



Investor presentation

September 2025

Engineering
India's Future
Secure Smart
Strong



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

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ABOUT THE COMPANY

Established in 2012, **Esconet Technologies**, has evolved into a comprehensive technology solutions provider — serving as a trusted advisor, manufacturer, system integrator, and managed services partner. Over the years, the company has strengthened its product portfolio through strategic technology tie-ups with marquee partners, enabling it to deliver robust, future-ready solutions to its clients.



BIRD'S EYE VIEW

Stage I – Evolved from a hardware & software company providing a comprehensive technology solutions



13 YEARS

SINCE
INCORPORATION



20+

SECTORS SERVED



~28 Petabytes

OF VARIED DATA STORAGE SYSTEMS
INSTALLED



70

PEOPLE



15+

TECHNOLOGY
PARTNERS



60,000+

ETHERNET PORTS ALREADY
DELIVERED ACROSS DATA CENTRES
AND CAMPUS NETWORKS



500+

CLIENTS SERVED



6,000+

HEXADATA SERVERS &
HIGH-PERFORMANCE
WORKSTATIONS SOLD
SINCE 2018



FY25 (C)

Revenue: ₹ 223.25 Cr
EBITDA: ₹ 13.05 Cr
PAT: ₹ 8.00 Cr

STRONG LEADERSHIP TEAM



**SANTOSH KUMAR
AGRAWAL, 54 YEARS**
Chairman & Managing
Director



**SUNIL KUMAR
AGRAWAL, 46 YEARS**
Whole Time Director



**VINEET KUMAR
AGRAWAL,
27YEARS**
Whole Time
Director



MUKESH CHAND JAIN
Non-Executive
Independent Director



Manoj Chaug
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

LEVERAGING THE INDIA OPPORTUNITY – IT INFRASTRUCTURE & CLOUD COMPUTING

Strengthening Presence in SME & MSME Segment

- Focused on an underserved and untapped market by offering **customized products and services** tailored to the unique needs of SMEs and MSMEs.
- Created differentiated value propositions, enabling these businesses to access enterprise-grade IT infrastructure and cloud solutions.



Building a Robust Client Portfolio

- Established strong credibility and sustained brand recall among customers.
- Today, Esconet Technologies serves a **rich and diverse clientele** across the private and public sectors, including marquee names such as **ONGC, Wipro, GMR Infra, Morepen Labs, Indian Oil, Siemens, and Bharat Electronics**.
- This evolution highlights Esconet's **commitment to excellence, innovation, and comprehensive client support**, delivering not just solutions but **tailored strategies that empower clients to thrive** in a rapidly evolving technological landscape.

Incorporation of ZeaCloud Services Pvt. Ltd.

- Established in 2022 and acquired as a wholly-owned subsidiary to **strengthen Infrastructure-as-a-Service (IaaS) offerings** and expand its footprint in the cloud services market.
- **ZeaCloud Services** specializes in:
 - Disaster recovery solutions
 - Managed cloud services
 - Private cloud and DaaS (Desktop-as-a-Service) solutions
- ETL delivers a **robust suite of server solutions** designed to address the diverse needs of enterprises, including:
 - **Advanced hardware configurations, secure networking, and scalable storage solutions**
 - Integration of **machine learning (ML) and artificial intelligence (AI)** tools to go beyond conventional server offerings
 - Comprehensive **system integration services** covering hardware, network, and software implementation.

LEVERAGING THE INDIA OPPORTUNITY – IT INFRASTRUCTURE AND CLOUD COMPUTING

Acquisition & Expansion via Fluidech IT Services Pvt. Ltd.

- Acquired 70% stake in FISPL through Share Purchase and Share Swap arrangements.
- Strengthened Esconet's presence in the rapidly growing cybersecurity segment.
- Expanded cybersecurity offerings, positioning Esconet as a trusted defender of digital assets for enterprises and critical infrastructure.

Team Expansion

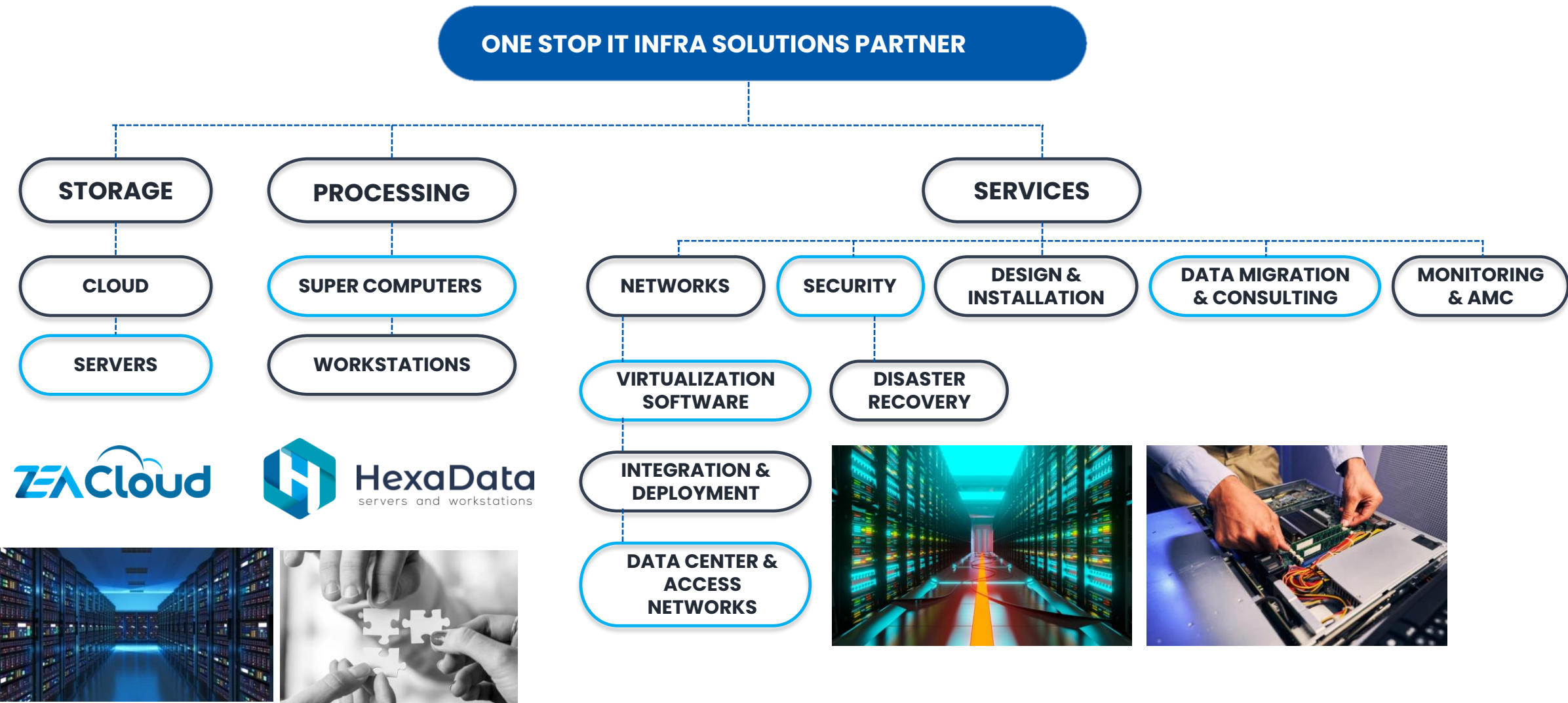
- Increased headcount from **~45 employees in 2023 to ~70 employees currently**, representing a **55% growth in talent pool**.
- The strengthened team is aligned with ETL's goal of meeting the diverse technology needs of industries.

Entry into New Product Segments

- Expanded into **data centre solutions and advanced storage capabilities**, further diversifying its offerings.

Stage II – A Big Leap:

Transition from a Product-Focused Company to a Comprehensive Infrastructure Solutions Provider, funded through IPO listing on NSE SME Emerge and preferential allotment



FUNDING MILESTONES: IPO & PREFERENTIAL ALLOTMENT

The IPO marked a major milestone for Esconet Technologies, enabling both growth funding and enhanced market visibility.

IPO Proceeds
– ₹28 Cr
Raised

A

**Preferential
Allotment –**
₹32.69 Cr*
Raised

B

Funds were utilized to:

Investment in ZeaCloud Services Pvt. Ltd.:

₹2.5 Cr infusion to strengthen cloud services and IaaS offerings.

Working Capital Expansion:

- ₹16 Cr allocated to support high-value orders and business growth.
- ₹ 5.42 Cr were Utilized Towards General Corporate Purposes
- ₹ 4.29 Cr were *Issue related expenses for IPO.*

Proceeds earmarked for:

- **Additional ZeaCloud Investment:**
₹12.5 Cr (by March 2026) to expand cloud capabilities.
- **Additional Working Capital:**
₹10 Cr (by June 2026) to scale operations and meet growing demand.
- **Debt Reduction:**
₹4 Cr for loan repayment in FY25, strengthening the balance sheet.
- **General Corporate Purposes:**
₹6.19 Cr for GCP including Issue Related Expenses.



STAGE III – NEXT GENERATION IT SOLUTION COMPANY WITH ACQUISITION AND INNOVATIONS

(A) STRATEGIC ACQUISITION – STRENGTHENING CYBERSECURITY CAPABILITIES

- **In Current FY We, acquired 70% stake in Fluidech IT Services Pvt. Ltd. (FISPL)** through Share Purchase and Share Swap Arrangements to enhance Esconet's presence in the rapidly growing **cybersecurity segment**.
- This acquisition significantly **enriches the company's cybersecurity offerings**, positioning Esconet as a key defender of digital assets for enterprises and critical infrastructure.

Strategic Advantages



Exclusive Accreditation:

- FISPL is the first *accredited consulting organization* to the National Critical Infrastructure Information Protection Centre (NCIIPC) – a unit of NTRO, monitored directly by the National Security Advisor (NSA)
- This provides Esconet with a first-mover advantage in securing India's critical infrastructure



High-Value Engagements:

- Closed a consulting engagement with an Indo-Japanese engineering consulting firm for cybersecurity advisory services



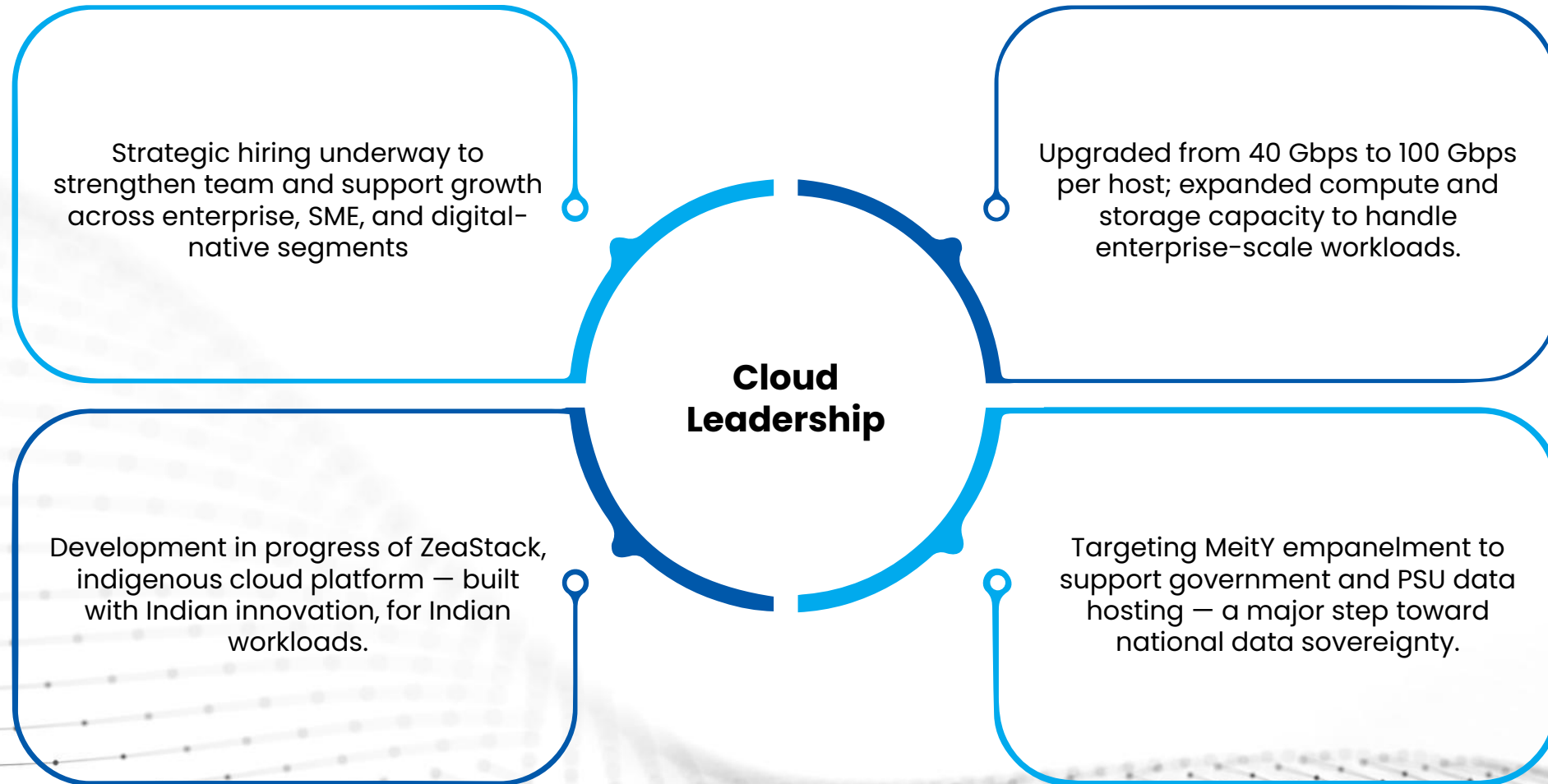
Compliance Services for Regulated Entities:

- Launched service packages for SEBI-regulated entities to ensure compliance with SEBI's Cybersecurity and Cyber Resilience Framework (CSCRF)

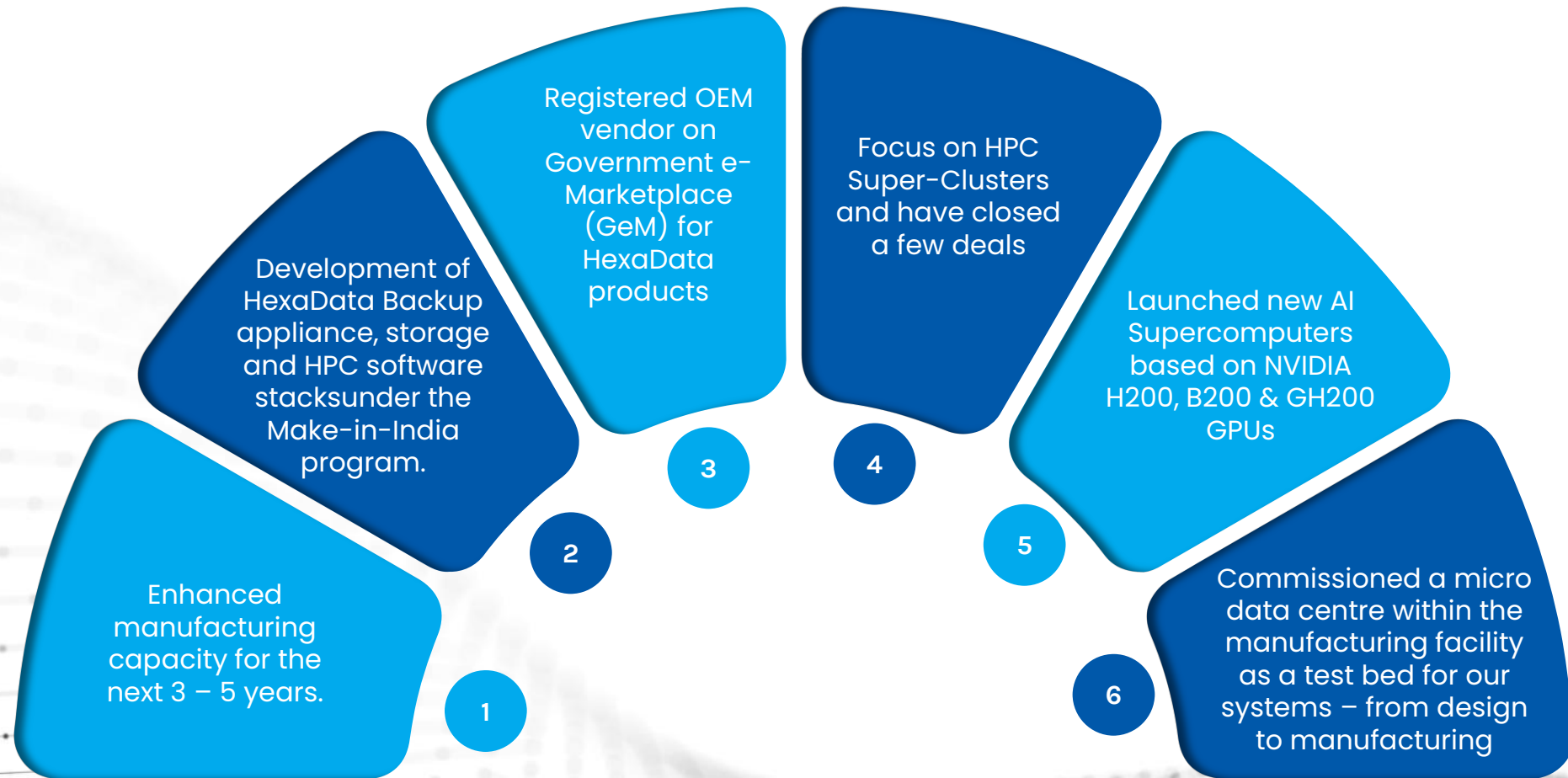


Global Collaboration:

- Partnered with a US-listed EV technology firm to conduct OT (Operational Technology) device security, strengthening Esconet's global delivery capabilities



(C) STRENGTHENING HEXADATA BRAND



(D) TECHNOLOGY TIES UP



- i) Scality is a French company which does cloud available file and object storage. It's a scale-out storage where the capacity of the storage can be expanded almost unlimited without any disruption or downtime to the existing data.
- ii) Strategy - getting our Hexadata servers certified for this software platform and in turn we will be launching a few products which will be quite unique in their own domain like a backup software appliance, backup hardware appliance which will not only backup data but store data in a secure space which could be said as like a ransomware proof storage.

- i) Cato Network, an Israeli Company having presence in Network and Cyber Security domain, is acquiring clients in enterprise space in the US and European market. Esconet has signed up a partnership with them for the India market.
- ii) As compared to other solutions which are typically hardware-orientated Cato Network's product is a unified product solution without any hardware requirements for networking and security multi-locate specifically for multi-locational customers who have global presence
- iii) Through this , Esconet to enter into a niche product segment to deliver managed services

(D) ROBUST CLIENT ADDITION

Added new 12 large clients from Government and Private sector

(E) REGIONAL DIVERSIFICATION

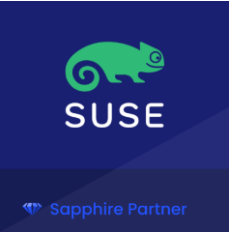
Strengthening South Indian market especially Bangalore, Chennai, Hyderabad etc. even onboarded one sales personnel in South India

(F) INTERNATIONAL EXPANSION

International expansion was also reinforced through the establishment of Esconet Singapore Pte. Ltd., a wholly owned subsidiary, which broadens our global footprint and opens new avenues for collaboration and growth , meeting the needs of global strategy customers

OUR STRENGTHS

(A) Marquee Technology partners strengthening product portfolio and global reach

(B) COMPREHENSIVE PUBLIC AND PRIVATE CLIENT PORTFOLIO



MANUFACTURING



EDUCATION



HEALTHCARE



LOGISTICS



GOVERNMENT



MEDIA &
ENTERTAINMENT



TELECOMMUNICATIONS



DEFENSE

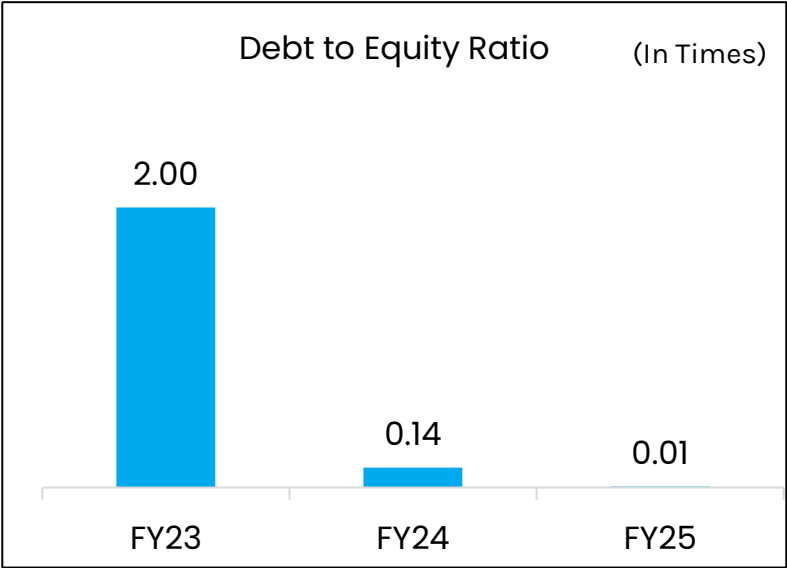
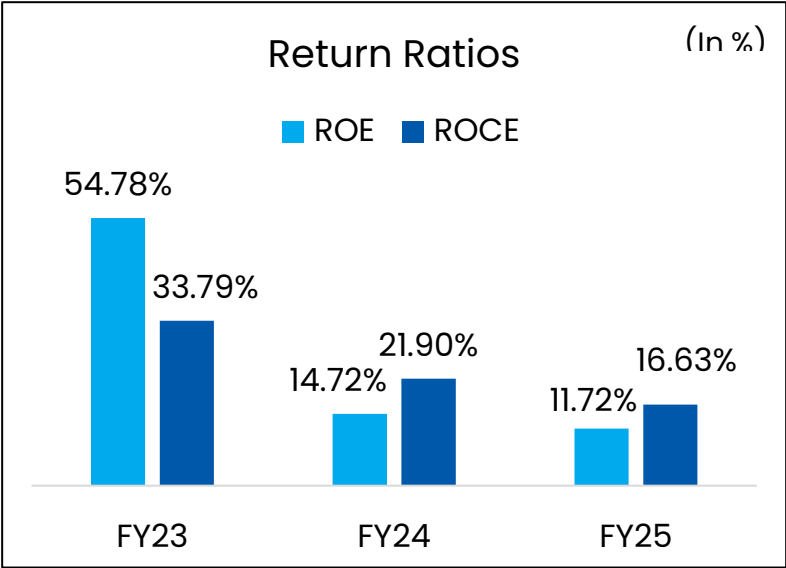
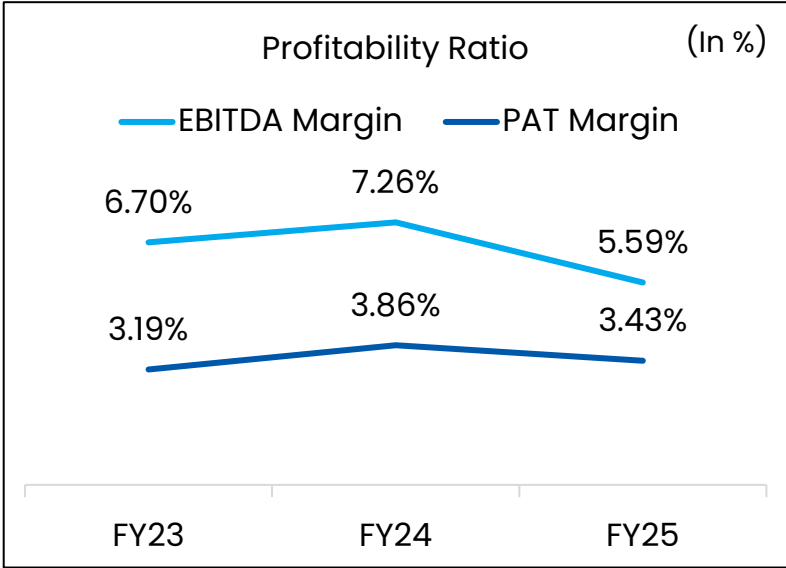
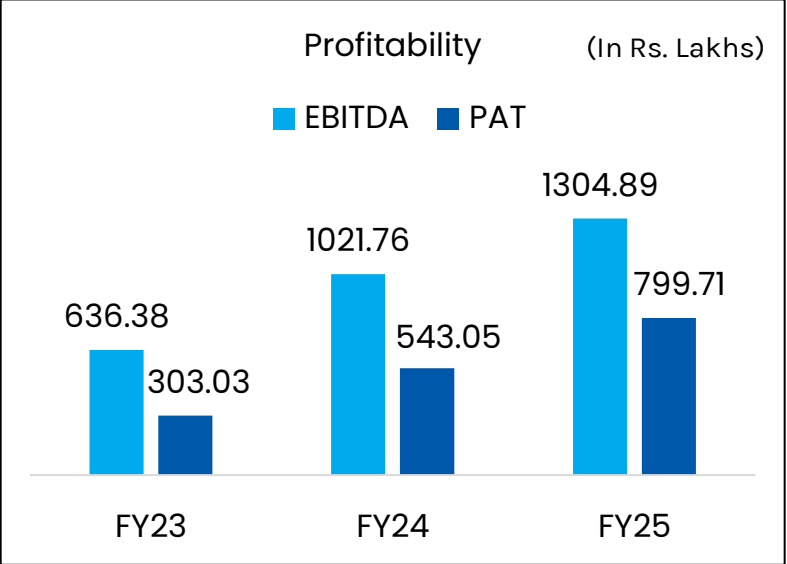
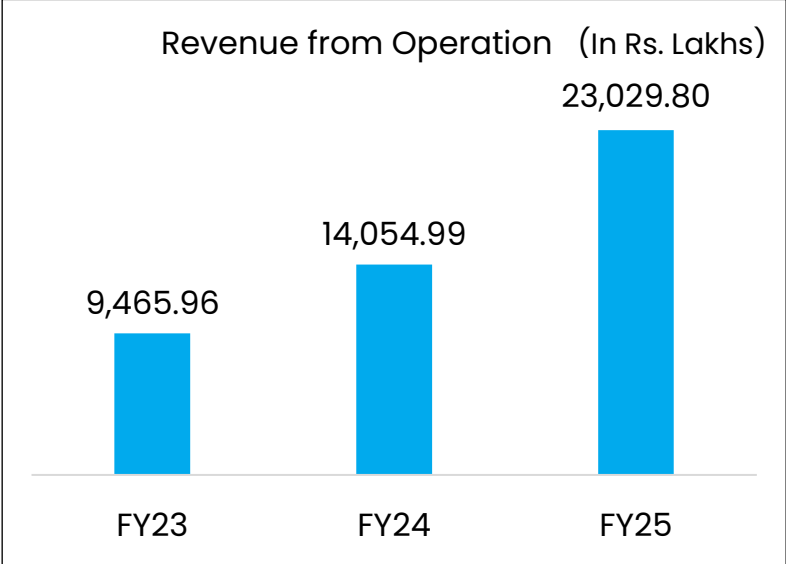
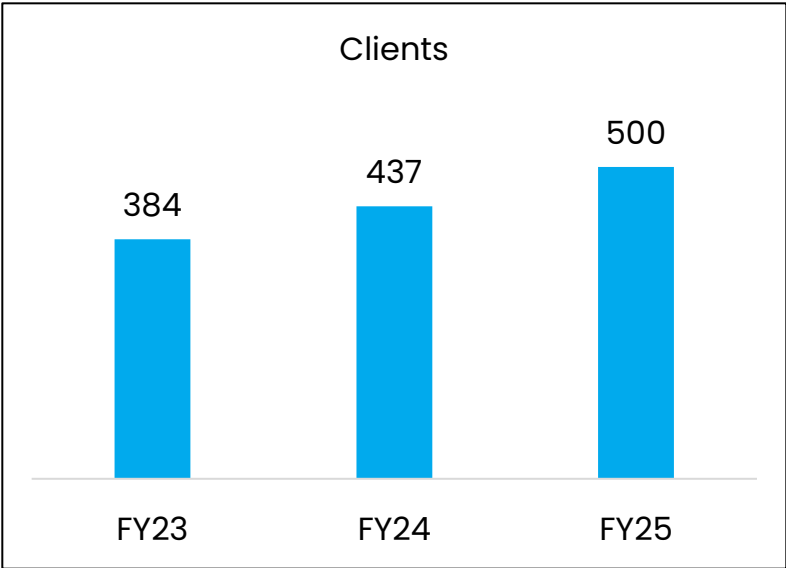


LEGAL SERVICES

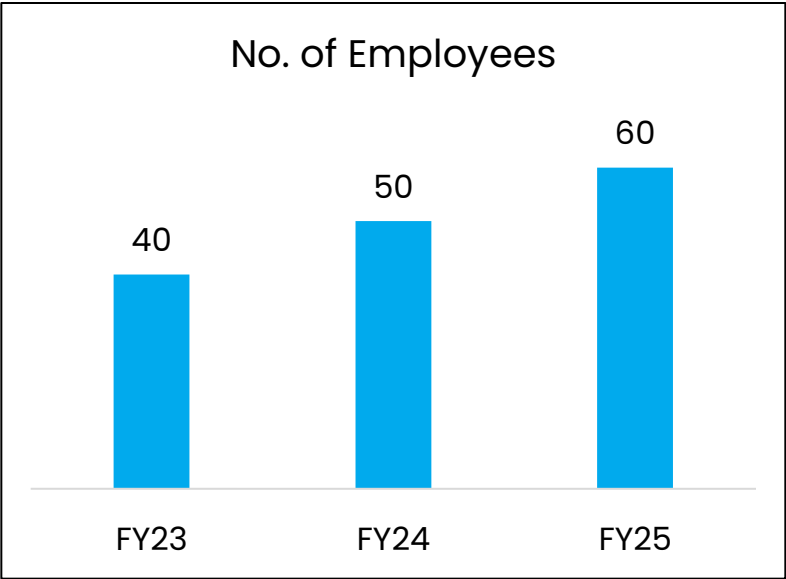
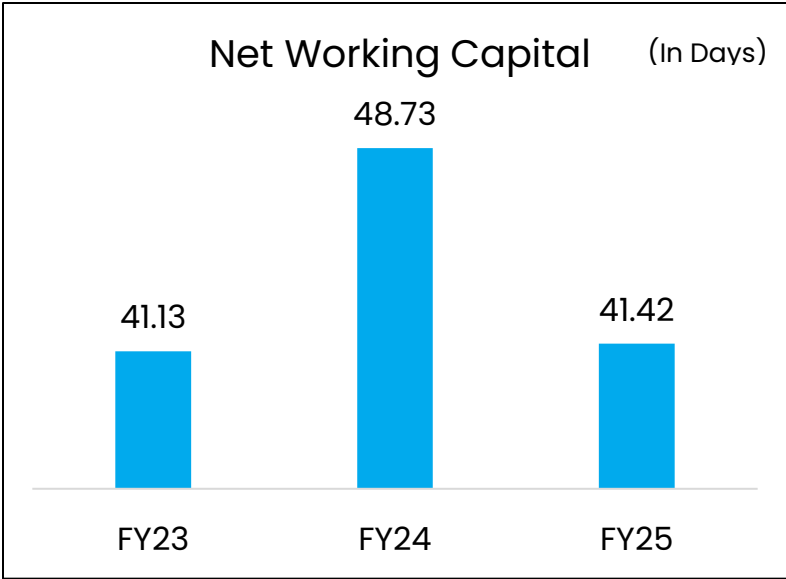
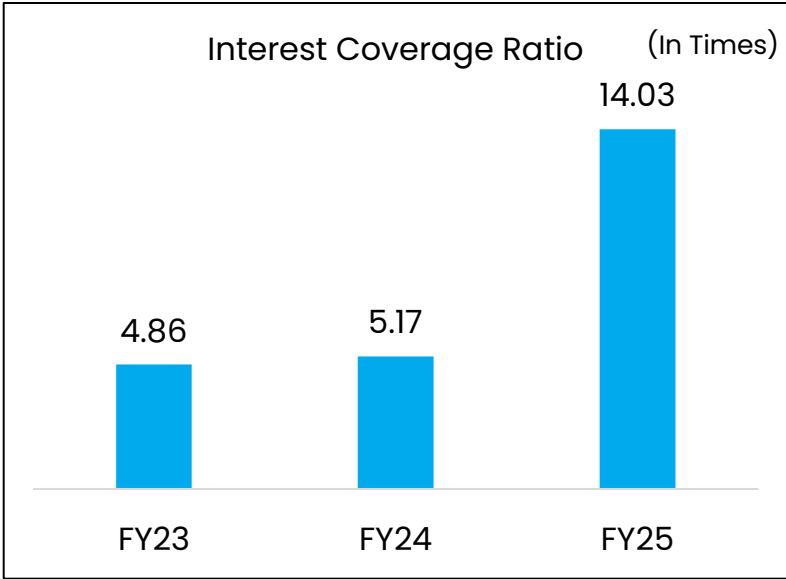


FINANCIAL
SERVICES

CONTINUING CONSISTENT PERFORMANCE (CONSOLIDATED)



CONTINUING CONSISTENT PERFORMANCE (CONSOLIDATED)



WAY FORWARD

Strengthen leadership position in India IT infra, cloud and cyber security segment

1

Current order book in pipeline ₹ 100 Cr+ indicate good earning visibility

3

Presence in Niche Value added segment with comprehensive product portfolio

2

A Vision to build a ₹500 Cr+ company adding value to shareholders

4

PERFORMANCE ON BOURSES

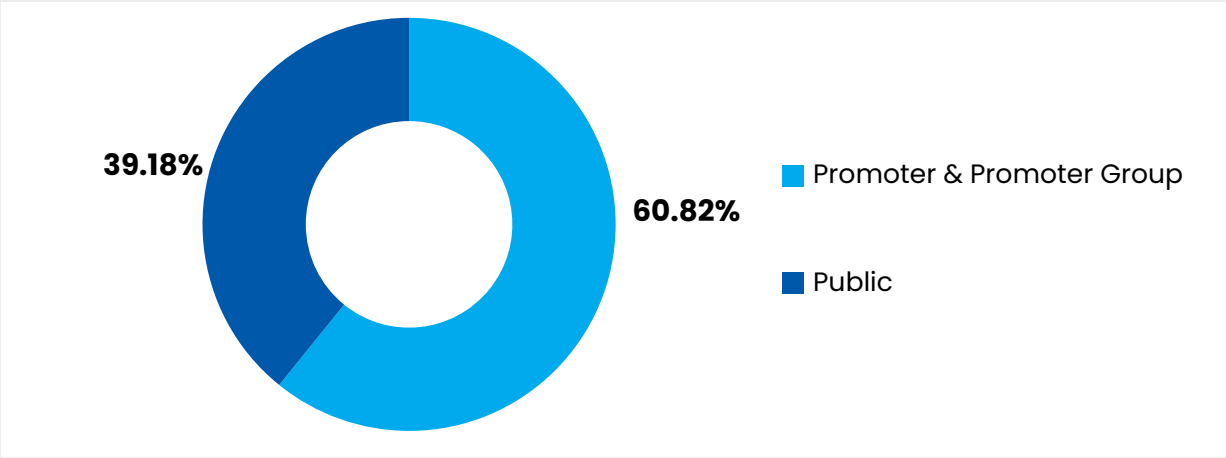
NSE CODE: ESCONET | ISIN: INE0RQZ01017

As on 19-09-2025

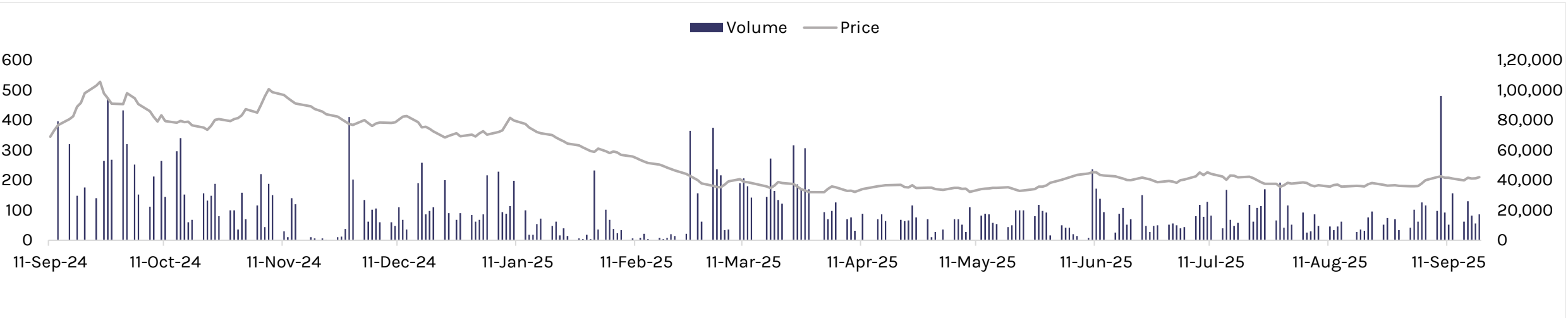
Share Price (₹)	209.90
52 Week High-Low (₹)	539.95 – 150.15
Market Capitalization (₹ Cr)	280.95
Issue Price (₹)	84.00
Gain Over Listing (%)	149.88%
No. of Shares	1,31,96,238
Face Value (₹)	10

Share Holding Pattern

As on 30-06-2025



Share Performance From 11th September 2024 to 11 September 2025



Source - NSE



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Delhi, Delhi 110020

Mobile: 01142288700

Website: www.esc.co.in

A large blue circular graphic on the right side of the slide. Inside the circle, the words "Thank You" are written in a white, sans-serif font. Surrounding the text are several white circular icons connected by a thin white line. The icons represent various technology and business concepts: a computer monitor with gears, a puzzle piece, a cloud with a server, a server rack, a building, and a document with a checkmark and a padlock. The background of the slide features abstract blue and white wavy lines.