



## Earning Presentation – Q2/H1-FY23

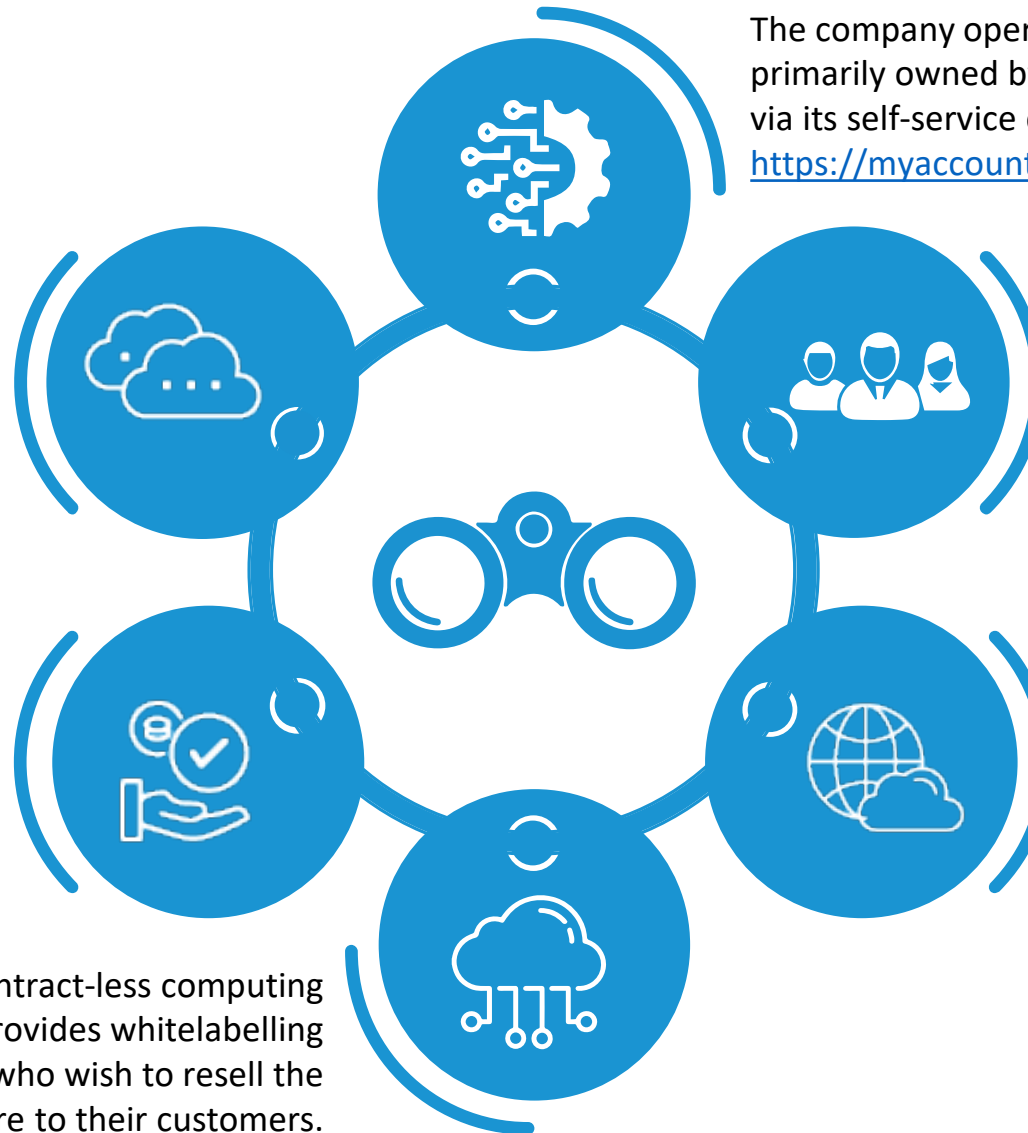
# E2E at a Glance



E2E Networks Ltd is one of the leading Indian pureplay cloud computing companies and one of the largest IAAS platforms.

E2E provides cost-effective high-performance cloud platforms primarily to Indian start-ups and SME's for Linux/Windows/GPU Cloud Machines

One of the first to bring contract-less computing in India. The company provides whitelabelling options to its partners who wish to resell the compute infrastructure to their customers.



The company operates its compute infrastructure primarily owned by it and accessible to end customers via its self-service control panel at <https://myaccount.e2enetworks.com> and via its API.

Highly experience team with years of experience in running devops and compute infrastructure platform.

Largest NSE listed Cloud Provider having served more than 15,000 customers with more than 2,200+ active customers and an active sales presence across Delhi NCR, Bangalore, Hyderabad & Mumbai.

# Advantages & Benefits



**High performance**  
Ranges from General purpose to Advanced Workloads  
Production Grade Uptime/reliability



**Simplified Choices for every need**  
Choose your required cloud server faster without overthinking



**Bleeding Edge Compute**  
Latest generation CPU/GPU infrastructure  
Faster Hardware refresh cycles



**Data Lake**  
A cloud platform allows easy access to business-critical applications and distribution of data to different projects



**No hidden costs**  
Pay only what you see



**Business Agility**  
Reduced operational costs



**GPU Acceleration**  
Advanced Cloud GPUs  
One Click provisioning with NVIDIA VGPU/NGC platform



**Fully Featured**  
Multi-Region Full Stack Cloud Platform



**Self-Service Experience**  
Software Defined Infra for Developers & Data Scientists  
DevOps in Production



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





## Q2-FY23 Financial Highlights

Revenue <b>INR 165 Mn</b> <i>+31% YoY</i>	EBITDA <b>INR 83 Mn</b> <i>+60% YoY</i>	EBITDA Margin <b>50.30 %</b> <i>+903 Bps</i>
PAT <b>INR 26 Mn</b> <i>+117% YoY</i>	PAT Margin <b>15.76 %</b> <i>+624 Bps</i>	Diluted EPS <b>INR 1.81</b> <i>112.9% YoY</i>

## H1-FY23 Financial Highlights

Revenue <b>INR 317 Mn</b> <i>+32% YoY</i>	EBITDA <b>INR 156 Mn</b> <i>+58% YoY</i>	EBITDA Margin <b>49.21 %</b> <i>+796 Bps</i>
PAT <b>INR 52 Mn</b> <i>+86% YoY</i>	PAT Margin <b>16.40 %</b> <i>+473 Bps</i>	Diluted EPS <b>INR 3.53</b> <i>+87% YoY</i>

## Operational Highlights

- During Q2-FY 22-23, we have introduced many new products and features to our Cloud Platform such as launch of C3/M3 series, SDC-3, managed Kubernetes, Whatsapp notification feature, ACL feature amongst others.
- Load Balancer and E2E Object Storage has been launched in Mumbai Region



# Financial Overview



# Quarterly Financial Performance



PARTICULARS (INR Mn)	Q2-FY23	Q2-FY22	Y-o-Y	Q1-FY23	Q-o-Q
Operational Revenue	165	126	31.0%	152	8.6%
Total Expenses	82	74	10.8%	79	3.8%
EBITDA	83	52	59.6%	73	13.7%
EBITDA Margins (%)	50.30%	41.27%	903 Bps	48.03%	227 Bps
Other Income	1	1	NA	1	NA
Depreciation	47	41	14.6%	38	23.7%
Finance Cost	1	0	NA	1	NA
PBT	36	12	200%	35	2.9%
Tax	10	-	NA	9	11.1%
PAT	26	12	116.66%	26	NA
PAT Margins (%)	15.76%	9.52%	624 Bps	17.11%	(135) Bps
EPS (INR)	1.83	0.86	112.8%	1.76	4.0%
Diluted EPS (INR)	1.81	0.85	112.9%	1.74	4.0%

# Half Yearly Financial Performance



PARTICULARS (INR Mn)	H1-FY23	H1-FY22	Y-o-Y
Operational Revenue	317	240	32.1%
Total Expenses	161	141	14.2%
EBITDA	156	99	57.6%
<i>EBITDA Margins (%)</i>	<i>49.21%</i>	<i>41.25%</i>	<i>796 Bps</i>
Other Income	2	2	NA
Depreciation	86	72	19.4%
Finance Cost	2	1	100.0%
PBT	70	28	150%
Tax	18	-	NA
PAT	52	28	85.7%
<i>PAT Margins (%)</i>	<i>16.40%</i>	<i>11.67%</i>	<i>473 Bps</i>
EPS (INR)	3.58	1.91	87.4%
Diluted EPS (INR)	3.53	1.89	86.8%

# Historical Income Statement



PARTICULARS (INR Mn)	FY20	FY21	FY22	H1-FY23
Operational Revenue	251	353	519	317
Total Expenses	263	250	290	161
EBITDA	(12)	103	230	156
<i>EBITDA Margins (%)</i>	<i>NA</i>	<i>29.18%</i>	<i>44.32%</i>	<i>49.21%</i>
Other Income	22	10	3	2
Depreciation	101	123	178	86
Finance Cost	2	2	2	2
PBT	(93)	(12)	53	70
Tax	0	-	(12)	18
PAT	(93)	(12)	65	52
<i>PAT Margins (%)</i>	<i>NA</i>	<i>NA</i>	<i>12.52%</i>	<i>16.40%</i>
EPS (INR)	(6.54)	(0.86)	4.46	3.58
Diluted EPS (INR)	(6.54)	(0.86)	4.43	3.53



# Historical Balance Sheet



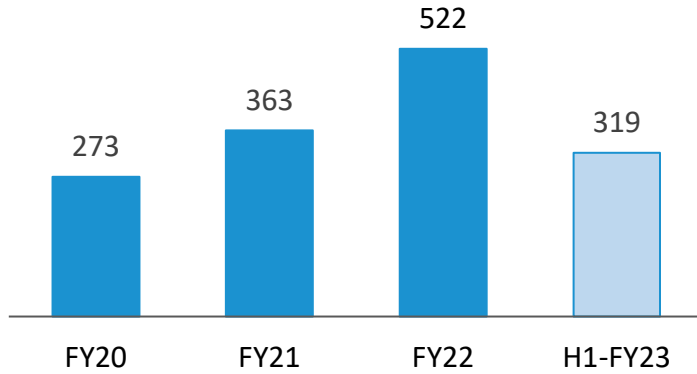
PARTICULARS (INR Mn)	FY21	FY22	H1-FY23
<b>EQUITY &amp; LIABILITIES</b>			
<b>Equity</b>	<b>274</b>	<b>385</b>	<b>439</b>
(A) Share Capital	144	145	145
(B) Other Equity	130	240	294
<b>Non-current Liabilities</b>	<b>7</b>	<b>26</b>	<b>39</b>
(A) (i) Long term Borrowings	-	6	4
(ii) Lease Liability	-	8	17
(B) Long-term Provisions	6	6	7
(C) Deferred Tax Liabilities	1	6	10
<b>Current Liabilities</b>	<b>85</b>	<b>69</b>	<b>92</b>
(A) (i) Short term Borrowings	38	3	4
(ii) Lease Liability	-	4	14
(B) Trade Payables	22	23	33
(C) Other Financial Liabilities	12	12	11
(D) Short-term Provisions	-	-	0
(E) Other Current Liabilities	13	27	30
<b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b>	<b>366</b>	<b>480</b>	<b>570</b>

PARTICULARS (INR Mn)	FY21	FY22	H1-FY23
<b>ASSETS</b>			
<b>Non-Current Assets</b>	<b>282</b>	<b>386</b>	<b>413</b>
(A) Property, Plant & Equipment	199	226	242
(B) Other Intangible Assets	66	132	132
(C) Loans and Advances	-	-	-
(D) Non-Current Tax Assets (Net)	17	16	8
(E) Right of Use Asset	-	12	30
<b>Current Assets</b>	<b>84</b>	<b>94</b>	<b>157</b>
(A) Trade Receivables	3	1	3
(B) Cash & Cash Equivalents	7	38	55
(C) Investments	-	-	67
(D) Other Bank Balance	45	30	-
(E) Other Financial Assets	18	20	24
(F) Other Current Assets	11	5	8
<b>GRAND TOTAL – ASSETS</b>	<b>366</b>	<b>480</b>	<b>570</b>

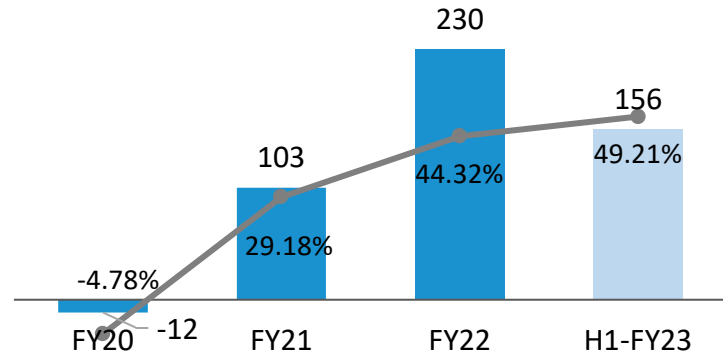
# Key Financial Metrics



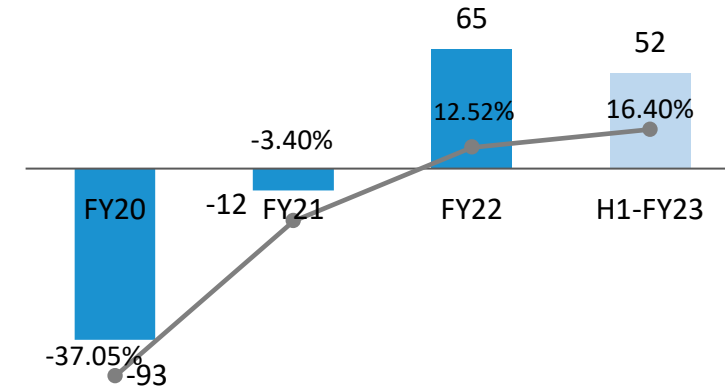
### Total Revenues (INR Mn)



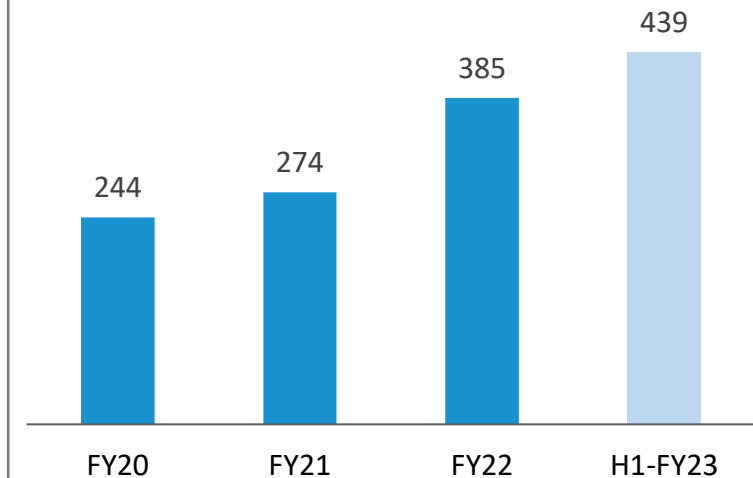
### EBITDA (IN Mn) & EBITDA Margins (%)



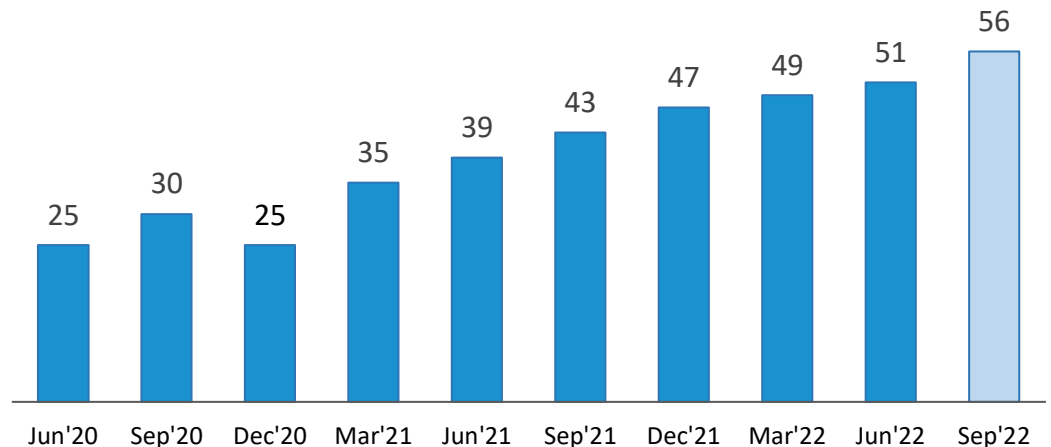
### PAT (INR Mn) & PAT Margins (%)



### Net Worth (INR Mn)

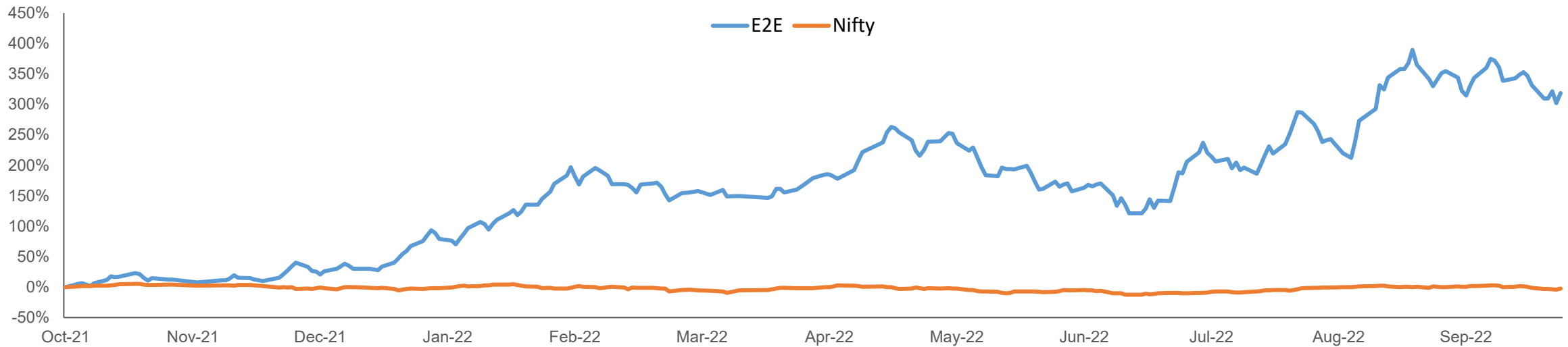


### Monthly Recurring Revenue (INR Mn)



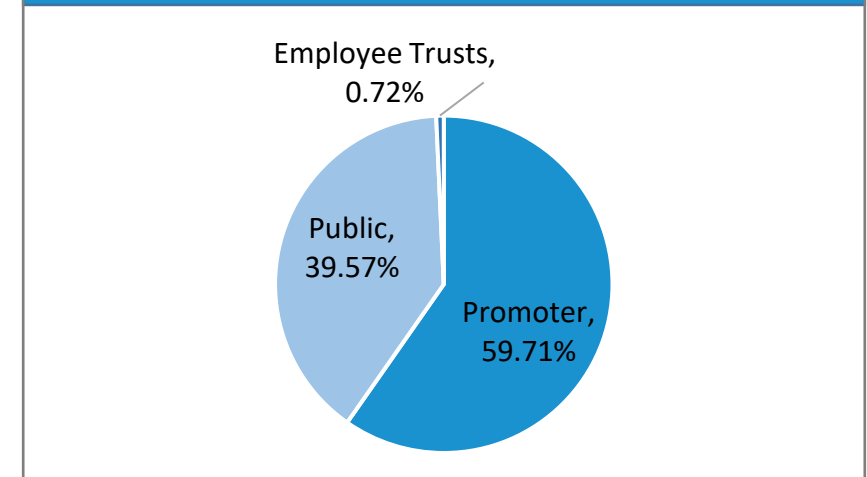


1 Year Stock Performance (as on 30<sup>th</sup> September, 2022)



Price Data (As on 30th September, 2022)	INR
Face Value	10
CMP	186.8
52 Week H/L	224.7/43.5
Market Cap (Mn)	2,703.2
No. of Share outstanding (Mn)	14.5
1 Year Avg. Trading Volume ('000)	15.7

Shareholding Pattern (As on 30<sup>th</sup> September, 2022)





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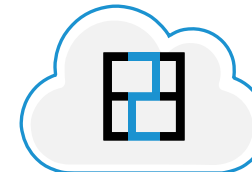
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