



TECPRO SYSTEMS LIMITED

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February 14, 2012

The National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C/1, G Block
Bandra Kurla Complex, Bandra (E)
Mumbai-400 051

Ref: Scrip Code: TECPRO

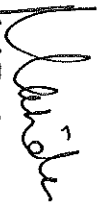
Sub: Press Release

Please find enclosed herewith the Press Release for the unaudited financial results for the quarter and nine months ended December 31, 2011 of the Company.

This is for your information and records.

Thanking you.

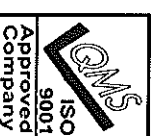
For Tecpro Systems Limited

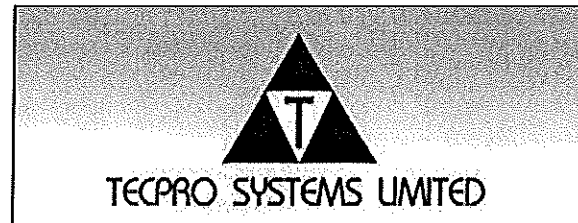

Pankaj Tandon
General Manager (Corp. Affairs) &
Company Secretary

Encl: as above

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New Delhi-110058 Ph. : +91-11-45038735 Fax : +91-11-45038734

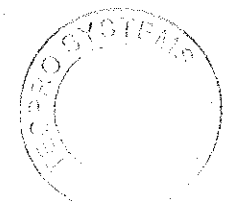
□ CHENNAI □ HYDERABAD □ KOLKATA □ MUMBAI





Tecpro Systems Limited

Q3 & 9M FY2012 Earnings Presentation



Disclaimer

Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

Tecpro Systems 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.

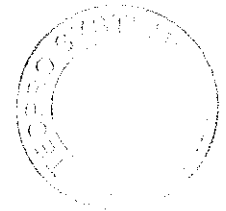
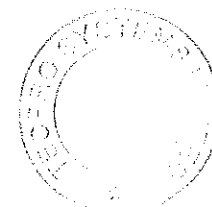


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Company overview

Leadership position

One of the leading players in the coal and ash handling segment
Highest coal handling orders and third highest ash handling plant orders in XIth Five Year Plan*

**As per CEA records*

Presence across Value Chain

State-of-the-art design & engineering facilities reduce execution time and equipment cost
Successful foray into BoP segment
Backward integration through acquisition of Ambika Projects in water treatment space

Robust Order Book

Strong order backlog of about Rs. 4,600 crore as on 31 December, 2011
Robust revenue visibility (2.32 times FY11 revenues) going forward

Technological Collaborations

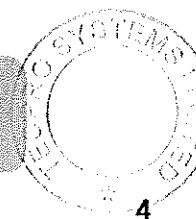
Has made several foreign collaborations for material and ash handling technologies
Reduce R&D costs and time to market for new technologies

Competent management

Strong management with vast experience and domain knowledge
Established execution capabilities and strong project management skills

Well established customer relations

Long standing customer relationships
Repeat orders testimony to customer's confidence and loyalty towards Tecpro



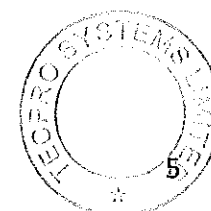
Financial Highlights

9 Months FY2012 Highlights vs. 9 Months FY2011

- Total Income up 41.22% to Rs. 1,429.56 crore (Rs. 1,012.30 crore in 9 Months FY2011)
- EBIDTA stood at Rs. 162.3 crore (Rs. 108.76 crore in 9 Months FY2011)
- PBT at Rs. 42.99 crore (Rs. 40.58 crore in 9 Months FY2011)
- PAT stood at Rs. 28.64 crore (Rs. 26.49 crore in 9 Months FY2011)
- Diluted EPS at Rs. 5.67 (Rs. 5.74 in 9 Months FY2011)

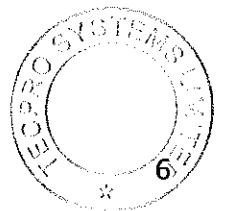
Q3 FY2012 Highlights vs. Q3 FY2011

- Total Income up 35.64% to Rs. 626.65 crore (Rs. 461.99 crore in Q3 FY2011)
- EBIDTA stood at Rs. 62.85 crore (Rs. 54.41 crore in Q3 FY2011)
- PBT at Rs. 22.32 crore (Rs. 30.48 crore in Q3 FY2011)
- PAT stood at Rs. 14.68 crore (Rs. 19.9 crore in Q3 FY2011)
- Diluted EPS at Rs. 2.91 (Rs. 3.98 in Q3 FY2011)



FY2012 Growth Plan Intact

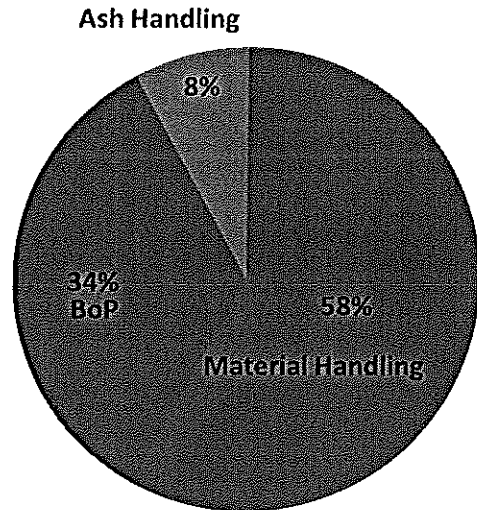
- On track to achieve revenue estimate of 35-40% growth for FY2012
 - Major portion of revenues to accrue in Q4 FY12
- On the earnings front, as well, set to deliver 20-25% growth in FY2012
 - In Q4 all the line items like employee costs, direct costs, depreciation and interest are going to be charged only on a quarterly basis which will more or less remain constant which on a higher revenue base will deliver higher earnings in the last quarter as per plan
- Pre-interest earnings remain fairly robust throughout the year
- Interest is built in the project cost itself, however, exceptionally high interest rates may impact PBT margins by 50-75 bps
 - As the environment turns favorable for growth, the softening of interest rates from the current levels, to help augment profitability



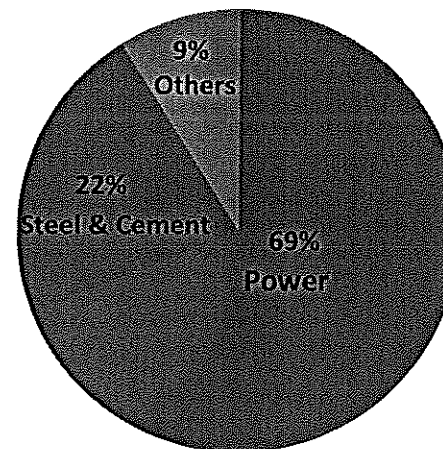
Order Book Details

- Total order book position as on 31st December, 2011 stood at about Rs. 4,600 crore
- Order inflows for 9M FY2012 stand at Rs. 1,638 crore

Order Book - Sector-wise break up



Order Book - Segment-wise break up



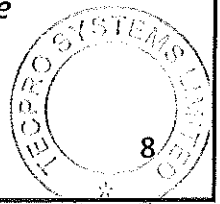
VCMD's Message

Comments on the performance for Q3 & 9M FY2012 - from Mr. Amul Gabrani, Vice Chairman & Managing Director of the Company:

"We have delivered another healthy topline growth this quarter on the back of execution of the existing order backlog. During the quarter we have secured a Coal Handling Plant order from NTPC and seen a regular inflow of orders in the Material & Ash handling and the Waste Heat Recovery space as well. Our order backlog continues to be robust providing healthy revenue visibility over the next few years.

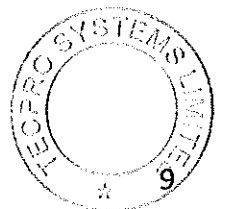
The sharp drop in power generation orders is symptomatic of sectorial constrictions and the challenging macroeconomic environment, reflecting in subdued order inflows for BoP players. Tecpro, however, continues to leverage its strength and leadership position in the Material and Coal handling space where we have submitted our bids for several new orders. Our unique presence across the value chain backed by our robust order book position and proven execution capabilities makes me confident of navigating the ongoing slowdown and bagging new orders soon.

We remain positive of sustaining our growth trajectory and recording another sound performance this year given our large order book position with L1 orders still pending, our diversified business portfolio and superior project management skills. Once economic recovery becomes more entrenched, we will be at the forefront to capitalize on the prolific opportunities in the power sector whilst maintaining the strength of our balance sheet."



Business Updates

- During the quarter under review, the Company secured an order worth Rs. 405.4 crore from NTPC
 - ❑ Scope includes the supply of Extended Coal Handling Plant Package for Pakri Barwadih Coal Mining Block situated at Hazaribagh District in Jharkhand
 - ❑ Extension of previous order from NTPC, taking total order size at Pakri to Rs. 661 crore
- Secured order in the Waste Heat Recovery space from Ambuja Cements worth Rs. 60.5 crore
- Amongst the pre-qualified bidders in Coal & Ash handling projects for NTPC
- All existing projects are proceeding smoothly



Performance Analysis (9M FY12 vs. 9M FY11)

Note - It is best to monitor the business on an annual basis since a majority of the revenues are recognized in the fourth quarter given the nature of the business and the accounting practices therein.

Total Income

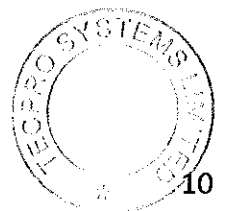
- 9M FY2012 revenues at Rs. 1,429.56 crore marked a growth of 41.22% as compared to Rs. 1,012.30 crore in 9M FY2011.
 - Strong growth led by execution of existing order book
 - Material Handling contributed to 49% of revenues, BoP contributed 38% and Ash Handling contributed 13% of total revenues

Expenditure

- Total operating expenditure for 9M FY2012 stood at Rs. 1,284.77 crore, up 39.87% compared to Rs. 918.57 crore in the corresponding period last year

EBITDA

- Operating profits for 9M FY2012 stood at Rs. 162.30 crore as compared to Rs. 108.76 crore in 9M FY2011
 - Margins remained robust at 11.41%



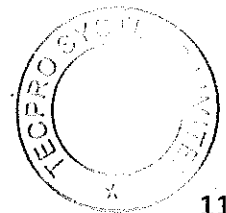
Performance Analysis (9M FY12 vs. 9M FY11)

Interest Cost

- Interest cost has increased in 9M FY2012 to Rs. 109.88 crore as compared to Rs. 60.43 crore in 9M FY2011
 - Tight interest rate regime has resulted in an increase in the average cost of borrowed funds
 - Average cost of debt at 11.50%

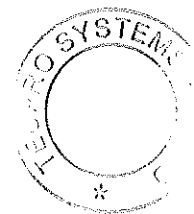
Net Profit

- PAT for 9M FY2012 stood at Rs. 28.64 crore, is 8.12% higher as compared to Rs. 26.49 crore for the corresponding nine months last year



Outlook

- To sustain growth on prolific opportunities in the power sector
 - Large amounts on investments in infrastructure are anticipated in order to attain the targeted 8-9% GDP growth rate
 - 12th Five Year Plan entails a huge opportunity in the BoP space
 - Tecpro Systems' well placed to capitalize on this opportunity as the BoP ordering for the 12th Plan shall commence shortly
- Maintain competitive advantage by enhancing manufacturing facilities and continue expanding service portfolio
 - Focus on delivering more value-added engineering services acquiring expertise through technological tie-ups as well as inorganic growth
 - Recently acquired Ambika Projects (India) Private Limited, in the water treatment business.
- To bid aggressively to book new orders and expand ever-growing order book position
- To sustain financial performance going forward and strengthen position in the material handling industry



About Tecpro Systems

Since the commencement of its operations in 2001, Tecpro has been instrumental in executing more than 1,000 material handling orders. The Company designs, engineers, manufactures, sells, commissions and services a range of systems and equipment to provide turnkey projects for the core infrastructure related sectors like power, steel, cement and other industries. In order to expand its scope of services, Tecpro Systems integrated the ash handling business of Tecpro Ashtech Limited (TAL), previously known as Mahindra Ashtech Limited, with its existing material handling operations by way of amalgamation. Today, Tecpro Systems has in-house capabilities for providing comprehensive solutions in material and ash handling systems.

The Company has ventured into various complimentary businesses across different divisions of the power sector with a vision to build an integrated business serving the sector. As per CEA records, Tecpro received the highest number of orders for coal handling plants during the Eleventh Five-Year Plan (2007-2012). The company also forayed into the EPC segment for thermal power projects in 2007, in which it managed the erection and commissioning of the boiler, turbine and generator (BTG) packages along with undertaking the engineering, design, supply and commissioning of other equipment and services. Leveraging its capabilities in coal and ash handling, the Company has also taken up turnkey BoP contracts in the thermal power generation sector. The business undertaken by the company broadly comprises four segments viz. material handling solutions, ash handling solutions, BoP/EPC contracts and other businesses such as supply of air pollution control equipment.

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