E2E Networks Limited
CIN- L72900DL2009PLC341980
Awfis, 1st Floor, A-24/9,Mohan Cooperative Industrial Estate
Mathura Road, New Delhi-110044, Phone No. +91-11-4084-4964
Email: cs@e2enetworks.com, Website https://www.e2enetworks.com/

Date: January 22, 2025

Corporate Service Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E),
Mumbai, Maharashtra-400051

Scrip Code/Symbol: E2E

Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation of the Company.

The aforesaid presentation is also accessible on the Company's website at https://www.e2enetworks.com.

This is for your information and records.

Yours faithfully,

For E2E Networks Limited

Ronit
Company Secretary & Compliance Officer
Membership No.: A59215

Encl: As above

Investor Presentation Q3FY25

E2E Networks

NSE Listed, AI-First Cloud GPU Platform

EXECUTIVE SUMMARY

New Delhi, India
e2enetworks.com

E2E Networks is an NSE-Listed, Meity empaneled AI-focused hyperscale cloud platform, offering Advanced Cloud GPUs and a comprehensive ecosystem of cloud technologies designed for the development and deployment of AI/ML/GenAI workloads on large scale compute clusters. Our battle tested and multi-region cloud platform is built to be performant, reliable, resilient and secure for all sizes and scale.

The company's mission is to provide **scalable**, **accessible** and **affordable** AI/ML/GenAI Cloud Platform needed by developers, data scientists, AI/ML/GenAI engineering teams, startups, enterprises, higher education and government bodies.

NVIDIA Partner

NSE LISTED   MeitY EMPANELED

OUR JOURNEY

to becoming the first major India-born Public Cloud focusing on Advanced AI/ML/GenAI Compute Workloads.

2009 - Inception

Inception of the company - E2E Networks Private Limited

2011-2014 - Seed Funding

Raised Seed from Blume Ventures and others.

2017 – Self Service Cloud Platform

Self-Service Cloud Platform.

2018 - NSE Emerge

IPO Listing on NSE Emerge, oversubscribed 70x, V100 GPU on E2E Cloud launched in September 2018

2019 - Pioneered Advanced Cloud GPUs in India

Launched advanced cloud GPUs in the Indian market.

2022 - NSE Main Board

Listed on main board of NSE.

2023 - Cloud GPUs and AI / ML Platform

Launched TIR – the advanced AI/ML platform. Started latest gen Cloud GPU deployments for H100, L40s, L4 in Oct-Dec 2023 quarter.

2024 (continued) – Strategic partnership with L&T and Expanded capacity

Snapshot of our Journey in 2024

E2E Cloud

~700
H100(s)
deployed till Dec 2024

~256
H200(s)
deployment Dec 2024

~700
A30, A100, A40, V100, T4, L4 & L40S

INR ~405 Crores
(September, 2024)

Successful Fund Raise

INR ~1,079 Crores
(December, 2024)

Fund raise along with Strategic Partnership with L&T to Accelerate Cloud and AI Innovation for Indian Enterprises

~ means nearly

Board Of Directors and Leadership

Mr. Tarun Dua

Managing Director

He holds a degree of Bachelor of Technology (Computer Engineering) from REC Kurukshetra. He has experience of more than 23 years in the field of Open source, Linux, virtualization, WebScale, Networks Operations and Cloud Computing Domain. He has been the director of the Company since Incorporation. Responsible for the culture and direction of the company.

Ms. Srishti Baweja

COO & Whole-Time Director

She holds degree in B. Com (H) from prestigious S.R.C.C, Delhi University, and completed Chartered Accountancy in November 2004. She has 20 years of experience in the field of finance, compliance, and accounting. She has helped to establish the finance function as a CFO through the early stage of the growth phase of the company. She is responsible for overall operations and management of the company along with Tarun Dua.

Ms. Megha Raheja

Whole Time Director & Chief Financial Officer

Megha is a Chartered Accountant with over 22 years of experience in IT/ITES and telecom industry. She has diverse experience in Financial Accounting & Reporting, Taxation, Treasury & Banking, Budgeting, Mergers & Acquisitions.

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Board Of Directors and Leadership

Mr. Aditya Bhushan

Independent Director

He is a seasoned professional with skills in creating business value for customers by designing solutions, transferring these into processes, embedding technology into processes thereby making them into consistent delivery platforms.

He has done MBA from Faculty of Management Studies, Delhi University and is a Bachelors in Business Studies, Delhi University.

Mr. Gaurav Munjal

Independent Director

Graduated from IIT Bombay and has professional experience of almost 15 years. He is the Managing Director of Infollion Research (recently listed on NSE-Emerge)which is the one of the largest and most comprehensive network of subject matter experts in the world. He has been working at the junction of technology and HR in the on-demand employment space for almost a decade.

Mr. Naman Sarawagi

Independent Director

He holds professional experience of over 12 years and has been part of early teams of Popular startups like Freecharge and Zipdal. He is also the founder of Refrens.com. He has invested in and advises multiple startups on product and marketing.

He holds a B.Tech degree from Maharshi Dayanand University, Haryana.

Board Of Directors and Leadership

Ms. Shrimati Ambastha

Non-Executive, Non-Independent Director

With over 33 years in IT, data center management, and cloud technologies, she has held leadership roles at Oracle, VMware, and NTT India GDC. As CEO of L&T-Cloudfiniti's Data Center Business, she is the first female CEO in the industry. Her expertise spans P&L, sales, business development, and alliances, working with hyperscalers and leading enterprises in sectors like financial services, manufacturing, and startups. Armed with a Master's in Computer Science, she has driven innovation and strategic partnerships with major brands like BAM Digital Realty and NTT Global Data Centers

Mr. Prashant Chiranjive Jain

Non-Executive, Non-Independent Director

Mr. Prashant Chiranjive Jain holds a B.Tech in Electrical & Electronics Engineering and an Executive MBA from ESMT Berlin, where he received the President's Award. With over 30 years of experience across sectors like Energy, Oil & Gas, and IT Consulting, he has led Sales & Business Development, Corporate Strategy, and P&L management. Mr. Jain served as Managing Director at GE Power India and held leadership roles at Siemens Ltd. for over 15 years. He has also worked at Schneider Electric India, Magna Infotech, and Telemecanique & Controls.

Board Of Directors and Leadership

E2E Cloud

Mr. Mohammed Imran

Chief Technology Officer

Extensive experience in cloud computing, networking, and open source software. Avid user and supporter of FOSS. Leads technology team to build innovative and reliable products using open source tech.

Mr. Kesava Reddy

Chief Revenue Officer

22+ years of experience in B2B sales and heads sales at E2E Networks. Worked for half a dozen startups on enterprise sales, building sales processes and growing high-performing sales teams.

Mr. Ronit Gaba

Company Secretary & Compliance Officer

With over 6 years of experience, Ronit is a proficient Company Secretary, expert in corporate governance and compliance. His background includes strategic advisory and regulatory compliance in the sugar industry & Automobile with education from from Delhi University and the Institute of Company Secretaries of India.

THE GenAI OPPORTUNITY

Global AI Market To Be A Trillion-Dollar Size 2032

E2E Cloud

Global AI Market Size - 2023

$110-130 Billion

CAGR 25-30%

Expected Global AI market size - 2027

$320-380 Billion

Training models are expected to generate more accurate results with better enterprise data and use case specific model training.
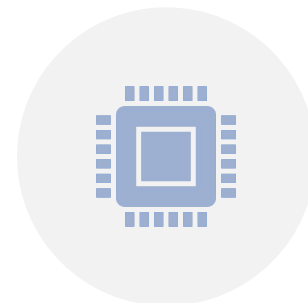
The advancement in compute power due to GPUs is expected to see optimum use with better training models.

AI with its natural language interface and easy usage has broadened user base which will lead to AI application in various products and services.

*Source- BCG-nasscom report on AI POWERED TECH SERVICES report

India Amongst The Top Five Nations For AI Talent

E2E Cloud

- BFSI
- Teach(Product and startups)
- Public sector
- Media
- Tech services
- Manufacturing
- Others

2023 US $7-9 Bn: 19%, 14%, 9%, 12%, 10%, 11%, 25%

- BFSI
- Teach(Product and startups)
- Public sector
- Media
- Tech services
- Manufacturing
- Others

2027E US $17-22 Bn: 16%, 16%, 15%, 10%, 10%, 8%, 25%
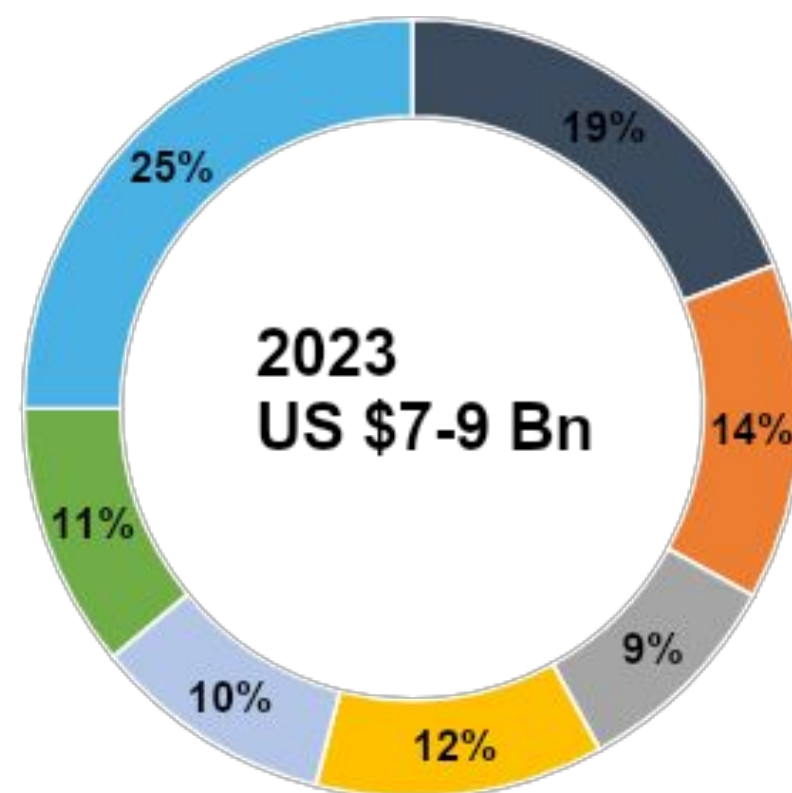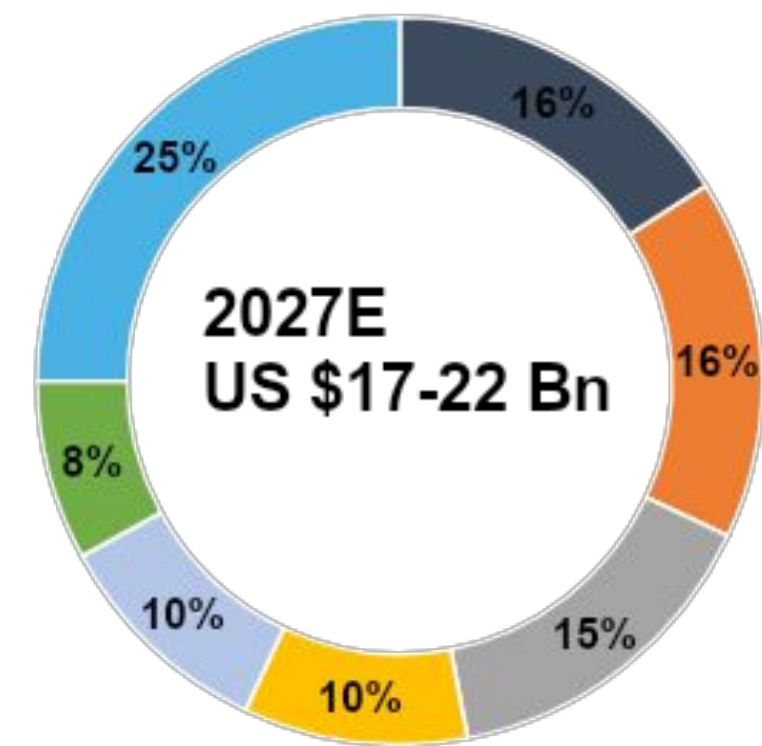
Trifecta of AI Opportunities

Advanced GPU Demand
Rapidly growing demand for advanced cloud GPUs like H100/H200 by Govt., Higher Education, Startups and Enterprises

Open Source AI
Rapid Increase in capabilities and availability of State Of The Art Open Source Models and plumbing to build GenAI

Data for AI/ML
India continues to be the data capital of the world thanks to its largely digitized population. The Government is committed to help establish Indian startups and enterprises become the leading AI innovators of the world by leveraging India's data sovereignty

*Source- BCG-nasscom report on AI POWERED TECH SERVICES report

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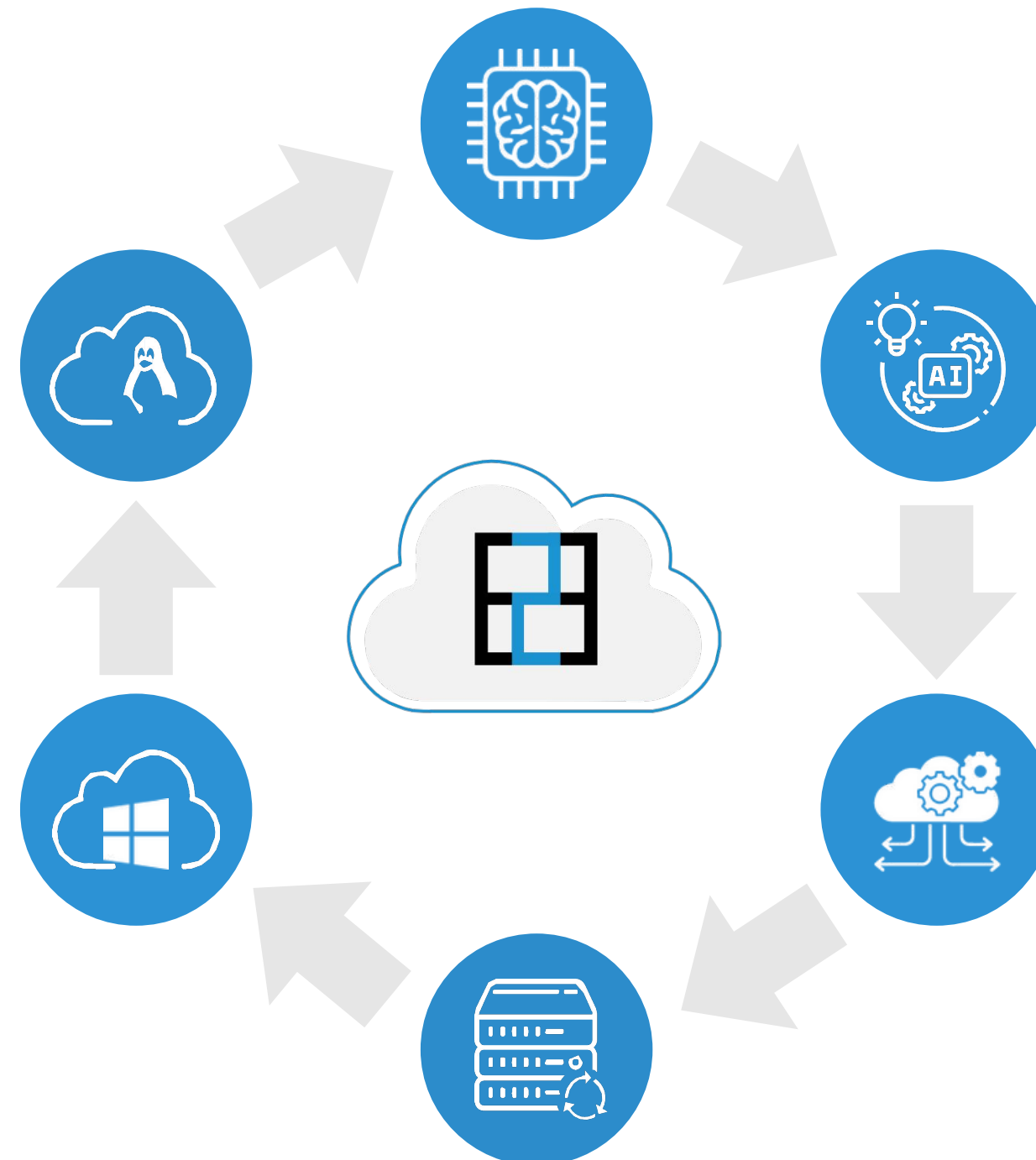# E2E CLOUD Platform

Cloud GPUs
Array of advanced Cloud GPU products for enterprise machine learning and Generative AI workloads.

Linux Cloud
Highly performant and affordable CPU Intensive, Memory Intensive and Smart Dedicated Compute on the Cloud powered with Linux

Large Scale GPU Clusters
Infiniband allows for low latency scalability of Cloud GPU clusters beyond the limits of a single physical machine with interconnects upto 3.2 Tbps.

TIR – GenAI Platform
GPU-backed Machine Learning platform packaged with top open source frameworks , AI/GenAI Training, Inference and Model End Point Deployments. On demand GPU Cluster Deployments.

Storage & Cloud Solutions
Cloud Solutions: LB, DBaaS, Firewall, Containers, Auto Scaling and Storage Solutions: Object Storage, Block Storage, Container Attached Storage, Elastic File System.

Containers & Serverless
Highly Performant Kubernetes Containers and OpenFaaS based serverless compute allows

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E2E CLOUD Capabilities

E2E Cloud provides an array of cloud solutions built on battle tested open source technologies that scale.


TIR - AI PLATFORM

CLOUD GPUs

SCALABLE FILE SYSTEM

Serverless FAAS

APIs

COMPUTE

DBAAS including VectorDB

OBJECT STORAGE

LOAD BALANCERS

AUTO SCALE

CONTAINERS

MULTI REGION

BLOCK STORAGE

VPC

SQS

India's most advanced Cloud GPU Platform

E2E Cloud has pioneered the most advanced cloud GPUs in the Indian market at best price-performance ratio.

H100/H200

- HGX 8 x H100/H200 & 4 x H100
- Up to 9x faster than A100
- Based on Hopper Architecture
- For large scale AI and HPC workloads

- H100s/H200s available in (1,2,4,8,16, 32, 64,128, 256 GPU configurations)

- InfiniBand Connectivity upto 3.2 Tbps

- High Performance Storage with multiple storage solutions for every use case
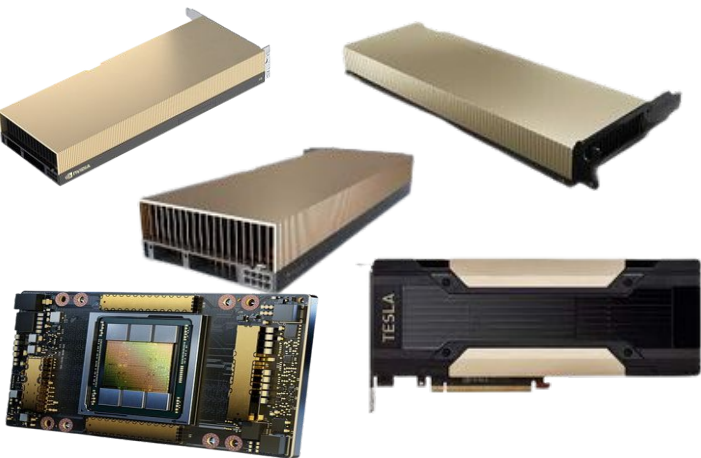
- Cloud GPU platform including A30, A40, A100 (40GB,80GB), V100(32GB),T4,L4 and L40S as of June 2024

A40   L4   T4

A30   L40S

A100 (40 GB, 80 GB)

V100 (32 GB)

TIR – Generative AI/ML Platform

E2E Cloud

Key Features

01 Rapid interactive development with Jupyter Notebooks

02 Quickly built AI/ML data pipelines

03 Bundled with latest drivers and frameworks

04 Integrated with Industry standard platforms

05 Easy access to high class datasets, models

Recent TIR Platform Enhancements

WandB Integration
keeps track of your machine learning experiments, log hyperparameters, metrics, and output visualization

Training Metrics
optimizes your training models effectively

LORA and BnB quantization options
Brings efficiency and precision in fine-tuning, fastens training times

vLLM
enables dynamic conversations with the model

Vector Databases Enhancements
enables quick recovery from data loss or testing scenarios

Continue training from previous check
allows cloning previous fine tuned models and create new model artifacts

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Frictionless Rapid Deployments TIR Platform

Value Drivers

Meity Empaneled Swadeshi cloud built using Open Source, ensuring data sovereignty and providing businesses with peace of mind by ensuring security requirements are met.
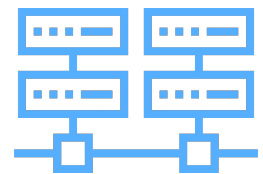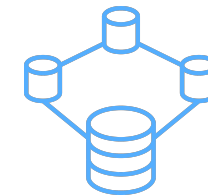
Best Price-Performance Ratio

Transparent and Consistent Pricing with no surprises

Made in India Advanced Cloud

Battle-tested open-source technologies, fine tuned and wrapped into our platform for multi-tenancy, security and Role Based Access Control

Support, Solutioning & Software

Our team has vast experience in scaling low latency & high-performance architectures at a scale. In-house capabilities to launch cutting edge products like Parallel File System
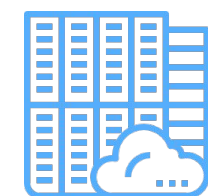
Cutting Edge Engineering

New features released recently added includes Training Metrics, Fine Tuning Features enhancements, Shareability of machine learning experiments and ability to restart trainings from previous checkpoints.
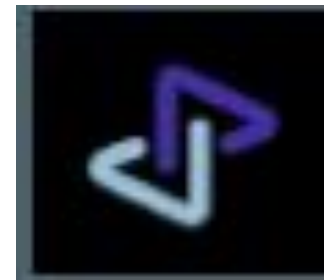
Top Rated By IAAS Customers

G2 Satisfaction Score

1 Google Compute Engine — **99**

2 Amazon EC2 — **86**

3 E2E Cloud — **80**

Source: G2 Top 20 IAAS providers- https://www.g2.com/categories/infrastructure-as-a-service-iaas?tab=highest_rated

Deep Experience Of Scaling Unicorns

AI/ML Customers
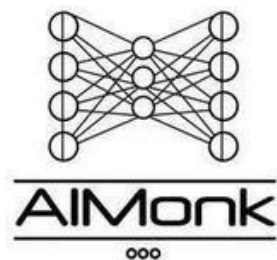
Media Coverage

E2E Networks becomes first company in India to procure 256 Nvidia H200 GPUs

By Suraksha P, ETtech • Last Updated: Oct 25, 2024, 07:57:00 AM IST
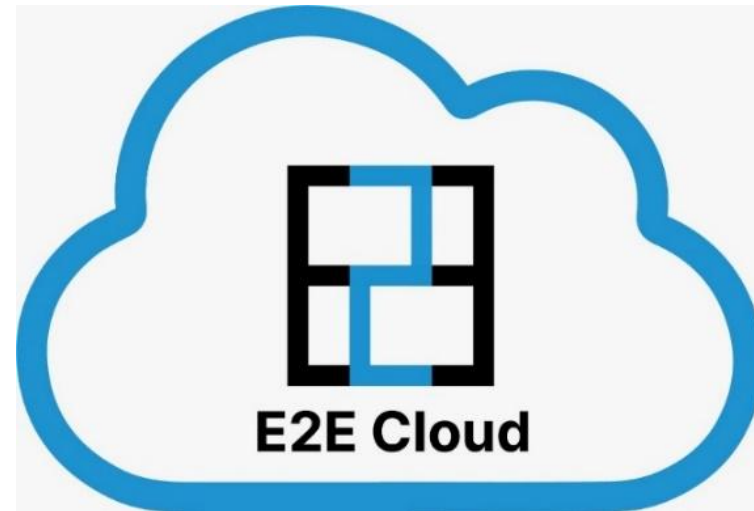
Synopsis
E2E Cloud's flagship product, TIR, an AI development studio, will be the first in India to feature H200 GPUs, giving developers access to cutting-edge infrastructure.
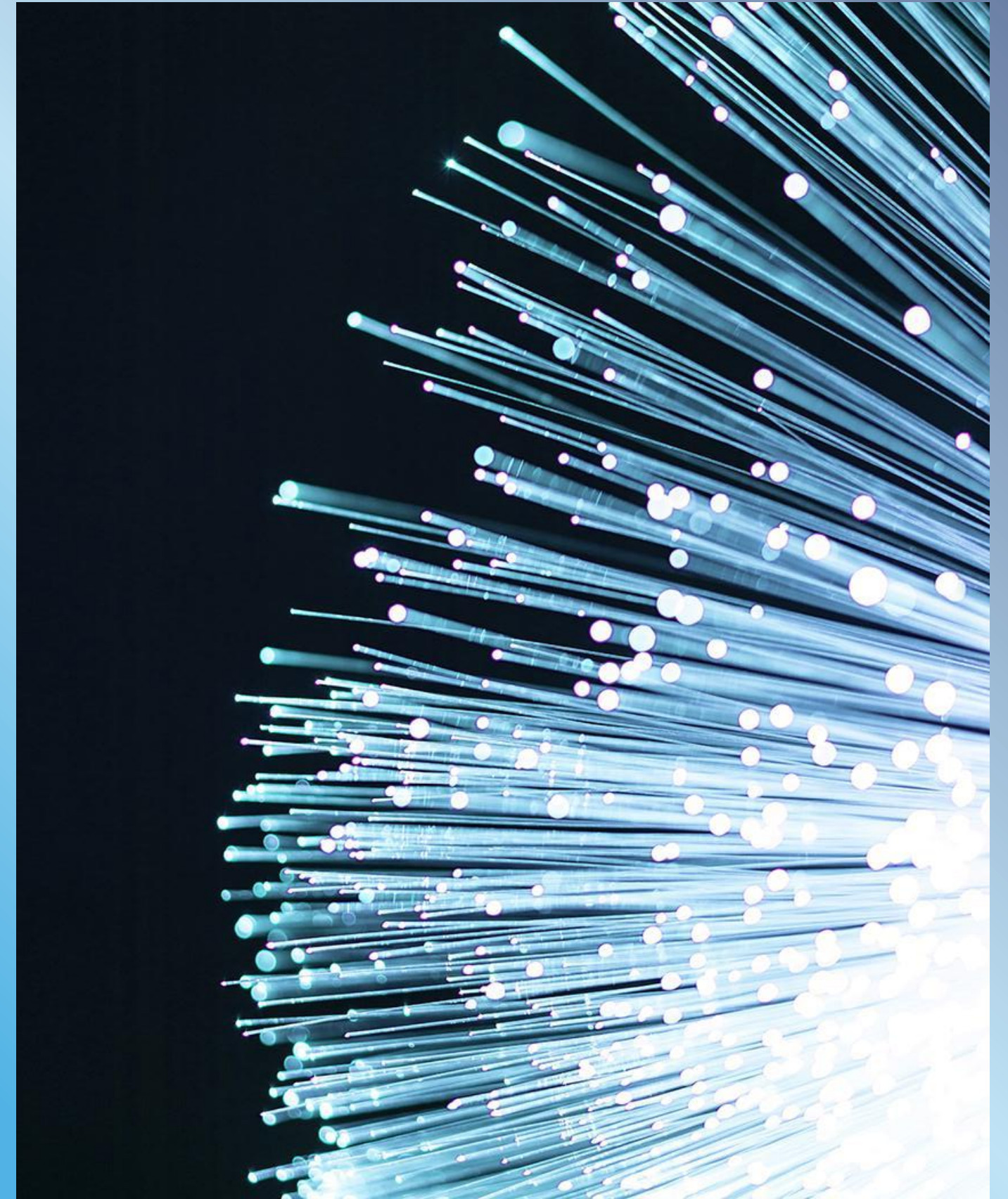

NSE-listed **E2E Networks** on Thursday announced that it was the first company to bring **NVIDIA** H200 **Tensor Core GPUs** to the Indian market.
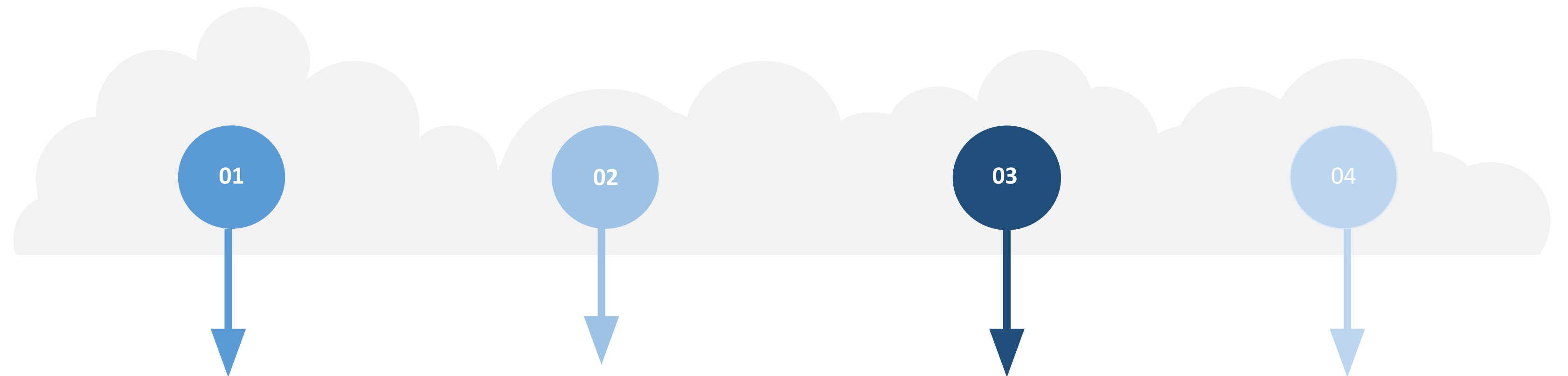
Economic Times Coverage 25th Oct 2024

Q3FY25 Updates

Strategic Partnership with L&T: Empowering next phase of growth

01

Access to Expertise

Integration of E2E Networks' Cloud and AI Cloud platform with L & T expertise in data center management and cloud solutions towards empowering startups and enterprise

02

Vision of Collaboration

To accelerate digital transformation for a diverse range of industries, fostering a technology-driven, sustainable future for India.

03

Driving Make in India

Journey towards 'Make in India' for running production-grade traditional CPU workloads and GPU-led GenAI innovation in India.

04

Empowering Businesses

Delivering a cloud ecosystem designed for businesses in India that want to drive growth, optimize costs and unlock the full potential of AI and digital transformation.

Strategic Priorities

E2E Cloud

01   Scale Up Accelerated Computing GPU Capacity

02   Increase Customer Base Diversity

03   Multi-Cloud Deployment Models including on-prem Sovereign Cloud Platforms to be supported

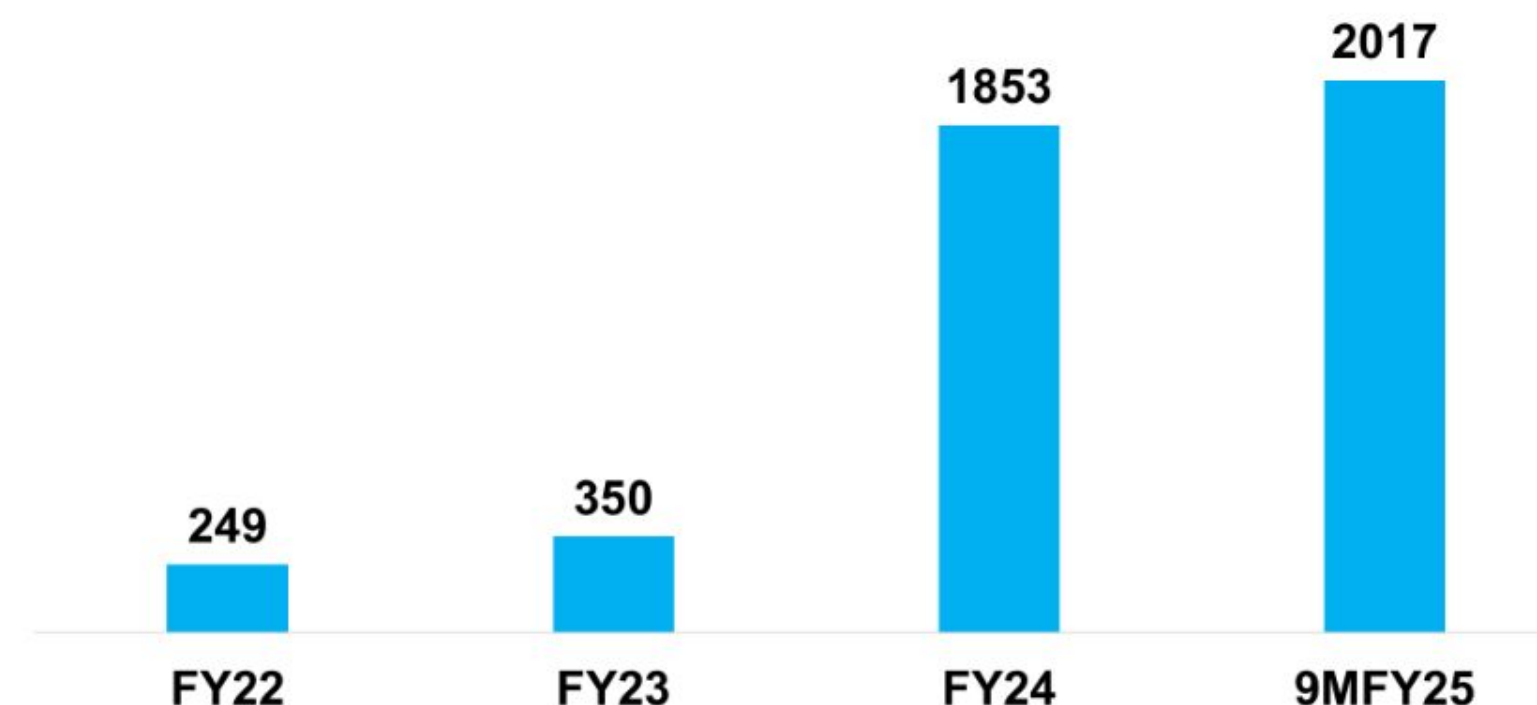**04**   Major new Cloud & GPU Region near Chennai

Fiscal Highlights

Q3-FY25 Financial Highlights

Revenue **INR 416 Mn** *73.7% YoY*	EBITDA **INR 246 Mn** *119.0% YoY*	EBITDA Margin **59.1%** *1223 Bps YoY*
PAT **INR 116 Mn** *107.7 % YoY*	PAT Margin **27.8%** *455 Bps YoY*	Diluted EPS **INR 7.0** *86.5% YoY*

Capex (INR Mn)

FY22	FY23	FY24	9MFY25
249	350	1853	2017

Raise Funds through Preferential issue of Equity shares

(In INR Mn)

Period	Fund Raised	Utilised in Q2'25	Utilised in Q3'25	Balance Funds
Q2'25	4,056.56	6.24	689.27	**3,361.05**
Q3'25	10,792.78	-	812.74	**9,980.04**
Total	**14,849.34**	**6.24**	**1,502.01**	**13,341.09**

Key Financial Metrics

(In INR Mn)

E2E Cloud

EBITDA and Margin %

FY22	FY23	FY24	9MFY25
229	331	479	833
44%	49%	50%	64%

PAT and Margin %

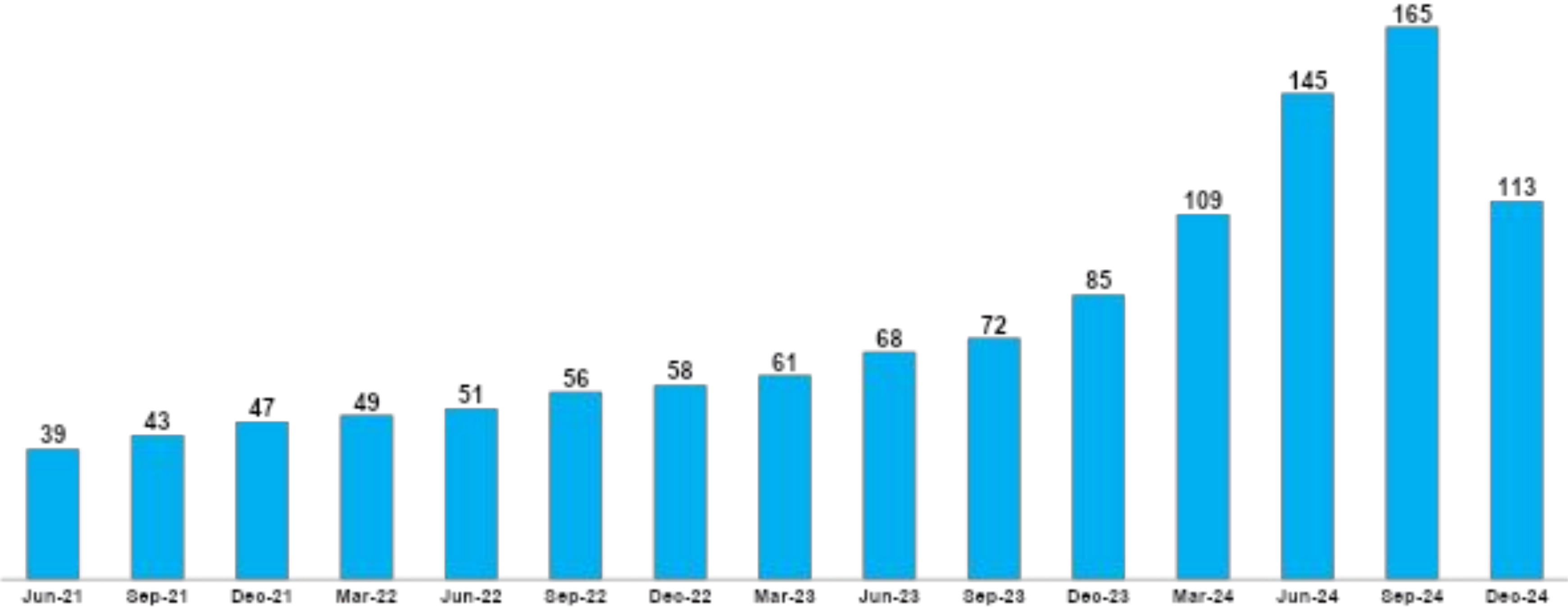| FY22	FY23	FY24	9MFY25
65	99	219	339
12%	15%	23%	26%
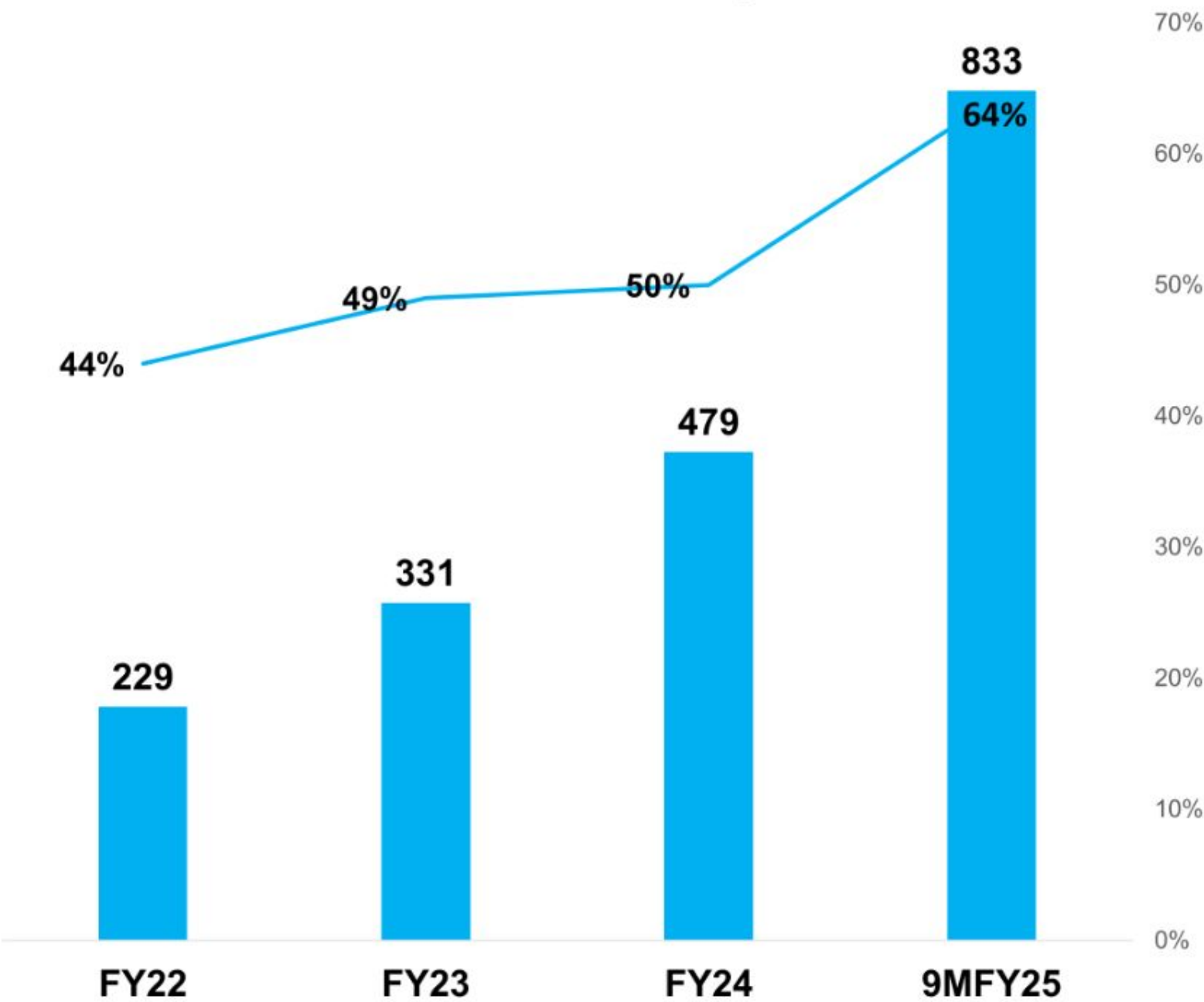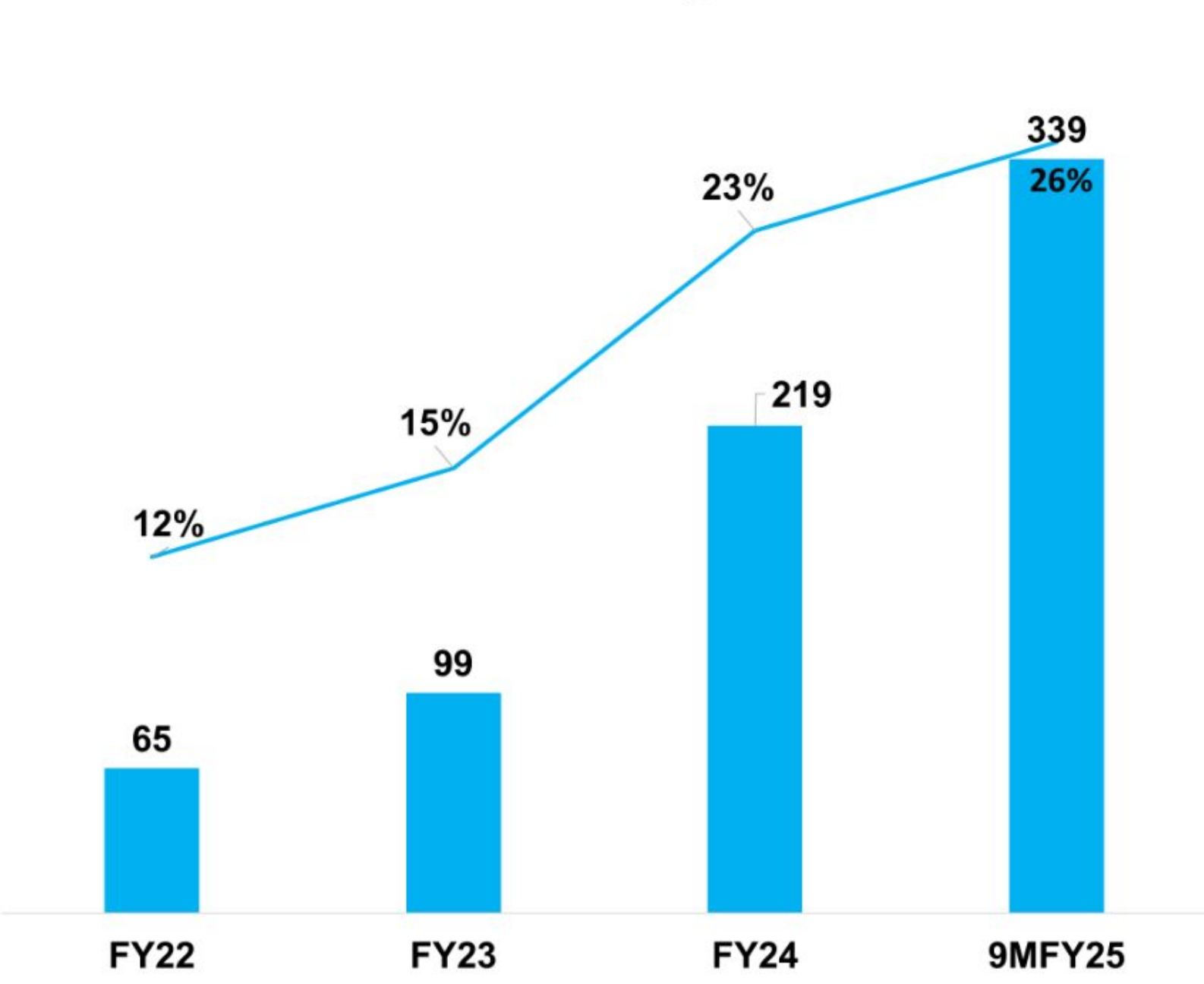
Monthly Revenue Runrate

Reason for revenue Decline in Q3

The decline in revenue and its growth in the current quarter is mainly due to churn/downscaling of training deployments which are bursty in nature and the revenue effect of de-provisionings has tended to be concentrated during this quarter due to customer concentration at a smaller scale. We anticipate this effect of bursty training workloads would eventually become muted at a larger scale that we intend to build for Cloud GPU computing infrastructure. We anticipate a resurgence in demand for advanced AI solutions over the medium term.

Quarterly ~ARPU For Top 500 customers (INR)
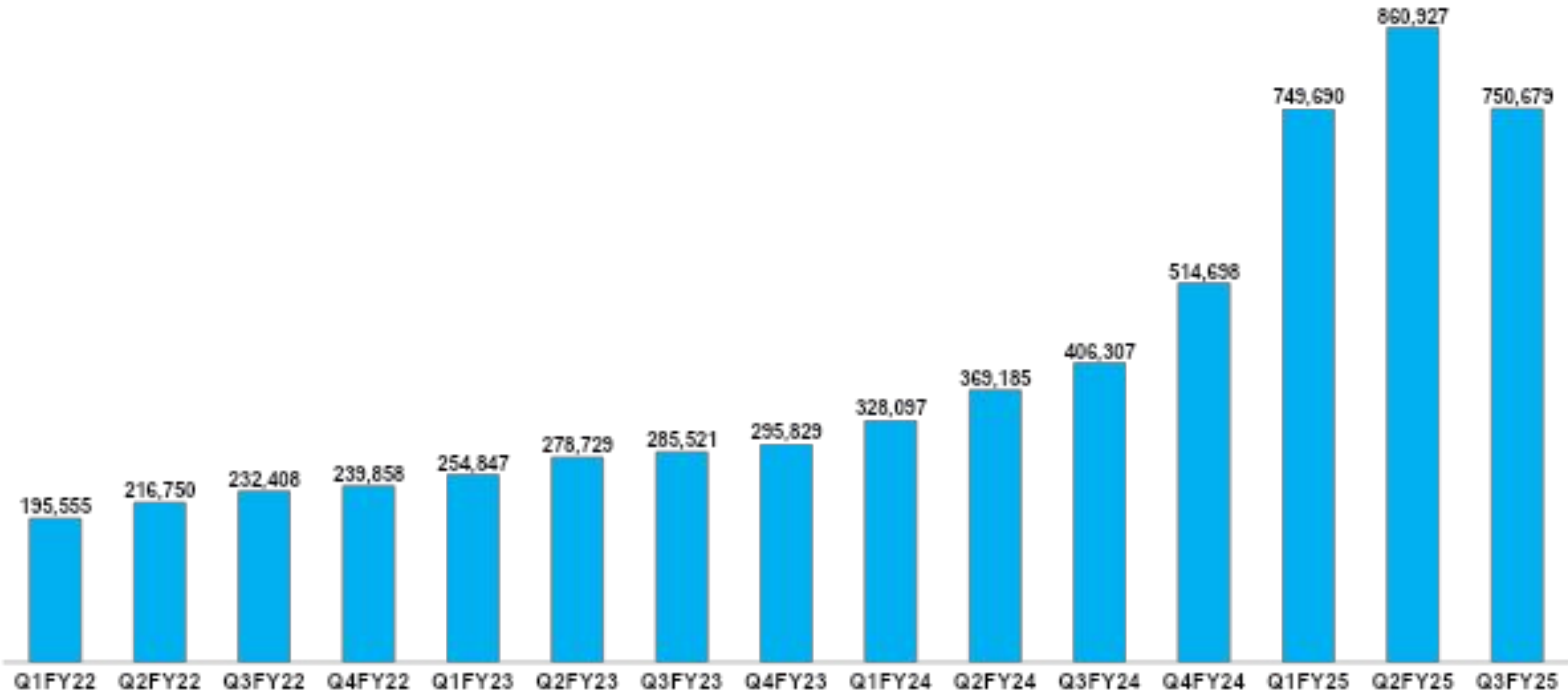
Debt and Lease Facilities

Facility Type	Facility Amount (INR Mn)	Outstanding Amount as on 31.12.2024 (INR Mn)
8.80% Term Loan	430	29
8.10% Term loan	250	204
8.53% Term loan**	70	-
8.19% Term loan	66	60
8.35% Term loan	14	12
8.46% Term loan	250	32
9.23% Term loan**	150	-
8.80% Term loan*	160	-
Other Loans**	11	-
Lease Facilities	880	660
Total	**2,281**	**997**

*The loan amounts have not been drawn down yet.

** The loan amount is fully repaid.

Q3 FY25 Financial Performance

Particulars (INR Mn)	Q3FY25	Q3FY24	Y-o-Y%	Q2FY25	Q-o-Q%
Operational Revenue	416	240	73.7%	476	(12.6%)
Total expenses	170	128	33.7%	162	5.0%
EBITDA	246	112	119.1%	314	(21.7%)
EBITDA Margin %	59.1%	46.7%	1223 bps	65.9%	(683) Bps
Other Income	127	6	1908.1%	9	1315.7%
Depreciation	178	36	389.4%	126	41.5%
Finance Cost	40	8	399.3%	36	12.1%
PBT	155	74	108.8%	161	(3.8%)
Tax	39	18	114.2%	40	(1.5%)
PAT	116	56	107.7%	121	(4.3)%
PAT Margin %	27.8%	23.3%	455 bps	25.4%	242 bps
Basic EPS	7.4	3.9	90.9%	8.2	(10.3) %
Diluted EPS	7.0	3.8	86.5%	7.8	(9.8) %

Yearly Trends | Income Statement

Particulars (INR Million)	9MFY25	FY24	FY23	FY22
Operational Revenue	**1,305**	**945**	**662**	**519**
Total Expenses	472	465	332	290
EBITDA	**833**	**479**	330	**229**
EBITDA Margin %	*63.9%*	*50.7%*	*49.8%*	*44.1%*
Other Income	140	16	8	4
Depreciation and Amortization Expense	411	157	201	178
Finance Cost	110	36	5	2
PBT	**452**	**302**	**132**	**53**
Tax Expenses	113	83	33	(12)
PAT	**339**	**219**	**99**	**65**
PAT Margin %	*26.0%*	*23.1%*	*15.0%*	*12.5%*

Yearly Trends | Balance Sheet

Particulars (In INR Million)	Sep-24	Mar-24	Mar-23	Mar-22
EQUITY AND LIABILITIES				
Equity share capital	169	145	145	145
Other equity	4,705	564	349	240
Borrowings	1,146	1,031	6	9
Lease liability	666	410	52	12
Other Non-Current liabilities	165	93	17	12
Other Current liabilities	831	309	115	62
TOTAL EQUITY AND LIABILITIES	**7,682**	**2,552**	**684**	**480**
ASSETS				
Property, plant and equipment	2,127	1,558	229	226
Intangible Assets	133	122	135	132
Right of Use Asset	701	424	55	12
Non-Current Financial Assets and tax assets	80	63	3	16
Current Financial assets	4,297	153	252	89
Other current assets	344	232	10	5
TOTAL ASSETS	**7,682**	**2,552**	**684**	**480**

Contact Us

Company Contact

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investors@e2enetworks.com
Contact: +91–11–4113 3905
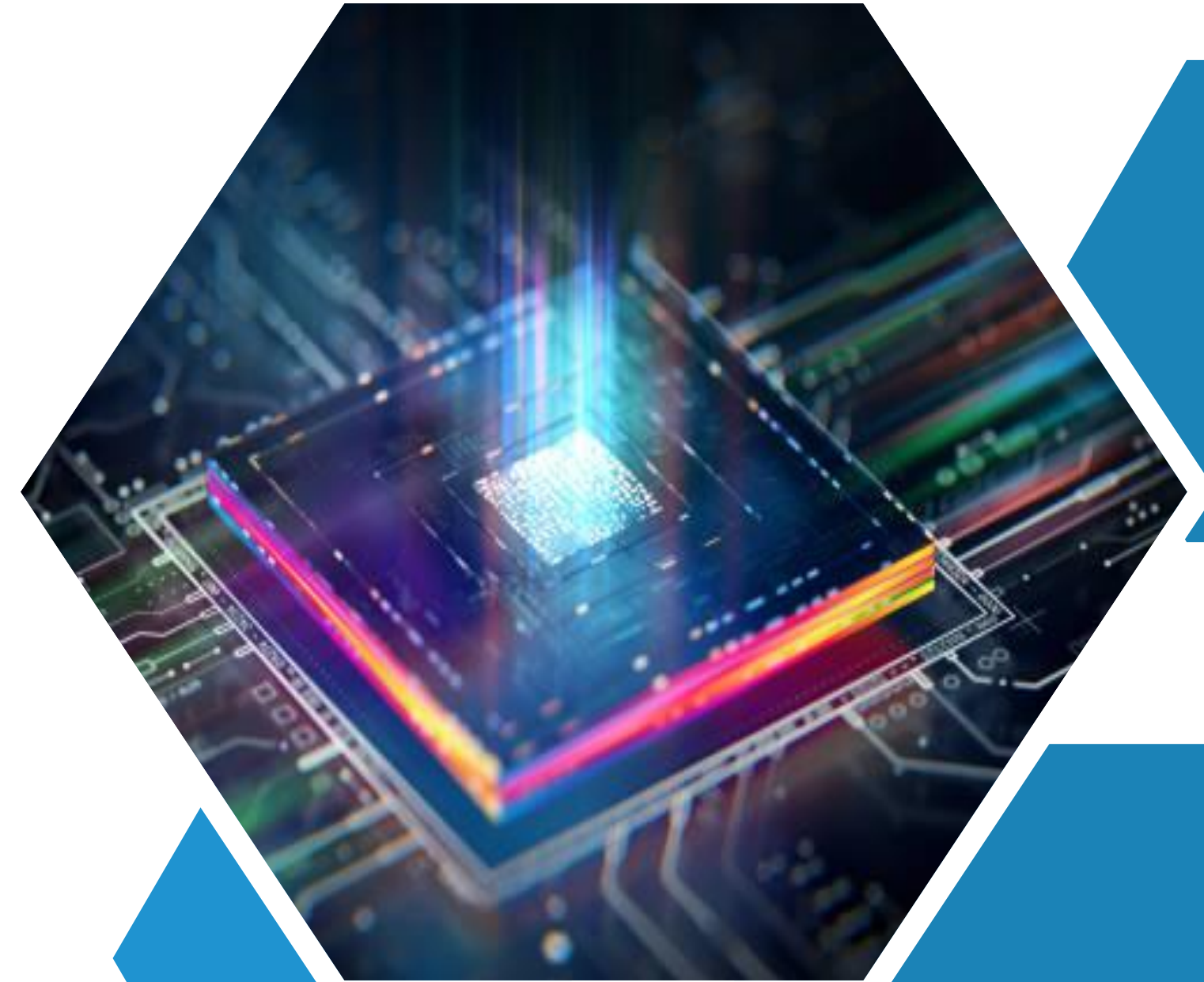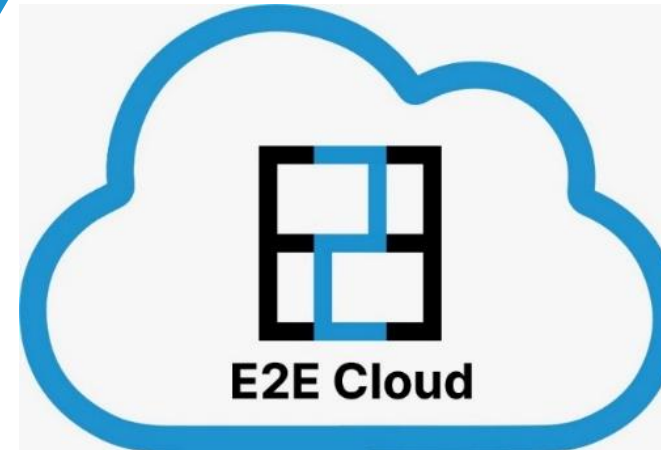
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E2E Cloud