To,
National Stock Exchange of India Ltd.
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E) Mumbai – 400 051

Date: 31/08/2024

ISIN-INE869Y01010/ **SYMBOL**- TEMBO

Dear Sir/Madam,

SUBJECT: Intimation of Investor Presentation

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the Investor Presentation

We request you to take note of the same and disseminate the information to the members of the exchange.

Yours faithfully,
For Tembo Global Industries Limited

SANJAY JASHBHAI PATEL

Digitally signed by SANJAY JASHBHAI PATEL
Date: 2024.08.31 13:56:33 +05'30'

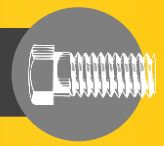
Sanjay Jashbhai Patel
Managing Director
DIN: 01958033
Mumbai

TEMBO
Powering Ahead

Tembo Global Industries Ltd

Investor Presentation | August 2024

Geared for Value Creation

- **Engineering Solutions & EPC** 
- **Defence Solutions** 
- **Textiles** 

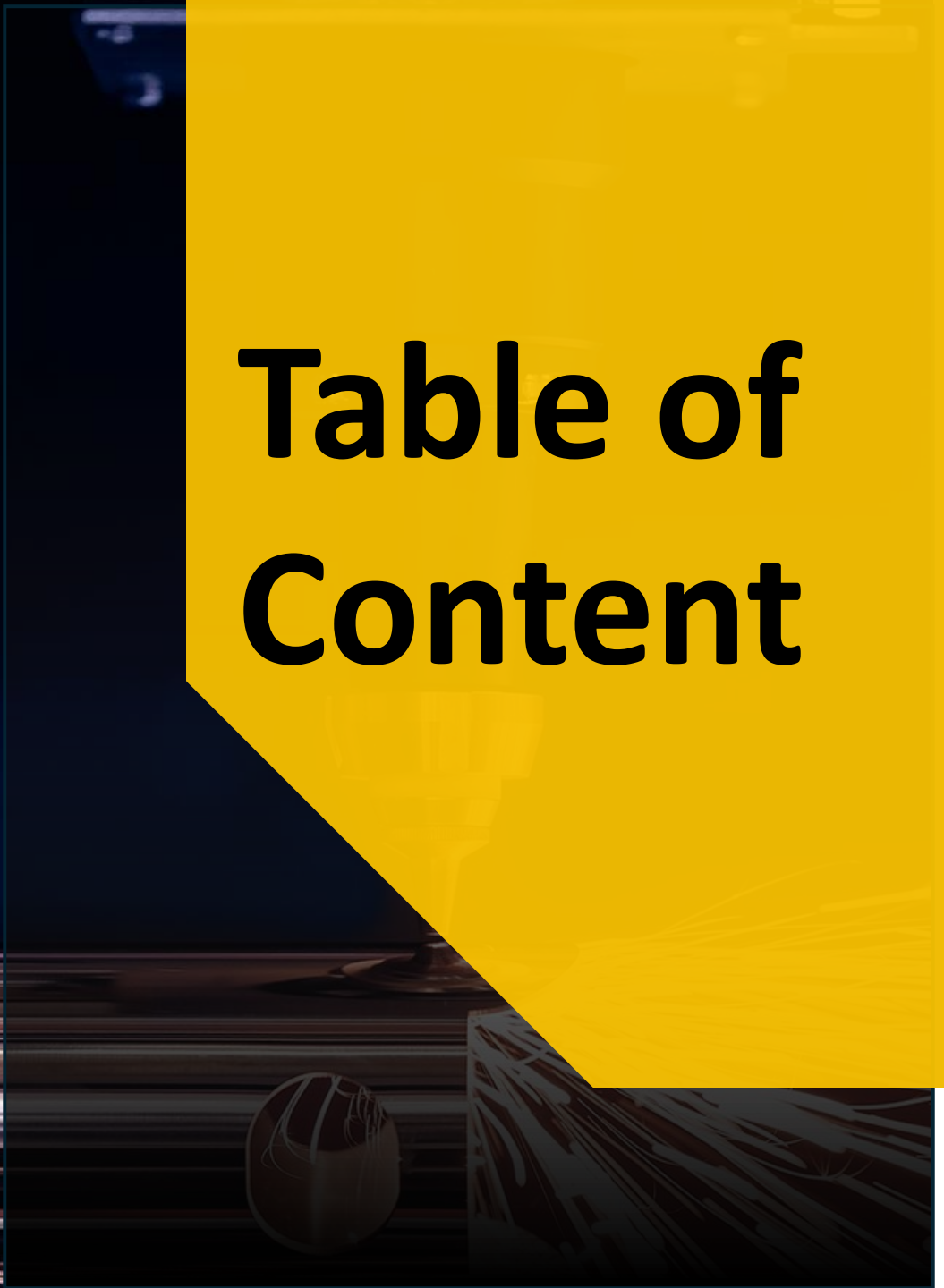


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TEMBO Powering Ahead

About Tembo

Global Industries Limited

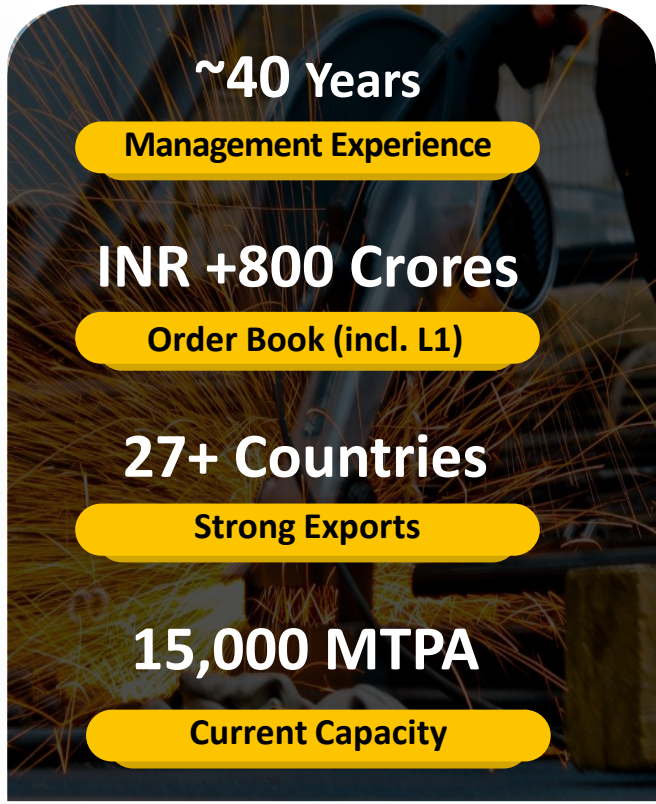


Tembo Global Industries Limited – At a Glance

Tembo is a prominent engineering company, manufacturing high-quality specialised metal products for a wide array of applications, including Pipe Support Systems, Fasteners, Anchors, and HVAC, catering to industries like Automotive, Real Estate, Infrastructure and Oil & Gas. Additionally, the Company process and supplies fibres and yarn (Textiles Division) and is poised to enter the Defence sector by FY26.

KEY STRENGTHS

Diversified Business Segments:	Manufacturing of Engineering Products | Textiles | Defence Products (from FY26)
High Quality Standards:	Company boasts UL and FM Approvals, showcasing our products' globally recognized quality and safety, complemented by ISO 9001:2015 certification for our production facilities' adherence to the Quality Management System Standard
Marque Customers:	Global presence is marked by exports to USA, Middle East, and a robust customer base including prominent domestic and international customers
Integrated Manufacturing Capacities:	15,000 MTPA capacity with forward and backward integration of our manufacturing facilities has resulted in cost savings and increased profitability. Ongoing Capex to enhance the capacity by 6x i.e., up to 1,05,000 MTPA in FY25



Ready to Yield the Benefits of Diversification

Key Business Verticals	Engineering Solutions	Textiles	Defence
Segment Highlights	EPC Project Delivery and Manufacturing Structural Support Systems	Processing of Fibres & Yarn	Array of Products
Expertise	▸ Fuel Farm & Piping ▸ Infrastructure ▸ Building & Factories ▸ Refinery Projects ▸ Renewable Energy ▸ Marine Jetty Projects ▸ Manufacturing of Engineering Products used in Construction & Infra	▸ Processing & Supply of Fibres & Yarn as per the Client's Requirement	Ventured into Defence with Tembo Defence Products Ltd in Q2FY25
EBIT Margin FY24 (%)	15.0%	2.4%	NA
Revenue Growth FY20-24 CAGR (%)	23.5%	77.9%	NA
Proposed Revenue Contribution FY27 (%)	65%	15%	20%

Key Financials

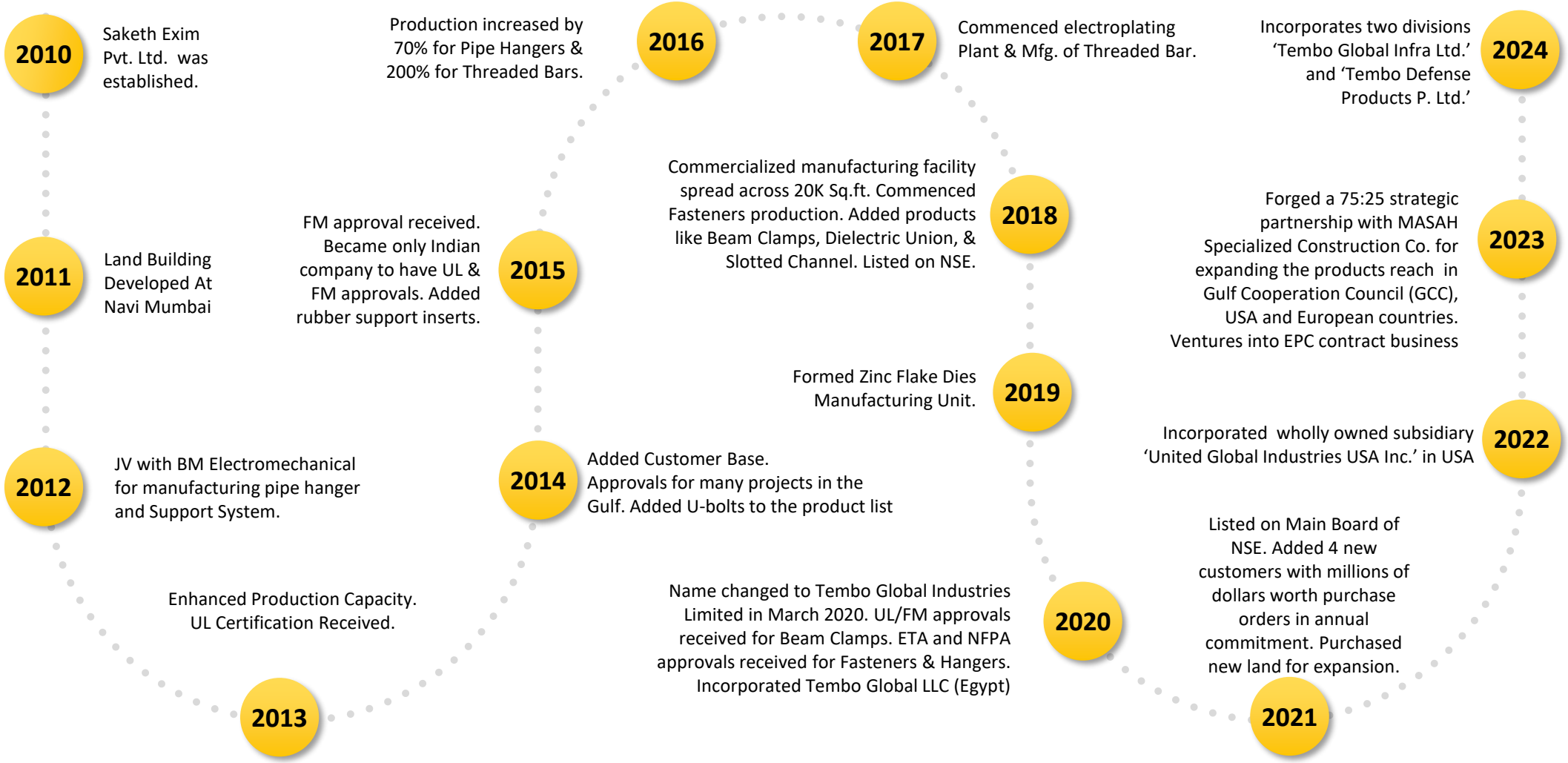
CAGR Growth (%) (FY20-FY24)

Revenue	60.5%
EBITDA	36.2%
PAT	82.2%

Return Ratios (FY24)

ROCE	31.3%
ROE	21.5%

Journey from Trading to a Leading Engineering Solutions Player



Backed by Strong Leadership Team ~40 Years of Experience



Sanjay J Patel
Managing Director

- Founded Tembo Group in 2010
- With a dynamic leadership style, he has guided Tembo Group with a visionary approach.
- His extensive experience and mentorship have been invaluable assets to Tembo Group.

Shabbir Merchant
Director



- Co-founded Tembo Group in 2010, demonstrating exceptional leadership qualities.
- Has diverse skillset across all aspects of business from operations to strategy.

TEMBO
Powering Ahead

Business Proposition



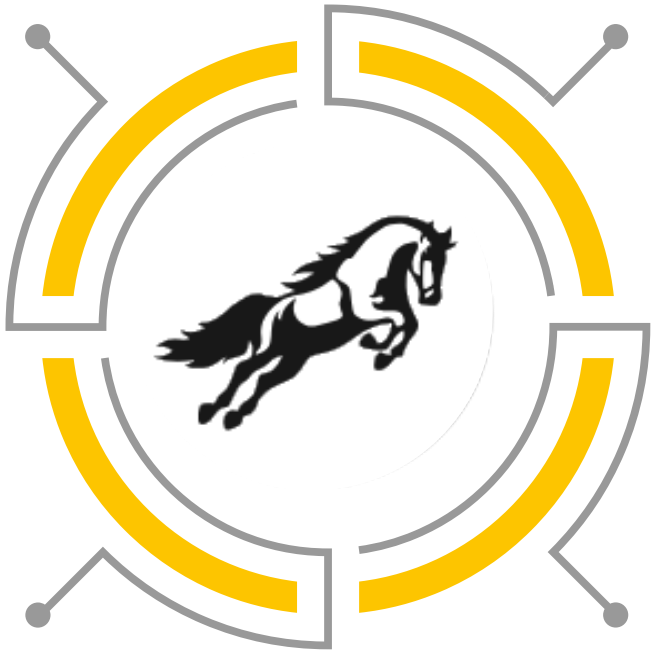
Creating Value through Engineering Know-how

Capacity Expansion and Foray into High Margin Business

- **Capacity Expansion:** The Company's current capacity is pegged at 15,000 tons per annum. The ongoing green field expansion at Vasai will bolster Tembo Global Industries overall capacity by 6x times by FY25
- **Venturing into High Margin Business:** The Company aims to take it leverage engineering expertise foray into high margin manufacturing business including: ERW Pipes, EPC Business (Tembo Global Infra Ltd), Defence (Tembo Defence Products P. Ltd)

Certifications

- **UL & FM Certification:** The Company's products are certified and approved by Underwriter's Laboratory Inc. (USA) and FM Approval (USA) for Fire Sprinkler System installation
- **Winning New Clients & Penetration into Other Geographies:** The prestigious UL & FM certifications facilitates Tembo Global Industries to attract and win new customers into different geographies



Diversified Business with Strong Order Book

- **Engineering Products:** Manufacturing & Fabricating metal products essential for Pipe Support Systems, Fasteners, Anchors, HVAC, Anti-Vibration Systems, and various industrial, commercial, utility, and OEM installations
- **Textiles:** Processing & Supply of Fibres and Yarn
- **Strong Order Book:** Tembo has strong order book of INR 800 Crores (including L1 orders) as on Q1FY25

Domain Expertise

- **Rich Experience:** Promoters with 4+ decades rich industry experience
- **Customised Solutions:** Team comprised of seasoned professionals backed with domain knowledge offering tailor-made solutions for fabrication and installation specialist in ductile pipes, HDB pipes & fittings, and MS plates maintaining highest quality standards

Business Segments



Engineering Solutions: Core Focus Area

Product Portfolio

Heavy Duty Clamps Fabrication






Construction: Bridges, Buildings, Offshore Platforms

Manufacturing: Pressure Vessels, Industrial Machinery, Storage Tanks

Transportation: Ship Building, Heavy-duty Vehicles, Mining

Refinery: MEP, HVAC & Fire and Safety

Industry Applications

Competitive Edge

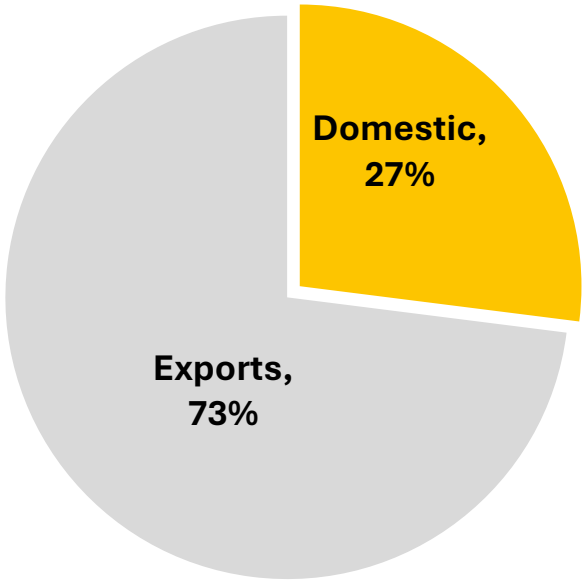
- Engage into margin accretive and long-term revenue stability projects
- Offers comprehensive & integrated solutions
- Enhances competitive advantage & attracts broader customer base

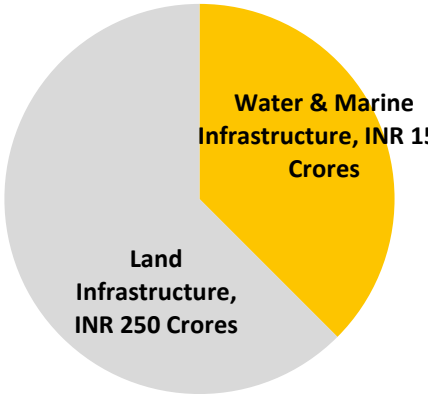
Facilities and Team

- **Plants:** 2 Existing Operational Facilities & 1 Upcoming Greenfield Plant at Vasai
- **Current Capacity:** 15,000 tons per annum (TPA) – Operating at Single Shift
- **Ongoing Capacity Expansion:** Additional, 90,000 TPA
- **Team Expertise:** 60+ Engineering Professionals

Engineering Solutions: Driving Revenue Visibility

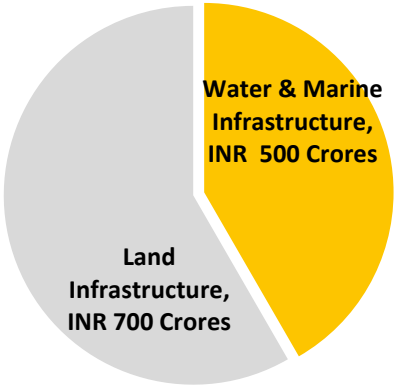
Revenue Mix: FY24





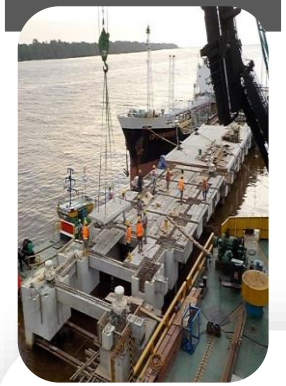
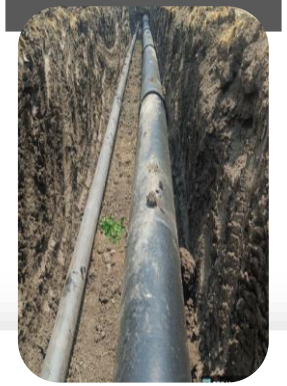
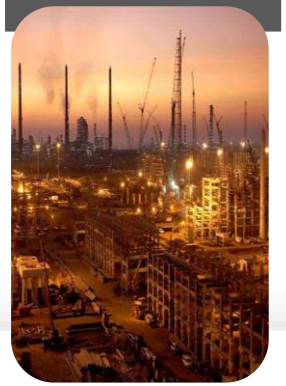
Order Book:
INR 400 Crores

Ventured into EPC as a Forward Integration to Engineering Products



Order Bidding Pipeline (including L1):
INR 1,200 Crores
(including EPC Projects)

Engineering Solutions: Key Ongoing Projects

Marine Jetty	New Water Injection	Pipe Supply	Bottling Terminal	Refinery	Refinery Expansion	Fuel Farm	Hotel Construction
							
Construction of Fuel Jetty	Support Infrastructure for Key Refinery Project	Laying Pipe Supply	Civil & RCC Work, Reinforcement of Steel Work, etc.	Applying VGO and CDU-VDU units	MEP & Fire Fighting Support System Fabrication & Installation	Construction of Fuel Farm	MEP & HVAC EPC

Water & Marine Infra Projects

Land Infra Projects

Scope of work

TEMBO Powering Ahead

Serves Marque Domestic & International Clients



Textiles: Catering through Strong Sourcing Capabilities

Textiles Business



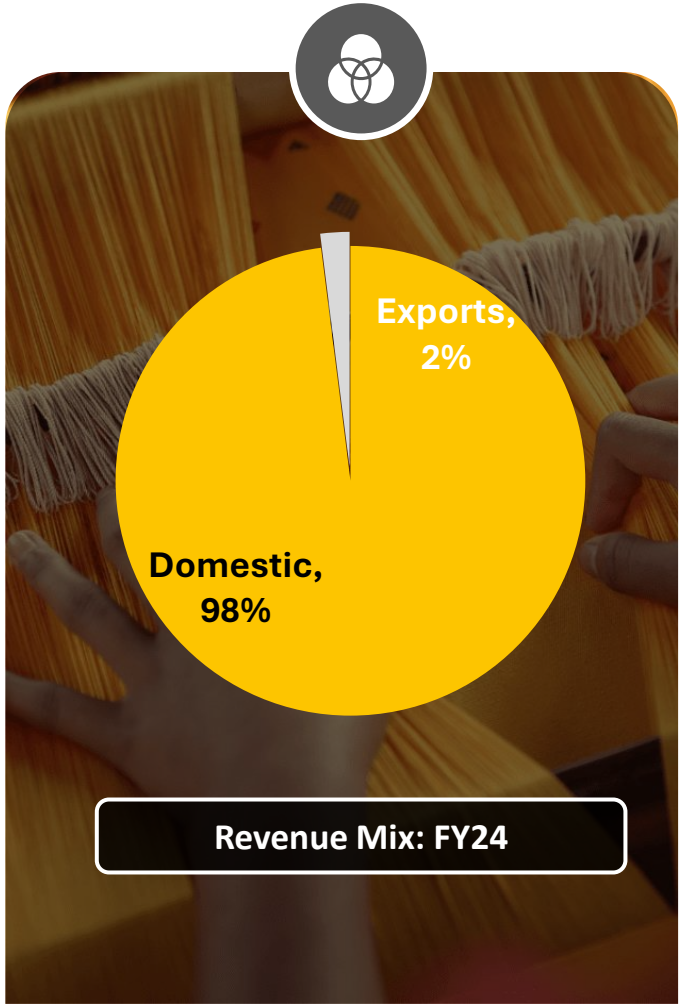
- Processing and Supply of Fibres and Yarn
- Initiated Exports of Yarn in FY24
- Clientele: Importers, Chain Stores, Retailers, Brands, and other Private labelling clients

Current Order Book

- The Order Book stands at INR 100 Crores as on Q1FY25

Roadmap

- **Planning to set-up In-house Manufacturing of Yarn Post FY27, thereby Tapping Domestic and Exports Demand**



The Way Forward

Being the Preferred Supplier of Choice for Diverse Engineering and Specialised Products



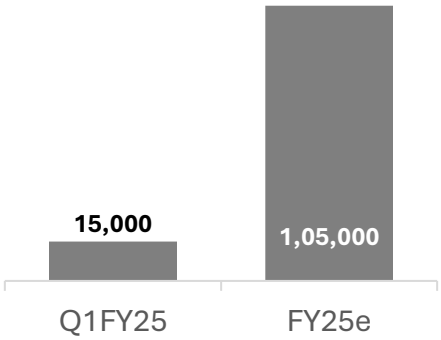
Expanding Manufacturing Capacity by 6x to 1,05,000 MTPA in FY25

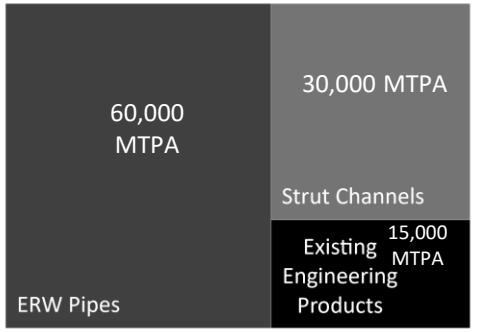
Capacity Expansion



- **New Facility**: Vasai
- **Capex Incurred:** INR 75 Crores
- **Funding:** INR 50 Crores Debt & Balance Funded by the Company & Promoters
- **Capex Completion:** End of FY25

Capacity Breakup: FY25e







New Products Pipeline (FY26)

New Products	Capacity
ERW Pipes	60,000 MTPA
Strut Channels	30,000 MTPA

Key Edge

- Manufacturing Plant Laced with In-house R&D Facility
- Promotes Product Innovation across Product Offering
- Strategic Location promotes Ease in Logistics
- Enhanced Capacity and R&D Focus to result Operational Efficiencies and Economies of Scale

Enhancing Capabilities & Entry into Defence

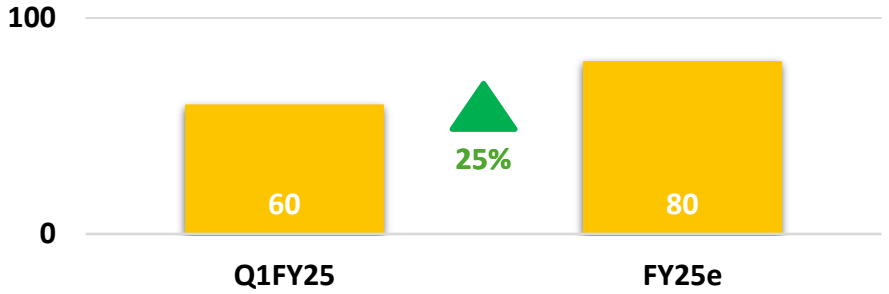
Enhancing Capabilities

- Integrated Manufacturing Technology and Processes to yield Higher Efficiency
- Enhances Higher Production Output through Margin-Accretive Value-Added Products
- Centralised Operations with Streamlined Supply Chain Logistics to promote Operational Agility
- Lean Manufacturing Principles to reduce Wastage and Optimise Resource Utilisation
- Committed to Sustainability, Certifications for Environmental Management and Ethical Manufacturing Practises

Rationale for Foray into Defence

- Sets up 'Tembo Defence Products P. Ltd' Aligned with the Government's increasing Focus to Source Quality and 'Made in India' Defence Products
- Engineering Products Division Manufacturing Prowess led to foray into Defence
- Aim to Manufacture and Deliver the Best Quality of Defence Products mirroring the Government's increasing Self-Reliance on Defence
- Explore Opportunities to Export Defence Products

Skilled Engineering Human Capital

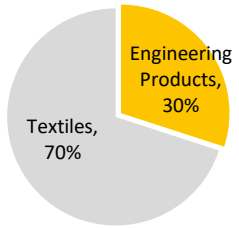




Manufacturing Shift for Creating Value

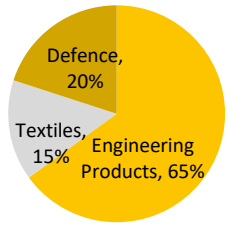
Shift towards Margin Accretive Business

Segment Wise Revenue Mix (%) – FY24



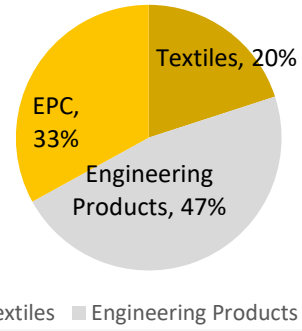
Geared for Growth

Segment Wise Revenue Mix (%) – FY27

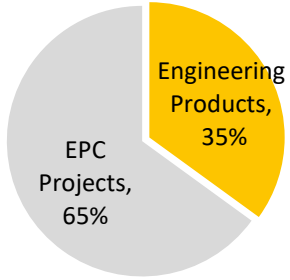


Order Book & Order Bidding Pipeline (incl. L1)

Q1FY25 Order Book (%) – INR 500+ Crores



Q1FY25 Orders Bidding Pipeline (incl. L1) (%) – INR 1,200+ Crores



Market Size

Pipe hangers & support system	USD 20 Billion
ERW Pipes	USD 25 Billion
Fasteners	USD 100 Billion
Fuel Farm System Installation	USD 10 Billion
HVAC installation	USD 200 Billion
Electrical package installation	USD 150 Billion
Pipeline installation, testing & commissioning	USD 150 Billion

Financial Highlights



Management Commentary – Q1 FY25



"We are pleased to report a robust performance for the first quarter of the fiscal year 2025. We have recorded highest ever revenue of INR 129 Crores, registering a strong growth of 58% YoY in Q1FY25. The revenue growth is largely attributed to diversified strategic products portfolio focused on catering to varied needs of our clients. During the quarter, our focus towards Engineering Products manufacturing led to procure direct order from the clients, tapping the demand for advanced machinery and cutting-edge technical solutions. Additionally, the Government's push towards infrastructure through 'Make in India' and 'Atmanirbhar Bharat' is spurring impetus to fulfil the infrastructure demand through local manufacturing.

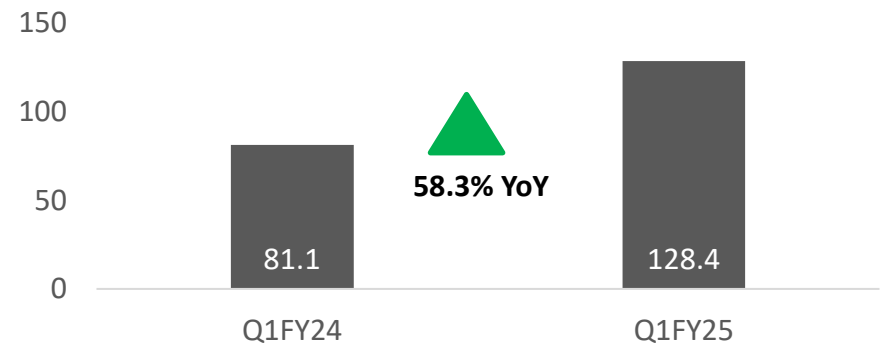
Our order book (including L1) continues to be robust at INR 800+ Crores standing at ~2x of FY24 revenues. Additionally, we are swiftly moving towards enhancing our current capacity by 6x during the end of FY25. Tembo Global Industries is foraying into specialized products like ERW pipes by Q1FY26. Additionally, the Company is setting up new divisions i.e., Tembo Global Infra Ltd and Tembo Defence Products P. Ltd to cater the growing demand of locally manufactured EPC and defence products driving the shift towards margin accretive value-added products.

The Company is well placed to sustain its current growth rate and create value for its esteemed stakeholders."

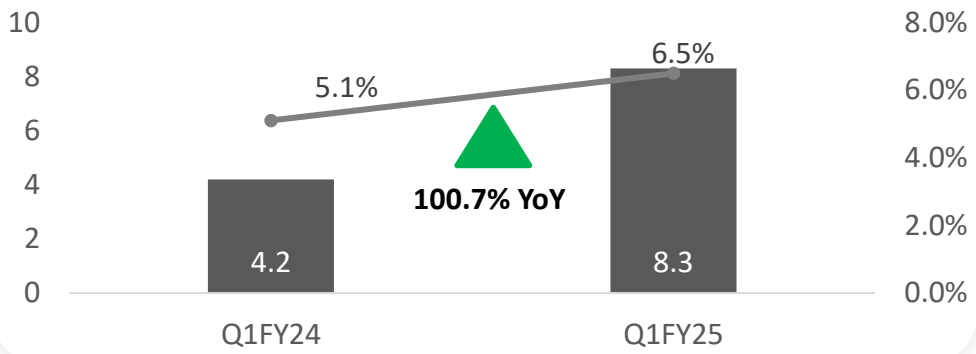
Sanjay J Patel, Managing Director

Financial Snapshot

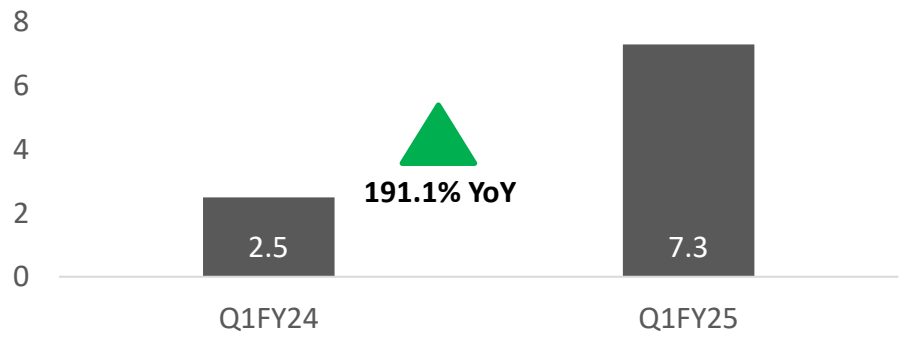
OPERATING REVENUE (in INR Crores)



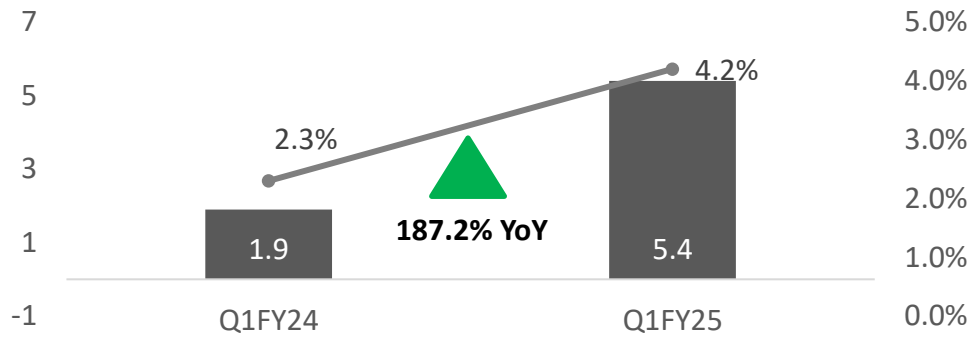
EBITDA (in INR Crores) and EBITDA margin (%)



PROFIT BEFORE TAX (in INR Crores)



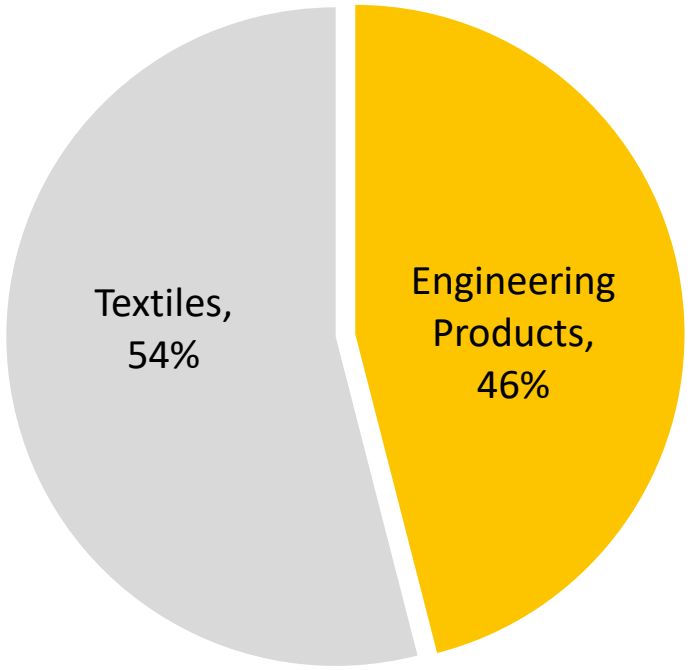
PAT (in INR Crores) and PAT margin (%)



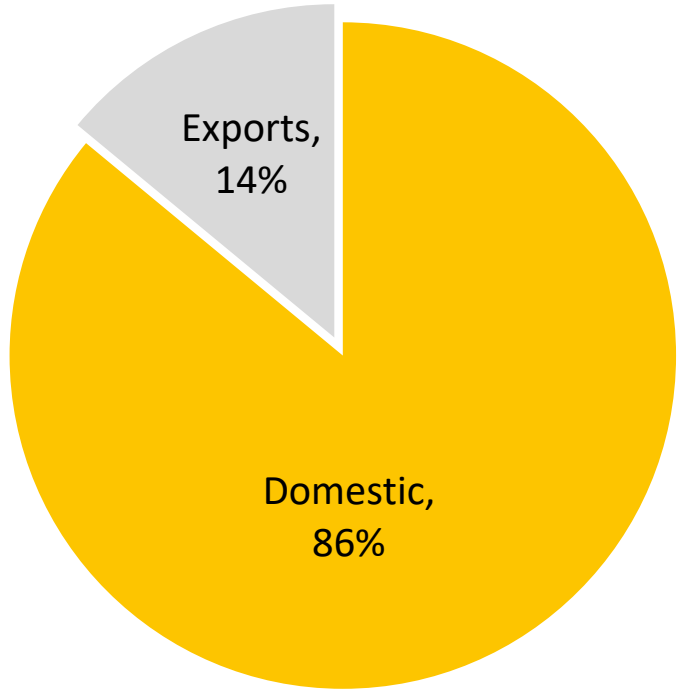
TEMBO Powering Ahead

Revenue Break-up: Q1FY25

Segment Wise Revenue Mix (%)

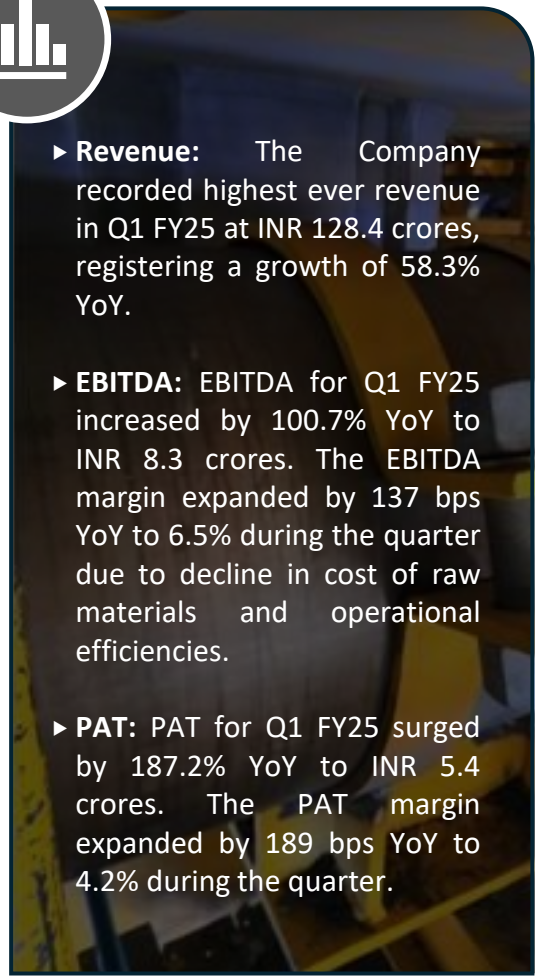


Geographical Mix



Consolidated Income Statement – Q1 FY25

Particulars (in INR Crores)	Q1 FY25	Q1 FY24	YoY	Q4 FY24	QoQ	FY 24
Revenue	**128.4**	**81.1**	**58.3%**	**121.7**	**5.6%**	**432.1**
Cost of Goods Sold	106.6	70.2	51.8%	114.1	(6.5%)	378.2
Gross Profit	**21.8**	**10.8**	**101.0%**	**7.6**	**186.8%**	**53.9**
Gross Profit Margin	**17.0%**	**13.4%**	**360 bps**	**6.2%**	**1,073 bps**	**12.5%**
Employee Expenses	1.6	1.4	9.4%	1.5	4.0%	8.0
Other Expenses	11.9	5.2	126.5%	4.7	154.0%	26.8
EBITDA	**8.3**	**4.2**	**100.7%**	**1.4**	**494.1%**	**19.0**
EBITDA Margin	***6.5%***	**5.1%**	**137 bps**	**1.2%**	**535 bps**	**4.4%**
Depreciation	0.6	0.7	(15.7%)	0.7	(15.4%)	2.7
EBIT	**7.8**	**3.5**	**124.4%**	**0.7**	**1,003.1%**	**16.3**
Finance Costs	1.8	1.0	92.5%	2.0	(7.2%)	5.2
EBIT and Other Income	5.9	(2.5)	136.6%	(1.3)	(563.7%)	11.1
Other Income	1.4	0.0	40,276.5%	4.7	(70.8%)	7.8
EBT after Other Income	**7.3**	**2.5**	**191.1%**	**3.4**	**113.3%**	**18.9**
Tax	(1.9)	(0.6)	202.9%	(0.8)	140.9%	(4.7)
PAT	**5.4**	**1.9**	**187.2%**	**2.6**	**105.1%**	**14.2**
PAT Margin	***4.2%***	**2.3%**	**189 bps**	**2.2%**	**205 bps**	**3.3%**
Diluted EPS (in INR)	***4.00***	**1.70**	**135.3%**	**1.88**	**112.8%**	**10.46**



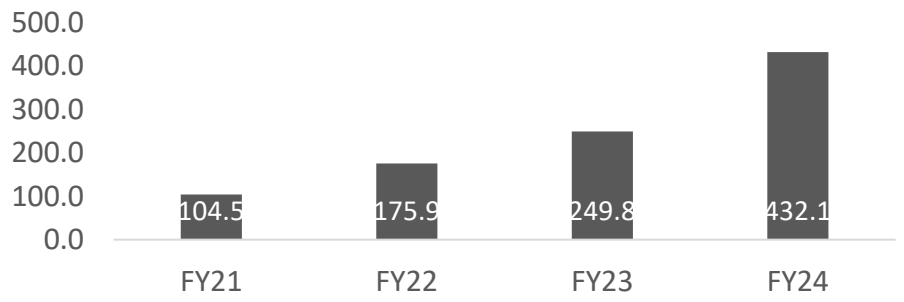
- **Revenue:** The Company recorded highest ever revenue in Q1 FY25 at INR 128.4 crores, registering a growth of 58.3% YoY.
- **EBITDA:** EBITDA for Q1 FY25 increased by 100.7% YoY to INR 8.3 crores. The EBITDA margin expanded by 137 bps YoY to 6.5% during the quarter due to decline in cost of raw materials and operational efficiencies.
- **PAT:** PAT for Q1 FY25 surged by 187.2% YoY to INR 5.4 crores. The PAT margin expanded by 189 bps YoY to 4.2% during the quarter.

Consolidated Balance Sheet

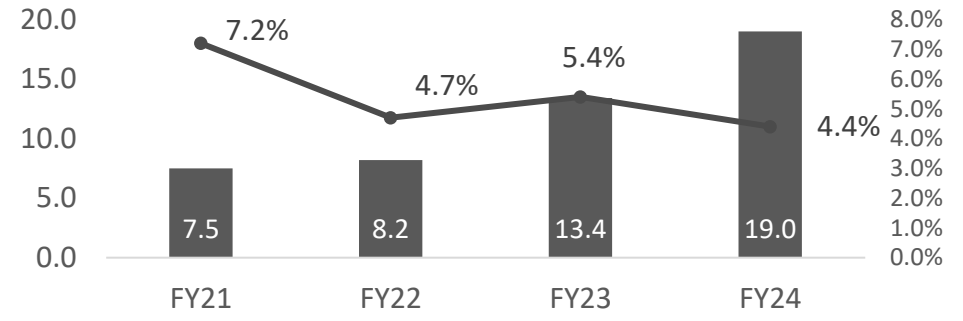
Equity & Liabilities (in INR crores)	FY 23	FY 24	Assets (in INR crores)	FY 23	FY 24
Share Capital	11	25	**Non - Current Assets**		
Other Equity	29	41	Plant, Property & Equipment	20	21
Total Equity	**40**	**66**	Capital Work in Progress	3	8
Borrowings	6	10	Other Non – Current Assets	10	12
Lease Liability	1	-	**Total Non – Current Assets**	**33**	**41**
Other Non – Current Liabilities	-	-			
Non - Current Liabilities	**7**	**10**	**Current Assets**		
			Inventories	35	45
Current Liabilities			Trade Receivables	24	31
Borrowings	35	40	Cash & Cash Equivalents	-	-
Trade Payables	14	37	Other Financial Assets	-	21
Other Current Liabilities	14	10	Other Current Assets	18	25
Total Current Liabilities	**63**	**87**	**Total Current Assets**	**77**	**122**
Total Equities & Liabilities	**110**	**163**	**Total Assets**	**110**	**163**

Key Performance Metrics

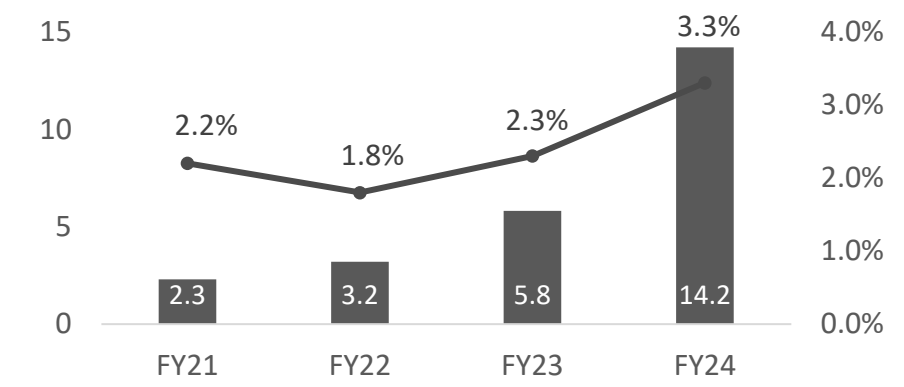
Revenue



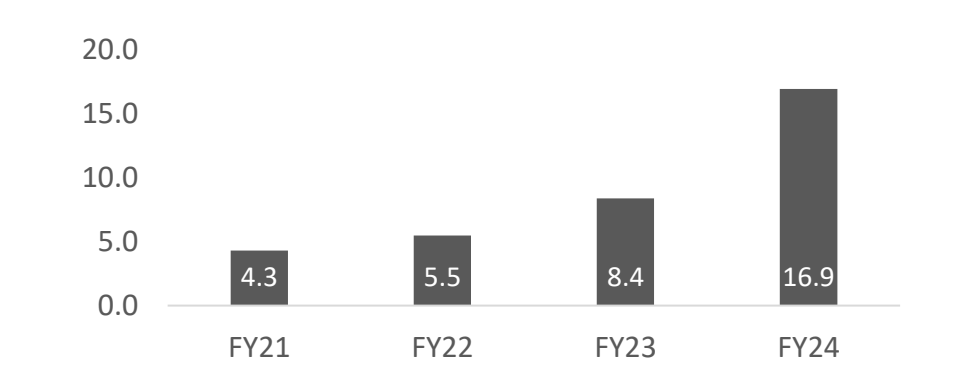
EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)



Cash PAT (PAT + Depreciation)

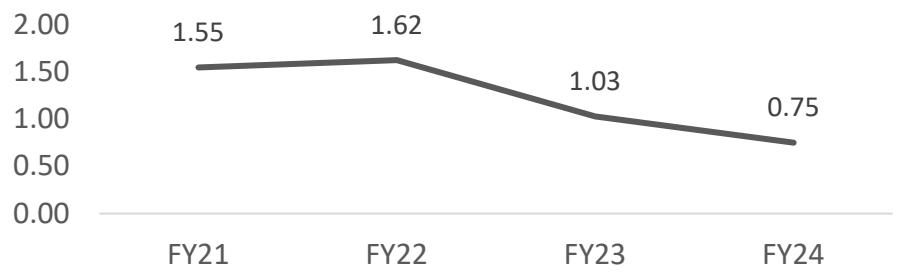


(in INR Crores)

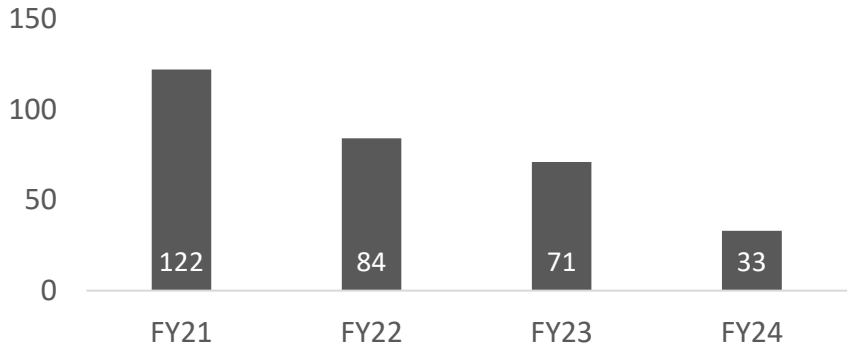
TEMBO Powering Ahead

Key Performance Metrics

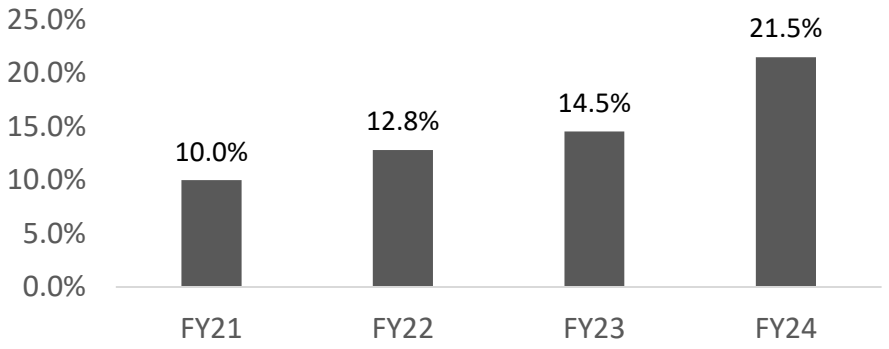
Debt to Equity (%)



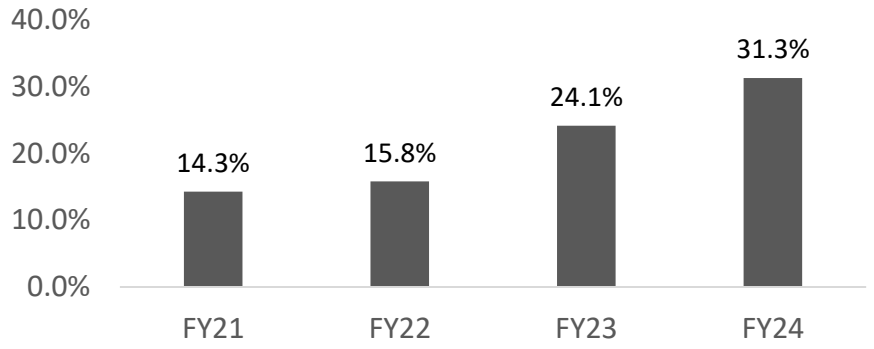
Working Capital (in Days)



ROE % (Return on Equity)



ROCE % (Return on Capital Employed)



Historical Consolidated Income Statement

Particulars (in INR crores)	FY 21	FY 22	FY 23	FY 24
Revenue	**104.5**	**175.9**	**249.8**	**432.1**
Cost of Goods Sold	74.1	137.7	206.5	378.2
Gross Profit	**30.4**	**38.2**	**43.3**	**53.9**
Gross Profit Margin	29.0%	21.7%	17.3%	12.5%
Employee Expenses	3.0	4.9	5.7	8.0
Other Expenses	19.9	25.1	24.2	26.8
EBITDA	**7.5**	**8.2**	**13.4**	**19.0**
EBITDA Margin	***7.2%***	***4.7%***	***5.4%***	***4.4%***
Depreciation	2.0	2.3	2.6	2.7
EBIT	**5.6**	**5.9**	**10.8**	**16.3**
Finance Costs	2.4	3.6	3.4	5.2
EBIT and Other Income	3.2	2.3	7.4	11.1
Other Income	0.2	2.0	0.4	7.8
EBT after Other Income	**3.3**	**4.3**	**7.9**	**18.9**
Tax	(1.0)	(1.1)	(2.1)	(4.7)
PAT	**2.3**	**3.2**	**5.8**	**14.2**
PAT Margin	***2.2%***	***1.8%***	***2.3%***	***3.3%***
Diluted EPS (in INR)	**2.34**	**3.14**	**5.22**	**10.46**

Historical Consolidated Balance Sheet

Particulars (in INR crores)	FY 21	FY 22	FY 23	FY 24
ASSETS				
Non - Current Assets	23	26	33	41
Current Assets	58	66	77	122
Total Assets	**81**	**92**	**110**	**163**
EQUITY & LIABILITIES				
Equity	24	25	40	66
Non – Current Liabilities	17	25	7	10
Debt	36	41	41	50
Current Liabilities	40	42	63	87
Total Equity & Liabilities	**81**	**92**	**110**	**163**

Safe Harbour

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Thank You



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