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 +91-11-411-33905
Email : cs@e2enetworks.com, Website https://www.e2enetworks.com/

Date- 06.09.2022

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

Ref: NSE 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 Investors Presentation of the Company. The same shall also be uploaded on Company's website.

This is for your information and record.

Thanking You,

For **E2E Networks Limited**

NEHA BAID Digitally signed by NEHA BAID
Date: 2022.09.06 19:17:53
+05'30'

Neha Baid
Company Secretary Cum Compliance Officer
Membership No.: 33753

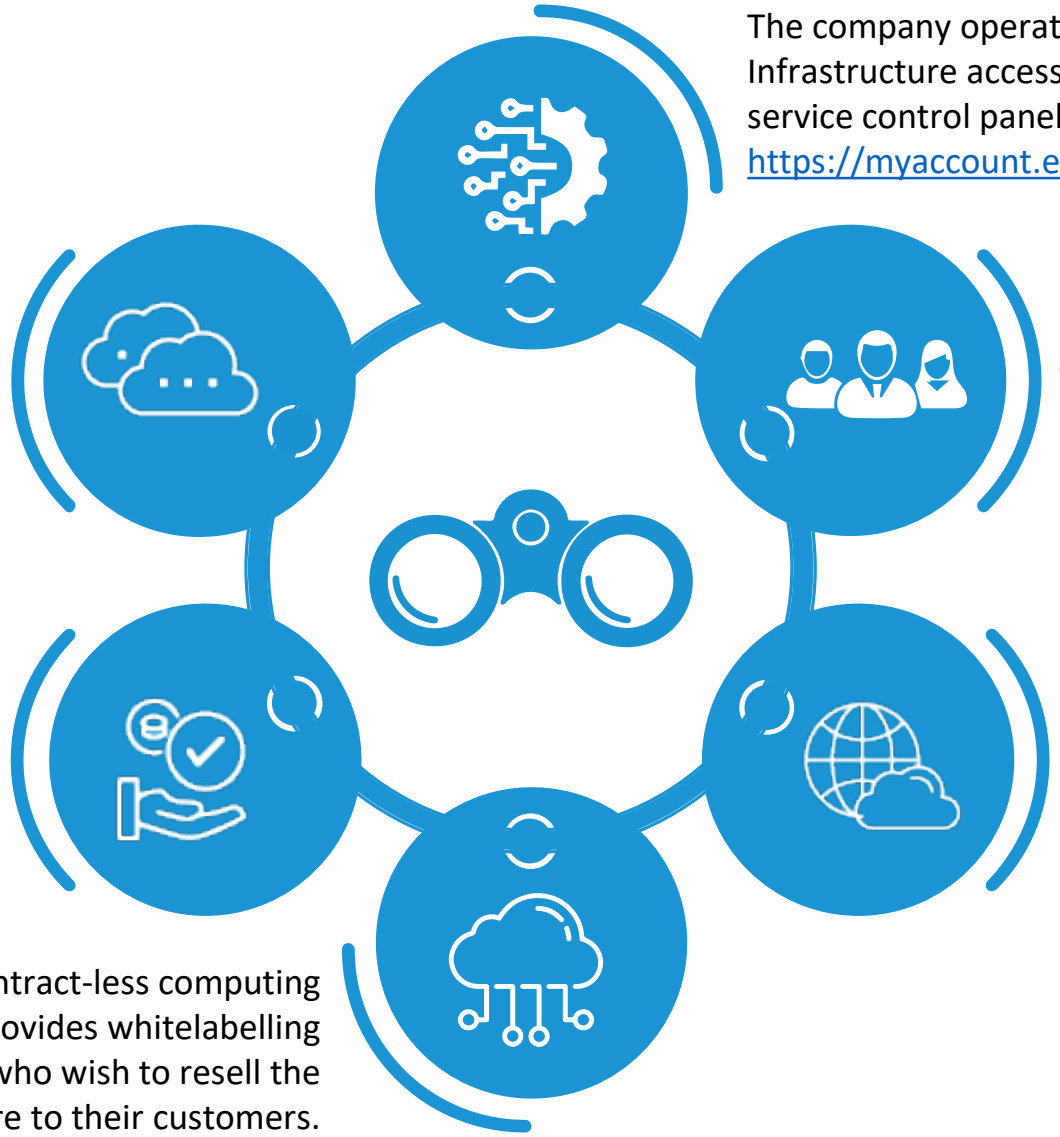
E2E Networks Limited

Investor Presentation – September 2022

E2E at a Glance

The company operates its Cloud Computing Infrastructure accessible to end customers via its self-service control panel at https://myaccount.e2enetworks.com and via its API.

E2E Networks Ltd is one of the leading Indian Pureplay Cloud Computing companies and one of the early adopters of accelerated computing.



Highly experienced team with years of experience in running devops and compute infrastructure platform.

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

Largest NSE listed Cloud Provider having served more than 15,000 customers with more than 2,200+ 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.

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

2022 — Listed on Main Board of NSE w.e.f April 12, 2022

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 20 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.

Srishti Baweja - Whole-Time Director and Promoter did her 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 is responsible for overall operations and management of the company along with Tarun Dua.

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.

Varun Pratap Rajda - Independent Director Varun Pratap Rajda 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 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.

Naman Sarawagi - Independent Director 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.

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 and has experience of over 21 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 21 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 8 years of experience of working in secretarial compliances, handling legal cases and drafting of legal and business agreements.

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.

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.

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
- Other on-going licensing relationship are with SoftwareOne (LAR for Microsoft), BitNinja, Connectwise, LLC (R1Soft)

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	intr city 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	purple.com India's #1 Beauty Destination	MobiKwik	eazydiner	CARS24

Strategic Overview

1. Significant Reduction in customer concentration

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

2. 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.

3. 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.

4. 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.

5. 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.

6. Larger Scale of Operations

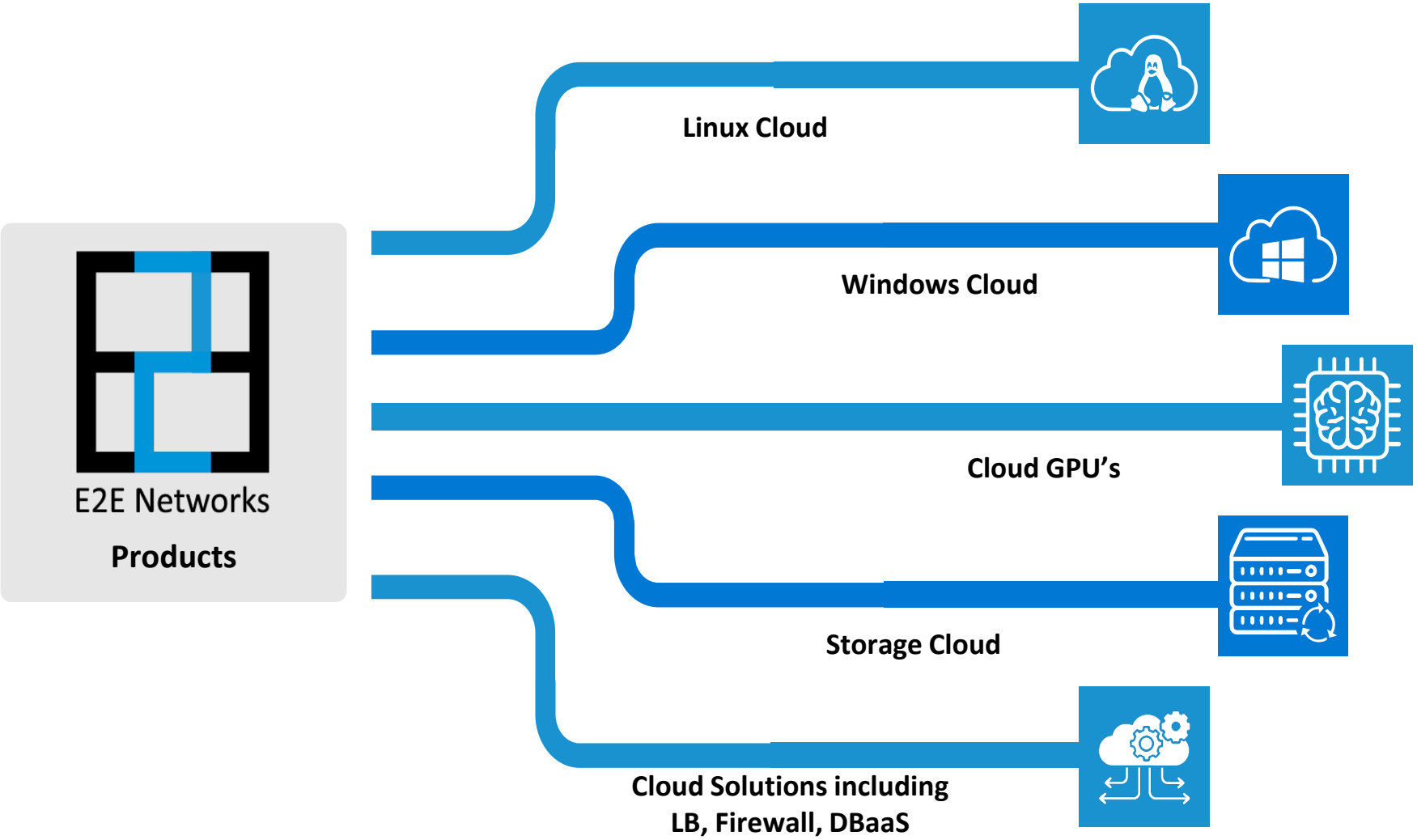
Results in a linear scale of opex cost increase while resulting in overall decline as a percentage of revenue resulting in increased EBITDA.

7. Constantly deploys new inventory

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

Business Overview

E2E Products



Advantages & Benefits

High performance
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 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 C3 Series

- Third Generation C3 series brings new features like Quick Service Recovery (QSR), Snapshots and Images, faster IOPS and faster launch times.
- Plans from 4 vCPUs to 48 vCPUs

Memory Intensive Cloud

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

High Memory Series M3 Series

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

Plans from 32 GB to 360 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)

MS SQL on Windows

- 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 have MS SQL Standard and Web Editions available with the plans.

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 (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 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/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. 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

redis, Elasticsearch, elastic, GitLab, mongoDB, PostgreSQL, RabbitMQ, Memcached, django, node JS, MySQL, Jenkins, Grafana, Joomla!, Magento, moodle, Drupal, REDMINE, Tally POWER OF SIMPLICITY, WOWZA media systems

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.

E2E Cloud Firewall

Easily secure your infrastructure with consistent security policies and single control panel

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

Third Generation Compute/Memory intensive C3/M3 Series
Latest Compute series with latest processors which supports Quick Recovery, Live Snapshots, additional Block Storage

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

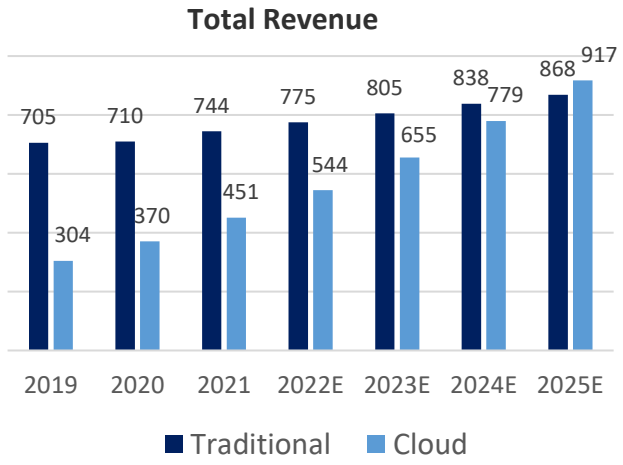
Object Store
Store, backup and archive content for your web apps or data from AI/ML pipelines.

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

- Global end-user spending on public cloud services is forecast to grow 20.4% in 2022 to total $494.7 billion, up from $410.9 billion in 2021. In 2023, end-user spending is expected to reach nearly $600 billion.
- Global IaaS is forecast to experience the highest end-user spending growth in 2022 at 30.6%.
- The end-user spending on public cloud in India is likely to reach $7.5 billion in 2022; growing 29.3% from 2021.
- Cloud system infrastructure services (IaaS) is forecast to record the highest growth this year (39.4%). IaaS will also be the highest spending vertical for end-users in India in 2022.
- Enterprise IT spending on public cloud computing, within addressable market segments, will overtake spending on traditional IT in 2025. within the
- 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.
- By the end of 2021, based on lessons learned in the pandemic, most enterprises will put a mechanism in place to accelerate their shift to cloud-centric digital infrastructure and application services twice as fast as before the pandemic
- The ecosystem of tech companies helping customers migrate to cloud environments, create new innovations in the cloud, and manage their expanding cloud environments will enable enterprises to meet their accelerated schedules for moving to cloud.



Worldwide Public Cloud Services End-User Spending Forecast

Particulars	2021	Growth %	2022E	Growth %	2023E
Infrastructure as a Service (IaaS)	91,642	30.6%	1,19,717	30.5%	1,56,276
Platform as a Service (PaaS)	86,943	26.0%	1,09,623	24.4%	1,36,404
Software as a Service (SaaS)	1,52,184	16.0%	1,76,622	17.8%	2,08,080
Business Process as a Service (BPaaS)	51,410	8.1%	55,598	9.0%	60,619
Desktop as a Service (DaaS)	2,072	26.5%	2,623	23.6%	3,244
Cloud Management & Security	26,665	14.2%	30,471	15.5%	35,218
Total Market	**4,10,915**	**20.4%**	**4,94,654**	**21.2%**	**5,99,840**

India Public Cloud Services End-User Spending Forecast

Particulars	2021	Growth %	2022E	Growth %	2023E
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**

**All figures are in USD Mn*

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	Rs. 8979	Rs. 23,058	27182	Rs. 36,934
Price Per Hour	Rs. 12.3	Rs. 31.58	37.24	Rs. 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	Rs. 75,000	Rs. 1,66,988	Rs. 2,49,150
Price Per Hour	Rs. 170	Rs. 228.75	Rs. 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 Sep'22

Financial Overview

Income Statement

PARTICULARS (INR Mn)	FY20	FY21	FY22	Q1-FY23
Operational Revenue	**251**	**353**	**519**	**152**
Total Expenses	263	250	289	79
EBITDA	**(12)**	**103**	**230**	**73**
EBITDA Margins (%)	***NA***	***29.18%***	***44.32%***	**48.03%**
Other Income	22	10	3	1
Depreciation	101	123	178	38
Finance Cost	2	2	2	1
PBT	**(93)**	**(12)**	**53**	**35**
Tax	-	-	(12)	9
PAT	**(93)**	**(12)**	**65**	**26**
PAT Margins (%)	***NA***	***NA***	***12.52%***	**17.11%**
Basic EPS (INR)	(6.54)	(0.86)	4.46	1.76
Diluted EPS (INR)	(6.54)	(0.86)	4.43	1.74

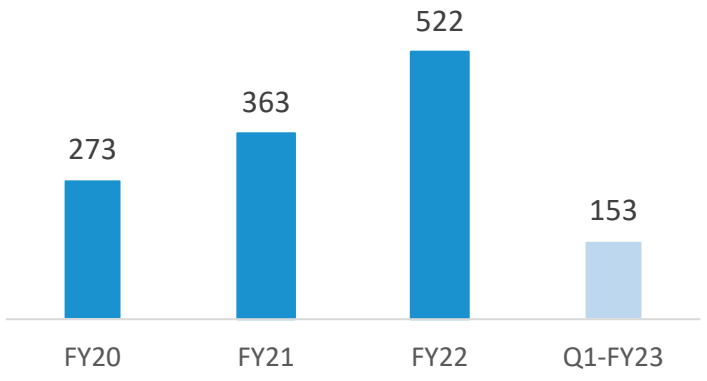
Balance Sheet

PARTICULARS (INR Mn)	FY20	FY21	FY22
EQUITY & LIABILITIES			
Equity	**244**	**274**	**385**
(A) Share Capital	143	144	145
(B) Other Equity	101	130	240
Non-current Liabilities	**7**	**7**	**26**
(A) (i) Long term Borrowings	-	-	6
(ii) Lease Liability	-	-	8
(B) Long-term Provisions	7	6	6
(C) Deferred Tax Liabilities	-	1	6
Current Liabilities	**32**	**85**	**69**
(A) (i) Short term Borrowings	-	38	3
(ii) Lease Liability	-	-	4
(B) Trade Payables	17	22	23
(C) Other Financial Liabilities	-	12	12
(D) Short-term Provisions	1	-	-
(E) Other Current Liabilities	14	13	27
GRAND TOTAL - EQUITIES & LIABILITES	**283**	**366**	**480**

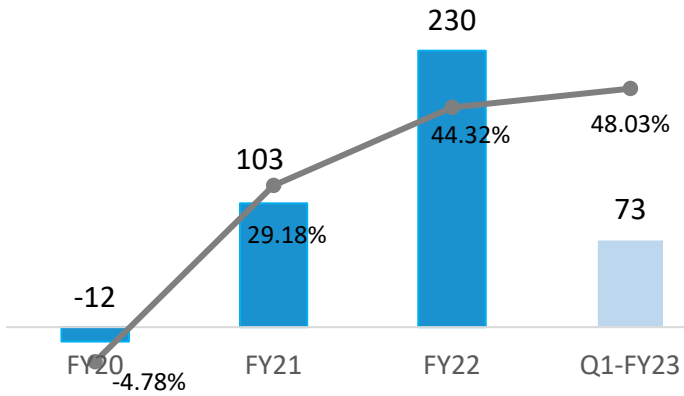
PARTICULARS (INR Mn)	FY20	FY21	FY22
ASSETS			
Non-Current Assets	**107**	**282**	**386**
(A) Property, Plant & Equipment	96	199	226
(B) Other Intangible Assets	-	66	132
(C) Loans and Advances	-	-	-
(D) Other Non-Current Assets	-	-	-
(E) Non-Current Tax Assets (Net)	11	17	16
(F) Right of Use Asset	-	-	12
Current Assets	**176**	**84**	**94**
(A) Trade Receivables	7	3	1
(B) Cash & Cash Equivalents	124	7	38
(C) Short-term loans & advances	33	-	-
(D) Other Bank Balance	-	45	30
(E) Other Financial Assets	12	18	20
(F) Other Current Assets	-	11	5
GRAND TOTAL – ASSETS	**283**	**366**	**480**

Key Financial Metrics

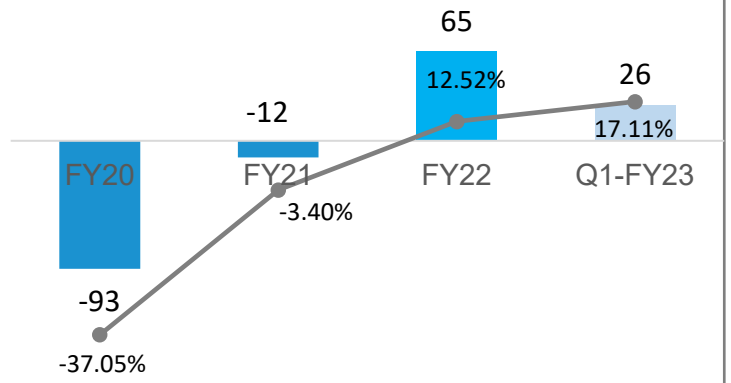
Revenue (INR Mn)



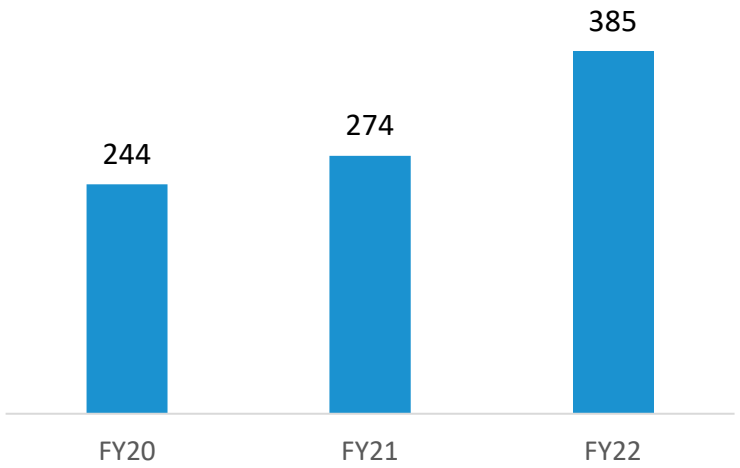
EBITDA (INR Mn) & EBITDA Margins (%)



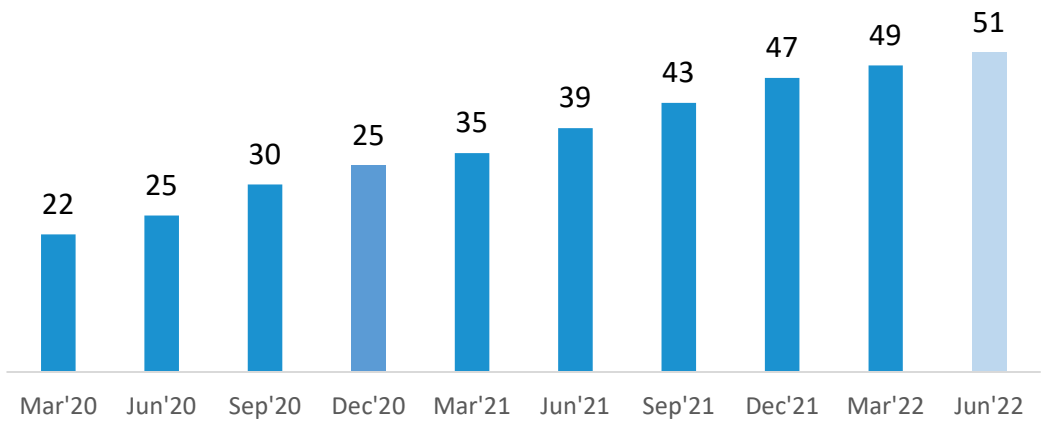
PAT (INR Mn) & PAT Margins (%)



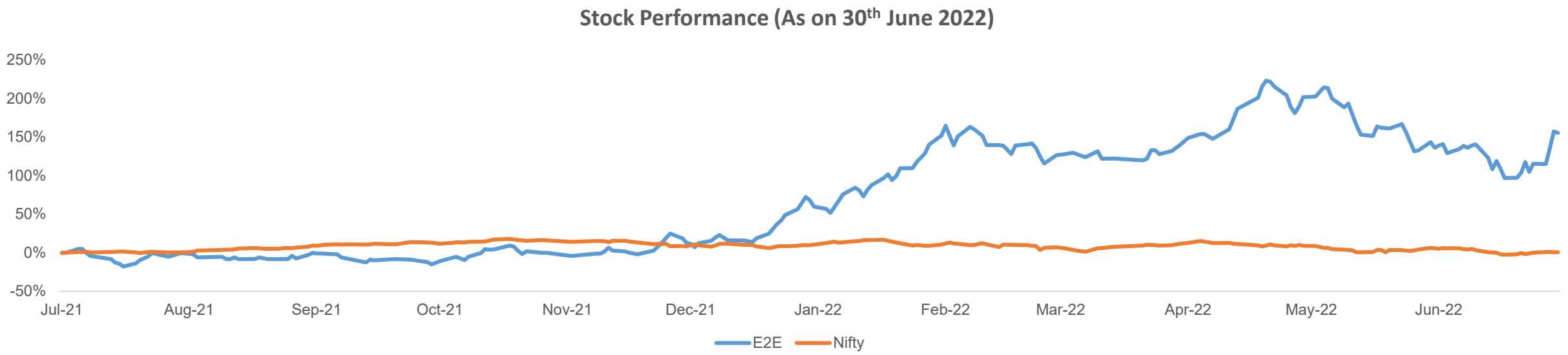
Net Worth (INR Mn)



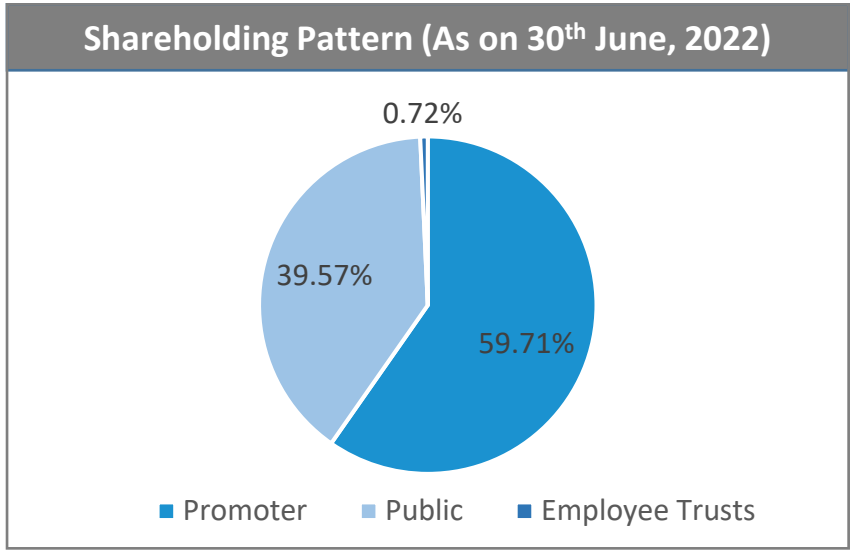
Monthly Recurring Revenue (INR Mn)



Capital Market Information



Price Data (As on 30th June 2022)	INR
Face Value	10
CMP	127.7
52 Week H/L	169.0/41.0
Market Cap (Mn)	1,849.2
No. of Share outstanding (Mn)	14.4
1 Year Avg. Trading Volume ('000)	14.5



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THANK YOU