



Automation Competence

ISIN : INE1U3P01015



TWO DECADES OF GROWTH, INNOVATION  
AND SUCCESS IN INDUSTRIAL AUTOMATION.



# Engineering the Future of Industrial Automation

Investor Memorandum (revised) – July 2025

[ecisystems.co.in](https://ecisystems.co.in)

• Industrial Control & Sensing Devices

• Factory Automation Solutions

• Enclosure Solutions

• Applications Solutions

• Engineering Solutions

• Training

## ABOUT US

ECI Systems Private Limited, founded in 2005 and based in Coimbatore, Tamil Nadu, is a key player in the industrial automation sector. The company specializes in manufacturing automation control panels and is a channel partner for leading automation brands. Its product range includes thyristors, programmable logic controllers (PLCs), servo systems, AC drives, RTUs, HMIs, DC drives, and recorders.

With a team of over 150 employees, ECI Systems has built a strong foundation in the industry, reinforcing its stability and reliability. The company is committed to delivering innovative automation solutions backed by a quality assurance system, **ISO 9001:2015 certified by Bureau Veritas and UL 508A certified by UL Solutions**, ensuring compliance with international standards.

At ECI Systems, we take a comprehensive approach to hardware and software integration, including requirements analysis, system design, software development, and client training. This enables us to create customized solutions for various industries. Our unwavering commitment to quality and customer satisfaction reassures our clients of our dedication and positions us for continued growth in the industrial automation market.

**20+**

Years of Experience\*

**> 500+**

Happy Clients

**180+**

Employees



### Vision

To be a global leader in industrial automation, driving innovation and operational excellence while providing sustainable and efficient solutions. We aspire to become a respected organization that fosters long-term partnerships and delivers exceptional value to our clients and stakeholders.

### Mission

We aim to offer advanced automation solutions by understanding our clients' needs, integrating cutting-edge technologies, and maintaining a commitment to quality and customer satisfaction. We seek to create value for customers and suppliers, promoting mutual success through operational excellence.

### Quality Policy

Understanding the needs of customers and satisfy them providing total solutions supported by leading edge technology. effective quality systems and a performance friendly organizationclimate to ensure continuous improvement.

## KEY MANAGEMENT



**Devadass SenthilKumar**

Managing Director and CEO

With over 20 years of expertise in automation and business development, Devadass SenthilKumar has been instrumental in driving ECI Systems' growth and innovation since its inception in 2005. A Bachelor's degree holder in Electronics from PSG College of Arts & Science, his leadership has transformed ECI into a trusted global automation solutions provider, setting new benchmarks in industrial excellence.



**Padmadevi SenthilKumar**

Whole Time Director

A seasoned leader with 17+ years of experience in business management and process improvement, Padmadevi Senthil Kumar has played a pivotal role in streamlining operations and enhancing customer satisfaction at ECI. With prior experience as Managing Director for 7+ years and expertise in analytical thinking and operational excellence, she continues to drive efficiency and customer-centric innovation.



**Ravikanth Chopperla**

Non-Executive Director-  
Investor Relations



**Anirudh Krishay Senthilkumar**

Director

## FOUNDER'S MESSAGE



"When we started ECI Systems in 2005, our goal was simple—to build intelligent automation solutions that empower industries to operate with greater efficiency, precision, and reliability. Today, looking back at our journey, I take immense pride in how far we have come. From a niche automation provider to a trusted partner for leading OEMs like Siemens, Schneider, and ABB, our growth has been driven by a relentless commitment to quality, innovation, and customer-centricity.

Now, as we move into our state-of-the-art 65,000 sq. ft. facility, this expansion is more than just increased capacity—it signifies our readiness to take on bigger challenges, serve larger markets, and push the boundaries of industrial automation.

The world of manufacturing is evolving rapidly, with Industry 4.0, Smart Factories, and IoT-driven automation shaping the future. At ECI, we don't just follow trends—we lead the transformation. Our focus remains on delivering solutions that enhance productivity, reduce operational costs, and drive sustainability for businesses worldwide.

But what truly defines ECI is our people and partnerships. Our highly skilled engineers, our strong alliances with global technology leaders, and our unwavering dedication to our customers form the foundation of our success. As we step into this exciting new phase, I want to express my gratitude to everyone who has been part of our journey—our customers, partners, and employees who have placed their trust in us.

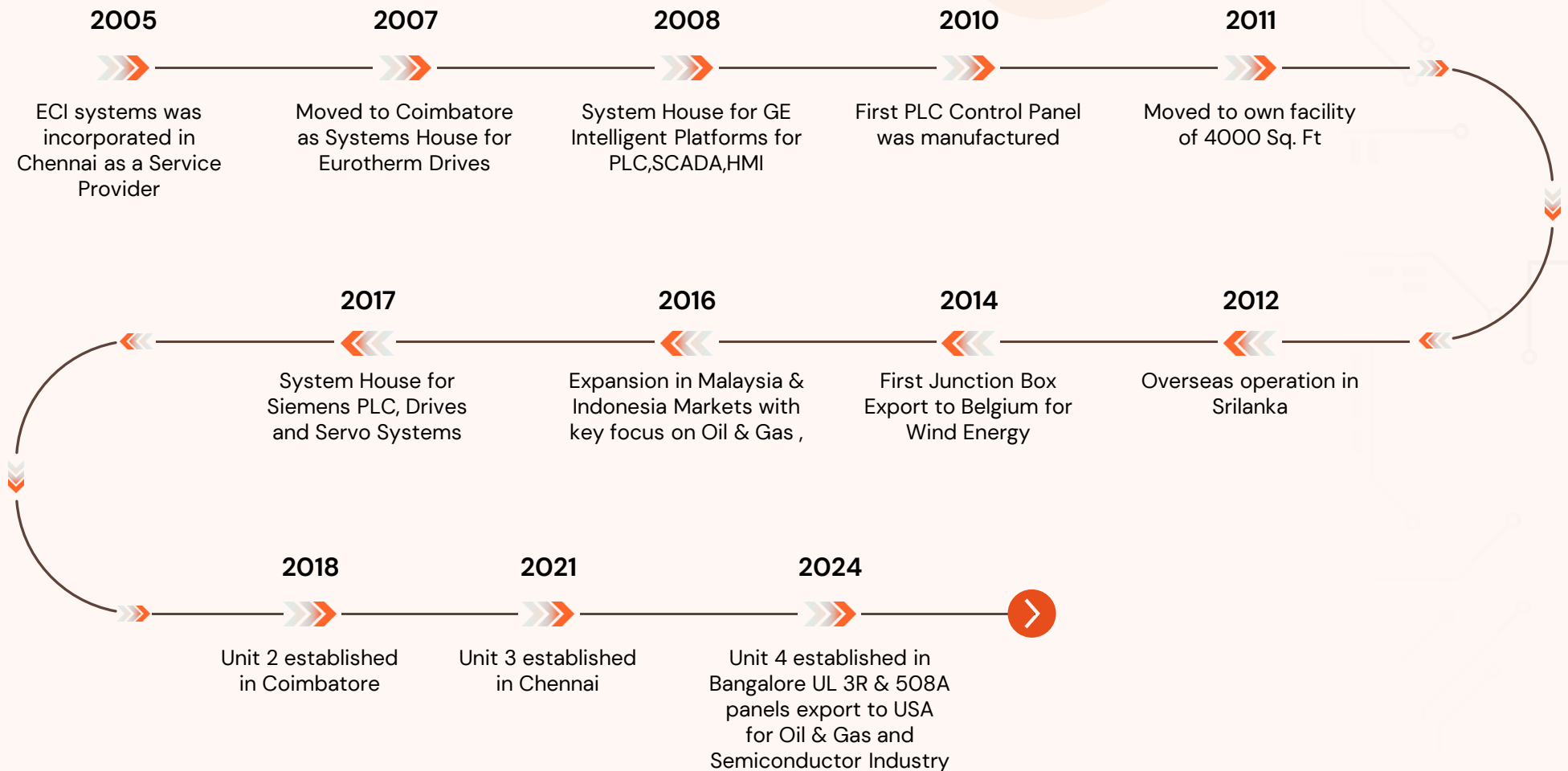
ECI Systems is poised for exponential growth, and we are eager to collaborate with businesses that share our vision of automation excellence and industrial innovation. Let's build the future of automation together."

**Senthilkumar Devadass**

Managing Director, ECI Systems Private Limited



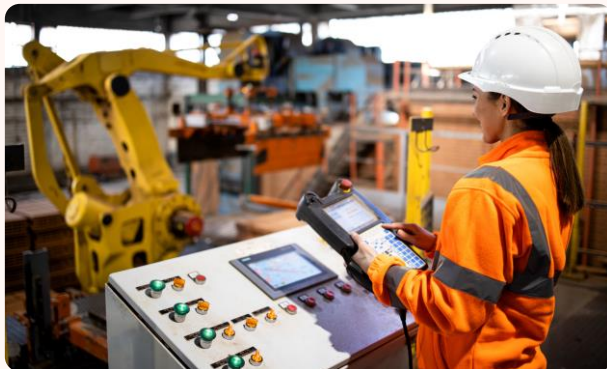
# OUR MILESTONES



# MACRO MOMENTUM – INDIA'S INDUSTRIAL SURGE

- India is on track to become a \$5 trillion economy by 2028, with manufacturing playing a central role.
- India's manufacturing GVA is projected to grow 3.6x, from ~\$459B today to \$1.6T by FY2034.
- The industry sector contributes ~27.6% of India's GDP, with manufacturing alone accounting for 14.2%.
- Manufacturing employs 67.7 million workers, with GVA per employee at ₹5.22 lakh – 3x more productive than agriculture.
- India witnessed \$15.1Bn FDI inflows into manufacturing (CY 2023) – higher than South Korea, Malaysia, and Indonesia.
- India's capital expenditure is projected to reach 6.3% of GDP in FY25 (BE), with both central and state governments prioritizing infrastructure-driven industrial growth.

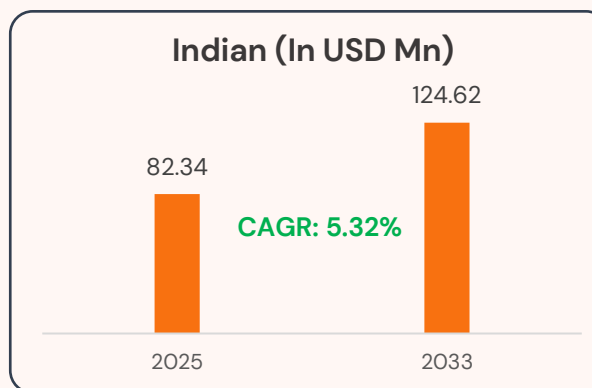
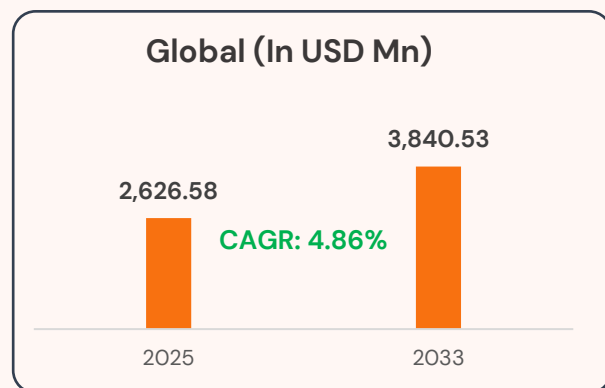
- ~\$30 Bn allocated under the Production-Linked Incentive (PLI) across 14 high-impact sectors, with a strong focus on semiconductors, electronics, automobiles, and pharma.
- The country exported over \$435 Bn in goods in FY24, with manufacturing-led segments like electronics, chemicals, and machinery gaining global share.
- India offers a cost advantage of 10–25% in manufacturing across electronics, chemicals, textiles, and auto vs peer economies like Vietnam, Mexico, and China.
- India's 524 million-strong labour force is the second-largest globally (2022), offering unmatched scale and cost competitiveness for global manufacturers.



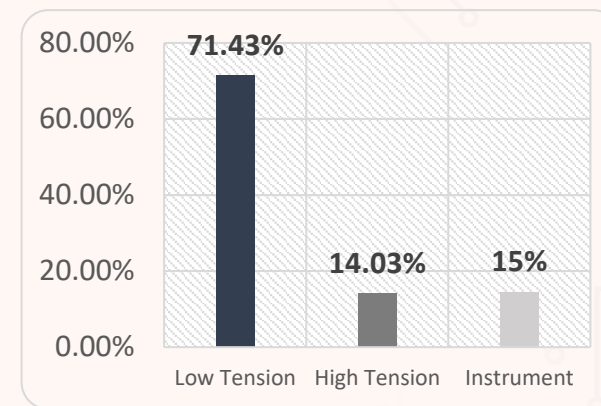
Source : Sector reports, Media articles, Industry sources, Company filings, Fund house reports

# MARKET SIZE

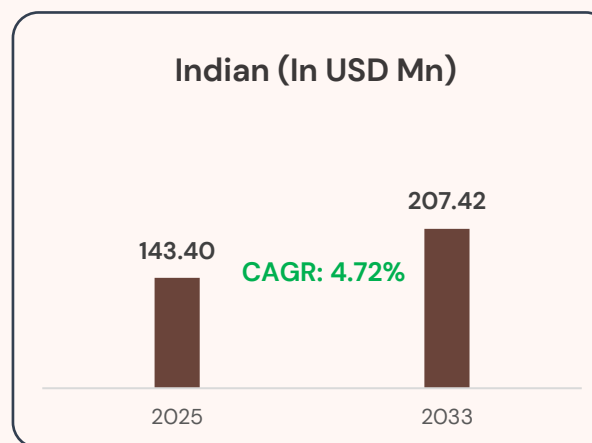
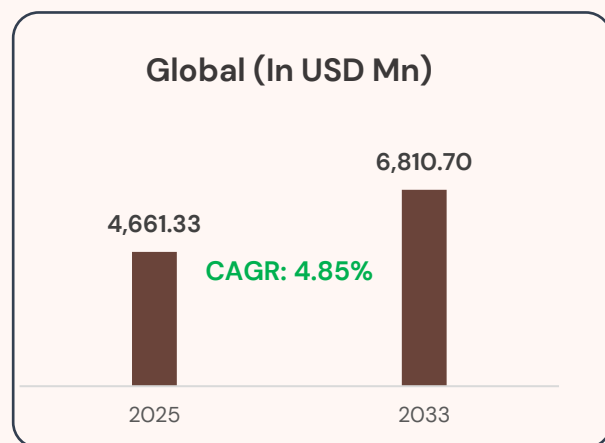
## Electric Control Panel Market Size



## Control Panels by Types (%)



## Electrical Enclosures Market Size



Source : Sector reports, Media articles, Industry sources, Company filings, Fund house reports

# AUTOMATION & MARKET TRENDS

## Modular & Scalable Design Revolution

- Shift from rigid systems to **modular, customizable panels**
- Enabled faster deployment, easier upgrades, and better integration with **IoT and edge computing**

## Sustainable Manufacturing

- **Adoption of low-loss transformers, recyclable materials, and energy-efficient designs**
- Manufacturers like Siemens and ABB focus on **circular economy** models

## Smart Infrastructure & New Energy

- Control panels now serve as **intelligent nodes**, integrating:
  - AI algorithms
  - Real-time data analysis
  - Smart grid management

## India's Digital Manufacturing Push

- Automation and smart control systems are central to this shift.
- India's manufacturing industry is embracing **Industry 4.0**
- Expected 40% of tech investments by 2025 to be in digital tech.



Source : Sector reports, Media articles, Industry sources, Company filings, Fund house reports



# PRODUCT PROFILE

## Factory Automation Solutions .

We specialize in next-generation factory automation technologies, ensuring seamless integration, process optimization, and enhanced productivity. Our key offerings include:



### Programmable Logic Controllers (PLCs)

Intelligent automation and control systems.



### Motion Control & Servo Systems

Advanced motion solutions for precision applications.



### Industrial IoT (IoT)

Enabling smart factories through data-driven automation.



### Inverters & Variable Frequency Drives

Efficient motor control for energy savings.



### HMI / SCADA / Programmable Terminals

User-friendly interfaces for process monitoring and control through Human-Machine Interface (HMI), Supervisory Control and Data Acquisition (SCADA), and Programmable Terminals.



### Certifications & Compliance Standards

ISO 9001:2015 | UL 508A | IEC 61439-2 | BS EN 61439-2

# PRODUCT PROFILE

## *Engineering solutions .*

ECI Systems provides tailored engineering solutions, ensuring efficient and reliable control panel design, assembly, and integration. Our expertise includes:



### **PLC Panels & Drive Panels**

Custom-built control panels for automation applications.



### **PCC & MCC Panels**

Power control and motor control centers for efficient energy distribution.



### **Control Desks & Junction Boxes**

Robust enclosures for centralized monitoring and operation.



### **Cable Harnessing & Wiring Solutions**

Precision-engineered wiring assemblies for seamless connectivity.



### **Certifications & Compliance Standards**

ISO 9001:2015 | UL 508A | IEC 61439-1 & 2 | BS EN 61439-2 | CPRI

# PRODUCT PROFILE

## Enclosure Solutions .

We deliver high-quality enclosures and panel solutions, designed for durability, safety, and efficiency in industrial environments:



### Standard & Custom Enclosures

Protecting electrical and automation components.



### Custom Build Panels & Control Boxes

Designed to meet specific industrial requirements.



### PCC & MCC Panels

Reliable power distribution and motor control solutions.



### Sub-Assemblies & Customized Parts

Modular components for flexible automation needs.



### Certifications & Compliance Standards

ISO 9001:2015 | UL 508A | ASTA | IP 52/54 | IEC 61439-1 & 2

# PRODUCT PROFILE

## *Industrial control & sensing devices .*

ECI provides intelligent sensing and control devices that enable precise automation and monitoring for industrial processes.

Our product range includes:



### **Switching Relays**

Reliable circuit control for industrial applications.



### **Measuring & Monitoring Relays**

Advanced solutions for 1Ph/3Ph power systems.



### **Timers, Counters & Power Supplies**

Ensuring accurate timing and stable power management.



### **Temperature Controllers**

Precision control for thermal regulation.



### **Photo Electric Sensors & Proximity Sensors**

High-precision sensing solutions for automation.



### **Level Controllers**

Automated monitoring of liquid and material levels.



### **Certifications & Compliance Standards**

ISO 9001:2015 | IEC 61439-1 & 2 | BS EN 61439-2



# PRODUCT PROFILE

## Application Solutions .

Our innovative application solutions help industries enhance safety, accuracy, and efficiency in critical automation processes. These include:



### Vision Sensors for Quality Inspection

Advanced image-based inspection for defect detection.



### Safety Light Curtains

High-performance safety barriers for industrial machinery.



### RFID Solutions

Secure tracking and identification systems for automated processes.



### Thyristor Power Controllers

Reliable power regulation for industrial applications.



### Certifications & Compliance Standards

ISO 9001:2015 | IEC 61439-1 & 2 | BS EN 61439-2

# VALUE PROPOSITION



## Requirements Definition and System Design

We identify project requirements and develop system architecture plans in collaboration with stakeholders to align with business objectives.



## End-to-end Hardware and Software Integration

We provide seamless integration of hardware & software components, maximizing performance and minimizing disruptions.



## Detailed Drawings and Bid Specifications

We create precise technical drawings and bid specifications to guide contractors and vendors in project execution.



## Application Software Development

We develop custom application software that enhances functionality and integrates smoothly with existing systems.



## Site Installation Management

We manage the entire installation process, ensuring timely setup while adhering to safety regulations.



## Operations and Maintenance Support

Our ongoing support helps clients optimize performance and minimize downtime through troubleshooting and preventive maintenance.



## Client Personnel Training

We offer tailored training programs for client personnel to ensure effective operation and maintenance of systems.



## Plant Start-Up, Commissioning, and Acceptance

We provide ecisystems.co.in support during plant start-up & commissioning, ensuring systems operate correctly and meet all operational standards.



## Annual Maintenance Contracts & Lifecycle Business

We offer annual maintenance contracts for reliability and focus on lifecycle management for long-term efficiency and value.

# BUSINESS MODEL

## *Model 1 – Collaborative Partnership with Technical Partners: Automation & Engineering Solutions*

### **Overall revenue accounts for 60 – 75 % of the Contributing**

This model highlights the company's expertise in manufacturing PLCs, high-tension (HT) and low-tension (LT) panels, and SCADA programmable terminals, all designed to meet our valued technical partners' unique specifications and standards. ECI Systems takes charge of marketing initiatives to ensure these products are effectively positioned in the marketplace. Meanwhile, our technical partners, original equipment manufacturers (OEMs), provide dependable warranties and guarantees, enhancing the overall value and reliability of the offerings.

### **Strategic Alliances with Companies:**

In this approach, we focus on establishing robust partnerships with Solar EPC and Semiconductor companies. By facilitating the supply of MPDUs and HT panels, we create a streamlined process that encourages these companies to direct their project orders to us. This collaboration enables us to leverage our expertise in managing complex projects, ultimately improving project delivery and efficiency.

## *Model 2 – Collaborative Partnership for Exports: Enclosure Solutions*

Our overall revenue represents 15–20% of our contributions. We specialise in manufacturing high-quality panels for internal use, which enables us to maintain complete control over product quality and customer satisfaction. Additionally, we export approximately 70 tonnes of material monthly to the USA. This effort is backed by a comprehensive warranty and guarantee, underscoring our commitment to excellence in our offerings.

## *Model 3 – Proprietary Branded Products: New Vertical*

We offer high-quality panels under our brand, allowing us to maintain complete control over product quality and customer satisfaction. This approach is reinforced by a comprehensive warranty and guarantee, underscoring our commitment to excellence in every aspect of our offerings.

## ECI STRENGTHENING SEMICONDUCTORS

ECI Systems is stepping into the promising semiconductor sector with an initial revenue goal of up to **₹20 crores** in **FY26**, a figure we aim to escalate to **over ₹100 crores** in subsequent financial years. To fortify our position in the industry, we are actively forming strategic partnerships with key players, including **YES Technologies** and **MindOx Techno**. These alliances are instrumental in our growth strategy, as they enable us to enhance the semiconductor value chain by delivering advanced solutions and capabilities. ECI's move underscores our commitment to innovation and our role in supporting India's pursuit of semiconductor self-sufficiency.





# ECI UNLOCKS SOLAR OPPORTUNITY

## THE TIMES OF INDIA

**‘TN has 1.2 L MW solar power potential; taps less than 1%’**

Venkadesan S / Jul 19, 2025, 05:36 IST



Chennai: Tamil Nadu has the potential for 1.29 lakh megawatts of solar power, which, if fully tapped, can meet 100% of the state's projected power demand five years later, according to a study by UN-backed NGO Auroville Consulting. The installed capacity of solar power in TN, at 10,656 MW, is however just 0.78% of the potential.

ECI Systems is emerging as a key player in Tamil Nadu's booming solar EPC landscape, delivering cutting-edge automation solutions including **smart control panels**, **IEC 61439 LT panels**, and **VCB panels** tailored for solar energy applications. With a robust **₹26 crore order book** and a clear trajectory to surpass **₹50 crores** in the upcoming financial year, **ECI is well-positioned** to capitalize on India's renewable energy momentum. The company's end-to-end project execution capabilities—spanning design, procurement, installation, and commissioning—ensure reliable and efficient solar infrastructure. Strategic collaborations, such as with VC Green Energy Private Limited, further strengthen ECI's value proposition and market reach. As Tamil Nadu unlocks its massive 1.2 lakh MW solar potential, ECI stands at the forefront, offering investors a compelling opportunity in the fast-growing clean energy and automation space.



12 KV AIS VCB PANEL



GAS INSULATED  
SWITCHGEAR UPTO 36 KV



CONTROL PROTECTION &  
RELAY PANEL

# ECI'S CLEANROOM-READY FACILITY

## *ECI's 5000 Sq. Ft. Cleanroom-Ready Facility*

ECI Systems proudly presents its state-of-the-art 5000 sq. ft. facility, meticulously designed to deliver automation solutions compliant with the stringent IP 52/54 cleanroom standards. This facility is a testament to our commitment to providing the highest level of hygiene and operational excellence, which are essential for the semiconductor and data centre industries, where cleanliness is paramount.



## *Our Cleanroom-Ready Solutions*

Our IP54-certified enclosures are engineered to protect against limited dust ingress and water splashes from any direction. What sets our Enclosures apart is their construction with high-quality materials that meet regulatory demands and enhance durability and longevity, allowing for seamless integration into your cleanroom operations. Our focus on precision engineering ensures that every component maintains the integrity required for systems operating in sensitive environments, making ECI Systems a trusted partner for automation needs.



"The company plans to expand its clean room facility by an additional **20,000 sq. ft.** to accommodate the growing demand in semiconductor and data centre projects, further strengthening its infrastructure and delivery capabilities."

## OUR MACHINERY



**MOTORUM M2048TE**



**Hindustan Hydraulic 110 Ton**



**Kaiwei KW-510B**



**Shearing Machine GS 3106**

# CERTIFICATIONS & QUALITY STANDARDS

eci

ISO 9001:2015 – Quality Management System

eci

ASTA Type Test Certificate

eci

UL 508A – Industrial Control Panels (USA/Canada)

eci

IEC 61439-1 & IEC 61439-2

eci

BS EN 61439-2:2011

eci

NABL Accreditation (for testing labs like ERDA, CPRI)





## STRATEGIC PARTNERSHIPS

ECI Systems has established strong integration relationships with global leaders like Omron, Schneider ABB, SIEMENS, and others, consistently deploying their technologies in critical industrial automation projects.



### Industrial Automation & Control – Omron

ECI integrates **Omron NJ PLCs**, **NX I/O systems**, and **V680S RFID readers** in its projects, indicating a strong alignment or certified integrator status with **Omron for industrial automation** and smart manufacturing solutions.

### Power & Motor Control – Schneider Electric

Using **Schneider Citect SCADA**, **ATV340 VFDs**, and **Tesys Island motor starters**, ECI maintains a strategic relationship with **Schneider Electric**, ensuring reliable power management and automation.

### Sensor & Communication Systems – IFM & Lapp

ECI deploys **IFM's IO-Link sensors and master modules** and **Lapp's shielded/unshielded communication cables**, highlighting strategic collaborations for **intelligent sensing and industrial connectivity**.

### Infrastructure & Safety – ABB, Rittal, Hansel, and others

Through partnerships with **ABB (distribution boards)**, **Rittal (server enclosures)**, **Hansel (isolators & sockets)**, and **Festo/Burkert (valves)**, ECI ensures high-quality infrastructure and safety compliance across all installations.

## STRATEGIC TIE-UPS

ECI is going to secured licensing for Schneider Electric's BlokSet LT Switchboards, enhancing safety, reliability, and efficiency in low-voltage power distribution.

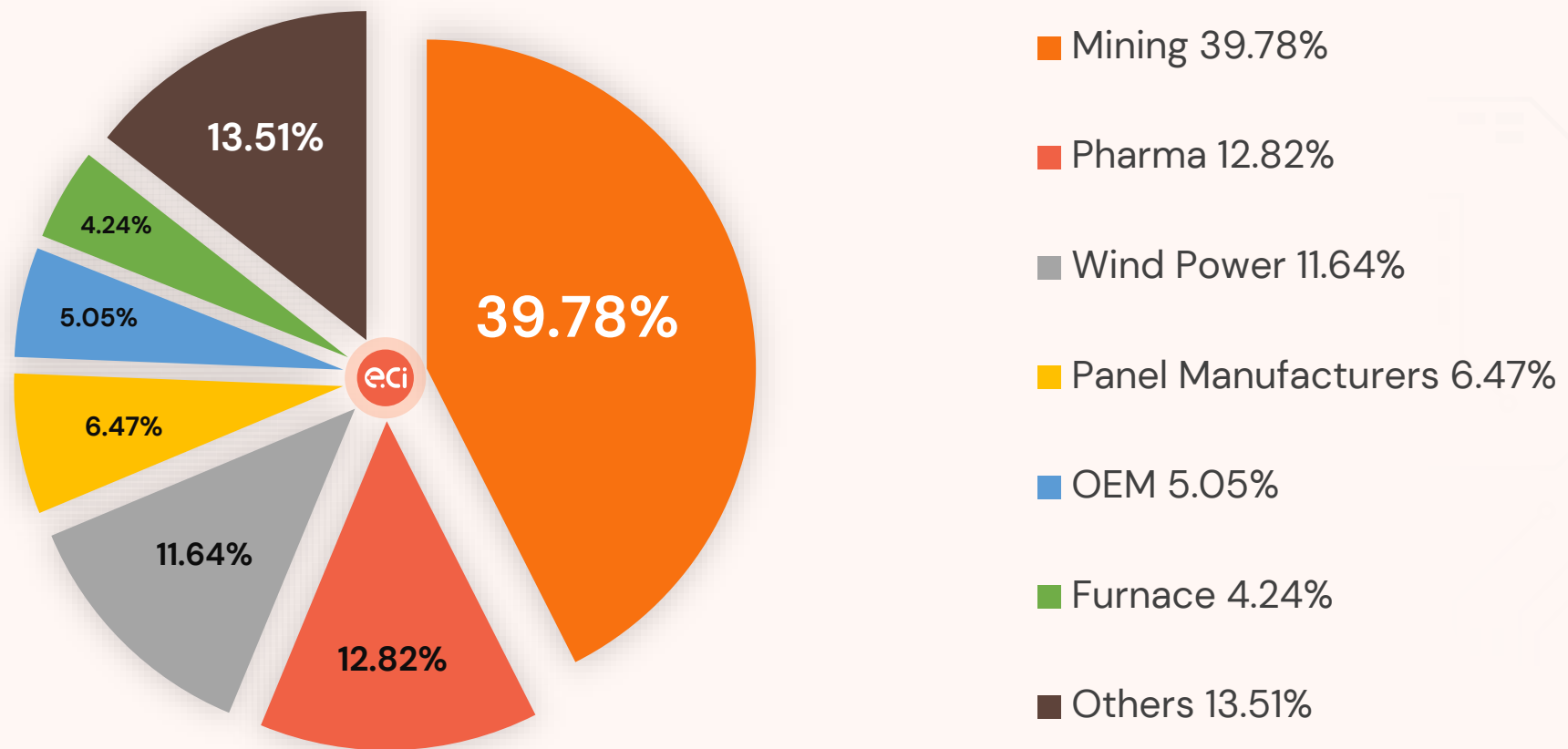


ECI has also acquired a 12.5% equity stake in Modutec Ready Panels to manufacture modular enclosures, expanding its product range and strengthening its market presence.

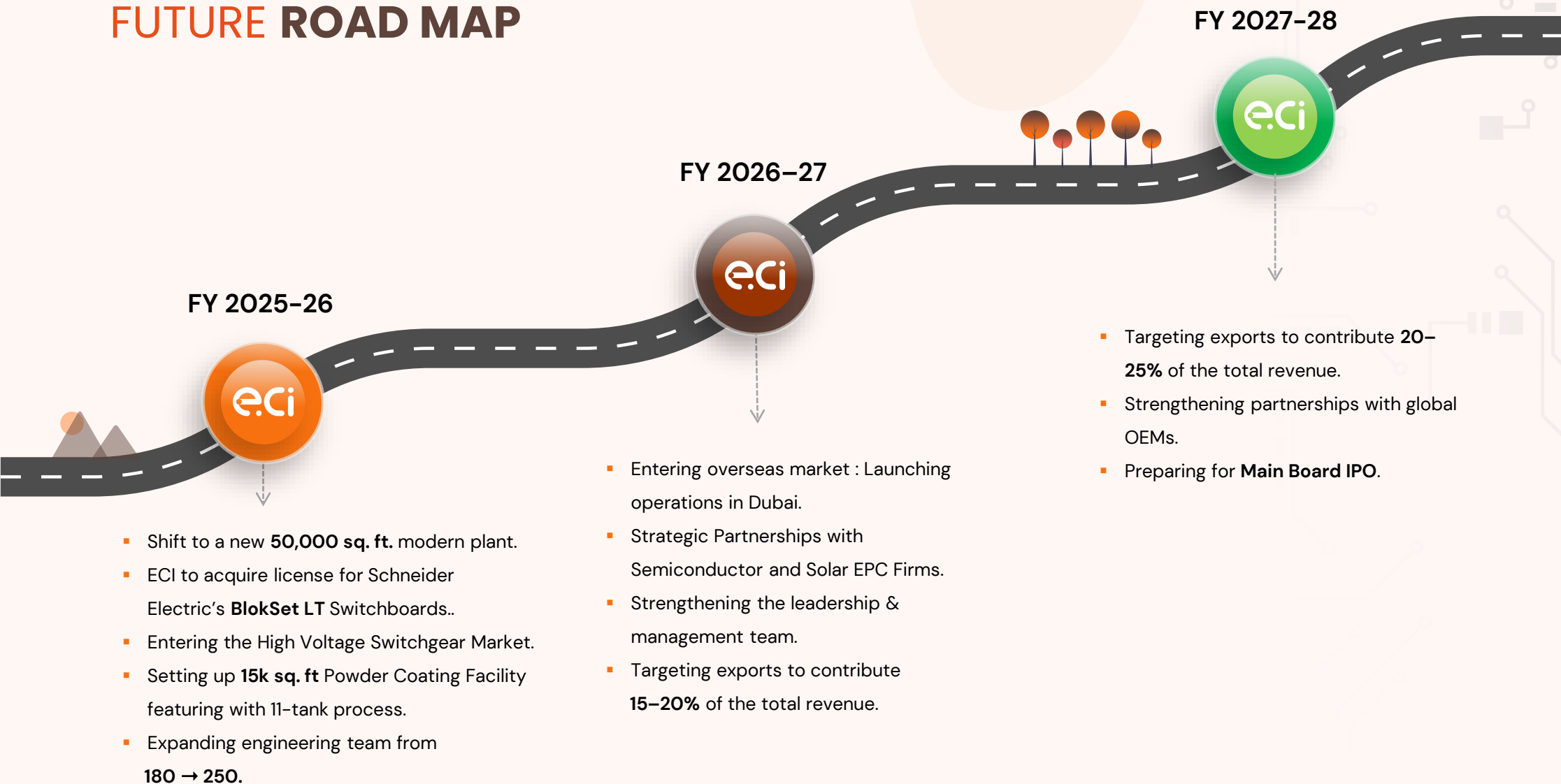


## REVENUE SPLIT

*Distribution of the ESPL's Revenue in FY25 by Industry Verticals .*



# FUTURE ROAD MAP



engineering customised innovation



## OUR PRODUCTION FACILITY



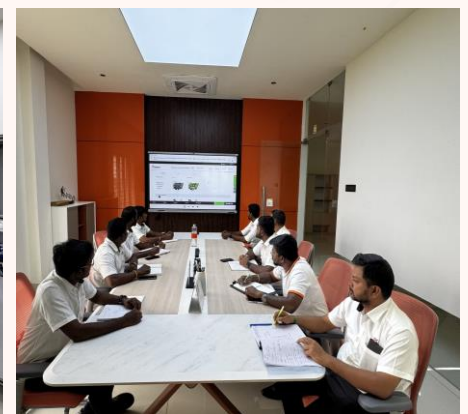
CORPORATE OFFICE  
**6000 SQFT.**

MANUFACTURING FACILITY  
**50000 SQFT.**

POWDER COATING UNIT  
**15000 SQFT.**  
FEATURING 11-TANK PROCESS



# OUR PRODUCTION FACILITY



## OUR CLIENTELE

METALS / MINING / OIL&GAS / POULTRY .



PHARMA / POWER / PUMPS .



TEA / TYRE / WATER & WASTEWATER .



## OUR CLIENTELE

### OEM / SEMICONDUCTOR .



### PANEL BUILDER .



### AUTOMATIVE .





## OUR PROJECT (Pharma)

**PROJECT:** Electrical & Control Systems for Dipping Line

**CLIENT:** Ansell Sterile Solutions Pvt. Ltd.

**SCOPE:** A global company engaged in Surgical Glove manufacturers, for their turnkey automation of their glove making dipping line machines and compounding line for latex mixing.



MCC/ Main PLC Panel



RIO-1 PLC Panel



Lighting Distribution Board



Server Rack Enclosure

## OUR PROJECT (Oil & Gas)

### Client:

Petronas Gas Berhad, Malaysia

### Project:

12.8 BarG IR R160 (160kW) Air Compressor for N2 Package



### PLC & SCADA:

AB Controllogix PLC System with Panel View Touch HMI



## OUR PROJECT (Aluminium)

### Client:

PT. Indoaluminium Intikarsa Industri, Jakarta, Indonesia

### Project:

FATA Hunter – Continuous Aluminium Caster  
Electrical Upgradation



### PLC & SCADA:

AB Control Logix CPU with Flex RIO RIO System & AB Factory Talk View SCADA System

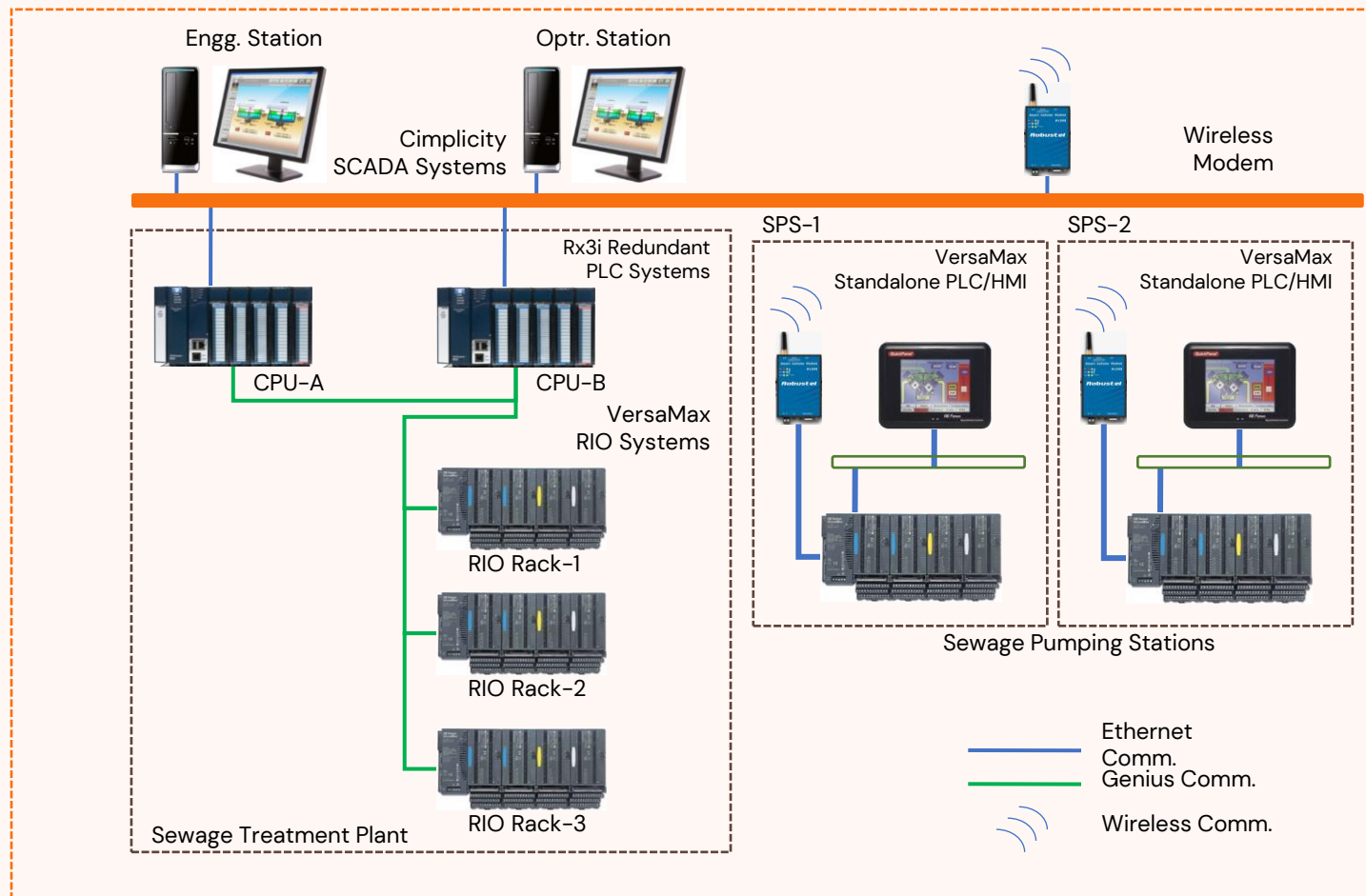
# OUR PROJECT (Water)

## Client:

CPWD Project Division, President Estate, Rastrapathi Bhavan, New Delhi

## Project:

2-MLD Sewage Treatment Plant with 2-no's of Pumping Stations



## PLC & SCADA:

GE Rx3i Redundant CPU with  
Versa Max Genius RIO System  
& GE Proficy CIMPLICITY  
SCADA System



## FEW PROJECT REFERENCES

### Life Science



Trunk Electrical, Control, Automation & Instrumentation Solutions provided for 3 Dipping Lines, 1 Compounding Line & 1 Silica plant with MCC Cum PLC / Drive Panels, Remote I/O Stations, Centralised SCADA & Field Instruments with Cable Laying in Tray and Field Cabling

### Water & waste Water



PLC Panels & SCADA Systems with Remote Telemetry for Various Project like NMDC Gujarat, President Estate, Morabad, Banswara & Bagidoro, Colombo Projects

### Steel



Complete Rewamp of 20Hi Sendzimir Steel Rolling Mills with supply of PLC Panels, DC Drive Panels, Remote I/O, Gamma Gauge Ray, Automated Gauge Control System with Centralised SCADA System

### Metals



Complete Rewamp of Aluminum Castor with supply of PLC Panels, DC Drive Panels, Distributed I/O with Centralised SCADA System

### Oil & Gas



Supply of Compressor, Dryer & Nitrogen Generator Package with PLC, Softstarter, HMI, SCADA Systems along with Field Instruments for Re Gasification Plant

### Textiles



Supply of Redundant PLC Systems with Remote I/O and Centralised SCADA Systems for Effluent Treatment Plant

### Minerals



Supply of Various Star - Delta Panels, IEC 61439 MCC Panels, Lube Panels with PLC, Complete Automation Package with SCADA, Drive Systems for M-Sand Mining

### Renewable Energy



Supply of Junction Boxes for Various Gearbox in Wind Turbine with Buscouplers, RTD Modules and Thermocouple Modules, DI/DO Modules

### Defence



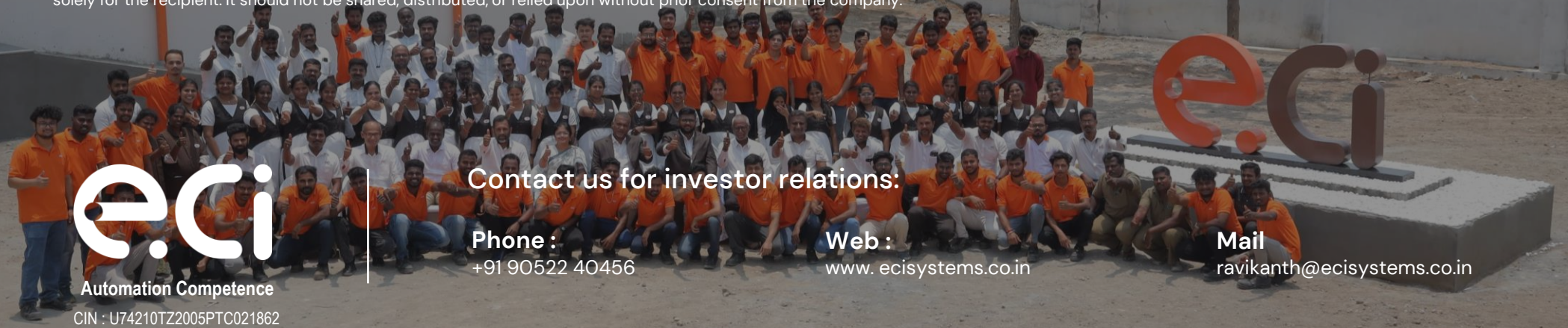
Supply of MIL Standard Redundant PLC with Remote I/O, SCADA Systems for Radar Power Systems in Defense Project

### Semiconductor



Supply of UL 508A Listed MPDU Panels, Gas Box Controllers, Electrical Enclosure System for Semiconductor Tool Room Machines

**DISCLAIMER:** ECI SYSTEMS PRIVATE LIMITED presents this document to provide insights into its business and future growth plans. The company is seeking funding to support its expansion and strategic initiatives. The information shared is based on reliable sources, but accuracy and completeness cannot be guaranteed. Forward-looking statements in this document are subject to uncertainties, and actual outcomes may vary. Potential investors are encouraged to conduct their own due diligence before making any commitments. This document is confidential and intended solely for the recipient. It should not be shared, distributed, or relied upon without prior consent from the company.



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360° Business Transformation Consulting

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