



E2E Networks Limited

Low Latency Hosting in India
CIN NUMBER - L72900DL2009PLC341980

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Email : cs@e2enetworks.com, Website <https://www.e2enetworks.com/>

Date- 18.09.2020

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
Sep 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
- 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 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, +1300 Billed 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%

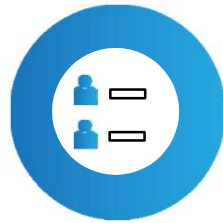
*Unaudited and as on 30th june'20

E2E'S BENEFITS



Reliable Performance

Experience better & optimized performance across workloads



Low Latency

Advantage of Indian Datacenters



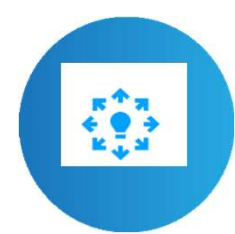
Affordable Pricing

Best in Industry Plans



Self Service Cloud Platform

Easily launch & manage your nodes



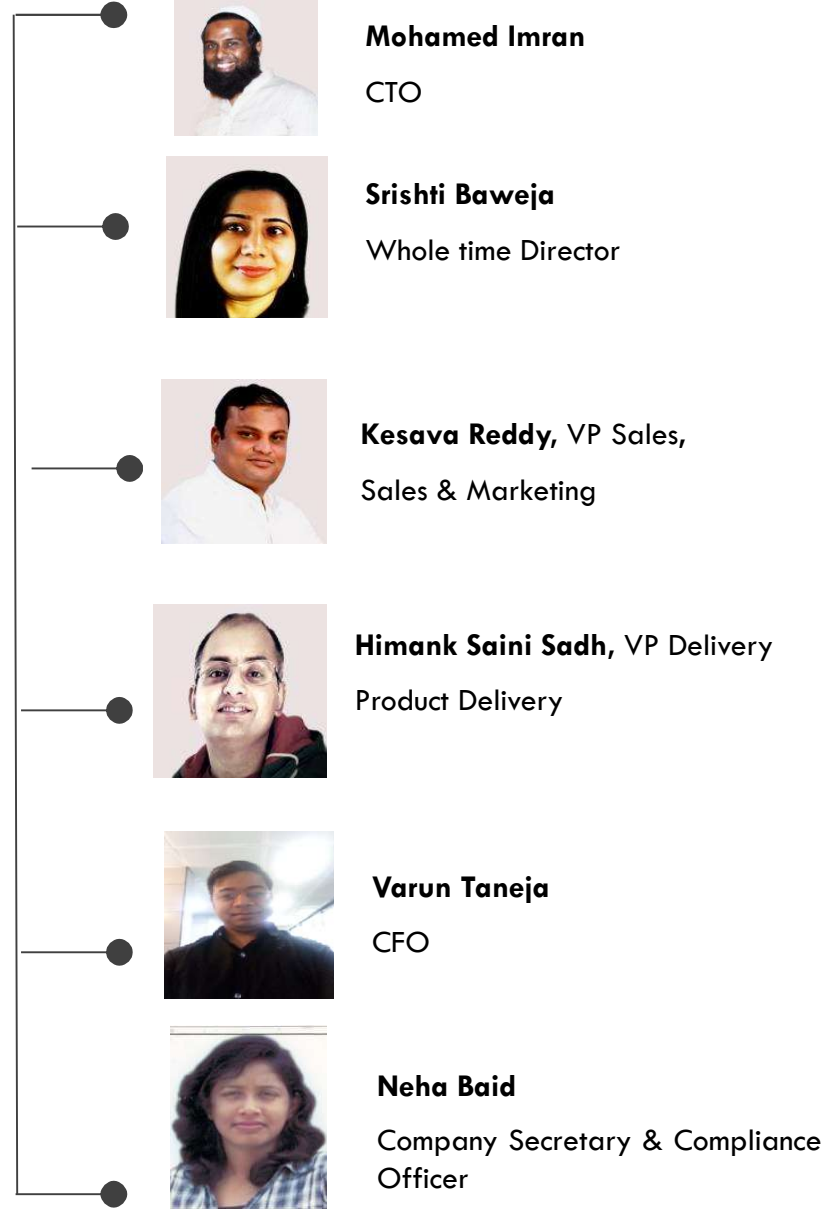
Scalable

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

E2E SEASONED AND PROFESSIONAL SENIOR MANAGEMENT TEAM



Tarun Dua, Managing Director
Strategy & Management



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	EBS only	600 GB	128 GB
Price Per Month	Rs 4,745	Rs 20,418	Rs 21,491	Rs 35,861	Rs 67,950
Price Per Hour	Rs 6.5	Rs 27.97	Rs 29.44	Rs 49.1	Rs 93.1
Source	https://www.e2enetworks.com/memory-intensive-computing-td-wlxkvm	https://cloud.google.com/compute	https://aws.amazon.com/ec2/pricing	https://digitalocean.com/pricing/	https://azure.microsoft.com/en-in/pricing

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 Sep' 20

New Features /Products added recently

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.

➤ 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 in desired series (C2 Series, M Series, SD Series)

FEATURES ADDED / TO BE ADDED

CONTD..

➤ 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

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 are currently offering NVIDIA DGX trials and would soon be launching NVIDIA A-100 GPUs in near future.

Used in various applications like:

Machine Learning

Deep Learning for NLP

Convolutional Neural Networks

Object Recognition

Computer Vision

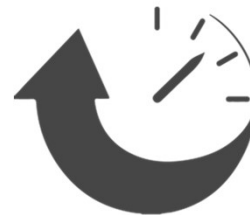
Conversational Speech Recognition



Indian Data Center



Hourly Billing Best Prices



99.9% Up Time SLA



Coupled with Intel Xeons

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	Rs 1,68,017	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

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 Sep'20

GPU T4 COST COMPARISON OF E2E COST VS PEERS

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 60,225	Rs 41,172
Price Per Hour	Rs 30/ Hr	Rs 82.5/ 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

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 Sep'20

Recent events Impact on E2E

RECENT EVENTS IMPACT ON E2E

➤ CORONAVIRUS Lockdown IMPACT

- 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.
- Most Teams including sales are working from home currently and using online meetings to interact with each other and customers.
- New products/features launches are still impacted as priority is to service existing needs fully.
- 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

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

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

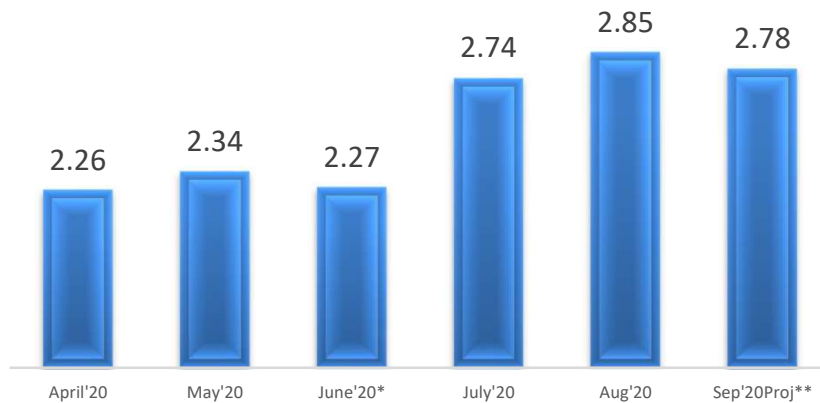
Financials snapshot & business strategy

OUR APPROACH TO GROWTH

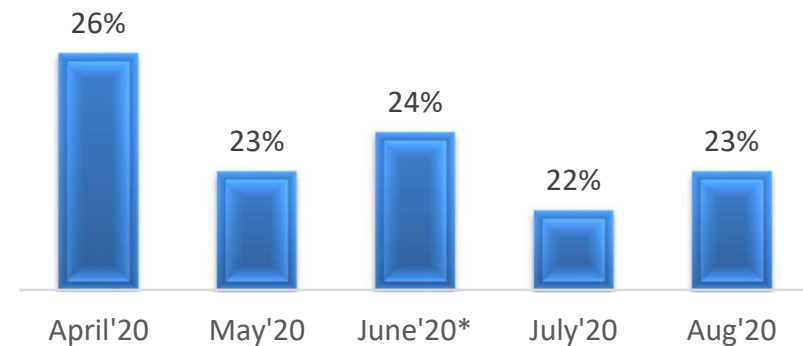
❖ E2E continued effort to build a superior Public Cloud Product is seeing traction with:

- 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 crs)



~ Revenue from Top 10 customers as % of Total



* Prepaid Cloud Infra Credits not utilized are adjusted with revenue on last month of every quarter, thus June'20 and Sep'20 revenue is after adjusting the unutilized prepaid infra credits.

** Sep'20 revenue numbers have been projected same as Aug'20 after adjusting the unutilized prepaid infra credits from Sep'20

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

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

BUSINESS STRATEGY AND FOCUS



Making our product more robust with greater flexibility

- *Provide more options on how to use infra including usage for short-term and other specific usage*
- *Various kind of flexibilities like Payments, Commitment Period, Operating Systems, Control Panels*
- *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

- *Build capabilities in terms of important micro-services*
- *Development of Infra heavy Appliances relevant to the SME market to drive adoption*

Driving growth

- *Focusing on SME and mid-sized accounts by building process driven Sales*
- *De-risking revenue by reducing client concentration*
- *Scaling technology and sales organization to capitalize on huge market opportunity*
- *Focus on cloud cost savings for hyperscale cloud customers when they migrate their workloads to E2E Networks*

WELL POSITIONED TO CAPITALIZE ON FUTURE OPPORTUNITIES

1

Large Addressable Market

- India's Public Cloud Infra Market to grow at ~32% CAGR over the next few years
- Your company is well positioned to serve the value segment, Traditional Website/Mobile App Server Workloads, Lift & Shift of On-premise workloads

2

Product Capabilities

- Cloud offering solves for major public cloud use cases increasing adoption footprint
- Product features comparable to Hyperscale Public Cloud enables us to pursue customers with higher LTV

3

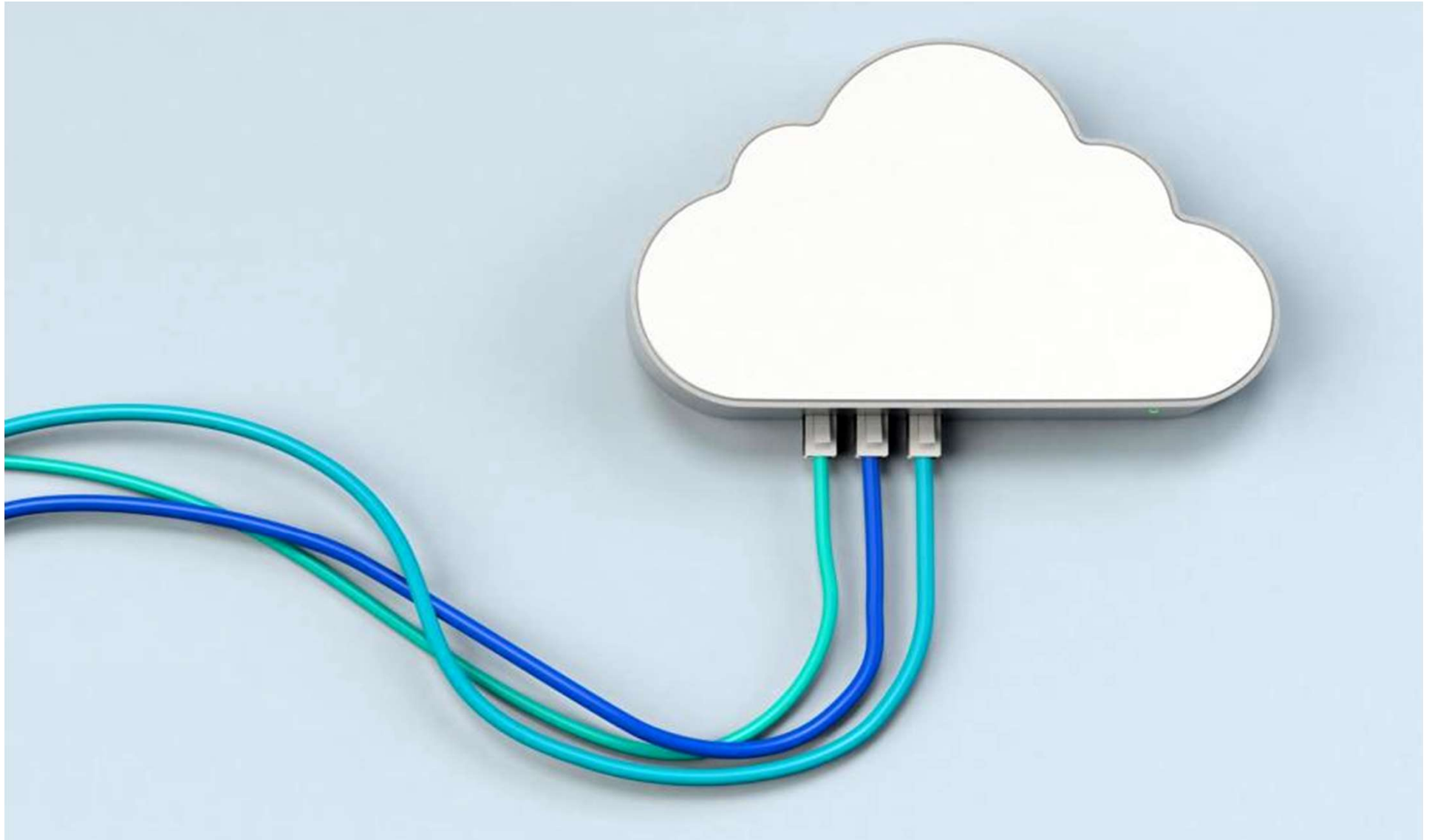
GPU Accelerated Workloads

- Data Science and Analytics
- Computer Vision (Training & Inference)
- NLP (Natural Language Processing)
- Engineering/Graphics Workstations on Cloud

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 Red Hat CCSP Partnership would enable E2E to service workloads based on certification requirements for Red Hat Enterprise Linux and other Red Hat products.
- Other on-going licensing relationship are with Softaculous, BitNinja, Cloud Linux Inc, Continuum Managed services Holco LLC(R1 Soft) and with Fortinet, Microsoft, NVIDIA, Red hat Software, CPANEL and Plesk through there distribution partners/resellers.



E2E NETWORKS LIMITED

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