



**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.  
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**E :** info@pacedigitek.com

**w :** www.pacedigitek.com

**CIN-U31909KA2007PLC041949**

**Date:** January 14, 2026

<b>BSE Limited</b> Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai – 400001  <b>Scrip Code – 544550</b>	<b>National Stock Exchange of India Ltd</b> Exchange Plaza, C-1, Block G Bandra Kurla Complex, Bandra (E) Mumbai – 400051  <b>Symbol – PACEDIGITK</b>
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Dear Sir/Madam,

**Sub: Investor’s Presentation pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir/Ma’am,

Further to our intimation regarding the Analysts/Institutional Investors Meeting held on Thursday, January 08, 2026 at Mumbai and pursuant to Regulation 30 of the of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we enclose herewith a copy of the Investor Presentation which was presented in the “Go India Top Ideas 2026 Conference”.

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.

**For PACE DIGITEK LIMITED**

*[Formerly known as Pace Digitek Private Limited  
and Pace Digitek Infra Private Limited]*

**Meghana M P**

**Company Secretary and Compliance Officer**

**Membership No: A42534**

Encl.: as above





**PACE DIGITEK LIMITED**

Investor  
**Presentation**

January 2026



# BUSINESS OVERVIEW

- Seasoned multi-disciplinary solutions provider with strong focus on **telecom passive infrastructure** and **end-to-end turnkey solutions**
- Founded in 2007 by **Mr. Maddisetty Venugopal Rao**, a technocrat with decades of experience in the telecom & energy sectors
- Pan-India presence with international operations in **Myanmar & Africa**
- **Strategic acquisition (FY2014): GE Power Electronics** India's business & rights to the 'Lineage Power' brand, enabling full-scale DC system manufacturing for telecom towers
- Pioneer in **BESS manufacturing**: Established first state-of-the-art facility with **5 GWh annual capacity**.
- Early mover in green energy (since FY2013): Solarization of telecom towers through supply, installation, commissioning & O&M of solar modules, lithium-ion batteries & passive equipment
- **Backward integration**: Subsidiary Lineage Power Pvt. Ltd. enhanced supply chain strength in passive infrastructure products

**Clients**

**Trusted partner to leading Telecom & Energy players**

**Robust infrastructure**

**3 cutting-edge facilities with expansive 250,000+ sq. ft. shopfloor & development center**

**Employees**

**1,500+ skilled professionals driving growth in India, Africa & SAARC**

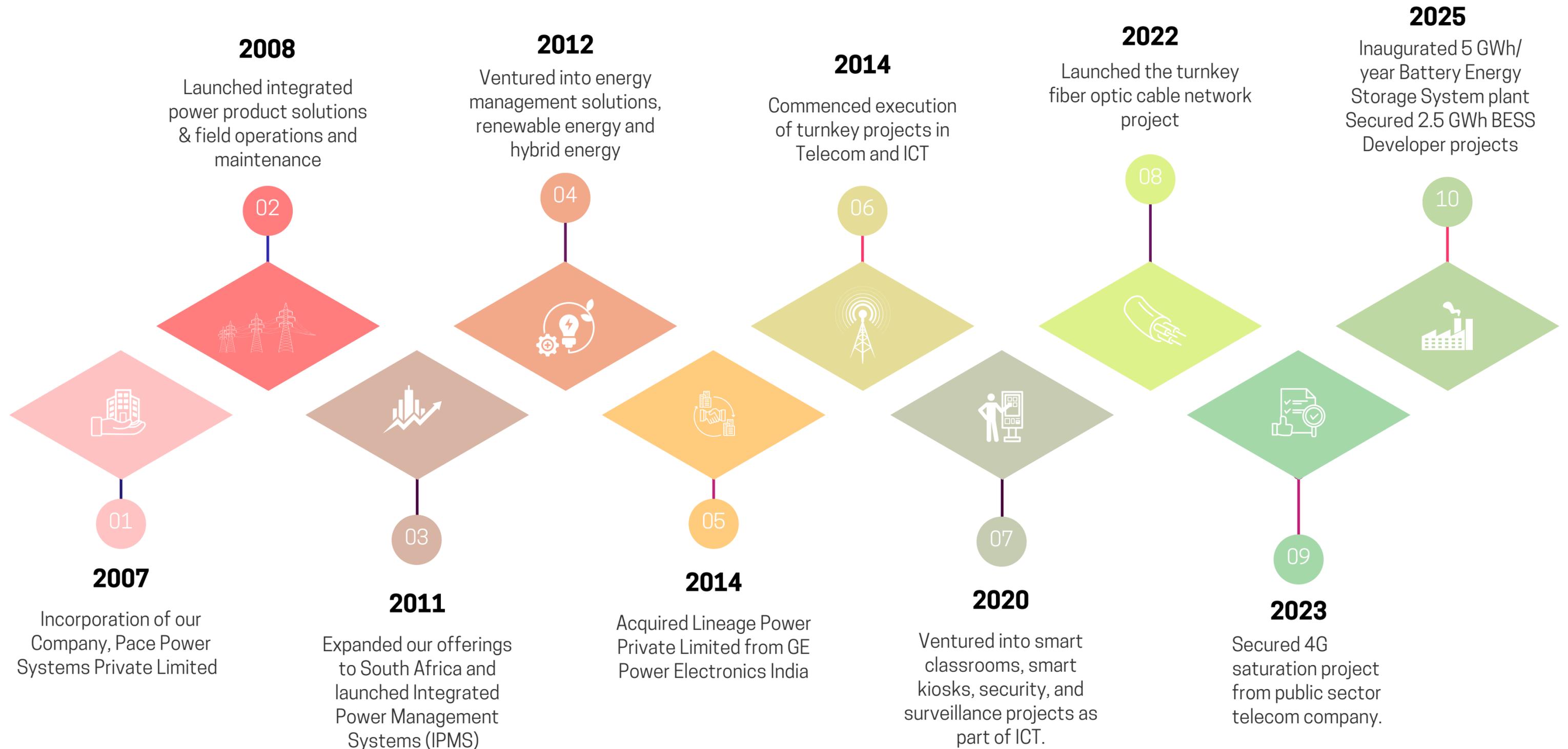
**Revenue**

**₹24,388 Million turnover in FY25, highlighting strong scale**

## STRATEGIC OBJECTIVES

- **BESS Growth**: Scaling up manufacturing in containerized, liquid-cooled BESS, Power Conversion Systems (PCS), and Energy Management Systems (EMS).
- Undertake EPC & Developer project in backward integration to Products.

# KEY EVENTS



# BUSINESS VERTICALS



## PRODUCTS

- » Telecom Power Equipment
- » Battery & Energy Equipment
- » ICT Products



## PROJECTS

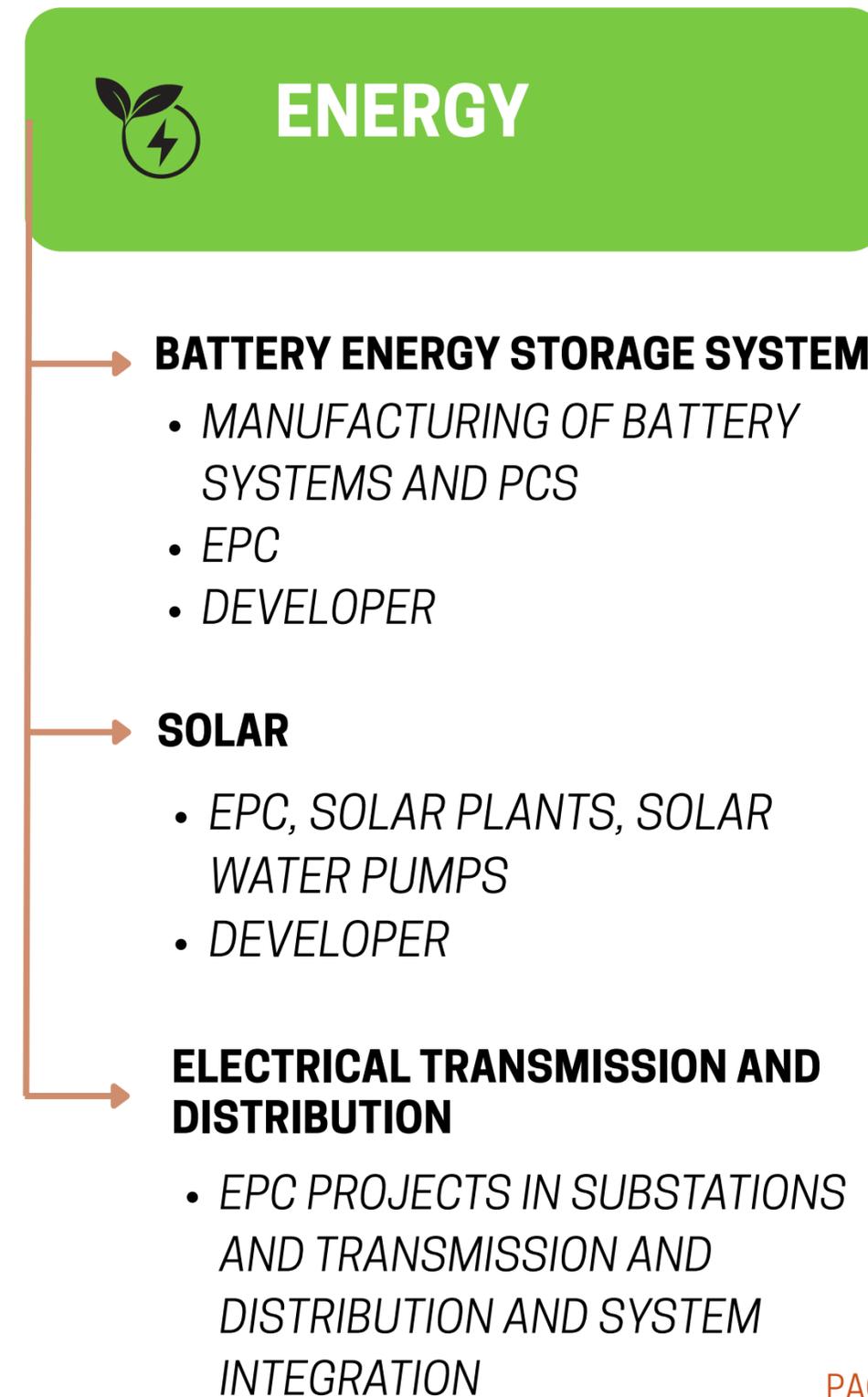
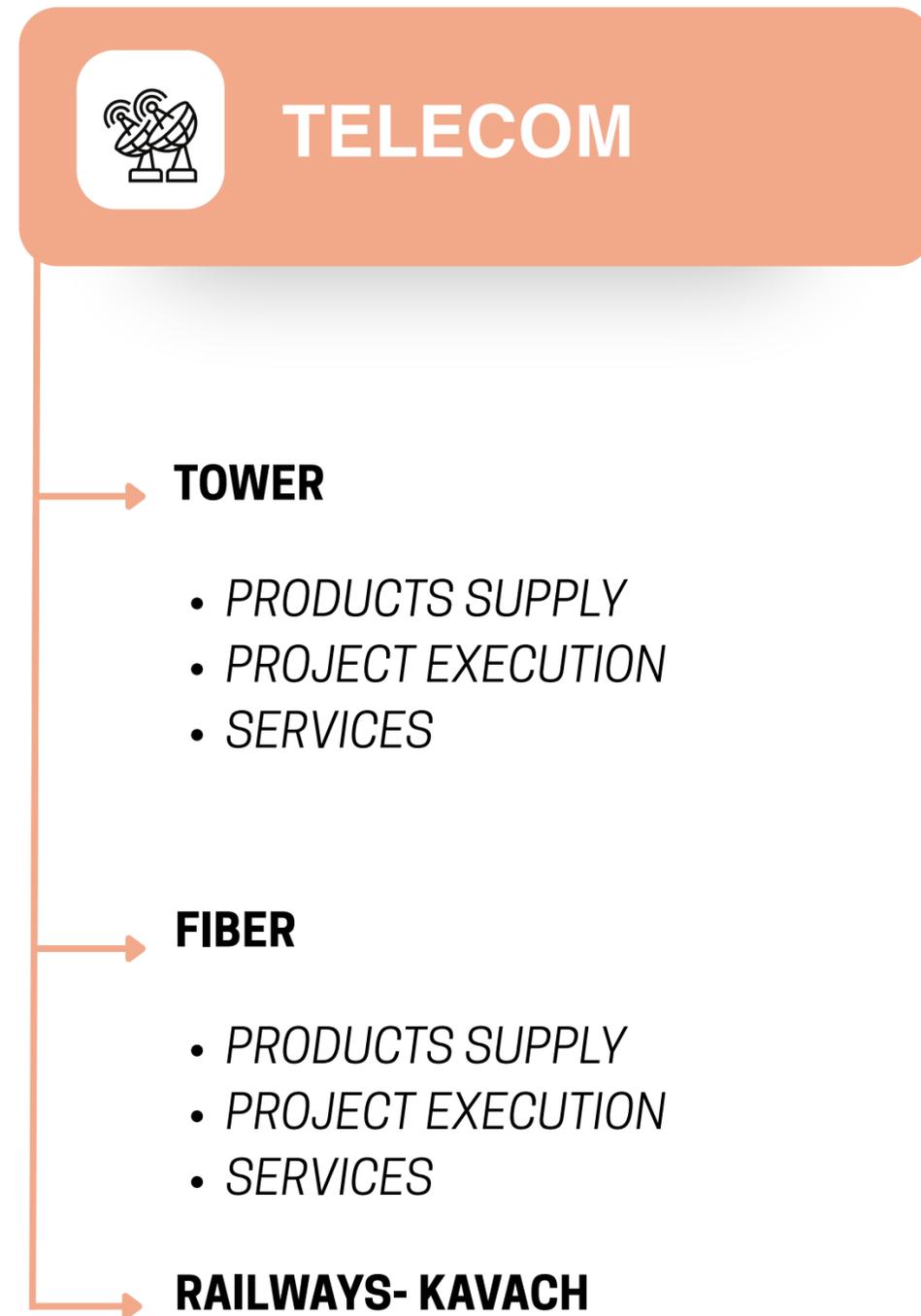
- » Telecom (Tower & Fiber)
- » Solar & BESS
- » ICT (Surveillance, Education)
- » Transmission, Distribution & SI



## SERVICES

- » Product Life Cycle Management
- » Telecom (Tower & Fiber) Operations & Maintenance
- » BESS Operations & Maintenance

# BUSINESS SEGMENTS





# Telecom Business

## IN HOUSE PRODUCTS



OUTDOOR IP-55 CABINET

Power Management Solutions - SMPS, IPMU, IPMS, PMU, DCPS, Battery Cabinets, Power Cabinets, ATS



Batteries - Li-Ion Batteries & VRLA Batteries



HYBRID DC POWER SYSTEM

UPS, Inverters, Power Boosters, PCU, & DC-DC Converters



Remote Management Systems, Alarm Multiplexers, DC-EM & IDD



CHARGE CONTROL UNIT (CCU)

Solar Solutions -Solar Power Optimizers, CCUs, Charge Controllers, ACDG & DCDG

## PROJECTS

### 4G SATURATION PROJECT

8400

TOTAL TELECOM SITES

₹ 6,600 CR

TOTAL PROJECT VALUE

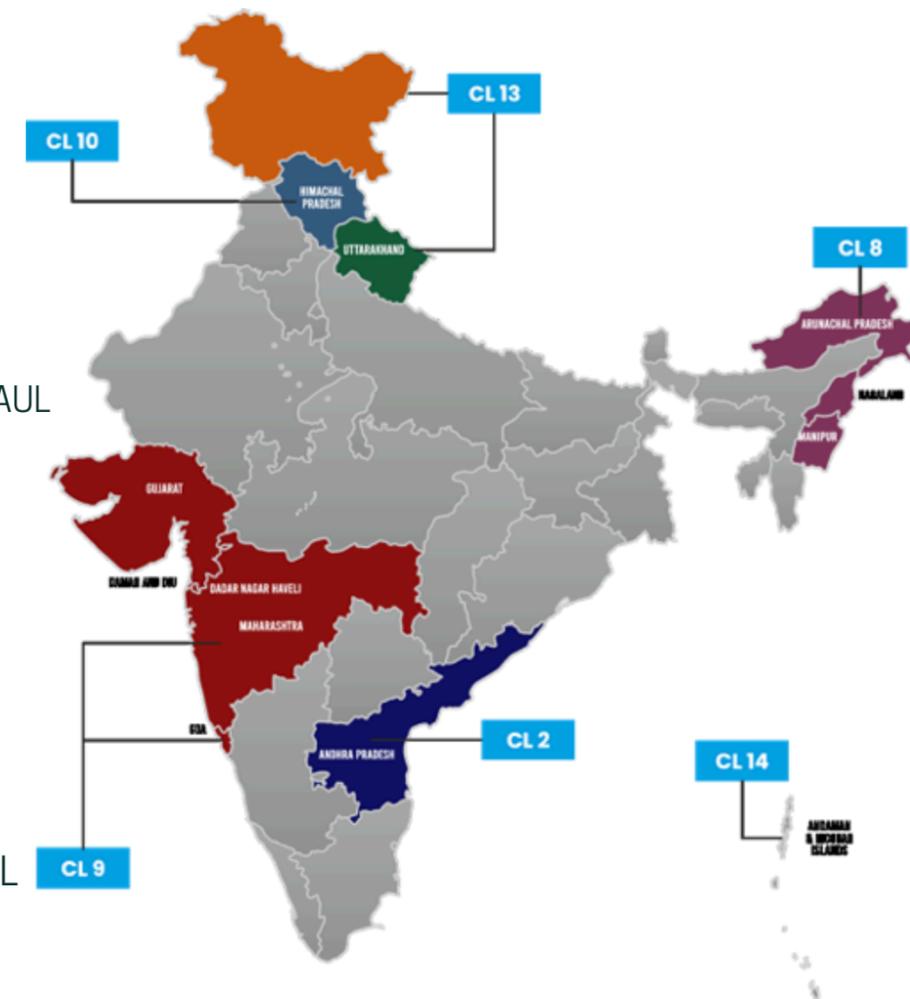
### SOW OF SERVICE PROVIDER

- SUPPLY & INSTALLATION OF TELECOM TOWER, POWER INFRA & OFC BACKHAUL
- 5 YEAR O&M



\*40M/20 MTELECOM TOWERS,ACTIVE, PASSIVE INFRA AND BACKHAUL

\*\*ACTIVE, PASSIVE INFRA AND BACKHAUL



## SERVICES



Product Services  
Warranty Services | AMC Services



O&M  
Operational Maintenance of Equipment (OME) |  
Comprehensive Maintenance contract (CMC)

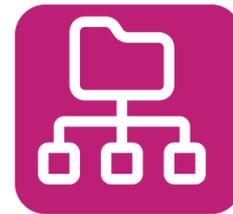
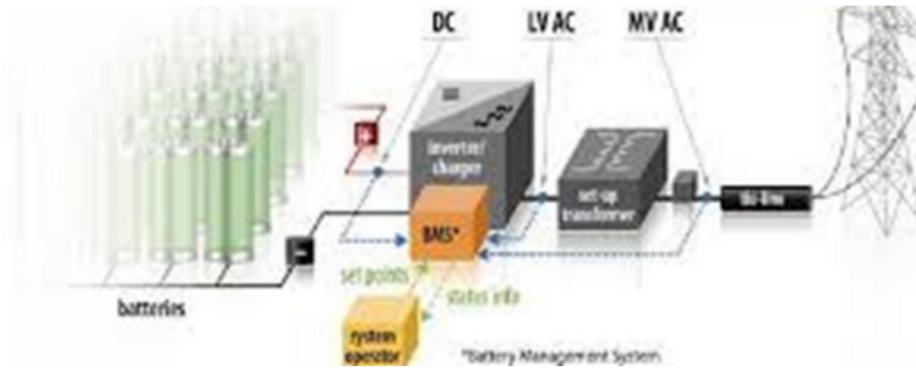
# Energy Business



# ENERGY SEGMENT – BUSINESS MODELS



**PRODUCT MANUFACTURING**



**EPC PROJECTS WITH BACKWARD INTEGRATION TO PRODUCTS**



**ASSET OWNED MODEL WITH BACKWARD INTEGRATION TO EPC AND PRODUCTS**

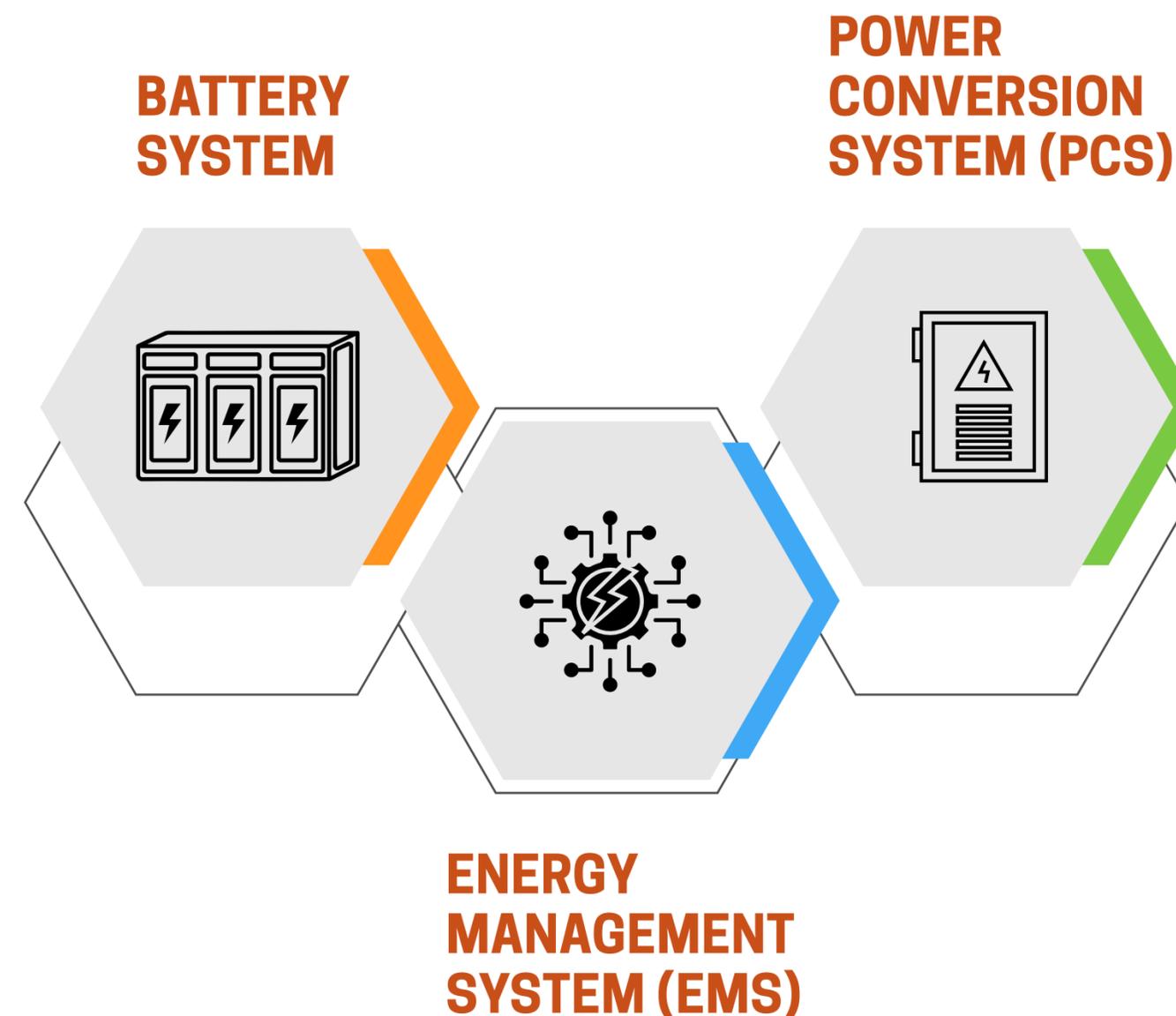
# LINEAGE BESS MANUFACTURING UNIT

- State-of-the-art **BESS manufacturing** unit inaugurated on June 27, 2025
- Annual production capacity of **5 GWh.**
- Fully **automated assembly line** enabling seamless conversion from **CELLS → MODULES → PACKS**
- Designed for precision, efficiency, and scalability, ensuring cost optimization and **faster go-to-market**
- Built to cater to surging demand for **advanced energy storage solutions**, reinforcing long-term growth visibility



# ENERGY BUSINESS - PRODUCTS

- Lineage provides core components of any BESS system – **containerized batteries and Power Conversion Systems (PCS)**, integrated with **advanced Battery Management Systems (BMS)** and **Energy Management Systems (EMS)**
- Mission-critical to the grid, our BESS solutions also extend to diverse applications – from **large-scale commercial & industrial** installations to **residential energy storage** systems
- Positioned as a comprehensive solutions provider, delivering the **technology backbone** that powers **energy transition** and **grid modernization**



# BATTERY ENERGY STORAGE SYSTEM (BESS)

- **Containerized batteries with advanced liquid cooling** for optimal storage efficiency
- **Modular rack design** enabling easy installation, maintenance, and replacements
- **Extended lifecycle with up to 9,000 charging cycles** at recommended settings, ensuring long-term reliability
- **High round-trip efficiency (~93.5%)**, minimizing energy losses during charge-discharge cycles
- **Wide operating temperature range (-20°C to 55°C)**, adaptable to diverse environments
- **Low noise levels (<80 dB at 1m)**, reducing environmental footprint
- **Independent auxiliary power distribution** system for uninterrupted operations
- **Comprehensive safety systems** including protective alarms, fire suppression, thermal management, and dehumidification



RATING: 5.016 MWH | LITHIUM IRON  
PHOSPHATE (LFP) | 0.5C | 1164-1476 V DC |  
1884 A RATED FOR CHARGING/ DISCHARGING

# ENERGY BUSINESS - PRODUCTS

## POWER CONVERSION SYSTEM (PCS)

Rating (for system): 2.5 MW | 690V

Frequency range: 47.5 Hz to 52 Hz

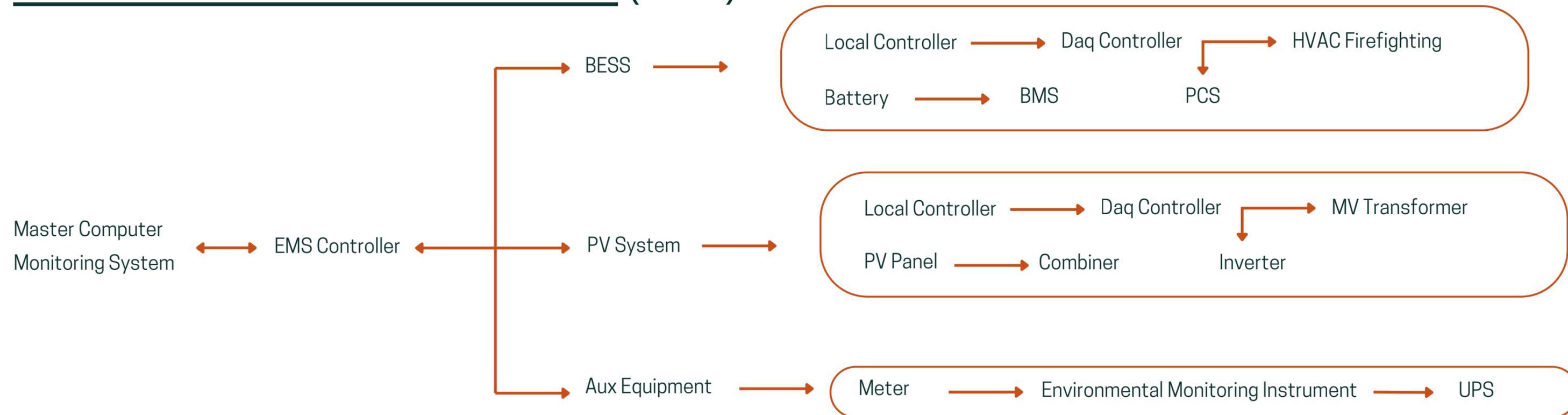


PCS system



Single module

## ENERGY MANAGEMENT SYSTEM (EMS)



# ENERGY BUSINESS - PROJECTS

With a proven track record of excellence in **Solar Power and Telecom**, Pace Digitek Infra Pvt. Ltd. has emerged as a trusted partner in delivering large-scale energy solutions. The company is committed to the on-time execution of grid-scale **Battery Energy Storage System (BESS) projects**, leveraging its in-house developed product portfolio and a strong pan-India workforce.

By integrating innovative systems and processes, Pace Digitek ensures **end-to-end solutions** that uphold the highest standards of safety and environmental stewardship.



Actual site image of Standalone BESS 10 MW/ 20 MWh project in Ahilyanagar, Maharashtra (14<sup>th</sup> August 2025)

In recognition of its capabilities, Pace Digitek has already secured **2.2 GWh** of developer projects & **1.2 GWh** of EPC Projects in this segment a milestone that underscores its leadership and growth trajectory in the energy space.

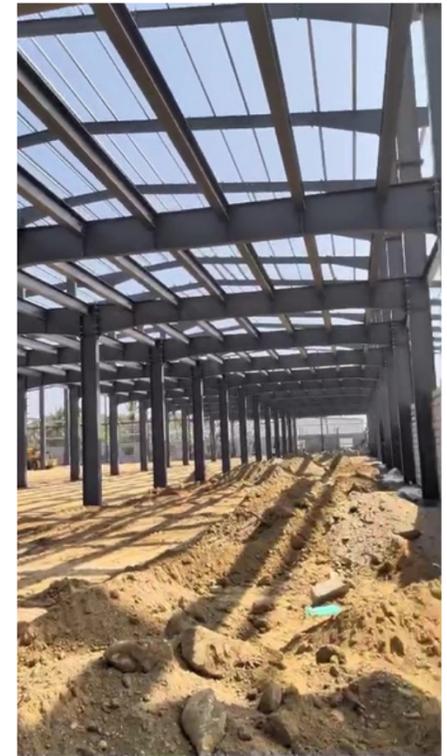
# ORDER BOOK AS ON DATE

S No.	Order Book -Energy	Type	Value in Crore
1	SECI Solar 100 MW, 50 MW/ 100 MWh BESS	BOO	745
2	MSEDCL Standalone BESS 750 MW/ 1500 MWh	BOO	1,850
3	KPTCL Standalone BESS 250 MW/ 500 MWh	BOO	695
4	SECI 600 MW/1200 MWh BESS	EPC	1,159
5	MAHAGENCO 200 MW(ac)	EPC	920
6	L&T BESS DC Blocks for Bihar project	Supply	170
7	Advait Greenengery - BESS DC Blocks	Supply	100
8	BESS DC Blocks for TN project	Supply	220
<b>TOTAL (A)</b>			<b>5,859</b>
S No.	Order Book -Telecom	Type	Value in Crore
1	BSNL- Tower - 4G Saturation	EPC	2,573
2	BSNL - Lithium Ion Battery	Supply	94
3	O&M Tata Teleservice	Services	186
4	RNS - Power Infra for Telcom Tower	EPC	208
5	TANFINET-OFC	EPC	155
6	O&M and Product Services	Services	300
7	Others Projects	EPC	30
<b>TOTAL (B)</b>			<b>3,546</b>
<b>GRAND TOTAL (A+B)</b>			<b>9,405</b>

- BUILDING STRONG ORDER BOOK IN ENERGY SEGMENT - ORDER BOOKED FOR **INR 5669 CR** IN LAST ONE YEAR. EXPECTED TO GROW THIS TO **INR 8000-9000 CR BY MAR'26**
- STRONG ORDER BOOK - MORE THAN THE MARKET CAPITALISATION.
- ORDER BOOK MIX OF SUPPLY, EPC AND DEVELOPER MODEL ORDERS

# STRENGTHENING BESS VALUE CHAIN

## CONTAINER FABRICATION UNIT IN PROGRESS





# FINANCES

# FINANCIAL GUIDELINE - FY 26 AND FY 27

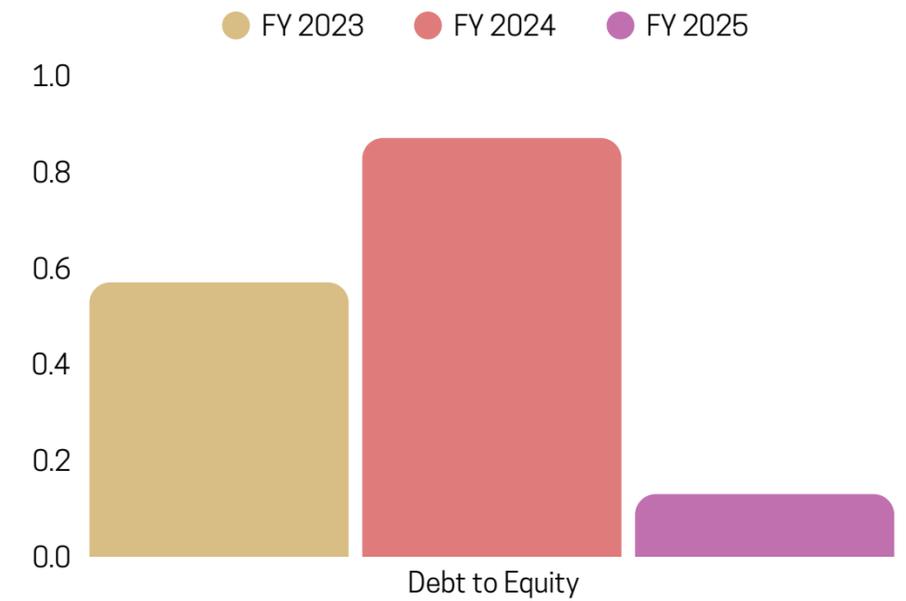
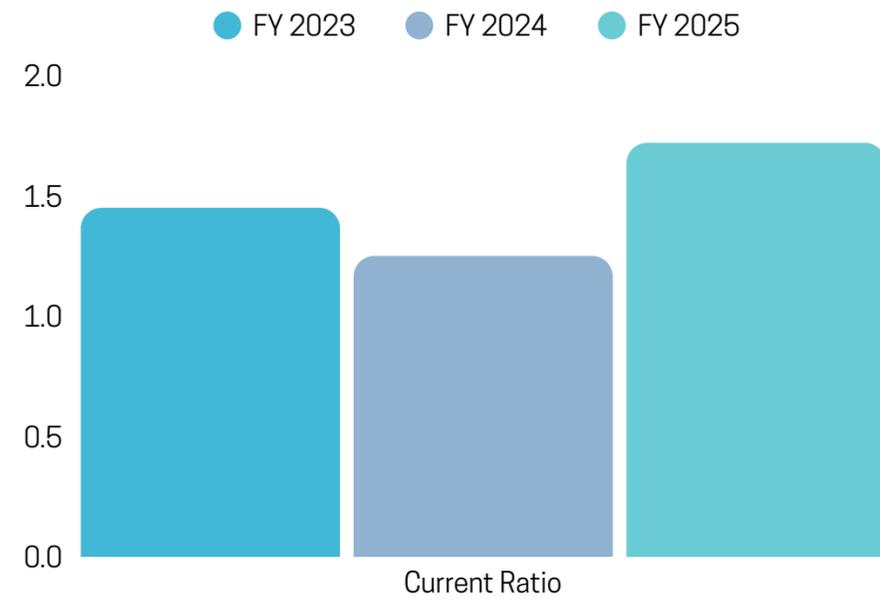
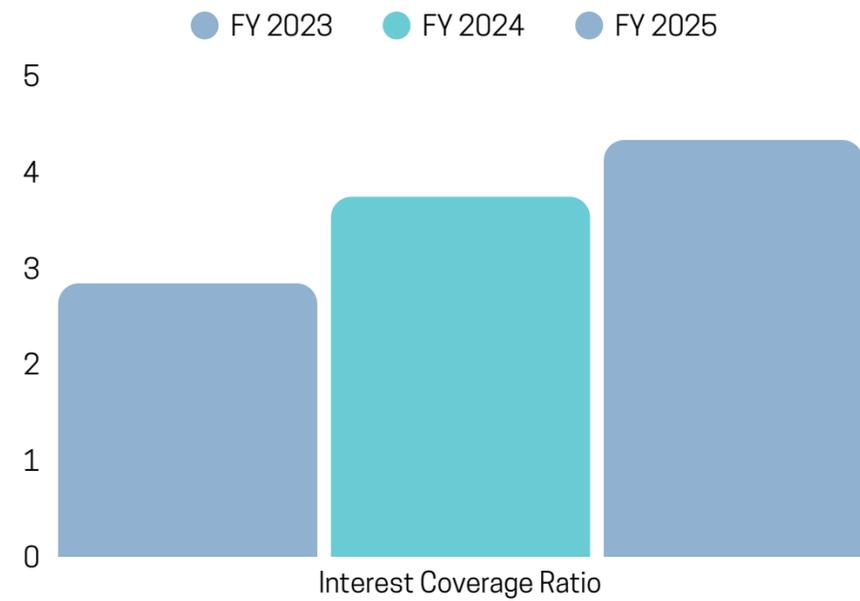
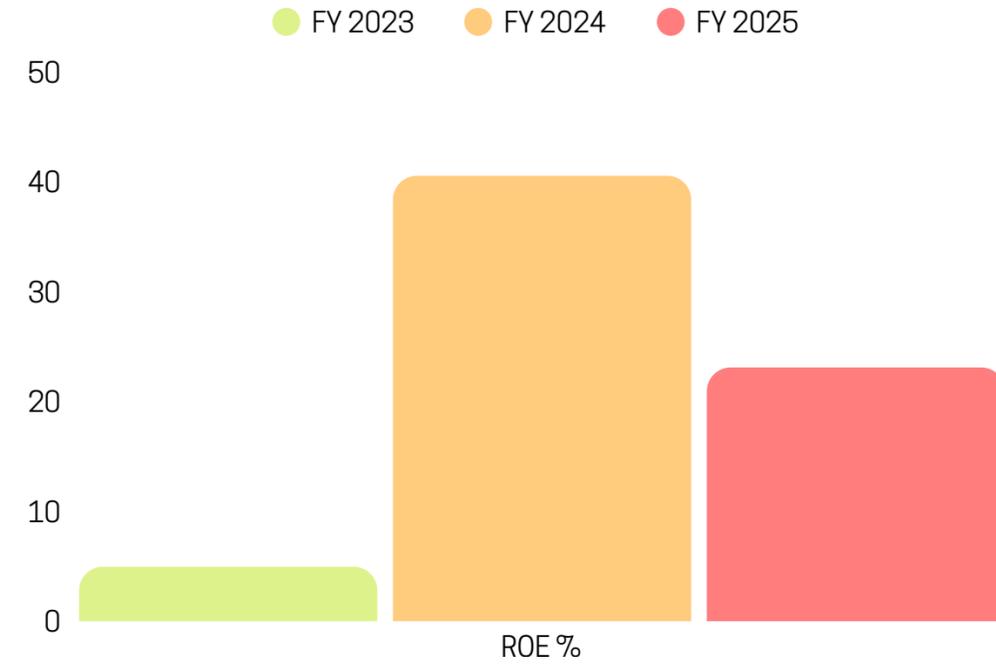
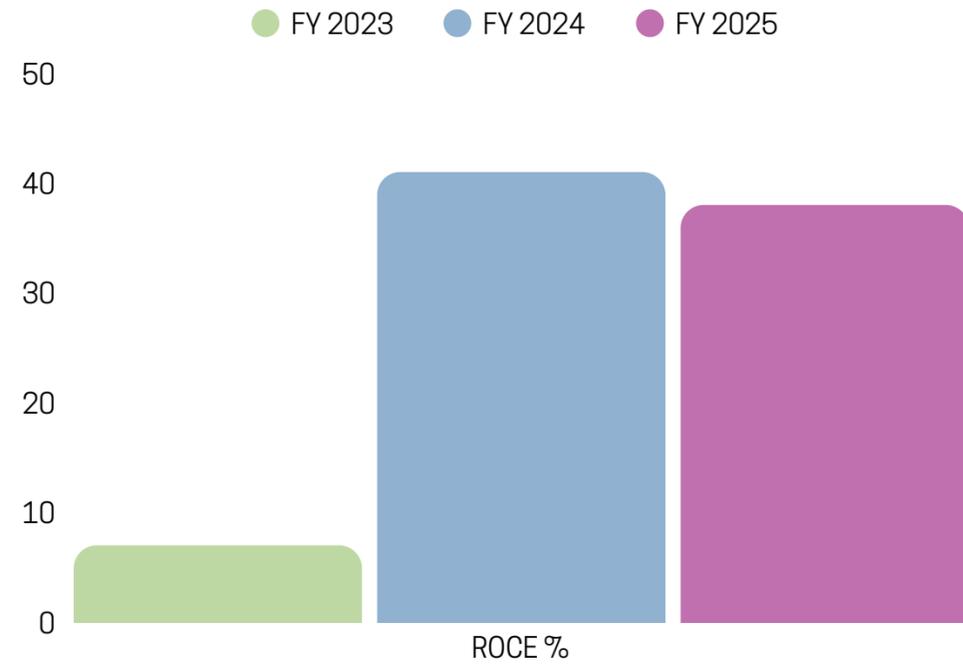
## FY 26

- We estimate operational revenue at **INR 2700 Cr for FY 26** with improved **PAT margins at 12%**
- Estimate reduction in working capital specific to Receivables

## FY 27

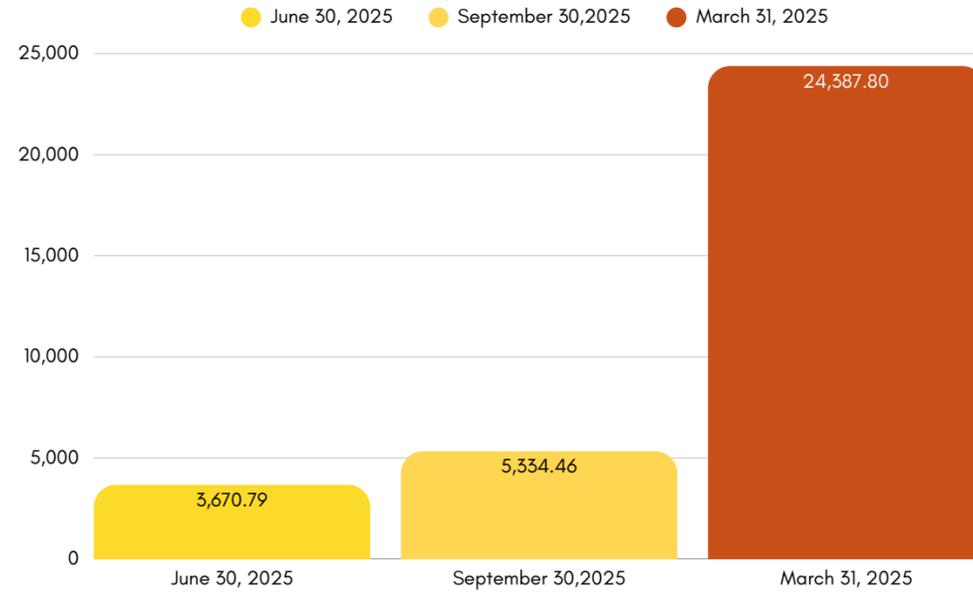
- We estimate topline at **INR 3100 Cr - INR 3200 Cr for FY 27** maintaining the **PAT margins at 11-12%**
- With Strong Order book built in **Energy sector** we estimate growth in revenue
- Contribution to revenue from Energy Segment expected to increase **multi-fold in FY 27**
- The developer model of energy segment is expected to provide **EBIDTA of INR 120 Cr**

# FINANCIAL SUMMARY

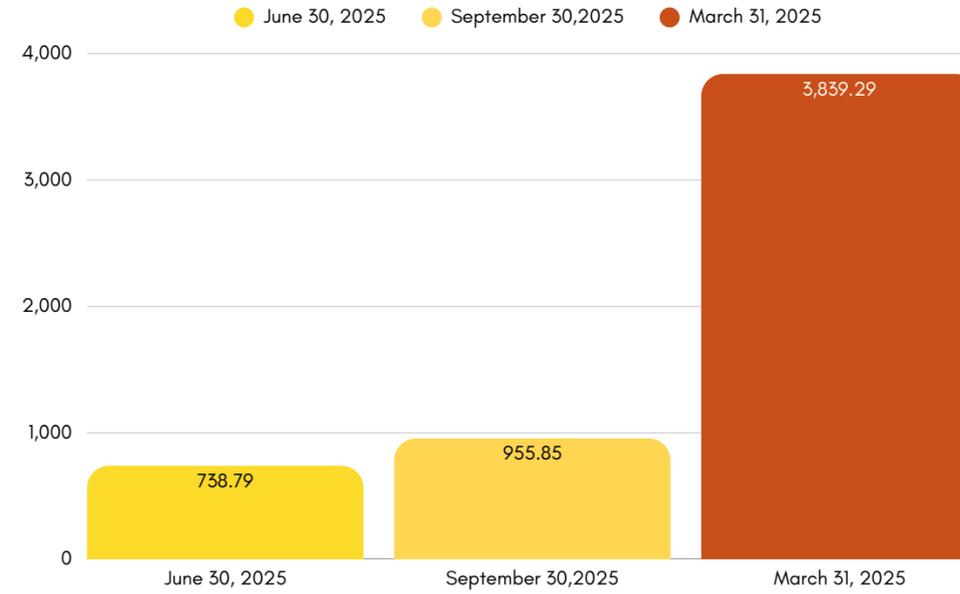


# SUMMARY CONSOLIDATED

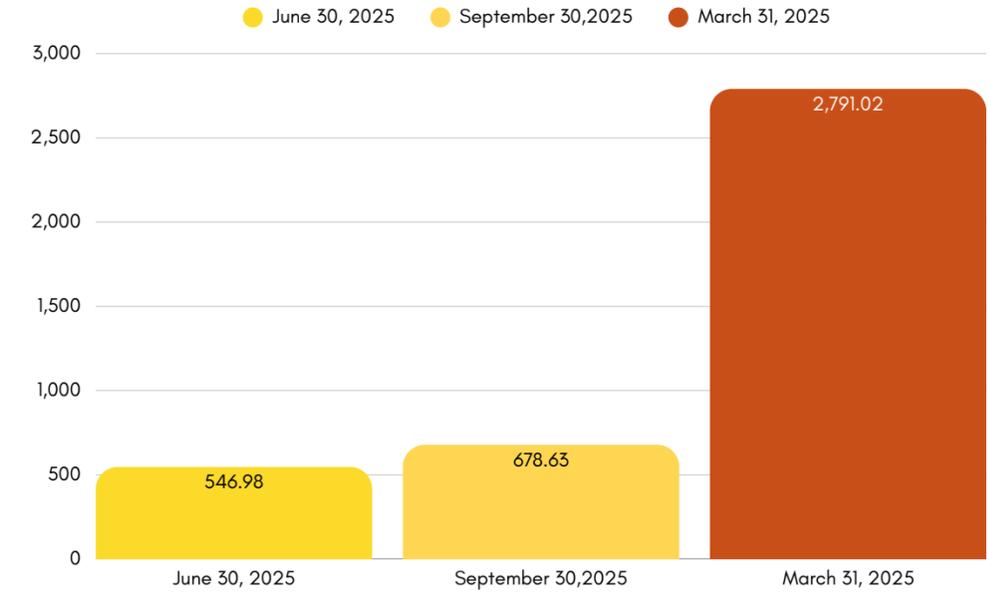
Revenue from Operations



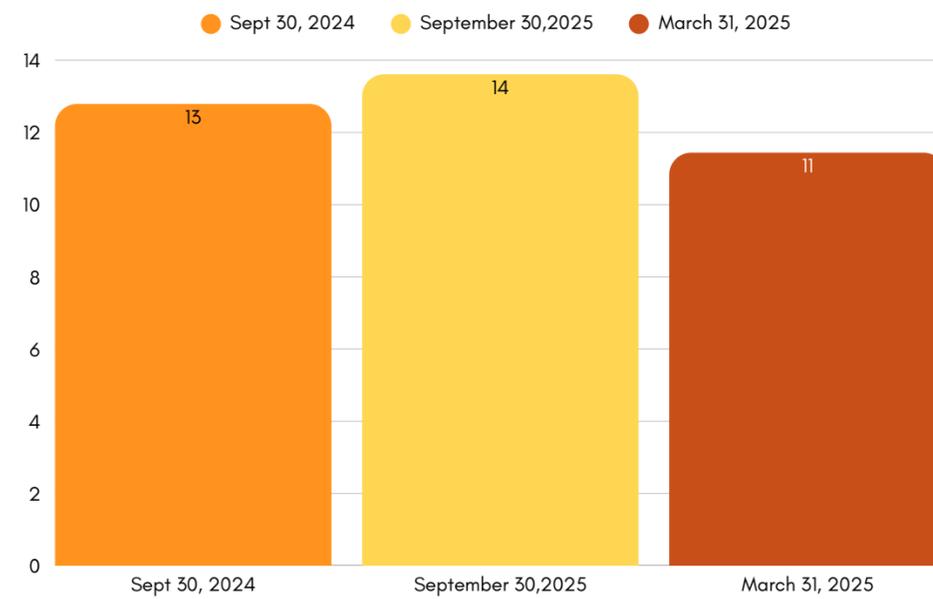
Profit Before Tax



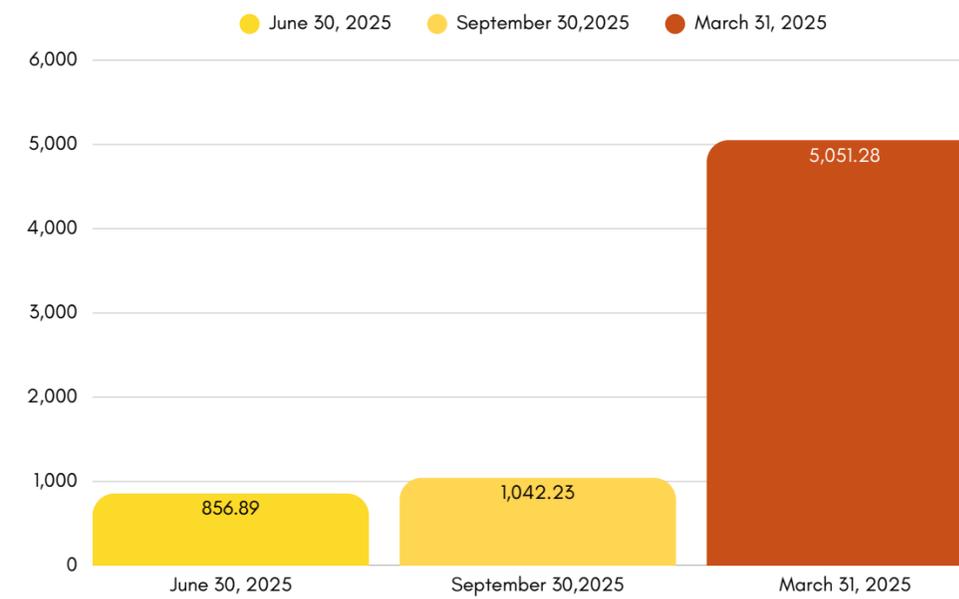
Profit After Tax



Stong PAT Margin



EBITDA





THANK YOU

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# Historical Income Statement

Particulars (INR in Cr)	FY 2022	FY2023	FY2024	FY2025	1HFY2026
Revenue from Operations	406	503	2,434	2,439	901
Gross Profit	130	142	556	715	258
EBITDA	28	28	398	482	174
<i>EBITDA Margin %</i>	<i>7%</i>	<i>6%</i>	<i>16%</i>	<i>20%</i>	<i>19%</i>
Depreciation and amortisation	10	6	5	6	4
Earnings Before Interest & Tax	18	23	393	476	170
Finance Cost	11	12	112	115	16
Other income	8	11	26	23	16
Profit Before Exceptional items & Tax	16	22	307	384	170
Exceptional Item	-	-	-	-	(0)
PBT	16	22	307	384	169
Tax	4	6	77	105	47
Net Profit	12	17	230	279	123
Earnings Per Share (EPS) In Rs.	0.73	0.95	14.63	16.3	6.63

# Historical Balance Sheet

Particulars (INR in Cr)	FY 2022	FY2023	FY2024	FY2025	1HFY202
<b>Shareholder's Equity</b>					
Share Capital	5	5	5	36	36
Other Equity	299	313	535	1,134	1,253
Non-Controlling Interest	15	17	28	39	43
<b>Total Equity</b>	<b>318</b>	<b>335</b>	<b>567</b>	<b>1,209</b>	<b>1,331</b>
<b>Non-Current Liabilities</b>					
Long term Borrowings	50	38	25	24	16
Lease Liabilities	-	-	0	0	0
Other Non-Current Financial	1	1	1	0	0
Deferred Tax Liabilities	-	-	-	-	-
Other Long Term Liabilities	-	-	-	-	-
Long Term Provisions	6	7	31	65	24
<b>Total Non-Current Liabilities</b>	<b>56</b>	<b>46</b>	<b>57</b>	<b>90</b>	<b>41</b>
<b>Current Liabilities</b>					
Short Term Borrowings	83	154	468	137	134
Lease Liabilities	-	-	0	0	0
Trade Payables	227	214	1,002	1,015	1,238
Other Financial Liabilities	8	69	85	61	45
Other Current Liabilities	17	18	14	21	16
Current Tax Liabilities (Net)	1	1	57	88	129
Short Term Provisions	2	2	3	29	70
<b>Total Current Liabilities</b>	<b>338</b>	<b>459</b>	<b>1,629</b>	<b>1,350</b>	<b>1,633</b>
<b>Total Equity and Liabilities</b>	<b>713</b>	<b>840</b>	<b>2,254</b>	<b>2,649</b>	<b>3,006</b>

Particulars (INR in Cr)	FY 2022	FY2023	FY2024	FY2025	1HFY2026
<b>Non-Current Assets</b>					
Property, Plant and	107	106	107	115	184
Capital work-in-	5	9	10	32	59
Investment Property	2	2	2	2	2
Right-of-use assets	-	-	0	1	1
Goodwill	0	0	0	0	0
Other intangible assets	32	31	29	29	28
Intangible assets under	1	1	-	-	-
Investments	0	0	-	-	-
Trade receivables	-	-	-	-	309
Other Financial Assets	5	8	55	95	73
Deferred Tax Assets	5	6	6	23	23
Non Current Tax assets	4	4	5	5	3
Other Non Current	3	6	7	28	13
<b>Total Non Current</b>	<b>166</b>	<b>174</b>	<b>221</b>	<b>330</b>	<b>696</b>
<b>Current Assets</b>					
Inventories	45	60	272	113	184
Trade receivables	335	394	1,076	1,843	1,761
Cash and cash	62	10	96	78	11
Bank balances other	64	114	399	138	130
Loans	0	0	1	-	-
Other financial assets	9	13	17	7	6
Other current assets	32	75	173	140	219
<b>Total Current Assets</b>	<b>547</b>	<b>667</b>	<b>2,033</b>	<b>2,319</b>	<b>2,310</b>
<b>Total Assets</b>	<b>713</b>	<b>840</b>	<b>2,254</b>	<b>2,649</b>	<b>3,006</b>