



5G

Shaping the future of Network design
Review of Financial Results FY 2023-24



Disclaimer

This document contains certain forward-looking statements/details in the current scenario, which is extremely dynamic and increasingly fraught with risks and uncertainties. Actual results, performances, achievements or sequence of events may be materially different from the views expressed herein. Investors/ shareholders/public are hence cautioned not to place undue reliance on these statements/details and are advised to conduct their own investigation and analysis of the information contained or referred to in this section before taking any action with regard to their own specific objectives. Further, the discussion following here in reflects the perceptions on major issues as on date and the opinions expressed here are subject to change without notice. The Company undertakes no obligation to publicly update or revise any of the opinions or forward-looking statements expressed in this section.



Table of Contents



**Industry
Outlook**



**Operational
Highlights**



**Financial
Snapshot**



Results Analysis

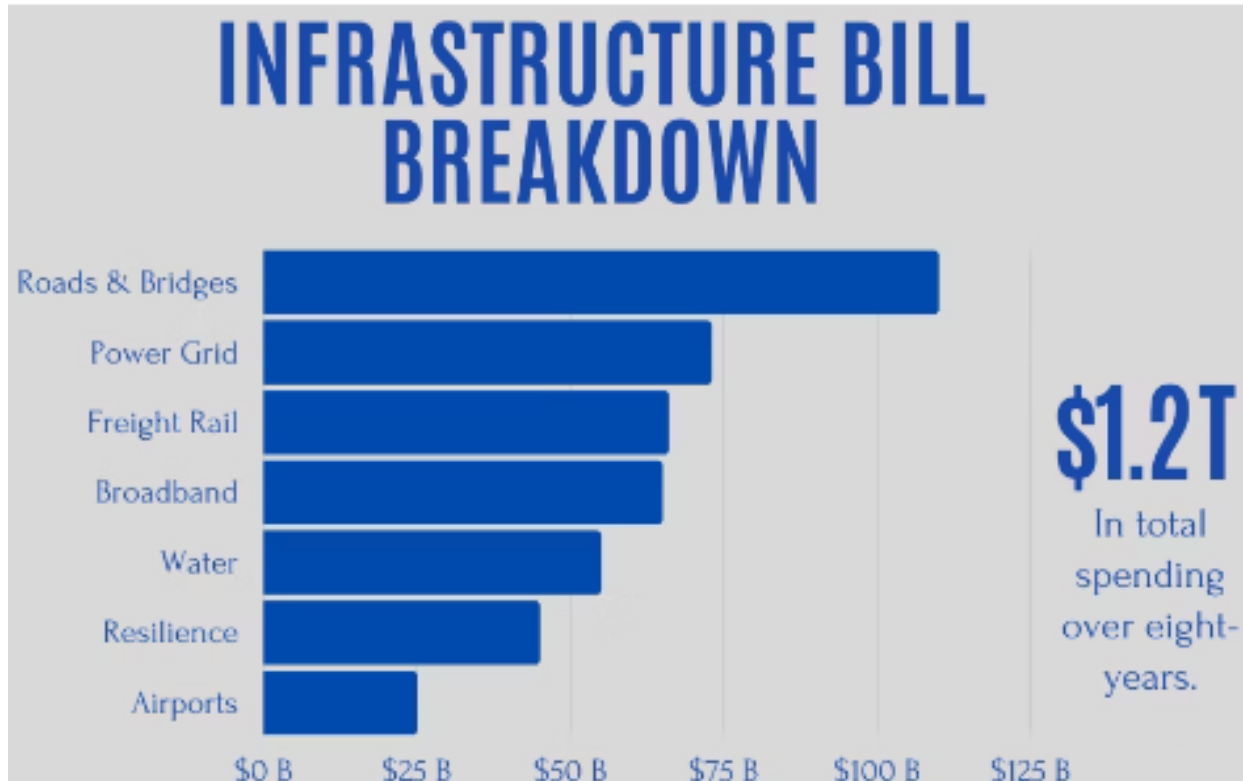


**New Avenues of
Business**



Industry Outlook

US Infrastructure Bill



The Bipartisan Infrastructure Deal passed by US Congress will deliver \$65 billion to help and ensure that every American has access to reliable high-speed internet through a historic investment in broadband infrastructure deployment.



National 5G wireless / broadband buildout work being performed in rural geographies.



5G services market reached \$ 41.5B in 2020 and is expected to grow at a 46.2% CAGR from 2021 to 2028.



Conti.. EV Charging Infrastructure

The United States government aims to construct a comprehensive network of 500,000 electric vehicle chargers across the nation's highways by the year 2030. This initiative entails an estimated investment of \$10 billion by the USA government.



Next - Operational Highlights

Engineering

OSP Planning & Design
Wireless Small Cell Design
Cell Tower Design
Structural Engineering
Field Services
MEP Engineering



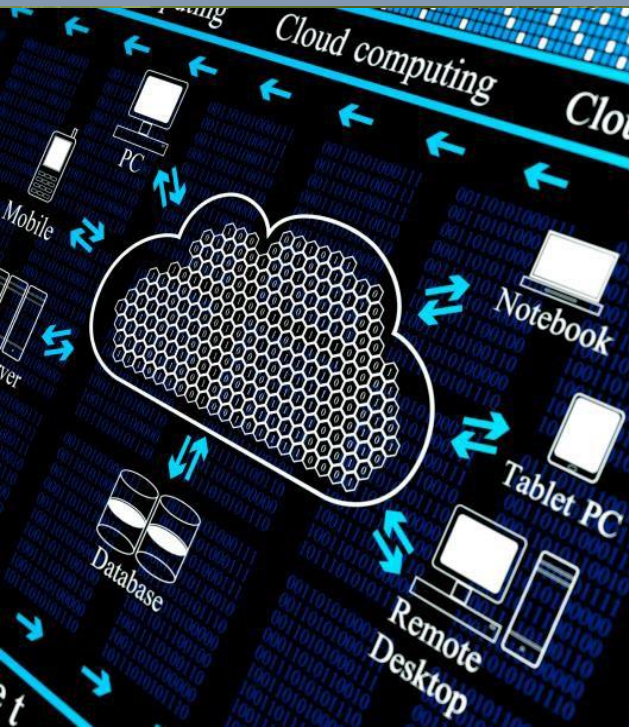
Construction Management

OSP Fiber/Copper/Coaxial
ISP Equipment
Structure Poles & Conduit
Cell Towers/ Small Cell
Distributed Antenna
Systems



Technology Solutions

Software Development
Program Management
Issue Management
Quality Management
Network Management



Data Services

Mapping & GIS Services
Data Verification
Data Purification
Data Analytics
Database Management
Data Conflation

Executive Team at Apex Advanced Technology



1. Harish Rangacharya, Founder

- Serial IT & Engineering entrepreneur. Founder of CADSYS, a 500-person engineering and IT Company. Acquired Apex in 2016 and has grown revenue from \$3M to \$30M.
- Lead architect of Apex's software products (*ProWorks™* and *BuildSmart™*).



• Steve Woerner – Independent Advisor

- Accomplished leader in the energy sector with extensive C-level experience across the electric and gas utility industry.
- Former President & COO of Baltimore Gas & Electric.



Sam Farhat, Division President

- Former General Manager of Track Utilities (Peak Utility Group), a telecom infrastructure services firm.



1. Carl Martin, Group President

2. Accomplished engineering & IT executive with 30 years experience in telecom industry & Former Vice President at AT&T.



Financial Snapshot - Consolidated

Statement of Profit & Loss

Particulars	2023-24 (For 12 Months)	2022-23 (For 12 Months)	H2 as on 31-03-2024	H2 as on 31-03-2023	H1 as on 30-09-2023	H1 as on 30-09-2022
Revenue	₹ 21,742.14	₹ 17,893.84	₹ 10,883.10	₹ 10,405.39	₹ 10,859.04	₹ 7,488.45
Exceptional Income	₹ 28.65	₹ 0.00	₹ 28.65	₹ 0.00	₹ 0.00	₹ 0.00
Total Expense	₹ 20,329.01	₹ 17,107.76	₹ 10,229.04	₹ 8,921.49	₹ 10,099.97	₹ 8,186.28
EBITDA	₹ 2,805.84	₹ 1,591.37	₹ 1,357.57	₹ 1,958.06	₹ 1,448.28	₹ -366.69
Finance Cost	₹ 765.72	₹ 338.10	₹ 405.68	₹ 208.70	₹ 360.04	₹ 129.40
Depreciation	₹ 598.35	₹ 467.19	₹ 269.17	₹ 265.46	₹ 329.17	₹ 201.73
PBT	₹ 1,441.78	₹ 786.08	₹ 682.71	₹ 1,483.90	₹ 759.07	₹ -697.82
Tax Expenses	₹ 54.72	₹ 38.91	₹ 21.87	₹ -13.36	₹ 32.85	₹ 52.27
PAT	₹ 805.22	₹ 468.80	₹ 328.54	₹ 895.93	₹ 476.68	₹ -427.13



Financial Results Analysis

- **Your company has positive EBITDA in the FY 2023-24 at ₹ 28.06 Cr. Whereas in the FY 2022-23 ₹ 15.91 Cr.**
- **Your company has positive PBT in the FY 2023-24 at ₹ 14.42 Cr. Whereas in the FY 2022-23 ₹ 7.86 Cr.**
- **Your company has positive PAT in the FY 2023-24 at ₹ 8.05 Cr. Whereas in the FY 2022-23 ₹ 4.69 Cr.**



Conti..

- **The consolidated revenue of your company grew to Rs. 217.42 Crores in the year 2023-24 compared to Rs. 178.93 Crores last year.**
- **Using the Past years experience, your company has now become eligible for bidding larger projects. Your company has hired many executives who worked in C-level positions in large companies in US to leverage their connections to win big projects.**
- **Your company is extensively working on projects funded by US Government RDOF (Rural Digital Opportunity Fund) and BEAD Funding (Broadband Equity, Access, and Deployment).**

Major Milestones



- **Your company had orders backlog of over \$ 63 Million in 2022-23 to be executed over next two years.**
- **Out of which your company had executed Orders worth \$ 25 Million in 2023-24.**
- **The high interest rates and lack of liquidity is making customers to change their plans frequently. This caused the reduction in turnover from the original target of \$ 30M in 2023-24.**
- **Your company is working on Design of EV charging stations for Electric Vehicles.**



New Avenues of Business

- **Your company plans to seek new avenues of business to design and build EV charging stations.**
- **The EV implementation projects are in initial planning stage and are likely to pick up next year.**



THANK YOU