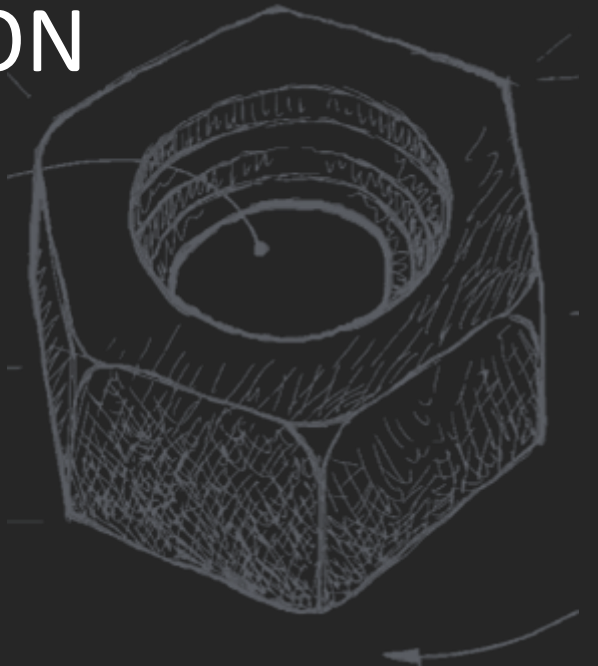




TEMBO
Powering Ahead

INVESTOR
PRESENTATION
March 2024



SAFE HARBOUR

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political, or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Tembo Global Industries Limited 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.





In line with the PM's vision of "Make in India," by contributing to manufacturing in India and exporting across the world.



VISION & MISSION

Vision: Our goal is to become a global leader in the manufacturing and supply of high-quality products and project execution.

Mission: Our mission is to manufacture and deliver superior quality products that meet or exceed our customers' expectations in terms of performance, reliability, and cost-effectiveness.

TEMBO GLOBAL AT A GLANCE

One of the leading companies to supply metal products used in Pipe Support Systems, Fasteners, Anchors, HVAC, Anti-Vibration Systems and Equipment for industrial, commercial, utility and OEM installations suitable for Automobiles, Real Estate, Oil & Gas, Mining, Textile, Chemicals & Petrochemicals, Construction, and Heavy Machinery Manufacturing industries.

GLOBAL PRESENCE
WITH FOOTPRINTS IN
15+
COUNTRIES

10+ Years
Of Experience

MANUFACTURING
and R&D SETUP AT
MUMBAI,
MAHARASTRA

Certified &
Approved by UL
(USA) & Fm (USA)

Proud To Be Part
Of Some Iconic
Projects Like
Al Thumama
Stadium

LEADERSHIP TEAM



Sanjaybhai Patel
Managing Director

He holds a BCom from the University Bombay. He has around 38 years of rich and vast experience in trading, whole selling, exports and imports engineering goods, pipes, fittings, ropes , etc. including experience with Chimanlal Enterprises.



Shabbir Merchant
Director

An MBA (Finance) from ICFAI Business School, he possesses vast experience in the finance domain. He began his career as a financial analyst at Galadari Investment LLC, Dubai. He has been instrumental in introducing Six Sigma processes at HDFC and ICICI Banks.



Shallin Patel
Director

He holds Bachelor of Engineering in computer Engineering From Mumbai University and has also completed the masters of science in computer science from University at Albany, New York, USA. He has vast expertise and knowledge of computer hardware and software systems and specializes in software engineering.

OUR JOURNEY SO FAR

Saketh Exim Pvt. Ltd. was established.

Land Building Developed At Navi Mumbai

JV with BM for manufacturing pipe hanger and Support System.

Enhanced Production Capacity. UL Certification Received.

Added Customer Base. Approvals for many projects in the Gulf. Added U-bolts to the product list

FM approval received. Became only Indian company to have UL & FM approvals. Added rubber support inserts.

2010

2011

2012

2013

2014

2015



CONTD...

Commenced electroplating Plant & Mfg. of Threaded Bar.

2016

Production increased by 70% for Pipe Hangers & 200% for Threaded Bars.

2017

Commercialised manufacturing facility spread across 20K Sq.ft. Commenced Fasteners production. Added products like Beam Clamps, Dielectric Union, & Slotted Channel. Listed on NSE.

2017-18

Formed Zinc Flake Dies Manufacturing Unit.

2019




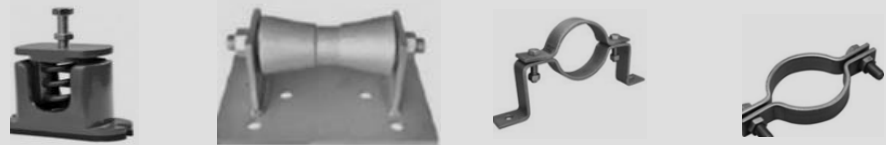




Name changed to Tembo Global Industries Limited in March 2020. UL/FM approvals received for Beam Clamps. ETA and NFPA approvals received for Fasteners & Hangers. Incorporated Tembo Global LLC (Egypt)

2020

Listed on Main Board of NSE. Added 4 new customers with millions of dollars worth purchase orders in annual commitment. Purchased new land for expansion.

2021

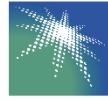
DISCOVER OUR DIVERSE RANGE OF PRODUCTS

Products	Images
Fire Fighting Solution – Sprinkler Hanger, U Bolt or Pipe Hanger with EPDM Lining etc.	
HVAC Solution – their Dielectric Union, Coantilever Arm Rubber Support, Insulation do the heavy lifting for you when you need reliable HVAC Solution.	
MEP Solution - Slotted Channel, Strut Clamp and Beam Clamp etc.	
Oil & Gas Industry Solution – Two/four Bolt Pipe Clamp, Metallic & Flexible Expansion Joints, and Pipe Roller Chair etc.t	
Fastener Solution – HEX Nut, Threaded Rod, Coupling Nut, and Socket Screw etc.	
Anti Vibration Solution – Its Inertial base, Open/Close Spring Mount and Anti Vibration pads are a steady choice for Anti Vibration Segment.	
Solar Mounting Solution - Rail, Mid Clamp, End Clamp, Spring Nut, Connector, Base, Adjusted Solar Mounting Brackets	
Anchoring Solution – Stud Anchor, Rawl Bolt and Drop-in Anchor etc.	

OUR CLIENTS



أرامكو السعودية
Saudi Aramco



مجموعة المهندسين المعماريين ECG
ENGINEERING CONSULTANTS GROUP s.a.



Dewan
Architects +
Engineers

MZ ARCHITECTS



BAYATY ARCHITECTS
ABU DHABI



المكتب العربي للشؤون الهندسية
Arab Engineering Bureau



LODHA
BUILDING A BETTER LIFE



WME

دورش قطر
Dorsch Qatar



Tembo's Core Strength

Promoters of the Company possess the extensive experience in the business

Highly qualified and experienced directors and KMPs on board

Qualified and experienced team including Chartered Accountants, Engineers, Company secretaries, Cost accountants, Graduates and skilled work-force for all the segments

Manufacturing of certified engineering products meeting industry standards

Tembo's Specialised Solution

- Our products are certified and approved by Underwriter's Laboratory Inc. (USA) and FM Approval (USA) for Fire Sprinkler System Installations.
- All of our products are manufactured to meet and exceed industry standards set for their design and manufacture.
- Tembo is a fabrication and installation specialist in ductile pipes, HDB pipes and fittings, and MS plates. Our experienced staff provides services to meet all the requirements of our customers – they can help with the design, fabrication, and installation of the products they need.
- We understand that each requirement is different and strive to deliver customized solutions based on our customers' specifications.

MARKET SIZE OF THE PRODUCT/ PROJECTS VENTURED BY TEMBO

Pipe hangers & support system- Market size of more than 20 Billion USD

ERW Pipes- Market size of more than 25 Billion USD

Fasteners- Market size of more than 100 Billion USD

Fuel Farm System Installation- Market size of more than 10 Billion USD

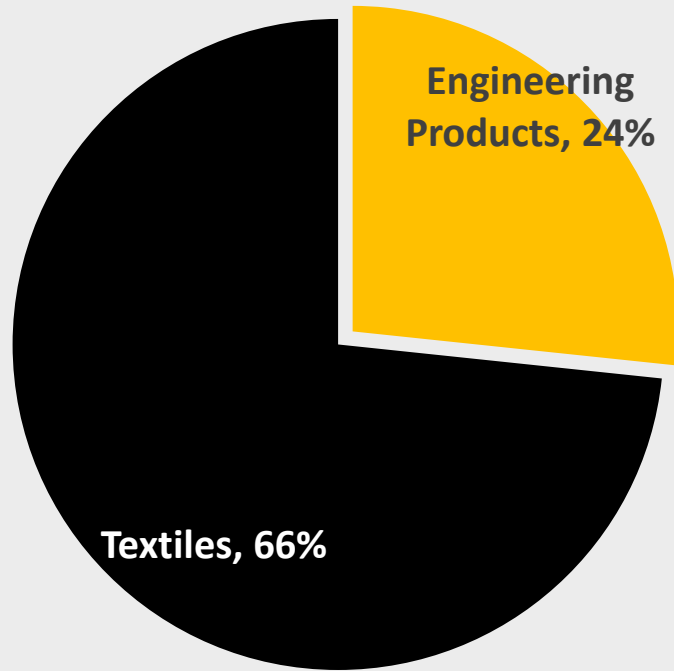
HVAC installation- Market size of more than 200 Billion USD

Electrical package installation- Market size of more than 150 Billion USD

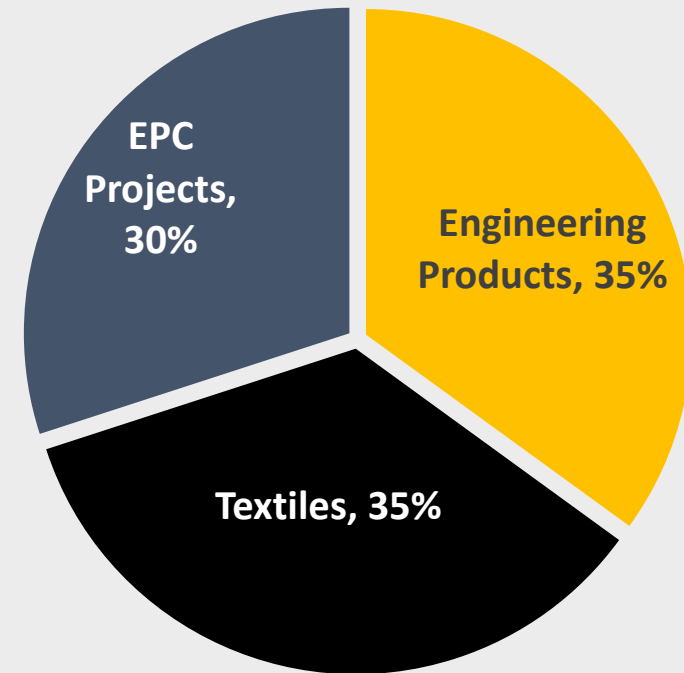
Pipeline installation, testing & commissioning- Market size of more than 150 Billion USD

REVENUE SPLIT

FY24 Sales



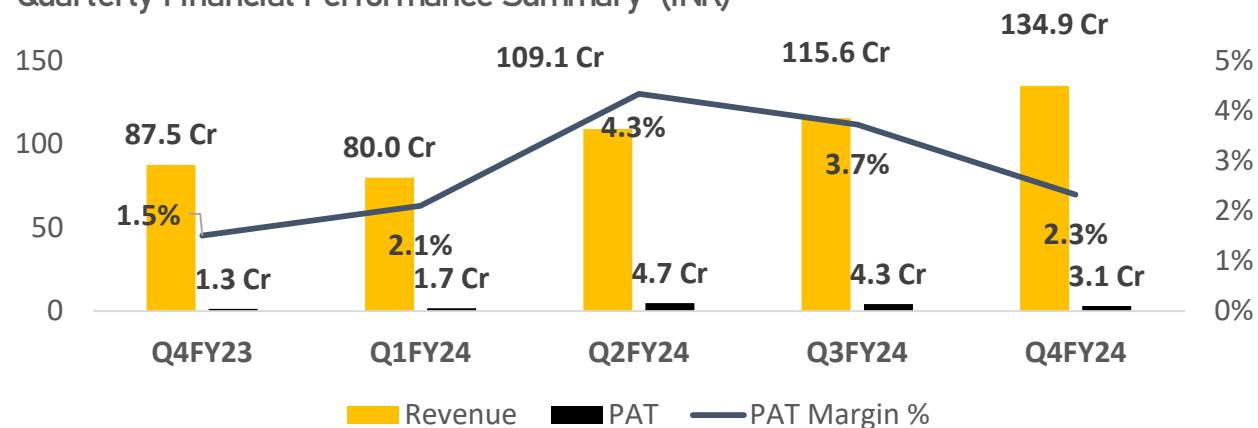
Revenue Split by FY2028



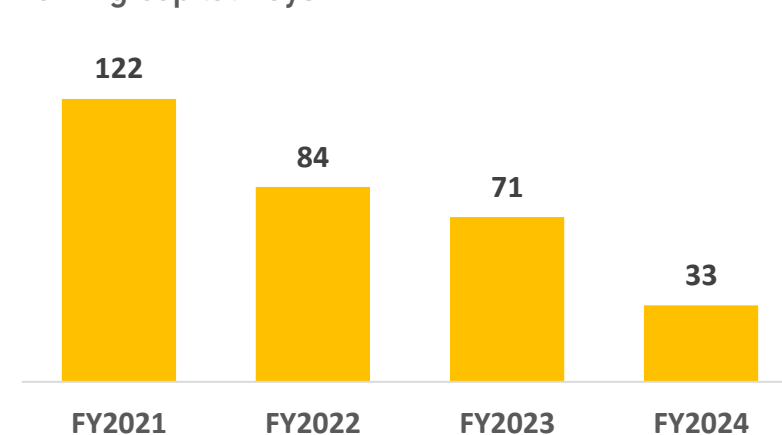
We have diversified our revenue stream to lower dependence on textile industry and have increased our focus towards engineering, defence, and EPC projects.

KEY FINANCIAL METRICS

Quarterly Financial Performance Summary (INR)



Working Capital Days



Particulars (Rs in Cr)	Revenue	EBITDA	PAT	Cash accruals	RoE
FY2021	104.6	8.2	3.5	4.7	14.7%
FY2022	173.3	10.4	3.5	5.7	13.5%
FY2023	250.3	13.9	5.8	8.4	14.4%
FY2024	439.5	26.4	13.9	16.6	21.0%

ORDER BOOK OF ENGINEERING AND TEXTILE VERTICAL

Engineering and Textiles Order Book			
Client Name	Location	Description of Product	Order Value (Inr Cr)
Wiltz trading & Contracting WLI	Hamad Port	PIPE HANGER	5.5
Woodbridge & Supply	USA	PIPE HANGER	2.1
United Hose Inc	USA	PIPE HANGER	3.8
Argora Trading FZE	UAE	PIPE HANGER	4.0
Wintas Industries	India	YARN	3.5
Laxmi Yarn Impex	India	YARN	2.3
AQUAPLEX FZE	UAE	PIPE HANGER	1.0
TECHNOPRO	UAE	PIPE HANGER	1.0
Masah Contruaction Co	Saudi arabia	PIPE HANGER	3.5
J-Kumar	India	PIPE HANGER & CLAMPS	1.8
National Fire fighting Manufacturing FZCO	UAE	PIPE HANGER & CLAMPS	2.7
Kalpataru Projects International Ltd	India	PIPE HANGER & CLAMPS	1.5
Kalpataru Projects International Ltd	India	Pipes	241.0
Total			273.6

FOCUS ON EXPANSION

- To grow the textile division of Company, we have initiated the exports of yarn in current financial year. This will boost the top & the bottom line of textile segment of the Company.
- Planning to set-up a textile mill and will start in-house manufacturing of yarn in 3 years down the line.
- Considering the wide scope available in textile industry, Company also has the future plans to form a separate entity to run the textile business in it.

Our Way Forward...

PROFITABILITY VISION

- ✓ Focus on supply to end user of the products and giving more emphasis on B2C model.
- ✓ Diversifying the business by venturing into various EPC contracting projects which involves the application of the existing product line of the Company like installation of fuel farm system at airports, installation of pipelines at oil refineries, installation of HVAC & electrical package etc.
- ✓ Planning for the backward integration with installing the machinery for manufacturing of ERW pipes.
- ✓ Collaboration with Masah Saudi based Company and Tembo has already proposed to form a joint venture (Man-Tembo Industries) with Masah with a vision of expanding business through setting-up a manufacturing unit in Saudi.
- ✓ Collaboration with the foreign companies engaged in defence industry.

EBITDA Margin Guidance

Segment	EBITDA Margin
Engineering	20-22%
Textiles	4-5%
EPC projects	25-30%

ORDER BOOK OF EPC BUSINESS



EPC Order Book				
Client name	Assignment	Order in hand/ pipeline	Order value (INR Cr)	Allotment date
Kalpataru	Fuel Farm system installation testing & commissioning	Order-in-hand	30	13.02.2023
Kalpataru	Material supply order	Order-in-hand	2.5	July 2023
Kalpataru	MEP	Order-in-pipeline (L1)	30	Yet to be awarded
Kalpataru	Water supply pipeline installation, testing & commissioning	Order-in-hand	10	12.12.2023
Kalpataru	Civil construction work at BPCL Uran site	Order-in-hand	11.5	18.03.2024
Kalpataru	Installation, Testing and commissioning of Jetty work	Order-in-pipeline (L1)	100	Yet to be awarded
L&T	HVAC & Electrical Package installation testing & commissioning	Order-in-hand	10	03.10.2023
Bridge & Roof Company India Ltd	EPC Contractor- GAIL Alibaug, Maharashtra	Order-in-pipeline	5	Yet to be awarded
Tata Projects	Pipeline installation, testing & commissioning	Order-in-hand	5	17.01.2024
Tata Projects	Pipeline installation, testing & commissioning	Order-in-pipeline	10.	Yet to be awarded
MIFCO	Construction of cold storage in 3 islands at Maldives	Order-in-pipeline	113	Yet to be awarded
Government of Maldives	Construction of resort at Maldives	Order-in-pipeline (L1)	24	Yet to be awarded
Prominent Indian Player	EPC Project in India	Order-in-pipeline	200	Yet to be awarded
Prominent Indian Player	EPC Project in India	Order-in-pipeline	100	Yet to be awarded

INCOME STATEMENT

INCOME STATEMENT OF TEMBO GLOBAL INDUSTRIES LIMITED ON CONSOLIDATED BASIS (including the investment impact under section 186)

Particulars (INR Cr)	Q4FY24	Q4FY23	YoY (%)
Revenue	134.9	87.5	54.2%
EBITDA	7.1	3.5	103%
EBITDA Margin (%)	5.3%	4%	130 bps
Net profit	3.1	1.3	138%
Basic EPS	2.73	1.20	128%
Diluted EPS	2.25	1.20	88%

CERTIFICATION

ZERTIFIKAT • CERTIFICAT • CERTIFICADO • BELGESI • CERTIFICATE



Certificate of Compliance

This is to Certify that the Quality Management System of

TEMBO GLOBAL INDUSTRIES LIMITED

PLOT NO. PAP'D-146/147, TURBHE MIDC, TTC INDUSTRIAL ESTATE, OPP. BALMER LAWRIE VAN LEER CO., TURBHE, NAVI MUMBAI-400709, MAHARASHTRA (INDIA)
 APL HOUSE B-1, BADRINATH, GROUND FLOOR, TUNGARESHWAR INDUSTRIAL COMPLEX, SS.NO-1, SURVEY NO-62, NEAR SHIV MANDIR, SATIVALI VILLAGE, VASAI (EAST), 401208, MAHARASHTRA (INDIA)
 UNIT NO 1/B, BADRINATH, GROUND FLOOR, TUNGARESHWAR INDUSTRIAL COMPLEX, SS.NO-1, SURVEY NO-62, NEAR SHIV MANDIR, SATIVALI VILLAGE, VASAI (EAST), 401208, MAHARASHTRA (INDIA)

has been assessed and registered by Accredium and found to be in compliance with the requirements applicable as per Quality Management System conforming:

ISO 9001:2015

For the scope of
 MANUFACTURING & SUPPLY OF PIPE HANGERS AND SUPPORT SYSTEMS, ANTI VIBRATION PRODUCTS, RUBBER SUPPORT INSERTS, S/S FLOOR DRAINS, THREADED RODS & SLOTTED CHANNEL.

Certificate No. **GACB5410**
 Date of Initial Registration 05th June 2019 Issue Date 05th June 2019
 1st Surveillance on or before 05th June 2020 Expiry Date 04th June 2022
 2nd Surveillance on or before 05th June 2021

Ramji
 Authorized Signatory







CERTIFICATE OF COMPLIANCE

Certificate Number EX16250
 Report Reference EX16250-20130628
 Issue Date 2020-AUGUST-13

Issued to: Tembo Global Industries Ltd
 Plt-Pap-D146/147-M.I.D.C
 Turbhe - Indl Area
 Opp. Balmer Lawrie Vannleer
 Navi Mumbai Maharashtra 400407 INDIA


This certificate confirms that representative samples of HANGERS, PIPE
 See addendum page

Have been investigated by UL in accordance with the Standard(s) indicated on this Certificate.

Standard(s) for Safety: UL 203 - Pipe Hanger Equipment for Fire Protection Service
 Additional Information: See the UL Online Certifications Directory at <https://iq.ulprospector.com> for additional information.

This Certificate of Compliance does not provide authorization to apply the UL Mark. Only the UL Follow-Up Services Procedure provides authorization to apply the UL Mark.
 Only those products bearing the UL Mark should be considered as being UL Certified and covered under UL's Follow-Up Services.
 Look for the UL Certification Mark on the product.

Ramji
 Vice President, Director North American Certification Program
 U.L.C.
 Any information and documentation involving UL, such activities are provided on behalf of UL, LLC (UL) or any authorized licensee of UL. For questions, please contact a Market Customer Service Representative at info@ulprospector.com



Page 1 of 2



MANUFACTURERS STANDARDIZATION SOCIETY
 OF THE
 VALVE AND FITTING INDUSTRY, INC.

HEREBY CERTIFIES THAT

TEMBO GLOBAL INDUSTRIES LTD.

IS A MEMBER IN GOOD STANDING FOR THE YEAR 2020

Frederic Washburn *David Thompson*
 Frederic J. Washburn David Thompson
 President Executive Director



Certificate of Compliance

This certificate is issued for the following:

Pipe Hanger Components for Automatic Sprinkler Systems

Product Designation	Hanger Rod Size, in. (mm)	Component Description	For Nominal Pipe Sizes, in.	Remarks
SH	3/8 (10)	Loop Hanger	3/4, 1, 1-1/4, 1-1/2, 2, 2-1/2, 3, 4	-
SH	1/2 (12)	Loop Hanger	5, 6, 8	-

Prepared by: Tembo Global Industries Ltd
 Plot No. 146/147 MIDC - Turbhe - TTC, Navi Mumbai, Maharashtra 400703, India

Manufactured by: Tembo Global Industries Ltd
 Unit No. 1/B - Badrinath, Ground Floor, Tungareshwar Industrial Complex Sativali Village, Vasai (East), Dist. Thane, Maharashtra 401208 India

FM Approvals Class: 1951, 1952, 1953 Issue Date December 2016
 Approval Identification: 3056409 Approval Granted: April 25, 2016
 Superseded by: RR223825 Date Approved: June 15, 2020

To verify the availability of the Approved product, please refer to www.approvalguide.com

Said Approval is subject to satisfactory field performance, continuing Surveillance Audits, and strict conformity to the constructions as shown in the Approval Guide, an online resource of FM Approvals.

D.B. Fuller
 David B. Fuller
 VP, Manager of Fire Protection
 FM Approvals
 1151 Boston-Providence Turnpike
 Norwood, MA 02062 USA



Member of the FM Global Group

CAPITAL MARKET INFORMATION

Market Indicators

Listed on (Aug-2018)	NSE
Scrip Code	TEMBO
Share Price (As on 31-05-2024)	INR 232
Market Cap (Rs Cr)	INR 258
52 Week High/Low	INR 333/191

Key Update

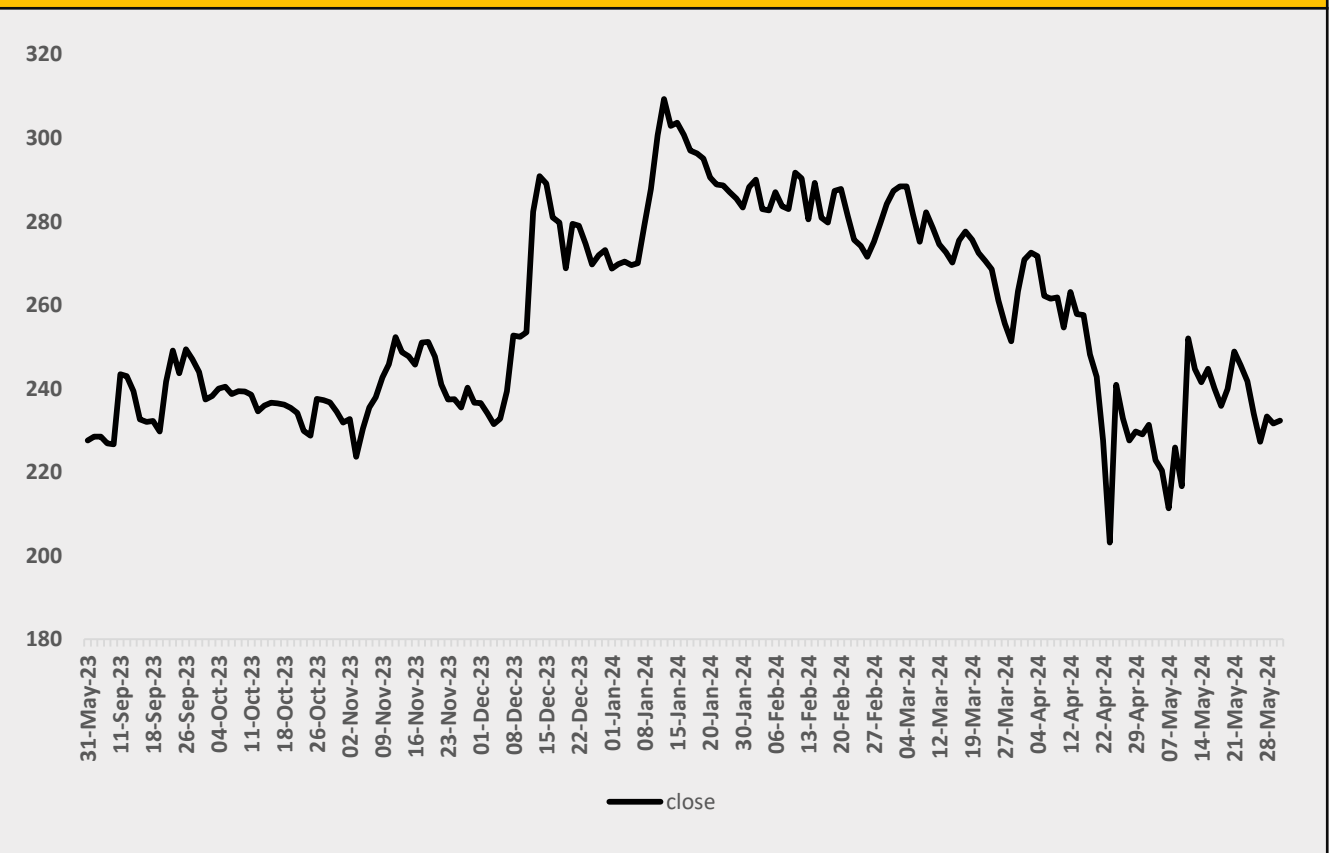
In 2020, issued Bonus 1:1

In 2022, Came out with Right Issue 1:1 at Price of INR 100

Declared Dividend of INR 1.5 for 2023

In Sep 2023, Preferential share allotted ~5,81,000 shares at price of INR 230 to promoters

Market Price : Created Wealth 5x of Investor





TEMBO
Powering Ahead

THANK YOU

For Further Information Contact
www.tembo.in