



**TEMBO**  
*Powering Ahead*

Date: May 30, 2025

To,

**Listing Compliance,**

National Stock Exchange of India Ltd (“NSE”)

Exchange Plaza Block G, C 1,

Bandra Kurla Complex, G Block BKC,

Bandra East, Mumbai, Maharashtra 400051

**Subject: Intimation under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation on the Audited Financial Results (Standalone & Consolidated) for the quarter and year ended March 31, 2025**

Dear Sir(s) /Madam(s),

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith Investor’s presentation on the Audited Financial Results (Standalone & Consolidated) of the Company for the financial year ended March 31, 2025. The same is also being uploaded on the Company’s website <https://tembo.in/investors>.

Request you to kindly take the same on record.

**For Tembo Global Industries Limited**

**Sanjay Jashbhai Patel**

**Managing Director**

**DIN: 01958033**

**Tembo Global Industries Ltd.**

GST NO. 27AAPCS4498C1ZV | CIN - L24100MH2010PLC204331 | Toll Free : 1800 123 7991 | sales@tembo.in | www.tembo.in  
Reg. Off. : Plot No.D-146/147, Turbhe MIDC, TTC Industrial Estate, S Cental Road, Opp. Balmer Lawrie Vaan Leer, Navi Mumbai, Maharashtra 400 705.  
Factory Add.: Unit No.1/B - Badrinath, Ground Floor, Tungareshwar Industrial complex, Sativali Village, Vasai (East), Dist.Palghar- 401208.



# Tembo Global Industries Ltd

**Q4 & FY25 - Investor Presentation | May 2025**  
Geared for Value Creation

Engineering Solutions & EPC



Defence Solutions



Solar Power



Textiles



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# Business & Financial Highlights







Signed MoU with the Government of Maharashtra at World Economic Forum, Davos for setting-up a defence products manufacturing unit in Maharashtra in FY25

# Key Business Updates

## Defence

- Signed MoU with the Government of Maharashtra at World Economic Forum, Davos for setting-up a defence products manufacturing unit
- Involves a substantial investment worth of INR 1,000 crores in the next 3 years
- Technology tie-up and 100% production buyback arrangement with strategic European partner already in place
- Received comfort letter for 100 acres of land from MIDC at Amravati near Nagpur, Maharashtra for manufacturing Arms & Ammunition

## Solar Power

- Power Purchase Agreement with Maharashtra State Electricity Distribution Co. Ltd (MSEDCL) for 120 MW Solar Power Project
- Financial Closure in progress, project expected to get commissioned by end FY26, with the PPA extending for 25 years from the completion date

## New Manufacturing Unit

- The new manufacturing facility is expected to be commissioned in the beginning of Q2FY26

## Order Book Update

- Strong order Book of around INR 1,525+ crores as on 31 March 2025 and L1 orders worth INR 1,680+ crores
- Orders for the supply of Ductile Iron (DI) Pipes for water irrigation projects for INR 150+ crores
- L1 for a subcontracting work for a significant value for a prestigious Water Treatment Plant in Northern India estimated at INR 1,500 crores; project is funded by the World Bank

## Leadership Transformation

- Appointed Mr. Girish Jethmalani, a Chartered Accountant with over two decades of diversified experience in finance as Chief Financial Officer
- Strengthened the board with distinguished professionals having deep domain expertise:-
  - Ms. Homai A. Daruwalla, a former Chairperson & Managing Director of Central Bank of India
  - Mr. Ajay Madan, a veteran Chartered Accountant
  - Mr. Sumantra Sarathi Mahata, a Legal and Compliance expert
  - Mr. Nikunj Barot, a Chartered Accountant & Taxation specialist



# FY 2024-25: A Transformation Year for Tembo Global Industries Ltd.



“The financial year 2024–25 marked a pivotal chapter in the journey of Tembo Global Industries Ltd., as we achieved our highest-ever revenue, EBITDA, and PAT. Our revenue surged by 69.5% year-on-year, reaching INR 743 Crores, driven primarily by the stellar performance of our Engineering Products division, which recorded a 1.9x YoY growth as compared to FY24. This exceptional financial performance was underpinned by several strategic developments that continue to fuel our growth momentum. Our new manufacturing facility’s capacity expansion is nearing completion and is expected to commence commercial production from Q2FY26. This will significantly enhance our production capabilities and operational efficiency. Our order book remains robust, with a strong backlog of more than INR 1,525 Crores as of 31st March 2025, complemented by L1 orders worth INR 1,680+ Crores. Notably, we are proud to contribute to India’s irrigation infrastructure through several key projects, including a subcontracting work for a prestigious World Bank-funded Water Treatment Plant in Northern India.

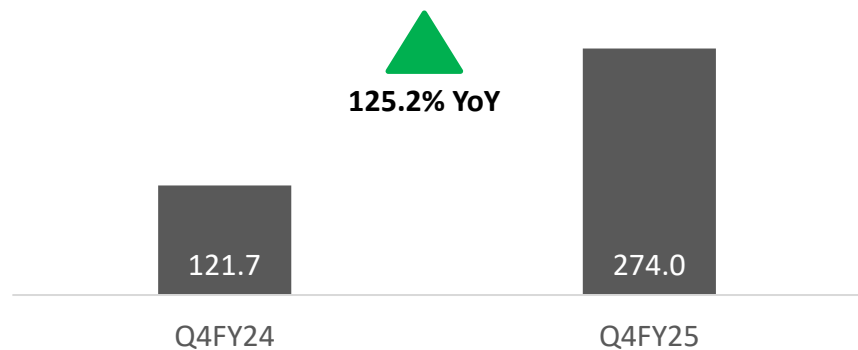
Simultaneously, we are in the advanced stages of setting up a dedicated defence products manufacturing unit in Maharashtra. In line with this, we remain committed to investing INR 1,000 Crores over the next three years to strengthen our capabilities and infrastructure in the defence space. Our Solar Power Project is also well underway with the Financial closure currently in progress, and we anticipate commissioning the project by the end of FY26. The Power Purchase Agreement (PPA) for this project spans 25 years, ensuring long-term energy sustainability. Our consistent quality, timely delivery, and advanced manufacturing capabilities have positioned Tembo as a trusted partner in government and infrastructure projects. These contracts reflect our unwavering commitment to sustainable development and water resource management across the country. Our EPC business continues to gain traction, with strong revenue visibility across both domestic and export markets. We have strategically diversified our business across multiple verticals, each supported by a visible order pipeline and enhanced profitability.”

**Sanjay J Patel, Managing Director**

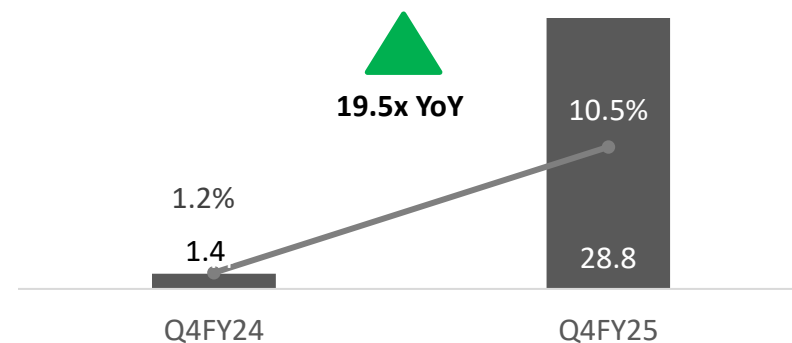


# Operational Excellence: PAT grew by 4.5x in Q4 FY25

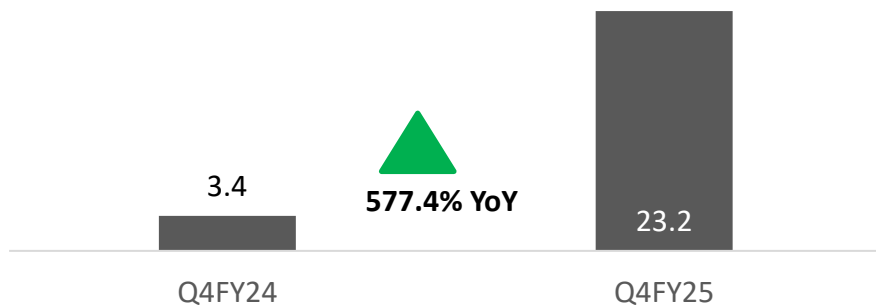
OPERATING REVENUE (in INR Crores)



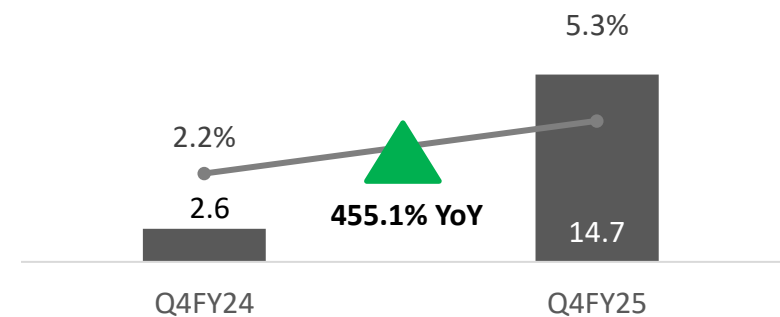
EBITDA (in INR Crores) and EBITDA margin (%)



PROFIT BEFORE TAX (in INR Crores)



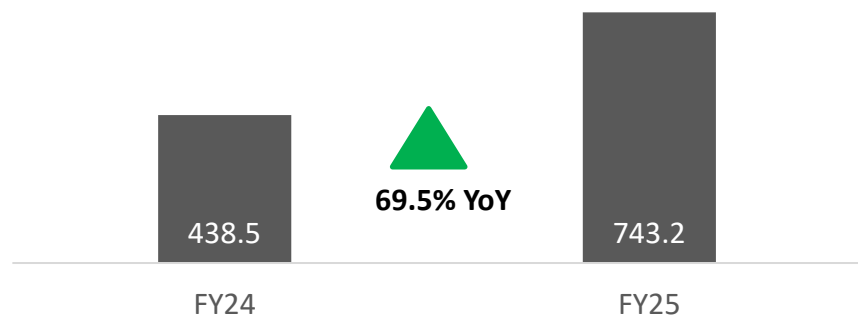
PAT (in INR Crores) and PAT margin (%)



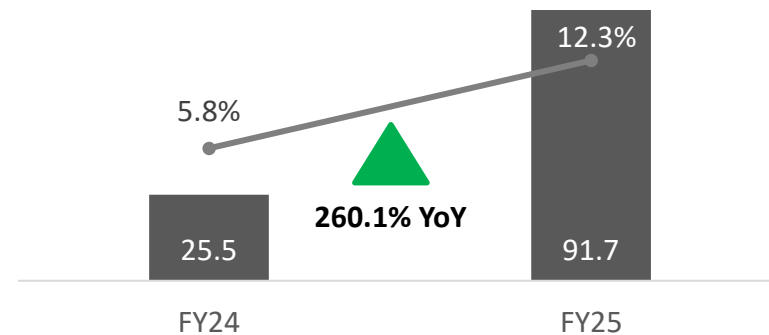


# Operational Excellence: PAT surged by 2.6x in FY25

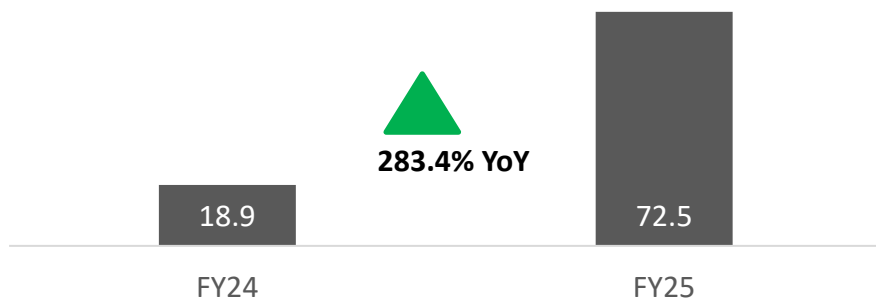
OPERATING REVENUE (in INR Crores)



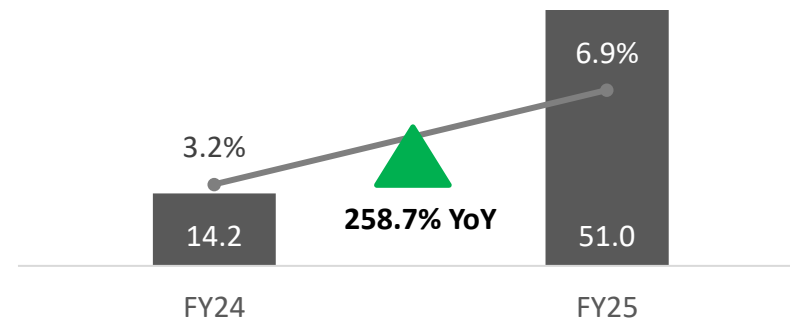
EBITDA (in INR Crores) and EBITDA margin (%)



PROFIT BEFORE TAX (in INR Crores)



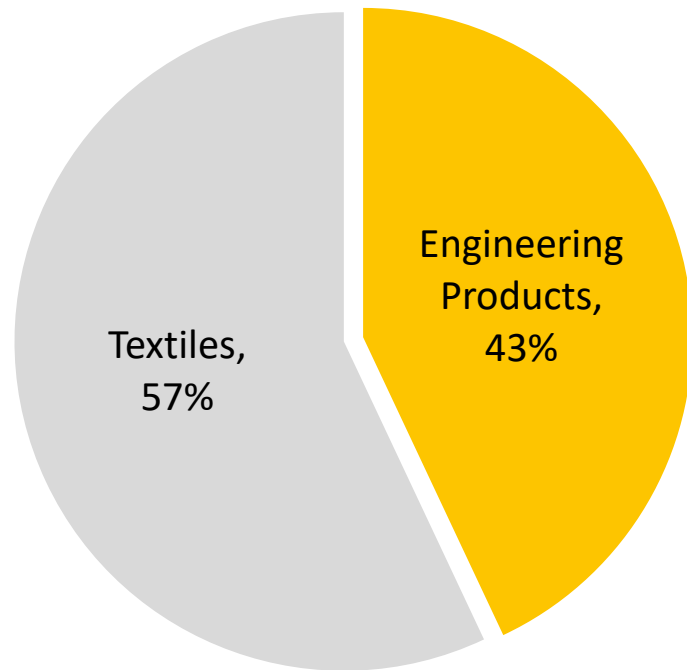
PAT (in INR Crores) and PAT margin (%)



# Revenue Break-up: FY25



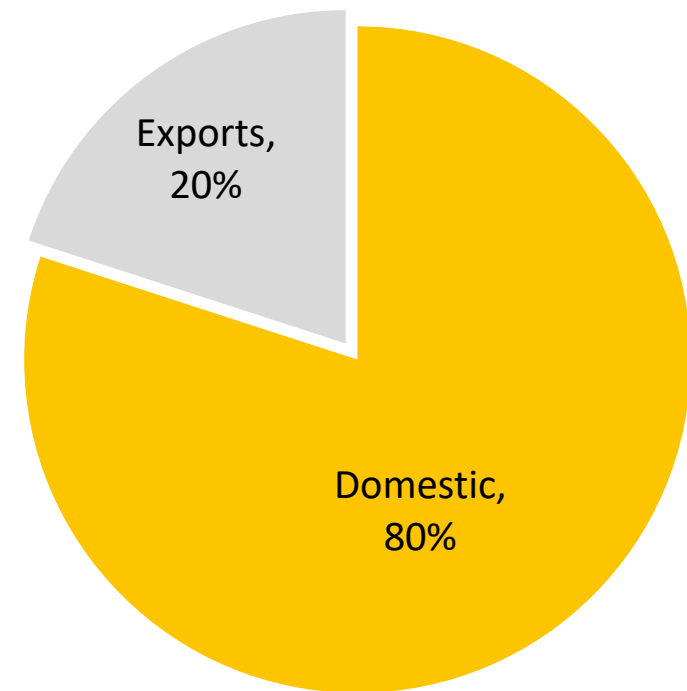
## Segment Wise Revenue Mix (%)



■ Engineering Products ■ Textiles



## Geographical Mix



■ Domestic ■ Exports

# Consolidated Income Statement – Q4 & FY25

Particulars (in INR Crores)	Q4 FY25	Q4 FY24	YoY	Q3 FY25	QoQ	FY25	FY 24	YoY
<b>Revenue</b>	<b>274.0</b>	<b>121.7</b>	125.2%	<b>164.5</b>	66.6%	<b>743.2</b>	<b>438.5</b>	69.5%
Cost of Goods Sold	185.1	114.1	62.3%	98.6	87.8%	522.2	378.2	38.1%
<b>Gross Profit</b>	<b>88.9</b>	<b>7.6</b>	1,069.3%	<b>65.9</b>	34.8%	<b>221.1</b>	<b>60.3</b>	266.6%
Gross Profit Margin	<b>32.4%</b>	<b>6.2%</b>	2,619 bps	<b>40.1%</b>	(764 bps)	<b>29.7%</b>	<b>13.8%</b>	1,599 bps
Employee Expenses	1.1	1.5	(29.0%)	7.1	(84.7%)	7.6	8.0	(5.1%)
Other Expenses	58.9	4.7	1,161.6%	31.6	86.7%	121.8	26.8	353.9%
<b>EBITDA</b>	<b>28.8</b>	<b>1.4</b>	1,952.5%	<b>27.3</b>	5.8%	<b>91.7</b>	<b>25.5</b>	260.1%
EBITDA Margin	<b>10.5%</b>	<b>1.2%</b>	937 bps	<b>16.6%</b>	(605 bps)	<b>12.3%</b>	<b>5.8%</b>	653 bps
Depreciation	0.4	0.7	(42.3%)	0.7	(43.2%)	2.3	2.7	(14.8%)
<b>EBIT</b>	<b>28.4</b>	<b>0.7</b>	3,945.3%	<b>26.6</b>	7.1%	<b>89.3</b>	<b>22.7</b>	293.0%
Finance Costs	5.1	2.0	159.2%	5.7	(9.6%)	16.8	5.2	225.4%
EBIT and Other Income	23.3	(1.3)	N/A	20.9	11.6%	72.5	17.6	313.0%
Other Income	(0.2)	4.7	N/A	1.6	N/A	(0.1)	1.3	N/A
<b>EBT after Other Income</b>	<b>23.2</b>	<b>3.4</b>	577.4%	<b>22.5</b>	2.9%	<b>72.5</b>	<b>18.9</b>	283.4%
Tax	8.5	0.8	992.0%	6.2	37.5%	21.5	4.7	358.4%
<b>PAT</b>	<b>14.7</b>	<b>2.6</b>	455.1%	<b>16.3</b>	(10.2%)	<b>51.0</b>	<b>14.2</b>	258.7%
PAT Margin	<b>5.3%</b>	<b>2.2%</b>	318 bps	<b>9.9%</b>	(457 bps)	<b>6.9%</b>	<b>3.2%</b>	362 bps
<b>Diluted EPS (in INR)</b>	<b>8.84</b>	<b>1.88</b>	370.2%	<b>12.09</b>	(26.9%)	<b>31.13</b>	<b>10.46</b>	197.6%



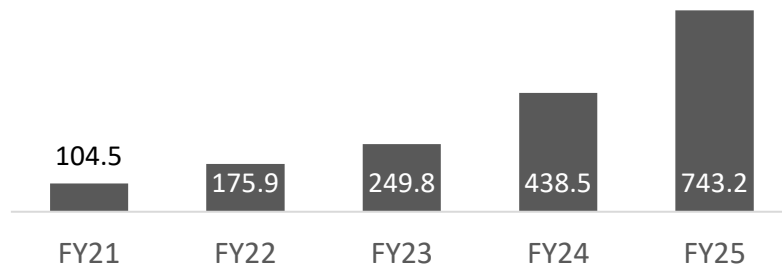
► **Revenue:** The Revenues grew by 69.5% YoY to INR 743 Crores owing strong execution of EPC orders.

► **EBITDA:** EBITDA surged by 2.6x YoY to INR 92 Crores due to the Company's prudent focus on margin accretive Engineering Business. EBITDA margin expanded by 653 bps YoY to 12.3% in FY25 led by operational efficiencies and better margins in engineering & EPC segment.

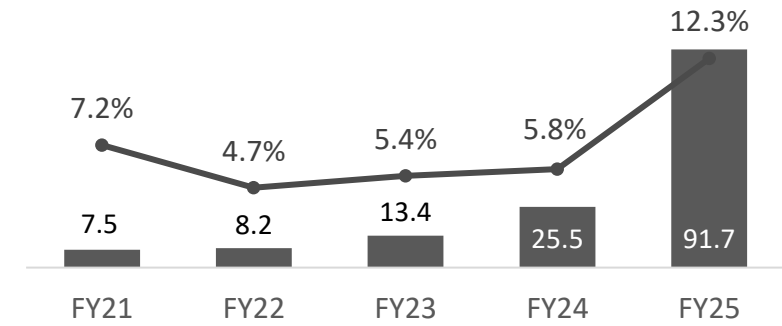
► **PAT:** PAT grew exponentially by 2.6x YoY to INR 51 Crores. PAT margin expanded by 362 bps YoY to 6.9% YoY.5.3% during the quarter.

# Historical Key Performance Metrics

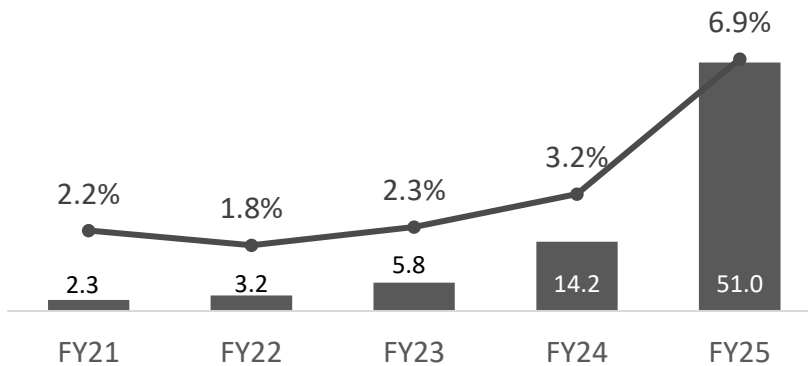
Revenue



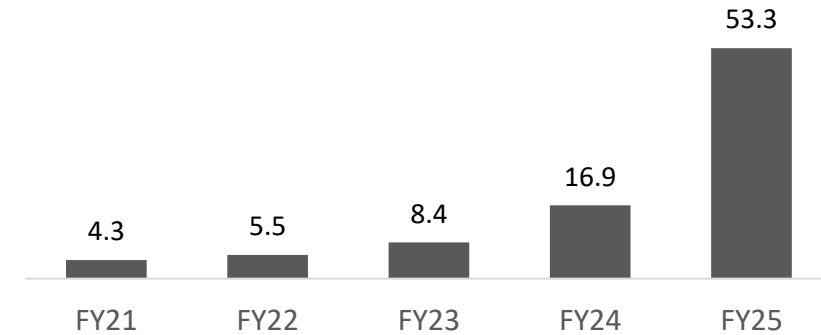
EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)



Cash PAT (PAT + Depreciation)

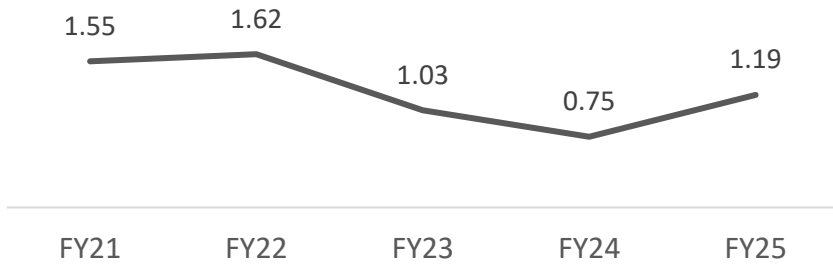


(in INR Crores)

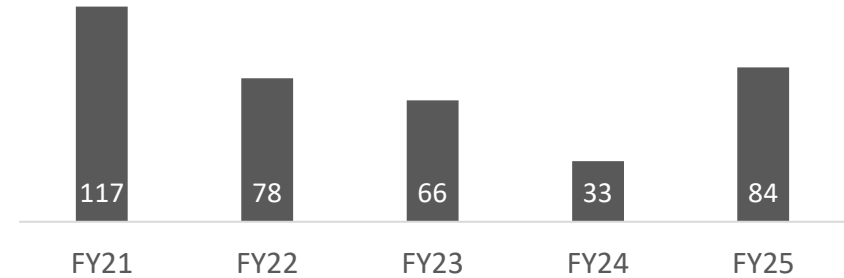


# Historical Key Performance Metrics

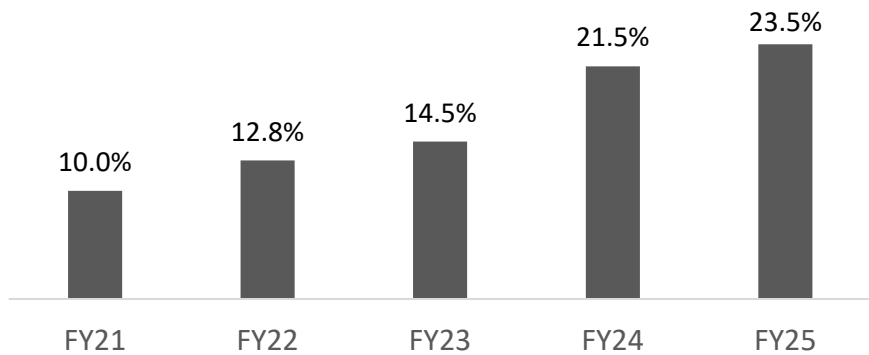
Debt to Equity (%)



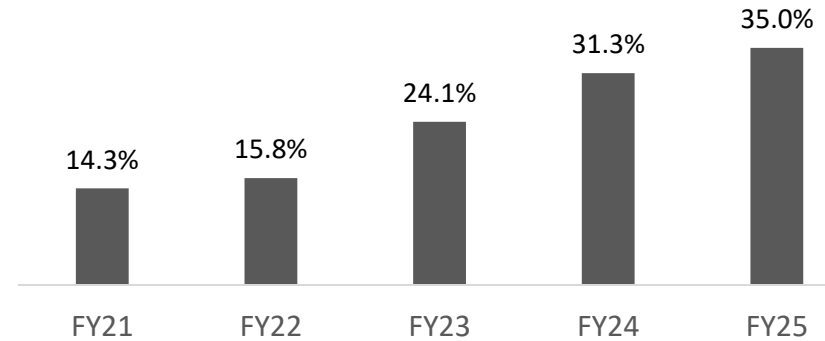
Working Capital (in Days)



ROE % (Return on Equity)



ROCE % (Return on Capital Employed)



# Consolidated Income Statement

Particulars (in INR crores)	FY 21	FY 22	FY 23	FY 24	FY25
<b>Revenue</b>	<b>104.5</b>	<b>175.9</b>	<b>249.8</b>	<b>438.5</b>	<b>743.2</b>
Cost of Goods Sold	74.1	137.7	206.5	378.2	522.2
<b>Gross Profit</b>	<b>30.4</b>	<b>38.2</b>	<b>43.3</b>	60.3	221.1
Gross Profit Margin	29.0%	21.7%	17.3%	13.8%	29.7%
Employee Expenses	3.0	4.9	5.7	8.0	7.6
Other Expenses	19.9	25.1	24.2	26.8	121.8
<b>EBITDA</b>	<b>7.5</b>	<b>8.2</b>	<b>13.4</b>	<b>25.5</b>	<b>91.7</b>
EBITDA Margin	<b>7.2%</b>	<b>4.7%</b>	<b>5.4%</b>	<b>5.8%</b>	<b>12.3%</b>
Depreciation	2.0	2.3	2.6	2.7	2.3
<b>EBIT</b>	<b>5.6</b>	<b>5.9</b>	<b>10.8</b>	<b>22.7</b>	<b>89.3</b>
Finance Costs	2.4	3.6	3.4	5.2	16.8
EBIT and Other Income	3.2	2.3	7.4	17.6	72.5
Other Income	0.2	2.0	0.4	1.3	(0.1)
<b>EBT after Other Income</b>	<b>3.3</b>	<b>4.3</b>	<b>7.9</b>	<b>18.9</b>	<b>72.5</b>
Tax	(1.0)	(1.1)	(2.1)	(4.7)	(21.5)
<b>PAT</b>	<b>2.3</b>	<b>3.2</b>	<b>5.8</b>	<b>14.2</b>	<b>51.0</b>
PAT Margin	<b>2.2%</b>	<b>1.8%</b>	<b>2.3%</b>	<b>3.2%</b>	<b>6.9%</b>
<b>Diluted EPS (in INR)</b>	<b>2.34</b>	<b>3.14</b>	<b>5.22</b>	<b>10.46</b>	<b>31.13</b>

# Consolidated Balance Sheet

Particulars (in INR crores)	As on 31 <sup>st</sup> March 2021	As on 31 <sup>st</sup> March 2022	As on 31 <sup>st</sup> March 2023	As on 31 <sup>st</sup> March 2024	As on 31 <sup>st</sup> March 2025
<b>ASSETS</b>					
Non - Current Assets	23	26	33	41	248
Current Assets	58	66	77	122	326
<b>Total Assets</b>	<b>81</b>	<b>92</b>	<b>110</b>	<b>163</b>	<b>574</b>
<b>EQUITY &amp; LIABILITIES</b>					
Equity	24	25	40	66	217
Non – Current Liabilities	17	25	7	10	39
Current Liabilities	40	42	63	87	319
<b>Total Equity &amp; Liabilities</b>	<b>81</b>	<b>92</b>	<b>110</b>	<b>163</b>	<b>574</b>
<b>Debt*</b>	36	41	41	50	259

\*Debt includes short term debt and long term debt



- Higher Loans & Advances due to foray in Solar and Defence.
- Zero risk trade receivables backed by 90-180 days Letter of Credit (LC). Additionally, EPC project receivables have a cash retention component which gets realised on the completion of the project.
- High Working Capital to execute the LC backed EPC order book. The Company maintained higher inventory to execute its growing order book. Additionally, working capital requirement was funded by short term & long term borrowings and equity infusion i.e., preferential allotment and issue of share warrants in FY25.

# Company Overview





# Tembo Global Industries Limited – At a Glance



Tembo is a prominent engineering company, manufacturing high-quality specialised metal products for a wide array of applications, including Pipe Support Systems, Fasteners, Anchors, and HVAC, catering to industries like Automotive, Real Estate, Infrastructure and Oil & Gas. Additionally, the Company process and supplies fibres and yarn (Textiles Division) and forayed into the Defence sector in FY25.

## KEY STRENGTHS

### Diversified Business Segments:

Manufacturing of Engineering Products | Textiles | Defence Products (from FY26) | Solar Power

### High Quality Standards:

Company boasts UL and FM Approvals, showcasing our products' globally recognized quality and safety, complemented by ISO 9001:2015 certification for our production facilities' adherence to the Quality Management System Standard

### Marque Customers:

Global presence is marked by exports to USA, Middle East, and a robust customer base including prominent domestic and international customers

### Integrated Manufacturing Capacities:

15,000 MTPA capacity with forward and backward integration of our manufacturing facilities has resulted in cost savings and increased profitability. Ongoing Capex to enhance the capacity by 6x i.e., up to 1,05,000 MTPA in the beginning of Q2FY26

**~40 Years**

**Management Experience**

**INR 1,525+ Crores**

**Order Book**

**27+ Countries**

**Strong Exports**

**15,000 MTPA**

**Current Capacity**

# Ready to Yield the Benefits of Diversification

## Key Financials

**CAGR Growth (%)**  
(FY21-FY25)



Revenue **63.3%**

EBITDA **86.8%**

PAT **115.8%**

**Return Ratios (FY25)**

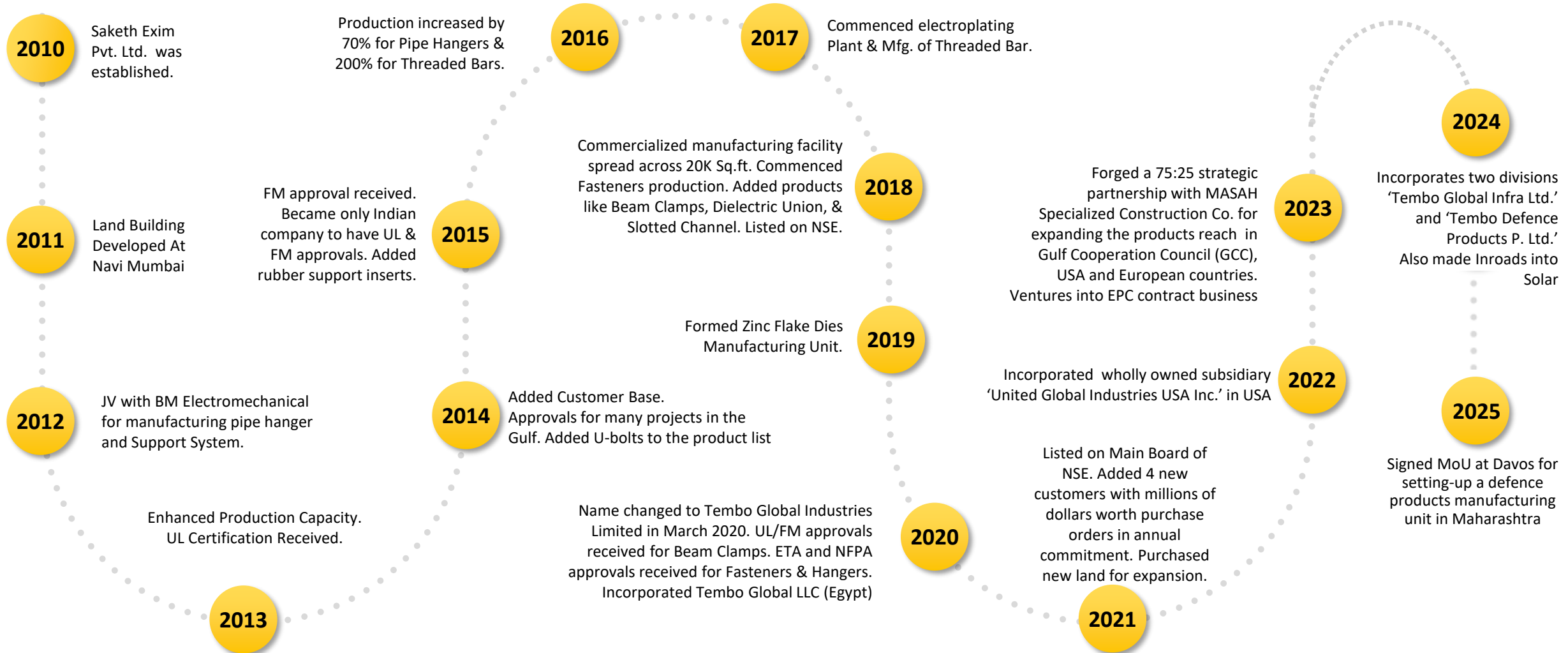


ROCE **35.0%**

ROE **23.5%**

Key Business Verticals	Engineering Solutions	Textiles	Defence	Power
Segment Highlights	EPC Project Delivery and Manufacturing Structural Support Systems	Processing of Fibres & Yarn	Array of Products	Solar Power
Expertise	<ul style="list-style-type: none"> <li>► Fuel Farm &amp; Piping</li> <li>► Infrastructure</li> <li>► Building &amp; Factories</li> <li>► Refinery Projects</li> <li>► Renewable Energy</li> <li>► Marine Jetty Projects</li> <li>► Manufacturing of Engineering Products used in Construction &amp; Infra</li> </ul>	<ul style="list-style-type: none"> <li>► Processing &amp; Supply of Fibres &amp; Yarn as per the Client's Requirement</li> </ul>	Ventured into Defence with Tembo Defence Products Ltd in Q2FY25	Power Purchase Agreement with Maharashtra State Electricity Distribution Co. Ltd (MSEDCL)
EBIT Margin FY25 (%)	17.6%	2.1%	NA	NA
Revenue Growth FY20-24 CAGR (%)	23.5%	77.9%	NA	NA
Expected Revenue Contribution FY27 (%)	60%	10%	20%	10%

# Journey from Trading to a Leading Engineering Solutions Player



# Backed by Strong Leadership Team



**Sanjay J Patel**  
Managing Director

- ▶ Founded Tembo Group in 2010
- ▶ With a dynamic leadership style, he has guided Tembo Group with a visionary approach.
- ▶ His extensive experience and mentorship have been invaluable assets to Tembo Group.



**Shabbir Merchant**  
Director

- ▶ Co-founded Tembo Group in 2010, demonstrating exceptional leadership qualities.
- ▶ Has diverse skillset across all aspects of business from operations to strategy.



**Girish Jethmalani**  
Chief Financial Officer

- ▶ A Chartered Accountant with over two decades of rich experience in finance, auditing and corporate governance.
- ▶ Drive growth and innovation at Tembo with his acumen in financial operations and strategy.



# Seasoned Board of Directors



**Firdose Vandrevalla**  
*Non-Executive Director*

- ▶ A seasoned business leader with over five decades of multi-industry experience across steel, power, telecommunications, real estate, and management consultancy
- ▶ Played an active role in shaping public policy through his involvement with committees formed by SEBI and the Ministry of Finance



**Ms. Homai Daruwalla**  
*Independent Director*

- ▶ An accomplished banker and Chartered Accountant with over three decades of leadership experience across prominent public sector banks, including Union Bank of India, Oriental Bank of Commerce, and Central Bank of India
- ▶ As a Chairperson of The Zoroastrian Co-operative Bank Ltd., she transformed the institution into a model of excellence within the co-operative banking sector.



**Ajay Madan**  
*Independent Director*

- ▶ A distinguished Chartered Accountant with over three and a half decades of extensive expertise in corporate audits, direct and indirect taxation, and debt syndication
- ▶ Conducted forensic audits for various companies across the African continent, demonstrating his proficiency in identifying financial discrepancies and ensuring regulatory compliance



**Sumantra Sarathi Mahata**  
*Independent Director*

- ▶ A Fellow Member of the Institute of Company Secretaries of India (ICSI), an integrated Law (Honors) graduate, an MBA in Finance, and a Diploma in Arbitration
- ▶ He has over a decade of comprehensive experience in corporate secretarial management, including NCLT proceedings, ROC compliances, listing regulations, and allied areas.



**Nikunj Barot**  
*Independent Director*

- ▶ A highly accomplished Chartered Accountant with over a decade of diverse experience in accounting, taxation, and financial consulting
- ▶ Professional expertise spans across Corporate Finance, Direct Taxation, International Taxation, and GST Compliance & Litigation

# Business Proposition



# Creating Value through Engineering Know-how

## Capacity Expansion and Foray into High Margin Business

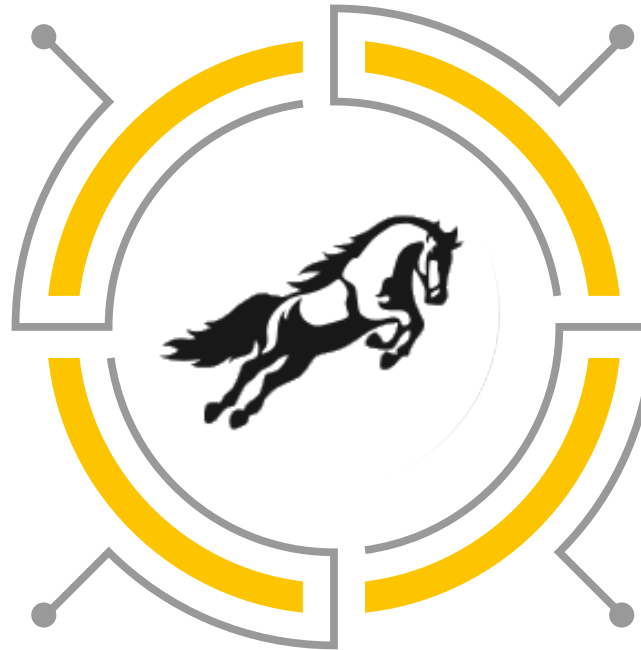


- ▶ **Capacity Expansion:** The Company's current capacity is pegged at 15,000 tons per annum. The ongoing green field expansion at Vasai will bolster Tembo Global Industries overall capacity by 6x times by Q2FY26
- ▶ **Venturing into High Margin Business:** The Company aims to take it leverage engineering expertise foray into high margin manufacturing business including: ERW Pipes, EPC Business (Tembo Global Infra Ltd), Defence (Tembo Defence Products P. Ltd)

## Certifications



- ▶ **UL & FM Certification:** The Company's products are certified and approved by Underwriter's Laboratory Inc. (USA) and FM Approval (USA) for Fire Sprinkler System installation
- ▶ **Winning New Clients & Penetration into Other Geographies:** The prestigious UL & FM certifications facilitates Tembo Global Industries to attract and win new customers into different geographies



## Diversified Business with Strong Order Book

- ▶ **Engineering Products:** Manufacturing & Fabricating metal products essential for Pipe Support Systems, Fasteners, Anchors, HVAC, Anti-Vibration Systems, and various industrial, commercial, utility, and OEM installations
- ▶ **Textiles:** Processing & Supply of Fibres and Yarn
- ▶ **Strong Order Book:** Tembo has strong order book of INR 1,525+ Crores as on 31<sup>st</sup> March 2025



## Domain Expertise

- ▶ **Rich Experience:** Promoters with 4+ decades rich industry experience
- ▶ **Customised Solutions:** Team comprised of seasoned professionals backed with domain knowledge offering tailor-made solutions for fabrication and installation specialist in ductile pipes, HDB pipes & fittings, and MS plates maintaining highest quality standards



# Business Segments





# Engineering Solutions: Core Focus Area

## Product Portfolio

### Heavy Duty Clamps Fabrication



**Construction:**  
Bridges, Buildings,  
Offshore Platforms

**Manufacturing:**  
Pressure Vessels,  
Industrial  
Machinery,  
Storage Tanks

**Transportation:** Ship  
Building, Heavy-duty  
Vehicles, Mining

**Refinery:**  
MEP, HVAC & Fire  
and Safety

## Industry Applications

## Competitive Edge



- ▶ Engage into margin accretive and long-term revenue stability projects
- ▶ Offers comprehensive & integrated solutions
- ▶ Enhances competitive advantage & attracts broader customer base

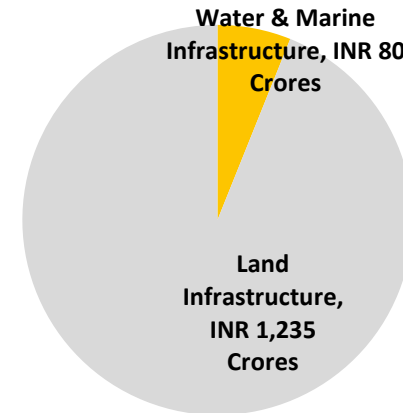
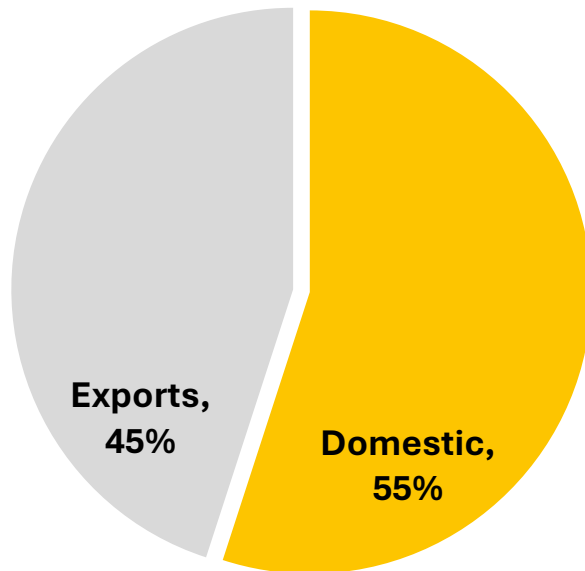
## Facilities and Team



- ▶ **Plants:** 2 Existing Operational Facilities & 1 Upcoming Greenfield Plant at Vasai
- ▶ **Current Capacity:** 15,000 tons per annum (TPA) – Operating at Single Shift
- ▶ **Ongoing Capacity Expansion:** Additional, 90,000 TPA
- ▶ **Team Expertise:** 60+ Engineering Professionals

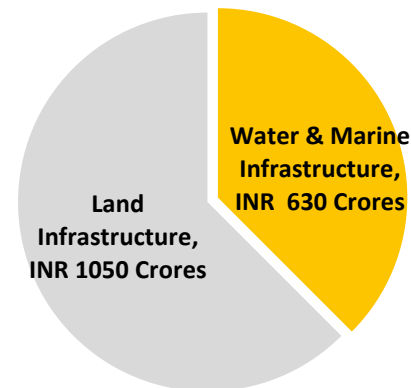
# Engineering Solutions: Driving Revenue Visibility

## Revenue Mix: FY25



**Order Book:**  
INR 1,315 Crores

*Ventured into EPC as a  
Forward Integration to  
Engineering Products*



**Order Bidding Pipeline  
(including L1):**  
INR 1,680 Crores  
(including EPC Projects)

**FY26 Revenue Guidance: INR 700 Crores**

# Engineering Solutions: Key Ongoing Projects

**Marine Jetty**



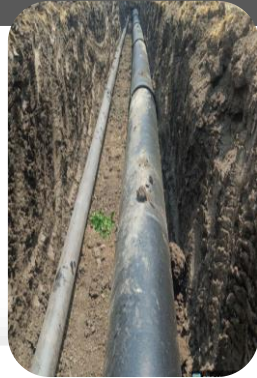
**Construction of  
Fuel Jetty**

**New Water  
Injection**



**Support  
Infrastructure for  
Key Refinery  
Project**

**Pipe Supply**



**Laying Pipe  
Supply**

**Bottling  
Terminal**



**Civil & RCC Work,  
Reinforcement of  
Steel Work, etc.**

**Refinery**



**Applying VGO and  
CDU-VDU units**

**Refinery  
Expansion**



**MEP & Fire Fighting  
Support System  
Fabrication &  
Installation**

**Fuel Farm**



**Construction of  
Fuel Farm**

**Hotel  
Construction**



**MEP & HVAC  
EPC**

**Water & Marine Infra  
Projects**

**Land Infra Projects**

**Scope of work**



# EPC Projects Nearing Completion

**Fuel Farm**



**Completion Status: 90%**

**Marine Jetty**



**Completion Status: 90%**

**Propels the Company to Bid and Win New Projects**

# Senior EPC Team



**Suhas Deshpande**  
*Senior Project Director*  
*Ports & Jetty*

- ▶ Rich experience in Ports and Harbours and Breakwater and Reclamation Works Projects
- ▶ Executed numerous Marquee Projects



**Shantanu Ghosh**  
*Project Director*  
*Fuel Farm / Water*

- ▶ Diversified experience in EPC, Fuel Farm Works and other Infra Projects
- ▶ Facilitated several Domestic and Global Projects



**Vijayaraghavan Santhanam**  
*Project Director*  
*Oil & Gas*

- ▶ Nearly three decades of rich experience in the Construction Industry
- ▶ Executed numerous Domestic and International Projects
- ▶ Project exposure includes Oil & Gas downstream, Petro chemicals, Refinery, Fertilizers, Steel, Cryogenic and Power Plants



**Manas Mukherjee**  
*Project Director*  
*Jetty*

- ▶ Over 35 years of diversified exposure executing key construction projects for renowned companies
- ▶ Rich expertise in Marine, Non-Marine and Industrial Project



**Dharmanshu Rawal**  
*Vice President – Projects*  
*Ports & Jetty*

- ▶ Varied experience in handling construction projects of leading companies
- ▶ Project exposure includes Multipurpose terminal, passenger jetty and extension of jetty, container yard development, etc.



# Serves Marque Domestic & International Clients



# Textiles: Catering through Strong Sourcing Capabilities



## Textiles Business



Fibre & Yarn



Shirting Fabric



Suiting



Handkerchiefs & Bedsheets



Uniform Fabric



Knitted Fabric

- ▶ Processing and Supply of Fibres and Yarn
- ▶ Initiated Exports of Yarn in FY24
- ▶ Clientele: Importers, Chain Stores, Retailers, Brands, and other Private labelling clients



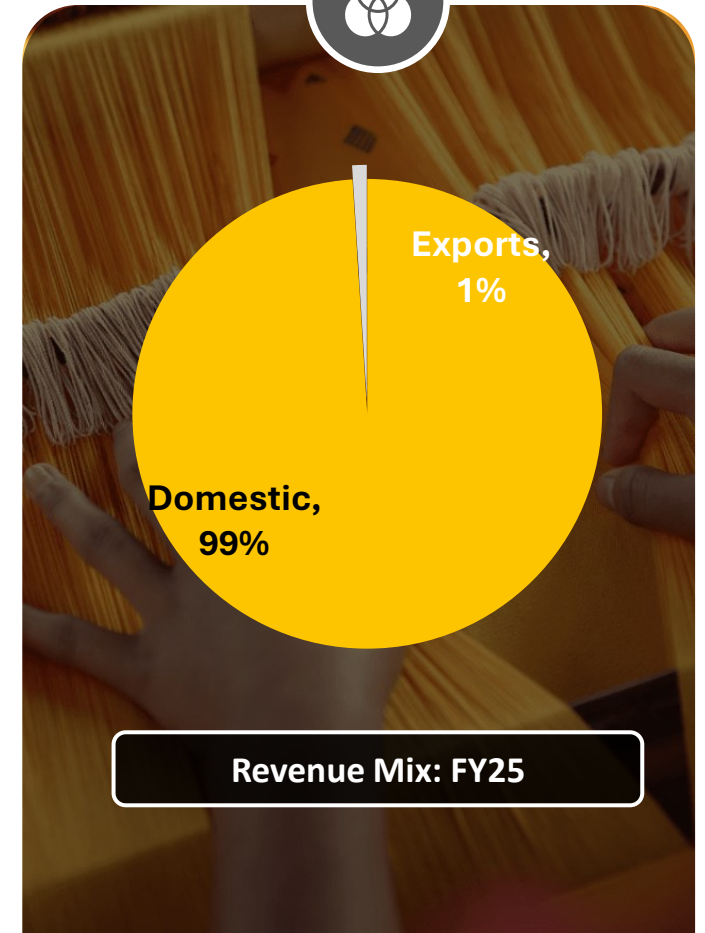
## Current Order Book

- ▶ The Order Book stands at INR 210 Crores as on 31<sup>st</sup> March 2025



## Roadmap

- ▶ Planning to set-up In-house Manufacturing of Yarn Post FY27, thereby Tapping Domestic and Exports Demand



**FY26 Revenue Guidance: INR 400 Crores**



# The Way Forward

Being the Preferred Supplier of  
Choice for Diverse Engineering and  
Specialised Products



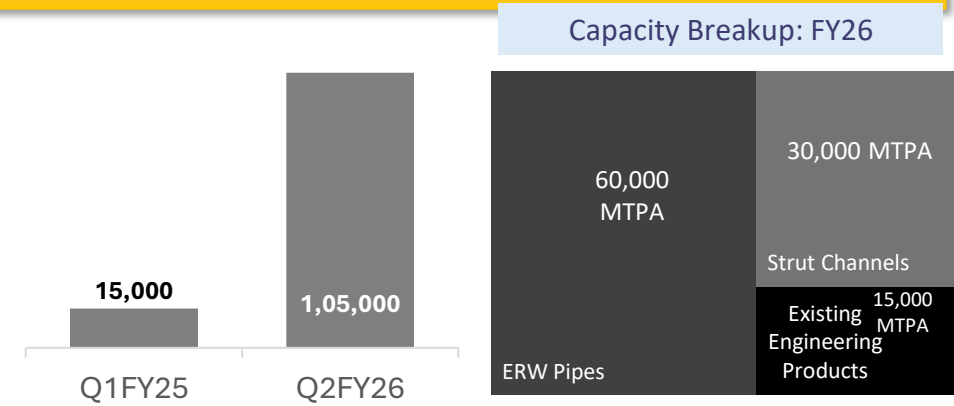


# Expanding Manufacturing Capacity by 6x to 1,05,000 MTPA

## New Capacity: Commissioning Expected in Q2FY26



- ▶ **New Facility:** Vasai
- ▶ **Capex Incurred:** INR 75 Crores
- ▶ **Funding:** INR 50 Crores Debt & Balance Funded by the Company & Promoters
- ▶ **Capex Status:** 95% Factory Work Completed
- ▶ **Expected Revenue (FY26):** INR 300 Crores



## New Products Pipeline (FY26)



New Products	Capacity
ERW Pipes	60,000 MTPA
Strut Channels	30,000 MTPA

## Key Edge



- ▶ Manufacturing Plant Laced with In-house R&D Facility
- ▶ Promotes Product Innovation across Product Offering
- ▶ Strategic Location promotes Ease in Logistics
- ▶ Enhanced Capacity and R&D Focus to result Operational Efficiencies and Economies of Scale

**Vasai Capacity's Revenue Potential at Peak Utilization: INR 700 Crores**

# Foray into Solar Power

## Leadership



**Richa Varshney**

- ▶ An Accomplished Energy Sector Professional with more than 16 years of experience, including 7 years of International (USA) tenure, in Project Execution, Procurement, Contracts Management, Supply Chain, Logistics Operations & Maintenance, and Project Management.
- ▶ She held key positions in Green Energy industry since its inception in India.

## Project Details

- ❑ 120 MW PPA signed with Maharashtra Government
- ❑ Commissioning by end FY26 – Extending till 25 years
- ❑ Land Finalized & Financial Closure in process
- ❑ Revenue Potential of ~ INR 70 Crores in FY27

### **CAPEX REQUIRED INR 640 CRORES**

INR 420 Cr. Funded by  
Debt

INR 100 Cr.  
Government subsidy to  
be received post  
commissioning

INR 120 Cr. Funded by  
Equity



# Enhancing Capabilities & Entry into Defence



## Enhancing Capabilities

- ▶ Integrated Manufacturing Technology and Processes to yield Higher Efficiency
- ▶ Enhances Higher Production Output through Margin-Accretive Value-Added Products
- ▶ Centralised Operations with Streamlined Supply Chain Logistics to promote Operational Agility
- ▶ Lean Manufacturing Principles to reduce Wastage and Optimise Resource Utilisation
- ▶ Committed to Sustainability, Certifications for Environmental Management and Ethical Manufacturing Practises



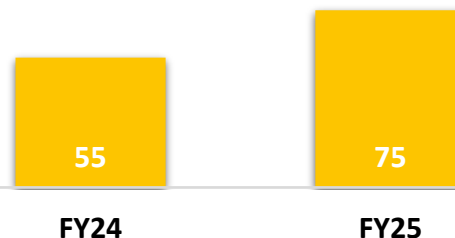
## Rationale for Foray into Defence

- ▶ Sets up 'Tembo Defence Products P. Ltd' Aligned with the Government's increasing Focus to Source Quality and 'Made in India' Defence Products
- ▶ Engineering Products Division Manufacturing Prowess led to foray into Defence
- ▶ Aim to Manufacture and Deliver the Best Quality of Defence Products mirroring the Government's increasing Self-Reliance on Defence
- ▶ Explore Opportunities to Export Defence Products



## Skilled Engineering Human Capital

Engineering Human Capital Count



# Entering Defence Manufacturing



Col K V S Tanwar, VSM (Retd)

- ▶ An decorated Army Officers and seasoned defence business leader with over 25 years of experience
- ▶ While in service, facilitated the Indian Army to procure INR 18,000 Crores defence contracts from Indian and foreign companies
- ▶ In depth knowledge of capability development trajectory and procurement processes of Ministry of Defence. Guided Indian and foreign companies in setting up defence businesses

## Vision

- ▶ To become a world class Small Arms & Ammunition Manufacturer - Make in India for India and the WORLD

## Mission

- ▶ Tie up with world class defence manufactures to bring best defence technology to India
- ▶ Commence manufacturing Arms and Ammunition in India leveraging foreign tech and expertise
- ▶ Absorb the technology, innovate and become world class defence manufacturers

# Defence: Business Dynamics and Industry Tailwinds

## Technology Tie-up: Salient Features



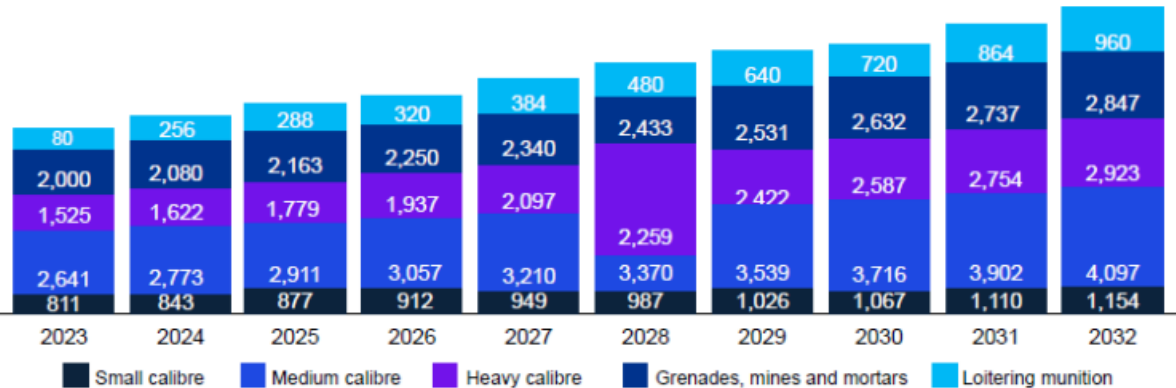
- ▶ Strategic Partnership with a Leading European Company
- ▶ Signed MoU for Assisting Establishment of a new state-of-the-art Arms and Ammunition Manufacturing Plant in India
- ▶ Includes Strategic Buy-back Arrangement wherein European Partner Committing to Purchase 100% of Production Output

## MoU Signed at Davos

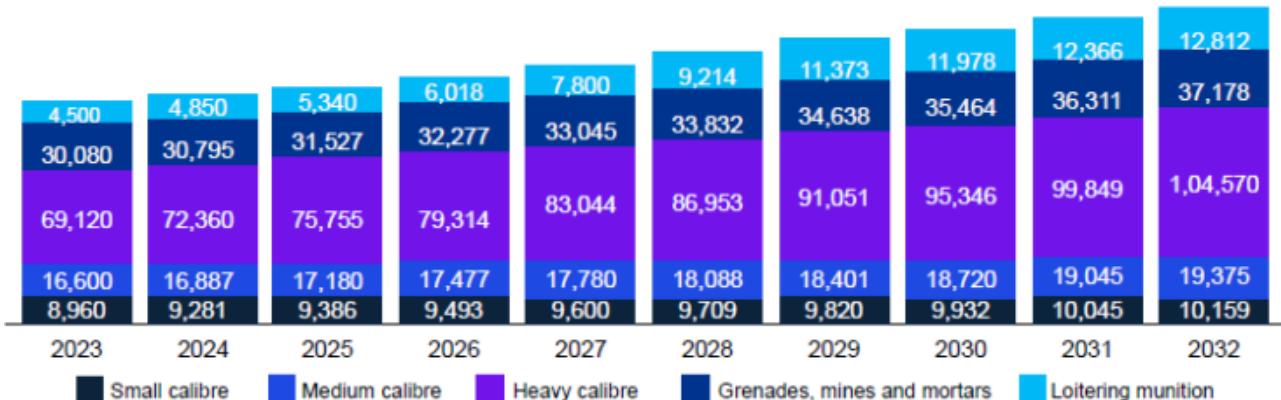


- ▶ Signed MoU with the Government of Maharashtra for setting-up a Defence Products Manufacturing Unit at Davos
- ▶ Capex Outlay: INR 1,000 Crores
- ▶ Promotes Make in India for Defence and Defence Products, thereby Maintaining National Security

## Small Arms Ammunition: Domestic Opportunity



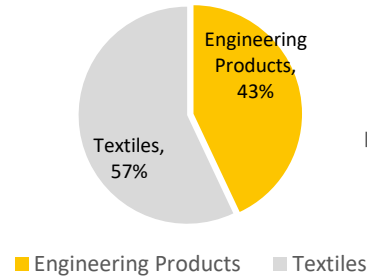
## Small Arms Ammunition: Global Opportunity



# Manufacturing Shift for Creating Value

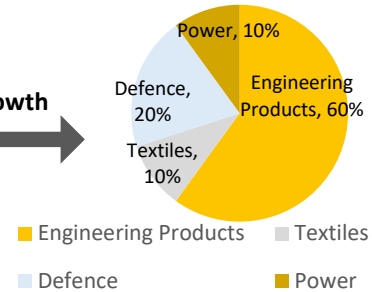
## Shift towards Margin Accretive Business

Segment Wise Revenue Mix (%) – FY25



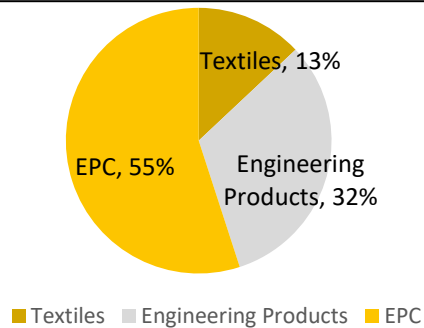
Geared for Growth

Segment Wise Revenue Mix (%) – FY27

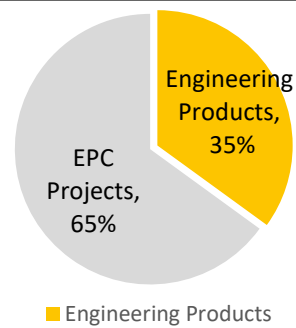


## Order Book & Order Bidding Pipeline (incl. L1)

Order Book as on 31 March 2025(%) – INR 1,525+ Crores



FY25 Orders Bidding Pipeline (incl. L1) (%) – INR 1,680 Crores



**FY26 Revenue Guidance: INR 1,100 Crores**

## Market Size

	Pipe hangers & support system	USD 20 Billion
	ERW Pipes	USD 25 Billion
	Fasteners	USD 100 Billion
	Fuel Farm System Installation	USD 10 Billion
	HVAC installation	USD 200 Billion
	Electrical package installation	USD 150 Billion
	Pipeline installation, testing & commissioning	USD 150 Billion
	Solar Energy	USD 70 Billion



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# Thank You



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