

Titan Intech Limited Investor Update May 2026

Dear Esteemed Shareholder,
Warm greetings from Titan Intech Limited.

April 2026 marked a significant step forward in our growth journey, with measurable progress across market access, distribution scale, and regulatory readiness. These initiatives are aligned with our strategy of building a high-margin, asset-efficient, and institution-focused display technology business.

Key Highlights – April 2026

- Two UltraLED Experience Centres operational; pipeline of 2 additional centres in H1 FY27
- Two strategic distributors on-boarded under Ultra NEXUS Distributor network
- BIS Certification secured, unlocking access to regulated and government markets
- Indian Railways PIS identified as a priority vertical, with large addressable opportunity

UltraLED Experience Centres – Driving Conversion Efficiency

The launch of Experience Centres in Noida and Navi Mumbai strengthens our go-to-market capability in high-value projects.

Strategic rationale:

- Improves customer acquisition efficiency in enterprise and government segments
- Enhances conversion ratios in high-ticket deals through live demonstrations
- Supports premium pricing and brand positioning

KPI impact (expected):

- Higher deal conversion rate in enterprise/Govt segments
- Reduction in sales cycle duration
- Increase in average deal size

Click the links for related posts on LinkedIn - [Navi Mumbai](#) [Noida](#)

ULTRA NEXUS – Asset-Light Distribution Scaling

Scale Without the Overheads
&
Building the Nationwide Distribution Ecosystem

The ULTRA NEXUS model enables pan-India reach without incremental fixed cost expansion, improving operating leverage.

New Partnerships:

- Green Sources Private Limited (GSPL) – Western India + selective national coverage
- Transcon IT Solutions Private Limited (TISPL) – East & North-East India

Coverage expansion:

- Access to multi-tier channel networks across key regions
- Strengthened presence in high-growth infrastructure and institutional markets

KPI impact (expected):

- Increase in revenue throughput per employee
- Improvement in EBITDA margins due to lower fixed selling costs
- Faster geographic revenue diversification

Click [agreement with GSPL](#) for related post on LinkedIn

Click [agreement with TISPL](#) for related post on LinkedIn

BIS Certification – Unlocking High-Value Institutional Markets

The BIS certification under IS 13252 (Part 1):2010 is a critical regulatory milestone.

Financial and strategic implications:

- Entry into Government & PSU procurement ecosystem
- Eligibility for GeM portal listings, enabling scalable tender participation
- Qualification as a Class-I Local Supplier, improving competitiveness in public procurement

KPI impact (expected):

- Increase in institutional revenue mix
- Higher order book visibility through tender pipelines
- Potential improvement in gross margins due to preference for compliant domestic suppliers

Indian Railways Opportunity – Large Addressable Market

With the commencement of EMS infrastructure setup in Telangana, Titan Intech is positioning itself to participate in the Passenger Information System (PIS) opportunity within Indian Railways.

Estimated market size:

- A1/A/B stations (1,000+): ₹800–1,200 Cr
- Amrit Bharat redevelopment: ₹600–900 Cr
- Metro & Vande Bharat corridors: ₹400–700 Cr
- Maintenance & upgrades: ₹300–500 Cr

Strategic importance:

- Provides long-term, repeat business potential
- Enhances order book stability through government contracts
- Strengthens Make in Bharat, Make for Bharat positioning

KPI impact (medium-term):

- Growth in order book size and visibility
- Improvement in capacity utilization of manufacturing facilities
- Potential for annuity-like revenue streams through maintenance contract

Operational Outlook

The combination of:

- Regulatory readiness (BIS)
- Distribution scale (ULTRA NEXUS)
- Market activation (Experience Centres)
- Manufacturing enablement (EMS facility)

positions Titan Intech to transition from a market-entry phase to a structured growth phase.

We remain focused on:

- Expanding institutional and government revenue share
- Maintaining cost discipline and asset efficiency
- Building a scalable and sustainable order pipeline

Closing Note

We are confident that these initiatives will translate into improved revenue momentum, stronger margins, and enhanced shareholder value over the coming quarters.

We thank you for your continued trust and support.

Warm regards,

Management Team

Titan Intech Limited

Hyderabad | May 4th 2026

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