



ENERGY

PARTNER

About Us

- Energy Partner enables seamless project procurement by integrating global sourcing, liaisoning, and supply chain solutions. We specialize in cost optimization through low-cost country sourcing strategies and agile crash procurement. Our expertise drives industry-leading cost performance and improves project economics for Oil & Gas, EPC, and allied sectors.

Core Values

- Understand Customer Needs
- Build Relationships
- Deliver Expertise
- Transparency
- Value Addition
- Problem Solving
- Feedback and Improvement

Business Segment

FMCG

- Building & Factories

Oil & Gas

- FPSO, LNG, Offshore Jackets, Petrochemicals and Refinery

Metal & Mining

- Copper and Aluminum Smelters

Major Commodities Specialization

Erection
Contract

Mechanical
E&I

Piping & Valves

- Ball
- GGC
- Cryogenic
- Check
- Axial Flow
- Butterfly
- Dual Plate Check
- Ceramic Lined
- PTFE Lined Valves
- Control Valves
- Piping Spool Fabrication

Packages

- HVAC
- Crane
- Skids
- E-Houses
- Power Distribution Center

Specialty Products

- Steam Drums
- Heat Exchangers
- Expansion Joints
- Expansion Barrels
- Dampers
- Flame Arrestors
- Ducting

Rotating

- API Pumps
- Non-API Pumps
- ID & FD Fans
- Compressors
- Dryers
- Conveyor Systems

Key Expectations

Expectations from Customer

- ✓ Clear and timely updates throughout the deal process.
- ✓ Openness about timelines, costs, and potential challenges.
- ✓ Honest and ethical handling of sensitive information.
- ✓ Balancing the interests of all parties to ensure a win-win scenario.
- ✓ Adhering to all relevant legal, financial, and operational standards.
- ✓ Streamlining processes and reducing complexities in the deal.
- ✓ Demonstrating a commitment for Energy Partner.

Expectations from Energy Partner

- ✓ Acting as a reliable bridge between all stakeholders.
- ✓ Honest and ethical handling of sensitive information.
- ✓ Building and maintaining trust with buyers, suppliers, and other stakeholders.
- ✓ Ensuring smooth collaboration between all involved parties.
- ✓ Securing favorable terms.
- ✓ Proactively addressing and resolving roadblocks during the deal.

Business Highlights

Gross Business Deals

2023-2024	2024-2025	2025-2026
Total Business Proposal Worked Out (INR)	Total Business Proposal Worked Out (INR)	Total Business Proposal Worked Out (INR)
110 Cr	155 Cr	210 Cr
Final Business Wins	Final Business Wins	
78 Cr	20 Cr	
Opportunity Conversion Ratio	Opportunity Conversion Ratio	Opportunity Conversion Ratio
70%	20%	55%

BUSINESS WINS

INR 110Cr

(USD 13M for FY25-26)

BUSINESS OPPORTUNITIES WORKED OUT

USD 25M
INR 210Cr



SINGLE LARGEST CONTRACT WIN

USD 5M
INR 45Cr



KEY BUSINESS WINS



HVAC CONTRACT
Petrochemical Project
\$5M



PIPING FABRICATION
Metal Plants
\$4M



VALVES
Refinery, Petrochemicals, and Metals
\$10M



EXPANSION JOINTS
Refinery and Metal Plants
\$5M



EOT CRANE
Petrochemicals
\$5M



ERECTION CONTRACT
Petrochemicals
\$2M

KEY BUSINESS PERFORMANCE

AVERAGE
GROSS MARGIN

15%

AVERAGE
CAGR

15%

AVERAGE
REPEAT CUSTOMERS
RATIO

80%+

Above metrics reflects ENERGY PARTNER performance with customers on average basis in various commodity baskets.

Key Business Wins

Commodity	Business Vertical	Total Deal Value (INR)	Total Deal Value (USD)	Deal Gross Margin
Valves	Oil & Gas	70 Cr	\$8M	15%+
EOT Cranes	Oil & Gas	40 Cr	\$5M	10%+
HVAC Turnkey Contract	Oil & Gas	40 Cr	\$5M	15%+
Expansion Joints & Dampers	Oil & Gas, M&M	35 Cr	\$4M	30%+
Piping	M&M	35 Cr	\$4M	15%+
Erection Contracts	Oil & Gas	15 Cr	\$2M	10%+
Engineering (FEED & DE)	Oil & Gas	4 Cr	\$0.5M	50%+

ENERGY PARTNER

**THANK
YOU.**

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