Closely held by Tata Group (Unlisted)

One of the most admired and India’s fastest growing Infrastructure companies

EPC culture - Enables execution of large and complex infrastructure projects

Profitable, and rapidly growing

Presently Operates Pan-India, Middle East, and Eastern Africa

Delivers quality projects, on time
Our Businesses

EPC: Engineering, Procurement and Construction for Power, Metals and Oil & Gas
Utility Services – An Overview

10+ Years in existence
One of the Longest Serving Players in the Community Water Treatment Plants

~2500 Plants Pan India
Largest set of plants Installed in the Rural Community

18 Billion Litres
Safe Drinking water dispensed till date

3 Million
Lives touched till date

> 650
Entrepreneurs developed via a fully self sustainable business model
**Vision** - To ensure the availability of safe drinking water at an affordable cost to rural communities across the developing world

**Mission** – To empower rural communities by improving their accessibility to drinking water through a *long term self sustaining business model* that places entrepreneurs & technology at its core
Our Customers & Presence

TPL-US Presence
- Strong Presence
- Moderate Presence
- No Presence

Canara Bank
सेल SAIL
CAIRN
Divis

Energy for India
Sri Sathya Sai Foundation

Naandi
Safe WATER NETWORK

We have installed ~ 2500 community Water Purification Plants across India

BOSCH
HP
LANCO
Taj Hotels Resorts and Palaces
Tata Power
Tata Steel

Government of Andhra Pradesh
Government of Telangana
• Standardized Water purification plants
• Optimized assembly line with ability to scale production quickly
• Products include – RO, Resins (for Fluoride) & filters

Electrodialysis Reversal

- High recovery rate – more than 80% recovery (compared to ~50% for RO)
- Low specific energy consumption – 25 to 70% (Almost half that of RO)
- Lower cost than current community RO plants
- Low environmental impact - no chemical additions
- Low life cycle cost – beats currently installed off-grid RO systems, potential to beat on-grid systems as well

Capacitive De-ionization

Atmospheric water generators

- TPL is working closely with an Israeli company to set up AWGs
  (Atmospheric Water generators)
- These ‘plug n play’ systems work in a variety of conditions without the need for groundwater
- They are available in from 30 to 6000 LPD

TPL’s other areas

Sale of spares & components for water purification systems
White-labelling of OEM’s products/components
Aggregated procurement of components for all RO manufacturers in India
Continuous Innovation - Services

Dedicated Customer Service teams supported by IoT systems to ensure that our products receive the best support before the customer encounters an issue.

IoT

Every plant that is dispatched from our manufacturing facility has a “Digital Twin” on our IoT platform. We can control, track & monitor plants using this “Digital Twin” that is activated at the time of installation.

- Access to our advanced web Analytics Platform would be provided to Customers for real time remote monitoring of all their plants.
- This data can be used to identify issues while maintaining or to monitor potential break-down of a plant before it actually happens i.e. for ‘preventive healthcare’ of the plant.

Long term Partnerships with financial institutions and socially conscious organizations/groups

Awareness generation
Information, Education & communication Activities
Employment generation
Skill development for women & backward communities
DRINKING WATER

TRANSFORMATION 2017-2018

- RO systems
- Filters
- Resins

Creating Entrepreneurs

Nano-embedded Jerry cans

Pump Starters

Financing

Agri-gation of produce

TQ Mall
Core of our business – Facilitate a scalable & self sustainable operating model for bottom of the pyramid, women & Affirmative Action communities.
TQ Mall is a One Stop Shop for highway commuters and rural population offering safe drinking Water & More.

TQ Mall supported by its technology partners will become the ideal nodal entry point into rural India. Leveraging Q Mall’s constantly evolving engagement model, local produce for global distribution while also dis-intermediating the farm to fork value chain.

Aggregated—Uberized relevant products/solutions/services, with deep localized customer engagement, leveraging low cost & technology enabled service delivery model, in a safe location with assured & repetitive retail footfall.
Growing Collaboration with HPCL

- TPL’s extensive rural reach combined with HPCL’s national presence/penetration & infrastructure serves as an ideal opportunity to achieve our mission of creating a network of self sustainable safe drinking water plants across the country through TQ Malls
- HPCL has offered us all their 15,000+ locations for installing TQ Malls

- TPL has engaged HPCL to fulfil TPL’s aggregated fuel requirements of 25+ Lakh litres per month.
- Money saved from aggregated volumes is used to M2M (IoT) enable our assets to track, trace and monitor them, leading to increased efficiencies & utilization.

TQ Mall Inauguration (Isnapur, 27th of February, 2018)
**Products Offerings chart**

### Source of Water

- **Ground Water**
  - RO
    - Solar
    - Grid
    - DG Set
  - UF
    - Solar
    - Grid
    - Gravity
- **Surface Water**
  - Desalination
    - Grid
- **Sea Water**
  - AWG
    - Grid

### Types of plants

Includes:
- Filtration Systems
- Remote Monitoring Stations
- Mobile Plants

### Plant Capacities

- **Ground Water**
  - 200 LPH to 10000 LPH
- **Surface Water**
  - 100 LPH to 5000 LPH
- **Sea Water**
  - 500 LPH to 5000 LPH
- **Air**
  - 600 LPD & 6000 LPD

### TDS level

- **Ground Water**
  - 300 to 7000 ppm
- **Surface Water**
  - Up to 300 ppm
- **Sea Water**
  - 7000 to 35000 ppm
- **Air**
  - -

### Mode of Ops

- **Ground Water**
  - Manual / Auto
- **Surface Water**
  - Manual / Auto
- **Sea Water**
  - Manual / Auto
- **Air**
  - Auto

* LPH – Litre per Hour
Product Offerings

RO Plant
UF Plant
Desalination Plant
Solar based RO Plant
Truck Mounted RO Plant
LCV mounted RO Plant
Case Studies
## Long Standing Partnerships with Reputed NGOs

<table>
<thead>
<tr>
<th>Year</th>
<th>No. of Plants Supplied</th>
<th>No. of Lives Touched</th>
<th>Areas Covered</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>120</td>
<td>~1 million</td>
<td>Andhra Pradesh, Telangana, Karnataka, Punjab, Haryana, Rajasthan</td>
</tr>
<tr>
<td>2008</td>
<td>105</td>
<td>~0.2 million</td>
<td>Telangana, Karnataka</td>
</tr>
<tr>
<td>2007</td>
<td>96</td>
<td>~0.2 million</td>
<td>Andhra Pradesh, Telangana, Odisha</td>
</tr>
</tbody>
</table>
## Strong Collaboration with Large Corporates

<table>
<thead>
<tr>
<th>Year</th>
<th>No. of Plants</th>
<th>No. of Lives Touched</th>
<th>Areas Covered</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>108</td>
<td>~0.2 million</td>
<td>Karnataka,</td>
</tr>
<tr>
<td>2013</td>
<td>60</td>
<td>~0.2 million</td>
<td>Andhra Pradesh, Telangana</td>
</tr>
<tr>
<td>2010</td>
<td>55</td>
<td>~0.1 million</td>
<td>Rajasthan, Gujarat, Andhra Pradesh</td>
</tr>
</tbody>
</table>
### Oldest Running Plant since 2006...

<table>
<thead>
<tr>
<th>Name of the Village</th>
<th>Gangadevipalli,</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year of Commissioning</td>
<td>2006</td>
</tr>
<tr>
<td>No. of Villagers</td>
<td>4000</td>
</tr>
<tr>
<td>Volume of Water sold per day</td>
<td>12000 litres</td>
</tr>
</tbody>
</table>

- The plant is being run by local panchayat and has been the recipient of Nirmal Award from the Prime Minister of India.
Thank You

A Tata Projects commercial venture with a social face
To foster long term sustainability (environment + livelihood + communities) within natural ecosystems

"WATER IS A PRECIOUS & DEPLETING COMMODITY"
Our grandfather saw it flow freely in the rivers, Our father saw it in open wells, We saw it rationed at the end of a tap, Our children see it in bottles, How will our grandkids see water!!
Annexure
Internet Saathi: Roadmap for Engagement

TPL is engaged in ongoing discussions to integrate the ‘Internet Saathi’ program into the TQ Mall initiative.

Education  Employability  Employment  Entrepreneurship

Internet Saathi as a internet based service provider/part-fulltime employee

Part - Time Saathis will be given space at the TQ Mall & can work up to 2 to 6 hours, offering internet based services (including knowledge disbursement)

Trained Full-Time Saathis can undertake water plant operation and sales related responsibilities like CRM & POS management

Saathis in near by villages can be appointed as distribution partners to extend offerings to surrounding areas

Own & Operate

Saathis supported by financial institutions/NGO/SHG/corporate CSR can own & run a TQ Mall

Internet Saathi is a digital literacy program started in July 2015 by GOOGLE & TATA Trusts. This program will increase the number of women internet users in rural India by training them to access and use the internet. The trained Saathis will in turn impart training to their community and neighbouring villages.
Appendix - Locations (AP & TS)

463 potential Locations across AP & Telangana

<table>
<thead>
<tr>
<th>Telangana</th>
<th>Andhra Pradesh</th>
</tr>
</thead>
<tbody>
<tr>
<td>Isnapur</td>
<td>Achutapuram</td>
</tr>
<tr>
<td>Kandhi</td>
<td>Katauratla</td>
</tr>
<tr>
<td>Jogipet</td>
<td>Peddapuram</td>
</tr>
<tr>
<td>Edupalaya</td>
<td>Parwada</td>
</tr>
<tr>
<td>Narayankhded</td>
<td>Bayyavaram</td>
</tr>
</tbody>
</table>
Potential opportunity range is 10000 to 50000 outlets
<table>
<thead>
<tr>
<th>Research &amp; Technology in water</th>
<th>Partnerships for scaling</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Partner</strong></td>
<td><strong>Vendors</strong></td>
</tr>
<tr>
<td>Massachusetts Institute of Technology (MIT)</td>
<td>• Develop Off-grid water purification systems that are equal or less in cost than equivalently sized On-grid Reverse Osmosis systems through Electro Dialysis (ED) technology</td>
</tr>
<tr>
<td>UNICEF &amp; MIT</td>
<td>• Develop a community-scale, solar-powered, electro-dialysis reversal (EDR) desalination and purification system for the Gaza strip.</td>
</tr>
</tbody>
</table>
| University of New South Wales | • Develop a robust, low cost water treatment device, based on the principle of capacitive deionisation  
• Develop mobile desalination system that can utilize torque from a drive train of a small, four wheeled vehicle (eg. Tata Ace HT) | | |
| Drinkwell Systems             | • Create resins to reduce fluoride content and Total Dissolved Salts (TDS) | | |

**Partners**

**TATA PROJECTS**

**Simplify. Create.**

**TATA TRUSTS**
Continuous Innovation

**Electrodialysis Reversal**
- New generation of water treatment systems that treat Ground / Surface water
- High recovery rate – more than 80% recovery (compared to ~50% for RO)
- Low specific energy consumption – 25 to 70% (Almost half that of RO)
- Lower cost than current community RO plants
- Low environmental impact - no chemical additions
- Low life cycle cost – beats currently installed off-grid RO systems, potential to beat on-grid systems as well

In association with MIT + UNICEF

**Capacitive Deionization**
- Proprietary Nano-material
- Anti microbial and UV protection properties
- Can keep drinking water safe for up to 30 days

**TQ – IoT Panel**
- Monitor, control and protect against faults
- Can be accessed at any-time from anywhere
- Preventive healthcare

**TQ – Pump Starter**
- Saves time, effort and labour
- Reduces electricity consumption
- Reduces water wastage
- Saves resources like petrol
- Ruggedized design

**TQ – Jerry Cans**
- Can keep drinking water safe for up to 30 days
Our Innovation – Impact measurement through IoT

Access to our advanced web Analytics Platform would be provided to Customers for real time remote monitoring of all their plants.

Real time automated information about all the vital performance parameters of a water treatment plant can be accessed at any-time from any where.

This data can be used to identify issues while maintaining or to monitor potential break-down of a plant before it actually happens i.e. for ‘preventive healthcare’ of the plant.

Every plant that is dispatched from our manufacturing facility has a “Digital Twin” on our IoT platform. We can control, track & monitor plants using this “Digital Twin” that is activated at the time of installation.

Why do we need IOT?

* Image is For illustration only. Final layout may vary
• Under 1% of fresh water in the world is available for humans

• Over 1.1 billion people lack access to water & 2.7 billion experience water scarcity for a month every year.

• Water usage has multiplied by 6 times over the last 100 years

• Usage is expected to double by 2050.

• Water demand across the world may increase by 40% over the coming 10 years
Impact on society
A growing focus for Investors & Organizations

- 39% of Elite Entrepreneurs (up from 10% in 2015-16) consider positive impact as a core business performance indicator
- 55% have committed a proportion of their wealth to achieving social-responsible outcome
  - The giving pledge (2010) – 173 pledgers (world’s wealthiest individuals) from 22 countries have already committed a major portion of their wealth to philanthropy
- 80% believe entrepreneurship is the best way to generate global/local impact
- Elite entrepreneurs top criteria of success include profit on investment, social impact & transferring a business to the next generation
- Priorities of responsible investors include safeguarding the environment, job creation & clean energy

* 46% of Millennipreneurs define success by social impact
* 67% of Ultrapreneurs are responsible
An MoU was signed between ALEAP & TPL-US Ltd represented by Mrs. K. Rama Devi, President, ALEAP and Mr. Tenny Cherian, COO, TPL respectively on 01.08.2018 at ALEAP Industrial Estate for establishing RO plants and TATA Quality Malls across Telengana, Andhra Paradesh and Karnataka.

Anybody interested for establishing RO Plants and TQ malls please contact:

1. Mrs. Sunitha       : 7036666424
2. Mr. Rama Rao   : 7036666421