

RailTel/Sectt/21/SE/S-16

Date: June 06, 2023

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 05, 2023.**

Dear Sir/ Madam,

In continuation of our above referred letter, it may be mentioned that during the Non-Deal Roadshow (NDR) in Mumbai on 7th and 8th June, 2023, the management of the Company is likely to interact with investors as per the below mentioned schedule:-

Date	Time	Name of Analyst/ Investor	Note:-
07.06.2023	08:45 AM	LIC Mutual Fund	1. This schedule is subject to changes and the changes may happen due to exigencies on the part of Analyst/ Investor/ the Company.
	11:15 AM	GIC Insurance	
	02:00 PM	HDFC Life Insurance	
08.06.2023	08:45 AM	HDFC Mutual Fund	2. No Unpublished Price Sensitive Information (UPSI) pertaining to the Company will be shared at any of the meets with Analyst/ Investors
	11:00 AM	SBI General Insurance	
	12:30 PM	Abakkus Asset Managers	
	02:30 PM	Other group of investors	

2. The updated copy of Investor Presentation is placed at **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 महाप्रबंधक/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



Annexure-I



RailTel Corporation of India Limited



RAILTEL –One of the largest neutral telecom infrastructure providers in India with pan India optic fibre network

Created as a Schedule 'A' PSU on Sept. 2000 with the objectives.

- Monetize Telecom Infrastructure of Indian Railways
- Modernizing Telecom Network of IR to improvise Railway Train Control, Operational Safety & Disaster Management
- **Building a broadband network on OFC along Railway Track.**
- Implementation of Railway Signaling systems/projects

A Mini Ratna Central Public Sector Enterprise since 2012

- National Long Distance (NLD), Internet service provider (ISP) licenses, Infrastructure Provider 1 registration
- Started as a Vanilla Bandwidth Service Provider and now one of the largest & trusted ICT solution provider
- Built a broadband network on OFC along Railway Track

Key partner to Indian Railways for Digital Transformation with more than 11000 Point-of-Presence (“PoPs”)

Executing projects of National Importance

Established financial track record - **consistently profitable and dividend paying** since 2008

RAILTEL –One stop solution for ALL DIGITAL TRANSFORMATION needs

RailTel has unique combination of Pan India Network with RoW, own Data Centre, SOC, CNOC, System Integration strength

Infrastructure

- Infrastructure at **61,000+** route kms + **6,108** Stations
- 21,000+ Kms of City Access Network
- Offer High-capacity bandwidth up to 800G at 87 locations.
- Nationwide network designed for Mission Critical Activities
- Central Network Operations Center (“CNOC”) at New Delhi
- 4 NOCs (Network Operation Center) at Mumbai, Delhi, Kolkata and Secunderabad
- Wi-Fi at 6108 Railway stations
- **11000+ Point-of-Presence (“PoPs”)**
- **1100+ Towers (including rooftops) across India**
- **Own UPTIME USA certified Tier III Data centers at Secunderabad and Gurugram**
- **Own MeitY empanelled Cloud- RailCloud**
- **Own Security Operation Centre at Gurugram**

Human Resources

- A large pool of Rly Signalling & Telecomm professionals
- Senior Management with significant Railway and industry experience
- Lean Organization with 800+ professionals deployed pan India

Optical Fiber Network



Organization Structure



Major Customers

Banking & FI



3000 plus
Branches & DC/DR

Coal Segment



COAL MINES PROVIDENT FUND
ORGANISATION

Oil, Steel, PSUs



1000 plus
Field Offices & HQ

Key Ministries



Mission Critical
organization

Key OTT & Telco



Telecom Services

Telecom Network Services

- **National Long Distance (“NLD”) Services:** digital capacity to carry long-distance telecommunication services
- **Virtual Private Network**
- **Internet Service Provider (“ISP”) Services:**
 - Internet leased line.
 - Broadband services through ‘RailWire’ brand.

Telecom Infrastructure Services

- **Passive Infrastructure (“IP-1”) Services:**
 - Service on microwave towers for collocating antennas, small cell sites for telecom operators.
 - Space for networking equipment and power.
- **Single core dark fiber for transmission of digital video signals to multiple system operators (“MSOs”) for cable distribution**

Data Center Services

Managed Data Center & Hosting Services

- **Data Centre and Managed Hosting:** Infrastructure as a Service, Managed services, cloud computing, disaster recovery services
- **HD Video Conferencing Services:** end-to-end hosted video conferencing facility
- **Security Operations Centre as a Services:** cyber security incident prevention and security event monitoring services
- **Aadhaar Authentication Services** used for KYC and authentication in multiple exams.

Project Services

Project Services

- OFC projects
- Tunnel Communication
- IP Based Video Surveillance System
- **ICT Hardware, Software and Service Integration:** Digital transformation projects (Railway, Education, Health)
- **Digital Services:** Wi-Fi as a service, e-office, IoT/AI based solutions, e- auction, e-tendering
- Railway Signaling Projects

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



₹ 4,500+
Crores
Order Book

Customer Name	Order Value(in Cr) (Incl. of taxes)	Services
State Bank of India	253.35	Provisioning of 4G LTE connectivity for offsite 15000 ATMs and maintenance for 5 years
Centre for Development of Advanced Computing (C-DAC)	287.57	Providing IT infrastructure in green field Data Centre at New Delhi and Bengaluru with Training and Support
CDAC	220.55	Providing MPLS and Internet bandwidth for Implementation of CCTV Surveillance System for Delhi Safe City
South Eastern Coalfields Limited	186.19	Providing MPLS VPN services at 529 locations under SECL Command Area for the period of 5 years
Govt. of Puducherry	170.11	For designing, development, SITC, O&M for 5 years of Integrated Command Control Centre and other associated activities for Puducherry Smart City
National Mineral Development Corporation Ltd.	122.63	For implementation of IT infrastructure for ERP and other future digital initiatives at NMDC
Government of Odisha	122.08	For provisioning of secondary bandwidth and replacement of equipment along with implementation of SDWAN for OSWAN project for a period of five year
Madhya Pradesh State Electronics Development Corporation Limited	97.64	For expansion of SDC and Establishment of Disaster Recovery Centre
South Western Railway	107.44	Commissioning of a secure, reliable, scalable, manageable and converged communication system for 230+ stations over SWR
WEBEL	98.56	For Capacity Enhancement of West Bengal State Data Centre (WB-SDC), Monibhandar, Kolkata
Madhya Pradesh State Electronics Development Corporation	34.91	For expansion of State Data Center (SDC) and establishment of Disaster Recovery (DR) Center with 5 years maintenance
Bangalore Metro Rail Corporation Ltd	58.17	Providing IT network infrastructure and Comprehensive Annual Maintenance Contract
DRDO	36.99	For Supply, Installation and Commissioning of DRDO Cloud Based Architecture/On-Premise Cloud on DRONA
National Informatics Centre Services Incorporated	29.75	Work of Immigration Visa and Foreigner Registration & Tracking
DRDO	26.87	For "Supply, Installation and Commissioning for enhancement of Data Centre and its Networking Infrastructure
Indian Railway Finance Corp. Ltd	20.81	For "Implementation of ERP and other Business modules along with servers for cloud hosting and DR services".

RailTel for Indian Railways – Partner in Digital Transformation

Data Network & Railnet

- MPLS (Multi Protocol Label Switching) Provides services for Railway applications like Integrated Payroll and Accounting System (IPAS) and Unreserved Ticketing and FOIS
- Intranet capacity of 84 Gbps and internet capacity of 35 Gbps
- RailNet –WAN of IR over IP-MPLS network of RailTel.

Video Surveillance System (VSS)

- MoU with IR for IP based VSS at 6,049 stations signed on 25.6.2020
- Work completed at 308 major stations by RailTel including 06 stations of Kashmir Valley.
- Tenders for 456 Nirbhaya fund stations finalized and work order issued

e-Office

- Cloud enabled National Informatics Center (NIC) appl. hosted in RailTel Data Centre
- 1.48 lakh users over Indian Railways in 236 establishments
- 31+ lakh e-files and 2.56 Cr + e-receipts created

RailWire Wi-Fi

- Offers public Wi-Fi at railway stations
- Covers 6108 railway stations
- Average 4.9 Cr unique user logins/month, 7.6 Cr average user logins/month*
- Average of 3324 TB of aggregated data/month *

Video Conferencing Facilitation

- End to end responsibility by RailTel.
- Extended through RailTel network (Min 4Mb).
- Deployed for Railways, CBEC, CPSUs, Courts.
- 602 end-points deployed nationwide (380 for Railways).

Optical Fiber Cable & Tower Infrastructure

- Maintaining 61000+ RKM of OFC along Railway Track
- Maintaining 1100 towers and offering colocation services
- 21,000 RKM (approx.) of citywide OFC access network

Hospital Management Information System

- 707 Railway Health Units are now integrated with Ayushman Bharat Digital Mission (ABDM) eco-system.
- 34 clinical modules of HMIS have been implemented

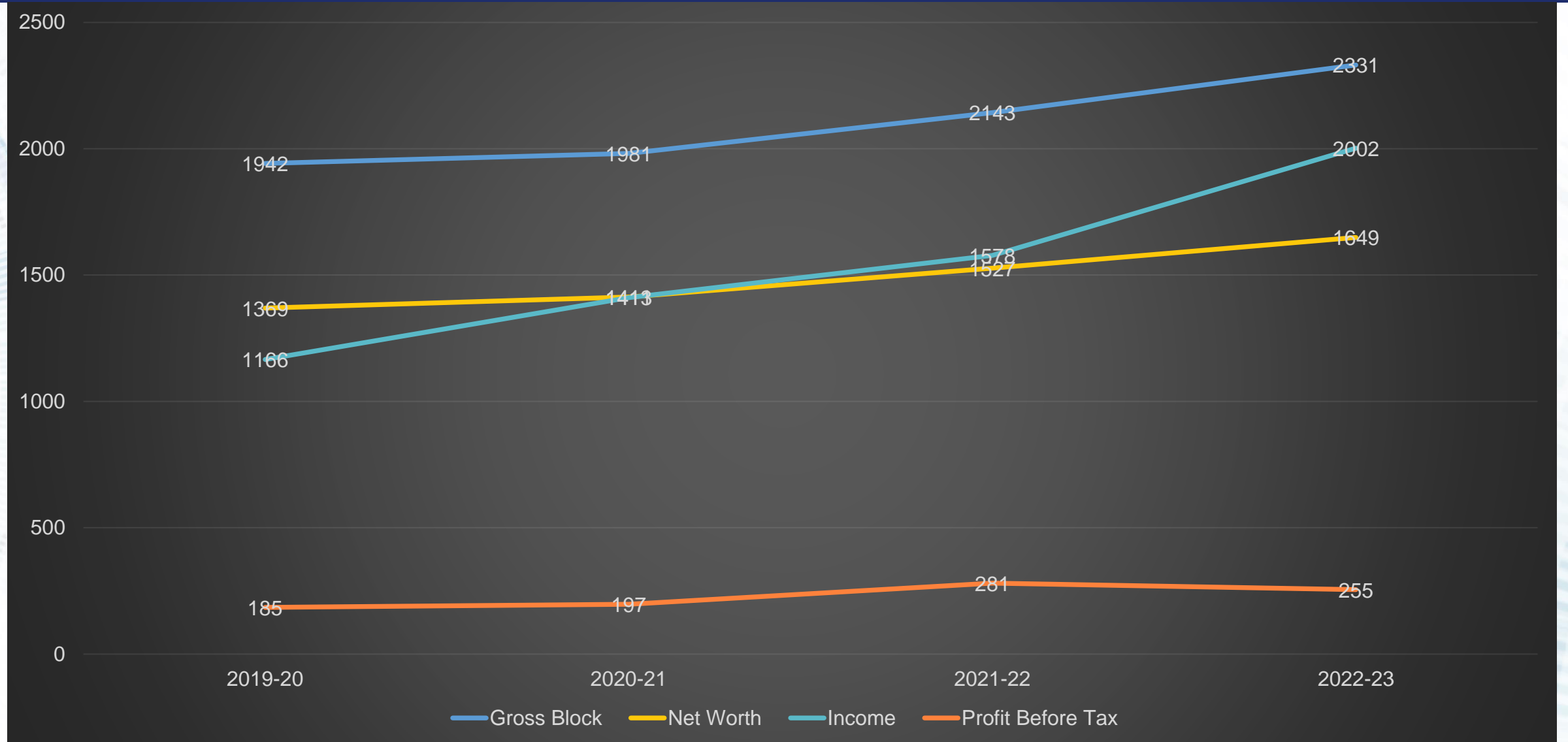
Railway Signaling Projects

- Replacement of old mechanical Signalling with Electronic Interlocking at 26 stations of NR.
- Work completed at 10 stations and Work-in-Progress at balance 16 stations.

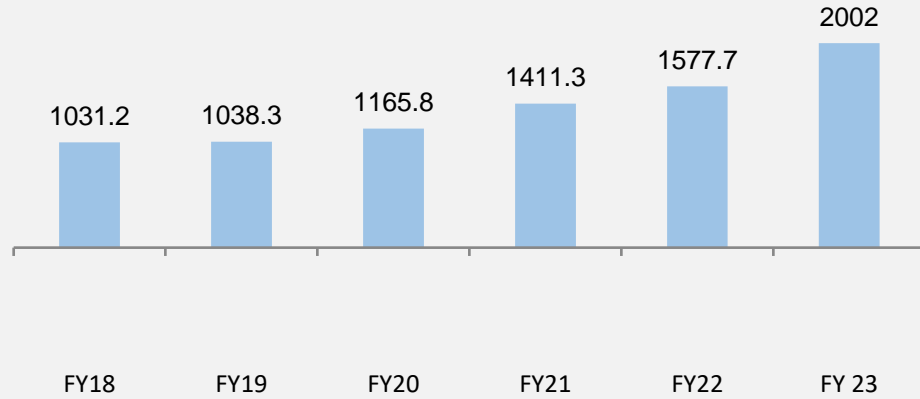


Financial Performance

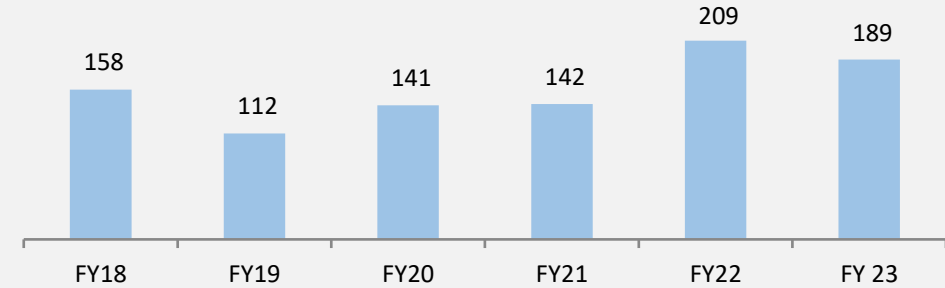
All figures in Rs. Cr (₹ Cr)



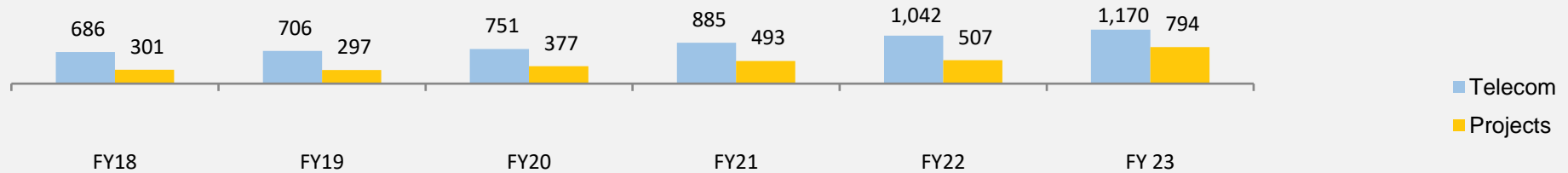
Total Income



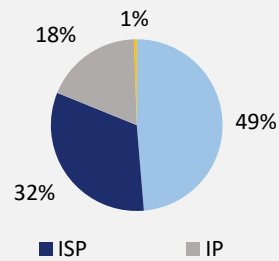
Profit After Tax



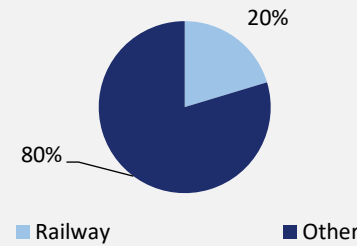
Revenue by Segment



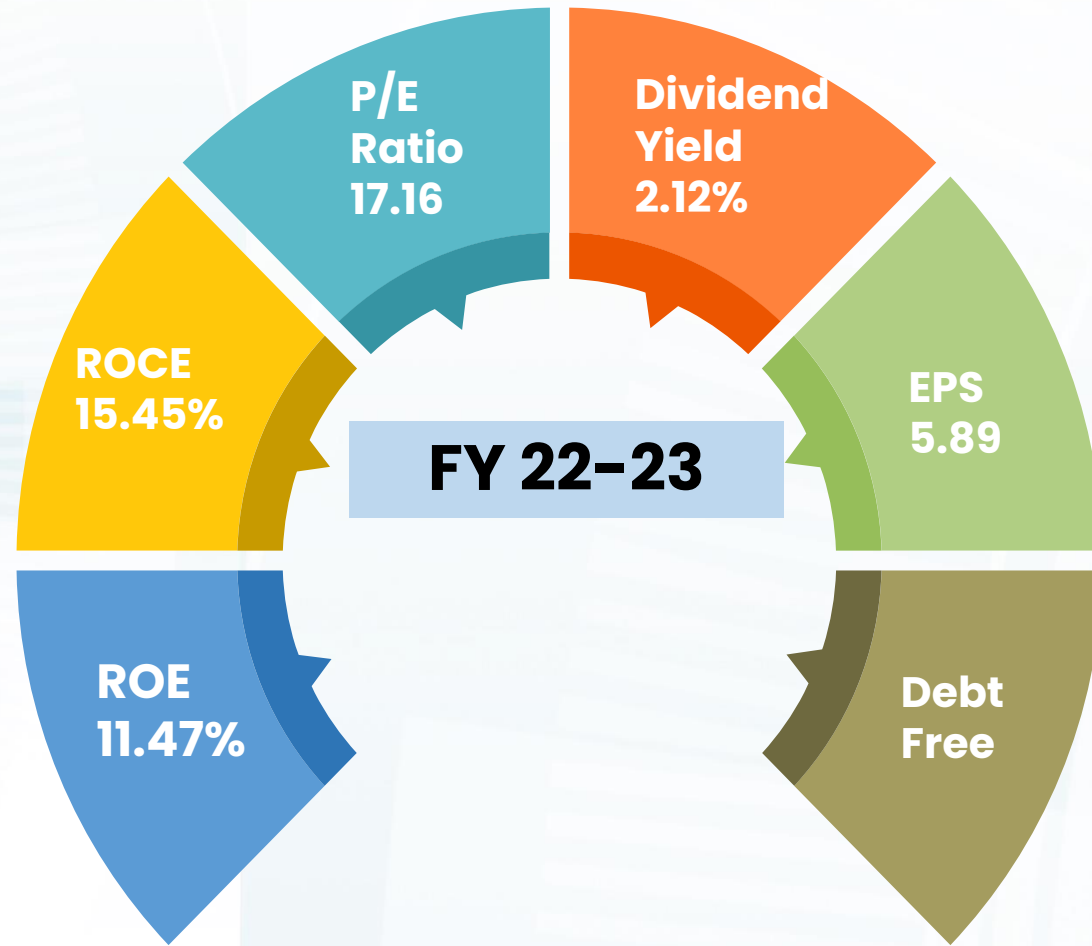
Telecom Segment Revenue (FY23)



Project Segment Revenue (FY23)

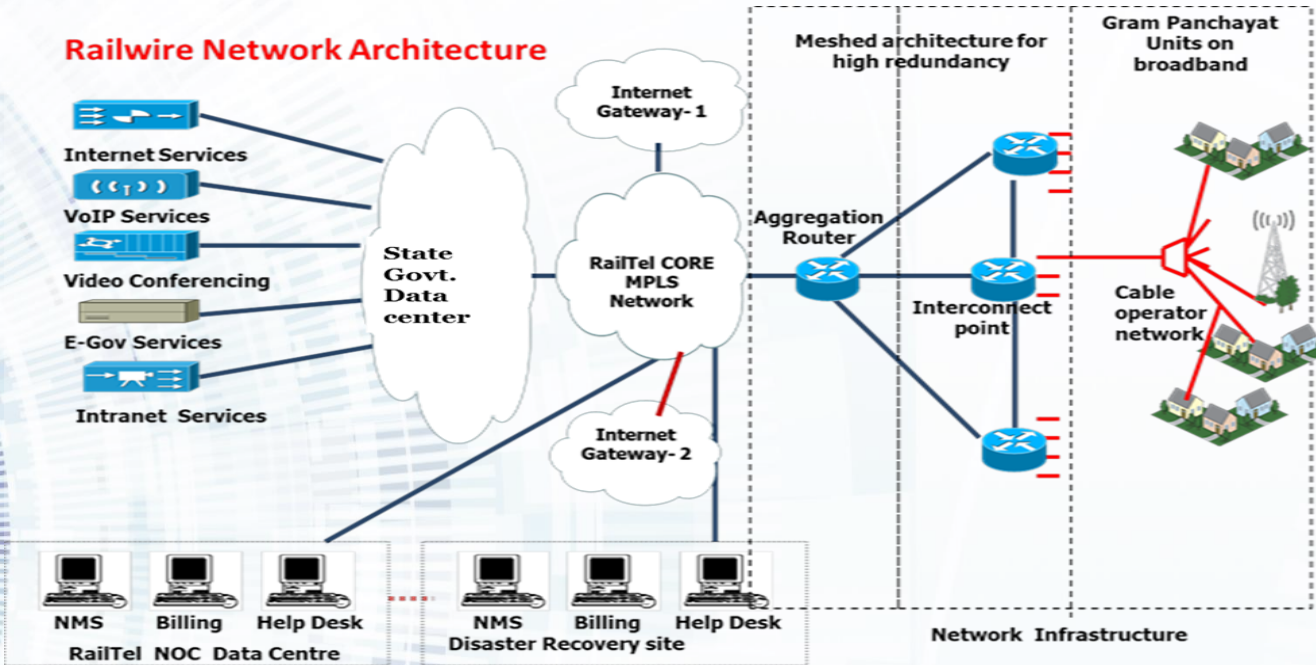


Fundamentals



Retail Broadband Services - RailWire

Railwire Network Architecture



5.16 + lakh

Customers (*March 2023)

2.6x

Growth since Apr'20

- 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

Revenue (22-23)

Rs. 318 cr.

Expectation in 23-24

Customer- 10+ lakh

Revenue- 500 Cr.

Rural Broadband Penetration

- ❑ Win-Win framework –
 - Partnering with non-corporate MSOs and ANPs/LCOs for enabling them to survive in hostile competitive environment.
 - Partnering with competition for backhaul to improve resiliency of Network.
- ❑ Targeting the Central/ State/ PSU townships.
- ❑ Rural India focus- Central/State Government programs like Navodaya Vidyalaya, Sarva Shiksha Abhiyan etc.
- ❑ Expanding RailTel's networks in more than 1 lac villages which are within 5kms of distance from RailTel's POP. Already 16000+ Villages have been connected.
- ❑ Bundled OTT service started in July-2022 to tap part of the 9.5 Cr Cable TV subscribers.
- ❑ Targeting State Fibre grids for partnership to provide broadband services
- ❑ Targeting State electricity boards for partnering to provide internet services
- ❑ MoU Signed with CDOT to manufacture indigenously designed customer premises equipment to bring down cost for providing affordable broadband
- ❑ Discussion with various agencies for leveraging their OFC for increasing rural broadband spread.



Station Wi-Fi Monetization

- Partnership with a consortium of 3i Infotech and FISST and Yellow Inc.
- Wi-Fi network monetization across 6108 Railway Stations
- Digital advertisement spaces, inforainment packs, title sponsorships – many more oppertunities
- Minimum revenue of Rs. 14 cr/year for the next 5 years
- A new captive portal and PIPOnet app launched to tap the monetary potential of 4.9 Cr unique user logins/month
- PIPOnet Mobile App will offer super exciting InfoTainment services & Travel related services to ensure stickiness even if user is not in Station WiFi network.



Projects of National Importance (1/3)

National Knowledge Network (NKN)

- ❑ Connecting 765 institutes of higher education and research across a common platform
- ❑ Implementation of campus connection and Wi-Fi facility across 26 universities in India

Bharat Net

- ❑ Government initiative to provide broadband services to rural areas
- ❑ RailTel completed laying over 27,401 kilometers of optical fiber cables for 9,490 GPs
- ❑ 8,014 gram-panchayats and block HQ are service ready in Gujarat and North-East.
- ❑ RailTel present in 25 districts of North-East over optical fibre network.
- ❑ Creation of Intra District SDHQ-DHQ OFC network.

Strategic & Defence Sector

- ❑ Defence - Critical NW & Infra to Army, Airforce, Defence PSUs.
- ❑ DRDO - Critical network of 70 DRDO labs pan India
- ❑ AFNET - Maintenance of Air Force network equipment pan India
- ❑ Air Force -Creation of SOC and connectivity locations for Air force on pan India
- ❑ Indian Coast Guard – PAN India Connectivity & Data Centre
- ❑ Ordnance Factory – Implementation of PAN India NW & DC

Strategic & Defence Sector

- ❑ Hosts sensitive application like Trusted Telecomm Portal of NSCS
- ❑ State of the art of Security Operation Centre .
- ❑ Hosted video conference and other value-added services.
- ❑ Creation of secure DC Infra for CDAC

Projects of National Importance (2/3)

State Governments

- ❑ Haryana - Maintaining SWAN & Data Centre /FMS- E Office
- ❑ Kerala- Managing State WAN & KFON Project NW, UNMS & NOC covering 30k offices & schools.
- ❑ Rajasthan- Network at DHQs, Block-Offices, GPs, Wi-Fi at Atal Sewa Kendra
- ❑ Odisha - bandwidth and implementation of SDWAN for OSWAN
- ❑ MP - Expansion of SDC and Establishment of Disaster Recovery Center
- ❑ UP: 250+ Location MPLS Connectivity to UPSRTC Locations PAN UP.
- ❑ Odisha - bandwidth and implementation of SDWAN for OSWAN
- ❑ Patna High Court – Video Conference Solution
- ❑ Delhi Safe City – NW solution provider
- ❑ Pudduchery Smart City – Design, development , O&M of integrated command control centre and other associated services

Employee State Insurance Corporation (ESIC) Project

- ❑ Completed Operations and maintenance of network for social security programmer.
- ❑ Avail anytime, anywhere healthcare services and creation of a medical database for ESIC
- ❑ Central Network Operation Centre ,Security Operation Centre and Service Desk, ISO 27001 Certification for Data Center and Data Recovery Center.

Projects of National Importance (3/3)

Education & Health

- ❑ Integration of Rly. Hospital Management Information System (HMIS) with Ayushman Bharat Digital Mission (ABDM)
- ❑ AIIMS – CMS / LMS Implementing college management and learning management system.
- ❑ Implementing Tele-medicine solution in ESIC Karnataka.
- ❑ Connectivity & Bandwidth to other 109 Universities and Schools & Connectivity to 1295 Govt. schools and Education offices in Kerala.
- ❑ Smart Classroom & Digital solution under the Central Sponsored Kasturba Gandhi Balika Vidyalaya Scheme through the Govt. of A.P. Sarva Shiksha Abhiyaan in 322 schools.
- ❑ Assam Sarva Shiksha Abhiyan : AI based 48 Lakhs attendance across 46.3k Schools through App/Portal, SDMIS Analytical Dashboard.

Banking & Coal

- ❑ Virtual Private Network & point to point connectivity to 2400 + branches of PSU and private sector banks.
- ❑ Virtual Private Network connectivity, CCTV, HD Video Conferencing and data center services to Coal India and all its subsidiaries.

Data Centre - *Tapping on the opportunity to expand DC business*

Setting up 100+ Edge Data Centre

Actively pursuing the creation of 102 edge Data Centre of 20 Racks (5 KW to 10 KW each).

Edge Data Centres will be set up in Tier-II & III towns in association with partners as the data growth will happen in these towns. The investment opportunity for partner is Rs. 500 Cr+ .

Would enable faster performance and lower latency for next-generation applications like Big data, the Internet of Things, Cloud and streaming services

Improving RailWire Experience

These EDCs will enable deployment of IT infrastructure for 'caching' of popular contents to improve experience of "RailWire" broadband customers as cached contents will then be served locally instead of travelling long stretch of Network.

Business Opportunity with OTT platforms

IT infrastructure for 'peering' with content players can also be deployed in these Edge Data Centres which would improve cost economics for delivery of contents.

Setting up New Data Centre at Noida

RailTel is planning to create a 30 MW Data Centre at its Noida plot under partnership model. This will be an investment opportunity of aprox Rs. 1500 cr for the DC partner.



RailTel Security Operation Centre (SOC)

RailTel Data Center is having it's own Security Operation Center which makes it unique when compare with other govt. service providers. It also complies with the GOI direction to store Govt. Data within the border as all RailTel cloud services/data resides in Indian geography only.

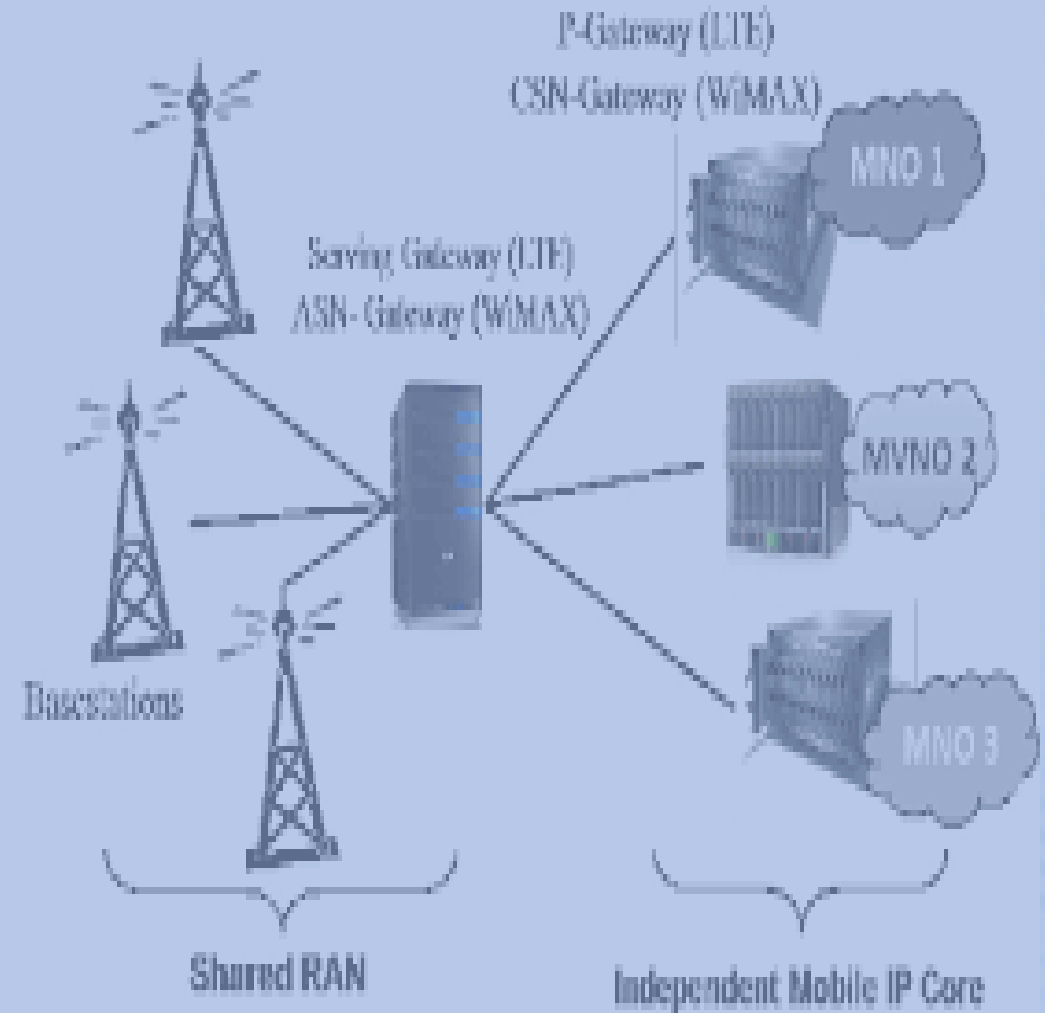
RailTel Through SOC, ensures the security of customer infrastructure by providing end to end security with the help of advance technology and subject matter experts available on 24x7 basis and monitors security events with respect to the below security levels-

- Endpoint security (Antivirus/Anti-Malware/Hardening/VA etc.)
- Network security/Perimeter Security (Firewall/IPS/URL Filtering)
- Application security (Web Application Firewall)
- DDoS Prevention
- Data Backup and Restoration
- Data/Traffic encryption.
- SOC Monitoring (SIEM)



Deployment of Shared Radio Access Network

- ❑ **Deployed India's first neutral shared RAN** at 9 stations of Mumbai Suburban Western line.
- ❑ Will enable the same common infra to be utilized by multiple operators simultaneously.
- ❑ Solution aims to provide high quality reliable 4G & 5G cellular mobility and coverage to the commuters in the corridor.
- ❑ All 3 major telecom operators in Mumbai have very poor throughput at stations and along the tracks.
- ❑ Coverage provided through surrounding macro towers deployed for coverage to roads and buildings outside the corridor.
- ❑ Scalability and architecture enable coverage alongside railway tracks for all operators in a single network.
- ❑ Expertise of service & architecture enable us to work with other government agencies, including other transport / transit projects, smart cities, state government initiatives, etc.
- ❑ Creates a new service offering from RailTel to build, own, operate mobile & enterprise radio networks as a service
- ❑ Building shared RAN solution allows to build, own and operate its own CUG for all their employees and related parties for their own communication purpose in future.



New Business Opportunities

Data Centre & Digitisation Projects

RailTel has participated in various tender opportunities like Digitisation of Indian Coast Guard, UCO Bank , ERNET –Data Centre etc. worth 1000 +Crs.

Hosting & Implementation of NIC's e office

Pursuing the business opportunity of hosting and implementation of NIC's e-office for Central and State Govt Ministries and departments for approx. 2.5 lac users across 80+ customers with business potential of Rs. 150+ Cr.

Education & Smart School Solutions

Pursuing tenders opportunities in – Odisha, Bihar, Jharkhand, Maharashtra Digitization / Smart School solutions, Campus Connection & Wi-Fi system for Rs. 500+ Crs

Surveillance Projects of Police & Utilities

Pursuing the surveillance projects of State Police, Bihar Fire etc & utilities like ONGC, IOCL which has 500 +Crs business potential

Defence Segment

Pursuing AMC project worth 140 +Crs in defence segment

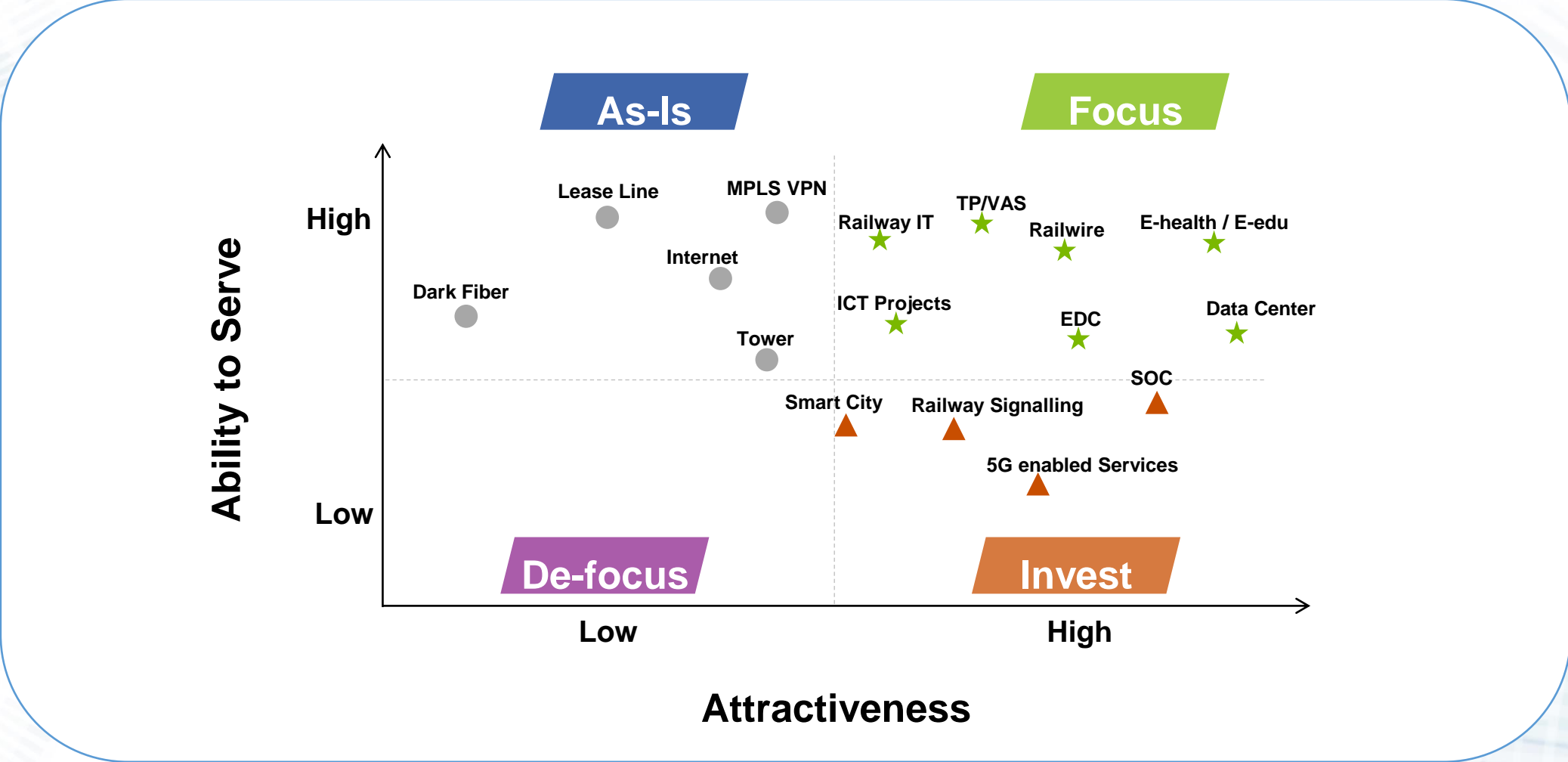
- Extensive Network presence
- Strong rural & remote connect
- Self managed Data Centre & SOC
- Gaining expertise in partnerships
- Strong Financials
- Lean & Agile young workforce
- Expertise in 24x7 critical operations
- Collaborative business model for ICT

- E-gov & smart city initiatives
- Railway modernisation in Signalling and ICT areas
- Upcoming infra & service requirement to enable 5G implementation
- Enhanced Data need in Tier-2, Tier-3 towns and rural areas.



- Limited Last mile connectivity
- Late entrant in IT/ICT sector

- International Supply chain issues
- Competition with established players in ICT industry
- Retention of skilled manpower



Strengthening

- ❑ Capacity enhancement of ICT Infra
- ❑ Skillset development & retention
- ❑ Procurement Strategy
- ❑ Service delivery
- ❑ RailTel Brand

Collaboration

- ❑ IT/ICT project Business
- ❑ R&D initiatives
- ❑ Strategic MoUs
- ❑ Data Centre services
- ❑ Edge Data Centre roll out
- ❑ Smart City programs
- ❑ E-Gov initiatives
- ❑ Railwire services

Diversification

- ❑ 5G enabled services
- ❑ Consultancy / PMC
- ❑ Railway modernisation in signalling, LTE-R, KAWACH, PPDR
- ❑ International Business

Implementation Strategy- Capex Proposal

RailTel is doing CAPEX from time to time to acquire, upgrade, and maintain physical assets such as OFC, buildings, technology and equipment.

An estimated 157.67 Cr Capex is planned in FY 2023-24.

The Capex is mainly planned for following activities

1

Upgradation of RailTel's Backbone network (DWDM and MPLS)

2

Upgradation of CNOC, Access Network, 10G to 100G Network at different locations

3

Provision of STM-4/16 in newly taken over sections from Railways, MDWDM on KRCL route

4

Creation of 100G access network in Delhi Area, J&K

5

Procurement of routers, power plant, charger etc.

01

New Business

Value added services to be launched through partnership model riding on RailTel's existing network & cloud for Enterprise segment.

02

Data Centre

Development of new DC at Noida under PPP/Partnership model.

03

Edge Data Centre

Implementation of EDC across 102 sites in revenue sharing model..

04

RailWire

Target customer acquisition for broadband services..

05

IT Projects

Focus and become implementation partner in various IT, Smart-city, E-gov, PPDR projects of Central/State Govt.

06

Railway Projects

Focus on Railway modernisation projects incl. Signalling, LTE-R, Kawach, station modernisation, etc.

07

Consultancy

Initiate PMC / Consultancy services for various Govt. customers in IT / ITeS areas..

Implementation Strategy- Technology

5G Services

Become an enabler for 5G services along Rly corridor particularly in semi-urban and rural areas.

AI/ML/IoT Services

Start providing solutions to customers in AI/ML/IoT fields in partnership with OEMs/SPs

R & D Effort

Enhance R&D efforts specially for “Made in India” solutions by leveraging Start-Up’s efforts and solution on RailTel’s network

Strategic MoUs

Tie-ups with leading organisations & institutions to enhance RailTel’s technical expertise in various fields thereby helping in launch of new services.

Implementation Strategy- Organization

Streamlining Business verticals

Realigning with focus on areas of Marketing, Planning, Project execution and O&M.

Process Management

Rectifying The challenges in procurements, contract management, project implementation, forging new partnerships, R&D, etc. through creation/modification of process for enabling each teams.

Skill Development

Being a IT/ICT technology intensive organisation, focus being made for reskilling/skill development of existing employees to take up future technology & business areas.

Hiring & Retention

HR welfare policies being updated/modified to ensure bringing required resources as well as for their long term retention

Public Relations

Enhance brand "RailTel" visibility in the market



Thank You