

Date: 13.11.2024

To,
National Stock Exchange of India
Listing Compliance Department,
Exchange Plaza, 5th Floor,
Plot No. C/1, Block-G,
Bandra Kurla Complex, Bandra (E),
Mumbai-400051

Company Symbol: TGL; ISIN: INE0K6601012

Sub: Investors Presentation on Unaudited Financial Results for the half year ended September 30, 2024

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith is the investor presentation with respect to unaudited financial results for the half-year ended September 30, 2024.

Kindly acknowledge and take the same on records.

Thanking You.

Yours Faithfully,

For TEERTH GOPICON LIMITED

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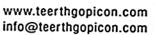
Maheshbhai M Kumbhani

Managing Director DIN: 06733721

Encl; A/a

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### Safe Harbour Statement



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### Chairman's Speech





Dear Shareholders,

It's my pleasure to share the exciting journey that TGL has embarked on this year. We have achieved significant milestones together, and I want to thank each of you for the trust and support that has made this possible. Listing on NSE Emerge was a proud moment for all of us, marking TGL's entry into the public arena and reinforcing our commitment to transparency and growth.

Following the release of our H1 FY24-25 results, we are proud to share that our performance continues to reflect resilience, growth, and operational excellence. Our sustained efforts in engineering and delivering high-quality projects have not only cemented our reputation but also driven healthy financial outcomes, reinforcing our strong foundation. Key indicators, including EBITDA, PAT, and revenue, have all shown positive momentum, a direct result of our focused strategies and relentless dedication.

Our planned entry into solar, wind, and hybrid energy projects is not only timely but also essential as we contribute to India's growing energy needs. By embracing renewable energy, TGL is poised to play a significant role in shaping a greener tomorrow, enhancing our legacy of engineering excellence while expanding our footprint into this promising sector. Our collaboration with esteemed partners in the renewable energy landscape will ensure that we harness cutting-edge technology, industry expertise, and innovation to deliver impactful, sustainable energy solutions.

Looking ahead, our focus remains steadfast on achieving long-term value for all stakeholders. Our foray into renewable and hybrid energy is a strategic pivot that complements our core expertise and broadens our portfolio, enabling us to leverage new opportunities in the evolving energy ecosystem. As we lay the groundwork for these projects, we envision TGL leading by example in sustainable development, driving meaningful change, and contributing to a brighter future for all.

In conclusion, I would like to extend my heartfelt gratitude to our dedicated team, whose hard work, ingenuity, and commitment to excellence have made everything we have achieved possible. Together, we are not just building infrastructure; we are crafting a future that resonates with our values of responsibility, sustainability, and progress. I am confident that, with your continued support and our relentless pursuit of excellence, TGL will continue to reach new heights. Thank you for being an integral part of our journey, and for the trust you place in us. Here's to a prosperous future filled with growth, purpose, and shared success.



Teerth Gopicon Limited (TGL, The Company), established in 2019, is an ISO 9001:2015 certified construction and development company known for its expertise in a wide range of civil engineering projects. Registered as an "AA" Class or equivalent class Civil, Electrical & Mechanical Contractor, the company undertakes both Central and State Government projects, as well as private sector building works.

TGL is also an ISO 14001:2015 and ISO 45001:2018 certified, focusing on project management, engineering, procurement, construction, and maintenance in Madhya Pradesh, particularly in Indore, Chhatarpur, Sagar, Dindori, Jabalpur, Ujjain & Expanding its footprint in other states as well.

The Company portfolio includes building construction, pipeline work, dam And canal construction, sewage treatment plants, road work, riverfront development, and continuous 24/7 water supply services. As an EPC contractor, Teerth provides end-to-end services—covering project design, material procurement, construction, and ongoing maintenance. The company also extends its expertise into the renewable energy sector, solar power, wind power, and hybrid energy sector.

TGL's has successfully executed projects for various government departments, including ISCDL, IMC, USCL, UMC, and MPJNM. Their expertise spans water supply systems, sewerage networks, lake rejuvenation, and more. Additionally, The Company holds an "AA" Class or equivalent class Civil, Electrical and Mechanical Contractor License.

### Strategic Principles For Infrastructure & Development





### **Vision**

To be a leading organization in civil construction and infrastructure, renowned for excellence and industry leadership. We strive to achieve total customer satisfaction and exceptional project outcomes by embracing cost-effective, cutting-edge technology. Through innovative and valuable construction solutions, we aim to consistently exceed client expectations. As we expand our global presence, we remain committed to our core values of integrity, quality, and environmental responsibility.



### **Mission**

To become the premier choice in the construction industry by delivering projects of unparalleled quality with a focus on timely completion. We aim to set industry standards through exceptional service and craftsmanship, fostering enduring relationships with clients built on trust, transparency, and reliability. By integrating sustainable and innovative practices, we strive to create long-term value for all stakeholders

### **Objectives**



To continually innovate, develop, and implement advanced technology in our methods and materials, enhancing productivity and achieving optimal cost-effectiveness. We strive to pioneer advancements that streamline processes, improve project efficiency, and ensure long-term benefits for our clients.



To foster a culture of continuous learning and development, ensuring our team remains highly skilled, knowledgeable, and adaptive to the ever-evolving demands of the industry. We are committed to hiring and nurturing a diverse, innovative, and results-driven workforce, motivated to uphold our legacy of excellence.



To act responsibly and ethically, making a positive impact on society and the environment. We are devoted to maintaining a strong focus on sustainability, implementing eco-friendly practices, and minimizing our environmental footprint. Our objective is to create a harmonious balance between achieving business success and promoting the well-being of our communities, ensuring the satisfaction and trust of both our customers and employees.

# Strategic Principles For Solar & Wind power, and Renewable & Hybrid Energy





#### **Vision**

To be a pioneer in the renewable energy sector, shaping the future with cutting-edge solar, wind, and hybrid energy solutions that revolutionize the energy industry. We aim to drive the transition towards a sustainable, low-carbon future by reducing environmental impact, fostering energy independence, and empowering communities. Through technological advancements and strategic collaborations, we seek to create a cleaner, greener, and more resilient world, where renewable energy is accessible and integral to everyday life, improving the quality of life for generations to come.



#### **Mission**

Our mission is to accelerate the transition to clean, renewable energy by harnessing the full potential of solar, wind, and hybrid power technologies. We aim to deliver reliable, cost-effective, and environmentally responsible energy solutions, while fostering partnerships, driving energy innovation, and contributing to the global efforts against climate change. Through our commitment to sustainability, we seek to create lasting value for our stakeholders, communities, and the planet.

### **Objectives**



To innovate continuously and implement advanced technology in renewable energy projects, enhancing productivity and maximizing cost-effectiveness. We aim to pioneer advancements that streamline renewable energy processes, improve project efficiency, and offer long-term benefits to our clients and the environment.



To act as responsible stewards of the environment, implementing eco-friendly practices that minimize our ecological footprint and contribute positively to society. We strive to achieve a harmonious balance between business success and community well-being, delivering renewable energy solutions that inspire trust and satisfaction among customers and employees alike.



To cultivate a culture of continuous learning and development, ensuring our team remains highly skilled, knowledgeable, and adaptable to the dynamic demands of the renewable sector. We are dedicated to building a diverse, innovative workforce that is motivated to uphold our commitment to sustainability and excellence.

### **Key Facts & Figures**



### "AA" Class or Equivalent

Civil, Electrical and Mechanical Contractor License



### Certifications

ISO 9001:2015 ISO 14001:2015 ISO 45001:2018



Ongoing Projects Worth ₹ 1,081.25 Cr



20+ Marquee Clients



21

**Projects Completed** 

**220+** Workers Employed



FY24 (In ₹ Lakhs)

**Revenue:** 10,492.00

**PAT:** 1,156.00 **EBITDA:** 1,829.00

20 Years

Average Experience Of Management





**FY24** 

**ROE:** 84.09% **ROCE:** 59.49%

### Awards & Accolades



















### Certifications















### Clients & Affiliations

























### BOD's & KMP's





**Dr. Maheshbhai M. Kumbhani**Founder & Managing
Director



Ms. Chandrikaben M. Kumbhani
Promoter & Whole time
Director



Mr. Pallav M. Kumbhani
Non Executive
Director



Mr. Bhavan Trivedi Independent Director



Mr. Rajni Vekariya Independent Director



Mr. Sagar Shah



**Ms. Diksha Joshi**CS & Compliance Officer

### **Management Team**





Mr. Ghanshyam Kumbhani Associate Director



Ms. Ankita Nahar Associate Director



Mr. Bipin Savaliya Associate Director



Mr. Sanjay Kumbhani Associate Director



### **Business Offerings**



#### Sewerage Networks & Sewerage Treatment Plants



Transforming waste water into a resource

Sewage treatment plants for a cleaner tomorrow.

# Water Network & Water Treatment Plants



Pioneering solutions for pure water

Water treatment plants that prioritize safety and sustainability.

#### **Building Construction**



Where craftsmanship meets construction

Building the future, one structure at a time.

#### **Canals & Anicuts**



Harnessing nature's flow for sustainable development

Dams, canals, and beyond.

#### **Overhead Tanks**



Elevating water storage to new heights

Overhead tanks engineered for reliability.

### **Business Offerings**



#### Gabion Bridge/ Gabion Works



Blending strength & beauty in every project

Gabion works that stand the test of time.

#### **Compound Wall**



Securing your space With strength & style

Compound walls built to last.

#### **Smart Road**



Paving the way for a smarter future

Advanced tech, optimized infrastructure & seamless journeys

#### **Auditorium**



### Creating spaces where stories unfold

Auditoriums that resonate with excellence.

#### **Repair & Renovation**



### Renovating the old, innovating the new

Trusted partner in repair and renovation.

### Work Process



Participation in Tendering for Government EPC Projects for various Infrastructure and Renewable Energy Sector & Government Works for various construction work like Building construction, Pipeline, Dam, Canal, Sewage Treatment Plant, OHT, GSR & Gabion work, etc.

PROJECT PLANNING, SCHEDULING & CONTROL 2

Planning, Scheduling activities for almost all types of construction jobs so as to achieve consistent quality at a faster rate.

Designing of Projects for EPC



Execution of activities as per planning

Quality & Safety Checks



Completion of Project within time frame

Project handover



### **Projects Name**

As on 30th Sept 2024

Dindori Multi-Village Water Supply Scheme (Jal Jivan Mission)

Garoli Multi-Village Water Supply Scheme (Jal Jivan Mission)

Sanaudha 1 Multi-Village Water Supply Scheme (Jal Jivan Mission)

Ujjain Town Water Supply Augmentation (Amrut 2.0)

Redevelopment of Land Projects at MOG Lines Barracks near Mhow Naka Square Mixed use -Commercial residential & PSP (Block 11)

Treated Effluent Facilities for 245 MLD STP (Smart City Indore)

EPC for Water Supply System in ABD Area (Smart City Indore)





Amrut 2.0 – Ujjain



Shahpura Karanjiya – Dindori



**MVS Sanaudha Sagar** 



Garoli – Chhatarpur





Patheriya Jat, Madhya Pradesh



Dhana, Madhya Pradesh



Kishanpura, Madhya Pradesh



Neem Kheda, Madhya Pradesh









Mau Sahaniya-81, Madhya Pradesh

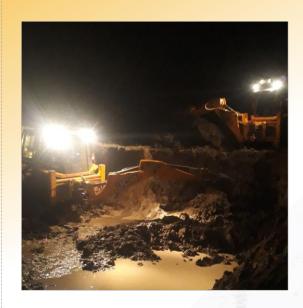


Chattarpur, Madhya Pradesh



Kalapani, Madhya Pradesh





Chattarpur, Madhya Pradesh



Kalapani, Madhya Pradesh



Chattarpur, Madhya Pradesh



Hatna, Madhya Pradesh

### **Completed Projects**



#### **Indore Smart City Development Limited**

#### **Smart Road Development**

**Project:** Development from Bada-Ganpati to Krishnapura Bridge

**Details:** Includes underground electric cabling.

#### **Water Supply & Sewerage Improvement**

Project: Improvement of water supply & sewerage systems in Indore

Smart City

**Details:** Operation and maintenance for 10 years.

#### **Ujjain Smart City**

**Meghdoot Van Development & Maintenance** 

Rejuvination of Rudrasagar Lake & its surrounds, Mahakaal Lok corridor, Phase I

#### **Indore Municipal Corporation**

#### Sewer Taping (Piliyakhal Nala)

**Project:** Remaining sewer taping work from Sirpur to Khatipur Puliya

**Details:** Laying drainage lines at designated locations.

#### Sewer Taping (Palasiya Nala)

**Project:** Sewer taping from Pipliahana to Niranjanpur village

Details: Laying drainage lines at designated locations.

#### **Sewer Network Repair**

**Project:** Repair of primary sewerage system in Central Zone

**Details:** Restoration to make it functional.



Rejuvenation Of Rudrasagar Lake And Its Surrounds,
Mahakaal Lok corridor, Phase I Ujjain (MP)





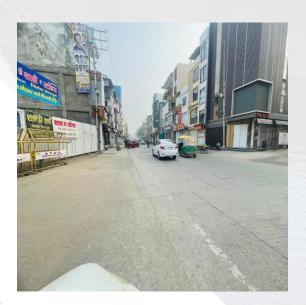




### Dainik Bhaskar Project, MP



# Development Of Smart Road From Bada-ganpati To Krishnapura Bridge (MG Road)







# Water Supply, Sewerage Network And 10 MLD STP Under Smart City Mission Indore





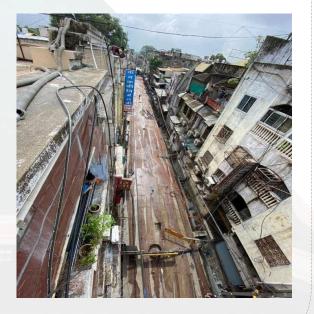




### Sarafa Project, MP









### Sarwate Project, MP





### Nalla Tapping Project, MP







### Amphi Theator - Science City







### Canal Linning-Vadnagar







#### **Gabion Protection-Karai**







### STP and Drainage Network at Karai







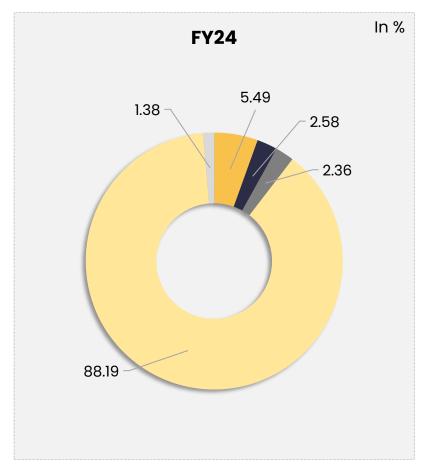
### Construction of Cause Way by Gabion Work at Karjan

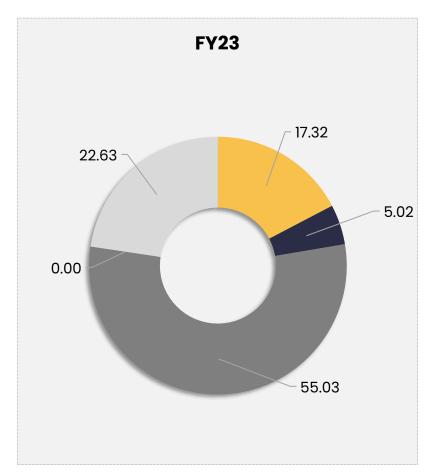


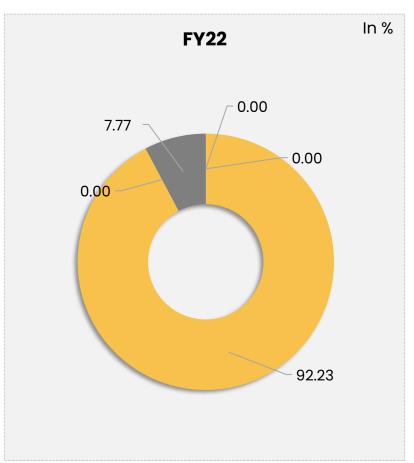


### Revenue Distribution By Service Category









Sewerage Work Parking Construction Work Road Construction Work Water Distribution Work Rejuvenation of Lake



## India's Infrastructure Surge

- Under Interim Budget 2024-25, capital investment outlay for infrastructure has been increased by 11.1% to Rs.11.11 lakh crore (US\$ 133.86 billion), which would be 3.4 % of GDP.
- India has to enhance its infrastructure to reach its 2025 economic growth target of US\$ 5 trillion.
- The government has introduced the National Infrastructure Pipeline (NIP) alongside initiatives like 'Make in India' and the PLI scheme to boost the sector.
- Historically, over 80% of infrastructure spending has focused on transportation, electricity, water, and irrigation.
- The US\$ 1.3 trillion national master plan for infrastructure, Gati Shakti, has been a forerunner to bring about systemic and effective reforms in the sector, and has already shown a significant headway.
- The US\$ 1.3 trillion Gati Shakti national master plan aims to implement systemic reforms in infrastructure and has already made significant progress.
- According to CRISIL's Infrastructure Yearbook 2023, India plans to spend nearly Rs 143 lakh crore (US\$ 1,727.05 billion) on infrastructure over the next seven fiscal years through 2030.
- This spending is more than double the Rs 67 lakh crore (US\$ 912.81 billion) invested in the previous seven years.

Source: IBEF



### India's Infrastructure & Water Growth



- The government has extended the 50-year interest-free loan program to states for another year, with an outlay of ₹1.3 lakh crore (US\$ 16 billion) to boost infrastructure.
- Morgan Stanley projects India's infrastructure investment to rise from 5.3% of GDP in FY24 to 6.5% by FY29.
- From April 2000 to December 2023, FDI in construction development reached US\$ 26.54 billion, with US\$ 33.52 billion in broader construction activities.
- The FY 2024-25 budget includes significant allocations for water supply projects, enhancing infrastructure and access to water across regions.
- Increasing emphasis on PPPs aims to boost investment in water infrastructure and improve resource management.
- Under the Swachh Bharat Mission-Urban 2.0, the government has allocated significant funds for water supply projects, including Rs. 860.35 crore (US\$ 103.91 million) for West Bengal, highlighting ongoing investments in urban water infrastructure.

Source: <u>IBEF</u>

## Strong Growth In India's Renewable Energy Sector

TEERTH GOPICON LIMITED

Ministry of New and Renewable Energy targets 500 GW non-fossil-based electricity generation by 2030, as per the Prime Minister's COP26 announcement, with an added installation of 13.5 GW renewable energy capacity in 2023, corresponding to an investment of around Rs. 74,000 crores (US\$ 8.90 billion).

In 2024, India's electricity demand is expected to surge by 8%, fueled by strong economic growth, extreme heat waves, and the rising use of electric technologies such as electric vehicles (EVs) and heat pumps.

In the Interim Budget for 2024-2025, The fiscal allocation for solar power grid infrastructure development surged to Rs. 8,500 Crore (US\$ 1.02 billion), a significant rise from the previous year's Rs. 4,970 Crore (US\$ 0.60 billion).

Further, Rs. 17,490 crores (US\$ 2.10 billion) were allocated for the Green Hydrogen Mission and the Strategic Interventions for Green Hydrogen Transition (SIGHT) Program.

India's installed renewable energy capacity is expected to increase to about 170 GW by March 2025 from the level of 136.57 GW as of December 2023, according to research agency ICRA.

Source: www.ibef.org





## India's Renewable Energy Growth



India was ranked fourth in wind power capacity and solar power capacity, and fourth in renewable energy installed capacity, as of 2023.

Installed renewable power generation capacity has increased at a fast pace over the past few years, posting a CAGR of 15.4% between FY16 and FY23.

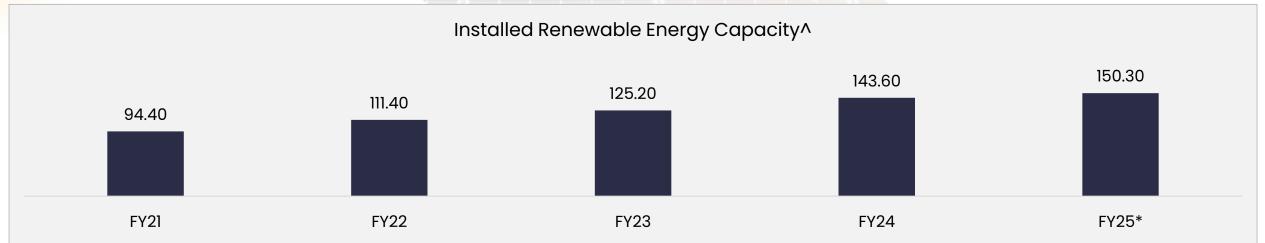
India has 125.15 GW of renewable energy capacity in FY23. India is the market with the fastest growth in renewable electricity, and by 2026, new capacity additions are expected to double.

The installed solar energy capacity has increased by 26 times in the last 9 years and stands at 73.32 GW as of December 2023. In 2023, India has added 7.5 GW of solar power capacity.

Power generation from renewable energy sources (not including hydro) stood at 22.27 billion units (BU) in June 2024, up from 21.86 BU in June 2024.

The PM-KUSUM scheme, launched in March 2019 and scaled up in January 2024, aims to enhance energy and water security for farmers by enabling them to set up solar power plants, install standalone solar agriculture pumps, and solarize grid-connected agriculture pumps, with significant financial assistance from the government.

(IN GW)



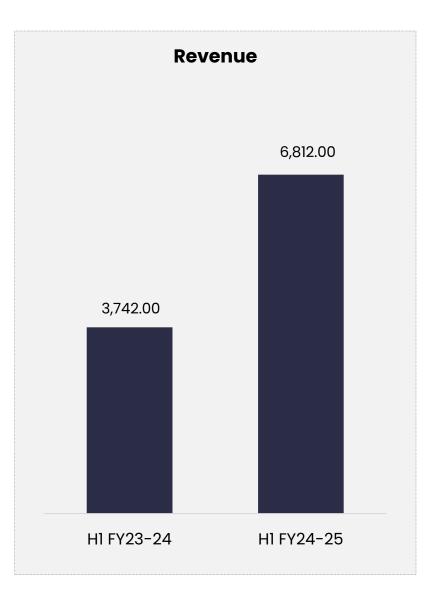
Source: www.ibef.org

Note: ^-includes wind, solar, bio power and small hydro, \*Until July 2024

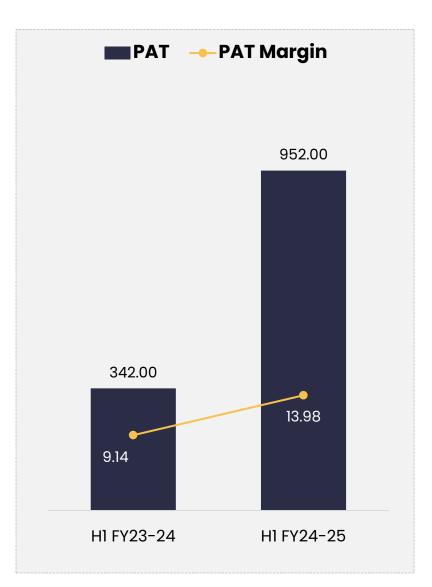


## H1 FY24-25 Financial Highlights









All Amount In ₹ Lakhs & Margins In %

### H1 FY24-25 Profit & Loss Statement

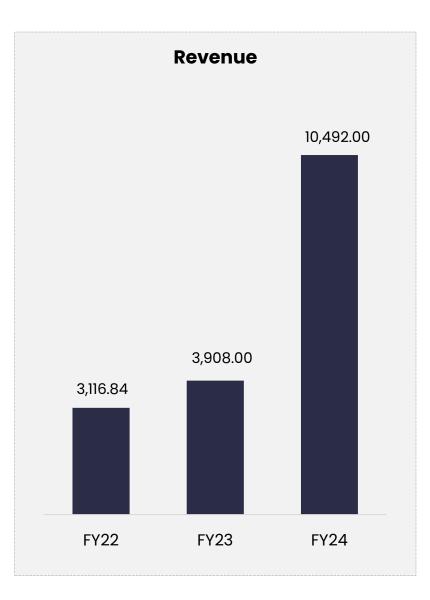


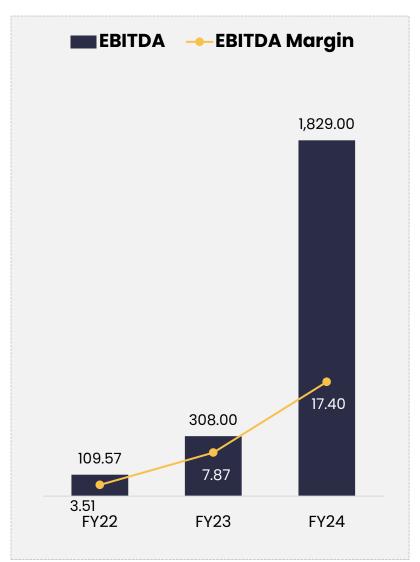
In ₹ Lakhs

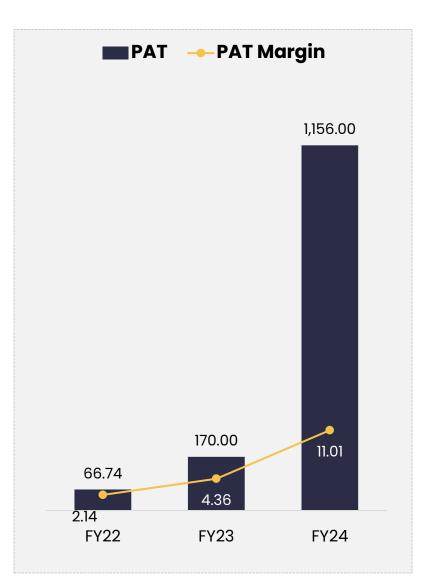
Particulars	H1 FY24-25	H1 FY23-24	YoY Change
Revenues	6,800.00	3,737.00	82%
Other Income	12.00	5.00	140%
Total Income	6,812.00	3,742.00	82%
Raw Materials	4,680.00	2,645.00	
Employee benefit Expenses	365.00	150.00	
Other expenses	149.00	412.00	
Total Expenditure	5,194.00	3,207.00	
EBITDA	1,618.00	535.00	202%
Finance Costs	81.00	28.00	
Deprication and Armotisation Expenses	226.00	33.00	
РВТ	1,312.00	474.00	177%
Tax	360.00	132.00	
PAT	952.00	342.00	178%

## Financial Highlights









All Amount In ₹ Lakhs & Margins In %

## **Profit & Loss Statement**



In ₹ Lakhs

			in a takns
Particulars	FY24	FY23	FY22
Revenues	10,492.00	3,908.00	3,116.84
Other Income	18.00	7.00	3.94
Total Income	10,510.00	3,915.00	3,120.77
Raw Materials	7,622.00	3,140.00	1,892.67
Employee benefit Expenses	485.00	233.00	164.65
Other expenses	574.00	234.00	953.88
Total Expenditure	8,681.00	3,607.00	3,011.20
EBITDA	1,829.00	308.00	109.57
Finance Costs	97.00	23.00	2.59
Deprication and Armotisation Expenses	127.00	45.00	17.70
РВТ	1,605.00	239.00	89.28
Tax	449.00	69.00	22.54
PAT	1,156.00	170.00	66.74

## **Balance Sheet**



In ₹ Lakhs	
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Equities & Liabilities	FY24	FY23	FY22
Equity	800.00	500.00	500.00
Reserves	1,128.00	320.00	149.88
Net Worth	1,928.00	820.00	649.88
Non Current Liabilities			
Long Term Borrowings	729.00	373.00	1,531.54
Long Term Provision	-	-	-
Deffered Tax Liability (Net )	14.00	2.00	9.66
Total Non Current Liabilities	743.00	375.00	1,541.20
Current Liabilities	-	-	-
Short Term Borrowings	395.00	188.00	-
Trade Payables	8,119.00	1,223.00	1,999.14
Other Current Liabilities	1,651.00	888.00	-
Short Term Provisions	786.00	414.00	79.83
Total Current Liabilities	10,951.00	2,713.00	2,078.97
Total Equites & Liabilities	13,623.00	3,908.00	4,270.05

Assets	FY24	FY23	FY22
Non Current Assets			
Fixed Assets	1,314.00	360.00	350.34
Non Current Investments	281.00	-	-
Deferred Tax Asset	-	-	-
Other non-Current Assets	-	-	-
Total Non Current Assets	1,595.00	360.00	350.34
Current Assets			
Inventories	5,885.00	934.00	753.32
Trade Receivables	3,328.00	1,906.00	2,033.87
Cash & Bank Balance	105.00	533.00	216.53
Short Term Loans & Advances	382.00	206.00	193.68
Other Current Assets	2,329.00	783.00	722.32
Total Current Assets	12,029.00	4,362.00	3,919.72
Total Assets	13,623.00	4,722.00	4,270.05

## **Cash Flow Statement**



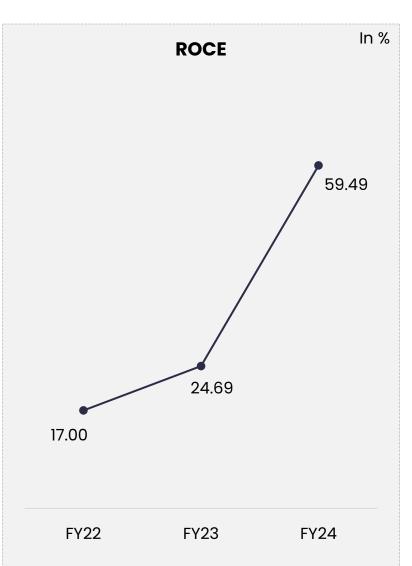
In ₹ Lakhs

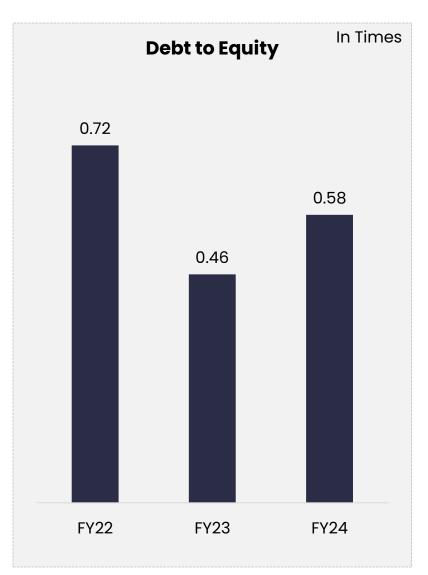
Particulars	FY24	FY23	FY22
Cash from Operation	407.00	1541.00	-360.57
Cash from Investments	-1410.00	-54.00	-16.34
Cash from Financing	575.00	-1171.00	332.36
Net Cash Flow	-428.00	316.00	-44.85

# **Key Ratios**



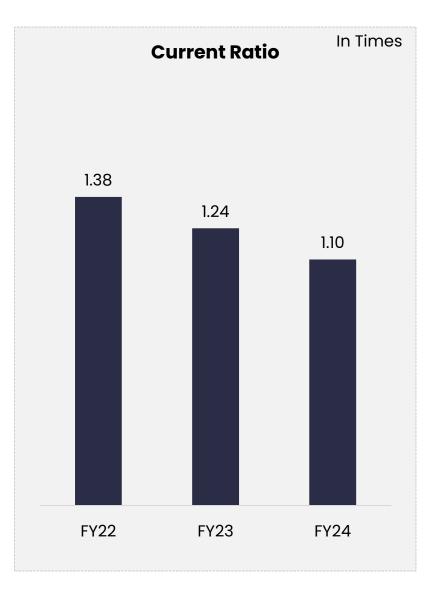


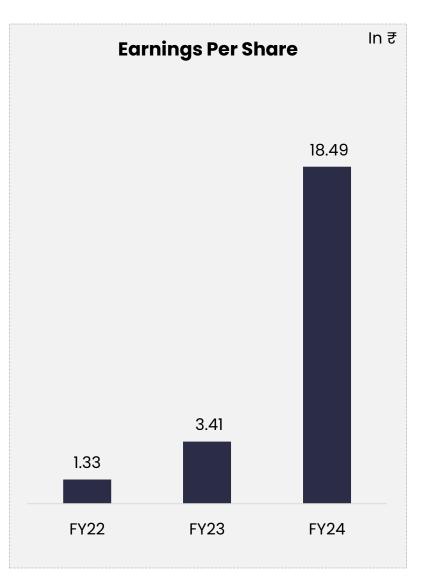


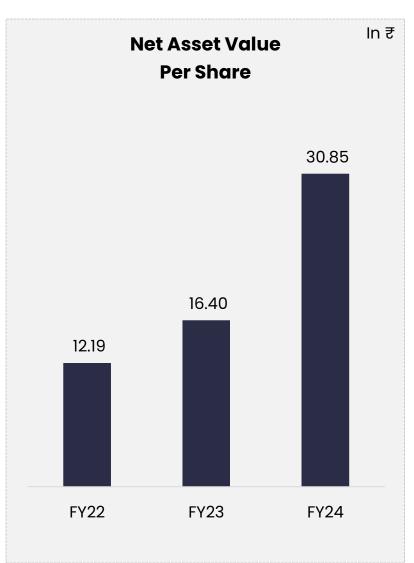


# **Key Ratios**









### **Investment Rationale**



### **Experienced Leadership**

Led by promoter Maheshbhai Khumbhani, who has over two decades of experience in the infrastructure sector, providing strategic direction and industry insight.



### Focus on Infrastructure, Renewable Energy & Water Distribution Projects

The company's focus on water distribution systems aligns well with government initiatives like the Jal Jeevan Mission, enhancing community access to tap water. Its strategic emphasis on solar, wind, and hybrid energy projects positions it to leverage India's expanding renewable energy sector, reinforcing the company's commitment to sustainability and clean energy goals.



#### **Robust Order Book**

The company has a substantial order book valued at ₹1,081.25 Cr, with a significant focus on water supply projects, indicating strong future revenue potential.



#### **Strong Government Relationships**

As a registered contractor for various Central and State Government projects, the company benefits from a reliable source of contracts and funding, ensuring steady revenue streams.





### **Quality Certifications**

The company holds ISO certifications (ISO 9001:2015, ISO 14001:2015, ISO 45001:2018), demonstrating its commitment to quality management, environmental sustainability, & occupational health and safety.



#### **Diverse Portfolio**

TGL specializes in various sectors, including roads, water distribution, and sewerage, allowing for revenue diversification and risk mitigation.



#### **Strong Revenue Growth**

TGL's revenue increased from ₹3,120.77 lakhs in FY22 to ₹10,492.00 lakhs in FY24, reflecting a **236.20%** growth and showcasing its ability to capitalize on market opportunities.



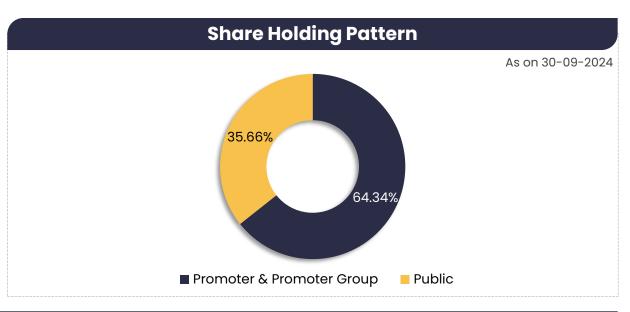
#### **Improving Profitability**

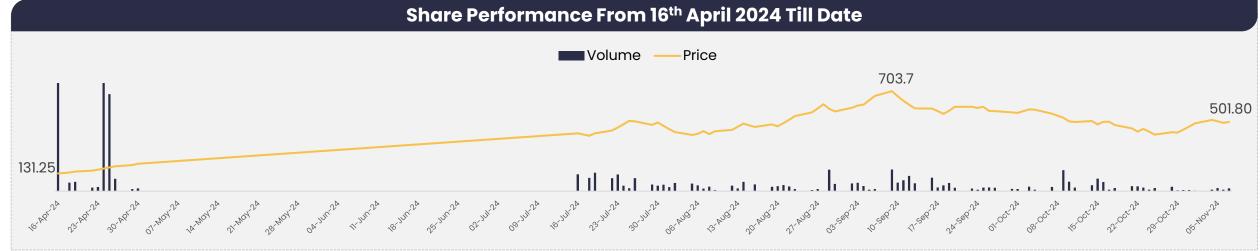
TGL's PAT surged from ₹66.74 lakhs in FY22 to ₹1,156 lakhs in FY24, reflecting a **1,632.09%** increase and highlighting its strong profitability growth.

### Stock Data



NSE CODE: TGL   ISIN: INEOK6601012		
	As on 08-11-2024	
Share Price (₹)	501.80	
Market Capitalization (₹ Cr)	602.14	
No. of Shares	1,19,99,600	
Face Value (₹)	10	
52 week High-Low (₹)	774.00 – 123.00	





Source - NSE

