

Investor
Presentation
August 2026



18+ years
of Industry Experience

3
Manufacturing Units

467 Dealers
Pan-India

2,00,000+
Installations

INR 10,852 Mn
Total Order in Hand

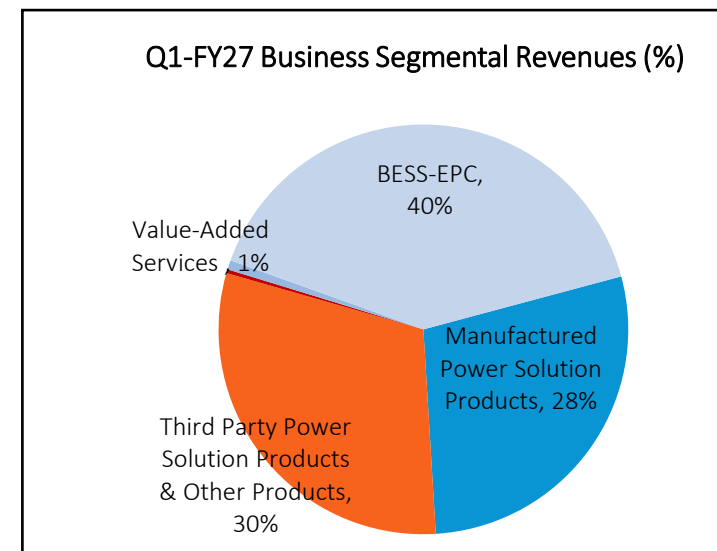
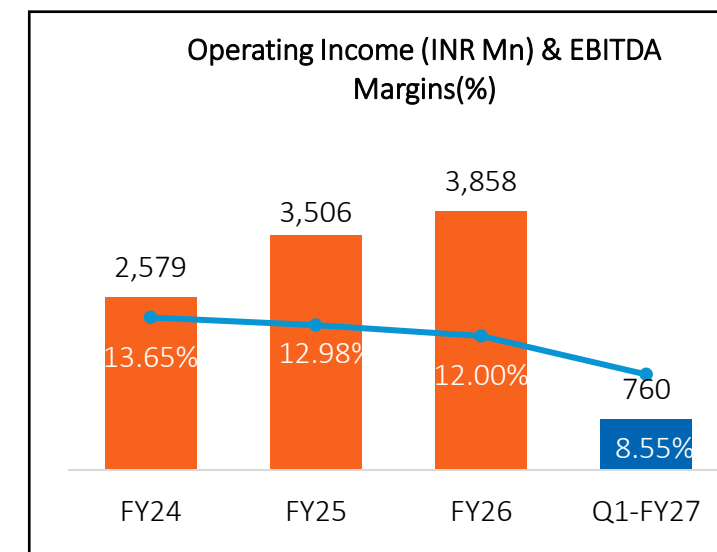
18.75%
3 year Revenue
CAGR

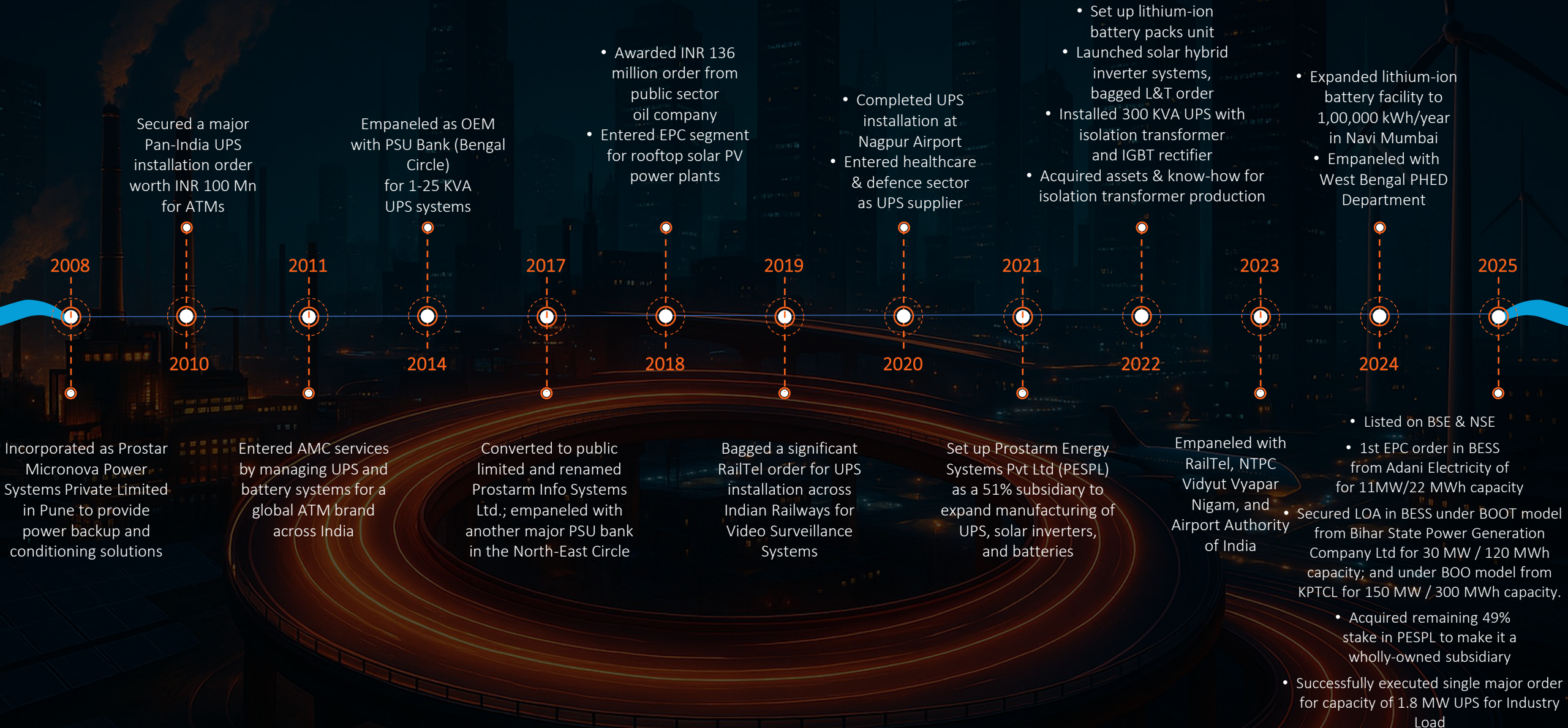
19.58%
3 year PAT CAGR

ROE: 11.51%
ROCE: 16.47%

Company Overview

- Prostarm Info Systems Ltd. was incorporated in 2008 and is engaged in designing, manufacturing, assembling, sale, service and supply of Energy Storage Equipment and Power Conditioning Equipment.
- Its manufactured products include UPS system, Inverter system, Lift inverter system, Solar hybrid inverter systems, Lithium-ion battery packs, BESS System, Servo-controlled voltage stabilizers, Isolation transformers amongst others.
- It offers both customized and standard products and solutions, manufactured and assembled at in-house facilities and through third party contract manufacturers.
- In addition to the core manufactured products, it also provides comprehensive power solutions through sale and supply of third-party power solution products such as batteries, reverse logistics/end-of-life products, other products such as solar panel and allied products.
- Offers System Integration Solutions comprising end-to-end design, supply, deployment, and lifecycle management of enterprise technology infrastructure, enabling seamless integration across hardware, software, and network environments to support modernization, enhanced security, and operational efficiency.
- The company has also successfully executed and commissioned rooftop Solar PV Power Plants totaling 10.56 MW at over 100 sites.
- Its value-added services include installation, rental, after-sales services, Annual Maintenance Contracts (“AMC”) which supplements Power Solution Products, catering to a wide spectrum of customers and their requirements.





Promoters Profile



RAM AGARWAL

PROMOTER, CEO & WHOLE-TIME DIRECTOR

- Mr. Ram Agarwal holds **over 18 years of experience** in the fields of electrical and electronic control, energy storage, power conditioning and power consumption solutions.
- He received the Engineering Excellence Award for young Entrepreneur in the Power Electronics Sector, by Divya Media Publications Private Limited in May 2022.
- His roles and responsibilities include formulation and implementation of business strategy for growth and expansion of our business.
- He has completed the degree of Bachelor of Commerce from the University of Calcutta.



SONU RAM AGARWAL

PROMOTER & SENIOR MANAGEMENT PERSONNEL

- Mrs. Sonu Ram Agarwal has **over 18 years of experience** in the fields of finance and business administration.
- She is the Business Head – Servo & Transformer of our Company.
- She is responsible for the day-to-day administrative activities in the Company.
- She has completed her degree in Master of Business Administration in Finance from KS School of Business Management, Gujarat University.

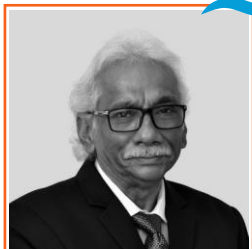


VIKAS SHYAMSUNDER AGARWAL

PROMOTER & WHOLE-TIME DIRECTOR

- Mr. Vikas Shyamsunder Agarwal holds **over 18 years of experience** in the fields of power conditioning and power consumption solutions.
- His roles and responsibilities include procurement and inventory management.

Experienced Board Of Directors



TAPAN GHOSE
CHAIRMAN &
MANAGING DIRECTOR

Mr. Tapan Ghose has **over 30 years of experience** in electrical and electronic control, energy storage, and power solutions. He oversees business strategy, administration, and expansion.



MITALI CHATTERJEE
NON-EXECUTIVE
INDEPENDENT
DIRECTOR

Mrs. Mitali Chatterjee has **over 42 years of experience** in cybersecurity assurance, GRC (governance, risk, and compliance), and security management systems.



BHARGAV CHATTERJEE
NON-EXECUTIVE
INDEPENDENT DIRECTOR

Mr. Bhargav Chatterjee has **over 30 years of experience** in the fields of insurance, accountancy and taxation.



GOUTAM PAUL
NON-EXECUTIVE
INDEPENDENT
DIRECTOR

Mr. Goutam Paul has **over 30 years of experience** in project management across mobile banking, payment systems, IT infrastructure, and implementation projects.



**GANESH BASANT
PANSARI**
NON-EXECUTIVE
INDEPENDENT DIRECTOR

Mr. Ganesh Pansari, a CA, has **over 8 years of experience** in statutory, tax, and internal audits.



**SHIVKUMAR MADANLAL
BASER**
NON-EXECUTIVE
INDEPENDENT DIRECTOR

Mr. Shivkumar Baser. A CA, has **over 20 years of experience** in bank, statutory, concurrent, and stock audits.

Key Senior Managerial Personnel



ABHISHEK JAIN
CHIEF FINANCIAL OFFICER

Abhishek Jain, CFO since October 2020, is a CA with **more than 2 decades of experience** in accounts, credit analysis, and banking. He has worked with reputed firms like Axis Bank, Tata Capital, Siemens Financial, and Srei Infrastructure.



SACHIN GUPTA
COMPANY SECRETARY AND COMPLIANCE OFFICER

Sachin Gupta, appointed as Company Secretary and Compliance Officer in August 2024, is a Fellow Member of the Institute of Company Secretaries of India with **over 11 years of experience** in handling corporate and secretarial compliance.



CHANDAN HEMANT CHAUDHARI
FINANCIAL CONTROLLER

Chandan Hemant Chaudhari, the Finance Controller of the Company since December 1, 2022, is a qualified CA with **over 15 years of professional experience**.



INDRANI BANERJEE
CHIEF PEOPLE OFFICER

Indrani Banerjee, functions at the Company with **over 30 years of experience** in HR management.



UMESH DAMODAR IKHE
VICE PRESIDENT TECHNICAL

Umesh Damodar Ikhe, holds **over 17 years of experience** in production management, project implementation, and after-sales service within the manufacturing sector.



SHILPA DUGAR
CHIEF SALES OFFICER

Shilpa Dugar brings **over 15 years of experience** in sales. She has been associated with the Company since 2014 and leads Government, Banking and institutional sales while driving business development and customer engagement.



AJAY SATISH RAO
VICE PRESIDENT – OPERATIONS

Ajay Satish Rao brings **over 15 years of experience** in operations, project management and service delivery. He has previously worked with Fidelity National Information Services (FIS) and NCR, leading operational transformation and service delivery across multiple geographies.



PRATEEK SRIVASTAVA
BUSINESS UNIT HEAD

Prateek Srivastava brings **over 21 years of experience** in business development, project management and commercial operations. He has previously worked with Coslight India Telecom Pvt. Ltd., Alandick & Company India Pvt. Ltd. and Zeppelin Mobile Systems India Ltd., driving business growth and project execution.

Strong Pan-India Presence



18 States

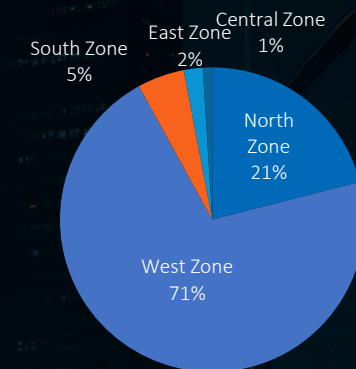
2 Union Territories

23 Branch Offices

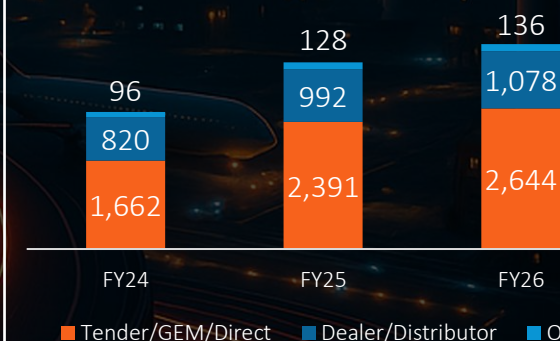
2 Storage Facilities

 Manufacturing Facility

Q1-FY27 Zone Wise Revenue Split (%)



Channel Wise Revenue (INR Mn)



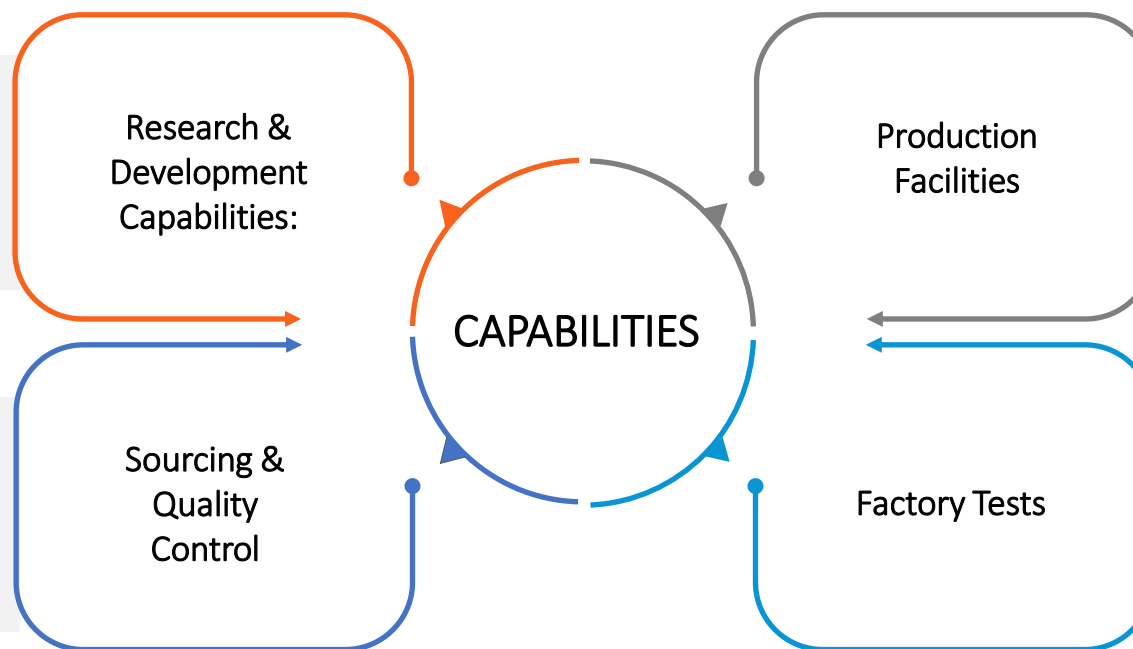
* **Tender/GEM/Direct**- Sales via tenders, project contracts, and direct enquiries from institutions and end users
Dealer/ Distributor- Products supplied through dealers and distributors across India
OEMs- Supplies made to OEMs across diverse industries and to select UPS / Solar Inverter manufacturers on a white-label basis

Manufacturing Units

Unit	Location	Products	Unit of Measurement	Capacity	Area Covered (Sqft)	Utilization
Unit-1	Pune	UPS system/ Isolation transformer/ Servo voltage controlled stabilizer	kVA/kW	55,500	16,000	45%
Unit-2	Pune	UPS system, Solar hybrid inverter system, Lift inverter system, Inverter system and other power solution products	kVA/kW	60,000	24,000	29%
Unit-3	Navi Mumbai - Mahape	Lithium-ion Battery Packs	kWh	1,00,000	7,501	16%
Unit-4	Jhajjar, Haryana	Battery Energy Storage System (BESS)	GWH	1.2	34,000	Q2-FY27
Unit-5	Bakrol, Gujarat	Uninterruptible Power Supply (UPS)	KVA	1 to 600	46,558	Q2-FY27

- Dedicated Team of Engineers
- Inherent strength of providing innovative solutions with product customisation
- Innovations driving growth in sunrise sectors

- Compliance with Standards for performance and safety for all components
- Inward QC Testing, Customer-specified tests as required



- About 50,000 sq ft of State-of-the-art manufacturing facilities in India

- Product testing as per customer specifications
- Includes Inward QC
- Parameters Test
- Performance Tests,
- Power Quality Tests
- Heat-run Tests (24-96 hours)
- Outward QC

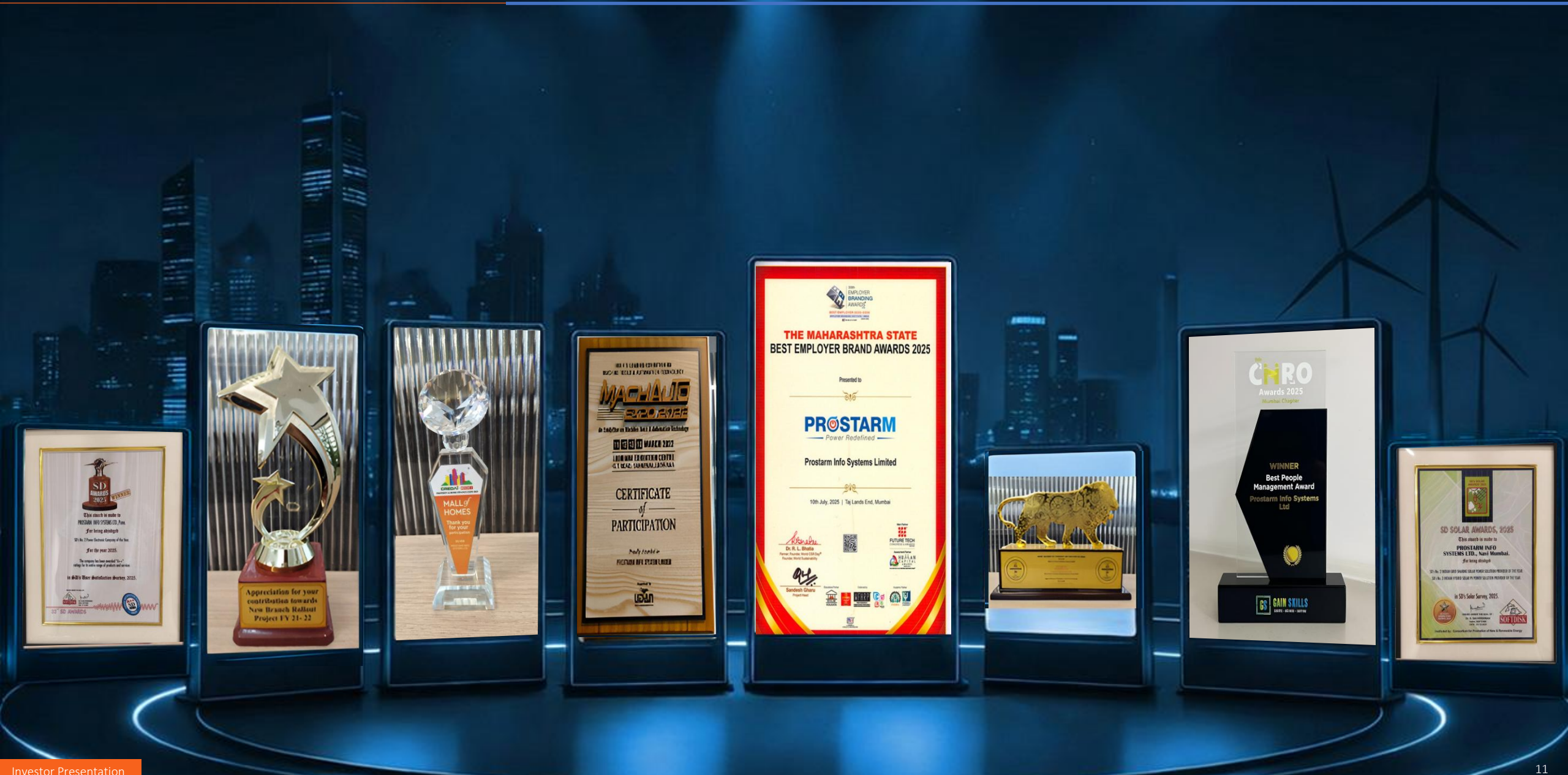
Certifications And Accreditations

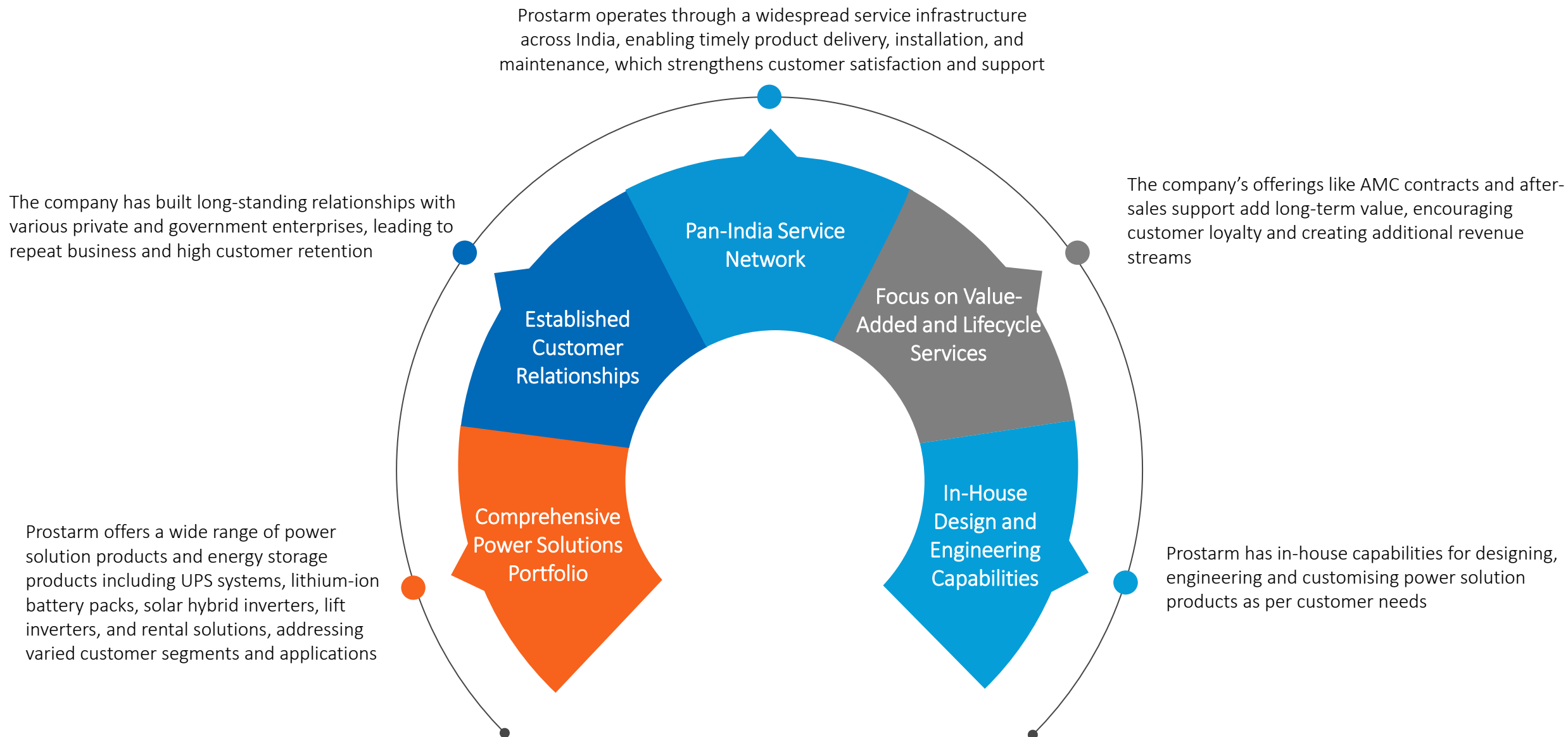


PROSTARM
Power Redefined



Awards & Accolades





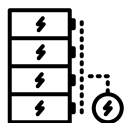


Business Overview

Business Segments



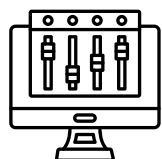
Manufactured
Power Solution
Products



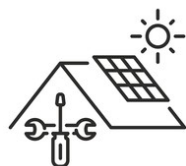
BESS EPC



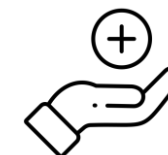
Third Party Power
Solution Products



System Integration
Solutions



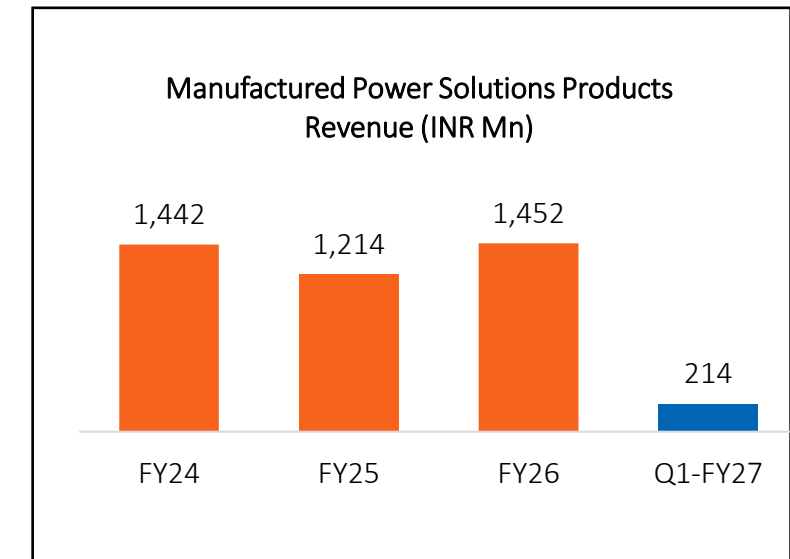
Solar EPC



Value-Added
Services

Manufactured Power Solution Products

- Prostarm is a prominent player in the power solutions space, offering a robust portfolio of Manufactured Power Solution Products tailored to ensure reliable, efficient, and uninterrupted power supply across industrial, commercial, and institutional segments.
- The manufacturing and assembly operations are located in Mumbai and Pune, enabling quality control, product customization, and timely delivery.
- Products are engineered for reliability and are used extensively in BFSI, healthcare, education, telecom, railways, engineering, oil & gas, airport, defense etc.
- The segment is positioned to benefit from the growing need for energy efficiency, digital infrastructure, and clean backup power across India.
- **Key Products:**
 - **Uninterruptible Power Supply (UPS) Systems:** Line-interactive to online UPS (up to 600 kVA) for uninterrupted power in several industries.
 - **Inverters and Lift Inverters:** Designed for residential buildings, offices, and elevators, these systems guarantee smooth functioning of elevators and critical systems even during grid failures, enhancing safety and accessibility.
 - **Solar Hybrid Inverters:** Enables seamless solar-grid transition with backup, ideal for solar systems.
 - **Lithium-ion Battery Packs:** It is compact, efficient, environment friendly energy storage with fast charging ability, higher life cycle and less maintenance.
 - **Servo Controlled Voltage Stabilizers:** Maintains $\pm 1\%$ stable output voltage despite $\pm 50\%$ input fluctuations using servo motor control.
 - **Isolation Transformers:** Ensures safe power transfer with electrical isolation, reducing noise and improving reliability in high-voltage applications.
 - **Other Power Solution Products:** The company offers energy solutions like DBRs, chargers for lifts and railway coaches, and Static Frequency Converters for powering aircraft during ground operations.



Manufactured Power Solution Products



UPS System

- **Overview** - A UPS (Uninterruptible Power Supply) provides instant backup power during outages and protects devices from voltage spikes. It ensures uninterrupted operation and safe system shutdown.
- **Applications** - Data centers, Telecom, Hospitals, Labs, and critical IT infrastructure where even brief power loss can cause major disruptions.
- **Offerings** - We offer both standalone UPS units and complete UPS systems with batteries, cables, and accessories—customized to meet client requirements and ensure high performance.

Lift Inverter/Inverter System

- **Overview** - A Lift Inverter/Inverter System is an off-line UPS designed to provide backup power to lifts, elevators, and heavy-duty equipment like compressors and industrial machines during outages. It ensures smooth lift operation during power cuts, enhances safety and comfort.
 - **Applications** Buildings, Hospitals, Industrial Elevators and Escalators.
- **Offerings** – The company offers **Domestic Inverters (900 VA to 5000 VA)** for homes and **Industrial Inverters (6.6 kVA to 50 kVA)** for offices, factories, and buildings.



Solar Hybrid Inverter

- **Overview** - A Solar Hybrid Inverter converts DC power from solar panels into AC power and smartly manages energy from solar, batteries, and the grid to ensure uninterrupted supply. It stores excess solar energy for later use, lowers electricity bills, reduces grid dependence, and promotes clean energy with seamless power management.
- **Applications** - Airports, Railways, Logistics, Defense and Oil and Gas.
- **Offerings** - We offer standalone solar inverters as well as complete solar hybrid inverter systems with batteries, wiring, and accessories—customized to meet individual power needs.



Isolation Transformers

- **Overview** Isolation transformers help in improving power quality by isolating electrical circuits and minimizing electrical noise and interference.
- **Applications** – UPS, Inverters, Solar Inverters, Laboratories, Health Care, Data Centers, BFSI, Industrial.

Lithium-Ion Battery Pack

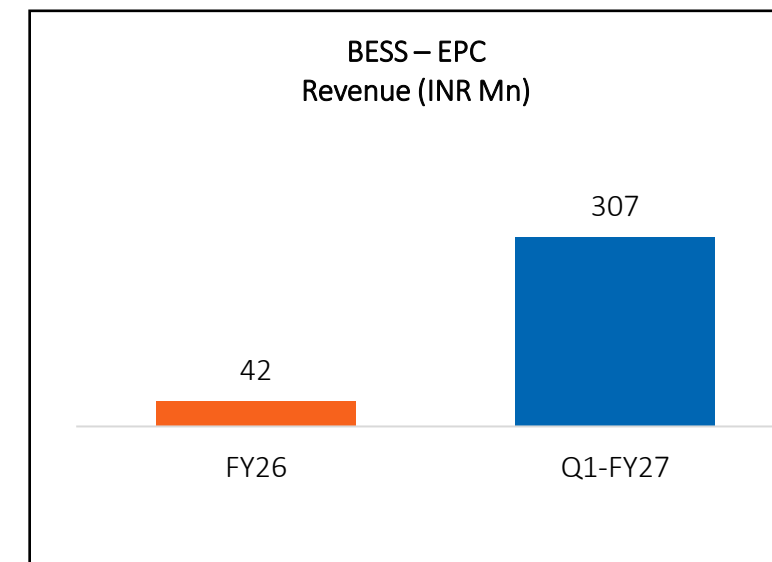
- **Overview** - Lithium-ion battery packs are compact, high-efficiency, rechargeable energy storage systems known for their long life, low maintenance, and lightweight design.
- **Applications** - Telecommunication Railways & Aviation UPS and IDC Data Centre, Renewable energy storage system & DC systems backup applications.
 - **Offerings** - Prostarm uses advanced LiFePO₄ cells with a smart Battery Management System (BMS) to ensure high safety, reliability, long cycle life, and eco-friendly performance.



Servo-controlled voltage stabilizers, SCVS

- **Overview** SCVS is an automatic voltage regulation system that ensures a stable and safe power supply by correcting input voltage fluctuations in real-time. It uses a servo motor and transformer to adjust voltage levels, delivering highly accurate output with $\pm 1\%$ variation—even when input fluctuates by $\pm 50\%$.
- **Applications** - Industrial, Medical, IT, Data Centres and Home Appliances.

- Prostarm offers complete Engineering, Procurement, and Construction (EPC) services for Battery Energy Storage System (BESS) projects across utility-scale and Commercial & Industrial (C&I) applications.
- The Company provides end-to-end solutions covering project design, engineering, procurement, installation, testing, commissioning, and operations & maintenance (O&M), ensuring seamless project execution.
- In the utility segment, the Company executes large-scale BESS projects that support grid stabilization, renewable energy integration, and reliable power infrastructure.
- In the Commercial & Industrial (C&I) segment, Prostarm delivers behind-the-meter BESS solutions that help customers optimize energy consumption, reduce peak demand charges, and enhance power reliability.
- With the upcoming in-house BESS manufacturing facility, the Company is positioned to deliver integrated energy storage solutions with greater execution efficiency and quality control.



Third Party Power Solution Products & Other Products

Batteries

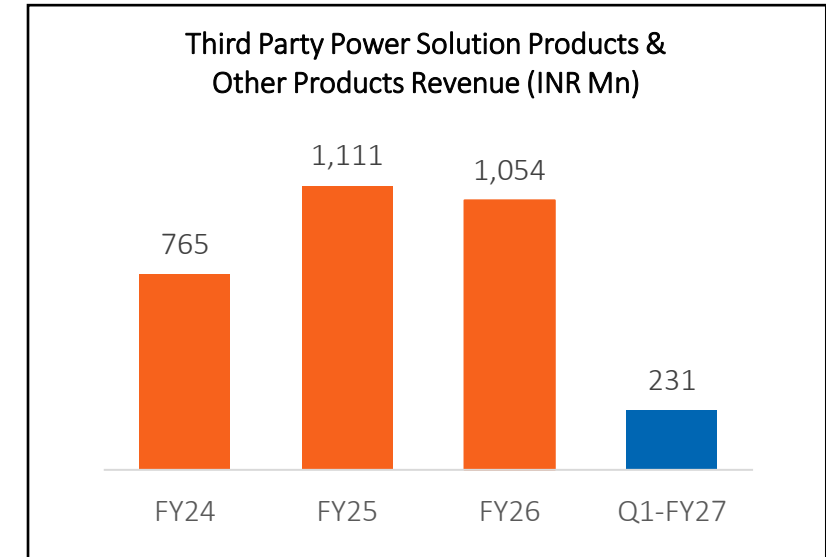
- Prostarm procures batteries in bulk from reliable domestic third-party manufacturers, allowing flexibility in supply, cost-efficiency, and consistency in meeting demand across its projects.
- Batteries form an integral component of Prostarm's Power Solution Products such as UPS systems, solar hybrid inverters, and lift inverters. They play a critical role in ensuring uninterrupted power supply and system performance.
- Since batteries have a limited lifespan and require periodic replacement, they offer a continuous revenue stream. This ensures not only complete solutions for customers but also helps in customer retention and recurring sales.
- The battery segment not only supports product functionality but also acts as a strategic lever to cross-sell services, offer AMC contracts, and strengthen customer relationships through lifecycle support.

Reverse Logistics/ End-of-Life Products

- Prostarm buys back old or faulty UPS systems and batteries—of any brand—on new purchases, adding value and incentivizing customer upgrades.
- These buy-back arrangements are often part of the terms in customer contracts, especially with existing clients. It simplifies the replacement process and strengthens long-term relationships.
- Prostarm enables responsible disposal and recycling of end-of-life products, reinforcing its commitment to environmental sustainability.

Other Products

- Prostarm offers solar panel and allied products such as battery racks, battery interlinks, spares and accessories, along with sale of our products and also as part of our AMC/ off-warranty services.



System Integration Solutions*

“System Integration Solutions” involve the end-to-end design, supply, deployment, and lifecycle management of enterprise technology infrastructure. These solutions enable seamless interoperability between hardware, software, and network environments, helping organizations modernize legacy systems, enhance security, and improve operational efficiency.

Coverage across key solution areas:

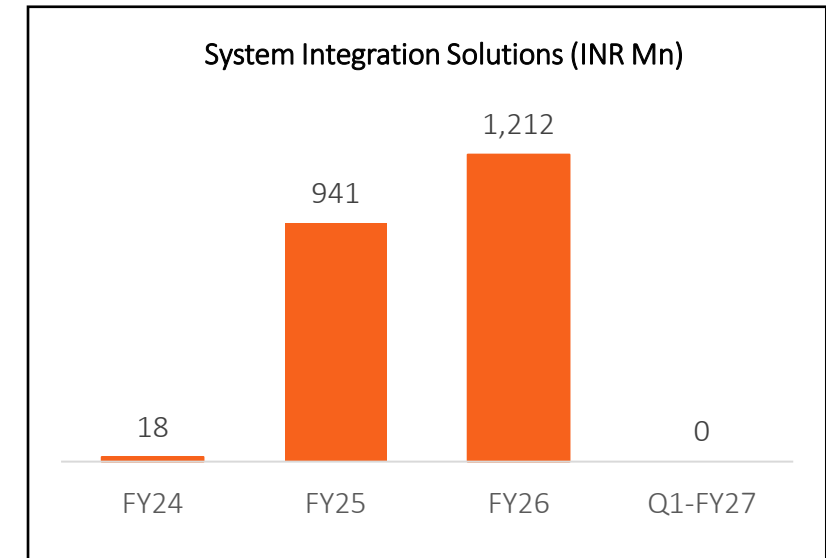
- End User Computing (EUC): desktops, laptops, workstations
- Core hardware: servers, storage, networking equipment
- IT asset lifecycle management
- Surveillance systems: CCTV, access control, command centers
- Digital display solutions: TVs, video walls, and signage

Value Proposition

- Ensures seamless interoperability between hardware, software, and networks
- Enables modernization of legacy systems
- Enhances enterprise security and monitoring capabilities
- Improves operational efficiency and scalability
- Supports emerging technologies such as cloud, IoT, and AI-led environments

Overall Outlook

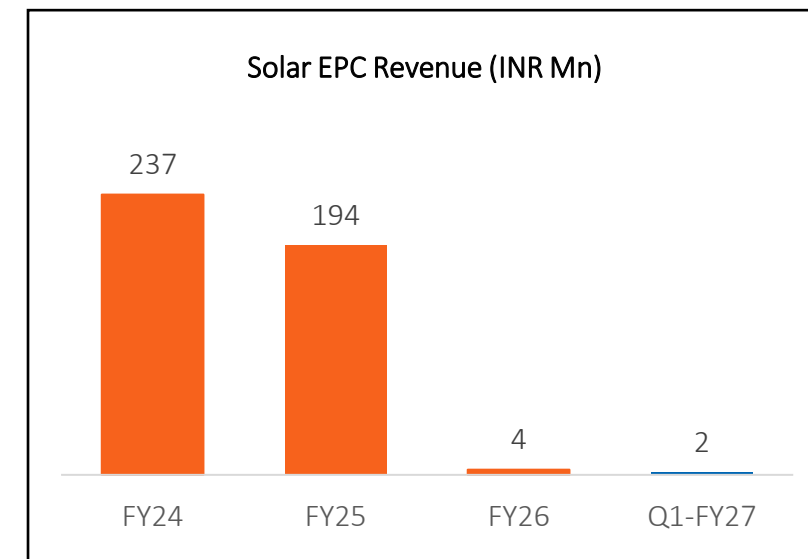
- Large and expanding addressable market across IT infrastructure, security, and digital workplace
- Increasing need for **end-to-end integrated solutions providers**
- System integrators positioned as key enablers of India’s technology-driven growth trajectory



* End Use Computation has been renamed to System Integration Solutions to better reflect the broader scope of integrated technology services offered.

Solar EPC Contracts

- Prostarm offers complete Engineering, Procurement, and Construction (EPC) services for setting up solar PV power plants across India, managing all phases of the project from planning to final commissioning.
- After foraying into its EPC business in 2018, the company has successfully implemented rooftop solar installations totaling over 10.56 MW across more than 100 sites, demonstrating strong execution capabilities.
- The company caters to a wide range of clients across commercial, industrial, and institutional segments, delivering rooftop solar projects customized to site-specific requirements.
- Prostarm provides fully integrated solar solutions that cover site assessment, system design, equipment procurement, installation, commissioning, and ongoing operations and maintenance (O&M) support.
- Plays an active role in promoting clean energy adoption by helping clients reduce electricity costs and minimize their carbon footprint, aligning with India's broader renewable energy targets.



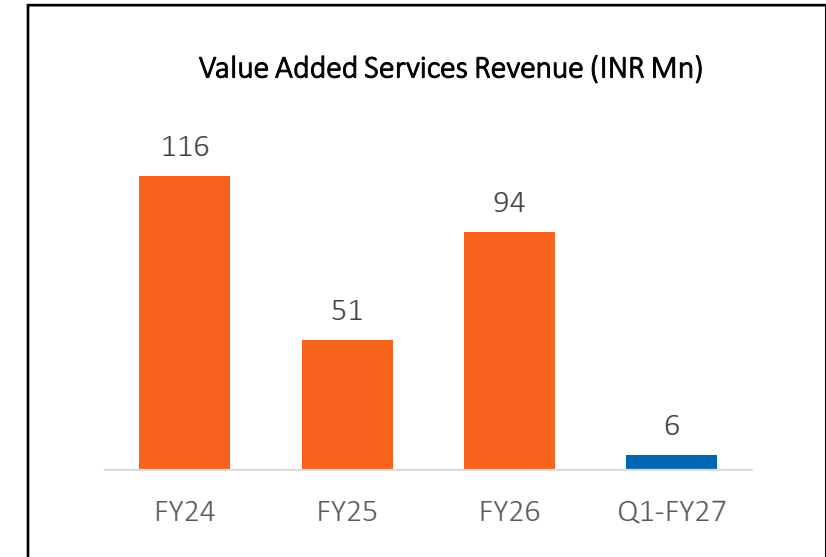
Value Added Services

Rental Services

- Prostarm offers its power solution products—such as UPS systems and batteries—on a rental basis, primarily to authorized ATM service providers and other institutions with temporary or scalable power needs.
- These products are deployed at ATM installation sites to ensure uninterrupted power supply, especially in remote or power-deficient areas.
- Rental agreements are customized based on the power backup duration, product capacity, and site requirements, offering a cost-effective solution without requiring high upfront capital.
- This service model ensures operational flexibility for customers, allows for quicker deployments, and creates a steady recurring revenue stream for the company.

After-Sales Service

- Prostarm places strong emphasis on customer support and long-term product reliability through a structured after-sales service framework.
- Services include:
 - **In-warranty support (typically 1 to 5 years):** Covers repairs, replacements, and technical assistance.
 - **Out-of-warranty service:** Provides paid support beyond the warranty period.
 - **Annual Maintenance Contracts (AMC):** Tailored maintenance agreements covering routine servicing, preventive checks, and timely repairs.
- AMC charges are billed periodically during the contract term, ensuring continued product performance and minimizing downtime for customers.
- This comprehensive support system builds customer trust, extends product life, and contributes to customer retention and satisfaction.



Strong Order Book

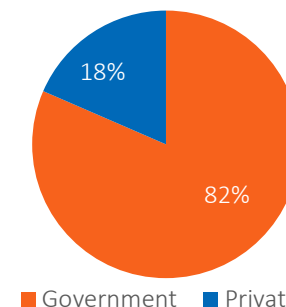
FY27 - Order Details till June 2026

	No. of Projects	Value (INR Mn)
Order in Hand	117	10,852
L1 status	6	50

Order in Hand

Business Segment	Product Segment	Value (INR Mn)
BESS	BESS-EPC	215
	BESS-Developer	8,538
BESS Total		8,754
Solar EPC Contracts		1,851
	Inverter System	1
	Lithium Solution System	-
Manufactured Power Solution Products	RDSO	12
	Servo Stabilizer	1
	Solar Inverter System	6
	UPS System	215
	Other product	-
Manufactured Power Solution Products Total		235
	Batteries	9
Third Party Manufactured Power Solution Products	Solar Panel & Allied Product	-
Third Party Manufactured Power Solution Products Total		9
Value Added Services	Value Added Services	3
	AMC	-
Value Added Services Total		3
Grand Total		10,852

Contribution to Order Book



L1 Status

Business Segment	Product Segment	Value (INR Mn)
Manufactured Power Solution Products Total	UPS System	50
Third-Party Power Solution Products	Batteries	-
BESS-Developer		-
Value Added Services		-
Solar EPC Contracts	Solar EPC	-
Grand Total		50

Major Projects Executed

Top Major Projects Executed till July '26

Client Name	Project Details	Value (INR Mn)
Director General of Police, Cid Pune	Executed the supply, installation, testing, and commissioning of integrated IT solution systems along with UPS systems	1,345
Commissionerate of Health Services	Executed the supply, installation, testing, and commissioning of integrated IT solution systems along with UPS systems	959
West Bengal Medical Services Corporation Ltd	Supply, Installation, Testing, and Commissioning (SITC) of UPS system across the 4000+ health centers in entire state of West Bengal	357
Rajasthan Council Of School Education	Solar EPC aggregating to 2MW along with Storage (Solar Hybrid Inverter systems) at 134 school locations across Rajasthan state	183
Rajcomp Info Services Ltd.	Supplied batteries to various government offices across Rajasthan	139
Tata Advanced Systems	SITC of 264 Nos of 3 KVA UPS Systems and Solar EPC of 184 Nos of 7.5 KW Solar Plant with storage (Solar Hybrid Inverter) along with 184 Nos of 5KVA SCVS in entire Jammu and Kashmir at Police station and Police posts.	132
Rajasthan Police State Crime Records Bureau	Battery Replacement across all Police station in Rajasthan	89
Telecommunications Consultants India Limited (TCIL)	Executed the supply, installation, testing, and commissioning of UPS systems for smart classrooms in schools across Uttar Pradesh	84
Delhi Metro Rail Corporation Ltd	Supplied range of UPS systems, isolation transformers, IT assets, racks, and spares for elevated stations on the Patna priority corridor	64
Larsen & Toubro Limited Construction (L&T)	MPPT charge controller supply	57
Mafatlal Industries Limited	SITC (Supply, Installation, Testing, and Commissioning) of UPS systems across schools in Himachal Pradesh	36
SOLARIUM GREEN ENERGY LIMITED	SITC of 1.8 MW UPS	15
Technovision Energy Private Limited	1.2 MWh UPS installation for MNC for industrial load	12

Marquee Clientele Across Leading Industries



adani



Hitachi Payment Services Pvt. Ltd.



india1



A composite image of a city at night. On the left, industrial smokestacks emit orange smoke. In the center, a dense cluster of skyscrapers is visible. In the foreground, a multi-lane highway curves, with light trails from cars creating a sense of motion. On the right, several large wind turbines are silhouetted against the dark sky. The overall color palette is dark blue and black, with highlights from city lights and smoke.

Strategic Overview

Strategic Expansion into BESS Manufacturing



Project Overview

- Company is setting up a 1.2 GWh annual capacity Battery Energy Storage System (BESS) facility in Reliance MET, Jhajjar, Haryana.
- The plant will serve Commercial & Industrial (C&I) and Utility-scale demand across India.
- Commissioning expected by end of first half of FY27; Capex of INR 250 Mn allocated.



Enhanced Manufacturing Capability

- Marks Prostarm's forward integration into the high-growth energy storage space.
- Positions the company as one of India's few OEMs in BESS manufacturing.
- Provides control over quality, supply chain, and product innovation.



Strong Revenue Visibility

- Secured INR 520 Mn order from Adani Electricity (22 MWh BESS project).
- Received LOA from Bihar State Power for a 120 MWh BOOT project with 12-year monthly rental model.
- Secured LOA in BESS under BOO model from KPTCL for 150MW / 300MWh capacity for 12 years monthly rental model
- Strengthens order book and supports long-term recurring revenue growth.



Capitalizing on Market Tailwinds

- India's BESS market is expected to grow from <0.2 GW to 66 GW by 2032.
- Demand is driven by renewable energy integration and the need for grid stability.



Supporting Clean Energy Goals

- BESS solutions help reduce reliance on diesel gensets and lower CO₂ emissions.
- Enables faster grid restoration and stability during power disruptions.
- Aligns with India's 2030 renewable energy mission and energy storage roadmap.

Business Strategy



Expanding customer base and geographic reach



Expanding capabilities through inorganic and organic growth



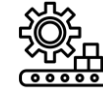
Create and strengthen brand recognition



Focus on improving Operating efficiency



Reduce working capital cycle and focus on rationalizing our indebtedness



Targeting the projected 236 GWh BESS demand by 2032 through local manufacturing



In-house BESS assembling plant to minimize outsourcing and enhance operational efficiency





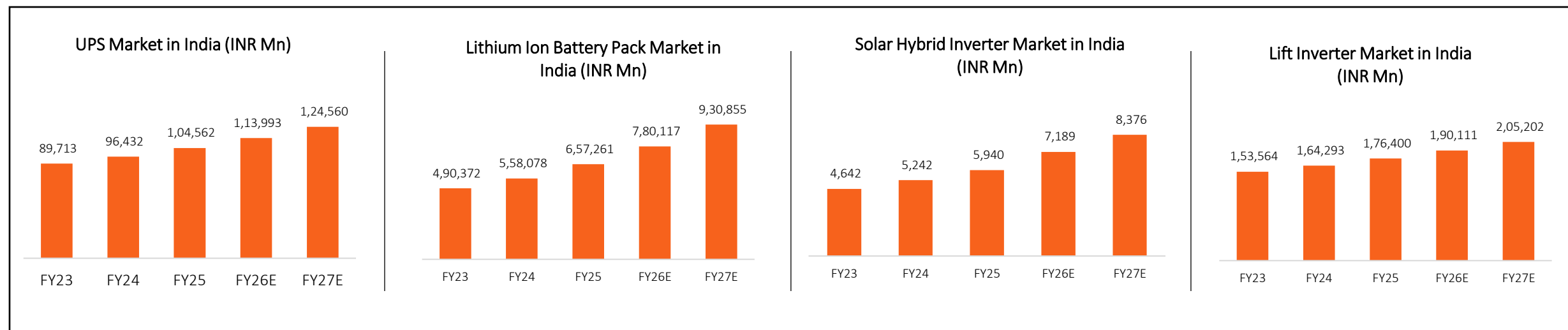
Industry Overview

Industrial Outlook - Power Backup And Power Solution

India's power inverter market, valued at USD 6 billion in 2024, is expected to reach USD 22 billion by 2034, growing at a CAGR of 15%. The surge is driven by rising demand for backup power, renewable energy adoption, and supportive government policies.. Rising demand for uninterrupted power in industrial, commercial, and residential segments. The Indian uninterrupted power supply market is projected to grow at a CAGR of 8% –10% during the forecasted period 2023-28.

Key Growth Drivers:

- **Rising Power Reliability Issues:** Frequent outages and voltage fluctuations across urban and semi-urban India
- **Growth in Data Centers & Critical Infrastructure:** Surge in digital services, healthcare, BFSI, telecom, defence, airport, smart cities, etc.
- **Government Incentives & Policy Support:** Schemes like MNRE subsidies, net metering, and PLI for battery manufacturing
- **Push for Energy Efficiency & Sustainability (ESG):** Corporate ESG goals and shift from diesel gensets to clean, efficient alternatives
- **Rapid Rooftop Solar Adoption:** Strong uptake in residential and C&I rooftop solar drives
- **Government Focus:** Initiatives like Viability Gap Funding and higher capacity targets aim to strengthen grid stability, boost renewable integration, and cut fossil fuel reliance



Industrial Outlook- BESS, Solar EPC & SIS

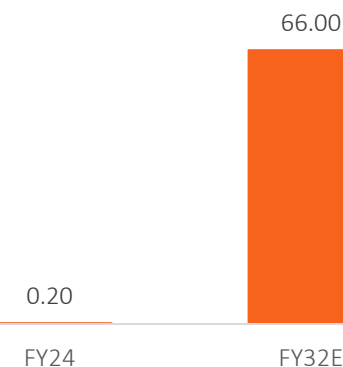
Indian BESS Market

India's Battery Energy Storage System (BESS) market is set to grow from under 0.2 GW to 66 GW by 2032. With an investment potential of INR 5,000 billion, widespread adoption could avoid over 2,000 million tonnes of CO₂ emissions. Valued at USD 7.8 billion in 2024, the market is projected to reach USD 32 billion by 2030, growing at a 27% CAGR during 2025–30.

Key Drivers

- **Renewable Energy Integration**- BESS is critical for managing the intermittency of solar and wind power, enabling round-the-clock (RTC) clean energy supply and ensuring grid stability.
- **Policy Support**: The government is boosting BESS adoption through PLI schemes, VGF support, and ISTS charge waivers extended till 2028.
- **Growing EV Adoption**: India's expanding EV ecosystem is driving demand for BESS to support charging infrastructure and manage peak loads.
- **Grid Stability**: BESS is essential for ancillary services like frequency regulation, voltage support, and peak shaving, enhancing overall grid reliability and resilience.

BESS Installed Capacity in India (GW)

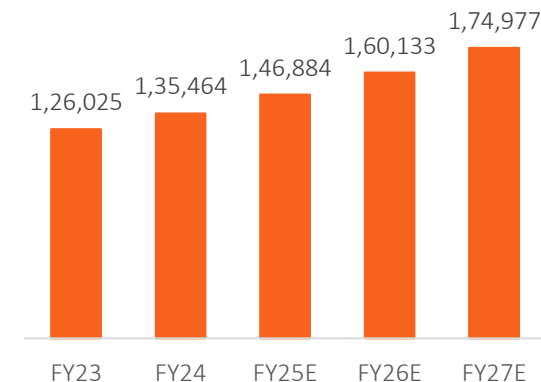


Solar EPC Market

Key Drivers

- **Government Push for Renewable Energy**: India targets 280 GW renewable energy by 2032, including 81 GW solar, supported by solar parks, INR 24,000 Cr PLI, SECI's solar-battery tenders, and INR 8,580 Cr CPSU EPC projects.
- **Rising Demand for Rooftop Solar**: Driven by 34% market growth in 2024 and strong ESG commitments, industrial and commercial sectors are leading rooftop solar adoption in India.

Solar EPC Market in India



System Integration Solutions

Industry Opportunity in India

- India system integration market estimated at ~USD 14.8 billion (2024), projected to reach ~USD 26.9 billion by 2033
- Strong growth driven by **digital transformation initiatives** across industries
- Government-led programs like **Smart Cities Mission** boosting demand for integrated solutions
- Rising enterprise adoption of **cloud, AI, and hybrid IT infrastructure**
- IT hardware market (~USD 20 billion) expanding with demand for devices, servers, and networking
- Rapid growth in **security & surveillance integration** due to urbanization and smart infrastructure needs
- Increasing need for **end-to-end integrated solutions providers**
- System integrators positioned as key enablers of India's technology-driven growth trajectory

A composite image of a city at night. On the left, industrial smokestacks emit orange smoke. In the center, a dense cluster of skyscrapers is visible. In the foreground, a multi-lane highway curves, with light trails from cars creating a sense of motion. On the right, several large wind turbines are silhouetted against the dark sky. The overall color palette is dark blue and black, with highlights from city lights and smoke.

Financial Overview

Q1-FY27 Financial Highlights

Q1-FY27 Financial Highlights

INR 760 Mn Total Income	INR 65 Mn EBITDA	8.55% EBITDA Margin
INR 46 Mn PAT	6.05% PAT Margin	INR 0.76 /Share Diluted EPS

Operational Highlights

- Revenue from operations grew 38% YoY in Q1-FY27, while the sequential decline of 27% reflects the industry's seasonal order cycle, with Q1 typically witnessing lower order activity.
- EBITDA margin improved by 126 bps YoY to 8.55% in Q1-FY27 from 7.29%, supported by higher revenue, while PAT increased 156% YoY to INR 46 Mn from INR 18 Mn, reflecting strong improvement in profitability.
- Backed by a robust order book, including L1 orders, of INR 10,902 Mn, the Company maintains strong revenue visibility for the coming quarters and remains well-positioned to deliver a healthy FY27 performance.
- Secured multiple strategic order wins during Q1-FY27, including INR 113 Mn in BESS projects from a reputed corporate and a INR 1,650 Mn Solar EPC order from Solarium Green Energy (Listed Company).
- The 1.2 GWh Jhajjar BESS facility is nearing commissioning, poised to enhance manufacturing capacity for large-scale energy storage solutions and strengthen execution capabilities across utility and C&I projects.
- Expansion in Gujarat for manufacturing UPS systems (1 kVA to 600 kVA) is underway to diversify the product portfolio and strengthen presence in the power backup segment, with the facility expected to be operational by Q2-FY27.
- On the digitisation drive, SAP and Sales Force is nearing completion and would be operational by end of H1-FY27.

Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q1-FY27	Q1-FY26	Y-o-Y	Q4-FY26	Q-o-Q
Revenue from Operations	760	549	38.4%	1,045	(27.3)%
Total Expenses	695	509	36.5%	936	(25.7)%
EBITDA	65	40	62.5%	109	(40.4)%
<i>EBITDA Margin (%)</i>	<i>8.55%</i>	<i>7.29%</i>	<i>126 Bps</i>	<i>10.43%</i>	<i>(188) Bps</i>
Other Income	25	8	212.5%	22	13.6%
Depreciation	8	7	14.3%	11	(27.3)%
Finance Cost	21	16	31.3%	13	61.5%
PBT	61	25	144.0%	107	(43.0)%
Tax	15	7	114.3%	28	(46.4)%
PAT	46	18	155.6%	79	(41.8)%
<i>PAT Margin (%)</i>	<i>6.05%</i>	<i>3.28%</i>	<i>277 Bps</i>	<i>7.56%</i>	<i>(151) Bps</i>
Other Comprehensive Income	(2)	-	NA	2	NA
Total Comprehensive Income	44	18	144.4%	81	(45.7)%
EPS (INR)(not annualised)	0.76	0.41	85.4%	1.34	(43.3)%

Historical Income Statement

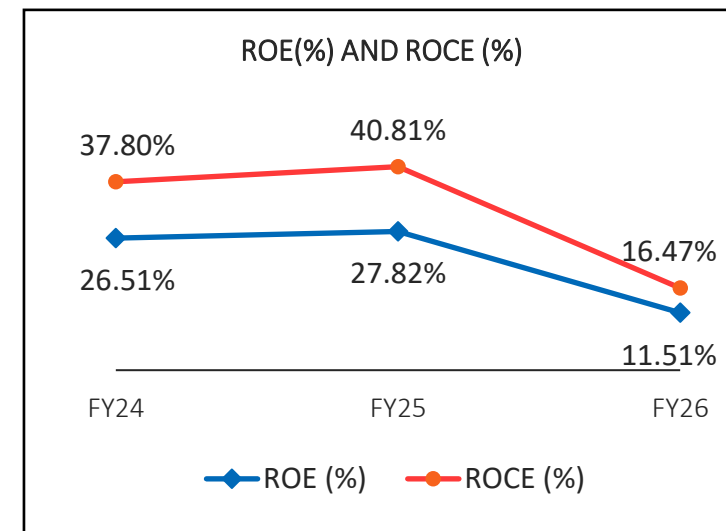
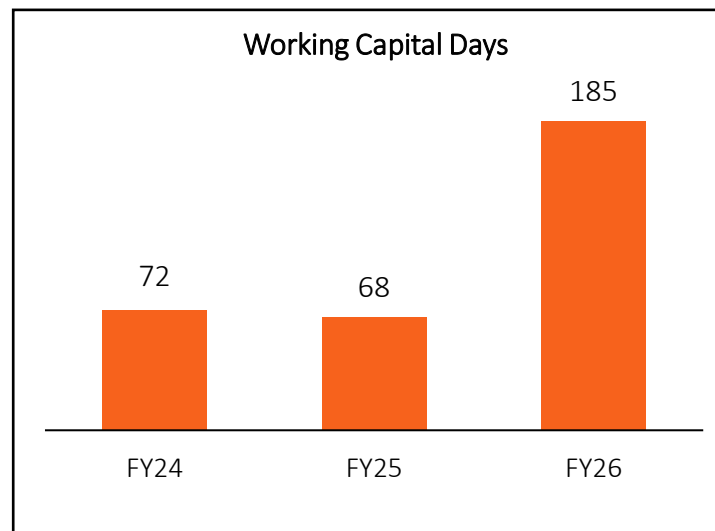
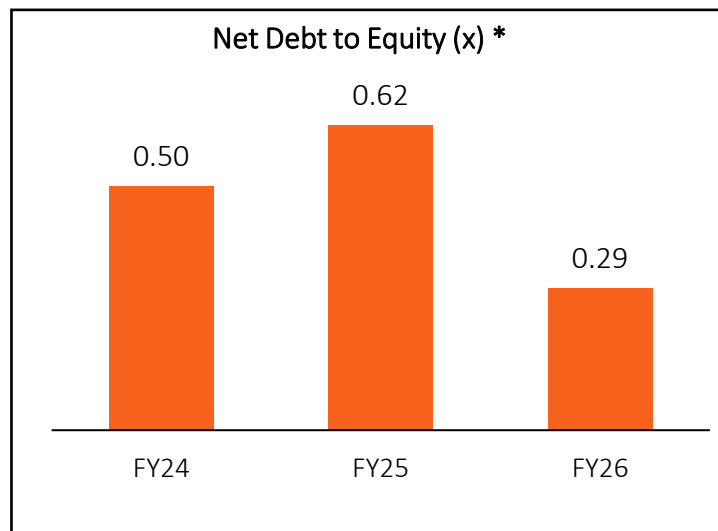
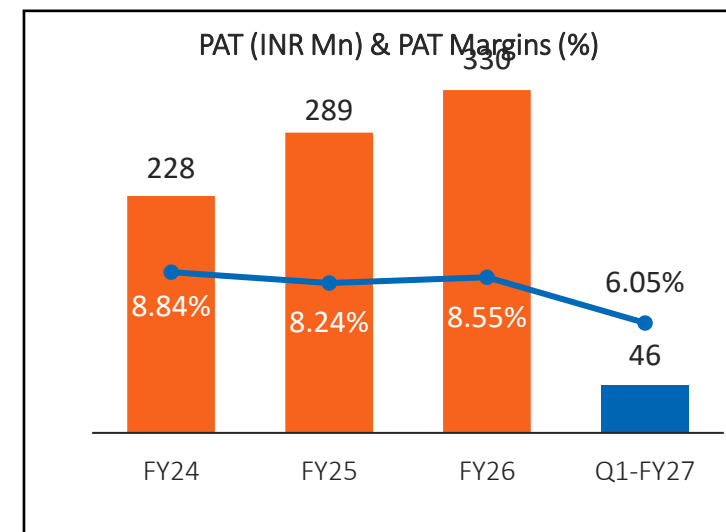
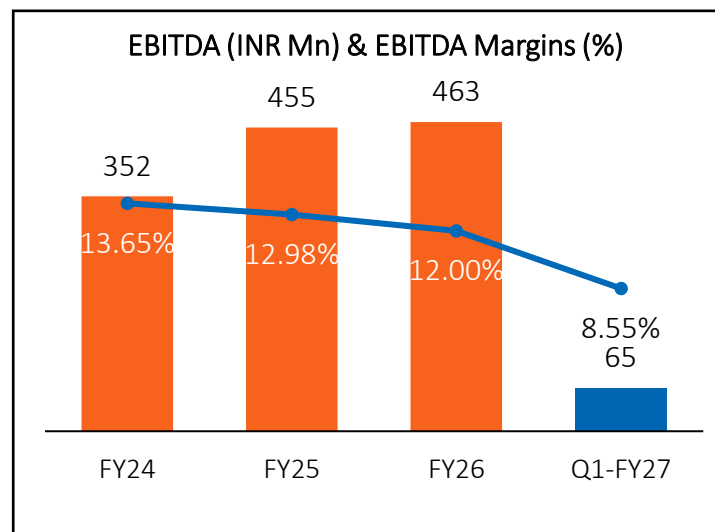
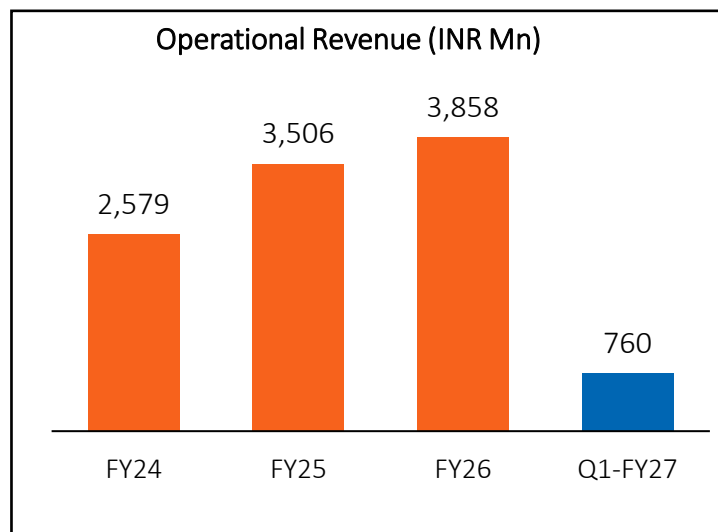
Particulars (INR Mn)	FY24	FY25	FY26	Q1-FY27
Revenue from Operations	2,579	3,506	3,858	760
Total Expenses	2,227	3,051	3,395	695
EBITDA	352	455	463	65
<i>EBITDA Margin (%)</i>	<i>13.65%</i>	<i>12.98%</i>	<i>12.00%</i>	<i>8.55%</i>
Other Income	14	19	59	25
Depreciation	19	30	32	8
Finance Cost	37	54	46	21
PBT	310	390	444	61
Tax	82	101	114	15
PAT	228	289	330	46
<i>PAT Margin (%)</i>	<i>8.84%</i>	<i>8.24%</i>	<i>8.55%</i>	<i>6.05%</i>
Other Comprehensive Income	-	-	(1)	(2)
Total Comprehensive Income	228	289	329	44
EPS (INR)(not annualised)	5.44	6.74	5.82	0.76

Balance Sheet

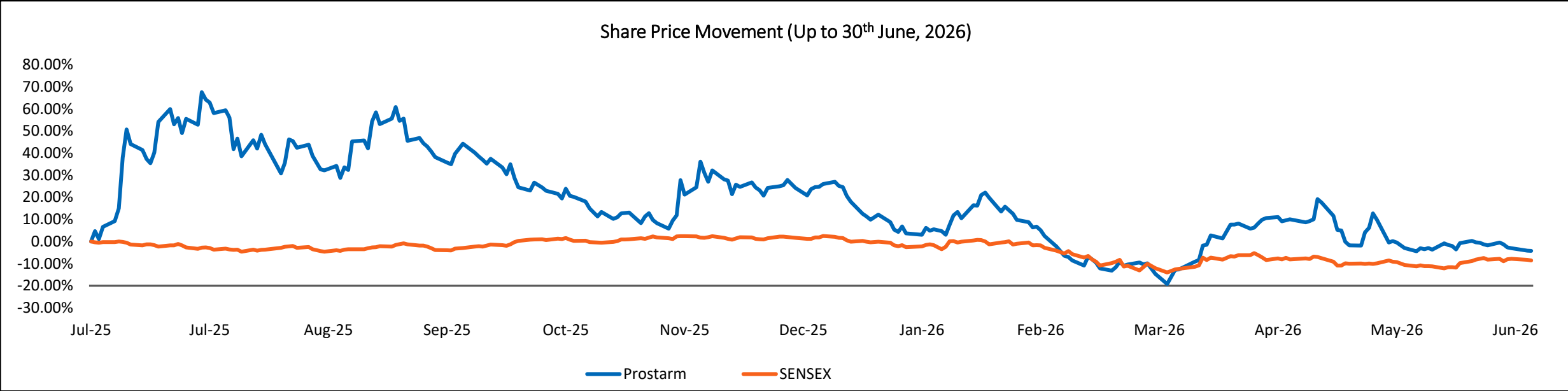
Equity and Liabilities (INR Mn)	FY24	FY25	FY26
Equity			
Share Capital	429	429	589
Other Equity	414	610	2,278
Equity Attributable to Parent company	843	1,039	2,867
Non controlling Interest	17		
Total Equity	860	1,039	2,867
Non Current Liabilities			
Financial liabilities			
(i) Borrowings	46	34	8
(ii) Other Financial Liabilities	-	-	-
(iii) Lease Liabilities	-	-	79
Provisions	12	15	21
Other non-current liabilities			
Total Non-Current Liabilities	58	49	108
Current Liabilities			
Financial liabilities			
(i) Borrowings	388	638	833
(ii) Lease Liabilities	1	-	10
(iii) Trade Payables	643	577	1,463
(iv) Other Financial liabilities	23	18	28
Other Current liabilities	26	26	36
Provisions	6	6	10
Current Tax Liabilities (net)	25	22	19
Total Current Liabilities	1,112	1,287	2,399
Total Liabilities	1,170	1,336	2,507
Grand Total – Equity and Liabilities	2,030	2,375	5,374

Assets (INR Mn)	FY24	FY25	FY26
Non Current Assets			
Property, Plant & Equipment	65	159	161
Capital Work in Progress	95	-	208
Investment Property	28	29	98
Intangible assets	22	19	23
Right of use assets	44	43	127
Financial assets			
(i) Trade Receivables	-	-	-
(ii) Investments	-	-	-
(iii) Other Financial Assets	136	156	353
Deferred tax assets (Net)	18	26	36
Other non-current assets	-	4	10
Total Non-Current Assets	408	436	1,016
Current Assets			
Inventories	585	587	732
Financial assets			
(i) Investments			
(ii) Trade Receivable	903	1,074	2,546
(iii) Cash and cash equivalents	5	6	12
(iv) Bank balances	2	20	9
(v) Loans	5	5	5
(vi) Other current financial assets	72	76	735
Current Tax Asset (Net)	-	1	-
Other current assets	50	170	319
Total Current Assets	1,622	1,939	4,358
Grand Total - Assets	2,030	2,375	5,374

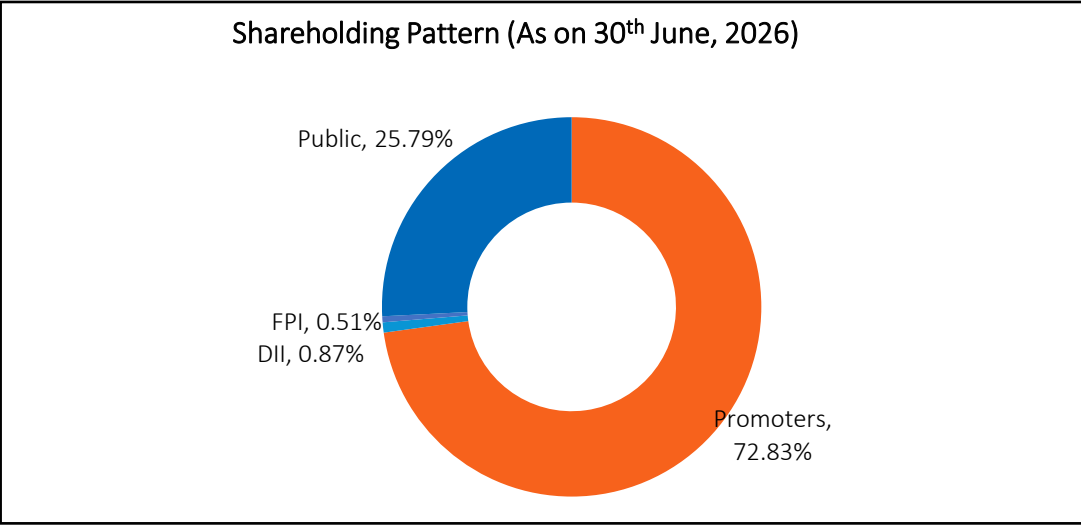
Financial Highlights



*Net Debt includes Lease Liabilities



Market Data (INR) (As on 30 th June, 2026)	
Face Value	10.00
CMP	136.75
52 Week H/L	253.00 / 114.90
Market Cap (INR Mn)	8,051.10
Shares O/S (Mn)	58.87
Avg. Vol. ('000)	1,500.00



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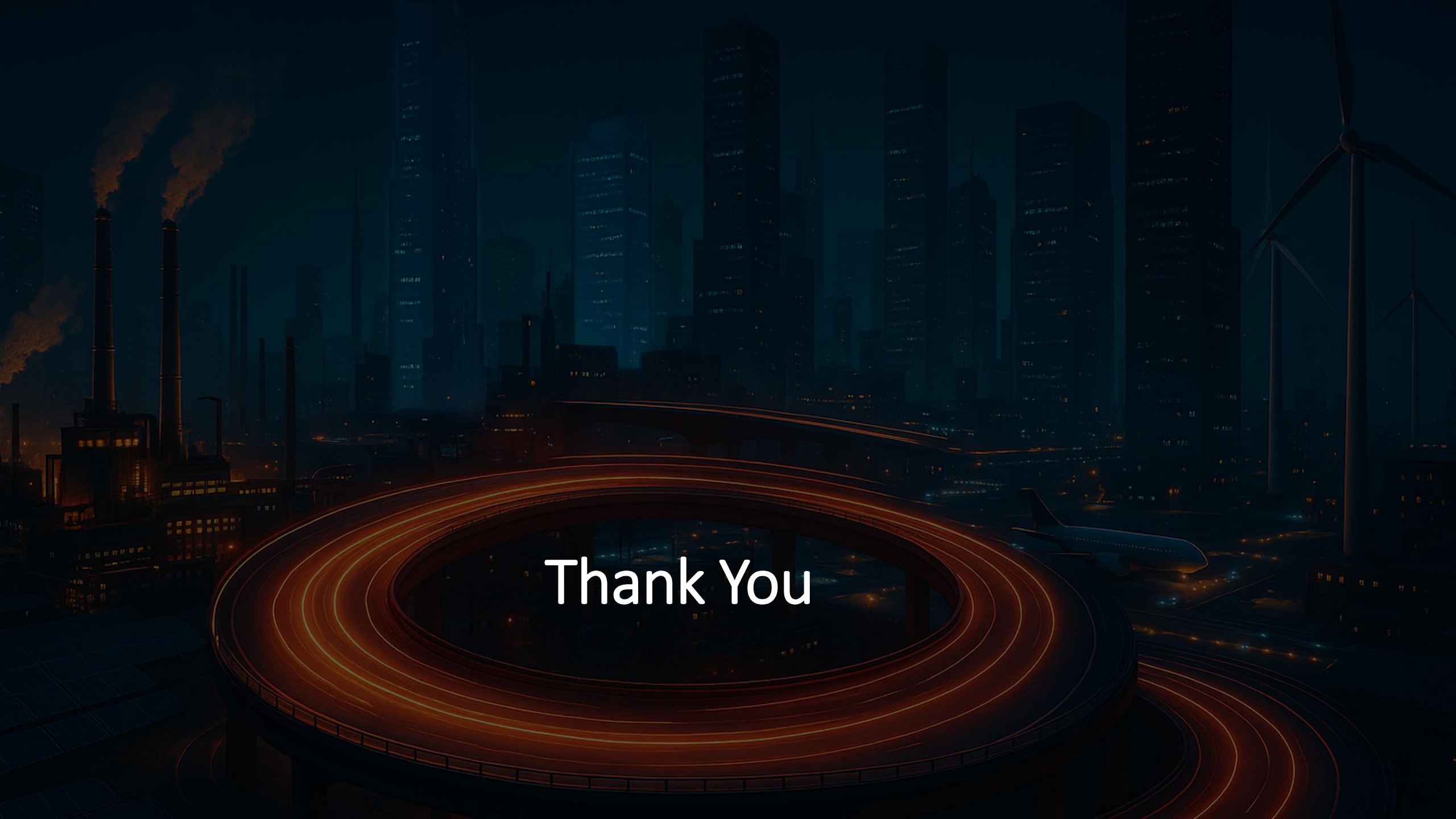
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A composite image of a city at night. In the foreground, a multi-level highway is shown with long-exposure light trails from cars, creating a sense of motion. The background features a dense urban skyline with various skyscrapers, some of which are illuminated. To the left, industrial smokestacks are visible, emitting thick plumes of smoke. On the right side, several large wind turbines are positioned, suggesting a focus on sustainable energy. The overall scene is a blend of traditional industry, modern urban development, and renewable energy.

Thank You