

ESCONET TECHNOLOGIES LIMITED

Formerly Esconet Technologies Private Limited
Reg. Off. D – 147, Okhla Industrial Area, Phase – I, New Delhi, India – 110020
Phone: +91.11.42299700 | E-mail: cs@esc.co.in
Web: www.esc.co.in
CIN: L62099DL2012PLC233739



Monday, 22nd June 2026

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 conclusion of Open Investor/Analyst Group Conference Call and submission of Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

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

Dear Sir/ Ma'am,

Pursuant to our earlier intimation dated 17th June 2026 regarding the schedule of the 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 ("SEBI Listing Regulations"), we hereby inform you that Esconet Technologies Limited ("the Company") successfully conducted an Open Investor/Analyst Group Conference Call on Monday, 22nd June 2026.

The said conference call was conducted through video conferencing mode and was attended by investors, analysts, and representatives of the Company's management team.

During the interaction, the management provided detailed insights into the Company's financial performance for the half-year and financial year ended 31st March 2026, along with an overview of key operational developments, business performance, strategic initiatives, growth opportunities, and future outlook of the Company. The management also responded to various queries raised by the participants during the session.

In accordance with the applicable regulatory requirements, we hereby enclose the Investor Presentation shared during the aforesaid conference call for your information and records. The same has also been uploaded on the Company's website at <https://www.esc.co.in>.

Further we hereby confirm that no Unpublished Price Sensitive Information (USPI) was shared during the interaction.

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





FY2025-26 Results & FY2026-27 Outlook

Investor Presentation

The Sovereign Stack Compute · Cloud · Cybersecurity · Integration

Audited results for the half-year and year ended 31 March 2026 · Declared 28 May 2026

CIN: L62099DL2012PLC233739



HEXADATA
HARDWARE



ZEACLOUD
CLOUD



FLUIDECH
SECURITY

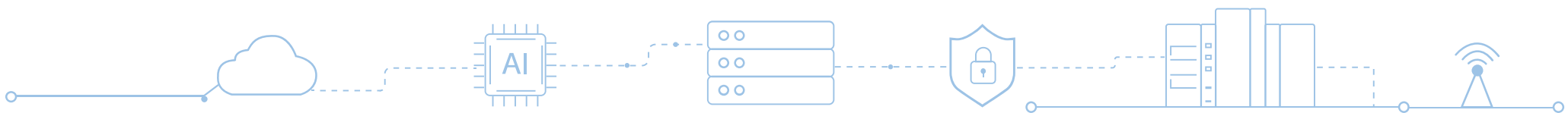


ESCONET
INTEGRATION

Safe Harbour Statement

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The Sovereign Stack

One integrated, Made-in-India platform. Four layers, one delivered solution.



Systems Integration & Services

Esconet • core competency



Cybersecurity

Fluidech • 70% subsidiary



Cloud

ZeaCloud • 100% subsidiary

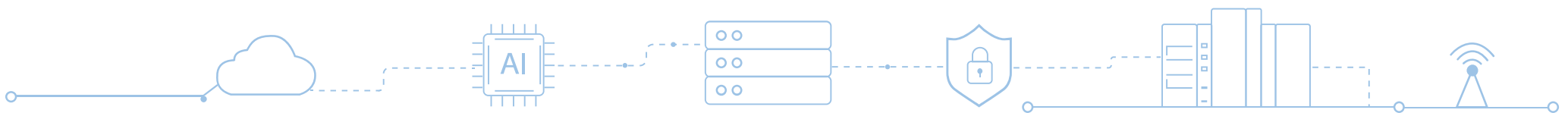


Base Hardware Infrastructure

HexaData • Make in India

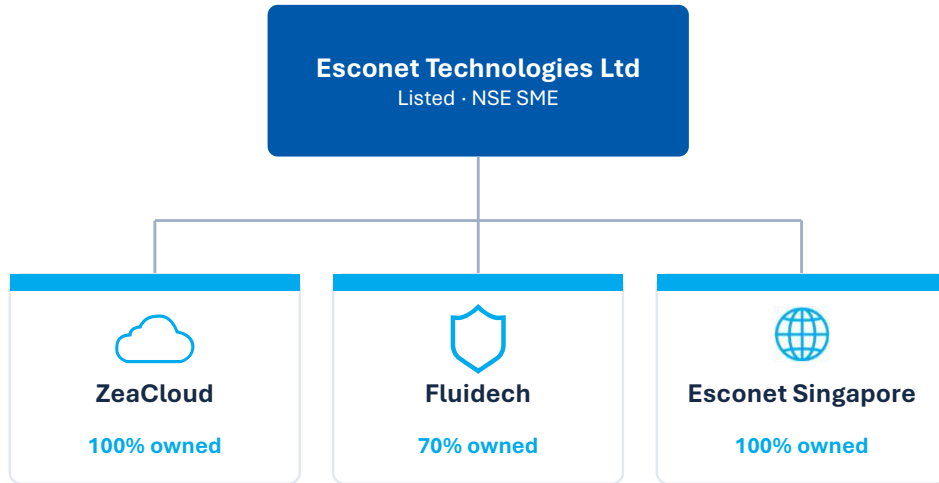


Esconet Singapore takes the Stack to global markets



Group at a Glance

Group structure



Incorporated 2012 · CIN L62099DL2012PLC233739 · CRISIL rated

Certifications & credentials



NVIDIA Elite Partner
Highest NPN tier (Compute)



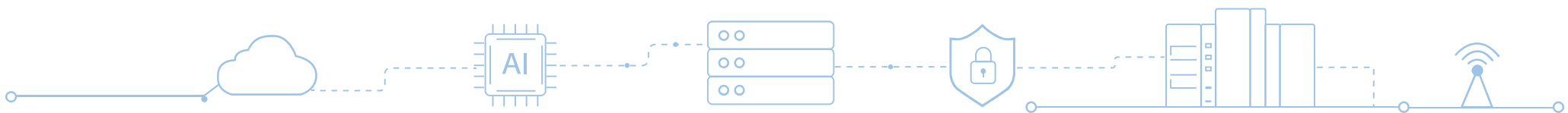
Red Hat Certified
HexaData HD-RS2200 hardware



NCIIPC Accredited
Fluidech, India's first



ISO Certified
9001 · 27001 · 20000-1 · 14001



A Year of Decisive Scale

₹ **₹357.84 Cr**

Consolidated total income

▲ 53.4% YoY

₹ **₹300.72 Cr**

Standalone total income

Crossed the ₹300 Cr mark

₹ **₹12.25 Cr**

Consolidated EBITDA

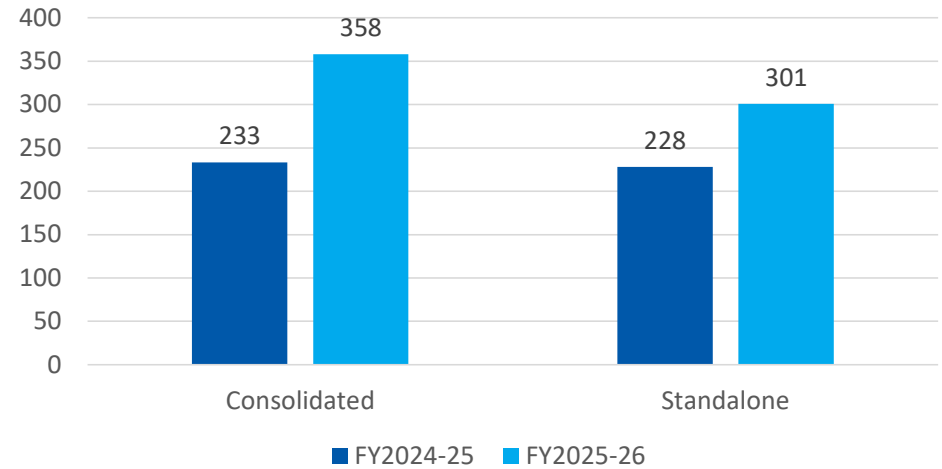
H2 EBITDA ▲ 183% over H1

₹ **₹6.16 Cr**

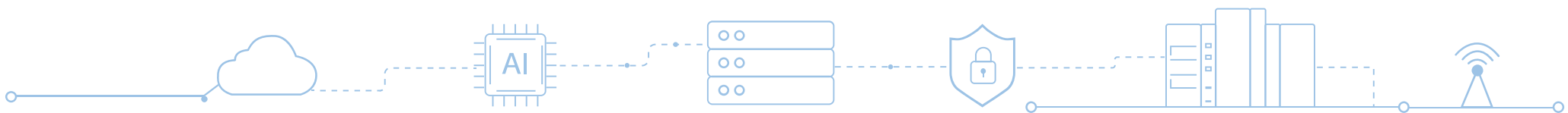
Consolidated PAT

H2 PAT ▲ 262% over H1

Total income growth (₹ Crore)



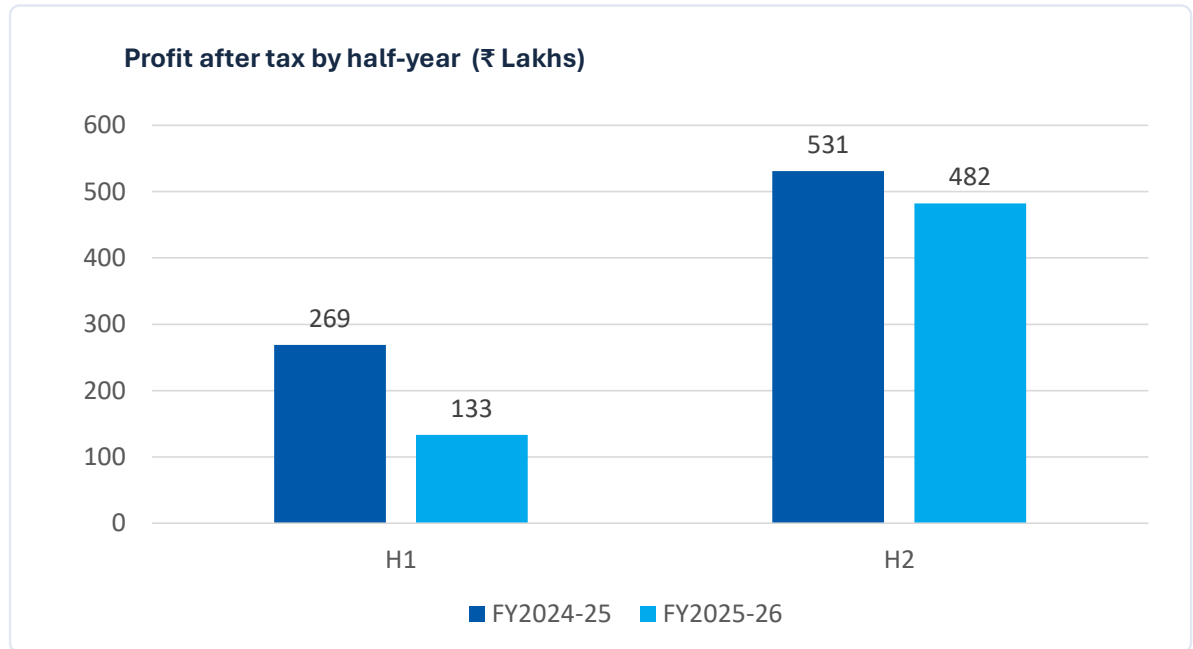
All figures audited. Consolidated unless stated otherwise.



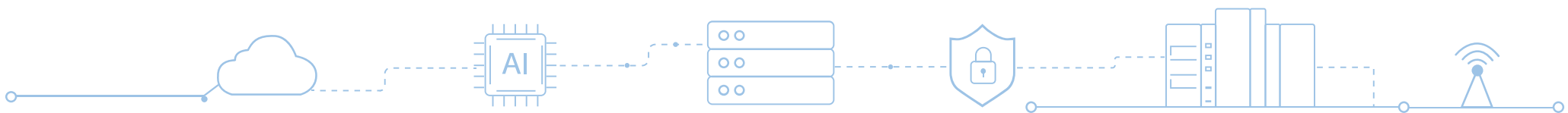
The Recovery Is Already Underway

The full-year profit decline was a first-half event. H2 came back strongly.

- +183%**
EBITDA, H2 over H1
- +312%**
PBT, H2 over H1
- +262%**
PAT, H2 over H1



H1 PAT fell about 50% year-on-year; H2 PAT fell only about 9%. We exit FY26 at a materially healthier run-rate.



Why Profit Dipped: An Honest Bridge



DOMINANT DRIVER

Component-cost inflation

- Gross margin ~15.2% to ~13.2%
- Purchases +58% vs revenue +54%
- Some components rose 100%+
- ≈ ₹7 Cr of gross profit absorbed



ONE-TIME

Working-capital bridge

- Loan to cover a delayed enterprise receivable
- Vendors paid on time
- Fully repaid in April 2026
- Non-recurring finance cost

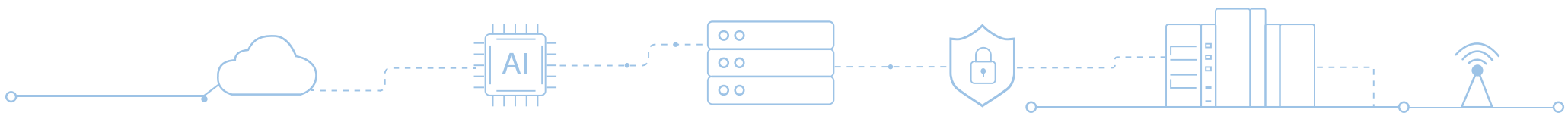


BY DESIGN

Investment in growth layers

- Fluidech team build-out
- ZeaCloud asset-heavy depreciation
- Self-funded, not deterioration
- Builds FY27 operating leverage

Bottom line: an external cost shock plus deliberate investment. The profitable core held, with standalone PBT down just 3.2%.



Balance Sheet: Already De-risked



Short-term loan fully repaid

The ₹11.87 Cr working-capital loan was cleared in April 2026, a post-balance-sheet event.



Inventory backed by demand

Stock supports signed orders and NVIDIA-enabled access to scarce components, not slow-moving goods.



Receivables sharply improved

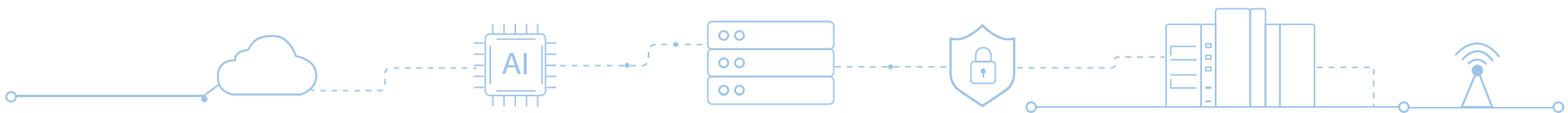
Trade receivables reduced by ₹8.5 Cr from 52.55 Cr, strengthening working-capital efficiency.



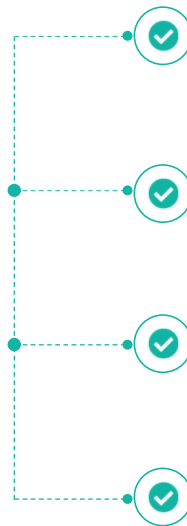
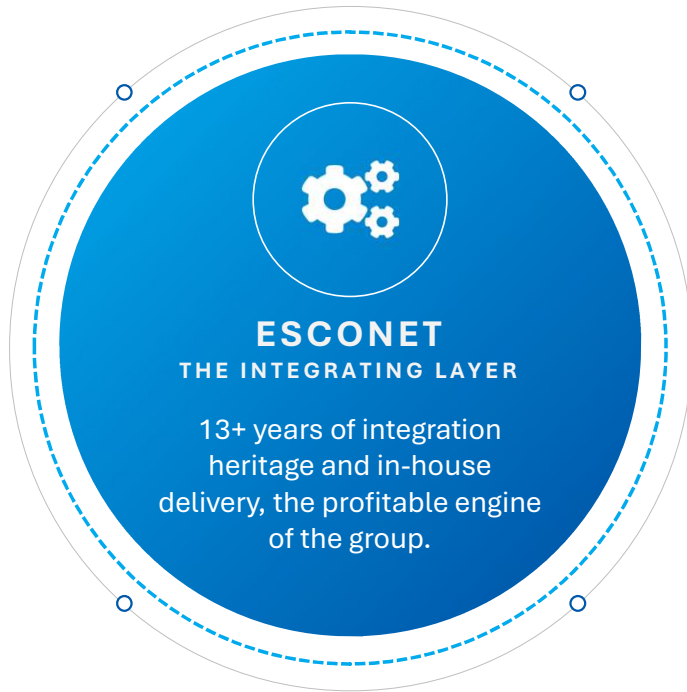
Disciplined capital deployment

Capex into delivery capability lifted property, plant and equipment from ₹4.75 Cr to ₹9.89 Cr.

The FY26 debt and cash movements are already behind us.



Systems Integration & Services



End-to-end integration.

Designs, deploys and supports across hardware, cloud and security.

In-house service delivery.

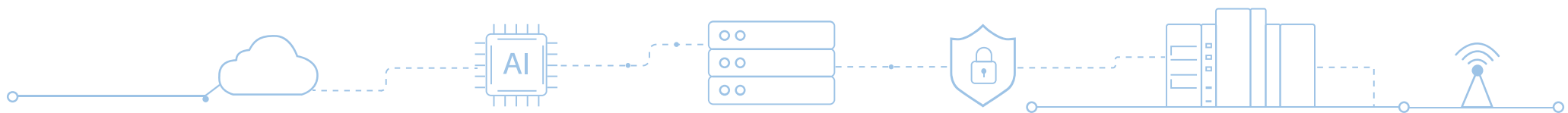
Datacenter, networking, virtualisation and managed services.

The profitable core.

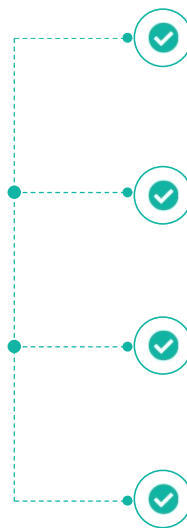
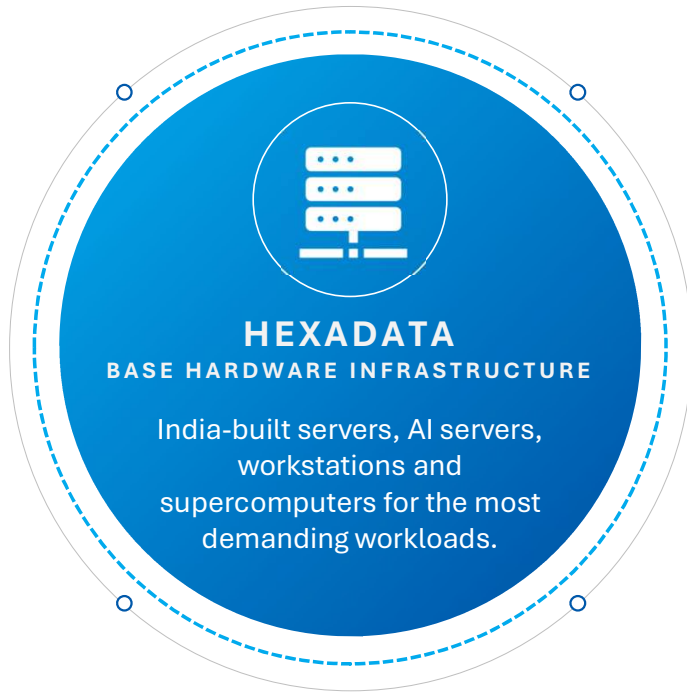
Standalone PBT held firm, down just 3.2% through a cost-shock year.

Turns products into solutions.

The layer that unifies the Sovereign Stack for the customer.



HexaData: Sovereign Compute



Full compute portfolio.

Servers, GPU workstations, AI servers and supercomputers.

NVIDIA Elite Partner.

Highest NPN tier, giving privileged allocation of scarce GPUs.

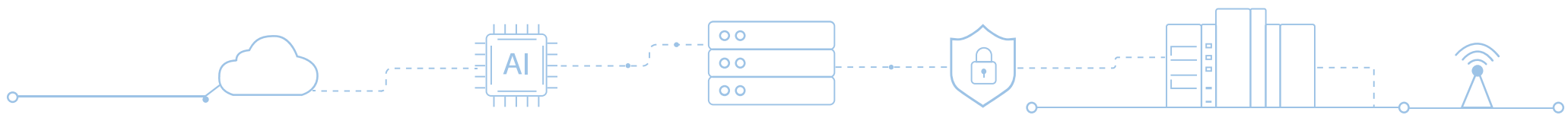
Red Hat certified.

HD-RS2200 model carries Red Hat hardware certification.

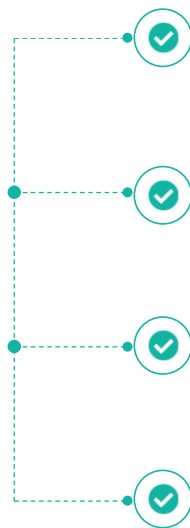
Live innovation pipeline.

ODM collaborations bringing new technology to market.

A structural moat: privileged access to constrained supply when others cannot procure.



ZeaCloud: Sovereign Cloud



Core services.

IaaS, BaaS and DRaaS on sovereign infrastructure.

Built for compliance.

Data-residency and security designed in from the ground up.

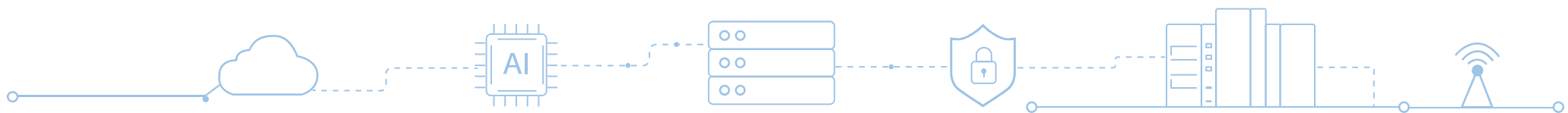
MeitY empanelment targeted.

Unlocks government and public-sector data hosting in FY27.

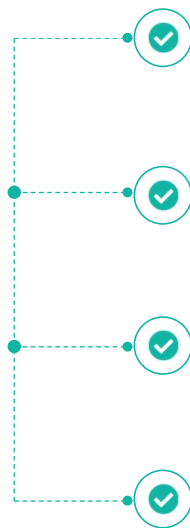
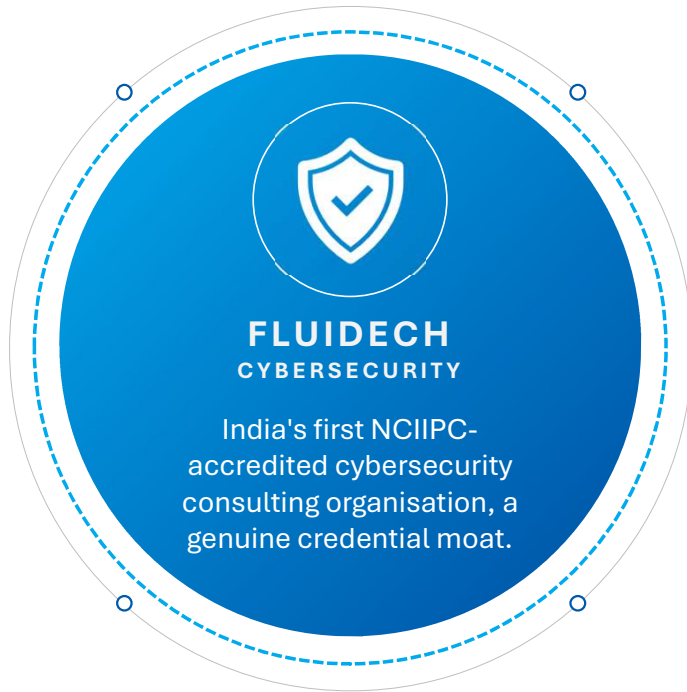
Healthy operations.

Encouraging EBITDA, with margins normalising as utilisation scales.

The growth engine: MeitY empanelment sets up a 2 to 3 year hyper-growth runway.



Fluidech: Cybersecurity



NCIIPC accredited.

India's first, a differentiated trust credential.

Full security practice.

Consulting, 24x7 SOC, GRC and managed security.

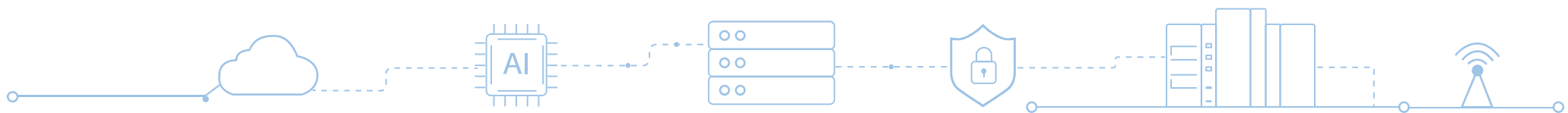
FY26 was the investment year.

Deliberate team build-out, a planned ~₹0.67 Cr loss.

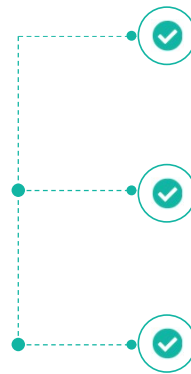
FY27 turnaround.

Ramping team and revenue toward breakeven.

A deliberate runway: investment now, profitability ahead, not a drag on the group.



Esconet Singapore: Going Global



Profitable in year one.

International trading generated profits in its first year.

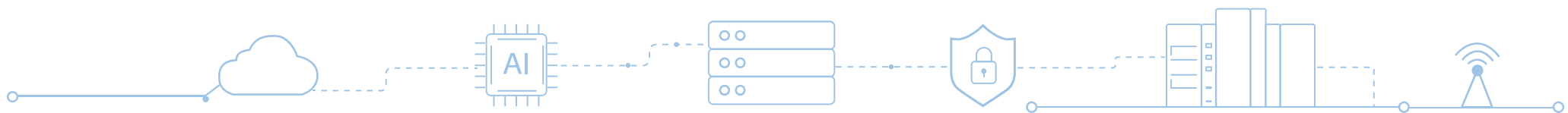
Global gateway.

A base to extend HexaData, ZeaCloud and Fluidech abroad.

Diversification.

Revenue and currency diversification beyond India.

A profitable beachhead for measured international expansion.



Key Developments & Announcements



GOVERNANCE & TRANSPARENCY

Quarterly financial disclosures

From FY2026-27, Esconet will report quarterly, going beyond the SME half-yearly obligation, in direct response to a year of investor demand.

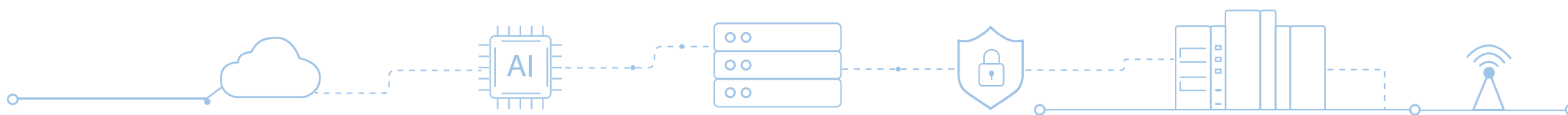


PARTNERSHIP

NVIDIA Elite Partner

Elevated to NVIDIA's highest partner tier in the Compute competency, conferring privileged access to scarce GPU supply.

Looking ahead: further ODM-led technology launches will be announced as they happen.



The Demand Environment Is in Our Favour



AI infrastructure

Surging demand for GPU and HPC compute



Data localisation

Sovereignty mandates favour Indian platforms



Cybersecurity & compliance

Rising enterprise security spending



Government digitisation

Public-sector cloud and modernisation



Cloud & data centres

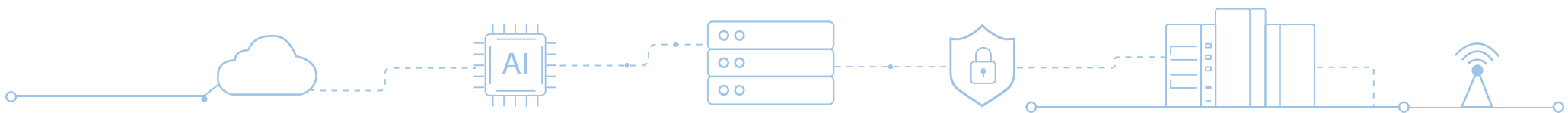
Hybrid and multi-cloud expansion



Enterprise IT modernisation

Refresh cycles across industries

Structural, multi-year, and aligned to national priorities.



FY2026-27: Priorities & Outlook

01



Esconet

Improve the bottom line ahead of the top line. Margin discipline at the profitable core.

02



Fluidech

Turn around the cybersecurity business by ramping team size and revenue toward breakeven.

03



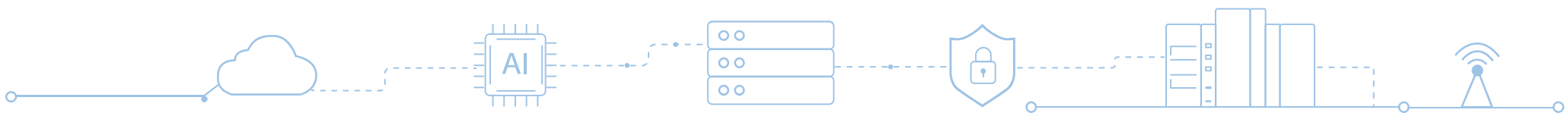
ZeaCloud

Secure MeitY empanelment to host government data, igniting a 2 to 3 year hyper-growth runway.



OUR GUIDANCE

We are not committing growth numbers. Our pipeline is robust, and we see good growth across all four verticals this year.





INTEGRATION



CYBERSECURITY



CLOUD



HARDWARE

The Sovereign Stack

Thank You

Investor Relations

Esconet Technologies Limited

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SAFE HARBOUR

This presentation contains forward-looking statements based on current expectations and assumptions that are subject to risks and uncertainties. Actual results may differ materially. Factors include economic conditions, regulatory developments, technology shifts, competition, project execution, customer spending, geopolitical events and supply-chain disruption. The Company undertakes no obligation to update these statements.

