



RailTel Corporation of India Limited

24th Annual General Meeting

August 21, 2024

BOARD OF DIRECTORS/ KMP:-

SHRI SANJAI KUMAR - CHAIRMAN AND MANAGING DIRECTOR

SHRI V. RAMA MANOHARA RAO – DIRECTOR, FINANCE

SHRI MANOJ TANDON -DIRECTOR, PROJECT OPERATION & MAINTENANCE

SHRI YASHPAL SINGH TOMAR --DIRECTOR, NETWORK PLANNING AND MARKETING

SHRI RAMESHWER MEENA – GOVERNMENT NOMINEE DIRECTOR

SHRI RANJIT KUMAR – GOVERNMENT NOMINEE DIRECTOR

SHRI N. MANOHARAN - 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 24th Annual General Meeting of RailTel Corporation of India Limited through video conferencing. 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 will 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 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

- i. Shri Sanjai Kumar, Chairman & Managing Director. He is present in the meeting.
- ii. Shri V. Rama Manohara Rao, Director/Finance. He is present in the meeting.
- iii. Shri Manoj Tandon, Director/Project Operation & Maintenance. He is present in the meeting.
- iv. Shri Yashpal Singh Tomar, Director/Network Planning & Marketing. He is present in the meeting.
- v. Shri Rameshwar Meena, Government Nominee Director. He is also appointed as nominee on behalf of the President of India to attend this Annual General Meeting. He is present in the meeting.
- vi. Shri Ranjit Kumar, Government Nominee Director. He is present in the meeting.
- vii. Shri N. Manoharan, Independent Director. He is also Chairman/Audit Committee, CSR Committee and Stakeholders Relationship Committee. He is present in the meeting.





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Shri J S Marwah, Company Secretary and Compliance Officer/RailTel.

Other than the Board members, we have

Shri Ajay Kumar Atolia as the representative of Statutory Auditors M/s S R Goyal & Co,

The representative of C&AG,

Ms. Binita Pandey as the representative of Secretarial Auditors M/s T. Chatterjee & Associates and

Shri Naresh Sinha, the Scrutinizer of the meeting.

I, now, handover the proceeding to the Company Secretary.

J.S. Marwah:

Dear Shareholders, A very warm welcome, to all of you, in this 24th Annual General Meeting, of RailTel.

This AGM is being held through Video Conferencing in compliance with the applicable provisions of the Companies Act, 2013 read with the notification and guidelines issued by the Ministry of Corporate Affairs and Securities and Exchange Board of India. Further, all efforts have been made by the Company to enable members to participate and vote on the items being considered in the meeting.

Since there is no physical attendance of the members, the requirement of appointing the proxy is not applicable. Attendance of members through VC is being counted for the purpose of quorum under the Act. As per the Companies Act 2013, register of directors and key managerial personnel and their shareholding, register of contracts and arrangements in which directors are interested and memorandum & articles of association are available for inspection and can be accessed through the link made available on the website of NSDL during the meeting.





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I, now, request Chairman & Managing Director of your Company to address you all.

Sanjai Kumar:

A Very Good Morning, Dear Shareholders, the requisite quorum for the Annual General Meeting is present. I call the meeting to order. I welcome you all to 24th Annual General Meeting. With the permission of the shareholders the notice convening the Annual General Meeting and Directors' Report already circulated to you are taken as read.

It gives me immense pleasure to address my 3rd Annual General Meeting as Chairman and present the 24th Annual Report of our esteemed company. We are at an interesting stage in the development of our country and your company intend to make maximum of the emerging opportunities to grow in a sustainable way. Despite challenging global market conditions, we've showcased remarkable performance, making this year particularly special as we enter 25th year of operation. It's with immense pride that I share RailTel's transformation from an in-house telecom service provider for Indian Railways to one of the nation's largest neutral telecom infrastructure providers and a trusted IT & ICT service provider. With a market capitalization of about ₹ 15000 crore and growing investor confidence, we aim for consolidation and further expansion.

Our commitment to maintain & expand our nationwide network remains unwavering, spanning over 62,000 RKM of high-capacity OFC network along railway tracks, supported by a citywide access network exceeding 21,000 KM. Reinforced by UPTIME USA certified TIER III Data Centres, MeitY empanelled cloud i.e. 'Railcloud,' a state-of-the-art Security Operation Centre, Network Operation Centres, and a workforce of over 800 skilled professionals, we are poised for growth. A planned capital expenditure investment of approximately ₹ 250 crore for FY 25 will further fortify our vital network.





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I'm thrilled to announce that RailTel has achieved record-breaking growth once again. For the fiscal year ending March 31, 2024, we posted a total income of ₹ 2,622 crores and a total PAT of ₹ 246 crores, reflecting a remarkable 31% increase in both turnover and profits compared to the previous year. Our telecom segment contributed ₹ 1,265 crores, while the project segment added ₹ 1,302 crores to our operating turnover. Notably, for the first time, our project income has surpassed our telecom income.

In line with our financial commitments, we have paid ₹ 82 crores to the Department of Telecommunications for license fees and ₹ 43 crores as revenue share to Indian Railways. We have also issued an interim dividend of ₹ 1 per share, equating to 10% of the paid-up share capital, benefiting all our shareholders. Additionally, I am pleased to inform you that the Board of Directors has recommended a final dividend 18.5% of paid-up share capital i.e. ₹ 1.85/- per share for the financial year 2023-24, subject to shareholder approval during this AGM. Our Earnings per Share for the fiscal year 2023-24 stood at ₹ 7.67.

This is the era of rapid digitalization which has fuelled an unprecedented demand for data centre facilities as well as proactive cyber security. RailTel in addition to telecom licensee, has two Tier III Data Centres, MeitY empanelled cloud- 'RailCloud' and an in-house specialized Security Operation Centre. There are very few government companies in India with this unique mix of services under one roof. Understanding potential of this, we are actively working on expanding the capacity of our data centres and cloud infrastructure through strategic capital expenditure investments and partnerships.

We have established partnership to set up 102 Edge Data Centres across country at multiple locations. This has huge business potential given the low





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latency streaming demand rise for OTT platforms, gaming etc. We are starting to roll out the set ups and this will reflect in our revenues soon.

Furthermore, your company is actively working on establishing another state-of-the-art data center in Noida by inviting private investment partnership.

RailTel serves as the digital transformation partner of the Ministry of Railways undertaking ambitious projects aimed at modernizing Indian Railways like NIC e-Office solution across 236 units, Public Wi-Fi at 6112 stations, IP-based Video Surveillance Systems at 5000+ railway stations etc. RailTel's implementation of the Hospital Management Information System across 709 healthcare facilities of Railways enhanced health care services. We've developed teleconsultation and beneficiary apps, seamlessly integrated with HMIS, empowering medical beneficiaries.

The invaluable experience gained by RailTel in implementing solutions for Indian Railways is opening new opportunities across various government agencies.

Railway Signalling plays a very crucial role in operational efficiency and safety for Indian Railways. RailTel has core expertise to execute such high-tech modern projects for improving train operation as well as safety. We are already working on signaling projects like replacing the old mechanical signalling with Electronic Interlocking at 26 stations of Northern Railway and provision of automatic signaling in South Central Railways. We are also working on installing Integrated Tunnel Communication System on a number of critical sections of the Indian Railways network including famous and important Kashmir banihal Katra Network Recently your company has been entrusted with the work of Implementation of unified communication





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infrastructure comprising IPMPLS LAN Infra, VOIP exchange, IP based control communication and replacement of UTN over Western Railway.

Indian Railways is rapidly modernizing its signalling system with initiatives like LTE-R and Kavach and we are aiming to become an integral part of this ambitious journey. We have already secured a project to provide comprehensive Ground Infrastructure Works for 4G LTE-R over 523 RKM in Secunderabad Division, South Central Railway. Moving forward, we are focusing on participating in projects related to Kavach and similar safety systems.

In order to ensure the availability of competent and skilled manpower in the field of Railway Signalling, we have launched a Centre of Excellence for Railway Signalling, Telecommunication and Cyber Security training. The CoE will offer a spectrum of certifications and courses covering pivotal areas like KAVACH and Cyber Security. Additionally, the CoE intends to serve as the assessment agency for the globally recognized competency certification of IRSE License, catering to both seasoned Railway professionals and young engineers.

The G20 Summit in New Delhi was a pivotal moment for the country. RailTel played a crucial role by delivering integrated telecom solutions at ITPO, Pragati Maidan in New Delhi. This assignment was both a significant challenge and a prestigious opportunity for the company. RailTel established high speed internet network and collaborated with partners to build state-of-the-art mobile network infrastructure and a neutral in-building telecom infrastructure in the campus.

RailTel also addressed cyber security concerns by deploying necessary security solutions to safeguard the network in the ITPO campus. Successful





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delivery of this project solidified RailTel's position as a trusted telecom solution provider in the industry.

Our retail broadband service Rail Wire serves 5.70 Lakh subscribers through successful partnerships with more than 10,500 partners. Rail Wire generated revenue of ₹ 344 crore in FY 24.

Extending the idea of bringing digital connectivity to all, we have joined hands with Gujarat Fibre Grid Network Limited for providing FTTH/FTTX services across 22 districts of Gujarat via a revenue-sharing model. This agreement aims to bring broadband connectivity to homes, government offices, health centres, Anganwadi centres, post offices, and banks in 8080 Gram Panchayats, offering high-speed internet and Quad Play Services such as FTTH, IPTV, OTT & Digital Services.

RailTel has a strong presence across multiple sectors, including Railways, IT, Defense, Health, Mining, Coal, Banking, Smart Cities, Insurance, and many more. We maintain a robust order book valued at about ₹ 4750 cr, regularly winning multi-crore bids, mostly through open tendering including orders of ₹ 556 cr from Railway. In FY 24 alone, we have won orders worth about ₹ 2870 cr. This shows RailTel's competitive edge and its ability to excel even in demanding market scenario.

Recently, we've focused on bidding for diversified projects, gaining opportunities to work on unique initiatives. We have been selected as the Master System Integrator for Prasar Bharati's OTT platform. We have also secured a significant order worth ₹ 351.95 crore to implement a Health Management Information System for the Brihanmumbai Municipal Corporation. Additionally, we are working with the Directorate of Geology and Mining, Government of Madhya Pradesh, to implement an AI-based





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Smart Enforcement System to curb illegal mineral transportation, with three years of operation and maintenance.

These projects and many more such projects are promising, opening doors to numerous similar opportunities in other organizations/state agencies.

Your company is actively seeking business opportunities in Southeast Asia, Africa and Caribbean countries. We're currently in discussions with Vietnam Railways for their upgradation projects and other service areas. Our experience in supporting Indian Railway's digital transformation and upgradation positions us well for similar opportunities in developing and underdeveloped nations.

We've signed a tripartite MOU with InoViTel Private Limited and Tsiko Africa Energy & Infrastructure for Tsiko Group. This collaboration allows us to explore opportunities in telecom, railways, and other IT/ICT sectors in South Africa and the surrounding region. This marks a significant step in expanding RailTel's services internationally.

RailTel has forged strategic partnership with IITM Pravartak for training on advanced networking, 4G/5G, security etc. Additionally, our collaborations with Premium Institution such as IIIT-Delhi, AIIMS-Delhi, CDOT, NIC & NICSI, and CDAC aim to introduce innovative solutions spanning healthcare, IT, and ICT domains.

Our greatest strength is our talented and dedicated workforce. We invest in their continuous development through extensive training programs in areas like Cyber Security, AI for Business, Public Procurement, Finance, HR, and so on. In line with the government's Skill Development initiative, we annually





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welcome apprentices, offering them valuable training and hands-on experience.

To support our growing operations, we've recently inducted over 140 skilled and dynamic professionals.

In FY 2024, your company achieved remarkable success, earning six prestigious awards from esteemed organizations like SCOPE, Express Computer, Duri & Bradstreet, Governance Now, and CMO Asia. Notably, the SCOPE award was presented by the Hon'ble Vice President of India, Sh. Jagdeep Dhankhar. These accolades highlight RailTel's exceptional accomplishments and reinforce our leadership in the industry.

At our company, we prioritize strong corporate governance principles, upholding values of transparency and integrity. To ensure ethical governance, we have established several committees: Audit, CSR, Nomination and Remuneration, Stakeholder Relationship, and Risk Management. RailTel adheres to all guidelines from the Department of Public Enterprises and the Government of India, supporting the Make in India program. Our commitment to compliance ensures we operate within the regulatory framework, fulfilling our responsibilities to stakeholders and creating long-term value for our organization and its community.

Corporate Social Responsibility is the cornerstone of our commitment to positively impact society while achieving business success. In FY 24, RailTel allocated an amount of ₹ 4.85 Crore towards various CSR projects. These initiatives include our flagship program of Super-30, Operating Sehat Centre, donating fully equipped ambulance, providing health and nutrition to children of sex workers, poor women in weaver's village and other needy orphaned





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children. These initiatives reflect our dedication to create a better world for future generations while driving innovation and growth of nation.

I want to take this moment to extend my heartfelt gratitude to shareholders, members of the Board of Directors, Chairman & CEO of the Railway Board, as well as the esteemed members and seniors officers of the Railway Board, Zonal railways, Ministry of Railways, DoT, MeitY, other government departments, and regulators. Your unwavering support, invaluable advice, and cooperative spirit have been instrumental in our success.

I also want to express my deepest appreciation to the RailTel team. It is through their hard work, commitment, and dedication that your company has achieved remarkable milestones. To all our stakeholders, I reaffirm commitment to maintaining our growth trajectory. With your continued support and trust, we will forge ahead, striving for excellence and delivering value to all. Now I request Company Secretary to proceed further.

J.S. Marwah:

The Report of Independent Auditors and Secretarial Auditors along with Management replies forms part of the Annual Report already circulated to you. With the permission of Shareholders, the Independent Auditors Report are taken as read.

I will now read out the process for voting through electronic voting system (insta poll).

In pursuance of Regulation 44 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and Section 108 of the Companies Act, 2013, the remote e-voting facility was available from 9.00 a.m. on Sunday, 18th August, 2024 up to 5.00 p.m. on Wednesday, 20th August, 2024.

As per the Companies (Management and Administration) Rules, 2014, shareholders who have cast their vote through remote e-voting process can





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attend the Annual General Meeting but shall not be allowed to vote again at the meeting.

Shri N. K. Sinha of M/s. Kumar Naresh Sinha & Associates, Practicing Company Secretaries, has been appointed as a 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 <http://www.railtel.in/> Now, I request our Chairman & Managing Director for further proceedings.

Sanjai Kumar:

The polling process is open since start of the meeting and will close 15 minutes after 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:

As per the notice of AGM, the items and resolutions those have been put to vote through e-voting are

Under Ordinary business

Item no. 1: To consider and adopt the Audited Financial Statements of the Company for the Financial Year ended 31st March, 2024 together with the Reports of the Board of Directors and Auditors thereon and the Comments of the Comptroller & Auditor General of India ("C&AG") thereon.

Item no. 2: To confirm the payment of Interim Dividend for the Financial Year 2023-24 and to declare the Final Dividend for the Financial Year 2023-24.

Item no. 3: To appoint a Director in place of Shri Sanjai Kumar, Chairman and Managing Director (DIN: 06923630) who retires by rotation and being eligible, offers himself for reappointment.





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Item No.4:- To authorize the Board of Directors of the Company to fix the remuneration of the Statutory Auditors to be appointed by C&AG of India for the Financial Year 2024-25.

Under Special business:

Item No. 5: Appointment of Shri Ranjit Kumar as Part-time Govt. Nominee Director of the Company, not liable to retire by rotation.

Item No. 6: To ratify the remuneration of the Cost Auditors for the Financial Year 2024-25.

Please note that the Independent Auditors Report is NOT modified one and the Company has received Nil comments from C&AG on the financial statements of the FY 2023-24.

The Observations of Secretarial Auditors are given in page no.59 of the Annual Report which I am reading out for the shareholders:-

"The composition of the Board of Directors was not in compliance with Regulation 17 (1) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations in regard to non – availability of one-half of the Independent Directors including Independent Woman Director on the Board of the Company."

The Management replies to these observations are :

"RailTel is a Govt. Company under the administrative control of Ministry of Railways, Govt. of India. In terms of 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/Woman Independent Director on the Board vests with the President of India, it was beyond the control of the Company to appoint





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on its own Independent Directors/Woman Independent Director on the Board.

However, the Company kept on following up the matter with the Ministry of Railways for early appointment of requisite number of Independent Directors including Woman Independent Director on the Board." Over to operator.

Moderator:

I now invite the shareholders, who have pre-registered to ask questions and shareholder speakers to raise their queries, if any, relating to items of business as mentioned in the Notice of Annual General Meeting.

I now invite Mr. Jasmeet Singh to unmute their audio and video and ask questions or give comments. In the interest of time, I request you to restrict your question or comment to 3 minutes.

Jasmeet Singh:

I am audible.

Moderator:

Mr. Jasmeet Singh. You are audible.

Jasmeet Singh:

I am also enabling my video. Can you please just allow me a few more seconds. If you can kindly confirm if I am visible too.

Moderator:

Mr. Jasmeet Singh, we do not have your video. Yes, we have your video now.

Jasmeet Singh:

Okay. I appreciate. So, respected Community Chairman Sanjay Kumar ji, Director Project and Operations Manoj Tandon ji, Director Network Yashpal Singh Tomer ji other Board of Directors, independent directors, CFO, our key managerial personnels including CFO and Compliance Officer, a very, good noon to all of you. We actually started in the A.M now we are into P.M.

So, just to start by note, this has been a landmark year for our company, with excellent all-round growth on all parameters.

I am very glad to see several milestones which have been received and achieved by our company in the year-end review. Sanjay sir, this is all due





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to your guidance and support, we have witnessed this growth and I am sure with our leadership team, continuously, relentlessly working on the several projects which you have shared in detail, we will further grow manifold from here on. The re-rating of our share in the year-end review has given a lot of confidence in the investing community like me, that our company is having a very bright future.

Now, sir, you have talked several things and we actually incubated as a community. I am from the Telecom Company for railways, but you have stated that our project income has outgrown the Telecom income. So what I want to like to know, especially from, if you can allow me, from Manoj Tandon ji, that how far this project vertical is sustainable in terms of, you see, as an investor.

We would like to see our company growing quarter and quarter, year on year. So even if it is a project, we are very happy that. so what I want to understand that given our, say, vision statement and mission statement to become the preferred Telecom solution provided in service provider for the economy, so that only includes the vision, only includes the Telecom, but we are also delivering the projects. So, what I want to really understand is that how far we are aligned with the growth of this project.

Apart from this I am very excited about the data centers and cloud infrastructure, these 1100 towers which we have speaks volumes, and I see a very bright future in these segments, especially the data centers. So what sort of Capex is the company has reserved in the coming, say, few years for, say, growing in these data centers and cloud infrastructure.

If you can kindly give some insight to this, it would be very helpful for us, for me to understand. I appreciate our contribution to the society, and yeah, that's it from me now. I appreciate the high, say, level of corporate





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governance, and I wish everyone all the very Success. I jasmeet singh signing off here.

Moderator:

Thank you. I now invite Mr. Yunus Rangwala 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 3 minutes. Mr. Yunus Rangwala, you are audible.

Mr. Yunus Rangwala:

Yes, good morning. Good afternoon. Very good afternoon. I am speaking Rangwala, sir. Hello. May I speak, sir?

Moderator:

Please go ahead, sir. You are audible.

Mr. Yunus Rangwala:

Yes, sir. Very good afternoon. Sir, as I told you, we are a railway telecom provider. Sir, as railways are growing, our business is also growing. You declared excellent dividend. Sir, next year, we are entering the 2025 year. Sir, my humble request for the 2025 year. As a shareholder, how we will celebrate, sir.

Whether we will receive a bond? Whether we will keep a small capital in a bond sale in Mumbai, sir? After Delhi, sir, will you have a bond sale in Mumbai? If something is a railway, sir. Please call us, sir. So that we can meet you, sir. Nothing would go wrong. I end my speech. For the next year, there is a silver jubilee of 2025. For that, Please send the memorandum, sir. So that we can remember. And we will be a part of the 2025 next year.

Sir, I wish you a very happy 2025 silver jubilee year. Sir, next year, we are entering the silver jubilee year. For next year. Thank you very much sir and I also thank all the people for giving us excellent services sir. Nothing more to add.





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Thank you very much sir and this is a government company sir. Thank you very much. May God bless our company sir. Wish you a very happy Independence Day. Jai Hind sir. Jai Vande Mataram. Thank you sir.

Moderator:

Thank you. I now invite Mrs. Celestine Elizabeth Mascarenhas to unmute their audio and video and ask questions, and comments. In the interest of time I request you to restrict your questions or comments to 3 minutes.

Mrs. Celestine Elizabeth Mascarenhas, Please unmute your audio and video and proceed with your questions or comments.

**Mrs. Celestine Elizabeth
Mascarenhas:**

Hello, am I audible?

Sanjai Kumar:

Yes, you are audible.

**Mrs. Celestine Elizabeth
Mascarenhas:**

Good morning. I know, I have opened the mic and everything. So anyway, I will start the formal part.

Respected Chairman and M.D. Hello, am I audible?

Sanjai Kumar:

Yes, please.

**Mrs. Celestine Elizabeth
Mascarenhas:**

Respected Chairman and M.D. Sanjay Kumar or other members of team of the board of director my fellow shareholders I CE Mascarenhas, I am speaking from Mumbai. I thank the company secretary, Mr. J. S. Marwah and his team for sending me an e-annual report. I have received the physical just now.

Thank you very much and also registering me as a speaker. Thanks once again. Our working is good. PPP parties also are in this difficult condition. Dividend of 2.85 is very good. Next is, I congratulate for all the awards and





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accolades received during the year. Also, very good CSR work. Now my query, sir. Our total employees are 856. Out of which, 476 are permanent.

What is the average age and the attrition level? My next question is, how many queries we have received? Under the RTI Act of 2005, and how many are solved and how many are remaining valid? You can sent the answers on email.

690 total districts connected till 23-24, by which year all the districts of our country will be connected. Bangalore, Bangalore was the first station to get the Wi-Fi by RailTel, in 15-16. And better now, all the main railway stations we have Wi-Fi and also in the long distance trains, in the train. Because being a senior I travel less, so I have no idea how much work is happening. Sir, we have two uptime U.S.A. certified tire seat at the centre. How many more to be set up? Sir, next one, how much is the spend on the security operation center?

We are in the path to become a preferred telecom solution provider of knowledge, economy, partnering, digital transfer of Indian Railways and also Indian Railways Hospitals. I wish you all the best in this endeavor and I support all the regulations. You can give my answers on email because there are about 10 meetings at one time. So we cannot hear the answers being the senior citizen.

I don't know other gadgets. So if you send my answers on email, it is okay. Thank you so much and I wish you and the whole team very good health because health is wealth. Namaskar.

Moderator:

Thank you. I now invite Mr. Ajay Kumar Jain to unmute the audio and video. To ask a question or give comments, I request you to restrict your questions or comments to 3 minutes.





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Mr. Ajay Kumar Jain:

Namaskar, Chairman Sir. Today, the Chairman's speech that you gave, people asked questions. I feel that you gave such a good Chairman's speech and covered it completely. And you have given such a detailed explanation. And you have done such a good job. So, instead of asking questions, people might have praised you. I felt that way. Because today, you have told us. Today, the biggest thing is that our company is in your presence. We have a lifetime of work and because of your service and quality, we are doing so well in Delhi.

And our habits have changed. The dream of the Prime Minister is to have a self-reliant India and made in India. Our company is the first in that. And the direction of our Secretary Minister of Railways is very much ahead. You have told us about the Tata Banyan project. It is the best landmark of my company. It is not a landmark. In the coming time, when people will come to know, or a foreign tourist will come, they will see how many companies have provided this service.

You have just told about kavach It is your best project in the security of the country. You have given a good dividend. You have given a good fees to the Railways. You have given a good License Fee to the Telecommunications Ministry. Despite this, you have given a good demand. For this, you and your entire team deserve congratulations. Sir, I liked one thing. You have started the Noida project with a partnership. This shows the beauty of your company.

We have a small request, today is the 24th and the 25th is going to come, and we think that the 25th is going to be very landmark for our company, and if any such thing, as my previous shareholders also said, if it is sent as a landmark, then we will accept it. We had some meetings with the Yashasvi chairman and he did a very good job.





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And as per your instructions, our CS team took the responsibility of arranging this meeting. And it was not like you sent a link or something. It was like a good quality. I found it a very good party.

We have received a lot of positive feedback. We wish you all the best. In the coming time, and as per your speech, I am confident that there will be good news for the shareholders. I wish you all the best. Namaskar.

Moderator:

Thank you. I now invite Mr. Bhavya Nailwal to unmute their audio and video and ask a question or comments. In the interest of time, I request you to restrict your question or give comments to 3 minutes.

Mr. Bhavya Nailwal:

Good morning, everyone. At the outset, this was a very promising Chairman's speech. I feel privileged to be the shareholder of Railtel. I am very happy and satisfied with the P&L part of the financials as revenues have increased and so have the PAT.

But a slight question in my regard is that, since all the reserves have surpassed the value of Rs.1500 crores as specified in the financials for the financial year 2023-2024 ending next year. Does the company planning to increase the shareholders wealth by way of bonus issue or buy back in near future. It is always good if AGM is held through VC as it provides opportunity to attend from remote location and as we are working and you are also working, so it is you know, makes sometimes difficult to reach at the AGM location. So, it is I would like to that if you keep it AGM through VC mode only in near future also and in-regard to Annual report, it is very well drafted and designed, detailing all the material and non-material items which gives us a opportunity to take a well informed decision.

At last, I would like to thank compliance and CS team which is very cooperative in resolving all my new queries at every stage. Today also, they have called before and before the AGM and today's time also they have even





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informed that you are speaker shareholders do join the meeting and provide the link on time.

Moderator:

Thank you. I now request Chairman and Managing Director and other Directors to answer the queries of shareholders.

Sanjai Kumar:

We will answer questions and queries now.

Thank you very much to all shareholders for posing their confidence and trust in the management and executives and teams working below for posing their confidence and trust in interested us.

So, first question was from Mr. Jasmeet Singh. So, he had asked this question that how far we aligned with the project income. So, I would like to assure all the shareholders that as we have diversified in the project arena as a system integrator, not only as a system integrator, we are very uniquely placed in the industry. We have our own telecom infrastructure. We have data centers with us. We have we are continuously gaining experience in executing various kind of projects, IT, ICT projects. We are also entering into signaling projects of Indian railways.

And we our data centers are completely managed by our in-house team last year including last year we have this thing till now our order book for this project is 4000 crore to 4800 and we are expecting this growth to continue in project business. Data center capex for 24-25 is 40 crore and apart from this we are inviting private investment also as I have said during my address also we are setting up 102 edge data centers with the private investment partnership and we are also in the process of selecting investment partner for our Noida data center.

Second shareholder speaker had no questions, had all praise for us. So, I must again thanking you him for the praise.





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Third question from Mrs. Celestine Elizabeth Mascarenhas, Thank you very much mam all your praise. I appreciate despite being senior citizen, you are getting into details of the company success and whatever queries you have asked about the average age, RTI position, we will share all these details through mail because these all will not be available right now.

You have also asked about Wi-Fi, by what time we will complete all the stations. So we have completed almost all the stations with the Wi-Fi and I don't think that any more stations are remaining, maybe 1 or 2 stations here or there which are still developing or there is some redevelopment is going on by the Indian Railways, we will cover them also. Wi-Fi in the trains, madam there is no such plan as of now, however, I am sure that our 5G spectrum which has been given to the telcos, the Indian Railways. This Wi-Fi in trains may not be required, however, whenever such initiative is taken or asked by Ministry of Railways, we will certainly be there to do whatever we can.

Regarding RTI, I have got some information, during last financial year, we received 168 RTIs, we disposed of 165 and on 31-03-2024, there were 9, so this is the position about RTI.

How many DCs we are coming up. So, as I said that we are coming up with small S-data centers, 102, which will come in next two to three years. We will be starting of course setting up this year itself. And another one is at Noida, which will be a bigger one, which we think that will be starting by the end of this year or maybe early next year.

Fourth is from Mr. Ajay Kumar Jain. So he also had all the praise for us. Thank you very much. Regarding sending mementos, we will see that how within the policies we can do, whatever we can do, we will try to work out and will let you know all the shareholders.





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Fifth speaker, shareholder, Mr. Bhavya Nailwal. He had asked for any bonus issue of buyback shareholding. So I would say that Railtel is a government, is the majority stake holding is with government, and certainly if any such proposal comes from DIPAM or Government of India, Ministry of Finance, we will certainly be examining the same and come out whenever such things are decided by the Government of India.

I think that is all questions which I could note and I have tried to answer all the questions with the knowledge I have. If at all any other questions are remaining, we will be sending answers by emails.

I thank all the shareholders once again. Thank you very much. Jai hind jai bharat.

Moderator:

Now I request Company Secretary to continue further.

J.S. Marwah:

Since question and answer session is over, the icon of e-voting is available on the top of the screen, which will re-direct you on 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 vote earlier through e-voting facility and now may like to cast their votes. The results of voting will be announced within 2 working days and the same will be intimated to the Stock Exchanges and others will also be uploaded on the website of the company at <http://www.railtel.in/> and on the website of NSDL at www.evoting.nsdl.com

I now invite Shri V. Rama Manohara Rao, Director of Finance to give votes of thanks.

V. Rama Manohara Rao:

Good afternoon to all of you. It gives me immense pleasure to propose a vote of thanks to our Chairman and Managing Director, Board Members of the





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Company, Representative of the Hon'ble President of India, the valued Shareholders, Scrutinizer, Statutory Auditors and Secretarial Auditors of the company. My special thanks to Shri Gurpreet Walia, Director, Railway Commercial Audit as representative of CAG.

I would also like to thank M/s. Beetal Financial & Computer Services Pvt. Ltd., Registrar and Share Transfer Agent for your company, NSDL and Coruscant 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 of all of you present here today.

Once again, thank you all.

Moderator:

Now, I request all to please stand for playing of the National Anthem.

(National Anthem was played)

Sanjai Kumar:

The meeting stand concluded. Thank you all for joining. Jai Hind.

