

**TD Power Systems Limited** (CIN -L31103KA1999PLC025071)

REGISTERED OFFICE & FACTORY: 27, 28 and 29, KIADB Industrial Area Dabaspet, Nelamangala Taluk Bengaluru Rural District Bengaluru – 562 111 India

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www.tdps.co.in

Date: February 01, 2024

The Corporate Service

Department BSE Limited

P J Towers, Dalal Street Mumbai – 400 001 The Listing Department

The National Stock Exchange of India

Ltd.

Exchange Plaza, Bandra- Kurla Complex

Bandra (East) Mumbai 400 051

Sirs,

#### Sub: Investor Presentation for the period ended December 31, 2023

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a results presentation to analyst/investor for period ended December 31, 2023 is enclosed.

Kindly take the above on record.

Yours faithfully,

For TD Power Systems Limited

BHARAT Digitally signed by BHARAT RAJWANI Pate: 2024.02.01 17:39:01 +05'30'

**Bharat Rajwani** 

Company Secretary & Compliance Officer

Encl: A/a



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## TD Power at a Glance





**State of art manufacturing facilities** with automated process for quality, reliability & efficiency.

Diversified product portfolio customized for a wide range of turbines (steam, gas, hydro and wind) and engines (diesel and gas). Specially designed and tailor-made to suit the needs of the customers



DERT

**Core Manufacturing company** in power sector with substantial growth prospects and completely **Debt Free** 

Since inception, manufactured **6,183** generators, including generators exported to **103** countries, with aggregate output capacity of **44,538** MW



mill

Sales through OEM's, which are turbine and engine manufacturers; **strong engineering consultant relationships** allow deep involvement in project tendering

Leading manufacturers of AC generator, delivering across a wide product spectrum - from 1 to 250MVA.





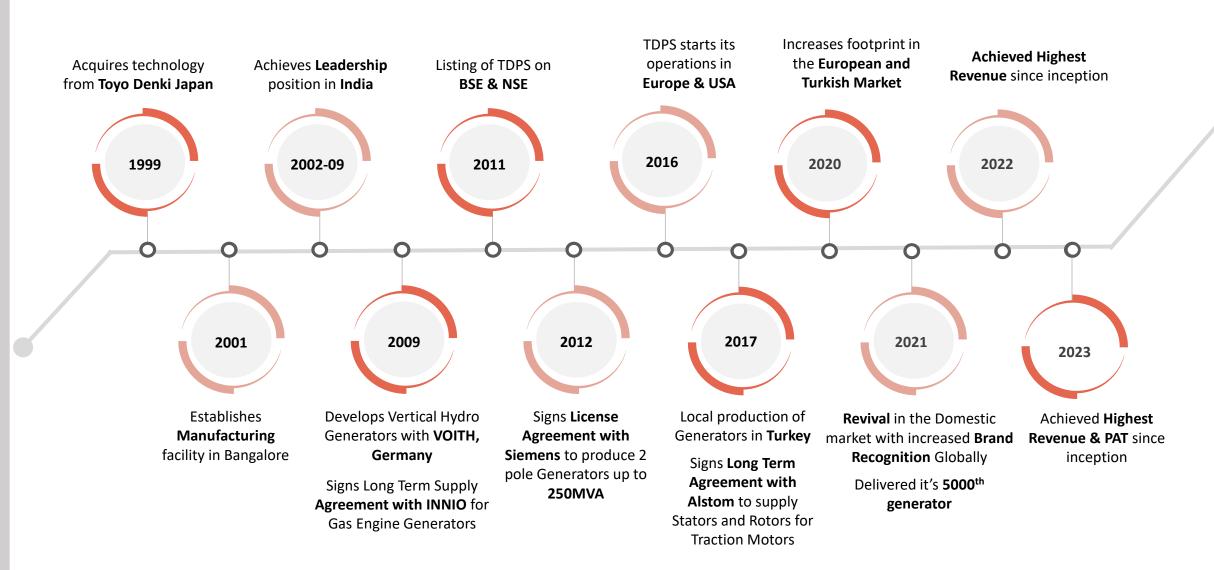
**Technology ownership**, long standing relationships and **in-house design expertise** suited for customer centric approach



We deliver Best in class Generators for the World

# TD Power's Evolution & Journey





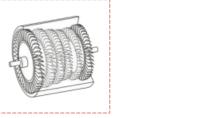
# Diversified Products for Multiple End User Industries

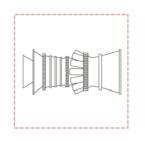


**Generators for Turbines** 



Steam - upto 250MVA





Gas - upto 250MVA

Hydro - upto 45MVA



Wind\*

**Generators for** Engines



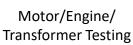
Diesel - upto 25MVA

Gas - upto 25MVA

We deliver world class Generators for the World









Locomotive\*



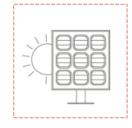
Marine/Naval\*



Oil & Gas\*

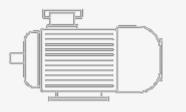


Geothermal\*



Solar Thermal\*

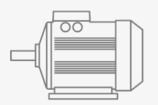
### **Motors**



**Induction Motors** 



**Synchronous Motors** 



**Traction Motors** 

# State of Art Manufacturing Facilities...



Manufacturing units with Advanced Machines help in delivering Competitively Priced products with the Highest Quality Standards









### Unit I - 157,624 Sq Ft

- Core building, Coil making, Winding & Machining
- Impregnation and curing Balancing
- · Final assembly and testing
- Material Handling & General Facilities
- Power House
- R&D Centre
- · Quality lab and instruments

ISO 9001:2008 compliant manufacturing units in Bangalore



- Core building, Coil making, Winding & Machining
- Impregnation and curing Balancing
- · Final assembly and testing
- Material Handling & General Facilities
- Power House
- R&D Centre
- · Quality lab and instruments

### **Large Generator Factory – 78,449 Sq Ft**

- Core building, Coil making, & Winding
- · Impregnation and curing
- Final assembly and testing
- Material Handling & General Facilities
- Power House (Common with Unit 2)
- R&D Centre (Common with Unit 2)
- Quality lab (Common with Unit 2) and instruments

### **TDPS Turkey**

- Core building, Coil making, & Winding
- Impregnation and curing
- Final assembly and testing
- Material Handling & General Facilities















# ...with Automated & Integrated Processes



### **Manufacturing Facilities**



Varnishing Line
State of the art Stator
Stamping Varnishing Line



Hydraulic Process
Hydraulic press



Rotor Pole Coil
Automatic Induction
Brazing Machine



Robotic Core Stacking
Automatic Stator core
stacking using Robots



GVPI Plant (Stator)
Global Vaccum
Impregnation Plant



Cylindrical Rotor
Winding
Coil insertion and winding



Coil Stretching Unit
Guarantees speed,
precision and quality



Machining Center
Horizontal & Vertical
Machining Center - CNC
Lathe



Rotor Assembly
Pole Insertion



Tapping Machine
Completely robotic with
six axis and tapes also the
overhang portion



Cylindrical Rotor Coil
Cylindrical Coils under
looping



High Speed Balancing
Rotor Balancing

### **Test Facilities**



**CMM** 

Co-ordinate Measuring Machine with least count of 0.1 Microns and volumetric accuracy of 7 Microns.

Largest Test Facility in Asia



Electrical Testing Chamber

High voltage and partial discharge tests to ensure longevity



Horizontal Test Bed

12 completely automated Horizontal Test beds



Quality Lab

Electrical and Mechanical tests for raw materials



**Vertical Test Bed** 

22 completely automated Vertical Test beds

## Certification of Excellence



### **ISO Certification**



ISO 9001: 2015

**Quality Management System** 



ISO 14001: 2015

**Environment Management System** 



ISO 45001: 2018

Occupational Health and Safety



ISO 3834 - 2 Welding

### **Product Certification**



DNV

**Wind Generators** 



ATEX

**Hazardous Application Generators** 



Lloyd's Register/Class NK Marine Generators



AAR M - 1003 American Railway Generators



IRS

**Indian Register of Shipping** 

### **International Certification**



CE/UKCA

European Market



GOST R/TRCU Russian Market



CSA

Canadian Market



UL

American Market



TSE

Turkish Market (Made in Turkey Generators)

# Quality Assurance





Procedures for ensuring quality management processes at various stages Quality & Reliability of Products

# Summary of Installations



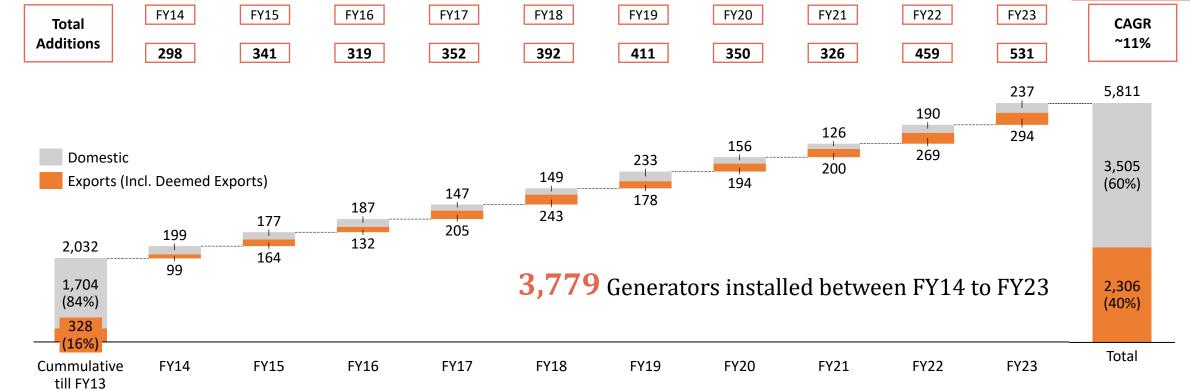
**6,183** Generators installed\*

across **103**Countries



## Number of Generators installed

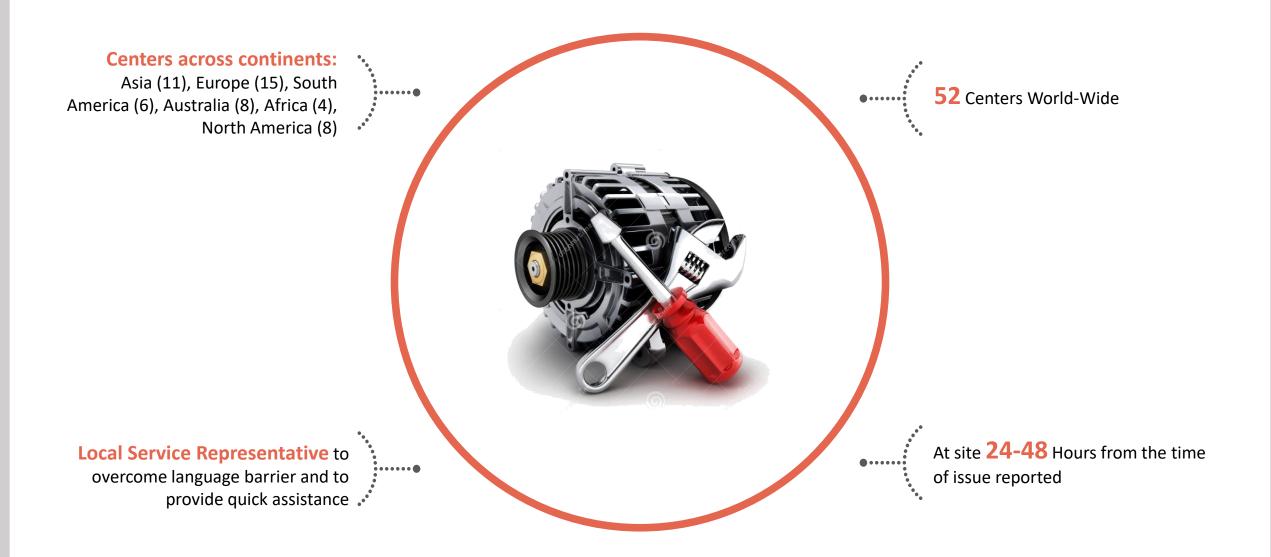




- For nine months ended December 2023, TD Power Systems installed 372 generators with 48% of these supplied in Domestic Market and the remaining 52% were Exported
- Total number of generators installed since inception stand at 5,811 up until FY23. 40% of these have been installed in exports markets as compared to 16% on and before FY13. No. of generators supplied in domestic & exports market has grown at a CAGR of 8% & 22% respectively between FY13 & FY23
- > 531 generators installed in FY23 as compared to 459 in FY22, registering a Year-on-Year growth of 16%. Number of generators supplied in exports have grown by 9% & domestic have grown by 25% for FY23 on Y-o-Y basis
- > The Company's **commitment to quality, the global acceptance of products & long- standing relationship** with customers build over time has enabled the company to penetrate deeper into existing geographies and add newer territories
- The generators installed over the decade serve us with an excellent **opportunity for our After Market segment**

## Service Centers Across the Globe for On-Time Assistance





## Our CSR Initiatives



### **Integrated Water & Sanitation Management**

- This project was supported for over 5 years starting from 2015 and was undertaken in Tyamagondlu Village, Nelamangala Taluk, Bangalore rural district.
- Resulted in a significant change on the ground with respect to revival of water body, storm water management, solid waste management (SWM), and maintenance of public spaces, training & capacity building in SWM and citizen awareness.



In line with the CSR policy revised in 2021, TDPS supported initiatives focusing on Education and Education related Infrastructure and welfare projects. Two projects which is currently on going are as follows:

- School Readiness Program In Community Schools from FY 2021
- Educational Empowerment of Girl Children of Scavenging community
- School Infrastructure and Welfare Project
- Contributed to Sports Excellence Trust
- Backyard Forestry Project
- Holistic Healthcare Initiative & Donation of IT Supplies to the Government Hospital





15,000+

Hours of Parent Support & Training

8,000+

Books for Children's

1,524+

Children's Supported 43+

School Connect

1,524

Parental Connect

200+

**Teachers** 

### **Board of Directors**





**Nikhil Kumar Managing Director** 

Engineering & General Management Program from Harvard

Responsible for overall management of the Company's operations, strategic planning, technology alliances and sales and marketing. With over 3 decades of work experience in the business of manufacturing electrical rotating machines, he spearheads universal best manufacturing practices in the Company. He was General Manger in Kirloskar Electric Company from 1990 to 2000 leading the operations of Bangalore factory



**Nitin Bagamane** Independent Director

**Graduate in Economics** 

Over 25 years of work experience in business and industry and has been associated with many projects in real estate development for the past twenty years. He is leading large residential, commercial real estate projects in around Bangalore & manages a Special Economic Zone for IT activity in Bangalore.



Mohib N. Khericha

Promoter and Non-**Executive Chairman** 

B. Com, FCA

He was in practice for over 25 years, in the area of Capital structuring, Restructuring, Financial Management and Loan syndication etc. before venturing into Merchant Banking activities in the year 1994. Currently, he is Managing Director of Chartered Capital And Investment Limited, a listed company which is into Merchant Banking Services. He has an experience of over 28 years in the field of Merchant Banking.



Ravi K. Mantha

**Independent Director** 

Chartered Financial Analyst & B.A in liberal arts from the University of Puget Sound in Washington State

An angel investor, wellness author and sustainability advocate. After an 18 years successful career in investment management in Boston and London, including ten years at the helm of the \$33 billion Fidelity Global Select Fund, he switched careers and became an author and wellness expert.



Mrs Prabhamani

Non-Executive Director



**Rahul Matthan** 

Experience spanning over 2 decades, advised clients

on matters like cryptocurrency, telecommunications

regulation, internet and social media law, technology

M&A & played a significant role in shaping Data

Privacy & technology policy in India. Served on the

RBI Committee for Household Finance as well as the

Kris Gopalakrishnan Committee on Non-Personal

Data and is currently DPI Advisor to the Ministry of Finance. Alumnus of the National Law School and one

Additional Director (Independent Director)

Is the founder member of TDPS with >37 years of experience. Worked as a COO in the company till August 2022 and joined the core leadership team of TDPS as head of Engineering in 2001. She is extensively involved and has in-depth understanding of products, processes, customers and specific application requirements of each segment.

Over two and half decades of her career, she has

been part of some of the very best start up

organizations like Microsoft Accelerator and THub in

India. Currently, she is a strategic advisor to Encubay

a diversity-focused accelerator, a fintech Start-up and



Vruksh Ecosystem

**Prathibha Sastry** 

**Independent Director** 



of the founder Partners of Trilegal.

**Alexander Olsson** Additional Director (Independent Director)

Mechanical Engineer with Master's degree in manufacturing processes from the Royal Institute of Technology, Sweden

Experience of over 2 decades, has held executive and management leadership positions, including as Managing Director at BRUSH Group with responsibility for large operations, leading teams of over 1,500 and managing a complex product/service portfolio in the Oil & Gas industry. He is currently the Executive Vice President of Archer Ltd. Brings invaluable experience and insights in manufacture of generators for oil & gas & other applications.

# **Experienced Management Team**





#### Nikhil Kumar - Managing Director

Leads operations, strategic planning, technology alliances, sales and marketing. With an in-depth understanding of products, processes, customers, specific application requirements of each segment from over 3 decades of work experience in the business of manufacturing electrical rotating machines, he drives investments in technology, alliances, people & processes enabling the company to deliver complete value chain in Generator manufacturing across the spectrum of verticals. He leads the team in absorbing technology from global partners to take manufacturing facility & practices to a world-class level enabling the Company to consistently deliver on core expectations of quality& delivery that has paved way to extend our product reach to over 98 countries. With a hands on & collaborative approach he navigates the team in weathering challenges thrown up by markets, customers, business & economic cycles



#### Ramakrishna Varna - COO

A founder member, with 30 years of experience. A Mechanical Engineer and an MBA, joined TDPS leadership team as a Senior Engineer in 2001. A key member of a small core team that set up our green field manufacturing plant &is credited with establishing Standard Operating Procedures (SOPs), vigorously training technicians and successfully manufacturing the first few Generators that laid the foundation. Has extensive exposure and knowledge of the complete value chain in Generator manufacturing, facility-creation, automation and an expert solution-provider on operational issues. Set up our larger & modern second manufacturing unit in 2011 & since 2017, has transformed our manufacturing facility by replacing conventional machinery with precision Robotics &need-based automation of selected processes.



#### Varalakshmi MN - CFO.

Part of founder-member team since inception of the company. Comes with a professional qualification in Cost & Works accounting (ICWA) & overall 28 years of rich experience in Finance function of Engineering-manufacturing company, 20 of which at TDPS. Seasoned by learnings from managing finances of the company and funding its growth story for over 20 years through its highs, lows, struggles and triumphs ,a grueling IPO exercise to fund the expansion, driving drastic cost-cutting measures across the organization & ERP expansion and improvements she leads the finance function.



### Vinay Hegde – Head, Sales & Marketing

A founder member of TDPS, with 28 years of rich experience in Sales & Marketing. Joined the small core team of TDPS in 2001 as Engineer, Sales - An Electrical Engineer with 7 years of foundation experience with CG Newage. Has successfully acquired major OEMs in India and overseas one after the other, consistently delivering on core expectations of Quality, Delivery, customer retention & relationship for long term. Developed Marketing team capability to successfully widen the Customer base for sustained growth.



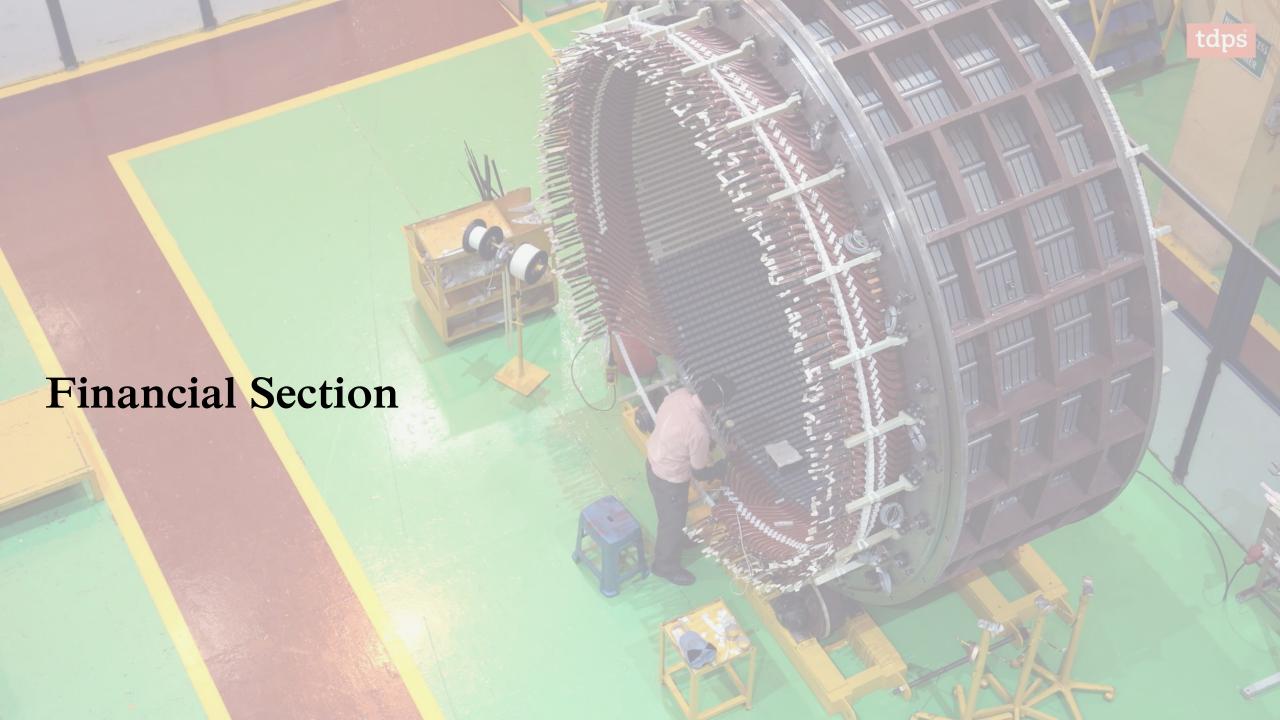
#### Vishwanath Hangari – Head, Engineering

With a Master's degree in Engineering & 33 years of experience, 8 of which in TDPS, heads the Engineering function. Has a rich, varied, hands-on and leadership experience in Design, Analytics, Quality & Manufacturing aspects of LV, HV Motors & Generators across entire range of ratings, speeds, constructions and applications due to foundational stint as Design, Quality & Testing engineer of Rotating Machines, followed by 5-years of managing R&D – supporting product launches from concept to prototype testing to implementation, 13 years at world renowned OEMS 'Design / Technology center in lead/consulting position



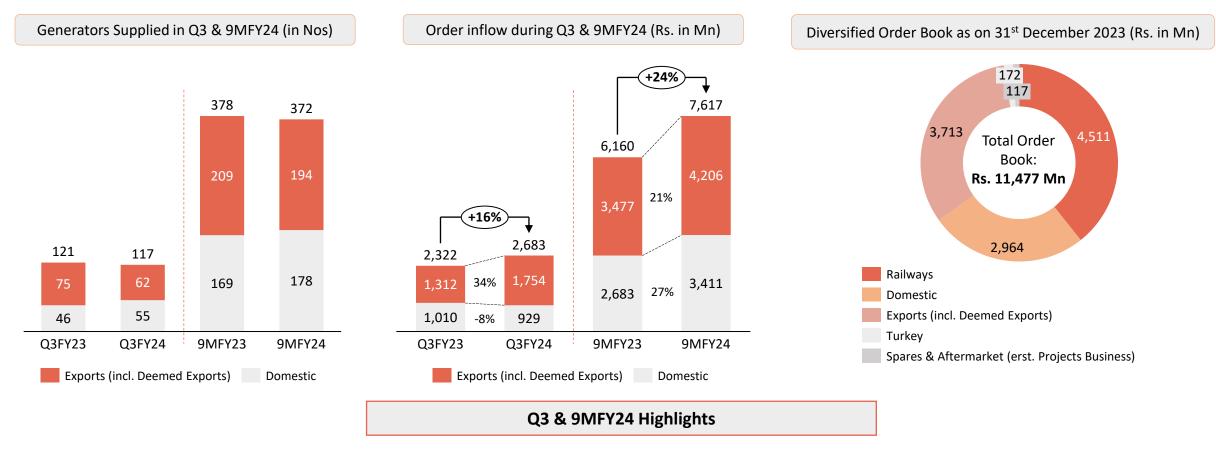
#### **Bharat Rajwani - Company Secretary**

He is an Associate Member of the Institute of Company Secretaries of India and Law graduate from Karnataka State Law University, Bangalore. He also holds a Graduate degree in Commerce from OnkarmalSomani College, Jodhpur (Rajasthan). He has been working with the Company as deputy to the outgoing CS and experience in handling the Company Secretarial matters, SEBI Compliances and RBI related matters.



# Q3 & 9M FY24 Key Operational & Financial Highlights



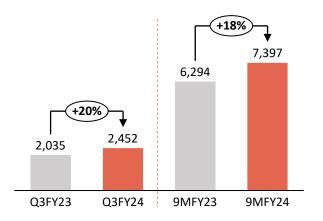


- Total order book as on 31st December 2023 stands at Rs. 11,477 Mn
- Total Order inflow for Q3FY24 was **Rs. 2,683 Mn** as compared to **Rs. 2,322 Mn** in Q3FY23, a growth of **16% YoY**. Exports (incl. deemed exports) market contributed to a **34% YoY** growth in order inflow during Q3FY24
- In 9MFY24, order inflows from both Domestic & Export market recorded solid growth. Domestic order inflows grew by 27% YOY and Export (incl. deemed exports) order inflows grew by 21% YOY

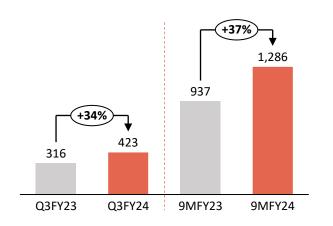
# Q3 & 9M FY24 Consolidated Financial Highlights



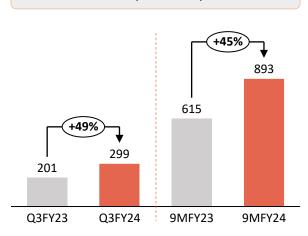




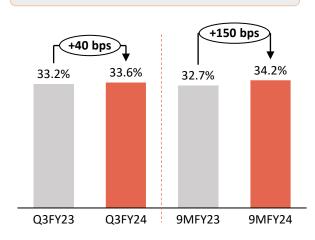
### EBIDTA\* (Rs. in Mn)



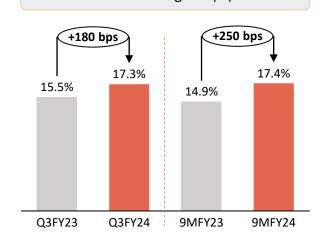
PAT (Rs. in Mn)

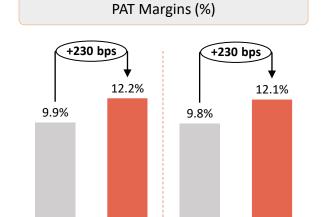


### Gross Profit Margins\* (%)









9MFY23

9MFY24

Q3FY24

Q3FY23

<sup>\*</sup>including other operational income

# Q3 & 9M FY24 Consolidated Profit & Loss Account



Particulars (Rs. in Mn)	Q3FY24	Q3FY23	Y-o-Y	Q2FY24	Q-o-Q	9MFY24	9MFY23	Y-o-Y
Revenue from Operations	2,426	2,053		2,737		7,366	6,224	
Other Operational Income	26	-18		-2		30	69	
Total Income	2,452	2,035	20.5%	2,736	-10.4%	7,397	6,294	17.5%
Cost of Goods Sold	1,628	1,360		1,834		4,869	4,234	
Gross Profit	824	675	22.1%	902	-8.7%	2,527	2,060	22.7%
Gross Profit Margin (%)	33.6%	33.2%	40 bps	33.0%	60 bps	34.2%	32.7%	150 bps
Employee Cost	246	208		269		763	669	
Other Expenses	154	151		163		478	454	
EBITDA	423	316	34.0%	470	-10.0%	1,286	937	37.2%
EBITDA Margin (%)	17.3%	15.5%	180 bps	17.2%	10 bps	17.4%	14.9%	250 bps
Depreciation	53	50		53		157	155	
EBIT	370	266	39.0%	418	-11.4%	1,129	783	44.2%
Finance Cost	0	0		1		1	11	
Other Income - Interest	27	21		29		86	64	
Profit before Tax	397	288	38.1%	446	-11.0%	1,214	836	45.3%
Тах	98	87		118		321	221	
Profit After Tax (PAT)	299	201	49.0%	328	-8.8%	893	615	45.3%
PAT Margin (%)	12.2%	9.9%	230 bps	12.0%	20 bps	12.1%	9.8%	230 bps
Other Comprehensive Income	1	13		-5		-10	-16	
Total Comprehensive Income	300	214	40.3%	323	-7.2%	883	599	47.5%

# Consolidated Balance Sheet



Assets (in Rs. Millions)	Dec-23	Mar-23	
Non - Current Assets	2,194.1	2,051.7	
Property Plant & Equipment's	1,588.5	1,551.0	
Capital Work-in-Progress	10.5	2.4	
Intangible assets	103.1	82.0	
Intangible assets under development	0.0	0.0	
Financial Assets			
Investments	99.9	199.4	
Other Financial Assets	23.5	16.4	
Other Non - Current Assets (Net)	368.7	200.6	
Current Assets	7,818.3	6,980.4	
Inventories	2,461.6	1,985.6	
Financial Assets			
(i)Trade receivables	2,653.6	2,690.8	
(ii)Cash and cash equivalents	840.6	420.9	
(iii)Bank balances	1,181.7	1,271.8	
Other Financial Assets	217.4	184.3	
Other Current Assets	463.4	427.2	
Total Assets	10,012.4	9,032.1	

Equity & Liabilities (in Rs. Millions)	Dec-23	Mar-23	
Total Equity	6,776.3	6,045.2	
Share Capital	312.3	312.1	
Reserves & Surplus	6,464.0	5,733.1	
Non-Current Liabilities	110.5	90.4	
Financial Liabilities			
Provisions	65.1	59.4	
Deferred Tax Liabilities	45.4	31.0	
Current Liabilities	3,125.6	2,896.5	
Financial Liabilities			
(i)Borrowings	0.0	0.0	
(ii)Trade Payables	1,427.0	1,312.8	
(iii)Other Financial Liabilities	901.7	851.4	
Other Current Liabilities	657.3	588.9	
Current tax liabilities (net)	90.2	98.1	
Provisions	49.4	45.3	
Total Equity & Liabilities	10,012.4	9,032.1	

# Historical Financial Highlights

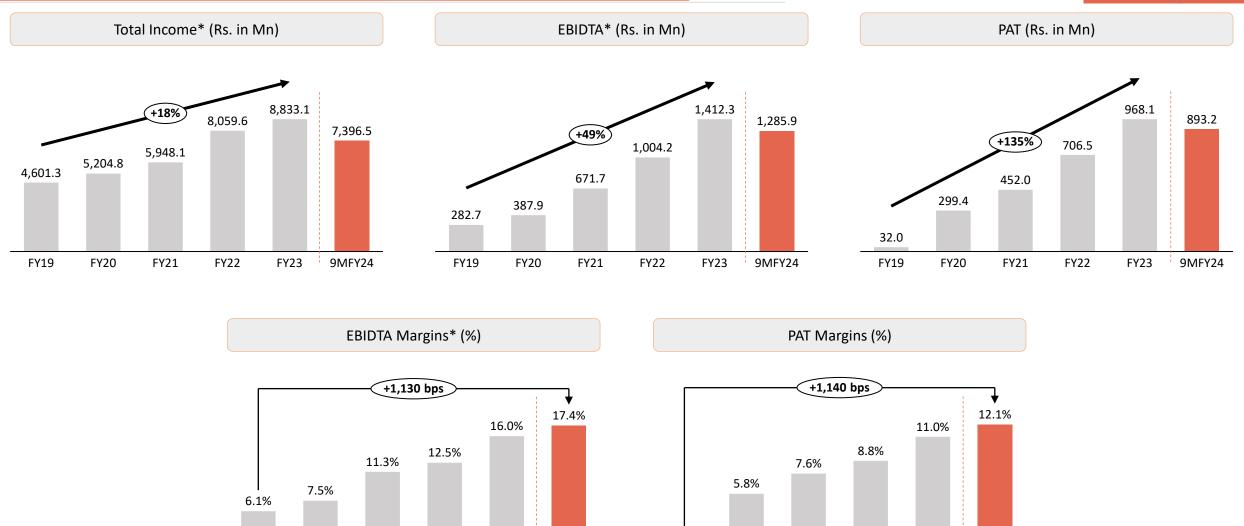
FY19

FY20

FY21

FY22





0.7%

FY19

FY20

FY21

FY22

FY23

9MFY24

9MFY24

FY23

<sup>\*</sup>including other operational income

# Historical Consolidated Profit & Loss Account



Particulars (Rs. in Mn)	FY23	FY22	FY21	FY20	FY19	CAGR
Revenue from Operations	8,723.0	7,974.2	5,935.8	5,148.9	4,590.2	
Other Operational Income	110.1	85.4	12.2	55.8	11.1	
Total Income	8,833.1	8,059.6	5,948.1	5,204.8	4,601.3	17.7%
Cost of Goods Sold	5,903.7	5,698.8	3,958.9	3,593.7	3,195.9	
Gross Profit	2,929.4	2,360.8	1,989.2	1,611.0	1,405.4	20.2%
Gross Profit Margin (%)	33.2%	29.3%	33.4%	31.0%	30.5%	262 bps
Employee Cost	905.6	805.7	794.0	725.5	660.8	
Other Expenses	611.5	550.9	523.4	497.7	461.9	
EBITDA	1,412.3	1,004.2	671.7	387.9	282.7	49.5%
EBITDA Margin (%)	16.0%	12.5%	11.3%	7.5%	6.1%	984 bps
Depreciation	207.0	220.4	215.0	222.3	259.9	
EBIT	1,205.2	783.8	456.7	165.6	22.8	
Finance Cost	10.6	20.6	44.7	54.5	28.4	
Exceptional Item Gain / (Loss)	13.4	75.8	71.8	140.5	0.0	
Other Income - Interest	87.4	81.8	81.0	76.0	80.5	
Profit before Tax	1,295.5	920.8	564.8	327.7	74.9	
Tax	327.3	214.3	112.8	28.3	42.9	
Profit After Tax (PAT)	968.1	706.5	452.0	299.4	32.0	134.5%
PAT Margin (%)	11.0%	8.8%	7.6%	5.8%	0.7%	1,027 bps
Other Comprehensive Income	-22.7	-92.2	-15.4	-10.9	-3.0	
Total Comprehensive Income	945.4	614.3	436.7	288.5	29.0	138.9%

# Key Takeaways



Automated & Integrated State of the art manufacturing facilities for better Efficiency & operating leverage play



**Leverage Play** 



**Operating** 

Re-oriented the current order book to ensure high pass through of RM price variations to customers

**Investment in Automation to** augment existing capacities and improve efficiency



Investment in Capacity augmentation

**Pass Through Contracts** 

with increased Brand Recognition globally for TDPS products

> Revival in the **Domestic market**

**Global Service** Network



One of the very few players to have Global Service Network for timely on-site assistance

Revival in the Domestic market



**Continuous replacement demand** for Generators installed over the years in existing plants



**Continuous** Replacement **Demand** 



TDPS is an approved supplier for all major OEM's & EPC Contractors across the globe

**Approved** 

**Suppliers** 

# Our Prestigious Projects

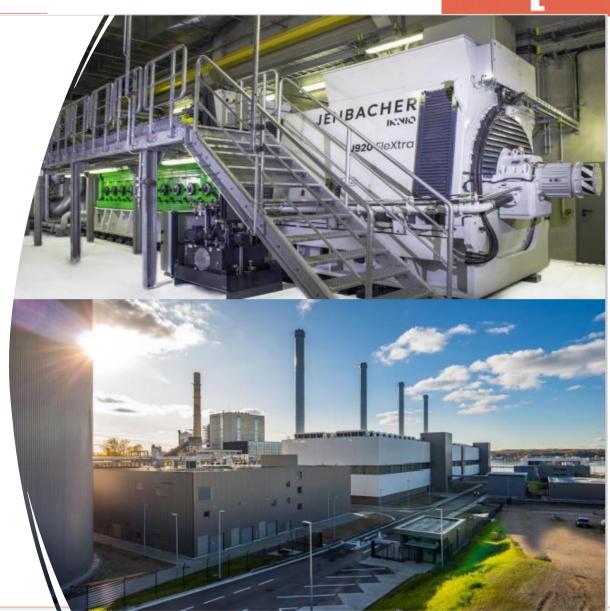


**ANNEXURES:** SITE INSTALLATIONS AND REFERENCE PROJECTS

## GAS ENGINE GENERATORS

tdps

- TDPS has supplied more than 500 Gas Engine Generators to a Major Engine Manufacturer for their J612 (2.5MVA), J616 (2.5MVA), J620 (4.5MVA), J624 (6.36MVA) and J920 (15MVA) series
- Gas engine generators need stringent design requirements which has to accommodate high vibrations arising from the engines



## Geothermal





- ❖ The picture on the left from a Geo Thermal Power Plant of capacity 29.7MVA installed in Turkey
- Geo Thermal Generators are specially designed for outdoor installation and to withstand H2S content at site
- TDPS has supplied several Geo Thermal Generators to a major Geo-Thermal OEM in the world

# Diesel Engine Generators





- ❖ TDPS has supplied Nine Generators of 8.586MVA in UAE
- ❖ The generators are coupled with Engines manufactured by a Major Engine manufacturer
- \* These generators are installed in a barge and are used for desalination purposes in order to provide drinking water

## Steam & Gas Turbine Generators









### **BIOCEL PASKOV**

22MVA Generator, installed in Czech Republic

### **MAXAU**

This 67.5MVA Generator, installed in Maxau, Germany, is the largest 4 pole Generator manufactured by TDPS.

### **Mobile Powe Units**

5.25MVA Generator coupled to Turbine manufactured by a major turbine manufacturer installed in Mobile Power Units.

# Contact Us



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