



RailTel Corporation of India Limited

21st Annual General Meeting

September 29, 2021



BOARD OF DIRECTORS/KMP:-

SHRI PUNEET CHAWLA - CHAIRMAN AND MANAGING DIRECTOR
SHRI SANJAI KUMAR – DIRECTOR, NETWORK PLANNING AND MARKETING
SHRI ANAND KUMAR SINGH – DIRECTOR, FINANCE
SHRI UMESH BALONDA – GOVERNMENT NOMINEE DIRECTOR
SHRI CHINNSAMY GANESAN - INDEPENDENT DIRECTOR
SHRI J. S. MARWAH – COMPANY SECRETARY AND COMPLIANCE OFFICER



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Moderator:

Dear Shareholders, good morning and a very warm welcome to the 21st Annual General Meeting of RailTel Corporation of India Limited through video conferencing or other audio-visual facility. As a reminder, for the smooth conduct of the meeting, the members will be in the mute mode and audio and video will be opened when they speak at the AGM as per the pre-registration. Please note that as per the requirements, the proceedings of the Annual General Meeting will be recorded and available on the website of the Company. The polling process is open since the start of the meeting and will close after 15 minutes on the conclusion of this meeting.

I now take privilege to introduce Board of Directors of your Company:

We have with us Shri Puneet Chawla - Chairman and Managing Director.

Shri Sanjai Kumar - Director, Network Planning and Marketing, he is also having an additional charge of the post of Director, Project Operation and Maintenance.

Shri Anand Kumar Singh - Director, Finance.

Shri Umesh Balonda - Government Nominee Director and who is also Nominee on behalf of the President of India representing 72.84% holding in the Company and is entitled to attend this Annual General Meeting.

Shri Chinnsamy Ganesan - Independent Director, he is also Chairperson, Audit Committee, Stakeholder's Relationship Committee, Nomination and Remuneration Committee and CSR Committee.

Shri J. S. Marwah - Company Secretary and Compliance Officer, RailTel. We also have with us, the representatives of Statutory Auditors, Secretarial Auditors and Scrutinizers and I now hand over the proceeding to the Company Secretary, over to you sir.

J. S. Marwah:

Dear Shareholders, a very warm welcome to all of you in this 21st Annual General Meeting of RailTel. As you all are aware that due to Covid-19 Pandemic, this AGM is being held through video conferencing in compliance with the applicable provisions of the Companies Act 2013, general circular issued by the Ministry of Corporate Affairs and SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. Further, all efforts have been made by the Company to enable members to participate and vote on the items being considered in the meeting. Registers are open for inspection as per the requirement of statute. I now request, Chairman and Managing Director of your Company to address you all.

Puneet Chawla:

Good morning, all. Dear Shareholders, the requisite quorum for the Annual General Meeting is present, I call the meeting to order. I welcome you all to the 21st Annual General Meeting. With



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the permission of the shareholders, the notice convening the Annual General Meeting and Director's Report already circulated to you are taken as read. It gives me immense pleasure to present to you the 21st Annual Report of your Company. I am happy to state that despite fierce competition in the market, RailTel is on a steady growth path and is one of the very few profitable, a debt free and dividend paying Telecom PSU. RailTel a millennial Company, started its journey in the year 2000 as a Telecom Service Provider of Indian Railways but within mere two decades of operations, it has become one of the largest Neutral Telecom Infrastructure and ICT Service providers of the Country. Today, RailTel is a Rs. 1400+ crore Company with 60,000+ route kilometers high-capacity OFC network along the Railway track, 18, 000 + kilometers city wide access network, two UPTIME US certified Tier III data centers, MeitY empaneled Railcloud, state of the Art Security Operation Centers and 700 + manpower which serve as a backbone of its services. From becoming a trusted partners in Indian Railways Telecom and Signaling projects to diversifying into various branches of IT and ICT, it has been a challenging yet extremely rewarding journey. From a Vanilla bandwidth provider, RailTel has metamorphosed into an integrated ICT Service provider. Today, I can proudly say that your Company has been a trusted ICT partner for government as well as private organizations including a few fortune 100 companies.

During FY 20-21, RailTel has achieved the highest ever consolidated income of Rs. 1411 crore up by 21% over the consolidated income of Rs. 1166 crores in FY 19-20. With this, RailTel has posted a profit before tax amounting to Rs. 197 crore and profit after tax of Rs. 142 crore for the financial year 20-21 on consolidated basis. The Company registered a total income of Rs. 440 crore in Q4 with a 5% increase over preceding quarter and 8% higher on year-on-year basis. The Company has paid an interim dividend of Rs. 32.09 crores to its shareholders. Your Company is also required to pay Rs. 30.68 crore towards revenue share to Railways for the year. The Company is constantly discharging its liability for payment of license fee to DoT and paid Rs. 56.56 crore in FY 20-21. All other statutory liabilities including income tax, service tax, VAT, etc. are being timely paid.

I will now take you on a virtual tour of the Company:

Your Company is actively carrying out various projects for Indian Railways. We have provided public WiFi at 6050 + stations. This is arguably one of the largest integrated Wi-Fi networks of the world. To monetize this network, we have launched paid Wi-Fi services at all the stations which has received good response. Given the lesser crowds at Railway stations during the Pandemic, the user count has been hit but we are sure that once Railway operations become normal, this paid Wi-Fi scheme will add substantially to our revenue stream. RailTel was entrusted with implementation of NIC e-office for Railway establishments in a phased manner to replace manual files with digital files. RailTel has completed work for Phase-1 and Phase-2, Phase-3 has been completed in June' 21. RailTel had created 1.3 lakh e-office users in 172



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establishments of Indian Railways. NIC e-office has been a major saviour for Railway officials during the lockdown as the platform helped them to continue their file work remotely. The number of e-receipts has risen 14.4 times and e-files created risen to 9 times, post March, 2020 lockdown. RailTel is also implementing Hospital Management Information System at 125 health facilities and 650 Polyclinics of Indian Railways across India for improved hospital administration and patient healthcare. RailTel has also developed and integrated a Tele-consultation App, HMIS mobile App and Covid portal to help the health units provide better service. This has been implemented at 154 hospitals and health units over NR, SCR, NER and ECR zones. RailTel HD video conference service is an end to end, full high-definition video conferencing service that gives users a virtual face to face meeting experience. This service is extensively used by Indian Railways for holding online meetings of Railway Board, zonal and divisional setup, inauguration events, etc. These services are being extensively used for events of Honorable Prime Minister of India, Minister of Railways, Minister of Industry and Commerce as well. This service also helped Railways maintain co-ordination and carry out crisis management tremendously during the nationwide lockdown. The service is also used by other government organizations and PSUs. RailTel is providing a number of data centers and cloud services, such as managed hosting, disaster recovery, co-locations, cloud computing from its MeitY empaneled Railcloud. It is also providing value-added services such as e-tendering, e-auctions, etc. RailTel is in the process of providing content-on-demand service to passengers in trains by pre-loaded multi-lingual content on media servers installed in trains. The content-on-demand service will not only improve overall passenger experience but at the same time increase the non-fare revenue through multiple monetization model. CoD service will also be available at all the stations with WiFi. RailTel has already partnered with the digital entertainment service provider for this project. Pilot implementation of CoD in 9 Rajdhani Rakes, 1 AC Suburban Rake over Western Railways and Chennai Express of Central Railways is underway. Another ambitious project of Indian Railways being executed by RailTel is Railway Display Network (RDN). RDN is an initiative to provide contextually rich and relevant information to Rail users along with public awareness messages and entertainment content using the latest digital technologies to unlock the true advertisements potential of the footfalls in stations. RDN is planned to be built and operated on a self-sustainable model, project is to be implemented at 2185 stations. RailTel is providing IP-based video surveillance systems at Indian Railway stations across the country and in train coaches. This state-of-the-art surveillance system will have video analytics and facial recognition software to ensure proactive High-Tech security at Railway stations. RailTel is also creating a centralized monitoring control center in all Railway zonal and divisional headquarters which will notch up the surveillance activity ensuring better security for the passengers and Railway properties. The target is to provide the IP-based video surveillance system at 6049 stations and 14,000 coaches of premium trains and sub-urban EMU coaches. Work has already been completed at 281 stations by RailTel in Phase-1 and 475 more stations will have this system within FY 21-22. RailTel has also provided CCTV at 54 stations



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from migrant specials on war-footing during FY 20-21. The project of replacing old mechanical signaling equipment with state-of-the-art electronic inter-locking system at 12 stations of Northern Railway is being carried out. Work at 3 stations has already been completed and it is in progress at 9 other stations. A new order has been received for 14 more stations and survey work has been started. RailTel is also executing the project to design and develop application software for taking feeds from civil engineering field sensors available at various assets such as tracks and bridges, display of stored drone recording of track and video camera live feed from various project sites for monitoring by officials.

Our Retail broadband service; RailWire which is a collaborative model in partnership with local entrepreneurs and local cable operators for providing access network has done exceptionally well in the past year. We have 4,00,000 RailWire subscribers, which is 3.36 times growth in just one year four months. This is suitable for providing rural connectivity at Gram Panchayat and village levels as well as for connecting banks and other government institutions.

RailTel is a key contributor in a number of ambitious projects like Bharat Net, National Knowledge Network, USOF project in North-East India, etc. We have laid 25,000 kilometers fiber and made 7766 Gram Panchayats service ready under Bharat Net. Under NKN project, RailTel has connected 732 universities and premier research institutes such as IIMs, IITs, etc. PM WANI project of Government of India is an exciting opportunity for RailTel to play an anchor role by continuous engagement with regulatory bodies and industry players to enhance evolving framework. RailTel has already registered itself as a PDOA for PM WANI program. RailTel also envisages to extend the Wi-Fi and broadband Services to villages using its PoPs at the already existing Wi-Fi stations. RailTel is providing virtual private network connectivity, HD-video conferencing services, e-office, etc. to Coal India and all its subsidiaries. This is an important sector for us and this sector is very niche and gives lot of opportunities for business growth. We provide crucial virtual private network connectivity and point to point connectivity to various public sector and private sector banks like State Bank of India, Central Bank of India, Bank of Baroda, Karur Vysya Bank, etc. We are providing connectivity to a number of different and strategic organizations for their critical applications and communication requirements.

RailTel is also implementing a tele-medicine for Karnataka State Government on POC basis. It has also engaged with Ministry of Health for developing application, cloud and data center services. With Pandemic hitting hard, the regular schooling, is adapting to digital platform. We see an opportunity to grow and be a part of this massive change. We are implementing Web and AI-based attendance system for schools in Assam, we are offering AI-based cloud solution for integrated academic management system, providing smart classroom solutions, learning management systems, etc. which are a go-to solution for education sector in pandemic weary world. We are making continuous endeavor to include more innovative products and services which can help our customers become more efficient and gain competitive advantage,



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especially in a post-pandemic world. We are focusing on providing a number of AI, IOT, ML based digital services to customers, e-governance solutions for government departments, PSUs and broadband services in rural areas. Besides our core services, we provide consultancy services to various government departments and PSUs in their quest for transformation to cloud and digital application space. It's been a year, since Covid-19 pandemic has started spreading like wildfire throughout the world, changing the way we lead our lives and business completely. The new normal demands a digital eco-system for sustainability of business compelling organizations to adapt to technology-enabled digital platform at a rapid pace. Given our service portfolio and capability to design time relevant services, we see an opportunity for unprecedented growth. There is a substantial demand for our services enabling remote working like NIC e-office, video conferencing, VPN, etc. The demand for bandwidth has also increased tremendously. Work from Home and online school and colleges has raised the demand for our RailWire broadband as well. There is going to be an upward trend in the demand of digital services and RailTel team, is fully prepared to encash on the same.

CSR times award for best PSU in women empowerment category for its CSR projects, SKOCH award in digital economy category for e-office implementation and express computer. Digital Technology Sabha excellence award for data center speaks volume of RailTel's achievement in the past year.

Your Company is also conscious of concept of corporate governance and is following corporate governance practices regularly. As a part of such practice, RailTel has adopted the Risk Management Policy, various committees such as Audit Committee, CSR Committee, Remuneration Committee, etc. are already in place to effectuate the functioning of the Company. RailTel is dedicated to fostering equitable and sustainable economic development with the help of its various social responsibility projects aiming at uplifting the underprivileged sections of the society. Your Company is currently running the RailTel Akansha Super-30 at Dehradun which offers free boarding, housing and coaching for IIT JEE and other premier engineering exams to 30 students who are talented but belong to economically weaker backgrounds. To contribute to better mesurational health of adolescent girls, RailTel is running menstrual health management program in 180 government schools of 8 aspirational districts of Uttar Pradesh by installing Incinerators and Napkin vending machines. Your Company has also contributed an amount of Rs. 3.3 crore out of the CSR budget of FY 21 to the PM Cares fund to support the Government of India in its to crusade against Covid-19 Pandemic.

Puneet Chawla:

I express my gratitude to our esteemed shareholders, my colleagues on the Board of Directors and to the Chairman and CEO, members and officers of the Railway Board for their valuable support, advice and co-operation. We are particularly thankful to the Ministry of Railways and other Ministries, Regulators for their commitment in accelerating the Company's growth. I would like to extend the deepest appreciation for RailTel team and their valuable contribution



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for a sustained performance in the future. Powered by the talent of our people in faith in the resilience of our business model, we look forward to overcoming any challenges that may lie ahead. Thank you, Jai Hind.

Now I would request the Company Secretary to proceed further.

J. S. Marwah:

The report of Independent Auditors and Secretarial Auditors along with respective management replies forms part of the Annual Report, already circulated to you. We are pleased to inform that Independent Auditor's report is not a modified one and the Company has received Nil comments from C&AG on the financial statements of the financial year 2020-21. With the permission of shareholders, the Independent Auditor's reports are taken as read. The observations of Secretarial Auditors given in their reports are:

Point 1) The Company has not complied with sub-regulation 1A of regulation 17 of SEBI (LODR) Regulations, 2015, in respect of composition of Board due to non-availability of requisite number of Independent Directors from 26th February, 2021 till 31st March, 2021.

Second) The Company has not complied with Chapter 1.4 of DPE Guidelines, 2010 and Chapter 3.1.4 of DPE Guidelines, 2010 due to non-availability of requisite number of non-official directors during the period under review.

The Management replies to these observations are; in terms of the provision contained in Article 67 of the Articles of Association of RailTel, the President of India shall have the power to appoint Directors on the Board of the Company. Since, the power to appoint directors including Independent Directors on the Board of the Company vests with the president of India acting through Ministry of Railways, it is beyond the control of the Company to appoint Independent directors on the Board of RailTel. However, the Company kept on following up the matter with Ministry of Railways for early appointment of requisite number of Independent directors on the Board to ensure compliance of provisions of Regulations 17 1(A) of SEBI (LODR) Regulations, 2015 and DPE Guidelines on Corporate Governance.

I will now read out the process for voting through electronic voting system; INSTA POLL. In pursuance of Regulation 44 of SEBI (LODR) Regulations, 2015 and Section 108 of the Companies Act 2013, the remote e-voting facility was available from 9 am on Friday, 24th September, 2021 upto 5 pm on Tuesday, 28th September, 2021. As per the Companies (Management and Administration) Rules, 2014, shareholders who have cast their vote through remote e-voting process can attend the Annual General Meeting but shall not be allowed to vote again at the meeting.



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Ms. Balika Sharma of M/s. Balika Sharma & Associates, Practicing Company Secretaries has been appointed as scrutinizer to scrutinize the remote e-voting process as well as e-voting at AGM in a fair and transparent manner. The results of voting along with scrutinizer's report, will be available at the website of the Company at www.railtelindia.com . Now, I request our Chairman and Managing Director for further proceedings.

Puneet Chawla:

Thank you. Polling process is open since the start of the meeting and will close after 15 minutes on the conclusion of this meeting. Those who have not cast their votes, may exercise their voting right. Now, I request Company Secretary to read out the agenda items of the meeting.

J. S. Marwah:

I will first take ordinary business

Item No. 1: To receive, consider and adopt the audited financial statements including consolidated financial statements of the Company for the financial year ended 31st March, 2021 together with Board's report, the auditor's report thereon and comments of Controller and Auditors General of India, C&AG.

Item No. 2: To confirm the payment of interim dividend for the financial year 20-21 and to declare the final dividend for the financial year 20-21.

Item No. 3: To appoint a Director in place of Shri Ashutosh Vasant - Director, DIN NO: 07783222, who retires by rotation and being eligible for reappointment.

Item No. 4: To take note of the appointment of Statutory Auditors as appointed by C&AG for the financial year 21-22 and authorizing the Board of Directors of the Company to fix their remuneration.

Now I will take special business.

Item No. 5: To ratify the remuneration of the Cost Auditors for the financial year 20-21 and 21-22, respectively and if thought fit, to pass the following resolution as ordinary resolution, the resolution is "Resolved that pursuant to the provisions of section 148 and all other applicable provisions of Companies Act, 2013 and the Companies (Audit and Auditors) Rules, 2014 including any statutory modification or re-enactment thereof for the time being in force, the Company hereby ratifies the remuneration of M/s. R J Goyal & Co., Cost Accountant, appointed as Cost Auditors by the Board of Directors of the Company to conduct the audit of the cost records of the Company for the financial year 20-21 and 21-22, respectively at a remuneration of Rs. 60,000 + applicable taxes per financial year.

I now request Chairman and Managing Director and other Directors to answer the queries of shareholders relating to items of businesses set out in the notice of AGM.



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Moderator: Thank you. I now invite the shareholders who have pre-registered to ask questions and shareholder speakers to raise their queries if any relating to item of business as mentioned in the notice of Annual General Meeting. I also invite shareholders to post messages in the communication box available on the screen which would be replied suitably. I now invite Mr. Bhavya Nailwal to unmute the audio and video and ask questions or give comments. In the interest of time, I request you to restrict your questions or comments to three minutes. Thank you.

Bhavya Nailwal: Good afternoon CMD sir and the Board of Directors of RailTel Corporation and the Company secretary sir. Sir I am very proud that I am a shareholder of RailTel Corporation, I always wanted to acquire the shares of some PSUs who have a longer vision, broader vision for which I can invest in long-term time and buy. I feel also privileged by the presentation of CMD Sir who has presented and basically the virtual tour that the sir gave, it also builds faith in ourselves so that we can invest for long term time and see a very long-term growth in the Company. And I feel very privilege to be a shareholder of the Company and also, I would thank all the secretarial team and the Company secretary sir for organizing this AGM virtually in this pandemic time and also the IPO of the Company was also launched in the pandemic time, so I feel very thankful to all the stakeholders and all the employees of the RailTel Corporation and specifically the CMD sir who has given a nod to IPO also. And with the restriction of time CMD sir I would like to raise few questions; well first is regarding that you mentioned in your virtual tour that the Company is giving consultancy services to the PSUs, does the Company have any agenda that in future they will be giving consultancy services to private ventures also, because there are various private companies also who are coming in this technology driven Company or who are requiring services of this technology driven Company. And my second question would be related to the, in the news flash which has recently been published by various media houses in relation to merger of RailTel with IRCTC and other group companies sir. Thank you, sir.

Moderator: Thank you. I now invite Mr. Surinder Kumar Arora to unmute their audio and video and ask questions or give comments. In the interest of time, I request you to restrict your questions or comments to three minutes.

Surinder Kumar Arora: *Sir myself Surender Kumar Arora, I am attending this meeting from Noida. Sir, Chairman speech sunane ke bad jo sir confidence hai company ke prati, sir vo bahut jayada ho gaya hai. very nice chairman speech sir, bahut aacha laga sir sunane ke baad. Kafi informative thi. jitne doubts the saare clear ho gaye sir. Mera sir question ye hai sir ki, kya company bonus ke bare me soch rahi hai? Number 2, sir ye CSR activity COIVD ke bare me hum logo ne ki hai thoda explain kijiyege? Baki sabh iss meeting ko join karne ke liye jo support Secretarial department ne diya uske liye sir bahut bahut shukriya dhanyabad. Thank you sir.*



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Moderator: Thank you. I now invite Mr. K Sadanand Shastri to unmute their audio and video and ask questions or give comments. In the interest of time, I request you to restrict your questions or comments to three minutes. Mr. Shastri can you unmute your audio from your end.

K Sadanand Shastri: Good afternoon, sir I am Sadanand Shastri from Bangalore. Number is 11702201. We have a ever-smiling face Chairman, Mr. Puneet Chawla, my warm greetings to you. Unfortunately, this is the first time I am participating in this meeting. Thanks to your team for having dragged me to participate in the meeting. Sir, this virtual meeting do not serve any purpose, neither we can approach you properly nor you can reach us effectively. Physical meeting is the only the solution. Chairman under your leadership, even in the pandemic situation the Company's performance have upper hand, hope to continue the same. Sir, my observations are very less this time. Coming to the page 102 of the report, is there any Chinese participation in foreign portfolio investments, that is in shareholding pattern? Page number 133, standalone balance sheet, trade receivables are increasing heavily, loss allowances are also increasing year on year, age wise classification are also not done, what action Company will take to safeguard from becoming bad debt. Cash and Bank balances are heavily amount sir without putting it to productive. Page number 183, in related parties, item number 10 it is said India Railway, is there any difference between in India Railway and Indian Railway, in some of the cases you have said Indian Railway, that is why I am asking this question. Page number, that is consolidated balance sheet is almost similar to the standalone balance sheet as there is no observations. Sir one more thing is privatization is in offering in Railways, if so, what is your participation and one more appeal from me, why the Company cannot extend free pass facilities for senior shareholders and once in a year tour program for us. Thank you very much sir. See you next year in Delhi, physically. Thank you very much.

Moderator: Thank you. I now invite Mr. Virender Kumar to unmute their audio and video and ask questions or give comments. In the interest of time, I request you to restrict your questions or comments to three minutes.

Virender Kumar: Hi, I am Virender. Good morning to all the team of RailTel. Mr. Chairman, I would like to thank you for your immense leadership, under your leadership the Company is doing good. The IPO to bring IPO in this challenging times was a brave decision and I think you did well. My only one question to you sir, why RailTel is not thinking to step in the private area market, private home, fiber to home which other companies are tapping like wildfire it is stretching and everybody is going for internet and fiber to home. Why cannot RailTel with so much of fiber capacity, I think we have the largest fiber capacity in India, more than all private clubbed together we will still be the number 1, so why cannot we tap that market which is there, which are not satisfied with the services of the 2 or 3 major private companies who took money from the customers and you must have seen them in Twitter and Facebook what they write about these companies, so why cannot RailTel get into these markets and tap them which are lying there and



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second what about the merger, these are some worrying signs, if RailTel merges with IRCTC, what will be the effect on us and on the RailTel? So, that is all what I have and I would congratulate you on the IPO on these challenging times. Thank you very much.

Moderator: Thank you. I now invite Mr. Kirti Shah to unmute their audio and video and ask questions or give comments. In the interest of time, I request you to restrict your questions or comments to three minutes. Mr. Shah, may we request you to unmute your line from your end?

Kirti Shah: Chairman sir in last quarter turnover Rs. 429 Crore tha, it came down to Rs. 304 Crore, bahut hi kafi gira hua hai. Profit tha aap ka 27 crore jo 20 crore reh gaya. eski vajah kya hai? Profit margin aap ka bada hua hai aur profit down hua hai revenue down hua hai Eski vajah kaya hai? Or full year ka revenue se kam hai eski vajah kya hai. full year ka jo 10.51% tha vo aap ka reh gaya hai 6% something. Chairman sir aap ke pas bahut hi achi holding hai 72.84%, aur abhi bhi aap 75% tak badha sakte hai. Chairman sir bahar wale ko koi joint venture ke liye bulaye aur sahi tarah se aage badne ke bare me sochiye to shareholders ko bhi benefit hoga. Sir aap ka price to book value is 2.93 hai, jo hai aap shareholders ke benefits ke liye kya karna chahate ho? taki book value Rs. 70 or Rs. 80 badaya ja sake. Shareholders ke liye khas sochne ki jarurat hai. Baki maine aap ko e-mail kar rakha aap reply karege. Wish you all the best, thank you very much

Moderator: Thank you. I now invite Mr. Ajay Kumar Jain to unmute their audio and ask questions or give comments. In the interest of time, I request you to restrict your questions or comments to three minutes.

Ajay Kumar Jain: Namaskar sir, mai Delhi se Ajay Kumar Jain Company ka shareholder bol raha hu mai IPO ke time se shareholder hu aur 6 anya Parivar ke sadsya jo shareholder hai. Company ne jo apni Annual Report bheegi thi vah aap ke netritv me financial or projection ke bare me kafi achi clearty thi. Aap ke netritv me achi balance sheet banai hai uske liye aap ke department aur netritv ko bahut bahut danyavad. Sir balance sheet padne ke bad koi jigya nahi thi lekin aap ki aujasvi chairman speech di hai us me lagata mere point or any point jo bhi mann me sochata tha ki future kya hoga vo aap ne clear kar diye hai. Company aap ke netritv me acha kam kar rahi hai. Jaha hamare yavasvi Pardhanmant infrastructure ko badane ke liye prayas kar rahe hai sath me hamare mananiye railmantri apane hamesha department ko sahyog dete hai and sath me aap ka ye tino ka combination hai na sir ye hamari company ko aage badane ke liye. Aur mai to yahi kahuga ki kabhi bhi RailTel ka merger bhavishya me kisi aur PSU ke sath na ho kyuki vo kud hi ek ratan ke roop me hai jo ki mananiye pardanmantri bhi cahate hai ki kamau hai usko balki, apane saath rakhe Sir aap to technology ke master hai sab kuch hai aur sir aap ke netritv me company secretary department ne itna acha home work kiya hai ki presentation bahut acha clear aa raha hai asa lag hi nahi raha ki VC me bathe hai. Ase lag raha hai ki ham delhi mein baithe hai aur hamare chairman hamare beech hai lekin doordarshan doordarshan hi hota hai. Sir ek nivedan



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aur karna chahuga aap ne chairman speech itni achi di hai yadi e-mail ke dvara share dharako ko bheji jaye taki jo judne me asamarth rah gaye hai vo jaan sake ki RailTel kya cheez hai. Aur iske sath sath ek nivedan or hai ki aap ke autograph ki hard copy bheji jaye to vo mere liye collection hoga taki aane wali pidhi ke liye bahut aacha rahega. Pardamnatri ji kehte hai professional training PSU or anya kshetar me di jaye agar aisi koi yojna aap ke netritv me ho sangyan me ho to use bhi dekha jaye. ek mahamari ke dauran shareholders bhi kafi pedit rahe yadi apne staff ke liye jo dispensaries hai yadi emergency me shareholders ko bhi suvidha mile to shareholders bahut aabhari rahege. Meeting ke bad yadi CS Division humse bat karega to anya koi prasan hai to unse share karlege. Aap se judne ke liye namskar dhanyavad.

Moderator:

Thank you that was the last question. Over to you Chairman sir.

Puneet Chawla:

Thank you very much. I thank all the shareholders for their comments and words which they have for the Company. The first question was there for the consultancy services which are being provided by us to various companies, government companies, we are now offering various services to the private sector also. Many of the Private sector's big companies are now coming to us and they are our client. But of course, in the consultancy sector we have not yet started offering services to the private sector, which in near future probably we will offer and may offer as and when the such companies come to us, such companies come to us.

Second part was regarding the merger issue, IRCTC merger issue that was raised. See, this decision rests with the Government of India and I cannot comment on it, it is the appropriate authorities who take their decision on this issue.

Then Mr. Surender Arora raised issue of bonus, see the Company has got listed just recently and going forward we will look into this at the opportune time as far as bonus is concerned.

Then there was a question regarding health activities, regarding COVID. From CSR see we have done lot of things during COVID, if I tell about our staff, we allowed reimbursement of full COVID expenditure for the staff, we held camps for the staff, of course this was not for the CSR, this was out of our own resources, which we did as a welfare measure for our staff and for the CSR we have contributed to some organizations who plan to setup hospital beds and oxygen at various facilities.

Mr. Sadanand Shastri wanted an opportunity to meet in physically, of course this is not possible right now on the present circumstances but with God willing, we will hold the next AGM in face to face, physically. And regarding the Company's performance, I can assure you that Company's performance will continue to grow, Company will continue to grow, we have good order book and order book is consistently growing, we are fulfilling the orders also, completing the orders and further the orders are going also. I would say, there are 30 clients. Regarding Chinese



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participation, I can confirm that there is no Chinese participation in our Company, not only this, our Company is probably I cannot be sure but I can say for my Company at least that we have got no Chinese made equipment in the entire network. Then for the trade receivables, yes there has been an increase, recently that is primarily due to the hardships being faced by various government organizations, state government due to onslaught of COVID, since majority of the work, the projects which we execute for the government, so this is one aspect which we are looking into and as COVID situation improves, our receivables should also improve and we are taking all efforts for that. As far as the cash balance you said, we are executing all our expansion projects, modernization projects from our internally accrued resources. This year we plan to spend around Rs. 115-125 crore from our cash value towards our expansion of the network and the modernization of the network. Indian Railways somewhere it has got written India railways, etc. so that I think must be a typing error. Indian railways and India Railways is the same thing, it is mentioned probably wrongly somewhere.

Regarding the privatization plan or programs that is not under the purview of this organization that is again issued to be addressed by the Government of India and I cannot comment on that further.

Then Mr. Vijender Kumar raised the issue of private fiber to home. As I told you in my speech, we have got 78,000 route km of fiber and we are using this network to provide broadband services to the home, that is fiber to the home. We are FTPH services, we are providing to home and our number of subscribers today have increased to approximately 4.14 lakh, this has basically shown our growth of around 4 times in the last two years and our revenues also have increased from this segment, from the broadband segment, our revenue has almost doubled last year. It was Rs. 108 crore in 2019-2020 and it has grown to Rs. 202 crore in FY 20-21 and we are continue to the grow. So, this fiber we are using of course, much more growth is expected and we expect that by the end of FY 22 we will be able to grow much bigger into this.

Mr. Kirti Shah raised the issue of performance in the Q1 of FY22; where if we compare it with the Q4 of FY21, the growth was somewhat less. Yes, I agree, Q1 of FY22 saw the second wave of infections. I mean, our Company, our employees were also badly hit. And I mean some 25% of our regular and contractual staff, 25% of the total staff got affected by COVID. We lost also some of our young engineers but in spite of everything, if we see the performance in Q1 of FY22 as compared to the performance of Q1 of FY21 on year-on-year basis, we grew by 21% and the PAT also grew by 31%. And in the coming quarters, we certainly expect to do much better and our turnover in the full year, after the full year will certainly increase as compared to FY21. I could not get the other part of the question because of some audio problem.



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And then Mr. Ajay wanted the speech to be shared. We will post it on our website, we will load it on our website and also on the YouTube, so that all the shareholders who are not even present today or who have not been able to find time, they can view this thing at a subsequent time.

And then regarding the use of medical health facilities, you know, there is a big program of government of India in which it is a digital health mission, in which all the hospitals and units of government of the means, a unique identity will be made and then it is a big program in which people can avail of the medical facilities after getting their ID, anywhere. So, this is the thing which is being taken care of automatically by Government of India's scheme.

So, this I think most of the questions are almost all the questions I have answered and rest of the doubts or questions whatever you may have, you can ask subsequently, we will give a reply to you. And the here chat box questions also will be replied subsequently. Thank you.

Moderator: Thank you so much. Now I request Company Secretary to continue further.

J. S. Marwah: Since question-and-answer session is over. The icon for e-voting is available on the top of the screen, which will re-direct you from a separate window to the e-voting portal of NSDL. The e-voting facility will remain open for 15 minutes after the closure of this meeting to enable those members who have not cast their votes earlier through remote e-voting facility and now may like to cast their vote. The results of voting will be announced within next 48 hours and the same will be intimated to the Stock Exchanges and will also be updated on the website of the Company at www.railtelindia.com and on the website of NSDL at www.evoting.nsdl.com. I now invite Shri Anand Kumar Singh – Director, Finance to give vote of thanks.

Anand Kumar Singh: It gives me immense pleasure to propose the vote of thank to our Chairman and Managing Director, Board members of the Company, representative of the Honorable President of India, the valued shareholders, Statutory and Secretarial Auditors of the Company. I would also like to thank M/s. Kfin Technology Private Limited, Registrars and Share transfer agents of your Company and NSDL and Chorus team. Last but not the least, the entire RailTel team for their valuable contribution for a sustainable performance in the future. The Successful culmination of this event owes much to the support all of you present here are today. Once again, thank you all.

Moderator: Thank you. Now I request all to please stand for the playing of The National Anthem.

(National Anthem was played)

Puneet Chawla: The meeting stands concluded, thank you all for joining.