



TAKYON NETWORKS LIMITED

Investor Presentation



Book Running Lead Manager

Hem Securities Ltd.

Takyon – at a Glance

Providing
Comprehensive
Networking &
IT Infrastructure
Solutions,
Serving
Government
agencies and
Corporate
enterprises

9+ Years

IT Infrastructure Solutions

500+

Employees

₹100+ Crs.

Revenue

34.92% CAGR

FY22 to FY24 Revenue

20.43%

FY24: ROE

SERVICES & SOLUTIONS



IT Infrastructure Solutions



Data Center Solutions



IT Security & Surveillance



Cloud & Managed Services



Annual Maintenance Contract (AMC)



Facility Management Services (FMS)

Integrated Business Offerings

Company evaluates the needs of its customers and provides tailor-made solutions to suit each business strategy

Annual Maintenance Contract (AMC)

Facility Management Services (FMS)

IT Infrastructure Solutions

- Enterprise Networking
- Network Security
- Audio – Visual & Collaboration Services
- Security & Surveillance
- Data Center
- Cloud & Managed Services



Enterprise Networking

ROBUST, DYNAMIC & SECURE NETWORKING SOLUTIONS

- Offer complete networking services throughout by providing fast and reliable network connectivity services to various enterprises
- Ensuring the utmost security across the wired and wireless infrastructure of enterprises
- Assisting clients in their network transformation through providing experience, state-of-the-art tools, and proven processes

SERVICES:

- Optical Fiber and UTP for Voice
- Data and Video
- LAN Infrastructure
- WAN Infrastructure
- Point to Point and Point to Multipoint Outdoor Wireless Network
- Indoor & Outdoor Wi-Fi hotspot
- Software Defined Network



Network Security

High-performance Solution

- Offer solutions for Internal segmentation and Next-Generational firewalls
- Test and fix high-risk security gaps and defects
- Ensuring seamless management & protection of Client's network digitally
- Conducting threat analysis, network security reporting and an intelligent security search to fulfill security and compliance requirements

SERVICES:

- Next – Generation Firewall
- Advanced Threat Protection
- DDOS (Distributed Denial of Service)
- End Point Security



Audio – Visual & Collaboration Services

- Offering effective Unified Communications and Virtual Collaboration services and Audio-Visual solutions
- Providing better personalized experiences to the modern workforce
- Ensuring seamless and effective communications through phone calls, video conferencing, emails, etc.

SERVICES:

- IP Telephony
- Video Conferencing
- Interactive Boards & Display Solutions
- Audio Setup for Meetings & Conference
- Virtual Classroom Solution
- Unified Communication Solution
- Application based Call Centre Solution
- PA system for Conference Room (Wire & Wireless)



Security & Surveillance

end-to-end security solution

- Providing end-to-end security and surveillance solutions with proper maintenance and support facilities
- Executed major CCTV Camera Installation Projects for Police, Defense, Central Government Establishments, Nationalized Banks, Etc.

SERVICES:

- Advanced Traffic Management System
- CCTV Surveillance
- ANPR,FRS, RLVD
- Video Analytical Solutions
- Access Control System
- Retina based
- Biometric based
- Full Body Scanner
- Boom Barrier





Data Center Services

Supporting Future Technology

- Providing solutions for computing, data center switching and security in converged and hyper-converged data center establishments
- specialized to meet rapidly changing equipment standards and technological demands and create simpler and more adaptive data centers
- Next-generation data center services offer optimal flexibility that supports future technology
- Harnessing cloud-native data infrastructure ready for any workload

SERVICES:

Compute | Storage | Virtualization

Cloud & Managed Services

Enhance Agility, Efficiency and Reduce Cost

- Offers a comprehensive range of cloud computing services that can help our clients gain a competitive edge in the market
- Proficient in building and managing comprehensive cloud solutions efficiently
- Helps in eliminating unnecessary hardware, free up space on systems, enhance mobility and save money

SERVICES:

- Platform as a Service (PaaS)
- Software as a Service (SaaS)
- Infrastructure as a Service (IaaS)
- Cloud Security



Annual Maintenance Contract (AMC)

- Provide an onsite technical expert to deliver maintenance and support services
- Scope of work includes but not limited to following activities:

SERVICES:

- Providing Technical expert(s) Online or offline, as the case may be
- Routine check-up of the system, wherever necessary, for any faults and rectifications thereof
- Normal preventive maintenance of the computers, printers, and other accessories.
- Attending to any breakdown and emergencies, if any
- Any other services as may be required



Facility Management Services (FMS)



- Provides experienced and professional resources and personnel for scalable, enterprise wide, highly secure and reliable solutions
- Helps in Monitoring, Administration, Diagnostics and trend-based consulting services
- Ensuring management of customer's IT infrastructure consisting of networks, servers Databases and Packaged Applications

Notable Projects

Customer Name	Description	Amount (Rs. in Lakhs)
National Informatics Centre Services Incorporated (NICSI), Delhi	Network/Web Security Solution – Firewall	910.17
Deen Dayal Upadhyaya Gorakhpur University, Higher Education Department, Uttar Pradesh	Installation, Testing and Commissioning charges Cable laying with casing capping, Supply of Desktop, Switches, panels, Modules and UPS	319.96
Western Railways	Supply, Installation, Testing & Commissioning integrated surveillance security system PF 1 to 12 and concourse hall, waiting hall, foot over bridge, parking area, entry/exit area & ticket counters at Ahmedabad station as per RDSO specification RDSO/SPN/TC/65 2019 Rev. 5.0 of Ahmedabad Division	191.18
Centre for Development of Telematics (C DOT), Ministry of Communications	Security solutions for ISRP Portal – Web Hosting	135.72
Hindustan Aeronautics Limited (HAL)	Extension of CCTV Surveillance System	71.87

Order Book as of 31st July 2024

S. No.	Name of Organization	(Amount in Rs. lakhs)
1	Bihar State Electronic Development Corporation Limited	2,065.67
2	Madhya Pradesh Power Generating Company Limited	410.34
3	NCC Limited, AIIMS Bibinagar	1872.47
4	Bihar State Electronic Development Corporation Limited	1037.94
5	Bharti Airtel Limited	804.47
6	Department of Governance Reforms Punjab	191.66
7	Janeshwar Mishra Park	331.86
8	Bharat Sanchar Nigam Limited, Bangalore	243.41
9	Public Works Department, Uttar Pradesh	143.77
10	Skynet Services (5 years of O & M Pending)	80.1
11	Public Works Department, Uttar Pradesh	113.7
12	Research Designs & Standards Organization (RDSO)	86.02
13	Bihar State Electronic Development Corporation Limited	70.56
14	NTPC Unchahar	59
15	Uttar Pradesh Rajkiya Nirman Nigam Ltd. (UPRNN)	55.43
16	Uttar Pradesh Development Systems Corporation	35.12
17	HAL, Kanpur	46.92
18	HAL, Kanpur	38.55
19	Bharat Sanchar Nigam Limited, Patna	33.77
	Total	7,720.76



Geography Wise Revenue Bifurcation

(Rs. in Lakhs except %)

Geographical Areas	For the year/period ended (Based on Standalone Financial statement)					
	March 31,2024	%	March 31,2023	%	March 31,2022	%
Uttar Pradesh	3,797.74	38.02%	4,208.09	64.54%	3,344.45	56.63
Bihar	2,553.61	25.56%	32.32	0.50%	50.73	0.86
Madhya Pradesh	1,002.89	10.04%	836.42	12.83%	2.78	0.05
Chhattisgarh	609.13	6.10%	0.38	0.01%	-	0.00
Delhi	597.90	5.99%	253.67	3.89%	1,866.23	31.60
Assam	481.72	4.82%	316	4.85%	0.06	0.00
Other States	946.31	9.48%	873.75	13.40%	641.31	10.86
Total	9,989.30	100.00%	6,520.63	100.00%	5,905.56	100.00%

Competitive Strength

End to End IT services

- At each stage of the business life-cycle, offering services to address the customers' specific needs
- Enables to grow client relationships and scope of engagements and instill clients with confidence to address their diverse and dynamic business needs

Diversified Customer base

- Serving Government Sector, Esteemed Universities and Institute of National Importance, Hospitality, banking industry, etc.
- Developed long-standing relationships with some of these customers

Qualified and Experienced Management Team

- Promoters have 20+ years of experience
- Supported by a team of highly experienced and qualified personnel ensuring corporate excellence and technological innovation

Strong Order book

- Maintained a robust order book exceeding INR 7,720.76 Lakhs
- Helps in expansion and assessing capital requirements in line with business growth

Business Strategies

New Service Offerings and technology-enabled through Innovation

- Applying IoT to solar panels for climate and weather monitoring
- Aim is to gain expertise in emerging technology platforms, providing value-added services, cost competitiveness, speed and user-friendly solutions

Maintaining strong relationships with customers

- Conducting regular senior management reviews with key customers to engage them for feedback and future opportunities

Attract, develop and retain highly – skilled employees

- Engaging, motivating and developing a high performing workforce and aims to create and sustain a positive workplace culture and a benchmark against peers

Enhancing Operating Effectiveness & Efficiency

- Improving operational efficiencies to achieve cost reductions, helping in timely corrective measures in case of diversion and technology upgradation

Locations

- Registered Office at Lucknow, Uttar Pradesh while branch office at New Delhi

- ISO 27001:2012, ISO 20000-1:2018, ISO 9001:2015 Certified

Technical Repair Center



Registered &
Corporate Office



Customer wise Revenue Bifurcation

Top 10 Customers contribute 74.20% of Revenue as on Mar, 2024 on consolidated basis

Verticals						
	March 31,2024	%	March 31,202 ₃	%	March 31,202 ₂	%
Public Administration	4198.1	42.03	2415.22	37.04	2638.19	44.67
IT & ITES	1995.72	19.98	794.63	12.19	2123.67	35.96
Energy	1380.2	13.82	971.06	14.89	67.68	1.15
Public Infra	835.4	8.36	336.92	5.17	37.59	0.64
Railways	403.71	4.04	631.18	9.68	380.69	6.45
Education	353.65	3.54	659.18	10.11	396.64	6.72
Defense	286.71	2.87	120.96	1.86	9.96	0.17
Others (Real Estate, Food & Beverages, Health Pharmacy, BFSI, Automobile, Media, Hospitality, Security)	535.81	5.36	591.48	9.07	251.14	4.25
Total	9989.3	100	6520.63	100	5905.56	100Z

(Rs. in Lakhs except %)

Verticals	For the year/period ended (Based on Standalone financial statement)					
	March 31,2024	%	March 31,202 ₃	%	March 31,202 ₂	%
Govt.	5930.03	59.36	4245.73	65.11	3212.58	54.4
Non-Govt.	4059.27	40.64	2274.9	34.89	2692.98	45.6



Clients



Telecom



IT & ITes



Energy



Public Administration
Enterprise



Education



Railways & Defense

Authorized Partners



Leadership



Manish Kumar Sharma

Designation: Chairman &
Managing Director

Qualification: Bachelor of Arts,
Certification in Network Centered
Computing Curriculum from NIIT

Experience: 22 years



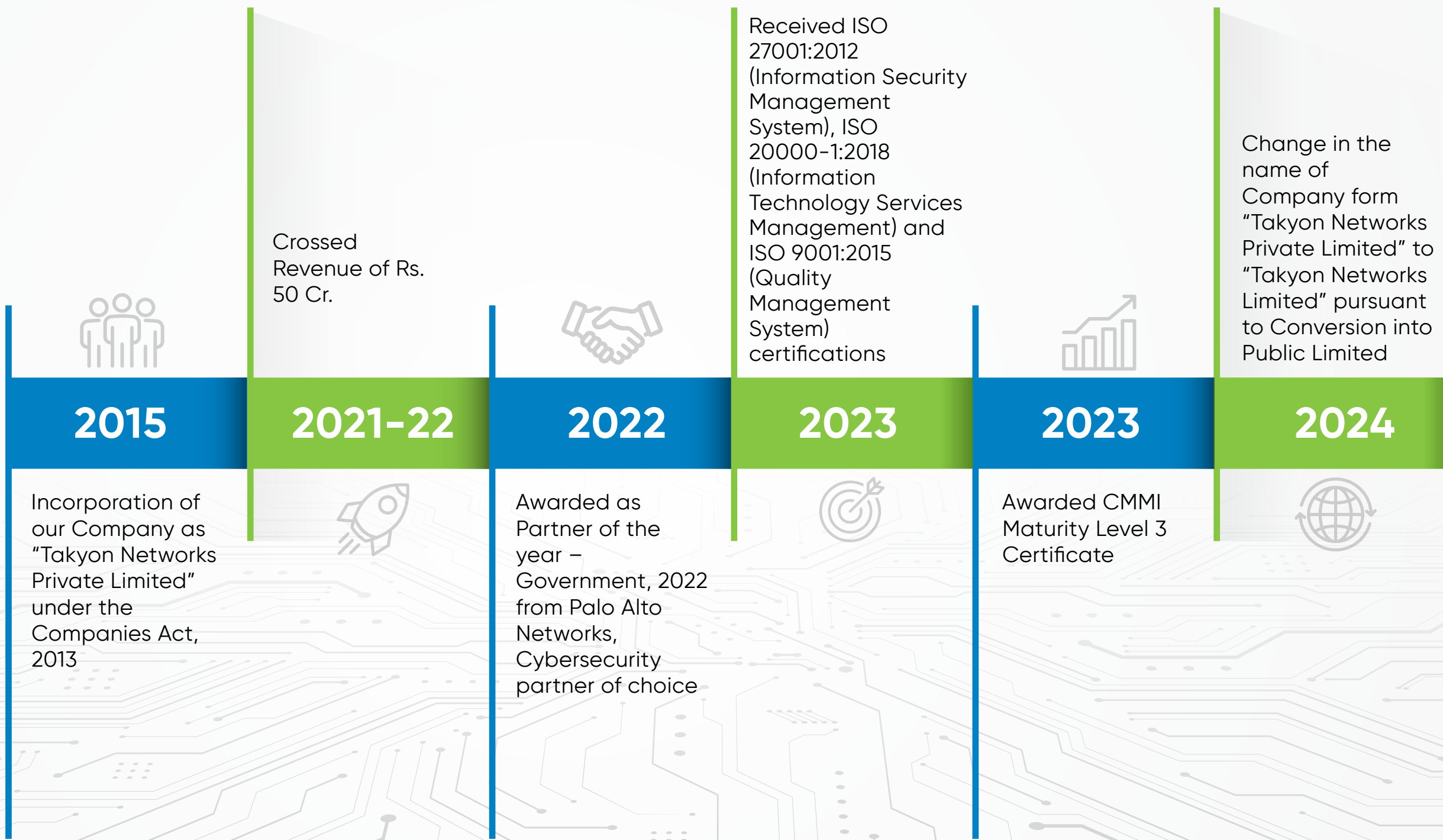
Neeraj Kumar

Designation: Whole Time
Director

Qualification: Bachelor of
Science

Experience: 25 years

Milestones



Peer Analysis

Verticals	For the year/period ended (Based on Standalone financial statement)						
	CURRENT MARKET PRICE (₹)	FACE VALUE	EPS BAIC/DILUTED	PE	RONW (%)	BOOK VALUE (₹)	TOTAL INCOME (₹ IN LAKHS)
Takyon network Limited	[.]	10.00	4.96	[.]	18.48	26.84	10824.54
Peer group							
Allied Digital Services Limited	290.50	5.00	8.07	35.40	9.29	104.64	68822
Synoptics technologies Limited	130.00	10.00	7.08	18.36	9.14	77.54	4341.66





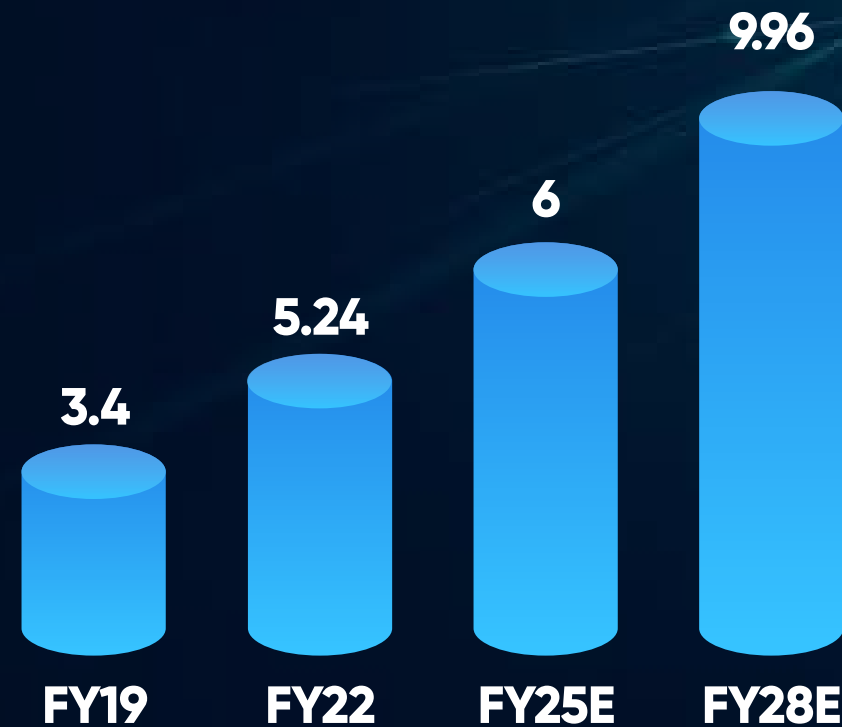
Industry Overview

- India's IT industry is likely to hit the US\$ 350 billion mark by 2026 and contribute 10% towards the country's GDP
- As per a survey by AWS (2021), India is expected to have nine times more digitally skilled workers by 2025
- Push towards cloud services has boosted hyper-scale data centre investments with global investments estimated to exceed US\$ 200 billion annually by 2025
- India's technology industry is on track to double its revenue to US\$ 500 billion by 2030
- With data costs at Rs. 10/GB (US\$ 0.12/GB), India ranks among the world's cheapest
- By 2025-26, India is expected to have 60–65 million jobs that require digital skills, according to a Ministry of Electronics & IT report titled "India's trillion-dollar digital opportunity."

Evolution of the Indian IT Sector

- Service exports from India has potential to reach US\$ 1 trillion by 2030
- India's public cloud services market grew to US\$ 3.8 billion in 1H2023, expected to reach US\$ 17.8 billion by 2027
- Artificial Intelligence (AI) is expected to boost India's annual growth rate by 1.3% by 2035, according to NITI Aayog
- India's digital economy is estimated to reach US\$ 1 trillion by 2025

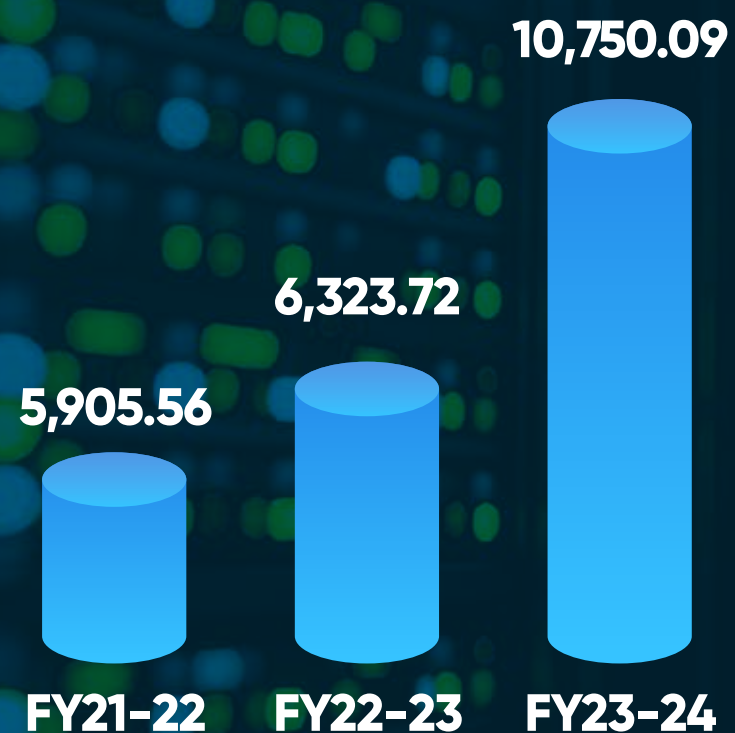
INDIA DATA CENTRE MARKET INVESTMENT (US\$ BILLION)



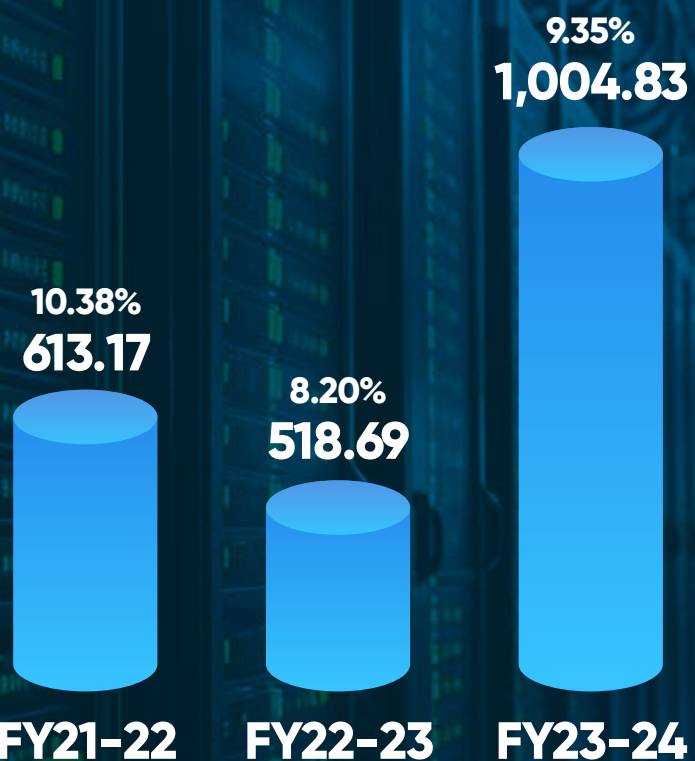
Key Performance Indicator

(Rs. in Lakhs except %)

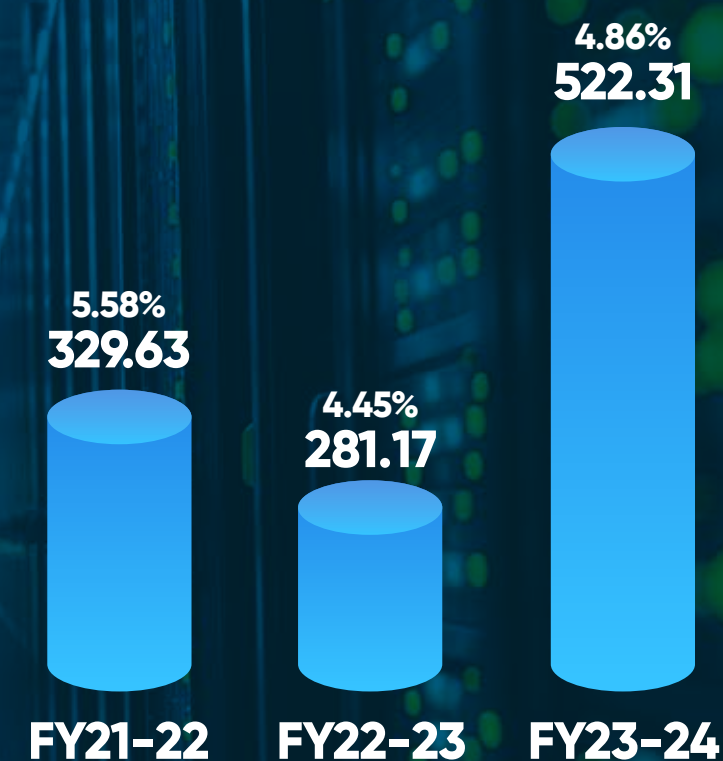
Revenue From Operations



EBITDA & EBITDA Margin

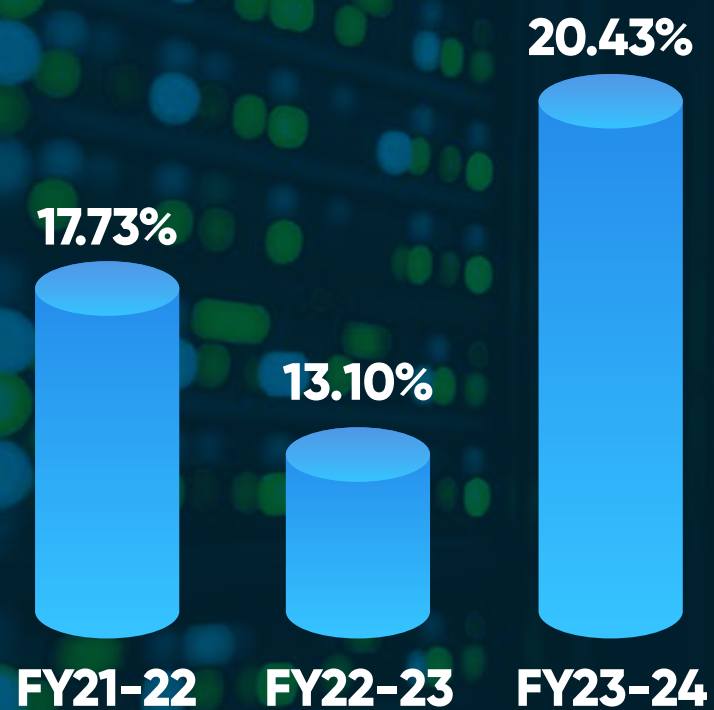


PAT & PAT Margin

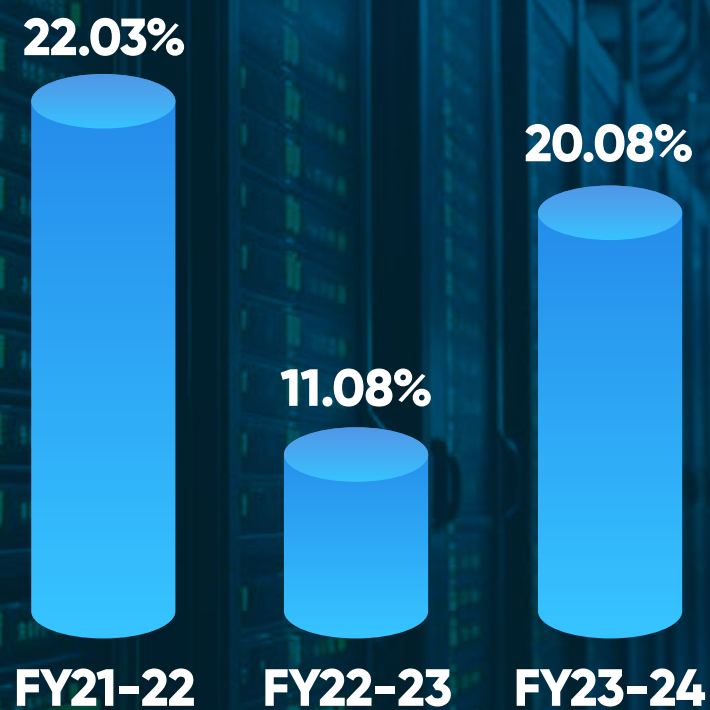


Key Performance Indicator

RoE (%)



RoCE (%)



Statement of Profit & Loss

(Rs. in Lakhs)

Particular	As at March 31,		
	2025	2024	2023
Income:			
Revenue From Operations	10,312.07	10,750.09	6,323.72
Other Income	35.63	74.45	72.89
Total Income	10,347.70	10,824.54	6,396.60
Expenses:			
Cost of Service Provided	2,646.13	2,763.57	350.57
Purchase of Stock in Trade	3,557.66	3,978.93	4,741.15
Changes in inventories of stock in trade	353.3	577.44	-1,487.21
Employee benefit expenses	1,747.34	1,646.74	1,525.08
Finance Cost	237.38	322.37	177.11
Depreciation and amortization expenses	68.47	70.47	59.11
Others Expenses	764.98	748.47	633.73
Total Expenses	9,375.25	10,108.00	5,999.55
Profit before exceptional ,extraordinary items and tax	972.45	716.54	397.06
Less: Exceptional Items		-	-
Profit before extraordinary items and tax (A-B)	972.45	716.54	397.06
Extra ordinary items		-	-
Profit before tax	972.45	716.54	397.06
Tax expense :			
Current tax	277.96	202.7	121.88
Deferred Tax	-7.29	-8.47	-5.99
Profit/(Loss) for the period After Tax- PAT	701.78	522.31	281.17
No. of Shares	1,05,30,000	1,05,30,000	1,05,30,000
Earning per Equity Share:			
(1) Basic	6.66	4.96	2.67
(2) Diluted	6.66	4.96	2.67



Statement of Assets & Liabilities

(Rs. in Lakhs)

Particular	As at March 31,		
	2025	2024	2023
I. EQUITY AND LIABILITIES			
(1) Shareholder's Funds			
(a) Share Capital	1,053.00	351	351
(b) Reserves and Surplus	2,475.27	2,475.55	1,935.44
(2) Share Application Money Pending Allotment		-	-
Minority Interest	0.25	0.19	0
(3) Non-Current Liabilities			
(a) Long-Term Borrowings	171.28	275.45	502.44
(b) Deferred Tax Liability(Net)	-	-	-
(c) Other Long-term Liabilities	-	-	-
(d) Long Term Provision	161.92	140.63	111.55
(4) Current Liabilities			
(a) Short Term Borrowing	1,036.22	1,561.11	1,361.31
(b) Trade Payables			
(i) total outstanding dues of micro enterprises and small enterprises; and	457.09	82.2	216.05
(ii) otal outstanding dues of creditors other than micro enterprises and small enterprises	2,563.46	2,116.71	2,009.12
(c) Other Current Liabilities	595.56	266.92	440.01
(d) Short-Term Provisions	56.15	13.17	40.09
Total	8,570.19	7,282.94	6,967.02
II.ASSETS			
(1) Non-Current Assets			
(a) Property, Plant and Equipment and Intangible Assets			
(i) Property, Plant and Equipment	256.42	277.3	243.99
(ii) Intangible Assets	34.95	78.18	121.42
(iii)Capital Work-in-Progress	-	-	-
(iii)Intangible assets under development			
(b) Non-Current Investment	-	-	-
(c) Deferred Tax Assets (Net)	16.97	9.68	1.21
(d) Long-term Loans and Advances	-	-	-
(e) Other Non-Current Assets	700.51	706.12	668.97
(2) Current Assets			
(a) Current Investments	-	-	-
(b) Inventories	827.13	1,180.43	1,739.89
(c) Trade Receivables	5,993.71	3,937.51	3,050.20
(d) Cash and Bank Balances	31.2	85.18	29.82
(e) Short-Term Loans And Advances	94.81	177.81	161.52
(f) Other Current Assets	614.5	830.72	950
Total	8,570.19	7,282.94	6,967.02



Cash Flow Statement

(Rs. in Lakhs)

Particular	As at March 31,		
	2025	2024	2023
Cash Flow From Operating Activities:			
Net Profit before tax as per Profit And Loss A/c	972.45	716.54	397.06
Adjustments for:	-	-	-
Opening Reserve Adjustment	-	-	-
Gratuity	10.66	18.95	18.15
Leave Encashment	15.33	13.84	12.46
Unrealised Profit on Stock	-	17.98	-
Depreciation & Amortisation Expense	68.47	70.47	59.11
Interest Income	-35.63	-68.14	-26.88
Finance Cost	237.38	322.37	177.11
Bad Debts	100.11	14.03	18.59
Minority Interest	-	-	0
Operating Profit Before Working Capital Changes	1,368.76	1,106.05	655.59
Adjusted for (Increase)/ Decrease in:			
Short term provision	-116.4	-	-
Long Term Provisions	21.69	-	-
Trade Receivables	-2,156.31	-901.35	-1,070.97
Inventories	353.3	559.46	-1,487.21
Other Current assets	216.22	213.99	-201.73
Other Non current Assets	5.62	-37.16	-35.79
Trade Payables	821.64	-26.25	1,028.53
Other Current Liabilities	328.63	-173.08	-260.76
Short Term Loans & Advances	83	-16.28	75.99
Cash Generated From Operations	926.15	725.38	-1,296.35
Net Income Tax (paid)\ / refunded	-144.96	-328.05	-105.62
Net Cash Flow from/(used in) Operating Activities: (A)	781.19	397.32	-1,401.97
Cash Flow From Investing Activities:			
Purchase of Property, Plant and Equipments (including capital work in progress & Intangible assets)	-4.35	-60.54	-47.89
Sale of Property, Plant and Equipments	-	-	0.15
Interest Income	35.63	68.14	26.88
Net Cash Flow from/(used in) Investing Activities: (B)	31.28	7.59	-20.86
Cash Flow from Financing Activities:			
Proceeds from Long term Borrowings (including Current Maturity)	109.54	132.53	790.99
Repayment of Long term Borrowings (including Current Maturity)	-213.72	-430.49	-222.79
Net Increase/(Decrease) in Short Term Borrowing	-524.89	270.76	763.96
Interest Paid	-237.38	-322.37	-177.11
Net Cash Flow from/(used in) Financing Activities (C)	-866.44	-349.56	1,155.03
Net Increase/(Decrease) in Cash & Cash Equivalents (A+B+C)	-53.98	55.36	-267.8
Cash & Cash Equivalents As At Beginning of the Year	85.18	29.82	297.62
Cash & Cash Equivalents As At End of the Year	31.2	85.18	29.82





Issue Structure

Equity Shares Offered for Sale	:	
Category Allocation	:	
Stock Exchange to be listed on	:	NSE Emerge
Issue Price & Size	:	
Lot Size	:	
Issue Period	:	
Issue Proceeds	:	<ul style="list-style-type: none">• To Meet Working Capital requirements• Repayment of a portion of certain borrowing availed by our Company• General Corporate Purpose
Book Running Lead Manager to the Issue	:	Hem Securities Ltd.
Registrar to the Issue	:	CAMEO CORPORATE SERVICES LIMITED



**TAKYON NETWORKS
LIMITED**



Hem Securities Ltd.

Building your wealth through values

904, A Wing, Naman Midtown,
Senapati Bapat Marg, Lower Parel, Mumbai-400013

Email: ib@hemsecurities.com

Website: www.hemsecurities.com

Tel No.: 022-4906-0000

Ramadhin Rane

ramadhin.r@hemsecurities.com

8369486356

DISCLAIMER

This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute prospectus or placement memorandum or an offer to acquire any securities. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. This presentation contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Takyon Networks Limited future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. We undertake no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances. This presentation cannot be copied and disseminated in any manner. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of Takyon Networks Limited.