

## ESCONET TECHNOLOGIES LIMITED

Formerly Esconet Technologies Private Limited  
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Web: www.esc.co.in  
CIN: L62099DL2012PLC233739



Thursday, 19<sup>th</sup> June 2025

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 regarding Investor/ Analyst Group Conference Call & Investor Presentation conducted on 19<sup>th</sup> June 2025 under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015.**

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

Dear Sir/ Ma'am,

Pursuant to our previous communication dated 16<sup>th</sup> June 2025, regarding the scheduled Investor and Analyst Meeting, and in compliance with Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we hereby inform you that Esconet Technologies Limited and its management team have conducted the scheduled conference call with investors and analysts today, 19th June 2025.

The conference call was held via video conferencing mode, and the relevant presentation used during the meeting is enclosed herewith for your reference.

During the discussion, the management provided detailed insights into the Company's financial performance for the half-year and full-year period ending 31st March 2025. The discussion included commentary on operational developments, financial results, and future strategic outlook. Several questions were posed by participants and appropriately addressed by the management team.

*Further we hereby confirm that no Unpublished Price Sensitive Information (USPI) was shared during the interaction.*

The aforesaid presentation is also being made accessible on the Company's website at <https://www.esc.co.in>.

We kindly request the Exchange to take note of the above.

**For and Behalf of  
Esconet Technologies Limited**



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





## *2025 Financial Results*

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

# Safe harbour statement

Certain Statements in this presentation describing the Company's performance may be "forward looking statements" within the meaning of applicable securities laws and regulations . Actual results may differ materially from those directly or indirectly expressed, inferred or implied . Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand / supply and price conditions in the domestic and overseas markets in which the Company operates, changes in or due to the environment, Government regulations, laws, statutes, judicial pronouncements and/or other incidental factors.





## Key Financial Highlights for Financial Year ended 31<sup>st</sup> March 2025

Robust financial performance amidst macroeconomic and geopolitical challenges

Consolidated revenue up by 65.59% YoY to ₹2,33.25 crores

Profitability significantly improved with PAT up by 47.27% to ₹799.79 lakhs

Strategic investments in infrastructure, talent, and acquisitions underpin long-term growth

Key milestone: Acquisition of 70% stake in Fluidech IT Services Pvt Ltd

Capital infusion: Raised ₹32.69 crore via preferential allotment to strengthen financial position

Future outlook: Focus on cybersecurity, sector diversification, and client expansion.



## FY 2024-25 Consolidated Financial Highlights (Amt in Crores)

Particulars	H2 FY 24-25	H1 FY 24-25	H2 vs H1 %	FY 2024-25	FY 2023-24	YoY %
Total Revenue	₹ 126.15	₹ 107.10	+17.75%	₹ 233.25	₹ 140.80	+65.59%
Operating Revenue	₹ 123.38	₹ 106.92	+15.37%	₹ 230.30	₹ 140.55	+63.87%
EBITDA	₹ 8.46	₹ 4.59	+84.16%	₹ 13.05	₹ 10.22	+27.72%
EBITDA %	6.70%	4.29%		5.59%	7.26%	
PBT	₹ 7.12	₹ 3.50	+103.70%	₹ 10.62	₹ 7.44	+42.66%
PAT	₹ 5.31	₹ 2.69	+97.59%	₹ 8.00	₹ 5.43	+47.27%
PAT Margin	4.21%	2.51%		3.43%	3.86%	
EPS (Rs.)	4.06	2.17	+87.56%	6.11	5.84	+4.63%



# Key Financial Drivers & Rationales



## **Revenue Growth:**

Driven by robust sectoral expansion, strategic client acquisitions, and diversification.



**Margins:** Decline in margins due to strategic large deals and workforce expansion during the fiscal year.



## **External Factors:**

Impacted by election-related delays, policy shifts, and macroeconomic uncertainties, particularly affecting government projects.



## **Operational**

**Investments:** Workforce scaling, infrastructure upgrades, and new warehouse facilities aimed at enhancing long-term operational resilience.



## Key Highlights of Wholly Owned Subsidiary (Zeacloud Services Pvt. Ltd.)

Revenue from Operations rose significantly to ₹519.83 lakhs in FY 2024–25, up from ₹307.49 lakhs in FY 2023–24 — a growth of 68.96%.

Total Expenses rose to ₹375.79 lakhs (previous year: ₹291.17 lakhs).

Profit Before Tax (PBT) jumped to ₹149.34 lakhs, a 786% increase from ₹16.86 lakhs in the previous year.

Total Tax Expense amounted to ₹38.61 lakhs (Current Tax: ₹30.39 lakhs, Deferred Tax: ₹8.22 lakhs), compared to ₹3.76 lakhs last year.

Profit After Tax (PAT) surged to ₹110.74 lakhs, compared to ₹13.11 lakhs in FY 2023–24 — a growth of 745.47%.

EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortization) rose to ₹235.47 lakhs in FY 2024–25, compared to ₹50.84 lakhs in FY 2023–24 — an increase of 363.15%.

EBITDA Margin improved significantly to 44.84% in FY 2024–25, up from 16.50% in FY 2023–24.



# What we did last year and way forward..

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Partnership elevation with NVIDIA

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Singed up with Scality and CATO

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Onboarded 10 new client logos

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Headcount increased by 21%

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Geo expansion in South India

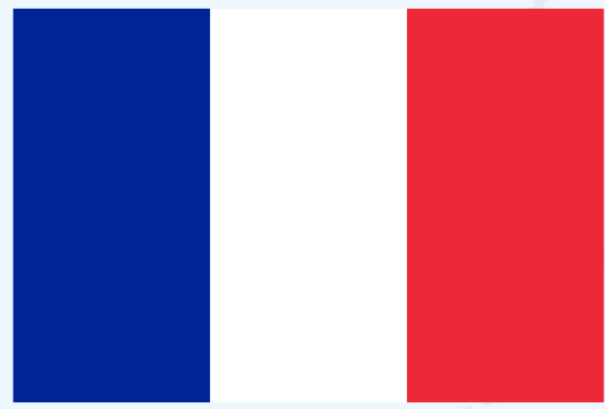
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Formed a subsidiary in Singapore

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Raised funds - ₹ 32.69 Cr.





## ✓ **Strategic partnership with a French Company – Scality**

- Scality is one of the leading storage software developers
  - Cloud enabled Scalable File & Object Storage
  - Immutable Object software
- *This helps us:*
  - Address a wider market in data protection.
  - Meets growing demand for ransomware-proof storage solutions.
  - Boost HexaData sales by creating unique, integrated appliances.
  - Improve margins through a more differentiated offering, adding greater value



SCALITY



## ✓ **Strategic partnership with a Israeli Company – CATO Networks**

- CATO is a born in the cloud network and security services company.
  - Cloud delivered Enterprise Networking and Security product
  - Secure Access Service Edge
- *How this helps the business:*
  - Aligned with our vision of expanding business in Security domain
  - Boost margins and growth by adding a high-value, specialized solution to our portfolio
  - Addressing customer demand for a unified, scalable, and flexible solution
  - Differentiate our offering by combining Cato's platform with our services





# HexaData

- Enhanced manufacturing capacity for the next 3 – 5 years.
- Commissioned a Micro Datacentre as testing facility
- Esconet is now an OEM vendor on GeM and has listed its HexaData products
- Focus on HPC Super-Clusters and have closed repeated deals
- Launched new AI Supercomputers based on NVIDIA H200, B200 & GH200 GPUs
- *Following is work-in progress and should be available in the current FY*
  - HexaData Unified Backup appliance is under development with Scality
  - Software stack for data storage systems is under development
  - Software development HPC ops, management and monitoring stack
  - Enhancement of local content under Make-in-India program





## Building India's Sovereign Cloud Platform



- **Next-Gen Infrastructure Expansion**  
Upgraded from 40 Gbps to 100 Gbps per host; expanded compute and storage capacity to handle enterprise-scale workloads.
- **Made-in-India Cloud Stack**  
Development in progress for our indigenous cloud platform — built with Indian innovation, for Indian workloads.
- **Ready for Bharat's Critical Workloads**  
Targeting MeitY empanelment to support government and PSU data hosting — a major step toward national data sovereignty.
- **Talent Engine in Motion**  
Strategic hiring underway to strengthen our team and support growth across enterprise, public sector, and digital-native segments.





## Fluidech: India's Trusted Cyber Sentinel



- **National-Level Accreditation**

Recognized as *India's first and only accredited consulting organization* to **NCIIPC** (under NTRO) — achieved immediately post-acquisition.

- **Prestigious Client Wins**

Secured a cyber security consulting engagement with a leading Indo-Japanese engineering consulting firm.

- **SEBI Compliance Offering Launched**

Introduced a targeted cyber security service package to help REs meet **SEBI's CSCRF** compliance.

- **Growing to Meet Demand**

Workforce expansion in progress to support increasing customer engagements across sectors.

- **Global-Scale Engagement**

Partnered with a **US-listed EV technology firm** for OT device security posture assessment — validating Fluidech's global capability.



## REPUTED CLIENTELE ACROSS SECTORS

**TIMKEN**  
Where You Turn

**GAR**

**Adobe**

**भारत इलेक्ट्रॉनिक्स**  
**BHARAT ELECTRONICS**

**genpact**  
Transformation Happens Here

**naukri**

**INDRAPRASTHA INSTITUTE of**  
**INFORMATION TECHNOLOGY DELHI**

**• APTIV •**

**ओएनजीसी**  
**ONGC**

**JS**  
**JAGDISH STORE**



**AnG India**

**PHOENIX CONTACT**

**NATIONAL INFORMATICS CENTRE**  
**SERVICES INCORPORATED**

**MOREPEN**  
*The Joy Of Growing Together*

**इंडियनऑयल**  
**IndianOil**

**ओएनजीसी विदेश**  
**ONGC VIDESH**



**MapmyIndia™**

**SIEMENS**

**ANAND AND ANAND**  
IP365° Leading Innovating Inspiring



**NIC National Informatics Centre**

**motherson**



**SHARDA UNIVERSITY**  
*Beyond Boundaries*



**CJ Darcl Logistics**

**Sun Life**



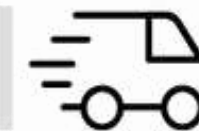
Manufacturing



Education



Healthcare



Logistics



Government



Media & Entertainment



Telecommunications



Defense



Legal Services



Financial Services





***Thank you for your time***

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