

Date: 11th October 2023

To,
The Corporate Relationship Department,
BSE Limited
1st Floor, PJ Towers,
Dalal Street,
Mumbai 400 001

Ref: BSE Scrip Code: 543991

Symbol: TECHKGREEN

ISIN: INE0P4P01011

Subject: Update - Investor Presentation pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/ Madam,

Pursuant to the provisions of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform that Mr. Ajay Ojha, Managing Director of the Company, attended the Alpha Ideas SME Stars 2023 which was held on Saturday 7th October 2023 at Dr. R.H. Patil Auditorium, National Stock Exchange, BKC, Mumbai wherein he presented an investor presentation and gave brief about Company's profile and future plans. The said presentation is attached herewith for your kind consideration.

Kindly take the same on your records.

Thanking You,
Yours Faithfully,

FOR TECHKNOWGREEN SOLUTIONS LIMITED

VINAYAK Digitally signed by
CHINDAK VINAYAK CHINDAK
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VINAYAK CHINDAK
COMPANY SECRETARY AND COMPLIANCE OFFICER
M NO: 71144

Plant more trees.



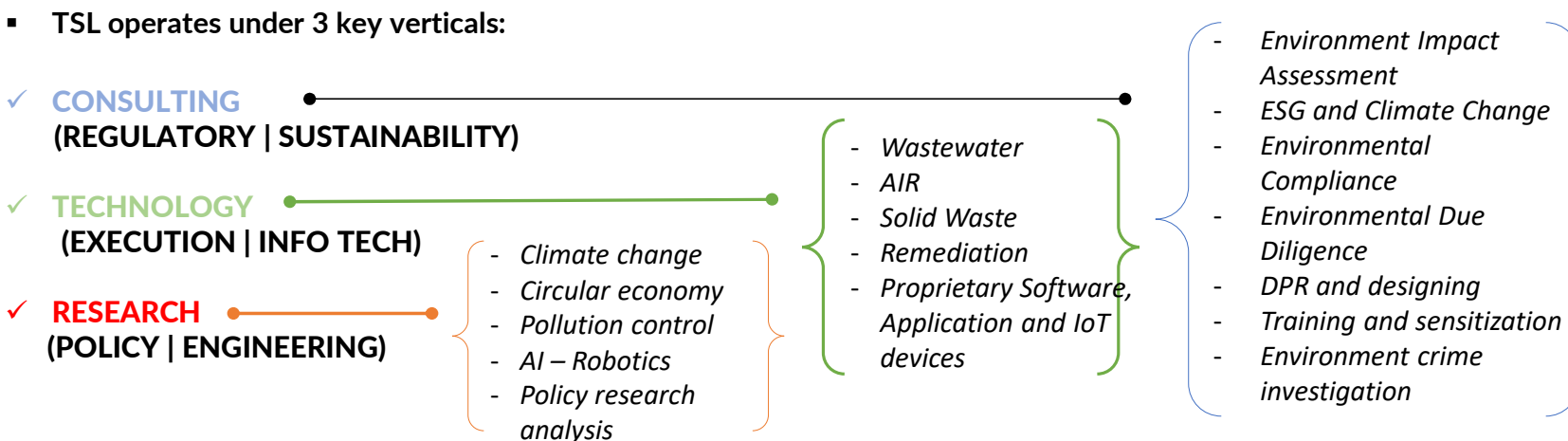
Executive Summary



India's Leading Environmental Consulting Firm

- Techknowgreen Solutions Ltd. ("TSL" or the "company") is one of India's leading environmental compliance and consulting firm, headquartered in Pune, India
- Over last 2 decades, the firm has executed 2,500+ projects across the environment domain including compliances, complex consulting projects, research and implemented numerous environmental technology solutions
- Led by senior technocrats and thought leaders, Dr. Ajay Ojha , Mr. Prasad Pawar and Dr. Aniket Kadam, TSL has a team of 70+ experts based at multiple locations

Deep Project Execution Experience



~\$8 Bn Market Potential in India

- TSL is operating in a ~\$8 Bn potential market in India across consulting and environmental technology domain
 - Consulting offers a \$1.2Bn potential across compliance and sustainability segments
 - Technology offers a \$6.7B market potential across WWT (\$2.7 Bn) and Air quality management (\$4.0 Bn)

Transaction Overview

- TSL is in an accelerated growth phase and is looking to raise INR 160 million through primary issue via an IPO on the SME exchange

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One of India's Leading Environmental Consulting Firm



- We are one of India's leading environmental consulting company with 20+ years of experience in executing 2,500+ projects using cutting edge technology
- Our key offerings include regulatory environmental compliance and consulting , environmental technology solutions and IT applications
- We are one of the first companies providing environmental IT solutions through cutting-edge software applications and compliance solutions
- Diverse experience in handling complex environment projects across industries like infrastructure, chemical, automobile, healthcare, manufacturing, real estate and projects of national/state governments
- Our client base includes government, MNCs, large, mid size and SME companies
- Headquartered in Pune, we have 70+ employees at various locations in India



Our Impactful Journey



2001-2019 : Robust Capabilities Developed

- Started by Dr. Ajay Ojha and Prasad Pawar – technocrats in environmental consultancy with a vision to empower clients by ensuring sustainability and profitability can go hand in hand
- **Leading technology implementer in Phytorid and floating wetland for waste- water treatment**
- Udyam, ISO, NABET certification obtained
- Strong recognition across many State PCBs
- **Pioneered in designing first ever virtual chimney for controlling air pollution at traffic junctions**
- First International project in Sudan (2009)– Packed effluent treatment
- Project of Swedish International Development Cooperation Agency (SIDA) & SMHI for Air Pollution Management in 2010

- **165+ implementations of technologies - ETP ,STP and Phytorid**
- **Supported Ministry of Earth Sciences to create Cleaner Air for CWG (2010) through IITM**
- **Executed ~INR 10 crs value of projects from East Delhi Municipal Corporation (EDMC) in 2014**
- **Crossed INR 5 Cr in Revenue in FY2016**

IMPACT
CREATED

2019-2023 : Growth Acceleration

- Executed our largest project of INR 10.5 Cr for Delhi Jal Board (DJB)
- Independently executed 1st government project of 10 Cr
- **MOUs Signed with EPIL (Engineering Projects (India) Ltd , Munif AL Nahadi (renowned family office in Saudi Arabia), Environment defence funds, GIZ(German Development Agency) via E&Y**
- Build a team of 70+ passionate personnel
- **Developed environmental compliance software and beta version deployed in 10+ location**
- E-catalyst and ROCO software application build for MPCB
- **43 Amrut cities carbon neutral plan for Government of Maharashtra**
- National clean air program and carbon neutral events, international and ease of doing business workshops

- **Crossed 10 Cr in revenue in FY20**
- **Historically 10-12% profit margins, increase to ~ 25%+ in FY23**
- **10+ larger ticket size projects signed aggregating to ~ INR 30 Cr**
- **25+ research publications published**
- **Local Air Management Plan through Environment Defence fund (EDF)**

Platform in place for rapid scaling up

Core Service Offerings Across Entire Gamut of Environmental Solutions



A

CONSULTING REGULATORY | SUSTAINABILITY

1. **Environment Impact Assessment:** 5 sectors NABET approval. life cycle assessment, carbon neutrality, ECBC, traffic study, Hydro geology study, Post EC, CCR
2. **ESG and Climate Change :** Includes sustainability reporting, climatology,
3. **Environmental Compliance:** Consent, PESO, fire factory, CGWA, EPR, HW and BMW authorizations
4. **Environmental Due Diligence: includes**
 1. Phase 1: Site Assessment
 2. Phase 2: Chemical Analysis
 3. Phase 3: Remediation
5. **DPR and designing** includes STP, ETP., WTP, SWM , remediation , Air Pollution Control (Urban), HWM, EPR , Renewables
6. **Training and sensitization**
7. **Environment crime investigation**

B

TECHNOLOGY EXECUTION | INFO TECH

1. **Wastewater :** STP, ETP, Zero Liquid discharge (ZLD)
2. **Air :** developed products such as YUKA Yantra for indoor Air and virtual chimney for ambient Air purification
3. **Solid Waste:** BIOGAS, organic composter
4. **Remediation:** Soil, decontamination, hazardous waste

Information Technology

1. **Software:** developed KYC (Know your compliance), Intelligent decision support system (IDSS),
2. **Applications:** Developed ROCO , E-catalyst and mass plantation applications for MPCB
3. **IoT :** data communication interface for applications and software

C

RESEARCH POLICY | ENGINEERING

1. **Climate change :** Carbon capture, storage and utilization (CCUS), modelling Blue Carbon, Carbon sink, Carbon and methane - neutrality and Climate resilience,
2. **Circular economy;** Wastewater trading, circular economic wetland technology
3. **Pollution control technologies :** Advanced Oxidation process (AOP), nature-based solutions (NBS)
4. **AI and Robotics:** environmental surveillance, Compliance monitoring, Big data
5. **Policy research analysis:** Cost and health – benefit analysis (CBA) , analysis of Alternatives, policy screening

USPs

- 20+ years of experience in environmental technology solutions
- 200+ STP/ETP executed and designed 100+ Yuka Yantra projects

- 2,000+ projects in various capacities
- Deep knowledge of regulations across various government bodies and well versed with changes in law

- Completing the value chain by offering multiple remediation and monitoring/evaluation services

- Knowledge of the vast and complex compliance system allows us to replicate it in proprietary applications

Our commitment to sustainability goes beyond just our services - we offer end-to-end environmental solutions

Deep Execution Experience Across Multiple Sectors and Geographies



Robust Execution Capabilities

- Management's deep expertise allows us to understand clients' environment and sustainability challenges
- Faster execution of complex consulting projects due to our vast experience across wide array of assignments
- Ability to quickly mobilize expert execution teams across any part of India

Across Multiple Sectors

- Regular work across core polluting industries like Chemicals & Fertilizers, Pharma, Food, Infrastructure, Distilleries, etc.
- Executing projects across newer sectors like Data Centers, R&D Setups, ESG

Many Innovative Executions

- Implemented first ever circular economic wetland technology demonstration for 1 Mn Liters /day at Kotawali Nallah in Chiplun to resolve the issue of contamination (Year 2022)
- Supported the first ever Majhi Vasundhara Evaluation of 800 local bodies & now 17,000 for State Government
- Strong feedback over competitors through value added quality and timely out of box economic solutions

Strong Team Experience

- 70+ people team of dedicated experts across multiple domains

30+

Students guided for Masters Dissertation

3

Students Co-Guided for PhD

100+

Articles and reviews on Air Quality Issues in leading newspapers

2

Patents Applied

Empanelled with PWD

Expert opinions in global forums

Member in several state level environmental committees

We have developed robust experience and capabilities to deliver complex environmental consulting projects

Case Study: STP project for East Delhi Municipal Corporation



Name of the Organization



East Delhi Municipal Corporation

Project Overview

Rejuvenate Shahdara Jheel by treating sewage

Project cost capacity and period

INR 9.6 Crores with 3 MLD STP capacity
Initiated in June 2015 and commissioned in Dec 2017

Project Details

The goal of the project was to improve the condition of Shahdara Jheel by treating 3 MLD of municipal sewer waste using Phytorid Technology. The treatment process involved primary treatment and secondary treatment using Phytorid. The implementation process included creating grit chambers and settling tanks with tube settlers for passage of sewage and settled sludge being disposed of using a decanter system. The treated effluent finally discharged into the Jheel



Site location



Cleaner Water

Case Study: Sewage / Drains treatment in Kotawali by MPCB



Name of the Company



Maharashtra Pollution Control Board
महाराष्ट्र प्रदूषण नियंत्रण मंडळ

Project Overview

In-Situ Wastewater Treatment for Kotawali Sewage / Drain under rejuvenation of Vashishti river

Project Details

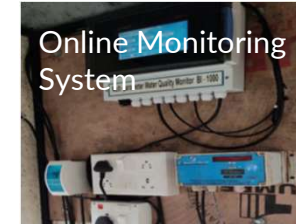
- Initiated in Mar 2019 and completed by May 2022
- 1 MLD capacity

Project Details

Project which was initiated for rejuvenation of Kotawali Sewage which was given by MPCB. The scope of the project was execution of proprietary technology to solve the problems of farmers receiving industrial contaminated water. We completed the project by doing detailed survey of sewage, detailed calculations for CEFW and flow regulation assessment and installations of flash mixer, solid trapping system, CEFW rafters, sedimentation tanks, phytorid bed, chamber cover, quality sensors, measurement equipment, solar system etc.



CEFW



Online Monitoring System



Outlet Inlet

Case Study: Project for Aamby Valley and Everyondr



Name of the Company



Project Overview

Environmental Permissions and wastewater treatment designing

Project cost capacity and period

INR 1.63 Crores
Initiated in Jan 2011

Project Details

The Aamby Valley City project aims to create a sustainable living environment on a large piece of land. Our assignment included obtaining necessary permissions from government bodies and carry out services such as water due diligence and wastewater treatment design. Additionally, we have also provided other services such as IGBC pre-certification and assisted in forming a sustainable environmental plan.



Environmental Clearance , Post EC compliance, Compliance and Monitoring Services for ESG alignment

INR 1.04 Crores
Initiated in Jan 2011

Everyonder has proposed data centre at Plot No. D- 31 and D-32, TTC Industrial Area, Turbhe, Navi Mumbai

TSL has been appointed as Environmental consultant to handle all Environment related services for this project.

Case Study : E-Catalyst Mobile App



Name of the Company



Maharashtra Pollution Control Board
महाराष्ट्र प्रदूषण नियंत्रण मंडळ

Project Overview

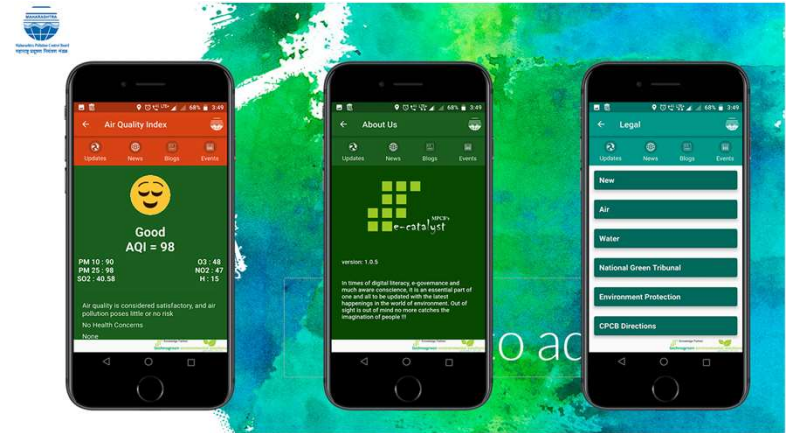
Development of E-Catalyst Mobile App for MPCB for State of Maharashtra State

Project Details

INR 3.0 Lakhs
Initiated in October 2019

Project Details

Development of mobile application for Android as well as IOS system which shall include details of ongoing activities of MPCB as well as provide Updates of Upcoming MPCB Events and Conferences - Entire Maharashtra. It also has Collation of Environment News globally from variety of dependable sources at a single click along with Updates of Environmental Laws / Notifications /Circulars, etc., Automatic update of related links from MPCB Website, Slogs and articles on important and recent Environmental topics and issues - [download from app store](#)



Pan India and International Project Experience



- 15+ States execution experience
- 2 Branches
- Strong focus on Maharashtra and Karnataka due to their large industrial hubs and strong focus on sustainability and environmental regulations
- Presence in Jeddah, Saudi Arabia facilitated by our partnership with Munif Al Nahdi Trading and Contracting Company and previously worked in US(USEPA), Sweden (SIDA/SMHI)

Our Tailored Engagement Models, Provide a Mix of Project & Annuity Based Revenues



A
CONSULTING
REGULATORY |
SUSTAINABILITY

Ad-hoc consulting projects

- Consulting assignments for getting clearances ,licenses and Ad hoc projects like due diligence, DPRs, TEV reports
- INR 5 -100 lakhs per assignment

Retainer Assignments

- Shared resources for environmental compliance and consulting
- Technical AMC for consulting assignments

SAAS – subscription revenue

B
TECHNOLOGY
EXECUTION | INFO TECH

- Milestone based billing
- INR 25-200 lakhs per projects

- Technical AMC for projects

- “Know Your Compliance “ software generating annual licensing fees

C
RESEARCH
POLICY | ENGINEERING

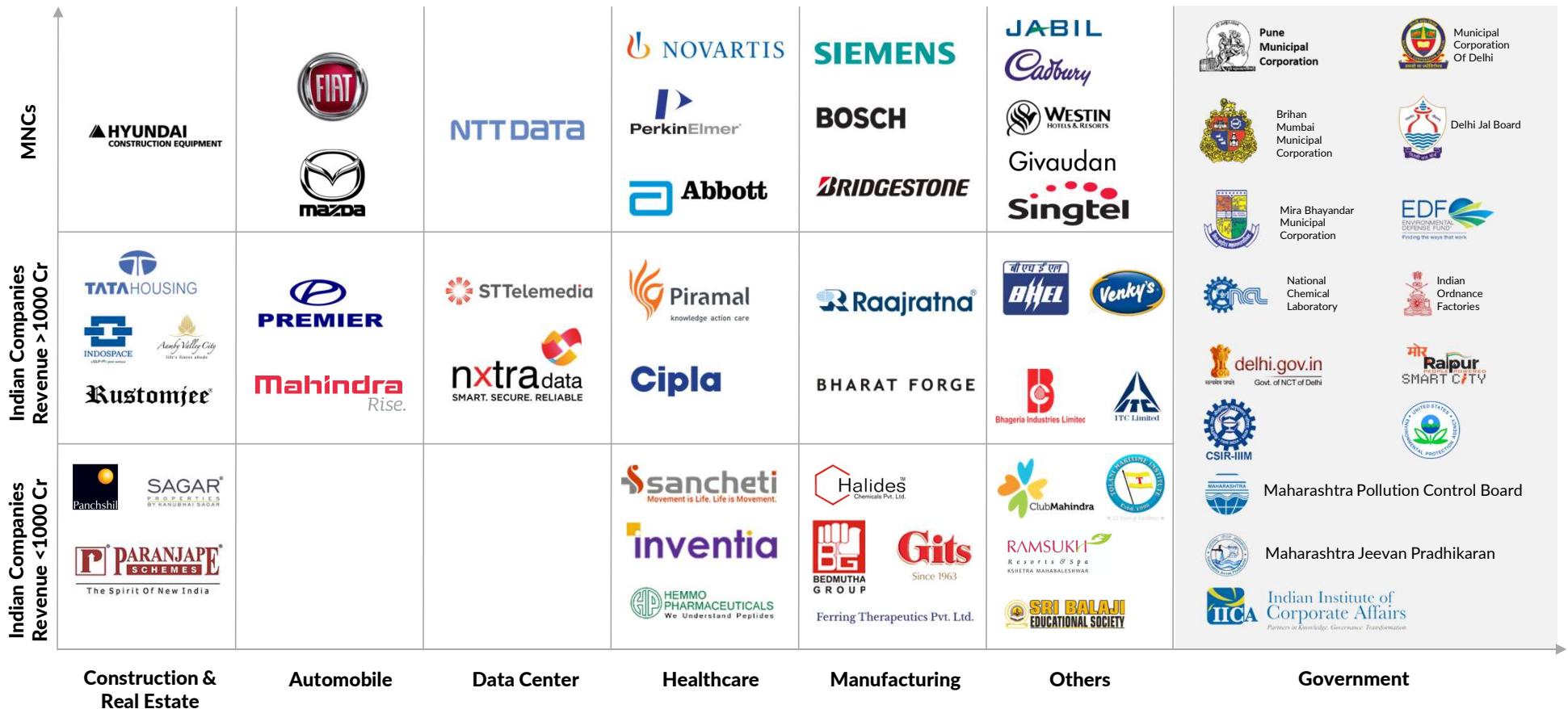
- INR 5-50 lakhs per project

- High repeat ratio of clients needing frequent clearances
- Strong inflow of assignments with near zero marketing/sales

- Set processes generating higher margin in annuity business
- High Demand for shared resources – plans in place to mobilize quickly

- Software MVP launch in process
- Full scale launch in 9 - 12 months

Strong Mix of National and International Marquee Clients



Our ability to understand challenges of clients right from SMEs to International MNCs, provides us with a competitive edge

Client Testimonials: Success Stories from Our Esteemed Clients



“We have been working together since last 5 years .They have thorough knowledge of the work they undertake along with wonderful & professional team setup to help & guide in all the aspects”

Mr. Sanket Nigudkar
(Director)
(Haldies Chemicals Pvt Ltd)

“We express our appreciation for superb facility - Effluent Treatment plant put together in record time with quick decisions and impressive leadership at site”

Mr. H C Ahuja
(Factory manager)
(Hemmo Pharmaceuticals Pvt Ltd)

“Outstanding and committed efforts and enthusiastic team who left no stone unturned to complete the Energy Information Administration (EIA) report”

Mr. Vivek Kumar
(Ex-CEO)
(Aamby valley and Hotel Sahara Star)

Our high % of repeat assignments is demonstrated through strong client testimonials

Our Successful Collaborations and MOUs



Munif Al Nahadi (Saudi Arabia)	Dhruv Construction	EPIL	EDF (environment defence fund)	Other partnerships in Pipeline
<ul style="list-style-type: none"> MOU signed in 2018 Munif Al Nahadi is a leading conglomerate working in different sectors like education, contracting, automobile, health, manufacturing and real estate TSL will provide licensing and technical know-how while NG will provide for execution including the finances Together we are creating a preliminary business plan, marketing strategy, and solidifying our MOU into partnership. This will pave the way for successful projects and eventual establishment of a company Constructed Phytorid based STP at Jeddah petrol mall as a demonstration project in 2018 	<ul style="list-style-type: none"> Dhruv Constructions is large Delhi based government contracting firm It is working with Delhi government for their irrigation and flood department for many prestigious projects TSL has entered into MOU with Dhruv Constructions for Delhi Jal Board projects. Dhruv Constructions as a subcontractor has constructed five projects in Delhi 	<ul style="list-style-type: none"> EPIL is a public sector enterprise in India that provides EPC services for various industries. They specialize in power, infrastructure, water supply, and industrial projects, and have a strong focus on innovation and sustainability TSL will collaborate to provide consulting services for wastewater treatment plant projects in India and abroad, including feasibility reports, project reports, and project management consultancy. Our goal is to pool our resources and expertise to ensure successful project execution 	<ul style="list-style-type: none"> EDF is a US nonprofit that advocates for environmental solutions using science, economics, and law. They focus on issues such as global warming, ecosystem restoration, oceans, and human health Project LAMP involves Identification of hyper local hotspot for one site in Mumbai scope of assignment is to prepare micro level planning for air quality improvement in hotspots through scientific investigation of air pollution sources, use of sensors for performance evaluation, creating emission inventory, demonstrating, mobile air quality monitoring system & finally preparing executable air quality improvement that can be easily repeated at all such hotspots throughout India 	<div data-bbox="1570 597 1717 760"> <p>IIT Indore</p> </div> <div data-bbox="1801 604 1948 776"> <p>SIE</p> </div> <div data-bbox="1579 867 1684 1010"> <p>ICCSA</p> </div> <div data-bbox="1709 889 1957 961"> <p>International Centre for Climate and Sustainability Action Foundation</p> </div> <ul style="list-style-type: none"> Additionally NEERI has approved the renewal of license of Phytorid - SWAB for 5 years

Recognitions & Empanelments: Our Stamp of Excellence



Registrations ,Certifications and Awards

- ISO 9001-2015 registered firm since 2014 along with NABET accreditation
- National Environmental Engineering Research Institute (NEERI) - Phytorid technology transfer license since 2009
- IGBC (India's Green Building Council) award in environment & infrastructure planning sector for green building consultancy firm of the year 2013
- Awarded Certificate of Recognition by USEPA for Efforts to Change the Life of People in Asia



Empanelments

- Empanelment with Engineering Projects India Ltd
- Empaneled with Government- E- Marketing portal (GEM)
- Empanelment as consultant for statutory approval, environmental clearance, forest permissions, MPCB, railway & EIA study, for PWD Pune and Kolhapur circle
- Empanelment with Govt. of Maharashtra Environment Department (State Knowledge Management Centre on Climate Change (SKMCCC) since 2019
- Empanelment as consultant for STP for PWD Pune circle
- Empanelment in Nashik Zilla Parishad as consultant for DPR & PMC consultant
- Collaborated for Indian training with SIDA (Swedish Meteorology & Hydrology Institute)



Our Increasing Focus on Training and Sensitization



- TSL is an expert in providing training solutions in key environmental issues and subjects across India
- Conducted National level NCAP training and launched the ROCO App at the hands of the then Environment Minister, GoM during the Alternative Fuel Conclave
- Sensitized over 2 lakh individuals through climate change awareness programs since 2007
- Highly acclaimed Ease of Doing Program and Environmental Compliance programs for industries through MCCIA
- Set up a training stall at Kanheri Math, a national sustainability program, where we achieved a milestone by creating the first-ever carbon-neutral stall
- Successfully secured projects worth >INR 1 Cr in the environmental training sector
- Recognized ToT by DoPT, GOI



By prioritizing training and sensitization, we have strived to create a more environmentally compliant ecosystem

Experienced Leadership Team



Dr. Ajay Ojha
(Managing Director)

- Dr. Ajay co-founded TSL with Prasad with the vision to benefit lives of people through resource conservation, lifestyle changes and leveraging technology for monitoring and remediation of environmental emissions
- He leads the strategy function with his technical expertise, leadership skills, innovative mindset, and strong relationships with government organizations and corporates
- In his tenure he has designed ~500 wastewater plants, 10 biogas units, 100 systems for air quality improvement in basement
- Before co-founding TSL, he served as a manager at Air Quality Management Cell of Pune Municipal Corporation through a joint agreement of USAID-USEPA and Ministry of environment and climate change
- 23+ years of experience with Doctorate (PhD) in chemistry and specialization in environmental chemistry
- Awarded with "Certificate of Recognition" by US-AEP / USEPA and best research work at Better Air Quality 2006 witnessed by 1,200+ scientist and regulators across the world



Mr. Prasad Pawar
(CEO and Director)

- Mr. Prasad together with Ajay founded TSL. with a vision to understand potential environment problems and extent of studies required with sector specific inputs to solve the problems of the entity and conserve the environment
- He is an execution expert who efficiently manages manpower, oversees their training, and ensures the completion of projects and maintains financial discipline within the company
- Before co-founding TSL, he served as MD at Mahabal Enviro Engineers Pvt Ltd and was involved in coordination with local and international agencies for project implementation
- 22+ years of experience with Masters in environment management



Dr. Aniket Kadam
(CFO and Director)

- Dr Aniket plays key role in overall strategy execution of the firm with Dr. Ajay and Prasad
- He has 12 years of experience Extensive experience of handling assignments related to Obtaining statutory approvals for manufacturing processes , liaising with State Authorities and Municipalities, Client Representation with Government authorities for specific cases, Risk assessment of industrial asset investments, Project viability assessment
- He is an instrumentation engineer and MBA marketing

Highly Experienced Operational Management



Mr. Vinay Bedekar
(ESG Head)

- 18 yrs. of experience in sustainability, ESG, environment and safety compliance, ADIS, NSO, business development and resource planning
- Pursued BE in environmental engineering and Advanced Diploma in Industrial Safety



Mr. Kiran Shinde
(Head of Business Development)

- 18+ yrs. of experience in industrial safety and environmental sector planning, design execution, vendor development & site management
- Pursued Diploma in environment & safety



Mr. Mohammad Shaikh
(Consulting COO)

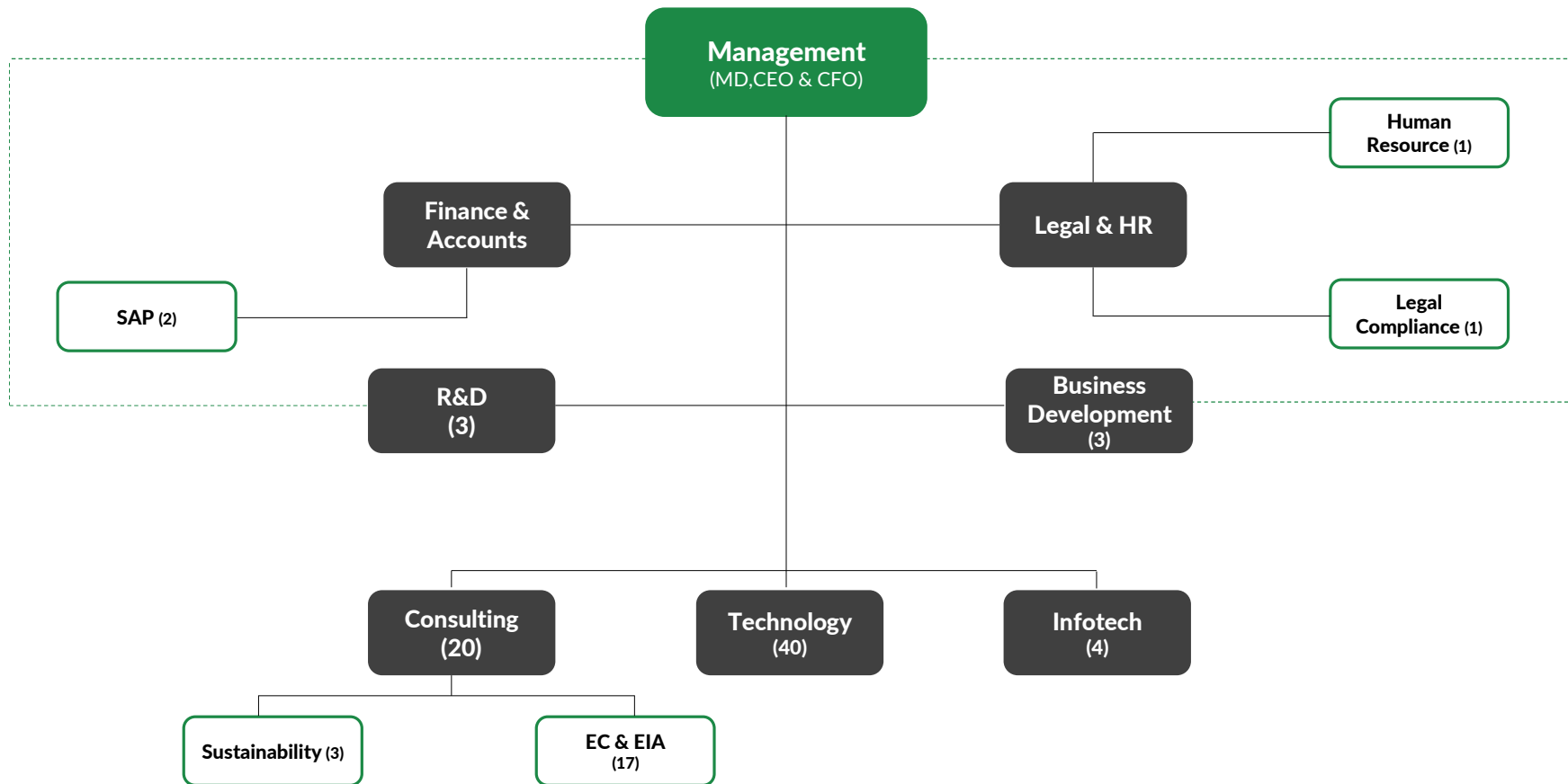
- 15+ yrs. of experience in environmental consultancy, design engineering, legal compliance, scientific reporting & due diligence
- Previously worked with Mahabal Enviro Engineers Pvt Ltd
- Pursued M.Sc. In biotechnology

✓ 70 + team strength

✓ 400+ yrs. of combined experience of the whole team

✓ Strong network and management skills

Flexible and Scalable Organisation Structure



Contents

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2. Market Overview

3. Growth Strategy

4. Financial Overview

5. Annexures

India's Sustainability & Environment Parameters Showing Progress



- Government aims to reduce PM2.5 emissions by 20-30% till 2024 under National Clean Air Program (NCAP)
- Carbon emission stands at 2.5 Bn T for FY21 which government targets to reduce by 1 Bn T by 2030
- Indian Govt aims to reach 50% electricity mix from renewables by FY2030 which was ~ 23% in FY2020
- With National Electric Mobility Mission (NEMM) government plans 30% electric vehicles on road by 2030 - Presently < 0.5%⁽¹⁾

India seeing Encouraging Changes across Multiple Parameters..

1st

G20 country in CCPI⁽⁴⁾ ranking (Climate Change Performance Index)

4th

In renewable energy installed capacity

8th

Country in world in terms of spending in energy transition

..Gearing up for long battle ahead

18%

Deaths in India happen due to air pollution

3rd

Biggest emitter of CO₂ by volume

5th

Most polluted country

India is well positioned to be a leader in global sustainability movement

Source : BBC, Press Information Bureau ,Observer research foundation, Bloomberg NEF, World air quality report, IEA

Note 1 : Vehicle records for Andhra Pradesh, MP, Telangana and Lakshadweep not available in Vahan4, hence not included in this 0.5%

Increasing Spend on Sustainability By Government & Corporate Entities



Government

- \$600+ Mn spend towards faster adoption of manufacturing of electric vehicles scheme (FAME – II) in FY 23-24 which is 80% more YoY
- National Clean Air Program (NCAP) has seen consistent increase in budget from \$50 Mn in FY 2021-22 to \$95 Mn in FY 2023-24
- National Green Tribunal (NGT) is set up for cases related to environmental protection and conservation of forest and natural resources (3rd country to do so)
- Namami Gange program has 76 projects approved at investment of \$620 Mn for creating treatment capacity of 678 MLD and sewer network of 2,546 kms
- National Water Development Agency (NWDA) linking of 37 rivers and the creation of 30 links, with a total length of around 14,000 km of canals. The project was estimated to cost ~ \$80 Bn at the time of its proposal

Corporate

- CSR spending on environment in FY 2019-20 was \$165 Mn which was up by 70% compared to FY 2014-15 (total spend over the 5 years was \$543 Mn)
- Adani group projected to spend \$70 Bn in green investment over next 8 years
- Reliance group plans to invest \$10 Bn for end-to-end green eco-system
- Tata power plans to invest \$9 Bn in renewables over next 5 years
- ITC limited to invest \$1.1 Bn in renewable energy, water conservation and sustainable agriculture
- Mahindra group to invest \$1 Bn in electric vehicles and renewable energy
- Aditya Birla group to invest \$1 bn in renewable energy, water conservation and sustainable forestry

Media Coverage

India's LiFE initiative could cut over 2 billion tonnes CO2 emissions in 2030, says IEA

Govt plans to make all major ports fully self-sustainable on electricity by 2030

In India's pursuit of becoming the third largest economy by 2030, addressing climate change challenges and meeting the sustainable development goals (SDGs) is a key concern of the country's economy. In its endeavor to reduce the country's overall carbon footprint, India has set an ambitious target to install 450 GW of renewable energy by 2030, which includes 280 GW of solar power.

Reliance Industries to invest Rs 75,000 crore in four renewable energy gigafactories

Adani Group to build 3 giga factories as part of \$70 billion clean energy investment

Tata Power plans ₹75,000 cr capex push in renewable energy to take on Adani, RIL

~\$8 Bn Market Opportunity in India Across Our Core Offerings



Robust addressable market opportunity in India:

A Consulting	→	\$1.2 Bn
B Technology	→	\$6.7 Bn
<hr/>		
Combined India market potential		\$7.9 Bn

** Infotech's market potential is capture within the above two segments*

TSL's presence across all environmental sub segments allows us to tap multiple high growth opportunities

A Environmental Consultancy Presents ~ \$1.2 Bn Market Opportunity

1

Regulatory Compliance Market - India



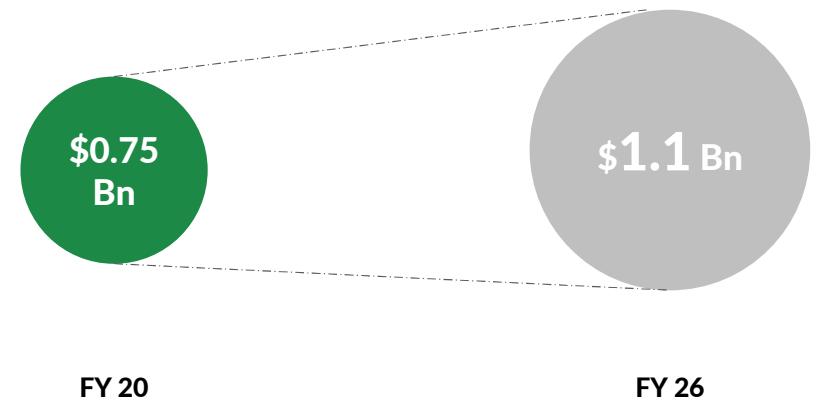
Source: RBI, Company Estimates

Key drivers

- Additionally license renewal amounts to \$50 Mn+ market opportunity
- Tech solutions in environmental monitoring provides additional market opportunity

2

Environmental Consulting Market - India



Source: Researchandmarket

Key drivers

- Growing investments in manufacturing
- Increasing focus on ESG
- Government's push towards sustainability

B Environmental Technology Market



Robust addressable market opportunity in India:


	India	GCC
A WWT & ETP market-size	\$ 2.7 Bn	\$ 3.7 Bn
B Air pollution controls systems	\$ 4.0 Bn	\$ 2.2 Bn
Total market potential	\$ 6.7 Bn	\$ 5.9 Bn

Source : Globenewswire, Statista

In addition to India market, GCC presents a \$5.9 Bn market opportunity across environmental technology solutions

TSL's strong expertise in creating cutting edge Environment tech solutions presents a ~\$12Bn+ India and GCC market opportunity

Contents

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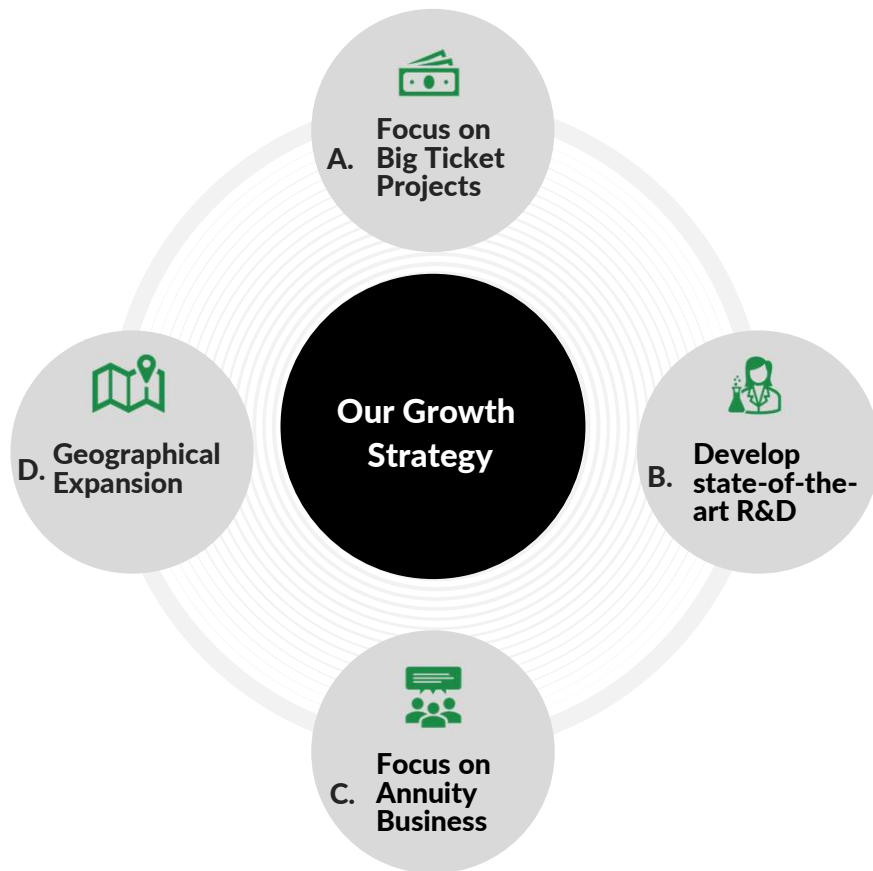
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Our Vision

- ✓ Become an India's leading environmental consulting firm – **contribute to India's carbon reduction efforts**
- ✓ International reach with presence across key geographies
- ✓ Develop state of art R&D infrastructure to drive innovation
- ✓ Create value for all our stakeholders

A

Focus on Big Ticket Projects

- Cross-selling of Impact Assessment services with Environmental Clearances to realise 2-2.5x sales value
- Increased bidding on large government projects like carbon neutrality ,climate resilience & city planning (50%-100% higher value assignments than normal consulting assignments)
- Focus on newer opportunities like data center environmental permits (higher ticket sizes)

B

Upgrade to a State- of-the-Art R&D Infrastructure

- Strengthen in-house R&D team through resource addition & infrastructure expansion
- Tie-ups with major IITs and Internationally acclaimed Universities
- Enplanements of environmental professors and experts on board

C

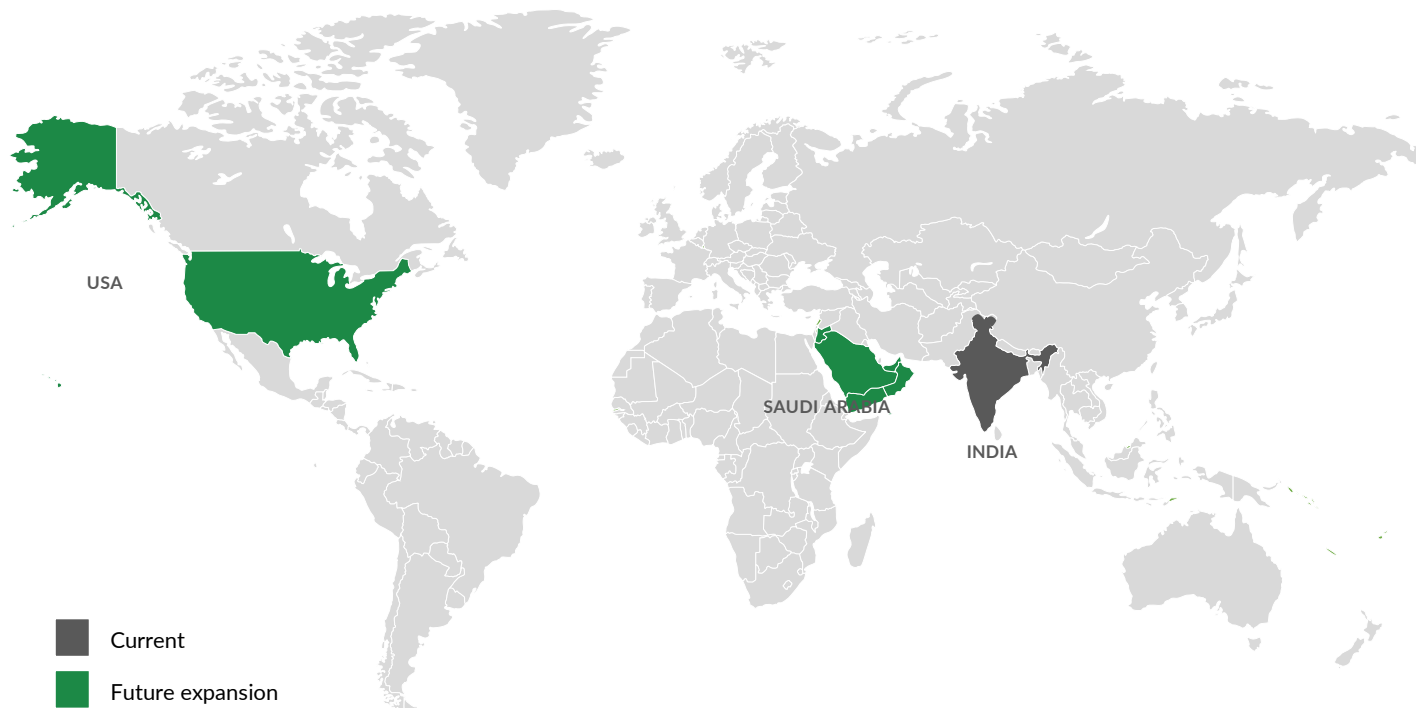
Focus on Annuity Business

- Target 30-40% revenue from new and existing service offerings
- Strengthening of ESG division in 12 months
- Expand our shared resources model for environmental compliance roles across existing clients
- Rapidly develop and launch own SAAS based environmental KYC app to create a stable annuity revenue stream

Growth Strategy (3/3)



D Geographical Expansion Strategy



- **Bolstering presence in Saudi by creating on ground execution team in ~ 12 months and further expanding expertise to GCC market**
- **Enter the highly lucrative US market in 12-18 months**

Contents

A circular graphic on the left side of the page. It features a lush green tree growing out of a globe. The globe is partially obscured by a white, torn paper effect, suggesting a connection between nature and the earth. The background of the circle is a blurred green and yellow bokeh.

1. Company Overview

2. Market Overview

3. Growth Strategy

4. Financial Overview

5. Annexures

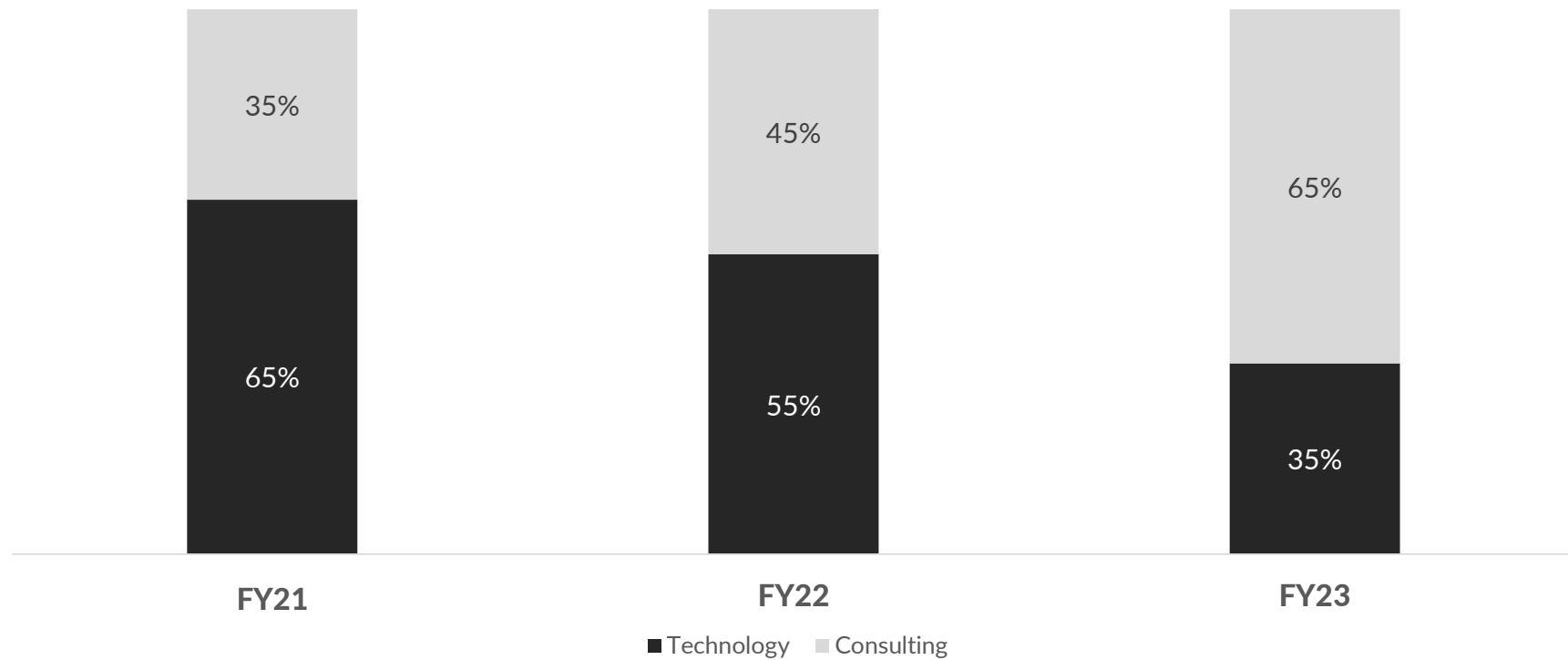
Income Statement Summary



INR Mn

Particulars	FY21	FY22	FY 23	CAGR (FY 21 - 23)
INCOME				
Revenue from Operations	78.07	98.73	148.38	38%
Other Income	0.45	1.18	0.24	
Total Income	78.53	99.91	148.63	
EXPENSES				
Direct Expenses	38.54	8.81	9.59	
Purchases	5.26	57.25	22.61	
Change in inventory	0.97	2.48	12.01	
Employee benefit	6.37	5.58	18.53	
Finance cost	6.15	5.02	2.38	
Depreciation and amortization	0.40	0.40	0.51	
Other expenses	15.72	10.25	44.45	
Total expense	73.42	84.81	86.06	
EBIT	11.26	20.11	64.95	140%
PBT	5.11	15.10	62.57	250%
TAX	1.39	4.28	17.34	
PAT	3.72	10.82	45.22	250%

Revenue Mix - By Segments



TSL's focus on consulting has been growing over the years which is reflected in its changing revenue mix

Balance Sheet Summary



Particulars	FY21	FY22	FY 23	INR Mn
Assets				
Fixed Assets	1	1	2	
Non - Current Assets	27	19	22	
Currents Assets				
Stock in hand	24	26	38	
Loans and Advances	53	54	73	
Sundry Debtors	31	31	34	
Other Current Assets	0	0	3	
Cash and Bank	14	1	6	
Total	150	132	178	
Liabilities				
Equity holders Funds	62	73	118	
Long term Borrowings	12	3	2	
Non - current Liabilities	1	0	0	
Current Liabilities				
Short term Borrowings	33	25	27	
Trade payables	33	6	7	
Other current liabilities	7	8	2	
Short term provisions	2	17	22	
Total	150	132	178	

Key Financial Ratios



A) Margins

	FY21	FY22	FY 23
EBIT Margin	14%	20%	44%
PBT Margin	7%	15%	42%
PAT Margin	5%	11%	30%

B) Key Ratios

	FY21	FY22	FY 23
Return On Equity	7%	21%	89%
Return On Capital Employed	15%	26%	54%
Debt Equity	0.73	0.39	0.24

Seeking Equity

INR **160**MM
(~US\$ 1.96 Mn)



Utilization of Funds

- Infrastructure Expansion
- IT Infrastructure
- EMD for tendering
- Working Capital
- Team Expansion
- R & D
- Branding and Promotion

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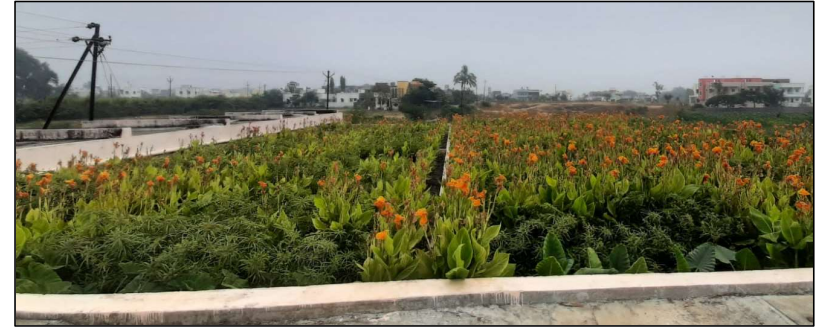
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Site Images (1/2)



Tungal Schools, Vijayapura Karnataka – 50 STP



Ganpati Classic, Agra – 100 CMD STP



Site Images (2/2)



Mahindra Vehicle Manufacturers Ltd., Chakan MIDC
(750 CMD ETP using Phytorid
Technology)



Nasik Municipal Corporation - 140 ETP



Sara Builders &
Developers Pvt. Ltd. -
500 CMD STP



Siemens Ltd., Kalwa
(Thane) - 500 CMD STP

Comments

Media Coverage (1/2)



HT Hindustan Times

Maharashtra witnessed an improvement in all environmental parameters during the four complete lockdown phases enforced by the Covid-19 pandemic between March 21 and May 31 this year, except for an unprecedented rise in biomedical waste (BMW). A study by the Maharashtra Pollution Control Board (MPCB) through Pune-based environment consultant Technogreen Environmental Solutions, 'Impact Evaluation of Covid Pandemic Conceptualized by on Environmental Attributes', published on July 31, was recently released on its website.

"Maharashtra government is ambitiously moving towards an efficient and transparent administration to inaugurate the State Environment Care Centre, which is the first of its kind in Maharashtra. The Centre will monitor and provide alerts to industrial units that exceed their emission limits. In the coming days, we will implement a science-based environment policy. Harmonious co-existence of man and nature is the pre-requisite to attain it. Rulers of India, right from the days of Mahabharata to Chhatrapati Shivaji Maharaj laid their best practices," said Shri Devendra Fadnavis, Chief Minister of Maharashtra while inaugurating the State Environment Care Centre. The Conference was organized jointly by the Government of Maharashtra, Technogreen Environment Solutions and World Trade Center Mumbai. The state government has so far made over 140 administrative services (including environmental services) available online. Speaking on this occasion, Shri Ramdas Kadam, Minister of Environment, said that the state government has so far made over 140 administrative services (including environmental services) available online for application of license renewal by the industry. "I hope the two-day conference will come out with suggestions for the proposed science-based environment policy of Maharashtra."

ON THE EVE OF EARTH DAY 2020 APRIL

DEPARTMENT OF ENVIRONMENT
GOVT. OF MAHARASHTRA

Maharashtra Pollution Control Board
महाराष्ट्र प्रदूषण नियंत्रण मंडळ

A conference on
**Science-based environment policy
for the state of Maharashtra**
महाराष्ट्रसाठी वैज्ञानिक पर्यावरणपूरक आराखडा परिषद

on 20th & 21st April, 2020 at the World Trade Centre, Mumbai

INAUGURATION BY CHIEF GUEST
HON. SHRI. DEVENDRA FADNAVIS
CHIEF MINISTER OF MAHARASHTRA

GUESTS OF HONOUR
HON. SHRI. RAMDAS KADAM MINISTER OF ENVIRONMENT, GOVT. OF MAHARASHTRA
HON. SHRI. PRAVIN POTE PATIL STATE MINISTER FOR ENVIRONMENT, GOVT. OF MAHARASHTRA

SPONSORED BY
SMT. MALINI V. SHANKAR ASST. CHIEF SEC. ENVIRONMENT, GOVT. OF MAHARASHTRA
DR. R ANBALAGAN MEMBER SECRETARY, MPCB

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Promoted by MFRDC ACTE Technogreen environmental solutions

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ZEE NEWS

ENVIRONMENTAL POLLUTION CONTROL BOARD
BUSINESS WORKSHOP
PUNE & MUMBAI

ENVIRONMENTAL POLLUTION CONTROL BOARD
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Media Coverage (2/2)



MUMBAI: The state government has decided to set up a plant to treat water from the polluted Mithi river before it reaches the Mahim bay area. This is despite the concrete embankments to stop sewage from entering the river.

"The 18km Mithi has a wall along its 12km stretch, while a 6km length does not have concrete walls along. Mithi gets polluted water at 103 points. We have a proposal to build a sewage treatment plant 3km before the river's mouth, towards Mahim bay," environment minister Ramdas Kadam said in the state assembly during question hour.

Kadam said other than encroachments and scrapyards, the river gets sewage from industrial areas, slums and townships, besides solid waste thrown along its embankment.

"Technogreen Enviro, Pune, has surveyed the river right up to its Mahim bay-end and suggested treatment on the sewage being released into it," he said.



Cut down waste during COVID

Conduct a plastic audit of your home, and replace plastic materials with biodegradable or glass containers

Unless you are a frontline health worker or otherwise at high risk, try using a recyclable cloth mask and other safety tools

If you plan a takeout from a restaurant, inform them that you will be bringing your own sustainable containers

With order in mind on the rise, focus on composting your leftovers, either recycling or

Dr Harsh Vardhan Inaugurates Sewage Treatment Plant based on a Phytoid Technology at CSIR-NCL



Sewage Treatment Plant inaugurated by Dr Harsh Vardhan; the plant is now functional at CSIR-NCL

Dr Harsh Vardhan, Hon'ble Union Minister of Science and Technology, Earth Sciences, and Health and Family Welfare inaugurated Sewage Treatment Plant (STP) operated on a Phytoid Technology at CSIR-National Chemical Laboratory (CSIR-NCL), Pune, on 2 December 2020 virtually.

CSIR-National Environmental Engineering Research Institute (CSIR-NEERI), Nagpur has developed a Phytoid based process to treat sewage and wastewater. It has implemented this process in its premises with CSIR-URDIP through a consultant M/s. Technogreen Environmental Solutions, Pune. CSIR-NCL will be the first CSIR lab to adopt this

technology for the treatment of sewage coming from the laboratory and residential colony.

The eco-friendly Phytoid Technology is meant for domestic as well as industrial sewage treatment with higher stability to recover, recycle, and reuse the treated water for gardening and other purposes.

Phytoid is a subsurface flow constructed wetland system where novel aquatic plant species and two-step filtration comprising carbon material and various grades of sand are utilised; these play a vital role in nutrient uptake, microbial action, sedimentation and filtration.

Ajay Ojha, a co-partner in Technogreen Environmental Solutions (TES), Pune, which set up the 'natural STP', said, "This (the Shahdara Lake setup) is the biggest phytoid wetland system in India so far. It works much better than conventional STPs, which have many costly mechanical and electrical components, malfunctions and require high maintenance."

"On the other hand, these plants - Canna Variegated, Umbrella Palm, Water Lily, etc. - laid on gravel beds and boulders with a system of 20 screening chambers and an Ultraviolet (UV) water purification system, clean dirty water very well. The end product turns out to be of recreational quality," he explained.

There are still many challenges before TES and EDMC in reviving the lake. The Public Works Department has a sewage drain opening up right into the Shahdara jheel, contaminating the clean STP-produced water. Public nuisance is a huge issue too. "Many steel components of the STP tanks have been cut and taken away by miscreants in the area. We lose Rs 50,000-60,000 worth of pipes, pumps and lights every week," said an officer at the site, Aditya Sharma. Help from the police is being taken, he added.



HT Image

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AP AP NEWS

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RELATED TOPICS

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Air pollution

Environment

Environmental concerns

Government policy

Traffic

Environmental policy

Air quality

Levels of black carbon, a good indicator of diesel exhaust and poorly tuned vehicle performance, were more than three times higher than the ambient readings. The average level of ultrafine particles, especially tiny forms of PM 2.5, was more than eight times higher — so high that Apte's equipment broke when he initially tried to measure it. Ultrafine particles have been studied less than other forms of pollution but are believed to be particularly hazardous.

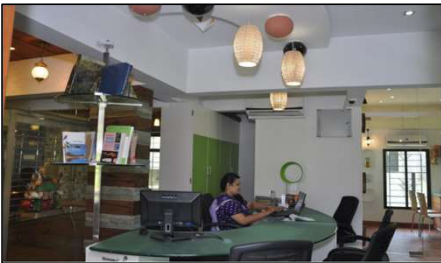
Environmental consultant Ajay Ojha, who works on air quality in the western city of Pune outside of Mumbai, said it will take more work to show policy makers the risks of air pollution and how to address them.

"The problem is nobody owns air pollution. Nobody is individually responsible. So unless the public is demanding action, officials have no reason to even bring it up," he said. "... More understanding is needed before people will start to get upset."

Office and Team Images



Office



Team and Work Culture



Our commitment to sustainability is highlighted in the creation of our office space, utilizing ~ 90% recycled materials and a heavy emphasis on the use of glass, showcasing our focus on preserving environment

Glossary



Sr No	Abbreviation	Full Form
1	ADIS	Advance Diploma in Industrial Safety
2	AMRUT	Atal Mission for Rejuvenation and Urban Transformation
3	AMC	Annual Maintenance Contract
4	BoQ	Bill of Quantities
5	CMD	Cubic meter per day
6	CSR	Corporate Social Responsibility
7	DPRs	Detailed Project Reports
8	EIA	Environmental Impact Study
9	EMD	Earnest Money Deposit
10	EPIL	Engineering Projects (India) Ltd
11	EDF	Environmental Defence funds
12	EERI	Earthquake Engineering Research Institute
13	ESG	Environmental, Social, Governance
14	ETP	Effluent Treatment Plant
15	GCC	Gulf Cooperation Council
16	GUI	Graphical User Interface
17	IGBC	Indian Green Building Council
18	IoT	Internet of things
19	ISO	International Organization for Standardization
20	IITM	Indian Institute of Technology Madras
21	KLD	Kilo liters per day

Sr No	Abbreviation	Full Form
22	KPI	Key Performance Indicator
23	MEP	Mechanical, Electrical and Plumbing
24	MJP	Maharashtra Jeevan Pradhikaran
25	MLD	Minimal Liquid Discharge
26	MOU	Memorandum of Understanding
27	MPCB	Maharashtra pollution control board
28	NABET	National Accreditation Board for Education and Training
29	NEERI	National Environmental Engineering Research Institute
30	PCB	Pollution Control Board
31	PMC	Project Management Consultant
32	PWC	Public Works Department
32	SAAS	Software as a Service
33	SMHI	Swedish Meteorological and Hydrological Institute
34	STP	Sewage treatment plant
35	TEV	Techno Economic Viability
36	TSL	Techknowgreen Solutions Ltd.
37	US EPA	US Environmental Protection Agency
38	WWTP	Waste water treatment plant



Thank You