

**Date: November 14, 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 November 7, 2024.

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, *inter-alia*, on the Un-audited Financial Results of the Company for the **2<sup>nd</sup> Quarter and Half Year ended September 30, 2024**, of the Financial Year 2024-25, both on **Standalone & Consolidated basis**, to be discussed during the Investors’ Call scheduled to be held on **Thursday, November 14, 2024 at 11:30 a.m. (IST)**.

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 **November 13, 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**

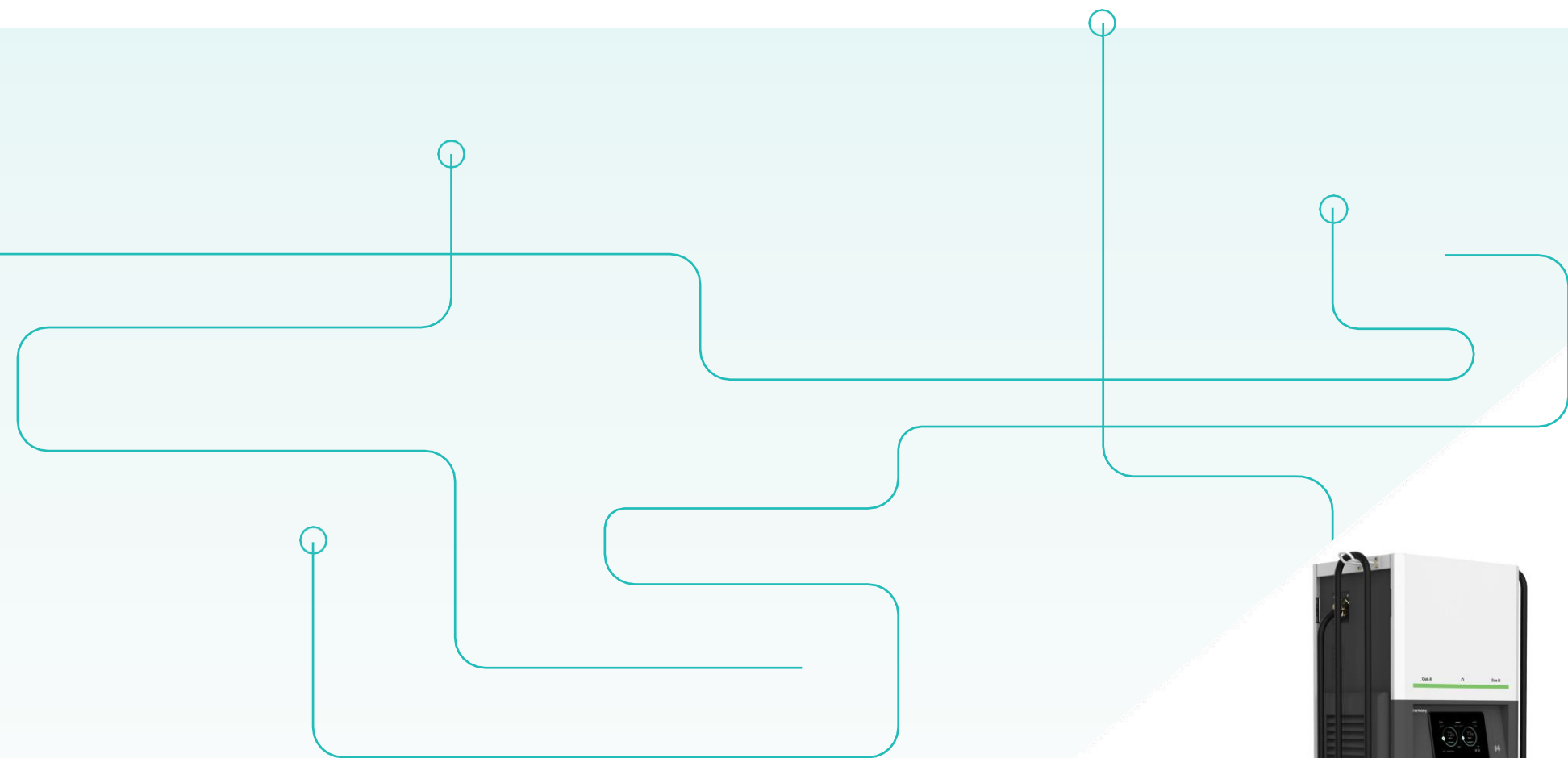
**Sangeeta Karnatak**  
Company Secretary & Compliance Officer

**Enclosed: Investors Presentation**



# Investor Presentation

Q2 FY 2024-25



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# Leading the Charge in Sustainable Energy

Exicom is a sustainable energy transition company operating on two business fronts: enabling electrification of transportation through **innovative EV charging products** and facilitating energy stability of digital communication infrastructure with **power conversion systems and energy storage solutions**.

## 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

# Our Foundation for Success

Deep-rooted  
Expertise



**30+**  
**years**

of delivering innovative  
products and solutions

Robust  
Engineering  
Capability



A team of  
**130+**  
engineers supported  
by best-in-class  
equipment for end-  
to-end product  
development

Vertical  
Integration



Comprehensive  
**in-house**  
control over the entire  
production process

Extensive  
Service  
Network



A nationwide presence  
with  
**200+**  
engineers across 26+  
states (450+ Cities)  
for efficient customer  
support

Strategic  
Partnerships



Enhancing  
**product  
offerings**  
and expanding  
**market  
reach** through  
strategic alliances

# IPO Highlights

## Deployment of IPO Proceeds

Particulars (Rs Cr)	Original cost as per the Offer Document (in Rs Crore)	For the period ended March 31, 2024#(B)	During the Q1 of FY 2024-25 #(C)	During the Q2 of FY 2024-25 #(D)	Total amount utilised till period ended Sep 30, 2024 # (E)=(B)+(C)+(D)	Unutilised amount (F) = (A)-(E)
Part financing of the cost towards setting up production/assembly lines at the planned manufacturing facility at Telangana	151.47	17.80	8.48	11.07	37.35	114.12
Repayment/prepayment, in part or full, of certain borrowings of our Company	50.30	50.30	-	-	50.30	-
Part-funding incremental working capital requirements	69.00	-	-	-	-	69.00
Investment in R&D and product development	40.00	-	2.04	-	2.04	37.96
General Corporate Purpose	60.36	13.50	-	46.86	60.36	0.00
Offer related expenses	28.87	22.06	2.27	0.14	24.47	4.40
<b>Total</b>	<b>400.00</b>	<b>103.66</b>	<b>12.79</b>	<b>58.07</b>	<b>174.52</b>	<b>225.48</b>

\*All amounts as of Sep 30' 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 update – Hyderabad

## Manufacturing Infrastructure

Description	Area in '000'Sq. Ft.
Electronic Plant (EVSE & Critical Power)	139
Admin & Engineering Centre	42
Battery Plant	59
Common Area	40
<b>Total Built up Area</b>	<b>280</b>



\*Photos as of 5<sup>th</sup> November 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 – Jan'25; P&M installation: Mar'25; Start of Trial production: Apr'25



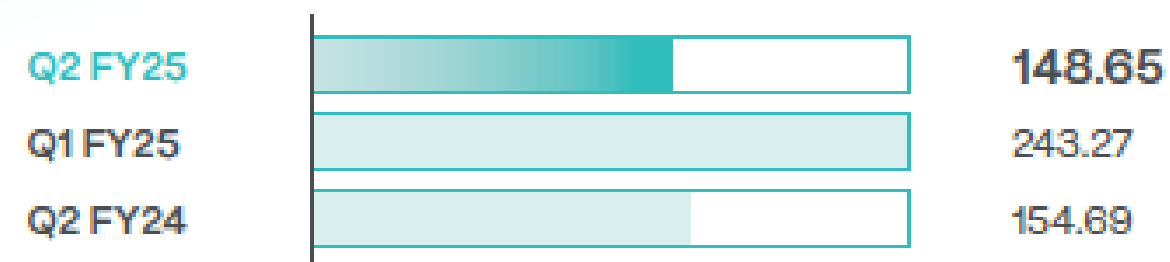
# Financial Highlights

## Quarterly Highlights

### Standalone

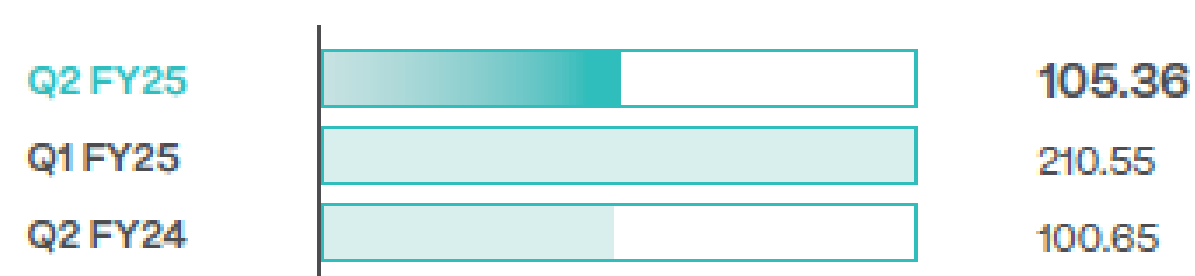
#### Revenue Total

(₹ in Cr)



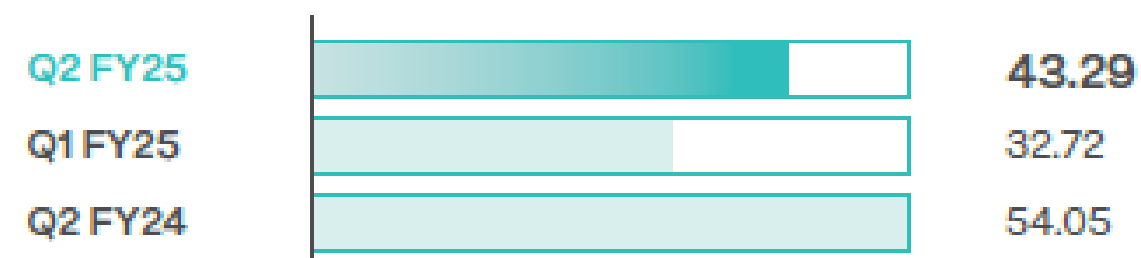
#### Revenue Critical power

(₹ in Cr)



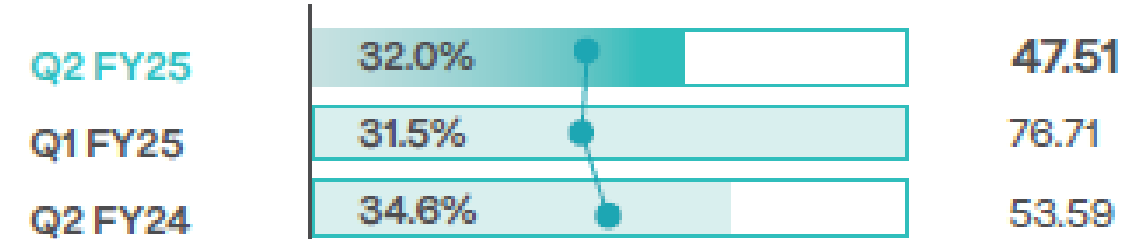
#### Revenue EVSE

(₹ in Cr)



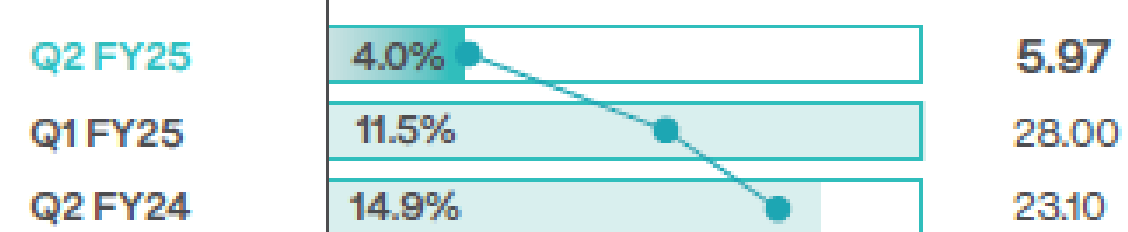
#### Gross Margin

₹ in Cr (in %)



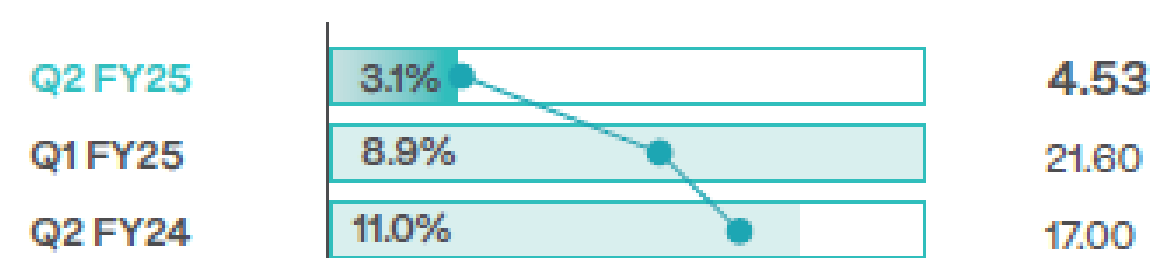
#### EBITDA

₹ in Cr (in %)



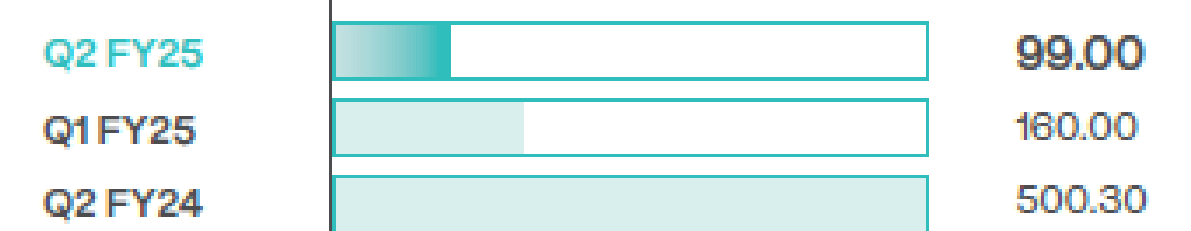
#### PAT

₹ in Cr (in %)



### Order Received

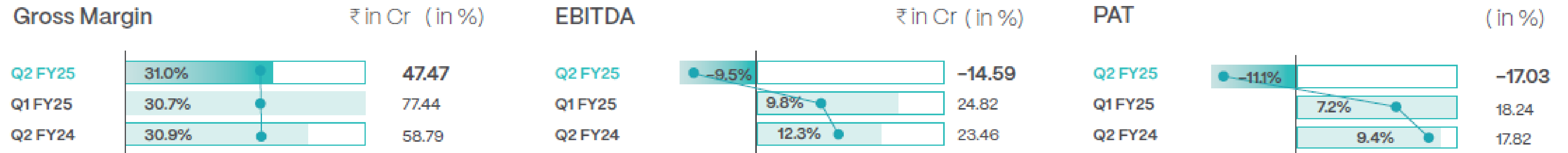
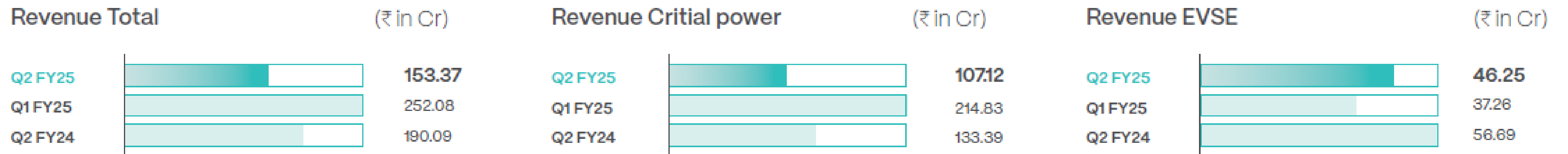
(₹ in Cr)



# Financial Highlights

## Quarterly Highlights

### Consolidated



# Financial Highlights

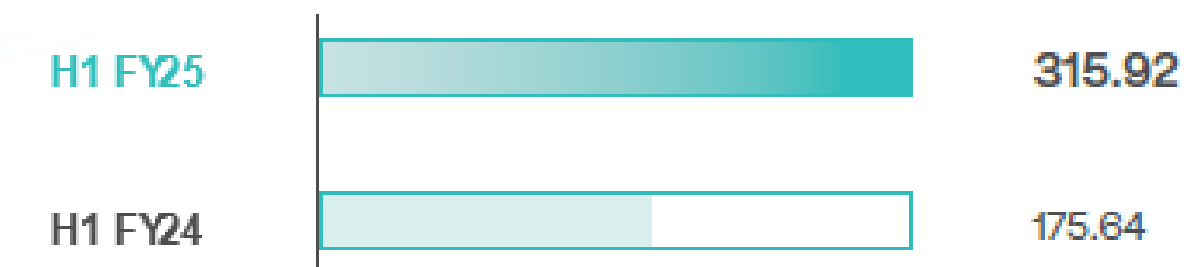
## Half-yearly Highlights

### Standalone

Revenue Total (₹ in Cr)



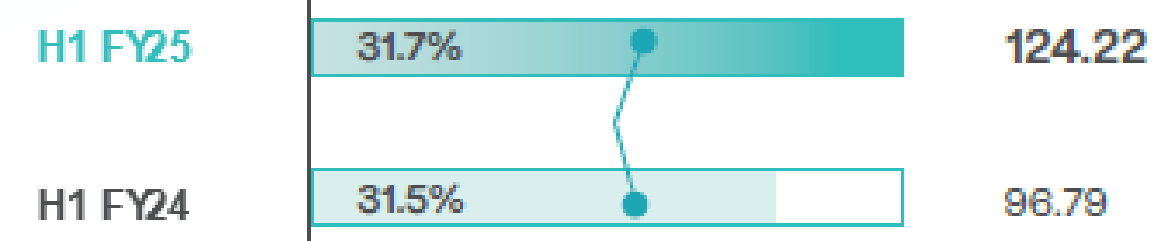
Revenue Critical power (₹ in Cr)



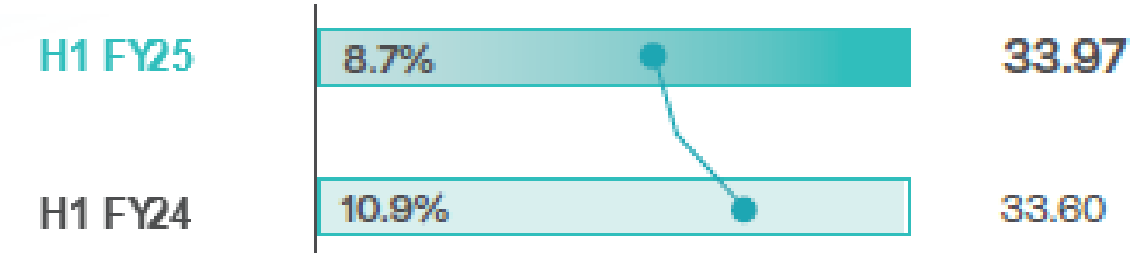
Revenue EVSE (₹ in Cr)



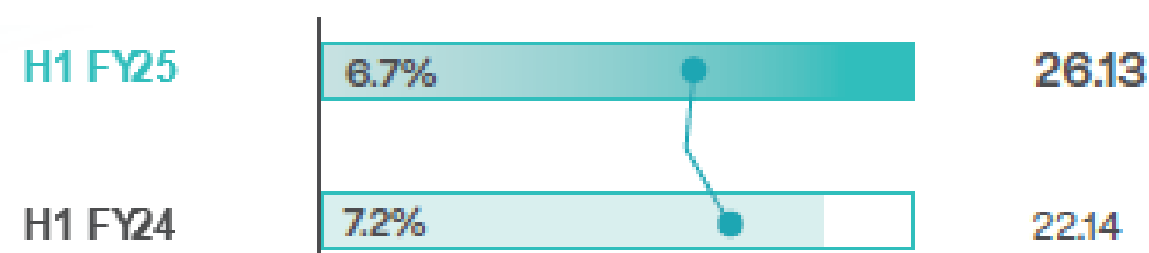
Gross Margin (₹ in Cr (in %))



EBITDA (₹ in Cr (in %))



PAT (₹ in Cr (in %))



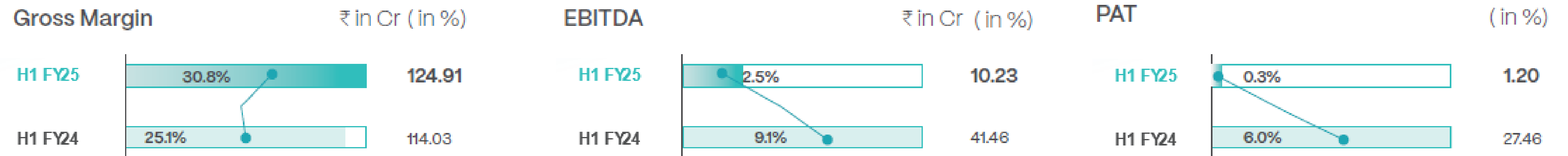
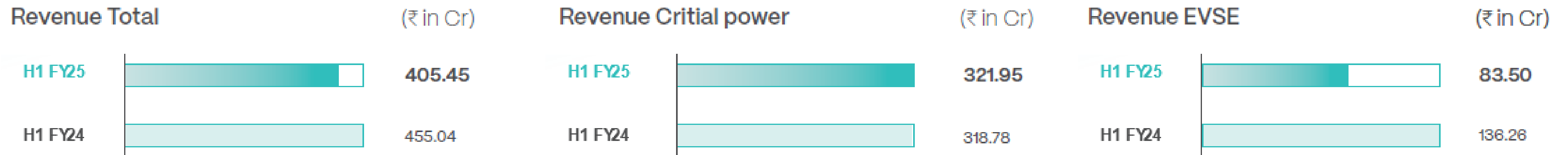
Order Received (₹ in Cr)



# Financial Highlights

## Half-yearly Highlights

### Consolidated



# Profit and Loss Statement - Standalone

Particulars Rs Cr	Three months ended	Preceding three months ended	Corresponding three months ended in the previous year	Year to date figures for the current period ended	Year to date figures for the previous period ended	Change (Prev Qtr.)	Change (Prev year Qtr.)	Change (Prev yr)
	Sept 30, 2024	June 30, 2024	Sept 30, 2023	Sept 30, 2024	Sept 30, 2023	QoQ(%)	QoQ(%)	YoY(%)
Revenue from operations	148.7	243.3	154.7	391.9	307.7	-38.9%	-3.9%	27.4%
Other Income	13.5	7.1	7.1	20.6	14.0	88.4%	91.1%	47.5%
<b>(A) Total Income</b>	<b>162.1</b>	<b>250.4</b>	<b>161.7</b>	<b>412.5</b>	<b>321.6</b>	<b>-35.3%</b>	<b>0.2%</b>	<b>28.3%</b>
Cost of Goods Sold	101.1	166.6	101.1	267.7	210.9	-39.3%	0.0%	27.0%
Employee Cost	20.7	20.8	15.8	41.4	30.4	-0.4%	30.6%	36.1%
Finance Costs	8.2	3.0	4.7	11.2	9.3	174.2%	74.3%	20.3%
Depreciation and Amortization Expenses	5.3	4.9	4.1	10.2	8.1	10.1%	31.6%	26.6%
Other Expenses	20.9	28.0	14.7	48.8	32.7	-25.4%	42.2%	49.1%
<b>(B) Total Expenses</b>	<b>156.2</b>	<b>223.1</b>	<b>140.4</b>	<b>379.4</b>	<b>291.4</b>	<b>-30.0%</b>	<b>11.3%</b>	<b>30.2%</b>
Profit/(loss) before tax from continuing operations (C) [A-B]	5.9	27.3	21.4	33.2	30.2	-78.5%	-72.5%	9.8%
<b>(D) Tax Expenses</b>	<b>1.3</b>	<b>5.7</b>	<b>4.4</b>	<b>7.0</b>	<b>8.1</b>	<b>-76.4%</b>	<b>-69.3%</b>	<b>-12.7%</b>
<b>(E) Profit/(Loss) for the year from continuing operations [C-D]</b>	<b>4.5</b>	<b>21.6</b>	<b>17.0</b>	<b>26.1</b>	<b>22.1</b>	<b>-79.0%</b>	<b>-73.3%</b>	<b>18.1%</b>
<b>Other Comprehensive Income (OCI) (After Tax)</b>	<b>(0.2)</b>	<b>0.1</b>	<b>(0.1)</b>	<b>(0.1)</b>	<b>(0.2)</b>	<b>-372.8%</b>	<b>56.7%</b>	<b>-50.3%</b>
<b>Total Comprehensive Income for the period/year (XI+XII)</b>	<b>4.3</b>	<b>21.7</b>	<b>16.9</b>	<b>26.0</b>	<b>21.9</b>	<b>-79.9%</b>	<b>-74.3%</b>	<b>18.8%</b>
Earnings per equity share								
Basic	0.38	1.79	1.85	2.16	2.41	-79.0%	-79.7%	-10.1%
Diluted	0.38	1.78	1.85	2.16	2.41	-78.9%	-79.7%	-10.1%

# Profit and Loss Statement - Consolidated

Particulars Rs Cr	Three months ended	Preceding three months ended	Corresponding three months ended in the previous year	Year to date figures for the current period ended	Year to date figures for the previous period ended	Change (Prev Qtr.)	Change (Prev year Qtr.)	Change (Prev yr)
	Sept 30, 2024	June 30, 2024	Sept 30, 2023	Sept 30, 2024	Sept 30, 2023	QoQ(%)	QoQ(%)	YoY(%)
<b>Revenue from operations</b>	<b>153.4</b>	<b>252.1</b>	<b>190.1</b>	<b>405.4</b>	<b>455.0</b>	-39.2%	-19.3%	-10.9%
Other Income	14.4	7.2	8.1	21.6	12.2	101.4%	78.1%	77.2%
<b>(A) Total Income</b>	<b>167.8</b>	<b>259.2</b>	<b>198.2</b>	<b>427.0</b>	<b>467.2</b>	-35.3%	-15.3%	-8.6%
Cost of Goods Sold	105.9	174.6	131.3	280.5	341.0	-39.4%	-19.3%	-17.7%
Employee Cost	32.9	23.0	18.4	55.9	35.6	43.3%	78.6%	57.0%
Finance Costs	8.9	3.0	4.7	11.9	9.4	194.2%	88.1%	27.5%
Depreciation and Amortization Expenses	6.6	5.0	4.2	11.6	8.4	31.4%	56.2%	39.0%
Other Expenses	29.1	29.6	16.9	58.8	37.0	-1.7%	72.5%	59.0%
<b>(B) Total Expenses</b>	<b>183.5</b>	<b>235.3</b>	<b>175.6</b>	<b>418.8</b>	<b>431.3</b>	-22.0%	4.5%	-2.9%
Profit/(loss) before tax from continuing operations (C) [A-B]	(15.7)	23.9	22.6	8.2	35.9	-165.6%	-169.5%	-77.0%
<b>(D) Tax Expenses</b>	<b>1.3</b>	<b>5.7</b>	<b>4.8</b>	<b>7.0</b>	<b>8.4</b>	-76.4%	-71.8%	-16.7%
<b>(E) Profit/(Loss) for the year from continuing operations [C-D]</b>	<b>(17.0)</b>	<b>18.2</b>	<b>17.8</b>	<b>1.2</b>	<b>27.5</b>	-193.4%	-195.6%	-95.6%
<b>Other Comprehensive Income (OCI) (After Tax)</b>	<b>3.6</b>	<b>0.3</b>	<b>2.2</b>	<b>3.9</b>	<b>2.7</b>	1135.6%	63.5%	46.6%
<b>Total Comprehensive Income for the period/year (XI+XII)</b>	<b>(13.4)</b>	<b>18.5</b>	<b>20.0</b>	<b>5.1</b>	<b>30.1</b>	-172.5%	-167.0%	-83.0%
Earnings per equity share								
Basic	(1.41)	1.51	1.94	0.10	2.98	-193.4%	-172.8%	-96.6%
Diluted	(1.41)	1.50	1.94	0.10	2.98	-193.8%	-172.8%	-96.6%

# Profit and Loss Statement - Standalone- Segment result

Particulars Rs Cr	Three months ended	Preceding three months ended	Corresponding three months ended in the previous year	Year to date figures for the current period ended	Year to date figures for the previous period ended
	Sept 30, 2024	June 30, 2024	Sept 30, 2023	Sept 30, 2024	Sept 30, 2023
<b>1 Segment Revenue</b>					
a. Critical Power	105.4	210.6	100.6	315.9	175.6
b. EV Charger	43.3	32.7	54.0	76.0	132.0
<b>Revenue from Operations</b>	<b>148.7</b>	<b>243.3</b>	<b>154.7</b>	<b>391.9</b>	<b>307.7</b>
<b>2 Segment Results - Profit /(Loss) before tax and interest from each segment</b>					
a. Critical Power	6.9	33.9	15.6	40.8	17.6
b. EV Charger	7.2	(3.6)	10.5	3.6	21.9
<b>Total</b>	<b>14.1</b>	<b>30.3</b>	<b>26.1</b>	<b>44.4</b>	<b>39.5</b>
Less:					
i. Interest	8.2	3.0	4.7	11.2	9.3
ii. Other un-allocable expenditure net off	-	-	-	-	-
iii. Un-allocable income	-	-	-	-	-
<b>Total Profit before Tax (A)</b>	<b>5.9</b>	<b>27.3</b>	<b>21.4</b>	<b>33.2</b>	<b>30.2</b>
<b>3 Segment Assets</b>					
a. Critical Power	713.1	831.1	357.3	713.1	357.3
b. EV Charger	602.4	180.4	145.8	602.4	145.8
c. Unallocated	-	-	-	-	-
<b>Total</b>	<b>1,315.6</b>	<b>1,011.5</b>	<b>503.1</b>	<b>1,315.6</b>	<b>503.1</b>
<b>4 Segment Liabilities</b>					
a. Critical Power	452.1	275.0	203.7	452.1	203.7
b. EV Charger	202.8	81.8	86.2	202.8	86.2
c. Unallocated	-	-	-	-	-
<b>Total</b>	<b>654.9</b>	<b>356.8</b>	<b>289.9</b>	<b>654.9</b>	<b>289.9</b>

# Profit and Loss Statement - Consolidated - Segment result

Particulars Rs Cr	Three months ended	Preceding three months ended	Corresponding three months ended in the previous year	Year to date figures for the current period ended	Year to date figures for the previous period ended
	Sept 30, 2024	June 30, 2024	Sept 30, 2023	Sept 30, 2024	Sept 30, 2023
<b>1 Segment Revenue</b>					
a. Critical Power	107.1	214.8	133.4	321.9	318.8
b. EV Charger	46.2	37.3	56.7	83.5	136.3
<b>Revenue from Operations</b>	<b>153.4</b>	<b>252.1</b>	<b>190.1</b>	<b>405.4</b>	<b>455.0</b>
<b>2 Segment Results - Profit /(Loss) before tax and interest from each segment</b>					
a. Critical Power	0.9	30.0	17.0	30.9	24.5
b. EV Charger	(7.7)	(3.0)	11.1	(10.7)	23.0
<b>Total</b>	<b>(6.8)</b>	<b>27.0</b>	<b>28.1</b>	<b>20.2</b>	<b>47.5</b>
Less:					
i. Interest	8.9	3.0	4.7	11.9	9.4
ii. Other un-allocable expenditure net off	-	-	0.8	-	2.2
iii. Un-allocable income	-	-	(0.0)	-	(0.0)
<b>Total Profit before Tax (A)</b>	<b>(15.7)</b>	<b>23.9</b>	<b>22.6</b>	<b>8.2</b>	<b>35.9</b>
<b>3 Segment Assets</b>					
a. Critical Power	796.0	913.8	483.7	796.0	483.7
b. EV Charger	826.1	188.1	145.8	826.1	145.8
c. Unallocated	-	-	-	-	-
<b>Total</b>	<b>1,622.1</b>	<b>1,101.9</b>	<b>629.4</b>	<b>1,622.1</b>	<b>629.4</b>
<b>4 Segment Liabilities</b>					
a. Critical Power	130.6	276.5	231.8	130.6	231.8
b. EV Charger	762.2	84.9	86.2	762.2	86.2
c. Unallocated	-	-	-	-	-
<b>Total</b>	<b>892.8</b>	<b>361.5</b>	<b>318.0</b>	<b>892.8</b>	<b>318.0</b>



# Board of Directors and Management Team

## Board of Directors



▲  
**Himanshu Baid**

Independent Director  
Chairman of Board of Directors



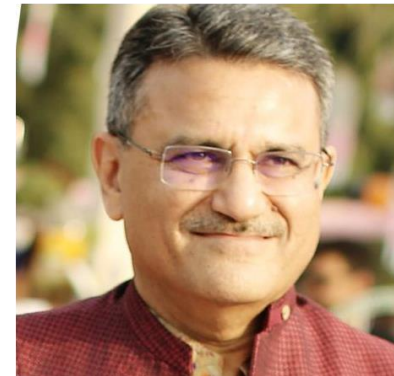
▲  
**Anant Nahata**

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



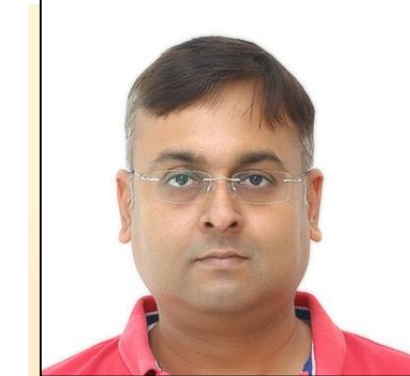
▲  
**Shiraz Khanna**

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



▲  
**Pooja Duggal**

V P - Human Resources  
Ex : Evalueserve & Cargill



**Business  
Update**

# 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 **30 kW**  
Application **Parking / Commercial / Destination**

Charging Power **60 kW**  
Application **Destination / Highways / Fleets**

Charging Power **60-400 kW**  
Application **Destination / Highways / Fleets**

Charging Power **480-600 kW**  
Application **Bus Depots / Highways**

# Industry Sales Update

## e4W

13% reduction in QoQ Sales



5% drop YoY



## eBus

88% increase in QoQ Sales

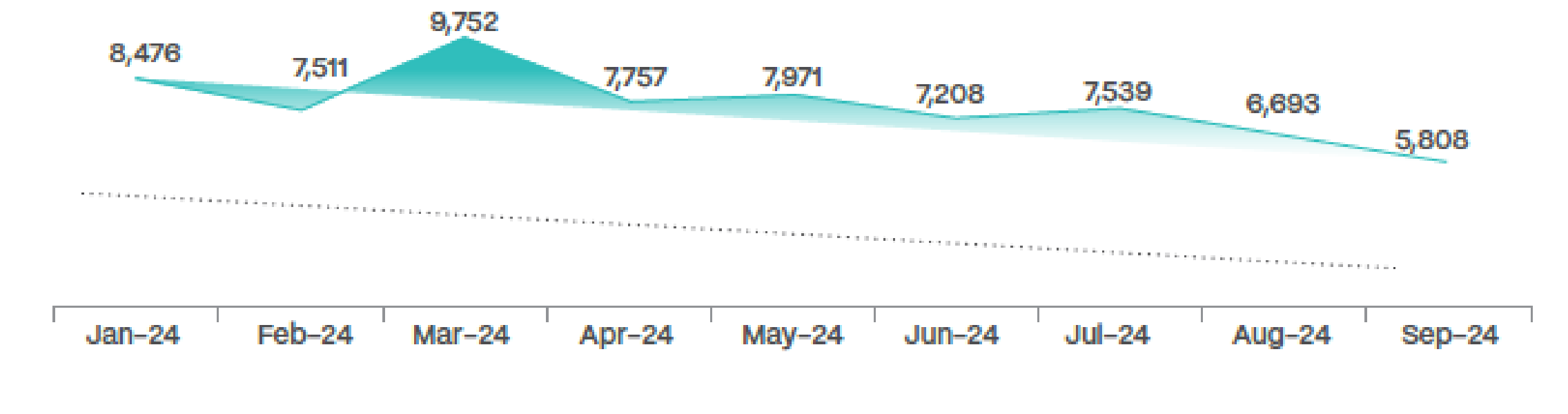


65% increase YoY

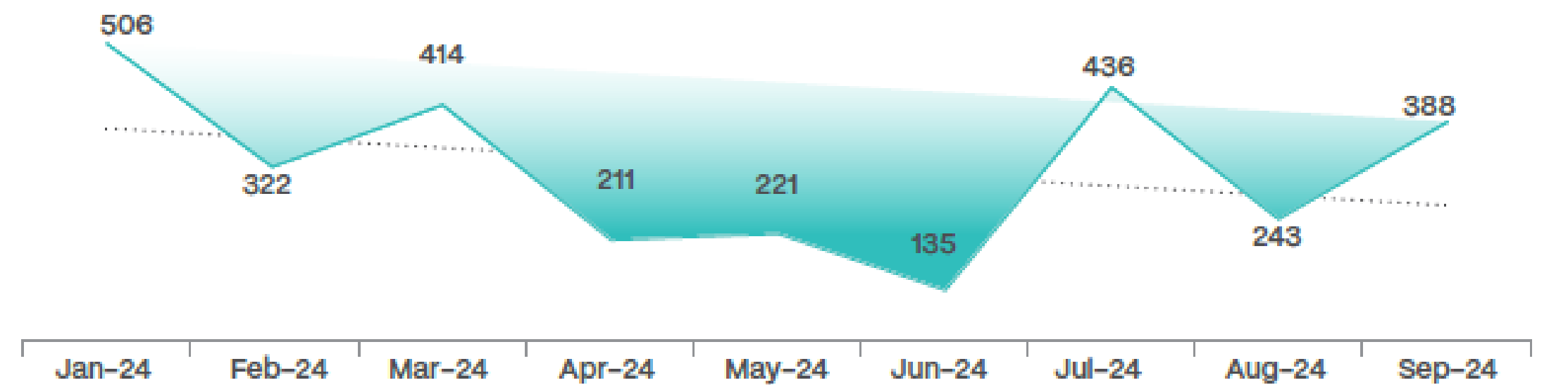


Source: Industry Report, EV Reporter

## e4W Monthly Sales – India



## eBus Monthly Sales – India



e4W demand sluggish in H1 due to wait for new models and charging infra. Strong H2 expected (Oct sales a highest ever) to revive home charger and public charging demand. eBus continue to rise due to favorable policy environment

# EV Market Update & Impact – Q2 FY'25

## Guidelines for setting up EV Charging Infrastructure by Ministry of Power

- **LT connection slab is now 150 kW**
- **EV tariff policy:** Single Part tariff extended till 2028
- **Submetering :** Submetering or LT connection in existing HT is now allowed.
- **Charging Network :**
  - EV charging Station in 1km\*1km grid (Earlier 3km\*3km) by 2030 in Urban
  - Every 20 km on highways (Earlier 50 Km),
  - Long range /heavy duty charging stations every 100 km on highways
- **Fast Charging for long range EVs:**
  - Minimum infra of 2 Nos of 240 KW \*2 at a public station (liquid cooled optional)

## PM Electric Drive Revolution in Innovative Vehicle Enhancement

- Period – 1st Oct'24 – 31st Mar'26
- Outlay of 10,900 Cr supporting ~2.9 mill EVs
- Demand Incentives for e-2W, e-3W, e-ambulances, e-buses, e-trucks
- ~85% incentivized EVs are 2/3Ws
- 4,391 Cr has been earmarked for the procurement of 14,028 electric buses by state transport undertakings (STUs) and public transport agencies
- Provision of routing funds through central agency to reduce dependency on STUs
- 2000 Cr allotted towards incentivizing 72,000 charging stations including
  - 48,400 fast chargers – E2/3W
  - 22,100 fast chargers – E4W
  - 1800 fast chargers –E buses

## Impact on EV Ecosystem

- |   |   |  |
|---|---|--|
| <ul style="list-style-type: none"> <li>• <b>CPO:</b><br/>Low turn around time for site commissioning, less upfront CAPEX, lower electricity cost for EV application, dense network guidelines – Higher charger requirement</li> </ul> | <ul style="list-style-type: none"> <li>• <b>EV OEM:</b><br/>Addressing pain point of range anxiety for potential EV customer by denser network guidelines – Increased demand of AC / DC chargers</li> </ul> | <ul style="list-style-type: none"> <li>• <b>E-Bus:</b><br/>Incentive for e-buses, charging infrastructure, boost for new players (lower entry barrier) – Increased demand of high power EV chargers</li> </ul> |
|---|---|--|

Forward looking policies by Govt. of India to further accelerate EV adoption leading to positive outlook for EV Charger Sales

# Exicom's Roadmap : Key Initiatives Driving Our EV Business Forward

## Sales Channel Expansion



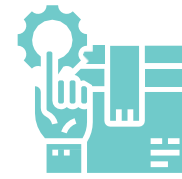
**Distributors:** Onboarded distributors for Rajasthan, Telangana, Gujarat, Madhya Pradesh & Punjab

Distributors appointed in 12 states till date

### E-Commerce

Launch of home chargers on E-Commerce platforms

## Bundled Offerings



**Hardware + Software:** Joint pitch to B2B customers for charging equipment and backend application (residential & commercial spaces)

Demo / On site showcasing being to showcases customer journey for charging

**End to End Solution:** EV Charging Infrastructure solution provided with chargers

## Scale Existing Customers



**Charge Point Operators:** Deployed India's first Liquid Cooled Dispenser charger with 480 kW capacity

Strong business from CPO based on proven reliability and strong focus on incremental feature innovation and new product engg

**OEMs:** Increased demand from customers in lieu of festive season, new model launches for upcoming quarters

**Bus:** With tailwinds in favor of e-buses, higher uptake expected

## Customer Additions



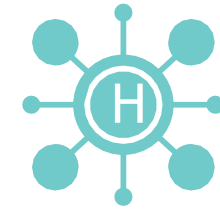
**Charge Point Operators:** Small to mid sized CPOs being onboarded via diverse product portfolio of DC chargers.

Tapped in demand from new emerging vehicle segments such as SCV

Secured orders from one of the largest e-Bus OEM – delivery to start from upcoming quarter.

Advanced engagements with 7 OEMs for their upcoming EV Models

## Product Development



**3.3kW AC Portable Chargers:** New product in final stages of development and testing.

**Distributed Chargers:** Providing flexibility to customers to select basis power output available from 240kW to 600kW and number of charging dispenser as per use case.

**Remote Monitoring System (RMS):** Proactive diagnostic tool to reduce downtime of chargers

# Hubject Update



## Progress Made

- 2 key Offerings being offered to CPOs, EMSPs and OEMs
  - e-Roaming
  - Plug & Charge
- Received positive response from CPOs, EMSPs and OEMs based on introductory meetings

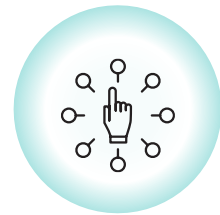
## Way Forward

- Focused workshops along with technical and business team to follow for initiating technology work and integration.
- Expected completion of Plug & Charge functionality in Exicom chargers by Mar 2025 to support pilots with major OEM's
- Talent Acquisition: Finalize leadership roles & core team
- Finalizing GTM strategy and roll out

# Exicom aims to lead & accelerate global electrification



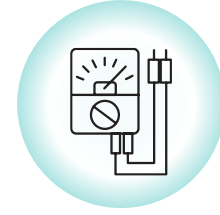
21+ Years of innovation in Charger Technology



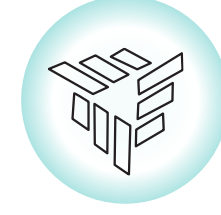
Distributed Charger Portfolio



10,000+ DC chargers installed



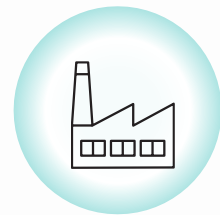
R&D & Testing lab in Australia



Tritium Brand



Global Sales & Service Network



NEVI Compliant Facility in US



Intellectual Property



300+ Experienced Professionals







# **Business Update**

## **Critical power**

# Critical Power – Overall Summary & Large projects opportunity

1. Flattish revenue in H1 FY'25
2. Continued success in Li-ion battery deployment for telecom towers; Successfully entry into new large Telcos
3. Focus on diversifying business with data center batteries and BESS solutions for solar market
4. Focus on large projects as below

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>	Exicom's consortium partners have won significant business as per tender results and >1,000Cr business expected over next 3 FY'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>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 H1 FY'25; we are poised for continued success based on our timely delivery and successful deployment and service.
<b>Related solutions such as IP55 rack absed cooling solutions</b>	Outdoor cabinet systems with DC Airon and other accessories	Rack Systems	<b>~100 Cr TAM for FY'25-26</b>	Targeting current clientele for cross selling and upselling



# New Applications & Customer Addition for Critical Power Products



Power Convertors are being used in Battery Swapping Stations



Power Convertors are being used for fast charging application in 2W



Received Pilot order for Li-Ion batteries for home energy solutions



Pilot orders received from companies for data centre battery applications



Won orders for power systems and batteries from leading Indian Telco for core sites

Acquired new customer in Philippines for power systems and Li-ion batteries

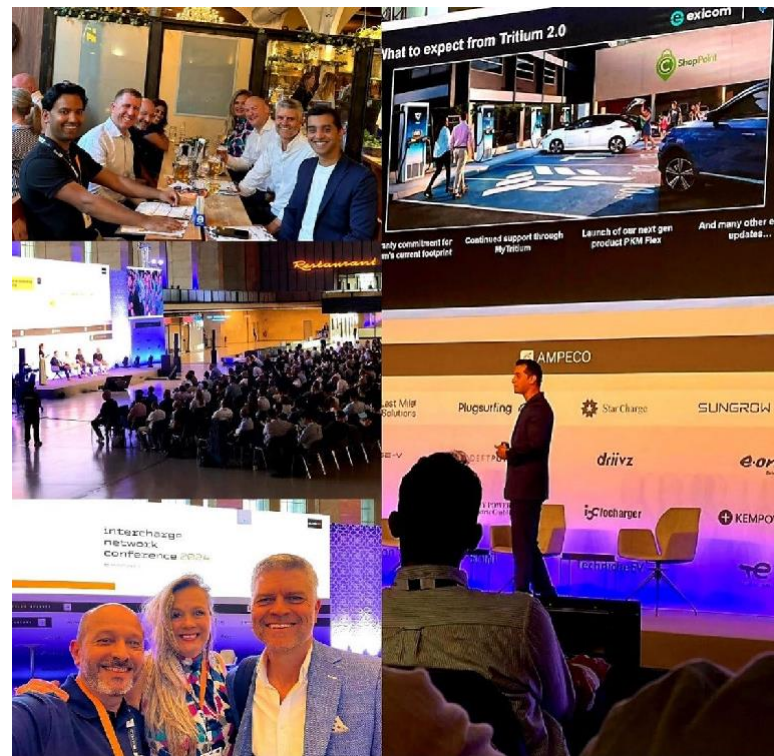
Acquired major tower Co in Africa for power systems in 9 countries (FY'26)



# Marketing – Updates

# Spotlighting the Future of EV Charging: Exicom at Key Industry Events

## Intercharge Network Conference 2024, Berlin:



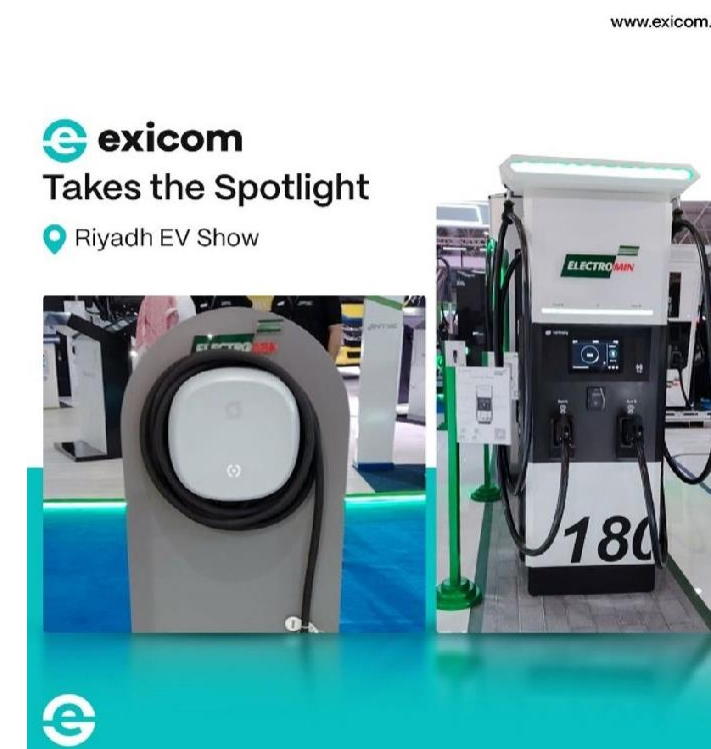
Anant Nahata shared Exicom’s global expansion strategy and insights on EV charging opportunities.

## The Battery Show India:



Engaged with global industry leaders and showcased ground-breaking solutions for sustainable mobility.

## Riyadh EV Show:



Presented advanced EV charging infrastructure and energy storage systems driving the shift toward clean energy.

## Shell Changemakers of Tomorrow, Bengaluru:



Collaborated with innovators and thought leaders to address energy challenges and shape a low-carbon future for India.

## IMC 2024, New Delhi:



Discover the future of reliable energy with Exicom’s Critical Power Solutions and Data Center Lithiron Batteries.

# Shareholding Pattern and Credit Rating

## Shareholding Pattern



No. of shares held	
Category	No of shares
Promotor and promotor group	8,40,58,008
Mutual funds	38,29,908
Foreign Institutional Investor	29,89,817
Domestic Institutional Investor	59,10,163
Other Public	2,40,36,605
<b>Total</b>	<b>12,08,24,501</b>

## Credit Rating

**CARE BBB+; Stable** (58.00 Cr)

**(Triple B Plus; Outlook: Stable)**

Long-Term Bank Facilities

**CARE BBB+; Stable/ CARE A2** (70.00 Cr)

**(Triple B Plus; Outlook: Stable/ A (Two))**

Long-Term / Short-Term Bank Facilities

**CARE A2** (92.00 Cr)

**(A Two)**

Short-Term Bank Facilities

\*Source – CareRating, April 2024



**Thank You**