



Name of the Company	EMC Limited		
Who We Are	<p>Established in 1953, EMC is a world-class provider of integrated/end-to-end Transmission and Distribution solutions across the world.</p> <p>Over the years, EMC has built a reputation with customers as a trustworthy company that successfully undertakes and executes high voltage projects in a time-efficient manner.</p>		
Vision	Setting the standard of excellence in modern global power systems.		
Mission	To be a global provider of outstanding, end-to-end integrated power solutions in transmission lines, sub-stations, and industrial power distribution projects through state-of-the-art technology, supported by experienced professionals, thereby enhancing scalability, providing clean energy, expanding business and empowering life.		
Values	<ul style="list-style-type: none"> ● Integrity ● Commitment to all stakeholders 	<ul style="list-style-type: none"> ● Teamwork ● Willingness to learn 	<ul style="list-style-type: none"> ● Outstanding value to customers ● Good Corporate Citizenship
Focus Areas	<p>Turnkey Solutions</p> <ul style="list-style-type: none"> ● Transmission <ul style="list-style-type: none"> ★ Transmission line projects of up to and including 765 kV ★ EHV sub-stations (both GIS & AIS) of up to and including 765 kV ● Distribution <ul style="list-style-type: none"> ★ Rural electrification ★ Distribution projects up to and including 66 kV substations ● Balance of Plant (BOP) <ul style="list-style-type: none"> ★ Industrial power distribution systems ★ Both EHV sub-station and plant electrification for integrated steel & power plants ★ Illumination packages for plant and production units 		
Product Lines	<ul style="list-style-type: none"> ● Transmission Line Towers ● AAAC/AAC/ACSR Conductors ● Insulator Hardware Fittings and Accessories 	<ul style="list-style-type: none"> ● Preformed Line Products ● Non-ferrous Extrusion, Forgings and Die Casting 	
Sectors	<ul style="list-style-type: none"> ● Power Transmission Services 	<ul style="list-style-type: none"> ● Industrial Sectors 	<ul style="list-style-type: none"> ● Defence ● Automobiles
Execution Capabilities	<ul style="list-style-type: none"> ● EMC is arguably amongst a select few that offer solutions across all voltage platforms, terrain, challenging climatic and topographic conditions like deserts, mountains, snow fields, valleys, war torn regions, thick forests, seas and rivers. ● Delivers projects within specified timeline. 		
Technical Capabilities	<ul style="list-style-type: none"> ● EMC's talent pool comprises of engineers and technicians who are well-versed with the conventional methods of tower erection using heavy duty cranes and advanced methods. ● EMC's Project Management team comprising of Surveyors, Field Engineers, Construction Managers and Project Managers are well experienced in executing projects in extreme climatic conditions & diverse terrains. ● EMC has in house Design & Engineering team with state of the art software for substation design to provide optimistic and cost effective substation scheme along strong network of vendors and logistics providers in India and across the globe. 		
Manufacturing Capabilities	<ul style="list-style-type: none"> ● Integrated state-of-the-art manufacturing facilities at Beliaghata works, Kolkata and at Naini, Allahabad <ul style="list-style-type: none"> ★ Transmission lines ★ Sub-station structures ★ Conductors and hardware for transmission lines ● Extrusion and forging division at Agarpara Works, Kolkata ● Towers testing facility including upto destruction test at Naini, Allahabad 		



- Qualifications**
- Qualified for all segments in the transmission line industry
- End-to-end voltage range in industrial sector from 11 kV to 765 kV
 - Erected over 11,000 km in transmission lines of up to 765 kV
 - Poised to enter 1,200 kV segment

- Quality Assurance**
- ISO 9001
 - ISO 40001
 - Fitch Rating - 'BBB+(ind)'

Leadership

EMC is led by the key management who help the Company deliver efficient results while ensuring the highest standards of governance, probity and responsibility.

Key Management Profile

Name	Profile
Mr. Sunder Lal Dugar Non-Executive Chairman	<ul style="list-style-type: none"> ● A prominent industrialist, entrepreneur & philanthropist having over 30 years of experience.
Mr. Manoj Toshniwal Managing Director	<ul style="list-style-type: none"> ● A prominent entrepreneur having over 20 years of experience. ● Has in-depth knowledge and understanding of the Power industry.
Mr. Ramesh Chandra Bardia Joint Managing Director	<ul style="list-style-type: none"> ● A prominent entrepreneur having over 35 years of experience in investment and finance Industry. ● Is also involved with certain financial institutions as a promoter.
Mr. Suraj Mall Singhi Non-Executive Independent Director	<ul style="list-style-type: none"> ● 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	<ul style="list-style-type: none"> ● Holds over 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.
Mr. Saubir Bhattacharyya Non-Executive Independent Director	<ul style="list-style-type: none"> ● 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. Durga Prasad Sharma Executive Director	<ul style="list-style-type: none"> ● Holds over 40 years of professional experience in very senior positions in some of the leading engineering & steel companies like HDC & Usha Martin.

- Milestones**
- (In the) 1st Batch to sign PPA with NTPC Vidyut Vyapar Nigam Ltd. for setting up a 5 MW Solar Power Plant in UP under JNNM (2011)
 - (One of the) 1st companies to bag the 765 kV Double Circuit Transmission Line order in India (2010)
 - (One of the) 1st companies to complete a 765 kV Single Circuit lines in India (2009)
 - 1st company in India to carry out stringing of OPGW (1995)
 - 1st company in India to obtain ISO certification for Transmission Lines (1994)
 - 1st company in India to supply 400 kV Hardware Fittings & Accessories to NTPC (1980)
 - 1st company in India to export towers to Kuwait.
 - 1st 132 kV line in the Snow Zone, about 9000 ft in Jammu & Kashmir (1973)
 - 1st company in India to have in-house Design facility (1967)



- Clientele**
- Power Grid Corp. of India Ltd.
 - National Thermal Power Corp. Ltd.
 - Steel Authority of India Ltd.
 - Damodar Valley Corp.
 - UP State Electricity Board
 - Orissa Power Transmission Corp. Ltd.
 - Transmission Corp. of Andhra Pradesh
 - Indian Iron and Steel Company
 - J&K Government Electricity Department
 - Dubai Electricity Company, Dubai

- Opportunities**
- Vision 2012 - Power for all
 - In the 12th Five Year Plan, 80,000 kms of Trans Lines of 400 kV & 765 kV envisaged
 - Under the 11th Five Year Plan, 2,079 billion expected spending in the T&D sector
 - Envisage potential for 1,200 kV TL
 - Solar energy harnessing
 - Vast opportunity for "Clean Energy"

- CSR Responsibility**
- **EMC Academy** - The EMC Academy is being set up to provide community service through technical education. The main objectives of the academy are as follows:
 - ★ To bridge the gap between education imparted in Engineering colleges and the professional requirement of the electrical industries by providing theoretical as well as hands-on experience
 - ★ Students will be trained by the best minds in the electrical industry
 - **Environment** - Working in "Clean Energy" in the industrial area of Naini near Allahabad by setting up a Solar Power plant.
 - **Rural Development through** - 1) Bore wells 2) Primary schools 3) Drinking water
 - **Local area responsibility** - Beautification of the surrounding area near the factory, including plantation of trees.

- Global Footprints**
- India
 - Dubai
 - Egypt
 - Thailand
 - Bangladesh
 - Philippines
 - Kuwait
 - Myanmar
 - Iran
 - Nigeria
 - Kenya
 - Mexico
 - Libya
 - Syria
 - Laos

Financials and Order Book Current order book of more than USD 777.78 mln providing earning visibility for next 2 to 3 yrs. The turnover has grown at CAGR of 64% over the past 2 years.

Particulars	FY 2008-09	FY 2009-10	FY 2010-11
Turnover	74.48	145.55	200.87
Operating Expense	67.77	135.87	185.24
EBITDA	6.80	9.67	15.63
EBITDA Margin (%)	9.13%	6.64%	7.78%
Profit Before Tax	5.78	8.11	14.03
PBT Margin (%)	7.75%	5.57%	6.99%
PAT (after current year tax)	3.88	5.40	9.37
PAT Margin (%)	5.21%	3.71%	4.67%

Note: US \$1 = INR 45

all monetary figures in USD mln

Branch Offices

New Delhi Offices

A-77 DDA Sheds, Okhla Industrial Area, Phase-II, New Delhi - 110020
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