

E2E Networks Limited

**Accelerated Cloud Computing Platform CIN NUMBER -
L72900DL2009PLC341980**

**Regd. Office : Awfis, First Floor, A-24/9, Mohan Cooperative Industrial Estate,
Mathura Road, Saidabad, New Delhi-110044, Phone +011-4084-4964
Email : cs@e2enetworks.com, Website <https://www.e2enetworks.com/>**

November 14, 2023

To,
Corporate Communications Department,
The National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex, Bandra (East),
Mumbai-400051

Scrip Code/Symbol: E2E

Sub: Investors Presentation

Ref: Information under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations") for of Conference Call with Analyst(s) / Institutional Investor(s)

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, Earnings Presentation of the Company for the Quarter and Half Year ended September 30, 2023.

The same shall also be uploaded on Company's website.

This is for your information and record.

Thanking You.

Yours faithfully
For **E2E Networks Limited**

Tarun Dua
Managing Director & CEO

Encl.: As above



NSE: E2E

E2E Networks Limited

NSE Listed, AI-First
Hyperscaler

Earnings Presentation – Q2/H1-FY24



E2E Networks

India-Born AI-First Hyperscale Cloud Service Provider

FY24-Q2 Financial Highlights

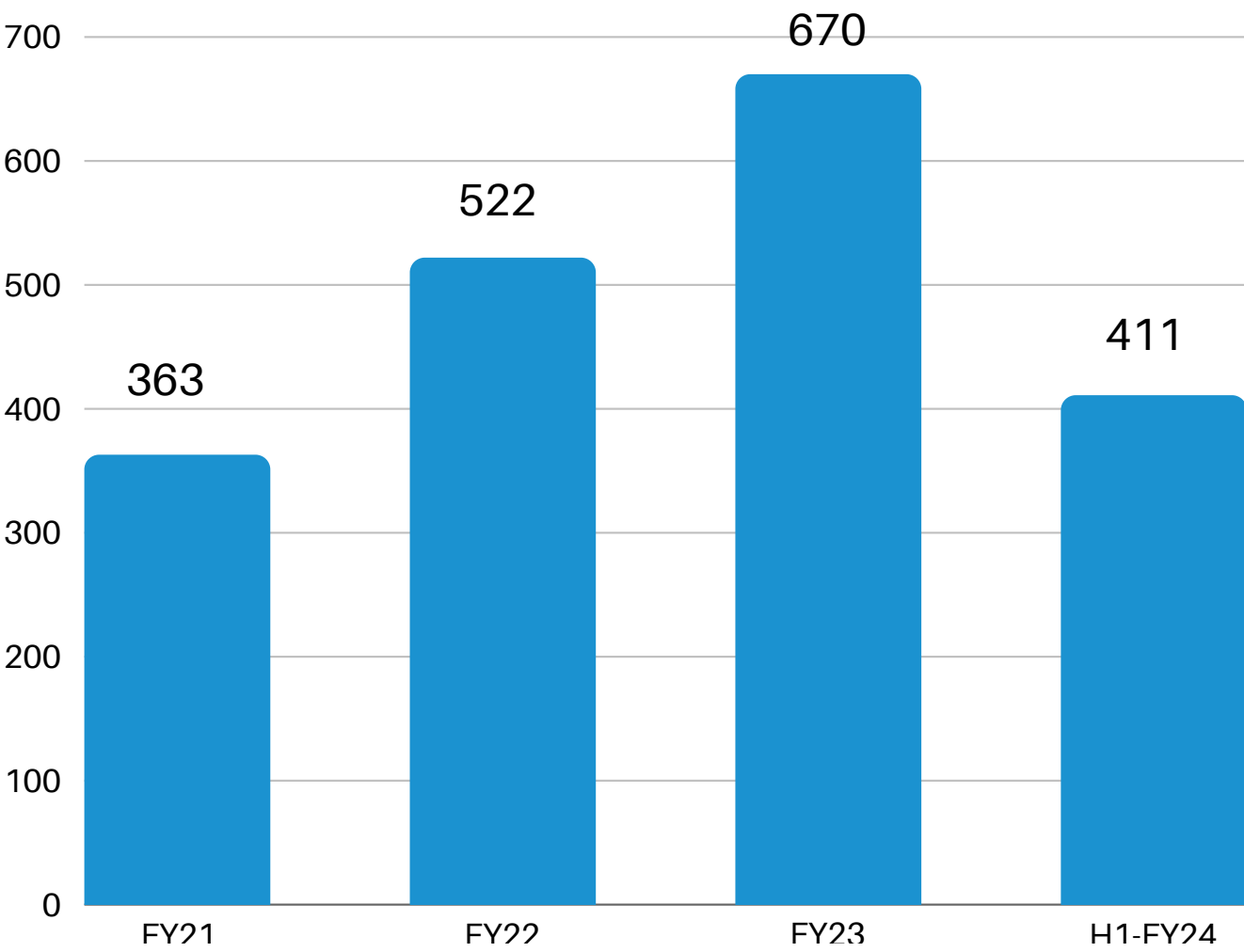
INR 216 Mn FY24 Q2 Revenue +30.9% YoY	INR 112 Mn FY24 Q2 EBITDA +34.9% YoY	51.85% FY24 Q2 EBITDA Margin +155 Bps YoY
INR 58 Mn FY24 Q2 PAT +123.1% YoY	26.85% FY24 Q2 PAT Margin +1,109 Bps YoY	INR 3.94 FY24 Q2 Diluted EPS +117.7% YoY

H1-FY24 Financial Highlights

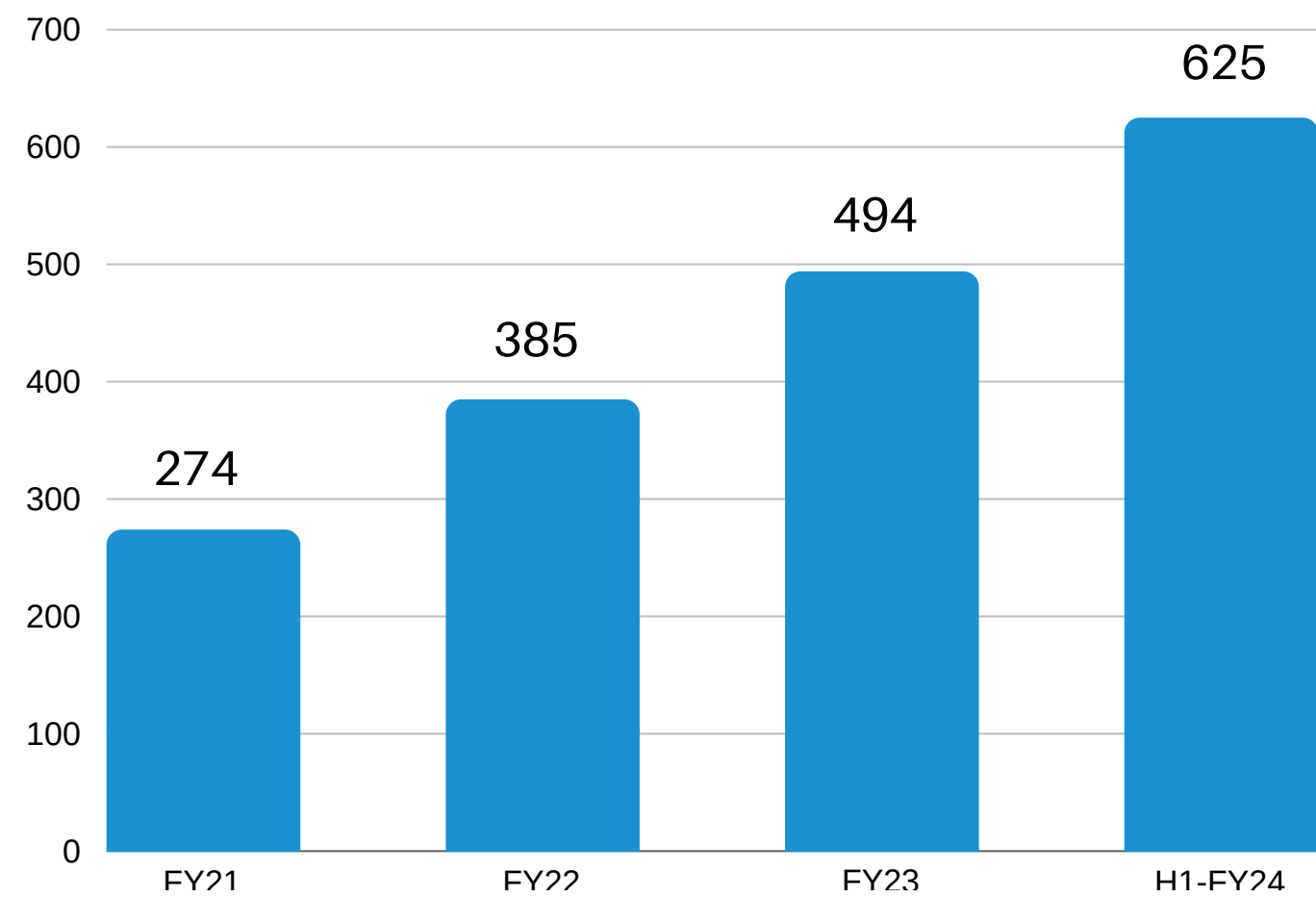
INR 411 Mn H1-FY24 Revenue +29.7% YoY	INR 214 Mn H1-FY24 EBITDA +37.2% YoY	52.07% H1-FY24 EBITDA Margin +286 Bps YoY
INR 128 Mn H1-FY24 PAT +146.2% YoY	26.85% H1-FY24 PAT Margin +1,474 Bps YoY	INR 8.68 H1-FY24 Diluted EPS +145.9% YoY

Key Financial Metrics (Revenue & Net Worth)

Total Revenues (INR Mn)

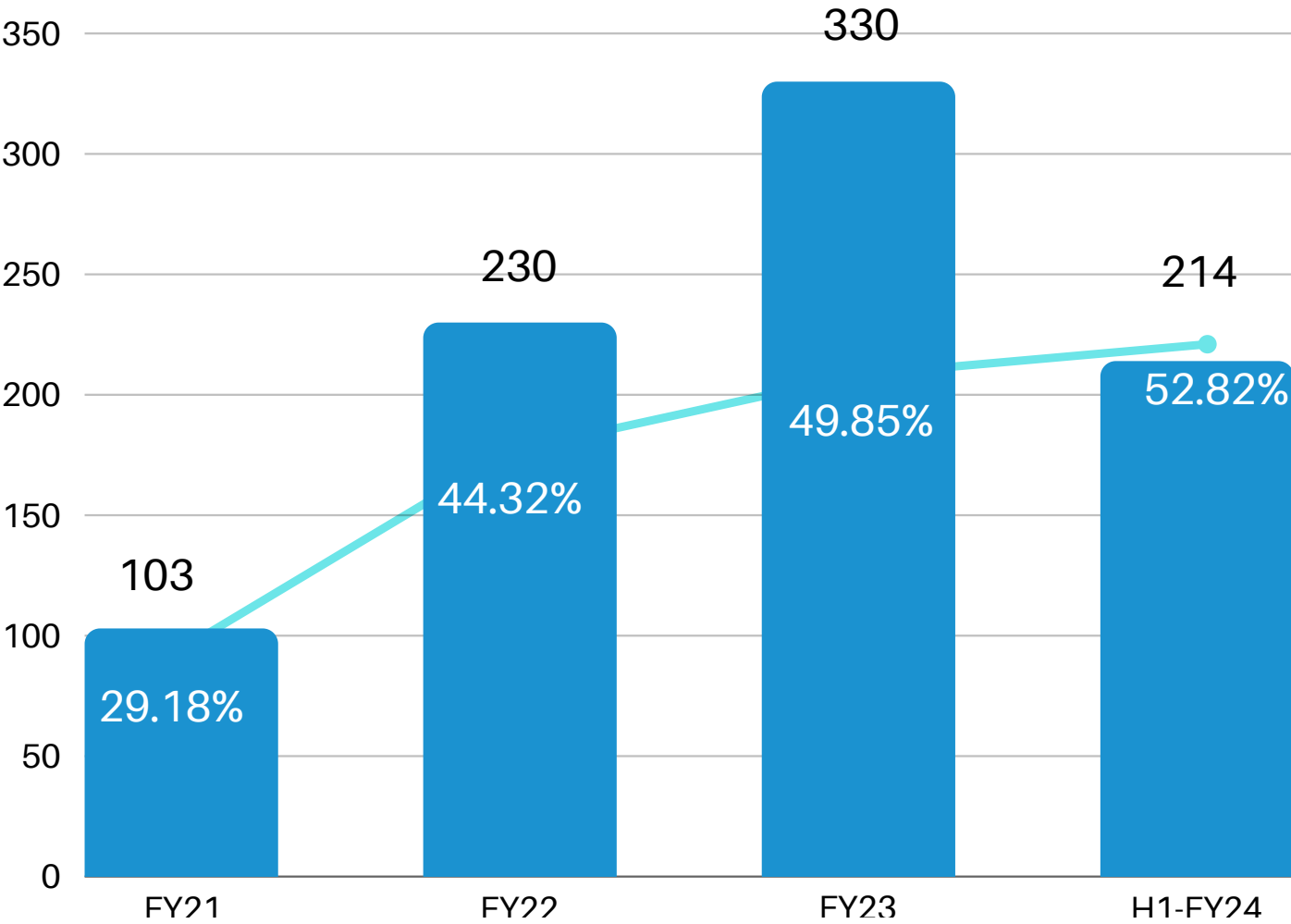


Net Worth (INR Mn)

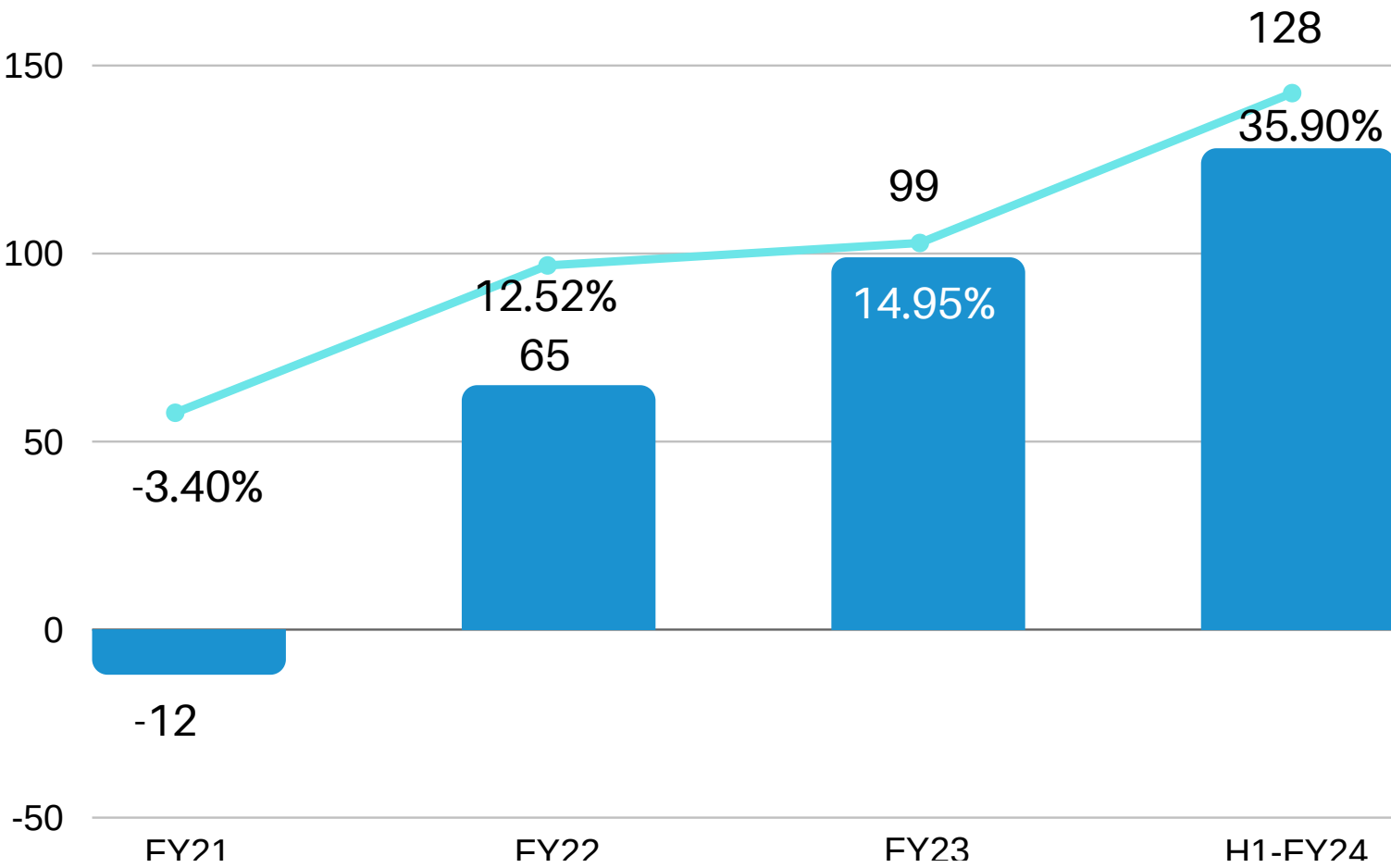


Key Financial Metrics (EBITDA & PAT)

EBITDA (IN Mn) & EBITDA Margins (%)

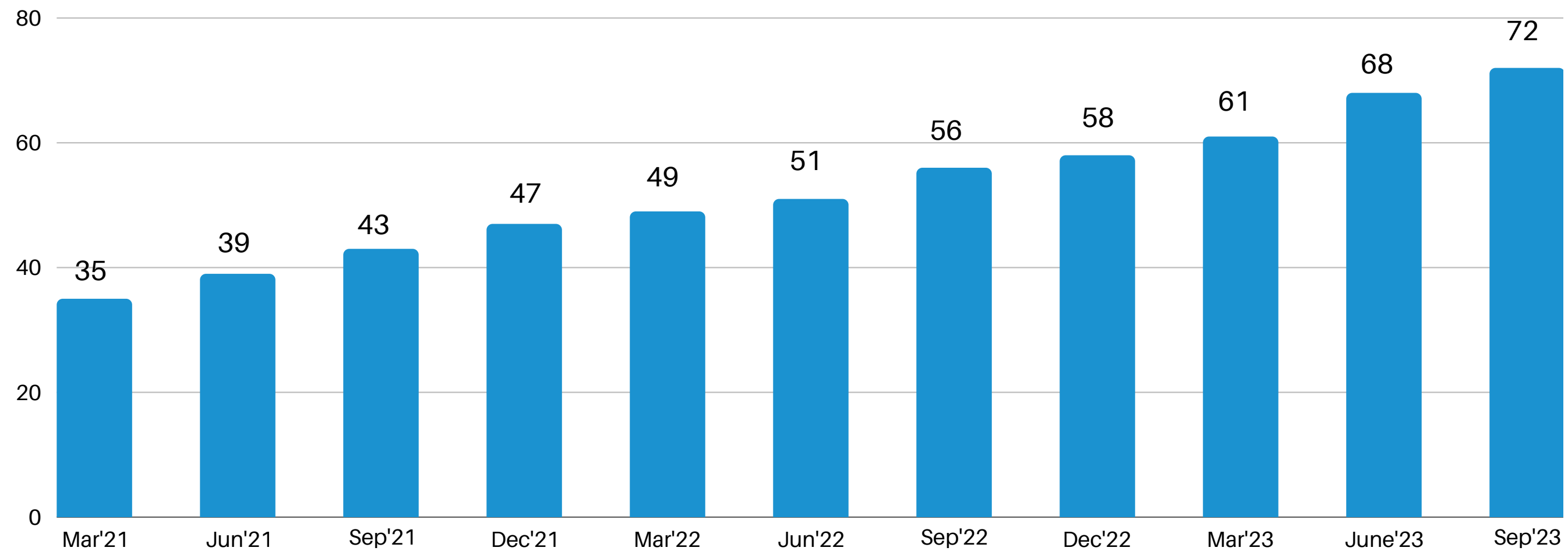


PAT (INR Mn) & PAT Margins (%)



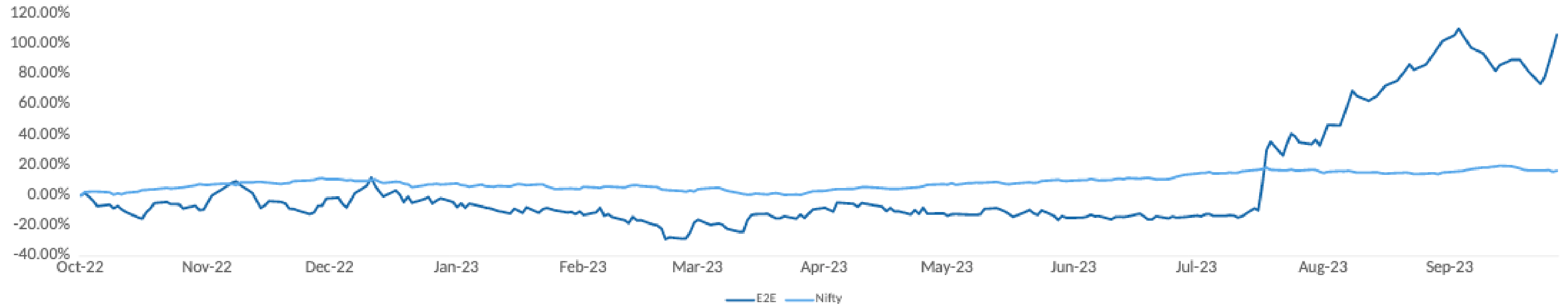
Key Financial Metrics (MRR)

Monthly Recurring Revenue (INR Mn)

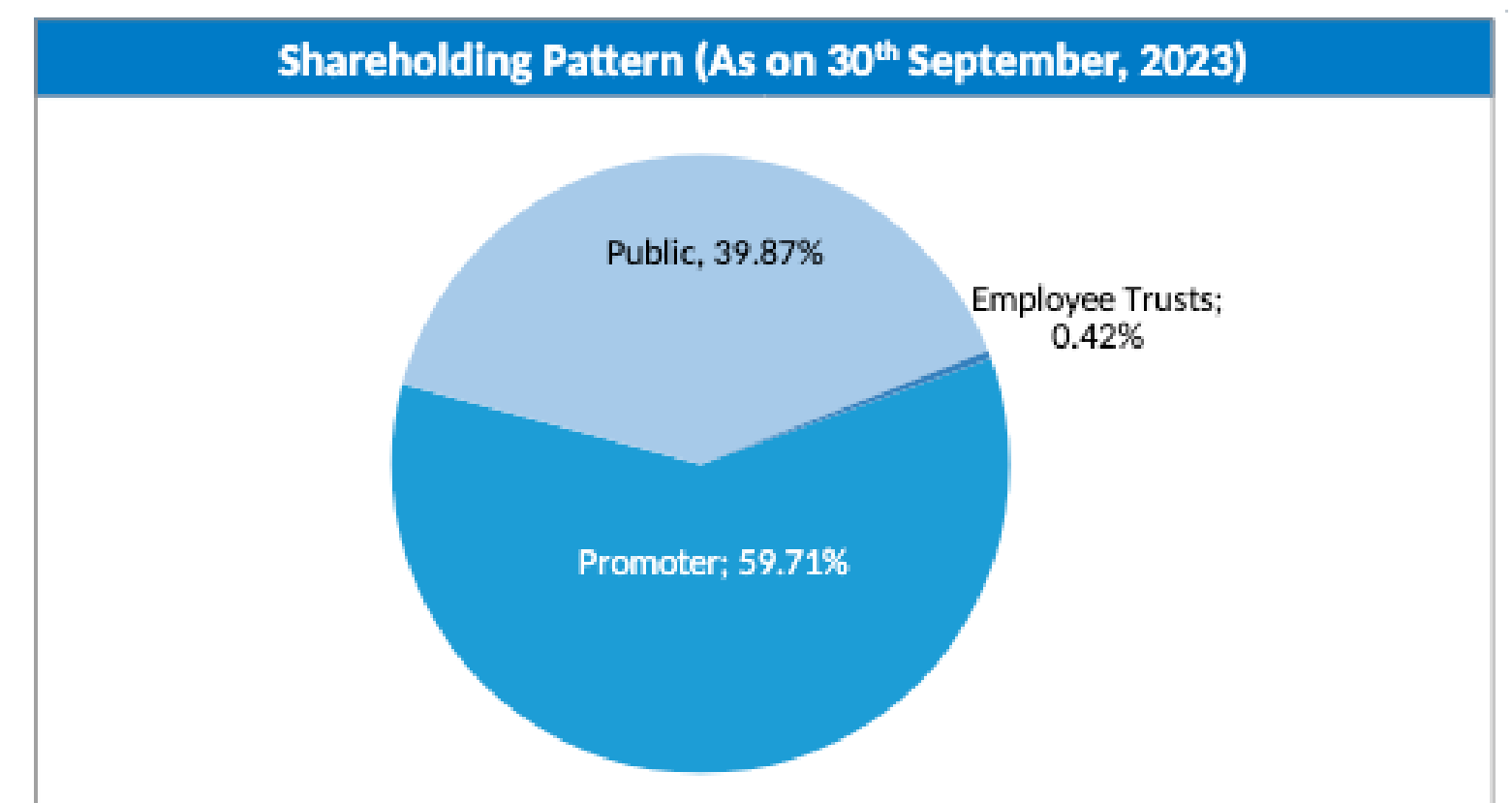


Capital Market Information

1 Year Stock Performance (as on 30th September, 2023)



Price Data (As on 30 th September, 2023)	INR
Face Value	10.0
CMP	401.2
52 Week H/L	416.9 / 136.0
Market Cap (Mn)	5,806.7
No. of Share outstanding (Mn)	14.5
1 Year Avg. Trading Volume ('000)	46.4



Q2-FY24 Key Operational Highlights

TIR - AI Platform

Inference feature released on TIR Platform. Inference helps model standardized deployment and helps in scalable AI workloads.

Committed Nodes on TIR

Committed Node plans for CPU and GPU plans on TIR Platform helps customers save on their deployment costs by committing for longer duration.

Node Compliance & Security

Node Compliance and Security features were launched where customers have monitoring capabilities for intrusion detection, vulnerability detection, and compliance monitoring for their nodes.

Extended Dataset Support

Datasets features have been extended on TIR platform with option to mount selected datasets on notebook creation and adding/removing mounted datasets from a running notebook

E2E Container Registry (ECN)

E2E Container Registry (ECN) was launched for customers to host their container registries. Features for cloning their existing registries are available.

Scalable File System Update

On MyAccount, the following features were added to Scalable File System (SFS) product - Snapshot, Resize, Clone, Backup

E2E Networks at a glance



MISSION


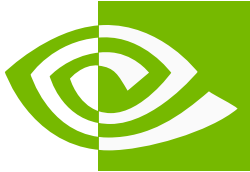

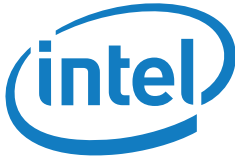

To provide scalable, accessible and affordable AI/ML and cloud platform needed by developers, data scientists, startups, enterprises, higher education and government bodies.

NVIDIA Partner with deep visibility into AI /ML ecosystem

Member of Intel Cloud Builders program

Access to latest AMD server processors

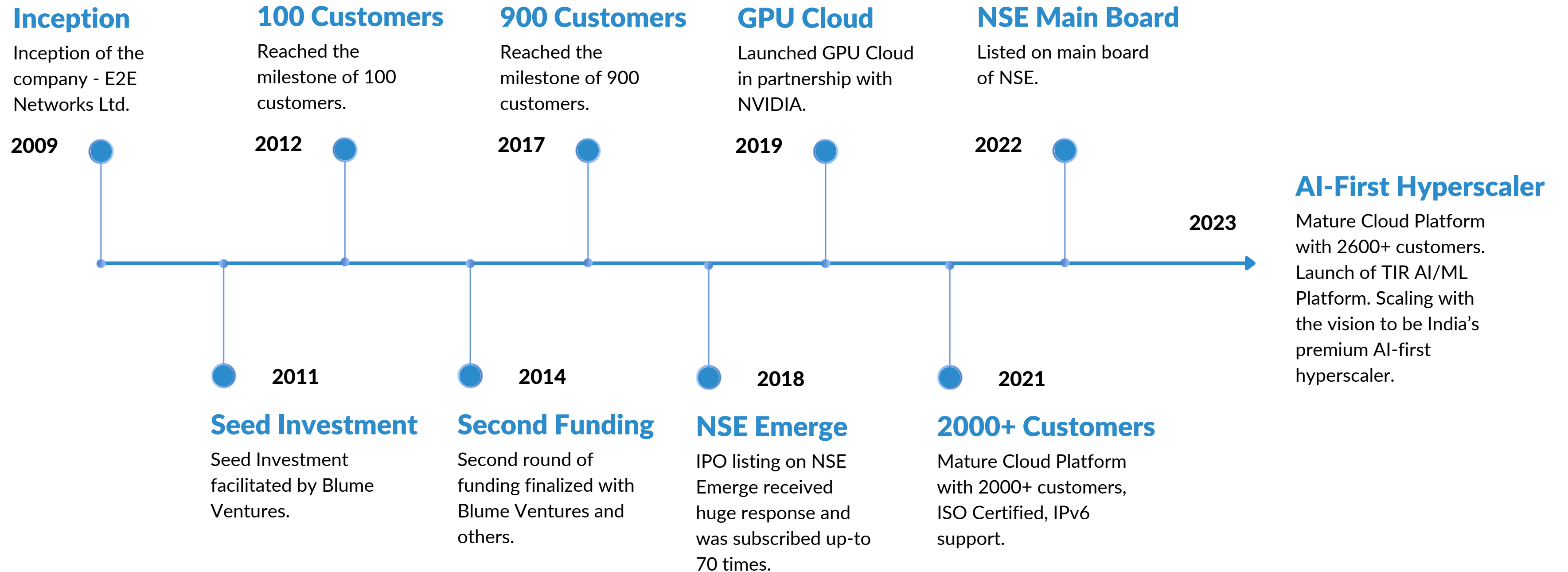
Licensing relationship with BitNinja, SoftwareOne, Connectwise, LLC (R1Soft)

2600+					 Microsoft SPLA Partner
Active Customers	NSE Listed	NVIDIA Partner	AMD Partner	Intel Partner	Microsoft SPLA-Partner



Journey Till Date

Journey to NSE listing and becoming a pioneering GPU cloud provider in India.



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 and Memory Intensive Compute Cloud powered by Linux.

Windows Cloud

Highly performant, scalable and affordable Windows Compute Cloud with Windows Server and MS SQL.

TIR - Machine Learning Platform

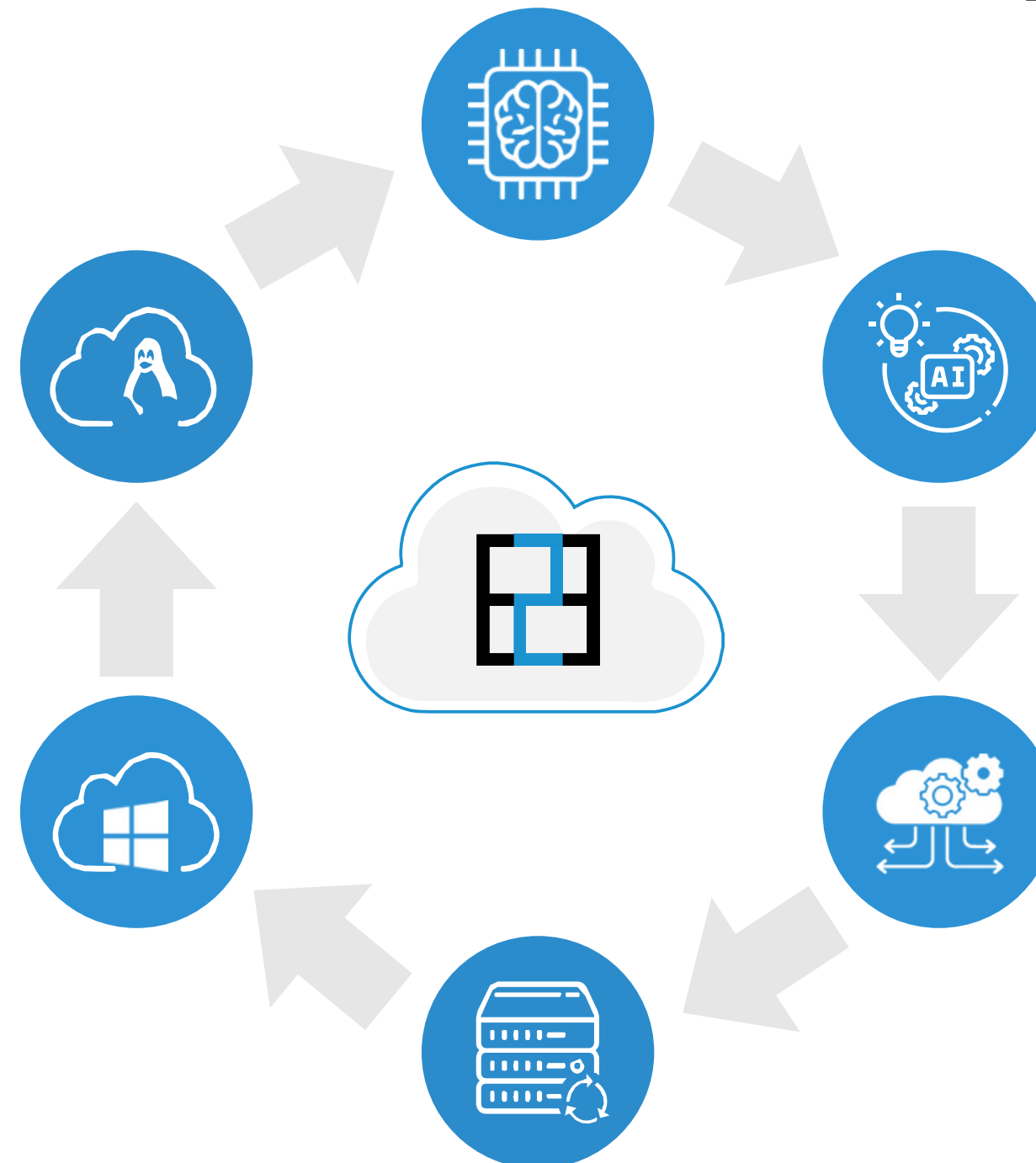
GPU-backed Machine Learning platform packaged with top open source frameworks and built for advanced AI.

Cloud Solutions

Ecosystem of Cloud Solutions like LB, DBaaS, Firewall, Containers, Auto Scaling and more.

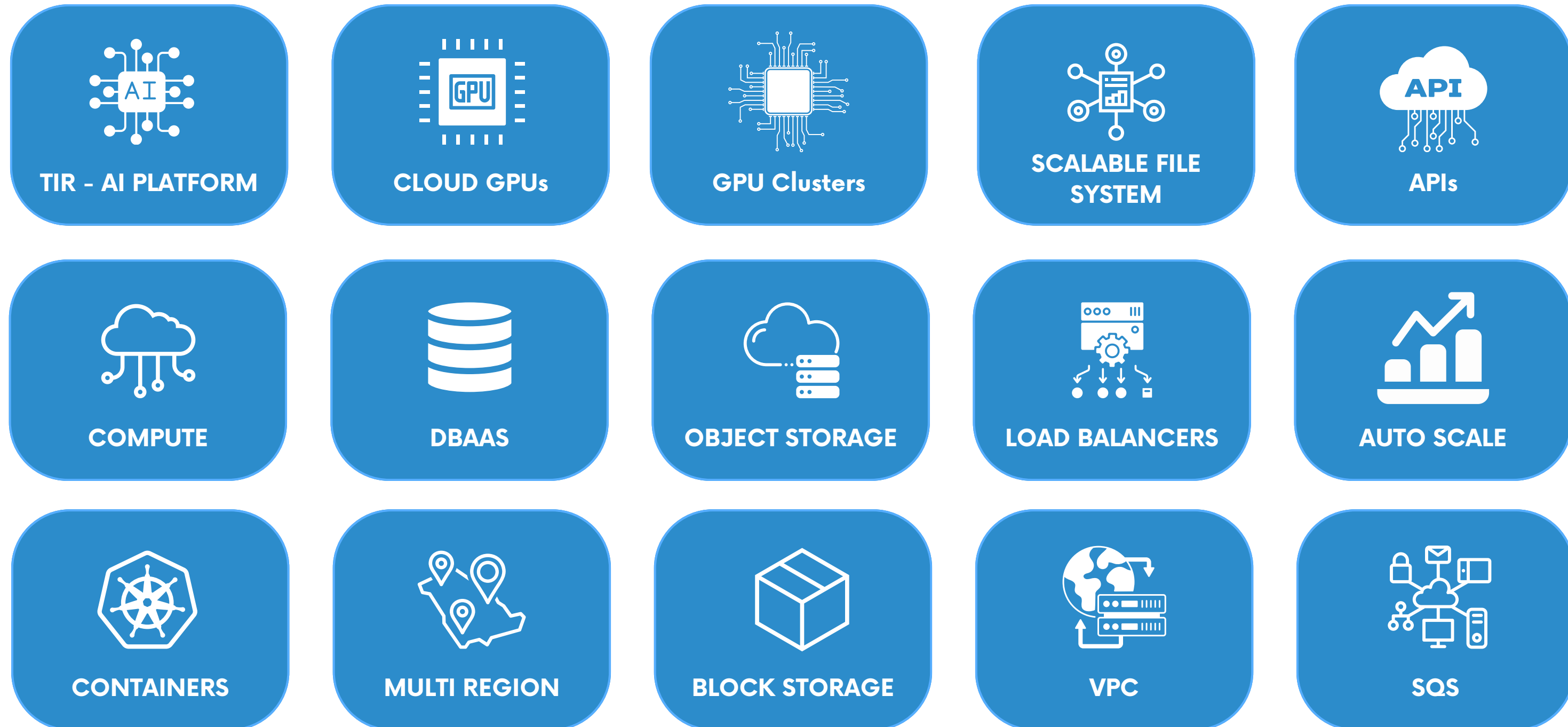
Storage Cloud

Highly scalable and cutting-edge Storage Cloud with Object Storage and Block Storage.



BATTLE-TESTED CLOUD SOLUTIONS

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



CLOUD GPU PRODUCTS

Unbeatable Performance. Unmatched Price-Performance Ratio.
India Data Centers.

HGX H100 80GB AI Supercomputer

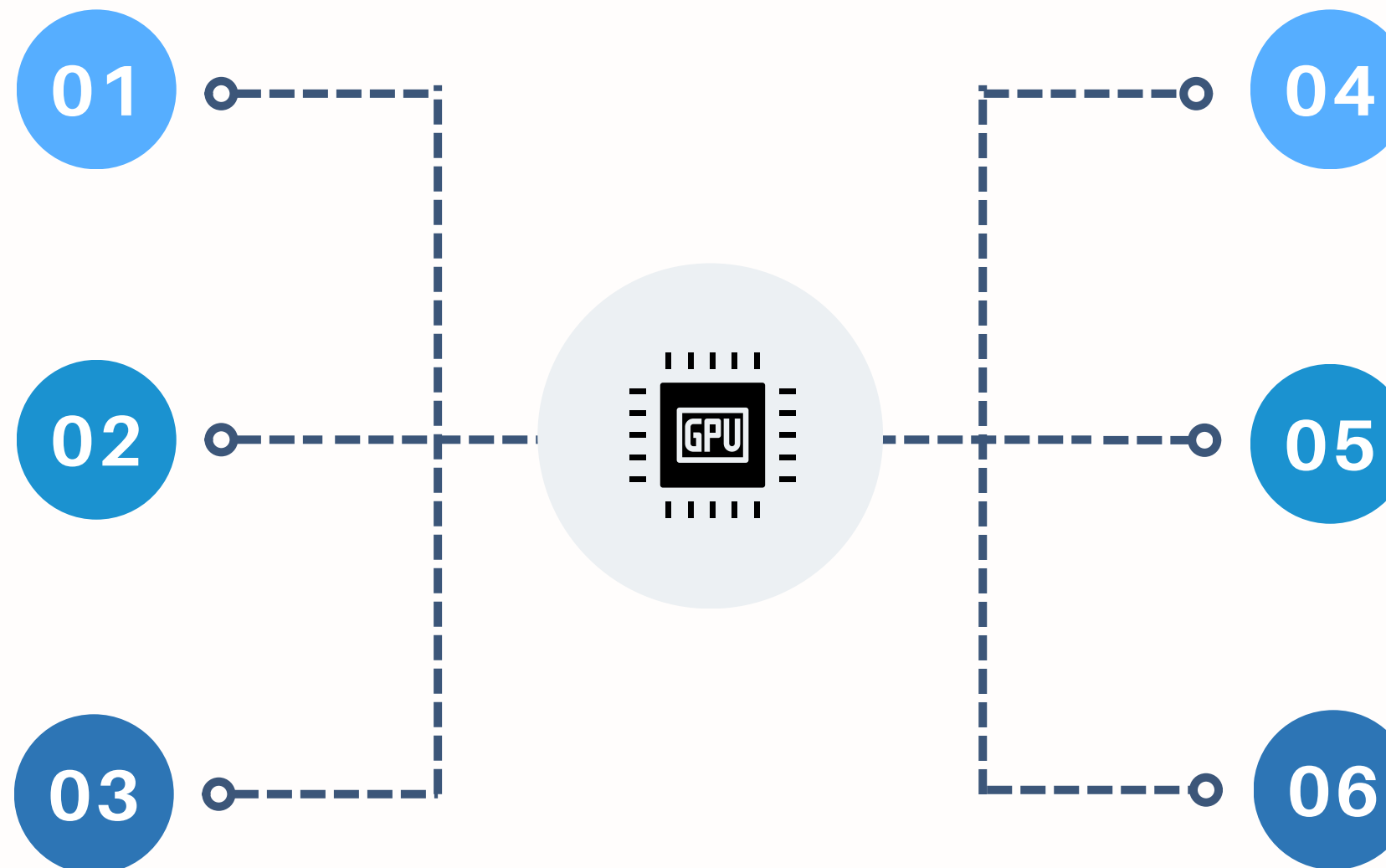
H100 - The most advanced AI supercomputer for large scale training that enables Enterprises to train and launch foundation models. The most advanced GPU from NVIDIA, 30x faster from its predecessor..

GPU Dedicated Compute with A100 (40GB/80 GB)

A100 - The Universal System for All AI Infrastructure that enables Enterprises to consolidate training, inference, and analytics using World's most advanced accelerator. Currently one of the most sought after GPU on E2E.

GPU Dedicated Compute with RTX8000 / A30 / A40

GPU for modern workloads in the cloud, for AI, data sciences, HPC and remote working cloud workstations engineering design and creative/VFX users. NVIDIA A40 GPU is an evolutionary leap in performance and multi-workload capabilities from the data center, combining best-in-class professional graphics with powerful compute and AI acceleration to meet today's design, creative, and scientific challenges.



GPU Dedicated Compute with Tesla v100

NVIDIA® Tesla® V100 Tensor Core is the most advanced data center GPU ever built to accelerate AI, high performance computing (HPC), data science and graphics.

GPU Dedicated Compute with T4

The NVIDIA T4 GPU accelerates diverse cloud workloads, including high-performance computing, deep learning training and inference, machine learning, data analytics, and graphics.

Cloud vGPUs using NVIDIA's Multi Instance GPU Technology

Cloud vGPUs are best suited for entry level GPU accelerated workloads. MIG works with Linux operating systems, supports containers using Docker Engine, with support for Kubernetes. MIG allows multiple vGPUs (and thereby VMs) to run in parallel on a single GPU while preserving the isolation guarantees that vGPU provides.

TIR - AI PLATFORM

GPU and CPU-backed notebooks, bundled with frameworks, datasets and models, built for AI and Data Science

POWERED BY JUPYTER

TIR is built on Jupyter, the open source web-based interactive computing platform.

GPU OR CPU BACKED

TIR notebooks can be CPU or GPU backed, including advanced GPUs like A100 for intensive ML workloads.



BUNDLED WITH FRAMEWORKS

TIR is bundled together with latest drivers, frameworks, that allow data scientists to leverage GPU capabilities.

ACCESS TO AI MODELS

TIR provides access to choice datasets and models, making it extremely easy for data scientists to get started.

PLAYING A PIVOTAL ROLE IN AI / ML ECOSYSTEM IN INDIAN MARKET

Open Source LLMs

Llama2, Falcon 40B,
MPT 30B

Image Generation

OpenJourney, Stable
Diffusion

Audio Generation

AudioGen,
MusicGen, BarkTTS

Vision Models

YoloV8, DinoV2, ViT-
Pytorch,

ASR, Speech to Text

Wav2Vec2, NeMo,
Athena

NLP

Vicuna, Guanaco





CPU Intensive Cloud

High performance computing in the Cloud for CPU Intensive workloads, applicable for numerous industry verticals.



CPU Intensive Cloud C3 Series

Third Generation C3 series for features like Quick Service Recovery (QSR), Snapshots and Images, with faster IOPS and faster launch times.



Memory Intensive Cloud

Third Generation M3 series brings features like Quick Service Recovery (QSR), Snapshots and Images, faster IOPS and faster launch times.



High Memory Cloud M3 Series

Offering double the amount of vCPUs and triple the amount of RAM at the same price compared to the first generation.

Linux Cloud

Benefits

India Data Centers
Highly Secure
Superb Performance
Quick Deployment
Backup / Restore Capabilities
Add-on IPs
Optimized Pricing

Windows Cloud



Benefits

India Data Centers

Affordable

Scalable

Highly Performant

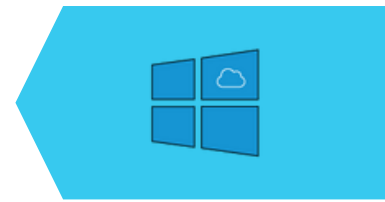
Secure

Reliable

Physical CPU Cores

Windows Cloud

Top choice for Windows computing nodes, and for running Windows-based applications. Affordable, scalable, reliable, and secure cloud solution tailored specifically for Windows users, supporting Windows Server Editions including 2019, 2016, and 2012 R2 (Standard).



MS SQL on Windows

Ultimate cloud solution for Windows MS SQL, making it the ideal platform for database workloads. Swift scaling up of capacity, with ability to commission servers as needed in minutes. Both MS SQL Standard and Web Editions as part of the plans, giving the flexibility required for database needs.



ENGINEERING TECHNOLOGIES FOR AN INTEGRATED CLOUD PLATFORM

 | OpenNebula

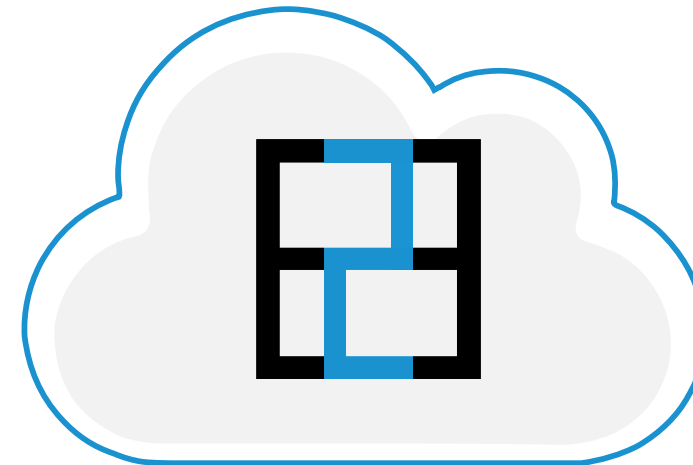
 | MinIO

 | LINSTOR

 | DRBD

 | KVM

 | Open vSwitch



 | ntop

 | ZABBIX

 | Ceph

 | RabbitMQ

 | Kubernetes

 | Fortinet Virtual Firewall

STRATEGIC OVERVIEW

Fully Self-Service Platform

Customers demand increased control over their environment and want to be able to plugin their devops, security and other platforms into E2E Cloud using APIs and the self-service control panel for an instant delivery of Cloud Services

Competitive Edge due to In-house Software

Research & software development is a high performance team at E2E Networks. Open Source Base of our entire platform allows us to control our entire stack and the flexibility to charge customers as per their requirements and NOT driven by licensing policies of large software ISVs.

Battle tested Scalable Platform

Cloud Platform built by the Product Team at E2E that has worked with a dozen plus Indian Unicorns to help scale their workloads from startup to Unicorn stage.



Constant deployment of new inventory

New inventory leveraging strong OEM relationships results in constant infusion of new Cloud Inventory which allows for evangelization to larger number of trial customers for the purpose of comparison and in improving conversions.

Larger Scale of Operations

Results in a linear scale of opex cost increase while resulting in overall decline as a percentage of revenue, resulting in increased EBIDTA.

Targeting SMEs, Startups and Institutions focused on affordability

As the Global Economy sees contraction, the profitability focus has returned to the technology industry and this makes value players like E2E more desirable.

RECENT LAUNCHES

Tir - Advanced Jupyter Notebook Framework

Provides data scientists in research labs and organizations with an efficient environment for expediting AI model development and training

Snapshot Lifecycle Management

E2E DBaaS(Database As A Service) easier snapshots and cleanup based on conditions (rules)

Advanced Load Balancer features

Better Traffic Routing capabilities based on many additional criteria

E2E Container Registry

Enables storing private container images for EKS (E2E Cloud Kubernetes Service)

E2E Queue Service

SQS compliant service which enables asynchronous scaling of applications

Bucket Replication feature

It's on EOS (E2E Object Storage), which lets users maintain a copy of their objects in a secondary location



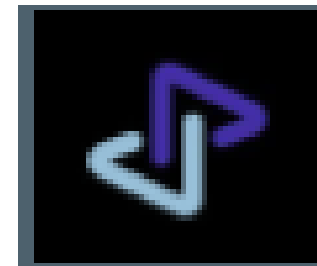
CUSTOMERS ON E2E CLOUD



Computing
Services India



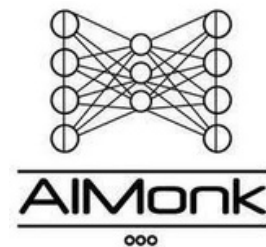
CUSTOMERS RUNNING AI WORKLOADS



qure.ai



CLAIM GENIUS



CrimsonAI



MANAGING DIRECTORS & PROMOTERS



Tarun Dua

CEO & Managing Director

He holds a degree of Bachelor of Technology (Computer Engineering) from REC Kurukshetra. He has experience of more than 20 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. He manages overall operation of the company.



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 18 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.

STELLAR LEADERSHIP TEAM



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.



Kesava Reddy

Chief Revenue Officer

21+ 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.



Megha Raheja

Chief Financial Officer

Megha is a Chartered Accountant with over 21 years of experience in IT/ITES and telecom industry. She has diverse experience in Financial Accounting & Reporting, Taxation, Treasury & Banking, Budgeting, Mergers & Acquisitions.



Ashish Charan

Asst. Vice President
Sales

Ashish V. Charan is a result-oriented professional with 7 years of experience in Sales. He has set up high performance sales teams and processes from scratch, mentoring and coaching individuals. He is highly proficient in data center and cloud technologies.

INDEPENDENT DIRECTORS



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. Varun Pratap Rajda
Independent Director

He is a Chartered Accountant working as a founding partner of Constellation Blu, with more than 12 years of experience. Varun leads team on restructuring and cross-border set-up (US and Singapore), Transaction Services, Financial retainers, MIS, and Financial Planning and Analysis. Works with founders on bringing finance prudence and controls.



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.



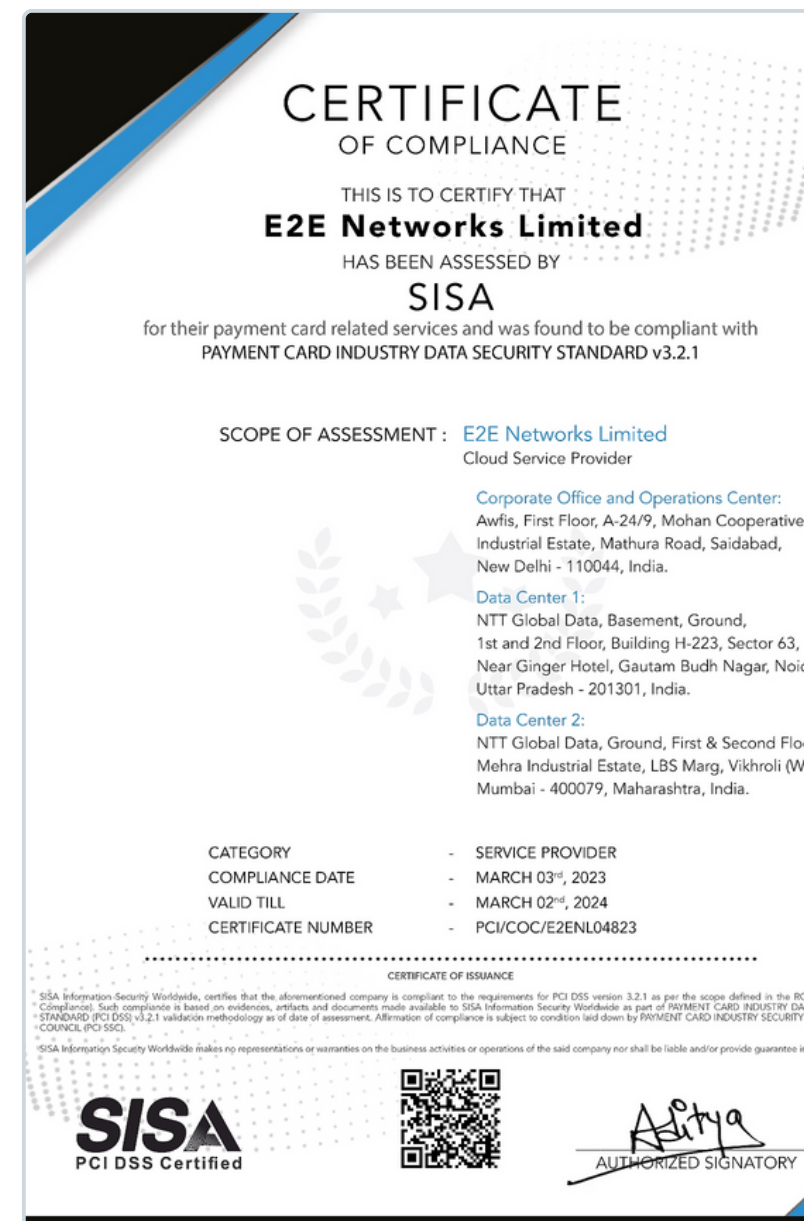
Mr. Naman Sarawagi
Independent Director

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.

ACCOLADES



Successful expansion, strong financial performance, innovation and adaptability, and business excellence.



Commitment to safety, security, & compliance.



Achieved Times Business Award for excellence in the field of Cloud & AI.

Quarterly Financial Performance

PARTICULARS (INR Mn)	Q2-FY24	Q2-FY23	Y-o-Y	Q1-FY24	Q-o-Q
Operational Revenue	216	165	30.9%	195	10.8%
Total Expenses	104	82	26.8%	92	13.0%
EBITDA	112	83	34.9%	103	8.7%
<i>EBITDA Margins (%)</i>	<i>51.85%</i>	<i>50.30%</i>	<i>155 Bps</i>	<i>52.82%</i>	<i>(97) Bps</i>
Other Income	4	1	NA	3	33.3%
Depreciation	25	47	(46.8%)	19*	31.6%
Finance Cost	4	1	NA	2	NA
PBT	87	36	NA	85	2.4%
Tax	29	10	NA	15	93.3%
PAT	58	26	NA	70	(17.1)%
<i>PAT Margins (%)</i>	<i>26.85%</i>	<i>15.76%</i>	NA	<i>35.90%</i>	<i>(905) Bps</i>
EPS (INR)	4.00	1.83	NA	4.82	(17.0)%
Diluted EPS (INR)	3.94	1.81	NA	4.76	(17.2)%

*During the quarter ending 30th June, 2023, the Company changed its method of depreciation from written down value "WDV" to straight line method "SLM". The life of computer equipment has been revised from 3 years to 6 years which is as per Schedule II of the Companies Act, 2013 and also based on technical evaluation from registered valuer. The impact of the above changes is reduction of depreciation expense by Rs. 25.7 Mil in the quarter ending 30th June 2023.

Half Yearly Financial Performance

PARTICULARS (INR Mn)	H1-FY24	H1-FY23	Y-o-Y
Operational Revenue	411	317	29.7%
Total Expenses	197	161	22.4%
EBITDA	214	156	37.2%
<i>EBITDA Margins (%)</i>	<i>52.07%</i>	<i>49.21%</i>	<i>286 Bps</i>
Other Income	8	2	NA
Depreciation	44	86	(48.8)%
Finance Cost	6	2	NA
PBT	172	70	NA
Tax	44	18	NA
PAT	128	52	NA
<i>PAT Margins (%)</i>	<i>31.14%</i>	<i>16.40%</i>	NA
EPS (INR)	8.82	3.58	NA
Diluted EPS (INR)	8.68	3.53	NA

*During the quarter ending 30th June, 2023, the Company changed its method of depreciation from written down value "WDV" to straight line method "SLM". The life of computer equipment has been revised from 3 years to 6 years which is as per Schedule II of the Companies Act, 2013 and also based on technical evaluation from registered valuer. The impact of the above changes is reduction of depreciation expense by Rs. 25.7 Mil in the quarter ending 30th June 2023.

Historical Income Statement

PARTICULARS (INR Mn)	FY21	FY22	FY23	H1-FY24
Operational Revenue	353	519	662	411
Total Expenses	250	289	332	197
EBITDA	103	230	330	214
<i>EBITDA Margins (%)</i>	<i>29.18%</i>	<i>44.32%</i>	<i>49.85%</i>	<i>52.07%</i>
Other Income	10	3	8	8
Depreciation	123	178	201	44
Finance Cost	2	2	5	6
PBT	(12)	53	132	172
Tax	-	(12)	33	44
PAT	(12)	65	99	128
<i>PAT Margins (%)</i>	<i>NA</i>	<i>12.52%</i>	<i>14.95%</i>	<i>31.14%</i>
EPS (INR)	(0.86)	4.46	6.85	8.82
Diluted EPS (INR)	(0.86)	4.44	6.77	8.68

*During the quarter ending 30th June, 2023, the Company changed its method of depreciation from written down value "WDV" to straight line method "SLM". The life of computer equipment has been revised from 3 years to 6 years which is as per Schedule II of the Companies Act, 2013 and also based on technical evaluation from registered valuer. The impact of the above changes is reduction of depreciation expense by Rs. 25.7 Mil in the quarter ending 30th June 2023.

Historical Balance Sheet

PARTICULARS (INR Mn)	FY22	FY23	H1-FY24
EQUITY & LIABILITIES			
Equity	385	494	625
(A) Share Capital	145	145	145
(B) Other Equity	240	349	480
Non-current Liabilities	26	49	194
(A) (i) Long term Borrowings	6	2	98
(ii) Lease Liability	8	30	62
(B) Long-term Provisions	6	8	8
(C) Deferred Tax Liabilities	6	9	26
Current Liabilities	69	141	212
(A) (i) Short term Borrowings	3	4	29
(ii) Lease Liability	4	22	45
(B) Trade Payables	23	25	36
(C) Other Financial Liabilities	12	57	44
(D) Current Tax Liabilities (Net)	-	-	16
(E) Short-term Provisions	-	-	-
(F) Other Current Liabilities	27	33	42
GRAND TOTAL - EQUITIES & LIABILITES	480	684	1,031

PARTICULARS (INR Mn)	FY22	FY23	H1-FY24
ASSETS			
Non-Current Assets	386	423	552
(A) Property, Plant & Equipment	226	229	302
(B) Other Intangible Assets	132	136	136
(C) Loans and Advances	-	-	-
(D) Non-Current Tax Assets (Net)	16	3	-
(E) Right of Use Asset	12	55	114
Current Assets	94	261	479
(A) Trade Receivables	1	6	16
(B) Cash & Cash Equivalents	38	163	370
(C) Other Bank Balance	30	52	41
(D) Other Financial Assets	20	30	36
(E) Other Current Assets	5	10	16
GRAND TOTAL - ASSETS	480	684	1,031

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E2E Networks Limited

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Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

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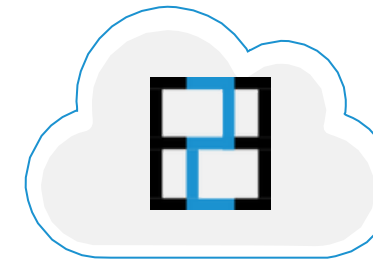
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For further details please contact our Investor Relations
Representatives: VALOREM ADVISORS
Mr. Anuj Sonpal
Tel: +91-22-49039500
Email: e2e@valoremadvisors.com



You can also reach the company directly
on: E2E Networks Ltd.
Email: investors@e2enetworks.com
Website: <https://www.e2enetworks.com/>