

### **E2E Networks Limited**

#### Low Latency Hosting in India CIN NUMBER - L72900DL2009PLC341980

Regd. Office : Awfis, First Floor, A-24/9, Mohan Cooperative Industrial Estate, Mathura Road, Saidabad, New Delhi-110044, Phone +91-11-411-33905 Email : <u>cs@e2enetworks.com</u>, Website <u>https://www.e2enetworks.com/</u>

Date- 18.11.2021

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

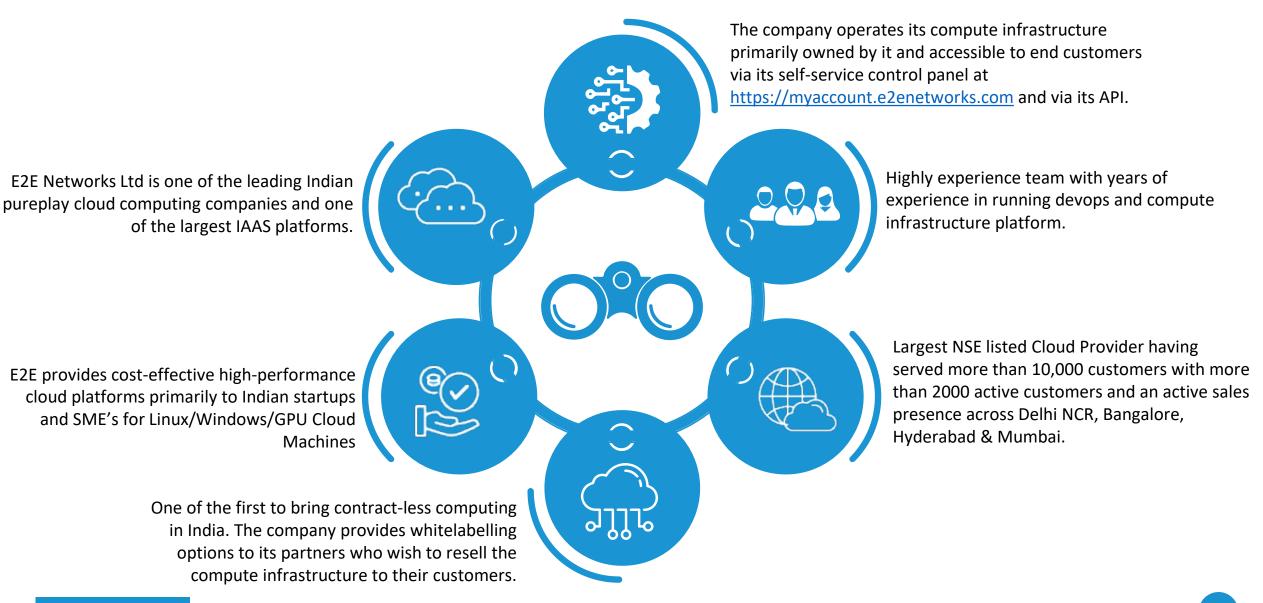
Neha Baid Company Secretary Cum Compliance Officer Membership No.: 33753



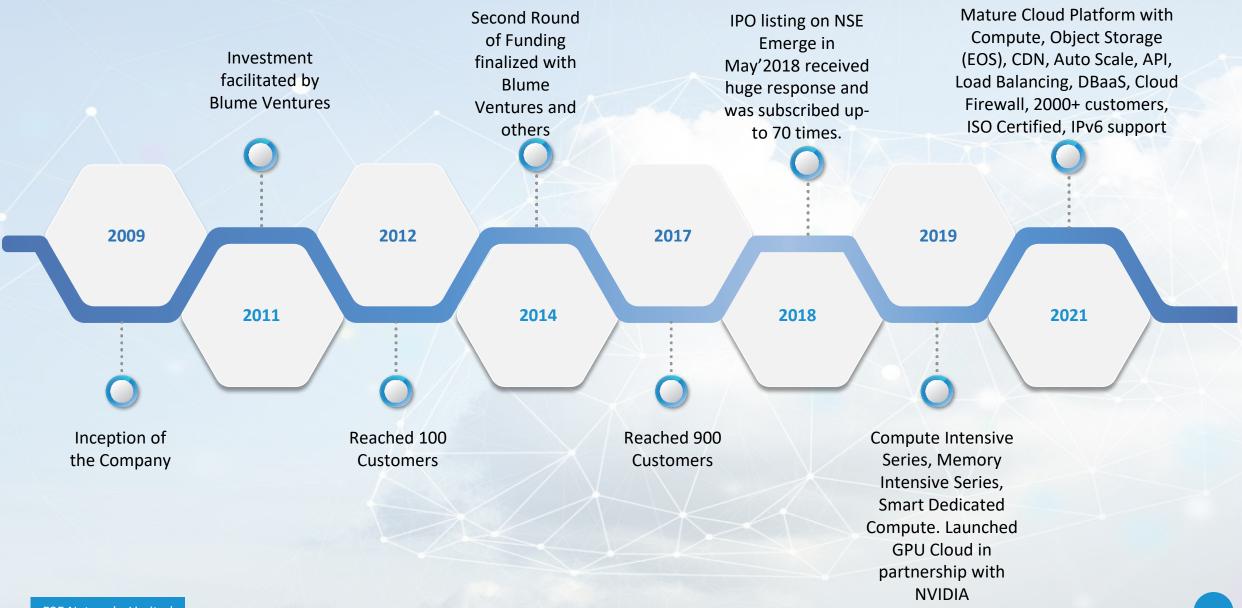
# **E2E Networks Limited**

Investor Presentation – November 2021





### **Key Milestones**



### **Board of Directors**





Tarun Dua - Managing Director and Promoter holds a degree of Bachelor of Technology (Computer Engineering) from REC Kurukshetra University. He has experience of more than 19 years in the field of Open source, Linux, virtualization, WebScale , Networks Operations and Cloud Computing Domain. He has been the director of our Company since Incorporation. He manages overall operation of the company.



Varun Pratap Rajda - Independent Director is a Chartered Accountant and working as co-founder of Constellation Blu Advisory, looking after Transaction Advisory Practice. Previously, He was working with Akbar Travels, Mumbai as a part of the Internal Audit team. Over the last 5 years, he has been working in diverse areas across various faculties of Finance, Accounting, Corporate Laws and Operations Management.



Srishti Baweja - Whole-Time Director and Promoter is an active member of the Institute of Chartered Accountants of India. She has experience of more than 16 years in the field of Finance and Administration. She is also in-charge of overall operations and management of the company along with Tarun Dua.



**Gaurav Munjal - Independent Director** has done his graduation in Mechanical Engineering from IIT Bombay and has professional experience of almost 15 years. He is the Managing Director of Infollion Research 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.



Aditya Bhushan - Independent Director 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.



Naman Sarawagi - Independent Director holds professional experience of over 10 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.

### Leadership Team





**Mohammed Imran (Chief Technology Officer)** - Imran runs E2E's cloud computing operations and initiatives using his extensive experience in cloud computing, networking, and open-source software. Imran has been an avid user and supporter of Open Source and has deployed FOSS solutions on different domains for leading organizations and educational institutions. At E2E Networks, he follows the same Open Source passion to help teams create innovative, creative, efficient, and reliable products and solutions.



**Kesava Reddy (Chief Revenue Officer)** - Kesava has been closing B2B sales for startups for last 10 years. He is currently the head of sales for E2E Networks. Kesava has worked for half a dozen startups on selling to enterprise both cloud offering as well as traditional enterprise software.



Megha Raheja (Chief Financial Officer) - Megha is a Chartered Accountant with over 20 years of experience in IT/ITES and telecom industry. She has diverse experience in Financial Accounting & Reporting, Taxation, Treasury & Banking, Budgeting, Mergers & Acquisitions. She is adept at supporting business objectives with a decisive leadership style and strategic approach to decision making.



Ashish Charan (Assistant Vice President - Sales) - Ashish V. Charan is a result-oriented professional with 7 years of experience in Sales. He has set up high-performance sales teams and processes from scratch, mentoring & coaching individuals helping them maximize their potential while ensuring teams function as a cohesive unit. He is proficient in data centre technologies and cloud computing.



**Neha Baid (Company Secretary and Compliance Officer)** - Neha did her B. Com(H) from Hansraj College and is a qualified Company Secretary and a Member of Institute of Company Secretary of India since September, 2013. She has over 5 years of experience of working in secretarial compliances, handling legal cases and drafting of legal and business agreements.



**Pradeep Pandey (Director - Channel Sales)** - Pradeep is a passionate Sales professional with an experience of 6yrs+ in Business Development and Sales. His profile includes handling large key accounts from prospecting level to closures, building relationship with CXOs; decision makers to boost opportunity closure cycle, generating revenue for the company, meeting targets on time.



**Pawan Kumar Singh (Product Manager – DevOps)** - An E2E Networks prodigy, joined as a fresher and learned on the job. He established himself as an accomplished and highly-competent DevOps and Solution architect for over 6yrs+ possessing good know-how of technical support and vast experience of assisting customers in building and managing their setups.



**Mohamed Mushab (Product Manager – DevOps)** - As a Technical Account Manager I am responsible for ensuring that customers get the most value from the Cloudops Services. He handles high traffic websites and sets up their infra with high availability mode and also reduces the cost by rightsizing their infra.

### Partnerships



- Partnerships: Intel, NVIDIA 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
- 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.



### Some Marquee Clientele served over the years







#### Significant Reduction in customer concentration.

Earlier the largest customer used to contribute close to 30% to the revenue. No customer contributes more than 5%.

#### **Competitive Edge due to In-house software**

Our company has focused extensively on Research & new software development, spending a significant portion of its revenues on this function to create a better experience for its users.

## Decreased unit cost of hardware acquisition at scale

Direct connect with OEMs allows for better and faster acquisition of hardware required for scaling of Compute Platform and lower cost of acquisition of Servers.



## Focused on adding more number of small/mid-scale customers as opposed to very large customers.

This enables the company to earn higher lifetime value per customer as the switching cost will be relatively higher to the size of operations of a customer.

#### **Constantly deploys new inventory**

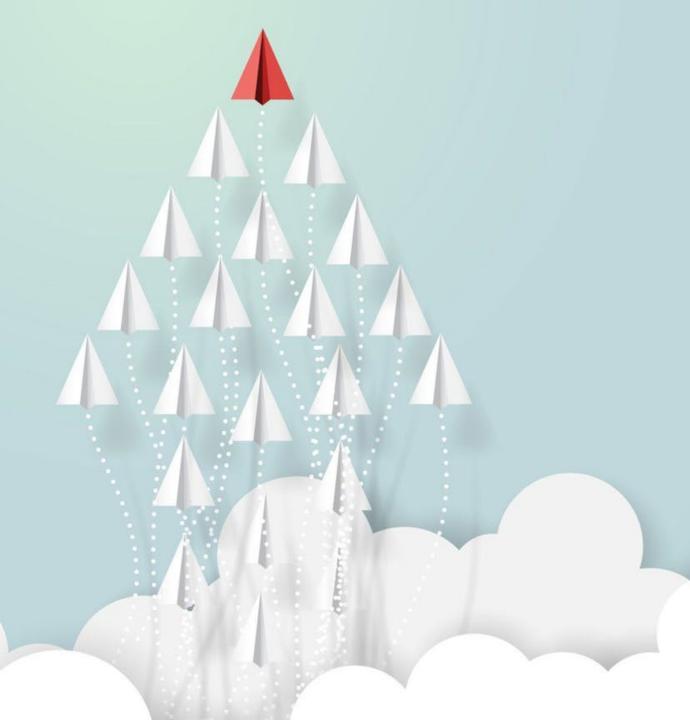
New inventory infusion allows for evangelization to larger number of trial customers for the purpose of comparison improving conversions.

#### **Larger Scale of Operations**

Results in a linear scale of opex cost increase while resulting in overall decline as a percentage of revenue resulting in increased EBITDA.

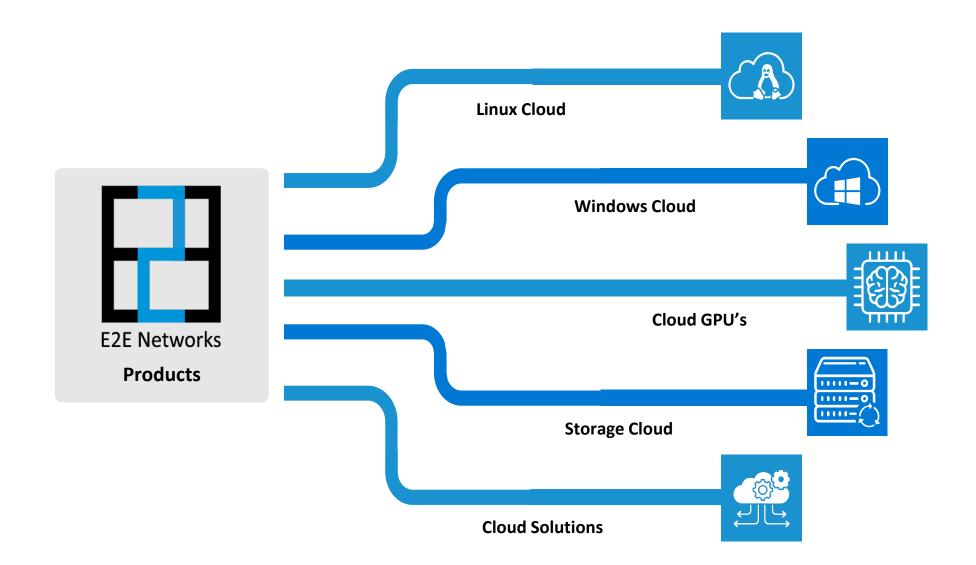
# Constantly adding highly profitable value added products/services.

Over the years the company has carefully engineered and introduced various additions, roughly 20 features that include core infrastructure offerings and a set of services that operate on top of that. Company has recently added products like DbaaS, Block Storage, BitNinja Integration, Kubernetes, etc and is constantly looking to add new value added products.



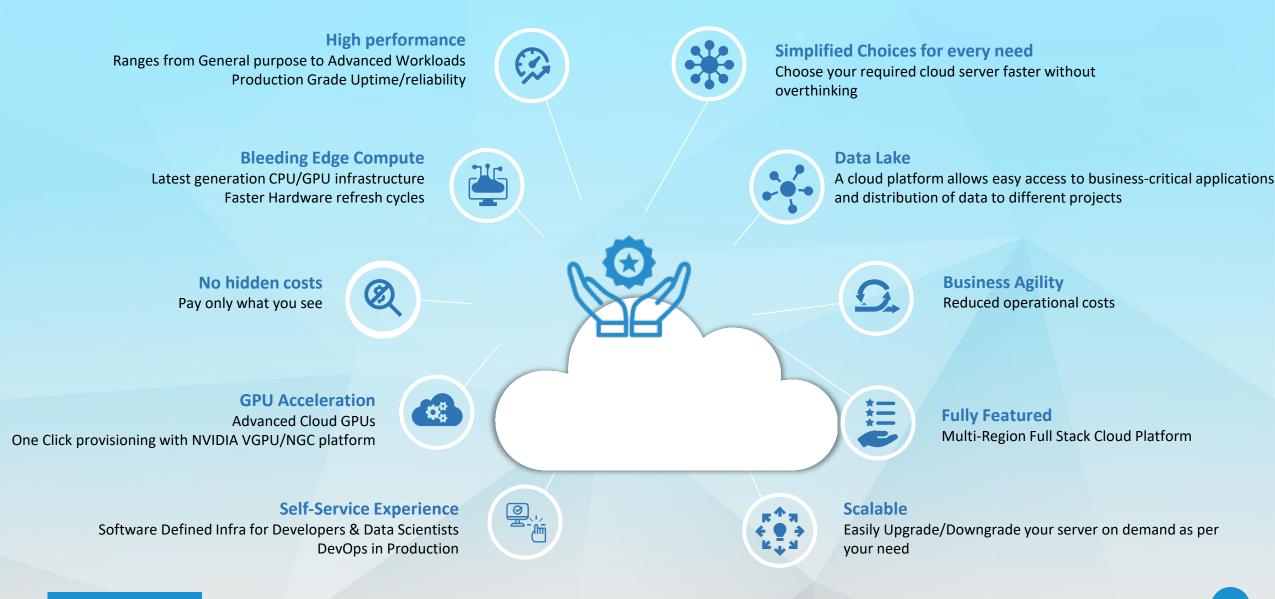
# **Business Overview**





### Advantages & Benefits





E2E Networks Limited





#### **CPU Intensive Cloud**

Run CPU intensive workloads with confidence across various industry verticals and experience high performance computing in the cloud.

#### **CPU Intensive Cloud C2 Series**

- Latest generation Intel processors manage your data-rich workload with C2's high IOPS and memory application.
- Plans from 4 vCPUs to 60 vCPUs

#### **Memory Intensive Cloud**



The 2nd generation Memory Intensive computing node plans are designed to offer double the amount of vCPUs and more than triple the amount of RAM at the same price compared to the first generation.

#### **High Memory Series**

Offering double the amount of vCPUs and triple the amount of RAM at the same price compared to the first generation.

Plans from 30 GB to 240 GB RAM

#### **Benefits**

- Better Compute
- Optimized Plans
- Reliable Performance
  Scalable
- Affordable Pricing

#### **Benefits**

- Security
- Quick Deployments
- High Performance
- Low-Barriers
- One-click
- Backup/Restore
- Indian Data Centres
- High-Memory Instances
- Add-on IPs
- Machine Image
- PHP Modules
- Optimized Pricing`



#### Windows Cloud

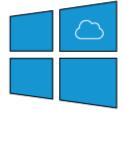
- E2E offers the best cloud for Windows, and it is the right cloud platform for running Windows-based applications today and in the future. Windows computing nodes are one of our most popular compute nodes among developers and enterprise customers. Windows on E2E Cloud enables you to increase or decrease capacity within minutes. You can commission as many servers as you require.
- Affordable, Scalable, Reliable and Secure Cloud For Windows.
- Windows Server Editions: 2019, 2016 & 2012 R2 (Standard)

#### Windows MS SQL on E2E Cloud

- E2E offers the best cloud for Windows MS SQL, and it is the right cloud platform for running database workloads today and in the future. Windows MS SQL computing nodes are one of our most popular compute nodes among developers and enterprise customers. Windows MS SQL on E2E Cloud enables you to increase capacity within minutes. You can commission as many servers as you require.
- We support Windows MS SQL Web/Standard 2012, 2014, 2016, 2017 and 2019 versions.

#### **Benefits**

- Lower Costs
- Scalable
- High-performance
- Secure
- Reliable
- Physical CPU Cores without HT result in lower software licensing costs



### Smart Dedicated Compute



#### Windows and Linux Smart Dedicated Compute Platform

 Smart-dedicated Compute is the latest breed of servers that are ideal for intensive workloads, where you can experience the power of dedicated servers and the benefits of public cloud which makes it much easier to manage your infrastructure.



- Smart Dedicated Compute is the next step in the evolution of cloud computing. Hosting your business workloads on Smart Dedicated Compute gives you the security and privacy of an internal network with all the advantages of cloud computing. It offers the business a way to experience the reliability, flexibility, high performance, and scalability of the cloud along with an extra layer of security and privacy. It is the combination of a dedicated CPU's pinned for a customer with today's leading cloud virtualization technology.
- Smart Dedicated Compute allows the flexibility of customizing the server to the clients' unique needs for CPU, RAM, disk space and software. With Smart Dedicated Compute, you can easily avail predictable performance with numerous Public Cloud benefits, which includes better performance, security, self-service, scalability, and resilience.
- Experience bare-metal performance on cloud with zero noisy neighbour problem, and reliable performance.

#### **Benefits**

- Self-service
- Save Machine Images
- Interactive API
- No Noisy Neighbour
- Scaling of Server via auto-scaling
- Easy Backup Setup
- Adding of E2E Block Storage

### **Cloud GPUs**





#### **GPU dedicated compute with A100**

A100 - The Universal System for All Al Infrastructure that enables Enterprises to consolidate training, inference, and analytics using World's most advanced accelerator. Currently the most powerful GPU from NVIDIA.



#### **GPU dedicated compute with A30**

NVIDIA A30 Tensor Core GPU is the most versatile mainstream compute GPU for AI inference and mainstream enterprise workloads.



#### **GPU dedicated compute with RTX8000**

GPU for modern workloads in the cloud, for AI, data sciences, HPC and remote working cloud workstations engineering design and creative/VFX users.

#### GPU dedicated compute with Tesla v100

NVIDIA<sup>®</sup> Tesla<sup>®</sup> V100 Tensor Core is the most advanced data center GPU ever built to accelerate AI, high performance computing (HPC), data science and graphics. It's powered by NVIDIA Volta architecture, comes in 16 and 32GB configurations, and offers the performance of up to 100 CPUs in a single GPU. Data scientists, researchers, and engineers can now spend less time optimizing memory usage and more time designing the next AI breakthrough.

#### **GPU dedicated compute with T4**

The NVIDIA T4 GPU accelerates diverse cloud workloads, including highperformance computing, deep learning training and inference, machine learning, data analytics, and graphics

#### Used in

- Machine Learning
- Computer Vision
- Deep Learning for NLP
- Object Recognition
- Visual Computing

#### Features

- Unbeatable performance Powered with NVIDIA T4, Tesla V100, A100 and RTX 8000 GPUs
- Unmatched price-to-performance ratio
- Zero lock-in, pay hourly
- Low Latency due to Indian DC locations.

#### **GPU Cloud Multiple Uses**

- AI/ML/DL- Solve complex models at high speed to improve predictions and decisions of your algorithms.
- Computer Vision Video analysis, facial recognition, medical imaging.
- Computational Finance- Analyze and calculate large and complex financial data.
- Scientific Research- Eg. Molecular modeling, fluid dynamics etc.
- Big Data- Deal with voluminous data sets at a quicker rate.

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### Storage Cloud



### **Object Storage**

Also known as EOS, E2E object storage is an SSD-based S3-compatible object storage service designed for demanding workloads like machine learning and deep learning.

#### **Features**

- S3-compatible REST API
- 70% cheaper than other cloud storage
- Data protection guaranteed despite hardware failure
- Zero hidden charges.



#### **E2E Block Storage**

E2E Block Storage Provides block-level storage volumes to use with our compute nodes. These volumes can be attached to your computing nodes which makes its data and file system available for your nodes. If your node is running on linux, then you can mount this volume file system just like mounting any other file system.

#### **Features**

- Scale Up Storage Capacity
- Resilient and Fault Tolerant
- No Compute Dependency
- High-Speed Storage



#### E2E CDP Backup

CDP backup service backups your VM or cloud instance data continually, incrementally, automatically on E2E Cloud — letting you fallback to backup recovery points as your situation demands

#### Features

- Directly backups the block-level data
- Low impact on disk and network I/O
- Quick recovery
- Ideal for data archival requirements.

### Saved Image



You can use saved images for creating new nodes of different plans and configurations. Saved image are also a prerequisite for creating scale groups for configurations of auto-scaling of your applications. Storage space used by saved images are charged @ ₹4.00 per GB per Month.

### **Cloud Solutions**



#### **Load Balancer**



The load balancer distributes incoming traffic for application to multiple backend application nodes, which increases the availability of your application by ensuring that the health of a single server doesn't have any impact on overall health of your application.

#### **Features**

- Be prepared for heavy traffic
- Secure traffic with SSL certificates
- Make easy changes to backend infrastructure
- HTTP Health checks
- A fully-managed service from E2E Networks

#### **Content Delivery Network**

A content delivery network (CDN) refers to a geographically distributed group of servers which work together to provide fast delivery of Internet content. A CDN allows for the quick transfer of assets needed for loading Internet content including HTML pages, javascript files, stylesheets, images, and videos.

#### **Features**

- Affordable plans & pricing
- Easy Setup via the MyAccount portal
- Monitor consumption trends of your content.
- Reduces latency in delivering content
- Reduces impact of back-end failures
- Manages traffic seamlessly



### **One Click Deployment**

One-click deployment that can be used to deploy services while launching a server itself, offering you a host of pre-installed services.

The services vary from Application services to Database services and from CI/CD pipeline to Monitoring tools/services.

Currently supporting the below mentioned one-click deployments which can be launched with our C series



### **Cloud Solutions**



#### **Reserved IP**



A static Public IP address is allocated specifically to your server and will be available for you unless you release the server. Manage your IP addresses with the MyAccount portal of E2E Cloud. Pay a nominal fixed monthly fee in return.



### DBaaS

E2E DBaas is easy to set up and operate in the cloud, provided with Costefficient service and automating time-consuming administrator tasks such as Provisioning, Patching, and Setups.



#### E2E API

E2E API lets you programmatically manage nodes and resources (which you traditionally manage viathe MyAccount portal) on E2ECloud using conventional HTTP requests. E2E API end points are highly responsive seamlessly performing actions and fetching information.



### VPC

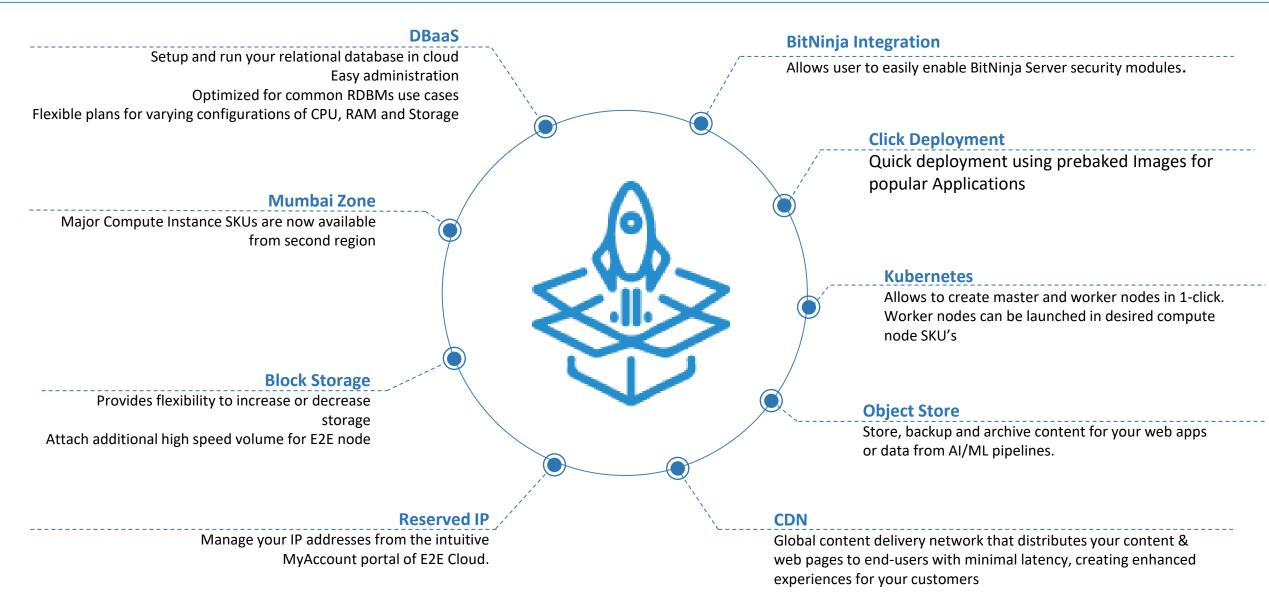
Virtual private cloud enables you to launch resources into a virtual network that you have defined and ensures secure traffic between any resources like nodes, Kubernetes clusters and load balancers

#### **E2E Auto Scaling**

The E2E Auto Scaling feature allows you to dynamically scale up or scale back your applications depending upon the situation. It's easy Setup, seamless accessibility and cost-effective features handle your workload effectively.

### **Recent Launches**





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# **Industry Overview**

## Cloud Computing Industry



- The global cloud computing market reached USD 250.04 Bn in 2021 and is projected to grow at a compound annual growth rate of 17.9%, reaching USD 791.48 Bn by 2028.
- India has experienced consistent double-digit growth in cloud spending over the last three years. End-user spending on public cloud services in India will total USD 4.4 Bn in 2021, according to the latest forecast from Gartner, Inc. infrastructure-as-a-service (IaaS) has been forecasted to grow at 52.7%. As compared to 2020, end user spending on public cloud will grow 31.4% in 2021.
- The continued trend of increased remote workers in 2021 will lead to an increase in spending on infrastructure-as-a-service (IaaS). Cloud solutions provide more flexibility and better data management options, so has become inevitable for most organisations these days and new trends in the industry are growing in popularity.

#### **Cloud Computing Industry Trends:**

- <u>Cloud AI</u> Cloud computing enables AI to do quicker computations and better resource management.
- Enhanced Security Organizations do not want to rely on any 3rd party security solution. Cloud service providers will give better security choices to their clients.
- Kubernetes Supremacy With Kubernetes gaining considerable traction, only the businesses that considers Kubernetes will be able to compete in the marketplace.
- <u>Appearance of Private Cloud</u> Rebuilding private cloud infrastructure will be driven by the demand for improved security and efficiency.
- <u>Cloud-native Applications</u> It is critical that businesses provide products through the use of the cloud as well. In the future years, the growth of cloud-native apps will accelerate. As a result, open-source project management platforms will be widely used.

Particulars	2020 Spending	2020 Growth	2021 Spending	2021 Growth %	2022 Spending	2022 Growth %
Cloud Business Process Services (BPaaS)	190	2.0%	207	9.2%	218	5.2%
Cloud Application Infrastructure Services (PaaS)	764	39.0%	997	30.5%	1,252	25.6%
Cloud Application Services (SaaS)	1,168	3.1%	1,411	20.8%	1,696	20.2%
Cloud Management and Security Services	269	7.3%	317	18.0%	378	19.2%
Cloud System Infrastructure Services (IaaS)	946	35.9%	1,445	52.7%	1,995	38.0%
Desktop as a Service (DaaS)	50	65.4%	73	47.7%	86	17.2%
Total Market	3,387	19.0%	4,451	31.4%	5,625	26.4%

### Peer Comparison



E2E Comparison of Cost vs Peers							
Description	E2E	GCP	AWS	Digita	I Ocean	Azure	
Plan Type	M.60GB	n1-standard- 81	Linux on m6g.2xlarge		mory- imized	B16MS	
vCPU	12	8	8	8		16	
RAM	60 GB	30 GB	32 GB	64	4 GB	64 GB	
Storage	450 GB	2 x 375 GB	EBS only	60	0 GB	128 GB	
Price Per Month	Rs. 4,745	Rs. 20,783	Rs. 16,863	Rs. 3	31,755	Rs. 35,025	
Price Per Hour	Rs. 6.5	Rs. 28.47	Rs. 23.1	Rs.	43.5	Rs. 47.98	
Source	https://www.e2enet works.com/memory- https://cloud.google.com/c intensive-computing- ssd-series-m			ocean.com/pricing/	https://azure.microsoft.co m/en-in/pricing		
	GPU A1	00 Cost Compar	ison of E2E Cost	Vs Peers	5		
Description		E2E				GCP	
Plan Type	GDC.A	100-16.115GB	VM.GPU4.1		E2-hi	ghmem-16	
vCPU		16	14			16	
RAM		115 GB	224 GB		128 GB		
GPU Memory		40 GB	40 GB		40 GB		
Storage	15	00 GB SSD	-	-		1500 GB	
Price Per Month	R	s. 75,000	Rs. 1,66,988		Rs. 2,02,262		
Price Per Hour		Rs. 170	Rs. 228.75		Rs. 277		
Source	https://www	e2enetworks.com/nv ia-a100/		https://www.oracle.com/in/clo ud/partners/gpu.html		https://cloud.google.com/comput e/vm-instance-pricing	

GPU T4 Cost Comparison of E2E Cost Vs Peers					
Description	E2E	AWS	GCP		
Plan Type	GDC.T4-12.50GB	G4dn.2x large	n1-highmem-8		
vCPU	12	8	8		
RAM	50	32	52		
GPU Memory	16	16	16		
Storage	900 GB	225 GB	900 GB		
Price Per Month	Rs. 17,500	Rs. 41,172	Rs. 47,752		
Price Per Hour	Rs. 30	Rs. 56.4	Rs. 65.41		
Source	https://www.e2enetworks.com/gpu	https://aws.amazon.com/ec2/i nstance-types	https://cloud.google.com/comput e/gpus-pricing		

#### GPU V100 Cost Comparison of E2E Cost Vs Peers

Description	E2E	GCP	AWS	Azure
Plan Type	GPU.V100- 8.120GB	E2-highmem-16 + V100	P3.2xlarge	NC6s_v3
vCPU	8	16	8	12
RAM	120	128	61	112
GPU Memory	32 GB	16 GB	16 GB	32 GB
Storage	900 GB	900 GB	Extra Charges	736 GB
Price Per Month	Rs. 50,000	Rs. 1,77,937	Rs. 1,67,535	Rs. 2,79,225
Price Per Hour	Rs. 100	Rs. 243.75	Rs. 229.5	Rs. 328.5
Source	https://www.e2enetworks .com/nvidia-v100/	https://cloud.google.com/compu te/gpus-pricing	https://aws.amazon.c om/ec2/instance- types/p3/	https://azure.microsof t.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 Oct'21

# **Financial Overview**



### Income Statement



PARTICULARS (INR Mn)	FY19	FY20	FY21	H1-FY22
Operational Revenue	338	251	353	240
Total Expenses	228	263	244	139
EBITDA	110	(12)	109	101
EBITDA Margins (%)	32.54%	NA	30.88%	42.08%
Other Income	4	22	10	2
Depreciation	89	101	124	72
Finance Cost	1	2	6	4
РВТ	24	(93)	(11)	27
Тах	7	0	0	0
РАТ	17	(93)	(11)	27
PAT Margins (%)	5.03%	NA	NA	11.25%
EPS (INR)	1.24	(6.54)	(0.79)	1.91
Diluted EPS (INR)	1.23	(6.54)	(0.79)	1.89

### **Balance Sheet**

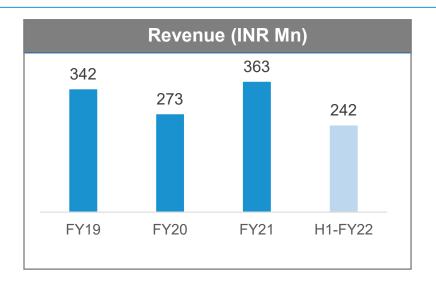


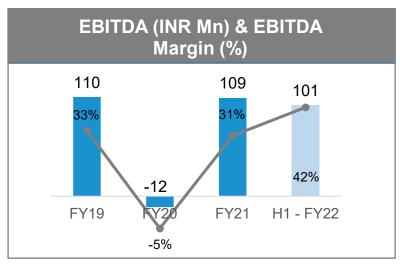
PARTICULARS (INR Mn)	FY19	FY20	FY21	H1-FY22
EQUITY & LIABILITIES				
Equity	335	244	236	265
(A) Share Capital	143	143	144	145
(B) Reserves & Surplus	192	101	92	120
Non-current Liabilities	8	7	7	16
(A) Long-term Provisions	8	7	7	8
(B) Long-term Liabilities	0	0	0	8
Current Liabilities	34	32	85	63
(A) Short term Borrowings	0	0	38	0
(B) Trade Payables	18	17	22	30
(C) Other Current Liabilities	15	14	25	33
(D) Short-term Provisions	1	1	0	0
GRAND TOTAL - EQUITIES & LIABILITES	377	283	328	344

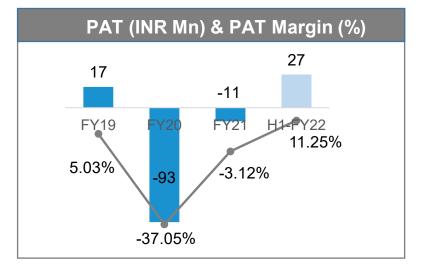
PARTICULARS (INR Mn)	FY19	FY20	FY21	H1-FY22
ASSETS				
Non-current Assets	124	107	227	259
(A) Property, Plant & Equipment	113	96	199	226
(B) Other Intangible Assets	0	0	17	17
(C) Loans and Advances	0	0	0	5
(D) Other Non-Current Assets	0	0	0	0
(E) Deferred Tax Assets	11	11	11	11
Current Assets	253	176	101	85
(A) Trade Receivables	9	7	3	1
(B) Cash & Cash Equivalents	38	124	52	46
(C) Short-term loans & advances	24	33	29	18
(D) Other Current Assets	6	12	17	20
(E) Current Investment	176	0	0	0
GRAND TOTAL – ASSETS	377	283	328	344

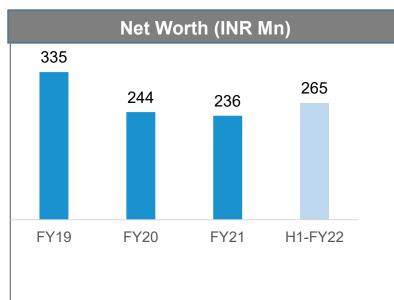
### **Key Metrics**

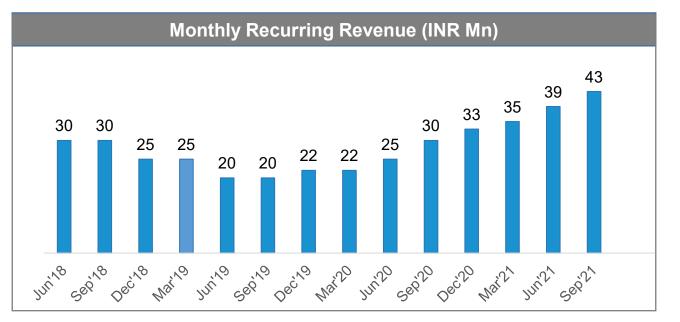






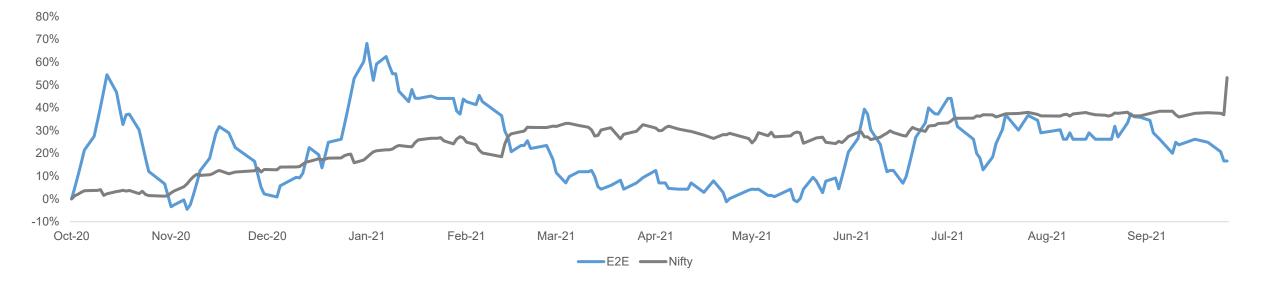




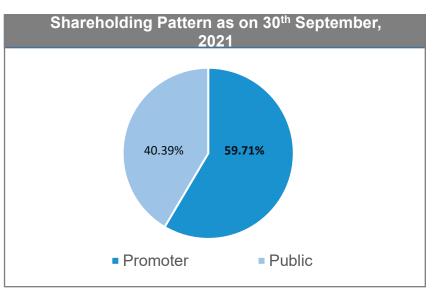


### Capital Market Information





Price Data as on 30st September, 2021	INR
Face Value	10
CMP	42.5
52 Week H/L	61.3 / 34.5
Market Cap (Mn)	613
No. of Share outstanding (Mn)	14.4
1 Year Avg. Trading Volume ('000)	13.5





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