Date- 14.07.2020

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
July 2020

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.

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E2E overview

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E2E Overview

Description*	Rs in crs
Equity share Capital	14.4
Net Worth[1]	24.5

[1] Includes Equity share capital and Reserve & Surplus

Established in 2009, E2E Networks (among largest Indian Public Cloud Companies in India)-:
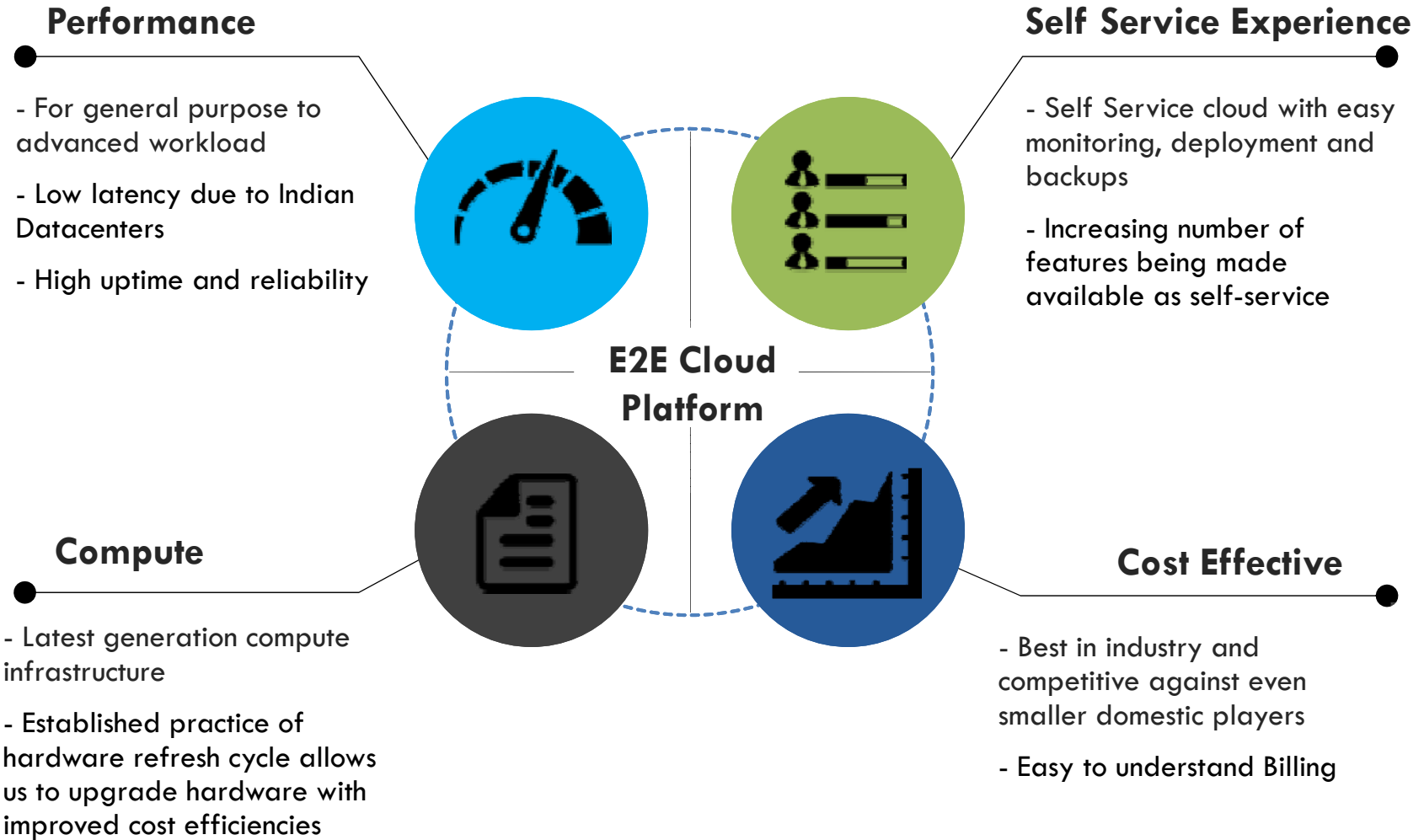
- ✓ Built our own Cloud Infra and developed our Technology Stack
- ✓ IPO listing on NSE Emerge in May'2018 received huge response and was subscribed up-to 70 times.
- ✓ Offers wide range of products (GPU's , Object store , Smart dedicated servers, Virtual /dedicate compute nodes, backup plans among others)
- ✓ Most competitive price among its peers, best value in the industry
- ✓ Easy to understand pricing, 1200+ 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%

*Unaudited and as on 30th june'20

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BENEFITS OF E2E CLOUD INFRA PLATFORM

Performance

- For general purpose to advanced workload

- Low latency due to Indian Datacenters

- High uptime and reliability

Self Service Experience

- Self Service cloud with easy monitoring, deployment and backups

- Increasing number of features being made available as self-service

E2E Cloud Platform

Compute

- Latest generation compute infrastructure

- Established practice of hardware refresh cycle allows us to upgrade hardware with improved cost efficiencies

Cost Effective

- Best in industry and competitive against even smaller domestic players

- Easy to understand Billing

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E2E Seasoned and Professional Senior Management Team

E2E Networks

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

Tarun Dua, Managing Director
Strategy & Management

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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	8vCPUs	16 vCPU's
RAM	60	30	32	64GB	64 GB
Storage	450 GB	2x375 GB	450 GB	600 GB	128 GB
Price Per Month	Rs 4,745	Rs 21,987.6	Rs 26,625	Rs 35,861	Rs 67,950
Price Per Hour	Rs 6.5	Rs 30.1	Rs 36.5	Rs 49.1	Rs 93.1
Source	www.e2enetworks.com/memory-intensive-computing-ssd-series-m	https://cloud.google.com/compute/vm-instance-pricing	https://aws.amazon.com/ec2/pricing/on-demand/	https://www.digitalocean.com/pricing/	https://azure.microsoft.com/en-in/pricing/details/virtual-machines/linux/

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 July' 20

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New Features /Products added recently

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FEATURES RECENTLY ADDED / TO BE ADDED

➢ Object Store (EOS)
- Store, backup and archive content for your web apps or data from AI/ML pipelines.
- 100% SSD ensuring great performance

➢ CDN
- Global content delivery network that distributes your content & web pages to end-users with minimal latency, creating enhanced experiences for your customers.
- Effortlessly create content distributions via the intuitive MyAccount portal of E2E Cloud.
- Video Streaming through CDN (Expected date of launch FY 2020-21 or beyond)

➢ Auto Scaling
- ○ Handle variable user-traffic seamlessly
- ○ Pay per Minute : Pay only for the minutes you have used the cloud instances.

➢ Reserved IP
- ○ Manage your IP addresses from the intuitive MyAccount portal of E2E Cloud.

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- ➤ **Bitninja Integration**
  - ▪ BitNinja integration to allow user to easily enable BitNinja Server security modules

- ➤ **1-Click Deployment**
  - ▪ Quick deployment using pre-baked Images for popular applications

- ➤ **Red Hat CCSP Partnership**
  - ▪ This partnership would enable E2E to service workloads based on certification requirements for Red Hat Enterprise Linux and other Red Hat products
  - ▪ RedHat7 and RedHat8 plans are available on MyAccount portal of E2E Cloud.

- ➤ **Kubernetes**
  - ▪ Kubernetes container orchestration is available on E2E Networks. Able to create master and worker nodes in 1-click . Worker nodes can be launched on desired compute Node SKUs

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E2E Networks

➤ Word Press*

- Simple One Click Setup, deployment and Management
- Global CDN, Free SSL Certificate and Malware protection inbuilt

➤ 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 FY2020-21 or beyond

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SUCCESSFULLY LAUNCHED GPU CLOUD

- *We offer Nvidia's Tesla*
  - ✓ *V100 GPUs with **32** GB onboard graphics memory-based compute instances which are perfect for demanding AI/ML workloads*

  - ✓ *T4 GPUs with **16** GB onboard graphics memory-based compute instances which are perfect for AI/ML workloads*

- *Our GPU instances can help in optimizing costs by as much as 40% compared to the other leading providers*

- *Our instances are available from Indian datacenters ensuring data locality for your critical India centered data*

- *Through E2E cloud these instances can be used for running in various type of AI /ML frameworks*

- *We would be launching NVIDIA A-100 GPUs in the near future.*

Used in various applications like:

Machine Learning	Deep Learning for NLP	Convolutional Neural Networks

Object Recognition	Computer Vision	Conversational Speech Recognition

Indian Data Center

Hourly Billing Best Prices

99.9% Up Time SLA

Coupled with Intel Xeons

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GPU V100 COST COMPARISON OF E2E COST VS PEERS

Description	E2E	GCP	AWS	Azure
Plan Type	GPU.V100	n1-custom-12-65536	p3.2xlarge	NC6s_v3
vCPU	12	12	8	12
RAM	55	64	61	112
GPU Memory	32 GB	16 GB	16 GB	16 GB
Storage	900	1125	Extra charges	736 GB
Price Per Month	Rs 50,000	Rs 1,21,739.18	Rs 1,68,016.8	Rs 1,47,645
Price Per Hour	Rs 100	Rs 166.8	Rs 230.2	Rs 202.3
Source	https://www.e2enetworks.com/gpu	https://cloud.google.com/compute/gpus-pricing	https://aws.amazon.com/ec2/instance-types/p3/	https://azure.microsoft.com/en-in/pricing/details/virtual-machines/linux/

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 July'20*

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GPU T4 COST COMPARISON OF E2E COST VS PEERS

E2E Networks

Description	E2E	GCP	AWS
Plan Type	GPU.T4	n1-standard-16	g4dn.2xlarge
vCPU	12	8	8
RAM	55	52	32
GPU Memory	16	16	16
Storage	900	1125	225
Price Per Month	Rs 17,500	Rs 36,438	Rs 41,172
Price Per Hour	Rs 30/ Hr	Rs 49.9/ Hr	Rs 56.4/ Hr
Source	https://www.e2enetworks.com/gpu	https://cloud.google.com/compute/gpus-pricing	https://aws.amazon.com/ec2/instance-types/g4/

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 July'20*

Recent events Impact on E2E

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RECENT EVENTS IMPACT ON E2E

➢ CORONAVIRUS Lockdown IMPACT

- o Hardware Supply chain was impacted due to general shut down in logistics due to lockdowns. There were ongoing delays in Procurement, Delivery of Servers & Equipment's and there has been generally more price volatility. Recent easing of the situation has allowed us to service most of the customer needs by offering suitable alternatives or increased allowance in delivery timelines.

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

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

- o 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

- o Salary of Leadership, Sales/Marketing and Manager level employees has been restructured with some portion of their fixed salary converted into variable pay .The Proportionate Variable pay has been accrued in the financials as of June'20.

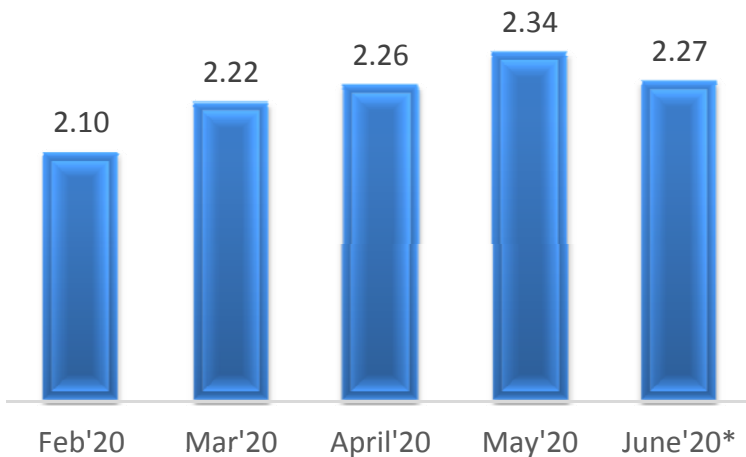➢ General Economic Volatility – We are keeping a close watch on the current situation.

Impact of above has not been quantified in monetary terms yet.

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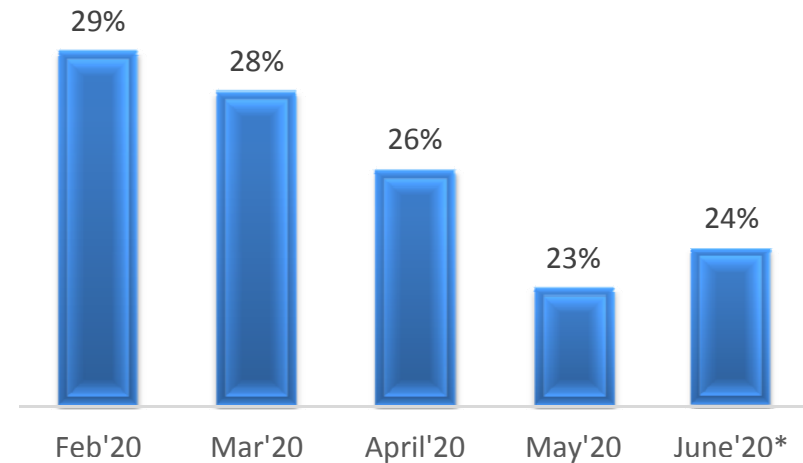# Financials snapshot & business strategy

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OUR APPROACH TO GROWTH

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

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

~ Monthly Revenue *(in Rs cr)*

Feb'20	Mar'20	April'20	May'20	June'20*
2.10	2.22	2.26	2.34	2.27

~ Revenue from Top 10 customers as % of Total

Feb'20	Mar'20	April'20	May'20	June'20*
29%	28%	26%	23%	24%

* Prepaid Cloud Infra Credits not utilized as on 30th June'20 have not been considered as part of revenue

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PROFIT & LOSS

INR Crore	FY18-19	FY 19-20	FY 19-20	FY 19-20	FY20-21 (Unaudited)
	Full Year (April'18 to Mar'19)	H1 (April'19 to Sep'19)	H2 (Oct'19 to Mar'20)	Full Year (April'19 to Mar'20)	Quarter 1 (Apr'20 to June'20)
Revenues*	34.2	14.0	13.3	27.3	7.2
Purchase of services	10.8	5.5	5.4	10.9	2.7
Employee benefits expense	8.4	5.4	5.1	10.5	2.2
Other Opex	3.7	2.4	2.5	4.9	0.7
Total expenses	22.8	13.3	13.0	26.3	5.6
EBITDA*	11.4	0.7	0.3	1.0	1.7
EBITDA %	33.3%	4.8%	2.5%	3.7%	23.1%
Depreciation	8.8	4.7	5.5	10.1	1.6
EBIT*	2.6	(4.0)	(5.1)	(9.1)	0.0
Interest expense	0.1	0.1	0.1	0.2	0.1
PBT	2.4	(4.1)	(5.2)	(9.3)	(0.0)
Tax	0.7	0.0	0.0	0.0	0.0
PAT	1.7	(4.1)	(5.2)	(9.4)	(0.0)

*Includes Other income

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BALANCE SHEET AS AT

INR Crore	Mar'19	Sep'19	Mar'20	June'20 (Unaudited)
Share Capital	*14.3*	*14.3*	*14.3*	*14.4*
Networth	**33.5**	**29.5**	**24.4**	**24.5**
Payables	1.8	2.1	1.7	2.6
Other Liabilities	2.4	2.7	2.2	3.2
Total Equity & Liabilities	**37.7**	**34.3**	**28.3**	**30.3**
Gross Fixed Assets	50.3	56.8	56.4	60.4
Net Fixed Assets	11.3	13.1	9.6	12.1
Trade receivables	0.9	0.4	0.7	0.3
Cash and Cash Equivalents	21.4	15.7	12.4	13.0
Other Assets	4.2	5.2	5.6	4.9
Total Assets	**37.7**	**34.3**	**28.3**	**30.3**

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BUSINESS STRATEGY AND FOCUS

Making our product more robust with greater flexibility

o *Provide more options on how to use infra including usage for short-term and other specific usage*

o *Various kind of flexibilities like Payments, Commitment Period, Operating Systems, Control Panels*

o *Would be adding either Intel's 2nd Generation Scalable processors from the Cascade Lake Refresh and /or AMD EPYC™ Server Processors to our Cloud Computing Platform*

Improving Technical Capabilities

o *Build capabilities in terms of important micro-services*

o *Development of Infra heavy Appliances relevant to the SME market to drive adoption*

Driving growth

o *Focusing on SME and mid-sized accounts by building process driven Sales*

o *De-risking revenue by reducing client concentration*

o *Scaling technology and sales organization to capitalize on huge market opportunity*

o *Focus on cloud cost savings for hyperscale cloud customers when they migrate their workloads to E2E Networks*

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WELL POSITIONED TO CAPITALIZE ON FUTURE OPPORTUNITIES

1

Large Addressable Market Opportunity in Indian Cloud

- *I*ndia's Public Cloud Infra Market to grow at ~32% CAGR over the next 2-3 years
- Wide adoption among SME due to high reliability and value driven pricing

2

Technology driven Product Company

- E2E product offering stands-out given the significant advantages in terms of Technical capabilities
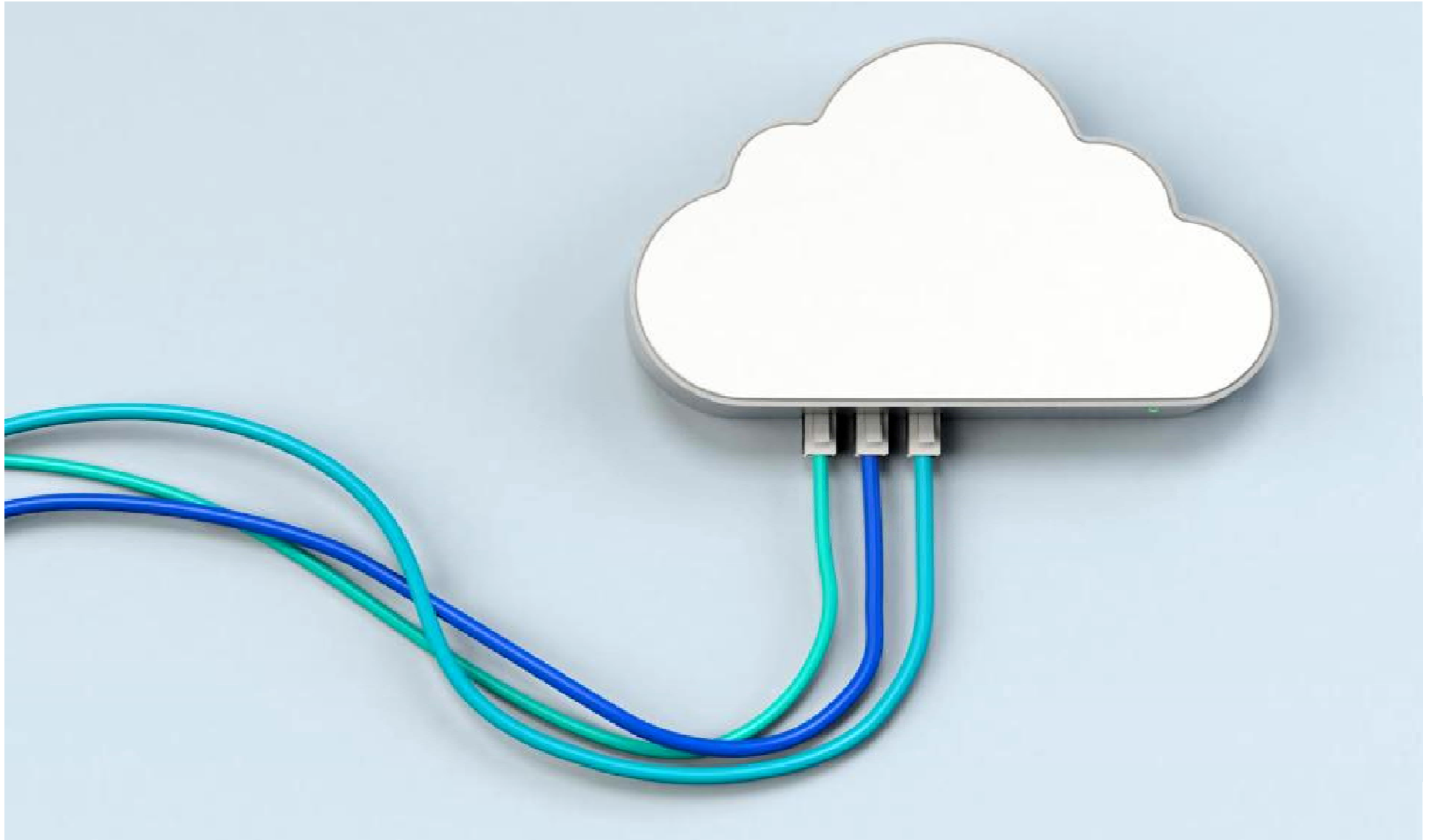- Stronger product market fit enables us to pursue customer with a higher lifetime value (LTV)

3

Focus on growing cloud workloads

- Digital Transformation
- AI/ML
- Data storage and processing

4

Partnerships with 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
- Working on Red Hat CCSP Partnership
- Other on-going licensing relationship are with SoftwareOne (LAR for Microsoft), BitNinja ,Cloud Linux Inc ,Continuum Managed services Holco LLC (R1Soft), and through their distribution partners with Softaculous ,C Panel and Plesk.

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E2E NETWORKS LIMITED

Contact: investors@e2enetworks.com