

E2E Networks Limited

Low Latency Hosting in India
CIN NUMBER - L72900DL2009PLC341980

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

Date- 27.07.2022

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

Ref: Scrip Code/Symbol: E2E **Series: EQ**

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 Earnings Presentation of the Company for the quarter ended June 30, 2022. The same shall also be uploaded on Company's website.

There is no investor meeting/call scheduled as of now, however, since the date of meeting/call is mandatory to be filled for uploading investors' presentation, therefore, current date is being filled in the field for "Date of call/meeting" on the Digital Portal.

This is for your information and record.

Thanking You,

For **E2E Networks Limited**

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



E2E Networks Limited

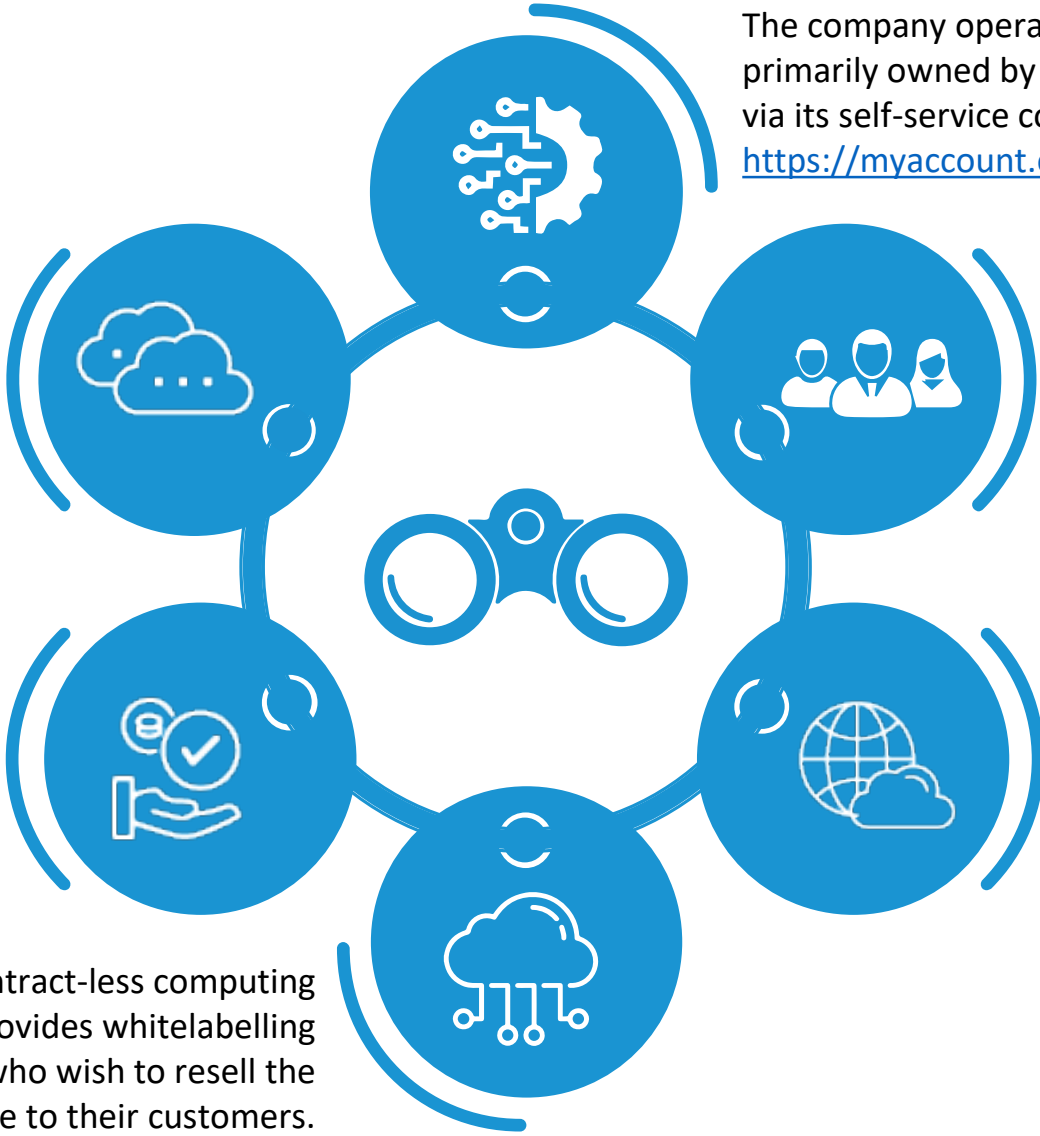
Earning Presentation – Q1-FY23



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

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

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.



The company operates its compute infrastructure primarily owned by it and accessible to end customers via its self-service control panel at <https://myaccount.e2enetworks.com> and via its API.

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

Largest NSE listed Cloud Provider having served more than 15,000 customers with more than 2,200+ active customers and an active sales presence across Delhi NCR, Bangalore, Hyderabad & Mumbai.

Advantages & Benefits



High performance

Ranges from General purpose to Advanced Workloads
Production Grade Uptime/reliability



Simplified Choices for every need

Choose your required cloud server faster without overthinking

Bleeding Edge Compute

Latest generation CPU/GPU infrastructure
Faster Hardware refresh cycles



Data Lake

A cloud platform allows easy access to business-critical applications and distribution of data to different projects

No hidden costs

Pay only what you see



Business Agility

Reduced operational costs

GPU Acceleration

Advanced Cloud GPUs

One Click provisioning with NVIDIA vGPU/NGC platform



Fully Featured

Multi-Region Full Stack Cloud Platform

Self-Service Experience

Software Defined Infra for Developers & Data Scientists
DevOps in Production



Scalable

Easily Upgrade/Downgrade your server on demand as per your need



Q1-FY23 Financial Highlights

| | | |
|---|--|---|
| Revenue INR 152 Mn <i>+33% YoY</i> | EBITDA INR 73 Mn <i>+59% YoY</i> | EBITDA Margin 48.03% <i>+768 Bps</i> |
| PAT INR 26 Mn <i>+73% YoY</i> | PAT Margin 17.11% <i>+395 Bps</i> | Diluted EPS INR 1.74 <i>+64% YoY</i> |

Operational Highlights

- Increase in revenue driven by expansion of business from existing clients and onboarding new clients.
- Increase in customer base by 10% YoY to 2,200+
- Robust cash generation with cash flow from operations stood at INR 83.2 Mn in Q1-FY23.

Financial Overview



Quarterly Financial Performance



| PARTICULARS (INR Mn) | Q1-FY23 | Q1-FY22 | Y-o-Y | Q4-FY22 | Q-o-Q |
|----------------------------|---------------|---------------|----------------|---------------|----------------|
| Operational Revenue | 152 | 114 | 33.3% | 142 | 7.0% |
| Total Expenses | 79 | 68 | 16.2% | 78 | 1.3% |
| EBITDA | 73 | 46 | 58.7% | 64 | 14.1% |
| EBITDA Margins (%) | 48.03% | 40.35% | 768 Bps | 45.07% | 296 Bps |
| Other Income | 1 | 1 | - | 1 | - |
| Depreciation | 38 | 31 | 22.6% | 55 | (30.9)% |
| Finance Cost | 1 | 1 | - | 1 | NA |
| PBT | 35 | 15 | NA | 9 | NA |
| Tax | 9 | - | NA | (11) | NA |
| PAT | 26 | 15 | 73.3% | 20 | 30.0% |
| PAT Margins (%) | 17.11% | 13.16% | 395 Bps | 14.08% | 303 Bps |
| EPS (INR) | 1.76 | 1.06 | 66.0% | 1.41 | 24.8% |
| Diluted EPS (INR) | 1.74 | 1.06 | 64.2% | 1.40 | 24.3% |

Historical Income Statement



| PARTICULARS (INR Mn) | FY20 | FY21 | FY22 |
|----------------------------|-------------|---------------|---------------|
| Operational Revenue | 251 | 353 | 519 |
| Total Expenses | 263 | 250 | 289 |
| EBITDA | (12) | 103 | 230 |
| EBITDA Margins (%) | NA | 29.18% | 44.32% |
| Other Income | 22 | 10 | 3 |
| Depreciation | 101 | 123 | 178 |
| Finance Cost | 2 | 2 | 2 |
| PBT | (93) | (12) | 53 |
| Tax | - | 0 | (12) |
| PAT | (93) | (12) | 65 |
| PAT Margins (%) | NA | NA | 12.52% |
| EPS (INR) | (6.54) | (0.86) | 4.46 |
| Diluted EPS (INR) | (6.54) | (0.86) | 4.43 |

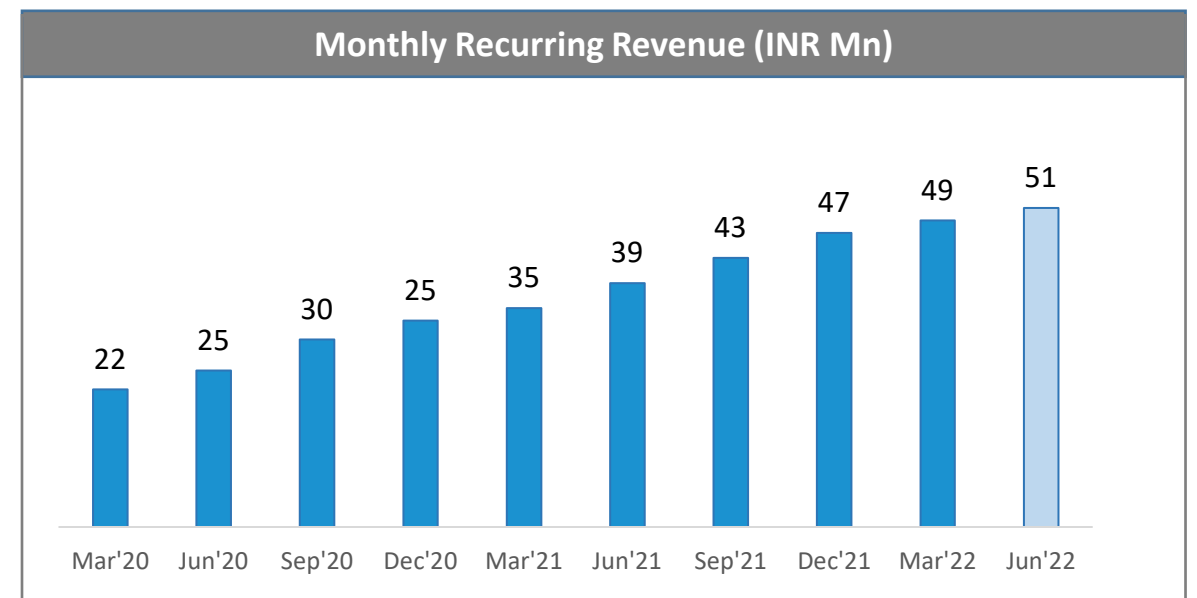
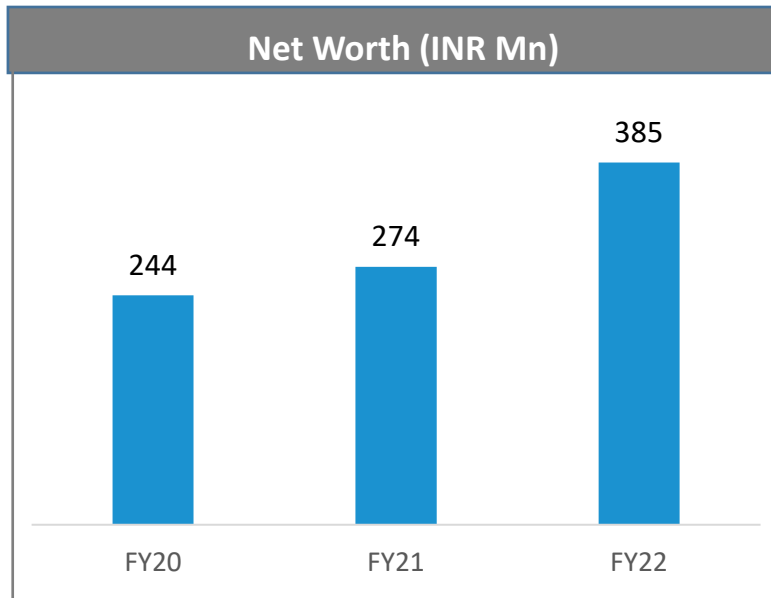
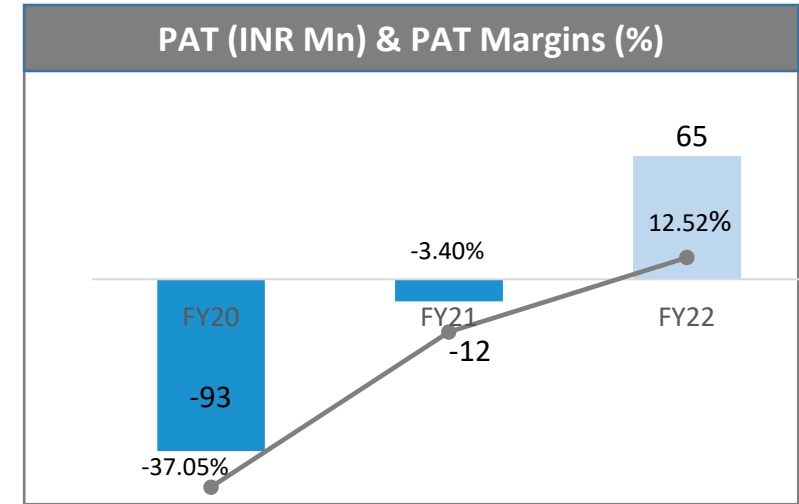
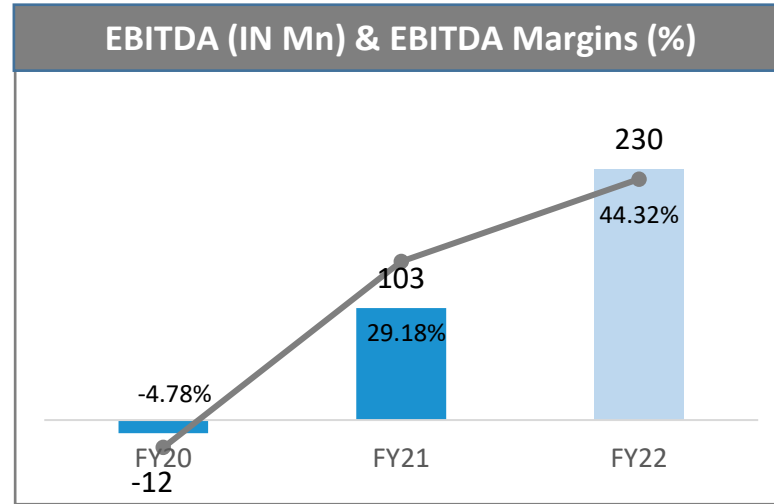
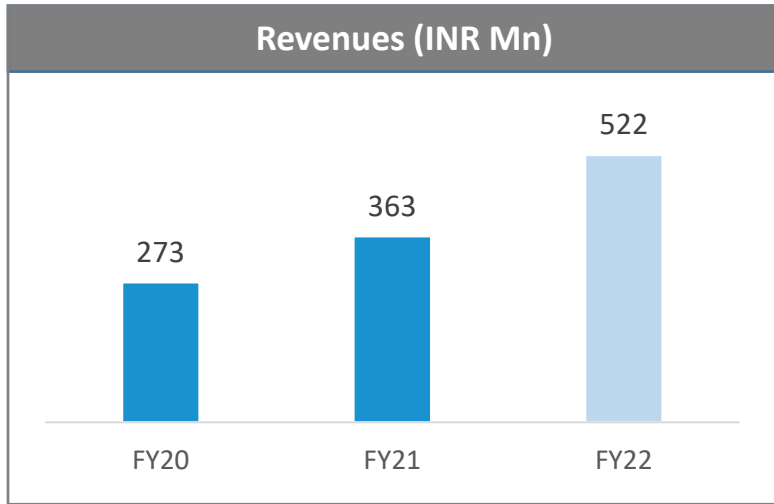
Historical Balance Sheet



| 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 |

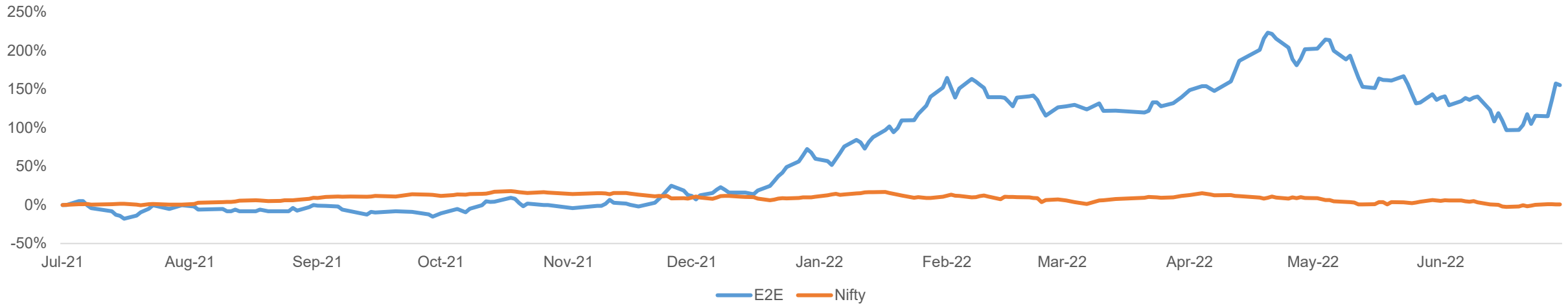
| PARTICULARS (INR Mn) | FY20 | FY21 | FY22 |
|----------------------------------|------------|------------|------------|
| ASSETS | | | |
| Non-Current Assets | 107 | 282 | 386 |
| (A) Property, Plant & Equipment | 96 | 199 | 226 |
| (B) Other Intangible Assets | - | 66 | 132 |
| (C) Loans and Advances | - | - | - |
| (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

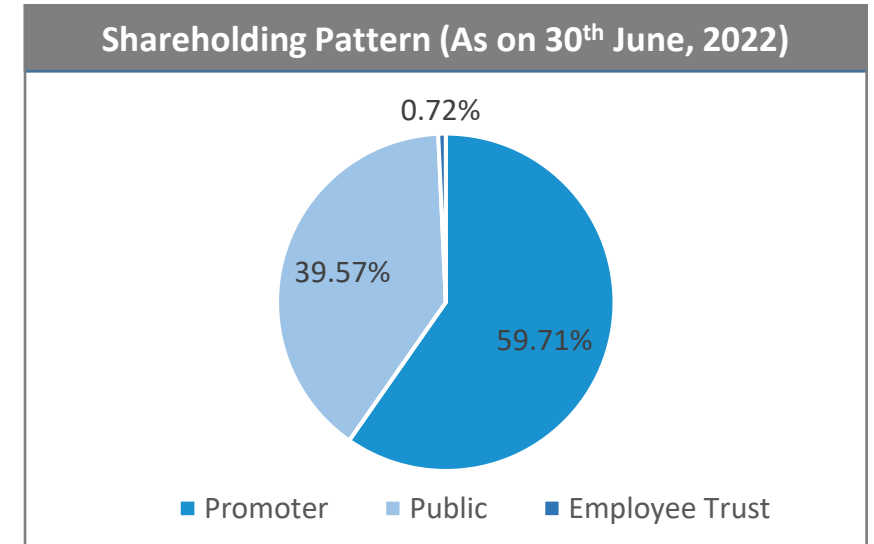




Stock Performance (as on 30th June 2022)



| 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 |





E2E Networks Limited

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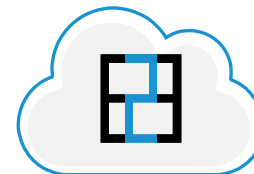
For further details please contact our Investor Relations Representatives:

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THANK YOU