Stock Idea
27th July 2026

# Exicom Tele-Systems Ltd

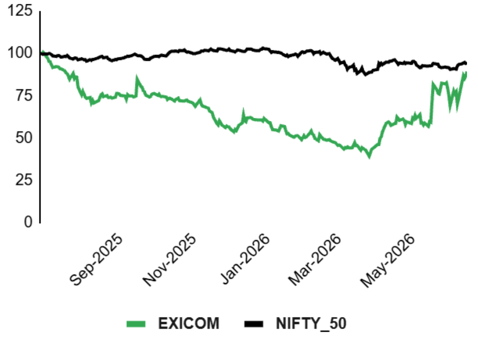
## CMP: INR 160

## Outlook : Positive

| Stock Info | |
|---|---|
| BSE | 544133 |
| NSE | EXICOM |
| | Electrical Equipment |
| Face Value (INR) | 10 |
| Mkt Cap (INR Mn) | 23,030 |
| 52w H/L (INR) | 200/75.6 |
| Avg Daily Volume (in 000') | 4,290 |

| Shareholding Pattern % *(As on Oct, 2025)* | |
|---|---|
| Promoters | 66.47 |
| Public & Others | 33.52 |

| Stock Performance (%) | 1m | 6m | 12m |
|---|---|---|---|
| EXICOM | +7.85 | +44.4 | -10.68 |
| NIFTY50 | -0.48 | -10.02 | +3.53 |

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Exicom Tele-Systems Ltd., incorporated in 1994, is a leading Indian power electronics and energy infrastructure company engaged in EV charging solutions and critical power systems for telecom, enterprise and data centre applications. Through its profitable standalone India franchise and the acquisition of Tritium's global DC fast charging business, Exicom has evolved into a diversified player spanning domestic EV charging, telecom power infrastructure and international DC fast charging. While the standalone business has returned to profitability, driven by strong execution in Critical Power and accelerating EV adoption, the consolidated performance remains constrained by Tritium's turnaround. Supported by expanding manufacturing capacity, a robust BharatNet order pipeline, growing exports and a target of Tritium achieving EBITDA break-even by Q4 FY27, Exicom is well positioned to benefit from India's electrification and digital infrastructure build-out. The key investment debate, however, remains execution of the Tritium turnaround rather than demand, making FY27 a pivotal year for the company's earnings and valuation.

### Investment Rationale

**Standalone Business Poised for Strong Earnings Growth -** Exicom's standalone India business has entered an earnings expansion phase, supported by robust demand across both EV Charging and Critical Power. Standalone revenue is estimated to grow by approximately 20% YoY to INR 10,500–11,000 Mn in FY27 from INR 8,950 Mn in FY26, with EBITDA margins expected to improve to ~11–12%. The Hyderabad manufacturing facility, which has removed previous capacity constraints, is expected to drive operating leverage through higher utilisation, improved localisation and manufacturing efficiencies. Unlike FY26, the standalone business is now expected to generate sufficient cash flows to fund its own growth.

**Tritium Turnaround Represents the Largest Re-rating Catalyst -** The acquisition of Tritium has transformed Exicom into a global DC fast charging player and remains the company's key value driver. Following the completion of its restructuring, the business is entering the commercial execution phase. The ramp-up of key products, including TriFlex, GridFlex and DCFlex, is expected to support growth and improve profitability, with EBITDA break-even projected by Q4 FY27. Successful execution of the turnaround could materially improve consolidated earnings, strengthen cash generation and act as a key re-rating catalyst by reducing the valuation discount currently assigned to the company.

**Multiple Structural Growth Drivers Support Long-Term Demand -** Exicom operates at the intersection of several long-term infrastructure themes, including EV charging, telecom power infrastructure, battery energy storage systems (BESS), data centres and digital connectivity. The company continues to benefit from India's accelerating EV adoption, government initiatives such as PM E-DRIVE and BharatNet, increasing telecom investments, export expansion and rising demand for backup power solutions. Unlike pure-play EV charging companies, Exicom derives earnings from diversified end markets, reducing dependence on any single growth driver.

**Critical Power Provides Stable Cash Flows and Revenue Visibility -** Critical Power remains Exicom's largest and most profitable business, contributing ~70% of standalone revenue. The segment is supported by a healthy BharatNet project pipeline, continued demand from telecom operators, enterprise customers and exports, with annual revenue potential of ~INR 8,000 Mn through FY28. Its stable cash flows provide a strong earnings base, enabling the company to fund investments in the EV Charging business and Tritium while supporting overall profitability during the turnaround phase.

**Manufacturing Scale Creates Operating Leverage -** Over the last two years, Exicom has significantly expanded its manufacturing footprint to support future growth. The Hyderabad facility has an installed capacity of ~100,000 chargers annually, while Tritium's Tennessee plant currently manufactures around 6,000 DC fast chargers, with scalability to 30,000 units. Higher capacity utilisation, improved localisation and operating leverage are expected to enhance fixed-cost absorption and support margin expansion across both domestic and international operations.

**Leadership Position in India's EV Charging Ecosystem -** Exicom has established itself as one of India's leading EV charging solution providers, with an estimated ~50-60% share of the OEM residential AC charger market. The company supplies charging solutions to leading passenger vehicle OEMs and is expanding its presence in the public charging segment through its DC fast charger portfolio. The acquisition of Tritium has significantly strengthened Exicom's global capabilities, creating a comprehensive product portfolio spanning residential AC chargers, high-power DC fast chargers (up to 800 kW), integrated software, network management and lifecycle services. This positions the company to benefit from the growing EV charging infrastructure opportunity across both domestic and international markets.

**Improving Capital Allocation and Lower Balance Sheet Risk -** Following the Tritium acquisition, Exicom has adopted a more disciplined capital allocation approach focused on preserving the financial strength of its standalone India business. The India operations are positioned to fund growth through internal cash generation, while any incremental capital requirements for Tritium can be raised at the subsidiary level, limiting additional leverage and potential equity dilution at the listed entity. With the Hyderabad manufacturing facility largely commissioned and the major capex cycle complete, future investments are likely to be directed towards product development, software capabilities and operational efficiencies, supporting improved return ratios and free cash flow generation over the medium term.

**Export Expansion Provides an Incremental Growth Avenue -** Exports are emerging as an important growth driver for Exicom, with increasing demand across Africa, the Middle East and Southeast Asia. The acquisition of Tritium has further strengthened the company's global footprint through an installed base across 47+ countries and relationships with leading Charge Point Operators (CPOs). This diversified geographic presence reduces dependence on the domestic market while expanding access to larger, higher-value EV charging infrastructure opportunities.

**Product Innovation and R&D Strengthen Competitive Position -** Exicom continues to invest ~3–4% of annual revenue in research and development, reinforcing its focus on next-generation power electronics and EV charging technologies. Its expanding portfolio—including TriFlex, DCFlex and GridFlex—addresses applications such as ultra-fast charging, fleet electrification and grid-integrated energy management. Combined with integrated software, network management and lifecycle services, these capabilities strengthen the company's competitive positioning, enhance customer stickiness and support participation in higher-value projects across domestic and international markets.

**Outlook -** Exicom appears to be transitioning from an investment-led phase to an execution-driven growth phase. The standalone India business is supported by improving utilisation of the Hyderabad facility and continued growth in the Critical Power and EV Charging segments, providing a foundation for higher revenue, margin expansion and stronger cash generation. The successful integration and operational turnaround of Tritium remains the key catalyst for improving consolidated profitability and driving a potential re-rating, as it would strengthen earnings, cash flows and the company's global EV charging franchise.

**Delhi's New EV Policy: A Multi-Year Growth Catalyst for Exicom Tele-Systems**

The Delhi Government's proposed EV Policy is a significant step towards accelerating EV adoption in the capital. A key highlight of the policy is the target to expand the public EV charging network from 9,000 charging points currently to over 32,000 by 2030, implying the addition of nearly 23,000 charging points over the next five years. The policy also proposes single-window approvals, mandatory charging infrastructure in select residential and commercial developments, financial incentives, and greater private sector participation, creating a favourable environment for charging infrastructure deployment.

**Expansion of Charging Infrastructure -** The planned addition of approximately 23,000 charging points significantly expands the addressable market for EV charging equipment. As one of the leading domestic providers of AC chargers, DC fast chargers and integrated charging solutions, Exicom is well positioned to benefit from rising demand across public charging stations, commercial establishments, residential societies, fleet operators and fuel retail networks. The policy also supports broader EV adoption, which is expected to drive sustained investments in charging infrastructure over the medium to long term, creating a favourable demand environment for charging equipment manufacturers.

**Faster Project Execution -** The proposed single-window clearance mechanism is expected to simplify the approval process for EV charging infrastructure by reducing regulatory bottlenecks involving DISCOMs, municipal authorities and other agencies. This should accelerate charger deployment and shorten project execution timelines. For Exicom, faster approvals could improve order conversion, enable quicker revenue recognition and enhance project visibility. In addition, a streamlined approval framework is likely to encourage higher participation from Charge Point Operators (CPOs), fleet operators, real estate developers and fuel retailers, expanding the company's addressable customer base and supporting a stronger pipeline of charging infrastructure projects.

**Growth Beyond Charger Sales -** The opportunity extends beyond hardware deployment. As the installed charging network expands, demand for charging management software, remote monitoring, predictive maintenance and energy management solutions is also expected to increase. Exicom's integrated hardware and software offerings position the company to capture these higher-value opportunities, which can improve revenue diversification and support margin expansion over time.

**Industry-Wide Tailwinds -** Delhi is among India's most advanced EV markets, and its policy framework could serve as a template for other states. Successful implementation may accelerate similar charging infrastructure initiatives across the country, strengthening the long-term growth outlook for domestic charging solution providers. Given Exicom's established manufacturing capabilities, diversified product portfolio and execution experience, the company is well placed to participate in this broader infrastructure build-out.

**Financial Implications**

While the policy is unlikely to result in immediate earnings upside, it significantly improves long-term demand visibility for EV charging infrastructure. Successful participation in Delhi's charging infrastructure rollout could support:

- Higher order inflows for AC and DC charging equipment.
- Improved revenue visibility through multi-year infrastructure projects.
- Increased contribution from higher-margin software and charging management solutions.
- Growth in recurring service and maintenance revenues from an expanding installed base.
- Better operating leverage as manufacturing volumes scale.

**Financial Analysis**

- Standalone revenue is projected to increase, supported by the ramp-up of the Hyderabad manufacturing facility, BharatNet execution and continued growth in EV charging demand. Standalone EBITDA margins are projected to improve, while consolidated profitability is expected to remain contingent on Tritium's operational turnaround and achievement of EBITDA break-even.

**Consolidated Financial Performance (INR Mn)**

| As on 31st Mar (INR Mn) | FY21 | FY22 | FY23 | FY24 | FY25 | FY26 |
|---|---|---|---|---|---|---|
| Revenue | 5,130 | 8,430 | 7,080 | 10,200 | 8,680 | 11,520 |
| EBITDA | 300 | 670 | 530 | 1,130 | -370 | -1,030 |
| EBITDA Margin (%) | 5.80% | 8.00% | 7.50% | 11.10% | -4.30% | -8.90% |
| PAT | 30 | 50 | 80 | 640 | -1,100 | -2,740 |
| EPS (INR)* | 4.2 | 6.2 | 9.7 | 4.6 | -7.9 | ~(20.0) |

- Despite 33% YoY growth in consolidated revenue, FY26 losses widened as the company absorbed the full impact of the Tritium acquisition and the Hyderabad facility expansion. Profitability was impacted by higher depreciation on newly capitalised assets, increased finance costs related to the acquisition, and lower capacity utilisation at Tritium during its restructuring phase. As utilisation improves and revenues scale, operating leverage is expected to strengthen, supporting a gradual recovery in consolidated profitability.

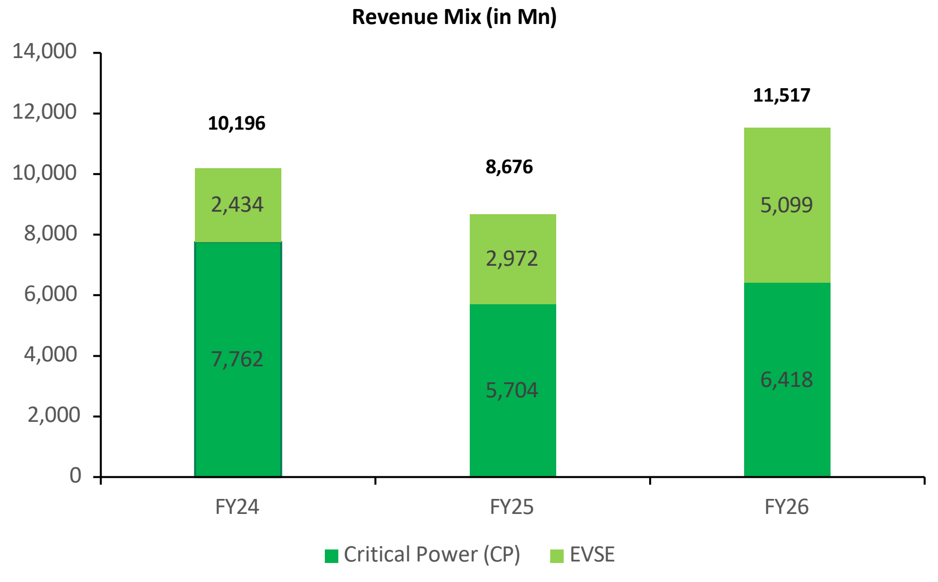
**Standalone vs. Consolidated Financials (FY26)**

| Metric (INR Mn) | Standalone (India) | Consolidated (Including Tritium) |
|---|---|---|
| Revenue | 8,950 | 11,520 |
| Revenue Growth | 19% | 33% |
| EBITDA | 700 | -1,030 |
| EBITDA Margin | 7.80% | -8.90% |
| PAT | 136 | -2,740 |
| PAT Margin | 1.50% | -23.80% |
| Q4 EBITDA Margin | 10.60% | ~Break-even |

**Liquidity Bridge**

- Exicom strengthened its liquidity position during FY26 through disciplined capital allocation and equity funding. The company raised INR 2,594 Mn through a rights issue in July 2025, with the proceeds utilised towards the Tritium acquisition and related funding requirements. In addition, the Board has approved an external capital raise of up to USD 40 Mn at the Tritium holding company level, reducing the need for incremental funding from the listed entity.

- The majority of the IPO proceeds have been deployed towards the Hyderabad manufacturing facility, debt repayment and working capital, with only INR 88 Mn earmarked for R&D remaining to be utilised by September 2026. Promoter pledging remained low at ~1.85%, while the completion of the Hyderabad capex cycle shifts future capital allocation towards product development, software capabilities and Tritium's commercial scale-up rather than additional manufacturing capacity.




Exicom's revenue mix is gradually shifting towards higher-value DC fast chargers, international markets and recurring software and service revenues, enhancing revenue quality and supporting margin expansion over the medium term. The Tritium acquisition has significantly strengthened the company's global presence across North America, Europe and Australia, while the stable cash generation from the Critical Power business provides financial support for continued investments in the EV Charging segment. This diversified business model balances earnings stability with long-term growth opportunities as global EV charging infrastructure continues to expand.

**Industry Outlook**

- India's EV charging market is poised to remain one of the fastest-growing infrastructure segments over the coming decade, supported by rising EV penetration, favourable government policies and continued investments in charging infrastructure. Demand is expected to remain robust across both residential and public charging segments, with established OEM partnerships supporting home charger deployments and increasing investments in public DC fast-charging infrastructure.

- Globally, the DC fast-charging market represents a significantly larger addressable opportunity, albeit with higher competitive intensity. Following recent industry consolidation and the exit of several players, Tritium is well positioned to benefit from improving market dynamics, supported by its differentiated product portfolio, established installed base across multiple geographies and scalable U.S. manufacturing capabilities. In India, increasing localisation requirements, mandatory BIS certification and the need for nationwide service capabilities are likely to accelerate industry consolidation in favour of established players. With vertically integrated manufacturing, a pan-India service network and an integrated hardware-software platform, Exicom is well positioned to strengthen its competitive position as the market matures.

**Competitive Position**

- Exicom competes with domestic players such as Servotech Renewable Power, Tata Power EZ Charge, Delta Electronics, ABB India, ChargeZone and Statiq, while Tritium competes globally with established DC fast-charging manufacturers. The company's competitive strengths include vertically integrated manufacturing, a comprehensive product portfolio, strong OEM relationships, an extensive service network and proprietary charging technology.

- The combination of a profitable Critical Power business, a leading position in India's EV charging ecosystem and Tritium's global DC fast-charging platform differentiates Exicom from most peers. However, competitive intensity is increasing, particularly in the public charging segment, making product innovation, localisation, execution capabilities, customer service and manufacturing scale key determinants of future market share.

**Outlook**

- FY27 is likely to mark an important execution phase for Exicom as the standalone India business continues to scale while Tritium progresses towards operational break-even. Standalone revenue is estimated at INR 10,500–11,000 Mn in FY27 (vs. INR 8,950 Mn in FY26), supported by higher utilisation of the Hyderabad manufacturing facility, BharatNet execution, export expansion and continued momentum in the Critical Power business.

- The expansion of the DC fast-charging portfolio, increasing contribution from software and service revenues, and improving manufacturing efficiencies are expected to further strengthen the company's operating profile. While long-term industry fundamentals remain favourable, the stock's re-rating will largely depend on Tritium's successful turnaround, with EBITDA break-even by Q4 FY27 remaining the key monitorable for investors.

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| Stock Rating Scale | Absolute Return |
|---|---|
| BUY | >20% |
| ACCUMULATE | 12% to 20% |
| HOLD | 5% to 12% |
| NEUTRAL | -5% to 5% |
| REDUCE | -5% to -12% |
| SELL | <-12% |

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