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 +91-11-411-33905
Email : cs@e2enetworks.com, Website https://www.e2enetworks.com/

Date- 27.06.2023

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 the updated 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

Richa Gupta
Digitally signed by Richa Gupta
Date: 2023.06.27 16:46:53 +05'30'

Richa Gupta
Company Secretary Cum Compliance Officer
Membership No.-A56523

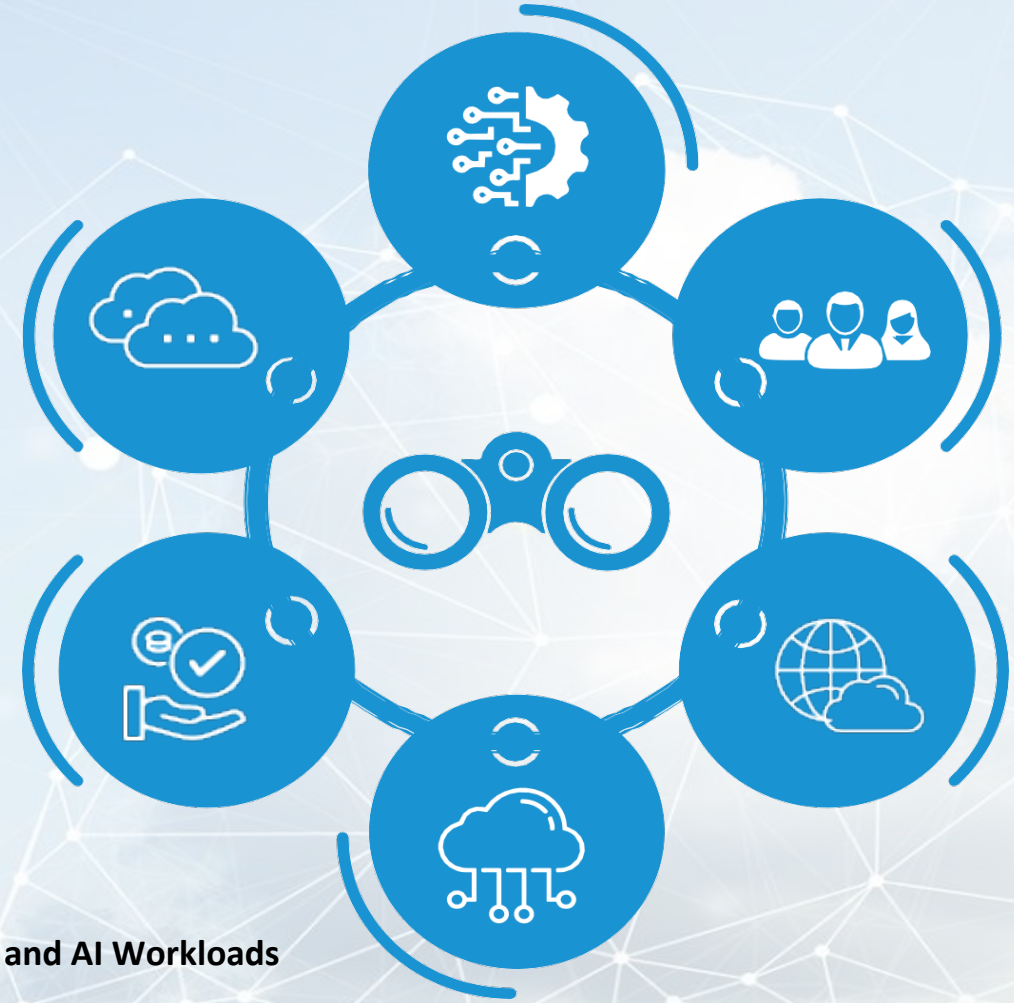
E2E Networks Limited

Investor Presentation – June 2023

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?

5A’s
1
Atmanirbhar Bharat
2
Affordable
3
Assistance
4
Approachable
5
Accommodative

Advantages & Benefits

High performance
General purpose to Advanced Workloads
Production Grade Uptime/reliability

Simplified Choices for every need
Choose your required cloud server faster without overthinking

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

Data Lake
A cloud platform allows easy access to business-critical applications and distribution of data to different projects

No hidden costs
Pay only what you see

Business Agility
Reduced operational costs

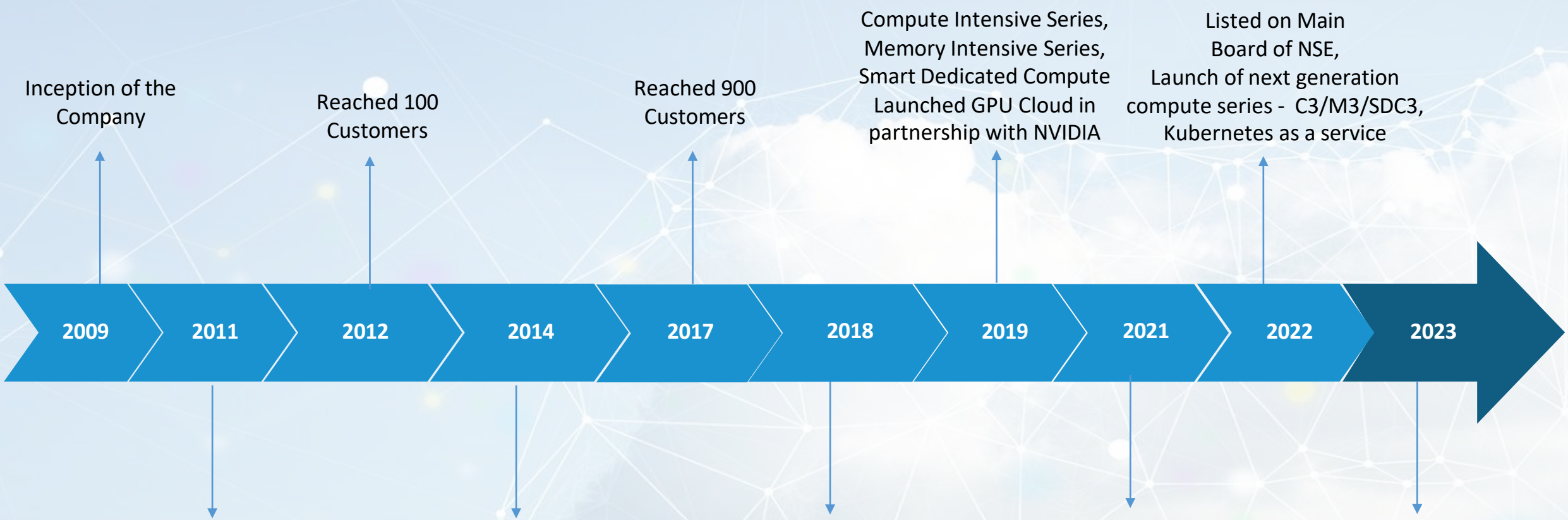
GPU Acceleration
Advanced Cloud GPUs
One Click provisioning with NVIDIA NGC platform

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 server on demand as per your need

Key Milestones



Managing Director and Promoter

Mr. Tarun Dua – CEO & Managing Director

He holds a degree of Bachelor of Technology (Computer Engineering) from REC Kurukshetra.
He has experience of more than 20 years in the field of Open source, Linux, virtualization, WebScale, Networks Operations and Cloud Computing Domain. He has been the director of the Company since Incorporation. He manages overall operation of the company.

Ms. Srishti Baweja – COO & Whole-Time Director

She holds degree in B. Com (H) from prestigious S.R.C.C, Delhi University, and completed Chartered Accountancy in November 2004.
She has 18 years of experience in the field of finance, compliance, and accounting.
She has helped to establish the finance function as a CFO through the early stage of the growth phase of the company. She is responsible for overall operations and management of the company along with Tarun Dua.

Independent Directors

Mr. Aditya Bhushan
Independent Director

He 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.

Mr. Varun Pratap Rajda
Independent Director

He is a Chartered Accountant working as a founding partner of Constellation Blu, with more than 12 years of experience. Varun leads team on restructuring and cross-border set-up (US and Singapore), Transaction Services, Financial retainers, MIS, and Financial Planning and Analysis. Works with founders on bringing finance prudence and controls.

Mr. Gaurav Munjal
Independent Director

Graduated from IIT Bombay and has professional experience of almost 15 years.
He is the Managing Director of Infollion Research (recently listed on NSE-Emerge)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.

Mr. Naman Sarawagi
Independent Director

He holds professional experience of over 12 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

Mr. 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.

Mr. Kesava Reddy
(Chief Revenue Officer)

Kesava has been closing B2B sales for startups and has experience of over 21 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.

Ms. Megha Raheja
(Chief Financial Officer)

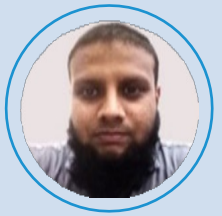
Megha is a Chartered Accountant with over 21 years of experience in IT/ITES and telecom industry. She has diverse experience in Financial Accounting & Reporting, Taxation, Treasury & Banking, Budgeting, Mergers & Acquisitions. She is adept at supporting business objectives with a decisive leadership style and strategic approach to decision making.

Mr. 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.

Mrs. Richa Gupta
(Company Secretary and Compliance Officer)

Richa Gupta is a Qualified Company Secretary since September, 2018. She has over 5 years' experience in the field of Compliance, Income Tax and Accounts. She joined E2E Networks Limited in June'22 and has been actively involved in all Secretarial and Legal Compliances of the Company. Prior to joining E2E Networks Limited she has worked with Vedant Fashions Limited which brought out an IPO last year.



Mr. 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.

Mr. 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.

Values

Transparency

The company maintains the highest levels of transparency in its relationship with its clients, investors, and team members. As a result, they have gained the trust of all stakeholders.

Innovation

Innovation is at the heart of the company culture, which stems from their ambition to stay on the bleeding edge of technology in field of cloud computing.

Autonomy

The company culture is driven by a sense of autonomy and ownership, Which enables them to empower their team members to deliver their best

End to End

End to End execution is a part of our culture. Our team members take end to end responsibility of execution of initiatives that moves the needle at E2E Networks.

Partnerships

Partnerships:
Intel, NVIDIA, AMD and Others

- Member of Intel cloud builders' program with early access to Intel's roadmap.
- E2E has access to latest offerings of AMD server processors.

E2E is an Elite Cloud Computing Partner of NVIDIA. Partnering with NVIDIA has helped us gain visibility into AI/ML and predictive analytics ecosystems

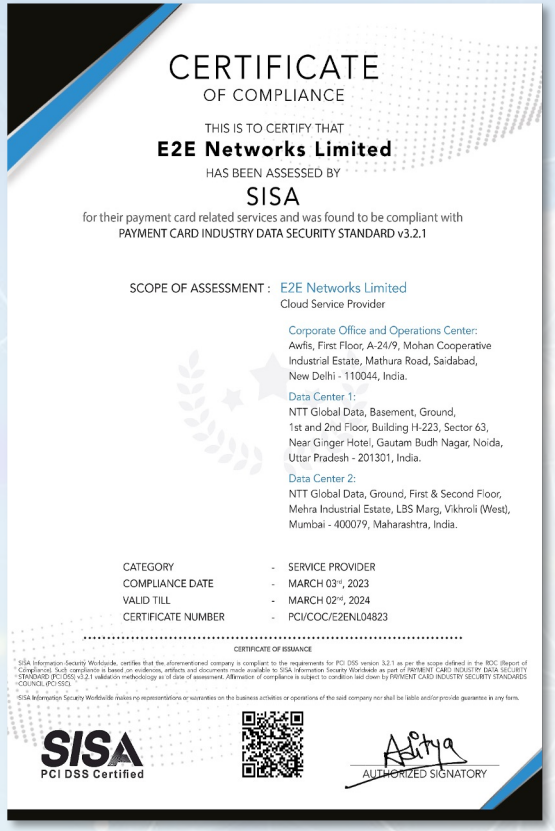
Other on-going licensing relationship are with SoftwareOne (LAR for Microsoft), BitNinja, Connectwise, LLC (R1Soft)

BitNinja SERVER SECURITY | NVIDIA | ConnectWise | Microsoft SPLA-Partner | intel | FORTINET | AMD

Marquee Clientele

Accolades

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



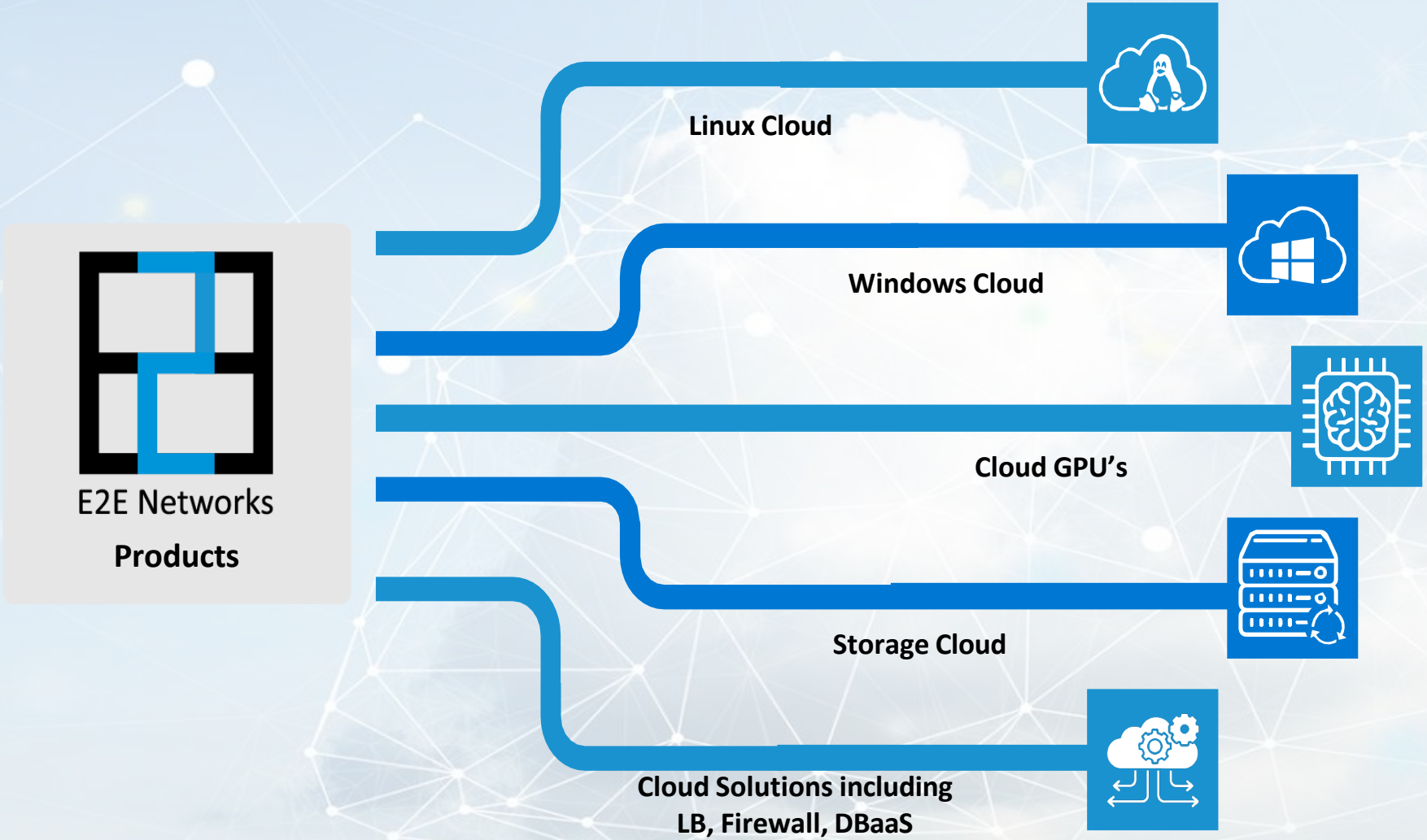
Commitment to Safety, Security, & Compliance

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

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

Business Overview

E2E Products



Linux Cloud

CPU Intensive Cloud

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

CPU Intensive Cloud C3 Series

- Third Generation C3 series brings new features like Quick Service Recovery (QSR), Snapshots and Images, faster IOPS and faster launch times.
- Plans from 4 vCPUs to 48 vCPUs

Memory Intensive Cloud

Third Generation M3 series brings new features like Quick Service Recovery (QSR), Snapshots and Images, faster IOPS and faster launch times.

High Memory Series M3 Series

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

Plans from 32 GB to 360 GB RAM

Benefits:

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

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

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)

MS SQL on Windows

- 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 have MS SQL Standard and Web Editions available with the plans.

Benefits:

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

Graphic Processing Units (GPU's)

What is GPU?

- GPU's are specialized processors used to speed up computations. Through the use of hundreds of cores, GPUs can process and push significantly more data than a CPU can within a set period of time. GPUs have many cores, they offer excellent parallel processing computations. In addition, they have higher memory bandwidth to accommodate massive amounts of data for deep learning systems.

- GPUs are now the most important aspect of computing technology as they are computer instances with robust hardware acceleration helpful for running applications to handle massive AI and deep learning workloads in the cloud.

- Cloud GPUs give data scientist the flexibility of rapid iteration with faster rendering times which can save a lot of time by completing a task in minutes that used to take hours or days.

- According to Indigo research, GPUs can offer 250 times faster performance than CPUs while training neural networks associated with deep learning. Factors such as constant advancement in graphics-based games, traction in augmented reality (AR) and Virtual reality (VR), and trending Artificial Intelligence (AI) are expected to fuel the GPU market growth

- Today Artificial Intelligence (AI) is making its mark in every sector. AI requires GPU extensive infrastructure which is difficult and expensive and according to International Data Corporation (IDC), India's Artificial Intelligence market is to reach USD 7.8 Bn by 2025 with a CAGR growth of 20.2%, and AI services market is set to grow at a CAGR of 35.8% .

Market Trends of GPU:

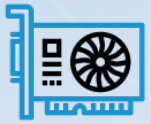
- The Global market size was valued at USD 44.7 Bn in 2022 and is projected to reach USD 450.9 Bn by 2030, growing at a CAGR of 33.5% from 2020 to 2027 and according to Gartner, worldwide public cloud services spending is estimated to grow at 21.7% annually to over USD 597.3 Bn by 2023, from about USD 491 Bn in 2022.

- Smartphone segment dominated GPU market share in 2019, and expected to continue the trend during the forecast period. This is attributed to increased demand of durable and less power consuming graphic processing unit for smartphone is expected to foster high growth of integrated GPUs. Also, smartphone manufacturers are developing products supporting VR and AR, which is expected to act as an opportunity for the smartphone GPU market.

- High growth rate in the upcoming years owing to growing demands for efficient and small sized GPUs in other device such as medical equipment, which can increase the graphic computing speed and quality.

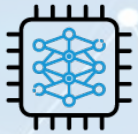
Sources: https://tinyurl.com/2u2jnn4k ; https://www.livemint.com/opinion/online-views/accelerated-cloud-adoption-can-turn-india-into-a-technology-hub-11607439445139.html; https://geekflare.com/best-cloud-gpu-platforms/

Cloud GPU's



GPU Dedicated Compute with A100 (40GB/80 GB)

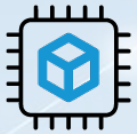
A100 - The Universal System for All AI Infrastructure that enables Enterprises to consolidate training, inference, and analytics using World's most advanced accelerator. Currently the most powerful GPU from NVIDIA.



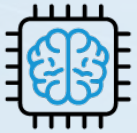
GPU Dedicated Compute with A30

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

GPU Dedicated Compute with RTX8000/A40

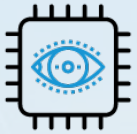


GPU for modern workloads in the cloud, for AI, data sciences, HPC and remote working cloud workstations engineering design and creative/VFX users. NVIDIA A40 GPU is an evolutionary leap in performance and multi-workload capabilities from the data center, combining best-in-class professional graphics with powerful compute and AI acceleration to meet today's design, creative, and scientific challenges.



GPU Dedicated Compute with Tesla v100

NVIDIA® Tesla® V100 Tensor Core is the most advanced data center GPU ever built to accelerate AI, high performance computing (HPC), data science and graphics.



GPU Dedicated Compute with T4

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

Cloud vGPUs using NVIDIA's Multi Instance GPU Technology

Cloud vGPUs are best suited for entry level GPU accelerated workloads. MIG works with Linux operating systems, supports containers using Docker Engine, with support for Kubernetes. MIG allows multiple vGPUs (and thereby VMs) to run in parallel on a single GPU while preserving the isolation guarantees that vGPU provides.

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.

Industries:

- Medical/Insurance/Financial Records
- GIS Data
- Oil and Gas Exploration data
- Agriculture/Meat processing
- Industrial IoT
- LLM for ASR (Automatic Speech Recognition in Realtime)
- Generative Image/Video/Music/Text
- Legal/Compliance Text Inferencing
- Computer Vision for Retail & for Govt: Smart Cities
- Higher Education and Research

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.

AI and Indian Technology Ecosystem

- Artificial intelligence (AI) is expected to add $967 billion to the Indian economy by 2035, and around $450-500 billion to the nation's GDP by 2025, accounting for 10 per cent of the country's target of $5 trillion GDP.
- The global market size of AI in 2022 has been estimated at $136 billion, and it is expected to grow at a CAGR of 37 per cent from 2023 to 2030.
- In India, AI-generated revenue stood at $12.3 billion in 2022 and the AI software segment is expected to grow at a CAGR of 18 per cent in the country by the end of 2025.
- In terms of investment, global investments in artificial intelligence surged to a record high of $77.5 billion in 2021, up from $36 billion in 2020. India's share in global AI investment in 2022 stood at 1.5 percent.
- India is the third largest contributor to the AI talent pool as around 400k of the AI talent base comes from the country. India represents 16 percent of the global AI talent pool.
- In terms of top emerging cities with an AI talent pool, Bengaluru has been ranked fifth globally, according to a study based on the talent pool, diversity of talent, investment, and India's evolution of digital foundations. New Delhi was ranked 18th, followed by Hyderabad at 19th and Mumbai at 27th.

Source : http://surl.li/igaxs

Made in India- AI First & Largest HyperScaler

- Artificial intelligence (AI) is a machine's ability to perform the cognitive functions we usually associate with human minds. The volume and complexity of data that is now being generated, too vast for humans to reasonably reckon with, has increased the potential of machine learning, as well as the need for it.
- The rising trend of multi-cloud functioning and the growing need for cloud-based intelligence services has led to increase the demand for AI cloud solutions.

E2E's Approach:

- E2E Networks is set to catalyze innovation and drive transformative change as India embraces the AI era.
- The company aims to empower enterprises and individuals by removing entry barriers and accelerating AI development.
- The proliferation of cloud computing services and the migration of workloads to the cloud have created substantial opportunities for E2E. As more organizations leverage the power of cloud-based AI and high-performance computing, the demand for GPUs in the cloud is expected to rise.
- By constantly pushing the boundaries of GPU technology, E2E remains well-positioned to address evolving market needs and capitalize on new growth opportunities.

E2E's Strategy:

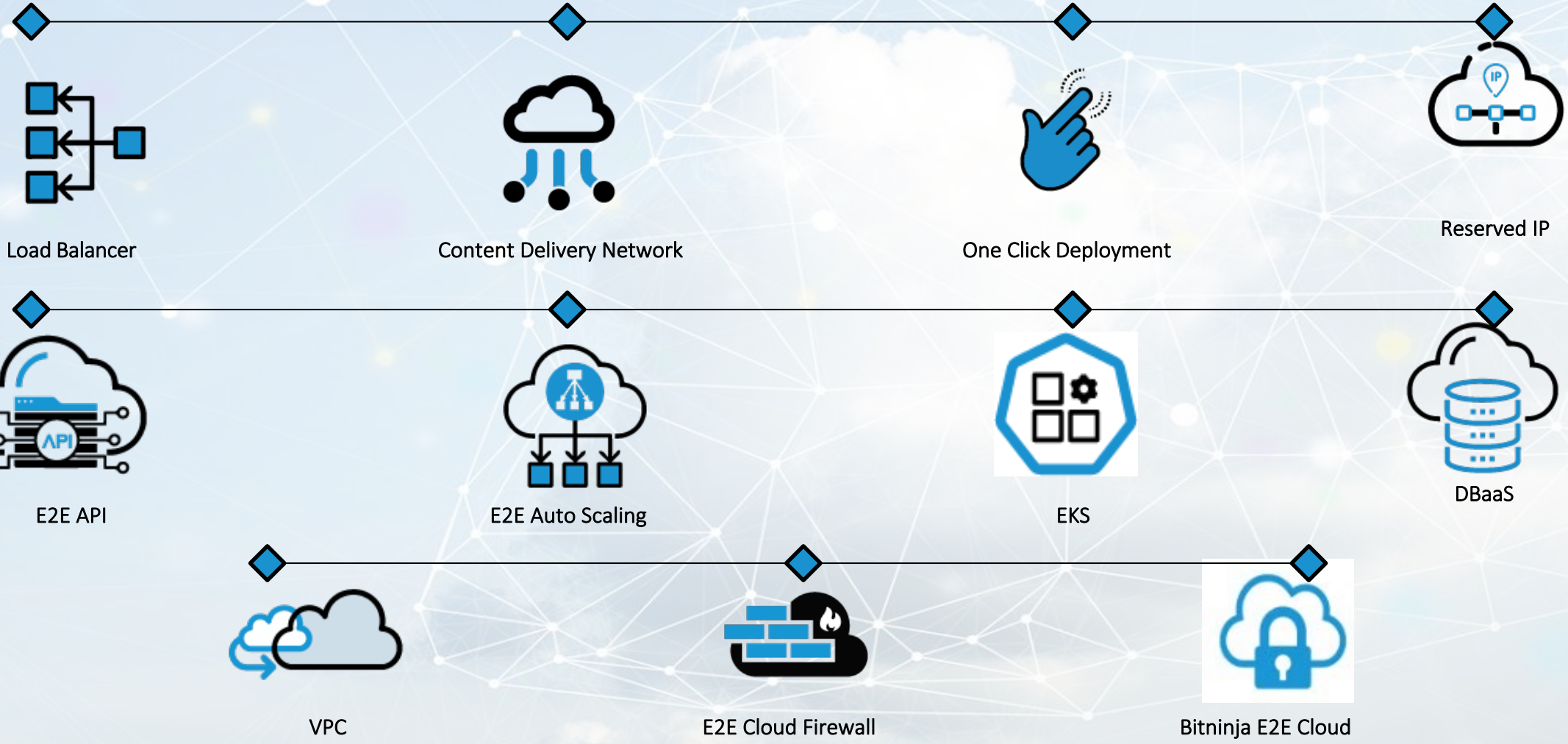
- E2E Network's GPUs have emerged as a preferred choice for AI and machine learning applications due to their ability to handle massive datasets and perform parallel processing for SME businesses that are sky rocketing across various industries in India.
- E2E's investment in developing specialized GPUs optimized for AI workloads, such as its Compute with Tesla 100, RTX8000, A100, A30 and many more, has propelled its growth in this segment.

E2E's Market Opportunity:

- The company's GPUs are widely used by researchers, data scientists, educational institutions, Govt. and organizations seeking to leverage the power of AI and data analytics.
- As AI continues to transform various sectors, E2E's expertise in GPU technology and its commitment to driving AI innovation position it favourably for sustained growth.

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:



Engineering Technologies for an Integrated Cloud Platform

- OpenNebula
- MinIO
- LINSTOR
- DRBD
- KVM
- Open vSwitch

- GPUs

- ntop
- ZABBIX
- ElasticMQ
- RabbitMQ
- Kubernetes
- 100 Gbps (400 Gbps)

Strategic Overview

Recent Launches

TIR - Advanced Jupyter Notebook Framework

Provides data scientists in research labs and organizations with an efficient environment for expediting AI model development and training

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

Customer Acquisition Strategy

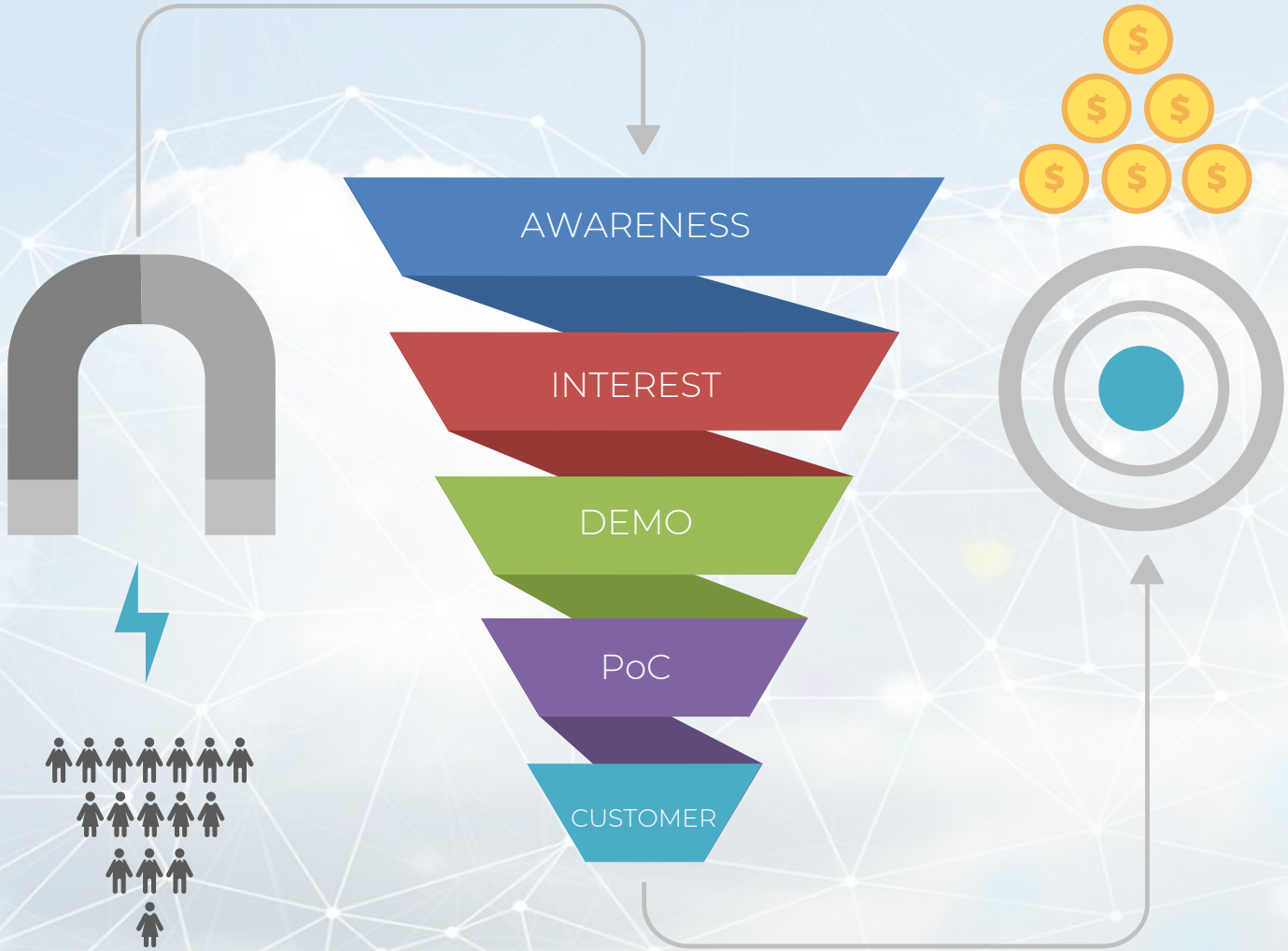
Digital Marketing
Email Marketing
Search Marketing
Social Media
Advertising

Events and Conferences

AI Community Engagement

Partner Ecosystem

Free Trials



Strategic Overview

Fully Self-Service Platform

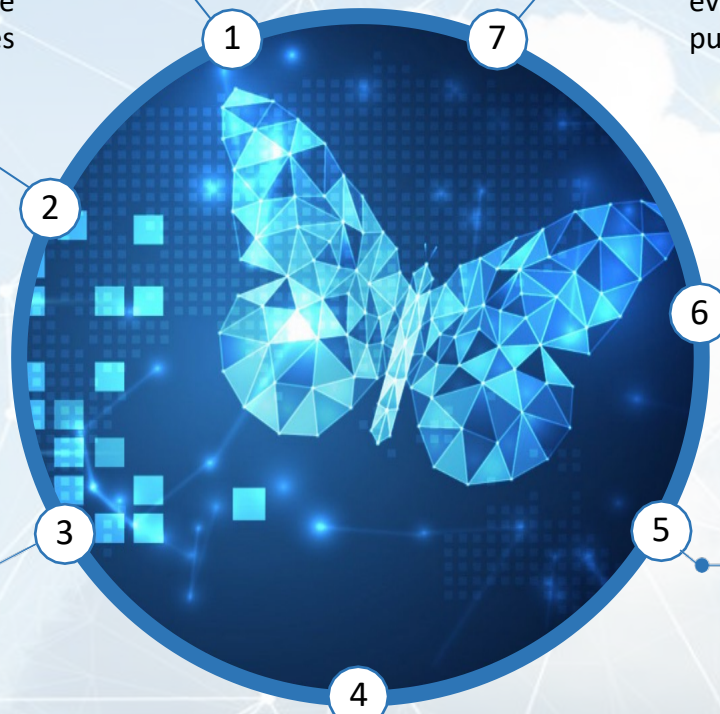
Customers demand increased control over their environment and want to be able to plugin their devops, security and other platforms into E2E Cloud using APIs and the self-service control panel for an instant delivery of Cloud Services

Competitive Edge due to In-house Software

Research & software development is a high performance team at E2E Networks. Open Source Base of our entire platform allows us to control our entire stack and the flexibility to charge customers as per their requirements and NOT driven by licensing policies of large software ISVs.

Battle tested Scalable Platform

Cloud Platform built by the Product Team at E2E that has worked with a dozen plus Indian Unicorns to help scale their workloads from startup to Unicorn stage.



Constantly deploys new inventory

New inventory leveraging strong OEM relationships results in constant infusion of new Cloud Inventory which allows for evangelization to larger number of trial customers for the purpose of comparison and in 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.

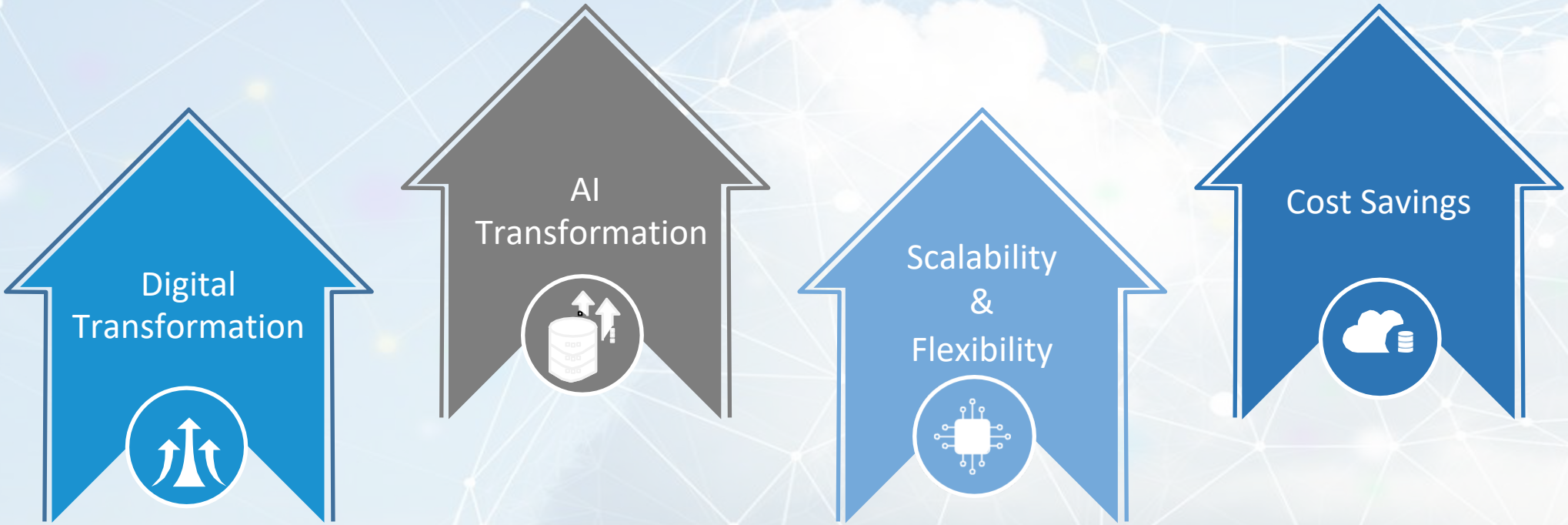
Completeness of Solution for Target Customers

Working on Product Market Fit by improving the software used by our customers and building features that help us sign up additional recurring revenue.

Targeting SMEs/Startups and Institutions focused on savings

As the Global Economy sees contraction, the profitability focus has returned to the technology industry and this makes value players like E2E more desirable.

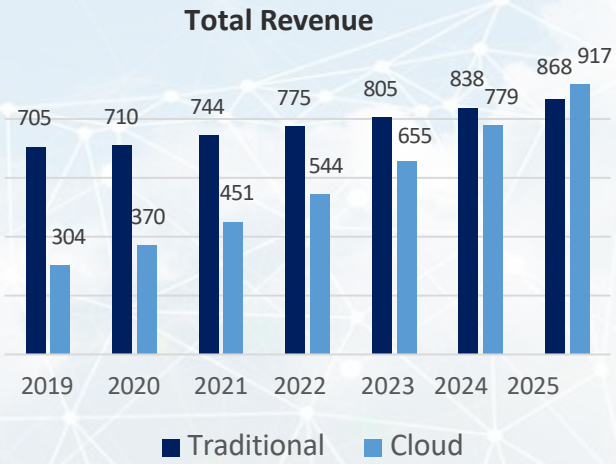
Key Growth Drivers



Industry Overview

Cloud Computing Industry

- Global end-user spending on public cloud services is forecast to grow 21.7% in 2023 to a total of USD 597.3 Bn, up from USD 491 billion in 2022. In 2023, end-user spending is expected to reach nearly $600 billion.
- Global IaaS is forecast to experience the highest end-user spending growth in 2023 at 30.9%.
- Cloud computing is one of the fastest-growing technologies in India. The industry is predicted to have an impressive CAGR of 24.1% by the year 2025 which will result in the Indian public cloud market touching a mammoth value of USD 10.8 billion.
- Cloud Infrastructure Service Market size was valued at USD 235 Billion in 2021 and is projected to reach USD 3,269.70 Billion by 2030, growing at a CAGR of 11.50% from 2023 to 2030.
- Enterprise IT spending on public cloud computing, within addressable market segments, will overtake spending on traditional IT in 2025.
- By 2025, 51% of IT spending in the four categories namely application software, infrastructure software, business process services and system infrastructure markets. Almost two-thirds (65.9%) of spending on application software will be directed toward cloud technologies in 2025, up from 57.7% in 2022.
- The ecosystem of tech companies helping customers migrate to cloud environments, create new innovations in the cloud, and manage their expanding cloud environments will enable enterprises to meet their accelerated schedules for moving to cloud.



Worldwide Public Cloud Services End-User Spending Forecast

Particulars (USD Mn)	2021	Growth %	2022	Growth %	2023
Infrastructure as a Service (IaaS)	90,894	27.3%	1,15,740	29.8%	1,50,254
Platform as a Service (PaaS)	89,910	23.1%	1,10,677	23.2%	1,36,408
Software as a Service (SaaS)	1,46,326	14.2%	1,67,107	16.8%	1,95,208
Business Process as a Service (BPaaS)	54,952	9.4%	60,127	8.3%	65,145
Desktop as a Service (DaaS)	2,059	23.3%	2,539	22.3%	3,104
Cloud Management & Security	28,489	19.8%	34,143	22.1%	41,675
Total Market	**4,12,632**	**18.8%**	**4,90,333**	**20.7%**	**5,91,794**

India Public Cloud Services End-User Spending Forecast

Particulars (USD Mn)	2021	Growth %	2022	Growth %	2023
Infrastructure as a Service (IaaS)	1,698.6	39.4%	2,368.1	21.4%	3,241.4
Platform as a Service (PaaS)	1,515.7	45.4%	2,203.9	21.1%	2,669.6
Software as a Service (SaaS)	1,882.3	21.6%	2,290.0	22.7%	2,811.5
Business Process as a Service (BPaaS)	273.7	7.7%	294.8	8.8%	321.0
Desktop as a Service (DaaS)	71.3	16.8%	83.3	14.5%	95.4
Cloud Management & Security	413.3	23.4%	510.1	22.6%	625.8
Total Market	**5,854.8**	**29.2%**	**7,570.2**	**28.9%**	**9,764.7**

Source : Gartner

Peer Comparison

C3 Series Comparison of E2E Cost Vs Peers				
Description	**E2E**	**AWS**	**Azure**	**GCP**
Plan Type	C3.32GB	C5a.4Xlarge	D8as v4	n1-standard-16
vCPU	16	16	8	16
RAM	32 GB	32 GB	32	60 GB
Storage	200 GB	200 GB	64	200 GB
Price Per Month	INR 8979	INR 23,058	INR 27182	INR 36,934
Price Per Hour	INR 12.3	INR 31.58	INR 37.24	INR 50.59
Source	https://www.e2enetworks.com/	https://aws.amazon.com/	https://azure.microsoft.com/	https://cloud.google.com/

GPU A100 Cost Comparison of E2E Cost Vs Peers			
Description	**E2E**	**Oracle**	**GCP**
Plan Type	GDC.A 100-16.115GB	VM.GPU4.1	a2-highgpu-1g
vCPU	16	14	12vCPUs
RAM	115 GB	224 GB	85 GB
GPU Memory	40 GB	40 GB	40 GB
Storage	1500 GB SSD	Extra Charges	1500 GB
Price Per Month	INR 75,000	INR 1,66,988	INR 2,49,150
Price Per Hour	INR 170	INR 228.75	INR 341.3
Source	https://www.e2enetworks.com/nvidia-a100/	https://www.oracle.com/in/cloud/partners/gpu.html	https://cloud.google.com/compute/vm-instance-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 Feb ’23

Financial Overview

Income Statement

PARTICULARS (INR Mn)	FY20	FY21	FY22	FY23
Operational Revenue	**251**	**353**	**519**	**662**
Total Expenses	263	250	289	332
EBITDA	**(12)**	**103**	**230**	**330**
EBITDA Margins (%)	***NA***	***29.18%***	***44.32%***	***49.85%***
Other Income	22	10	3	8
Depreciation	101	123	178	201
Finance Cost	2	2	2	5
PBT	**(93)**	**(12)**	**53**	**132**
Tax	-	-	(12)	33
PAT	**(93)**	**(12)**	**65**	**99**
PAT Margins (%)	***NA***	***NA***	***12.52%***	***14.95%***
Basic EPS (INR)	(6.54)	(0.86)	4.46	6.85
Diluted EPS (INR)	(6.54)	(0.86)	4.44	6.77

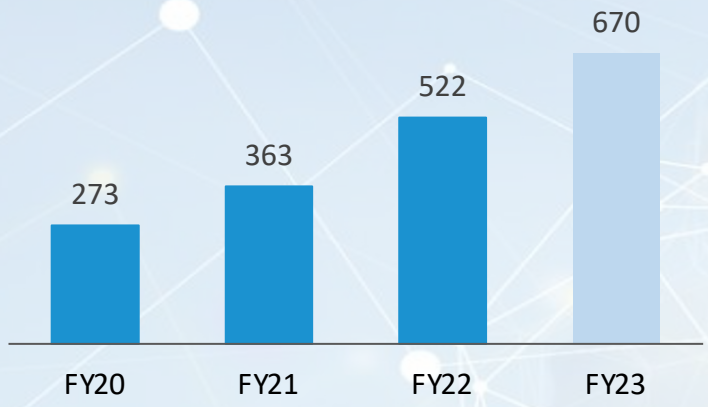
Historical Balance Sheet

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**

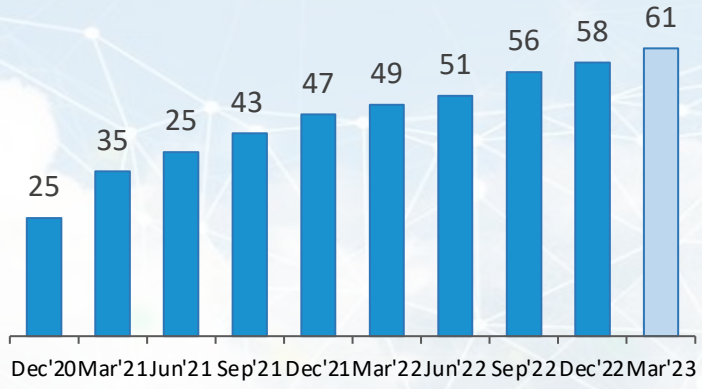
PARTICULARS (INR Mn)	FY21	FY22	FY23
ASSETS			
Non-Current Assets	**282**	**386**	**423**
(A) Property, Plant & Equipment	199	226	229
(B) Other Intangible Assets	66	132	136
(C) Loans and Advances	-	-	-
(D) Non-Current Tax Assets (Net)	17	16	3
(E) Right of Use Asset	-	12	55
Current Assets	**84**	**94**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

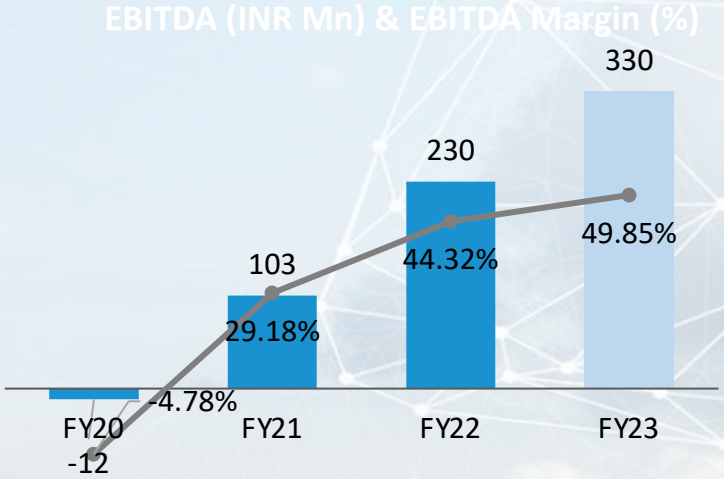
Total Revenues (INR Mn)



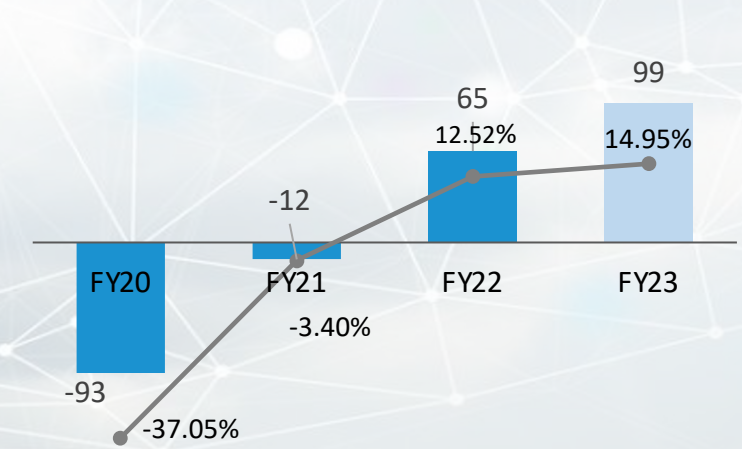
Monthly Recurring Revenue (INR Mn)



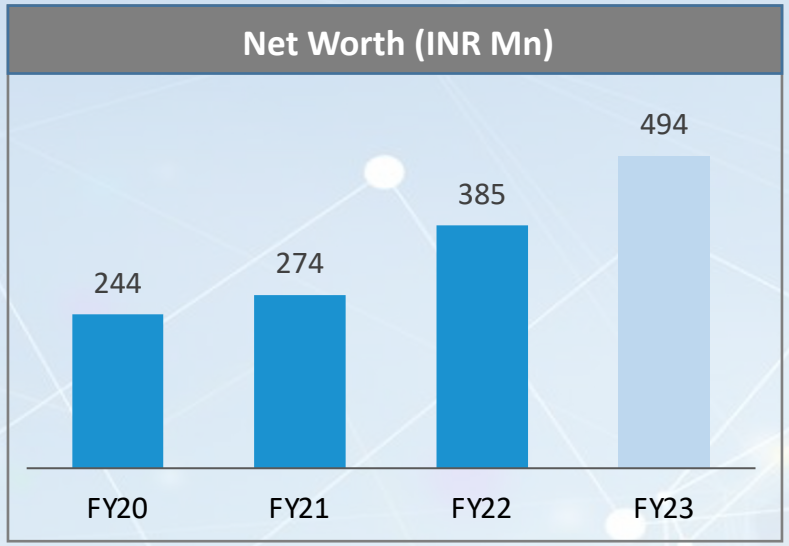
EBITDA (IN Mn) & EBITDA Margins (%)

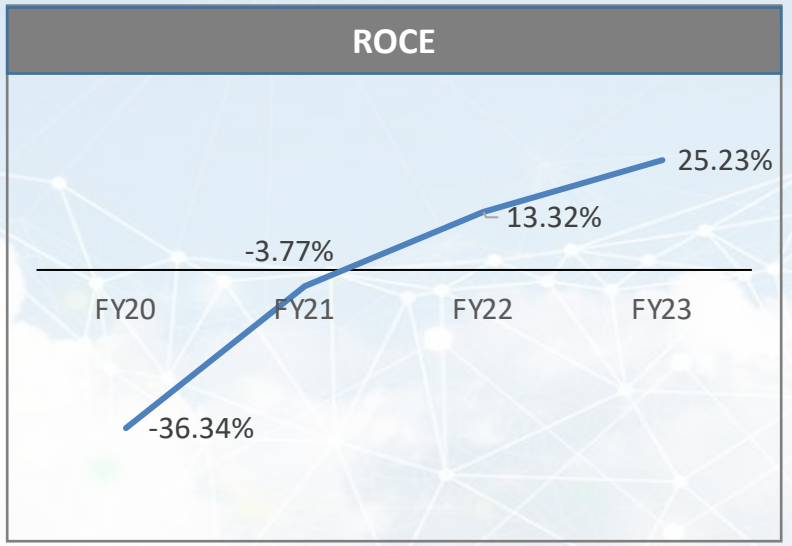


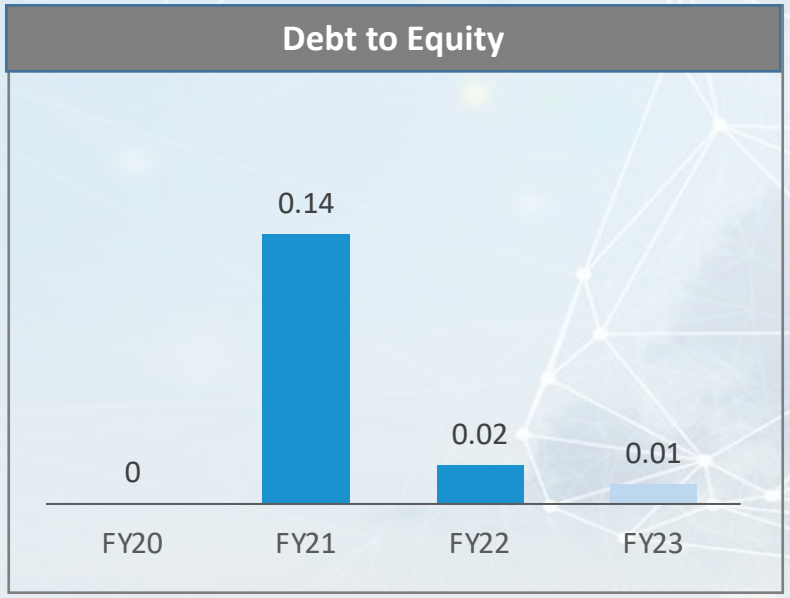
PAT (INR Mn) & PAT Margins (%)

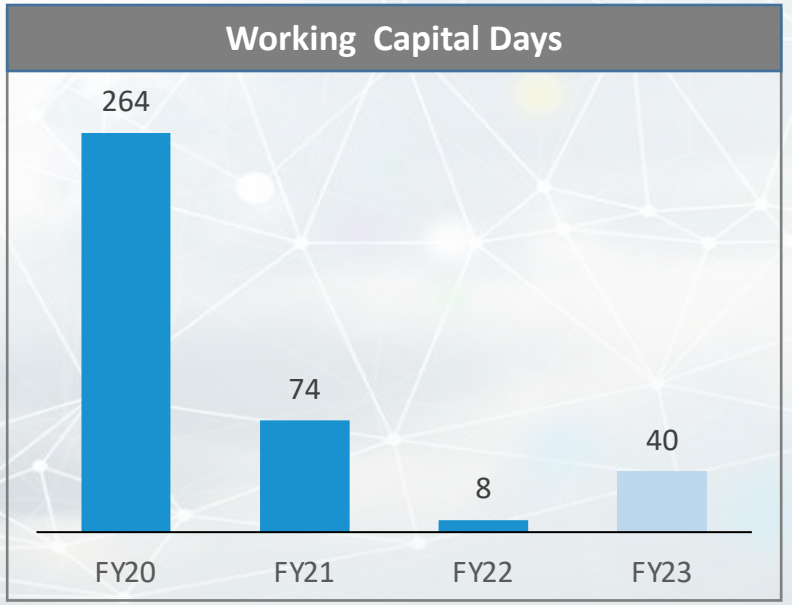


Key Financial Metrics



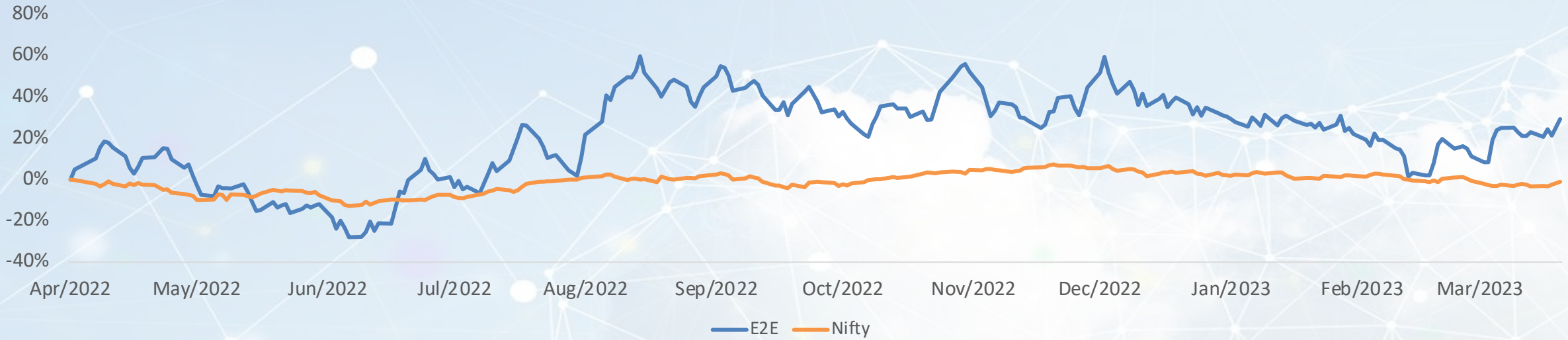






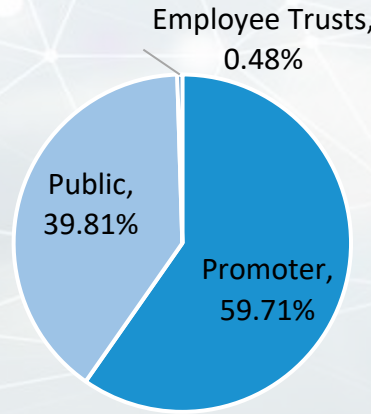
Capital Market Information

1 Year Stock Performance (Upto 31st March, 2023)



Price Data (As on 31st March, 2023)	INR
Face Value	10
CMP	176.8
52 Week H/L	228.7 / 94.4
Market Cap (Mn)	2,559
No. of Share outstanding (Mn)	14.5
1 Year Avg. Trading Volume ('000)	9.2

Shareholding Pattern (As on 31st March, 2023)



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