

ESCONET TECHNOLOGIES LIMITED

Formerly Esconet Technologies Private Limited
Reg. Off. D – 147, Okhla Industrial Area, Phase – I, New Delhi, India – 110020
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Web: www.esc.co.in
CIN: L62099DL2012PLC233739



Tuesday, 3rd December 2024

To,
The Manager
Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, 5th floor Plot No. C/1,
G Block, Bandra-Kurla Complex
Bandra (East), Mumbai - 400051

Sub: Intimation of Investor Presentation held on 3rd December 2024 under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 (“Listing Regulations”)

**REF: NSE SYMBOL: ESCONET
ISIN: INE0RQZ01017**

Dear Sirs,

In compliance with Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the Company conducted an investor and stakeholder conference call today, Tuesday, 3rd December 2024, at 03:00 PM (IST). During the call, the management provided insights into the financial results and business operations for the half-year period ended 30th September 2024.

We confirm that no unpublished price-sensitive information (UPSIs) regarding the Company was disclosed or shared during the meeting(s) with analysts/investors.

A copy of the presentation made to investors and analysts is enclosed as **Annexure** to this letter. Additionally, the recording and transcript of the call will be made available on the Company's website, and a link to access these will be communicated to the Exchange within the prescribed time frame.

The above intimation is given to you for your record. Kindly take note of the same.

For and Behalf of
Esconet Technologies Limited
(Formerly Esconet Technologies Private Limited)



Rajnish Pandey
Company Secretary & Compliance Officer
ICSI Membership No.: ACS – 67445



If Data is the new oil; we at Esconet, build and manage refineries

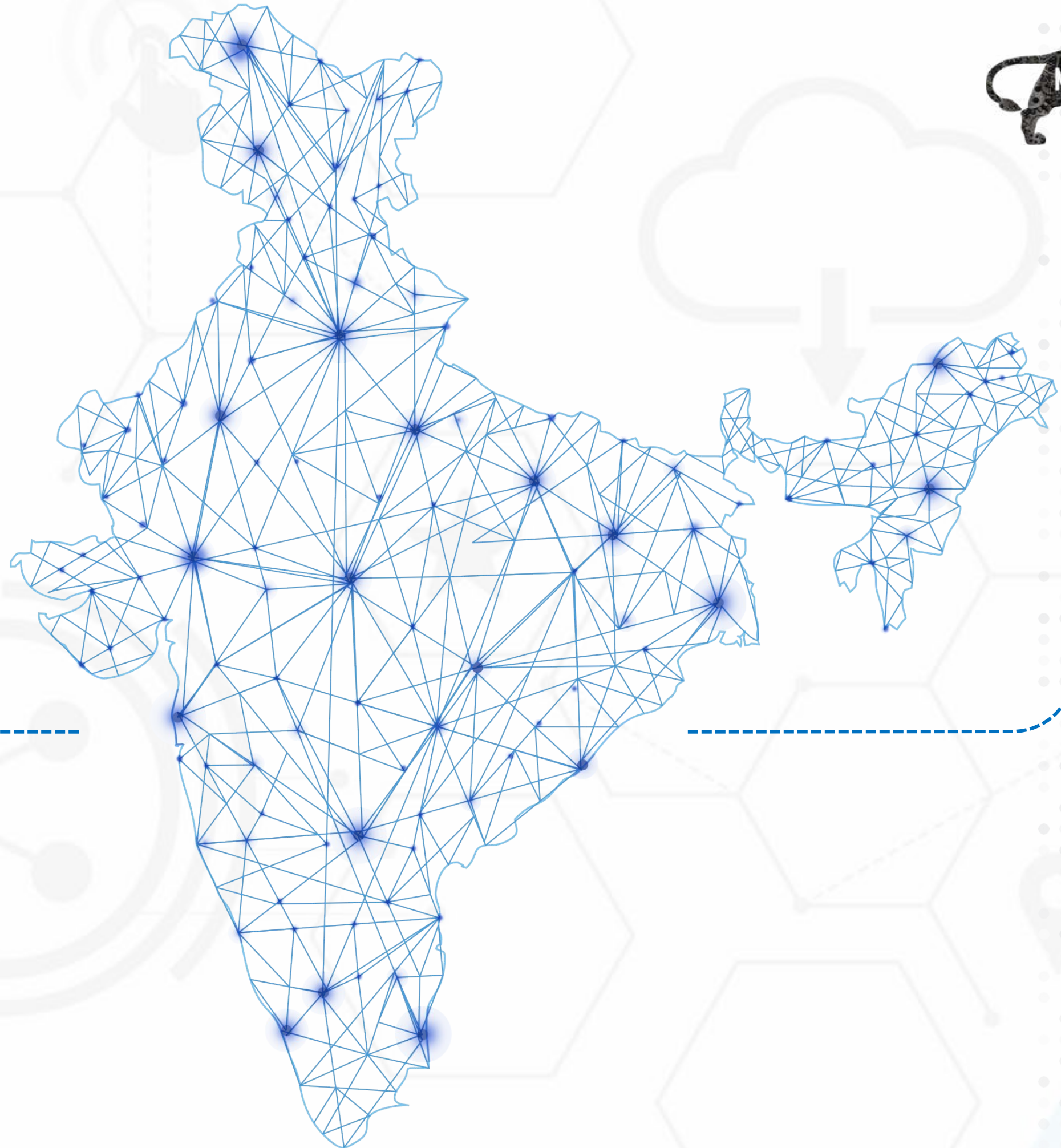
SAFE HARBOUR STATEMENT

The contents of this presentation are for informational purposes only and for the reader's personal non-commercial use. The contents are intended, but not guaranteed, to be correct, complete, or absolutely accurate. This presentation may also contain forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, are reasonable. Forward-looking statements involve known and unknown risks, contingencies, uncertainties, market conditions and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statement.

The Company disclaims any obligation or liability to any person for any loss or damage caused by errors or omissions, whether arising from negligence, accident or any other cause. Recipients of this presentation are not to construe its contents, or any prior or subsequent communications from or with the Company or its representatives as investment, legal or tax advice. In addition, this presentation does not purport to be all-inclusive or to contain all of the information that may be required to make a full analysis of the Company, target entities or proposed transaction. Recipients of this presentation should each make their own evaluation of the Company and of the relevance and adequacy of the information and should make such other investigations as they deem necessary.



UNLOCKING DIGITAL BHARAT OPPORTUNITY



INVESTOR PRESENTATION

ESCONET TECHNOLOGIES LIMITED

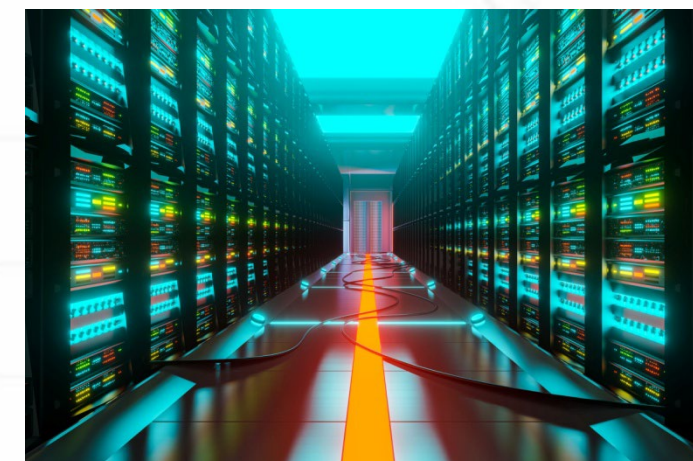
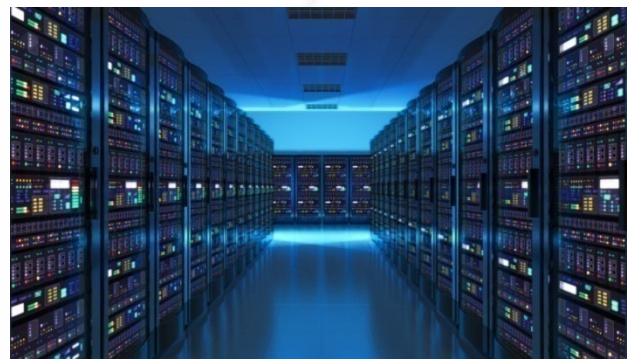
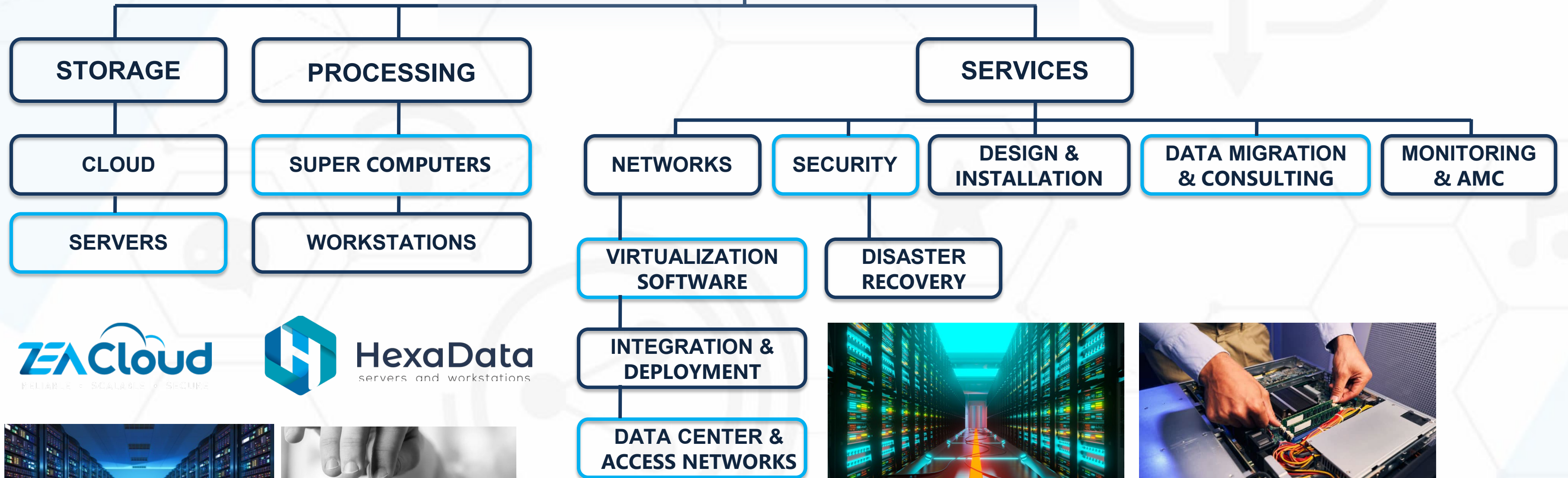
ABOUT US

Incorporated in 2012 as Esconet Technologies Private Limited, a leading system integrator in the IT infrastructure, cloud computing, managed services and data security sectors.

Esconet is well-equipped to address the server, storage, network, security, virtualization and data protection requirements of SMEs, large enterprises, and public sector customers.



ONE STOP IT INFRA SOLUTIONS PARTNER



TOOK US A DECADE TO BUILD CREDENTIALS



Robust management team led by highly experienced promoters.



Reputed clientele and long-standing vendor partnerships.



Timely investment in own manufacturing and brands-riding make in India.



Integrated solutions suite accentuated by technical prowess in hardware & software.



Presence in Delhi-NCR- the centralized IT hub facilitating access to talent & clients.



Agility to deliver back by scale and demonstrated reputation in customer service

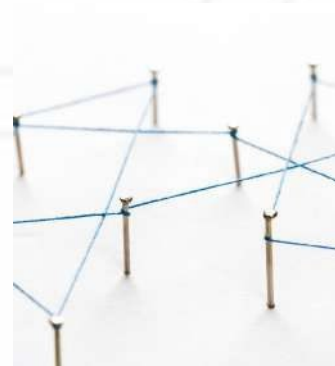


We had achieved revenue of approximately 100 Crores in FY 23.

We have surpassed the number in H1 25 itself.

ATTRACTIVELY POISED TO CAPITALISE UPON OPPORTUNITIES

DIGITAL INDIA MAKE IN INDIA ARTIFICIAL INTELLIGENCE MACHINE LEARNING ROBOTICS & AUTOMATION EASE OF DOING BUSINESS CONTINUITY BLOCKCHAINS PROCESS TRANSPARENCY REGULATIONS & COMPLIANCES DISASTER RECOVERY DATA ANALYTICS ALGORITHM SEAMLESS OPERATIONS STARTUP INDIA MSME \$5 TRLN ECONOMY VISION





ESC Onet

**LET'S START WITH HOW
HAVE WE COME HERE**

BIRD'S EYE VIEW

12 YEARS

SINCE
INCORPORATION

61

PEOPLE

500+

CLIENTS SERVED

20+

SECTORS SERVED

13+

TECHNOLOGY
PARTNERS

5000+

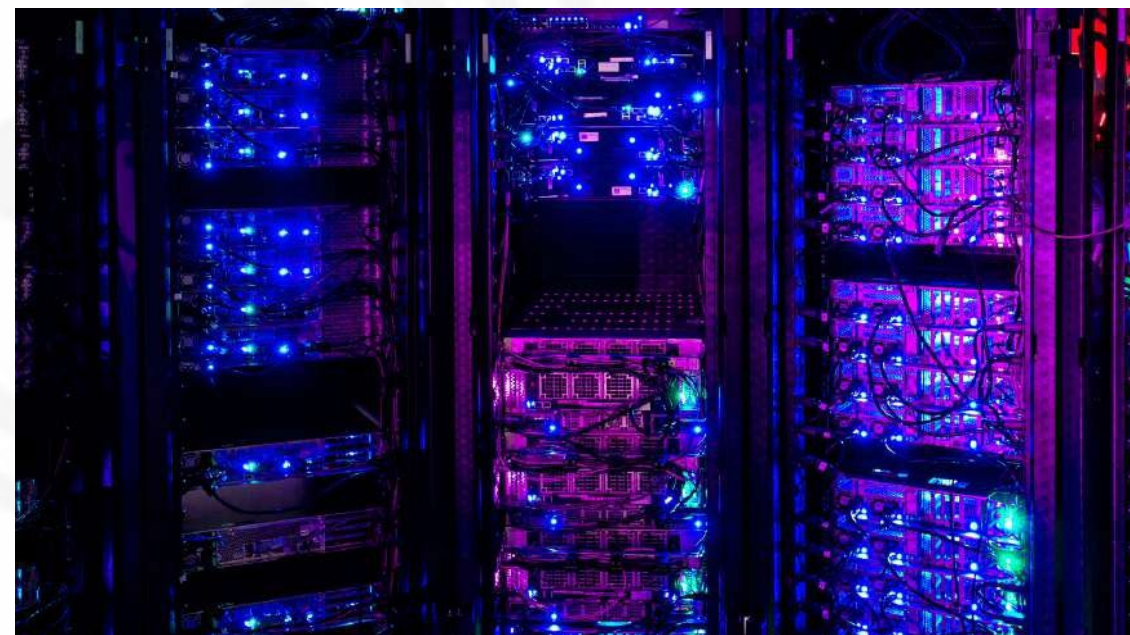
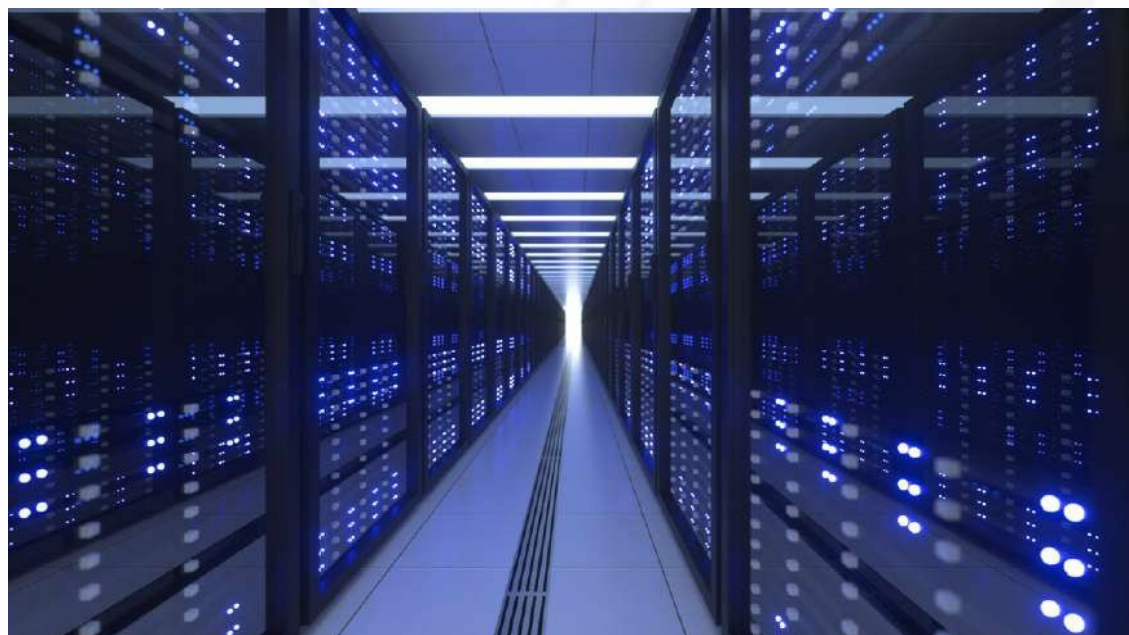
HEXADATA SERVERS & HIGH-
PERFORMANCE WORKSTATIONS SOLD
SINCE 2018

~25 Petabytes

OF VARIED DATA STORAGE SYSTEMS
INSTALLED

40,000+

ETHERNET PORTS ALREADY DELIVERED
ACROSS DATA CENTRES AND CAMPUS
NETWORKS



A DECADE'S JOURNEY OF CREATING VALUE

The IPO process marks a significant milestone for Esconet, allowing us to raise capital for expansion and enhance our market visibility. Our goal is to attract investors who share our vision of innovation and sustainable long-term growth.

On February 23, 2024, Esconet was successfully listed on the National Stock Exchange of India Limited (NSE Emerge) at Rs. 290, which was 3.5 times of offer price of Rs. 84



Remarkable listing gain of 245.24% for our investors for the IPO.

Recently, we secured two major orders worth 28.23 Crores and 39.78 Crores, setting new historical records for the company.

In October 2024, we successfully raised ₹32.69 crores through a preferential issue of equity shares and convertible warrants, further solidifying our financial position.

At Esconet, we are committed to delivering long-term value for our shareholders through a balanced approach that emphasizes both growth and profitability.



A DECADE'S JOURNEY OF CREATING VALUE



Our strategic focus includes the following key initiatives:

Accelerate Execution of Our Strategic Growth Plan : We will prioritize the swift implementation of our growth strategies to maximize opportunities in the market.

Strengthen Investor Relations : We aim to enhance our relationship with investors by providing regular updates and maintaining transparency in our operations and financial performance.

Expanded Footprint : We will actively seek to capitalize on emerging market opportunities and expand our presence in the market.

To fuel our growth, we will employ a mix of strategies, including Product Innovation, Market Expansion and Strategic Partnerships.

Furthermore, attracting and retaining top talent is essential for our success. We will foster a dynamic work environment that encourages creativity, collaboration, and professional development. By ensuring we have the right team in place, we are confident in our ability to drive our vision forward.

LEADERSHIP TEAM



SANTOSH KUMAR AGRAWAL, 54 YEARS
Chairman & Managing Director



SUNIL KUMAR AGRAWAL, 46 YEARS
Whole Time Director



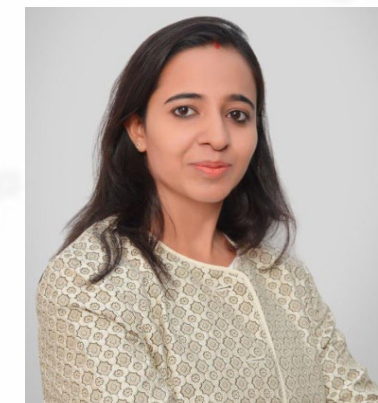
VINEET KUMAR AGRAWAL, 27 YEARS
Whole Time Director



MUKESH CHAND JAIN
Non-Executive Independent Director



GAURAV GUPTA
Non-Executive Independent Director



ASHI JAIN
Non-Executive Independent Director



SIVAMANI
Chief Executive Officer



RAJNISH PANDEY
Company Secretary



KESHAV PAREEK
Chief Finance Officer



SHIPRA JAWA
Deputy General Manager - HR

WORLD CLASS PRODUCT PORTFOLIO



DATACENTER HARDWARE HEXADATA

HEXADATA - SUPERCHARGED FOR PERFORMANCE

Super Computers - powered by NVIDIA GPGPU Servers

- High-Density Servers
- Pedestal Servers
- Rackmount Servers
- Multi GPGPU Servers



Workstations

- Pedestal Workstations
- Rackmount Workstations

Data Storage Systems

- Automated Disaster Recovery Solutions

ZEACLOUD SERVICES - THE FUTURE IS IN THE CLOUD

- Disaster Recovery as a Service
- Private Cloud
- Managed Cloud Services
- Desktop as a Service



DATACENTERS IN MUMBAI AND NOIDA

PRODUCTS AND SOLUTIONS AS A PREMIUM RESELLER

- Servers and Graphics Workstations
- Comprehensive Data Storage Solutions, including Software Defined Storage Systems
- Virtualization software for Servers, Desktops, and Applications
- Backup and Disaster Recovery solutions
- Datacentre and Access Networks Advanced Software Defined Networks Network Security tools, both hardware, and software-based
- Email Communication Systems complemented by robust Email Security
- Databases with an emphasis on High Availability
- Cutting-edge Log Management and Analytics software

ADVANTAGE HEXADATA SUPER COMPUTERS

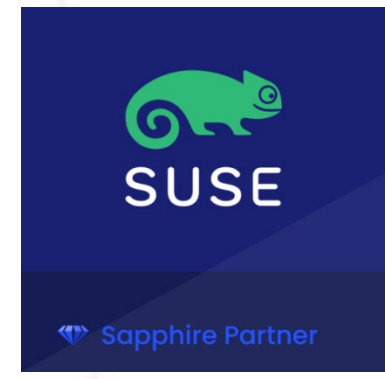
- Engineered with the latest NVIDIA GPGPU technology Bona fide supercomputers in a box
- Built to tackle the most complex data-intensive tasks, HexaData
- Optimized for high-speed data processing, AI, ML and advanced simulations - previously possible only on dedicated supercomputing clusters

SERVICES PORTFOLIO

- IT Hardware Installation and Configuration
- Deployment and seamless integration of diverse IT Infrastructure Software Comprehensive Infrastructure Management & Monitoring
- Expertise in Private Cloud Setup and Management
- Reliable Annual Maintenance Services Managed Backup and Disaster Recovery Solutions
- Efficient Data Migration Services Expert Consulting Services.



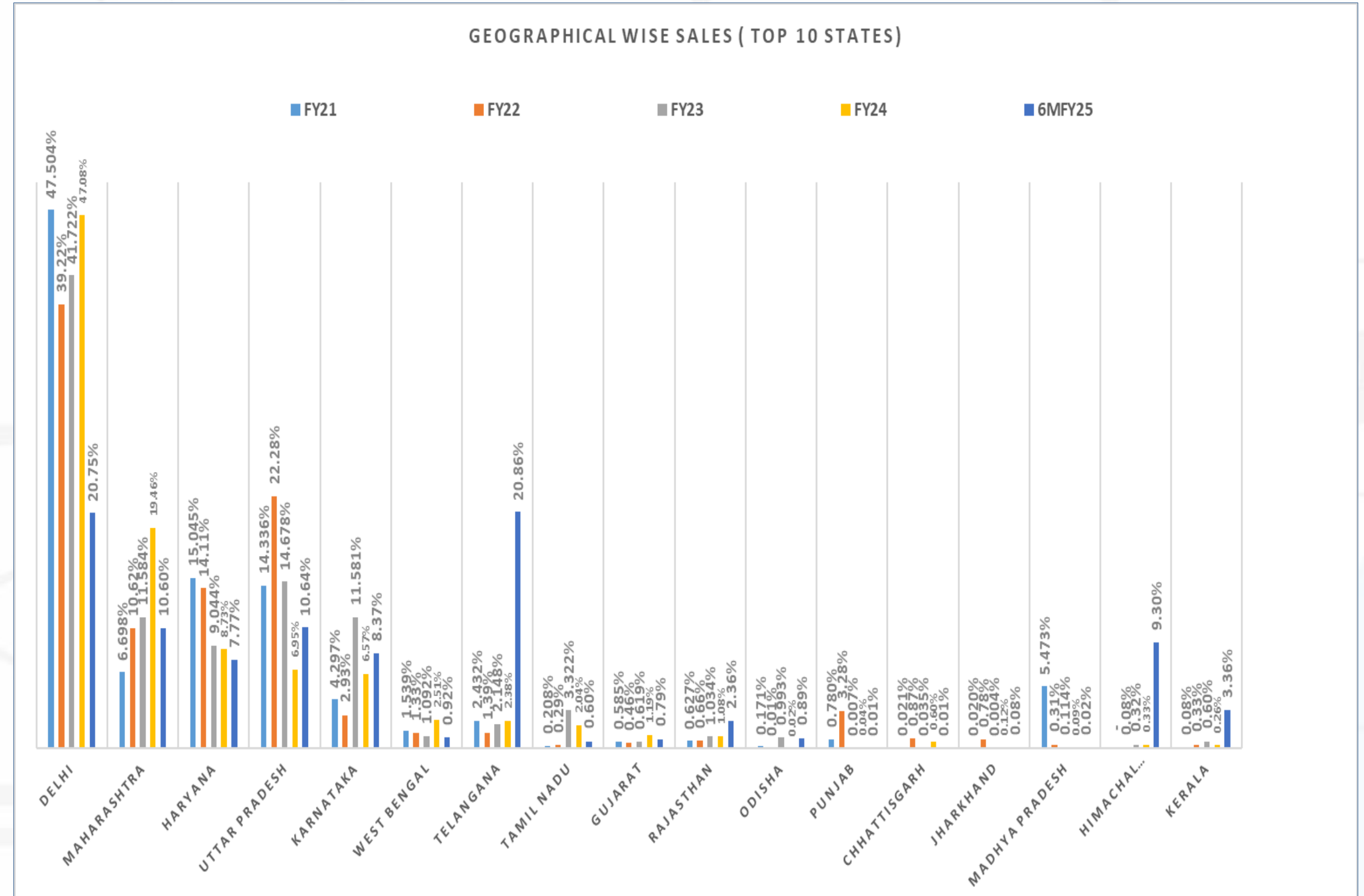
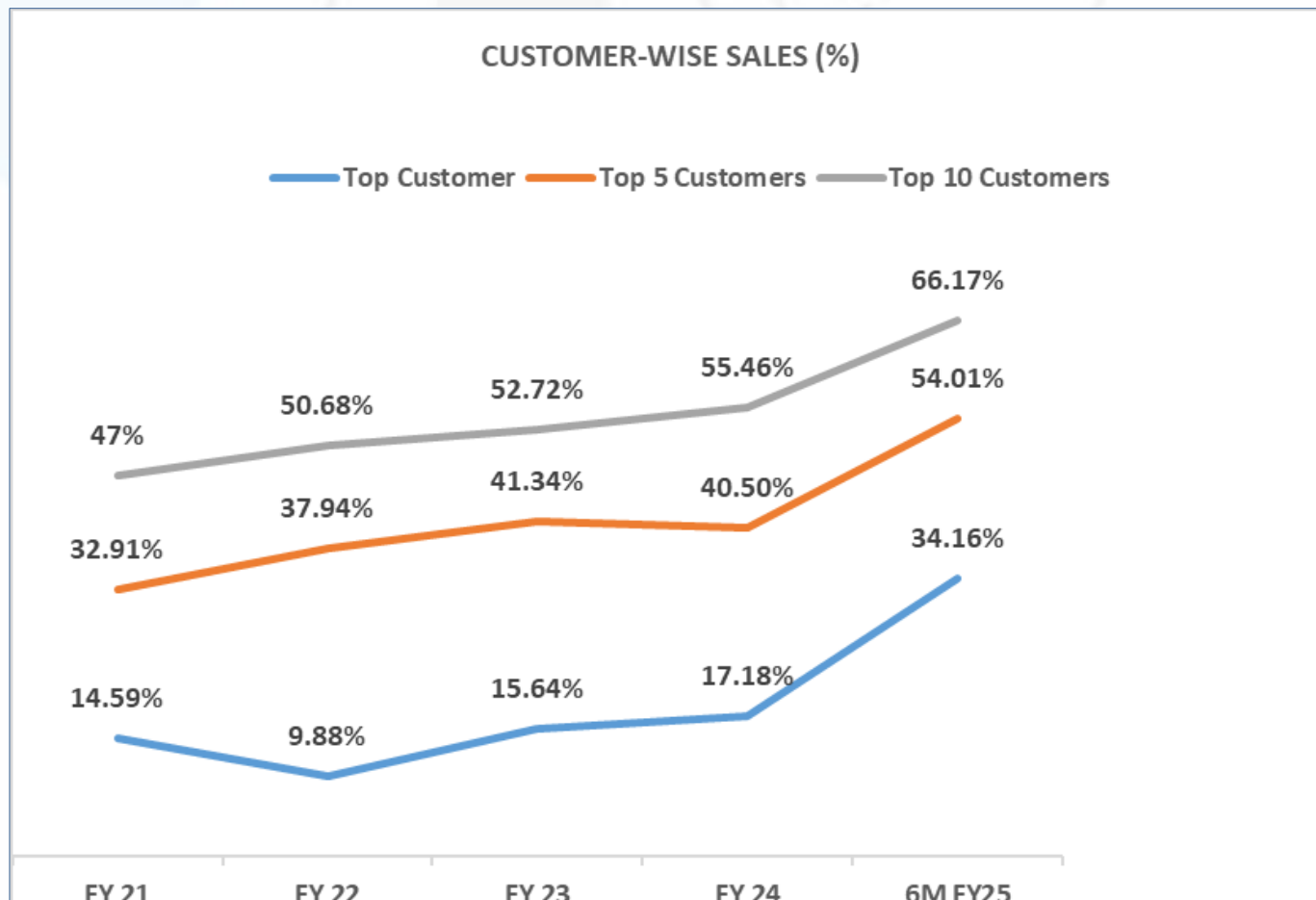
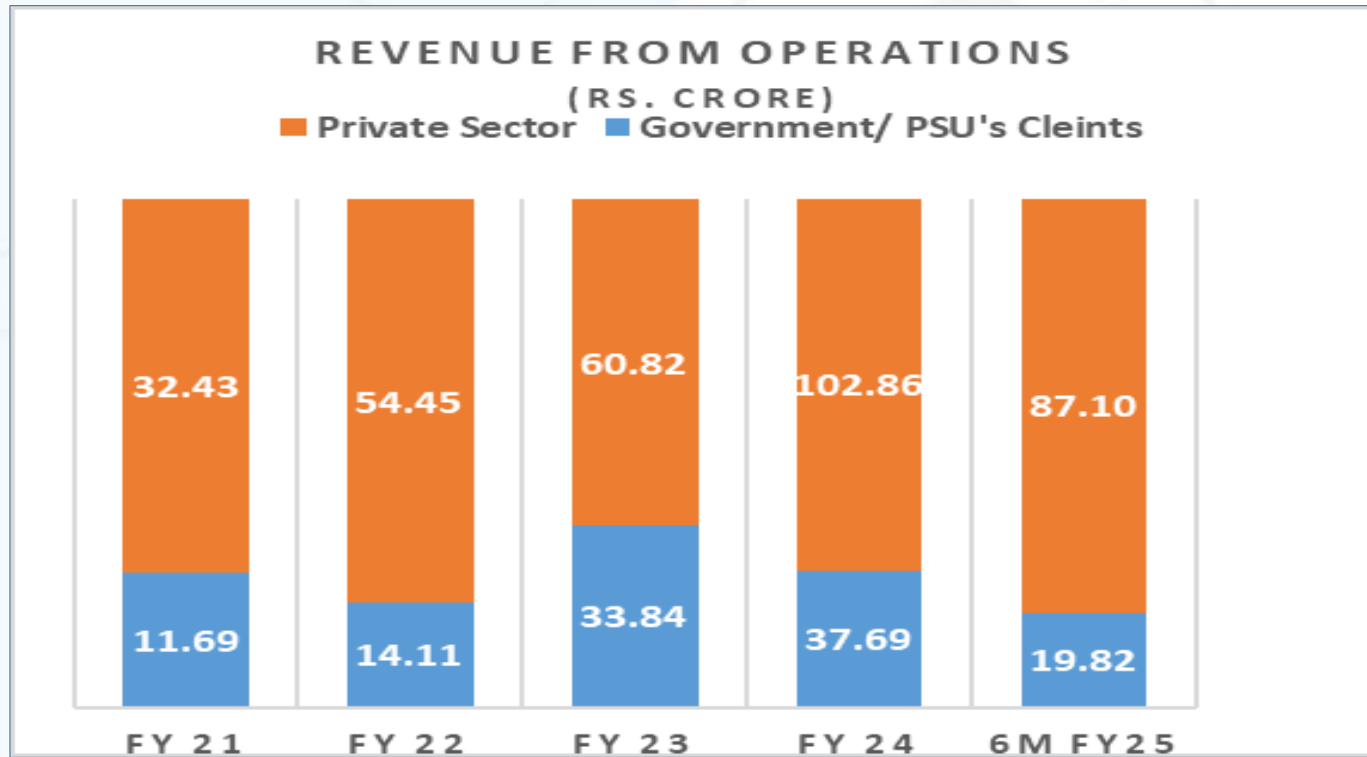
MARQUEE TECHNOLOGY PARTNERS



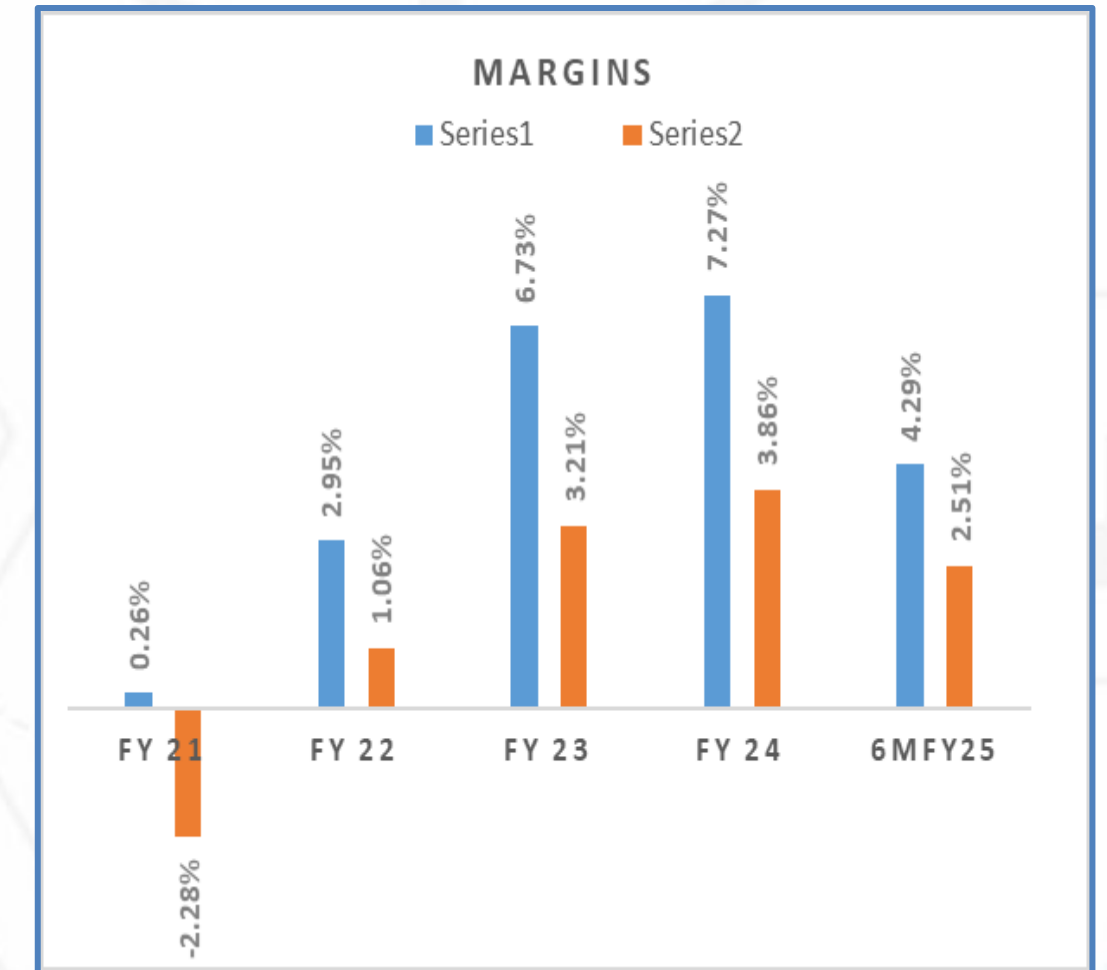
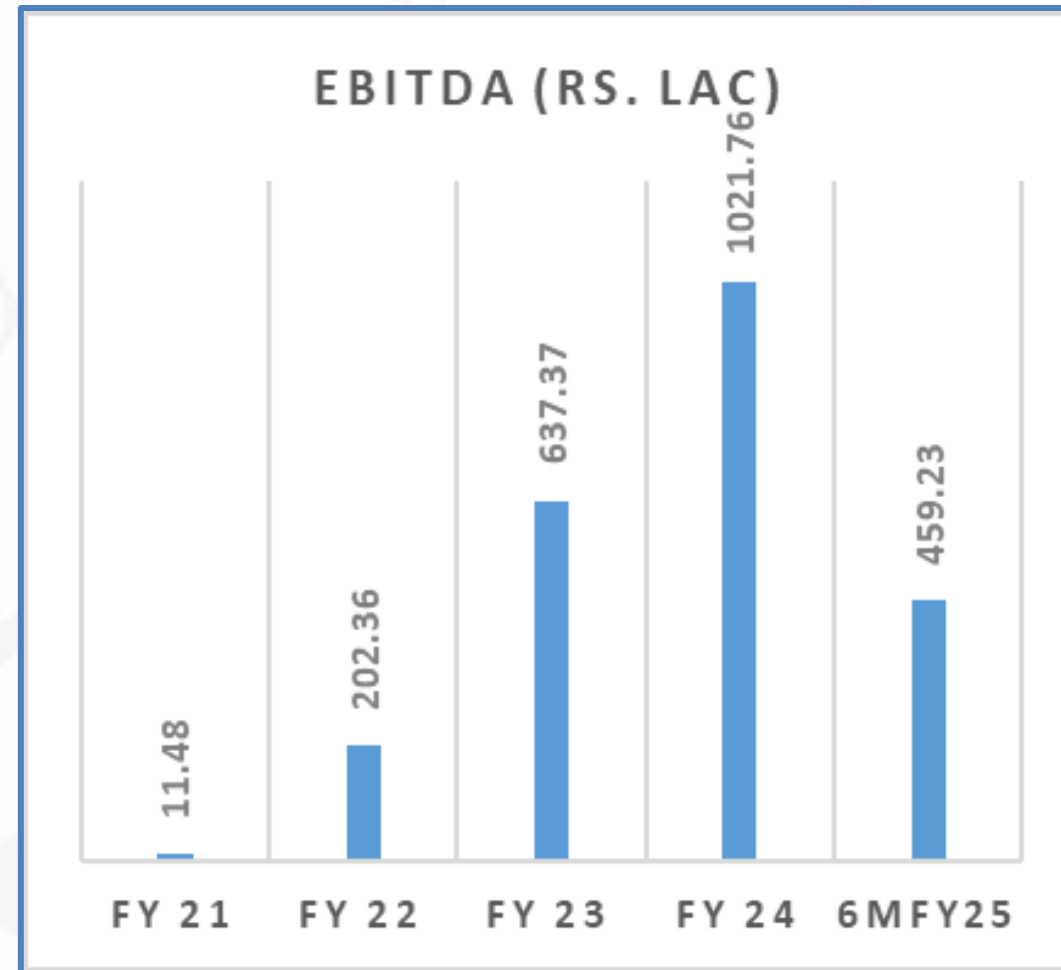
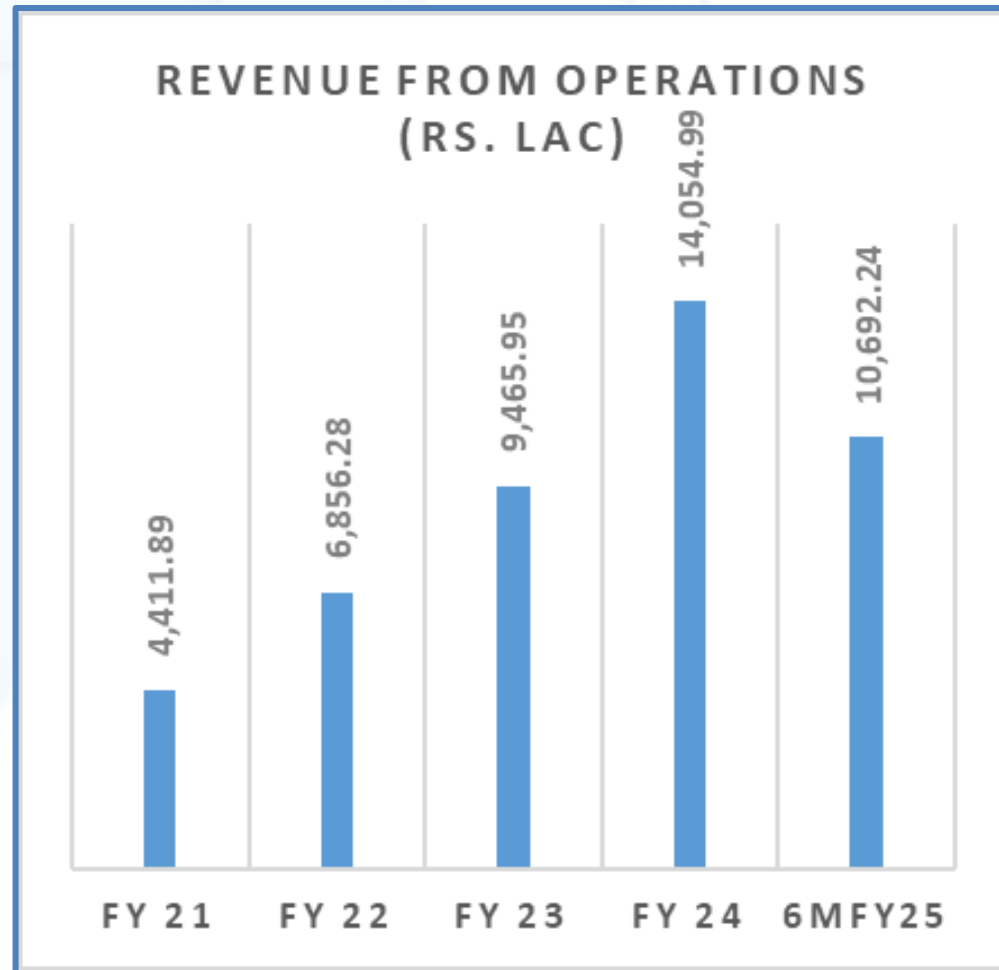
REPUTED CLIENTELE ACROSS SECTORS



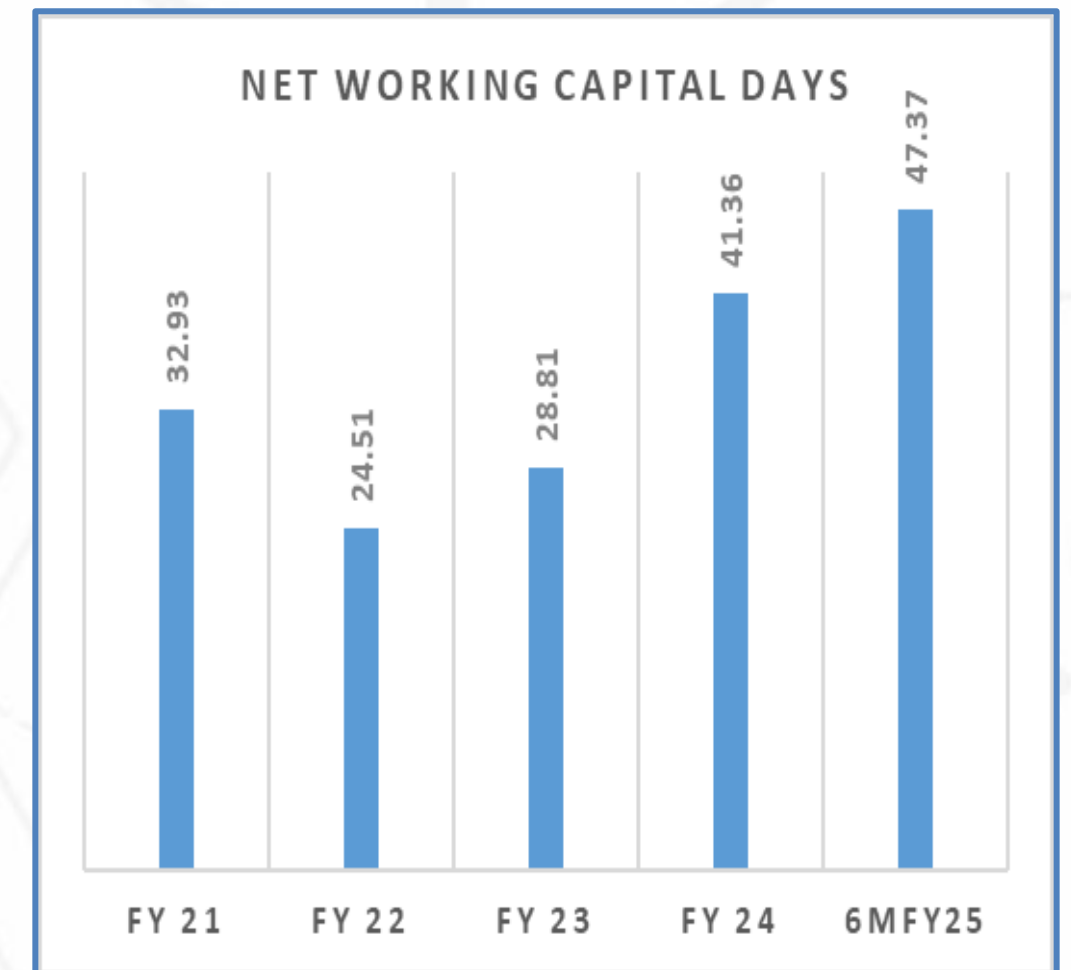
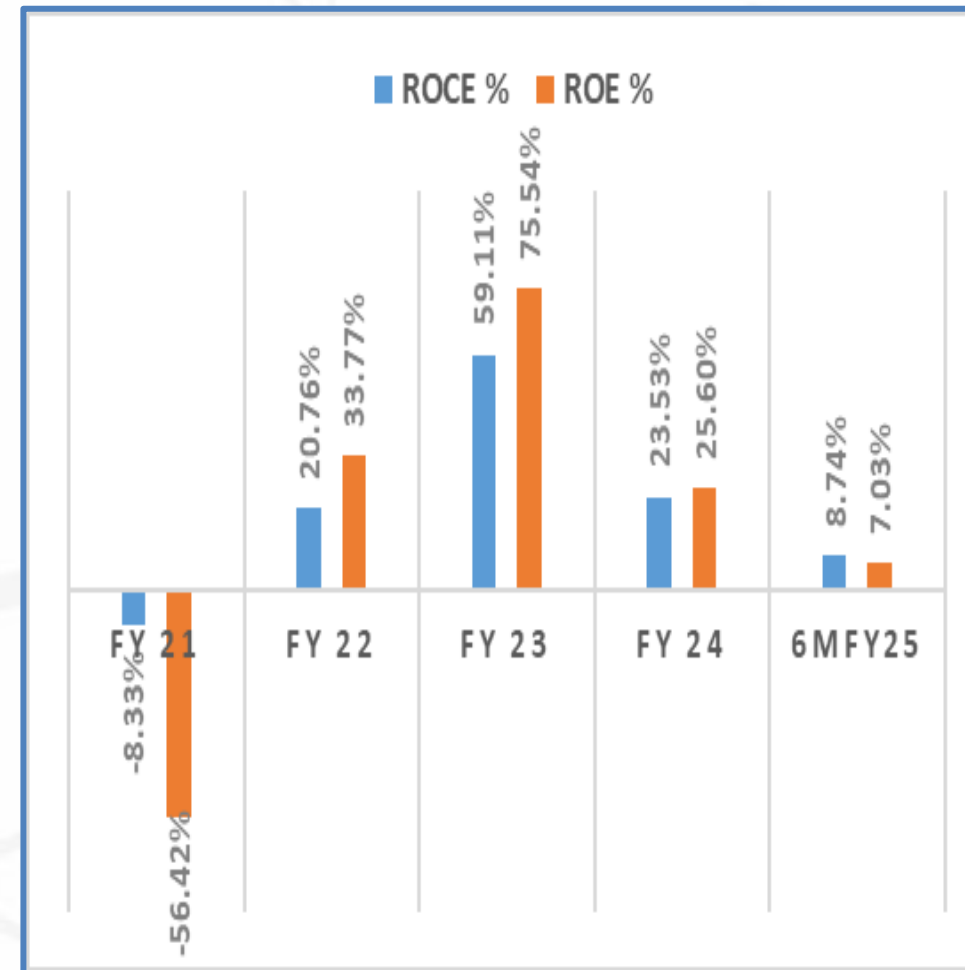
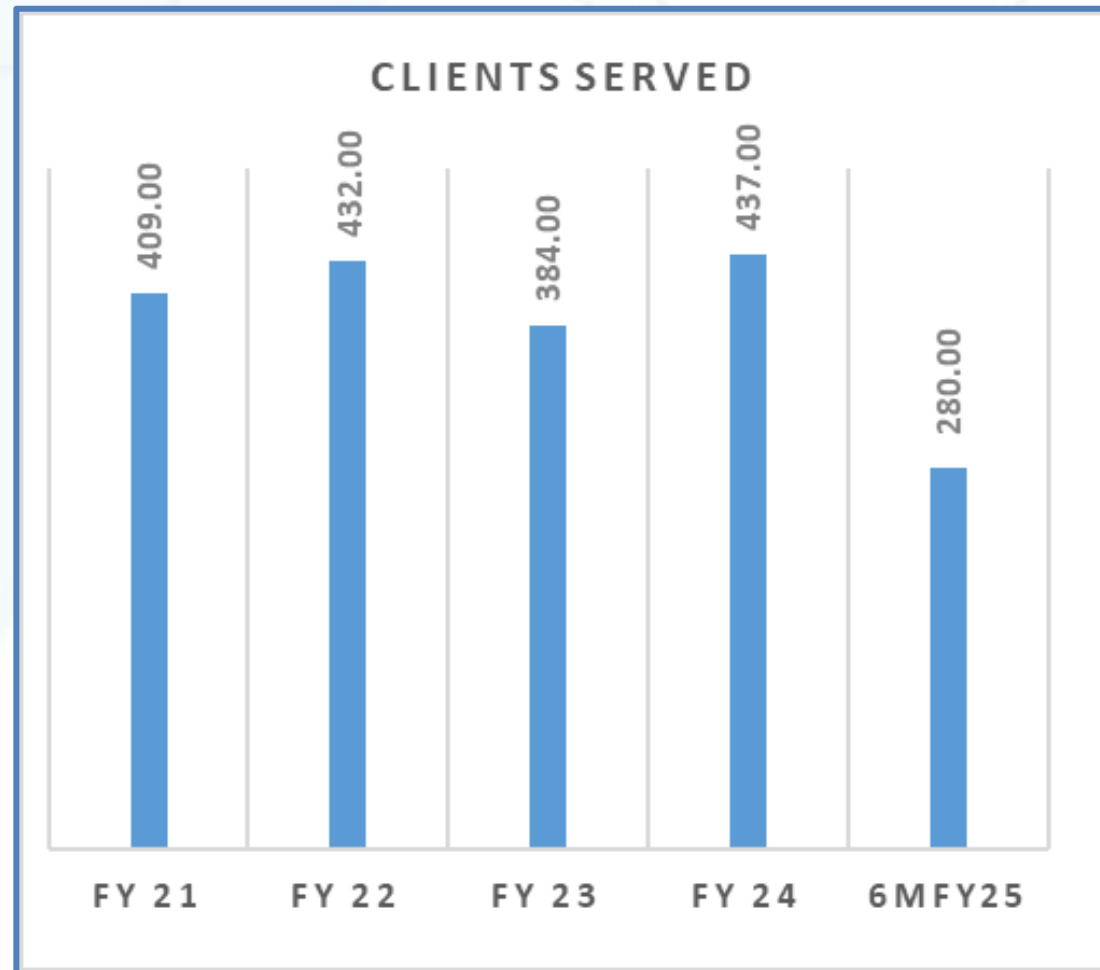
A TREND OF DERISKING REVENUE



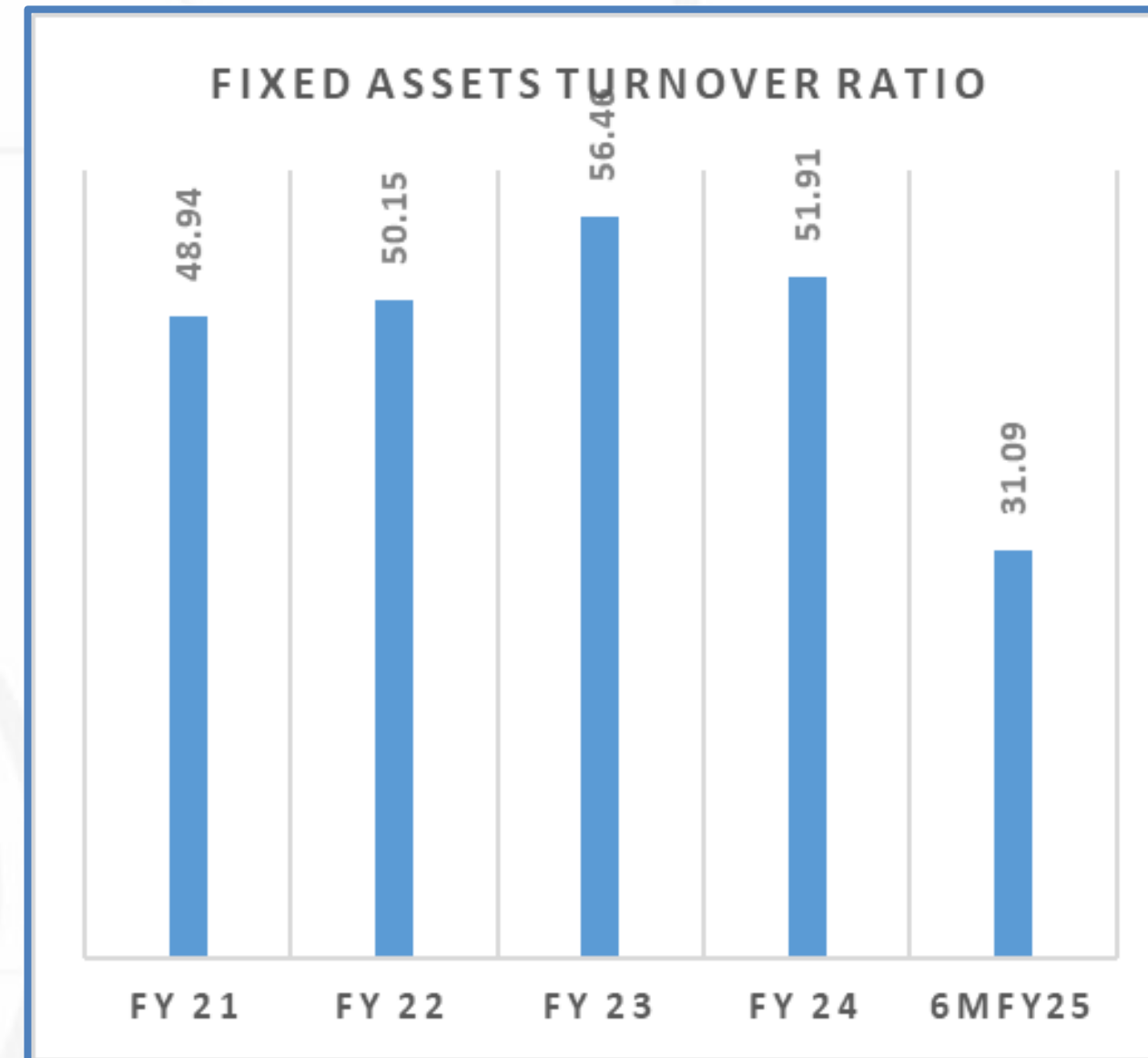
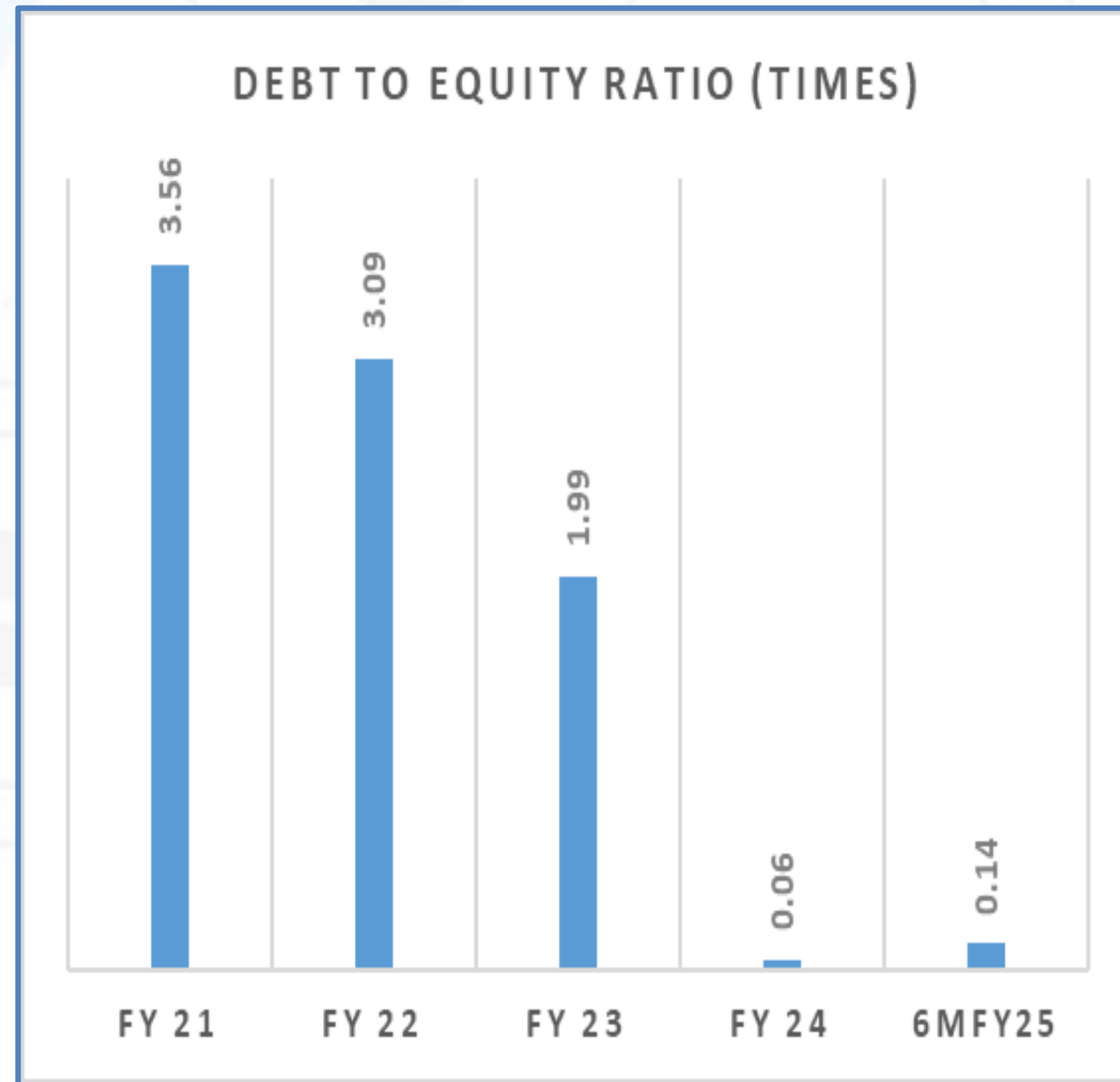
CONTINUING CONSISTENT PERFORMANCE



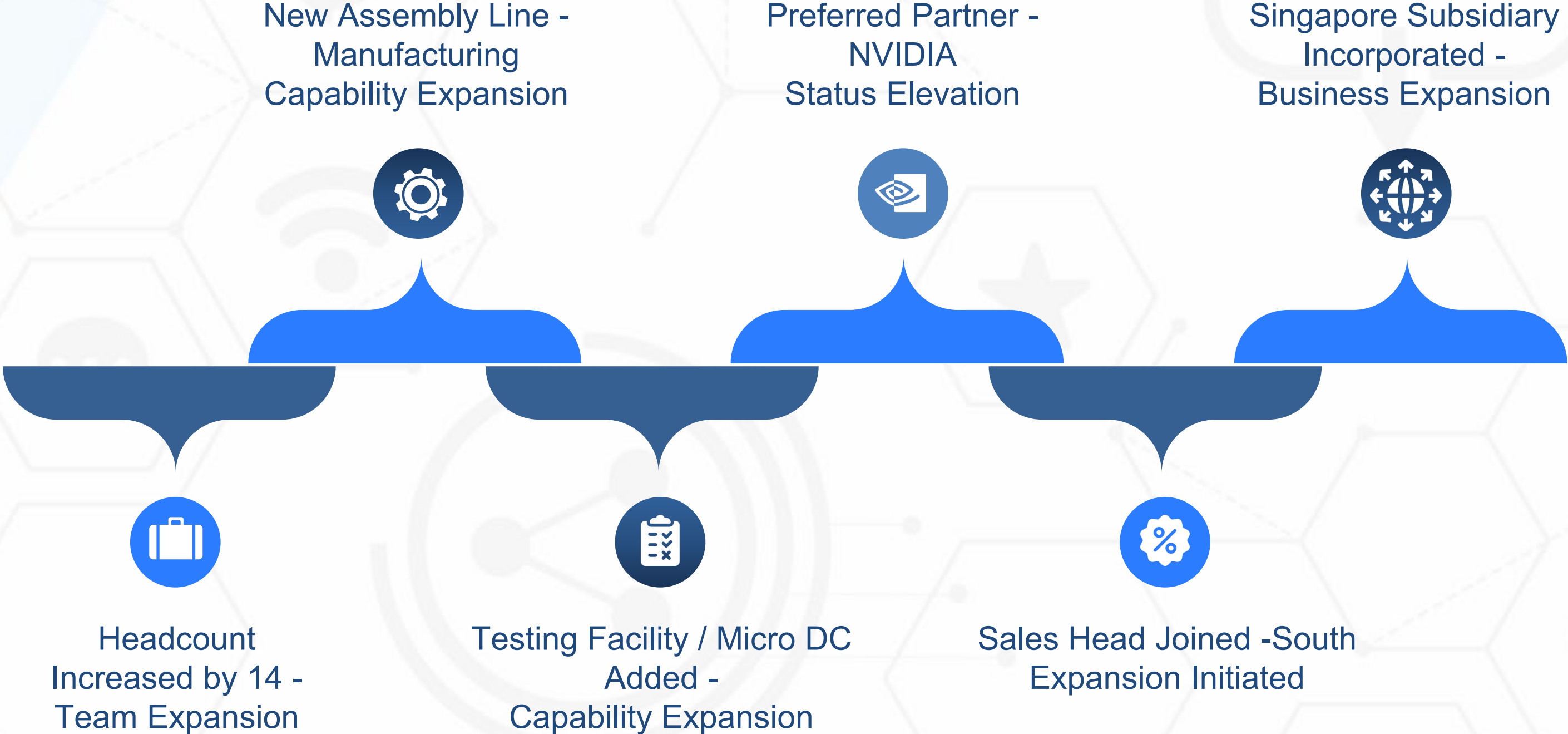
CONTINUING CONSISTENT PERFORMANCE



CONTINUING CONSISTENT PERFORMANCE



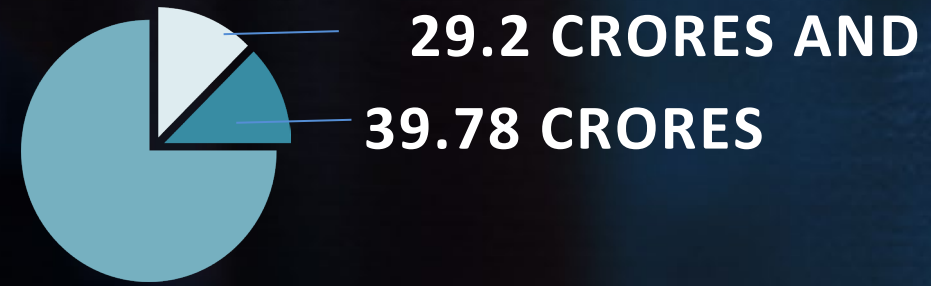
MILESTONES ACHIEVED IN FY'24





**NEW MARQUEE
CUSTOMERS
FY'24**

2 SIGNIFICANT VALUE ORDER BAGGED



WIPRO



KELTRON



DELHI
UNIVERSIT
Y



GMR
GROUP



NAUKRI.COM



APTIV
COMPONENT
S



IFFCO TOKYO



SHARDA
UNIVERSITY

DETAILS OF PREFERENTIAL ALLOTMENT

No. of shares & Warrants (FV Rs. 10 each)	7,34,000 Equity Shares & 2,13,600 Convertible warrants
Offer Price (Rs.)	Rs. 345/-
Issue size	Issue size
Issue type	Preferential Allotment of Equity Shares & Convertible warrants
Board Approval Date	14 th September 2024
Shareholders' Approval Date	13 th October 2024
NSE IN-Principal Approval received on	8 th October 2024
Date of allotment of Shares and Warrants	24 th October 2024
Registrar	Skyline Financial Services Private Limited
Equity Shares outstanding prior to the Offer	1,23,60,000 Equity Shares, face value of Rs.10 each
Equity Shares outstanding after the Equity Allotment	1,30,94,000 Equity Shares, face value of Rs.10 each
Equity Shares outstanding after the Conversion of Warrants*	1,33,07,600 Equity Shares, face value of Rs.10 each



OBJECTS OF THE ISSUE

The Company will utilize the proceeds raised through the Preferential issue as below:

Type of Securities Issued	No. of Securities	Issue Price (Per Security) in Rs.	Amount raised from preferential issue (Rs. In lakhs)	Amount received on allotment of Equity Shares/Convertible Warrants (Rs. In lakhs)	Amount to be received on allotment of Resulting Equity Shares upon Conversion of Convertible Warrants within a period of 18 months(Rs. In lakhs)
Equity Shares	7,34,000	345	2532.30	2532.30	N.A.
Convertible Warrants/Resulting Equity Shares	2,13,600	345	736.92	184.23	552.69
Total			3269.22	2716.53	552.69

Particulars	Amount* (Rs. In lakhs)	Tentative timelines for utilization of issue proceeds from the date of receipt of funds
To infuse funds in Wholly owned Subsidiary i.e., Zeacloud Services Private Limited for its business expansion purpose	1250	By March 31, 2026
To meet the additional working capital requirements of the Company	1000	By June 30, 2026
Repayment of Loan against the Company	400	By March 31, 2025
General corporate purposes (Including Issue Related Expenses)	644.22	By June 30, 2026
Total	3269.22	

(*considering 100% conversion of Warrants into Equity Shares within the stipulated time.)



**IT'S TIME TO
REIMAGINE THE
POSSIBILITIES...**

DEMONSTRATED STRENGTHS TO PROPEL US TO THE NEXT LEVEL

Intellectual Capital

- Hands-on, experienced Promoters and management team
- Key professionals in leadership roles associated since the inception of the company
- A culture of technology implementation and sustained training
- Succession plan in place



Partnerships and Alliances

- Long-standing strategic collaborations with technology companies, software vendors, and cloud service providers
- Marquee partners such as NVIDIA and Cisco contribute immensely to delivering integrated capabilities across multiple locations partnerships aid continuous culture of upgradation

Marquee Clients

- A demonstrated ability to deliver on challenging assignments across diverse sectors
- Reputed clientele, including blue-chip government institutions
- High repeat business
- Sustained improvement in billing per client owing to integrated portfolio



GROWTH STRATEGIES AT PLAY

Capitalize on India Opportunity

- Emerging technologies such as AI, ML, Blockchain, etc. to intensify demand for stable, affordable, integrated, reputed IT Infra partners
- Further expand own brands to tap the late adopters such as MSMEs, Start-ups and value-conscious customer segments
- Expand focus beyond North India – to tap larger market share in west and south



Unleash the Customization Play

- Partnerships + own manufacturing set-ups + white label capability can, together, lead to a multiplier effect
- Proactive focus on offering solutions
- Capitalise upon client goodwill to bag larger and more complex assignments
- Invest into ZeaCloud to ride on fast-evolving demand for cloud solutions

Improve Efficiency and Expand Solutions

- Sustain focus on customer service
Unlock working capital challenge through funding
- Integrate the latest technologies to continue capitalising upon the demand for supercomputing servers



We reduce complexity

Thank you for your time

Investors Contact: cs@esc.co.in

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