



DATE: 10TH November, 2025

To,
National Stock Exchange of India Limited,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E)
Mumbai – 400051

Scrip Symbol: PARTH

Sub.: Submission of Investor Presentation Under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015

Dear Sir / Madam,

With reference to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to submit the Investor Presentation as part of our commitment to transparent communication with our stakeholders.

Please take the same on your record.

Thanking you,
Yours faithfully,

For PARTH ELECTRICALS & ENGINEERING LIMITED

BHAVIN KISHORBHAI CHAVDA
CHIEF FINANCIAL OFFICER



Parth Electricals & Engineering Ltd.

A Renowned Manufacturer and Service Provider in the Electrical Power Transmission & Distribution space with in-house R&D and design capabilities.



Watch Video

Earnings Call Presentation

H1FY2026

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Our Journey & Management

Milestones



Mr. Jignesh Patel
started proprietorship
firm after spending
10+ years in
Corporate



2005

Conversion into Private
Limited with an immediate
focus on Services vertical

2007

Set-up **Manufacturing**
facility for **MV Panels**

2009

Expanded facility with **state-
of-the-art CNC machineries**

2010

**Entered EPC & got awarded
the first major GIS substation
project from GETCO**

2012

**Became Pfisterer
Partner in India** for
providing value added
solutions & products

2018

Our services team got **specialized
training on HV Cable and Cable
termination & joints** in Pfisterer
GmbH, Switzerland

2017

Trained our Mfg. and Services
team in **China for handling HV
GIS for Installation, Testing and
Commissioning**

2016

**Awarded EPC projects from
utilities (GETCO & UPPTCL)
and private cos (Linde)**

2015

Expanded facility by
addition of shopfloor area

2014

**Signed a Technology Transfer
agreement with Schneider
SAS** for manufacturing RMUs
& successfully **type tested**
the same at **National Testing
Lab, ERDA**

2020/21

**Signed a Technology Transfer
agreement with Schneider
SAS** for manufacturing CSS

2022

- Awarded one of the **largest projects
(under RDSS Scheme) for supply of
RMUs in Gujarat Discoms;**
- Signed a **Technology Transfer
Agreement with Hezong**, for the
manufacturing of 11KV to 40.5 KV GIS
and 33KV RMU

2023

Expanded facility with
**additional CNC Machines,
robotic welding machine** and
additional shopfloor space

2024

- Listed on **NSE Emerge** platform.
- Construction of new GIS plant
started in Sept 2025
- Rented manufacturing facility in
Odisha (Temporary basis) to
capitalize on opportunities in
Eastern region.

2025

Mr. Jignesh Patel

Managing Director

Mr. Jignesh Patel graduated from BVM Engineering College, SP University, to pursue a Bachelors of Engineering (B.E.) in electrical engineering technologies

Post his graduation, he worked with Jyoti Ltd for a year & with Siemens Ltd. for 8 years across divisions such as Customer Services, Sales & Marketing, Project Execution

Started entrepreneurial journey in 2005 providing electrical equipment services.

Mrs. Jemini Patel

Director

Mrs. Jemini Patel is a science graduate and has been working in Parth Electricals since inception.

She has worked across all levels of the organization, starting with General Administration, Commercial Offers, Accounts, Project Management, before taking up the operations side of the business since the last 5 years.

She has developed strong expertise in manufacturing processes, productivity, and people management.

Mrs. Karuna Advani

Independent Director

Mrs. Karuna Vinod Advani is a law graduate and has been a practicing Company Secretary with since 2002

She has served as a Compliance Officer for a listed entity for about 13 years

Mr. Prashant Patel

Independent Director

Mr. Prashant Patel is a commerce and law graduate, a member of the Institute of Company Secretaries of India, and an Insolvency Professional

He has been practicing CS for 10 years and has over 17 years of professional experience

Mr. Ravindra Badaya

Independent Director

Mr. Ravindra Badaya has been in practice as a Chartered Accountant since 1990

He is also a qualified Company Secretary from Institute of Company Secretaries of India (ICSI)

He has also served as the Chairman of the Jaipur Branch of the Institute of Chartered Accountants of India (ICAI)

Our Core Team



Mr. Jignesh Patel
Managing Director



Mrs. Jemini Patel
Director



Mr. Darshan Shukla
Technical Director
Exp: 33 years



Mr. Sanjay Patel
Works Manager
Exp: 22 years



Mr. Pankaj Nayak
Head, Projects
Exp: 23 years



Mr. Dipesh Kamothi
Head, Services
Exp: 18 years



Mr. Bhavin Chavda
Chief Financial Officer
Exp: 14 years



Ms. Neha Shah
Head, Sales & Marketing
Exp: 10 years



Mr. Vikram Trivedi
GM-Commercial
Exp: 48 years



Mr. Himanshu Brahmhatt
Manager, Purchase
Exp: 22 years



Mr. Ramdutt Dadhich
Head, Corp. Affairs & HR
Exp: 49 years



Mr. Shaurin Patel
Head, Fabrication
Exp: 14 years



Mr. Rajesh Prajapati
Manager, Production
Exp: 18 years



Mr. Joyal Shaherawala
Manager, Planning
Exp: 18 years



Mr. Siddhartha Majumdar
Manager, Testing
Exp: 18 years



Mr. Manoj Sali
Manager, Execution
Exp: 15 years



Mr. Arun Rao
Finance & Accounts
Exp: 45 years

250+ Team | Avg. 20+ years of Industry experience | Avg. association with Parth Electricals since 10+ years

Industry Growth Drivers

Growth Drivers & Trends: Electrical Power Distribution



Boost from Government Policies

- The GoI has kickstarted many initiatives and policies such as the Revamped Distribution Sector Scheme (RDSS) which stands out as a key strategic pillar.
- Designed to enhance the power sector, RDSS offers DISCOMs result-linked financial support to boost operational efficiency. The scheme, operational from FY 2021-22 to FY 2025-26, has an outlay of Rs. 3,03,758 Cr, with a Government Budgetary Support of Rs. 97,631 Cr



Sharp increase in Peak Power Demand

- In the past decade, the peak electricity demand in India has grown from 135 GW in FY'13 to 207 GW in FY'23 (CAGR of 4 percent). The Central Electricity Authority (CEA) estimates, the projected peak demand for FY30 to reach 335 GW (60% higher than FY'23)
- Decades of underinvestment in T&D infrastructure and increasing demand for the reliable delivery of electricity will entail significant investments.



Evolution of the demand to RMUs & CSS

- RMUs have replaced conventional transformers and are seen to be extremely dependable, safe, compact and simple to maintain.
- End-use industries are installing ring main units (RMUs) as secondary distribution source to ensure reliable power supply
- Within RMU, the gas insulated segment is anticipated to experience the fastest growth on account of increasing application of gas insulated RMUs in power grids, underground installations, wind power plants, and mining applications.

Growth Drivers & Trends: Electrical Power Distribution

A wide-angle photograph of a vast solar farm with rows of blue photovoltaic panels stretching towards a clear blue sky.

Transition to Clean Energy

- India's shift towards sustainable development is clear, with a 50% increase in the 2024 power sector budget. Focus areas include green hydrogen, solar power, and green-energy corridors.
- The Ministry of Power has been allocated ₹205.02 billion, and the Ministry of New and Renewable Energy has been allocated ₹128.50 billion. As fossil fuels decline, the emphasis on clean energy is imperative.

A perspective view of a modern data center aisle, showing rows of server racks on both sides, illuminated with blue light, and a highly reflective floor.

Boom in Data Centres

- According to McKinsey, India's data center demand is expected to surge from 1.2 GW in 2024 to 4.5 GW by 2030, primarily due to AI and digital adoption across sectors. Electrical control panels ensure seamless power distribution and management, maintaining operations during power surges or outages.

Our Business

Business Overview



Manufacturing & Supply	<ul style="list-style-type: none">▪ RMU under the Technology Transfer agreement with Schneider Electric SAS, France▪ PSS / CSS under the Technology Transfer agreement with Schneider Electric SAS, France▪ MV Switchgear Panels as a Licensee / Outsourcing Partner of Schneider Electric India Limited▪ Control & Protection Relay Panels▪ Earth Link Boxes for High Voltage cable grounding▪ E-House▪ Metering Panels for HT consumers
Services & EPC	<ul style="list-style-type: none">▪ Complete Installation, testing, commissioning services for Electrical Substations & Power Cables up to 220KV▪ Health check-up of all MV, LV, HV & EHV switchgears and panels▪ Specialized installation & commissioning services for GIS up to 400 kV & AIS up to 220kV▪ Certified to provide specialized services for installation and assembling of cables systems accessories from Pfisterer Switzerland AG and Raychem joints and terminations up to 220KV cable▪ Repair & Refurbishment of RMUs: Provide service to clients to optimize the remaining life of switchgears instead of scrapping them

Business Verticals	Current Range
Products:	
Ring Main Units (RMU)	11KV – 22KV
MV Panels	11KV – 33KV
Compact Substations CSS / PSS	11KV, 22KV & 33KV (Up to 5 MVA)
Earth Link Box	For grounding up to 220 KV cables
Control & Relay Panels	33KV TO 132KV
Metering Panels	11KV, 22KV & 33 KV
Services & EPC:	
Specialized Services	415V to 220KV (Voltage Range)
Air Insulation Substations	Up to 220KV (Installation & Commissioning)
Gas Insulated Substations	Up to 400KV (Installation & Commissioning)

Financial Snapshot (Amounts in Cr)

	Total Revenue	EBITDA	PAT
FY'24 (Audited)	87.19	9.05	4.60
FY'25 (Audited)	176.20	17.53	10.12
H1 FY'26 (Unaudited)	81.11	9.54	6.10

Strong Order Book of INR 137.36 Cr as on 30th September expected to be executed during FY26 & partly in Q1FY27:

Products:	Order Book (in Cr)
Manufacturing & Supply	54.55
EPC	32.39
Services	50.42
Total	137.36

Our Manufactured Products



RMU



MV Panels



LT Panels



Control & Relay Panels



Smart RMU



PSS



CSS



Earth Link Boxes





As a part of our ever-growing aspiration to provide better services and products to our customers, Parth Electricals has partnered with Schneider Electric in a *License agreement*. Under this agreement, we are authorized by Schneider Electric to manufacture, assemble, test, market and sell the product as per Schneider's type tested design and transfer of technology. Schneider Electric (Licensor) shall provide Parth (Licensee) with all technical information required to manufacture Schneider Electric make **RMU & CSS/PSS**. We firmly believe that our combination of strong engineering & project management skills coupled with Schneider's product expertise and quality standards will allow us to serve end to end requirements of our customers.



Parth entered into a Technology Transfer Agreement with Hezong Science and Technology Co. Ltd in August 2023 for the manufacturing of **11KV to 40.5 KV GIS and 33KV RMU** to cater to domestic utilities and industries. Hezong is a high-tech publicly listed entity providing technological solutions to their customers of power distribution and control equipment in the power industry.

Product Range & Key Competitors: Manufactured Products



Products	Our Current Range	Industry Range	Peer Group
Ring Main Unit (RMU)	11kV – 22kV	11kV – 33 kV	Siemens, ABB, CG, Eaton, Lucy, Schneider, Megawin, C-Sec, Eswari
Package Substation (PSS) / Combined Substation (CSS)	11kV – 33kV	11kV – 33 kV	Siemens, ABB, C-Sec, Megawin, Voltamp, TMC, Sudhir Power.
Medium Voltage Panels / MV Panels	11kV – 33kV	11kV – 33 kV	Siemens, ABB, CG, Jyoti, BHEL, Schneider, Stelmec
Control and Relay Panel (CRP)	33kV – 132kV	33kV – 132kV	Siemens, ABB, Popular, Stelmec
Low Voltage Panels / LV Panels	415V – 680V	415V – 680V	Marine Electricals, Tricolite, Siemens, ABB, other local players
Gas Insulated Switchgear (GIS)	Up to 33KV GIS production target by September 2026 at Karachiya, Savli (New GIS Plant, Vadodara)	11kV – 33 kV	Siemens, ABB, CG, Schneider, BHEL
		66kV – 132kV	Siemens, Hitachi, CG, Schneider, BHEL, GE, Toshiba, Hyosung
		220kV	Siemens, Hitachi, CG, Schneider, BHEL, GE, Toshiba, Hyosung

Competitive Advantages & Strategies



- Enter in a long-term association for recruiting fresh technical workforce with ITI & Engineering institutes.
- Train our existing and new employees **in-house training center** for present & future needs.

Training Center

Focus on Refurbishment market

- **Pioneered RMU refurbishment in India:** Reduced CapEx by 70% through refurbishment of existing assets (RMU).
- Beneficiary customers - CESC, UGVCL, and Bihar State Electricity
- **Aim to replicate on a larger base in domestic market & international market.**

Export Strategy

UL certification by Q3FY26. Initiated efforts to boost exports to markets such as Africa, USA and Canada.

Focus on Specialized Services

- 35+ employees are currently involved in rendering specialized services.
- **Increase the contribution of value-added services leading to further margin expansion.**

Our Valued Clients

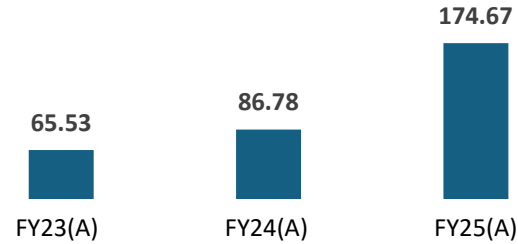


Financial Analysis

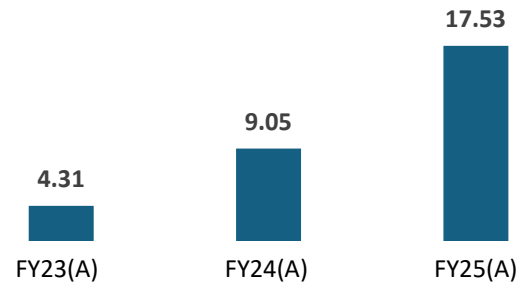
Financial Assessment | Profit & Loss



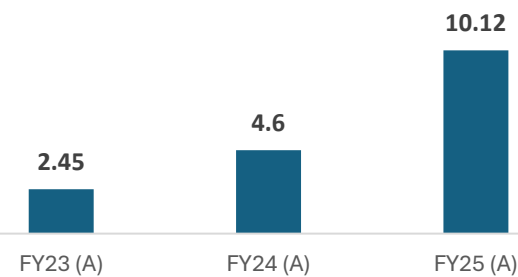
Net Revenue excl Other Income
(in Cr)



EBITDA (in Cr)



PAT (in Cr)



Restated P&L (In INR Cr)	FY23 (A) 12 months	FY24 (A) 12 months	FY25 (A) 12 months	H1FY26 (U/A) 6 months
Net Revenue (excl. other income)	65.53	86.78	174.67	80.40
Less: Cost of Goods Sold	49.66	62.85	138.22	57.74
Gross Margin	15.87	23.93	36.45	22.66
Gross Margin %	24.22%	27.57%	20.87%	28.18%
Less: Other Operating Expenses [#]	11.56	14.89	18.92	13.12
EBITDA	4.31	9.05	17.53	9.54
EBITDA %	6.58%	10.43%	10.04%	11.87%
Less: Depreciation	0.71	1.55	1.78	1.08
EBIT	3.60	7.50	15.75	8.46
EBIT %	5.49%	8.64%	9.02%	10.52%
Less: Interest	1.00	1.72	3.72	0.94
Add: Other Income	0.17	0.38	1.53	0.71
Less: Taxes	0.31	1.55	3.45	2.13
Profit after Tax	2.45	4.60	10.12	6.10
PAT %	3.74%	5.31%	5.79%	7.59%

[#]One-time provisioning of all past period gratuity and leave encashment has been considered under other operating expenses.

Financial Assessment | Balance Sheet



Working Capital Cycle (in days)	Basis H1FY26
Debtor Days	54
Inventory Days	76
Payable Days	64
Working Capital Cycle / Cash Conversion Cycle	66

Key Ratios & Metrics:	FY23	FY24	FY25	H1FY26
	(Restated Audited)			U/A
Debt / Equity	0.88	1.09	0.82	0.13
Current Ratio	1.05	1.01	1.17	2.47
RoE*	26%	32%	25%	11%
RoCE*	20%	25%	21%	14%

*ROE & ROCE calculated on an annualized basis for H1FY26. Decrease in RoE and RoCE in H1FY26 is due to an equity infusion of 62.05 Cr during H1FY26. (IPO & Pre-IPO)

#One-time provisioning of all past period gratuity and leave encashment has been considered in Long Term provisions

Restated Balance Sheet (in INR Cr)	FY23 (A)	FY24 (A)	FY25 (A)	H1FY26
Equity & Liabilities				6 months- UA
Total Shareholders Funds	9.59	14.51	40.59	108.69
Trade Payables	28.80	30.80	18.03	18.86
Other Current Liabilities	3.58	3.79	11.33	17.35
Long Term Provisions	0.00	0.00	0.00	1.57 [#]
Short Term Provisions	0.29	1.59	3.48	2.52
Short Term Borrowings	5.64	9.42	33.33	14.25
Long Term Borrowings	2.79	6.41	0.00	0.00
Total Liabilities	41.10	52.02	66.17	54.55
Total Liabilities & Equity	50.69	66.53	106.76	163.24
Assets				
PPE, Intangible Assets & Capital WIP	6.64	12.47	22.35	28.73
Non Current Investments & DTA (net)	0.66	0.92	1.27	1.22
Non Current Assets	0.98	4.58	2.84	0.10
Long Term Loans and Advances	2.28	2.57	2.60	2.50
Inventories	9.51	10.36	14.73	22.42
Receivables (Long Term & Short Term)	26.06	24.87	28.12	20.77
Cash & Cash Equivalents	1.95	7.78	27.37	71.53
Short Term Loans & Other Current Assets	2.62	2.99	7.47	15.97
Total Assets	50.69	66.53	106.76	163.24

Financial Assessment | Cash Flow Statement



Restated P&L (In INR Cr)	FY23 (A) 12 months	FY24 (A) 12 months	FY25 (A) 12 months	H1FY26 (U/A) 6 months
Operating Profit before Working Capital changes	4.34	9.22	17.54	9.53
Cash generated from Operating Activities	3.11	7.43	3.78	5.88
Tax (paid) / Refunded	-	0.94	-34.80	-2.52
Net Cash flows from / (used in) Operating Activities	3.11	7.53	0.30	3.36
Net Cash flows from / (used in) Investing Activities	-0.92	-7.69	-10.45	-1.18
Net Cash flows from / (used in) Financing Activities	-1.69	5.99	29.75	41.98
Net Increase / Decrease in Cash & Cash Equivalents	0.49	5.82	19.60	44.16
Cash & Cash Equivalents at the beginning of the year	1.46	1.95	7.78	27.37
Cash & Cash Equivalents at the end of the year	1.95	7.77	27.37	71.53

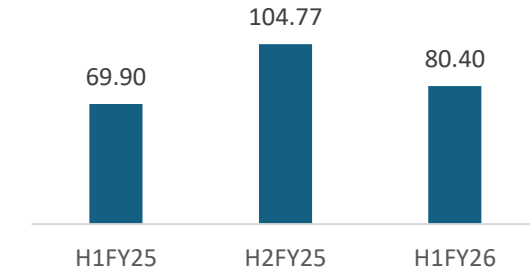
YoY Growth: Half-yearly Results

Financial Assessment | YoY Comparison – P&L

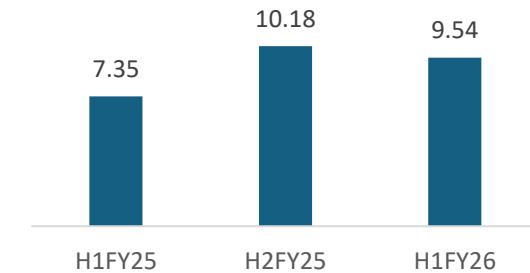


Restated P&L (In INR Cr)	H1FY25 (A) 6 months	H2FY25 (A) 6 months	H1FY26 (A) 6 months	YoY Change
Net Revenue (excl. other income)	69.90	104.77	80.40	▲ 15%
Less: Cost of Goods Sold	54.08	84.14	57.74	7%
Gross Margin	15.82	20.63	22.66	▲ 43%
Gross Margin %	22.63%	19.69%	28.72%	▲ 555 bps
Less: Other Operating Expenses	8.47	10.45	13.12	55%
EBITDA	7.35	10.18	9.54	▲ 30%
EBITDA %	10.52%	9.72%	11.87%	▲ 135 bps
Less: Depreciation	0.86	0.92	1.08	26%
EBIT	6.49	9.26	8.46	▲ 30%
EBIT %	9.28%	8.84%	11.19%	▲ 124 bps
Less: Interest	1.42	2.30	0.94	-34%
Add: Other Income	0.45	1.08	0.71	58%
Less: Taxes	1.4	2.05	2.13	52%
Profit after Tax	4.12	6.00	6.10	▲ 48%
PAT %	5.89%	5.73%	7.59%	▲ 170 bps

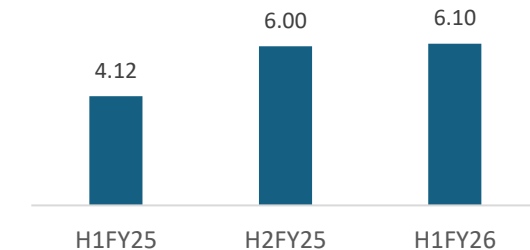
Net Revenue excl. other income (in Cr)



EBITDA (in Cr)



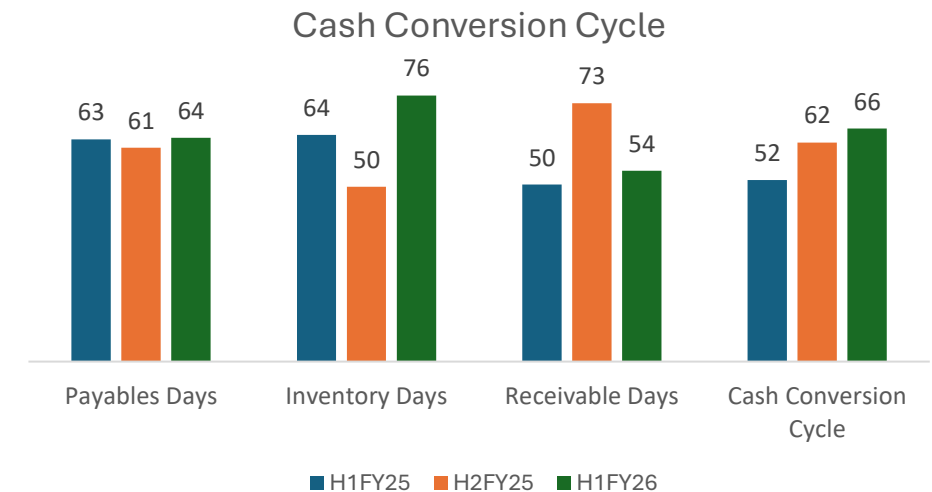
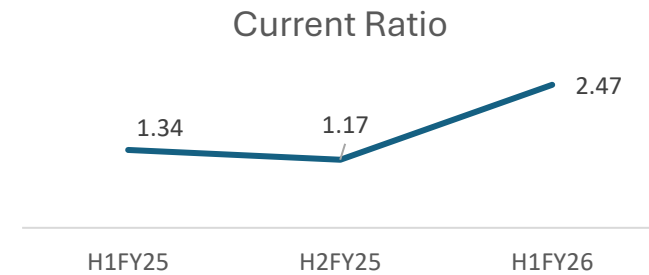
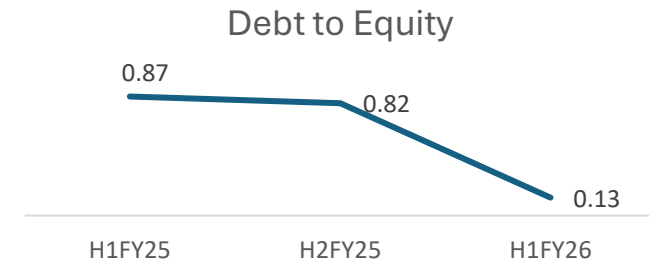
PAT (in Cr)



Financial Assessment | YoY Comparison – B/S



Restated Balance Sheet (in INR Cr)	H1FY25 (A) 6 months	H2FY25 (A) 6 months	H1FY26 (UA) 6 months
Equity & Liabilities			
Total Shareholders Funds	34.60	40.59	108.69
Trade Payables	18.72	18.03	18.86
Other Current Liabilities	4.25	11.33	17.35
Long Term Provisions	0.00	0.00	1.57
Short Term Provisions	1.42	3.48	2.52
Short Term Borrowings	22.75	33.33	14.25
Long Term Borrowings	7.39	0.00	0.00
Total Liabilities	54.53	66.17	54.55
Total Liabilities & Equity	89.12	106.76	163.24
Assets			
PPE, Intangible Assets & Capital WIP	14.59	22.35	28.73
Non Current Investments & DTA (net)	0.98	1.27	1.22
Non Current Assets	8.04	2.84	0.10
Long Term Loans and Advances	2.31	2.60	2.50
Inventories	19.10	14.73	22.42
Receivables (Long Term & Short Term)	19.27	28.12	20.77
Cash & Cash Equivalents	18.30	27.37	71.53
Short Term Loans & other C/Assets	6.52	7.47	15.97
Total Assets	89.12	106.76	163.24



Source of Funds & Application



Particulars (Pre IPO / IPO)	Timeline	No. of shares	Price per share	Equity Raise (in Cr)
Pre IPO Round 1 (post filing DRHP)	May 2025	5,40,000	170	9.18
Pre IPO Round 2 (post filing DRHP)	July 2025	1,85,000	170	3.145
IPO	Aug 2025	29,24,800	170	49.72
Total Equity Capital Raised (post DRHP filing)				62.05



Objects / Growth Plans	Utilisation (in Cr)	Comments
• Setting up Unit-2 at Karachiya, Vadodara for manufacturing GIS for 33KV, 66KV, 132KV & 220KV	20	Parked in FD
• Setting up a Manufacturing Unit at Khordha, Odisha	19	Parked in FD
• Repayment of short-term borrowings	15	Utilized as specified
• Miscellaneous & General Corporate Purpose	8	
Total Utilization of Pre-IPO & IPO funds	62	

All figures in Cr

Particulars of CapEx : Pre & Post Listing	Pre Listing CapEx	Post Listing CapEx up to 30 th Sep, 2025	Total CapEx up to 30th Sep, 2025
Odisha	-	0.97	0.97
GIS, Vadodara	4.43	1.10	5.53
Skill Development Centre, Vadodara	3.41	1.36	4.77
Total	7.84	3.43	11.27

Odisha, Khorda



Skill development Centre, Savli,
Manjusr, Vadodara



GIS Factory, Karachiya, Vadodara



Recent Business Updates up to H1FY2025



Additional 15000 sq feet of shop floor has been added to the existing manufacturing set-up. This has increased our RMU capacity to 300 units monthly from 200 units & our MV switchgear capacity to 1400 units from 1000 units starting from January 2025. We have also completed the civil construction for automatic powder coating in February 2025 with a shopfloor space of 6000 sq feet leading to production efficiency and improved printing quality.

Company has acquired land for the proposed manufacturing unit (adjacent land to our existing manufacturing unit) in Karachiya, Vadodara, Gujarat, India. This total facility spans ~15,000 sq. meters & we plan to establish a GIS manufacturing facility at Unit-2 in Vadodara. We expect to complete the major construction activities by June-July 2026 & commence commercial production by September 2026.

Received a single window clearance from Odisha State Industry department & expect to complete the civil work by January 2026 & commence commercial production by May 2027. However, to capitalize the opportunity available in Eastern region, we decided to set up a temporary rented facility of about 23000 sq ft of shop floor space.

Training & skill development center with a plan to commence operations from Q3FY26. This will help create an additional skilled manpower pool of 300 employees for our need of future expansions of the company up to FY28.

Recent Business Updates up to H1FY2025



Onboarded Mr. Darshan Shukla as a Technical Director. He is an Electrical Engineer with 33 years of comprehensive EPC experience in the field of Design Engineering, Project Management & Commissioning of Gas and Coal based Power Projects of ratings ranging from 100 MW to 5000 MW in various Indian and International locations and Engineering for refineries like IOCL, HPCL, Exxon Mobil, etc.

Signed an agreement with Schneider to manufacture 11KV up to 33KV MV switchgear panels market under our brand *PARTH*. This is over and above outsourcing requirements of Schneider for their own plant.

Awarded our largest ever export order of \$4.8 million for supplying LT panels to Mesabi Metallica Company LLC for their direct-reduction grade palletization project in Nashwauk, Minnesota, USA. Parth has applied for its UL certification & this further opens export opportunities in USA & Canada markets.

- Received Export order from Bhutan for supply of 5 Nos Compact Substations, worth 6 Cr in September 2025.
- Received ARC for supply of RMUs in Odisha State worth 10 Cr (to be executed in 1 year).
- Orders worth 15 Cr for supply of RMUs from Gujarat State received in October 2025
- Received Service & EPC orders worth 29 Cr in October 2025



PARTH ELECTRICALS & ENGINEERING PVT. LTD.



This is to certify that Parth Electricals and Engineering Private Limited has successfully completed the assessment conducted by Great Place To Work® India, and is certified as a great workplace. Category: Mid-Size Organizations

This certificate is valid from December 2024 to December 2025.

Balbir Singh

Balbir Singh
Chief Executive Officer
Great Place To Work®, India

Note: The certificate is valid subject to the terms and conditions agreed to by the organization.

IR Advisory

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KARNAMETIC PARTNERS

PERSPECTIVES | PROPOSITIONS | PARTNERSHIPS