लिस्टिंग विभाग, नेशनल स्टॉक एक्सचेंज ऑफ इंडिया लिमिटेड, 'एक्सचेंज प्लाजा', सी-1, ब्लॉक जी, बांद्रा - कुर्ला कॉम्प्लेक्स, बांद्रा (ई), मुंबई - 400 051	कॉर्पोरेट संबंध विभाग, बीएसई लिमिटेड, रोटुंडा बिल्डिंग,पी जे टावर्स, दलाल स्ट्रीट, किला, मुंबई - 400 001
Listing Department, **National Stock Exchange of India Limited** **'Exchange Plaza', C-1, Block G,** **Bandra - Kurla Complex, Bandra (E),** **Mumbai - 400051**	**Corporate Relationship Department,** **BSE Limited, Rotunda Building,** **P J Towers, Dalal Street, Fort,** **Mumbai - 400 001**
Scrip Symbol- RAILTEL	**Scrip Code- 543265**

Sub: Intimation of Schedule of Analyst/Institutional Investor Meet.

Ref: Our Letter of even no. dated June 16, 2024.

Dear Sir/ Madam,

In continuation of our above referred letter, it is hereby informed that during the Non-Deal Roadshow (NDR) in Mumbai from July 22nd to 24th, 2024, the Company's management is expected to engage in one-on-one meetings with various investors. The copy of Investor Presentation is being submitted in advance as **Annexure-I.** The same is also available on the website of the Company at https://www.railtelindia.com/intimation.html

3. This is submitted for your information and record.

धन्यवाद,

रेलटेल कॉर्पोरेशन ऑफ इंडिया लिमिटेड के लिए

जे. एस. मारवाह
कंपनी सचिव एव अनुपालन अधिकारी
सदस्यता संख्या – एफ सी एस **8075**

संलग्न: ऊपरोक्त अनुसार
वितरण:- 1) सहायक कंपनी सचिव को फाइल में रखने हेतु।
      2) सहायक प्रबंधक/पी.आर.ओ. को वेबसाइट पर अपलोड करने हेतु।

रेलटेल कॉर्पोरेशन ऑफ इंडिया लिमिटेड (भारत सरकार का उपक्रम)
RailTel Corporation of India Ltd. (A Government of India Undertaking)
CIN : L64202DL2000GOI107905
Registered & Corporate Office : Plate-A, 6th Floor, Office Block-2, East Kidwai Nagar, New Delhi-110023,
T : +91 11 22900615, F : +91 11 22900699
Website : www.railtelindia.com

RailTel Corporation of India Ltd.

Empowering India's Digital Transformation

www.railtel.in

Disclaimer

By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations:

- This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of RailTel Corporation of India Limited (the "Company"), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company.

- The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

- This document may contain statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward-looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

- You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

- Neither the delivery of this document nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date.

Contents

1. Ecosystem and its USP

2. Business Landscape & Strategy

3. Financial Performance

1.   RailTel: Ecosystem and its USP

About RAILTEL

Incorporation

- Incorporated as a Schedule 'A' PSU in September 2000
- Achieved 'MiniRatna-I' Status in Year 2012.

Regional Offices

Serving Pan India and all states through:

- Corporate Office at Delhi
- 4 Regions (Delhi, Mumbai, Kolkata & Secunderabad)
- 22 Territories –Covering all states

VISION

Our Vision is to become the preferred telecom solutions and services provider for knowledge economy

MISSION

To attain leadership in providing premier telecom infrastructure service by offering the cost-effective state of the art communication solutions

Network Operation Centres

- Central Network Operations Center ("CNOC") at New Delhi
- 4 NOCs (Network Operation Center) at Mumbai, Delhi, Kolkata and Secunderabad

Human Resources

- A large pool of Rly Signaling & Telecom professionals
- Lean Organization with 800+ professionals deployed pan India
- One of the young organization - Average age of the employees is less than 40 years.

Board Structure

Full-Time Directors

Sh. V Rama Manohara Rao (Director-Finance)

Sh. Manoj Tandon (Director/ Project, Operations & Maintenance)

Sh. Yashpal Singh Tomar (Director/ Network Planning & Marketing)

Sh. Sanjai Kumar (Chairman & Managing Director)

Govt. Nominee Directors

Sh. Rameshwer Meena ED-Signal, MoR

Sh. Ranjit Kumar ED-TD, MoR

Independent Director

Sh. N. Manoharan

Organization Structure

Corporate Office (New Delhi)

Eastern Region (Kolkata)

Territories
1. Kolkata
2. Guwahati
3. Patna
4. Bhubaneshwar
5. Raipur
6. Ranchi
7. New Jalpaiguri

Northern Region (Delhi)

Territories
1. Delhi
2. Delhi (NCR)
3. Chandigarh
4. Lucknow
5. Jaipur
6. Prayagraj

Southern Region (Hyderabad)

Territories
1. Secunderabad
2. Chennai
3. Bangalore
4. Ernakulam
5. Vijaywada

Western Region (Mumbai)

Territories
1. Mumbai
2. Ahmedabad
3. Bhopal
4. Nagpur

RAILTEL

Our Journey…

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2000-01 — Incorporated as 'Schedule A' CPSE under Ministry of Railways

2002-03 — IP-2 Licence to start commercial operations to lease bandwidth to Private Telcos.

2005-06 — India's 1st STM-16 Network enabling higher bandwidth in the country.

2007-08 — India's 1st MPLS Network

2010-11 — MoU Excellence Award as best PSU in Electronics & Communication Sector

2019-20
- E-Office in 106 Railway Units for 1,00,000 users
- Wi-Fi at 5600+ Stations completed

2016-17 — RailTel's Home Internet railwire
- Started W-Fi rollout at stations with Google
- Received Unified License (UL)
- Crossed 1 Lakh subscribers in Railwire

2015-16 — 1st Station Wi-Fi by RailTel at Bangaluru

2013-14
- 1st Tier-III Data Centre
- Launch of Railwire services on Pan-India basis

2012-13 — Mini Ratna Category-I Status

2020-21
- Launch of IPO
- Listing of Equity Shares in Stock Exchange

2021-22
- Completed HMIS implementation at 699 Railway Hospitals/Health Units
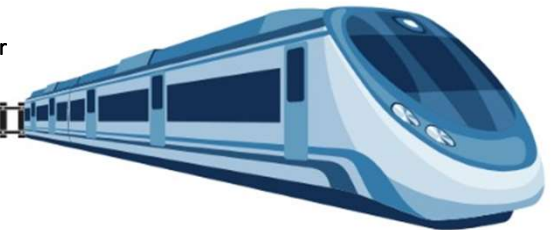- Launch of SOC Services

2022-23 — RailTel crossed turnover of 2,000 Cr

2023-24
- RailTel established Centre of Excellence (CoE) for Railway Signalling
- SCOPE Eminence Award in Institutional Excellence (Mini Ratna I&II) Category for overall outstanding Performance.

RailTel's USP

PAN India Presence
11000+ PoPs (6108 Railway PoPs)

Unique PSU
- Consistent Profit-making Telecom PSU
  - Telcom Infra
  - Data Centre
  - SOC services
  - SI (ICT/IT)

Unified License
- NLD, ISP & ILD
- IP-1 registration

Critical Infrastructure
- Identified as NCII by NCIIPC
- No Network elements from Land-border sharing countries

Network Infrastructure
- 62,000+ route kms backbone
- 21,000+ Kms of City Access Network
- High-capacity bandwidth up to 800G at 90 locations.

Data Centers
- Managed by In-house team at Gurgaon & Secunderabad
- Tier-III Certified
- MeitY Empaneled Cloud
- Security Operations Centre (SOC)

RailWire Broadband Service
- Ranked 13th largest broadband provider. 5.8 lakhs subscribers
- 4th largest in Subscriber count in Rural area

System Integration
SI in ICT/IT services

RailTel's Services Portfolio

TELECOM SERVICES

- Dark Fiber
- Tower Colocation
- Leased Line
- Internet Bandwidth
- VPN
- Retail Broadband

DATA CENTER SERVICES

- MeitY empaneled Cloud Services
- IaaS
- SaaS
- TPaaS
- SOCaaS
- Adhaar Authentication
- E-office

PROJECTS

- OFC Projects
- IP bases VSS
- ICT Services
- Digital Services
- Rly signaling
- Tunnel Comm.
- Smart City
- International projects

Major Customers

Central Government

रेल मंत्रालय MINISTRY OF RAILWAYS

Indian Ordnance Factory

EPFO

CBIC

Coast Guard

National Knowledge Network

DRDO

Air Force

Coal Segment

Coal India

SECL

Bharat Coking Coal Limited

ECL

NCL

COAL MINES PROVIDENT FUND ORGANISATION

cmpdi — A Mini Ratna Company

Telco & OTT

amazon

Google

Airtel Express Yourself

vodafone Idea

BHARAT SANCHAR NIGAM LTD

PRASAR BHARATI

PSUs & others

रेलटेल RAILTEL

ONGC

HP

Bharat Petroleum

सेल SAIL

डेडीकेटेड फ्रेट कॉरीडोर

CDAC

INDIAN RAILWAY FINANCE CORPORATION

Rail Vikas Nigam Limited (A Government of India Enterprise)

CRIS

C-DOT

Central Warehousing Corporation

NICSI NATIONAL INFORMATICS CENTRE SERVICES INCORPORATED

State Governments

JAMMU SMART CITY

Brihanmumbai Municipal Corporation

PUDUCHERRY SMART CITY DEVELOPMENT LIMITED — ville smart

BIHAR EDUCATION PROJECT

OCAC Odisha Computer Application Centre

State Transport Authority Odisha

Banks and Financial Institutions

State Bank of India

बैंक ऑफ़ बड़ौदा Bank of Baroda

सेन्ट्रल बैंक ऑफ़ इंडिया Central Bank of India

SOUTH INDIAN Bank

KVB

इंडियन बैंक Indian Bank

utiisl UTI Infrastructure Technology And Services Limited

...and many more

Other Market Players

Telecom Services

OTHER MARKET PLAYERS

ICT Projects

BSNL
Connecting India *faster*

POWERGRID
पावरग्रिड

JIO

sify

airtel

TATA
TATA COMMUNICATIONS

BHARAT ELECTRONICS
QUALITY, TECHNOLOGY, INNOVATION
Bharat Electronics Ltd. (BEL)

TCIL
Telecommunications Consultants India Ltd. (TCIL)

ITI
Indian Telephone Industries Limited

STL
Sterlite Tech

L&T
Larsen & Turbo

BECIL
बेसिल
Broadcast Engineering Consultants India Ltd. (BECIL)

STPI
एसटीपीआई
Software Technology Park of India (STPI)

Infosys

wipro

HFCL
Himachal Futuristic Communications Limited

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2. Business Landscape & Strategy

Modernization of Indian Railways...New technology projects

RAILTEL

Hospital Management Information System

RailWire Station Wi-Fi

E-Office

Video Survelliance System

HD Video Confrencing

Automatic Signalling & EI

Tunnel Communication

KAVACH & LTE works

Business Strategy- By Product/Service lines

National Long Distance

Market Scenario

- Declining NLD Prices. Falling by 40% in last 5 years.
- Price Driven competition
- 5G, OTT, Digitalization Push, Cloud and Digital transformation

Strategy

- Increase BW sale through DC Business
- Edge Data Centre
- Connecting new DC's being created in India
- Dedicated Offerings through MoUs
- Focus on Telecom requirement in Project Business (Bundled services)
- Targeting Enterprise Segments with Bundled service offerings

IP-1: Tower Business

Market Scenario

- Growing demand of large bandwidth and ultra-low latency & 5G
- To meet the demand ,65% of telecom towers need to be fiberized in India.
- No exclusive ROW

Strategy

- Partner with independent tower companies
- Offer Managed tower services
- Flexibility in pricing of 'Ordinary Cities' towers
- Increase number of sites (pole mounts) with bandwidth fiber connectivity.
- Exploring Small Cell and IBS deployments business.

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Business Strategy- By Product/Service lines

Internet BW

Market Scenario
- Data consumption in India is estimated to grow to 10 crore terabytes.
- Expected to grow at a healthy rate driven by demand for internet despite falling prices

Strategy
- Focus on Enterprise Segments and last mile connectivity to DC/EDC markets, DC parks, SEZ's, Greenfield Smart cities.
- Solution provider in long-term partnerships model (e.g. ITPO project).
- Expansion into other segments such as BFSI, Manufacturing and IT /ITeS

RailWire

Market Scenario
- Fiber-to-the-home (FTTH) connections in India grew from 7 lakhs in 2014 to 40 lakhs in 2020.
- Forecast to reach 1 Cr by year 2025. Market expected to grow @ 9%-12%.

Strategy
- RailWire-Partnership model- 5.66 lakhs (Rural-3.20 lakhs)
- Separate strategies circle-wise
- Partnership with more ANP's
- Launch of bundled OTT offerings
- Competitiveness through pricing

Business Strategy- By Product/Service lines

Data Centres

Gurgaon DC

Secunderabad DC

Market Scenario

- India is a Quantum growth market for DC.
- DC industry growing nearly 4 times in demand from hyperscalers during 2018-22.
- Significant potential is in the government sector.

Strategy

- Hyperscale DC at Noida- 10 MW and 102 EDC Pan India
- EDC business driven by IoT, big data, AI, cloud, OTT streaming, and 5G technologies as they provide reduced latency, real-time analysis, enhanced app performance, and business agility.

Project Business

Market Scenario

- Digitalization Initiative of Govt of India
- New Technologies- AI/ML, IoT, Cybersecurity etc
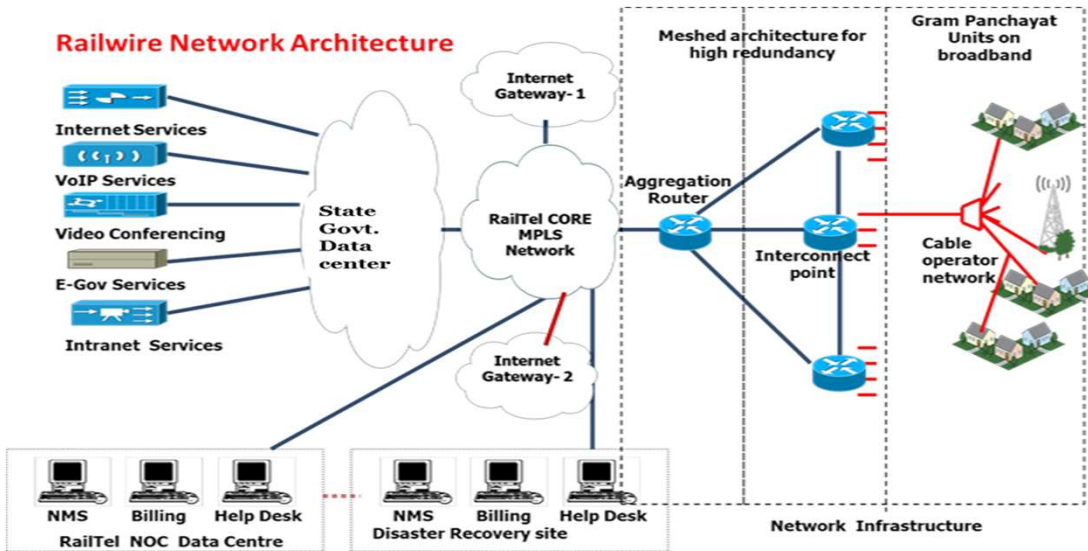- Railway Modernization

Strategy

- Railway Projects-VSS, E-Office, HMIS,, Signaling Business and other new offerings by RailTel.
- Smart cities, Integrated Command & Control Centre (ICCC), Data Centre Services, Cybersecurity, System Integration and Digital Transformation ICT projects
- nternational Projects

Retail Broadband Services - RailWire

Railwire Network Architecture

Internet Services
VoIP Services
Video Conferencing
E-Gov Services
Intranet Services

State Govt. Data center

RailTel CORE MPLS Network

Internet Gateway- 1
Internet Gateway- 2

Aggregation Router

Meshed architecture for high redundancy

Interconnect point

Gram Panchayat Units on broadband

Cable operator network

NMS | Billing | Help Desk
RailTel NOC Data Centre

NMS | Billing | Help Desk
Disaster Recovery site

Network Infrastructure

RailWire
RailTel's Home Internet

5.66 + lakh Customers (June, 2024)	**4.3x** Growth since Apr'20	**Revenue (23-24) Rs. 344 cr.**

- Unique **innovative collaborative model** with Local Cable Operators & MSPs
- Suitable model for **high speed rural connectivity**
- **OTT bundled offers ,IPTV services at select locations**
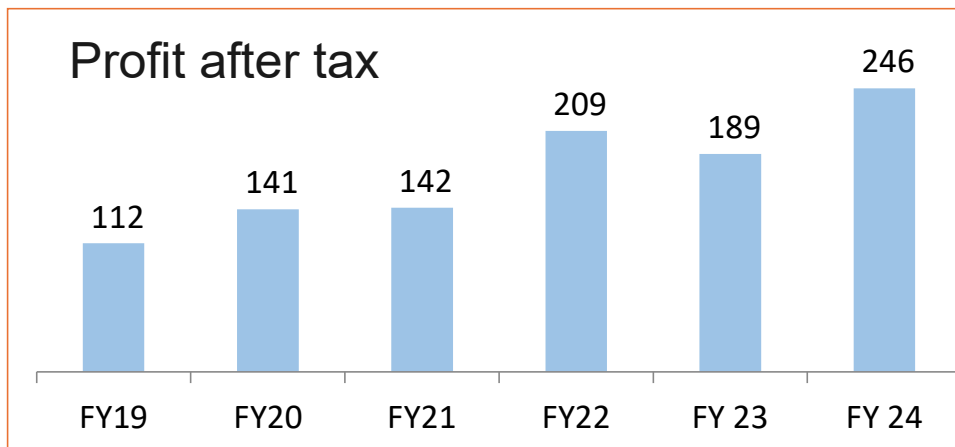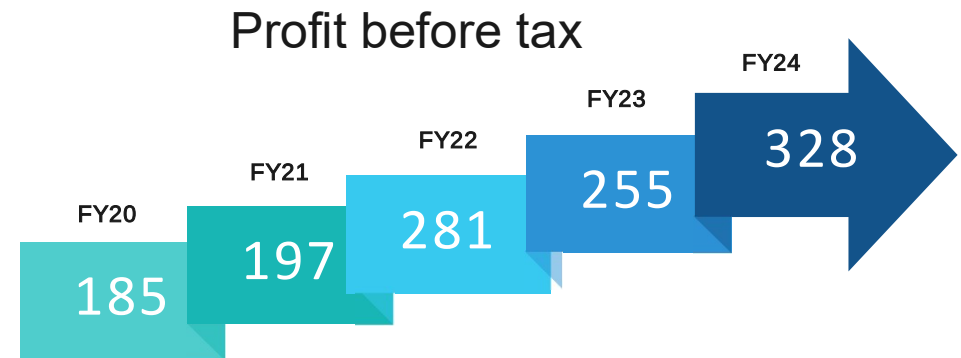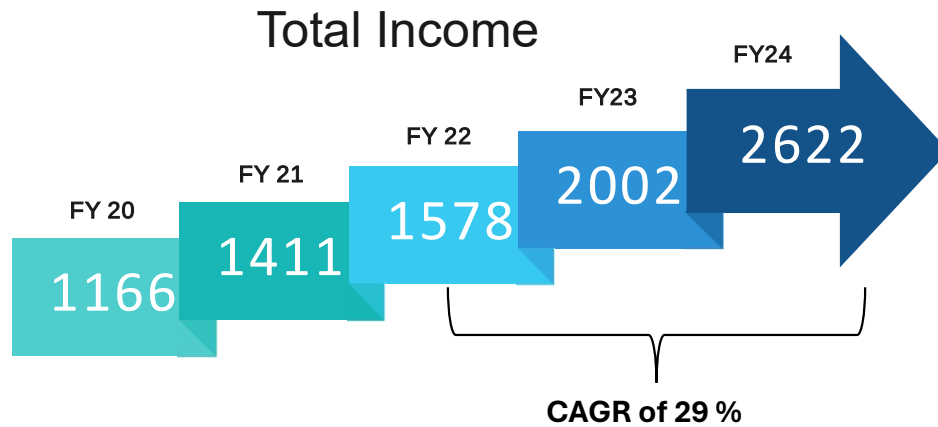- Cloud-based Education applications

3. Financial Performance

Financial Performance

Consistent Growth

All figures in Rs Crores

Total Income

FY 20	FY 21	FY 22	FY23	FY24
1166	1411	1578	2002	2622

CAGR of 29 % (FY22 to FY24)

Profit before tax

FY20	FY21	FY22	FY23	FY24
185	197	281	255	328

Profit after tax

FY19	FY20	FY21	FY22	FY 23	FY 24
112	141	142	209	189	246

Revenue growth- CAGR (2024 vs 2014)	
Overall (10 Years)	19%
Telecom	12%
Projects	41%

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Financial Performance

Consistent Growth

RAILTEL

All figures in Rs Crores
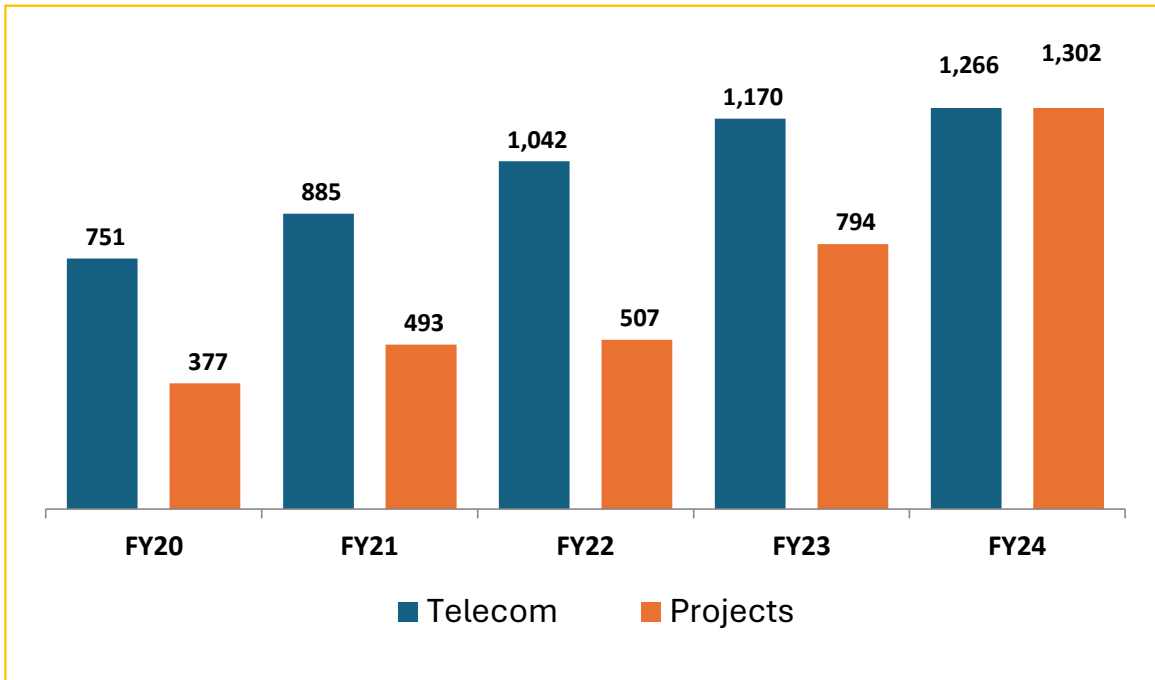
Telecom Segment Revenue (FY24)

- NLD — 47%
- ISP — 34%
- IP — 19%
- Other — 0%
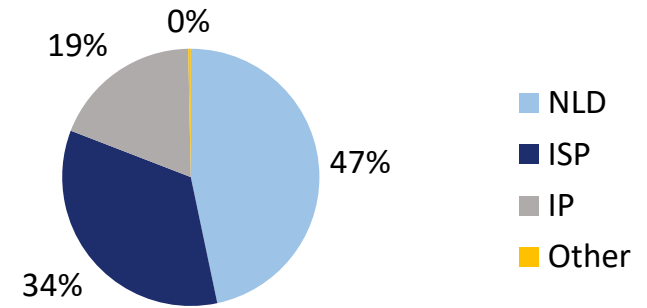
Project Segment Revenue (FY24)

- Railway — 20%
- Other — 80%

Bar chart (Telecom / Projects):

	FY20	FY21	FY22	FY23	FY24
Telecom	751	885	1,042	1,170	1,266
Projects	377	493	507	794	1,302
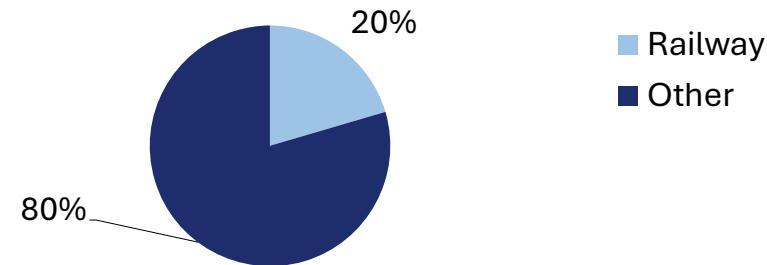
Financial Performance

Consistent Growth

All figures in Rs Crores

Net Worth

Year	Value
2020-21	1413
2021-22	1527
2022-23	1649
2023-24	1827

Gross Block

Year	Value
2020-21	1980
2021-22	2143
2022-23	2331
2023-24	2570

Share

ROCE
17.96%

ROE
13.47%

Dividend
Yield
0.78% *

EPS
7.67

Debt Free

1D | 5D | 1M | 3M | 6M | 1Yr   Submit

600

400

200

0
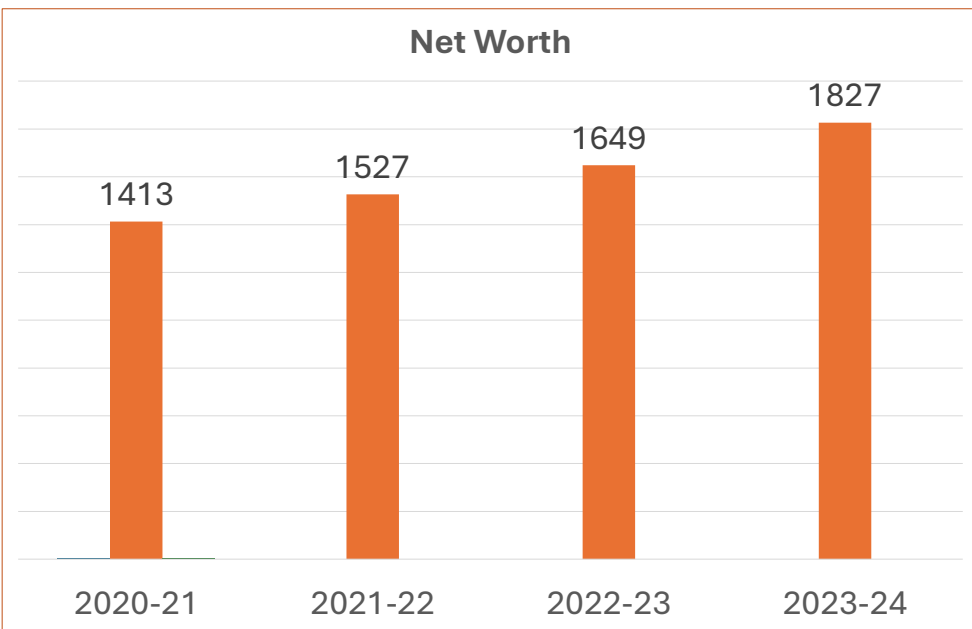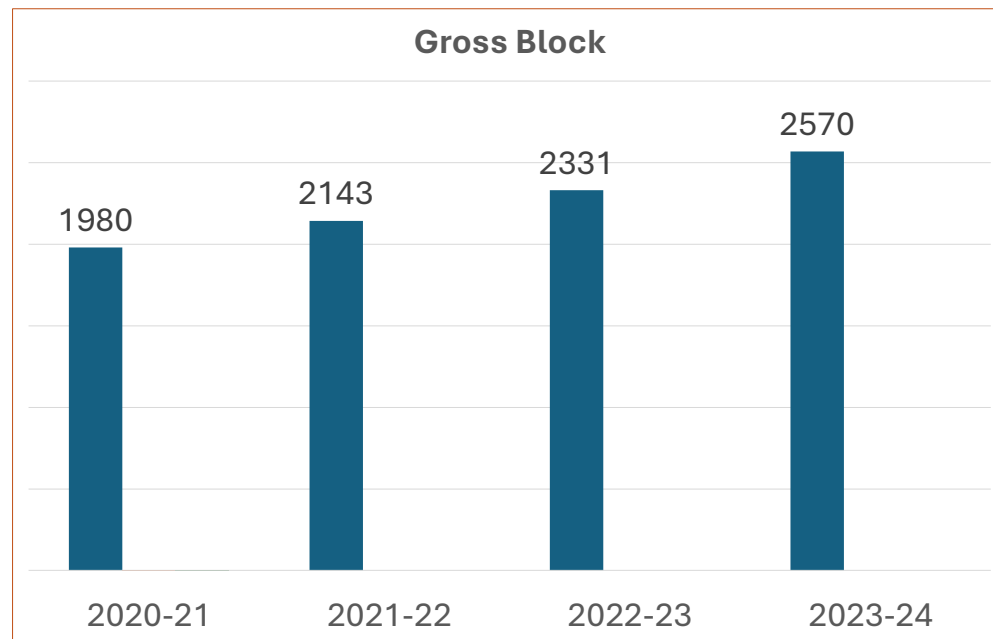
July 2023-July 2024 - stock price growth - Graph from BSE Site
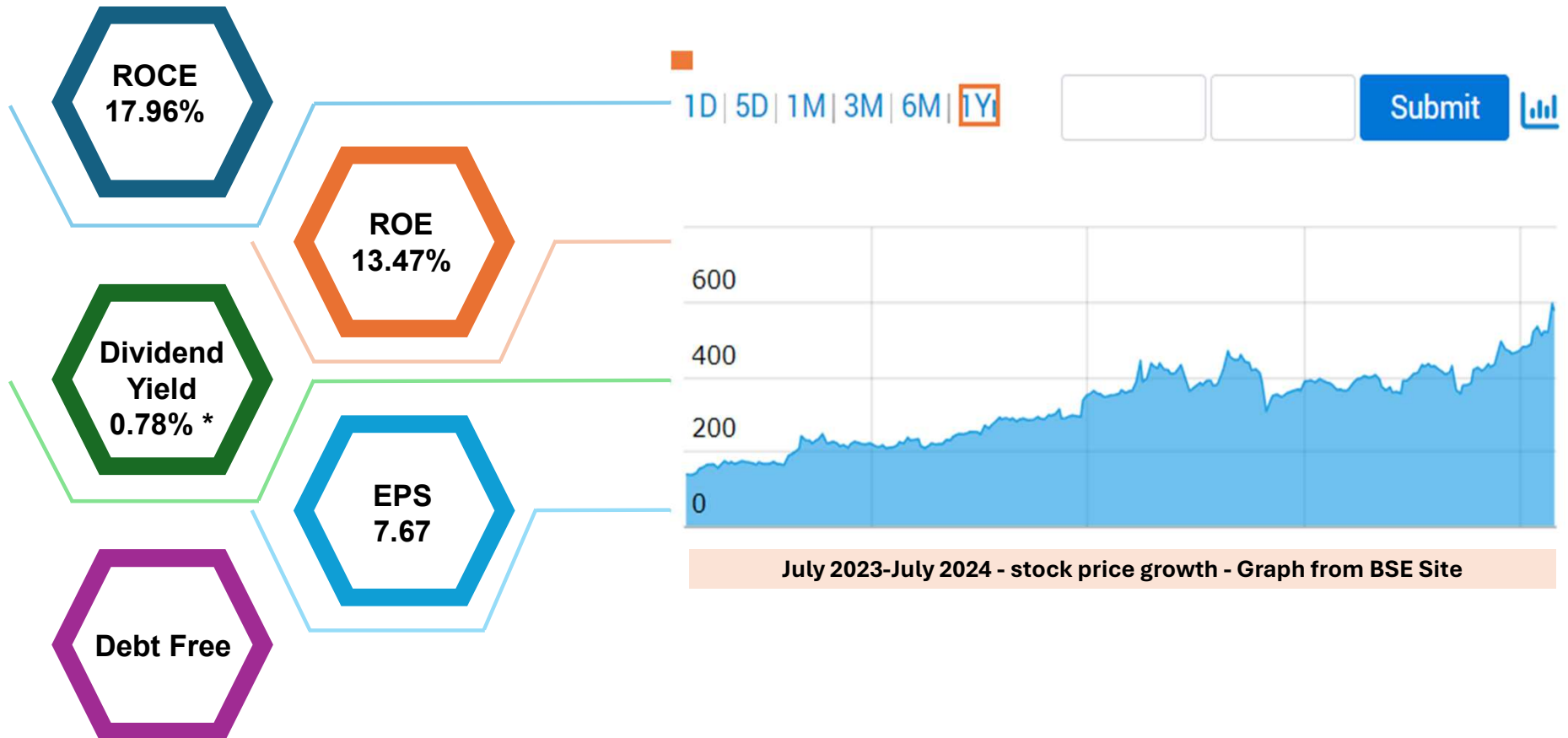
* Based on rate as on 31.3.2024

Orderbook

RailTel's current orderbook – Rs 4682 Cr

Orderbook: Order-Type

Type of Order	Value (in Rs Cr)	Contribution
Govt Nomination	1047	22.4%
Tender	3546	75.7%
Private	90	1.9%
Total	4682	100%

Orderbook: Segment-Wise

Segment	Value (in Rs Cr)	Contribution
State Govt.	1883	40.2%
Railway	952	20.3%
Govt Deptt.	630	13.5%
Coal	400	8.5%
Banking	381	8.1%
CPSE's	185	3.9%
Defence	162	3.5%
Telco	69	1.5%
MSO	21	0.4%
Total	4682	100%

Orderbook - Major Orders in FY 2022-23 and FY 24 (till 16.7.2024)

₹ 4682 Crores Order Book

| Customer Name	Order Value(in Rs. Cr)	Services
Municipal Corporation of Greater Mumbai	351.95	Supply, Installation, Testing, Commissioning, Operations & Maintenance of HMIS for Health Department of BMC
Centre for Development of Advanced Computing (C-DAC)	287.57	Supply, Installation, Integration, Testing and Commissioning of IT infrastructure in green field Data Centre at New Delhi and Bengaluru along with Training and Support
South Eastern Coalfields Limited	186.19	MPLS VPN services at 529 Locations under SECL Command Area
Navodaya Vidyalaya Samiti	162.73	Supply & Implementation of Integrated Infrastructure & IT solutions under PM SHRI Scheme in JNVs Schools
Prasar Bharati Broadcasting Corporation Of India	139.73	Selection of Master System Integrator for Design, Development, Implementation, Operations and Maintenance of OTT platform
State Project Director (Spd) Bihar Education Project Council (Bepc)	130.60	Agency for Supply of Teaching Learning Material for Class I to V Under Rate Contract
Western RAilWays	124.90	Implementation of unified communication infrastructure comprising IPMPLS LAN Infra, VOIP exchange, IP based control communication and replacement of UTN over Western Railway
Electronics & information Technology Department, Government of Odisha	122.8	Provisioning of secondary bandwidth and replacement of equipment along with implementation of SDWAN for OSWAN project
NMDC Limited	122.63	Implementation of IT Infrastructure for ERP and other future digital initiatives at NMDC.
South Central Railways	120.45	comprehensive signalling and telecommunication works for provision of automatic block signalling system in Yermaras-Nalwar section of Guntakal division in South Central Railway.

RailTel's 'IIM' Strategy

Indigenization- I

- MoU with M/s Quadrant Future Tek for 'KAVACH' systems
- MII- Make in India & Startup India preference in procurement
- Digital Service Partner and Business Associates partnership (300+ incl. 50 Startups) with focus on building & offering Indian products
- Managing & Building Data Centres for storing and processing critical data/information in the country
- Edge Data Centres- Pan India

Innovation-I

- 'RailCloud'- MeitY empaneled public cloud services
- Digitalization initiatives- NIC e-Office, HMIS, e-Nivida, SOC & cybersecurity and many more
- MoU with IIT-Roorkee and IIT-Chennai for R&D in field of Signaling & Telecommunication of IR
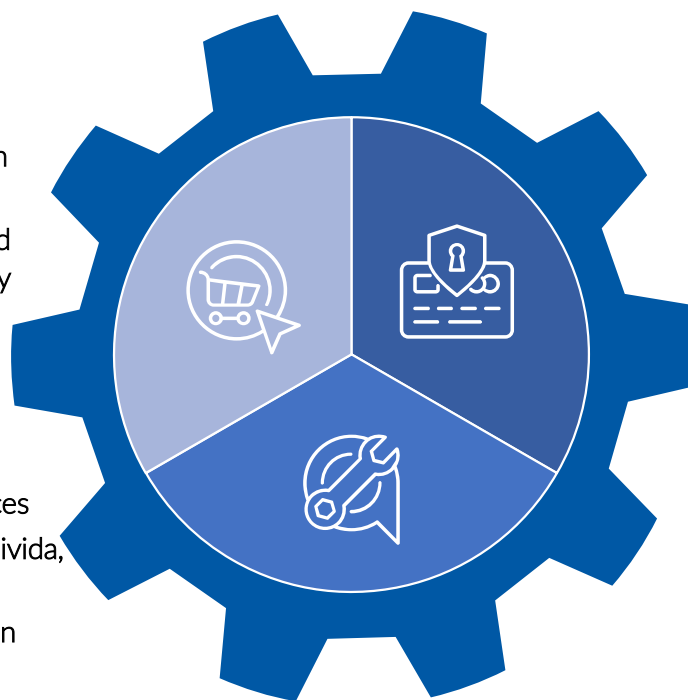
Modernization-M

- Government's Digitization & Technology Modernization projects Partner
- Upcoming project of IR-
  - ➢ KAVACH
  - ➢ LTE works e.g. Delhi-Mumbai (WCR) and Delhi- Kolkata Sections (NCR)
- Tunnel Radio Communication for IR
- Skill Development: -
  - ❑ Centre of Excellence (COE) for Railways
    - ➢ Modern Signaling
    - ➢ KAVACH
    - ➢ LTE Telecommunication. Cyber Security
  - ❑ MOU with IIT Roorkee for setting up of COE and Long Term Courses
  - ❑ MoU with IRSE, UK for issuing Signalling Certifications in India
- International forays

Highlights of the Year

Jan 2024- SCOPE Eminence Award, in Institutional Excellence category, from Hon'ble Vice President of India

April 2024- MoU with M/s InoviTel (PTY) LTD and M/s Tsiko Africa Energy & Infrastructure (South Africa) for Strategic Collaborations

May 2024 - MoU with M/s Quadrant Future Tek Limited for Strategic Collaboration and implementation of KAVACH

June 2024- ET PSU Award for HMIS project from Hon'ble Union MoS (Ind. Charge) Science & Technology; Earth Sciences; MoS PMO, PP/DoPT, Atomic Energy, Space,

CSR

Major CSR initiatives

RailTel's Akansha Super-30, Dehradun
Transforming lives of 30 talented but under privileged students by enabling them to crack JEE with success rate above 90% (254 students out of 269) since 2015.

RailTel Akansha Super 30 students

Better Health Status for rural women at Purulia, West Bengal
Providing health facilities like Health Checkup, Eye Testing, Menstrual Health to rural people through Health centre at Purulia, West Bengal since 2021 benefitting more than 2500 women annually.

Mobile Ambulance

Mobile Ambulance at SPS Nellore, Andhra Pradesh
Offering healthcare access, medical consultation, diagnosis, health education and awareness, medical dispensation benefitting more than 5000 rural families

Distribution of Nutritious Food to women in Weaver's Village in Odisha
Addressing food and nutrition issue by empowering 120 nos of women, through promoting and providing diversified nutritious foods to families.

Women beneficiaries of of Maniabandha (Weavers) village of Odisha

RailTel implemented E-Office at 85+ organisations.....still counting

Thank You!

#StayCyberSafe

www.**railtel**.in