



Delhi ◆ Bangalore ◆ Hyderabad
 Kolkata ◆ Pune ◆ Chennai
 CIN: U74899DL2000PLCI056II
 GSTIN: 07AABCTI5I3DIZY

Date: 14th November, 2024

To, **Department of Corporate Services**National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra Kurla Complex, Bandra,
Mumbai – 400051.

Dear Sir/Madam,

Sub: Intimation under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations") – Investor Presentation.

Ref: Scrip Code: TECHLABS (TRIDENT TECHLABS LIMITED)

Pursuant to the provisions of Regulation 30 of the SEBI Listing Regulation, we are enclosing herewith a copy of the Investor Presentation on Unaudited Standalone and Consolidated Financial Results of the Trident Techlabs Limited for the half year ended September 30, 2024.

This Presentation is also being uploaded on the Company's website at <a href="https://tridenttechlabs.com/">https://tridenttechlabs.com/</a>

Please take the same on your records.

Thanking You,
Yours faithfully,
FOR, TRIDENT TECHLABS LIMITED

SUKESH CHANDRA NAITHANI CEO, CFO & DIRECTOR (DIN: 00034578)

Date: 14th November, 2024

Palec: New Delhi

Trident Techlabs Limited (Formerly Known as Trident Techlabs Pvt. Ltd.) White House, 2nd Floor, 1/18-20, Rani Jhansi Road New Delhi-110055 (India)



## TRIDENT TECHLABS

**Empowering Technology** 

**INVESTOR PRESENTATION NOVEMBER 2024 H1 FY24-25** 



corporate@tridenttechlabs.com



www.tridenttechlabs.com



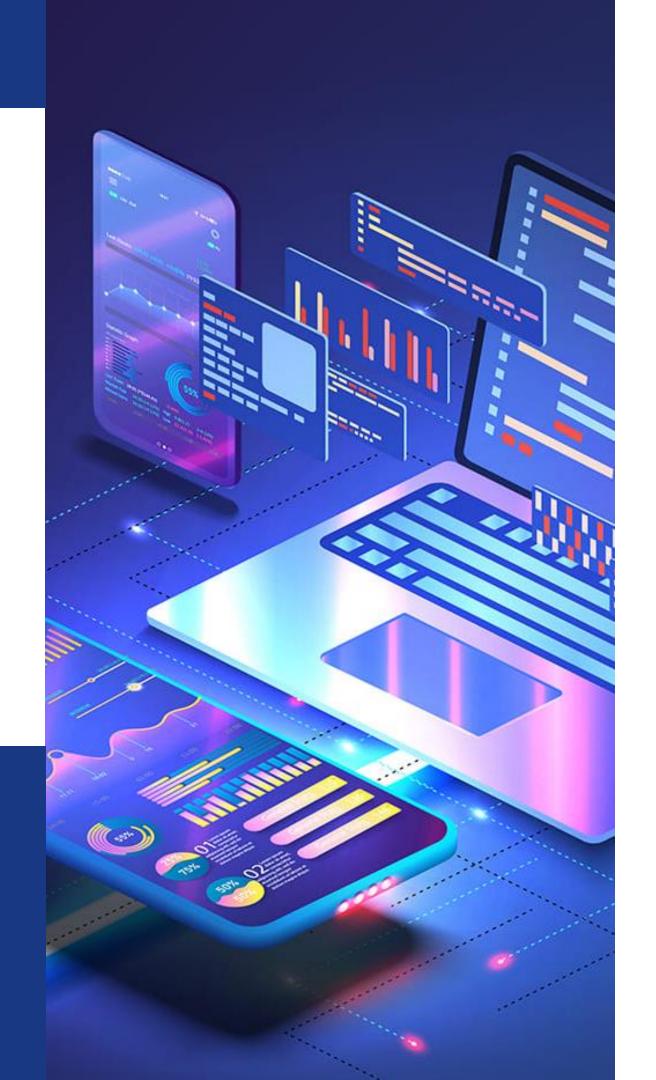
## Disclaimer

This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute prospectus or placement memorandum or an offer to acquire any securities. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date.

This presentation contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Trident Techlabs Limited. future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. We undertakes no obligation to publicly revise any forward looking statements to reflect future likely events or circumstances.

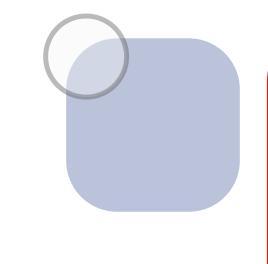
This presentation cannot be copied and disseminated in any manner. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of the company. The Company or its Book Running Lead Manager will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.







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- Our Management
- 05 Investment Highlights

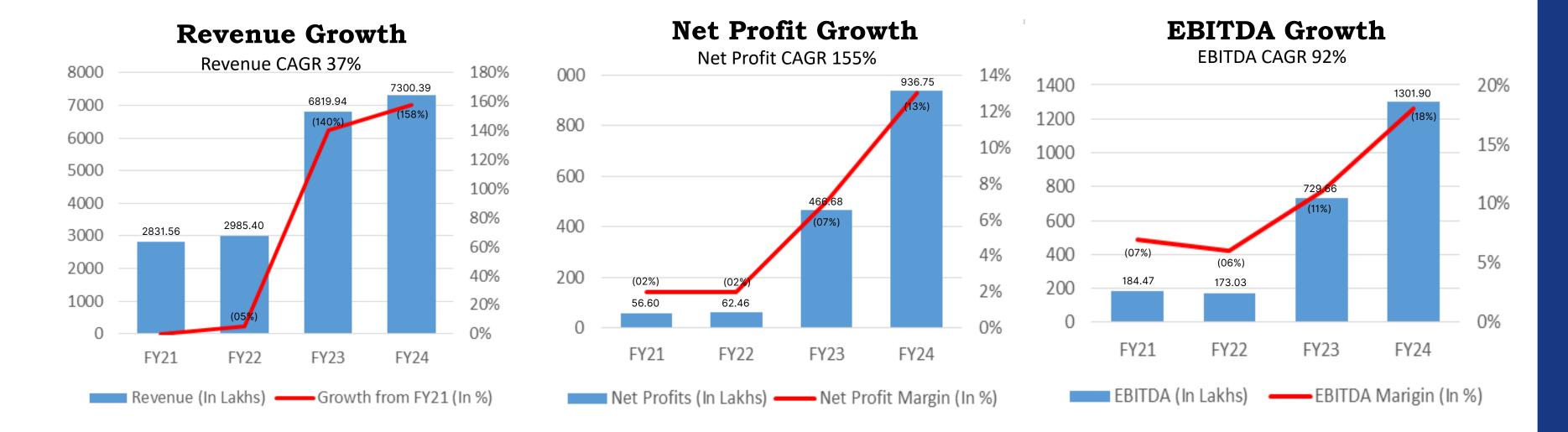




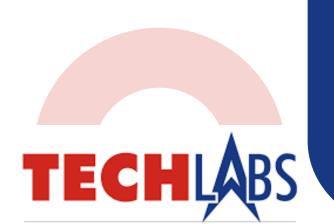
## FINANCIAL HIGHLIGHTS

WWW.TRIDENTTECHLABS.COM

## Our Growth



- Previously, the company relied on bank funding and was hesitant to pursue new business opportunities due to the risks associated with debt.
- Following a successful IPO, interest costs have decreased, resulting in higher profits.
- With an expanding target market, increased demand, and better margins, the company is now experiencing growth in volumes, allowing it to take on new business and expand its footprint.



## Financial Performance H1 Fy25

Particulars	H1 FY 24-25	H1 FY 23-24	YOY Growth %	FY 23-24
	30.09.2024	30.09.2023		31.03.2024
Total Revenue from Operation	2107.36	837.71	151.56%	7300.39
Total Expenses	883.58	913.34		5034.24
EBITDA	645.27	-146.22	341.30%	1635.26
EBITDA Margin %	30.62%	-17.45%		22.40%
Depreciation and Amortization				
Expenses	51.4	16.19		37.5
EBIT	696.66	-130.02	435.81%	1176.71
EBIT Margin %	33.06%	-15.52%		16.12%
Financial Cost	125.71	144.33		
Profit Before Tax	468.17	-306.74	152.63%	1264.4
Tax Expenses	121.87	0		325.02
PAT	346.3	-309.37	111.94%	936.75
PAT Margin%	16.43%	-36.93%		12.83%
EPS	2.00	-2.44		5.52



## INCOME STATEMENT

Particulars (in cr)	FY21	FY22	FY23	FY24
Gross sales	28.3	29.8	68.1	73.0
I) Domestic sales	25.3	21.1	67.2	72.1
ii) Export sales	2.7	8.6	0.1	0.4
iii) Other income	0.1	0.1	0.8	0.3
Total Revenue	28.3	29.8	68.1	73.0
COGS	3.9	3.6	0.9	1.5
Selling, general & administrative expenses	7.3	8.4	10.1	14.6
Other Expenses	15.1	16.0	49.7	43.7
Operating Profit	1.8	1.7	7.2	13.0
Interest	-	-	-	-
Depreciation	1.0	0.9	0.8	0.3
Profit Before tax	0.7	0.8	6.4	12.6
Provision of taxes	0.1	0.1	1.7	3.2
Net profit/loss	0.5	0.6	4.6	9.3



## BALANCE SHEET

2.8 10.5 29.6 12.5 55.4	2.8 16.1 22.9 7.9 49.8	17.2 29.2 19.2 32.9 98.8
29.6 12.5	22.9 7.9	19.2 32.9
12.5	7.9	32.9
55.4	49.8	98.8
1.5	1.5	1.6
0.0	0.0	0.0
0.1	0.1	0.1
53.7	48.1	97.0
55.4	49.8	98.8
	0.1 53.7	0.0     0.0       0.1     0.1       53.7     48.1



## ABOUT US

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## Management Comments



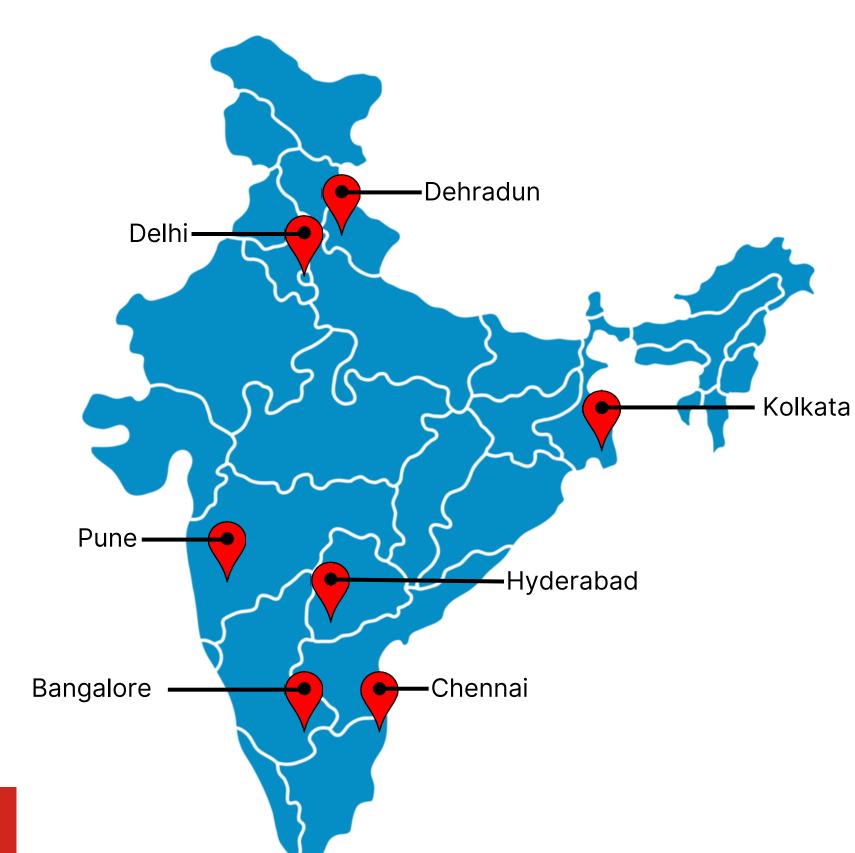
Techlabs is a knowledge-driven company with a 25-year legacy of enabling Indian industry to leverage next-generation technology, providing essential solutions across electrical power, defense, aerospace, semiconductors, and cyber-security. With over 500 clients, including Tata Power, Indian Navy, and Fortune 500 firms, Techlabs improves operational efficiency, engineering capabilities, and technology integration, empowering companies to perform on a global scale. Through partnerships with global leaders like Eaton, Techlabs has expanded into Southeast Asia, the Middle East, and North Africa, delivering custom software, decision-support systems, and network planning expertise to power distribution companies, while significantly reducing energy losses and operational costs.

In defense and aerospace, Techlabs collaborates with organizations such as DRDO, delivering Electronic Design Automation (EDA) tools and high-precision engineering solutions. Recently, Techlabs secured a key contract with the Indian Navy and continues to address a growing need for skill gaps and indigenization of advanced defense systems. The company is also set to enter the semiconductor market, aligning with India's "Make in India" and "Modified Program for Semiconductors and Display" to support local and North American demand for semiconductor design services, especially in defense. In cyber-security, Techlabs recently completed a successful pilot project for a defense client, positioning itself as an early player in securing critical communication infrastructure.

Recognizing the complexity of expanding into new markets, Techlabs has strengthened its management team, now including prominent scientists, industry veterans, and military leaders such as Dr. G C Sati, ex-DG Naval DRDO, and Joe Basker, an electrical power sector expert. This dynamic leadership team, alongside consultants from top PSUs, will drive Techlabs' new initiatives, help build market intelligence, and enhance its ability to deliver high-quality, cutting-edge technology solutions to meet India's growing industrial needs.



## About Us



We were originally incorporated on 9th May 2000. We offer custom-built technology solutions for engineering excellence in Electrical Power, Aerospace & Defense, Automotive, Telecom and Semiconductor industry.

We provide **Solutions & Services** built around **System-level Simulation of Electrical, Electronics & Mechanical Systems.** 

We have strong presence in **Electric Power Utilities**, **Electrical Consultants**, **Electronics Industry**, **Research Institutes**, **Defense Establishments**, **Engineering Colleges** etc.

We have a team of about **145 nationwide engineers**, with a **country-wide network of offices** offering technology solutions to clients, **both in India and overseas**.



## Vision And Mission

## Vision

To be the leading catalyst of innovation in product distribution, design engineering, and Intellectual Property creation, driving India's economic evolution. We aspire to deliver unparalleled quality, efficiency, and expertise, setting new standards in our industry and empowering progress

## Mission

To position ourselves as the foremost service provider in our domains of expertise by leveraging our experience, dependability, and flexibility. Through the consolidation of allied technologies, we aim to deliver on our commitments to clients meticulously and ethically while generating significant value for our employees, investors, and the broader community, fostering sustainable growth and prosperity.



## Journey

2000	2014	2017	2023	2024
In 2000, Trident Techlabs was registered as Private limited company under the companies Act,1956.	Took complex projects regardless of the challenges they bring, stepping out of their comfort zone and started serving overseas clientele in the Industrial manufacturing sector for electrical safety.	Started providing solutions for efficient electrical power management and Broadened the portfolio of services in the power sector to serve overseas power utilities.	Over the years grew into an organization with offices in Bangalore, Hyderabad, Kolkata and Pune. It experienced an average annual growth rate of around 128.54%, with the turnover in FY23 crossing Rs.68 crore.	Secured Contracts from Maharashtra State Electricity Dist. Co. Ltd. and South Bihar Power Distribution Co. Ltd for enterprise level modernization of network planning. Secured first contract from DRDO for high-end electronic system design hardware



## Global Expansion

We are proud to announce the opening of our first international office in Dubai, marking a significant milestone in our journey. This strategic expansion into the UAE sets the foundation for our growth into the Middle East and North African markets, aligning with our vision to become one of India's premier technology solution providers.

#### **Our Long-Term Vision:**

To specialize in diverse areas like technical pedagogy, custom-built electronics, and power engineering.

To establish a robust global presence, consolidating our impact in key markets such as China, Bangladesh, and Nepal, while exploring new opportunities in dynamic regions like the Middle East and North Africa.



Trident Techlabs is committed to delivering innovative, reliable, and transformative technology solutions worldwide.





## Our Services



We provide a variety of advisory and engineering consultancy services and software solutions designed to enhance the efficiency of electrical **IT-enabled** delivery systems and power management of client's operations by providing them comprehensive asset and consumer information systems. Our primary focus is on offering specialized engineering and managerial services to electrical power sector, covering areas such as transmission systems planning and studies, distribution systems planning & studies and industrial power systems planning and electrical safety studies.



**Defense:** Techlabs provides specialized system-level design solutions for the defense sector, including high-precision EDA tools and engineering expertise for performance verification in electronics and mechanical systems. With over two decades of experience, we support the indigenization and modernization of working Indian defense technology, closely with defense forces **Cyber-Security:** Techlabs offers specialized IT solutions to secure data infrastructure for defense and space research. With rising threats, we aim to be a key player, delivering robust systems to protect critical infrastructure. Following a successful pilot with a major Indian defense establishment, we're expanding our focus on dedicated cyber-security resources for India's strategic sectors. **Semi-conductor:** Techlabs provides high-end design services for advanced integrated circuits across digital, analog, and mixed-signal applications. We support clients in achieving optimized semiconductor solutions through design verification, testing, and prototyping, ensuring all products meet industry standards.

## Our Business Model

Sourcing

Customizing

Engineering

Business alliances with the OEMs of various computer-aided engineering tools, from whom these tools are sourced by the Company.

These sourced technology is tailored according to clients' needs in India with a variety of value- added services to provide a complete solution.

Expertise to facilitate application of supplied engg. tools for optimized design of highly energy efficient power systems, building high performance warfare & space-research electronics, avionics, semiconductor ICs, automobiles etc.



## Marquee Clients

**Power Solutions** 

**Engineering Solutions** 









## Management



#### Sukesh Chandra Naithani

CEO, CFO

- Over 35+ years of experience in Information technology and Electronics
- Awarded as the "Most Promising Entrepreneur" Year 2011 by Enterprise Asia
- Encourages a culture of creativity and innovation, fostering the development of new products and services
- Focuses on optimizing business processes to enhance efficiency and effectiveness across the organization.



#### Praveen Kapoor

**Managing Director** 

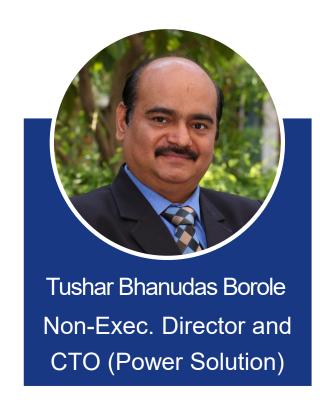
- Over 34+ years of experience in Electrical Power Systems
- Articulates the company's vision, strategy and performance across employees and stakeholders
- Leverages deep understanding of industry trends to identify opportunities and aligning teams toward common goals



## MANAGEMENT



- Over 36+ year overseeing Business Development, Marketing and Management of Business Verticals
- Fostering a high-performing board by promoting diversity, collaboration, strategic initiatives and business plans to ensure alignment with the company's mission



- He has significant experience of more than 30 years in the field of Business Development for Power System
- He holds Bachelors' degree in Electrical Engineering from Bharati Vidhyapeeth's college of Engineering-Pune in May 1997.
- Power System Engineering and solutions in Power and Industrial sector and Technical Education.



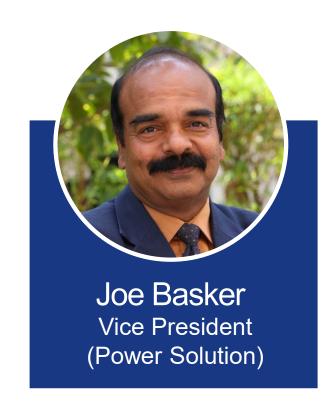
- Over 25 years in Business Development and Technical management in the area of Semiconductor EDA products sales and services
- Core competencies in Marketing, Business Development, Key Account Management and Team Management



## Management



- 37-year tenure at DRDO, holding significant roles such as DRDO Chair, Director General of Naval Systems and Materials, and Director of Aerial Research and Development Establishment (ADRDE).
- Recipient of prestigious awards including DRDO Scientist of the Year (2009) and DRDO Path Breaking Research Award (2013).



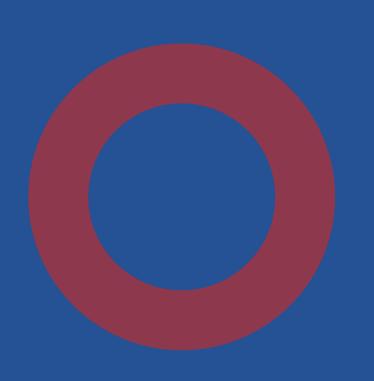
- Over 37 years of extensive corporate expertise having a Bachelor's degree in Electrical and Electronics Engineering and a Master's degree in Engineering Business Management from the University of Warwick, UK,
- His proficiency spans the Power Sector, particularly Transmission & Distribution and Renewable and Green Energy, notably Solar Energy.



- Over 35 years of expertise in ICT Products & Solution Sales, System Integration, and Customer service.
- His pivotal roles in implementing strategic military communication projects for the Ministry of Defense and national eGovernance programs highlight his substantial influence.
- Actively engaged with industry forums such as CII, MAIT, ASSOCHAM, FICCI, and NASSCOM, he has displayed an outstanding commitment to industry growth and development.

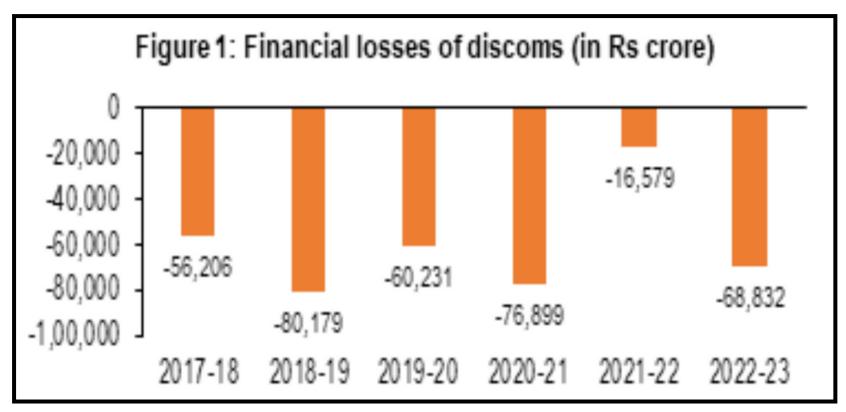


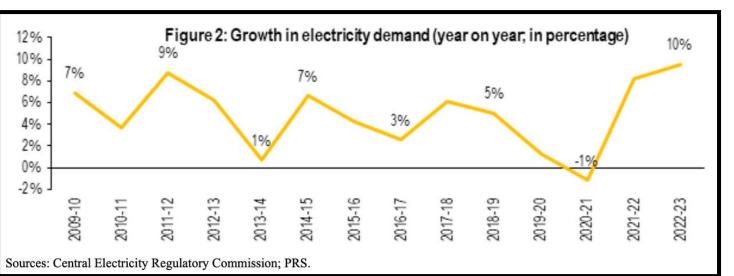
# INVESTMENT HIGHLIGHTS



## Opportunity In Power Distribution

For several years now, electricity distribution companies (discoms), mostly state-owned, have witnessed steep financial losses. Between 2017-18 and 2022-23, losses accumulated to over three lakh crore rupees. In 2021-22, discoms saw a substantial reduction in their losses, primarily because states released 1.54 lakh crore rupees in subsidies to clear pending dues. State governments provide discoms with subsidies so that domestic and agricultural consumers receive affordable power. These payments are typically delayed, creating cash flow constraints and leading to an accumulation of debt. Additionally, the costs incurred by discoms in 2021-22 remained unchanged.







### **Opportunity In Power Distribution**

#### **Government Schemes & Policies**

#### 1. Scheme needing Scientific Planning of Power Distribution Network

- Scheme: Revamped Distribution Sector Scheme (RDSS) Launched by: Ministry of Power, Government of India
- Objective: <u>To improve the quality and reliability of power supply to consumers</u> <u>through a financially sustainable and operationally efficient Distribution Sector</u>
- Focus: Mainly focused on strengthening of sub-transmission and distribution network of project areas for the benefit of consumers
- Financial Outlay: Rs. 3,03,758 Crores having Gross Budgetary Support of Rs. 97,631
   Crore from Government of India
- Period: From FY 2021-22 to FY 2025-26 (extendable).

#### 3. Causal Scheme which is creating need for Scientific Planning of Power Distribution Network

- Scheme: Charging Infrastructure for Electric Vehicles
- Launched by: Ministry of Power, Government of India
- Objective: To accelerate the E-mobility transition in India
- Focus: One of the focus areas is to <u>encourage preparedness of Electrical Distribution</u>

  System to adopt EV Charging Infrastructure
- Period: From January, 2022 Ongoing

#### 2. Causal Scheme which is creating need for Scientific Planning of Power Distribution Network

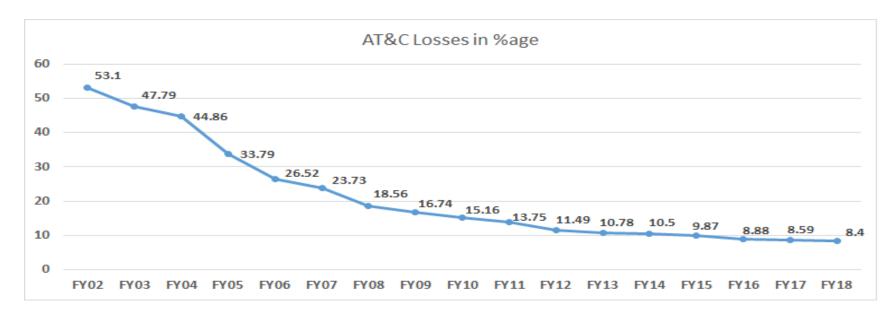
- Scheme: PM-Surya Ghar Muft Bijli Yojana Launched by: Ministry of Power, Government of India
- Objective: Energy Saver Grid-connected Rooftop Solar Plant (the grid connected solar plants require adoption of suitable and adequate measures <u>identified through scientific planning of power networks</u> to mitigate ill-effects of such solar plants like overvoltage, electric faults etc. on the network of power distribution companies)
- Focus: The scheme aims to provide free electricity to households in India
- Financial Outlay: Subsidy up to 40% of the cost of the solar panels for 1 crore households
- Period: From February 15, 2024 Ongoing

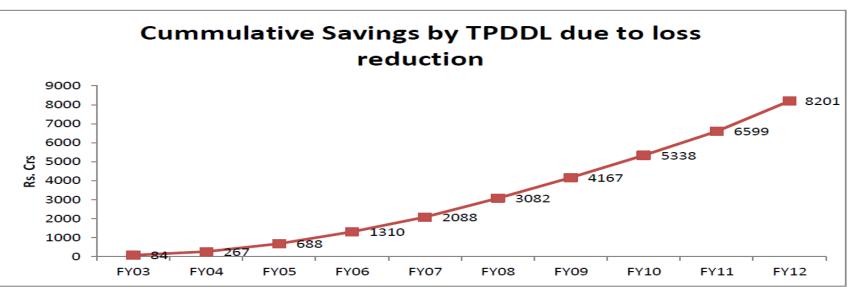


### **Opportunity In Power Distribution**

#### **CASE STUDY: TATA POWER**

- <u>Step I:</u> Identification of Problematic Portions of the Network, the Extent and Spread of the problem
- Step II: Identification of All Available Remedial Measures and Working Out Related Financial Calculations
- <u>Step III:</u> Assessment of Effectiveness of Each & Every Available Option to Remedy the Identified Problems on Techno-economic grounds
- <u>Step IV:</u> Selection of the Best Option among Evaluated Alternatives & Preparation of Network Improvement Scheme

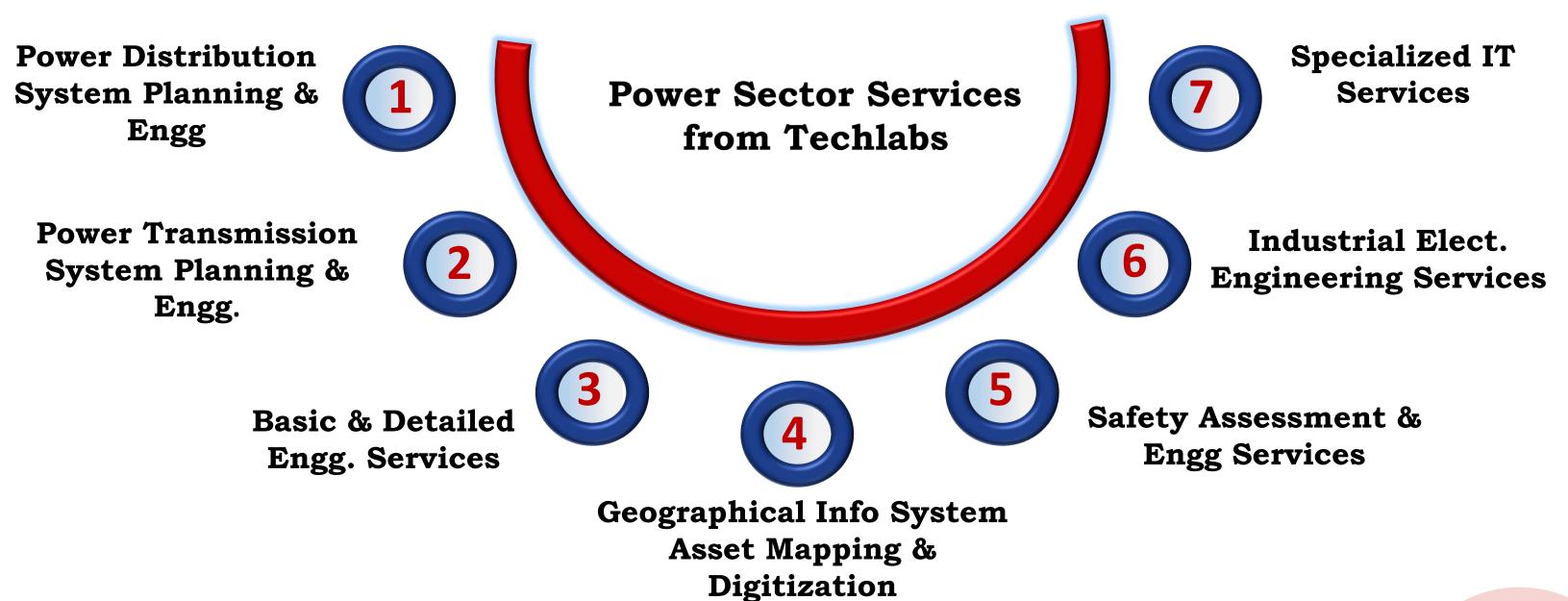




(For whole of Delhi, the saving would be approximately Rs. 30,000 crores)



## **Key Services For Power Solutions**





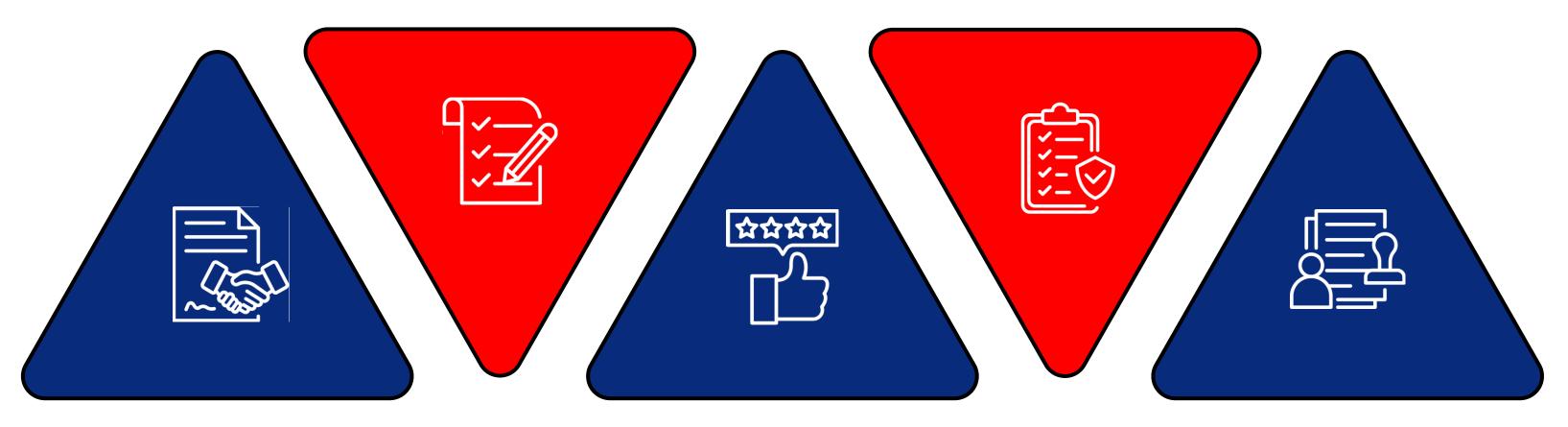
## Expansion Plan In The UAE

#### Return On Investment

India-based engineering team for optimal return on investment

#### Experience

Leveraging decades of experience



#### Regional Presence

Establishing a regional office in the UAE Special Economic Zone

#### Quality

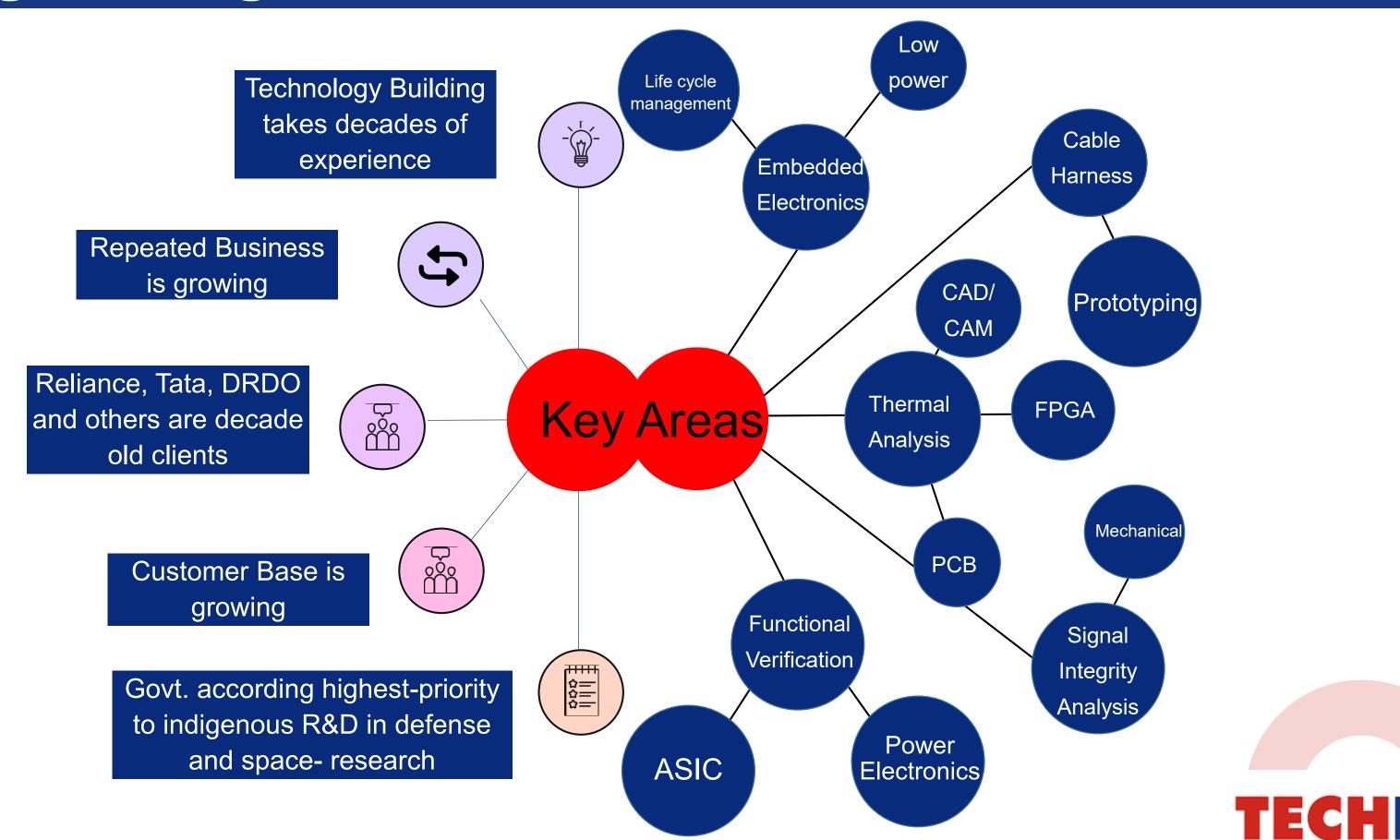
Ensuring delivery of quality solutions

#### **Opportunities**

Addressing business opportunities in the Middle-East and North Africa



## Partnership With World Leaders For Engineering Solutions



## Engineering Solutions Design Expertise

#### Design Expertise

# **3B DESIGN ENGINEERING**

Design of High Density Multilayer boards

Design compliant to IPC standards

Design of Rigid, Rigid-Flex, Flex boards

**Design of High Density Interconnects** 

CAE Tool expertise – CADENCE and Siemens EDA platforms

Design Technologies addressed: PCI, PCIe, DDRII, DDRIII, High-speed USB, SPI4, LVDS, SERDES, Serial ATA etc.

#### **PCB Design and Validation**

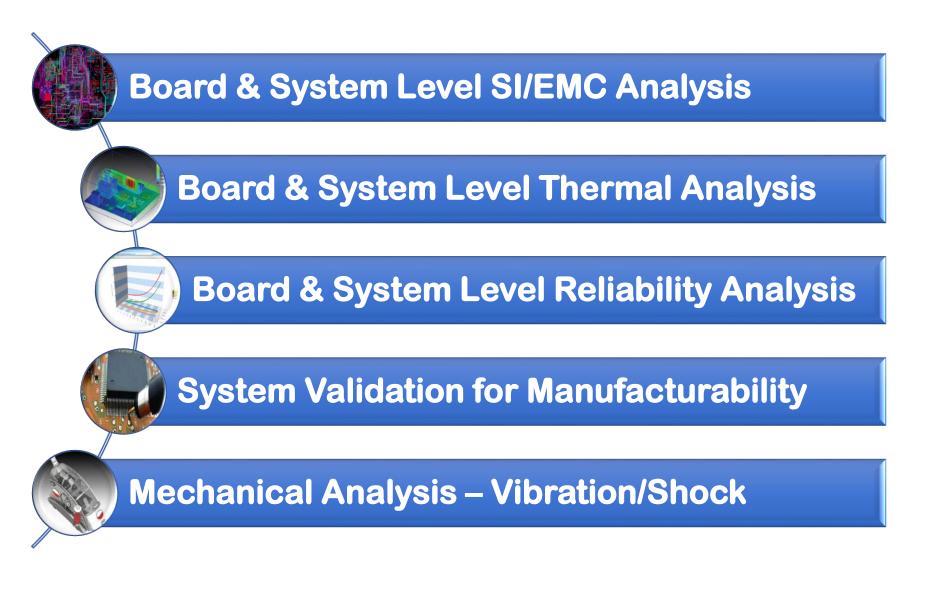
- Experience handling multi-layer PCBs
- Experience in designing complex, high-speed digital and analog PCBs.
- Expertise in signal integrity analysis, thermal management, and EMI/EMC considerations.
- Expertise in System design Circuit design, PCB design with SI and EMC, Package Industrial design, Mechanical design, Thermal management solutions.
- Executed and deployed Radar based board for Naval forces.

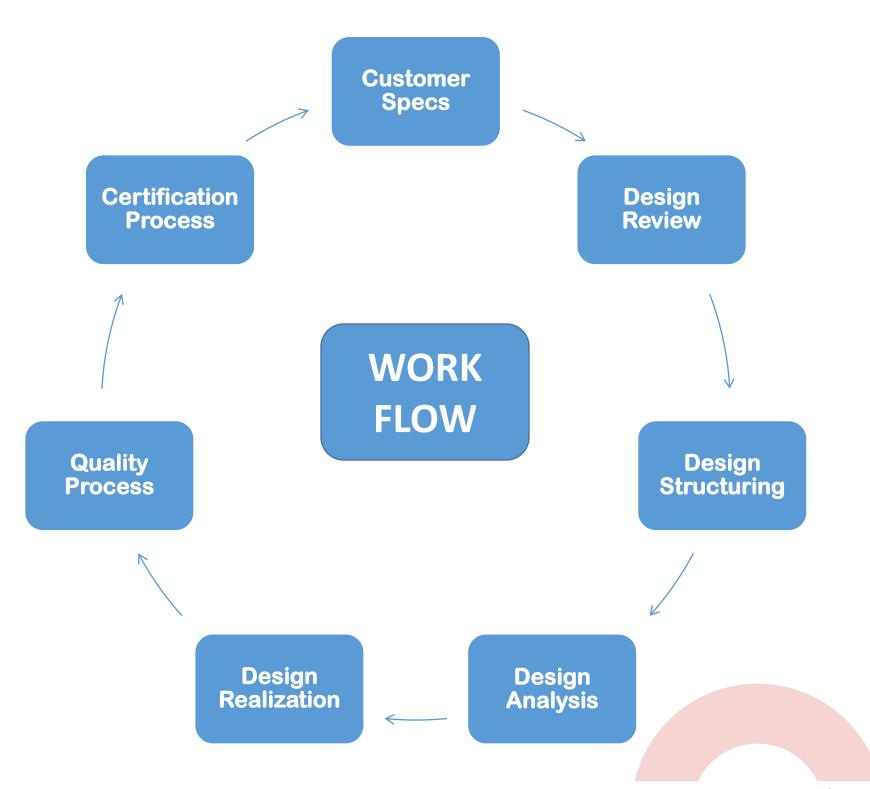
#### **FPGA/SoC/ASIC Services**

- Expertise in the area of Verification and Validation of FPGA/SoC/ASIC
- Design Verification Expertise SoC, ASIC Full-chip, Sub-system and IP level Verification
- DO-254 process Services
- IC design and verification
- Emulation Services for FPGA / ASIC/SoC
- Executed DO254 based projects for Defence organization



## Engineering Solutions Design Validation Flow Services





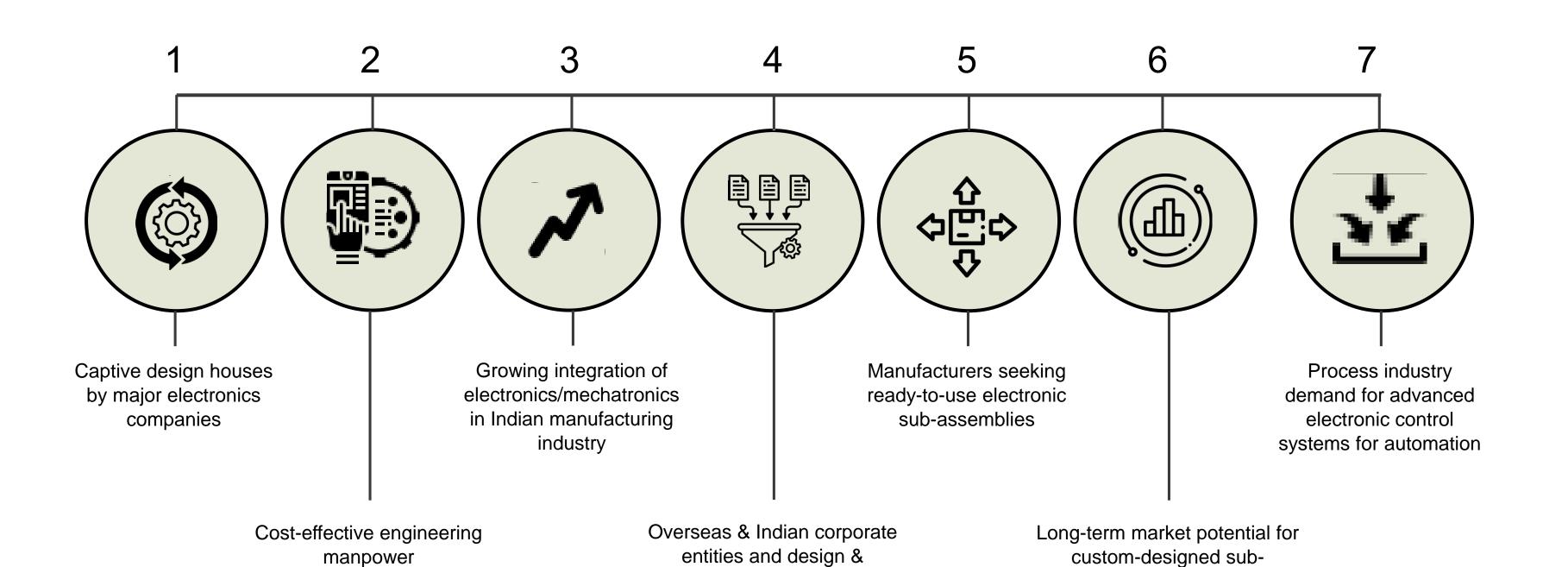


## Best In-class Engineering Solutions

4 High on Technology Team includes and domain renowned experts in competence with fast Signal Integrity and 5 ramping capabilities, other complex PCBlow on cost with a related issues Possession, Poised to provide better IP Protection availability of sufficient specialized services environment and sustained supply of for System-on-Chip well-trained manpower (SoC) design and through established manufacturing of linkages with products on Transferengineering colleges of-Technology from DRDO Exposure to latest and best in class Electronic Successful completion system design tools and of projects for Clients techniques thereby in the Defense Sector ensuring quality of custom designed solutions



## India: Emerging Hub For Electronics Design



development establishments



assemblies by Techlabs

## Our Channel Partners

Chanel Partner Ecosystem

Cadence

Mentor Graphics Siemens EDA

**National Instruments** 

Eaton

ESI (Simulation – Propulsion Systems, Air flow simulations, Noise cancellation systems)



A Siemens Business







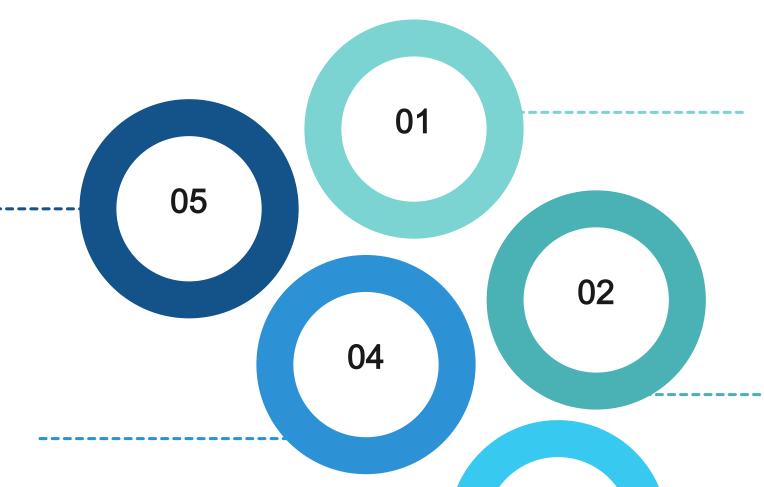
## Empowering Semiconductor Design, Electrical Power, and Defense Innovation

#### **Global Presence**

Expanding reach in India, Southeast Asia, the Middle East, and upcoming Europe expansion. Strategic partnerships with global firms like Eaton.

## Indian Market Alignment

Positioned to benefit from India's semiconductor growth, supported by government incentives and investments.



03

## Core Role in EDA and Engineering Consultancy

Key player in Electronic Design Automation (EDA) for ICs and SoCs, providing tools and methodologies for efficient design. Over 20 years of expertise in electrical power, defense, semiconductor electronics, and cyber-security.

#### **End-to-End Solutions**

Offers design, validation, testing, and manufacturing support, ensuring seamless progression to fabrication.

#### Mission

Improve operational efficiency and reliability across industries, including power distribution and defense.



## **EDA:** Backbone of Semiconductor Design and Techlabs' Role

## Complexity and Cost Efficiency

Automates chip design with billions of transistors, reducing errors and iterations to save costs.

#### **Partnerships**

Collaborates with
Cadence, Mentor
Graphics, and others to
support the VLSI design
process.

#### **Defense Sector Focus**

Provides EDA for system-level design and performance verification, with onsite deployment of engineers for design support. Trusted provider for Indian defense and aerospace.

#### Time to Market

EDA tools
streamline design,
verification, and
production,
accelerating market
readiness.

## Prominent EDA Partnerships

Works with industry
leaders like
Cadence, Siemens
EDA (Mentor
Graphics), and
Ansys.

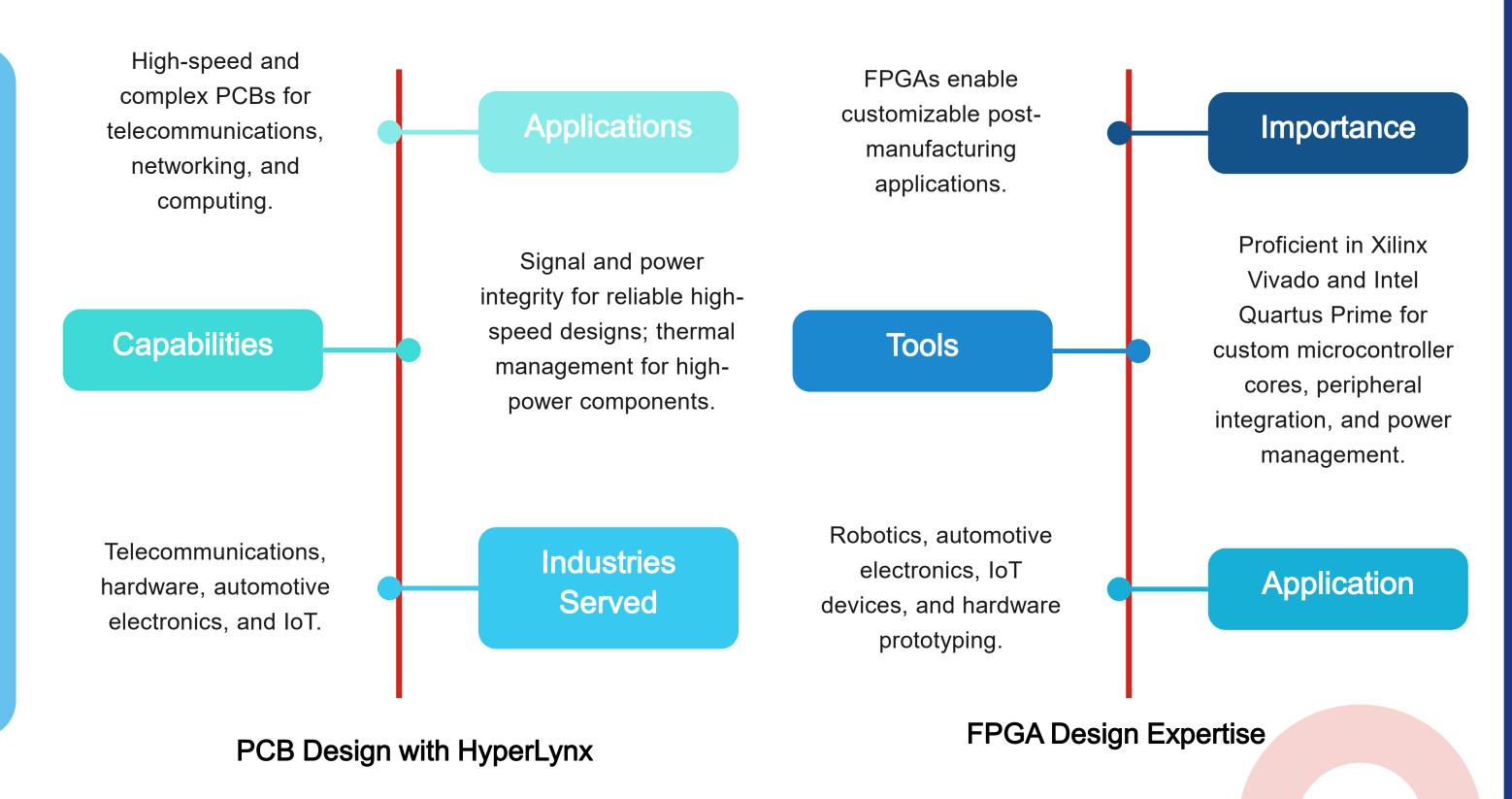
## IC Process Flow and IDM Partnerships

Expertise in FinFET and planar IC designs; partners with global manufacturers like Samsung, Texas Instruments, and Infineon for packaging tests, thermal and electrical testing, validation, and quality management.



## Specialized Solutions in DFT, PCB, and FPGA Design

**Design for Test** (DFT) Audits: **Ensures robust** testability and validation, defining test probes and verifying coverage for high efficiency. Supports OSATs with virtual prototyping and concurrent design flow.



TECHLABS

## Intelligent Power Solutions for Network Efficiency and Reliability









#### **POWER SOLUTIONS**

- Network Analysis Services: Includes abnormal condition analysis, load growth impact assessment, technical energy loss computation, and cost-benefit analysis.
- Planning for Reliability:
   Priority-based power
   restoration and optimal switching plans enhance network resilience.

## CLIENT SUCCESS – TATA POWER DELHI:

Reduced energy losses from 52% to 8%, improved supply reliability, and reduced capital expenditures.

## RECENT CONTRACTS AND OPPORTUNITIES

New agreements with stateowned DISCOMs in Maharashtra and Bihar. Ongoing negotiations with additional Indian power companies.

## INTERNATIONAL EXPANSION

- Southeast Asia:
   Partnership with Eaton for custom solutions for power distribution.
- Middle East and Africa:
   Dubai office to address regional demand. Plans for expansion across
   Asia-Pacific and MENA regions.



## Techlabs' Strategic Expansion Across High-Tech Industries

#### **Expansion Plans**

acquiring a design house to boost domestic and North American services.



## Advanced Defense Solutions

Supports Indian defense with electronic warfare, space research, and automotive projects. Recently signed a contract with the Indian Navy.



## Regional and Talent Expansion

Growing workforce capacity for multi-project execution; expanding in Southeast Asia, MENA, and targeting Europe for defense and cybersecurity.

#### **Semiconductor Market Strategy**

#### Growth in India

Supporting the government's semiconductor initiatives under the "Modified Programme for Semiconductors and Display.



#### **Target Sectors**

Defense, data centers, EV systems, aerospace, and more



#### Defense and Cyber-security Initiatives

#### **Cybersecurity Services**

Provides critical infrastructure protection, successfully completing a pilot project for a defense client with plans to expand to other high-security sectors.







#### TRIDENT TECHLABS LIMITED

Empowering Technology

## THANK YOU

#### FOR YOUR ATTENTION

#### **Empowering Technology**



www.tridenttechlabs.com



Investor Relations Twenty Eighth Consulting

Ms. Palak Agarwal palak@twentyeighthconsulting.com

