Date: October 28, 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 Gaba
Company Secretary & Compliance Officer
Membership No.: A59215

Encl: As above

E2E Networks

NSE Listed, AI-First Cloud GPU Platform

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/GenAI Cloud Platform needed by developers, data scientists, AI/ML/GenAI engineering teams, startups, enterprises, higher education and government bodies.
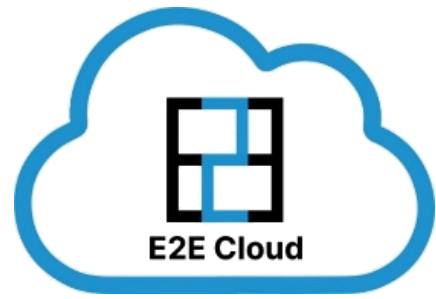
NVIDIA Partner

NSE LISTED   MeitY EMPANELED

OUR JOURNEY

to becoming the first major India-born Public Cloud focusing on Advanced AI/ML/GenAI Compute Workloads.

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.
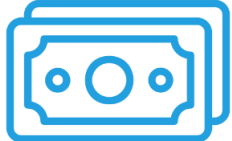
2022 - NSE Main Board

Listed on main board of NSE.

2023 - Cloud GPUs and AI / ML Platform

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

2024 – Continued

Snapshot of our Journey in 2024

E2E Cloud

~700
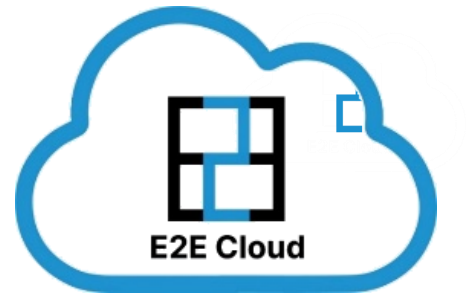**H100(s)** deployed till Sept 2024.

~256
H200(s) deployment Oct 24

~600
A30, A100, A40, V100, T4, L4&L40S

TIR
Continuously Upgraded with new features

INR ~405 Crores
Fund Raise

4

~ means nearly

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.

E2E Cloud

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

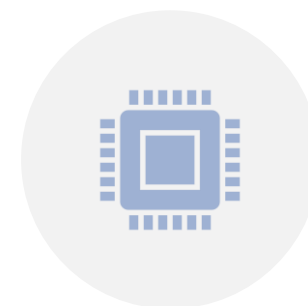# Global AI Market To Be A Trillion-Dollar Size 2032

E2E Cloud

Global AI Market Size - 2023

$110-130 Billion

CAGR 25-30%

Expected Global AI market size - 2027

$320-380 Billion

Training models are expected to generate more accurate results with better enterprise data and use case specific model training.
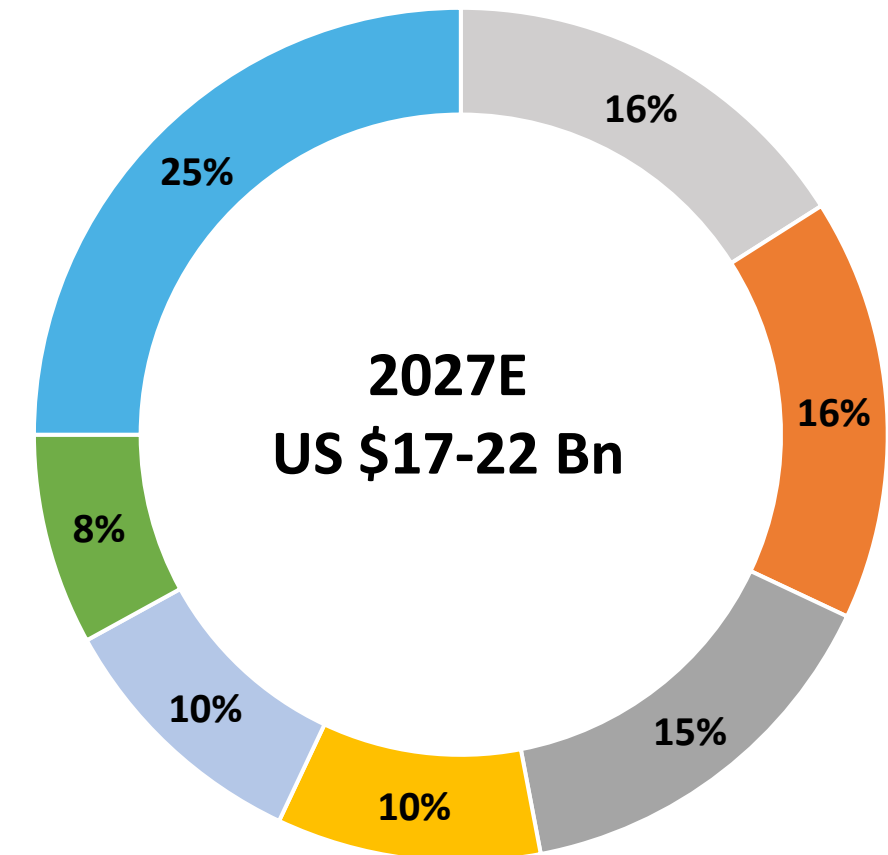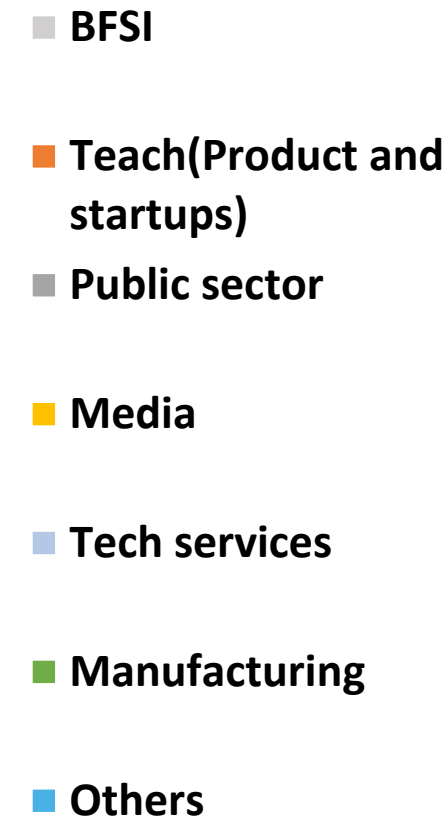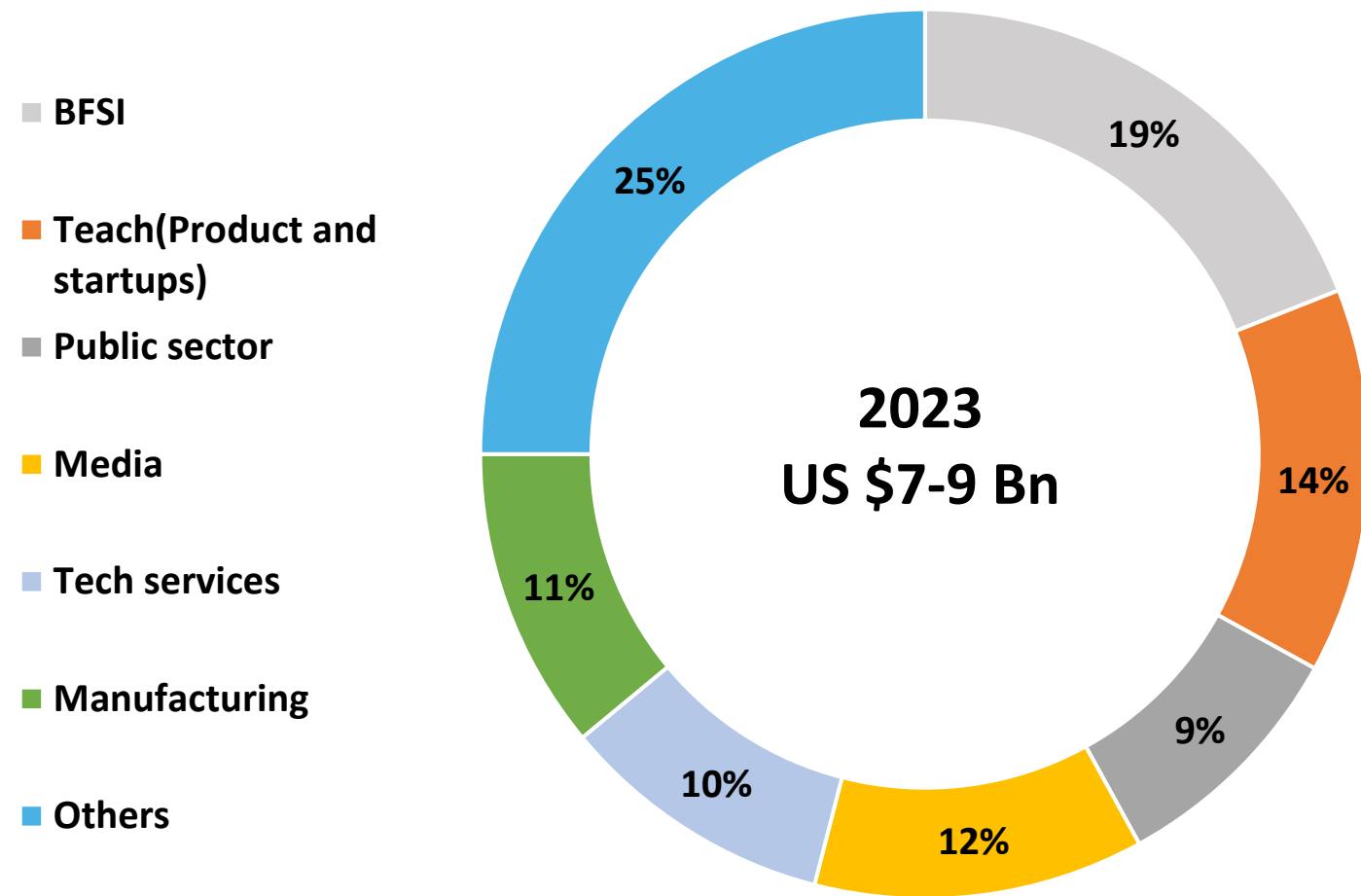
The advancement in compute power due to GPUs is expected to see optimum use with better training models.

AI with its natural language interface and easy usage has broadened user base which will lead to AI application in various products and services.

*Source- BCG-nasscom report on AI POWERED TECH SERVICES report

India Amongst The Top Five Nations For AI Talent

E2E Cloud

2023
US $7-9 Bn

- BFSI — 19%
- Teach(Product and startups) — 14%
- Public sector — 9%
- Media — 12%
- Tech services — 10%
- Manufacturing — 11%
- Others — 25%

2027E
US $17-22 Bn

- BFSI — 16%
- Teach(Product and startups) — 16%
- Public sector — 15%
- Media — 10%
- Tech services — 10%
- Manufacturing — 8%
- Others — 25%

Trifecta of AI Opportunities

Advanced GPU Demand
Rapidly growing demand for advanced cloud GPUs like H100/H200 by Govt., Higher Education, Startups and Enterprises

Open Source AI
Rapid Increase in capabilities and availability of State Of The Art Open Source Models and plumbing to build GenAI

Data for AI/ML
India continues to be the data capital of the world thanks to its largely digitized population. The Government is committed to help establish Indian startups and enterprises become the leading AI innovators of the world by leveraging India's data sovereignty

*Source- BCG-nasscom report on AI POWERED TECH SERVICES report

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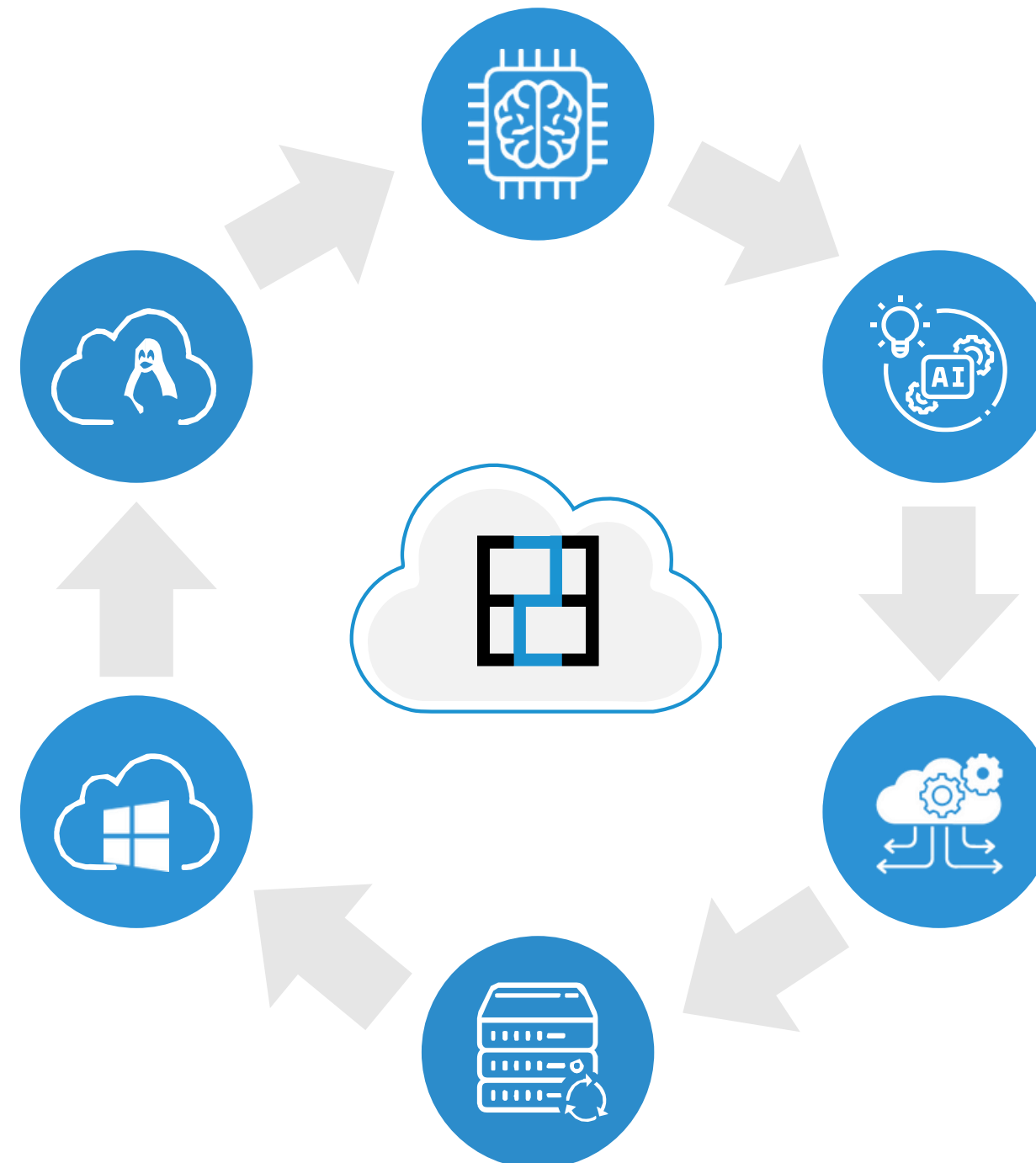# E2E CLOUD Platform

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

Large Scale GPU Clusters

Infiniband 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 , AI/GenAI Training, Inference and Model End Point Deployments. On demand GPU Cluster 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.
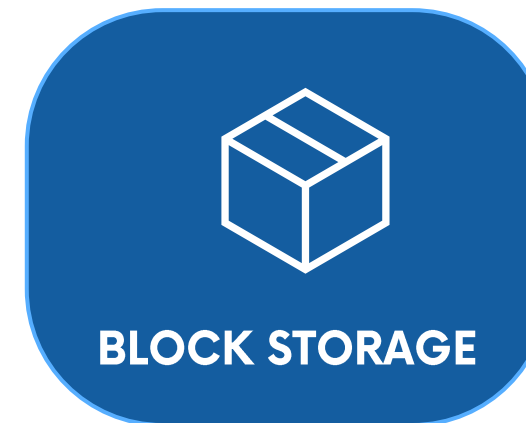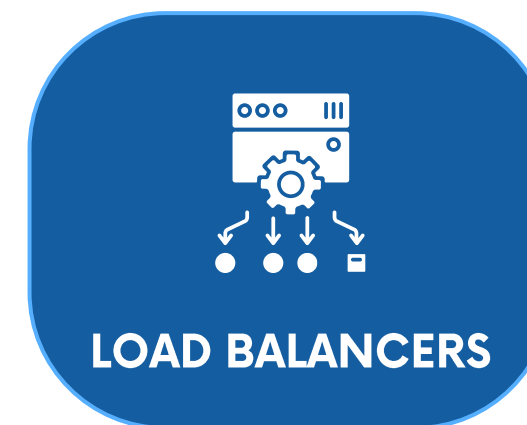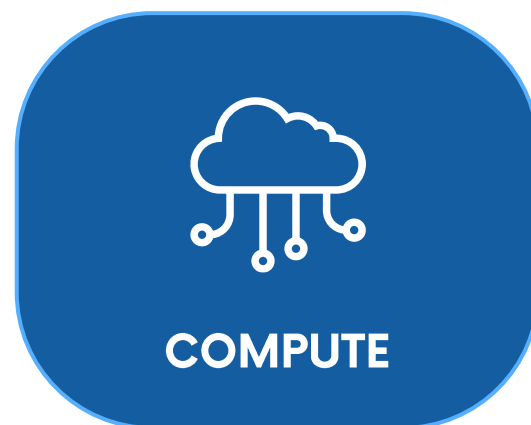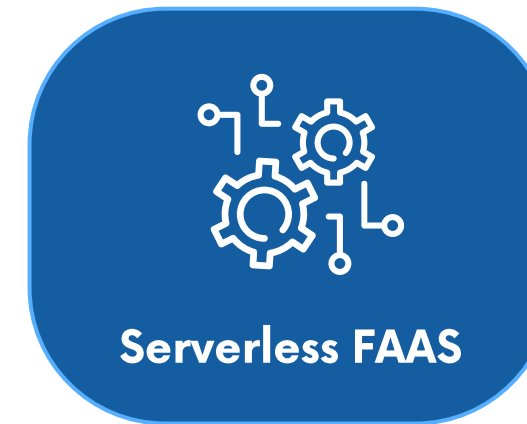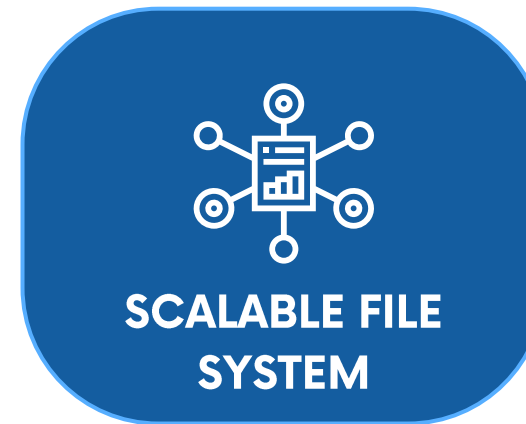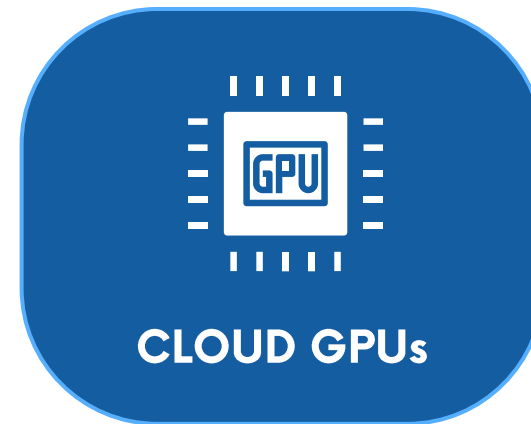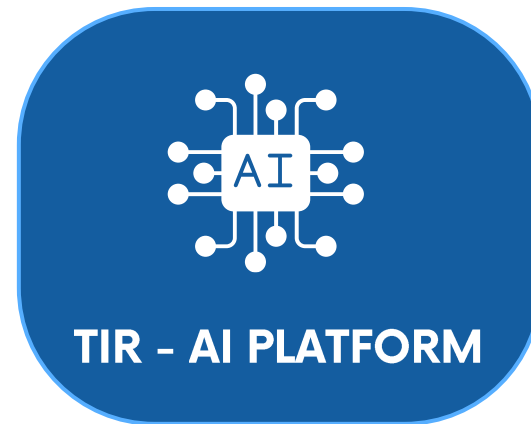
Containers & Serverless

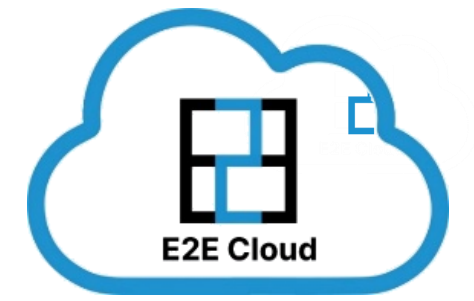Highly Performant Kubernetes Containers and OpenFaaS based serverless compute allows

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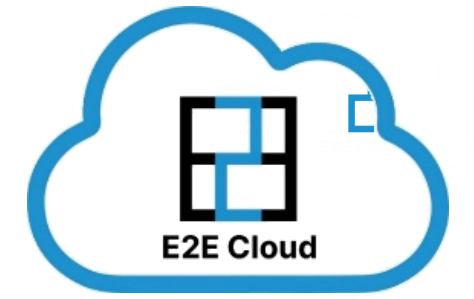
E2E Cloud provides an array of cloud solutions built on battle tested open source technologies that scale.

|				
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**
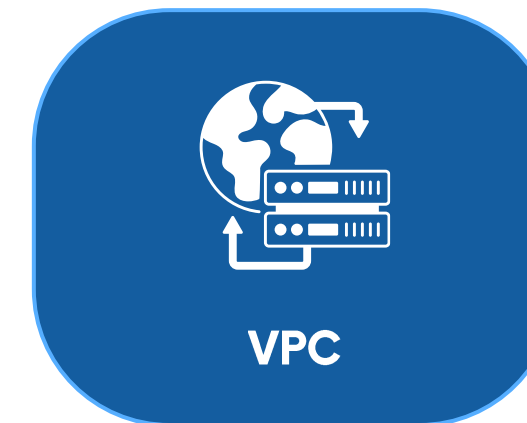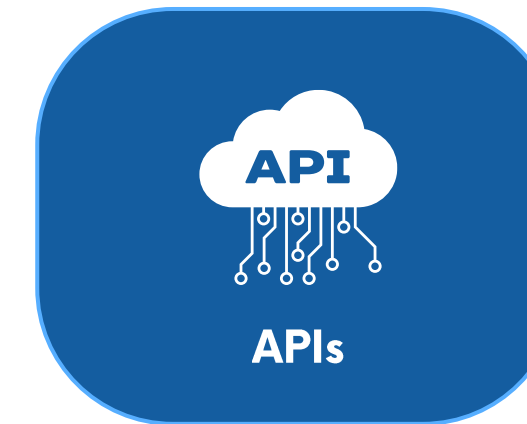
India's most advanced Cloud GPU Platform

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

H100/H200

- HGX 8 x H100/H200 & 4 x H100
- Up to 9x faster than A100
- Based on Hopper Architecture
- For large scale AI and HPC workloads

- H100s/H200s 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 platform including A30, A40, A100 (40GB,80GB), V100(32GB),T4,L4 and L40S as of June 2024
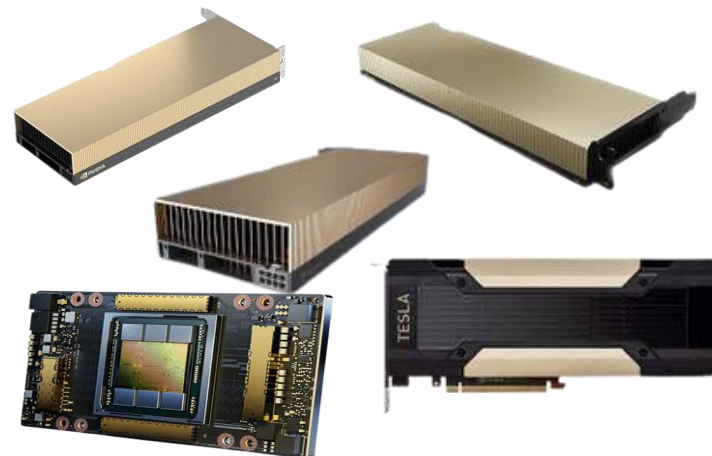
A40   L4   T4

A30   L40S

A100 (40 GB, 80 GB)

V100 (32 GB)

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TIR – Generative AI/ML Platform

Key Features

01 Rapid interactive development with Jupyter Notebooks

02 Quickly built AI/ML data pipelines

03 Bundled with latest drivers and frameworks

04 Integrated with Industry standard platforms

05 Easy access to high class datasets, models

Recent TIR Platform Enhancements

WandB Integration
keeps track of your machine learning experiments, log hyperparameters, metrics, and output visualization

Training Metrics
optimizes your training models effectively

LORA and BnB quantization options
Brings efficiency and precision in fine-tuning, fastens training times

vLLM
enables dynamic conversations with the model

Vector Databases Enhancements
enables quick recovery from data loss or testing scenarios

Continue training from previous check
allows cloning previous fine tuned models and create new model artifacts

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Frictionless Rapid Deployments TIR Platform

Value Drivers

Meity Empaneled Swadeshi cloud built using Open Source, ensuring data sovereignty and providing businesses with peace of mind by ensuring security requirements are met.
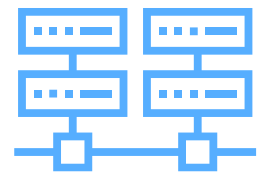
Best Price-Performance Ratio

Transparent and Consistent Pricing with no surprises

Made in India Advanced Cloud

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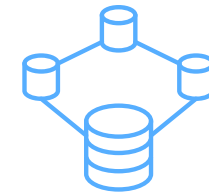
Support, Solutioning & Software

Our team has vast experience in scaling low latency & high-performance architectures at a scale. In-house capabilities to launch cutting edge products like Parallel File System

Cutting Edge Engineering

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.

Top Rated By IAAS Customers

G2 Satisfaction Score

❯	**1**		Google Compute Engine	**99**
❯	**2**		E2E Cloud	**86**
❯	**3**	aws	Amazon EC2	**82**

Deep Experience Of Scaling Unicorns

Currently Running AI/ML Customers
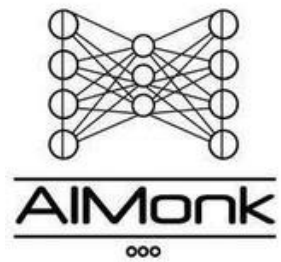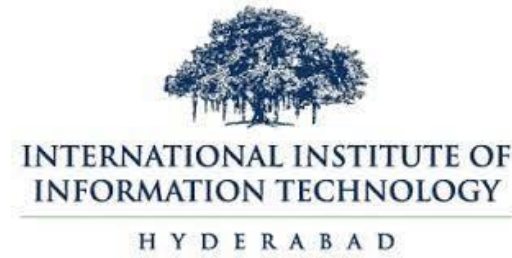
Media Coverage
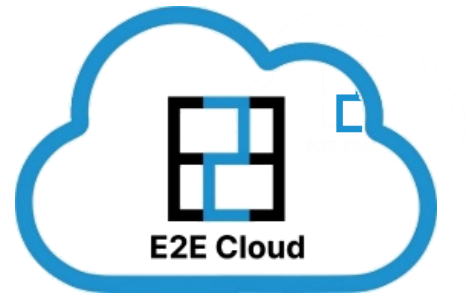
E2E Networks becomes first company in India to procure 256 Nvidia H200 GPUs

By Suraksha P, ETtech • Last Updated: Oct 25, 2024, 07:57:00 AM IST

Synopsis
E2E Cloud's flagship product, TIR, an AI development studio, will be the first in India to feature H200 GPUs, giving developers access to cutting-edge infrastructure.

NSE-listed **E2E Networks** on Thursday announced that it was the first company to bring **NVIDIA** H200 **Tensor Core GPUs** to the Indian market.

Economic Times Coverage 25th Oct 2024

Strategic Priorities post fund raise of ~405 crores

E2E Cloud

01 Scale Up Accelerated Computing GPU Capacity

02 Increase Customer Base Diversity

03 Engineering, Technology and Operational Excellence

04 Major new Cloud & GPU Region in West/South India
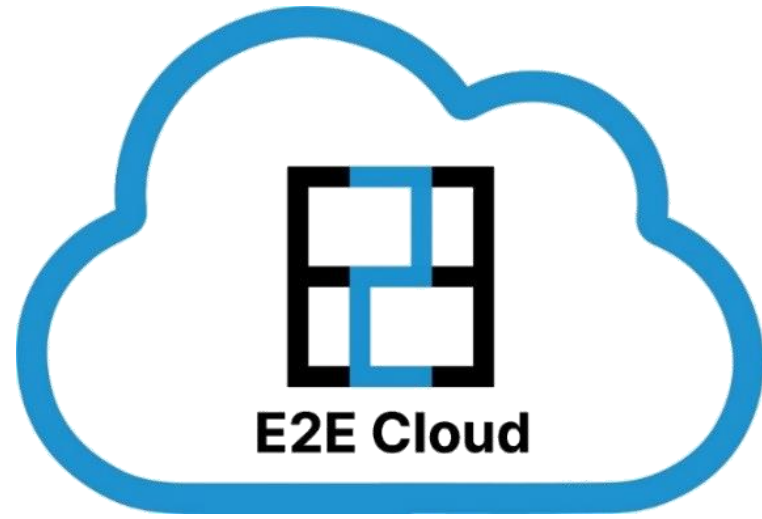
Q2FY25 Financial Performance
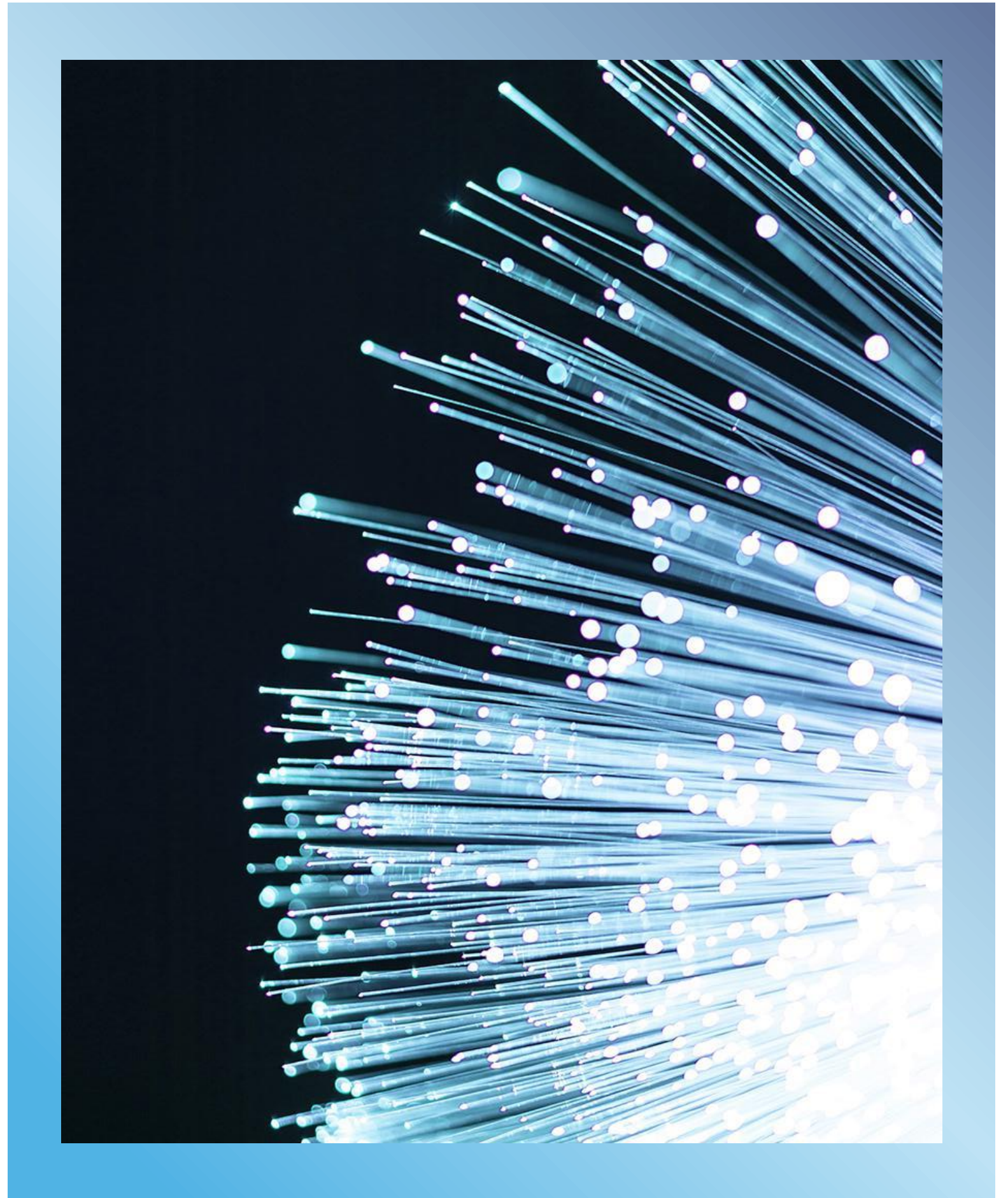
Fiscal Highlights

Successful Raise of ~INR 4056 Million via preferential issue of Equity shares

Q2-FY 25 Financial Highlights

Revenue	EBITDA	EBITDA Margin
INR 484 Mn	**INR 314 Mn**	**66.1%**
119.6% YoY	*181.3% YoY*	*1,440 Bps YoY*
PAT	PAT Margin	Diluted EPS
INR 121 Mn	**25.4%**	**INR 7.8**
108.0% YoY	*(140)Bps YoY*	*98.0% YoY*

Total Revenue (INR Mn)

FY22	FY23	FY24	H1FY25
522	670	961	901

Capex (INR Mn)

FY22	FY23	FY24	H1FY25
249	350	1853	1074
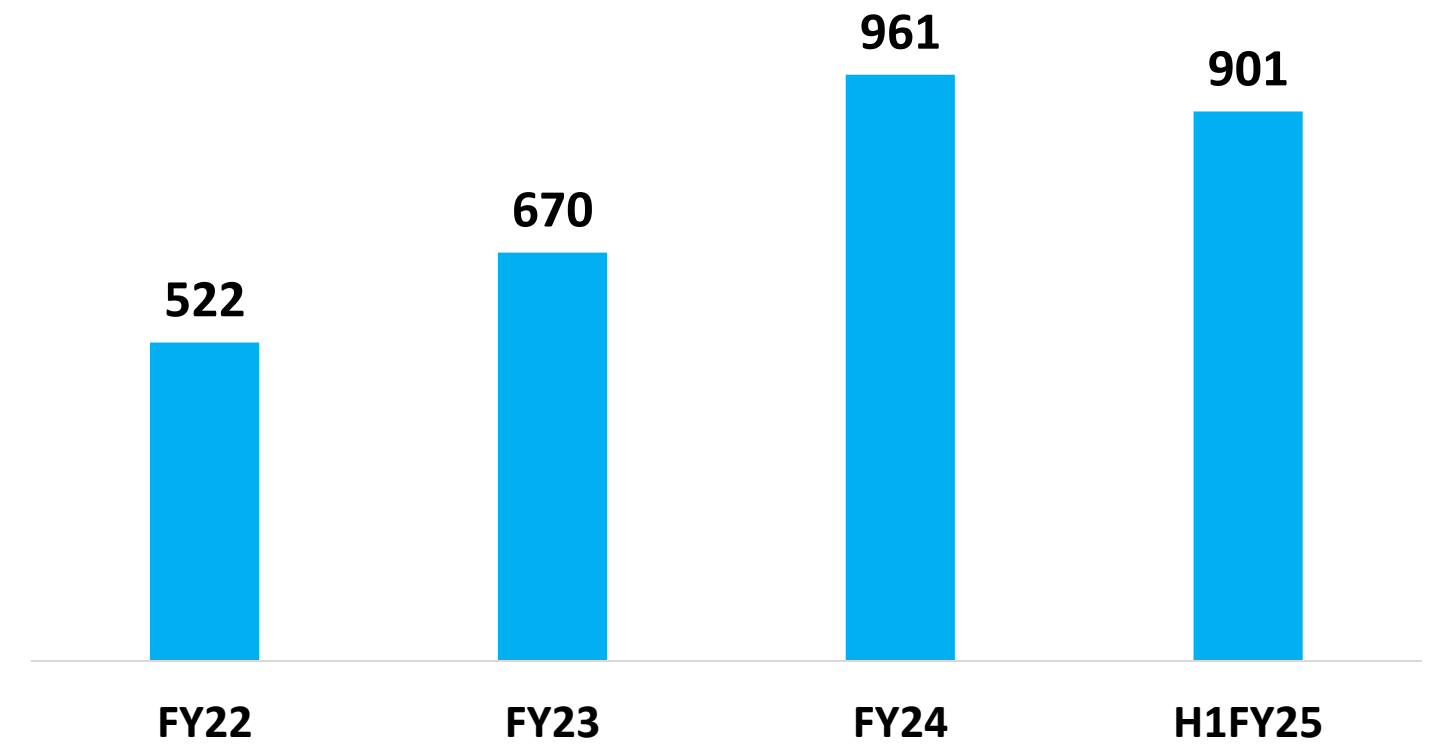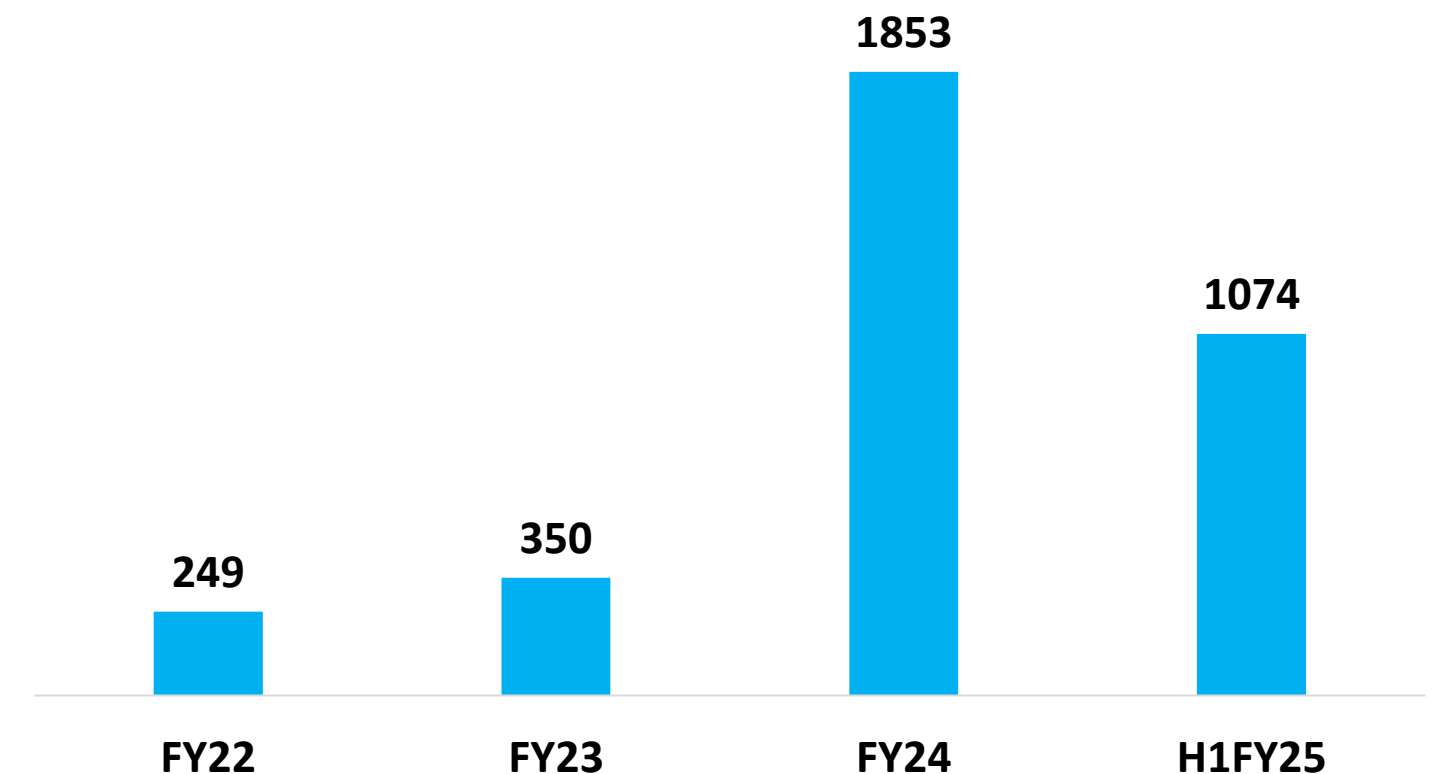
Key Financial Metrics

(In INR Mn)

EBITDA and Margin%

- FY22: 229 — 44%
- FY23: 331 — 49%
- FY24: 479 — 51%
- H1FY25: 587 — 66%

PAT and Margin %

- FY22: 65 — 12%
- FY23: 99 — 15%
- FY24: 219 — 23%
- H1FY25: 223 — 25%
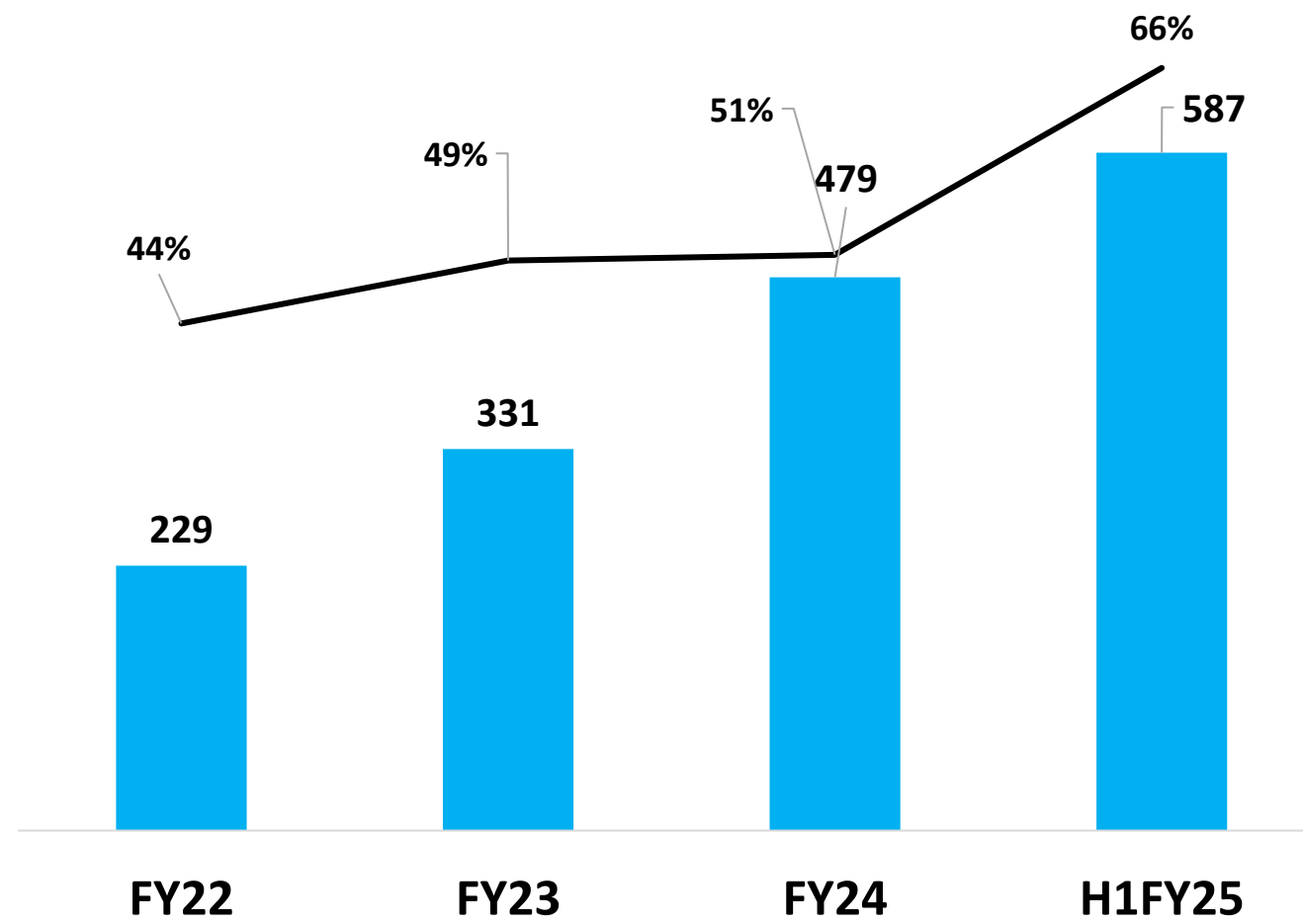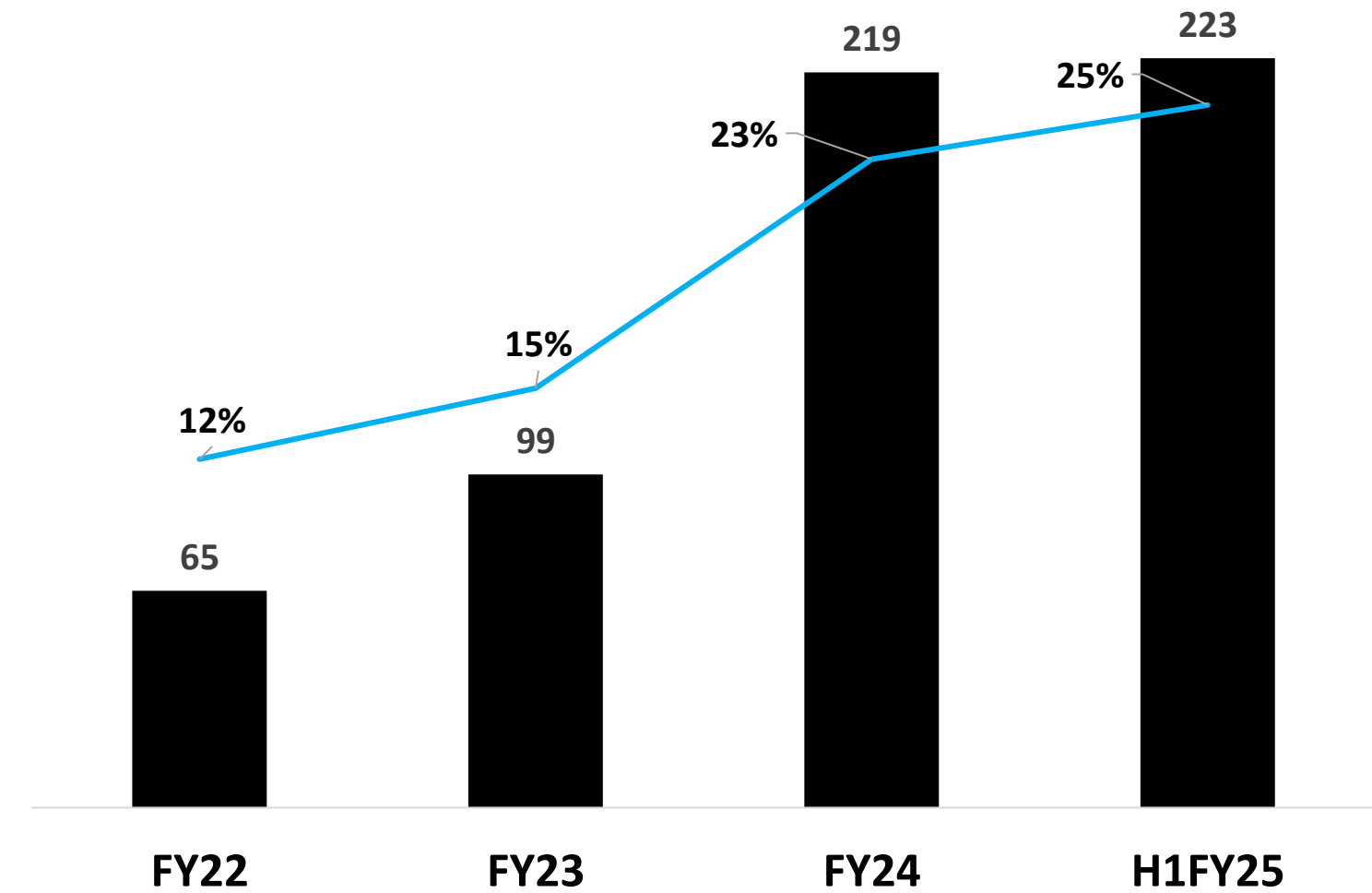
Monthly Revenue Runrate

**MRR has grown more than 2x in the past one year
(INR Mn)**
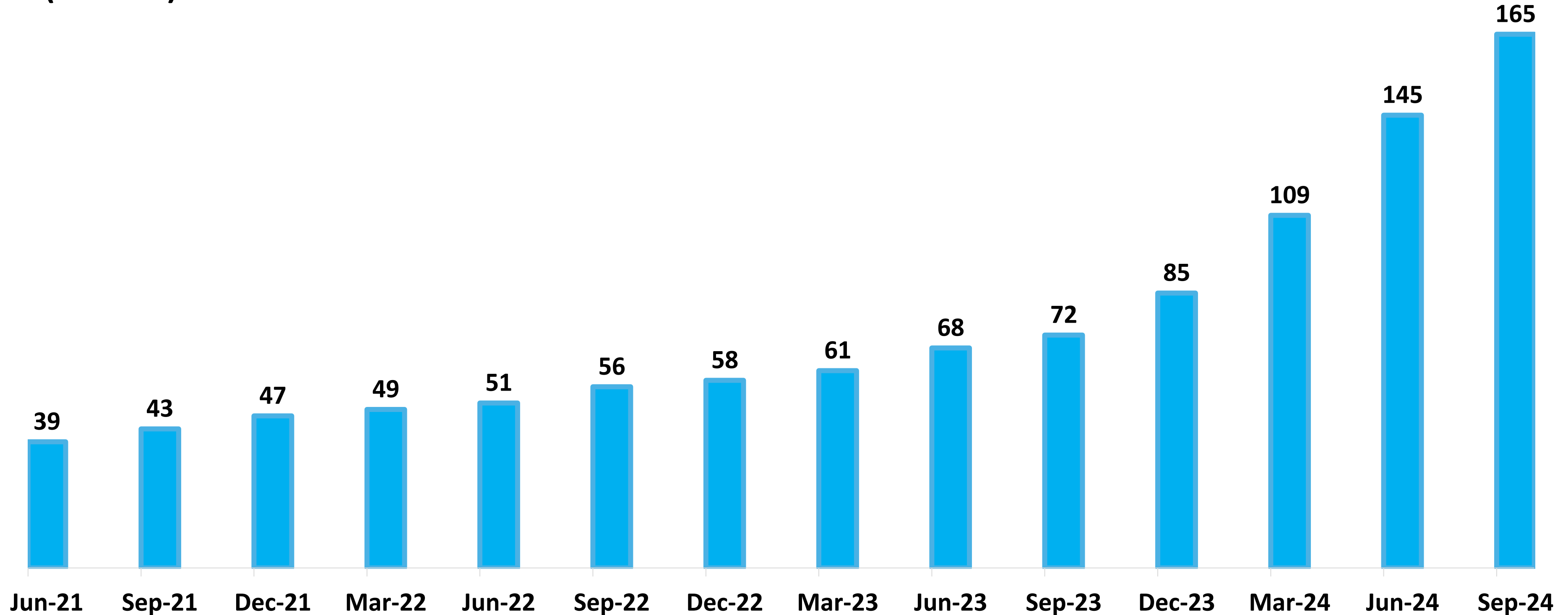
Quarterly ~ARPU For Top 500 customers (INR)

E2E Cloud

Quarter	Value
Q1FY22	1,95,555
Q2FY22	2,16,750
Q3FY22	2,32,408
Q4FY22	2,39,858
Q1FY23	2,54,847
Q2FY23	2,78,729
Q3FY23	2,85,521
Q4FY23	2,95,829
Q1FY24	3,28,097
Q2FY24	3,69,185
Q3FY24	4,06,307
Q4FY24	5,14,698
Q1FY25	7,49,690
Q2FY25	8,60,927
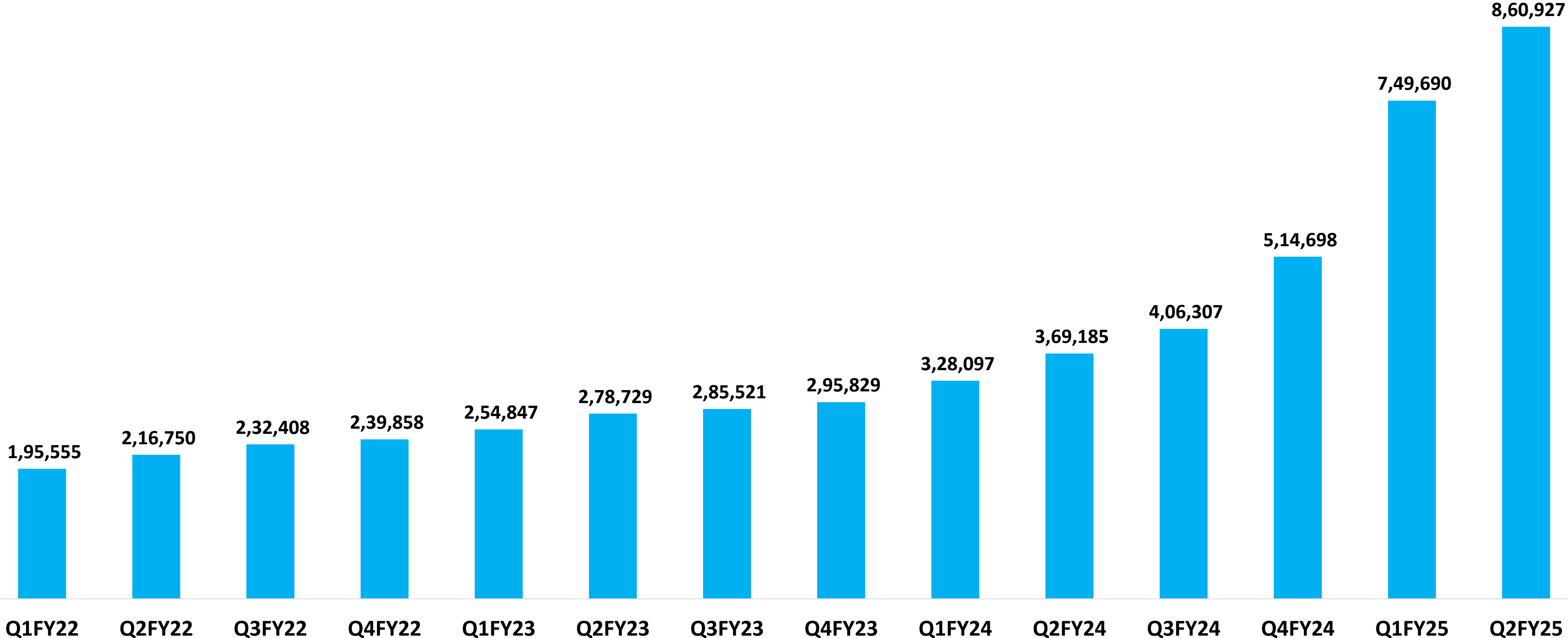
Debt and Lease Facilities

Facility Type	Facility Amount (INR Mn)	Outstanding Amount as on 30.09.2024 (INR Mn)
8.80% Term Loan	430	430
8.53% Term loan	250	217
8.53% Term loan	70	66
8.53% Term loan	80	77
8.46% Term loan	250	236
9.23% Term loan	150	121
8.80% Term loan*	160	-
Other Loans	11	-
Lease Facilities	847	665
Total	2,248	1,812

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

Q2 FY25 Financial Performance

Particulars (INR Mn)	Q2FY25	Q2FY24	YoY%	Q1FY25	QoQ%
Operational Revenue	**476**	**216**	**119.6%**	**413**	**15.1%**
Total expenses	162	104	55.8%	140	15.0%
EBITDA	**314**	**112**	**181.3%**	**273**	**15.2%**
EBITDA Margin %	66.1%	51.7%	1420 bps	66.0%	10 bps
Other Income	9	4	114.4%	3	154.8%
Depreciation	126	25	397.2%	107	17.5%
Finance Cost	36	4	914.8%	34	7.6%
PBT	**161**	**87**	**85.4%**	**136**	**18.8%**
Tax	40	29	37.9%	34	17.6%
PAT	**121**	**58**	**108.0%**	**101**	**19.8%**
PAT Margin %	25.4%	26.8%	(140) Bps	24.5%	90 bps
Basic EPS	8.2	4.0	105.0%	7.0	17.1%
Diluted EPS	7.8	3.9	98.0%	6.7	15.6%

Yearly Trends | Income Statement

Particulars (INR Million)	H1FY25	FY24	FY23	FY22
Operational Revenue	**889**	**945**	**662**	**519**
Total Expenses	302	264	159	135
EBITDA	**587**	**479**	**331**	**229**
EBITDA Margin %	*66.1%*	*50.6%*	*50.0%*	*44.1%*
Other Income	12	16	8	4
Depreciation and Amortization Expense	233	157	201	178
Finance Cost	70	36	5	2
PBT	**297**	**302**	**132**	**53**
Tax Expenses	74	84	33	-12
PAT	**223**	**219**	**99**	**65**
PAT Margin %	*25.1%*	*23.2%*	*14.9%*	*12.5%*

Yearly Trends | Balance Sheet

Particulars (In INR Million)	Sep-24	Mar-24	Mar-23	Mar-22
EQUITY AND LIABILITIES				
Equity share capital	169	145	145	145
Other equity	4,705	564	349	240
Borrowings	1,146	1,031	6	9
Lease liability	666	410	52	12
Other Non-Current liabilities	165	93	17	12
Other Current liabilities	831	309	115	62
TOTAL EQUITY AND LIABILITIES	**7,682**	**2,552**	**684**	**480**
ASSETS				
Property, plant and equipment	2,127	1,558	229	226
Intangible Assets	133	122	135	132
Right of Use Asset	701	424	55	12
Non-Current Financial Assets and tax assets	80	63	3	16
Current Financial assets	4,297	153	252	89
Other current assets	344	232	10	5
TOTAL ASSETS	**7,682**	**2,552**	**684**	**480**

Contact Us

Company Contact

›› Company Secretary
investors@e2enetworks.com
Contact: +91–11–4113 3905

E2E Cloud
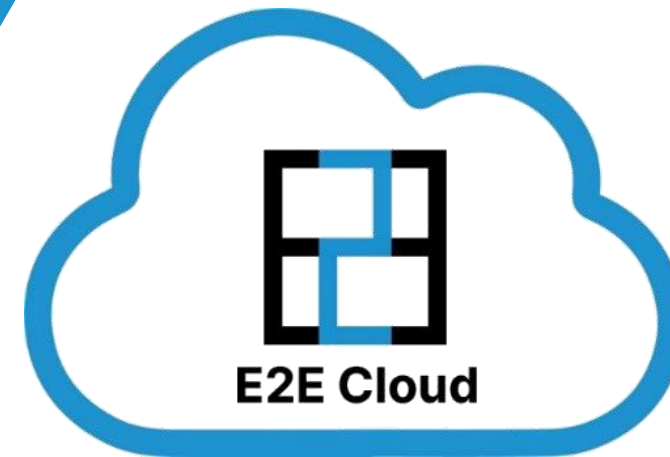
Investor Relations Contact

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