

A white hard hat with the KE logo is positioned on the left side of the image, resting on a blueprint. The hard hat has a blue and white logo on its side. The blueprint is spread out on a surface, and a pen is lying on it to the right of the hard hat. The background is a light blue gradient.

# **BLUEPRINT** TO SUCCESS

**KONSTELEC ENGINEERS LIMITED**

**INVESTOR PRESENTATION**

**MARCH 2024**



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# THE STORY AT A GLANCE

## KEY INVESTING RATIONALE



### A STORY OF EVOLUTION

- The Firm was incorporated in 1995 and evolved as an integrated EPC firm for Electrical, Instrumentation and Automation Systems
- Around three decades of cross-industry project management and execution experience
- Now aiming at high-value projects and newer markets

### LED BY HIGHLY EXPERIENCED PROMOTORS - BACKED BY A PROFESSIONAL TEAM

- Promoted by a first-generation techpreneur with over four decades of experience and now ably being supported by the second-generation
- A highly skilled and experienced team of 884 employees (31.08.23)
- Headquartered in Mumbai - financial capital with access to talent and connectivity

### DEMONSTRATED TRACK RECORD

- Industry leaders in EPC with over 200 projects successfully executed
- Diverse clientele across multiple industries, including Oil and Gas, Refinery, Atomic Energy, Space, Specialty Chemicals, Steel, Cement, Pharmaceuticals, Textile, Hospital, Healthcare, FMCG, Dairy, Residential and Commercial Complexes

### WELL-DEFINED VALUE PROPOSITION

- Specialists in delivering full-scale project management, procurement support, and detailed engineering services for various kinds of electrical infrastructure, instrumentation and automation projects across India and abroad
- Skilled team coupled with strong project execution capabilities, dedicated equipment bank and a well-established client-centric focus
- Preferred partner for prestigious groups, including Reliance, Adani, Tata, Indian Oil, JSW, etc.

### AND NOW, GEARING UP FOR A PROMISING FUTURE

- A well-diversified business model with diverse projects
- Order book in hand comprising 60+ projects valued at Rs. 650 crore (20.03.24)
- Aims to ride the Make In India capex spends by Public and Private enterprises
- Listed on NSE Emerge





WE HAVE COME  
A LONG WAY



# THE MEASURE TO OUR SUCCESS



**28+**  
years since inception

**900+**  
people on roll (20.03.24)

**200+**  
projects successfully delivered

**60+**  
ongoing projects

**650 cr.**  
order book (20.03.24)

**95%**  
domestic revenue share




# CREDIBLE & EXPERIENCED MANAGEMENT



**MR. BIHARILAL SHAH, 74 YEARS**

*CHAIRMAN CUM MANAGING DIRECTOR*

He holds a B.E. (Electrical Engineering) degree from Shivaji University and a Diploma in Fundamentals of Architecture, Software & Application from the Microprocessors & Microcomputer Indian Institute of Cybernetics. 43+ years of experience in the Engineering, Procurement and Construction/ Commissioning (EPC) of Electrical Works. He oversees project bidding, design, marketing, overall management and financial functions at the Company.



**MR. AMISH SHAH, 43 YEARS**

*WHOLE TIME DIRECTOR*

Amish has more than 16 years of experience in the Engineering, Procurement, and Construction/ Commissioning (EPC) of Electrical Works. He holds a B.E. (Electronics Engineering) degree from the University of Mumbai and a Master's degree in Science (Electrical Engineering) from Syracuse University. He further completed his Post Graduate Program in Management (Family Managed Business) from S.P Jain Institute of Management and Research. He oversees the sales, marketing, finance, compliance and HR functions at the Company.



**MR. JIGAR SHAH, 38 YEARS**

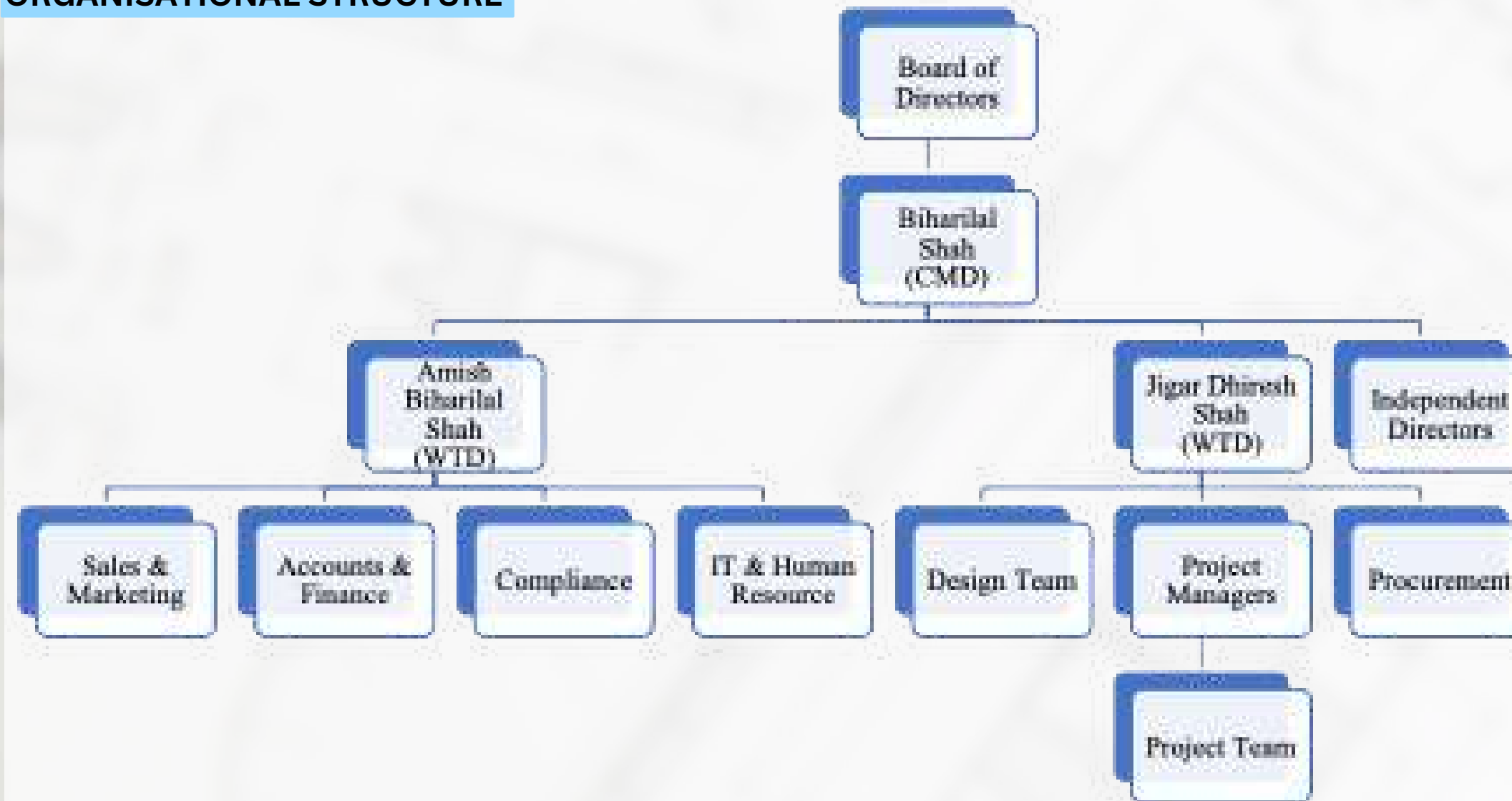
*WHOLE TIME DIRECTOR*

Jigar has more than 10 years of experience in the field of Marketing and Project Management. He holds a bachelor's degree in Chemical Engineering from Visveswaraiah Technological University, Belgaum, Karnataka and an MBA in Agri-Business from Symbiosis International University, Pune. Jigar oversees the design, procurement and project management functions at the Company.

# QUALIFIED TEAM



## ORGANISATIONAL STRUCTURE



### PRAVIN PATEL

VP

- 25+ years of experience in project management
- Diploma in Electrical Engineering



### MOLLY ANTONY

CFO

- 25+ years of experience
- Holds a B.Sc. degree from Mahatma Gandhi University

### SHATABDI SALVE

CS & COMPLIANCE OFFICER

- 4+ years of experience
- A member of ICSI
- Also holds an M. Com degree

### JATIN SHAH

HEAD - HR & IT

- 3+ years of experience
- Holds B.Com. degree

### DEEPALI JAIN

DESIGN TEAM HEAD

- 13+ years of experience in Electrical design
- Holds B.E. (Electricals) degree

### SUMESH KOCHATH KUTTAN

SENIOR PROJECT MANAGER

- 16+ years of experience in project management
- Diploma in Electrical Engineering

900+ employees (20.03.24) - comprising 120+ engineers and 250+ professionally trained technicians - deployed across Indian and overseas sites and own offices.





# A HISTORY OF ACHIEVEMENTS

**1995**

Incorporated the company

**2002**

Best safety performance award for contractors

**2004**

Appreciation letter towards improving safety performance from Reliance Engineering Association Private Limited

**2010**

Best quality PPE Compliance Award 2010

**2015**

Best contractor safety performance for the year 2015

**2016**

Best Contractor Safety Performance Award (2015 SEZ refinery- Electrical / Instrument)

**2018**

- Certificate of Appreciation from SEZ Electrical Safety Campaign for Elocution C and Case Study Presentation
- Award for completion of new railway siding at Irugur
- Certificate of Achievement for achieving 5 million safe man-hours for Data TGTU Project

**2017**

- Certificate of Achievement for 7 million safe man-hours in HPIB
- HSE Excellence Award for DHT Project Site Mumbai Refinery
- Award for Timely Completion of BPCL Mumbai Refinery DHT Project
- Certificate of Commitment from Central Vigilance Commission

**2020**

- HSE Award for best contractor
- Certificate of appreciation for performing contractor safety awareness & TBT quality test
- Achieved turnover of Rs. 100 Crore

**2021**

- Certificate of Appreciation for achieving 1 million man-hours working without lost time incident
- Best Contractor Safety Performance Award 2021 C2 Complex Electrical & Instrument

**2022**

- Best contractor safety performance award 2021-2022 C2 Complex Electrical & Instrument
- Certificate of Appreciation for contribution towards excellence safety performance during turn around Nov-2022

**2023**

- Achieved Turnover of Rs. 150 Crores
- Best Contractor Award for safety performance Electrical / Instrument





# FULL CIRCLE OFFERINGS

We are India's leading EPC company - specialised in delivering full-scale project management, procurement support, and detailed engineering services for various kinds of electrical infrastructure projects across India and abroad.

## Engineering & Design

- Review of basic engineering package
- Preparation/Review of design
- Generation of material takeoff
- Adherence to regulatory requirements

## Procurement

- Vendor Evaluation
- Floating enquiries
- Tendering techno commercial bid analysis
- Release of purchase order
- Inspection
- Expediting

## Construction & Commissioning

- Planning/ Scheduling
- Material Management
- Efficient deployment of skilled/ unskilled services
- Subcontractor Management
- Adherence to QA/QC
- Safety Control
- Testing and Commissioning
- Project Handover

## Operation & Maintenance

- Upkeep of site and equipment
- Refurbishing the equipment
- Preventive Maintenance
- Emergency shutdown
- Routine checks
- Operation of Electrical and Instrumentation Systems

## Project Management

- Plant schedule activities
- Resource Management
- Cost control
- Liaison with clients and regulators
- Compliance with Clients quality & HSE policies





# MARQUEE PROJECTS - COMPLETED\*

Dangote Cement PLC - Benue Cement Plant, Nigeria	Electrical work for MRPL - OMPL Power integration works	Electrical and allied works for Ammonia & Urea Fertiliser Plant for HURL Barauni (Bihar)
Power system for IREP of BPCL-Kochi Refinery	Construction Power for Propylene Derivative Petrochemical Project (PDPP) at BPCL-Kochi Refinery	Electrical and allied works for Proposed Expansion of Petroleum Storage Terminal at Manmad, Maharashtra
Electrical & Instrumentation Contract for block project at Kochi refinery	Electrical and allied works for the proposed grassroots petroleum storage depot at Nakknadoddi, Andhra Pradesh	Electrical contract for the proposed grassroots petroleum storage terminal at Una, H.P.
Electrical Works and CPP for Onshore gas terminal at Mallavara, A.P. for Deen Dayal Field Development Project of GSPC	Electrical Works (Parts -A) for BS-VI Project of MRPL	Electrical Works for Offsites & Utilities for Brahmaputra Petrochemical Complex, Lepetkata, Assam

Successfully executed prestigious projects for ISRO, BARC, RRCAT and NBCC too.

## TYPES OF CONTRACTS EXECUTED

- Electric and Instrumentation
- Engineering Design
- Operations and Management
- Instrumentation and Automation
- Solar Power Plant

## WIDE SECTORAL PRESENCE



\*Features projects with a work order amount of Rs. 1000 lakh



# MARQUEE PROJECTS - ONGOING\*

\*Features projects with a balanced work in hand of Rs. 1000 lakh

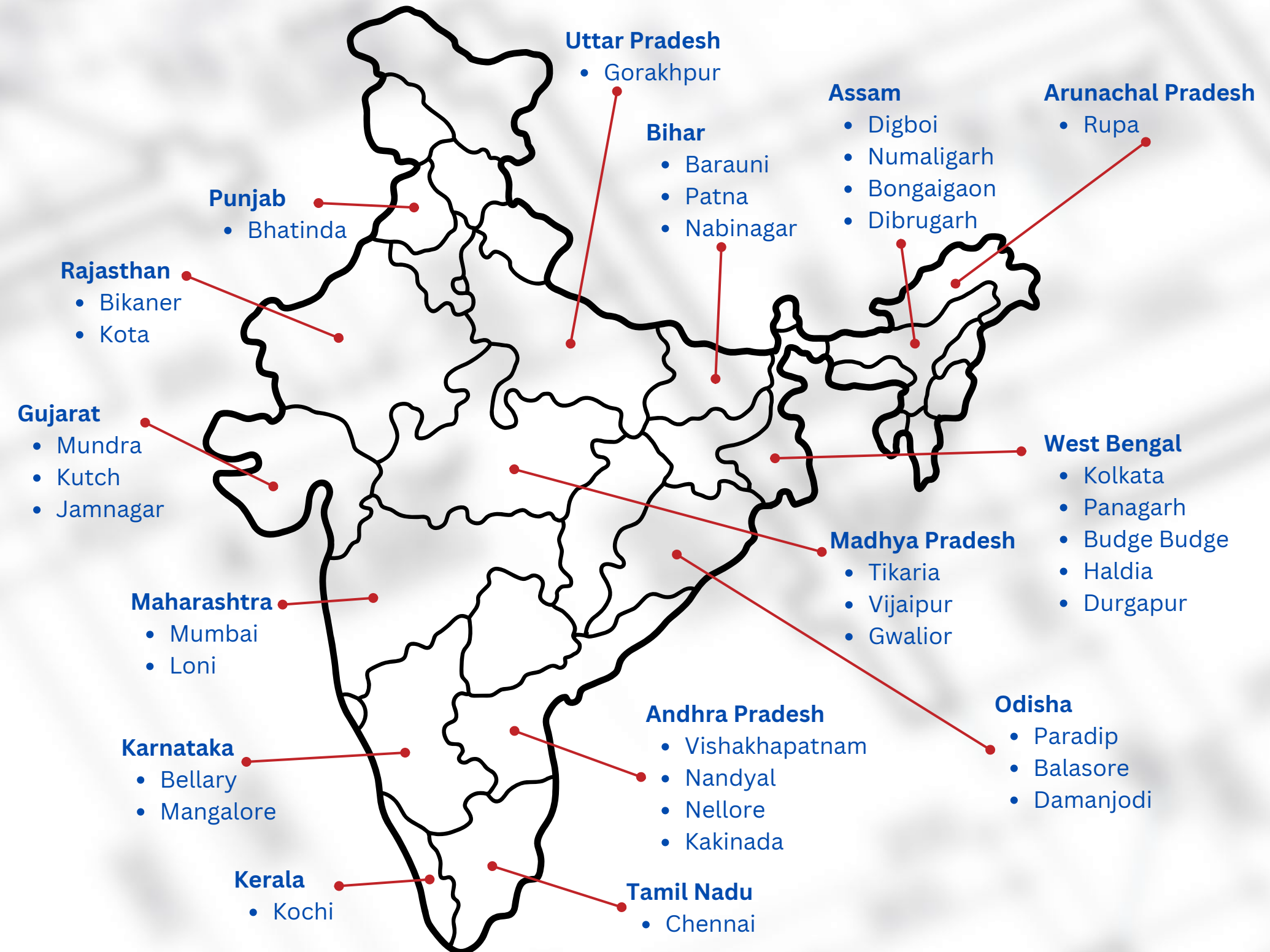
Electrical job for Steel Melt Shop, JSW Vijayanagar Metalics Ltd	Construction Power Work for CBR Project Of CPCL At Nagapattinam, Tamil Nadu	Electrical Work-II for Rajasthan Refinery Project, HRRL Rajasthan
Electrical Works-I for Residual Utilities and Offsite (RU10) Facilities for Rajasthan Refinery Project	Instrumentation Works-DFCU, HRRL Pachpadra	Supply And Execution of Electrical, Automation Jobs for Storage Yard and Bf-5 Feeding Conveyors Under JVML
Electrical & Instrument Works For 2G Bio Ethanol	Dangote Cement PLC – Benue Cement Plant, Nigeria	SITC of Electrical LBDS
Electrical work for the proposed Mangalore Terminal Expansion Project (MTEP) At Mangalore, Karnataka State	Installation, Testing, Commissioning and Instrumentation Work-I for Residual Utilities and Offsite facilities for Rajasthan Refinery Project	



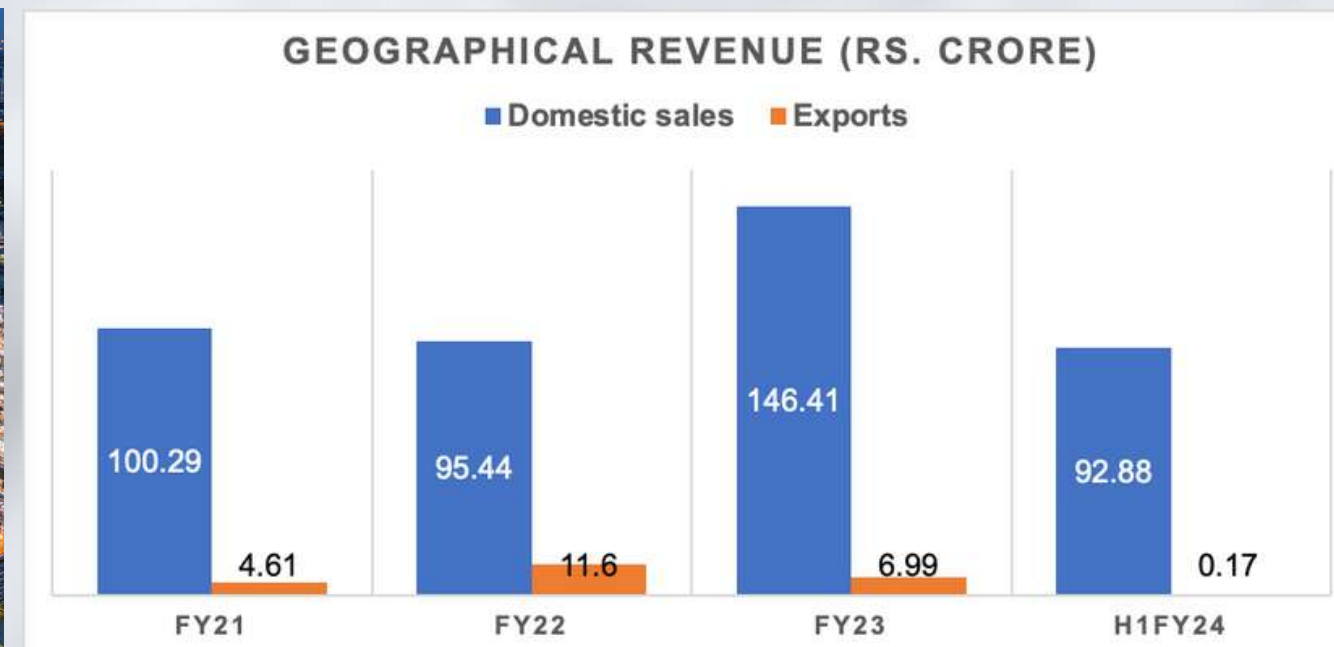
# PROJECT FOOTPRINTS



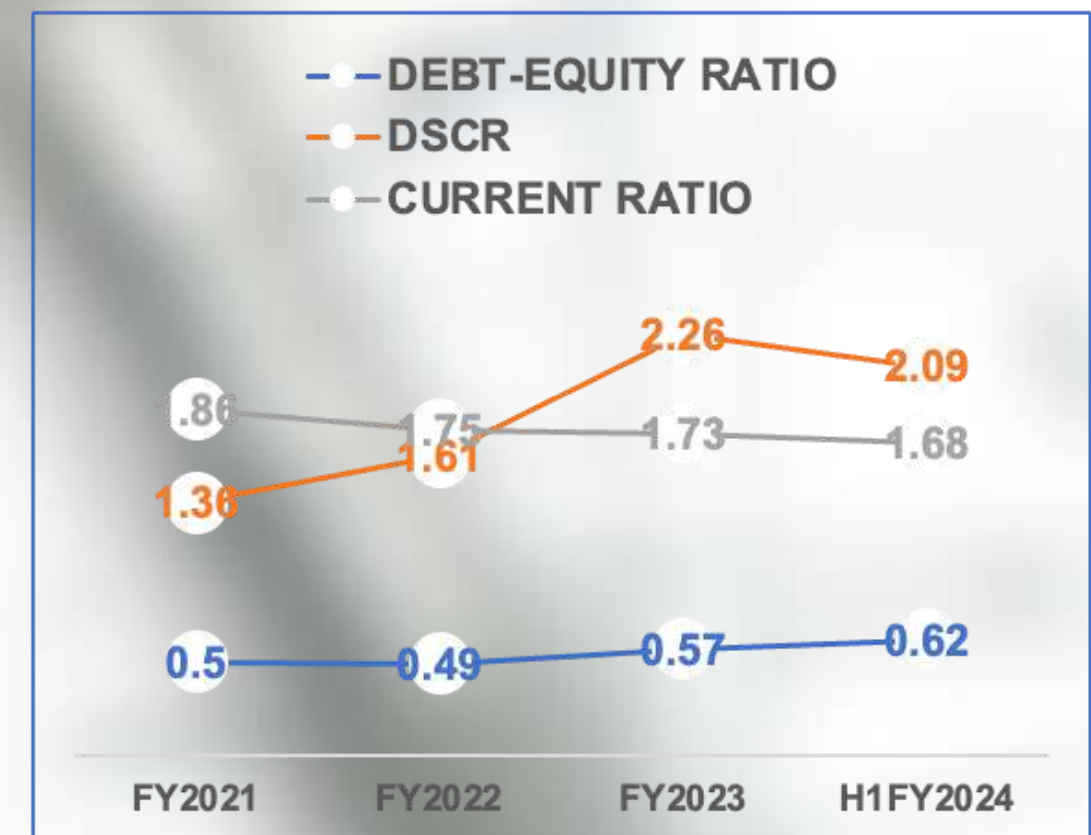
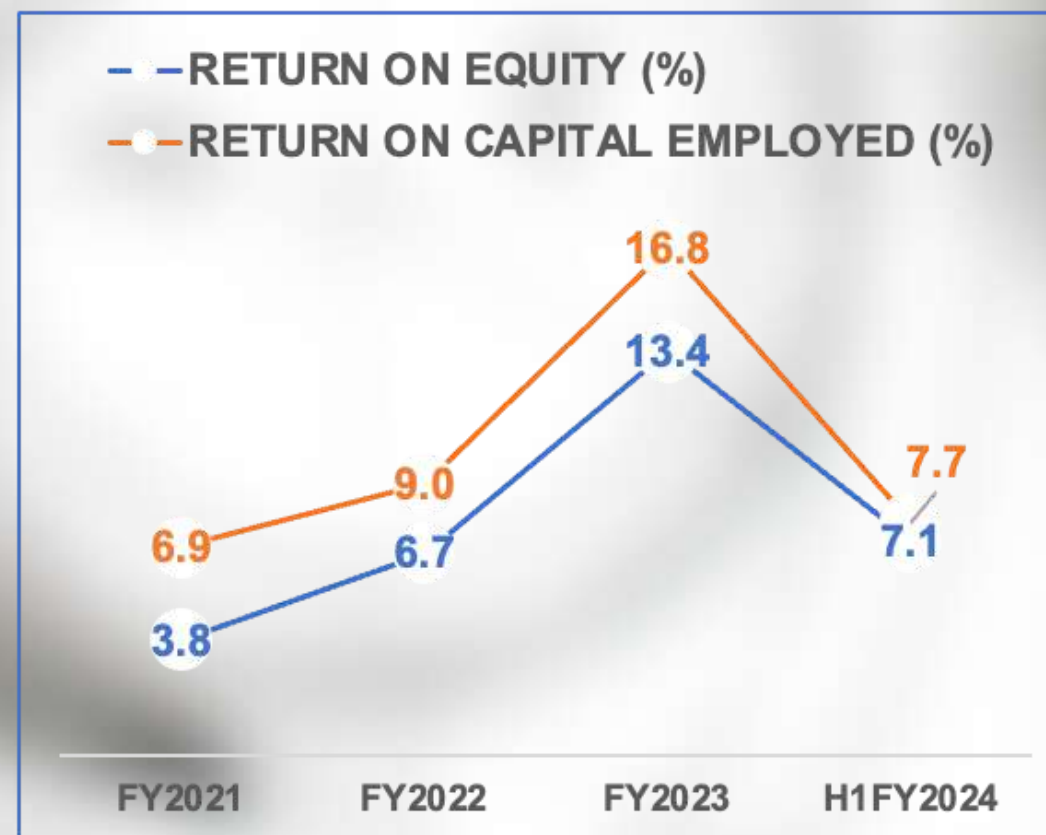
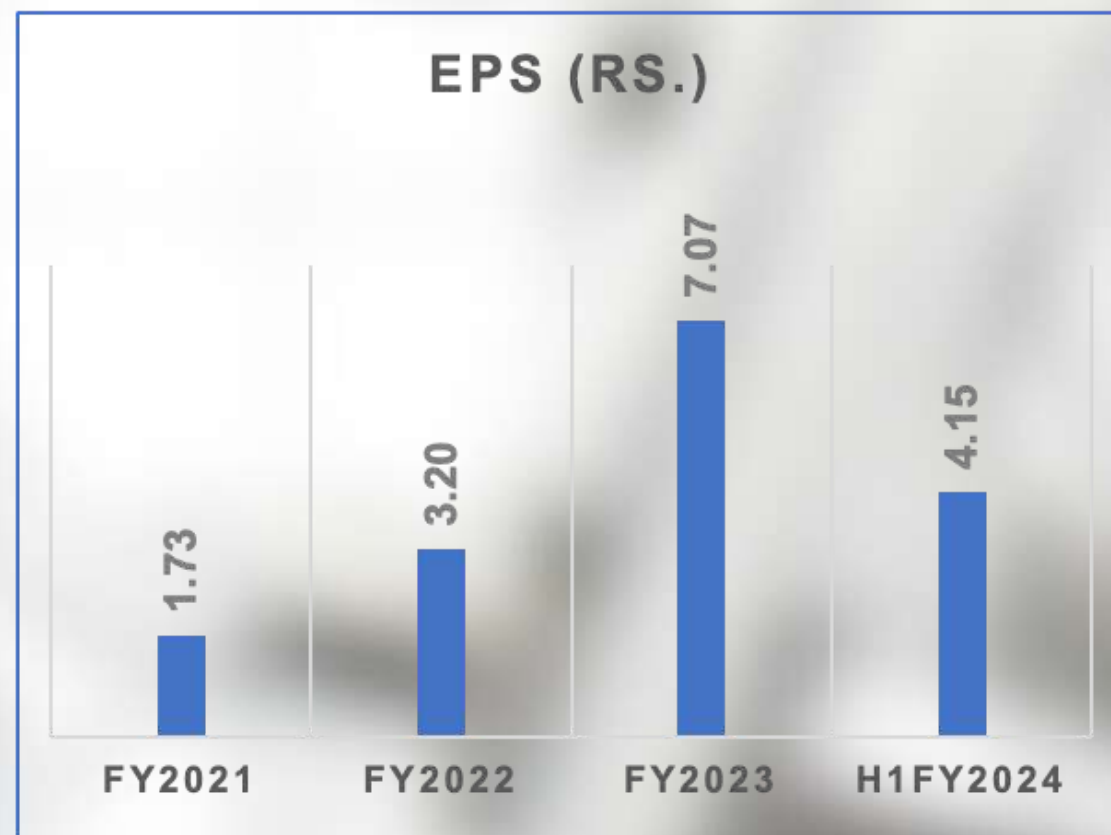
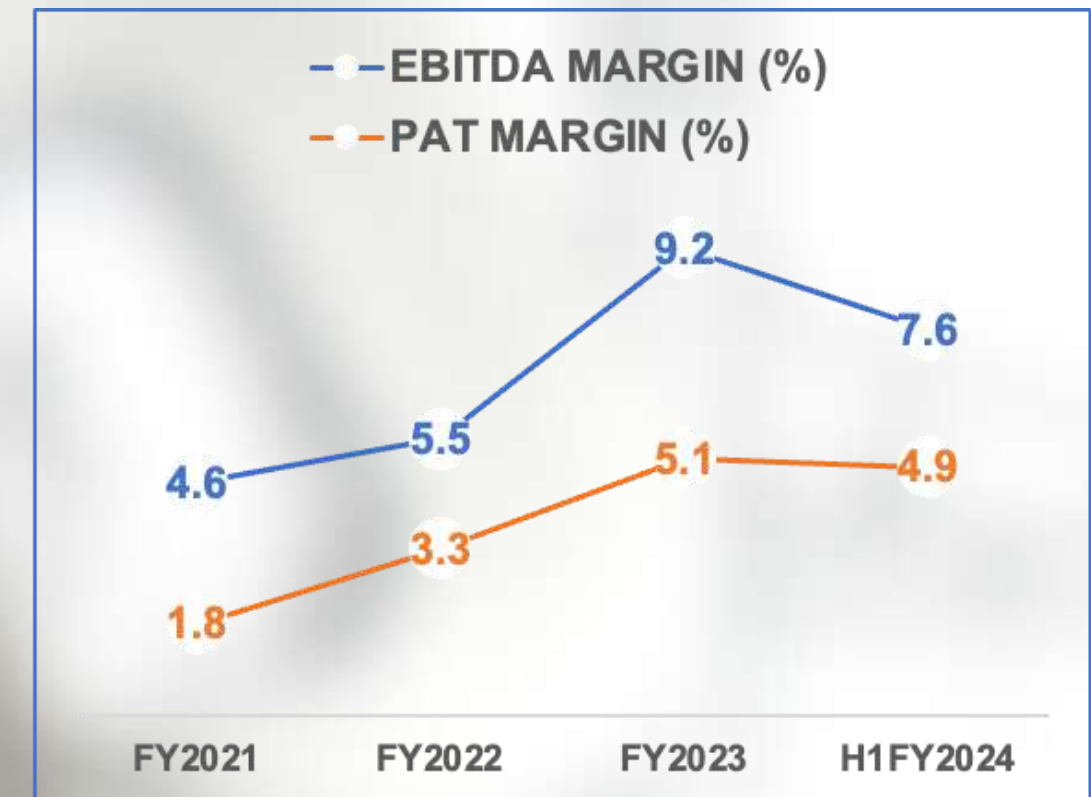
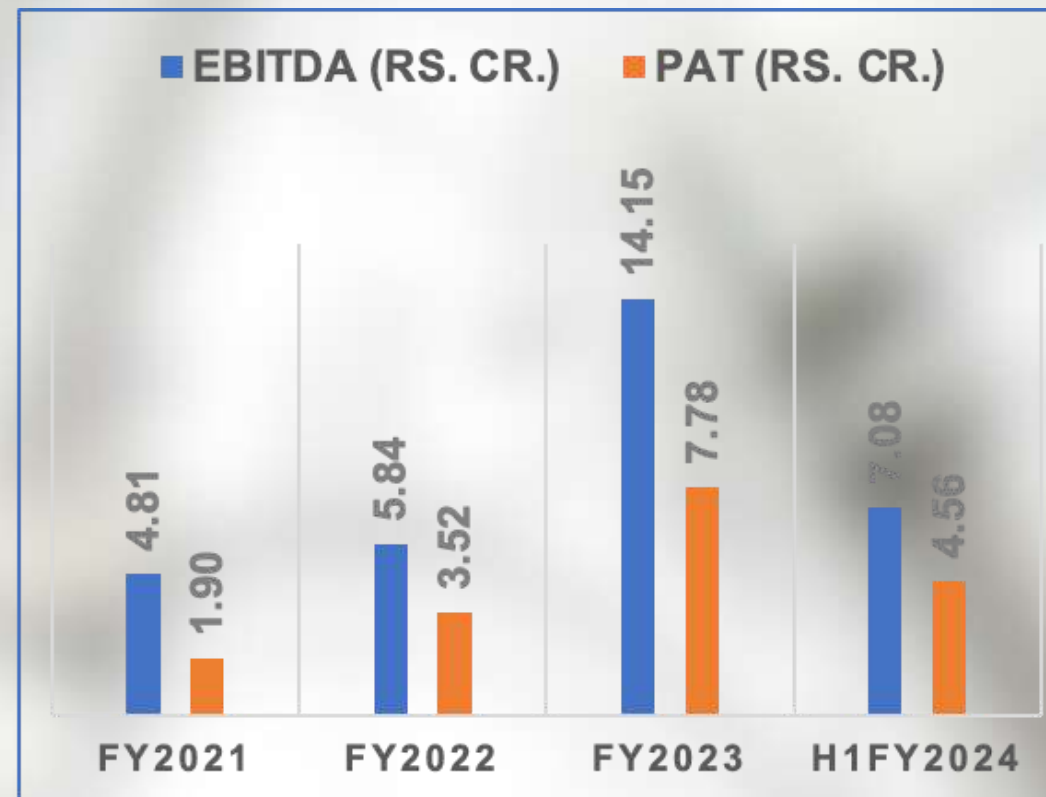
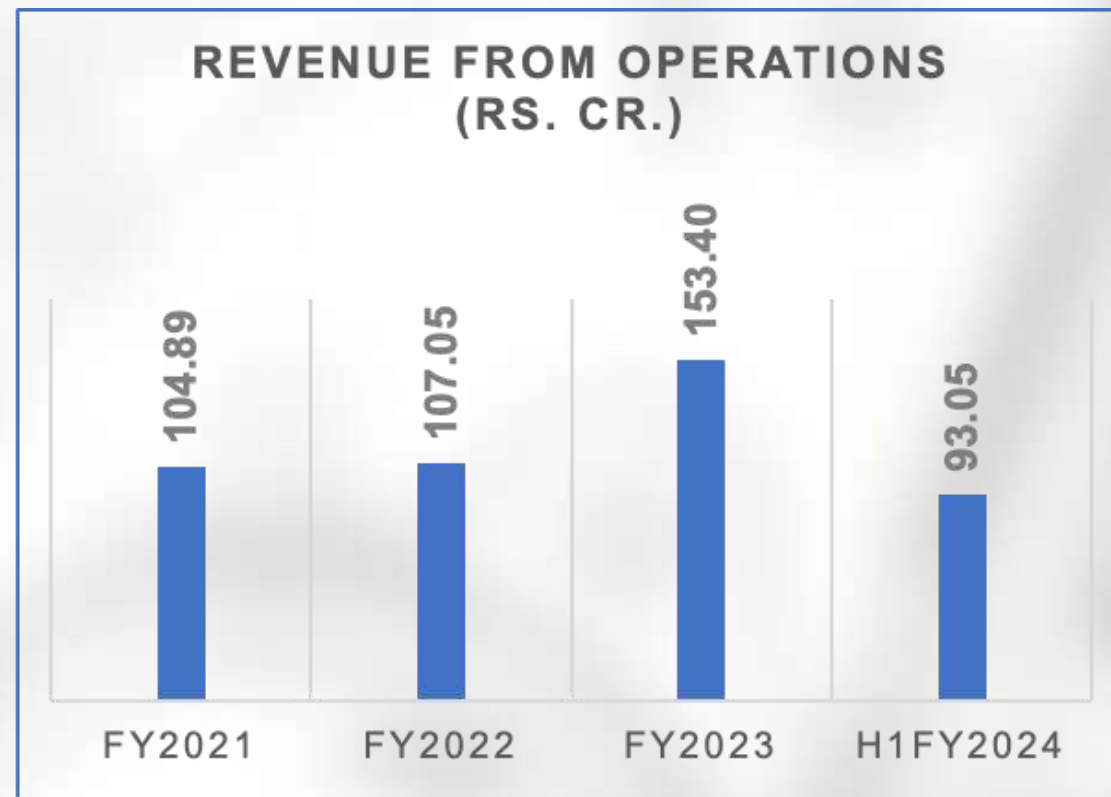
Project execution footprints across geographies















# BUILT MOATS & INVESTED IN POSSIBILITIES





**MAKE IN INDIA. ATMANIRBHAR BHARAT.  
CHINA+1 PLAY. \$10 TRILLION ECONOMY  
VISION. PRIVATE CAPEX EXPECTATIONS.  
STEERING TOWARDS A MANUFACTURING-  
LED ECONOMY. GLOCAL FOCUS ON COST  
EFFICIENCY & QUALITY IMPLEMENTATION.  
SUSTAINABILITY & RENEWABLE ENERGY.**





Executes **projects awarded through tenders** or direct orders received from clients - high clarity on revenue and realisation

Turnaround time of 6-12 months - from project inception to completion - leads to **efficient working capital deployment**

**Skilled professionals** with in-depth knowledge, technical know-how & on-ground experience

A track record of **effective delivery of projects** with varying complexities & scale

**In-house design** setup and owned equipment bank leads to a culture of innovation & customisation

Certified **HSE Personnel** ensure a safe working environment, minimising risks and enhancing operational efficiency

Ability to deliver projects on time & **within budget** leads to repeat business

Strict **compliance** with all applicable laws, regulations, and permits, including Quality, Health, Safety, and Environment (QHSE) policies





# GO WIDE

- Increased focus on executing high-value contracts by improving our pre-qualification
- Capitalise on integrated business offerings to expand revenues and improve margins
- Intensify sectoral leadership in refineries and storage terminals for petroleum products
- Riding the Automation wave across the shopfloors
- Renewable Energy Market entry





# GO DEEP

- Foray into multiple disciplines of EPC contracts while improving the revenue mix towards a higher O&M segment share
- **Improve presence in pan-Indian markets - foray into newer states (in addition to 15 presently) #IndustrialisationInStates**
- Further, deepen leadership and reach across the new-age entities by opting to compete in high-value projects





# GO BEYOND

- Target new international markets - strengthen business operations in Nigeria, Africa and tap the Middle East and North Africa (MENA) region
- Strengthen portfolio of high-margin projects catering to chemical, pharmaceutical and FMCG industries
- Further sustain our leadership by investing in recruiting, training and retaining quality talent across segments of presence





# KEY TAKEAWAYS



# SWOT ANALYSIS



## STRENGTHS

- Experienced promoters
- Qualified team
- Execution capacity with the latest technology & integrated services
- Long-standing client relationship
- Safety and best execution practices
- Almost Pan India reach
- Well-stocked order book

## WEAKNESS

- Working capital intensive business and high debt
- Customer concentration
- Low penetration in private clients

## THREATS

- Technological innovation
- Economic recession
- Natural calamities

## OPPORTUNITIES

- Government spending on Infrastructure Projects
- Expanding with a variety of projects
- Opportunity in the Green Energy Sector
- Adopting technological development





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ENGINEERS LIMITED**

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**THANK YOU.**

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