



TELGE PROJECTS LIMITED

A Global Leader in Structural & BIM Engineering Services

Q4 and FY26 Investor Presentation
May 2026



www.telgeprojects.com



In-House Execution with Two-Shift Model

Our Business Services



Facility
Manager

Owner



Site
Engineer

General
Contractor



Building
Information
Modeling
(BIM)

Architect



Mechanical
Engineer



Detailer

Structural
Engineer



BIM Modeling Service

Material Take Offs (MTO)
Services

Structural Engineering
Design
Service

2D Drafting Service

Architectural Services

2,000+
Projects
Completed

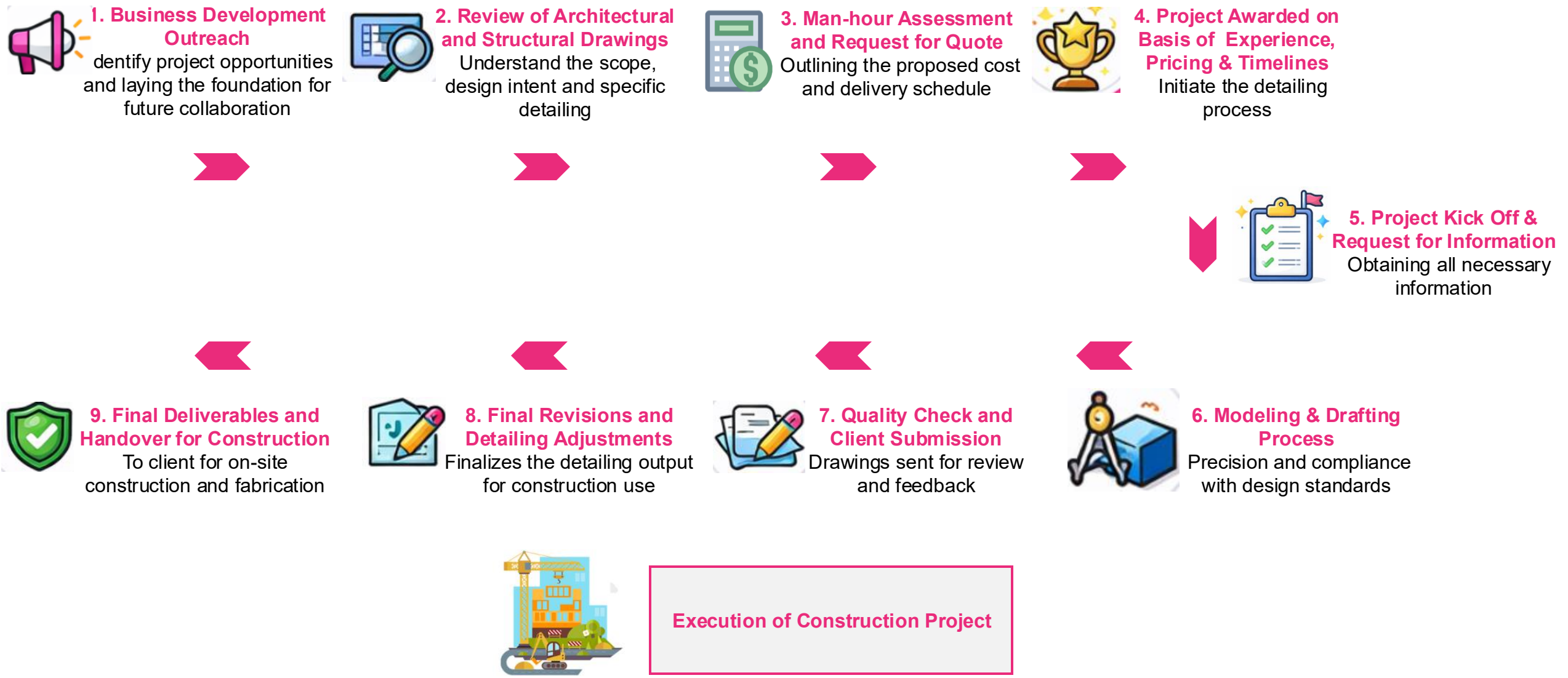
50+
Worldwide
Clients

10+
Countries
Worked

200+
Team
Members

AI-driven **BIM**
dashboards

In-house
structural **R&D**
center





Ms. Shraddha Telge

**Chairman and Managing Director and
Chief Executive Officer**

Rs. 25.0 Cr

Order Book in Hand

Rs. 6.0 Cr

Pipeline RFQ in Bidding



The fiscal year 2026 was exceptional for the company with the successful launch of our initial public offering (IPO) and strong growth. This motivates us to strive for higher growth in the coming years. We are pleased to report Revenue from Operations of Rs. 40.2 crore for FY26, reflecting 57% YoY growth, with EBITDA of Rs. 9.0 crore and PAT of Rs. 5.9 crore. This performance highlights the strength of our scalable global delivery model and our ability to serve clients across multiple geographies, including the US, UK, Europe, and Australia.

Strategically, we completed the acquisition of Edward Farr Architects Inc., strengthening our architectural and planning services in the US. This acquisition enhances our global footprint, deepens client engagement, and highlights our position as a comprehensive provider of structural and BIM engineering services.

During the year, we also launched our Nashik office to support growing project demand and international client requirements. The new facility, combined with expanded teams, strengthens our delivery bandwidth and enhances scalability, ensuring high-quality execution across multiple geographies.

Technology continues to be a key differentiator for Telge Projects. Our in-house R&D team has advanced AI-enabled BIM dashboards, proprietary automation tools, and workflow optimization systems. These investments improve execution accuracy, reduce turnaround times, and create scalable delivery models that enhance margins and long-term competitiveness.

FY26 also reflects our commitment to building strong client relationships and delivering high-value engineering solutions. Our participation in international industry events and recognition at Trimble User Days 2025 highlight the growing visibility and trust in our capabilities.

Looking ahead, we remain focused on scaling global operations, deepening client integration, and expanding service offerings while driving operational efficiency. With a strong pipeline, upgraded infrastructure, and talented workforce, Telge Projects is well-positioned to create sustainable value and establish itself as a global leader in structural and BIM engineering services.



1 Scaled Global Structural & BIM Engineering Platform

- Global delivery capability across the U.S., UK, Europe, Australia, Middle East and India, supported by on-ground teams and offshore execution
- Strong execution track record with 2,000+ international projects
- 200+ engineers with deep expertise in Tekla, SDS2 and Revit, enabling delivery of complex, high-value engineering assignments

2 Asset-Light, Scalable Business Model

- Engineering-led, asset-light model with minimal capex requirements and limited fixed-cost intensity
- Current execution capacity sufficient to support near-term growth without proportional hiring
- Improved operating leverage as utilization rises and upfront people investments normalize

3 Strong U.S. Presence with expanding Global Market Access

- Evaluation of two U.S.-based acquisition opportunities aligned with forward and backward integration
- Targeted expansion into Canada, New Zealand and Southeast Asia, combining global on-ground presence with India's engineering strength
- European EPC partnerships expand client access and support higher-value, complex project execution

4 High Revenue Visibility with Repeat-Led Growth

- High repeat business from long-term global clients reflects delivery consistency and embedded customer relationships
- Strong RFQ momentum from the U.S., Australia, and Europe, with approximately Rs. 6 Cr, pipeline RFQ in bidding
- Existing manpower is adequate to deliver planned workloads, with management expecting 70–80% YoY organic growth

5 Technology-Led Differentiation through In-House R&D

- Dedicated in-house R&D focused on automation, optimization tools and AI-driven BIM workflows
- Proprietary tools and plug-ins enhance delivery speed, accuracy and consistency while limiting incremental hiring needs
- Technology investments expected to support margin expansion and create long-term intellectual property value

6 Continue to deliver long term, sustainable shareholder value

- Revenue growth in mid-teens supported by organic growth
- EBITDA margin of 22.4% (FY26), driven by operating leverage and scale
- Capital structure provides headroom to support future growth plans

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



Custom tools, plug-ins & automation scripts

AI-driven BIM dashboards

Proprietary IP and BIM intelligence systems

Dedicated internal R&D team

Software Tools



Why This Matters

- ▶ Expansion into New Geographical Markets
- ▶ Higher accuracy & consistency
- ▶ Scalable operations without proportional hiring
- ▶ Improved margins & competitiveness
- ▶ Long-term IP creation for Telge Projects

Engineering scale through technology, partnerships and sustainable execution



Transition from Service Provider to Strategic Engineering Partner

- Position Telge as an early-stage collaborator in project planning rather than a downstream execution vendor
- Deepen client integration by contributing to design optimization, constructability and risk mitigation
- Build long-term relationships anchored in technical trust, reliability and domain expertise



Embed Technology as a Core Driver of Engineering Excellence

- Integrate digital workflows, automation and analytics into everyday engineering processes
- Standardize delivery frameworks to improve predictability, quality control and turnaround times
- Use proprietary platforms and tools to institutionalize knowledge and reduce execution variability



Balanced and Resilient Global Operating Model

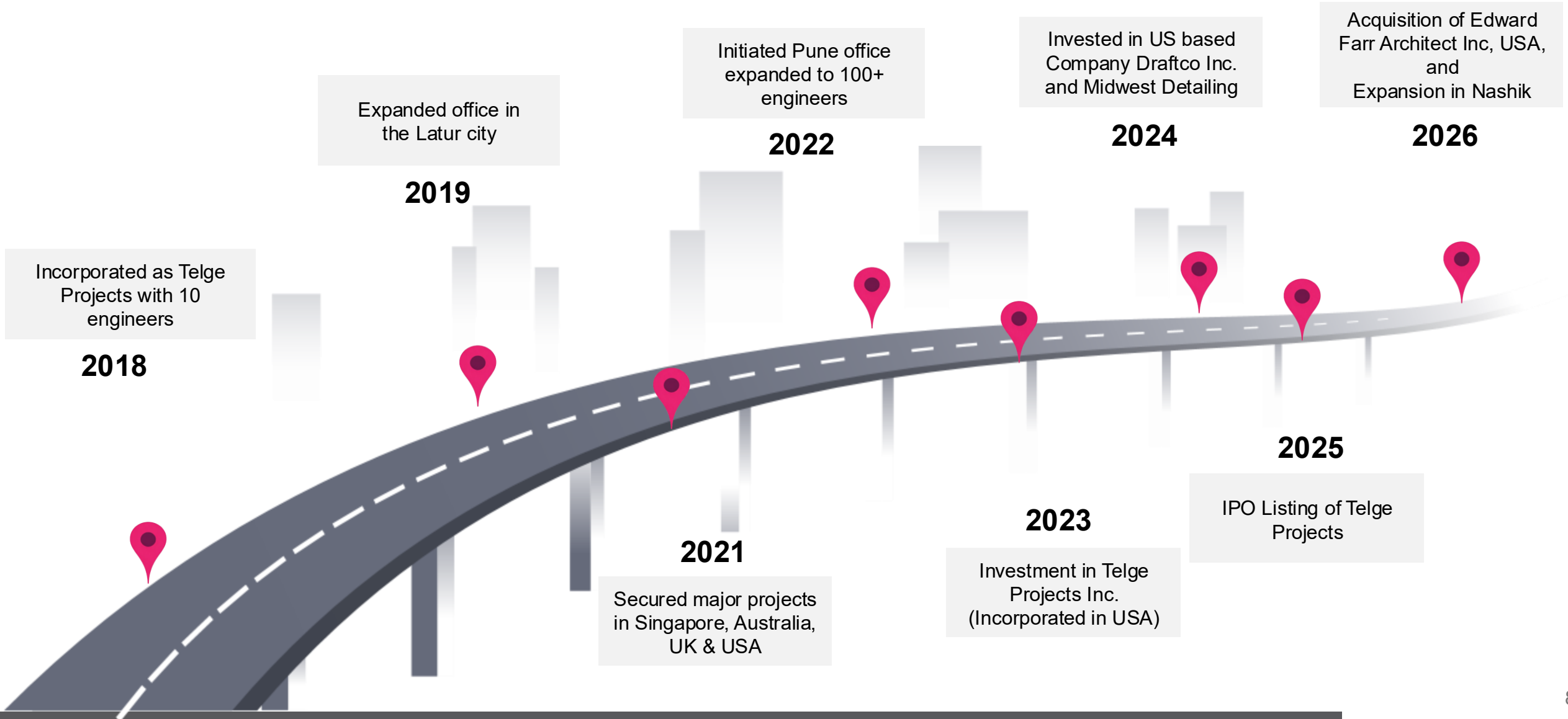
- Align global client-facing presence with centralized engineering execution for operational efficiency
- Diversify geographic exposure to reduce dependence on any single market or economic cycle
- Create organizational flexibility, along with 24x7 global delivery capability



Advancing Environmental Sustainability

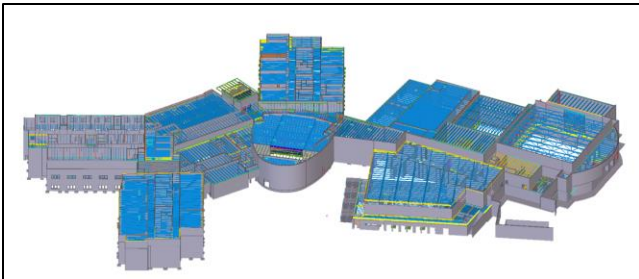
- Promote resource-efficient design by reducing material wastage and rework through BIM-led workflows
- Support sustainable construction practices by enabling better planning, coordination and lifecycle visibility
- Integrate sustainability considerations into engineering solutions to align with evolving global environmental standards

Our Journey



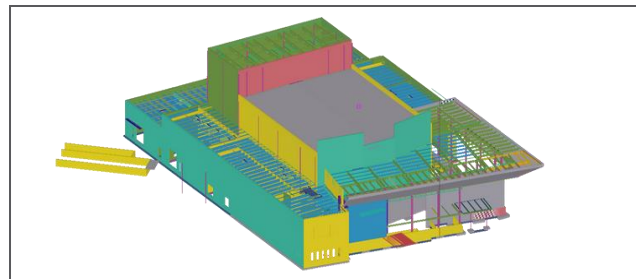
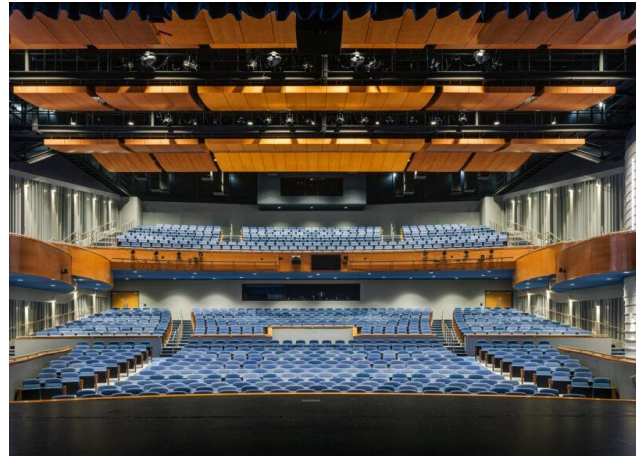
United States

Lake Wylie High School



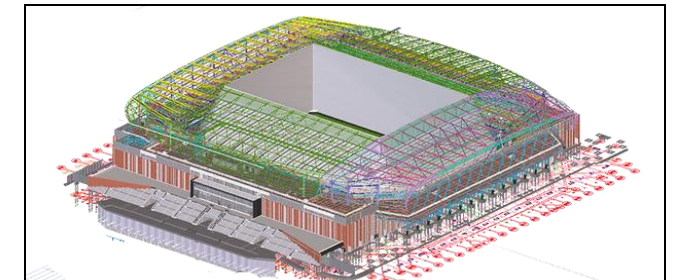
United States

Richland Performing Arts



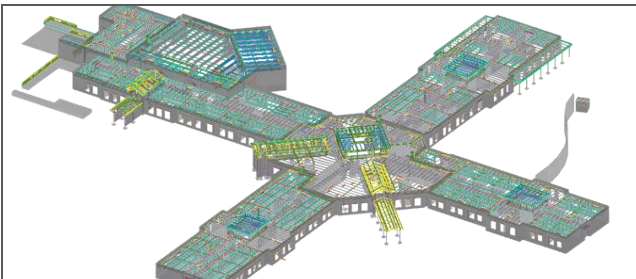
United Kingdom

Everton Stadium



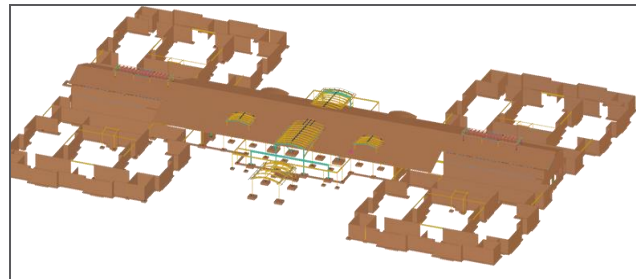
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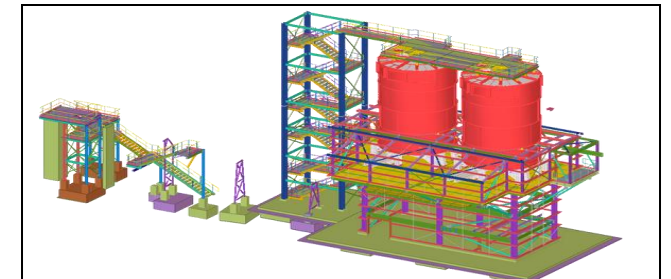
United States

Veterans Nursing Home



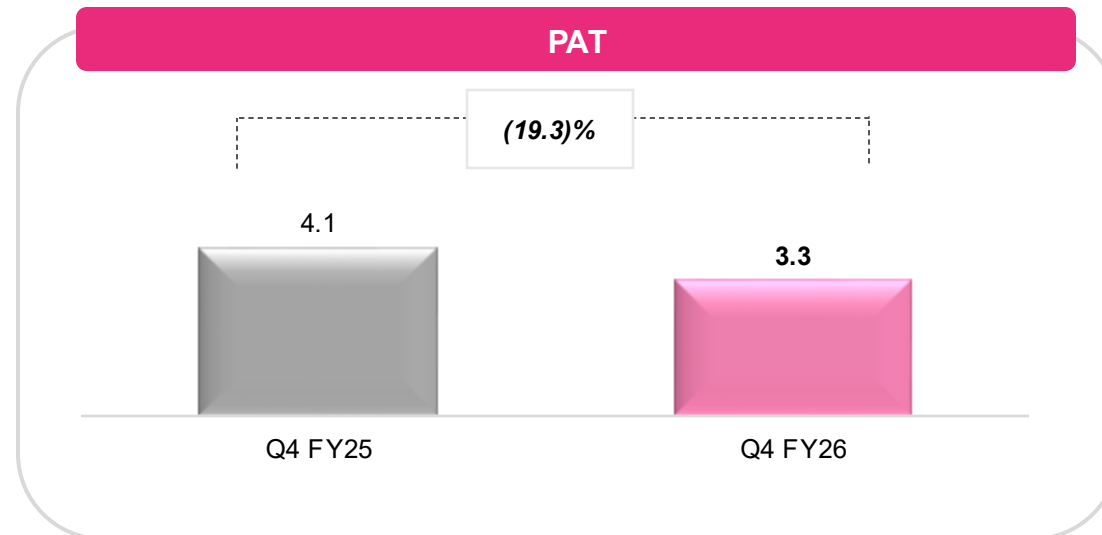
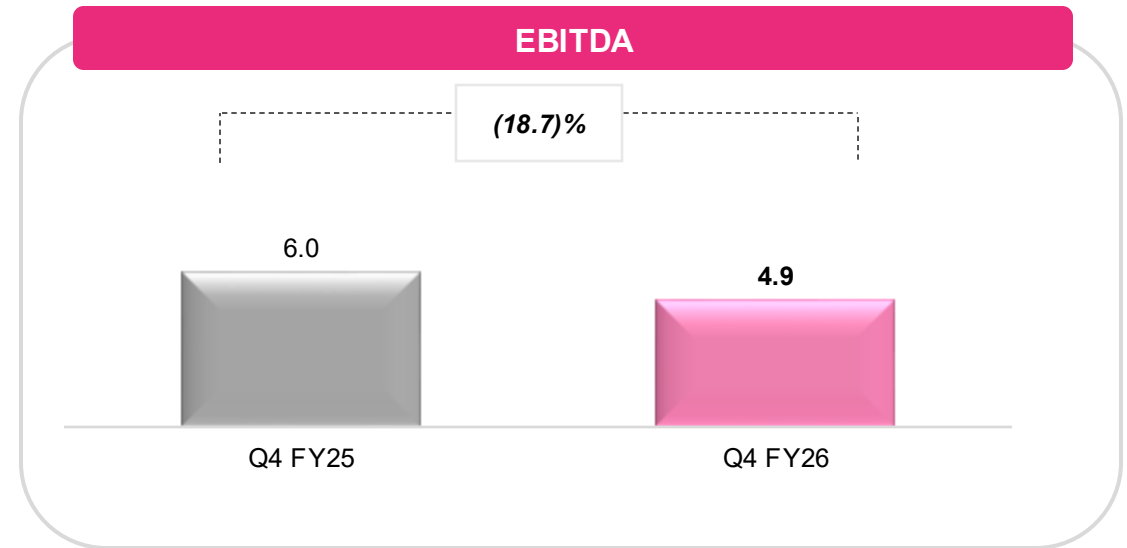
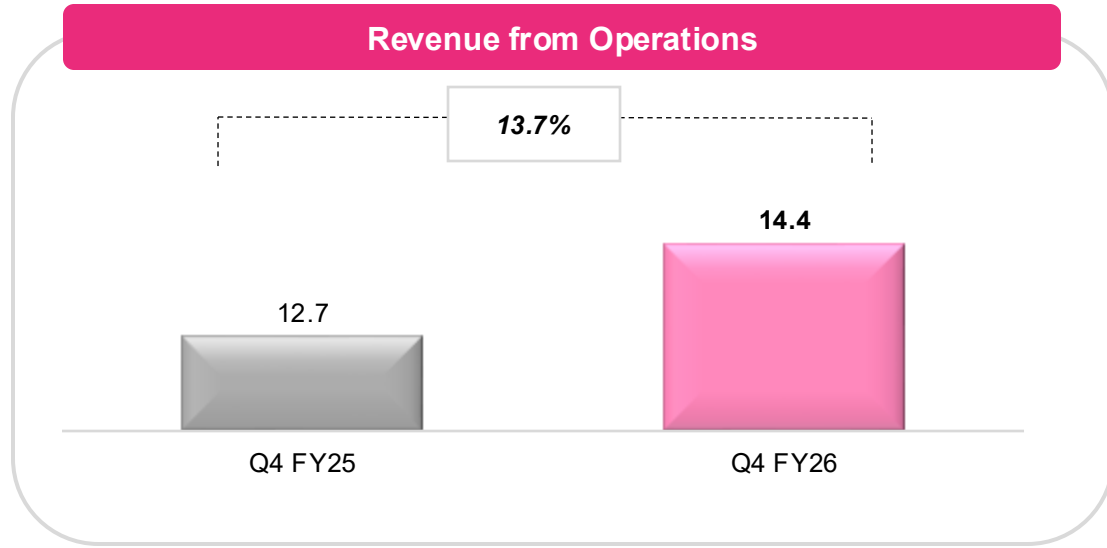
Ireland

The Cement Plant Project



Q4 FY26 Consolidated Financial Performance

All figures in Rs. Cr.

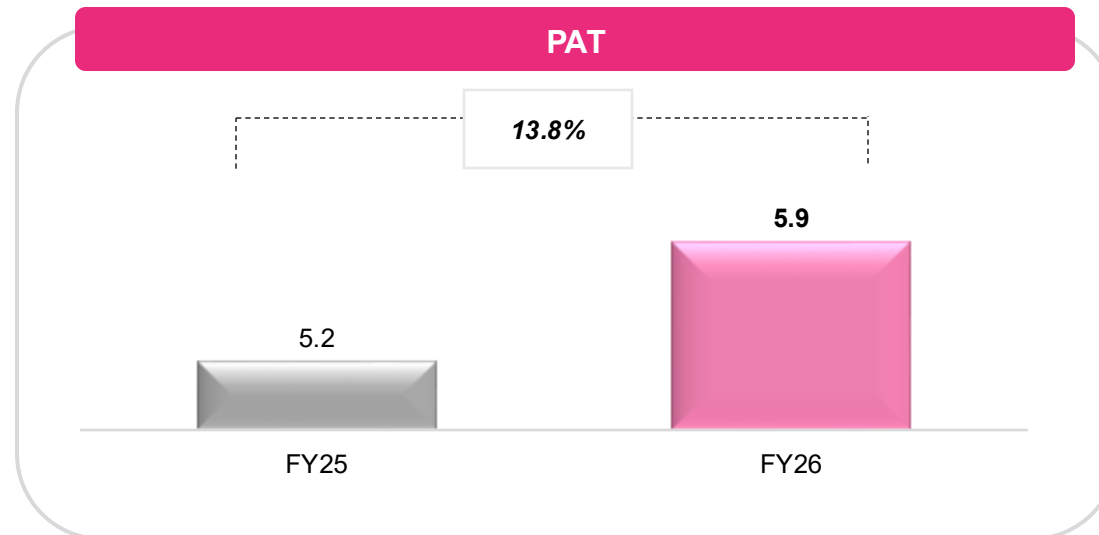
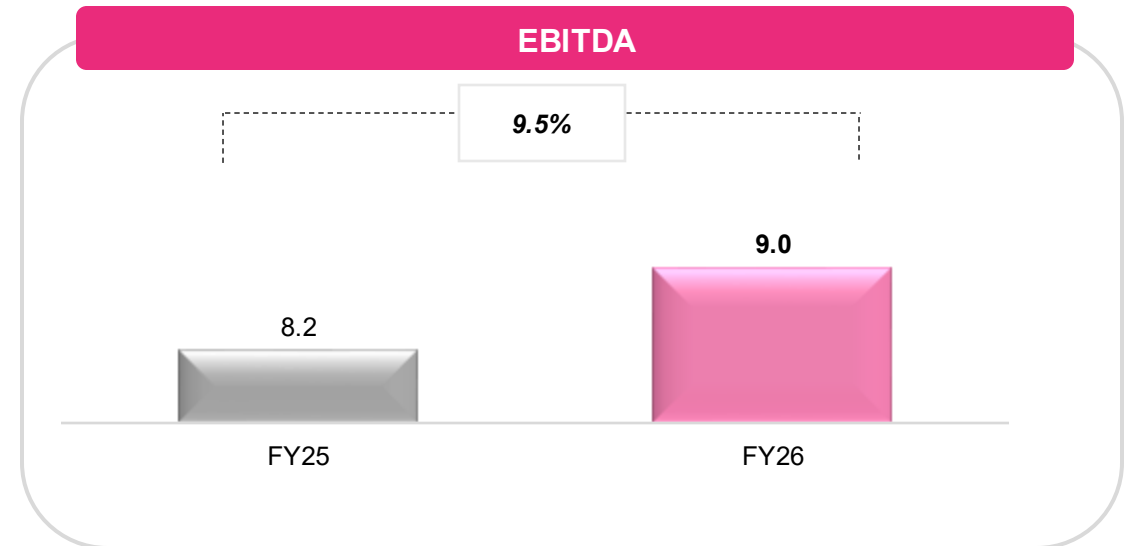
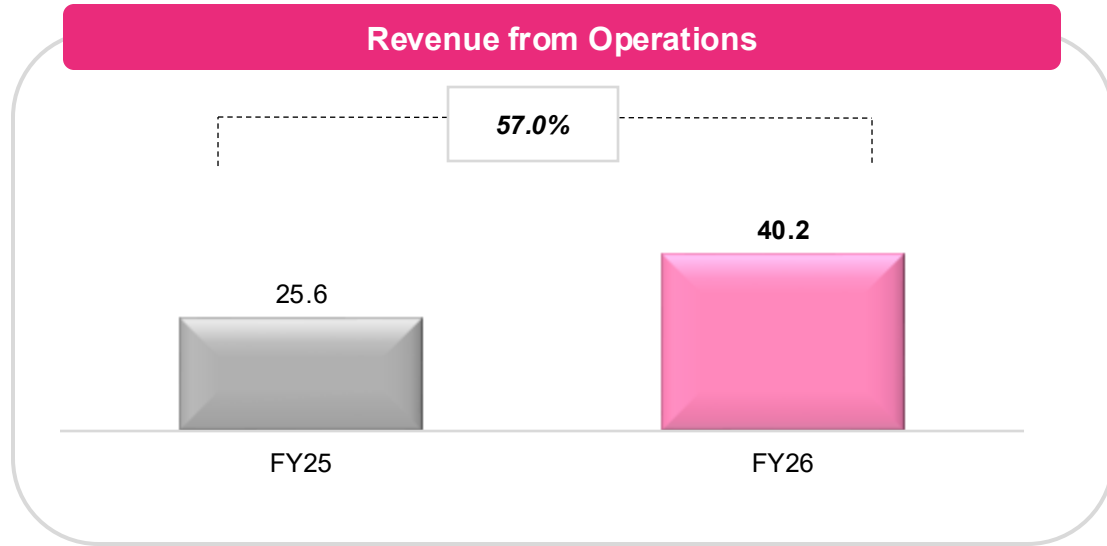


Notes:

1. EBITDA and EBITDA Margin excludes Other Income

FY2026 Consolidated Financial Performance

All figures in Rs. Cr.



Notes:

1. EBITDA and EBITDA Margin excludes Other Income

Q4 and FY2026 Financial Performance

Particulars (Rs. Cr)	Q4		Y-o-Y	Q3		Q-o-Q		Y-o-Y
	FY2026	FY2025	%	FY2026	%	FY26	FY25	%
Revenue from Operations	14.4	12.7	13.7%	9.1	58.4%	40.2	25.6	57.0%
Other Income	0.1	0.5	(76.4)%	0.4	(72.8)%	0.5	0.5	(2.0)%
Total Income	14.5	13.1	10.4%	9.5	52.6%	40.7	26.2	55.8%
EBITDA	4.9	6.0	(18.7)%	1.1	<i>nm</i>	9.0	8.2	9.5%
Margin (%)	34.0%	47.6%		12.1%		22.4%	32.2%	
EBIT	4.6	5.8	(20.1)%	0.9	<i>nm</i>	8.2	7.8	5.8%
Margin (%)	32.1%	45.7%		10.2%		20.5%	30.4%	
PBT	4.5	5.5	(19.2)%	1.1	<i>nm</i>	8.0	7.0	13.5%
Margin (%)	31.1%	43.7%		11.9%		19.8%	27.4%	
PAT	3.3	4.1	(19.3)%	0.8	<i>nm</i>	5.9	5.2	13.8%
Margin (%)	22.9%	32.2%		8.8%		14.8%	20.4%	
EPS	3.36	39.96	(91.6)%	0.82	<i>nm</i>	7.00	51.59	(86.4)%

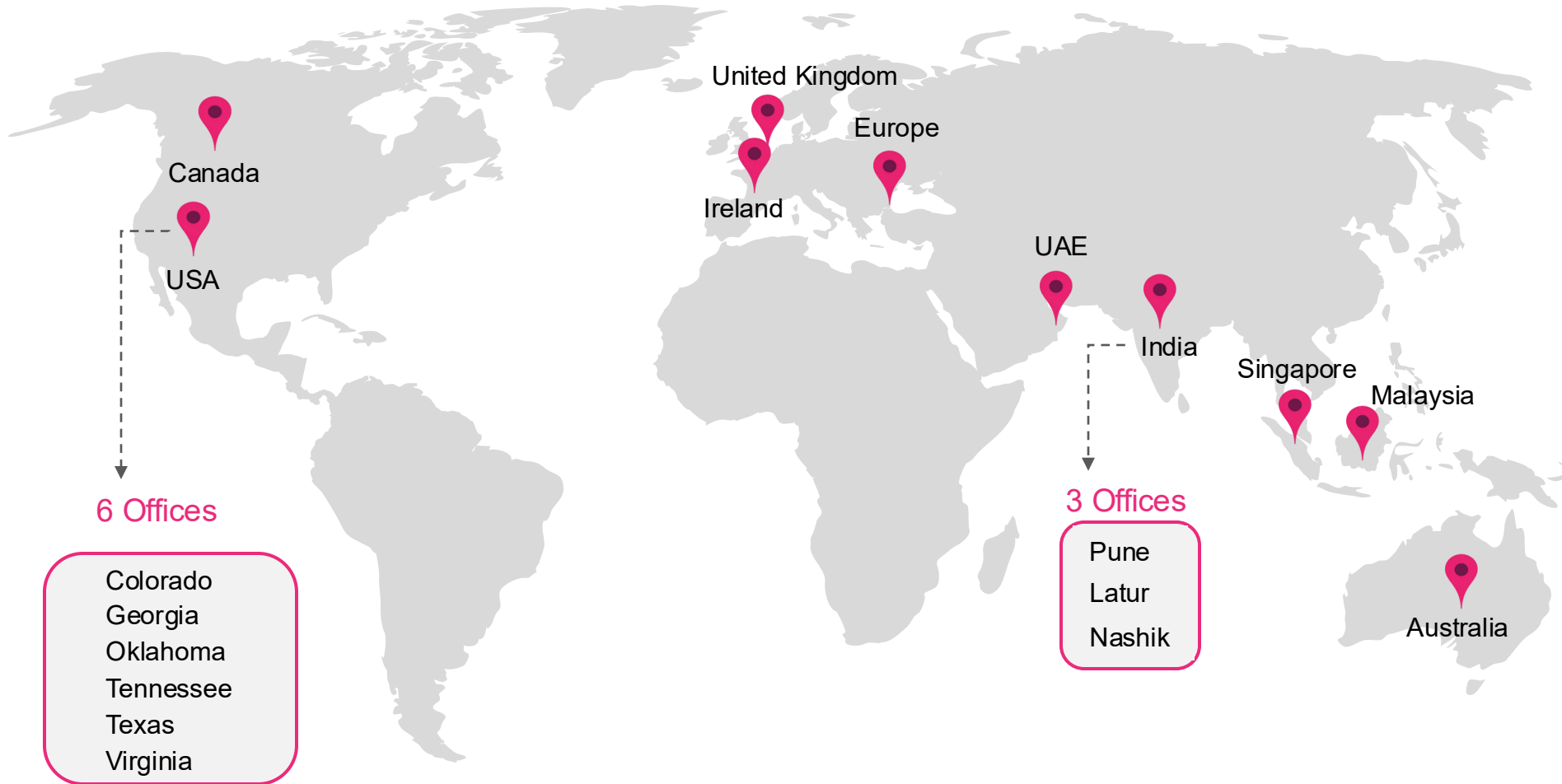
Notes:

1. EBITDA excludes other income

Rs. Cr	FY26	FY25
ASSETS		
Non-Current Assets		
Property, Plant & Equipment	9.2	8.4
Capital Work in progress	1.3	0.0
Intangible assets under development	0.0	0.0
Other intangible assets	6.3	5.8
Other non-current assets	0.1	0.1
Total Non Current Assets	16.9	14.3
Current Assets		
Financial Assets		
(i) Trade Receivables	11.9	5.0
(ii) Cash and cash equivalents	22.5	1.5
(iv) Loans	0.6	0.0
Other Current Assets	8.7	4.7
Total Current Assets	43.8	11.3
Total Assets	60.7	25.5

Rs. Cr	FY26	FY25
Equity And Liabilities		
Equity		
Share Capital	9.8	1.0
Other Equity	32.1	10.5
Non Controlling Interests	1.0	0.6
Total Equity	42.8	12.2
Non Current Liabilities		
Financial Liabilities		
(i) Borrowings	5.7	6.2
Provisions	0.4	0.3
Deferred tax liabilities (Net)	0.0	(0.1)
Total Non Current Liabilities	6.2	6.4
Current Liabilities		
(i) Borrowings	3.7	3.2
(iii) Trade Payables	4.2	2.1
Other current Liabilities	2.9	1.0
Provisions	0.7	0.9
Total Current Liabilities	11.7	7.0
Total Liabilities	17.9	13.3
Total Equity And Liabilities	60.7	25.5

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



U.S. Based Acquisitions



Upcoming Markets

- Canada
- New Zealand
- Southeast Asia



Ms. Shraddha Shailesh Telge (Chairman, Managing Director and CEO)

- B.Tech in Civil Engineering (COEP Pune) with 12 years in civil & construction
- Leads strategy, operations & governance
- Awarded with “Start-up of the Year 2020” & “Promising Entrepreneur 2020–21”



Ms. Priti Vishal Telge (Non-Executive Director)

- BMS (2011) & MMS (2013), University of Mumbai. Over 6 years in HR management
- Associated with the Company since April 2024
- providing strategic HR support



Mr. Telge Vishal Uttam (Non-Executive Director)

- Diploma & BE in Mechanical Engineering (2008 & 2011, Pune)
- 13+ years in engineering. Associated with the Company since Jan 2024
- Provides strategic, governance, and risk management advisory



Mr. Ravi Pandit (Non-executive Independent Director)

- Company Secretary & Chartered Accountant with 21+ years in finance, accounts & compliance
- Director at Octillion Power Systems and AFS Intercultural Programs India
- Associated with the Company since Jan, 2024, providing expertise in governance and compliance



Mr. Avinash Sachdev (Non-executive Independent Director)

- B.Com and Company Secretary Executive (2025)
- 5+ years in corporate advisory, compliance, governance, due diligence, and risk mitigation. Director at Vipram Technologies and Corplan Advisors
- With the Company since June 20, 2025



Mr. Shailesh Telge
Chief Growth Officer



Mr. Uttam Telge
Mentor



Mr. Amit Kumar
*Nuclear Scientist turned Investor |
Founder, MSMEEx | SEBI AIF Sponsor*



Mr. Jagdish Aher
Mentor



Mr. Vinayak Mane
Chief Financial Officer



Mr. Nilesh Chincholkar
Chief Operations Officer



Mr. Pankaj Panchal
Business Development Head



Mr. Vrajesh Lad
Projects Head



Mr. Yogesh Ghadge
HR Operations Officer



Ms. Akshada Jairaj
Tech & Automation Head



Mr. Bhagwat Shinde
Precast Team Lead

Management Team (2/2)



Mr. Ed Farr
Chief Executive Officer



Mr. Jerry Crombie
Technical Consultant



Ms. Carrie Cole
Office Manager



Mr. Keith Rickabaugh
Job Captain



Mr. Neal Logan
Job Captain



Mr. Marc Williamson
Project Architect



Mr. Niko Esh
Drafting Specialist



Mr. Niles Chincholkar
Operations Head



Mr. Pankaj Panchal
Business Development Head



Mr. Fernando Velazquez
Project Manager



Mr. Ricardo Acosta
Projects Leader

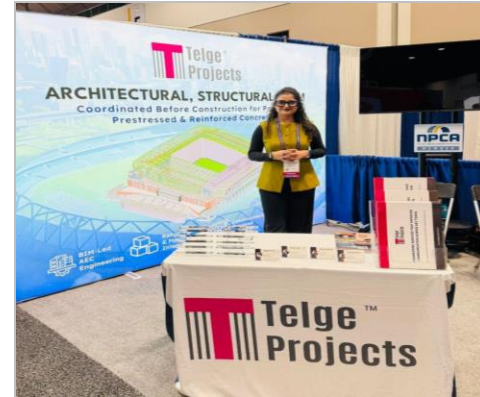


Mr. Erick Martine
Senior Detailer

Recent Awards and Recognitions



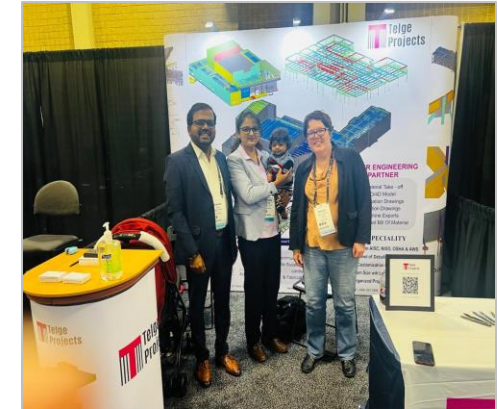
Acquisition of Edward Farr Architects



Participation in THE PRECAST SHOW in Kansas City USA



Promising Entrepreneur Award



NASCC Steel exhibition Participation



Participation in the WORLD OF CONCRETE show in Las Vegas



Panelist and Speaker at TUD 2025



Featuring Company of the Month



The Precast Show Dallas FortWorth Exhibition 2020

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Disclaimer

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T

Technology Integration

Harnessing cutting-edge technology to drive innovation and efficiency in every project.

E

Engineering Excellence

Delivering top-tier engineering solutions that set industry benchmarks.

L

Lifelong Learning

Committed to continuous learning and development, ensuring our expertise stays ahead of the curve.

G

Global Perspective

Bringing a broad, international outlook to all our projects, ensuring relevance and adaptability in a global market.

E

Environmental Sustainability

Prioritizing sustainable practices that protect and preserve our environment for future generations.