E2E Networks Limited

Investor Presentation – November 2021

E2E at a Glance

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

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 10,000 customers with more than 2000 active customers and an active sales presence across Delhi NCR, Bangalore, Hyderabad & Mumbai.

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.

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

Key Milestones

2009

Inception of the Company

2011

Investment facilitated by Blume Ventures

2012

Reached 100 Customers

2014

Second Round of Funding finalized with Blume Ventures and others

2017

Reached 900 Customers

2018

IPO listing on NSE Emerge in May'2018 received huge response and was subscribed up-to 70 times.

2019

Compute Intensive Series, Memory Intensive Series, Smart Dedicated Compute. Launched GPU Cloud in partnership with NVIDIA

2021

Mature Cloud Platform with Compute, Object Storage (EOS), CDN, Auto Scale, API, Load Balancing, DBaaS, Cloud Firewall, 2000+ customers, ISO Certified, IPv6 support

Board of Directors

Tarun Dua - Managing Director and Promoter holds a degree of Bachelor of Technology (Computer Engineering) from REC Kurukshetra University. He has experience of more than 19 years in the field of Open source, Linux, virtualization, WebScale , Networks Operations and Cloud Computing Domain. He has been the director of our Company since Incorporation. He manages overall operation of the company.

Varun Pratap Rajda - Independent Director is a Chartered Accountant and working as co-founder of Constellation Blu Advisory, looking after Transaction Advisory Practice. Previously, He was working with Akbar Travels, Mumbai as a part of the Internal Audit team. Over the last 5 years, he has been working in diverse areas across various faculties of Finance, Accounting, Corporate Laws and Operations Management.

Srishti Baweja - Whole-Time Director and Promoter is an active member of the Institute of Chartered Accountants of India. She has experience of more than 16 years in the field of Finance and Administration. She is also in-charge of overall operations and management of the company along with Tarun Dua.

Gaurav Munjal - Independent Director has done his graduation in Mechanical Engineering from IIT Bombay and has professional experience of almost 15 years. He is the Managing Director of Infollion Research 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.

Aditya Bhushan - Independent Director 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.

Naman Sarawagi - Independent Director holds professional experience of over 10 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.

Leadership Team

Mohammed Imran (Chief Technology Officer) - Imran runs E2E's cloud computing operations and initiatives using his extensive experience in cloud computing, networking, and open-source software. Imran has been an avid user and supporter of Open Source and has deployed FOSS solutions on different domains for leading organizations and educational institutions. At E2E Networks, he follows the same Open Source passion to help teams create innovative, creative, efficient, and reliable products and solutions.

Kesava Reddy (Chief Revenue Officer) - Kesava has been closing B2B sales for startups for last 10 years. He is currently the head of sales for E2E Networks. Kesava has worked for half a dozen startups on selling to enterprise both cloud offering as well as traditional enterprise software.

Megha Raheja (Chief Financial Officer) - Megha is a Chartered Accountant with over 20 years of experience in IT/ITES and telecom industry. She has diverse experience in Financial Accounting & Reporting, Taxation, Treasury & Banking, Budgeting, Mergers & Acquisitions. She is adept at supporting business objectives with a decisive leadership style and strategic approach to decision making.

Ashish Charan (Assistant 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 & coaching individuals helping them maximize their potential while ensuring teams function as a cohesive unit. He is proficient in data centre technologies and cloud computing.

Neha Baid (Company Secretary and Compliance Officer) - Neha did her B. Com(H) from Hansraj College and is a qualified Company Secretary and a Member of Institute of Company Secretary of India since September, 2013. She has over 5 years of experience of working in secretarial compliances, handling legal cases and drafting of legal and business agreements.

Pradeep Pandey (Director - Channel Sales) - Pradeep is a passionate Sales professional with an experience of 6yrs+ in Business Development and Sales. His profile includes handling large key accounts from prospecting level to closures, building relationship with CXOs; decision makers to boost opportunity closure cycle, generating revenue for the company, meeting targets on time.

Pawan Kumar Singh (Product Manager – DevOps) - An E2E Networks prodigy, joined as a fresher and learned on the job. He established himself as an accomplished and highly-competent DevOps and Solution architect for over 6yrs+ possessing good know-how of technical support and vast experience of assisting customers in building and managing their setups.

Mohamed Mushab (Product Manager – DevOps) - As a Technical Account Manager I am responsible for ensuring that customers get the most value from the Cloudops Services. He handles high traffic websites and sets up their infra with high availability mode and also reduces the cost by rightsizing their infra.

Partnerships

- 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.

Some Marquee Clientele served over the years

indiamart	Quick Ride Carpool . Bikepool . Taxi	zomato	gaadi by CarDekho	CarDekho RIGHT CAR, RIGHT NOW
HEALTHKART	JUNGLEE GAMES	FORMCEPT Your Analytics Platform	Instant pay badho • aaj hi	intrcity by RailYatri.in
Clovia	Zoomcar Never Stop Living	Niyo	milkbasket	PROPTIGER
WISH FIN	algolia	zenatix A Hero Electronix Venture	MEGA MOBILITY LIMOUSINES & SEDANS	matrimony.com
NYKAA	purplle.com India's #1 Beauty Destination	MobiKwik	eazydiner	CARS 24

Strategic Overview

Significant Reduction in customer concentration.

Earlier the largest customer used to contribute close to 30% to the revenue. No customer contributes more than 5%.

Competitive Edge due to In-house software

Our company has focused extensively on Research & new software development, spending a significant portion of its revenues on this function to create a better experience for its users.

Decreased unit cost of hardware acquisition at scale

Direct connect with OEMs allows for better and faster acquisition of hardware required for scaling of Compute Platform and lower cost of acquisition of Servers.

Focused on adding more number of small/mid-scale customers as opposed to very large customers.

This enables the company to earn higher lifetime value per customer as the switching cost will be relatively higher to the size of operations of a customer.

Constantly adding highly profitable value added products/services.

Over the years the company has carefully engineered and introduced various additions, roughly 20 features that include core infrastructure offerings and a set of services that operate on top of that. Company has recently added products like DbaaS, Block Storage, BitNinja Integration, Kubernetes, etc and is constantly looking to add new value added products.

Larger Scale of Operations

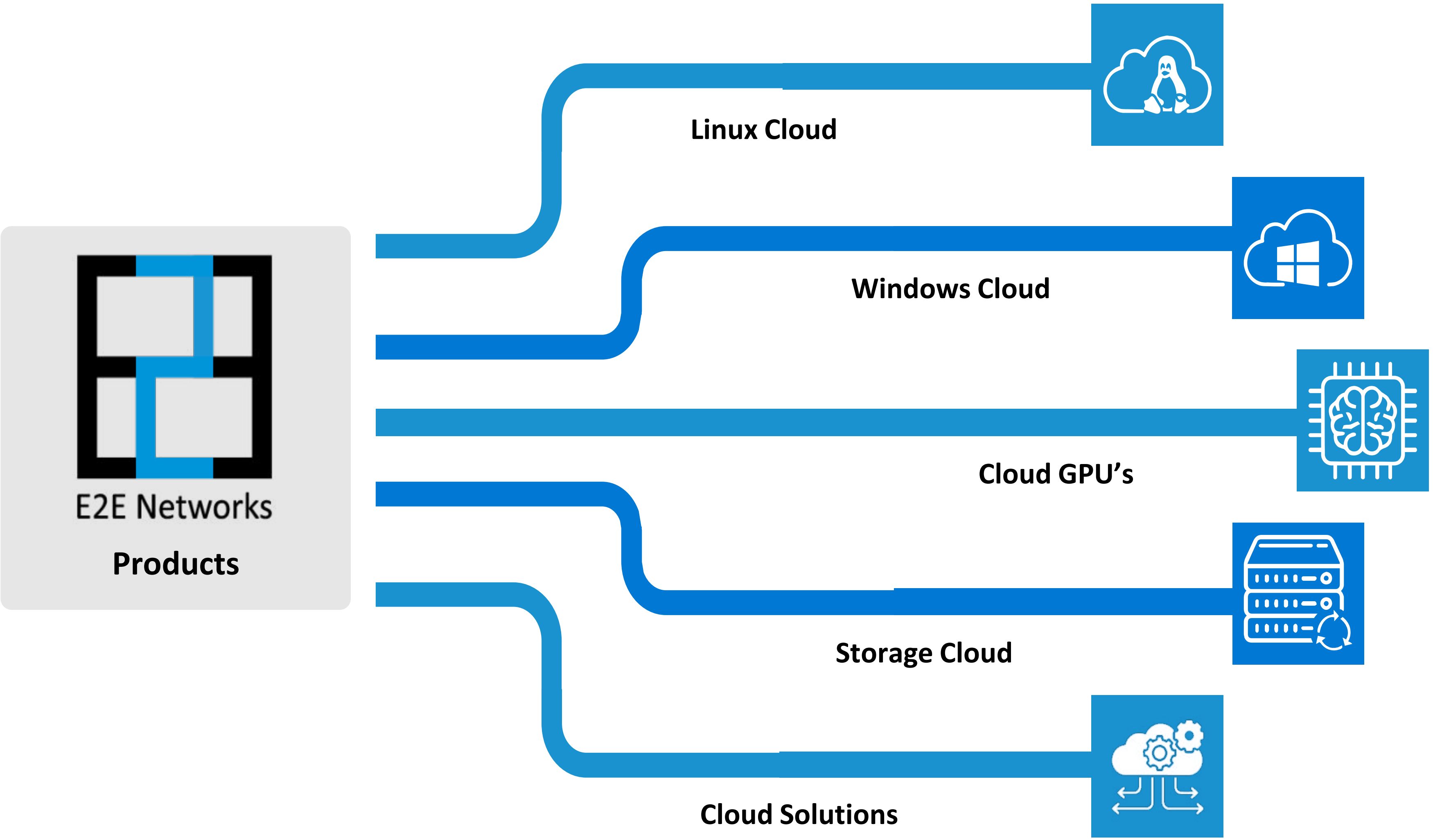
Results in a linear scale of opex cost increase while resulting in overall decline as a percentage of revenue resulting in increased EBITDA.

Constantly deploys new inventory

New inventory infusion allows for evangelization to larger number of trial customers for the purpose of comparison improving conversions.

Business Overview

E2E Products



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

Linux Cloud

CPU Intensive Cloud

Run CPU intensive workloads with confidence across various industry verticals and experience high performance computing in the cloud.

CPU Intensive Cloud C2 Series

- Latest generation Intel processors manage your data-rich workload with C2’s high IOPS and memory application.
- Plans from 4 vCPUs to 60 vCPUs

Memory Intensive Cloud

The 2nd generation Memory Intensive computing node plans are designed to offer double the amount of vCPUs and more than triple the amount of RAM at the same price compared to the first generation.

High Memory Series

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

Plans from 30 GB to 240 GB RAM

Benefits

- Better Compute
- Reliable Performance
- Affordable Pricing
- Optimized Plans
- Scalable

Benefits

- Security
- Quick Deployments
- High Performance
- Low-Barriers
- One-click
- Backup/Restore
- Indian Data Centres
- High-Memory Instances
- Add-on IPs
- Machine Image
- PHP Modules
- Optimized Pricing`

Windows Cloud

Windows Cloud

- E2E offers the best cloud for Windows, and it is the right cloud platform for running Windows-based applications today and in the future. Windows computing nodes are one of our most popular compute nodes among developers and enterprise customers. Windows on E2E Cloud enables you to increase or decrease capacity within minutes. You can commission as many servers as you require.
- Affordable, Scalable, Reliable and Secure Cloud For Windows.
- Windows Server Editions: 2019, 2016 & 2012 R2 (Standard)

Windows MS SQL on E2E Cloud

- E2E offers the best cloud for Windows MS SQL, and it is the right cloud platform for running database workloads today and in the future. Windows MS SQL computing nodes are one of our most popular compute nodes among developers and enterprise customers. Windows MS SQL on E2E Cloud enables you to increase capacity within minutes. You can commission as many servers as you require.
- We support Windows MS SQL Web/Standard 2012, 2014, 2016, 2017 and 2019 versions.

Benefits

- Lower Costs
- Scalable
- High-performance
- Secure
- Reliable
- Physical CPU Cores without HT result in lower software licensing costs

Smart Dedicated Compute

Windows and Linux Smart Dedicated Compute Platform

- Smart-dedicated Compute is the latest breed of servers that are ideal for intensive workloads, where you can experience the power of dedicated servers and the benefits of public cloud which makes it much easier to manage your infrastructure.
- Smart Dedicated Compute is the next step in the evolution of cloud computing. Hosting your business workloads on Smart Dedicated Compute gives you the security and privacy of an internal network with all the advantages of cloud computing. It offers the business a way to experience the reliability, flexibility, high performance, and scalability of the cloud along with an extra layer of security and privacy. It is the combination of a dedicated CPU's pinned for a customer with today's leading cloud virtualization technology.
- Smart Dedicated Compute allows the flexibility of customizing the server to the clients' unique needs for CPU, RAM, disk space and software. With Smart Dedicated Compute, you can easily avail predictable performance with numerous Public Cloud benefits, which includes better performance, security, self-service, scalability, and resilience.
- Experience bare-metal performance on cloud with zero noisy neighbour problem, and reliable performance.

Benefits

- Self-service
- Save Machine Images
- Interactive API
- No Noisy Neighbour
- Scaling of Server via auto-scaling
- Easy Backup Setup
- Adding of E2E Block Storage

Cloud GPUs

GPU dedicated compute with A100

A100 - The Universal System for All AI Infrastructure that enables Enterprises to consolidate training, inference, and analytics using World's most advanced accelerator. Currently the most powerful GPU from NVIDIA.

GPU dedicated compute with A30

NVIDIA A30 Tensor Core GPU is the most versatile mainstream compute GPU for AI inference and mainstream enterprise workloads.

GPU dedicated compute with RTX8000

GPU for modern workloads in the cloud, for AI, data sciences, HPC and remote working cloud workstations engineering design and creative/VFX users.

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. It's powered by NVIDIA Volta architecture, comes in 16 and 32GB configurations, and offers the performance of up to 100 CPUs in a single GPU. Data scientists, researchers, and engineers can now spend less time optimizing memory usage and more time designing the next AI breakthrough.

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

Used in

- Machine Learning
- Computer Vision
- Deep Learning for NLP
- Object Recognition
- Visual Computing

Features

- Unbeatable performance Powered with NVIDIA T4, Tesla V100, A100 and RTX 8000 GPUs
- Unmatched price-to-performance ratio
- Zero lock-in, pay hourly
- Low Latency due to Indian DC locations.

GPU Cloud Multiple Uses

- AI/ML/DL- Solve complex models at high speed to improve predictions and decisions of your algorithms.
- Computer Vision - Video analysis, facial recognition, medical imaging.
- Computational Finance- Analyze and calculate large and complex financial data.
- Scientific Research- Eg. Molecular modeling, fluid dynamics etc.
- Big Data- Deal with voluminous data sets at a quicker rate.

Storage Cloud

Object Storage

Also known as EOS, E2E object storage is an SSD-based S3-compatible object storage service designed for demanding workloads like machine learning and deep learning.

Features

- S3-compatible REST API
- 70% cheaper than other cloud storage
- Data protection guaranteed despite hardware failure
- Zero hidden charges.

E2E Block Storage

E2E Block Storage Provides block-level storage volumes to use with our compute nodes. These volumes can be attached to your computing nodes which makes its data and file system available for your nodes. If your node is running on linux, then you can mount this volume file system just like mounting any other file system.

Features

- Scale Up Storage Capacity
- Resilient and Fault Tolerant
- No Compute Dependency
- High-Speed Storage

E2E CDP Backup

CDP backup service backups your VM or cloud instance data continually, incrementally, automatically on E2E Cloud — letting you fallback to backup recovery points as your situation demands

Features

- Directly backups the block-level data
- Low impact on disk and network I/O
- Quick recovery
- Ideal for data archival requirements.

Saved Image

You can use saved images for creating new nodes of different plans and configurations. Saved image are also a prerequisite for creating scale groups for configurations of auto-scaling of your applications. Storage space used by saved images are charged @ ₹4.00 per GB per Month.

Cloud Solutions

Load Balancer

The load balancer distributes incoming traffic for application to multiple backend application nodes, which increases the availability of your application by ensuring that the health of a single server doesn't have any impact on overall health of your application.

Features

- Be prepared for heavy traffic
- Secure traffic with SSL certificates
- Make easy changes to backend infrastructure
- HTTP Health checks
- A fully-managed service from E2E Networks

Content Delivery Network

A content delivery network (CDN) refers to a geographically distributed group of servers which work together to provide fast delivery of Internet content. A CDN allows for the quick transfer of assets needed for loading Internet content including HTML pages, javascript files, stylesheets, images, and videos.

Features

- Affordable plans & pricing
- Easy Setup via the MyAccount portal
- Monitor consumption trends of your content.
- Reduces latency in delivering content
- Reduces impact of back-end failures
- Manages traffic seamlessly

One Click Deployment

One-click deployment that can be used to deploy services while launching a server itself, offering you a host of pre-installed services.

The services vary from Application services to Database services and from CI/CD pipeline to Monitoring tools/services.

Currently supporting the below mentioned one-click deployments which can be launched with our C series

Cloud Solutions

Reserved IP

A static Public IP address is allocated specifically to your server and will be available for you unless you release the server. Manage your IP addresses with the MyAccount portal of E2E Cloud. Pay a nominal fixed monthly fee in return.

DBaaS

E2E DBaas is easy to set up and operate in the cloud, provided with Cost-efficient service and automating time-consuming administrator tasks such as Provisioning, Patching, and Setups.

E2E API

E2E API lets you programmatically manage nodes and resources (which you traditionally manage viathe MyAccount portal) on E2ECloud using conventional HTTP requests. E2E API end points are highly responsive seamlessly performing actions and fetching information.

VPC

Virtual private cloud enables you to launch resources into a virtual network that you have defined and ensures secure traffic between any resources like nodes, Kubernetes clusters and load balancers

E2E Auto Scaling

The E2E Auto Scaling feature allows you to dynamically scale up or scale back your applications depending upon the situation. It's easy Setup, seamless accessibility and cost-effective features handle your workload effectively.

Recent Launches

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

Mumbai Zone
Major Compute Instance SKUs are now available from second region

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

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.

Click Deployment
Quick deployment using prebaked 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

Industry Overview

Cloud Computing Industry

- The global cloud computing market reached USD 250.04 Bn in 2021 and is projected to grow at a compound annual growth rate of 17.9%, reaching USD 791.48 Bn by 2028.
- India has experienced consistent double-digit growth in cloud spending over the last three years. End-user spending on public cloud services in India will total USD 4.4 Bn in 2021, according to the latest forecast from Gartner, Inc. infrastructure-as-a-service (IaaS) has been forecasted to grow at 52.7%. As compared to 2020, end user spending on public cloud will grow 31.4% in 2021.
- The continued trend of increased remote workers in 2021 will lead to an increase in spending on infrastructure-as-a-service (IaaS). Cloud solutions provide more flexibility and better data management options, so has become inevitable for most organisations these days and new trends in the industry are growing in popularity.

Cloud Computing Industry Trends:

- Cloud AI - Cloud computing enables AI to do quicker computations and better resource management.
- Enhanced Security - Organizations do not want to rely on any 3rd party security solution. Cloud service providers will give better security choices to their clients.
- Kubernetes Supremacy - With Kubernetes gaining considerable traction, only the businesses that considers Kubernetes will be able to compete in the marketplace.
- Appearance of Private Cloud - Rebuilding private cloud infrastructure will be driven by the demand for improved security and efficiency.
- Cloud-native Applications - It is critical that businesses provide products through the use of the cloud as well. In the future years, the growth of cloud-native apps will accelerate. As a result, open-source project management platforms will be widely used.

Particulars	2020 Spending	2020 Growth	2021 Spending	2021 Growth %	2022 Spending	2022 Growth %
Cloud Business Process Services (BPaaS)	190	2.0%	207	9.2%	218	5.2%
Cloud Application Infrastructure Services (PaaS)	764	39.0%	997	30.5%	1,252	25.6%
Cloud Application Services (SaaS)	1,168	3.1%	1,411	20.8%	1,696	20.2%
Cloud Management and Security Services	269	7.3%	317	18.0%	378	19.2%
Cloud System Infrastructure Services (IaaS)	946	35.9%	1,445	52.7%	1,995	38.0%
Desktop as a Service (DaaS)	50	65.4%	73	47.7%	86	17.2%
Total Market	**3,387**	**19.0%**	**4,451**	**31.4%**	**5,625**	**26.4%**

**All figures are in USD Mn*

Peer Comparison

E2E Comparison of Cost vs Peers					
Description	**E2E**	**GCP**	**AWS**	**Digital Ocean**	**Azure**
Plan Type	M.60GB	n1-standard-81	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.e2networks.com/memory-intensive-computing-ssd-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

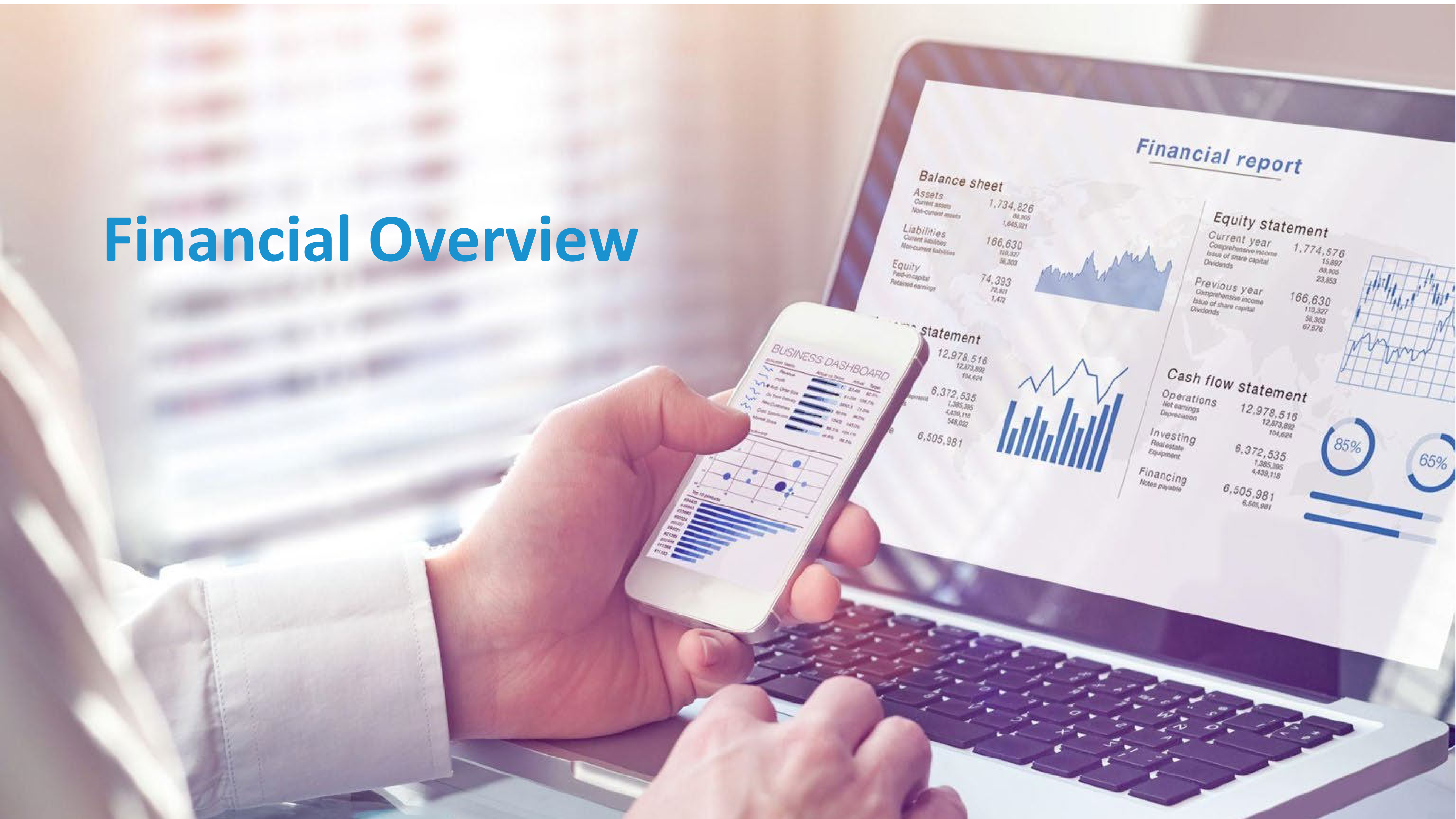
GPU A100 Cost Comparison of E2E Cost Vs Peers			
Description	**E2E**	**Oracle**	**GCP**
Plan Type	GDC.A 100-16.115GB	VM.GPU4.1	E2-highmem-16
vCPU	16	14	16
RAM	115 GB	224 GB	128 GB
GPU Memory	40 GB	40 GB	40 GB
Storage	1500 GB SSD	-	1500 GB
Price Per Month	Rs. 75,000	Rs. 1,66,988	Rs. 2,02,262
Price Per 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

GPU T4 Cost Comparison of E2E Cost Vs Peers			
Description	**E2E**	**AWS**	**GCP**
Plan Type	GDC.T4-12.50GB	G4dn.2x large	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

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. 328.5
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: - ₹ 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 Oct'21

Financial Overview



Income Statement

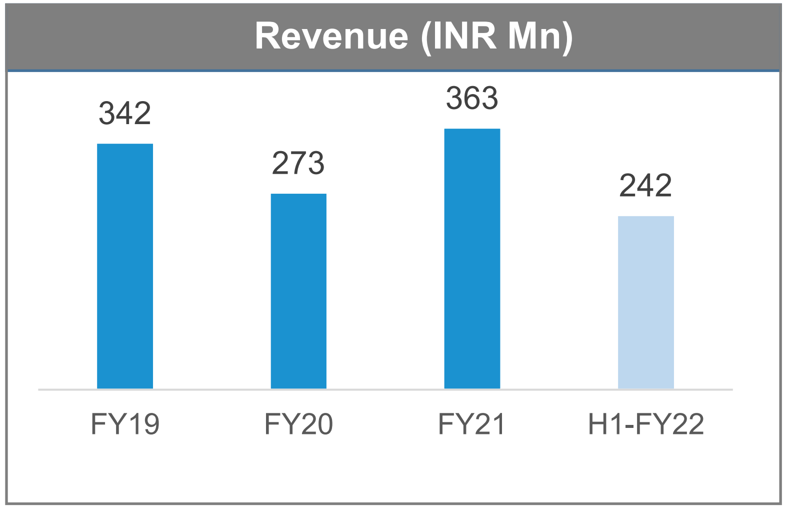
PARTICULARS (INR Mn)	FY19	FY20	FY21	H1-FY22
Operational Revenue	**338**	**251**	**353**	**240**
Total Expenses	228	263	244	139
EBITDA	**110**	**(12)**	**109**	**101**
EBITDA Margins (%)	***32.54%***	***NA***	***30.88%***	***42.08%***
Other Income	4	22	10	2
Depreciation	89	101	124	72
Finance Cost	1	2	6	4
PBT	**24**	**(93)**	**(11)**	**27**
Tax	7	0	0	0
PAT	**17**	**(93)**	**(11)**	**27**
PAT Margins (%)	***5.03%***	***NA***	***NA***	***11.25%***
EPS (INR)	1.24	(6.54)	(0.79)	1.91
Diluted EPS (INR)	1.23	(6.54)	(0.79)	1.89

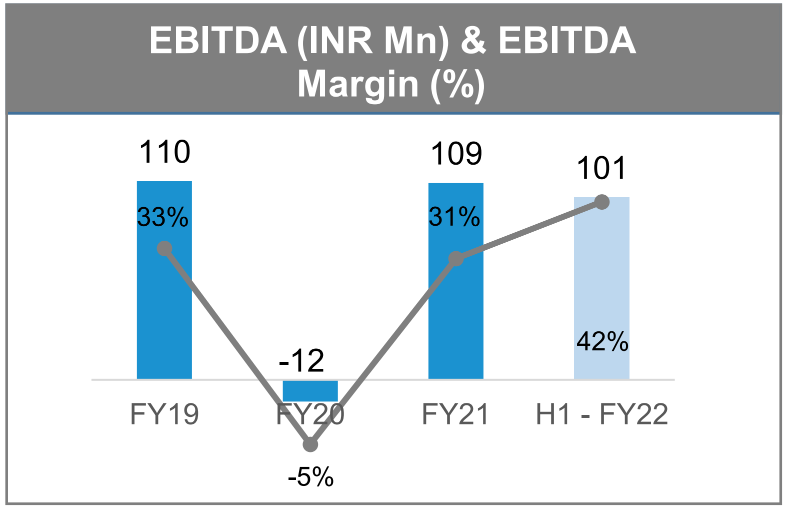
Balance Sheet

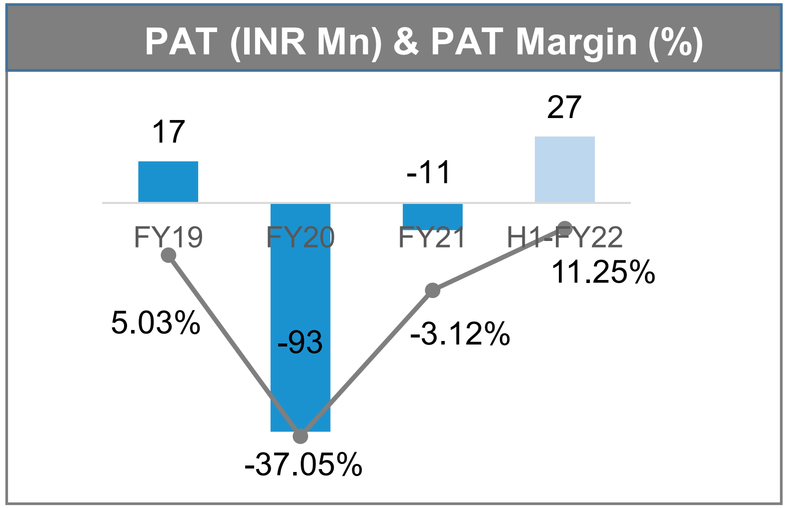
PARTICULARS (INR Mn)	FY19	FY20	FY21	H1-FY22
EQUITY & LIABILITIES				
Equity	**335**	**244**	**236**	**265**
(A) Share Capital	143	143	144	145
(B) Reserves & Surplus	192	101	92	120
Non-current Liabilities	**8**	**7**	**7**	**16**
(A) Long-term Provisions	8	7	7	8
(B) Long-term Liabilities	0	0	0	8
Current Liabilities	**34**	**32**	**85**	**63**
(A) Short term Borrowings	0	0	38	0
(B) Trade Payables	18	17	22	30
(C) Other Current Liabilities	15	14	25	33
(D) Short-term Provisions	1	1	0	0
GRAND TOTAL - EQUITIES & LIABILITES	**377**	**283**	**328**	**344**

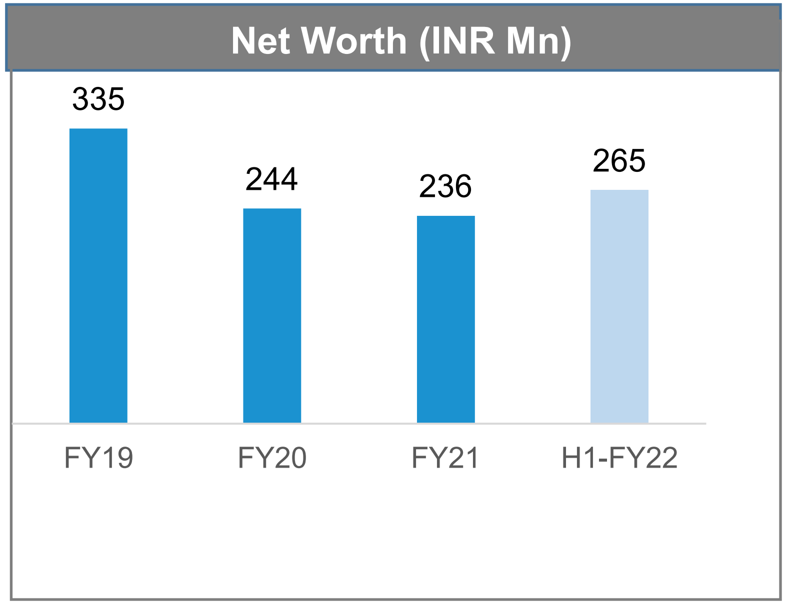
PARTICULARS (INR Mn)	FY19	FY20	FY21	H1-FY22
ASSETS				
Non-current Assets	**124**	**107**	**227**	**259**
(A) Property, Plant & Equipment	113	96	199	226
(B) Other Intangible Assets	0	0	17	17
(C) Loans and Advances	0	0	0	5
(D) Other Non-Current Assets	0	0	0	0
(E) Deferred Tax Assets	11	11	11	11
Current Assets	**253**	**176**	**101**	**85**
(A) Trade Receivables	9	7	3	1
(B) Cash & Cash Equivalents	38	124	52	46
(C) Short-term loans & advances	24	33	29	18
(D) Other Current Assets	6	12	17	20
(E) Current Investment	176	0	0	0
GRAND TOTAL – ASSETS	**377**	**283**	**328**	**344**

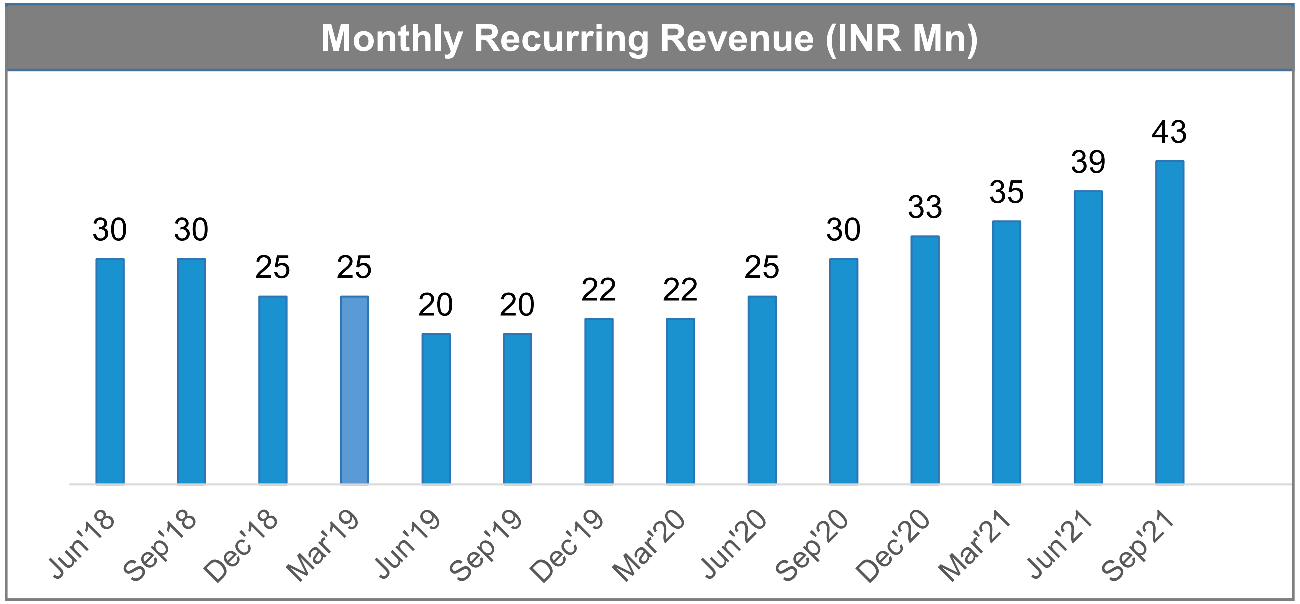
Key Metrics


Revenue (INR Mn)
342
273
363
242
FY19
FY20
FY21
H1-FY22

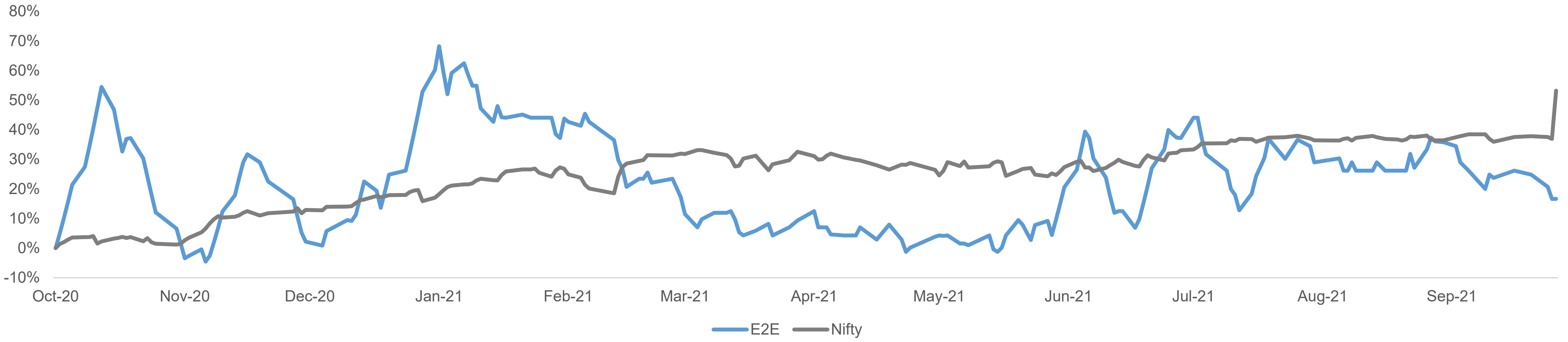

EBITDA (INR Mn) & EBITDA Margin (%)
110
33%
-12
-5%
109
31%
101
42%
FY19
FY20
FY21
H1 - FY22


PAT (INR Mn) & PAT Margin (%)
17
5.03%
-93
-37.05%
-11
-3.12%
27
11.25%
FY19
FY20
FY21
H1-FY22


Net Worth (INR Mn)
335
244
236
265
FY19
FY20
FY21
H1-FY22

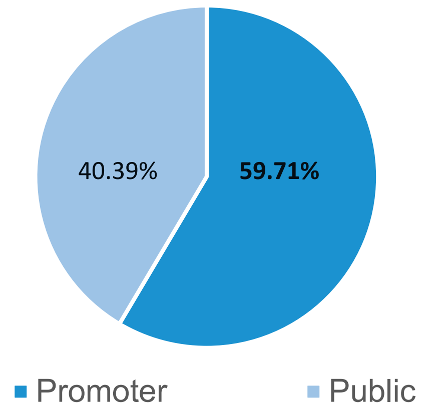

Monthly Recurring Revenue (INR Mn)
30
30
25
25
20
20
22
22
25
30
33
35
39
43
Jun'18
Sep'18
Dec'18
Mar'19
Jun'19
Sep'19
Dec'19
Mar'20
Jun'20
Sep'20
Dec'20
Mar'21
Jun'21
Sep'21

Capital Market Information



Price Data as on 30st September, 2021	INR
Face Value	10
CMP	42.5
52 Week H/L	61.3 / 34.5
Market Cap (Mn)	613
No. of Share outstanding (Mn)	14.4
1 Year Avg. Trading Volume ('000)	13.5

Shareholding Pattern as on 30th September, 2021



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THANK YOU