

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- 411 - 33905
Email : cs@e2enetworks.com, Website <https://www.e2enetworks.com/>

Date- September 27, 2023

**Corporate Communications Department
The National Stock Exchange of India Ltd.
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E),
Mumbai, Maharashtra-400051**

Scrip Code/Symbol: E2E

Sub: Investors 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 same shall also be uploaded on Company's website.

This is for your information and record.

Thanking You,

Yours Faithfully,

For E2E Networks Limited

**Richa Gupta
Company Secretary Cum Compliance Officer
Membership No-A-56523
Encl.: As above**

NSE: E2E

E2E Networks Limited

NSE Listed, AI-First
Hyperscaler

Investor Presentation - September 2023



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.

- NSE Listed since 2018
- NVIDIA Partner with deep visibility into AI / ML and predictive analytics ecosystem
- Member of Intel Cloud Builders program
- Access to latest AMD server processors
- Licensing relationship with BitNinja, SoftwareOne, Connectwise, LLC (R1Soft)

2600+

Active Customers



NSE Listed



NVIDIA Partner



AMD Partner



Intel Partner



Microsoft
SPLA-Partner

INTRODUCTION

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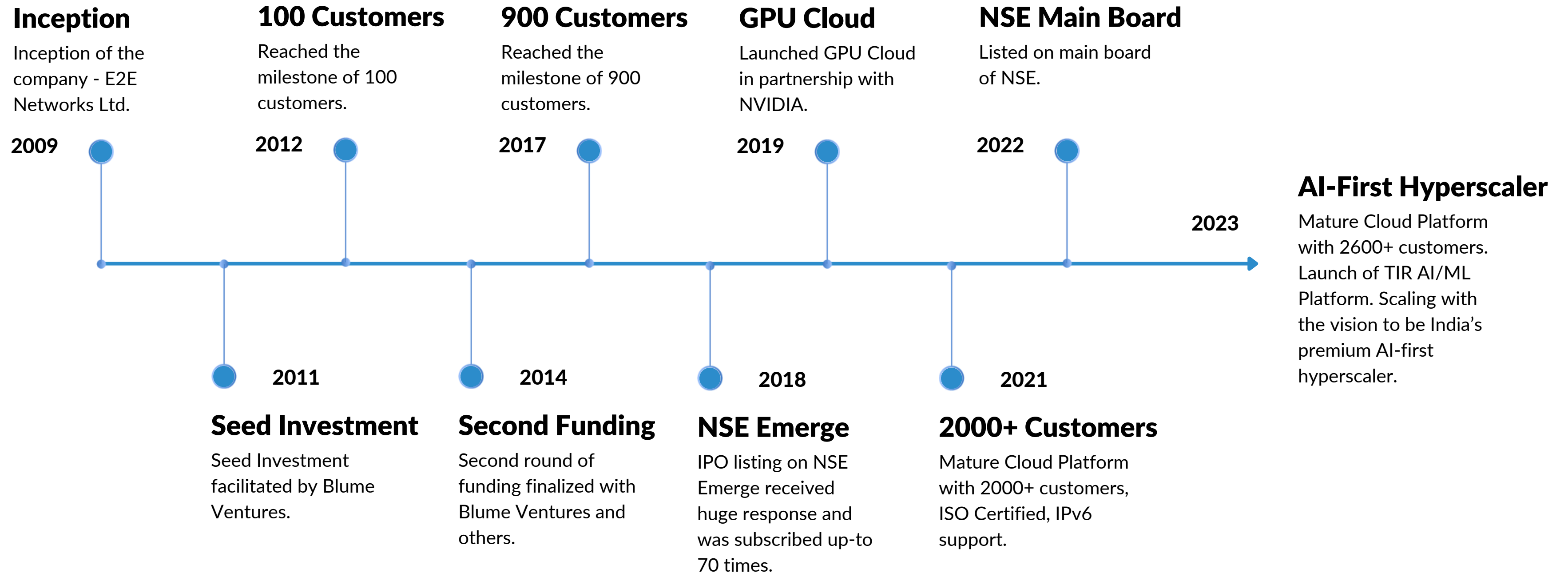
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KEY MILESTONES

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



E2E CLOUD PRODUCTS

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

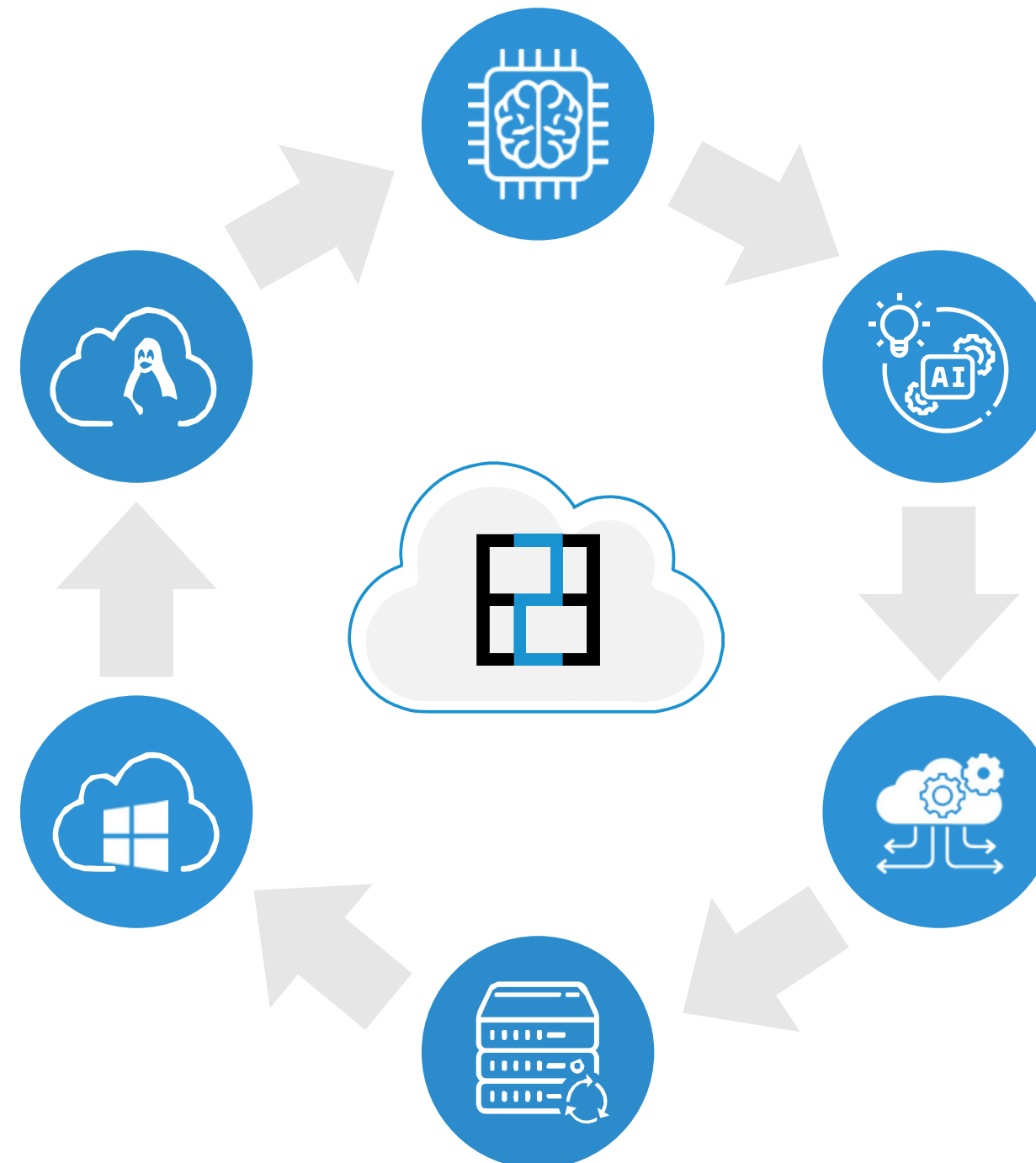
GPU-backed Machine Learning platform packaged with top open source frameworks and built for advanced AI.

Cloud Solutions

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

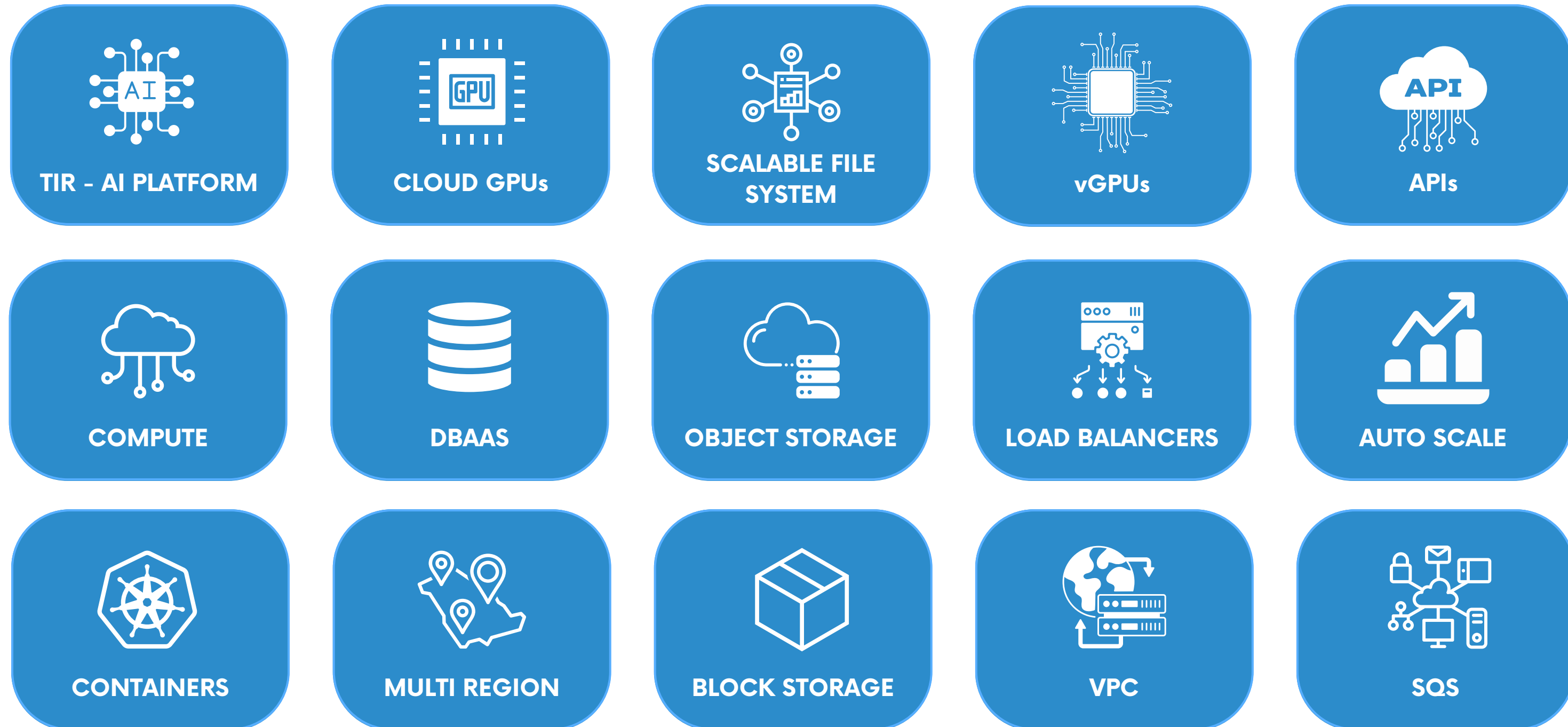
Storage Cloud

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.



KEY USP_s



Scalable and Performant

Highly scalable and performant, with ability to scale up or down quickly.



Highly Cost-Effective

India's only cloud provider with prepaid billing and 100% predictable pricing.



Battle Tested

Battle tested infrastructure and built using cutting edge open source technologies.



Extremely Flexible

Wide range of options and configurations, and cost-effective data storage solutions.



Fully Compliant

NSE Listed and fully compliant with strong safety and security measures.



100% Human Support

100% human support and backed by a deeply technical team.

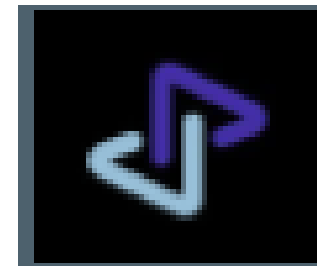
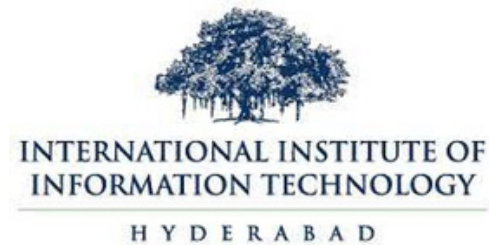
CUSTOMERS ON E2E CLOUD



Computing
Services India



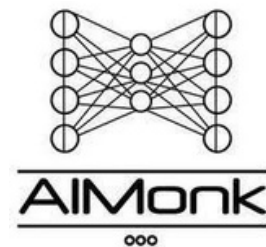
CUSTOMERS RUNNING AI WORKLOADS



qure.ai



CLAY GENIUS



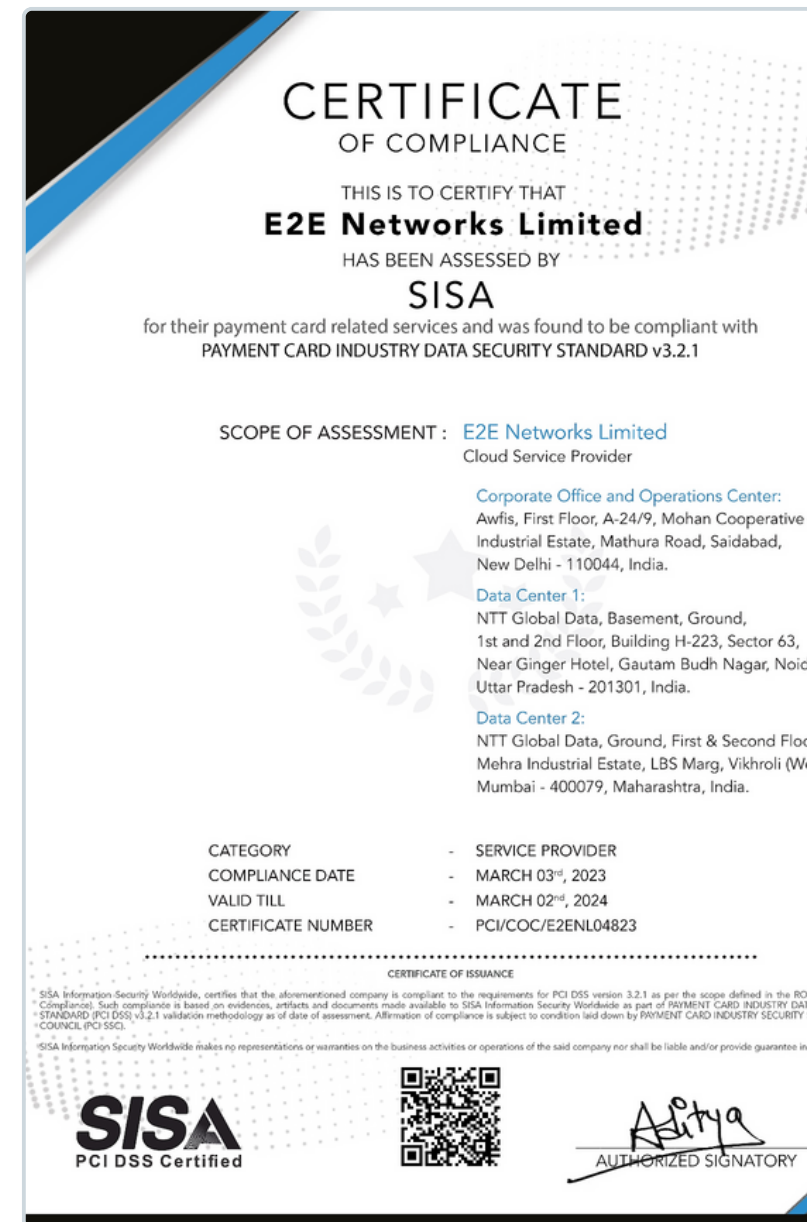
CrimsonAI



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.

TEAM

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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.



Richa Gupta

Company Secretary & Compliance Officer

Richa Gupta is a qualified company secretary since 2018. She has over 5 years experience in the field of Compliance, Income Tax and Accounts.

* Exiting on 3rd October, 2023

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.

BUSINESS OVERVIEW

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CLOUD GPU PRODUCTS

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

HGX H100 80GB AI Supercomputer

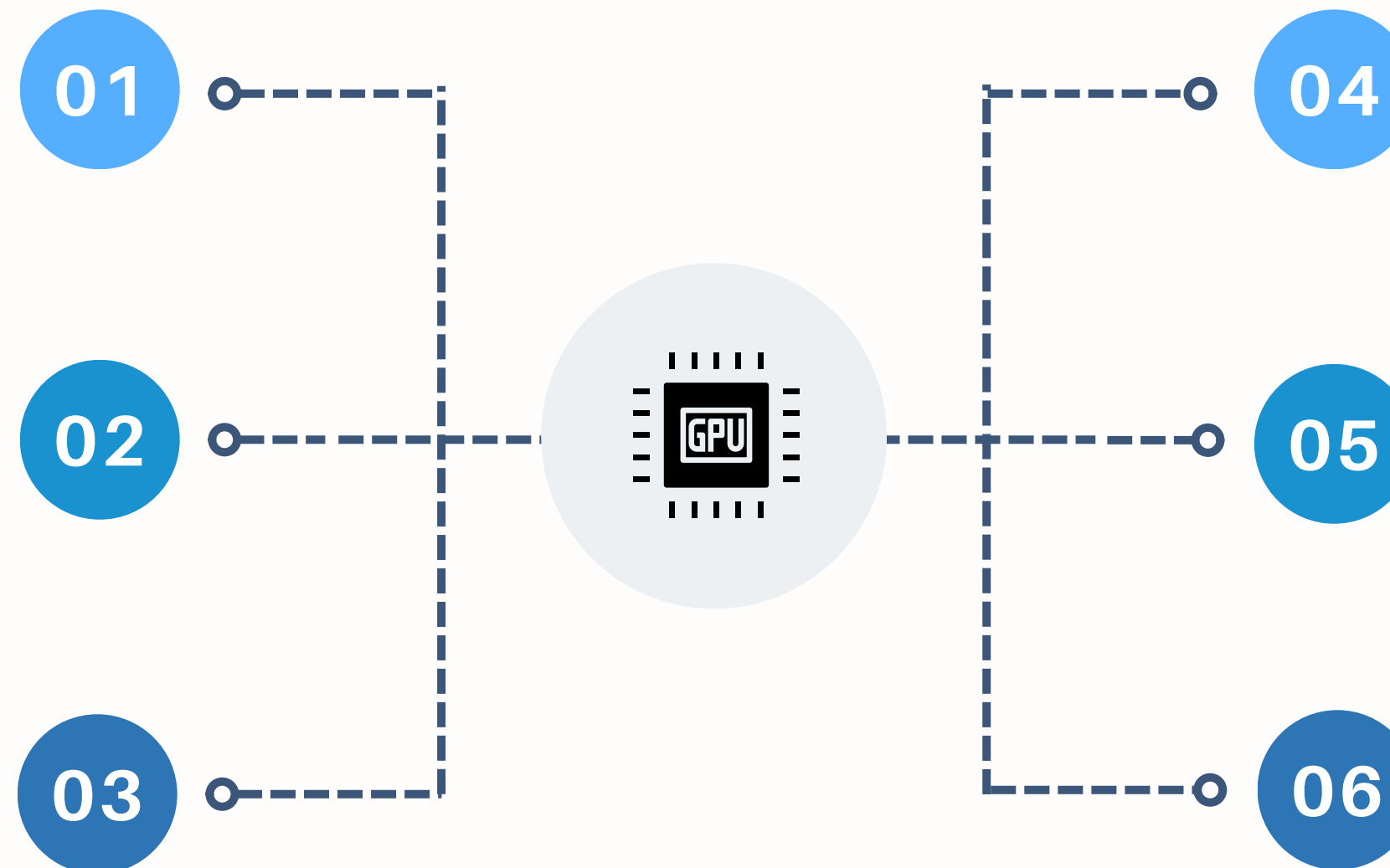
H100 - The most advanced AI supercomputer for large scale training that enables Enterprises to train and launch foundation models. The most advanced GPU from NVIDIA, 30x faster from its predecessor..

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).

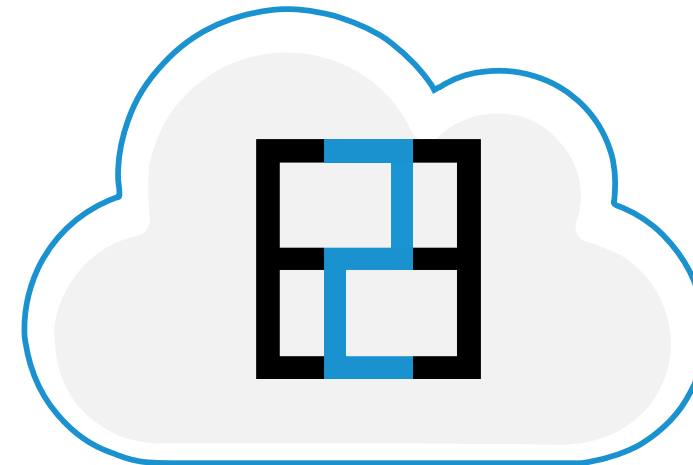


MS SQL on Windows

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

INDUSTRY INSIGHTS

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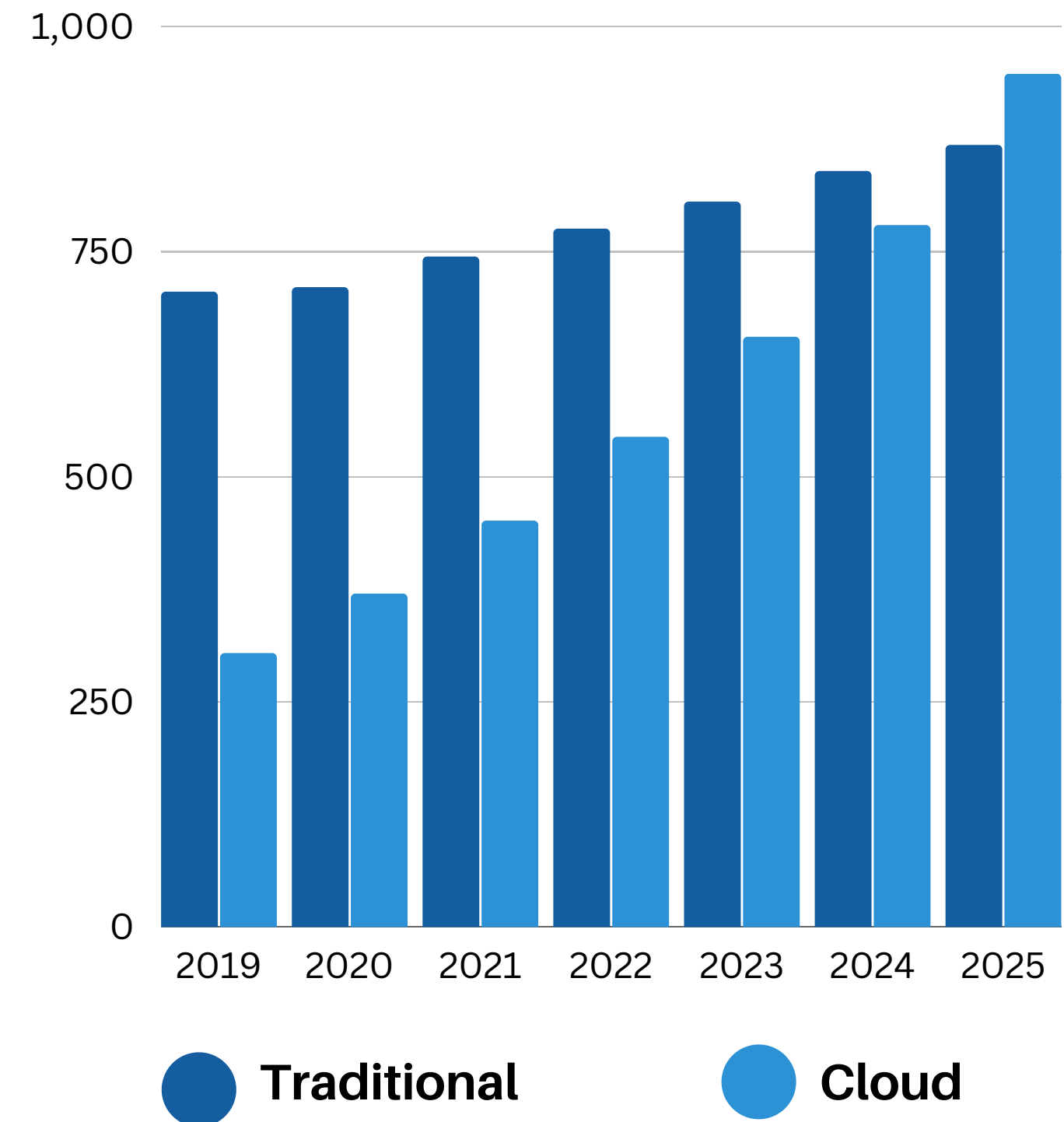
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Financials

CLOUD COMPUTING INDUSTRY

- Global end-user spending on public cloud services is forecast to grow 21.7% in 2023 to a total of USD 597.3 Bn, up from USD 491 Bn in 2022. In 2023, end-user spending is expected to reach nearly \$600 Bn.
- Global IaaS is forecast to experience the highest end-user spending growth in 2023 at 30.9%.
- Cloud computing is one of the fastest-growing technologies in India. The industry is predicted to have an impressive CAGR of 24.1% by the year 2025 which will result in the Indian public cloud market touching a mammoth value of USD 10.8 billion.
- Cloud Infrastructure Service Market size was valued at USD 235 Billion in 2021 and is projected to reach USD 3,269.70 Billion by 2030, growing at a CAGR of 11.50% from 2023 to 2030.
- Enterprise IT spending on public cloud computing, within addressable market segments, will overtake spending on traditional IT in 2025.
- By 2025, 51% of IT spending in the four categories namely application software, infrastructure software, business process services and system infrastructure markets. Almost two-thirds (65.9%) of spending on application software will be directed toward cloud technologies in 2025, up from 57.7% in 2022.

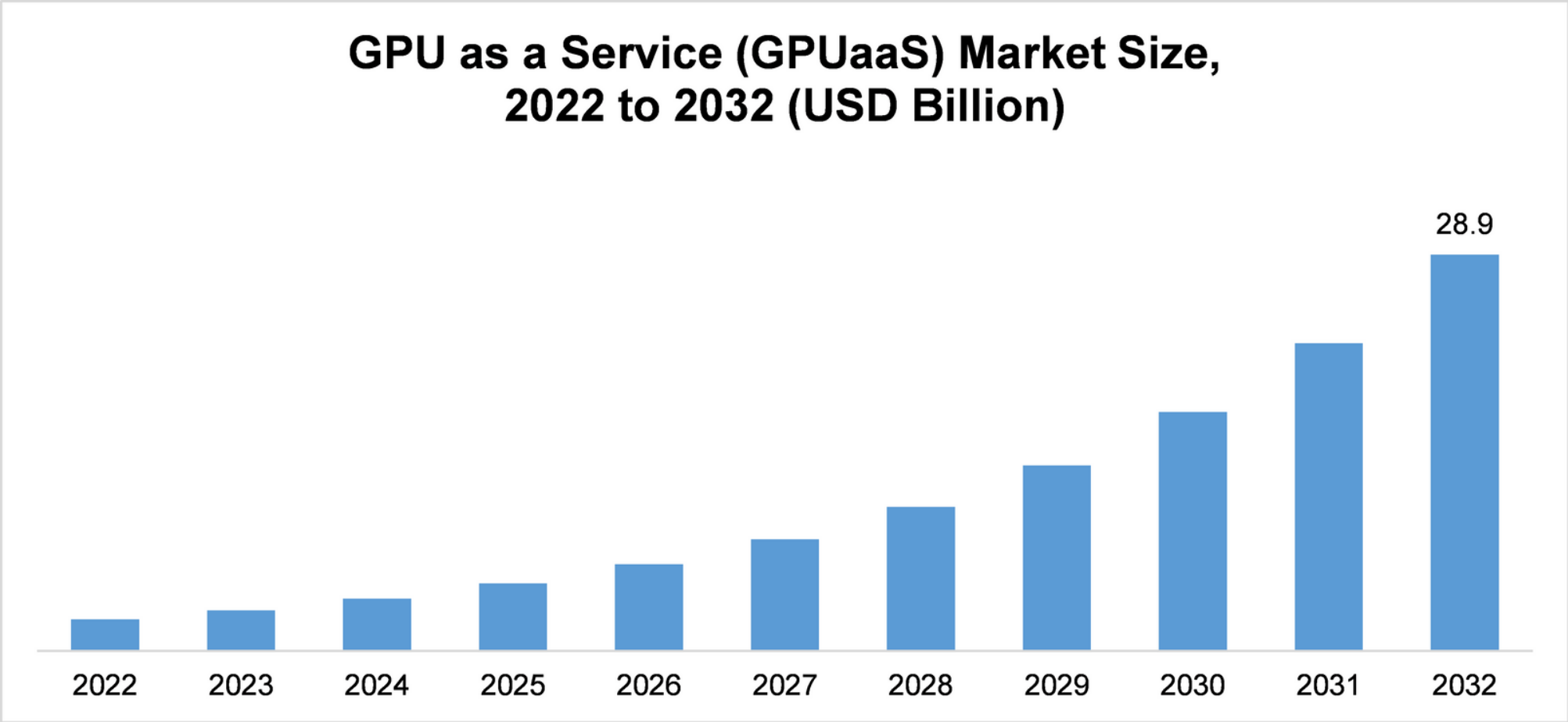
Total Revenue



CLOUD AI AND GPUaaS MARKET INSIGHTS

GPU as a Service (GPUaaS) utilizes cloud-based GPUs to efficiently process large data volumes for various applications, driven by the growing adoption of AI and ML. A single cloud GPU is capable of doing the operations of dozens of CPU-based servers.

Global GPUaaS market size was valued at USD 2.39 billion in 2022 and is projected to grow from USD 3.16 billion in 2023 to USD **25.53** billion by **2030**, exhibiting a **CAGR of 34.8%** during the forecast period. [1]

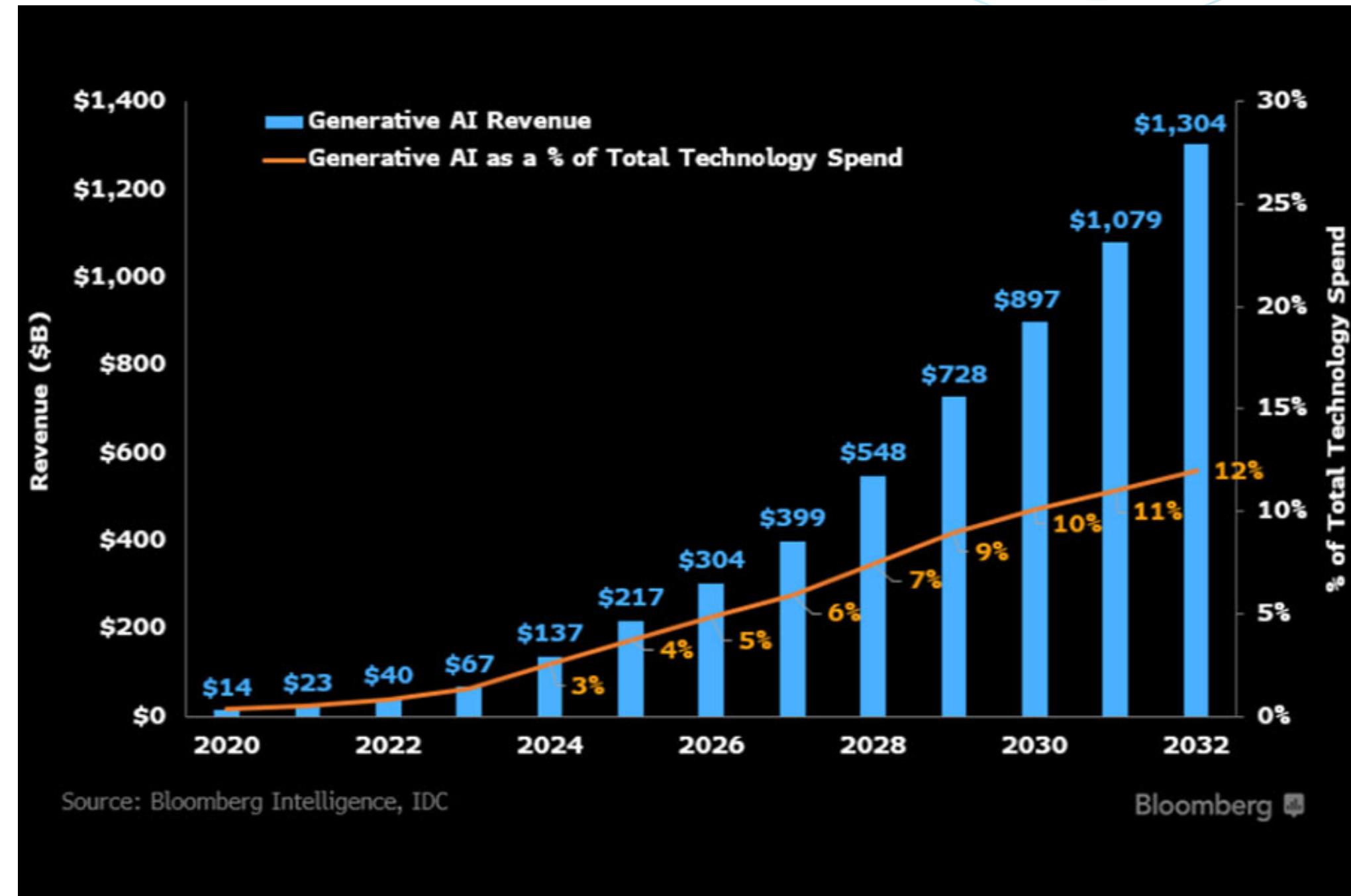


[1] GPU as a Service Market Size - <https://www.fortunebusinessinsights.com/gpu-as-a-service-market-107797>

THE 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.

CLOUD COMPUTING INDUSTRY

Worldwide Public Cloud Services End-User Spending Forecast

Particulars (USD Mn)	2021	Growth %	2022	Growth %	2023
Infrastructure as a Service (IaaS)	90,894	27.3%	1,15,740	29.8%	1,50,254
Platform as a Service (PaaS)	89,910	23.1%	1,10,677	23.2%	1,36,408
Software as a Service (SaaS)	1,46,326	14.2%	1,67,107	16.8%	1,95,208
Business Process as a Service (BPaaS)	54,952	9.4%	60,127	8.3%	65,145
Desktop as a Service (DaaS)	2,059	23.3%	2,539	22.3%	3,104
Cloud Management & Security	28,489	19.8%	34,143	22.1%	41,675
Total Market	4,12,632	18.8%	4,90,333	20.7%	5,91,794

India Public Cloud Services End-User Spending Forecast

Particulars (USD Mn)	2021	Growth %	2022	Growth %	2023
Infrastructure as a Service (IaaS)	1,698.6	39.4%	2,368.1	21.4%	3,241.4
Platform as a Service (PaaS)	1,515.7	45.4%	2,203.9	21.1%	2,669.6
Software as a Service (SaaS)	1,882.3	21.6%	2,290.0	22.7%	2,811.5
Business Process as a Service (BPaaS)	273.7	7.7%	294.8	8.8%	321.0
Desktop as a Service (DaaS)	71.3	16.8%	83.3	14.5%	95.4
Cloud Management & Security	413.3	23.4%	510.1	22.6%	625.8
Total Market	5,854.8	29.2%	7,570.2	28.9%	9,764.7

Source : Gartner

PEER COMPARISON



C3 Series Comparison of E2E Cost Vs Peers				
Description	E2E	AWS	Azure	GCP
Plan Type	C3.32GB	C5a.4Xlarge	D8as v4	n1-standard-16
vCPU	16	16	8	16
RAM	32 GB	32 GB	32	60 GB
Storage	200 GB	200 GB	64	200 GB
Price Per Month	INR 8979	INR 23,058	INR 27182	INR 36,934
Price Per Hour	INR 12.3	INR 31.58	INR 37.24	INR 50.59
Source	https://www.e2enetworks.com/	https://aws.amazon.com/	https://azure.microsoft.com/	https://cloud.google.com/

GPU A100 Cost Comparison of E2E Cost Vs Peers			
Description	E2E	Oracle	GCP
Plan Type	GDC.A 100-16.115GB	VM.GPU4.1	a2-highgpu-1g
vCPU	16	14	12vCPUs
RAM	115 GB	224 GB	85 GB
GPU Memory	40 GB	40 GB	40 GB
Storage	1500 GB SSD	Extra Charges	1500 GB
Price Per Month	INR 75,000	INR 1,66,988	INR 2,49,150
Price Per Hour	INR 170	INR 228.75	INR 341.3
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 Feb '23

STRATEGY

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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



CUSTOMER ACQUISITION STRATEGY

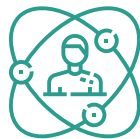


Digital Marketing

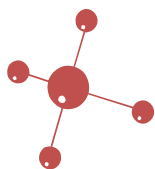
Email Marketing
Search Marketing
Social Media



Advertising



Events and Conferences

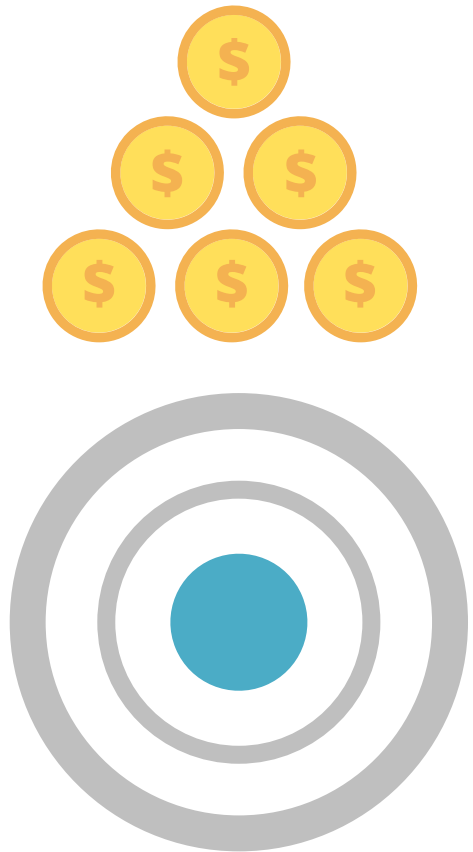
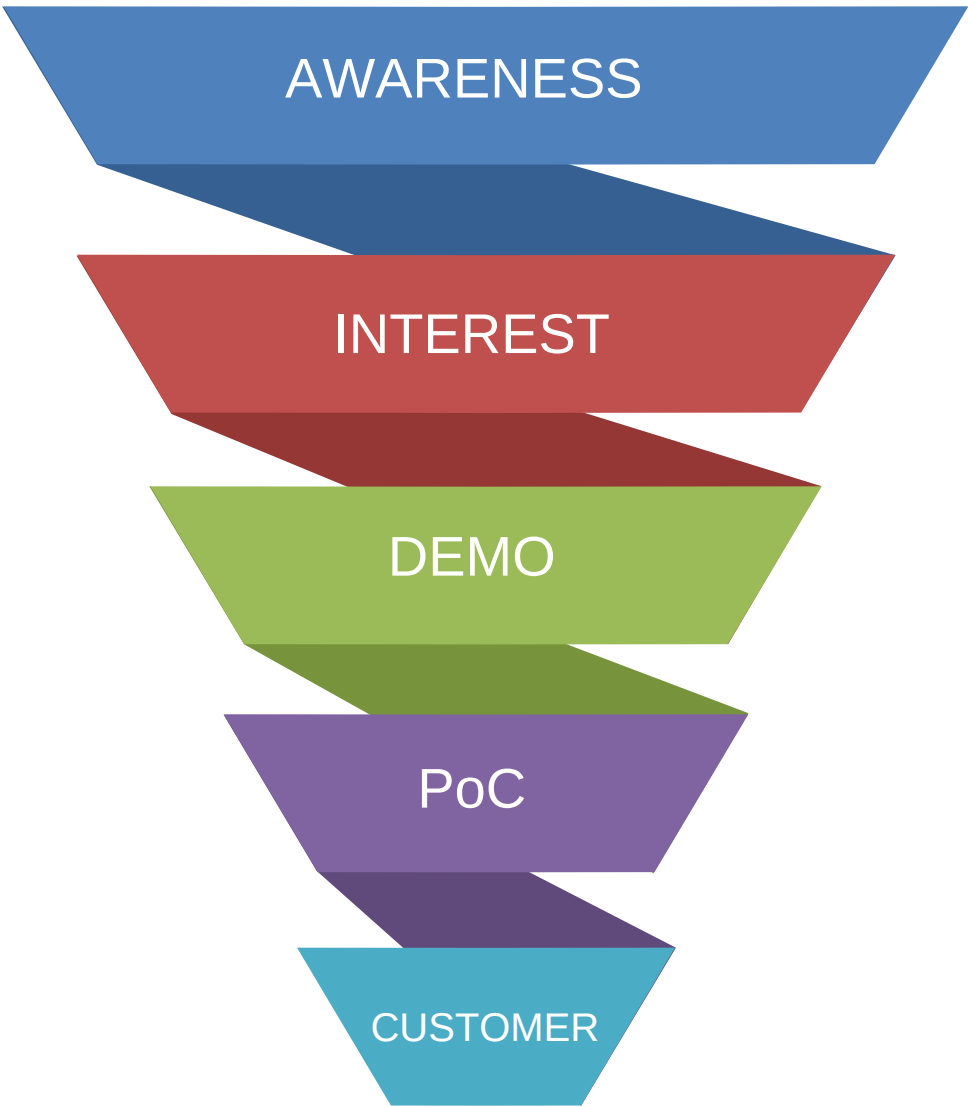
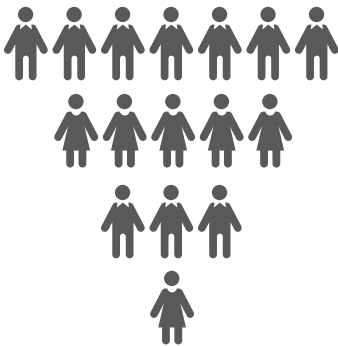
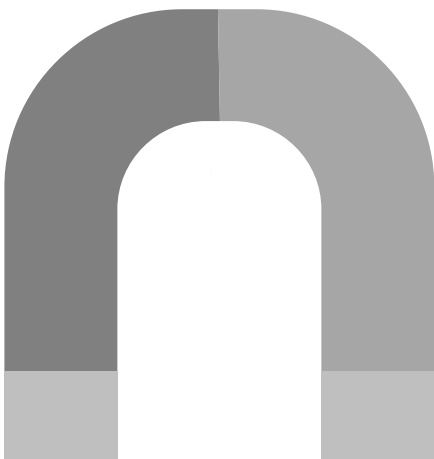


AI Community Engagement

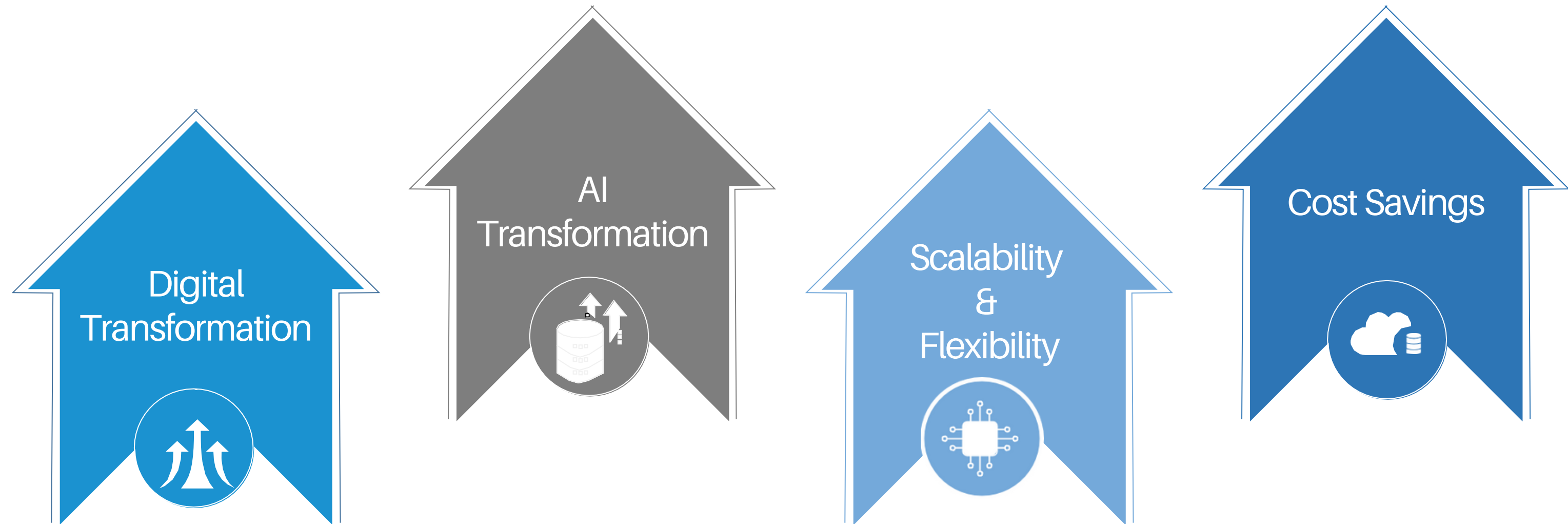


Partner Ecosystem

Free Trials



KEY GROWTH DRIVERS



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INCOME STATEMENT

PARTICULARS (INR Mn)	FY21	FY22	FY23	Q1-FY23	Q1-FY24
Operational Revenue	353	519	662	152	195
Total Expenses	250	289	332	79	92
EBITDA	103	230	330	73	103
EBITDA Margins (%)	29.18%	44.32%	49.85%	48.03%	52.82%
Other Income	10	3	8	1	3
Depreciation	123	178	201	38	19*
Finance Cost	2	2	5	1	2
PBT	(12)	53	132	35	85
Tax	-	(12)	33	9	15
PAT	(12)	65	99	26	70
PAT Margins (%)	NA	12.52%	14.95%	17.11%	35.90%
Basic EPS (INR)	(0.86)	4.46	6.85	1.76	4.82
Diluted EPS (INR)	(0.86)	4.44	6.77	1.74	4.76

HISTORICAL BALANCE SHEET

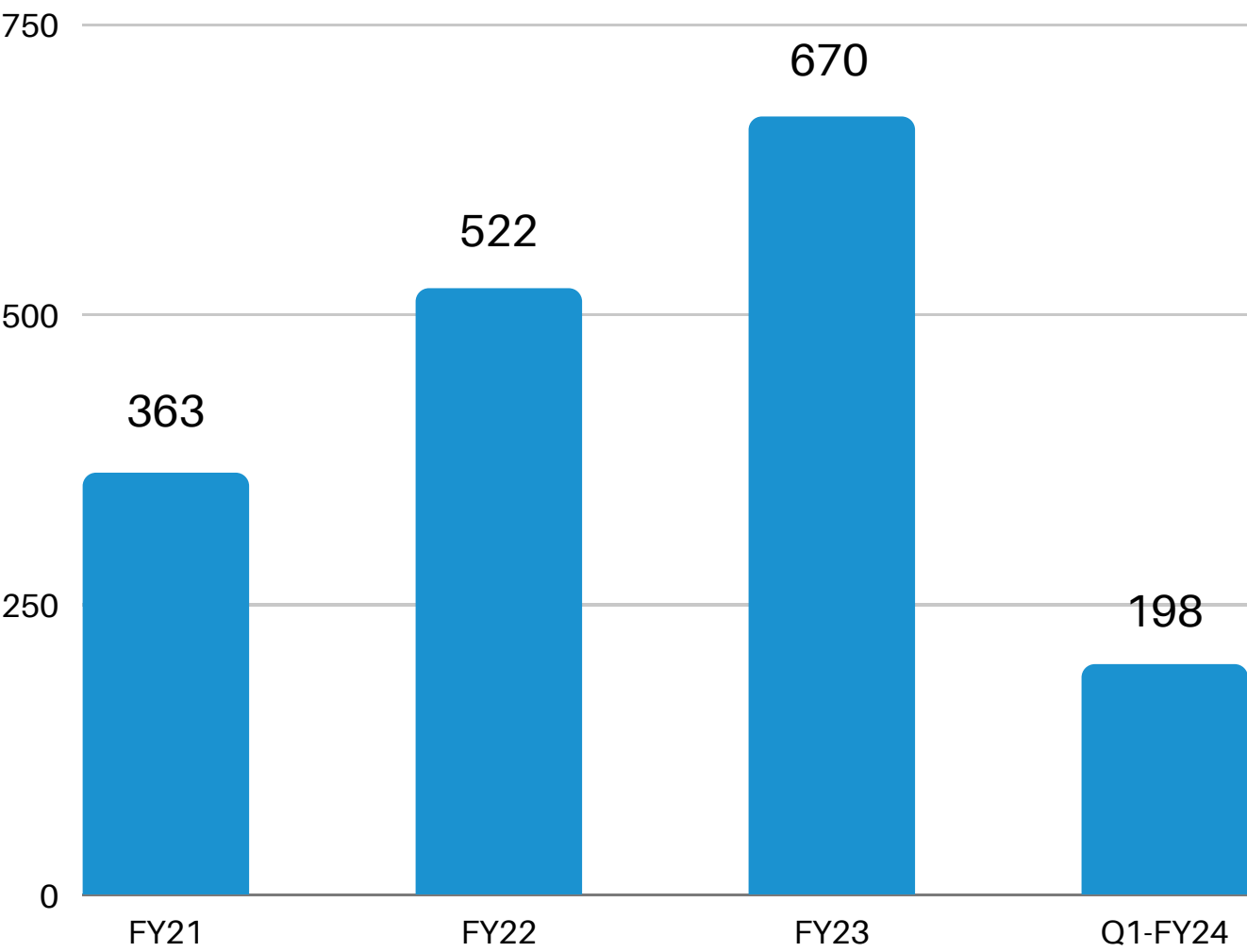
PARTICULARS (INR Mn)	FY21	FY22	FY23
EQUITY & LIABILITIES			
Equity	274	385	494
(A) Share Capital	144	145	145
(B) Other Equity	130	240	349
Non-current Liabilities	7	26	49
(A) (i) Long term Borrowings	-	6	2
(ii) Lease Liability	-	8	30
(B) Long-term Provisions	6	6	8
(C) Deferred Tax Liabilities	1	6	9
Current Liabilities	85	69	141
(A) (i) Short term Borrowings	38	3	4
(ii) Lease Liability	-	4	22
(B) Trade Payables	22	23	25
(C) Other Financial Liabilities	12	12	57
(D) Short-term Provisions	-	-	-
(E) Other Current Liabilities	13	27	33
GRAND TOTAL - EQUITIES & LIABILITES	366	480	684

PARTICULARS (INR Mn)	FY21	FY22	FY23
ASSETS			
Non-Current Assets	282	386	423
(A) Property, Plant & Equipment	199	226	229
(B) Other Intangible Assets	66	132	136
(C) Loans and Advances	-	-	-
(D) Non-Current Tax Assets (Net)	17	16	3
(E) Right of Use Asset	-	12	55
Current Assets	84	94	261
(A) Trade Receivables	3	1	6
(B) Cash & Cash Equivalents	7	38	163
(C) Investments	-	-	-
(D) Other Bank Balance	45	30	52
(E) Other Financial Assets	18	20	30
(F) Other Current Assets	11	5	10
GRAND TOTAL - ASSETS	366	480	684

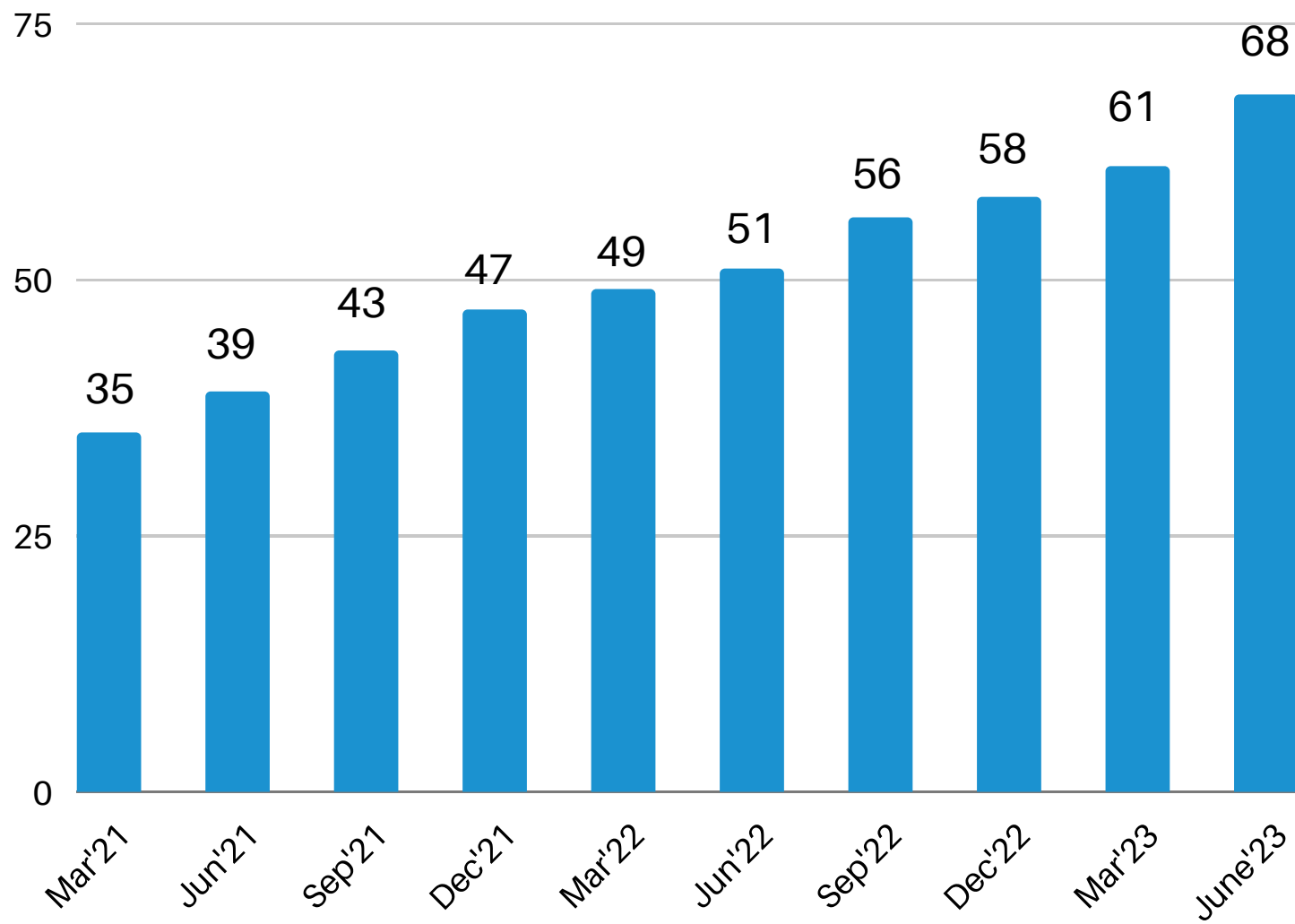
KEY FINANCIAL METRICS



Total Revenues (INR Mn)



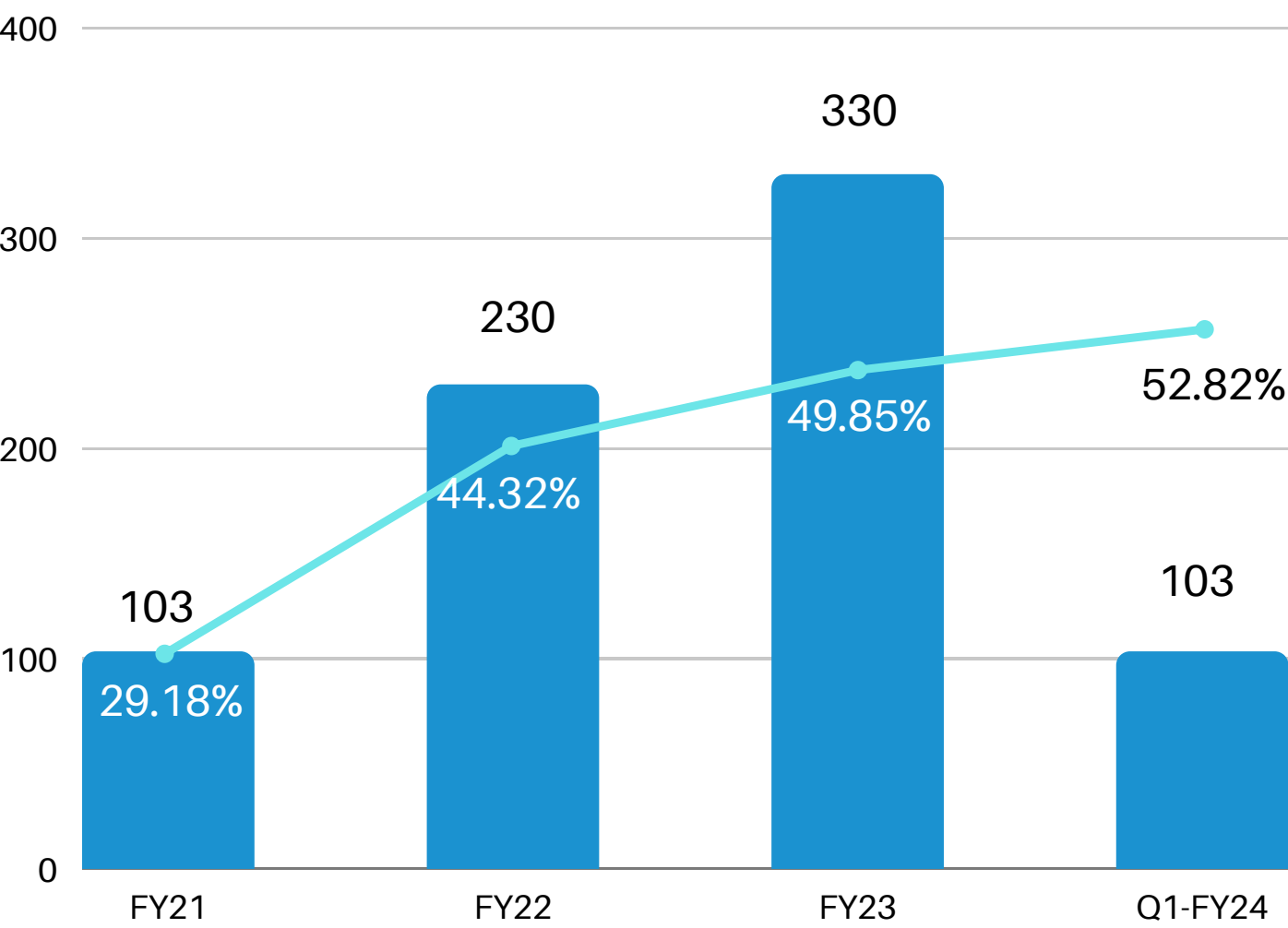
Monthly Recurring Revenue (INR Mn)



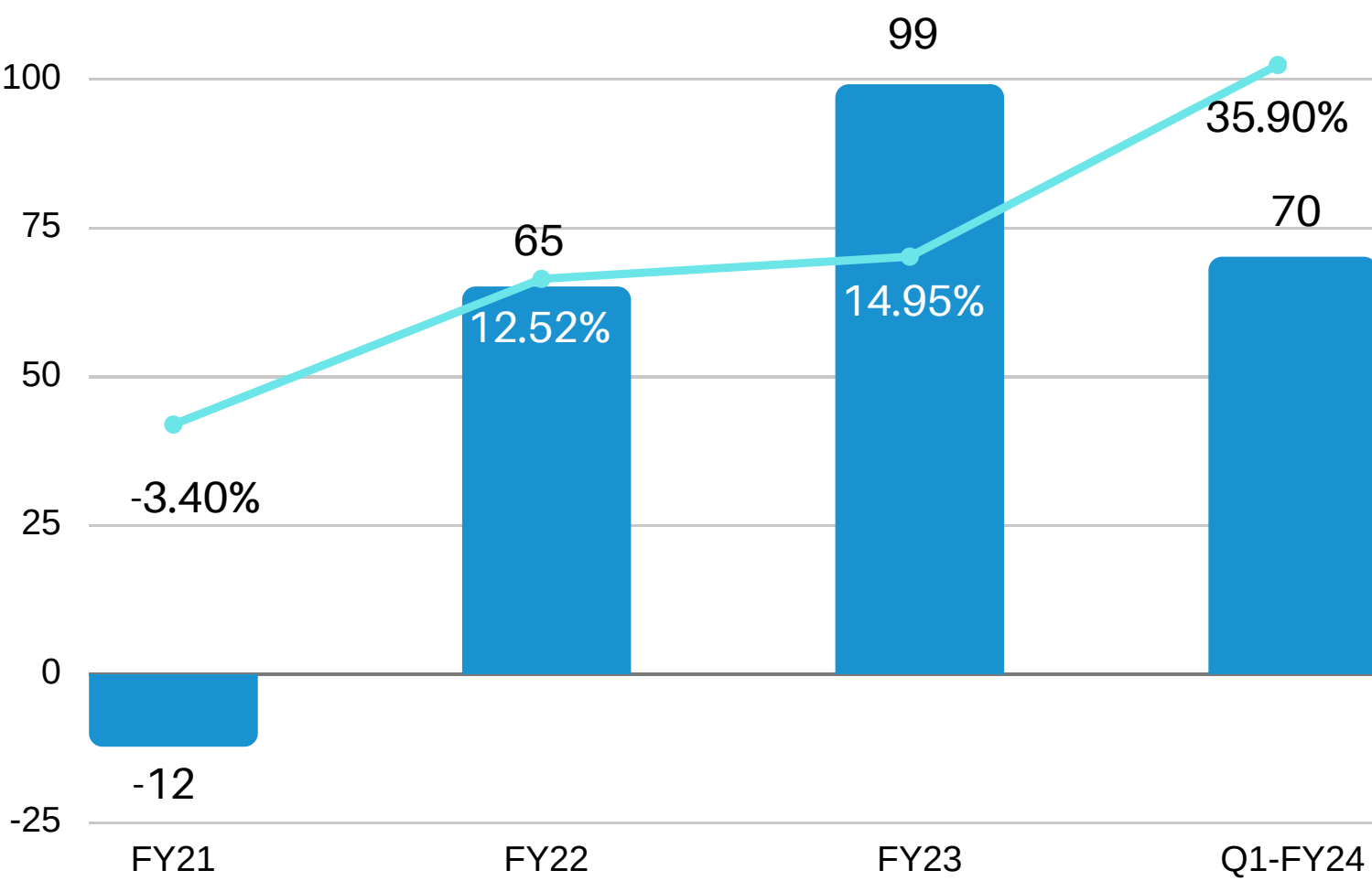
KEY FINANCIAL METRICS



EBITDA (IN Mn) & EBITDA Margins (%)



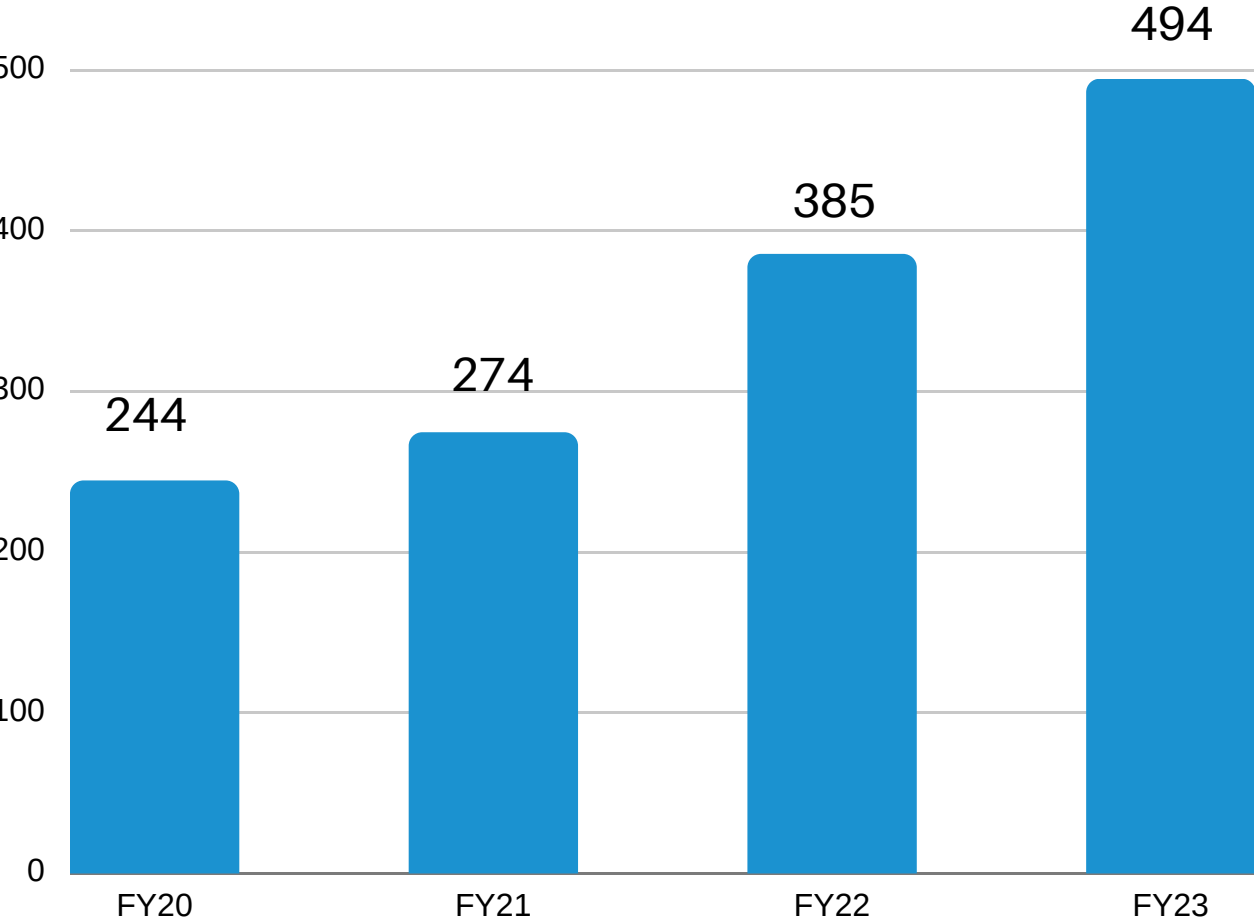
PAT (INR Mn) & PAT Margins (%)



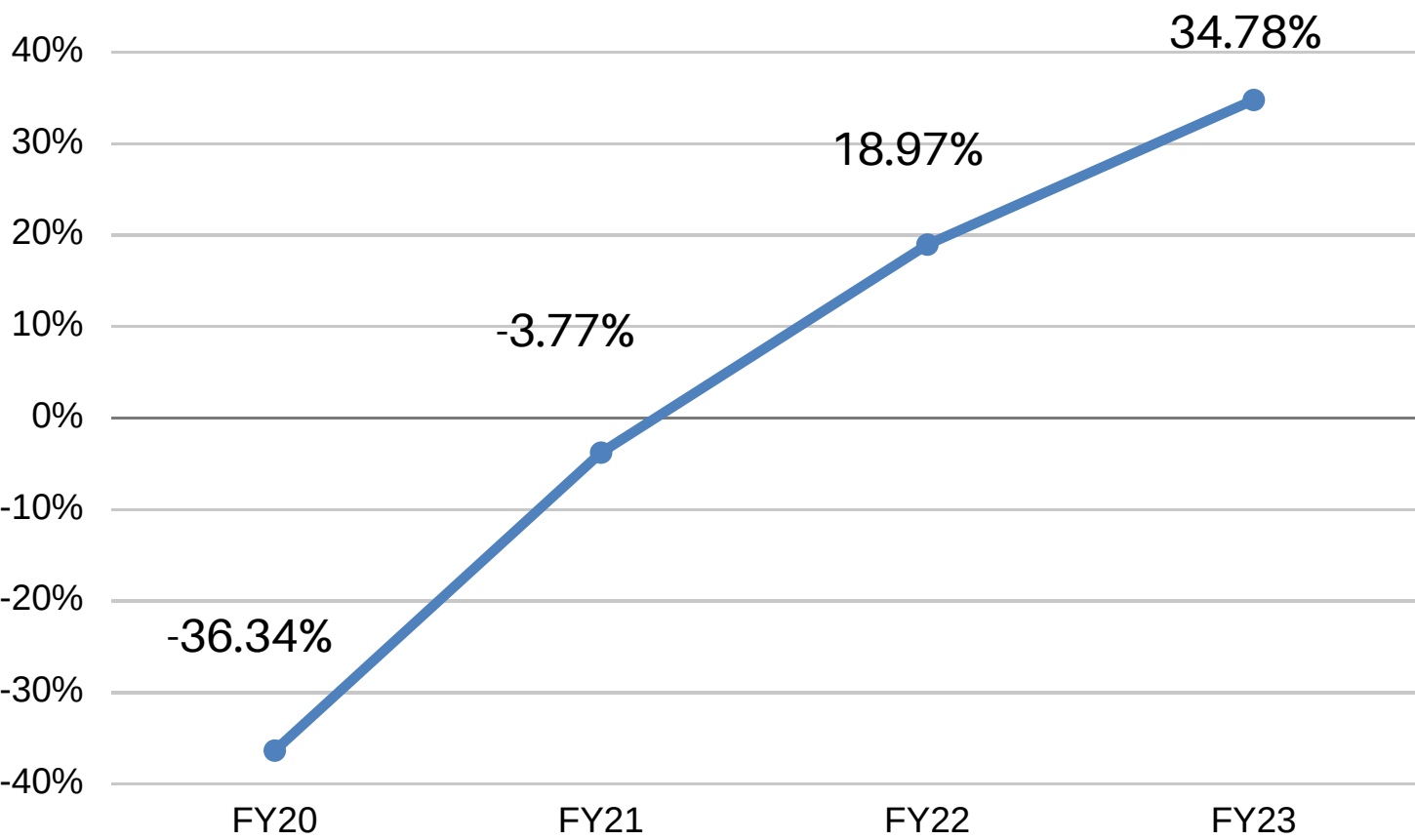
KEY FINANCIAL METRICS



Net Worth (INR Mn)



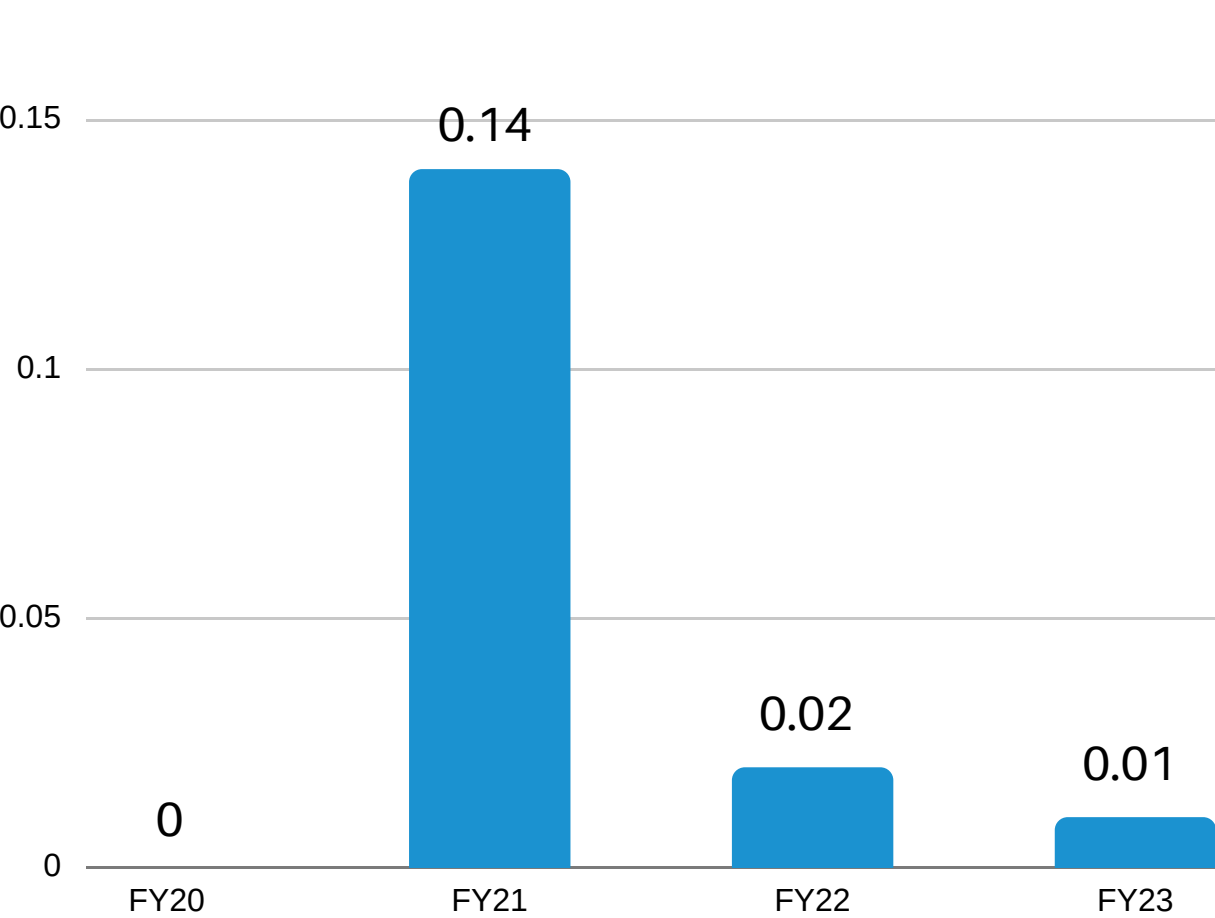
ROCE



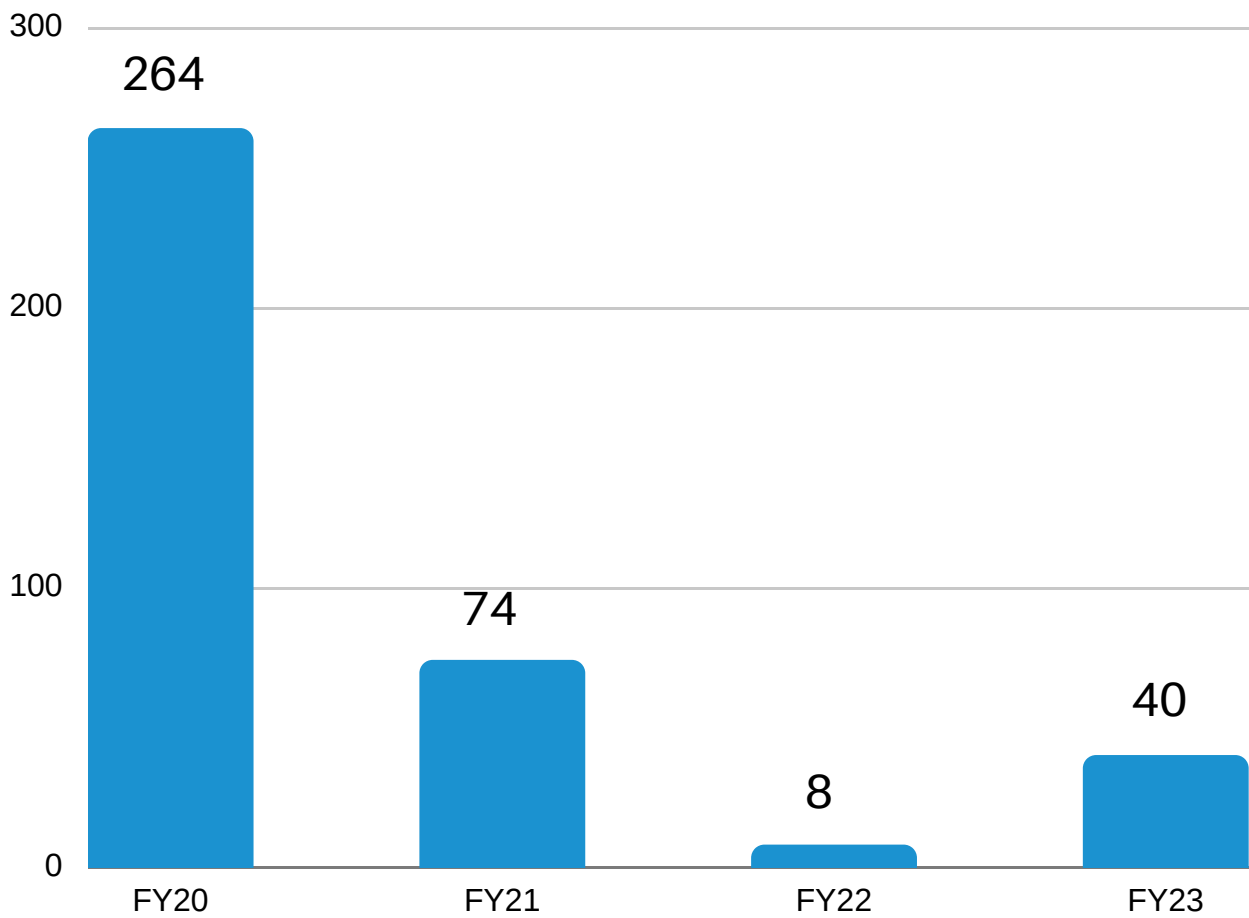
KEY FINANCIAL METRICS



Debt to Equity



Working Capital Days



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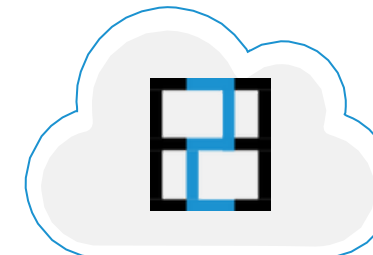
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