



## *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.



## REPUTED CLIENTELE ACROSS SECTORS

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Where You Turn

**GAR**

**Adobe**



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INFORMATION TECHNOLOGY DELHI

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NATIONAL INFORMATICS CENTRE  
**NICSI**  
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IP365° Leading Innovating Inspiring



**NIC** National Informatics Centre

**motherson**



**SHARDA UNIVERSITY**  
Beyond Boundaries



**Darcl**  
Logistics

**Sun Life**



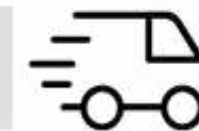
Manufacturing



Education



Healthcare



Logistics



Government



Media & Entertainment



Telecommunications



Defense



Legal Services



Financial Services

## 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 Margin	6.70%	4.29%	+56.42%	5.59%	7.26%	-23%
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%	+67.73%	3.43%	3.86%	-11.14%
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 deliberate investments in infrastructure, R&D, and workforce expansion during H1 and 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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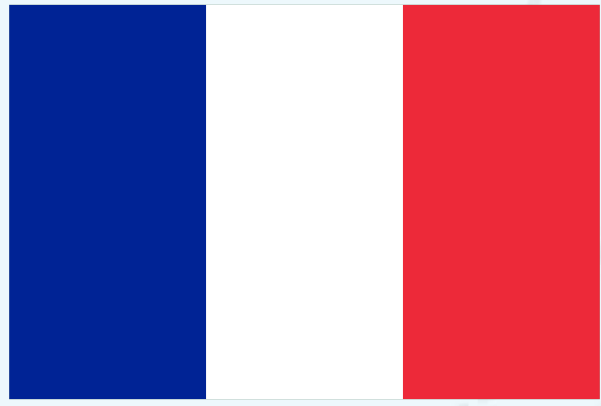
Geo expansion in South India

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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



## ✓ **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.



***Thank you for your time***

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