



Sugs Lloyd: Accelerating Growth Across India's T&D & Solar Infrastructure

Strategically positioned at the intersection of India's infrastructure transformation, delivering consistent, scalable growth through Solar, Power T&D, and engineering excellence.

Disclaimer



This presentation and its accompanying materials (collectively, the "Presentation") have been prepared by Sugs Lloyd Limited ("Sugs," "the Company," or "we") for informational and discussion purposes only. This Presentation does not constitute an offer to sell or solicitation of an offer to purchase any securities, investment advice, or recommendation, nor should it be relied upon as the basis for any investment decision or contractual commitment. Any securities offering by the Company will be made exclusively through formal offering documents containing complete information about the Company, its business, and associated risks.

While the information contained herein has been compiled from sources the Company believes to be reliable, the Company makes no representations or warranties, express or implied, regarding the accuracy, completeness, or fairness of the information presented. This Presentation may not include all material information concerning the Company, and any reliance on this information is entirely at the recipient's own risk. The Company expressly disclaims all liability for any errors, omissions, or inaccuracies contained herein.

This Presentation contains forward-looking statements concerning the Company's business prospects, market opportunities, and strategic outlook based on current expectations and assumptions. These statements are subject to significant risks and uncertainties, and actual results may differ materially from those expressed or implied. Various factors may cause actual outcomes to vary, including economic conditions in India and internationally, industry trends and competitive dynamics, execution of business strategies, technological developments, revenue variability, market acceptance, regulatory changes, and other business risks. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

Any forward-looking statements, projections, or opinions attributed to third parties included in this Presentation are not endorsed by the Company, and the Company assumes no responsibility for their accuracy or reliability. By reviewing this Presentation, recipients acknowledge that they have read, understood, and agree to be bound by the terms of this disclaimer.

Inside the Presentation



Company Overview & Current Position



Competitive Advantage & Strengths



Business Outlook



Project Snapshots



Financial Performance & Growth Strategy



Investment Thesis

Company Overview



₹409+ Cr

Outstanding Orderbook
24-30 months revenue visibility

450+

Employee Strength
Skilled technical workforce

50%+

FPI Market Share
India's leading position

17+

Years of Experience
Operational Since 2009

Pan-India Presence

Operations across multiple states with project execution capability in Power T&D, solar EPC, and civil infrastructure. Strong presence across Pan India - **Bihar, Jharkhand, Odisha, Gujarat, Punjab, Himachal, Maharashtra** and expanding footprint nationwide aggressively.

Tier-1 Client Base

Serving premier PSUs and private sector clients including **NTPC Ltd (CARE AAA), Tata Power subsidiaries (CARE AA+), Indian Railways**, and other high-rated counterparties backed by central funding schemes.

Orderbook & PAN India Presence

Current Order Book: ₹409+ Crore

24-30 Months Visibility

Current order book provides clear execution roadmap through FY27

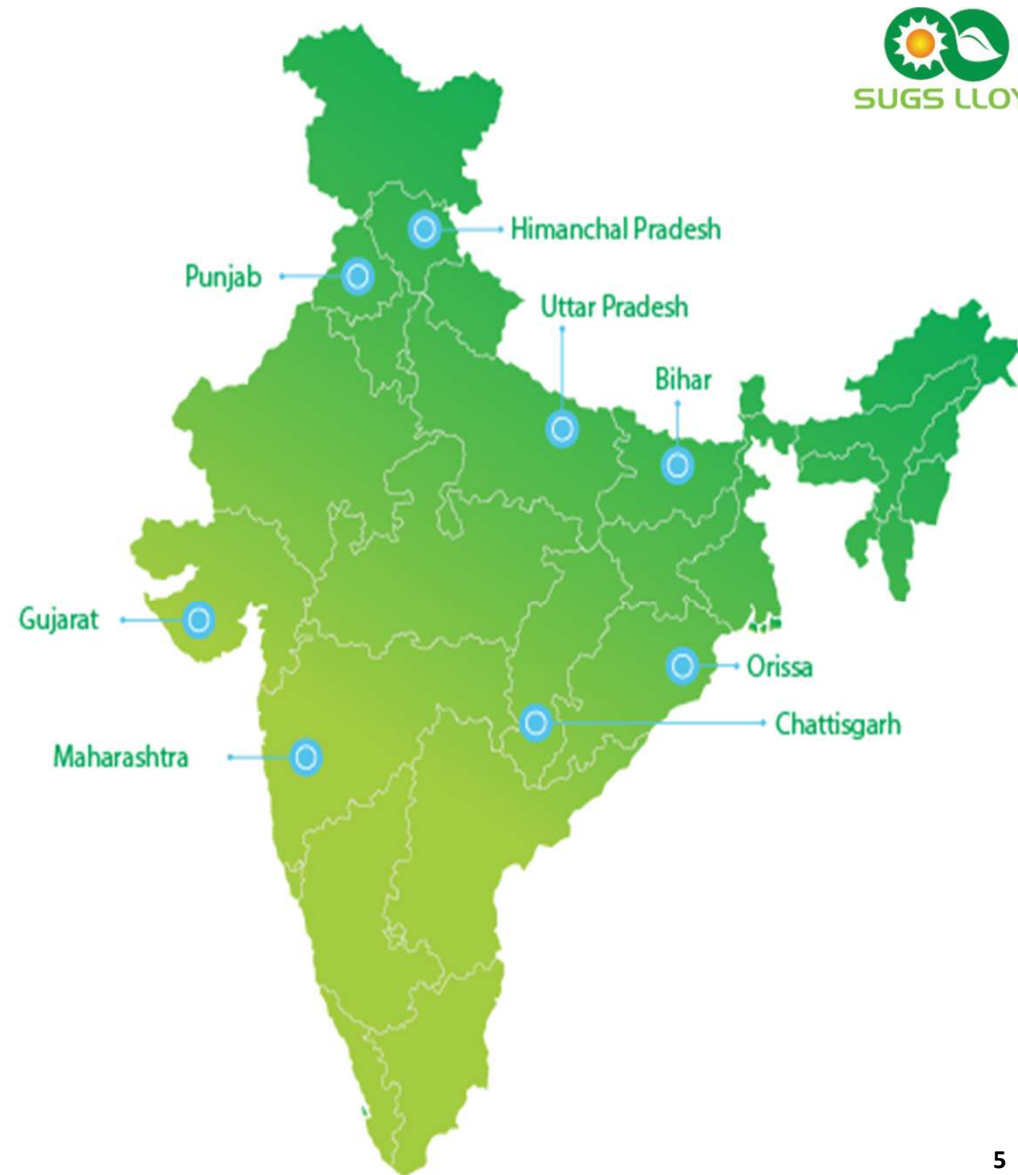
Strong Pipeline

₹800+ Cr in qualified bids under evaluation, expected conversion 20-30%

Scaling Up

Arrangement under way for ₹1,000 Cr bidding capacity shall unlock exponential growth potential

With an active presence across **Bihar, Odisha, Gujarat, Punjab, Himachal Pradesh, Maharashtra, Uttar Pradesh and Chhattisgarh** Sugs Lloyd has established a robust operational network serving client across India.



Blue - Chip Client Portfolio



Client Credit Quality & Payment Security

NTPC Limited

Rating: CARE AAA / CRISIL AAA

India's largest power generator, multiple ongoing T&D and solar projects ensuring steady order flow

Tata Power & Subsidiaries

Rating: CARE AA+ / IND AA

Long-standing relationship across solar EPC, electrical infrastructure, and FPI supply contracts

Central Scheme Projects

Funding: RDSS, IPDS, PM-KUSUM

Government-backed projects with sovereign guarantee ensuring timely payments and minimal counterparty risk

State DISCOMs

Security: Central backing under reform schemes

Enhanced payment discipline post-UDAY and RDSS implementation, bank guarantees in place

Over 85% of current orderbook comprises AAA to AA rated counterparties or centrally-funded projects, significantly de-risking revenue realization and working capital cycle.

Leadership & Governance Excellence



Mr. Santosh Shah
Chairman & Promoter

21+ years in electrical transmission and distribution, he is a distinguished leader respected by industry and government. His vision has driven key sector advancements



Mr. Satyakam Basu
CEO

43+ years of global experience, he has led operations, projects, and business growth worldwide.



Mr. Vicky Kumar
Chief Financial Officer

With 15+ years in EPC and infrastructure finance, he leads strategic planning, compliance, and cash-flow management as Head Finance.



Mr. Anish Sharma
Vice President

Drives growth in Power T&D, solar, and automation with 23+ years of project and business leadership



Mr. Abid Ali
Asst. Vice President

14+ years in power distribution and solar, he maintains key government linkages and oversees smooth project execution at Sugs Lloyd



Mr. Surendra Singh
Business Head

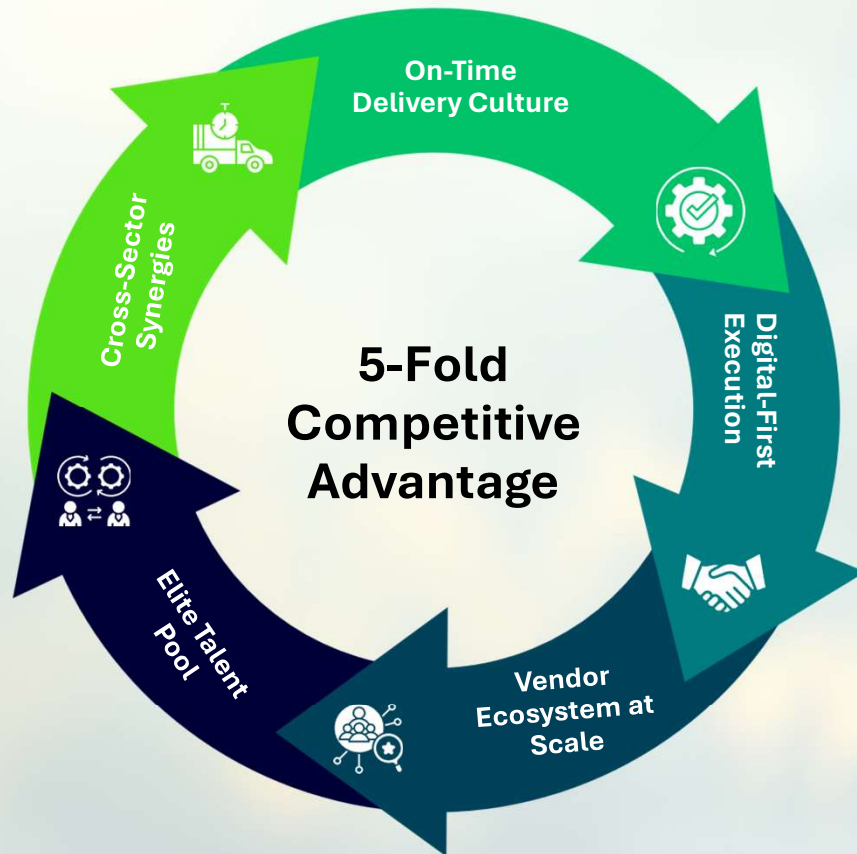
An MBA and Air Force veteran with 20+ years in HR and administration, he brings solid power distribution experience and leads Sugs Lloyd's electrical and staffing operations.



Mr. Jai Singh
Vice President

Drives growth in Power T&D, solar, and automation with 21+ years of project and business leadership

Sugs Lloyd – Competitive Edge



On-Time Delivery Culture

01

Impeccable track record with 99.984% on time delivery
LD till date -0.016%

Digital-First Execution

02

Integrated ERP, and project management platforms enable real-time tracking, cost control, and predictive scheduling across all sites.

Vendor Ecosystem at Scale

03

PAN-India presence and growing order book enhance negotiation power, reduce procurement costs, and enable faster mobilization.

ONLY
0.016%
LD as on date

Elite Talent Pool

04

Engineers from Tier-1 institutions.
- Avg. exp of 10+ years from reputed companies.
- 40% Graduate Engineers

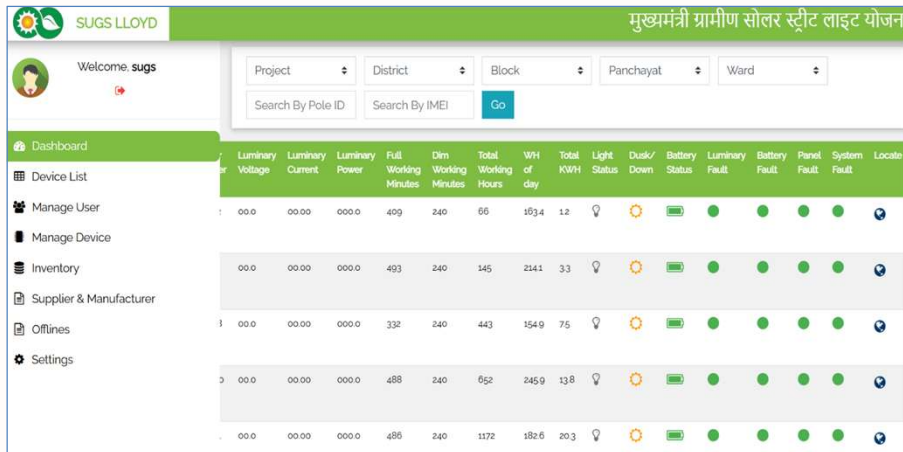
Cross-Sector Synergies

05

Bundled capabilities across verticals reduce overheads, win integrated projects, and create barriers to entry for single-domain competitors.

Technology - The Foundation of Our Execution Excellence

WFM & BA Management

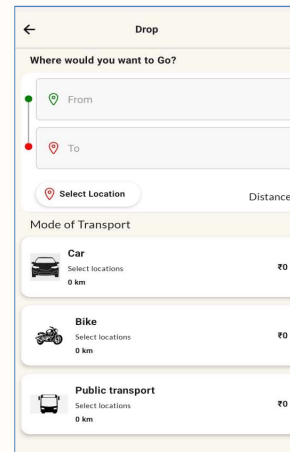


Dashboard showing various metrics and filters for the 'मुख्यमंत्री ग्रामीण सोलर स्ट्रीट लाइट योजना' (Chief Minister Gramin Solar Street Light Scheme).

Filters: Project, District, Block, Panchayat, Ward

Search: Search By Pole ID, Search By IMEI, Go

	Luminary Voltage	Luminary Current	Luminary Power	Full Working Minutes	On Working Minutes	Total Working Hours	WH of day	Total KWH	Light Status	Dusk/Down	Battery Status	Luminary Fault	Battery Fault	Panel Fault	System Fault	Locate
1	00.0	00.00	000.0	409	240	66	183.4	1.2	💡	🔧	🔋	🟢	🟢	🟢	🟢	📍
2	00.0	00.00	000.0	493	240	145	214.1	3.3	💡	🔧	🔋	🟢	🟢	🟢	🟢	📍
3	00.0	00.00	000.0	332	240	443	154.9	7.5	💡	🔧	🔋	🟢	🟢	🟢	🟢	📍
4	00.0	00.00	000.0	488	240	652	245.9	13.8	💡	🔧	🔋	🟢	🟢	🟢	🟢	📍
5	00.0	00.00	000.0	486	240	1172	182.6	20.3	💡	🔧	🔋	🟢	🟢	🟢	🟢	📍



Drop

Where would you want to Go?

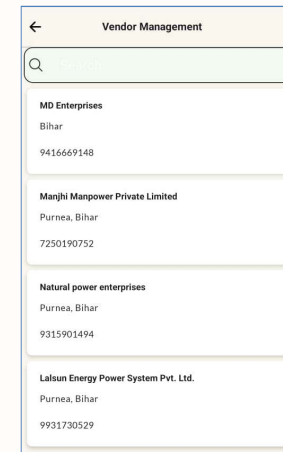
From:

To:

Select Location Distance:

Mode of Transport

- Car** Select locations 0 km ₹0
- Bike** Select locations 0 km ₹0
- Public transport** Select locations 0 km ₹0



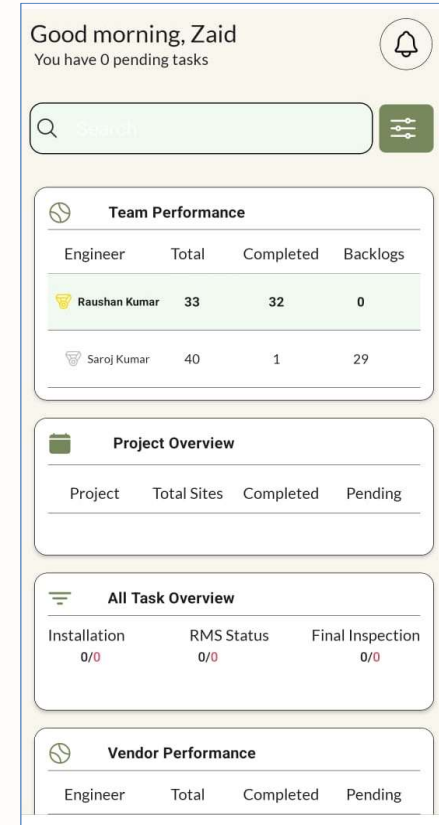
Vendor Management

MD Enterprises
Bihar
9416669148

Manjhi Manpower Private Limited
Purnea, Bihar
7250190752

Natural power enterprises
Purnea, Bihar
9315901494

Lalsun Energy Power System Pvt. Ltd.
Purnea, Bihar
9931730529



Good morning, Zaid
You have 0 pending tasks

Search

Team Performance

Engineer	Total	Completed	Backlogs
Raushan Kumar	33	32	0
Saroj Kumar	40	1	29

Project Overview

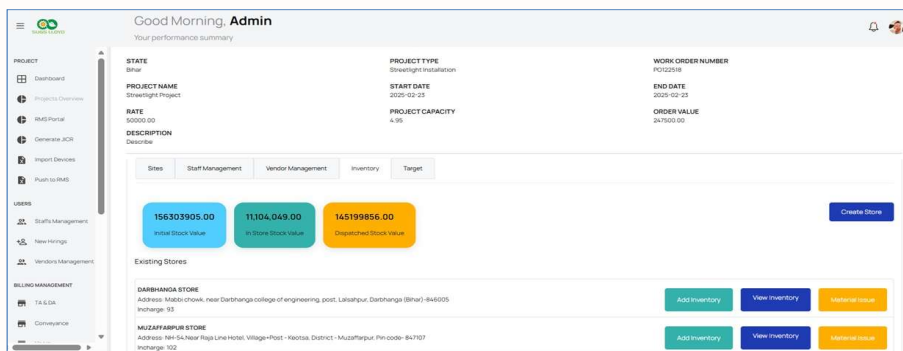
Project	Total Sites	Completed	Pending

All Task Overview

Installation	RMS Status	Final Inspection
0/0	0/0	0/0

Vendor Performance

Engineer	Total	Completed	Pending



Good Morning, Admin
Your performance summary

PROJECT TYPE: Streetlight Installation
START DATE: 2020-02-23
END DATE: 2025-10-23
PROJECT NAME: Streetlight Project
RATE: 50000.00
PROJECT CAPACITY: 4.95
ORDER VALUE: 247500.00

States: Staff Management Vendor Management Inventory Target

156303905.00 Invest Stock Value
11104.049.00 In Stock Stock Value
145199856.00 Dispatched Stock Value

Create Store

Existing Stores

DARBHANGA STORE
Address: Madhupur, near Darbhanga college of engineering, post: Lalapuri, Darbhanga (Bihar) 846005
Incharge: 93

MUZAFFARPUR STORE
Address: NH 54 Near Raga Line Hotel, Village Post - Kootas, District - Muzaffarpur, Pin code- 847107
Incharge: 102

Add Inventory View Inventory Upload Data

SLLDM- Project Management

Real-time project dashboards & AI powered resource optimization for

- Compliance and quality checks
- Reduction in project timelines
- Improvement in Margins
- Client satisfaction scores

H1 FY26 Performance Highlights

REVENUE

₹ 123.03 Cr

H1 FY26

₹ 63.36 Cr

H1 FY25

+ 94% YoY

EBITDA

₹ 18.88 Cr

H1 FY26

₹ 9.89 Cr

H1 FY25

+ 91% YoY

PAT

₹ 11.82 Cr

H1 FY26

₹ 6.10 Cr

H1 FY25

+ 94% YoY

EPS (Diluted)

₹ 5.09

H1 FY26

₹ 3.76

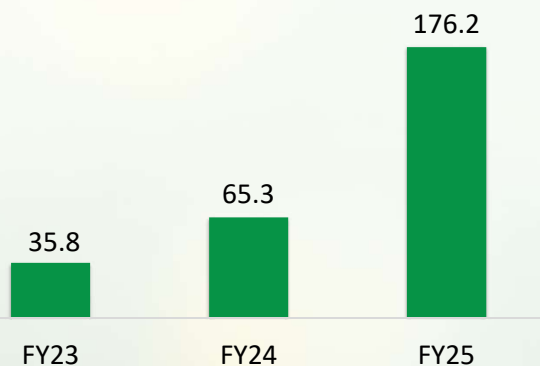
H1 FY25

+ 36% YoY

Note: All figures are on a standalone basis

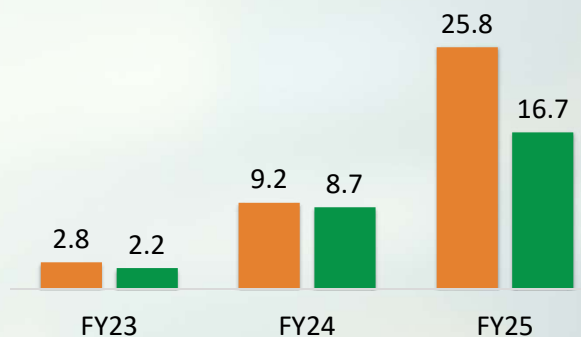
Key Performance Indicators

Revenue (In ₹ Cr)



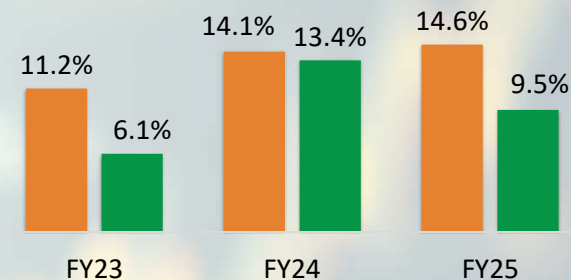
Profitability (In ₹ Cr)

EBITDA Net Profit



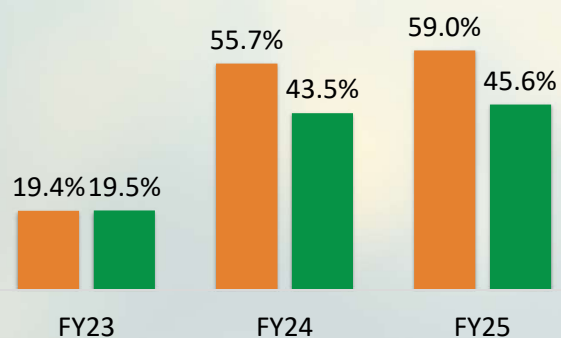
Profitability Ratios (In %)

EBITDA Margin Net Profit Margin

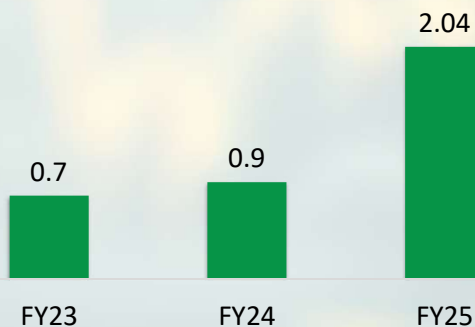


Return Ratios (In %)

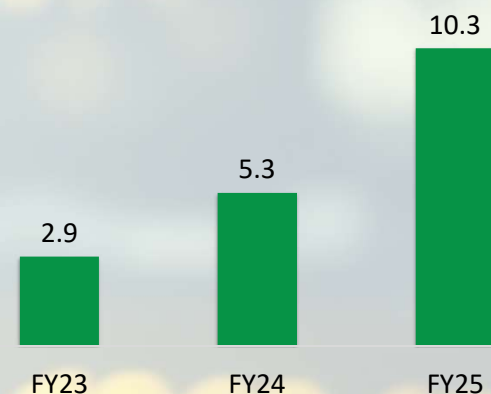
ROE ROCE



Debt to Equity (In Times)



EPS (In ₹)



Note: All figures are on a standalone basis

H1 FY26 Performance Highlights

Particulars (in ₹ Crore)	H1 FY26	H1 FY25	YoY% Change
Revenue from Operations	123.03	63.36	94%
EBITDA	18.88	9.89	91%
Depreciation	0.19	0.16	
EBIT	18.69	9.73	92%
Financial costs	3.90	1.25	
Other Income	1.12	1.06	
PBT	15.90	9.54	67%
PAT	11.82	6.10	94%
PAT Margin (%)	9.61%	9.63%	
EPS (Diluted)	5.09	3.76	36%

94%



H1FY26 Revenue ₹123.03 Crore as compared to ₹63.36 Crore in H1FY25

91%



H1FY26 EBITDA ₹18.88 Crore as compared to ₹9.89 Crore in H1FY25

94%



H1FY26 PAT ₹11.82 Crore as compared to ₹6.10 Crore in H1FY25

Note: All figures are on a standalone basis

Balance Sheet Summary



Particulars (In ₹ Crore)	H1 FY26	FY25	FY24
Shareholder's Funds	120.3	36.7	20.0
Total Non-Current Liabilities	3.0	2.0	0.9
Short Term Borrowings	83.0	74.8	18.6
Total Current Liabilities	33.1	18.0	6.9
Total	239.4	131.5	46.4
Total Non-current Assets	42.2	27.5	18.0
Trade Receivables	124.1	88.8	24.5
Cash & Cash Equivalents	58.5	0.7	1.8
Total Current Assets	14.6	14.5	2.1
Total	239.4	131.5	46.4

Note: All figures are on a standalone basis

Cash Flow Statement



Particulars (In ₹ Crore)	H1 FY26	FY25	FY24
Cash Flow from Operating Activity	-6.0	-44.5	-6.06
Cash Flow from Investing Activity	-12.5	-8.5	-2.20
Cash Flow from Financing Activity	76.2	51.8	9.3
Cash and Cash Equivalents at the Beginning of the Year	0.7	1.8	0.8
Cash and Cash Equivalents at the End of the Year	58.5	0.7	1.8

Note: All figures are on a standalone basis

Executed Project Snapshots



Various large-scale projects executed across *Bihar, Odisha, Gujarat, Punjab, Delhi & Kolkata* for major discoms & govt entities - *Tata/NTPC/NHAI/Indian railways/BREDA*

Sugs Strategic Offerings

Power T&D

Transmission & Distribution infrastructure,

- RDSS scheme projects
- Grid modernization
- Turnkey substation execution
- Smart metering solutions

Solar EPC

Ground-mounted and rooftop solar installations

- C&I segment
- MW-scale projects
- Large scale Solar street light projects

Niche Products & Solutions

Fault Passage Indicators, auto reclosures, sectionalisers with IoT integration, remote monitoring, real-time diagnostics

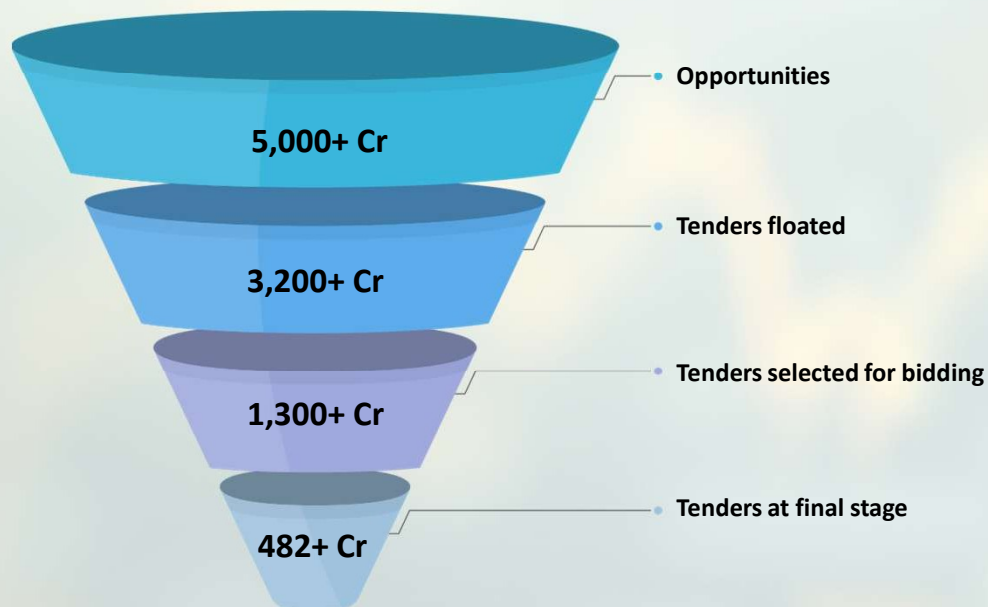
- Customized solutions
- Turnkey services from designing till commissioning, O&M
- Inhouse R&D & continuous product upgradation



Business Outlook – Power T&D

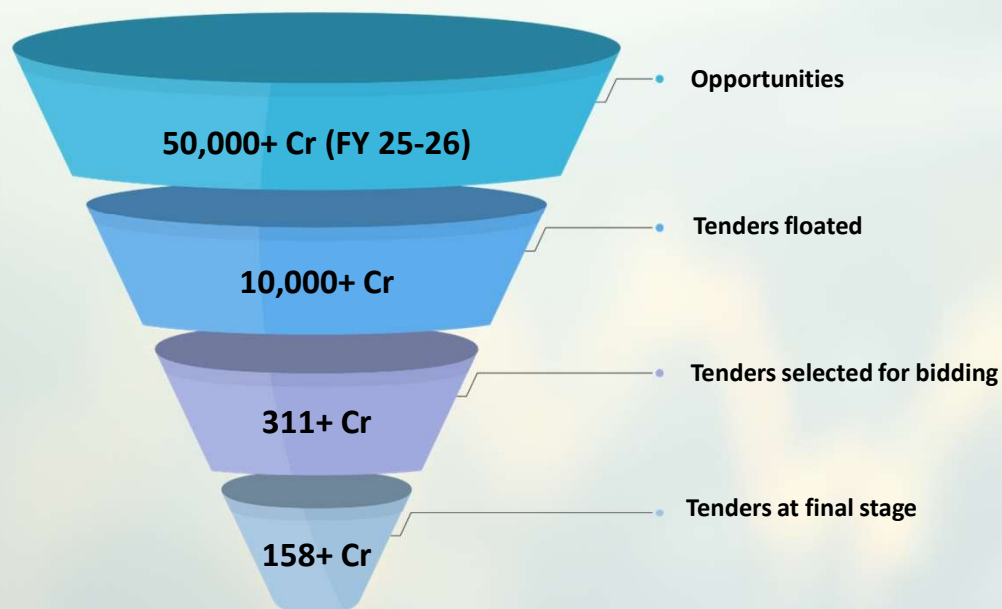
Potential

- RDSS – 1.5 Lakhs Crores
- One Nation-One Grid- One Frequency- Transmission and Solar- 5 Lakh Crores
- Inter-State Green Energy Corridor – Phase II (Ladakh 13 GW RE + BESS)-₹20,773.70
- Green Energy Corridor – Phase III (Intra-State)- ₹22,400 crore
- Gujarat Green Energy Corridor–III -₹29,000 crore
- National Transmission Plan for 500GW non-fossil Capacity-2.4 Lakh Crores
- Reconductoring -3000 Cr



Business Outlook - Solar EPC

- National Electricity Plan-280 GW of solar PV capacity by 2030~30 GW/year.- **10.5 lakh crore**
- **Indian govt allocated** dedicated fund of ₹ **10,000 crore** for large-scale solar parks, rooftop installations and off-grid solar.
- **Central Electricity Authority** projected requirement of **411.4 GWh (175.18 GWh from PSP and 236.22 GWh from BESS)** of energy storage systems in India by 2032.-**₹4.79 lakh crore**
- The Indian government-direct budget across 2025-30 for NGHM is modest (~₹ **19,744 crore**)



BESS- We have started bidding for BESS solar plants to capture the growing demand on energy storage system.



Business Outlook - Niche Products

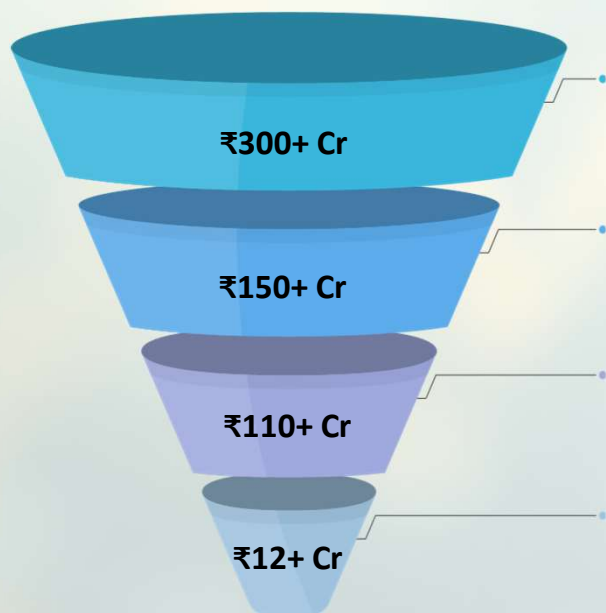
Government Investment

- **RDSS Scheme**

1.5 Lakh Crores with up to 60% GBS funding for distribution infrastructure

- **AT&C Loss Reduction Mandate**

From 21.91% (FY21) to 12% target by 2027 - FPIs critical for achieving compliance
2024-25 Average cost of supply (ACS) to average revenue realized (ARR) gap to be zero



Stage 4: Opportunities

– Maharashtra, Jharkhand, Puducherry, Uttarakhand, Gujarat, Orissa etc.

Stage 3: Tenders floated

– Maharashtra, Jharkhand, Puducherry, Uttarakhand, Gujarat, Orissa etc.

Stage 2: Tenders selected for bidding

- Himachal , Bihar, Kerala, UP

Stage 1: Tenders at advanced Stage

- Gujarat , Bihar, UP, Orissa,



Auto Recloser



Sectionalizers

Fault Passage Indicator



Business Outlook - Niche Products (Additions)

To capture future opportunities in T&D sector, we are upgrading product portfolio with continuous inhouse R&D and testing.

1. Compact Fault Passage Indicator

- Upgraded version of FPI will help to detect the low earth leakage fault, conductor snap faults along with more accuracy (99.99%).
- Compact FPI will detect the 3-phase voltage along with the measurement of all other electrical parameters which is missing in current FPI model.
- With this upgraded FPI version, data accessibility will be eased and can be avail anywhere with data security.

2. Medium voltage Switchgear (MVS)- Indoor & Outdoor

- New addition in our overall product portfolio to cater the increasing demand of Medium Voltage Switchgear(MVS)
- Range- 11kV -33kV Vacuum Circuit Breaker(VCBs)
- Market opportunity- ₹ 4,500+ crore (approx.)

3. Medium voltage Switchgear (MVS)- Ring Main Unit

- Dry Compressed air Ring Main Units will be replacing SF6 models which are not safe for environment.
- Market opportunity- ₹ 38,000+ crore (approx.)



Macro Tailwinds: Aligned with India's National Priorities



Policy Acceleration

PM-KUSUM, RDSS, and National Infrastructure Pipeline (NIP) are unlocking multi-billion-dollar opportunities across our core verticals. Government capex commitment provides visibility and scale.



Private Sector Momentum

Surge in private investments in renewables, data centers, and smart infrastructure is expanding our addressable market beyond traditional government contracts.



ESG & Sustainability Mandates

Clients increasingly demand green, digital-ready infrastructure—areas where Sugs Lloyd is already ahead of the curve with proven track record and certifications.



Why Sugs Lloyd? Why Now?

1

Right Sectors

Positioned in India's three fastest-growing infrastructure verticals with proven execution capabilities

2

Right Capabilities

Digital backbone, elite talent, and cross-sector synergies creating sustainable competitive advantage

3

Right Timing

Infrastructure supercycle beginning, with policy tailwinds and private investment momentum accelerating

Built for the Next Decade

With a future-ready team, digital backbone, and sectoral diversification we are not just participating in India's infrastructure growth—we are shaping it.

**"Our commitment is simple:
Deliver on time, every time—with precision,
performance, and purpose."**





Registered Office:

Office No-8B, CSC-I Mandawali, Fazalpur behind, Narwana
Apartments, New Delhi, Delhi-110092

Website: www.sugsloyds.com/

Nimmy Singh Chauhan

Company secretary & Compliance Officer

Phone: +91-0120-4558247

Email: Compliance@SugsLloyds.com

Corporate Office: 2nd Floor Logix Park, Plot
No A4 and 5 Sector 16, Gautam Buddha
Nagar, Noida, Uttar Pradesh, India, 201301