Date: May 25, 2024

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

Ref: NSE 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.

Thanking You,

Yours faithfully,

For E2E Networks Limited

Ronit Gaba
Company Secretary & Compliance Officer
Membership No. A59215

EXECUTIVE SUMMARY

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.

The company's mission is to provide **scalable**, **accessible** and **affordable** AI/ML and cloud platform needed by developers, data scientists, startups, enterprises, higher education and government bodies.

Delhi, India
e2enetworks.com

NVIDIA Partner

AMD Partner

Intel Partner

Microsoft
SPLA–Partner

E2E Cloud

OUR JOURNEY

to becoming the first major India-born hyperscaler.

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 900 Customers
Self-Service Cloud Platform. Nearly 900 active customers

2018 - NSE Emerge
IPO Listing on NSE Emerge, oversubscribed 70x.

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. Nearly 2600+ active customers

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

2024 - New DC Location
Launched new DC location in Delhi-NCR. Nearly 3000 active customers Nearly 450 H100 Cloud GPU deployed – May 2024

LEADERSHIP TEAM

E2E Cloud

Tarun Dua
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. 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

E2E Cloud

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.

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.

E2E Cloud

Global 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.
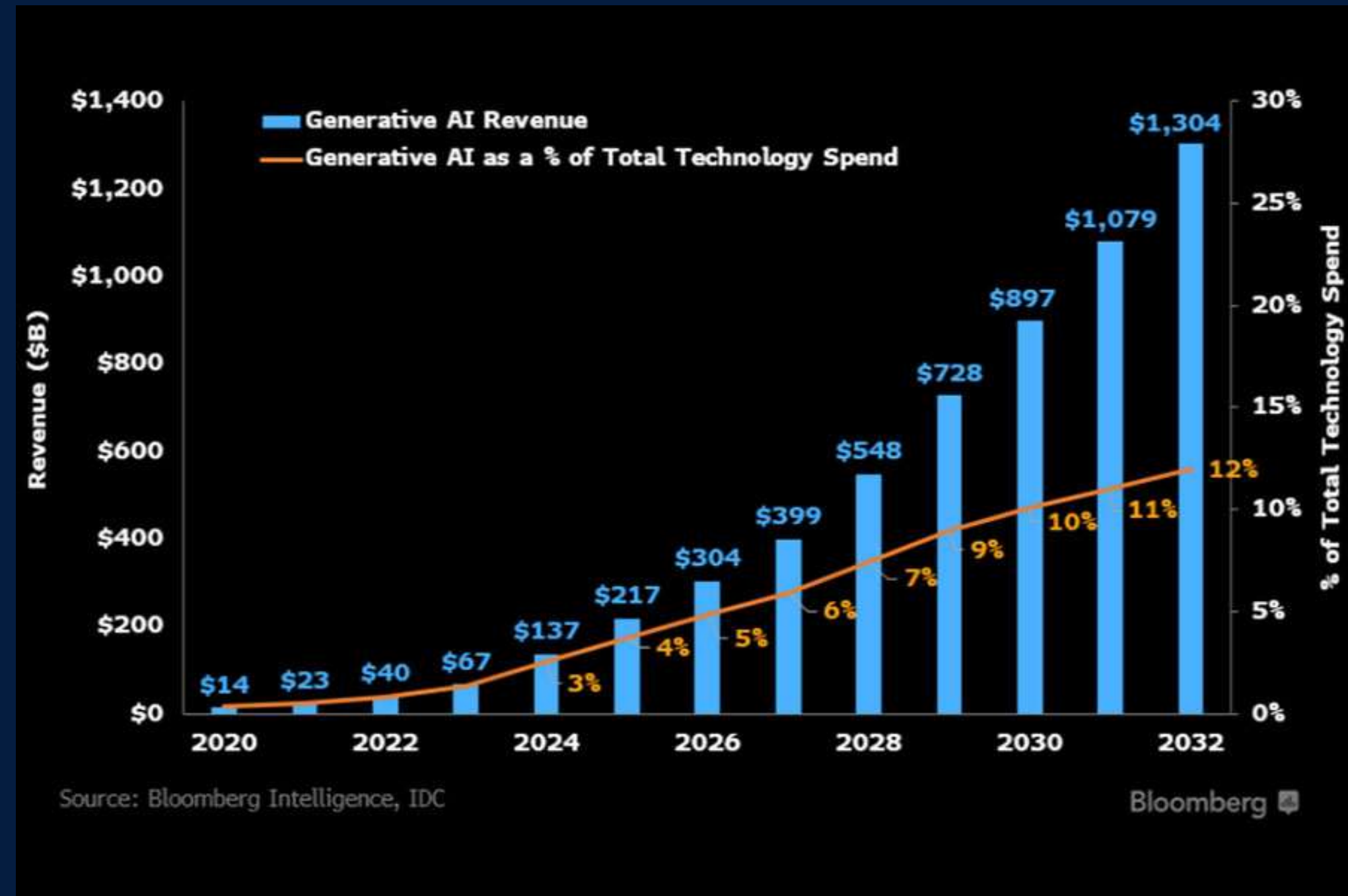
[1] The economic Potential of Generative AI – June, 2023, McKinsey.

[2] Generative AI Growth Report – June, 2023, Bloomberg.

Generative AI Revenue
Generative AI as a % of Total Technology Spend

Source: Bloomberg Intelligence, IDC
Bloomberg

TRIFECTA OF AI OPPORTUNITIES 2024

GenAI presents a rapidly maturing opportunity for transformational growth in helping Indian economy leapfrog into productivity gains to help propel us into an increasingly AI driven world. This is primarily led by CloudGPU infrastructure that can leverage open source and public datasets with safegaurds.

GenAI

Un-structured Data which till recently was only comprehensible to humans can now be reasoned with by GenAI tools like LLMs. 90% of organizational data is NOT in traditional databases. India is one of the biggest generators of data but lags behind data processing capabilities which presents a massive opportunity.

Open Source for AI

Foundational open source GenAI technologies are democratizing access to AI models. Underlying fundamental software like Vector DBs and Agentic frameworks are increasingly available. Open Source foundational models are going to allow India to leapfrog into AI driven application software

AI is Strategic for India

Stricter data protection laws for Indian startups and enterprises when handling customer data. Potentially public datasets being made accessible by government with appropriate safeguards to help Indian startups gain global competitive advantages by AI training on massive datasets enabled by India's size

GenAI : Powered by Open Source

E2E Cloud

LLMs, C-AIs	Image Gen	Audio Gen
Llama3, Falcon 40B, MPT 30B	OpenJourney, Stable Diffusion	AudioGen, MusicGen, BarkTTS

Computer Vision	ASR, Speech to Text	AI Agents, Assistants
YoloV8, DinoV2, Detectron2	Wav2Vec2, NeMo, Athena	Rasa, GorillaLLM

E2E CLOUD Platform

E2E Cloud

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

Infiniband upto 3.2 Tbps

Infiniband NDR allows for low latency scalability of Cloud GPU clusters beyond the limits of a single physical machine with interconnects upto 3.2 Tbps.
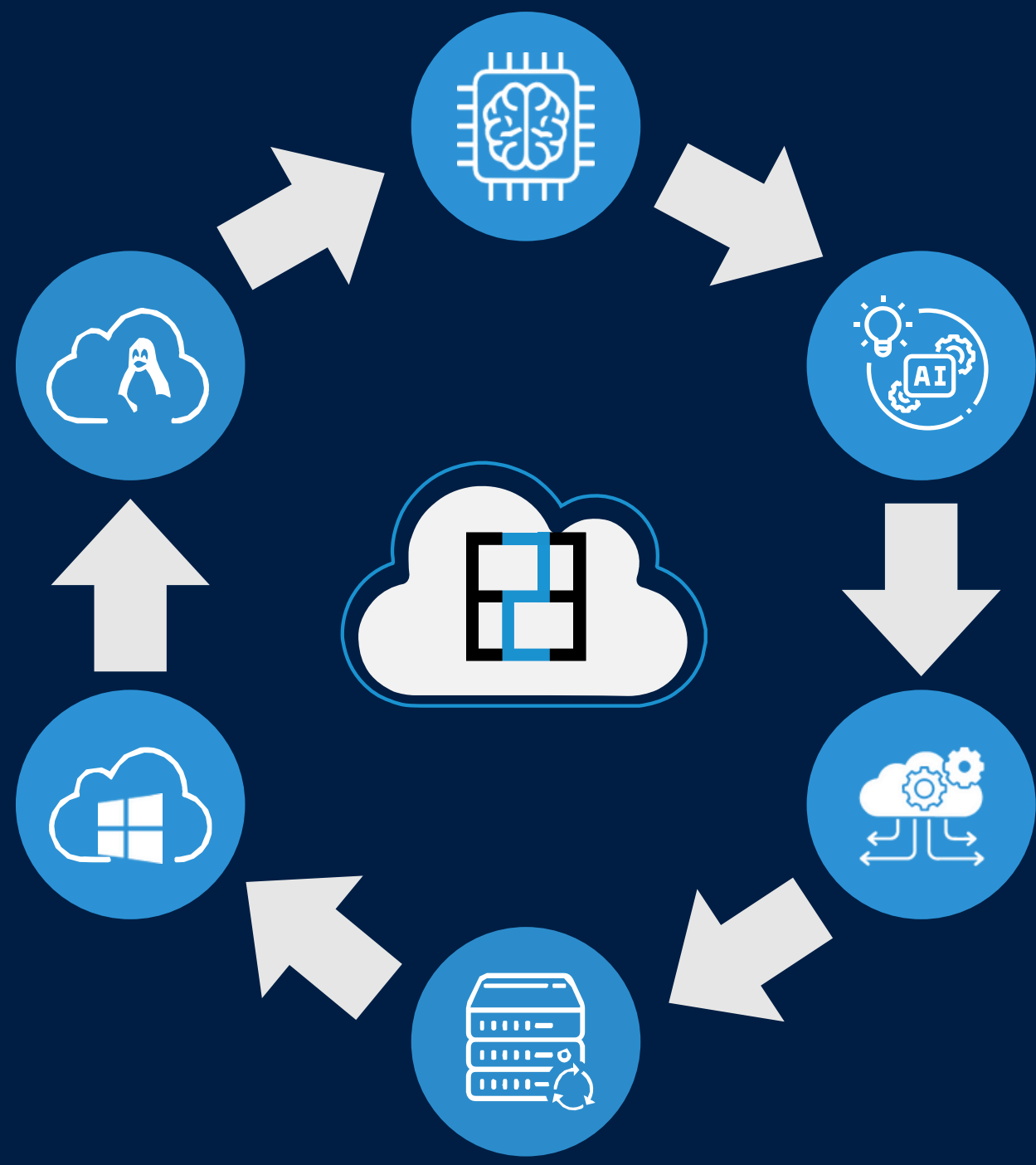
TIR – GenAI Platform

GPU-backed Machine Learning platform packaged with top open source frameworks and built for advanced AI for Training, Inference and Model End Point 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

E2E CLOUD Capabilities

E2E Cloud provides an array of cloud solutions built on battle tested open source technologies that scale.
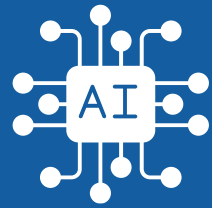
E2E Cloud
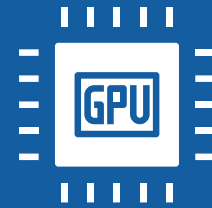
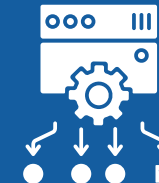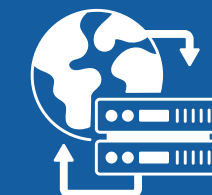|				
TIR - AI PLATFORM	CLOUD GPUs	SCALABLE FILE SYSTEM	Serverless FAAS	APIs
COMPUTE	DBAAS including VectorDB	OBJECT STORAGE	LOAD BALANCERS	AUTO SCALE
CONTAINERS	MULTI REGION	BLOCK STORAGE	VPC	SQS
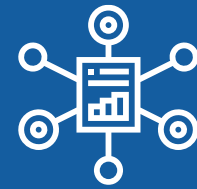
ADVANCED CLOUD GPUs

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

H100

- HGX 8XH100 AND 4XH100
- Up to 9x faster than A100
- Based on Hopper Architecture
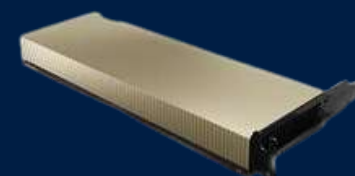- For large scale AI and HPC workloads
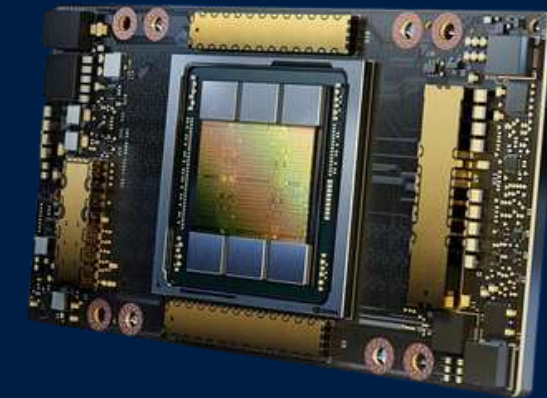
A100

- Available in 40GB and 80GB variants
- Delivers up to 20x performance improvements for AI workloads
- Based on Ampere Architecture
- Introduces double precision Tensor Cores to deliver the biggest leap in HPC performance
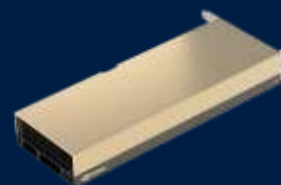
A40   **A30**   **L4**   **L40S**

- Over 1000 Enterprise GPUs deployed
- H100 Clusters (4,8,16, 32, 64,128, 256)
- InfiniBand Connectivity
- High Performance Storage
- Container Support

TIR - GenAI PLATFORM

Direct Container Access to Advanced GPUs including H100s, Rapid Training, Fine Tuning, RAG Pipelines and One Click Inference End Point Deployments. Debugging Support for AI/ML workloads

JUPYTER NOTEBOOKS

TIR allows developers and data scientists to launch Jupyter Notebooks to use as an interactive development environment for AI/ML projects

QUICK FRAMEWORK DEPLOYMENTS

TIR is bundled together with latest drivers, frameworks, that allow data scientists to leverage Cloud GPU infrastructure to quickly develop, test and deploy AI/ML workloads.

EXTREME PERFORMANCE

TIR allows launching container environments that utilize the most advanced CloudGPUs with bare-metal hardware performance, while utilizing high performance storage and other cloud services

ACCESS TO AI MODELS

TIR is integrated with industry standard platforms and provides access to top datasets and models, making it extremely easy for data scientists to get started.

Customer Value Drivers

Swadeshi cloud built on Open Source, ensuring data sovereignty and providing businesses with peace of mind.
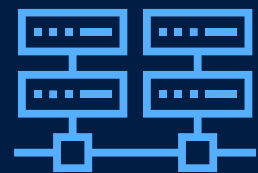
Best Price-Performance Ratio

Transparent and Consistent Pricing with no surprises

Built on Open Source

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

Performance and Solutioning

Our team has vast experience in scaling low latency & high-performance architectures at a scale. Helping customers choose the right sized solutions.

100% Tech-Savvy Human Support

Accessible humans assisting customers by going beyond scripted responses.

Delhi-NCR-1
Delhi-NCR-2

Mumbai-1

E2E Cloud

RATED TOP IAAS BY CUSTOMERS

Source: G2 The Top 20 Infrastructure as a Service (IaaS) Providers

Yogesh B.
Mid-Market (51-1000 emp.)

Validated Reviewer ✓   Review source: Organic

★★★★★ Jan 12, 2024

"One of the best Alternative of AWS / GCP / Azure when dealing with AI-ML Workload"

What do you like best about E2E Cloud?
Their customer focus, ease of provisioning, price point and available options in GPUs offerings is phenomenal. Specially the ease of managing the nodes, workloads, elasticity and scalability in the resource augmentation is out of the world. Security has never been a challenge and now when we are working on advance AI techniques like multimodel AI and LLM stuff, E2E offerings are coming as blessings in disguise.

What do you dislike about E2E Cloud?
More real time billing and usage statistics can be more helpful to decide whether to use the nodes/resources or stop them - this will save money and time both

Show More ⌄

Verified User in Information Technology and Services ⓘ
Small-Business (50 or fewer emp.)

Validated Reviewer ✓   Review source: Organic

★★★★⯪ Jan 29, 2024

"Best GPU based server provided by E2E, Really cost-effective and good support as well."

What do you like best about E2E Cloud?
E2E have wide range of GPU based server avaliable in cost effective range, They also are cheaper then AWS, Google cloud and Digital ocean. Also sales team is very supportive also provide other services as well like Normal instance, Storage and Many more. Also easy to Use UI and Feature and integration too. We are using this for AI and ML project now frequently from 4-5 Month, Also it is easy to deploy any instance in few min, no more config required for GPU based instacnes very easy to implement.

What do you dislike about E2E Cloud?
Billing system wallet based system that is not good. Also not providing intital credit to startup like AWS, Digital Ocean or Google clould. Also they must need to improve UI.

Show More ⌄

Source: G2 The Top 20 Infrastructure as a Service (IaaS) Providers

Collapse All ⌃			G2 Satisfaction Score ⓘ	
⌄	#1	Google Comput...	97	
⌄	#2	Amazon EC2	91	
⌄	#3	E2E Cloud	83	
⌄	#4	DigitalOcean	80	
⌄	#5	Utho	79	
⌄	#6	Hostwinds	76	
⌄	#7	Serverspace	73	
⌄	#8	VMware Cloud ...	71	
⌄	#9	Vultr	71	
⌄	#10	Azure Virtual M...	70	
⌄	#11	Linode	68	
⌄	#12	SAP Business T...	68	
⌄	#13	UpCloud	67	
⌄	#14	Latitude.sh	64	

DEEP EXPERIENCE OF SCALING UNICORNS

E2E Cloud
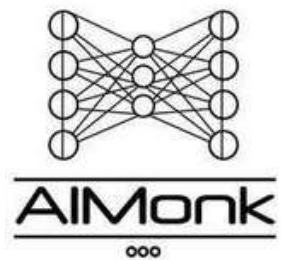
CUSTOMERS RUNNING AI/ML WORKLOADS

MEDIA COVERAGE

E2E Networks Ltd. collaborates with Nasscom to support generative AI startups

E2E Networks Ltd., a homegrown Cloud GPU infrastructure and AI technology

Written by FE Digital Currency
Updated: November 8, 2023 12:08 IST

E2E Networks Ltd., a homegrown Cloud GPU infrastructure and AI technology

According to an official release, E2E Networks Ltd., a homegrown Cloud GPU infrastructure and AI technology, announced its active participation in Nasscom's Generative AI Foundry program. Nasscom recently unveiled the inaugural cohort of about 26 innovative startups.

FINANCIALS

FISCAL HIGHLIGHTS

Q4-FY24 Financial Highlights

Revenue	EBITDA	EBITDA Margin
INR 294 Mn	**INR 153 Mn**	**52.04%**
67.19% YoY	*68.1% YoY*	*34 Bps YoY*
PAT	PAT Margin	Diluted EPS
INR 35 Mn	**11.90%**	**INR 2.37**
39.20% YoY	*(230) Bps YoY*	*37.0% YoY*

FY24 Financial Highlights

Revenue	EBITDA	EBITDA Margin
INR 945 Mn	**INR 479 Mn**	**50.69%**
42.7% YoY	*45.2% YoY*	*84 Bps YoY*
PAT	PAT Margin	Diluted EPS
INR 219 Mn	**23.17%**	**INR 14.70**
121.2% YoY	*822 Bps YoY*	*117.1% YoY*

Revenue in INR Mn

FY21	FY22	FY23	FY24
363	522	670	961

Capex in INR Mn

FY21	FY22	FY23	FY24
225	249	350	1853

E2E Cloud
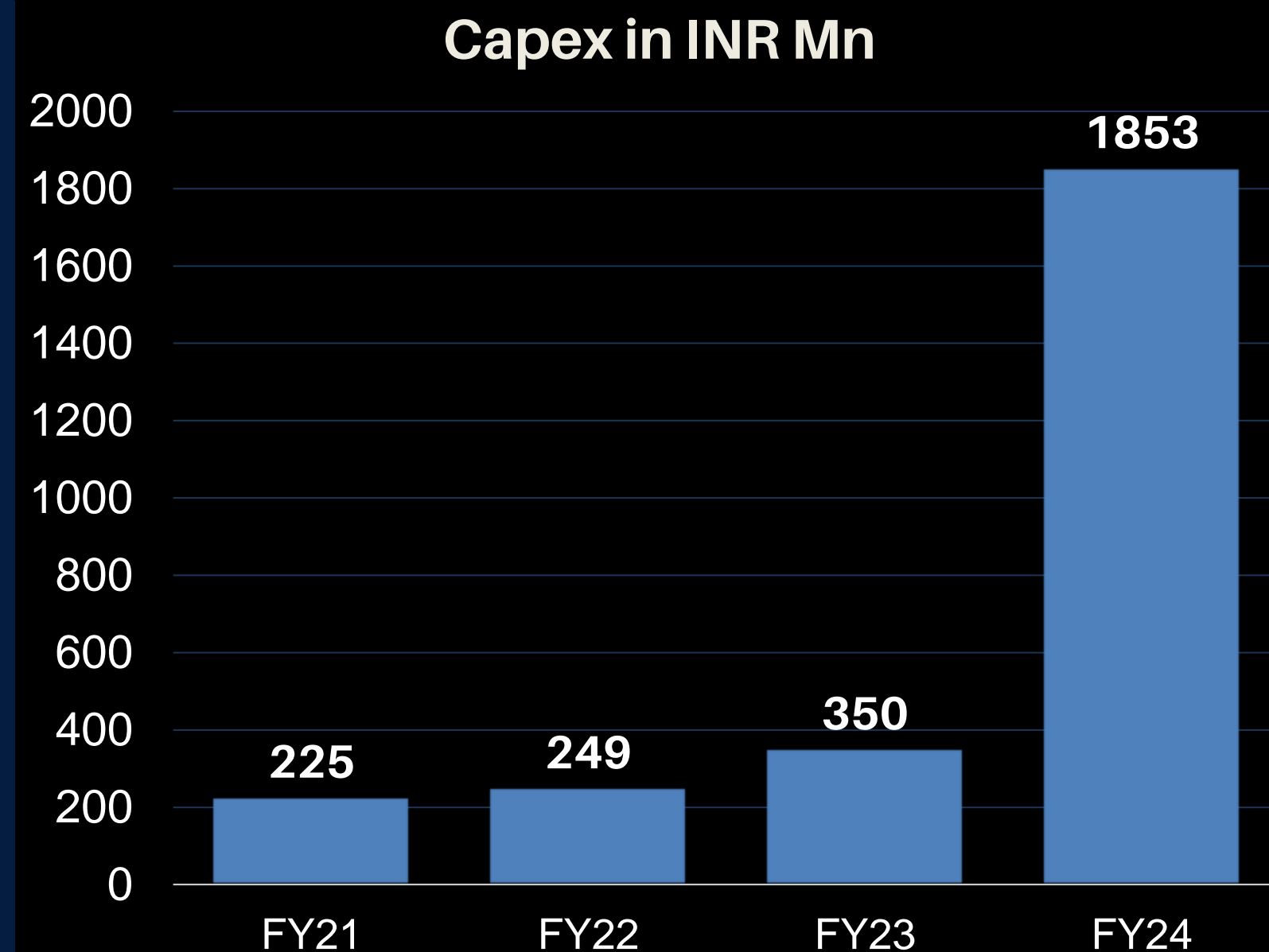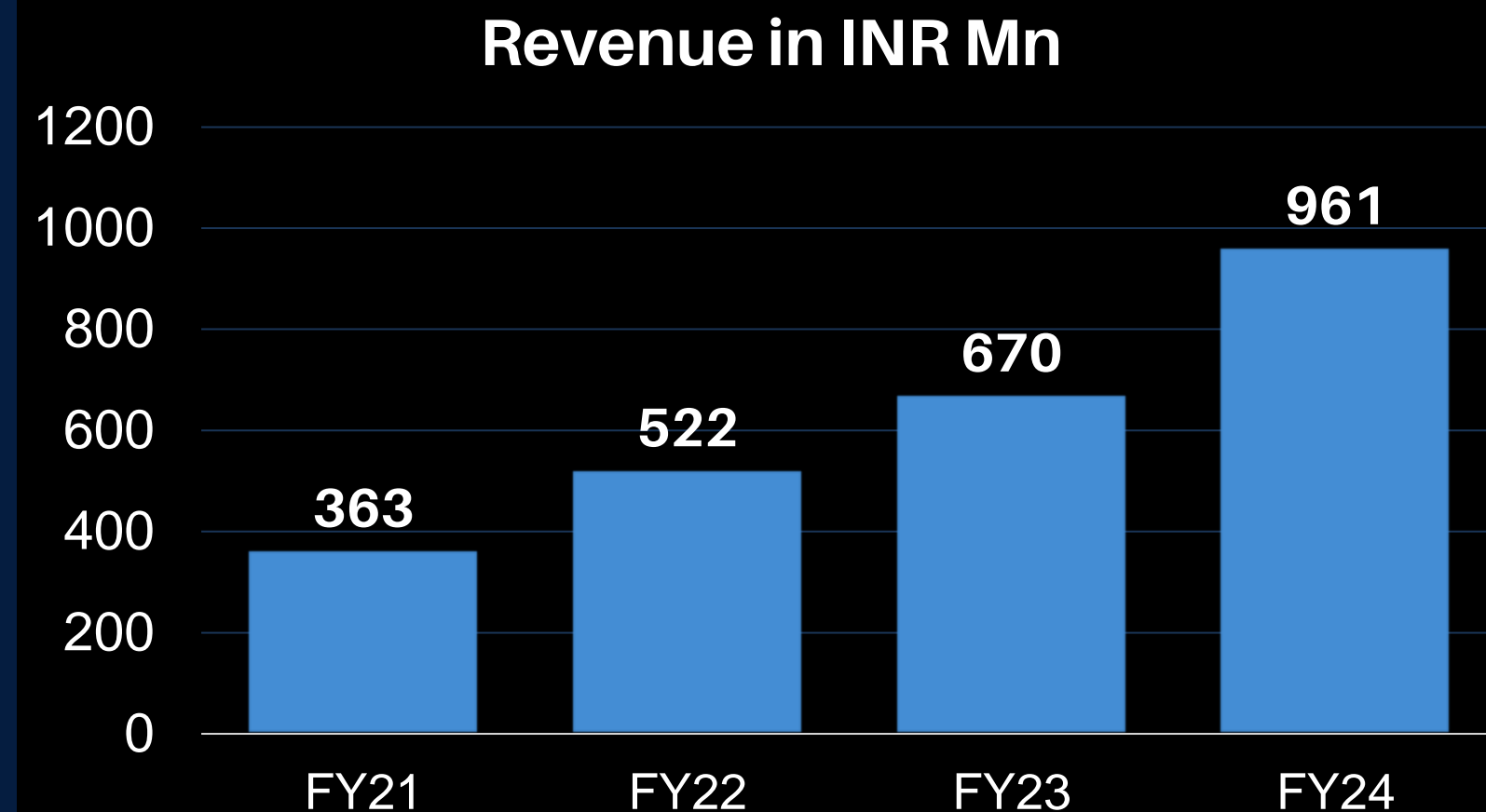
KEY FINANCIAL METRICS
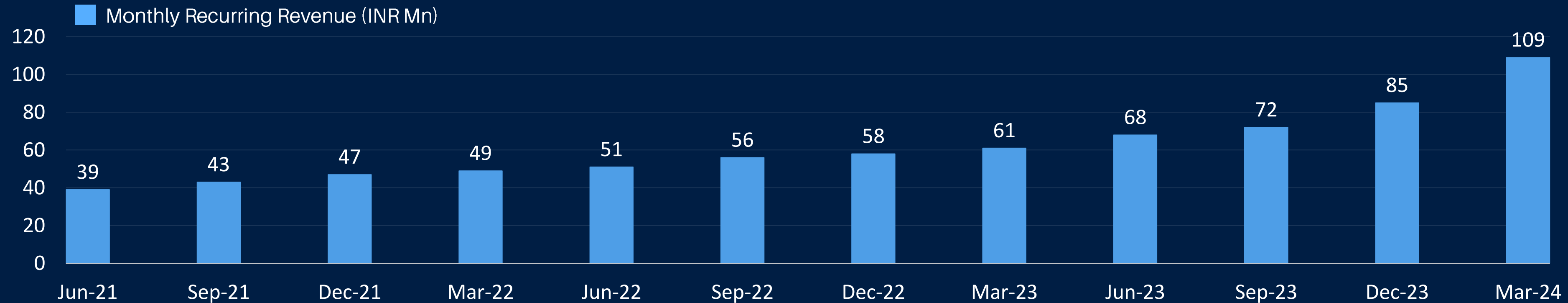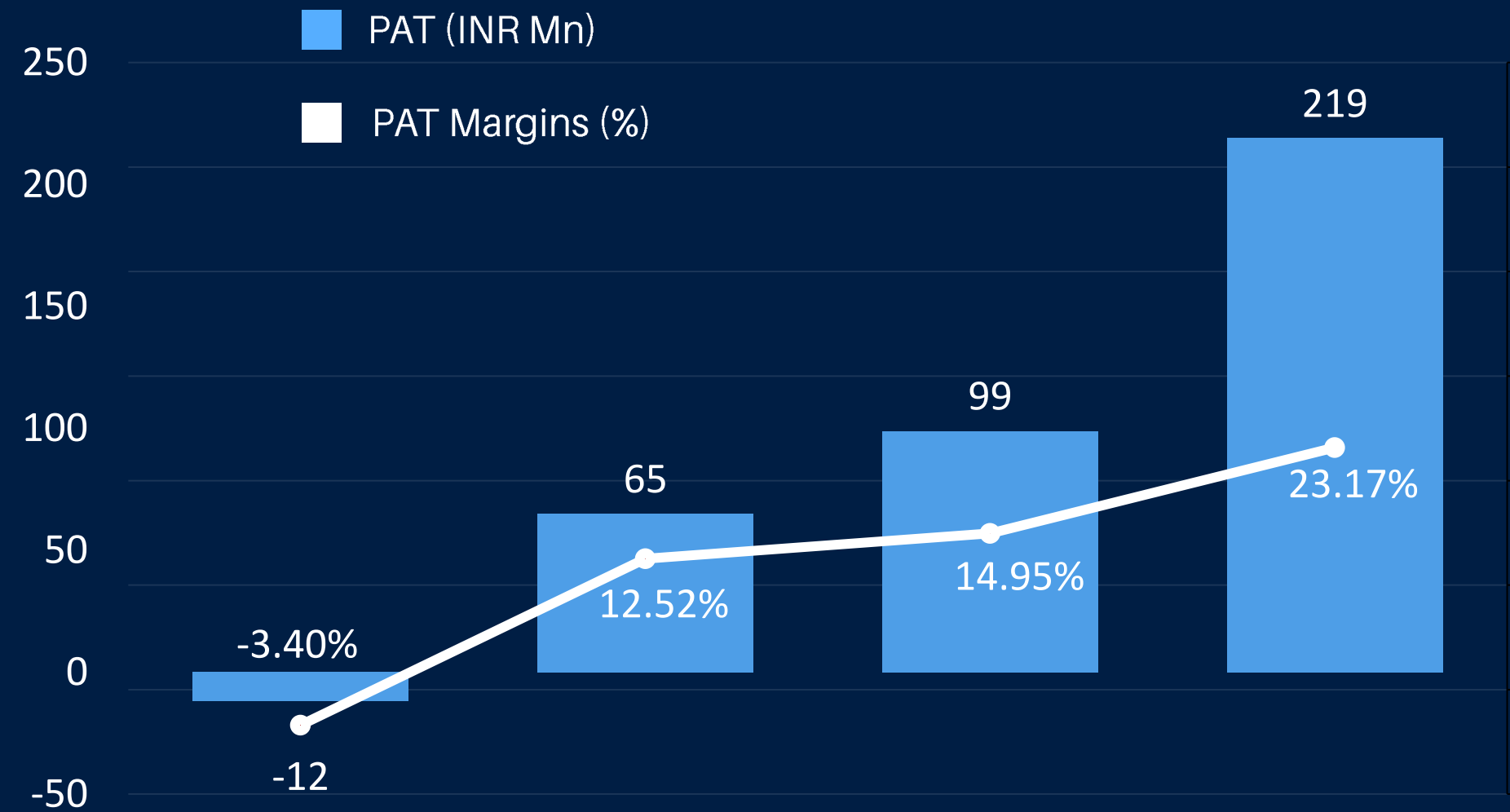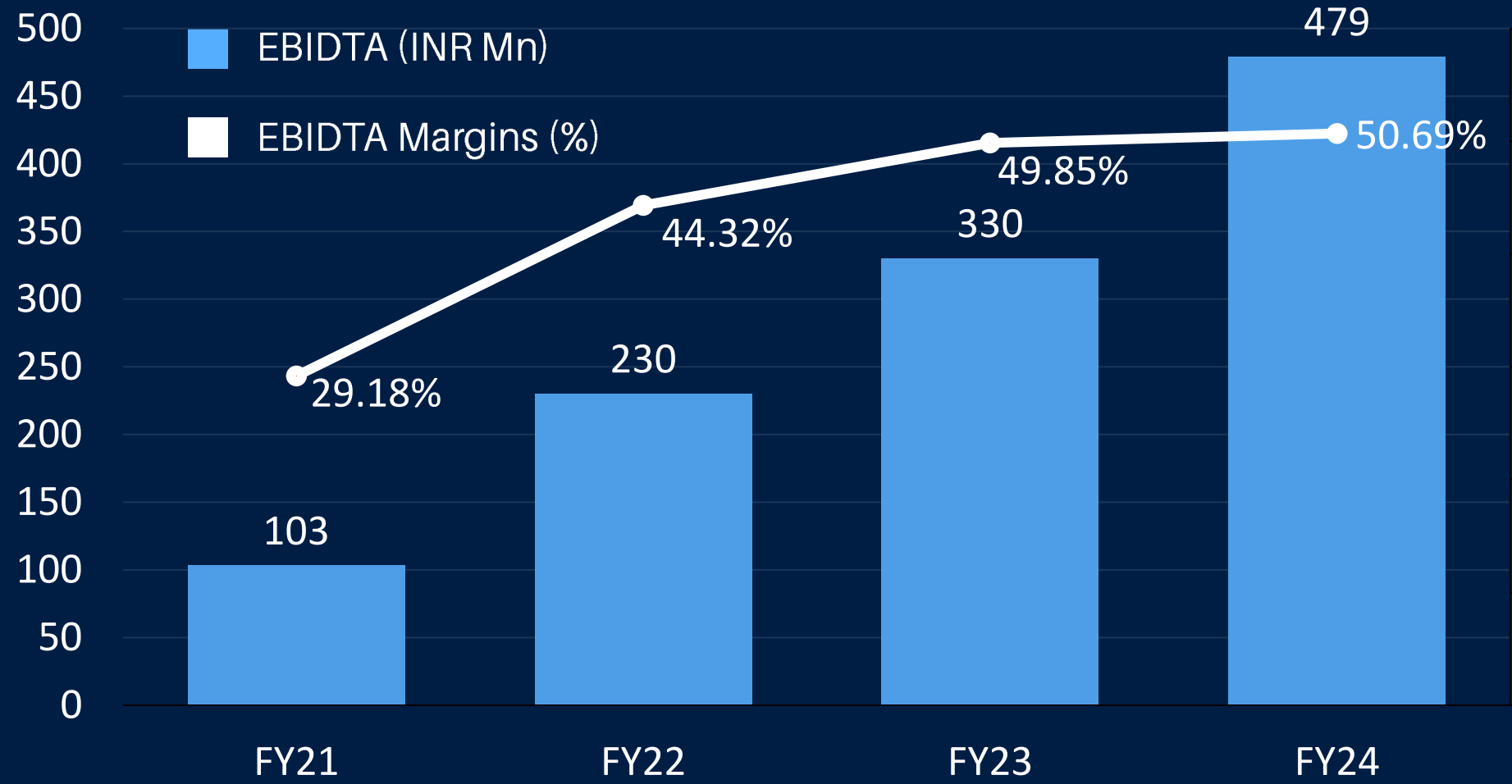
QUARTERLY FINANCIAL PERFORMANCE

PARTICULARS (INR Mn)	Q4-FY24	Q4-FY23	Y-o- Y	Q3-FY24	Q-o- Q
Operational Revenue	294	176	67.0%	240	22.5%
Total Expenses	141	85	65.9%	128	10.2%
EBITDA	153	91	68.1%	112	36.6%
EBITDA Margins (%)	*52.04%*	*51.70%*	*34 Bps*	*46.67%*	*537 Bps*
Other Income	2	4	(50.0)%	6	(66.7)%
Depreciation	77	60	28.3%	36	NA
Finance Cost	22	2	NA	8	NA
PBT	56	33	69.7%	74	(24.3)%
Tax	21	8	NA	18	16.7%
PAT	35	25	40.0%	56	(37.5)%
PAT Margins (%)	*11.90%*	*14.20%*	*(230) Bps*	*23.33%*	*NA*
Basic EPS (INR)	2.44	1.75	39.4%	3.85	(36.6)%
Diluted EPS (INR)	2.37	1.73	37.0%	3.77	(37.1)%

ANNUAL FINANCIAL PERFORMANCE

PARTICULARS (INR Mn)	FY24	FY23	Y-o-Y
Operational Revenue	945	662	42.7%
Total Expenses	466	332	40.4%
EBITDA	479	330	45.2%
EBITDA Margins (%)	50.69%	49.85%	84 bps
Other Income	16	8	NA
Depreciation	157	201	(21.9)%
Finance Cost	36	5	NA
PBT	302	132	NA
Tax	83	33	NA
PAT	219	99	NA
PAT Margins (%)	23.17%	14.95%	822 bps
Basic EPS (INR)	15.11	6.85	NA
Diluted EPS (INR)	14.70	6.77	NA

ANNUAL FINANCIAL PERFORMANCE

PARTICULARS (INR Mn)	FY21	FY22	FY23	FY24
Operational Revenue	353	519	662	**945**
Total Expenses	250	289	332	466
EBITDA	103	230	330	**479**
EBITDA Margins (%)	*29.18%*	*44.32%*	*49.85%*	*50.69%*
Other Income	10	3	8	16
Depreciation	123	178	201	157
Finance Cost	2	2	5	36
PBT	(12)	53	132	**302**
Tax	–	(12)	33	83
PAT	(12)	65	99	**219**
PAT Margins (%)	*NA*	*12.52%*	*14.95%*	*23.17%*
EPS (INR)	(0.86)	4.46	6.85	15.11
Diluted EPS (INR)	(0.86)	4.44	6.77	14.70

*During the quarter ending 30th June, 2023, the Company changed it method of depreciation from written down value "WDV" to straight line method "SLM". The life of computer equipment has been revised from 3 years to 6 years which is as per Schedule II of tile Companies Act, 2013 and also based on technical evaluation from registered valuer. The impact of the above changes is reduction of depreciation expense by Rs. 25.7 Mil in the quarter ending 30th June 2023.

HISTORICAL BALANCE SHEET

PARTICULARS (INR Mn)	FY22	FY23	FY24
EQUITY & LIABILITIES			
Equity	385	494	**709**
(A) Share Capital	145	145	145
(B) Other Equity	240	349	564
Non-current Liabilities	26	49	**1,272**
(A) (i) Long term Borrowings	6	2	885
(ii) Lease Liability	8	30	294
(B) Long-term Provisions	6	8	9
(C) Deferred Tax Liabilities	6	9	84
Current Liabilities	69	141	**571**
(A) (i) Short term Borrowings	3	4	146
(ii) Lease Liability	4	22	116
(B) Trade Payables	23	25	60
(C) Other Financial Liabilities	12	57	162
(D) Current Tax Liabilities (Net)	–	–	–
(E) Short-term Provisions	–	–	–
(F) Other Current Liabilities	27	33	87
GRAND TOTAL - EQUITIES & LIABILITES	480	684	**2,552**

PARTICULARS (INR Mn)	FY22	FY23	FY24
ASSETS			
Non-Current Assets	386	423	**2,167**
(A) Property, Plant & Equipment	226	229	1,558
(B) Other Intangible Assets	132	136	122
(C) Financial Assets			
(i) Other Financial Assets	–	–	39
(D) Non-Current Tax Assets (Net)	16	3	24
(E) Right of Use Asset	12	55	424
Current Assets	94	261	**385**
(A) Trade Receivables	1	6	26
(B) Cash & Cash Equivalents	38	163	78
(C) Other Bank Balance	30	54	12
(E) Other Financial Assets	20	28	37
(F) Other Current Assets	5	10	232
GRAND TOTAL – ASSETS	480	684	**2,552**

Disclaimer

For further details please contact our Investor Relations Representatives: VALOREM ADVISORS
Mr. Anuj Sonpal
Tel: +91-22-49039500
Email: e2e@valoremadvisors.com

E2E Cloud

You can also reach the company directly on: E2E Networks Ltd.
Email: investors@e2enetworks.com
Website: https://www.e2enetworks.com/