

Date : 19.10.2024

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400 001. BSE Scrip Code: 543945	To, The National Stock Exchange of India Limited “Exchange Plaza”, Bandra – Kurla Complex, Bandra (EAST), Mumbai – 400 051 NSE SYMBOL: NETWEB
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Sub: STRATEGY PRESENTATION ON THE QUARTERLY AND HALF YEARLY UNAUDITED FINANCIAL RESULTS

Dear Sir/ Madam,

Please find enclosed herewith the strategy Presentation on the unaudited Financial results for the quarter and half year ended on September 30, 2024

Kindly take the same on record.

Thanking you,

For Netweb Technologies India Limited

Lohit Chhabra
Digitally signed
by Lohit Chhabra
Date: 2024.10.19
16:21:08 +05'30'

Lohit Chhabra
Company Secretary & Compliance Officer
M.NO A36610

NETWEB TECHNOLOGIES INDIA LTD

India's Leading High-end Computing
Solutions (HCS) Provider

H1 FY25 - Strategy Presentation

October 2024



AGENDA



About Netweb Technologies



Key Investment Highlights



Growth Drivers



Annexure

ABOUT NETWEB TECHNOLOGIES

India's leading Indian origin, owned and controlled OEM in the space of High-end Computing Solutions (HCS)



Business Tailwinds ▶▶

- 'Make in India' Policy & 'PLI Scheme' of the GOI
- 'Make AI in India & Make AI work for India' initiative of the GOI
- Growing demand for cloud-based services and network switches
- Explosion of Data Center demand in India
- GOI's approval of over ₹1,03,000 Mn for the IndiaAI Mission³ to catalyze India's AI ecosystem

500+

Supercomputing systems installed

5000+

Accelerator / GPU based AI systems & enterprise workstations

50+

Private cloud & HCI installations

03

Supercomputers listed 13 times in the world's top 500 supercomputers

H1 FY25 FINANCIAL METRICS



Revenue from Operation: ₹ 4,004 Million
Customers: Govt. (45.6%) vs Non-Govt. (54.4%)



Op EBITDA Margin: 14.0%



PAT Margin: 10.1%



ROCE¹: 25.2%



ROE²: 18.7%

Note: ¹Return on Capital Employed for Sep'24 is annualized ; ²Return on Equity for Sep'24 is annualized; 3: pib.gov.in.

KEY MILESTONES

1999 ESTABLISHED

2004

KABRU - IMS CHENNAI
Was, then, one of the top 500 most powerful supercomputing systems in the world

2013

PARAM YUVA II-
CDAC PUNE
69TH World's Most Powerful supercomputer at the time of commissioning

2017

Deployment servers as part of surveillance project at 204 locations across 23 states for a public sector undertaking

2018

Awarded Intel Technology Provider Platinum 2018 Best HPC Data Center Specialist

2019

Deployed PARAM Ambar at ISRO - India's 4th Fastest Supercomputer at the time of commissioning

2022

Qualified for PLI - Telecom and Networking Product
Deployed 5G cloud for International telecom service provider
Launched container platform Kubyts enabling rapid deployment of AI & HPC

2021

Qualified for PLI Scheme of GOI for IT Hardware
Outstanding Contribution in Promotion of electronics & manufacturing of servers from MEITY

2020

Received Orders for Tyrone HPC Storage, Capacity 10500 Terabyte from R&D Organization of MEITY, GOI

2023

Deployed AIRAWAT - India's Largest and Fastest AI Supercomputing System & Ranked 75th in the world
Foraying into Network Switches & 5G ORAN

2024

Commissioned India's flagship end-to-end high-end computing server, storage and switch manufacturing facility

2023

Manufacturing Partnership with NVIDIA:
For NVIDIA Grace CPU Superchip & GH200 Grace Hopper Superchip MGX server designs

2023

Netweb Listing:
Listed on 27th July 2023 on BSE & NSE

SNAPSHOT OF OUR HCS OFFERINGS

India's leading HCS provider with fully integrated design and manufacturing capabilities



SNAPSHOT OF OUR HCS OFFERINGS (2/2)

High-End Computing Solutions (HCS) Offerings Suite



High Performance Computing (HPC) Systems

TCM



Make your HPC Cluster Reliable, Agile, and Responsive



Private cloud and hyperconverged infrastructure (HCI)

Skylus



Setup a Private Cloud Quickly and Accelerate your Cloud First Strategy



AI systems and Enterprise workstations

JANUS



Accelerate your Enterprise efficiency with Tyrone AI System & Enterprise workstation.



High performance storage (HPS) solutions

Unified Storage

Tyrone VERTA



Unified Block

opslag™ UB

Archival & surveillance
COLLECTIVO®



Parallel File System
ParallelStor



Data Centre servers

CAMARERO



Reimagine your Data Center strategies for running modern workload

NETWEB'S DIVERSIFIED APPLICATION INDUSTRY BASE

Catering to the end-to-end needs of customers that enable the company to attract new customers and diversify its customer base



*Other enterprises includes IT&ITeS, media & entertainment, telecom, cloud services etc. |

HIGH PERFORMANCE COMPUTING (HPC)

India's largest manufacturer of Supercomputing systems

Designed, Developed & Deployed some of India's most powerful Supercomputing systems



AIRAWAT

PARAM Ambar

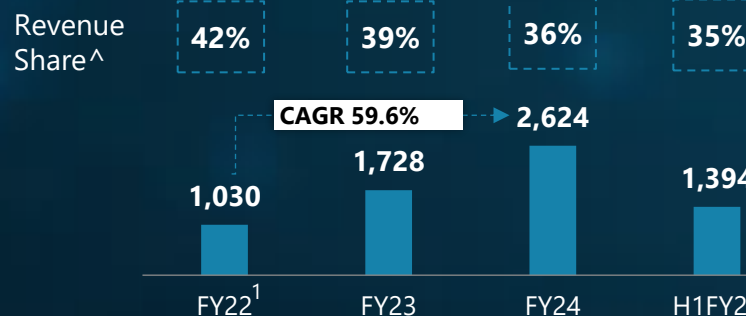
PARAM YUVA-II

PARAM YUVA-II is one of the India's fastest and largest hybrid supercomputer

HPC Systems Overview

- In terms of the number of HPC installations, Netweb is **one of the most significant OEMs in India** amongst others*
- Equipped with **'Tyrone' cluster management suite**
- Deployed diverse Supercomputing systems ranging from **10 nodes to 400 nodes & scalable up to 1,000 nodes**, to cater to different customers' requirements
- 500+ HPC Installations** to various government institutions and private enterprises such as IITs, JNU, NMDC Data Centre, etc

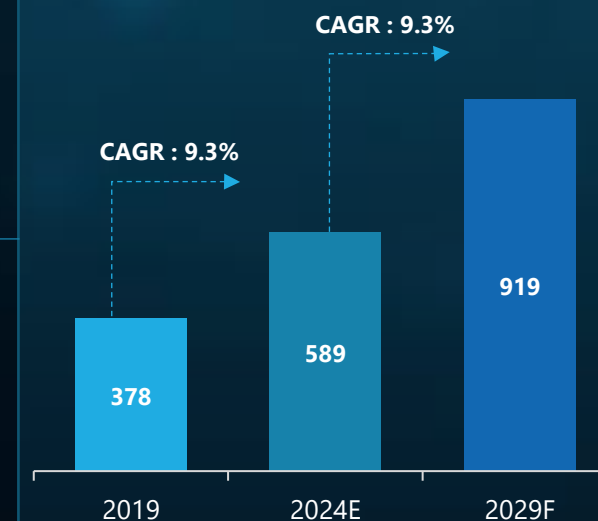
Segmental Revenue Trend (INR Mn)



Marquee Customers



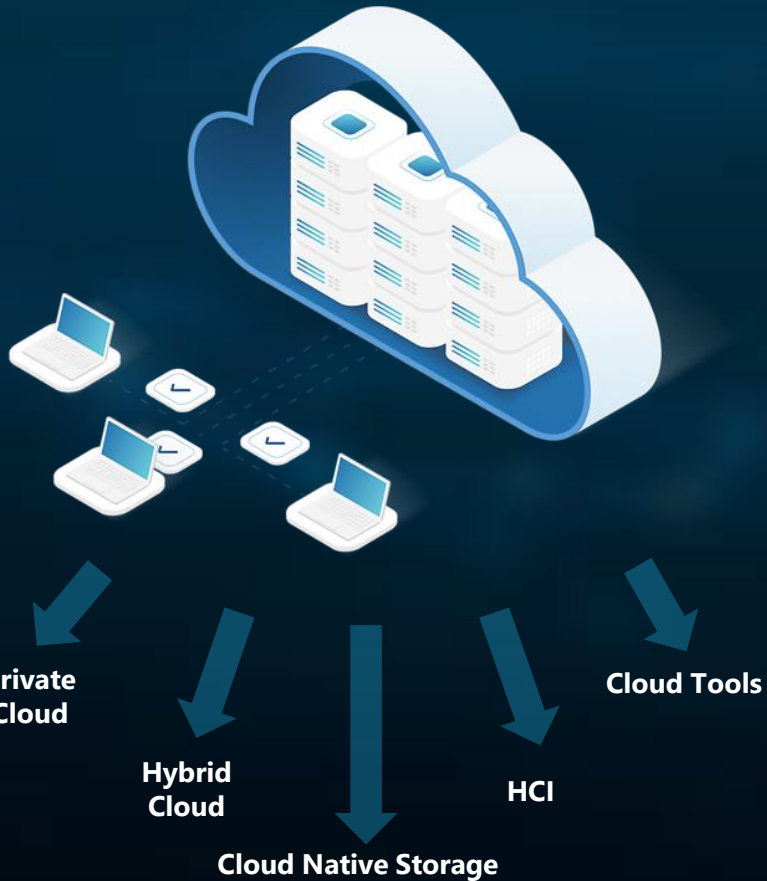
Indian HPC Market (\$Mn)*



PRIVATE CLOUD AND HYPERCONVERGED INFRASTRUCTURE (HCI)

Offers hyper-converged capabilities i.e. combining compute, storage, and network

The company's private cloud & HCI offering is built and sold under our Tyrone Skylus brand



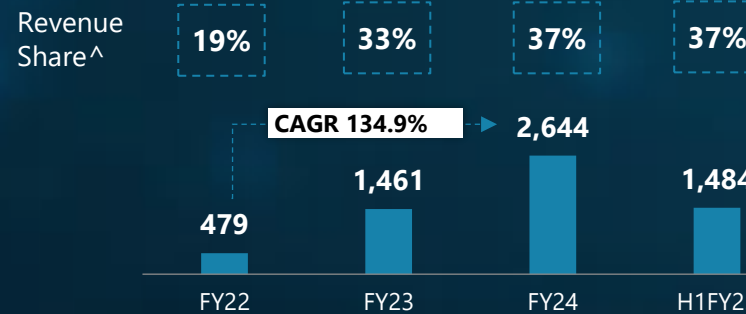
Private Cloud & HCI Overview

Provide a bespoke **hardware and curated software stack**

Tyrone Skylus has enabled the company to **compete with foreign HCI OEMs**, virtualization ISVs, private cloud platforms, and general computing rigs

Installations of **50+ private cloud and HCI** to marquee customers such as Graviton, Akamai, A.P.T. Portfolio, and Yotta Data.

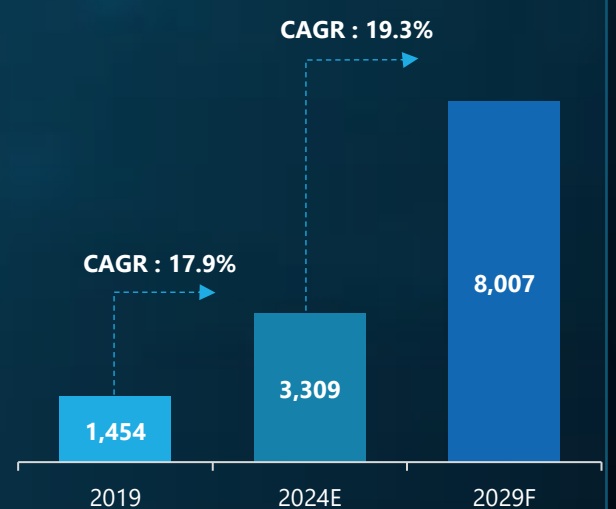
Segmental Revenue Trend (INR Mn)



Marquee Customers



Indian Private Cloud & HCI Market (\$Mn)*

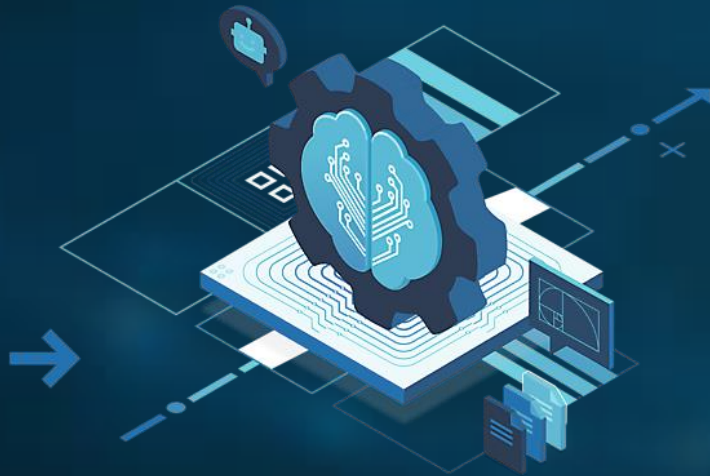


*Source: F&S Report; Note: ^% share of revenue from operation excludes other operating revenue

AI SYSTEMS AND ENTERPRISE WORKSTATIONS (AI & EW)

Address requirements of Supercomputing systems, machine learning and deep learning

The company's AI Systems & workstations are designed to support wide range of applications such as



AI

CFD

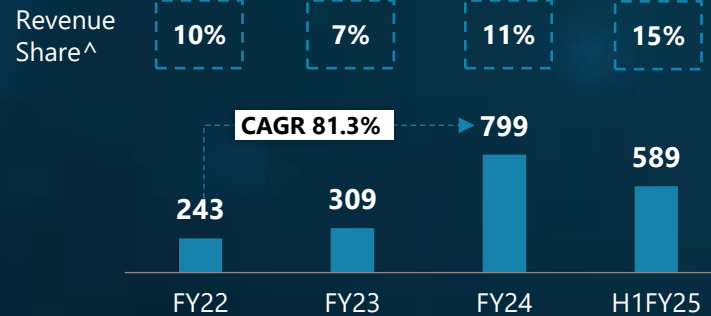
CAD/CAM

CMD

AI Systems & Enterprise Workstations Overview

- Equipped with **proprietary containerized application solution** (viz., **Tyrone Kubyts**)
- Designed and developed a wide range of **over 50 workstation models** to customers such as Airamatrix & HL Mando
- Undertaken installations of **over 4,000 accelerator / GPU-based AI systems and enterprise workstations** for marquee customers such as IIT Jammu, IIT Kanpur, IIIT Naya Raipur, JNU, HL Mando, Hemvati University, and Airamatrix.

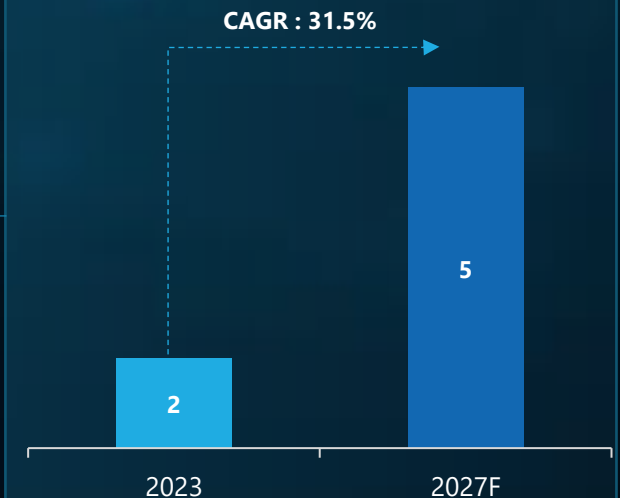
Segmental Revenue Trend (INR Mn)



Marquee Customers



AI Spending in India, US\$ Bn



HIGH PERFORMANCE STORAGE (HPS/ENTERPRISE STORAGE) SOLUTIONS

HPS Solutions provide high throughput and high IOPs# storage for enterprise computation users

The company's hardware, software have been developed in-house and are compliant with the 'Make in India' policy*.

Its HPS Solutions comprise:



Unified storage solution
(Tyrone Verta)



Parallel file system storage
(Tyrone ParallelStor)



Cloud native storage
(Tyrone Collectivo)

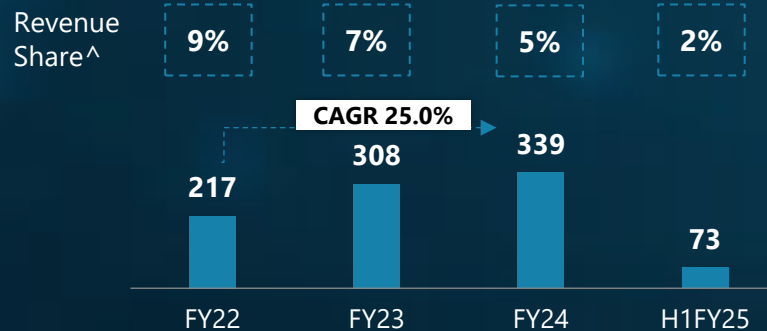


Surveillance and object storage
(Tyrone Collectivo with Fluid Input Output)

HPS Solutions Overview

- Capable of being **integrated into private & public cloud environments**
- Salient features of HPS solutions are **no single point of failure, scalable upto Exabytes, and built-in high availability**
- Facilitate **10 mn IOPs# & 100 GBps (scalable upto 450GBps)** throughput & designs that can be extended up to **1,000 petabytes**
- Provide HPS solutions to **marquee Customers** including Graviton, A.P.T. Portfolio, and INST.

Segmental Revenue Trend (INR Mn)

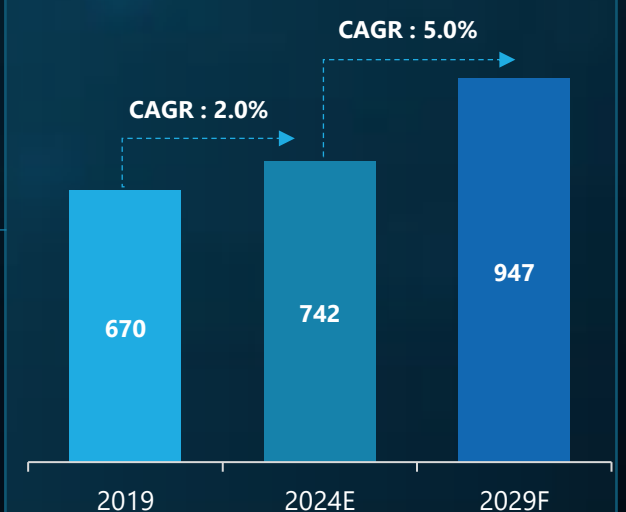


Marquee Customers



A.P.T.
Portfolio

Indian Enterprise Storage Market (\$Mn)*



*Source: F&S Report; #Input/output operations per second; ^% share of FY23 revenue from operation excludes other operating revenue

DATA CENTRE SERVER

Designing and Manufacturing servers to cater to disparate customer needs from entry-level servers to high-end 'mission-critical' servers

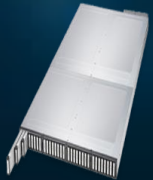
The company's current server models are typically designed and built with the dual processor configuration that enables multiple operations simultaneously, leading to low latency & better physical space utilization.



1U Server



2U Server



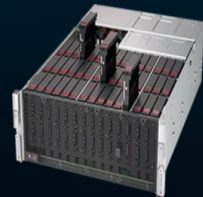
All-Flash NVME



4U 8 Node Server



GPU Server

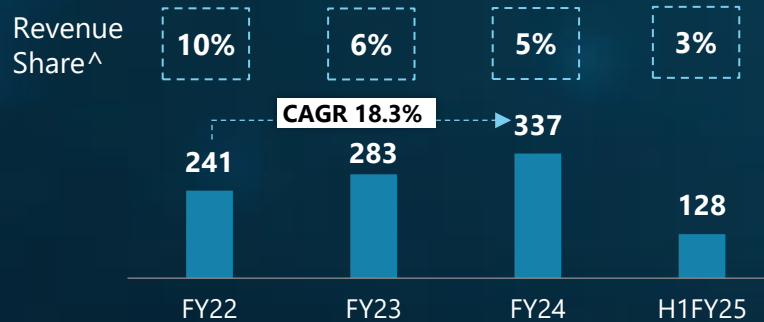


Storage Server

Data Centre Server Overview

- Designed and built **over 200 dual-processor server models** under the brand "Tyrone Camarero"
- Improving and customizing offerings to address specific requirements such as - **Low Rack Space Consumption, High in-built storage capability (up to 1petabyte (10¹⁵)), High Energy Efficiency etc.**
- Design and manufacture servers **in compliance with the 'Make in India'** policy
- Provide data center servers to **marquee Customers** including JNU, HL Mando, etc.

Segmental Revenue Trend (INR Mn)

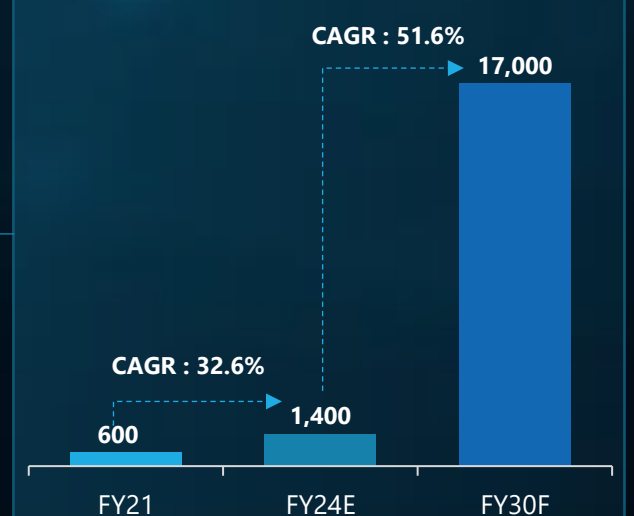


Marquee Customers



HL Mando

Indian Data Centre Capacity (in Megawatts)*



SOFTWARE & SERVICE FOR HCS

Providing private cloud software stack – Both on-premises and off-premises

The company's cloud solutions comprise deployment services which include



Designing

Application Migration

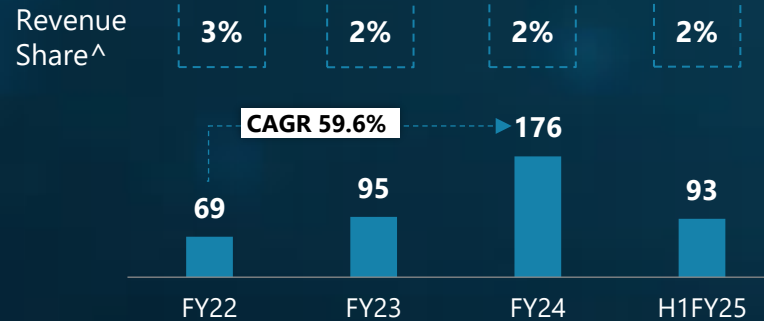
Virtual Machine Migration

Application Porting Services

Software & Service for HCS Overview

- Private cloud software stack to handle **complex workloads** (including 5G enterprise cloud, 5G edge compute, private 5G, and enterprise IT)
- Provide '**Big Data**' **centric solutions** that are designed to cater to data-intensive distributed applications under a single umbrella
- 'Big Data' centric solutions use **Tyrone Camarero dense systems, Tyrone Cluster Management Suite, and Tyrone Collectivo** range of specialized storage systems
- Provide software and services for HCS to **marquee Customers** including NMDC Data Centre and Graviton.

Segmental Revenue Trend (INR Mn)

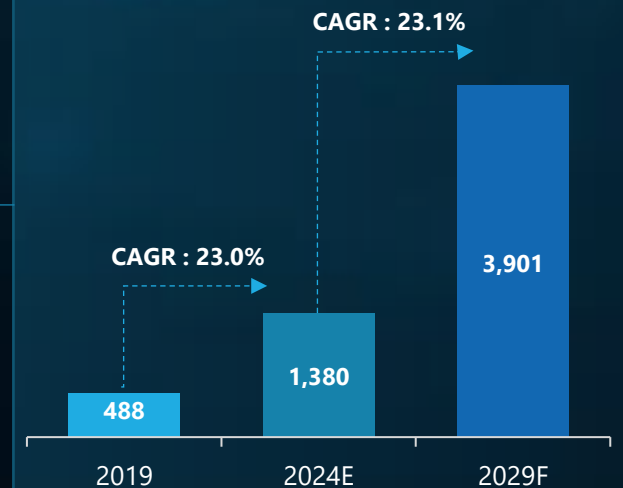


Marquee Customers



NMDC
Data Centre

Indian Cloud Managed Services Market (\$Mn)*



*Source: F&S Report; Note: [^]% share of revenue from operation excludes other operating revenue

COMPETITOR LANDSCAPE

One of the few players in India who offers a full stack of product and solution suite with comprehensive capabilities in designing, developing, implementing, and integrating high end computing solutions

Products and Solutions	Netweb Technologies	IBM Lenovo	DELL	Hewlett Packard Enterprise	ATOS	NetApp Hitachi Data Systems	Red Hat Nutanix	Vmware Suse	HCL Cognizant	Accenture Tech Mahindra
HPC	✓	✓	●	✓	✓	●	●	●	●	●
Data Centre Server	✓	✓	✓	✓	●	●	●	●	●	●
Enterprise Storage Systems	✓	●	✓	✓	●	✓	●	●	●	●
Private Cloud and HCI	✓	●	●	●	●	●	✓	✓	●	●
AI Systems & Enterprise Workstation	✓	●	●	●	●	●	●	●	●	●
Cloud Managed Services	✓	●	●	●	●	●	●	●	✓	✓

KEY INVESTMENT HIGHLIGHTS

1



India's leading Indian origin owned and controlled OEM for HCS with integrated design and manufacturing capabilities



Long standing relationship with a marquee and diverse customer base

4

2



Operates in a rapidly evolving and technologically advanced industry with high entry barriers



Track record of financial performance and consistent growth

5

3



Significant product development and innovation through R&D



Experienced Board & Senior Management Team

6

1. INDIA'S LEADING INDIAN ORIGIN OWNED AND CONTROLLED OEM FOR HCS

with integrated design and manufacturing capabilities (1/2)

Full stack of product and solution suite with comprehensive capabilities in designing, developing, implementing and integrating HPC solutions

Deep Expertise in System Design & Architecture



Pre-compiled application stack

End user utilities

Proprietary middleware solutions



Proprietary designs are cloud native



Proprietary designs are capable of catering to the evolving needs of Customers

Providing End-to-End Solutions with Fully Integrated Design & Manufacturing Capabilities, now compliant with Make in India policy



Design

Design proprietary hardware, middleware stack and related software solutions



Manufacture

Manufacturing facility capable of producing 200+ server models, 50+ workstation models & 15+ storage systems



Deployment

Deploy supercomputing infrastructure to meet the rising computational demands of customers

1. INDIA'S LEADING INDIAN ORIGIN OWNED AND CONTROLLED OEM FOR HCS

with integrated design and manufacturing capabilities (2/2)

End-to-End Designing & Production of Make-in-India Server



In-house Expert Design Team



Advance Technology Integration



Quality Control Measures



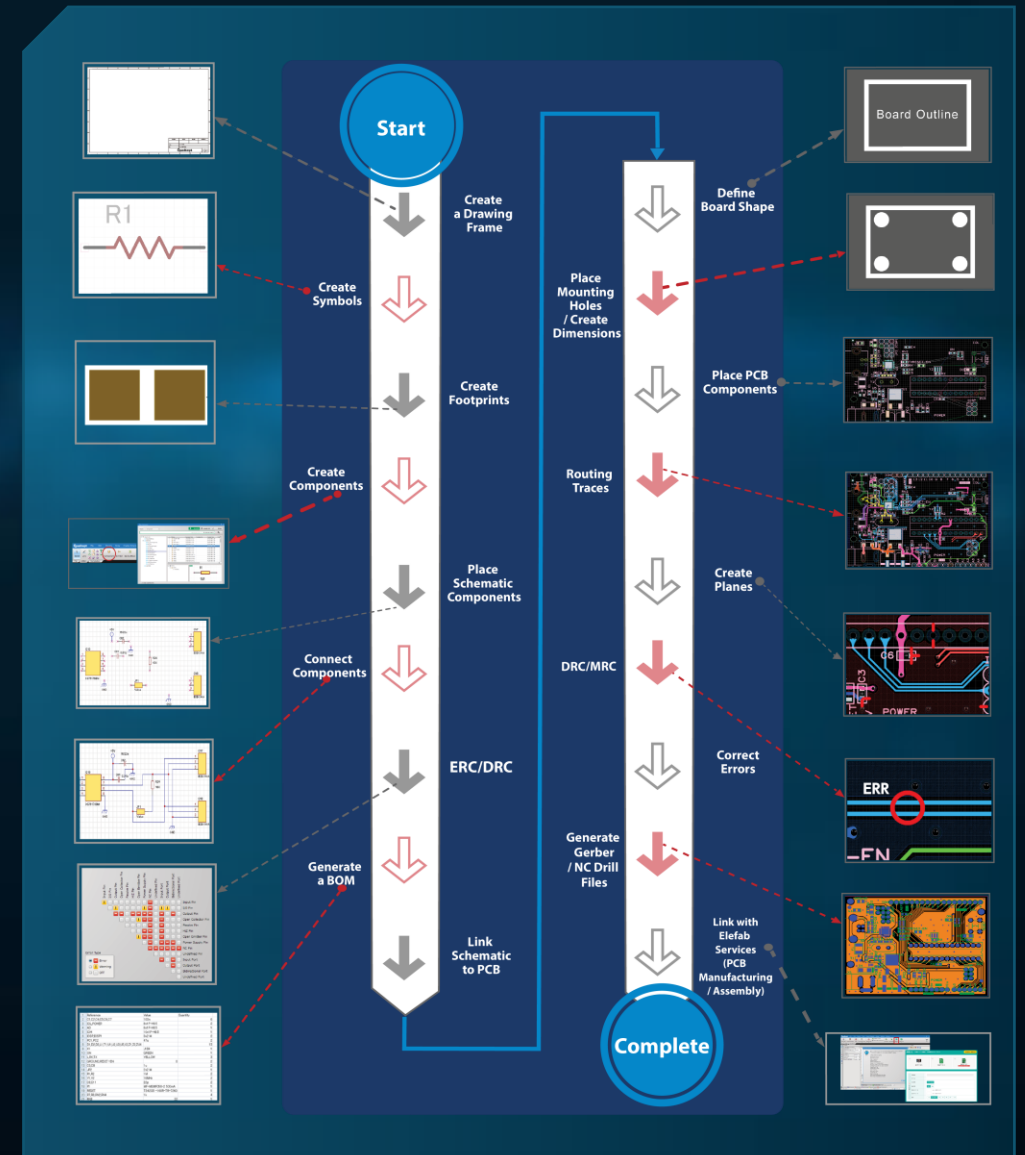
Very Low Failure Rate



Scalable Production Capacity



25 Years of Expertise in the Domain



2. OPERATES IN A RAPIDLY EVOLVING AND TECHNOLOGICALLY ADVANCED INDUSTRY WITH HIGH ENTRY BARRIERS

Experience of installing 500+ HPC systems, 50+ private cloud & HCI, 5000+ accelerator/GPU based AI systems & enterprise workstations

Experience gained in evolving projects

1

Setting up AI & deep learning labs at govt. institute, forensic workstation at GOI dept & Big Data computing lab at a govt. institute

2

Installations of High-Performance Storage solution for a Fintech Company to deliver 450GBps throughput

3

Developing and building Supercomputing systems such as AIRAWAT, Agastya, PARAM Ambar, PARAM YUVA-II and Kabru

Our Capabilities

Continuous R&D in



Manufacturing servers



Supercomputing systems



Containerized Application Solution

Technical Skillset



Kernel level design



Hardware product designs



Fine-tuned PCB layouts



Mix workload capabilities



Dense architectures



Repository of HPC-AI codes

Industry Entry Barriers



Rapidity of technological advancement necessitates:

- Hardware, Middleware & Application-level Innovation
- Application Optimization
- Track Record of Customer Service
- Fine tuning of Architectures



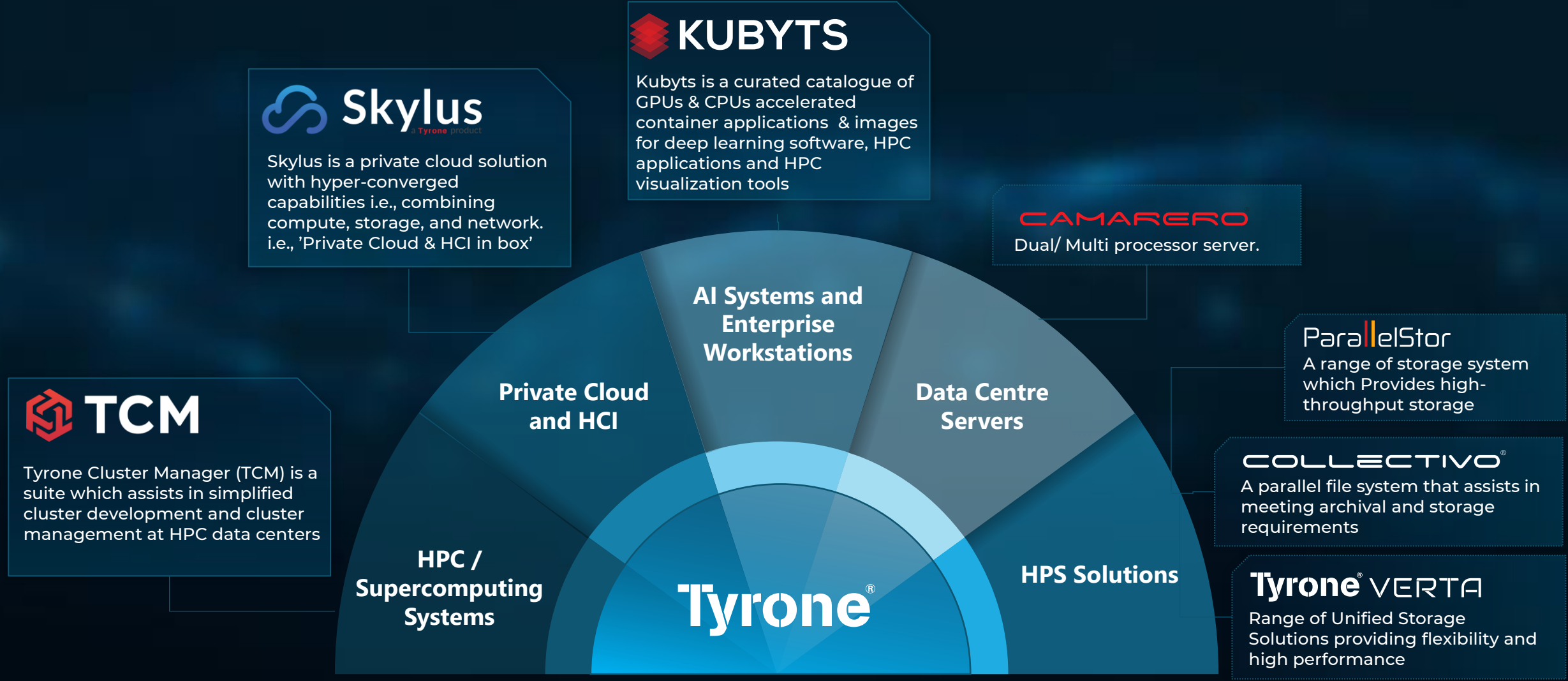
Modification of designs and changes in implementation requires

- Deep Expertise in system design & architecture
- Expertise in Hardware & middleware
- Exposure to large problem sets
- Technical skill set & expertise

3. SIGNIFICANT PRODUCT DEVELOPMENT AND INNOVATION THROUGH R&D

Independently design and innovate products and solutions offerings and provide services tailored to specific customer requirements

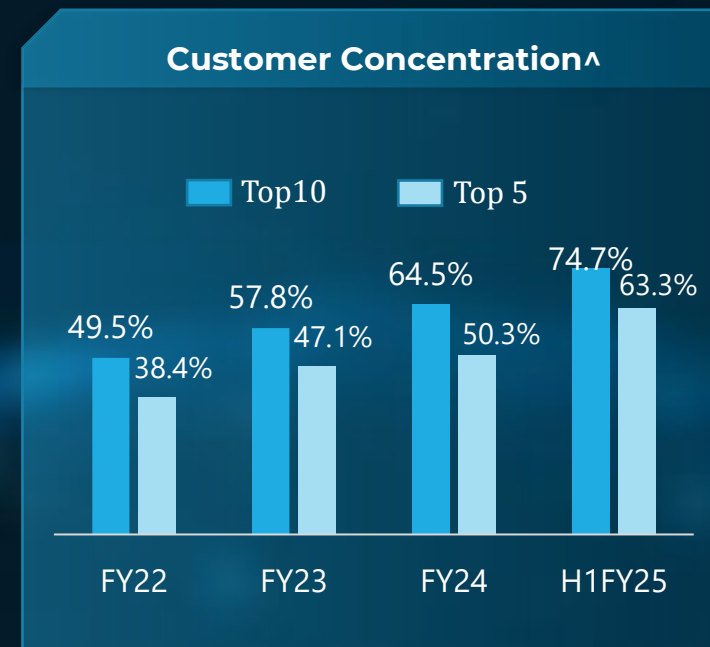
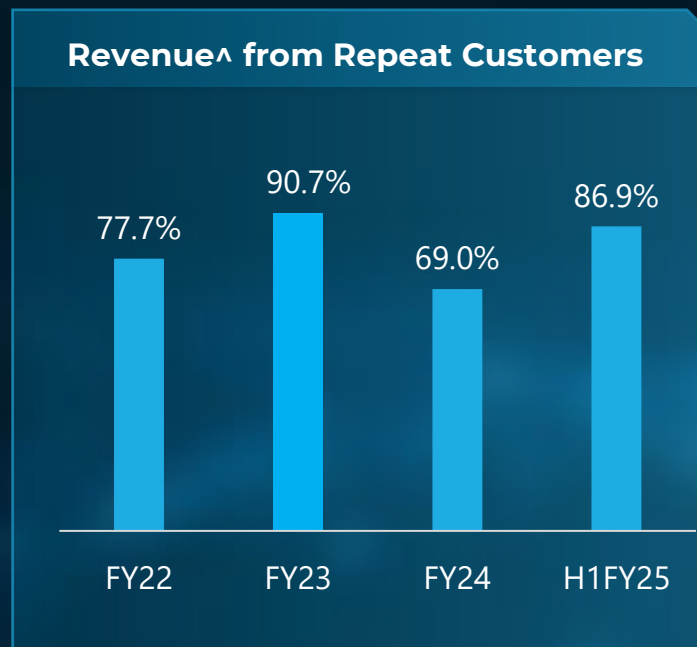
The company's R&D Facilities has enabled it to increase its product lines across different HCS offerings



4. LONG STANDING RELATIONSHIP WITH A MARQUEE AND DIVERSE CUSTOMER BASE

Diverse Customer Base

<p>Higher education and Research</p> <p>IISER PUNE</p>	<p>IT & ITES</p>
<p>Space & Defence</p>	<p>Others</p>



207 Repeat Customers (H1FY25) Associated for over **5.32** years using Fiscal 2016 as the base

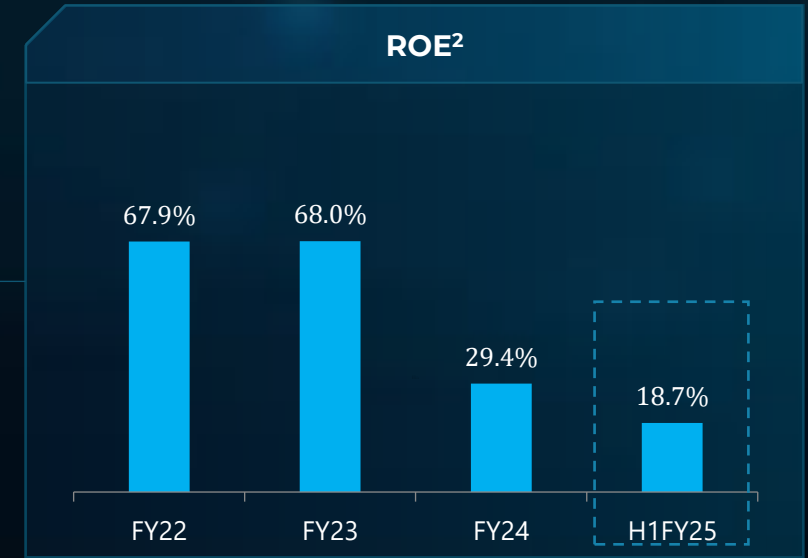
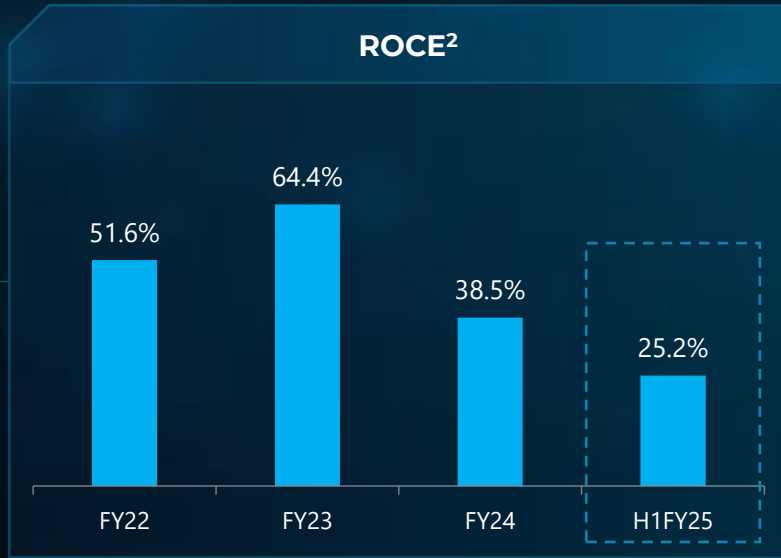
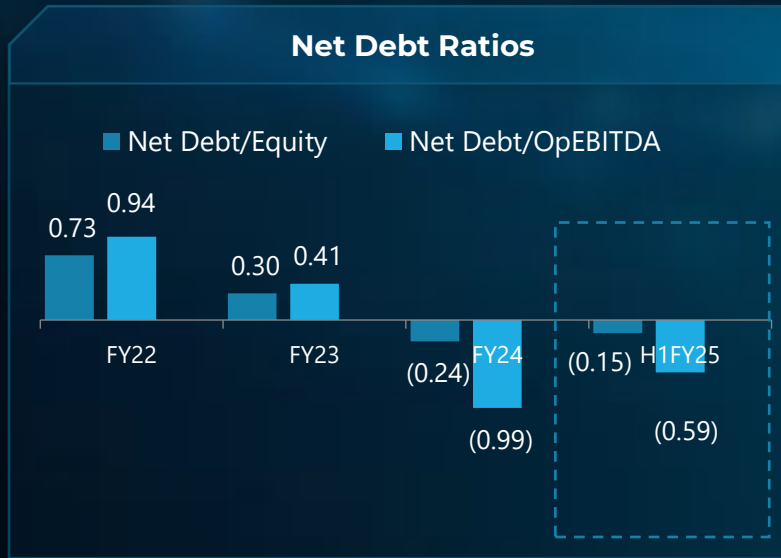
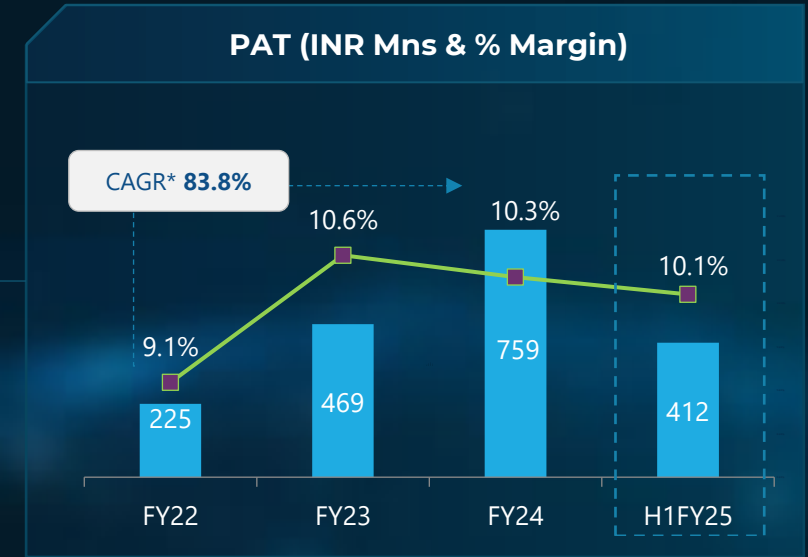
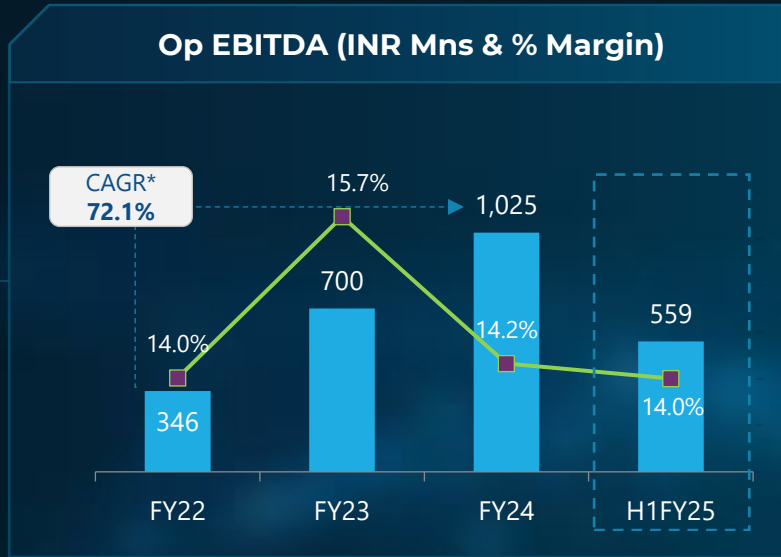
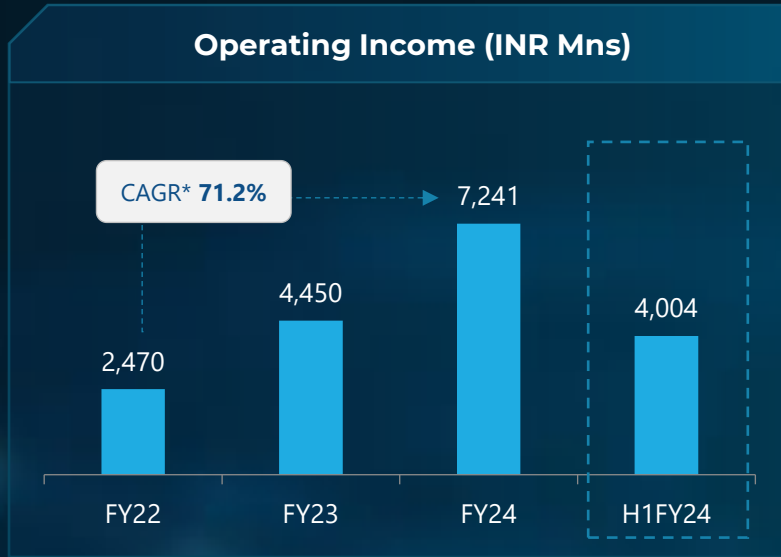
10.11% Customer Accretion CAGR*

4.14 yrs¹ Average top 10 customer age (H1FY25) using Fiscal 2016 as base

70 New clients onboarded across diverse industries in H1 FY25

Note: *CAGR FY20 –H1FY25, [^]As a % of revenue from operations excludes other operating revenue ; 1: For the period H1 FY25

5. TRACK RECORD OF FINANCIAL PERFORMANCE AND CONSISTENT GROWTH



Note: 1 Earnings before interest and taxes expenses (EBIT) for the period/year divided by average capital employed 2: ROCE and ROE for H1FY25 are annualized; * CAGR is from FY22-FY24

6. EXPERIENCED BOARD AND SENIOR MANAGEMENT TEAM (1/2)

Board of Directors



Sanjay Lodha
Chairman and Managing Director

- Founded Netweb Technologies in 1996 which was acquired by our Company in August 2016
- Been on Board of Advisors for Intel for the year 2020 and 2022
- BA (hons) in economics & PG diploma in business management



Navin Lodha
Whole Time Director

- Leads West Zone of company's sales and Marketing Dept
- 15 + years of experience in sales and marketing
- Holds bachelors degree in commerce



Vivek Lodha
Whole Time Director

- Leads East Zone of company's sales and Marketing Dept
- 15 + years of experience in sales and marketing
- Holds bachelors degree in commerce



Niraj Lodha
Whole Time Director

- Leads South Zone of company's sales and Marketing Dept
- 15 + years of experience in sales and marketing
- Holds bachelors degree in commerce



Mrutyunjay Mahapatra
Independent Director

- Has served as Deputy MD at SBI & MD and CEO of Syndicate Bank
- 40+ years of experience in Banking and Finance Sector
- Holds Bachelors and Masters Degree in Physics



Jasjeet Singh Bagla
Independent Director

- Presently associated with IISER, Mohali
- 23+ years of experience in Research and Academia
- Holds Bachelors and Masters Degree in Science, PhD in Physics



Romi Jatta
Independent Director.

- Presently Group Chief Procurement Officer at Minda Corporation Ltd
- 20+ years of Experience
- Holds Bachelors degree in Electronics Engineering



Vikas Modi
Independent Director

- Partner in Doogar and Associates, a CA firm Since 2006
- Holds a Bachelors Degree in commerce , CA with membership from ICAI

6. EXPERIENCED BOARD AND SENIOR MANAGEMENT TEAM (2/2)

Senior Management – led by people with significant experience in HCS Industry



Hemant Agarwal
Chief Operating Officer

- 20+ years of experience with the company
- Holds a bachelors' degree in commerce from the University of Calcutta



Hirdey Vikram
Chief Sales and Marketing Officer

- 11+ years of Experience with the company
- Previously associated with HCL Infosystems Limited
- Holds a B.Tech (Information Technology)



Mukesh Golla
Chief Research and Development Officer

- 19+ years of Experience with the company
- Holds a B.Tech (Computer Science and Engineering)

Other Key Management Personnel



Prawal Jain
Chief Financial Officer and Chief Human Resource Officer

- 24+ years of experience in Accountancy and Finance
- Holds a bachelors degree in commerce and is a chartered accountant



Lohit Chhabra
Company Secretary and Compliance Officer

- 8+ years of experience in secretarial compliance
- Holds a Bachelors degree in commerce and also holds a certificate of membership from the Institute of Company Secretaries of India

GROWTH DRIVERS

Opportunities to realize sustainable growth of the business



Strong Topline Visibility

Pipeline#
₹ **37,038** Mn

L1#
₹ **3,316** Mn

Order Book
₹ **3,697**Mn



Enhanced Capabilities

State of the art new manufacturing facility with latest Surface Mount Technology (SMT) commissioned in May'24

Partnership with NVIDIA as a select manufacturing OEM for latest Gen AI systems to unlock potential of AI and High-Performance computing

Launched Intel Sapphire Rapids & AMD Genoa based 'Make in India' high-end computing servers .



Enhanced Opportunities

Rising investments in Generative AI infra by Govt & Large enterprises to cater to demand for LLM oriented solutions

Heavy adoption of Private Cloud across sectors

Huge demand of high-end compute for booming in-bound data centers across India

Foray into Europe & Middle East, plan to setup service network in 4 countries to start with

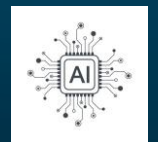


Expanding Product Portfolio

Forayed into developing new product lines, viz., Network Switches

On-prem AI Sovereign cloud for demand of contemporary data & AI workloads

Container Platforms replacing Virtualization Platforms



Thank You



Chief Financial Officer

Prawal Jain

Email: prawal.jain@netwebindia.com

Investor Relations Advisor

Sanjeev Sancheti

Email: ir@uirtus.in

NETWEB HAS DESIGNED, DEVELOPED AND DEPLOYED SOME OF INDIA'S MOST POWERFUL SUPERCOMPUTERS

Supercomputer	Year of Deployment	User	Speed in teraflops (Rpeak)	Speed in teraflops (Rmax)	Particulars
AIRAWAT	2023	Centre for Development of Advanced Computing, India (CDAC)	13,169.86	8,500.00	India's largest and fastest AI supercomputing system. Ranked 75th in the world and has been included in the 61st edition of Top 500 Global Supercomputing List released in June 2023
Agastya	2020	IIT Jammu	256.00	161.00	India's 27th fastest supercomputer
PARAM Ambar	2019	Indian Space Research Organisation (ISRO), Government of India	1,384.85	919.61	India's 4th fastest supercomputer
Hartree	2018	National Institute of Science Education and Research (NISER), Bhubaneswar	51.90	38.87	India's 29th fastest supercomputer

Supercomputer	Year of Deployment	User	Speed in teraflops (Rpeak)	Speed in teraflops (Rmax)	Particulars
Kalinga upgrade	2016 & 2020	NISER, Bhubaneswar	249.37	161.42	India's 26th fastest supercomputer
Kohinoor 3	2016	TIFR-TCIS Hyderabad	70.85	43.59	India's 20th fastest supercomputer
PARAM YUVA-II	2013	Centre for Development of Advanced Computing, India (CDAC)	529.38	386.71	the 69th most powerful supercomputer in the world
Kabru	2004	The Institute of Mathematical Sciences, Chennai	1.38	1.00	Our first Supercomputing system, which was then one of the top 500 most powerful supercomputing system in the world