

Date: 14.02.2025

To,

The Manager – Listing National Stock Exchange of India Ltd. Exchange Plaza, Bandra Kurla Complex Bandra East Mumbai – 400051 Symbol - SALASAR	The Secretary Corporate Relationship Dept. BSE Limited P. J. Tower, Dalal Street, Mumbai – 400001 Scrip Code: 540642
---	---

SUB: Press Release on Financial Results for Q3 FY25

Dear Sir/ Madam,

With reference to the captioned subject and in compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that M/s Salasar Techno Engineering Limited has issued a press release today concerning the Financial Results of the Company for Q3 FY 2025.

A copy of Press Release issued by the Company is attached hereto for your kind perusal.

You are requested to kindly take the same on record.

Yours faithfully,

For Salasar Techno Engineering Limited

MOHIT
KUMAR
GOEL

Digitally signed by
MOHIT KUMAR GOEL
Date: 2025.02.14
18:08:42 +05'30'

Mohit Kumar Goel
Company Secretary & Compliance Officer

CIN No. - L23201UP2001PLC209751



Regd. Off. & Unit 1- Khasra 265, 281-288, Parsaun-Dasna, Jindal Nagar, Distt. Hapur-201015

+91 8938802180, 7351991000

Unit 2- Khasra 1184, 1185, Khera, Pilkhuwa, Tehsil Dhaulana, Distt. Hapur-245304



+91 120 6546670

Fax: +91 11 45823834

Unit 3- Khasra 686/6, Khera, Pilkhuwa, Tehsil Dhaulana, Distt. Hapur-245304

Office- KL-46, Kavi Nagar, Ghaziabad-201002

www.salasartechno.com



towers@salasartechno.com
marketing@salasartechno.com



SALASAR
Building a stronger future

EARNING RELEASE

Q3 & 9M FY25

14th February 2025

BSE : 540642 | NSE : SALASAR

Shaping The Future Of Infrastructure
With Dependable Solutions That
Are Built To Last



TABLE OF CONTENTS

- ⚡ Who We Are
- ⚡ Business Verticals
- ⚡ Our Two Business Segments - Manufacturing & EPC
- ⚡ Clientele
- ⚡ We Occupy A Distinct Position
- ⚡ Order Book Position & Composition
- ⚡ Segment Revenue Breakup
- ⚡ Key Financial Highlights
- ⚡ Management Commentary
- ⚡ Management Guidance

Who We Are

- Salasar Techno Engineering Limited was incorporated in 2001, & in 2006, **Mr. Alok Kumar & Mr Shashank Agarwal** started the company's Telecom Tower business. Since then, the company has emerged as a prominent player in the Industry.
- In the Manufacturing segment, we manufacture & supply galvanized & non-galvanized steel structures (Towers) for critical applications, including power transmission, telecom towers, & railway electrification. We also manufacture & supply heavy steel structure such as bridge etc.
- In the EPC sector, we delve into the business of Power Distribution, EHV Power Transmission Lines & Substations, Railway Overhead Electrification & Railway Track Laying.
 - EPC services are provided in the states Delhi, Haryana, Uttar Pradesh, Jharkhand, Himachal Pradesh, Assam, Gujarat, Rajasthan, Bihar, Orissa, Uttarakhand, Arunachal Pradesh and Tamil Nadu etc.
- We boast of a dedicated team that covers the entire lifecycle right from Design, Manufacture, Installation & Commissioning of projects. We also offer customized solutions as per customer needs.
- We successfully completed approximately **921.77** kilometers of power transmission lines & **743** kilometers of railway track.

Business Verticals



Telecom



Power



Renewable



Poles



Heavy Structural Divisions



Smart City Solutions

- Specializing in both galvanized and non-galvanized steel structures, the company delivers a diverse array of infrastructure solutions. We also provide services of contractual galvanising for various leading companies like Immadi E-commerce, Zetwerk etc.

Our Two Business Segments- Manufacturing & EPC

• Manufacturing



Telecom

Telecom Towers & Poles
Cell on Wheels
Accessories



Railway Overhead Electrification Structures

Portals Masts,
Special Fabricated Masts
Bridge Masts,
DFCC Structures
Small Parts Steel



Wind

Windmill Towers



Power

Transmission Line Towers
Substation Structures
Transmission Line Monopoles



Solar

Module Mounting Structures
Solar Trees
Solar Water Pumps
Solar Street Light Poles



Heavy Steel Structures

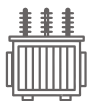
Over Bridges
Heavy & Complex Structures
Light Building Structures
Pre Engineered Buildings

• Engineering Procurement & Construction (EPC)



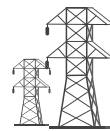
Power Distribution Lines

Design, Supply, Erection, Testing,
& Commissioning of Distribution
Lines of 11kV and 33kV, LT Lines,
& Trans-formers including
transformer augmentation,
feeder segregation, and RDSs
works as per government schemes



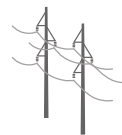
SubStation

Design, Supply, Erection, Testing
& Commissioning of EHV and Grid
Substa-tions of 66kV, 132kV,
220kV, 400kV, and 765kV



Power Transmission

Design, Supply, Erection, Testing &
Commissioning of Power Transmis-
sion Lines of 66kV, 132kV, 220 kV,
400kV, and 765kV



Railway Electrification

Design, Supply, Erection, Testing &
Commissioning of 25 KV, 50 Hz,
Single Phase, AC, Electrification
including normal Height OHE, High
Rise OHE and TSS works

Clientele

Telecom Sector



indus
TOWERS



HUAWEI



ERICSSON



HFCL GROUP



AMERICAN TOWER®



Power Sector



KEC INTERNATIONAL LIMITED



TATA



बी एच ई एल
BHEL



पावरग्रिड



WELSPUN



Dare to Commit

Welspun Energy Ltd.

Other / EPC



HVPN



OPTCL
Lifeline of Odisha



U.P. POWER TRANSMISSION CORPORATION LIMITED
UPPTCL



AEGCL



HP
POWER CORPORATION LTD.



विद्युत्करोण संस्थान
U.P. POWER CORPORATION LIMITED



उत्तर प्रदेश विद्युत् संवर्धन निगम लिमिटेड
U.P. POWER CORPORATION LIMITED

Overseas Clients



HUAWEI



MTC
MYANMAR TOWER COMPANY

Eaton Towers

SAGEMCOM



IRRAWADDY
GREEN TOWERS



TYDACOMM



Towers of strength



accat
(nigeria)ltd

We Occupy A Distinct Position

1. Forward Integrated.

2. Hold Sizeable Position in Monopoles

Monopoles, previously popular only in the US and Europe, are gaining traction in India due to their advantages over lattice towers, including reduced space requirements, faster erection, and shorter delivery times.

Their smaller base installation makes them an eco-friendly option, even for high-rise poles of 40 to 50 meters.

The Company is well-positioned to become the preferred partner for both national and international clients.

3. Largest Galvanised Plant in Asia.

4. Strategic Collaboration With Romboll.

5. Robust Order Book Size as on 31st Dec 2024 stood at INR 21,979.7 Mn.

6. Significant Success Rate in Tender Participation.

7. Upgradation in Credit Rating

Infomerics Valuation and Ratings Pvt. Ltd. has upgraded the rating of the Company's Long-Term Bank Facilities from "IVR A/Stable" to "IVR A/Positive."

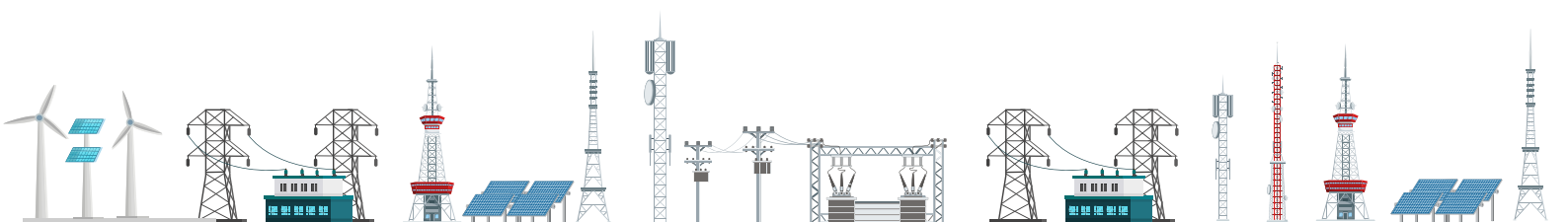
8. Inhouse Design Capabilities.

9. Diversification in Geography, Clients & Sectors.

10. The Shortest Delivery Windows in the Industry.

11. STEL's dedication to excellence in its framework and implementation has garnered several international accolades and certifications, including ISO 45001:2018 for Occupational Health and Safety Management Systems, ISO 14001:2015 for Environmental Management Systems, and ISO 9001:2015 for Quality Management Systems.

12. Certified by CORE and is an approved vendor of PowerGrid Corporation Limited.



Order Book Position & Composition

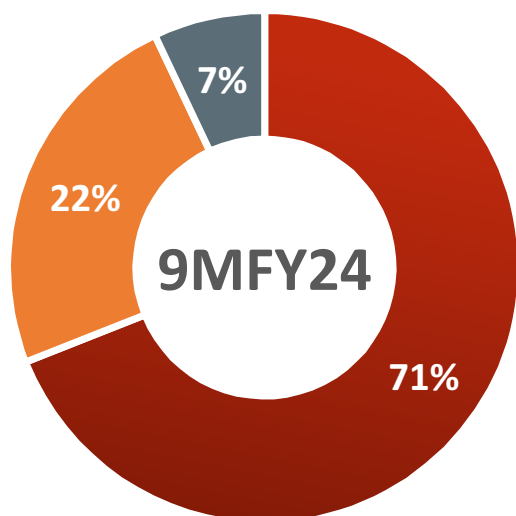
As of 31st Dec 2024, STEL has a strong diversified order book worth **Rs. 21,979.7 Mn.** providing strong revenue visibility.

*(Rs. In Mn)

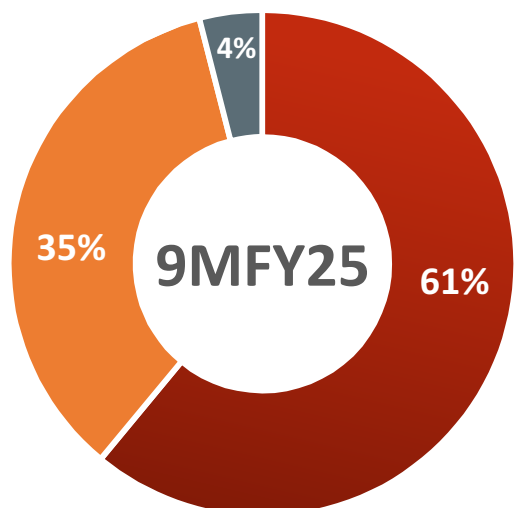
Particulars	*Value
Domestic EPC Orders	18,229.2
International EPC Orders	2,406.0
Manufacturing Orders Outstanding Under New Heavy Steel Structure Plant	399.7
Monopoles Orders In Hand	393.2
Exports Order In Hand (Telecom Towers And Poles Etc)	551.6
Total Orders As On 31st Dec 2024	21,979.7

Over and above the current order book, STEL has regular monthly orders of telecom towers worth ~Rs. 300 to 350 Mn.

Segmental Revenue Breakup



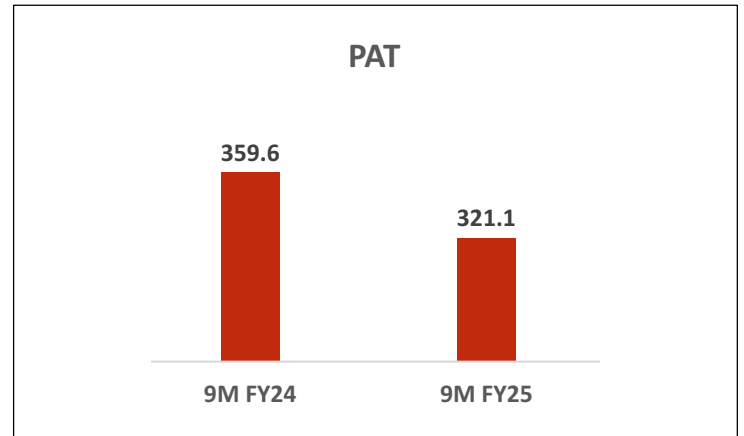
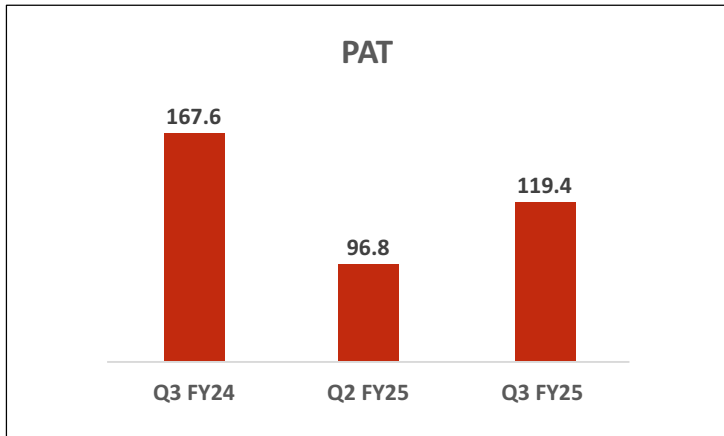
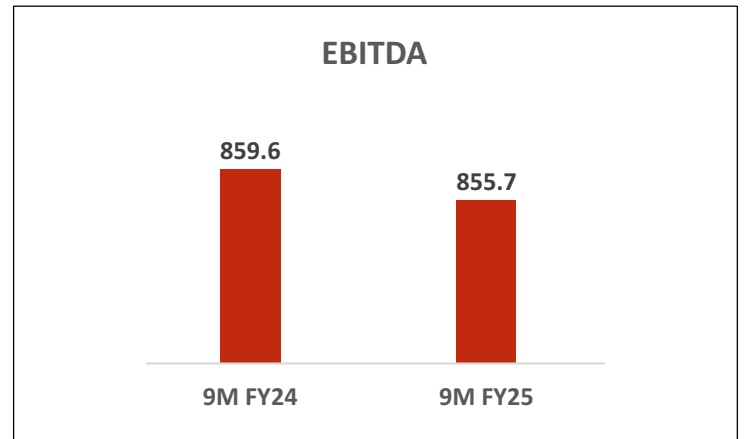
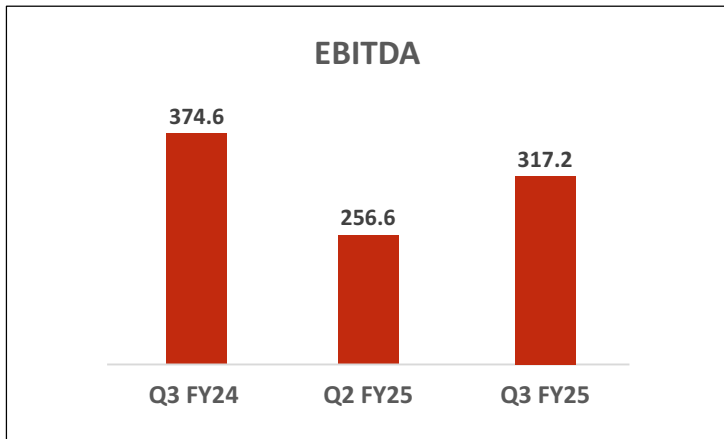
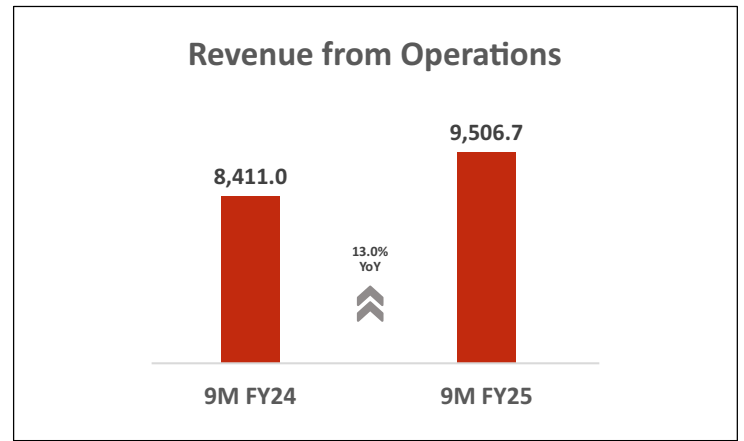
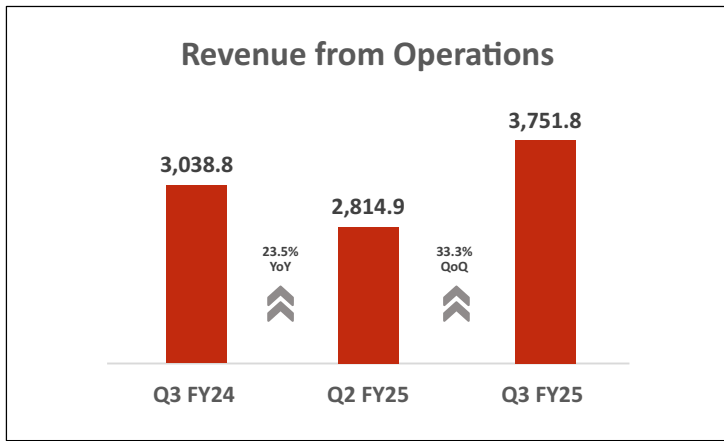
- Steel Structures
- EPC from Power Transmission
- EPC from Railways



- Steel Structures
- EPC from Power Transmission
- EPC from Railways

Key Financial Metrics

(Rs. In Mn)



*EBITDA Excluding Other Income



Consolidated Income Statement:

Particulars (Rs. In Mn)	Q3FY25	Q3FY24	YoY (%)	Q2FY25	9MFY25	9MFY24	YoY (%)
Revenue from Operations	3,751.8	3,038.8	23.5%	2,814.9	9,506.7	8,411.0	13.0%
Other Income	7.1	4.6		17.4	33.5	12.7	
Total Revenue	3,758.9	3043.5		2,832.3	9,540.2	8,423.7	
Total Expenses Excluding Depreciation, Amortization, & Finance cost	3,434.7	2,664.2		2,558.3	8,651.0	7,551.4	
*EBITDA	317.2	374.6		256.6	855.7	859.6	
Depreciation & Amortization	30.9	28.0		30.6	91.6	73.2	
Finance Cost	130.8	120.0		118.8	369.7	307.9	
PBT	162.5	231.3		124.5	427.9	491.2	
Tax Expense	43.1	63.7		27.7	106.8	131.6	
PAT	119.4	167.6		96.8	321.1	359.6	
Diluted EPS	0.07	0.11		0.06	0.19	0.23	

*EBITDA Excluding Other Income.

Management Commentary:

We are pleased to present the consolidated financial and operational performance for the third quarter. These strong results reflect our ongoing focus on execution and strategic growth. During this period, our revenue increased by **23.5%** to **Rs 3,751.8 Mn** in Q3 FY25, compared to **Rs 3,038.8 Mn** in Q3 FY24. This significant growth in our top line is attributed to the successful execution of our order book.

Moreover, our EBITDA for Q3 FY25 stood at **Rs 317.2 Mn** as compared to **Rs 374.6 Mn** in Q3 FY24. While, PAT for Q3FY5 was at **Rs 119.4 Mn** as compared to **Rs 167.6 Mn** Q3FY24.

For 9M FY25, revenue grew by **13.0%** to **Rs 9,506.7 Mn**, compared to **Rs 8,411.0 Mn** in 9MFY24. EBITDA stood at **Rs 855.7 Mn** in 9MFY25 as compared to **Rs 859.6 Mn** in Q3FY24. While, PAT for 9MFY25 was at **Rs 321.1 Mn** as compared to **Rs 359.6 Mn** in 9MFY24.

Additionally, the acquisition with EMC limited approved by **National Company Law Tribunal (NCLT)**, significantly enhances our position in the EPC sector, leveraging EMC's expertise in handling complex projects and expanding our operational capacity. The inclusion of EMC's prime properties and its solar power plant, supported by a Power Purchase Agreement with NTPC, provides us with valuable strategic assets and a reliable income stream from renewable energy. This move not only strengthens our market reach and operational capabilities but also boosts our financial stability, positioning us for continued growth and success in the competitive EPC landscape.

In addition to the acquisition, we are also excited about the strategic merger with **Hill View Infrabuild**, which aligns with our vision for the future. This merger is designed to streamline operations, consolidate resources, and expand technical expertise, enabling us to undertake larger, more ambitious projects in the engineering and infrastructure sectors. By reinforcing financial stability and broadening our capabilities, we are positioning ourselves for sustained success in the evolving EPC landscape.

On the industry front, the transmission and distribution infrastructure sector is experiencing unprecedented growth, fueled by renewable energy investments and the ambitious **National Electricity Plan (NEP)**. We are uniquely poised to lead the charge in revolutionizing energy networks, with our expertise in designing, fabricating, and deploying cutting-edge power transmission towers and EPC solutions. From cross-border interconnections to advanced technologies like hybrid substations and dynamic line rating, our innovative approach and end-to-end capabilities align perfectly with the industry's evolving demands. As rural electrification and green energy projects gain momentum, we stand ready to shape the future of sustainable infrastructure, driving growth and market leadership.

Looking ahead, we remain steadfast in our commitment to delivering exceptional engineering and construction solutions to our customers while fostering sustainable growth for our stakeholders. We will continue to invest in our network, technology, and explore new opportunities for growth and innovation. We would like to express our sincere gratitude to our entire team for their unwavering dedication and support, standing tall with us through every challenge. Together, we look forward to achieving even greater success and driving a lasting impact in the industry.

Management Guidance:

Revenue Growth:

We anticipate that our topline and bottom line will grow at a CAGR of at least 20% over the next few years, supported by a healthy order book.

Order Book:

Looking ahead, we are optimistic about the future, bolstered by a strong order book worth **Rs 21,979.7 Mn.** We are actively working to participate in orders within the EPC business, where we see opportunities for improved margin.

Debt Reduction:

In accordance with the long-term debt repayment schedule, we will fulfill our debt obligation. Accordingly, this will significantly reduce our debt and further strengthen our financial position.

Disclaimer:

Certain statements in this document may be forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Salasar Techno Engineering Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstance.

Contact Details:

Pramod Kala (CFO)

Salasar Techno Engineering Ltd.

Email: compliance@salasart techno.com

Contact: +91 9810300655

Contact Details:

Krunal Shah | Vinayak Shirodkar

Captive IR Strategic Advisors Pvt. Ltd.

Email: krunal@cap-ir.com

vinayak@cap-ir.com

Contact: +91 8828297287

