

Prostarm/Secretarial/2025-26/68

November 20, 2025

<b>To,</b> <b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001  <b>Script Code: 544410</b>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051  <b>Symbol: PROSTARM</b>
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**Sub: Investor Presentation for Quarter and Half Year ended September 30, 2025**

**Ref: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the “SEBI Listing Regulations”)**

Dear Sir/Madam,

This is to inform you that pursuant to Regulation 30 of the SEBI Listing Regulations, please find attached herewith the Investors Presentation for the Quarter and Half Year ended September 30, 2025.

These is also being made available on the website of the Company under the tab ‘Investor’ at [www.prostarm.com](http://www.prostarm.com).

Kindly take the above information on record.

Thanking you,

For **Prostarm Info Systems Limited**

**Sachin Gupta**  
**Company Secretary and Compliance officer**  
Membership No: F12500

Encl: as above



Investor  
Presentation  
November 2025





**17+ years**  
of Industry Experience

**3**  
Manufacturing Units

**409 Dealers**  
Pan-India

**2,00,000+**  
Installations

**INR 10,563 Mn**  
Total Order in Hand

**26.97%**  
3 year Revenue  
CAGR

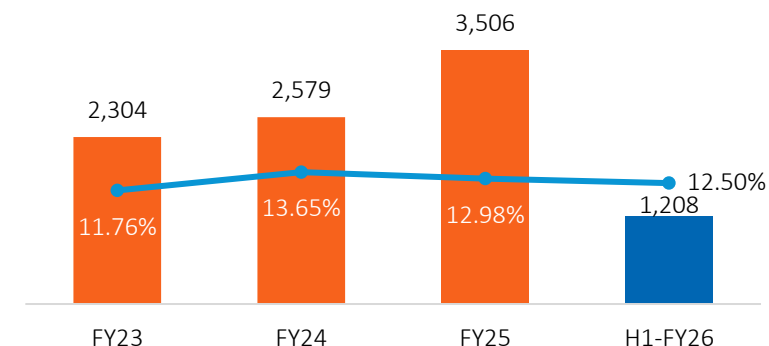
**38.41%**  
3 year PAT CAGR

**ROE: 27.82%**  
**ROCE: 40.81%**

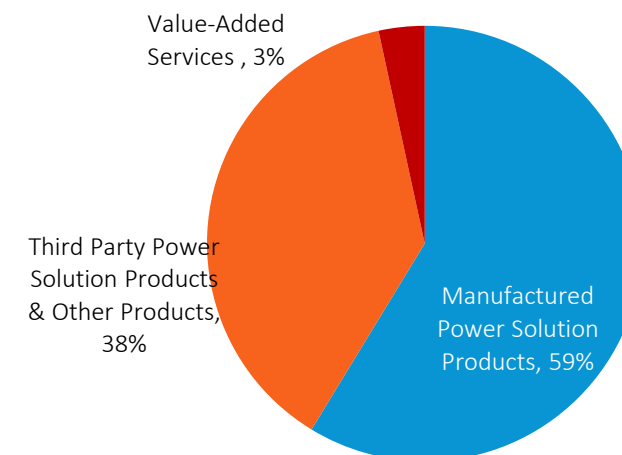
# Company Overview

- Prostarm Info Systems Ltd. was incorporated in 2008 and is engaged in designing, manufacturing, assembling, sale, service and supply of Energy Storage Equipment and Power Conditioning Equipment.
- Its manufactured products include UPS system, Inverter system, Lift inverter system, Solar hybrid inverter systems, Lithium-ion battery packs, Servo-controlled voltage stabilizers, Isolation transformers amongst others.
- It offers both customized and standard products and solutions, manufactured and assembled at in-house facilities and through third party contract manufacturers.
- In addition to the core manufactured products, it also provides comprehensive power solutions through sale and supply of third-party power solution products such as batteries, reverse logistics/end-of-life products, other products such as solar panel and allied products.
- The company is into end user computing where it provides IT solutions which includes supply of IT assets like Desktop Computers, All in One Computers, Laptops ,Notebooks , Printers, Scanner, Printer Cum Scanner (MFM) along with UPS, Installation ,commissioning and warranty services.
- The company has also successfully executed and commissioned rooftop Solar PV Power Plants totaling 10.56 MW at over 100 sites.
- Its value-added services include installation, rental, after-sales services, Annual Maintenance Contracts (“AMC”) which supplements Power Solution Products, catering to a wide spectrum of customers and their requirements.

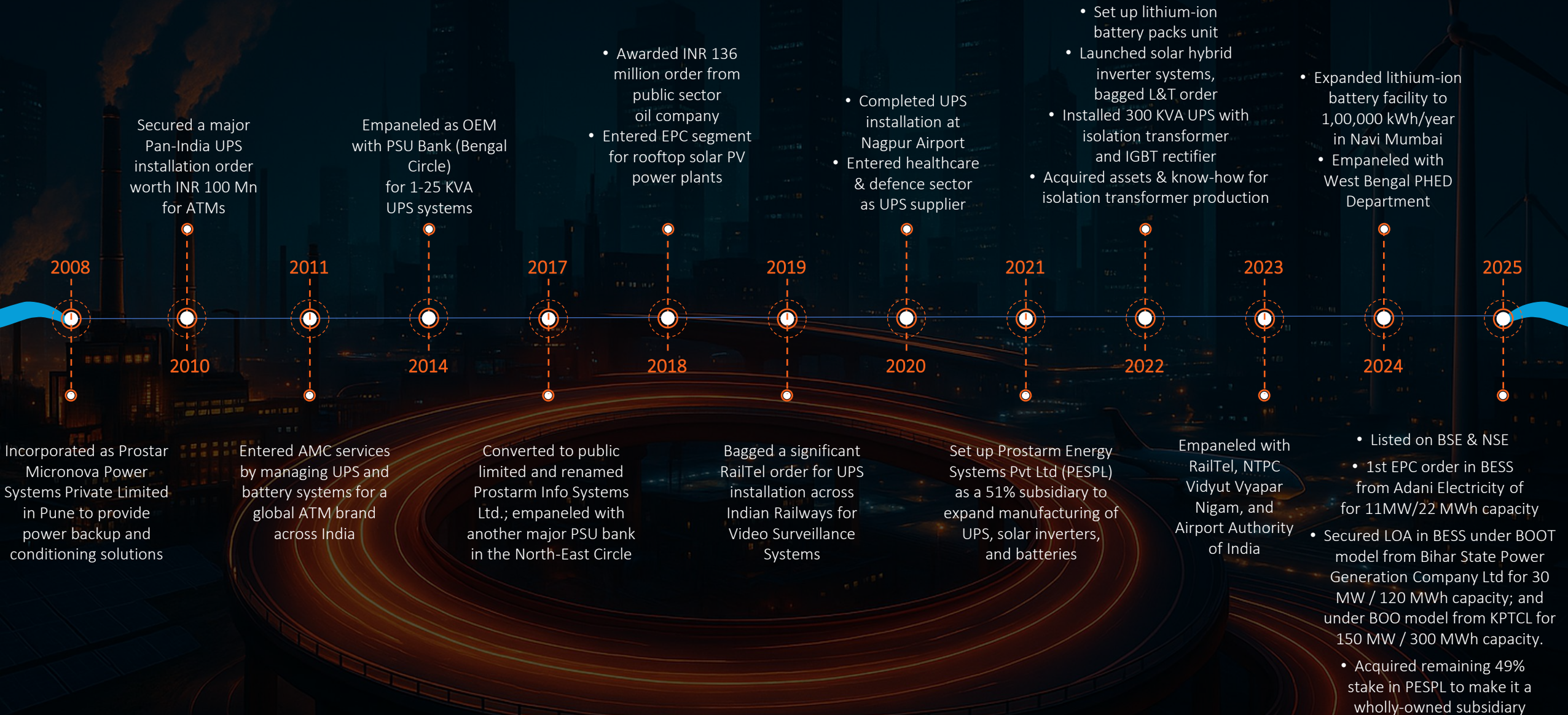
Operating Income (INR Mn) & EBITDA Margins(%)



H1-FY26 Business Segmental Revenues (%)







# Promoters Profile



## **RAM AGARWAL**

*PROMOTER, CEO & WHOLE-TIME DIRECTOR*

- Mr. Ram Agarwal holds **over 17 years of experience** in the fields of electrical and electronic control, energy storage, power conditioning and power consumption solutions.
- He received the Engineering Excellence Award for young Entrepreneur in the Power Electronics Sector, by Divya Media Publications Private Limited in May 2022.
- His roles and responsibilities include formulation and implementation of business strategy for growth and expansion of our business.
- He has completed the degree of Bachelor of Commerce from the University of Calcutta.



## **SONU RAM AGARWAL**

*PROMOTER & SENIOR MANAGEMENT PERSONNEL*

- Mrs. Sonu Ram Agarwal has **over 17 years of experience** in the fields of finance and business administration.
- She is responsible for the day-to-day administrative activities in the Company.
- She has completed her degree in Master of Business Administration in Finance from KS School of Business Management, Gujarat University.



## **VIKAS SHYAMSUNDER AGARWAL**

*PROMOTER & WHOLE-TIME DIRECTOR*

- Mr. Vikas Shyamsunder Agarwal holds **over 17 years of experience** in the fields of power conditioning and power consumption solutions.
- His roles and responsibilities include procurement and inventory management.

# Experienced Board Of Directors



**TAPAN GHOSE**  
**CHAIRMAN &**  
**MANAGING DIRECTOR**

Mr. Tapan Ghose has **over 26 years of experience** in electrical and electronic control, energy storage, and power solutions. He oversees business strategy, administration, and expansion.



**RAGHU RAMESH**  
**THAMMANNASHASTRI**  
**WHOLE-TIME DIRECTOR**

Mr. Raghu Thammannashastri has **over 36 years of experience** in sales, marketing, and operations, primarily in the engineering and technology sector. His responsibilities include operations and R&D.



**MITALI CHATTERJEE**  
**NON-EXECUTIVE**  
**INDEPENDENT**  
**DIRECTOR**

Mrs. Mitali Chatterjee has **over 42 years of experience** in cybersecurity assurance, GRC (governance, risk, and compliance), and security management systems.



**BHARGAV CHATTERJEE**  
**NON-EXECUTIVE**  
**INDEPENDENT DIRECTOR**

Mr. Bhargav Chatterjee has **over 23 years of experience** in the fields of insurance, accountancy and taxation.



**GOUTAM PAUL**  
**NON-EXECUTIVE**  
**INDEPENDENT**  
**DIRECTOR**

Mr. Goutam Paul has **nearly 30 years of experience** in project management across mobile banking, payment systems, IT infrastructure, and implementation projects.



**GANESH BASANT**  
**PANSARI**  
**NON-EXECUTIVE**  
**INDEPENDENT DIRECTOR**

Mr. Ganesh Pansari, a CA, has **7 years of experience** in statutory, tax, and internal audits.



**SHIVKUMAR MADANLAL**  
**BASER**  
**NON-EXECUTIVE**  
**INDEPENDENT DIRECTOR**

Mr. Shivkumar Baser. A CA, has **over 19 years of experience** in bank, statutory, concurrent, and stock audits.



# Senior Managerial Personnel



**ABHISHEK JAIN**  
*CHIEF FINANCIAL OFFICER*

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Abhishek Jain, CFO since October 2020, is a CA with **over 18 years of experience** in accounts, credit analysis, and banking. He has worked with reputed firms like Axis Bank, Tata Capital, Siemens Financial, and Srei Infrastructure.



**SACHIN GUPTA**  
*COMPANY SECRETARY AND  
COMPLIANCE OFFICER*

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Sachin Gupta, appointed as Company Secretary and Compliance Officer in August 2024, is a Fellow Member of the Institute of Company Secretaries of India with **over 10 years of experience** in handling corporate and secretarial compliance.



**CHANDAN HEMANT  
CHAUDHARI**  
*FINANCIAL CONTROLLER*

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Chandan Hemant Chaudhari, the Finance Controller of the Company since December 1, 2022, is a qualified CA with **over 13 years of professional experience**.



**INDRANI BANERJEE**  
*CHIEF PEOPLE OFFICER*

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Indrani Banerjee, functions at the Company with **over 28 years of experience** in HR management.



**UMESH DAMODAR IKHE**  
*VICE PRESIDENT TECHNICAL*

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Umesh Damodar Ikhe, holds **over 16 years of experience** in production management, project implementation, and after-sales service within the manufacturing sector.



**SHILPA DUGAR**  
*COUNTRY HEAD-  
ENTERPRISE SOLUTIONS*


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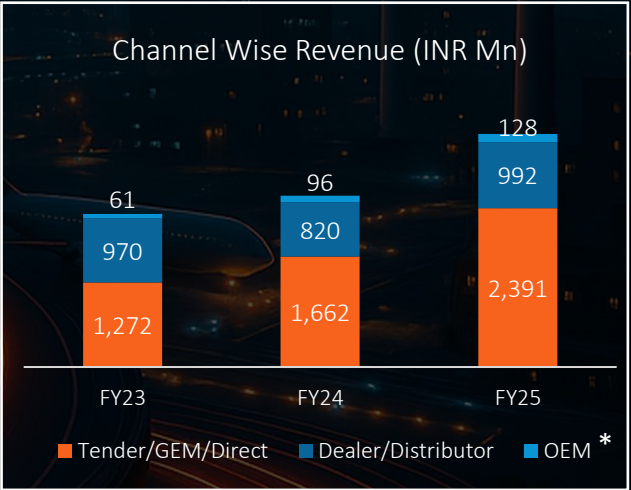
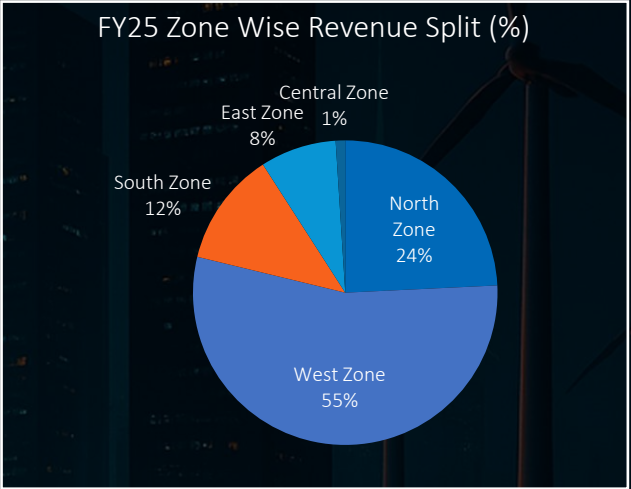
Shilpa Dugar, Country Head – Enterprise Solutions since 2014, leads the Company's sales operations, specifically overseeing government and banking sector accounts.



# Strong Pan-India Presence



- 18 States
- 1 Union Territories
- 22 Branch Offices
- 2 Storage Facilities
-  Manufacturing Facility



\* **Tender/GEM/Direct**- Sales via tenders, project contracts, and direct enquiries from institutions and end users  
**Dealer/ Distributor**- Products supplied through dealers and distributors across India  
**OEMs**- Supplies made to OEMs across diverse industries and to select UPS / Solar Inverter manufacturers on a white-label basis

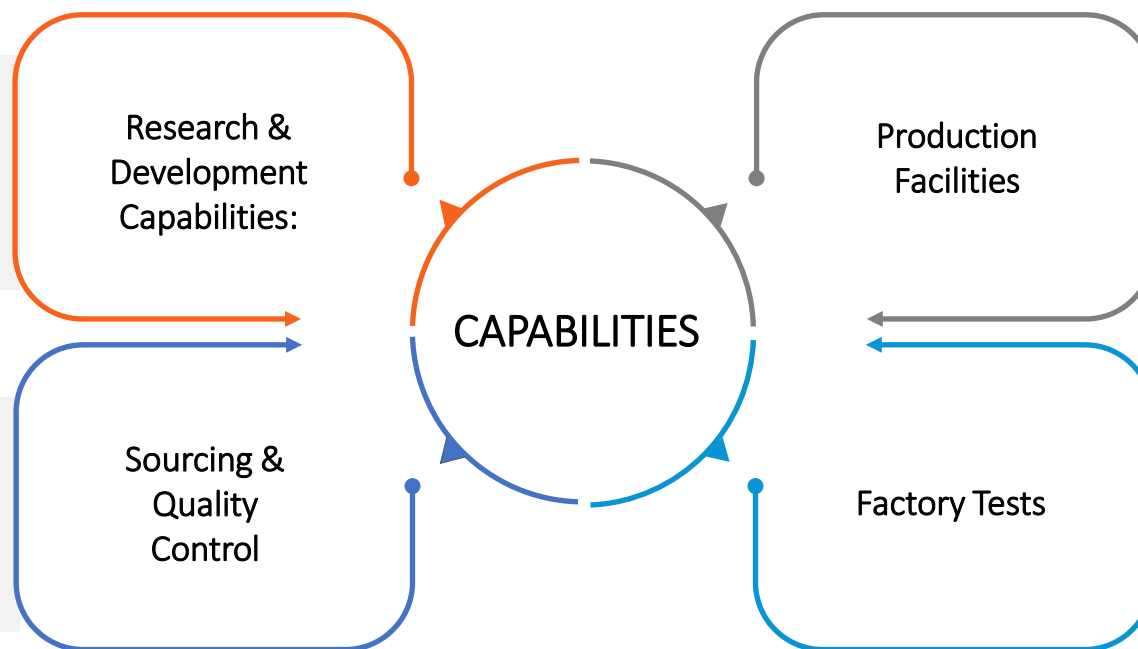
Exploring Global Markets: Bangladesh | Sri Lanka | Africa | Middle East,

# Manufacturing Units

Unit	Location	Products	Unit of Measurement	Capacity	Area Covered (Sqft)	Utilization
Unit-1	Pune	UPS system/ Isolation transformer/ Servo voltage controlled stabilizer	kVA/kW	55,500	16,000	23%
Unit-2	Pune	UPS system, Solar hybrid inverter system, Lift inverter system, Inverter system and other power solution products	kVA/kW	60,000	24,000	23%
Unit-3	Navi Mumbai - Mahape	Lithium-ion Battery Packs	kWh	1,00,000	7,501	19%

- Dedicated Team of Engineers
- Inherent strength of providing innovative solutions with product customisation
- Innovations driving growth in sunrise sectors

- Compliance with Standards for performance and safety for all components
- Inward QC Testing, Customer-specified tests as required



- About 50,000 sq ft of State-of-the-art manufacturing facilities in India

- Product testing as per customer specifications
- Includes Inward QC
- Parameters Test
- Performance Tests,
- Power Quality Tests
- Heat-run Tests (24-96 hours)
- Outward QC



# Certifications And Accreditations

**PROSTARM**  
Power Redefined

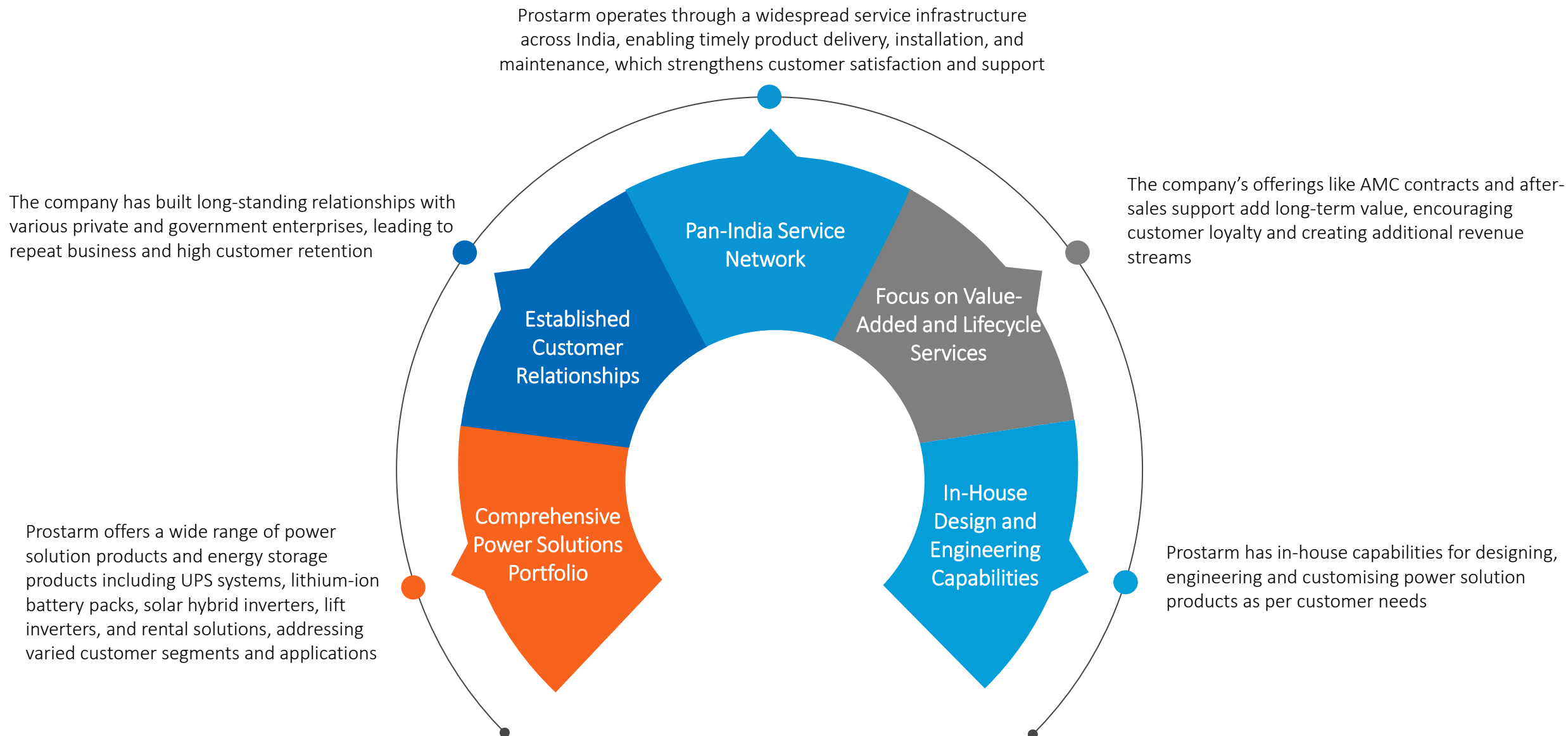




# Awards & Accolades



# Key Strengths







# Business Overview



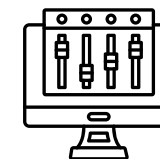
# Business Segments



Manufactured  
Power Solution  
Products



Third Party Power  
Solution Products



End User  
Computing



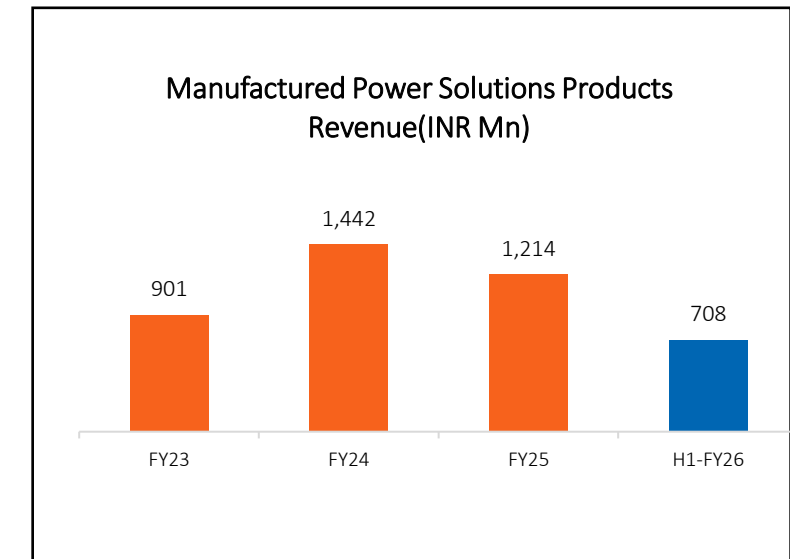
Solar EPC



Value-Added  
Services

# Manufactured Power Solution Products

- Prostarm is a prominent player in the power solutions space, offering a robust portfolio of Manufactured Power Solution Products tailored to ensure reliable, efficient, and uninterrupted power supply across industrial, commercial, and institutional segments.
- The manufacturing and assembly operations are located in Mumbai and Pune, enabling quality control, product customization, and timely delivery.
- Products are engineered for reliability and are used extensively in BFSI, healthcare, education, telecom, railways, engineering, oil & gas, airport, defense etc.
- The segment is positioned to benefit from the growing need for energy efficiency, digital infrastructure, and clean backup power across India.
- **Key Products:**
  - **Uninterruptible Power Supply (UPS) Systems:** Line-interactive to online UPS (up to 500 kVA) for uninterrupted power in several industries.
  - **Inverters and Lift Inverters:** Designed for residential buildings, offices, and elevators, these systems guarantee smooth functioning of elevators and critical systems even during grid failures, enhancing safety and accessibility.
  - **Solar Hybrid Inverters:** Enables seamless solar-grid transition with backup, ideal for solar systems.
  - **Lithium-ion Battery Packs:** It is compact, efficient, environment friendly energy storage with fast charging ability, higher life cycle and less maintenance.
  - **Servo Controlled Voltage Stabilizers:** Maintains  $\pm 1\%$  stable output voltage despite  $\pm 50\%$  input fluctuations using servo motor control.
  - **Isolation Transformers:** Ensures safe power transfer with electrical isolation, reducing noise and improving reliability in high-voltage applications.
  - **Other Power Solution Products:** The company offers energy solutions like DBRs, chargers for lifts and railway coaches, and Static Frequency Converters for powering aircraft during ground operations.



# Manufactured Power Solution Products



## UPS System

- **Overview** - A UPS (Uninterruptible Power Supply) provides instant backup power during outages and protects devices from voltage spikes. It ensures uninterrupted operation and safe system shutdown.
- **Applications** - Data centers, Telecom, Hospitals, Labs, and critical IT infrastructure where even brief power loss can cause major disruptions.
- **Offerings** - We offer both standalone UPS units and complete UPS systems with batteries, cables, and accessories—customized to meet client requirements and ensure high performance.

## Lift Inverter/Inverter System

- **Overview** - A Lift Inverter/Inverter System is an off-line UPS designed to provide backup power to lifts, elevators, and heavy-duty equipment like compressors and industrial machines during outages. It ensures smooth lift operation during power cuts, enhances safety and comfort.
- **Applications** Buildings, Hospitals, Industrial Elevators and Escalators.
- **Offerings** – The company offers **Domestic Inverters (900 VA to 5000 VA)** for homes and **Industrial Inverters (6.6 kVA to 50 kVA)** for offices, factories, and buildings.



## Solar Hybrid Inverter

- **Overview** - A Solar Hybrid Inverter converts DC power from solar panels into AC power and smartly manages energy from solar, batteries, and the grid to ensure uninterrupted supply. It stores excess solar energy for later use, lowers electricity bills, reduces grid dependence, and promotes clean energy with seamless power management.
- **Applications** - Airports, Railways, Logistics, Defense and Oil and Gas.
- **Offerings** - We offer standalone solar inverters as well as complete solar hybrid inverter systems with batteries, wiring, and accessories—customized to meet individual power needs.





## Isolation Transformers

- **Overview** Isolation transformers help in improving power quality by isolating electrical circuits and minimizing electrical noise and interference.
- **Applications** – UPS, Inverters, Solar Inverters, Laboratories, Health Care, Data Centers, BFSI, Industrial.

## Lithium-Ion Battery Pack

- **Overview** - Lithium-ion battery packs are compact, high-efficiency, rechargeable energy storage systems known for their long life, low maintenance, and lightweight design.
- **Applications** - Telecommunication Railways & Aviation UPS and IDC Data Centre, Renewable energy storage system & DC systems backup applications.
  - **Offerings** - Prostarm uses advanced LiFePO<sub>4</sub> cells with a smart Battery Management System (BMS) to ensure high safety, reliability, long cycle life, and eco-friendly performance.



## Servo-controlled voltage stabilizers, SCVS

- **Overview** SCVS is an automatic voltage regulation system that ensures a stable and safe power supply by correcting input voltage fluctuations in real-time. It uses a servo motor and transformer to adjust voltage levels, delivering highly accurate output with  $\pm 1\%$  variation—even when input fluctuates by  $\pm 50\%$ .
- **Applications** - Industrial, Medical, IT, Data Centres and Home Appliances.

# Third Party Power Solution Products & Other Products

## Batteries

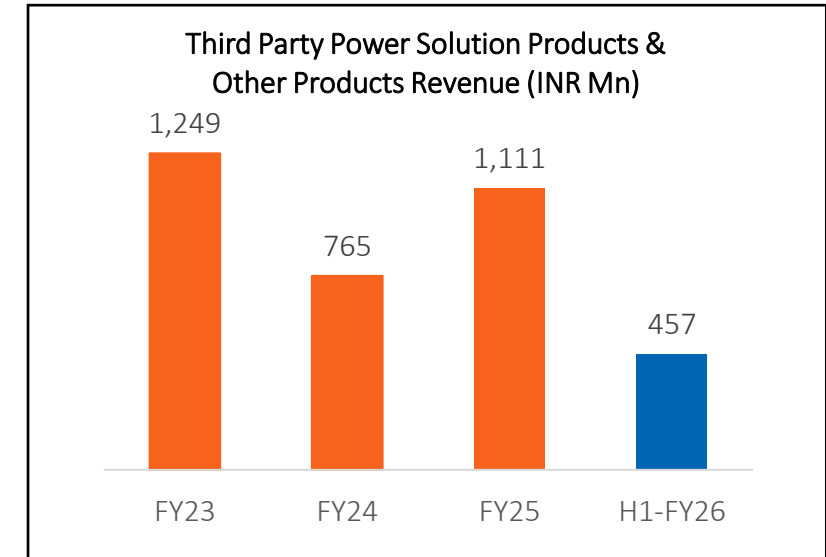
- Prostarm procures batteries in bulk from reliable domestic third-party manufacturers, allowing flexibility in supply, cost-efficiency, and consistency in meeting demand across its projects.
- Batteries form an integral component of Prostarm's Power Solution Products such as UPS systems, solar hybrid inverters, and lift inverters. They play a critical role in ensuring uninterrupted power supply and system performance.
- Since batteries have a limited lifespan and require periodic replacement, they offer a continuous revenue stream. This ensures not only complete solutions for customers but also helps in customer retention and recurring sales.
- The battery segment not only supports product functionality but also acts as a strategic lever to cross-sell services, offer AMC contracts, and strengthen customer relationships through lifecycle support.

## Reverse Logistics/ End-of-Life Products

- Prostarm buys back old or faulty UPS systems and batteries—of any brand—on new purchases, adding value and incentivizing customer upgrades.
- These buy-back arrangements are often part of the terms in customer contracts, especially with existing clients. It simplifies the replacement process and strengthens long-term relationships.
- Prostarm enables responsible disposal and recycling of end-of-life products, reinforcing its commitment to environmental sustainability.

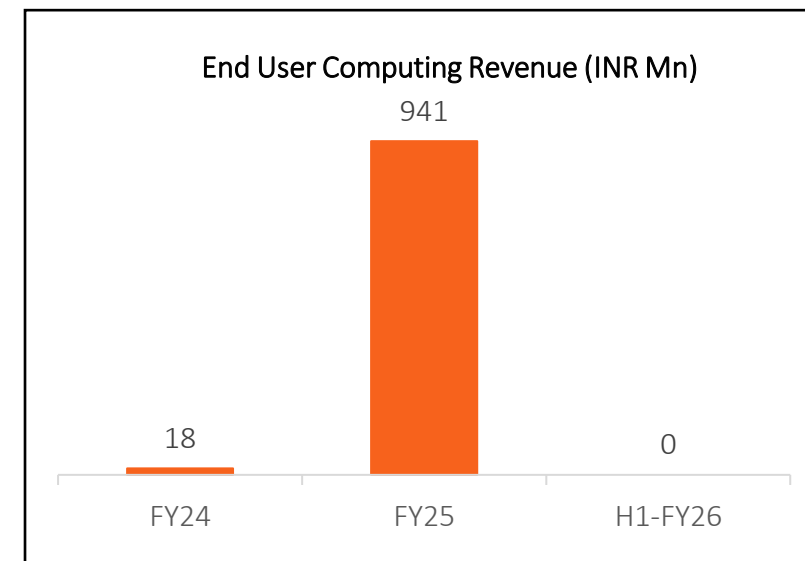
## Other Products

- Prostarm offers solar panel and allied products such as battery racks, battery interlinks, spares and accessories, along with sale of our products and also as part of our AMC/ off-warranty services.



# End User Computing

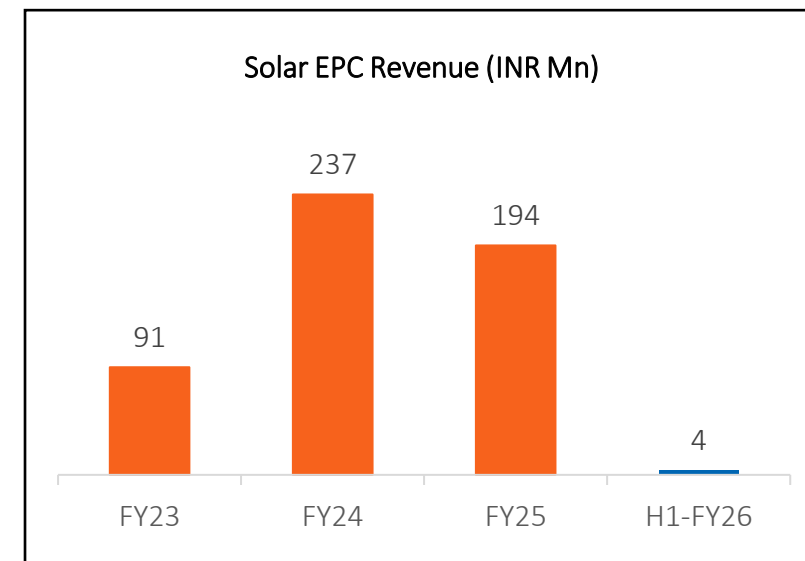
- Prostarm delivers end-to-end IT hardware solutions under this segment, catering to the diverse needs of businesses across sectors.
- The company offers a wide portfolio of computing devices including desktop computers, all-in-one systems, laptops, and notebooks to support organizational productivity.
- It also provides essential peripheral equipment such as printers, scanners, and multifunction printer-scanner (MFM) units to streamline office operations.
- To ensure continuous uptime and protection, Prostarm integrates UPS systems along with IT hardware as part of its bundled offerings.
- The company manages complete on-site deployment through professional installation and commissioning services, and also offers post-deployment support through structured warranty and maintenance services, ensuring minimal client disruption.





# Solar EPC Contracts

- Prostarm offers complete Engineering, Procurement, and Construction (EPC) services for setting up solar PV power plants across India, managing all phases of the project from planning to final commissioning.
- After foraying into its EPC business in 2018, the company has successfully implemented rooftop solar installations totaling over 10.56 MW across more than 100 sites, demonstrating strong execution capabilities.
- The company caters to a wide range of clients across commercial, industrial, and institutional segments, delivering rooftop solar projects customized to site-specific requirements.
- Prostarm provides fully integrated solar solutions that cover site assessment, system design, equipment procurement, installation, commissioning, and ongoing operations and maintenance (O&M) support.
- Plays an active role in promoting clean energy adoption by helping clients reduce electricity costs and minimize their carbon footprint, aligning with India's broader renewable energy targets.

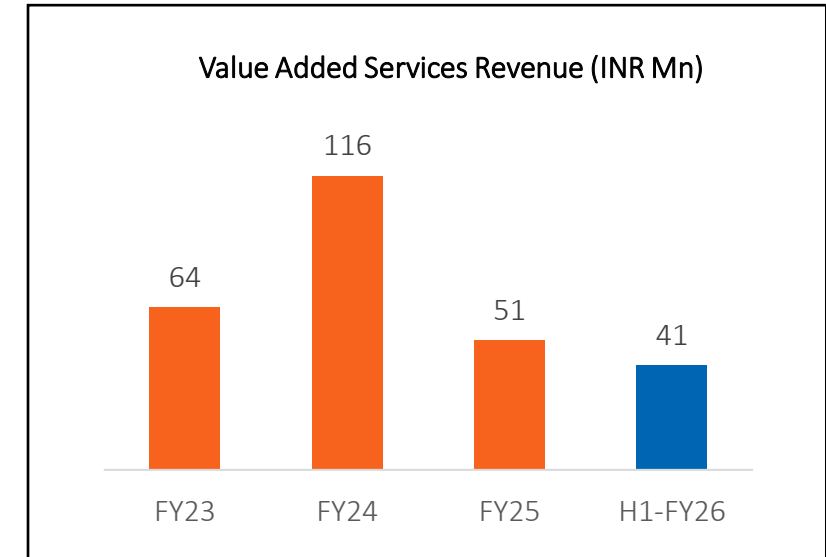


## Rental Services

- Prostarm offers its power solution products—such as UPS systems and batteries—on a rental basis, primarily to authorized ATM service providers and other institutions with temporary or scalable power needs.
- These products are deployed at ATM installation sites to ensure uninterrupted power supply, especially in remote or power-deficient areas.
- Rental agreements are customized based on the power backup duration, product capacity, and site requirements, offering a cost-effective solution without requiring high upfront capital.
- This service model ensures operational flexibility for customers, allows for quicker deployments, and creates a steady recurring revenue stream for the company.

## After-Sales Service

- Prostarm places strong emphasis on customer support and long-term product reliability through a structured after-sales service framework.
- Services include:
  - **In-warranty support (typically 1 to 5 years):** Covers repairs, replacements, and technical assistance.
  - **Out-of-warranty service:** Provides paid support beyond the warranty period.
  - **Annual Maintenance Contracts (AMC):** Tailored maintenance agreements covering routine servicing, preventive checks, and timely repairs.
- AMC charges are billed periodically during the contract term, ensuring continued product performance and minimizing downtime for customers.
- This comprehensive support system builds customer trust, extends product life, and contributes to customer retention and satisfaction.



# Strong Order Book

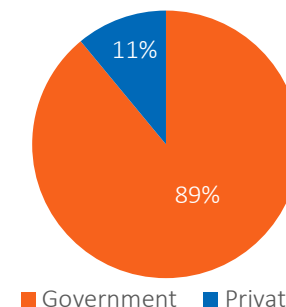
## FY26 - Order Details till September 2025

	No. of Projects	Value (INR Mn)
Order in Hand	108	10,563
L1 status	11	93

## Order in Hand

Business Segment	Product Segment	Value (INR Mn)
BESS	BESS	8,938
<b>BESS Total</b>		<b>8,938</b>
Manufactured Power Solution Products	Inverter System	-
	Lithium Solution System	-
	RDSO	18
	Servo Stabilizer	-
	Solar Inverter System	6
	UPS System	203
	Other product	1
<b>Manufactured Power Solution Products Total</b>		<b>228</b>
Third Party Manufactured Power Solution Products	Batteries	4
	Solar Panel & Allied Product	-
<b>Third Party Manufactured Power Solution Products Total</b>		<b>4</b>
Value Added Services	Value Added Services	161
<b>Value Added Services Total</b>		<b>161</b>
<b>End User Computing</b>		<b>1,232</b>
<b>Grand Total</b>		<b>10,563</b>

## Contribution to Order Book



## L1 Status

Business Segment	Product Segment	Value (INR Mn)
Manufactured Power Solution Products	UPS System	90
	RDSO	1
<b>Manufactured Power Solution Products Total</b>		<b>91</b>
Third Party Manufactured Power Solution Products	Batteries	2
<b>Grand Total</b>		<b>93</b>



# Major Projects Executed

## Top 10 Major Projects Executed till September '25

Client Name	Project Details	Value (INR Mn)
Commissionerate of Health Services	Executed the supply, installation, testing, and commissioning of integrated IT solution systems along with UPS systems	959
West Bengal Medical Services Corporation Ltd	Supply, Installation, Testing, and Commissioning (SITC) of UPS system across the 4000+ health centers in entire state of West Bengal	357
Rajasthan Council Of School Education	Solar EPC aggregating to 2MW along with Storage (Solar Hybrid Inverter systems) at 134 school locations across Rajasthan state	183
Rajcomp Info Services Ltd.	Supplied batteries to various government offices across Rajasthan	139
Tata Advanced Systems	SITC of 264 Nos of 3 KVA UPS Systems and Solar EPC of 184 Nos of 7.5 KW Solar Plant with storage (Solar Hybrid Inverter) along with 184 Nos of 5KVA SCVS in entire Jammu and Kashmir at Police station and Police posts.	132
Rajasthan Police State Crime Records Bureau	Battery Replacement across all Police station in Rajasthan	89
Telecommunications Consultants India Limited (TCIL)	Executed the supply, installation, testing, and commissioning of UPS systems for smart classrooms in schools across Uttar Pradesh	84
Delhi Metro Rail Corporation Ltd	Supplied range of UPS systems, isolation transformers, IT assets, racks, and spares for elevated stations on the Patna priority corridor	64
Larsen & Toubro Limited Construction (L&T)	MPPT charge controller supply	57
Mafatlal Industries Limited	SITC (Supply, Installation, Testing, and Commissioning) of UPS systems across schools in Himachal Pradesh	36

# Marquee Clientele Across Leading Industries



adani



Hitachi Payment Services Pvt. Ltd.



india1



A composite image of a city at night. On the left, industrial smokestacks emit orange smoke. In the center, a dense cluster of skyscrapers is visible. In the foreground, a multi-lane highway curves, with light trails from cars creating a sense of motion. On the right, several large wind turbines are silhouetted against the dark sky. The overall color palette is dark blue and black, with highlights from city lights and smoke.

# Strategic Overview

# Strategic Expansion into BESS Manufacturing



## Project Overview

- Company is setting up a 1.2 GWh annual capacity Battery Energy Storage System (BESS) facility in Reliance MET, Jhajjar, Haryana.
- The plant will serve Commercial & Industrial (C&I) and Utility-scale demand across India.
- Commissioning expected by end of FY26; Capex of INR 250 Mn allocated.



## Enhanced Manufacturing Capability

- Marks Prostarm's forward integration into the high-growth energy storage space.
- Positions the company as one of India's few OEMs in BESS manufacturing.
- Provides control over quality, supply chain, and product innovation.



## Strong Revenue Visibility

- Secured INR 520 Mn order from Adani Electricity (22 MWh BESS project).
- Received LOA from Bihar State Power for a 120 MWh BOOT project with 12-year monthly rental model.
- Secured LOA in BESS under BOO model from KPTCL for 150MW / 300MWh capacity for 12 years monthly rental model
- Strengthens order book and supports long-term recurring revenue growth.



## Capitalizing on Market Tailwinds

- India's BESS market is expected to grow from <0.2 GW to 66 GW by 2032.
- Demand is driven by renewable energy integration and the need for grid stability.



## Supporting Clean Energy Goals

- BESS solutions help reduce reliance on diesel gensets and lower CO<sub>2</sub> emissions.
- Enables faster grid restoration and stability during power disruptions.
- Aligns with India's 2030 renewable energy mission and energy storage roadmap.



# Business Strategy



Expanding customer base and geographic reach



Expanding capabilities through inorganic and organic growth



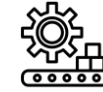
Create and strengthen brand recognition



Focus on improving Operating efficiency



Reduce working capital cycle and focus on rationalizing our indebtedness



Targeting the projected 236 GWh BESS demand by 2032 through local manufacturing



In-house BESS assembling plant to minimize outsourcing and enhance operational efficiency







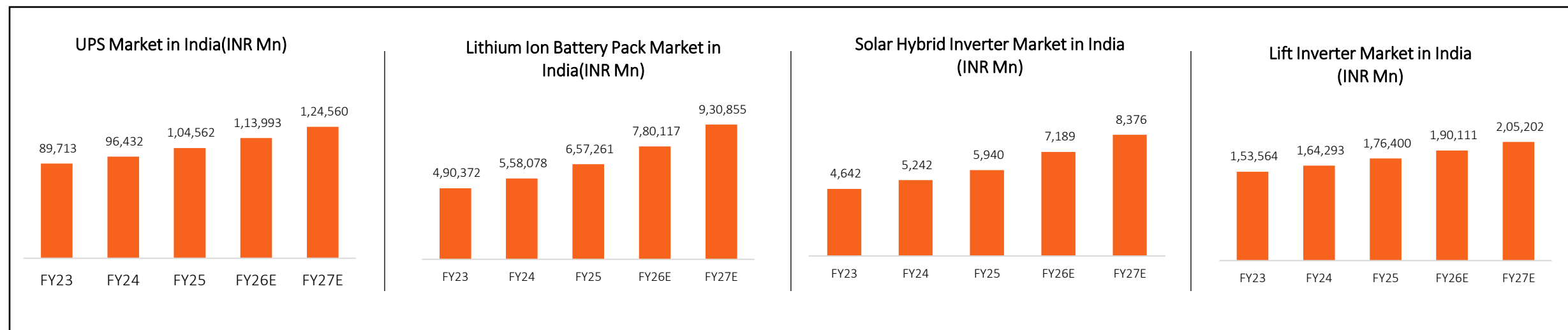
# Industry Overview

# Industrial Outlook - Power Backup And Power Solution

India's power inverter market, valued at USD 6 billion in 2024, is expected to reach USD 22 billion by 2034, growing at a CAGR of 15%. The surge is driven by rising demand for backup power, renewable energy adoption, and supportive government policies.. Rising demand for uninterrupted power in industrial, commercial, and residential segments. The Indian uninterrupted power supply market is projected to grow at a CAGR of 8% –10% during the forecasted period 2023-28.

## Key Growth Drivers:

- **Rising Power Reliability Issues:** Frequent outages and voltage fluctuations across urban and semi-urban India
- **Growth in Data Centers & Critical Infrastructure:** Surge in digital services, healthcare, BFSI, telecom, defence, airport, smart cities, etc.
- **Government Incentives & Policy Support:** Schemes like MNRE subsidies, net metering, and PLI for battery manufacturing
- **Push for Energy Efficiency & Sustainability (ESG):** Corporate ESG goals and shift from diesel gensets to clean, efficient alternatives
- **Rapid Rooftop Solar Adoption:** Strong uptake in residential and C&I rooftop solar drives
- **Government Focus:** Initiatives like Viability Gap Funding and higher capacity targets aim to strengthen grid stability, boost renewable integration, and cut fossil fuel reliance



# Industrial Outlook- BESS & Solar EPC

## Indian BESS Market

India's Battery Energy Storage System (BESS) market is set to grow from under 0.2 GW to 66 GW by 2032. With an investment potential of INR 5,000 billion, widespread adoption could avoid over 2,000 million tonnes of CO<sub>2</sub> emissions. Valued at USD 7.8 billion in 2024, the market is projected to reach USD 32 billion by 2030, growing at a 27% CAGR during 2025–30.

### Key Drivers

- **Renewable Energy Integration-** BESS is critical for managing the intermittency of solar and wind power, enabling round-the-clock (RTC) clean energy supply and ensuring grid stability.
- **Policy Support:** The government is boosting BESS adoption through PLI schemes, VGF support, and ISTS charge waivers extended till 2028.
- **Growing EV Adoption:** India's expanding EV ecosystem is driving demand for BESS to support charging infrastructure and manage peak loads.
- **Grid Stability:** BESS is essential for ancillary services like frequency regulation, voltage support, and peak shaving, enhancing overall grid reliability and resilience.

## Solar EPC Market

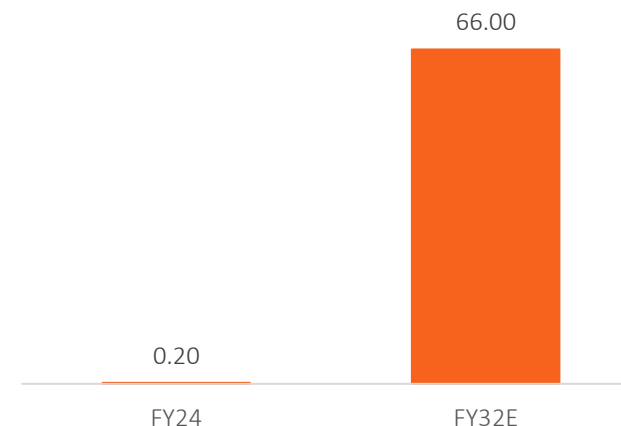
### Key Drivers

- **Government Push for Renewable Energy:** India targets 280 GW renewable energy by 2032, including 81 GW solar, supported by solar parks, INR 24,000 Cr PLI, SECI's solar-battery tenders, and INR 8,580 Cr CPSU EPC projects.
- **Rising Demand for Rooftop Solar:** Driven by 34% market growth in 2024 and strong ESG commitments, industrial and commercial sectors are leading rooftop solar adoption in India.

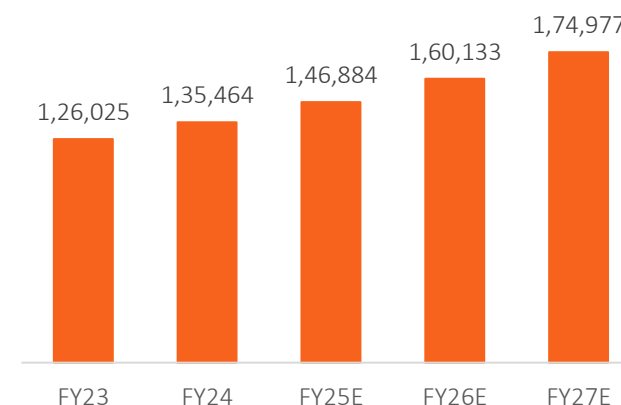
## End User Computing

- Growth of the End User Computing Market in India is driven by digital transformation, government initiatives (e.g., CCTNS, Smart Class, e-Governance), rising cloud computing, and the shift to remote and hybrid work models.

BESS Installed Capacity in India (GW)



Solar EPC Market in India







# Financial Overview

# Q2/H1-FY26 Financial Highlights

## Q2-FY26 Financial Highlights

<b>INR 659 Mn</b>	<b>INR 113 Mn</b>	<b>17.15%</b>
Total Income	EBITDA	EBITDA Margin
<b>INR 83 Mn</b>	<b>12.59%</b>	<b>INR 1.53 / Share</b>
PAT	PAT Margin	Diluted EPS

## H1-FY26 Financial Highlights

<b>INR 1,208 Mn</b>	<b>INR 151 Mn</b>	<b>12.50%</b>
Total Income	EBITDA	EBITDA Margin
<b>INR 101 Mn</b>	<b>8.36%</b>	<b>INR 1.86 / Share</b>
PAT	PAT Margin	Diluted EPS

## Operational Highlight

- Revenue for the first half declined due to a high base from a large one-time order in H1 FY25, while Q2 revenue grew 20% sequentially on improved execution, although overall demand saw short-term deferral following GST recalibration on battery categories.
- In the first half, PAT declined due to lower turnover. However, PAT margin improved to 8.36% from 7.59% in H1 FY25, supported by better operating efficiency. Sequentially, profitability strengthened sharply, with Q2 PAT increasing to INR 83 million, representing a rise of about 350% over Q1 FY26, which stood at INR 18 million.
- We secured multiple notable order wins during the quarter, including the Maharashtra State Police CCTNS project, a major UPS-rental and transformer order from Electronics Payments & Services, and a large BESS project from KPTCL, while maintaining strong visibility with bids under evaluation of about INR 8,380 million.
- We continued to strengthen our balance sheet, with long-term debt reducing from INR 34 million in March 2025 to INR 10 million in H1 FY26, and short-term debt declining sharply from INR 638 million to INR 152 million over the same period, resulting in a materially improved net-debt position.
- We also achieved regulatory closure on the customs matter, with the Commissioner of Customs issuing a favorable order on 29 July 2025, resulting in the complete dropping of the Show Cause Notice and closure of all related proceedings.
- Our expansion remains on track, with the 1.2 GWh Jhajjar BESS facility nearing commissioning, SAP B1 and Salesforce implementation underway, the launch of our lithium-based BESS for the Commercial and Industrial segment, and plans to introduce a full range of Home ESS solutions.



# Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q2-FY26	Q2-FY25	Y-o-Y	Q1-FY26	Q-o-Q
Revenue from Operations	659	985	(33.1)%	549	20.0%
Total Expenses	546	780	(30.0)%	509	7.3%
EBITDA	113	205	(44.9)%	40	NA
<i>EBITDA Margin (%)</i>	<i>17.15%</i>	<i>20.81%</i>	<i>(366) Bps</i>	<i>7.29%</i>	<i>986 Bps</i>
Other Income	15	5	NA	8	87.5%
Depreciation	8	7	14.3%	7	14.3%
Finance Cost	9	17	(47.1)%	16	(43.8)%
PBT	111	186	(40.3)%	25	NA
Tax	28	47	(40.4)%	7	NA
PAT	83	139	(40.3)%	18	NA
<i>PAT Margin (%)</i>	<i>12.59%</i>	<i>14.11%</i>	<i>(152) Bps</i>	<i>3.28%</i>	<i>931 Bps</i>
Other Comprehensive Income	(1)	-	NA	-	NA
Total Comprehensive Income	82	139	(41.0)%	18	NA
EPS (INR)(not annualised)	1.53	4.35	(64.8)%	0.41	NA

# Half Yearly Consolidated Financial Performance

Particulars (INR Mn)	H1-FY26	H1-FY25	Y-o-Y
Revenue from Operations	1,208	1,923	(37.2)%
Total Expenses	1,057	1,692	(37.5)%
EBITDA	151	231	(34.6)%
<i>EBITDA Margin (%)</i>	<i>12.50%</i>	<i>12.01%</i>	<i>49 Bps</i>
Other Income	24	8	NA
Depreciation	14	14	NA
Finance Cost	25	29	(13.8)%
PBT	136	196	(30.6)%
Tax	35	50	(30.0)%
PAT	101	146	(30.8)%
<i>PAT Margin (%)</i>	<i>8.36%</i>	<i>7.59%</i>	<i>77 Bps</i>
Other Comprehensive Income	(2)	-	NA
Total Comprehensive Income	99	146	(32.2)%
EPS (INR)(not annualised)	1.86	3.56	(47.8)%

# Historical Income Statement

Particulars (INR Mn)	FY23	FY24	FY25	H1-FY26
Revenue from Operations	2,304	2,579	3,506	1,208
Total Expenses	2,033	2,227	3,051	1,057
EBITDA	271	352	455	151
<i>EBITDA Margin (%)</i>	<i>11.76%</i>	<i>13.65%</i>	<i>12.98%</i>	<i>12.50%</i>
Other Income	20	14	19	24
Depreciation	16	19	30	14
Finance Cost	13	37	54	25
PBT	262	310	390	136
Tax	69	82	101	35
PAT	193	228	289	101
<i>PAT Margin (%)</i>	<i>8.38%</i>	<i>8.84%</i>	<i>8.24%</i>	<i>8.36%</i>
Other Comprehensive Income	1	-	-	(2)
Total Comprehensive Income	194	228	289	99
EPS (INR)(not annualised)	4.66	5.44	6.74	1.86

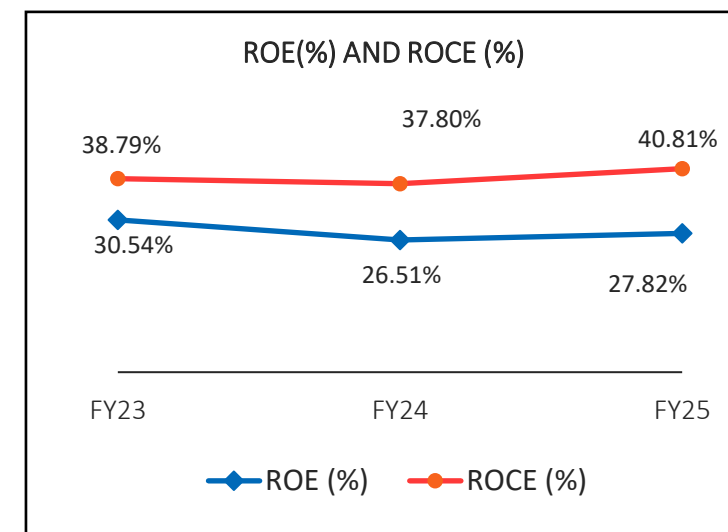
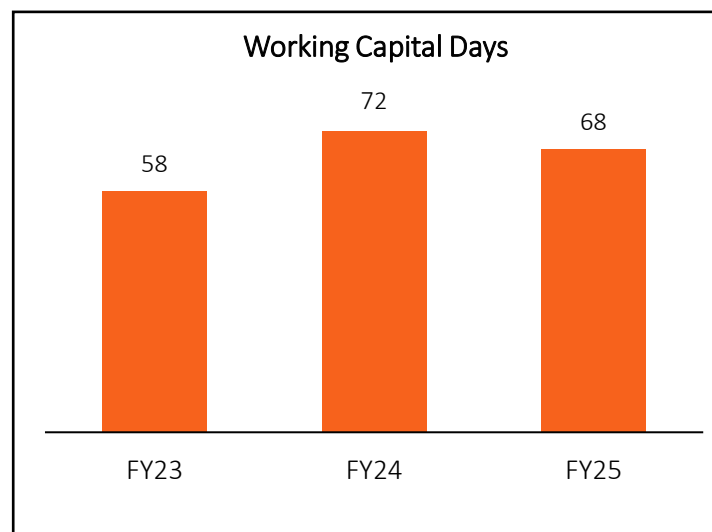
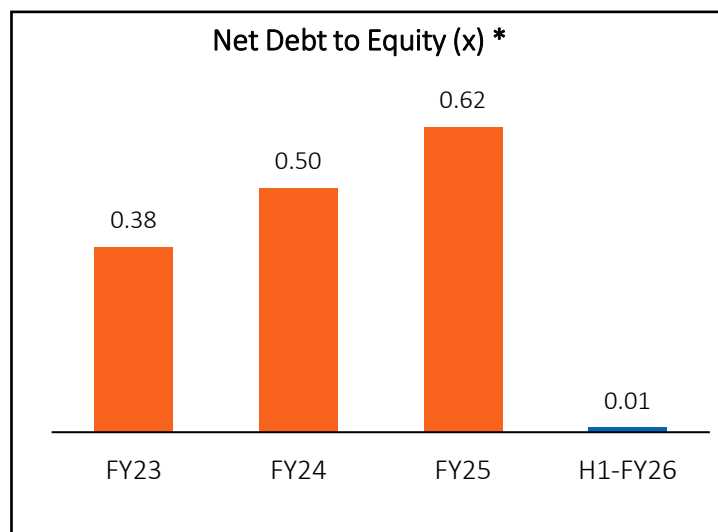
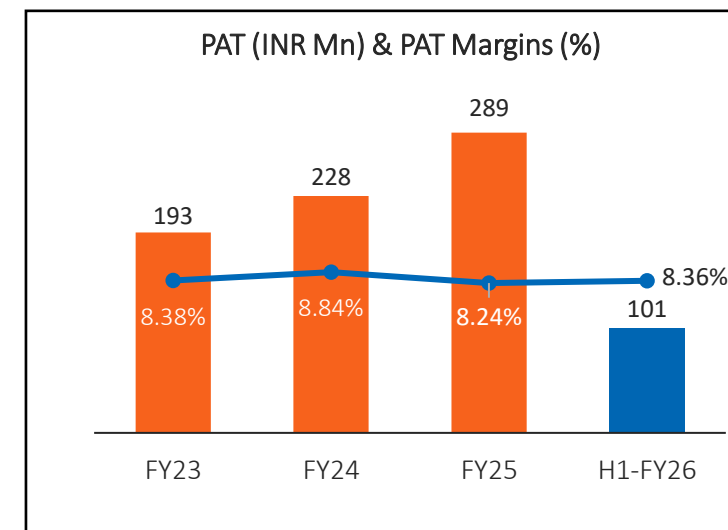
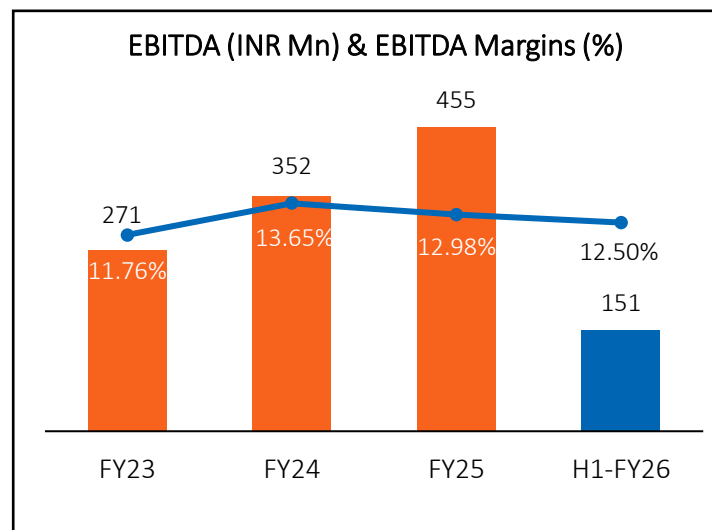
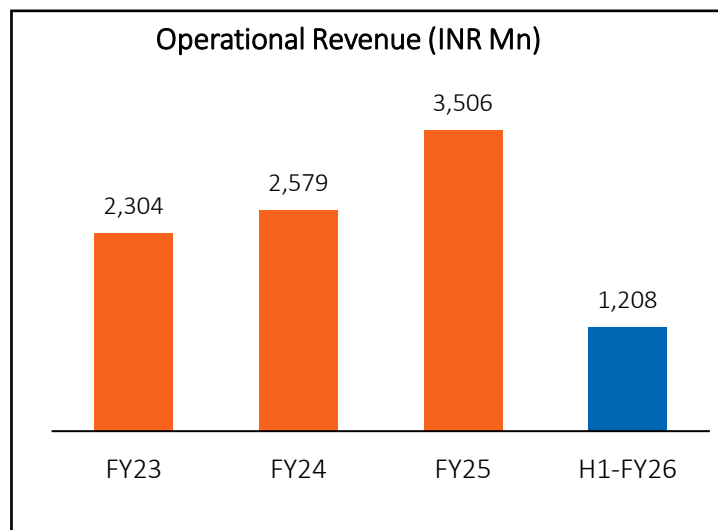
# Balance Sheet

Equity and Liabilities (INR Mn)	FY24	FY25	H1-FY26
<b>Equity</b>			
Share Capital	429	429	589
Other Equity	414	610	2,051
<b>Equity Attributable to Parent company</b>	<b>843</b>	<b>1,039</b>	<b>2,640</b>
Non controlling Interest	17		-
<b>Total Equity</b>	<b>860</b>	<b>1,039</b>	<b>2,640</b>
<b>Non Current Liabilities</b>			
Financial liabilities			
(i) Borrowings	46	34	10
(ii) Other Financial Liabilities	-	-	-
(iii) Lease Liabilities	-	-	-
Provisions	12	15	20
Other non-current liabilities			
<b>Total Non-Current Liabilities</b>	<b>58</b>	<b>49</b>	<b>30</b>
<b>Current Liabilities</b>			
Financial liabilities			
(i) Borrowings	388	638	152
(ii) Lease Liabilities	1	-	
(iii) Trade Payables	643	577	510
(iv) Other Financial liabilities	23	18	23
Other Current liabilities	26	26	17
Provisions	6	6	7
Current Tax Liabilities (net)	25	22	-
<b>Total Current Liabilities</b>	<b>1,112</b>	<b>1,287</b>	<b>709</b>
<b>Total Liabilities</b>	<b>1,170</b>	<b>1,336</b>	<b>739</b>
<b>Grand Total – Equity and Liabilities</b>	<b>2,030</b>	<b>2,375</b>	<b>3,379</b>

Assets (INR Mn)	FY24	FY25	H1-FY26
<b>Non Current Assets</b>			
Property, Plant & Equipment	65	159	166
Capital Work in Progress	95	-	1
Investment Property	28	29	87
Intangible assets	22	19	17
Right of use assets	44	43	43
Financial assets			
(i) Trade Receivables	-	-	-
(ii) Investments	-	-	-
(iii) Other Financial Assets	136	156	493
Deferred tax assets (Net)	18	26	26
Other non-current assets	-	4	5
<b>Total Non-Current Assets</b>	<b>408</b>	<b>436</b>	<b>838</b>
<b>Current Assets</b>			
Inventories	585	587	705
Financial assets			
(i) Investments			
(ii) Trade Receivable	903	1,074	1,088
(iii) Cash and cash equivalents	5	6	138
(iv) Bank balances	2	20	-
(v) Loans	5	5	-
(vi) Other current financial assets	72	76	418
Current Tax Asset (Net)	-	1	4
Other current assets	50	170	188
<b>Total Current Assets</b>	<b>1,622</b>	<b>1,939</b>	<b>2,541</b>
<b>Grand Total - Assets</b>	<b>2,030</b>	<b>2,375</b>	<b>3,379</b>

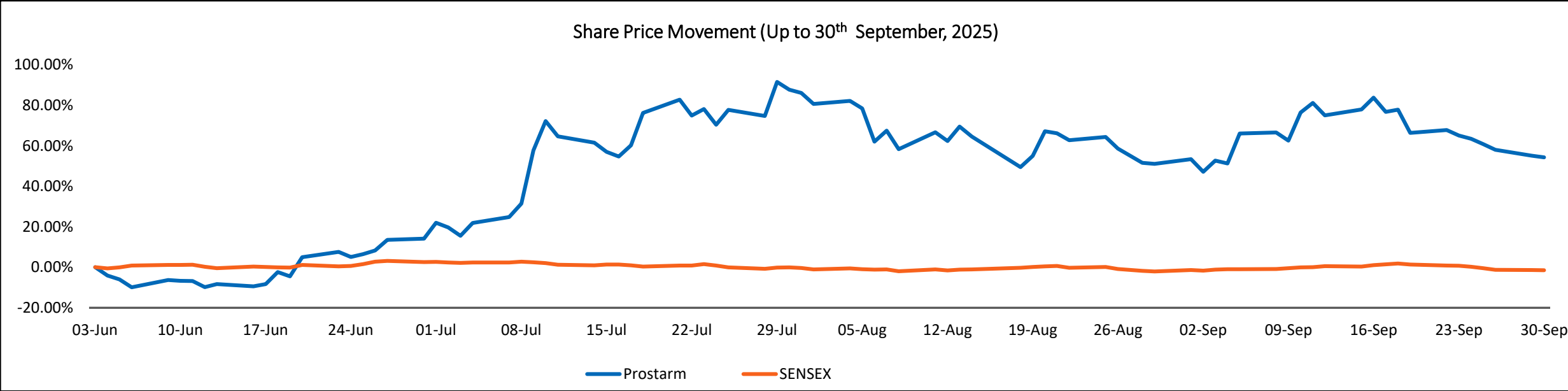


# Financial Highlights

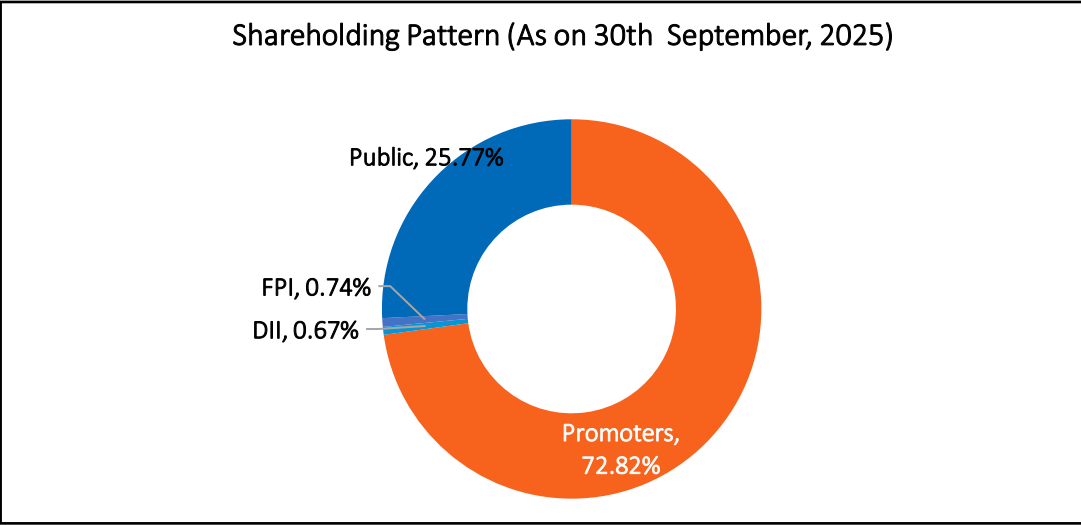


\*Net Debt includes Lease Liabilities

# Capital Market Information



Market Data (INR) (As on 30 <sup>th</sup> September, 2025)	
Face Value	10.0
CMP	192.80
52 Week H/L	253.00 / 107.1
Market Cap (INR Mn)	11,351.02
Shares O/S (Mn)	58.87
Avg. Vol. ('000)	2,731.93



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A composite image of a city at night. On the left, industrial smokestacks emit orange smoke. In the center, a dense cluster of skyscrapers is visible. In the foreground, a multi-level highway is shown with long-exposure light trails from cars, creating a sense of motion. On the right, several large wind turbines are visible against the dark sky. The overall scene is a blend of traditional industry, modern urban development, and renewable energy.

Thank You