TECHNO ELECTRIC & ENGINEERING COMPANY LIMITED

TECHNO DIGITAL

INVESTOR PRESENTATION
EARNINGS UPDATE
Q1 FY27

Two engines. One balance sheet.

India's transmission backbone and India's digital backbone — built by the same engineering discipline, funded by the same debt-free balance sheet.

Quarter ended 30 June 2026

NSE: TECHNOE | BSE: 542141

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Data centre capacity references denote planned or contracted IT load unless expressly stated as commissioned and live. Order book figures represent unexecuted contract value as at the stated date and are subject to change on account of scope revision, cancellation or foreign exchange movement.

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Contents

Q1 FY27 Investor Presentation

01

Quarter in Review

Operating and financial performance for the quarter ended 30 June 2026.

Two Engines

Power and Digital

Q1 FY27

Quarter under review

Standalone & Consolidated

Both bases presented

Executive Summary

Quarter ended 30 June 2026

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Q1 FY27 Financial Performance

Standalone | INR Mn unless stated

Revenue	EBITDA	EBITDA Margin	PBT	PAT
~ INR 6,416 Mn	~ INR 891 Mn	13.88%	~ INR 1,215 Mn	~ INR 962 Mn
YoY 25%	YoY 13%			

ENGINE I — POWER

- **Order Book & Inflow**
  - INR 6,660 Mn won in Q1FY27
  - INR 15,300 Mn additional order won Post Q1
  - L1 on ~INR 21,000 Mn
- **AMI -**
  - Madhya Pradesh AMI 100% implemented and in annuity phase
  - AMI portfolio-wide installation at 77%, with schedule 100% completion by end of FY27.

ENGINE II — DIGITAL

- **Chennai Campus — Design IT Load Scaled Up**
  - Re-engineered electrical topology and cooling architecture carry materially more IT load within the same footprint.
- **Chennai Campus — TIA-942-B and IGBC Gold**
  - Certified across both design and constructed facility; ~97% renewable power and ~75% lower water use.
- **Noida Campus — Building Plan Approval Received**
  - BPA received in July 2026; long-lead equipment under manufacture towards Q4 FY27 commissioning.
- **Andhra Pradesh — 2 MW End User MoU**
  - Andhra Pradesh MoU signed with end user for a 2 MW facility load Data Center

Result Summary — Standalone

Q1 FY27 income statement overview

Particulars (INR Mn)	Q1 FY26	Q1 FY27
Revenue from Operations	5,137	6,416
Less: Operating Expense	4,347	5,526
EBITDA	790	891
EBITDA %	*15.38%*	*13.88%*
Add: Other Income	579	412
Less: Depreciation	20	22
Less: Finance Cost	122	66
PBT	1,228	1,215
Less: Tax	246	253
PAT — Continued Operations	982	962
PAT Margin %	*17.17%*	*14.08%*
EPS (INR)	*10.60*	*8.27*

Management Commentary

- **Revenue Growth Drivers:** Execution momentum across transmission EPC and AMI installation; revenue up ~25% YoY.
- **EBITDA Margin:** Elevated transformer and CRGO steel costs; advance ordering and cost control contained the decline and kept margins within the 13–14% guided band.
- **Other Income:** Lower as intermediary treasury was redeployed into data centres, AMI and TBCB.
- **Finance Cost:** Down ~46% YoY to INR 66 Mn, supporting the earnings trajectory.

Result Summary — Consolidated

Q1 FY27 income statement overview

Particulars (INR Mn)	Q1 FY26	Q1 FY27
Revenue from Operations	5,260	6,303
Less: Operating Expense	4,336	5,308
EBITDA	924	995
EBITDA %	*17.57%*	*15.79%*
Add: Other Income	483	291
Less: Depreciation	21	63
Less: Finance Cost	25	38
PBT	1,361	1,185
Less: Tax	252	251
PAT — Continued Operations	1,110	933
PAT Margin %	*19.32%*	*14.15%*
EPS (INR)	*11.70*	*8.02*

Management Commentary

- **Revenue Growth Drivers:** Consolidated revenue up ~20% YoY
- **Depreciation:** Includes for Chennai DC and edge DC, which moved into commercial operation.
- **Other Income:** Lower as QIP Funds were deployed in data centres, AMI and TBCB assets
- **This ensured that 100% QIP funds deployed for the purpose defined in the QIP documents**
- **EPS declined YoY**, primarily due to:
  - Q1 FY26 included ~**₹2/share contribution from the discontinued business**.

Order Book & Revenue Visibility

Position as at 30 June 2026

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Total Order Book

~ INR 95,962 Mn

INR Mn, unexecuted value as at 30 June 2026

Reference: ₹95,662 Mn as at 31 March 2026 · ₹21,960 Mn won YTD FY27

New Orders Won

~6,660 Mn

Inflow during Q1 FY27

Order Won Post Q1

~15,300 Mn

Order Won

L1 Position

~21,000 Mn

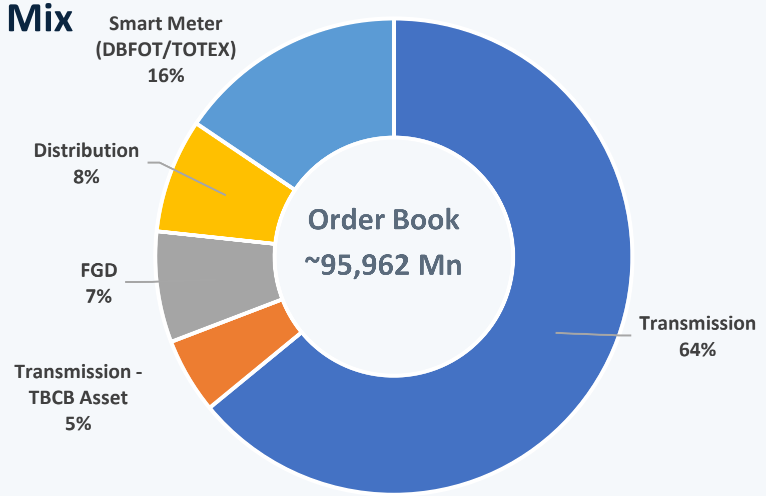
Awaiting Award Currently

Business Vertical Mix

As at 30th June 2026

Vertical	INR Mn	Share
Transmission EPC	61,464	64.05%
Smart Meter (DBFOT/TOTEX)	14,914	15.54%
FGD	7,224	7.53%
Transmission — TBCB Asset	4,917	5.12%
Distribution / Digitisation	7,441	7.75%
Total	95,962	100.0%

Order Book Mix

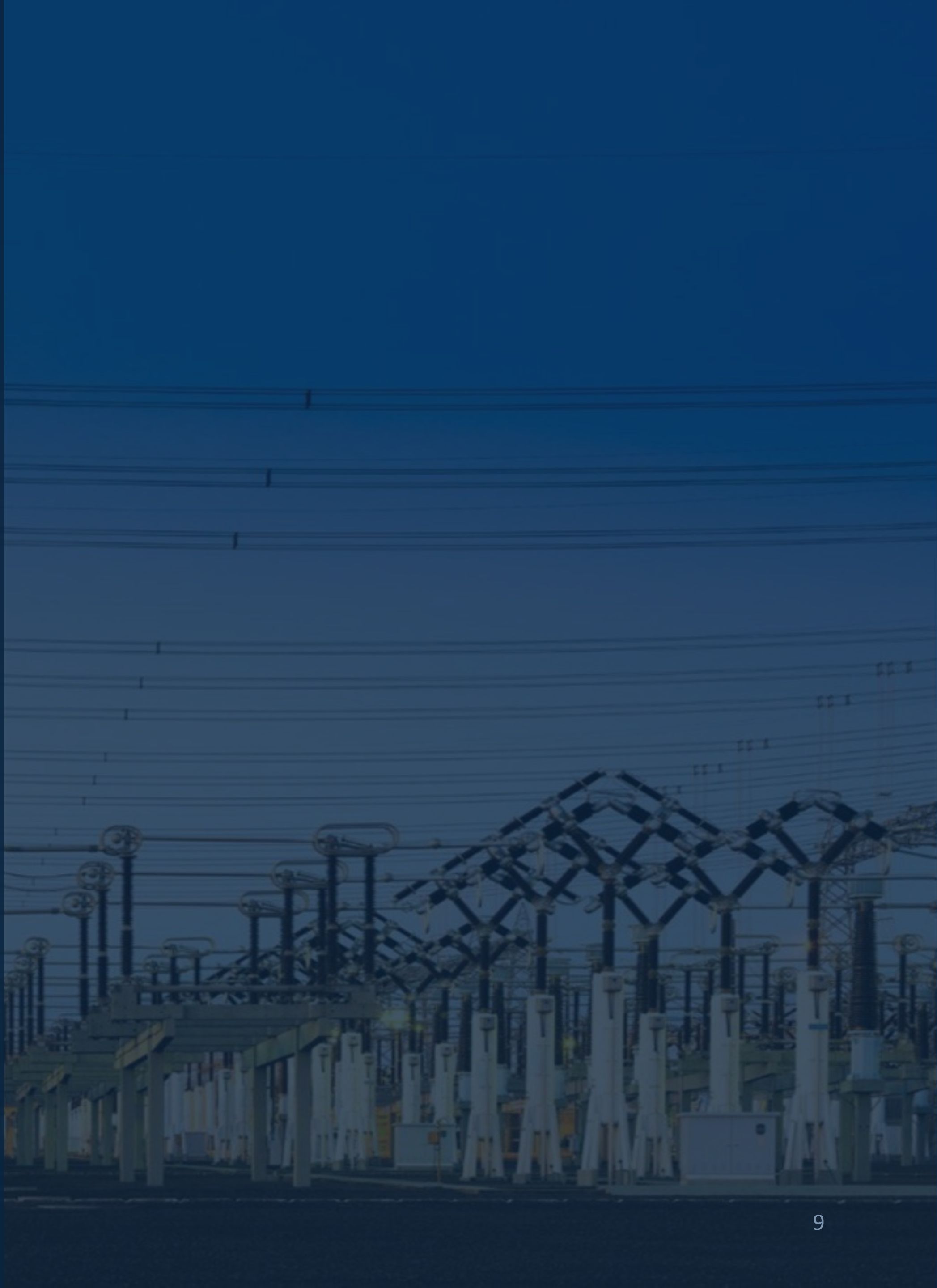


02

The Twin-Engine Platform

One engineering franchise, two infrastructure cycles — and a balance sheet built to fund both without leverage.

45+ Years	Zero Debt	AA / Stable
Power sector pedigree	Funds the asset build-out	Long-term credit rating



One Franchise, Two Infrastructure Cycles

Why the two engines belong to the same balance sheet

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ENGINE I — POWER

Power Infrastructure

Transmission EPC · TBCB assets · Smart metering annuity

- Cash-generative EPC franchise with a 45-year record and marquee counterparties
- TBCB and DBFOT ownership creates long-tenure, inflation-linked annuity cash flows
- Monetisation to IndiGrid and platform partners releases equity for redeployment

ENGINE II — DIGITAL

Digital Infrastructure

Hyperscale campuses · Edge network · Cloud services

- Power delivery is the binding constraint in data centres — our founding competence
- Own-and-operate converts EPC capability into recurring, contracted revenue
- Chennai, Noida, Kolkata and Andhra Pradesh campuses plus 102 edge locations in 23 states

The Shared Foundation

Engineering DNA

EHV substations to 765 kV; one delivery discipline across both engines

Balance Sheet

Zero debt and AA / Stable — build-out funded from accruals and recycling

Counterparty Access

Multi-decade PGCIL, transco and discom relationships; now global tech clients

Grid Proximity

Evacuation expertise means reliable, low-cost power for digital assets

03

Engine I — Power Infrastructure

Transmission EPC, TBCB asset ownership and smart metering annuity.

₹66,382 Mn

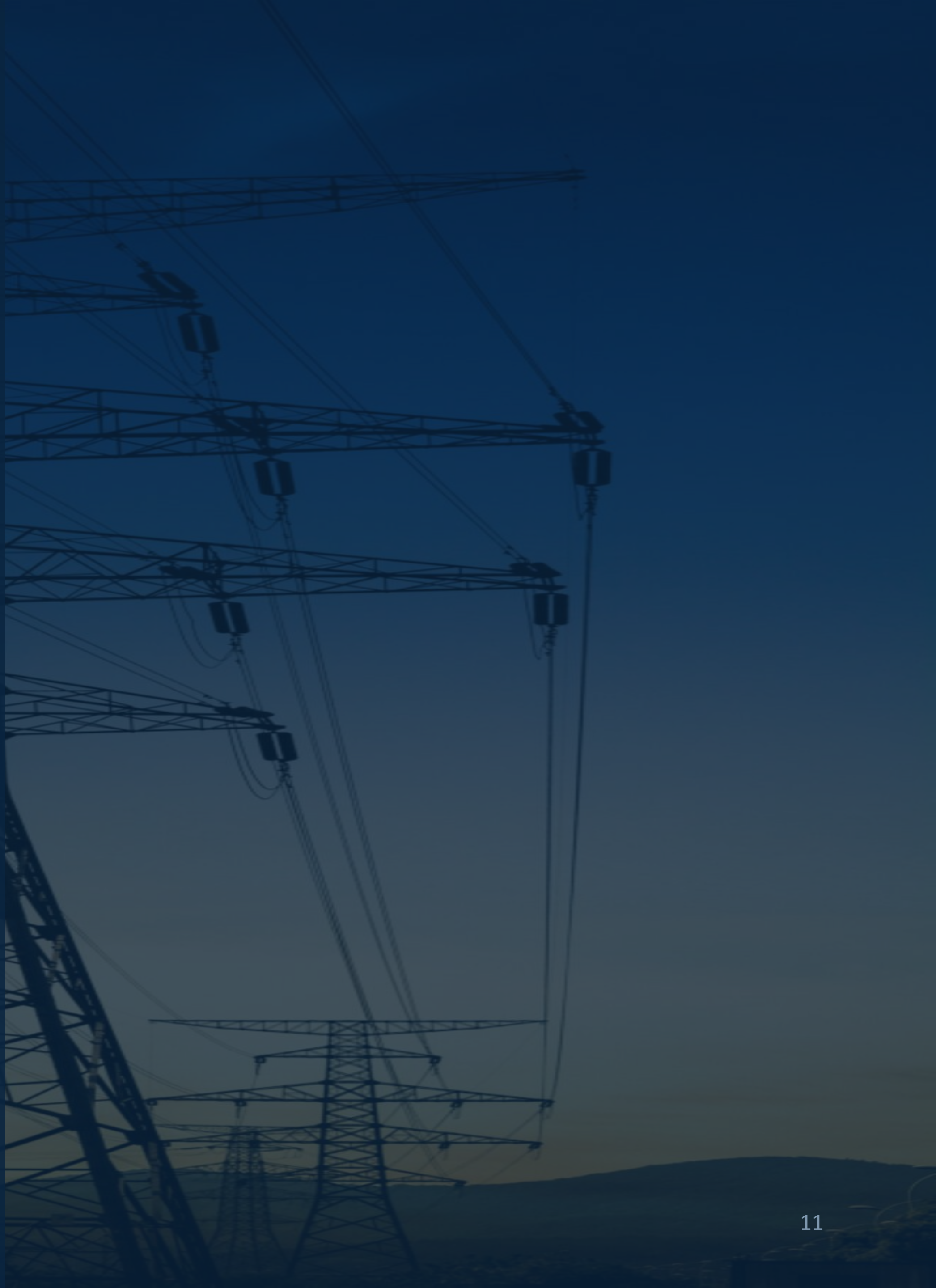
Transmission EPC + TBCB order book

4 Projects

TBCB assets won; 3 monetised

2.24 Mn

Smart meters awarded



Transmission — EPC and TBCB Assets

The cash engine and the annuity engine of the power business

₹66,382 Mn	₹4,917 Mn	4 / 3	₹21,000 Mn
TBCB + EPC order book	Transmission TBCB	TBCB won / monetised	Pipeline

Projects in Execution

Project	Scope / Status
NERES XVI	400/220/132 kV substation · 1,400 MVA · 45 km lines
Ishanagar (IPTL)	IndiGrid partnership — under execution
Dhule (DPTL)	IndiGrid partnership — under execution

Growth Strategy

- Platform- and asset-level investor collaborations
- Partnership for capital recycling
- Deeper presence in inter-state and RE corridors

Positioning

765 kV expertise at the heart of India's energy transition

Every solar park evacuated and every wind corridor energised runs through high-voltage substations. Of roughly 500 substations of 400 kV and above built in India over three decades, about 350 carry our mark.

70%	of national grid substations built by Techno
450+	projects completed since inception
$600 Mn	transmission assets under PPP
650+	engineering and commercial professionals

Order book as at 30 June 2026. Pipeline denotes L1 position as on date. TBCB assets: 4 won, 3 monetised.

Smart Metering — Building the Annuity Book

AMI rollouts under the DBFOOT model across four states

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2.24 Mn
Meters awarded

~₹26,120 Mn
Total project value

120 Months
27M install + 93M O&M

4 States
MP, J&K, Jharkhand, Tripura

Implementation Status

Position as at Q1 FY27

Project	Status	Commentary
Madhya Pradesh (AMI 1)	**Completed**	100% installed and certified; now in the 93-month O&M annuity phase
Jammu & Kashmir Lot-B	**Completed**	2.5 lakh meters delivered · ₹383.39 Cr · 100% live
Jammu & Kashmir (AMI 2)	**On Schedule**	Installation due for completion within Q3FY27
Jharkhand (AMI 3)	**On Schedule**	Installation due for completion within Q2FY27
Tripura (AMI 4)	**On Schedule**	Installation due for completion within Q3FY27

Why It Matters

Annuity Profile

Ten-year visibility with a 93-month O&M phase producing contracted cash flows

Capital Efficiency

DBFOOT limits upfront capital at risk while preserving long-term returns

Monetisation Opportunity

Completed SPVs can be monetized.

Data Platform

AMI creates the foundation for future data-driven energy services

Portfolio-wide installation at 77% as at 30 June 2026, up from 70% at FY26 close.

04

Engine II — Digital Infrastructure

Techno Digital: hyperscale campuses, a national edge network and cloud services.

250 MW

Planned portfolio by FY30

102 Locations

Edge network, 23 states

1.35 PUE

Design efficiency, AI-ready

Techno Digital — Portfolio Status

Hyperscale campuses and edge network as at Q1 FY27

Campus / Facility	Region	Facility Load	Status	Commentary
Chennai Campus	South	Scaled up	Phase 1 Live	Design IT load re-engineered upward; TIA-942-B and IGBC Gold certified
Noida Campus	North	16 MW	Construction	Building Plan Approval received Jul-26; commissioning targeted Q4 FY27
Kolkata Campus	East	12 MW	Development	Foundation works in progress; targeted live by FY29
Andhra Pradesh	South	2 MW	MoU Signed	Built for End User
Gurgaon EDC	North	0.4 MW	Live	100% occupied; cloud and managed services commenced here
Mumbai EDC	West	0.8 MW	Live	Commissioned; onboarding customers
Edge Network	Pan-India	102 sites	Rolling Out	23 states in partnership with RailTel

250 MW
Planned by FY32

1.35
Design PUE

102
Edge locations

63,000+ km
Access to RailTel's Fiber Network

Techno Digital — Demand Funnel and Capital Deployment

Why we re-engineered Chennai rather than simply market it

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~150 MW

IT load under active discussion

30+

Open opportunities in the funnel

10+

New customer logos since April

~₹628 Cr

Cumulative data centre capex across projects till date

Demand Funnel

Pipeline under active discussion

- ~150 MW of aggregate IT load with global hyperscale, AI-infrastructure and enterprise counterparties
- Six opportunities of 3 MW or more

Conversion and early traction

- Over 30+ open opportunities
- 10+ logos closed since April across colocation, cloud and interconnection — including two leading telecom carriers

Capital Deployment

Capex deployed to date

- ~₹524 Cr at Chennai as at 31 March 2026;
- ~₹628 Cr cumulative across the portfolio
- FY27 investment concentrated on Noida and Kolkata

Chennai Phase 2 — trigger-linked

- Construction triggers linked to contracted demand, avoiding speculative capex

What this means for Techno — Build ahead of demand where visibility exists, scale with customers, and deploy capital with discipline.

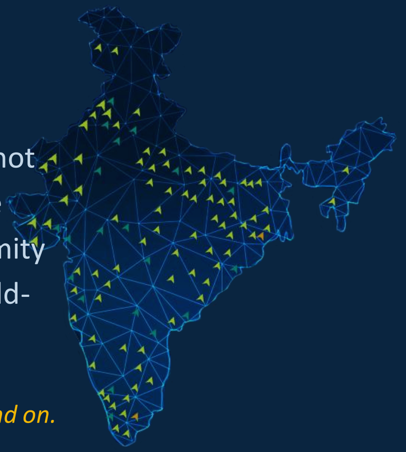
Techno Digital — The Investment Case

Hyperscale plus edge, on a single operating platform

Power-Led Differentiation

As AI-driven workloads intensify, power delivery — not real estate — is the binding constraint in data centre execution. Our transmission heritage and grid proximity place Techno at the centre of India's data centre build-out.

Backed by 45 years of building the grid that data centres depend on.



Hybrid Architecture — Hyperscale + Edge

Chennai, Noida, Kolkata and Andhra Pradesh provide centralised processing capacity; 102 edge locations across 23 states deliver low-latency processing close to the source.

- Real-time edge processing; private, hybrid and sovereign cloud
- AI, ML, AR/VR and IoT support with nine-layer security and DR

Colocation & Hyperscale

Contracted capacity for global cloud operators and large enterprises

Cloud & Managed Services

Operations live from Gurgaon across private, hybrid and sovereign models under a DoT licence

Central NOC & SOC

Unified operations, advanced IT tooling and CRM with billing

Disaster Recovery

Comprehensive DR and nine-layer security across the estate

Value Creation Path

EPC capability › Own & operate › Contracted revenue › Recurring annuity › Platform re-rating

05

Market Outlook & ESG

The demand backdrop for both engines, and the sustainability agenda underpinning them.

₹9 Lakh Cr

Transmission plan, FY27–32

> 7 GW

India DC capacity by 2030

Market Outlook — Four Shifts in the Demand Environment

The opportunity is moving towards our capabilities

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~₹9 Lakh Cr	271 GW	900 GW	20,000 ckm
Transmission investment, FY27–32	All-time peak demand (May 2026)	Non-fossil capacity by 2035–36	Lines needed every year

Scale of the Opportunity

A multi-year transmission investment cycle

- ~₹9 lakh crore of transmission investment expected between FY27 and FY32
- Evacuation required for 900+ GW of non-fossil capacity by 2035–36, including ~548 GW of solar and wind

Demand is setting new records

- All-time peak of 271 GW in May 2026; peak demand projected to rise towards 458 GW
- Consumption growing at over 6% a year, with data centres and electrification adding new load categories

Where the Work is Getting Harder

The scope of work itself is expanding

- Beyond conventional evacuation: synchronous condensers, dynamic reactive compensation and HVDC corridors
- Fresh tenders in exactly these high-value segments came to market through July 2026

Digital substations — our sharpest differentiator

- Protection, control and monitoring moving from copper to fibre, with real-time visibility over every asset
- Techno took an early position and is among the very few Indian companies with proven delivered credentials

What this means for Techno — Sophisticated engineering is where our margins and our reputation live. Bidding discipline is anchored on three pillars — execution capability, risk-adjusted returns and balance-sheet discipline — and we bid selectively where we are confident we can execute well and earn attractive returns.

Sources: ICRA Report (8 July 2026) · CEA Long-Term National Resource Adequacy Plan (Mar 2026).

Market Outlook — India's Data Centre Industry

Entering a phase of execution at scale

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258 MW

Capacity added, H1 CY2026 (+59%)

~1.8 GW

Operational capacity today

> 7 GW

Projected capacity by 2030

USD 126 Bn

Cumulative investment commitments

Capacity Trajectory & Drivers

H1 CY2026: 258 MW added, up 59% year on year

- Operational capacity now ~1.8 GW, with more than 7 GW projected by 2030
- Data localisation, 5G rollout and rapid cloud migration continue to drive absorption

Investment commitments crossing USD 126 billion

- Cumulative commitments into Indian data centres expected to rise a further 45% this year
- AI and GenAI workloads demanding high-density compute and GPUs

Policy Tailwinds & Climate

Union Budget 2026–27: tax holiday until 2047

- Holiday until 2047 for eligible foreign cloud providers using India DCs
- Estimated to unlock $70–100 billion of foreign cloud and AI investment

State policy adding to the tailwind

- Uttar Pradesh policy targets 2 GW of new capacity and ₹2 lakh crore of investment
- Tax policy materially strengthening India's competitive position

What this means for Techno — Power delivery is the binding constraint in data centre execution. Our transmission heritage and mission-critical delivery capability place us at the centre of India's data centre growth, with 250 MW planned by FY30.

Sources: Savills India Research (H1 CY2026) · MeitY · Union Budget 2026-27 · Uttar Pradesh Data Centre Policy.

Environmental, Social and Governance

Q1 FY27 initiatives

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6	**5**	**1,400+**	**IGBC Gold**
Key initiatives	Strategic partners	Beneficiaries	Chennai DC certification

ENVIRONMENTAL

Chennai DC — IGBC Gold

Green-building certification for the South India campus

Design PUE of 1.35

AI-ready infrastructure with 75% water reduction

SOCIAL

Community infrastructure

Village culvert and school infrastructure with Dishaan Hi-Tech

Education access

Classroom and laboratory expansion with Lifeline Foundation

ESG awareness sessions

BRSR regulation and reporting training aligned to SEBI

GOVERNANCE

Code of Business Conduct

Mandatory COBC certification across all employees

Anti-bribery & anti-corruption

Mandatory policy training for all employees

Board oversight

Independent-majority board with audit and risk committees

Chennai campus certified TIA-942-B across design and constructed facility; ~97% renewable power in recent months.

Thank You

Two engines. One balance sheet. One engineering franchise.

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