Pace Digitek Limited
(Formerly Known as Pace Digitek Private Limited
and Pace Digitek Infra Private Limited)
Regd. Office: Plot No. V-12, Industrial Estate,
Kumbalgodu, Mysore Highway, Bangalore - 560 074.
T : +91 80 29547792 / 94 / 95 / 96.
E : info@pacedigitek.com
w : www.pacedigitek.com
CIN-L31909KA2007PLC041949

Ref No: PDL/2026-27/Q02_23

Date: August 05, 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**

Dear Sir/Madam,

Sub: Investors' Presentation on the Financial Results for the Quarter ended June 30, 2026 pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Further to our intimation regarding the **Unaudited Consolidated and Standalone Financial Results** for the **Quarter ended June 30, 2026** and pursuant to **Regulation 30** of the of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of the **Investor Presentation** in connection with the aforesaid Financial Results.

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 Manchaiah Purushotham
Digitally signed by Meghana Manchaiah Purushotham
Date: 2026.08.05 19:09:29 +05'30'

Meghana M P
Company Secretary and Compliance Officer
Membership No: A42534

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

Pace Digitek Ltd.

Earnings Presentation | Q1 FY2027

Telecom & ICT Infrastructure | BESS Manufacturing | Energy Integration | Long Term O&M Services

Q1 FY2027 Performance Update

Performance At Glance (Q1 FY27 and YTD)

01 Q1 FY27 Financial Performance

Rs. 5,554 Mn

↑ 51.3% YoY

Revenue from operations

Rs. 861 Mn

↑ 7.5% YoY | Margin: 15.5%

EBITDA

Rs. 625 Mn

↑ 14.3% YoY | Margin: 11.3%

Profit After Tax

02 Q1 FY27 Operational Performance

- **New Orders:** 3 New orders; Rs. 16,766 mn across Energy and ICT
- **BESS Commissioning:** 375 MWh BESS Capacity Commissioned at MSEDCL Standalone BESS BOO Project; well ahead of completion targets
- **New Project Execution:**
  - **Energy -** SECI (Solar + BESS BOO) and KPTCL (Standalone BESS BOO) on ground work started
  - **Telecom & ICT -** BSNL- BharatNet and Railways Kavach projects under survey phase
- **Manufacturing**: 90 BESS containers delivered

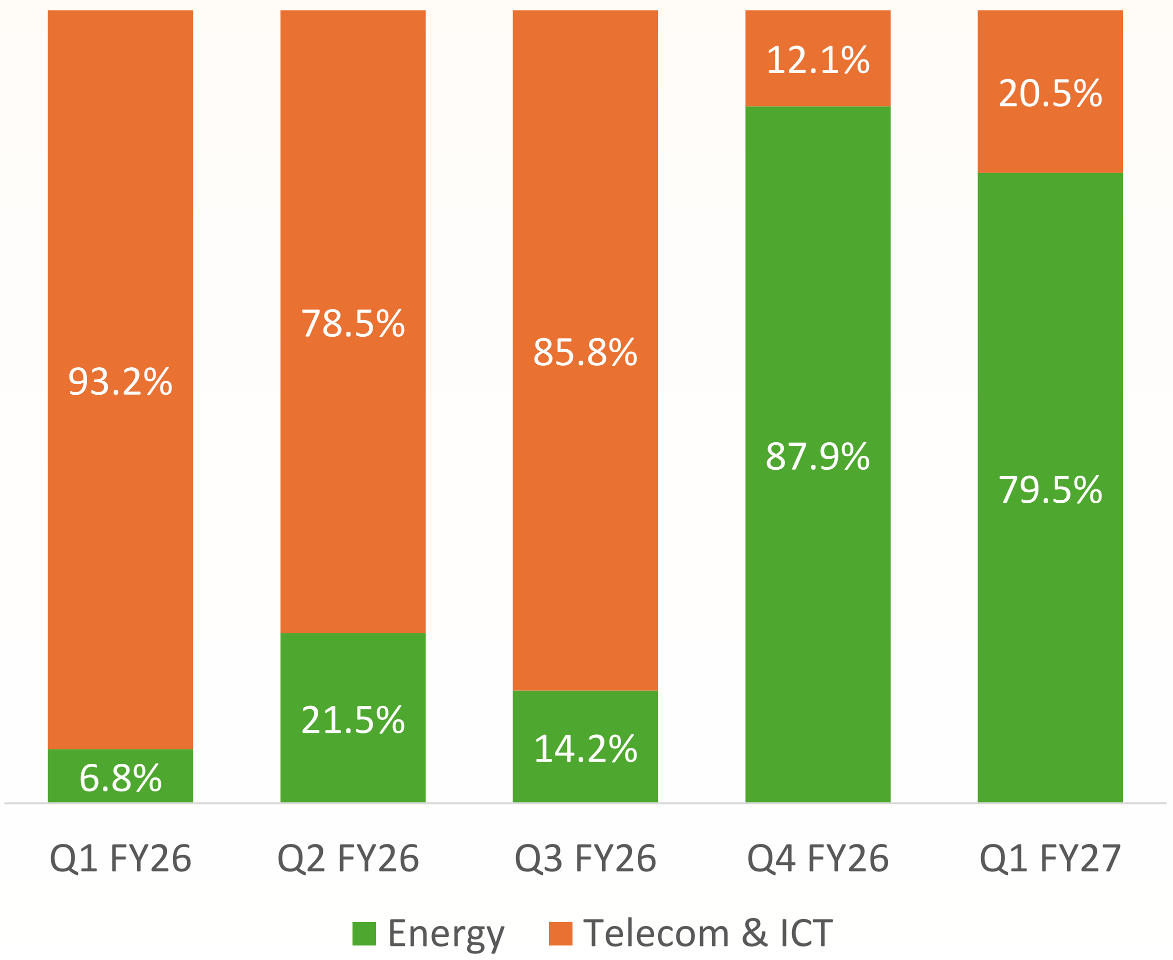
03 Corporate Development

- **Capacity Expansion:** Additional 2.5 GWh BESS production line operational and container fabrication facility nearing completion
- **Innovation:** Established R&D facility in Pune focused on ACC research
- **Cell Supply:** 3 GWh li-on cell supply agreement with RJE Tech
- **AI Data Center:** Partnered with Megmeet to enter the AI data center power infrastructure segment
- **Global Expansion:** Signed OEM partnership with NEC XON to market grid-scale BESS solutions across five African countries
- **Market Development:** Signed three MoUs for supply of BESS

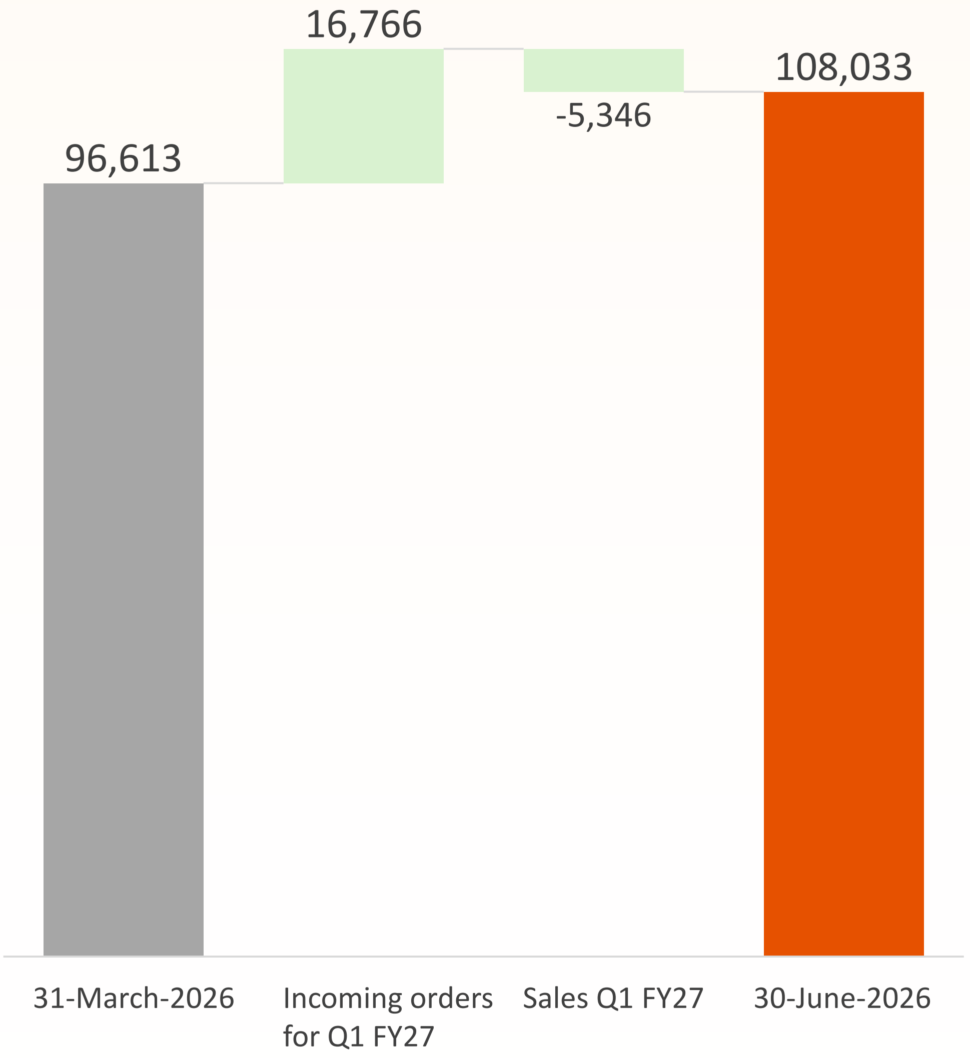
Revenue Mix and Order Book Movement

Revenue Breakdown

Energy contributed 79.5% of Q1 FY27 revenue, reflecting continued execution of BESS and renewable energy projects.



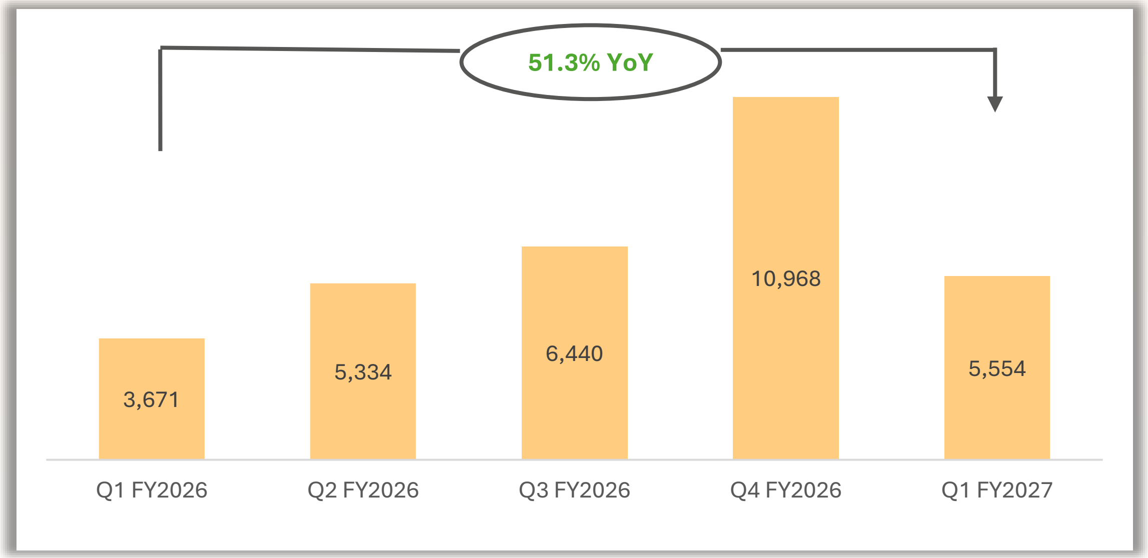
Order Book Movement (Rs. Million)



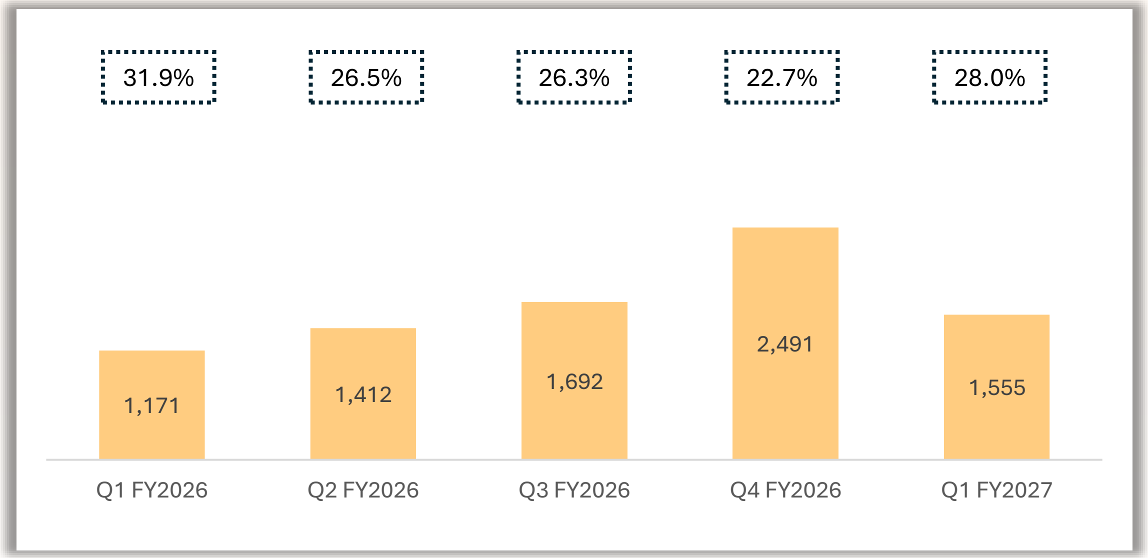
Note: Data as of 30 June 2026. Q1 FY27 revenue execution excludes aggregating sales of Rs. 208 million, which were not included in the opening order book as of 31 March 2026.

Quarterly Financial Trend (Consolidated)

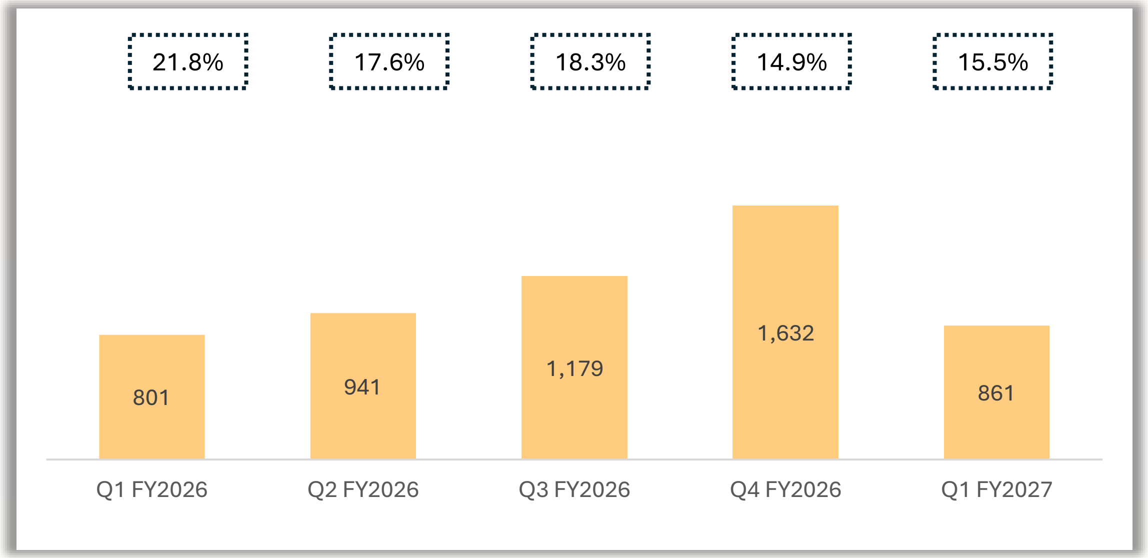
Revenue from Operations (Rs. Mn)



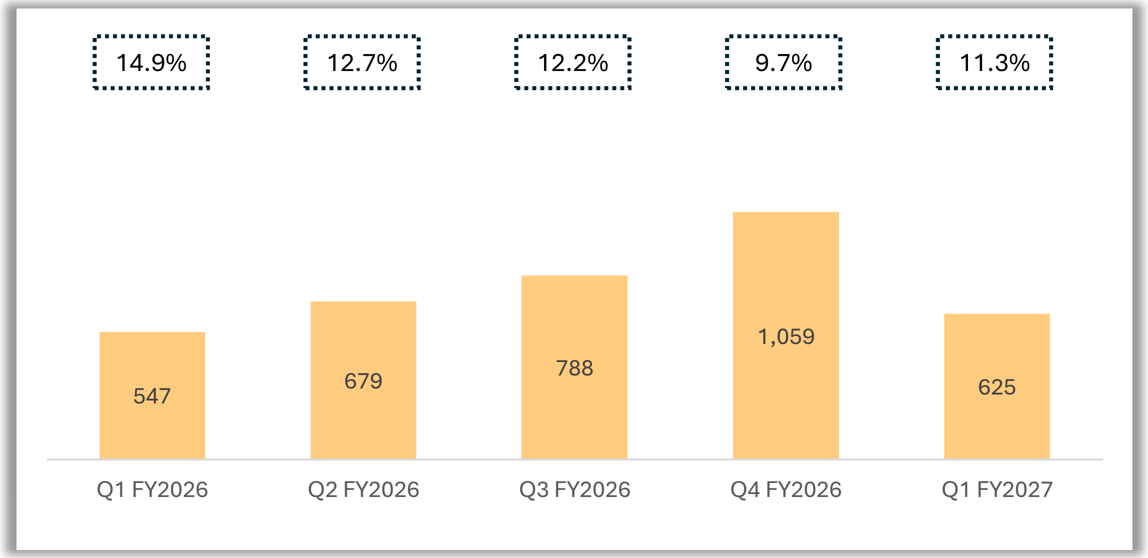
Gross Profit (Rs. Mn) and Margin



EBITDA (Rs. Mn) and Margin



PAT (Rs. Mn) and Margin



Q1 FY27 Financial Performance (Consolidated)

Particulars (Rs. Million)	Q1 FY2027	Q1 FY2026	YoY	Q4 FY2026	QoQ
Revenue from operations	5,554	3,671	*51.3%*	10,968	*(49.4)%*
Gross profit	**1,555**	**1,171**	***32.8%***	**2,491**	***(37.6)%***
Gross profit margin	*28.0%*	*31.9%*		*22.7%*	
Employee expenses	333	198	*68.4%*	272	*22.4%*
Other expenses	362	173	*109.5%*	587	*(38.4)%*
EBITDA	**861**	**801**	***7.5%***	**1,632**	***(47.3)%***
EBITDA margin	*15.5%*	*21.8%*		*14.9%*	
Depreciation & amortisation	44	21	*112.6%*	32	*37.5%*
EBIT	**816**	**780**	***4.7%***	**1,599**	***(49.0)%***
EBIT margin	*14.7%*	*21.2%*		*14.6%*	
Finance costs	283	97	*191.5%*	343	*(17.3)%*
Other income	283	56	*402.9%*	202	*40.6%*
Profit before tax (PBT)	**816**	**739**	***10.5%***	**1,458**	***(44.0)%***
PBT margin	*14.0%*	*19.8%*		*13.1%*	
Taxes	191	192	*(0.3)%*	399	*(52.1)%*
Profit After Tax	**625**	**547**	***14.3%***	**1,059**	***(41.0)%***
Profit After Tax Margin	*11.3%*	*14.9%*		*9.7%*	

Q1 FY27 Financial Performance (Standalone)

Particulars (Rs. Million)	Q1 FY2027	Q1 FY2026	*YoY*	Q4 FY2026	*QoQ*
Revenue from operations*	2,642	3,397	*(22.2)%*	4,870	*(45.7)%*
Gross profit	**865**	**1,007**	***(14.1)%***	**1,117**	***(22.6)%***
Employee expenses	250	156	*60.7%*	213	*17.4%*
Other expenses	120	121	*(0.9)%*	201	*(40.2)%*
EBITDA	**494**	**730**	***(32.2)%***	**703**	***(29.6)%***
Depreciation & amortisation	32	11	*193.7%*	25	*27.5%*
EBIT	**462**	**719**	***(35.7)%***	**678**	***(31.8)%***
Finance costs	79	89	*(11.0)%*	152	*(48.1)%*
Other income	189	59	*nm*	168	*12.4%*
Profit before tax (PBT)	**572**	**689**	***(16.9)%***	**694**	***(17.5)%***
Taxes	147	179	*(17.6)%*	287	*(48.8)%*
Profit After Tax (PAT)	**425**	**510**	***(16.7)%***	**406**	***4.7%***

- **At the standalone level**, the financials represent EPC revenue from projects executed for both subsidiaries and external customers.
- **Gross standalone revenue stood at Rs. 5,151 million**. After eliminating inter-company sales of Rs. 2,509 million, standalone revenue from operations was Rs. 2,642 million.
- ***Adjusted standalone revenue from operations** *(before inter-company eliminations)* increased by 52% YoY in Q1 FY27.

Company Overview

Pace Digitek : End-to-End Integrated Infrastructure Platform

PACE DIGITEK

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

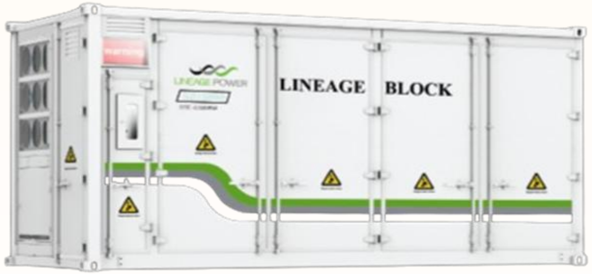
2.5 → 5 → 10 GWh
BESS manufacturing capacity expansion under way

Rs. 108,033 million
Order book

Integrated Energy Platform

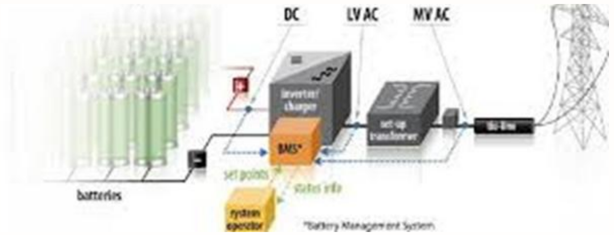
Comprehensive value chain coverage from manufacturing to asset ownership

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)

Comprehensive End-to-End Telecom Infrastructure Solutions

Telecom & ICT

Products	Projects	Services
Designs and manufactures power and energy management solutions for telecom networks	**End-to-end infra** projects (design, supply, installation, commissioning & lifecycle support)	**Post-deployment services**
Power Systems	Telecom Towers	Warranty Services
Li-Ion Batteries	Power Infrastructure	AMC Services
Power Electronics	Optical Fiber Cable (OFC) Deployment	O&M (Network, Fiber, and Utilities)
Solar Solutions		
Remote Management Systems		

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**

Order Book Update

Order Wins During Q1 FY2027

Secured Rs. 16,766 million of order wins during Q1 FY2027 across Energy and Telecom Infrastructure

1 NLC India | BESS EPC — Rs. 7,099 million

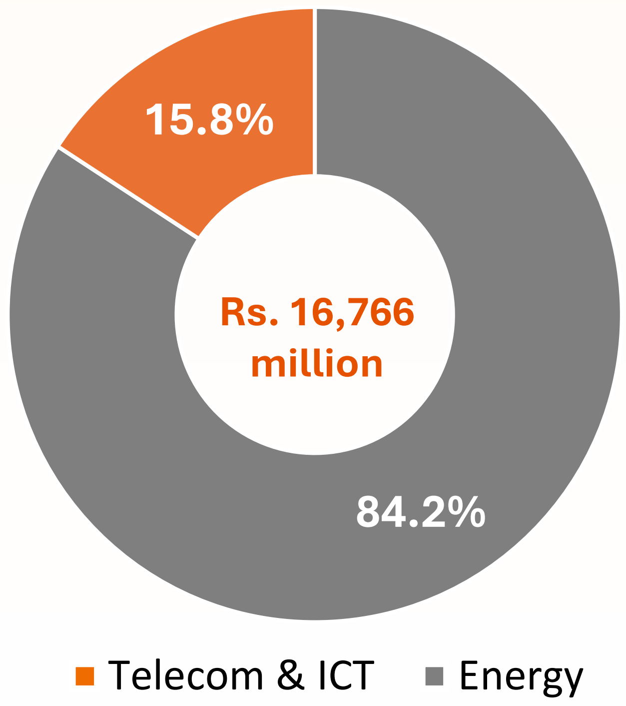
- 250 MW / 500 MWh Standalone BESS Supply, EPC & Long-term O&M project
- Execution: 1 Yr for EPC followed by 12 Yrs of O&M services
- Project locations: Ottapidaram, Anuppankulam and Kayathar, Tamil Nadu

2 DVC | BESS EPC — Rs. 7,020 million

- 250 MW / 500 MWh Standalone BESS Supply, EPC & Long-term O&M project
- Execution: 1 Yr for EPC followed by 12 Yrs of O&M services
- Project locations: Maithon, Jharkhand

3 BSNL | BharatNet OCF EPC — Rs. 2,647 million

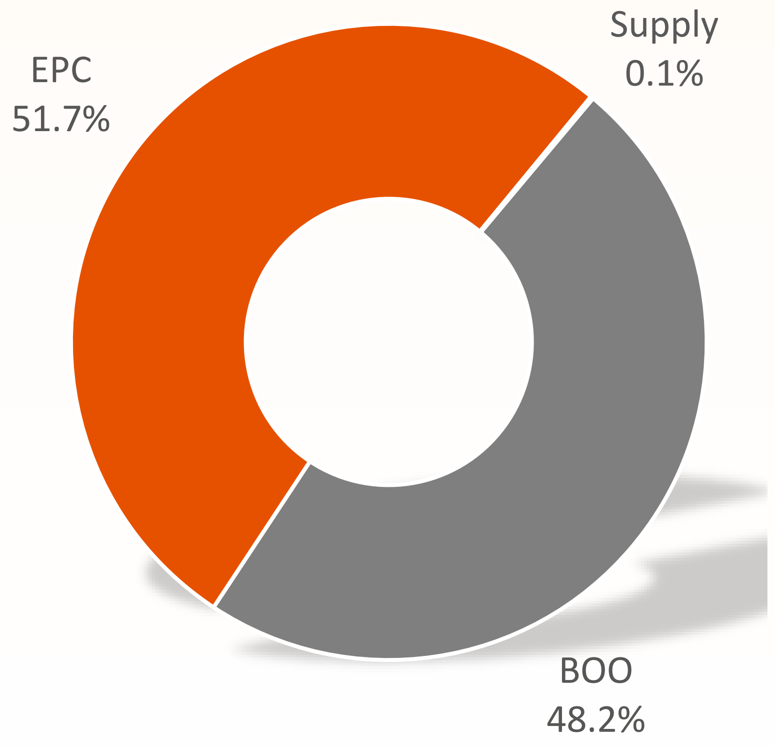
- Design, supply, construction, installation, upgradation and O&M of BharatNet middle-mile & last-mile network infra
- Execution : 3 Yrs
- Project Location: Sikkim Telecom Circle



Order Book (Energy)

Diversified Order Book of Rs. 84,530 Mn

Client	Project Type	Scope	GWh	Total Executable Value (Rs. Mn)
MESDCL	Standalone BESS	BOO	0.80	8,990
SECI	Solar + BESS	BOO	0.10	7,000
KPTCL	Standalone BESS	BOO	0.50	7,000
KREDL	Solar + BESS	BOO	1.10	17,750
	BOO		**2.50**	**40,740**
SECI	Standalone BESS	EPC	1.20	11,593
MAHAGENCO	Solar EPC	EPC	-	9,200
NLC India	Standalone BESS	EPC	0.50	7,099
DVC	Standalone BESS	EPC	0.50	7,020
NTPC	Standalone BESS	EPC	0.40	5,836
Bondada	Solar BOS	EPC	-	2,920
	EPC		**2.60**	**43,667**
Yaqin Chem	Standalone BESS	Supply	0.0037	123
	Total		**5.10**	**84,530**

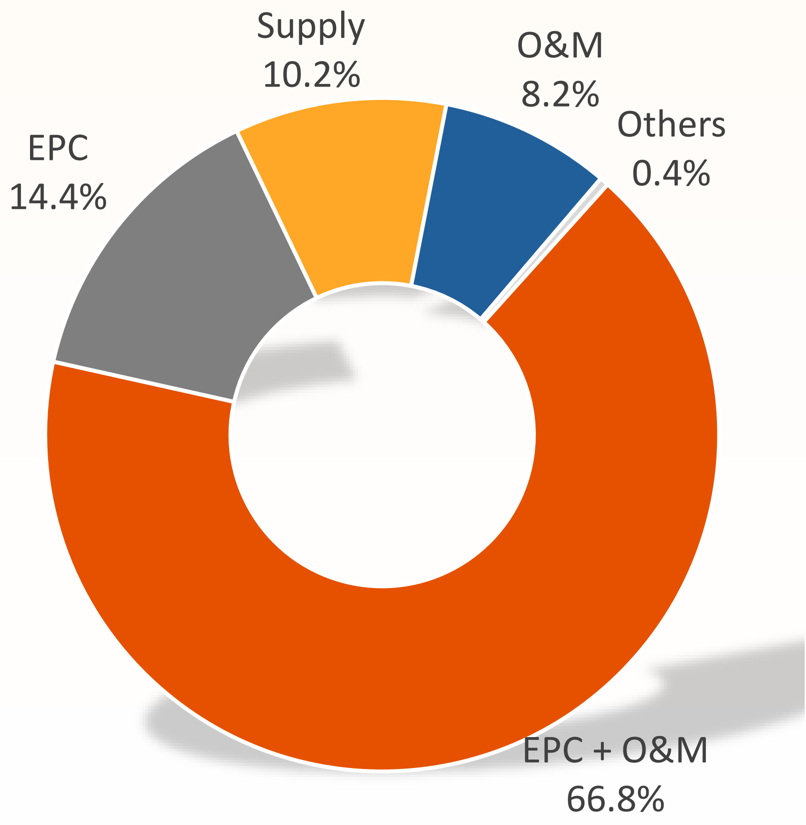


Note:
- Data as of June 30, 2026

Order Book (Telecom & ICT)

Diversified Order Book of Rs. 23,503 Mn

Client	Project Type	Scope	Total Executable Value (Rs. Mn)
BSNL	Telecom Infra	EPC + O&M	14,110
RNS	Telecom Infra	EPC + O&M	1,149
TANFINET	OFC Network	EPC + O&M	444
	EPC + O&M		**15,703**
BSNL	OFC Network	EPC	2,647
Railtel	ICT	EPC	515
Indian Railways	Railway Kavach	EPC	226
	EPC		**3,388**
BSNL	Power Management	Supply	389
Reliance	Power Management	Supply	1,200
BSNL	Power Management	Supply	800
	Supply		**2,389**
Tata Teleservices	Telecom O&M	O&M	1,923
	O&M		**1,923**
		Others	101
	Total		**23,503**



Note:
- Data as of June 30, 2026

Update on Execution and Manufacturing Expansion

Execution Update - MSEDCL Standalone BESS BOO

Cumulative and Q1 FY27 execution on the ground

Operational Highlights

- Cumulative 975 MWh BESS capacity added
- 375 MWh BESS Capacity added in Q1 FY27
- Execution progressing ahead of planned schedule

O&M Supports

- Centralized C-NOC monitoring
- Specialized mobile service vehicles with on-board critical spare parts
- 24×7 field service support
- Rapid response deployment
- Scheduled preventive maintenance

Execution Update – Other Energy Projects

Cumulative and Q1 FY27 execution on the ground

SECI (Solar + BESS BOO) | 100 MW Solar + 50 MW/ 100 MWh BESS

- PPA executed
- Engineering and major project layouts completed
- Site development and civil works progressing across the project

KPTCL (Standalone BESS BOO) | 250 MW / 500 MWh

- BESPA executed
- Land allotted and layouts approved for all project sites
- Civil works commenced, including container and PCS foundations

Bondada (Solar EPC) | 300 MW

- Site mobilization and major equipment procurement completed
- Civil works, grading & piling progressing as planned

MAHAGENCO (Solar EPC) | 200 MW

- Identified land for project sites
- Technical feasibility report completed; awaiting grid connectivity
- Preliminary engineering work completed
- Sourcing of solar panels

Pace-Lineage Research Center, Pune

Strengthening R&D and product-development capabilities with IISER Pune

1	Research Collaboration	**Partnered with IISER Pune** to accelerate research in advanced battery technologies and materials, combining scientific expertise with industry-led product development
2	Research Focus	**Research focused on Advanced Chemistry Cells** including Lithium-ion and Sodium-ion battery materials, coatings, electrolytes, microstructure optimization and electrochemical evaluation
3	Indigenous Technology Development	**Evaluating domestic battery materials, optimizing cell parameters and developing indigenous technologies** to strengthen localization and India's battery supply chain
4	Strategic Importance	**Building in-house expertise in advanced battery technologies** to strengthen the Company's integrated energy storage value chain across manufacturing, EPC and O&M
5	Long-term Vision	**Creating a technology platform** for next-generation energy storage solutions

Update on BESS Manufacturing Capacity Expansion

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

PACE DIGITEK

Existing 2.5 GWh

- 2.5 GWh operational at Lineage Power, our manufacturing platform
- Manufacturing utility-scale BESS solutions for domestic projects

Expansion of Existing Line

(Additional 2.5 GWh)

- Additional 2.5 GWh manufacturing line operational in August 2026

New Facility

(In-house container fabrication + New 5 GWh Line)

- In-house container fabrication facility ready for commissioning in August 2026
- New 5 GWh facility
  - Construction completed
  - Machines expected to receive by October 2026
  - Expected to be operational by Q3 FY27

Phased scale-up to 10 GWh + Backward Integrated Operations

- On track to achieve 10 GWh manufacturing capacity by the end of FY2027
- Supporting future growth in utility-scale and C&I BESS demand

Strategy Going Forward

Strategy Going Forward

PACE DIGITEK

01 Manufacturing Scale & Integration

- Expanding BESS manufacturing capacity from 5 GWh to 10 GWh
- Backward integration for container fabrication
- Enhance utility-scale and C&I energy storage capabilities
- Developing indigenous cell manufacturing capabilities
- Integrated delivery including PCS and EMS
- Strengthening in-house capabilities for end-to-end BESS execution

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
- Strengthen AI data center power infrastructure capabilities by integrating advanced power systems with the company's energy platform.

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

FY27–FY28 Growth Visibility

Integrated Manufacturing & Execution

2.5 GWh BESS capacity with phased scale-up to 10 GWh

Structural Industry Demand

Renewable integration
Grid stability
Railways modernization
Digital infra

Order Book of ₹113,379 Mn

Diversified across BESS, telecom, OFC and digital infra projects

+

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
₹32,000 – 34,000 mn

FY28E
₹40,000 – 42,000 mn

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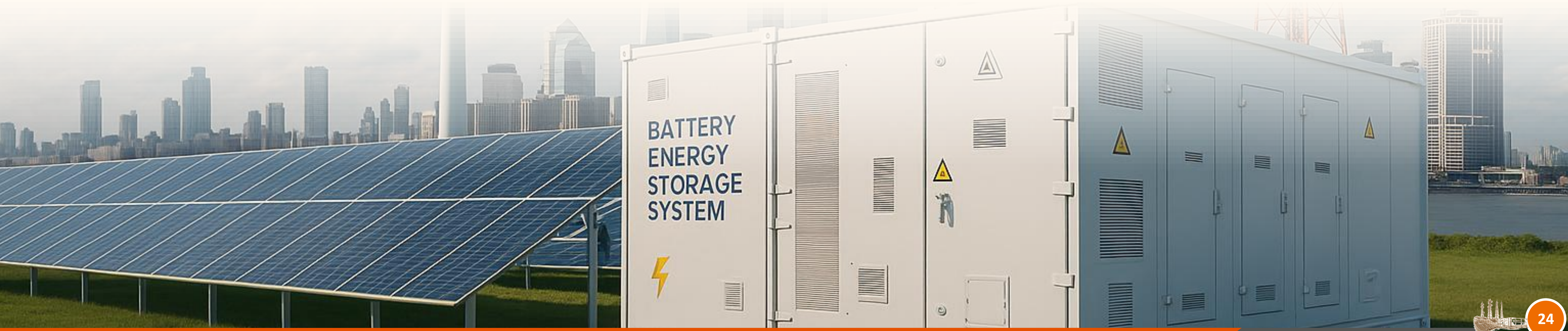

Thank You

Pace Digitek Limited

Registered Office and Corporate Office:

Plot # V 12, Industrial Estate, Kumbalgodu, Bengaluru Mysore Highway, Bengaluru, Karnataka –560074 CIN: U31909KA2007PLC041949

www.pacedigitek.com

080-29547792

For further information, please contact:

Ajay Tambhale
Head - Investor Relations & Corporate Communication

Investor.relations@pacedigitek.com

+91 74839 41773

Go India Advisors
Khushbu Singhania | Tanishka Tanvi

khushbu@goindiaadvisors.com | tanishka@goindiaadvisors.com

+91 85911 90410 | +91 9297761958