

SHARE HOLDERS' LETTER AND RESULTS

Q4 & FY24 | May 10, 2024

In This Report, We Cover

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Our Capabilities

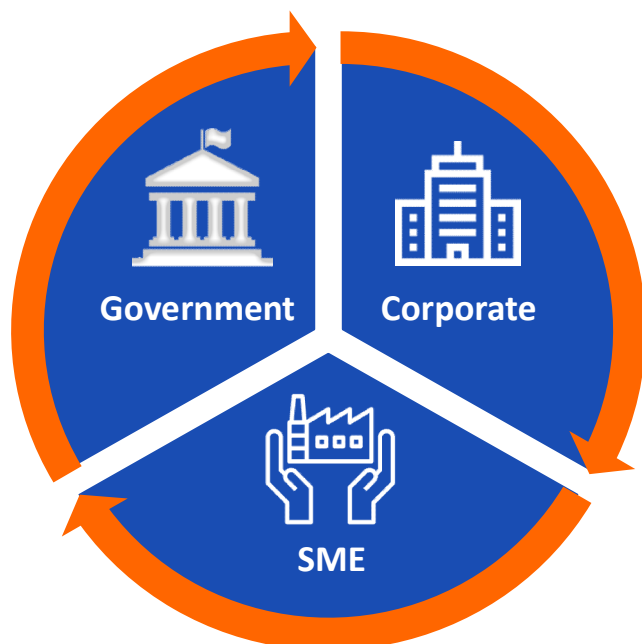
- Video Surveillance
- Predictive Analytics
- Integrated Command Centre
- Environmental Monitoring
- Privacy Protection
- Anomaly Detection
- Smart Traffic Management
- Public Safety Apps
- Cyber Security

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:



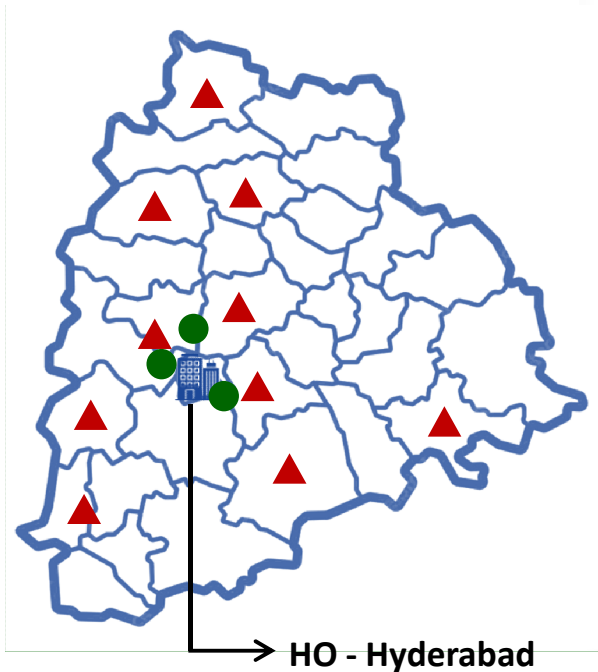
Industry:



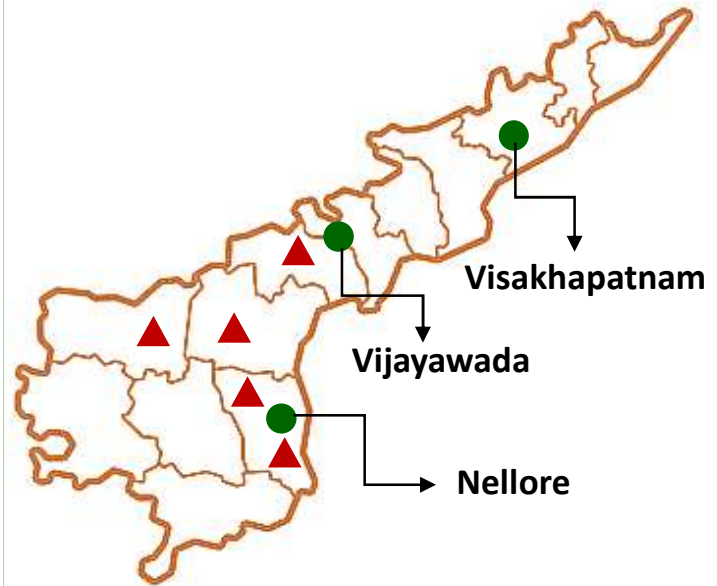
and many more.....

EXTENSIVE PRESENCE IN ANDHRA PRADESH & TELANGANA:

Telangana



Andhra Pradesh



Head Office



Branch Office



Business Associates

- 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.

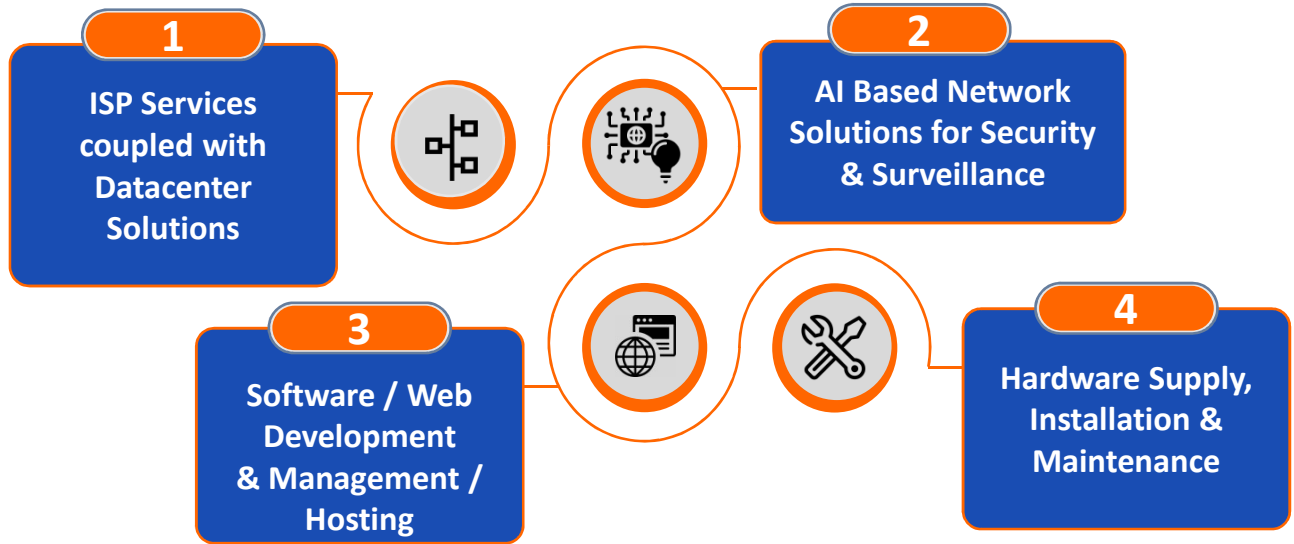
SOME OF OUR ESTEEMED CLIENTS:

Government & Corporate

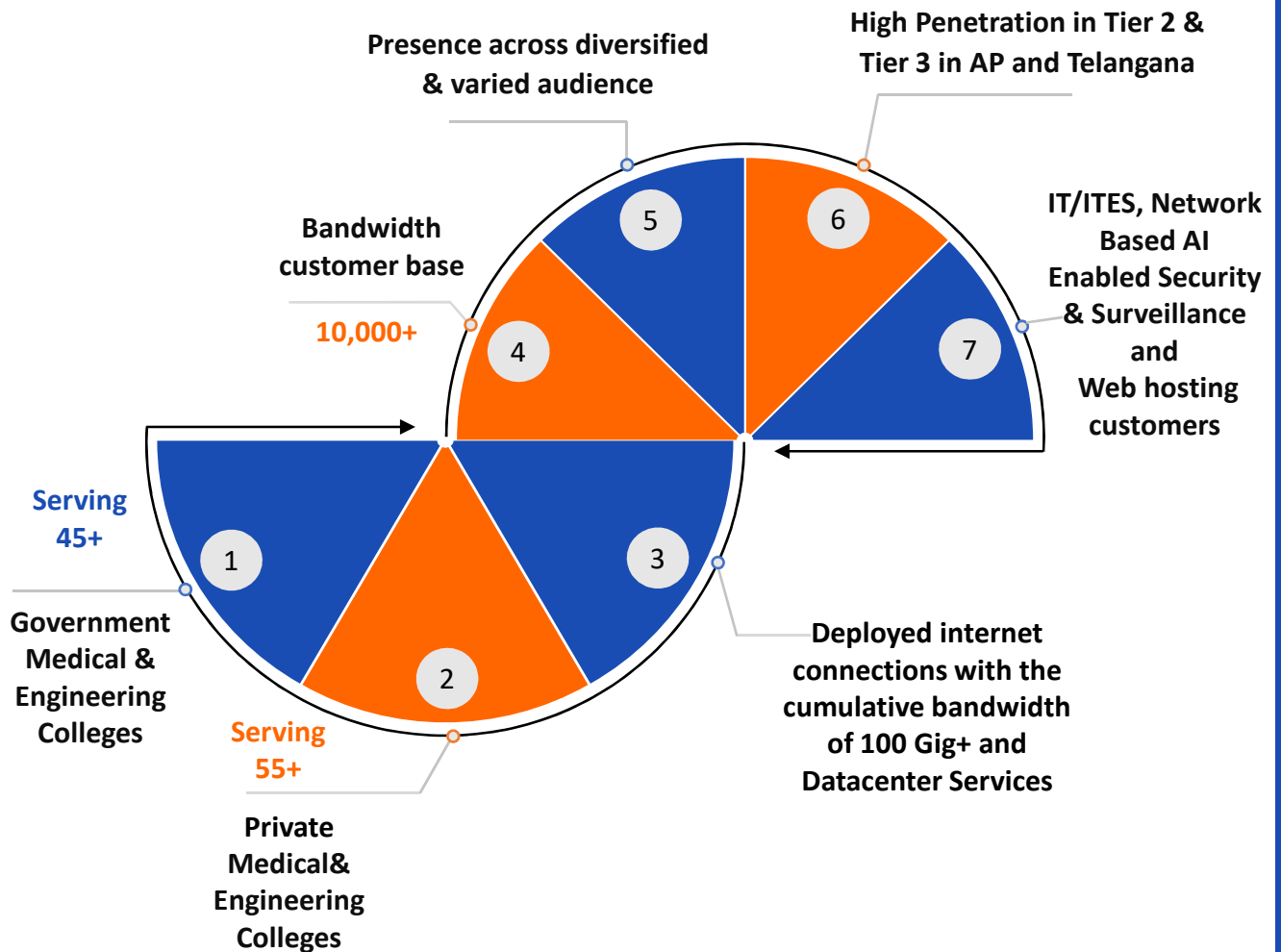


And many more...

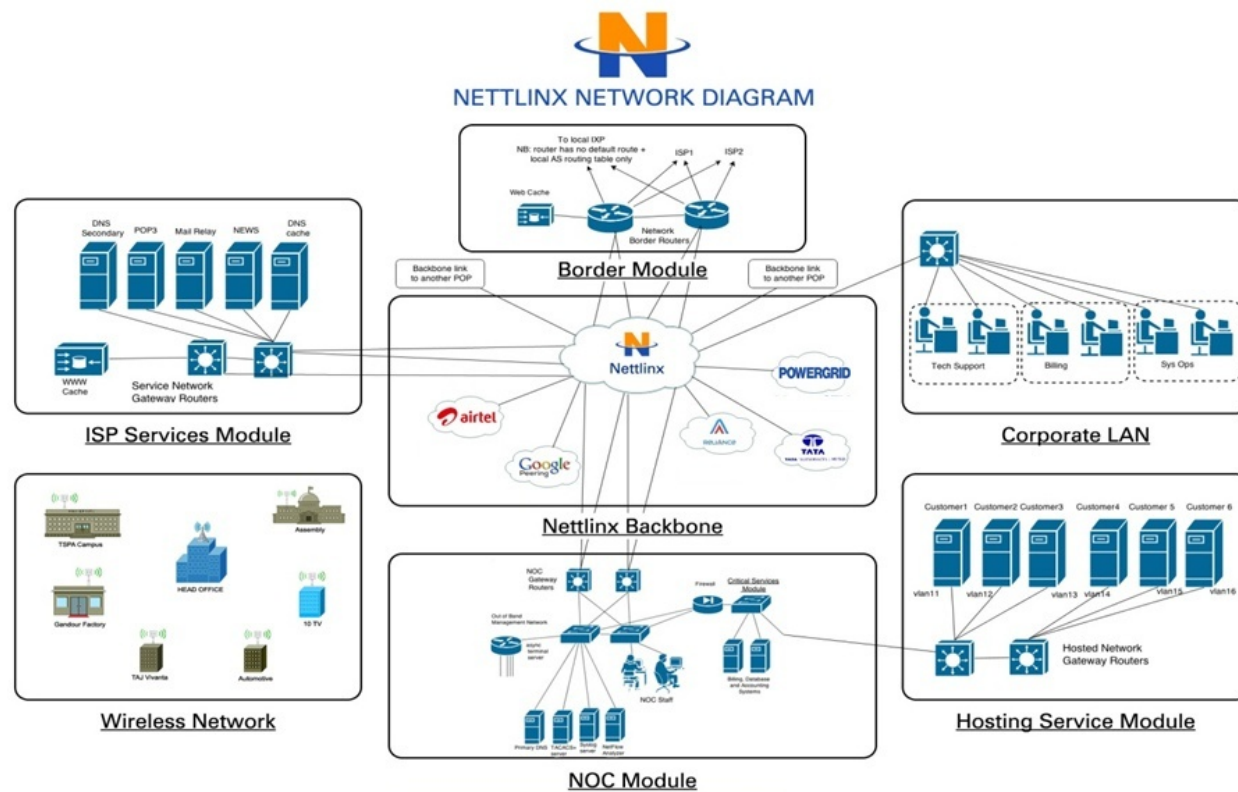
PRODUCT AND SERVICES:



KEY ACHIEVEMENTS:



NETWORK DIAGRAM:



KEY FINANCIAL PERFORMANCE:

Consolidated Income Statement:

Particulars (Rs. In Mn except share data)	Q4FY24	Q4FY23	YoY (%)	Q3FY23	FY24	FY23	YoY (%)
Revenue from operations	118.7	54.6	117.2%	63.8	327.5	216.7	51.1%
Other income	0.8	12.7		0.3	1.4	13.7	
Total Revenue	119.5	67.3	77.5%	64.0	328.9	230.4	42.7%
Total Operating Expenses	67.5	60.8		41.2	196.0	207.5	
EBITDA	51.2	(6.1)		22.6	131.5	9.2	
EBITDA Margin %	43.1%	(11.2%)		35.4%	40.2%	4.3%	
Depreciation & Amortization	2.5	2.5		2.5	9.9	9.9	
Finance Cost	2.4	2.3		3.0	10.1	9.9	
PBT	47.1	1.7		17.4	113.0	3.1	
Tax Expense	12.3	1.1		5.6	31.5	5.3	
PAT	34.8	0.5		11.8	81.5	(2.2)	
PAT Margin %	29.3%	1.0%		18.4%	24.9%	(1.0%)	
Basic & Diluted EPS	1.4	0.1		0.5	3.4		

Consolidated Balance sheet as at:

Particulars (Rs. In Mn)	FY24	FY23
Assets		
PP&E	99.3	98.0
Goodwill on Consolidation	0.0	0.0
Other Intangible Assets	0.3	0.4
Capital Work in Progress	188.8	190.6
- Investments	151.4	142.3
- Others	4.9	4.7
Other non-current assets	23.1	11.1
Deferred Tax Assets (Net)	12.7	0.0
Non-Current Assets	480.6	447.1
Inventories	31.0	28.5
- Trade receivables	169.9	38.7
- Cash and cash equivalents	18.3	15.4
- Bank balances	1.2	1.2
- Loans	0.0	0.0
- Others	45.4	45.0
Current Tax Assets	0.0	0.0
Other current assets	60.9	89.2
Current Assets	326.7	218.0
Total Assets	807.3	665.1

Particulars (Rs. In Mn)	FY24	FY23
Equity and Liabilities		
Equity Share Capital	241.8	117.6
Other Equity	262.6	281.1
Non Controlling interest	83.1	83.2
Shareholders Fund	587.4	481.9
Borrowings	6.1	93.4
Other financial Liability	1.7	3.8
Provisions	1.8	1.8
Deferred Tax Liabilities	0.0	1.4
Non-Current Liabilities	9.6	100.5
Borrowings	138.2	13.5
Trade Payables		
- o/s dues of creditors other than micro enterprises & small enterprises	20.6	11.5
Other financial liabilities	9.4	16.4
Other Current liabilities	26.4	36.2
Provisions	0.2	0.1
Current Tax Liabilities	15.4	5.1
Current Liabilities	210.2	82.7
Total Equity and Liabilities	807.3	665.1

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

With a direct presence in over 93 locations, Nettlinx has emerged as a leading ISP, excelling in providing a fully converged network platform supporting Data, Voice, Video and Software applications.

*In FY24, Nettlinx Ltd achieved robust revenue growth, with total revenue stood at **Rs. 327.5 Mn in FY24, marking a 51% increase from Rs. 216.7 Mn** in the previous fiscal year. This impressive growth was driven by robust demand for our products and solutions, as well as our continued focus on expanding our market reach and customer base. Our agility in responding to evolving customer demands and seizing emerging prospects has played a pivotal role in propelling revenue growth across all sectors of our operations.*

*In Q4FY24, the ISP division exhibited strong performance, with revenue reaching **Rs. 118.7 Mn, marking a notable increase of 117.2% compared to Rs. 54.6 Mn in Q4FY23**. Operational EBITDA for Q4FY24 amounted to Rs. 51.2 Mn, boasting an EBITDA margin of 43.1%. This underscores the company's operational strength and market agility. Looking forward, our ISP segment aims to achieve revenue exceeding Rs. 960 Mn in FY25, reflecting our confidence in sustaining growth momentum and tapping into the increasing market demand for internet services.*

*Our focus on operational efficiency and cost optimization initiatives resulted in an **EBITDA of Rs. 131.5 Mn, with an EBITDA margin of 40.2% for FY24**, demonstrating a significant rise and underscoring our proficiency in resource allocation and cost control.*

Aligned with its growth strategy, Nettlinx has outlined plans to expand its footprint across Tier 2 and Tier 3 towns in Telangana and Andhra Pradesh, aiming to tap into underserved markets. This move aligns with the company's growth strategy, underscoring its commitment to broadening its presence beyond urban centers and establishing itself as a key player in emerging regions.

We are immensely proud of these achievements, which are a testament to the dedication and resilience of our team, as well as the enduring support of our shareholders, customers, and partners. As we look ahead, we remain committed to sustaining this momentum, driving further operational excellence, and delivering sustainable value creation for all our stakeholders.

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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