



Exicom Tele-Systems Limited
Plot No. 38, Institutional Area, Sector-32,
Gurugram, Haryana - 122 001, India
Tel : 0124 - 6615200

Date: August 6, 2024

BSE Limited 1st Floor, New Trading Wing, Rotunda Building Phiroze Jeejeebhoy Towers, Dalal Street, Fort Mumbai – 400001 corp.relations@bseindia.com SCRIP Code- 544133	National Stock Exchange of India Limited Exchange Plaza, 5th Floor, C – 1, Block G Bandra – Kurla Complex, Bandra (E) Mumbai – 400051 cmlist@nse.co.in Symbol-EXICOM
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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 July 31, 2024, with respect to the Investors’ call rescheduled on **Tuesday, August 6, 2024 at 10:30 a.m. (Indian Standard Time)** to discuss Unaudited Financial Results for the 1st quarter ended June 30, 2024 of the financial year 2024-25, 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 Unaudited Financial Results of the Company for the 1st Quarter ended June 30, 2024 of the financial year 2024-25, both on Standalone and Consolidated basis, to be discussed during the Investors’ call scheduled to be held on Tuesday, August 6, 2024 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 August 5, 2024.

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

This is for your information and records.

Thanking you.

Yours faithfully,

For Exicom Tele-Systems Limited

Sangeeta Karnatak
Company Secretary & Compliance Officer
Membership No. 25216

Enclosed: As stated



Investor Presentation

Q1 FY 2024-25



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This presentation and its contents are not and should not be construed as a prospectus or an offer document, including as defined under the Companies Act, 2013, to the extent notified and in force) or an offer document under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended. This presentation is not for publication or distribution or release in any country where such distribution may lead to a breach of any law or regulatory requirement. The information contained herein does not constitute or form part of an offer, or solicitation of an offer to purchase or subscribe, for securities for sale. The distribution of this presentation in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. None of the Company’s securities may be offered or sold in the United States without registration under the U.S. Securities Act of 1933, as amended, except pursuant to an exemption from registration therefrom.

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Executive Summary

Management's Commentary



We are pleased to announce that our company has once again achieved an outstanding quarter. Our focus on continuous product development and localizing components has significantly enhanced our competitiveness, resulting in improved profitability and margins.

Our Critical Power business grew -12% QoQ and +16% YoY based on consistent demand for our hybrid power solutions and Li-ion batteries. We are competitively placed to target various large opportunities amongst Telco's, Tower Co's and large government projects targeting rural connectivity with high-speed broadband

Our outlook for EV Business remains strong but suffered slowdown this quarter because of de-growth of E-Cars and E-buses (-13% QoQ), removal of FAME2 subsidy for 4W and lastly slowdown of procurement of CPO's and OEM's because of high inventory levels. We launched new products and continue to move forward on various initiatives to keep leadership position across all segments in EV Charging.

We remain optimistic about future of both our businesses and seek to leverage our strengths across these common power electronics businesses to drive future growth



Mr. Anant Nahata

Managing Director and
Chief Executive Officer

₹ 252.1 Crore

Revenue

₹ 77.4 Crore

Gross Margin

₹ 24.8 Crore

EBITDA

₹ 23.9 Crore

PBT

*All Figures are as of June 30, 2024

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**.

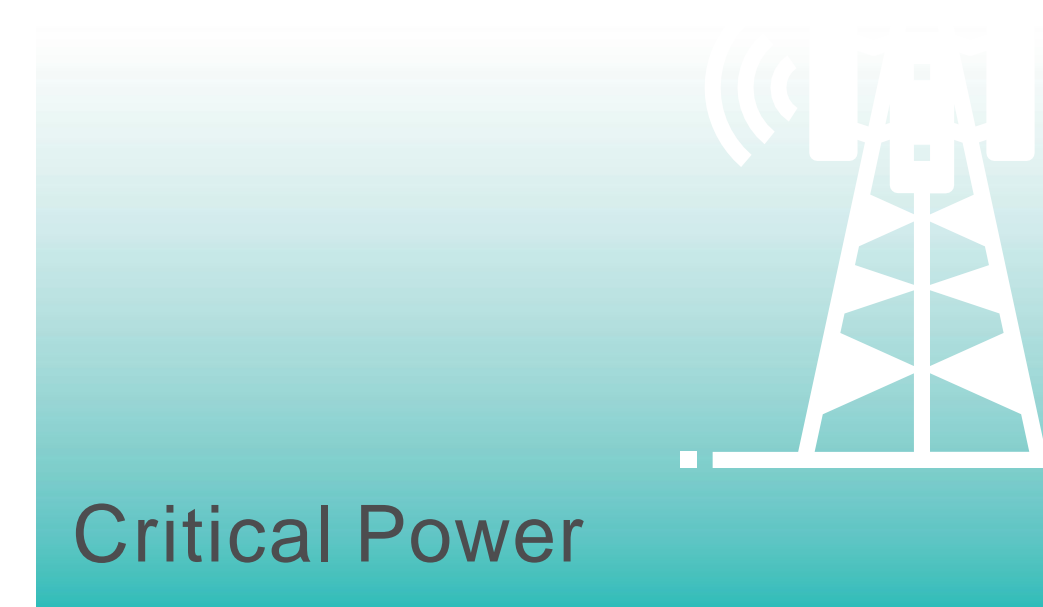
Vision

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

Mission



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



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

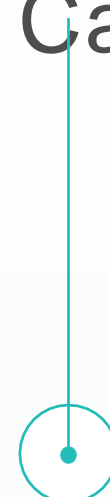
Deep-rooted
Expertise



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

(in Rs Crore)

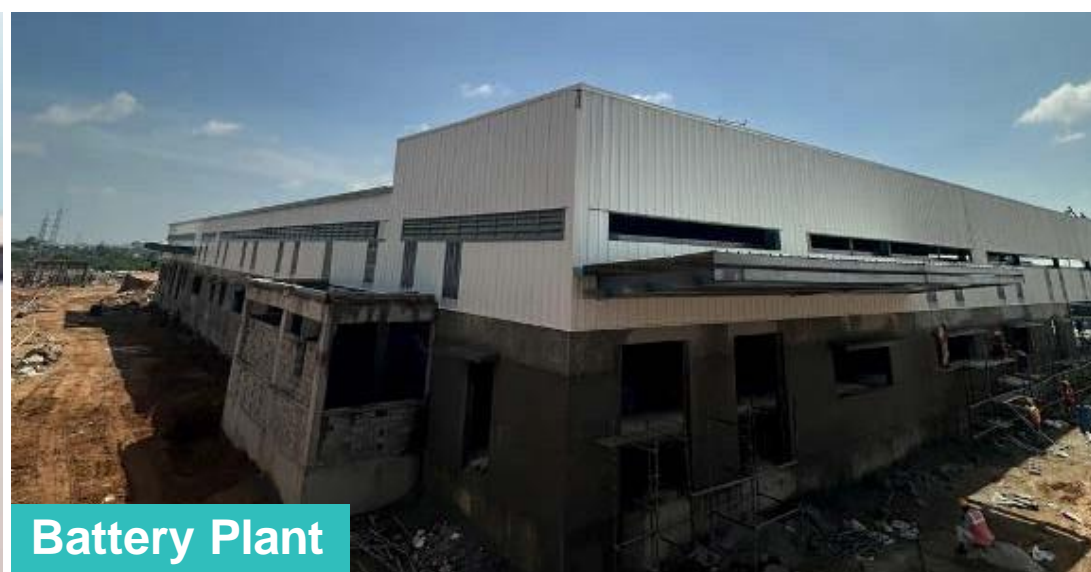
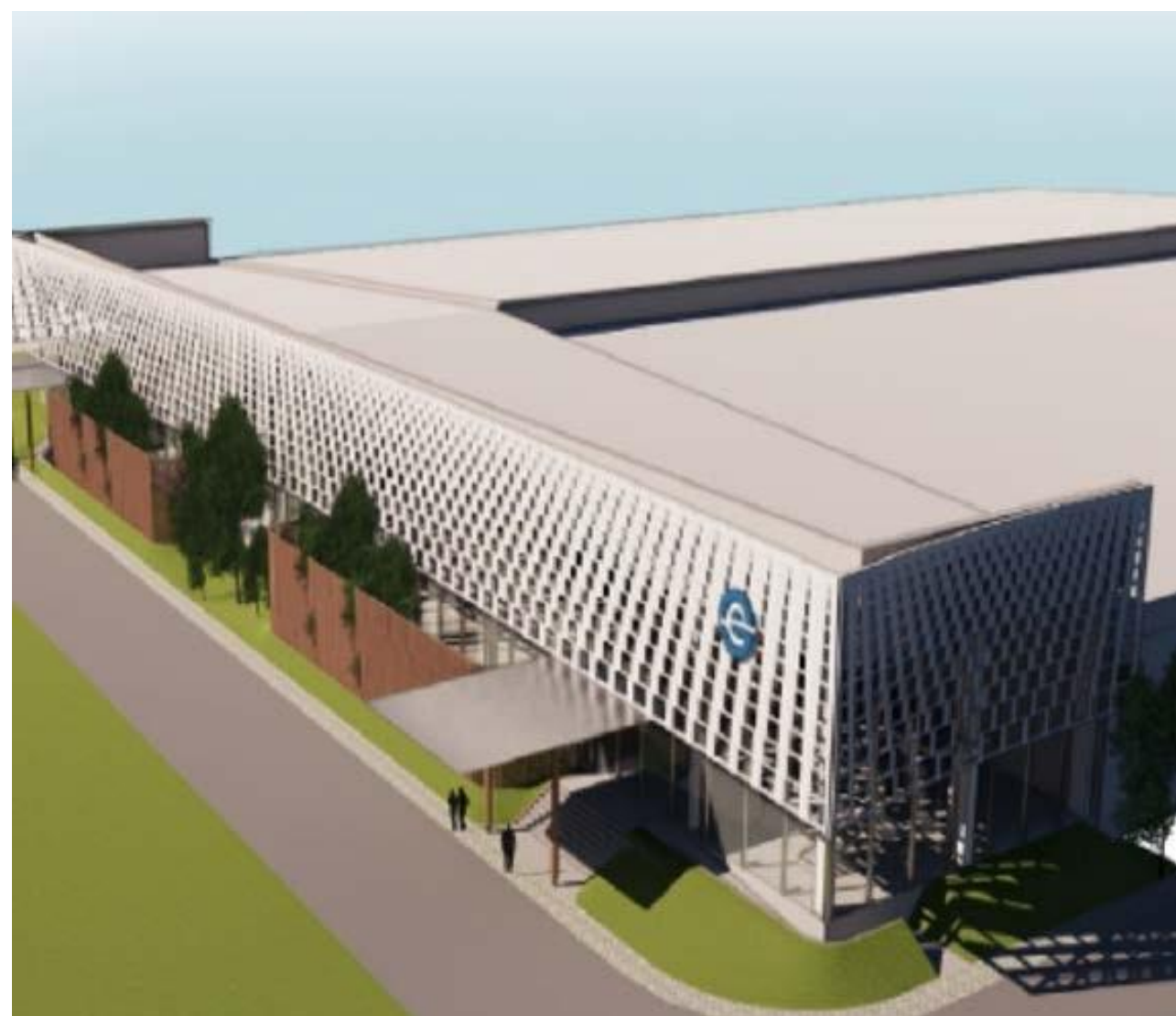
Particulars	Original cost as per the Offer Document	For the period ended March 31, 2024(B)	During the Q1 of FY 2024-25 (C)	Total amount utilised till period ended June 30, 2024 (D)=(B)+(C)	Unutilised amount (E) = (A)-(D)
Part financing of the cost towards setting up production/assembly lines at the planned manufacturing facility at Telangana	151.47	17.80	8.48	26.28	125.19
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	7.96
General Corporate Purpose	60.36	13.50	-	13.50	46.86
Offer related expenses	28.87	22.06	2.27	24.33	4.54
Total	400.00	103.66	12.79	116.45	283.55

*All amounts as of June 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

Hyderabad Plant Updates



Product Type

- EV Charges (AC and DC)
 - Telecom Power Management Systems, Li-ion 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

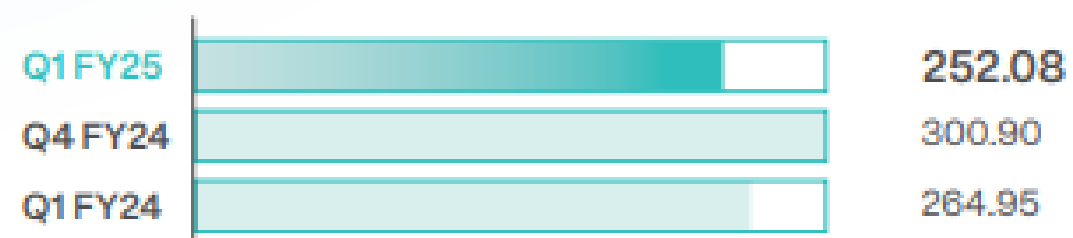
Description	Area in '000' Sq. Ft.
Main Plant (EVSE & Critical Power)	139
Admin & Engineering Centre	42
Battery Plant	59
Common Area	38
Total Built up Area	280

Financial Highlights

Quarterly Highlights

Total Revenue

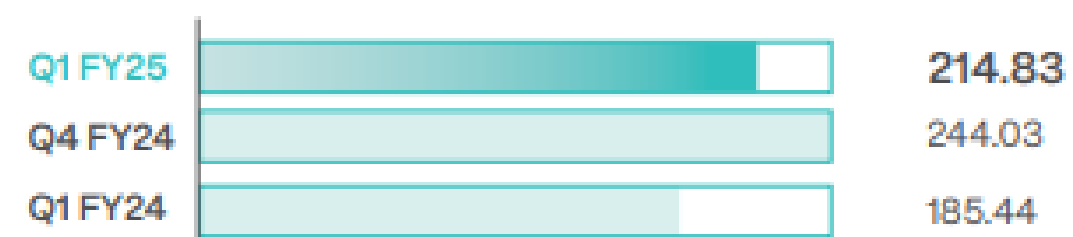
(₹ in Cr)



Revenue

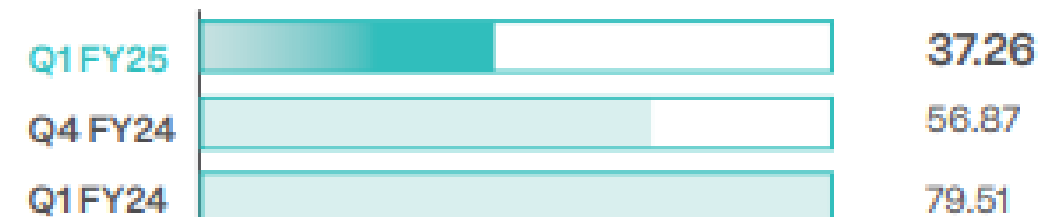
Critical Power

(₹ in Cr)



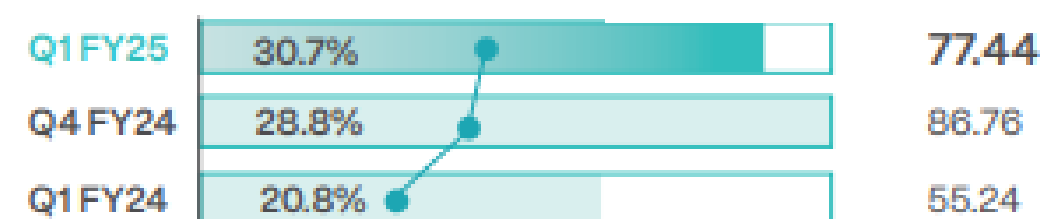
EVSE

(₹ in Cr)



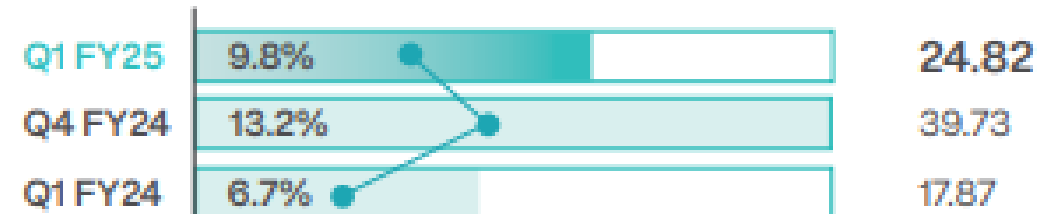
Gross Margin

(₹ in Cr) (in %)



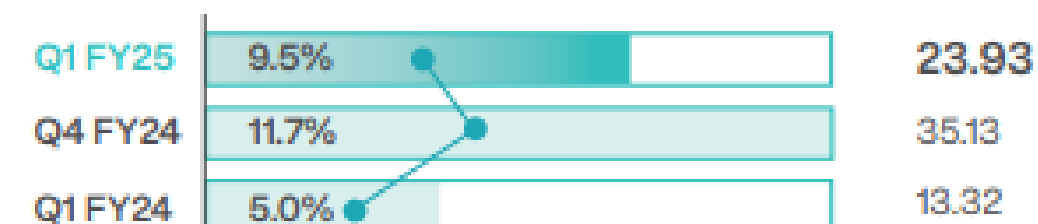
EBITDA

(₹ in Cr) (in %)



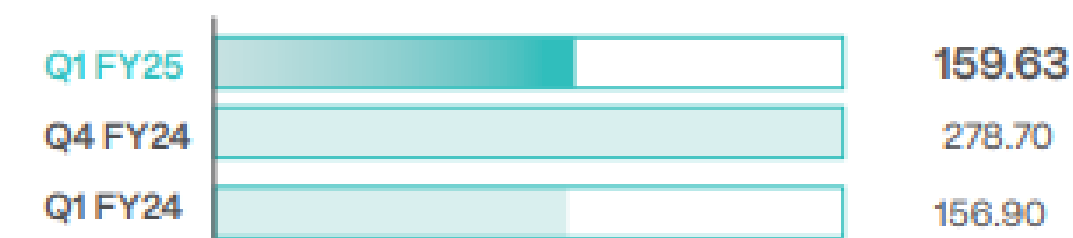
PBT

(₹ in Cr) (in %)



Total Order Received

(₹ in Cr)



Profit and Loss Statement - Consolidated

Particulars Rs Cr	Three months ended	Preceding three months ended	Corresponding three months ended in the previous year	Previous Financial year ended	Change	Change
	June 30, 2024	March 31, 2024	June 30, 2023	March 31, 2024	QoQ(%)	YoY(%)
Revenue from operations	252.1	300.9	265.0	1,019.6	-16.2%	-4.9%
Other Income	7.1	5.0	4.2	18.9	44.1%	69.5%
(A) Total Income	259.2	305.9	269.2	1,038.5	-15.2%	-3.7%
Cost of Goods Sold	174.6	214.1	209.7	746.6	-18.4%	-16.7%
Employee Cost	23.0	20.8	17.2	75.9	10.4%	33.8%
Finance Costs	3.0	4.2	4.6	19.2	-28.5%	-34.6%
Depreciation and Amortization Expenses	5.0	5.3	4.1	18.6	-5.8%	21.4%
Other Expenses	29.6	26.2	20.2	85.0	13.0%	46.7%
(B) Total Expenses	235.3	270.7	255.8	945.3	-13.1%	-8.0%
Profit/(loss) before tax from continuing operations (C) [A-B]	23.9	35.1	13.3	93.2	-31.9%	79.7%
(D) Tax Expenses	5.7	7.7	3.7	29.3	-25.7%	54.5%
(E) Profit/(Loss) for the year from continuing operations [C-D]	18.2	27.5	9.6	63.9	-33.6%	89.3%
Other Comprehensive Income (OCI) (After Tax)	0.3	(7.0)	0.5	1.4	-104.1%	-35.6%
Total Comprehensive Income for the period/year (XI+XII)	18.5	20.4	10.1	65.3	-9.2%	83.7%
Earnings per equity share						
Basic	1.51	2.88	1.05	6.70	-47.6%	44.0%
Diluted	1.50	2.88	1.05	6.70	-48.0%	42.9%

Profit and Loss Statement - Segment Results Consolidated

Particulars Rs Cr	Three months ended	Preceding three months ended	Corresponding three months ended in the previous year	Previous Financial year ended	Change	Change
	June 30, 2024	March 31, 2024	June 30, 2023	March 31, 2024	QoQ(%)	YoY(%)
1. Segment Revenue						
a. Critical Power	214.8	244.0	185.4	776.2	-12.0%	15.8%
b. EV Charger	37.3	56.9	79.5	243.4	-34.5%	-53.1%
Revenue from Operations	252.1	300.9	265.0	1,019.6	-16.2%	-4.9%
2. Segment Results - Profit /(Loss) before tax and interest from each segment						
a. Critical Power	30.0	26.1	7.5	75.7	14.7%	298.5%
b. EV Charger	(3.0)	6.7	11.8	33.6	-144.8%	-125.4%
Total	27.0	32.9	19.4	109.3	-17.9%	39.2%
Less:						
i. Interest	3.0	4.2	4.6	19.2	-28.5%	-34.6%
ii. Other un-allocable expenditure net off	-	(7.2)	1.4	(3.8)	-100.0%	-100.0%
iii Un-allocable income	-	0.7	(0.0)	0.7	-100.0%	-100.0%
Total Profit before Tax (A)	23.9	35.1	13.3	93.2	-31.9%	79.7%
3. Segment Assets						
a. Critical Power	913.8	770.2	470.4	770.2	18.6%	94.2%
b. EV Charger	188.1	242.3	181.6	242.3	-22.4%	3.6%
c. Unallocated	-	-	-	-		
Total	1,101.9	1,012.6	652.1	1,012.6	8.8%	69.0%
4. Segment Liabilities						
a. Critical Power	276.5	227.6	246.4	227.6	21.5%	12.2%
b. EV Charger	84.9	63.4	155.2	63.4	33.9%	-45.3%
c. Unallocated	-	-	-	-		
Total	361.5	291.0	401.6	291.0	24.2%	-10.0%

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
Gidwan

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 Charger

Product Portfolio

A diversified porffolio 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

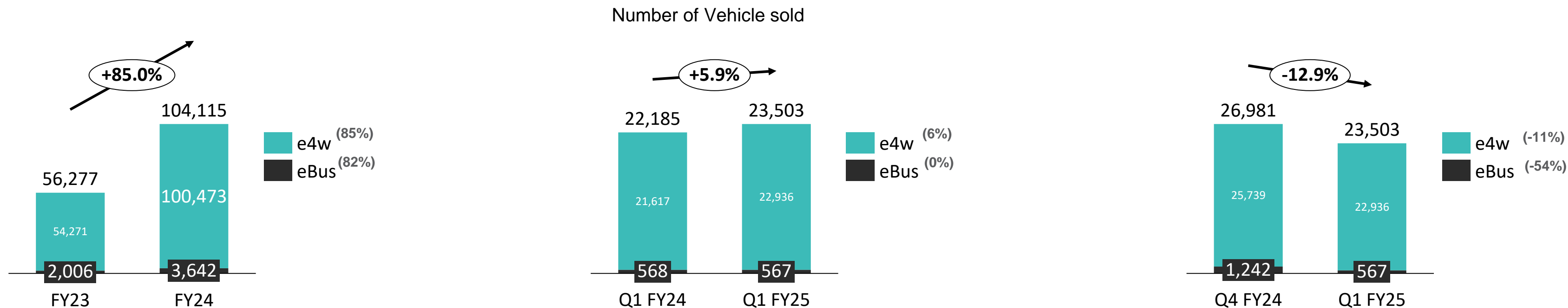


Charging Power	DC 60-240 kW
Application	Destination / Highways / Fleets



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

EV Charger – Q1'25 Industry outlook



While EV sales momentum is currently weak across all categories, the long-term outlook remains positive.

Key Reasons

- Removal of FAME II subsidy from April 24 in 4 wheeler (fleet) has result in low demand in Q1 of current FY
- Anticipation of new car launches in Q2 has resulted in slowdown in demand in Q1.
- Slowdown of expansion by CPO's due to low utilization
- High inventory levels
- Anticipated changes in EV policy in Q2

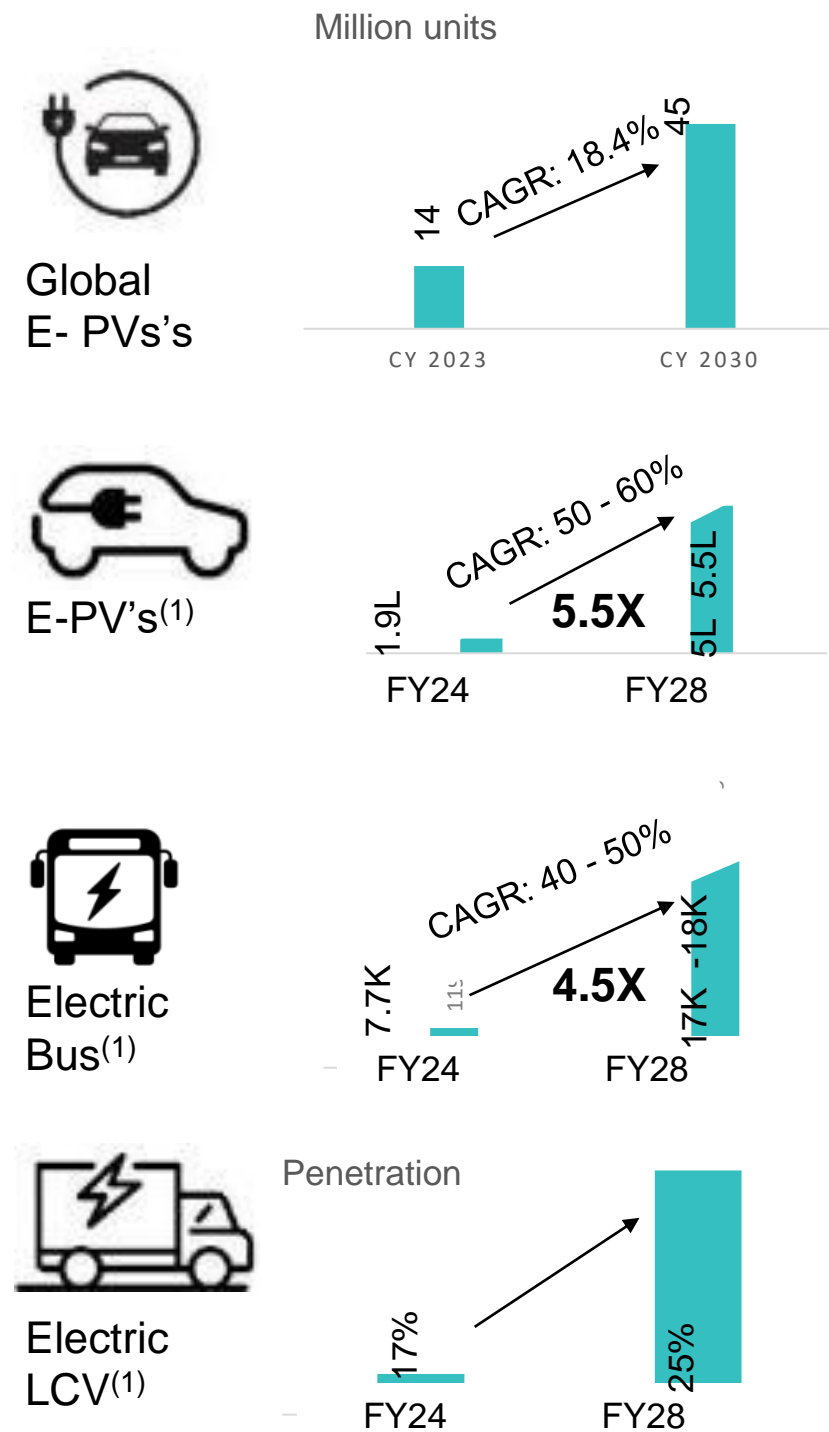


Impacting the EV charger market

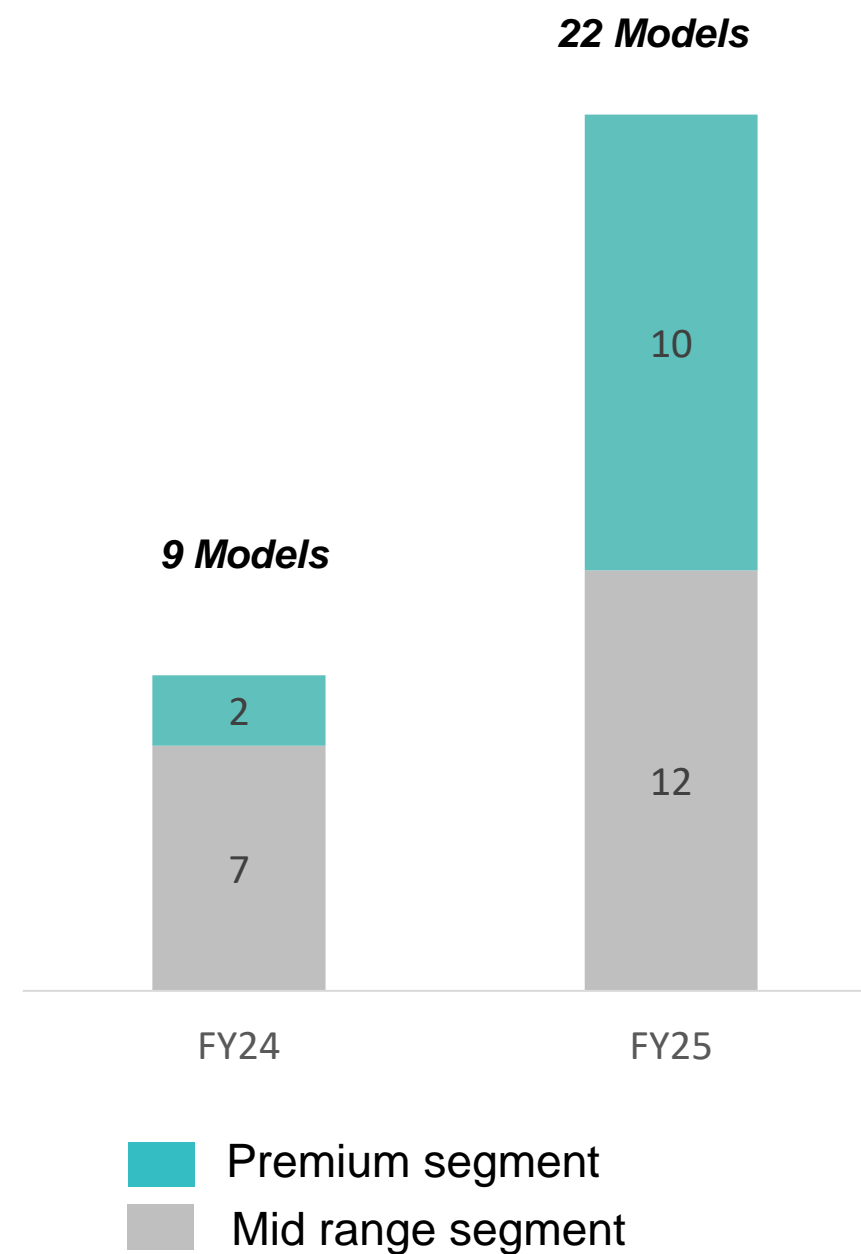
- Lower investment in EV charging infrastructure in Q1
- Overall decrease in home charger sales
- Delayed decision for Charger ordering by CPO's
- Sluggish in charger demand in Bus segment.
- High Inventory holding at CPO's impacting fresh ordering

EV Charger – Positive Long Term Outlook

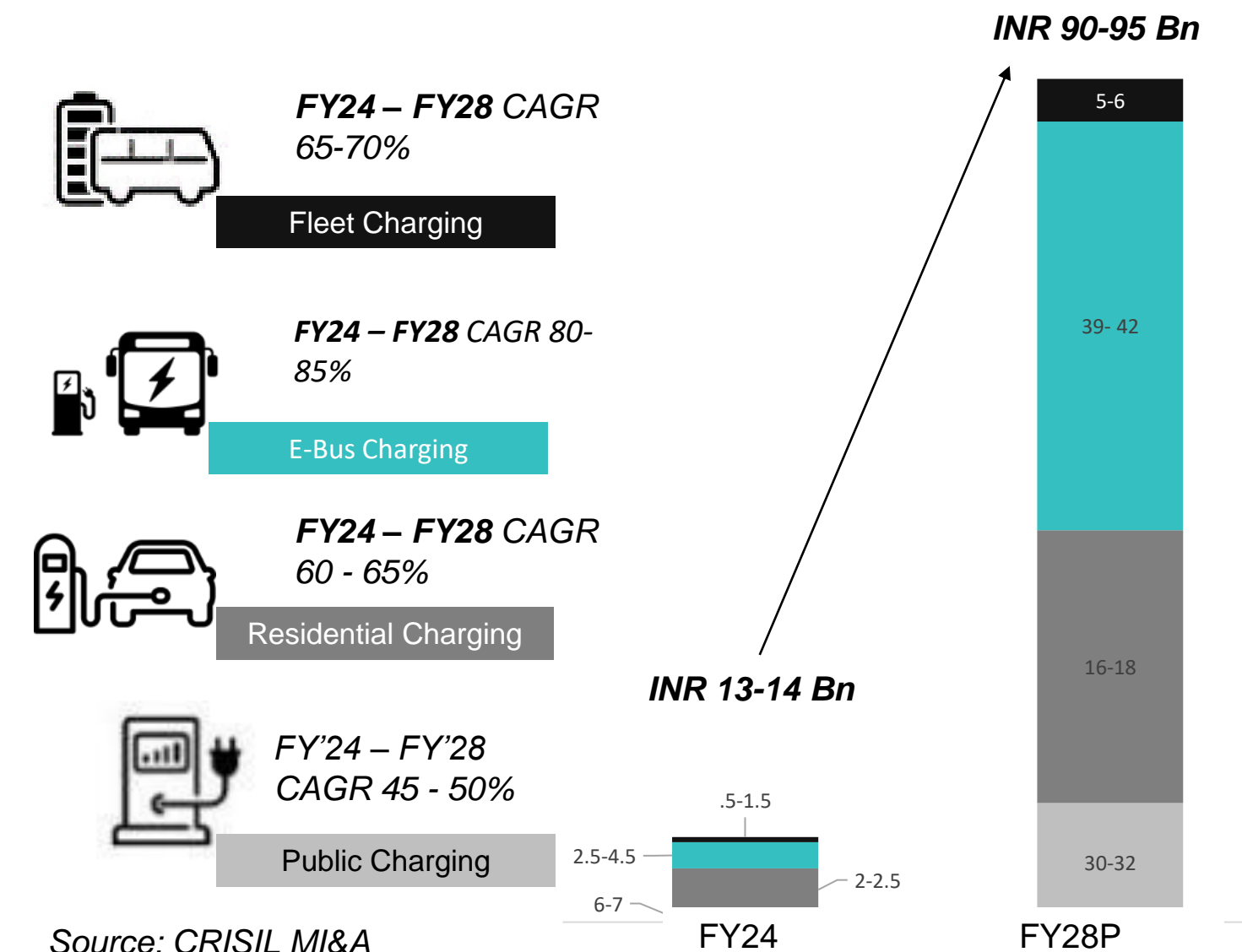
Global and domestic EV Trends⁽²⁾



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

New Product Launch June'24: Distributed Chargers

Distributed Chargers becoming first choice for customers for car parks and bus depots



- Ideal usage at Car Parks, Fleet Hubs & Bus Depots
- Key Features:
 - Smart Power Distribution
 - High Power Charging, Flexible Distribution at the same time
- Potential Customers & Rationale
 - Charge Point Operators, Bus Operators
 - Improved utilization
 - Optimized CAPEX and OPEX
 - Reduced area requirement for installation

Received positive response for Distributed chargers across 10+ sites

EV Business Initiatives

Initiatives



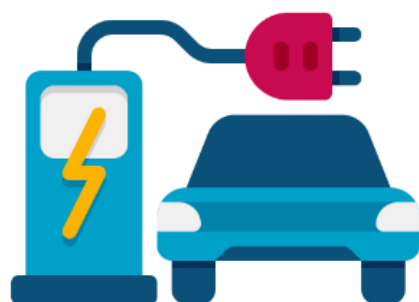
Distributor Model



D2C Channel



Collaboration with EMSP



Key Customer Additions

Details & Impact

- Onboarded 4 Distributors in Q1 in 4 key states with more in pipeline
- **Impact: Aim to have high single digit % of monthly sales based on Distributors**

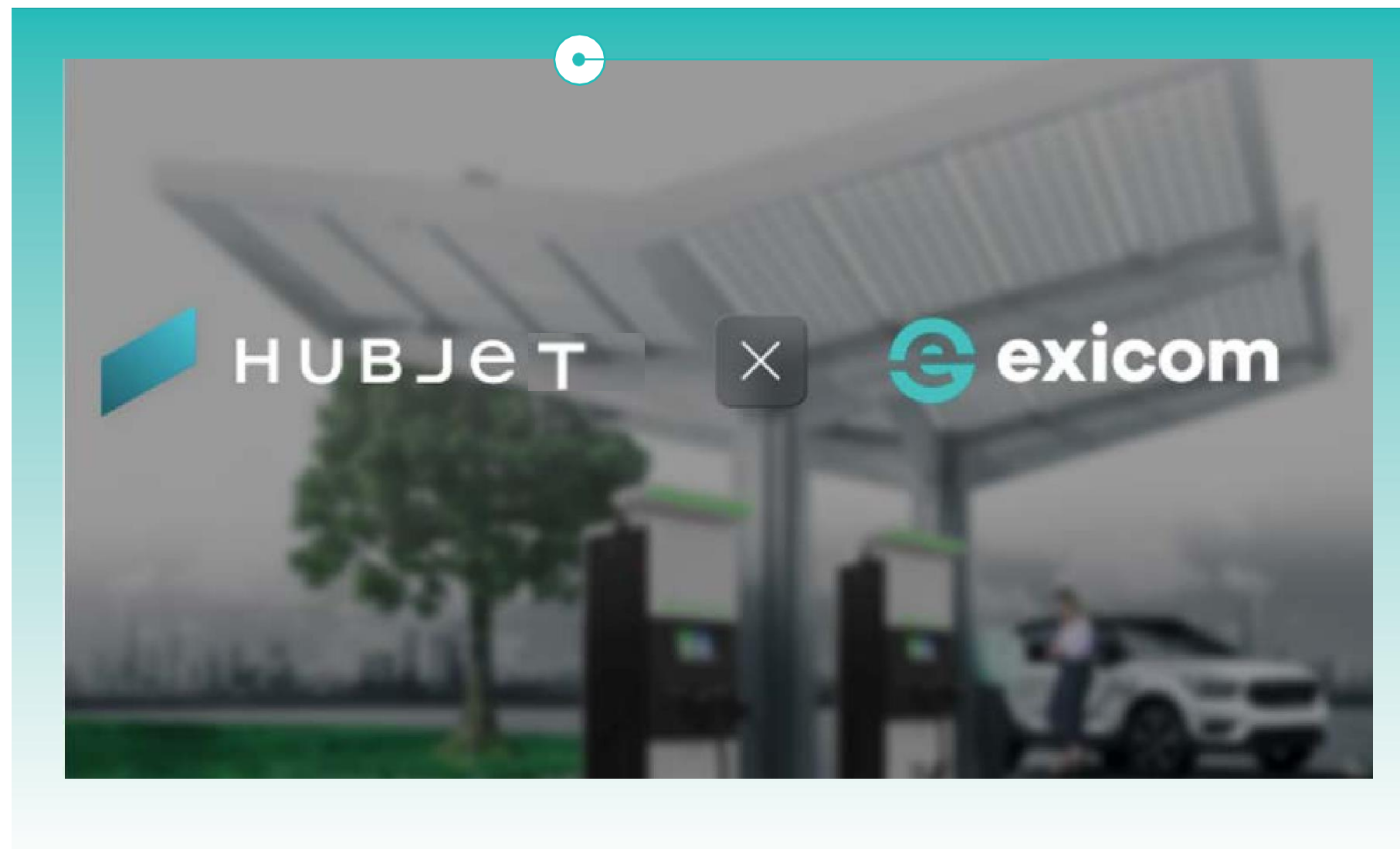
- Plan to sell AC chargers through leading E-commerce platform
- **Impact: Will help in developing strong base for D2C business for future**

- Working with Leading EMSP to drive sales primarily in residential & office spaces
- **Impact: Give combined SW+HW solutions to home/commercial spaces**

1. Bagged an order of supply AC chargers to a leading EV car OEM (100% share of business)
2. Bagged pilot order for newly launched distributed chargers
3. 4 New CPOs onboarded
4. Continued order inflow from existing customers (CPOs & OEMs) – **Expected to show an uptick in view of fresh budget allocation & liquidation of existing inventory from Q2 onwards**

Strategic Partnership with Hubjet

International partnerships



Background

- We have partnered with Hubjet to implement their propriety solutions of Intercharge and Plug and Charge. The strategic partnership between Hubjet and Exicom aims to fuel further growth in India's booming EV market.
- Hubjet has created the world's largest e-Roaming EV charging network, connecting over 725,000 charging points and 2,250 B2B partners across 63 countries and four continents. They have also implemented Plug & Charge with 32 EV OEMs using ISO15118-2 and ISO15118-20

Solution

- Intercharge e-roaming solution addresses current concerns in peer to peer roaming which includes contracts with multiple CPOs, data privacy, inconsistent user interfaces, seamless interoperability. It provides hassle-free, reliable & consistent user experience through security certificate interchanges ensuring high data privacy.
- Plug & Charge addresses compatibility issues, security and privacy, initial setup complexity faced in Auto-charge by ensuring deep integration with EV OEM, EV Charger OEM, EMSP and CPO. Additionally, it assures seamless first time authentication with minimum clicks in a secure way safeguarding data privacy on any compatible CPO network.

New Market Expansion with Strategic Marketing Activation

3rd Position

In Terms Of Customer Engagement Over The Digital Platform
GLOBALLY and reached out to more then
8 lakh TG* in Q1

Digital Marketing Campaign

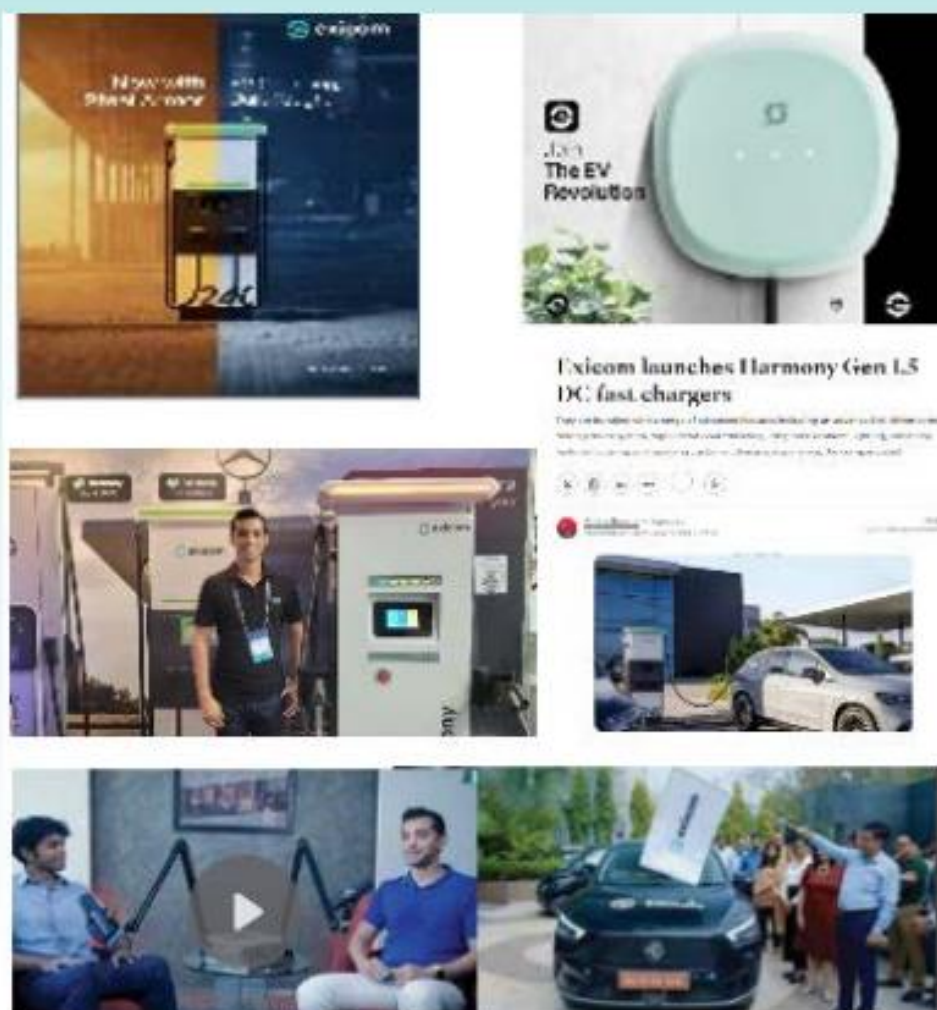
Spin Air / Harmony Gen 1.5 fastest DC Chargers / Spin Mobile application download.

6 Experiential Brand Engagement

Marketing Initiatives PR stories, Exicom mindshare is 27.36% source – meltwater in Q1 this includes all media stories Harmony Gen1.5 / Partnership Hsubject / Nordic EV Show.

Supporting

Drive to Educate' Eco-friendly Journey 8000+ kilometres. 60 days. 15+ universities. ZERO tailpipe emissions with this route plan on the MG ZS EV Electric car. This is the final journey.



Accolades and Industry Engagement

Electricon 2024

Outstanding Work
in the EV Charging
Space 2024

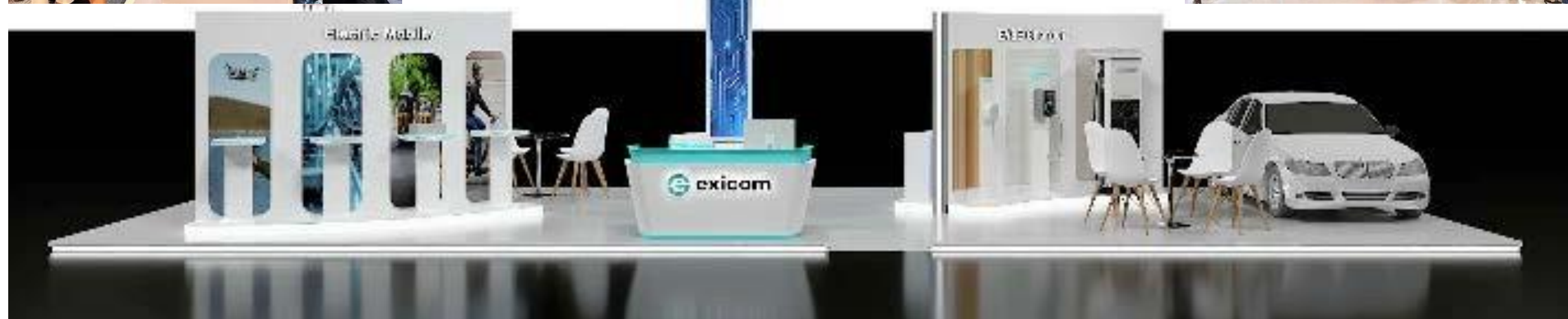


India Energy Storage Week (IESW) 2024

Technology Innovation
of The Year For Energy
Storage Telecom



Company of the
year for EV Charging
infrastructure



Abu Dhabi – EVIS 2024



Nordic Summit 2024



Indonesia -Perikindo Electric Show 2024

Critical Power Business

Applications	Building Blocks	Modular AC – DC Power Converters + System Controllers			BMS		Flexibility
<ul style="list-style-type: none"> Telecom Switching Centers Base station sites, Shared sites Data Centre Renewable hybrid sites Small cell site/Wi-Fi/Broadband Site 	End Products						Small to Large Power Systems (20A to 3000A)
Specific Features	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, 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	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 Update

Project	Project Outline	Products Used	Addressable Market	Exicom's Position
Bharat-Net III - Mid Mile Connectivity	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	~2,000 Cr (FY'25-FY'27)	Because of local battery mfg, T-Sec approved products; Exicom stands good chance for SOB with leading SI's
BSNL Uncovered Village Project	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	~360 Cr TAM for FY'25-26	Continued Project. Having maintained a significant SOB in FY'24. Customers appreciate Exicom Offering and Exicom is positioned well to get max. SOB
PSU Tenders for SMPS & Battery Tender	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	~250 Cr TAM for FY'25-26	Having good record of previous tender wins, TSec approved products, ongoing value engineering will help Exicom to gain SOB
Telco Infra & Opco Companies - Li-ion Battery & SMPS	Upgrading the existing Infra with Power System & Lib for new and existing Sites.	Li-ion Batteries, Hybrid & Power Systems	~800 Cr TAM for FY'25-26	Exicom won a significant SOB in FY'24, and for FY'25, we are poised for continued success.

Tender happened on 5th July and finalization to happen after 2-3 months

Exicom continued to work with various SI's to supply major SOB in Q1 for this project

Exicom supplied +100mWh Li-ion batteries in Q1



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

New Applications & Customer Addition for Critical Power Products



Power Convertors are being used in Battery Swapping Stations



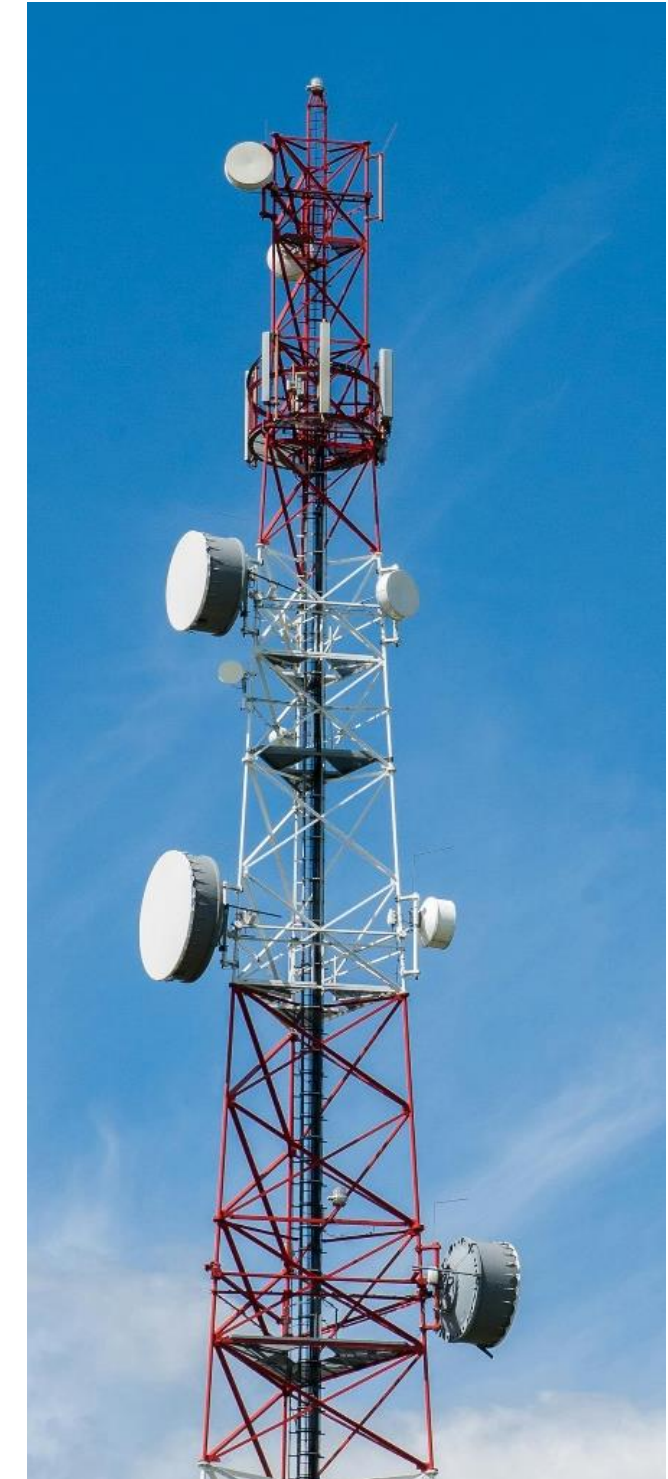
Power Convertors are being used for fast charging application in 2W



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



Pilot orders received from companies for data centre battery applications

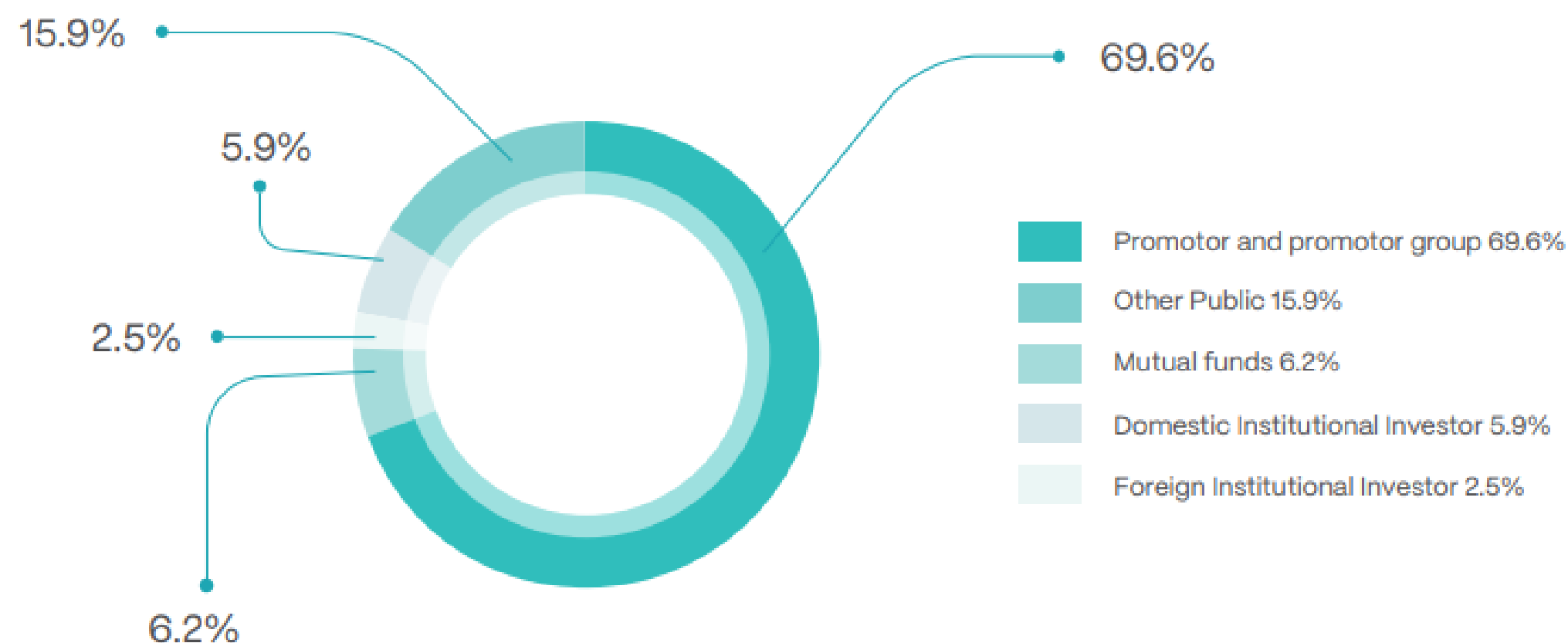


Received approval from Tower company in Africa (realization of sales in FY26)

Won order from major Telco in Vietnam

Shareholding Pattern and Credit Rating

Shareholding Pattern



Shareholding pattern as on 30 th June, 2024	
Category	No of shares
Promotor and promotor group	84,056,808
Mutual funds	7,441,450
Foreign Institutional Investor	3,049,401
Domestic Institutional Investor	7,115,601
Other Public	19,161,241
Total	120,824,501

Credit Rating

CARE BBB+; Stable (68.00 Cr)
(Triple B Plus; Outlook: Stable)

Long-Term Bank Facilities

CARE BBB+; Stable/ CARE A2 (45.00 Cr)
(Triple B Plus; Outlook: Stable/ A (Two))

Long-Term / Short-Term Bank Facilities

CARE A2 (40.00 Cr)
(A Two)

Short-Term Bank Facilities

*Source - CareRating, April 2024



Thank You