



Exicom Tele-Systems Limited
Plot No. 38, Institutional Area, Sector-32,
Gurugram, Haryana - 122 001, India
Tel : 0124 - 6615200

Date: May 24, 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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RE: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (“SEBI Listing Regulations”).

Subject: Investors’ Presentation

Dear Sir/ Madam,

This is in continuation to our intimation dated May 21, 2025.

In terms of Regulation 30 read with Para A of Part A of Schedule III to the SEBI Listing Regulations we hereby submit a copy of the Investors’ Presentation, *inter-alia*, on the audited Financial Results of the Company for the **4th Quarter and financial year ended March 31, 2025**, both on a **Standalone & Consolidated basis**.

The said presentation will be discussed during the Investors’ Call scheduled to be held today i.e., **May 24, 2025 at 12:00 p.m. (IST)**.

It may be noted that the Board of Directors of the Company, at its meeting held on May 23, 2025, considered and approved the aforesaid Financial Results of the Company.

Please note that this intimation is also being made available on the Company’s website www.exicom.in.

We request to take the above information on your records.

Thanking you.

Yours faithfully,

For Exicom Tele-Systems Limited

Sangeeta Karnatak
Company Secretary & Compliance Officer

Enclosed: Investors Presentation



Exicom Q4 FY25 Investor Presentation

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Driving Growth, Innovation, and
Global Expansion



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Executive Summary

1. EV Charger Business:

- Domestic Business similar to Q4'24 and de-growth by -17% compared to Q3'25
- New vehicle growth but tough competitive intensity
- Positive momentum in market, new Gen 2.0 DC charger product launch and higher expectations of customers for product quality and service to drive better market share for Exicom compared to others in FY'26

2. Critical Power Business:

- -33% de-growth compared to Q4'FY24 but 88% growth compared to Q3'FY25 and back in black; Quarterly revenue volatility because of delay in timing of start of specific telecom infra projects
- Good traction across Telco's, TowerCo's in Africa / SEA / ME to build exports pipeline for FY'26
- Bharat Net business to start from Q2'FY26 (
- Open order book > 1,500 Cr

3. Tritium EV Charging Business

- Strategic investments taking longer to convert to sales but outlook positive
- New Distributed charging platform Tri-Flex launched in Apr'26 at ACT Expo in California, USA
- Advanced stage conversations for multi million dollar contracts in US and Europe with Tier-I network operators

A stylized graphic of a circuit board with teal lines and nodes, set against a light teal background. The lines form a complex, interconnected network.

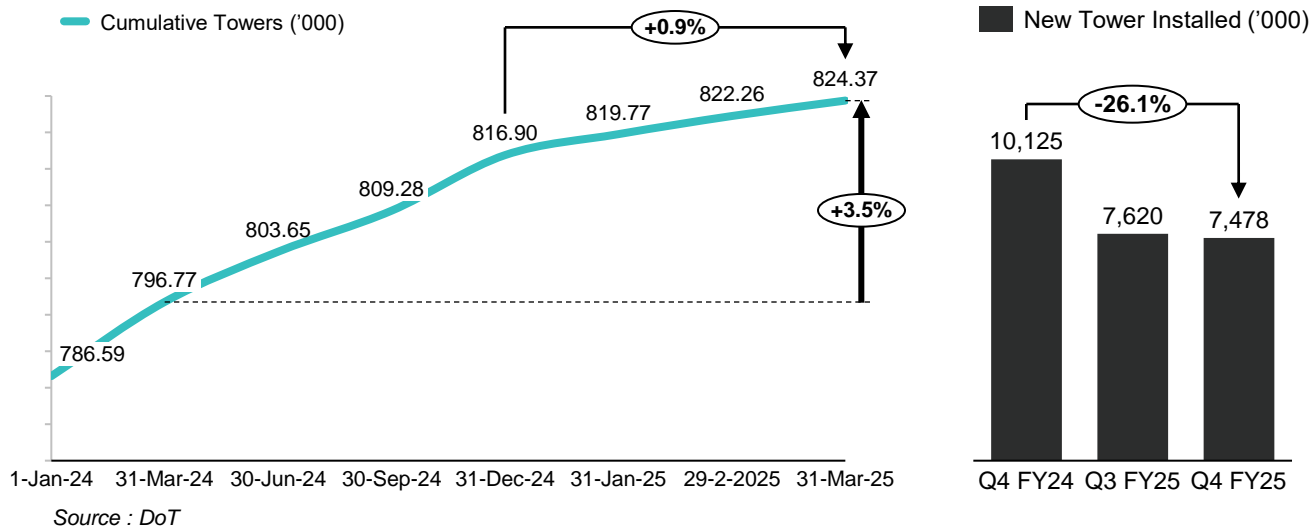
Business Update – Critical Power



Advanced battery storage &
power management for digital
infrastructure

Critical Power Division – Q4 Performance

Industry Update

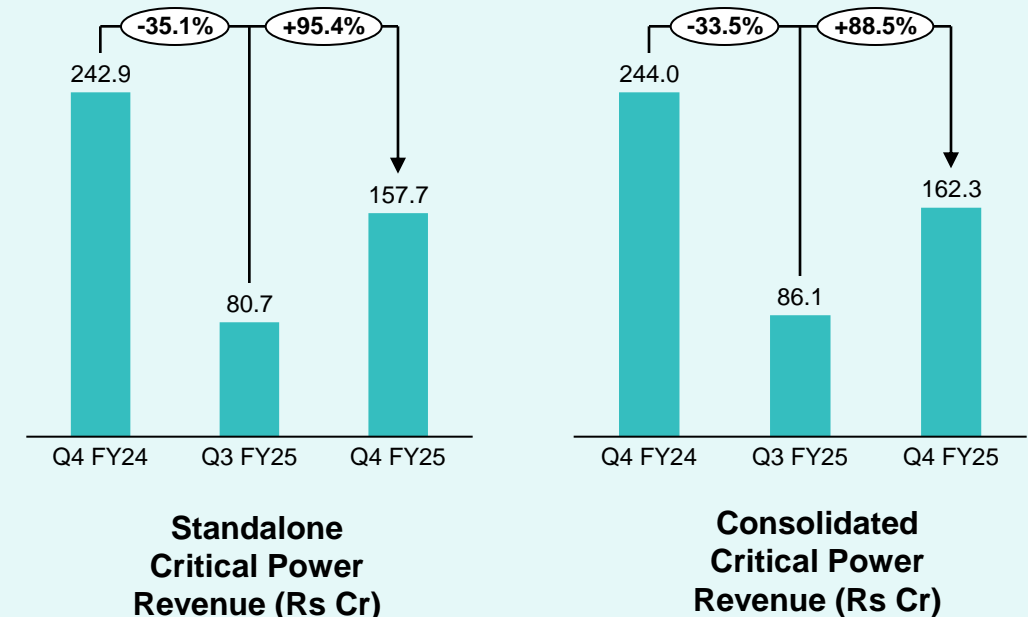


What led to slow growth?

- Consolidation of telecom infra companies
- Delay in start of key PSU projects
- Deferment in capex cycle by telco and IP's after 5G infra spend

(1) Telecom infrastructure investments happens in phases and thus, not consistent on Q-Q basis. On annual basis the growth of telecom industry is expected to be at 8-10% CAGR till 2030 (CRISIL Industry Research)

We are facilitating energy stability of digital communication infrastructure with power conversion systems and energy storage solutions.



Critical Power revenue is highly dependent on timing of specific telecom infra projects. Bullish on FY'26 with Order backlog > 1,500 Cr

Key Developments in Critical Power Business in Q4'FY25

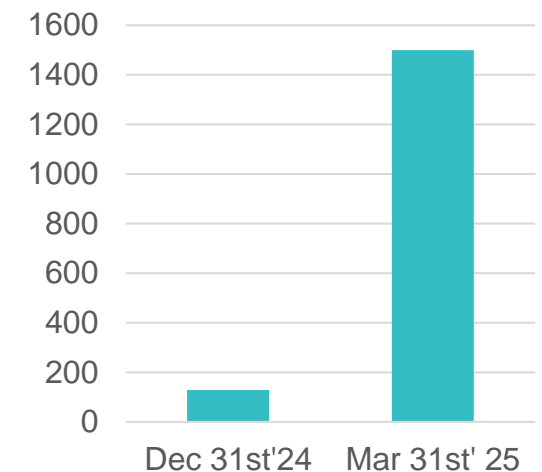
New Business

- Africa: Frame agreement with large African Telco signed for DC Hybrid Systems, Li-ion Batteries
- First orders from Philippines, Myanmar received – to be converted to series supply
- Serving biggest tower Co. in Saudi Arabia
- Added 3 new IP companies as customers, >\$1Mn orders received from Indian Telco

New Launches

- 1.8kW AC-DC converter for small cell applications
- Solution for Bharat Net Project – 50Ah Li-ion battery, Hybrid UPS and Smart rack
- Various customized power systems for global customer requirements

Order Backlog (Cr)



A decorative graphic consisting of several thin, teal-colored lines that form a complex, circuit-like pattern. The lines start from small circles and branch out in various directions, some ending in small circles themselves. The background behind the lines is a light teal color.

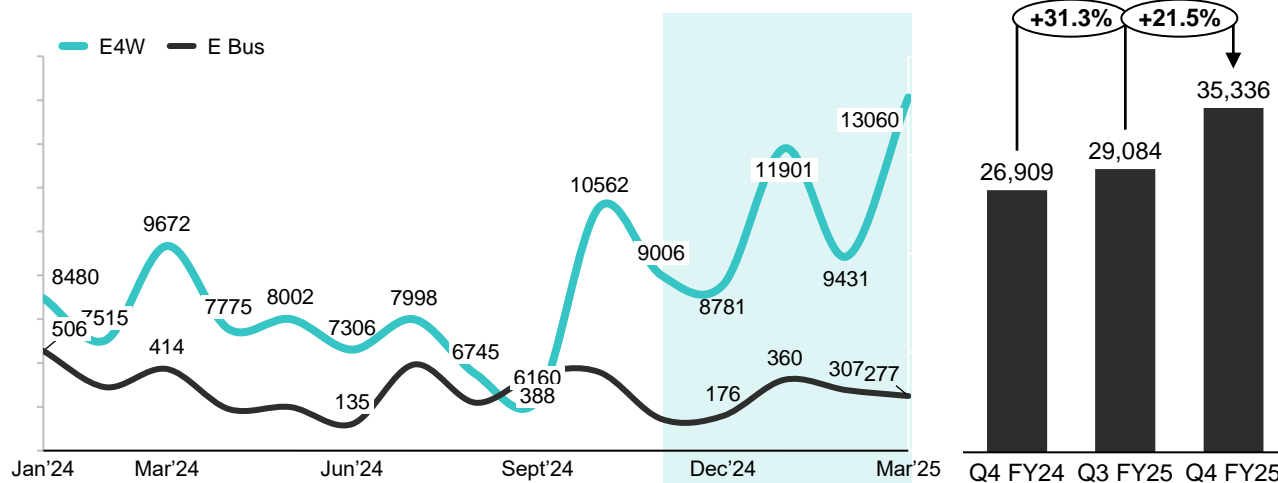
Business Update – EVSE



Smart Charging Solutions for
homes & businesses

EVSE Division – Q4 Performance

After lackluster H1 EV sales, Indian e4W industry saw rise in E-4W sales in H2'FY25



Source : evreporter

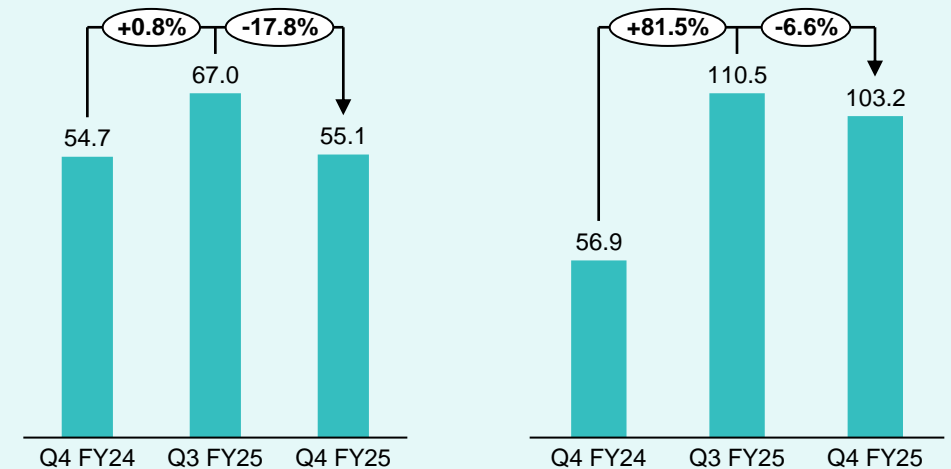
What led to Q4 growth?

- Launch of multiple new car models (Mahindra BE 6E & XEV 9E), Hyundai Creta E
- Electric bus adoption is expanding beyond city transport, with increasing deployment on intercity routes

(1) Including charger sold from Tritium Group of companies which were acquired in Sep'24.
 (2) Like for like comparison of consolidated revenue (Ex Tritium) is INR 56.9 Cr in Q4'FY24 and INR 55.8 Cr in Q4'FY25.

We are leaders in Home and DC Fast Charging EV Solutions

In FY 25, over **50K** chargers manufactured & sold globally⁽¹⁾

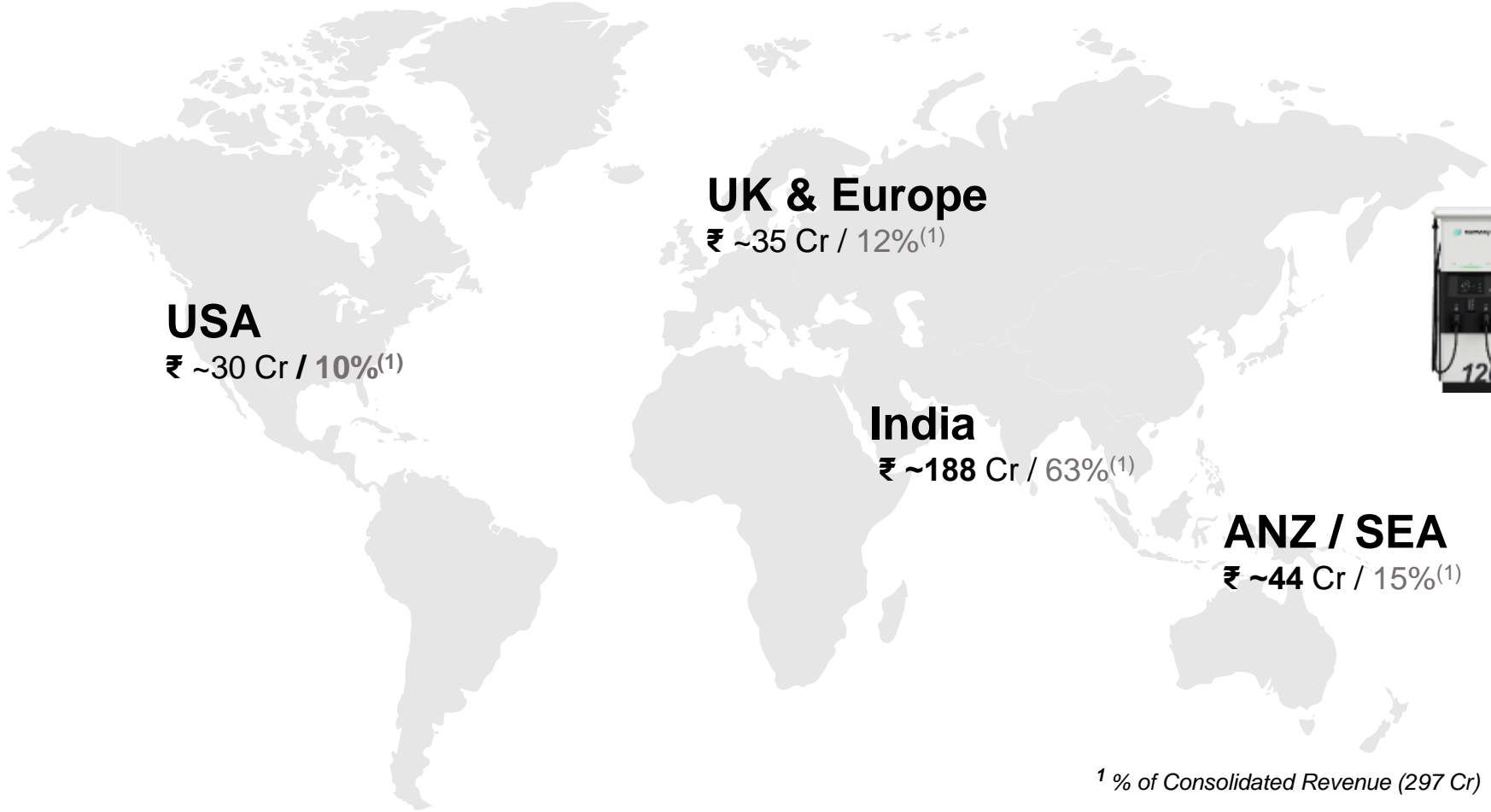


Standalone EVSE Revenue (Rs Cr)

Consolidated (1) EVSE Revenue (Rs Cr)

Q4'25 volumes were > Q3'25 however due to sales price erosion, overall sales decreased. With new product introductions, cost optimizations, efficiency in manufacturing we expect bounce back in FY'26

Revenues by Geography FY25



~1500
DC Fast chargers



~50k
Spin Home chargers

¹ % of Consolidated Revenue (297 Cr)

Key Developments in EV Charger Business in Q4'FY25 (India)



New Business

- Inducted 11 New CPOs
- Added 4 New OEMs (3 for 3.3kW Portable charger, 2 for 7.2kW AC Charger and 1 for DC Chargers)

New Launches

- 3.3kW Portable Charger (Launched in Mar'25)
- Battery Storage Powered EV Charger for CPOs / Bus Fleet Segment (Mar'25)
- Gen 2.0 DC Charger (launched on 21st May'25)

New Markets

- First time export of New Chargers (AC) – Australia; New Distributor in Brazil (Landis)
- Exploring more opportunities in SEA, Brazil and Europe

New Revenue Streams

- Charger related I&C services
- Turnkey Services
- Digital Services
- B-C AC Charger sales via own website, Amazon etc.

New Business Enablers

- Financing Options for Customers –SBI / Mufin Green
- IonAge Partnership - Bundled offerings with Exicom HW and IonAge SW (Bagged TATA RWA project)

Order Book

- Dec 31st 24 – 144 Cr
- Mar 31st 25 – 173 Cr

New Product Launches

SPIN Free

Launched in Mar'25

3.3kw / 7.2kW Type 2 Portable charger for cars

Secured contracts from 4 OEM's

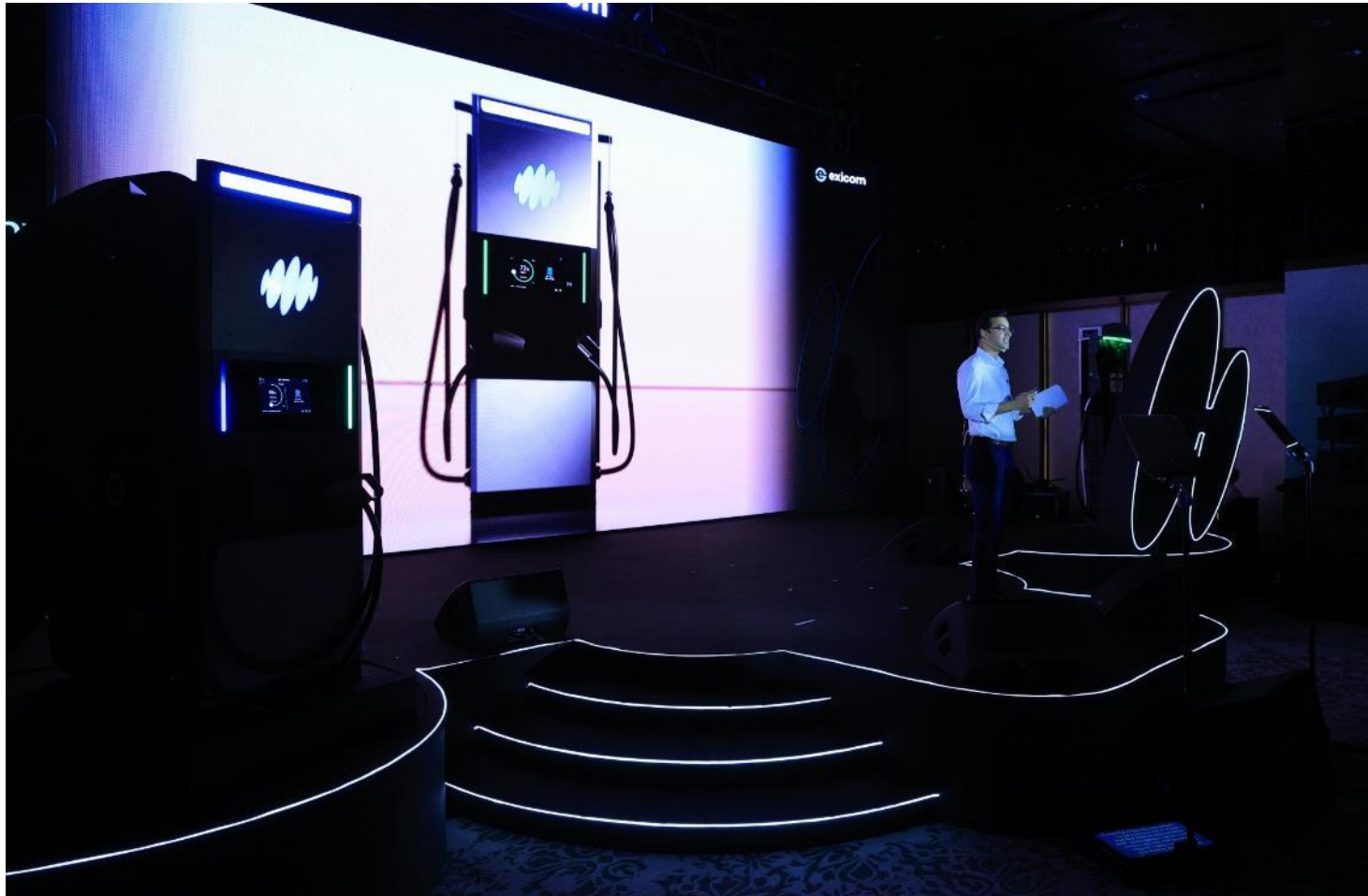
Built of Indian conditions

100% IP in India / Will be manufactured in India

Production from Jul'25



New Product Launch (Gen 2.0 DC EV Charger) in May'25



Gen 2.0 DC Fast Charger launch in Delhi on 21st May – Event attended by EV Industry players

Charger power from 60kW – 400kW

First EV Charger Controller developed in India
“Harmony OS”

AI Powered Remote Management System
“Digital Twin” for remotely trouble shooting and diagnosing issues

Upgraded features for reliability, user experience and station economics

Production from July'25

BESS Solution for EV Charging



Battery Powered DC Charging

375kWH BESS to power EV charging in areas of low power or unstable grid

High speed charging all the time

Solar integrated to reduce cost of power

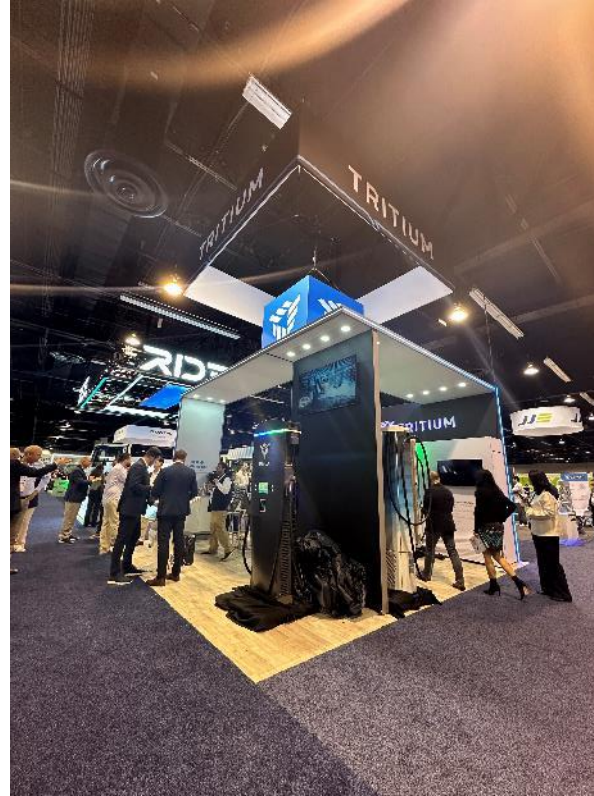
Liquid cooled system for longer life

Helps CPO's reduce cost related to infrastructure upgrades and deploy faster

Launched in Mar'25

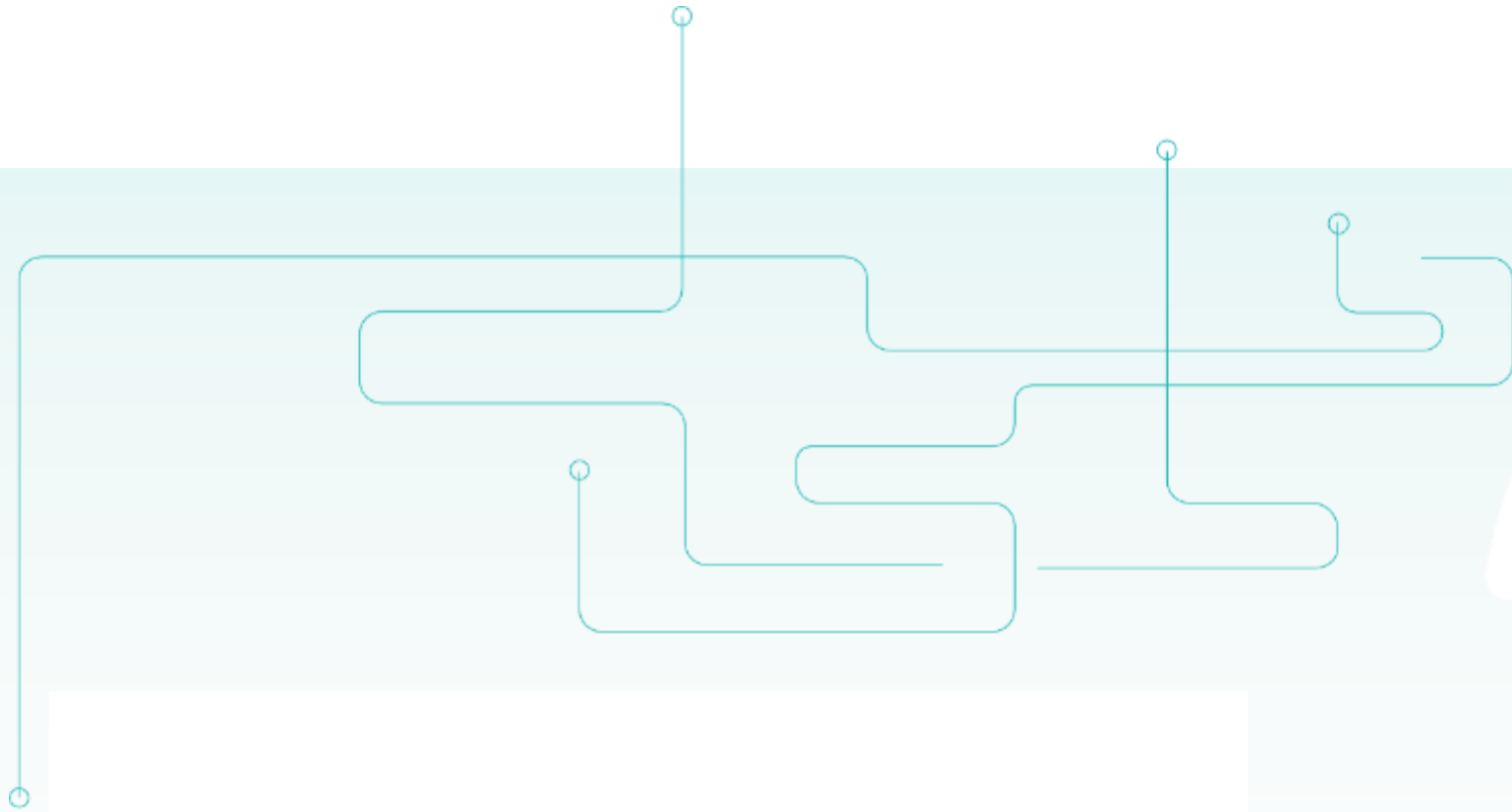
Won 2 trial orders with leading CPO's

TRI-FLEX launch at ACT Expo, California by Tritium



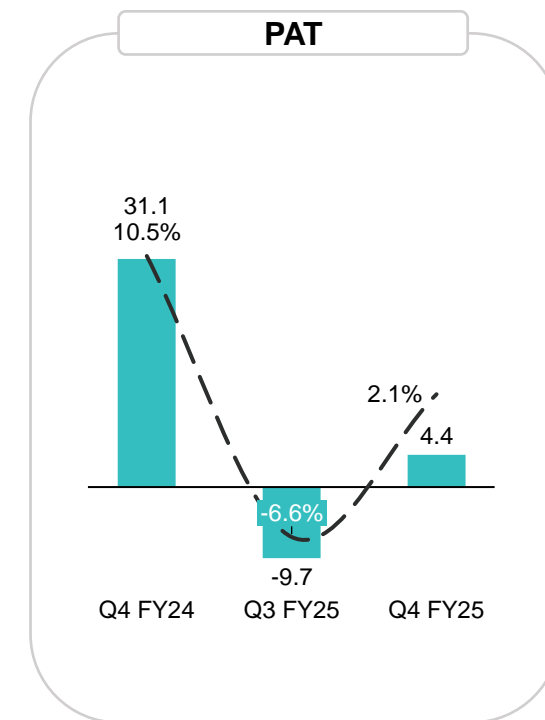
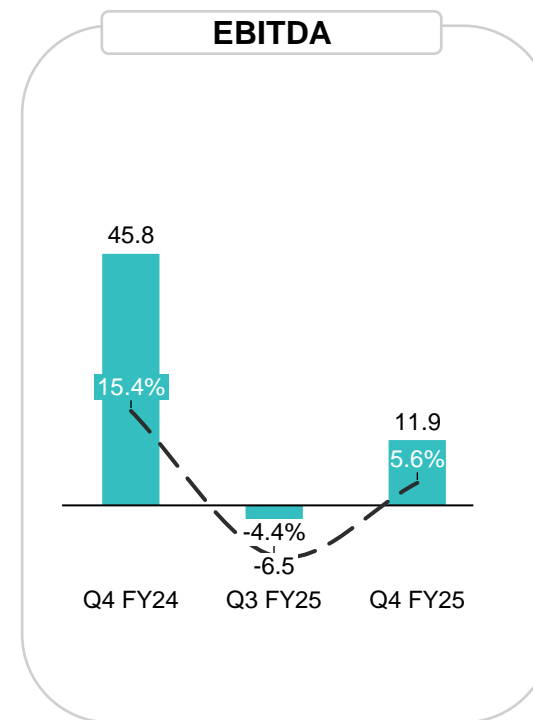
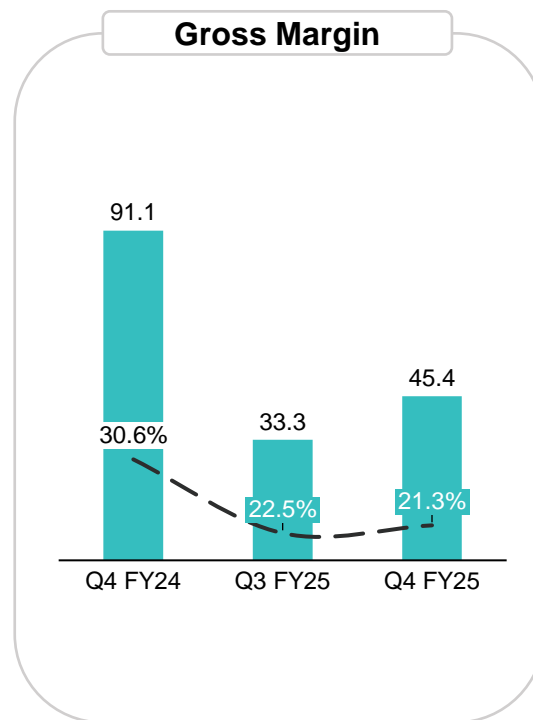
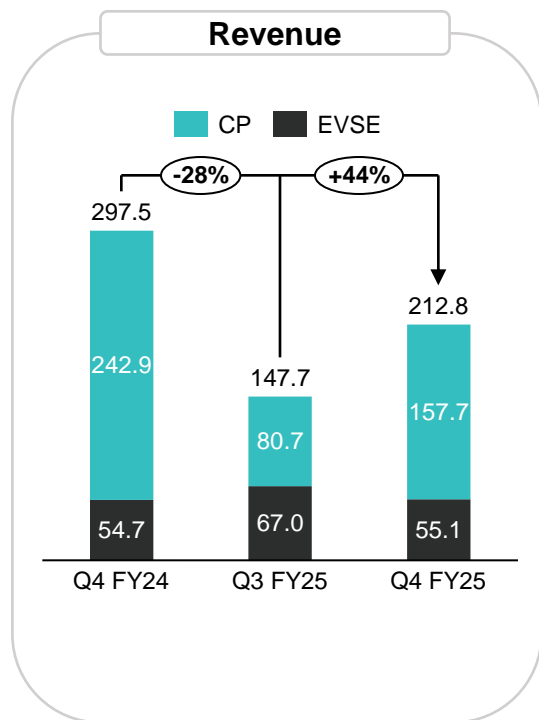
Tritium – Update

- Global EV market was tepid in FY'25 but recovery has begun
- Global sales and service team rebuilt
- Opened global support center in Coventry, UK
- Built first prototypes of new distributed EV charging platform -TRI-FLEX. Began system-level testing and certification, along with design for manufacturing efforts
- Official global launch of TRI-FLEX, including marketing and sales materials, launch video, and new website
- Signed Global Framework Agreements with large O&G majors; advance discussions for large contracts in US and Europe with leading network Operators
- Celebrated the install & commissioning of 500 new Tritium chargers calendar YTD (since Jan 1, 2025)
- Strategy execution taking longer than expected, but immensely positive on long term potential of Tritium to help Exicom become one of the leaders in EV Charging



Financial Update

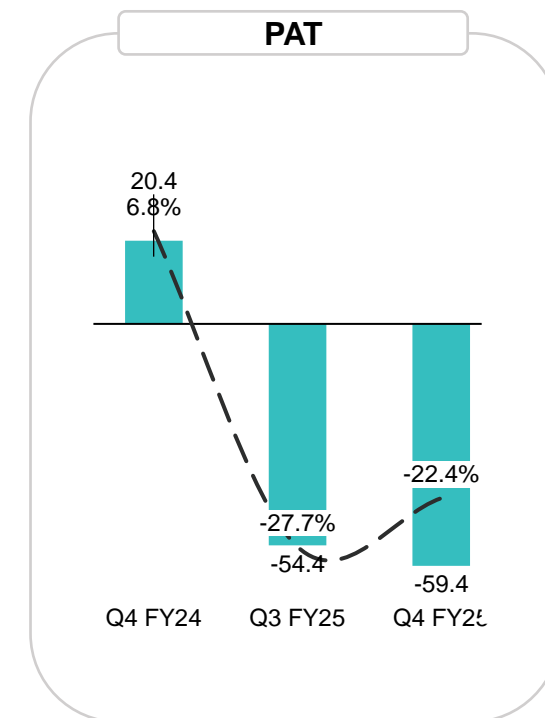
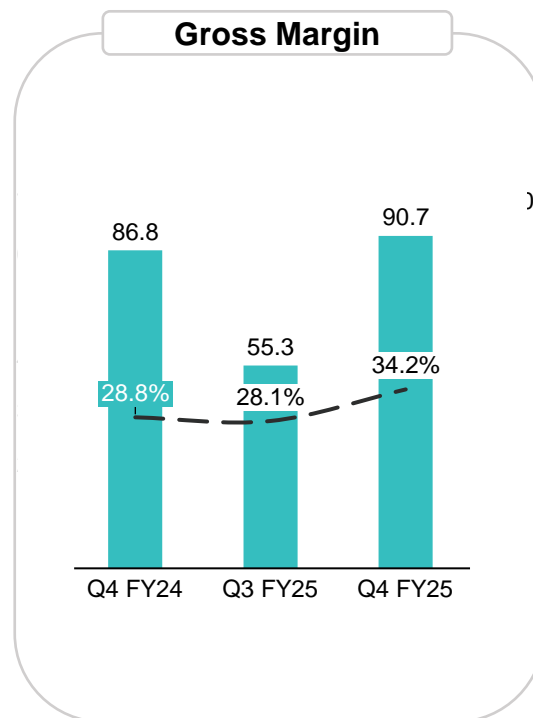
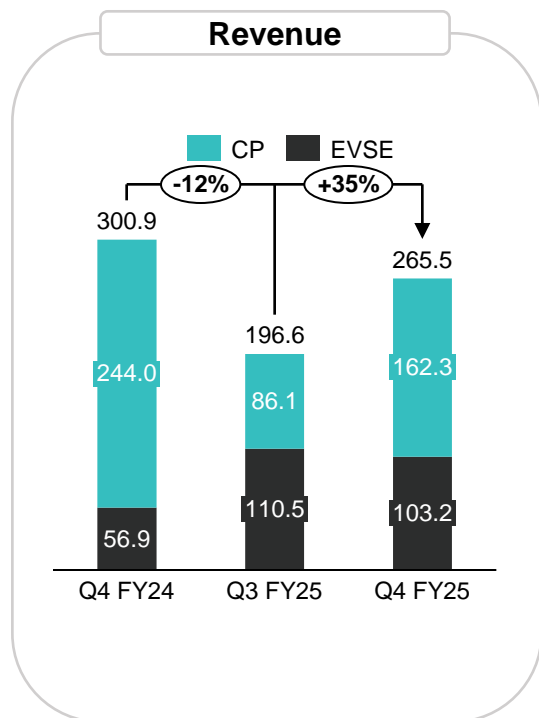
Financial Highlights – Q4 FY25 (Standalone)



- CP: QoQ growth of 95.4% due to deliveries of batteries. whereas, degrowth of 35.1% on YoY due to large order of deliveries to uncovered village project in last year.
- EVSE: QoQ degrowth of 17.8% and YoY flattish growth with 0.8%.

- GM% declined YoY on account of decline in margins for both segments.
- Reduction in cost increased EBITDA QoQ by 6.30 Cr.
- Increase in Tax expenses QoQ impacted overall PAT
- Interest cost for the Q4 is 12.5 Cr largely on account of Term loan Interest, setoff against the recovery from Tritium

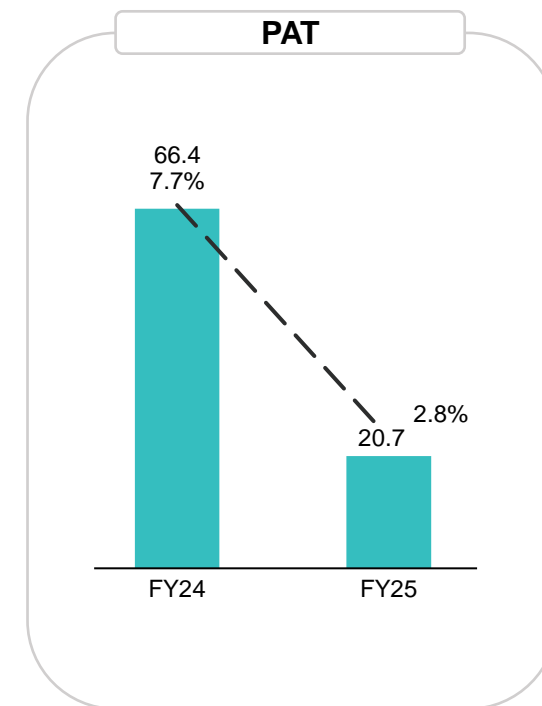
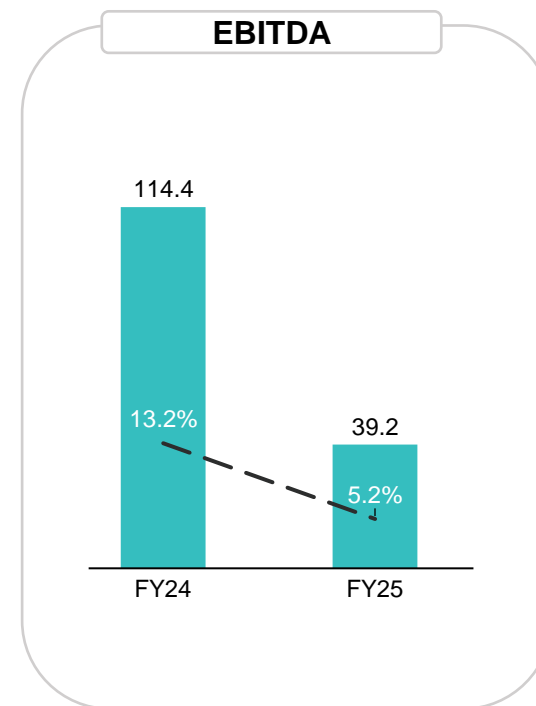
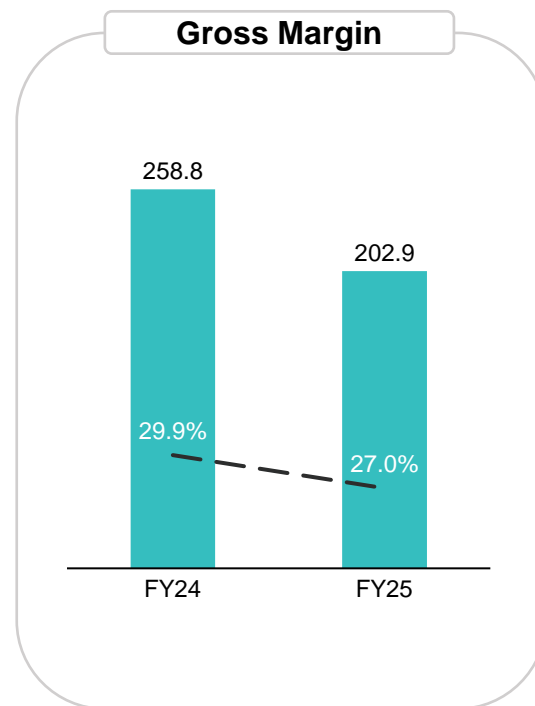
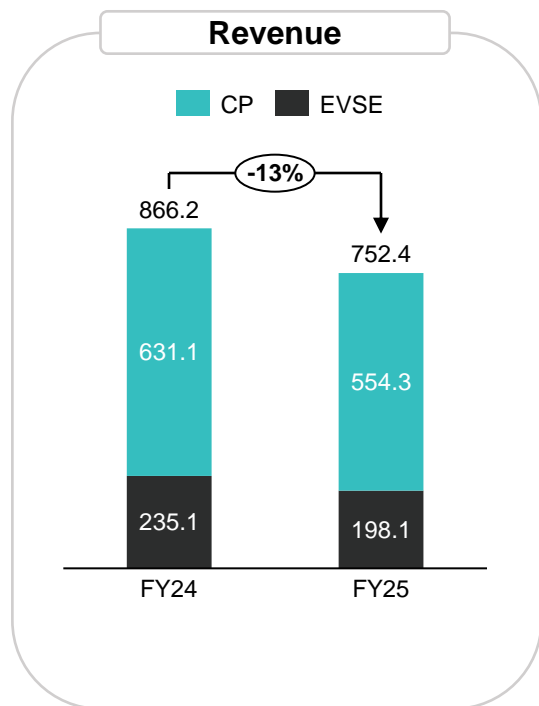
Financial Highlights – Q4 FY25 (Consolidated)



- Overall Growth 35% QoQ and degrowth 12% YoY.
- CP: QoQ growth of 88.4%, and YoY degrowth of 33.5%
- EVSE: Degrowth 6.6% QoQ & Growth 81.6% YoY (on account of addition of Tritium in FY25).

- Gross Margin improved from Standalone on account of better margin in Tritium group of companies
- Increase in cost reduced EBITDA QoQ by 16.60 Cr. largely due to manpower cost & Legal & Professional charges in n Tritium
- Depreciation and amortization in Q4 higher by INR 8 Cr due to catch-up and incorrect classification of Q3 making additional 10 Cr impact on PAT (Tritium). In Q4, there is increase in the amount of amortisation of intangible assets under [US GAAP ASC 350-40 / IFRS IAS 38]

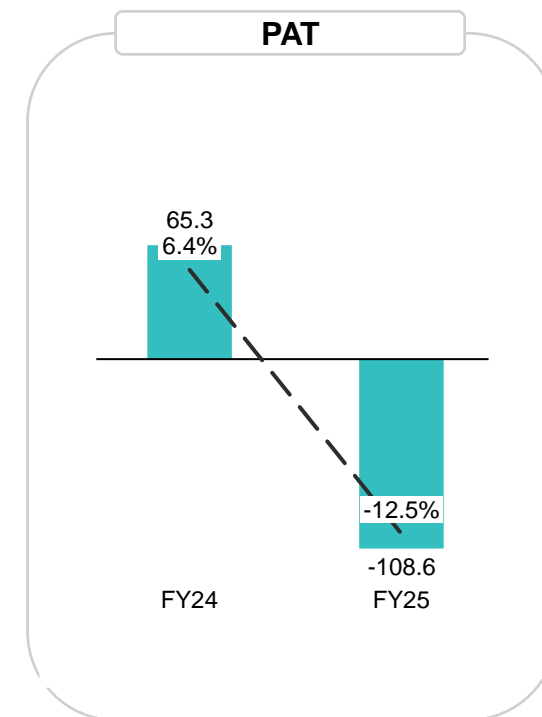
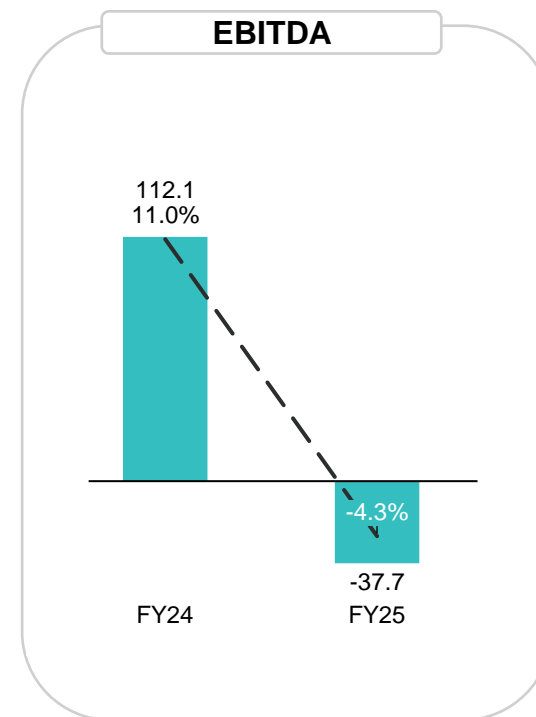
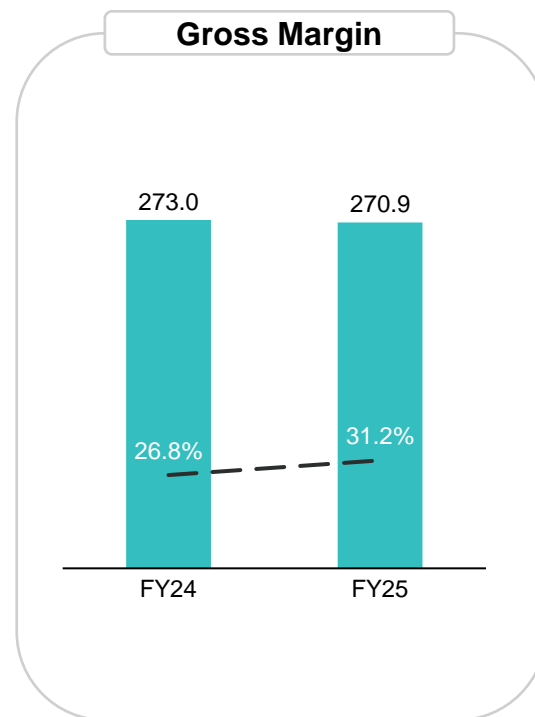
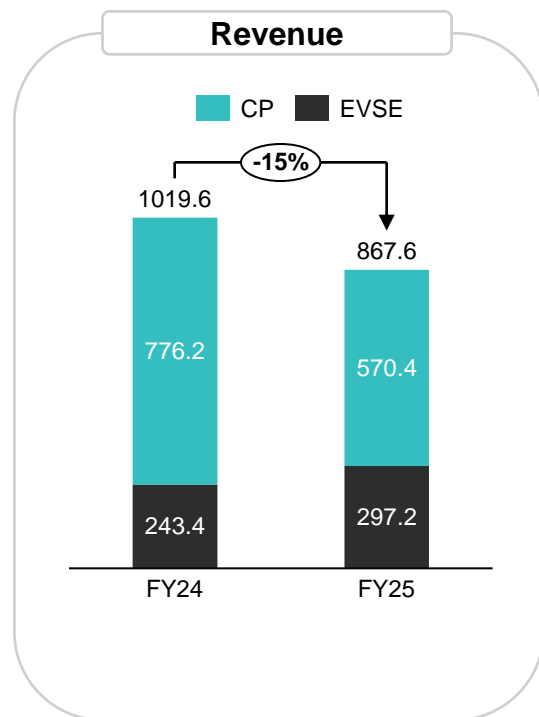
Financial Highlights – FY25 (Standalone)



- CP: Degrowth of 12.2% from FY24.
- EVSE: Segment degrow from by 15.7% due to reduction of selling price AC chargers and lower sales of DC chargers.

- Gross margin has declined YoY due to decline in margins of both segments.
- Increase in cost decreased EBITDA YoY by 19.27 Cr.
- Finance cost increased by 18.5 Cr on account of interest for term loan, unsecured loan, working capital limits
- Other income increased by 27.2 Cr on account of interest on FD receipts (from unutilised IPO proceeds).Consequent decrease in Tax expenses by 24.1 Cr from last year.

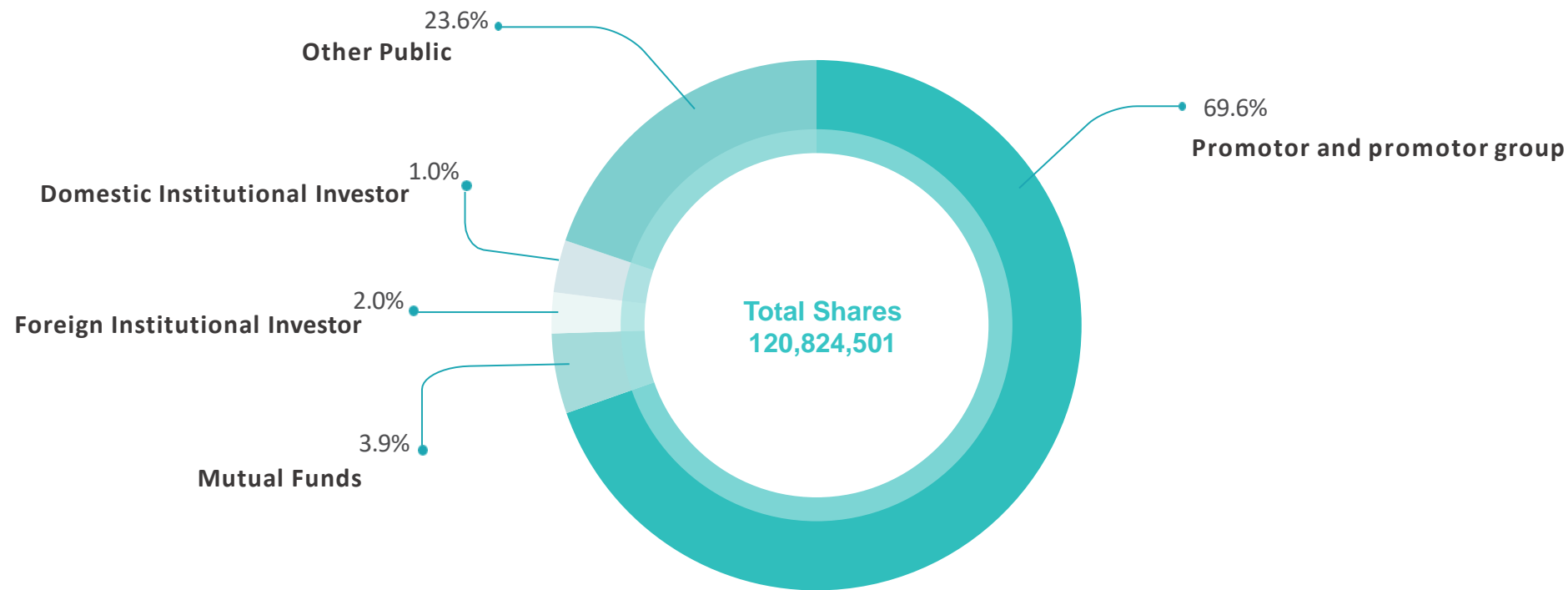
Financial Highlights – FY25 (Consolidated)



- Revenue exhibited de-growth of 14.9% from last year.
- CP: Segment de-growth 26.5%
- EVSE: Segment grew by 22.1% on account of incremental revenue from Tritium.

- Gross margin improved by 4.4% on account of change in mix +2.8% increase in margins of EVSE business +1.6%.
- Increase in cost decreased EBITDA YoY by 147.7 Cr. This is on account of incremental fixed cost incurred for Tritium.
- Finance cost increased by 24 Cr YoY while depreciation increased by 37.3 Cr impacting PAT.
- Other income increased by 12.6 Cr on account of interest on FD receipts (unutilised IPO proceeds).

Shareholding Pattern as on 31st March 2025



No. of shares held	
Category	No of shares
Promotor and promotor group	8,40,58,008
Mutual funds	46,78,665
Foreign Institutional Investor	24,31,019
Domestic Institutional Investor	11,86,294
Other Public	2,84,70,515
Total	12,08,24,501

Deployment of IPO Proceeds

Amt Rs Cr

Particulars (Rs Cr)	IPO Proceeds	Spend till Mar'24	Spend in Q1 FY25	Spend in Q2 FY25	Spend in Q3 FY25	Spend in Q4 FY25	Balance as on 31 st Mar'25
Hyderabad plant	151.47	17.80	8.48	11.07	19.66	26.17	68.29
Repayment of working capital	50.30	50.30	-	-	-	-	-
Incremental Working capital	69.00	-	-	-	29.11	5.84	34.04
Investment in R&D	40.00	-	2.04	-	0.72	0.97	36.27
GCP	60.36	13.50	-	46.86	-	-	-
Offer related expenses	28.87	22.06	2.27	0.14	-	-	4.40
Total	400.00	103.66	12.79	58.07	49.49	32.98	143.01

Our Upcoming Integrated Manufacturing Plant update – Hyderabad

Manufacturing Infrastructure



Main Plant



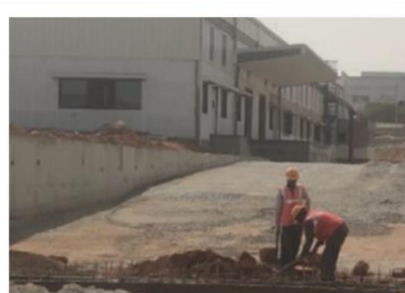
Battery Plant



Repair Centre



Fire Hydrant installation



Road Construction



Flooring Finishing



S No.	Pending Activities	Target Dates
1	Canteen /NRC Civil	15/06/2025
2	External Road	20/06/2025
3	Front area and Parking area Development	30/07/2025
4	Main Gate, Medical and Crèche	20/07/2025
5	HVAC System	15/07/2025
6	Fire Fighting	28/06/2025
7	Power Supply	30/06/2025
8	IT & CCTV Infrastructure	25/07/2025
9	Statutory compliance	31/07/2025
10	SMT Line Installation	15/07/2025
11	Assembly Line Setup	10/08/2025
12	Line Trial	25/08/2025
13	Strat of Production	15/09/2025

Delay in execution of Hyderabad plant



Terrain unevenness

Overall delta between west and east side of the plot – 16 meters. Two different levels (height difference of 5 meters) for plant construction. High retaining wall needed at multiple places.



Unforeseen geological challenges

Challenges were encountered during land development, including dense rock formations requiring high-intensity blasting and additional regulatory clearances due to proximity to high-tension electrical lines



Road Collapses

Road collapses due to heavy rainfall further delayed progress and required chemical blasting to make retaining wall.



Chemical Blasting

Chemical blasting needed at multiple place for earthing , storm water drain.



Creating Experiences, Launching the Future

Shaping the EV ecosystem through on-ground engagement and future-ready innovation

Experiential Brand Engagement

Bharat Mobility Global Expo 2025

150+ brand stories | 70+ online media | 290+ social media features
1000+ live customer interactions & testimonials from industry leaders



Inauguration of next-gen AC & DC chargers at our Gurugram plant



Showcased innovation at GRIDCON 2025 & India Smart Utility Week



Displayed our charger at JBM Leadership meet



New Product Launch – Harmony Boost

Introducing Harmony Boost: India's first battery-boosted EV charging station
Integrated with Battery Energy Storage System (BESS) for grid-resilient, ultra-fast charging



Global Recognition

Platinum Winner at LACP Vision Awards 2023-24 Ranked #39 worldwide among 1,000+ submissions for Annual Report Excellence





Thank you

Profit & Loss Statement (Standalone)

Profit and Loss Statement - Standalone								
Particulars Rs Cr	Three months ended	Preceding three months ended	Corresponding three months ended in the previous year	Current Financial year ended	Previous Financial year ended	Change (Prev Qtr)	Change (Prev year Qtr)	Change (Prev yr)
	March 31, 2025	December 31, 2024	March 31, 2024	March 31, 2025	March 31, 2024	QoQ(%)	QoQ(%)	YoY(%)
Revenue from operations	212.8	147.7	297.5	752.4	866.2	44.1%	-28.5%	-13.1%
Other Income	12.4	13.3	3.5	46.3	19.1	-6.1%	251.1%	142.1%
(A) Total Income	225.2	161.0	301.1	798.7	885.4	39.9%	-25.2%	-9.8%
Cost of Goods Sold	167.4	114.4	206.4	549.5	607.5	46.4%	-18.9%	-9.5%
Employee Cost	19.0	21.6	18.3	82.1	65.5	-11.9%	3.8%	25.4%
Finance Costs	12.5	14.0	4.2	37.7	19.2	-11.3%	194.9%	96.9%
Depreciation and Amortization Expenses	5.5	5.6	5.2	21.3	18.0	-2.4%	5.6%	18.4%
Other Expenses	14.3	18.2	27.2	81.3	78.9	-21.6%	-47.5%	3.0%
(B) Total Expenses	218.7	173.9	261.4	771.9	789.0	25.8%	-16.3%	-2.2%
Profit/(loss) before tax from continuing operations (C) [A-B]	6.6	-12.9	39.7	26.9	96.4	-151.1%	-83.4%	-72.1%
(D) Tax Expenses	2.0	-3.2	8.7	5.9	30.0	-164.4%	-76.7%	-80.3%
(E) Profit/(Loss) for the year from continuing operations [C-D]	4.6	-9.7	31.0	20.9	66.4	-146.7%	-85.3%	-68.5%
Other Comprehensive Income (OCI) (After Tax)	-0.1	0.0	0.1	-0.2	-0.0	-625.7%	-193.7%	5472.2%
Total Comprehensive Income for the period/year (XI+XII)	4.4	-9.7	31.1	20.7	66.4	-145.4%	-85.8%	-68.8%
Earnings per equity share								
Basic	0.38	-0.81	3.25	1.73	6.96	-146.7%	-88.4%	-75.1%
Diluted	0.38	-0.81	3.25	1.73	6.96	-146.7%	-88.4%	-75.1%

Profit & Loss Statement (Consolidated)

Profit and Loss Statement - Consolidated								
Particulars Rs Cr	Three months ended	Preceding three months ended	Corresponding three months ended in the previous year	Current Financial year ended	Previous Financial year ended	Change (Prev Qtr)	Change (Prev year Qtr)	Change (Prev yr)
	March 31, 2025	December 31, 2024	March 31, 2024	March 31, 2025	March 31, 2024	QoQ(%)	QoQ(%)	YoY(%)
Revenue from operations	265.5	196.6	300.9	867.6	1,019.6	35.0%	-11.8%	-14.9%
Other Income	3.4	6.3	5.0	31.2	18.9	-46.3%	-32.1%	65.0%
(A) Total Income	268.9	202.9	305.9	898.8	1,038.5	32.5%	-12.1%	-13.5%
Cost of Goods Sold	174.8	141.3	214.1	596.7	746.6	23.7%	-18.4%	-20.1%
Employee Cost	54.8	45.2	20.8	156.0	75.9	21.1%	163.2%	105.5%
Finance Costs	14.9	16.4	4.2	43.2	19.2	-9.2%	251.3%	124.7%
Depreciation and Amortization Expenses	33.5	10.8	5.3	55.9	18.6	209.3%	528.8%	201.3%
Other Expenses	52.3	41.2	26.2	152.3	85.0	26.9%	99.6%	79.2%
(B) Total Expenses	330.3	255.0	270.7	1,004.1	945.3	29.5%	22.0%	6.2%
Profit/(loss) before tax from continuing operations (C) [A-B]	-61.4	-52.1	35.1	-105.3	93.2	17.8%	-274.7%	-212.9%
(D) Tax Expenses	0.9	-3.2	7.7	4.8	29.3	-128.1%	-88.5%	-83.7%
(E) Profit/(Loss) for the year from continuing operations [C-D]	-62.3	-49.0	27.5	-110.0	63.9	27.2%	-326.7%	-272.1%
Other Comprehensive Income (OCI) (After Tax)	2.9	-5.4	-7.0	1.4	1.4	-154.1%	-141.4%	3.6%
Total Comprehensive Income for the period/year (XI+XII)	-59.4	-54.4	20.4	-108.6	65.3	9.2%	-390.7%	-266.4%
Earnings per equity share								
Basic	-5.15	-4.05	2.88	-9.11	6.70	27.2%	-279.0%	-235.9%
Diluted	-5.15	-4.05	2.88	-9.11	6.70	27.2%	-279.0%	-235.9%

Segment Result (Standalone)

Profit and Loss Statement - Standalone- Segment result					
Particulars Rs Cr	Three months ended	Preceding three months ended	Corresponding three months ended in the previous year	Current Financial year ended	Previous Financial year ended
	March 31, 2025	December 31, 2024	March 31, 2024	March 31, 2025	March 31, 2024
1 Segment Revenue					
a. Critical Power	157.7	80.7	242.9	554.3	631.1
b. EV Charger	55.1	67.0	54.7	198.1	235.1
Revenue from Operations	212.8	147.7	297.5	752.4	866.2
2 Segment Results - Profit /(Loss) before tax and interest from each segment					
a. Critical Power	14.5	-8.4	36.1	46.9	82.0
b. EV Charger	4.6	9.5	7.8	17.7	33.6
Total	19.0	1.1	43.9	64.6	115.6
Less:					
i. Interest	12.5	14.0	4.2	37.7	19.2
ii. Other un-allocable expenditure net off	-	-	-	-	-
iii Un-allocable income	-	-	-	-	-
Total Profit before Tax (A)	6.6	-12.9	39.7	26.9	96.4
3 Segment Assets					
a. Critical Power	592.6	571.7	686.4	592.6	686.4
b. EV Charger	787.5	725.9	235.5	787.5	235.5
c. Unallocated	-	-	-	-	-
Total	1,380.1	1,297.6	921.9	1,380.1	921.9
4 Segment Liabilities					
a. Critical Power	402.0	391.1	227.3	402.0	227.3
b. EV Charger	320.4	254.9	61.9	320.4	61.9
c. Unallocated	-	-	-	-	-
Total	722.4	646.0	289.2	722.4	289.2

Segment Result (Consolidated)

Profit and Loss Statement - Consolidated - Segment result					
Particulars Rs Cr	Three months ended	Preceding three months ended	Corresponding three months ended in the previous year	Current Financial year ended	Previous Financial year ended
	March 31, 2025	December 31, 2024	March 31, 2024	March 31, 2025	March 31, 2024
1 Segment Revenue					
a. Critical Power	162.3	86.1	244.0	570.4	776.2
b. EV Charger	103.2	110.5	56.9	297.2	243.4
Revenue from Operations	265.5	196.6	300.9	867.6	1,019.6
2 Segment Results - Profit /(Loss) before tax and interest from each segment					
a. Critical Power	5.3	-2.1	26.1	34.2	75.7
b. EV Charger	-51.8	-33.7	6.7	-96.2	33.6
Total	-46.5	-35.7	32.9	-62.1	109.3
Less:					
i. Interest	14.9	16.4	4.2	43.2	19.2
ii. Other un-allocable expenditure net off	-	-	-7.2	-	-3.8
iii Un-allocable income	-	-	0.7	-	0.7
Total Profit before Tax (A)	-61.4	-52.1	35.1	-105.3	93.2
3 Segment Assets					
a. Critical Power	627.4	647.6	770.2	627.4	770.2
b. EV Charger	1,041.1	934.0	242.3	1,041.1	242.3
c. Unallocated	-	-	-	-	-
Total	1,668.5	1,581.6	1,012.6	1,668.5	1,012.6
4 Segment Liabilities					
a. Critical Power	402.7	381.7	227.6	402.7	227.6
b. EV Charger	652.0	524.3	63.4	652.0	63.4
c. Unallocated	-	-	-	-	-
Total	1,054.7	906.0	291.0	1,054.7	291.0