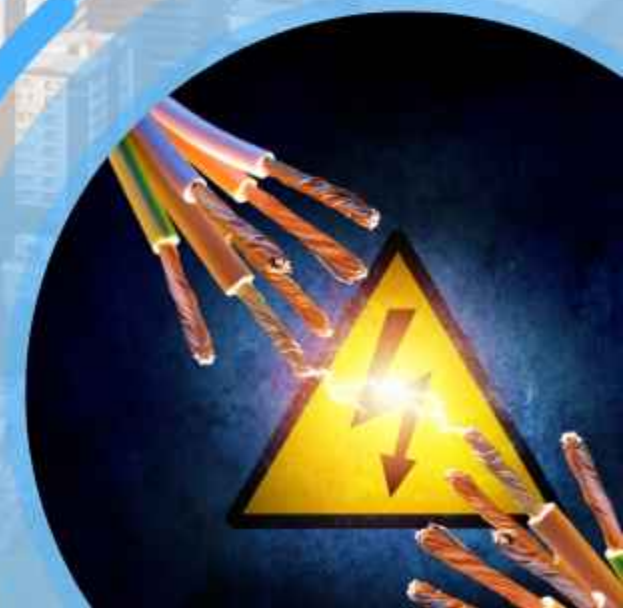
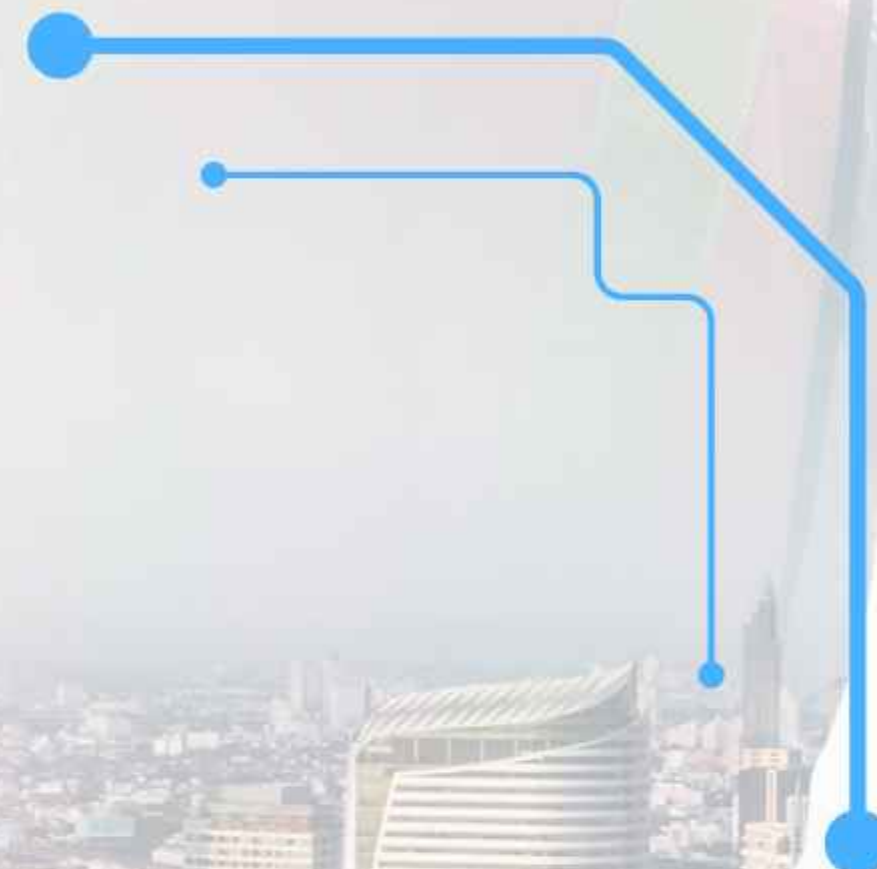
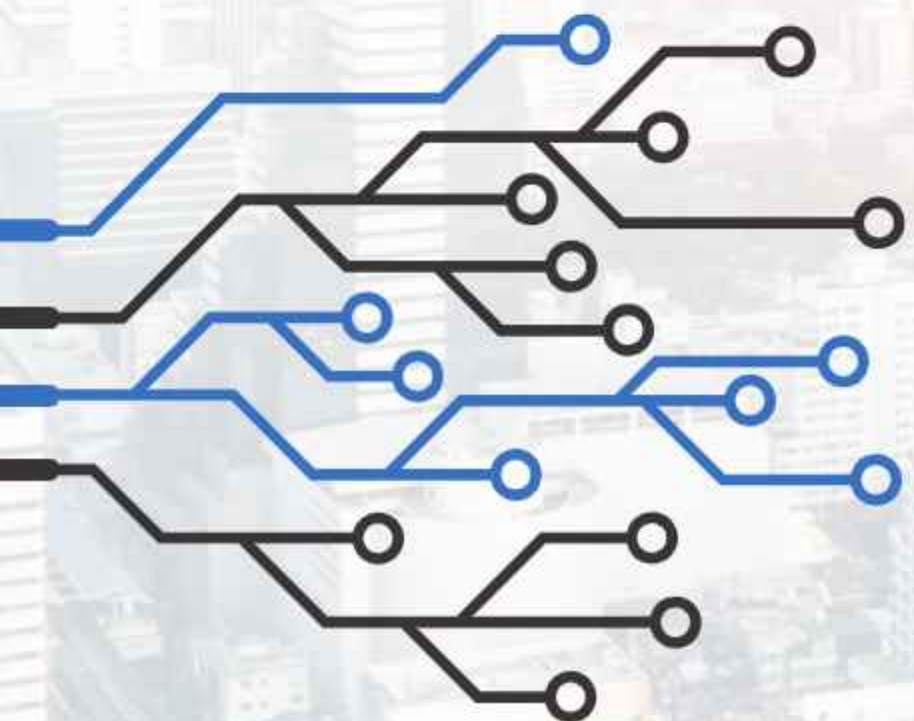


KONSTELEC ENGINEERS LIMITED
INVESTOR PRESENTATION
31-12-2024



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Konstelec Engineers Ltd. has built a strong reputation as an innovative leader in the **EPC sector**, excelling in providing cutting-edge solutions in **Electrical, Instrumentation, and Automation Systems**. As a **licensed electrical contractor**, we are committed to **quality, safety, timely delivery, and cost-effectiveness**. Our expertise spans a broad range of industries, allowing us to address complex challenges with precision and efficiency. Leveraging **advanced technologies** and a highly skilled workforce, we consistently meet the demands of diverse projects.

Our diverse clientele includes industries such as **Oil and Gas, Refinery, Steel, Cement, Pharmaceuticals, Textile, Hospital, Health Care, FMCG, Paints, Defense, Nuclear Power, and Space**, both within India and abroad. Focused on sustainability and industry advancements, we actively pursue opportunities in **renewable energy, Data Centers, smart cities**, and **industrial automation**. Committed to staying ahead of **industry trends** and maintaining a **competitive edge**, we continue to be a trusted partner for clients and investors alike, delivering value across all stages of **project execution**.



KEY FACTS



200+
PROJECTS
COMPLETED

483 CR
UNEXECUTED
ORDER IN HAND
(ON 31/12/2024)

4.39%
PAT
(H1-25)

884
WORKFORCE

188 CR
MARKET
CAP
(ON 06/01/2025)

11.3%
ROE
(TTM Basis)

30
YEARS

16.4%
ROCE
(TTM Basis)

CHAIRMAN'S MESSAGE



At Konstelec Engineers Ltd., we take pride in a legacy that began in 1989 as a design engineering firm and has since transformed into a premier EPC service provider in electrical, instrumentation, and automation solutions. Our evolution reflects our relentless pursuit of innovation, operational excellence, and a client-first approach.

Today, we stand as a trusted partner to global enterprises, consistently delivering world-class solutions tailored to their needs. With a strategic focus on expanding our presence in the Middle East and Africa, we are unlocking growth opportunities in high-potential markets while maintaining our commitment to competitive excellence.

As we look to the future, our vision is clear: to set new benchmarks in the EPC industry by blending cutting-edge technology, sustainability, and robust execution capabilities. We remain dedicated to creating long-term value for our investors and stakeholders by capitalizing on emerging trends and delivering exceptional results.

Together, let us build a future that is as dynamic and impactful as the foundation we've laid.





RECENT HIGHLIGHTS



INVESTMENT HIGHLIGHTS FOR THE YEAR (CAPEX)



OFFICE FURNISHING IN MUMBAI

The company has initiated the furnishing and setup of its new office in Mumbai, marking a significant step towards expanding its presence in the city and enhancing operational capabilities.



STAFF HOUSING FACILITY IN BELLARY

Development work for a dedicated staff housing facility in Bellary has commenced, aimed at improving employee welfare and supporting business growth in the region.



EXPANSION PLANS IN JAMNAGAR

The company is actively exploring options for acquiring new buildings and staff housing in Jamnagar, in line with the increasing demands of the business and to strengthen the workforce in the area.

GROWTH PROSPECTS FOR THE UPCOMING YEARS



RENEWABLE ENERGY PROJECTS

Exploring solar energy projects to support India's renewable energy goals and sustainability initiatives.



WATER TREATMENT SOLUTIONS

Developing advanced water treatment solutions to address the rising demand for clean water and environmental conservation.



RAILWAY INFRASTRUCTURE

Expanding into railway infrastructure development and maintenance to aid in the modernization of the rail network.



DATA CENTER PROJECTS

Venturing into the data center industry to meet the growing demand for data storage and processing.



MAINTENANCE CONTRACTS IN REFINERIES

Targeting long-term maintenance contracts with top Indian refineries to strengthen its industrial services portfolio.



TRANSMISSION & DISTRIBUTION

Strengthening transmission and distribution networks to improve energy efficiency, reduce losses, and integrate renewable energy into the grid.

PROMINENT PROJECT ACCOMPLISHMENTS



ONGOING ICONIC PROJECTS NEAR COMPLETION



INDIAN OIL CORPORATION LIMITED (IOCL): PANIPAT



HPCL-MITTAL ENERGY LIMITED (HMEL): BHATINDA



INDIAN FARMERS FERTILISER COOPERATIVE (IFFCO): GUJARAT



CHENNAI PETROLEUM CORPORATION LIMITED (CPCL)

SUCCESSFULLY DELIVERED PROJECTS



IG PETROCHEMICALS LIMITED (IGPL): TALOJA



NATIONAL THERMAL POWER CORPORATION (NTPC): RAMAM



INDIAN OIL CORPORATION LIMITED (IOCL): SOLAPUR



KUDREMUKH IRON ORE COMPANY LIMITED (KIOCL)



TATA MEMORIAL HOSPITAL: KHARGHAR, NAVI MUMBAI



TOYO ENGINEERING: KOCHI

ORDER STATUS: EXECUTED VS. AWAITING COMPLETION



■ Order in hand on 31.12.2024 (₹ in CR)
■ Order completed upto 31.12.2024 (₹ in CR)

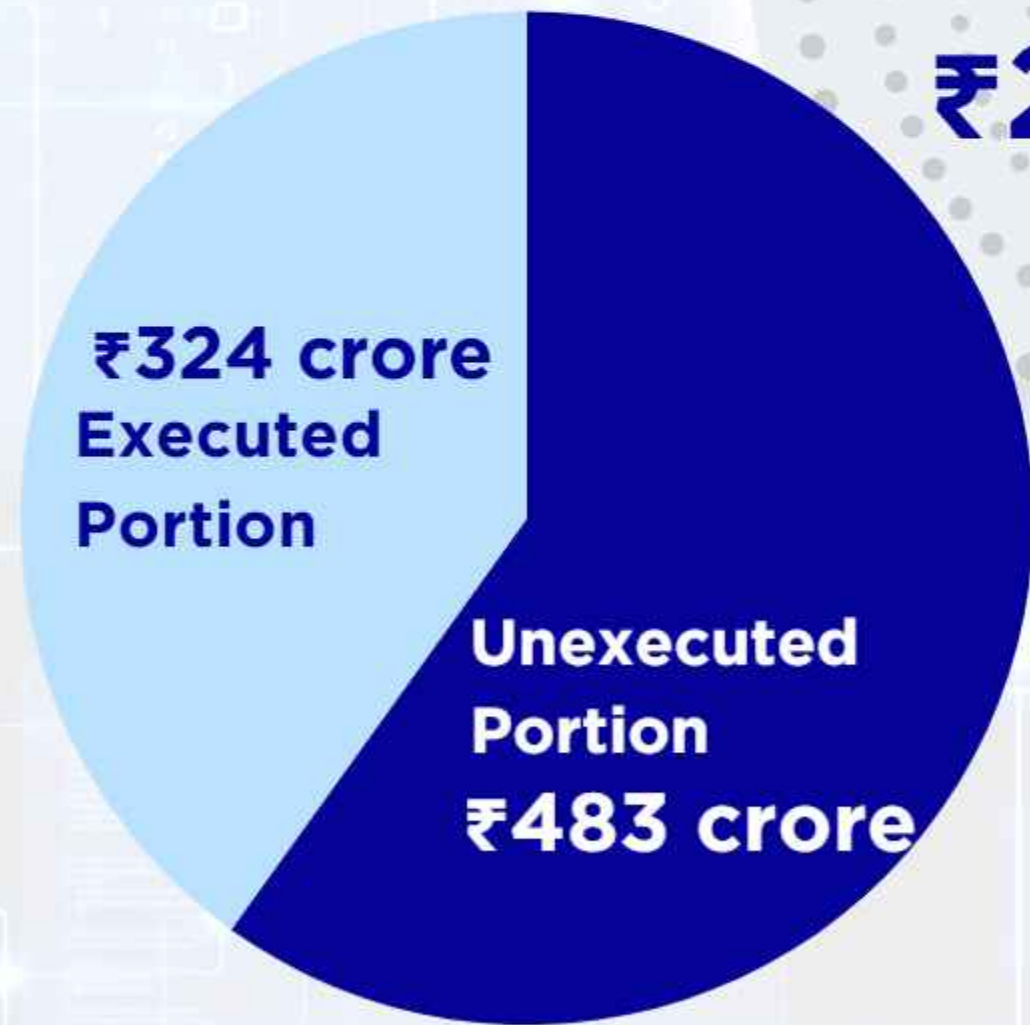
ORDER VALUE



**TOTAL ORDER
VALUE:
₹ 807 Crore**

**TOTAL
UNEXECUTED
VALUE:
₹ 483 Crore**

**TOTAL
EXECUTED
VALUE:
₹ 324 Crore**



The total orders received in
9MFY 2024-25
₹231 crore

The total orders received in
Q3 FY25
₹155 crore

The total orders received in
FY 2023-24
₹225 crore



"EXPANDING HORIZONS: STEPPING INTO THE MENA REGION"

Konstelec Engineers Limited is planning to expand its **presence in Saudi Arabia** as part of its strategic roadmap. The company plans to engage with **local partners** in the region, who are expected to play a key role in guiding its operations and growth. As part of this initiative, Konstelec Engineers Limited intends to establish a **subsidiary** in Saudi Arabia. This expansion is aimed at leveraging the numerous opportunities and benefits that the Saudi market is anticipated to offer.



WHY SAUDI ARABIA?



Saudi Arabia's **Vision 2030** is a comprehensive framework aimed at diversifying the economy and reducing reliance on oil. Key elements of Vision 2030 that are **beneficial for the EPC** (Engineering, Procurement, and Construction) industry include:

Infrastructure Development

Massive investments in infrastructure projects, including smart cities (e.g., NEOM), transportation networks, industrial zones, and renewable energy projects, present significant opportunities for EPC companies.



Energy Sector Expansion

A focus on renewable energy, including solar and wind projects, as well as upgrades to the existing oil and gas infrastructure, creates demand for engineering and construction expertise.



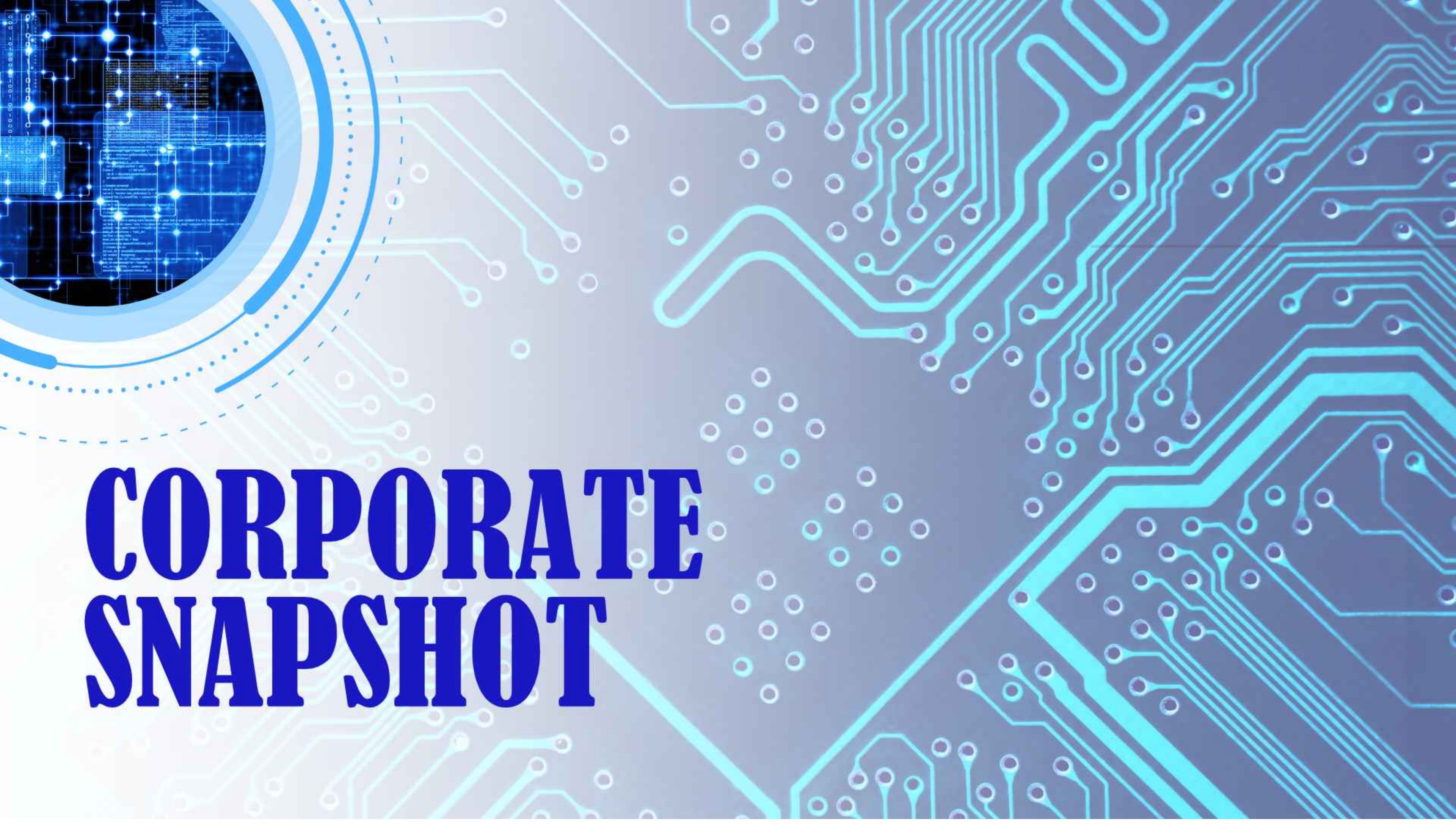
Urban Development and Housing

Plans to build housing units, improve urban living standards, and develop tourism hubs (e.g., the Red Sea Project) open up opportunities for construction, utilities, and infrastructure-focused EPC companies.



Industrial Growth and Localization

Initiatives to develop industrial zones and promote local manufacturing under the National Industrial Development and Logistics Program (NIDLP) align with the expertise of EPC firms in establishing factories, logistics hubs, and supply chains.



CORPORATE SNAPSHOT

VISION, MISSION, VALUE



VALUE



Trust and Integrity Teamwork Customer Satisfaction
Commitment Quality Assurance.

VISION



To establish global leadership in the EPC industry by delivering innovative and high-quality solutions in Electrical, Instrumentation, and Automation systems.

MISSION



To provide safe, reliable, and innovative solutions in the EPC industry, consistently exceeding customer expectations. To foster a secure and supportive work environment for employees. To prioritize client satisfaction throughout project execution while ensuring exceptional value creation.

OUR MILESTONE



- Began operations with **Reliance in Jamnagar** in 1997.
- Started operations with **JSW in Bellary** in 2002.
- Secured the **first ₹1 crore project** from Macon Limited in FY 2002-03.
- Expanded operations to **Nigeria with the Dangote Group** in 2005.

1997-2010



2010-2020

- Incorporated the **company in Nigeria** in 2012.
- Successfully executed HPCL's multi-location (27 locations) electrical construction project under the **M.B. Lal Committee** in FY 2013-14.
- Second-generation leader Mr. Amish Shah joined as **Marketing Head** in 2007.
- Second-generation leader Mr. Jigar Shah joined as **Project Head** in 2016.
- Achieved a **turnover** milestone of **₹100 crore** in FY 2019-20.

Continued growth and operational **expansion** across projects.

2021



2022

Achieved a turnover of **₹150 crore** in FY 2022-23.



2023

Reached a turnover milestone of **₹200 crore** in FY 2023-24.



2024

- **AMNS** (ArcelorMittal Nippon Steel Limited) secured a significant work order in Hazira.
- Talchar Fertilizer Limited **onboarded** with a major project.
- **NALCO awarded** new contracts for instrumentation and electrical work.

SERVICES WE PROVIDE



Engineering & Design

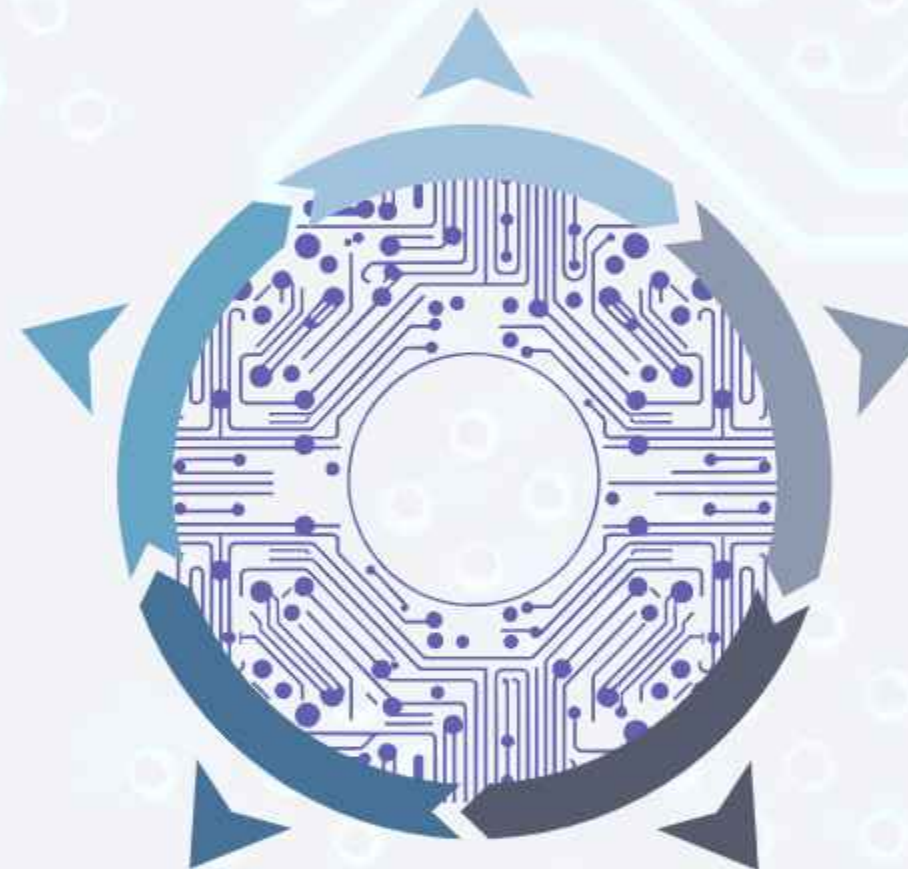
- Comprehensive review of engineering packages and designs.
- Preparation and material takeoff generation while ensuring regulatory compliance.

Procurement

- Vendor evaluation, tender management, and bid analysis.
- Purchase order issuance, inspection, and timely delivery management.

Project Management

- Strategic planning, cost optimization, and resource allocation.
- Ensuring compliance with client standards and regulatory guidelines.



Operation & Maintenance

- Proactive equipment upkeep, preventive maintenance, and emergency support.
- Routine inspections and operation of electrical and instrumentation systems.

Construction & Commissioning

- Efficient planning, material management, and resource deployment.
- Quality assurance, safety compliance, testing, and seamless project handover.

GEOGRAPHICAL FOOTPRINTS



NIGERIA



INDUSTRIES WE ADDRESS



OIL & GAS



REFINERIES



SPACE



PETROCHEMICALS



TEXTILES



**INDUSTRIAL
INFRASTRUCTURE**



PAINT



**WATER &
WASTEWATER
TREATMENT**



NUCLEAR POWER



CHEMICALS



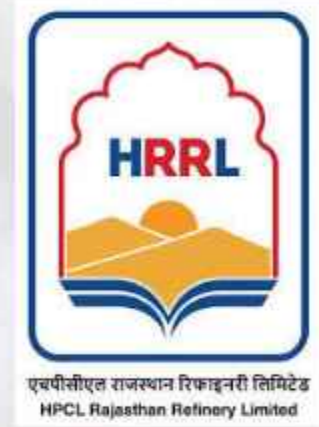
CEMENT



**MARINE &
INFRASTRUCTURE**



CLIENTELE



CREDENTIALS OF RECOGNITION



ISO 9001:2015

Certificate of Registration

This is to Certify that
Quality Management System of

KONSTELEC ENGINEERS PVT. LTD.

308, CREATIVE INDUSTRIAL ESTATE, SUNDER NAGAR LANE -2, KALINA
SANTACRUZ (EAST), MUMBAI - 400098, MAHARASHTRA, INDIA

has been assessed and found to conform to the requirements of

ISO 9001:2015

for the following scope :

CONSULTING ENGINEERS & EPC CONTRACTORS.
IAF CODE : 28

Certificate No	: 23IQLB34	Issuance Date	: 27/02/2023
Initial Registration Date	: 27/02/2023	1st Surv. Due	: 27/01/2024
Date of Expiry	: 26/02/2026	2nd Surv. Due	: 27/01/2025

(Signature)
Director

AQC GLOBAL LLC

Head Office: Office No. 02, Ground Floor, Sharjah Media City, Sharjah, UAE. e-mail: info@aqcworld.com.
Key Location: A-60, Sector - 2, Noida, Uttar Pradesh, 201301, India.
**Validity of the Certificate is subject to successful completion of surveillance audits on or before of due date. In case surveillance audits is not allowed to be conducted, this certificate shall be suspended/withdrawn.*

EXCELLENCY AWARD

This Certificate is presented to
M/s. Konstelec Engineers Limited
In appreciation for Outstanding performance,
Everlasting contribution and excellence in safety.
During Year 2023-24.

(Signature) *(Signature)* *(Signature)*
 Shri. Akhilesh Agrawal (DGM-HPCL) Shri. Tej Narayan Yadav (RCM-TEN) Shri. Harpreet Chava (HSE Lead-TEN)

March, 2024
Date



नालको NALCO

CERTIFICATE OF APPRECIATION

4th March, 2024

Alternative Arrangement for Sourcing of Essarite from Franchpatnali Mines & Stream of Alumina Refinery, Damanjodi, NALCO (Odisha)

This Certificate is Proudly Presents to

Mr. Rakesh Das
For Best Conscious Safety Officer

(Signature) *(Signature)* *(Signature)*
 Signature of GM(Mech.) NALCO Signature of GM(Mech.) S&S Dept. NALCO Signature of GM(Projects) NALCO

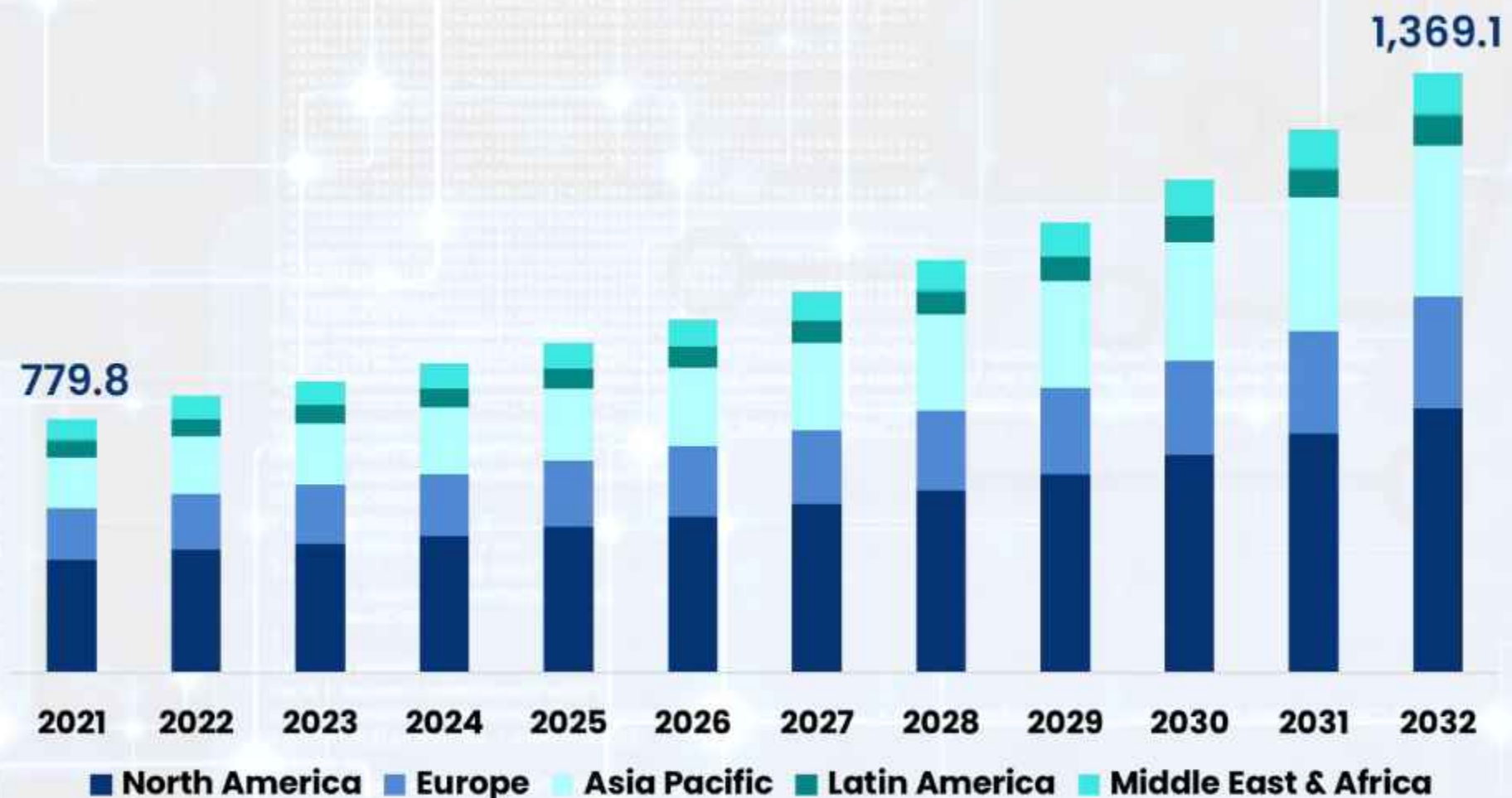


INDUSTRY OVERVIEW



The **EPC** sector in **Electrical, Instrumentation, and Automation** Systems is crucial to the growth of infrastructure across industries such as energy, manufacturing, and utilities. With global infrastructure spending expected to surpass **\$4 trillion** annually by 2025, the demand for advanced electrical and automation systems is on the rise. The transition to **renewable energy** and the integration of **smart technologies** like IoT and AI are further driving this growth, with the industrial automation market projected to reach **\$300 billion** by 2025. This sector is essential for delivering efficient, sustainable, and innovative solutions in large-scale projects.

EPC (Engineering, Procurement, and Construction) Market Size, By Region, 2021 – 2032 (USD Million)



Source : www.datahorizonresearch.com



FINANCIAL SNAPSHOT

PROFIT AND LOSS



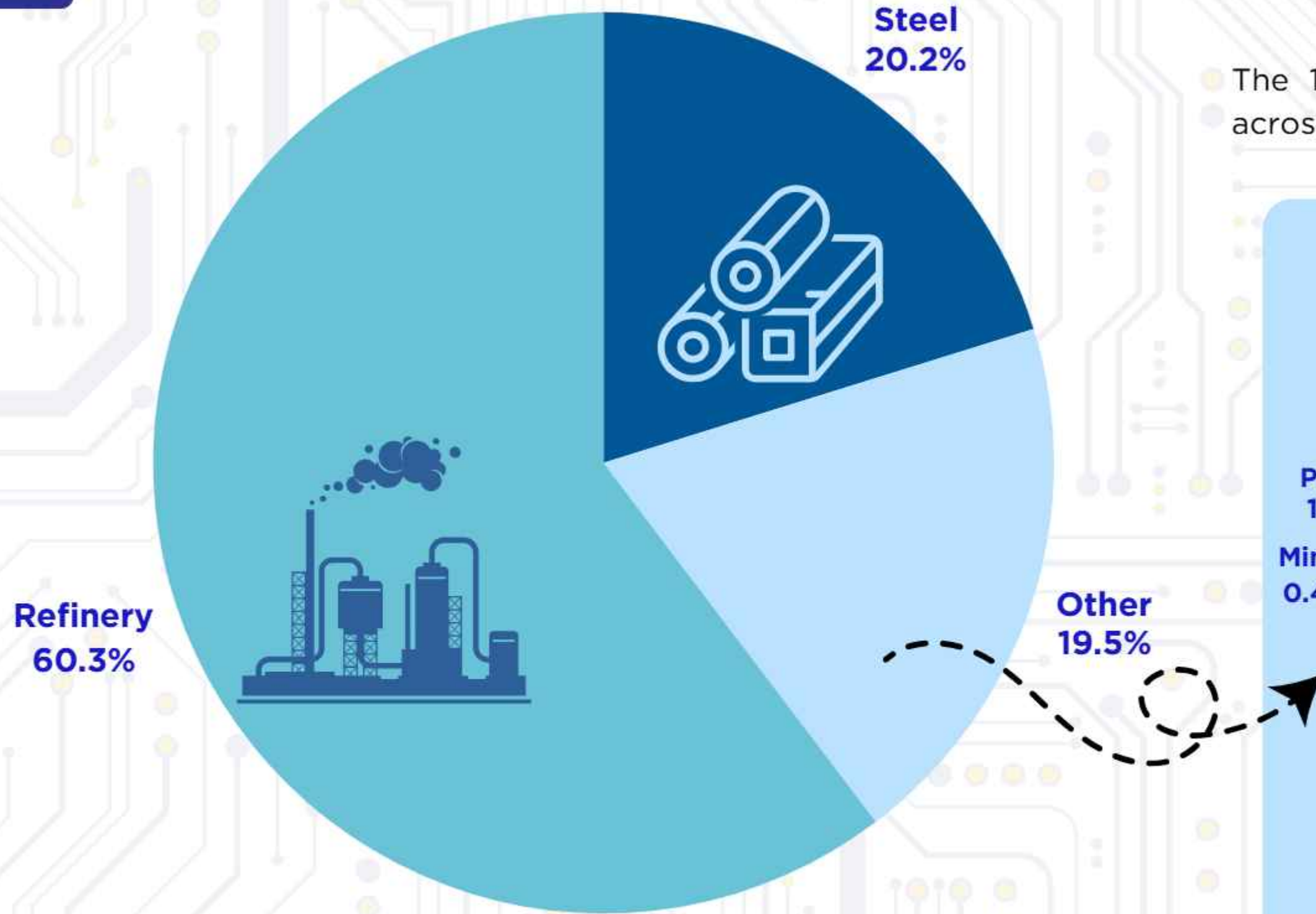
Particulars	H1-25	H1-24	H2-24	HOH%	FY24
Revenue from operations	8,444.46	9,298.13	12,233.40	-9%	21,531.53
Other income	90.61	128.78	80.02	-30%	208.8
Total income	8,535.07	9,426.91	12,313.42	-9%	21,740.33
Total expenses	7,642.26	8,553.99	11,160.06	-11%	19,714.05
EBITDA	892.81	872.92	1,153.36	2%	2,026.28
EBITDA Margin	10.57%	9.39%	9.43%	13%	9.41%
Dept	50.44	47.32	51.39	7%	98.71
EBIT	842.37	825.60	1,101.97	2%	1,927.57
Finance Cost	334.38	292.77	418.63	14%	711.4
PBT	507.99	532.83	683.34	-5%	1,216.17
Tax Expense	137.32	243.42	80.68	-44%	324.1
PAT	370.67	289.41	602.66	28%	892.07
PAT Margin	4.39%	3.11%	4.93%	41%	4.14%
Earnings Per Share (Basic and Diluted)	2.45	2.63	4.99	-7%	7.62

BALANCE SHEET

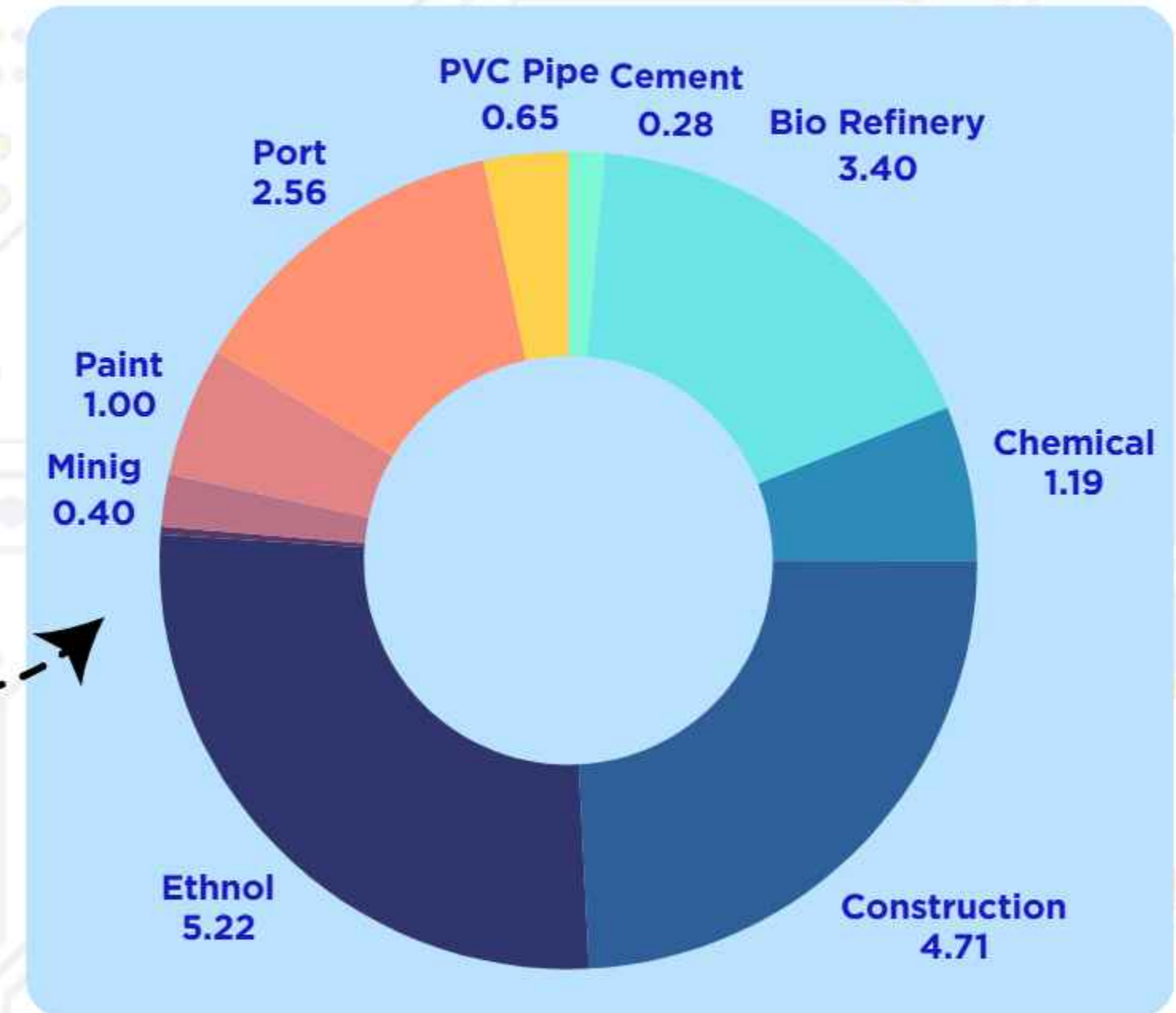


Particulars	Sep-24	Mar-24
Equity Capital	1,510.00	1,510.00
Reserves	8,253.17	7,891.68
Borrowings	4,902.97	4,505.26
Other Liabilities	5,432.24	6,677.31
Total Liabilities	20,098.38	20,584.25
Fixed Assets	904.39	860.00
CWIP	25.00	-
Investments	5.00	81.77
Other Assets	19,163.99	19,642.48
Total Assets	20,098.38	20,584.25

REVENUE AND ORDER BOOK BY INDUSTRY: PERCENTAGE INSIGHTS



The 19.47% of revenue from Other Sectors is distributed across various industries, as shown in the breakdown below.



The Refinery (60.33%) and Steel (20.2%) sectors together account for 80.53% of the total revenue, with the remaining 19.47% classified as "Other Sectors," detailed in the next chart.



FINANCIAL ANALYSIS



PAT

A remarkable 28% increase in PAT reflects robust bottom-line growth, driven by enhanced profitability and optimized cost management strategies.

RESERVES

A growth in reserves, highlighting strong earnings retention and enhanced financial strength.

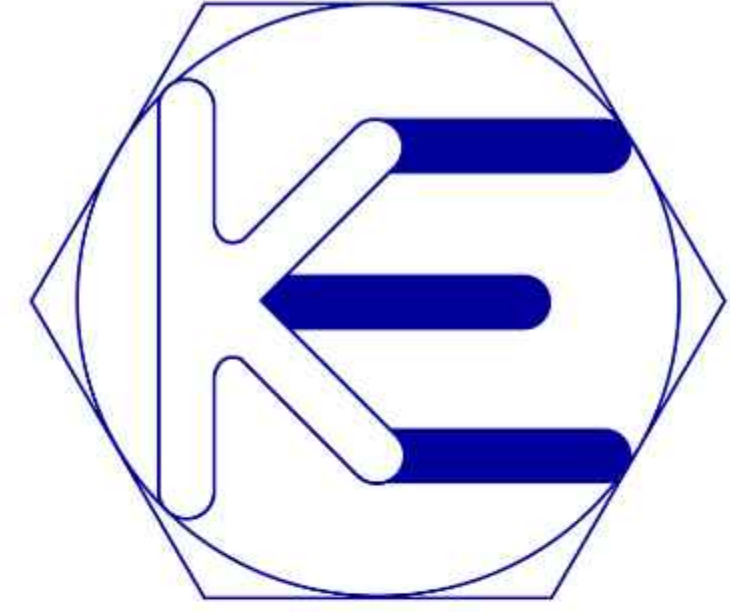
EBITDA

EBITDA grew by 2%, highlighting consistent operational performance with focused improvements in efficiency and cost control.

Fixed Assets

An expansion in fixed assets, signifying growth in physical infrastructure and strategic capital investments.






THANK YOU

KONSTELEC ENGINEERS LIMITED.

 **308, Creative Industrial Estate,
Sunder Nagar Lane No. 2 kalina,
Santacruz East, Vidyanagari,
Mumbai, Maharashtra, India. 400098**

 **022-43421500**

 **kepl@konstelec.com**



FINPORTAL

— We Augment Your Wealth —



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