INVESTMENT TEASER · PROJECT NEXUS · JULY 2026

Enterprise ICT Systems Integrator — Sri Lanka

Company identity and detailed information are disclosed upon execution of a confidentiality agreement.

OPPORTUNITY AT A GLANCE

Deal ID	DB028	**Type**	Growth Equity / Strategic Partnership
Sector	ICT Systems Integration · Networking, IoT & Smart Infrastructure	**Geography**	Sri Lanka (Colombo-based, national delivery)
Size	Equity value LKR 167–253 Mn (base LKR ~201 Mn)	**Target Return**	20–25% (indicative)
Track Record	10+ years · six integrated solution lines	**Status**	Open — accepting interest

BUSINESS OVERVIEW

An established Sri Lankan ICT systems integrator delivering enterprise networking, access control, IoT, cybersecurity, cloud and smart-building solutions to blue-chip hospitality, banking, education and retail institutions. FY2026 revenue of LKR 157.1 Mn was delivered with positive operating profitability on a lean cost base, following a planned step-down from an exceptionally strong prior year. A confirmed, contracted-stage pipeline of LKR 402 Mn across ten named projects underpins a credible path to LKR 280–500 Mn+ revenue through FY2031.

KEY METRICS (INDICATIVE)

LKR 157.1 Mn	**LKR 402 Mn**	**~26%**	**20–25%**
FY2026 revenue (unaudited)	Contracted pipeline (10 projects)	Revenue CAGR FY26–31E	Target return (indicative)

INVESTMENT HIGHLIGHTS

- Contracted pipeline of LKR 402 Mn across ten named projects — risk-weighted at 90% conversion — underpins the growth trajectory
- Profitable at current scale: FY2026 EBIT margin 7.9%, with a 13%+ normalised EBITDA margin sustained across the forecast horizon
- Tier-1 global OEM accreditations across networking, security and cloud form a technical moat versus uncertified local competitors
- Recognised as “Emerging Partner of the Year 2026” by a tier-1 global networking OEM
- Diversified across hospitality, banking, education, retail and telecom verticals, and six solution lines, reducing single-client dependence

REQUEST FULL INFORMATION

Qualified investors: contact us quoting Deal ID DB028. Following execution of our electronic NDA (DocuSign), you will receive the Confidential Information Memorandum, detailed financials, and data room access.

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FY2026 figures are derived from unaudited management accounts for the year ended 31 March 2026. Valuation range reflects DCF sensitivity to discount rate and terminal growth assumptions. Target return is indicative and not guaranteed.