

#### Date: February 05, 2025

BSE Limited	National Stock Exchange of India Limited
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Mumbai – 400001	400051
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SCRIP Code- 544133	Symbol-EXICOM

#### RE: <u>Regulation 30 of the Securities and Exchange Board of India (Listing Obligations</u> and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations")

#### Subject: <u>Investors' Presentation</u>

Dear Sir(s) / Madam,

This is in continuation to our intimation dated January 31, 2025.

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 3<sup>rd</sup> Quarter and Nine Months ended December 31, 2024, of the Financial Year 2024-25, both on <u>Standalone & Consolidated basis</u>, to be discussed during the Investors' Call scheduled to be held on Thursday, February 06, 2025 at 10:30 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 **February 05, 2025**.

Please note that this intimation is also being made available on the Company's website www.exicom.in.

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

Thanking you.

Yours faithfully,

#### For Exicom Tele-Systems Limited

Sangeeta Karnatak Company Secretary & Compliance Officer

**Enclosed: Investors Presentation** 



# Exicom Q3 FY25

### **Investor Presentation**

Driving Growth, Innovation, and Global Expansion





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### **Key Highlights**



- In our Critical Power business, received Advance Purchase Order of 1,680 Cr for supply of Hybrid Power systems, Li-ion based Energy storage and services for over 10 years from selected system integrators for Bharat Net Connectivity Project. Largest project order received by company till date. This will help in maintaining stable revenue and cash flows over next 3 financial years via supply of equipment; while services revenue would continue for 10 years
- 2. Tritium Acquisition and subsequent investment by Exicom in New product development, sales and service network to aid in long term towards becoming one of the top providers of DC Fast Charging globally despite short term challenges
- 3. Q3'FY25 results show strong momentum in EV Charger business and sluggish Critical Power business which is expected to revive in subsequent quarter and next year onwards based on new order wins



# Business Update – EVSE

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Smart charging solutions for homes & businesses

### **EVSE Division – Q3 Performance**

After lackluster H1 EV sales, Indian e4W industry saw rise in E-4W sales in Q3'FY25

#### +22.7% - E Bus 10562 29,084 9672 23.707 9006 8480 8781 8002 7998 7775 7515 6745 506 6160 176 Sepť24 Jan'24 Mar'24 Jun'24 Dec'24 Q3 FY24 Q3 FY25

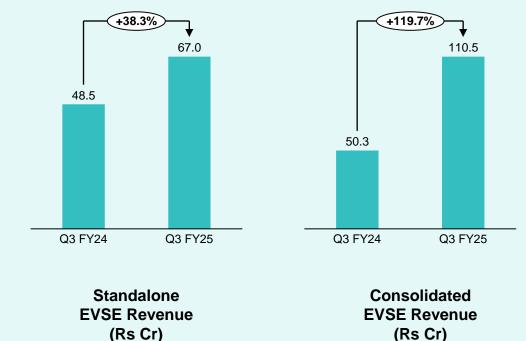
Source : evreporter

#### What led to H2 growth?

- · Launch of PM-eDrive Policy
- Launch of multiple new car models (MG Windsor, Tata Curve)
- E-Bus deployments
- (1) Consolidated Revenue includes revenue of Tritium Group of companies which were acquired in Sep'24. Tritium has deployed more than 17K chargers across 47 countries
- (2) Like for like comparison of consolidated revenue (Ex Tritium) is INR 50.3 Cr in Q3'FY24 and INR 65.8 Cr in Q3'FY25 with an increase of ~31%.

# We are leaders in Home and DC Fast Charging EV Solutions

As of Dec'24, over 1.55L chargers manufactured & sold in India and 1.73L chargers across the globe<sup>(1)</sup>



Exicom EVSE revenue grew at 38.3% in Q3'FY25 compared to Indian EV industry at 22.7% while consolidated revenue<sup>(1)(2)</sup> grew at ~120%



EVSE

- **New Product Development** 1.
  - Integrated DC Fast Charging with Energy Storage to overcome grid limitations (solution launched at Bharat Mobility on 18th Jan'25
  - New Liquid cooled distributed charger platform being developed at Tritium for US / Europe market • targeted for launch in H2'FY26
  - New generation (Gen 2.0) DC Charger platform for India under development and slated for launch in ٠ Mar'25 with industry leading features to enable higher market share for Exicom

#### 2. **Develop International Markets**

- \$10Bn USD TAM for Exicom with acquisition of Tritium  $\rightarrow$  Scaling global sales and service teams along with investment in product development at Tritium with an aim to be in top 5 DC Fast charger manufacturers in key markets of North America and Europe
- ~100% sales growth (YTD Dec'24) in South East Asia for Exicom's EV charger product portfolio ٠
- Growing distribution partnerships for Exicom's SPIN AC Chargers

#### Improve revenue forecast; match cost base with current demand 3.

- Focus on key accounts, increase wallet share of existing and new customers in high growth Indian EV Charger market
- Optimize costs for better COGS, gross margin and EBITDA ٠



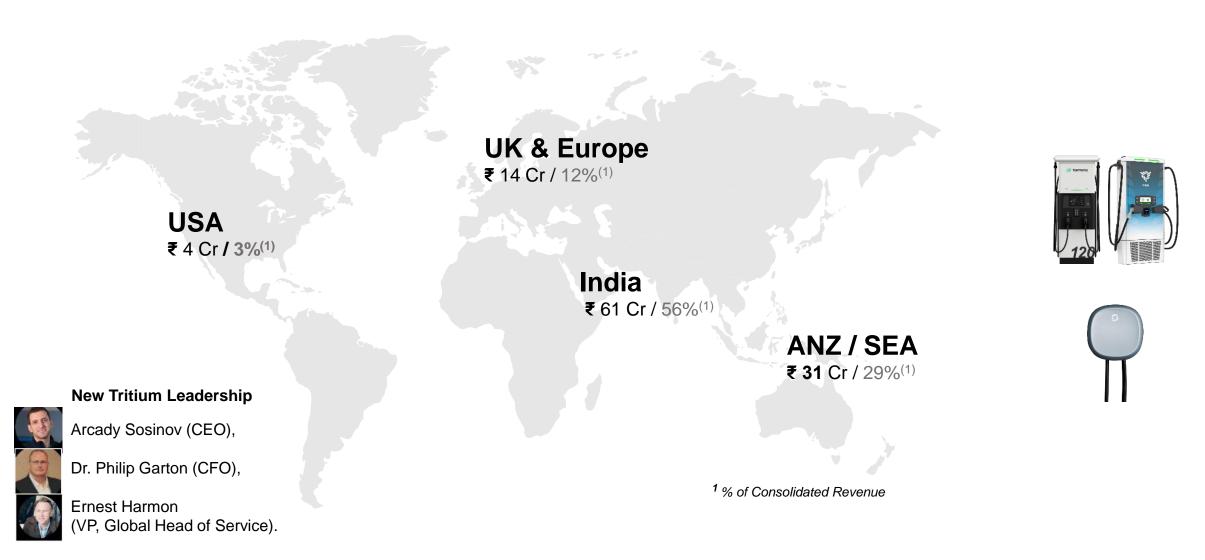






### **Revenues by Geography**







# Macro Trends Indicating Robust EV Market Growth FY26 And Beyond



#### Global Trends:

#### Policy Impact:

- Stringent Café norms implementation in 2025-2027 in Europe will move OEMs to sell more EVs
- EU has announced fund of Euro 1bn for building fast charging public infra

### Rapid Growth: Global EV sales grew 25% YoY, reaching 17.1 million units in 2024.

- U.S. EV sales hit 10% of total vehicle sales, a 45% YoY increase.
- Projected growth of 23% for Europe and 15% for USA for FY 2025

#### Major EV Launches in Europe & the U.S.:

 20+ New electric Car models planned for launch in 2025 with majority in affordable segment.
Notable ones Volkswagen ID.7, BMW i5, Mercedes-Benz EQS, Ford F-150 Lightning, GM Silverado EV.Ioniq 9

#### Charging Infrastructure Expansion :

- Fast-charging infrastructure in key European markets (UK, Nordics, France) is growing at 35%+ annually.
- Europe targets 1 million charging points by end 2025, with a strong focus on high-speed DC chargers.



#### India EV Trends

#### **PM E-Drive Scheme:**

- ₹2,000 Cr allocated to support 72,000 new charging stations.
- 48,400 chargers for E2/3Ws, 22,100 fast chargers for E4Ws, and 1,800 fast chargers for E-buses

#### Fast Charging Infrastructure by Major OEMs:

 Key OEM's like Maruti, Hyundai, Tata.EV, MG, and Mahindra are investing in high-power DC chargers at key destinations to support new product launches and futureproof India's EV ecosystem

#### New EV Launches (~55 kWh battery pack):

- 18 out of 28 passenger vehicles set for launch in H1 2025 will be EVs—a first for India
- Upcoming models: Mahindra XEV 9e & BE 6e, MG Windsor, MG Cyberster, Hyundai Creta E (Jan 2025), Maruti eVitara (Jan 2025)

#### **Emerging Segments (Cargo):**

- Tata, Ashok Leyland, VECV, and IPLTech are introducing new e-SCVs and e-trucks, driving demand for fast DC charging on highways and captive use
- Amazon, Ashok Leyland, Billion-E, and ChargeZone are exploring long-range electric freight on the 350 km Bengaluru-Chennai corridor



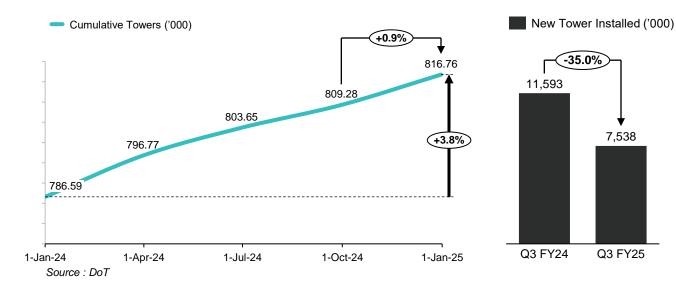
# Business Update – Critical Power



Advanced battery storage & power management for digital infrastructure

### **Critical Power Division – Q3 Performance**

Telco and IP's undergoing a consolidation, with new technologies and business models redrawing the landscape, leading to deferred capex.



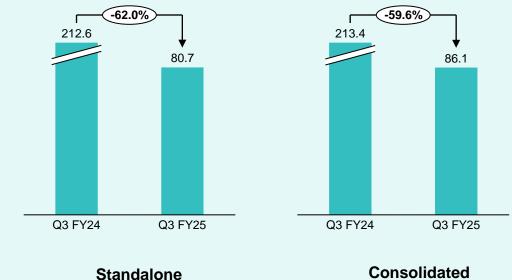
#### What led to slow growth?

- Consolidation of telecom infra companies
- Delay in key PSU projects
- · Deferment in capex cycle by telco and IP's after 5G infra spend

(1) Telecom infrastructure investments happens in phases and thus, not consistent on Q-Q basis. On annual basis the growth of telecom industry is expected to be at 8-10% CAGR till 2030 (CRISIL Industry Research)

We are facilitating energy stability of digital communication infrastructure with power conversion systems and energy storage solutions.

As of Dec'24 we have deployed >2.5 GWh of li-ion batteries for telecom infrastructure. Also, deployed >1.25Lacs power systems.



Critical Power Revenue (Rs Cr) Consolidated Critical Power Revenue (Rs Cr)

Exicom's Critical Power revenue degrew<sup>(1)</sup> at -62% in Q3'FY25 compared to Indian telecom tower industry at -35% while consolidated revenue degrew<sup>(1)</sup> at -60%. 10



### **Key Initiatives**

#### **Pipeline Development – Bharat Net**

- Advance Purchase Order ("APO") received from Bharat Net SI winners for ~1,680 Cr including AMC for 10 years Biggest single purchase order received by your company has received since inception
- Project expected to deliver a revenue of ~350 Cr per year in FY'26, 27 and 28 each post which services revenue will continue for another 7 years. Discussions ongoing with other potential customers who have received business under this program from BSNL
- Requires production capacity of ~50K Power converters, ~25K Li-ion batteries, and ~25K power systems each per year. Will help in maintaining stable revenue and cash flows for following 3 financial years

#### **Other Business Development**

- Added 4 new customers in Q3'FY25 (1 Telco, 3 IP's). Advance discussion of product approval for power system and Li-ion batteries with leading new Tower Co's and Telco's in India and Africa
- Continuing business for supply of Hybrid systems and Li-ion Batteries from SI's to connect underserved and uncovered villages in border areas of India

Improve visibility of topline; match cost base with current demand

- Focus on key accounts, increase wallet share of customers
- Optimize costs to negate weaker Rupee, achieve better COGS, gross margin and EBITDA
- Increase exports to negate weaker Rupee









### **Key drivers for Critical Power Business**



#### Solarization

Telecom operators are adopting solar power to cut diesel dependency, OPEX, and meet sustainability goals.

Exicom's hybrid power solutions, for new and existing sites, enable this transition.

The market opportunity exceeds 10,000 systems / year



### High-Efficiency Power Systems

Telcos are using high-efficiency power solutions for OPEX reduction, better energy use, and 5G rollout.

TAM is expected to be more than 15,000 systems / year and Exicom is trying to increase its market share



### Indoor to Outdoor Conversion

Converting indoor sites to outdoor ones for cost and space savings drives demand for cooling cabinets.

Exicom has developed >5 product platforms for major IP players and expects revenue for this segment to begin from Q4'FY25.

The market is about 10,000 systems / year



### VRLA to Lithium

Telecoms are switching to Li-ion batteries for lower maintenance, longer life, and higher efficiency.

Exicom, with over >2.5GWh of Li-ion batteries deployed, has a significant market share and approvals from most operators for their network infrastructure.

The market opportunity is over 200,000 batteries / year



### Network Densification

5G and data growth force network densification.

Exicom provides compact, efficient 48V power and Li-ion solutions for small cells and distributed infrastructure, already in use by top operators.

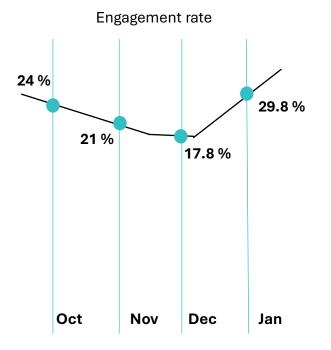
The small cell power solutions market exceeds 15,000 systems / year and revenue is expected from FY'26 onwards



### **Industry-leading brand**



Exicom's Digital Expansion: Boosting Brand Reach and Engagement



73 Social Media Stories in 92 Days, Ranked Top 3 EV Charger Brand with <u>102.8%</u> <u>Engagement Growth!</u> Harmony Boost– EV chargers integrated with Battery Energy Storage System (BESS)



#### Partnerships That Drive Change



#### Showcasing Innovation at Key Industry Events

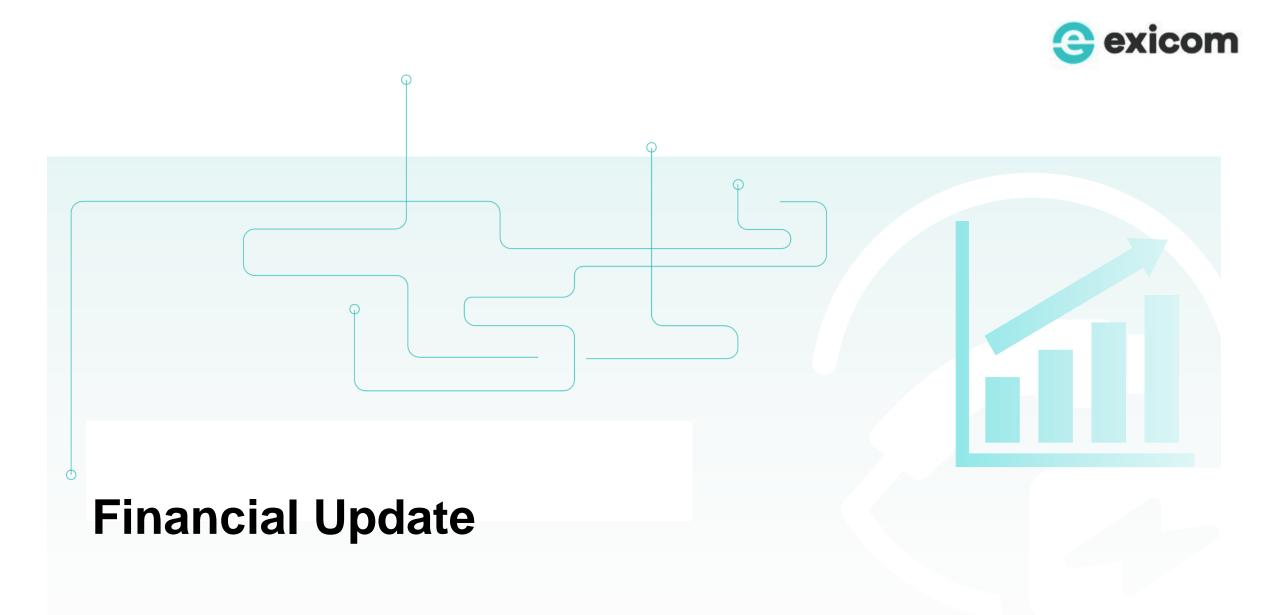


India EV Fast Charging Summit 2024



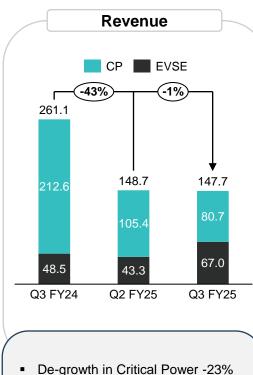




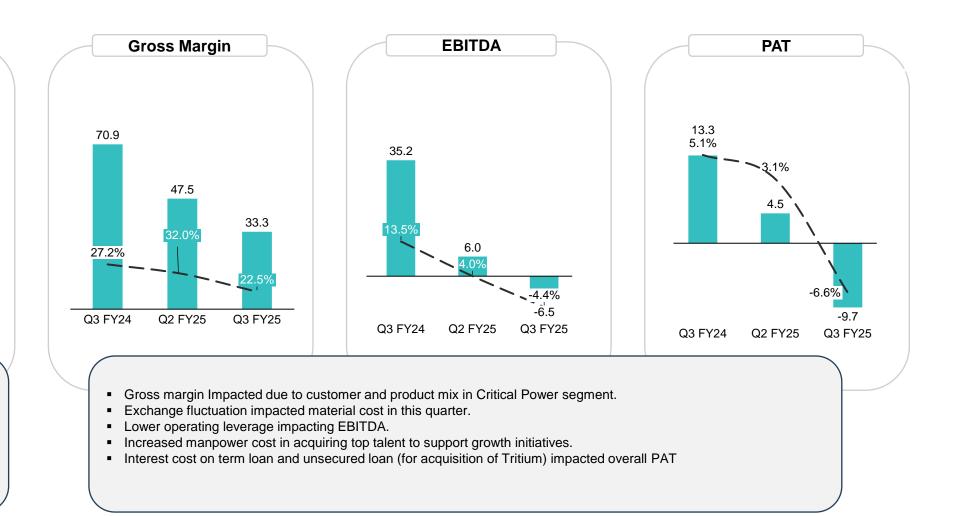




### Financial Highlights – Q3 FY25 (Standalone)

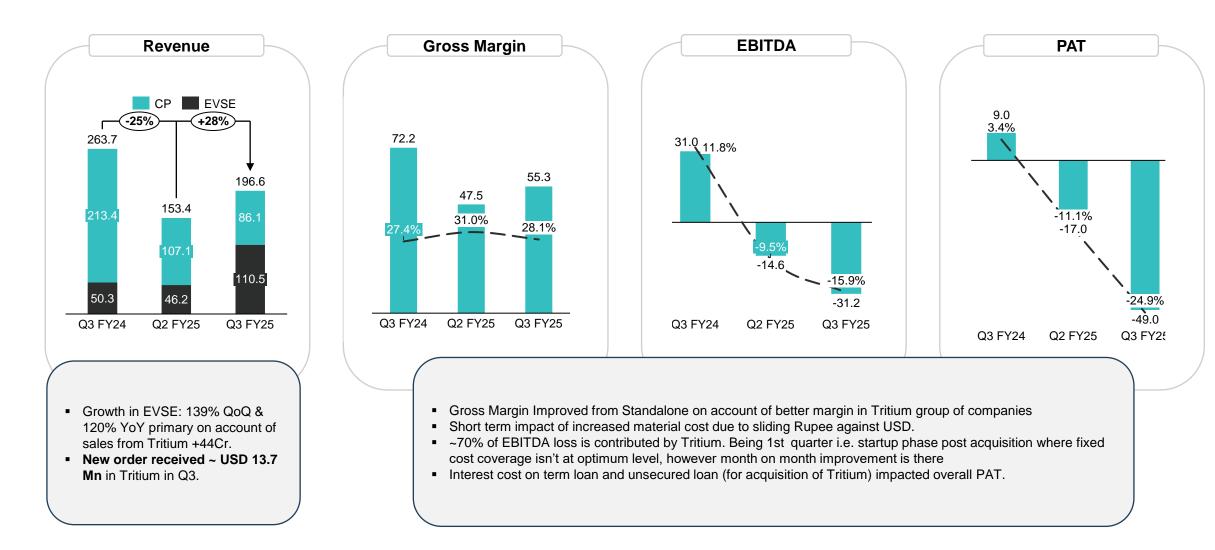


- De-growth in Critical Power -23% QoQ on account of cyclic investment in telecom.
- New order won for ~1680 Cr from Bharat Net winner SI's to be executed in next 3 year



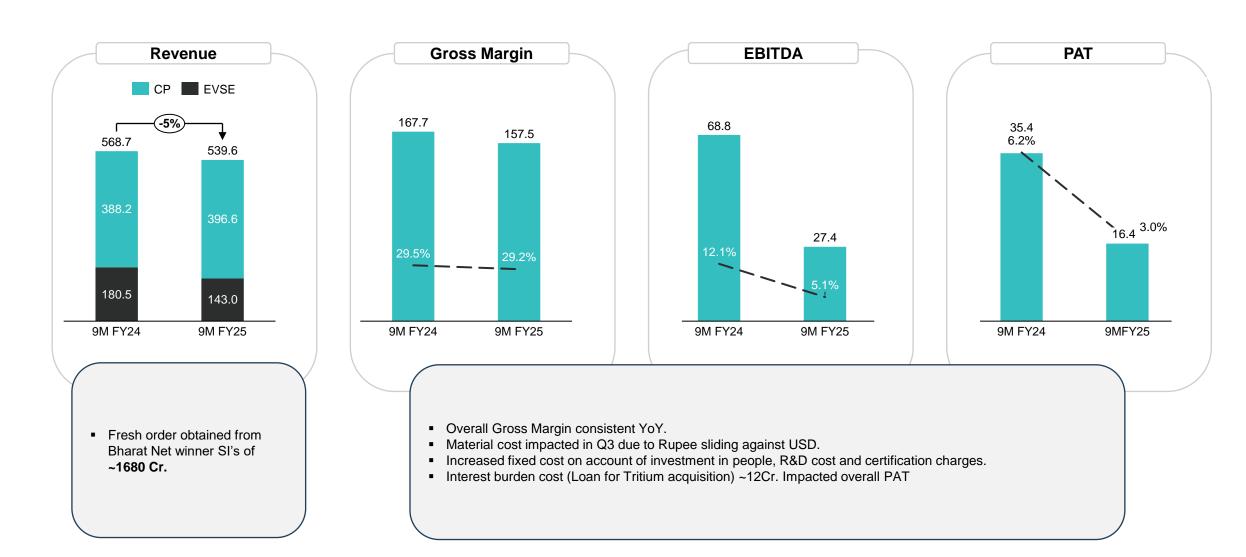


### Financial Highlights – Q3 FY25 (Consolidated)



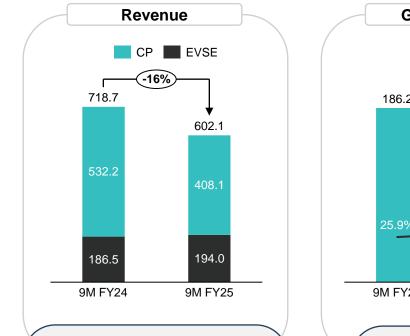


### **Financial Highlights – YTD Dec (Standalone)**

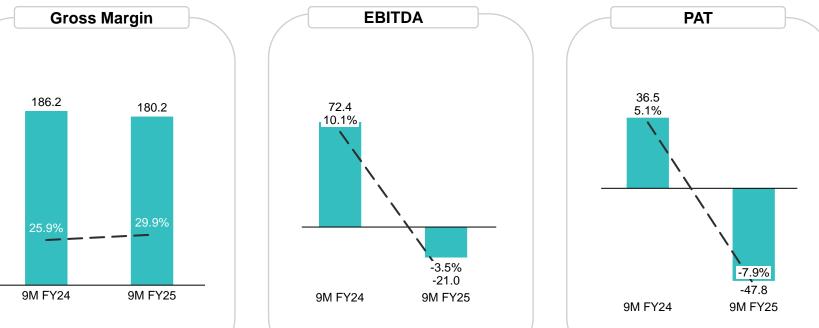




### **Financial Highlights – YTD Dec (Consolidated)**



- Revenue mix of EVSE increased to 32% v/s 26% last yr.
- Critical power revenue expected to bounce back with new order wins for FY'26.
- Operation started for Tritium in Q3 and revenue expected to pick up



- Gross margin improved by 4% on account change in mix of EVSE business.
- Shift of li-ion battery business from Singapore to India improved overall margin of critical power YoY
- Exchange fluctuation impacted overall COGS for short term.
- Tritium contributes ~-40Cr of EBITDA loss at consolidated YoY because of startup phase post acquisition where fixed cost coverage isn't at optimum level, however month on month improvement is there
- Interest burden cost (Loan for Tritium acquisition) ~12Cr.



### **Deployment of IPO Proceeds**

Amt Rs Cr

Particulars (Rs Cr)	IPO Proceeds	Spend till Mar'24	Spend in Q1 FY25	Spend in Q2 FY25	Spend in Q3 FY25	Balance as on 31 <sup>st</sup> Dec	
Hyderabad plant	151.47	17.80	8.48	11.07	19.66	94.46	
Repayment of working capital	50.30	50.30	-	-	-	-	
Incremental Working capital	69.00	-	-	-	29.11	39.89	
Investment in R&D	40.00	-	2.04	-	0.72	37.24	
GCP	60.36	13.50	-	46.86	-	0.00	
Offer related expenses	28.87	22.06	2.27	0.14	-	4.40	
Total	400.00	103.66	12.79	58.07	49.49	175.99	



### **Our Upcoming Integrated Manufacturing Plant – Hyderabad**

#### **Key Highlights**

- Leverage overall volume of power electronics products
- We are targeting green buildings with platinum ratings under IGBC
- There would be a 1.0 MW solar plant to utilize 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

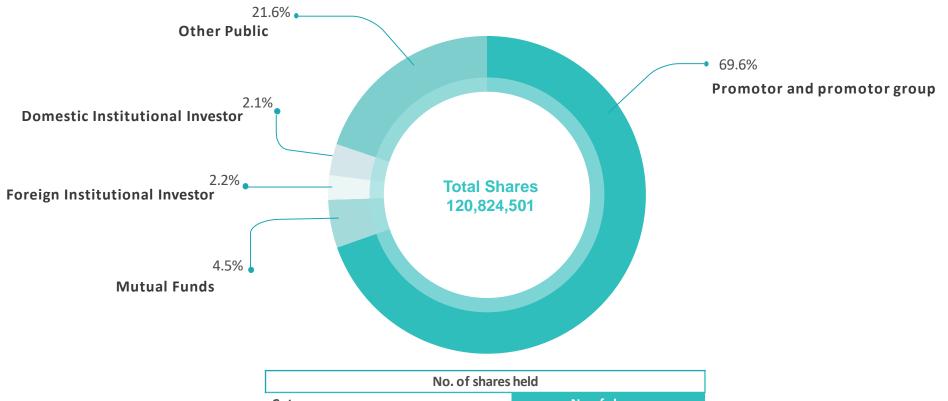
Activity	Target Completion
Civil Work	4 <sup>th</sup> Week March
Fire hydrant	1 <sup>st</sup> Week March
HVAC	2 <sup>nd</sup> week April
Electric	4 <sup>th</sup> Week March
Plant M/C installation	2 <sup>nd</sup> Week April
SOP	1 <sup>st</sup> Week May







### Shareholding Pattern as on 31<sup>st</sup> Dec



No. of shares held						
Category	No of shares					
Promotor and promotor group	8,40,58,008					
Mutual funds	54,42,746					
Foreign Institutional Investor	26,99,579					
Domestic Institutional Investor	25,45,422					
Other Public	2,60,78,746					
Total	12,08,24,501					





# Thank you



## Annexure



### **P&L Statement – Standalone**

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)
	Dec 31, 2024	Sept 30, 2024	Dec 31, 2023	Dec 31, 2024	Dec 31, 2023	QoQ(%)	QoQ(%)	YoY(%)
Revenue from operations	147.7	148.7	261.1	539.6	568.7	-0.6%	-43.4%	-5.1%
Other Income	13.3	13.5	1.6	33.9	15.6	-1.6%	718.3%	117.3%
(A) Total Income	161.0	162.1	262.7	573.5	584.3	-0.7%	-38.7%	-1.8%
Cost of Goods Sold	114.4	101.1	190.2	382.1	401.0	13.1%	-39.8%	-4.7%
Employee Cost	21.6	20.7	16.7	63.1	47.1	4.6%	29.7%	33.8%
Finance Costs	14.0	8.2	5.6	25.3	14.9	70.8%	150.4%	69.2%
Depreciation and Amortization Expenses	5.6	5.3	4.7	15.8	12.8	4.6%	18.6%	23.7%
Other Expenses	18.2	20.9	19.0	67.0	51.8	-12.8%	-4.3%	29.5%
(B) Total Expenses	173.9	156.2	236.2	553.2	527.6	11.3%	-26.4%	4.9%
Profit/(loss) before tax from continuing operations (C) [A-B)	-12.9	5.9	26.5	20.3	56.7	-319.6%	-148.7%	-64.2%
(D) Tax Expenses	-3.2	1.3	13.2	3.9	21.2	-334.8%	-123.9%	-81.7%
(E) Profit/(Loss) for the year from continuing operations [C-D]	-9.7	4.5	13.3	16.4	35.4	-315.0%	-173.3%	-53.8%
Other Comprehensive Income (OCI) (After Tax)	-	-	-	-	-			
Total Comprehensive Income for the period/year (XI+XII)	-9.7	4.5	13.3	16.4	35.4	-315.0%	-173.3%	-53.8%
Earnings per equity share								
Basic	-0.81	0.38	1.44	1.36	3.85	-315.0%	-156.0%	-64.8%
Diluted	-0.81	0.37	1.44	1.35	3.85	-316.0%	-155.9%	-64.9%



### **P&L Statement – Consolidated**

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)
	Dec 31, 2024	Sept 30, 2024	Dec 31, 2023	Dec 31, 2024	Dec 31, 2023	QoQ(%)	QoQ(%)	YoY(%)
Revenue from operations	196.6	153.4	263.7	602.1	718.7	28.2%	-25.4%	-16.2%
Other Income	6.3	14.4	1.6	27.8	13.9	-56.5%	282.0%	99.5%
(A) Total Income	202.9	167.8	265.3	629.9	732.6	20.9%	-23.5%	-14.0%
Cost of Goods Sold	141.3	105.9	191.5	421.9	532.5	33.5%	-26.2%	-20.8%
Employee Cost	50.9	32.9	19.5	106.8	55.1	54.6%	161.6%	94.0%
Finance Costs	16.4	8.9	5.6	28.3	15.0	83.9%	191.4%	88.9%
Depreciation and Amortization Expenses	10.8	6.6	4.9	22.4	13.2	64.2%	121.9%	69.5%
Other Expenses	35.6	29.1	21.7	94.3	58.8	22.1%	64.0%	60.5%
(B) Total Expenses	255.0	183.5	243.1	673.8	674.6	39.0%	4.9%	-0.1%
Profit/(loss) before tax from continuing operations (C) [A-B)	-52.1	-15.7	22.2	-43.9	58.1	232.2%	-335.1%	-175.6%
(D) Tax Expenses	-3.2	1.3	13.2	3.9	21.6	-334.8%	-123.9%	-82.1%
(E) Profit/(Loss) for the year from continuing operations [C-D]	-49.0	-17.0	9.0	-47.8	36.5	187.5%	-644.8%	-231.0%
Other Comprehensive Income (OCI) (After Tax)	-	-	-	-	-			
Total Comprehensive Income for the period/year (XI+XII)	-49.0	-17.0	9.0	-47.8	36.5	187.5%	-644.8%	-231.0%
Earnings per equity share								
Basic	-4.05	-1.41	0.98	-3.95	3.96	187.5%	-515.5%	-199.9%
Diluted	-4.05	-1.41	0.98	-3.95	3.96	187.5%	-515.5%	-199.9%



### Segment Result – Standalone

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	Previous Financi year ended
	Dec 31, 2024	Sept 30, 2024	Dec 31, 2023	Dec 31, 2024	Dec 31, 2023	March 31, 2024
Segment Revenue						
a. Critical Power	80.7	105.4	212.6	396.6	388.2	63:
b. EV Charger	67.0	43.3	48.5	143.0	180.5	23
Revenue fron Operations	147.7	148.7	261.1	539.6	568.7	86
Segment Results - Profit /(Loss) before tax and interest from each segment						
a. Critical Power	-8.4	6.9	28.3	32.4	45.8	8
b. EV Charger	9.5	7.2	3.8	13.1	25.8	3
Total	1.1	14.1	32.1	45.5	71.6	11
Less:						
i. Interest	14.0	8.2	5.6	25.3	14.9	1
ii. Other un-allocable expenditure net off	-	-	-	-	-	
iii Un-allocable income	-	-	-	-	-	
Total Profit before Tax (A)	-12.9	5.9	26.5	20.3	56.7	g
Segment Assets						
a. Critical Power	571.7	713.1	521.2	571.7	521.2	68
b. EV Charger	725.9	602.4	159.1	725.9	159.1	23
c. Unallocated	-	-	-	-	-	
Total	1,297.6	1,315.6	680.4	1,297.6	680.4	92
Segment Liabilities						
a. Critical Power	391.1	452.1	294.2	391.1	294.2	22
b. EV Charger	254.9	202.8	88.7	254.9	88.7	6
c. Unallocated	-	-	-	-	-	
Total	646.0	654.9	382.9	646.0	382.9	28



### Segment Result – Consolidated

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	Previous Financial year ended
	Dec 31, 2024	Sept 30, 2024	Dec 31, 2023	Dec 31, 2024	Dec 31, 2023	March 31, 2024
1 Segment Revenue						
a. Critical Power	86.1	107.1	213.4	408.1	532.2	776.2
b. EV Charger	110.5	46.2	50.3	194.0	186.5	243.4
Revenue fron Operations	196.6	153.4	263.7	602.1	718.7	1,019.6
2 Segment Results - Profit /(Loss) before tax and interest from each segment						
a. Critical Power	-2.1	0.9	25.1	28.8	49.6	75.7
b. EV Charger	-33.7	-7.7	3.9	-44.4	26.9	33.
Total	-35.7	-6.8	29.0	-15.6	76.4	109.
Less:						
i. Interest	16.4	8.9	5.6	28.3	15.0	19.2
ii. Other un-allocable expenditure net off	-	-	1.2	-	3.4	-3.
iii Un-allocable income	-	-	-0.0	-	-0.0	0.
Total Profit before Tax (A)	-52.1	-15.7	22.2	-43.9	58.1	93.
3 Segment Assets						
a. Critical Power	647.6	796.0	641.7	647.6	641.7	770.2
b. EV Charger	934.0	826.1	170.1	934.0	170.1	242.
c. Unallocated	-	-	-	-	-	-
Total	1,581.6	1,622.1	811.7	1,581.6	811.7	1,012.
4 Segment Liabilities						
a. Critical Power	381.7	130.6	320.8	381.7	320.8	227.
b. EV Charger	524.3	762.2	96.3	524.3	96.3	63.4
c. Unallocated	-	-	-	-	-	-
Total	906.0	892.8	417.1	906.0	417.1	291.