



KALPA-TARU®

KALPATARU POWER TRANSMISSION LIMITED

KPTL/15-16
17th February, 2016

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<p>BSE Limited Corporate Relationship Department Phiroze Jeejeebhoy Towers Dalal Street, Fort MUMBAI - 400 001.</p> <p>Script Code: 522287</p> <p>Listing: http://listing.bseindia.com</p>	<p>National Stock Exchange of India Ltd. 'Exchange Plaza', C-1, Block 'G', Bandra-Kurla Complex Bandra (E) MUMBAI – 400 051.</p> <p>Script Code : KALPATPOWR</p> <p>Listing: https://www.connect2nse.com/LISTING/</p>
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Respected Sir/ Madam,

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to forward herewith updated Investor's Presentation.

Kindly take note of the same on your records and oblige.

Thanking you,

Yours faithfully,
For **KALPATARU POWER TRANSMISSION LIMITED**

RAHUL SHAH
COMPANY SECRETARY

Encl.: As above



ISO 9001 CERTIFIED COMPANY

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KALPA-TARU

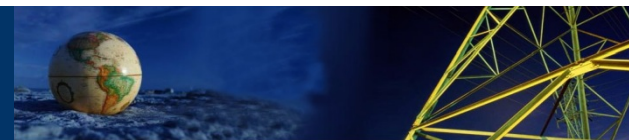
POWER TRANSMISSION LIMITED

Investor Presentation

February 2016



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Shree Shubham Logistics Limited a subsidiary of Kalpataru Power Transmission Limited, is proposing, subject to receipt of requisite approvals, market conditions and other considerations, to make an initial public offer of its equity shares and has filed a draft red herring prospectus (“DRHP”) with the Securities and Exchange Board of India. The DRHP is available on the website of the SEBI at www.sebi.gov.in as well as on the websites of the BRLMs at www.ingacapital.com, www.idfccapital.com and <http://www.online.citibank.co.in/rhtm/citigroupglobalscreen1.htm> . Investors should note that investment in equity shares involves a high degree of risk and for details relating to the same, see the section titled “Risk Factors” of the offer document. Investors should not rely on the DRHP filed with the SEBI.



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Group Overview



Kalpataru Group

100%

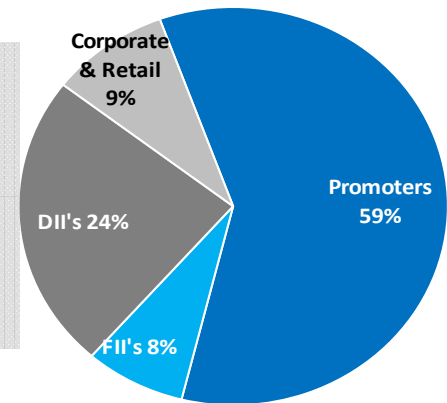
59%



- Established in 1969
- Amongst the largest real estate developers in India
- Over 1,000 professionals

- Leading EPC player in power transmission and oil & gas infrastructure sector
- Experience of over 3 decades
- FY15 Turnover of Rs 72 Bn
- Net worth of Rs 21 Bn
- Market cap of Rs 26 Bn (listed on BSE & NSE)

Shareholding Pattern – December 31, 2015



67%

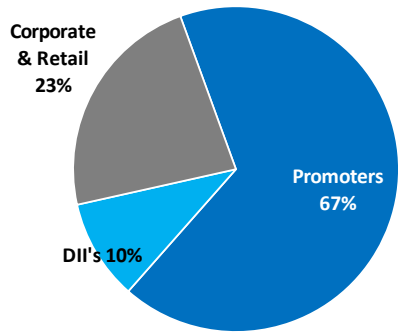
72.97%



JMC Projects (India) Ltd.



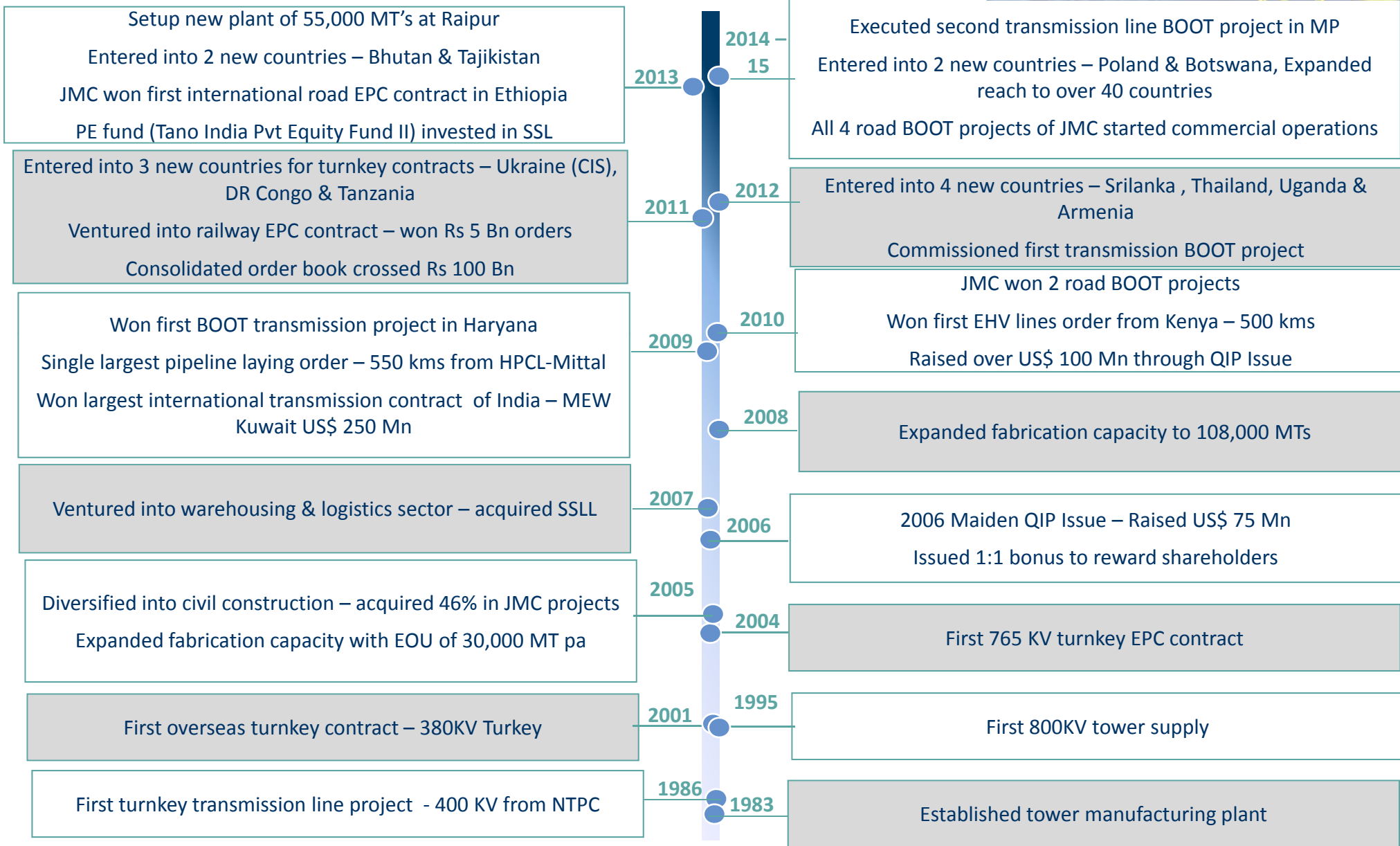
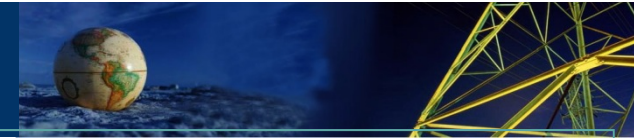
Shareholding Pattern – December 31, 2015



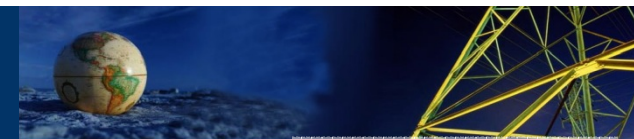
- Leading EPC player in civil construction and infrastructure
- Experience of over 3 decades
- FY15 Turnover of Rs 25 Bn
- Net worth of Rs 5 Bn
- Market cap of Rs 5.5 Bn (listed on BSE & NSE)




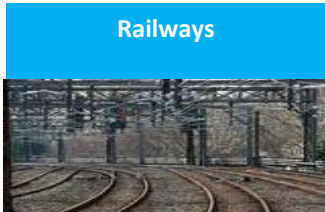
- Integrated business model focused on the midstream segment of agri-commodity value chain
- Wide network of 149 warehouses across Rajasthan, Gujarat, Madhya Pradesh and Maharashtra (as on 30th Nov 2014)

Key Milestones



Key Business Segments

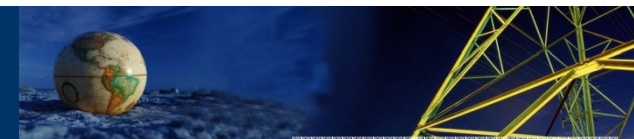





Divisions / Subsidiaries	Business Presence	FY15 Revenue Contribution (Rs 72 Bn)	Dec'15 Order Book Contribution (Rs 132 Bn)
 <p>Power Transmission & Distribution</p>	<ul style="list-style-type: none"> • Among the top global EPC player in transmission projects • Offers integrated solutions from designs to stringing of upto 1,200 kv tower • Footprints across 40 countries • Installed 14,000 kms transmission lines & supplied 900,00 MT towers • Own three transmission line BOOT* projects on VGF* basis 	56%	44%
 <p>JMC Projects</p>	<ul style="list-style-type: none"> • Leading civil contracting company in India • Execute civil & structural works for factories, buildings, roads and highways, power plants, metro stations across the country • Strong workforce of over 3,000 professionals • Own 4 road BOOT projects on toll basis 	34%	46%
 <p>Oil & Gas Pipelines</p>	<ul style="list-style-type: none"> • Completed laying of over 3,200 km of pipelines across country over last 7 yrs • Clientele include all majors like GAIL, IOCL, HPCL, BPCL, Cairn, Reliance etc • Setup oil pumping stations & terminals, Central gas gathering stations, sub-marine pipelines & offshore well-head platforms 	4%	10%
 <p>Railways</p>	<ul style="list-style-type: none"> • Undertake track laying, signaling & telecommunication, overhead electrifications works for railways in India and overseas • Leveraging synergies of KPTL in electrification work and JMC in civil related work 		

* BOOT – Build, Operate, Own and Transfer

* VGF – Viability Gap Funding

Other Business Segments



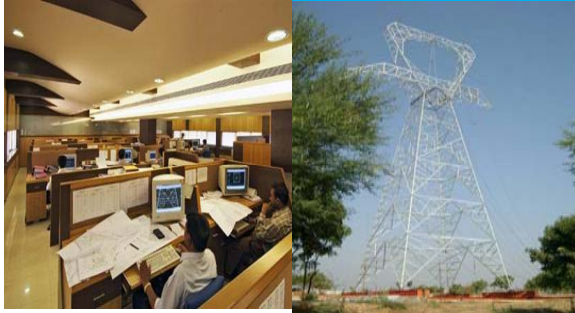
Divisions / Subsidiaries	Business Presence	FY15 Revenue Contribution (Rs 72 Bn)	Dec'15 Order Book Contribution (Rs 132 Bn)
 <p>Bio Mass Energy Generation</p>	<ul style="list-style-type: none"> Operating 2 biomass based power generation plants of around 16 MW in Rajasthan Having PPA's with state electricity boards Both plants earns Certified Emission Reductions (CER's) on usage of agriculture residues 	2%	NA
 <p>Shree Shubam Logistics</p>	<ul style="list-style-type: none"> Integrated business model focused on the midstream agri—commodity value chain Network of 149* warehouses across Rajasthan, Gujarat, Madhya Pradesh and Maharashtra with a capacity of 9.39 mn sq ft * in terms of storable floor plate area Also undertakes activities such as procurement, trading, collateral management and funding facilitation activities besides primary processing * As on 30th November 2014 	4%	NA
 <p>Development Projects</p>	<ul style="list-style-type: none"> Developed an IT Park in Thane, Maharashtra of 0.3 Mn sqft Developing an Residential cum Retail complex at Indore, Madhya Pradesh of 0.4 Mn sqft 	-	NA

Power T&D

Best global practices across value chain..



Designing & Testing



Among the largest tower testing and R&D centre across globe

- Testing capability of upto 1,200 kv tower
- Helicopter simulation facility to test upto 85 mtrs tower

Latest Technologies/Software

- PLS, STADD III, iTower for Tower Design
- PLS CADD for Profiling
- AutoCAD and BoCAD for Drawing/Detailing
- Micro station

Experience of all International standards & specifications

Manufacturing



Integrated manufacturing capacity of over 180,000 MT's in Gujarat & Chhattisgarh

Delivered over 40,000 towers across globe

Strategically located plants

Construction



Undertaking across 18 countries

Workforce of over 15,000

Capable of Helicopter erection facilities

Power Transmission

Global Footprints across 42 countries



Australasia

- Australia
- Bangladesh
- Indonesia
- Laos
- Malaysia
- Nepal *
- Philippines **
- Thailand **
- Vietnam
- India **
- Srilanka **
- Bhutan **
- Ukraine (CIS) **
- Armenia (CIS) **
- Tajikistan (CIS) **

Middle East

- Iraq
- Kuwait **
- Syria
- UAE **
- Qatar **
- Saudi Arabia **

Europe

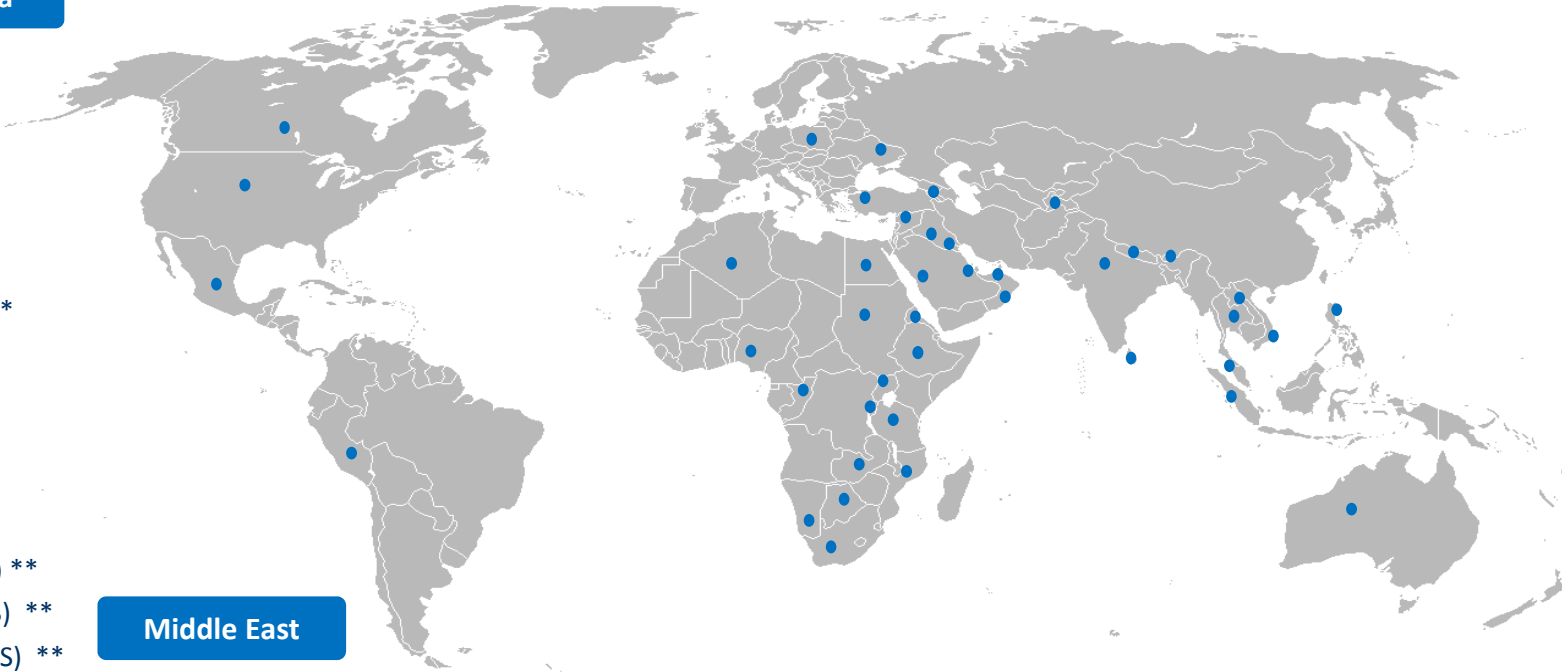
- Turkey *
- Poland

Africa

- Algeria **
- Congo **
- Djibouti *
- Ethiopia **
- Kenya **
- Mozambique
- Namibia
- Nigeria
- S. Africa *
- Tanzania *
- Uganda **
- Zambia **
- Egypt **
- Rwanda **
- Botswana **

Americas

- Canada
- Mexico
- Peru
- USA

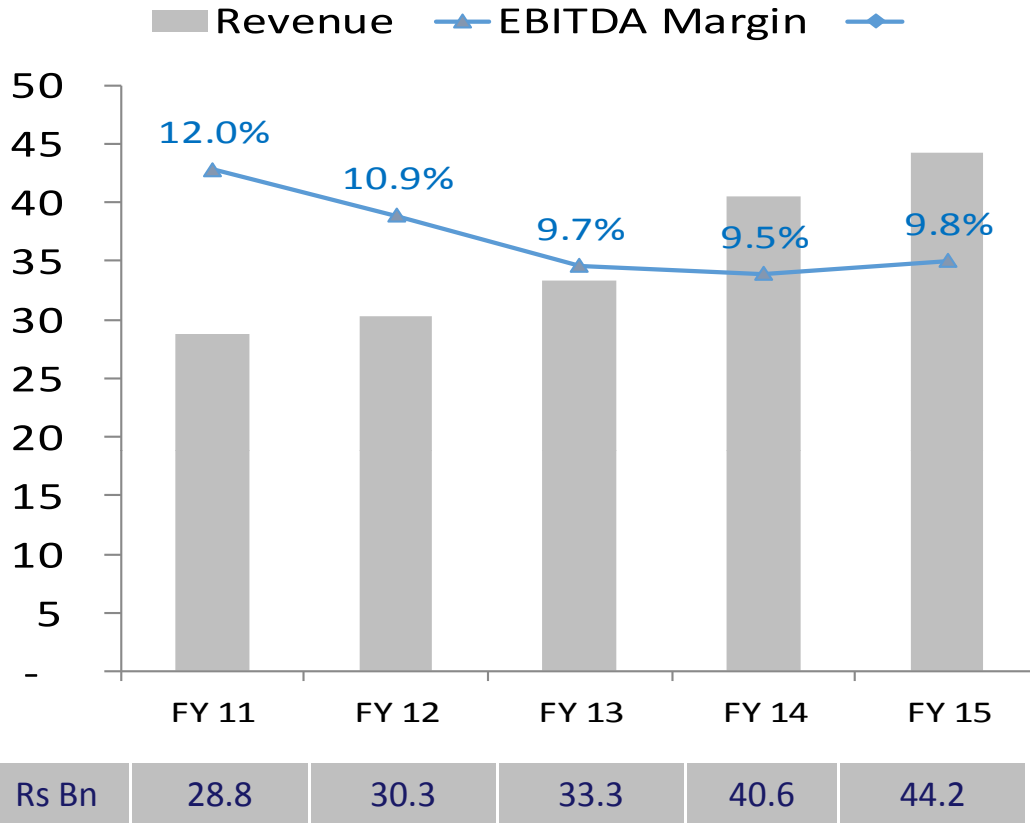


* Projects executed on Turnkey basis

** Projects under execution on Turnkey basis in 21 countries

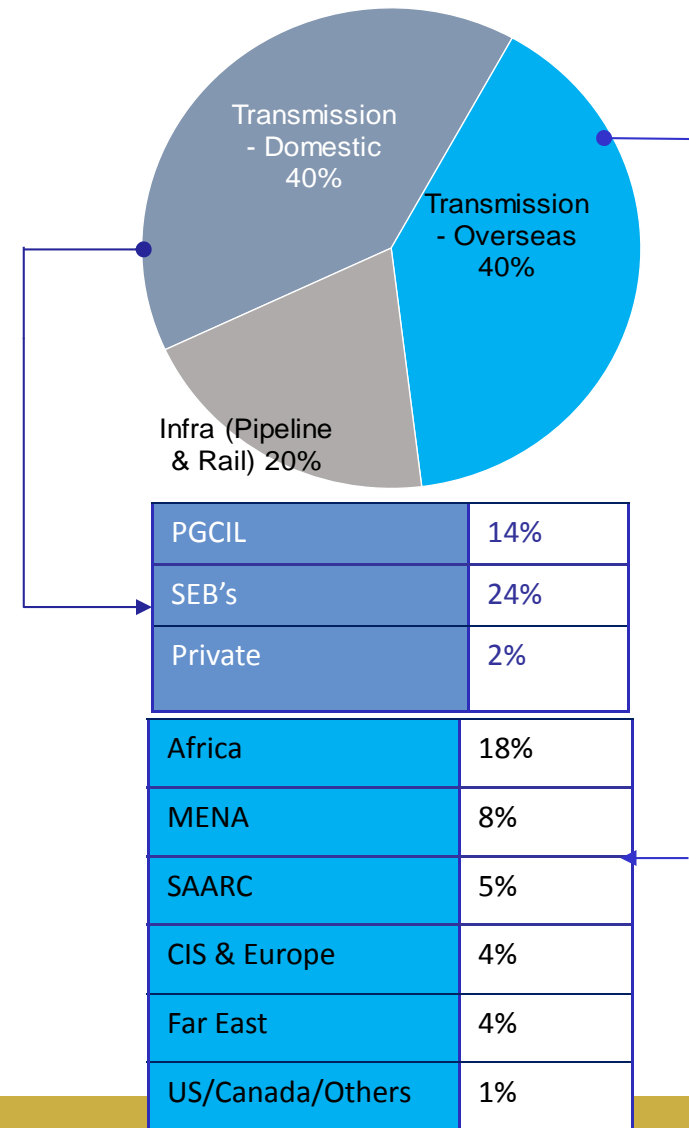
Major Turnkey Projects under execution

Location	Congo I & II (Africa)	Ukraine (CIS Country)	Egypt (Africa)	Bhutan (SAARC)	Zambia (Africa)	Thailand (Asia)
Order Size	US\$ 265 Mn	US\$ 170 Mn	US\$ 103 Mn	US\$ 95 Mn	US\$ 84 Mn	US\$ 62 Mn



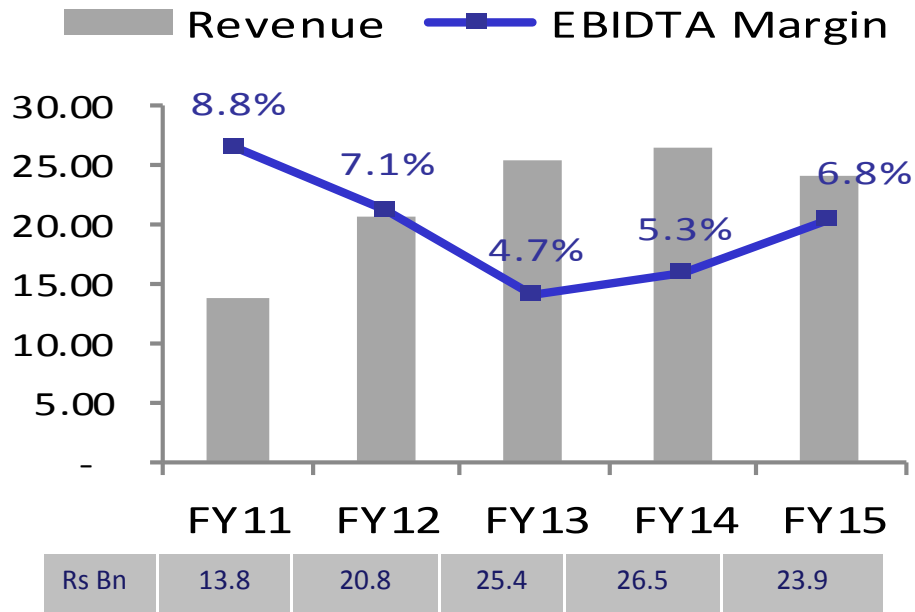
Growth momentum & Margins are maintained despite challenging environment

Order Book of Rs 70 Bn (31st December 2015)

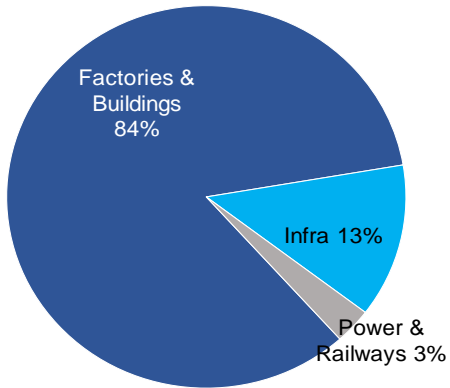


JMC Projects (67% subsidiary)

Consolidation and Turnaround phase



Order Book of Rs 62 Bn (31st December 2015)



Turnkey Service Provider

- Civil
- Mechanical
- Electrical
- Firefighting
- High-voltage Air-conditioning (HVAC)
- Landscaping

Strong Clientele

Factories



Buildings



Power BOP



Infrastructure (Roads, Metro, Water)



Infrastructure - Oil & Gas



Order Book of Rs 7 Bn



Leading EPC player in oil & gas infrastructure sector

- Oil & Gas pipeline
- Gas gathering station
- Process plants
- Refineries
- Sub-marine pipelines
- Off-shore well-head platforms

Completed laying of over 3,200 km of oil & gas pipelines

Workforce of over 2,000

Setup more than 70 oil & gas stations

Catering to all major players in the sector



Infrastructure - Railways



Electrical Expertise



JMC Projects (India) Ltd.

Civil Expertise



Dedicated Railway Division

- New Track laying
- Track Renewal
- Overhead Electrifications (OHE)
- Signaling & Telecommunication(S&T)
- Gauge Conversion
- Bridges
- Station Buildings & Platforms
- Traction sub-station

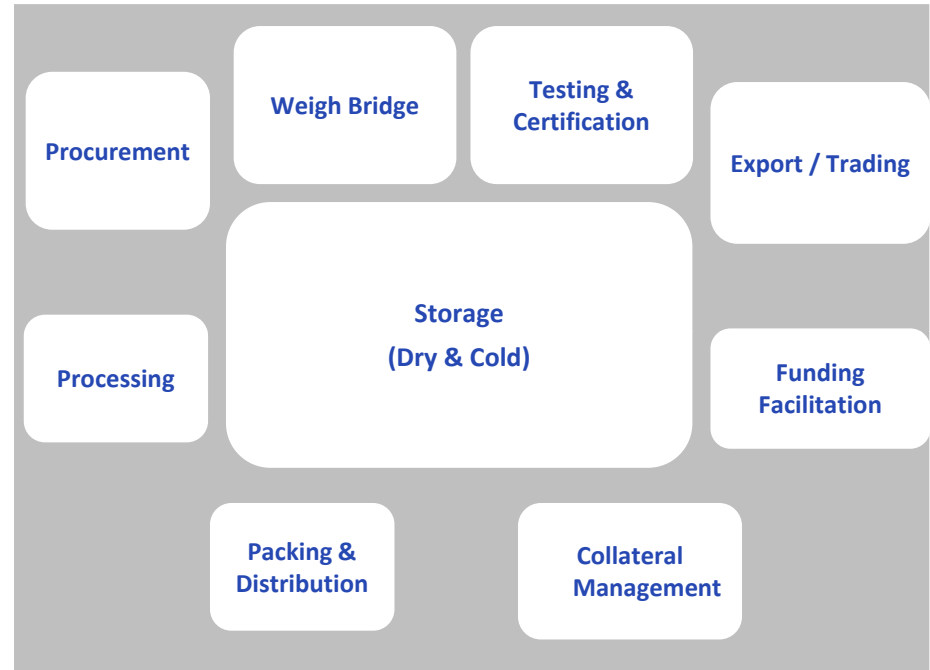
Executing projects of with project value of Rs 7 Bn

Gearing up to cater Dedicated Freight Corridor (DFC) opportunities

Actively looking international projects also -
executing a Bangladesh project



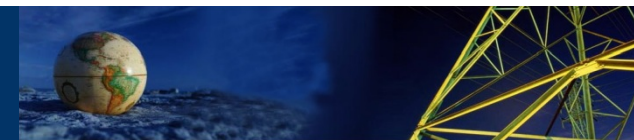
Offering One-stop solutions across value chain



ISO 9001:2008 & 22000:2005 certified company
A government recognized star export house

PPP Projects – TL BOOT

Long term assets creation for balanced revenue model

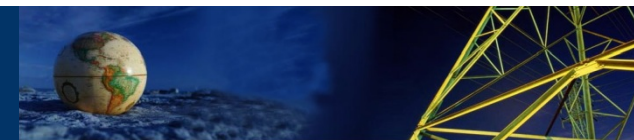


Projects	Jhajjar KT Transco Pvt Ltd		Kalpataru Satpura Transco Pvt Ltd	
Model	Annuity based		Annuity based	
Project Scope	400 kv/220 kv transmission line of 100 kms in Haryana		400 kv Satpura – Ashta DCDS transmission line of 240 kms in MP	
SPV ownership	Kalpataru Power *	51%	Kalpataru Power	100%
	Techno electric	49%		
Project Cost	Rs 4.5 Bn		Rs 3.4 Bn	
<i>Debt</i>	<i>Rs 2.7 Bn</i>		<i>Rs 2.12 Bn</i>	
<i>Grant</i>	<i>Rs 0.9 Bn</i>		<i>Rs 0.6 Bn</i>	
<i>Equity</i>	<i>Rs 0.9 Bn</i>		<i>Rs 0.68 Bn</i>	
Premium Payment	-		-	
Concession Period	25 yrs + 10 yrs extendable		25 yrs + 10 yrs extendable	
Completion date	Commenced operation in March 2012		Commenced operation in April 2015	
Current Status	Generating revenue of Rs 540 Mn pa		Generating revenue of Rs 380 Mn pa	

* Includes 1.32% equity shares held by other Kalpataru Group company

PPP Projects – Road BOOT (under JMC).. 1/2

Long term assets creation for balanced revenue model

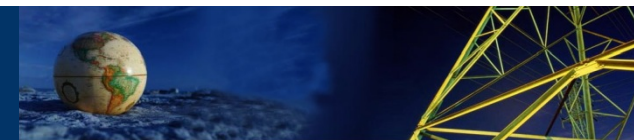


Projects	Kurukshetra Expressway Pvt Ltd		Brij Bhoomi Expressway Pvt Ltd	
Model	Toll based		Toll based	
Project Scope	Four laning of 83 kms on NH 71 in Haryana under NHDP Phase III between Rohtal to Bawal		2 laning of 79 kms of Agra – Aligarh section on NH 93	
SPV ownership	JMC Projects *	51%	JMC Projects	100%
	SREI Infrastructure	49%		
Project Cost	Rs 10.35 Bn		Rs 2.65 Bn	
<i>Debt</i>	<i>Rs 7.9 Bn</i>		<i>Rs 1.6 Bn</i>	
<i>Grant</i>	<i>-</i>		<i>Rs 0.5 Bn</i>	
<i>Equity</i>	<i>Rs 2.4 Bn</i>		<i>Rs 0.5 Bn</i>	
Premium Payment	Rs 0.12 Bn p.a		-	
Concession Period	28 yrs		15 yrs	
Expected COD	Received full COD in Q3FY15		Received Full COD in Q4FY15	
Current Status	Generating revenue on full stretch		Generating revenue on full stretch	

* Includes 1.43% equity shares held by other Kalpataru Group company

PPP Projects – Road BOOT (under JMC).. 2/2

Long term assets creation for balanced revenue model



Projects	Wainganga Expressway Pvt Ltd		Vindhyachal Expressway Pvt Ltd	
Model	Toll based		Toll based	
Project Scope	4 laning of 45 kms Nagpur – Wainganga section on NH 6, connecting Kolkata & Surat		Four laning of 89 kms on NH 7 from Rewa bypass to hanumana border (MP/UP border)	
SPV ownership	JMC Projects	100%	JMC Projects	100%
Project Cost	Rs 4.5 Bn		Rs 6.9 Bn	
<i>Debt</i>	<i>Rs 3.3 Bn</i>		<i>Rs 5.0 Bn</i>	
<i>Grant</i>	-		-	
<i>Equity</i>	<i>Rs 1.2 Bn</i>		<i>Rs 1.9 Bn</i>	
Premium Payment	Rs 0.3 Bn pa		Rs 0.04 Bn pa	
Concession Period	18 yrs		27 yrs	
Expected COD	Received Full COD in Q4FY15		Expecting full COD by Q4FY16	
Current Status	Generating revenue on full stretch		Generating revenue on partial COD basis	

Developmental Projects

... facilitate to create BOOT portfolio

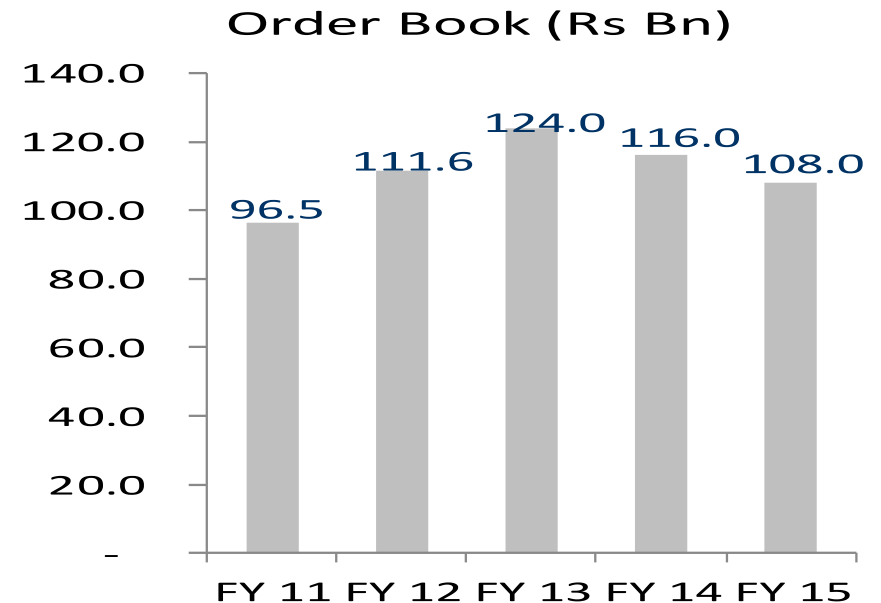
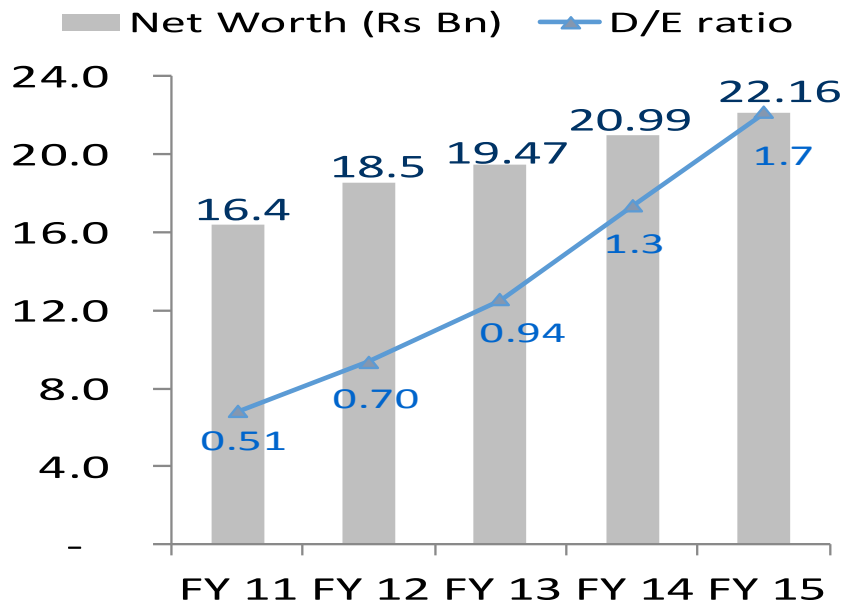
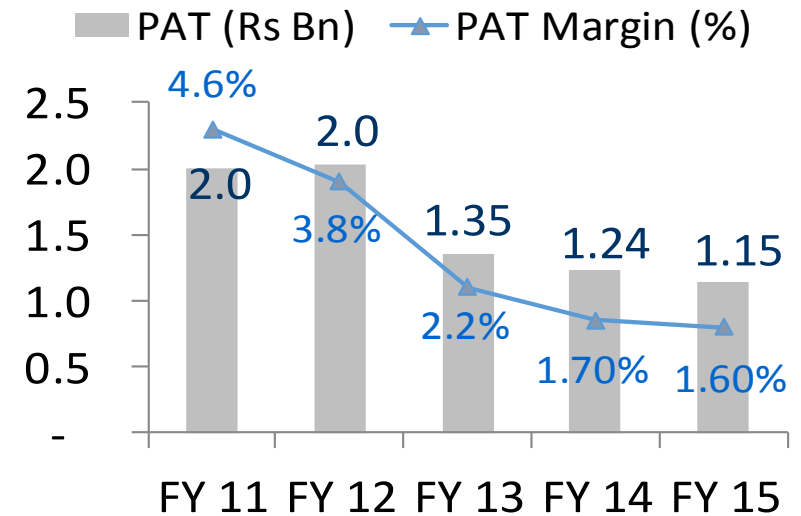
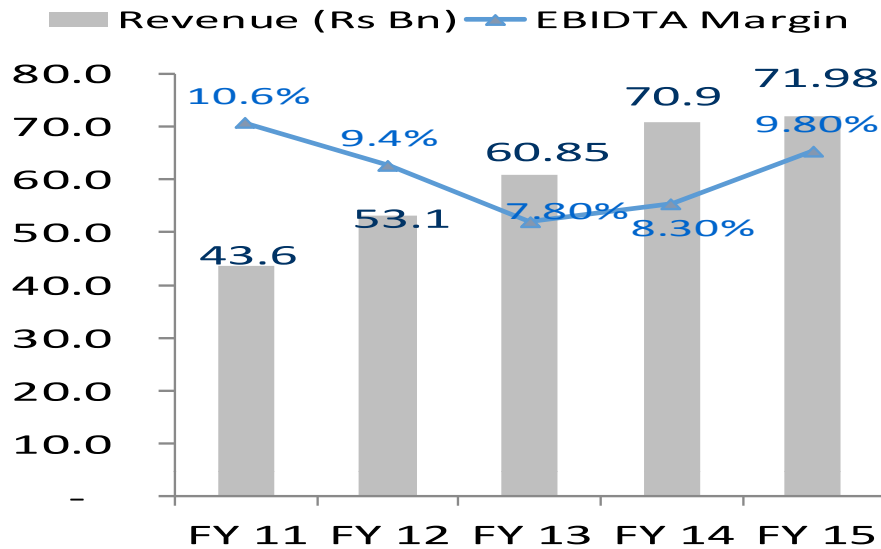


Projects	Thane IT Park	Indore Complex
SPV Name	Amber Real Estate Ltd	Saicharan Properties Ltd
Ownership	100%	100%
Saleable Area	0.32 Mn sq ft	0.42 Mn sqft
End use	100% Commercial	90% Residential, 10% Retail
Model	Lease / Sale	Sale
Project Cost	Rs 1.65 Bn	To be finalized
Expected Completion Date	Completed	FY 18
Current Status	Sale/lease process underway <ul style="list-style-type: none"> • 30% of saleable area sold • 60% of saleable area leased 	Planning to launch in Q4 FY16

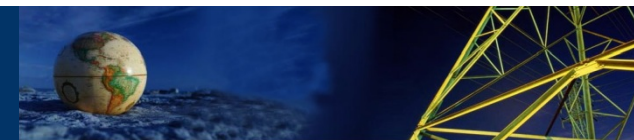


Financial Highlights

Financials highlights of last 5 yrs – Consolidated basis



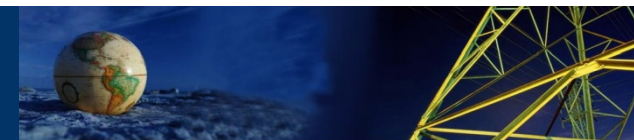
Financial highlights – KPTL Consolidated



KPTL Consolidated			
	<i>(Amount in Rs Crs)</i>		
Particulars	FY15	FY14	Growth
Total Income	7,198.2	7,090.3	2%
Core EBIDTA (excl. other income)	704.3	589.7	19%
Finance Cost	337.0	248.8	35%
PBT	224.1	215.3	4%
PAT	115.4	123.9	-7%
Core EBIDTA Margin	9.8%	8.3%	
PBT Margin	3.1%	3.0%	
PAT Margin	1.6%	1.7%	

Particulars	FY15	FY14	Diff.
Loan Funds	3,684.1	2,731.4	952.7
(+) Long Term borrowings	2,473.2	1,727.5	745.7
(+) Short Term borrowings	967.9	811.1	156.8
(+) Current maturities of long term debt	243.0	192.8	50.2

Financial Highlights – KPTL Standalone

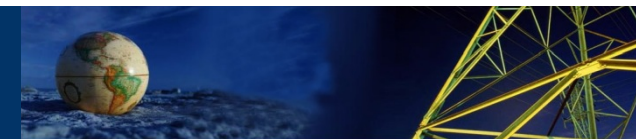


Amount in Rs Crs

Growth	9M FY16	9M FY15	Particulars	Q3 FY15	Q3 FY16	Growth
-11%	2,984.1	3,351.3	Total Income	1,147.1	868.0	-24%
0%	322.7	321.8	Core EBIDTA (excl. other income)	111.8	93.7	-16%
-4%	103.4	108.1	Finance Cost	38.6	26.0	-33%
2%	195.1	191.0	PBT	63.0	58.5	-7%
2%	127.5	125.6	PAT	41.0	38.1	-7%
	10.8%	9.6%	Core EBIDTA Margin	9.7%	10.8%	
	6.5%	5.7%	PBT Margin	5.5%	6.7%	
	4.3%	3.7%	PAT Margin	3.6%	4.4%	

FY15	Particulars	Q3 FY16	Q2 FY16	Q3 FY15	y-o-y	q-o-q
971.4	Loan Funds	656.0	780.5	799.1	(143.1)	(124.5)
294.3	(+) Long Term borrowings	280.0	294.1	202.9	77.1	(14.1)
616.3	(+) Short Term borrowings	336.2	425.7	535.4	(199.2)	(89.5)
60.8	(+) Current maturities of long term debt	39.8	60.7	60.8	(21.0)	(20.9)

Financial Highlights – JMC Standalone

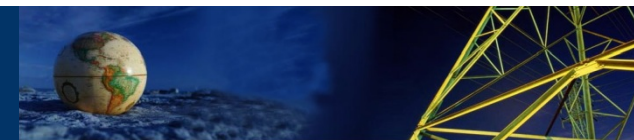


Amount in Rs Crs

Growth	9M FY16	9M FY15	Particulars	Q3 FY15	Q3 FY16	Growth
1%	1,756.1	1,737.8	Total Income	553.7	571.1	3%
31%	144.7	110.2	Core EBIDTA (excl. other income)	39.4	48.7	24%
30%	78.1	59.9	Finance Cost	23.0	27.4	19%
77%	33.5	18.9	PBT	6.6	9.5	44%
70%	22.4	13.2	PAT	4.6	6.5	41%
	8.2%	6.3%	Core EBIDTA Margin	7.1%	8.5%	
	1.9%	1.1%	PBT Margin	1.2%	1.7%	
	1.3%	0.8%	PAT Margin	0.8%	1.1%	

FY15	Particulars	Q3 FY16	Q2 FY16	Q3 FY15	y-o-y	q-o-q
668.8	Loan Funds	752.2	706.6	741.3	10.9	45.6
310.8	(+) Long Term borrowings	309.2	263.2	334.1	(24.9)	46.0
268.4	(+) Short Term borrowings	321.1	342.2	335.4	(14.3)	(21.1)
89.6	(+) Current maturities of long term debt	121.9	101.1	71.8	50.1	20.8

Financial Highlights – SSL Standalone



Amount in Rs Crs

Growth	9M FY16	9M FY15	Particulars	Q3 FY15	Q3 FY16	Growth
-14%	197.4	228.5	Total Income	88.6	28.5	-68%
-69%	13.9	44.4	Core EBIDTA (excl. other income)	16.5	(4.6)	-128%
34%	33.2	24.7	Finance Cost	9.0	12.1	34%
-317%	(27.8)	12.8	PBT	5.0	(19.9)	-498%
-318%	(17.9)	8.2	PAT	3.3	(12.8)	-488%
	7.0%	19.4%	Core EBIDTA Margin	18.6%	-16.1%	
	-14.1%	5.6%	PBT Margin	5.6%	-69.8%	
	-9.1%	3.6%	PAT Margin	3.7%	-44.9%	

FY15	Particulars	Q3 FY16	Q2 FY16	Q3 FY15	y-o-y	q-o-q
434.1	Loan Funds	464.2	446.0	426.8	37.4	18.2
303.4	(+) Long Term borrowings	299.7	294.5	345.7	(46.0)	5.2
74.7	(+) Short Term borrowings	106.1	93.0	58.4	47.7	13.1
56.0	(+) Current maturities of long term debt	58.4	58.6	22.7	35.7	(0.2)



Sectors Outlook & Opportunities

Transmission EPC - Domestic



Planned investment in Indian transmission sector

Clients	Amt in Rs Bn
PGCIL	1,200
SEB's	1,000
Private	200
Total	2,400

Focus Areas

Maintain threshold limit for margins

Choose adequately funded projects

Target high margin projects which need fast track execution

KPTL focus states	Expected orders in next 3-5 yrs
Maharashtra	10– 15
Rajasthan	7.5 – 15
Andhra Pradesh/ Telangana	7.5 – 10
Bihar	10-15
Karnataka	15
Tamil Nadu	25
Gujarat	5 – 10
Madhya Pradesh	5
Total	85 – 110

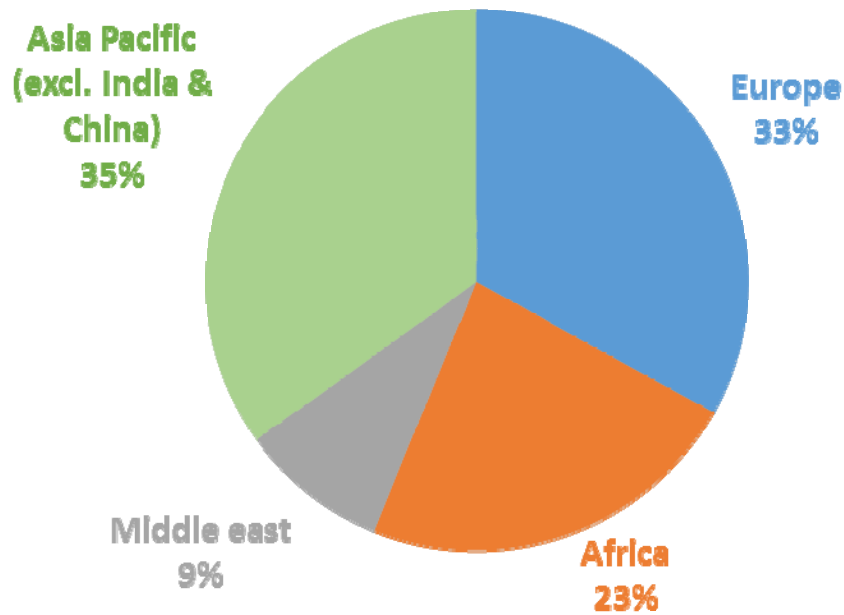
**Opportunity of
over
Rs 1,300 Bn* in
next 5 yrs**

* Assuming 55% Transmission line share

Transmission EPC - International



Total Transmission Capex of 3 lakh kms over next 5 yrs



Source: Global Transmission Report 2014

Focus Ares

Focus on existing network countries for repeat projects

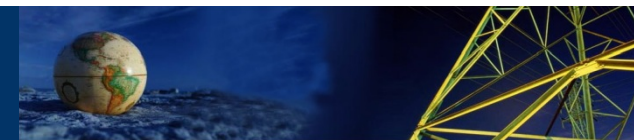
Expand into new territories

Target funded projects specially in Africa

Opportunity of
over
US\$ 70 Bn* in
next 5 yrs

* Assuming 250,000 USD/per km Transmission line share

Oil & Gas Infrastructure



Opportunities in India over next 5 yrs

Segments	Orders value (US\$ Bn)	Clients
Pipeline	3.3	<ul style="list-style-type: none"> • ONGC • HPCL • IOCL • BPCL • Gail • GSPL • Tata Steel • CPCL
Plants	7.4	
Total	US\$ 10.7 Bn	

**Opportunity of
over
US\$ 30 Bn in
next 5 yrs**

Source: International oil and gas journal estimates

Overseas opportunities over next 5 yrs

Regions	Countries	Order Value (US\$ Bn)	Regional Total
Middle East	Iraq	5.0	12.0
	Qatar	1.0	
	UAE	1.5	
	Oman	1.0	
	Saudi	2.0	
	Kuwait	1.5	
South East Africa	Kenya	0.5	5.5
	Uganda	1.0	
	Sudan	1.0	
	Turkey, Azerbaijan	2.0	
	Syria, Algeria, Nigeria	1.0	
South East Asia	Bangladesh	1.0	3.5
	Myanmar	1.0	
	Thailand	0.5	
	Malaysia	1.0	
Total			US\$ 21 Bn

Railways



Opportunities in India over next 3 yrs

Clients	Orders value (Rs Bn)
Indian Railways (16 zones), RVNL, IRCON, RITES, KRCL, MRVC, IRFC, CORE	224
Dedicated Freight corridor	95
Metro rail projects	95
Private (<i>Railway sidings tracks</i>)	10
Total	Rs 424 Bn

**Opportunity
of over
Rs 400 Bn in
next 3 yrs**

Goals of Indian Railways

Category	Till FY 20
Doubling (including DFC)	11,000 kms
Gauge conversion	9,500 kms
New line	24,000 kms
Electrification	12,000 kms
World-class stations (<i>Bid out/Concession</i>)	38 stations
High-speed corridors	2,000 kms



Key Challenges

Execution delays due to Right of way (ROW) & Environmental issues

Shortage of skilled & semi-skilled labor

Intense competition

Volatility in raw material prices

High Interest rates

FOREX rate fluctuations



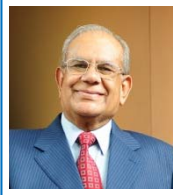
Key Drivers

Experienced Management Team

Existing Clientele

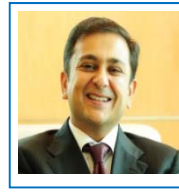
Safety, Environment and Quality

Management Team



Mr Mofatraj P. Munot (Chairman)

Founder, Promoter and Chairman of Kalpataru Group with over 46 years of experience in the field of Real Estate and Property development, Civil Contracting & various industries



Mr Parag Munot (Promoter Director)

Director of the Company since 1991. An M.B.A. from the Carnegie Mellon University and has nearly 18 years of experience in real estate and property development



Mr Manish Mohnot (Managing Director)

CA, ICWA & holder of advanced management program from Harvard University, USA. He is having experience of 2 decades in areas related to power, oil and gas, infrastructure and other sectors related to Infrastructure



Mr Kamal Jain (Director – Finance & CFO)

Chartered Accountant with professional experience of more than 30 yrs in Strategic Finance, Corporate Strategy, Accounts and Taxation



Mr D B Patel (Director - Operations)

Bachelor of Mechanical Engineering with more than 30 yrs of experience in Production, Planning and Engineering of Transmission Line Projects



Mr Sanjay Dalmia (Director – International Business)

CA & CS with over 30 yrs of experience ranging from managing different businesses viz. Textiles, Mining, Diamond & Jewellery and EPC

KPTL Executive Team

Gyan Prakash	President & CEO (Oil & Gas Infrastructure)
S. Mukherjee	President (International)
M.A. Baraiya	President (HR)
Anil Kumar	Head – Railways
Prasun Dutta	Head – Substations
Rajeev Dalela	Dy President (T&D)

JMC Management Team



Mr. S K Tripathi (Dy. Managing Director & CFO)

Civil Engineer with over 29 yrs of experiences in all major infrastructure sectors including highways and airports. He has worked in major Infrastructure companies like L&T, Gammon India and others under various roles.



Mr. Manoj Tulsian (Director Finance & CFO)

CA, CS and ICWA with experience of over 2 decades in taxation, accounts, system and process implementation. He has rich experience of M&A, business restructuring and strategic tie-ups with several corporates

Existing Clientele



Asia / India



Middle East



South East Asia



North America



Africa



And Many More...



ISO 9001:2008 Certified Plants

ISO 14001 Certified Export Unit

ISO 14001 Certified Overseas Construction Units

Green Policy

- **Adopts environment friendly dull finishing of products**
- **Maintains 100% fumigation of export containers**
- **Installed Flux regeneration plants, Acid and white fume extractors, Eco- ventilator fans to maintain desired HSE and Quality levels**
- **Obtained CER for both the Biomass Power Plants**



Thank You