TELGE PROJECTS LIMITED

A Global Leader in Structural & BIM Engineering Services

H1 FY26 Investor Presentation & Earnings Discussion
November 18, 2025

2025

www.telgeprojects.com

DISCLAIMER

This presentation contains forward-looking statements that involve risks and uncertainties. Actual results may differ materially from those indicated. Telge Projects Limited does not undertake any obligation to update these statements. All financial figures are based on internal management reports and reviewed financials. Charts and graphics are for illustrative purposes only. Investors should rely on audited financial statements filed with the stock exchange for formal disclosures.

WHO WE ARE

A GLOBAL STRUCTURAL & BIM ENGINEERING COMPANY

FOUNDED IN 2018 WITH A VISION TO MODERNIZE STRUCTURAL & BIM ENGINEERING

GLOBAL PRESENCE IN INDIA & USA, DELIVERING ACROSS 6+ COUNTRIES

200+ ENGINEERS SKILLED IN TEKLA, SDS2 & REVIT

DELIVERED 1700+ INTERNATIONAL PROJECTS

STRONG EXECUTION IN INDUSTRIAL, PRECAST, INFRASTRUCTURE & COMMERCIAL SECTORS



Telge® Projects

WHAT WE DO

2025

1. Integrated Structural & BIM Services
2. Steel & Precast Detailing (LOD 100–500)
3. Structural Engineering & GA/Shop Drawings
4. BIM Modeling, Coordination & Clash Detection
5. 2D Drafting & MTO Services
6. Connected Construction workflows using multi-software ecosystem
7. Strong in-house QC & project management systems

GLOBAL EXPANSION

U.S.-based acquisitions

Midwest Detailing IIC
since 1969
A Telge Projects Company

DRAFTCO INC
SINCE 1969
A Telge Projects Company

Offices in



Operating Regions:

USA
UK
Europe
Australia
Middle East

Upcoming Markets:

Canada
New Zealand
South East Asia

Combining global on-ground presence with India's engineering strength

KEY PROJECTS



Everton Stadium, UK



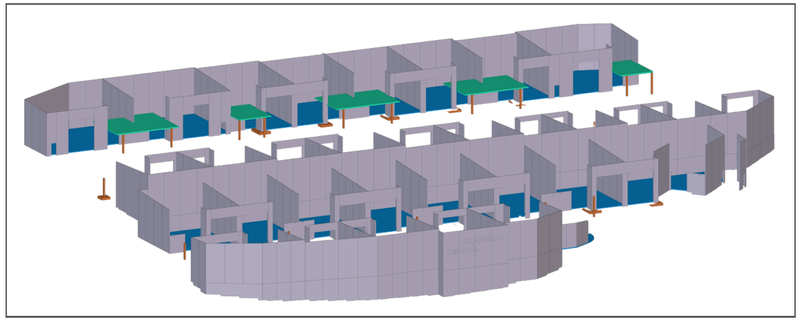
Veterans Nursing Home, USA



Richland Performing Arts Center, USA

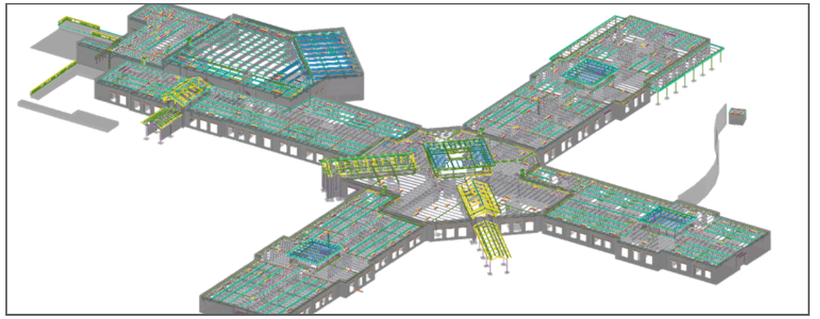
KEY PROJECTS





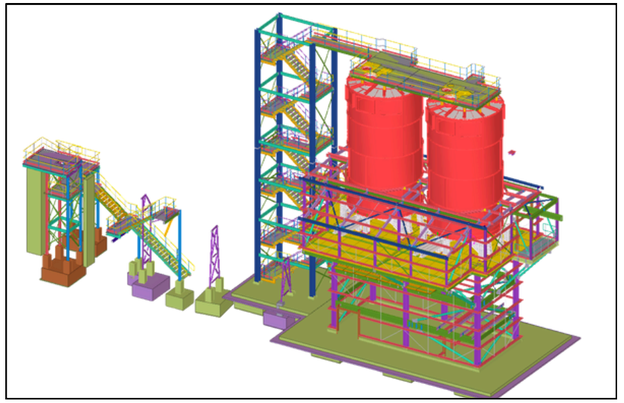
Industrial Development, Australia





LEX 1 ES 19, USA





The Cement Plant Project, Ireland

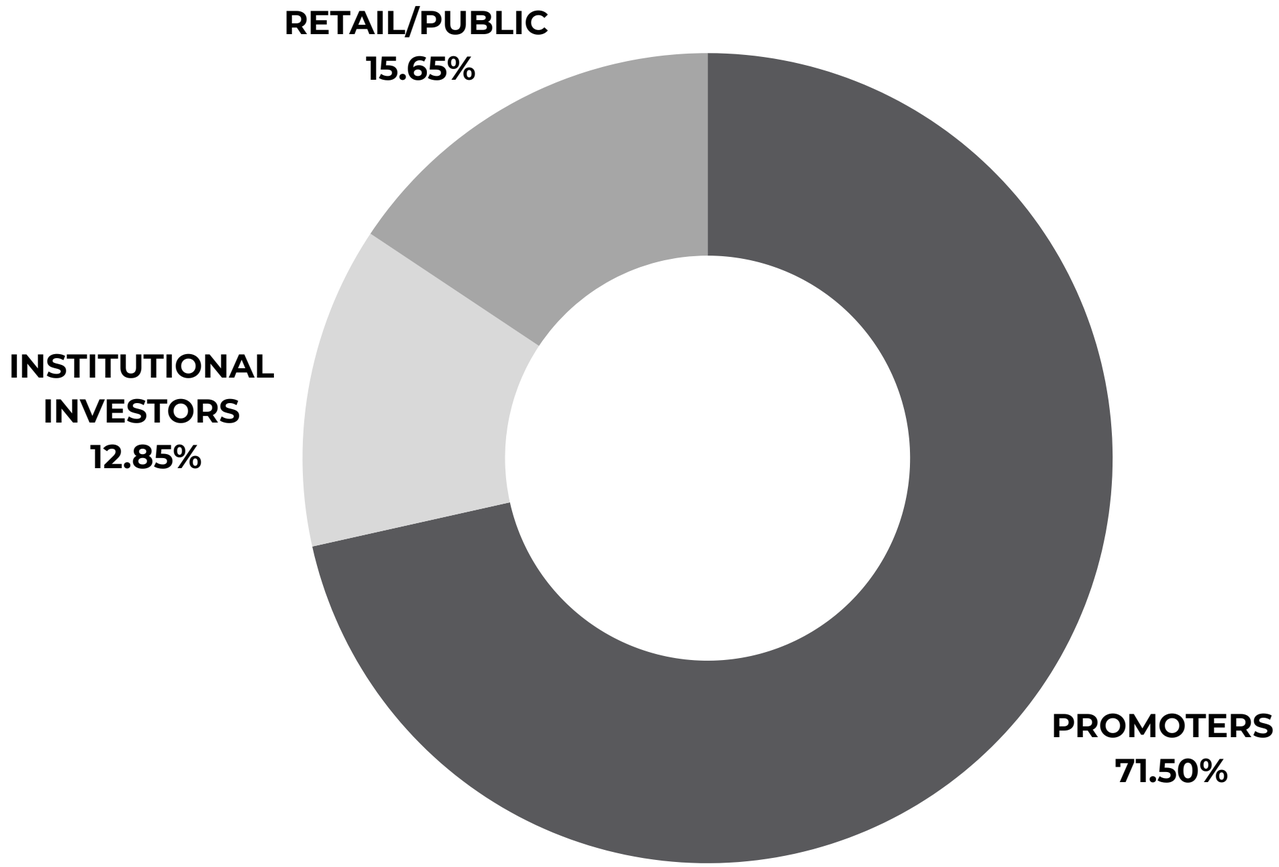
Telge® Projects

COMPETITIVE ADVANTAGE



- Multi-software expertise (Tekla + SDS2 + Revit)
- Strong U.S. leadership and client-facing teams
- 24×7 global delivery capability
- R&D-driven automation and optimization
- High repeat business from long-term clients
- Integrated group structure enabling scale

SHAREHOLDING PATTERN

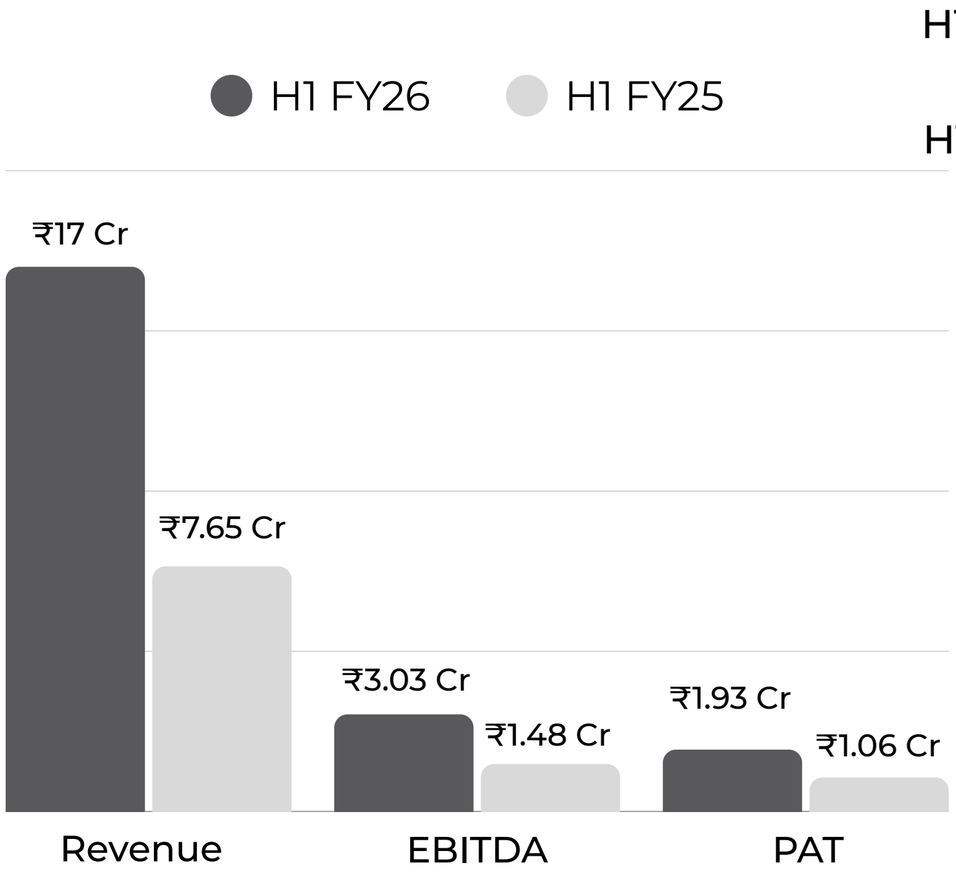


Category	% Holding
Promoters	**71.50%**
Institutional Investors	**12.85%**
Retail / Public (Non-Institutional)	**15.65%**
Total	**100.00%**

As on listing date

H1 FY26 VS H1 FY25 FINANCIAL SNAPSHOT

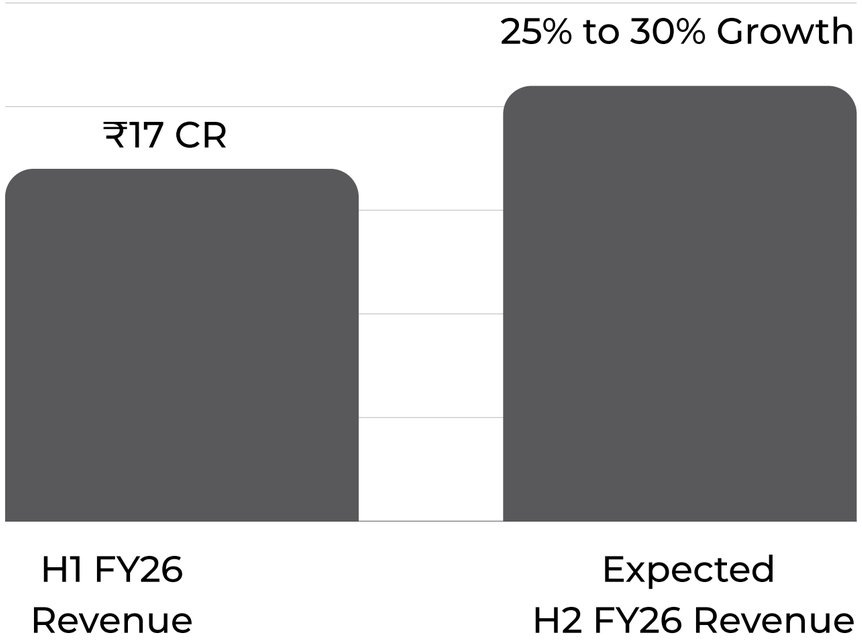
H1 FY26 vs H1 FY25 (₹ Cr)



H1 FY26	**₹17 Cr**	**₹3.03 Cr**	**₹1.93 Cr**
H1 FY25	**₹7.65 Cr**	**₹1.48 Cr**	**₹1.06 Cr**
	Revenue	*EBITDA*	*PAT*
	+119% YoY	**+105% YoY**	**+82% YoY**

53 → 80
Customer Base
27 New Customers

H2 VISIBILITY & FULL YEAR OUTLOOK



₹37–38 Cr (Minimum)
Full-Year FY26 Projection

- Strong RFQ momentum from U.S., Australia, Europe
- Existing manpower capable of delivering planned load
- Expecting 70–80% YoY growth organically

WHY H2 FY25 > H1 FY26

(US MARKET CLARIFICATION)



- **Temporary U.S. Slowdown – No Impact on Long-Term Demand**
- **45-Day U.S. Government Shutdown**
- **Policy transition under Trump administration**
- **Fabricators delayed releases due to uncertainty**
- **Projects were on HOLD, not cancelled**
- **Now recovered — expecting a busy comeback in H2**

PROFITABILITY INSIGHTS

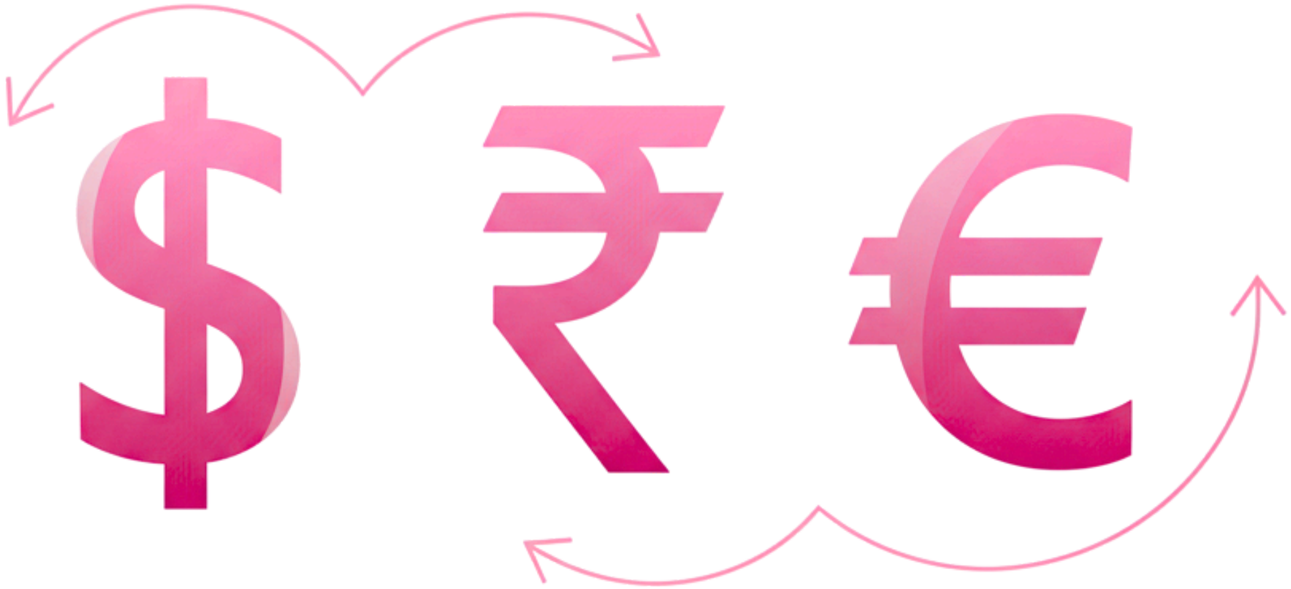


Why PAT Did Not Grow Proportionately?

- People investments expensed upfront (not capitalized)
- Software & R&D expansion
- Small portion of IPO costs included in H1
- Service industry → no depreciation benefit

These investments unlock stronger margins ahead

FOREX IMPACT



- Notional MTM loss
- No cash impact
- Natural hedging in place
- Expected reversal

STRATEGIC PEOPLE INVESTMENT

(EXPENSE EXPLANATION)

Why We Invested (Industry Reality)

- **Engineering = People-Driven Industry**
- **Training cycles need 3–6 months → necessary upfront investment**

What We Did (Investments Made)

- **Added execution engineers (junior + senior)**
- **Strengthened BD in India for overseas sales**
- **Added international BD/PMO in USA & Mexico**

Strategic Purpose (Outcome)

- **We invested early to build delivery capacity for H2 & FY27**
- **These are long-term strategic investments, not costs**

BD STRENGTHENING & RFQ SURGE

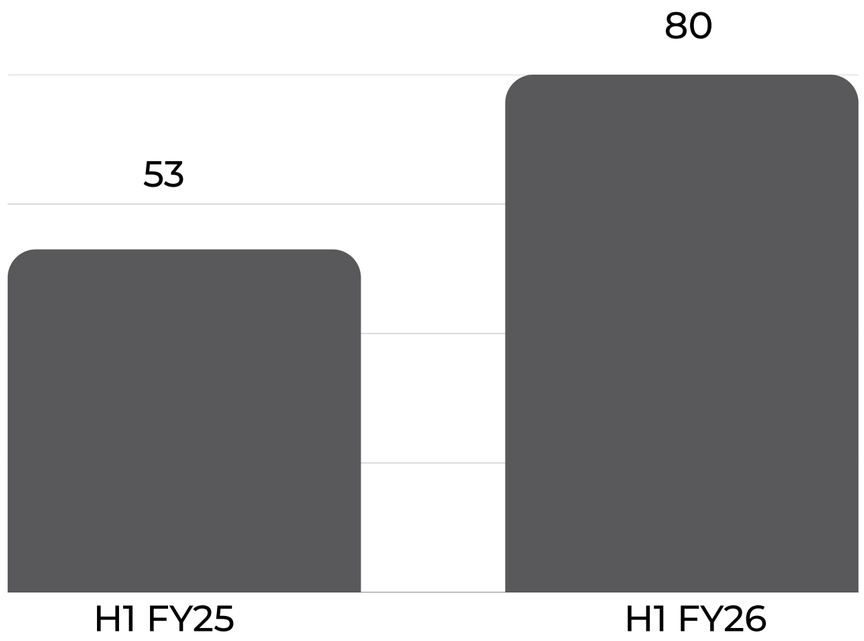


Order Book Snapshot (H1 FY26)

- **Confirmed Orders: ₹10.4 Cr**
- **High-Probability Orders (Advanced Stage): ₹8–10 Cr**
- **Active RFQs Under Estimation: ₹15–18 Cr**

- **Senior BD hired with 15 years U.S. industry experience**
- **International BD opening new clients & markets**
- **Visits to USA & Australia resulted in strong RFQ pipeline**
- **Estimation team is overloaded with new quotes**
- **Better rate clients → stronger margins in coming months**

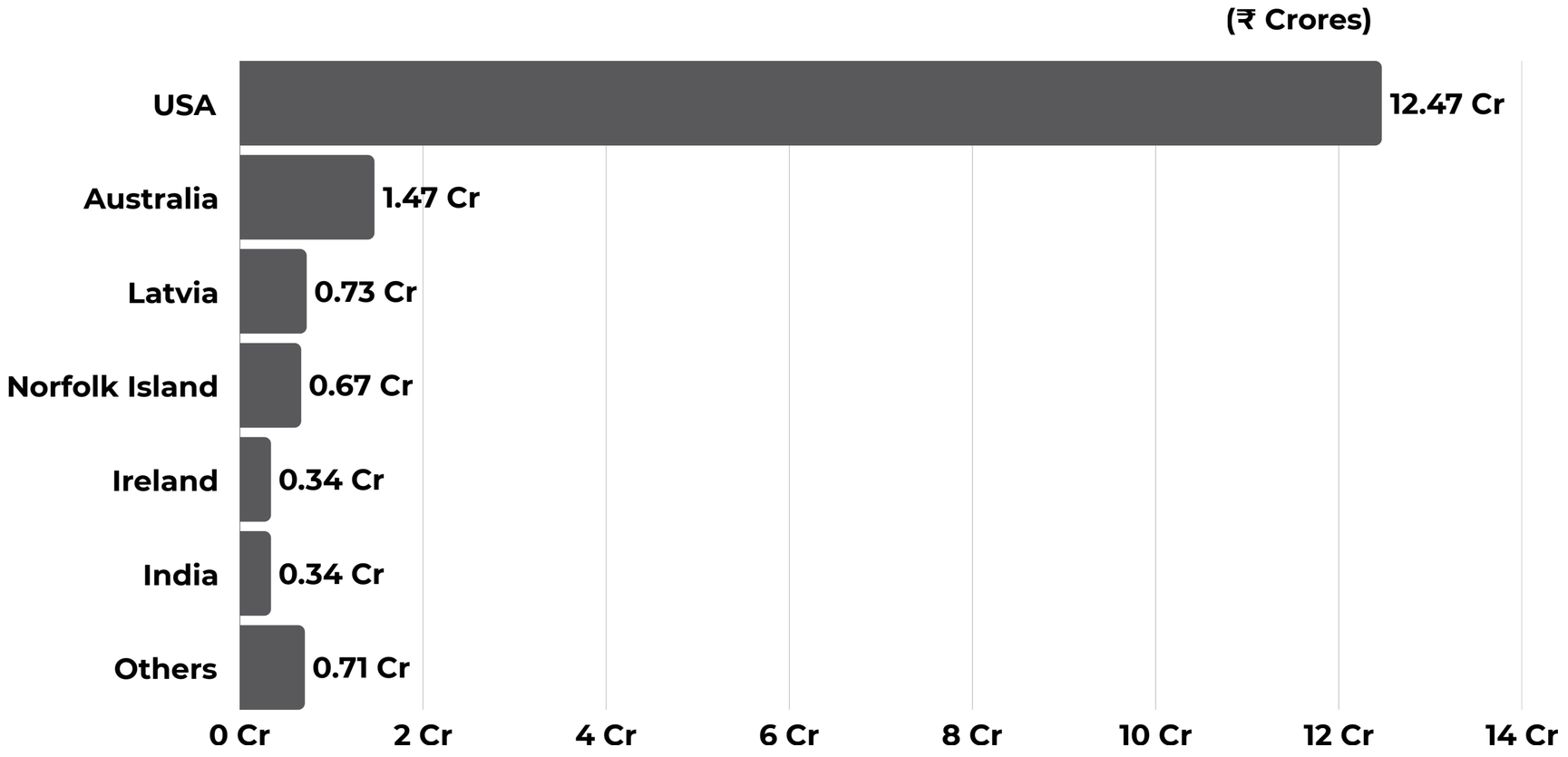
CUSTOMER GROWTH MOMENTUM



H1 FY25	H1 FY26	Growth
53	**80**	**+27 New Clients**

- **Diversified portfolio**
- **Significant repeat business expected**

REVENUE BIFURCATION



Category	Revenue (₹ Cr)	% Contribution
Steel	14.06 Cr	84%
Precast	2.68 Cr	16%
Total	16.74 Cr	100%

There is no impact of tariffs or H1B-related implications on our business due to our strong local presence in the U.S.

EXECUTION CAPACITY & SCALABILITY

₹4.5 to 5 Cr per month

Current Execution Capacity



Built to support strong H2 & FY27 growth

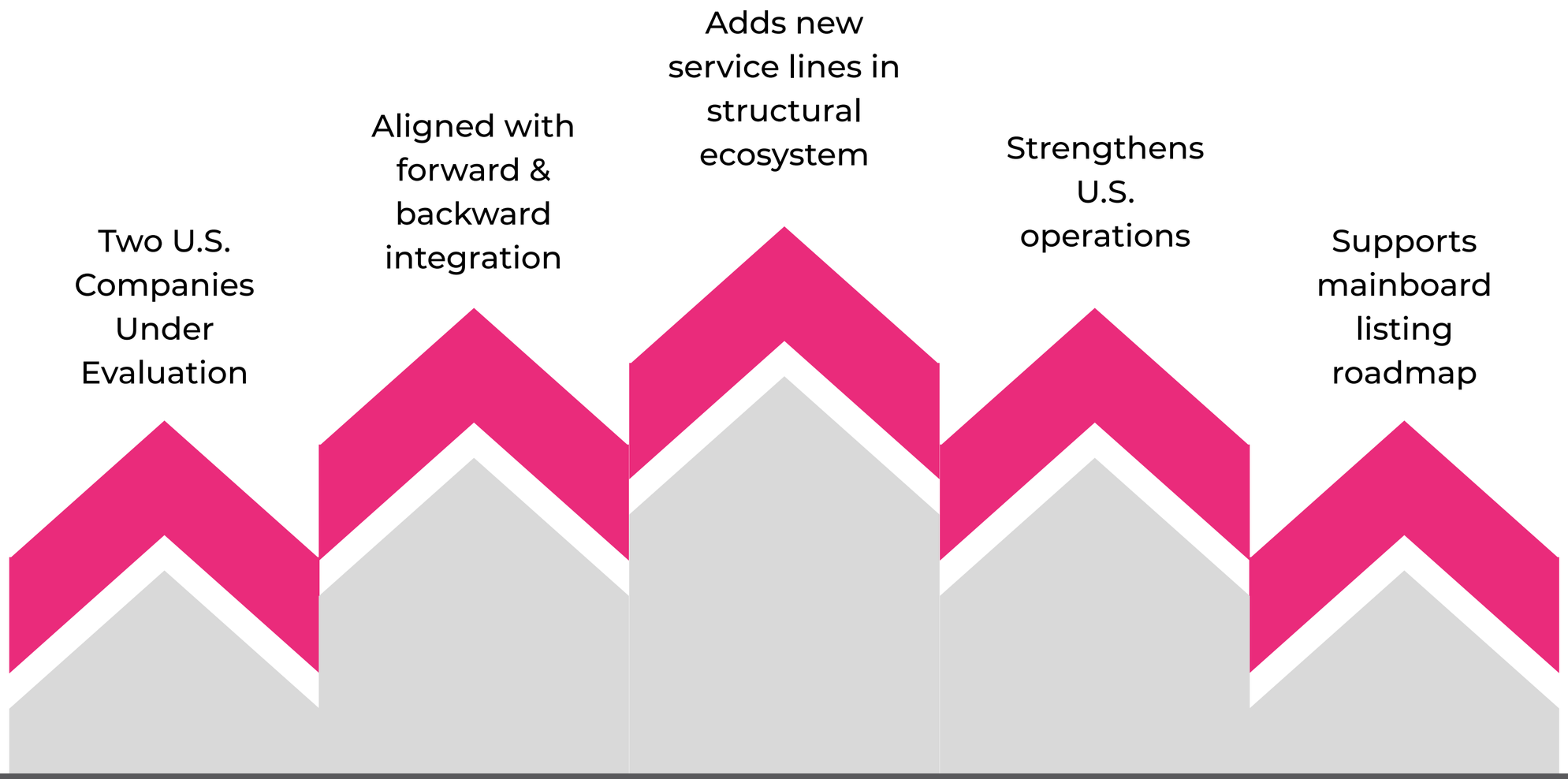


No major hiring needed in next 5–6 months



Revenue growth will come organically from existing setup

INORGANIC GROWTH STRATEGY



OUR R&D FOCUS AREAS



R&D investments directly impact efficiency, quality, and long-term competitive advantage.

Our R&D Focus Areas

- Tekla automation modules
- SDS2 optimization tools
- AI-driven BIM dashboards
- Dedicated internal R&D team
- Custom tools, plug-ins & automation scripts
- Proprietary IP and BIM intelligence systems

Why This Matters

⚡ Faster delivery cycles

🎯 Higher accuracy & consistency

📈 Scalable operations without proportional hiring

💼 Improved margins & competitiveness

🔐 Long-term IP creation for Telge Projects

GOVERNANCE ENHANCEMENT



Quarterly Unaudited Results Starting Now

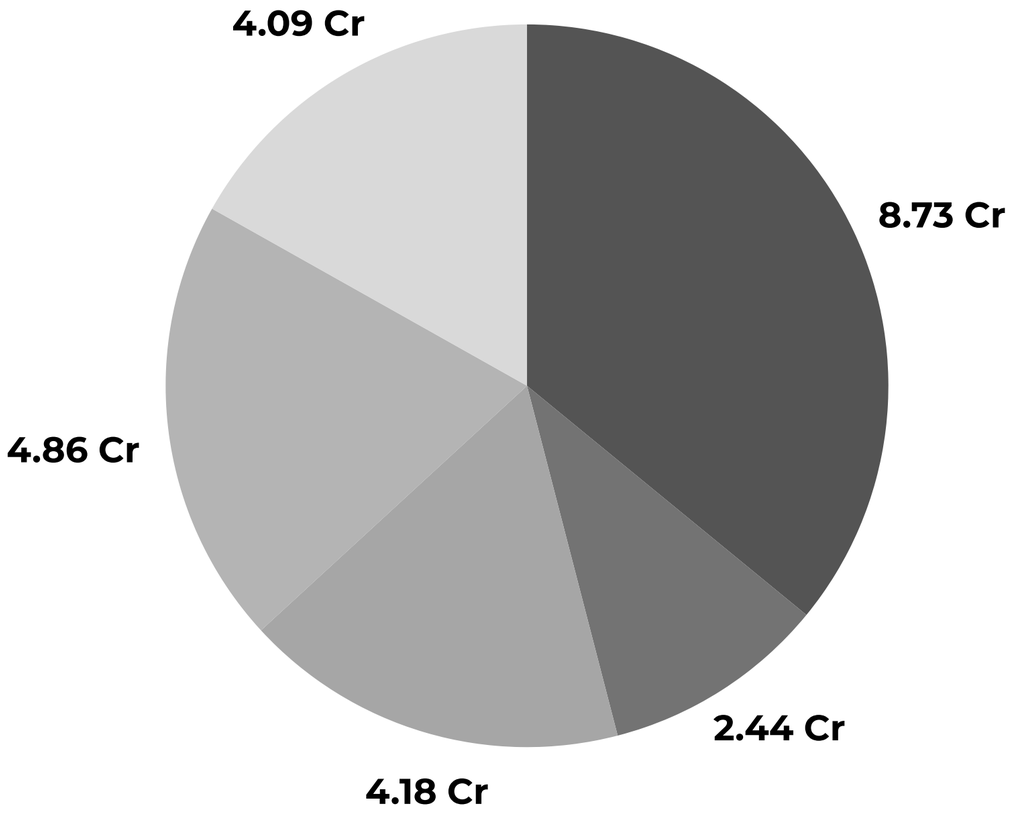
Higher transparency

Stronger investor trust

Better performance visibility

Step towards mainboard migration

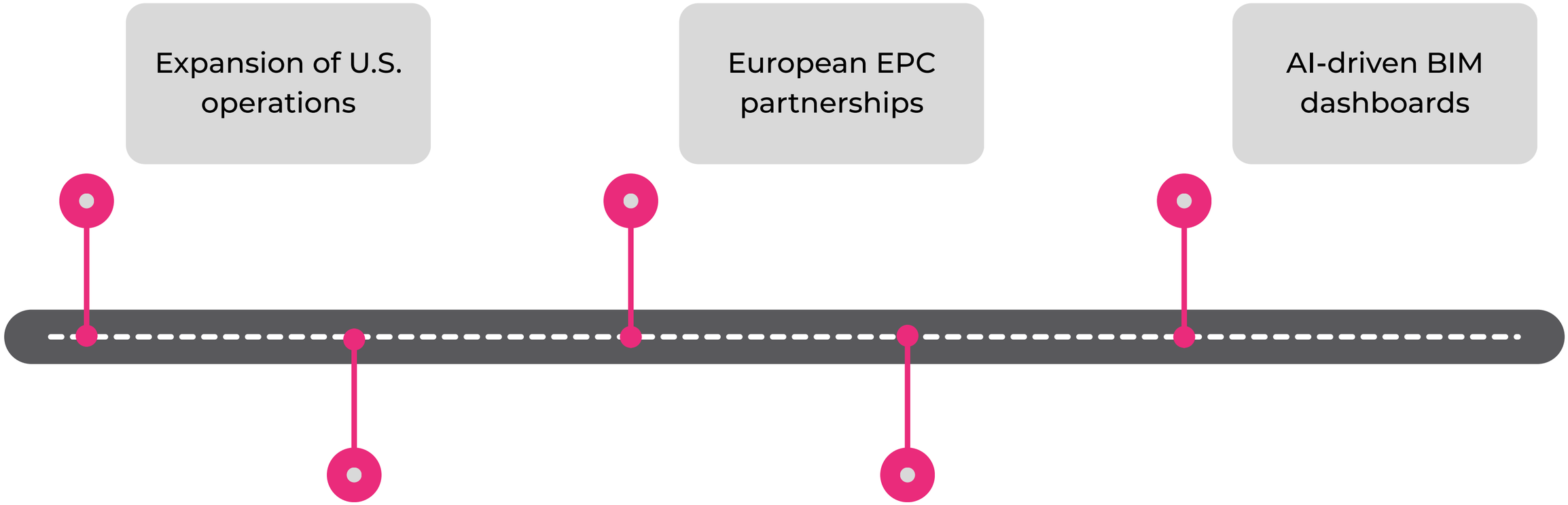
IPO PROCEEDS ALLOCATION



Category	Amount (₹ Cr)
Office Premises	8.73 Cr
IT & Software	2.44 Cr
Manpower (India)	4.18 Cr
Subsidiary Hiring	4.86 Cr
General Corporate	4.09 Cr
Total	24.29 Cr

Telge® Projects

FUTURE ROADMAP



Telge® Projects

THANK YOU.

We Appreciate Your Trust and Support

www.telgeprojects.com