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, Website https://www.e2enetworks.com/

Date- August 17, 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 June 30, 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
Digitally signed by Richa Gupta
Date: 2023.08.17 16:35:12 +05'30'

Richa Gupta
Company Secretary Cum Compliance Officer
Membership No-A-56523
Encl.: As above

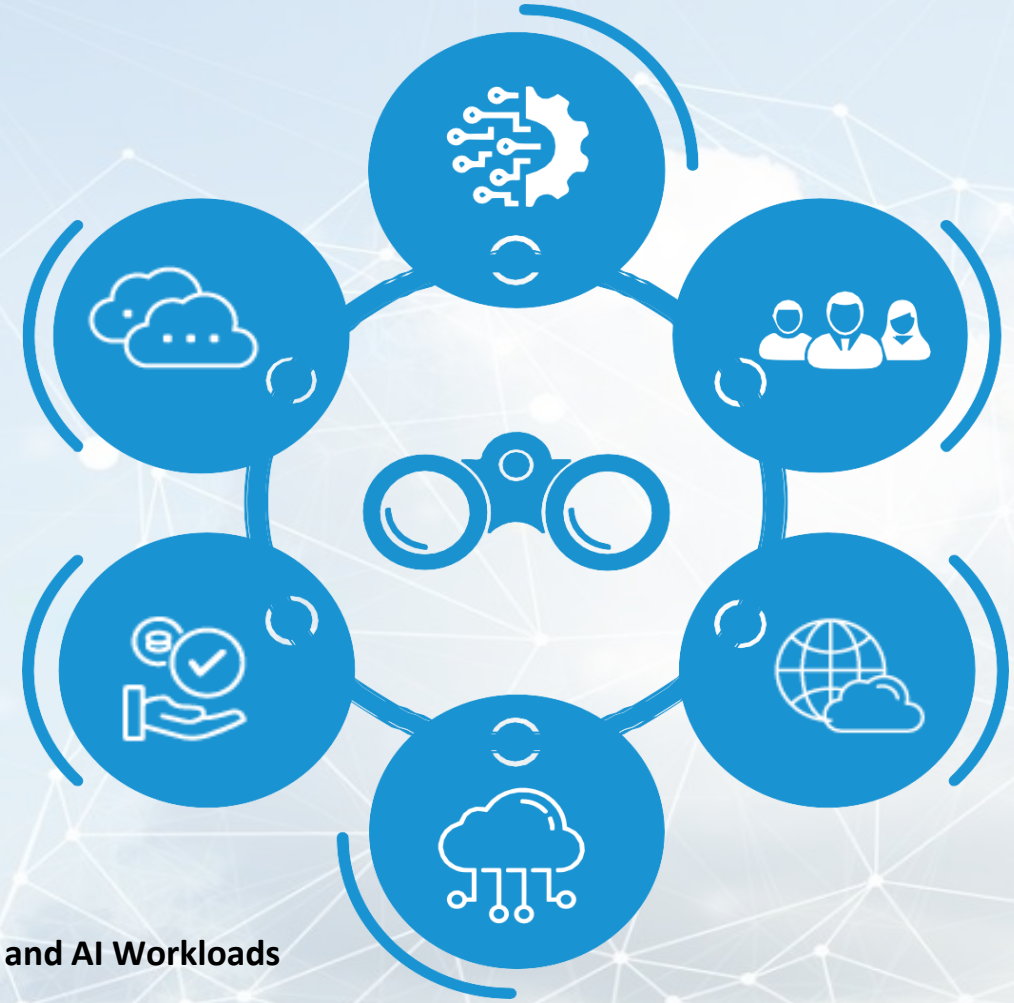
E2E Networks Limited

Earning Presentation – Q1-FY24

E2E at a Glance

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

AI First Hyperscaler from India



Battle tested Infrastructure and Software

Affordable and high performance

2600 plus active customers

Cloud GPUs and AI Workloads

Why E2E?

1. Atmanirbhar Bharat
2. Affordable
3. Assistance
4. Approachable
5. Accommodative

Cloud Storage & Solutions

E2E Networks, the NSE Listed is the first AI Hyperscaler in India that provides the following cloud solutions and services at cost effective rates to SME's organizations across India:

Load Balancer

Content Delivery Network

One Click Deployment

Reserved IP

E2E API

E2E Auto Scaling

EKS

DBaaS

VPC

E2E Cloud **Firewall**

Bitninja E2E Cloud

Advantages & Benefits

High performance
High end CPU/GPU configurations for most demanding compute workloads.

Simplified Choices for every need
Un-complicated choices for all compute needs

Bleeding Edge Compute
Latest generation CPU/GPU infrastructure
Faster Hardware refresh cycles

Data Lake
High Performance Object Store, Block Storage and Container Attached Storage allows you to move Terabytes of data around for most demanding inferencing and training needs.

No hidden costs
Pay only what you see

Business Agility
Reduced operational costs

AI/ML/DL Workloads
Spend less time configuring and more time training/inference with One Click deployments of AI/ML/DL Libraries and Open Source Software

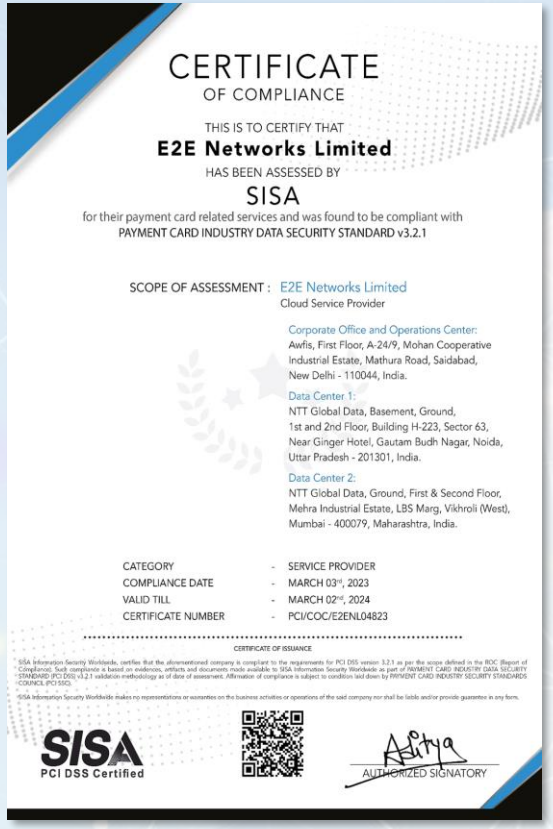
Fully Featured
Multi-Region Full Stack Cloud Platform

Self-Service Experience
Software Defined Infra for Developers & Data Scientists
DevOps in Production

Scalable
Easily Upgrade/Downgrade your services on demand

Accolades

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



Commitment to Safety, Security, & Compliance

Achieved Times Business Award for Excellence in the field of Cloud & AI

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

Financial Overview

Financial & Operational Highlights

Q1-FY24 Financial Highlights

Revenue **INR 195 Mn** *+28.3% YoY*	EBITDA **INR 103 Mn** *+41.1% YoY*	EBITDA Margin **52.82%** *+479 Bps YoY*
PAT **INR 70 Mn** *+169.3% YoY*	PAT Margin **35.90%** *+1879 Bps YoY*	Diluted EPS **INR 4.76** *+173.6% YoY*

Operational Highlights

- Company has consistently been increasing the Monthly Recurring Revenues (MRR) which is resulting in sustained revenue growth.
- Enhanced 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:
  - **TIR -Advanced Jupyter Notebook Framework:** Provides data scientists in research labs and organizations with an efficient environment for expediting AI model development and training.
  - **Security Groups Feature:** Security Group acts as a virtual firewall for the Server Node to control incoming and outgoing traffic It empowers the users with enhanced functionality and control over their accounts.
  - **Snapshot lifecycle management (SLM):** E2E DBaaS(Database As A Service) easier snapshots and cleanup based on conditions (rules).
  - **Advanced Load Balancer(ALB):** Better Traffic Routing capabilities based on many additional criteria.
  - **E2E Container Registry (ECR):** Enables storing private container images for EKS (E2E Cloud Kubernetes Service).
  - **E2E Queue Service (EQS):** SQS compliant service which enables asynchronous scaling of applications.
  - **Bucket Replication :** It's on EOS (E2E Object Storage),which lets users maintains a copy of their objects in a secondary location.

Quarterly Financial Performance

PARTICULARS (INR Mn)	Q1-FY24	Q1-FY23	Y-o-Y	Q4-FY23	Q-o-Q
Operational Revenue	**195**	**152**	**28.3%**	**176**	**10.8%**
Total Expenses	92	79	16.5%	85	8.2%
EBITDA	**103**	**73**	**41.1%**	**91**	**13.2%**
EBITDA Margins (%)	***52.82%***	***48.03%***	***479 Bps***	***51.70%***	***112 Bps***
Other Income	3	1	NA	4	(25.0)%
Depreciation	19*	38	(50.0)%	60	(68.3)%
Finance Cost	2	1	NA	2	0.0%
PBT	**85**	**35**	**NA**	**33**	**NA**
Tax	15	9	66.7%	8	87.5%
PAT	**70**	**26**	**NA**	**25**	**NA**
PAT Margins (%)	***35.90%***	***17.11%***	***NA***	***14.20%***	***NA***
EPS (INR)	4.82	1.76	NA	1.75	***NA***
Diluted EPS (INR)	4.76	1.74	NA	1.73	NA

*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 Income Statement

PARTICULARS (INR Mn)	FY21	FY22	FY23	Q1-FY24
Operational Revenue	**353**	**519**	**662**	**195**
Total Expenses	250	289	332	92
EBITDA	**103**	**230**	**330**	**103**
EBITDA Margins (%)	***29.18%***	***44.32%***	***49.85%***	***52.82%***
Other Income	10	3	8	3
Depreciation	123	178	201	19*
Finance Cost	2	2	5	2
PBT	**(12)**	**53**	**132**	**85**
Tax	-	(12)	33	15
PAT	**(12)**	**65**	**99**	**70**
PAT Margins (%)	***NA***	***12.52%***	***14.95%***	***35.90%***
EPS (INR)	(0.86)	4.46	6.85	4.82
Diluted EPS (INR)	(0.86)	4.44	6.77	4.76

*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.

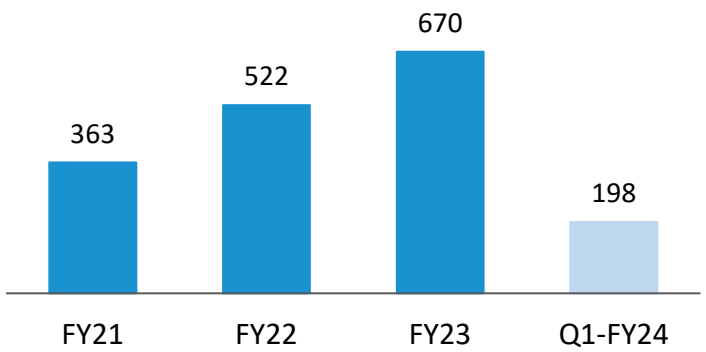
Historical Balance Sheet

PARTICULARS (INR Mn)	FY21	FY22	FY23
EQUITY & LIABILITIES			
Equity	**274**	**385**	**494**
(A) Share Capital	144	145	145
(B) Other Equity	130	240	349
Non-current Liabilities	**7**	**26**	**49**
(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
Current Liabilities	**85**	**69**	**141**
(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
GRAND TOTAL - EQUITIES & LIABILITES	**366**	**480**	**684**

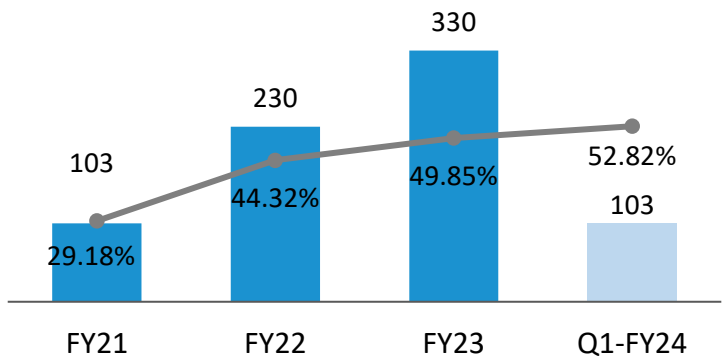
PARTICULARS (INR Mn)	FY21	FY22	FY23
ASSETS			
Non-Current Assets	**282**	**386**	**423**
(A) Property, Plant & Equipment	199	226	229
(B) Other Intangible Assets	66	132	136
(C) Loans and Advances	-	-	-
(D) Non-Current Tax Assets (Net)	17	16	3
(E) Right of Use Asset	-	12	55
Current Assets	**84**	**94**	**261**
(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
GRAND TOTAL – ASSETS	**366**	**480**	**684**

Key Financial Metrics

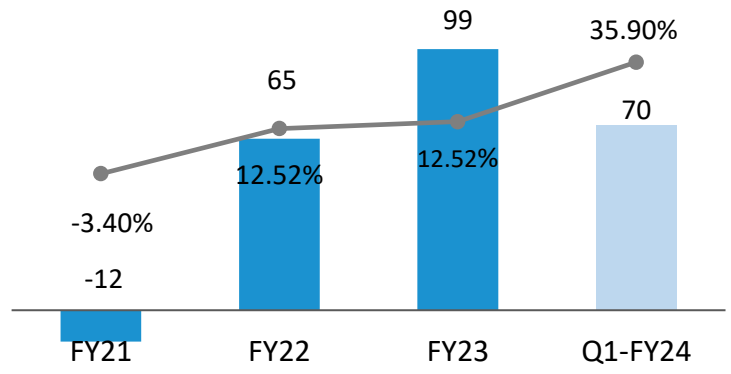
Total Revenues (INR Mn)



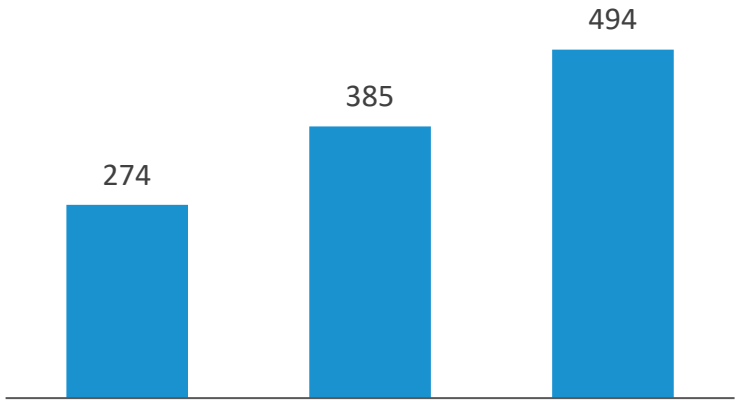
EBITDA (IN Mn) & EBITDA Margins (%)



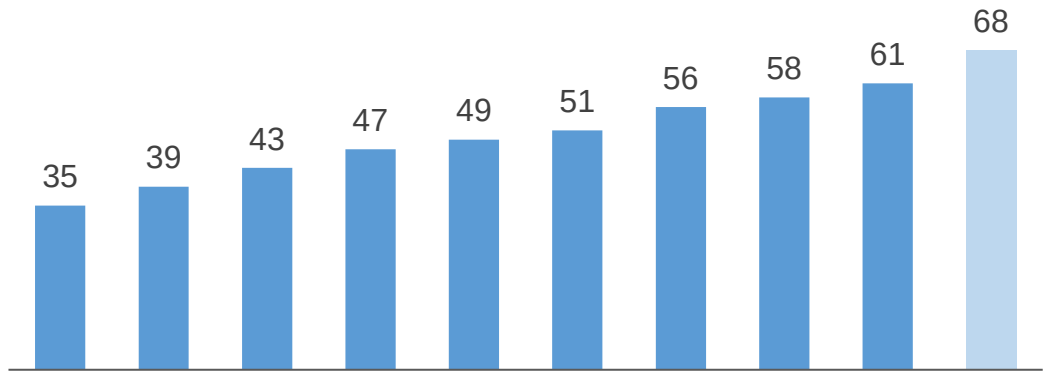
PAT (INR Mn) & PAT Margins (%)



Net Worth (INR Mn)

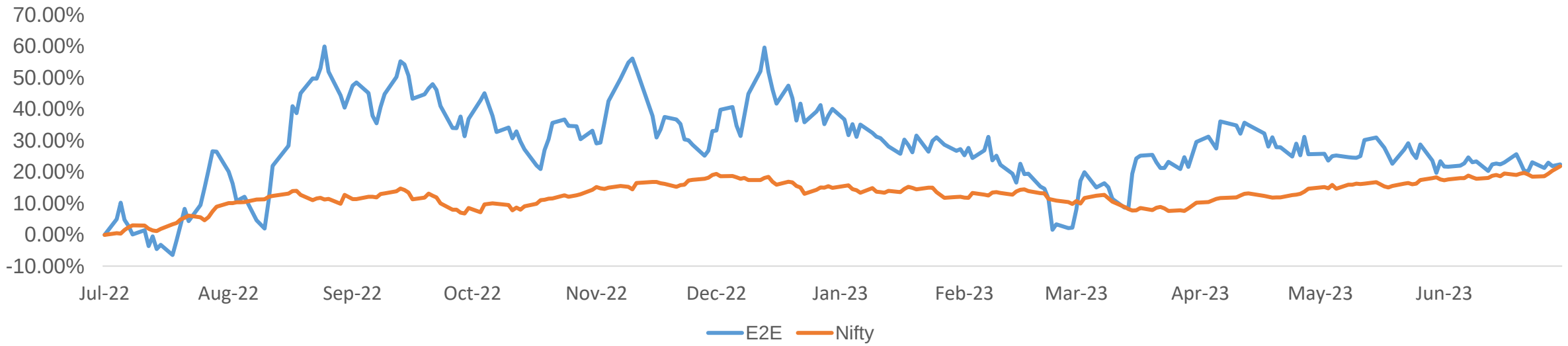


Monthly Recurring Revenue (INR Mn)



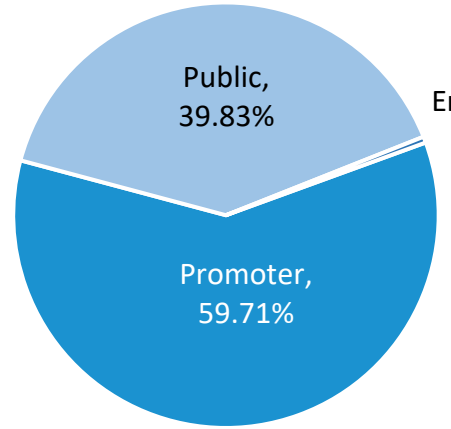
Capital Market Information

1 Year Stock Performance (as on 30th June, 2023)



Price Data (As on 30th June, 2023)	INR
Face Value	10.0
CMP	167.05
52 Week H/L	228.7 / 122.2
Market Cap (Mn)	2,418.1
No. of Share outstanding (Mn)	14.5
1 Year Avg. Trading Volume ('000)	11.8

Shareholding Pattern (As on 30th June, 2023)



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E2E Networks Limited

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THANK YOU