



Exicom Tele-Systems Limited
Plot No. 38, Institutional Area, Sector-32,
Gurugram, Haryana - 122 001, India
Tel : 0124 - 6651200

Date: May 28, 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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Ref: SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2018

Subject: KEY PERFORMANCE INDICATORS FOR THE FINANCIAL YEAR 2023-24

Dear Sir(s) / Madam,

In terms of Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, we wish to inform that the Audit Committee, at its meeting held today, has, inter-alia considered and approved the Key Performance Indicators for the financial year 2023-24.

Please note that this Intimation is also available on the website of the Company www.exicom.in

This is for your information and records.

Thanking you

Yours faithfully

For Exicom Tele-systems Limited

Digitally signed
by SANGEETA
KARNATAK
Date: 2024.05.28
20:18:46 +05'30'

Sangeeta Karnatak
Company Secretary & Compliance Officer
Membership No.: 25216

Enclosed: As stated

Key performance indicators (“KPIs”)

S.No.	Particulars	2024
1	Revenue from operations (₹ Lakhs)	1,01,959.8
2	<i>Growth in revenue from operations (%)</i>	44.0%
3	Gross profit (₹ Lakhs)	27,297.7
4	<i>Gross profit margin (%)</i>	26.8%
5	EBITDA (₹ Lakhs)	11,208.5
6	<i>EBITDA Margin (%)</i>	11.0%
7	EBIT (₹ Lakhs)	9,353.5
8	<i>EBIT Margin (%)</i>	9.2%
9	Profit/(Loss) for the year/period from continuing operations (₹ Lakhs)	6,391.6
10	<i>Profit after tax margin (%)</i>	6.3%
11	<i>RoE (%)</i>	8.9%
12	<i>RoCE (%)</i>	12.8%
13	Revenue from operations (Split between products and services):	
a	Revenue from sale of Products (₹ Lakhs)	95,134.5
b	Revenue from sale of Services (₹ Lakhs)	6,825.3
c	<i>Revenue from sale of Products (%)</i>	93.3%
d	<i>Revenue from sale of Services (%)</i>	6.7%
14	<u>Revenue from operations (Split between our segments):</u>	
i	Revenue from Critical Power (₹ Lakhs)	77,623.2
ii	Revenue from EV Charger (₹ Lakhs)	24,336.6
iii	<i>Revenue from Critical Power (%)</i>	76.1%
iv	<i>Revenue from EV Charger (%)</i>	23.9%
15	<u>Order received during the year/period:</u>	
i	Critical Power (₹ Lakhs)	80,837
ii	EV Charger (₹ Lakhs)	29,784
16	Order backlog (₹ Lakhs)	35,840

1. *Revenue from Operations means the revenue from operations as appearing in the Consolidated Financial Information*
2. *Growth in revenue from operations (%) is calculated as a percentage of revenue from operations of the relevant period/year minus Revenue from Operations of the preceding period/year, divided by revenue from operations of the preceding period/year.*
3. *Gross profit is calculated as revenue from operations less cost of materials consumed, purchases of stock-in-trade, manufacturing expenses and changes in inventories of finished goods, goods for re-trade and work-in-progress.*
4. *Gross Profit Margin refers to the percentage margin derived by dividing gross profit by revenue from operations.*
5. *EBITDA is calculated as profit / (loss) for the period / year, plus total tax expense (credit) for the period / year, finance costs and depreciation and amortization expenses, excluding other Income.*
6. *EBITDA Margin (%) is computed as EBITDA divided by revenue from operations.*
7. *EBIT is calculated as profit / (loss) for the period / year plus total tax expense / (credit) plus finance costs, excluding other Income.*
8. *EBIT Margin (%) is computed as EBIT divided by revenue from operations, excluding other Income.*
9. *Profit after Tax means profit / (loss) for the year from continuing operations as appearing in the Restated Consolidated Financial Information.*
10. *Profit after Tax Margin refers to the percentage margin derived by dividing profit after tax by revenue from operations.*
11. *Return on Equity refers to the profit for the year/period attributable to equity shareholders of our Company divided by total Equity for the year/period. Not annualized for six month periods ended September 30, 2023 and September 30, 2022.*
12. *Return on Capital Employed is calculated as earnings before interest and tax divided by Capital Employed. Earnings before interest and tax is calculated as profit / (loss) for the period / year plus total tax expense / (credit) plus finance costs excluding other income. Capital Employed is calculated as total equity plus total borrowings minus intangible assets. Not annualized for six month periods ended September 30, 2023 and September 30, 2022.*

13. *Revenue from operations split between Products and services. Percentage of revenue (%) from products is calculated as revenue from sale of products divided by total revenue from operations. Percentage of revenue (%) from services is calculated as revenue from sale of services divided by total revenue from operations.*
14. *Revenue from operations split between our two segments i.e Critical Power segment and EV charger segment. Percentage of revenue (%) from critical power is calculated as revenue from operation from critical power segment divided by total revenue from operation. Percentage of revenue (%) from EV Charger is calculated as revenue from sale of products and services from EV Charger segment divided by total revenue from operations.*
15. *Order received during the year/period means the number of orders received during the relevant financial year/period, between segments.*
16. *Order backlog means Order book outstanding as at the end of the relevant financial year/period.*