

**Date: February 28, 2026**

To  
The Secretary,  
Listing Department  
BSE Limited (SME)  
25<sup>th</sup> Floor, Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai- 400001

**Scrip Code: 543615**  
**Trading Symbol: SRSOLTD**

Dear Sir/Madam,

**Sub: Submission of Investor Presentation to be made to Analysts/ Investors.**

Please find enclosed herewith the investor presentation to be made to Analysts/Investors at Bharat Connect Conference Rising Stars 2026 on Friday, March 06, 2026 at 12.00 PM (IST).

This presentation is being submitted in compliance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, as amended.

The same is also being made available on the Company's website: <https://silicongroup1.com/>

You are requested to please take the same on your record.

Thanking you,

Yours faithfully,

**For Silicon Rental Solutions Limited**

**Sanjay Harish Motiani**  
**Chairman & Managing Director**  
**DIN: 07314538**

Encl: as above

**Contacts:**  
+91 90825 60851  
+91 98200 86270

**Pune Office:**  
PratikNagar, No. 1  
1st Floor, Paud Rd, Kothrud,  
Pune- 411038 (MH)

**Mumbai HO:**  
Mohini Heights,  
Unit No.5, 5th Rd, Khar  
Mumbai- 400052 (MH)

**New Delhi Office:**  
55/14, 1st Floor,  
Umrao House, Paschim Vihar,  
New Delhi- 110063

**Email:** sales@silicongroup1.com



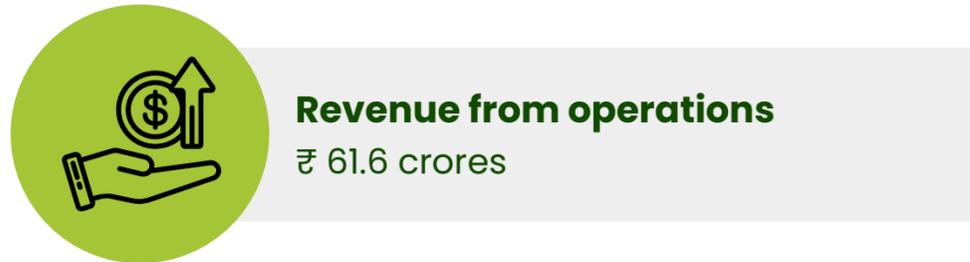
 **Silicon**  
Rental Solutions Limited  
**Investor Presentation – Feb '26**



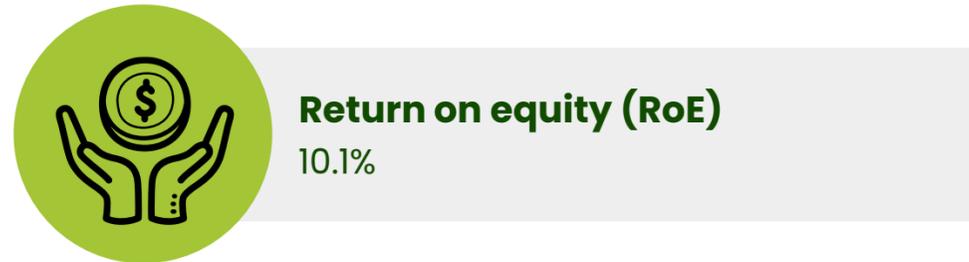
# Agenda

1. **Executive summary**
2. About Silicon Rental Solutions
3. Benefits of Tech-as-a-Service
4. Defensible market position
5. Our growth flywheel
6. The SRSL investment case
7. Select financial statement data

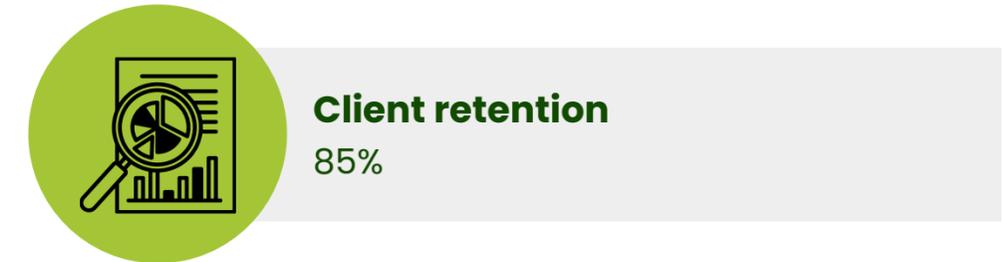
## Revenue and profitability



## Return and capital

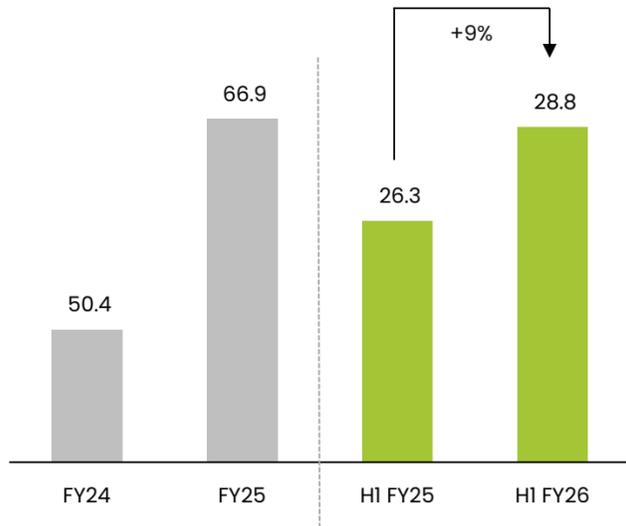


## Client and people

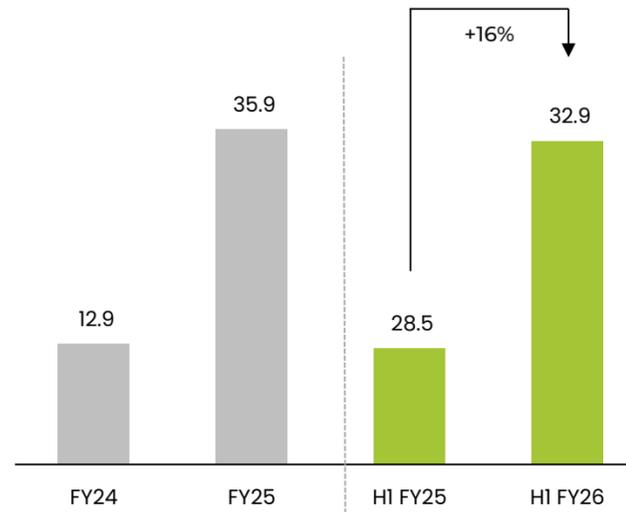


# Revenue split across segments – FY25 and H1 FY26

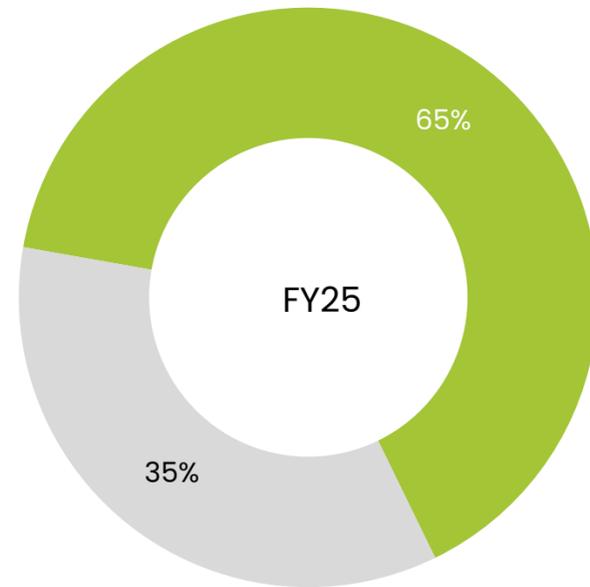
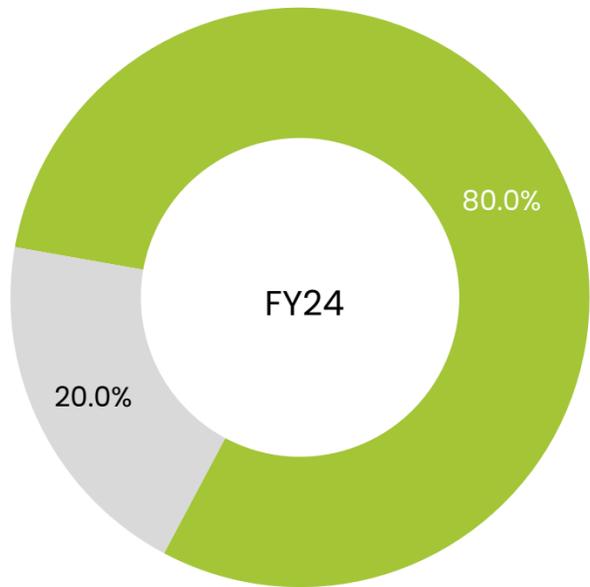
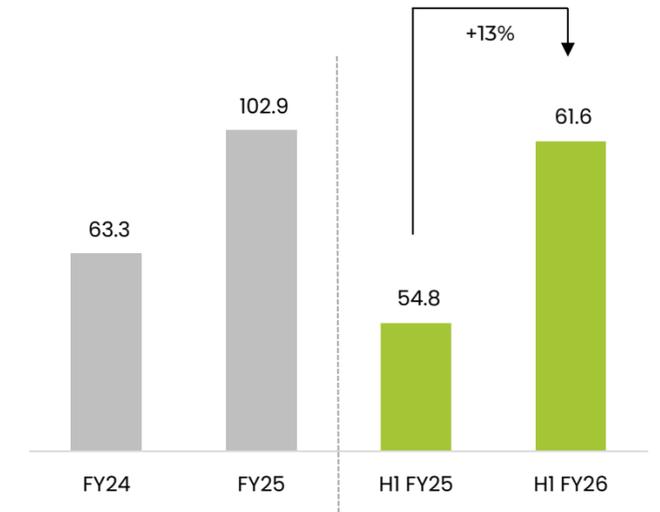
## Rental business



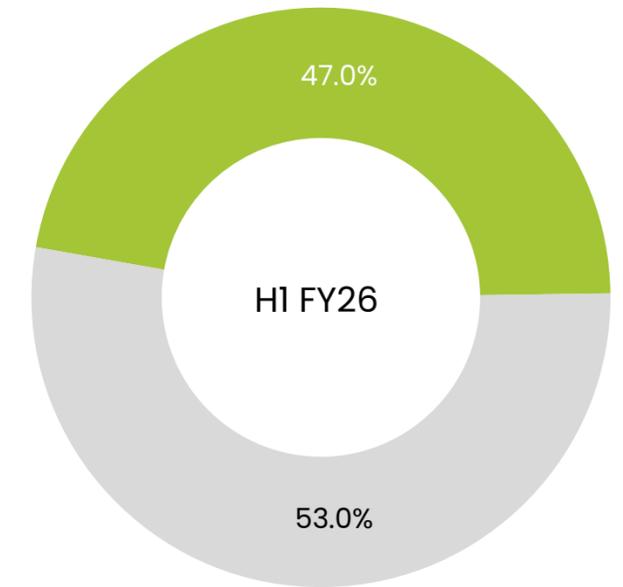
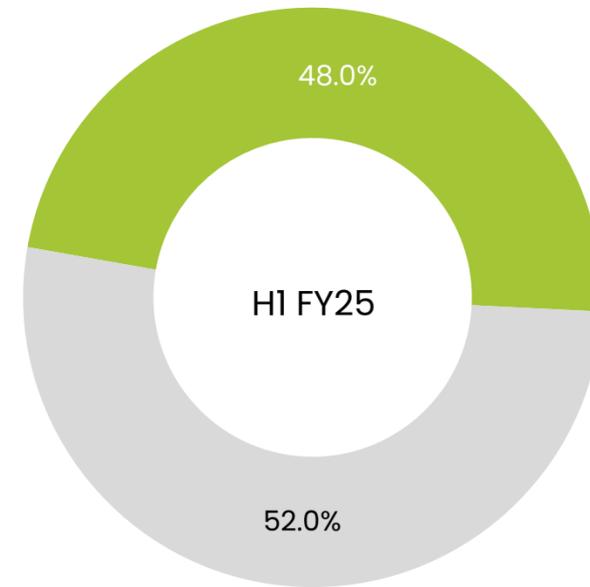
## Distribution business



## Revenue from operations



Rental



Distribution

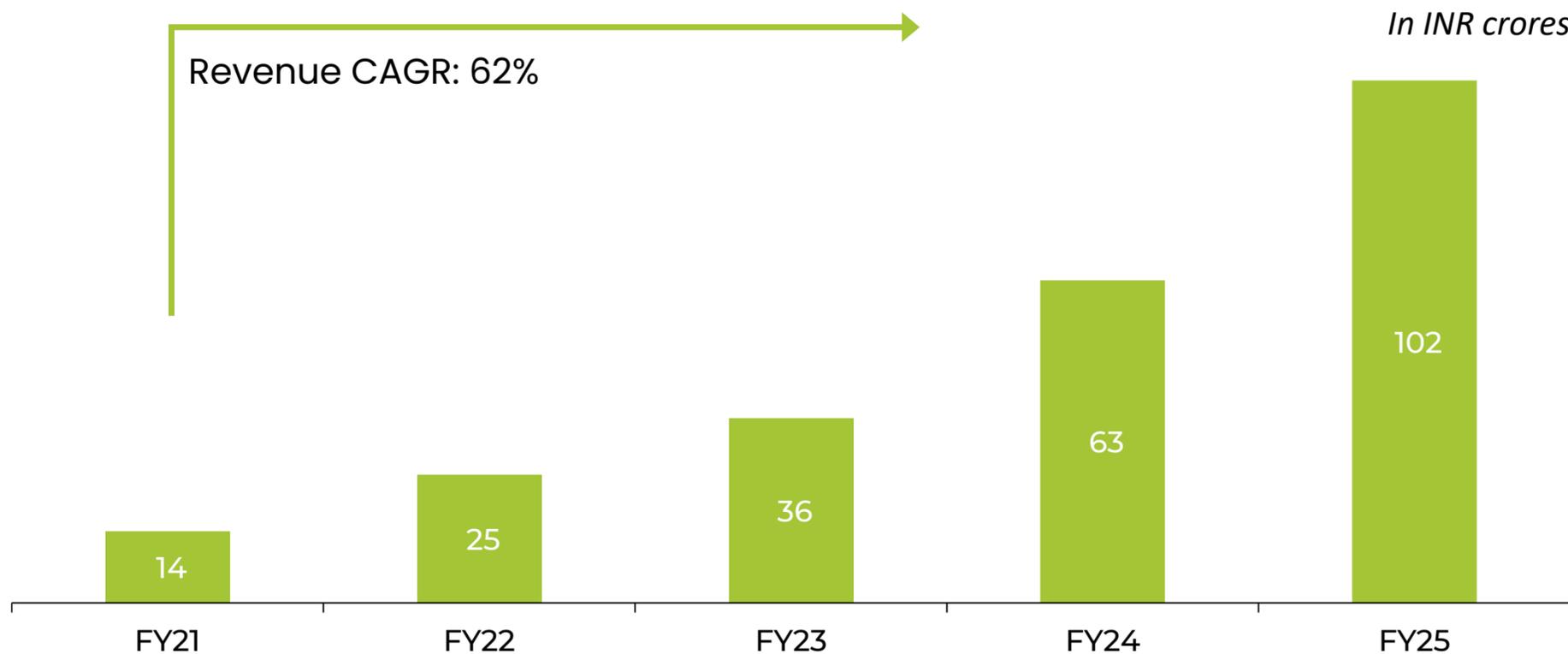
**Distribution business remains opportunistic and non-core and is not intended to anchor the revenue mix**

# Agenda

1. Executive summary
2. **About Silicon Rental Solutions**
3. Benefits of Tech-as-a-Service
4. Defensible market position
5. Our growth flywheel
6. The SRSL investment case
7. Select financial statement data

# Silicon Rental Solutions at a glance

- Founded in 1993 as an IT equipment sales and service business, Silicon Rental Solutions Limited (SRSL), is one of India's earliest IT-rental specialists
- Now evolved in a full-stack tech rental partner enabling enterprises to access bespoke infrastructure without owning depreciating assets
- Offer end-to-end rental solutions including sourcing, deployment, upgrades, service and disposal at predictable cost structures
- Beyond traditional IT hardware, SRSL is entering in robotics, 3D printing, edge-computing devices and AI-ready infrastructure
- Received ISO 9001:2015 certification in 2021



**30,000+**  
Tech assets deployed

**1,000+**  
Enterprise customers

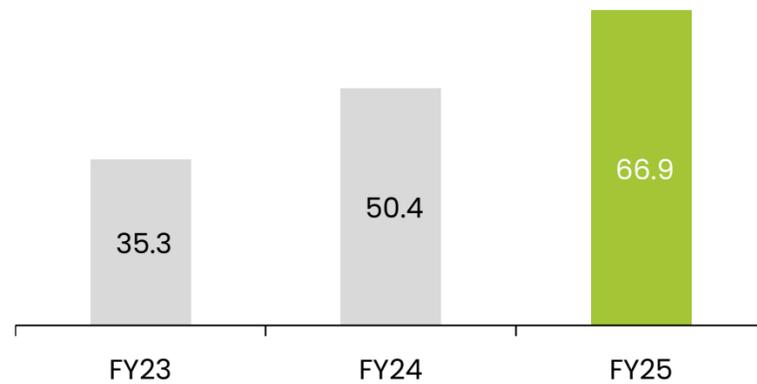
**250+**  
Locations nationwide

**1D-48M<sup>1</sup>**  
Rental solutions

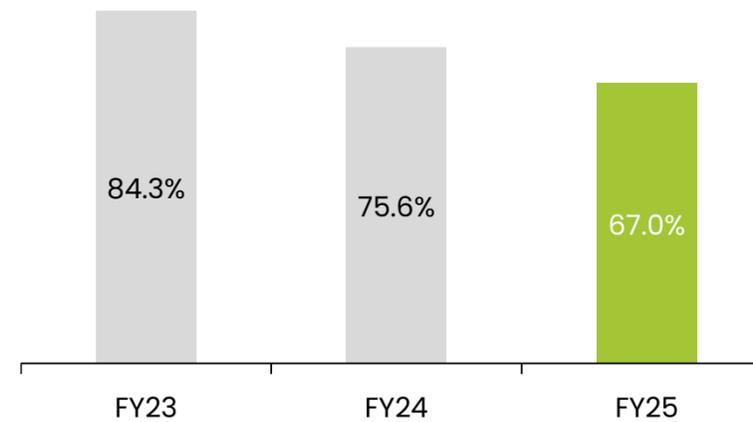
**102 cr.**  
FY25 Revenue

**44.3%**  
FY25 EBIDTA margin

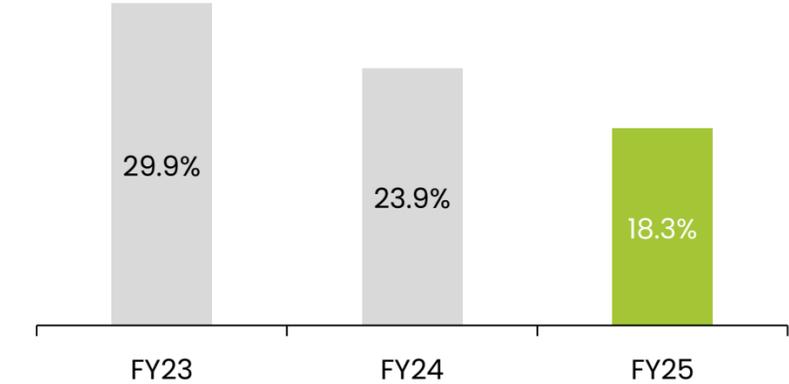
## Revenue



## EBIDTA margin

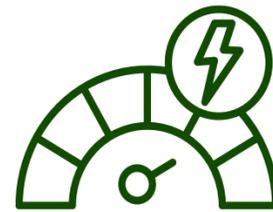


## PAT margin



## Offerings

- Desktops
- Laptops
- Printers
- Networking gears
- Servers
- Robotics
- Data center solutions
- Projectors & CCTV



## Demand Triggers

- Balance-sheet efficiency
- Superior service experience
- Upgrade flexibility
- 90%+ renewal
- 99.9% service uptime



## Business Economics

- Economic life: 6 years
- Target asset turn: ~2.2x
- Monthly rental yields average ~3.5–4.0% in the first 3 years, tapering in following years



## Moats

- Capital intensive business
- Pan India service infrastructure
- Lower logistics and service costs
- Asset lifecycle expertise

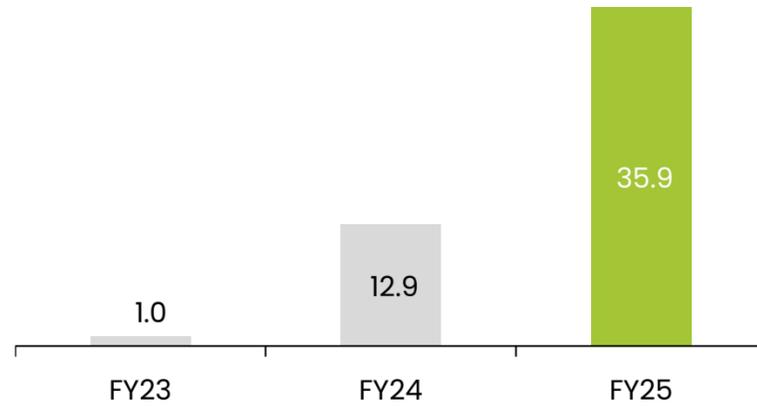


## Clientele

**Steady-state EBITDA margins of 70–75% expected to sustain over medium term**

# Distribution business

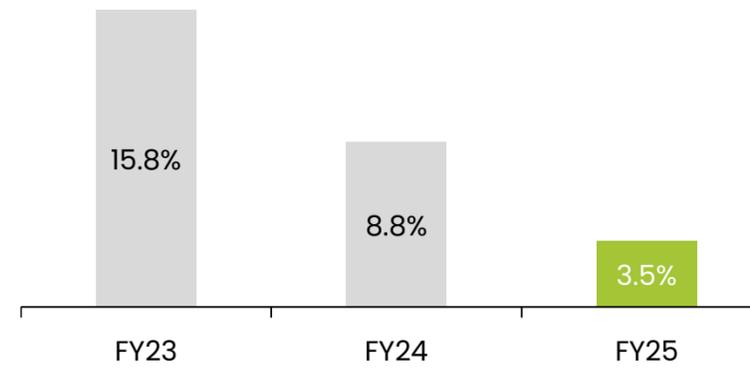
## Revenue



## About the Business

- Procurement and resale of IT hardware
- Executed to support client requirements
- Non-core and opportunistic in nature

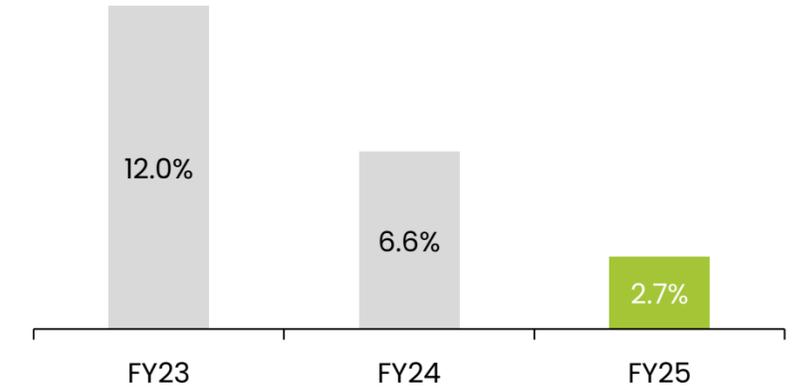
## EBIDTA margin



## Business Economics

- Rotates capital faster
- Procurement efficiencies improve
- Does not dilute rental yields or asset economics

## PAT margin



## Strategic Rationale

- Supports large or urgent client orders
- Strengthens OEM and distributor relationships
- Improves pricing and demand intelligence



## Clientele



Normalized EBIDTA margins expected at 4-5% going forward



## Operating model

- Scalable, rental-led Centres of Excellence (CoE) platform for emerging technologies
- Focus areas: AI/ML, cybersecurity and forensics, IoT and drones
- Designed for universities, skill institutes, and industry-academia programs



## Core problem

- Colleges want cutting-edge labs but cannot afford capex, upgrades, or faculty readiness
- Students need employability and industry wants job-ready innovative talent



## Differentiated approach

- In-line with our IT rental DNA: Asset-light for institutions, asset-heavy for us
- Lab coherence across disciplines (AI/IoT/Cyber/Drones)
- Curriculum-aligned, industry-relevant, outcomes-driven CoEs
- Modular BOMs for easy replication, faster rollout, predictable margins



## Growth strategy

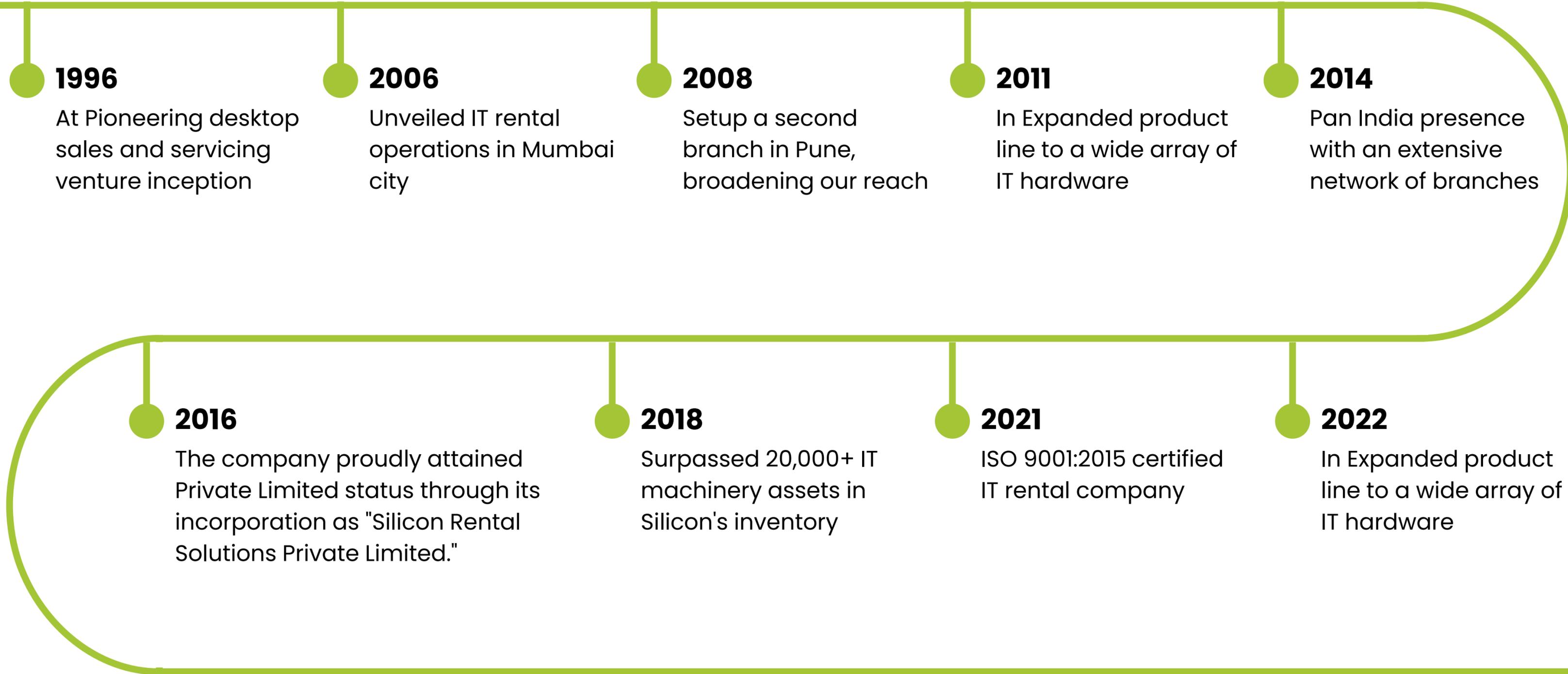
- Turns short-term IT rentals into stable, multi-year contracts
- Creates predictable, long-term recurring revenue
- Expands from hardware rental to strategic education infrastructure partner
- High stickiness, low churn, strong cross-sell (compute, GPUs, networking, AMC, refresh cycles)



## Strategic upside

- Platform for government programs, CSR-funded labs, PPP models
- Enables future revenue streams: Managed services, lab refresh and upgrades, industry-sponsored innovation labs and talent pipelines & assessments

# Our journey since 1996



**1996**  
At Pioneering desktop sales and servicing venture inception

**2006**  
Unveiled IT rental operations in Mumbai city

**2008**  
Setup a second branch in Pune, broadening our reach

**2011**  
In Expanded product line to a wide array of IT hardware

**2014**  
Pan India presence with an extensive network of branches

**2016**  
The company proudly attained Private Limited status through its incorporation as "Silicon Rental Solutions Private Limited."

**2018**  
Surpassed 20,000+ IT machinery assets in Silicon's inventory

**2021**  
ISO 9001:2015 certified IT rental company

**2022**  
In Expanded product line to a wide array of IT hardware

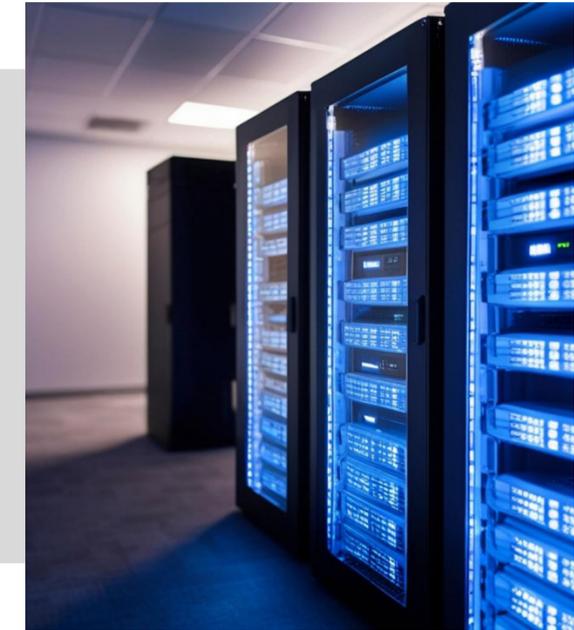


## Desktops

- Wide range, from assembled to branded options
- Includes Mac, Core i7/i5/i3, and Core 2 Duo models
- Ideal for high-performance tasks

## Servers

- Robust IT infrastructure solutions. Options include Rack Mount, Tower Servers, and Blade Servers
- Top brands like HP, Dell, and IBM



## Laptops

- Latest MacBooks and Core i7/i5/i3 laptops
- Perfect for portable performance anytime, anywhere

## Networking

- Switches, routers, and networking setups
- Ensure seamless connectivity for IT and business needs





## Projectors

- High-performance DLP, multimedia, and interactive projectors
- Ideal for meetings and presentations

## EVs

- Electric bikes, cars, and commercial vehicles
- Sustainable business solutions



## Cameras

- AI-enabled cameras for advanced surveillance and security
- Latest options from leading brands

## Data Centers

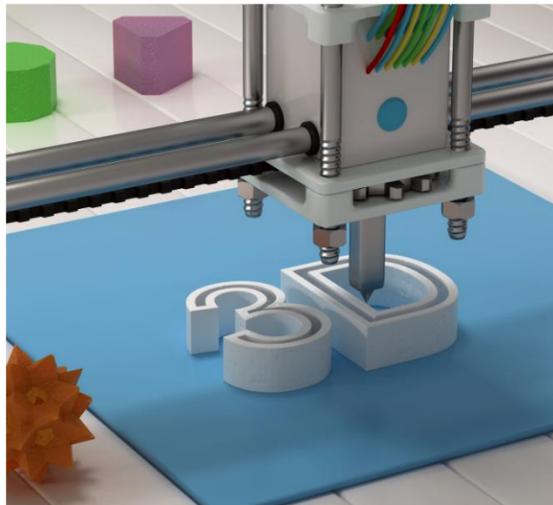
- Tailored data center solutions
- From setting up state-of-the-art facilities to managing infrastructure
- Services include high performance servers, energy-efficient cooling, and 24/7 support





## Robotics

- High-performance DLP, multimedia, and interactive projectors
- Ideal for meetings and presentations



## 3D Printing

- Solutions for prototyping, manufacturing, and education
- Provide cutting-edge 3D printers, materials, setup and training



## Servers and Storages

- Efficient and reliable data options
- Includes NAS, SAN, and high-capacity storage solutions

## High Performance Workstations

- High-performance workstations are designed to meet rigorous requirements of professionals across industries
- Solutions provide speed, precision, and capacity needed to elevate workflow and achieve exceptional results
- Access to the latest technology, expert support, and a seamless experience



## AI, ML and IOT

- End-to-end services from IoT device supply to network setup and data flow management
- Offer AI-ready hardware, custom software, and consulting services



# Trusted by marquee business groups



**Silicon's proven excellence significantly cements its position as a trusted IT equipment rental partner**



## Sanjay Harish Motiani

Promoter, Chairman and Managing Director

- Experience: 28+ Years
- He holds a diploma in Electronics Engineering (I.T.) from the Board of Technical Examination, Maharashtra in 1989
- With nearly three decades of IT industry experience, he's a visionary entrepreneur who played a pivotal role in company's establishment
- He oversees overall business operations, including procurement, sales, and business development policy formulation. Under his leadership, company has experienced consistent growth



## Kanchan Sanjay Motiani

Promoter, Whole Time Director

- Experience: 28+ Years
- She holds a Master's degree in Microbiology from the University of Bombay (1993) and brings extensive experience in accounting and finance
- Her primary responsibility involves overseeing the company's financial operations



## Anushka Sanjay Motiani

Promoter and Non-executive Director

- Experience: 4+ Years
- She holds a Bachelor of Design in Visual Communication and Strategic Branding from the University of Mysore (2018)
- Her responsibilities encompass overseeing company's marketing initiatives, while she also freelances in graphic design, boasting approximately four years of experience in graphic design and digital marketing



## **Nikhil Sanjay Motiani**

**Promoter & Whole Time Director**

- Experience: 3+ Years
- He earned a Bachelor's degree in Electrical Engineering from the University of Hong Kong in 2021.
- With expertise in software engineering, Currently works as Head of Marketing and Sales at SRSL



## **Manish Sehgal**

**Independent Director**

- Experience: 31+ Years
- He earned a diploma in Electronics Engineering from the Board of Technical Examination, Maharashtra, in 1989 and has since accumulated extensive experience primarily in the field of marketing



## **Ashok Kumar Jain**

**Independent Director**

- Experience: 35+ Years
- He is a chartered accountant with expertise in corporate finance, governance, taxation and restructuring.
- Founder and owner of A Kumar Jain and Company

# Agenda

1. Executive summary
2. About Silicon Rental Solutions
3. **Benefits of Tech-as-a-Service**
4. Defensible market position
5. Our growth flywheel
6. The SRSL investment case
7. Select financial statement data



## Operational benefits

- End-to-end lifecycle support: service, repairs and replacements are included
- Near-zero downtime with 24×7 support and proactive maintenance
- Free upgrades reduce obsolescence risk
- Scale IT capacity up or down without long commitments



## Financial benefits

- Convert CAPEX into predictable operating expenses
- No capital locked in depreciating technology
- Rental expenses fully deductible as operating cost
- Better debt-equity profile vs. ownership

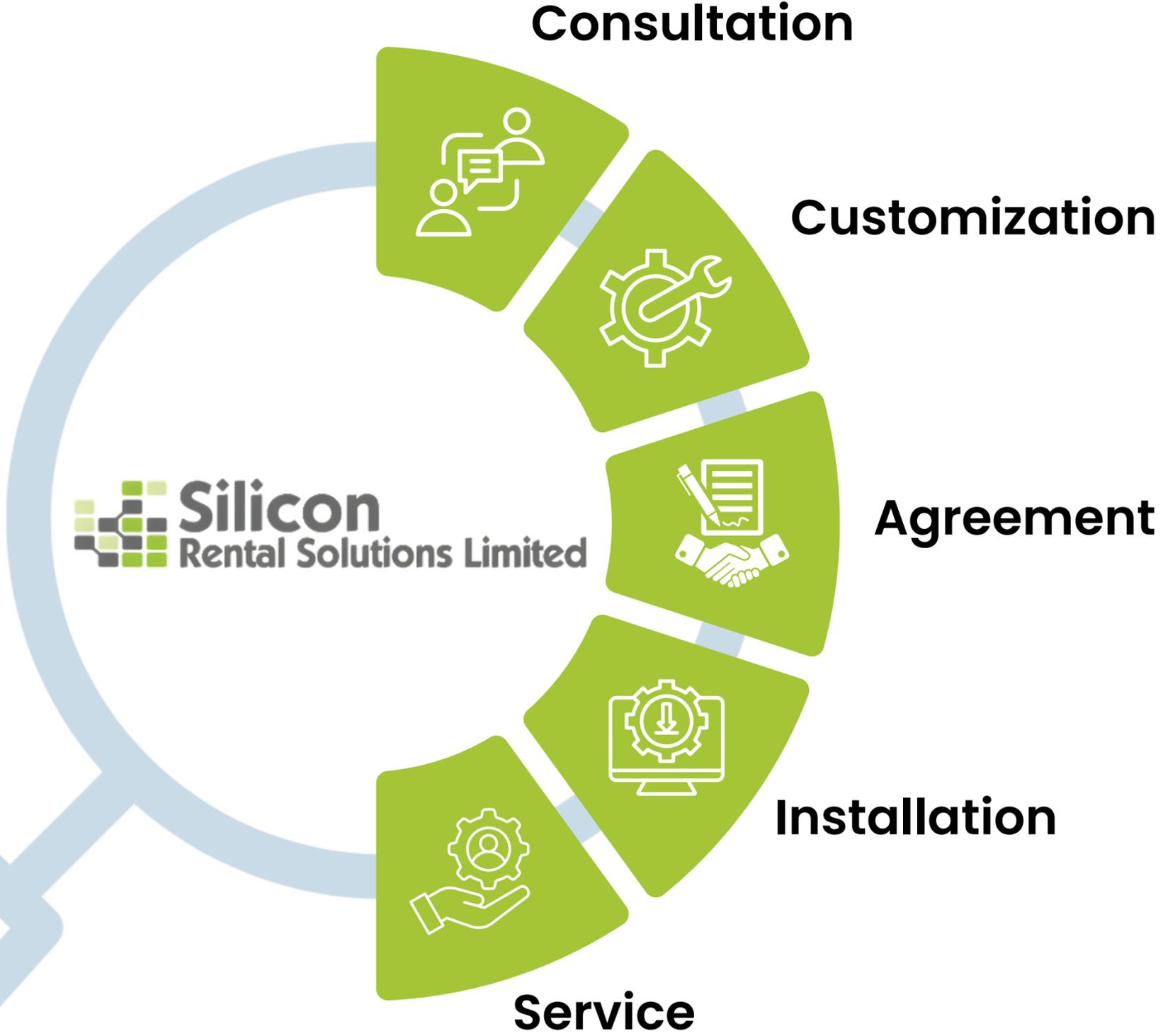


## Technology benefits

- Access to latest-generation devices across leading OEMs
- Wider product choices and faster refresh cycles
- Enterprise-grade solutions without owning the asset
- Higher purchasing power, more tech for the same budget



# Silicon's signature process: Renting simplified



**At Silicon Rentals, renting IT equipment is a breeze. Perfected the process to make it seamless, efficient, and customer-centric.**

# Agenda

1. Executive summary
2. About Silicon Rental Solutions
3. Benefits of Tech-as-a-Service
4. **Defensible market position**
5. Our growth flywheel
6. The SRSL investment case
7. Select financial statement data

01

## Scale advantage

Large asset base enables lower procurement cost and logistics economics. Higher utilization drives margin expansion as we scale



02

## End-to-end delivery capability

Acquisition + logistics + installation + maintenance + upgrades = one integrated solution, eliminating switching complexity



03

## Nationwide service network

In-house engineers and support partners across states ensure guaranteed uptime and minimal onsite delays



04

## OEM relationships

Direct sourcing and certified partner ecosystem ensures price benefits, faster replacement, and access to the newest technology cycles



05

## Customer stickiness

High dependency on uptime, integrated service, and zero-maintenance model increases retention and lifetime contract value



06

## Brand and legacy

30 years of operational expertise and longstanding enterprise trust creates a reputational moat which is difficult for new entrants to replicate quickly



# Agenda

1. Executive summary
2. About Silicon Rental Solutions
3. Benefits of Tech-as-a-Service
4. Defensible market position
5. **Our growth flywheel**
6. The SRSL investment case
7. Select financial statement data

## Expand national footprint

- Deeper penetration across Tier 2/3 locations
- Enter high-growth industrial cities and new office hubs

## Broaden product portfolio

- Add emerging categories: AI infrastructure, robotics, drones, VR, smart workplace hardware, 3D printing
- Cross-sell new asset categories across existing enterprise clients



## Strengthen client relationships

- Continuous upgrade programs
- Real-time support and uptime assurance
- Value-added digital asset tracking and monitoring

## Invest in R&D and capability building

- Dedicated R&D function to evaluate upcoming technologies
- Develop differentiated offerings beyond conventional hardware rentals

# Agenda

1. Executive summary
2. About Silicon Rental Solutions
3. Benefits of Tech-as-a-Service
4. Defensible market position
5. Our growth flywheel
6. The SRSL investment case
7. Select financial statement data



## Attractive financial story

- Strong historical revenue growth
- Robust EBITDA and PAT margins
- Focused on sustainable profit growth



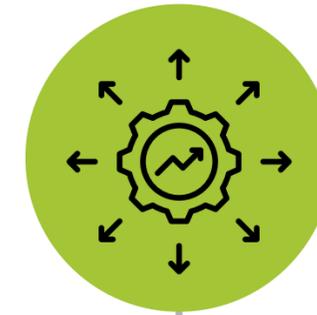
## Structural market opportunity

- Large under-penetrated rental segment
- Long runway for adoption and growth
- Shift from capex to opex



## Moats that strengthen with scale

- Procurement economics
- Pan-India service network
- Strong OEM partnerships
- High switching costs for customers



## Clear path to expansion

- Entering Tier 2/3 cities
- Expanding in new technology categories
- Focused on cross-selling in enterprise installed base

**High-margin rental platform with scale advantages and a long growth runway in under-penetrated enterprise markets**

# Agenda

1. Executive summary
2. About Silicon Rental Solutions
3. Benefits of Tech-as-a-Service
4. Defensible market position
5. Our growth flywheel
6. The SRSL investment case
7. **Select financial statement data**

# Income statement

₹ crores unless otherwise mentioned

Particulars	HI FY24	HI FY25	HI FY26	FY23	FY24	FY25
Revenue from operations	24.1	54.8	61.6	36.3	63.2	101.9
Cost of materials and services consumed, including finished goods and WIP	3.5	28.4	37.5	0.9	17.2	46.6
Employee benefits expense	1.4	1.6	1.8	2.1	3.0	3.3
Other expenses	1.3	2.0	2.1	3.4	4.2	6.9
<b>EBIDTA</b>	<b>17.9</b>	<b>22.8</b>	<b>20.2</b>	<b>29.8</b>	<b>38.9</b>	<b>45.2</b>
<b>EBIDTA Margin</b>	<b>74.1%</b>	<b>41.5%</b>	<b>32.8%</b>	<b>82.2%</b>	<b>61.5%</b>	<b>44.3%</b>
Other income	0.9	0.1	0.1	0.1	0.4	1.0
Finance costs	0.0	0.0	0.0	0.8	0.5	0.7
Depreciation	9.5	13.1	14.3	15.1	21.5	27.2
<b>Profit before tax</b>	<b>9.3</b>	<b>9.8</b>	<b>6.1</b>	<b>14.0</b>	<b>17.3</b>	<b>18.2</b>
Tax expenses	2.1	2.5	1.5	3.4	4.4	5.0
<b>Profit after tax</b>	<b>7.1</b>	<b>7.3</b>	<b>4.6</b>	<b>10.7</b>	<b>12.9</b>	<b>13.2</b>
<b>PAT Margin</b>	<b>28.4%</b>	<b>13.1%</b>	<b>7.4%</b>	<b>29.4%</b>	<b>20.3%</b>	<b>12.8%</b>

# Balance Sheet

₹ crores unless otherwise mentioned

Assets	FY23	FY24	FY25	H1 FY26
Non-current assets				
Fixed assets	40.0	44.0	57.8	52.9
Non-current investments	-	-	-	0.2
<b>Total non-current assets</b>	<b>40.0</b>	<b>44.0</b>	<b>57.8</b>	<b>53.1</b>
Current assets				
Inventories	-	-	0.5	0.5
Trade receivables	7.9	26.3	28.1	31.4
Cash & cash equivalents	7.6	5.9	29.0	32.3
Short term loans & advances	1.3	0.6	0.5	0.6
Other current assets	-	-	0.1	0.1
<b>Total current assets</b>	<b>16.7</b>	<b>32.8</b>	<b>58.2</b>	<b>65.0</b>
<b>Total assets</b>	<b>56.8</b>	<b>76.8</b>	<b>116.0</b>	<b>118.0</b>

₹ crores unless otherwise mentioned

Equity and Liabilities	FY23	FY24	FY25	H1 FY26
<b>Equity capital and reserves</b>	<b>50.9</b>	<b>62.8</b>	<b>101.1</b>	<b>104.6</b>
Non-current liabilities				
Borrowings	1.8	4.8	4.5	4.4
Provisions	0.1	0.2	0.3	0.3
Deferred tax liabilities	1.1	0.9	1.1	0.5
<b>Total non-current liabilities</b>	<b>2.9</b>	<b>5.9</b>	<b>5.9</b>	<b>5.2</b>
Current liabilities				
Borrowings	0.1	1.1	0.2	0.1
Other current liabilities	2.8	7.0	8.6	8.1
Provisions	0.1	-	0.0	0.1
<b>Total current liabilities</b>	<b>2.9</b>	<b>8.1</b>	<b>8.9</b>	<b>8.3</b>
<b>Total liabilities</b>	<b>5.9</b>	<b>14.0</b>	<b>14.9</b>	<b>13.5</b>
<b>Total equity and liabilities</b>	<b>56.8</b>	<b>76.8</b>	<b>116.0</b>	<b>118.0</b>

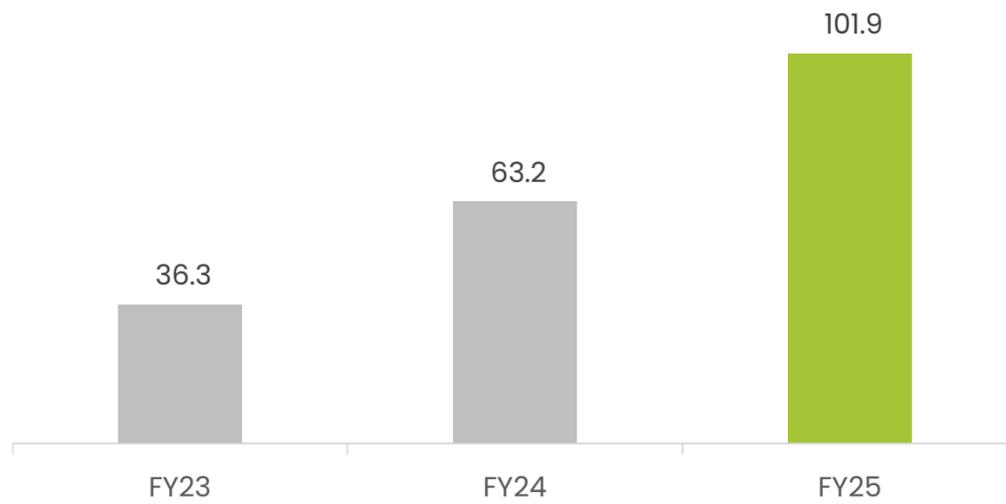
# Cashflow statement

₹ crores unless otherwise mentioned

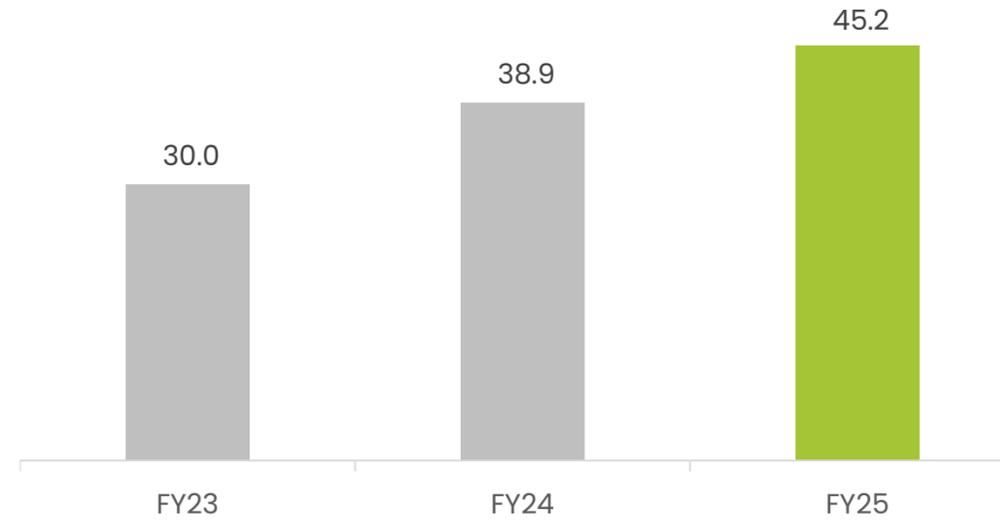
Particulars	FY23	FY24	FY25	H1 FY26
Net profit before tax	10.7	12.9	13.2	4.6
Adjustments for: Non-cash items and other investment/financial items	19.2	26.1	32.0	15.6
Operating profit before working capital changes	29.9	39.1	45.2	20.2
Changes in working capital	-7.7	-13.5	-0.5	-3.9
Direct taxes paid (net of refund)	-3.1	-4.5	-4.8	-2.1
<b>Cashflow from operations</b>	<b>19.0</b>	<b>21.0</b>	<b>39.8</b>	<b>14.1</b>
<b>Cashflow from investing activities</b>	<b>-28.8</b>	<b>-25.2</b>	<b>-40.0</b>	<b>-9.4</b>
<b>Cashflow from financing activities</b>	<b>7.7</b>	<b>2.5</b>	<b>23.3</b>	<b>-1.5</b>
Change in cash and cash equivalents	-2.1	-1.7	23.1	3.3
Cash and cash equivalents at the beginning of the period	9.6	7.6	5.9	29.0
Cash and cash equivalents at the end of the period	7.6	5.9	29.0	32.3

# Historic business performance (1/2)

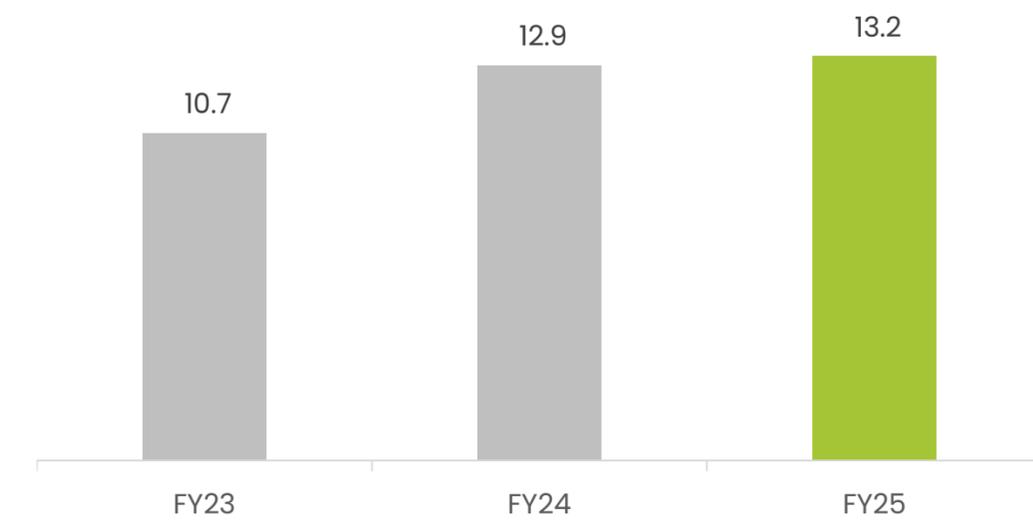
Revenue from operations (in ₹ crores)



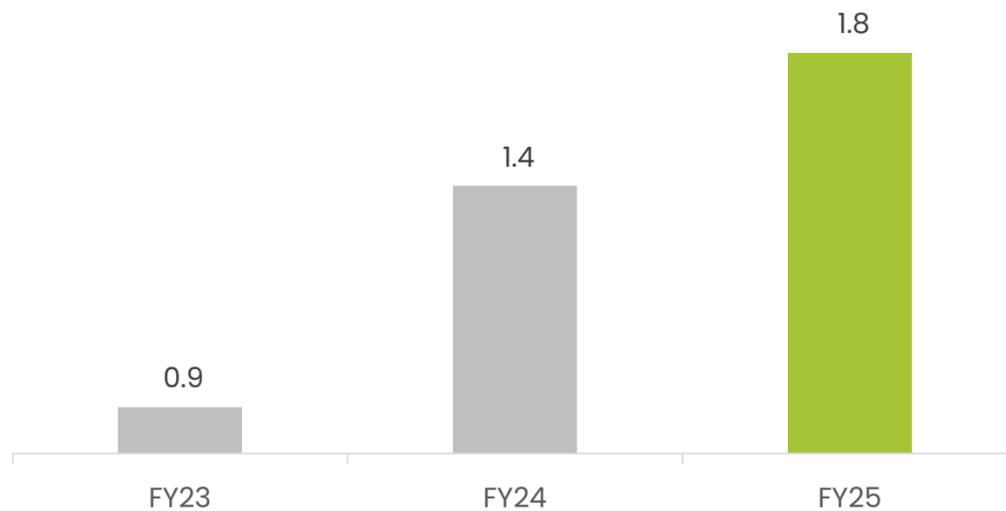
EBIDTA (Operating profit) (in ₹ crores)



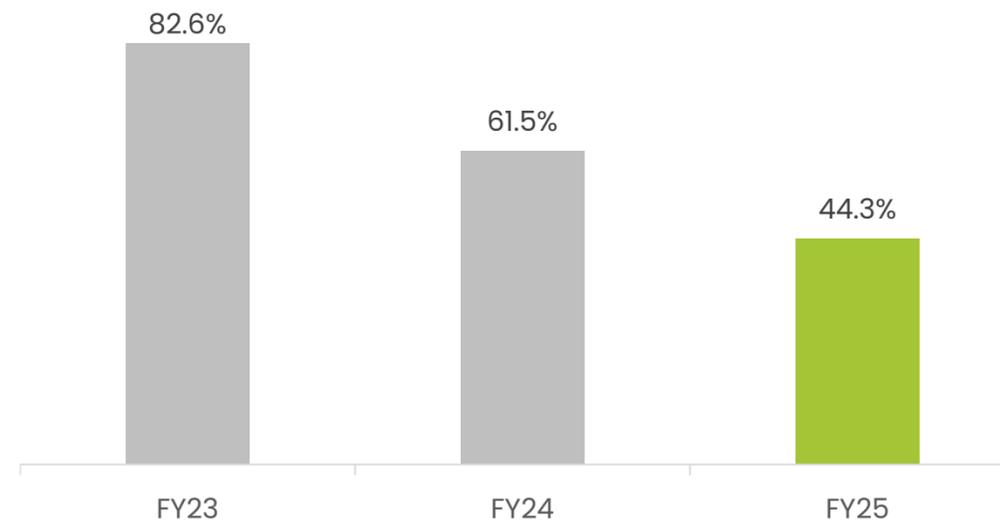
PAT (Profit after tax) (in ₹ crores)



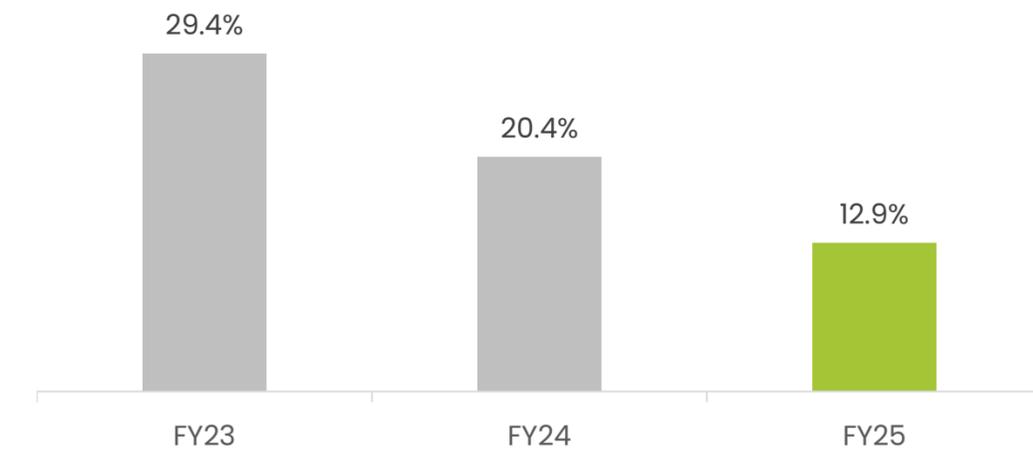
Fixed asset turnover (x)



EBIDTA margin

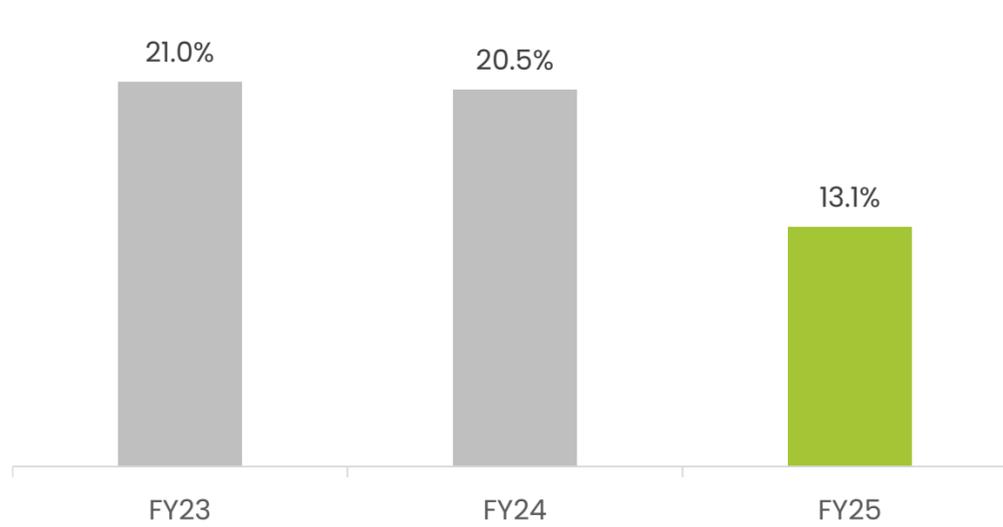


PAT margin

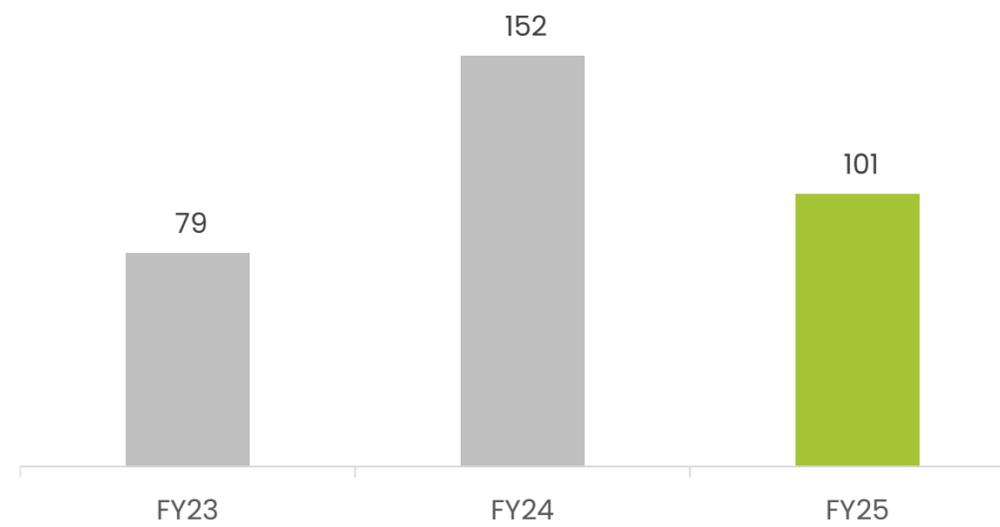


# Historic business performance (2/2)

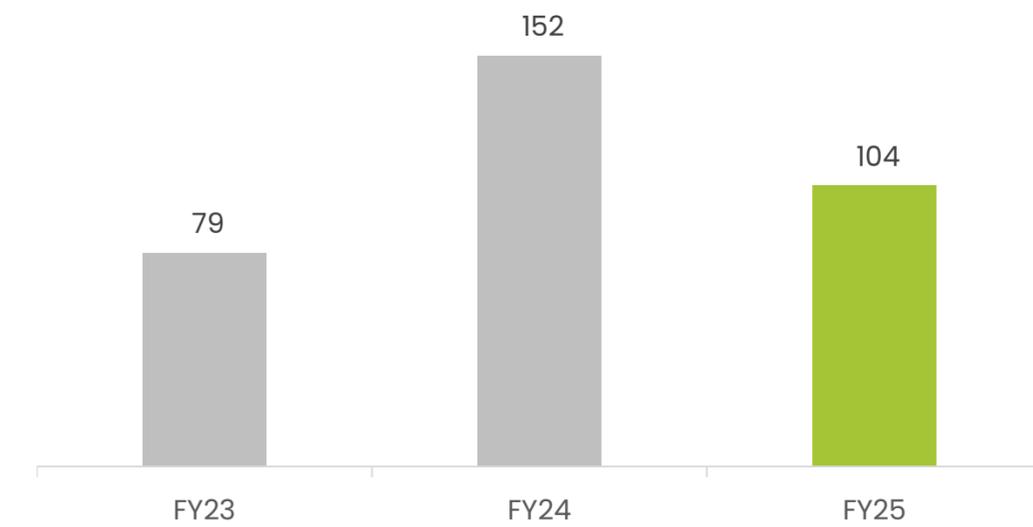
## RoE (Return on equity)



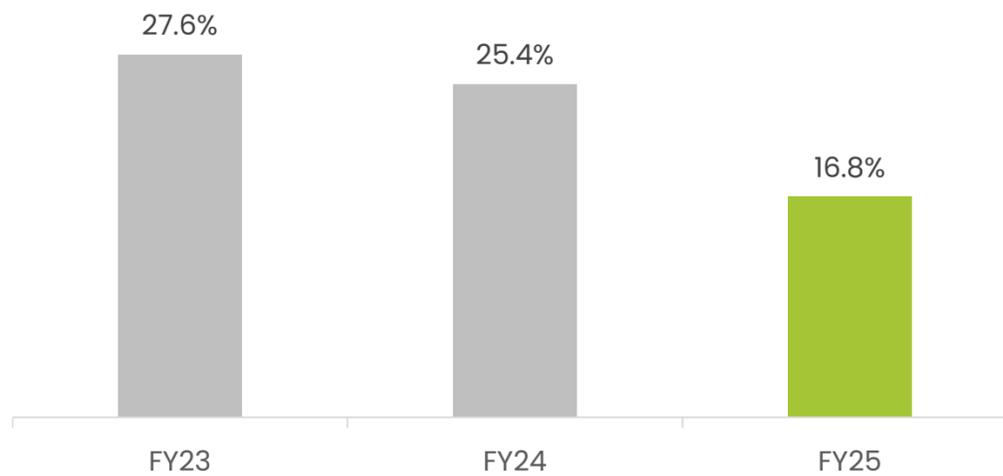
## Debtor days



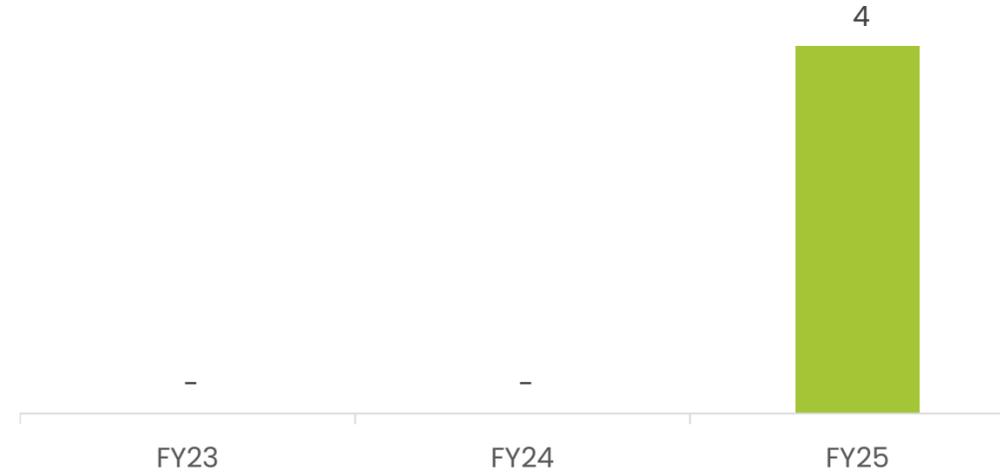
## Cash conversion cycle (days)



## RoCE (Return on capital employed)



## Inventory days



## Net debt to equity (x)



# Annexures



1. **India's enterprise-tech opportunity**
2. **ESG initiatives**

## Structural tailwinds across industries and technology



- Rapid digitalisation across BFSI, telecom, services and manufacturing
- Hybrid workplace will lead to faster replacement cycles and higher device density
- Cloud, cybersecurity & AI adoption driving enterprise hardware refresh
- Cost competitiveness vs global markets keeps India a global IT hub

## Large and underpenetrated market



- 3M enterprise laptops/desktops sold annually
- ₹90,000 crore enterprise IT hardware spend
- < ₹100 crore organised rental penetration today
- 50–100x expansion potential as “rental” awareness increases

## Shift towards usage model



- Enterprises are moving from ownership to as-a-service models
- Prioritizing flexibility, uptime and opex optimization over capex ownership

## Global positioning strengthening demand



- India remains the world's preferred IT offshoring destination
- Cost-efficient, skilled workforce, strong export base, and government-supported digital policies
- Emerging technologies (AI, Cloud, Edge, Automation) are increasing enterprise hardware needs across sectors

# Annexures



1. India's enterprise-tech opportunity
2. ESG initiatives

Electronic waste (e-waste) causes environmental pollution through toxic chemical leaching and health risks when improperly managed. By diligently maintaining equipment, we prolong their lifespan and prevent them from ending up in landfills, thereby reducing e-waste



- We acknowledge the significance of education and technology and, through our CSR initiative, donate IT equipment to underserved educational institutions, fostering education, innovation, and societal advancement
- We donate computer setups to schools in outlying areas, providing students from underserved communities with equal access to digital literacy and skills development

- We made a charitable contribution through the Rotary Club of Mumbai SoBo, creating a positive impact in our community.
- We've donated to organizations where company's contributions can have the greatest impact
- **Gurukul Centre for Special Children**, Ghatkopar (W)
- **Aural Education for Children with Hearing Loss**, Mahalaxmi, Mumbai 11

# Safe harbour statement

---

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Silicon Rental Solutions Limited (Silicon, The Company) solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantee of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict.

These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

For any further information/queries, please contact: \_\_\_\_\_



## COMPANY

 **Silicon**  
Rental Solutions Limited  
**Silicon Rental Solutions Limited**

**Mr. Nikhil Motiani**

*Director*

[cs@silicongroup1.com](mailto:cs@silicongroup1.com)

## INVESTOR RELATIONS CONSULTANT



**Capital Bridge Advisory Service Private Ltd**

**Mr. Rutul Shah**

[rutul@capbridge.in](mailto:rutul@capbridge.in)

+91 8200247366

**Mr. Raj Shah, CFA**

[raj@capbridge.in](mailto:raj@capbridge.in)

+91 9925911296

