

# E2E Networks Limited

Low Latency Hosting in India  
CIN NUMBER - L72900DL2009PLC341980

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Date- 11.01.2021

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**  
**Company Secretary Cum Compliance Officer**  
**Membership No.: 33753**



# E2E NETWORKS LIMITED

Investor update- Presentation  
JAN'21



## SAFE HARBOR

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to “E2E Networks” future business developments and economic performance.

While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

E2E Networks undertakes no obligation to publicly revise any forward-looking statements to reflect future / likely events or circumstances.

# INDEX

- E2E overview
- Pricing comparison amongst Peers
- New Products/ Features added recently
- Recent events Impact on E2E
- Financials snapshot and Business strategy

# E2E overview

# E2E Overview



Description*	Rs in crs
Equity share Capital	14.4
Net Worth <sup>1</sup>	24.1

<sup>1</sup> Includes Equity share capital plus Reserve & Surplus

Established in 2009, E2E Networks (among largest Indian Public Cloud Companies in India)-:

- ✓ Built our own Cloud Infra and developed our Technology Stack
- ✓ IPO listing on NSE Emerge in May'2018 received huge response and was subscribed up-to 70 times.
- ✓ Offers wide range of products (GPU's , Object store , Smart dedicated servers, Virtual /dedicate compute nodes, backup plans among others)
- ✓ Most competitive price among its peers, best value in the industry
- ✓ Easy to understand pricing, More than 1500 active Customers
- ✓ Round the clock operation center (24 X7 data centres operation)
- ✓ Experienced leadership team to spearhead growth

## Shareholding Pattern\*

Promoters	58.7%
Public	41.3%

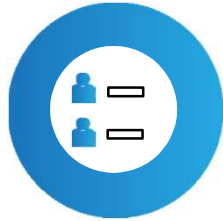
\*As on 31<sup>st</sup> Dec'20

# E2E BENEFITS



## Reliable Performance

Experience better & optimized performance across workloads



## Low Latency

Advantage of Indian Datacenters



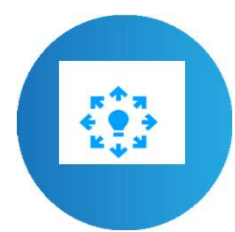
## Affordable Pricing

Best in Industry Plans



## Self Service Cloud Platform

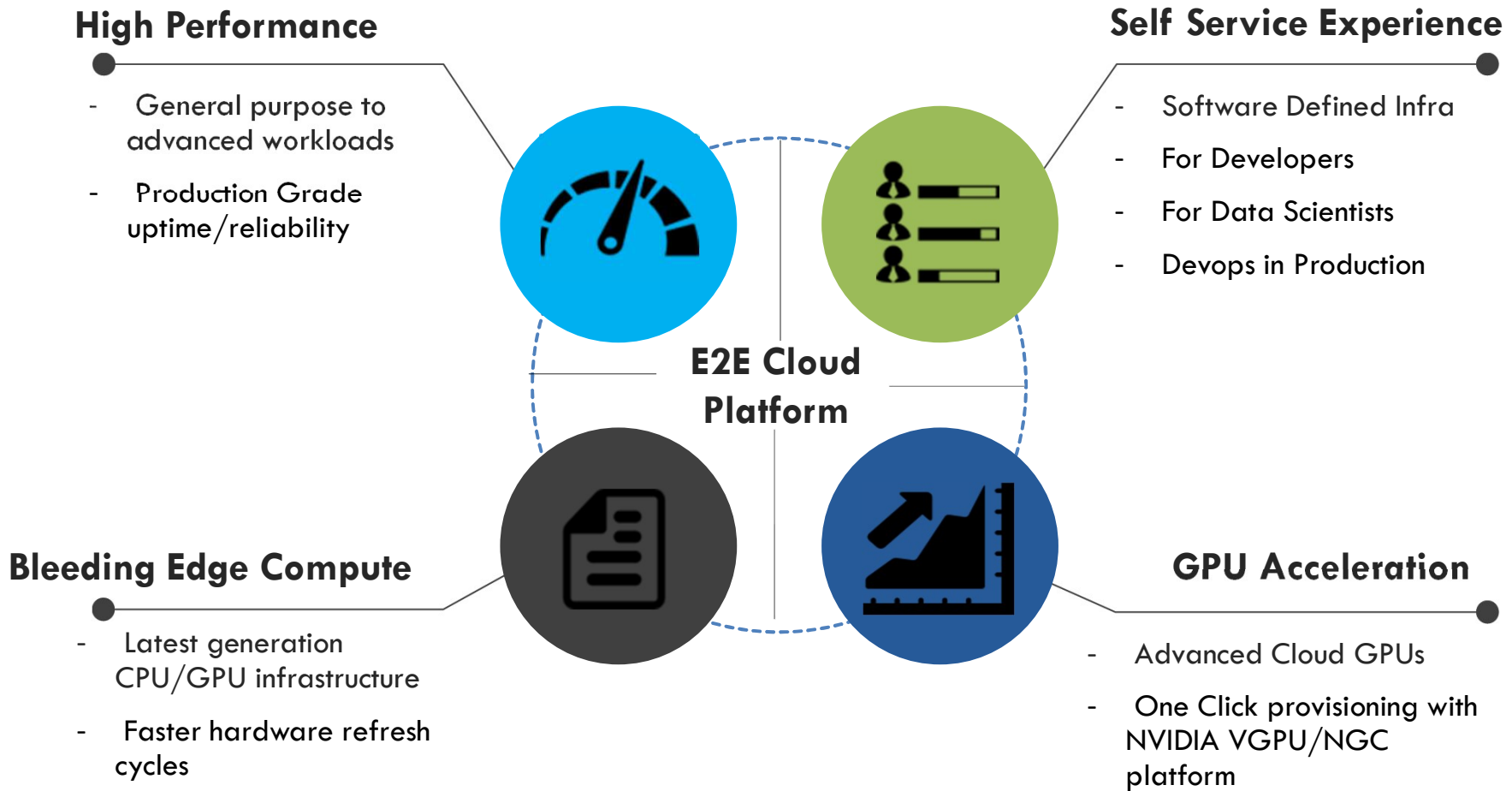
Easily launch & manage your nodes



## Scalable

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

# E2E CLOUD INFRA PLATFORM: FOCUS AREAS





# E2E SEASONED AND PROFESSIONAL SENIOR MANAGEMENT TEAM



**Tarun Dua**

Chairman & Managing director



**Mohamed Imran**

CTO



**Srishti Baweja**

Whole time Director



**Kesava Reddy, VP Sales,**

Sales & Marketing



**Himank Saini Sadh, VP Delivery**

Product Delivery



**Varun Taneja**

CFO



**Neha Baid**

Company Secretary & Compliance  
Officer

# E2E COMPARISON OF COST VS PEERS



Description	E2E	GCP	AWS	Digital Ocean	Azure
Plan Type	M.60GB	n1-standard-8	Linux on m4.2xlarge	Memory-Optimized	B16MS
vCPU	12	8	8	8	16
RAM	60	30	32	64	64
Storage	450 GB	2 x 375 GB	EBS only	600 GB	128 GB
Price Per Month	Rs 4,745	Rs 20,783	Rs 21,404	Rs 31,025	Rs 32,120
Price Per Hour	Rs 6.5	Rs 28.47	Rs 29.32	Rs 42.5	Rs 44
Source	<a href="https://www.e2enetworks.com/memory-intensive-computing-sd-series-m">https://www.e2enetworks.com/memory-intensive-computing-sd-series-m</a>	<a href="https://cloud.google.com/compute/all-pricing">https://cloud.google.com/compute/all-pricing</a>	<a href="https://aws.amazon.com/ec2/pricing">https://aws.amazon.com/ec2/pricing</a>	<a href="https://digitalocean.com/pricing/">https://digitalocean.com/pricing/</a>	<a href="https://azure.microsoft.com/en-in/pricing">https://azure.microsoft.com/en-in/pricing</a>

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 Jan' 21

# New Features /Products added recently

# PRODUCTS FEATURES ADDED/TO BE ADDED



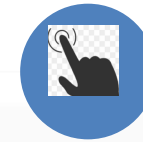
## Reserved IP

Manage your IP addresses from the intuitive MyAccount portal of E2E Cloud.



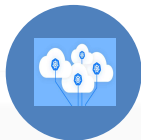
## BitNinja Integration

Allows user to easily enable BitNinja Server security modules.



## 1-Click Deployment

Quick deployment using pre-baked 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

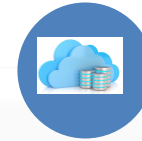
Global content delivery network that distributes your content & web pages to end-users with minimal latency, creating enhanced experiences for your customers.

# PRODUCTS FEATURES ADDED/TO BE ADDED



## Block Storage\*

- Simple One Click Setup and Management
- Great performance and flexibility



## RDS\*

- Simple One Click Setup, deployment and Management
- Easy backup and restoration

\*Expected date of launch FY 20-21 or beyond

# GPU CLOUD @ E2E NETWORKS



## Currently offering:-

- *NVIDIA A100 GPU Cloud servers*
- *NVIDIA V100 GPU Cloud servers*
- *NVIDIA RTX8000 GPU Cloud servers*
- *NVIDIA T4 GPU Cloud servers*

Machine Learning

Computer Vision

Deep Learning for NLP

Object Recognition

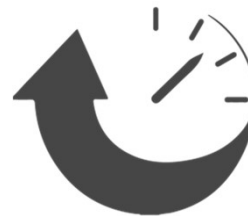
Visual Computing



One Click  
vDWS/VCS via  
VGPU



Hourly/Monthly  
Billing



60 Second NGC  
currently via CLI



Ongoing  
integration with  
NGC for One  
Click

# GPU A100 COST COMPARISON OF E2E COST VS PEERS

Description	E2E	Oracle	GCP
Plan Type	GDC.A100-16.120GB	VM.GPU4.1	e2-highmem-16
vCPU	16	14	16
RAM	120 GB	224 GB	128 GB
GPU Memory	40GB	40 GB	40 GB
Storage	1500 GB SSD	-	1500 GB
Price Per Month	Rs 75,000	Rs 1,63,060	Rs 2,28,600
Price Per Hour	Rs 170	Rs 223.37	Rs 313
Source	<a href="https://www.e2enetworks.com/gpu">https://www.e2enetworks.com/gpu</a>	<a href="https://www.oracle.com/in/cloud/partners/gpu.html">https://www.oracle.com/in/cloud/partners/gpu.html</a>	<a href="https://cloud.google.com/compute/vm-instance-pricing">https://cloud.google.com/compute/vm-instance-pricing</a>

Note:

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# GPU V100 COST COMPARISON OF E2E COST VS PEERS

Description	E2E	GCP	AWS	Azure
Plan Type	<b>GPU.V100</b>	n1-custom-12-65536	p3.2xlarge	NC6s_v3
vCPU	<b>8</b>	12	8	6
RAM	<b>120</b>	64	61	112
GPU Memory	<b>32 GB</b>	16 GB	16 GB	16 GB
Storage	<b>900 GB</b>	1125 GB	Extra charges	736 GB
Price Per Month	<b>Rs 50,000</b>	Rs 1,21,739	Rs 1,63,615	Rs 2,55,500
Price Per Hour	<b>Rs 100</b>	Rs 166.8	Rs 224.1	Rs 350
Source	<a href="https://www.e2enetworks.com/gpu">https://www.e2enetworks.com/gpu</a>	<a href="https://cloud.google.com/compute/gpus-pricing">https://cloud.google.com/compute/gpus-pricing</a>	<a href="https://aws.amazon.com/ec2/instance-types/p3/">https://aws.amazon.com/ec2/instance-types/p3/</a>	<a href="https://azure.microsoft.com/en-in/pricing">https://azure.microsoft.com/en-in/pricing</a>

Note:

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# GPU T4 COST COMPARISON OF E2E COST VS PEERS

Description	E2E	AWS	GCP
Plan Type	GPU.T4	g4dn.2xlarge	n1-highmem-8
vCPU	12	8	8
RAM	50	32	52
GPU Memory	16	16	16
Storage	900 GB	225 GB	1125 GB
Price Per Month	Rs 17,500	Rs 40,150	Rs 44,895
Price Per Hour	Rs 30	Rs 55	Rs 61.5
Source	<a href="https://www.e2enetworks.com/gpu">https://www.e2enetworks.com/gpu</a>	<a href="https://aws.amazon.com/ec2/instance-types">https://aws.amazon.com/ec2/instance-types</a>	<a href="https://cloud.google.com/compute/gpus-pricing">https://cloud.google.com/compute/gpus-pricing</a>

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# Recent events Impact on E2E

# COVID/LOCKDOWN IMPACT ON BUSINESS



## Supply Chain Disruptions

- Hardware Supply chain was impacted due to general shut down in logistics.
- There has been price volatility and delays in Procurement, Delivery of Servers & Equipment's.

## Work From Home

- Most Teams including sales are working from home currently and using online meetings to interact with each other and customers.

## Customer Sentiment

- Existing Customers and Prospective Customers have a cost savings focus, this results in revenue contraction of existing customers, some logo churn and increased traction in new customer acquisition

## New Products/ Features

- New products / features launches impacted as priority is to service existing needs fully.

# Financials snapshot & business strategy

# OUR APPROACH TO GROWTH

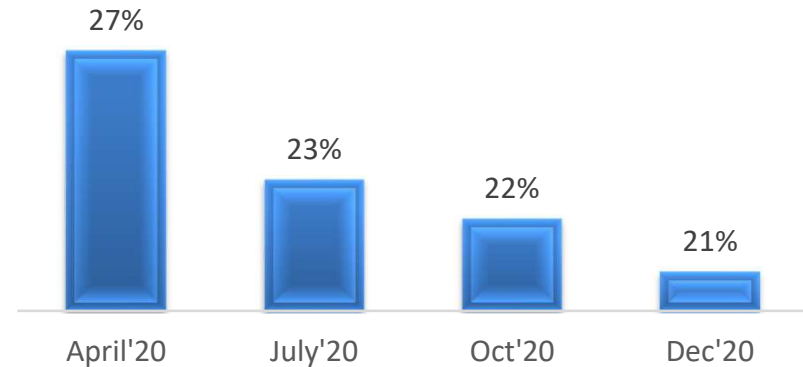
❖ E2E continued effort to build a superior Public Cloud Product is seeing traction with:

- Significant number of self-service customers added in last few months
- Sales effort seeing momentum with gross new additions every month
- Growth opportunities in Digital Transformation, AI, SME among other compute workloads

~ Monthly Revenue\* (in Rs cr)



~ Revenue\* from Top 10 customers as % of Total



- Prepaid Cloud Infra Credits not utilized at end of every month have been adjusted with monthly revenue and Previous month numbers have also been adjusted to make it comparable with current period numbers

# PROFIT & LOSS



INR Lakhs	FY 19-20			FY 20-21		
	H1 (April'19 to Sep'19) <sup>1</sup>	H2 (Oct'19 to Mar'20) <sup>2</sup>	Full Year (Apr'19 to Mar'20) <sup>3</sup>	H1 (April'20 to Sep'20) <sup>1</sup>	Q3 (Oct'20 to Dec'20) <sup>4</sup>	YTD (Apr'20 to Dec'20) <sup>4</sup>
Revenue	1,237.0	1,272.6	2,509.6	1,542.4	978.1	2,520.5
Other Income	164.9	56.6	221.5	51.6	29.6	81.2
<b>Total Revenues*</b>	<b>1,401.9</b>	<b>1,329.2</b>	<b>2,731.1</b>	<b>1,594.0</b>	<b>1,007.8</b>	<b>2,601.8</b>
Purchase of services	554.4	538.9	1,093.3	608.0	323.4	931.3
Employee benefits expense	542.5	509.2	1,051.7	425.3	210.1	635.3
Other Opex	236.9	248.3	485.2	149.4	101.9	251.3
<b>Total expenses</b>	<b>1,333.8</b>	<b>1,296.4</b>	<b>2,630.2</b>	<b>1,182.6</b>	<b>635.3</b>	<b>1,818.0</b>
EBITDA*	68.1	32.9	100.9	411.4	372.4	783.8
EBITDA %	4.9%	2.5%	3.7%	25.8%	37.0%	30.1%
Depreciation	467.4	546.7	1,014.1	402.8	388.0	790.8
EBIT*	(399.4)	(513.8)	(913.2)	8.6	(15.5)	(7.0)
Interest expense**	8.1	10.1	18.2	16.5	15.8	32.3
PBT	(407.5)	(523.9)	(931.4)	(7.9)	(31.3)	(39.3)
Tax	3.7	0.2	3.9	0.2	-	0.2
<b>PAT</b>	<b>(411.2)</b>	<b>(524.1)</b>	<b>(935.3)</b>	<b>(8.1)</b>	<b>(31.3)</b>	<b>(39.5)</b>

\*Includes Other income

\*\* Includes payment gateway charges

<sup>1</sup> Limited reviewed

<sup>2</sup> Second half figure is balancing figure between full year audited figure and first half published figure

<sup>3</sup> Audited

<sup>4</sup> Unaudited

# BALANCE SHEET AS AT

INR Lakhs	Sep'19 <sup>1</sup>	Mar'20 <sup>2</sup>	Sep'20 <sup>1</sup>	Dec'20 <sup>3</sup>
Share Capital	1,429	1,429	1,438	1,438
Networth <sup>4</sup>	2,955	2,438	2,445	2,415
Payables	209	171	180	219
Other Liabilities	270	224	345	747
<b>Total Equity &amp; Liabilities</b>	<b>3,434</b>	<b>2,832</b>	<b>2,970</b>	<b>3,381</b>
Gross Fixed Assets	5,680	5,638	6,514	7,428
Net Fixed Assets	1,306	961	1,654	2,172
Trade receivables	41	68	47	41
Cash and Cash Equivalents	1,568	1,241	746	590
Other Assets	519	562	522	578
<b>Total Assets</b>	<b>3,434</b>	<b>2,832</b>	<b>2,970</b>	<b>3,381</b>

<sup>1</sup> Limited reviewed

<sup>2</sup> Audited

<sup>3</sup> Unaudited

<sup>4</sup> Includes Equity share capital plus Reserve & Surplus

# BUSINESS STRATEGY AND FOCUS



## Products with greater flexibility for usage

- *Interfaces on how to use infra including usage for short-term say using Jupyter Notebooks with GPU Kernels*
- *Flexible Payments, Commitment Period, Operating Systems, Control Panels*

## Improving Technical Capabilities

- *Build capabilities in terms of important micro-services using VGPU/NGC*
- *Solution Guides and One Click appliances to drive adoption*

## Driving growth

- *Focusing on SME and high velocity startups by building process driven Sales*
- *Scaling technology driven marketing & sales organization to capitalize on huge market opportunity*



# WELL POSITIONED TO CAPITALIZE ON FUTURE OPPORTUNITIES



1

## Large Addressable Market Opportunity in Indian Cloud

- *64% of the Indian Organizations expect to Increase Demand for Cloud Computing as per International Data Corporation, COVID-19 Impact on IT spending Survey, May 2020*

2

## Product Capabilities

- *E2E product offering stands-out given the significant advantages in terms of homegrown software defined infrastructure capabilities*
- *Stronger product enables us to acquire customers with bigger LTV*

3

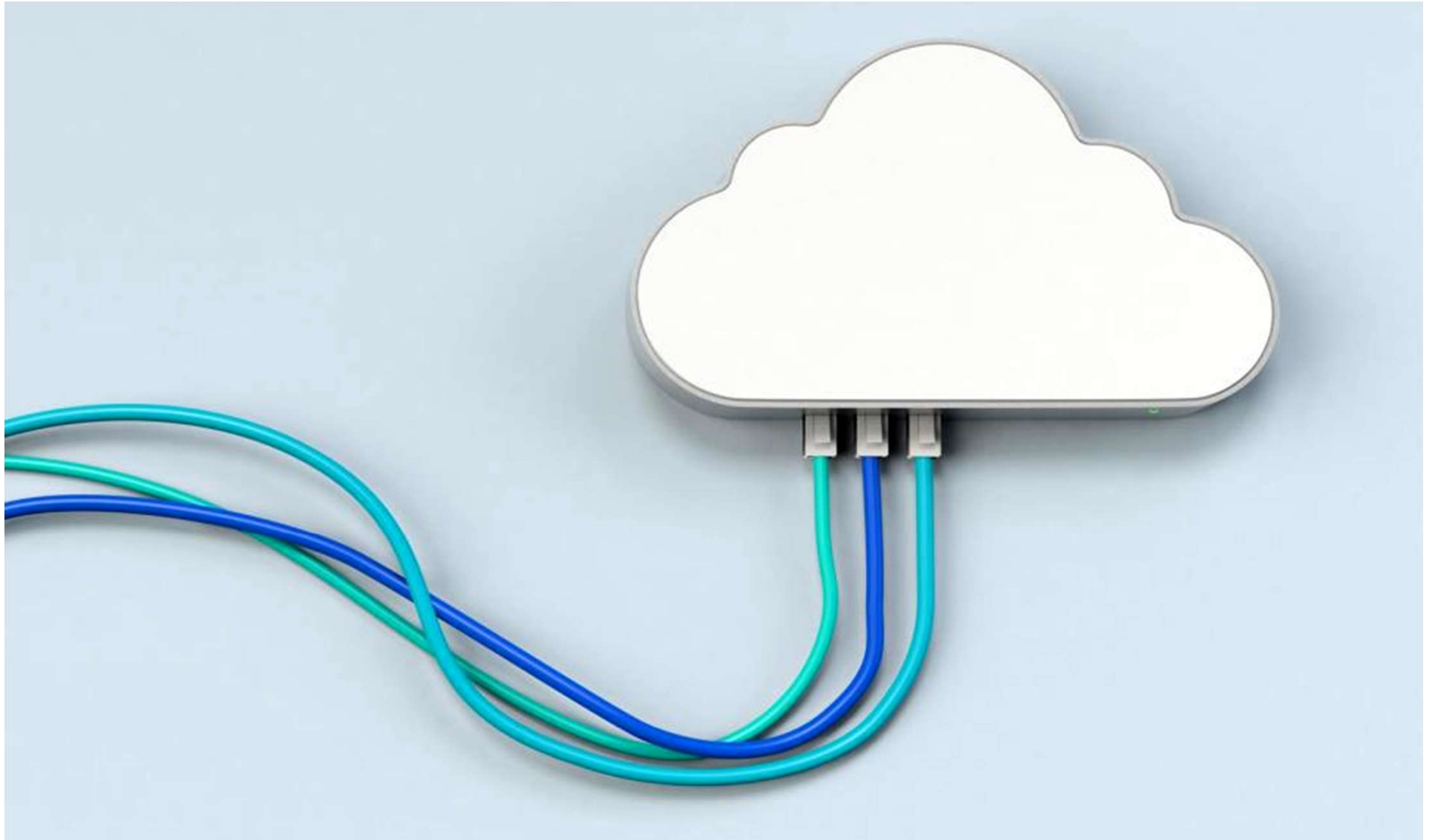
## Focus : Cloud GPU workloads

- *AI/ML/DL & Inference for NLP and Computer Vision*
- *Visual Computing Cloud Workstations*
- *Big Data Workloads based on Apache Spark 3.0, Blazing SQL platforms*

4

## Partnerships: Intel ,NVIDIA ,Red Hat 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*
- *Partnering with KTech CoE Data Science & AI Government of Karnataka (GoK) - powered by NASSCOM to Pave Way to an AI driven digital future*
- *Red Hat CCSP Partnership*
- *Other on-going licensing relationship are with SoftwareOne (LAR for Microsoft ), BitNinja, Cloud Linux Inc, Connectwise, LLC (R1Soft), and through their distribution partners with Softaculous , C Panel and Plesk.*



**E2E NETWORKS LIMITED**

**Contact:** [Investors@e2enetworks.com](mailto:Investors@e2enetworks.com)