

Techno Electric & Engineering Company Limited

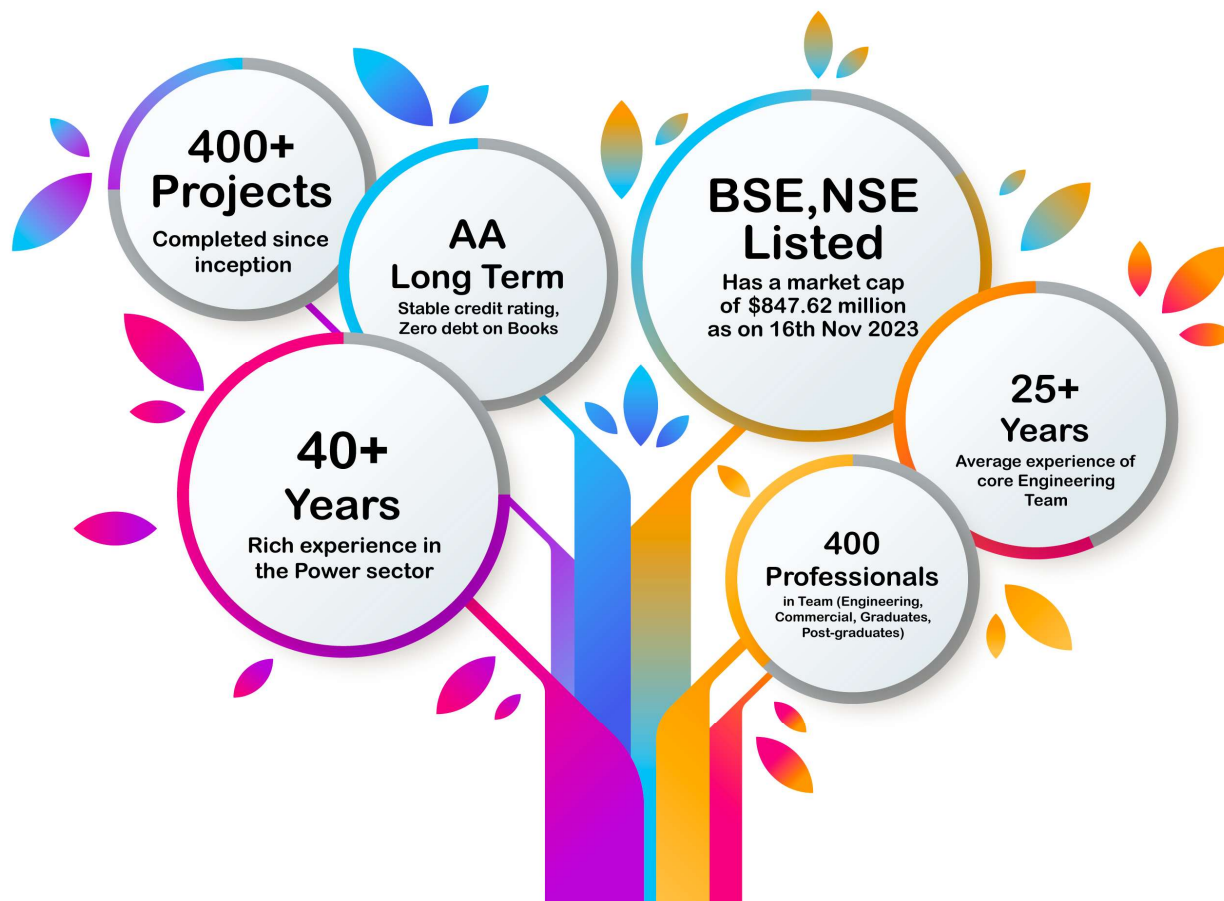
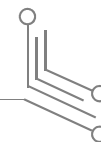
Investor Presentation

Quarter Ended September 2023

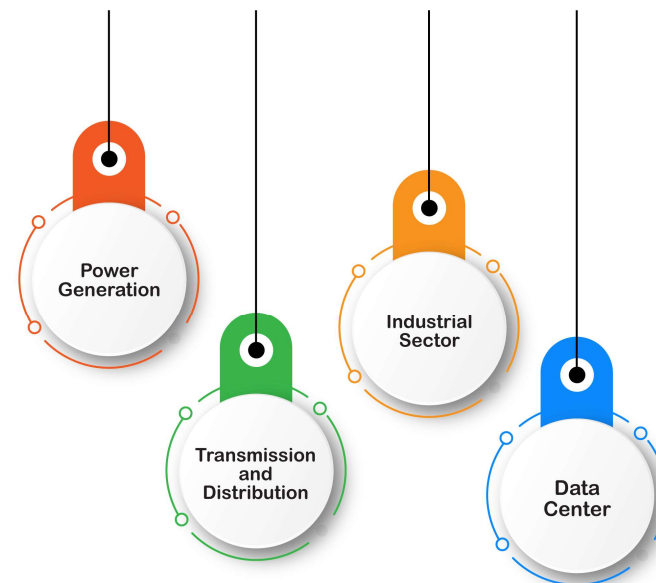


About Techno Electric & Engineering Co. Ltd.

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

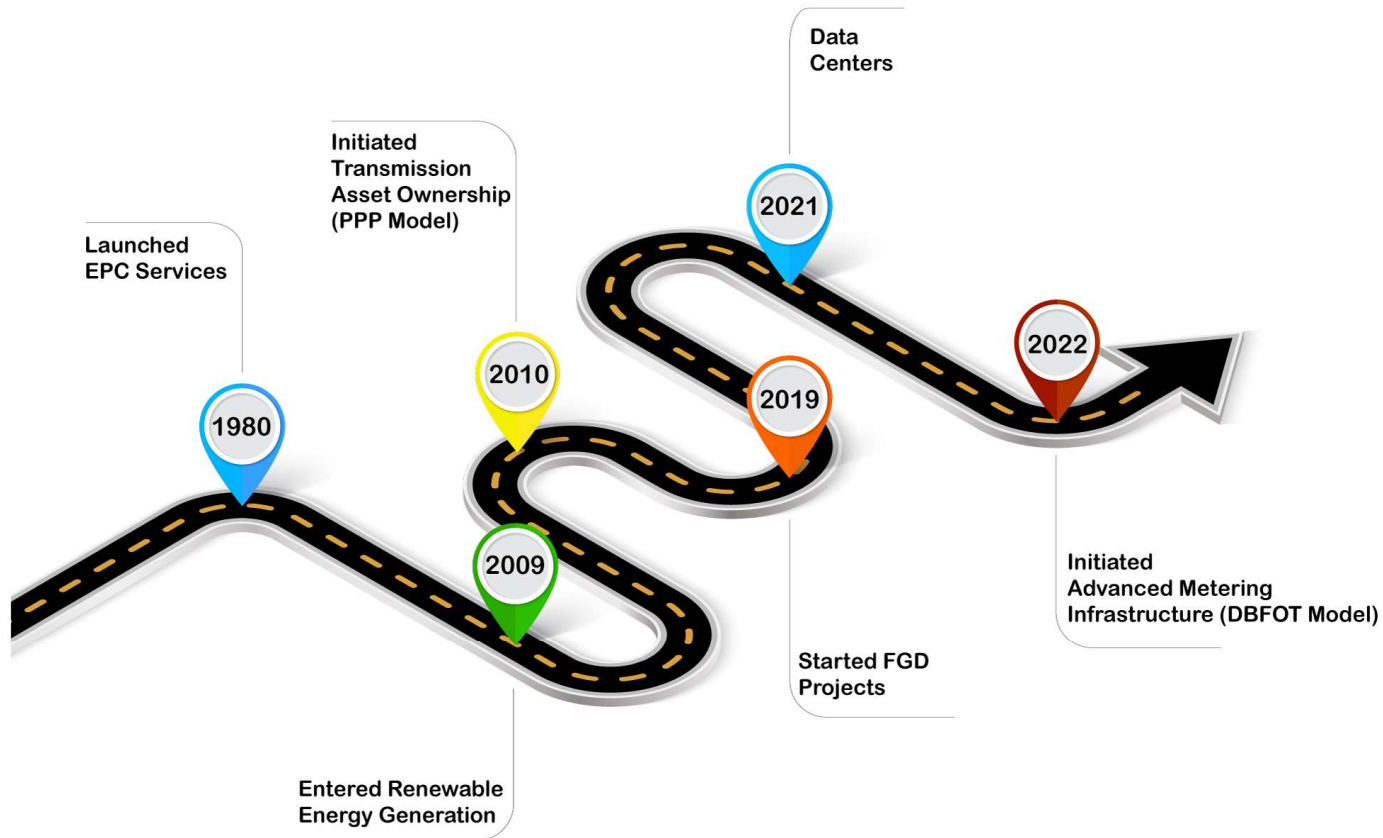


Key Presence Areas

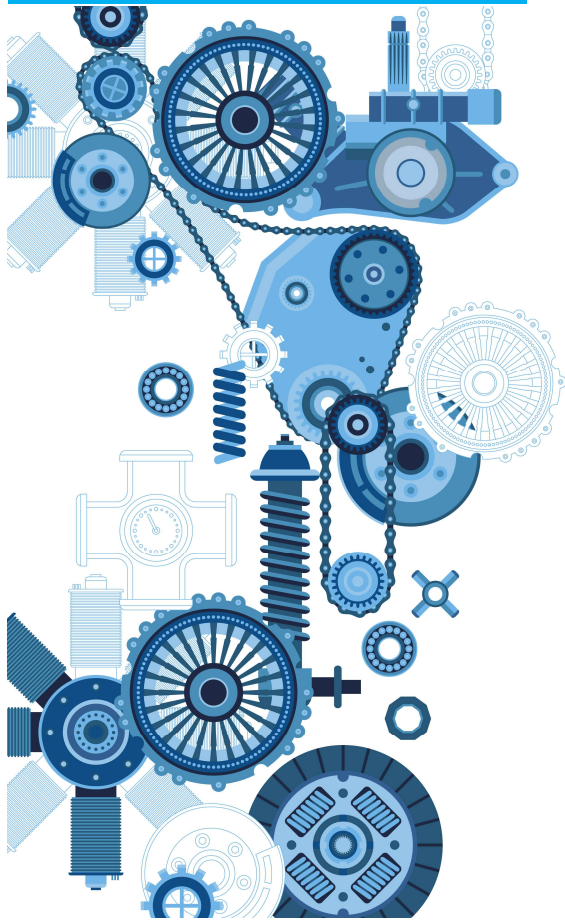


About Techno Electric & Engineering Co. Ltd.

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

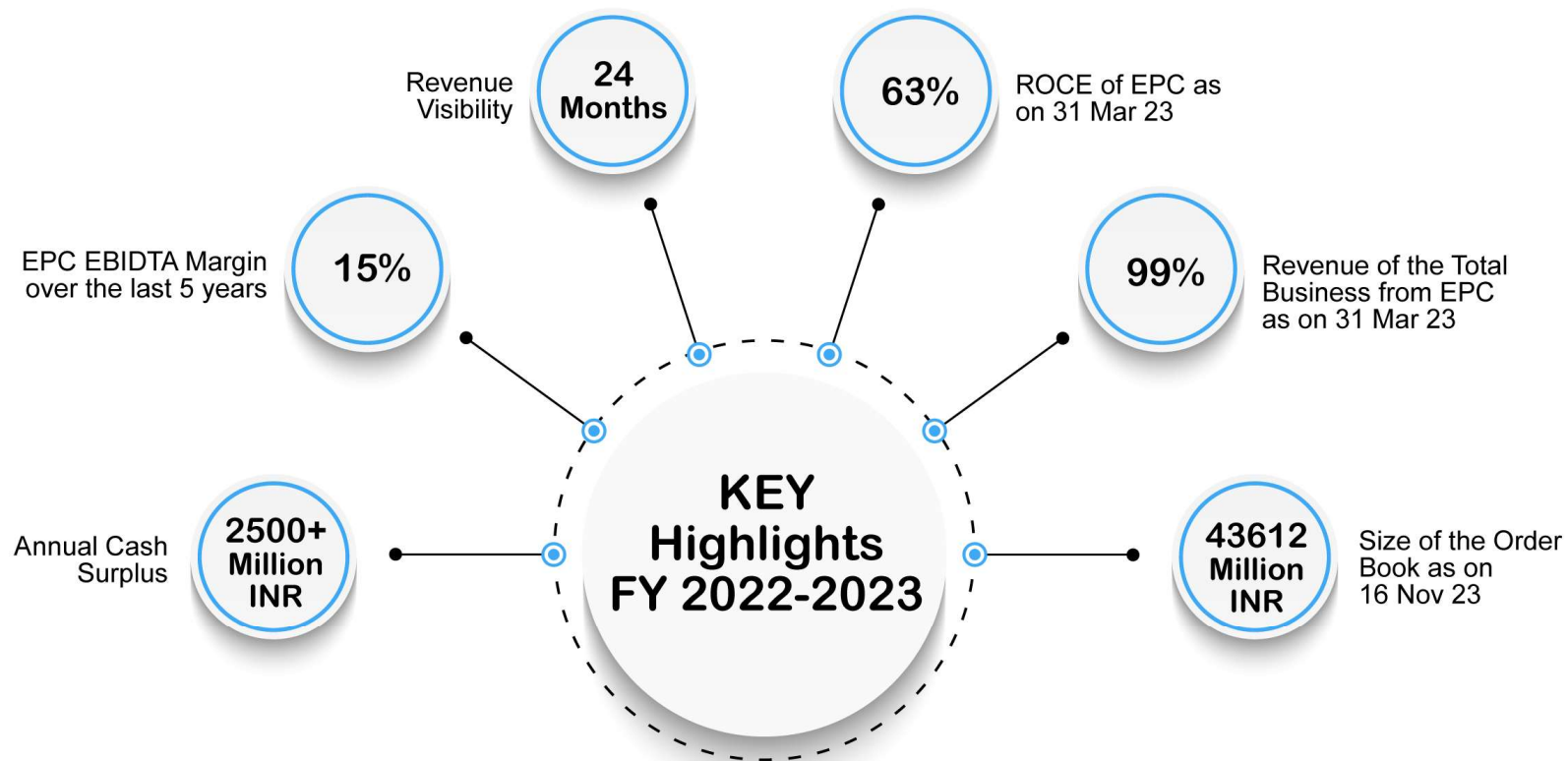
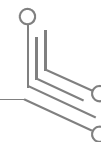
Solutions for power-intensive industries

Less capital-intensive, high risk-reward ratio

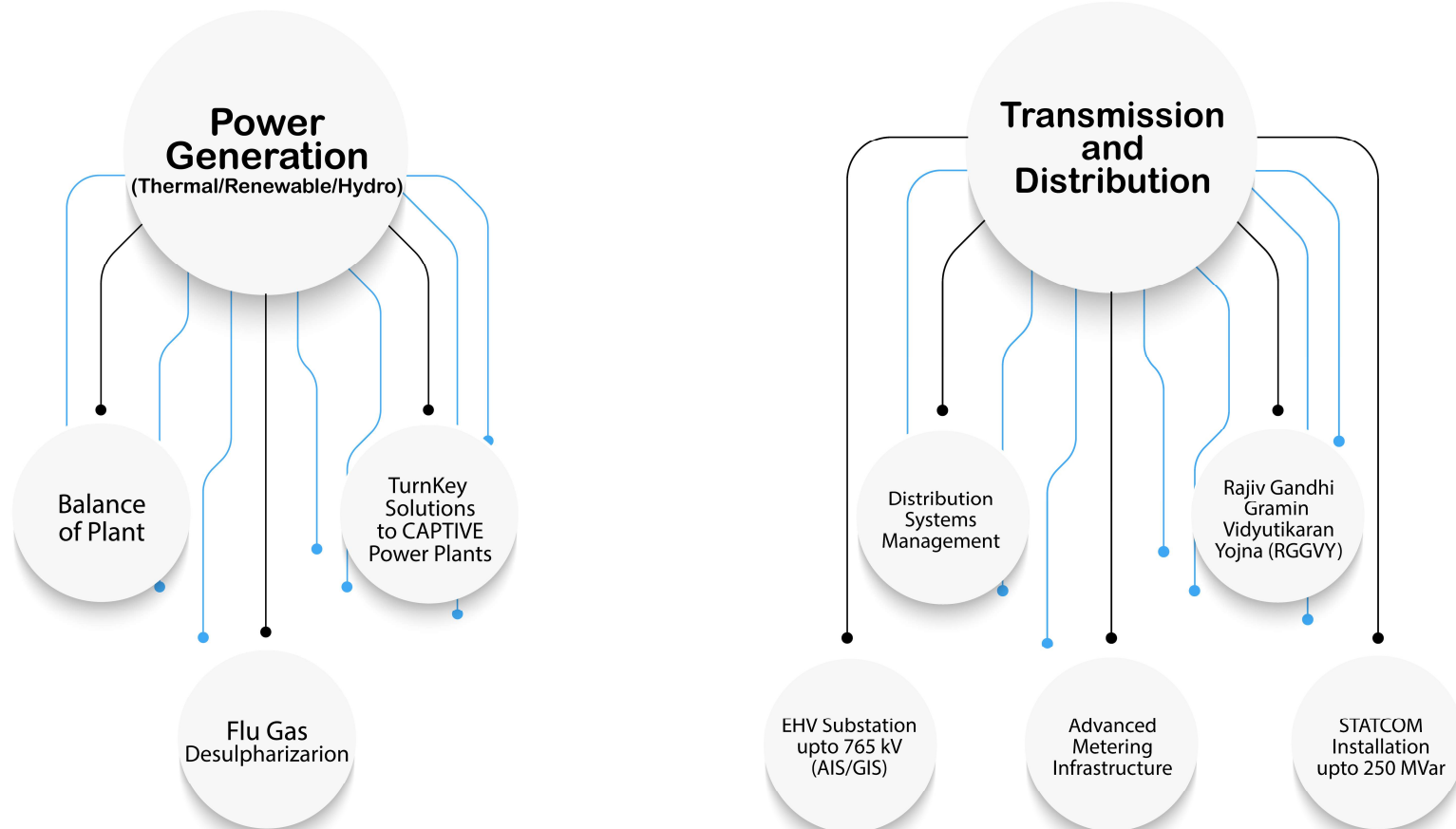


Delivering Consistently

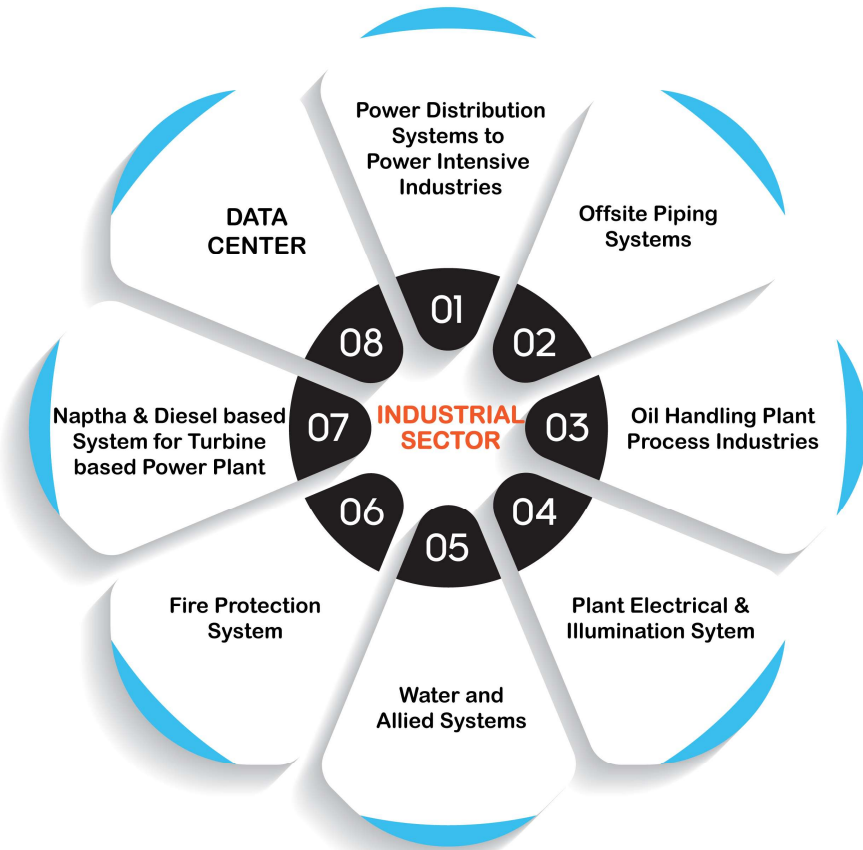
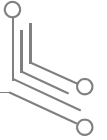
Key highlights for FY 2022 - 2023



Major Domains of Operations

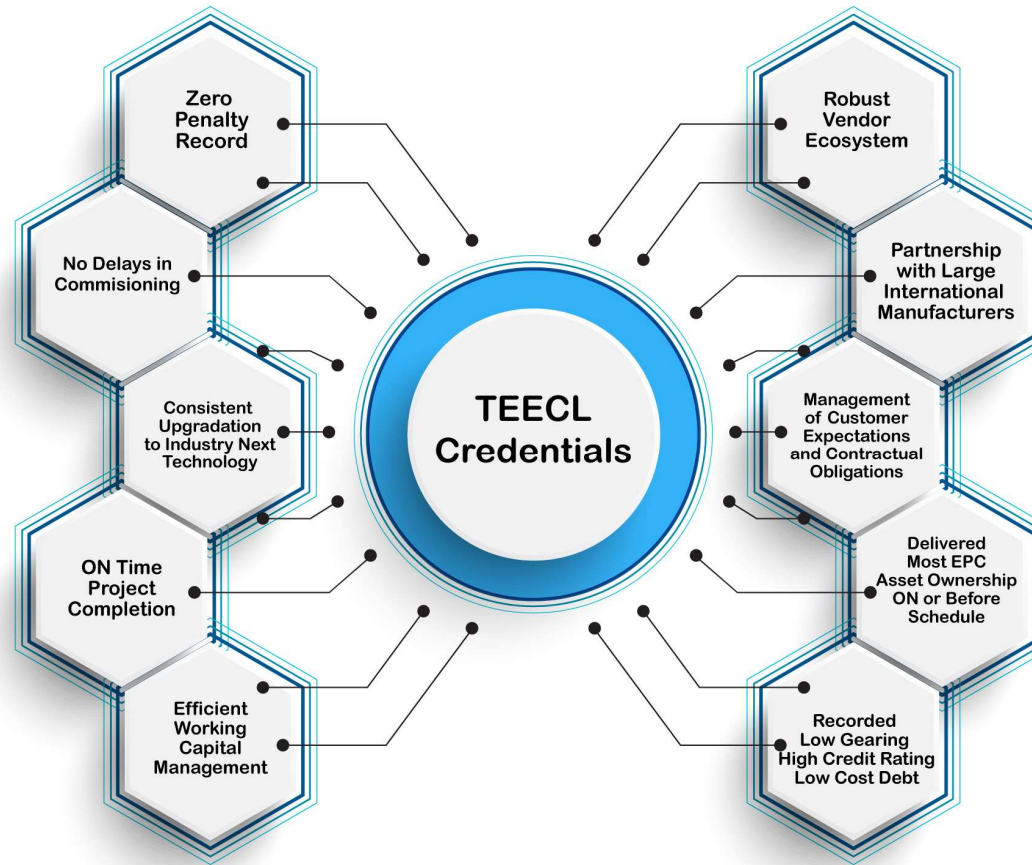


Major Domains of Operations



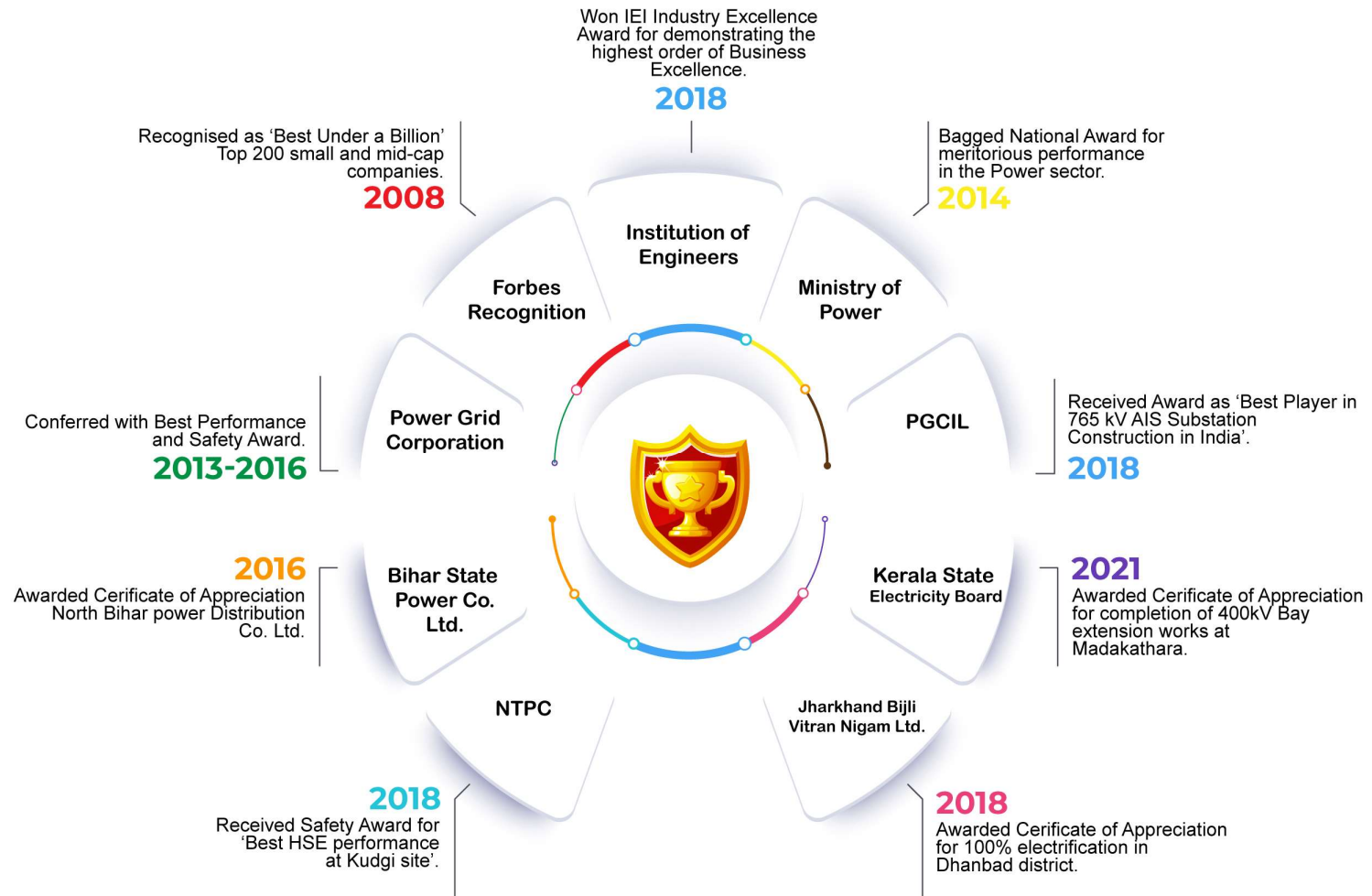
Utilising Corporate Strength

Strong Credentials in Project Execution

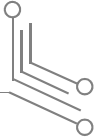


Growing Recognition

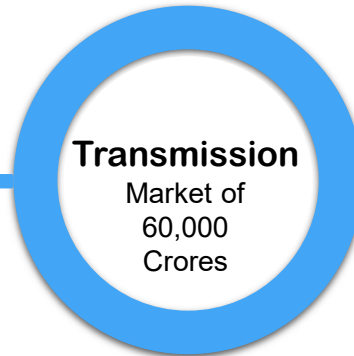
Awards and Certifications



Leveraging Opportunities

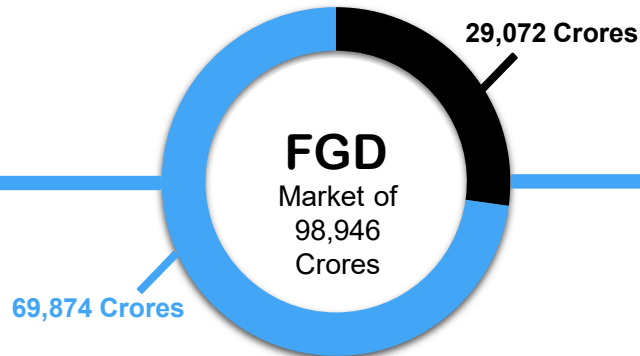


Current
Order Book is
Rs 1809.33 Crores



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

Current
Order Book is
Rs 1399 Crores

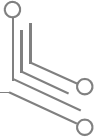


Techno is targeting for
Rs 1000 crores every
year in this segment

- Bids opened
- Under various stages
Before bidding



Leveraging Opportunities



Current
Order Book is
Rs 695 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

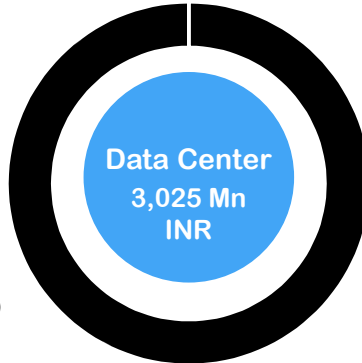
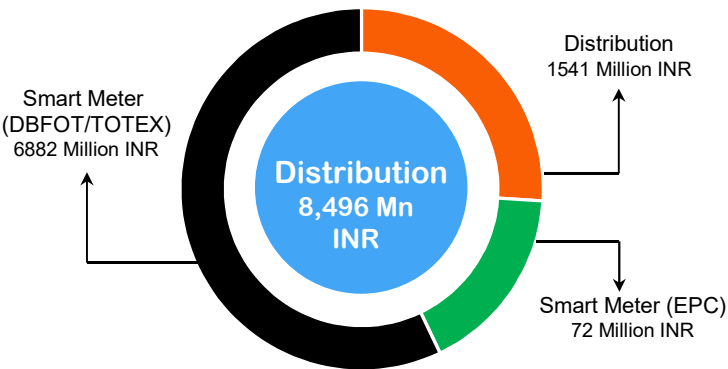
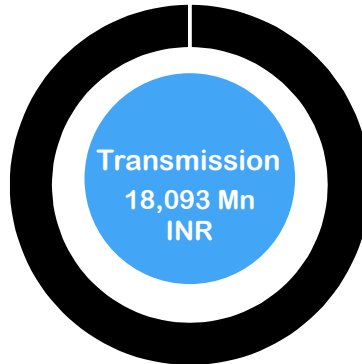
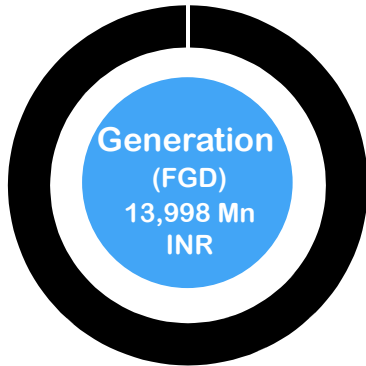
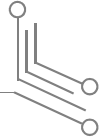
Data Center
Market of
2,25,000
Crores

Techno 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 30th September, 2023



Share (%)	Client Name	Amount (Millions)
31.94%	Rajasthan Rajya Vidhyut Prasaran Nigam Limited	13930
28.81%	Power Grid Corporation of India Ltd.	12566
12.30%	Smart meter from Indore DISCOM	5366
6.94%	Techno Infra Developers Pvt. Ltd.	3025
3.70%	REC Power Distribution Co. Ltd (JKPDD)	1613
3.48%	Techno AMI Solutions Pvt Ltd	1516
2.97%	Sterlite Grid 18 Limited	1294
2.68%	Chhattisgarh State Power Transmission Co Ltd	1168
7.18%	Others	3133
100%	Total	43612

We are L1 in tenders worth Rs 3550 crores comprising of:

- 3 Transmission orders, one each from Powergrid (Rs 225 crore), Sterlite (Rs 200 crore) and NTPC (Rs 227 crore)
- 3 AMI orders one from Jharkhand 3 packages (Rs 1395 crores for 12 lakh meters) and J&K (Rs 1041 crores for 7.25 lakh meters) and Tripura (Rs 445 crores for 4 lakh meters).



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

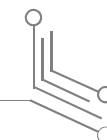


* The above client names are based upon current order book.

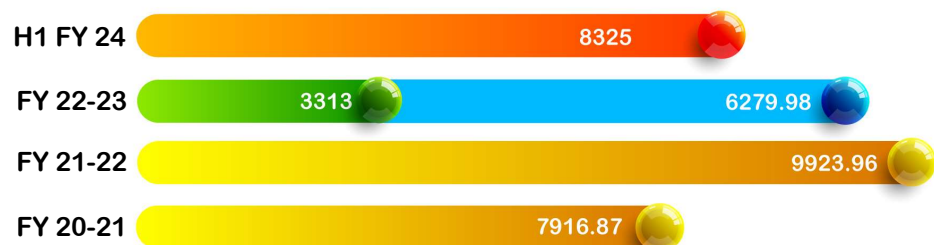


TEECL Financials over the Years (EPC)

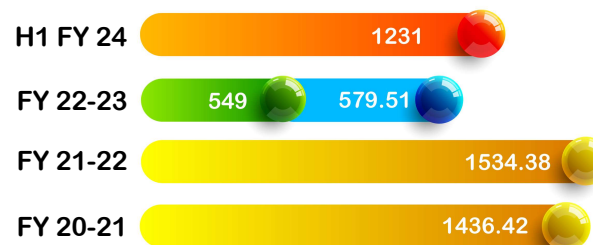
Credible partner with healthy financials and strong liquidity position; project finance expertise



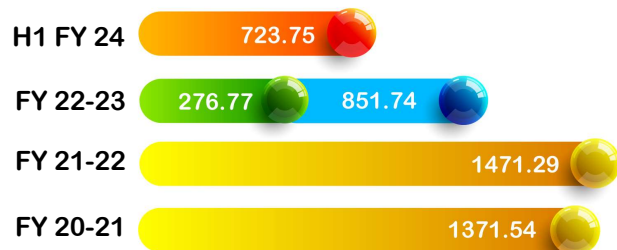
Revenue (in million INR)



EBIDTA (in Million INR)



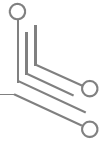
PBT (in Million INR)



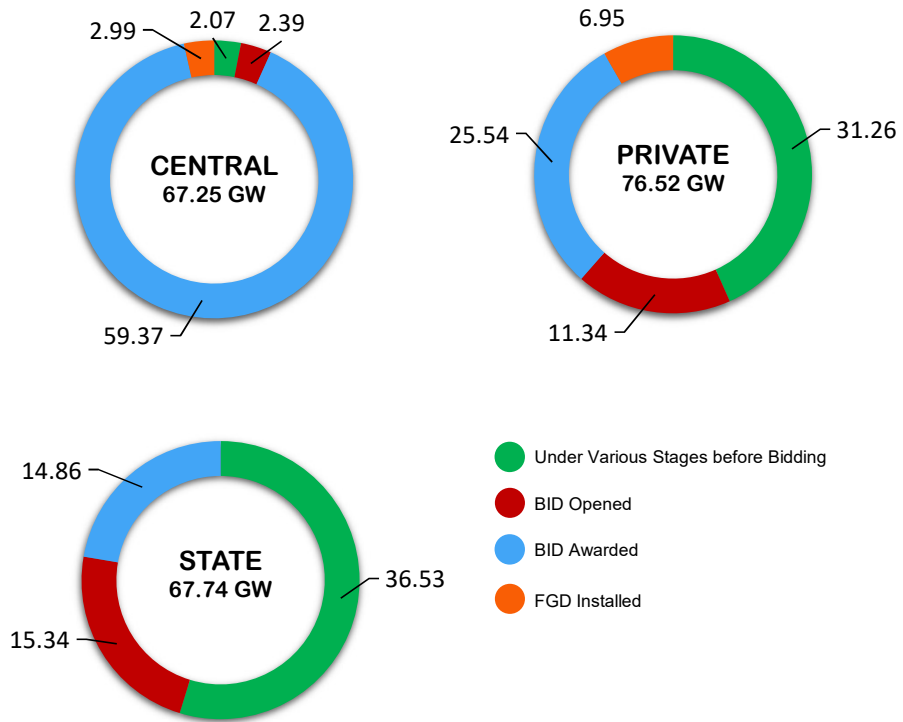
**We have taken the data center order in turnover at cost (as the project is less than 25% completed), due to which the EBIDTA margin for Q4FY23 apparently seems to be lower. If adjustment to this is done the EBIDTA Margin for the segment for Q4FY23 stands around 12.50% on a turnover of Rs 310 crores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



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 9.94 GW is already installed and bids for 99.77 GW already awarded.

Bids for 29.07 GW has been opened

Around 69.87 GW are around various stages before being awarded.

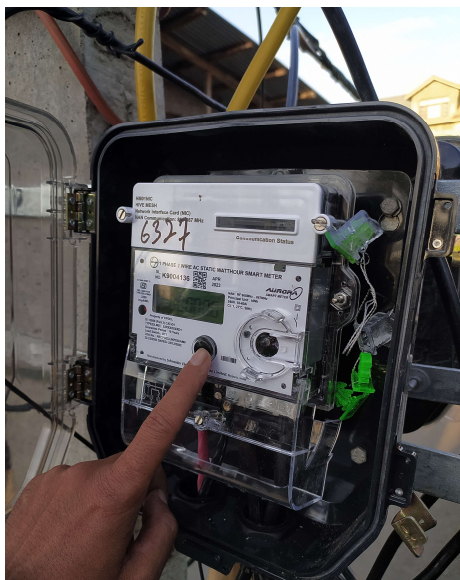
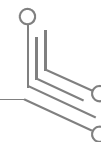
We have received the contract for 500 MW from DVC for Rs 3190 million (already commissioned) and an order worth Rs 14550 million from Rajasthan Rajya Vidyut Nigam Ltd.

We have tenders worth Rs 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 229.8 mn

Techno is L1 in bids of around Rs 2900 crores

Out of the above, around 6.77 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 (89.32% 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 93,616 smart meters in Srinagar and 65,434 smart meters in Jammu.

Techno has also got an order worth Rs 633.23 crores for 5.53 lakh smart meters at Indore under the DBFOOT model.

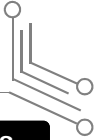
Techno is bidding for various projects for 40 Lakh meter projects worth Rs 4500 crores.

We are L1 in 3 AMI orders: -

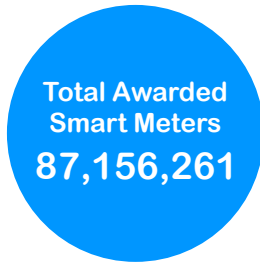
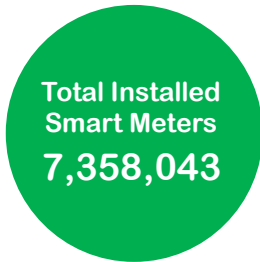
1. Jharkhand 3 packages (Rs 1395 crores for 12 lakh meters)
2. J&K (Rs 1041 crores for 7.25 lakh meters)
3. Tripura (Rs 445 crores for 4 lakh meters).



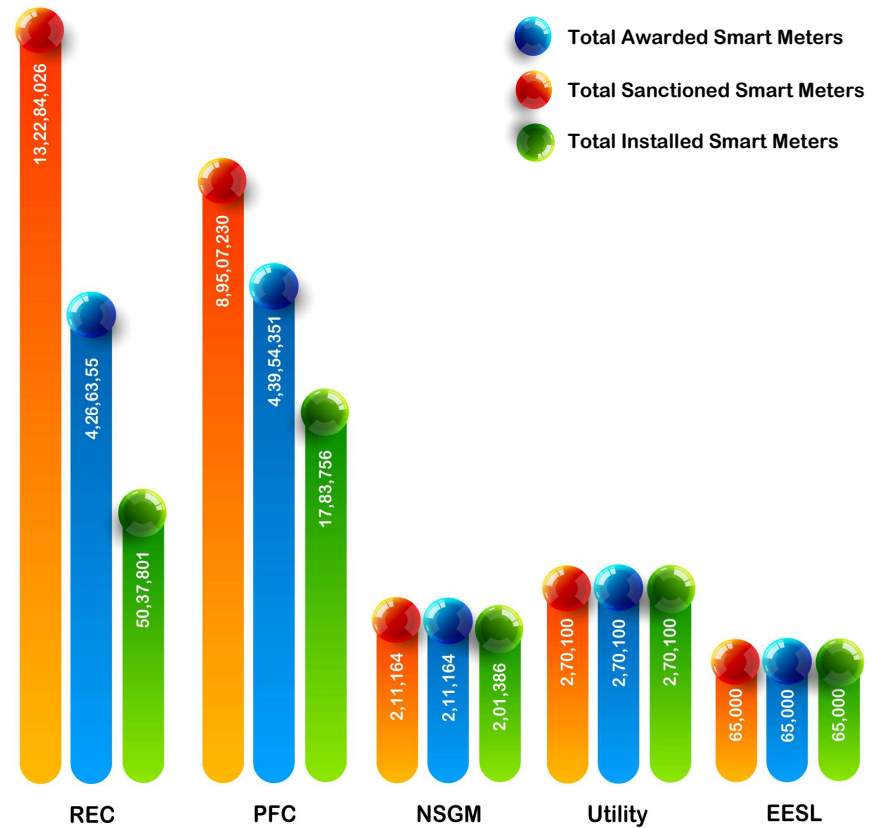
Advancing with Experience and Expertise : Smart Metering



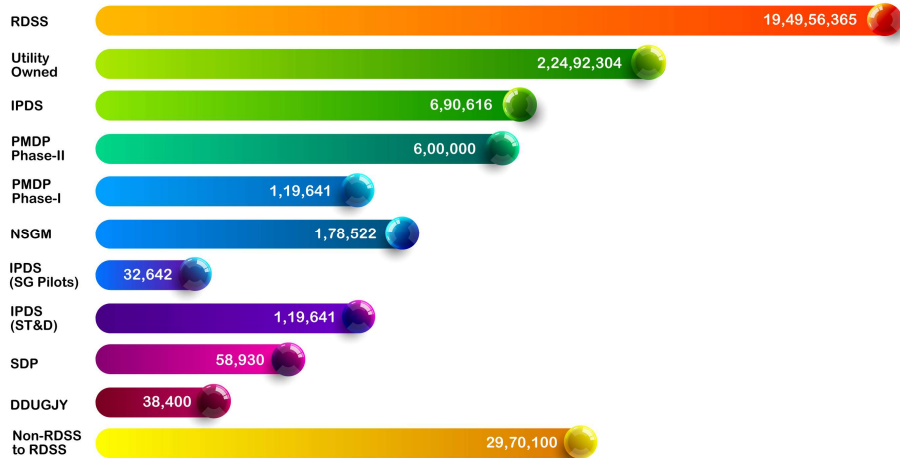
Overview Report on Smart Meter Deployment in India



Number of Smart Meters deployed by various Nodal Agencies



Total Sanctioned Smart Meters by Government Schemes

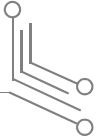


**Source: nsgm.gov.in



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

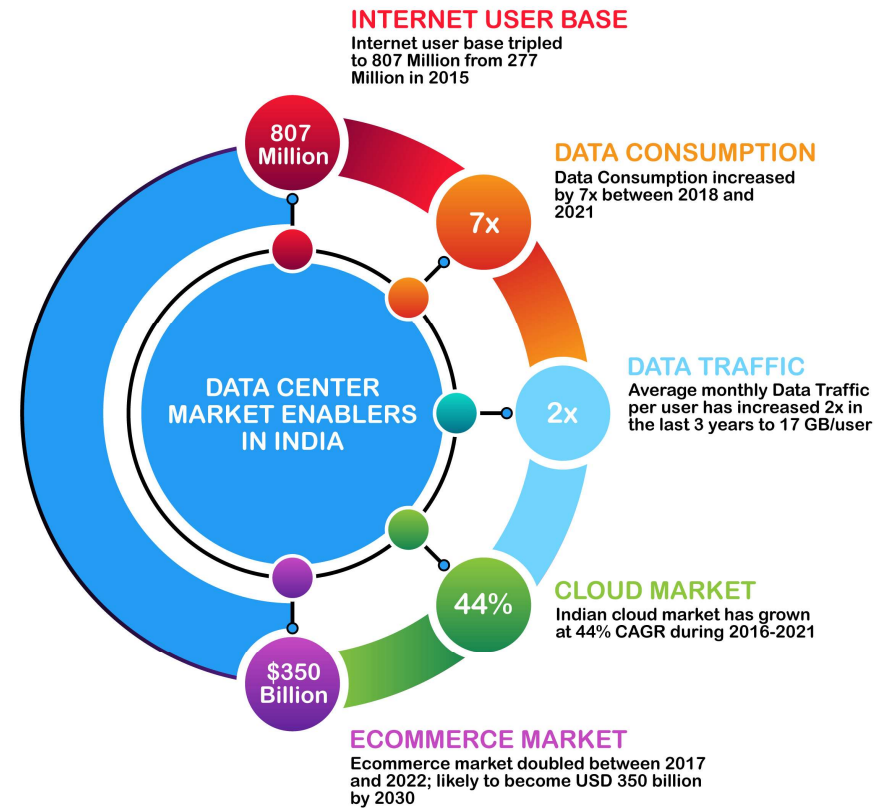
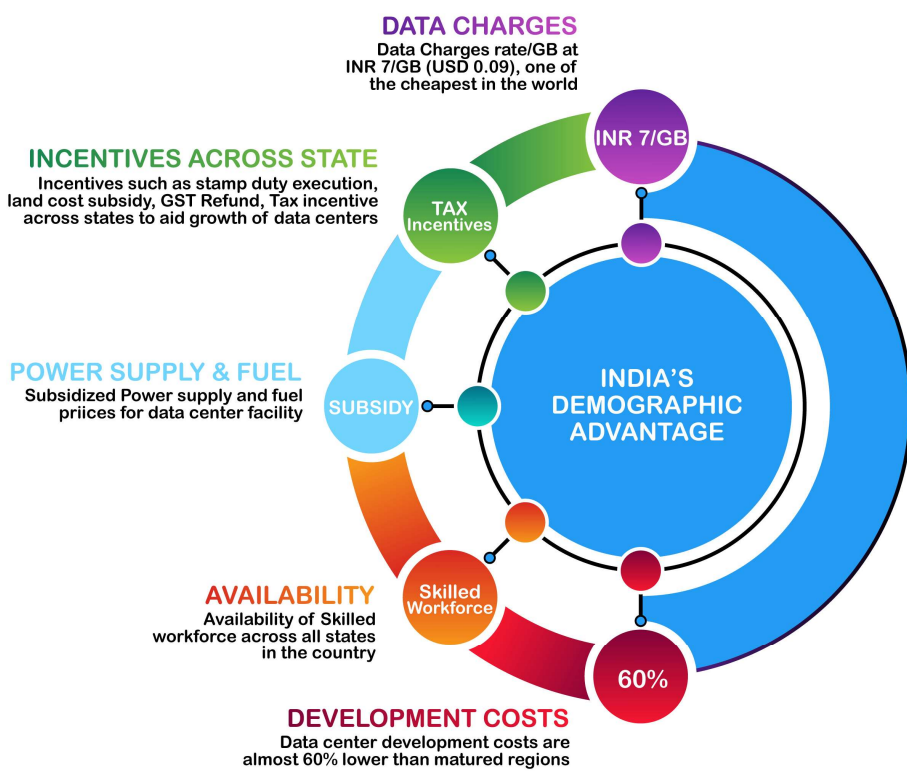
**Source: Anarock, TRAI, Economic Survey, IBEF, Nokia Broadband Index 2022



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

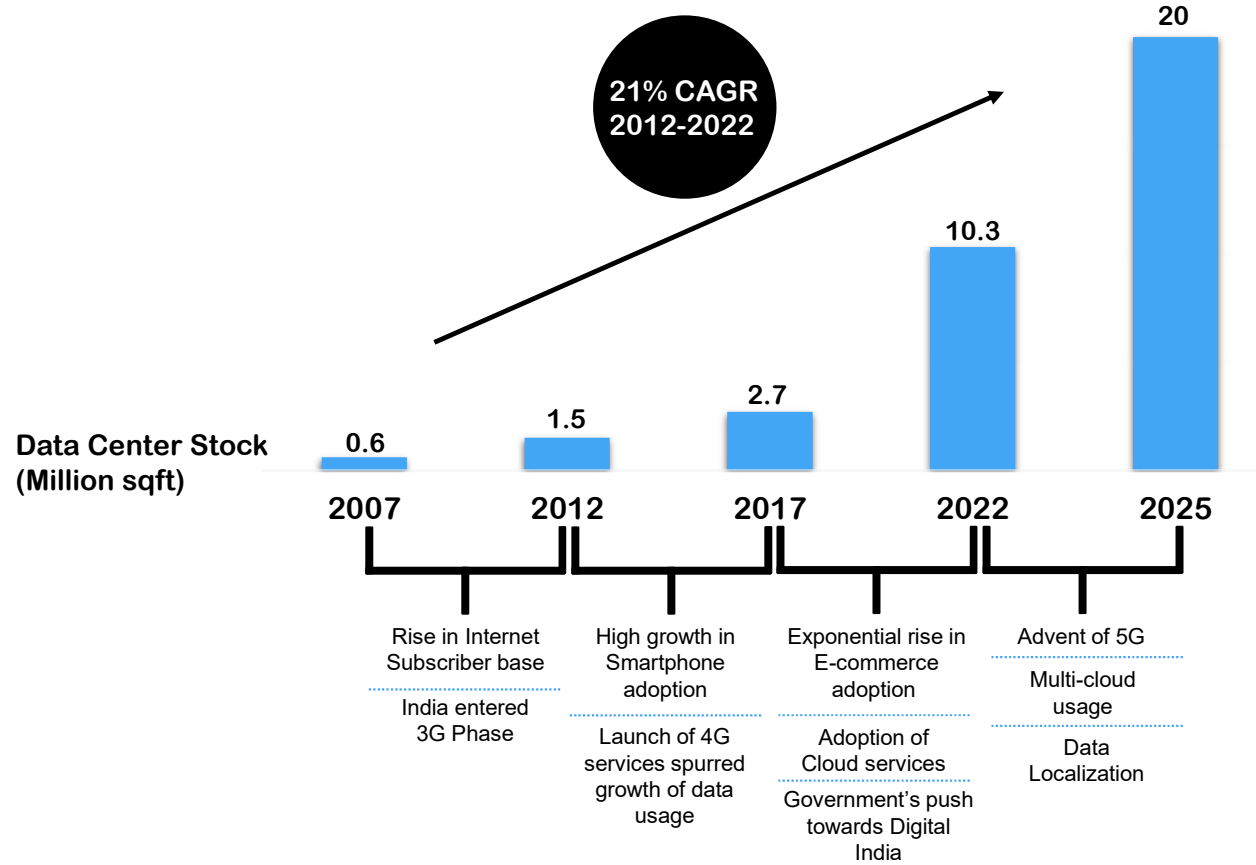
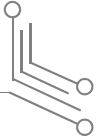


**Source: Anarock, TRAI, Economic Survey, IBEF, Nokia Broadband Index 2022



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



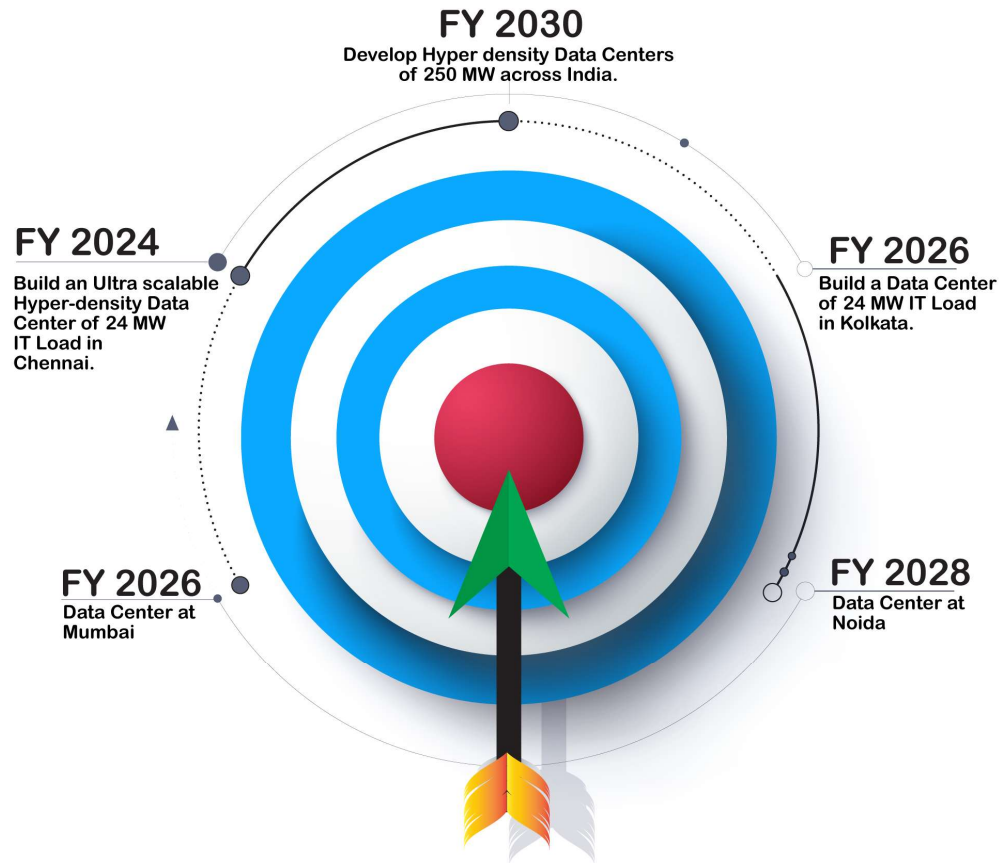
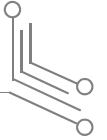
**Source: Colliers

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.



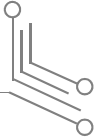
Our Data Center Vision

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

2

Site already in Possession of TEECL

3

Tech DD is already performed, and test fit study done by AECOM, foundation work at site started



Land acquired



Technical DD, Power Feasibility Study and Fibre Availability Study is completed



Design and Engineering completed upto Tender stage



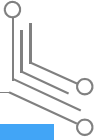
Construction work – Sub structure completed & Super structure in progress



Procurement of Long Lead Equipment completed up to 85%

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.

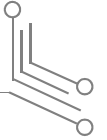
Chennai Property Overview

- 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

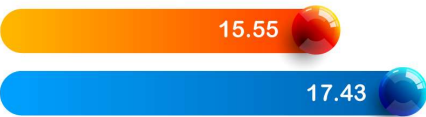
Q2FY24



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)



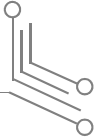
 Q2 FY 24

 Q2 FY 23



Analysing Half-yearly Financials

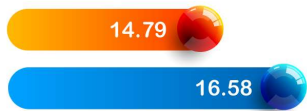
H1FY24



Revenue (in million INR)



EBIDTA Margin (%)



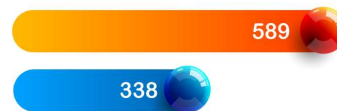
PAT from Continuing Operations (in Million INR)



EBIDTA (in Million INR)



Other Income (in Million INR)



Interest Cost (in Million INR)

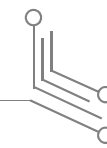


 H1 FY 24
 H1 FY 23



Annual Financials

Income Statement



Revenue (in Million INR)



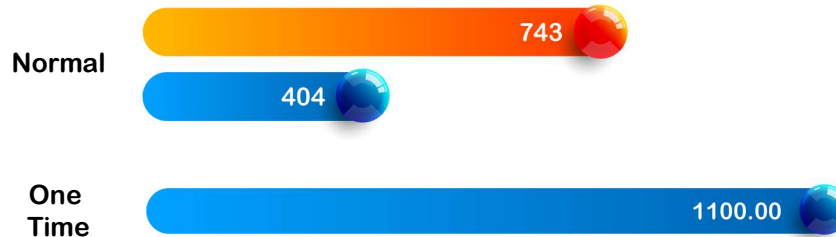
EBIT (in Million INR)



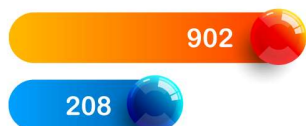
PAT from Continuing Operations (in Million INR)



Other Income (in Million INR)



PAT from Discontinuing Operations (in Million INR)



 March 23

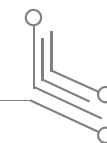
 March 22

**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.



Annual Financials

With Balance Sheet



Sources of Funds

(in Millions INR)	H1 FY-2024	FY-2023	FY-2022
Shareholders' Funds	20386	19580	18330
Loan Funds	0	0	0
Deferred Tax Liabilities	859	724	1224
Other Liabilities and Provisions	1621	1843	1298
Total	22866	22147	20853

Application of Funds

(in Millions INR)	H1 FY-2024	FY-2023	FY-2022
Net Fixed Assets	470	492	4257
Investments (in subsidiaries)	1207	617	315
Loan and Advances	97	146	409
Cash and Bank Balance	13781	14230	10669
Current Assets	14078	12483	9477
Current Liabilities	6768	5820	4274
Net Current Assets	7310	6662	5203
Total	22866	22147	20853





**THANK
YOU**