



Engineering Energy...

As on 30th September 2011

Power Oil & Gas



**BGR ENERGY SERVES THE CORE SECTORS OF THE
INDIAN ECONOMY**

BGR Energy – A Snapshot

- ❑ **Promoted by Mr. B.G. Raghupathy (BGR) as a joint venture with GEA Energietechnik GmbH, Germany in 1985**
- ❑ **Business in two segments for Power, Oil & Gas sector**
 - Turnkey project engineering and contracting; and
 - Supply of systems and equipment for Power, Oil & Gas industries
- ❑ **Accreditations**
 - ISO:9001 Certification for three Manufacturing Units
 - ASME 'U' Stamp for two Manufacturing Units
 - ASME 'S' certification for one Manufacturing Unit
 - Approved by Indian Boiler Regulations (IBR)
- ❑ **Joint Venture and strategic alliances with multinational companies to cater to Power, Oil and Gas sectors**
- ❑ **Recipient of 14 prestigious awards for export performance**
- ❑ **Global operations – executed more than 520 contracts in 59 countries**
- ❑ **Orders on hand – INR 72669 Million as on 30th September 2011**
- ❑ **In the Domestic market, the Company has executed more than 1000 Contracts.**

Proven track record in Design, Engineering and Turnkey Project Management capabilities across business divisions

- ❑ **Power Projects Division**
- ❑ **Oil & Gas Equipment Division**
- ❑ **Air Fin Cooler Division**
- ❑ **Electrical Projects Division**
- ❑ **Environmental Engineering Division**

Group Companies

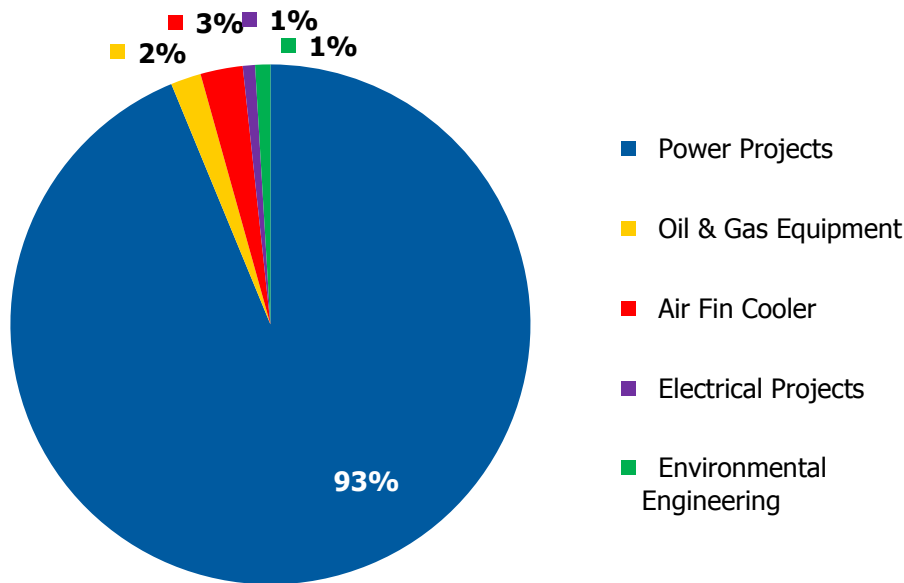
- ❑ **GEA BGR Energy System India Limited**
- ❑ **Progen Systems & Technologies Limited**

Joint Venture Company

- ❑ **GEA Cooling Tower Technologies (India) Private Limited**
- ❑ **BGR Boilers Private Limited**
- ❑ **BGR Turbines Company Private Limited**

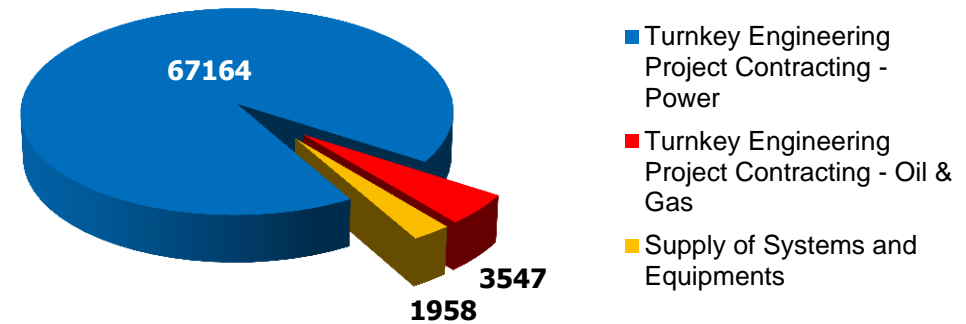
Business Divisions

Revenue break up for
Year ended 31st March 2011



Total Revenue – INR 47475 Million

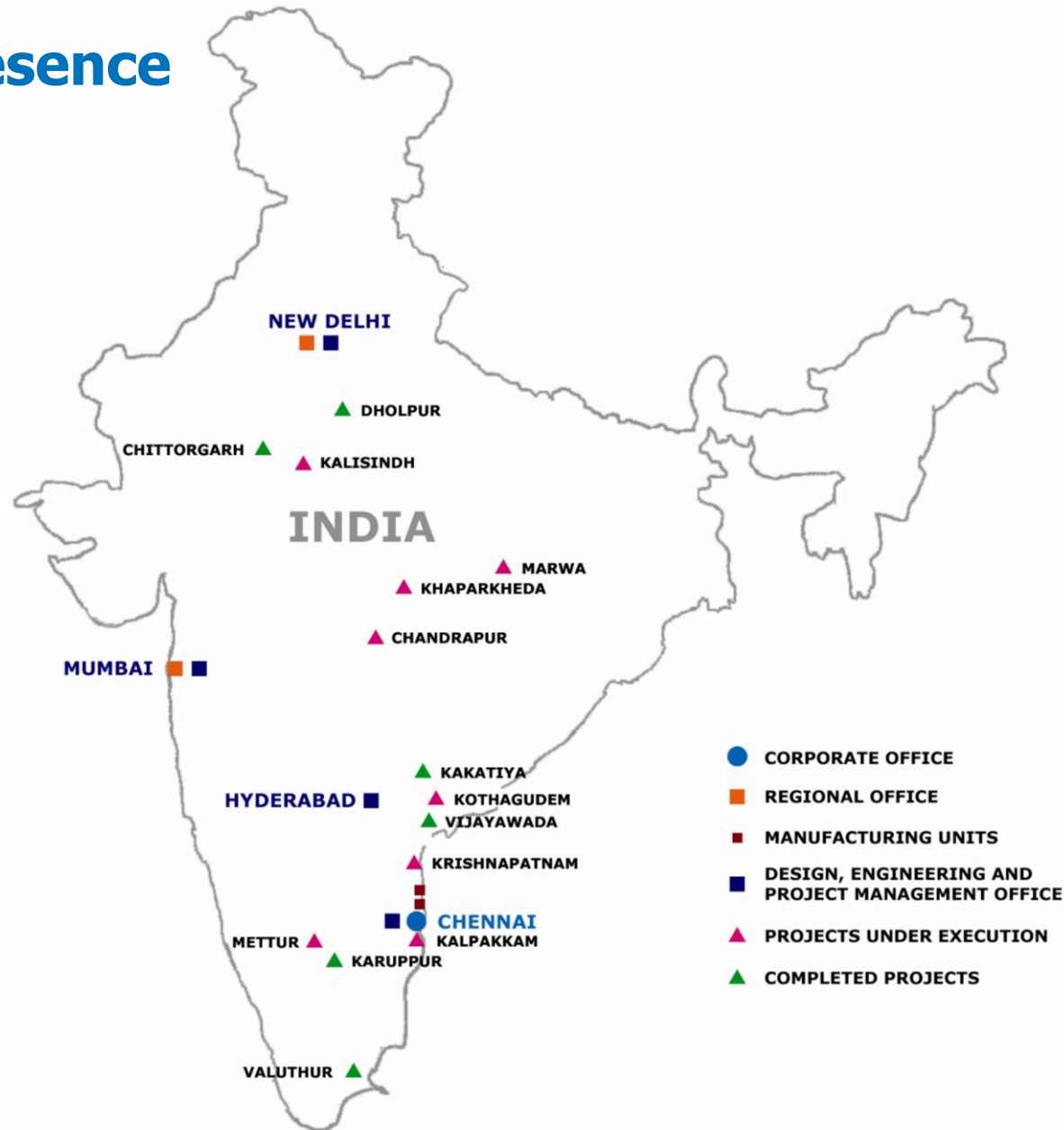
Order backlog as of
30th September 2011



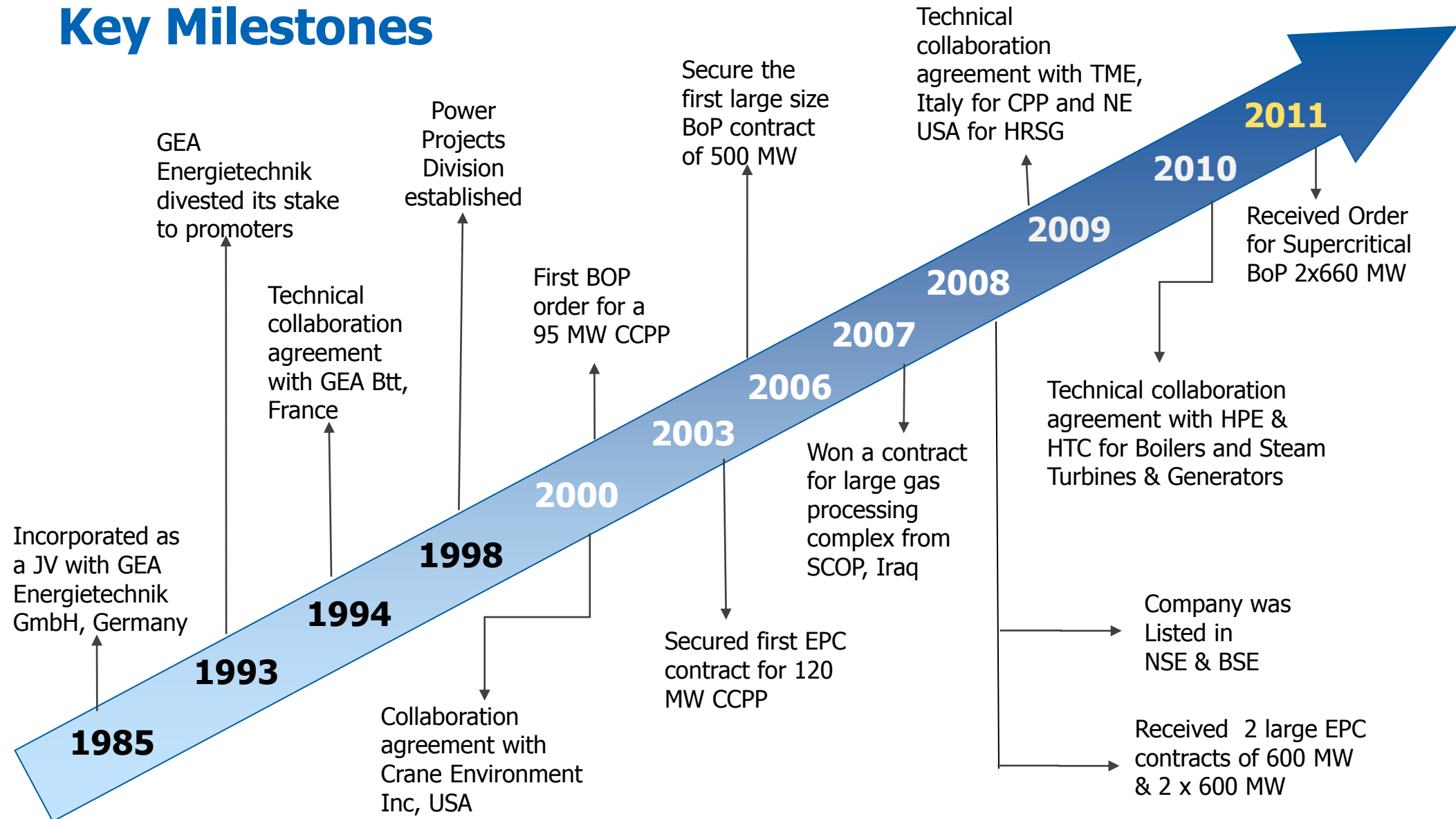
In INR Million

Total Order Backlog – INR 72669 Million

Pan India Presence



Key Milestones

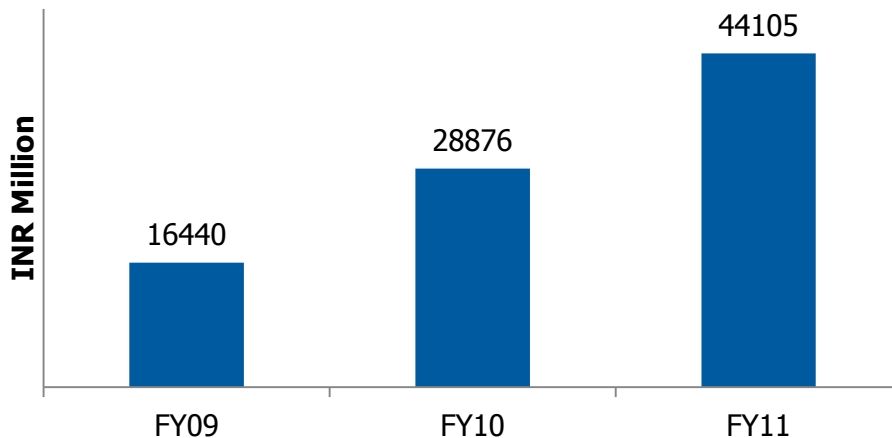


Power Projects Division



**330 MW CCPP RRVUNL, Dholpur,
Rajasthan**

Total Income from Power Projects Division



- ❑ **Turnkey Engineering, Procurement & Construction (EPC) Contracting – 3 x 600 MW**
- ❑ **Balance of Plant (BOP) Contracting – 5 x 500 MW, 2 x 660 MW**
- ❑ **In-house design and engineering capabilities, gives edge in Cost , design and Project Schedule**
- ❑ **40 – 50% of 'Balance of Plant' systems manufactured in-house**
- ❑ **Early adopter of BOP concept in India**
- ❑ **Income of Rs.44105 Million in FY 10-11**
- ❑ **Order backlog of Rs.61492 Million as of 30th September 2011**

PROJECTS COMPLETED - BoP PROJECTS COMPLETED

PROJECT	CAPACITY (MW)	FUEL	ORDER VALUE (Rs. in Million)
Grasim Industries - CPP, Chittorgarh, Rajasthan	23	Coal	444
TNEB - CCPP, Valathur (Phase I), Tamil Nadu	95	Gas	594
RRVUNL - CCPP, Dholpur, Rajasthan	330	Gas	2095
APGENCO – Vijayawada TPS, Andhra Pradesh	500	Coal	5788
APGENCO - Kakatiya TPS, Andhra Pradesh	500	Coal	6949
MAHAGENCO - Khaperkheda TPS, Maharashtra	500	Coal	9980



95 MW CCPP Valathur (Phase I), Tamil Nadu



Vijayawada Thermal Power Station (Synchronized on 4th Apr '09)



Kakatiya Thermal Power Station, Andhra Pradesh

PROJECTS COMPLETED – EPC PROJECTS COMPLETED

PROJECT	CAPACITY (MW)	FUEL	ORDER VALUE (Rs. in Million)
Aban Power - CCPP, Karuppur, Tamil Nadu	120	Gas	2697
TNEB - CCPP, Valathur (Phase II), Tamil Nadu	92.2	Gas	3553
Madras Aluminium Company Limited Mettur	25	Coal	765



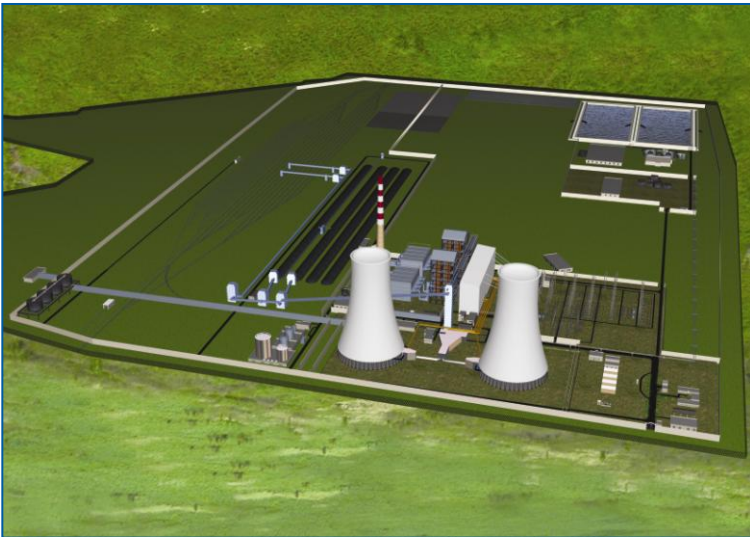
**120 MW CCPP Aban Power,
Karuppur, Tamil Nadu**



**92.2 MW CCPP Valathur
(Phase II), Tamil Nadu**

POWER PROJECTS DIVISION – EPC PROJECTS UNDER EXECUTION

PROJECT	CAPACITY (MW)	FUEL	ORDER VALUE (Rs. in Million)	Contractual Completion Schedule
RRVUNL - Kalisindh TPS, Rajasthan	2 x 600	Coal	49000	42 Months
TNEB - Mettur TPS, Tamil Nadu	1 x 600	Coal	31000	39 Months



**Kalisindh Thermal Power Station
Basic layout – Perspective view**



**Mettur Thermal Power Station
Basic layout – Perspective view**

POWER PROJECTS DIVISION – BoP PROJECTS UNDER EXECUTION

PROJECT	CAPACITY (MW)	FUEL	ORDER VALUE (Rs. in Million)
TPCIL - Krishnapatnam TPP, Andhra Pradesh	2 x 660	Coal	21680
CSPGCL- Marwa TPS, Chhattisgarh	2 x 500	Coal	16330
MAHAGENCO - Chandrapur STPS, Maharashtra	2 x 500	Coal	16320
APGENCO - Kothagudem TPS, Andhra Pradesh	500	Coal	7930



**Kothagudem Thermal Power Station
(Under Construction)**

Oil & Gas Equipment Division



Indirect Water Bath Heaters



Compressor Packaging

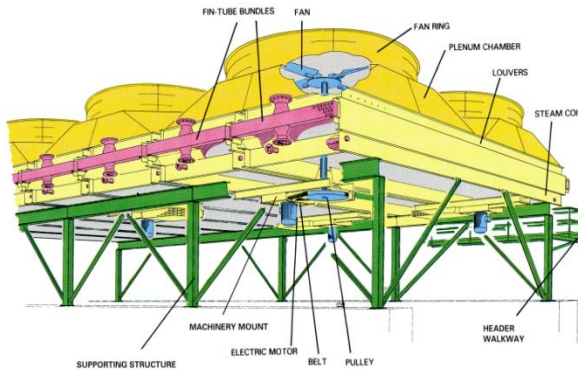
- ❑ **Products and turnkey services for the Oil & Gas industry**
 - Process Equipment Package and Systems
 - 2/3 Phase Separator System / Skids
 - Indirect Water Bath Heater
 - Gas Conditioning, Regulating & Metering Systems
 - Knockout Drums / Scrubbers
 - Filter Separators / Dry Gas Filters
 - Pipeline Equipment - Pig Launchers/Receivers
 - Compressor Packaging
 - Storage Tanks
- ❑ **Income of Rs.871 Million in FY 10-11**
- ❑ **Order backlog of Rs.3547 Million as on 30th September 2011**

Oil & Gas Equipment Division

Executing many export orders

S/N	Customer	Scope	Value (USD in Million)
1	Akas & Al-Mansuria Gas Processing Projects, SCOP, Iraq	Engineering, Procurement & Supply of Gas Gathering Station	80.5
2	Karbala Oil Products Depot, SCOP, Iraq	Engineering, Procurement & Supply of Oil Storage Tanks	8.57
3	South Refineries Company (SRC), Iraq	Engineering, Procurement & Supply of Double Deck Oil Storage Tanks	8.75

Air Fin Cooler Division



Air Cooled Heat Exchanger



**Air Cooled Heat Exchanger, 120MW
CPP Karuppur, Tamil Nadu**

- ❑ Turnkey supply of Air Cooled Heat Exchangers for Oil & Gas processes and Power sector industries
- ❑ Capable of producing all three variations of finned tubes – embedded, extruded and welded finned tubes
- ❑ Certified by ASME with “U”, “U2” & “R” stamp
- ❑ Key markets - India, Middle East, Southeast Asia and North Africa
- ❑ List of clients include Larsen & Toubro Limited, Cameron Systems, Petrofac, Petrojet, Technip KT India Limited, KazStoryService Infrastructure India Pvt Ltd.
- ❑ Subsidiary Company qualified under Boiler regulations IBR
- ❑ Income of Rs.1305 Million in FY 10-11
- ❑ Order backlog of Rs.1266 Million as on 30th September 2011

Electrical Projects Division

- ❑ **Undertakes Turnkey contracting for supply of Electrical Systems and Equipment for Power stations and process industries**

- ❑ **Offering Turnkey solutions for:**
 - EHV Substations
 - EHV Transmission Lines
 - Plant Electricals
 - Gas Insulated Switchgear Substations
 - Optical Fiber Communication Network
 - OPGW, ADSS & OLTE
 - Rural Electrification

- ❑ **Electrical Balance of Plant for Thermal/ Hydro & Nuclear Power Projects**
- ❑ **Power Trading – Category-I Licensee**
- ❑ **Exclusive partnership with JZT provides turnkey solutions for OPGW communication networks**
- ❑ **Offers GIS Substations in association with leading manufacturers on case to case basis**
- ❑ **Income of Rs.706 Million in FY 10-11**
- ❑ **Order Backlog as on 30th September 2011 is Rs.5672 Million**

Electrical Projects Division



66/11 KV KPTCL Substation, Ganji Kunte



**230/11 KV Gas Insulated Substations,
Hyundai, Chennai**

Environmental Engineering Division



CPP – Condensate Polishing Plant



Effluent Recycling Plant – Tiruppur

- ❑ **Product range includes:**
 - Deaerators
 - Effluent Treatment & Recycling Plants leading to zero discharge
 - Water Treatment Plants (Pre-Treatment & DM Plant)
 - RO based Desalination Plants
 - CPP – Condensate Polishing Plants
- ❑ **Exclusive Technical Collaboration with TERMOMECCANICA, Italy for Condensate Polishing Plants**
- ❑ **Supplied on turnkey basis the largest ever Deaerator in India for NPC (Tarapur) with capacity of 3,013 TPH**
- ❑ **Commissioned- Deaerators for SIPAT Supercritical 3 x 660 MW Power Plant, NTPC**
- ❑ **Under execution - Six large-size Deaerators for Marfiq in Saudi Arabia, Hyundai Heavy Industries, Korea**
- ❑ **Income of Rs.485 Million in FY 10-11**
- ❑ **Order backlog of Rs.692 Million as on 30th September 2011** 17

Environmental Engineering Division

- ❑ **Four large-size Membrane-based Effluent Recycling Plants at Tiruppur – largest in capacity in India for treating textile dye effluents**
- ❑ **Sold over 100 Deaerators in India, Asia, Middle East and Africa, ranging in capacity from 10 TPH to 3,103 TPH**



Deaerator – NPC, Tarapur

Key Differentiators

- ❑ **Proven track record in equipment and Turnkey contracting**
 - Dedicated to Power and Oil & Gas sector
 - Undertakes turnkey EPC projects for large Utility Power Plants upto 600 MW
- ❑ **Diverse Design & Engineering capabilities**
 - Ability to Design & Manufacture customised products
 - In-house Design & Engineering gives control over costs, design, time and competitive edge
- ❑ **Diverse range of products and services**
 - Significant synergies through complementary operations
 - Ability to service both large and small scale projects
 - Project management system and policy enable execution of large, multifaceted, complex projects
 - Manufacturing capability is an added advantage in EPC projects
- ❑ **Cost Competitiveness**
 - Control costs by optimising product features and design
 - Global sourcing
- ❑ **Technology tie-ups**
 - Successfully tied up with several international companies to obtain technology and know-how

BOP Package – In House Systems

1. Design & Engineering of Civil, Electrical and Mechanical Systems	10. Effluent Treatment Plant
2. Civil Works including	11. Demineralization Plant
a. Chimney	12. Ash Handling System
b. Natural and Induced Draft Cooling Tower	13. Coal Handling System
3. Substation and Switchyard	14. Gas Conditioning & Metering Skid
4. Plant Piping System	15. Fabrication of Columns & Structures
5. Air Fin Cooler	16. Welded Finned Tubes
6. Air Cooled Condenser	17. Heat Recovery Steam Generator
7. Deaerator	18. On-line Condenser Tube Cleaning System
8. Desalination Plant including RO System	19. Debris Filter
9. Condensate Polishing Plant	20. Rubber Cleaning Balls for Condenser

Board of Directors

S/N	Name & Occupation	Industry Exp (Yrs)	Designation
1	Mr. B.G. Raghupathy Industrialist	37	Chairman & Managing Director
2	Mr. T. Sankaralingam Company Executive	41	Managing Director
3	Mr. S. Rathinam Company Executive	32	Director (Finance)
4	Mr. V.R. Mahadevan Company Executive	29	Director (Technologies, HR & Infrastructure)
5	Mr. A. Swaminathan Company Executive	32	Director (Sales & Marketing)
6	Mr. Heinrich Böhmer Business	44	Independent Director
7	Mr. M. Gopalakrishna, Retd. IAS Director-In-charge, Andhra Pradesh Gas Power Corporation Limited	51	Independent Director
8	Mr. S.A. Bohra Ex. Sr. Exec. Director (Technical) Nuclear Power Corporation	46	Independent Director
9	Mr. M. S. Sundara Rajan Ex. CMD Indian Bank	38	Independent Director
10	Mr. S.R. Tagat Chartered Accountant	30	Independent Director
11	Mr. Gnana Rajasekaran IAS (Retired)	25	Independent Director
12	Mrs. Sasikala Raghupathy Business	26	Director

Leadership & Professional Management

- ❑ **The company is managed by a highly motivated team of professionals**
- ❑ **The Management of the company has rich and deep experience in the industry**
 - Average industry experience of the management is more than 25 years

Name	Position	Industry Exp (Years)	Exp with BGR Energy
Mr. B.G. Raghupathy	Chairman & Managing Director	37	26
Mr. T. Sankaralingam	Managing Director	41	2
Mr. S. Rathinam	Director (Finance)	32	19
Mr. V.R. Mahadevan	Director (Technologies, HR & Infrastructure)	29	24
Mr. A. Swaminathan	Director (Sales & Marketing)	32	14
Mr. R. Ramesh Kumar	President, Corporate & Secretary	23	18
Mr. P. R. Easwar Kumar	President & Chief Financial Officer	18	17
Mr. S. Venkataraman	Group President , Human Resource	35	1
Mr. G. Amudhan	President, Project Management	33	1
Mr. Ashish Tandon	President, Business Development	29	-
Major H.L. Khajuria	President & CEO, Environmental Engineering	40	13
Mr. V. Balakrishnan	President & CEO, Electrical Projects	29	8
Mr. N. Murali	President & CEO, Oil & Gas Equipment	31	5
Mr. S. Ilanchezhiyan	President & CEO, Air Fin Cooler	25	4

Human Resources

As on 30th November'11

Particulars	No. of Employees
Total Employees	2212
Engineers	1844
Design & Engineering	625
Project Management & Quality Control	308
Planning, Procurement and Production	849
Marketing	62
Professional Staff	239
Finance and Accounts	110
Human resource, Legal, Secretarial and Systems	129
Others	129

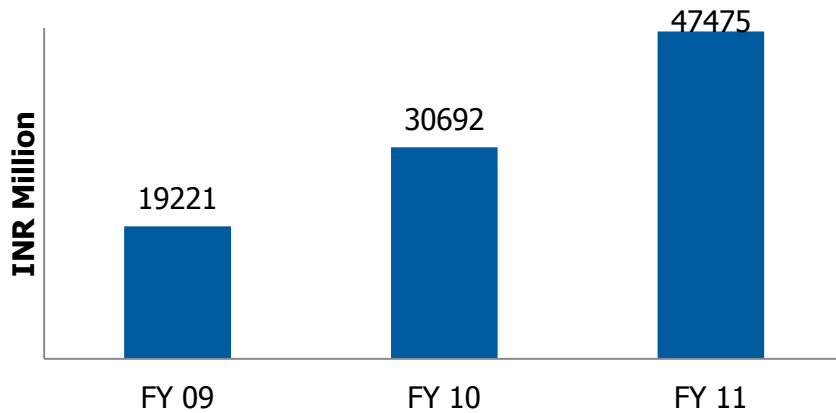
3 Years Financials – A Snapshot

INR Million

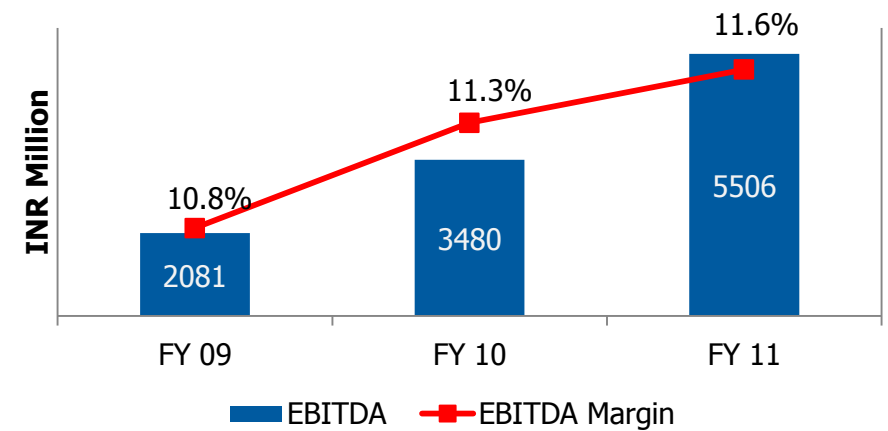
	Audited Year ended 31.3.2009 (12 months)	%	Audited Year ended 31.3.2010 (12 months)	%	Audited Year ended 31.3.2011 (12 months)	%
TURNOVER	19221	100	30693	100	47475	100
EBIDTA	2081	10.83	3480	11.34	5507	11.60
PBT	1747	9.09	3047	9.93	4820	10.15
PAT	1151	5.99	2010	6.55	3242	6.83

Robust Financials

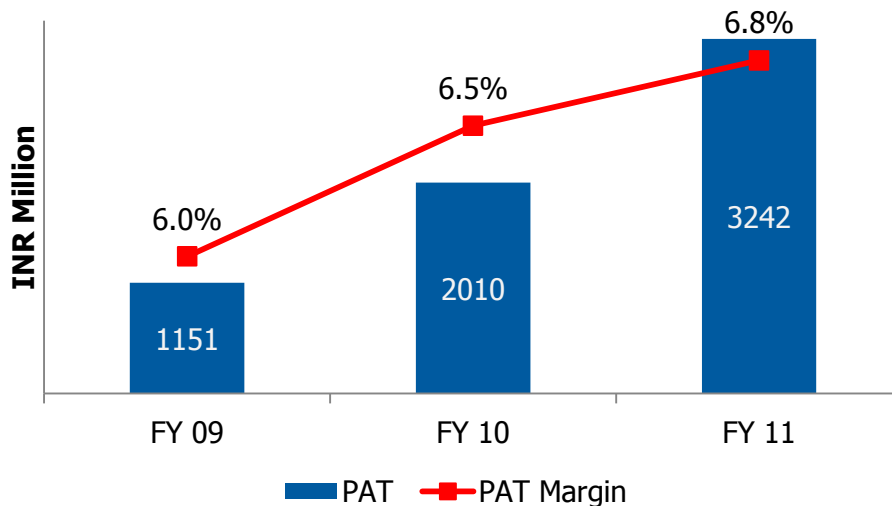
Total Revenues



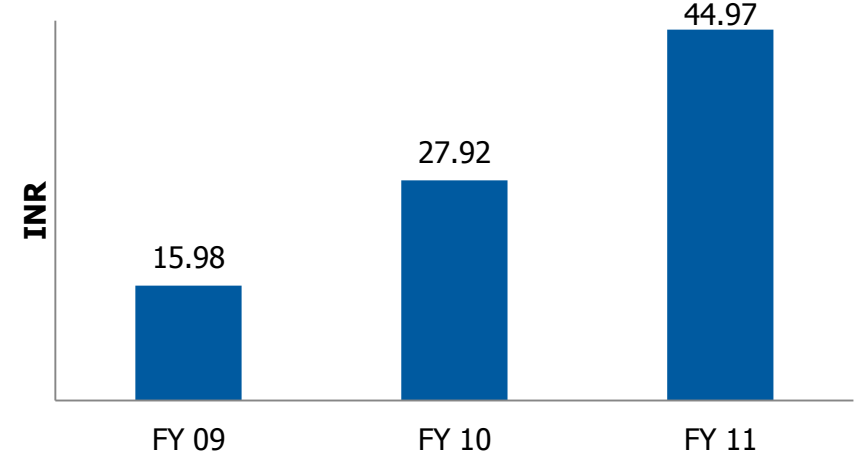
EBITDA and EBITDA margin



PAT and PAT margin

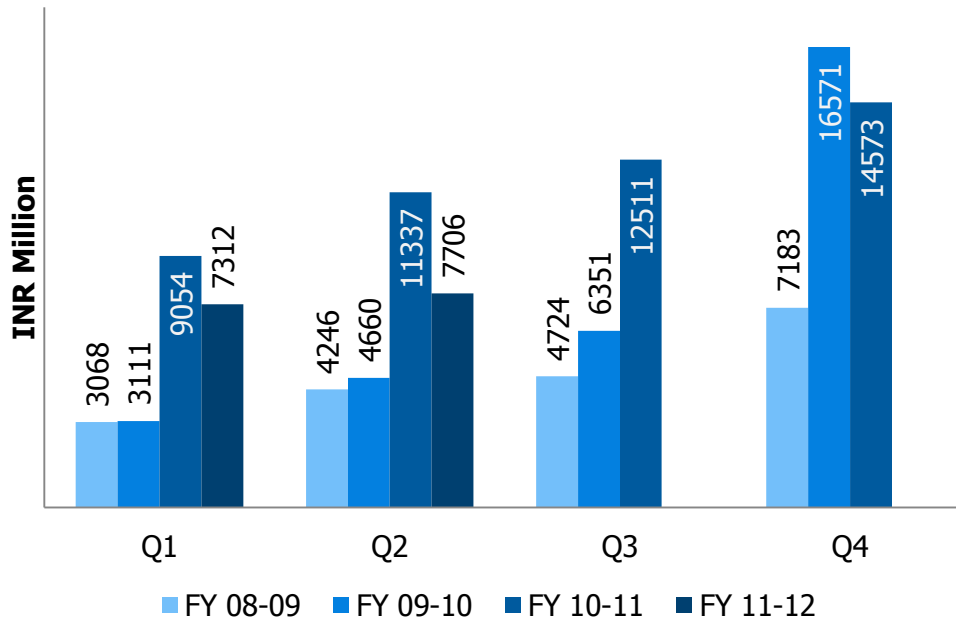


Earnings per share

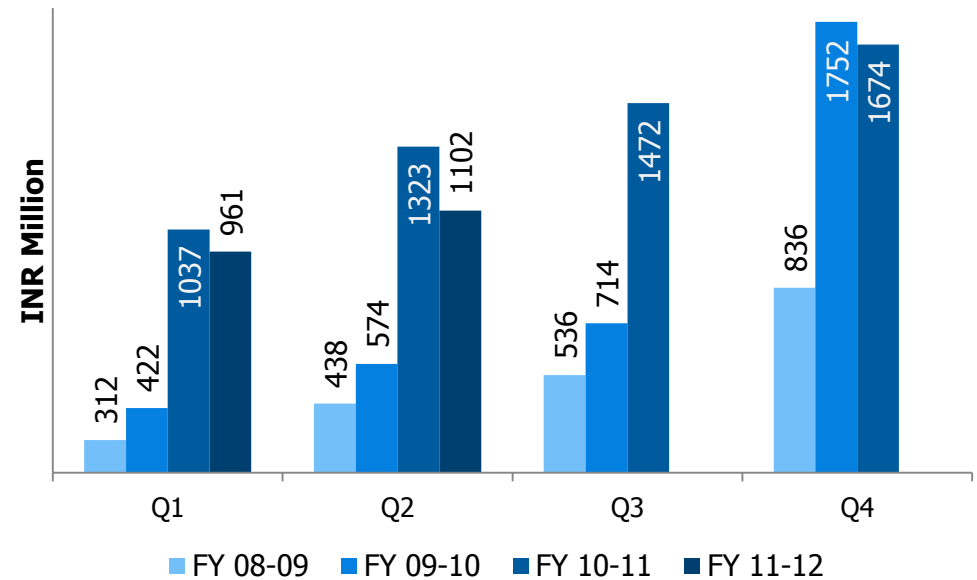


Quarterly Financials

Total Revenues

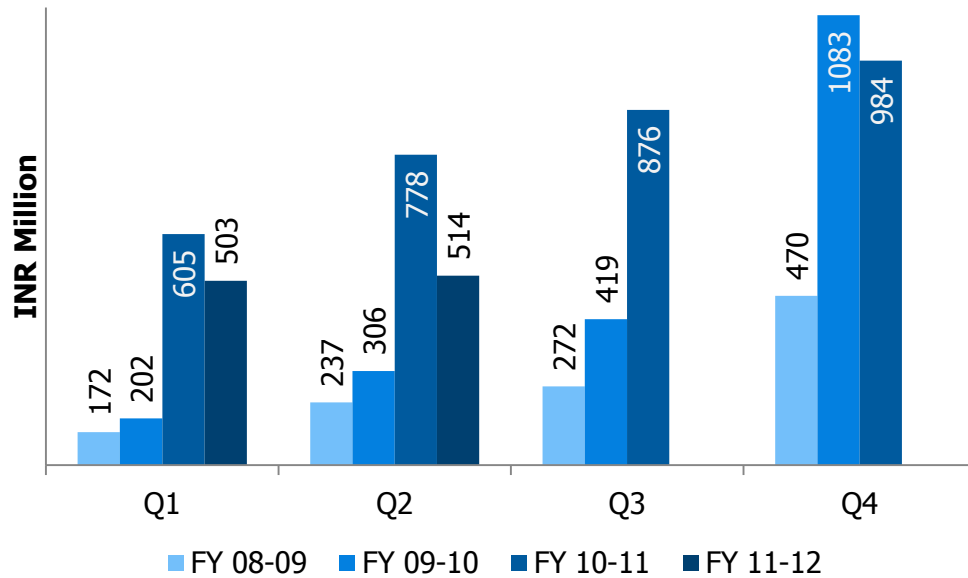


EBIDTA



Quarterly Financials

PAT



Earnings Per Share

