

Date: 30/11/2024

National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G-Block Bandra Kurla Complex, Bandra (E) Mumbai - 400 051 NSE Symbol: AARTECH	BSE Limited The Listing Dept. Phiroze Jeejeebhoy Towers, Dalal Street, Fort Mumbai - 400 001 BSE Scrip Code: 542580
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Subject: Investor Presentation**Dear Sir/Mam,**

Please find enclosed copy of Investor Presentation of the Un-audited financial results of the Company for the quarter and half year ended 30th September, 2024.

Thanking You,

For Aartech Solonics Limited**K R Tanuj Reddy**
Company Secretary and Compliance Officer

Encl: as above

Address :Registered Office : 'Ashirwad', E-2/57, Arera Colony,
Bhopal, Madhya Pradesh, India - 462016Unit # 1 : 35A/36, Sector-B, Industrial Area, Mandideep,
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District Solan, Himachal Pradesh, India - 173209**Phone :**+91-99930 91167
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L31200MP1982PLC002030



AARTECH SOLOMONICS LIMITED

Investor Presentation
September 2024



Safe Harbour Statement



This presentation contains forward looking statements that reflect management's current views with respect to certain future events and potential financial performance. Forward looking statements are other than statements of historical facts. The words believe, expect, anticipate, intend, estimate, outlook, will, may, continue, should and similar expressions identify forward looking statements.

Forward looking statements include statements regarding objectives, goals, strategies, outlook and growth prospects; future plans, events or performance and potential for future growth; liquidity, capital resources and capital expenditures; economic outlook and industry trends; developments of the Company's markets; the impact of regulatory initiatives; and the strength of competitors. The forward looking statements in this presentation are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management's examination of historical operating trends, data contained in records and other data available from third parties.

Although the Company believes that these assumptions were reasonable when made, these assumptions are inherently subject to significant known and unknown risks, uncertainties, contingencies and other important factors which are difficult or impossible to predict and maybe beyond our control. Such risks, uncertainties, contingencies and other important factors could cause the actual results of the Company or the industry to differ materially from those results expressed or implied in this presentation by such forward looking statements.

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Quarterly Result Update – Q2 FY25

REVENUE

₹ **941** Lakhs

Y-o-Y ▶ **+4%**

Q-o-Q ▶ **+42%**

EBITDA

₹ **203** Lakhs

Y-o-Y ▶ **+185%**

Q-o-Q ▶ **+11%**

PAT

₹ **162** Lakhs

Y-o-Y ▶ **+238%**

Q-o-Q ▶ **+45%**

EPS

₹ **0.51** Per Share

Y-o-Y ▶ **+240%**

Q-o-Q ▶ **+46%**

NETWORTH

₹ **3,314** Lakhs

YTD ▶ **+6%**

NET CASH FLOW

₹ **151** Lakhs

YTD ▶ **+60%**

Note: All the numbers are on Standalone basis and are rounded off to the nearest value

Profit & Loss Statement – Q2 & H1 FY25

(₹ in Lakhs)

PARTICULARS	Q2 FY 2024-25 (UN-AUDITED)	Q1 FY 2024-25 (UN-AUDITED)	Q2 FY 2023-24 (UN-AUDITED)	Y-o-Y (%)	Q-o-Q (%)	H1 FY 2024-25 (UN-AUDITED)	H1 FY 2023-24 (UN-AUDITED)	Y-o-Y (%)	FY 2023-24 (AUDITED)
Revenue from Operations	940.61	660.93	904.88	4%	42%	1,601.54	1,534.55	4%	3,269.25
Other Income	103.18	212.27	66.88	54%	-51%	315.44	147.35	114%	327.24
Total Revenue	1,043.79	873.20	971.76	7%	20%	1,916.98	1,681.90	14%	3,596.49
Cost of materials consumed	522.16	319.49	674.33	-23%	63%	841.65	1,008.21	-17%	2,194.77
Change in inventories of finished goods and work in process	34.37	84.98	-18.75	-283%	-60%	119.36	52.27	128%	(24.82)
Employee benefit expenses	94.48	92.28	91.37	3%	2%	186.75	179.56	4%	415.86
Finance Cost	12.61	12.86	12.54	1%	-2%	25.47	26.67	-4%	56.19
Depreciation & Amortization expenses	10.00	9.40	7.54	33%	6%	19.40	15.41	26%	35.24
Other expenses	189.92	193.24	153.56	24%	-2%	383.17	251.02	53%	643.90
Total Expenses	863.54	712.25	920.59	-6%	21%	1,575.80	1,533.14	3%	3,321.14
Profit Before Tax (PBT)	180.25	160.95	51.17	252%	12%	341.18	148.76	129%	275.35
Tax Expenses	17.93	49.00	3.21			66.92	30.36		131.06
Profit After Tax (PAT)	162.32	111.95	47.96	238%	45%	274.26	118.40	132%	144.29
EPS	0.51	0.35	0.15	240%	46%	0.86	0.37	132%	0.45

Note: Data as on September 30, 2024 for Quarterly & Half-yearly numbers
 Data as on March 31, 2024 for FY 2023-24
 All the numbers are on Standalone basis

Company Overview

About Aartech Solonics:

Aartech Solonics Limited is a cutting-edge technology company specializing in advanced energy applications. With a strong focus on R&D and innovation, Aartech delivers critical products & systems like the fast Bus Transfer System (BTS) for Gencos, Control relay panel for Transmission & Distribution and ultracapacitors in defense application. Serving diverse industries such as power & utilities, process industries, refineries and defense, the company is committed to operational excellence and sustainable growth. Aartech aims to lead the energy sector through continuous technological advancements, providing smart, secure, and reliable solutions to meet global energy challenges

DARE TO GO SOLO



MISSION:

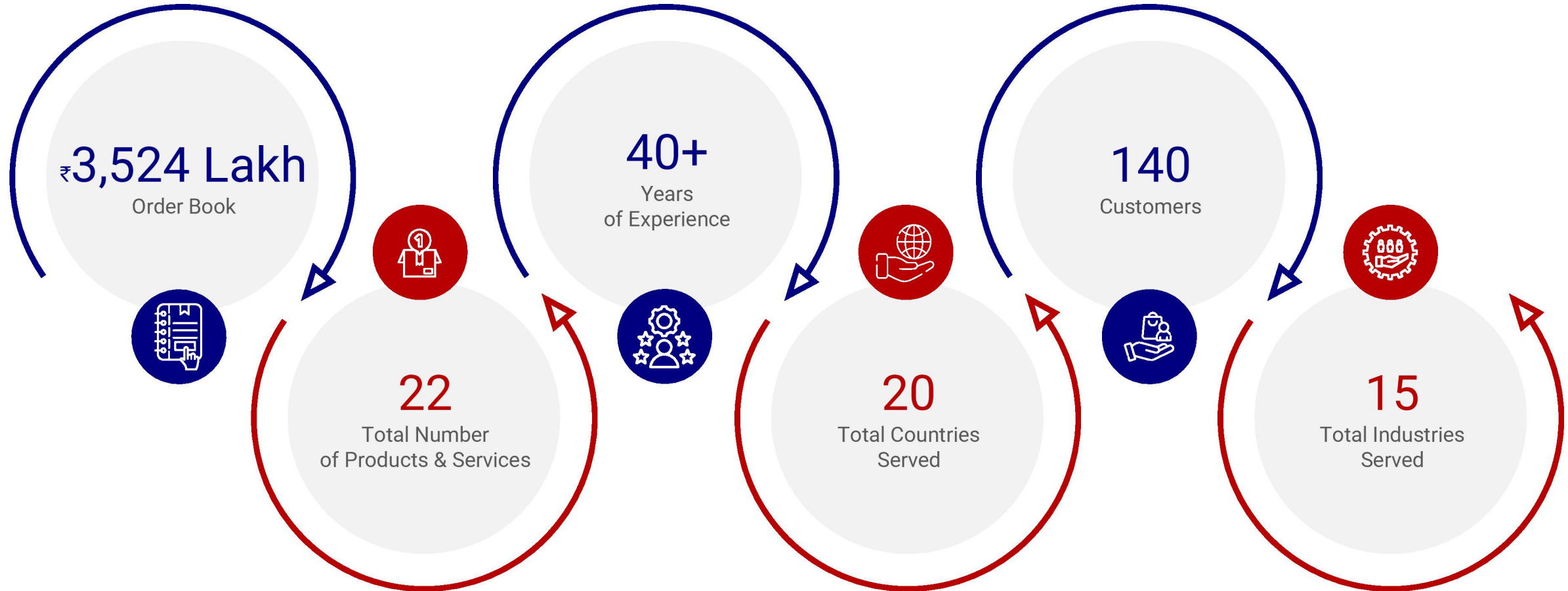
"To be a Successful, Trans-National, System Solution Oriented R&D Enterprise in the field of Specialised and Selected Applied Energy Applications"



Vision:

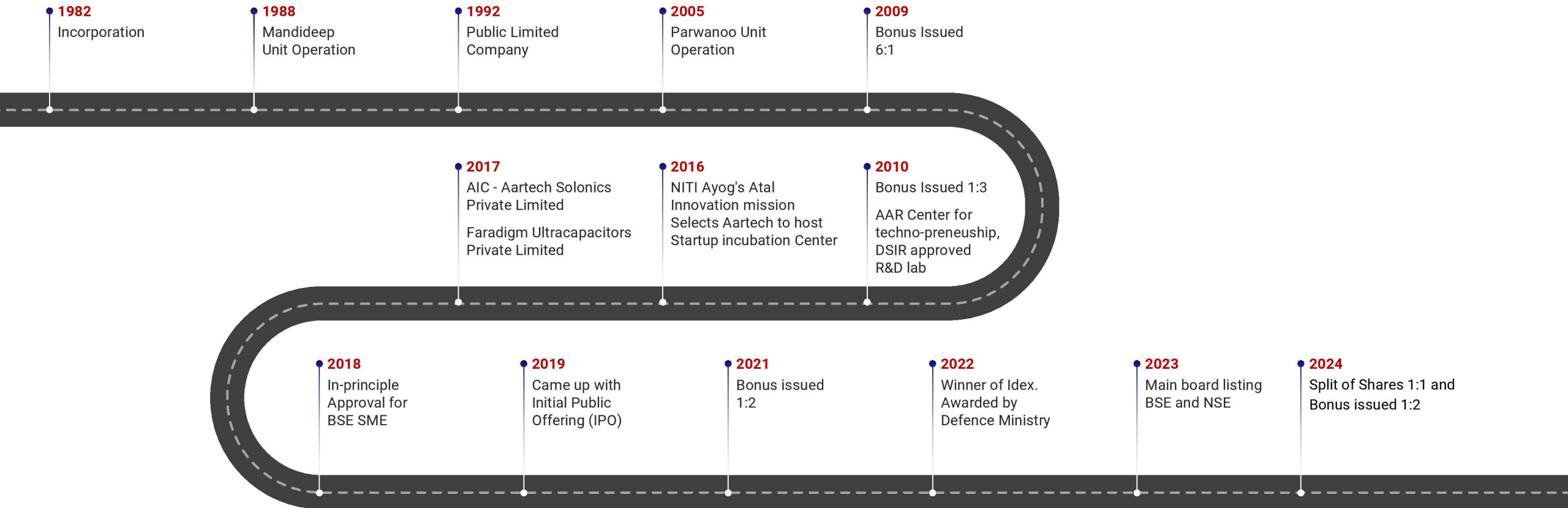
"To become a leading provider of system solutions to energy related problems"

Quick Facts



Note: Data as on August 31, 2024

Our History



Our Products



Bus Transfer System



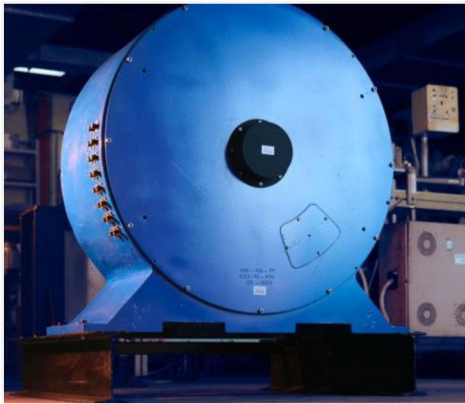
Control Relay Panels



Faradigm Ultracapacitors



Waste to Compost Machine



Flywheel



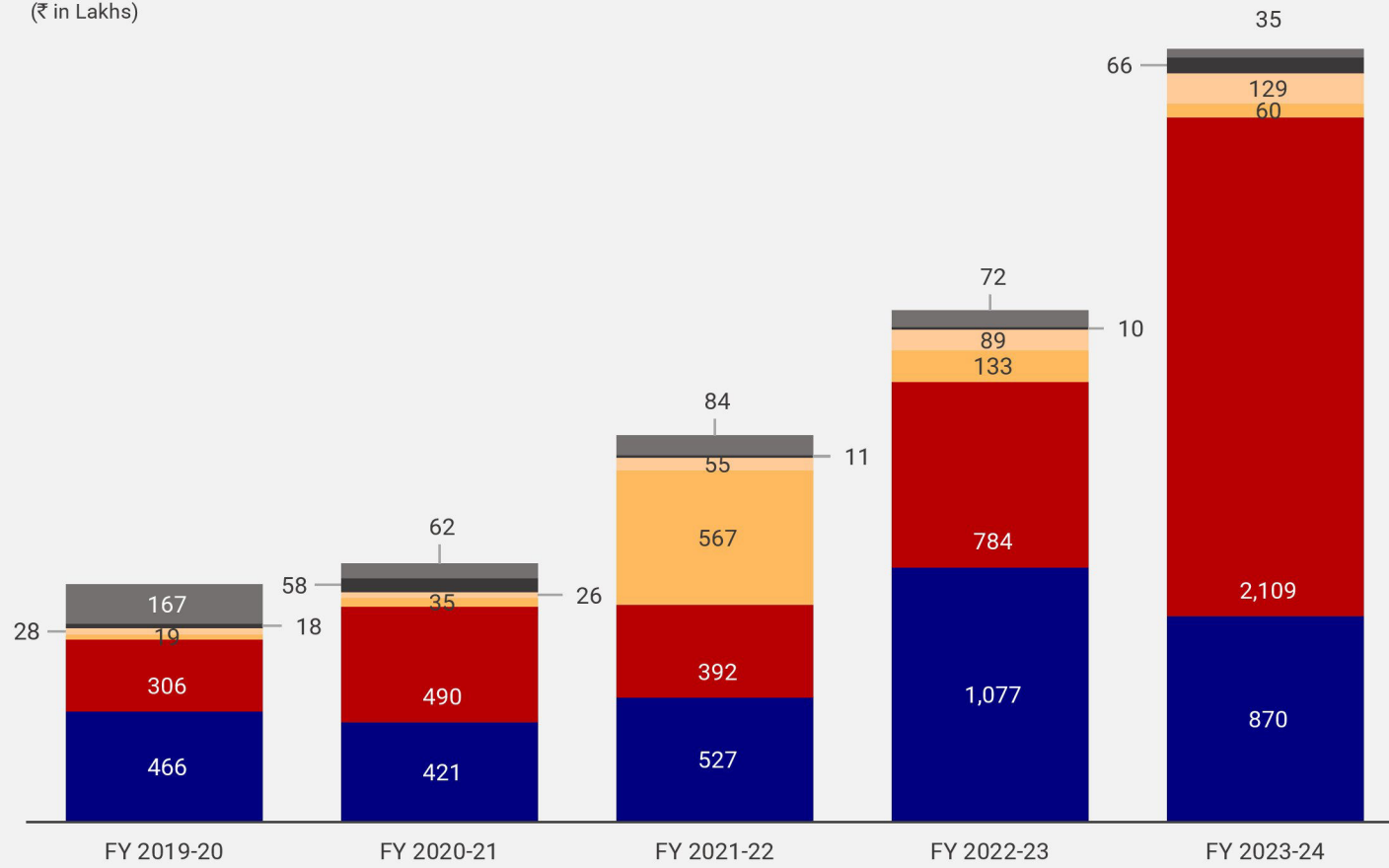
CLiP Fault Current Limiters



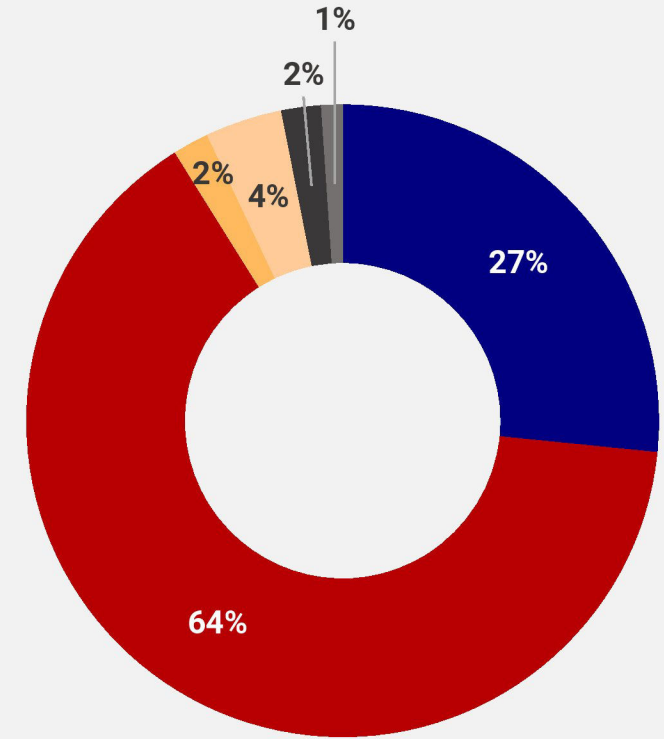
Bestcase

Product Revenue Mix

(₹ in Lakhs)



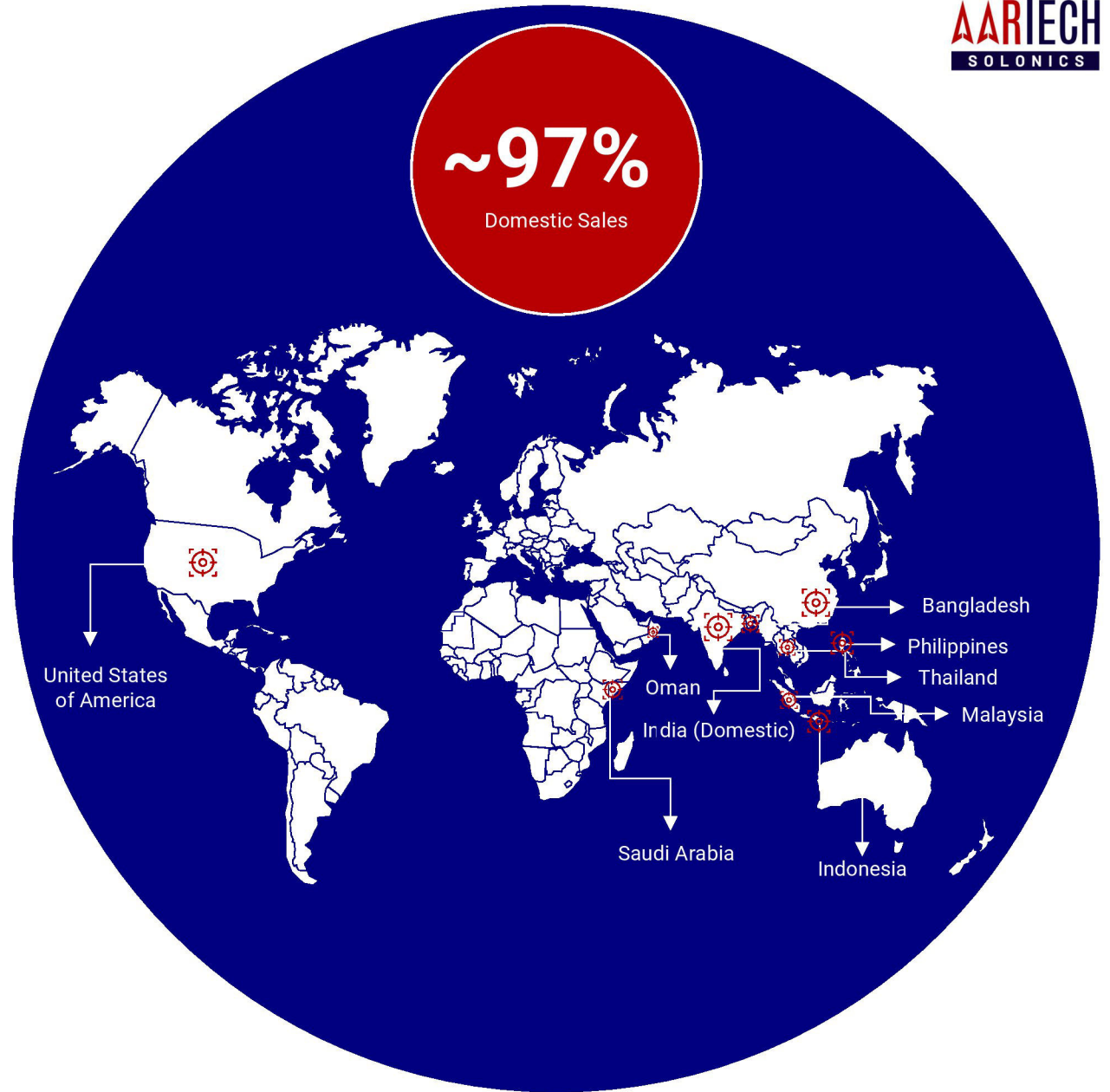
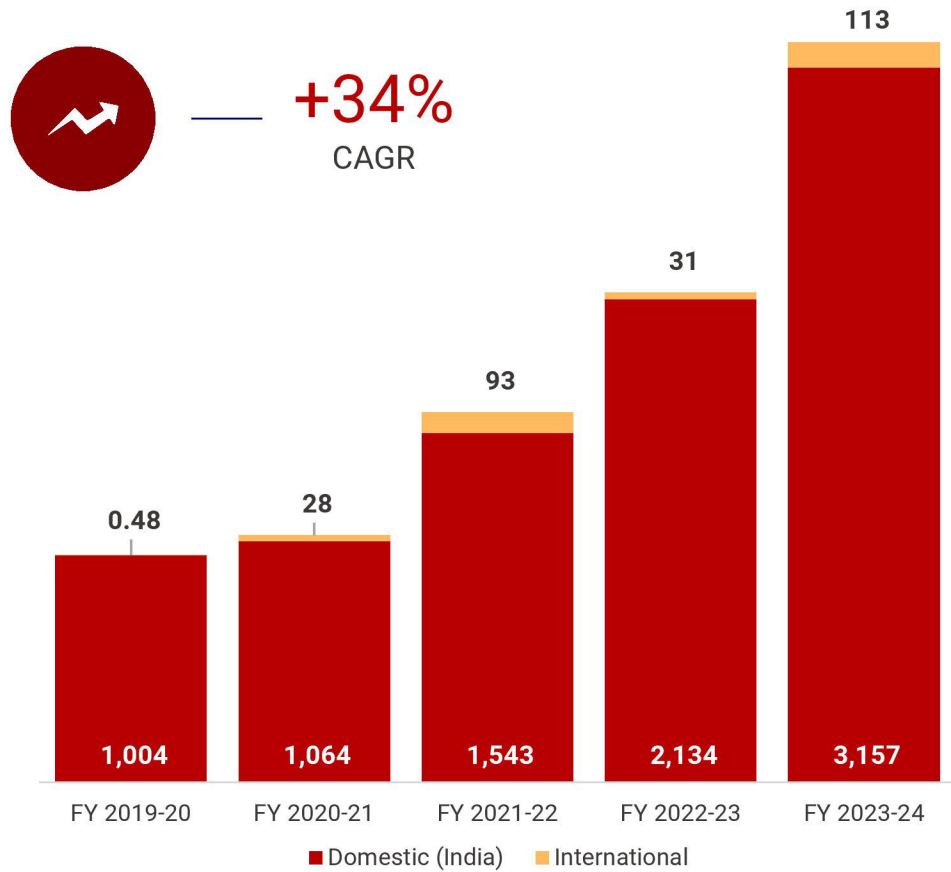
% SHARE IN REVENUE



■ Bus Transfer System
 ■ Control Relay Panels & CLiP FCL
 ■ Ultracapacitors & UCPPS
 ■ Bestcase
 ■ Waste To Compost Machine
 ■ Trading & Others

Geographical Footprints

Geography-wise Performance
(₹ in Lakhs)



Visionary Leadership



MR. AMIT ANIL RAJE
Chairman & Managing Director



MR. ANIL ANANT RAJE
Non-Executive Director



MS. ARATI NATH
Executive Director & CEO



MR. PRASHANT DATTATRAY LOWLEKAR
Non-Executive & Independent Director

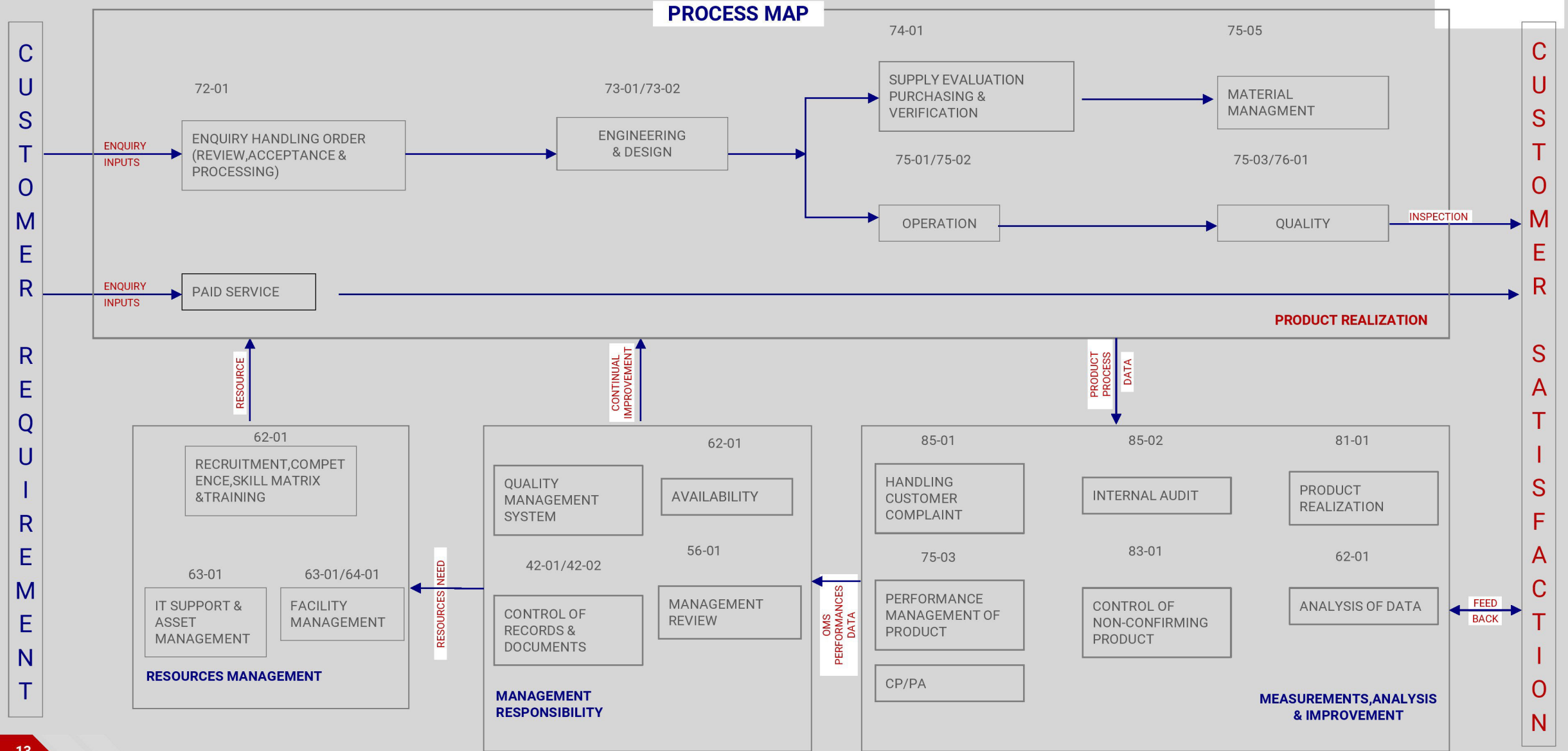


MR. KSHITIJ NEGI
Non-Executive & Independent Director



MS. SUPRIYA SUNIL CHITRE
Non-Executive & Independent Director

Business Process Flow



Aartech Solonics – A Unique Investment Case

Driving Performance and Maximizing Returns in Core Operations

We are committed to elevating our project execution capabilities, ensuring client satisfaction, and continuously improving our team's skills. By leveraging advanced project management tools and state-of-the-art equipment, we aim to boost productivity and optimize asset utilization in our capital-intensive projects. Our proven track record of timely project delivery reinforces our reputation in the industry. Moving forward, we will maintain an unwavering focus on performance excellence and operational efficiency to enhance margins while fortifying internal systems to drive faster, more cost-effective decision-making

Four Decades of Expertise

With over 40 years of experience, our company, supported by a seasoned management team, has successfully executed projects of all scales—from small residential developments to large industrial complexes. Our core competencies in design, engineering, procurement, construction, commissioning, and comprehensive Operation & Maintenance (O&M) services position us as a one-stop solution provider for EPC services across a diverse range of power plants

Building a Professional and Transparent Organization

We are dedicated to fostering transparency, commitment, and collaboration across all levels of interaction, including with suppliers, customers, government bodies, and financial institutions. Our organization blends experience with a skilled workforce, capable of managing day-to-day operations seamlessly. As a learning organization, we continuously strive for growth and excellence in all aspects of our business



Optimizing Resource Utilization

We continuously enhance our processes by upgrading employee skills, modernizing infrastructure, and refining operational methods. Through regular analysis of bottlenecks and inefficiencies, we implement targeted improvements to ensure the highest level of client satisfaction and service delivery

Advancing R&D for Innovation

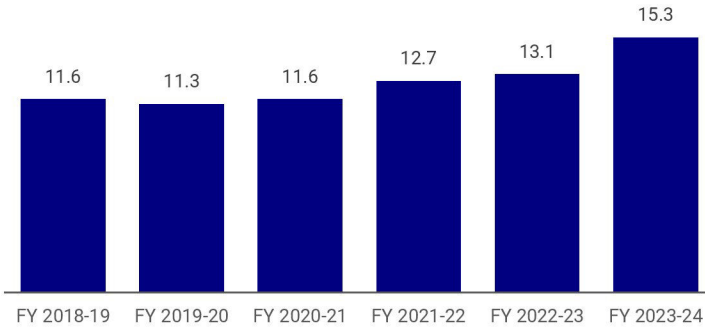
Our Research & Development efforts are the backbone of our innovation strategy, driving the enhancement of existing offerings and the development of new products and technologies. Our focus areas include designing and developing cutting-edge transformers and solutions that enable active monitoring of energy consumption in electric equipment, further solidifying our position as a technology leader

Reducing Operational Costs and Enhancing Efficiency

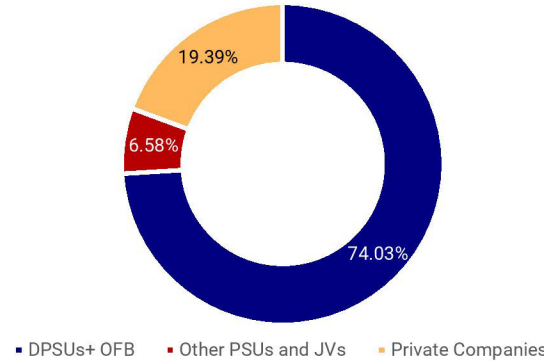
In tandem with business expansion, we are laser-focused on reducing operational costs and improving efficiency to maintain our competitive edge. By minimizing waste and implementing stringent supervision on our production floors, we continuously streamline operations, positioning ourselves as a cost-efficient industry leader.

Defence Market Opportunity

INDIAN DEFENCE PRODUCTION (US\$ BILLION)



DEFENCE PRODUCTION IN INDIA BY SECTOR (US\$ BILLION) IN FY2022-23



ULTRACAPACITOR

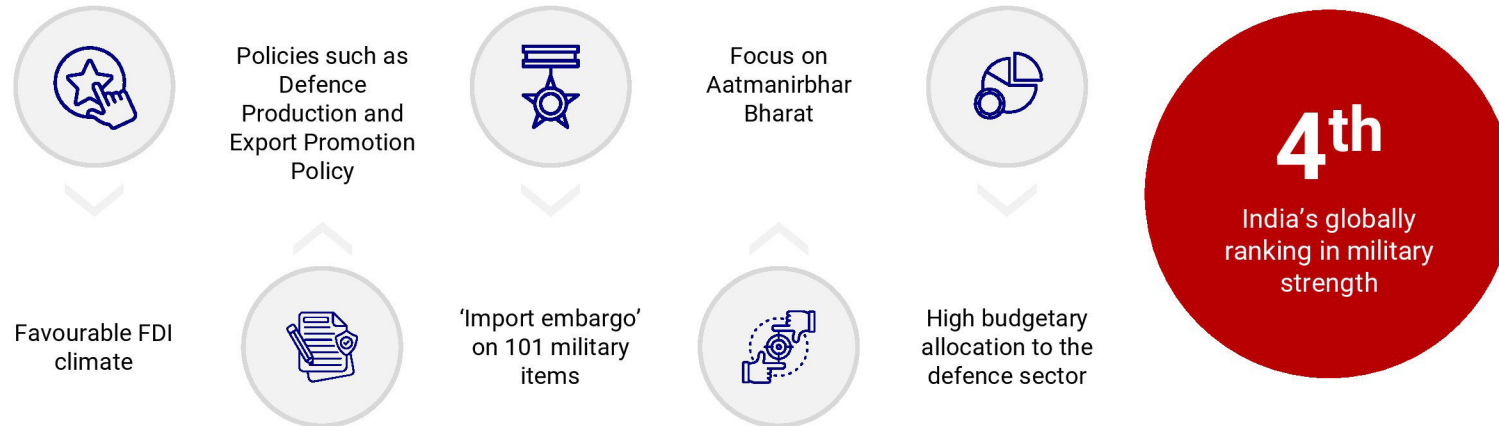
Growth Trends

The supercapacitor market in India's defence sector is experiencing significant growth, driven by increased defence budgets, modernization initiatives, and the need for reliable energy storage solutions in critical applications

Market Size

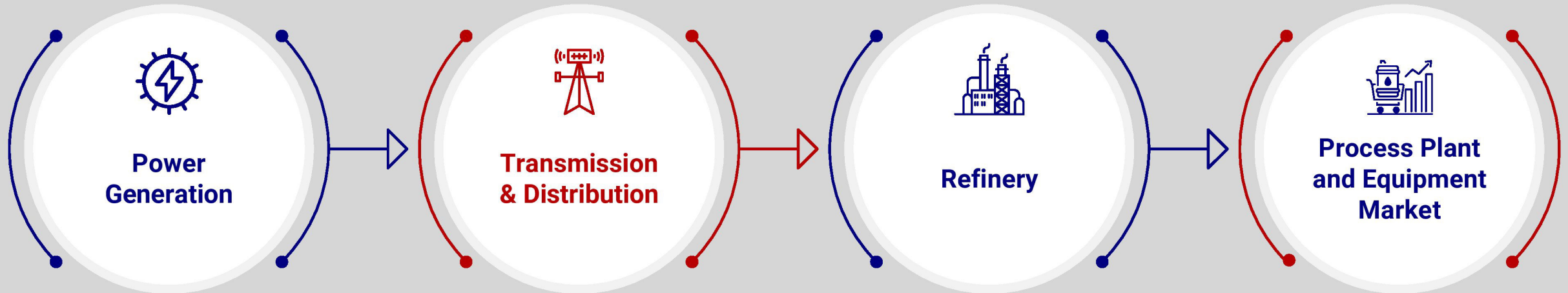
While exact figures are scarce due to the niche nature of the sector, the market is expected to expand in line with India's broader defence modernization plans, which include the integration of advanced technologies

GOVERNMENT POLICY SUPPORT



- India ranks fourth globally in military strength, with a firepower score of 0.0979 (0.0 being the highest)
- The government has set a target of US\$ 25 billion in defence production by 2025, including US\$ 5 billion in exports
- India remains one of the largest defence spenders globally, with a budget allocation of US\$ 74.8 billion (~ 6.21 Lakh Crore), accounting for 13.04% of the total budget
- In FY 2023-24, the defence sector's production value stood at ~ 1,26,887 Crore (US\$ 15.3 billion), with public sector undertakings (PSUs) contributing ~ 73,945 Crore (US\$ 8.93 billion)
- The Indian Defence ecosystem is a confluence between the Government and the defence manufacturing industry
- Over the next 5-7 years, the Government of India plans to spend US\$ 130 billion for fleet modernization across all armed services

Other Industry Opportunity (1/2)



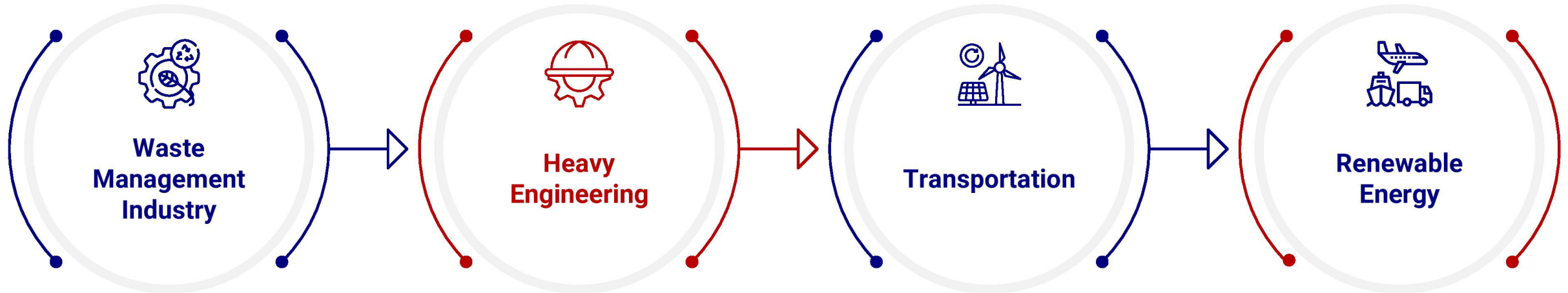
India's installed power generation capacity has seen significant growth, increasing from 248,554 MW in March 2014 to 446,190 MW in June 2024. Coal-based power capacity rose from 139,663 MW in March 2014 to 210,969 MW by June 2024, while renewable energy capacity surged from 75,519 MW to 195,013 MW during the same period. For the fiscal year 2024-25, the electricity generation target, including renewable energy, is set at 1,900 billion units (BU), marking a 9.3% increase over the actual generation of 1,738.828 BU in 2023-24. This represents a growth of 7.04% from the 1,624.465 BU generated in 2022-23

Power remains a key pillar of infrastructure, vital to economic growth and national welfare. India, with an installed power capacity of 429.96 GW as of January 2024, ranks as the third-largest producer and consumer of electricity globally. Adequate and sustainable power infrastructure is essential for continued growth in the Indian economy.

India's oil marketing companies plan to expand the nation's crude oil refining capacity by 35-40 million tonnes by fiscal 2030, reaching a total capacity of 295 million tonnes. This expansion, driven by increasing domestic demand, will require an investment of ` 1.9-2.2 lakh crore, with a majority of the additions coming from brownfield projects, minimizing risks and ensuring steady returns

As of 2024, India's process plant and equipment market is valued at approximately USD 14.7 billion and is expected to grow at a compound annual growth rate (CAGR) of 8.5% over the next five years, reaching around USD 22.3 billion by 2029. This growth is driven by increased investments in manufacturing infrastructure, the adoption of advanced technologies, and the government's 'Make in India' initiatives, which are creating a favorable business climate.

Other Industry Opportunity (2/2)



In 2023, the Indian waste management market was valued at USD 25.1 billion, and it is projected to reach USD 39.07 billion by 2030, growing at a CAGR of 6.5% from 2023 to 2030. India generates 62 million tons of waste annually, both recyclable and non-recyclable, with an average growth rate of 4% per year. Solid waste, plastic waste, and electronic waste (E-waste) are the primary waste categories.

The engineering sector is the largest industrial sector in India, accounting for 27% of all factories in the industry and representing 63% of the total foreign collaborations. The demand for engineering services is being driven by capacity expansions in key industries such as infrastructure, power, mining, oil and gas, refineries, steel, automotive, and consumer durables.

The transportation sector is expected to remain stable, despite short-term dips in ridership. The government is likely to continue advancing large-scale infrastructure projects to meet long-term goals of optimizing urban and regional mobility. The future will see a strong focus on smart and sustainable mobility technologies, which are set to become central in the coming years.

India's energy demand is projected to grow more than any other nation due to its size and potential for development. The country has set ambitious targets, aiming for net zero carbon emissions by 2070 and meeting 50% of its electricity requirements from renewable sources by 2030. As of March 2024, renewable energy sources, including biomass, waste-to-power, and waste-to-energy, had a combined installed capacity of 143.64 GW. India aims to achieve 450 GW of renewable energy capacity by 2030, with around 280 GW (over 60%) expected to come from solar energy.

Industry Revenue Mix

PRODUCTS
Bus Transfer System

CLIENT PROFILES
GENCOs, Refinery,
Process Industry

APPLICATIONS
Critical application of
process continuity

PRODUCTS
Control Relay Panels & CLiP FCL

CLIENT PROFILES
Power and Utilities

APPLICATIONS
Transmission and Distribution of
electricity from High Tension to
Low Tension

PRODUCTS
Ultracapacitors & UCPPS

CLIENT PROFILES
Defence

APPLICATIONS
Critical application of
Engine Starting Devices

PRODUCTS
Bestcase

CLIENT PROFILES
Defence and Small Industries

APPLICATIONS
Rigid industrial plastic enclosures
with customised design for
keeping tools and tackles

PRODUCTS
Waste To Compost Machine

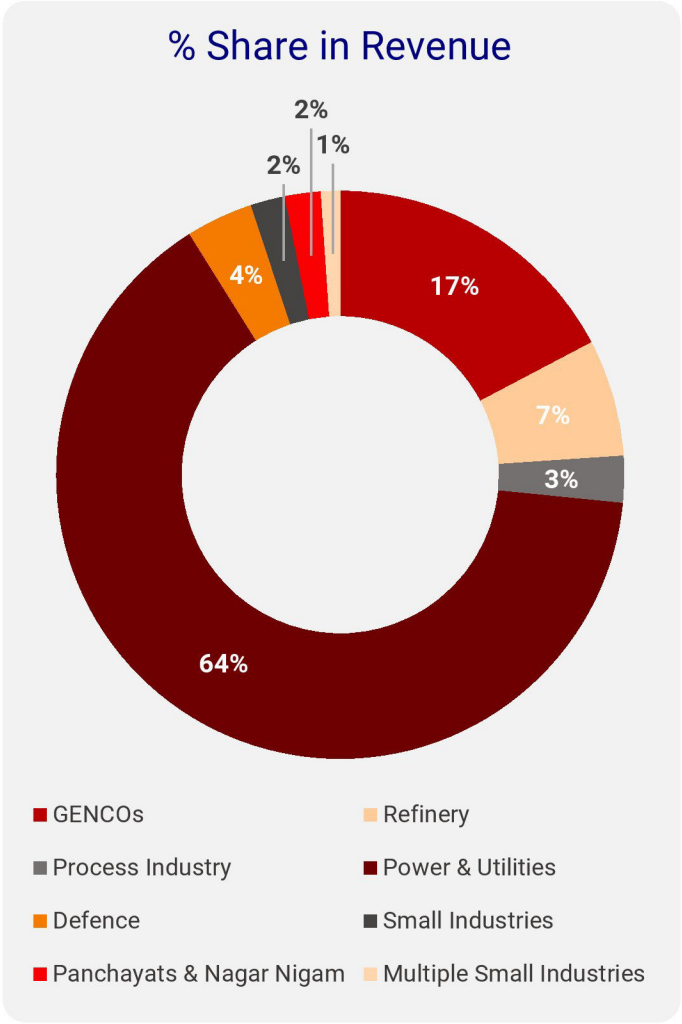
CLIENT PROFILES
Panchayats and Nagar Nigam

APPLICATIONS
Clean tech initiative offering
conversion of organic waste
to manure

PRODUCTS
Trading & Others

CLIENT PROFILES
Multiple Small Industries

APPLICATIONS
Miscellaneous



Profit & Loss Statement

(₹ in Lakhs)

PARTICULARS	FY 2023-24 (AUDITED)	FY 2022-23 (AUDITED)	Y-O-Y (%)	FY 2021-22 (AUDITED)	FY 2020-21 (AUDITED)	FY 2019-20 (AUDITED)
Revenue from Operations	3,269.25	2,164.67	51%	1,635.96	1,092.83	1,004.40
Other Income	327.24	229.33	43%	181.98	94.38	78.17
Total Revenue	3,596.49	2,394.00	50%	1,817.94	1,187.20	1,082.57
Cost of materials consumed	2,194.77	1,466.25	50%	1,065.92	545.05	516.95
Change in inventories of finished goods and work in process	(24.82)	(139.88)	-	(1.85)	31.62	26.31
Employee benefit expenses	415.86	370.01	12%	271.59	272.15	251.27
Finance Cost	56.19	27.96	101%	17.08	16.09	9.53
Depreciation & Amortization expenses	35.24	31.78	11%	19.96	21.05	19.09
Other expenses	643.90	438.08	47%	273.28	199.57	187.10
Total Expenses	3,321.14	2,194.20	51%	1,645.99	1,085.53	1,010.25
Profit Before Tax (PBT)	275.35	199.80	38%	171.95	101.67	72.32
Tax Expenses	131.06	61.69	112%	30.22	17.84	13.21
Profit After Tax (PAT)	144.29	138.11	4%	141.73	83.83	59.12
EPS	1.36	1.30	5%	1.34	1.19	0.08

Note: Data for the year ended March 31
All the numbers are on Standalone basis

Balance Sheet

(₹ in Lakhs)

Particulars	H1 FY 2024-25	FY 2023-24	FY 2022-23	FY 2021-22	FY 2020-21	FY 2019-20
EQUITY & LIABILITIES						
Share Capital	1,588.52	1,059.01	1,059.01	1,059.01	706.01	706.01
Reserves & Surplus	1,725.36	2,060.04	1,969.97	1,891.26	2,083.51	1,999.70
Non-Current Liabilities	32.02	29.84	34.29	31.14	6.65	6.31
Short-Term Borrowings	417.54	410.94	265.89	65.18	87.55	173.58
Trade Payables	537.00	556.18	463.24	417.25	148.60	175.91
Other Current Liabilities	34.10	67.85	45.60	59.80	8.68	46.03
Short-Term Provisions	201.07	79.90	24.44	38.67	70.64	16.81
Total	4,535.61	4,263.76	3,862.44	3,562.31	3,111.64	3,124.35
ASSETS						
Property, Plant & Equipment	356.75	345.70	317.29	310.75	219.92	229.84
Non-Current Assets	1,078.46	1,068.30	1,077.93	1,301.90	1,246.37	1,200.17
Current Invetment	1,092.39	873.16	511.28	812.49	588.91	746.19
Inventories	696.72	682.10	447.64	244.78	202.81	282.94
Trade Receivables	713.51	943.26	1,059.68	650.74	635.00	454.09
Cash & Cash Equivalentents	377.61	226.19	131.82	121.72	99.49	76.01
Short-Term, Loans & Advances	74.91	2.75	98.61	65.25	83.32	94.18
Other Current Assets	145.26	122.30	218.19	54.68	35.82	40.93
Total	4,535.61	4,263.76	3,862.44	3,562.31	3,111.64	3,124.35

Note: Data for the year ended March 31
 Data as on September 30, 2024 for H1 FY 2024-25 (Unaudited)
 All the numbers are on Standalone basis

Cash Flow Statement

(₹ in Lakhs)

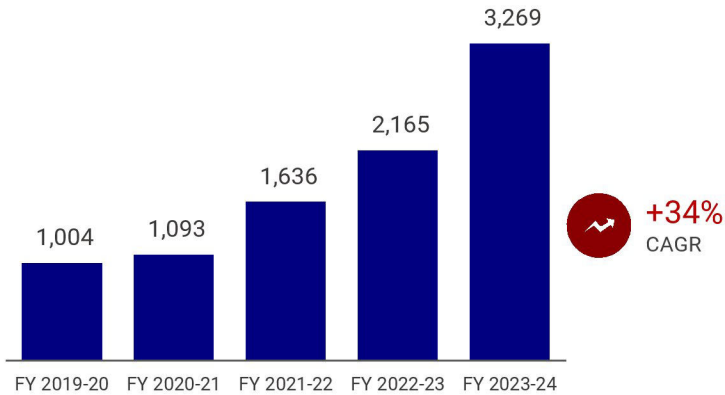
PARTICULARS	H1 FY 2024-25	FY 2023-24	FY 2022-23	FY 2021-22	FY 2020-21	FY 2019-20
Net Profit Before Tax	341.18	144.29	138.11	141.73	83.83	59.12
Adjustments: Non-Cash or Other Financial items	(174.84)	(122.99)	(46.07)	(115.95)	(39.85)	(39.01)
Operating profit before working capital changes	166.34	21.30	92.04	25.78	43.98	20.11
Adjustments: Working capital	12.60	216.78	(713.78)	142.81	(107.50)	15.05
Cash generated from Operations	178.94	238.08	(621.74)	168.59	(63.52)	35.16
Tax Paid	4.86	(14.86)	(57.74)	(18.80)	(5.65)	(15.05)
Net Cash from Operating Activities	183.80	223.22	(679.48)	149.79	(69.17)	20.11
Net Cash from Investing Activities	(17.14)	(186.33)	563.97	(57.49)	190.17	(492.12)
Net Cash from Financing Activities	(15.24)	57.48	125.61	(70.07)	(97.52)	133.09
Net Increase in Cash and Cash Equivalents	151.42	94.37	10.10	22.23	23.48	(338.92)
Cash and Cash Equivalent at the beginning	226.19	131.82	121.72	99.49	76.01	414.93
Cash and Cash Equivalent at the end	377.61	226.19	131.82	121.72	99.49	76.01

Note: Data for the year ended March 31
 Data as on September 30, 2024 for H1 FY 2024-25 (Unaudited)
 All the numbers are on Standalone basis

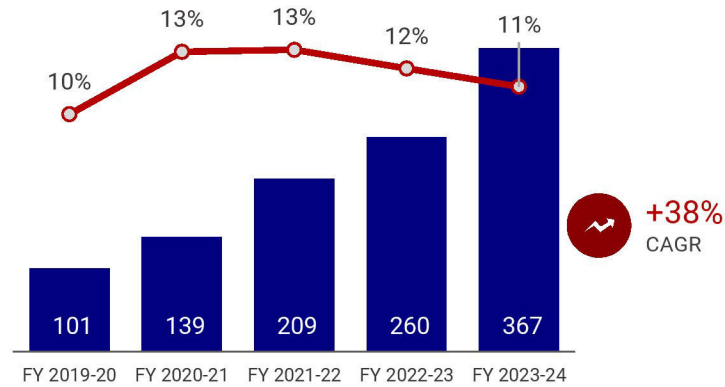
Strong Financial Performance

(₹ in Lakhs)

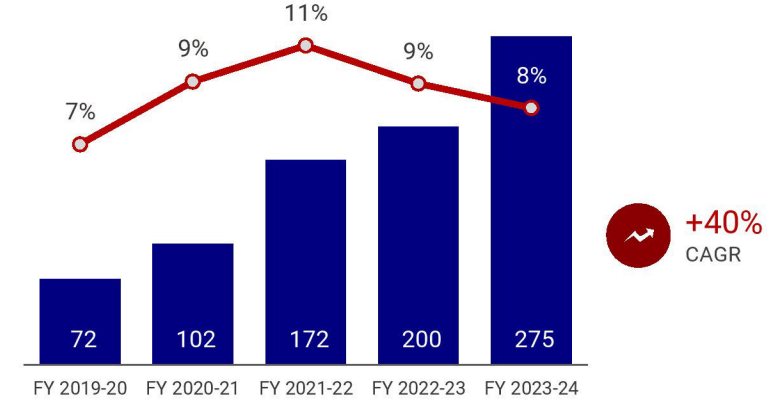
REVENUE FROM OPERATIONS



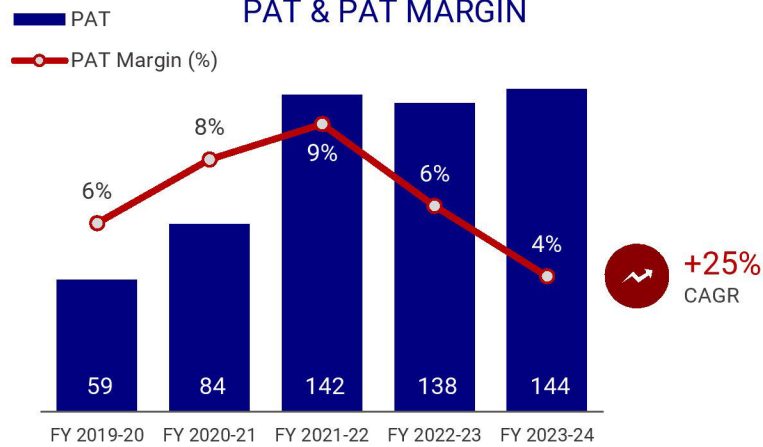
EBITDA & EBITDA MARGIN



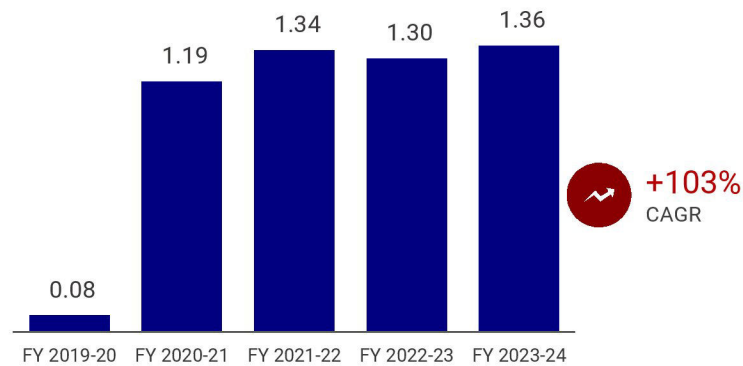
PBT & PBT MARGIN



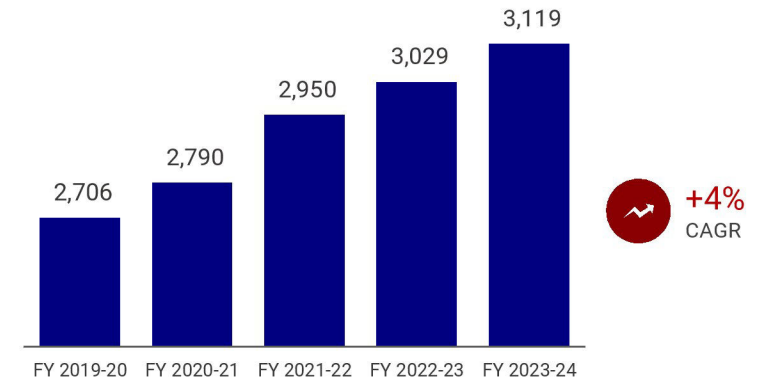
PAT & PAT MARGIN



EARNINGS PER SHARE



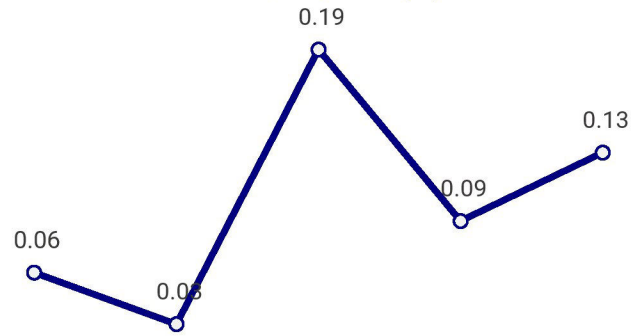
NETWORTH



Note: Data for the year ended March 31
All the numbers are on Standalone basis and are rounded off to the nearest value

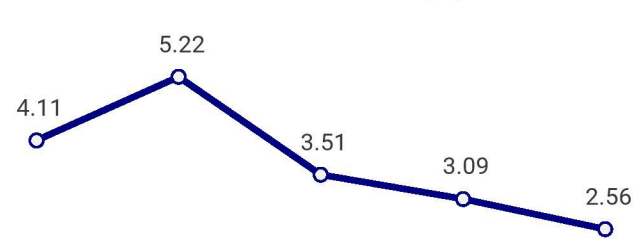
Ratio Analysis

DEBT/EQUITY (X)



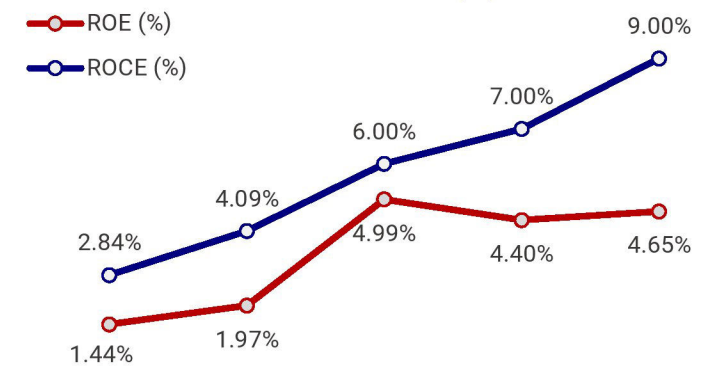
FY 2019-20 FY 2020-21 FY 2021-22 FY 2022-23 FY 2023-24

CURRENT RATIO (X)



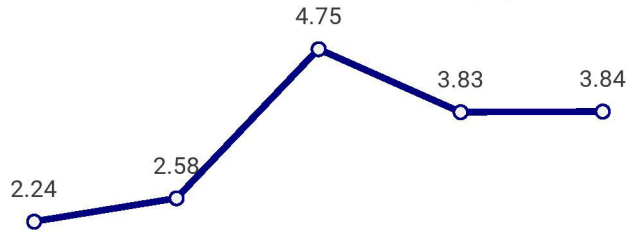
FY 2019-20 FY 2020-21 FY 2021-22 FY 2022-23 FY 2023-24

ROE & ROCE (%)



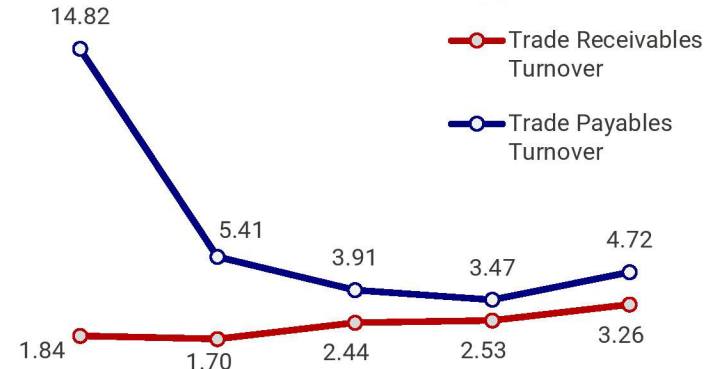
FY 2019-20 FY 2020-21 FY 2021-22 FY 2022-23 FY 2023-24

INVENTORY TURNOVER (X)



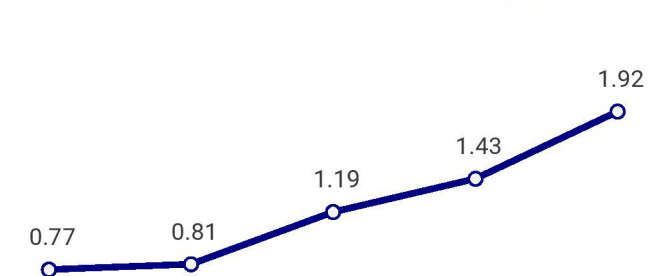
FY 2019-20 FY 2020-21 FY 2021-22 FY 2022-23 FY 2023-24

TRADE TURNOVER (X)



FY 2019-20 FY 2020-21 FY 2021-22 FY 2022-23 FY 2023-24

NET CAPITAL TURNOVER (X)



FY 2019-20 FY 2020-21 FY 2021-22 FY 2022-23 FY 2023-24

Note: Data for the year ended March 31
All the numbers are on Standalone basis and are rounded off to the nearest value

Future Growth Drivers

Value Addition

Leveraging our R&D expertise, we develop innovative solutions that address existing challenges across the industries we serve. Our focus spans Power & Utilities, Refineries, Process Industries, and Defence, where we drive meaningful impact and deliver enhanced value through tailored applications

Make In India

Acquire advanced technologies from overseas markets that are undervalued due to being capital-intensive or in developmental stages. Bring these technologies to India for further R&D and manufacturing, fostering innovation and boosting local production capabilities

Work on Dual Mode of Product and Projects

Products and Projects
Our focus on both products and projects enables balanced growth. Products provide consistent revenue streams and healthy margins, while projects offer the "X-factor" that propels us into advanced technology domains, allowing us to carve out a unique position in the market

Go Global - Act Local

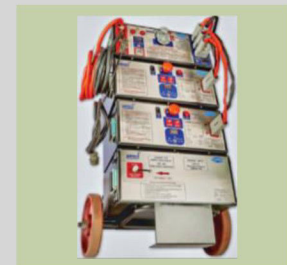
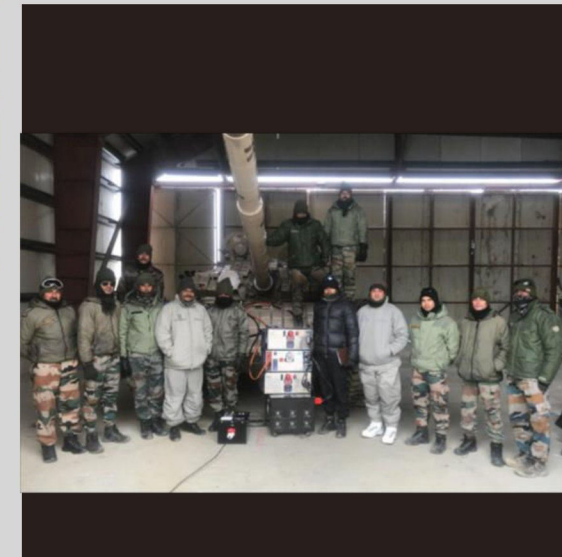
Establish a strong presence in international markets while leveraging our Indian manufacturing capabilities as a robust support system, ensuring seamless production and adaptability to local market needs

Lean Model

We operate on a lean model with minimal borrowing, allowing us to maintain a cash-rich status. This approach contributes to a strong balance sheet and enhances liquidity, ensuring financial stability and operational flexibility

Bullish on Our Defence Portfolio

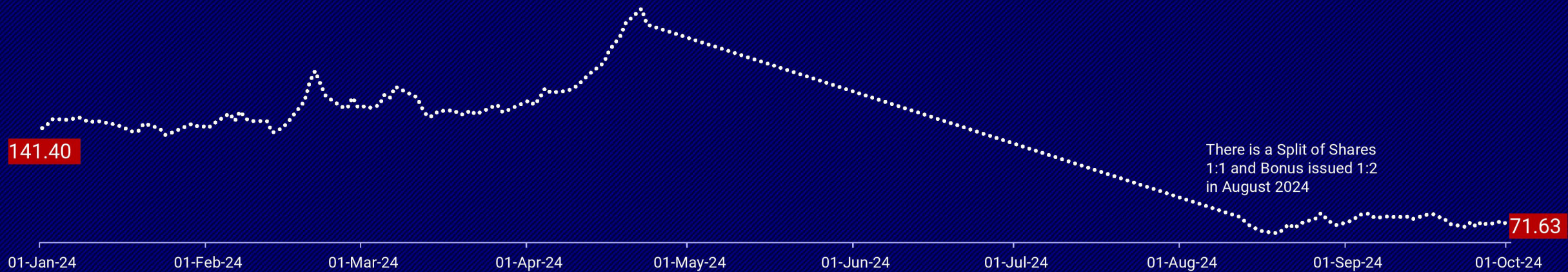
AAPM (Alternate Adaptive Power Module) is an advanced power supply unit designed to ensure a continuous and reliable power source for various applications, particularly in the context of Armored Fighting Vehicles (AFVs) and other systems.



KrankKing® - Ultracapacitors for 'A' Vehs is the latest advanced Ultracapacitor Based Jump Start System for Vehicles / Equipment. It provides the high cranking current (pulse power) required to jump start all types of 'A' & 'B' Vehicles.



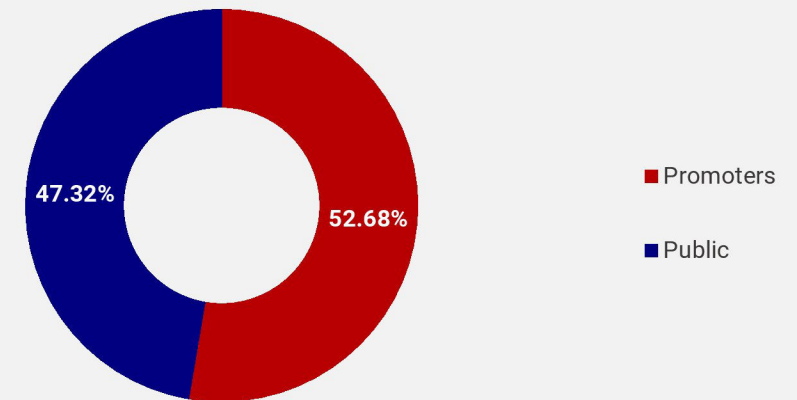
SHAREHOLDERS' VALUE CREATION



Stock Data (As on 30th Sept 2024)

Market Capitalization (₹)	23,951.68 Lakhs
Shares Outstanding	317.70 Lakhs
Free Float	47%
Symbol (NSE/BSE)	AARTECH/542580

Shareholding Pattern (%) (As on 30th September 2024)



Winning Customers across the Globe

The collage features logos for the following customers:

- CLIP:** Holcim, SIEMENS, ONGC, NSRP, OXY, PETRONAS, HANIL CEMENT, FUJAHRAH CEMENT INDUSTRIES, Ambatovy, Schneider Electric, ptt, etc.
- CRP:** PDD, pstcl, PSPCL, etc.
- SIEMENS:** SIEMENS, BTS, Schneider Electric, etc.
- UCAP:** APGENCO, JSW, etc.
- WTC:** Statkraft, etc.
- WTD:** etc.
- BESTCASE:** thybölt, etc.
- Other notable logos:** NPCIL, HALDIA PETROCHEMICALS LTD, C/PGCL, NTPC, BHEL, APGENCO, MANATEC, CH Guardian International Limited, Ceresonant, ADDVERB, innot, NCC, RECHINTONES, LE LOCUS, AZE Safety, MESSER, etc.



THANK YOU

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