

Date: May 23, 2025

BSE Limited 1st Floor, New Trading Wing, Rotunda Building Phiroze Jeejeebhoy Towers, Dalal Street, Fort Mumbai - 400001 corp.relations@bseindia.com SCRIP Code- 544133	National Stock Exchange of India Limited Exchange Plaza, 5th Floor, C- 1, Block G, Bandra-Kurla Complex, Bandra (E) Mumbai - 400051 cmlist@nse.co.in Symbol-EXICOM
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Subject: Disclosure of Key Performance Indicators for the Financial Year 2024-25 pursuant to the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 and the Offer Documents issued by the Company

Dear Sir(s) / Madam,

We wish to inform that the Audit Committee of the Company, at its meeting held today, inter-alia, considered and approved the Key Performance Indicators (KPIs) for the financial year 2024-25.

The Key Performance Indicators for the financial year 2024-25 are enclosed herewith.

This is for your information and records.

Thanking you

Yours faithfully

For Exicom Tele-Systems Limited

Sangeeta Karnatak
Company Secretary & Compliance Officer

Enclosed: As stated

KHANDELWAL JAIN & CO.

CHARTERED ACCOUNTANTS

BRANCH OFFICE :
GF- 8 & 9, HANS BHAWAN
1, BAHADUR SHAH ZAFAR MARG,
NEW DELHI-110 002

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Independent Practitioner's Certificate on Key Performance Indicators (KPIs)

To,
The Board of Directors
Exicom Tele-Systems Limited
8, Electronics Complex, Chambaghat,
Solan, Himachal Pradesh- 173213

1. This Certificate is issued in accordance with the explicit request of the **Exicom Tele-Systems Limited** ('the Company') (CIN: L64203HP1994PLC014541), having its corporate office at Plot No. 38, Institutional Area, Sector-32, Gurugram, Haryana- 122001 and Registered office at 8, Electronics Complex, Chambaghat, Solan-173213 (H.P.) through e-mail dated May 23, 2025 and further discussion with management of the Company.
2. The accompanying Statement of Key performance indicators (KPIs) for the financial year ended March 31, 2025 contains the details as required pursuant to compliance of Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended ("SEBI ICDR Regulations"), offer documents and other applicable laws and Indian Accounting Standards (Ind As) or generally accepted accounting policies in India, which we have initialed for identification purposes only.

Management Responsibility

3. The preparation of the Statement is the responsibility of the management of the Company including the preparation and maintenance of all accounting and other relevant supporting records and documents. This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the Statement and applying an appropriate basis of preparation; and making estimates, if any, that are reasonable in the circumstances.
4. The management is also responsible for ensuring that the Company complies with the requirements of the SEBI ICDR Regulations and offer documents.

Practitioner's Responsibility

5. Pursuant to the requirements of the Company, it is our responsibility to provide a reasonable assurance whether, the KPIs of the Company for the financial year ended March 31, 2025 as set out in **Annexure A**, have been accurately calculated in accordance with the basis set out in **Annexure B** from the audited consolidated financial statements for the year ended March 31, 2025 and the computation of the same are arithmetically correct.



6. The consolidated financial statements for the year ended March 31, 2025 referred to in paragraph 5 above, have been audited by us, on which we have issued an unmodified audit opinion vide our report dated May 23, 2025. Audit of these audited consolidated financial statements were conducted in accordance with the Standards on Auditing and other applicable authoritative pronouncements issued by the Institute of Chartered Accountants of India.
7. We conducted our examination of the Statement in accordance with the Guidance Note on Reports or Certificates for Special Purposes (Revised 2016), issued by the Institute of Chartered Accountants of India ('ICAI'). The Guidance Note requires that we comply with the ethical requirements of the Code of Ethics issued by the ICAI.
8. We have complied with the relevant applicable requirements of the Standard on Quality Control (SQC) 1, Quality Control for Firms that Perform Audits and Reviews of Historical Financial Information, and Other Assurance and Related Services Engagements.

Opinion

9. Based on our examination, as above, we hereby certify that **Annexure A** have been verified by us in accordance with the basis set out in **Annexure B** and found to be correct. We hereby report that noting has come to our conclusion that causes us to believe that the Statement of **KPIs** as given in the attached **Annexure - A**, contains any material misstatement and the calculations given in **Annexure -A** are arithmetically inaccurate.

Restriction on Use

10. The certificate is addressed to and provided to the Board of Directors of the Company solely for the purpose to enable to comply with requirement of applicable SEBI ICDR Regulations read with Industry Standards for Key Performance Indicators (KPIs) issued by SEBI vide Circular No.: SEBI/HO/CFD/CFD-PoD-2/P/CIR/2025/28 dated 28th February 2025 and to submit the accompanying Statement to National Stock Exchange of India Limited and BSE Limited and should not be used by any other person or for any other purpose. Accordingly, we do not accept or assume any liability or any duty of care for any other purpose or to any other person to whom this certificate is shown or into whose hands it may come without our prior consent in writing.

For Khandelwal Jain & Co.
Chartered Accountants
Firm Registration No: 105049W

Ravi Dakliya

Ravi Dakliya
Partner



Membership No. 304534
UDIN: 25304534BMJAMY9098

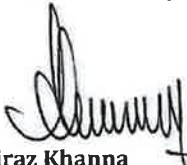
Place: Gurugram
Date: May 23, 2025

Annexure-A
(of Certificate Dated 23.05.2025)

Statement of Key Performance Indicators (KPIs)

S. No.	Particulars	FY 2025
1	Revenue from operations (₹ Lacs)	86,760.63
2	Growth in revenue from operations (%)	-15%
3	Gross profit (₹ Lacs)	27,091.63
4	Gross profit margin (%)	31.23%
5	EBITDA (₹ Lacs)	-3,736.44
6	EBITDA Margin (%)	-4.31%
7	EBIT (₹ Lacs)	-9,325.91
8	EBIT Margin (%)	-10.75%
9	Profit/(Loss) for the year (₹ Lacs)	-11,003.17
10	Profit after tax margin (%)	-12.68%
11	RoE (%)	-17.93%
12	RoCE (%)	-12.36%
13	Revenue from operations (Split between products and services):	
a	Revenue from sale of Products (₹ Lacs)	77,839.88
b	Revenue from sale of Services (₹ Lacs)	8,920.75
c	Revenue from sale of Products (%)	89.72%
d	Revenue from sale of Services (%)	10.28%
14	Revenue from operations (Split between our segments):	
a	Revenue from Critical Power (₹ Lacs)	57,036.00
b	Revenue from EV Charger (₹ Lacs)	29,724.63
c	Revenue from Critical Power (%)	65.74%
d	Revenue from EV Charger (%)	34.26%
15	Order received during the year:	
i	Critical Power (₹ Lacs)	1,87,649
ii	EV Charger (₹ Lacs)	46,769
16	Order backlog (₹ Lacs)	1,68,659

For Exicom Tele-Systems Limited


Shiraz Khanna
Chief Financial Officer



Place: Gurugram
Date: May 23, 2025

Annexure-B
(of Certificate Dated 23.05.2025)

Sl. No.	Key Performance Indicators	Information / Explanations provided by the Company
1.	Revenue from operations	Revenue from Operations is used by the management to track the revenue profile of the business and in turn helps assess the overall financial performance of the Company and size of the business.
2.	Growth in revenue from operations (%)	Growth in Revenue from Operations provides information regarding the growth of the business for the respective period.
3.	Gross profit	Gross Profit provides information regarding the value addition by the Company (including its profits) over cost on sale of products and services by the Company.
4.	Gross profit margin (%)	Gross Margin (%) is an indicator of the value addition by the Company (including its profits) over cost on sale of products and services by the Company.
5.	EBITDA	Earnings before interest, tax, depreciation, and amortization and is calculated as the profit for the period or year plus tax expense, finance cost, depreciation and amortization expenses excluding exceptional items and other Income. EBITDA provides information regarding operational profitability and efficiency of our Company
6.	EBITDA Margin (%)	EBITDA Margin (%) is computed as EBITDA divided by revenue from operations. This metric helps in benchmarking the operating profitability against the historical performance of our Company
7.	EBIT	Earnings before interest and tax is calculated as the restated profit for the period or year plus tax expense and finance cost excluding exceptional items and other Income.
8.	EBIT Margin (%)	EBIT Margin (%) helps in keeping track of the operational efficiency of our company after the depreciation and amortization expenses calculated as EBIT as a percentage of revenue from operations.
9.	Profit/ (Loss) after tax	The amount that remains after a company has paid off all of its operating and non-operating expenses and taxes. It provides information regarding the profitability of our Company
10.	Profit/ (Loss) after tax margin (%)	Percentage of the amount that remains after a company has paid off all of its operating and non-operating expenses and taxes. It provides information regarding the operational profitability of our Company.
11.	RoE (%)	Return on Equity is calculated on the basis of net profit after tax divided by shareholder's equity (share capital and other equity). It indicates our Company's ability to turn equity investments into profits
12.	RoCE (%)	Return on capital employed is calculated using two components, i.e. earnings before interest and tax divided by capital employed. Capital employed is calculated by sum of net worth and total debt less Intangible assets. This provides us information on efficiency of our capital deployment and utilization.
13.	Revenue from operations (Split between products and services)	This metric enables the company to track the progress of revenue from operations from products and services
14.	Revenue from operations (Split between our segments)	This metric enables the company to track the progress of revenue from operations between our Critical power and EV Charger
15.	Order received during the year/period	This metric enables the Company to track the order book between our segments and thereby provides various operational insights which are used to improve offerings
16.	Order backlog	This metric enables the Company to track the open orders

For Exicom Tele-Systems Limited


Shiraz Khanna
Chief Financial Officer



Place: Gurugram
Date: May 23, 2025