Presenters

➢ Mr. J Sharma (Founder & CEO)

➢ Mr. Ritesh Pandit (COO)

➢ Mr. J S Verma (VP-Op.)

➢ Mr. Abhinav S. (Sr. GM-Projects)

- Company Overview & Business Performance
- Business Structure
- Corporate Policy
- Business Profile
  - Projects – EPC Solutions
  - Products
  - Services
### COMPANY OVERVIEW & BUSINESS PERFORMANCE

#### Turnover in Cr (INR)

<table>
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<td>65</td>
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<td>0</td>
<td>300</td>
<td>9</td>
<td>1000</td>
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<td>51</td>
<td>96</td>
<td>144</td>
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<tr>
<td><strong>Total</strong></td>
<td>231</td>
<td>289</td>
<td>387</td>
<td>543</td>
<td>770</td>
<td>754</td>
<td>1689</td>
<td>4160</td>
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#### Diagram

- The diagram illustrates the turnover in Cr (INR) from 2017 to 2021 for different business units.
- Each column shows the planned and actual turnover for each year.
- The chart highlights the growth and performance over the years.
EPC Solutions
- Metro Solutions - Engineering & Project Consultation
- Railways & Airport Work execution
- Energy Solutions
- Solar Power

Products
- MEP & ELV Products
- Civil Products – Solar Facade, Water Proofing, Landscape, Safety PPEs
- Granite (Indian, Italy, Iran & Pakistan)

Services
- IT Services (Web Development, Outsourcing)
- BIM Solutions & 4D planning & Branding
- Project Consulting, MEP, ELV & Civil Finishes
- Testing & Commissioning and Facility Management
- Liaison with Govt. Agencies, SEZ Consultancy
CORPORATE VISION

EPCS SHALL BE A PROFESSIONALLY-MANAGED USA EPC COMPANY,
COMMITTED AND ENSURING CUSTOMER SATISFACTION
WITH SUSTAINABLE ESSENTIALS.
EPCS INTEND TO BE AN STRATEGIC, INNOVATIVE,
ENTREPRENEURIAL AND EMPOWERED TEAM
CONSTANTLY CREATING AND ADDING VALUE
AND ATTAINING GLOBAL BENCHMARKS.
EPCS SHALL FOSTER A CULTURE OF FAITH,
TRUST AND CONTINUOUS LEARNING
WHILE MEETING EXPECTATIONS OF EMPLOYEES, STAKEHOLDERS AND SOCIETY.
CORE VALUES

For Employees, community and society

Business not at the cost of integrity

Meeting customer requirement is our “Prime Priority”.

IN ALL OUR WALKS OF BUSINESS

Manifests in all our activities

Constantly create innovative ideas and deliver value

Calculated Risks; Decisively taking challenges

Corporate Social Responsibility

Caring

Innovation

Integrity

Customer Centric

Excellence

Entrepreneurship
HEALTH-SAFTETY-ENVIRONMENT ASSURANCE

KEY POINTS

▪ LIVE, WORK AND MAKE - SAFE – CULTURE
  • SAFETY MONTH CELEBRATIONS
  • SAFETY PLEDGE
  • BLOOD DONATION CAMPAIGNS

▪ SAFETY COMPETITION

▪ MONTHLY AWARDS FOR SAFETY PERFORMANCE
QUALITY ASSURANCE

KEY POINTS

▪ QUALITY CULTURE
▪ QUALITY WEEK
  • QUALITY PLEDGE
  • QUALITY COMPETITIONS
▪ MONTHLY AWARDS FOR QUALITY PERFORMER
PROJECTS – FINANCING (DEBT / EQUITY)

NEED FUNDS – LOWER INTEREST AS EVER FROM PRIVATE & INTERNATIONAL ANGEL ENTITIES AGAINST COLLATERALS

Technical scope:
definition of the project's "technical description"; technical soundness, innovative technology, risks and mitigation measures;
information on capacity for products/services.

Implementation:
promoter capability to implement the planned project;
information on timing and employment during implementation;

Operation:
promoter's capability to operate and maintain the project;
information on production/service, operating and maintenance costs, employment during operational life.

Procurement:
compliance with applicable legislation and EIB guidelines.

Environmental impact:
compliance with applicable legislation; information on environmental impact assessment.

Market and demand:
analysis of the products/services demand over the project's life, with reference to sectoral studies of the Projects Directorate.

Investment cost:
information on project costs and its detailed components; comparison with cost of similar projects.

Profitability:
information on financial profitability and related indicators (e.g. rate of return); information on economic profitability.
A. METRO AND RAILWAY SOLUTIONS

- EPC Solutions LLP has established partnership with Metropolitana Milanese (MM) for offering their metro, railways and high speed trains solutions.

- MM was founded in 1955 to study, design and build metro lines and large-scale public transport infrastructure.

- Today, the metro network in Milan has 4 lines, 108 stations and a development of 100 km. It's one of the 30 largest networks in the world on the existing 150, and among the top 10 in Europe, where there are about 40.

Past Experience:

- MILANO, ITALY
  - M1 (red): from Sesto FS to Rho Fiera / Bisceglie
  - M2 (green): from Assago Milanofiori Forum / Abbiaterasso Gessate / Cologno Nord
  - M3 (yellow): from San Donato in Comasina
  - M5 (purple): from Bignami to San Siro Stadio

Current Projects:

- MILANO, ITALY
  - M4 (blue): The project M4 adds an important new urban line, crossing the city from east to west, passing through the historic center and intersecting the three existing lines.
B. RAILWAYS & AIRPORT WORK EXECUTION

- EPC Solutions LLP has established partnership with Metropolitana Milanese (MM) for offering their Railways & airport work execution solutions.

- MM has designed and constructed the Underground Urban Rail Link, and had been responsible for feasibility studies, design, works management and consultancy on the railway infrastructures of several regions and cities in Italy.

- MM is part of Malpensa Construction Consortium for construction management, works management, coordination and supervision of works in respect of the extension, modernization and redevelopment of infrastructure at the airport of Milan Malpensa.

Past Experience:

- MILAN MALPENSA AIRPORT
  - Estb. In 1909
  - 2nd largest airport in Italy
  - 18.5 million passengers

Current Projects:

- High-speed Milan-Verona section on the Turin-Milan-Venice line. The length of the section is about 160 km (100 miles) including the interconnections of Brescia East, Brescia West and Verona West.
C. ENERGY SOLUTIONS

- **EPC Solutions** has in-house expertise in Power Generation (MEP & Switchyard), Transmission & Distribution segment viz.
  - Hydro Projects, e-BOP Projects, Solar Projects, etc.
  - Switchyard capabilities: AIS - Up to 765kV and GIS - Up to 400kV
  - Mass Meter Replacement.
  - Supply, Installation, Testing & Commissioning
  - Annual Maintenance Contract
  - Liaison With State Electricity Boards/ Water/ Fire/ PCB’s Department etc. in India.

**Past Experience:**

**ESSAR PARADIP – 240 MW PP**
- 220 / 33 kV AIS switchyard
- MEP works for Power plant
- Material Supplies
- Civil works, High mast lighting, etc

**IOCL PARADIP**
- 33 kV AIS switchyard
- MEP works for Control Building
- Material Supplies
- Civil works, cable laying, etc

**Current Projects:**

**Switchyard Project – Dahej**
- 110 / 33 kV AIS switchyard
- MEP works for Control Building
- Material Supplies
- Material Supplies and Civil Works
D. SOLAR POWER

• **EPC Solutions** has established partnership with **Power Gen Solar, India (Onyx Solar, Spain)** for SITC of Standard PV glasses, Customized PV glasses, Turnkey BIPV glasses.

• **Onyx Solar**, through its US subsidiary, has completed the installation of the **World’s largest PV skylight**, a PV double skylight sizing 27,500 sqft which was executed for the new Novartis Pharmaceuticals Corporation’s headquarters in New Jersey, United State.

**Experience:**

- **Novartis HQ (NJ, USA)**
  - 27,500 ft² doubled PV skylight, a 295 kW-DC base rated PV system

- **Coca Cola HQ, Mexico**
  - PV Second skin
  - Energy generated: 15,288 kWh/yr

- **Viracopas Airport, Brazil**
  - It is largest PV Skylight project in South America.

**Specialty:**

Onyx lets them going green, blue, yellow, orange, brown, pink, purple... with its new, huge, patented range of colorful photovoltaic glass.
SOLAR PORTFOLIO

ENGINEERING
- Grid Code Compliance
- Optimized Design Solutions
- Design Software
- Engineering Base
- Energy Storage

PROCUREMENT
- Quality Supplies
- Quality Certified Products
- Composite Tie-Ups & SLA
- Procurement Experience
- Smart Software

CONSTRUCTION
- Robust Execution Methodology
- Record Time Completion
- Field Quality Monitoring
- ISO 9001:2008; 14001 & 18001
- Dedicated Project Team
E. ENERGY MANAGEMENT SOLUTIONS

The need to reduce energy costs is a crucial business practice for successful organizations, and energy audits have begun to play a more significant role in managing energy expenses. Energy audits can encompass a variety of surveying techniques but most commonly consist of an analysis of energy usage within a building or facility and its contained equipment.

Audits include comprehensive lists of energy efficiency measures derived from building and facility performance. Energy audits also include financial analysis for each identified measure.

Energy audits can use information from building management systems (BMS) with the goal of reducing energy usage without negatively impacting the company’s everyday practices.

Industrial energy audits often focus on key aspects of the overall system that tend to use the most energy.
ENERGY MANAGEMENT CHALLENGES

Top Energy Management Challenges

- Energy metrics are not effectively measured.
- Disparate systems and data sources.
- Lack of culture supporting energy management.
- Lack of visibility into performance.
- No formal process for continuous improvement.
- Lack of executive support.
- Lack of collaboration across different departments.
- No formal process for managing risk.
- Difficulty integrating with the grid.

Energy Awareness
Fixing the basics and understanding the opportunity in moving beyond the infrastructure for greater energy impact.

Energy Optimization
Automate active energy management into the process to remove energy waste at the source.

Continuous Improvement
Track energy data, quantify energy waste in the process and identify projects for continuous improvement.

Control System Connectivity

Stronger Link between Energy Efficiency and Process Efficiency

Advanced
ENERGY MANAGEMENT STRATEGY

Understand
- Segment and effectively target business customers like never before

Engage
- Deliver customized, timely, and valuable content

Deliver Results
- Improve customer adoption of programs, products, and services
- Achieve customer satisfaction, brand loyalty, and demand management results
- Reduce cost-to-serve with targeted program design, smarter marketing, and better channel management
ENERGY MANAGEMENT: OUR SOLUTIONS

- Comprehensive Meter Data Analysis
- Inferences in correlation to the Business Functions
- Cost Effective Customized Solutions In Existing Network
ENERGY MANAGEMENT: OUR OFFERINGS

- Energy Management System
- Automated Meter Reading Solutions
- Mater – Data Analysis, Data Conversion for Quality Analysis, Theft Detection
- CMRI Application
- Billing Management Systems
- Power Management Systems

Integrated Solutions on Industrial & DISCOM Meters - Genus, Secure, Conzerv, HPL, L&T, Cadel and other reputed meter makes.
EPC Solutions LLP has an impressive product offering for MEP as well as ELV Systems, as has ventured with many reputed equipment providers as per customer budget requirement.

- **Electrical Equipment Supplier** for EHV/ MV/ LV/ ELV- Cables & Panels, Drives, CT’s, PT’s, CCVT’s, Transformers, Earthing, Lightning Protection System, AMF Panels, Up to 11kV DGs, Filter Panels, Automated Load Transfer Switches, Lighting Fixtures, Energy Meters and other Steel Structure with other Accessories.

- **HVAC Equipment supplier** for Chillers, AHUs, FCU’s, Pumps, Cooling Towers, BTU Meters, Grills, Diffusers, Duct (GI as well as Flexible) Sheets and Insulation Materials etc.

- **PHE and FPS Equipment Supplier** for Automatic Waste Management System, Gas Suppression System, Pipes, Valves, Field Controllers & Equipment's, etc.

B. CIVIL PRODUCTS – SOLAR FACADE, WATER PROOFING, LANDSCAPING & SAFETY PPE

- **EPC Solutions** is offering wide solutions for Water Proofing & Landscape Solutions
  - Electronic Testing of Water Proofing Membrane: Electric Field Vector Mapping (EFVM) Technology by International Leak Detection (ILD), Germany.
  - **Green Walls - Living Walls and Rooftop / Podium Natural Gardens.**

- **Tie-up with Onyx Solar** provides a wide range of innovation in Façade selection
  - **PV Glass** – Infinite combinations of photovoltaic glass: choose your color, pattern, transparency degree, thickness and size. Also create energy from façade.
  - Our **Multifunctional Building Integrated Photovoltaics (BIPV)** solutions allow for the entry of natural light, provide both thermal and sound insulation, they filter out harmful radiation, produce clean, free energy thanks to solar power and feature an innovative, customized design which can be integrated perfectly into any type of building.
PRODUCTS

C. GRANITE – ITALIAN, INDIAN & PAKISTANI

- **EPC Solutions** has established partnership with **Italian, Indian and Pakistani Stone Quarries** for supplying Granite and other natural stones certified as per ISO 9001 : 2008 (BS Standard tested) and meeting Architect’s requirements.

- Our stones has been widely used in various prestigious projects at United Arab Emirates, Bahrain, India, etc.

- We offer single point solution from pre-tender consultation till supply of required material.

**Past Experience:**
- Dubai Hospital, Dubai - Exterior Stone Works
- Palm Island, Dubai
- Bafi City, Dubai
- Dubai Sports City, Dubai - Exterior Stone Works

**Current Projects:**
- Indian Embassy, Bahrain
SERVICES

A. IT SERVICES – WEB & SOFTWARE DEVELOPMENT & OUTSOURCING

- UI interfaces, databases
- Web applications & RIAs
- Custom web sites & CMS

- Server–web site interaction
- Web applications & RIAs
- Web-stores and e-commerce sites

- 3rd Party Payroll Solutions
- Business Outsourcing
SERVICES

B. BIM MODELING & 4D PLANNING

- **EPC Solutions** has collaborated with reputed **BIM solutions integrator** for pre-construction, construction and post-construction phases.

- Have expertise in the following Phases:
  - **Pre-construction** – Development till **LOD 300 models** for Bid floating, Project Walk through, Month wise progress snapshots for tendering, Precise Bill of Quantities for Estimation, etc.
  - **Construction** – Development till **LOD 400 models** for Clash detection and resolution, 4D planning & scheduling, As built 3D BIM model, etc.
  - **Post-construction** – Development till **LOD 600 BIM models** for integrating Facility Management services.

**Experience:**

- Klang Valley MRT, Malaysia
- Baniyas Football Stadium, UAE FIFA compliance
- Yas Hotel, Abu Dhabi
- Abu Dhabi International Airport
SERVICES
C. PROJECT MANAGEMENT CONSULTING, MEP, ELV & CIVIL FINISHES

- Have expertise in the following Business Segments:

  - Energy Segment –
    - Generation, Transmission & Distribution - Substations GIS & AIS (up to 765 kV), Solar and e-BOP execution.
    - Auditing - Energy Auditing Reports, LEED certifications.

  - MEP – HVAC, Electrical, Plumbing, Fire protection, Fire Detection, Landscaping

  - ELV – BMS, CCTV, Access control, Public Address, Active and Passive Networking

  - Civil – Furniture Supply, Carpet Supply, Water Proofing, Concrete works, Earthwork, Finishes, Painting, etc.
SERVICES

D. TESTING & COMMISSIONING AND FACILITY MANAGEMENT

- Have Testing & commissioning and Facility Management expertise in the following Business Segments:
  
  - **Energy Segment –**
  
  - **Generation, Transmission & Distribution** - Substations GIS & AIS (up to 765 kV), Solar.

  - **Automation** - SCADA, PLC, IBMS, Distribution Transformer Management Systems, Automated Metering

  - **MEP** - HVAC, Electrical, Plumbing, Fire protection, Fire Detection

  - **ELV** - BMS, CCTV, Access control, Public Address, Active and Passive Networking
E. LIAISON WITH GOVT. AGENCIES, SEZ CONSULTANCY

- Authentic Liaison Consultant for Indian Operation:
  - Liaison With State Electricity Boards
  - Water
  - Fire
  - Pollution Control Board

- SEZ Consultancy
THANK YOU

Delivering works with quality is not an act, it is our habit.