

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

Date: March 27, 2026

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: Regarding intimation of Schedule of Analyst/Institutional Investor Meet**

**Ref: Our Letter of even no. dated 23<sup>rd</sup> March 2026 and 25<sup>th</sup> March 2026**

Dear Sir/ Madam,

In continuation of our above referred letters, please find enclosed copy of Investor Presentation to be shared with analysts/investors at the Investor Meet scheduled to be held in Mumbai on 30<sup>th</sup> March 2026. The same is also available on the website of the Company at <https://www.railtel.in/intimation.html>.

2. Please note that no Unpublished Price Sensitive Information is proposed to be shared by the Company during the aforesaid investor meeting.
3. This is submitted for your information and record.

धन्यवाद,

रेलटेल कॉर्पोरेशन ऑफ इंडिया लिमिटेड के लिए  
JASMEET SINGH  
MARWAH

Digitally signed by JASMEET  
SINGH MARWAH  
Date: 2026.03.27 18:28:06 +05'30'

जे. एस. मारवाह

कंपनी सचिव एव अनुपालन अधिकारी  
सदस्यता संख्या – एफ सी एस 8075

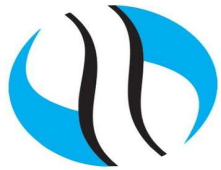
संलग्न: उपरोक्त अनुसार

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 (रेल मंत्रालय) का उपक्रम  
CIN : L64202DL2000GOI107905

Registered & Corporate Office : Plate-A, 6th Floor, Office Block, Tower-2, East Kidwai Nagar, New Delhi - 110023  
T : +91 11 22900600, F +91 11 22900699 | Website : www.railtelindia.com



रेलटेल  
**RAILTEL**

A Navratna CPSE  
Govt of India

# RailTel Corporation of India Ltd.

Empowering India's Digital Transformation



**Investor's Meet- 2026**

# 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  
RailTel's USP

**2.** New Initiatives

**3.** Financial  
Performance



# 1. Ecosystem and RailTel's USP

# About RAILTEL

## VISION

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

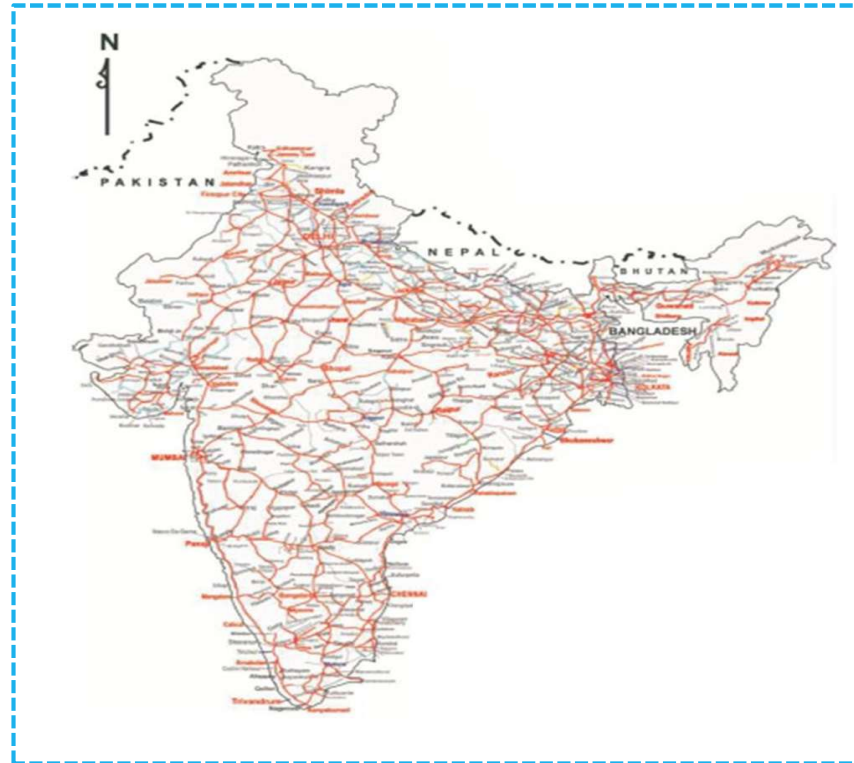
## Incorporation

- Incorporated as a Schedule 'A' PSU in September 2000
- 'Navratna' Status on 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)
- 21 Territories –Covering all states



## 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 pan India
- Young organization - Average age of the employees less than 40 years.

# RaiTel- Board of Directors



## Full-Time Directors

1. **Sh. Sanjai Kumar**  
(Chairman & Managing Director)
2. **Sh. V Rama Manohara Rao**  
(Director/Finance)
3. **Sh. Manoj Tandon**  
(Director/ Project, Operations & Maintenance)
4. **Sh. Yashpal Singh Tomar**  
(Director/ Network Planning & Marketing)

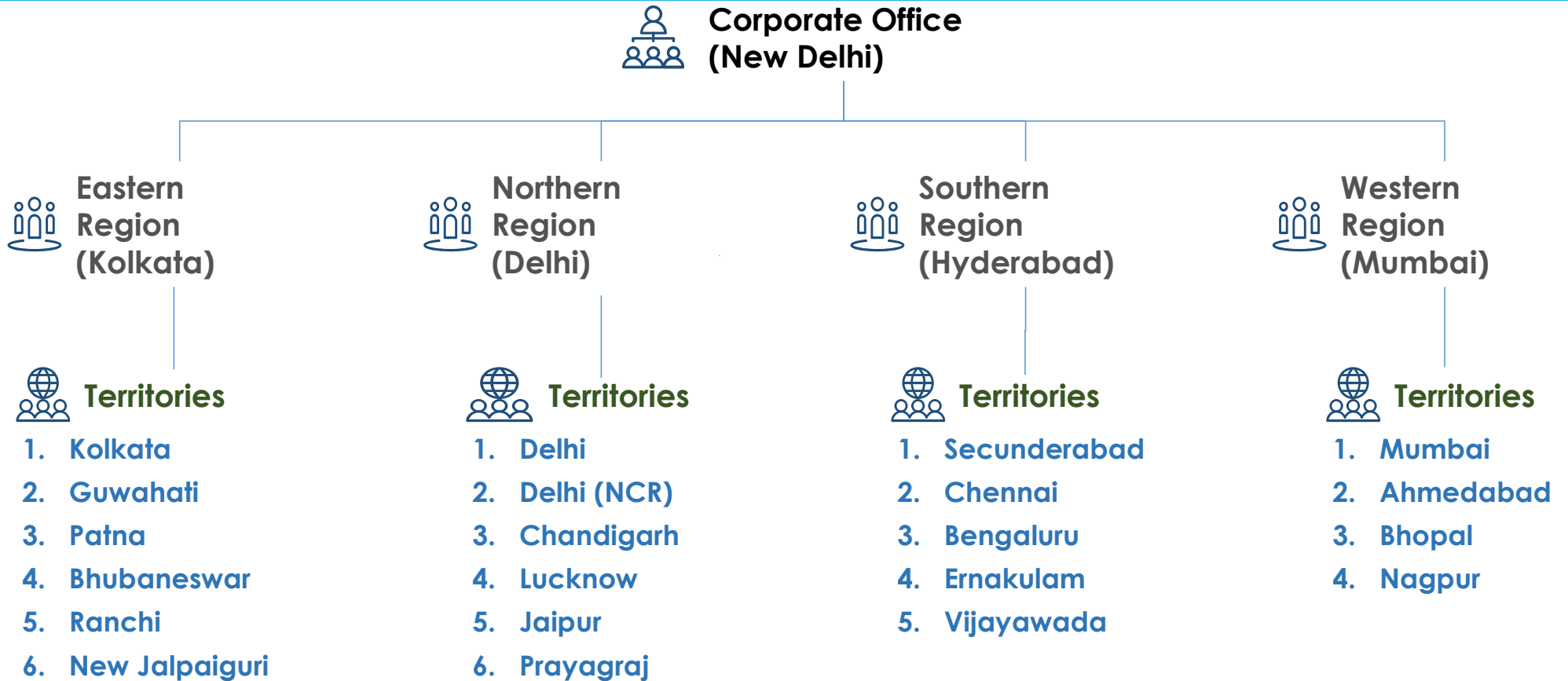
## Govt. Nominee Directors

1. **Sh. Rameshwer Meena**  
(ED/Signal, MoR)
2. **Sh. Ranjit Kumar**  
(ED/TD, MoR)

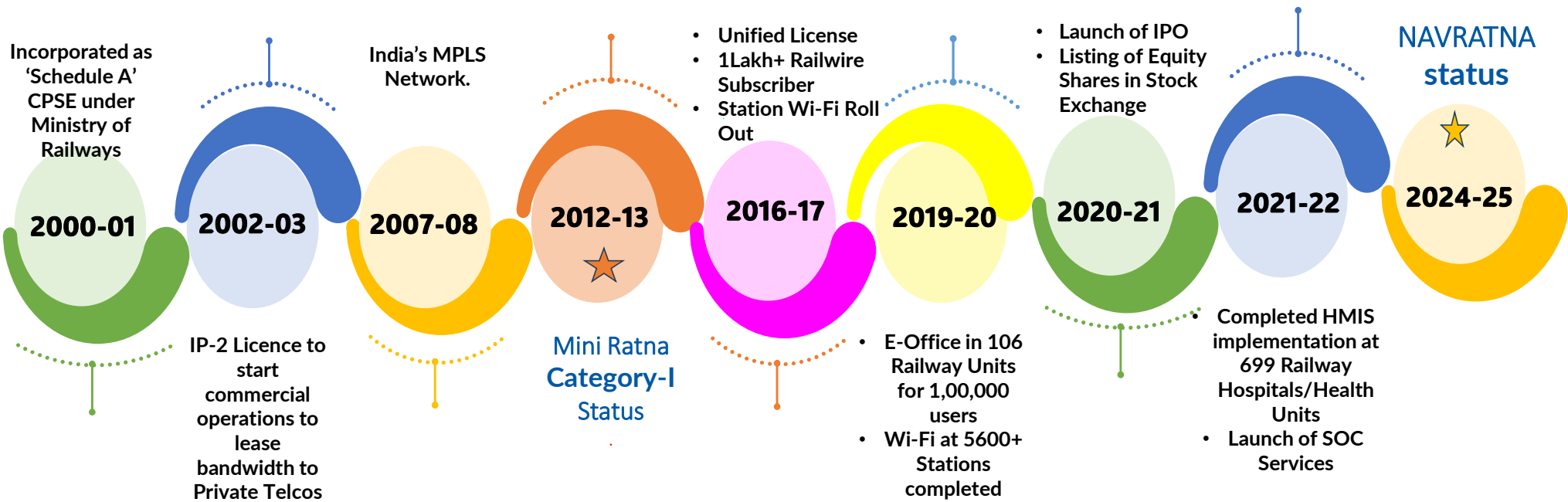
## Independent Directors

1. **Dr. Subhash Sharma**
2. **Smt. Asha Sharma**

# Organization Structure



# Our Journey...



# RailTel's USP

## 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 NCII by NCIIPC on 22<sup>nd</sup> Apr 2024



## PAN India Presence

11000+ PoPs (6117 Railway PoPs)



## System Integration

SI in ICT/IT services



## Network Infrastructure

- 63,000+ 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 13th largest broadband provider
- 4th largest in Subscriber count in Rural area
- Total 5.84 Lakhs+ subscribers
- About 3.48 Lakhs (59%) subscriber in Rural areas.
- 20,000+ villages connected



# RaiTel's Services Portfolio

## TELECOM SERVICES



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

## DATA CENTER SERVICES



- MeitY empaneled Cloud Services
- IaaS
- PaaS
- SaaS e-office
- TPaaS
- SOCAaS
- Adhaar 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
- Wi-Fi at 6117 Railway Stations

## ICT Services



- E-Office- 236 Railway Units (1.62+ lakhs users)
- HMIS- 716 Railway Hospitals & health units
- Data Centre Services

## Signalling & Telecom



- Video Surveillance System at 4652 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 & 607 Kms) and WC Railways (1067 Kms)
- Signaling -SCR (Automatic Signaling and Ground Infra Works for 4G LTE, NWR(Gauge conversion, EI), SER (Automatic Signaling), Double Distant-UMB,LKO,FZP (NR) ,Jhansi (NCR) & AII (NWR)

# 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

## 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



## Data Centre

- ❑ 10MW Data Centre at NOIDA- Phase 1 for 5 MW Data Centre to be completed by May'2027.
- ❑ 100 Edge Data Centers across India : EDC at Gurgaon and Mumbai -operational. Three more EDCs at Chandigarh , Indore and Vizag - to be operational by October'26.

## Scaling up Railway safety & Signaling work with focus on KAVACH and AI enabled application

- ❑ KAVACH order book of Rs.1000 Cr.
- ❑ AI enabled tool for Government Applications.

## International business

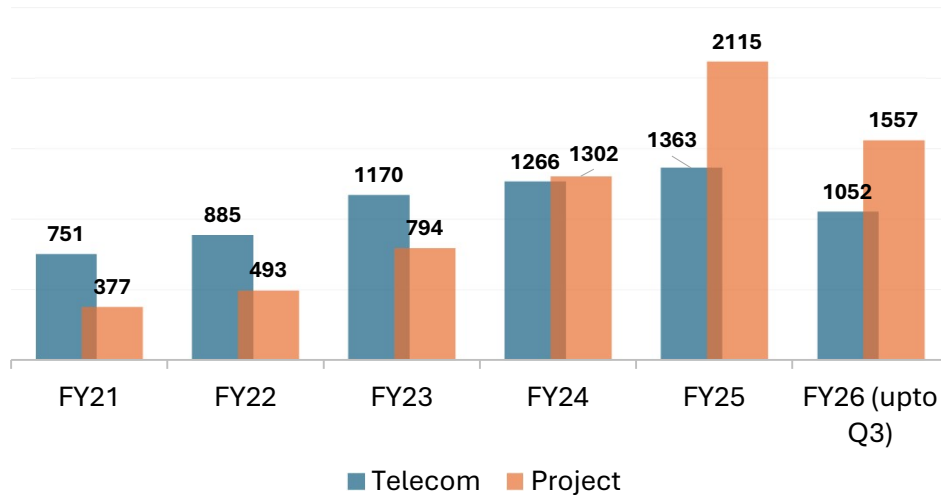
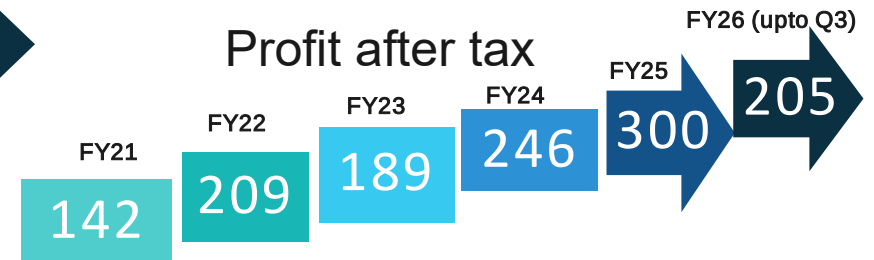
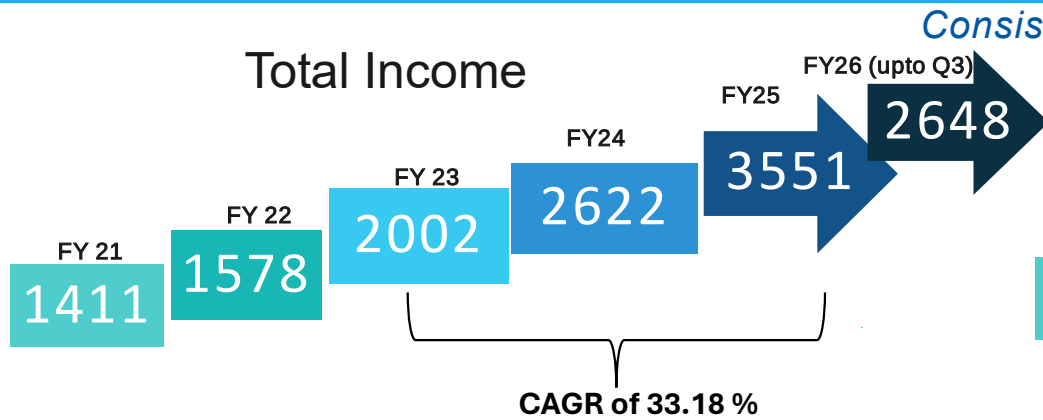
- ❑ Successfully implemented Electronic LED Score Boards at Sabina Park Stadium, Jamaica.
- ❑ Supply of Make in India Laptops for school students to Port of Spain, Trinidad & Tobago
- ❑ Establishment of greenfield Data Centre for Ministry of Foreign Affairs, Addis Ababa, Ethiopia
- ❑ Supply of BHISHM Cubes as a disaster relief measure of MEA to Jamaica, Cuba, Srilanka, Maldives etc.
- ❑ Participation in International Competitive Biddings and strategic tie ups for securing more business abroad.



### 3. Financial Performance

# Financial Performance

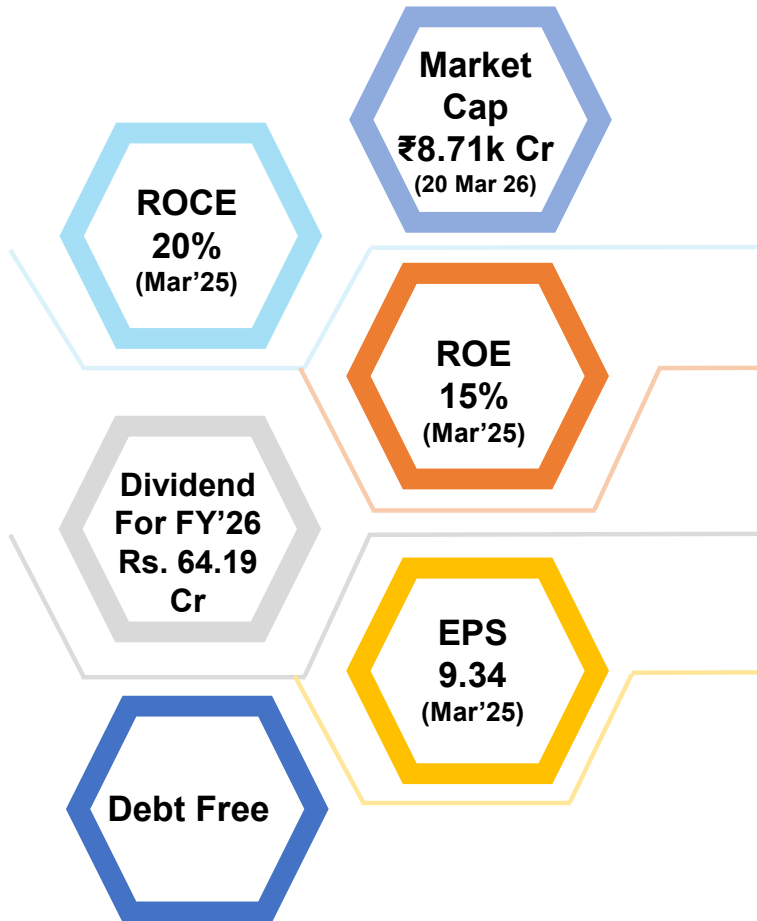
All figures in Rs Crores



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%

# Market Capitalization- Snapshot



## Railtel Corporation of India Ltd

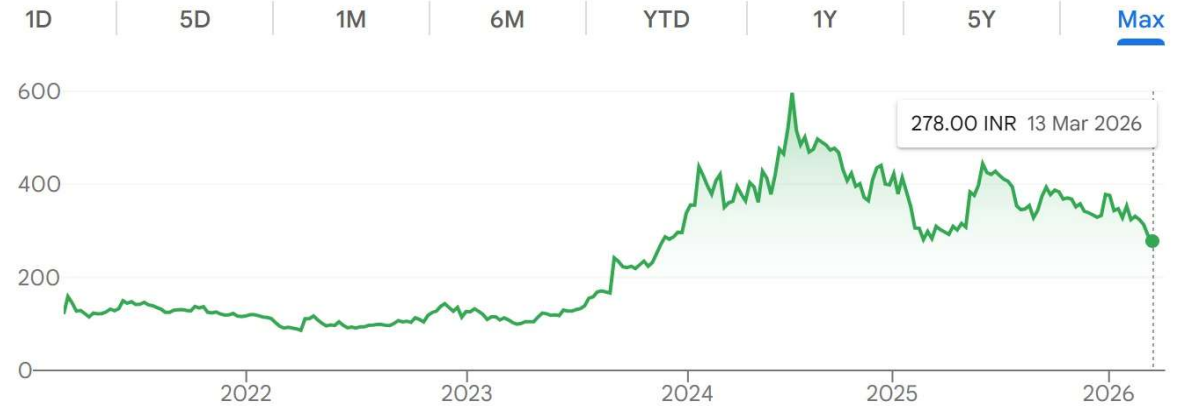
NSE: RAILTEL

272.75 INR

+151.40 (124.76%) ↑ all time

20 Mar, 3:30 pm IST • [Disclaimer](#)

+ Follow



2021 to Mar'26 - stock price growth

# Orderbook



**RailTel's current orderbook – ₹ 10166 Cr**



State Governments  
₹ 4392 Cr (43.20%)



Government Departments  
₹ 1683 Cr (16.55%)



Indian Railways  
₹ 2505Cr (24.64%)



CPSEs-₹ 1153 Cr (11.35%)



Banking -₹ 229 Cr (2.27%)



Pvt Enterprises ₹175 Cr (1.73%)



Telcos & MSOs-₹ 26.65 Cr (0.26%)

Details: <https://www.railtel.in/orders-secured-by-railtel.html>

# Orderbook - Major Orders in FY 25-26



**₹ 10166  
Crores  
Order Book**

Customer Name	Order Value ( in Cr)	Services
Inspector General Of Registration	1136.19	Selection of MSP for Modernization of Offices of IGR and Controller of Stamps under Govt. of Maharashtra
State Project Director (SPD) Bihar Education Project Council (BEPC)	822.10	Establishment of Physics, Chemistry and Biology Labs on Turn Key Basis in Government Secondary/Senior Secondary Schools of Bihar under Samagra Siksha 2025-26
West Central Railway	385.55	Implementation of Kavach (Automatic Train Protection System) across 1,067 route kilometers (RKM) in the West Central Railway's Jabalpur division
Municipal Corporation of Greater Mumbai	351.95	Supply, Installation, Testing, Commissioning, Operations & Maintenance of HMIS for Health Department of BMC
Motor Vehicles Department, Maharashtra	232.55	Implementation of Operations and Maintenance of Intelligent Traffic Management System in Vidarbha
East Central Railway	223.79	Provision of Kavach (indigenous Train Collision Avoidance System) on Low Density Railway Track in 607 RKM of East Central Railway
State Project Director (SPD) Bihar Education Project Council (BEPC)	206.03	Supply of Students Kit for the Students of Class 1 to Class 12 at Govt. Schools in Bihar
Bihar State Electronics Development Corporation Ltd	183.74	Implementation of Mukhyamantree Surakshit Sushaasit Shahar (Safe City)
State Project Director (SPD) Bihar Education Project Council (BEPC)	143.01	Engagement of Implementation Partner for Education Quality Enhancement in Selected Government School Across Bihar under PM SHRI
Prasar Bharti (Broadcasting Corporation of India) Director General, Doordashan	135.43	SITC/Services of Cloud Based Integrated News Room for Doordarshan News, DD India and Regional News Units of Doordarshan.

# Highlights of the Year



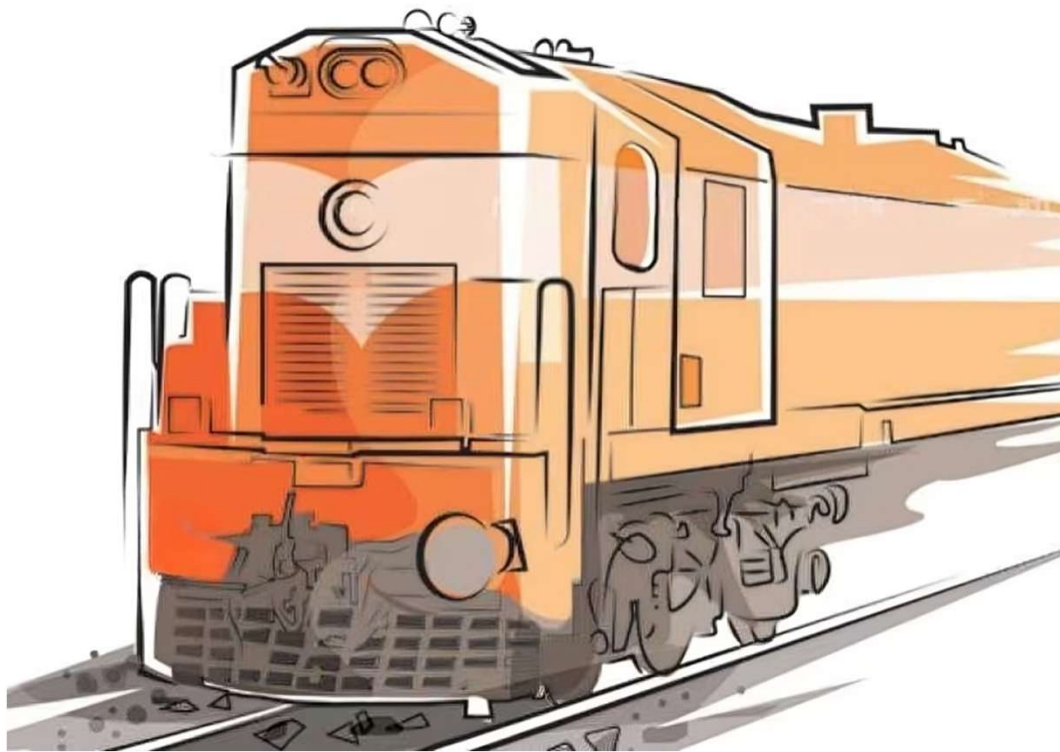
RailTel received the SCOPE Eminence Award for Digital Transformation from the Hon'ble President of India, Smt Droupadi Murmu, marking a proud milestone in its journey of driving digital innovation and national connectivity



RailTel wins dual honors at the GovernanceNow PSU Awards for Excellence in Infrastructure Development and Best Overall Financial Performance



RailTel performs Bhoomi Pujan for its upcoming 10MW Noida Data Centre in partnership with Techno Electric & Engineering Company Limited,



Thank You