



# EMC LTD.

*SPANNING POWER GLOBALLY*

**Since 1953**



## Our Vision

Setting the standard of excellence in modern power systems globally.

## Our Mission

To be a global provider of outstanding, end-to-end integrated power solutions in transmission lines, sub-stations, and balance of plant projects through state-of-the-art technology, supported by experienced professionals, thereby enhancing scalability, providing clean energy, expanding business and empowering lives.



**INTRODUCTION**

**INDUSTRY OUTLOOK**

**ABOUT EMC**

**COMPETITION AND EMC'S POSITION**

**FUTURE ROADMAP AND CSR INITIATIVES**

**ORDER BOOK & FINANCIALS**

## Strong Foundation

- Electrical Manufacturing Company Ltd. now known as “EMC”.
- Established in 1953, EMC has **more than 55 years of experience** in the transmission sector.
- EMC **qualified for all segments** in the T&D sector.

## A Leading Player

- **Offers complete turnkey solutions** in the field of power transmission systems and associated sub-systems.
- In the **elite group of companies qualified to execute 765kV** transmission line projects.
- **Qualified & experienced** for up to **765kV sub-stations** and industrial power systems.
- In-house manufacturing facilities: conductors and hardware along with towers & tower test bed.

## Strong Execution Capabilities

- Built over **11,000 kms** of transmission lines of up to **765kV**.

## High Margin Business

- Huge market opportunity in the **premium 400kV – 765kV segment**.
- High entry barriers and minimal competition, therefore revenue and **margins are high**.
- EMC among very **few players (6-7)** operating in this segment.

## Talented Human Resource

- Highly experienced professionals from the EPC industry.
- It has a strong team of more than 150 talented engineers.
- Organisational strength of over 1500 employees in total.

Being an established player in the Power Systems industry with turnkey solutions, excellent project execution and skilled manpower, EMC has great advantage over the new entrants and other established players in the sector.

# MILESTONES & ACHIEVEMENTS



1<sup>st</sup> Batch to sign PPA with NTPC Vidyut Vyapar Nigam Ltd. for setting up a 5 MW Solar Power Plant in UP under JNNISM

2011

Completed 400kV sub-station at Pirana for PGCIL

2011

Completed one of the first 765kV Single Circuit lines & bagged one of the first 765kV Double Circuit Line order in India

2009 -  
2010

1<sup>st</sup> company in India to carry out stringing of OPGW in India

1995

1<sup>st</sup> company in India to obtain ISO certification for Transmission Lines

1994

Ventured into civil work for Coal & Ash Handling, Boiler erection at Power Plants

1983

1<sup>st</sup> company in India to supply 400kV Hardware Fittings & Accessories to NTPC

1980

1975

Hardware Fittings & Accessories division established

1973

The 1<sup>st</sup> 132kV line in the Snow Zone above 9000 ft in Jammu & Kashmir

1971

Exported first lot of towers to Kuwait

1969

Tower Testing station in Naini, Allahabad established

1967

1<sup>st</sup> company in India to have in-house Design facility

1960

1<sup>st</sup> Transmission Line tower factory was established

1955

Conductor factory set up followed by an Extrusion & Forging unit

1953

Company established

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# RAPID ECONOMIC GROWTH



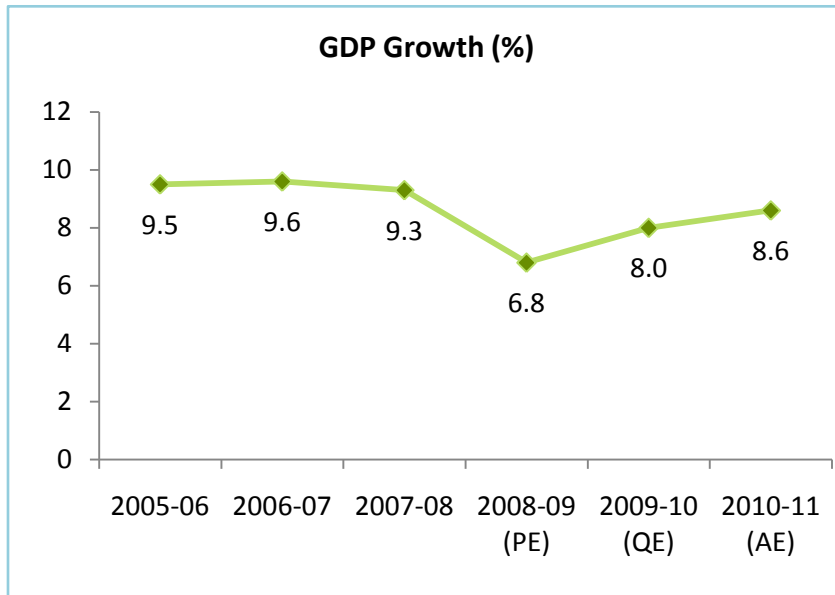
Rapid Economic Growth

Need Power for Sustained Economic Growth

Driving the Demand for Transmission for Evacuation

A Huge Opportunity for the Established Transmission Players

## Rapid Economic Growth (2010-11)



— Growth Rate (%) Source: India Economic Survey 2010-11

PE – Provisional Estimates / QE – Quick Estimates  
/ AE – Advanced Estimates

- At a 8.6% growth rate, India is the second fastest growing economy in the world after China.
- In the 2010-11 budget, the Indian Finance Minister has targeted returning to the pre-crisis growth rates of 9% as soon as possible and sustaining it in future.

Sustainable growth critically depends on the macro economic environment coupled with infrastructural development.

# NEED POWER FOR SUSTAINED ECONOMIC GROWTH



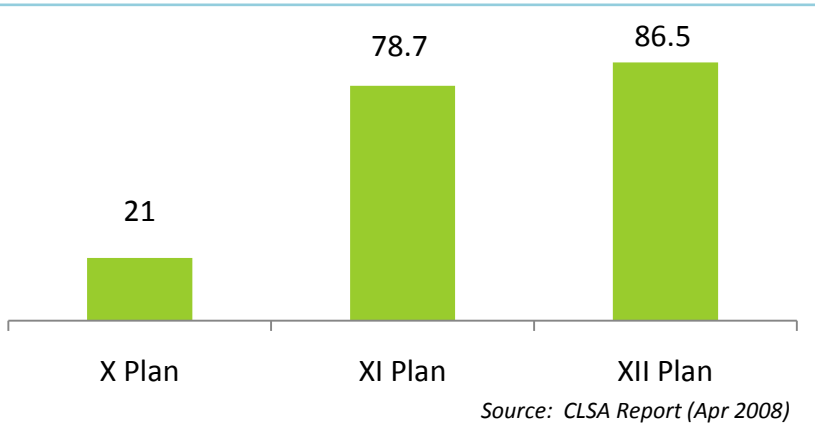
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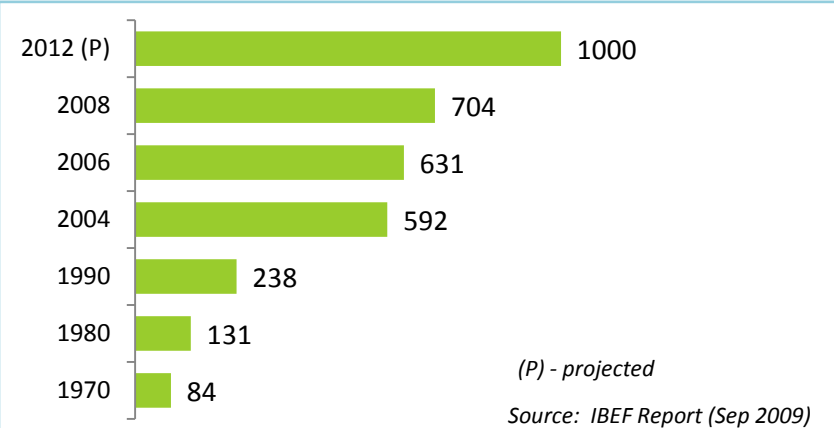
Driving the Demand for Transmission for Evacuation

Opportunity for EMC

## Estimated Generation Capacity Addition (GW)



## Trend in Per Capita Consumption (KWh)



- Targeted per capita consumption of 1,000KWh by end of 2012.
- 11% Energy shortage recorded in 2008-09.

- According to IBEF annual GDP growth rate of 9% would necessitate a 10-11% growth rate in the power sector.
- Government mission "Power For All By 2012"
  - Requires 200 GW installed generation capacity by 2012.
  - will require large scale addition of regional and inter -regional transmission lines for evacuation.

# DRIVING THE DEMAND FOR TRANSMISSION FOR EVACUATION



Rapid Economic Growth

Need Power for Sustained Economic Growth

Driving the Demand for Transmission for Evacuation

Opportunity for EMC

## Status of Transmission Lines in Circuit Kilometers (cKms)

Transmission Lines	Target up to 11 <sup>th</sup> plan March 2012	Existing: March 2010	12 <sup>th</sup> Plan Estimate
765kV	7,850	3,563	25,000
HVDC +/-500kV	7,432	7,452	5,000*
400kV	125,000	97,353	50,000
230/220kV	150,000	128,099	40,000
Total Trans. Line	290,282	236,467	120,000

\*Includes HVDC +/- 800kV

Source: CEA (Mar 07), IEEMA (Nov 2010)

- The sector has registered growth of 10% in 2008-09.
- T&D losses continue to be on the higher side. (approx 18-50%).
- The present investment in Generation and T&D Sector is 1:0.5 as against the desired ratio of 1:1.
- At present, transmission line additions are mostly being carried out at higher voltage.

- As per 'IEEMA' the anticipated requirement of transmission lines in 400kV segment will be highest in the 12<sup>th</sup> Plan.
- Large investments expected in the T&D sector development in order to match the power generation capacity.

# DRIVING THE DEMAND FOR TRANSMISSION FOR EVACUATION



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## India's Expected Spending (Rs. in bn) – T&D Sector

Particulars	10 <sup>th</sup> Plan	11 <sup>th</sup> Plan
Power Grid Corporation India Ltd.	182	550
Other Central Utilities & Private Utilities	20	200
State Utilities	290	650
<b>Total Spend for Transmission Line</b>	<b>492</b>	<b>1,400</b>
RGVVY	97	163
APDRP	170	516
<b>Total Domestic Spending</b>	<b>759</b>	<b>2,079</b>

Source: Crisil

## Transmission Utilities Business Scenario

### Power Grid (CTU) Business Scenario

- Network presently carries over 45% of the total power generated in India; this is expected to increase to 60% by 2012.
- Total 38050MW inter-regional power transfer capacity of 220kV & above targeted by the 11<sup>th</sup> Plan.
- Adopted transmission system with higher voltages to cut losses and minimise ROW requirements.

### State Transmission Utilities (STU) Business Scenario

- Revamping and upgrade of existing transmission systems.
- The majority of new projects are 400kV voltage ratings.
- Unbundling of SEBs have occurred in 15 states.
- Setting up high capacity intra-state power transmission systems to address rapid industrialisation and growing power needs.

- Expected spending of Rs. 2,079 bn in the T&D Sector under the 11th Plan.
- In the 12th plan PGCIL plans to spend Rs. 1,200 bn for enhancing the capacity of the interregional transmission grid and building a High Capacity Transmission Corridor (HCTC).
- Huge plans for the inter-regional and intra-state power transfer capacity.

# OPPORTUNITY FOR EMC

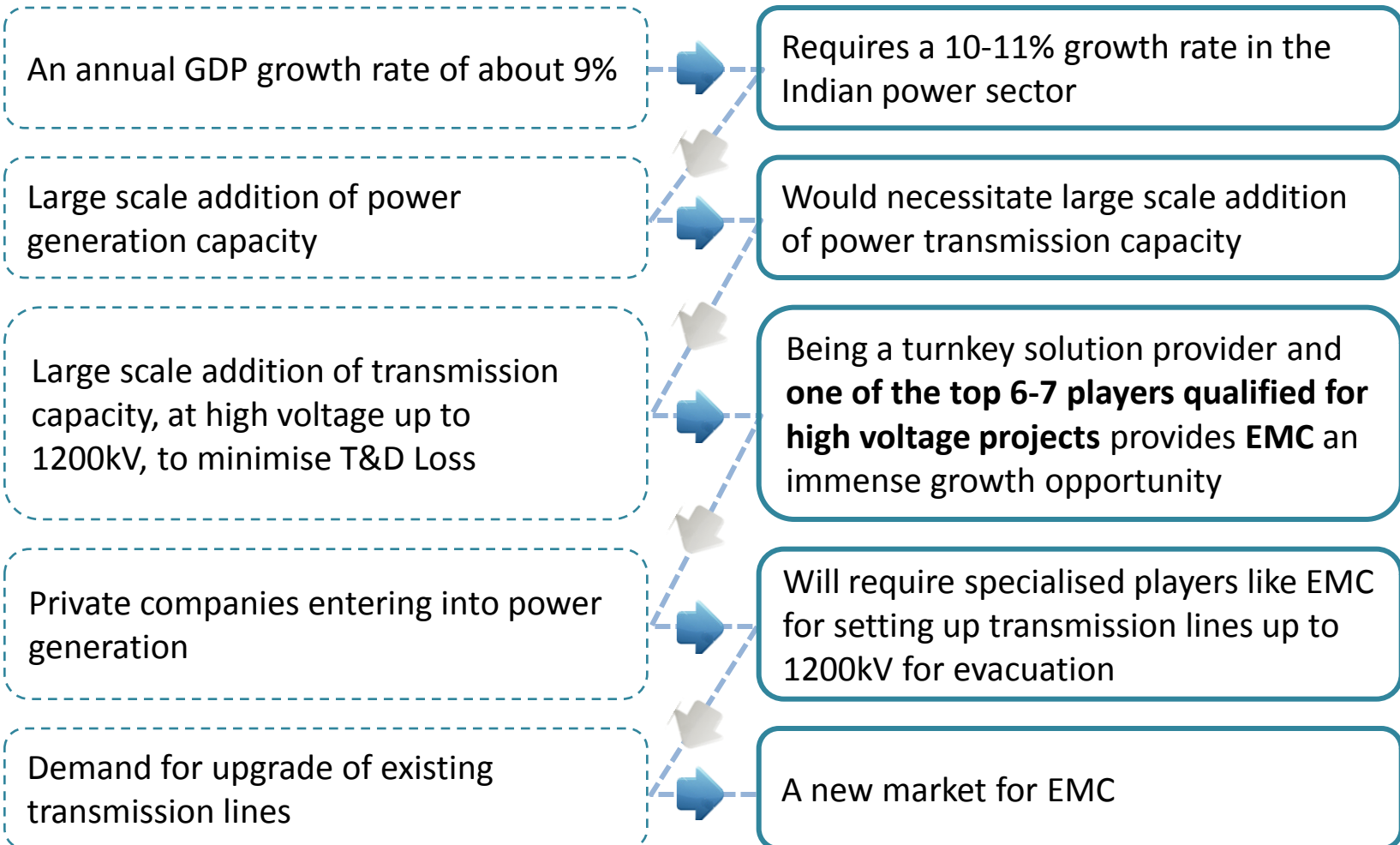


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# OPPORTUNITY FOR EMC



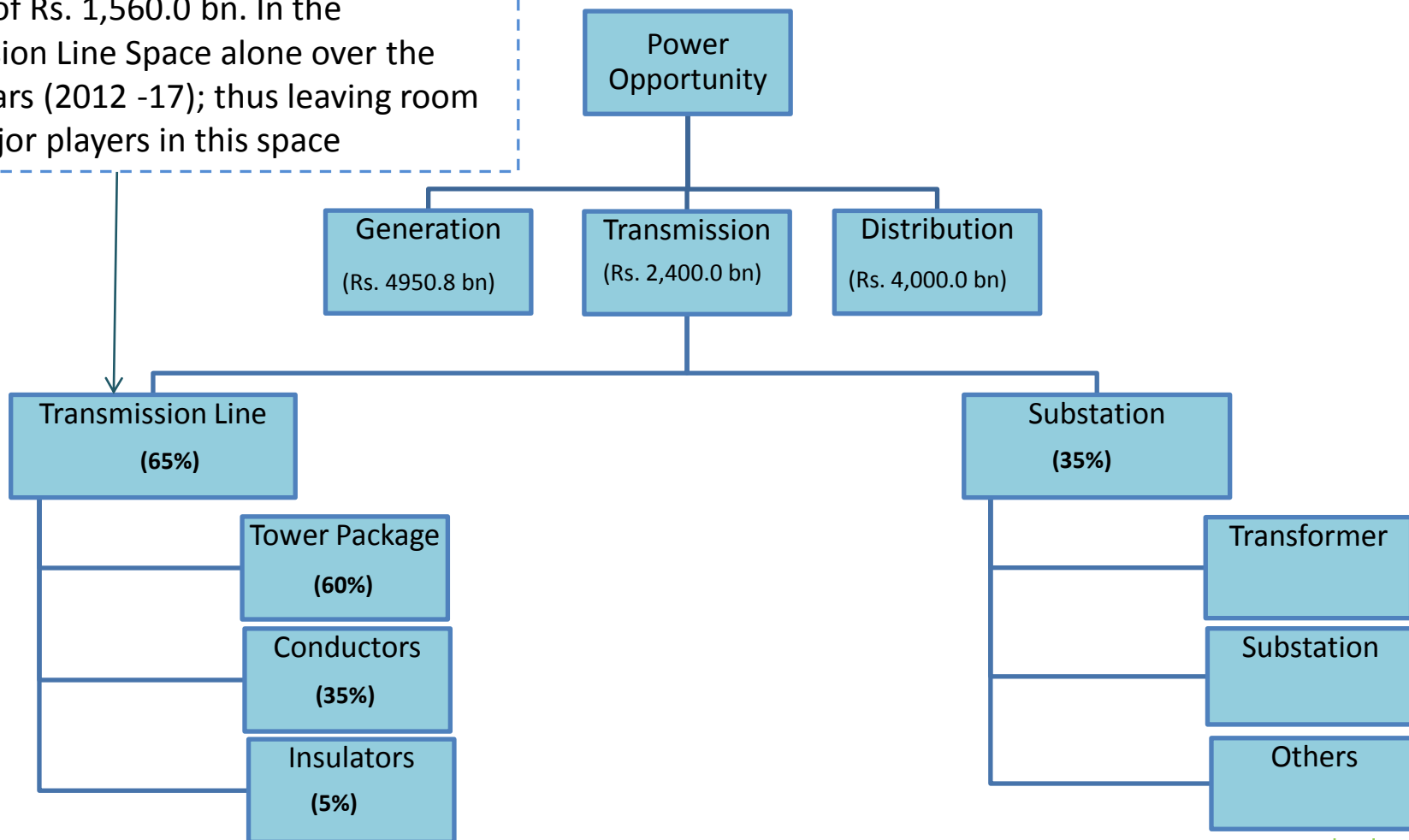
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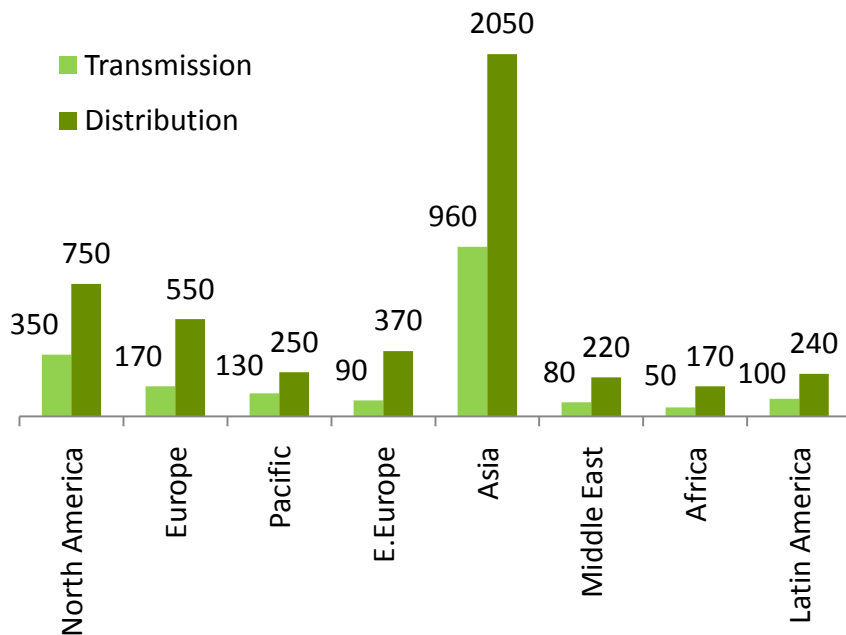
This effectively translates into a large universe of Rs. 1,560.0 bn. In the Transmission Line Space alone over the next 5 years (2012 -17); thus leaving room for all major players in this space



# OPPORTUNITIES IN THE GLOBAL TRANSMISSION SECTOR



## T&D Investments Globally Over 2007-13E (US\$ bn)



Source: IEA World Energy Outlook Report, 2009

## Opportunities in the International Market

- Growth in international market is expected to be driven by investments in
  - Interconnection projects and transmission projects for new generation capacities
  - Replacement demand in the next 5-7 years
- According to International Energy Association (IEA) world energy consumption to grow to 2,8141Twh from 15,665Twh at 2.5% CAGR over 2006-30.
- According IEA approximately 48% of investments were made in power T&D projects in 2008.
- Key international markets will be: South Asia, the Middle East, Africa and North America, which are at different thresholds of power capacity addition.

To support this massive energy consumption target, global generation capacity is expected to reach 2,837GW by 2030, which would require US\$ 6.7 tn investments in the T&D sector over 2007-13.

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# TRANSMISSION LINE PROJECTS



## Transmission Line Projects

Turnkey solutions in transmission line projects up to 765kV and ready for 1200kV projects

### Activities

#### Supply Contracts:

- Transmission line towers including Bolts & Nuts and Tower Accessories, Line Hardware, Insulators and Earth-wire.

#### Construction Activities:

- Survey, detailed soil investigation, civil construction of foundations, erection of towers, stringing of conductors and testing & commissioning of line.

### Key Projects Undertaken

- Supplied over 350,000 mt of Towers including 40,000 mt overseas.
- Built over 11,000 kms lines for many utilities in India and abroad including Power Grid, NTPC, DVC, various State Utilities etc. Presently executing 30 orders of 400kV & 765kV of over 150,000 mt of Towers and 2550 kms of lines.
- 765kV: Completed S/C Seoni – Mewad TL of 134 kms. Currently executing 9 contracts of over 1400 kms for PGCIL.
- 400kV: Completed over 4000 kms and currently executing 8 lines of over 1150 kms.
- Up to 220kV: Completed over 5700 kms, of which approx 1200 kms are outside India.

### Features

- First ISO-9001 certified company in India in transmission line projects
- Also has been accredited with ISO 14001 certification by KVQA
- Qualified to execute 765kV transmission line projects

**One of the leading Indian EPC player qualified for overhead high voltage transmission line up to 765kV**

# EHV SUBSTATIONS / DISTRIBUTION SYSTEM / INDUSTRIAL POWER DISTRIBUTION SYSTEM



**EHV Substations**



**Distribution System**

**Industrial Power  
Distribution System**



# OPERATING SEGMENTS (2/3)



## EHV Substations / Distribution System / Industrial Power Distribution System

### Operating Segments

#### EHV Substations

#### Distribution System

#### Industrial Power Distribution System (IPDC)

### Activities under each Segment

- EHV Substation projects up to 400 / 765kV (both GIS & AIS)
- Supply contracts for major equipments of substation
- Construction activities including erection, testing & commissioning as EPC contractor

- HT/LT Substation up to 66kV & Distribution line up to consumer metering
- Supply of equipments
- Construction including erection, testing & commissioning as EPC contractor

- Load Distribution Centre (LDC)
- Underground tunneling & electrical cabling ,cable bridge & fire detection & fire fighting systems
- PLCC & SCADA installation
- Plant Illumination & Electrification, Street Lighting

### Projects Undertaken

- Supply of equipments & materials and construction of 400 / 220kV Pirana Substation with 12 bays for PGCIL as EPC contractor in a JV with Areva.
- The work includes Civil construction / Control Room Building / Fire Fighting system etc.

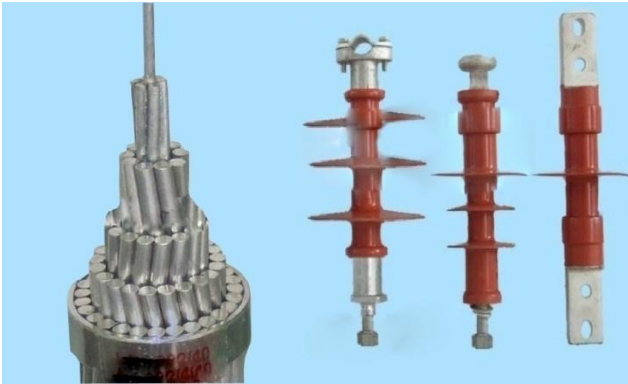
- Rural electrification work in Nawada, Jehanabad and Arwal districts of Bihar having 15 substations (33 / 11kV) for BSEB through PGCIL under RGGVY Scheme.
- The work also includes consumer metering in over 1200 villages.

- Civil & electrical contract for IPDC project of SAIL - IISCO's steel plant at Burnpur in a JV with Areva having 13 sub-station LDCs and over 6.5 kms of concrete tunneling for cable laying and cable bridge of 2 kms etc.
- LBDS / Ventilation / SCADA automation

## Towers



## Hardware & Conductors



## Auto & Defence Components



# OPERATING SEGMENTS (3/3)



## Manufacturing Activities

### Operating Segments

#### Towers

#### Hardware & Conductors

#### Auto & Defence Components

### Activities under each segment

- Manufacturing of transmission line towers. Manufacturing units in Kolkata and Naini, Allahabad.

- Manufacturing of hardware fittings, accessories and bare conductors suitable for overhead power transmission lines.

- Manufacturing quality non-ferrous alloys, extrusions & forging and special aluminum alloy / copper components. Factory at Agarpara near Kolkata.

### Projects Undertaken

- Manufactured & supplied over 350,000 mt.
- Currently over 150,000 mt of orders in hand.

- Conductors – manufactured & supplied over 30,000 kms including 7,000 kms of 61 strands ACSR “Moose”.
- Hardware Fittings & Accessories – 1st company in India to supply hardware fittings to NTPC

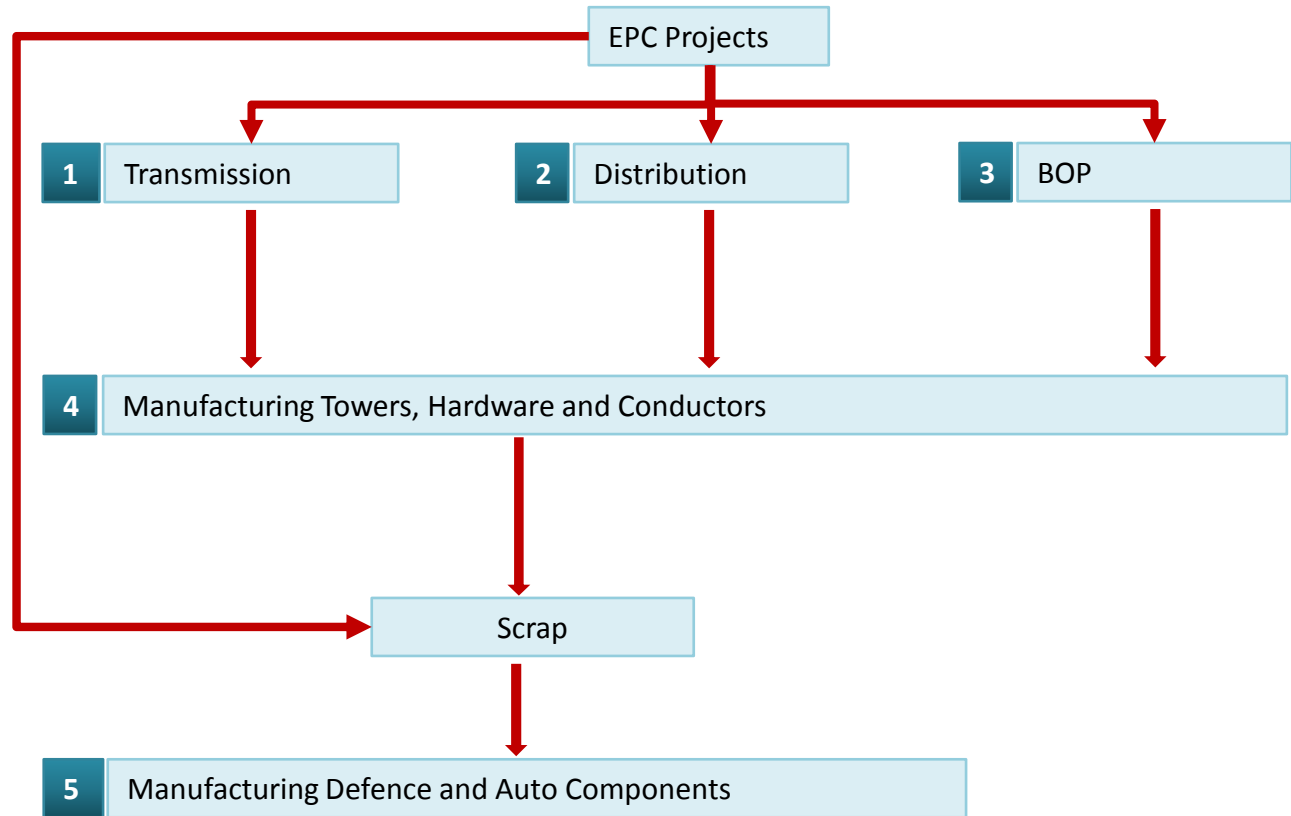
- Auto & Defence
- Currently executing orders for Bajaj Auto, MACO Pvt. Ltd. LML Ltd.
- Ordnance Factories / Gun & Shell Factory, Rifle Factory, Small Arms Factory

# OPERATIONAL VALUE CHAIN

EMC provides Transmission, Distribution, solutions & BOP for EPC Projects.

It also manufactures Towers, Hardware and Conductors suitable for EPC Projects .

Scrap from manufacturing and EPC Projects is used as raw material for its Defence & Auto Components unit.



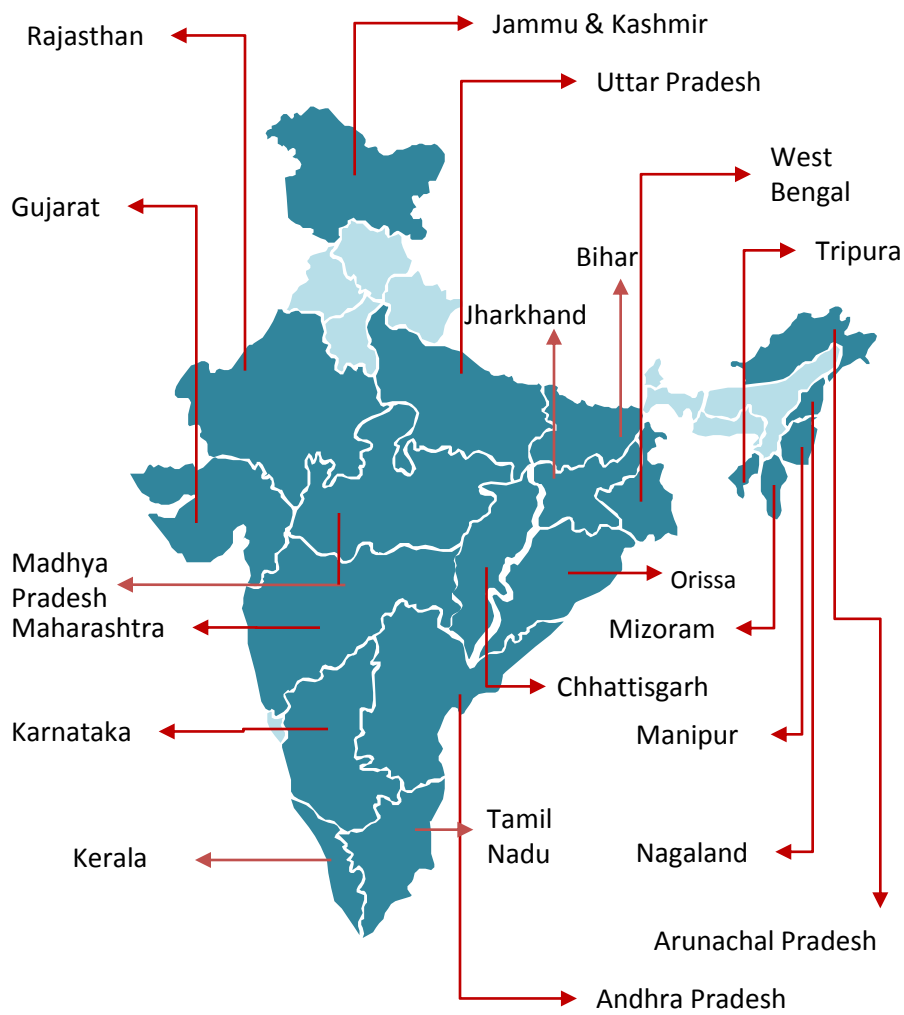
Optimally utilising facilities through its four operating divisions to provide turnkey solutions and maximising revenues.



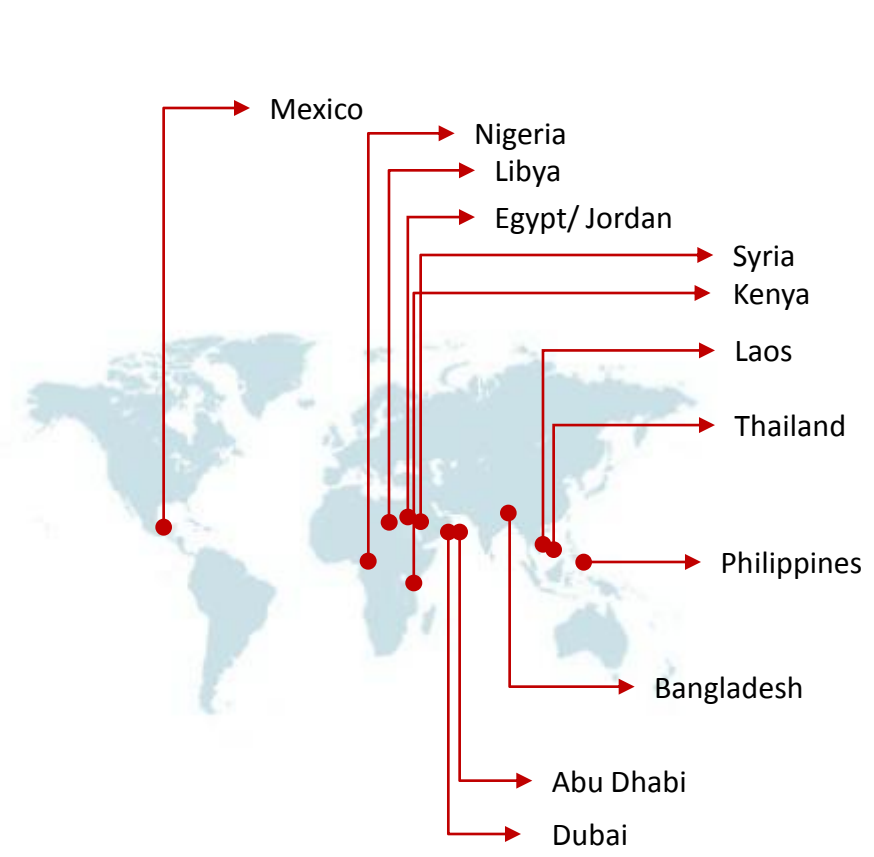
# GEOGRAPHICAL PROJECT PRESENCE



## Presence in Indian States



## Overseas Presence



# KEY MANAGEMENT TEAM



**Mr. S L Dugar**  
Non-Executive Chairman

- A prominent industrialist, entrepreneur & philanthropist having over 30 years of experience
- Has a stake in EMC.

**Mr. Manoj Toshniwal**  
Managing Director

- A prominent entrepreneur having over 20 years of experience.
- Has in-depth knowledge and understanding of the Power Industry.
- Has a stake in EMC and manages day to day affairs of the company.

**Mr. Ramesh Chandra Bardia**  
Joint Managing Director

- A prominent entrepreneur having over 35 years of experience in investment and finance Industry.
- Has a stake in EMC and manages commercial functions of the company
- Is also involved with certain financial institutions as a promoter.

**Mr. Suraj Mall Singhi**  
Non-Executive Independent  
Director

- Holds experience of over 45 years in manufacturing and power sector.
- Held very senior position in Fort Gloster Industries Ltd.
- Is also a Director of JDS Trade Links Pvt Ltd. and General Investment Company Ltd.

**Mr. Arun Kumar Datta**  
Non-Executive Independent  
Director

- Holds 35 years of vast industry experience in various industries like cement, electricity, engineering, infrastructural development.
- Is an advisor to business corporations like Veolia Water, AES Corporation, IL & FS Group, J K Cement, Star India.
- Also on the Board of few renowned companies like Indo-Zinc Limited.



# KEY MANAGEMENT TEAM



## Mr. Saubir Bhattacharyya

Non-Executive Independent  
Director

- Holds over 40 years of experience and expertise in business, administration, customer service, human resource management for renowned companies like SBI.
- On panel of special directors of BIFR, arbitrators MCX Ltd & NSE Ltd and on the board of STESALIT Ltd.
- Member of Circle Credit committee.
- Has held the position of Chief Operating Officer of The Calcutta Stock Exchange Ltd.

## Mr. D P Sharma

Executive Director,  
Finance & Audit

- Holds over 40 years of professional experience in very senior positions in some of the leading engineering & steel companies like HDC & Usha Martin.

# TOP CLIENTS



Power Grid Corporation  
of India Ltd.



Transmission  
Corporation of  
Andhra Pradesh



Steel Authority of  
India Ltd.



NTPC Ltd.



Indian Iron and  
Steel Company



Orissa Power  
Transmission  
Corporation Ltd.



Damodar Valley  
Corporation



UP State Electricity  
Board



J&K Government  
electricity Department

هيئة كهرباء ومياه دبي  
Dubai Electricity & Water Authority



DEWA, Dubai

# ONE-STOP SHOP FOR TURNKEY SOLUTIONS



EMC offers total turnkey solutions, complete with design, engineering, electrical, mechanical & civil works and associated auxiliary systems for:

## Transmission

- Transmission lines up to 765/800 kV
- Sub-stations up to 765 kV

## Distribution

- HT/LT distribution in the industrial sector
- LT distribution in rural areas and rural electrification up to consumer metering

## Balance of the plant (BOP)

- Both EHV sub-station and plant electrification for integrated steel & power plants
- Illumination packages for area and production units

## Our Sectors

- Power Transmission Sectors
- Industrial Sectors
- Defense Automobiles

## Product Lines

- Transmission Line Towers
- AAAC/AAC/ACSR Conductors
- Insulator Hardware Fittings and Accessories
- Performed Line Products
- Non-ferrous Extrusion, Forgings and Die Casting

# WHAT IS THE EMC ADVANTAGE?



- Over 55 years of professional experience
- Leading turnkey Transmission & Distribution solutions provider
- One of few companies in India capable of undertaking and successfully executing high voltage projects
- Offers comprehensive turnkey solutions with design engineering, erection, testing and commissioning, including all auxiliary systems such as lighting & illumination, fire detection and fire fighting systems
- In-house facilities to design and manufacture:
  - Towers
  - Conductors suitable for power transmission and distribution
  - Insulator hardware fittings and accessories
  - Non-ferrous extrusion, forgings and die castings
- Design and Testing of Towers for Destruction Tests and having in-house Test Bed
- Constructed over 11,000 kilometers of transmission lines of up to 765 kV
- Consistently exhibited strong time-bound execution capabilities both domestically and abroad
- One of few Indian EPC players (6 to 7) qualified in 765 kV transmission lines & now poised to enter 1200 kV segment
- Fully equipped to execute Gas Insulated Sub-stations (GIS) projects on turnkey basis



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## Kalpataru Power Transmission Limited:

- *Product Profile: Power Transmission & Distribution, Cross Country Pipeline, Oil & Gas field Surface Facilities, Civil Infrastructure Projects, Power Generation (biomass) as well as Railway projects.*
- *Public listed company based at Gandhinagar Gujarat with a Turnover of Rs. 43,550 mln. For FY11 & annual installed capacity of 108,000 MTs. Of Galvanized Steel Towers. As on 31<sup>st</sup> Mar, 2011, company has consolidated order book of above Rs 96,500 mln.*



## KEC International Limited:

- *Product Profile: Power Transmission, Power Systems, Cables, Railways, Telecom and Water. Power Transmission is the largest vertical of the company.*
- *Public listed company based at Nasik with a Turnover of Rs. 43,230 mln. For FY11, installed capacity of 100,000 MTs. As on 31<sup>st</sup> Mar 2011 the company has a total order book of Rs. 81,200 mln.*



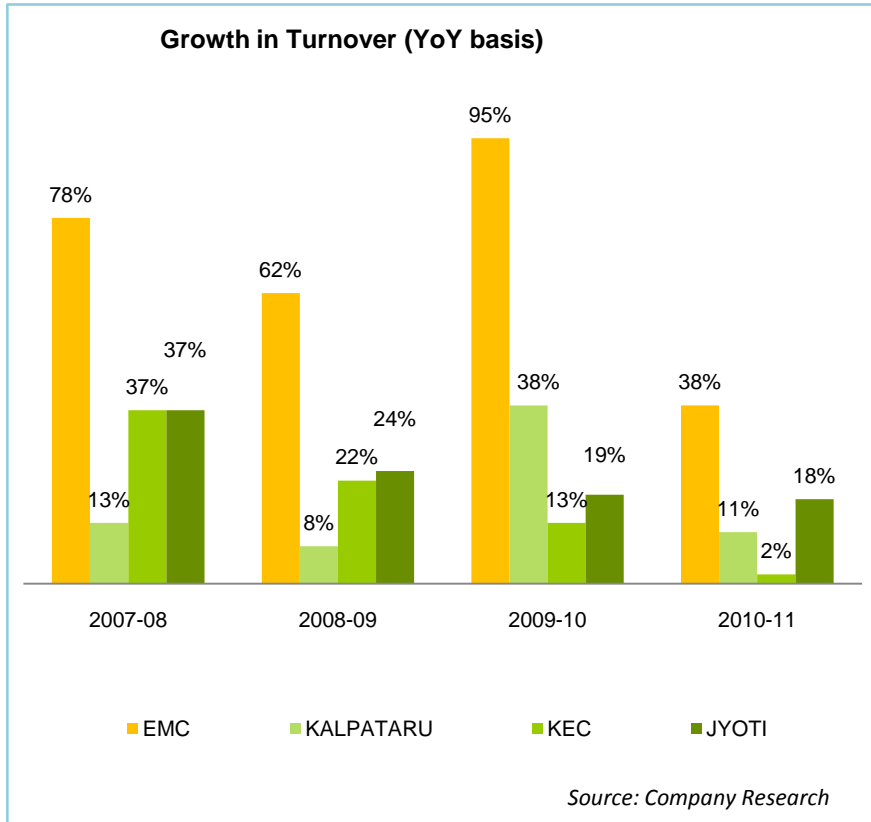
## Jyoti Structures Limited:

- *Product Profile: Transmission Lines, Substations and Distribution Projects.*
- *Public listed company with manufacturing plants at Nashik, Raipur and Dubai with a turnover of Rs. 24,000 mln, for FY11, combined manufacturing capacity of 160,000 MT of Transmission Line Towers & order book of Rs. 45,000 mln as on 31<sup>st</sup> Mar 2011.*

# EMC VIS-À-VIS COMPETITORS

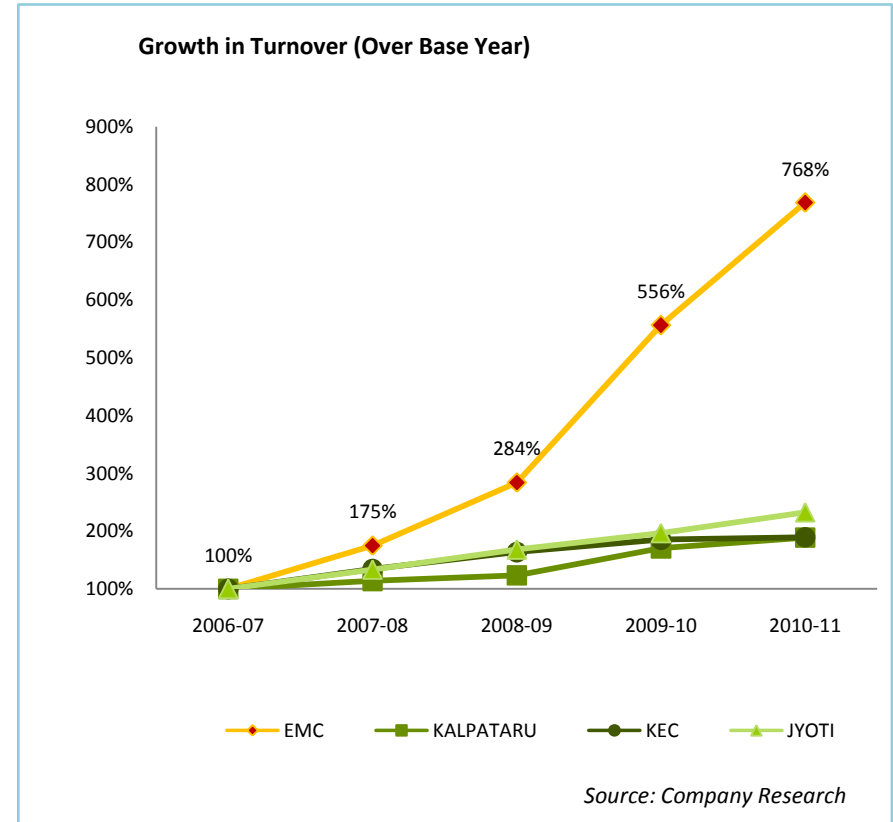


## Comparison of Growth in Turnover (YoY)



- Turnover Growth rate in comparison to previous year

## Comparison of Growth in Turnover (Base Year)



- Above data based on turnover growth with base year as 2006-07

# PEER PERFORMANCE



## Operating Performance & Consensus Estimates

(For FY11)	Revenue (in Rs. Mn)	Revenue Growth (YOY%)	Operating Margin (%)	Profit Margin (%)	ROA (%)	ROE (%)	ROC (%)
KALPATARU POWER TRANSMISSION	43,546	8.01%	11.58%	4.23%	4.71%	14.99%	12.63%
KEC INTERNATIONAL LTD	44,742	14.51%	10.34%	5.19%	5.26%	23.72%	14.25%
JYOTI STRUCTURES LTD	23,996	12.67%	11.17%	5.69%	5.98%	18.70%	17.24%
EMC	9,039	38.01%	7.80%	4.68%	8.12%	62.69%	47.21%

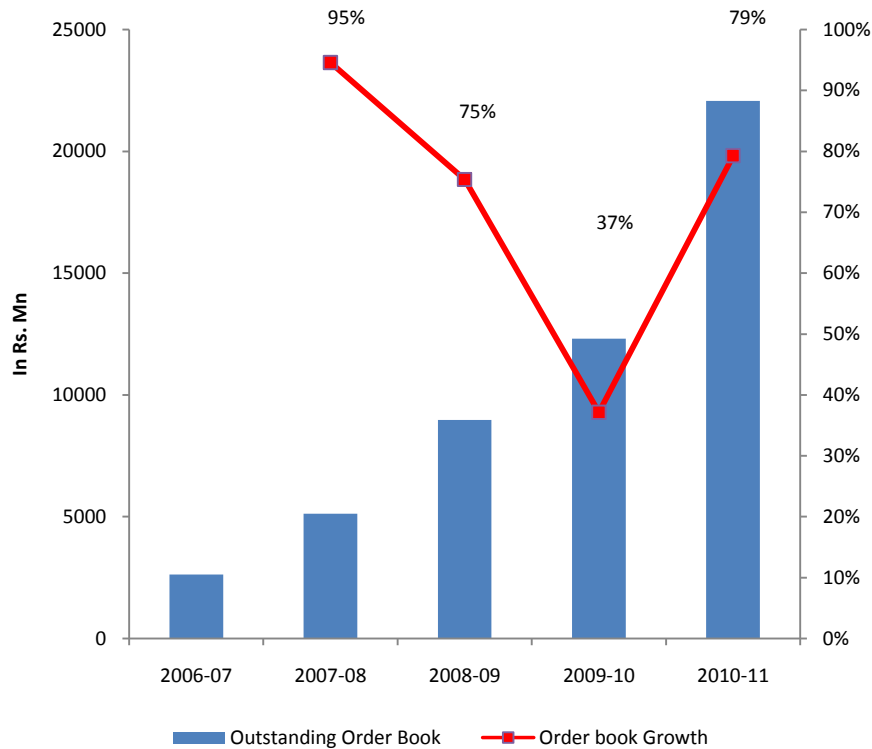
The company is on a fast growth trajectory with an order book of Rs. 22,070 mln as on 31<sup>st</sup> March 2011

Source: Bloomberg, Company Annual Reports  
 (\*) Data As of 20.09.2011

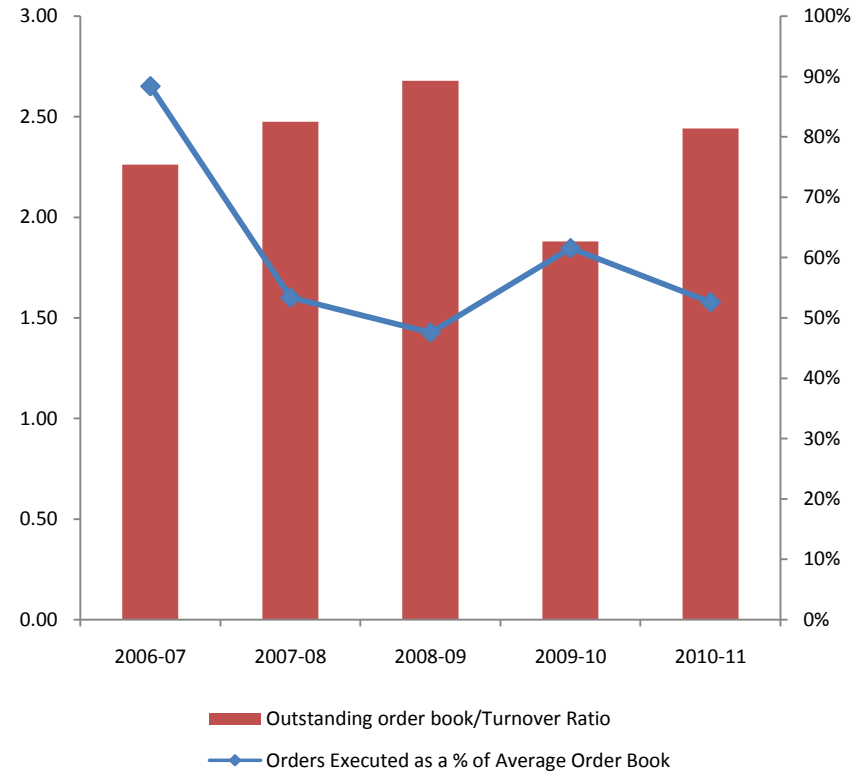
# STRONG ORDER BOOK GROWTH & EXECUTION CAPABILITIES



## Outstanding Order Book & Growth(YoY)



## Execution Performance



Source: Company Research

Robust Growth in Order Book & consistent execution of Projects

## Strengths

- One of the few qualified in 765kV Trans Line and above
- Experienced team with exposure to Trans Line, Sub Stations & Industrial Power Systems
- USP of in-house manufacturing facility for Towers, Conductors, Fittings
- One of the 1<sup>st</sup> entrants in solar power

## Weaknesses

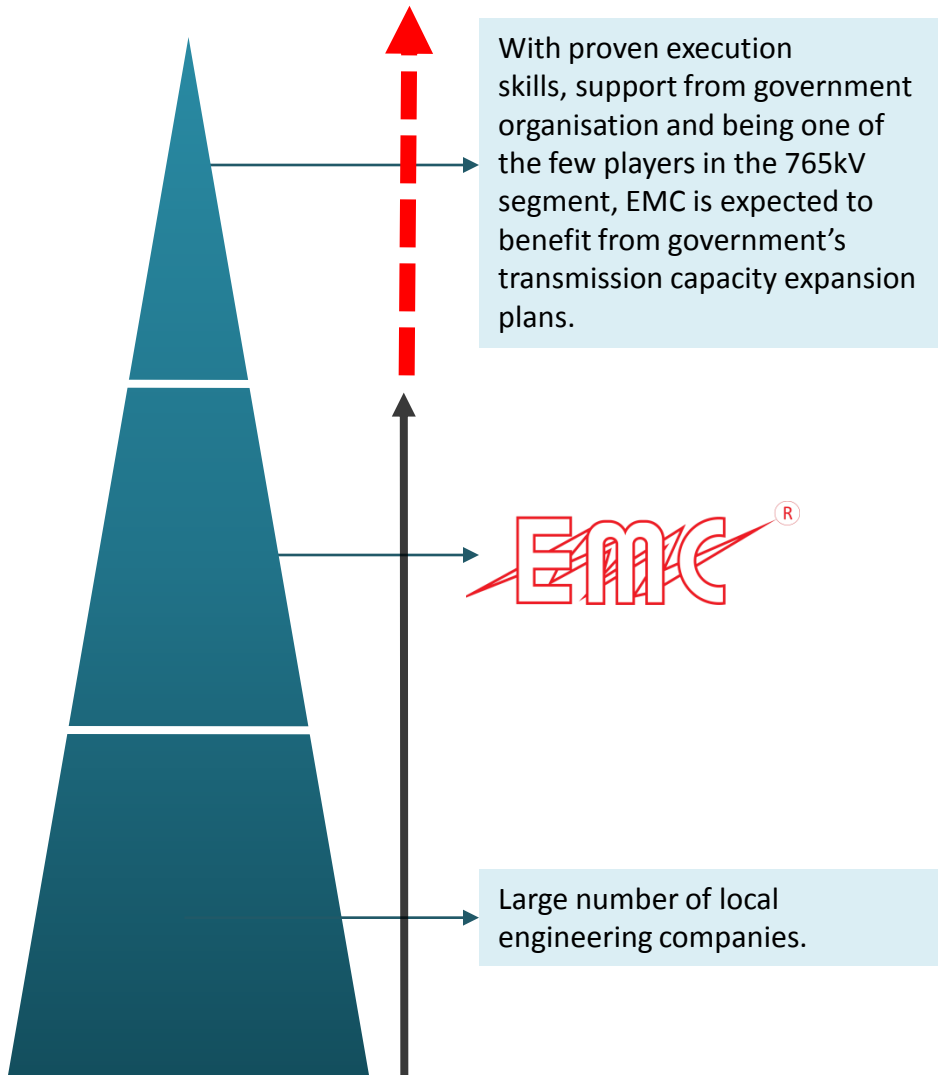
- Manpower for new projects
- Attrition & poaching in industry

- In the 12<sup>th</sup> Plan, 80,000 kms of Trans Lines of 400kV & 765kV envisaged
- Under the 11<sup>th</sup> Plan, Rs. 2,079 bn expected spending in the T&D sector
- Envisage potential for 1200kV TL
- Vast opportunity for “Clean Energy”

- New entrants
- Competition from Indian Majors

## Opportunities

## Threats



## 1200kV Transmission Line Projects

- EMC is poised to enter 1200kV
- Will be major focus segment in future.

## 400kV / 765kV Transmission Line Projects

- Major focus by government on development.
- Premium Segment.
- High Margin Business.
- Required Established Track Record.
- Only 6-7 Leading Players.
- Kalpataru, KEC/RPG, Jyoti, etc.

## 200kV / 230kV Transmission Line Projects

- Relatively new companies.

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## Expand other Verticals to de-risk the business

- Currently Transmission Line division contributes 80% of the total revenues
- Expand its focus on the other verticals i.e. HV Substations up to 400kV, RGGVY Distribution projects & Industrial Power Distribution System
- The GOI has laid emphasis on Renewable Green Energy projects of JNNSM under brand “Solar India” which has growth potential

## Enhance Scalability

- Increase its manufacturing strength by setting up a Greenfield factory
- Human resource is a big challenge in the EPC industry. Though EMC has a strong workforce it needs to increase it to meet the growing demand.
- EMC Academy Ltd. has been set up for imparting training in the field of Power Systems

## Ensure Order Book Position

- Bid for more projects of PGCIL & UMPP
- As more private sector players are entering into power generation, it will look forward to tying up with them to increase its order book position
- Bid in restructured State utility funded projects

## Explore Opportunities in Foreign Markets

- Emerging markets such as Africa continue to offer immense opportunities
- Need of better power transmission network
- Emphasis on export of manufactured goods

The Company's CSR activities involve:



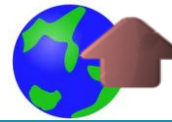
## Environment

Working in "Clean Energy" in the industrial area of Naini near Allahabad by setting up a Solar Power plant.



## Education

EMC Academy has been set up in Kolkata to create a large pool of supervisory talent & for imparting technical education in the field of power systems.



## Rural development

In its projects, EMC adopt the villages wherein they provide:-

- Bore wells
- Primary schools
- Drinking water



## Local Area Responsibility

Beautification of the surrounding area near the factory, including plantation of trees.

# GREEN INITIATIVE - SOLAR POWER PLANT



## Activities

- Committed to green power and setting up a 5 MW Solar power plant at Naini, Allahabad.

## Features

- Participated in the Phase 1 'Request for Selection as Entrepreneur' to set up a 5 MW Solar Power Plant under GOI's Jawaharlal Nehru National Solar Mission (JNNSM).
- Has been selected against very tough competition among 400 participants and has already signed a Power Purchase Agreement (PPA) with NTPC Vidyut Vyapar Nigam Ltd. ensuring sale of power for the next 25 years.
- The plant is environment friendly and will provide sustainable & renewable energy.
- EMC will also gain the benefits of 'Carbon Credit' from this plant.
- The land for the plant has been arranged & will be operational by December 2011.

**INTRODUCTION**

**INDUSTRY OUTLOOK**

**ABOUT EMC**

**COMPETITION AND EMC'S POSITION**

**FUTURE ROADMAP AND CSR INITIATIVES**



**ORDER BOOK & FINANCIALS**

# CURRENT ORDER BOOK (1/2)



## Overhead High Voltage Transmission Lines

Sl.n	Particulars	Name of Client	Amount (in mln)	Completion Schedule
1	400 KV Pirana Substation	PGCIL	24.9	31.07.11
2	SAIL - Power Distribution Package	SAIL	385.9	30.06.12
3	Road Area Lighting	SAIL	31.4	30.09.12
4	Illumination, Earthing Lightning protection of BOF & CCP	SAIL	61.5	31.03.12
5	400 KV D/C Nimrana Sikar T/L	PGCIL	61.9	30.10.11
6	Turnkey Cons of 400KV TL - Vijaywada	APTRANSCO	554.5	31.12.11
7	400 KV Agra- Sikar T/I Part I	PGCIL	1087.7	04.06.12
8	400 KV Agra- Sikar T/I Part II	PGCIL	1164.2	04.06.12
9	756 KV Fatehpur - Agra T/L Pkg G3	PGCIL	1071.9	12.07.12
10	Turnkey Cons of 400KV TL From Bhoopalpally TPP	APTRANSCO	531.3	20.08.12
11	400KV Bareilly-Kashipur TL Pkg 214-TW03)	PGCIL	1010.2	29.11.12
12	400KV Kashipur-Roorkee TL Pkg 214-TW04)	PGCIL	1805.7	29.11.12

# CURRENT ORDER BOOK (1/2)



## Overhead High Voltage Transmission Lines

Sl.n	Particulars	Name of Client	Amount (in mln)	Completion Schedule
13	765 Kv D/C Raigarh Pooling Station - Raipur Pooling Station T/L (Part-II) [Pkg-TW02]	PGCIL	1158.7	30.06.13
14	i) 765 Kv D/C Raigarh Pooling Station - Raipur Pooling Station T/L (Part-III) ii) 400 Kv D/C Raipur Pooling Station - Station [Pkg - TW03]	PGCIL	1486.3	30.06.13
15	765 kv S/C Satna - Charkeri (Part-I) T/L	PGCIL	1280.5	28.02.13
16	765 kv S/C Charkeri - Gwalior (Part-II) T/L	PGCIL	1131.8	28.02.13
17	400kV S/C Breilly - Lucknow (Part-I)	PGCIL	1037.8	18.04.13
18	400kV S/C Breilly - Lucknow (Part-II)	PGCIL	1038.6	18.04.13
19	765KV D/C Dharamjaygarh-Jabalpur (Part I)	PGCIL	2233.4	08.09.13
20	765KV D/C Dharamjaygarh-Jabalpur (Part II)	PGCIL	1492.5	08.09.13
21	400KV D/C (Quad) Kishenganj to Patna TL(Part I)	PGCIL	1329.8	24.03.13
22	400KV D/C (Quad) Kishenganj to Patna TL(Part II)	PGCIL	1355.2	24.03.13
23	Supply of Conductors - Kenya	REA, Kenya	223.5	09.09.11
<b>Total</b>			22068.5	

# FINANCIAL HIGHLIGHTS



Financials (FY 2009 - FY 2011): *Rs. in mln*

Particulars	FY 2008-09	FY 2009-10	FY 2010-11
Turnover	3351.6	6549.6	9039.2
Operating Expense	3055.9	6114.2	8336.0
EBITDA	299.6	451.6	703.2
Profit Before Tax	253.6	365.1	631.4
PBT Margin (%)	7.57%	5.57%	6.99%
PAT	168.6	242.8	421.7
PAT Margin (%)	5.03%	3.71%	4.67%



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