Pace Digitek Limited
(Formerly Known as Pace Digitek Private Limited)
Regd. Office: Plot No. V-12, Industrial Estate,
Kumbalgodu, Mysore Highway, Bangalore - 560 074.
T : +91 80 29547792 / 94 / 95 / 96.
E : info@pacedigitek.com
w : www.pacedigitek.com
CIN-L31909KA2007PLC041949

Ref No: PDL/2026-27/Q03_15

Date: October 31, 2026

BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai – 400001 **Scrip Code – 544550**	**National Stock Exchange of India Ltd** Exchange Plaza, C-1, Block G Bandra Kurla Complex, Bandra (E) Mumbai – 400051 **Symbol – PACEDIGITK**

Dear Sir/Madam,

Sub: Investors' Presentation on the Financial Results for the Quarter and Half year ended September 30, 2026 pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Further to our intimation regarding the **Consolidated and Standalone Unaudited Financial Results** for the **Quarter and Half year ended September 30, 2026** and pursuant to **Regulation 30** of the of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of the **Investor Presentation** in connection with the aforesaid Financial Results.

The same has also been uploaded on the Company's website which may be viewed at https://www.pacedigitek.com

You are requested to take the above information on records.

Thanking You,

For PACE DIGITEK LIMITED
[Formerly known as Pace Digitek Private Limited]

Meghana Manchaiah Purushotham
Digitally signed by Meghana Manchaiah Purushotham
Date: 2026.10.31 20:49:25 +05'30'

Meghana M P
Company Secretary and Compliance Officer
Membership No: A42534

Add: Plot No. V-12, Industrial Estate, Kumbalgodu,
Mysore Highway, Bangalore - 560 074.

Telecom & ICT

Energy

PACE DIGITEK

Earnings Presentation

Q2 and H1 FY2027

Pace Digitek Ltd.

Our Business Model & Operating Scale

Energy Solutions

Across products, project execution, asset ownership and lifecycle services

01 BESS Manufacturing & Products
BESS containers, PCS,
BMS and EMS integration

02 EPC & Project Execution
Supply, installation
and commissioning

03 BOO / Asset Ownership
Development, ownership & operation
of contracted storage assets

04 Long-term O&M
Long-term asset operations and
performance management

Operational Highlights

5 GWh	1.8 GWh +	1 GWh +	5 → 10 GWh
Operational BESS Manufacturing Capacity	Cumulative BESS Delivered	Cumulative BESS Commissioned	Targeted Total BESS Manufacturing Capacity by December 2026

Telecom & ICT

Integrated, end-to-end infrastructure solutions

01 **Manufacturing & Products:** Telecom power systems and allied equipment

02 **Projects:** Towers, power systems, OFC and ICT networks

03 **Services:** Network operations, maintenance and lifecycle support

Operational Highlights

30,000+	8,000+
Telecom sites execution experience	BSNL 4G sites deployment completed

FY2027 YTD Performance At Glance

01 H1 FY27 Results Snapshot

Revenue from Operations
Rs. 13,635 Mn
▲51.4% YoY

EBITDA
Rs. 2,447 Mn
▲ 40.5% YoY | Margin: 17.9%

PAT
Rs. 1,598 Mn
▲ 30.4% YoY | Margin: 11.7%

02 Balance Sheet & Returns

Net Debt / Equity
0.35x

ROCE
12.6%

ROE
13.2%

03 Operational Highlights

BESS Commissioned	875 MWh
BESS Manufacturing Output in H1 FY27	844 MWh
Expanded Manufacturing Capacity to 5 GWh in H1 FY27	2.5 → 5 GWh
H1 FY27 Order Inflows	Rs. 24,374 mn

04 Order Book & Segment Revenue

Executable Order Book
Rs. 107,353 Mn
(As at 30 Sep 2026)

Energy
Rs. 85,277 mn
79.4%

Telecom & ICT
Rs. 22,080 mn
20.6%

H1 FY2027 Revenue
Rs 13,635 Mn

Energy
Rs. 10,876 mn
79.8%

Telecom & ICT
Rs. 2,759 mn
20.2%

Business Updates and Order Wins

Structural Demand Drivers

- **CTUIL BESS Connectivity Advisory (October 2026)**
  - Prescribes a 4-hour minimum storage duration for Non-RoFR applications and standalone BESS at RE pooling stations, versus 2-hours for eligible RoFR applications, potentially doubling storage capacity requirements per MW for applicable projects
- **Green Energy Corridor Phase-III (Sep 2026)**
  - Enables evacuation of up to 135 GW of renewable energy and supports 50 GWh of BESS deployment, backed by a Rs. 50,000 crore allocation
  - Expands the addressable market for transmission-linked BESS, EPC and associated infrastructure
- **CEA Draft BESS Requirement for Solar & Wind (Sep 2026)**
  - 2-hour co-located BESS equivalent to 10% of plant capacity for projects commissioned after Jul-27 and rises to 4 hours for projects commissioned from July-29 to Jun-31
- **Phase II Rs. 5,400 Crore BESS VGF Scheme (May 2026)**
  - Supports 30 GWh of new standalone BESS capacity: 25 GWh across 15 States and 5 GWh allocated to NTPC
- **20% Domestic Content Requirement for VGF-Supported BESS Projects (Dec 2025)**

Expands Opportunities in BESS Value Chain Driven by

Renewable integration | Localization requirements | Govt -backed storage deployment

FY2027 YTD Order Inflows | Rs. 24,375 mn

Energy Solutions | Rs. 21,727 mn

01 **NLC India -** BESS EPC (250 MW / 500 MWh): Rs. 7,099 mn

02 **DVC -** BESS EPC (250 MW / 500 MWh): Rs. 7,020 mn

03 **BSES Rajdhani Power -** BESS BOOT (57.5 MW / 115 MWh): Rs. 1,794 mn

04 **BESS Supply** (NTPC GE Power Services (NGSL) and Kalpa Power): Total Rs. 5,814 mn

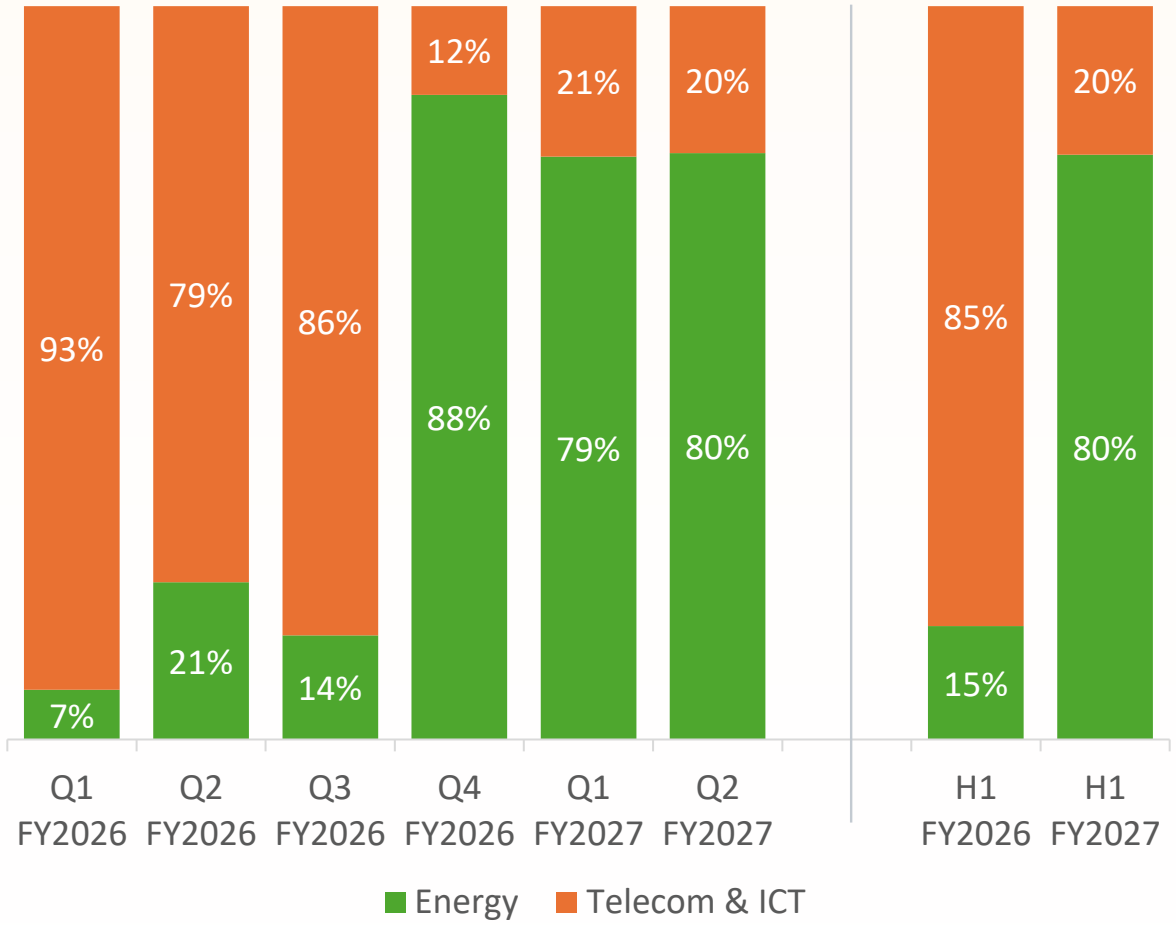
Telecom & ICT | Rs. 2,647 mn

01 **BSNL | BharatNet** OFC EPC : Rs. 2,647 mn

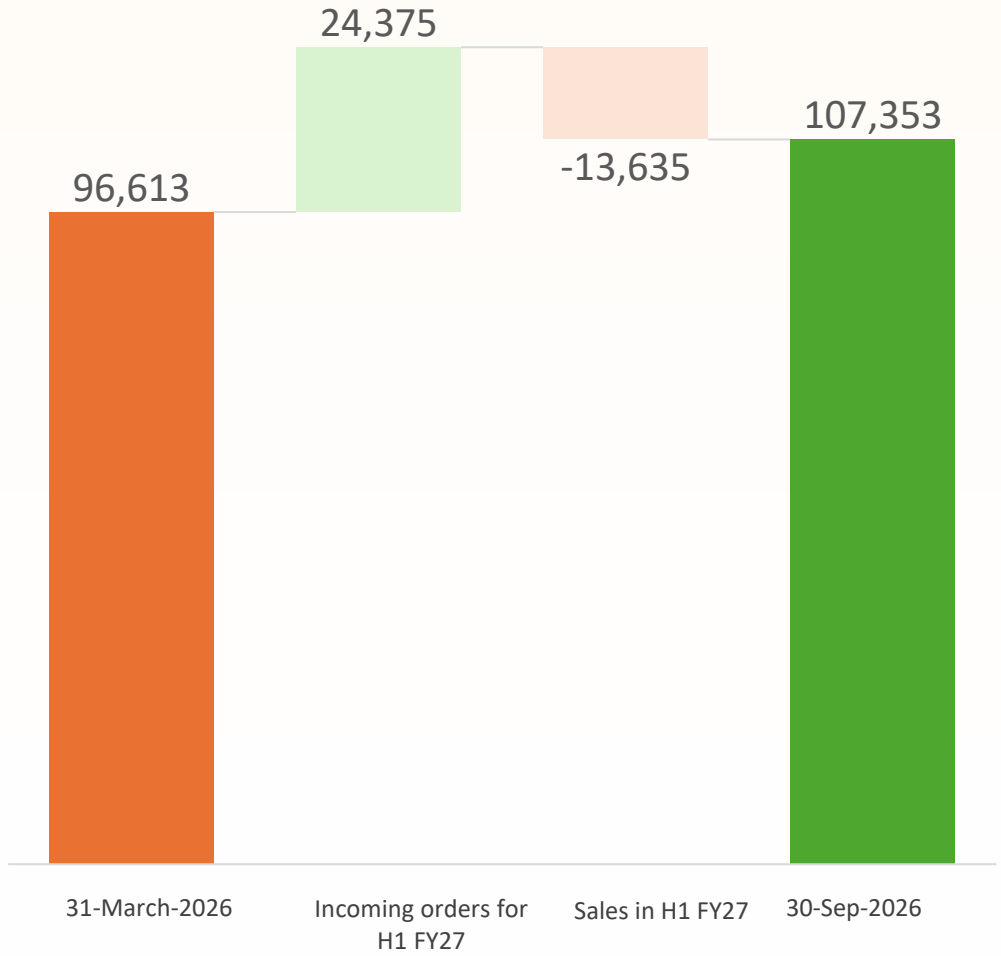
Revenue Mix and Order Book Movement

Revenue Breakdown

Energy contributed 80% of H1 FY27 revenue, reflecting continued execution of BESS and renewable energy projects.

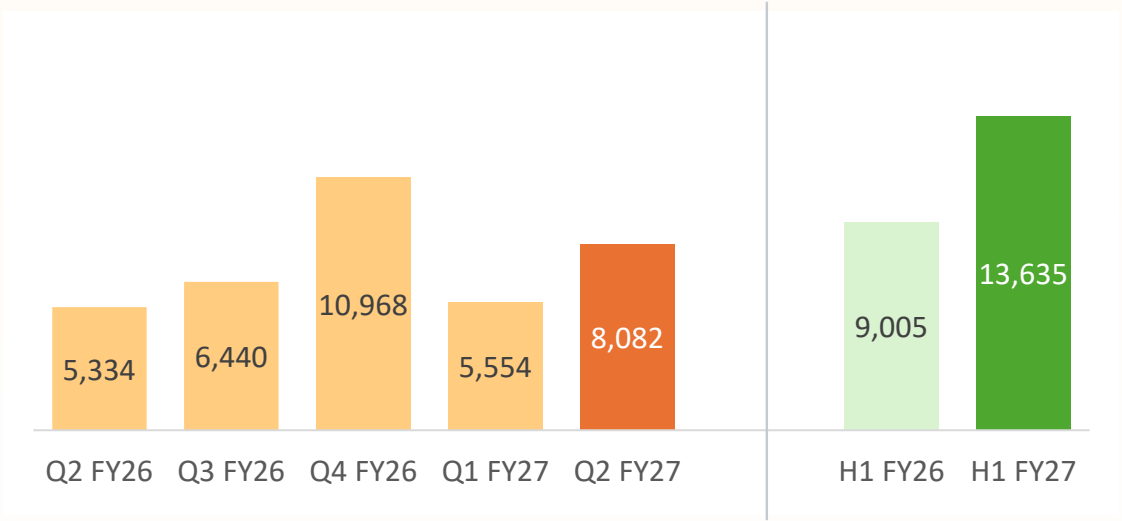


Order Book Movement (Rs. Million)

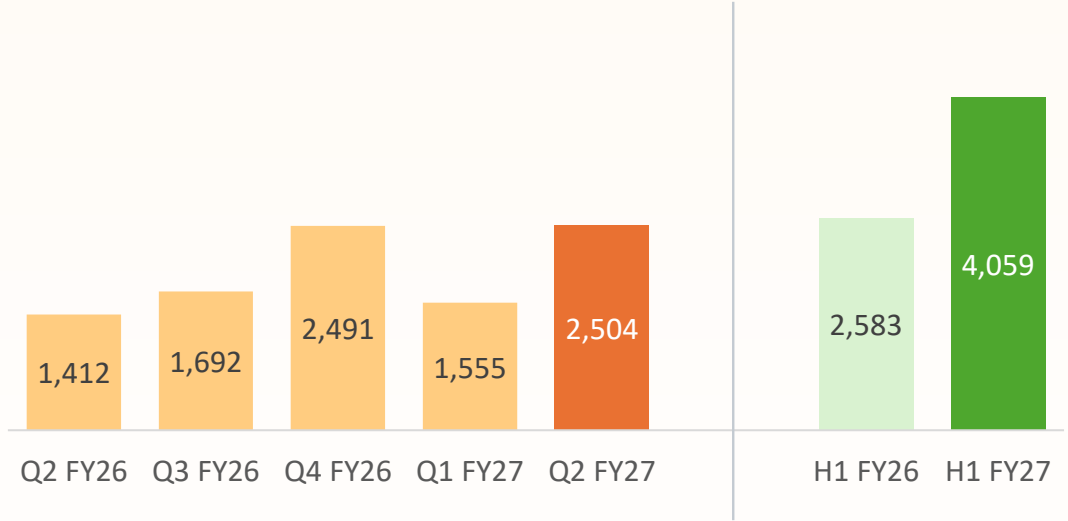


Consolidated Financial Performance Highlights

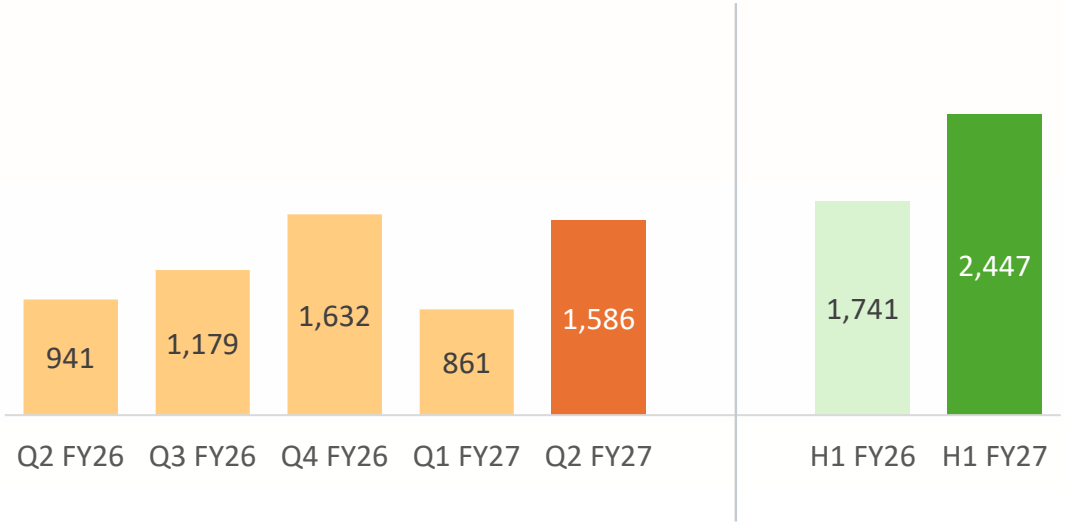
Revenue From Operations (Rs. mn)



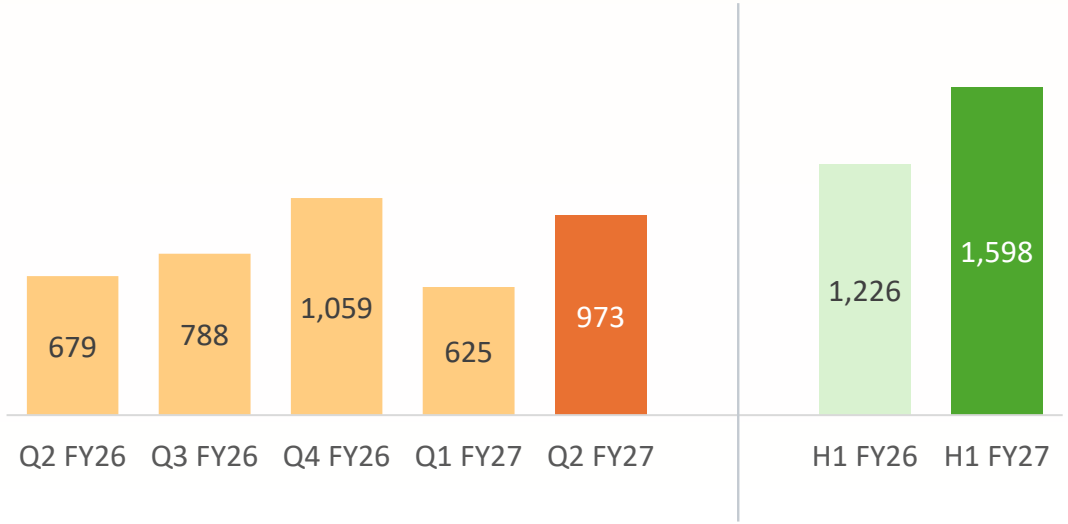
Gross Profit (Rs. Mn)



EBITDA (Rs. Mn)



PAT (Rs. Mn)



Q2 & H1 FY2027 Financial Performance (Consolidated)

Particulars (Rs. Million)	Q2 FY27	Q2 FY26	YoY	Q1 FY27	QoQ	H1 FY27	H1 FY26	YoY
Revenue from operations	8,082	5,334	*51.5%*	5,554	*45.5%*	13,635	9,005	*51.4%*
Gross profit	**2,504**	**1,412**	***77.3%***	**1,555**	***61.0%***	**4,059**	**2,583**	***57.1%***
Gross profit margin	*31.0%*	*26.5%*		*28.0%*		*29.8%*	*28.7%*	
Employee expenses	368	241	*53.2%*	333	*10.8%*	701	438	*60.0%*
Other expenses	550	231	*138.4%*	362	*52.0%*	911	403	*126.0%*
EBITDA	**1,586**	**941**	***68.5%***	**861**	***84.2%***	**2,447**	**1,741**	***40.5%***
EBITDA margin	*19.6%*	*17.6%*		*15.5%*		*17.9%*	*19.3%*	
Depreciation & amortisation	58	21	*179.0%*	44	*31.6%*	103	42	*145.9%*
EBIT	**1,528**	**920**	***66.0%***	**816**	***87.1%***	**2,344**	**1,700**	***37.9%***
EBIT margin	*18.9%*	*17.2%*		*14.7%*		*17.2%*	*18.9%*	
Finance costs	356	65	*444.0%*	283	*25.7%*	640	163	*293.1%*
Other income	132	101	*30.4%*	283	*(53.4)%*	416	158	*163.5%*
PBT	**1,304**	**956**	***36.4%***	**816**	***59.7%***	**2,120**	**1,695**	***25.1%***
PBT margin	*16.1%*	*17.9%*		*14.7%*		*15.5%*	*18.8%*	
Taxes	331	277	*19.2%*	191	*72.9%*	522	469	*11.3%*
PAT	**973**	**679**	***43.3%***	**625**	***55.6%***	**1,598**	**1,226**	***30.4%***
PAT Margin	*12.0%*	*12.7%*		*11.3%*		*11.7%*	*13.6%*	

- Strong revenue growth supported by higher execution across Energy projects, alongside continued contribution from Telecom & ICT projects and O&M operations
- EBITDA margin expanded to 19.6% from 17.6% in Q2 FY26 and 15.5% in Q1 FY27 as result of improved operating profitability alongside higher execution
- Employee expenses increased broadly in line with revenue growth
- Finance costs increased to Rs. 356 million in Q2 FY27 from Rs. 283 million in Q1 FY27, primarily reflecting higher project funding requirements and working capital utilisation

Q2 & H1 FY2027 Financial Performance (Standalone)

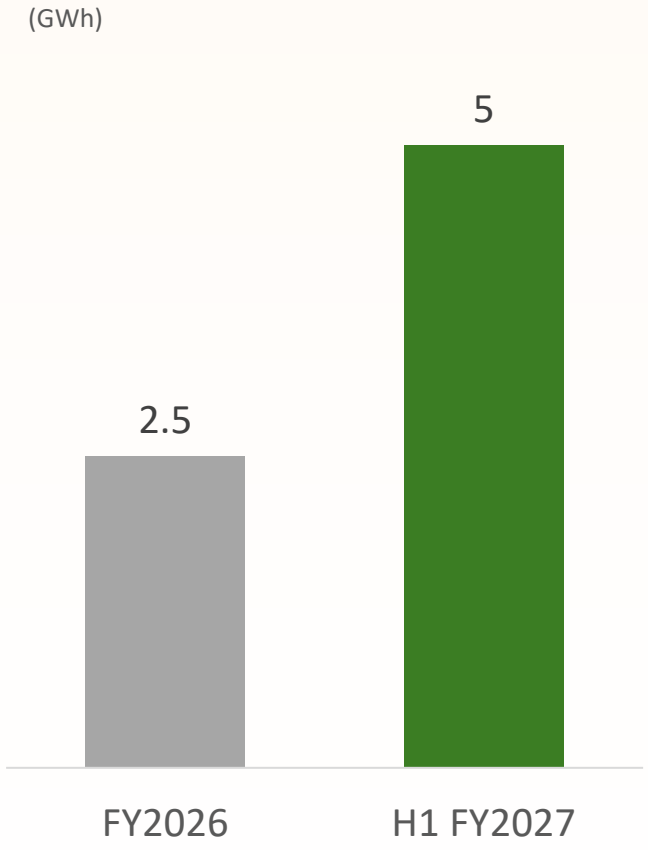
Represents EPC revenue from projects executed for both subsidiaries and external customers.

Particulars (Rs. Million)	Q2 FY2027	Q2 FY2026	YoY	Q1 FY2027	QoQ	H1 FY2027	H1 FY2026	YoY
Revenue from operations	5,946	3,421	*73.8%*	2,642	*125.0%*	8,588	6,818	*26.0%*
Gross profit	**1,324**	**1,184**	***11.9%***	**865**	***53.1%***	**2,189**	**2,190**	***(0.1)%***
Gross profit margin	*22.3%*	*34.6%*		*32.7%*		*25.5%*	*32.1%*	
Employee expenses	263	195	*34.8%*	250	*4.9%*	513	351	*46.3%*
Other expenses	342	183	*86.7%*	120	*185.2%*	462	304	*51.9%*
EBITDA	**719**	**805**	***(10.7)%***	**494**	***45.5%***	**1,214**	**1,535**	***(20.9)%***
EBITDA margin	*12.1%*	*23.5%*		*18.7%*		*14.1%*	*22.5%*	
Depreciation & amortisation	40	11	*275.1%*	32	*26.1%*	72	22	*234.2%*
EBIT	**679**	**795**	***(14.5)%***	**462**	***46.9%***	**1,142**	**1,513**	***(24.6)%***
EBIT margin	*11.4%*	*23.2%*		*17.5%*		*13.3%*	*22.2%*	
Finance costs	100	48	*108.0%*	79	*27.1%*	179	137	*30.9%*
Other income	204	78	*nm*	189	*7.9%*	393	137	*186.7%*
Profit before tax (PBT)	**783**	**824**	***(5.1)%***	**572**	***36.7%***	**1,355**	**1,513**	***(10.5)%***
PBT margin	*13.2%*	*24.1%*		*21.7%*		*15.8%*	*22.2%*	
Taxes	200	209	*(4.2)%*	147	*35.9%*	347	388	*(10.4)%*
Profit After Tax (PAT)	**582**	**615**	***(5.3)%***	**425**	***37.0%***	**1,008**	**1,126**	***(10.5)%***
PAT Margin	*9.8%*	*18.0%*		*16.1%*		*11.7%*	*16.5%*	

Operational Update - Manufacturing

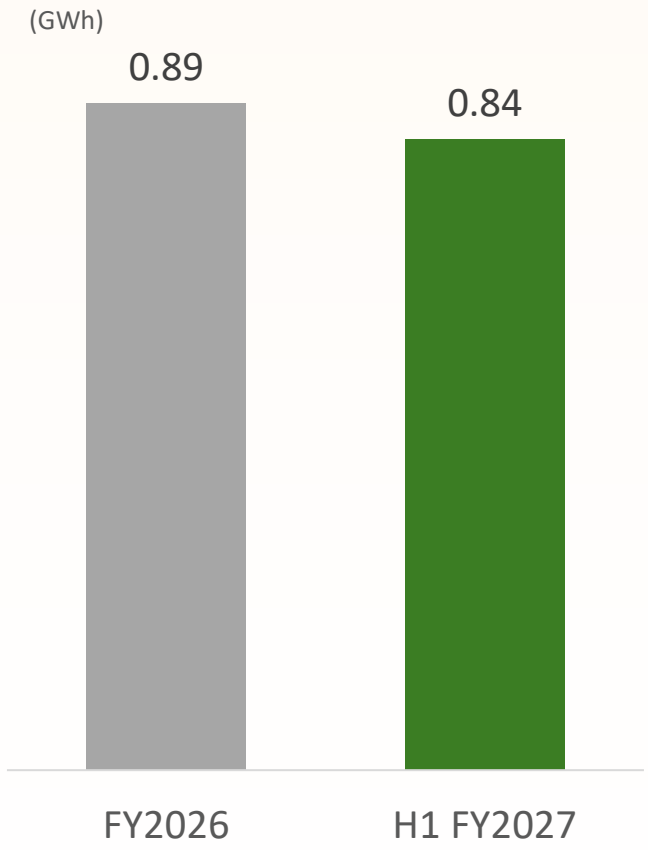
Capacity expanded to 5 GWh; H1 FY27 manufacturing output reached 0.84 GWh.

BESS Manufacturing Capacity*



Capacity doubled from 2.5 GWh to 5 GWh

BESS Containers Manufactured



H1 FY27 output reached ~94% of FY26

- **Production Scale-up:** Line 2 (2.5 GWh) operationalized in August 2026. Line 3 (5 GWh) is under implementation, with commissioning targeted by December 2026.
- **Backward Integration:** In-house BESS container prototype developed. Trial production is scheduled to commence in November 2026, with full-scale production targeted from January 2027. The facility is expected to meet ~50% of container requirements of 10 GWh planned capacity.
- **C&I Product Development:** Developed 261 kWh C&I BESS cabinets and completed customer trial runs.

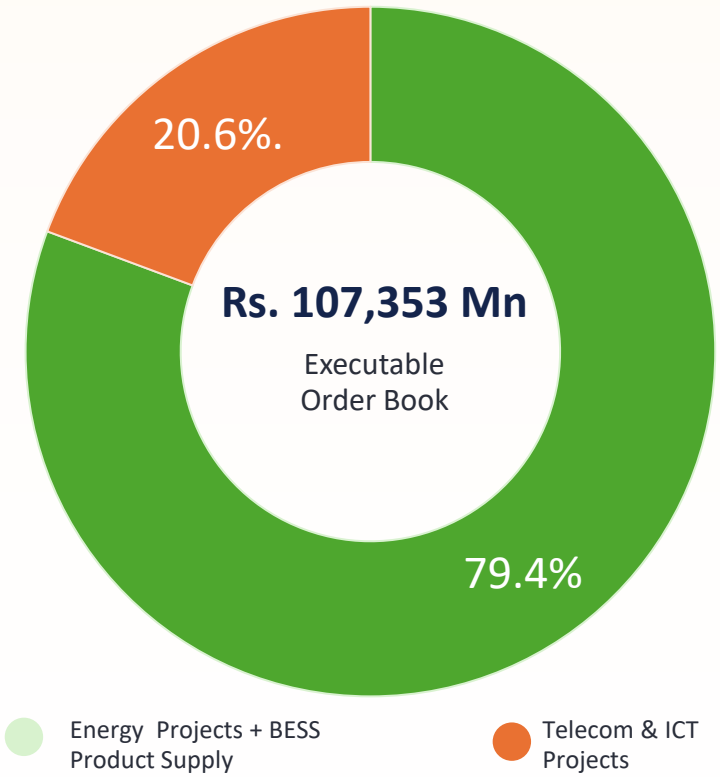
Note: H1 FY27 represents closing operational capacity as at September 2026. Additional 2.5 GWh line commissioned in August 2026.

Diversified Order Book Across End-Industries

Strong presence across utilities, telecom and other infrastructure sectors, providing multi-year revenue visibility.

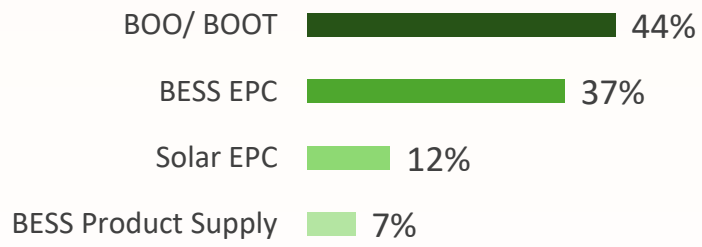
Executable Order Book

(As of Q2 FY27)



Energy Projects + BESS Product Supply

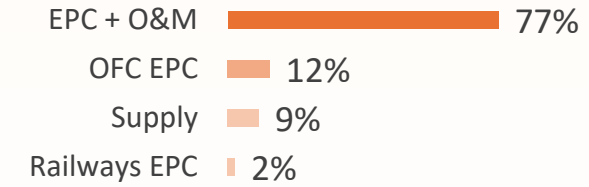
Rs. 85,277 mn | 4.82 GWh BESS



Select Customers

Telecom & ICT Projects

Rs. 22,080 mn

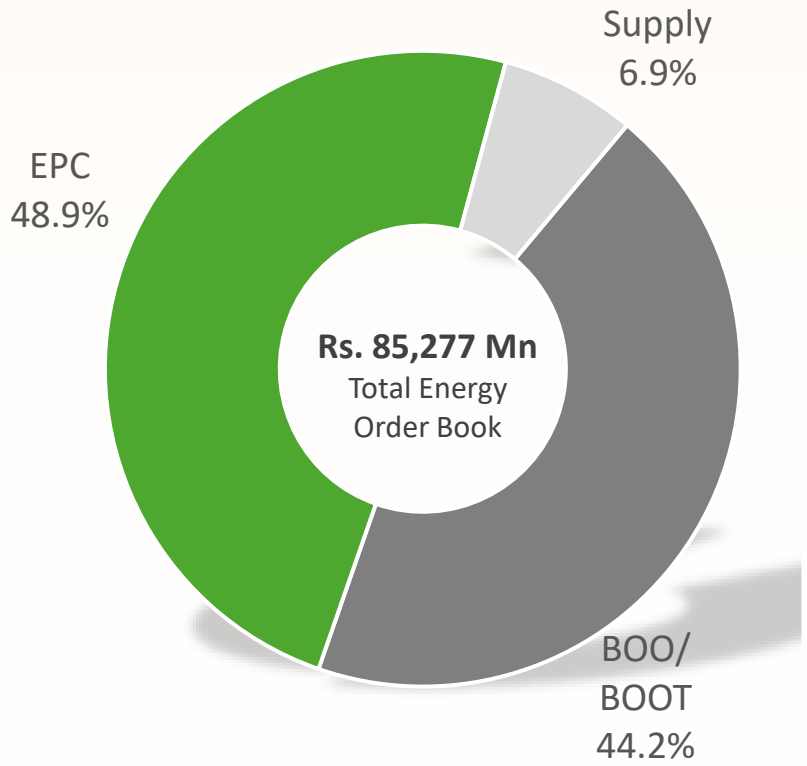


Select Customers

Executable Order Book (Energy)

Diversified Order Book of Rs. 85,277 Mn

Energy Client	Project Type	Scope	GWh	Total Executable Value (Rs. Mn)
MSEDCL	Standalone BESS	BOO	0.40	4,162
KPTCL	Standalone BESS	BOO	0.50	7,000
KREDL	Solar + BESS	BOO	1.10	17,750
BSES Rajdhani Power	Standalone BESS	BOO	0.12	1,794
SECI	Solar + BESS	BOOT	0.10	7,000
	BOO		**2.22**	**37,706**
SECI	Standalone BESS	EPC	1.20	11,593
DVC	Standalone BESS	EPC	0.50	7,020
NLC India	Standalone BESS	EPC	0.50	7,099
NTPC	Standalone BESS	EPC	0.40	5,797
MAHAGENCO	Solar EPC	EPC	-	7,750
Bondada Engineering	Solar BOS	EPC	-	2,418
	EPC		**2.60**	**41,677**
Kalpa Power		Supply		929
NGSL		Supply		4,886
Yaqin Chem		Supply		79
	Supply			**5,894**
	Total			**85,277**



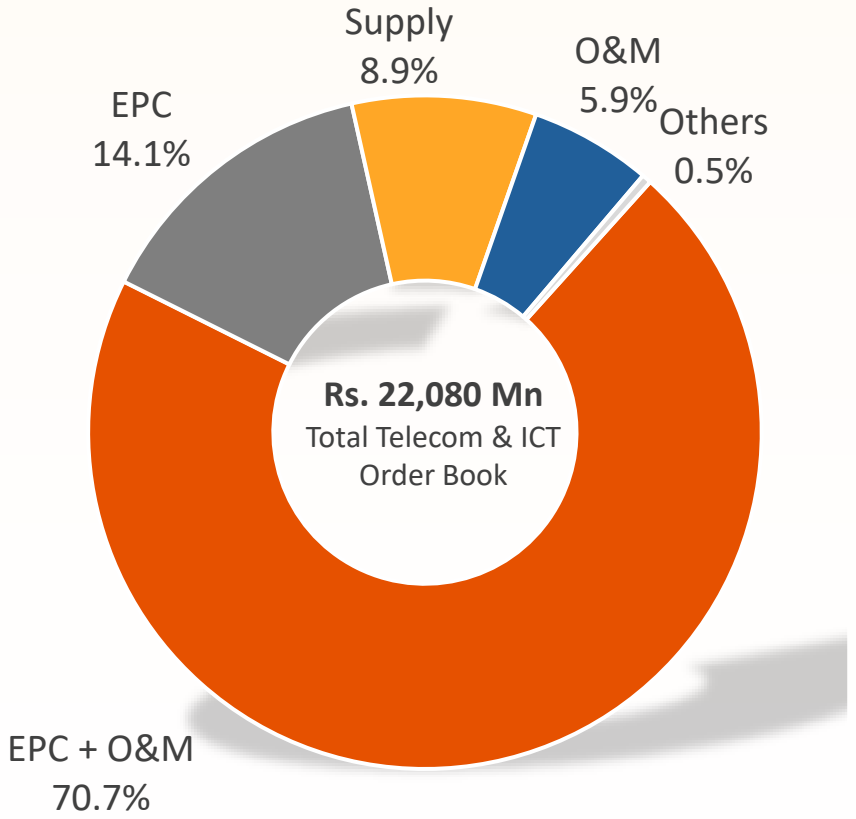
Note: Data as of Sep 30, 2026

Executable Order Book (Telecom & ICT)

Diversified Order Book of Rs. 22,080 Mn

Telecom Clients	Project Type	Scope	Total Executable Value (Rs. Mn)
BSNL	Telecom Infra	EPC + O&M	14,110
RNS	Telecom Infra	EPC + O&M	1,119
TANFINET	OFC Network	EPC + O&M	384
	EPC + O&M		**15,613**
BSNL	OFC Network	EPC	2,647
Railtel	ICT	EPC	245
Indian Railways	Railway Kavach	EPC	226
	EPC		**3,118**
Reliance	Power Management	Supply	1,156
BSNL	Power Management	Supply	800
	Supply		**1,956**
Tata Teleservices	Telecom O&M	O&M	1,292
	O&M		**1,292**
		Others	101
	Total		**22,080**

Note: Data as of Sep 30, 2026



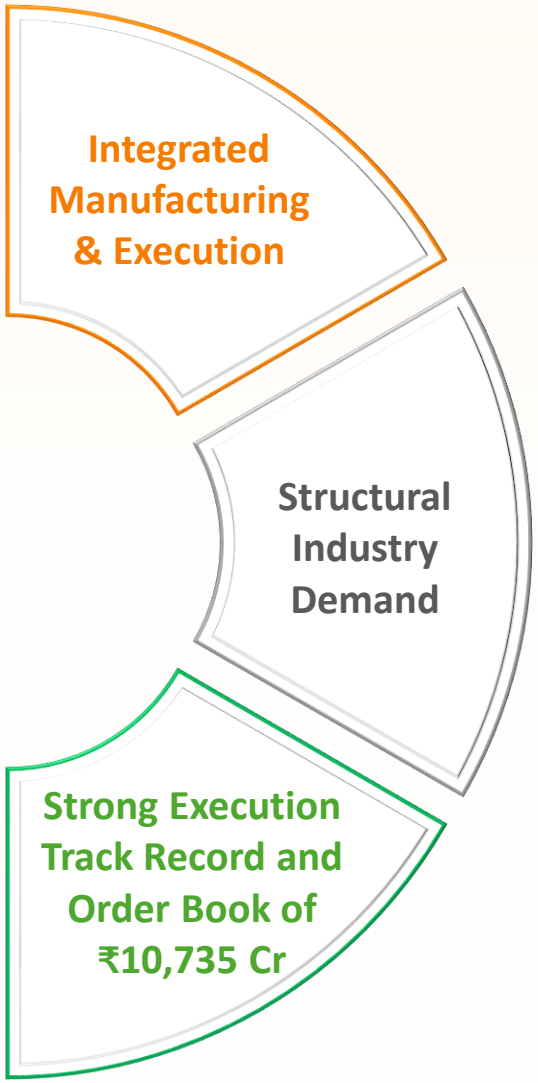
Balance Sheet Summary (Consolidated)

Particulars (Rs. Mn)	As of Sep 30, 2026	As of Mar 31, 2026
Total assets	**58,786**	**53,142**
Equity share capital	432	432
Other equity	23,350	21,641
Non-controlling interest	495	449
Total Equity	**24,277**	**22,522**
Long term Borrowings	9,449	6,067
Short Term Borrowings	4,258	3,540
Total Debt	**13,707**	**9,607**
Debt / Equity	**0.56x**	**0.43x**
Cash and Bank Balances	5,148	7,691
Net Debt	**8,558**	**1,916**
Net Debt / Equity	**0.35x**	**0.09x**
ROE	**13.2%**	**13.6%**
ROCE	**12.6%**	**14.3%**

- Total borrowings increased to Rs. 13,707 million, reflecting ongoing investment towards energy asset creation of Rs. 13,118 million and project execution scale-up.
- Equity base strengthened post IPO and ongoing investments, while return ratios moderated during the execution and scale-up phase of long-term energy infrastructure assets
- IPO proceeds 100% deployed towards BESS projects and capex as of Sep 30, 2026

1. Return on equity (RoE) is equal to profit for the year divided by the total equity and is expressed as a percentage.
2. Return on Capital Employed (ROCE) is calculated as EBIT divided by capital employed. Capital employed is calculated as net worth and total debt less the ROU Assets, intangible assets and Net Deferred Tax (Assets)

FY27–FY28 Growth Visibility



Strategic Growth Priorities

- Scale BESS manufacturing from 5 GWh to 10 GWh and expand utility-scale & C&I storage
- Improve operating leverage through localization and integration
- Deepen backward integration and increase product-led/ manufacturing revenues
- R&D towards cell manufacturing
- Expand participation in telecom infrastructure opportunities

FY27–FY28 Revenue Guidance

FY27E

Rs. 3,300 – 3,500 Cr

(Revised from Rs. 3,200 - 3,400 Cr)

FY28E

Rs. 4,000 – 4,200 Cr

Historical Balance Sheet

Particulars (INR in million)	As of Sep 30, 2026	As of Mar 31, 2026
Equity share capital	432	432
Other equity	23,350	21,641
Equity attributable to owners of the holding Company	**23,782**	**22,073**
Non-controlling interest	495	449
Total equity	**24,277**	**22,522**
Non current liabilities		
(i) Borrowings	9,449	6,067
(ii) Lease liabilities	98	198
(iii) Other financial liabilities	17	5
Provisions	503	538
Other non-current liabilities	316	316
Total non-current liabilities	**10,383**	**7,125**
Current liabilities		
(i) Borrowings	4,258	3,540
(ii) Lease liabilities	67	4
(iii) Trade payables	15,265	17,919
(iv) Other financial liabilities	1,019	953
Other current liabilities	2,222	210
Provisions	432	390
Current tax liabilities (net)	863	478
Total current liabilities	**24,126**	**23,495**
Total liabilities	**34,510**	**30,620**
Total equity and liabilities	**58,786**	**53,142**

Particulars (INR in million)	As of Sep 30, 2026	As of Mar 31, 2026
Property, plant and equipment	1,821	1,566
Capital work-in-progress	870	383
Investment property	17	17
Right-of-use assets	175	202
Goodwill	4	4
Other intangible assets	366	304
Financial assets		
(i) Trade receivables	3,850	3,756
(ii) Finance lease receivables	11,062	5,315
(iii) Other financial assets	1,476	1,368
Deferred tax assets (net)	98	139
Non current tax assets (net)	34	34
Other non current assets	560	397
Total non-current assets	**20,335**	**13,484**
Inventories	5,138	5,403
Financial assets		
(i) Trade receivables	17,919	20,665
(ii) Cash and cash equivalents	1,074	2,700
(iii) Bank balances other than (ii) above	4,074	4,991
(iv) Finance lease receivables	2,056	253
(v) Other financial assets	2,097	1,969
Other current assets	6,092	3,676
Total current assets	**38,451**	**39,658**
Total assets	**58,786**	**53,142**

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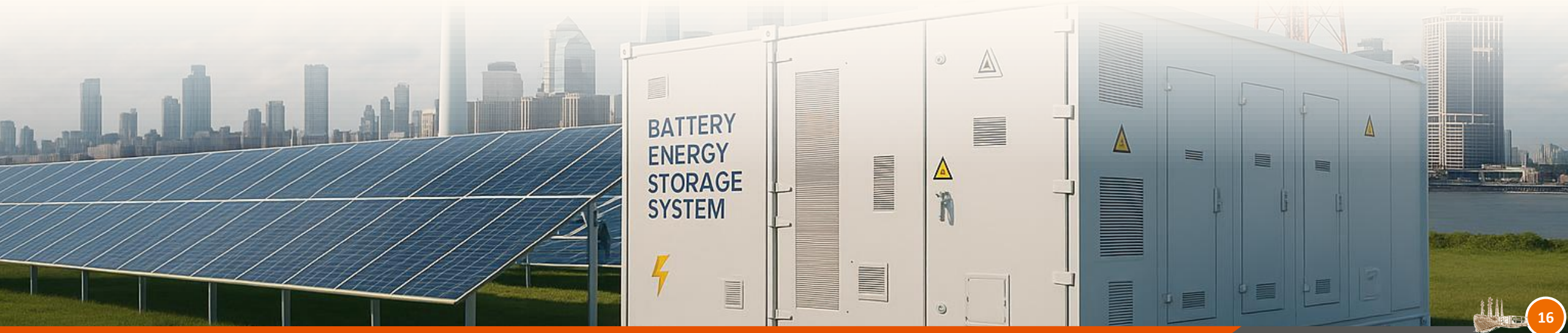

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