E2E NETWORKS LIMITED

Investor update- Presentation

FY20-21 H1 results

SAFE HARBOR

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 to "E2E Networks" future business developments and economic performance.

While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, 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.

E2E Networks undertakes no obligation to publicly revise any forward-looking statements to reflect future / likely events or circumstances.

< 2 >

INDEX

➢ E2E overview

➢ Pricing comparison amongst Peers

➢ New Products/ Features added recently

➢ Recent events Impact on E2E

➢ Financials snapshot and Business strategy

< 3 >

E2E overview

< 4 >

E2E Overview

Description*	Rs in crs
Equity share Capital	14.4
Net Worth[1]	24.5

[1] Includes Equity share capital plus Reserve & Surplus

Established in 2009, E2E Networks (among largest Indian Public Cloud Companies in India)-:

- ✓ Built our own Cloud Infra and developed our Technology Stack
- ✓ IPO listing on NSE Emerge in May'2018 received huge response and was subscribed up-to 70 times.
- ✓ Offers wide range of products (GPU's , Object store , Smart dedicated servers, Virtual /dedicate compute nodes, backup plans among others)
- ✓ Most competitive price among its peers, best value in the industry
- ✓ Easy to understand pricing, +1400 Billed Customers
- ✓ Round the clock operation center (24 X7 data centres operation)
- ✓ Experienced leadership team to spearhead growth

Shareholding Pattern*

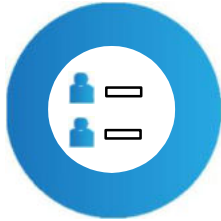|	
Promoters	58.7%
Public	41.3%

*As on 30th Sep'20

E2E Benefits

Reliable Performance

Experience better & optimized performance across workloads

Low Latency

Advantage of Indian Datacenters

Affordable Pricing

Best in Industry Plans

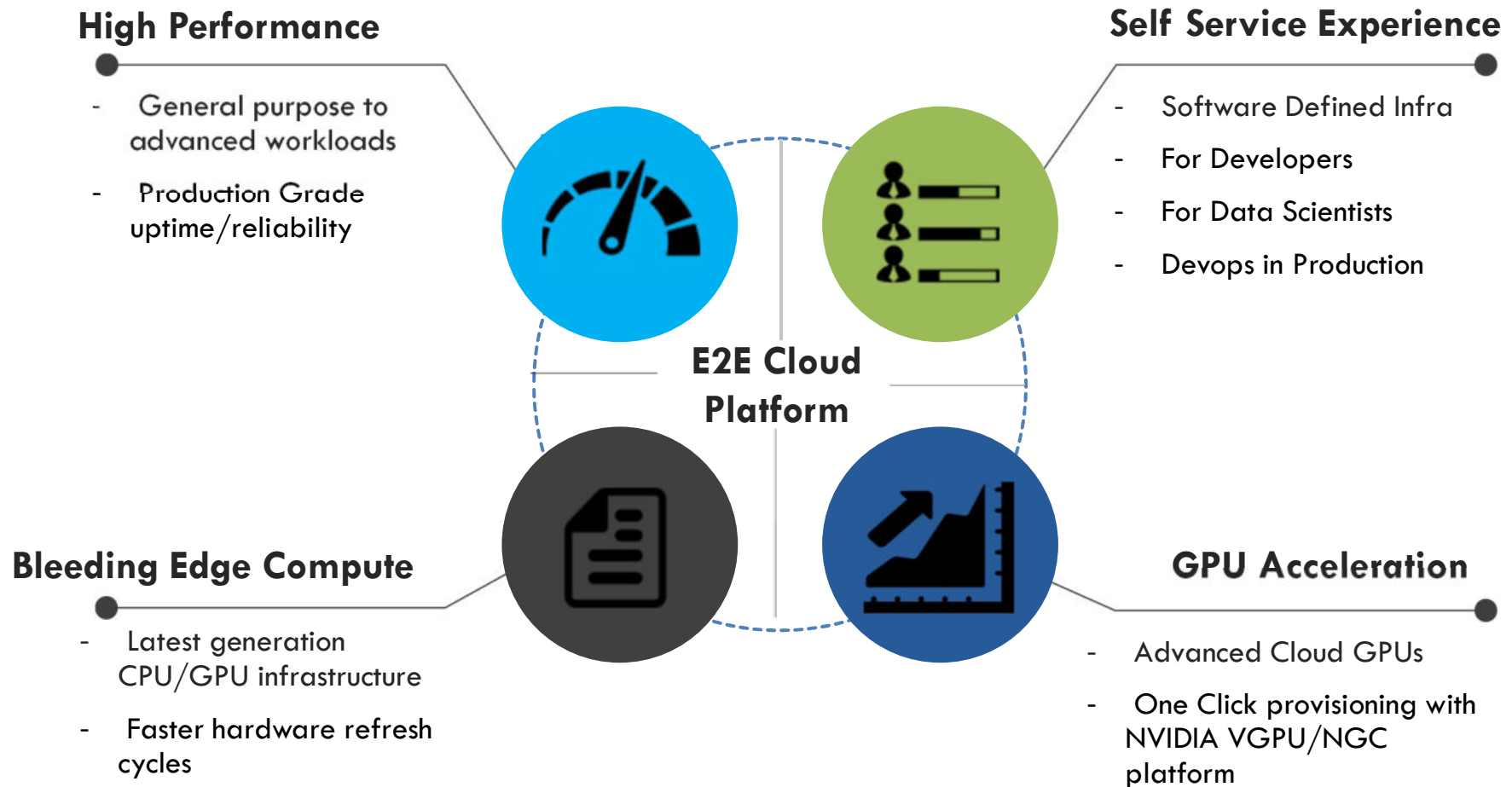**Self Service Cloud Platform**

Easily launch & manage your nodes

Scalable

Easily Upgrade/ Downgrade your server on demand as per your need

< 6 >

E2E Cloud Infra Platform: FOCUS AREAS

High Performance

- General purpose to advanced workloads
- Production Grade uptime/reliability

Self Service Experience

- Software Defined Infra
- For Developers
- For Data Scientists
- Devops in Production

E2E Cloud Platform

Bleeding Edge Compute

- Latest generation CPU/GPU infrastructure
- Faster hardware refresh cycles

GPU Acceleration

- Advanced Cloud GPUs
- One Click provisioning with NVIDIA VGPU/NGC platform

< 7 >

E2E Seasoned and Professional Senior Management Team

Mohamed Imran

CTO

Srishti Baweja

Whole time Director

Kesava Reddy, VP Sales,

Sales & Marketing

Himank Saini Sadh, VP Delivery

Product Delivery

Varun Taneja

CFO

Neha Baid

Company Secretary & Compliance Officer

Tarun Dua

Chairman & Managing director

< 8 >

E2E Comparison of Cost vs Peers

Description	E2E	GCP	AWS	Digital Ocean	Azure
Plan Type	M.60GB	n1-standard-8	Linux on m4.2xlarge	Memory-Optimized	B16MS
vCPU	12	8	8	8vCPUs	16 vCPU's
RAM	60	30	32	64GB	64 GB
Storage	450 GB	2x375 GB	EBS only	600 GB	128 GB
Price Per Month	Rs 4,745	Rs 20,418	Rs 21,491	Rs 35,861	Rs 32,120
Price Per Hour	Rs 6.5	Rs 27.97	Rs 29.44	Rs 49.12	Rs 44
Source	https://www.e2enetworks.com/memory-intensive-computing-ssd-series-m	https://cloud.google.com/compute	https://aws.amazon.com/ec2/pricing	https://digitalocean.com/pricing/	https://azure.microsoft.com/en-in/pricing

Note:

- *₹ Price per Month and Per Hour has been rounded for ease of representation*
- *Price in India or APAC as published in respective website and conversion as on Nov' 20*

< 9 >

New Features /Products added recently
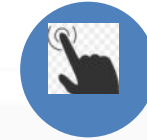
< 10 >

PRODUCTS FEATURES ADDED/TO BE ADDED

Reserved IP
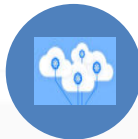Manage your IP addresses from the intuitive MyAccount portal of E2E Cloud.

BitNinja Integration
Allows user to easily enable BitNinja Server security modules.

1-Click Deployment
Quick deployment using pre-baked Images for popular applications

Kubernetes
Allows to create master and worker nodes in 1-click . Worker nodes can be launched in desired compute node SKU's

Object Store
Store, backup and archive content for your web apps or data from AI/ML pipelines.
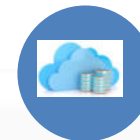
CDN
Global content delivery network that distributes your content & web pages to end-users with minimal latency, creating enhanced experiences for your customers.

< 11 >

PRODUCTS FEATURES ADDED/TO BE ADDED

Block Storage*

➤ Simple One Click Setup and Management

➤ Great performance and flexibility

RDS*

➤ Simple One Click Setup, deployment and Management

➤ Easy backup and restoration

*Expected date of launch FY 20-21

< 12 >

GPU CLOUD @ E2E NETWORKS

Currently offering:-

- *NVIDIA A100 GPU Cloud servers*
- *NVIDIA V100 GPU Cloud servers*
- *NVIDIA RTX8000 GPU Cloud servers*
- *NVIDIA T4 GPU Cloud servers*

Machine Learning	Computer Vision
Deep Learning for NLP	Object Recognition

Visual Computing

One Click vDWS/VCS via VGPU

Hourly/Monthly Billing

60 Second NGC currently via CLI

Ongoing integration with NGC for One Click

< 13 >

GPU 8 X A100 COST COMPARISON OF E2E COST VS PEERS

Description	E2E	Oracle	AWS
Plan Type	GDC.8xA100 128.960GB	BM.GPU4.8	p4d.24xlarge
vCPU	128	128	96
RAM	960 GB	2048 GB	1152 GB
GPU Memory	320GB	320 GB	320 GB
Storage	6000 GB SSD	-	8 X 1000 GB
Price Per Month	Rs 7,00,000	Rs 12,99,919	Rs 17,69,756
Price Per Hour	Rs 1360/ Hr	Rs 1780.71/ Hr	Rs 2424.32/ Hr
Source	https://www.e2enetworks.com/gpu	https://www.oracle.com/in/cloud/partners/gpu.html	https://aws.amazon.com/ec2/pricing/on-demand/

Note:

- *₹ Price per Month and Per Hour has been rounded for ease of representation*

- *Price in India or APAC as published in respective website and conversion as on Nov'20*

< 14 >

GPU V100 COST COMPARISON OF E2E COST VS PEERS

Description	E2E	GCP	AWS	Azure
Plan Type	GPU.V100	n1-custom-12-65536	p3.2xlarge	NC6s_v3
vCPU	8	12	8	12
RAM	120	64	61	112
GPU Memory	32 GB	16 GB	16 GB	16 GB
Storage	900	1125	Extra charges	736 GB
Price Per Month	Rs 50,000	Rs 1,21,739	Rs 1,67,535	Rs 1,47,645
Price Per Hour	Rs 100	Rs 166.8	Rs 229.5	Rs 202.3
Source	https://www.e2enetworks.com/gpu	https://cloud.google.com/compute/gpus-pricing	https://aws.amazon.com/ec2/instance-types/p3/	https://azure.microsoft.com/en-in/pricing

Note:

- *₹ Price per Month and Per Hour has been rounded for ease of representation*
- *Price in India or APAC as published in respective website and conversion as on Nov'20*

< 15 >

GPU T4 COST COMPARISON OF E2E COST VS PEERS

Description	E2E	AWS	GCP
Plan Type	GPU.T4	g4dn.2xlarge	n1-highmem-8
vCPU	12	8	8
RAM	55	32	52
GPU Memory	16	16	16
Storage	900	225	1125
Price Per Month	Rs 17,500	Rs 41,172	Rs 44,895
Price Per Hour	Rs 30/ Hr	Rs 56.4/ Hr	Rs 61.5/ Hr
Source	https://www.e2enetworks.com/gpu	https://aws.amazon.com/ec2/instance-types	https://cloud.google.com/compute/gpus-pricing

Note:

- *₹ Price per Month and Per Hour has been rounded for ease of representation*

- *Price in India or APAC as published in respective website and conversion as on Nov'20*

< 16 >

Recent events Impact on E2E

< 17 >

COVID/LOCKDOWN IMPACT ON BUSINESS

Supply Chain Disruptions

➢ **Hardware Supply chain was impacted due to general shut down in logistics.**

➢ **There has been price volatility and delays in Procurement, Delivery of Servers & Equipment's.**

Work From Home

➢ **Most Teams including sales are working from home currently and using online meetings to interact with each other and customers.**

Customer Sentiment

➢**Existing Customers and Prospective Customers have a cost savings focus, this results in revenue contraction of existing customers, some logo churn and increased traction in new customer acquisition**

New Products/ Features

➢**New products / features launches impacted as priority is to service existing needs fully.**
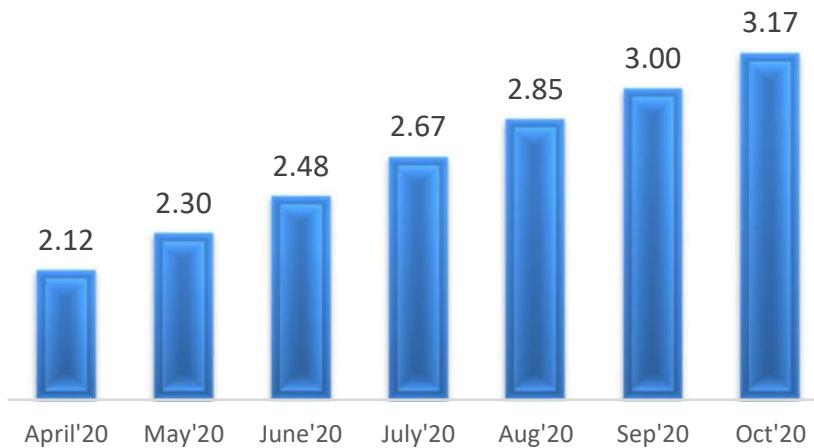
< 18 >

Financials snapshot & business strategy
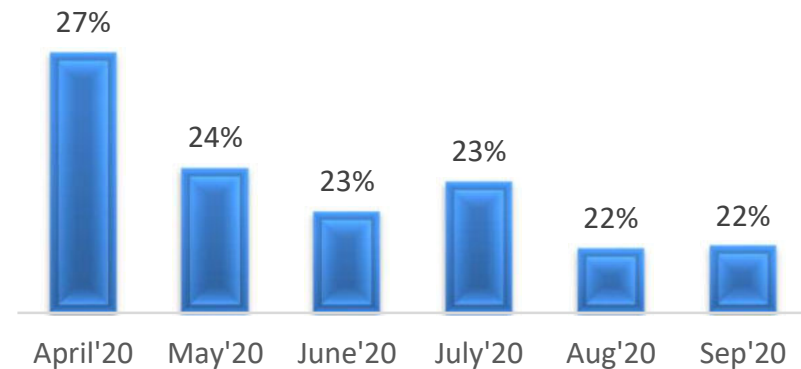
< 19 >

OUR APPROACH TO GROWTH

❖ E2E continued effort to build a superior Public Cloud Product is seeing traction with:

- o Significant number of self-service customers added in last few months
- o Sales effort seeing momentum with gross new additions every month
- o Growth opportunities in Digital Transformation, AI, SME among other compute workloads

~ Monthly Revenue* *(in Rs cr)*

April'20	May'20	June'20	July'20	Aug'20	Sep'20	Oct'20
2.12	2.30	2.48	2.67	2.85	3.00	3.17

~ Revenue* from Top 10 customers as % of Total

April'20	May'20	June'20	July'20	Aug'20	Sep'20
27%	24%	23%	23%	22%	22%

- Prepaid Cloud Infra Credits not utilized at end of every month have been adjusted with monthly revenue and Previous month numbers have also been adjusted to make it comparable with current period numbers

< 20 >

PROFIT & LOSS

INR Lakhs	FY 19-20			FY 20-21	Gr%	
	Full Year	H1	H2	H1	FY20-21 H1 vs FY19-20 H1	FY20-21 H1 vs FY19-20 H2
Revenue	2,509.6	1,237.0	1,272.6	1,542.4	24.7%	21.2%
Other Income	221.5	164.9	56.6	51.6	-68.7%	-8.8%
Revenues*	2,731.1	1,401.9	1,329.2	1,594.0	13.7%	19.9%
Purchase of services	1,093.3	554.4	538.9	608.0	9.7%	12.8%
Employee benefits expense	1,051.7	542.5	509.2	425.3	-21.6%	-16.5%
Other Opex	485.2	236.9	248.3	149.4	-36.9%	-39.8%
Total expenses	**2,630.2**	**1,333.8**	**1,296.4**	**1,182.6**	**-11.3%**	**-8.8%**
EBITDA*	100.9	68.1	32.9	411.4	504.4%	1151.6%
EBITDA %	3.7%	4.9%	2.5%	25.8%		
Depreciation	1,014.1	467.4	546.7	402.8	-14%	-26%
EBIT*	(913.2)	(399.4)	(513.8)	8.6		
Interest expense**	18.2	8.1	10.1	16.5	103%	63%
PBT	(931.4)	(407.5)	(523.9)	(7.9)		
Tax	3.9	3.7	0.2	0.2		
PAT	(935.3)	(411.2)	(524.1)	(8.1)		

*Includes Other income

** Includes payment gateway charges

< 21 >

BALANCE SHEET AS AT

INR Lakhs	Mar'19	Sep'19	Mar'20	Sep'20
Share Capital	1,430	1,430	1,429	1,438
Networth	3,350	2,954	2,438	2,445
Payables	180	209	171	180
Other Liabilities	244	271	224	345
Total Equity & Liabilities	3,774	3,434	2,832	2,970
Gross Fixed Assets	5,030	5,680	5,638	6,514
Net Fixed Assets	1,130	1,306	961	1,655
Trade receivables	90	41	68	47
Cash and Cash Equivalents	2,138	1,568	1,241	746
Other Assets	416	519	562	522
Total Assets	3,774	3,434	2,832	2,970

< 22 >

Products with greater flexibility for usage

▪ *Interfaces on how to use infra including usage for short-term say using Jupyter Notebooks with GPU Kernels*

▪ *Flexible Payments, Commitment Period, Operating Systems, Control Panels*

Improving Technical Capabilities

▪ *Build capabilities in terms of important micro-services using VGPU/NGC*

▪ *Solution Guides and One Click appliances to drive adoption*

Driving growth

▪ *Focusing on SME and high velocity startups by building process driven Sales*

▪ *Scaling technology driven marketing & sales organization to capitalize on huge market opportunity*

< 23 >

WELL POSITIONED TO CAPITALIZE ON FUTURE OPPORTUNITIES

1

Large Addressable Market Opportunity in Indian Cloud

- *India's Public Cloud Infra Market to grow at ~32% CAGR over the next 2-3 years*
- *Acceleration in adoption of on Cloud Visual Computing*

2

Phase: Adoption & Product Market Fit

- *E2E product offering stands-out given the significant advantages in terms of homegrown software defined infrastructure capabilities*
- *Stronger product enables us to acquire customers with bigger LTV*
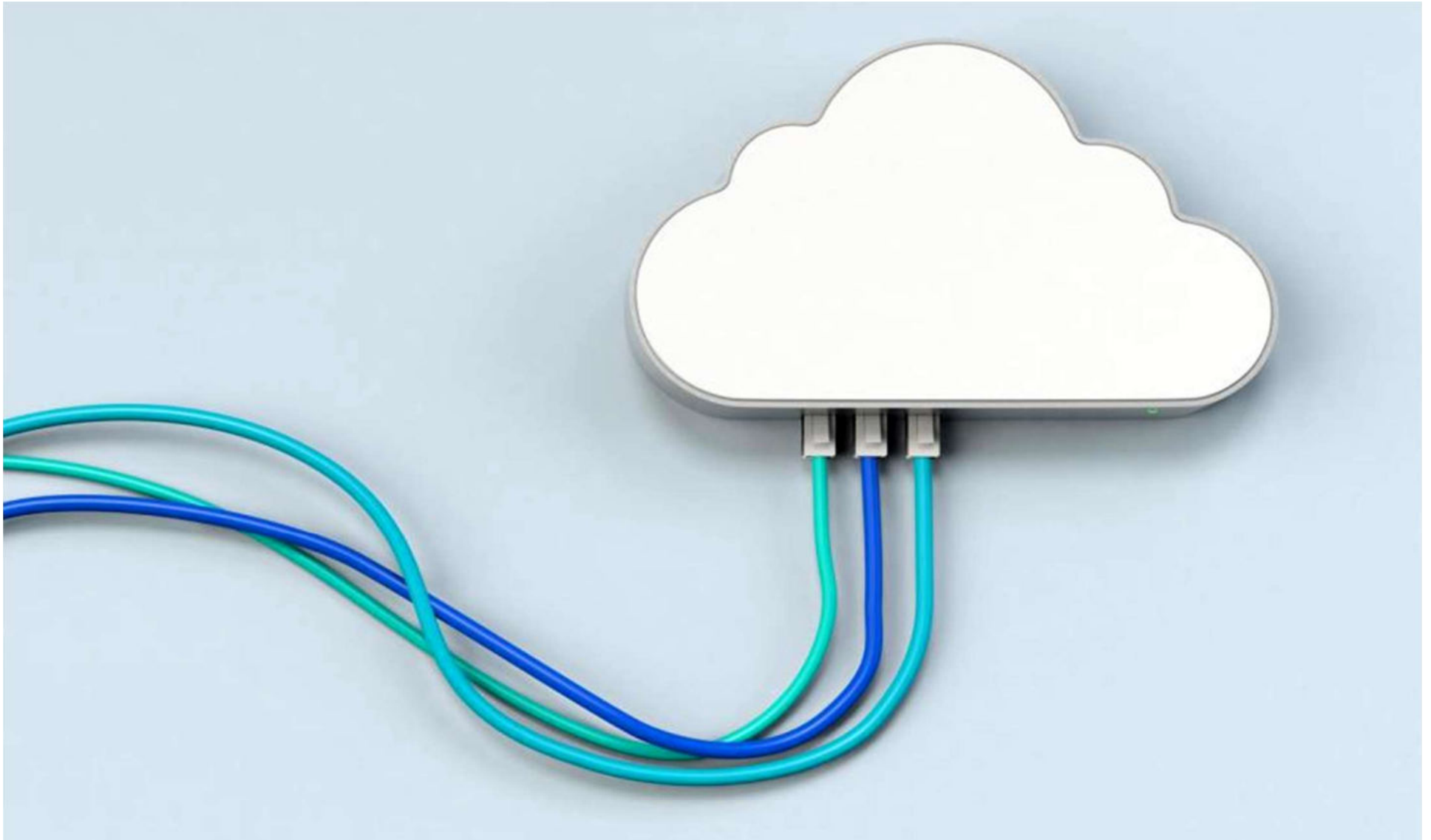
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Focus : Cloud GPU workloads

- *AI/ML/DL & Inference for NLP and Computer Vision*
- *Visual Computing Cloud Workstations*
- *Big Data Workloads based on Apache Spark 3.0, BlazingSQL platforms*
- *Super Computing Workloads based on DGX/HGX on-demand*

4

Partnerships: Intel ,NVIDIA ,Red Hat and Others

- *Member of Intel cloud builders' program with early access to Intel's roadmap*
- *Partnering with NVIDIA for gaining visibility into the AI/ML and predictive analytics ecosystems*
- *Partnering with Red Hat CCSP Partnership would enable E2E to service workloads based on certification requirements for Red Hat Enterprise Linux and other Red Hat products.*
- *Other on-going licensing relationship are with SoftwareOne (LAR for Microsoft), BitNinja ,Cloud Linux   Inc ,Continuum Managed services Holco LLC(R1Soft), and through their distribution partners with Softaculous ,C Panel and Plesk.*

< 24 >

E2E NETWORKS LIMITED

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