

Date: May 29, 2024

<b>BSE Limited</b> 1st Floor, New Trading Wing, Rotunda Building Phiroze Jeejeebhoy Towers, Dalal Street, Fort Mumbai – 400001 <a href="mailto:corp.relations@bseindia.com">corp.relations@bseindia.com</a>  <b>SCRIP Code- 544133</b>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, 5th Floor, C – 1, Block G Bandra – Kurla Complex, Bandra (E) Mumbai – 400051  <a href="mailto:cmlist@nse.co.in">cmlist@nse.co.in</a>  <b>Symbol-EXICOM</b>
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**RE: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”).**

**Subject: Investors’ Presentation**

Dear Sir(s) / Madam,

This is in continuation to our intimation dated May 23, 2024, with respect to the Investors call scheduled on Wednesday, May 29, 2024 at 11:00 a.m. (Indian Standard Time) to discuss Audited Financial Results for 4<sup>th</sup> quarter and Financial Year ended March 31, 2024, on standalone & consolidated basis.

In terms of Regulation 30 read with Para A of Part A of Schedule III to the SEBI Listing Regulations, we hereby submit a copy of the Investors’ Presentation on, inter-alia, the Audited Financial Results of the Company for the 4th Quarter and Financial Year ended March 31, 2024, both on Standalone and Consolidated basis, to be discussed during the Investors’ Call scheduled to be held on Wednesday, May 29, 2024 at 11:00 a.m.

It may be noted that the Board of Directors of the Company has, considered and approved the aforesaid Financial Results of the Company, in its meeting held on May 28, 2024.

Please note that this intimation is also being made available on the Company’s website [www.exicom.in](http://www.exicom.in).

We request to take the above information on your records and disseminate the same on your respective websites

This is for your information and records.

Thanking you.

Yours faithfully,

**For Exicom Tele-Systems Limited**

**SANGEETA**  
KARNATAK  
Digitally signed by  
SANGEETA  
KARNATAK  
Date: 2024.05.29  
00:19:48 +05'30'

**Sangeeta Karnatak**

Company Secretary & Compliance Officer  
Membership No. 25216



# Investor Presentation

FY'23-24

29<sup>th</sup> May'24

[www.exicom.in](http://www.exicom.in)

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# Summary

## Commenting on the financial performance for the last fiscal




I am happy to report good growth on our entire business with 44% growth in consolidated revenues from INR 708 Cr in FY'23 to 1,020 Cr in FY'24. Consolidated EBITDA stood at INR112 Cr (26.8% Gross Margin) vs. 53 Cr (24.8% Gross Margin) in FY'23.

Our Critical Power business benefitted (60% growth YoY) from ongoing 5G deployments by Telco's, replacement of battery assets in filed from lead acid to Li-ion by leading Tower Co's and securing projects funded by Govt of India aimed to creating or upgrading telecommunications network particularly in underserved regions.

Given favourable environment around electric mobility in India, E-passenger new car sales almost doubled in FY'24 compared to FY'23 (current penetration at 2.3%) and E-bus registrations grew at ~80% (current penetration at ~6%). With in house IP, large R&D teams of 130+ engineers, robust product pipeline and pan India service, we are well positioned to capture growing EV Charger market in India. EV Charger business grew at 8% and supported deployments across all vertical markets including home chargers, network roll out by leading charge point operators, captive fleet charging, and heavy duty vehicle charging.

On exports, we are also committed to taking best of Indian tech solutions to our international customers, following their region's specific requirements while being closer to them.

Our investment in R&D has been at the centre of it all, leading to development of next generation chargers and power conversion equipment. As a company with in house capabilities in hardware, software and system design; we have been able to support the latest EV standards, and enhanced user experiences. Notably, our launch of upgraded chargers for home (SPIN Air) and gen1.5 Harmony DC Charger for fast charging will not only ensure long term business viability and market relevance but also revolutionize charging experience for all types of drivers and cars. 

**Mr. Anant Nahata**

MD & CEO

Exicom Tele-Systems Limited

**₹ 1,106 Cr** (847 Cr FY23)

Total Orders

**₹ 1,020 Cr** (708 Cr FY23)

Total Revenue

**₹ 273 Cr** (175 Cr FY23)

Gross Margin

**₹ 112 Cr** (53 Cr FY23)

EBITDA

\*All Figures are as of March 31,2024



# India's Leading EV Charger & Telecom Power Solutions Provider

A sustainable energy transition company enabling electrification of transportation, and energy stability of digital communication infrastructure

~30 years of domain experience in power management solutions



## EV Charger Business

Leading Electric Vehicles (EV) Charger solutions players in India with market leadership in residential and public charging segments

*Smart charging systems with innovative technology for residential, business, public charging, and heavy-duty vehicle charging use India*



## Critical Power Business

Leading player for Li-ion Batteries and DC Power Mgmt. Systems for application in the telecommunications sector

*DC Power conversion systems for multiple use cases at telecom sites and Li-ion Batteries for providing back-up power; with a focus on efficiency, power density and reliability*

# Vision & Mission

## Vision

To contribute to the next era of energy by accelerating clean, reliable, and affordable power and advancing electric mobility for a sustainable future.

## Mission

**EV Chargers:** We are always taking EV Charging experience to the next level for all types of drivers and cars by making it simpler, more reliable and more efficient

**Critical Power:** Transform electricity grids through cutting edge battery and power solutions enabling increased renewable power, energy efficiency and un-interrupted power supply



# Exicom's Heritage Of Delivering Innovative Power Electronics for over ~30 Years

## Everyday Performance



**Hottest**



**Coldest**



Exicom's ~ 30 years experience & investment in power converters and control systems for most demanding critical power app. in telecom and data centres which work in harshest environment & electrical conditions

With a focus on core features



Efficiency



Power Density



Flexibility



Connectivity



Reliability

Has led to continuous successful product launches since ~ 3 decades..



Gen-I,II AC-DC converters  
1996 - 2012



Gen-III converters  
2012 - 2017



Gen-I EV Chargers  
2018 - 2019



Global Power & Energy  
Solutions - 2020+

## IPO Highlights

The IPO received significant investor interest, with oversubscriptions exceeding 129 times across all investor categories. The share price on listing day rose significantly above the IPO price band (over 87%), indicating investor confidence in Exicom's future prospects.

### Listing Date

# March 05, 2024



Source – BSE Limited

Price Band

**₹135 to ₹ 142**

Listing Price

**₹ 264.00 (85% premium)**

Share Price as of  
May 28, 2024

**₹ 256.15**

All-time high

**₹ 314**



# IPO Highlights

## Deployment of IPO Proceeds

Particulars	Original cost as per the Offer Document (in Rs Crore)	Amount Already Spent (in Rs Crore)	Unutilised amount (in Rs Crore)
Part financing of the cost towards setting up production/assembly lines at the planned manufacturing facility at Telangana	151.47	17.80	133.67
Repayment/prepayment, in part or full, of certain borrowings of our Company	50.30	50.30	0.00
<b>Part-funding incremental working capital requirements</b>	69.00	0.00	69.00
Investment in R&D and product development	40.00	0.00	40.00
General Corporate Purpose	60.36	13.50	46.86
Offer related expenses	28.87	22.06	6.81
<b>Total</b>	<b>400.00</b>	<b>103.66</b>	<b>296.34</b>

\*All amounts as of March 31, 2024

Note - All line items are as per the schedule and there are no revisions in the same.

All unutilized amounts are in FD

# Our Upcoming Integrated Manufacturing Plant - Hyderabad

## Manufacturing Infrastructure

Description	Area in '000'Sq. Ft.
Electronic Plant (EVSE & Critical Power)	139
Admin & Engineering Centre	42
Battery Plant	59
Common Area	38
<b>Total Built up Area</b>	<b>280</b>



Photos as of May 2024

### Product Type

- EV Charges (AC and DC)
- Telecom Power Management Systems, Li-on batteries for stationary applications
- Capacity increase from 42K AC Chargers to 180K AC chargers in 2 phases; from 2,400 to 3,500 DC Fast Chargers
- Capacities and processes to cater to OEM's, CPO's, Utilities and Fleets in India + Export opportunities in SEA, Europe and USA

### Key highlights

- Leverage overall volume of power electronics products
- We are targeting green buildings with platinum ratings under IGBC
- There would be a 1.5 MG solar plant to utilise renewable energy
- Lean manufacturing principle to be used for shop floor layout
- MES and smart manufacturing in line with Industry 4.0 will be implemented
- Timeline: Civil completion – Dec'24; P&M installation: Feb'25; Start of Trial production: Apr'25

# Financial Highlights

## Quarterly Highlights

### Total Revenue (₹ In Lakhs)



### Revenue

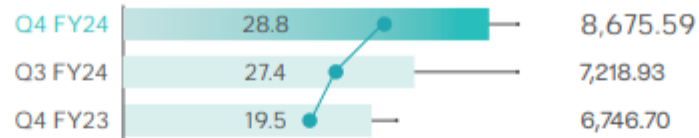
#### Critical Power (₹ In Lakhs)



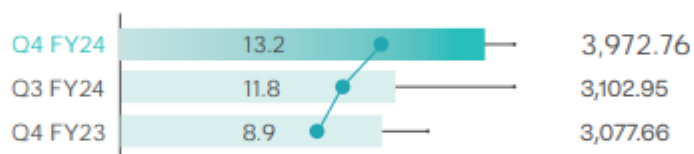
#### EVSE (₹ In Lakhs)



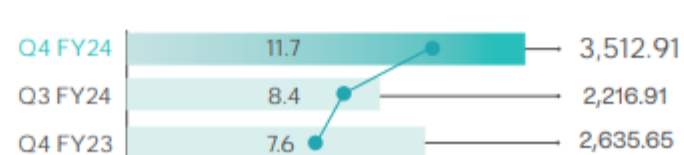
### Gross Margin (₹ In Lakhs) (in %)



### EBITDA (₹ In Lakhs) (in %)



### PBT (₹ In Lakhs) (in %)



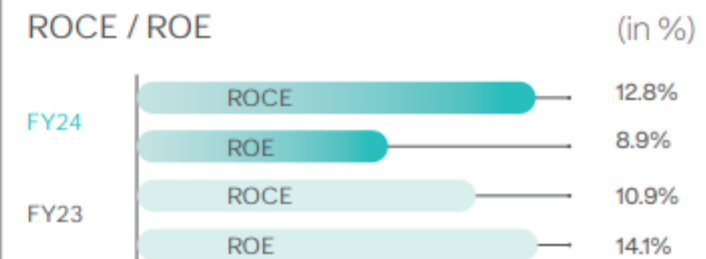
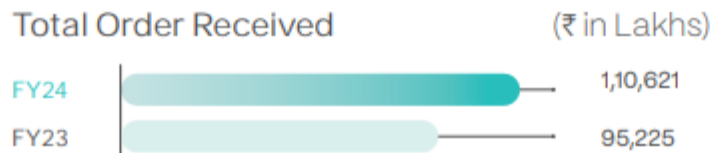
### Total Order Received (₹ In Lakhs)



# Financial Highlights

## Yearly Highlights

### Revenue



Note - Adjusted ROCE / ROE Calculated excluding Net IPO proceeds.



# Board of Directors and Management Team

## Board of Directors



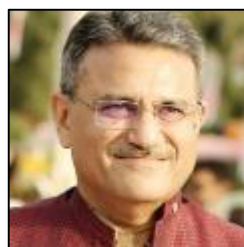
**Himanshu Baid**  
Independent Director  
Chairman of Board of Directors



**Anant Nahata**  
Managing Director and  
Chief Executive Officer



**Mahua Acharya**  
Independent Director



**Manoj Kumar Kohli**  
Independent Director



**Leena Pribhdas Gidwani**  
Independent Director



**Vivekanand Kumar**  
Whole-Time Director



**Karen Wilson Kumar**  
Independent Director



**Subhash Chander Rustgi**  
Non-Executive Director

## Management Team



**Shiraz Khanna**  
CFO  
Ex : PWC & Airtel



**Puran Mal Singh**  
CTO  
Ex : Delta



**Anshuman Divyanshu**  
CEO, EV Charger  
Ex : JioBp



**Sanjeev Narula**  
CEO, Critical Power  
Ex : PACE & Mahindra

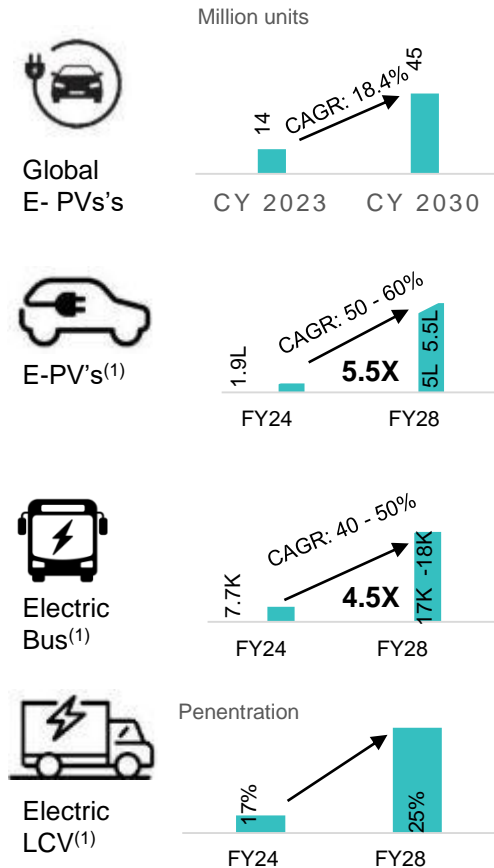


**Preeti Dhall Pal**  
V P - Human Resources  
Ex : Evalueserve & Cargill

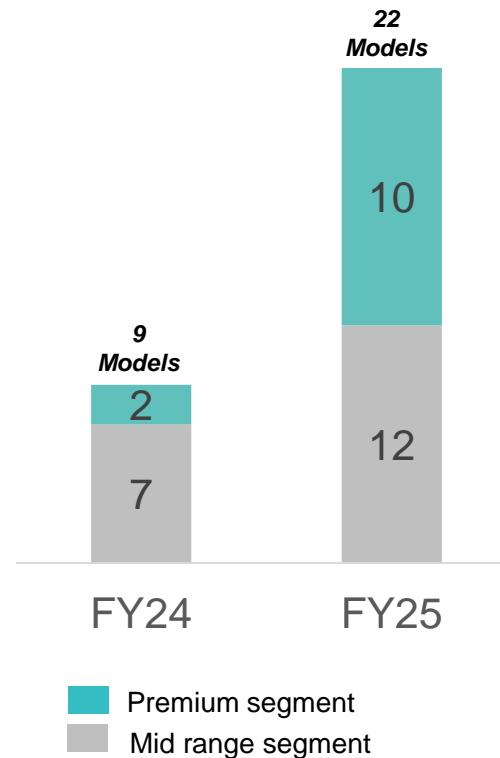
# **Business Update EV Chargers**

# EV Charger – Industry Update India

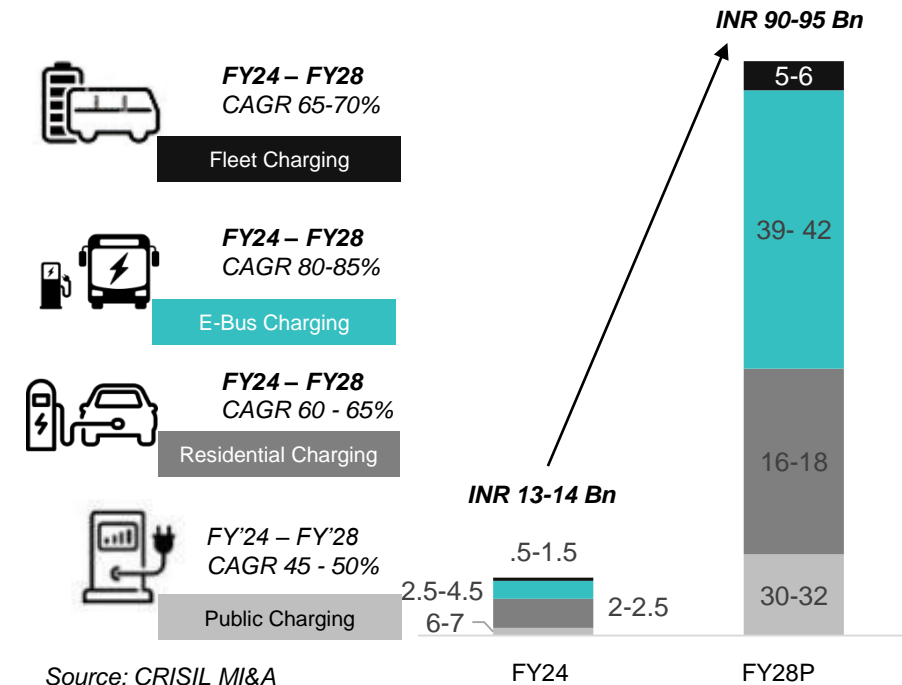
## Global and domestic EV Trends<sup>(2)</sup>



OEMs will release 22 new BEV models in FY25, up from 9 in FY24.



## Domestic EV Charger outlook



Source: CRISIL MI&A  
Market size is in Billion

Exicom is Market leader in EV Residential Chargers with 60% market share and 25% market share in public chargers. Till Mar'24 65K+ chargers deployed across 400+ cities in India.

(1) Represents India market

(2) Source: Report titled "Industry Report on EV Chargers, Telecom Power, Telecom & Data Centre Energy Storage Systems" prepared by CRISIL Limited ("CRISIL Report")/Management Estimate; Vahaan Portal

# EV Charger

## Product Portfolio

A diversified portfolio to serve home, public and commercial customer segments in EV Charging



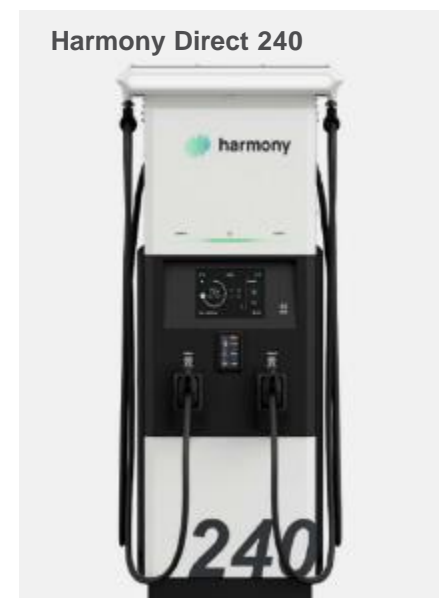
Charging Power	3.3 kW
Application	Home / On-road



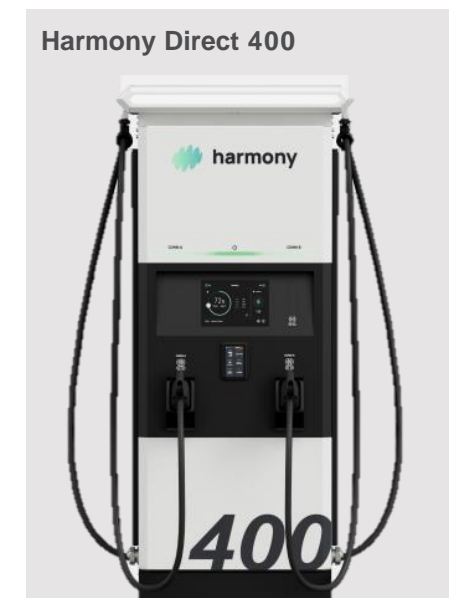
Charging Power	7-22 kW
Application	Home



Charging Power	DC-30 kW
Application	Parking / commercial / Destination



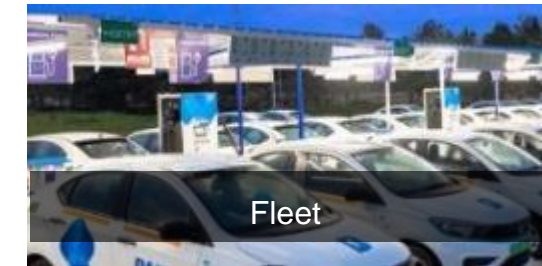
Charging Power	DC 60-240 kW
Application	Destination / Highways / Fleets



Charging Power	DC-180-400 kW
Application	Bus Depots / Highways



# EV Charger Market Update (Cont'd)



- Govt is working on releasing new EV policy framework with enhanced focus on EV charging infrastructure
- Centre sanctioned Rs. 800 Cr for PSU OMCs to set up 7,432 public charging stations across the country
- PM-eBus Sewa: Plan to augment bus operations by deployment of 10,000 electric buses on PPP model. Tender for 3,132 buses procurement already floated by CESL in addition to 1300+ buses already allocated to an OEM<sup>(1)</sup>

- 12 New EV Models from 10 e4W OEM Mfr's were launched in FY'23 compared to 22 new EV models planned in FY'25 leading to larger market of 7-22kW home chargers
- Fast Charging infra being planned at OEM dealerships → 500+<sup>(2)</sup> new fast charging stations expected in FY'25
- Launch of products 1T-3T SCVs category will propel demand for DC fast charging in cities & highways

- 90+ CPOs in India having an installed base of 12,000+ charging stations in the country. Top 5 CPOs contribute to 60% of charging stations in India<sup>(1)</sup>
- CPOs expected to add new public charging points and revamp their older low power (<30kW) infrastructure. Public & private OMCs setting up EV charging infrastructure at the retail outlets
- India will need to install ~400,000 chargers by FY2028<sup>(3)</sup>

- 10,000+ EVs in Fleet on road across multiple markets in India, it is expected to grow ~2.5x in upcoming year<sup>(2)</sup>
- Upcoming Fleet Operators entering in the market driving EV sales leading to higher requirement of AC and DC chargers<sup>(2)</sup>
- Emerging EV Bus fleet operators offering Long Haul Electric Sleeper bus services to newer routes on highways

Bus OEM's want high power reliable and rugged chargers for high utilization. With its 240-360kW chargers Exicom is well positioned for bus sector. Exicom currently has minor % of PSU tender business.

OEM's want connected home chargers delivering best in class user experience matching their cars. With new SPIN Air AC charger and pan India service, Exicom is well placed with leading OEM's

CPO's are looking for reliability and uptime, Exicom with its leading technology providing superior value to CPO and user exp, is well positioned to be the preferred partner with major CPO's

With Exicom's portfolio of distributed charging solutions, and all in one chargers Exicom is well positioned to be a preferred choice for fleet hubs

(1) Source :Various Media Reports (2) Source :Management Estimate (3) Source: Report titled "Industry Report on EV Chargers, Telecom Power, Telecom & Data Centre Energy Storage Systems" prepared by CRISIL Limited ("CRISIL Report")

# Winning The Battle In The Charging Ecosystem

## Product customisation, design innovation and software integration would serve as key differentiating factors for charger manufacturers

Charger manufacturing currently captures the largest pie of charging opportunity. The market is poised for strong growth on the back of increased demand from CPOs and residential/commercial customers alike. Ensuring product and service quality at a competitive cost is very critical in the value-conscious Indian market. To differentiate themselves in an otherwise commoditised business, players would require to specialise in customised products, designs or broadening their scope to provide value-added services like software for predictive maintenance.

## Key success factors in charging OEM business

### Hygiene factors

- **Product quality** suited to India's harsh weather conditions, ensuring maximum charger uptime
- **Cost competitiveness** with respect to Western and Chinese players vis-à-vis quality offered, in terms of upfront cost and lifetime maintenance costs
- **Service quality** and ability to meet SLAs in case of charger breakdown

### Differentiators

- **Level of customisation** in terms of charger design, branding, Led display information, number and combination of charging ports/connectors among others
- **Innovation in design** through specialised chargers for flood-prone areas, automatically retractable charging cables
- **Integrated software** for remote monitoring, predictive maintenance etc.

Source - KPMG Carpe diem! Electric vehicle charging – the next big opportunity-

# G1.5 Fast DC Charger Introduction

*“Product customisation, design innovation and software integration would serve as key differentiating factors for charger manufacturers”*

## Hygiene Factors

- Rugged build, street furniture
- Ability to work with wide voltage fluctuations
- Built to suit extreme climate conditions across geographies

## Service

- AI driven remote management capability to increase uptime of the charger
- Pan India service support with 160+ people to cater to 24-48 hour SLA

## Cost Competitive

- ~50% localization enabling cost competitiveness
- Own IP for all electronics, systems except power converters



## Differentiation

- Integrated cable management for ease of use
- Ambient lighting
- Optional payment terminal
- Compliant to PAS standard for differently abled people
- Industry leading footprint
- Industry’s most forward looking and easy to use UI/UX

## Customization

- Ability to customize software for our partners with complete control over HW and SW
- Customized branding
- Customizable UI

## Modular

- Modular construction with 3 frame sizes enabling 60kW to 360kW
- Invest as you grow

# SPIN Air Home Charger Introduction

*“Product customisation, design innovation and software integration would serve as key differentiating factors for charger manufacturers”*

## Hygiene Factors

- Rugged build – IP65
- Customized to work with harsh electrical grid
  - Aesthetic is no more a luxury
  - Easy to Install and maintain

## Service

- AI driven remote management capability to increase uptime of the charger
- Pan India service support with +160 people to cater to 24-48 hour SLA

## Cost Competitive

- ~70% localization enabling cost competitiveness
- 100% own IP allowing us to integrate multiple technologies on a single board



## Differentiation

- Smallest footprint home charger
- Dynamic load balancing to ensure fair charging for multiple vehicles given grid limitations
- Seamless installation & commissioning
- Leading user experience with SPIN App

## Customization

- **SPIN App** for operating and managing your charger. API access or white labelled App for your customers
- Customizable branding

## Modular

- Same platform for 7-22kW



# The Transformation of the Auto Industry is in full swing – Bevs

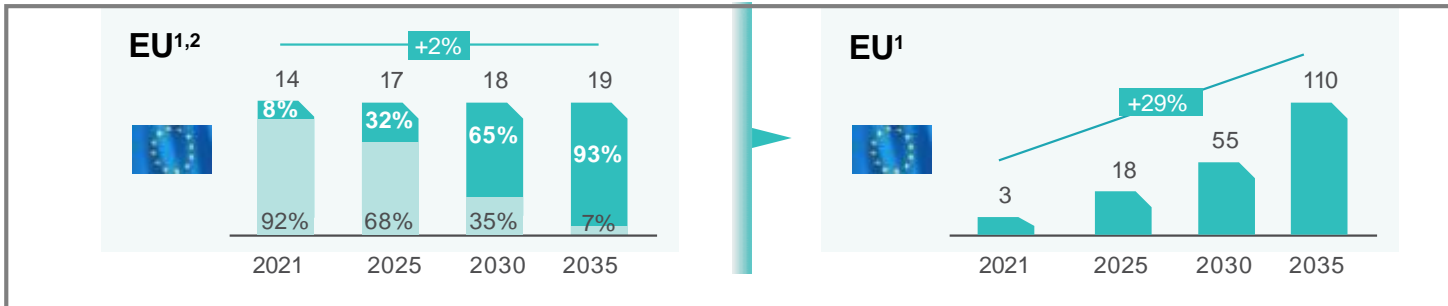
## With 60-90+% of new sales & 110+m of total BEV Parc by '35 In EUR

### Regional BEV Diffusion (Passenger Cars And Light Vehicles)

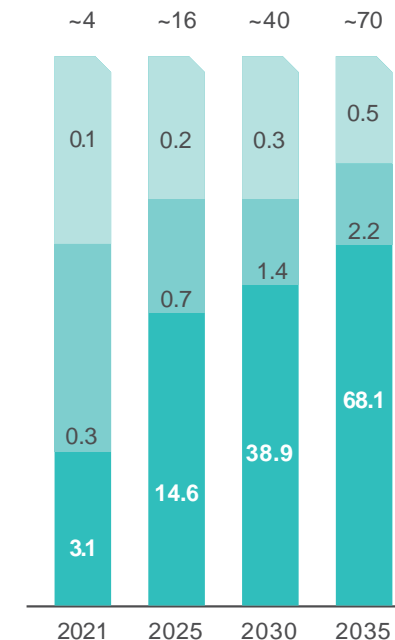
### Charging infrastructure, locations and behaviour

Light vehicle sales (million vehicles)

BEV light vehicle parc (million vehicles)



Installed base of charge points (millions)



Source: PWC EV Charging Market Outlook Report

**Key takeaways:** The EV charging is coming of age with more regulatory and commercial certainty around BEV adoption with 60+% share by 2035 in US 80+% in CN and **90+% in Europe with parc of 100mn vehicles.** 40Mn and 70Mn charging points required in Europe by 2030 and 2035

Exicom has a multi prolonged strategy to enter European markets

- Europe is a fragmented market in terms of EVSE mfr's
- Formed Exicom BV in Netherlands
- Pilots ongoing in Poland, Portugal – successful results, albeit WIP
- Product development ongoing for European compliances and customer expectations
- Expect FY'26 to start generating revenue for EUR region

# International Expansion :SE Asia & Middle East

Heavy-duty DC charger installation at Starbucks Malaysia



Heavy-duty DC charger installation in Indonesia



AC charger installation at BMW Malaysia



DC fast charger installation in Thailand



## South East Asia

- Key Focus Markets Malaysia ,Thailand , Vietnam & Philipines
- Regular supplies to Malaysia and Thailand being done
- EV tech support team established at KL for customer issue resolution
- Working on certification of chargers for other countries
- Working to onboard more partners in new markets

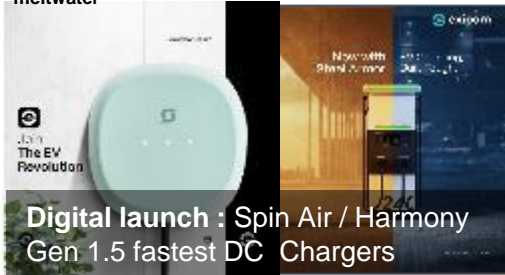
## Middle East

- Dedicated team in place for catering to Middle East Market
- Actively participating in trade shows and started focused marketing campaigns for brand awareness and positioning
- Partnered an exclusivity agreement to sell chargers in KSA
- Working to onboard more partners in Middle East

# New market expansion with strategic marketing activation

## Marketing Initiatives

EV related initiatives; Social media activities, PR stories, Exicom mindshare is **27.36%** meltwater



## On-Ground Stories

Promoting EV Charger installations for EV Adoption

Exicom DC Charger deployment in Pune, India.



SSKTAMA celebrates 1 year of market excellence.



## Customer connect

Participated in 4 global events with international media coverage

### Abu Dhabi – EVIS 2024



### Nordic Summit 2024



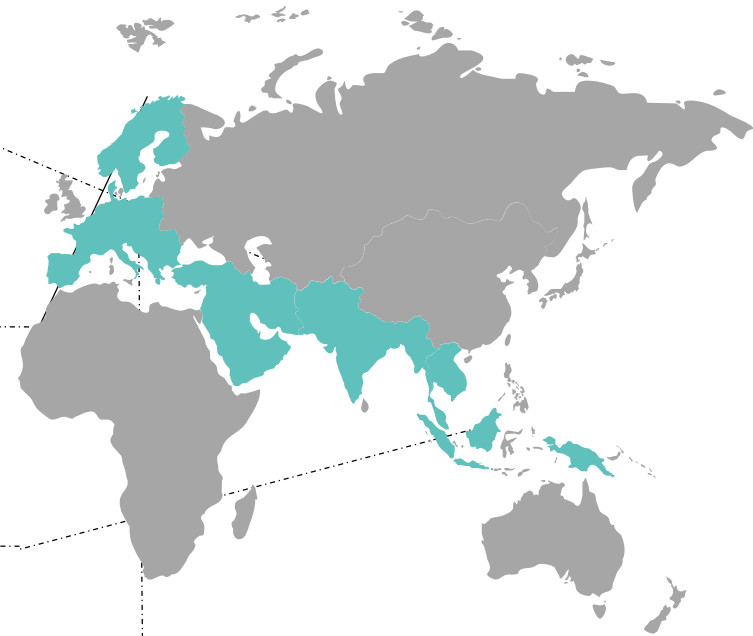
### Indonesia -Perikindo Electric Show 2024



### Europe - CHARIN Festival



## Our Focused Markets



# **Business Update**

## **Critical Power**



# Critical Power – Growing adoption of 4G/5G networks, need for reliable power and efficiency measures driving telecom power

## Key Trends in Telecom Power<sup>(1)</sup>

Increasing mobile data demand and 4G/5G adoption driving DC power system and battery upgrades to service heavier loads

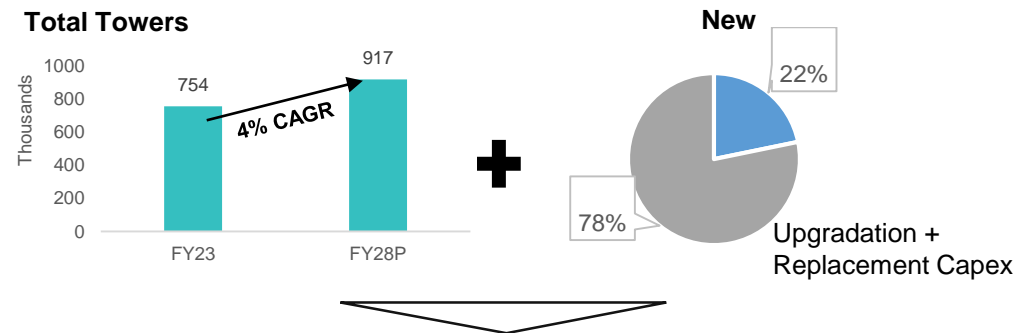
Vodafone equity raise of 18K Cr to help continue 5G network deployment momentum

Expansion of telecom network in bad-grid and off-grid locations via use of renewable power

Solutions involving complete power management solutions

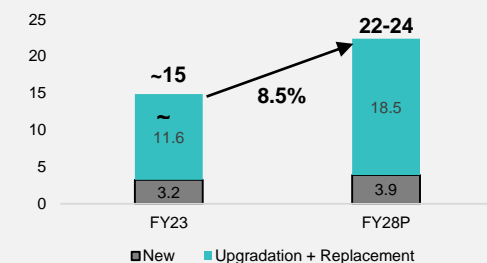
Government initiatives to connect rural areas (Ex: provide 4G connectivity to 24,680 villages in India); Bharat Net program to connect 150K panchayats in India

## Market outlook for the Indian telecommunication tower industry

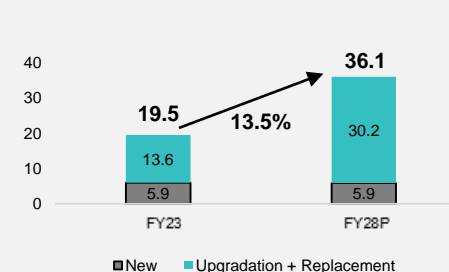


Numbers in INR Billion

### Telecom DC power systems market size



### Telecom ESS (Li-ion) market size



INR 22-24Bn market for Telecom DC Power Market and INR 36 Bn Li-ion Batteries market by 2028

## Exicom Positioning



16% Market share in DC Power Systems; ~20% Share in the Li-ion batteries for telecom as of March 31, 2024



Achieved deployment of DC Power Systems across 15 countries in Southeast Asia and Africa



Deployed 500,000+ Li-ion Batteries in telecom, with a total capacity exceeding 2.20 GWH, as of March 2024



In-house manufacturing capacity: 130,00+ rectifiers, 12,000 DC Systems in FY 24

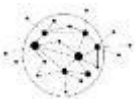


Track record of demonstrated outcomes in critical cases



# Critical Power product portfolio for telecom applications

## Applications



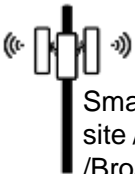
Telecom Switching Centers



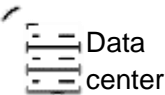
Base station sites, Shared sites



Renewable hybrid sites



Small cell site / Wi-Fi / Broadband Site



Data center

Building Blocks

End Products

Specific Features

Modular AC – DC Power Converters +

System Controllers

BMS



**Indoor Power System**

Flexible and Scalable indoor power system using 3 phase or 1 phase AC-DC converters



**Outdoor power system**

Power system with flexibility to meet required size, Comm. equipment space, wall layers, internal structure and thermal solution



**Hybrid Power system**

Power system with multi input from solar, diesel generator, Li-ion battery and grid along with intelligent controller for site energy management



**Li-ion Battery (Telecom)**

Based on Li-ion phosphate chemistry with five to seven years of life cycle and smart Battery management systems



**Li-ion Battery (Datacenter)**

Modular and parallelable battery systems with multi-layer protection supporting high discharge rate of up to 3C for data Centre applications

## Flexibility

Small to Large Power Systems (20A to 3000A)

Power systems customized to customer specifications

Power conversion and controllers used as building blocks in range of products

Modular and parallelable battery platforms to meet requirement of end application

# Critical Power – Large projects opportunity

Project	Project Outline	Products Used	Addressable Market	Exicom's Position
<b>Bharat-Net III - Mid Mile Connectivity</b>	Project intends to give High Speed Internet connectivity to 160,000 villages across India	1. UPS(Hybrid CCU with Inverter) 2. Li-ion Battery 3. Smart Rack	<b>~2,000 Cr (FY'25-FY'27)</b>	Because of local battery mfg, T-Sec approved products; Exicom stands good chance for SOB with leading SI's
<b>BSNL - 4G Saturation Uncovered Village Project</b>	Project Intends to provide Internet connectivity to Villages of the country which are currently not covered by Telecom Coverage.	Hybrid Power System (CCU) Solar Panel - 10kW, Solar Structure Li-ion Battery - 800AH/Site	<b>~360 Cr TAM for FY'25-26</b>	Continued Project. Having maintained a significant SOB in FY'24. Customers appreciate Exicom Offering and Exicom is positioned well to get max. SOB
<b>PSU Tenders for SMPS &amp; Battery Tender</b>	New node sites and upgradation of existing infra / Compatibility with Li-ion and catering to 4G upgradations	SMPS Power System along with Lib and VRLA Batteries	<b>~250 Cr TAM for FY'25-26</b>	Having good record of previous tender wins, TSec approved products, ongoing value engineering will help Exicom to gain SOB
<b>Telco Infra &amp; Opco Companies - Li-ion Battery &amp; SMPS</b>	Upgrading the existing Infra with Power System & Lib for new and existing Sites.	Li-ion Batteries, Hybrid & Power Systems	<b>~800 Cr TAM for FY'25-26</b>	Exicom won a significant SOB in FY'24, and for FY'25, we are poised for continued success.



With its experience, decade long customer relationships and product portfolio; Exicom is well positioned to grab share of business in large projects for both private and public Telco's

# Key Critical Power projects undertaken in FY'24

## Major Project Highlights

### BSNL 4G Saturation project



Exicom partnered with leading IT/SI Co. to deploy high capacity power systems and Li-ion energy storage at BSNL's nationwide MSC locations for 4G upgradation project. Exicom managed site surveys, design, supply, installation, commissioning, and acceptance testing by end customer

### Lithium-ion Batteries for leading Tower Co.



Exicom is a partner for leading Tower Co. for project of replacing old lead acid battery assets with new gen Li-ion energy storage giving benefits of more life, less footprint and lower maintenance. Exicom has deployed such solutions at >10K sites

### Connectivity at uncovered villages with SI's



Exicom support DoT's initiative to connect India's remotest villages by partnering for power solutions with major system integrators who are responsible for deploying end to end passive infra. Exicom's scope covers supplying and I&C of end to end solution comprising of DC power systems, Li-ion energy storage, and solar generating asset

### Solution for tower company in Africa



Exicom supplies **integrated** power solutions consisting of smart cabinets, Li-ion based energy storage and smart hybrid power systems to leading Tower Co. in Africa with deployment across various geographies (>700+). Plug and play and modular nature of the system supports fast deployment

### Breakthrough in Vietnam Market



Apart from regular supply in SEA market, Exicom secured orders in Vietnam for mid-high capacity power systems and this marks first significant entry in fast growing Vietnam market

# Key Strengths



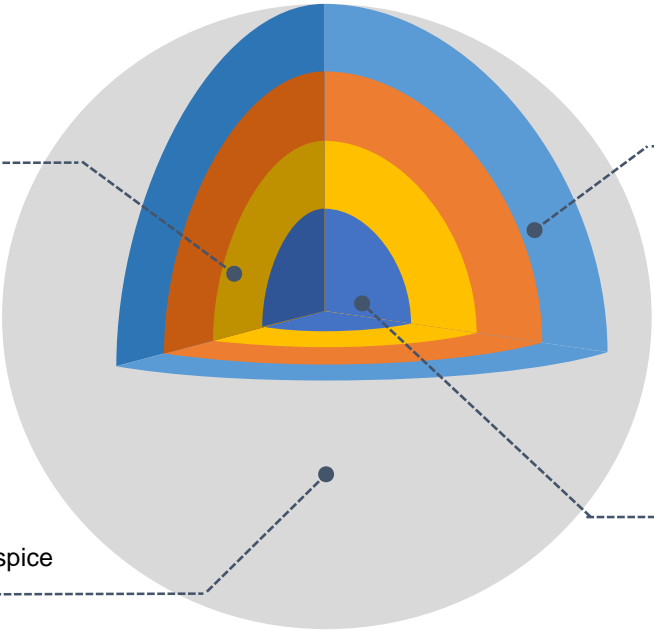
# ~130+ engineers with best-in-class equipment to support concept to prototyping to validation for Power Electronic Products

## Software

- > IAR Workbench
- > MATLAB
- > Embedded coding/testing

## Validation

- > Design validation plan
- > Design of experiments
- > Data analysis



## Hardware

- > Component selection
- > PCB design and layout
- > Schematic design and entry
- > Simulation through Ansys and Pspice

## Mechanical

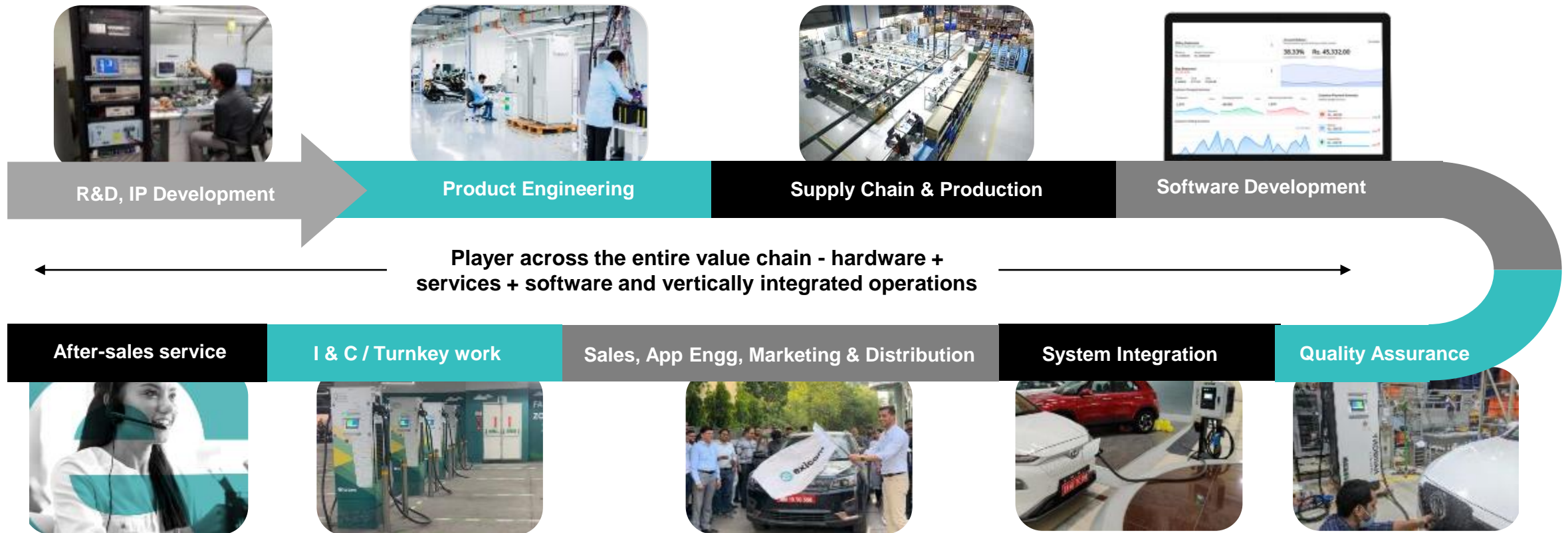
- > CAD modelling
- > CFD simulation
- > CAE simulation



<b>34</b> Software & ESS System Engineers	<b>40</b> Mechanical & Systems Firmware	<b>27</b> Hardware Validation & Power Electronics	<b>31</b> System Engineering + Validation	<b>8+</b> Years of exp. in EV Industry
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# Vertically integrated operations



*Utilization of common manufacturing and supply chain for both BU's to exercise a degree of control over manufacturing costs*

*Product customization capabilities, solution approach combined with combination of direct B-B sales and distribution network for designing customer centric operations*

*Prototyping and testing facilities to shorten product development cycles and achieve an accelerated time to market*

# Service Network: 200+ Engineers Across 26+ States and 450+ Cities



- **Rapid response team:**
  - 200+ and partner engineers strategically located to cover Exicom's pan India installations
  - <24 hrs. turnaround time for resolution in Tier-I cities and 48 hours in Tier-2
  - Customized SLA's available
- **Comprehensive technical and warranty Support:**
  - L1 online support, L2 technical support and on-site L3 visits
- **Efficient spare part management:**
  - Streamlined process for spare part procurement and utilization
- **End-to-end services:**
  - Survey, Installation, and Commissioning services
- **Proactive maintenance contracts:**
  - Fulfilment of maintenance contracts to ensure prolonged and hassle-free operations
- **Cutting-Edge remote management and In-house CRM:**
  - Remote charger management for efficient operations
  - In-house CRM for customized & efficient processes



# Production Infrastructure



## Gurugram Manufacturing Plant



### Product Range and Capacity

- Indoor , Outdoor & Hybrid Power System – 12,000 /Annum
- AC to DC Power Converter – 1,08,000 /Annum
- AC Charger – 42,000 /Annum
- DC Fast Charger -2,400/ Annum

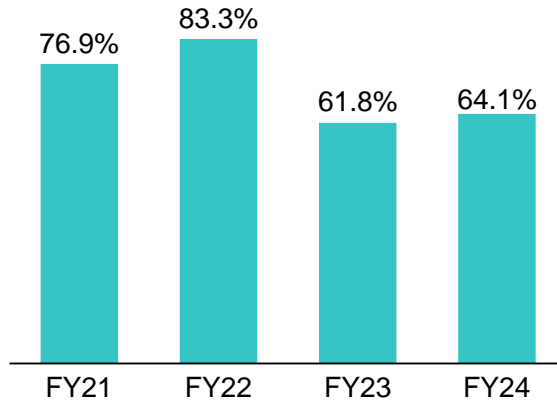
Overall capacity utilization in FY24 for critical power is 68% and for EVSE is 92%



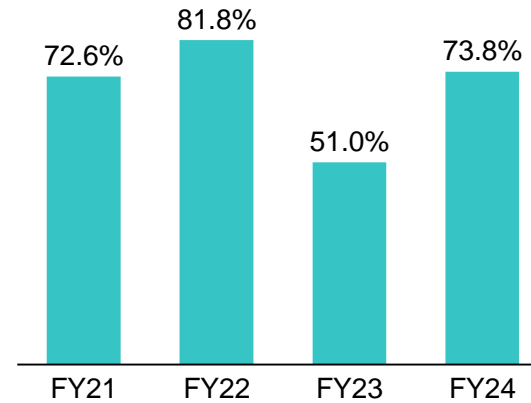
Plant certified with IATF 16949 , ISO 9001 /14001/45001

# Marquee Customers

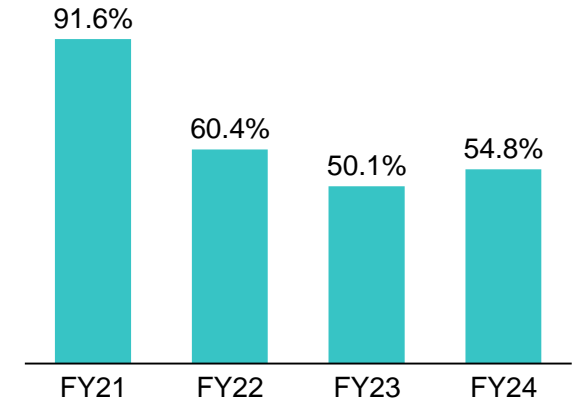
Revenue% from top 5 Customers Overall



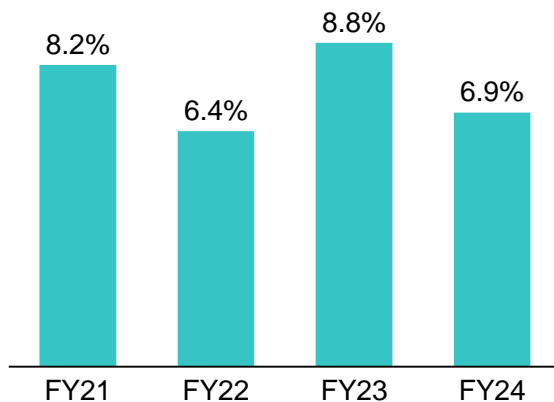
Revenue% from top 5 Customers Critical Power



Revenue% from top 5 Customers EV Charger



% of Export Sales



Key Marquee customers<sup>(1)</sup>

Telco & Power Operators



CPO's, Fleet Aggregators, OEM's



(1) As mentioned and dated in RHP

# Annexures



# Profit and Loss Statement

Particulars Rs Lakhs	Q4 FY24 (3 Months)	Q3 FY23 (3 Months)	Q4 FY23 (3 Months)	QoQ(%)	QoQ(%) vs FY23	FY 24 (12 Months)	FY 23 (12 Months)	YoY(%)
<b>Revenue from operations</b>	<b>30,090.4</b>	<b>26,365.3</b>	<b>34,623.7</b>	<b>14.1%</b>	<b>-13.1%</b>	<b>101,959.8</b>	<b>70,793.0</b>	<b>44.0%</b>
Other Income	495.7	164.0	846.7			1,890.2	1,546.8	
<b>(A) Total Income</b>	<b>30,586.1</b>	<b>26,529.3</b>	<b>35,470.4</b>	<b>15.3%</b>	<b>-13.8%</b>	<b>103,850.1</b>	<b>72,339.9</b>	<b>43.6%</b>
Cost of Goods Sold	21,414.8	19,146.4	27,877.0	<b>11.8%</b>	<b>-23.2%</b>	74,662.2	53,271.3	40.2%
Employee Cost	2,081.4	1,946.5	1,739.2	<b>6.9%</b>	<b>19.7%</b>	7,589.7	6,459.9	17.5%
Finance Costs	423.4	562.4	829.7	<b>-24.7%</b>	<b>-49.0%</b>	1,922.7	1,900.8	1.1%
Depreciation and Amortization Expenses	532.2	487.6	459.0	<b>9.1%</b>	<b>15.9%</b>	1,855.0	1,646.8	12.6%
Other Expenses	2,621.4	2,169.5	1,929.9	<b>20.8%</b>	<b>35.8%</b>	8,499.5	5,830.8	45.8%
<b>(B) Total Expenses</b>	<b>27,073.2</b>	<b>24,312.4</b>	<b>32,834.8</b>	<b>11.4%</b>	<b>-17.5%</b>	<b>94,529.0</b>	<b>69,109.7</b>	<b>36.8%</b>
Profit/(loss) before tax from continuing operations (C) [A-B]	<b>3,512.9</b>	<b>2,216.9</b>	<b>2,635.7</b>	<b>58.5%</b>	<b>33.3%</b>	<b>9,321.0</b>	<b>3,230.2</b>	<b>188.6%</b>
<b>(D) Tax Expenses</b>	<b>766.4</b>	<b>1,318.1</b>	<b>(125.2)</b>			<b>2,929.4</b>	<b>(37.2)</b>	
<b>(E) Profit/(Loss) for the year from continuing operations [C-D]</b>	<b>2,746.5</b>	<b>898.8</b>	<b>2,760.9</b>	<b>205.6%</b>	<b>-0.5%</b>	<b>6,391.6</b>	<b>3,267.4</b>	<b>95.6%</b>
<b>(F) Profit/(Loss) before tax for the year from discontinued operations</b>	<b>-</b>	<b>-</b>	<b>-</b>			<b>-</b>	<b>(2,465.9)</b>	
<b>(G) Tax Expenses</b>	<b>-</b>	<b>-</b>	<b>-</b>			<b>-</b>	<b>-</b>	
<b>(H) Profit/(Loss) from discontinued operations (After Tax) (VI VII)</b>	<b>-</b>	<b>-</b>	<b>-</b>			<b>-</b>	<b>(2,465.9)</b>	
<b>Profit/(Loss) for the year</b>	<b>2,746.5</b>	<b>898.8</b>	<b>2,760.9</b>	<b>205.6%</b>	<b>-0.5%</b>	<b>6,391.6</b>	<b>801.5</b>	<b>697.5%</b>
Earnings per equity share (for continuing operations)								
Basic	2.28	0.98	3.00			5.30	3.55	
Diluted	2.28	0.98	3.00			5.30	3.55	
Earnings per equity share (for discontinued & continuing operations)								
Basic	2.28	0.98	3.00			5.30	0.87	
Diluted	2.28	0.98	3.00			5.30	0.87	

# Balance Sheet

Particular Rs Lakhs	FY24	FY23	Particular Rs Lakhs	FY24	FY23
<b>Assets</b>			<b>Liabilities</b>		
<b>Non-current Assets</b>			<b>Equity</b>		
(a) Property, Plant and Equipment	5,745.2	4,985.4	(a) Equity Share Capital	12,082.5	723.0
(b) Capital work-in-progress	1,996.4	-	(b) Other Equity	60,072.4	22,475.9
(c) Right-of-Use Assets	1,418.2	1,347.3	<b>Total Equity</b>	<b>72,154.9</b>	<b>23,198.9</b>
(d) Goodwill on Consolidation	-	24.7	<b>Non-current Liabilities</b>		
(e) Intangible Assets	2,020.8	1,556.9	(a) Financial Liabilities		
(f) Intangible Assets under Development	179.5	456.1	(i) Borrowings	699.0	8,332.3
(g) Investment in Subsidiaries	0.0	-	(ii) Lease Liabilities	1,330.5	1,159.3
(h) Financial Assets	1,179.8	1,161.6	(iii) Others	110.7	99.9
(i) Deferred Tax Assets (Net)	210.3	2,197.0	(b) Provisions	903.0	808.4
(j) Other Non-Current Assets	1,927.1	1,324.8	(c) Deferred Tax Liability (Net)	-	-
<b>Total Non - Current Assets</b>	<b>14,677.3</b>	<b>13,053.8</b>	<b>Total Non - Current Assets</b>	<b>3,043.2</b>	<b>10,399.8</b>
<b>Current Assets</b>			<b>Current Liabilities</b>		
(a) Inventories	19,563.7	12,829.2	(i) Borrowings	2,311.5	3,459.1
(b) Financial Assets	-	-	(ii) Lease Liabilities	281.7	349.2
(i) Trade Receivables	22,129.2	31,450.9	(iii) Trade Payables	20,198.9	28,186.8
(ii) Cash and Cash Equivalents	36,036.5	5,185.8	(iv) Others	1,760.1	1,599.7
(iii) Others	229.4	84.7	(b) Other Current Liabilities	1,042.2	3,011.9
(c) Current Tax Assets (Net)	303.4	1,016.1	(c) Provisions	454.4	302.5
(d) Other Current Assets	8,318.2	6,888.4	(d) Current Tax Liabilities (Net)	10.7	-
<b>Total Current Assets</b>	<b>86,580.4</b>	<b>57,455.2</b>	<b>Total Current Liabilities</b>	<b>26,059.6</b>	<b>36,909.3</b>
<b>Total Assets</b>	<b>101,257.7</b>	<b>70,509.0</b>	<b>Total Equity and Liabilities</b>	<b>101,257.7</b>	<b>70,509.0</b>

# Cash Flow Statement

Particulars Rs Lakhs	FY24	FY23
<b>I Cash Flow from Operating Activities</b>		
Profit before tax from continuing operations	9,321.0	3,230.2
Profit before tax from discontinued operations	-	(2,465.9)
<b>Adjustment for Non Cash, Finance Interest and other expenses</b>	3,511.7	4,190.6
<b>Change in Operating assets and liabilities:</b>		
Trade & Other Receivables	1,162.9	(14,012.8)
Inventories	(6,822.7)	784.0
Trade Payables & Other Current Liabilities	(3,832.0)	8,935.9
	(9,491.9)	(4,292.9)
<b>Cash generated from operations</b>	3,340.8	662.1
Income taxes paid/refund (net)	(497.6)	(404.1)
<b>Net Cash from/(used in) Operating Activities ( A )</b>	<b>2,843.2</b>	<b>258.0</b>
<b>II Cash Flow from Investing Activities</b>		
Purchase of Property, Plant and equipment	(1,751.2)	(1,644.8)
Sale of Property, Plant and equipment	33.3	2.0
Capital WIP	(1,996.4)	-
Sale of PPE and Intangible Assets under Slump Sale	-	2,415.1
Sale & Purchase of Investments	290.0	(16.3)
(Increase)/Decrease in Fixed Deposits	(25,064.0)	(81.0)
Other(Changes in Loan receivables, Intangible assets, MSIPS)	(343.0)	-
Interest Received (net)	272.7	94.6
<b>Net Cash flow form / (used in) investing activities ( B )</b>	<b>(28,558.6)</b>	<b>769.6</b>
<b>III Cash Flow from Financing Activities</b>		
Net Proceeds from issues of Share Capital (including security premium)	37,498.3	-
Proceeds/(Repayment) of Long Term & Short Term Borrowings	(3,576.3)	1,024.6
Payment of Lease Liabilities - Principal & Interest portion	(555.9)	(639.5)
Finance Cost and Interest Paid	(1,696.6)	(1,936.6)
<b>Net Cash flow form / (used in) financing activities ( C )</b>	<b>31,669.5</b>	<b>(1,551.5)</b>
<b>IV Net Increase/(Decrease) in Cash &amp; Cash Equivalents during the Year (I + II + III)</b>	<b>5,954.1</b>	<b>(523.9)</b>
Cash and cash equivalents at the beginneing of the financial year <sup>^</sup>	3,777.0	4,319.8
<b>Cash &amp; Cash Equivalents as at the end of the Year</b>	<b>9,731.1</b>	<b>3,795.9</b>



**Thank you**