

Date: 03.02.2025

To The Listing Manager Listing Department, The <b>Bombay Stock Exchange Limited</b> , Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400001.	To The Listing Manager, Listing Department, <b>Metropolitan Stock Exchange of India Limited</b> , Building A, Unit 2054, 2nd Floor. piramal Agasrya Corporate park, L.B.S Road, Kurla West, Mumbai - 400070. India
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**Sub: Investor Presentation of the company-pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

**Ref: Security code: 511658 ISIN: INE027D01019**

Dear Sir/Madam,

Pursuant to Regulation 30(6) of the SEBI (LODR) Regulations 2015, please find the enclosed herewith the Investor Presentation of the company. The Investor Presentation of the company may also be accessed on the website of the Company at [www.nettlinx.com](http://www.nettlinx.com).

This is for your kind information and records for the exchange.

Please acknowledge the receipt for the same.

Yours faithfully,

For Nettlinx Limited



MANOHAR LOKA REDDY  
Managing Director  
DIN: 00140229





# NETTLINX

Your Power to Connect

INVESTOR PRESENTATION

*Revolutionizing Connectivity,  
Bridging the Last Mile, Redefining  
the Future with AI & Data Centres*



# SAFE HARBOUR

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political, or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. **Netlinx Limited** (referred to as "The Company") will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



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**NETTLINX**  
Your Power to Connect



## OUR VISION

Our mission is to provide reliable, fast, and secure internet connectivity that empowers individuals and businesses to thrive in the digital age. We are committed to delivering exceptional service, innovative technology, and customer-focused solutions.



## OUR MISSION

To be the leading provider of seamless internet experiences, delivering cutting-edge technology and outstanding service that transforms how people communicate, work, learn, and connect globally.



# ORGANISATIONAL STRUCTURE

01

**Nettlinx Reality Private Limited: (Wholly Owned Subsidiary)**

It invests in real estate in Nagpur and Hyderabad, developing IT parks and residential projects.

02

**Nettlinx Inc USA: (Wholly Owned Subsidiary)**

Nettlinx Inc. offers software consulting, cloud services, and is developing a micro ERP for small businesses, currently in production with pharmaceutical distributors.

03

**Nettlinx Technologies private limited: (Wholly Owned Subsidiary)**

Global IT services provider offering system administration, virtualization, datacenter management, and secure solutions for emerging technologies.

04

**Sailon SE: (95% Holding)**

Berlin-based asset management firm focusing on high-tech investments, leveraging low interest rates for future acquisitions in Germany.

05

**Sri Venkateswara Green Power Projects Limited: (57.78% Holding)**

Developing a 14-MW renewable energy power plant in Telangana, contributing to sustainable energy solutions in India.





# CORPORATE OVERVIEW

- Netlinx, a key initiative of the Netlinx Group, has been a pioneering Internet Service Provider (ISP) since its inception in 1999. Specializing in the delivery of converged network platforms—spanning Data, Voice, and Video services Netlinx has been serving enterprises and government entities across the regions of Telangana and Andhra Pradesh.
- With over 25 years of industry experience, the company holds a Class B ISP license and is committed to providing reliable, high-performance network solutions.
- We are dedicated to delivering fast, high-quality services at competitive prices, ensuring that our clients receive exceptional value. Our comprehensive service portfolio includes Internet connectivity, Internet Telephony Service Provider (ITSP) offerings, Online Service Provider (OSP) services, as well as cutting-edge security, surveillance, data center, and software development solutions. Beyond traditional ISP services, Netlinx has expanded its capabilities to deliver innovative, AI-driven IT/ITES solutions that enhance surveillance and security infrastructure.
- These solutions are specifically designed for client-specific locations or large-scale smart city projects, ensuring enhanced operational efficiency and security.





- At Nettlinx, we pride ourselves on a skilled team of OEM Certified Network Design and Installation specialists, engineers, and project managers. This team works diligently to design and implement high quality, cost-effective structured cabling systems tailored to meet the unique needs of each client.
- Our Points of Presence (POPs) are equipped with the latest Wide Area Network (WAN) protocols, ensuring optimal performance for our clients across diverse environments.
- In addition to our ISP services, Nettlinx offers robust Network Solutions that support mission-critical applications, providing customers with the stability, scalability, and performance they require to succeed in today's fast-evolving digital landscape.
- With a steadfast commitment to excellence, Nettlinx continues to lead the way in providing innovative, reliable, and secure network solutions to businesses and government bodies across the region.



10,000+ Bandwidth customer base.



Deployed internet connections with the cumulative bandwidth of 100 Gig+ & Datacenter Services



Serving 95+ Private Medical in Telangana and Andhra Pradesh



### KEY ACTIVITIES

Company is engaged in the ISP activities and Internet Leased Line business

Nettlinx continuously invests in R&D to integrate the latest technologies into its service offerings.

### REVENUE STREAM

Nettlinx derives revenue from sales of goods and sales of services. Revenue model that primarily focuses on subscription-based services and tender-based contracts. Looking ahead, the company plans to diversify its revenue streams by incorporating bundling options for businesses.

### KEY PARTNERS

Partnered with leading telcos for distribution of bandwidth services such as Google, Tata and many more for last mile bandwidth with own fiber optical fiber to Corporate and Broadband.

### COST STRUCTURE

Nettlinx adopts a strategic approach to cost optimization by thoroughly analyzing operational expenses to identify areas for improvement and ensure maximum efficiency.

### KEY RESOURCE

The two most important things required are power and Human resource.

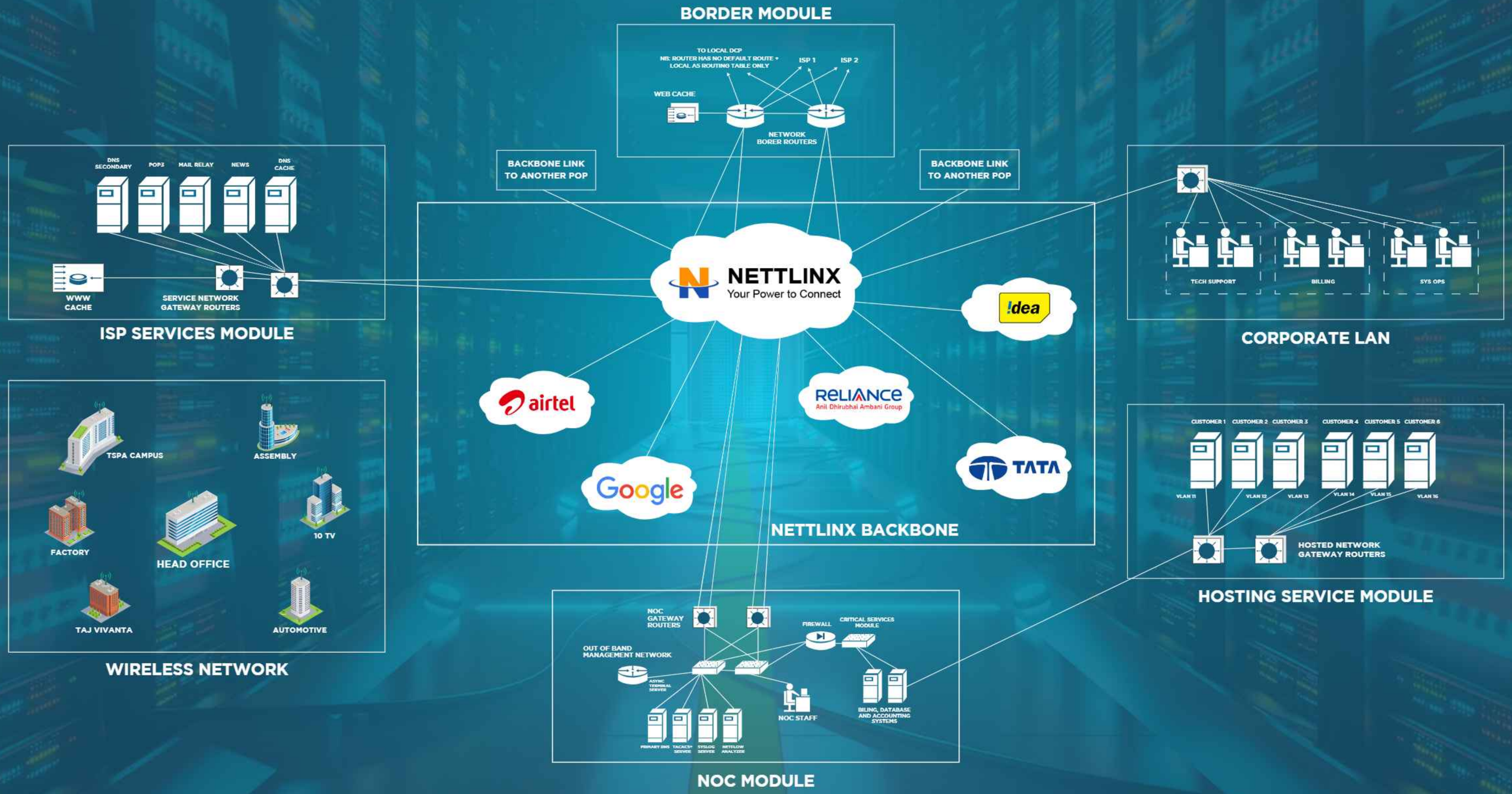
### CUSTOMER SEGMENT

B2B including Corporates, Government entities and Medical Colleges

Presence in overseas and domestic market.









# OUR MARQUEE CLIENTELE'S



## ELECTRONIC DIGITAL MEDIA CLIENTS



## GOVERNMENT CLIENTS





### HEALTH CARE CLIENTS



### HOSPITALITY INDUSTRY CLIENTS





SOFTWARE & MANUFACTURING INDUSTRY CLIENTS



EDUCATIONAL INSTITUTES CLIENTS



# INDUSTRY OVERVIEW

## KEY TRENDS

- The global Internet Service Market is poised for significant growth, with a market size expected to reach approximately USD 1.5 trillion by 2032, up from USD 800 billion in 2023, reflecting a robust compound annual growth rate (CAGR) of around 7%
- Per a recent TRAI report, the average monthly data consumption a user reached 20.27GB as of March 2024, up from just 0.27GB in 2014-15. This reflected a compound annual growth rate (CAGR) of 54%.
- India's internet landscape is undergoing a significant transformation, with a projected user base surpassing 900 million by 2025, driven by increasing internet access in rural areas, according to the Kantar and IAMAI's Internet in India 2024 report.
- The internet subscriber base now stands at 954.4 million, with 556.05 million in urban areas and 398.35 million in rural areas, contributing to a tele-density of 85.7%.







# IMPACT OF THE 1998 ISP POLICY

## ON INDIA'S INTERNET REVOLUTION

The introduction of the new ISP Policy in 1998 significantly transformed India's internet landscape. It opened the sector to private participation, encouraging competition and innovation among Internet Service Providers (ISPs)

The policy abolished the monopoly held by state-owned VSNL, enabling multiple ISPs to offer services, which led to improved internet access and reduced tariffs. Additionally, the policy allowed ISPs to provide a broader range of services, including internet telephony, thereby enhancing user experience and expanding market reach.

Overall, it laid the foundation for rapid growth in internet connectivity across India.

### RESULTS





## DRIVING FORCES BEHIND THE RAPID GROWTH OF THE *Internet Service Market*

This growth is driven by several factors, including the increasing demand for high-speed internet connections, the proliferation of smart devices, and the rising popularity of **cloud-based applications and services**.

Governments and private entities worldwide are making substantial investments to upgrade and expand internet infrastructure, such as laying down **fiber optics and enhancing satellite capabilities**, to achieve broader coverage and higher speeds.

### BHARAT NET PROJECTS

BharatNet, one of the largest rural telecom projects in the world, aims to provide Optical Fibre Cable (OFC) connectivity to all Gram Panchayats (GPs) in India, ensuring non-discriminatory broadband access for telecom service providers. Launched in 2011 and executed by Bharat Broadband Network Limited (BBNL), the project is being implemented in three phases. It facilitates services like e-health, e-education, and e-governance in rural areas.

**Consumer behavior** shifts are also playing a pivotal role in driving the Internet Service Market. With the rise of remote working, online education, and digital entertainment, the need for fast and reliable internet has become essential for daily life.

### BUDGET ALLOCATION

All government secondary schools will be provided with broadband connectivity under Bharat Net in the next three years.

As of July 2024, 2,13,570 GPs have been connected, 6,89,065 km of OFC laid, 10,56,968 Fibre-To-The-Home (FTTH) connections commissioned, and 104,574 Wi-Fi hotspots installed for last-mile connectivity.

Lowering down the cost of raw material - Government's proposal in the union budget 2025 to halve basic customs duty (BCD) on carrier-grade Ethernet switches to 10%.

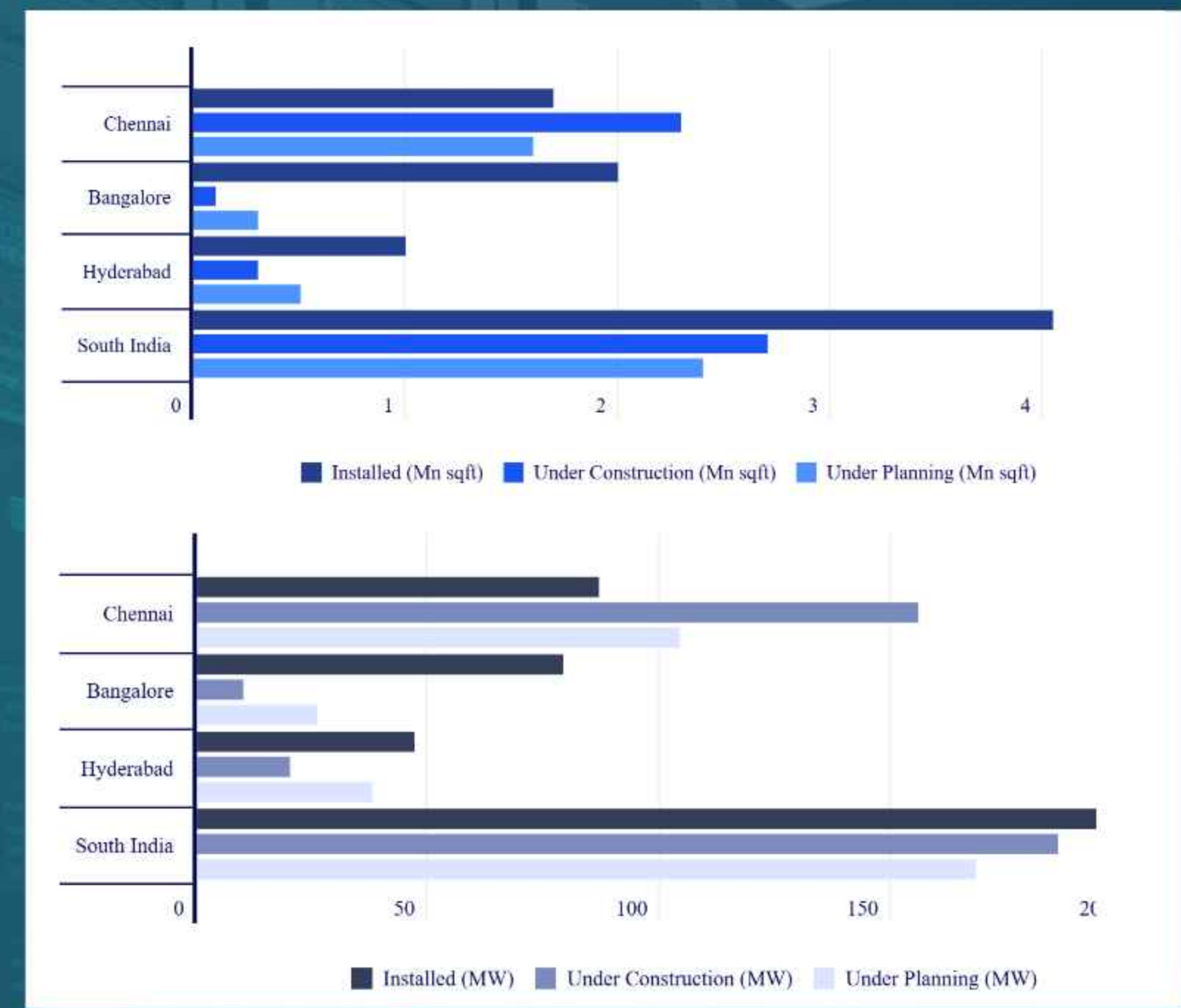


# FUTURE CATALYST

The data centre market in India is expected to grow from US\$4.5 billion in 2023 to US\$11.6 billion by 2032, at a CAGR of 10.98%.

India benefits from lower construction costs, owing to its well-established IT and digitally enabled services ecosystem, as well as relatively affordable real estate with a median of US\$6.8 million per MW in 2023, compared to US\$9.17 million in Australia, US\$12.73 million in Japan, and US\$11.23 million in Singapore

Hyderabad is rapidly emerging as a data centre hotspot, thanks to proactive government policies and excellent connectivity. The city has an installed capacity of 47 MW, with 20 MW under construction and 38 MW planned. Hyderabad's competitive real estate market and robust infrastructure are significant advantages.



SOURCE:

<https://m.economicstimes.com/industry/telecom/telecom-policy/budget-2025-indias-telecom-sector-to-benefit-from-50-cut-in-customs-duty-on-ethernet-switches/articleshow/117824457.cms>  
<https://www.investindia.gov.in/blogs/indias-internet-surge-catalyzing-change-telecom-landscape#:~:text=This%20reflected%20a%20compound%20annual,tele%2Ddensity%20of%2085.7%25>  
[https://m.economicstimes.com/industry/telecom/telecom-news/indias-internet-user-base-to-surpass-900-million-by-2025-driven-by-rural-growth-report/amp\\_articleshow/117304976.cms](https://m.economicstimes.com/industry/telecom/telecom-news/indias-internet-user-base-to-surpass-900-million-by-2025-driven-by-rural-growth-report/amp_articleshow/117304976.cms)  
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<https://www.colliers.com/en-in/news/press-release-south-india-data-center>  
<https://www.indiabudget.gov.in/economicsurvey/doc/echapter.pdf>  
<https://dataintel.com/report/global-internet-service-market>



# KEY DIFFERENTIATOR



Operating in a niche market allows Nettlinx to face less competition than in the crowded residential broadband sector, making it easier to establish a strong presence.



Resilient Financial Health.



Experienced Promoter with a Strong Reputation.



Hold significant market share in Telangana & Andhra Pradesh substantial market share of 85% in medical colleges-setting a strong market presence in the region



Customer Stickiness and High Retention Rate



Revenue Visibility



Long-term contractual arrangement



Diversification of clients & industry



High barriers to entry- The high capital investment required to build the necessary infrastructure, secure licenses, and deploy technology makes it difficult for new entrants to compete effectively with established ISPs



Scalable business model



Nettlinx has six core POPs in major towns across Telangana and Andhra Pradesh, along with a widespread distribution network covering all districts in both states.

**Speed of Execution:** While other providers typically require a minimum turnaround time (TAT) of 24 hours to resolve issues, we pride ourselves on achieving resolution within a minimum of 1 hour.

**Customer Support:** Dedicated customer support teams have effectively managed and resolved customer issues, contributing to high satisfaction levels.

**High-capacity backbone links,** minimum of 1 Gig+ each, extend to various locations in Telangana and Andhra Pradesh.

The company maintains no backlog of orders and ensures that all orders are completed within a maximum of 14 days, with some orders being completed within a single day



## OUR COMPETITIVE EDGE



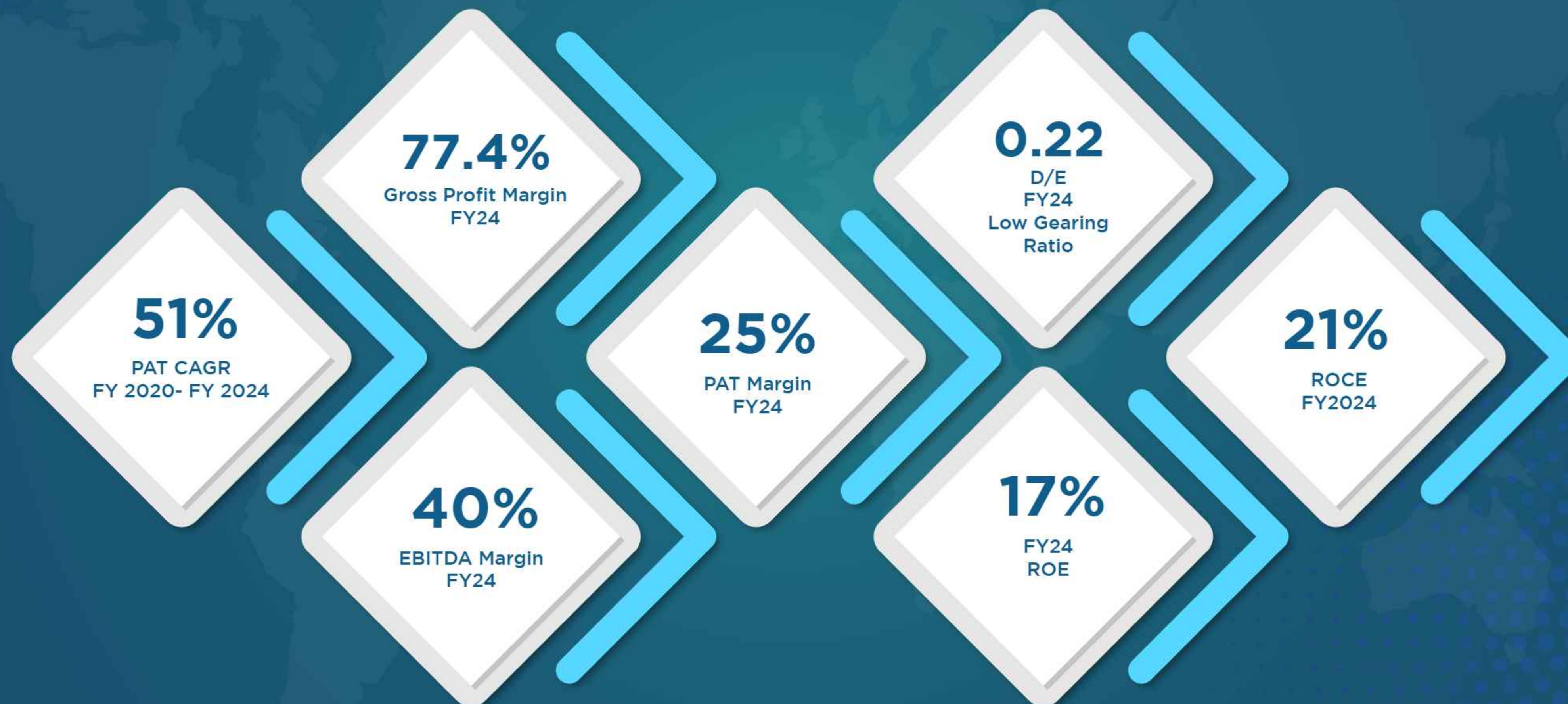
## REVENUE BREAKUP

Segment Wise Split	FY22	FY23	FY24
Sale Of Goods	28%	11%	11%
Sale Of Services	72%	89%	89%

Split of revenue from Services only	FY22	FY23	FY24
From Internet Bandwith Services	24%	35%	57%
From Network Maintenance Services IT	2%	3%	5%
From One Time Installation Charges	2%	4%	2%
From Web Design & Development	1%	1%	1%
From ITES	43%	46%	24%



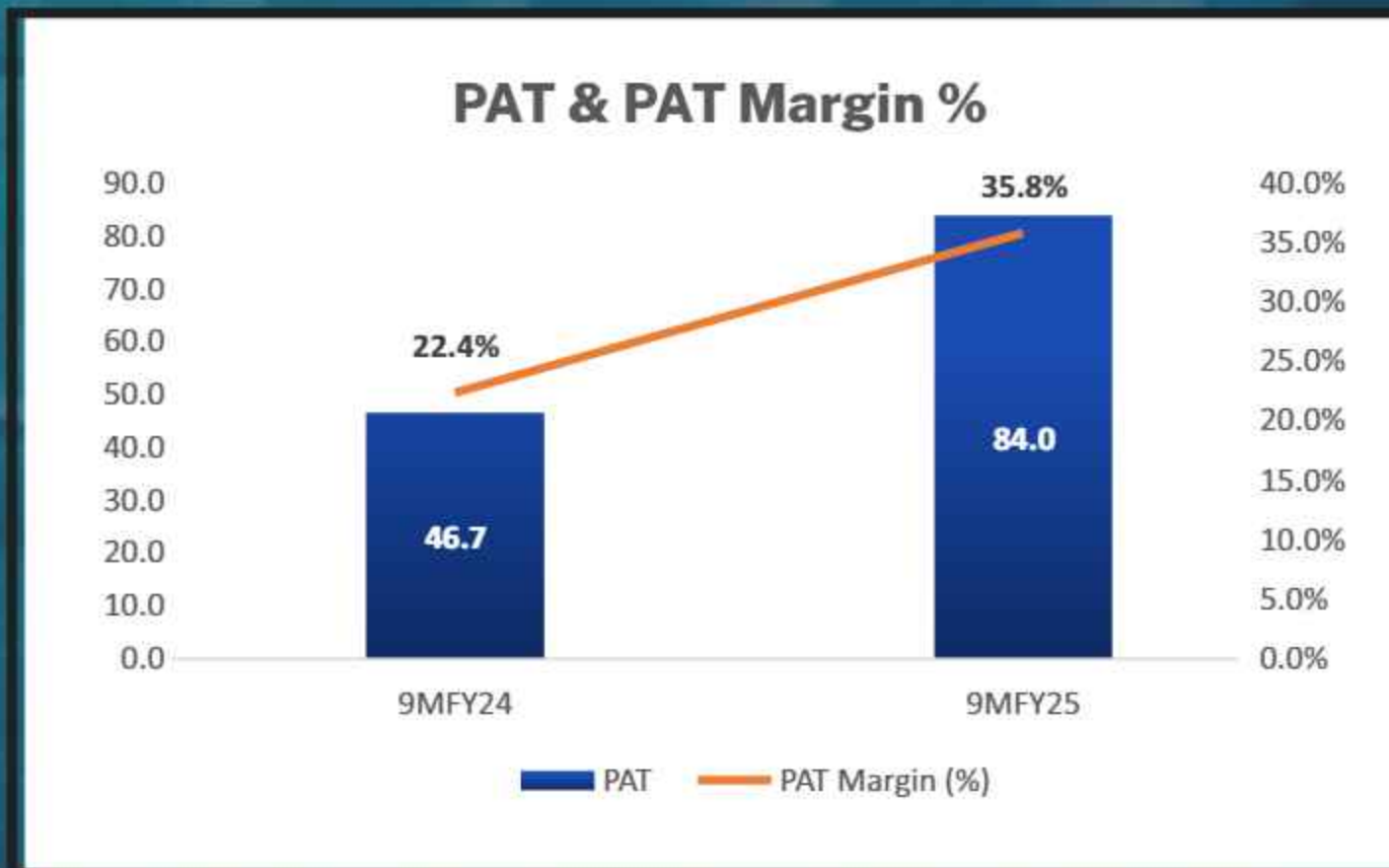
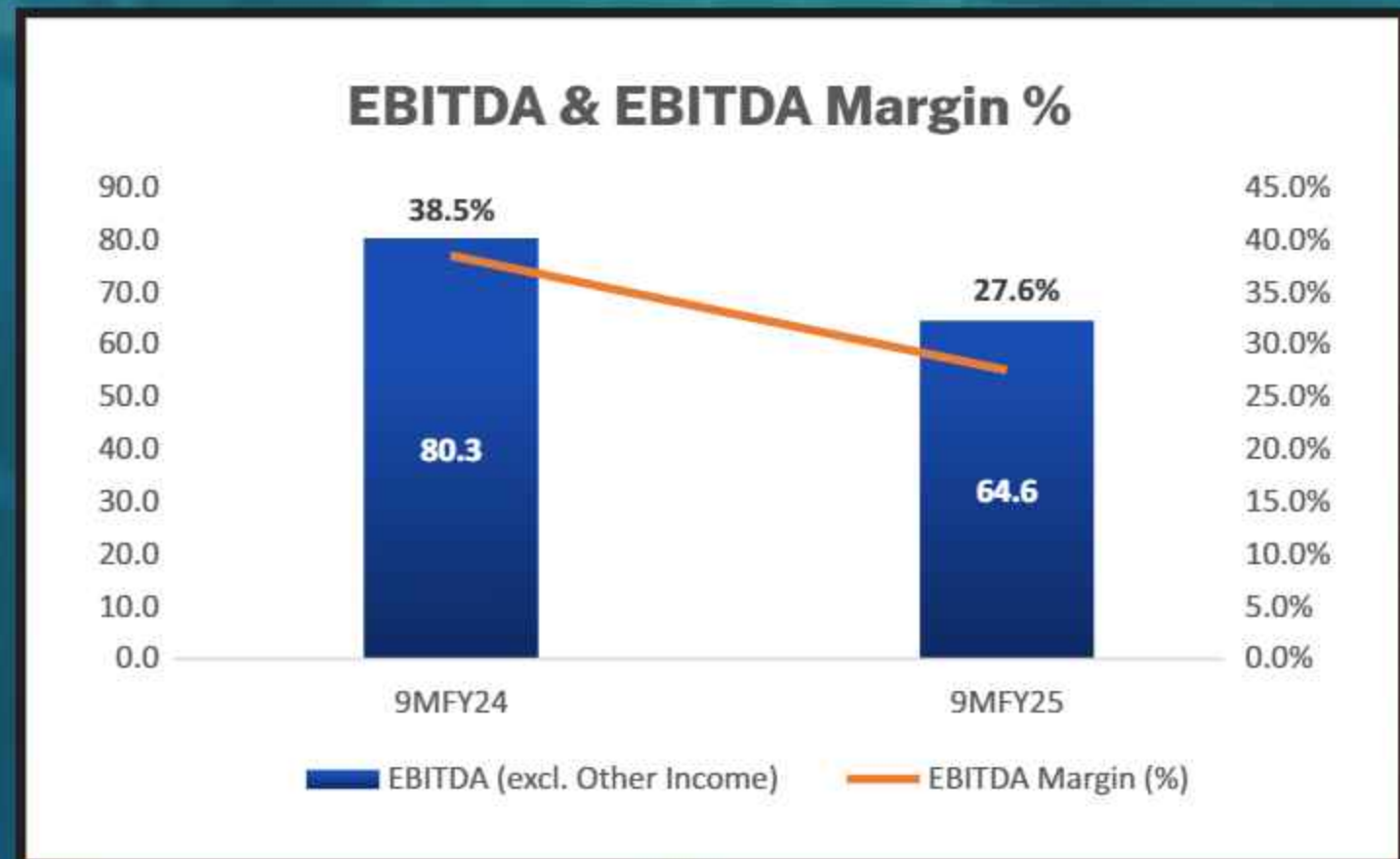
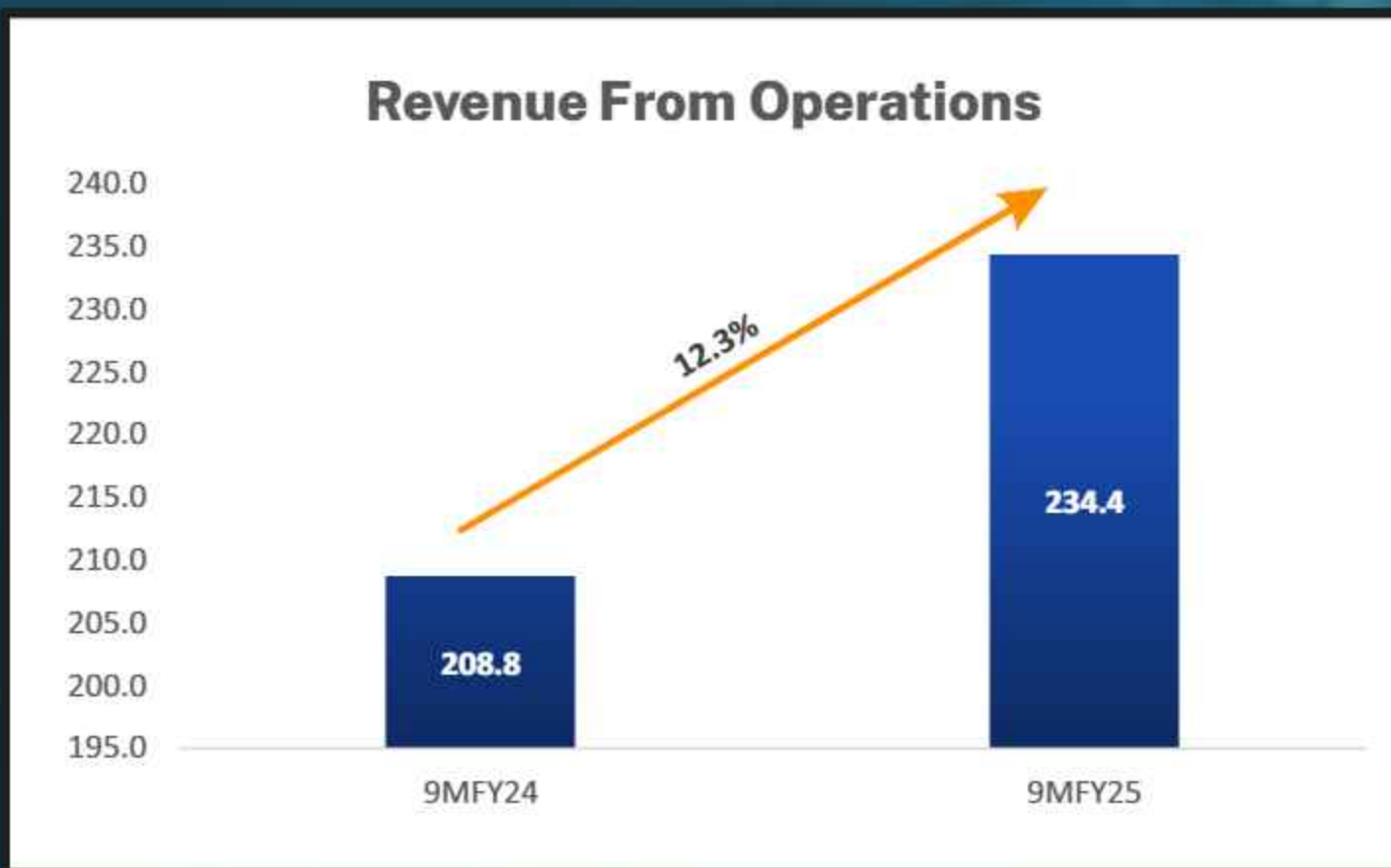
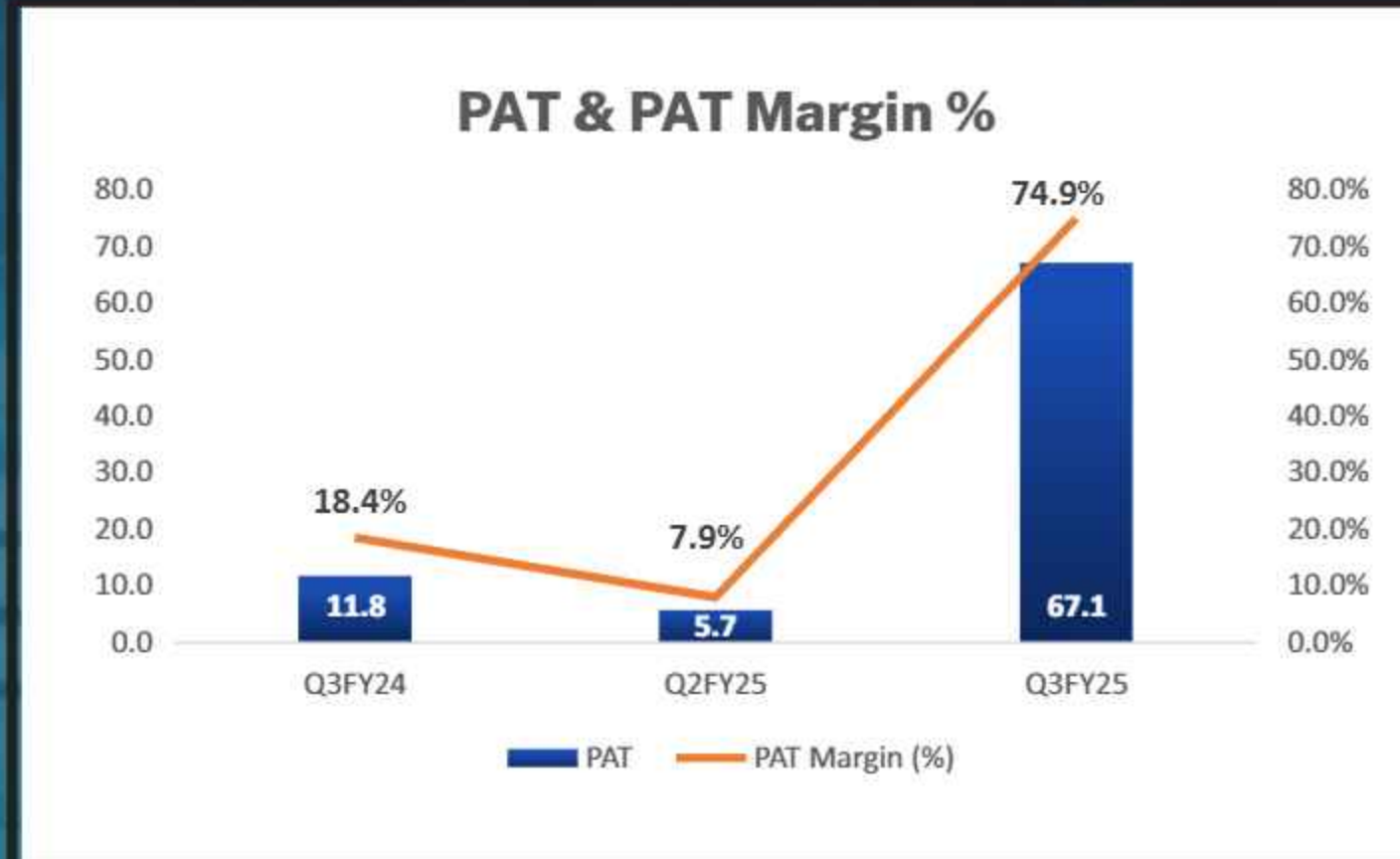
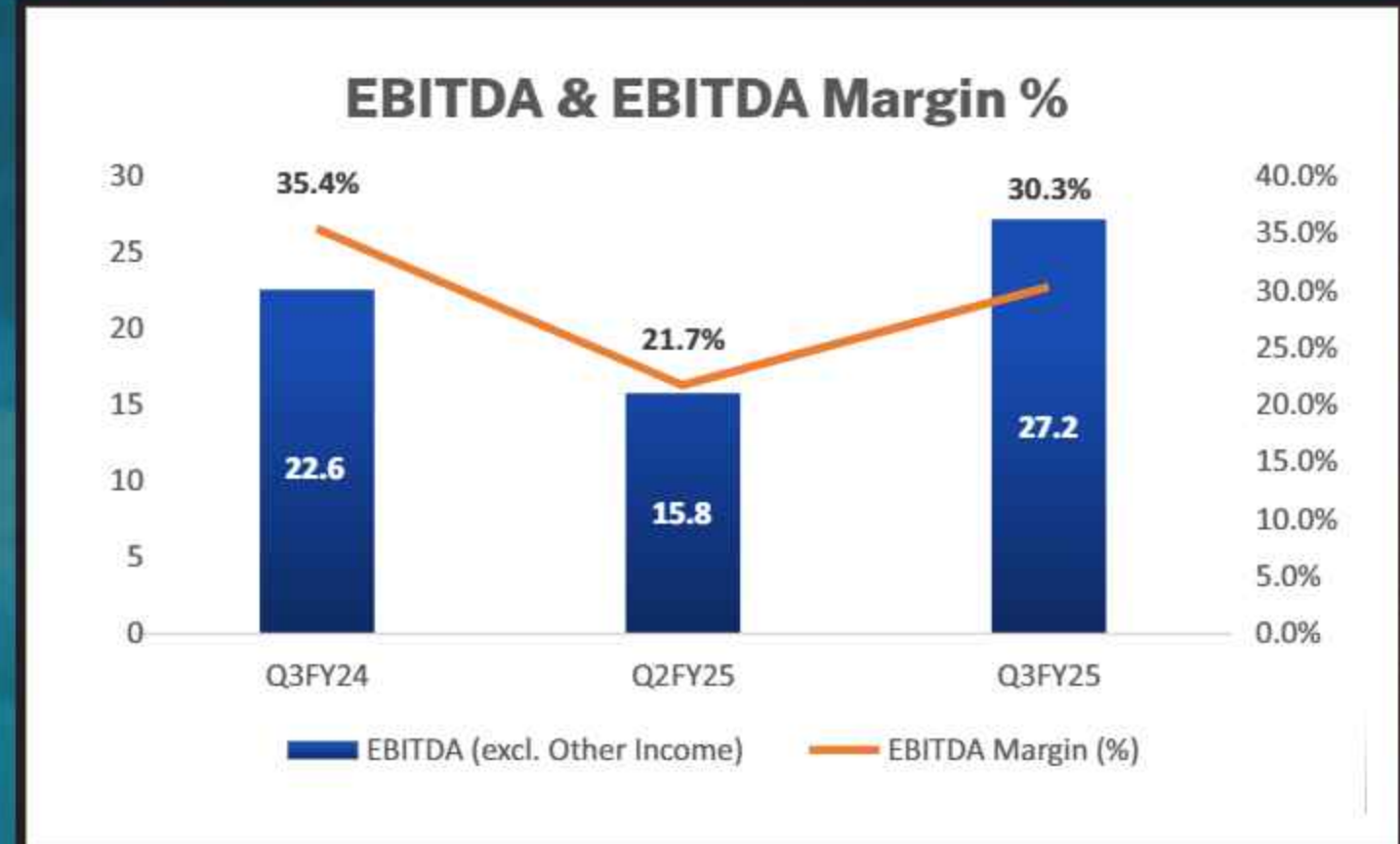
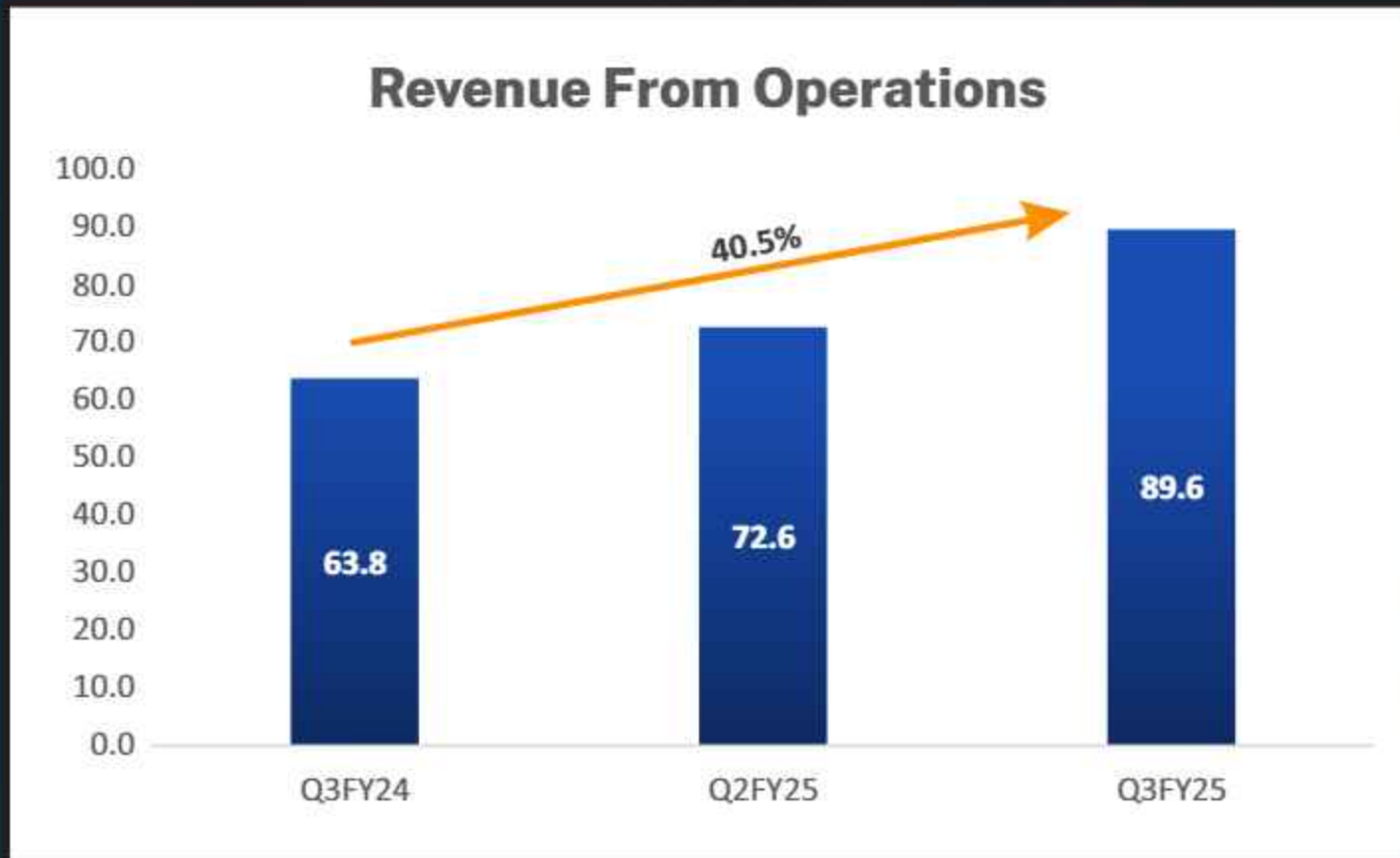
## FINANCIAL SNAPSHOT





# KEY FINANCIAL METRICS- Q3FY25 & 9MFY25

(Rs. In Mn)





## CONSOLIDATED INCOME STATEMENT- Q3FY25 & 9MFY25

Particulars (Rs. In Mn)	Q3FY25	Q3FY24	YoY (%)	Q2FY25	9MFY25	9MFY24	YoY (%)
Revenue From Operations	89.6	63.8	40.5%	72.6	234.4	208.8	12.3%
Other Income	69.6	0.3		0.5	70.2	0.7	
<b>Total Revenue</b>	<b>159.3</b>	<b>64.0</b>		<b>73.1</b>	<b>304.5</b>	<b>209.4</b>	
<b>Total Expense Excluding Depreciation &amp; Finance Cost</b>	<b>62.4</b>	<b>41.2</b>		<b>56.8</b>	<b>169.8</b>	<b>128.4</b>	
<b>*EBITDA</b>	<b>27.2</b>	<b>22.6</b>	<b>20.4%</b>	<b>15.8</b>	<b>64.6</b>	<b>80.3</b>	<b>-19.6%</b>
<b>EBITDA Margin %</b>	<b>30.3%</b>	<b>35.4%</b>		<b>21.7%</b>	<b>27.6%</b>	<b>38.5%</b>	
Finance Cost	2.4	2.5		2.6	7.4	7.4	
Depreciation	3.2	3.0		2.9	9.1	7.7	
<b>PBT</b>	<b>91.2</b>	<b>17.4</b>		<b>10.8</b>	<b>118.3</b>	<b>65.9</b>	
Tax	24.1	5.6		5.1	34.3	19.1	
<b>PAT</b>	<b>67.1</b>	<b>11.8</b>	<b>470.9%</b>	<b>5.7</b>	<b>84.0</b>	<b>46.7</b>	<b>79.8%</b>
<b>PAT Margin %</b>	<b>74.9%</b>	<b>18.4%</b>		<b>7.9%</b>	<b>35.8%</b>	<b>22.4%</b>	
<b>Diluted EPS</b>	<b>2.78</b>	<b>0.49</b>		<b>0.24</b>	<b>3.48</b>	<b>1.94</b>	

\*EBITDA Excluding Other Income

**Rs 89.6 Mn** ↑40.5%  
REVENUE

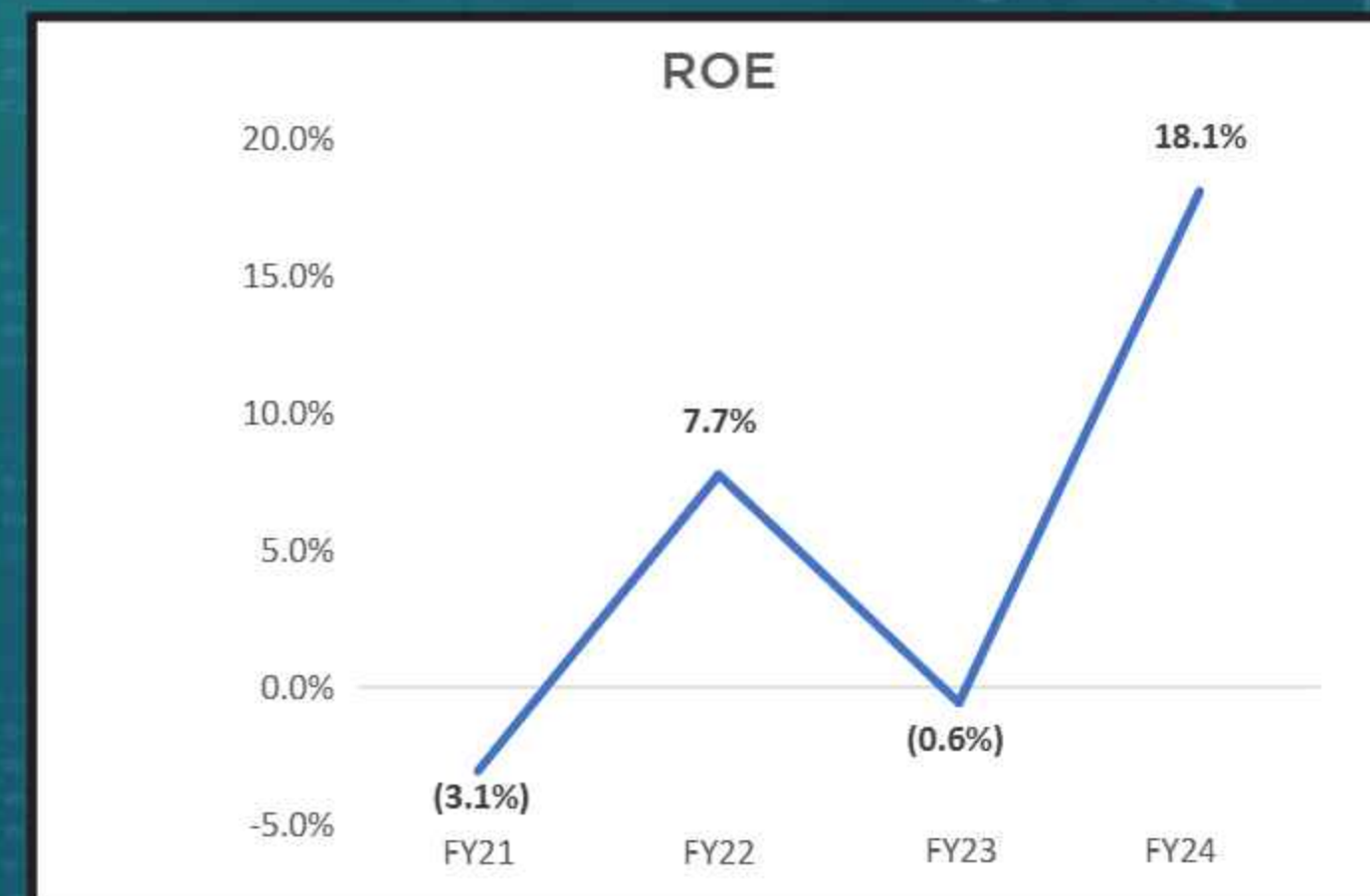
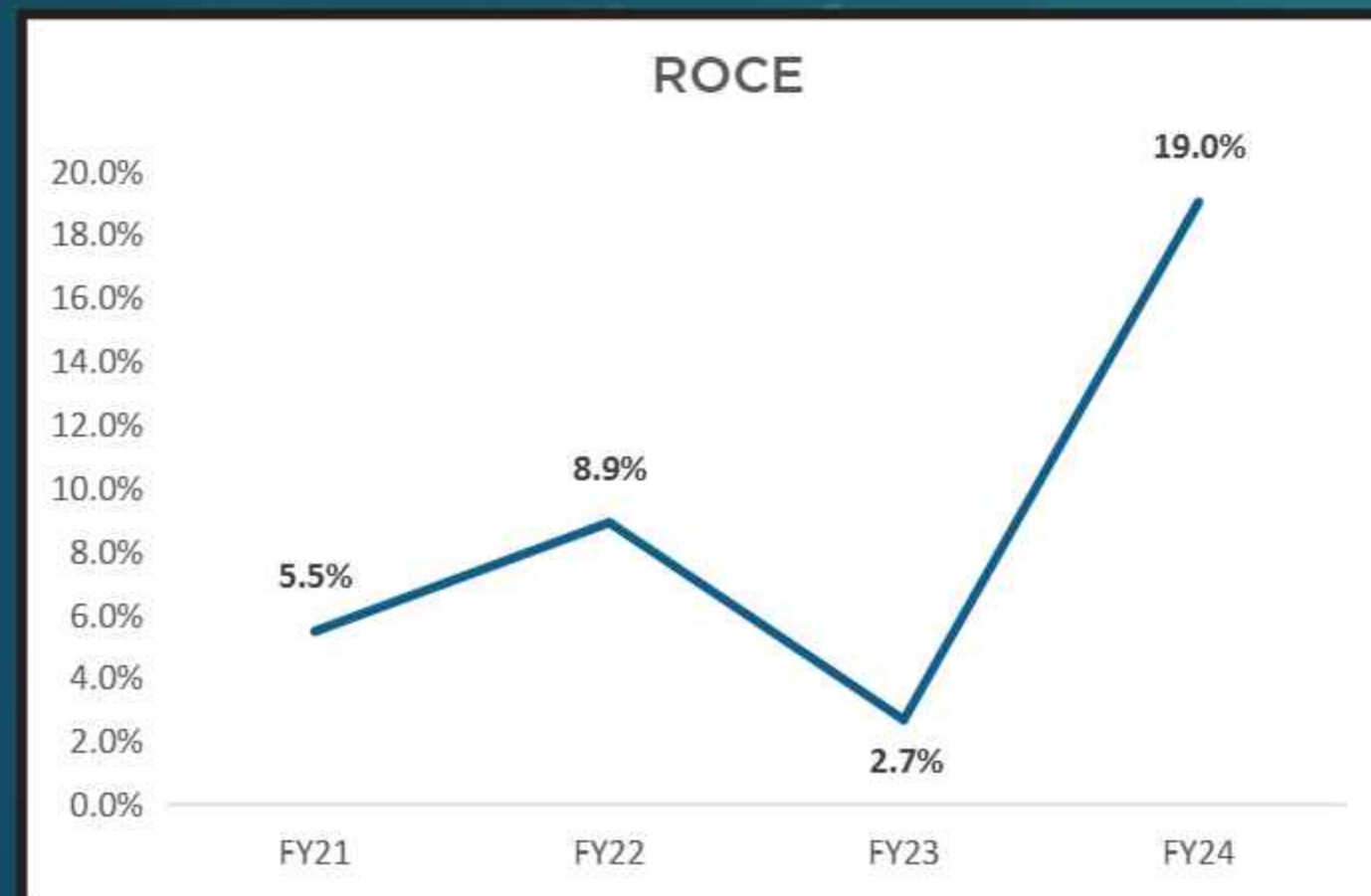
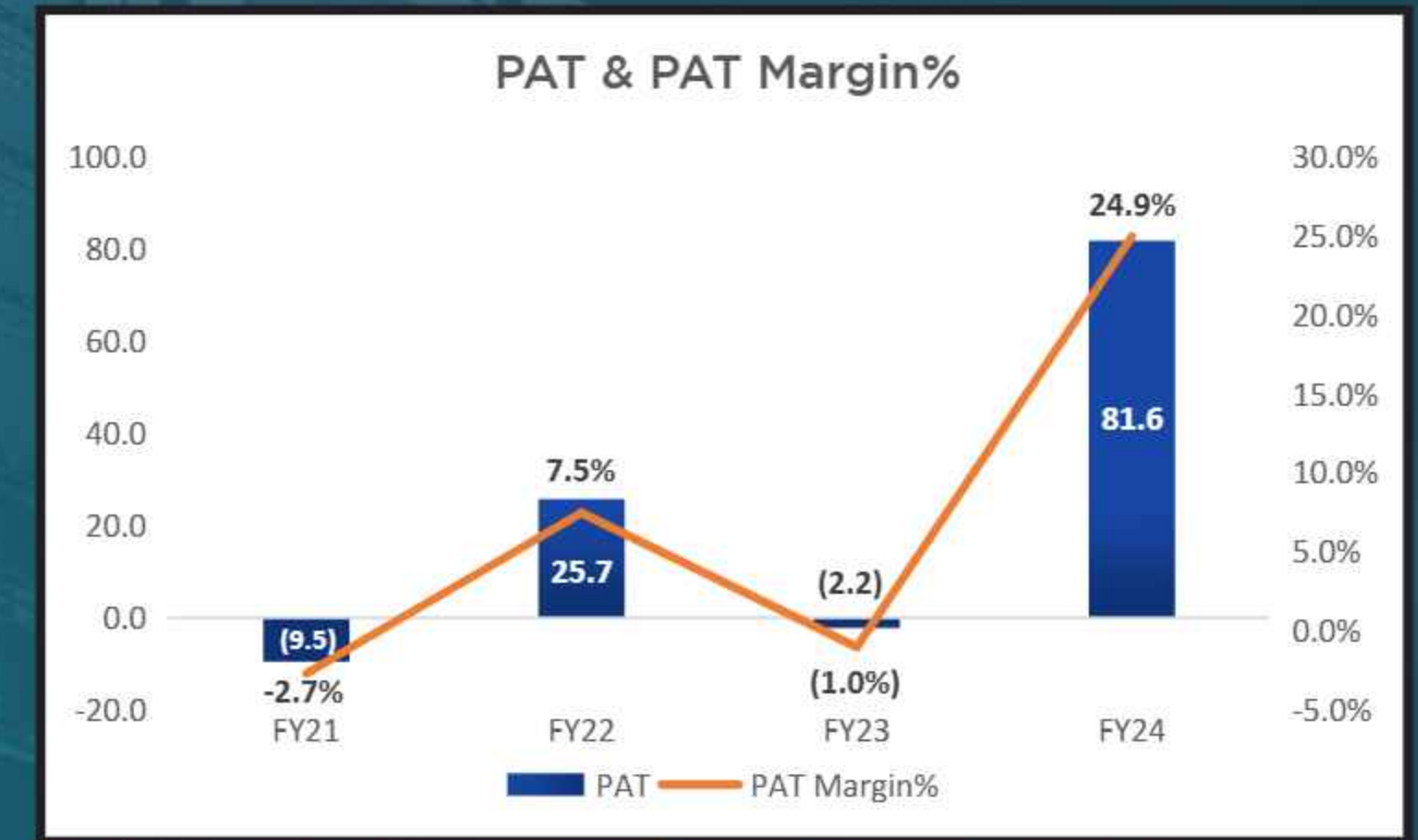
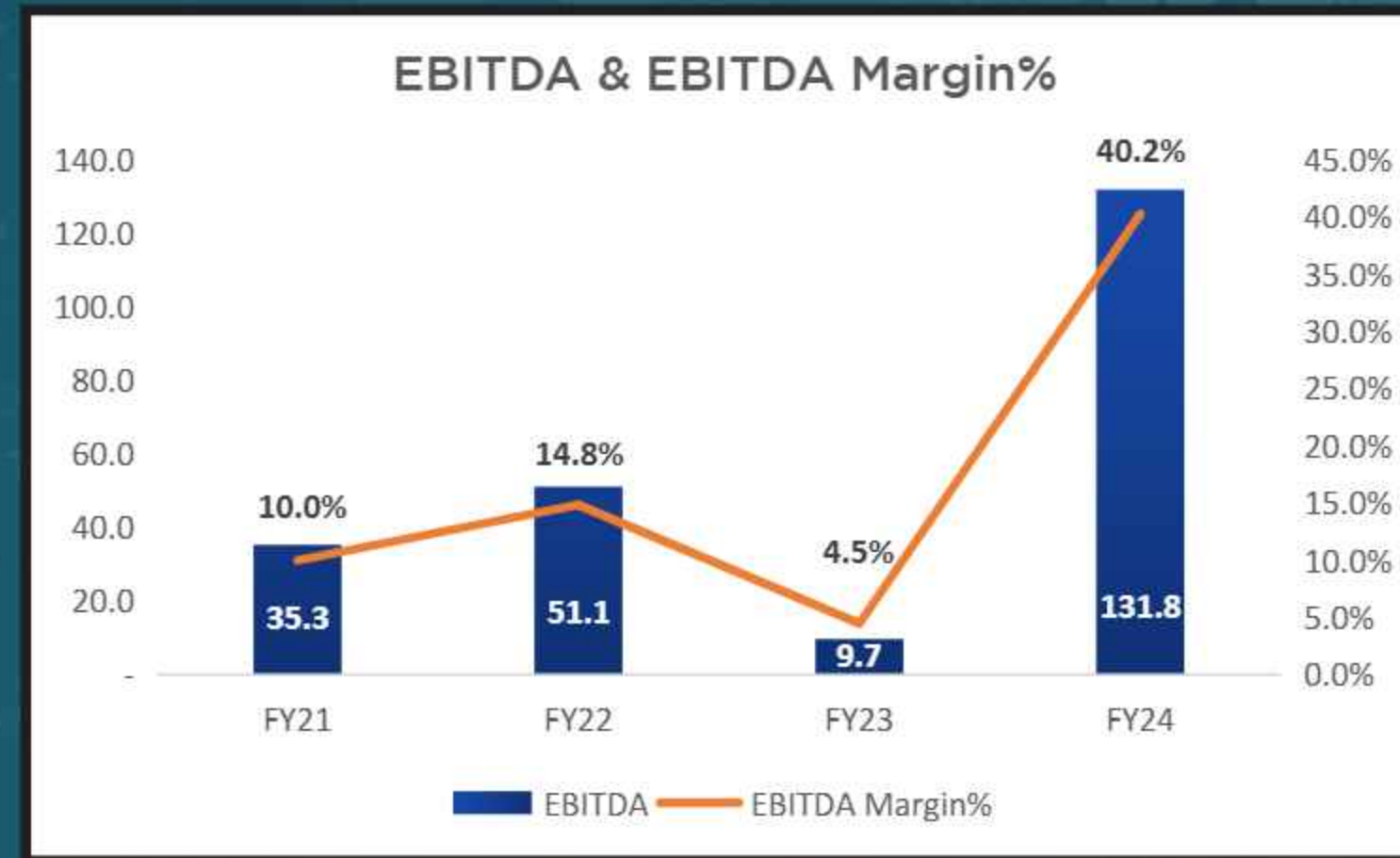
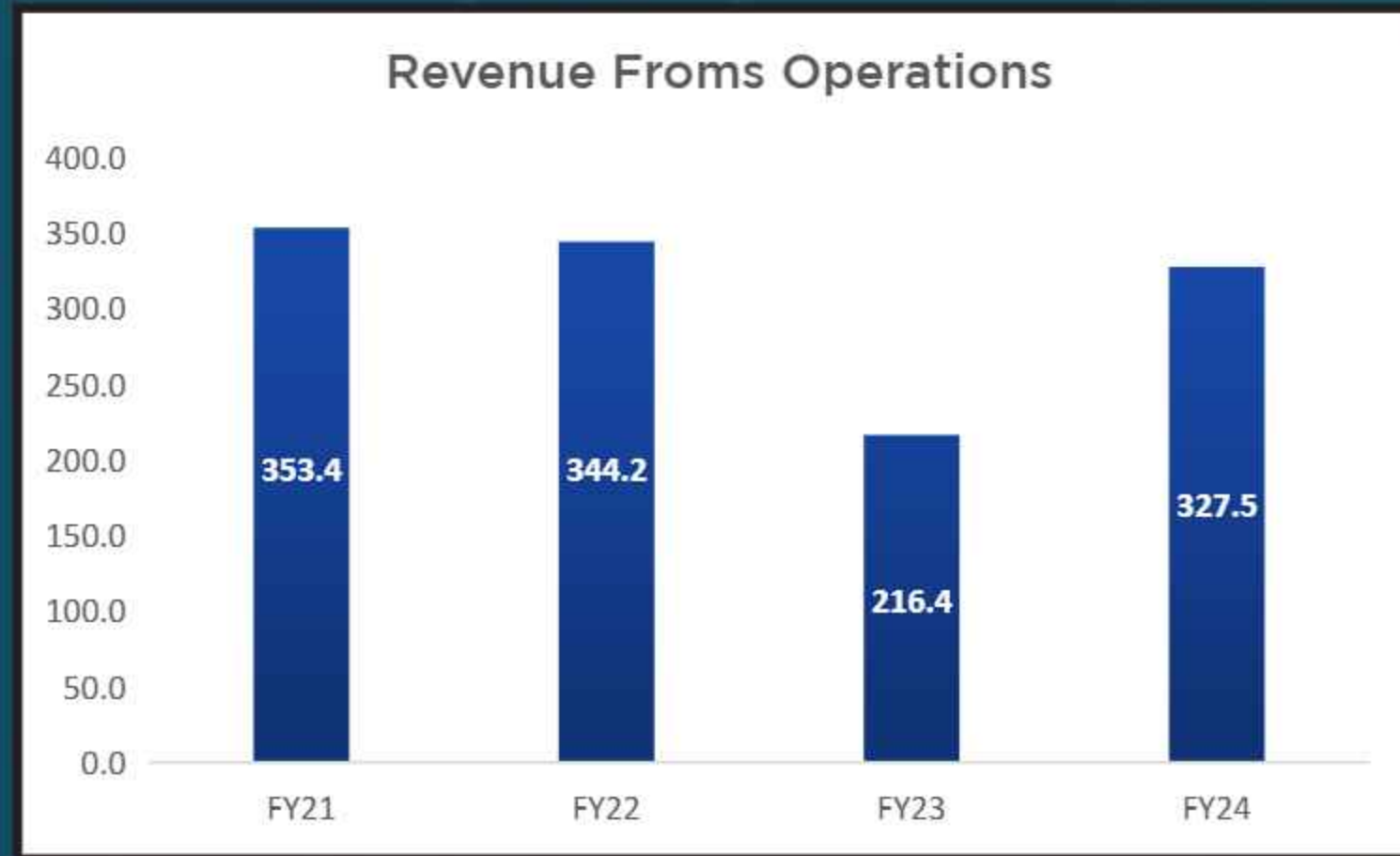
**Rs 27.2 Mn** ↑20.4%  
\*EBITDA

**Rs 67.1 Mn** ↑470.9%  
PAT



# KEY FINANCIAL METRICS- YEARLY

(Rs. In Mn)





## INCOME STATEMENT- HISTORICAL

Particulars (Rs. In Mn)	FY20	FY21	FY22	FY23	FY24
Revenue From Operations	468.0	353.4	344.2	216.4	327.5
Other Income	13.7	0.7	3.0	13.7	1.4
<b>Total Revenue</b>	<b>481.7</b>	<b>354.1</b>	<b>347.2</b>	<b>230.1</b>	<b>328.9</b>
<b>Total Expense Excluding Depreciation &amp; Finance Cost</b>	<b>435.5</b>	<b>318.1</b>	<b>293.1</b>	<b>206.7</b>	<b>195.7</b>
<b>EBITDA</b>	<b>32.5</b>	<b>35.3</b>	<b>51.1</b>	<b>9.7</b>	<b>131.8</b>
<b>EBITDA Margin%</b>	<b>6.9%</b>	<b>10.0%</b>	<b>14.8%</b>	<b>4.5%</b>	<b>40.2%</b>
Finance Cost	6.6	12.1	9.5	9.9	9.9
Depreciation	17.2	15.4	12.6	10.4	10.3
<b>PBT</b>	<b>22.4</b>	<b>8.5</b>	<b>32.0</b>	<b>3.1</b>	<b>113.0</b>
Tax	6.9	18.0	6.3	5.3	31.4
<b>PAT</b>	<b>15.5</b>	<b>(9.5)</b>	<b>25.7</b>	<b>(2.2)</b>	<b>81.6</b>
<b>PAT Margin%</b>	<b>3.3%</b>	<b>(2.7%)</b>	<b>7.5%</b>	<b>(1.0%)</b>	<b>24.9%</b>
<b>Diluted EPS</b>	<b>0.68</b>	<b>(0.41)</b>	<b>1.12</b>	<b>(0.09)</b>	<b>3.37</b>



## BALANCE SHEET- HISTORICAL

Particulars (Rs. In Mn)	FY20	FY21	FY22	FY23	FY24
Equity Share Capital	114.6	114.6	114.6	117.6	241.8
Reserves	204.4	187.7	247.3	281.1	262.6
Borrowings	196.5	135.8	139.6	106.9	144.4
Other Liabilities	313.2	167.5	<b>152.0</b>	159.5	158.5
<b>Total Liabilities</b>	828.7	605.6	653.5	665.1	807.3
Net Block	119.7	94.8	100.6	<b>102.0</b>	101.4
Capital Work in Progress	184.9	184.9	<b>187.0</b>	<b>187.0</b>	<b>187.0</b>
Investments	3.7	2.7	131.6	142.3	151.4
Other Assets	520.4	323.2	234.3	233.8	367.5
<b>Total Assets</b>	828.7	605.6	653.5	665.1	807.3



## CASH FLOW STATEMENT- HISTORICAL

Particulars (Rs. In Mn)	FY20	FY21	FY22	FY23	FY24
Cashflow from Operations Activities	102.8	160.7	72.0	(15.0)	18.1
Cashflow from Investing Activities	(204.0)	(51.7)	(88.4)	(19.7)	(42.3)
Cashflow from Financing Activities	117.0	(80.3)	(2.2)	(14.1)	27.0
<b>Cash &amp; Cash Equivalents at the End of the year</b>	<b>55.3</b>	<b>84.0</b>	<b>65.4</b>	<b>16.6</b>	<b>19.5</b>



# STRATEGY GOING AHEAD

Taking A Comprehensive Approach To Seize Every Potential Opportunity

## Market Expansion

Introduced cutting-edge products and services tailored to meet customer demands, fostering customer loyalty and market penetration.

## Expanding Offerings Beyond Basic Internet Access: Value Added Services

Development of Brand New Data Centre  
Venturing into domain of Artificial Surveillance



## Diversification of revenue going forward by adding retailer segment and Big ticket size Tender

Venturing into the mass market to build a solid foundation for future opportunities by expanding into the retail segment  
The company is actively seeking long-term, sustainable contracts to drive sustained growth and secure its future success.  
Pursuing Solution based Partnership



# MEET THE TEAM

*The Minds That Drive Innovation:*



## **DR. MANOHAR LOKA REDDY (MANAGING DIRECTOR)**

Dr. Manohar Loka Reddy, is serving as the Chairman of the Board of Directors since 2005, He is a Medical Doctor by Profession and has diversified interests in various industry verticals. He holds an MBBS degree from Nagarjuna University and a Post-Graduation in Internal Medicine from Luthurn Medical Centre. Promoter of Northeast Broking Service (P) Ltd and MTAR technology Ltd.



## **SUNIL KUMAR JUVVADI (OPERATIONS HEAD)**

Mr. Sunil Kumar Juvvadi, the Chief Operating Officer (COO) of Nettlinx Limited, brings over 25 years of experience in operational excellence and strategic leadership. He oversees key areas including Sales & Marketing, Operations, Technical Support, legal services, risk management, statutory compliances, and corporate governance. His vision for Nettlinx is to leverage cutting-edge technology to optimize services and create value for stakeholders. With a strong customer centric approach, Mr. Sunil is a vital asset to the company, driving its continued success and growth.



## **MR. VENKATESWARA RAO NAREPALEM (DIRECTOR CUM CFO)**

Mr. Venkateswara Rao Narepalem is Chief Financial Officer of the Company. His educational qualification is MBA and ICWA-Inter, possesses 30 years of work experience in NBFC, FMCG and Software/IT Industries and his areas of expertise include corporate finance, business finance, operations planning and revenue assurance, managing critical finance functions, adhering to regulatory compliance and mergers and acquisitions of groups, determining financial strategies to move the organization forward by settings financial goals.



## **S.RAVINDRANATH (TECHNICAL CONSULTANT)**

A seasoned IT/ITES professional with 40+ years of experience in project design, operations, and implementation, including leadership roles as a Unit/Division Head. Skilled in making impactful contributions both independently and as a team player, with expertise in IT infrastructure, servers, storage, data center design, networking, security, surveillance, video/audio, GPS, and software development.



# DIRECTORS PROFILE



## MR. VIJAYABHASKER REDDY MADDI (INDEPENDENT DIRECTOR)

Mr. Vijaya Bhasker Reddy Maddi aged 61 years, is a Graduate in Dairy Technology who additionally holds a Masters in Food Engineering and Management. He has over 37 years of Professional experience in providing directions to achieve success in all areas of operations such as Manufacturing, Sales and Distribution, Marketing, Logistics and Supply Chain, Corporate Management, Finance and Human Resources besides acting with the local authorities covering all the statutory requirements.



## MR. JEETEN ANIL DESAI (DIRECTOR)

Jeeten Desai is a management certificate holder from the Indian School of Business and is currently a partner with the Angaros Group. Previous to that, as an Electronics Engineer with a major in Telecommunication, he worked in Telecom Product/Services businesses across markets like India, Belgium and New Zealand. In his last role as Product Manager with Alcatel-Lucent New Zealand, he helped lead the wireline business (Copper and Fiber Broadband) for New Zealand and Pacific Islands.



## MR. VIJAY KUMAR (DIRECTOR)

Mr. Vijay Kumar Maistry is an accomplished professional with expertise in marketing and real estate. Holding a Master's in Business Administration (MBA), he has made significant contributions to various organizations. With a proven track record in marketing, Mr. Maistry has held key roles in renowned companies, demonstrating a deep understanding of market dynamics, consumer behavior, and strategies that drive business growth.



## LIEUTENANT COLONEL SREENIVASA RAO KURRA (DIRECTOR)

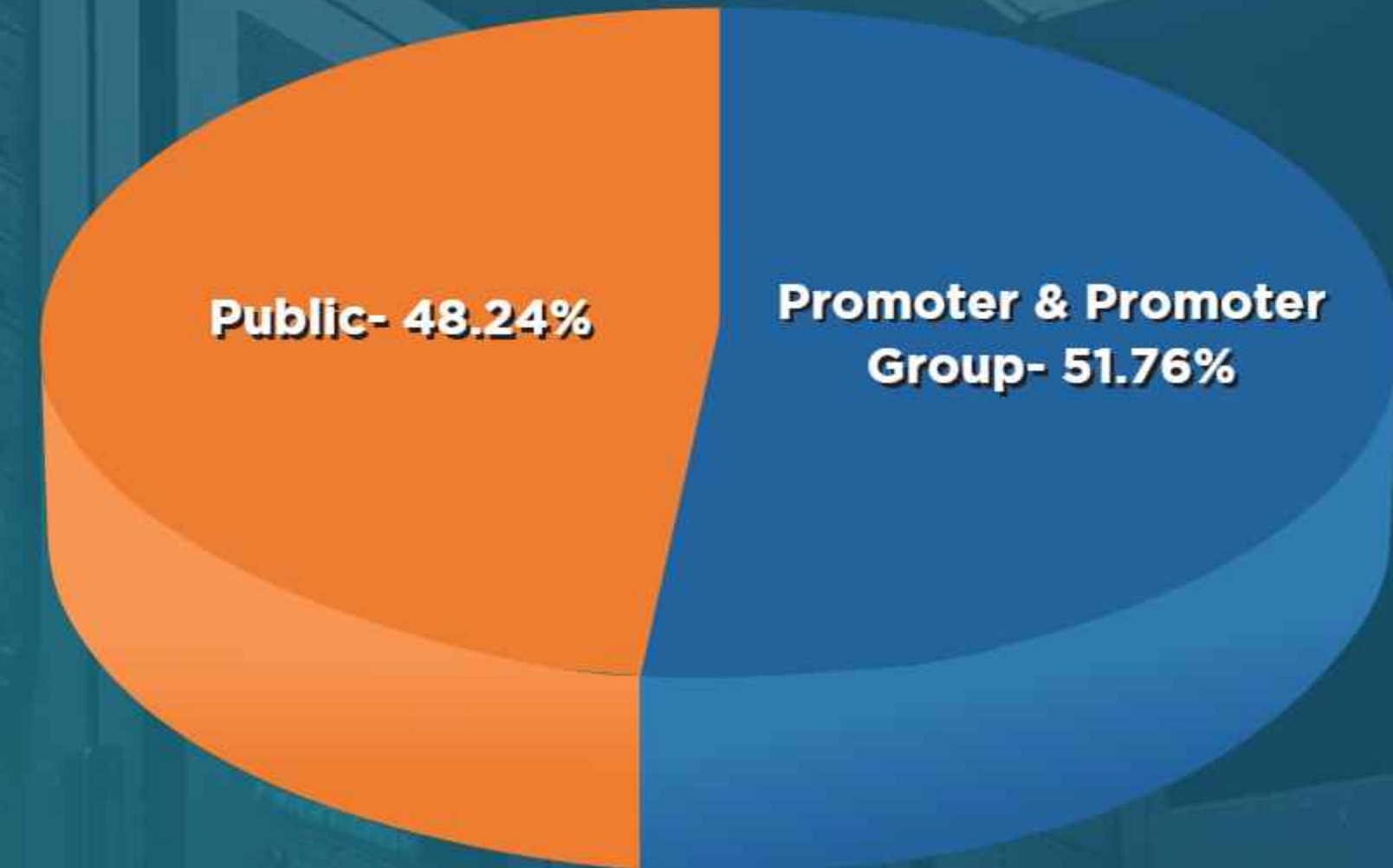
Lieutenant Colonel Sreenivasa Rao Kurra (Retired) is the Founder & Managing Director of Saikor Security Training & Services Pvt. Ltd. With over 25 years of active service in the Indian Army, he operated in insurgency-affected regions such as Punjab, Manipur, Nagaland, Assam, and Jammu & Kashmir, including three Counter Terrorism tenures. He served as an instructor at the Indian Army's elite Commando Training Wing and held key staff appointments, including at Army Headquarters, New Delhi. A well-known figure in the private security industry, he is a member of CAPSI and APSA, and has served as General Secretary of APSA for 10 years. He is currently on the Executive Committee of the Hyderabad City Security Council and the Joint Secretary of the Physical Security Forum.



## MR. SATYA RAJASHAKAR PRAHARAJU (DIRECTOR)

Satya Rajashakar Praharaju holds a Bachelor's in Electronics and Communications Engineering from Nagarjuna University and a PG Diploma in Cyber Laws from Central University, Hyderabad. With 34 years of experience, he spent 10 years as an Instrumentation Engineer and 24 years as an IT consultant specializing in IT Security and Regulatory Compliance.





**Shareholding Pattern as on 31.12.2024**

## MARKET INDICATORS

Face Value	10
Market Price (As on 1st February, 2025)	83.3
BSE Script Code	511658
52 Week High / Low	138.8/64.0
Market Cap ( In Cr )	201.4



# *Thank you*

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