



A Navratna PSU

Ref: RailTel/Sectt/21/SE/S-16

Date: June 19, 2025

लिस्टिंग विभाग, नेशनल स्टॉक एक्सचेंज ऑफ इंडिया लिमिटेड, 'एक्सचेंज प्लाजा', सी-1, ब्लॉक जी, बांद्रा - कुर्ला कॉम्प्लेक्स, बांद्रा (ई), मुंबई - 400 051  Listing Department, National Stock Exchange of India Limited 'Exchange Plaza', C-1, Block G, Bandra - Kurla Complex, Bandra (E), Mumbai - 400051	कॉर्पोरेट संबंध विभाग, बीएसई लिमिटेड, रोटुंडा बिल्डिंग, पी जे टावर्स, दलाल स्ट्रीट, किला, मुंबई - 400 001  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 17 June 2025.**

Dear Sir/ Madam,

In continuation of our above referred letter, it is hereby informed that during the Non-Deal Roadshow (NDR) in Mumbai from 23<sup>rd</sup> to 24<sup>th</sup> June 2025, the Company's management is expected to engage in one-on-one meetings with various investors.

2. Further, the management will also participate in a physical group meeting with investors, scheduled to be held in Mumbai on Tuesday, 24th June 2025. The meeting is being organized by M/s. Antique Stock Broking Limited.

3. 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.railte.in/intimation.html>

4. 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



रेलटेल  
RAILTEL

A Navratna CPSE  
Govt of India

## Investor's Meet- 2025



## Disclaimer



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- 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.
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- 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.

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RailTel's USP

**2.** New Initiatives

**3.** Financial  
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रेलटेल  
**RAILTEL**

A Navratna CPSE  
Govt of India

# 1. Ecosystem and RailTel's USP

# About RAILTEL

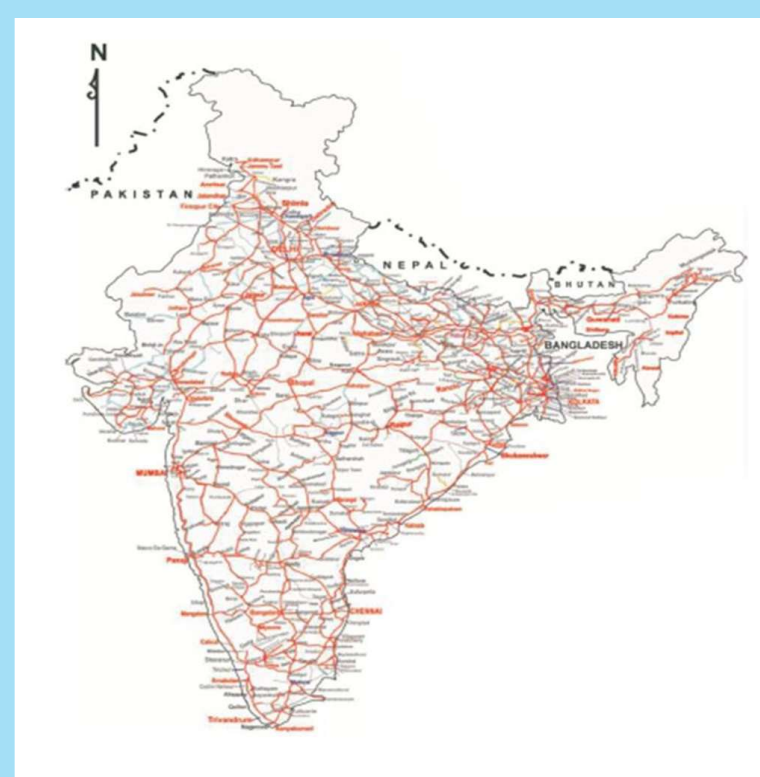
## Incorporation

- Incorporated as a Schedule 'A' PSU in September 2000
- Achieved 'Navratna' Status in 30<sup>th</sup> Aug 2024.

## Regional Offices

Serving Pan India and all states through:

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



## 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 less than 40 years.

## 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

# 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 Directors



**Dr. Subhash Sharma**



**Smt. Asha Sharma**

# Organization Structure



# Our Journey...



Incorporated as 'Schedule A' CPSE under Ministry of Railways



2000-01

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



2002-03

India's 1<sup>st</sup> STM-16 Network enabling higher bandwidth in the country.



2005-06

India's 1<sup>st</sup> MPLS Network



2007-08

MoU Excellence Award as best PSU in Electronics & Communication Sector



2010-11

Mini Ratna Category-I Status



2012-13

- 1<sup>st</sup> Tier-III Data Centre
- Launch of Railwire services on Pan-India basis



2013-14



2019-20

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



2016-17

- Started W-Fi rollout at stations with Google
- Received Unified License (UL)
- Crossed 1 Lakh subscribers in Railwire



2015-16

1<sup>st</sup> Station Wi-Fi by RailTel at Bangaluru



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

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

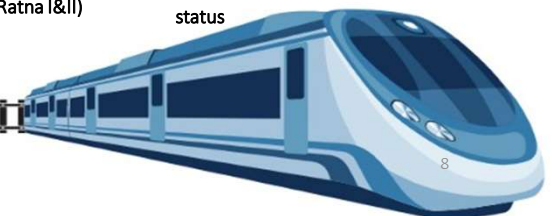


2023-24



2024-25

'NAVRATNA' CPSE status



# RaiTel's USP



## PAN India Presence

11000+ PoPs (6112 Railway PoPs)

### Unique CPSE

- Profit making CPSE in Telecom sector
- Telecom Infra
- Data Centre
- SOC services
- SI (ICT/IT)
- Debt free

### Unified License

- NLD, ISP & ILD
- IP-1 registration

### Critical Infrastructure

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



## System Integration

SI in ICT/IT services across various sectors

### Network Infrastructure

- 62,000+ route kms backbone
- 21,000+ Kms of City Access Network
- High-capacity bandwidth up to 4 Tera

### Data Centers

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

### RailWire Broadband Service

- Ranked 12th largest broadband provider
- 4th largest in Subscriber count in Rural area
- About 58 % customers in Rural areas

# RailTel's Services Portfolio

## TELECOM SERVICES



- Leased Line – NLD
- Tower Colocation
- Internet Bandwidth
- FTTH-OTT bundled RailWire
- VPN
- Dark Fiber

## DATA CENTER SERVICES



- MeitY empaneled Cloud Services
- IaaS
- PaaS
- SaaS e-office
- TPaaS
- SOCCaaS
- Aadhaar Authentication
- E-office Hosting
- HMIS now on SaaS model

## PROJECTS



- OFC Projects
- IP based VSS
- IT/ICT Services
- Digital Services
- Rly signaling
- Tunnel Communication
- Smart City
- Biometric exams
- International projects

# Major Customers



## Central Government



## PSUs & others



## Coal Segment



## State Governments



## Telco & OTT



## Banks and Financial Institutions



...and many more

# Services to Indian Railways

## Telecom Services

- Long Haul (IP-MPLS)
- Short haul (STM-4)
- Dark Fiber
- RailNet- Railway intranet
- TPaaS-Videoconferencing services
- Internet
- Wi-Fi at 6112 Railway Stations



## ICT Services

- E-Office- 236 Railway Units (1.51 lakhs users)
- HMIS- 710 Railway Hospitals & health units
- Data Centre Services

## Signalling & Telecom project

- Video Surveillance System at 5102 Stations
- Tunnel Communication- Central Rly (71), NF Rly (32) , SW Rly (16), KRCL (20) and IRCON (13)- Total 152 tunnels
- KAVACH in EC Railway (502 kms)
- Signaling Projects-SCR (Automatic Signalling and Ground Infra Works for 4GLTE, NWR (Gauge conversion, EI), SER (Automatic Signalling)

# Credit Rating and Procurement guidelines



## Credit Rating (by ICRA Limited)

Instrument	Rating Action
Long-term/short-term-non-fund based	AA (Stable)/A1+; reaffirmed
Long-term-Fund-based limit- Cash credit	AA (Stable); reaffirmed
Long-term- Interchangeable	AA (Stable); reaffirmed
Long-term/short-term- Unallocated limit	AA (Stable)/A1+; reaffirmed and assigned for enhanced amount

## Government of India Policies and Guidelines:

- Procurement from MSE- RailTel follows the MSME guidelines and encourages procurement from MSE vendors especially Women and SC/ST MSE's
- Procurement from GeM portal: RailTel follows GoI guidelines and items are being procured from GeM (as per availability and requirements)
- RailTel procurement encourages Make in India guidelines of GOI

Source:

<https://www.railtel.in/images/pdf/Intimation%20of%20credit%20rating.pdf>



## **2. New Initiatives**

# New Initiatives- International Forays



## Jamaica

- ❑ Project Implementation Agency for installation & commissioning of Electronic Infrastructure (Electronic Scoring Boards) at Sabina Park Cricket Stadium.

## Data Centre work in Ethiopia

- ❑ Project Implementation Agency- Data Centre for Ministry of Foreign Affairs, Ethiopia

## South Africa

- ❑ MoU with Tsiko Africa Group to explore project opportunities in sectors like IT/ICT, Health Management Information Systems and Railway Signalling, Telecommunication and other Infrastructure related opportunities

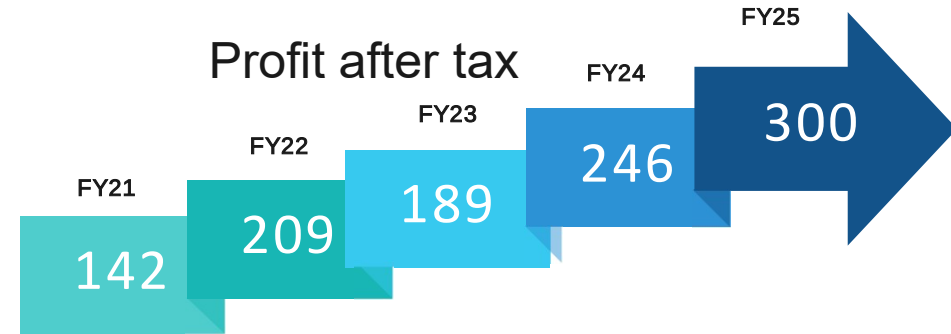
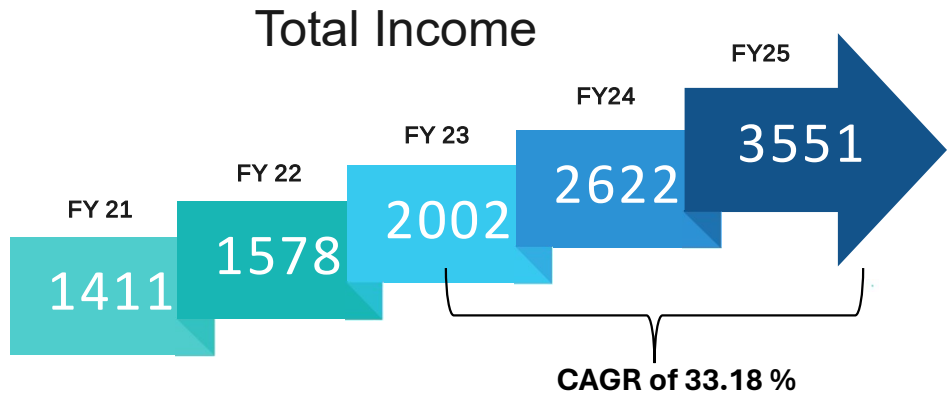


### **3. Financial Performance**

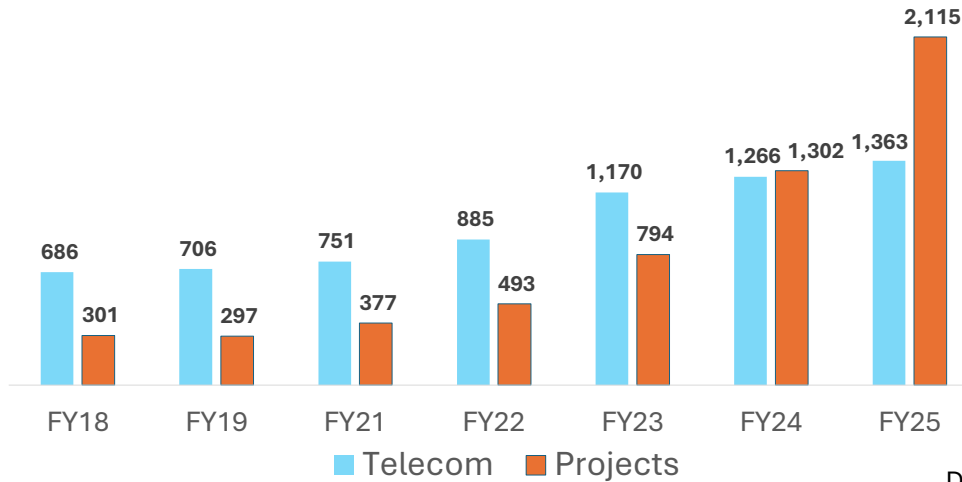
# Financial Performance

*Consistent Growth*

All figures in Rs Crores



Revenue growth- CAGR	
Overall (10 Years)	22%
Telecom	12%
Projects	48%



FY 2024-25	Figures in Rs Cr	% growth over last year
Total Income	3551	35%
Profit after Tax	300	22%

Detailed financial statement: <https://www.railtel.in/financial-statements.html>

# Market Capitalization- Snapshot

**Market Cap**  
₹13.7k Cr  
(18 Jun 25)

**ROCE**  
20%  
(Mar'25)

**ROE**  
15%  
(Mar'25)

**Dividend For FY'25**  
Rs. 64.19\*  
Cr

**EPS**  
9.34  
(Mar'25)

**Debt Free**

\* -In addition to interim dividend paid earlier, final dividend of ₹ 0.85 per share subject to approval of AGM

Market Summary > Railtel Corporation of India Ltd

424.00 INR

+ Follow

18 Jun, 3:30 pm IST • Disclaimer

1D | 5D | 1M | 6M | YTD | 1Y | 5Y | Max



2021 to Jun'25 - stock price growth

## RailTel's current orderbook – ₹ 7018 Cr



State Governments  
₹ 2,076 Cr (29.59%)



Government Depts  
₹ 868 Cr (12.36%)



Indian Railways  
₹ 2,004 Cr (28.56%)



CPSEs-₹ 905 Cr (12.89%)



Banking -₹ 385 Cr (5.48%)



Railway PSUs - ₹ 566 Cr (8.07%)



Pvt Enterprises ₹119 Cr (1.69%)



Telcos & MSOs-₹ 95 Cr (1.36%)

# Orderbook - Major Orders in FY 2024-25 and FY 25-26



**₹ 7018  
Crores  
Order Book**

Customer Name	Order Value ( in Cr)	Services
East Central Railway	244.20	Provision of Kavach (indigenous Train Collision Avoidance System) on Low Density Railway Track in 502.2 Rkm of East Central Railway.
Motor Vehicles Department, Maharashtra	232.56	Implement, O&M of ITMS in Vidarbha for 10yrs. Final project value shall be communicated by dept during award of PO. Price mentioned in RFP of Rs. 274.40 Cr has been considered.
State Project Director (SPD) Bihar Education Project Council (BEPC)	206.04	Supply of Students Kit for the Students of Class 1 to Class 12 at Govt. Schools in Bihar
State Transport Authority Odisha	222.33	Upgradation of existing Command Control Centre to Unified Command Control Centre & Implementation of Intelligent Enforcement Management System (IEMS) for State Transport Authority,
Ministry of Railways (Railway Board)	158.32	Augmentation of Existing HMIS application and other Railways new requirements
Rural Development Department, Mantralaya	155.72	Operationalization of ASSK-GP project in Konkan, Pune, Nashik Regions
Employees Provident Fund Organisation	144.29	Creation of Infra for EPFO
IRCON International Limited	137.79	Integrated Tunnel Communication including Railway General Telecommunication arrangement in Sivok - Rangpo New BG Rail Line project of NF Railway
Adani Connex Private Limited	113.96	Advanced Smart Metering Infrastructure Project
Dy.CSTE/Projects/Secunderabad	94.43	COMPREHENSIVESIGNALLING AND TELECOMMUNICATIONWORKS FOR PROVISION OF AUTOMATICBLOCK SIGNALLING SYSTEM INNANDALUR - RENIGUNTA JN SECTION OFGUNTAKAL DIVISION IN SOUTH CENTRALRAILWAY

# Highlights of the Year



RailTel received 'Navratna' CPSE status from Department of Public Enterprises, Ministry of Finance on 30<sup>th</sup> Aug 2024



RailTel and Microsoft have entered a transformative five-year strategic partnership to drive AI innovation in the Government sector, enabling population-scale impact.



RailTel won the FE Futech Awards 2024 by Financial Express in the 'Best HealthTech Provider category (Silver)



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

# Thank You!



[www.railtel.in](http://www.railtel.in)