



Pace Digitek Limited

(Formerly Known as Pace Digitek Private Limited and Pace Digitek Infra Private Limited)

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CIN-L31909KA2007PLC041949

Ref No: PDL/2026-27/Q01_42

Date: June 22, 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
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Dear Sir/Madam,

Sub: Intimation of Investors' Presentation pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Pursuant to Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of the Investor Presentation.

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 and Pace Digitek Infra Private Limited]

Meghana M P

Company Secretary and Compliance Officer

Membership No: A42534

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

Encl.: As Above.





Pace Digitek Ltd.

Investor Presentation | June 2026



Telecom & ICT
Infrastructure



BESS
Manufacturing

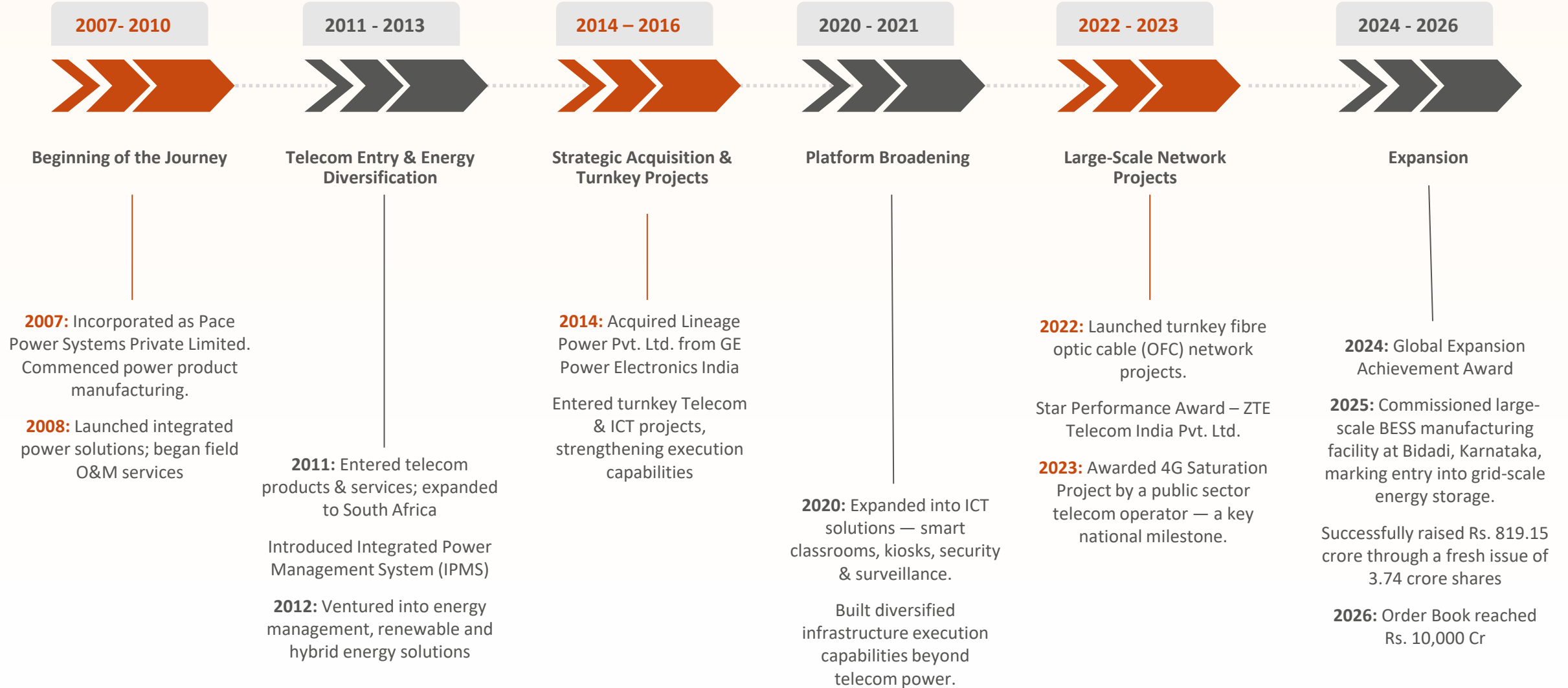


Energy
Integration



Long Term O&M
Services

Growth Journey: Building a Scalable Telecom & Energy Platform



Presence across telecom and energy infrastructure through
Manufacturing | EPC execution | O&M capabilities

Telecom



Telecom Tower

- Products Supply
- Project Execution
- Services



Fiber

- Products Supply
- Project Execution
- Services

Energy



Solar

- EPC – Solar Plants, Solar Water Pumps
- Developer



BESS

- EPC
- Developer
- Manufacturing of BESS & PCS



Electrical Transmission & Distribution

- EPC projects in substations, transmission & distribution systems

18+

Years industry experience

3

Manufacturing facilities

8,000+

Green field telecom towers installed

2.5 → 5 → 10 GWh

BESS manufacturing capacity expansion under way

Rs. 11,338 Cr

Order book
 (As of May 25, 2026)

Manufacturing Backbone Driving Cost & Control

State of Art Manufacturing Facilities at Karnataka, India



Kumbalgotu (2 facilities)

- Telecom Power Systems
- Li-lion Batteries
- Telecom Components

Bidadi (1 facility)

- BESS Plant with 5 GWh p.a. capacity
- Capacity expansion to 10 GWh p.a. underway
- Container fabrication unit under development

01

Facility I: (Kumbalgotu - Passive Equipment)

Products : Telecom Infra equipments

Installed Capacity (Nos.) : 10,944



02

Facility II : (Kumbalgotu – Battery)

Products : Lithium Ion Battery Systems and PCS

Installed Capacity (Nos.) : 21,590



03

Facility III : (Bidadi –BESS)

Products : Containerized Battery Energy Storage Systems (BESS)

Installed Capacity : 2.5 GWh (expansion underway to 10 GWh)

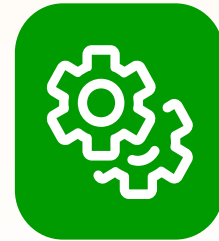
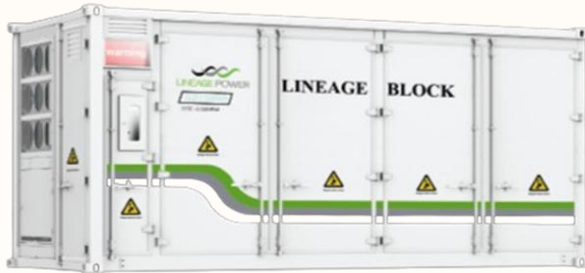


Energy Business



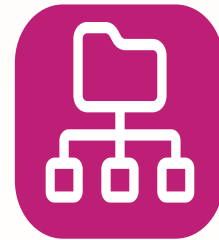
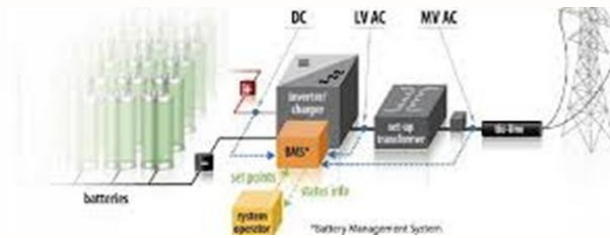
Integrated Energy Platform Driving Lifecycle Value Creation

Manufacturing → EPC → BOO (Annuity Model)



BESS Manufacturing Platform

- 2.5 → 5 → 10 GWh scale-up
- Cost leadership, supply chain control and margin expansion



EPC: Integrated Execution Platform

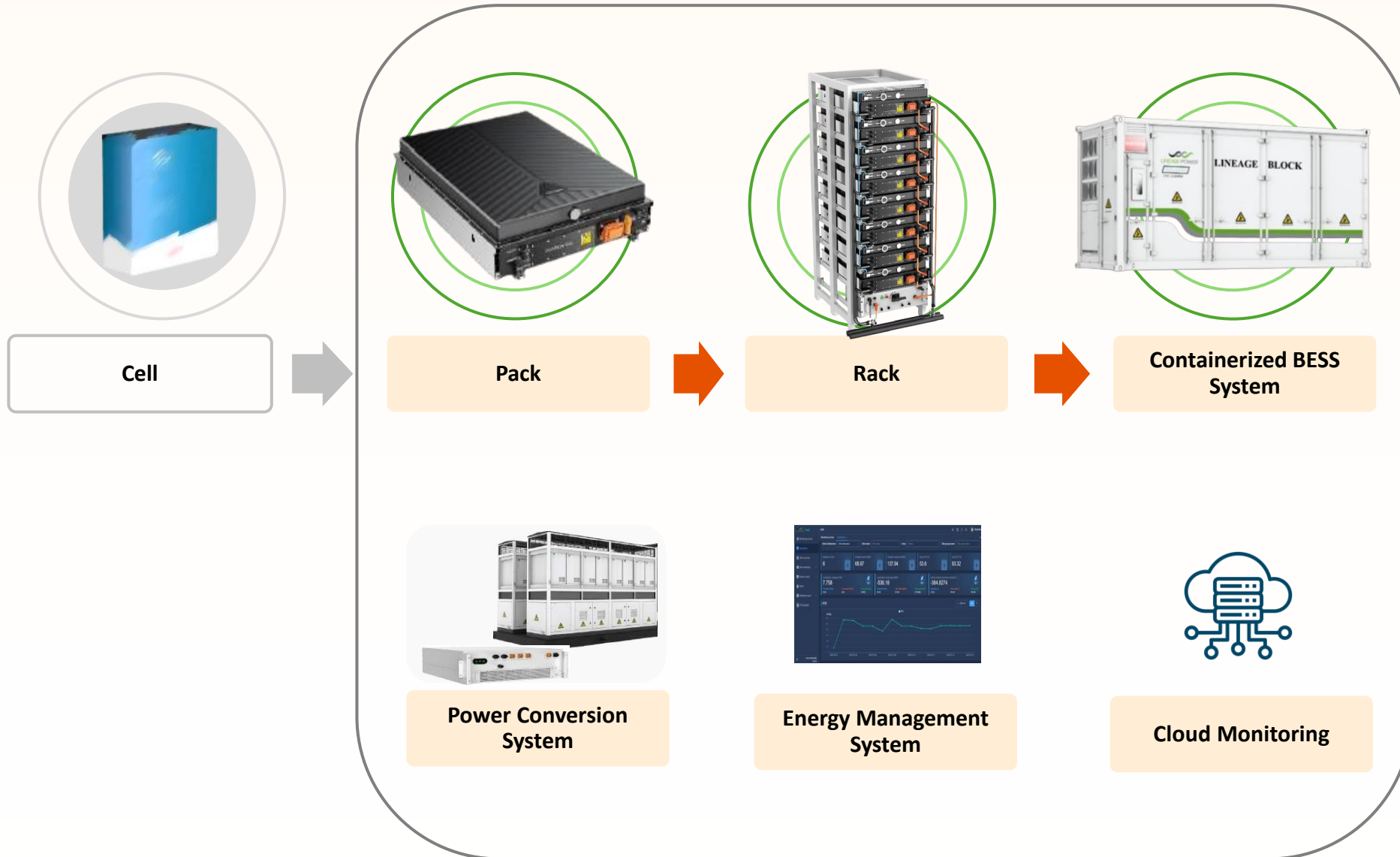
- Faster deployment using in-house systems
- Margin enhancement through product integration



Asset Ownership: Leveraging Backward Integration to EPC & Products

- Long-term contracted revenue
- Lifecycle value capture (O&M + performance)

Integrated Platform: From Pack to Grid-Scale Systems



System Engineering

- ✓ Pack-to-container integration
- ✓ ESS container design and manufacturing

Power Electronics

- ✓ PCS integration
- ✓ Grid synchronization

Digital Platform

- ✓ EMS platform
- ✓ Cloud monitoring & analytics

Battery Energy Storage System (BESS)

- **Containerized batteries with advanced liquid cooling** for optimal storage efficiency
- **Modular rack design** enabling easy installation, maintenance, and replacements
- **Extended lifecycle with up to 9,000 charging cycles** at recommended settings, ensuring long-term reliability
- **High round-trip efficiency (~93.5%)**, minimizing energy losses during charge–discharge cycles
- **Wide operating temperature range (-20°C to 55°C)**, adaptable to diverse environments
- **Low noise levels (<80 dB at 1m)**, reducing environmental footprint **Independent auxiliary power distribution** system for uninterrupted operations
- **Comprehensive safety systems** including protective alarms, fire suppression, thermal management, and dehumidification



5.016 MWh
Energy Rating

**Lithium Iron
Phosphate (LFP)**
Battery Chemistry

0.5C
C-Rate

1164–1476 V DC
1884 A
Electrical
Specifications

FY26 Operational and Strategic Milestones - BESS Business

Building integrated manufacturing, execution and lifecycle capabilities across the BESS value chain

1 BESS Manufacturing Scale-up

Operationalized BESS manufacturing facilities with **2.5 GWh** installed capacity and delivered **178 grid-scale BESS containers**

2 Utility-Scale Order Wins

Secured diversified utility-scale BESS and renewable-linked projects with **5.32 GWh** executable order visibility across BOO, EPC and supply models

3 Execution Milestone

Executed **480 MWh** of utility-scale BESS capacity during FY2026

4 Backward Integration Progress

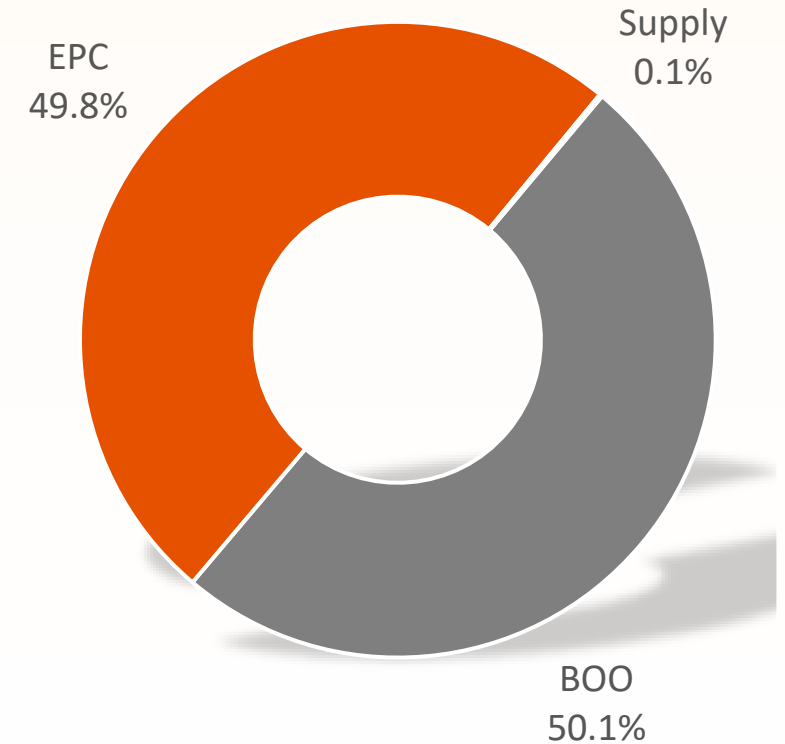
Advanced in-house container fabrication and manufacturing automation to strengthen **localization** and supply-chain control

5 C&I Energy Storage Development

Developed **C&I energy storage** prototype solutions with commercialization

Diversified Order Book of Rs. 8,854 Cr

Client	Project Type	Scope	GWh	Total Executable Value (Rs. Cr)
MESDCL	Standalone BESS	BOO	1.02	1,258
SECI	Solar + BESS	BOO	0.10	700
KPTCL	Standalone BESS	BOO	0.50	700
KREDL	Solar + BESS	BOO	1.10	1,775
BOO			2.72	4,433
SECI	Standalone BESS	EPC	1.20	1,159
MAHAGENCO	Solar EPC	EPC	-	920
NLC India	Standalone BESS	EPC	0.50	710
DVC	Standalone BESS	EPC	0.50	702
NTPC	Standalone BESS	EPC	0.40	584
Bondada Engineering	Solar BOS	EPC	-	334
EPC			2.60	4,409
Yaqin Chem	Standalone BESS	Supply	0.0037	12
Total			5.32	8,854



Note:

- Data as on May 25, 2026
- Highlighted order are received post Q3 FY2026

Comprehensive value chain coverage from manufacturing to asset ownership

Manufacturing → EPC → BOO



Supply

Manufacturing & Sales

In-house BESS manufacturing platform with cost leadership and supply chain control.

- BESS DC Blocks
- Power Conversion Systems
- Energy Management Systems

Margin **12-14%**



● Product Supply: 0.1% of order book + C&I participation



EPC

Engineering & Construction

Integrated execution platform with faster deployment using in-house systems.

- Turnkey EPC execution
- Design & engineering
- Project management

Margin **7-10%**



● EPC: 49.8% of order book



BOO

Build-Own-Operate

Asset ownership with long-term contracted cash flows and attractive IRR.

- Long-term contracts
- Revenue visibility
- O&M services

Equity IRR **13-14%**



● BOO: 50.1% of order book

Update on Manufacturing Capacity Expansion

Expanding capabilities to meet growing demand and strengthening integration across value chain



Rationale

Demand-led expansion to support scale, backward integration and cost optimization

Backward integration to improve cost efficiency, delivery timelines and margin profile

Existing Capacity

2.5 GWh

-

-

Proposed Capacity Expansion

Additional 2.5 GWh

5 GWh

In-house container fabrication facility

Status of Work

Machinery received; installation and commissioning activities underway

Construction completed; machinery installation and line setup underway

Construction completed; equipment installation and utility integration underway

Target Commissioning

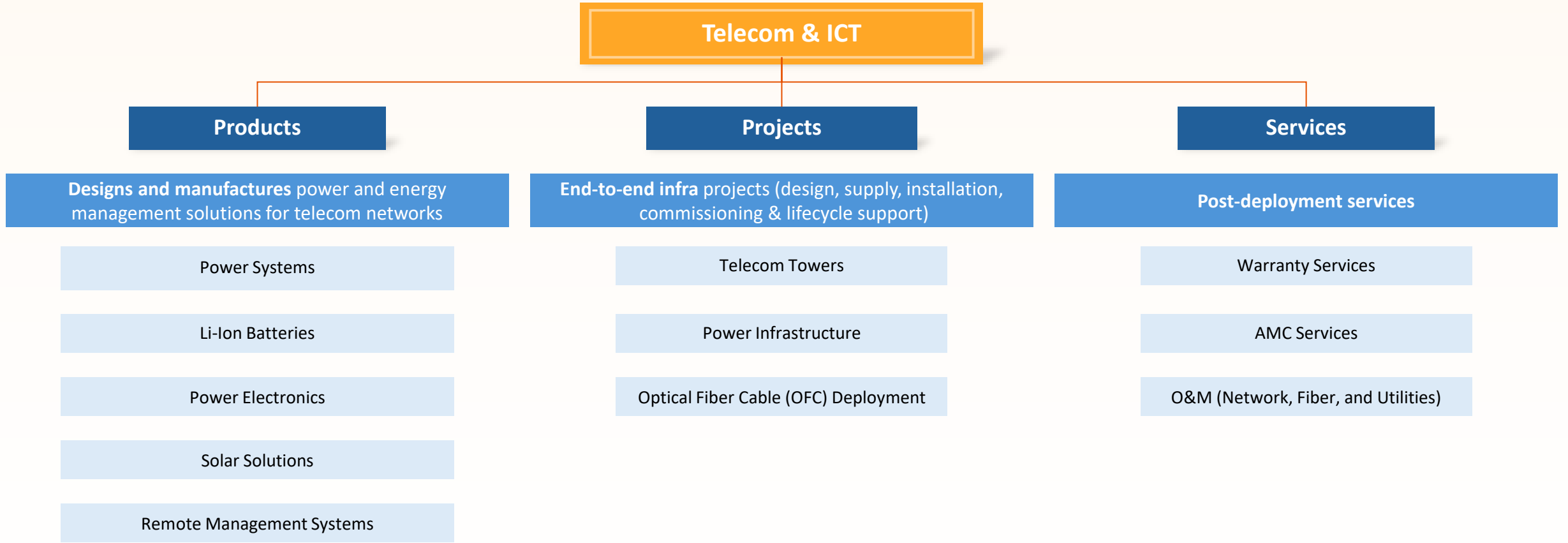
Q2 FY27

Q3 FY27

Q2 FY27



Telecom
Business



Integrated, one-stop telecom infrastructure partner across operators, tower companies, OEMs, and enterprise customers

End-to-end telecom tower and OFC platform, covering manufacturing, EPC execution, O&M, and lifecycle services

In-house Lineage product suite supports cost efficiency and execution control

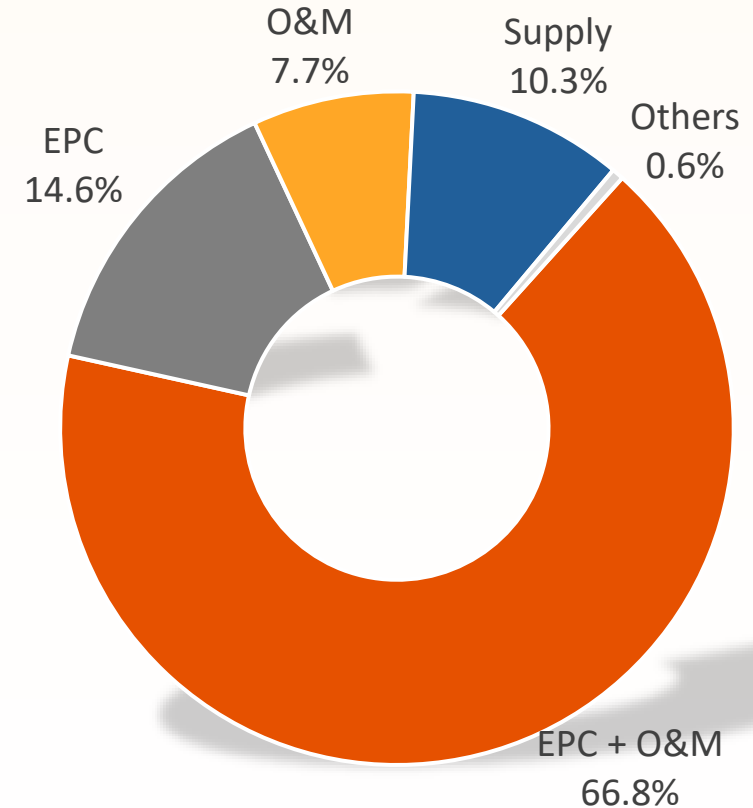
Recurring revenue stream from warranty, AMC, O&M and upgrade contracts with **1–5 year tenures**

Telecom & ICT Order Book

Rs. 2,484 Cr
As of May 25, 2026

Diversified Order Book of Rs. 2,484 Cr

Client	Project Type	Scope	Total Executable Value (Rs. Cr)
BSNL	Telecom Infra	EPC + O&M	1,500
RNS	Telecom Infra	EPC + O&M	115
TANFINET	OFC Network	EPC + O&M	44
EPC + O&M			1,659
BSNL	OFC Network	EPC	265
Railtel	ICT	EPC	75
Indian Railways	Railway Kavach	EPC	23
EPC			362
BSNL	Power Management	Supply	56
Reliance	Power Management	Supply	120
BSNL	Power Management	Supply	80
Supply			256
Tata Teleservices	Telecom O&M	O&M	192
O&M			192
Others			14
Total			2,484



Note:

- Data as on May 25, 2026
- Highlighted order are received post Q3 FY2026



01

BESS Growth

- Expanding BESS manufacturing capacity from 5 GWh to 10 GWh
- Backward integration for container fabrication
- Integrated delivery including Power Conversion Systems (PCS) and Energy Management Systems (EMS)
- Strengthening in-house capabilities for end-to-end BESS execution
- Enhance utility-scale and C&I energy storage capabilities

02

Renewable Energy Platform

- Create a platform to act as asset-holding and project development company for renewable projects
- Scaling integrated and hybrid energy solutions through a dedicated renewable energy
- Portfolio level financing for the developer projects

03

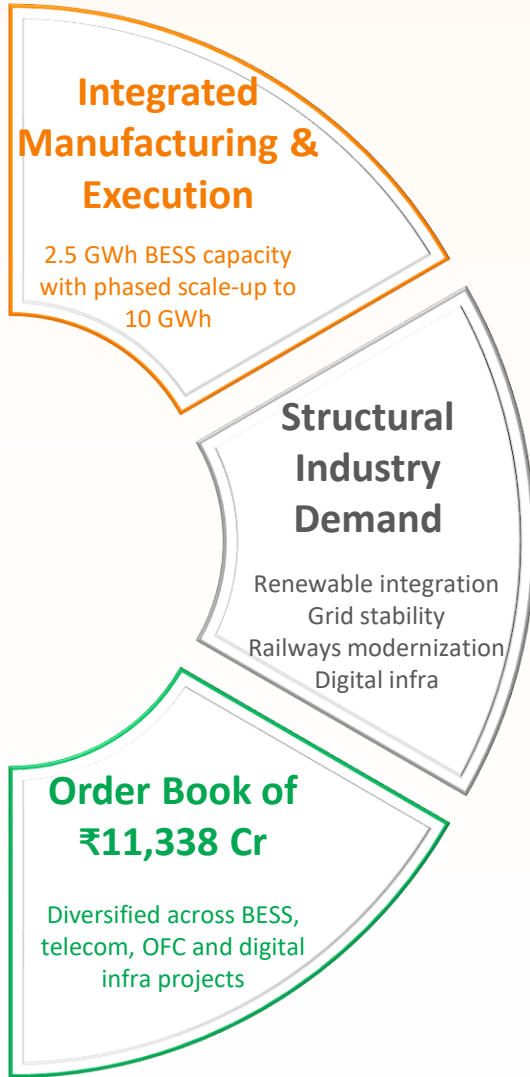
Telecom Business Expansion

- Enhance execution scale across ongoing and repeat telecom deployments
- Increase participation in telecom EPC project opportunities

04

International Market Presence

- Expanding presence in Saudi Arabia, Kenya and other African markets for telecom infrastructure and BESS solutions



+

Strategic Growth Priorities

Scale utility-scale and C&I BESS execution capabilities

Improve operating leverage through localization and integration

Increase share of product-led and manufacturing-driven revenues

Expand telecom, OFC, railways and digital infrastructure participation

FY27–FY28 Revenue Guidance

FY27E

₹3,200 – 3,400 Cr

FY28E

₹4,000 – 4,200 Cr

01

Integrated Infrastructure Platform

Single platform spanning Manufacturing + EPC + O&M across telecom and energy creates execution control, cross-selling and operating leverage

02

Early Mover in BESS with Execution Track Record

Among the few Indian players with in-house BESS manufacturing + grid-scale EPC + EMS integration already operational

03

Backward-Integrated Manufacturing

Cell-to-pack-to-container integration with 5 GWh → 10 GWh capacity, enabling cost control, margin expansion and Make-in-India advantage

04

Strong Order Book

Rs. 11,338 Cr order book across Energy and Telecom & ICT provides high earnings visibility and execution runway

05

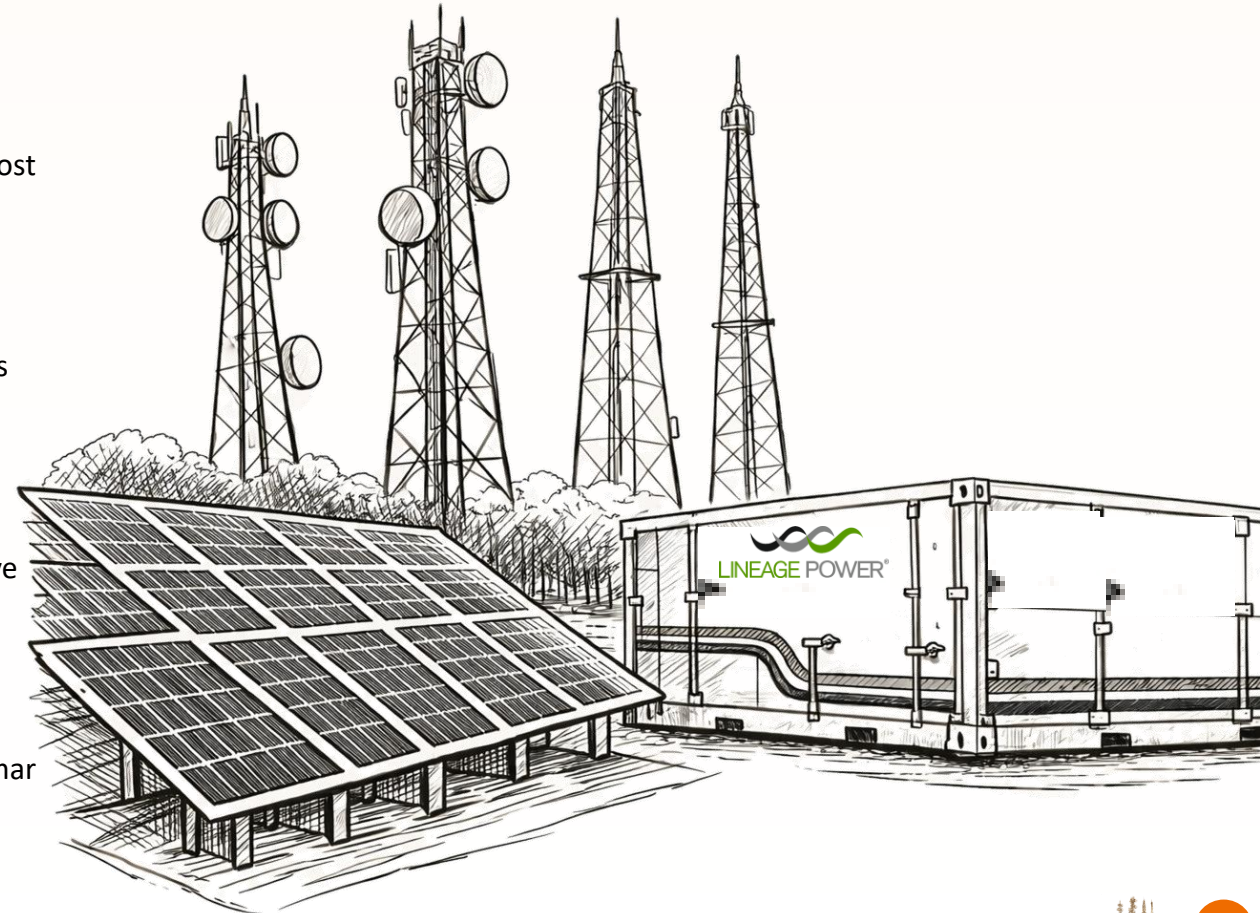
Longstanding Client Relationships

Deep relationships with leading telecom operators and public-sector entities drive repeat orders and low customer acquisition cost

06

Pan-India Execution with Select International Presence

Pan-India operations since 2007 with international presence in Africa and Myanmar

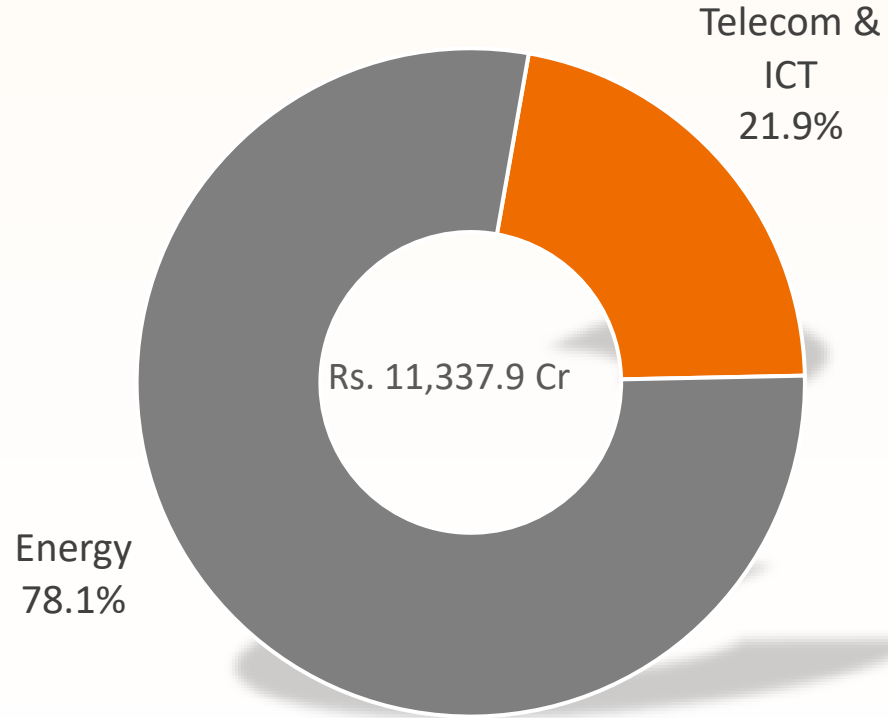


Q4 & Full Year FY2026 Performance Update

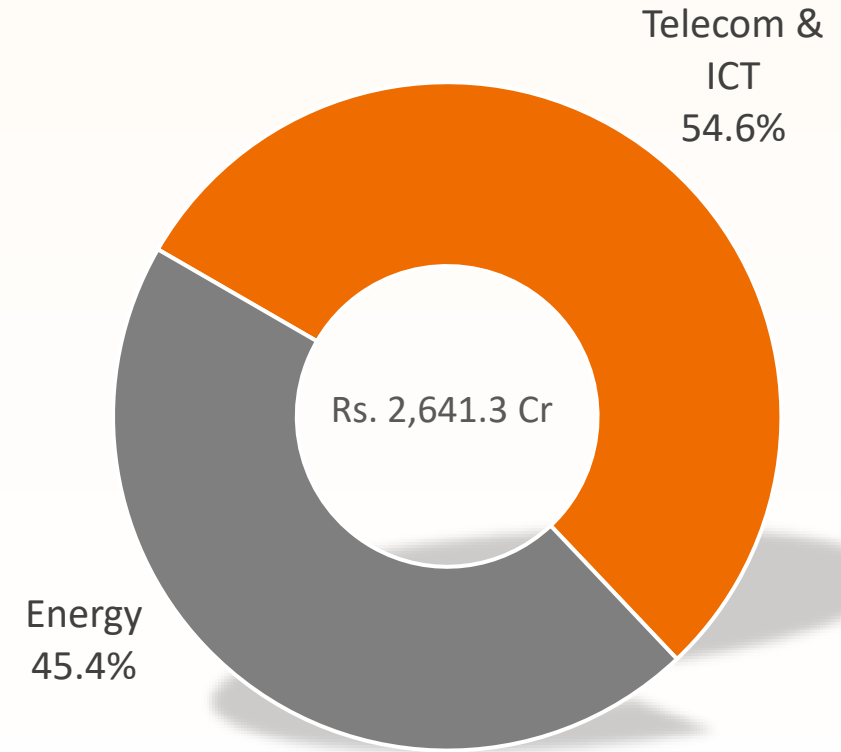


FY2026 Order Book and Revenue Breakdown

Order Book Breakdown



FY2026 Revenue Breakdown



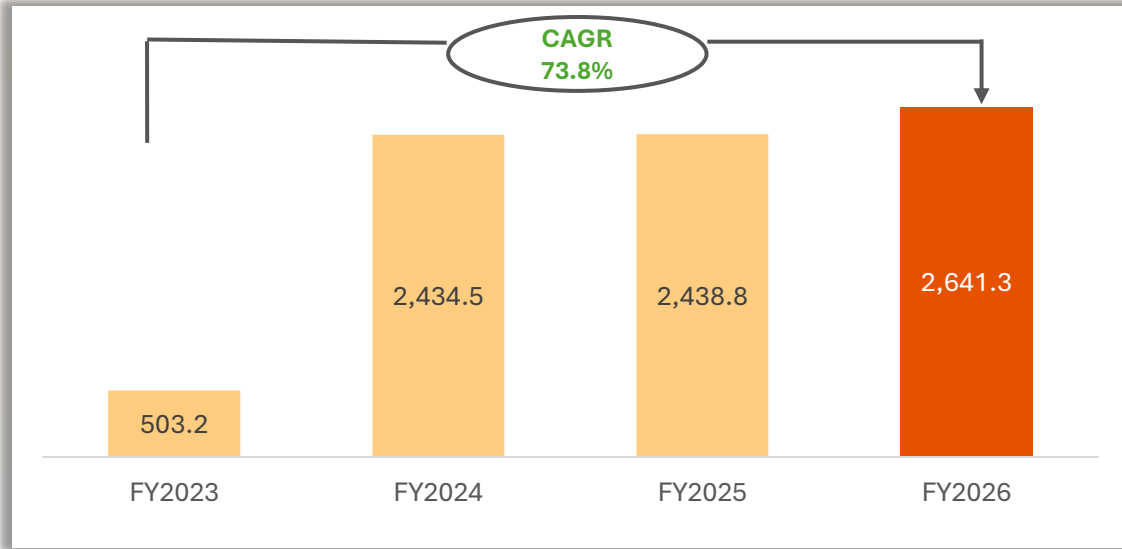
*Data as on May 25, 2026

Q4 & FY26 Financial Performance (Consolidated)

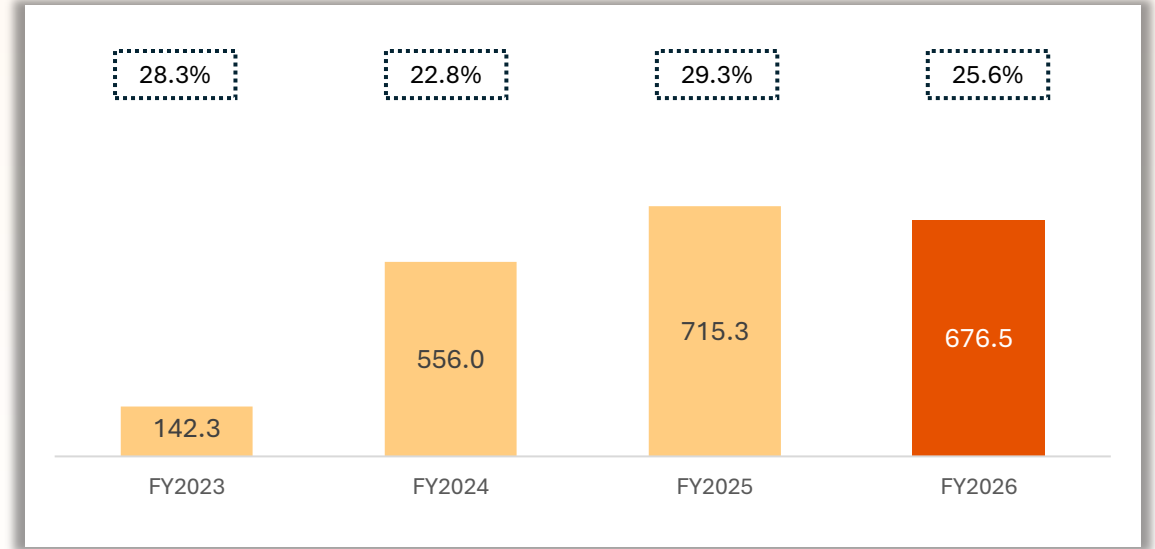
Particulars (Rs. Cr)	Q4 FY2026	Q4 FY2025	YoY	Q3 FY2026	QoQ	FY2026	FY2025	YoY
Revenue from operations	1,096.8	683.3	60.5%	644.0	70.3%	2,641.3	2,438.8	8.3%
Gross profit	249.1	129.9	91.7%	169.2	47.3%	676.5	715.3	(5.4)%
<i>Gross profit margin</i>	<i>22.7%</i>	<i>19.0%</i>		<i>26.3%</i>		<i>25.6%</i>	<i>29.3%</i>	
Employee expenses	27.2	17.3	56.7%	24.9	9.1%	95.9	66.7	43.8%
Other expenses	58.7	36.3	61.8%	26.3	123.2%	125.4	166.9	(24.9)%
EBITDA	163.2	76.3	114.0%	117.9	38.4%	455.2	481.7	(5.5)%
<i>EBITDA margin</i>	<i>14.9%</i>	<i>11.2%</i>		<i>18.3%</i>		<i>17.2%</i>	<i>19.8%</i>	
Depreciation & amortisation	3.2	1.5	108.8%	4.6	(29.8)%	12.0	6.0	98.5%
EBIT	159.9	74.7	114.1%	113.3	41.1%	443.2	475.7	(6.8)%
<i>EBIT margin</i>	<i>14.6%</i>	<i>10.9%</i>		<i>17.6%</i>		<i>16.8%</i>	<i>19.5%</i>	
Finance costs	34.3	6.9	nm	9.3	nm	59.8	115.2	(48.0)%
Other income	20.2	7.4	173.6%	10.2	97.9%	46.1	23.4	96.9%
Profit before tax (PBT)	145.8	75.2	93.9%	114.3	27.6%	429.5	383.9	11.9%
<i>PBT margin</i>	<i>13.1%</i>	<i>10.9%</i>		<i>17.5%</i>		<i>16.0%</i>	<i>15.6%</i>	
Taxes	39.9	18.9	111.3%	35.5	12.5%	122.3	104.8	16.6%
Profit After Tax	105.9	56.3	88.1%	78.8	34.5%	307.3	279.1	10.1%
<i>Profit After Tax Margin</i>	<i>9.5%</i>	<i>8.2%</i>		<i>12.0%</i>		<i>11.4%</i>	<i>11.3%</i>	

FY2026 Financial Trend (Consolidated)

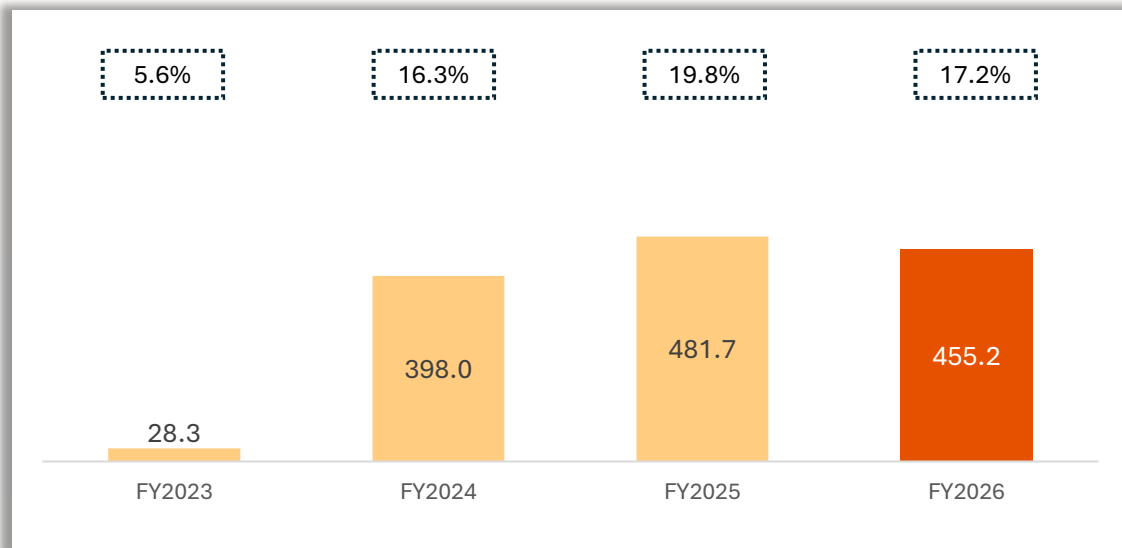
Revenue from Operations (Rs. Cr)



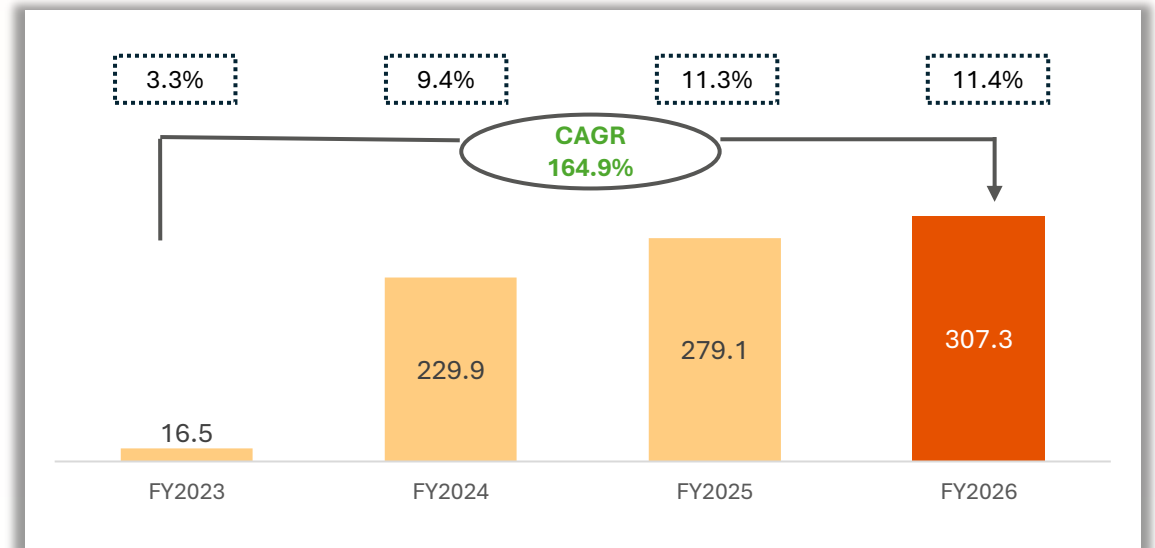
Gross Profit (Rs. Cr) and Margin



EBITDA (Rs. Cr) and Margin

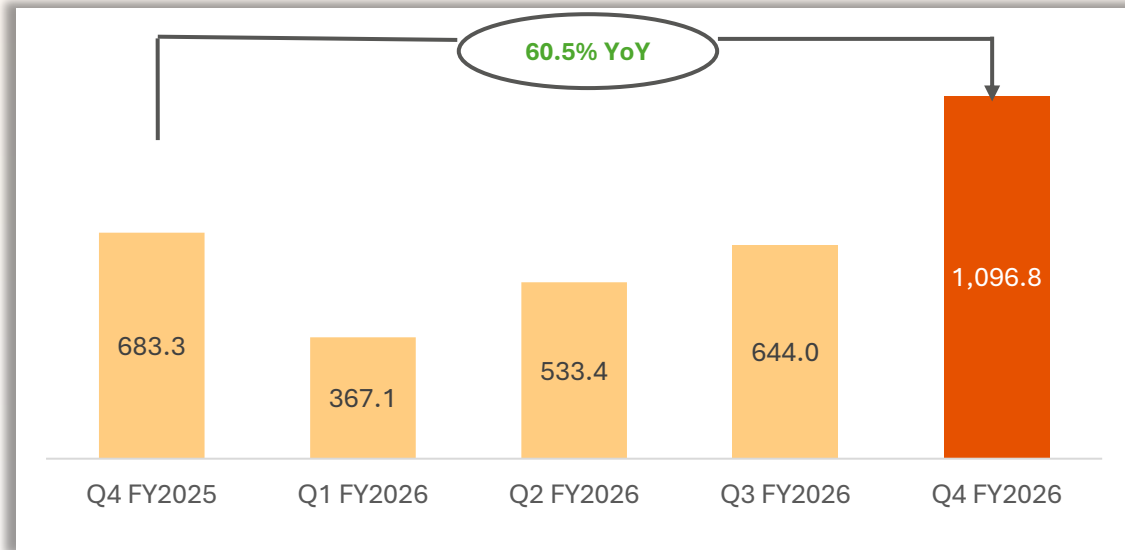


PAT (Rs. Cr) and Margin

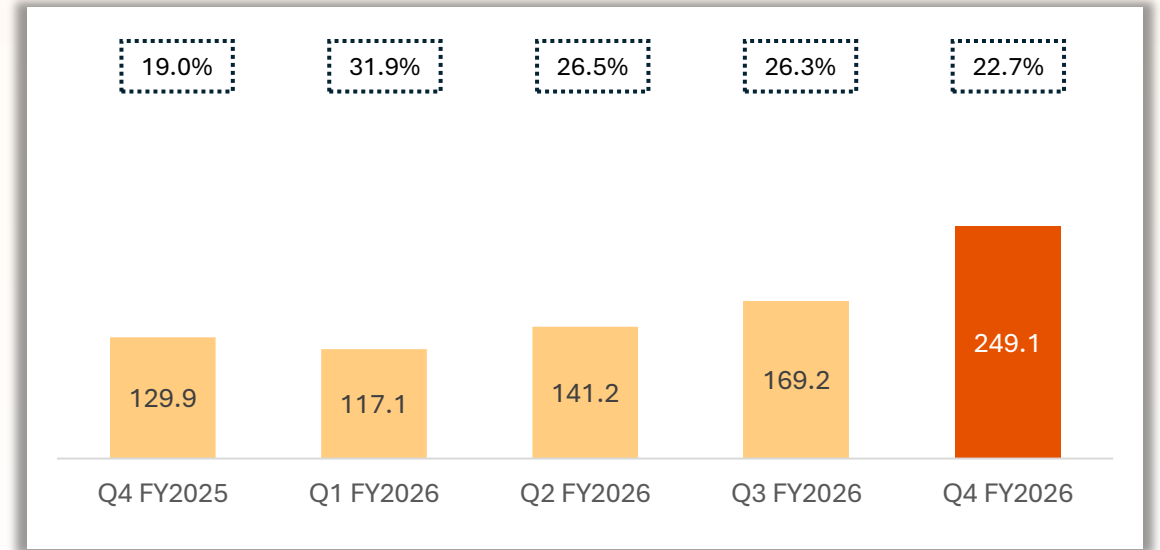


Quarterly Financial Trend (Consolidated)

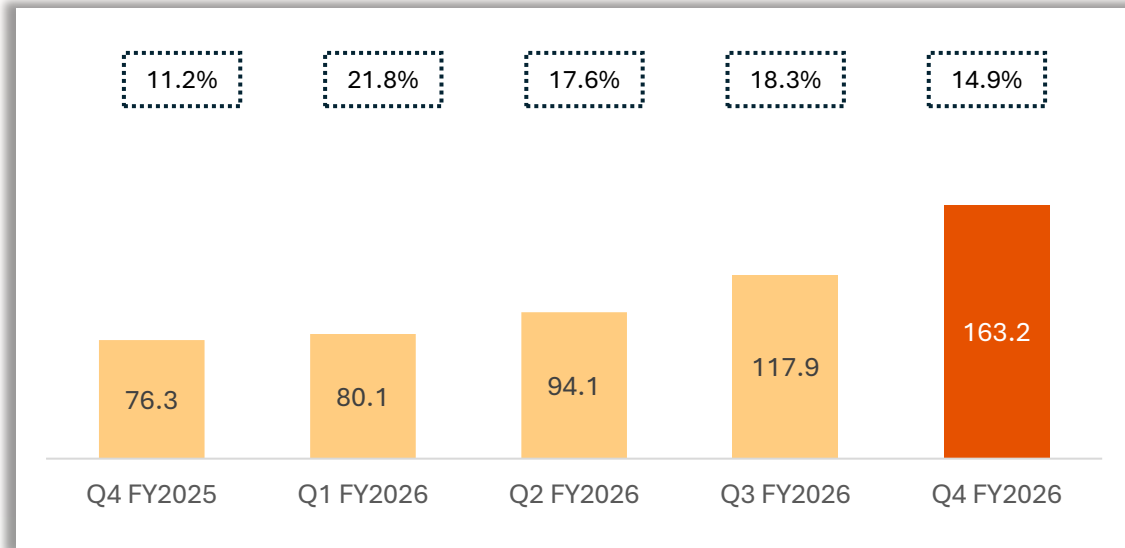
Revenue from Operations (Rs. Cr)



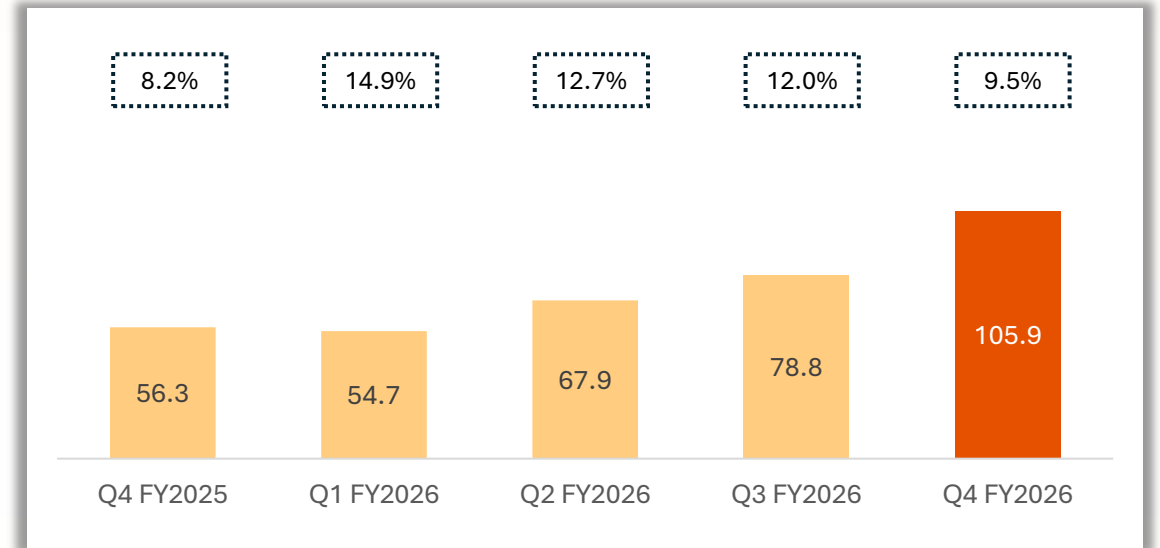
Gross Profit (Rs. Cr) and Margin



EBITDA (Rs. Cr) and Margin



PAT (Rs. Cr) and Margin



Balance Sheet Summary (Consolidated)

Particulars (Rs. Cr)	FY2026	FY2025
Equity share capital	43.2	35.7
Other equity	2,164.1	1,134.2
Non-controlling interest	44.9	39.1
Total Equity	2,252.2	1,209.0
Long term Borrowings	606.7	24.2
Short Term Borrowings	354.0	136.5
Total Debt	960.7	160.7
Debt / Equity	0.43x	0.13x
Cash and Bank Balances	769.1	216.4
Net Debt	1,91.6	-
Net Debt / Equity	0.09x	-
ROE	13.6%	23.1%
ROCE	14.3%	37.9%

- Rs. 417.3 Cr of IPO proceeds deployed towards MSEDCL BESS project capex as of FY2026-end, with remaining funds planned for utilization during FY2027
- Increase in debt primarily reflects ongoing investment towards BESS manufacturing expansion, energy asset creation and project execution scale-up
- Strong liquidity position maintained with cash & bank balances of Rs. 769.1 Cr and Net Debt / Equity of 0.09x
- Strategic inventory and equipment build-up undertaken to support execution visibility, supply-chain readiness and energy project ramp-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

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)

1

Integrated Infrastructure Platform

Manufacturing, EPC, BOO and O&M capabilities create execution control, cross-selling opportunities and operating leverage

2

Early Mover in Utility-Scale BESS

Among few Indian players with operational BESS manufacturing, grid-scale EPC execution and EMS integration capabilities under one platform

3

Proven Execution Track Record

Demonstrated ability to execute large-scale telecom infrastructure, OFC deployment and utility-scale energy storage projects across India

4

Backward-Integrated Manufacturing Platform

Cell-to-pack-to-container integration with expanding 5 GWh to 10 GWh capacity supports cost competitiveness, quality control and supply-chain reliability

5

Strong Order Book with Multi-Year Visibility

Order book of Rs. 11,338 Cr across Energy and Telecom & ICT provides strong revenue visibility and execution runway

6

Positioned for India's Energy Transition

Benefiting from structural growth drivers including renewable energy expansion, grid modernization and rising energy storage deployment

7

Scalable Business Model with Operating Leverage

Increasing contribution from manufacturing and integrated project execution to enhance efficiency and support margin expansion over time

8

Experienced Promoters and Technical Leadership

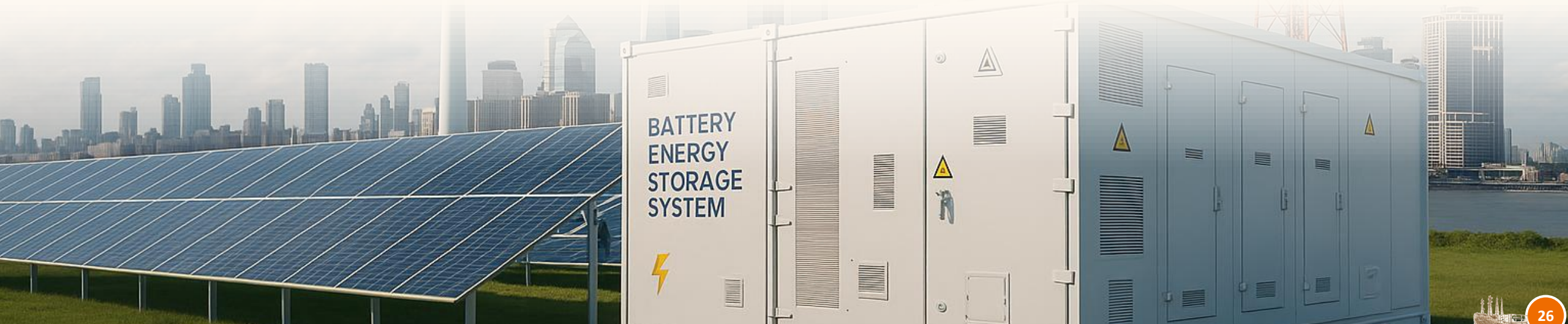
Promoter-led management team with deep domain expertise in power electronics, telecom infrastructure and energy solutions

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Thank
You

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