E2E Networks Limited
CIN- L72900DL2009PLC341980
Awfis, 1st Floor, A-24/9,Mohan Cooperative Industrial Estate
Mathura Road, New Delhi-110044, Phone No. +91-11-4084-4964
Email: cs@e2enetworks.com, Website https://www.e2enetworks.com/

Date: July 19, 2024

Corporate Service Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E),
Mumbai, Maharashtra-400051

Scrip Code/Symbol: E2E

Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation of the Company.

The aforesaid presentation is also accessible on the Company's website at https://www.e2enetworks.com.

This is for your information and records.

Yours faithfully,

For E2E Networks Limited
RONIT Digitally signed by RONIT Date: 2024.07.19 00:30:13 +05'30'

Ronit Gaba
Company Secretary & Compliance Officer
Membership No.: A59215

Encl: As above

NSE: E2E

E2E Investor Presentation
July 2024

NSE Listed, AI-First Cloud GPU Platform

E2E Cloud

EXECUTIVE SUMMARY

Delhi, India
e2enetworks.com

E2E Networks is an NSE-Listed **AI-focused hyperscale cloud platform**, offering Advanced Cloud GPUs and a comprehensive ecosystem of cloud technologies designed for the development and deployment of AI/ML/GenAI workloads on largescale compute clusters. E2E Cloud continues to enjoy the first mover advantage being the first Indian public cloud platform to launch H100s from Nov 2023 onwards. E2E Cloud entered the Cloud GPU market in India starting from Sept 2018 deploying its first V100 GPU.

The company's mission is to provide **scalable**, **accessible** and **affordable** AI/ML and cloud platform needed by developers, data scientists, startups, enterprises, higher education and government bodies.

intel

Microsoft
SPLA Partner

NVIDIA Partner

AMD Partner

Intel Partner

Microsoft
SPLA-Partner

OUR JOURNEY

to becoming the first major India-born hyperscaler.

2009 - Inception

Inception of the company - E2E Networks Private Limited

2011-2014 - Seed Funding

Raised Seed from Blume Ventures and others.

2017 – Self Service Cloud Platform

Self-Service Cloud Platform.

2018 - NSE Emerge

IPO Listing on NSE Emerge, oversubscribed 70x, V100 GPU on E2E Cloud launched in September 2018

2019 - Pioneered Advanced Cloud GPUs in India

Launched advanced cloud GPUs in the Indian market.

2022 - NSE Main Board

Listed on main board of NSE.

2023 - Cloud GPUs and AI / ML Platform

Launched advanced AI/ML platform. Started latest gen Cloud GPU deployments for H100, L40s, L4 in Oct-Dec 2023 quarter.

2024 - New DC Location, H100(s) deployment scaleup

Launched new DC location in Delhi-NCR.

Nearly 450 H100(s) deployed on our Cloud GPU platform till June 2024, Nearly 250 H100(s) planned to be deployed on the Cloud GPU Platform in July 2024

LEADERSHIP TEAM

Tarun Dua

Managing Director

He holds a degree of Bachelor of Technology (Computer Engineering) from REC Kurukshetra. He has experience of more than 23 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. Responsible for the culture and direction 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.

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.

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.

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.

Ronit Gaba
Company Secretary

With over 6 years of experience, Ronit is a proficient Company Secretary, expert in corporate governance and compliance. His background includes strategic advisory and regulatory compliance in the sugar industry, with education from from Delhi University and the Institute of Company Secretaries of India.

Independent Directors

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.

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.

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.

Naman Sarawagi

Independent Director

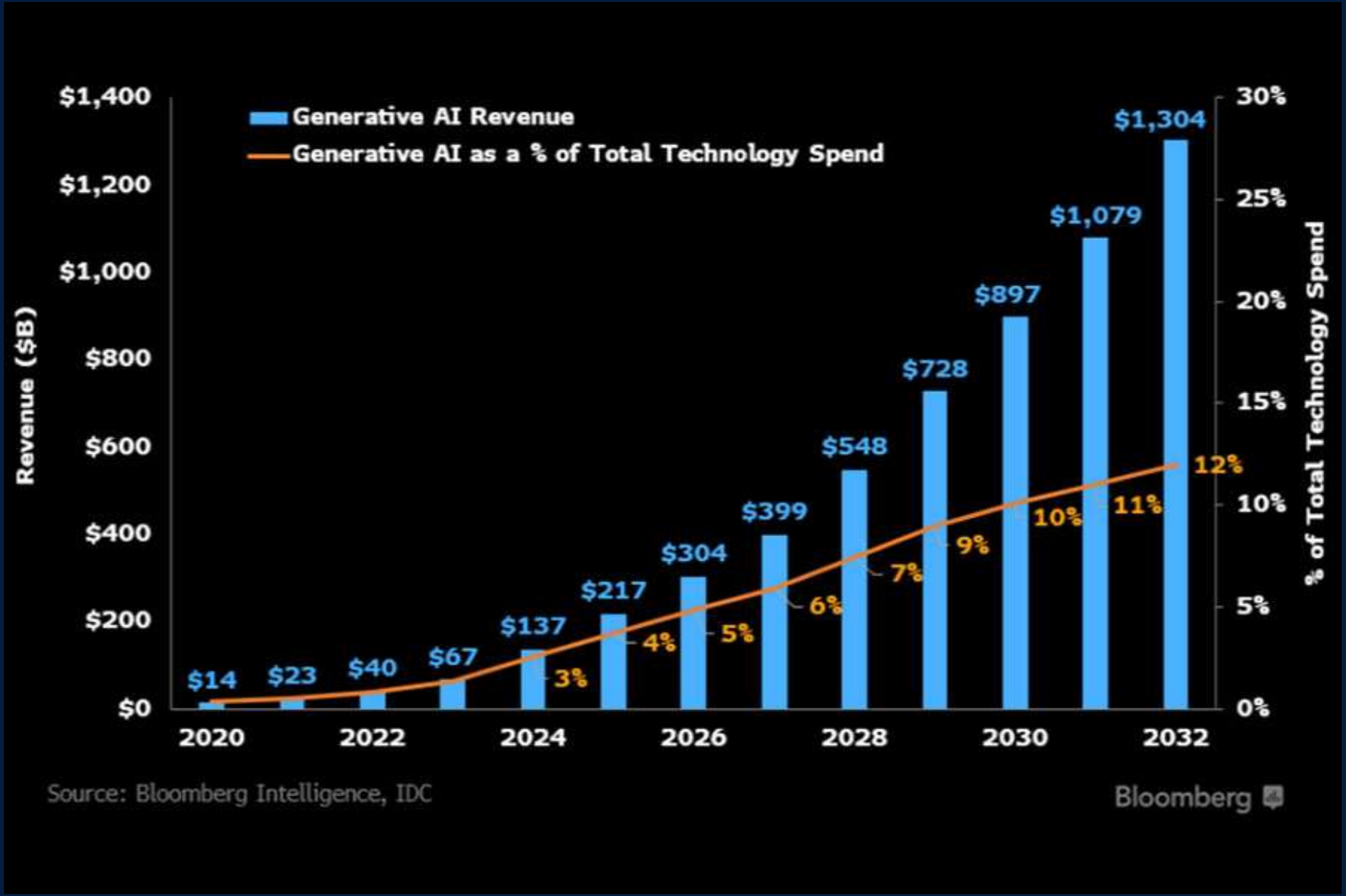
He holds professional experience of over 12 years and has been part of early teams of Popular startups like Freecharge and Zipdal. He is also the founder of Refrens.com. He has invested in and advises multiple startups on product and marketing.
He holds a B.Tech degree from Maharshi Dayanand University, Haryana.

THE GenAI OPPORTUNITY

Global GENERATIVE AI MARKET Opportunity

- Globally, across 63 use cases, generative AI has the potential to generate **$2.6 trillion** to **$4.4 trillion** in value across industries. [1]
- The generative AI market could grow to $1.3 trillion in 10 years, impacting numerous sectors. [2]
- Generative AI market to grow at a forecasted CAGR of 42%. [2]

Generative AI is already driving a massive demand for advanced GPUs.



[1] The economic Potential of Generative AI - June, 2023, McKinsey.

[2] Generative AI Growth Report - June, 2023, Bloomberg.

TRIFECTA OF AI OPPORTUNITIES 2024

GenAI presents a rapidly maturing opportunity for transformational growth in helping Indian economy leapfrog into productivity gains to help propel us into an increasingly AI driven world. This is primarily led by CloudGPU infrastructure that can leverage open source and public datasets with safegaurds.

GenAI

Un-structured Data which till recently was only comprehensible to humans can now be reasoned with by GenAI tools like LLMs. 90% of organizational data is NOT in traditional databases. India is one of the biggest generators of data but lags behind data processing capabilities which presents a massive opportunity.

Open Source for AI

Foundational open source GenAI technologies are democratizing access to AI models. Underlying fundamental software like Vector DBs and Agentic frameworks are increasingly available. Open Source foundational models are going to allow India to leapfrog into AI driven application software

AI is Strategic for India

Stricter data protection laws for Indian startups and enterprises when handling customer data. Potentially public datasets being made accessible by government with appropriate safeguards to help Indian startups gain global competitive advantages by AI training on massive datasets enabled by India’s size

GenAI : Powered by Open Source

LLMs, C-AIs

Llama3, Falcon 40B, MPT 30B

Image Gen

OpenJourney, Stable Diffusion

Audio Gen

AudioGen, MusicGen, BarkTTS

Computer Vision

YoloV8, DinoV2, Detectron2

ASR, Speech to Text

Wav2Vec2, NeMo, Athena

AI Agents, Assistants

Rasa, GorillaLLM

E2E CLOUD Platform

Cloud GPUs

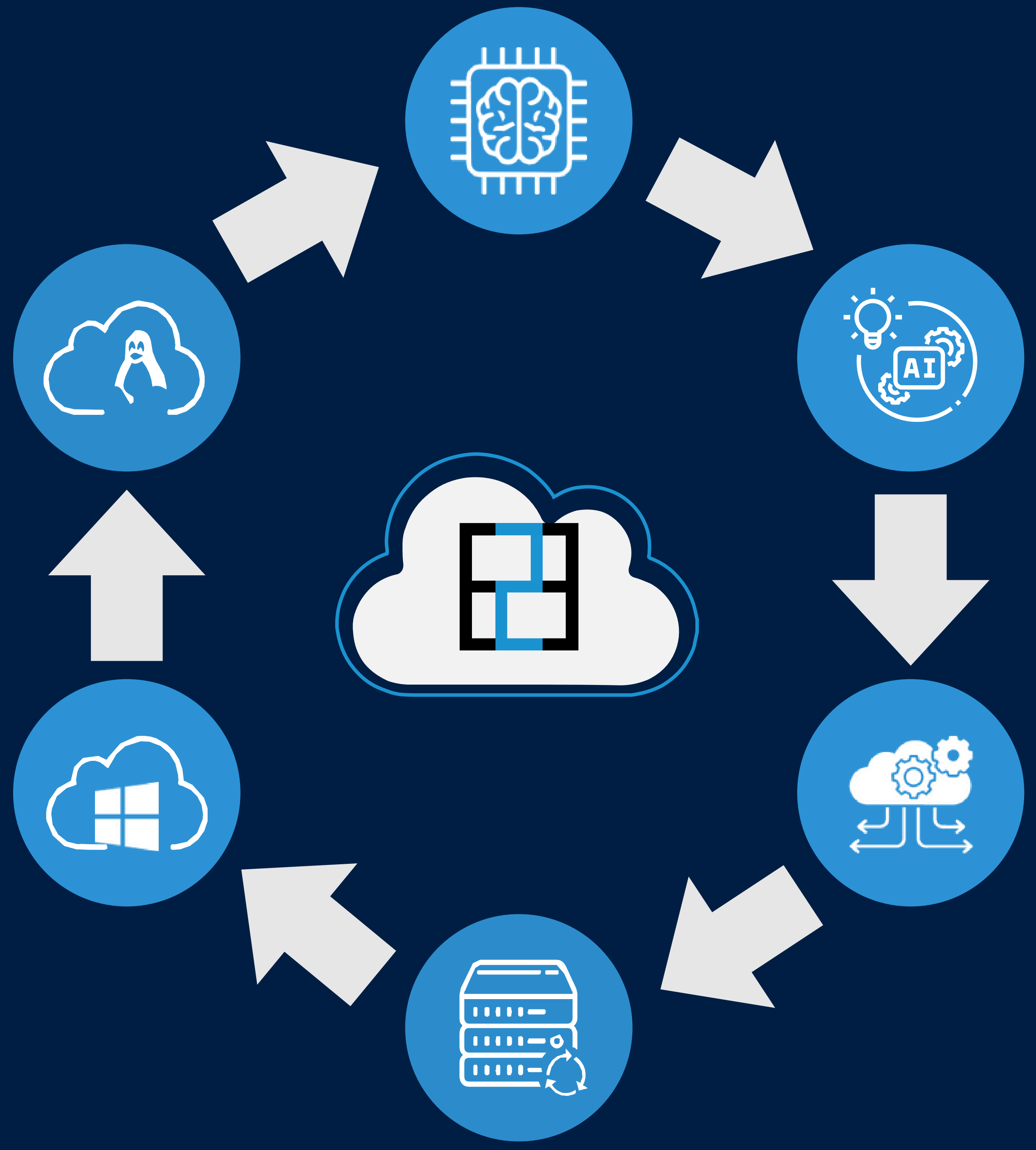
Array of advanced Cloud GPU products for enterprise machine learning and Generative AI workloads.

Linux Cloud

Highly performant and affordable CPU Intensive, Memory Intensive and Smart Dedicated Compute on the Cloud powered with Linux

Infiniband upto 3.2 Tbps

Infiniband NDR allows for low latency scalability of Cloud GPU clusters beyond the limits of a single physical machine with interconnects upto 3.2 Tbps.



TIR – GenAI Platform

GPU-backed Machine Learning platform packaged with top open source frameworks and built for advanced AI for Training, Inference and Model End Point Deployments

Storage & Cloud Solutions

Cloud Solutions: LB, DBaaS, Firewall, Containers, Auto Scaling and Storage Solutions: Object Storage, Block Storage, Container Attached Storage, Elastic File System.

Containers & Serverless

Highly Performant Kubernetes Containers and OpenFaaS based serverless compute allows

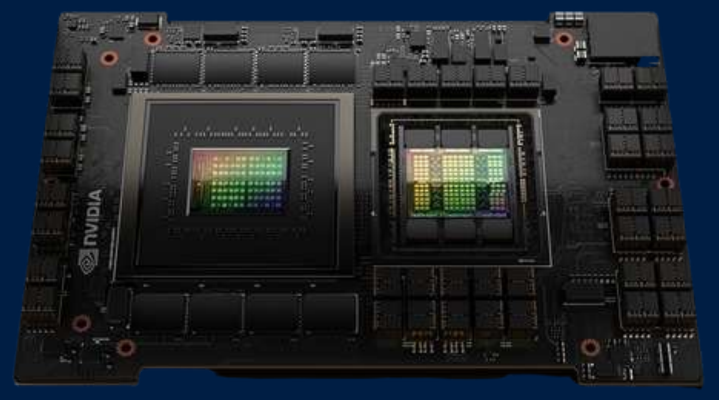
E2E CLOUD Capabilities

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

- TIR - AI PLATFORM
- CLOUD GPUs
- SCALABLE FILE SYSTEM
- Serverless FAAS
- APIs
- COMPUTE
- DBAAS including VectorDB
- OBJECT STORAGE
- LOAD BALANCERS
- AUTO SCALE
- CONTAINERS
- MULTI REGION
- BLOCK STORAGE
- VPC
- SQS

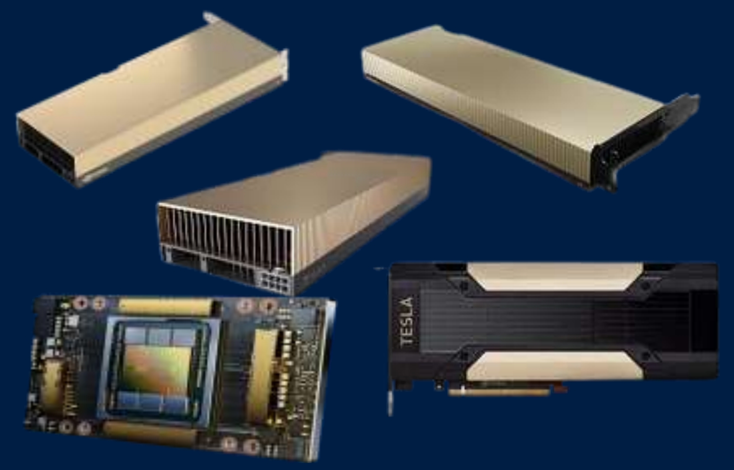
India’s most advanced CloudGPU Platform

E2E Cloud has pioneered the most advanced cloud GPUs in the Indian market at best price-performance ratio.



H100

- HGX 8 x H100 & 4 x H100
- Up to 9x faster than A100
- Based on Hopper Architecture
- For large scale AI and HPC workloads



A40 L4 T4

A30 L40S RTX8000

A100 (40 GB, 80 GB)

V100 (32 GB)

- H100s available in (1,2,4,8,16, 32, 64,128, 256 GPU configurations)
- InfiniBand Connectivity upto 3.2 Tbps
- High Performance Storage with multiple storage solutions for every use case
- Cloud GPU deployments of H100(s) expected to grow from nearly 450 in June 2024 to nearly 700 H100s by July 2024
- Nearly 600 non-H100 GPUs deployed on Cloud GPU platform including A30, A40, A100 (40GB,80GB), RTX8000, V100(32GB),T4,L4 and L40S as of June 2024

TIR - GenAI PLATFORM

Direct Access to Advanced GPUs on CloudGPU platform including H100s, Rapid Training, Fine Tuning, RAG Pipelines and One Click Inference End Point Deployments. Debug Support for AI/ML workloads

Jupiter Notebooks

TIR allows developers and data scientists to launch Jupyter Notebooks to use as a rapid interactive development environment for AI/ML projects

Build AI/ML Data Pipelines

Quickly build data pipelines on TIR platform to rapidly train multi-stage data science and AI/ML projects.

TIR

AI PLATFORM

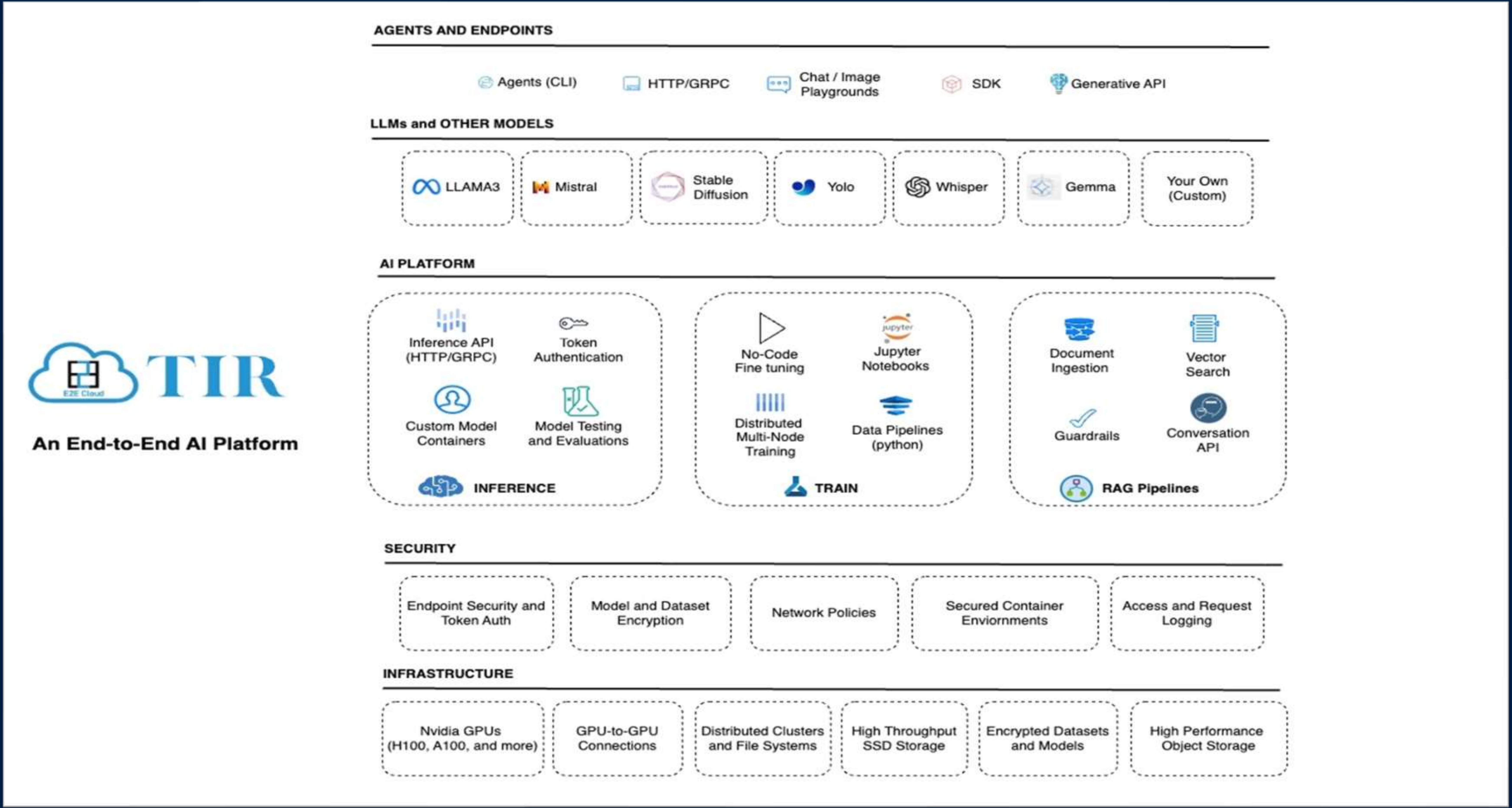
Faster AI deployments for Advanced AI Researchers and Developers

TIR is bundled together with latest drivers, frameworks, that allow data scientists to leverage Cloud GPU infrastructure to quickly develop, test and deploy AI/ML workloads.

Point and Click Access to Latest Open Source AI models

TIR is integrated with industry standard platforms and provides access to top datasets and models, making it extremely easy for data scientists to get started.

TIR for AI Developers and AI/ML Scientists



Recent TIR Platform Enhancements

- Training Metrics: For Fine-Tuning Jobs. Tracking metrics such as train/loss, train/grad_norm, train/learning_rate, and train/epoch, provide valuable insights into the training process to help monitor and optimize your training models effectively.

- LORA and BnB Quantization Options: We have integrated LORA configuration and Bits and Bytes (BnB) quantization options for fine-tuning models. LORA allows for enhanced efficiency and precision in fine-tuning, while BnB quantization offers faster training times and reduced model sizes without compromising on quality. Other Fine-tuning process Enhancements including logs, events, and utilization metrics. Updates to the fine-tuning model's UI allowing for better monitoring and improved resource utilization reducing the total cost of ownership.

- Wandb Integration: Wandb, short for Weights and Biases, offers tools for machine learning experiment tracking, visualization, and collaboration. It helps you keep track of your machine learning experiments, log hyperparameters, metrics, and output visualizations, making it easier to monitor and share your work with others.

- Continue Training from Previous Checkpoints: Users can now create fine-tuned models by continuing training from previous model checkpoints. Additionally, users can clone previous fine-tuned jobs to create new ones, enhancing the efficiency and flexibility of the fine-tuning process.

- Vector Database Enhancements: Snapshot Capability We are thrilled to announce the addition of snapshot capability in our vector databases. This feature enables users to capture and store the current database state for backup, allowing for quick recovery from data loss or testing scenarios.

- vLLM Model as an endpoint server uses the OpenAI Chat API, enabling dynamic conversations with the model. This provides a highly interactive method of interaction, facilitating fluid exchanges using the chat history for contextualization.

Value Drivers

Swadeshi cloud built on Open Source, ensuring data sovereignty and providing businesses with peace of mind.

Best Price-Performance Ratio

Transparent and Consistent Pricing with no surprises

Built on Open Source

Battle-tested open-source technologies, fine tuned and wrapped into our platform for multi-tenancy, security and Role Based Access Control

Performance and Solutioning

Our team has vast experience in scaling low latency & high-performance architectures at a scale. Helping customers choose the right sized solutions.

Rapidly Improving Platform

New features released recently added includes Training Metrics, Fine Tuning Features enhancements, Shareability of machine learning experiments and ability to restart trainings from previous checkpoints.

RATED TOP IAAS BY CUSTOMERS

E2E Cloud

Source: G2 The Top 20 Infrastructure as a Service (IaaS) Providers

YB Yogesh B.
Mid-Market (51-1000 emp.)

Validated Reviewer | Review source: Organic

★★★★★ Jan 12, 2024

"One of the best Alternative of AWS / GCP / Azure when dealing with AI-ML Workload"

What do you like best about E2E Cloud?

Their customer focus, ease of provisioning, price point and available options in GPUs offerings is phenomenal. Specially the ease of managing the nodes, workloads, elasticity and scalability in the resource augmentation is out of the world. Security has never been a challenge and now when we are working on advance AI techniques like multimodel AI and LLM stuff, E2E offerings are coming as blessings in disguise

What do you dislike about E2E Cloud?

More real time billing and usage statistics can be more helpful to decide whether to use the nodes/resources or stop them - this will save money and time both

Show More

Verified User in Information Technology and Services
Small-Business (50 or fewer emp.)

Validated Reviewer | Review source: Organic

★★★★½ Jan 29, 2024

"Best GPU based server provided by E2E, Really cost-effective and good support as well."

What do you like best about E2E Cloud?

E2E have wide range of GPU based server avalialble in cost effective range, They also are cheaper then AWS, Google cloud and Digital ocean. Also sales team is very supportive also provide other services as well like Normal instance, Storage and Many more. Also easy to Use UI and Feature and integration too. We are using this for AI and ML project now frequently from 4-5 Month. Also it is easy to deploy any instance in few min, no more config required for GPU based instacnes very easy to implement.

What do you dislike about E2E Cloud?

Billing system wallet based system that is not good, Also not providing intital credit to startup like AWS, Digital Ocean or Google clould. Also they must need to improve UI.

Show More

Collapse All		G2 Satisfaction Score
#1	Google Comput...	97
#2	Amazon EC2	91
#3	E2E Cloud	83
#4	DigitalOcean	80
#5	Utho	79
#6	Hostwinds	76
#7	Serverspace	73
#8	VMware Cloud ...	71
#9	Vultr	71
#10	Azure Virtual M...	70
#11	Linode	68
#12	SAP Business T...	68
#13	UpCloud	67
#14	Latitude.sh	64

Source: [G2 The Top 20 Infrastructure as a Service (IaaS) Providers]

DEEP EXPERIENCE OF SCALING UNICORNs

E2E Cloud

indiamart
Quick Ride
zomato
gaadi by CarDekho
CarDekho

HEALTHKART
JUNGLEE GAMES
FORMCEPT Your Analytics Platform
Instant pay
intrcity By RailYatri.in

Clovia
Zoomcar Never Stop Living
Niyo
milkbasket
PROPTIGER

WISH FIN
algolia
BLUESTONE
MEGA MOBILITY
matrimony.com

NYKAA
purple.com
MobiKwik™
eazydiner
CARS 24

AI/ML Customers

E2E Cloud

Indian Institute of Technology Madras

Indian Institute of Technology Bombay

iiit-b International Institute of Information Technology Bangalore

IIT Indore Indian Institute of Technology Indore

Indian Institute of Technology Guwahati

International Institute of Information Technology Hyderabad

qure.ai

VILS

CLAIM GENIUS

leora

REVERIE Language Technologies

hi hike

ISB

CAM COM EYE THE FUTURE

AIMonk

aensured

awiros®

gamut SMART MEDIA FROM COX

FluidStack

CrimsonAI

JARVIS LABS

TensorDock

BRANE ENTERPRISES

MEDIA COVERAGE

E2E Cloud

abp | ADGULLY | Analytics India Magazine

BW BUSINESSWORLD | ChannelTimes.com — Newsline of the IT Industry | CIO NEWS

CIO&LEADER | CXOtoday.com — IT Perspective for Decision Makers | DQ Channels

DATAQUEST — Impacting Indian ICT Industry Since 1982 | dt DIGITAL TERMINAL | EXPRESS COMPUTER

EXPRESS HEALTHCARE | FINANCIAL EXPRESS — Read to Lead | INDIANtelevisio

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VOICE&DATA | WOMEN SHINE | YOURSTORY

SME STREET | iTVoice | APN NEWS

E2E Networks Ltd. collaborates with Nasscom to support generative AI startups

E2E Networks Ltd., a homegrown Cloud GPU infrastructure and AI technology

Written by FE Digital Currency
Updated: November 8, 2023 12:08 IST

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E2E Networks Ltd., a homegrown Cloud GPU infrastructure and AI technology

According to an official release, E2E Networks Ltd., a homegrown Cloud GPU infrastructure and AI technology, announced its active participation in Nasscom's Generative AI Foundry program. Nasscom recently unveiled the inaugural cohort of about 26 innovative startups.

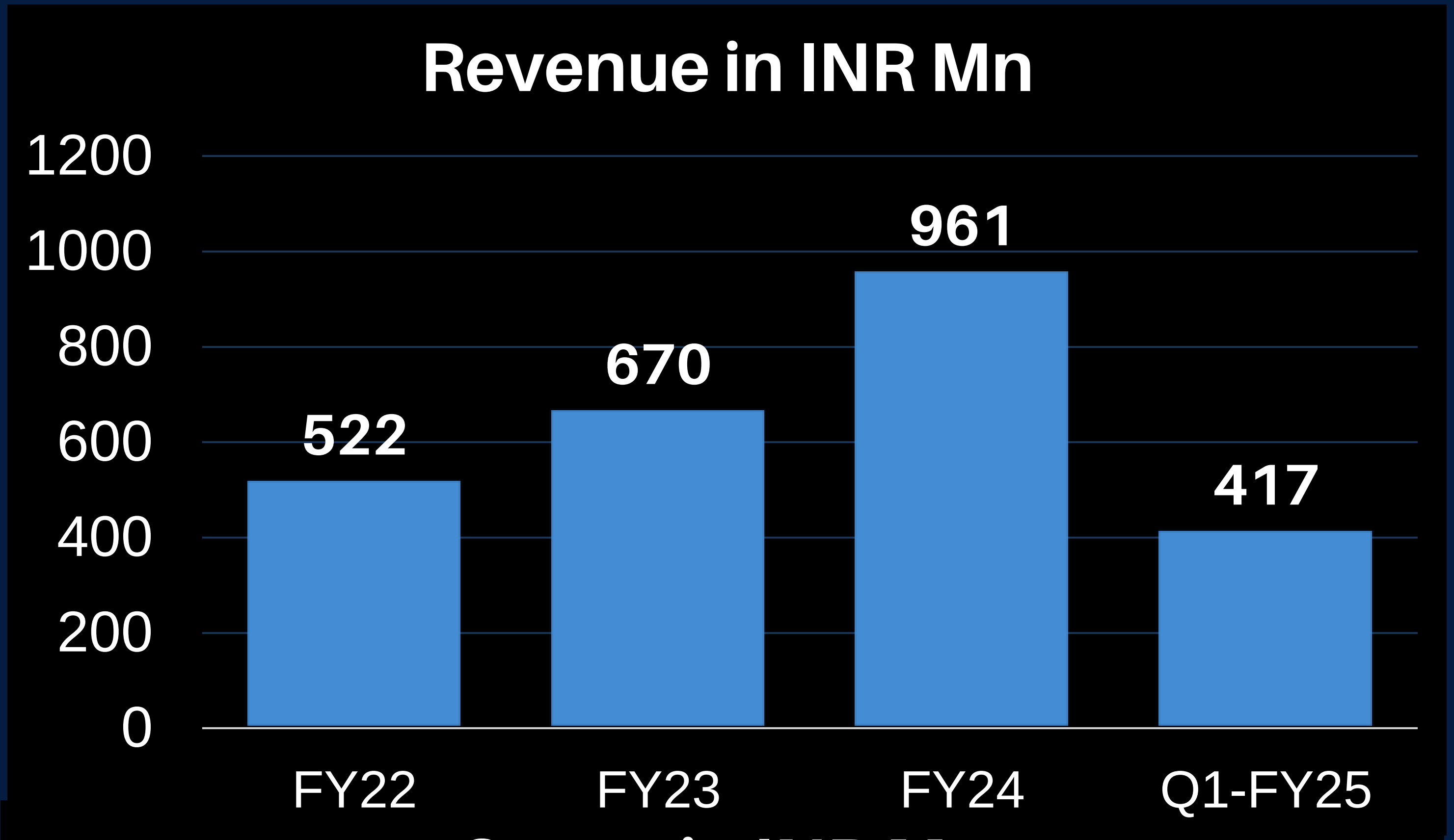
https://www.financialexpress.com/business/digital-transformation-e2e-networks-ltd-collaborates-with-nasscom-to-support-generative-ai-startups-3299904/

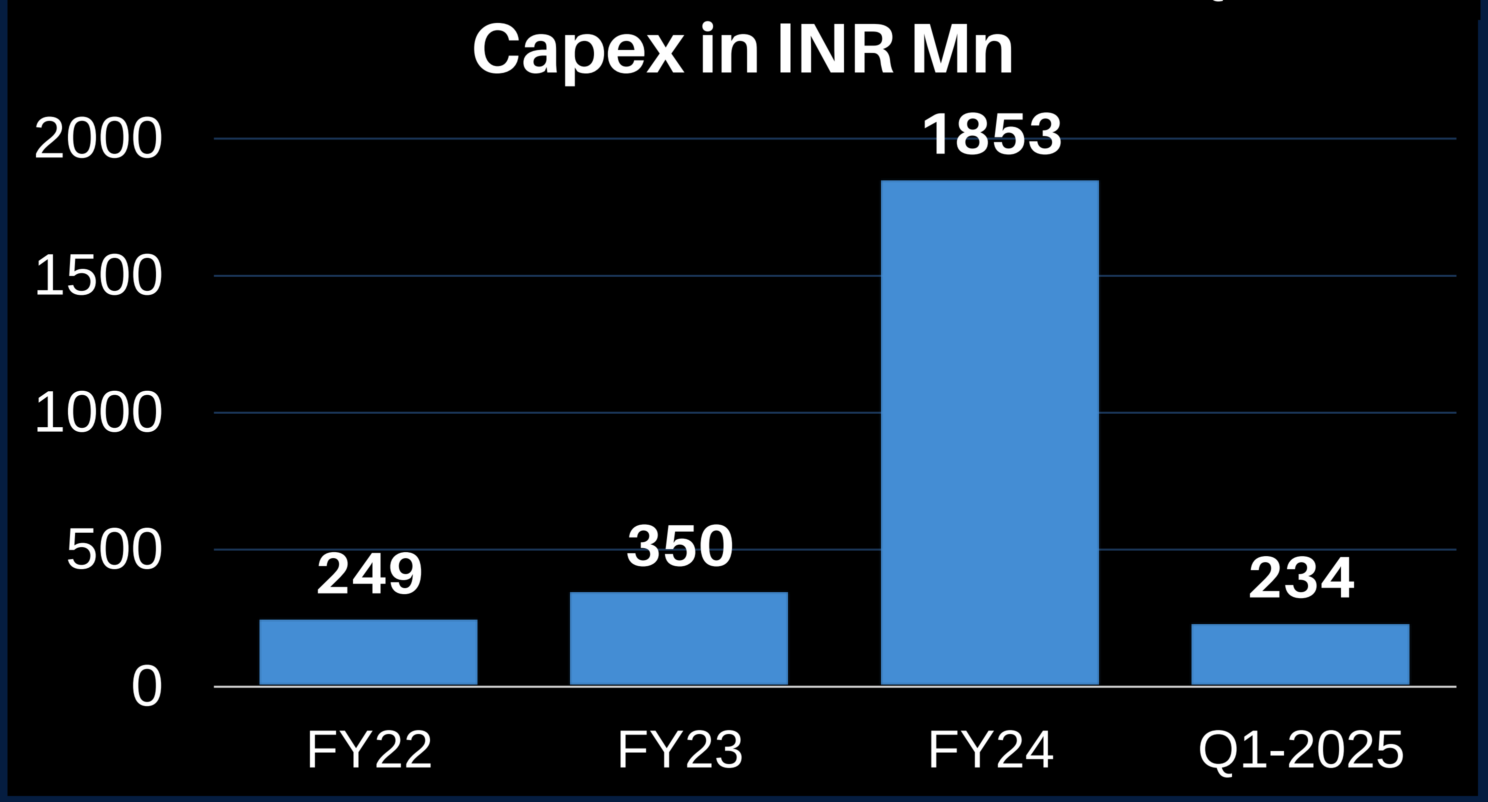
FINANCIALS

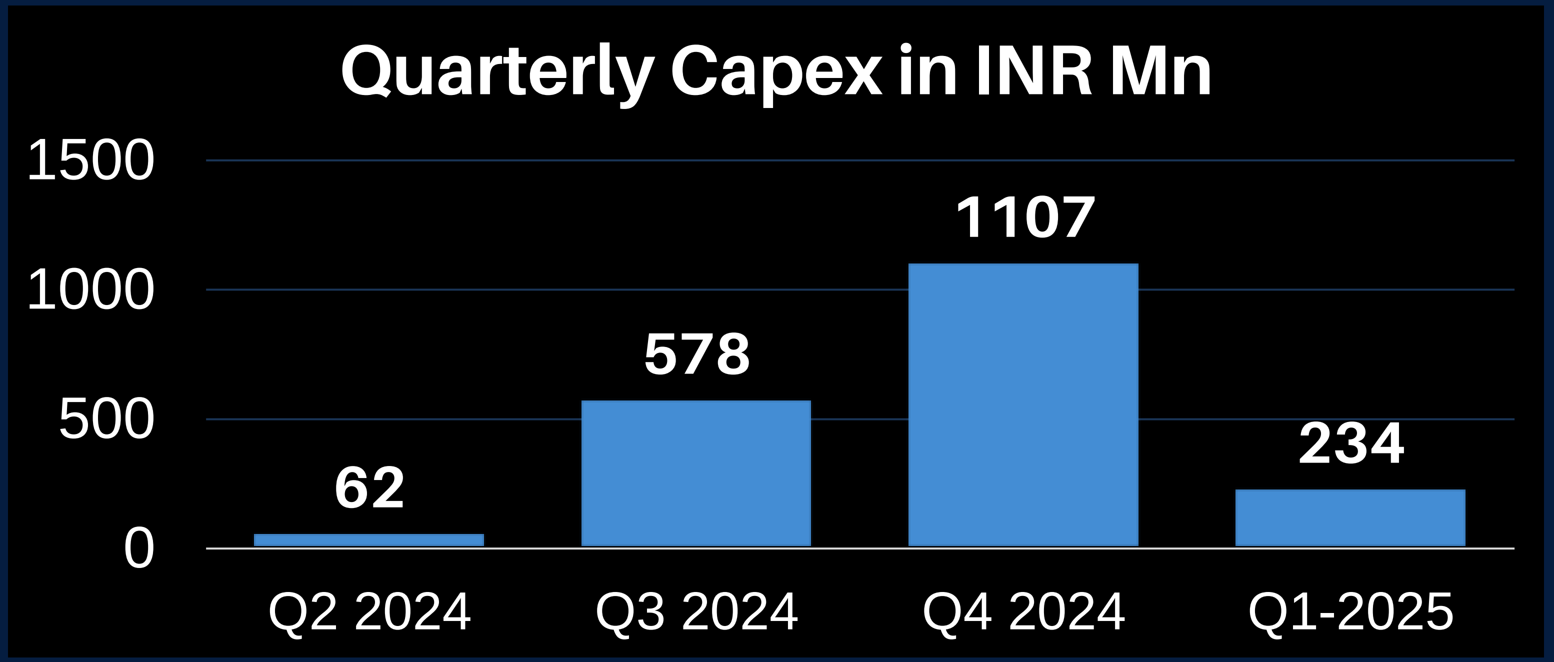
FISCAL HIGHLIGHTS

Q1-FY25 Financial Highlights

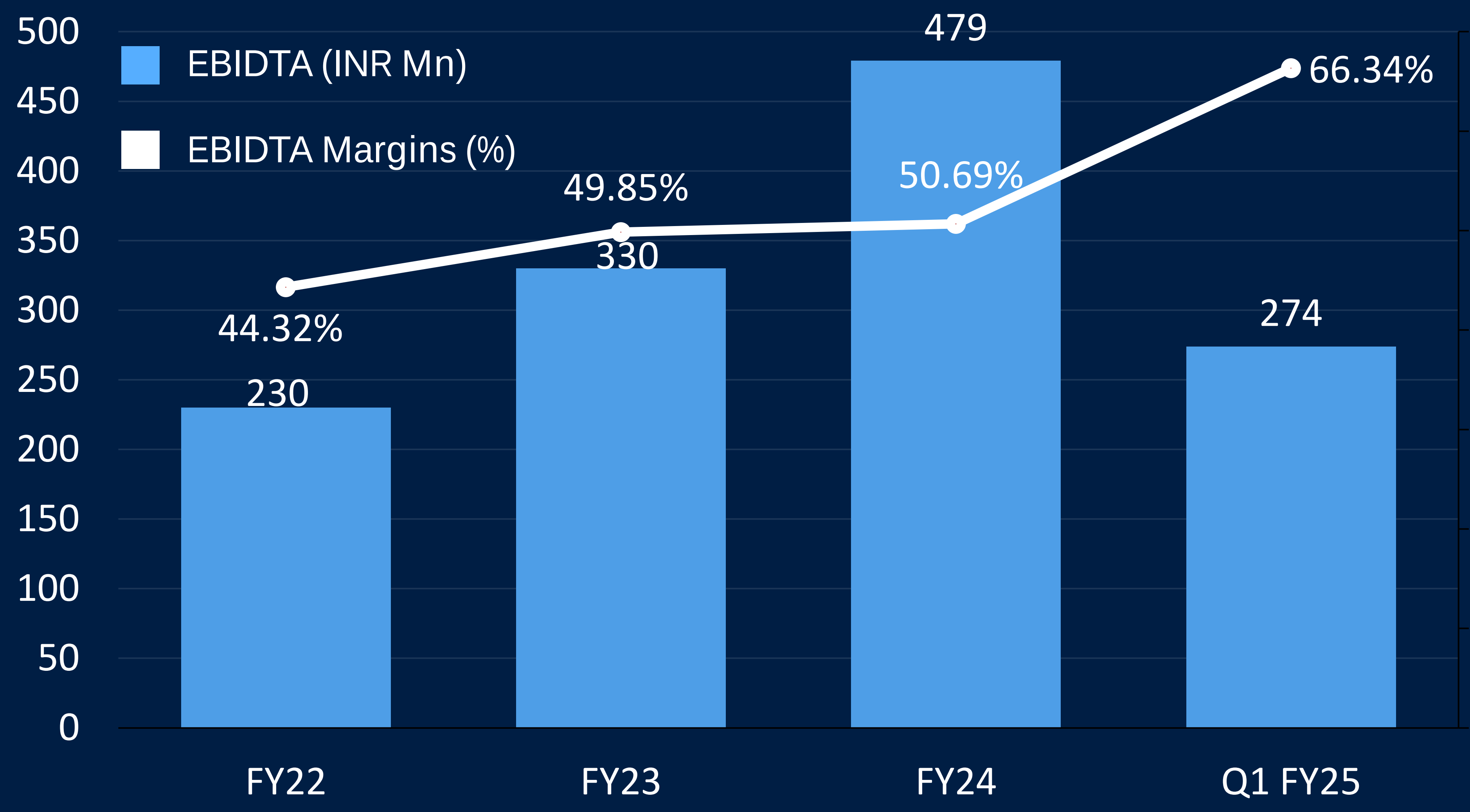
Revenue **INR 417 Mn** *111.8% YoY*	EBITDA **INR 274 Mn** *168.6% YoY*	EBITDA Margin **66.34%** *1,403 Bps YoY*
PAT **INR 101 Mn** *44.3%YoY*	PAT Margin **24.46%** *(1,144) Bps YoY*	Diluted EPS **INR 6.75** *41.8% YoY*

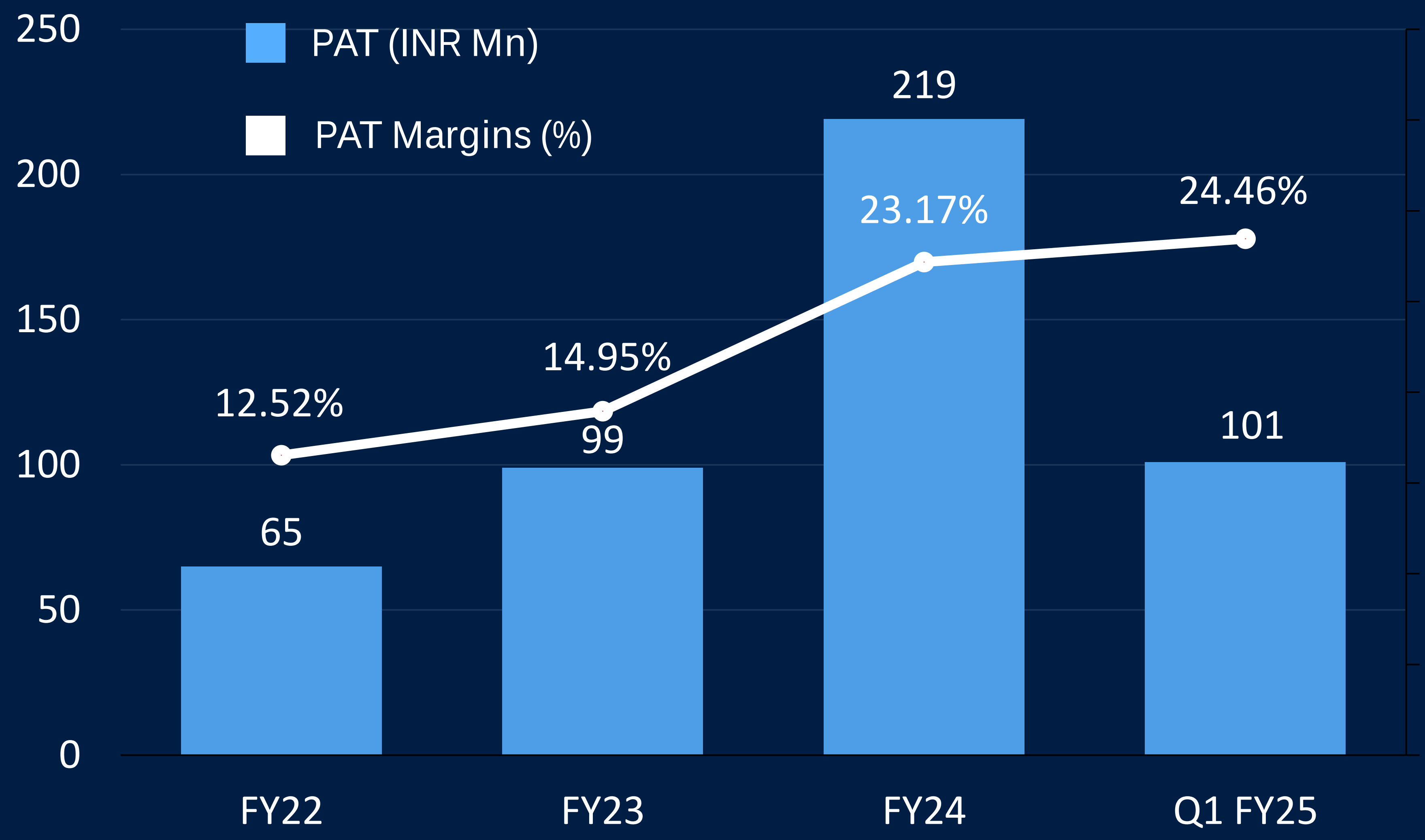


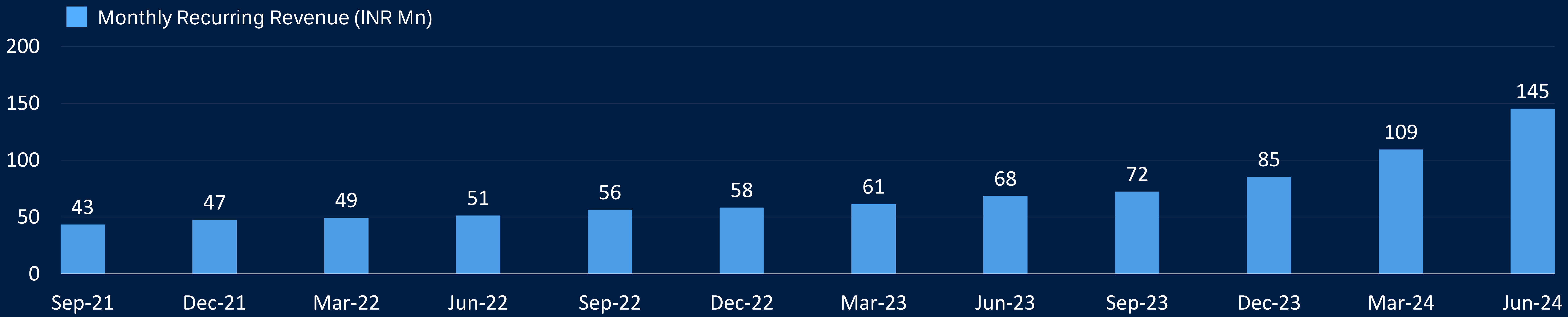




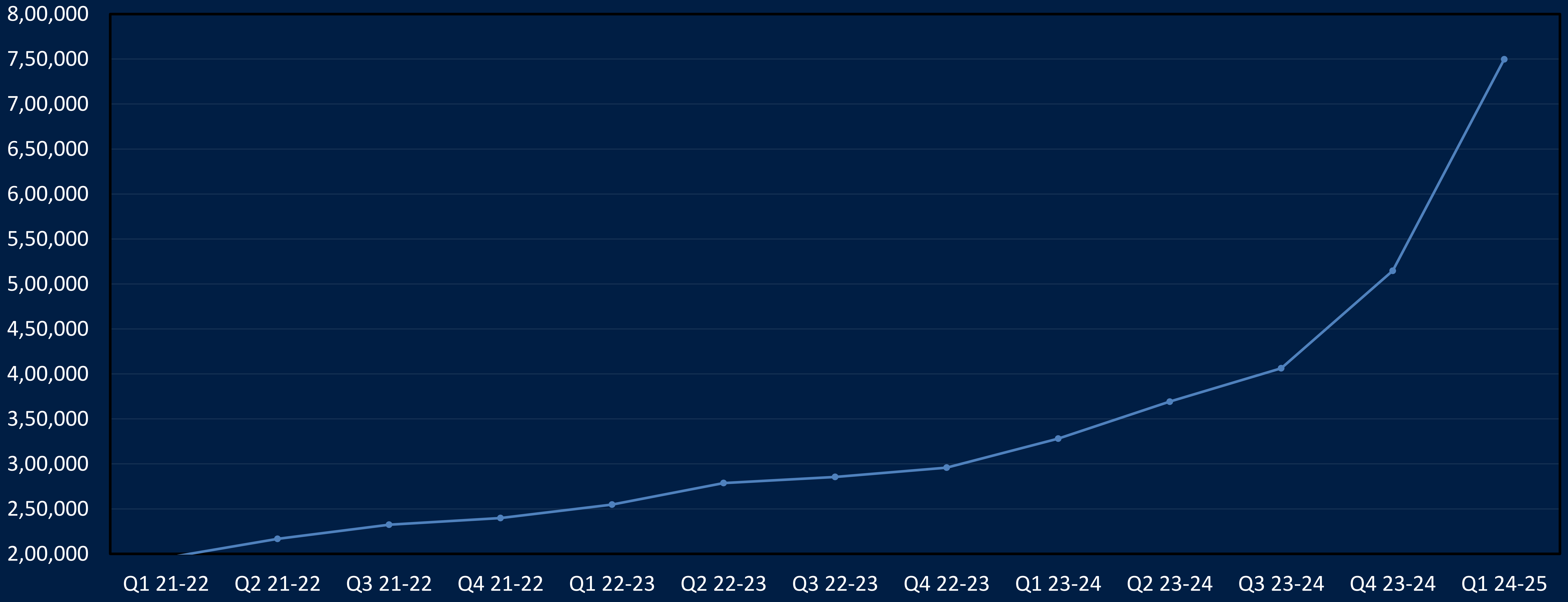
KEY FINANCIAL METRICS







Qtrly Approx. ARPU For Top 500 Customers



Debt & Lease Facilities

Facility Type	Facility Amount (INR Mn)	Outstanding Amount as on 30.06.2024
8.80% Term loan	400	400
9.23% Term Loan	150	135
8.53% Term loan	250	225
8.46% Term loan	250	250
8.53% Term loan	70	70
8.53% Term loan*	80	-
8.80% Term loan*	190	-
Other Loans	11	2
Lease Facilities	500	381
Total	1,901	1,463

*The loan amounts have not been drawn down as yet.

QUARTERLY FINANCIAL PERFORMANCE

PARTICULARS (INR Mn)	Q1-FY25	Q1-FY24	Y-o- Y	Q4-FY24	Q-o- Q
Operational Revenue	**413**	**195**	**111.79%**	**294**	**40.48%**
Total Expenses	139	93	49.46%	141	(1.42)%
EBITDA	**274**	**102**	**168.63%**	**153**	**79.08%**
EBITDA Margins (%)	*66.34%*	*52.31%*	**1403 bps**	*52.04%*	**1430 bps**
Other Income	3	4	(25.00)%	2	50.00%
Depreciation	107	19	463.16%	77	38.96%
Finance Cost	34	2	1600.00%	22	54.55%
PBT	**136**	**85**	**60.00%**	**56**	**142.86%**
Tax	35	15	133.33%	21	66.67%
PAT	**101**	**70**	**44.29%**	**35**	**188.57%**
PAT Margins (%)	*24.46%*	*35.90%*	(1144) Bps	*11.90%*	**1256 bps**
Basic EPS (INR)	7.00	4.82	45.23%	2.44	186.89%
Diluted EPS (INR)	6.75	4.76	41.81%	2.37	184.81%

ANNUAL FINANCIAL PERFORMANCE

PARTICULARS (INR Mn)	FY22	FY23	FY24	Q1-FY25
Operational Revenue	**519**	**662**	**945**	**413**
Total Expenses	289	332	466	139
EBITDA	**230**	**330**	**479**	**274**
EBITDA Margins (%)	***44.32%***	***49.85%***	***50.69%***	***66.34%***
Other Income	3	8	16	3
Depreciation	178	201*	157	107
Finance Cost	2	5	36	34
PBT	**53**	**132**	**302**	**136**
Tax	(12)	33	83	35
PAT	**65**	**99**	**219**	**101**
PAT Margins (%)	***12.52%***	***14.95%***	***23.17%***	***24.46%***
EPS (INR)	4.46	6.85	15.11	7.00
Diluted EPS (INR)	4.44	6.77	14.70	6.75

*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 tile 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	FY24
EQUITY & LIABILITIES			
Equity	**385**	**494**	**709**
(A) Share Capital	145	145	145
(B) Other Equity	240	349	564
Non-current Liabilities	**26**	**49**	**1,272**
(A) (i) Long term Borrowings	6	2	885
(ii) Lease Liability	8	30	294
(B) Long-term Provisions	6	8	9
(C) Deferred Tax Liabilities	6	9	84
Current Liabilities	**69**	**141**	**571**
(A) (i) Short term Borrowings	3	4	146
(ii) Lease Liability	4	22	116
(B) Trade Payables	23	25	60
(C) Other Financial Liabilities	12	57	162
(D) Current Tax Liabilities (Net)	-	-	-
(E) Short-term Provisions	-	-	-
(F) Other Current Liabilities	27	33	87
GRAND TOTAL - EQUITIES & LIABILITES	**480**	**684**	**2,552**

PARTICULARS (INR Mn)	FY22	FY23	FY24
ASSETS			
Non-Current Assets	**386**	**423**	**2,167**
(A) Property, Plant & Equipment	226	229	1,558
(B) Other Intangible Assets	132	136	122
(C) Financial Assets			
(i) Other Financial Assets	-	-	39
(D) Non-Current Tax Assets (Net)	16	3	24
(E) Right of Use Asset	12	55	424
Current Assets	**94**	**261**	**385**
(A) Trade Receivables	1	6	26
(B) Cash & Cash Equivalents	38	163	78
(D) Other Bank Balance	30	52	12
(E) Other Financial Assets	20	30	37
(F) Other Current Assets	5	10	232
GRAND TOTAL – ASSETS	**480**	**684**	**2,552**

Disclaimer

E2E Networks Limited

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