



E2E NETWORKS LIMITED

Investor update- Presentation
MAY'21



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.

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- Pricing comparison with Peers
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E2E overview

E2E Overview



Description*	Rs in crs
Equity share Capital	14.4
Net Worth ¹	23.6

¹ Includes Equity share capital plus Reserve & Surplus

Shareholding Pattern*

Promoter & Promoter Group	58.5%
Public	41.5%

*As on 31st Mar'21

Established in 2009, E2E Networks

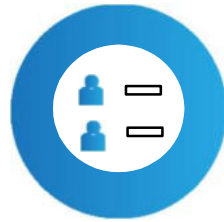
- Is amongst largest Indian Public Cloud Companies in India
- Has Fully Owned Compute Infrastructure and Core Technology Stack.
- Our Cloud provides Cloud GPUs, Object & Block Storage, Smart Dedicated, Compute and Memory Intensive Linux/Windows Cloud Instances, Cloud Load Balancers with Autoscale, DBaaS (Database as a Service) amongst others
- Predictable Pricing, More than 1500 active Customers

E2E BENEFITS



Reliable Performance

Experience better & optimized performance across workloads



Fully Featured

Multi-Region Full Stack Cloud Platform



Self Service Cloud Platform

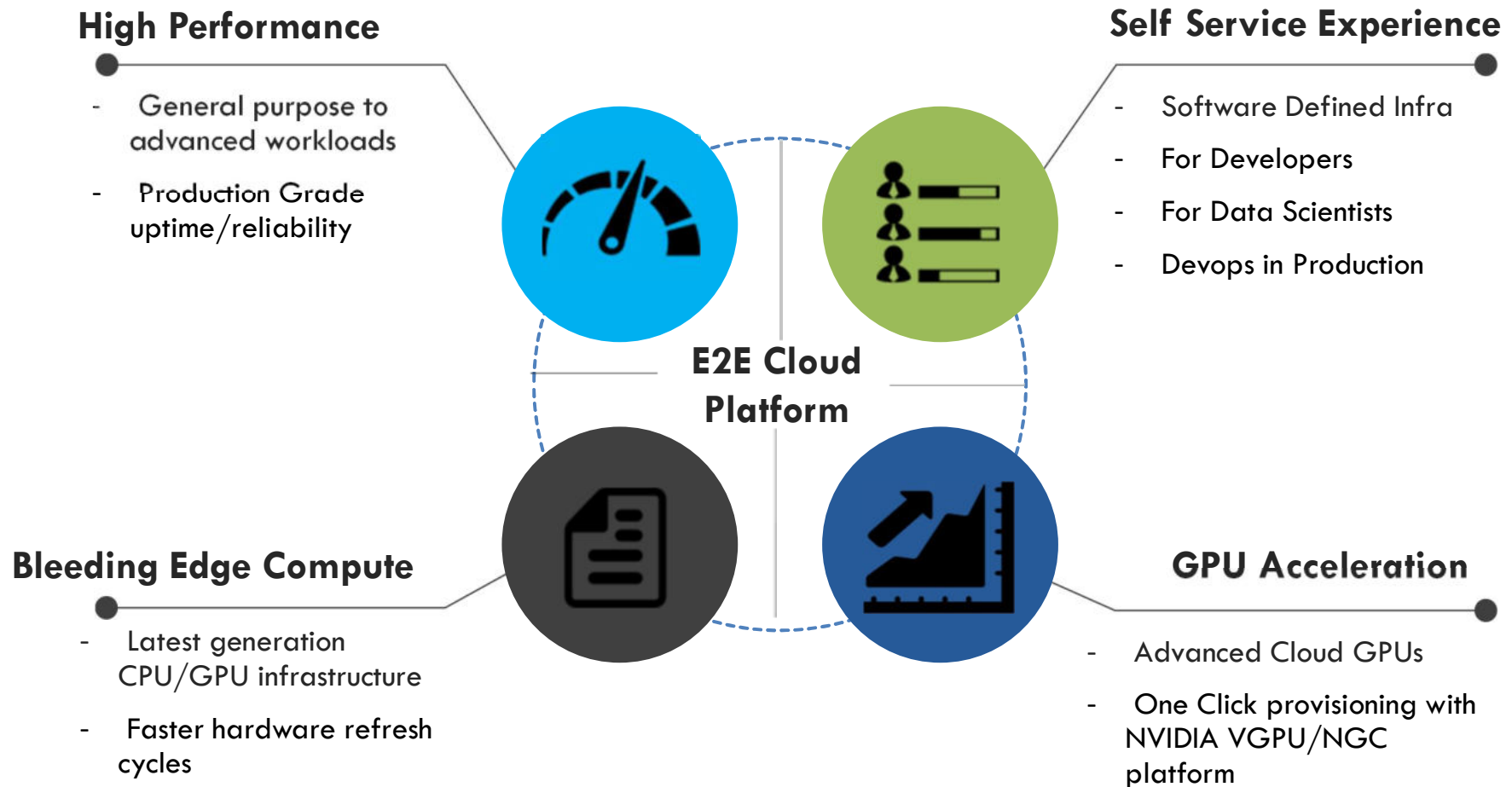
One Click deployment of Cloud Services



Scalable

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

E2E CLOUD INFRA PLATFORM: FOCUS AREAS



E2E SEASONED AND PROFESSIONAL SENIOR MANAGEMENT TEAM



Tarun Dua

Chairman & Managing director



Mohamed Imran

CTO



Srishti Baweja

Whole time Director &
Interim CFO



Kesava Reddy

Chief Revenue Officer



Himank Saini Sadh, VP Delivery

Product Delivery



Neha Baid

Company Secretary & Compliance
Officer

Pricing comparison with Peers

E2E COMPARISON OF COST VS PEERS



Description	E2E	GCP	AWS	Digital Ocean	Azure
Plan Type	M.60GB	n1-standard-8	Linux on m6g.2xlarge	Memory-Optimized	B16MS
vCPU	12	8	8	8	16
RAM	60 GB	30 GB	32 GB	64 GB	64 GB
Storage	450 GB	2 x 375 GB	EBS only	600 GB	128 GB
Price Per Month	Rs 4,745	Rs 20,783	Rs 16,863	Rs 31,755	Rs 35,025
Price Per Hour	Rs 6.5	Rs 28.47	Rs 23.1	Rs 43.5	Rs 47.98
Source	https://www.e2enetworks.com/memory-intensive-computing-asd-series-m	https://cloud.google.com/compute/all-pricing	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 May' 21

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

GPU A100 COST COMPARISON OF E2E COST VS PEERS

Description	E2E	Oracle	GCP
Plan Type	GDC.A100-16.115GB	VM.GPU4.1	e2-highmem-16
vCPU	16	14	16
RAM	115 GB	224 GB	128 GB
GPU Memory	40GB	40 GB	40 GB
Storage	1500 GB SSD	-	1500 GB
Price Per Month	Rs 75,000	Rs 1,66,988	Rs 2,02,262
Price Per Hour	Rs 170	Rs 228.75	Rs 277
Source	https://www.e2enetworks.com/nvidia-a100/	https://www.oracle.com/in/cloud/partners/gpu.html	https://cloud.google.com/compute/vm-instance-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 May'21

GPU V100 COST COMPARISON OF E2E COST VS PEERS

Description	E2E	GCP	AWS	Azure
Plan Type	GPU.V100-8.120GB	e2-highmem-16 + V100	p3.2xlarge	NC6s_v3
vCPU	8	16	8	12
RAM	120	128	61	112
GPU Memory	32 GB	16 GB	16 GB	32 GB
Storage	900 GB	900 GB	Extra charges	736 GB
Price Per Month	Rs 50,000	Rs 1,77,937	Rs 1,67,535	Rs 2,79,225
Price Per Hour	Rs 100	Rs 243.75	Rs 229.5	Rs 382.5
Source	https://www.e2enetworks.com/nvidia-v100/	https://cloud.google.com/compute/gpus-pricing	https://aws.amazon.com/ec2/instance-types/p3/	https://azure.microsoft.com/en-in/pricing

Note:

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GPU T4 COST COMPARISON OF E2E COST VS PEERS

Description	E2E	AWS	GCP
Plan Type	GDC.T4-12.50GB	g4dn.2xlarge	n1-highmem-8
vCPU	12	8	8
RAM	50	32	52
GPU Memory	16	16	16
Storage	900 GB	225 GB	900 GB
Price Per Month	Rs 17,500	Rs 41,172	Rs 47,752
Price Per Hour	Rs 30	Rs 56.4	Rs 65.41
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 May'21

Additional Region and New Products and Features
Launched/planned to be Launched

NEW ZONE & PRODUCT/FEATURES ADDED RECENTLY



Mumbai Zone

- Major Compute Instance SKUs are now available from second region



DBaaS

- Setup and run your relational database in cloud
- Easy administration
- Optimized for common RDBMs use cases
- Flexible plans for varying configurations of CPU, RAM and Storage



Block Storage

- Provides flexibility to increase or decrease storage
- Attach additional high-speed volume for E2E node

PRODUCTS/ FEATURES ADDED RECENTLY



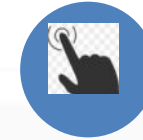
Reserved IP

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



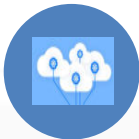
BitNinja Integration

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

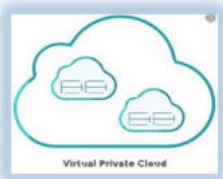
Store, backup and archive content for your web apps or data from AI/ML pipelines.



CDN

Global content delivery network that distributes your content & web pages to end-users with minimal latency, creating enhanced experiences for your customers.

PRODUCTS/FEATURES TO BE ADDED



VPC*

- Virtual Private Cloud will allow customers to have their deployments in a fully isolated internal network.
- It will enable logical network separation of customer deployments



C3 Series*

- Upcoming compute series with the latest generation processors for compute intensive deployments.
- Supports Block Storage, Live Snapshots, Quick Recovery



M3 Series*

- Upcoming compute series with the latest generation processors for memory intensive deployments.
- Supports Block Storage, Live Snapshots, Quick Recovery

* Expected to be launched in FY 21-22

Impact of Recent Events

COVID/LOCKDOWN IMPACT ON BUSINESS



Supply Chain Disruptions

- **Hardware Supply Chain continues to be disrupted in general due to local lockdowns**
- **Price Volatility continues to impact procurement prices for various memory and storage hardware**

Work From Home

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

New Products/ Features

- **New products / features launches impacted as priority is to service existing needs fully.**

Snapshot of Financials and Strategy

OUR APPROACH TO GROWTH

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

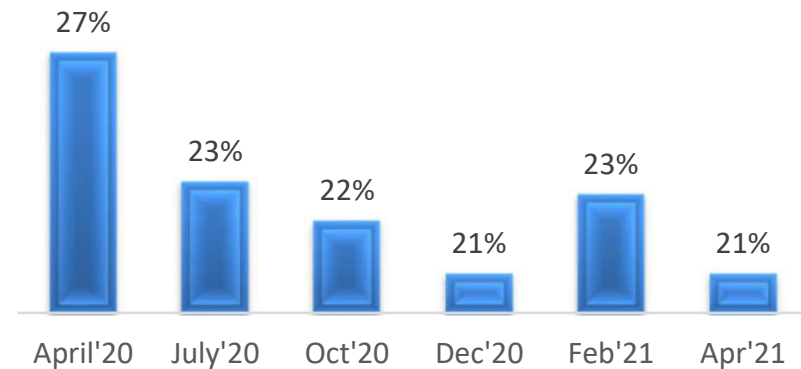
- Significant number of self-service customers added in last few months
- Sales effort seeing momentum with gross new additions every month
- Growth opportunities in Digital Transformation, AI, SME among other compute workloads

~ Monthly Revenue* (in Rs cr)



*Provisional number

~ Revenue from Top 10 customers as % of Total



PROFIT & LOSS



INR Lakhs	FY 19-20			FY 20-21		
	H1 (April'19 to Sep'19) ¹	H2 (Oct'19 to Mar'20) ²	Full Year (Apr'19 to Mar'20) ³	H1 (April'20 to Sep'20) ¹	H2 (Oct'20 to Mar'21) ²	YTD (Apr'20 to Mar'21) ³
Revenue	1,237.0	1,272.6	2,509.6	1,542.4	1,987.9	3,530.3
Other Income	164.9	56.6	221.5	51.6	43.9	95.5
Total Revenues*	1,401.9	1,329.2	2,731.1	1,594.0	2,031.8	3,625.8
Purchase of services	554.4	538.9	1,093.3	608.0	665.1	1,273.0
Employee benefits expense	542.5	509.2	1,051.7	425.3	428.8	854.1
Other Opex	236.9	248.3	485.2	149.4	165.5	314.9
Total expenses	1,333.8	1,296.4	2,630.2	1,182.6	1,259.4	2,442.0
EBITDA*	68.1	32.9	100.9	411.4	772.4	1,183.8
EBITDA %	4.9%	2.5%	3.7%	25.8%	38.0%	32.6%
Depreciation	467.4	546.7	1,014.1	402.8	837.8	1,240.6
EBIT*	(399.4)	(513.8)	(913.2)	8.6	(65.4)	(56.8)
Interest expense**	8.1	10.1	18.2	16.5	39.5	56.0
PBT	(407.5)	(523.9)	(931.4)	(7.9)	(104.9)	(112.8)
Tax	3.7	0.2	3.9	0.2	(0.2)	-
PAT	(411.2)	(524.1)	(935.3)	(8.1)	(104.7)	(112.8)

*Includes Other income

** Includes payment gateway charges

¹ Limited reviewed

² Second half figure is balancing figure between full year audited figure and first half published figure

³ Audited

BALANCE SHEET AS AT

INR Lakhs	Sep'19 ¹	Mar'20 ²	Sep'20 ¹	March'21 ²
Share Capital	1,429	1,429	1,438	1,442
Net worth ³	2,955	2,438	2,445	2,360
Payables	209	171	180	216
Other Liabilities	270	224	345	706
Total Equity & Liabilities	3,434	2,832	2,970	3,282
Gross Fixed Assets	5,680	5,638	6,514	7,515
Net Fixed Assets	1,306	961	1,654	2,165
Trade receivables	41	68	47	34
Cash and Cash Equivalents	1,568	1,241	746	519
Other Assets	519	562	522	564
Total Assets	3,434	2,832	2,970	3,282

¹ Limited reviewed

² Audited

³ Includes Equity share capital plus Reserve & Surplus

BUSINESS STRATEGY AND FOCUS



Building Capabilities

- Our plan is to improve our Cloud capabilities in the areas of :-
 - DBaaS,
 - Autoscale with Load Balancing and
 - Quick Healing Compute Instances

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*

WELL POSITIONED TO CAPITALIZE ON FUTURE OPPORTUNITIES

1

Large Addressable Market Opportunity in Indian Cloud

- End-user spending on public cloud services in India is expected to total \$4.4 billion in 2021, according to the latest forecast from Gartner published on April 29, 2021
- As compared to 2020, end user spending on public cloud will grow 31.4% in 2021

2

Product Capabilities

- *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*

3

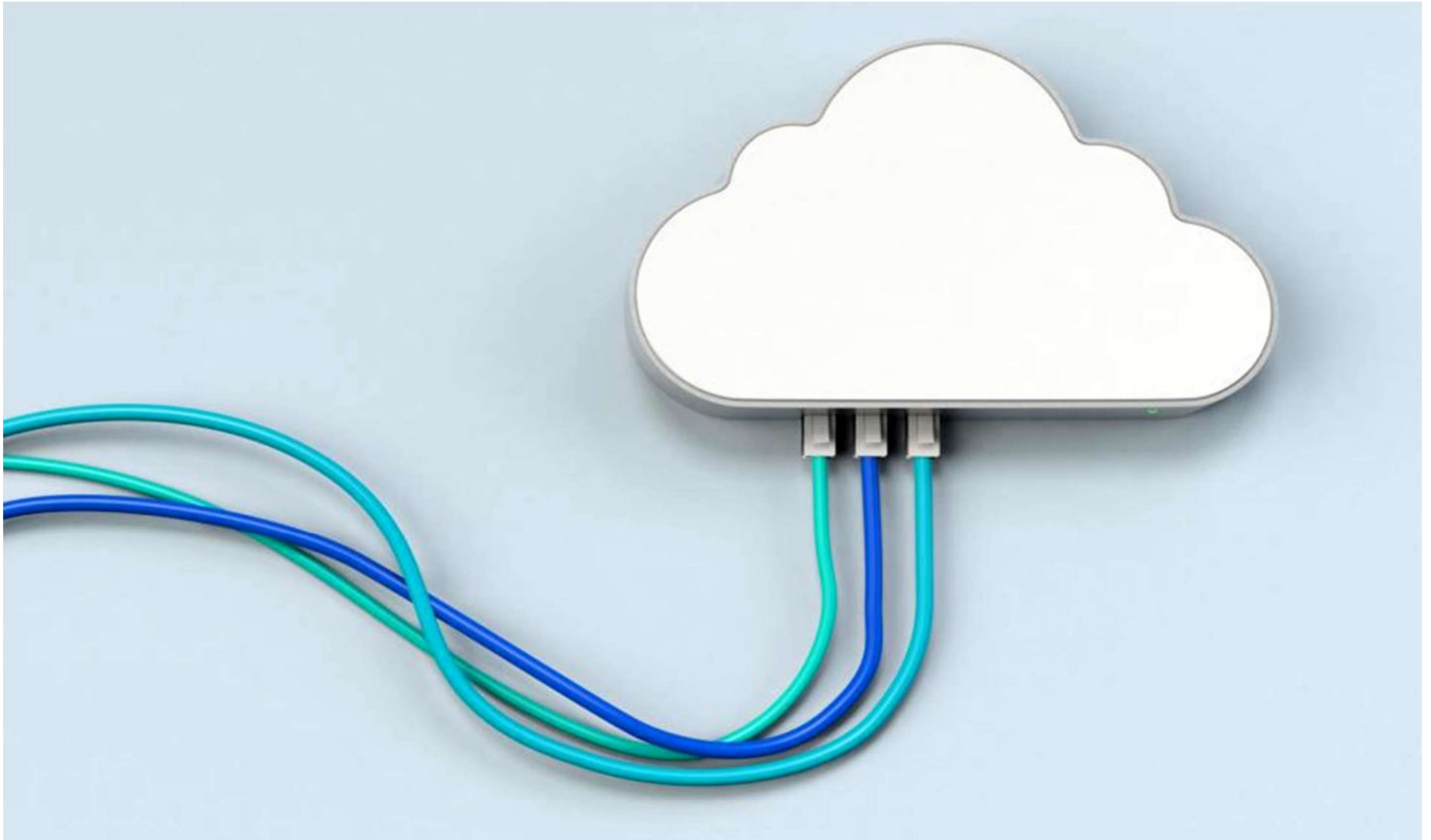
Focus : Cloud GPU workloads

- *AI/ML/DL & Inference for NLP and Computer Vision*
- *Visual Computing Cloud Workstations*

4

Partnerships: Intel ,NVIDIA 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 KTech CoE Data Science & AI Government of Karnataka (GoK) - powered by NASSCOM to Pave Way to an AI driven digital future*
- *Other on-going licensing relationship are with SoftwareOne (LAR for Microsoft), BitNinja, Cloud Linux Inc, Connectwise, LLC (R1Soft), and through their distribution partners with Softaculous , C Panel and Plesk.*



E2E NETWORKS LIMITED

For further information, please contact: Investors@e2enetworks.com