RailTel- 20th Aug 2025

About RAILTEL

Incorporation

- Incorporated as a Schedule 'A' PSU in September 2000
- Achieved 'Navratna' Status in 30th Aug 2024.

Regional Offices

Serving Pan India and all states through:
- Corporate Office at Delhi
- 4 Regions (Delhi, Mumbai, Kolkata & Secunderabad)
- 22 Territories –Covering all states

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

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

Network Operation Centres

- Central Network Operations Center ("CNOC") at New Delhi
- 4 NOCs (Network Operation Center) at Mumbai, Delhi, Kolkata and Secunderabad

Human Resources

- A large pool of Rly Signaling & Telecom professionals
- Lean Organization with 800+ professionals deployed pan India
- One of the young organization - Average age of the employees less than 40 years.

Our Journey…

2000-01 — Incorporated as 'Schedule A' CPSE under Ministry of Railways

2002-03 — IP-2 Licence to start commercial operations to lease bandwidth to Private Telcos.

2005-06 — India's 1st STM-16 Network enabling higher bandwidth in the country.

2007-08 — India's 1st MPLS Network

2010-11 — MoU Excellence Award as best PSU in Electronics & Communication Sector

2012-13 — Mini Ratna Category-I Status

2013-14
- 1st Tier-III Data Centre
- Launch of Railwire services on Pan-India basis

2019-20
- E-Office in 106 Railway Units for 1,00,000 users
- Wi-Fi at 5600+ Stations completed

2016-17
- Started W-Fi rollout at stations with Google
- Received Unified License (UL)
- Crossed 1 Lakh subscribers in Railwire

2015-16 — 1st Station Wi-Fi by RailTel at Bangaluru

2020-21
- Launch of IPO
- Listing of Equity Shares in Stock Exchange

2021-22
- Completed HMIS implementation at 699 Railway Hospitals/Health Units
- Launch of SOC Services

2022-23 — RailTel crossed turnover of 2,000 Cr

2023-24 — RailTel established Centre of Excellence (CoE) for Railway Signalling SCOPE Eminence Award in Institutional Excellence (Mini Ratna I&II) Category for overall outstanding Performance.
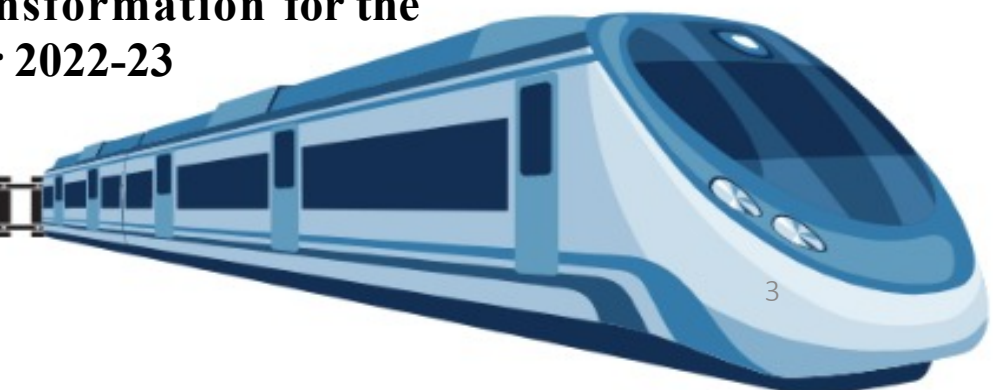
2024-25 — 'NAVRATNA' CPSE status

SCOPE Eminence Award in the Category of Digital Transformation for the year 2022-23

3

RailTel's USP

PAN India Presence
11000+ PoPs (6112 Railway PoPs)

Unique CPSE
- Profit making CPSE in Telecom sector
- Telcom Infra
- Data Centre
- SOC services
- SI (ICT/IT)
- Debt free

Network Infrastructure
- 62,000+ route kms backbone
- 21,000+ Kms of City Access Network
- High-capacity bandwidth up to 800G at 90 locations.

Unified License
- NLD, ISP & ILD
- IP-1 registration

Data Centers
- Managed by In-house team at Gurgaon & Secunderabad
- Tier-III Certified
- MeitY Empaneled Cloud
- Security Operations Centre (SOC)

Critical Infrastructure
- No Network elements from Land-border sharing countries
- Identified as NCII by NCIIPC

RailWire Broadband Service
- Ranked 13th largest broadband provider
- 4th largest in Subscriber count in Rural area

System Integration
SI in ICT/IT services

Pan-India Reach

Legend:
- 🌱 Smart City
- 🏛️ State Government
- PSU
- 🏦 Banking
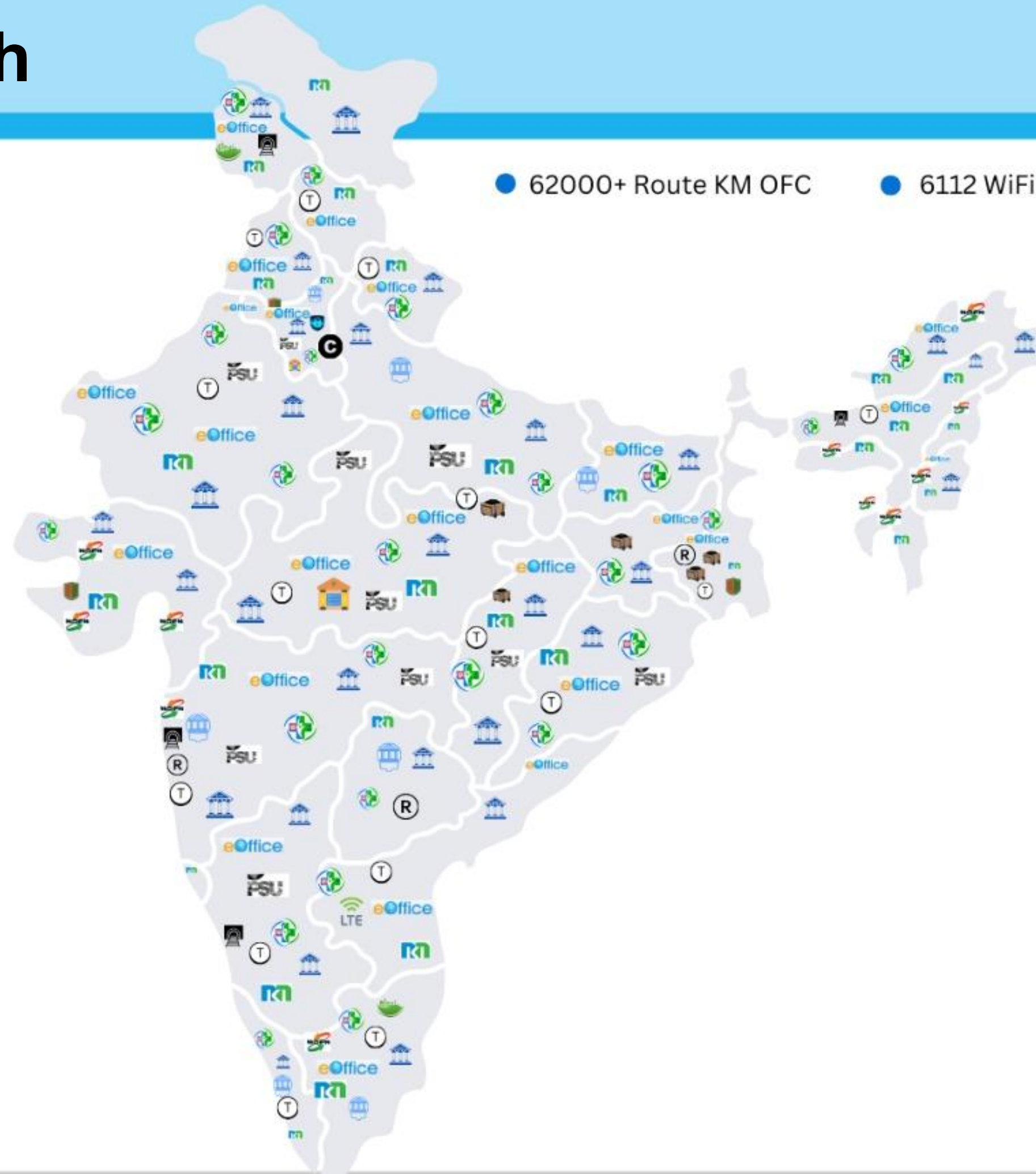- 🏬 State Data Centre
- Coal
- 🛡️ Defence
- Hospital Management Information System (HMIS)
- eOffice E office
- National Knowledge Network
- BharatNet
- Railway Tunnel Communication
- 📶 LTE (Kavach)

Network Statistics:
- 🔵 62000+ Route KM OFC
- 🔵 6112 WiFi Stations
- 🔵 11000+ PoPs

Office Legend:
- Ⓒ Corporate office
- Ⓡ Regional Office
- Ⓣ Territory Office
- Data Centres
- 🔒 Security Operation Centre

Major Customers

RAILTEL

Central Government

Ministry of Railways · Indian Ordnance Factory · EPFO · CBIC · Coast Guard · National Knowledge Network · NTRO · Air Force · DRDO

PSUs & others

ONGC · HP Hindustan Petroleum · Bharat Petroleum · SAIL · DFC Dedicated Freight Corridor · CDAC · Indian Railway Finance Corporation · NMDC · Rail Vikas Nigam Limited · CRIS · C-DOT · Central Warehousing Corporation · NICSI National Informatics Centre Services Incorporated

Coal Segment

Coal India · SECL · Bharat Coking Coal Limited · ECL · NCL · Coal Mines Provident Fund Organisation · cmpdi

State Governments

Brihanmumbai Municipal Corporation · Pondicherry Smart City Development Limited · Bihar Education Project · Jammu Smart City · OCAC Odisha Computer Application Centre · State Transport Authority Odisha · Delhi Police

Banks and Financial Institutions

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

Telco & OTT

amazon · Google · Airtel Express Yourself · Vodafone · Idea · Bharat Sanchar Nigam Ltd · Prasar Bharati

...and many more

Our Competitors

Telecom Services

OUR COMPETITORS IN THE MARKET

ICT Projects

BSNL Connecting India faster

POWERGRID

Bharat Electronics Ltd. (BEL)

Telecommunications Consultants India Ltd. (TCIL)

Broadcast Engineering Consultants India Ltd. (BECIL)

Software Technology Park of India (STPI)

Infosys

Jio

sify

airtel

TATA COMMUNICATIONS

Indian Telephone Industries Limited

Sterlite Tech

Larsen & Turbo

wipro

HFCL
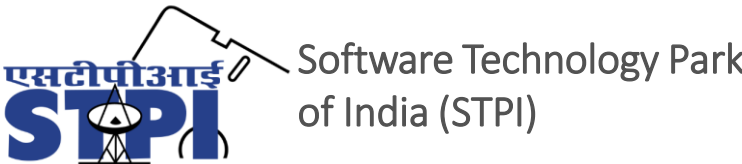
Himachal Futuristic Communications Limited

Certifications

RailTel's various operations are certified for

- **ISO 27001:2022**- Certified for Information Security Management System

- **ISO 20000-1:2018**- Certified for Service Management System

- **ISO 9001:2015**- Certified for Quality Management System

- **ISO 27017:2015**- Certified for Cloud Security

- **ISO 27018:2019**- Certified for Data Privacy in Cloud Service

- **ISO 27033**- Certified for Network Security

- **ISO 14001:2015**- Certified for Environmental Management System

- **ISO 17024:2012-** Certified for Telecom Services, Railway Signalling & Telecom Training, Design Testing and Licensing Services

- **PCI DSS v3.2.1-** Payment Card Industry Data Security Standard

- **CMMI Maturity Level-4**- Certified for Process Improvement

CMMI Maturity Level-4
Scope:
MANAGEMENT AND OPERATIONS OF IT, ICT, TELECOM, DATACENTER, RAILWAYS ICT AND S&T PROJECTS.

GULF LLOYDS BUSINESS ASSURANCE
SYSTEM CERTIFICATION
GULF LLOYDS 1967
CMMI Level-4

- **Tier-III (Design & Facility)**- Gurgaon DC & Secunderabad DC & **MeitY** empanelled Rail Cloud

TIER III DESIGN ®
RailTel Corporation of India Ltd.
RailTel Gurugram Data Centre
5 June 2014
UPTIME INSTITUTE CERTIFIED

TIER III FACILITY ®
RailTel Corporation of India Ltd.
RailTel Gurugram Data Centre
12 February 2019
UPTIME INSTITUTE CERTIFIED

TIER III DESIGN ™
RailTel Corporation Of India Ltd.
RailTel Secunderabad
March 26, 2013
UPTIME INSTITUTE CERTIFIED

TIER III FACILITY ®
RailTel Corporation of India Ltd.
RailTel Secunderabad, Phase 1 & 2
31 March 2017
UPTIME INSTITUTE CERTIFIED

RailTel's Services Portfolio

TELECOM SERVICES

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

DATA CENTER SERVICES

- MeitY empaneled Cloud Services
- IaaS
- SaaS
- TPaaS
- SOCaaS
- Adhaar Authentication
- E-office

PROJECTS

- OFC Projects
- IP bases VSS
- ICT Services
- Digital Services
- Rly signaling
- Tunnel Comm.
- Smart City
- International projects

Modernization of Indian Railways...New technology projects

Hospital Management Information System

RailWire Station Wi-Fi

E-Office

Video Survelliance System

HD Video Conferencing

Automatic Signalling & EI

Tunnel Communication

KAVACH & LTE works

Financial Performance

Consistent Growth

All figures in Rs Crores

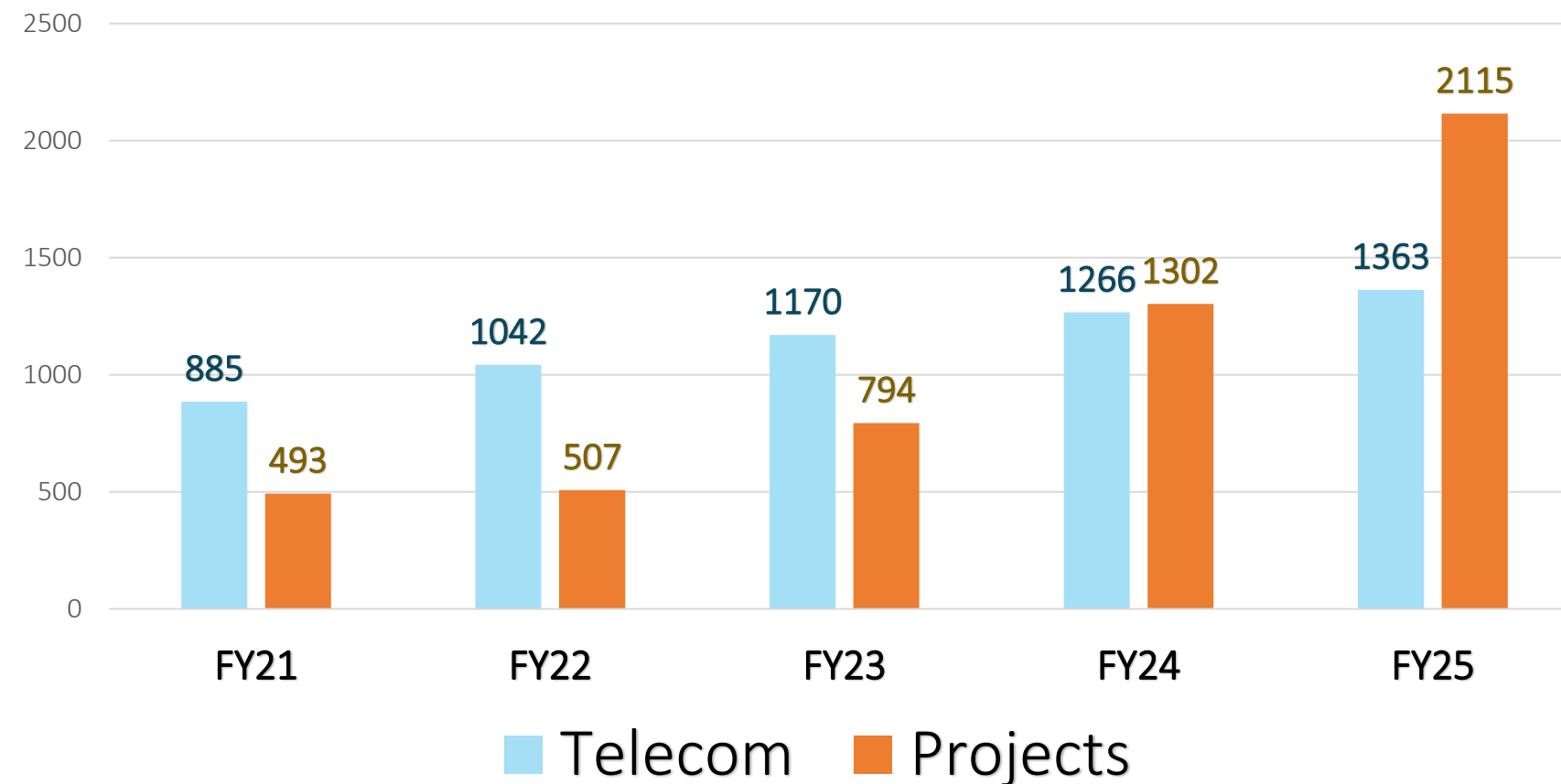## Total Income

FY 21	FY 22	FY 23	FY 24	FY25
1411	1578	2002	2622	3551

CAGR of 33 %

Profit after tax

FY 21	FY 22	FY 23	FY 24	FY 25
142	209	189	246	300
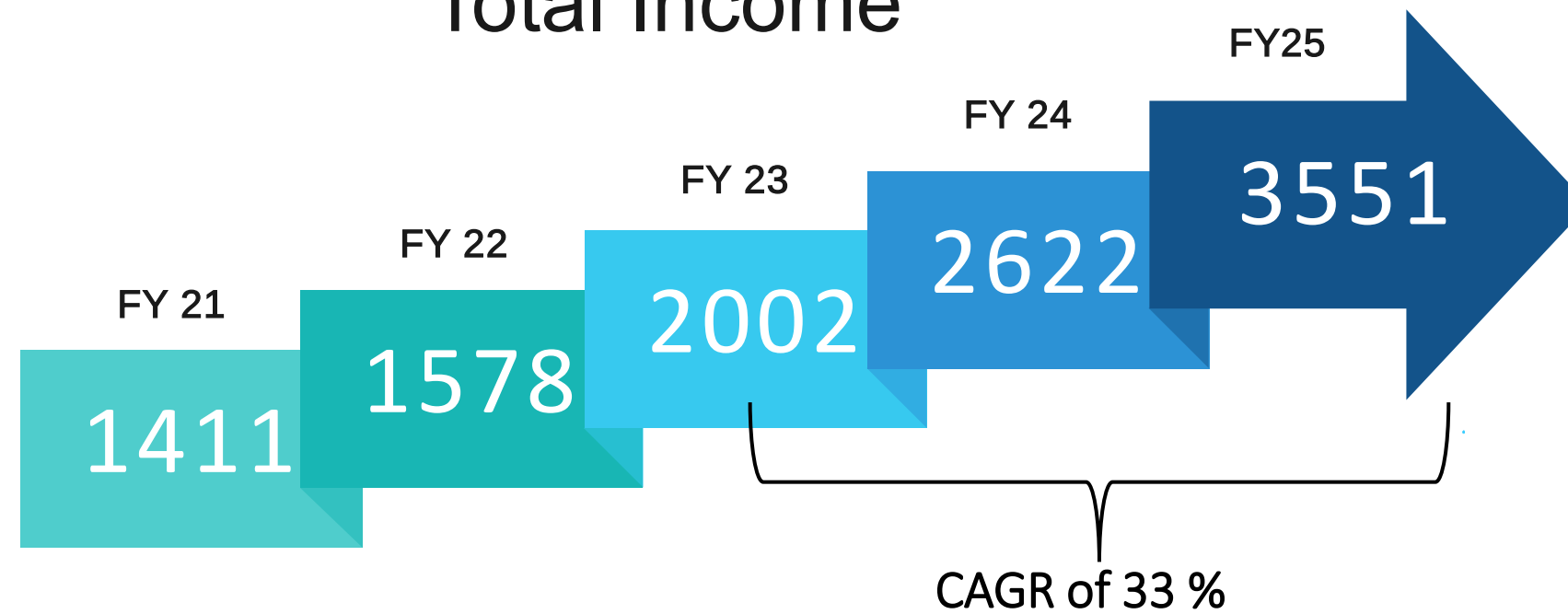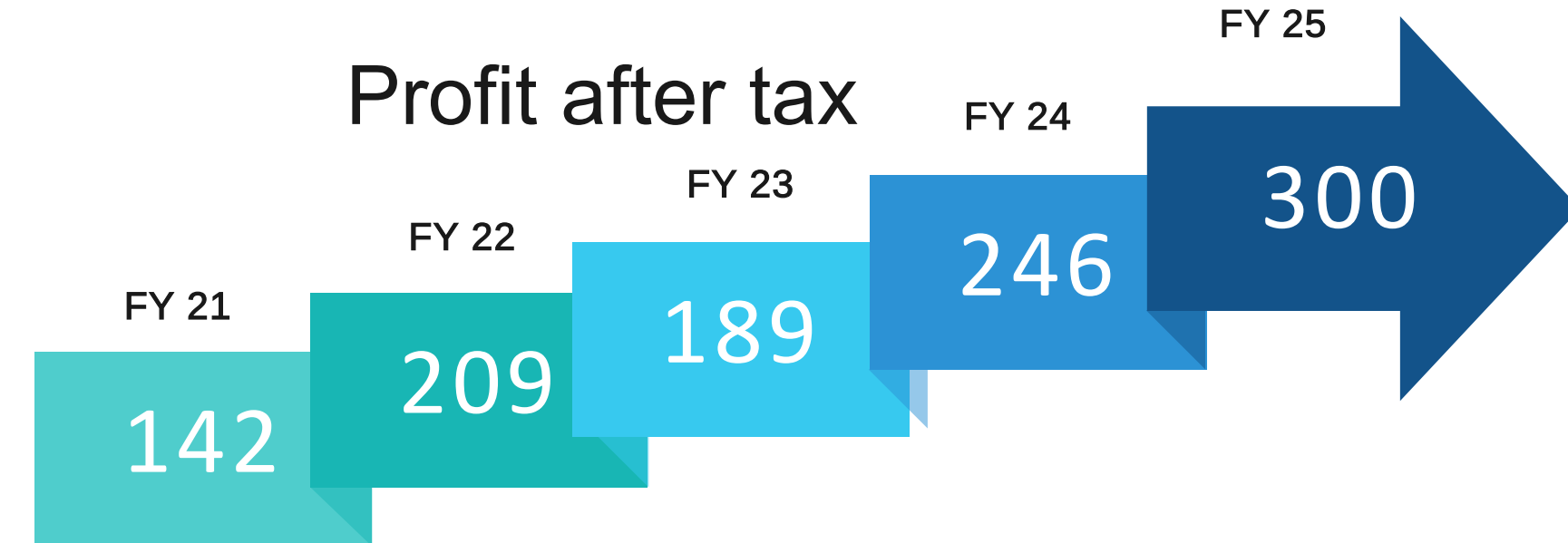
Revenue growth- CAGR	
Overall (10 Years)	22%
Telecom	12%
Projects	50%

FY 2024-25 Performance	Figures in Rs Cr	% growth over last year
Total Income	3551	35%
Profit after Tax	300	22%

Chart: Telecom and Projects

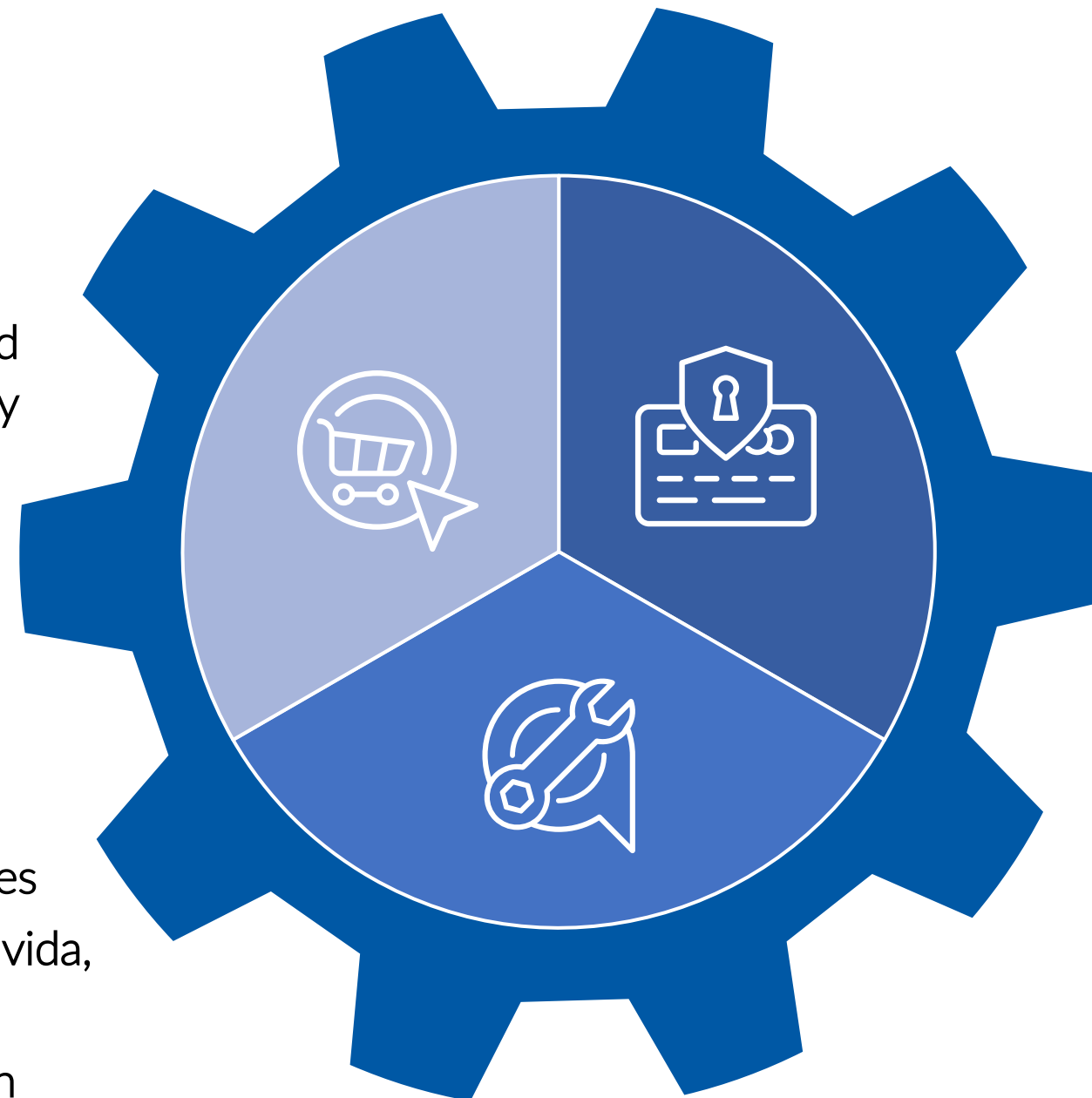|	FY21	FY22	FY23	FY24	FY25
Telecom	885	1042	1170	1266	1363
Projects	493	507	794	1302	2115

Legend: Telecom, Projects

RailTel's 'IIM' Strategy

Indigenization- I

- MII- Make in India & Startup India preference in procurement
- Focus on building solutions with local Digital Service Partner and Business Associates
- Managing & Building Data Centres for storing and processing critical data/information in the country
- Edge Data Centres- Pan India

Modernization-M

- Government's Digitization & Technology Modernization projects Partner
- Railway Modernization opportunities
  - KAVACH
  - LTE works e.g. Delhi-Mumbai (WCR) and Delhi- Kolkata Sections (NCR)
  - OFC acoustic Sensing based Track Monitoring
  - Tunnel Radio Communication for IR
- Skill Development: -Centre of Excellence (COE) with IIT Roorkee for Railways
  - Modern Signaling
  - KAVACH
  - LTE Telecommunication. Cyber Security
- MoU with IRSE, UK for issuing Signalling Certifications in India
- International forays

Innovation-I

- 'RailCloud'- MeitY empaneled public cloud services
- Digitalization initiatives- NIC e-Office, HMIS, e-Nivida, SOC & cybersecurity and many more
- MoU with IIT-Roorkee and IIT-Chennai for R&D in field of Signaling & Telecommunication of IR and database solutions

RAILTEL

रेलटेल