

XtraNet Technologies Pvt. Ltd. – FY25 Outlook (As Shared by Management)

Dear UnlistedZone Investors,

We are pleased to share key insights and provisional financial data of **XtraNet Technologies Pvt. Ltd.**, as received directly from the company's management. This update outlines their FY 2024–25 performance and strategic roadmap for the future.

1. Financial Performance (Provisional – FY25)

Metric	FY 2024–25	FY 2023–24
Revenue	₹266.23 Cr	₹226.81 Cr
EBITDA	₹44.00 Cr	₹18.53 Cr
EBITDA Margin	16.5%	8.17%

Key drivers of improved profitability:

- Shift from low-margin hardware to high-margin AMC contracts.
- Expansion in services with low variable costs.
- Better operational efficiency.
- Independent bidding success—enhancing margins vs. past consortium-led contracts.

2. Segment-Wise Revenue Contribution (FY25)

Business Vertical	Gross Revenue (₹ Cr)
XTPL (System Integration)	254.44
XDPL (Digital Trust)	17.25
XBPL (BPO/ITES)	12.97
Subtotal	284.66
Less: Intercompany Adjust.	(18.43)
Total Consolidated	266.23

3. Robust Order Book & Pipeline

As per management data shared with us:

- **Orders in hand:** ₹348 Cr
- **Bids submitted:** ₹524 Cr
- **Open opportunities:** ₹1,046 Cr

This strong funnel indicates healthy visibility for FY26 and beyond.

4. Key Strategic Initiatives

- Launching in-house **Certifying Authority (CA)** to bolster PKI offerings.
- Development of **IoT-compatible security systems**.
- Introducing **AI-powered digital signature and contract authentication tools**.
- Expanding across **Asia and Africa** amid growing digital adoption.
- Investing in **quantum-resistant cryptography** and R&D.
- Strategic tie-ups with government and global technology players.

5. Capital Infusion Update

To support growth:

- ₹27 Cr equity raised
 - ₹8–10 Cr in long-term debt secured
- These funds are being utilized to enhance execution capacity and address rising working capital needs.

6. Vision: ₹2,000 Cr Revenue in 5 Years

XtraNet aims to scale its topline 7x over the next five years by:

- Strengthening high-margin service portfolios.
- Driving international expansion (GCC, Southeast Asia).
- Exploring strategic acquisitions.
- Investing in automation, cybersecurity, and emerging tech.



Final Note

We thank XtraNet's management for sharing this update exclusively with UnlistedZone. With its evolving tech stack, growing international presence, and visible revenue pipeline, the company is well-positioned for accelerated and sustainable growth in the years ahead.

Warm regards,
Team UnlistedZone