

Date: 2nd July 2024

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: Schedule of Investor Meeting

Ref: Disclosure under Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/ Madam,

This is to inform you that the Company has scheduled an Analyst / Investor Meeting on Friday, 5th July 2024, details of which are as follows:

Participants	Location	Mode	Time
Analyst / Investor	N.A.	Virtual	4:00 PM

During the meeting, the Business of the Company and general information available in the public domain will be discussed.

Investor Presentation to be presented in the said meeting is attached herewith for your kind reference.

Note: Date / Time is subject to change. Changes may happen due to exigencies on the part of Investors / Company.

Kindly take the same on your records.

Thanking You,
Yours Faithfully,

FOR TECHKNOWGREEN SOLUTIONS LIMITED

AJAY RAMAKANT OJHA
MANAGING DIRECTOR
DIN: 03549762

TECHKNOWGREEN SOLUTIONS LIMITED

Registered Office: Flat 202, Hem Opal Apartment, Plot, No. 26, Ekta Society, Wakadewadi, Shivajinagar, Pune 411005 Maharashtra India

Corporate Office: Plot No 26 Ekta Park Society, Flat No 101 Hem Opal Apartment, Wakadewadi Pune 411005 Maharashtra India

Email: management@techknowgreen.com website: www.techknowgreen.com Tel: 0202999657

CIN: L90000PN2023PLC217501



Investor Presentation FY24

Safe Harbour Statement

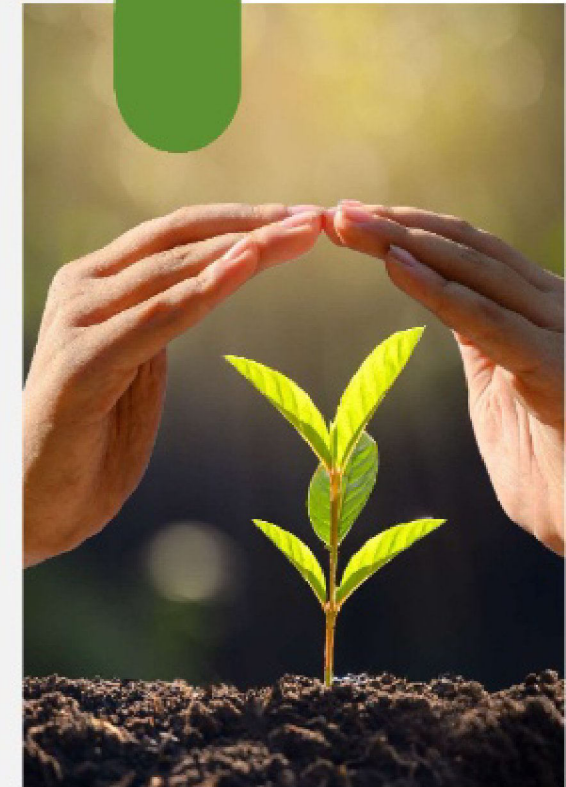
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These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and worldwide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks.

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Company Overview



About Techknowgreen



- Techknowgreen Solutions Limited is one of India's leading environmental consulting company with 20+ years of experience in all environment domains.
- The firm's service offering includes 3 verticals viz.
 - i. **Knowledge consisting of** Regulatory & Sustainability as Subvertical (regulatory compliances, environmental due diligence, Environmental Impact Assessment, Environmental crime investigation & BRSR, GRI, Carbon footprint, CDM, Net Zero Carbon, Carbon Neutrality etc.),
 - ii. **Technology consisting of** Execution & Infotech as subvertical (STP,ETP,WTP Conventional, nonconventional, fabricated) , Air pollution control equipment's (urban scale outdoor , for multilevel parking & indoor working areas)solid waste projects (Biogas, OWC & VermiComposting) and APP ,Software development with IOT devices. Techknowgreen is one of the first companies in India providing environmental IT solutions through cutting edge software applications and compliance solutions.
 - iii. **Research** consisting of Policy and Engineering as subvertical (climatology, Carbon consultancy, carbon capture, carbon storage and Engineering of new control equipment's as per problem statement such as **Yuka Yantra** etc.).
- The company has diverse experience in handling complex environmental projects across various industries like infrastructure, chemical, automobile, healthcare, manufacturing, real estate, data center, IT, Highway, CETP, Thermal Power, Sugar & Distillery, Metallurgical, Forging, Mining, Irrigation & River Valley, Cement, Pharma, Hazardous waste, Building & construction & township including projects from National/State governments. TSL serves a diverse client base which includes government, semi-government organization, MNCs, large companies, mid-size companies and MSMEs.
- TSL got listed on BSE SME platform in the month of September 2023 with an IPO of ₹ 167.2 Mn.



Slide 4

- AO0** **Pl check the offerings - need to be consistent always in 3 regimes as per earlier IM ppt**
Ajay Ojha, 2024-01-05T06:44:40.269
- AO1** **Wrong attribute**
Ajay Ojha, 2024-01-05T06:45:09.573
- AO2** **Wrong attribute - We cant use any this, they, theirs etc - applicable throughout the ppt**
Ajay Ojha, 2024-01-05T06:46:06.221
- AO3** **Again wrong attribute**
Ajay Ojha, 2024-01-05T06:46:28.446

Key Facts In The Business Journey of Techknowgreen



20+

Years of
experience



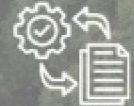
350+

Clients
Served



2,500+

Projects
Completed



15+

States Execution
Experience



1,200+

Regulatory
Compliances



30+

Research
Publications



70+

Team

FY24 Key Financial Highlights

₹ 23.50 Cr

Total Income

₹ 8.92 Cr

EBITDA

₹ 6.11 Cr

Net Profit

22.01%

ROE

31.07%

ROCE

₹ 43.87

Book Value

₹ 9.66

EPS

Navigating A Journey of Growth & Success of Techknowgreen



2001

- Formed as a Partnership Firm in the name and style of "Techno Green Environmental Solutions"
- Registered under the Partnership Act, 1932 in the name and style of "Technogreen Environmental Solutions"

2010

- Project of Swedish International Development Cooperation Agency (SIDA) & SMHI for Air Pollution Management
- Supported Ministry of Earth Sciences to create Air Emissions Inventory for CWG through IITM

2018

- MOU signed with a Company in Saudi Arabia to provide licensing and technical know-how.

2020

- Technology Transfer of Intellectual Property Rights - KNOWHOW - Phytorid-SWAB [Phytorid - Scientific Wetlands with Active Biodegradation] from CSIR-NEERI for 5 years
- Inked an MOU with an Indian engineering PSU for wastewater treatment projects worldwide, covering feasibility reports and project management consultancy.

2022, 2023

- MOU signed with US based funds to improve air quality in Indian hotspots. This involves scientific investigations, sensor-based evaluation, emission inventory creation, mobile air quality monitoring, and repeatable improvement plans.
- Developed environmental compliance software and beta version deployed in 10+ location
- Technology Approval for Demonstration of Yuka Yantra by MPCB, GoM

2009

- First International project in Sudan - packaged effluent treatment
- Technology Transfer for Phytorid from CSIR - NEERI

2017

- Pioneered in designing first ever virtual chimney for controlling air pollution at traffic junctions

2019

- MOU signed with Indian constructions for Delhi Jal Board projects

2021

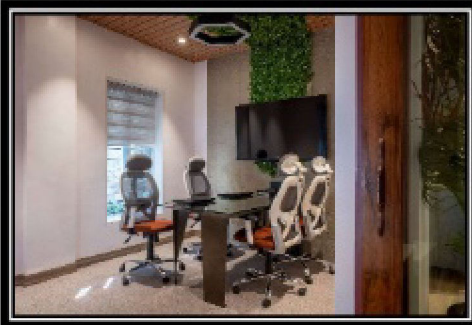
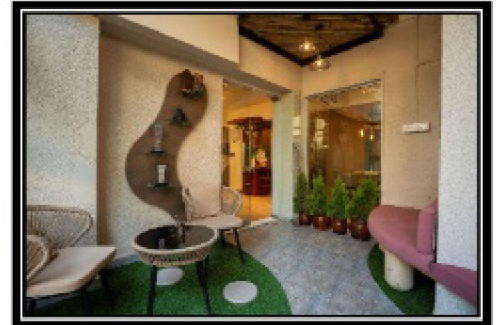
- E-catalyst and ROCO software application build for Maharashtra Pollution Control Board

2023

- The Company got Listed on BSE SME Platform

2024

- Accredited as a Category-A organization under the esteemed QCI-NABET Scheme for Accreditation of EIA Consultant Organization, Version 3.



The Commitment To Sustainability Is Evident In The Creation Of The Office Space, Utilizing Approximately 90% Recycled Materials And Placing A Strong Emphasis On The Use Of Glass.
This Design Showcases “OUR FOCUS ON TRANSPARENCY & FLAT ORGANIZATION STRUCTURE”.

Strong Mix of National & International Marquee Clients

AOO



Slide 8

AOO Need to Add something on API's that are biggies - Cipla, Bagheria - clients for whom we are providing Sustainability services such as Sterling & Wilson, Onwards Technology, etc - will share list of all clientele as on data please

Ajay Ojha, 2024-01-05T07:01:45.688

ka0 0 Okay please share the updated Clientele list

kirin advisors, 2024-01-19T06:38:32.846

Strong Mix of National & International Marquee Clients



Government

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

PAN India And International Project Experience



- 15+ States execution experience
- 2 Branches
- Strong focus on Maharashtra, Karnataka & Delhi 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 with US(USEPA), Sweden (SIDA/SMHI)

AOO Just feel that the font size is too small for representation and reading even in full screen view

Ajay Ojha, 2024-01-05T07:03:03.747

Deep Execution Experience Across Multiple Sectors & Geographies



Robust Execution Capabilities

Management's deep expertise allows TSL to understand clients' environment and sustainability challenges **AO1**

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 & last year >17,000 ULB's & PRI's GoM

Strong feedback over competitors through value added quality and timely out of box economic solutions

Strong Team Experience

20+ years of experience in environmental technology solutions

70+ people team of dedicated experts across multiple domains

Deep knowledge of regulations across various government bodies and well versed with changes in law

Developed Robust Experience And Capabilities To Deliver Complex Environmental Consulting Projects

Slide 11

AO0 Allows who???

Ajay Ojha, 2024-01-05T07:10:01.437

AO1 I think we shud avoid using Our, we , and such connotations since the entire ppt is about US...

Ajay Ojha, 2024-01-05T07:10:57.455

Recognitions & Empanelment's: Stamp Of Excellence

Registrations ,Certifications and Awards

- ISO 9001-2015 registered firm since 2014 along with NABET accreditation since December 2021
- National Environmental Engineering Research Institute (NEERI) - Phytoid 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
- Accredited as a Category-A organization under the esteemed QCI-NABET Scheme for Accreditation of EIA Consultant Organization, Version 3.



Investor Presentation

Empanelment's

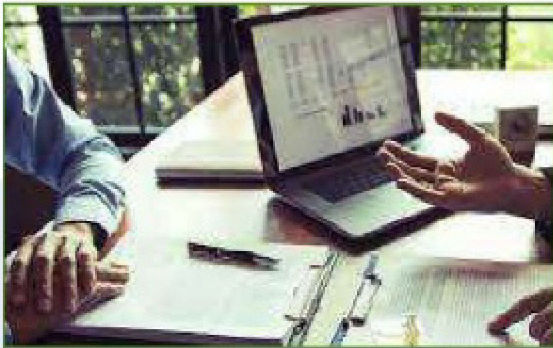
- Empanelment with Engineering Projects India Ltd
- Empaneled with Government-E-Marketing portal (GEM)
- Empanelment as consultant for statutory approval, environmental clearance, forest permissions, MPCB, railway & EIA study, for PWD Pune and Kolhapur circle.
- Empanelment with Govt. of Maharashtra 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)




Business Overview



Core Service Offerings Across Entire Gamut of Environmental Solutions



Knowledge

-  Regulatory
-  Sustainability



Technology

-  Execution
-  Info Tech



Research

-  Policy
-  Engineering

Environment Impact Assessment:

13 sectors NABET approval. life cycle assessment, ECBC, Traffic study, Hydrogeology studies, Post EC, CCR, Energy Simulations, Heat Dissipation, etc.

ESG & Climate Change :

Sustainability reporting, climatology, Vulnerability Assessment, Carbon Neutrality, Decarbonization Pathways, CDM / VCM

Environmental Compliance:

Consent, PESO, fire factory, CGWA, EPR, HW and BMW authorizations

DPR & Designing

STP, ETP., WTP, SWM , remediation , Air Pollution Control (Urban Hotspots), Renewables
Rural Environment Infrastructure, Nallah Treatment, etc.

Training & Sensitization

Environment Compliance, IT Linkages, Emt. Infrastructure Designing, sustainability, etc.

Environmental Due Diligence :

1. Phase 1: Site Assessment
2. Phase 2: Chemical Analysis
3. Phase 3: Remediation
4. Vulnerability Assessment



Environment Crime Investigation

Receptor Modelling, Technical Guidance for NGT / Court Cases

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

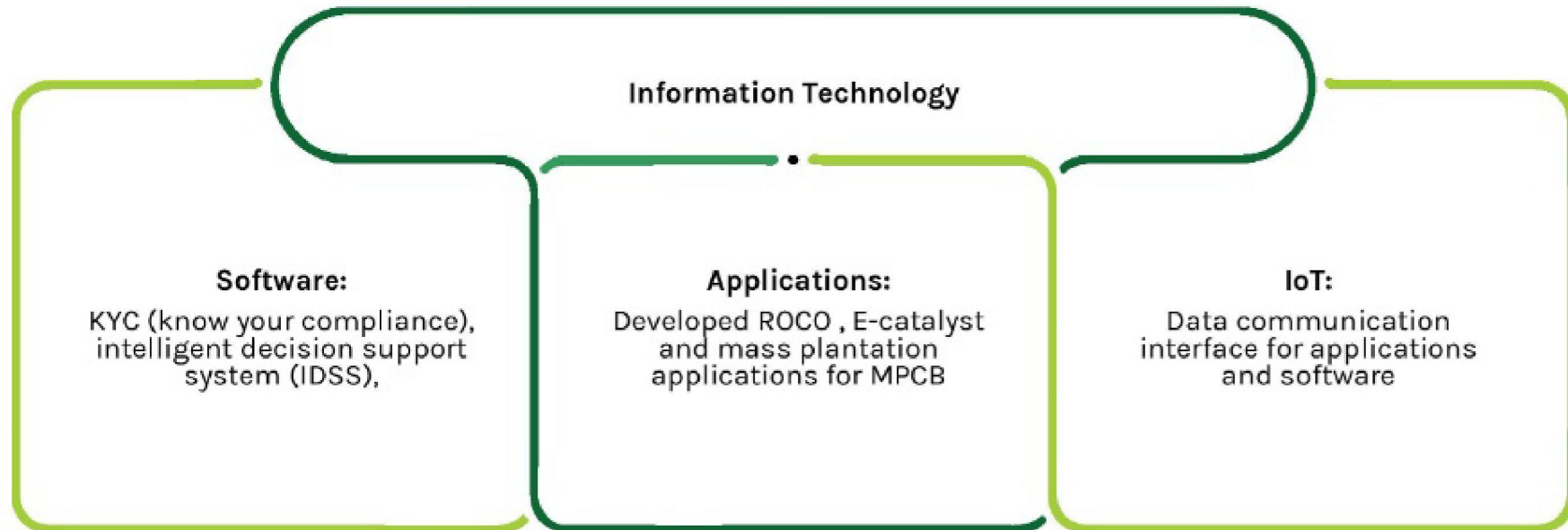
Solid Waste:

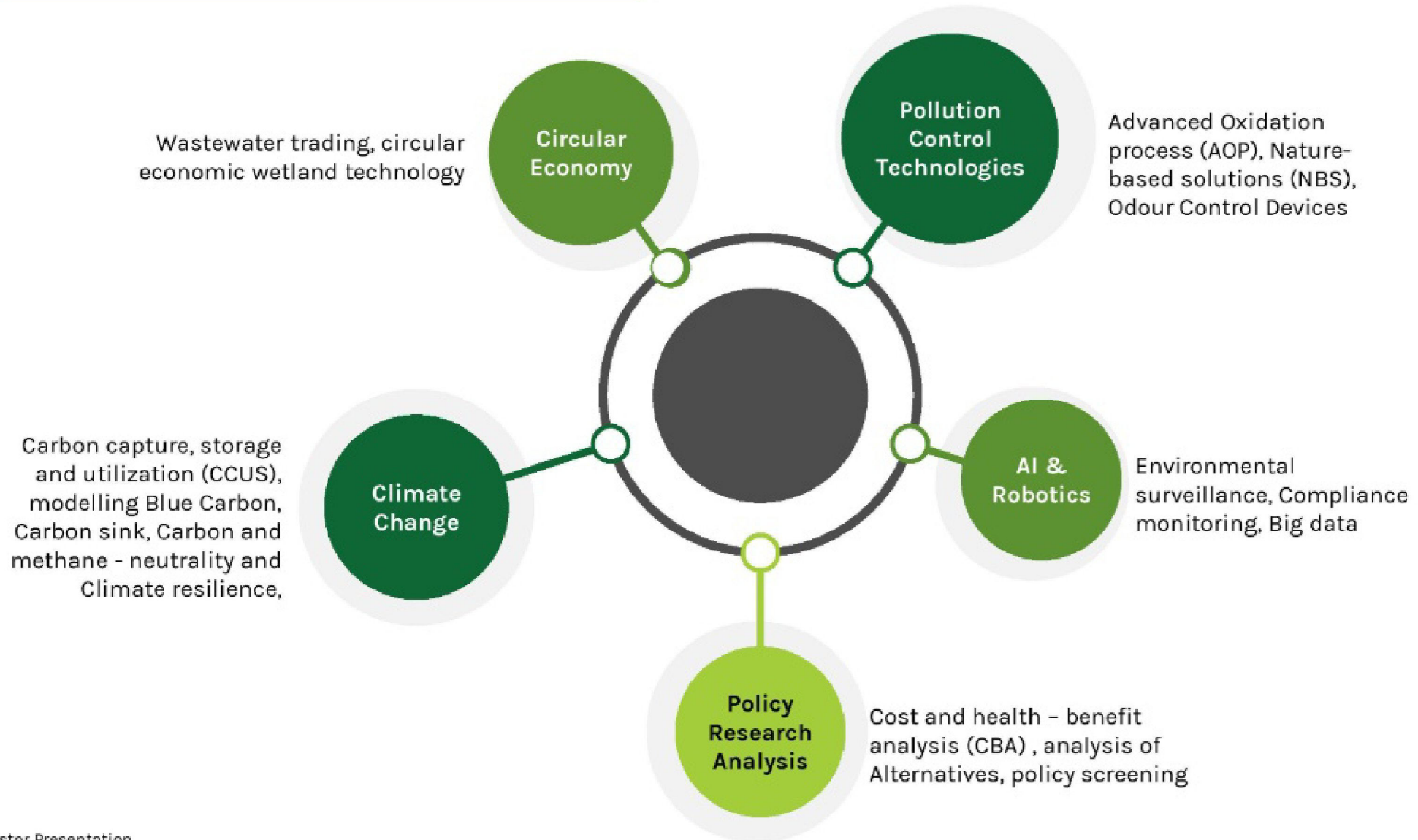
BIOGAS, organic composter

4

Remediation:

Soil, decontamination, hazardous waste





Key Project - STP Project – Improving Shahdara Jheel Through Phytorid Technology



Site location

Name of the Organization



East Delhi Municipal Corporation

Project Overview

Rejuvenate Shahdara Jheel by treating sewage

Project Cost Capacity And Period

Project cost capacity and period

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



Cleaner Water

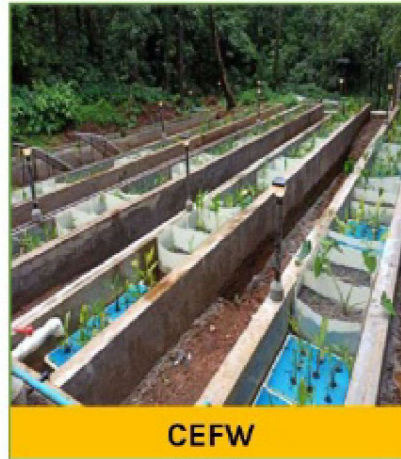


Key Project - Sewage / Drains Treatment In Kotawali By MPCB



Outlet

Inlet

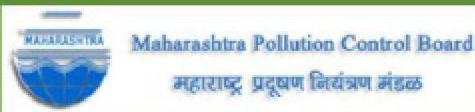


CEFW



Online Monitoring System

Name of the Company



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, phytoid bed, chamber cover, quality sensors, measurement equipment, solar system etc.



Fuggewadi Highway: Pune



Sangamwadi Highway: Pune



Khadki Cant.: Pune

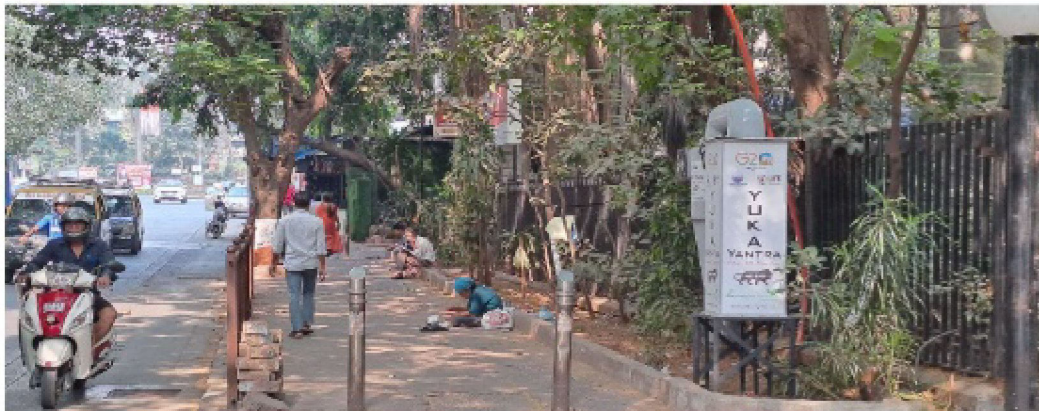


TATA AV Factory: Pune

Air Pollution Control Equipment In Mumbai



Roadside: MPCB Office Sion Mumbai

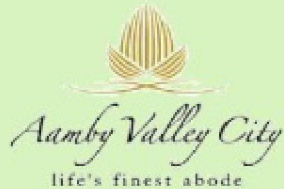


Roadside: MPCB Office Sion Mumbai



Night Time Pedestrian Walkway :
Mumbai (Sion Circle)

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.

Everyondr

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

INR ₹ 1.04 Crores Initiated in Jan 2011

Everyondr 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.

Name of the Company



Project Overview

Environmental Clearance, Allied Studies required for EC and PESO Permission

Project cost capacity and period

INR ₹ 2 Crores+
Initiated in 2021 and Completed in 2023

Project Details

As one of the world's fastest-growing data centre providers, ST Telemedia Global Data Centres' purpose is to power a sustainable digital future; to give enterprises across industry sectors an exceptional foundation for both local and international success. Our assignment included obtaining necessary permissions from government bodies and carry out allied services such as Traffic Impact Study, Energy Simulation, ECBC Compliance, DMP, PESO Permission and ESG Reporting.

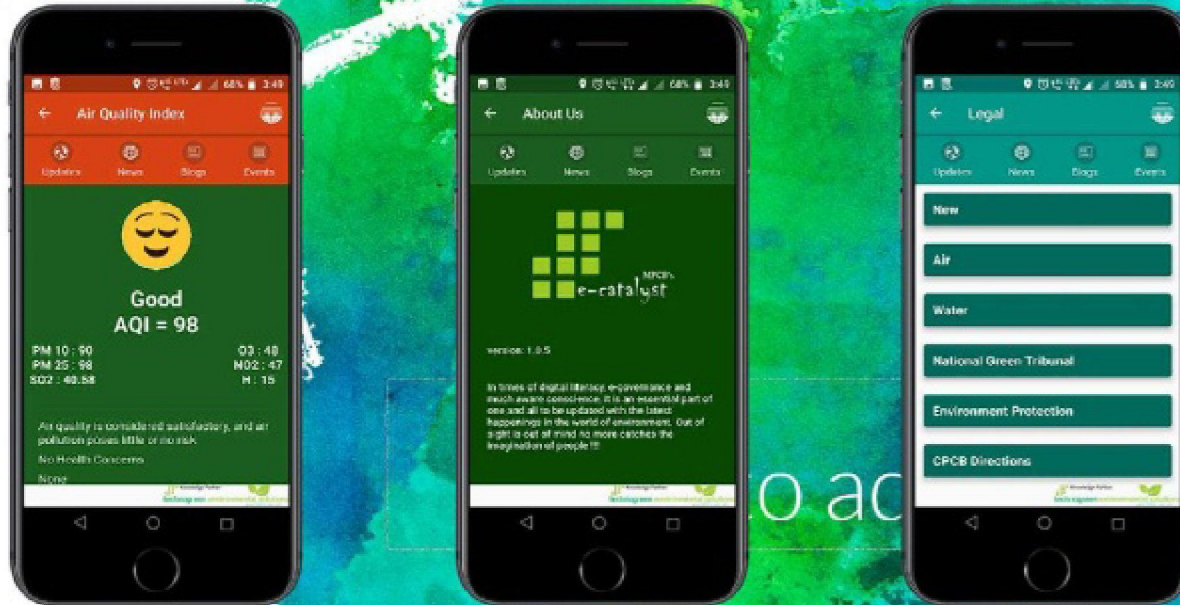
Cipla

Environmental Clearance, Product Mix, Consents Miyawaki Plantation and ESG Services

INR ₹ 3 Crores Initiated in Jan 2022 and Completed in 2023

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

TSL has been appointed as Corporate Environmental consultant to handle all Environment related services for the Cipla.



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

Name of the Company



Maharashtra Pollution Control Board
महाराष्ट्र प्रदूषण नियंत्रण मंडळ

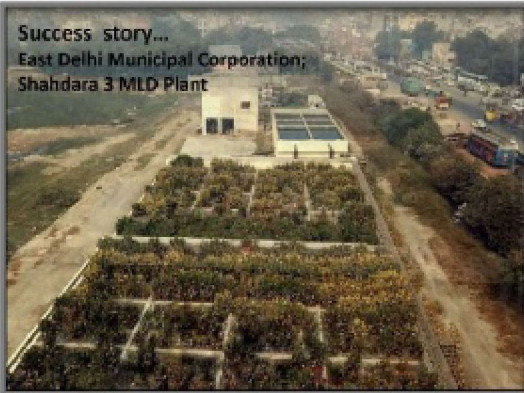
Project Overview

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

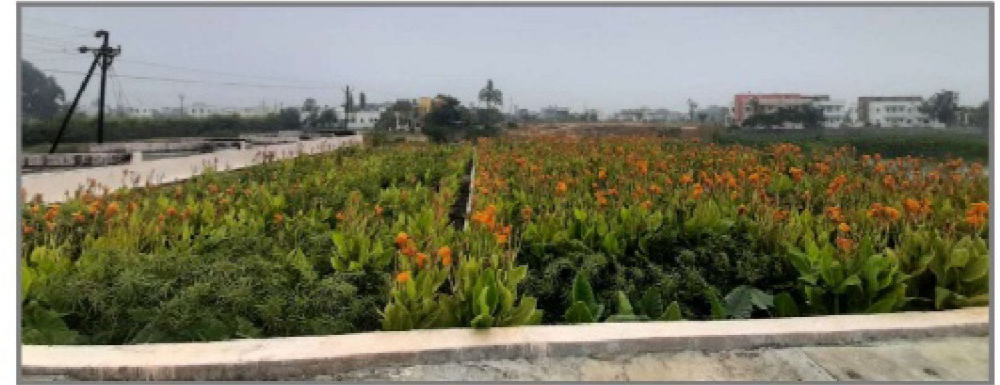
Project Details

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

Success Story: East Delhi Municipal Corporation; Shahdara 3 MLD Plant



Tungal Schools, Vijayapura Karnataka - 50 STP



Ganpati Classic, Agra - 100 CMD STP



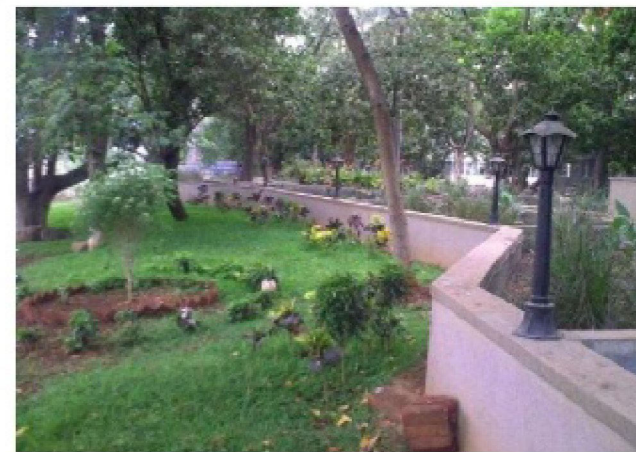
**Mahindra Vehicle Manufacturers Ltd., Chakan MIDC
(750 CMD ETP using Phytorid
Technology)**



Nasik Municipal Corporation - 140 ETP



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



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

Comments

Management Overview





Dr. Ajay Ojha (Managing Director)



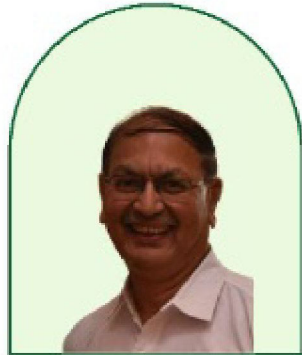
Dr. Prasad Pawar
(CEO and Whole time Director)



Dr. Aniket Kadam
(CFO and Whole time Director)



Mr. KUNTAL Jitendra DAVE
(Non-Executive Independent Director)



Mr. Vinayak Dattatraya Kelkar
(Non-Executive Independent Director)



Mrs. Ronita Ghosh
(Non-Executive Independent Director)

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 for basements
- 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



Dr. Prasad Pawar
(CEO and Whole time Director)

- Dr. 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 looks after government as well as corporate business of company for all three verticals. He makes sure project completion as per commitment. He also looks after complete admin & talent hunting for company. financial discipline within the company
- He has completed more than 500 wastewater projects and more than 1500 consultancy projects.
- 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 Doctorate (PhD) in environmental science and specialization in E-waste Management



Dr. Aniket Kadam
(CFO and Whole time 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

AOO

AOO

CFO

Ajay Ojha, 2024-01-05T07:29:43.654



Mr. Suhas Wani
(Sustainability Team Leader)



Mr. Kiran Shinde
(Head of Business Development)



Mr. Mohammad Shaikh
(Consulting COO)

Slide 30

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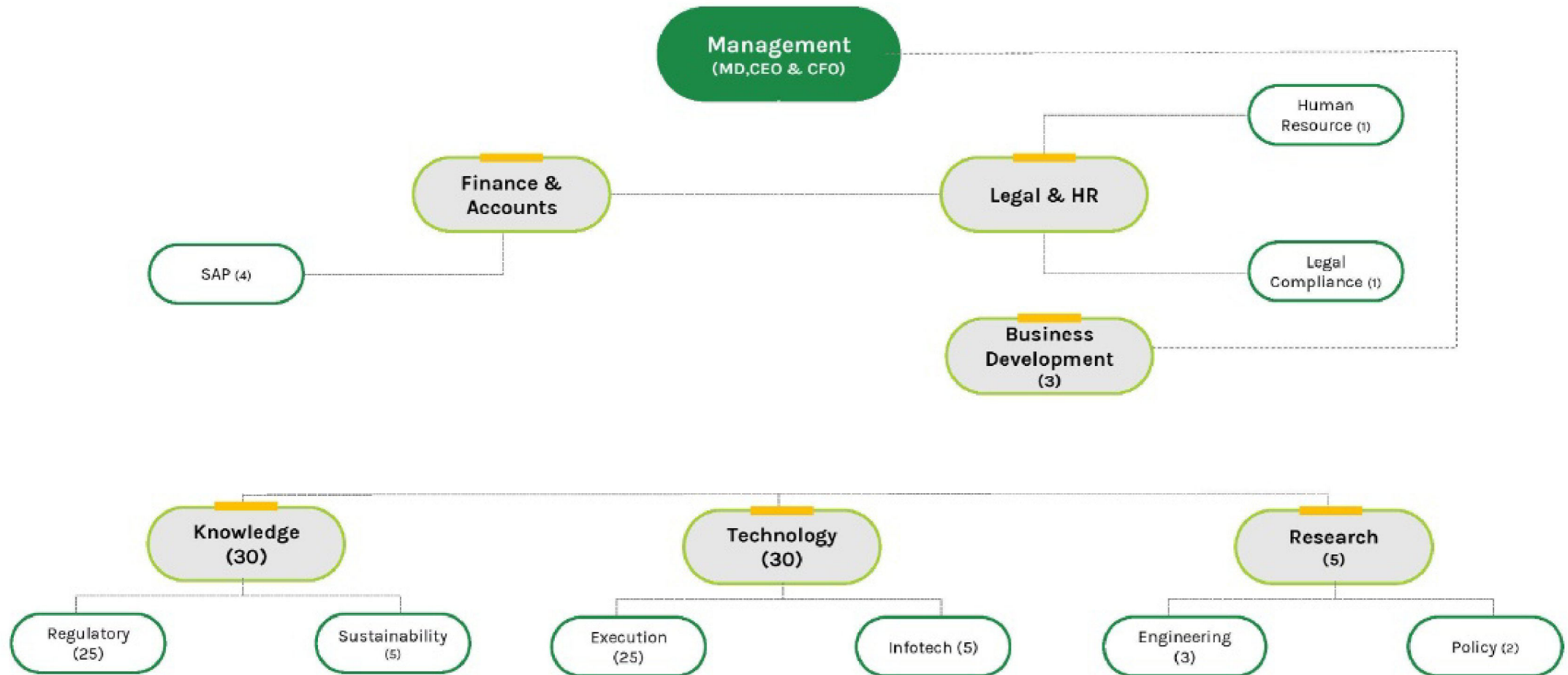
Ajay Ojha, 2024-01-05T07:32:10.215

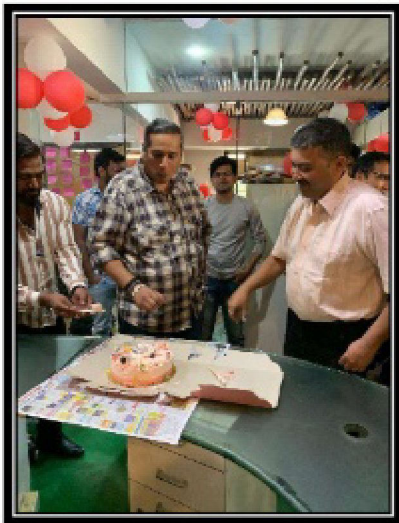
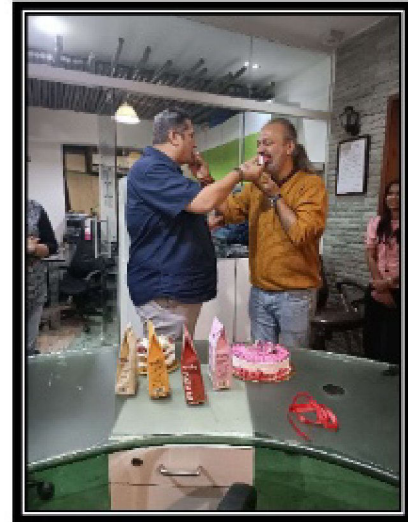
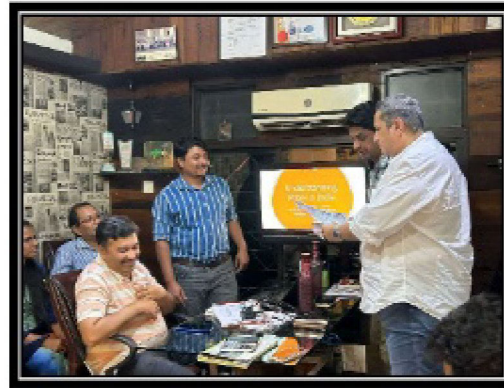
AO1

Shall share slides on this aspect pl

Ajay Ojha, 2024-01-05T07:32:43.975

Flexible And Scalable Organisation Structure





Investor Presentation

AOO

Will share

Ajay Ojha, 2024-01-05T10:39:39.427

Industry Overview



India's Sustainability & Environment Parameters Showing Progress



- India Declared to achieve “Net Zero emissions” by 2070
- About 50% of cumulative electric power installed capacity to come from non-fossil fuel-based energy resources by 2030
- National Green Hydrogen mission to enable India to be energy independent by 2047



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

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

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

Increasing Spend On Sustainability By Government And 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 ecosystem
- 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

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.

Media Coverages

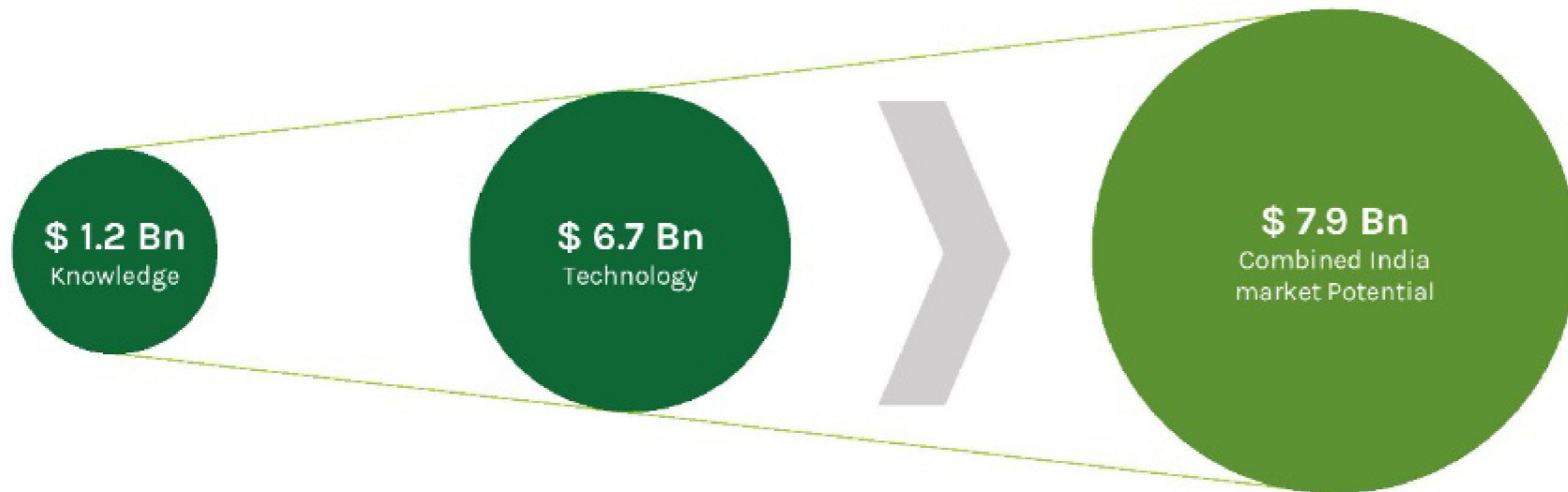
Reliance Industries to invest Rs 75,000 crore in four renewable energy gigafactories

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:



**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

Environmental Consultancy Presents ~ \$ 1.2 Bn Market Opportunity



Regulatory Compliance Market - India



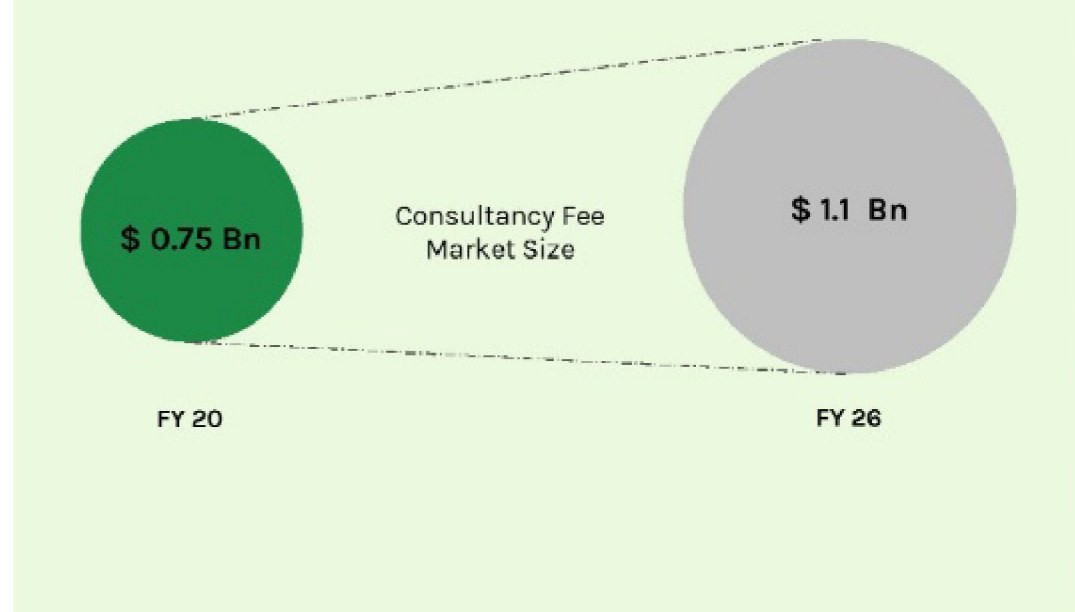
Key Drivers

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

Source: RBI, Company Estimates

Investor Presentation

Environmental Consulting Market - India



Key Drivers

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

Source: Researchandmarket

Robust addressable market opportunity in India:



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

Tsl's Strong Expertise In Creating Cutting Edge Environment Tech Solutions Present A ~\$ 12 Bn+ India And GCC Market Opportunity

Financial Overview



Particulars	H2 FY24	H1 FY24
Revenues	14.22	9.22
Other Income	0.05	0.00
Total Income	14.27	9.23
Cost of Consumption	-1.76	1.43
Employee costs	2.01	1.97
Other expenses	8.71	2.17
Total Expenditure	8.96	5.56
EBITDA	5.26	3.66
Finance Costs	0.03	0.17
Depreciation	-0.01	0.26
PBT	5.29	3.24
Tax	2.43	0.00
Exceptional Item	0.00	0.00
Net Profit	2.87	3.24
EPS (₹)	4.54	4.39

Slide 40

AO0 The Nos for H1 23 seems to be misrepresented - We did a revenue of 14.83 odd crores FY23 so how can it be H1 as 1.9cr?? We need to use consolidated in both earlier and this slide.... Please check..

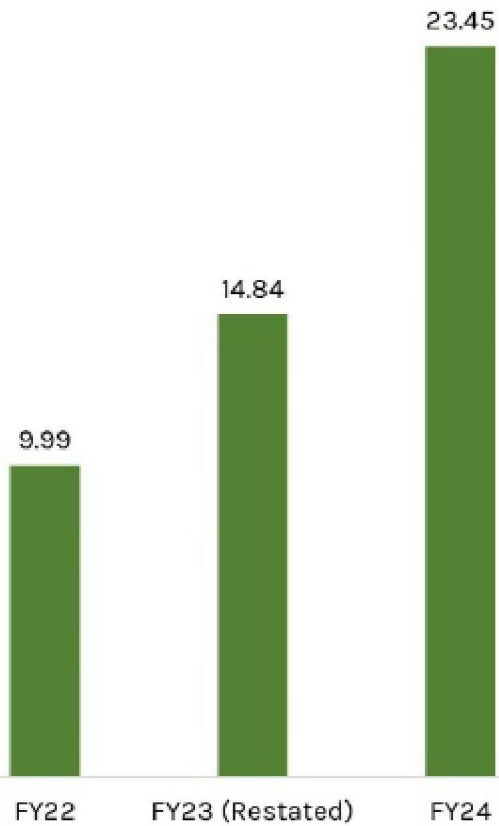
Ajay Ojha, 2024-01-05T10:44:41.102

ka0 0 Please refer Result uploaded on BSE platform on 07th November 2023

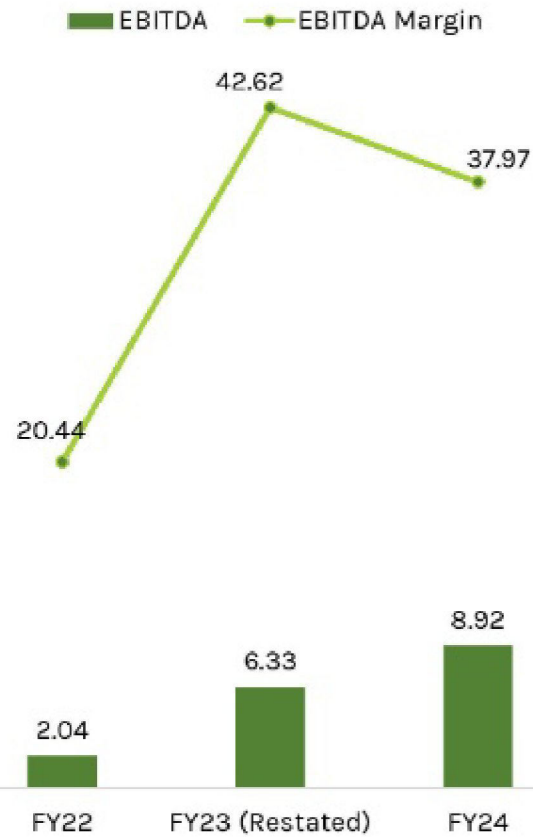
kirin advisors, 2024-01-19T06:18:37.897

All Fig. In (₹ Cr) & Margin in (%)

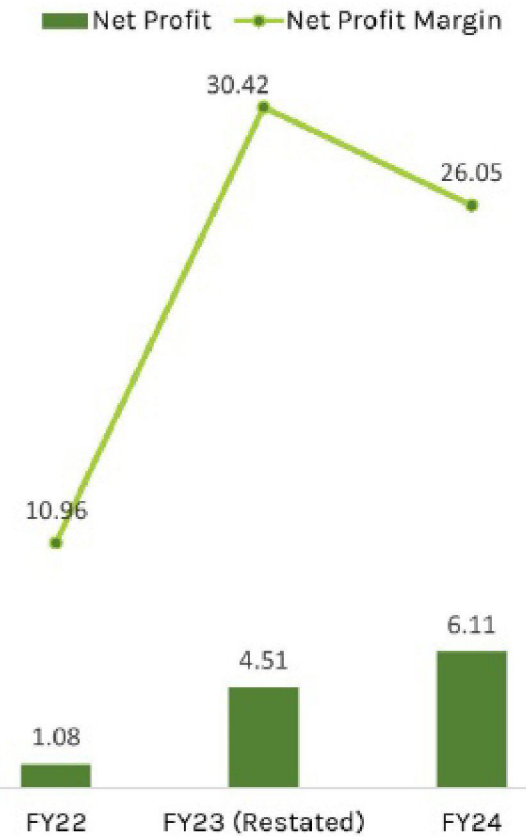
Total Income



EBITDA & EBITDA Margin



Net Profit & Net Profit Margin



All Figures In ₹ Cr & Margin In %

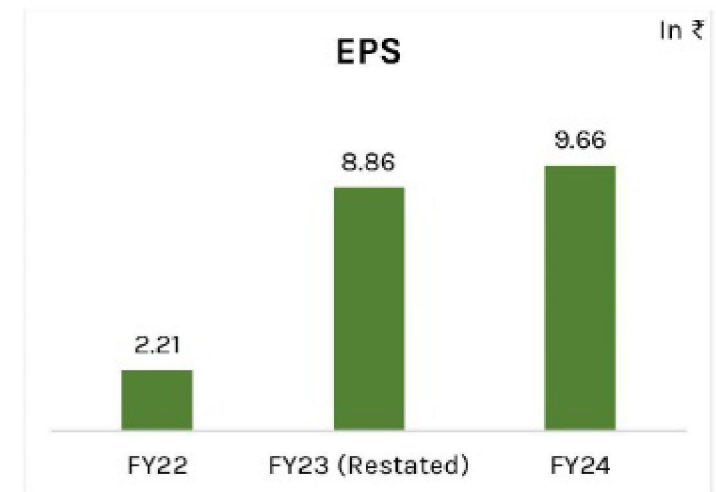
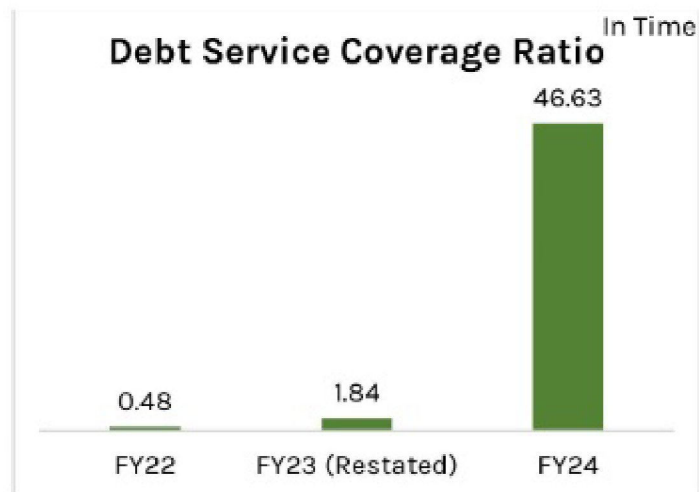
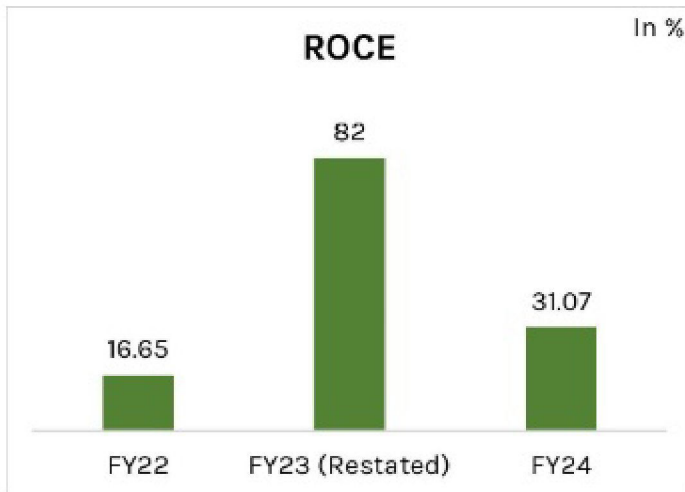
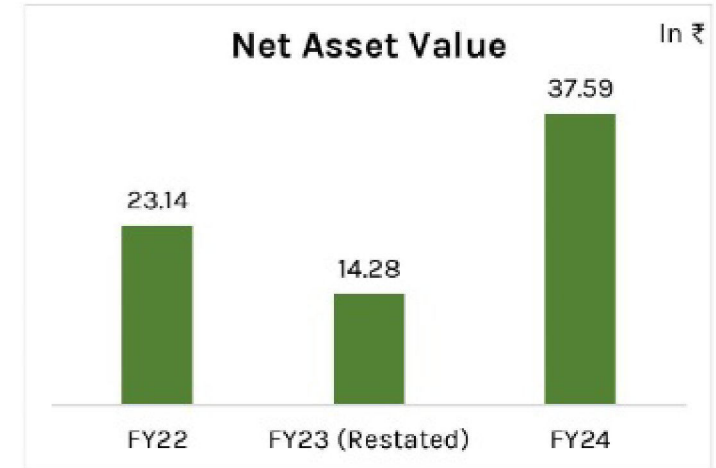
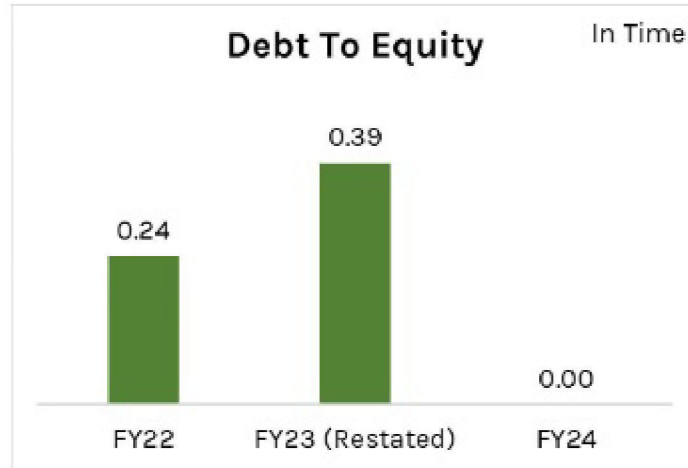
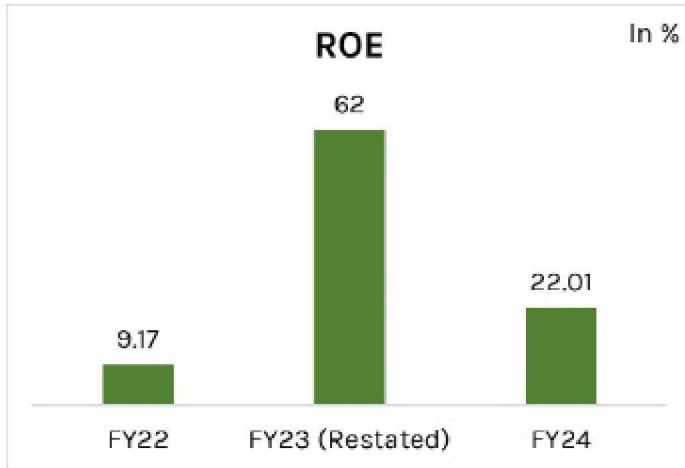
Particulars	FY24	FY23 (Restated)	FY22
Revenues	23.45	14.84	9.87
Other Income	0.05	0.02	0.12
Total Income	23.50	14.86	9.99
Cost of Consumption	-0.73	1.06	6.36
Employee costs	3.97	1.83	0.56
Other expenses	11.28	5.44	1.02
Total Expenditure	14.52	8.32	7.94
EBITDA	8.92	6.33	2.04
Finance Costs	0.20	0.24	0.50
Depreciation	0.25	0.05	0.04
PBT	8.53	6.25	1.51
Tax	2.43	1.73	0.43
Net Profit	6.11	4.51	1.08

In ₹ Cr

Equities & Liabilities	FY24	FY23 (Restated)	FY22
Equity	7.38	5.10	5.10
Other Equity	20.37	0.42	-1.54
Net Worth	27.75	5.52	3.56
Non Current Liabilities			
Non Current Borrowings	0.00	0.18	0.34
Deferred Tax Liabilities	0.00	0.00	0.00
Long Term Provision	0.17	0.05	0.04
Total Non Current Liabilities	0.17	0.23	0.38
Current Liabilities			
Current Borrowings	0.00	2.69	2.52
Trade Payables	0.94	0.70	0.61
Current Tax Liabilities (Net)	0.00	0.00	0.00
Short Term Provisions	0.61	0.49	1.65
Other Current Liabilities	0.44	0.86	0.82
Total Current Liabilities	1.99	4.73	5.60
Total Liabilities	29.91	10.49	9.54

Assets	FY24	FY23 (Restated)	FY22
Non Current Assets			
Fixed assets	6.45	0.23	0.06
Non Current Investments	0.00	0.00	0.00
Other Non Current Financial Assets	0.00	0.00	0.00
Deferred Tax Assets (Net)	0.02	0.03	0.02
Other Non Current Assets	7.71	2.15	1.97
Total Non Current Assets	14.17	2.41	2.06
Current Assets			
Inventories	5.23	3.83	2.63
Trade receivables	5.87	3.34	3.06
Cash & Bank Balance	2.39	0.59	0.09
Short Term Loans & Advances	0.00	0.32	1.70
Other Current Assets	2.25	0.00	0.00
Total Current Assets	15.74	8.08	7.48
Total Assets	29.91	10.49	9.54

Particular	FY24	FY23 (Restated)	FY22
Cash from Operation	-4.96	-7.08	0.53
Cash from Investments	-6.35	-0.29	0.00
Cash from Financing	13.11	7.95	-1.87
Net Cash Flow	1.80	0.59	-1.33



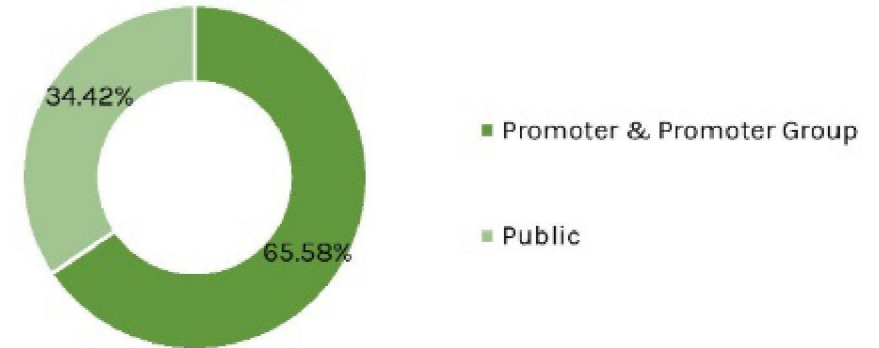
As on 01-07-2024

As on 31-03-2024

BSE: TECHKGREEN | 543991 | INEOP4P01011

Share Price (₹)	249.50
Market Capitalization (₹ Cr)	184.20
No. of Shares Outstanding	73,82,730
Face Value (₹)	10.00
52 week High-Low (₹)	353.65 - 86.10

Share Holding Pattern



Share Performance From 27 September 2023 Till Date

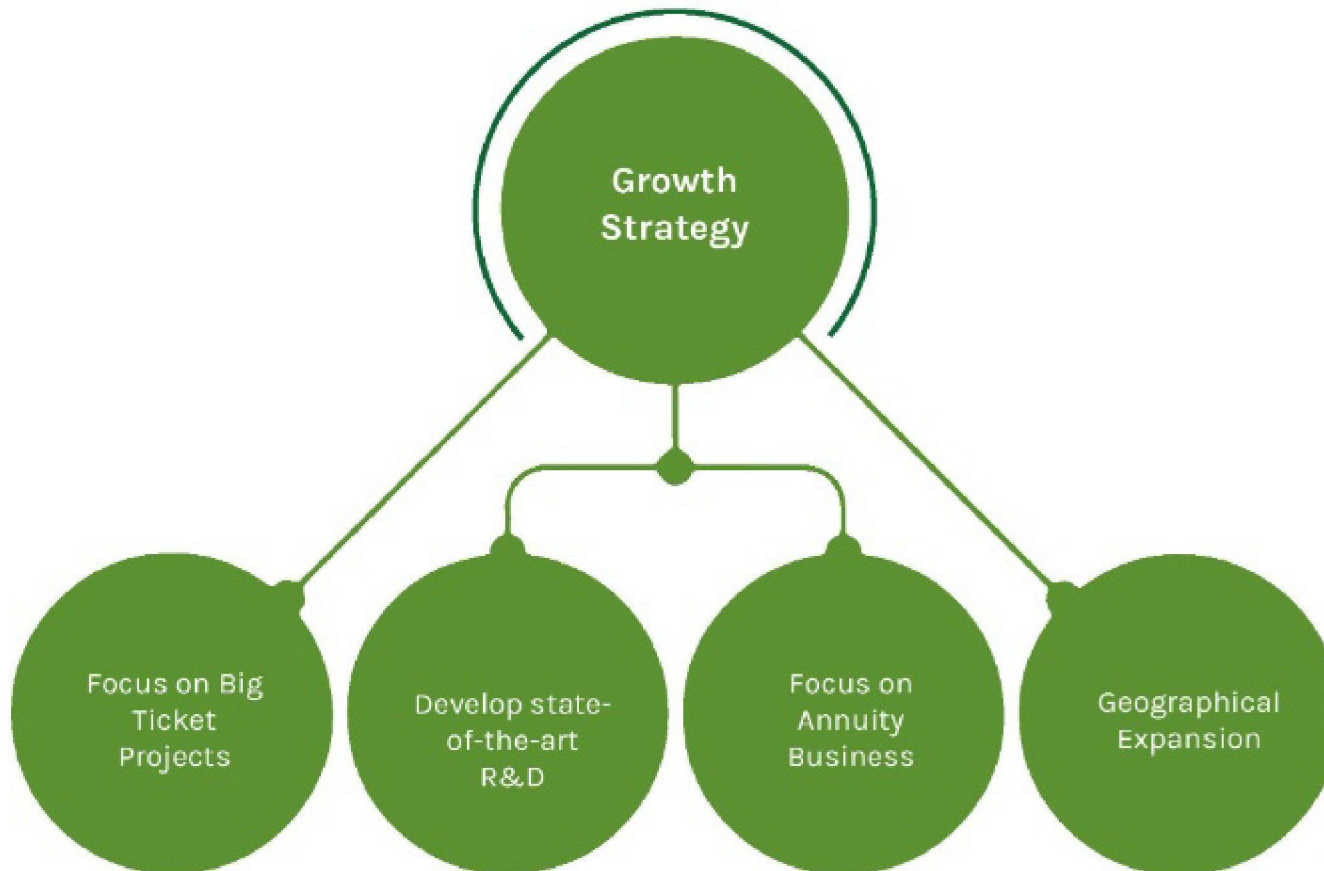


Source - BSE

Investor Presentation

The Way Forward





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



Focus on Big Ticket Projects

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

Focus on Annuity Business

- 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)
- 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
- 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

Geographical Expansion Strategy



- Bolstering presence in Saudi by creating on ground execution team in ~ 12 months and further expanding expertise to GCC market



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Thank You