

Date: 25th July, 2024

To Listing Manager, Listing Compliance, Bombay Stock Exchange Limited, Phiroze Jeejeebhoy Towers, Dalal Street. Mumbai- 400001. Phones: 91 -22-22721233 / 4, Fax: 91 -22-22721919.	To, Listing Manager, Listing Compliance, Metropolitan Stock Exchange of India Limited, Building A, Unit 2054, 2 nd Floor, Piramal Agastya Corporate Park, L.B.S Road, Kurla West, Mumbai - 400070. India
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SUB: Investor Presentation under Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

REFERENCE: Scrip Code: 511658 ISIN: INE027D01019

Dear Sir/Madam,

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015. Please find enclosed herewith the "Investor Presentation" for the Quarter ended 30th day of June, 2024 of the Company.

The aforementioned presentation has been uploaded on the company's website:
<https://nettlinx.com/company/ER-Nettlinx-for-Q1FY25.pdf>

Yours Faithfully,

For Nettlinx Limited


Dr. Manohar Loka Reddy
Managing Director
DIN :00140229



SHARE HOLDERS' LETTER AND RESULTS

Q1FY25 | July 25, 2024

In This Report, We Cover

1. About Us
2. Presence Across Diversified Segment & Industry
3. Being Present In Andhra Pradesh & Telangana
4. Some Of Our Esteem Clients
5. Product & Services
6. Key Achievements
7. Network Diagram
8. Key Financial Performance
9. Management Guidance
10. Management Commentary

Our Capabilities

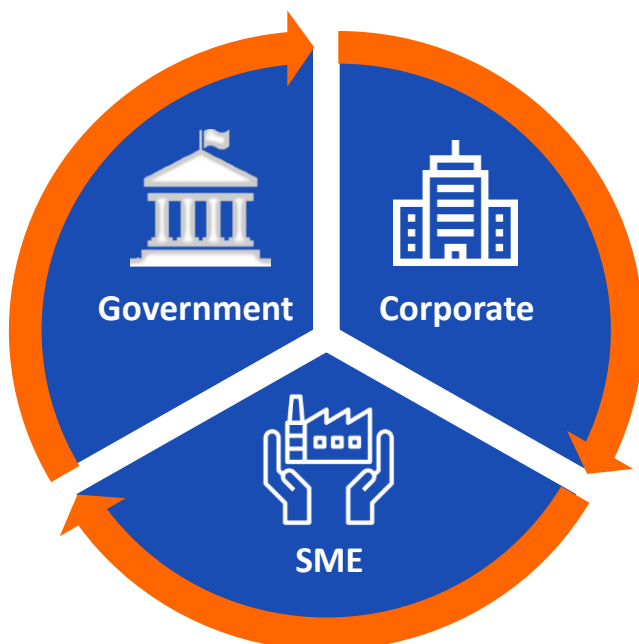
- Video Surveillance
- **Predictive Analytics**
- Integrated Command Centre
- **Environmental Monitoring**
- Privacy Protection
- **Anomaly Detection**
- Smart Traffic Management
- **Public Safety Apps**
- Cyber Security

ABOUT US:

- With more than 25 years of expertise in ISP services under a Class B license, Nettlinx Ltd delivers a wide array of Internet, ITSP, and OSP services, catering to the networking needs of government entities, enterprises, and households. Our comprehensive suite of solutions encompasses data, voice, security, surveillance, datacentre services, and software development, ensuring a seamless and robust internet experience.
- In addition to our ISP offerings, we've broadened our service portfolio to include cutting-edge AI-driven IT/ITES solutions. These solutions bolster surveillance and security measures, catering to specific client locations or ambitious smart city projects. Our esteemed clientele includes governmental bodies and enterprises across Telangana and Andhra Pradesh.
- With maintaining a direct presence in 93+ locations, providing fully converged network platforms.
- Partnered with leading telcos for distribution of bandwidth services and last mile bandwidth with own fiber optical fiber to Corporate and Broadband

PRESENCE ACROSS DIVERSIFIED SEGMENT & INDUSTRY:

Segment:



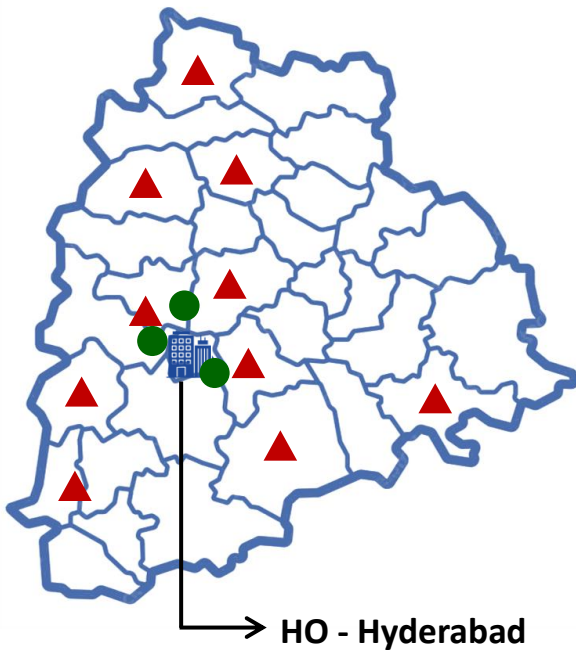
Industry:



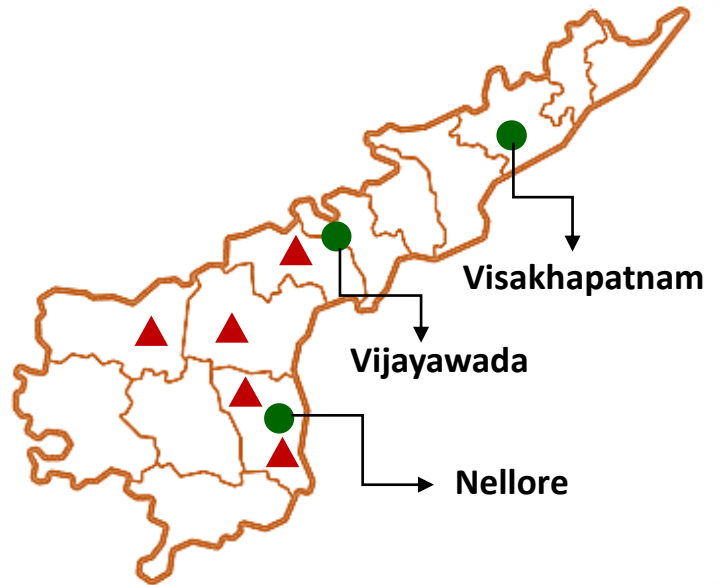
and many more.....

EXTENSIVE PRESENCE IN ANDHRA PRADESH & TELANGANA:

Telangana



Andhra Pradesh



Head Office



Branch Office



Business Associates

- Netlix 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.

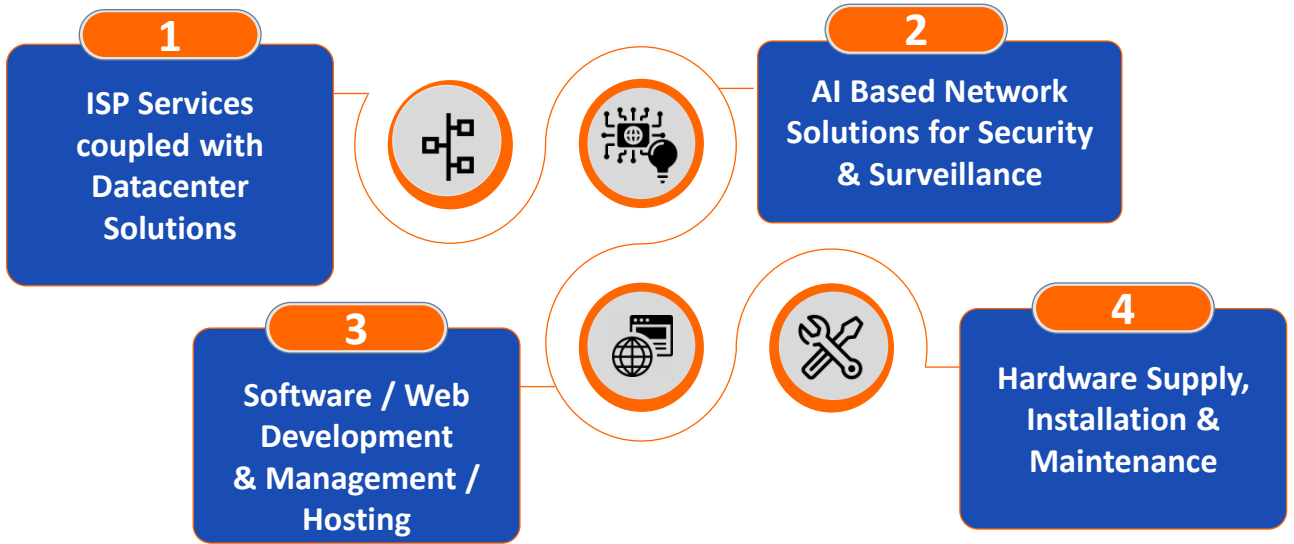
SOME OF OUR ESTEEMED CLIENTS:

Government & Corporate

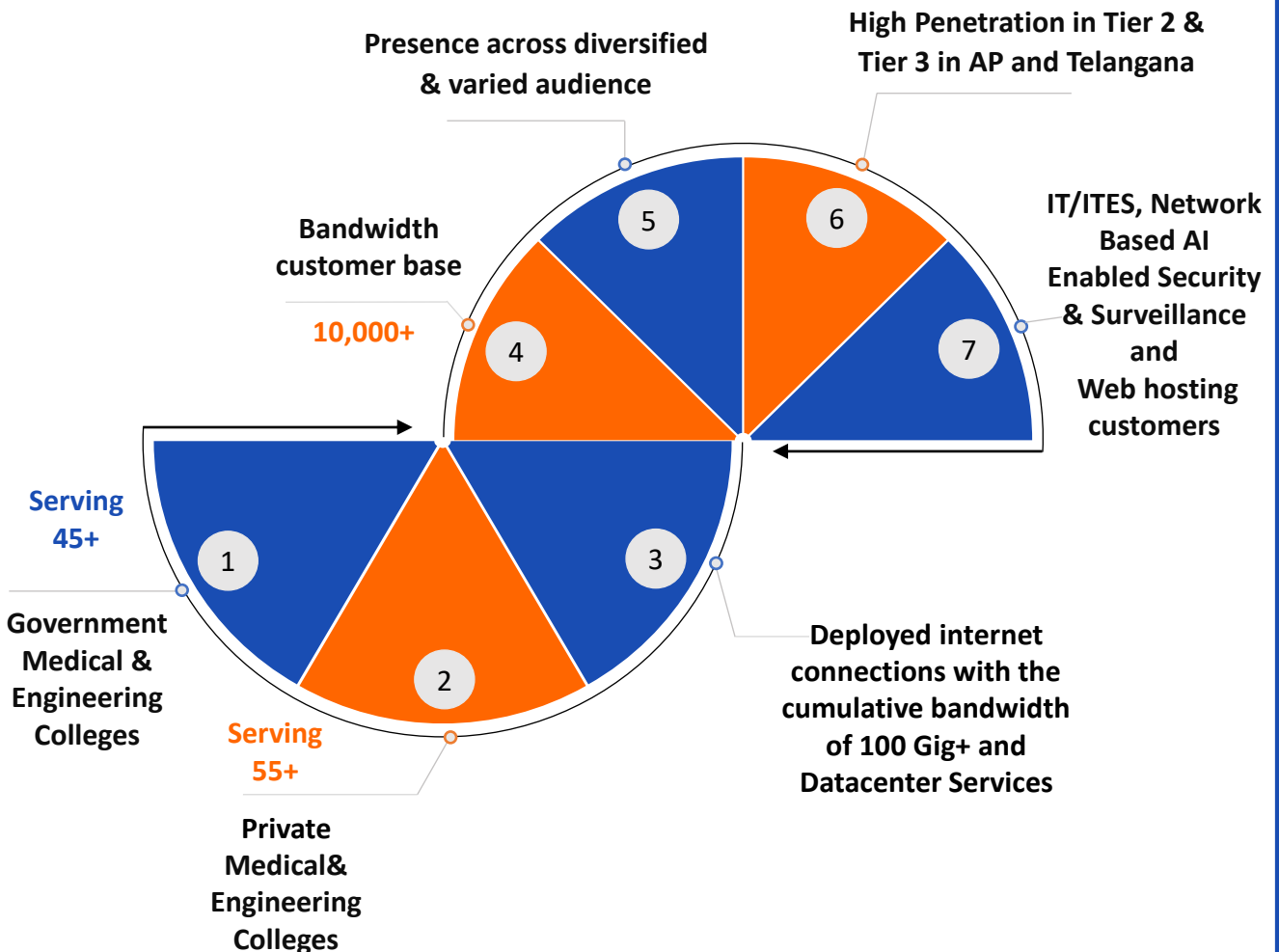


And many more...

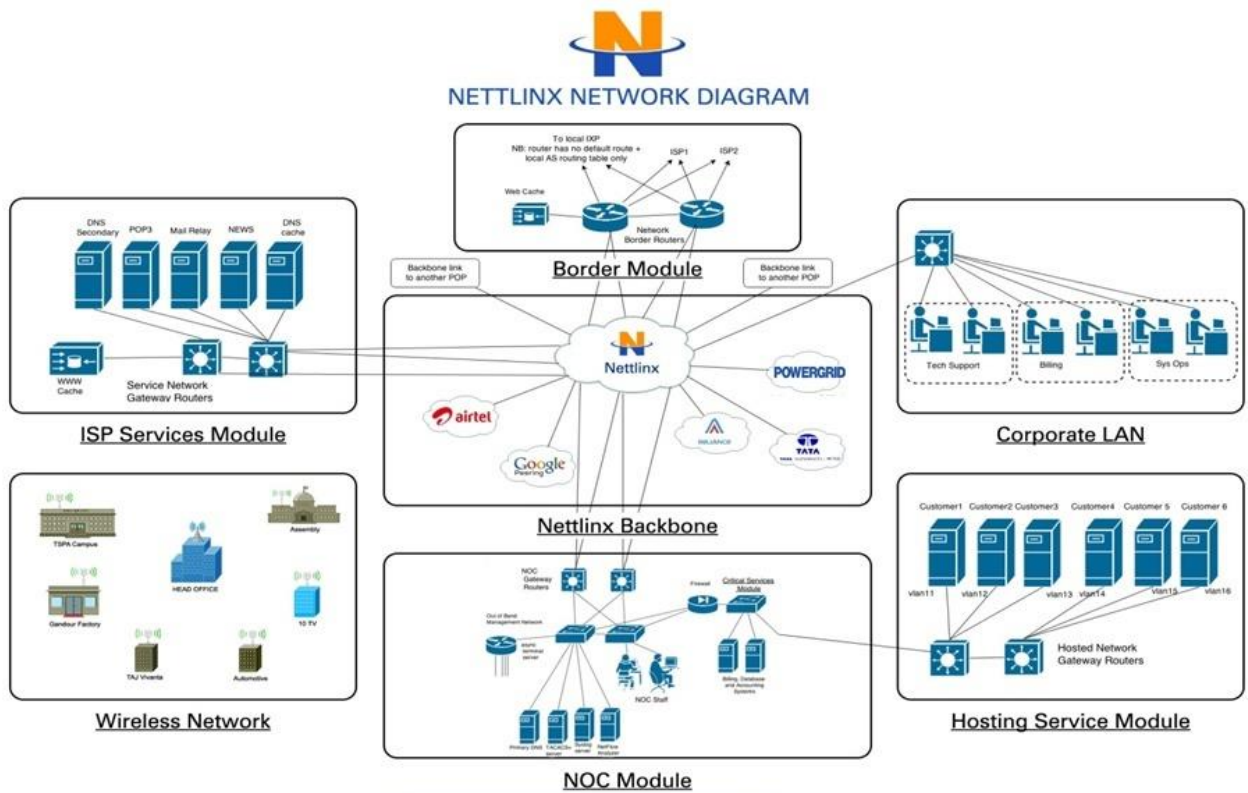
PRODUCT AND SERVICES:



KEY ACHIEVEMENTS:



NETWORK DIAGRAM:



KEY FINANCIAL PERFORMANCE:

Consolidated Income Statement:

Particulars (Rs. In Mn except share data)	Q1FY25	Q1FY24	YoY (%)	Q4FY24
Revenue from operations	72.1	70.6	2.2%	118.7
Other income	0.0	0.2		0.8
Total Revenue	72.2	70.8	1.9%	119.5
Total Operating Expenses	50.5	41.7	21.2%	67.5
EBITDA (ex. OI)	21.6	28.9		51.2
EBITDA Margin % (ex. OI)	30.0%	40.9%		43.1%
Depreciation & Amortization	2.4	2.4		2.5
Finance Cost	3.0	2.1		2.4
PBT	16.3	24.6		47.1
Tax Expense	5.1	6.4		12.3
PAT	11.2	18.2		34.8
PAT Margin %	15.5%	25.8%		29.3%
Basic & Diluted EPS	0.5	0.8		1.4

MANAGEMENT GUIDANCE:

1

Anticipates Rs.960 Mn revenue major accruing from Internet leased services in FY25 and intends to extend services to Tier 2 & Tier 3 towns across Telangana & AP to drive exponential growth

2

Aims to expand customer base to 100,000 by FY25.

3

Utilizing our robust presence in educational institutions, we plan to expand coverage within campuses through WiFi/WiMax services.

MANAGEMENT COMMENTARY:

Nettlinx Limited continues to showcase remarkable growth and consolidate its position as a premier player in the Internet Infrastructure sector within the Nettlinx Group, establishing itself as a leading Internet Service Provider (ISP) across Telangana and Andhra Pradesh. With an extensive portfolio boasting over 100 Gig+ Internet Leased Line (ILL) connections, the company has bolstered its infrastructure to meet the surging demand for high-speed internet services in the region. Remaining at the forefront of ISP operations, Nettlinx caters to the networking requirements of the domestic enterprise market. Holding a Class B license, the company is authorized to operate as an Internet Service Provider (ISP), Internet Telephony Service Provider (ITSP), and Call Centre (OSP) Services Provider, further solidifying its position in the industry.

Nettlinx has expanded its offerings to include cutting-edge AI-based Services, such as Managed Network & Security, IT/ITES, Unified Communications, Audio Video Live Streaming, Data Centre, and Software Application Development Services, catering to governmental bodies and enterprises across Telangana and Andhra Pradesh.

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

In Q1FY25, we achieved a revenue of Rs. 72.1 Mn, reflecting a steady growth of 2.2% from Rs. 70.6 Mn in Q1FY24, indicating balanced performance. During the quarter, we received significant orders, which have strengthened our order book and provided healthy revenue stability for the long term. This Y-o-Y revenue consistency underscores the robustness of our business model and our capability to sustain core operations effectively.

Our EBITDA stood at Rs. 21.6 Mn in Q1FY25 as compared to Rs. 28.9 Mn in Q1FY24, with margins reported at 30% for the quarter. This decline is primarily attributed to higher employee expenses resulting from increase in employee strength in order to meet growing demand for our products and services and also incremental compensation adjustments. Further we increased our spends on marketing expenses during the quarter in order to increase our brand visibility

In line with our growth strategy, Nettlinx has outlined plans to extend its reach into Tier 2 and Tier 3 towns in Telangana and Andhra Pradesh, targeting underserved markets. This initiative reflects the company's commitment to expanding its presence beyond major urban centers and positioning itself as a significant player in emerging regions.

Looking forward, we remain focused on driving growth through our core operations while addressing the challenges posed by increased operational and depreciation costs. We will continue to implement cost-control measures, optimize our operational efficiencies, and explore new revenue opportunities to enhance our financial performance. Our commitment to maintaining high standards of service and innovation remains unwavering as we navigate these challenges and work towards improving our profitability in the coming quarters.

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.

CONTACT DETAILS:

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