



# ACE INTEGRATED SOLUTIONS LIMITED

Regd. Office: B-13, DSIDC Complex, Functional Industrial Estate,  
Industrial Area Patparganj, New Delhi-110092,

Email- [md@aceintegrated.com](mailto:md@aceintegrated.com), [cs@aceintegrated.com](mailto:cs@aceintegrated.com)

Phone No. 011-49537949, Website- [www.aceintegrated.com](http://www.aceintegrated.com)

CIN: L82990DL1997PLC088373

To,  
**The National Stock Exchange Limited,**  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex,  
Bandra (E)  
Mumbai

Date: April 07, 2026

**Company Symbol: ACEINTEG**

**SUBJECT: DISCLOSURE UNDER REGULATION 30 OF SEBI (LODR) REGULATIONS, 2015 - EXECUTION OF CHANNEL PARTNER AGREEMENT**

Dear Sir / Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform that the **Company (ACE INTEGRATED SOLUTIONS LIMITED) has entered into a Channel Partner Agreement with (KRISTELLAR AEROSPACE PRIVATE LIMITED) in the ordinary course of business.**

The said agreement pertains to marketing, promotion, bidding, and sale of KAPL's cyber security and secure communication solutions in India, including Government, Defence PSUs, and enterprise segments.

The agreement does not result in any change in management or control of the Company and does not constitute a related party transaction. Further, the aforesaid agreement is not a subject matter of Unpublished Price Sensitive Information (UPSI).

A copy of the executed agreement is enclosed herewith for your reference and record.

Thanking you,

Yours Faithfully,

For **ACE INTEGRATED SOLUTIONS LIMITED**

**CHANDRA SHEKHAR VERMA**  
**PROMOTER & MANAGING DIRECTOR**  
**(DIN: 01089951)**

**DATE: APRIL 07, 2026**  
**PLACE - DELHI**



BY AND BETWEEN:

**Kristellar Aerospace Private Limited**, a company incorporated under the Companies Act, 2013, having its registered office at **N/6, IRC Village, Nayapalli, Bhubaneswar - 751015, Odisha** (hereinafter referred to as "KAPL" or "Principal", which expression shall, unless repugnant to the context, include its successors and assigns).

AND

**Ace Integrated Solutions Ltd** a company incorporated under the Companies Act, 2013, having its registered office at **B-13, DSIDC Complex, Patparganj Industrial Area, New Delhi – 110092** (hereinafter referred to as "Channel Partner" or "Partner", which expression shall, unless repugnant to the context, include its successors and assigns).

KAPL and the Partner shall hereinafter be individually referred to as a "Party" and collectively as the "Parties".

## 1. PURPOSE

The purpose of this Agreement is to appoint the Partner as a non-exclusive channel partner for marketing, promotion, bidding, and sale of KAPL's cyber security and secure communication products and solutions within India, specifically targeting Government organizations, Defence Public Sector Undertakings (PSUs), Central/State PSUs, and enterprise customers.

## 2. DEFINITIONS

- **Products:** Cyber security systems, quantum-resilient encryption solutions, secure communication platforms, and associated hardware/software developed or supplied by KAPL.
- **Territory:** Republic of India.
- **Customers:** Government departments, Defence organizations, PSUs, and enterprise clients.
- **Confidential Information:** Any proprietary, technical, commercial, or strategic information disclosed by either Party.

## 3. APPOINTMENT

3.1 KAPL hereby appoints the Partner as a non-exclusive Channel Partner for the Territory.

3.2 The Partner is authorized to:

- Promote and market the Products

KRISTELLAR AEROSPACE PVT. LTD.

Director

For ACE INTEGRATED SOLUTIONS LIMITED

Managing Director

- Participate in tenders, RFPs, and bids
- Engage with end customers
- Facilitate sales and contracts

3.3 This Agreement does not grant any ownership, IP rights, or exclusivity unless explicitly stated.

## 4. SCOPE OF WORK

### 4.1 Responsibilities of the Channel Partner (Ace Integrated Solutions Ltd)

The Partner shall be primarily responsible for all **Marketing, Sales, and Business Development** activities within the Territory, including but not limited to:

- Market development and strategic positioning of KAPL products
- Lead generation and customer acquisition across Government, Defence PSUs, PSUs, and enterprise sectors
- Bid identification, participation, and submission of RFPs/tenders
- Customer relationship management and stakeholder engagement
- Conducting product presentations, demonstrations, and commercial negotiations
- Developing sales pipelines and achieving agreed revenue targets
- Providing market intelligence, competitor analysis, and customer feedback

### 4.2 Responsibilities of KAPL (Kristellar Aerospace Pvt Ltd)

KAPL shall be solely responsible for **Technology Development, Product Upgradation, and Product Integrity**, including:

- Design, development, and continuous enhancement of cyber security and secure communication products
- Ensuring product integrity, reliability, and performance compliance with specifications
- Implementation of security standards including encryption, quantum-resilient mechanisms, and secure architectures
- Providing technical documentation, certifications, and compliance support
- Supporting Partner in technical bid preparation, solution architecture, and technical clarifications
- Delivering products and ensuring quality assurance
- Providing post-sales technical support, upgrades, and lifecycle management

### 4.3 Joint Responsibilities

Both Parties shall collaborate on:

- Strategic account planning and large opportunity pursuits
- Bid strategy and pricing alignment
- Customer success and project execution coordination

KRISTELLAR AEROSPACE PVT. LTD.

Director

For ACE INTEGRATED SOLUTIONS LIMITED

Managing Director

## 5. COMMERCIAL TERMS

- 5.1 Pricing shall be mutually agreed on a case-by-case basis depending on project scope.
- 5.2 The Partner shall be entitled to a margin/commission of 25 % on net sales value (excluding taxes), unless otherwise agreed in writing.
- 5.3 Payment terms shall be back-to-back with customer payments unless otherwise specified.
- 5.4 All statutory taxes shall be applicable as per Indian laws.

## 6. BID PARTICIPATION

6.1 The Partner may act as:

- Prime bidder, with KAPL as OEM/technology provider, or
- Authorized reseller/system integrator

6.2 All bids involving KAPL products must be approved in writing by KAPL prior to submission.

6.3 The Parties shall collaborate exclusively on identified opportunities once registered with KAPL.

## 7. COMPLIANCE AND REGULATORY REQUIREMENTS

7.1 The Partner shall comply with all applicable Indian laws including:

- Defence procurement regulations
- IT and cyber security compliance frameworks
- Export control and data protection laws

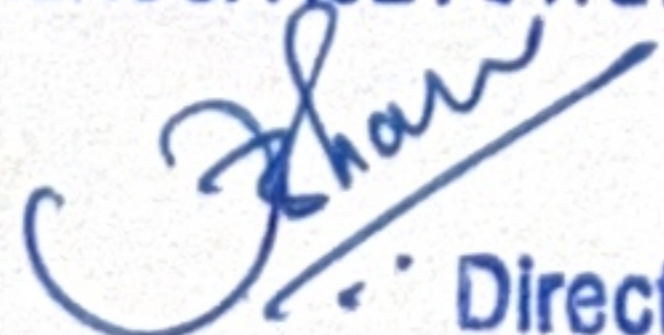
7.2 The Partner shall not engage in any corrupt, fraudulent, or unethical practices.

## 8. CONFIDENTIALITY

Both Parties agree to:

- Maintain strict confidentiality of shared information
- Use information solely for the purpose of this Agreement
- Not disclose information to third parties without prior written consent

KRISTELLAR AEROSPACE PVT. LTD.

  
Director

For ACE INTEGRATED SOLUTIONS LIMITED

  
Managing Director

This clause shall survive termination for a period of 5 years.

## 9. INTELLECTUAL PROPERTY RIGHTS

9.1 All intellectual property related to the Products shall remain the exclusive property of KAPL.

9.2 The Partner shall not reverse engineer, modify, or replicate the Products.

## 10. TERM AND TERMINATION

10.1 This Agreement shall be valid for a period of 1 years from the Effective Date.

10.2 Either Party may terminate this Agreement with 60 days written notice.

10.3 Immediate termination may occur in case of:

- Breach of Agreement
- Misconduct or illegal activities
- Insolvency or bankruptcy

10.4 Ongoing projects shall be handled as per mutually agreed transition plan.

## 11. LIABILITY AND INDEMNITY

11.1 Each Party shall indemnify the other against claims arising from negligence, misconduct, or breach.

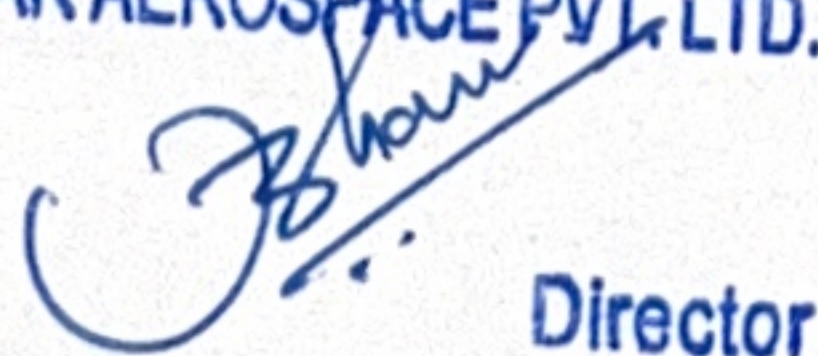
11.2 KAPL shall be responsible for product performance as per specifications.

11.3 Neither Party shall be liable for indirect or consequential damages.

## 12. FORCE MAJEURE

Neither Party shall be liable for failure to perform due to events beyond reasonable control, including natural disasters, war, or government actions.

KRISTELLAR AEROSPACE PVT. LTD.

  
Director

For ACE INTEGRATED SOLUTIONS LIMITED

  
Managing Director

### 13. GOVERNING LAW AND JURISDICTION

This Agreement shall be governed by the laws of India.

Courts at Bhubaneswar, Odisha shall have exclusive jurisdiction.

### 14. MISCELLANEOUS

- This Agreement does not create a partnership or joint venture.
- Amendments must be in writing and signed by both Parties.
- This Agreement constitutes the entire understanding between the Parties.

### 15. SIGNATURES

For **Kristellar Aerospace Pvt Ltd**

Name: **Bhanu Uday Das** Designation: **Director**

Signature

 **Director**

Date: 27<sup>th</sup> March, 2026

For **Ace Integrated Solutions Ltd**

Name: **Chandra Shekhar Verma** Designation: **MD**

Signature:

Date: 27<sup>th</sup> March, 2026

For ACE INTEGRATED SOLUTIONS LIMITED

  
**Managing Director**

**Annexure A: Product Portfolio**

## 1. Overview

Kristellar Aerospace Private Limited ("KAPL") offers a comprehensive portfolio of advanced cyber security and secure communication solutions designed to meet the stringent requirements of Government, Defence, Public Sector Undertakings (PSUs), and enterprise customers.

The product suite is built on **high-assurance encryption frameworks, secure network architectures, and centralized management systems**, ensuring **data sovereignty, operational resilience, and mission-critical security** across digital infrastructures.

## 2. Secure Communication Solutions

### 2.1 Secure Mobile Communication System

KAPL's Secure Mobile Communication System is an end-to-end encrypted communication ecosystem designed to replace vulnerable public communication platforms with a **controlled, sovereign, and secure infrastructure**.

#### Core Capabilities:

- End-to-end encrypted communication across voice, video, messaging, and file exchange
- AES-256 based symmetric encryption with secure key exchange mechanisms
- Direct device-to-device encrypted communication without intermediary servers
- Sessionless VPN architecture ensuring immediate encryption from the first packet
- High performance across low-bandwidth and unstable network environments

This solution ensures secure and uninterrupted communication for **mission-critical operations and sensitive information exchange**.

### 2.2 AR VPN (Advanced Secure VPN Technology)

The AR VPN is a **next-generation secure networking solution** designed to provide encrypted connectivity across distributed infrastructures.

#### Key Features:

- Secure VPN tunnels over public and private networks
- Centralized encryption key generation and lifecycle management
- Seamless integration with enterprise and defence-grade network architectures
- Scalable deployment across geographically distributed environments

KRISTELLAR AEROSPACE PVT. LTD.

Director

For ACE INTEGRATED SOLUTIONS LIMITED

Managing Director

The AR VPN forms the **foundation layer of secure communication**, enabling protected access to corporate and government resources.

### 2.3 AR Messenger (Secure Communication Platform)

AR Messenger is a **high-security communication application** designed as a sovereign alternative to public messaging platforms.

#### Functional Capabilities:

- Encrypted messaging, voice calls, and video conferencing
- Secure group communication and file sharing
- Cross-platform compatibility (Android, iOS, Windows, Linux)
- Integration with VoIP and enterprise communication systems

#### Strategic Value:

- Ensures complete control over communication infrastructure
- Eliminates exposure to third-party data interception risks
- Enables secure collaboration across departments and agencies

### 2.4 Armored Mobile (Secure Mobility Platform)

Armored Mobile is a **defence-grade secure smartphone ecosystem** designed for high-risk operational environments.

#### Core Components:

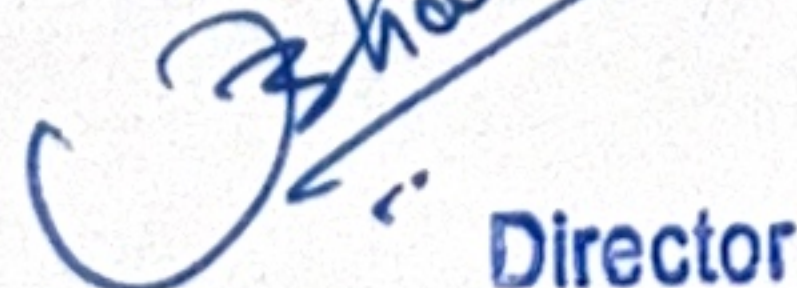
- ArmoredOS (custom hardened operating system)
- Integrated AR VPN and AR Messenger
- Centralized Mobile Device Management (MDM)

#### Advanced Security Features:

- Kernel-level antivirus with real-time threat detection
- Zero-day exploit protection using advanced rule-based mechanisms
- Restricted application ecosystem (only verified applications permitted)
- Secure boot, OS integrity protection, and hardware-level controls
- Continuous monitoring of device activity (Wi-Fi, Bluetooth, NFC, USB)
- Remote device control, tracking, and secure data wipe

This solution is specifically engineered for **Defence, Intelligence, and Government leadership communications**, ensuring maximum protection against cyber espionage and data breaches.

KRISTELLAR AEROSPACE PVT. LTD.

  
Director

For ACE INTEGRATED SOLUTIONS LIMITED

  
Managing Director

### 3. Security Management & Control Platform

#### 3.1 Security Management Center (SMC)

The Security Management Center (SMC) is a **centralized command and control platform** that manages all KAPL security solutions within a unified environment.

##### Key Functionalities:

- Centralized policy management and enforcement
- Encryption key generation, distribution, and lifecycle control
- License and user management
- Network monitoring, visibility, and asset tracking
- Automated software updates and security configuration

##### Platform Capabilities:

- Multi-tenant SaaS-ready architecture
- Role-based access control and centralized authentication
- Unified dashboard for complete infrastructure visibility
- Scalable deployment for large-scale government and enterprise networks

SMC serves as the **core orchestration layer**, ensuring seamless integration and governance of all deployed security solutions.

### 4. Endpoint Security Solutions

#### 4.1 Endpoint Protection Platform

KAPL's Endpoint Protection Platform provides **comprehensive endpoint security** against advanced cyber threats, including zero-day exploits and fileless attacks.

##### Core Components:

- Host Intrusion Detection & Prevention System (HIDS/HIPS)
- Personal Firewall with advanced traffic filtering
- Machine Learning-powered Anti-malware Engine
- Behavioral Analytics Engine for anomaly detection
- Application Control (Allow/Block listing mechanisms)

##### Key Capabilities:

- Real-time monitoring and blocking of suspicious activities
- Detection of unknown and advanced persistent threats (APTs)
- Prevention of malicious application execution and system compromise
- Centralized policy enforcement and security configuration
- Integration with SIEM systems for enhanced threat intelligence

KRISTELLAR AEROSPACE PVT. LTD.

Director

For ACE INTEGRATED SOLUTIONS LIMITED

Managing Director

## Architecture:

- Agent-based deployment across endpoints and servers
- Centralized management server for policies and monitoring
- Administrative dashboard for real-time visibility and control

This solution ensures **holistic protection of enterprise endpoints and critical infrastructure systems.**

## 5. Integrated Cyber Security Ecosystem

KAPL's solutions are designed to operate as a **fully integrated cyber security ecosystem**, combining:

- Secure Communication (AR VPN + AR Messenger)
- Secure Mobility (Armored Mobile)
- Endpoint Protection
- Centralized Management (SMC)

### Strategic Advantages:

- End-to-end security from device to network to application layer
- Centralized governance with granular control
- High scalability for national and enterprise-level deployments
- Seamless interoperability across all modules

## 6. Deployment Models


KAPL solutions support flexible deployment architectures tailored to customer requirements:

- On-Premise Deployment (Air-gapped / secure networks)
- Private Cloud Deployment
- Hybrid Secure Infrastructure
- Dedicated Government / Defence Network Environments

## 7. Target Customer Segments

- Government Ministries and Departments
- Defence Forces and Intelligence Agencies
- Central and State Public Sector Undertakings (PSUs)
- Critical Infrastructure Organizations
- Large Enterprises and Strategic Industries

**KRISTELLAR AEROSPACE PVT. LTD.**

  
Director

For ACE INTEGRATED SOLUTIONS LIMITED

  
Managing Director

## 8. Key Differentiators

- Indigenous, sovereign cyber security technology
- Advanced encryption frameworks (AES-256 and beyond)
- No reliance on public communication infrastructure
- Defence-grade secure mobility and communication systems
- Centralized command and control architecture
- Designed for high-assurance, mission-critical environments

KRISTELLAR AEROSPACE PVT. LTD.

  
Director

For ACE INTEGRATED SOLUTIONS LIMITED

  
Managing Director

## Annexure B: Commercial Structure

### 1. Overview

This Annexure defines the commercial framework governing pricing, margins, payment terms, and financial responsibilities between Kristellar Aerospace Private Limited (KAPL) and Ace Integrated Solutions Ltd (Channel Partner).

### 2. Pricing Model

- All product and solution pricing shall be determined **on a case-by-case basis**, depending on:
  - Project scope and complexity
  - Customer requirements
  - Deployment model (On-Premise / Cloud / Hybrid)
  - Customization and integration efforts
- KAPL shall provide **base pricing (OEM price)** to the Partner for each opportunity.
- Final pricing to the customer shall be **mutually agreed in writing** before bid submission.

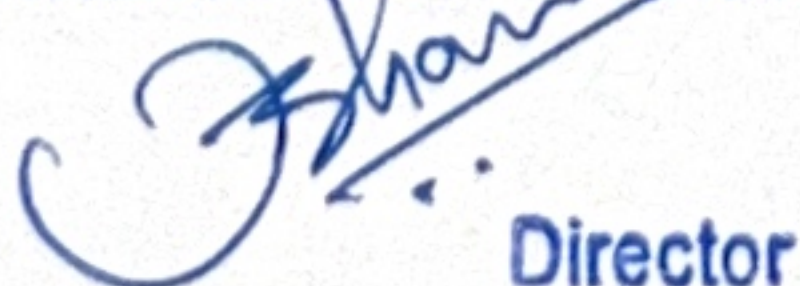
### 3. Partner Margin / Commission

- The Channel Partner shall be entitled to a **standard margin of 25%** on the **net sales value (excluding taxes)**.
- Margin structure may vary based on:
  - Deal size
  - Strategic importance of the project
  - Level of Partner involvement
- Any deviation from the standard margin must be **approved in writing by KAPL**.

### 4. Bid Structure & Revenue Flow

Depending on bid participation:

**KRISTELLAR AEROSPACE PVT. LTD.**

  
Director

For ACE INTEGRATED SOLUTIONS LIMITED

  
Managing Director

### A. Partner as Prime Bidder

- Partner invoices the customer directly
- Partner pays KAPL the agreed OEM cost
- Margin retained by Partner

### B. KAPL as Prime Bidder

- KAPL invoices the customer
- Partner receives commission/margin as agreed

### 5. Payment Terms

- Payment terms shall be **back-to-back with customer payments**, unless otherwise agreed.
- Typical structure:
  - Advance (if applicable)
  - Milestone-based payments
  - Final payment upon delivery/acceptance
- Partner shall ensure timely collection of payments from customers.

### 6. Taxes and Duties

- All applicable taxes including **GST** shall be charged as per Indian laws.
- Responsibility:
  - Invoicing Party → responsible for tax compliance
  - Each Party → responsible for its own income taxes

### 7. Cost Responsibilities

#### Channel Partner (Ace Integrated Solutions Ltd):

- Marketing and business development costs
- Travel and client engagement expenses
- Bid participation costs (unless otherwise agreed)

KRISTELLAR AEROSPACE PVT. LTD.



Director

For ACE INTEGRATED SOLUTIONS LIMITED



Managing Director

## KAPL:

- Product development and R&D
- Technical support and documentation
- Product delivery and implementation support

## 8. Discounts and Special Pricing

- Any discounts to customers must be:
  - **Mutually agreed**, and
  - Approved by KAPL in writing
- Strategic or large deals may have **special commercial structures**

## 9. Credit Terms

- No credit shall be extended to the customer without **mutual written approval**
- Risk of delayed payments shall be **shared as per agreed structure**

## 10. Performance Incentives (Optional)

- Additional incentives may be provided for:
  - Achieving revenue targets
  - Securing strategic government/defence deals
- Incentives to be defined separately in writing

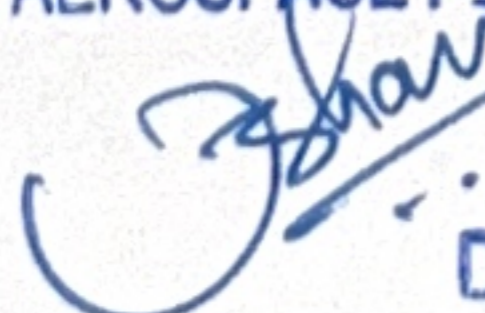
## 11. Currency

- All transactions shall be conducted in **Indian Rupees (INR)** unless otherwise agreed.

## 12. Audit & Transparency

- Both Parties agree to maintain **transparent financial records**
- Either Party may request relevant commercial documentation for verification

KRISTELLAK AEROSPACE PVT. LTD.

  
Director

For ACE INTEGRATED SOLUTIONS LIMITED

  
Managing Director