Ref: RailTel/Sectt/21/SE/S-16　　　**Date: April 6, 2022**

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.

Dear Sir/Madam,

In terms of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015, it is hereby informed that the management of the Company will be participating in a Non-Deal Roadshow (NDR) with HDFC Life, Aditya Birla Sun Life Insurance, MK ventures, Mahindra Manulife Mutual Fund, Quant Mutual Fund, Aditya Birla Sun Life Mutual Fund, HDFC Mutual Fund and ICICI Prudential Mutual fund at Mumbai on 7th and 8th April, 2022.

2. The copy of the presentation proposed to be presented and discussed during NDR is enclosed herewith. The details of the said meeting and presentation is also made available on the Company's website i.e. www.railtelindia.com under "Investors Relations".

3. Please take note of above information on record.

धन्यवाद,

रेलटेल कॉर्पोरेशन ऑफ इंडिया लिमिटेड के लिए

06/04/2022

जे. एस. मारवाह
कंपनी सचिव और 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, Tower-2, East Kidwai Nagar, New Delhi - 110023
T : +91 11 22900600, F +91 11 22900699 | Website : www.railtelindia.com

RailTel Corporation of India Ltd.

Investors Presentation
April 2022

About us

- ❑ Created as Schedule 'A' PSU on **26th Sep, 2000**
- ❑ Holds **Exclusive Right of Way for OFC** network along Railway track
- ❑ Provides Bandwidth, Data, Internet, Value added & other IT and IC services
- ❑ One of the few **Debt free, Profit making** Telecom PSU's
- ❑ Holds **National Long Distance (NLD), Internet Service Provider (ISP) Licenses**
- ❑ Registration under **Infrastructure Provider -1** with DOT
- ❑ Conferred Mini Ratna (Category-I) in May, 2012
- ❑ Became a **Listed Company in Feb'2021**
- ❑ **Fortune Next 500 Company 2022**

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

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

Network of Offices

CORPORATE OFFICE (New Delhi)

Eastern Region (Kolkata)	Northern Region (New Delhi)	Southern Region (Secunderabad)	Western Region (Mumbai)

Eastern Region — Territories

- Kolkata
- New Jalpaiguri
- Guwahati
- Patna
- Bhubneshwar
- Raipur
- Ranchi

Northern Region — Territories

- Delhi
- Delhi (NCR)
- Chandigarh
- Lucknow
- Jaipur
- Allahabad

Southern Region — Territories

- Secunderabad
- Chennai
- Bangalore
- Ernakulam

Western Region — Territories

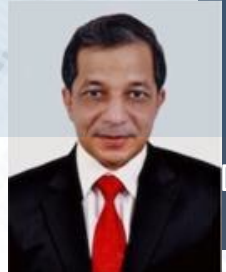- Mumbai
- Ahmedabad
- Bhopal
- Nagpur

Leadership

Sh. Puneet Chawla
Chairman and Managing Director

Sh Sanjai Kumar
Director /Network Planning & Marketing, Project, O&M (Addl. Charge)

Sh. Anand Kumar Singh
Director Finance

Sh. V Shankar
(Part-time Government Director/ Nominee Director)

Sh. Chinnasamy Ganesan
(Part- Time Non Official Director / Independent Director)

Sh. Subhash Sharma
(Part- Time Non Official Director / Independent Director

Sh. N. Manoharan
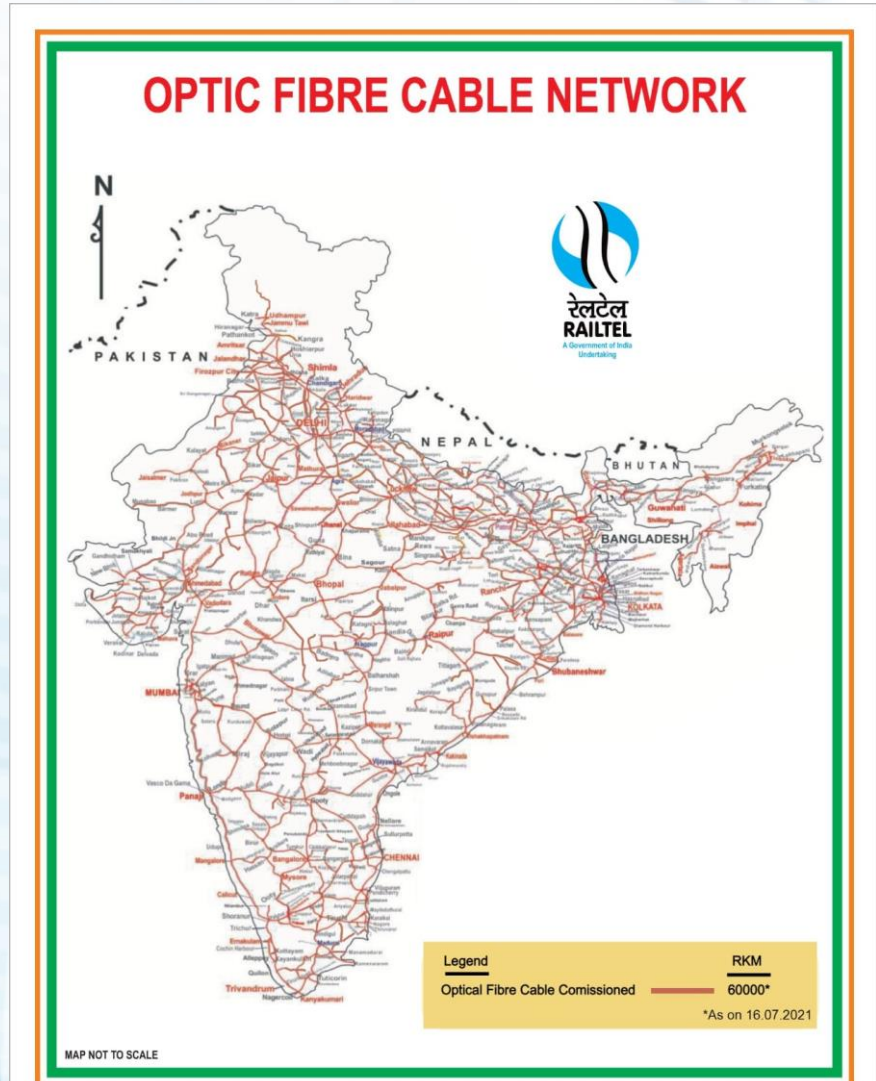(Part- Time Non Official Director / Independent Director)

Infrastructure

One of the largest Neutral Telecom Infrastructure Providers in the country
Owns and Operates one of the largest integrated Wi-Fi Network of the World

Network Infrastructure

➤ Exclusive Right of Way: *67,956* route kms + *7,325* Stations

➤ Infrastructure at *61000+* route kms, *6100* + Stations

➤ Offer bandwidth up to 800G at *87* locations

➤ **21000+ Km citywide access Network**

➤ **11000+** point-of-presence ("PoPs")

➤ **1050+ Towers**

Operations Centers

➤ Central network operations center ("NOC") at New Delhi

➤ 4 NOCs at Mumbai, Delhi, Kolkata and Secunderabad

➤ UPTIME USA Certified Tier III Data centers at Secundrabad and Gurugram

➤ MeitY Empanelled 'RailCloud'

➤ Security Operation Centre at Gurugram

Our Clientele

Banking & FI

State Bank of India • Bank of Baroda • Andhra Bank • Central Bank of India • Dena Bank • South Indian Bank • IDBI Bank • UTI Infrastructure Technology And Services Limited • BSE • Reserve Bank of India

Coal Segment

Coal India • SECL • Bharat Coking Coal Limited • ECL • Coal Mines Provident Fund Organisation

Oil, Steel, PSUs

ONGC • HP (Hindustan Petroleum) • Bharat Petroleum • SAIL • Dedicated Freight Corridor • IRCTC

Key Ministries

Indian Railways • Employees Provident Fund Organisation • DRDO • Ministry of Defence • Indian Ordnance Factory • Indian Coast Guard • National Knowledge Network • NTRO

Key OTT & Telco

amazon • Google • Airtel Express Yourself • Vodafone Idea • Bharat Sanchar Nigam Ltd

Service Portfolio

Telecom Services

Telecom Network Services

- **National Long Distance ("NLD") Services: digital capacity to carry long distance telecommunication services**
- **Enterprise Virtual Private Network**
- **Internet Service Provider ("ISP") Services:**
  - Internet leased line services for enterprise customers
  - broadband services through 'RailWire' platform for retail customers

Telecom Infrastructure Services

- **Passive Infrastructure ("IP-1") Services: storage, power, cooling for servers and networking equipment of customers**
- **Space on microwave towers for collocating base transceiver stations ("BTS") for telecom operators, small cell sites**
- **Single core dark fiber for transmission of digital video signals to multiple system operators ("MSOs") for cable distribution**

Data Centre

Managed Data Centre and 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 multi-tenant video conferencing facility**
- **Security Operations Centre as a Services: cyber security incident prevention and security event monitoring services**

Projects

Project Services

- **ICT Hardware, Software and Service System Integration Projects: ICT hardware implementation, software delivery and digital transformation projects (CoD, VSS & RDN)**
- **Digital Services: Wi-Fi as a service, e-office, e-tendering/ e-auction/ smart payments**
- **Other Services: consultancy services for ICT services and Railway signalling services**
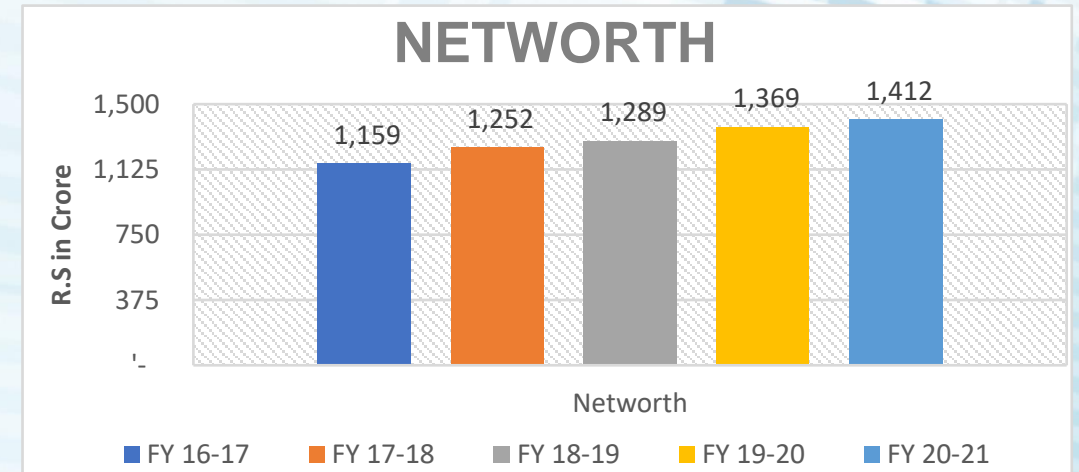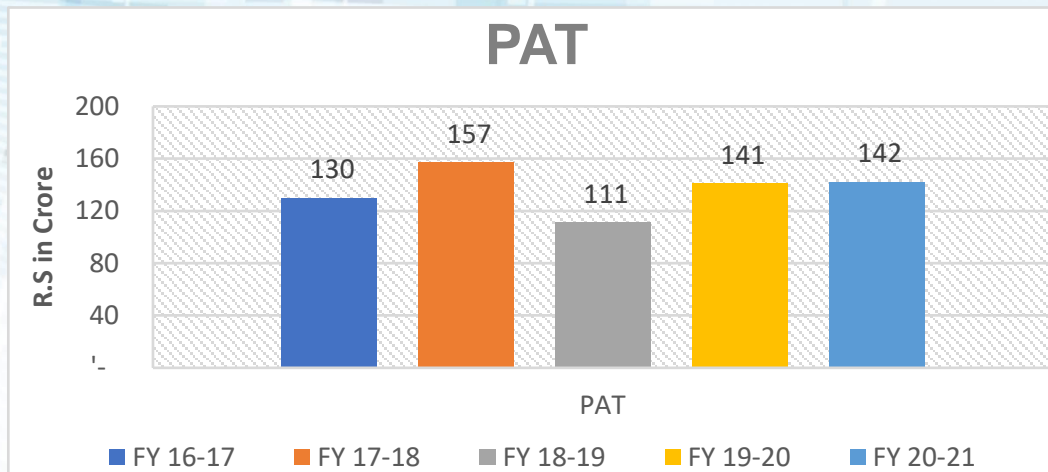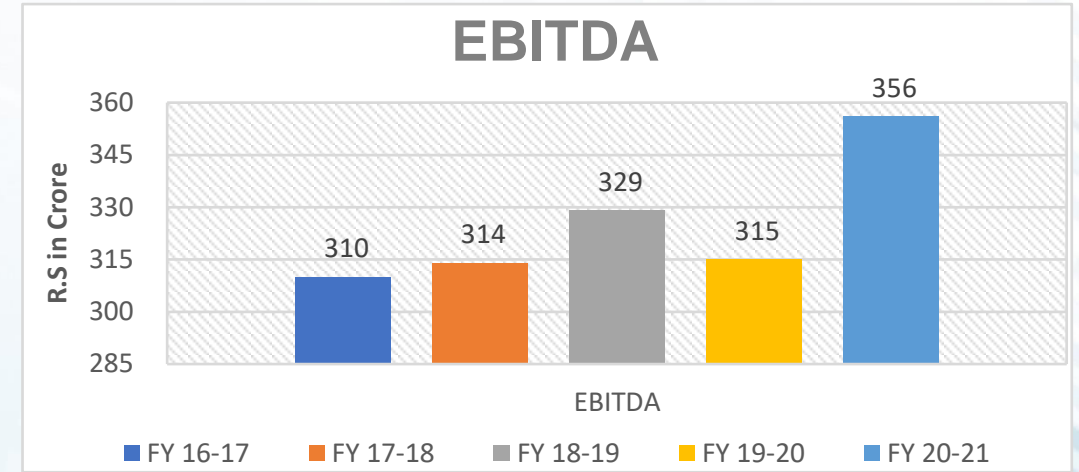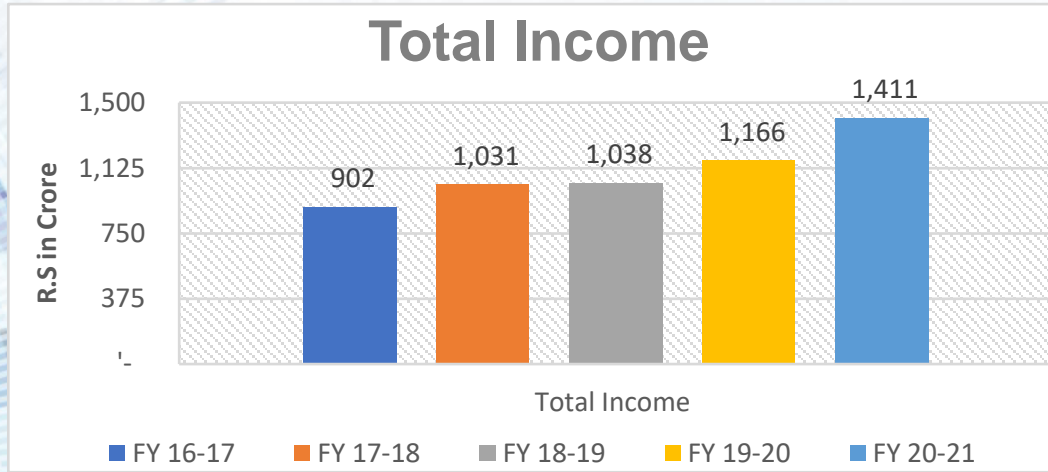
| **Core Services** | **Value Added Services** | **Emerging Services** |

RailTel in Numbers

Total Income

R.S in Crore

- 902 — FY 16-17
- 1,031 — FY 17-18
- 1,038 — FY 18-19
- 1,166 — FY 19-20
- 1,411 — FY 20-21

Total Income

■ FY 16-17 ■ FY 17-18 ■ FY 18-19 ■ FY 19-20 ■ FY 20-21

EBITDA

R.S in Crore

- 310 — FY 16-17
- 314 — FY 17-18
- 329 — FY 18-19
- 315 — FY 19-20
- 356 — FY 20-21

EBITDA

■ FY 16-17 ■ FY 17-18 ■ FY 18-19 ■ FY 19-20 ■ FY 20-21

PAT

R.S in Crore

- 130 — FY 16-17
- 157 — FY 17-18
- 111 — FY 18-19
- 141 — FY 19-20
- 142 — FY 20-21

PAT

■ FY 16-17 ■ FY 17-18 ■ FY 18-19 ■ FY 19-20 ■ FY 20-21

NETWORTH

R.S in Crore

- 1,159 — FY 16-17
- 1,252 — FY 17-18
- 1,289 — FY 18-19
- 1,369 — FY 19-20
- 1,412 — FY 20-21

Networth

■ FY 16-17 ■ FY 17-18 ■ FY 18-19 ■ FY 19-20 ■ FY 20-21

HIGHEST EVER CONSOLIDATED INCOME achieved in FY 20-21 with a 21% Y-o-Y growth

Dividend Paid

	FY 15-16	FY 16-17	FY 17-18	FY 18-19	FY 19-20	FY 20-21
Rs. in Cr.	42	52	62	64	68	71

CAGR 11.07%
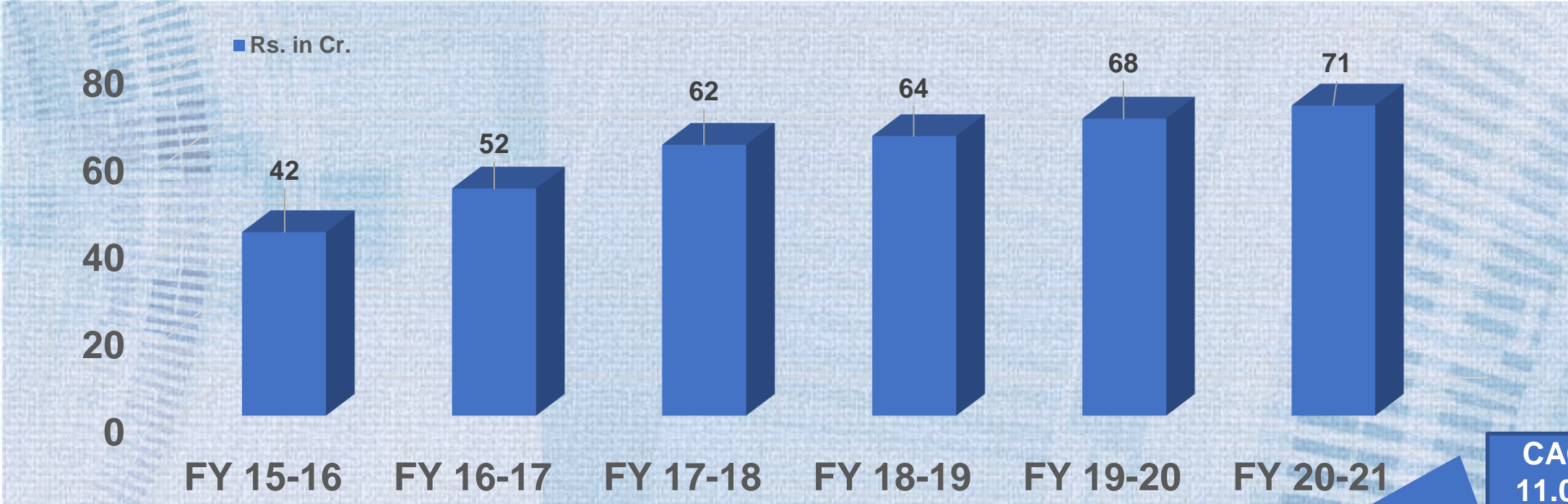
Total Order Book of Rs. 5400+ (as on 31.3.2022)

30.1
70.3
320.91
55.55
170.11
154.75
658.49
736.42
3266.44
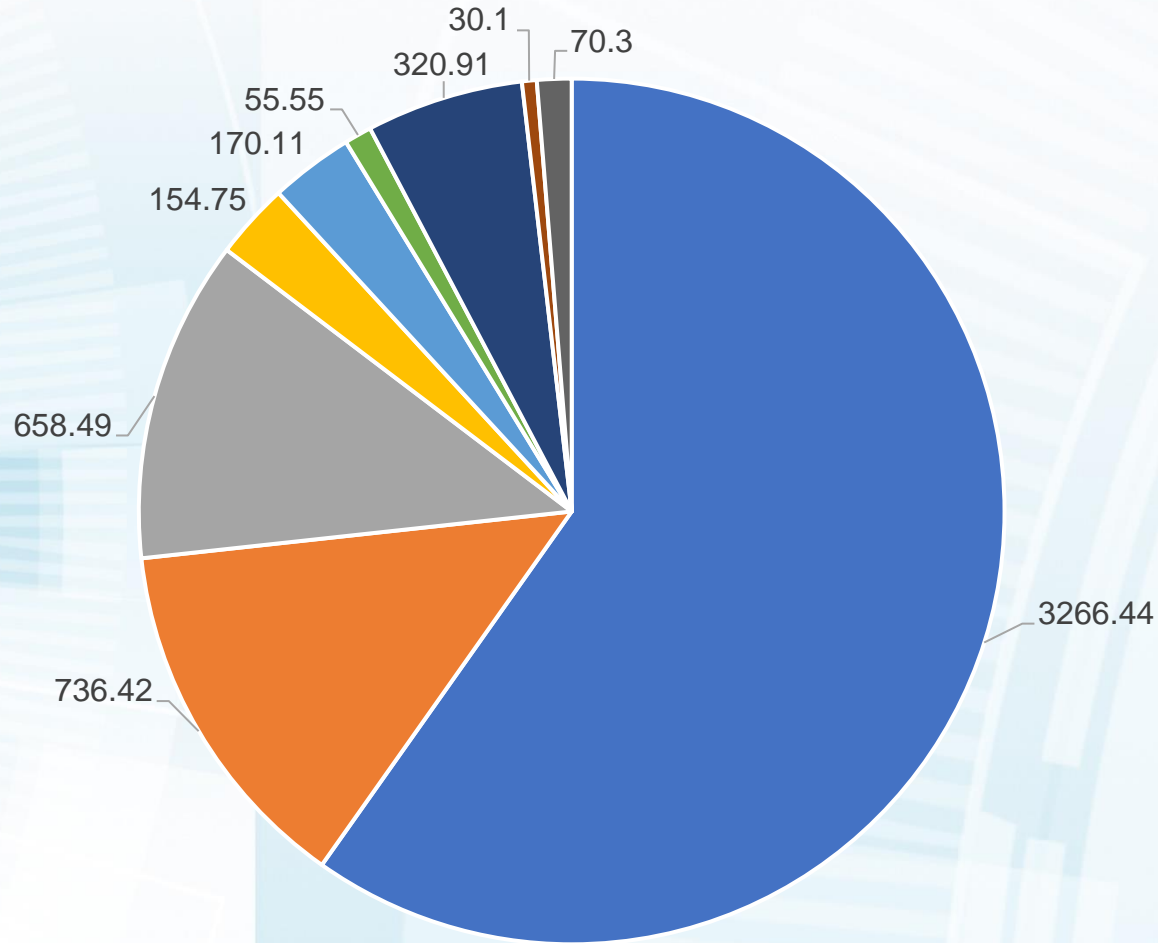
Rs. in cr

Railways ■ Coal ■ Defense ■ GoI ■ Banking ■ State Govt ■ CPSE ■ MSO ■ Enterprise

9 months Growth Comparison (20-21 and 21-22)

9m 21-22 = Rs. 1140 cr
9 m 20-21 = Rs. 972 cr

Total Income

17% growth

9m 21-22 = Rs. 155 cr
9m 20-21 = Rs. 115 cr

PAT

35% Growth

9m 21-22 = 13.60%
9m 20-21 = 11.83%

PAT Margin

14.92% Growth

9m 21-22 = Rs. 324 cr
9m 20-21 = Rs. 274 cr

EBITDA

18% Growth

Fundamentals for FY 20-21

- P/E Ratio 28.56 *
- Dividend Yield 1.74%
- EPS 4.44
- Debt Free
- ROE 10.08%
- ROCE 13.96%

01
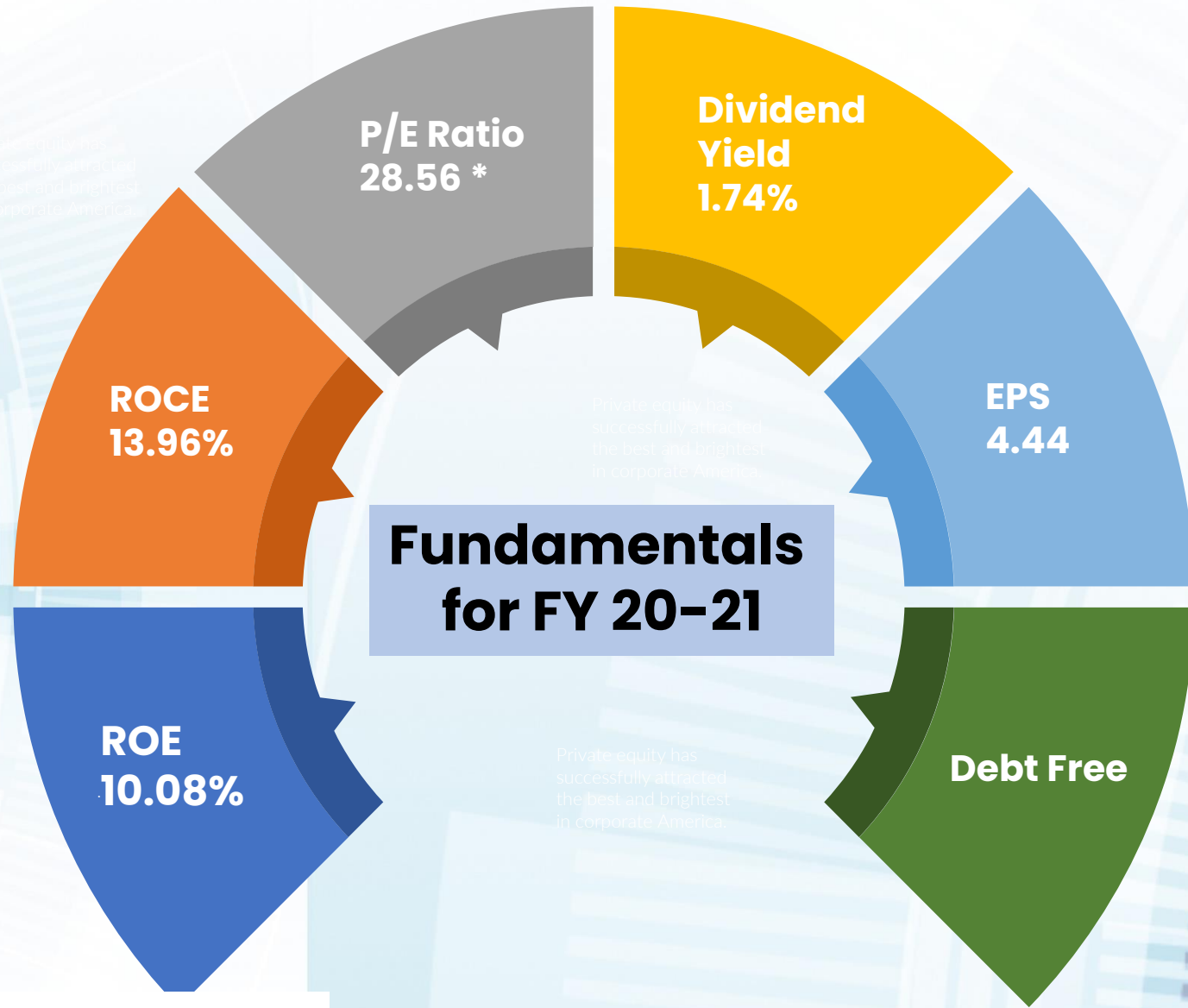
*P/E ratio is calculated on the base of market price of the share as on 31.03.2021 which was Rs.126.8 (Sector P/E is 44.07)

RailTel for Indian Railways
Partner in Digital Transformation

Railwire Wi-Fi at stations
Public Wi-Fi at 6100 stations- One of the Largest Integrated Wi-Fi network.

Video Surveillance System (VSS)
IP based VSS to be installed at and arond 5000 stations- work completed at 300 stations. Centralized control rooms at all Zonal HQs.

Signalling Project
Implementing Electronic Interlocking signaling system at 26 stations of Northern Railway. Intends to play a significant role execution of KAVACH (Train Collision Avoidance System) and implementing LTE based High Speed Mobile Communication Corridor.

Content on Demand (CoD)
RailTel will provide preloaded multilingual paid/free content in moving trains and stations with RailWire through media servers. 8700+ trains and 6100+ stations covered

Hospital Management Information System
Implemented for 695 Hospitals/Health Units of IR digitizing entire gamut of hospital administration. Railway HMIS app ensures easy access to patient information, teleconsultation and many more

Tunnel Radio Communication
Project for providing uninterrupted radio communication between handheld radios inside tunnel for 5 sections of Indian Railways. Total project value 350 Cr. The Technology being used in these projects is a first for Indian Railways.

NIC e-Office implementation
Implemented NIC e-office, a digital workplace solution, for Indian Railways. Currently there are more than 1.38 lacs users of the system on Railways handling 20 lacs + e-files and have created 1.38 Cr e-receipts.

Railway Display Network (RDN)
RailTel will install large format centrally connected/managed display screens at over 2000 railway stations to provide necessary information, social messages as well as medium for advertisement
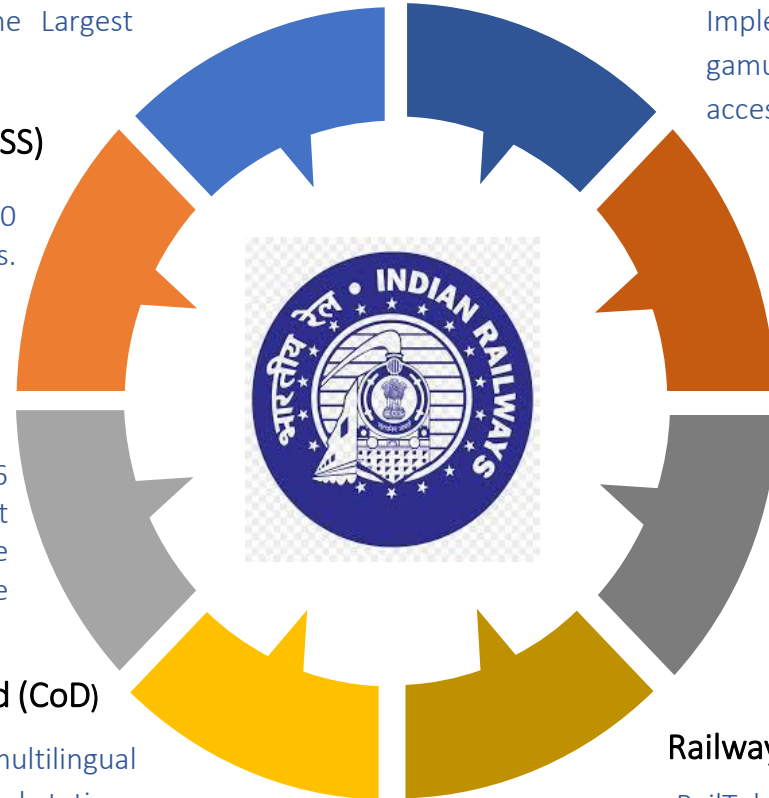
Retail Broadband Services - RailWire

Railwire Network Architecture
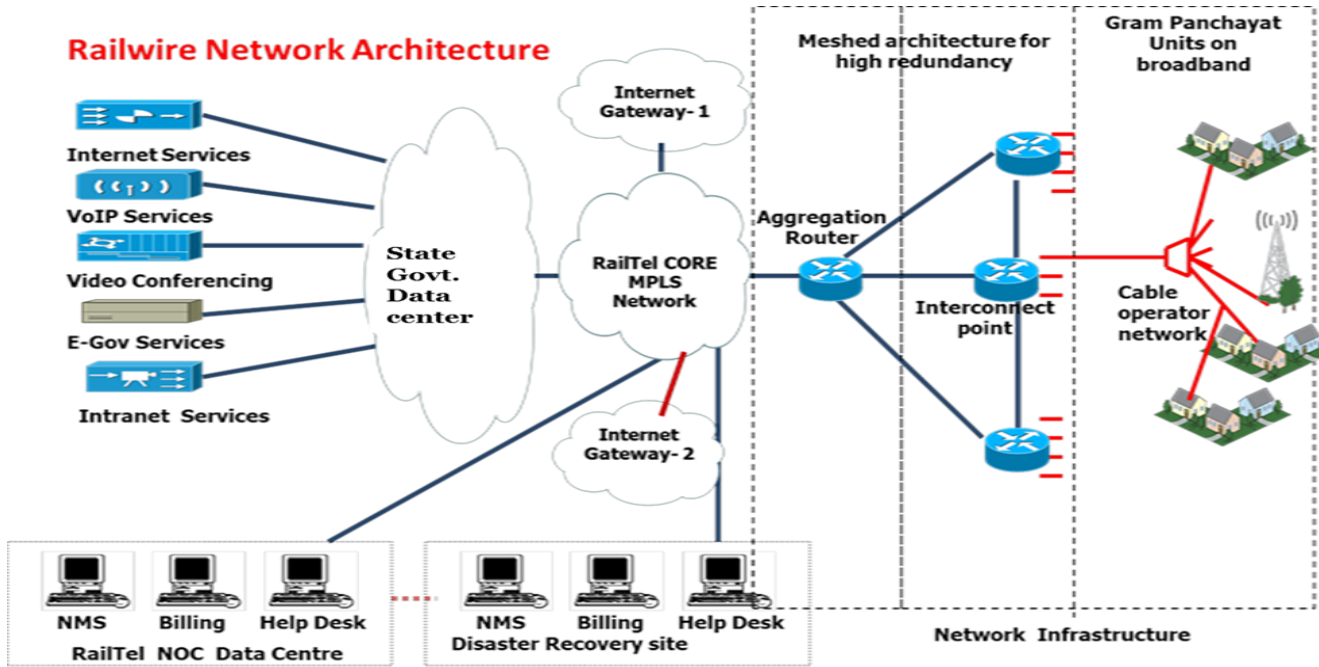
- **4.65 + lakh**
  Customers (*March 2022)

- **2.6x**
  Growth since Apr'20

- Unique **innovative PPP model** with Local Cable operators & MSPs

- **Cloud-based** Education, Health, applications

- Ready for IPTV, HD videos

- Suitable model for **high speed rural connectivity**

Revenue (20-21)
Rs. 210 cr.

We expect in FY 23
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 14000+ Villages have been connected.

- ❏ Bundled OTT service being started by 15th April to tap part of the 9.5 Cr Cable TV subscribers.

Rural Broadband Penetration   ...contd.

❑ Targeting **State Fiber Grids** for partnership to provide Broadband services.

❑ Targeting **State Electricity Boards** for partnering to provide Internet services.

❑ **MOU signed with CSC** to partner for increasing broadband penetration in rural/semi urban areas by leveraging their 1200+ village level entrepreneurs (VLEs).

❑ **MOU signed with CDOT** to manufacture ingeniously designed customer premise's equipment to bring down cost for providing affordable broadband.

❑ **Discussions with BBNL** for leveraging their OFC for increasing rural broadband spread.

EDGE Data Centre

Tapping on the opportunity to expand DC business

RailTel has two tier III Data Centres at Gurugram and Secundrabad

Setting up 100+ Edge Data Centre

Actively pursuing the creation of 102 edge Data Centre of 20 Racks (5 KW to 10 KW each). EoI Has been floated for the same.

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

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.

Data Centre Business Updates

Setting up New Data Centre at Noida

We intend to set up a 30 MW Data Centre at Noida on a 17000 Sqm. land already acquired, also in partnership with one of the established players

Data Centre Support for Healthcare hub

We are Setting up a dedicated "Data Center" in association with Andhra Pradesh Med Tech Zone (AMTZ) the world's first integrated medical device manufacturing hub to serve the requirements of health care industry. Space and 50% investment in Capex will be made by AMTZ.

Functioning of Data Centre with BW connectivity at Visakhapatnam SEZ at initial investment of Rs 6 Cr will commence from 7th April'22.

Facilitate advanced digital health services and initiatives such as EMRA (Electronic Medical Record Alliance), Radiology Imaging Services, Health Digital Data Fiduciary Services etc

Data Centre Business Updates   Contd...

We are exploring orders from:

❏ Supply, implementation and maintenance of IT infrastructure for DC, DR, LAN, WAN and managed services for NMDC-Rs 134 Cr.

❏ Expansion of MP state DC and establishment of DR for MPSEDC./BPL Rs 160 Cr.

❏ Selection of system integrator for capacity enhancement of West Bengal State Data Centre and setting up its DR site at remote location for WEBEL Technology Ltd. Rs. 120 Cr.

❏ Setting up of DC/Chandigarh) DR (Secunderabad) Services for CDAC Rs 15 Cr.

❏ Setting up State Data Centre in Orissa Rs 182 Cr

Trusted Network provider to the Defence Sector-

- We do not have any equipment from countries sharing land border with India on our network.

- RailTel's network one of the most secure network of the country making it a preferred choice for India's defence Organization's communication needs.

- We are actively pursuing the Defence sector business and since Jan'21 we have received orders worth Rs 524 Cr. from Defence Sector Organizations such as DRDO, Airforce, CGDA etc.
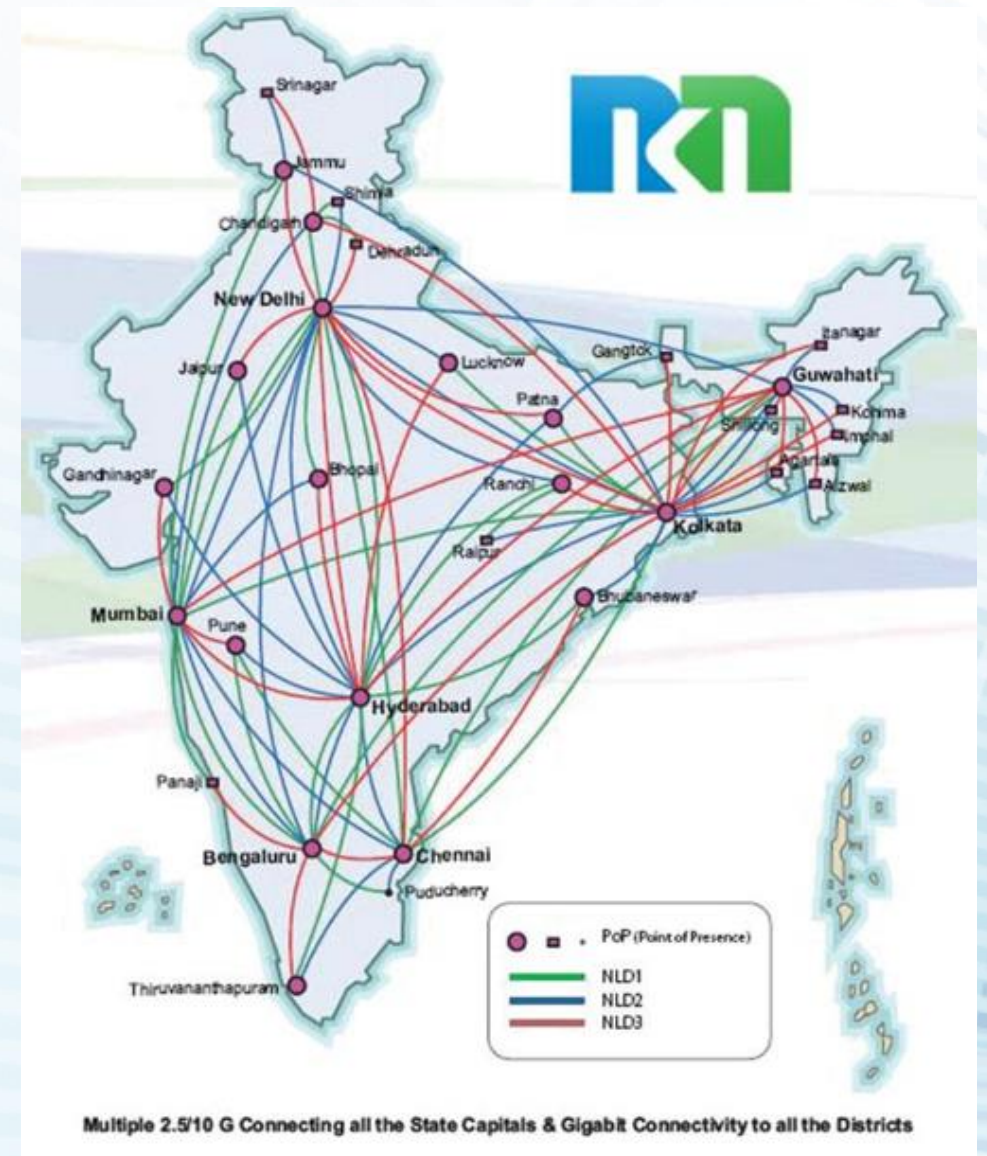
Continuing the trend we are exploring orders from Defence Sector for;
- ❑ Setting up of telecom testing lab for Airforce-Rs 225 Cr.
- ❑ Installation for DC/DR at Gurgaon & New Mangalore, MPLS VPN connectivity for 103 locations for Indian Coast Guard -Rs 600 Cr.
- ❑ **Commissioning of On-premises CLOUD Services for DRDO-Rs 35 Cr.**
- ❑ **Enhancement of Data Center & Networking Infrastructure for DRDO-Rs 20 Cr.**
- ❑ Access control system for NFC Rs 5 Cr.
- ❑ Cyber security solutions for BDL Rs. 5 Cr.

Digitizing Education Sector

- **RailTel has Connected 747 institutes of higher education and research as a part of National Knowledge Network which was a 1000+ Cr project over a 10 year period.**

- **In addition we have also**
  - **Implemented campus Wi-Fi facility across 26 universities in India**
  - **Connected 1295 Govt. schools and Education offices in Kerala.**
  - **Provided connectivity & Bandwidth to other 109 Universities and Schools.**

PoP (Point of Presence)
NLD1
NLD2
NLD3

Multiple 2.5/10 G Connecting all the State Capitals & Gigabit Connectivity to all the Districts

Digitizing Education Sector   ...contd.

- There are many new initiatives in the digitalization of education services. We are focusing on taping these opportunities
  - Setting up of ICT Labs Education Services of Bihar Education Project Council Rs. 178 Crs.
  - Digitization of 500 Ashram Schools Digital Classroom, offline content, facial biometric attendance study reference material etc of Digitizatoin of Ashram School for- Rs. 100 Crs.
  - AADHAR based Biometrics Service for impersonation Control of RRB/BPL for -Rs. 40 Crs.
  - 150/75/50 Mbps ILL at 8 college campus of the University. 10 Mbps ILL required at 21 research stations of the Kamdhenu University - Rs. 6 Crs.
  - Virtual lab using software tools of AP State Polytechnic and Engineering College - Rs. 5 Crs.
  - Virtual lab using Software tools of TS State Polytechnic and Engineering College–Rs. 5 Crs

Digitizing Education Sector   ...contd.

- New Education Policy 2020 encourages e-Learning platform for creating Virtual lab

- Students have equal access to quality practical and hands on experiment - based learning experiences.

- Studies by NASSCOM show employability of engineering graduates low due to lack of experiential learning and inadequate lab infrastructure.

- RailTel working with a partner on an Experiential Learning Solution which provides a virtual lab environment on RailTel cloud,

- Allows students to perform various lab experiments using the industry scale applications that mimics the real-life processes.

- Flexibility for students to access and perform labs at convenient times on browser-enabled cost-effective devices.

- Accessibility enables students with limited bandwidth and processing speeds to perform industry scale projects.

- Affordability by maximizing the use of lab resources through a shared model.

- An innovative path-breaking solution to educational institutions by leveraging Cloud-based Experiential Learning,

- Students will be able to access practice based blended learning tools without any filtration and dilution of quality, content and consistency.

Digital Network for Coal and Mining Sector

- Have created 2300+ Secure MPLS VPN links for Coal India and its subsidiaries.
- The Coal sector is a focus area for us as they are on a major digitalisation drive.
- Since Jan'21 we have received orders worth **Rs. 604Cr. from** Coal India and its subsidiaries.

Continuing the trend we are exploring orders from Coal Sector for:
- ❑ Provision of **CCTV and Automatic Number Plate Recognition** for loading area-System in 42 areas on OPEX model- Rs. 38cr.
- ❑ **RFID Boom Barrier based weighbridge Automation** System along with Software Development & Vehicle Tracking System for Central Coalfields Ltd Rs. 89 Crs
- ❑ **FMS & AMC for WAN** Network for 3 years built by RailTel for NCL Rs. 6.5 Crs.
- ❑ Mining solution for **vehicle tracking and fleet management** for NMDC Rs. 25 Cr.

State Wide Area Network

- RailTel has built and maintaining the State Wide Area/ Radio Network in Haryana, Rajasthan and Kerala.

- We are exploring orders from Orissa for Development of their SWAN. The opportunity is of Rs. 112 Crs.

Other opportunities that we are working on in Orissa State are:
- ❑ 600Mbps MPLS connectivity at OSWAN NOC and 8Mbps MPLS connectivity to Divisional State forest offices- Rs. 15Crs
- ❑ Connectivity to 30 district Agricultural offices to connect them to OSWAN- Rs. 8Crs.
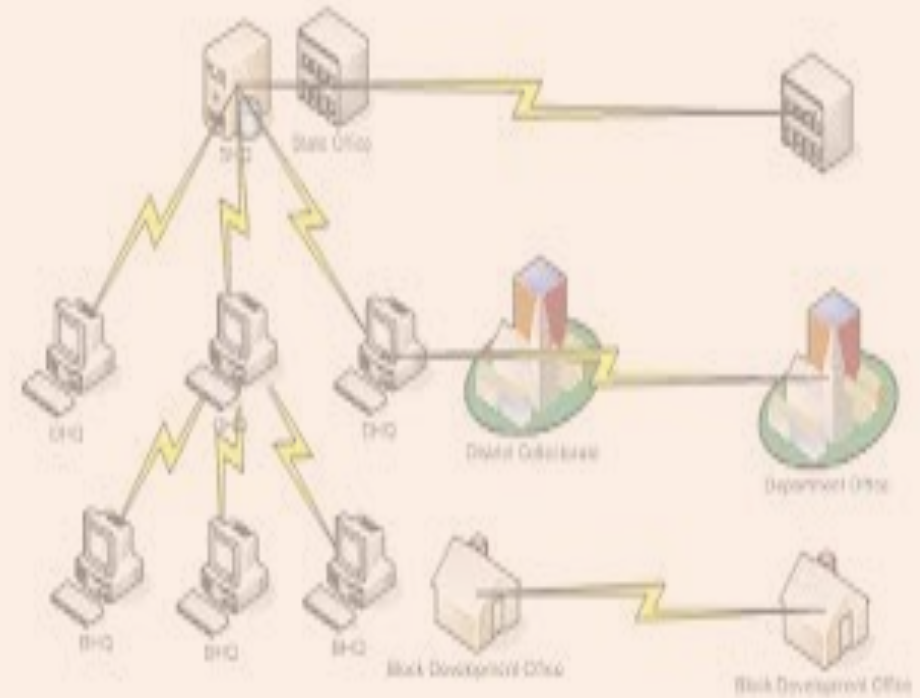
Communication Partner for Nation's Financial Backbone-

RailTel is currently serving 2400+ branches of various banks such as SBI, CBI, Karur Vysya, Fedral Bank etc.

We are exploring further orders with .

❏ Supply commissioning and maintenance of 4G LTE connectivity for

   15000 ATMs. for SBI – Rs. 200 Cr.

❏ Connectivity through SDWAN for Kerala Bank - Rs. 130 Crs.

❏ Implementation of Internal and external firewall at Head office and

   Corporate office for Indian Bank – Rs. 27 Cr.

Foray into Digitalization of Healthcare sector

RailTel is executing the following projects in the Health sectors:

- ❏ Provision of telemedicine kits to Karnataka State on POC basis - Rs 7.5 Cr.
- ❏ Provision of Learning Management System & College Management System for 02 AIIMS Campuses – Rs 10 Cr.

We have implemented Hospital Management Information System (HMIS) at 695 Hospitals/ Health Units of Indian Railways. Utilizing this experience, we are exploring opportunities in:

- ❏ HMIS and LAN setup including maintenance for a period of 5 years at 57 hospitals of Surat Municipal Corporation– Rs 100 Cr.
- ❏ Hardware and LAN set up for **HMIS over WCR** – Rs. 5 Cr.

Tunnel Radio Communication Project

❑ A new activity of installing State-of-the-Art Integrated Tunnel Communication System on some crucial sections of Indian Railways aimed at safety of train operations started.

❑ **Have obtained a total of 5 tunnel communication project costing Rs. 350 Crore in three Railway zones**.

❑ These projects are Katra-Dharam-Banihal section of the ongoing crucial Jammu and Kashmir Rail link of Northern Railway, Panvel-Karjat, Karjat-Lonawala and Kasara-Igatpuri section of Central Railway and Castle Rock-Kulem section (Braganza Ghat) of South Western Railway.

❑ **The technology to be used for such system will be first of its kind in Indian Railways.**

Video Surveillance System Business

- **RailTel executing Video Surveillance System project for 5102 Railway Station and 14000+ Train Coaches.**

- **Project is of the order of Rs 1056Cr.**

- **Already executed 300 Stations and tenders of the remaining stations are under evaluation.**

- **Cost for VSS in coaches is 751 Cr, tender for which are being invited.**

Utilising this experience we are now actively participating in safe city and CCTV projects for courts and Police Stations -

- ❑ **Supply, Installation, commissioning of IP CCTV system at District Courts & Sub Divisional Courts in Jharkhand -Rs. 50 Crs.**
- ❑ **IP based CCTV Surveillance System for Police Stations, across UP- Rs. 350 Crs.**
- ❑ **IP based CCTV Surveillance System for Police Stations and Police posts in Punjab- Rs.165Crs.**
- ❑ **IP based CCTV Surveillance System for Police Stations in J&K - Rs.150Crs.**
- ❑ **Safe City Projects State in Delhi –Rs. 220 Crs**
- ❑ **Converged Communication System Consisting of IP-MPLS, VOIP based train control, Exchange Communication and VSS- Rs. 130 Crs.**

Subsea Cable Landing Station

- Anticipated boom in data consumption and internet bandwidth due to digitization and next-generation applications like big data, the Internet of Things, Cloud and streaming services requires internet bandwidth at low rates.

- To tap into this demand ,exploring Festoon Subsea Cable in association with partners.

- Almost 95% data through Mumbai and Chennai.

- Lack of diversity in locations of cable landing stations not desirable due to high risk situation for national connectivity.

- Terrestrial network subject to cable cuts due to massive infra projects happening, makes terrestrial connectivity less reliable.

- Proposed festoon network will provide resilience to terrestrial connectivity.
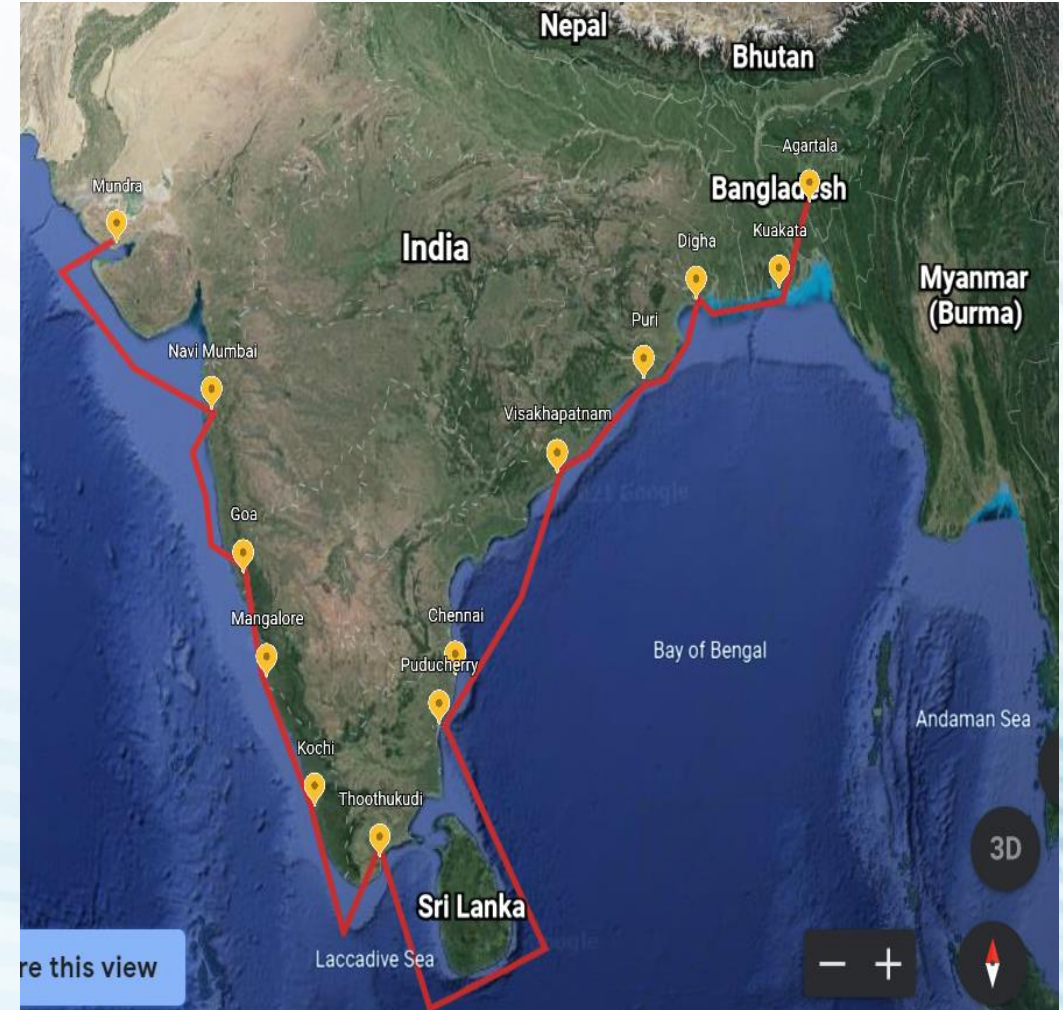
Possible Revenue Stream from Subsea Cable Landing Station

- **Collocation and Dark fiber with high SLA**

- **PSUs**

- **BSNL**

- **PGCIL**

- **Pvt Telecom operators**

- **Data customers**

- **Port operators**

- **Defence (Naval)**

- **Data centers**

- **State govts**

- **NIC**

Possibility of protection path to subsea cables to critical infra in Andaman islands

Multiple landing stations offers design flexibility for users and this will meet very specific design requirement

Deployment of Shared Radio Access Network

- ❏ **Deploying 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.
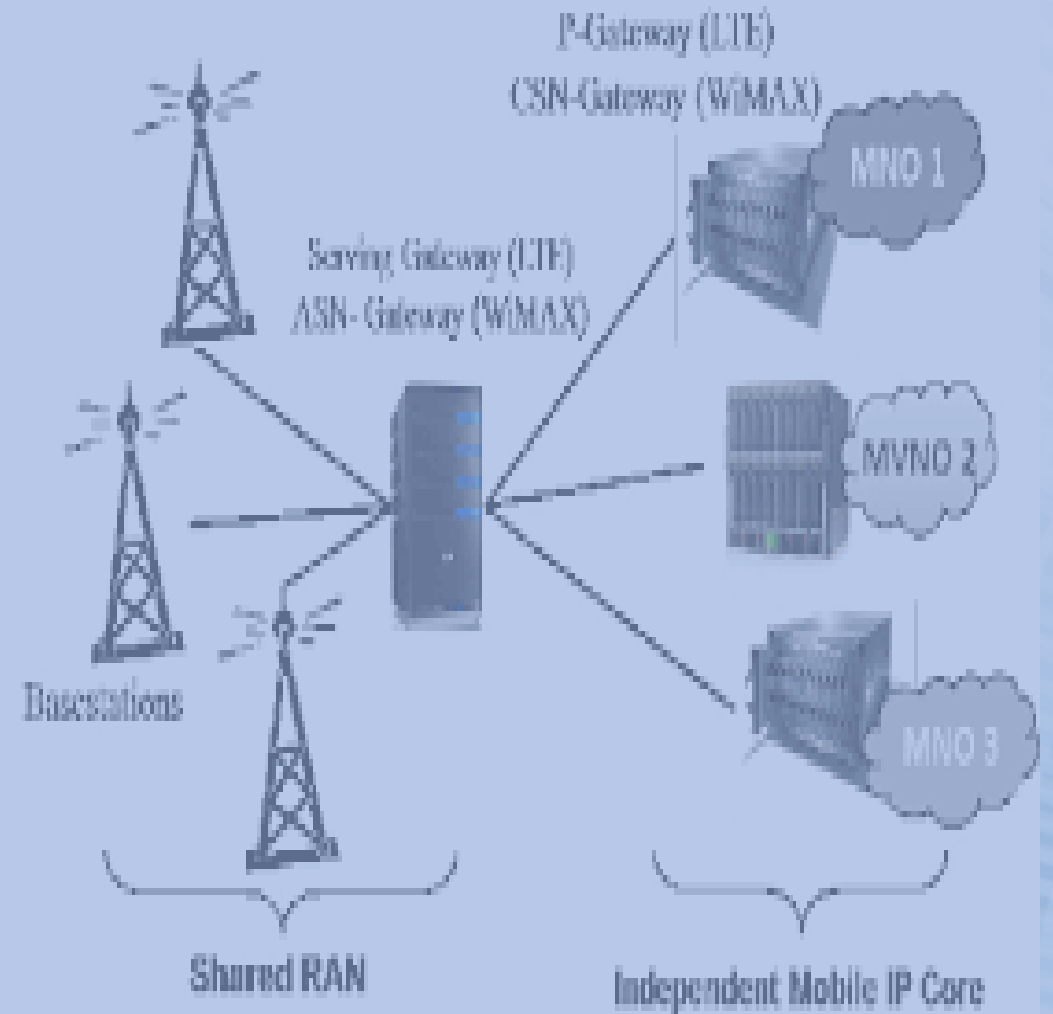
Deployment of Shared Radio Access Network contd…..

❑ 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– Smart Meter

Smart Meters are becoming the norms for reducing pilferage and this presents an opportunity. We are exploring business with -

- ❑ Smart Energy Meters on BOOT model for APSPDCL -Rs. 90 Crs.
- ❑ Smart Energy Meters on BOOT model for APEPDCL -Rs. 100 Crs
- ❑ Smart Energy Meters on BOOT model for Puducherry Power Corporation Ltd -Rs. 600 Crs

Other Opportunities

1. Multiple 1G MPLS VPN connectivity at 9 locations PAN India for 3 yrs. PoC completed for DSCC - Rs. 27 Cr.

2. MPLS VPN links at 363 high court locations across Gujarat 5 years – Rs 8 Cr.

3. MPLS VPN links at 337 locations across Gujarat for 5 years for GSRTC – Rs. 7 Cr.

4. Master System Integrator for implementation of Enterprise Solution for National Film Archives of India - Rs 80 Cr

5. MPLS, ILL & P2P for 650 locations for MPSEDC - Rs 39 Cr.

6. Security Orchestration Automation and Response Solution for IOB – Rs. 16.70 cr.

7. Secure W-Fi campus network for NFC – Rs. 4.90 Cr

8. Voice, Data identification &emergency communication services for Deptt of Fisheries Union Territory of Lakshdweep – Rs. 20 Cr

9. ILL Broadband & 4G sim to 1524 locations of BESCOM– Rs. 70 Cr.

Thank You