



## **E2E Networks Limited**

CIN- L72900DL2009PLC341980

Awfis, 1st Floor, A-24/9, Mohan Cooperative Industrial Estate

Mathura Road, New Delhi-110044, Phone No. +91-11-4084-4964

Email: [cs@e2enetworks.com](mailto:cs@e2enetworks.com), Website <https://www.e2enetworks.com/>

**Date: April 22, 2025**

**Corporate Service Department  
National Stock Exchange of India Limited  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex, Bandra (E),  
Mumbai, Maharashtra-400051  
Scrip Code/Symbol: E2E**

**Sub: Analyst/Investor Presentation of E2E Networks Limited ("the Company")**

Dear Sir/Ma'am,

In continuation of our earlier communication dated April 20, 2025, regarding the schedule of the Analyst/Investor Meeting and pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Analyst/Investor Presentation of the Company.

This presentation is being used during meetings with analysts and institutional investors scheduled on April 23 and April 24, 2025.

The aforesaid presentation is also accessible on the Company's website at <https://www.e2enetworks.com>.

This is for your information and records.

Yours faithfully,

**For E2E Networks Limited**

**Ronit  
Company Secretary & Compliance Officer  
Membership No.: A59215**

Encl.: As above



Analyst/Investor Presentation

# E2E Networks

NSE Listed, AI-First Cloud GPU Platform



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# EXECUTIVE SUMMARY

New Delhi, India  
e2enetworks.com

E2E Networks is an **NSE-Listed, Meity empaneled AI-focused hyperscale cloud platform**, offering **Advanced Cloud GPUs** and a **comprehensive ecosystem of cloud technologies** designed for the **development and deployment of AI/ML/GenAI workloads** on large scale compute clusters. Our **battle tested and multi-region** cloud platform is built to be performant, reliable, resilient and secure for all sizes and scale.

The company's mission is to provide **scalable, accessible and affordable AI/ML/GenAI Cloud Platform** needed by developers, data scientists, AI/ML/GenAI engineering teams, startups, enterprises, higher education and government bodies.



NVIDIA Partner



**NSE** NSE Listed



Partnered with L&T



MeitY Empaneled



CloudGPU(s) for India AI mission



# OUR JOURNEY

to becoming the first  
major India-born Public  
Cloud focusing on  
Advanced AI/ML/GenAI  
Compute Workloads.

## **2009 - Inception**

Inception of the company - E2E Networks Private Limited

## **2011-2014 - Seed Funding**

Raised Seed from Blume Ventures and others.

## **2017 – Self Service Cloud Platform**

Self-Service Cloud Platform.

## **2018 - NSE Emerge**

IPO Listing on NSE Emerge, oversubscribed 70x, V100 GPU on E2E Cloud launched in September 2018

## **2019 - Pioneered Advanced Cloud GPUs in India**

Launched advanced cloud GPUs in the Indian market.

## **2022 - NSE Main Board**

Listed on main board of NSE.

## **2023 - Cloud GPUs and AI / ML Platform**

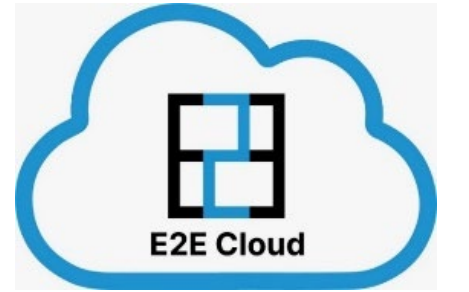
Launched TIR – the advanced AI/ML platform. Started latest gen Cloud GPU deployments for H100, L40s, L4 in Oct-Dec 2023 quarter.

## **2024 -25 – Expansion into Sovereign AI Cloud Platform**

Strategic partnership with L&T and Expanded capacity  
~2300+ H200 GPU total ~3700 GPU



# Capacity Buildout :-



**~700**

**H100(s) -  
Clusters of  
upto 256  
CloudGPUs**

**~2300**

**H200(s)  
Clusters of  
upto 1024  
CloudGPUs**

**~700**

**A30, A100,  
A40, V100,  
T4, L4 & L40S**

**INR ~405**

**Crores**

**(September 2024 )**

**Successful  
Fund Raise**

**INR ~1,079**

**Crores**

**(November 2024 )**

**Fund raise along  
with Strategic  
Partnership with  
L&T to Accelerate  
Cloud and AI  
Innovation for  
Indian Enterprises**

# E2E: Powering India's AI Capabilities

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**16+**

Years of  
Operational  
Excellence

**~100+**

AI/ML and  
Cloud Engineers  
and expanding

**10 MW**

Datacenter IT  
Power Capacity

**~3700**

Cloud GPUs

# What Sets Us Apart ?

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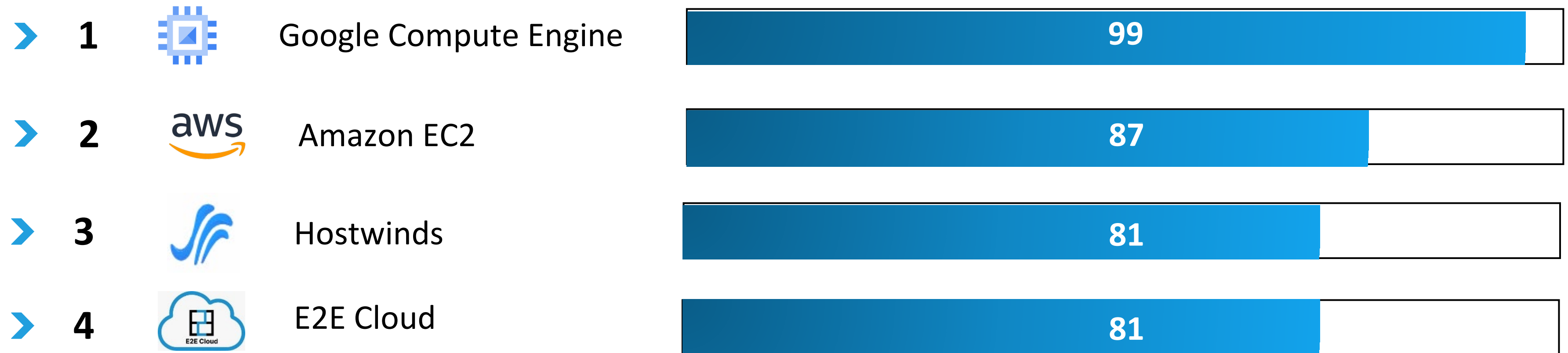
- **Strategically Positioned in a Large Market Opportunity:** Technical Expertise, Tech Mindset, Strong unit economics.
- **In-house battle tested Proprietary Software:** Continuous and Rapid Product Improvement Cycles for System Software and GenAI Platform
- **Long Collaboration with NVIDIA:** One of the first providers in India to bring the state-of-the-art, energy-efficient NVIDIA H100 & H200
- **Full Stack Sovereign AI Infrastructure :** Full Stack AI from the Physical Compute Infrastructure, Storage to GenAI Platform Services
- **Industry Leading Performance and Cost efficient:** Delivering industry-leading performance while being more cost-effective compared to other solutions in the market
- **Advanced Cloud Solutions Team:** ~100+AI/ML/Software & Cloud engineers with a track record of building cloud services and Compute & Storage infrastructure software
- **GPU-Backed AI Infrastructure:** ~3700 Cloud GPUs In Delhi NCR and Chennai
- **Strategic partnership with Larsen & Toubro Limited:** Access to larger enterprise channel and ability to act like a full stack player with access to additional business models



# Top Rated IAAS



## G2 Satisfaction Score

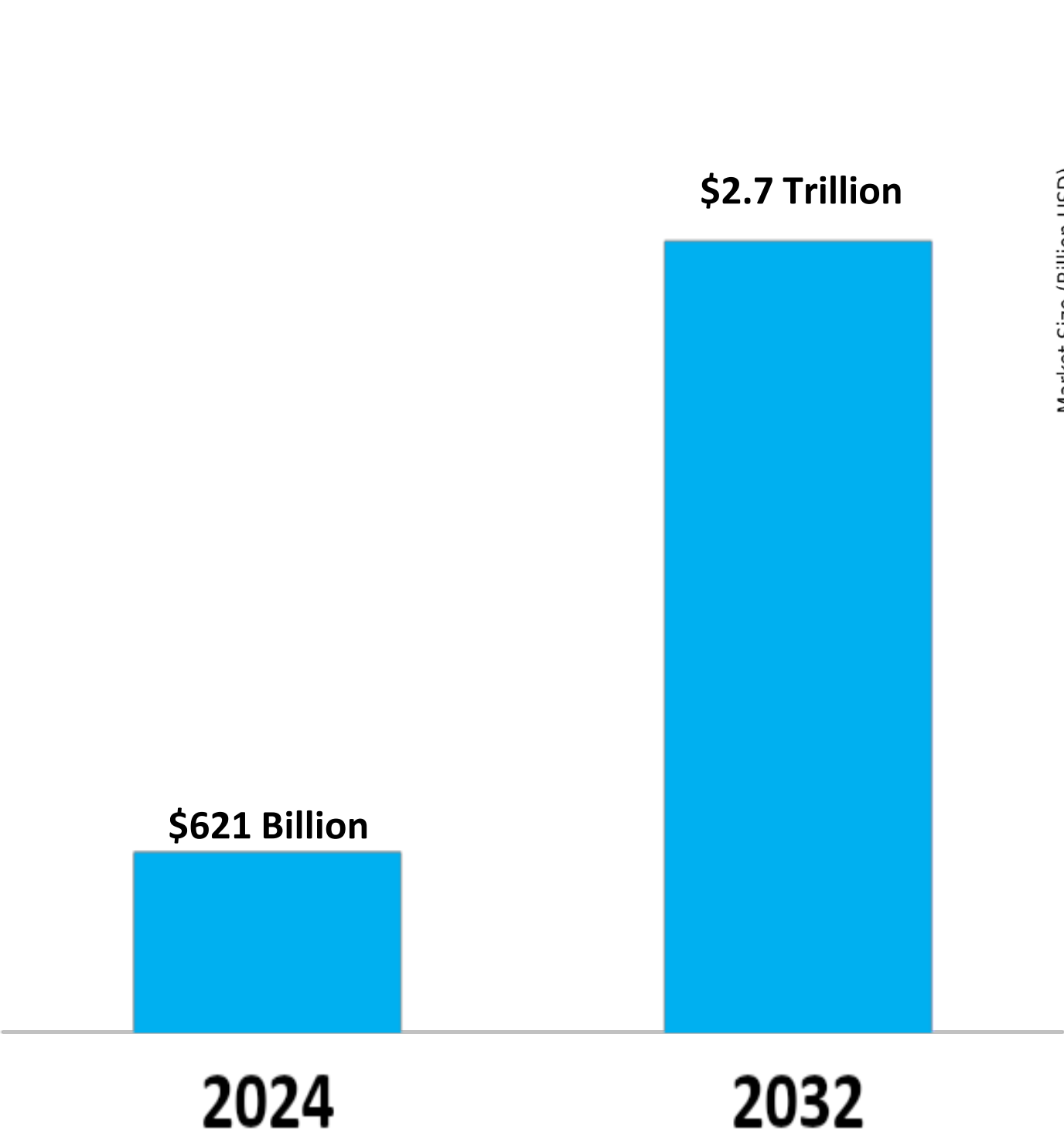


# THE GenAI OPPORTUNITY

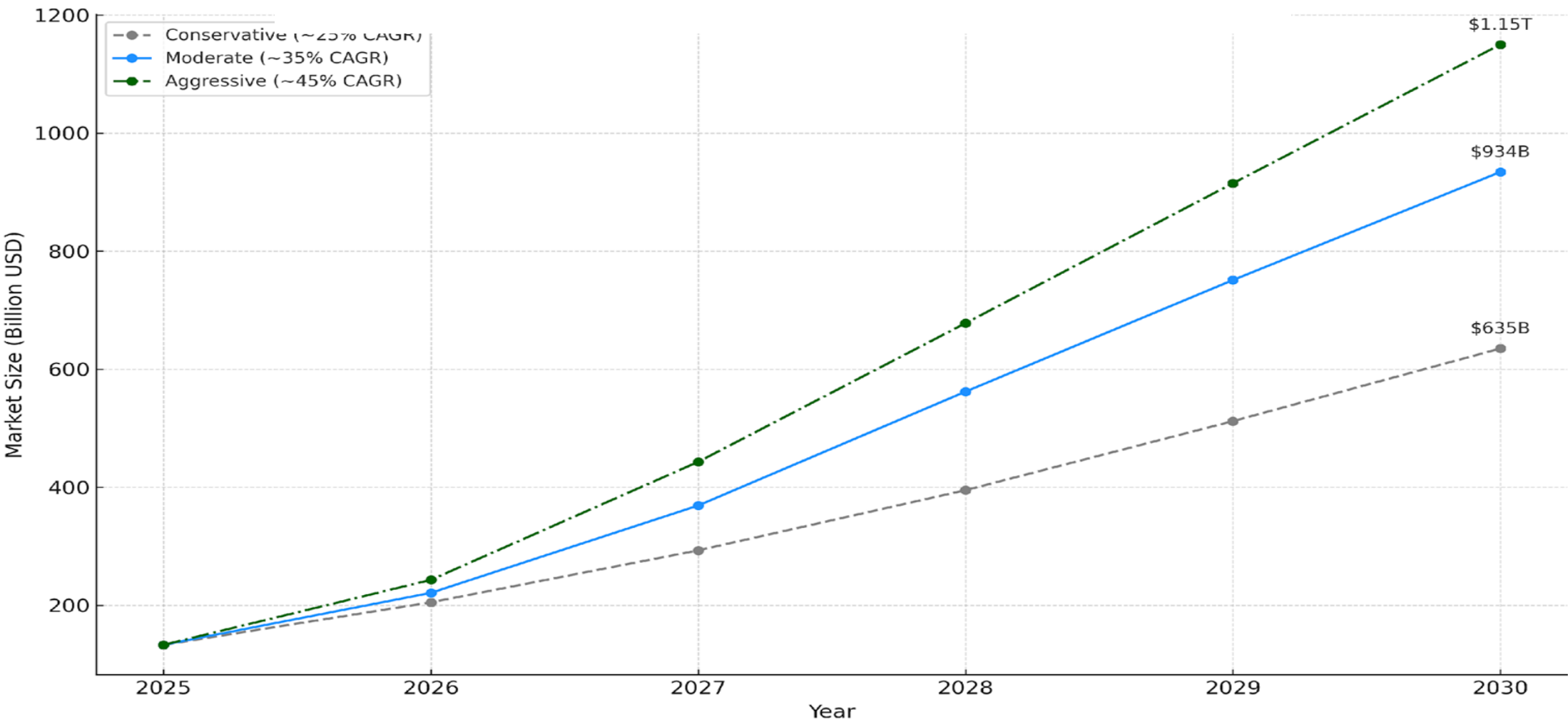
# AI Race has just Begin....



## Global AI Opportunity Size (USD)



## APAC to Lead AI Opportunity



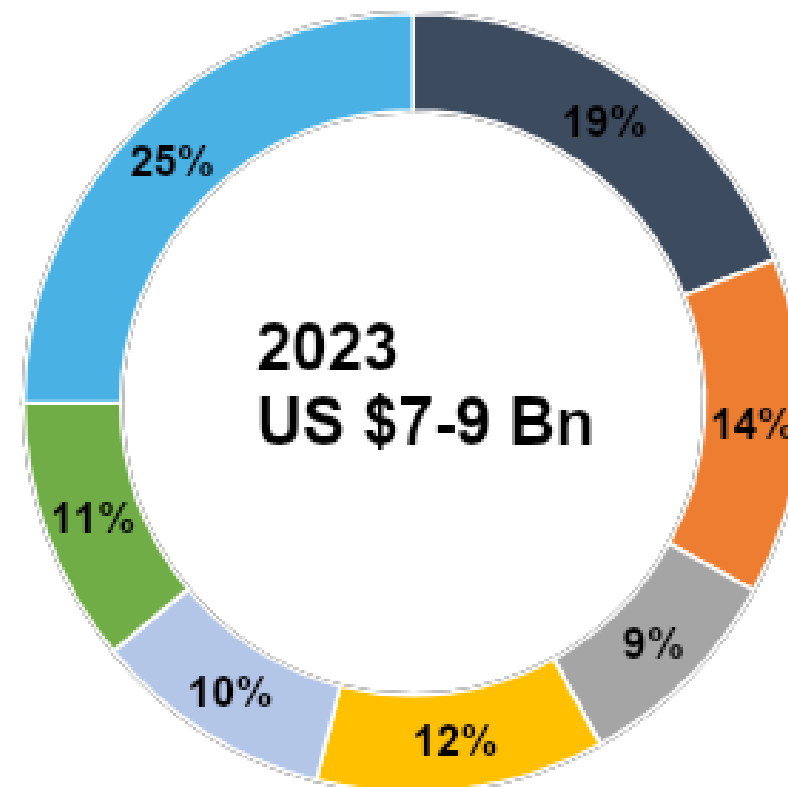
Source: Grand View Research, BIS Research, Market Research Future

Strong & Tech Savvy Demographics	60% of World Population	28-32 Median Age
Strong Govt Support	\$1.25 Bn India AI Mission	SG/South Korea Accelerating AI Adoption
Large AI Talent Pool	China and India: 50% of Global STEM Graduates	
Countries Leading Charge		

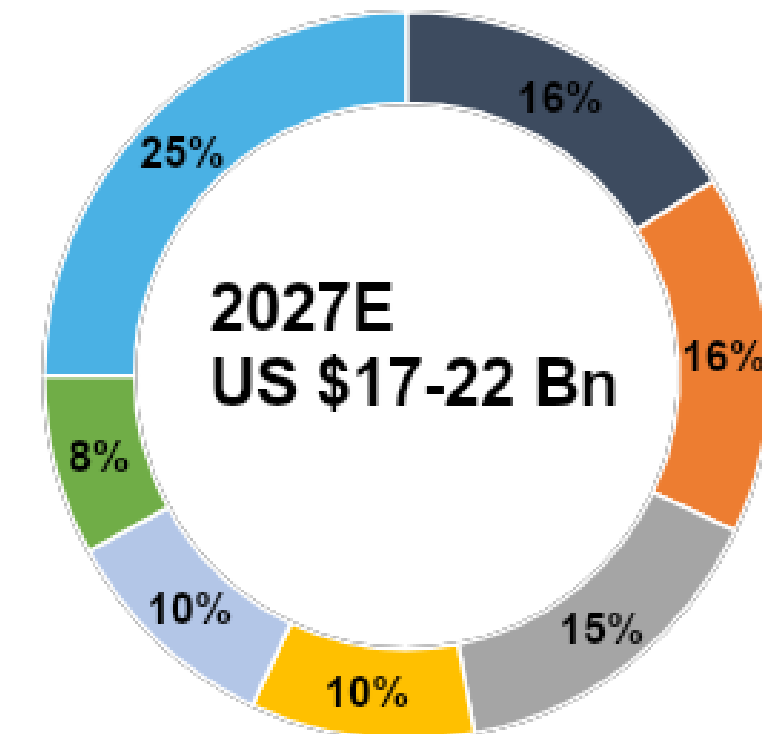
# India Amongst The Top Five Nations For AI Talent



- BFSI
- Teach(Product and startups)
- Public sector
- Media
- Tech services
- Manufacturing
- Others



- BFSI
- Teach(Product and startups)
- Public sector
- Media
- Tech services
- Manufacturing
- Others



## Trifecta of AI Opportunities



### Advanced GPU Demand

Rapidly growing demand for advanced cloud GPUs like H100/H200 by Govt., Higher Education, Startups and Enterprises



### Open Source AI

Rapid Increase in capabilities and availability of State Of The Art Open Source Models and plumbing to build GenAI

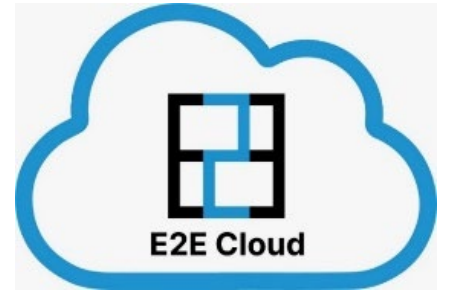


### Data for AI/ML

India continues to be the data capital of the world thanks to its largely digitized population. The Government is committed to help establish Indian startups and enterprises become the leading AI innovators of the world by leveraging India's data sovereignty

# Frontier Models = Unmatched potential for E2E

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- **Perfect Fit for High-Performance AI Workloads**

The latest AI models demand powerful infrastructure for reasoning, factual accuracy, and complex task execution — areas where E2E's AI-ready cloud, powered by latest CloudGPU(s) is a good fit.

- **Growing Demand for Production Deployments for AI**

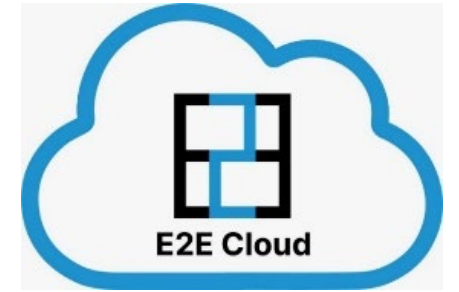
As adoption of advanced models accelerates, so does the need for scalable environments. E2E is well-positioned to meet this demand with its TIR platform, designed for seamless training, fine-tuning, and inference deployments.

- **Strategic Opportunity to Support AI Startups**

This evolution opens doors to partner with AI startups, enabling them to deploy large models more efficiently and cost-effectively — reinforcing E2E's role as a preferred AI cloud provider.

# Path for expansion

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## **Sovereign Cloud Platform**

Data sovereignty,  
AI-driven  
performance,  
Regulatory  
compliance, vendor  
independence.

## **AI – India Mission**

This initiative is  
designed to eliminate  
infrastructure  
bottlenecks, enabling  
India's innovators to  
develop world-class AI  
solutions

## **AI Lab As A Service**

AILaaS is a scalable,  
cost-effective, and  
customizable solution  
designed to help  
educational  
institutions

## **Channel Expansion**

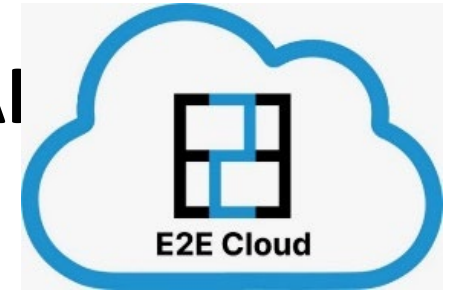
Building long term  
Enterprise and  
Government  
customers

## **Strategic Partnerships**

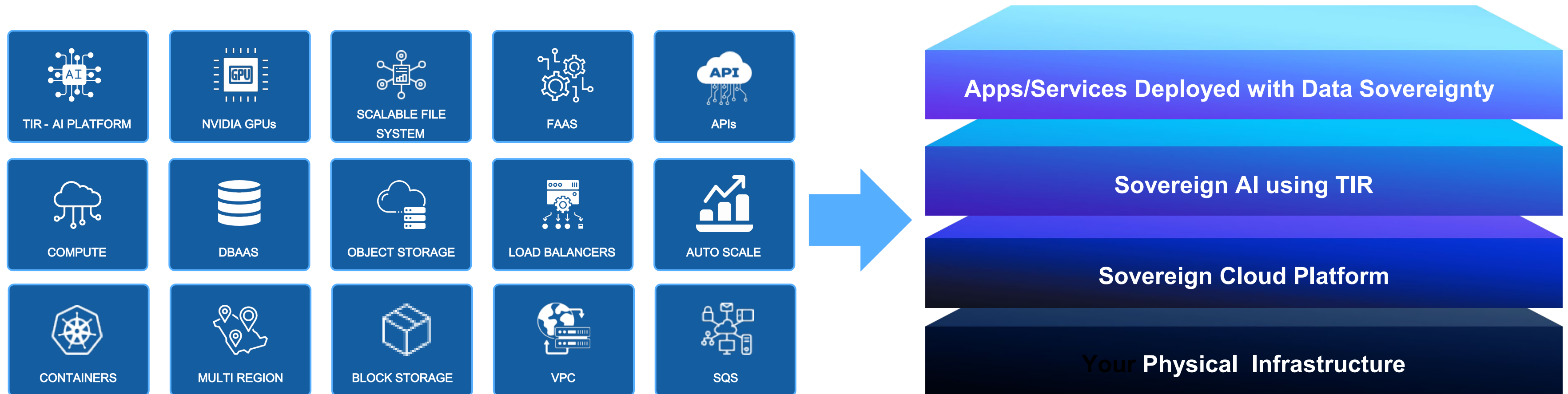
Leverage partnership  
with L&T and GenAI  
Startups building  
SOTA/Frontier  
models/runtimes for  
Govt and Enterprise



# Sovereign Cloud Platform: Trusted Cloud Built to Scale Businesses with Sovereign AI



Your infrastructure with Platform that powers E2E Cloud infrastructure



1

Build your own Sovereign Cloud in 15 days

2

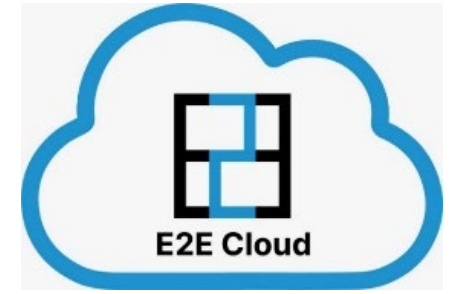
Includes TIR, a cutting-edge AI / ML platform.

3

Built to be future-proof with regular updates.

# Sovereign Cloud Platform: AI First Cloud

For organizations that want to create private or public cloud



**National Data  
Centers**



**IaaS / PaaS  
Cloud Platforms**



**Global  
Conglomerates**



**Data Center  
Operators**



**BFSI  
Enterprises**



**Telecom  
Companies**



**Healthcare  
Providers**



**Educational  
Institutions**

# TIR - AI/ML Platform: Sovereign AI



Machine Translation	Virtual Assistants	AI Powered Search
Risk Assessment	Named Entity Recognition	Text Summarization
Object Detection	Fraud Detection	Medical Image Analysis
Facial Recognition	Model Fine-Tuning	Chatbots
Anomaly Detection	Image Classification	Self-Driving Cars
Personalized Medicine	Product Recommendations	and more ...
Data Engineering	Algorithmic Trading	



## Key Features

- 01 Rapid interactive development with Jupyter Notebooks
- 02 Quickly build AI/ML data pipelines
- 03 Battle Tested Stack with Compatible drivers and frameworks
- 04 Benchmark Inference Performance
- 05 Rapid access to high quality open datasets, frontier models for Inference and Training

## Recent TIR Platform Enhancements

- WandB Integration**  
keeps track of your machine learning experiments, log hyperparameters, metrics, and output visualization
- Training Metrics**  
optimizes your training models effectively
- LORA and BnB quantization options**  
Brings efficiency and precision in fine-tuning, fastens training times
- vLLM**  
enables dynamic conversations with the model
- Vector Databases Enhancements**  
enables quick recovery from data loss or testing scenarios
- Continue training from previous check**  
allows cloning previous fine tuned models and create new model artifacts



# Frictionless Rapid Deployments TIR Platform



[GO TO MYACCOUNT](#)
[Explore GenAI API](#)

Usage: ₹ 44309.00

Private Workspace

Project: prj-110717543838

[Private Workspace](#)
[prj-110717543838](#)
[Dashboard](#)

Dashboard

Nodes

RAG

Storage

Training Cluster

Inference

Pipelines

Foundation Studio

Vector Database

Data Syncer

Integrations

API Tokens

Reserve IP

Private Cluster

Project Settings

Billing and Usage

IAM Panel

Quick Links

NODES  
0/0 Running

DATASETS  
1/1 Ready

PIPELINE  
0/0 Running

VECTOR DB  
0/0 Running

GenAI API

**Llama 4 Scout 17B 16E Instruct**  
 The Llama 4 collection of models are natively multimodal AI models that enable text and multimodal experiences. These models leverage a mixture-of-experts architecture to offer industry-leading performance...  
[EXPLORE](#)

**Mistral 7B Instruct v0.3**  
 This is a generative text model using a variety of publicly available conversation datasets.  
[EXPLORE](#)

[Explore All](#)

Fine Tune Models

**stabilityai/stable-diffusion-2-1**  
 Stable Diffusion 2

**mistralai/Mixtral-8x7B-v0.1**  
 Mixtral 8x7B

**mistralai/Mistral-7B-Instruct-v0.2**  
 Mistral 7B Instruct v0.2

**meta-llama/Meta-Llama-3-8B-Instruct**  
 Llama 3 8B Instruct

**google/gemma-7b-it**  
 Gemma 7B it

**stabilityai/stable-diffusion-xl-base-1.0**  
 Stable Diffusion SDXL

[Explore All](#)

Launch Inference

**NeMo RAG Service**  
 A service for easily adding programmable guardrails to LLM-based

**vLLM**  
 A fast and easy-to-use library for LLM inference and serving

**SGLang**  
 SGLang is fast serving framework for large language models and vision

Vector Database

**Qdrant Vector Database**  
 Qdrant is a vector similarity search engine that provides a production-ready service with a convenient API to store, search, and manage points with an additional payload. You can think of the payloads as

# Board of Directors



**Mr. Tarun Dua**  
Managing Director

He holds a degree of Bachelor of Technology (Computer Engineering) from REC Kurukshetra. He has experience of more than 23 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. Responsible for the culture and direction 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 20 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.

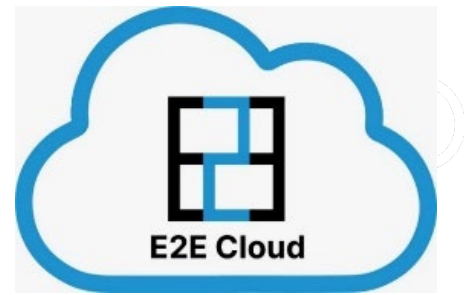


**Ms. Megha Raheja**  
Whole Time Director & Chief Financial Officer

Megha is a Chartered Accountant with over 22 years of experience in IT/ITES and telecom industry. She has diverse experience in Financial Accounting & Reporting, Taxation, Treasury & Banking, Budgeting, Mergers & Acquisitions.



# Independent Directors



**Sonu Gosain Soni**

**Independent Woman Director**

She is a seasoned professional with experience in strategizing business plans, enhancing revenue, client relationship management, sales, key account management, business development, and process incubation.

She is an alumni of IIM, Bangalore ( PGDM) and PEC (E&EC) , Chandigarh.



**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.



**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.

# Non-Independent Directors

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**Ms. Shrimati Ambastha**

**Non Executive, Non Independent Director**

With over 33 years in IT, data center management, and cloud technologies, she has held leadership roles at Oracle, VMware, and NTT India GDC. As CEO of L&T-Cloudfiniti's Data Center Business, she is the first female CEO in the industry. Her expertise spans P&L, sales, business development, and alliances, working with hyperscalers and leading enterprises in sectors like financial services, manufacturing, and startups. Armed with a Master's in Computer Science, she has driven innovation and strategic partnerships with major brands like BAM Digital Realty and NTT Global Data Centers.



**Mr. Prashant Chiranjive Jain**

**Non Executive, Non Independent Director**

Mr. Prashant Chiranjive Jain holds a B.Tech in Electrical & Electronics Engineering and an Executive MBA from ESMT Berlin, where he received the President's Award. With over 30 years of experience across sectors like Energy, Oil & Gas, and IT Consulting, he has led Sales & Business Development, Corporate Strategy, and P&L management. Mr. Jain served as Managing Director at GE Power India and held leadership roles at Siemens Ltd. for over 15 years. He has also worked at Schneider Electric India, Magna Infotech, and Telemecanique & Controls.

# Leadership Team



**Mr. Mohammed Imran**  
Chief Technology Officer

Extensive experience in cloud computing, networking, and open source software. Avid user and supporter of FOSS. Leads technology team to build innovative and reliable products using open source tech.



**Mr. Kesava Reddy**  
Chief Revenue Officer

21+ years of experience in B2B sales and heads sales at E2E Networks. Worked for half a dozen startups on enterprise sales, building sales processes and growing high-performing sales teams.



**Mr. Bakshish Dutta**  
Senior VP, Sales

A seasoned business leader with deep expertise in driving growth, scaling operations, and optimizing revenue in competitive markets. He has successfully led business expansions, delivering impressive compound annual growth rates (CAGR) while maintaining operational efficiency. With a strategic approach to sales leadership and market development, he has consistently identified and capitalized on growth opportunities, driving sustained success.



**Mr. Ronit Gaba**  
Company Secretary

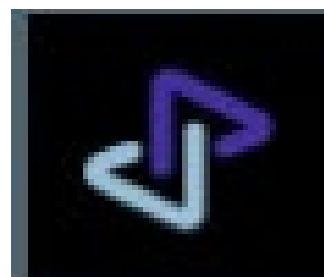
With over 6 years of experience, Ronit is a proficient Company Secretary, expert in corporate governance and compliance. His background includes strategic advisory and regulatory compliance in the sugar and Automobile Ancillary industry, with education from Delhi University and the Institute of Company Secretaries of India.



# Deep Experience Of Scaling Customers



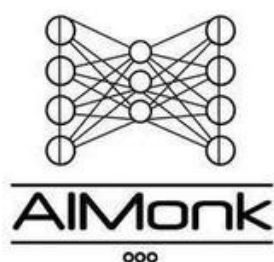
# AI/ML Customers



qure.ai



CLAIM GENIUS



CrimsonAI





# Media Coverage



## E2E Cloud Launches NVIDIA H200 GPU Clusters in Delhi NCR and Chennai

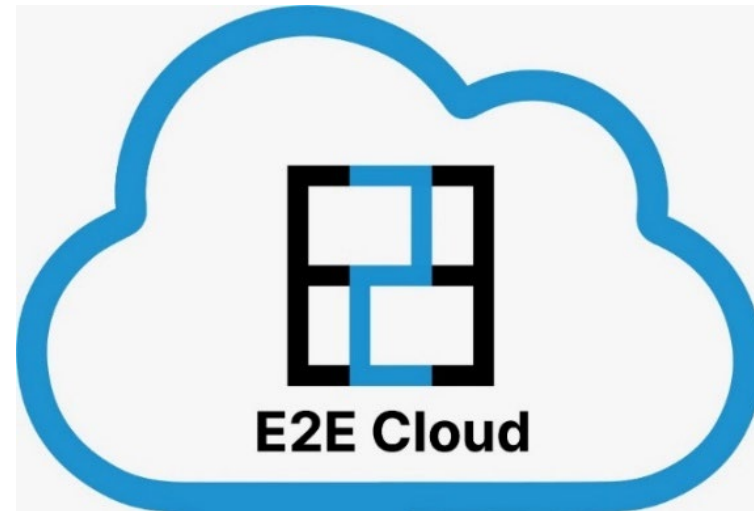
With a total of 2,048 GPUs, the infrastructure delivers 288.8 TB of GPU RAM and 4.8 TB/s memory bandwidth, providing the power necessary for training and fine-tuning open source AI models.



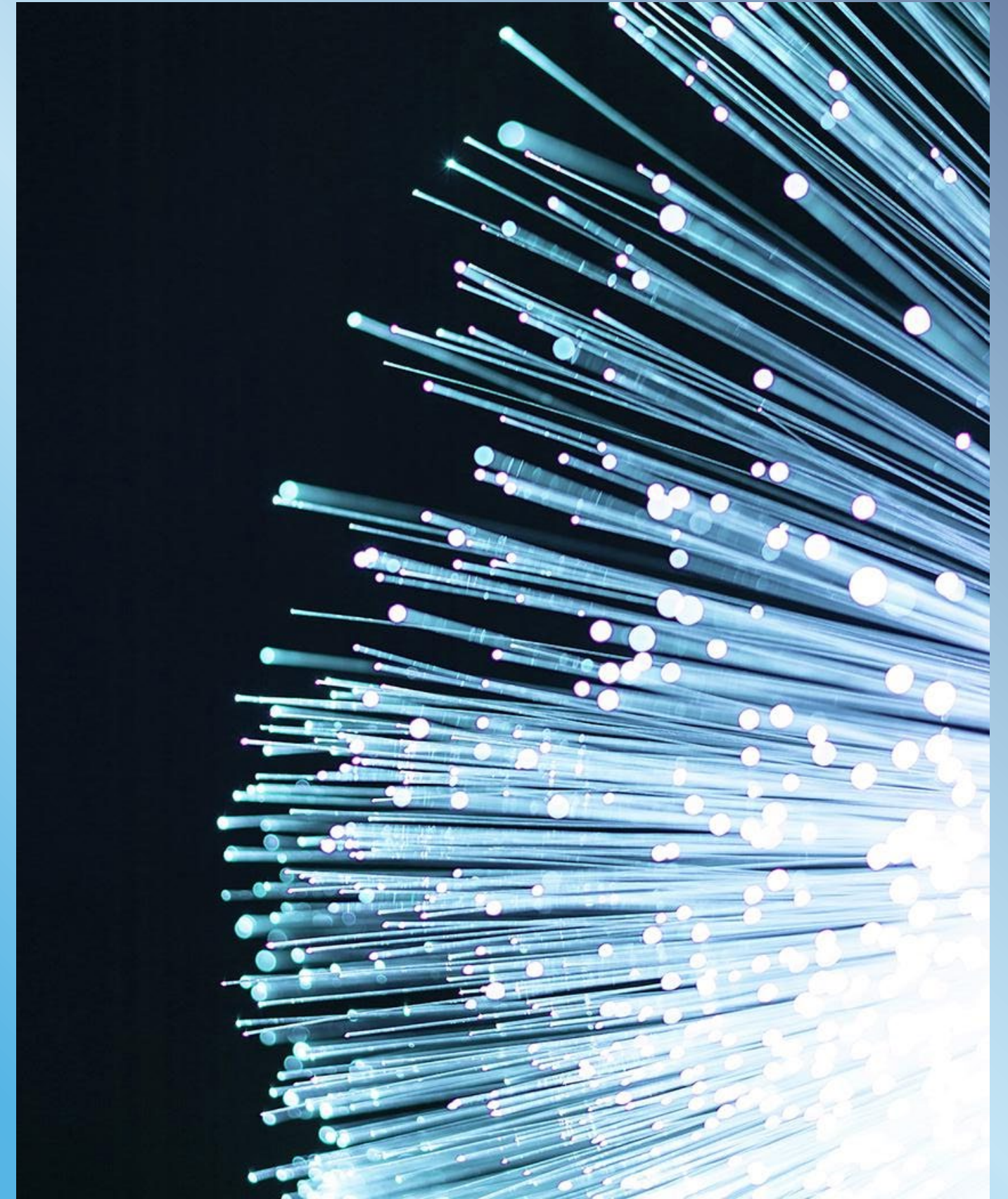
Published on April 3, 2025







# FY25 Financial Updates

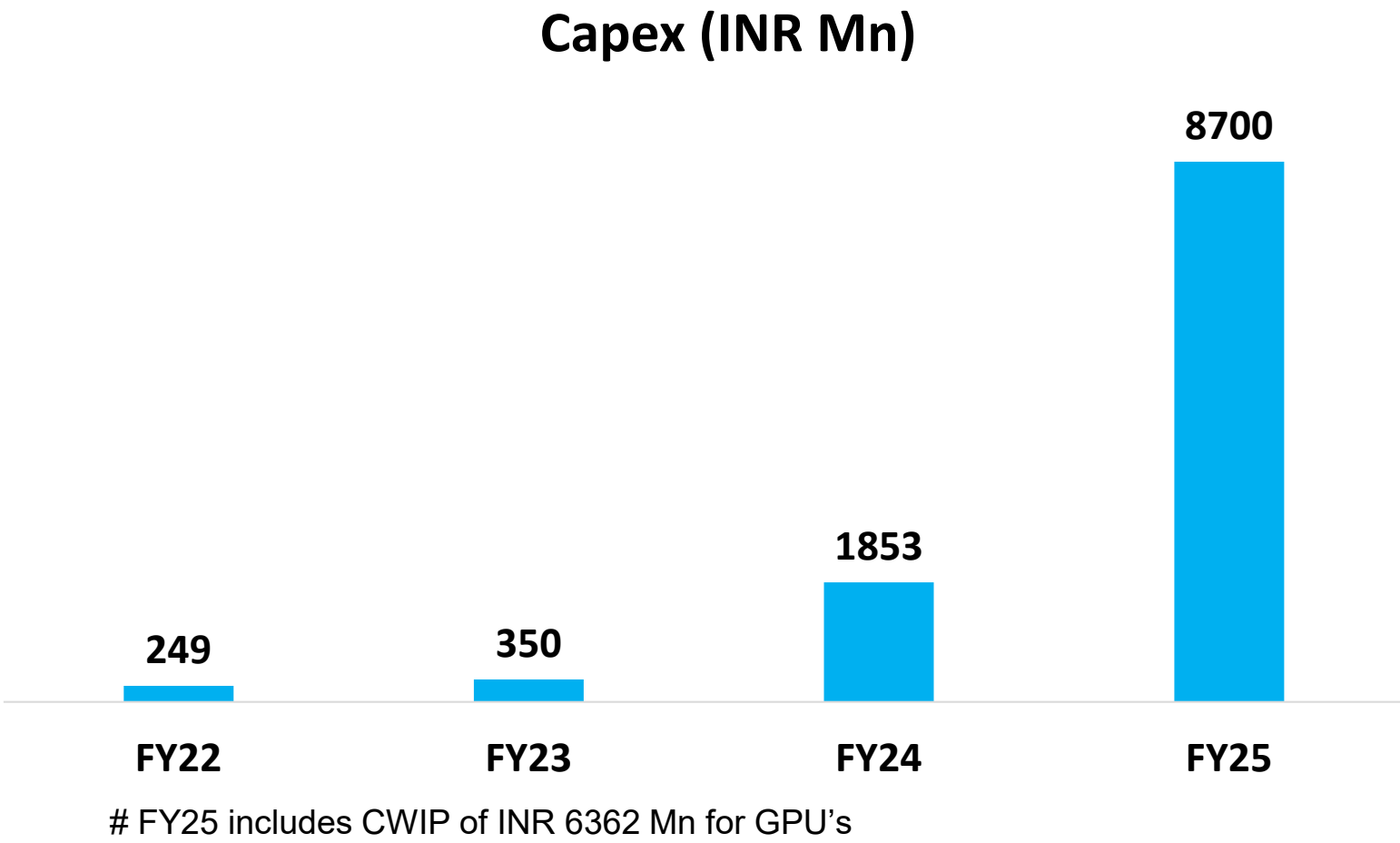


# Fiscal Highlights



## FY25 Financial Highlights

Revenue	EBITDA	EBITDA Margin
INR 1640 Mn	INR 967 Mn	59.0%
+74% YoY	+102% YoY	820 bps YoY
PAT	PAT Margin	Diluted EPS
INR 475 Mn	29.0%	INR 27.2
+117% YoY	582 bps YoY	+85% YoY



## Raised Funds through Preferential issue of Equity shares

(In INR Mn)						
Period	Fund raised	Utilized in Q2'25	Utilized in Q3'25	Utilized in Q4'25	Assigned for CWIP*	Balance funds
Q2'25	4,056.56	6.24	689.27	304.69	7,506.98	5,169.64
Q3'25	10,792.78	-	812.74	359.78		
Total	14,849.34	6.24	1,502.01	664.47	7,506.98	5,169.64

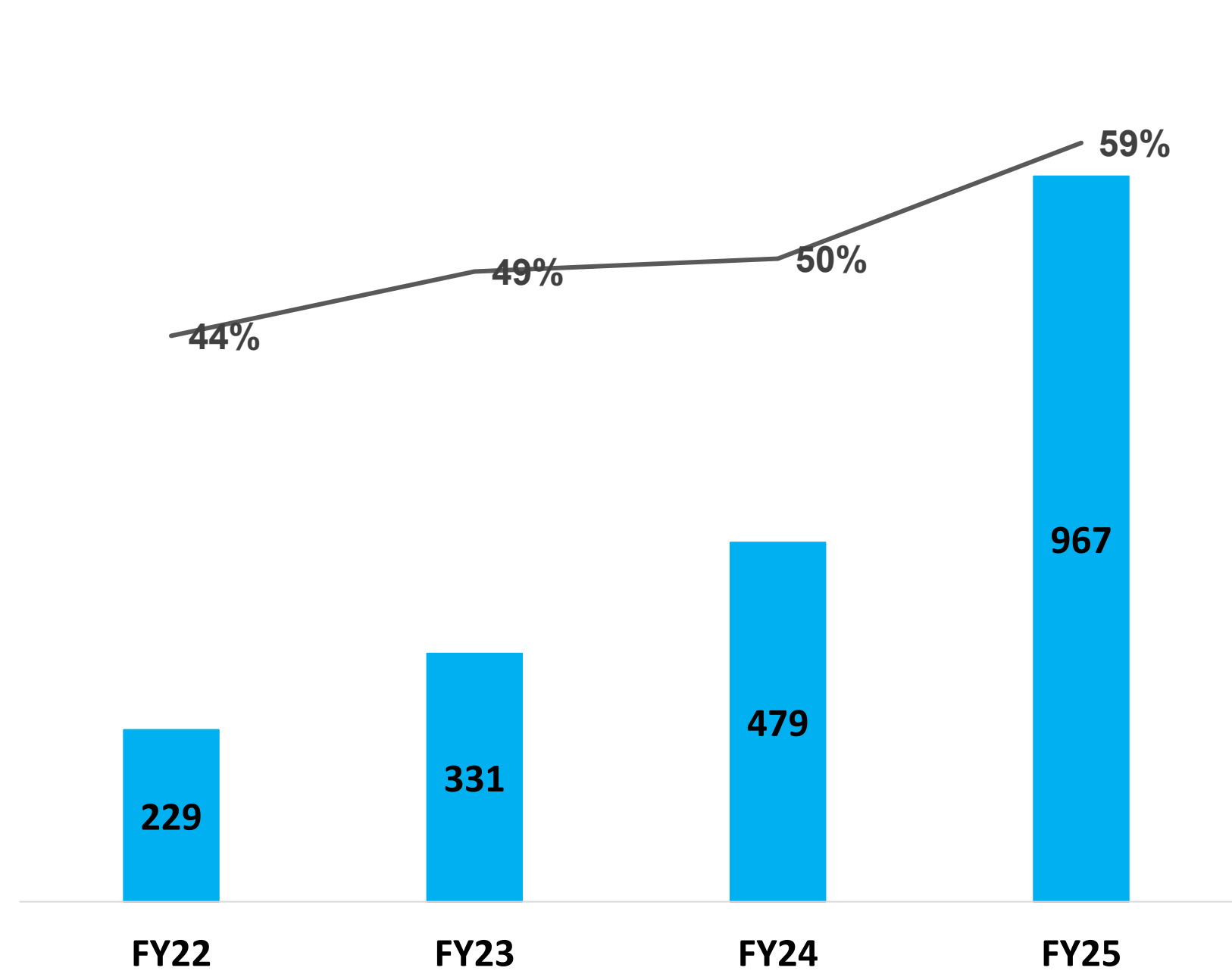
\*Including GST on CWIP

# Key Financial Metrics

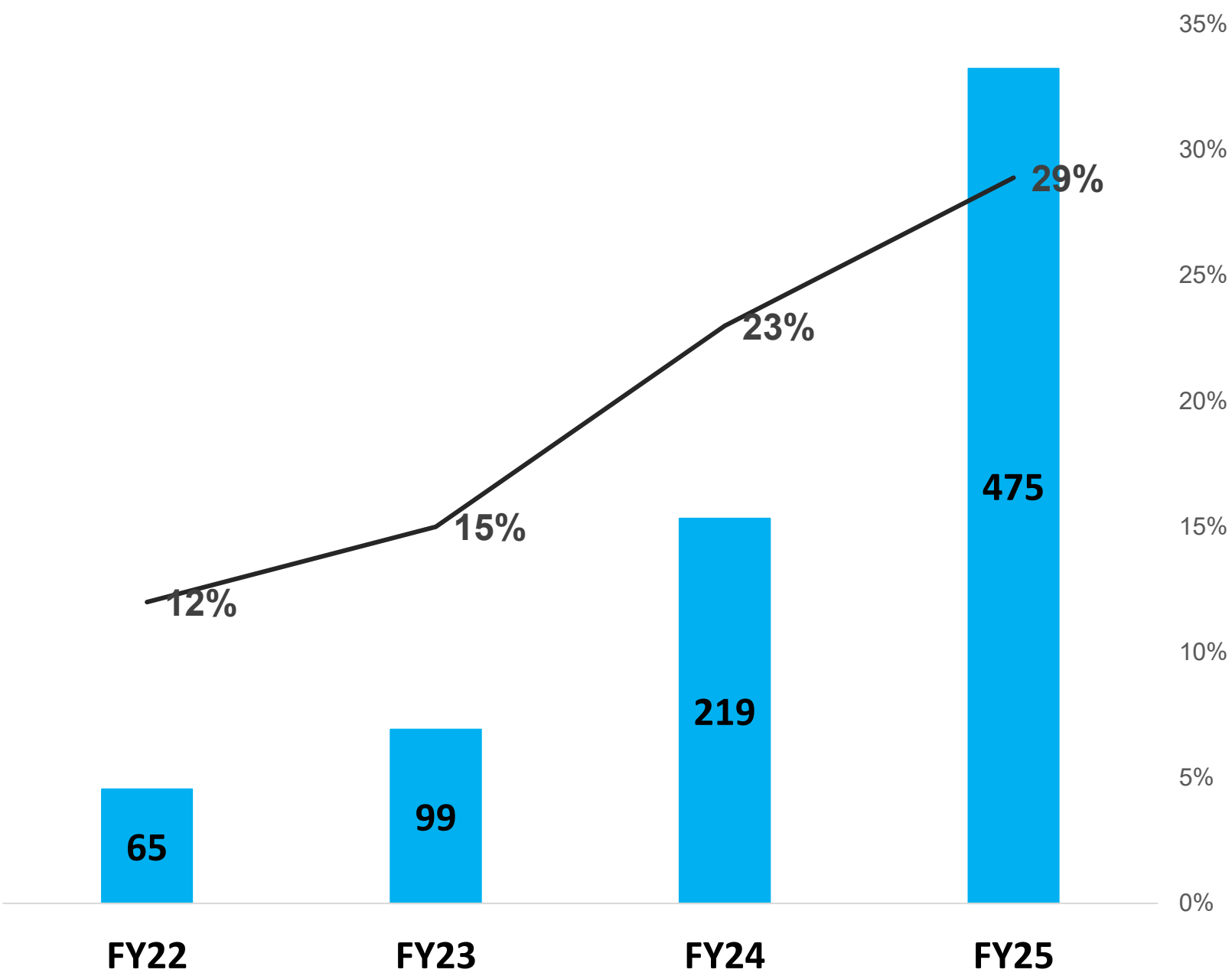
(In INR Mn)



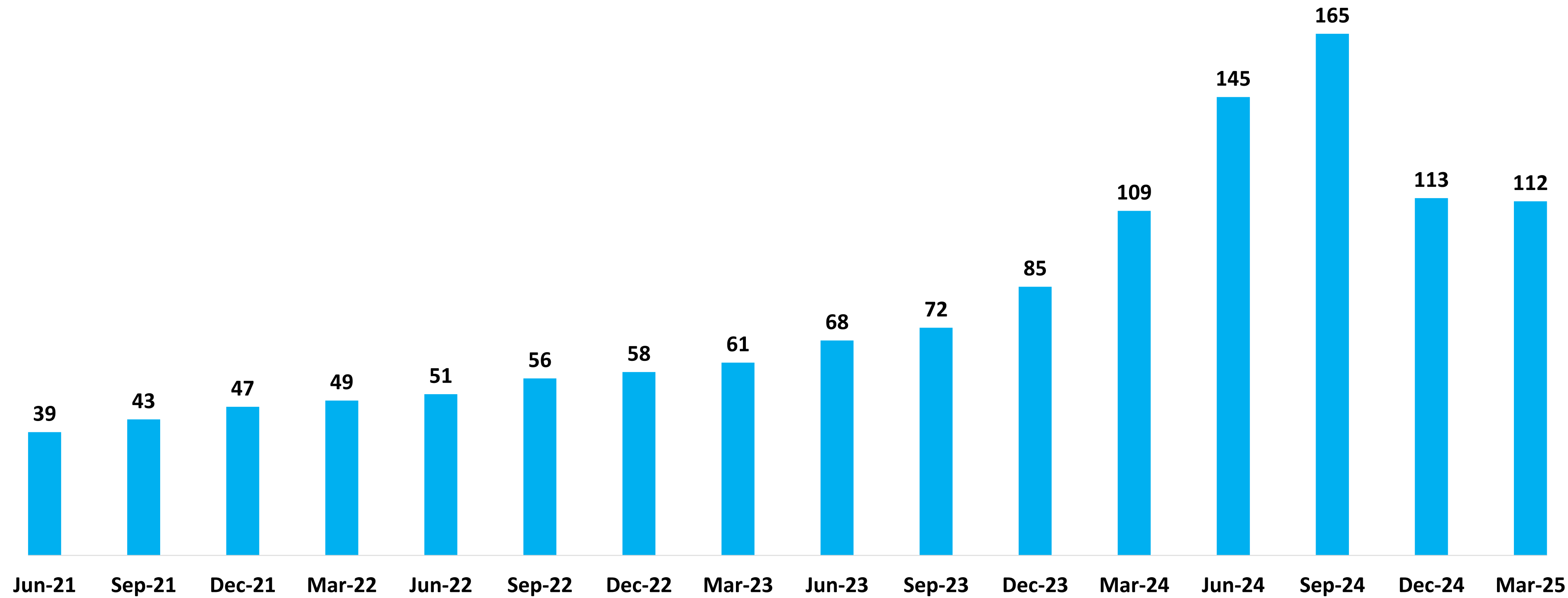
EBITDA and Margin %



PAT and Margin %

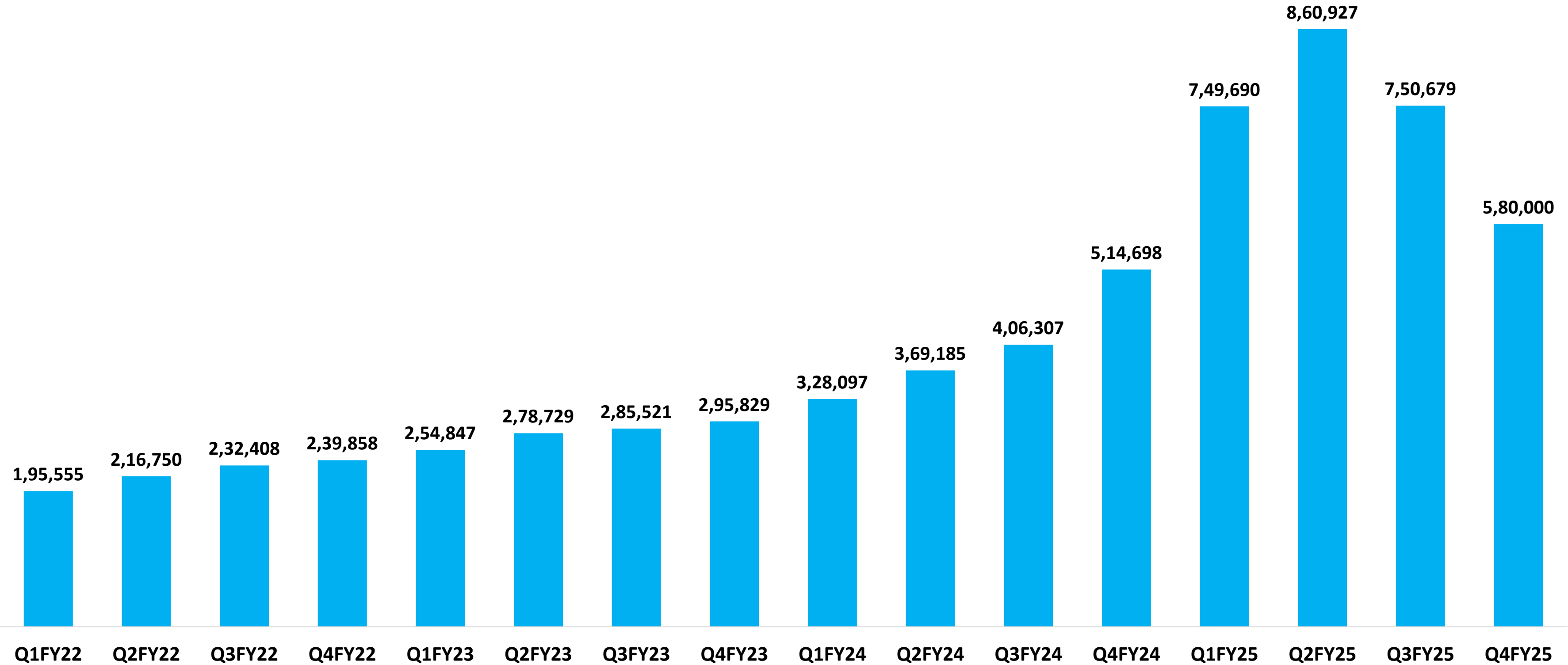


# Monthly Revenue Runrate



(In INR Mn)

# Quarterly ~ARPU For Top 500 customers (INR)





# Debt and Lease Facilities



(In INR Mn)

Facility Type	Facility Amount	Outstanding Amount as on 31.03.2025
8.80% Term Loan	430	29
8.46% Term loan	250	30
8.19% Term loan	66	55
8.20% Term loan**	250	0
8.80% Term loan*	160	0
9.23% Term loan**	150	0
8.53% Term loan**	70	0
8.35% Term loan**	14	0
Other Loans**	11	0
Lease Facilities	880	616
<b>Total</b>	<b>2,281</b>	<b>730</b>

\*The loan amounts have not been drawn down yet.

\*\*This loan amount is fully repaid by Company.



# Yearly Trends | Income Statement



Particulars (INR Million)	FY25	FY24	FY23
<b>Operational Revenue</b>	<b>1640</b>	<b>945</b>	<b>662</b>
Total Expenses	673	264	332
<b>EBITDA</b>	<b>967</b>	<b>479</b>	<b>330</b>
<i>EBITDA Margin %</i>	<i>59.0%</i>	<i>50.7%</i>	<i>49.8%</i>
Other Income	394	16	8
Depreciation and Amortization Expense	601	157	201
Finance Cost	132	36	5
<b>PBT</b>	<b>628</b>	<b>302</b>	<b>132</b>
Tax Expenses	153	83	33
<b>PAT</b>	<b>475</b>	<b>219</b>	<b>99</b>
<i>PAT Margin %</i>	<i>29.0%</i>	<i>23.1%</i>	<i>15.0%</i>

# Q4FY25 Financial Performance



Particulars (INR Mn)	Q4FY25	Q4FY24	Y-o-Y%	Q3FY25	Q-o-Q%
<b>Operational Revenue</b>	<b>335</b>	<b>294</b>	<b>13.8%</b>	<b>416</b>	<b>-19.5%</b>
Total expenses	201	142	42.2%	170	18.4%
<b>EBITDA</b>	<b>133</b>	<b>152</b>	<b>-12.5%</b>	<b>246</b>	<b>-45.8%</b>
EBITDA Margin %	39.9%	51.8%	-11.9%	59.1%	-19.2%
Other Income	254	2	10772.6%	127	99.6%
Depreciation	190	77	147.9%	178	6.5%
Finance Cost	22	22	-2.0%	40	-45.5%
<b>PBT</b>	<b>176</b>	<b>56</b>	<b>215.6%</b>	<b>155</b>	<b>13.6%</b>
Tax	40	20	94.3%	39	0.9%
<b>PAT</b>	<b>136</b>	<b>35</b>	<b>285.9%</b>	<b>116</b>	<b>17.5%</b>
PAT Margin %	40.7%	12.0%	28.7%	27.8%	12.7%
Basic EPS	<b>8</b>	<b>2.4</b>	<b>232.7%</b>	<b>7.4</b>	<b>10.2%</b>
Diluted EPS	<b>8</b>	<b>2.4</b>	<b>228.8%</b>	<b>7.0</b>	<b>10.9%</b>

# Yearly Trends | Balance Sheet

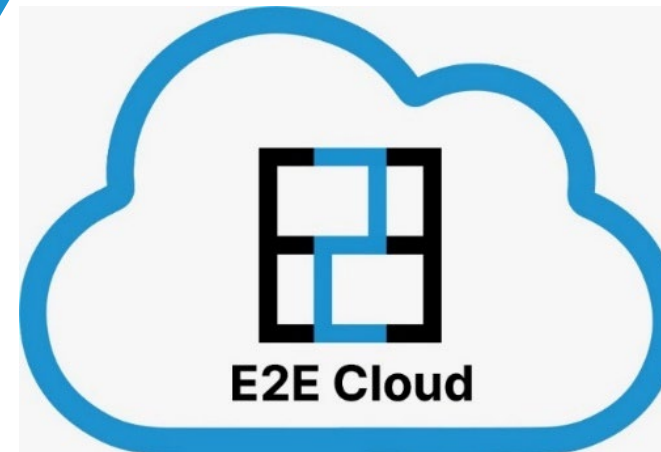


Particulars (In INR Million)	Mar-25	Mar-24	Mar-23
<b><u>EQUITY AND LIABILITIES</u></b>			
Equity share capital	200	145	145
Other equity	15,728	564	349
Borrowings	114	1,031	6
Lease liability	616	410	52
Other Non-Current liabilities	245	93	17
Other Current liabilities	8,904	309	115
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>25,807</b>	<b>2,552</b>	<b>684</b>
<b><u>ASSETS</u></b>			
Property, plant and equipment	9,471	1,558	229
Intangible Assets	149	122	135
Right of Use Asset	635	424	55
Non-Current Financial Assets and tax assets	66	63	3
Current Financial assets	13,702	153	252
Other current assets	1,784	232	10
<b>TOTAL ASSETS</b>	<b>25,807</b>	<b>2,552</b>	<b>684</b>

# Contact Us

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