

# **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](mailto:cs@e2enetworks.com) Website <https://www.e2enetworks.com/>

**Date- May 30, 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 Earnings Presentation of the Company for the quarter ended March 31, 2023.

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**



# E2E Networks Limited

Earning Presentation – Q4-FY23 / FY23

# E2E at a Glance



Self-Service Platform <https://myaccount.e2enetworks.com>

Pureplay Public Cloud with Cloud GPUs

Battle tested Infrastructure and Software

Scalable and high performance

2600 plus active customers


Pioneer and stays ahead of the curve





# 13 Services of E2E Cloud



 Compute

 Object Storage

 Load Balancers

 Auto Scale

 VPC

 Block Storage




 CDN


 Containers

 Multi Region

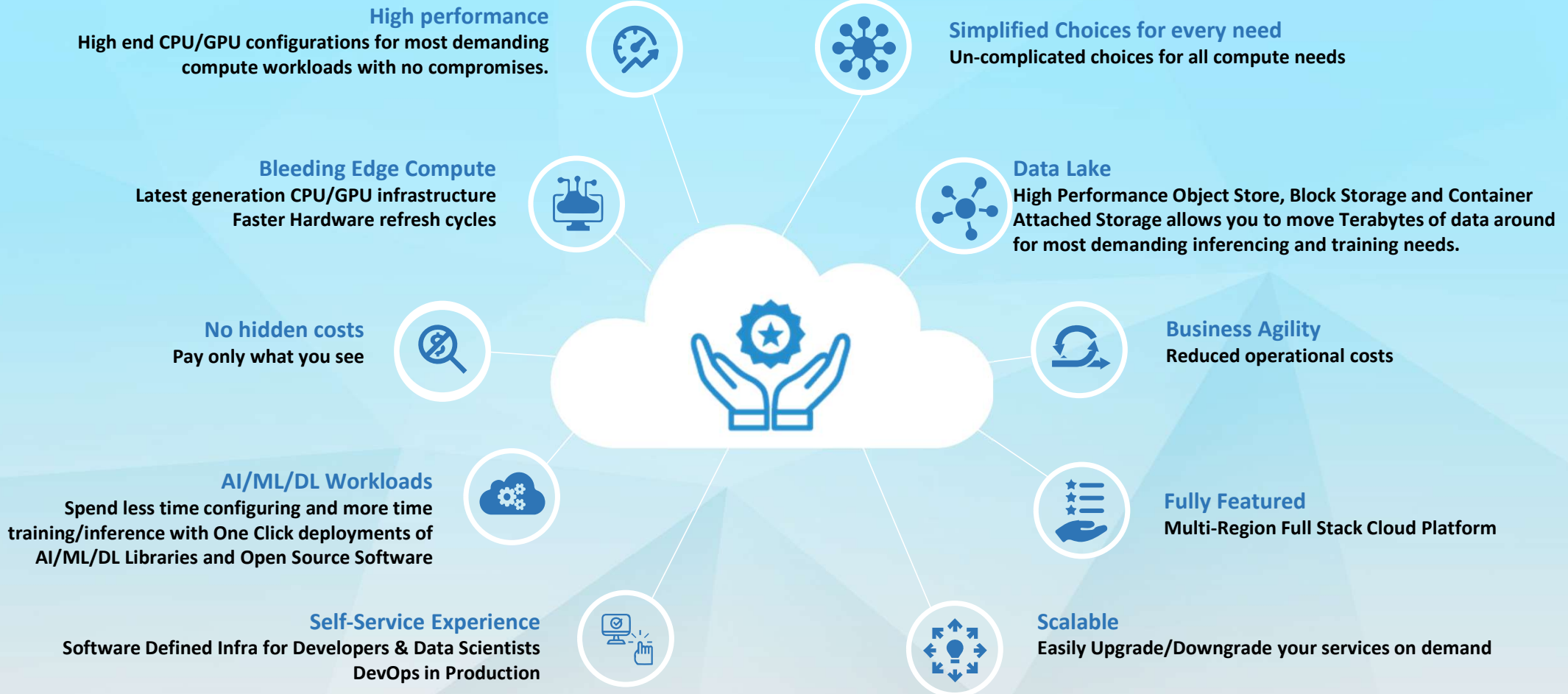
 DBaaS

 API

 SQS

 Cloud GPUs

# Advantages & Benefits







Successful Expansion,  
Strong Financial  
Performance, Innovation  
and Adaptability, and  
Business Excellence



Commitment to Safety,  
Security, & Compliance

Certifications at <https://www.e2enetworks.com/certifications>

# Financial Overview



## Financial report

### Balance sheet

<b>Assets</b>	
Current assets	1,734,826
Non-current assets	88,905
	1,645,921
<b>Liabilities</b>	
Current liabilities	166,630
Non-current liabilities	110,327
	56,303
<b>Equity</b>	
Paid-in capital	74,393
Retained earnings	72,921
	1,472

### Equity statement

<b>Current year</b>	1,774,576
Comprehensive income	15,897
Issue of share capital	88,905
Dividends	23,853
<b>Previous year</b>	166,630
Comprehensive income	110,327
Issue of share capital	56,303
Dividends	67,676

### Cash flow statement

<b>Operations</b>	12,978,516
Net earnings	12,873,892
Depreciation	104,624
<b>Investing</b>	6,372,535
Real estate	1,385,395
Equipment	4,438,118
<b>Financing</b>	6,505,981
Notes payable	6,505,981

### Income statement

Revenue	12,978,516
Cost of sales	12,873,892
Operating expenses	104,624
Net earnings	6,372,535
Other income	1,385,395
Other expenses	4,438,118
Net income	6,505,981

### BUSINESS DASHBOARD





# Financial & Operational Highlights



## Q4-FY23 Financial Highlights

Revenue <b>INR 176 Mn</b> <i>+23.9% YoY</i>	EBITDA <b>INR 91 Mn</b> <i>+42.2% YoY</i>	EBITDA Margin <b>51.70%</b> <i>+663 Bps YoY</i>
PAT <b>INR 25 Mn</b> <i>+25.0% YoY</i>	PAT Margin <b>14.20%</b> <i>+12 Bps YoY</i>	Diluted EPS <b>INR 1.73</b> <i>+23.6% YoY</i>

## FY23 Financial Highlights

Revenue <b>INR 662 Mn</b> <i>+27.6% YoY</i>	EBITDA <b>INR 330 Mn</b> <i>+43.5% YoY</i>	EBITDA Margin <b>49.85%</b> <i>+553 Bps</i>
PAT <b>INR 99 Mn</b> <i>+52.3% YoY</i>	PAT Margin <b>14.95%</b> <i>+243 Bps</i>	Diluted EPS <b>INR 6.77</b> <i>+52.5% YoY</i>

## Operational Highlights

- Company has consistently been increasing the Monthly Recurring Revenues (MRR) which is resulting in sustained revenue growth
- Improvement in margins can be attributed to the improving operational efficiencies as proportion of costs in R&D and platforms are declining as a percentage of sales
- New add on services/features launched during the quarter:
  - **E2E Container registry**:- Enables storing private container images for EKS ( E2E Cloud Kubernetes Service).
  - **E2E Queue Service**:- an SQS compliant service which enables asynchronous scaling of applications
  - **GPU instances are accessible via EKS containers.**
  - **Bucket Replication feature** on EOS (E2E Object Storage), which lets users maintains a copy of their objects in a secondary location.
  - **Advanced Load Balancer features.** Better Traffic Routing capabilities based on many additional criteria
  - **Snapshot lifecycle management** in E2E DBaaS (Database As A Service ) easier snapshots and cleanup based on conditions (rules)
  - **Industry Standards via new Compliance Certifications**

# Quarterly Financial Performance



PARTICULARS (INR Mn)	Q4-FY23	Q4-FY22	Y-o-Y	Q3-FY23	Q-o-Q
<b>Operational Revenue</b>	<b>176</b>	<b>142</b>	<b>23.9%</b>	<b>169</b>	<b>4.1%</b>
Total Expenses	85	78	9.0%	85	0.0%
<b>EBITDA</b>	<b>91</b>	<b>64</b>	<b>42.2%</b>	<b>84</b>	<b>8.3%</b>
<b>EBITDA Margins (%)</b>	<b>51.70%</b>	<b>45.07%</b>	<b>663 bps</b>	<b>49.70%</b>	<b>200 bps</b>
Other Income	4	1	NA	2	NA
Depreciation	60	55	9.1%	56	7.1%
Finance Cost	2	1	NA	1	NA
<b>PBT</b>	<b>33</b>	<b>9</b>	<b>NA</b>	<b>29</b>	<b>13.8%</b>
Tax	8	(11)	NA	7	14.3%
<b>PAT</b>	<b>25</b>	<b>20</b>	<b>25.0%</b>	<b>22</b>	<b>13.6%</b>
<b>PAT Margins (%)</b>	<b>14.20%</b>	<b>14.08%</b>	<b>12 bps</b>	<b>13.02%</b>	<b>118 bps</b>
EPS (INR)	1.75	1.41	24.1%	1.52	<b>15.1%</b>
Diluted EPS (INR)	1.73	1.40	23.6%	1.50	15.3%

# Annual Financial Performance



PARTICULARS (INR Mn)	FY23	FY22	Y-o-Y
<b>Operational Revenue</b>	<b>662</b>	<b>519</b>	<b>27.6%</b>
Total Expenses	332	289	14.9%
<b>EBITDA</b>	<b>330</b>	<b>230</b>	<b>43.5%</b>
<b>EBITDA Margins (%)</b>	<b>49.85%</b>	<b>44.32%</b>	<b>553 bps</b>
Other Income	8	3	NA
Depreciation	201	178	12.9%
Finance Cost	5	2	NA
<b>PBT</b>	<b>132</b>	<b>53</b>	<b>NA</b>
Tax	33	(12)	NA
<b>PAT</b>	<b>99</b>	<b>65</b>	<b>52.3%</b>
<b>PAT Margins (%)</b>	<b>14.95%</b>	<b>12.52%</b>	<b>243 bps</b>
EPS (INR)	6.85	4.46	53.6%
Diluted EPS (INR)	6.77	4.44	52.5%

# Historical Income Statement



PARTICULARS (INR Mn)	FY20	FY21	FY22	FY23
<b>Operational Revenue</b>	<b>251</b>	<b>353</b>	<b>519</b>	<b>662</b>
Total Expenses	263	250	289	332
<b>EBITDA</b>	<b>(12)</b>	<b>103</b>	<b>230</b>	<b>330</b>
<b>EBITDA Margins (%)</b>	<b>NA</b>	<b>29.18%</b>	<b>44.32%</b>	<b>49.85%</b>
Other Income	22	10	3	8
Depreciation	101	123	178	201
Finance Cost	2	2	2	5
<b>PBT</b>	<b>(93)</b>	<b>(12)</b>	<b>53</b>	<b>132</b>
Tax	-	-	(12)	33
<b>PAT</b>	<b>(93)</b>	<b>(12)</b>	<b>65</b>	<b>99</b>
<b>PAT Margins (%)</b>	<b>NA</b>	<b>NA</b>	<b>12.52%</b>	<b>14.95%</b>
EPS (INR)	(6.54)	(0.86)	4.46	6.85
Diluted EPS (INR)	(6.54)	(0.86)	4.44	6.77

# Historical Balance Sheet

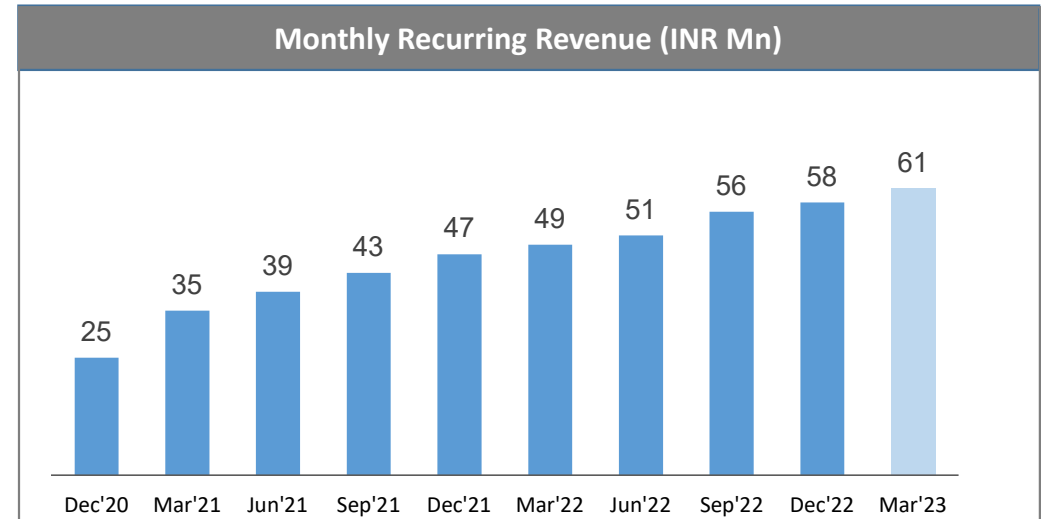
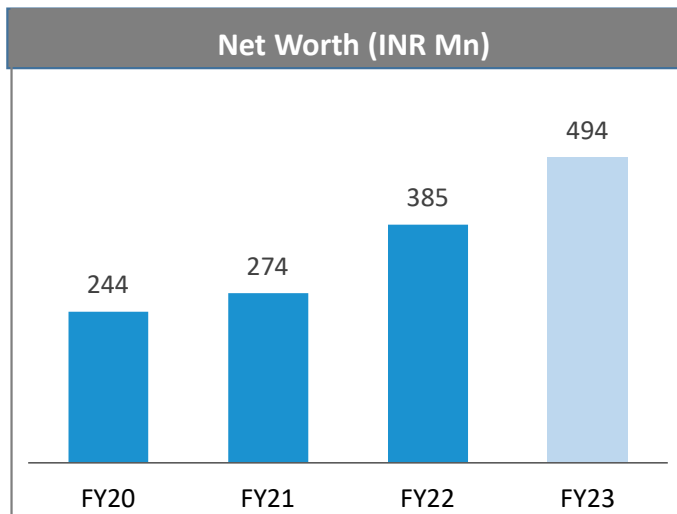
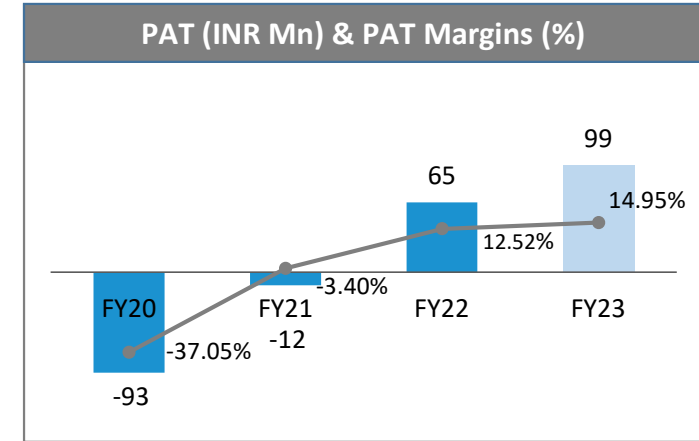
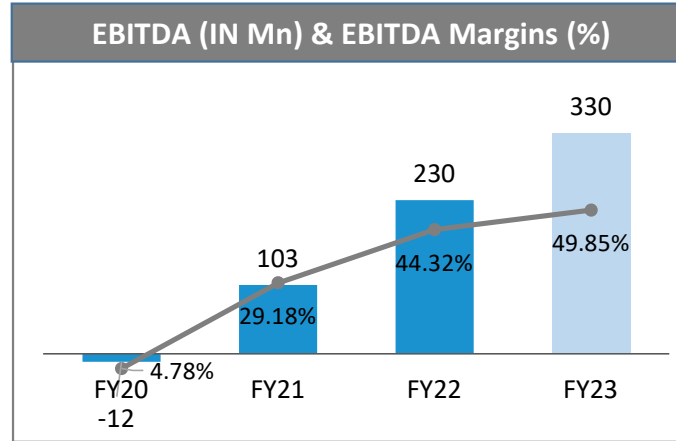
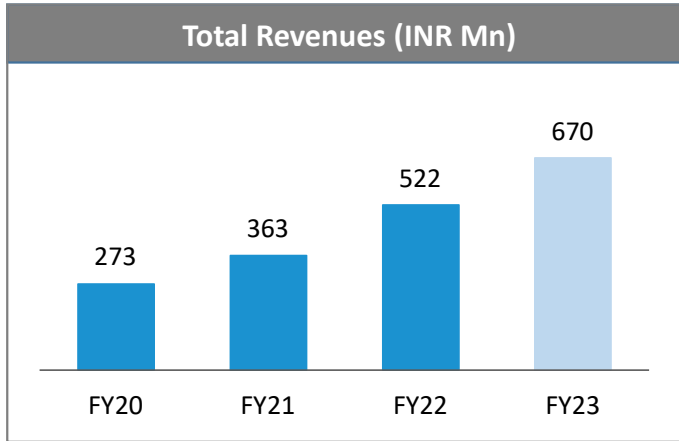


PARTICULARS (INR Mn)	FY21	FY22	FY23
<b>EQUITY &amp; LIABILITIES</b>			
<b>Equity</b>	<b>274</b>	<b>385</b>	<b>494</b>
(A) Share Capital	144	145	145
(B) Other Equity	130	240	349
<b>Non-current Liabilities</b>	<b>7</b>	<b>26</b>	<b>49</b>
(A) (i) Long term Borrowings	-	6	2
(ii) Lease Liability	-	8	30
(B) Long-term Provisions	6	6	8
(C) Deferred Tax Liabilities	1	6	9
<b>Current Liabilities</b>	<b>85</b>	<b>69</b>	<b>141</b>
(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
<b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b>	<b>366</b>	<b>480</b>	<b>684</b>

PARTICULARS (INR Mn)	FY21	FY22	FY23
<b>ASSETS</b>			
<b>Non-Current Assets</b>	<b>282</b>	<b>386</b>	<b>423</b>
(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
<b>Current Assets</b>	<b>84</b>	<b>94</b>	<b>261</b>
(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
<b>GRAND TOTAL – ASSETS</b>	<b>366</b>	<b>480</b>	<b>684</b>



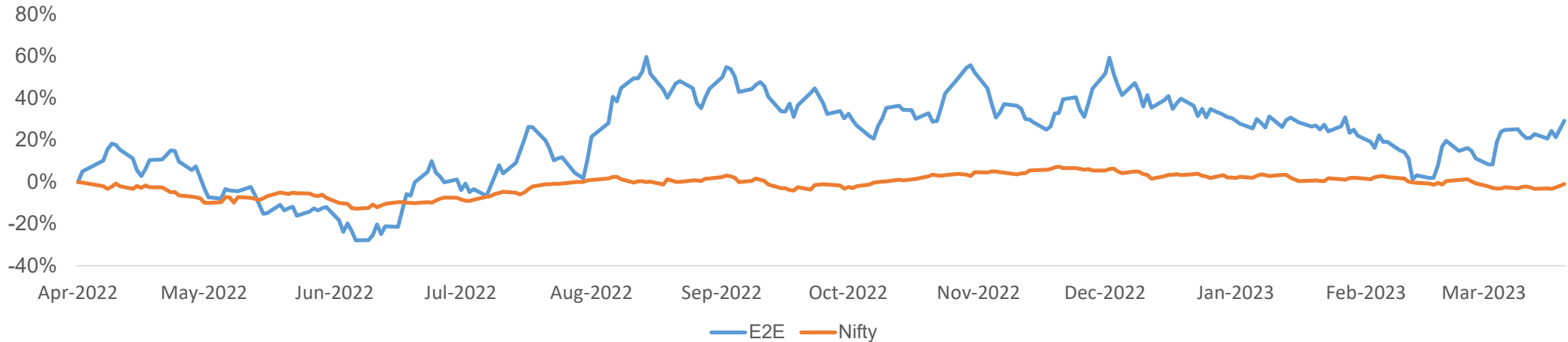
# Key Financial Metrics



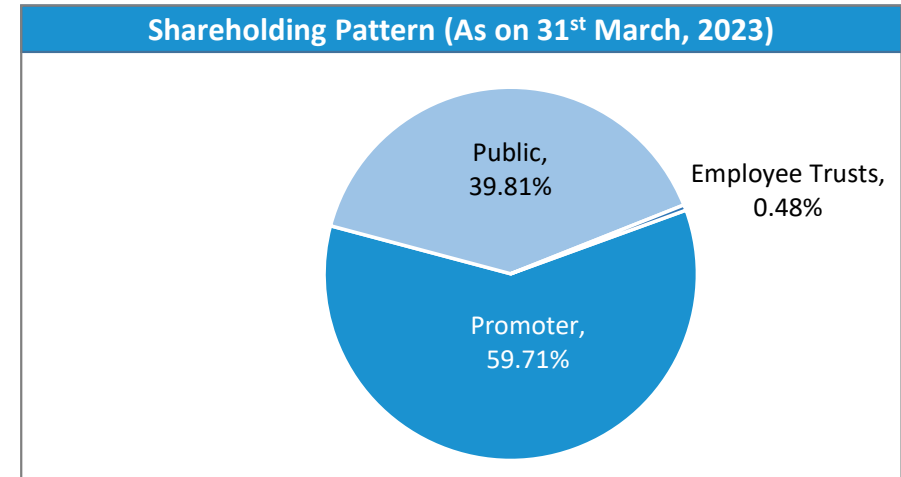
# Capital Market Information



1 Year Stock Performance (Upto 31<sup>st</sup> March, 2023)



Price Data (As on 31 <sup>st</sup> March, 2023)	INR
Face Value	10.0
CMP	176.8
52 Week H/L	228.7 / 94.4
Market Cap (Mn)	2,558.5
No. of Share outstanding (Mn)	14.5
1 Year Avg. Trading Volume ('000)	9.2



# Disclaimer



## **E2E Networks Limited**

*No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of E2E Networks Limited ("Company"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.*

*Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.*

*This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.*

*This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.*

## **Valorem Advisors Disclaimer:**

*Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.*

**Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.**



For further details please contact our Investor Relations Representatives:

**VALOREM ADVISORS**

**Mr. Anuj Sonpal**

Tel: +91-22-49039500

Email: [e2e@valoremadvisors.com](mailto:e2e@valoremadvisors.com)



You can also reach the company directly on:

**E2E Networks Ltd.**

Email: [investors@e2enetworks.com](mailto:investors@e2enetworks.com)

Website: <https://www.e2enetworks.com/>



THANK YOU