

Date: 17.01.2025

To The Listing Manager Listing Department, <b>The 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: Investors Earnings Release on the financial results for the Quarter and Nine Months Ended 31<sup>st</sup> December, 2024.**

**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 Earnings Release on the financial results for the Quarter and Nine Months Ended 31<sup>st</sup> December, 2024. The Investor Earnings Release 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

Dr. Manohar Reddy Loka  
Managing Director  
DIN: 00140229



# **EARNING RELEASE**

## **Q3 & 9M FY25**

**17<sup>th</sup> January 2025**

**BSE : 511658**



# About The Company

- Nettlinx provides a comprehensive suite of network solutions, including Internet services, Network Management, Data Center and Co-Location Services and Enterprise Mailing Solutions. Its primary revenue comes from business IT services, which encompass software development, consulting, & package implementation.
- Nettlinx Ltd provides B2B Dedicated Internet Leased Lines (1:1) through a network built on world class technology.
- Provides advanced Managed Network Services to enterprises in Telangana & Andhra Pradesh. Operates through a direct presence in over 93 locations.

## The Company Has 5 Subsidiaries

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

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

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

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

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

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

### Sailon SE: (95% Holding)

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

### 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.

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

Serving **95+** Private Medical & Engineering Colleges.

**10,000+** Bandwidth customer base.

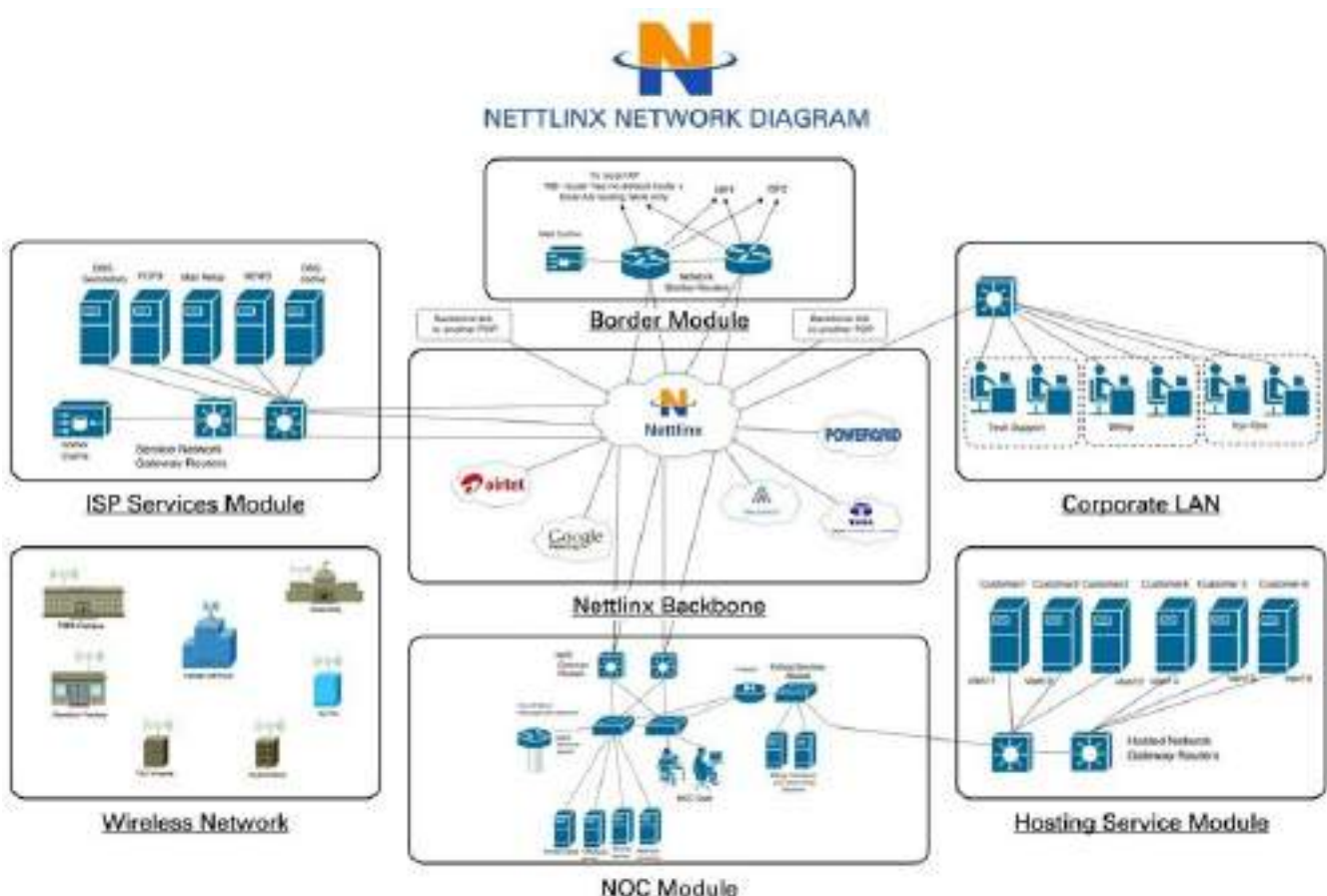
# Comprehensive Network Solutions

1. Collaborates with national telecommunications companies to offer state-of-the-art products & solutions tailored to organizational network requirements.
2. Data Centre & Co-location Services.
3. Network Management Services.
4. Leverages extensive experience in Internet-related services to ensure high customer satisfaction.

5. Enterprise Mailing Solutions.
6. Internet Services.
7. IT/ITES, Network Based AI Enabled Security & Surveillance.
8. Established a reliable network infrastructure, trusted for robust connectivity solutions & application support.

Offers a wide array of network solutions, including

## Network Diagram



# Key Differentiators

- 🌐 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.
- 🌐 Experienced Promoter with a Strong Reputation.
- 🌐 Robust Order Book.
- 🌐 Resilient Financial Health.
- 🌐 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
- 🌐 Revenue Visibility
- 🌐 Long-term contractual arrangement
- 🌐 Diversification of clients & industry



# Our Competitive Edge

- 🌐 Quality in Service
- 🌐 Our company efficiently addresses & resolves troubleshooting issues, ensuring minimal downtime & optimal performance

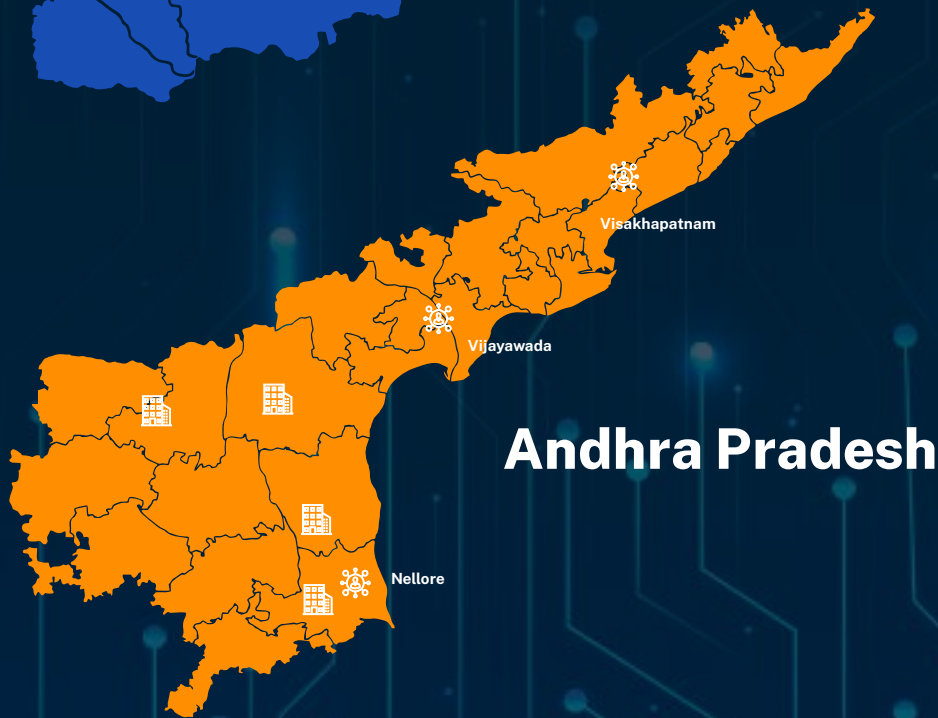
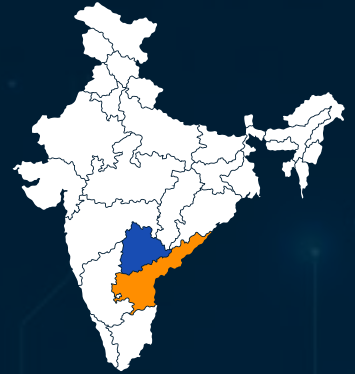
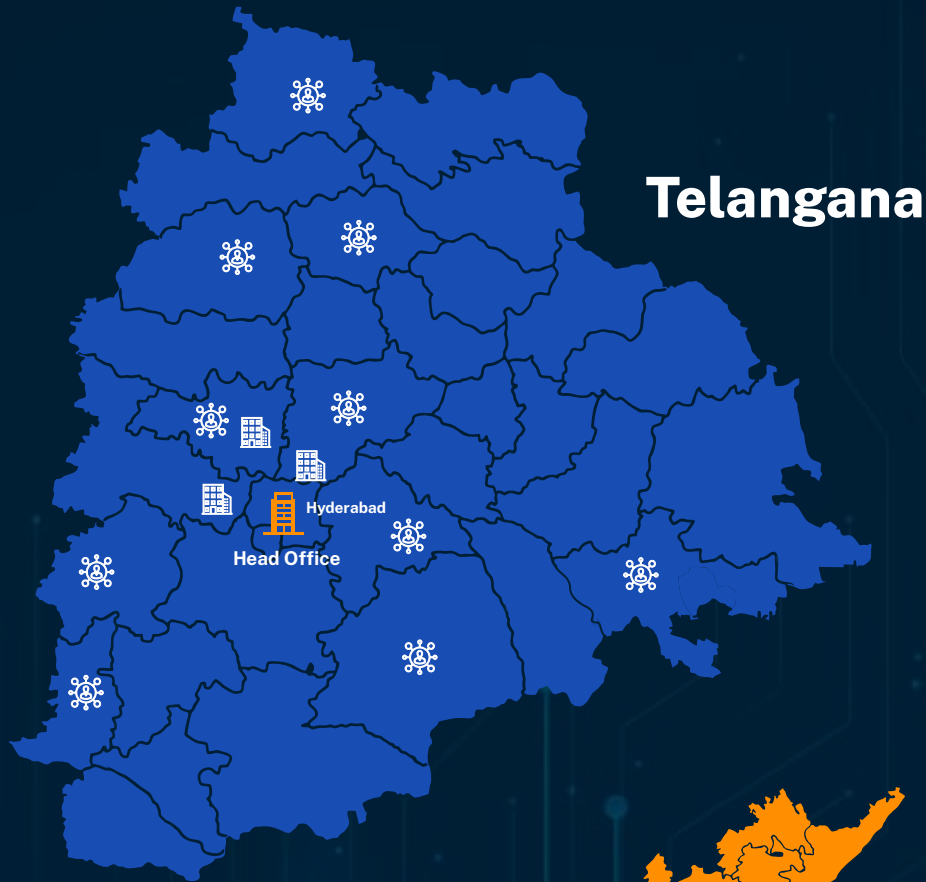
Speed of Execution 🌐

Where other players take min 24 hrs TAT 🌐  
to resolve we take min 1 hr to resolve





# Extensive Presence In Andhra Pradesh & Telangana



- Netlinx has six core POPs in major towns across Telangana and Andhra Pradesh, along with a widespread distribution network covering all districts in both states.
- High-capacity backbone links, minimum of 1 Gig+ each, extend to various locations in Telangana and Andhra Pradesh.

# Presence Across Diversified Segment & Industries

## Our Esteemed Clients

### Electronic Digital Media Clients



### Government Clients



### Health Care Clients



### Hospitality Industry Clients



### Software & Manufacturing Units Clients



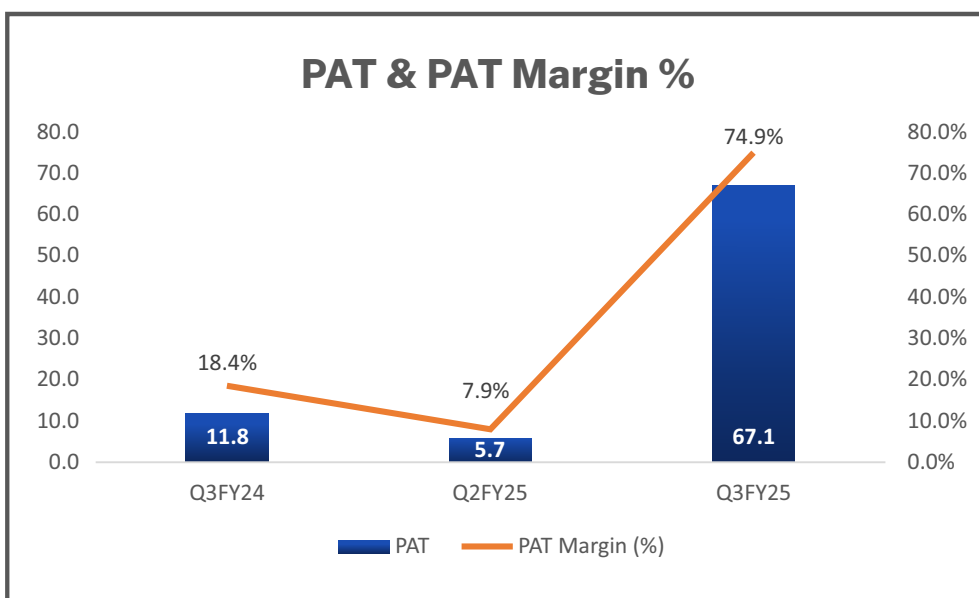
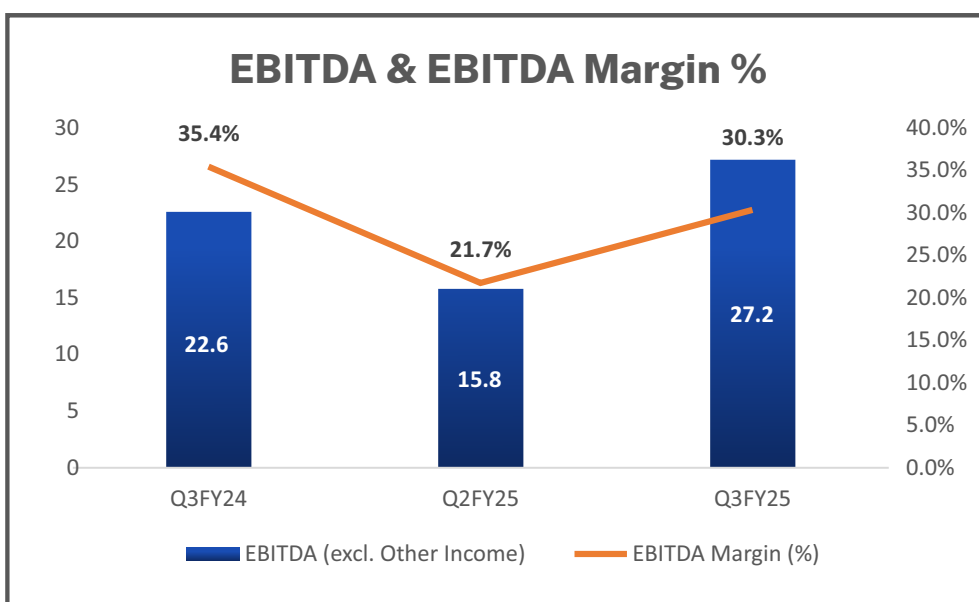
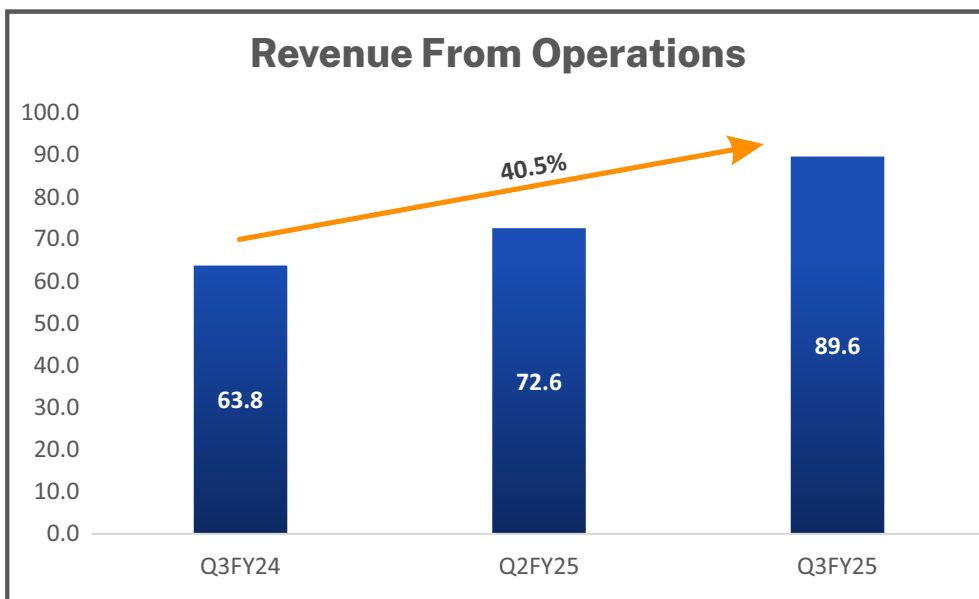
### Educational Institutes Clients



Any many more....

# Quarterly Consolidated Financial Performance Snapshot

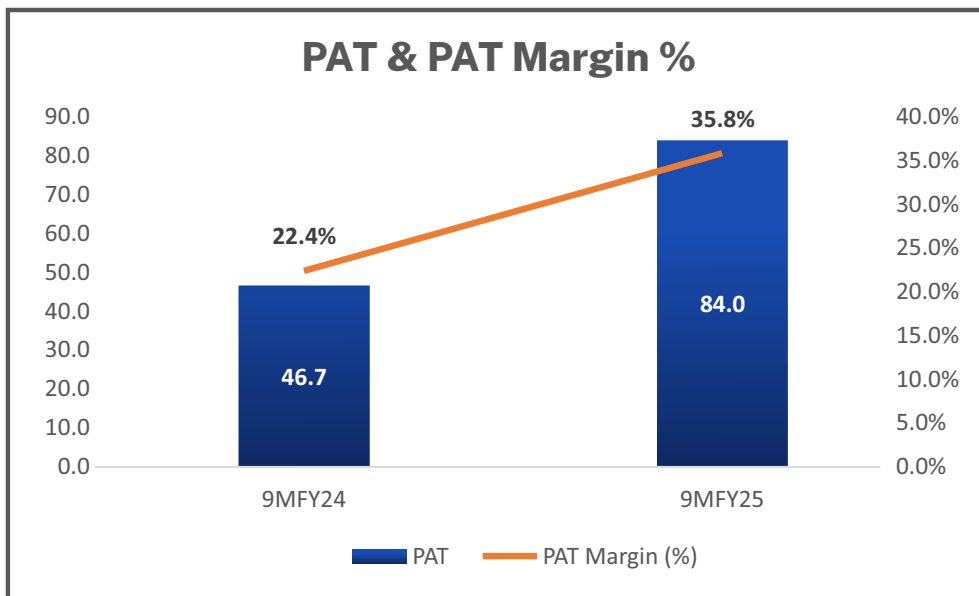
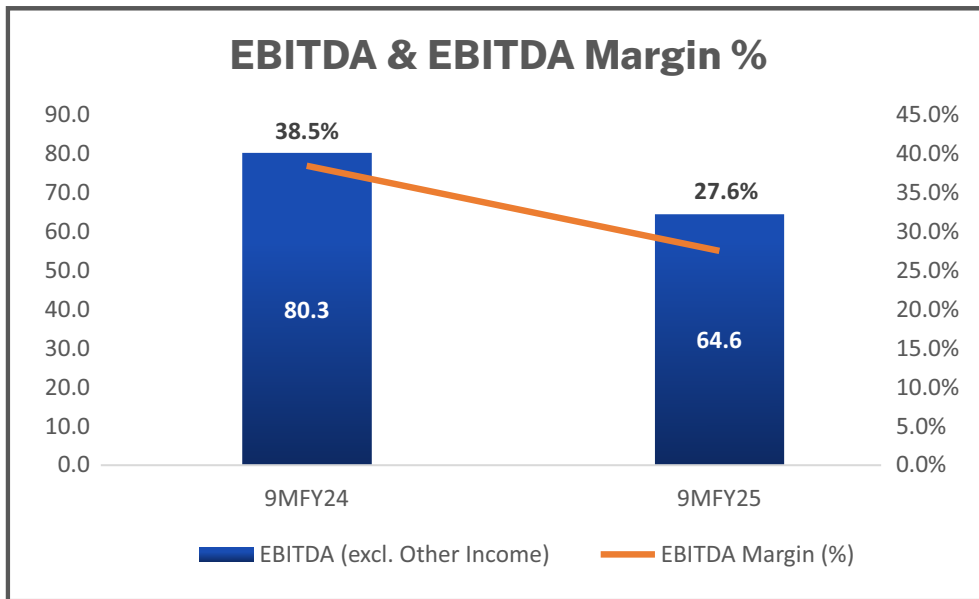
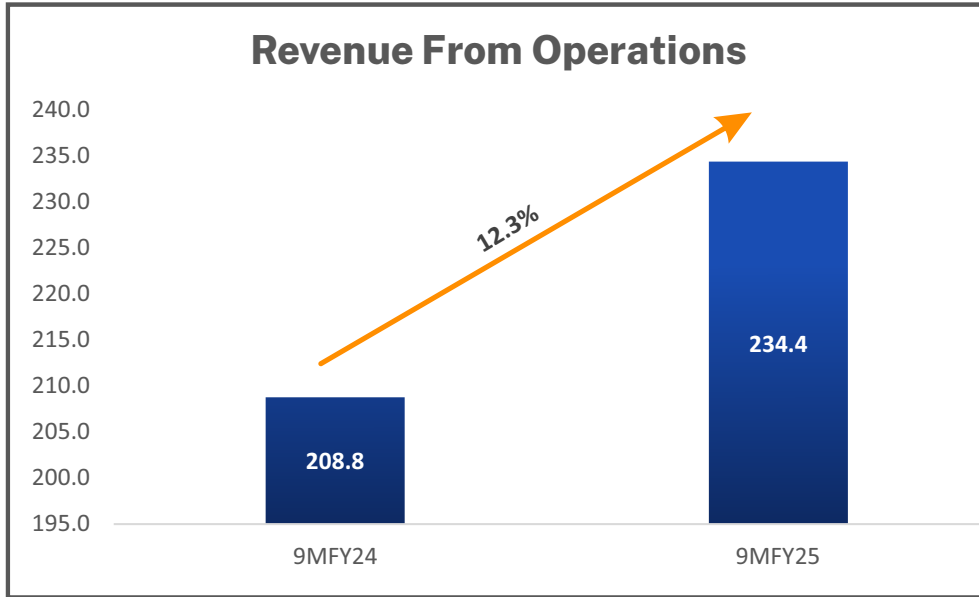
(Rs. In Mn)





# 9MFY25 Consolidated Financial Performance Snapshot

(Rs. In Mn)



# Consolidated Income Statement

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>	
Total Expenses Excluding Depreciation, Amortization, & Finance cost	62.4	41.2		56.8	169.8	128.4	
<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>	
Depreciation & Amortization	2.4	2.5		2.6	7.4	7.4	
Finance Cost	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 Expense	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>	
Diluted EPS	2.78	0.49		0.24	3.48	1.94	

\*EBITDA excluding Other Income

## Management Commentary

We are pleased to present the consolidated financial and operational results for the third quarter. In Q3 FY25, our revenue demonstrated impressive growth, increasing by **40.5%** Y-o-Y to **Rs. 89.6 Mn**, compared to **Rs. 63.8 Mn** in Q3 FY24.

Additionally, our EBITDA recorded significant growth of **20.4%** Y-o-Y, rising to **Rs. 27.2 Mn** in Q3 FY25 from **Rs. 22.6 Mn** in Q3 FY24, showcasing strong performance despite a margin contraction of **510 bps**.

Our PAT for Q3 FY25 surged to **Rs. 67.1 Mn**, a significant rise from **Rs. 11.8 Mn** in Q3 FY24, reflecting a remarkable Y-o-Y growth of **470.9%**. PAT margins also improved substantially to **74.9%**, up from **18.4%** in the corresponding period.

In alignment with our growth strategy, Nettlinx has expand its footprint into Tier 2 and Tier 3 towns in Telangana and Andhra Pradesh, targeting underserved markets in FY25.

This initiative demonstrates our commitment to broadening our presence beyond major urban centers. By doing so, we aim to establish Nettlinx as a significant player in these emerging regions.

Our steadfast dedication to delivering high-quality service and fostering innovation will drive us as we navigate these challenges and work towards improved profitability in the upcoming quarters.

We are developing an Integrated Communication System—a comprehensive suite of tools designed to centralize and manage multiple communication channels from a single platform. This system provides extensive support for VoIP, Chat, Video Conferencing, Webinars, Sessions, Scheduling, Digital Signage, and AI-driven features. Key AI capabilities include generating brief and detailed meeting summaries in English, Telugu, and Hindi, with transcripts available in additional Indian languages.

Additionally, our Software Development Kit (SDK) equips developers with essential tools and libraries to seamlessly integrate Zoom's video conferencing and collaboration features into their applications. This solution empowers organizations to streamline communication, enhance collaboration, and elevate user engagement.

After carefully evaluating various communication software and licensing providers, we selected Zoom's technology as the optimal fit for our vision. As a result, we are partnering with Zoom Technologies India to bring this initiative to life.

**AI-based security solutions encompass a range of technologies and applications designed to enhance safety, surveillance, and emergency response in public and private environments. Here are some key components and features.**



**Enabling us to provide intriguing value proposition by providing AI solutions**

- Video Surveillance
- Predictive Analytics
- Integrated Command Centre
- Environmental Monitoring
- Privacy Protection
- Anomaly Detection
- Smart Traffic Management
- Public Safety Apps
- Cybersecurity



**Serving elite clientele**

- Government
  - Corporate
  - Industries
  - Smart City Projects
  - Medical College
  - Engineering College
- Aspire to serve private clients like Independent Private residential units and complexes



**Leading to a positive financial impact**

- Healthy Revenue Growth
- Will enhance our Margin Profile

## Management Guidance

- We anticipate a revenue growth of 1.5 x in FY25, primarily driven by a significant increase in Internet leased services, which is expected to positively impact our bottom line.
- Additionally, we plan to extend our services to Tier 2 and Tier 3 towns across Telangana and Andhra Pradesh, aiming to foster exponential growth and expand our market reach.
- Aims to expand customer base to 100,000 by FY26.
- We plan to expand coverage within campuses through WiFi / WiMax services..





## Disclaimer:

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. Nettlinx Limited 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 circumstance.

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