

# Techno Electric & Engineering Company Limited

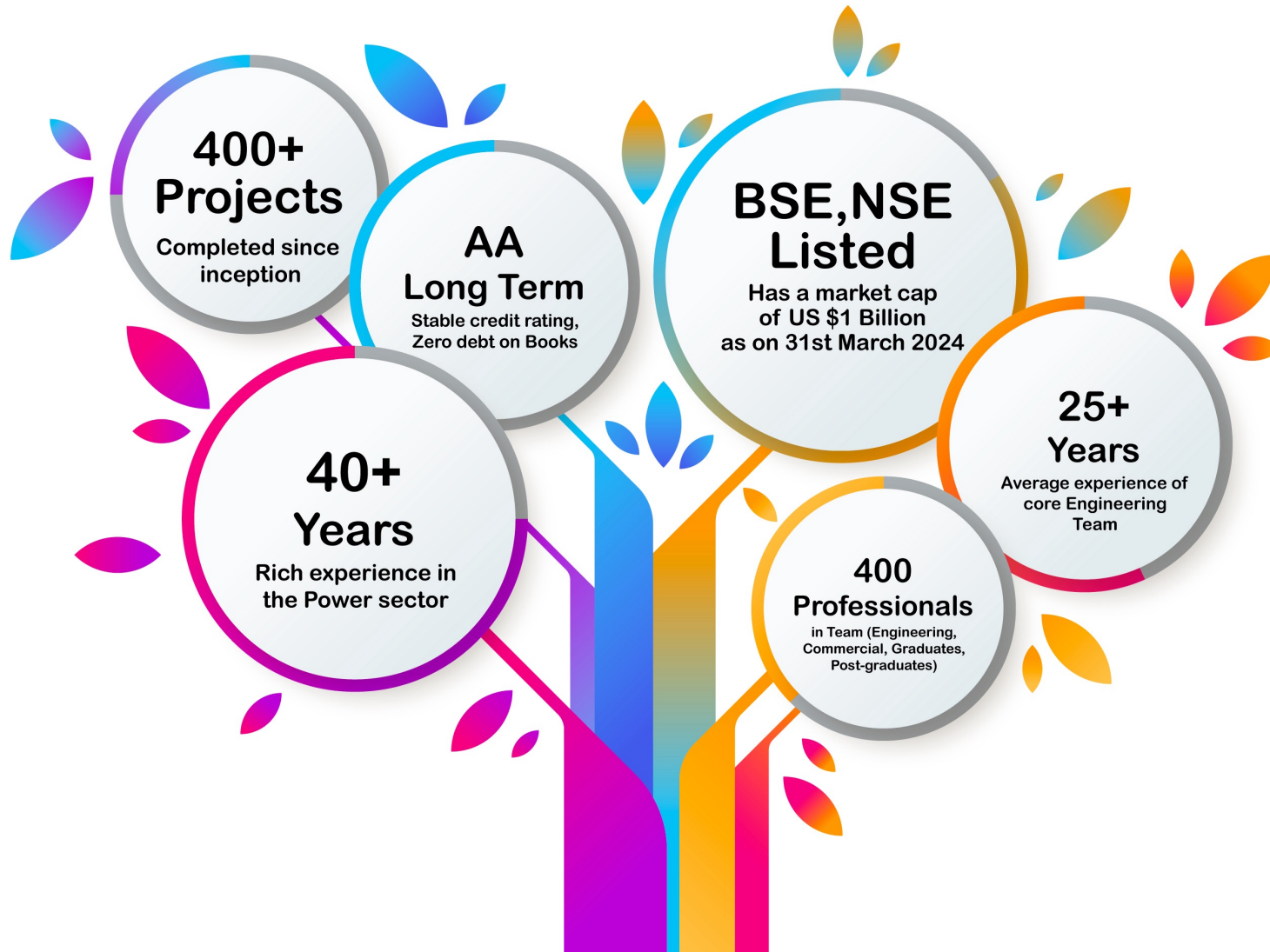
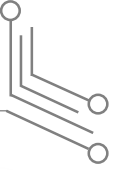
Investor Presentation

Quarter Ended March 2024

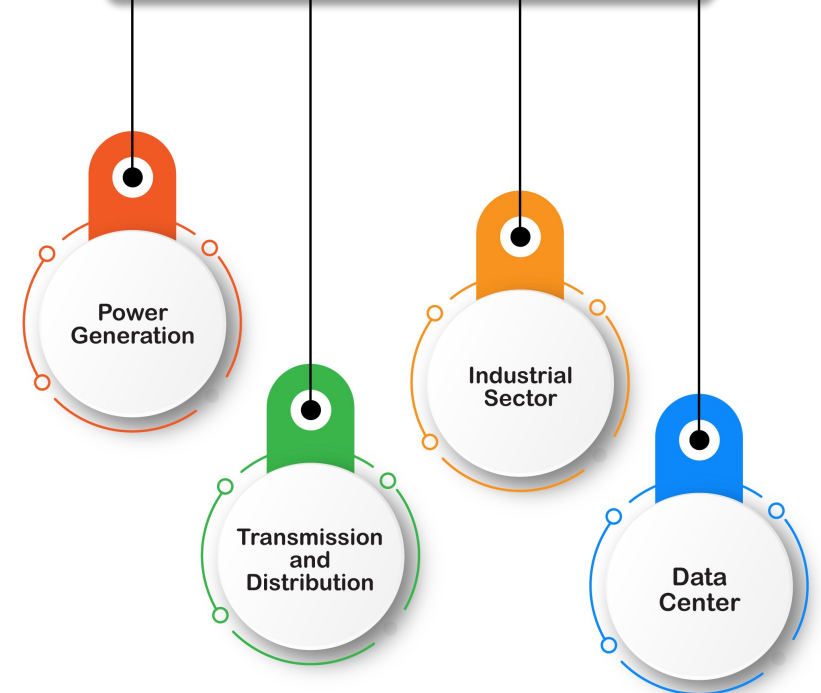


# About Techno Electric & Engineering Co. Ltd.

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

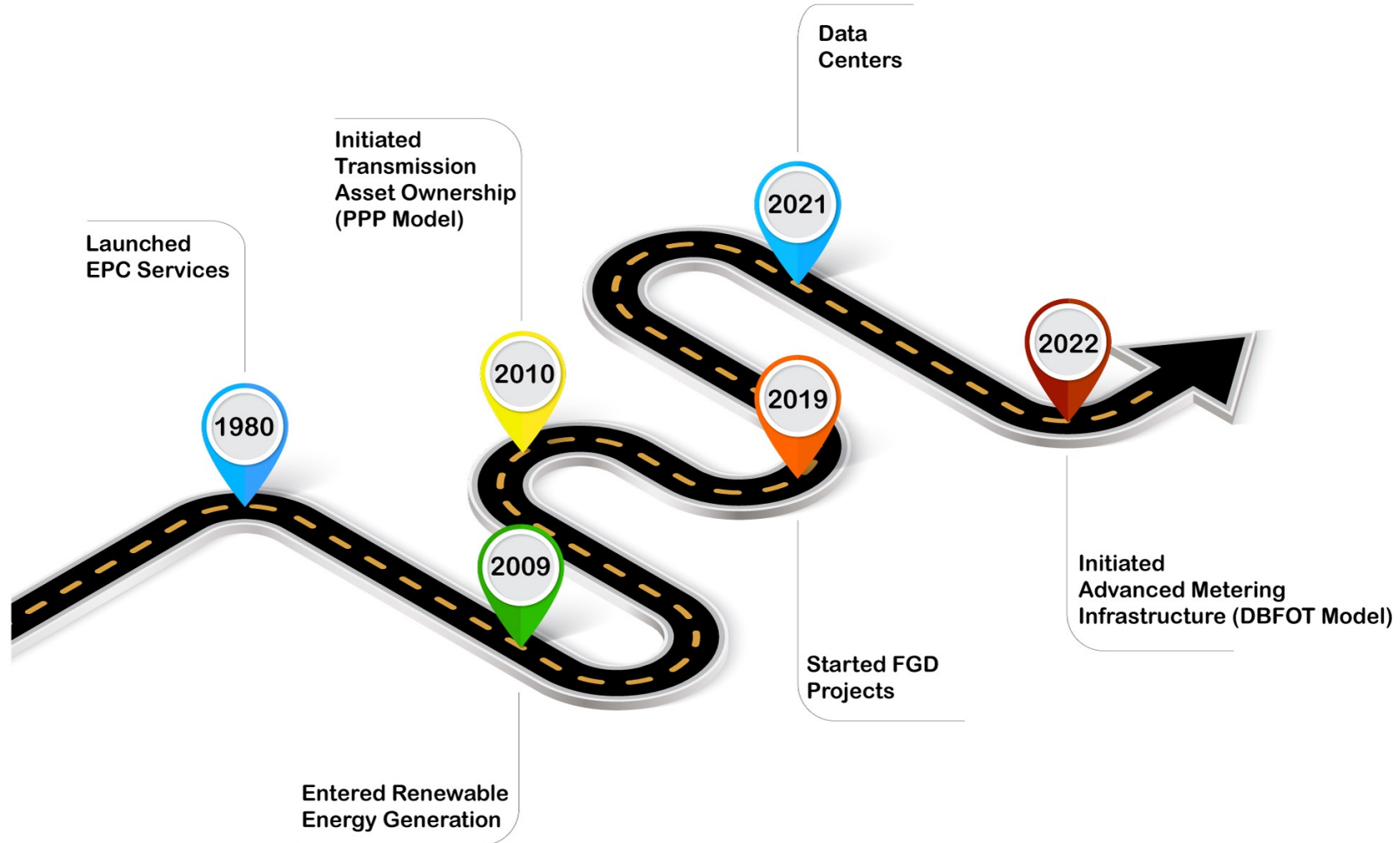


## Key Presence Areas

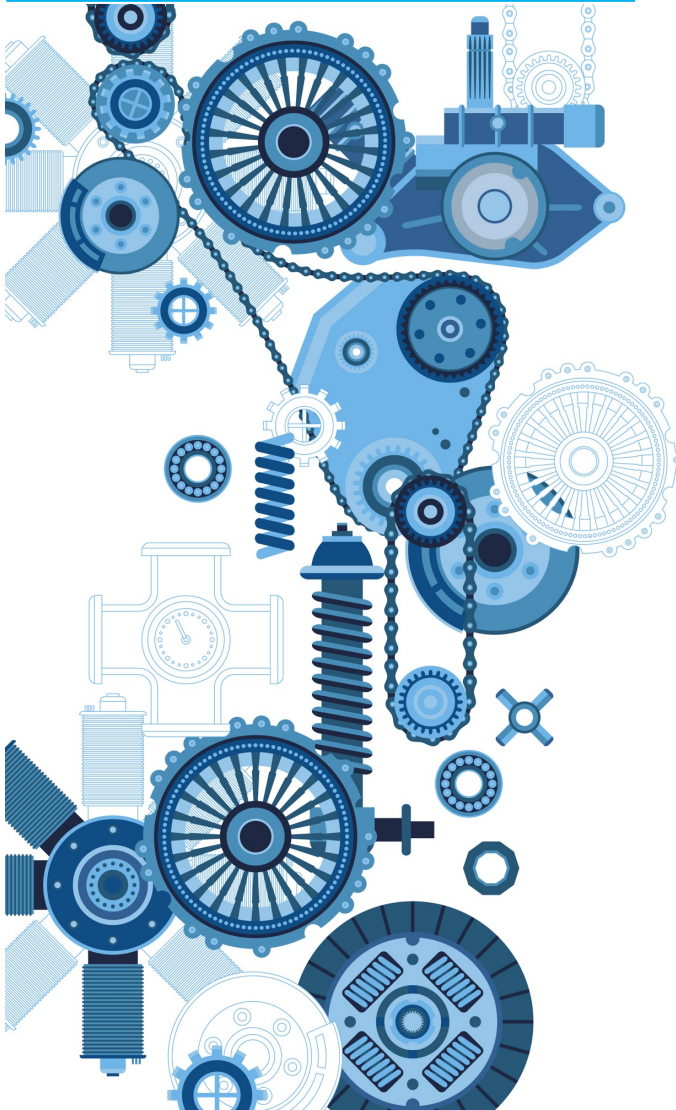


# About Techno Electric & Engineering Co. Ltd.

## Key Milestones



## Advancing with Experience and Expertise : EPC



**Flue Gas Desulphurization Plant**

**Transmission & Distribution**

**Advanced Metering Infrastructure (Smart Metering)**

**Balance of Plant**

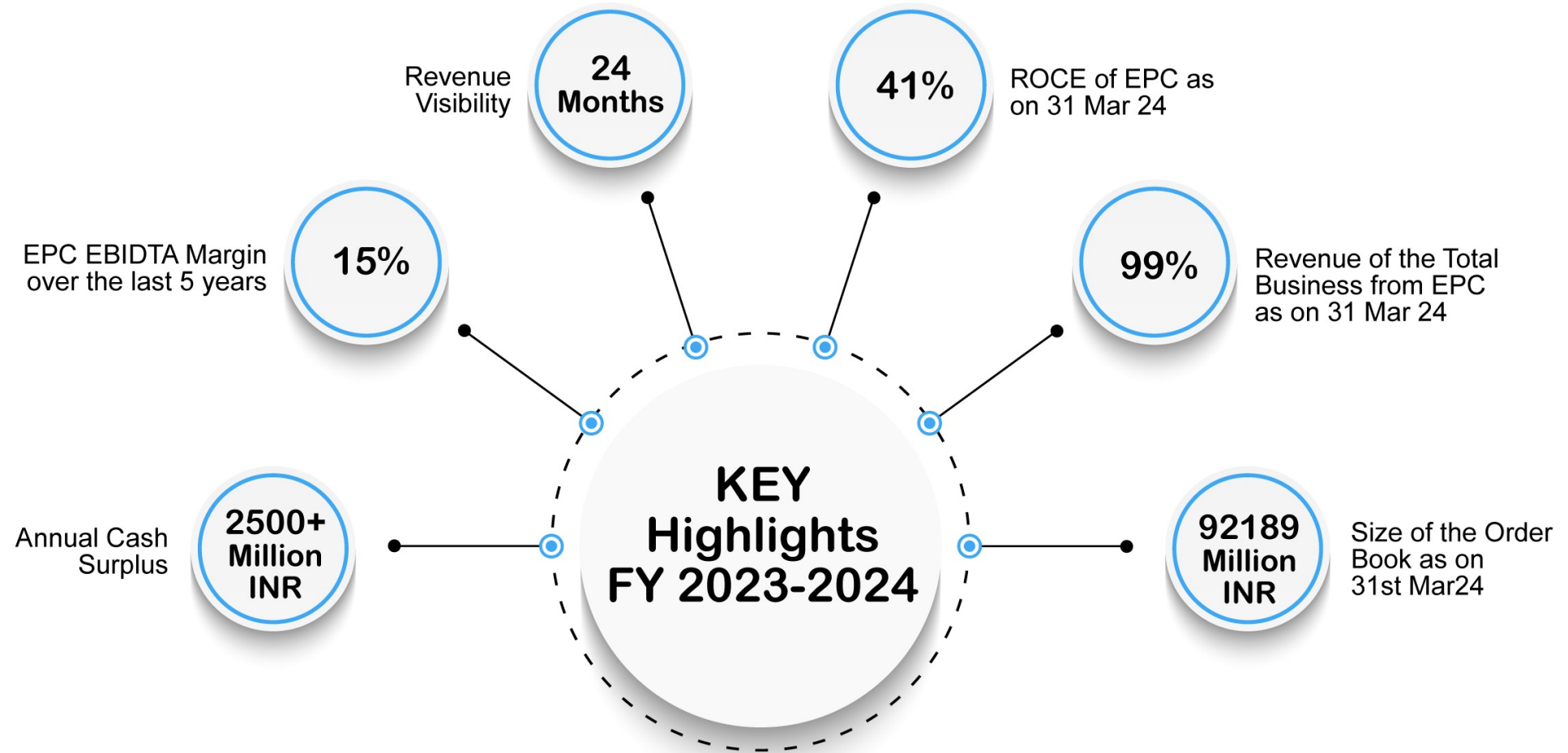
**Captive waste heat recovery and up to 200 MW of conventional power plant on a turnkey basis**

**Solutions for power-intensive industries**

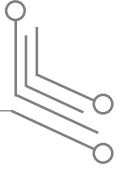
**Less capital-intensive, high risk-reward ratio**

# Delivering Consistently

Key highlights for FY 2023 - 2024



# Major Domains of Operations



## Power Generation (Thermal/Renewable/Hydro)

- ❖ Balance of Plant
- ❖ Flue Gas Desulphurization
- ❖ Turnkey Solutions to CAPTIVE Power Plants

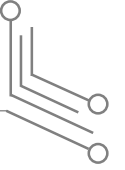
## Transmission and Distribution

- ❖ EHV Substation up to 765 kV (AIS/GIS)
- ❖ Distribution Systems Management
- ❖ Advanced Metering Infrastructure
- ❖ Rajiv Gandhi Gramin Vidyutikaran Yojna (RGGVY)
- ❖ STATCOM Installation up to 250 MVar

## Industrial Sector

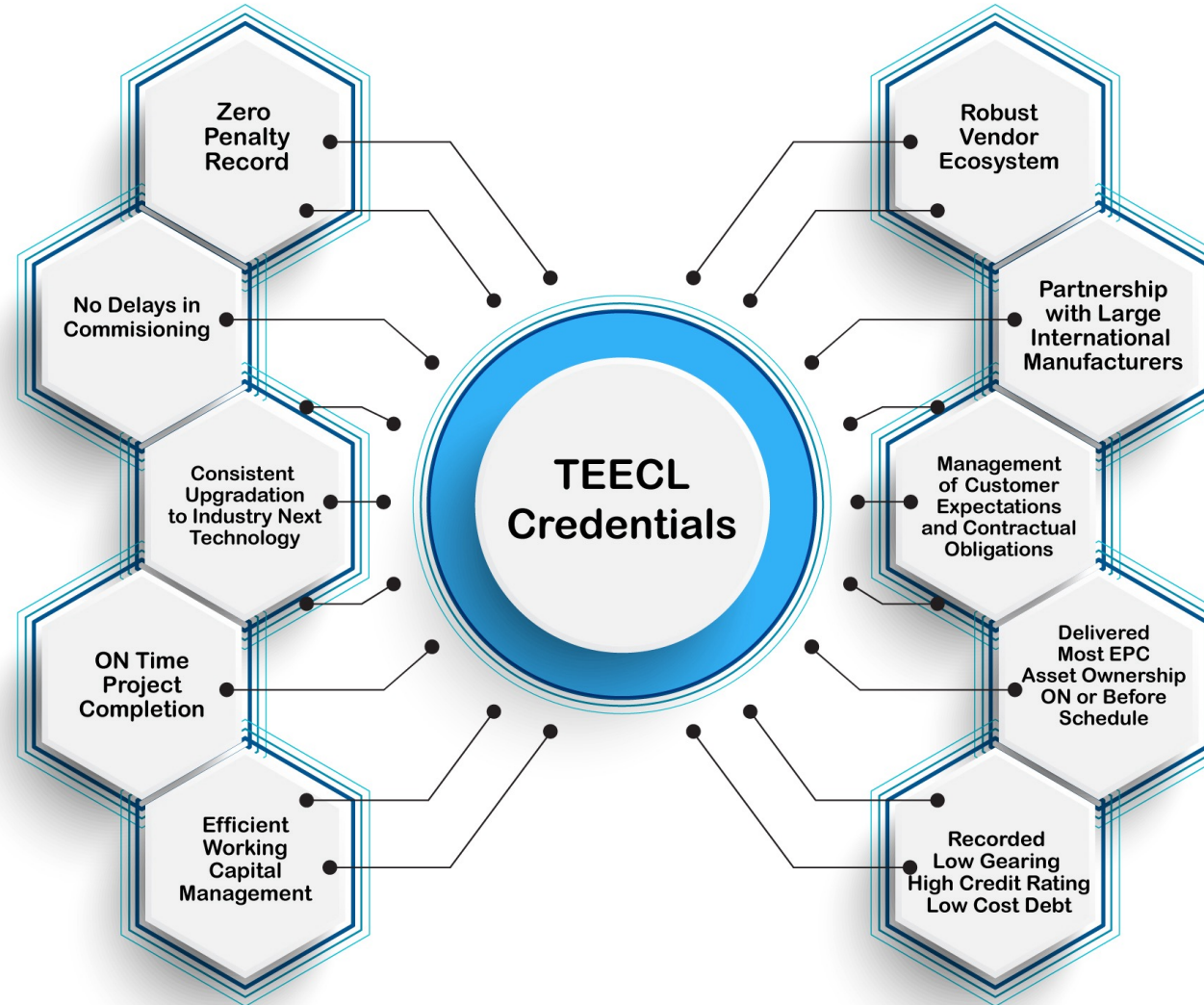
- ❖ Power Distribution Systems to Power Intensive Industries
- ❖ Data Center
- ❖ Offsite Piping Systems
- ❖ Oil Handling Plant Process Industries
- ❖ Plant Electrical and Illumination System
- ❖ Water and Allied Systems
- ❖ Fire Protection System
- ❖ Naptha and Diesel based system for Turbine based Power Plant

# DATA CENTER End-to-End Solutions



# Utilising Corporate Strength

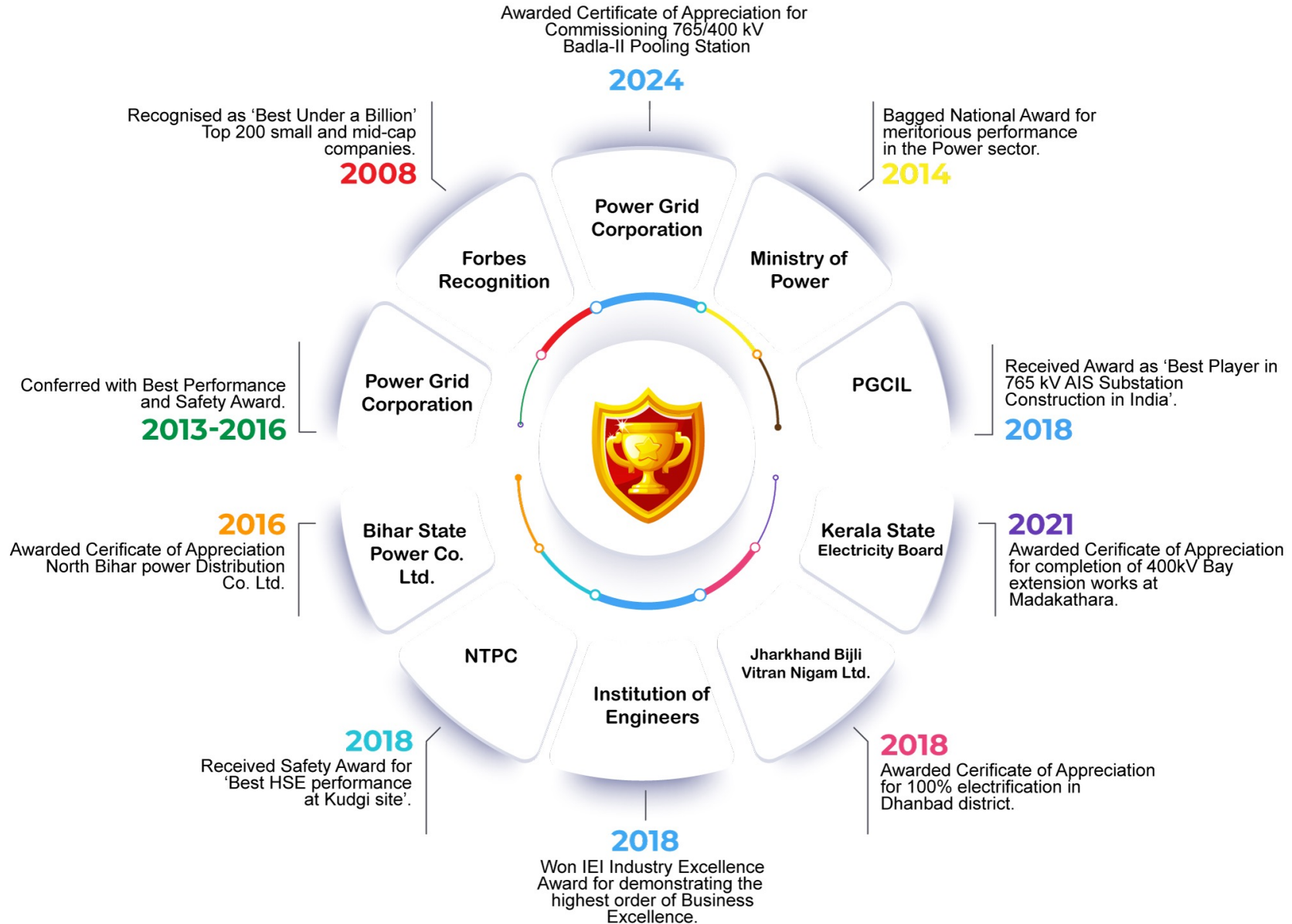
Strong Credentials in Project Execution



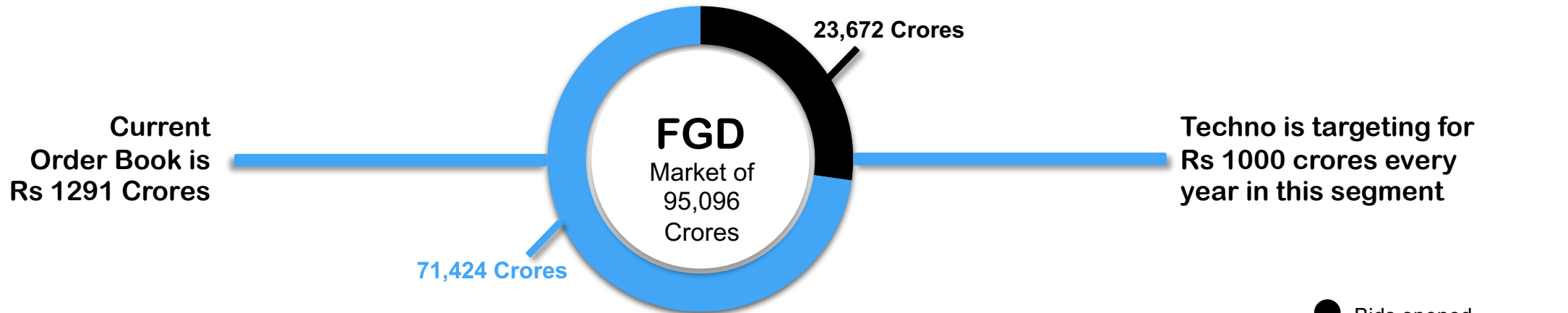
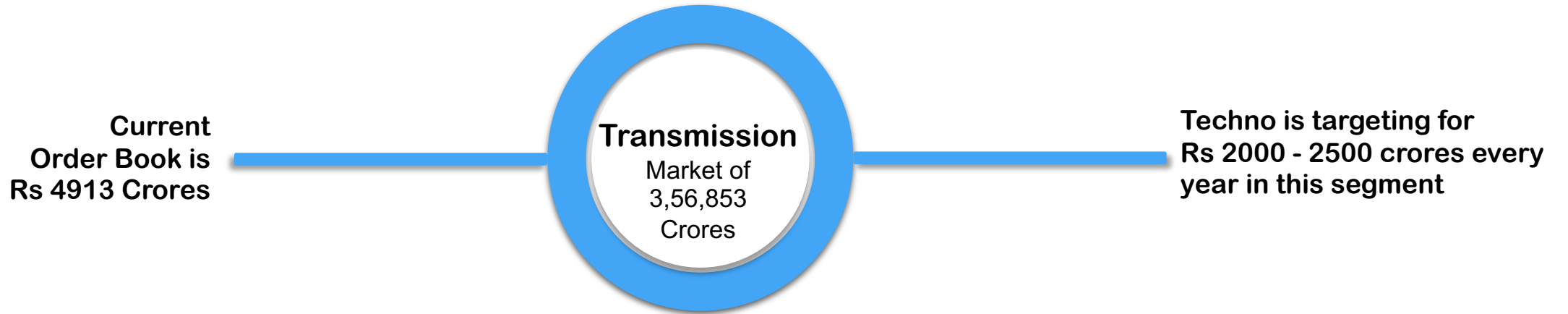
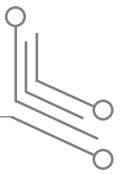


# Growing Recognition

## Awards and Certifications



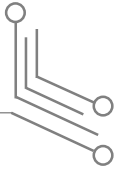
# Leveraging Opportunities



- Bids opened
- Under various stages Before bidding



# Leveraging Opportunities



**Current  
Order Book is  
Rs 2497 Crores**

**Smart Meter**  
Market of  
1,05,969  
Crores

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

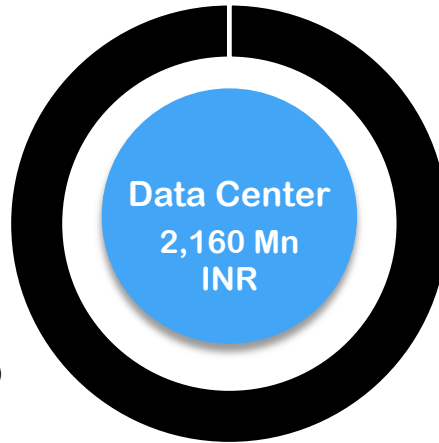
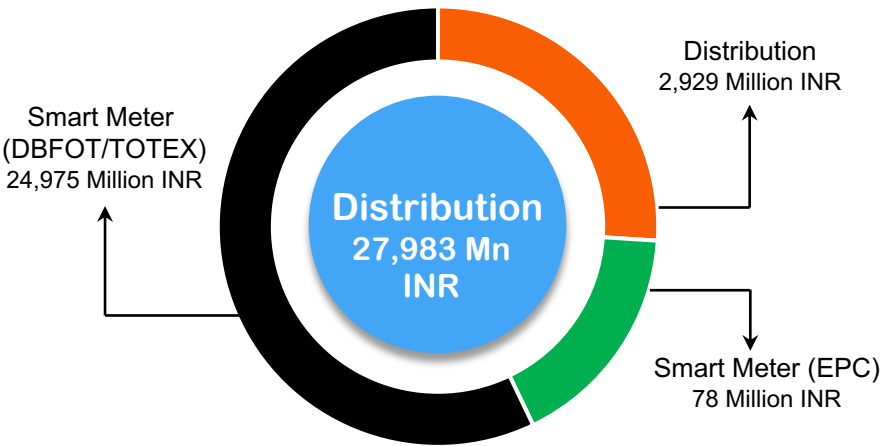
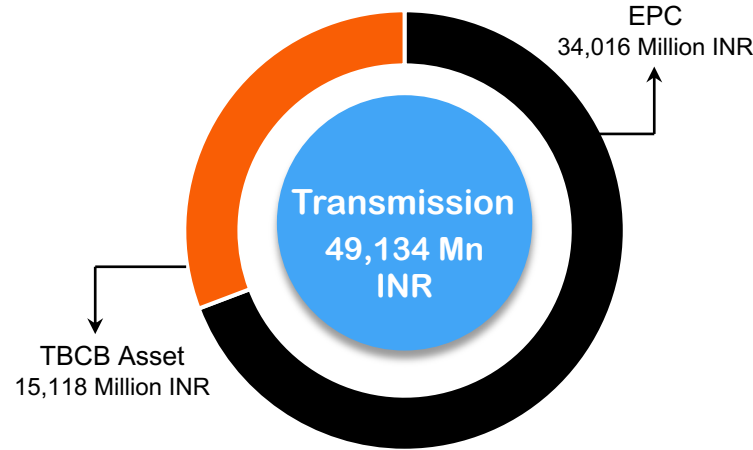
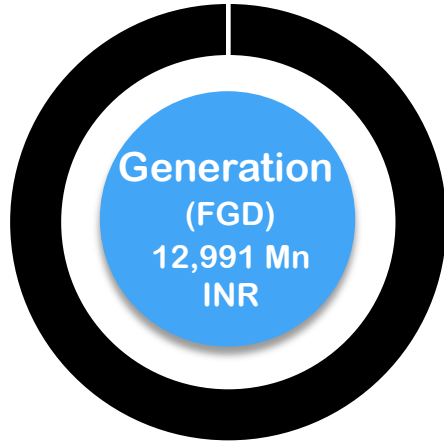
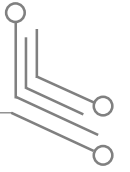
**Current Data  
Center Project  
Rs 1400 Crores**

**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 31<sup>st</sup> March 2024



Share (%)	Client Name	Amount (Millions)
16.27%	Power Grid Corporation of India Ltd.	15,000
14.0%	Rajasthan Rajya Vidhyut Prasaran Nigam Limited	12,911
9.57%	Smart meter from J&K DISCOM	8,824
8.25%	Nepal MCA	7,604
6.09%	Smart meter from Ranchi DISCOM	5,614
5.82%	Smart meter from Indore DISCOM	5,366
5.33%	Ishanagar Indigrd	4,915
4.48%	Dhule Indigrd	4,129
30.18%	Others	27,823
<b>100%</b>	<b>Total</b>	<b>92,189</b>

**Note:**

- 1 TBCB concession issued by RECPDCL at Bokajan
- 1 AMI order for Punjab (Rs 661 crores).



# 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

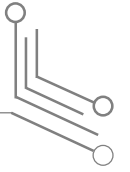


\* The above client names are based upon current order book.

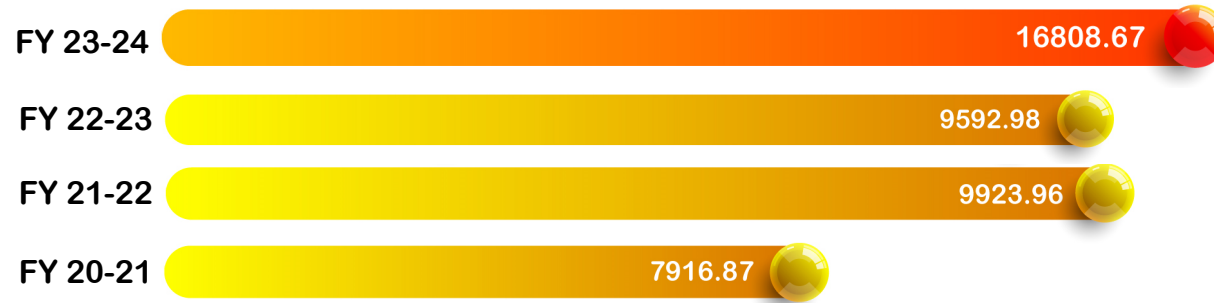


# TEECL Financials over the Years (EPC)

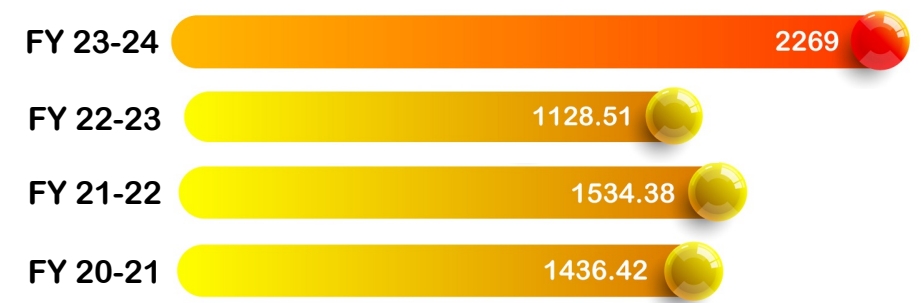
Credible partner with healthy financials and strong liquidity position; project finance expertise



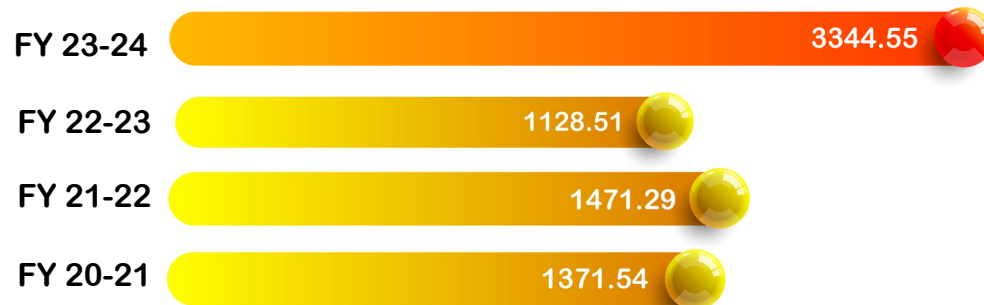
## Revenue (in million INR)




## EBIDTA (in Million INR)



## PBT (in Million INR)

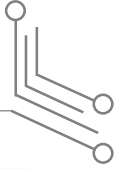


 FY 23-24

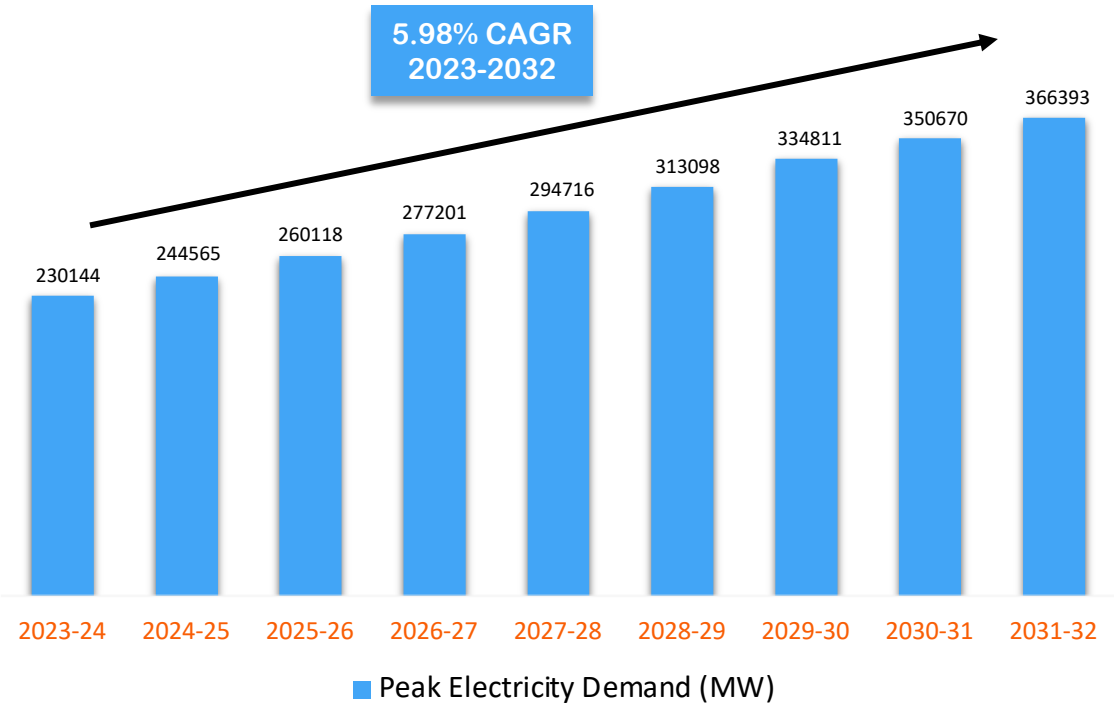
 FY 20-21, 21-22, 22-23

# Power Sector

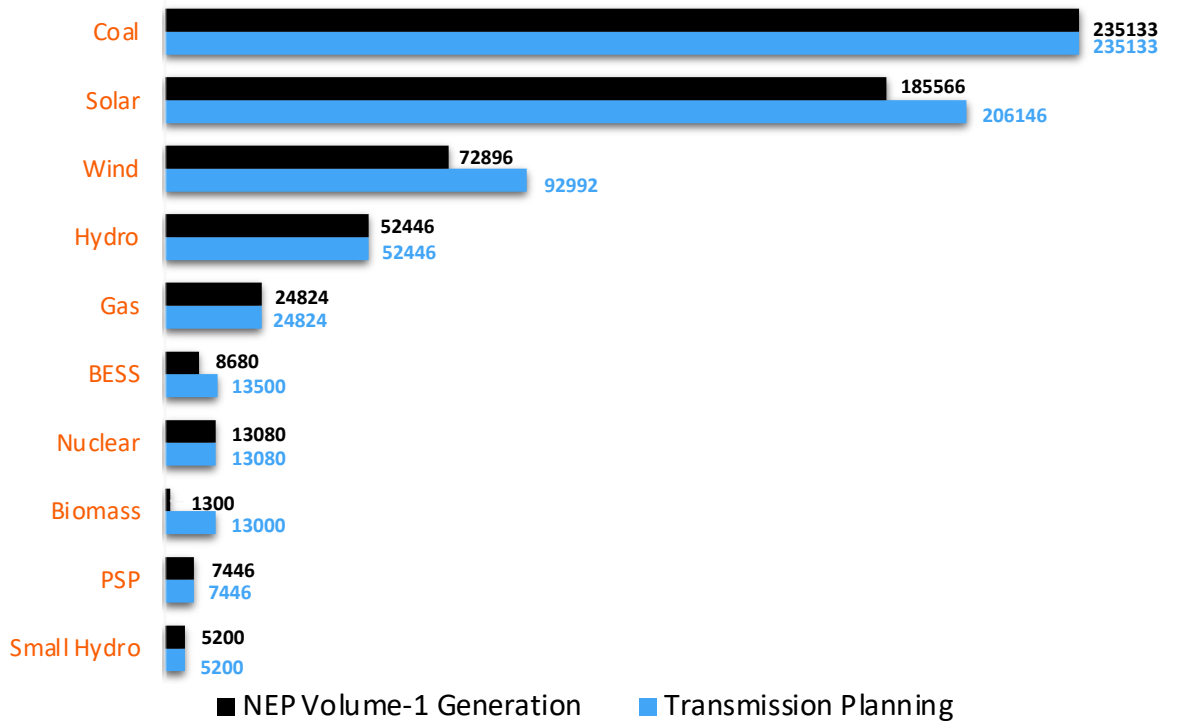
Electricity demand projection and Installed Generation Capacity



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

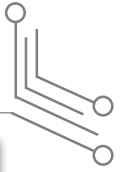


## Installed Generation Capacity (MW) likely by 2026-27 for the purpose of transmission planning and NEP (Volume 1) Generation

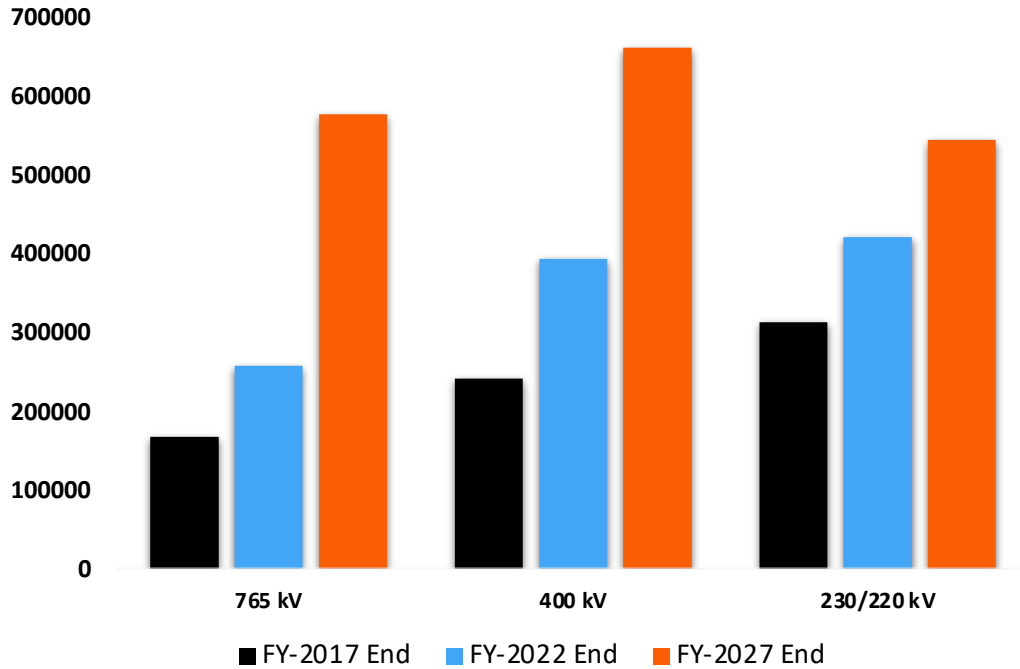


# Power Sector

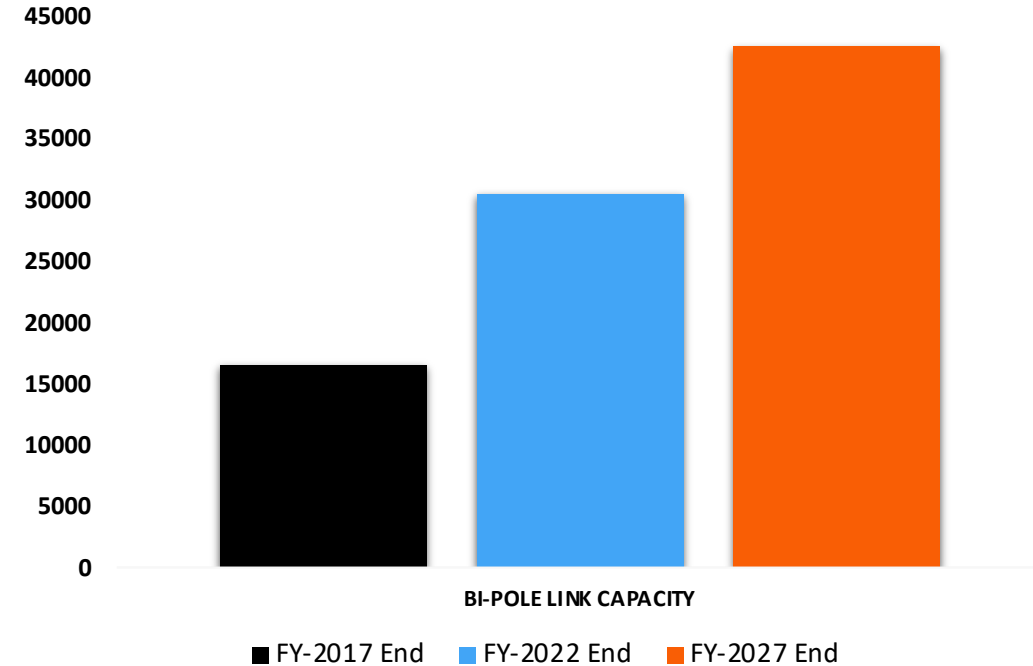
Transmission System augmentation required during the period 2022-27



### 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

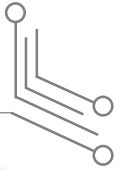
**45500**

- 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).

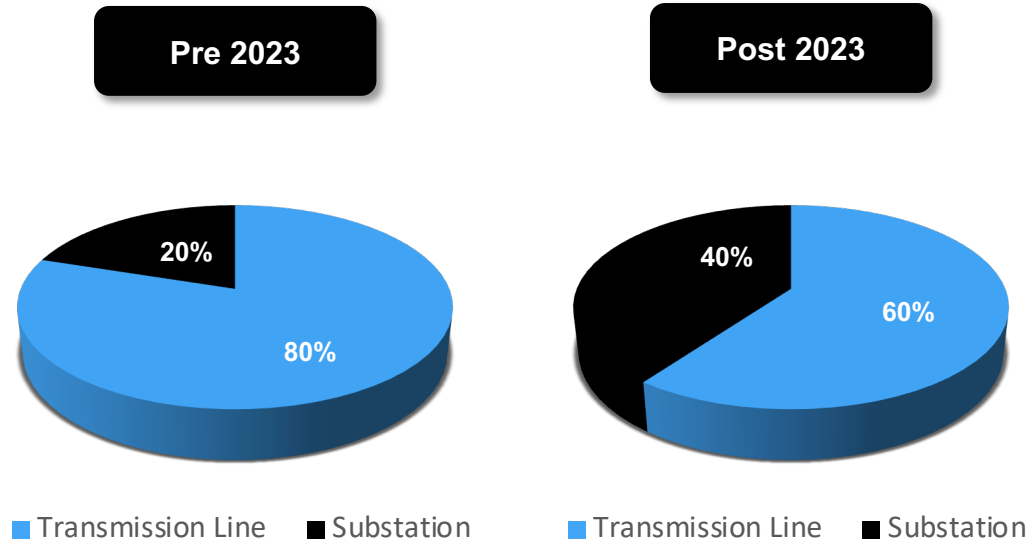




# Opportunities in Power Transmission for TEECL

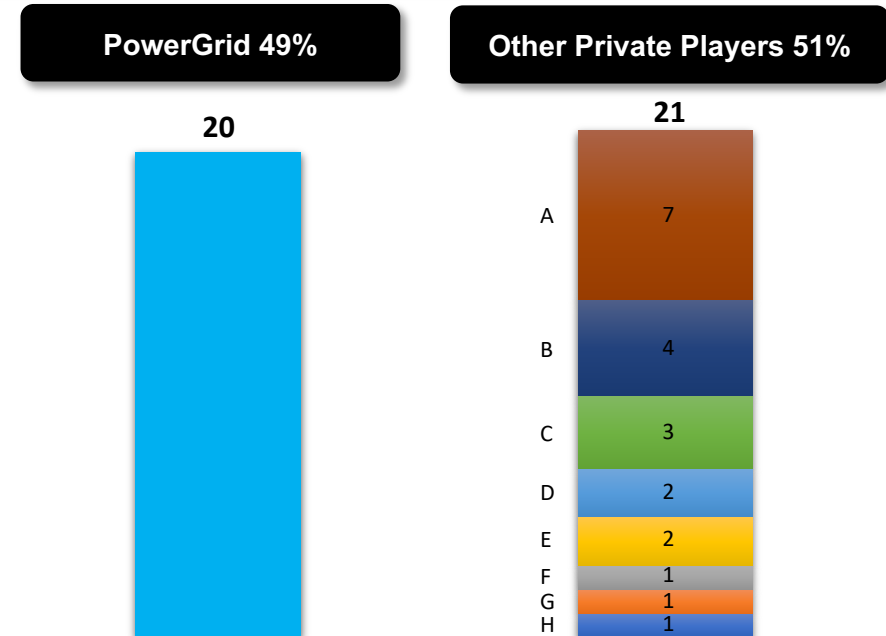


## Increased Volume of Substation work for TEECL



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



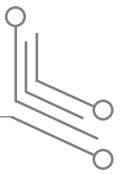
Number of Transmission schemes under Implementation

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

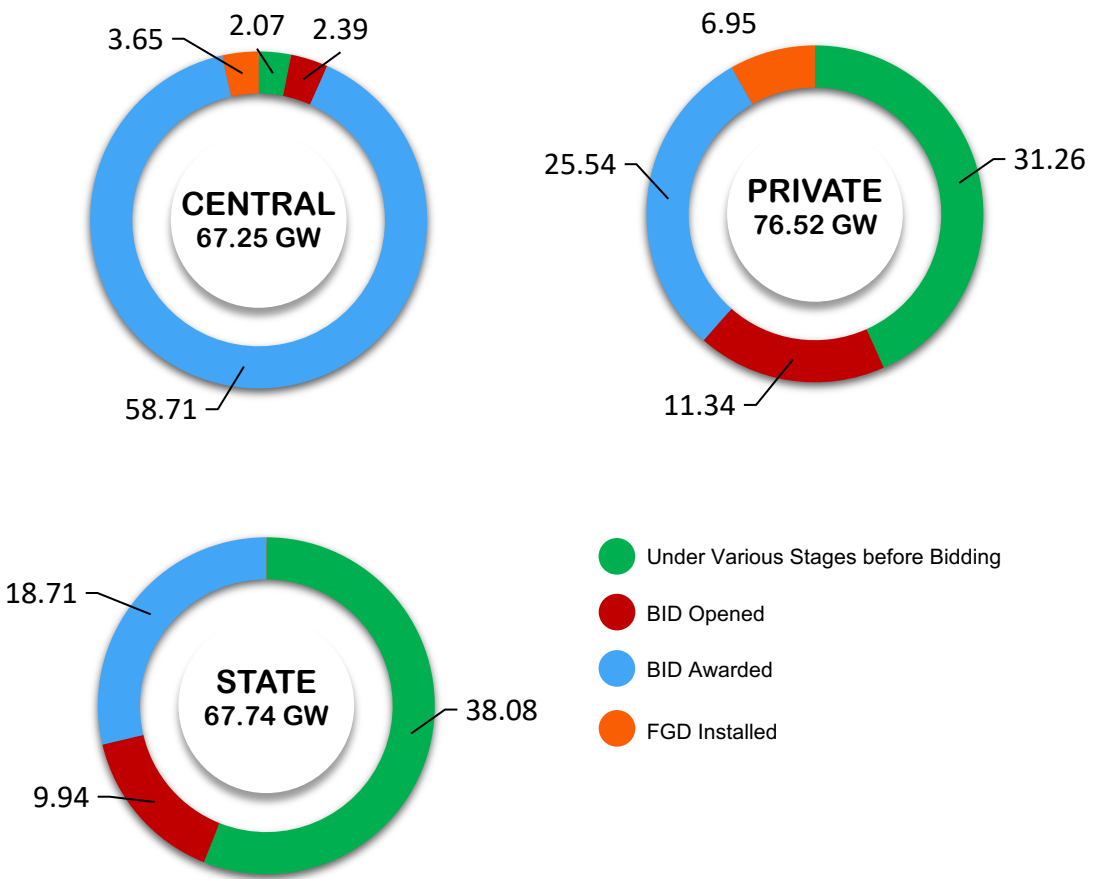
\*\* Data as on 31<sup>st</sup> December 2023



# 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.

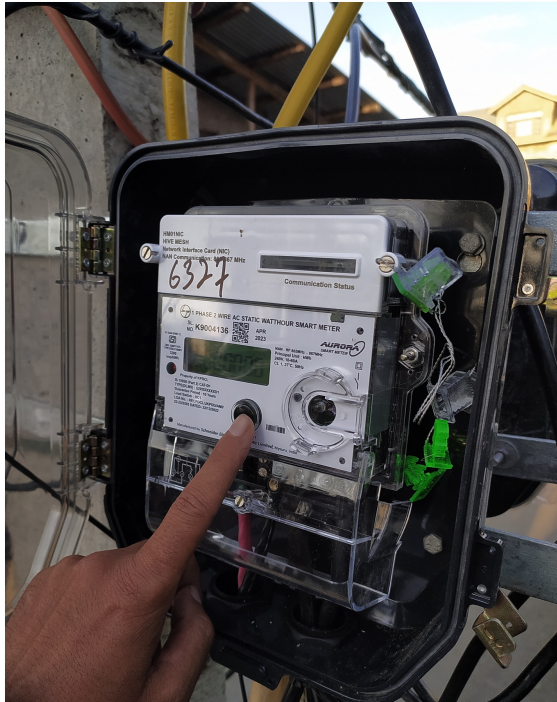
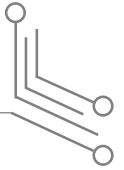
We have received the contract for 500 MW from DVC for Rs 3190 million (already commissioned) and an order worth Rs 14550 million from Rajasthan Rajya Vidyut Nigam Ltd.

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 222.2 mn

Out of the above, around 11 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 million meters worth INR 3500 Crores

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

In Phase 2 Techno has installed 1,12,524 smart meters in Srinagar and 1,01,323 smart meters in Jammu.

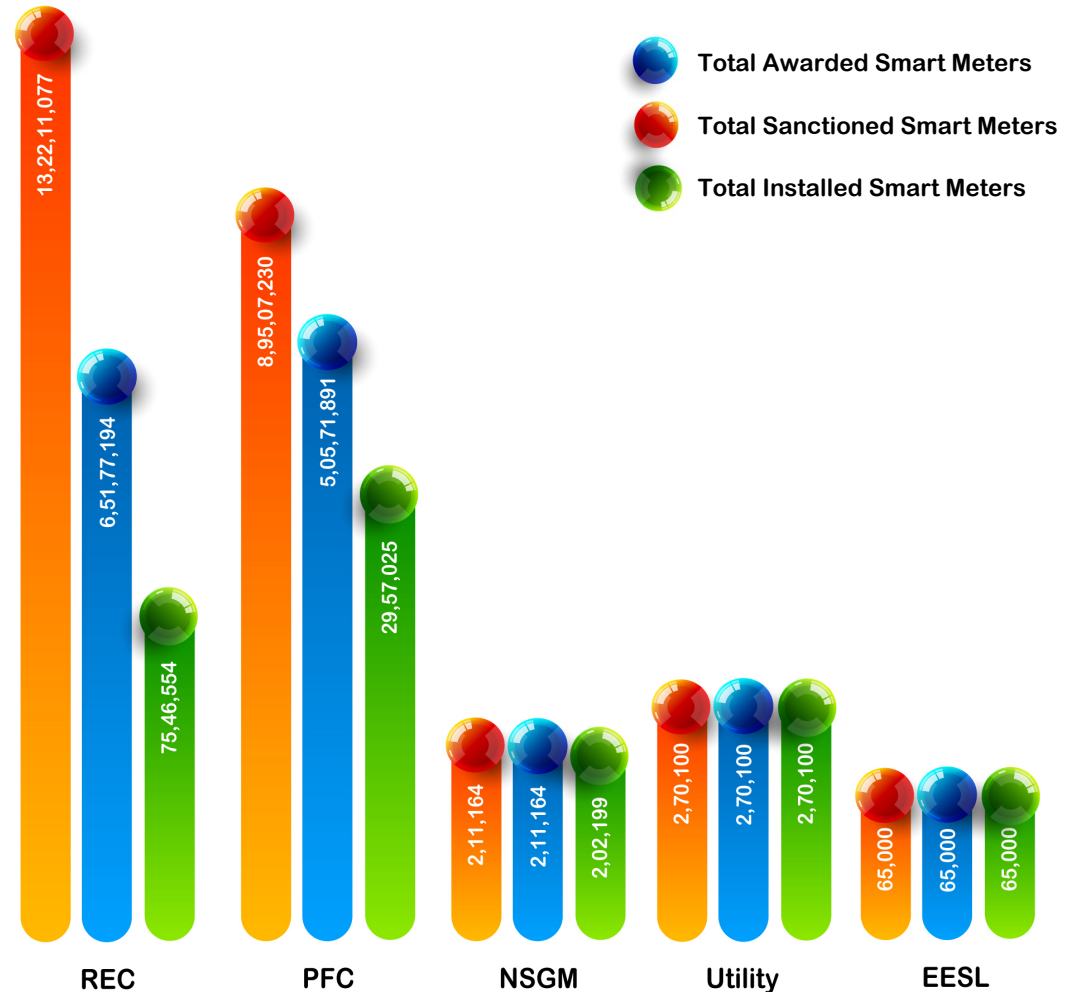
Techno is bidding for various projects for 40 Lakh meter projects worth Rs 4500 crores.

# Advancing with Experience and Expertise : Smart Metering

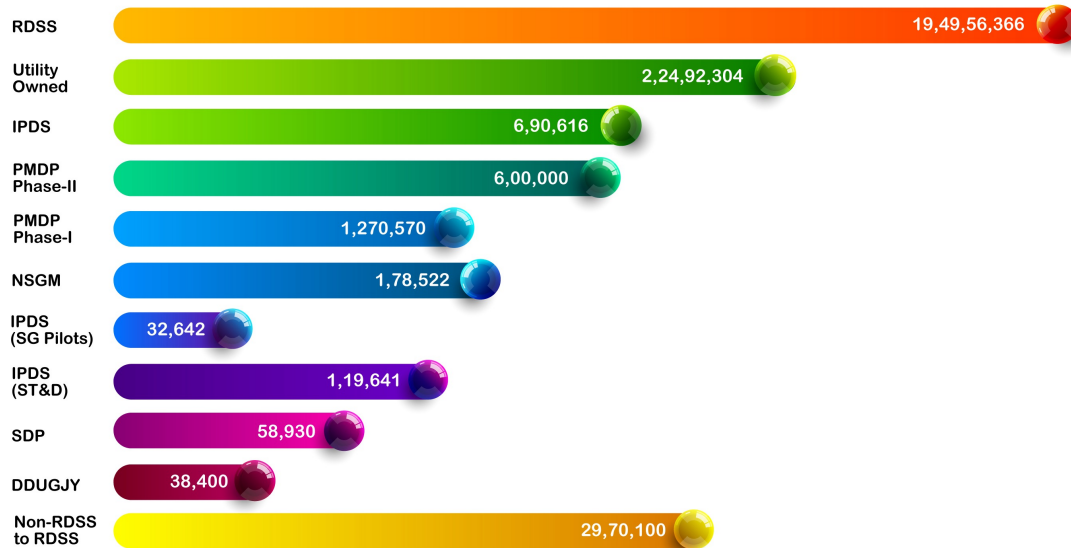
## Overview Report on Smart Meter Deployment in India



## Number of Smart Meters deployed by various Nodal Agencies



## Total Sanctioned Smart Meters by Government Schemes

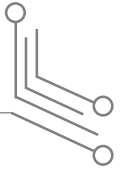


\*\*Source: nsgm.gov.in



# Data Center Industry Overview

## DC Supply and Demand in India



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

138

Number of Data Centers 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

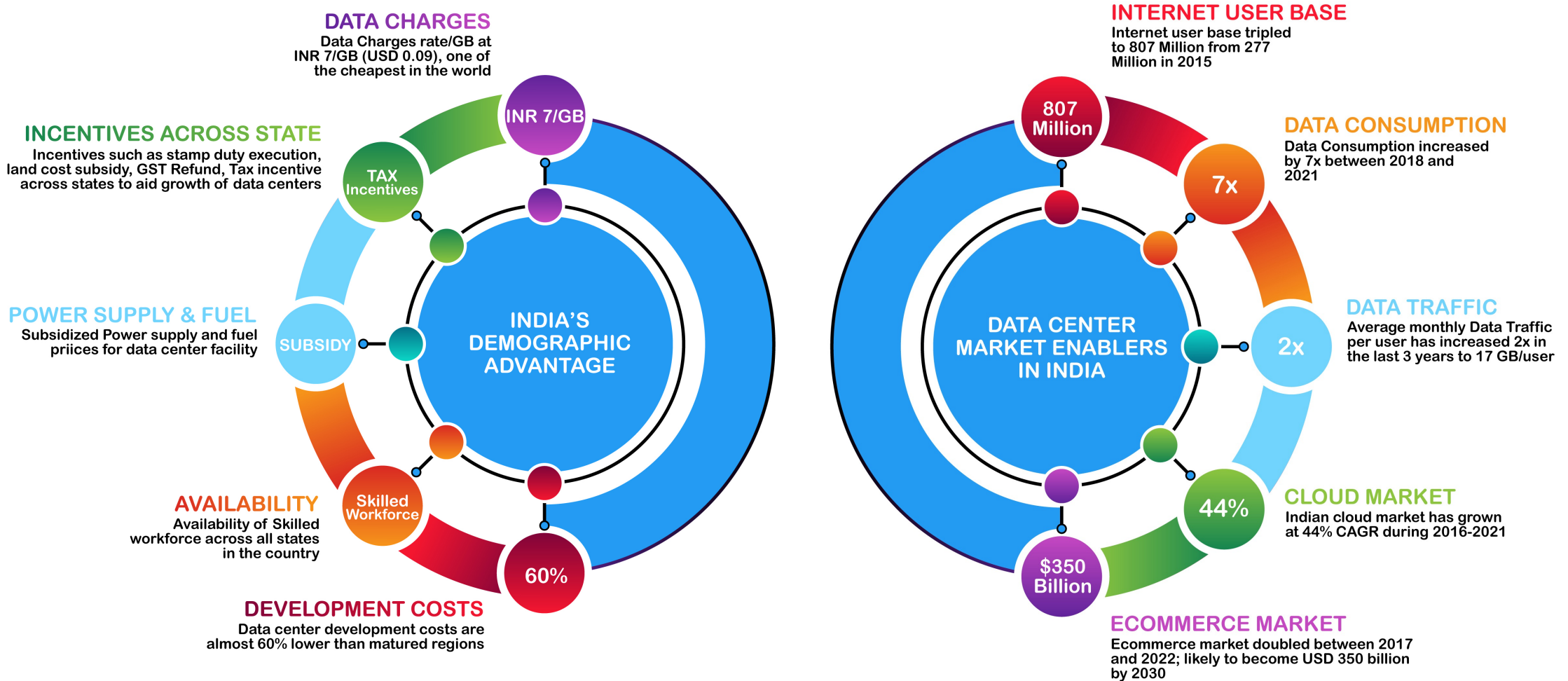
Average IT Power/facility

\*\*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

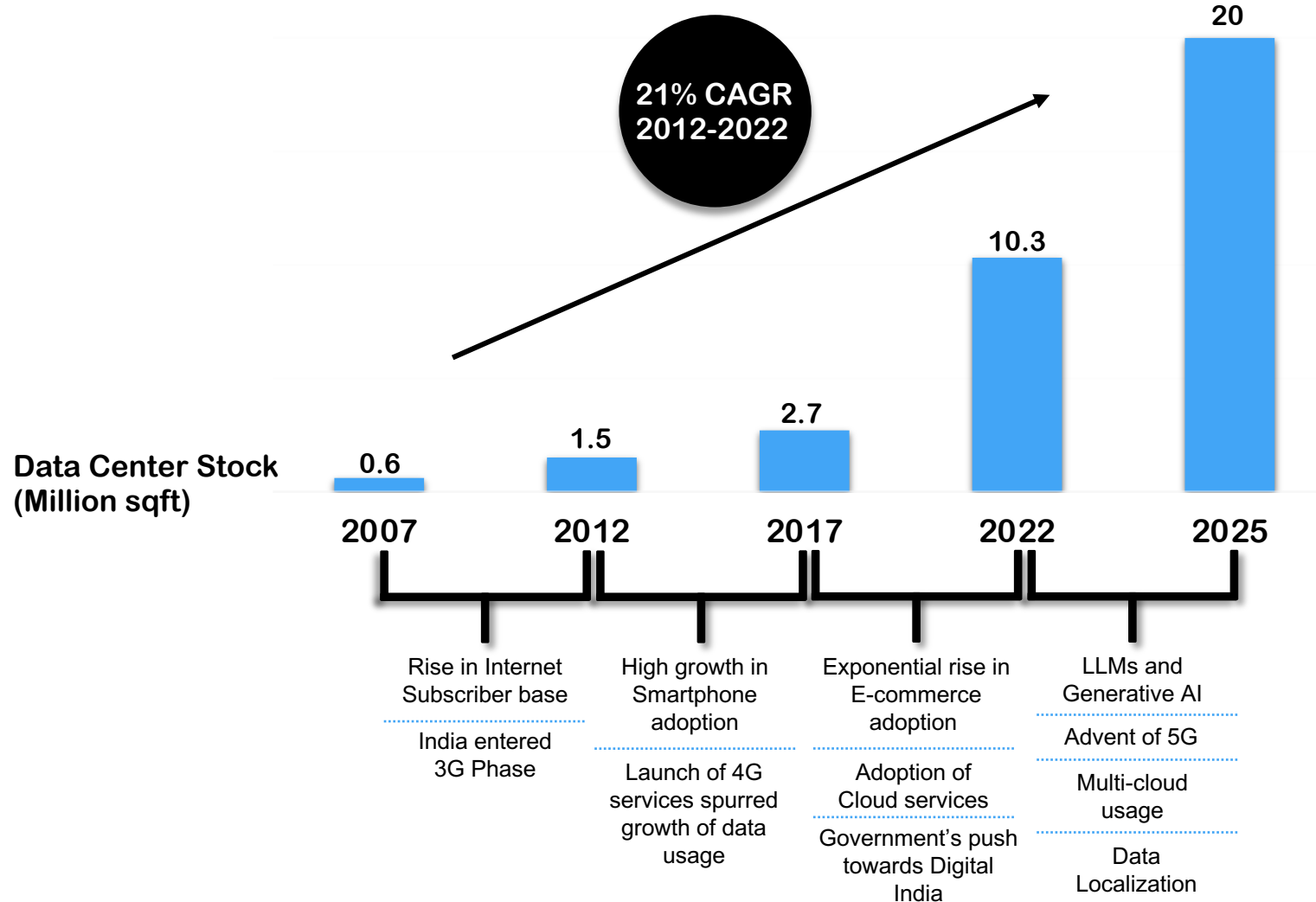
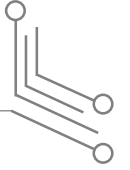


\*\*Source: Anarock, TRAI, Economic Survey, IBEF, Nokia Broadband Index 2022



# 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



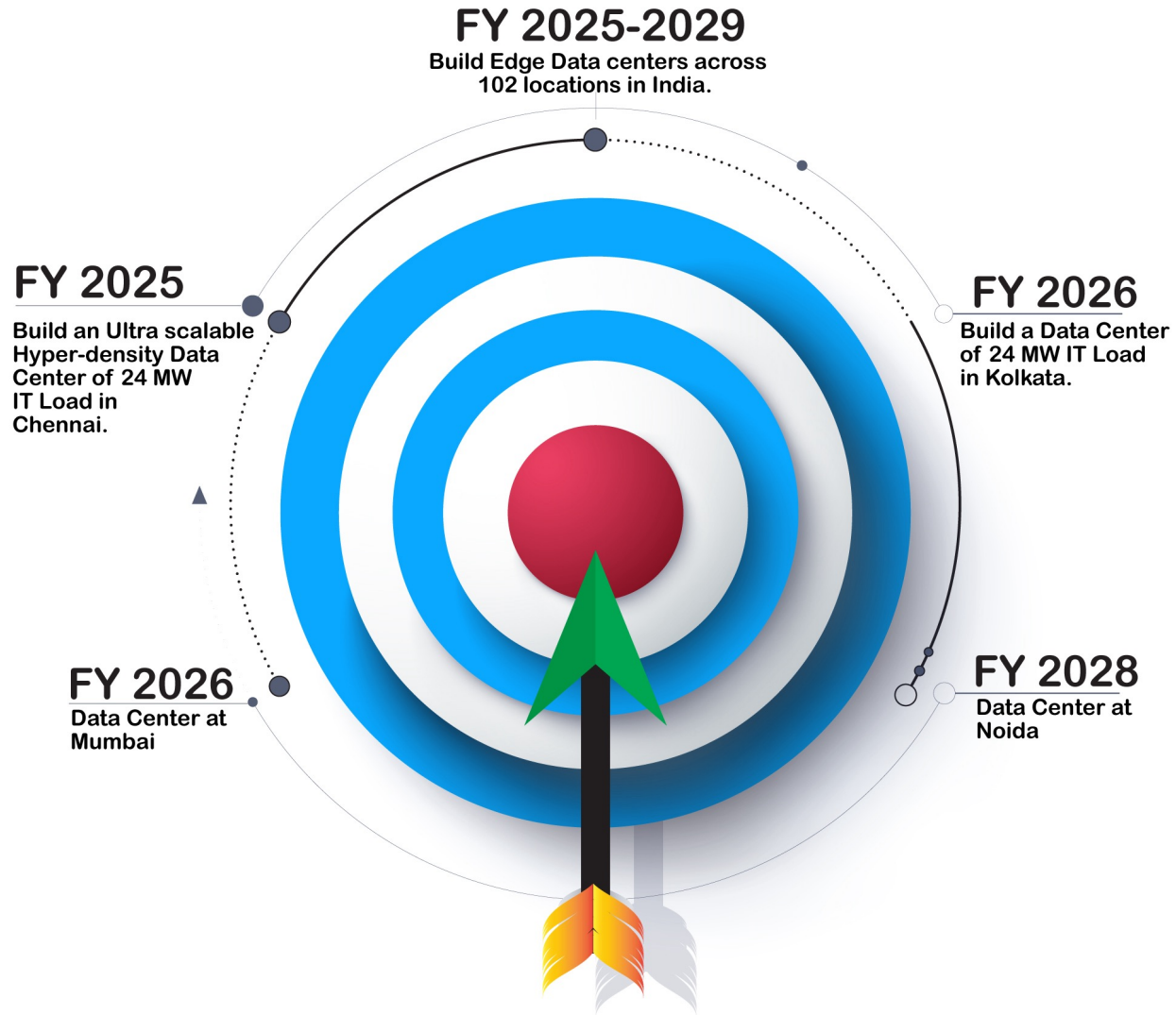
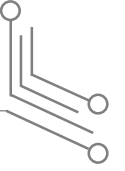
\*\*Source: Colliers

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

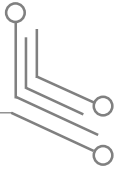
Aligned to the Big Picture





# First Site Already Acquired in Chennai

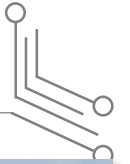
Building an ultra-scalable, hyper-density, green Data center in Chennai.



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 – Sub structure completed & Super structure in progress
		✓	Procurement of Long Lead Equipment completed up to 95%

# 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 September 2024.
- 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.



# Chennai Data center

MEP Work in Progress



# Upcoming Projects in 2024

## Kolkata Data Center



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



Development of Master layout is in progress

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

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

# Upcoming Projects in 2024

Developing Edge Data centers across 102 locations in the country

**TEECL will Develop, Operate, and Maintain the Single largest deployment of Edge Data Centers (EDCs) for RailTel Corporation of India Ltd. over the next five years in 102 cities across India.**

**Concession period of 20 years, with the potential for a further extension of 5 years.**

**Spread across 23 Out of 28 States to serve 40% of India's Population at just a Millisecond Latency.**

Enabled by: -

- **70,000+ kms of Nationwide Fiber Network owned by RailTel Corporation of India Ltd,**
- **Prime Real Estate of India Railways,**
- **Reliable and Resilient Power Infrastructure of Indian Railways**

**The Edge Data Centers will be seamlessly connected to our Hyperscale Data Centers in Chennai (23 MW) and Kolkata (15 MW) to ensure efficient Data processing and Distribution across all Edge locations.**



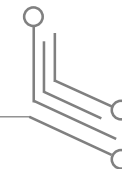
Note:

- Map of India marking locations only with the names of the cities from major Tier 1 and Tier 2 cities.
- The map displays only 58 Tier 1 and Tier 2 locations out of 102 locations have been marked.
- Additionally, the map highlights the Hyperscale facilities of Chennai and Kolkata Data Centers, which are set to act as the hub for all the Edge locations.



# Analysing Quarterly Financials

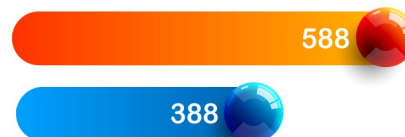
Q4FY24



## Revenue (in million INR)



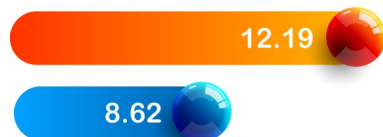
## EBIDTA (in Million INR)



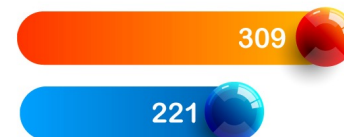
## Interest Cost (in Million INR)



## EBIDTA Margin (%)




## Other Income (in Million INR)



## PAT (in Million INR)

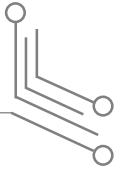


 Q4 FY 24

 Q4 FY 23

# Annual Financials

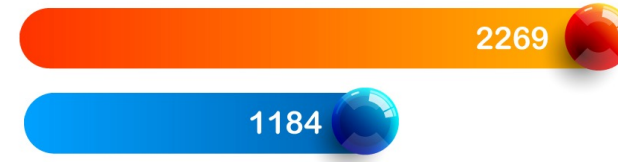
## Income Statement



### Revenue (in Million INR)



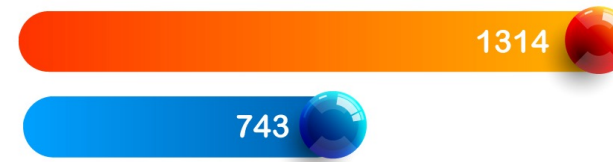
### EBIDTA (in Million INR)



### PAT (in Million INR)



### Other Income (in Million INR)

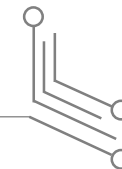


 March 24

 March 23

# 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
<b>Total</b>	<b>22973</b>	<b>22147</b>	<b>20853</b>

## 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
<b>Total</b>	<b>22973</b>	<b>22147</b>	<b>20853</b>





**THANK  
YOU**