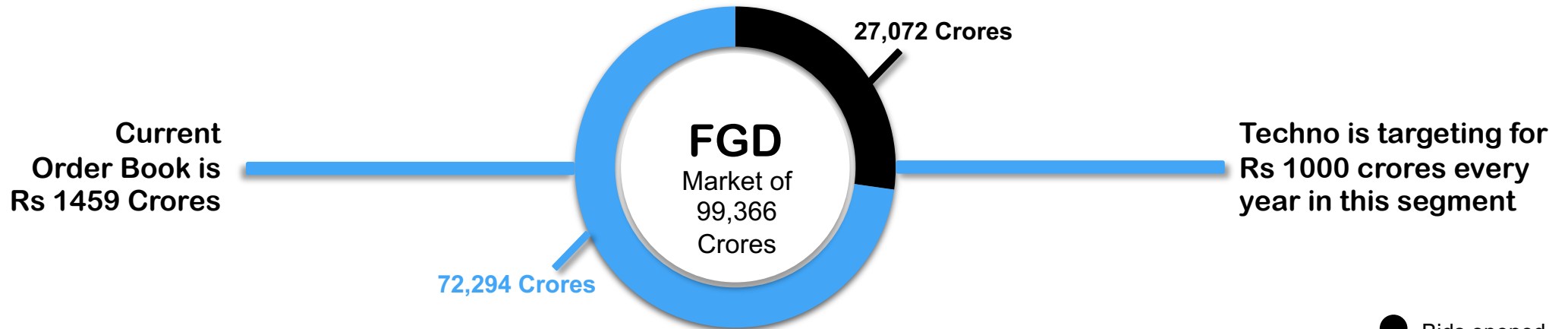
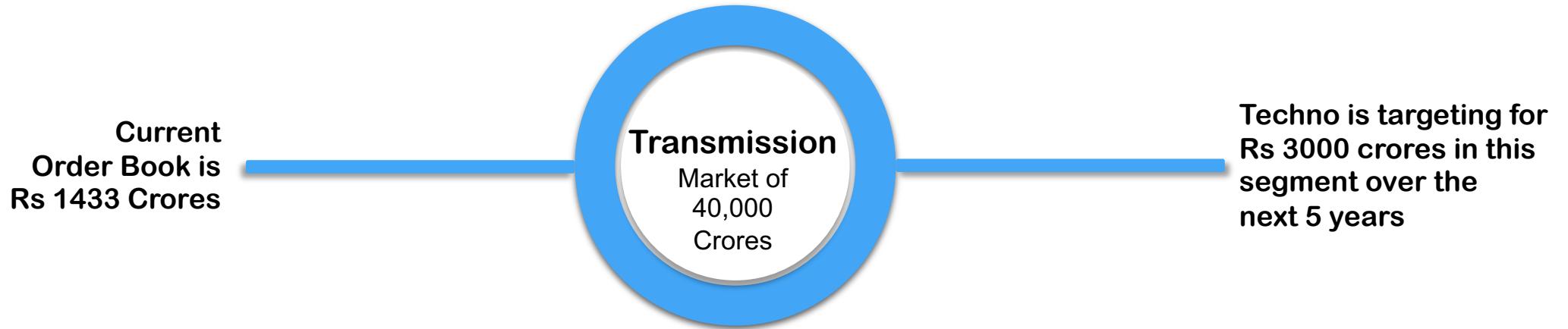
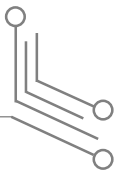
# Growing Recognition

## Awards and Certifications





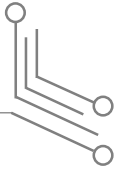
# Leveraging Opportunities



- Bids opened
- Under various stages Before bidding



# Leveraging Opportunities



Current  
Order Book is  
Rs 329 Crores

**Smart Meter**  
Market of  
99,819  
Crores

Techno is targeting for  
Rs 1000 - 1500 crores  
every year in this segment

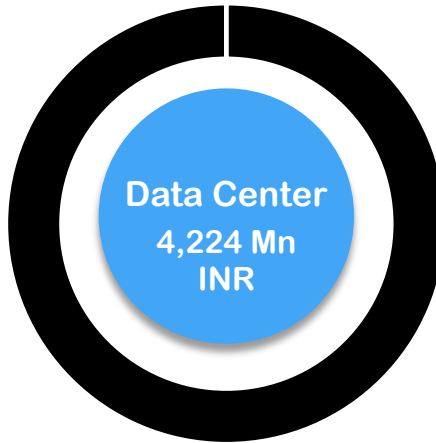
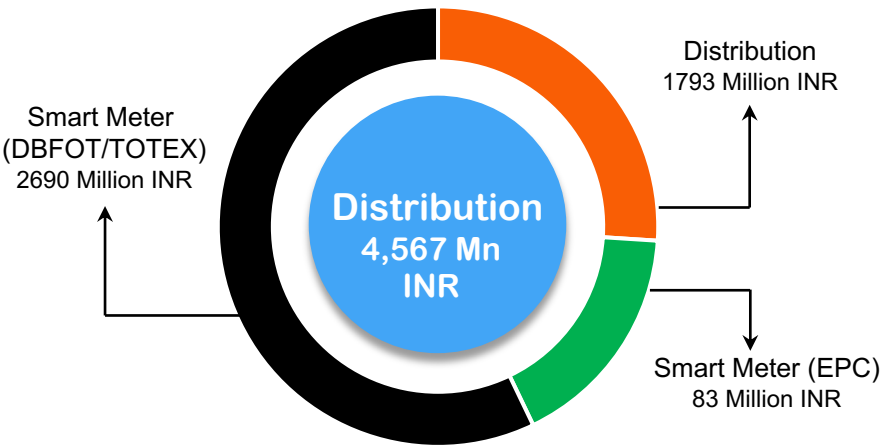
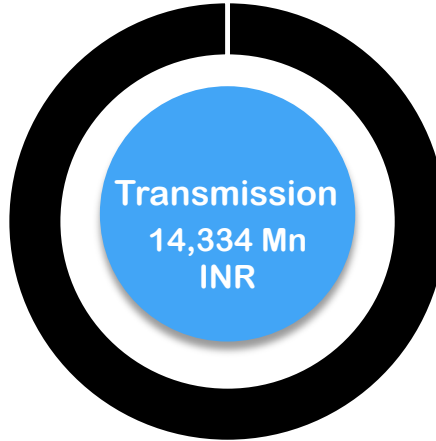
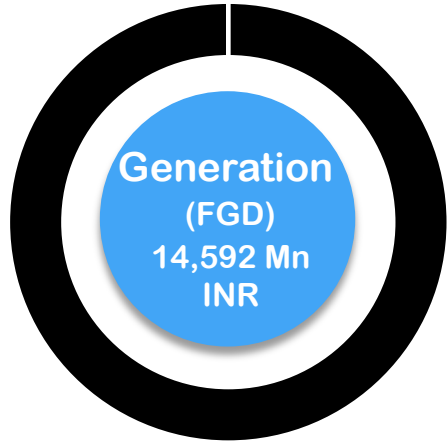
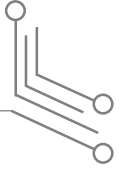
Current Data  
Center Project  
Rs 1400 Crores

**Data Center**  
Market of  
2,25,000  
Crores

Techno is targeting for  
Rs 11,250 crores in  
this segment over  
the next 7 years

# EPC Order Book

Segment-wise order book for the quarter ended 31<sup>st</sup> March, 2023



Share (%)	Client Name	Amount (Millions)
38.69%	Rajasthan Rajya Vidhyut Prasaran Nigam Limited	14592.2
13.28%	PGCIL	5008.9
11.20%	Techno Infra Developers Pvt. Ltd.	4224.5
7.13%	Techno AMI Solutions Pvt. Ltd.	2690.6
5.89%	Sterlite Grid 18 Limited	2221.1
4.98%	REC Power Distribution Co. Ltd (JKPDD)	1877.2
5.08%	Khavda Bhuj Transmission Limited	1915.2
3.58%	Chhattisgarh State Power Transmission Co Ltd	1351.9
10.17%	Others	3837.1
<b>100%</b>	<b>Total</b>	<b>37718.7</b>

# 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 power grid
- 2 Engaging with over 50% NTPC projects of various capacities
- 3 Participating in multi-year engagements with marquee PSUs

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

### Domestic Clients



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

adani  
Transmission



Sterlite Power



KSEB  
കേരളവൈദ്യുതീകരണ ഉതരീകരണം

एनटीपीसी  
NTPC

CPTCL  
छत्तीसगढ़ स्टेट पावर ट्रांसमिशन कंपनी लिमिटेड

REC  
POWER DISTRIBUTION

### International Clients

بریزنا  
د افغانستان پر بنسټ شوې شرکت

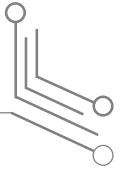


\* The above client names are based upon current order book.

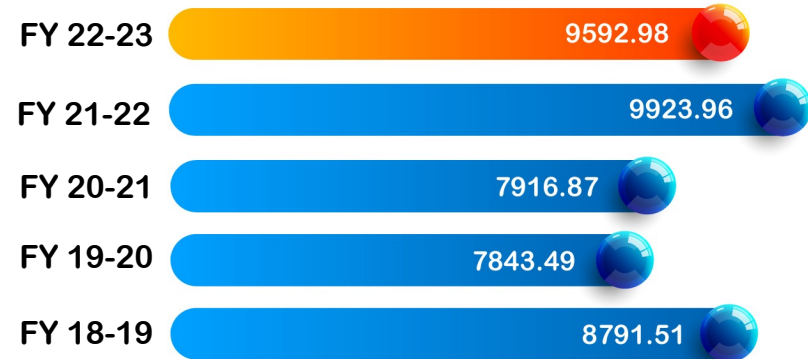


# TEECL Financials over the Years (EPC)

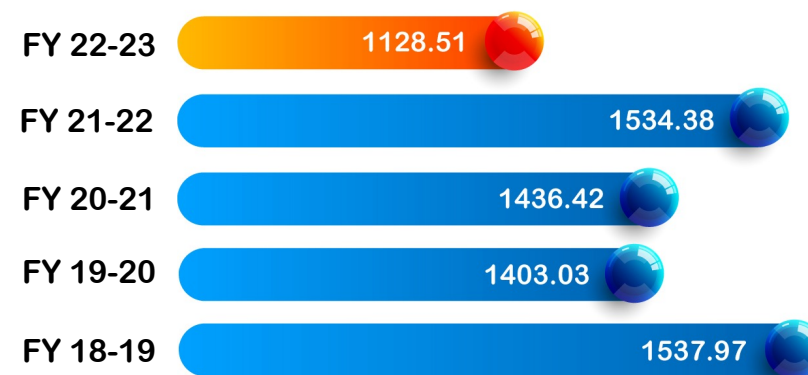
Credible partner with healthy financials and strong liquidity position; project finance expertise



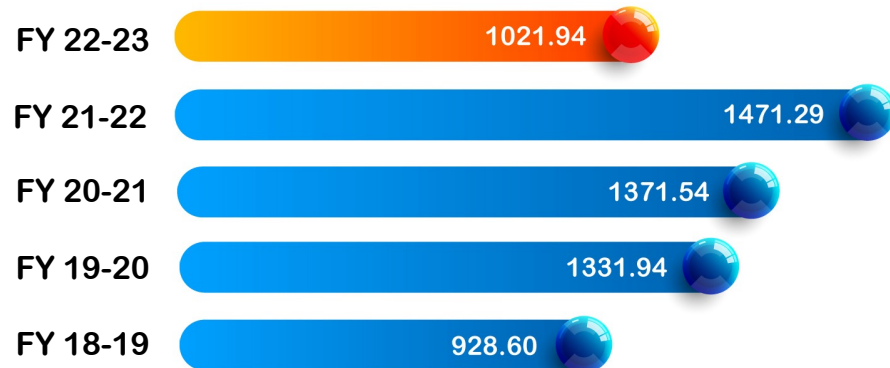
## Revenue (in million INR)



## EBIDTA (in Million INR)



## PBT (in Million INR)

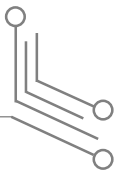


\*\*We have taken the data center order in turnover at cost (as the project is less than 25% completed), due to which the EBIDTA margin for Q4FY23 apparently seems to be lower. If adjustment to this is done the EBIDTA Margin for the segment for Q4FY23 stands around 12.50% on a turnover of Rs 310 crores for third party contracts.

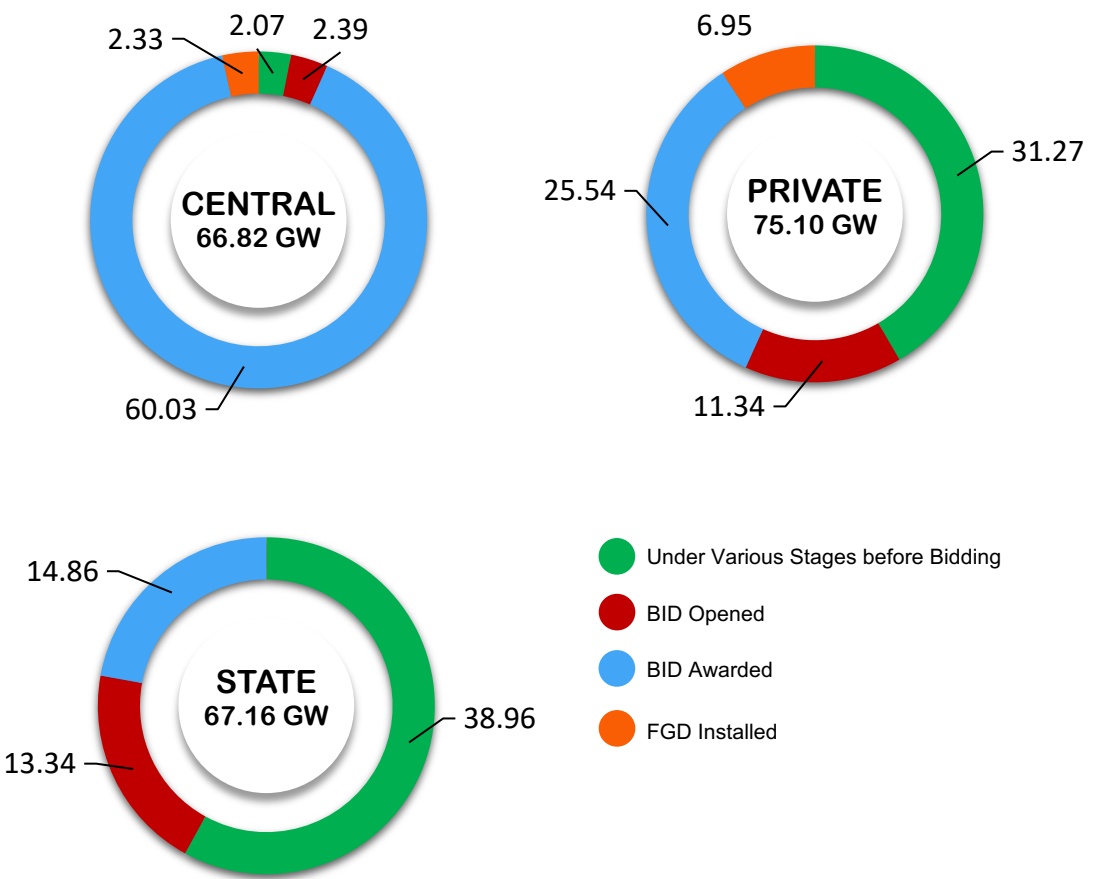




# Advancing with Experience and Expertise : FGD



## 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 9.28 GW is already installed and bids for 100.43 GW already awarded.

Bids for 27.07 GW has been opened

Around 72.29 GW are around various stages before being awarded.

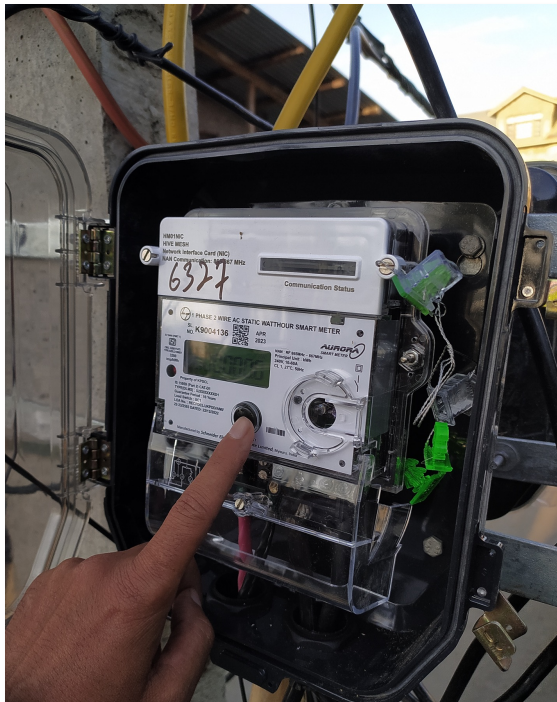
We have received the contract for 500 MW from DVC for Rs 3190 million and an order worth Rs 14550 million from Rajasthan Rajya Vidyut Nigam Ltd.

We have orders worth Rs 2000 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 by 2024

Till now total smart meters sanctioned for installation is 105.56 mn

Out of the above, around 5.70 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 TOTEX (Total Expenditure) Model (89% of the sanctioned meters)

Techno has received orders for 2 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 13,000 smart meters in Kashmir and 23,000 smart meters in Jammu.

Techno has also got an order worth Rs 338 crores for 2.5 lakh smart meters under the DBFOT model.

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

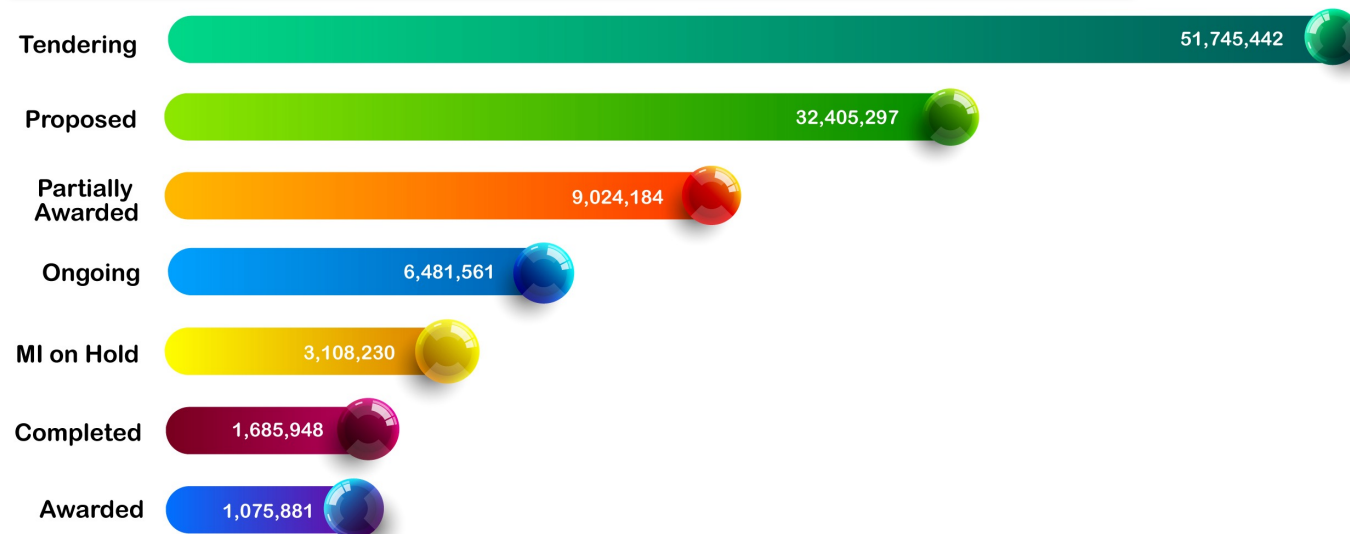
\*\* Totex combines a portion of utility capital expenditures (CAPEX) and operating expenditures (OPEX) into one regulatory asset that allows a rate of return on both, based on a pre-set percentage split

# Advancing with Experience and Expertise : Smart Metering

## Overview Report on Smart Meter Deployment in India

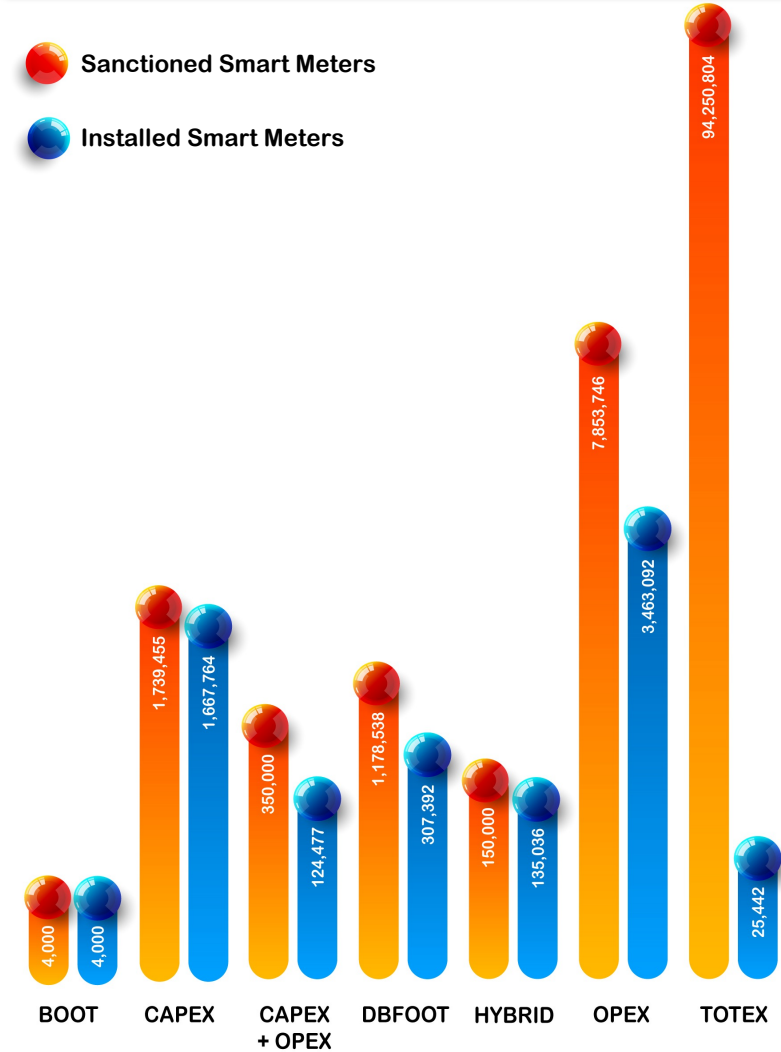


## Various Stages of Smart Meters Sanctioned (Number of Meters)



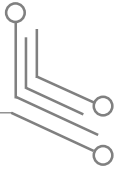
\*\*Source: nsgm.gov.in

## Sanctioned/Installed Meters by Business Model



# Data Center Industry Overview

## DC Supply and Demand in India



### Existing DC Stock (As of March 2022)

138

Number of Data Centers 3<sup>rd</sup> 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 3<sup>rd</sup> party operated

24  
MN

Total Area in Square feet

1752  
MW

Total IT Capacity

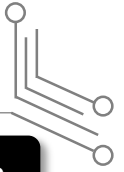
10 MW

Average IT Power/facility

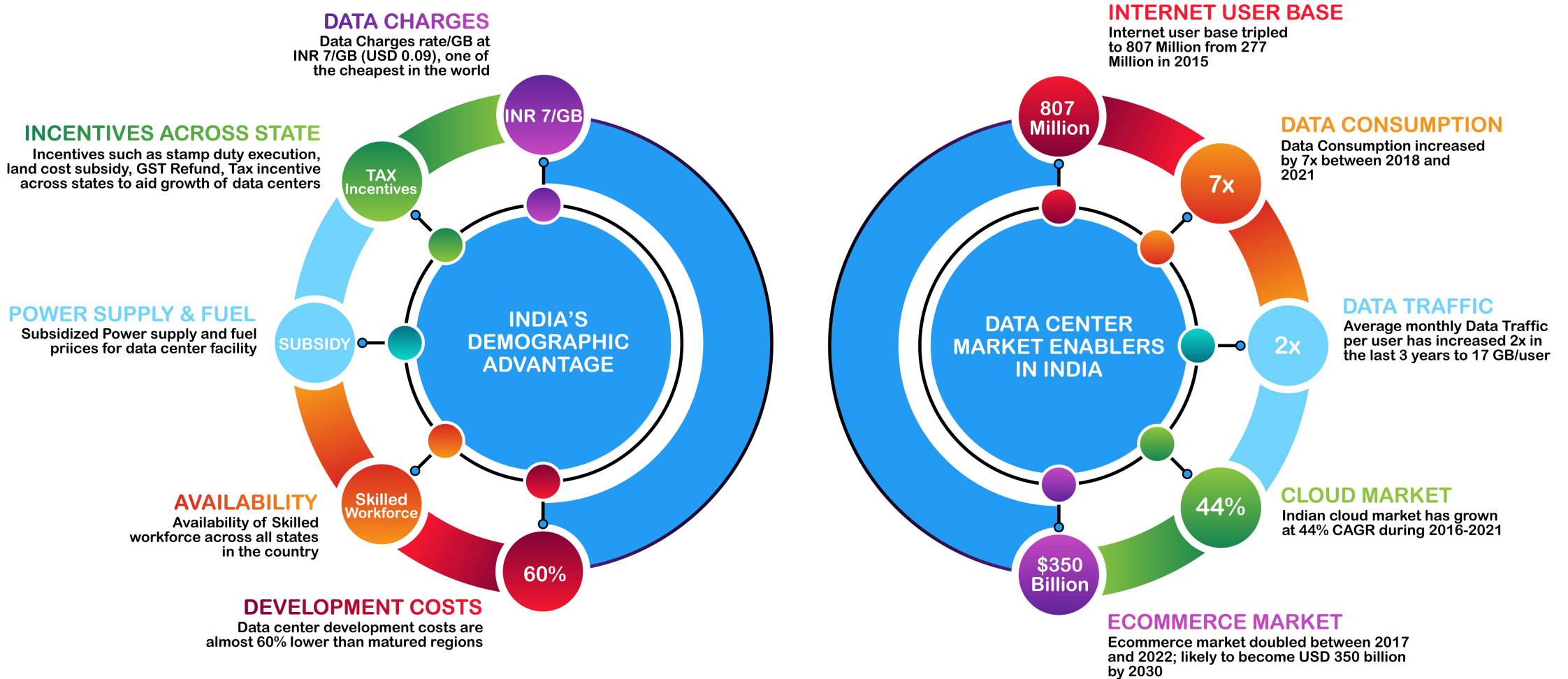
\*\*Source: Anarock, TRAI, Economic Survey, IBEF, Nokia Broadband Index 2022

# 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



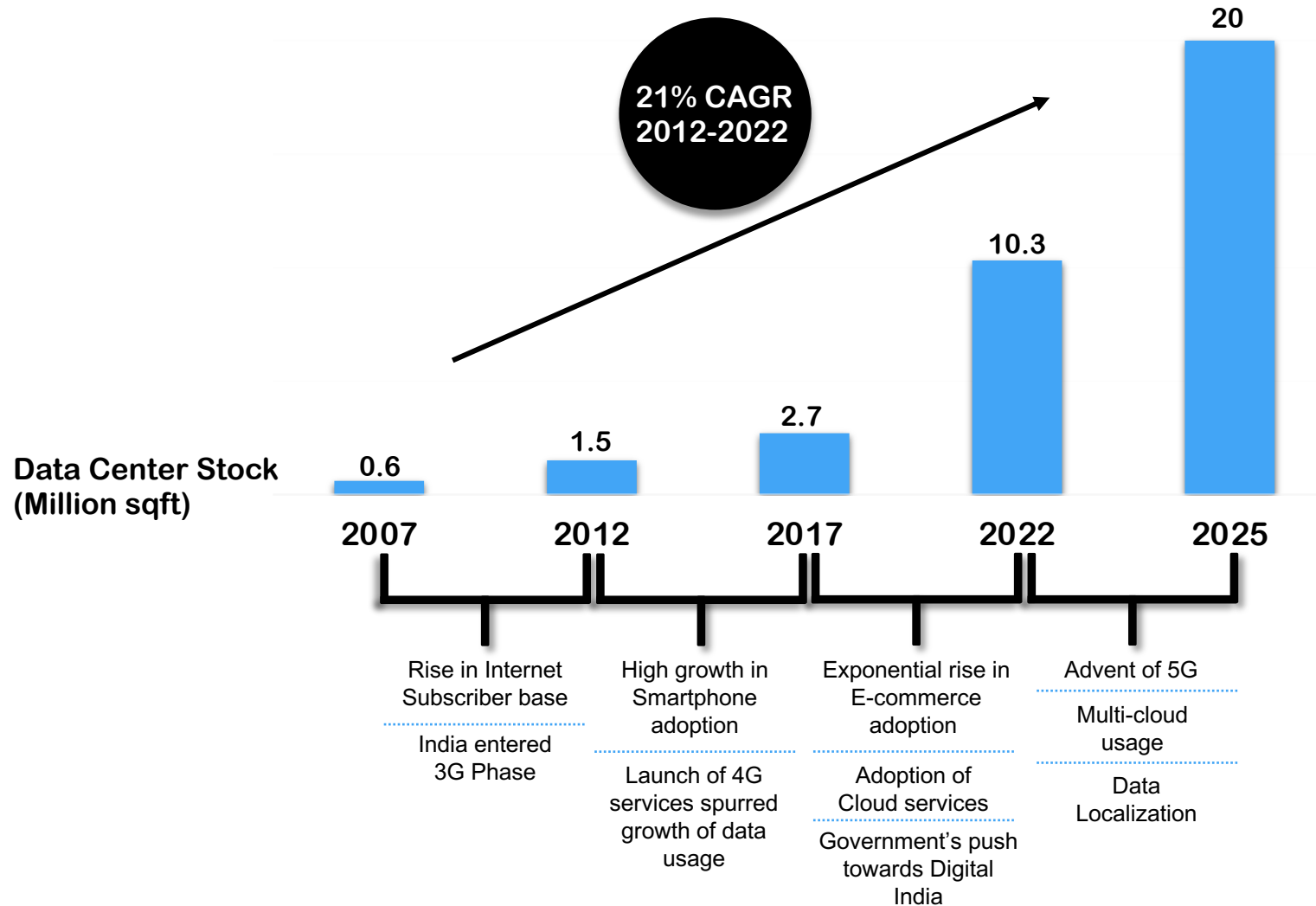
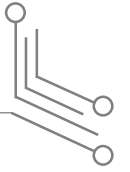
\*\*Source: Anarock, TRAI, Economic Survey, IBEF, Nokia Broadband Index 2022





# 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



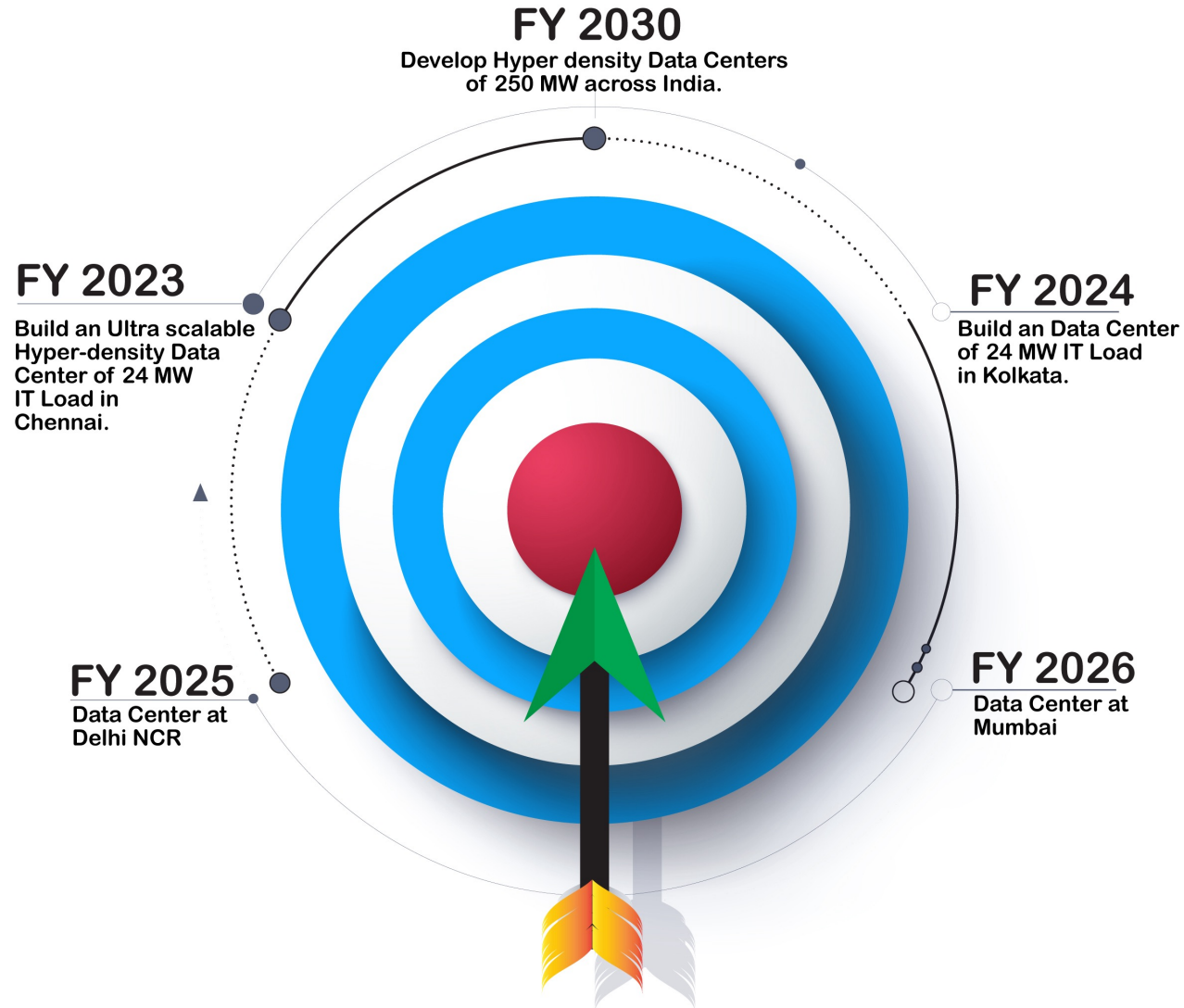
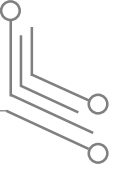
\*\*Source: Colliers

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.



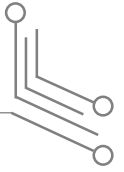
# Our Data Center Vision

Aligned to the Big Picture



# First Site Already Acquired in Chennai

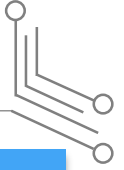
Building an ultra-scalable, hyper-density, green Data center in Chennai.



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 started – Sub structure completed & Super structure in progress
		✓	Procurement of Long Lead Equipment completed up to 50%

# Chennai Data center

Scalable, hyper-density Data center in Chennai

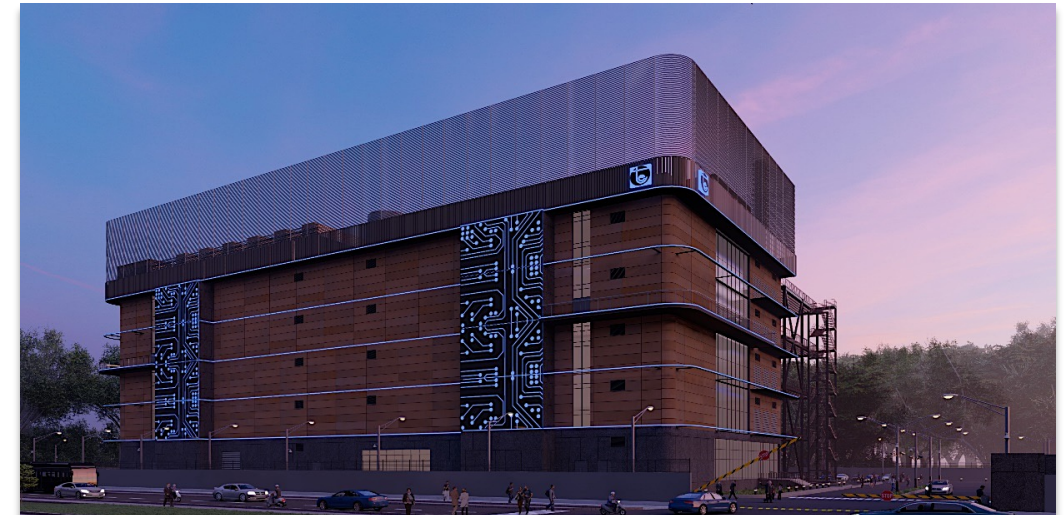


## Chennai Data Center Details

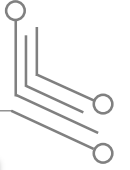
- Designed for Hyperscaler Customers
- 3-4 months Approval time
- Time to Build post Approvals - 18 Months
- In-House EPC Capabilities
- The Fibre study has been completed by various ISPs such as Airtel, Reliance Jio, Sify Technologies
- IT Load Calculations: 4 Data Halls, i-e., 1 Data Hall per floor, 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



## TECHNO Wind Turbine Asset Overview



Wind Project Details		
<b>Capacity</b>	18 MW	3 MW
<b>Date of Acquisition/ Commissioning</b>	During 2009-10	March 31, 2011 - February 24, 2012
<b>Location</b>	Karnataka	Tamil Nadu
<b>Capacity</b>	12 turbines x 1.5 MW each	2 turbines x 1.5 MW each
<b>PLF</b>	18% - 24%	24% - 28%
<b>Tariff</b>	₹ 3.40 (Karnataka)	APPC tariff – ₹ 3.12 (TN)
<b>Project cost</b>	₹ 885 mn	₹ 59 mn
<b>O&amp;M</b>	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

\*\* Sold 44.45 MW of wind power assets at an effective valuation of ₹ 2,150 million during the Q1 FY 2016.

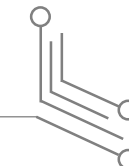
\*\* Sold 33 MW of wind energy assets at an effective valuation of ₹ 1,650 million in January 2017

\*\* Techno has sold off 108.90 MW of its Wind Power Assets out of the 111.90 MW situated in Tamil Nadu at an approximate consideration of Rs. 425 Crores



# Green Energy Assets

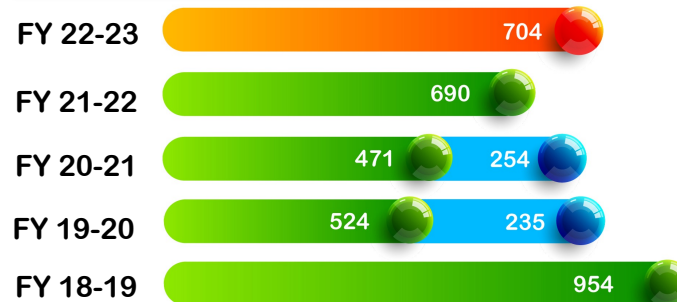
## Green Energy Financials



### Revenue (in million INR)



### EBIDTA (in Million INR)



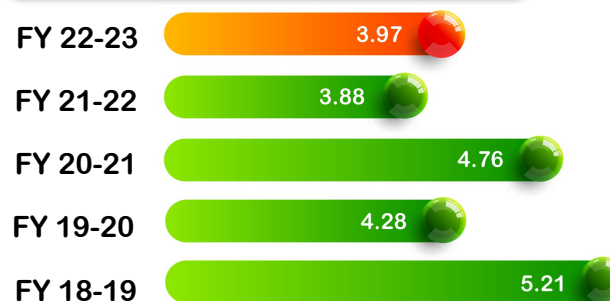
### PBT (in Million INR)



### Units Generated (in million)



### Realisation/Unit (in INR)



- Current Year
- Adjustment
- Normal Years

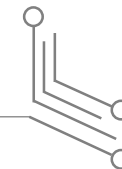
→ The Company has recognized the differential tariff charge of Rs. 0.975 per unit on electricity units (Energy Division) billed during the financial year 2019-20 and 2020-21 aggregating to Rs. 36.36 crores vide APTEL impugned Order dated 28.1.2021, and the same has been shown under Revenue from Operation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

→ Additionally, we have also provided (written off) Rs 11 crores in FY21 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.

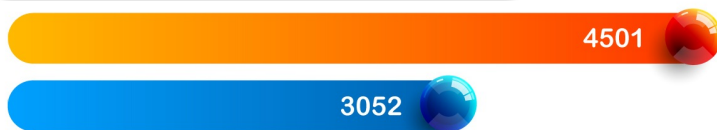
→ The wind revenue in FY20 included Rs 23.51 crores, representing compensation for delayed payment of dues (for invoicing from 2009 till September 2017) as per Tamil Nadu Electricity Regulatory Commission (TNERC) in compliance to terms of Power Purchase Agreement.

# Analysing Quarterly Financials

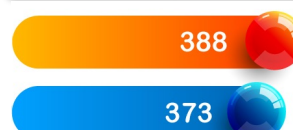
Q4FY23



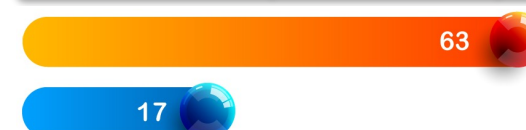
## Revenue (in million INR)



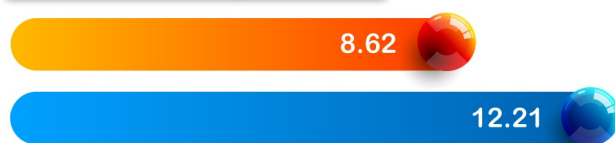
## EBIDTA (in Million INR)



## Interest Cost (in Million INR)



## EBIDTA Margin (%)



## Other Income (in Million INR)




## PAT from Continuing Operations (in Million INR)



## PAT from Discontinuing Operations (in Million INR)



 Q4FY 23

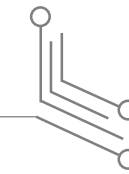
 Q4FY 22

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# Annual Financials

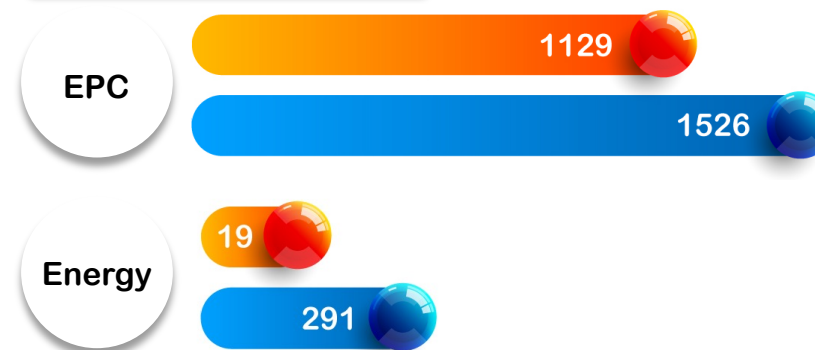
## Income Statement



### Revenue (in Million INR)



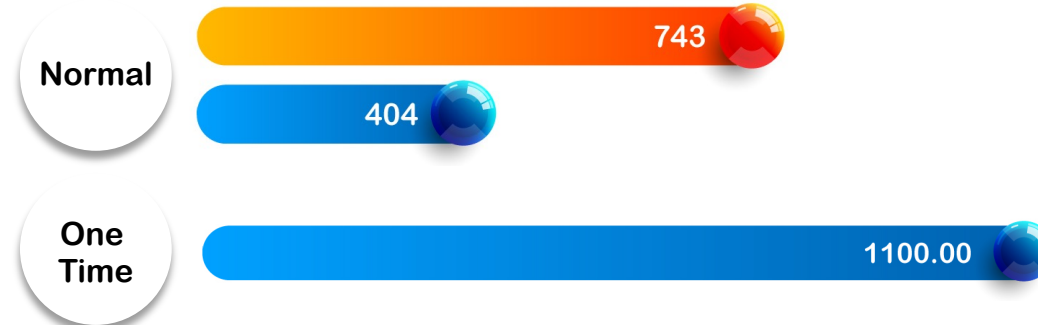
### EBIT (in Million INR)



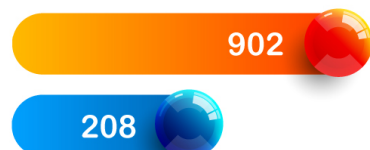
### PAT from Continuing Operations (in Million INR)



### Other Income (in Million INR)



### PAT from Discontinuing Operations (in Million INR)



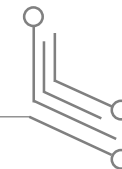
 March 23  
 March 22

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# Annual Financials

With Balance Sheet



## Sources of Funds

(in Millions INR)	FY-2023	FY-2022
Shareholders' Funds	19,406	18,367
Minority Interest	-	-
Loan Funds	-	-
Deferred Tax Liabilities	717	1221
Other Liabilities and Provisions	1843	1298
<b>Total</b>	<b>2197</b>	<b>2089</b>

## Application of Funds

(in Millions INR)	FY-2023	FY-2022
Net Fixed Assets	1812	4654
Investments	5	5
Loan and Advances	141	136
Cash and Bank Balance (including short-term investment) (a)	14,505	10,952
Current Assets (b: Less a)	11,331	9,413
Current Liabilities (c)	5827	4274
Net Current Assets (b-c)	550	514
<b>Total</b>	<b>2197</b>	<b>2089</b>



**THANK  
YOU**

