



**TECHNO ELECTRIC & ENGINEERING  
COMPANY LIMITED**

# **INVESTOR PRESENTATION EARNING UPDATES Q3 & 9M FY 26**



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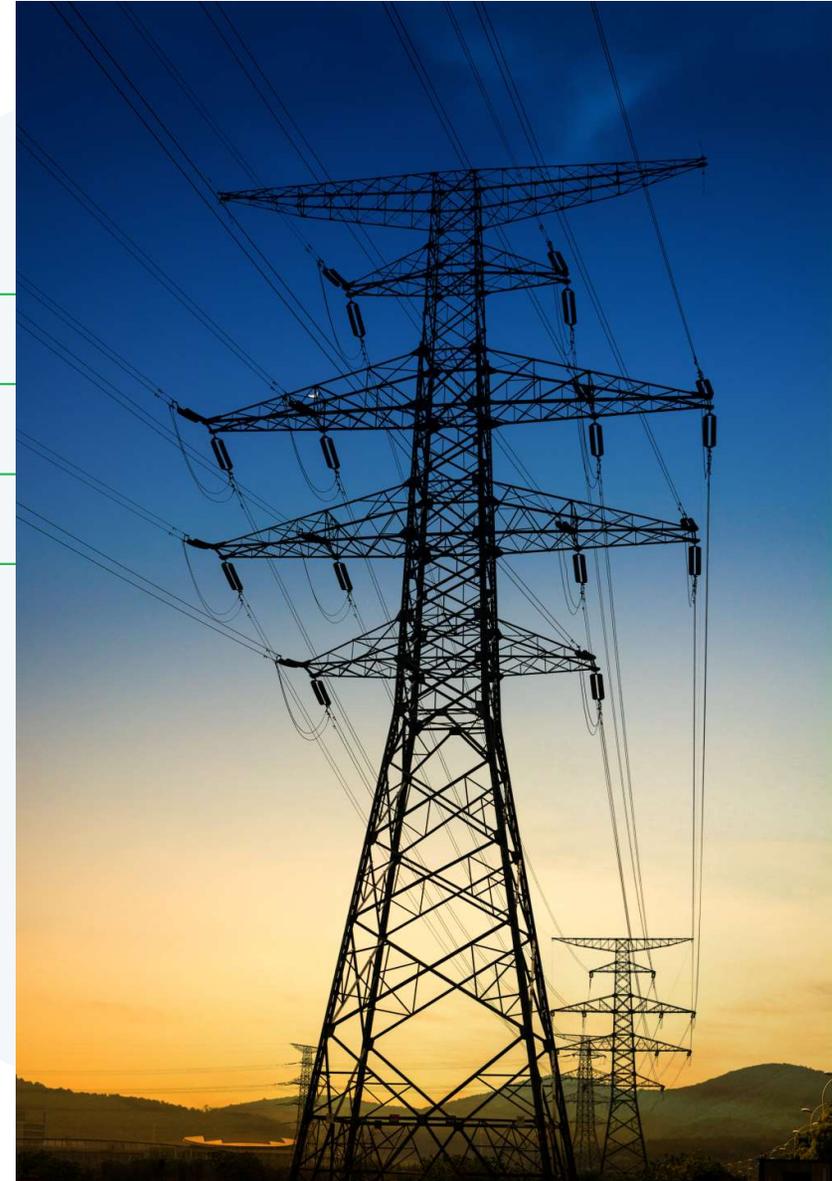
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Market Opportunity

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Environmental, Social, and Governance

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# TRANSITIONING INTO NEW TECHNO



TECHNO ELECTRIC & ENGINEERING  
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## The Foundation

### Proven EPC Excellence

-  **45 Years**  
Industry Legacy
-  **Zero Debt**  
Disciplined Balance Sheet
-  **50% Share**  
Of India's National Grid
-  **20+ Years**  
Consistent Profitability

## The New Techno Electric Digital Infrastructure Platform

Moving beyond pure-play EPC to bridge the gap between traditional power infrastructure and the new digital economy. **A fundamental change in DNA.**



### Data Centers

Leveraging power expertise to build high-value digital assets.



### Smart Metering

Driving grid digitalization and efficiency with advanced tech.



### Annuity Cash Flows

Owning & operating assets for long-term recurring revenue.



# EXECUTIVE SUMMARY

## Record Q3 Performance

- Achieved highest-ever Q3 revenue with resilient profitability;
- Strong 9M momentum driven by execution efficiency.

## Data Center Acceleration

- 36 MW Chennai hyperscale Phase 1 Live
- 16 MW Noida DC 500 kw live by FY 26
- Gurgaon Edge DC live
- Mumbai Edge DC live by FY 26
- Kolkata DC to be live by FY 28

## Operational Excellence

Healthy execution across EPC, Data Centers, and Smart Metering; robust order pipeline supported by TBCB bidding.

## Strategic Positioning

Margins supported by disciplined cost control; strong tailwinds in transmission and AI-ready digital infrastructure.

### Q3 FY26\*

Standalone

### 9M FY26\*

Standalone

Revenue

Rs

**8,570** Mn

↑ 26.79%

EBIDTA

Rs

**1,212** Mn

↑ 22.13%

Revenue

Rs

**22,093** Mn

↑ 38.97%

EBIDTA

Rs

**3,156** Mn

↑ 40.06%

PAT

Rs

**1,518** Mn

↑ 45.15%

EPS

Rs

**13.05** INR

↑ 45.16%

PAT (Cont.)

Rs

**3,733** Mn

Margin: 15.85%

EPS (Total)

Rs

**34.26** INR

↑ 30.91%

\* Y-O-Y Change

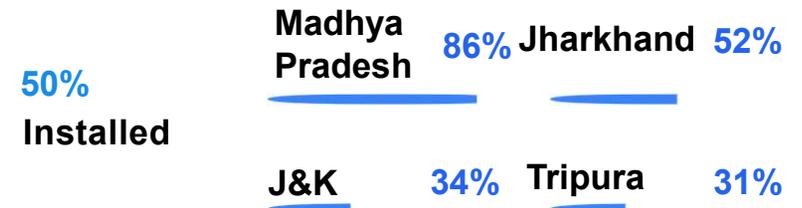


# KEY UPDATES FOR THE Q3FY26

## Data Center Segment

- ✓ **Gurgaon Data Center (EDC)**  
First facility to have fully sold out its entire capacity.
-  **Cloud Services Launched**  
Operations commenced, starting with the Gurgaon EDC facility.
-  **Upcoming Operations**  
Noida (500Kw) & Mumbai Edge Data Center scheduled for **31st March 2026**.
-  **Strong Market Response**  
Chennai Data Center seeing high demand; active discussions with hyperscalers and large-scale global and domestic enterprises.
-  **Expansion Pipeline**  
Identified 5-6 additional locations for future Edge Data Centers.

## Smart Meter Business



## Transmission

- ✓ Order pipeline remains robust, supported by healthy bidding activity in TBCB transmission projects and expanding opportunities in digital infrastructure.
- ✓ Margins remained resilient due to disciplined cost control, operational excellence, and a favorable business mix.

# RESULT SUMMARY – Q3 & 9M FY 26

## Standalone Income Statement Overview



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Particular (In INR Mn)	Q3 FY 25	Q3 FY 26	Change (YoY)	N1 FY 25	N1 FY 26	Change (YoY)
<b>Revenue</b>	6,759	8,570	26.79%	15,898	22,093	38.97%
Less: Operation Expense	5,767	7,358		13,645	18,937	
<b>Core EBITDA</b>	<b>992.2</b>	<b>1211.8</b>	<b>22.13%</b>	<b>2254</b>	<b>3156</b>	<b>40.06%</b>
<i>Core EBITDA Margin</i>	<i>14.68%</i>	<i>14.14%</i>		<i>14.17%</i>	<i>14.29%</i>	
Add: Other Income	439	401		1,058	1,455	
Less: Depreciation	22	21		60	64	
Less: Finance Cost	25	96		67	381	
<b>Profit Before Tax</b>	<b>1,384</b>	<b>1,496</b>	<b>8.10%</b>	<b>3,185</b>	<b>4,166</b>	<b>30.78%</b>
Less: Tax	338	(22)		680	432	
<b>Profit After Tax</b>	<b>1045.6</b>	<b>1517.8</b>	<b>45.15%</b>	<b>2505</b>	<b>3733</b>	<b>49.04%</b>
<i>PAT Margin</i>	<i>14.53%</i>	<i>16.92%</i>		<i>14.77%</i>	<i>15.85%</i>	

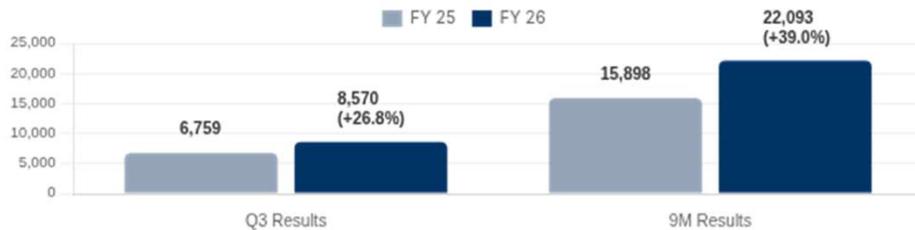
# RESULT SUMMARY – Q3 & 9M FY 26

## Standalone Income Statement Overview



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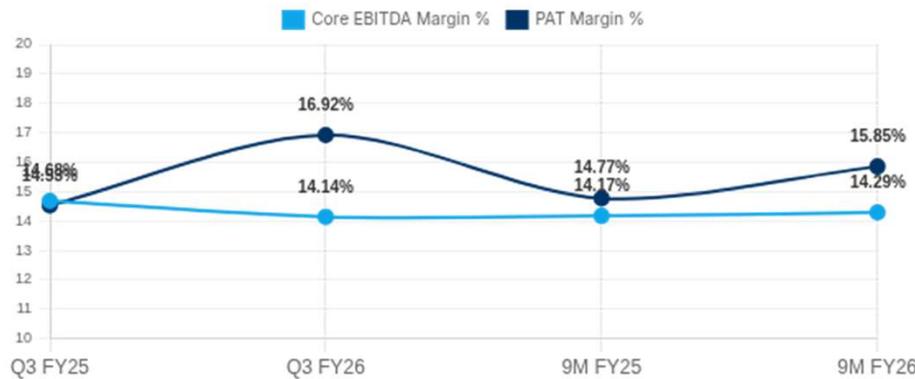
### Revenue Growth (₹ Mn)



### Core EBITDA & PAT Trends (₹ Mn)



### Operational Margins (%)



### ★ Key Performance Highlights (9M FY26)

Total Revenue  
**₹22,093 Mn**  
↑ **38.97% YoY**

Profit After Tax (PAT)  
**₹3,733 Mn**  
↑ **49.04% YoY**

Core EBITDA  
**₹3,156 Mn**  
↑ **40.06% YoY**

EPS  
**₹34.26**  
✔ **Strong Earnings**



# Order Book Snapshot

## Total Order Book

**₹95,814** Mn

As on 31<sup>st</sup> December 2025

## Post-Period Updates

★ New Wins

### New Contracts Won

~₹21,629 Mn

↑ Contract Won till 31<sup>st</sup> Jan 2026

### L1 Position

>₹7,058 Mn

✔ Strong conversion visibility

## Business Mix



### EPC Transmission & Substations

Core infrastructure backbone



### Smart Metering (AMI) Rollouts

Long-term annuity projects



### Data Center Infrastructure

High-growth digital vertical

## Pipeline Outlook

### TBCB Transmission

Healthy bidding activity driven by India's transmission capacity expansion targets and RE integration.

### Digital Infrastructure

Expanding opportunities in data center EPC and edge network deployment across 23 states.

### "1" Smart Metering

Continued participation in RDSS tenders across remaining states for grid modernization.

# Order Book as on 31<sup>st</sup> December 2025

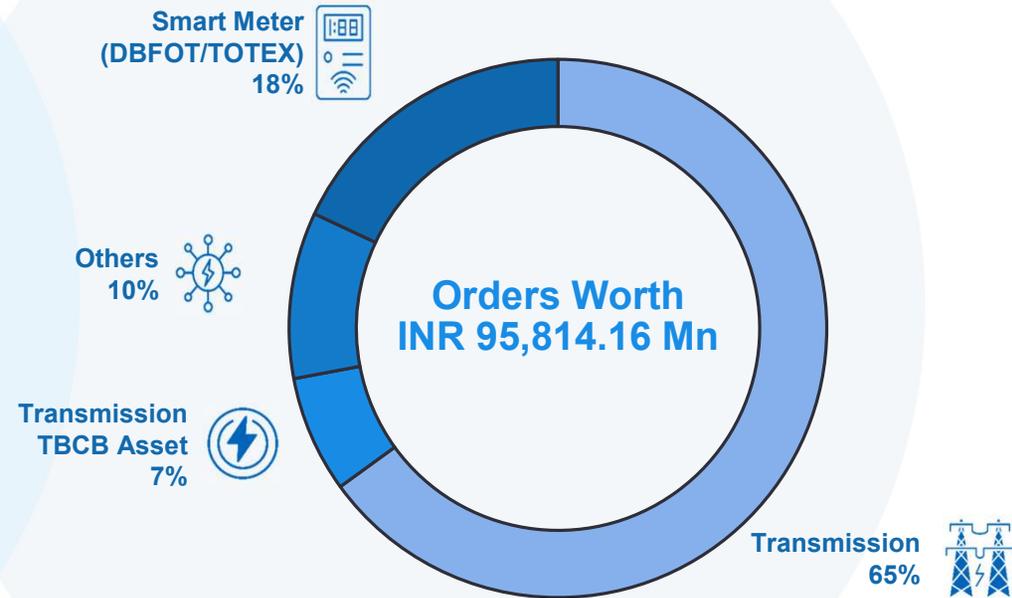
## Business Vertical -wise order book



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Customer	Rs In Millions	Weightage
Power Grid Corporation of India Ltd.	24,193.43	25.25%
Adani Energy Solutions Limited	13,379.57	13.96%
Rajasthan Rajya Vidyut Prasaran Nigam Ltd.	8,651.16	9.03%
Smart meter from J&K DISCOM	7,000.38	7.31%
Nepal MCA	7,524.27	7.85%
RESONIA LIMITED (Formerly Sterlite Grid 32 Limited )	6,609.76	6.90%
Indigrd (Ishanagar and Dhule)	4,339.32	4.53%
Assam Electricity Grid Corporation Limited	3,921.65	4.09%
Smart meter from Ranchi DISCOM	4,292.01	4.48%
NERES XVI, POWER TRANSMISSION LTD, GOGAMUKH	4,443.20	4.64%
Smart meter from Tripura DISCOM	3,181.33	3.32%
Smart meter from Indore DISCOM	2,129.59	2.22%
Sterlite Grid 18 Limited	1,500.74	1.57%
Smart meter from J&K DISCOM	480.48	0.50%
DVC Command Area (Digitisation)	659.94	0.69%
Others	3,507.31	3.66%
<b>Total</b>	<b>95,814.16</b>	<b>100.00%</b>

## Order Book as on 31<sup>st</sup> December 2025





# ABOUT US

Techno Electric and Engineering Company Limited, Q3 FY26

# Company Overview



TECHNO ELECTRIC & ENGINEERING  
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**Debt Free Company**  
Zero debt on books

**AA Long Term**  
Stable credit rating

**BSE,NSE Listed**  
Has a market cap of US \$1.75  
Billion as on 31<sup>st</sup> Dec 2025

**200 MWh**  
Renewable projects commissioned

**\$1B+**  
power transmission executed,  
AMI and FGD projects

**45+ Years**  
Rich experience in the power sector

**\$600M**  
transmission projects  
in PPP model

**550+**  
**Professionals**  
in team (engineering, commercial,  
graduates, Post-graduates )

**250 MW**  
Planned Data  
Centers

**450+**  
**Projects**  
completed since inception

# TEECL

Techno Electric and Engineering Company Limited, Q3 FY26

# Business Verticals



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## EPC Business



### Transmission

- ▶ Expertise in **EHV Substations (up to 765 kV)** and transmission lines.
- ▶ Distribution Systems Management (Digitization)
- ▶ Execution of **Balance of Plant (Thermal/ Hydro) and Flue Gas Desulphurization**
- ▶ Step up (Upside) **Power Evacuation Solutions (Switchers)**
- ▶ **Captive Power Plants and renewable power evacuation** on Turnkey Solutions Basis.

## Asset Holding Business



### Data Center

- ▶ **National Expansion:** Hyperscale campuses — Chennai (36 MW, live), Kolkata (16 MW, under development), and Noida (16 MW, Under Revenue Share Model with Railtel) — for a 250 MW portfolio.
- ▶ **Edge Network:** 20-year revenue share model with Railtel to deploy 102 interconnected Edge Data Centers.
- ▶ **Capabilities:** Colocation, managed/cloud services, disaster recovery, and 9-layer security

## Other Asset Creation Businesses



### TBCB Business

- ▶ Successfully secured **4 projects** under the Government's BOOT model, with 3 commissioned and monetized and **1 under development** (completion by FY27).
- ▶ Techno Electric has attracted significant investor interest in its TBCB transmission portfolio; evaluating platform-based growth opportunities.



### Smart Metering

- ▶ Won the contract for implementation of Advanced Metering Infrastructure (AMI) Service Provider for Smart Prepaid Metering on DBFOOT# basis in 5 states.
- ▶ 4 projects are under various phases of Installation.
- ▶ 1 project has entered the implementation phase.

# About Techno Electric & Engineering Co. Ltd.

## Journey So Far



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### TECHNO PEDIGREE



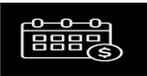
**India's Power Sector Evolution:** Involved in establishing NTPC's first power station in Shaktinagar, showcasing our foundational role in India's energy infrastructure.

**Building India's National Grid:** Built over 50% of PGICL's substations; out of 276 substations owned by PGCIL 160 bears the mark 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 Mn 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 a CAPEX of US \$200 Mn, first few projects to be registered under the UNFCCC for carbon Credits.

### FUTURE OUTLOOK



**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.

**Smart Meters:** Plan to install 1 Mn Smart Meters yearly with the Government of India. To date, we have installed 1.2 Mn smart meters.

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

# Techno Electric - Transmission EPC +TBCB



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## Strong Order Book & Execution Track Record

**₹62,718 Mn**

Transmission EPC Order Book

**₹6,700 Mn**

TBCB Order Book

**4**

TBCB Projects Won

3 Completed  
1 Developing

Target: ₹3,000 Mn FY26 Inflow

L1 Status: ₹7,058 Mn Orders

## Projects in Execution

Full Swing

### NERES XVI (₹460 Cr)

400/220/132 kV Substation | 1,400 MVA | 45 km Lines

COD: Dec 2026

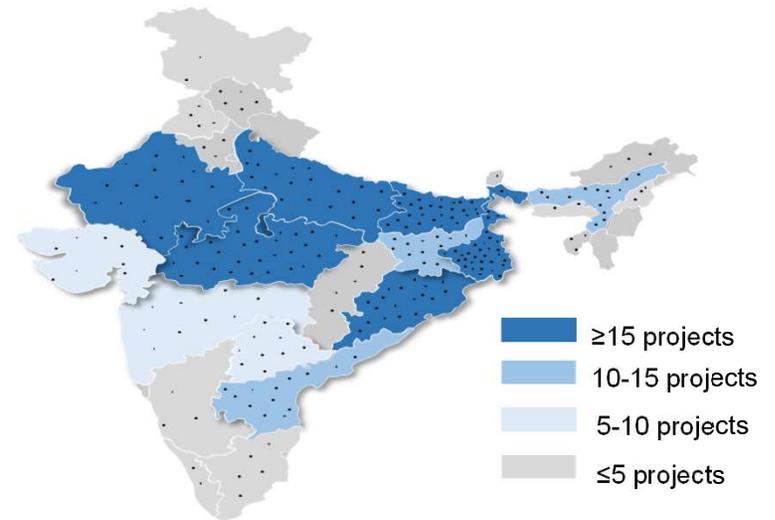
### Ishanagar (IPTL)

IndiGrid Partnership

### Dhule (DPTL)

IndiGrid Partnership

## TEECL Experience across India



## Growth Strategy & Collaborations

- Actively participating in upcoming **TBCB tenders** across multiple states
- Platform-level and asset-level **investor collaborations** to scale execution
- Strategic partnerships with **IndiGrid** for project monetization & capital recycling
- Strengthening presence in **inter-state transmission corridors** & renewable evacuation

# Techno Electric – Smart Metering



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Total Meters Awarded  
**2.24** Mn  
Active Rollout

Total Project Value  
**~₹26,120** Mn  
DBFOOT Model

Project Tenure  
**120** Months  
27M Install + 93M O&M

## Implementation Roadmap & Status

### Jammu & Kashmir (Lot-B)

Completed

Successfully implemented covering **2.5 Lakh** consumer meters despite challenging terrain conditions.

Rs ₹383.39 Cr **100% Live**

### MP, Kashmir, Jharkhand & Tripura Projects

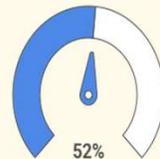
In Progress



Madhya Pradesh  
AMI 1



Jammu & Kashmir  
AMI 2



Jharkhand  
AMI 3



Tripura  
AMI 4

## Strategic Value Proposition

- Annuity Income Profile:** 10-year revenue visibility with 93 months of O&M phase ensuring stable cash flows.
- Grid Modernization:** Establishing Techno as a key partner in India's digital energy transition.
- Data Platform:** AMI infrastructure creates a foundation for future data-driven energy services.

## Execution Excellence

- Proven Delivery:** Successful J&K completion validates execution capability in complex environments.
- Risk Mitigation:** DBFOOT model minimizes upfront capital risk while maximizing long-term project returns.

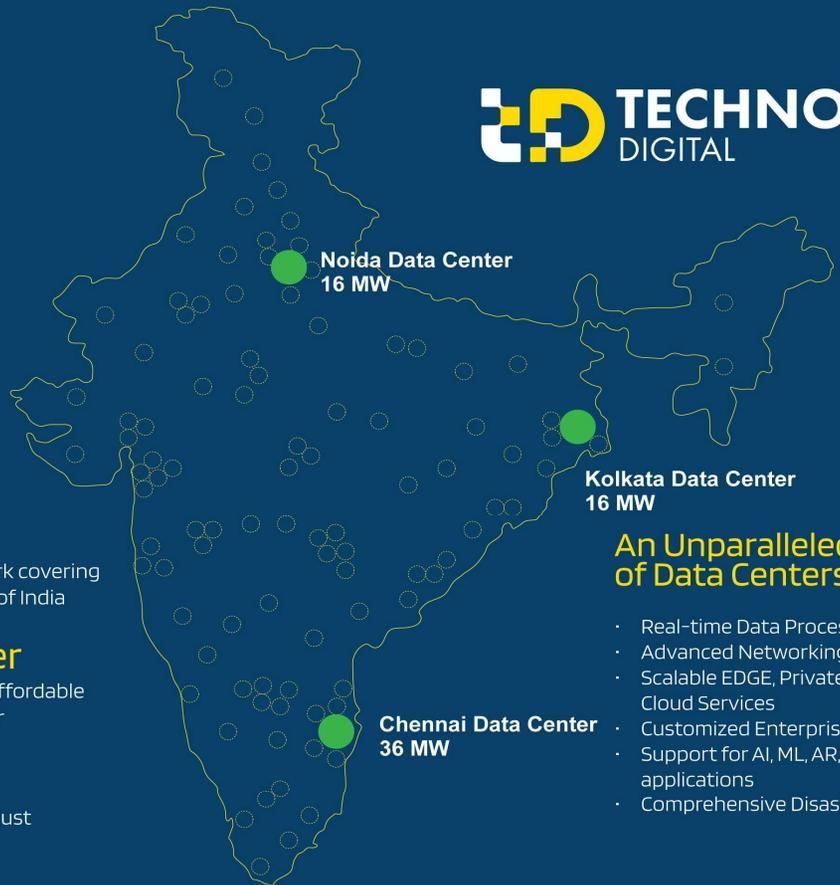
# Techno Digital - National Footprint. Hyperscale Ready. Edge Enabled.



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## 102 cities

Globally, Single Largest deployment of EDGE Data Centers across India



**Noida Data Center**  
16 MW

**Kolkata Data Center**  
16 MW

**Chennai Data Center**  
36 MW

## 70000 km

of High-capacity network covering the length and breadth of India

## Reliable Power

Access to Sustainable, Affordable and most Reliable Power

## Serving 40%

of India's population at just millisecond latency

## An Unparalleled Ecosystem of Data Centers Providing:

- Real-time Data Processing at the EDGE
- Advanced Networking and Security
- Scalable EDGE, Private, Hybrid and Sovereign Cloud Services
- Customized Enterprise Solutions
- Support for AI, ML, AR, VR and IoT apps applications
- Comprehensive Disaster Recovery Plans

## Data Center Strategy

Hyperscale + Edge Network

### Hyperscale Hubs

Chennai (36 MW)	Phase 1 Live
Noida (16 MW)	500 Kw FY 26
Kolkata (16 MW)	Live FY28

### Edge Network

<b>102</b>	<b>23</b>	<b>Gurgaon EDC</b>	Live – 95% Occupied
Locations	States	<b>Mumbai EDC</b>	Operational by FY 26

Partner: RaiITel  
**Upcoming:** Lucknow, Indore, Bhubaneswar, Guhwati and Ahmedabad

### Platform Efficiency

<b>1.35</b>	<b>AI</b>
PUE Rating	Ready Infra

75% Water Reduction

# Techno Digital - National Footprint. Hyperscale Ready. Edge Enabled.



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Techno Digital is building India's largest AI-first, edge-powered digital infrastructure seamlessly bridging Tier 1 metros and emerging cities with hyperscale-ready campuses and 102 edge facilities. Backed by the legacy of Techno Electric & Engineering Co. Ltd, we're not just powering data - we're powering India's digital leap.

## Hyperscale Network



### Chennai Campus (South):

- 36 MW capacity
- Live 2025



### Noida Campus (North):

- 16 MW Capacity
- Phase 1 Live by Feb 2026



### Kolkata Campus (East):

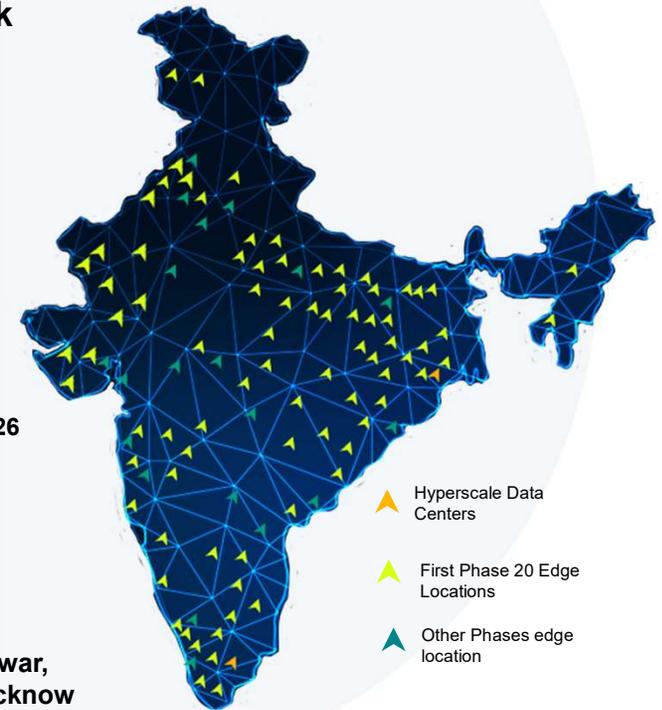
- 16 MW Capacity
- Live by FY 2027

## Edge Network

Gurgaon  
Live

Mumbai  
Operational by FY 26

Upcoming  
Indore, Bhubaneswar,  
Ahmedabad and Lucknow





## Techno Combined Solutions with Chennai, Kolkata, Noida and Edge Data Centers

The Hybrid Infrastructure of Chennai (36 MW) , Kolkata (16 MW) , Noida (16 MW) 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, Kolkata and Noida Data Center's Computational Resources.

### Centralized Management

Centralized management and monitoring tools provide:

- Proactive infrastructure management
- Performance optimization
- Rapid issue response across all data centers

### Unified Operational Framework

Unified operational framework across Chennai, Kolkata, and edge locations to ensure:

- Operational policies
- Faster execution
- Regulatory compliance

### Managed Services Roadmap

Set up a central NOC and SOC with advanced IT tools, CRM with billing, and a business portal seamlessly linked to Edge and Hyperscale Data Centers to deliver services closer to end users.

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



# MARKET OUTLOOK

Techno Electric and Engineering Company Limited, Q3 FY26

# Market Opportunity – Transmission Sector



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## Market Scale & Targets

**2100 GW**

Target Capacity by 2047

**777 GW**

Target by 2030

**500 GW RE Integration**

**₹9.16 Lakh Cr**

Est. Investment Till 2032

**1.14 Lakh ckm**

Lines Addition (2022-27)

**71.6%**

Growth since April 2014

**776,330 MVA**

Transformation Capacity

India T&D Market Projection (2024-2030)

**5.20% CAGR**

## Strategic Policy Enablers



### Right of Way (RoW) Streamlining

Simultaneous three-valuer system with **21-day timeline** reduces project delays significantly.



### Union Budget FY27

**₹2.99 lakh crore** capital outlay for power sector (39% YoY increase) - strongest in a decade.



### Draft NEP 2026

**TBCB as default**; focus on intra-state strengthening and decentralized RE growth.



### CERC Amendments (Dec 2025)

Enabling cross-border transmission infrastructure for international grid integration.

## Key State Initiatives

### Gujarat GEC-III

**₹29,000 Cr Investment**

3,430 ckm lines + six 765kV substations

### Kerala TransGrid 2.0

**₹5.99 Billion Budget**

400kV/220kV backbone corridors

### Renewable Energy Zones

High TBCB density in **Rajasthan & Gujarat** creating immediate pipeline for specialized EHV substations.



### Technology Shift: AIS to GIS Substations

Enabling compact, modular builds in high-density corridors

Sources: [1] CEA/NPP All India Installed Capacity Report (Sep 2025)

[2] CEA National Electricity Plan Vol II

[3] PIB Press Release (Jan 2026)

[4] Grand View Research

[5] Gujarat RE Policy 2025

[6] KSEBL CIP FY27

Techno Electric and Engineering Company Limited, Q3 FY26



# Market Opportunity – Data Center

Market Size (2026)

**\$11.70+ Billion**

↗ CAGR > 15% Projected Valuation



Operational Capacity (End 2025)

**~1,520 MW**

Current Base IT Load Capacity



Additional Capacity (2026)

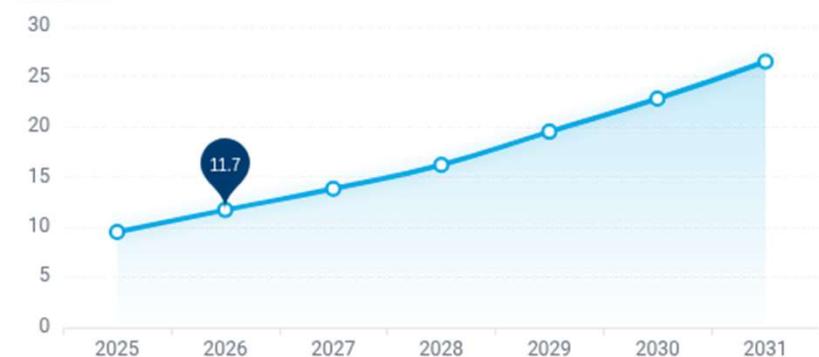
**~350 MW**

+ YoY Growth Rapid Expansion



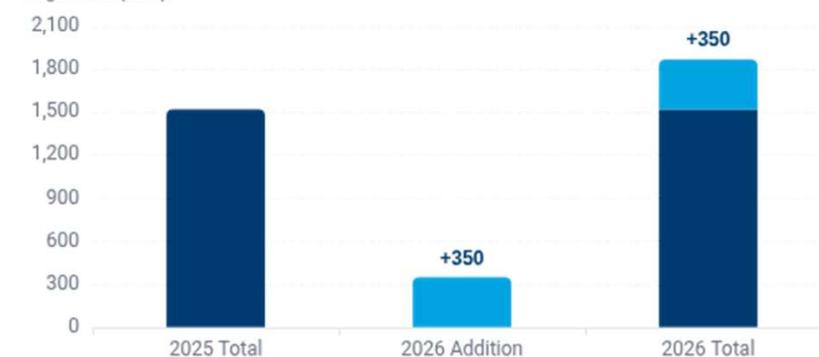
## Market Size Projection (USD Billion)

USD Billion



## Capacity Expansion (MW)

Megawatts (MW)





# Data Center- Market Segmentation & Strategic Drivers

## Key Growth Drivers



### AI Integration

Generative AI workloads demanding high-density racks and advanced cooling.



### Cloud Migration

Surging demand from global hyperscalers and enterprise digital transformation.



### 5G & Digital India

Rapid network rollout fueling massive data consumption and connectivity.



### Policy Support

Data localization laws and 2047 tax holiday incentivizing domestic infrastructure.



### E-commerce & OTT

Video streaming and online retail driving edge storage and low latency needs.



### Power Availability

Immediate access to reliable power infrastructure speeding up project delivery.

## Key End Users



### Telecom

5G Infrastructure & Edge



### Cloud Providers

Hyperscale Operations



### BFSI

Security & Compliance



### Government

Public Digital Infrastructure



### E-Commerce

Logistics & Transactions



### Media

Content Delivery Networks



**ESG**

# Environmental, Social, and Governance



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**6**  
Key Initiatives

**5**  
Strategic Partners

**1400+**  
Beneficiaries

**Kolkata/Gurugram**  
Plus Virtual Sessions

Social

## Interactive Mentoring Session

- 📍 Anudip Foundation
- 📍 Kolkata & Gurugram
- ★ Int'l Day of the Girl Child

**10**  
Oct



Environmental

## Urban Plantation Drive

- 📍 Grow Billion Trees
- 📍 Kolkata & Gurugram
- 📅 Int'l ESG Day

**29**  
Nov



Social

## Virtual DEI Awareness Session

- 📍 CRY - Child Rights and You
- 📺 Virtual Session
- 📅 Human Rights Day

**09**  
Dec



Social

## Edu Support & Nutrition

- 📍 Ek Prayaas
- 📦 Stationery & Food Dist.
- 📅 Human Rights Day

**16**  
Dec



Social

## Rotary Annual Children's Treat

- 📍 Rotary Club of Calcutta
- 📍 Nicco Park (1400+ Kids)
- 📅 100 Yrs Rotary Calcutta

**21**  
Dec



Governance

## ESG & BRSR Regulation Training

- 📍 TEECL Internal
- 📺 Offline & Virtual (30th)
- 📅 Policy Overview Part A

**26**  
Dec





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# Thank You



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