

Date: 18.01.2025

To, The Manager Listing Department BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400001 Scrip Code: <b>543945</b>	To, The Manager Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra East, Mumbai- 400051 Scrip Code: <b>NETWEB</b>
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**SUBJECT: EARNING PRESENTATION ON THE FINANCIAL RESULTS**

Dear Sir/ Madam,

Please find enclosed herewith the Earning Presentation on the unaudited standalone financial results for the quarter ended on December 31, 2024.

Kindly take the same on record.

Thanking You,

Yours faithfully

For **Netweb Technologies India Limited**

Lohit Chhabra  
Digitally signed  
by Lohit Chhabra  
Date: 2025.01.18  
18:16:57 +05'30'

Lohit Chhabra  
Company Secretary & Compliance Officer  
M.No A36610

**Netweb Technologies India Limited**  
**(Formerly Known as Netweb Technologies India Private Limited)**  
Plot No. H-1, Block-H, Pocket No. 9, Faridabad Industrial Town, Sector-57, Faridabad,  
Haryana 121004

Tel. No. : +91-129-2310400

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# NETWEB TECHNOLOGIES INDIA LTD

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

Q3'FY25 - Earnings Presentation

**January 2025**



# AGENDA



**About Netweb Technologies**



**Quarterly Key Highlights**



**Key Investment Highlights**



**Growth Drivers**



**Annexures**

# 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 Mission<sup>3</sup> 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

Q3 FY25 FINANCIAL METRICS	
<b>Revenue from Operation: ₹ 3,340 Million</b> Customers: Govt. (59.9%) vs Non-Govt. (40.1%)	
Op EBITDA Margin: 13.2%	PAT Margin: 9.0%
ROCE <sup>1</sup> : 28.2%	ROE <sup>2</sup> : 20.9%

Note: <sup>1</sup>Return on Capital Employed for Dec'24 is annualized ; <sup>2</sup>Return on Equity for Dec'24 is annualized; 3: [pib.gov.in](http://pib.gov.in).

# SNAPSHOT OF OUR HCS OFFERINGS

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



# MANAGEMENT COMMENTARY

“We are delighted to report that we recorded our highest ever quarterly Income and PAT.

Our Operating Income rose by 31.8% YoY for Q3 FY25 and by 60.3% YoY for 9M FY25, reaching ₹3,340 Mn in Q3 FY25 and ₹7,344 Mn in 9M FY25.

Operating EBITDA for Q3 FY25 increased by 28.3% YoY to ₹439 Mn, while for 9M FY25, it went up by 61.4% YoY to ₹1,002. Mn. Operating EBITDA margin stood at 13.2% for Q3 FY25 and 13.7% for 9M FY25.

Profit After Tax saw an increase of 16.6% YoY for Q3 FY25 and 54.6% YoY for 9M FY25, reaching ₹303 Mn in Q3 FY25 and ₹715 Mn in 9M FY25. PAT margin stood at 9.0% for Q3 FY25 and 9.6% for 9M FY25.

In line with our growth strategy, export revenue contribution stood at 9.0% in Q3 FY25, reflecting our efforts to expand international market presence and capitalize on global opportunities.

India's flourishing AI research ecosystem, supported by government initiatives and industry partnerships, presents immense innovation potential. Netweb is well-positioned to seize these opportunities, guided by our strategic focus on three pillars: HPC, Private Cloud, and AI. AI has emerged as a key revenue driver, contributing 14.7% in 9M FY25, with YoY growth of 136.3%.

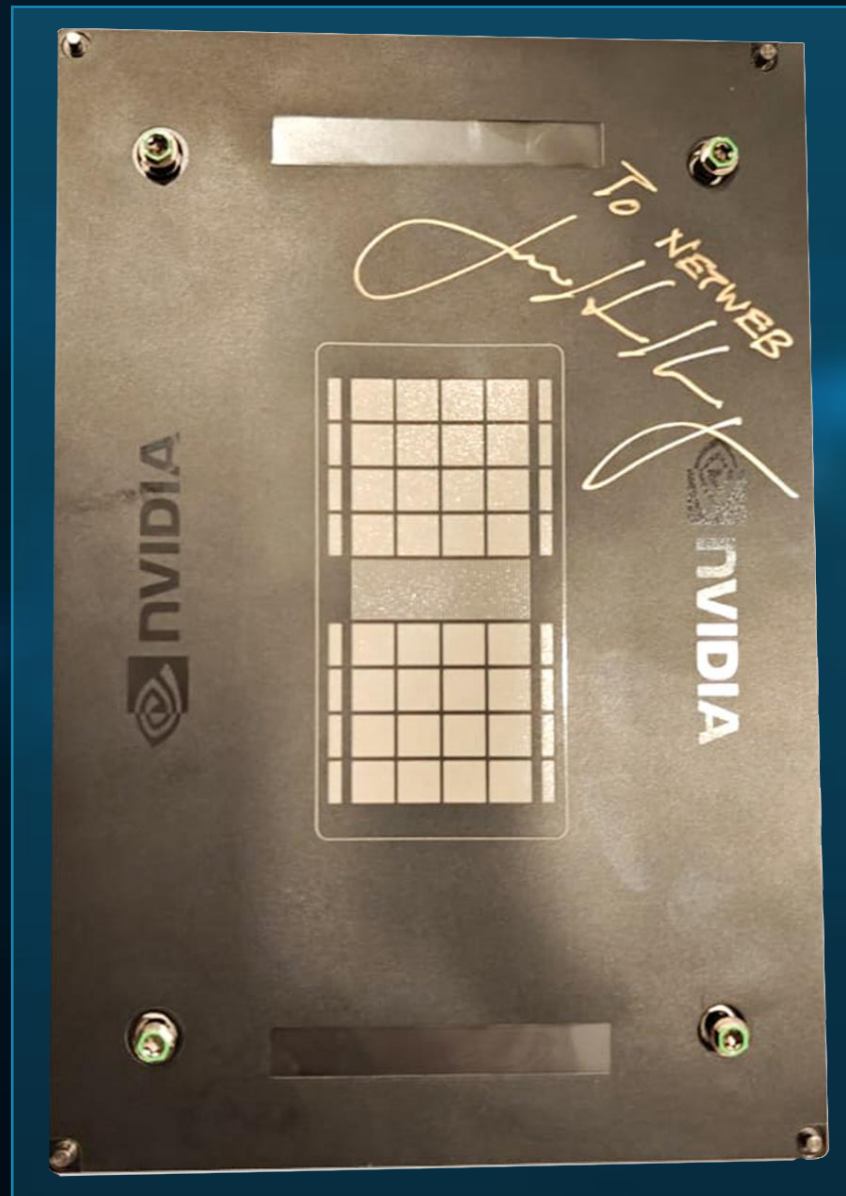
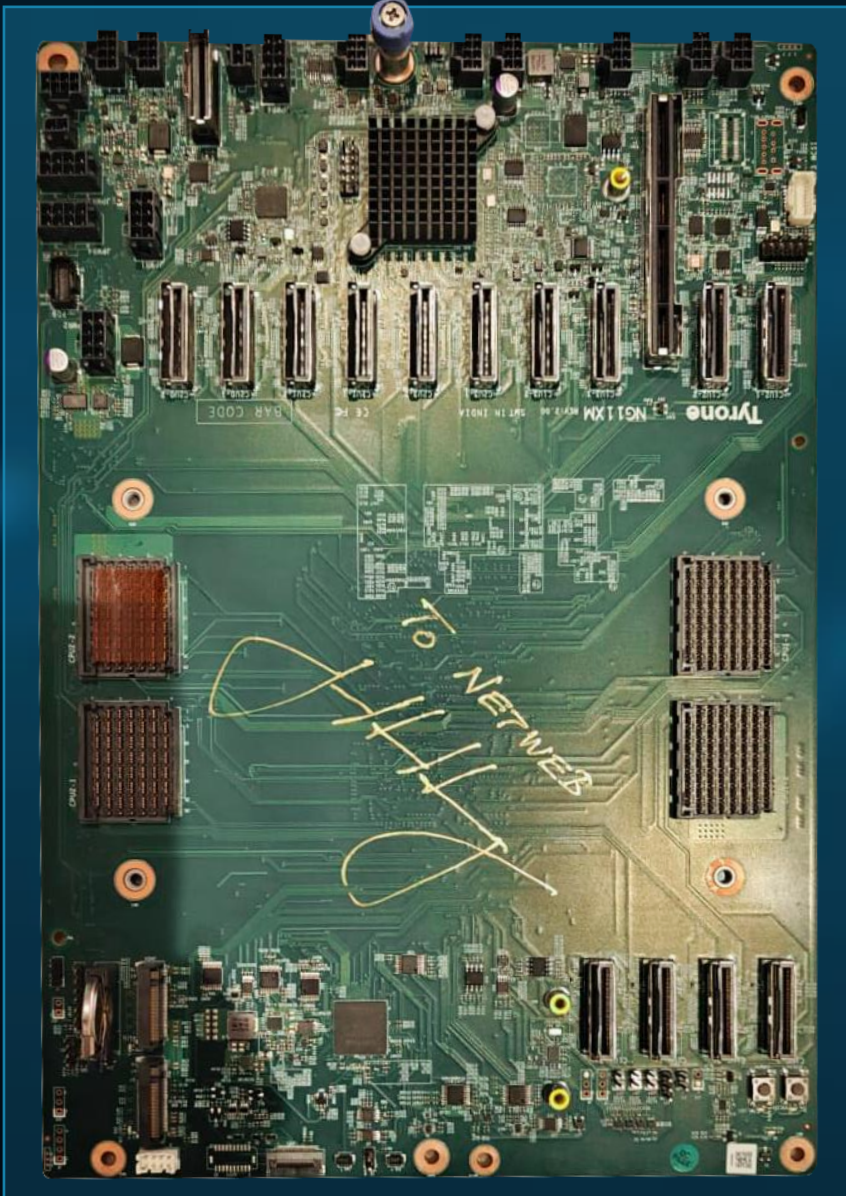
It gives me immense pride to share that in the NVIDIA AI Summit India 2024, Jensen Huang, CEO of NVIDIA, personally endorsed our latest AI GPU systems based on ARM architecture. This endorsement not only strengthens Netweb's leadership in design and solutioning of AI Systems in India but also positions India to emerge as the AI factory of the world, with indigenous design and manufacturing capabilities.

Our strong business pipeline and order book, coupled with ongoing capability enhancements and product expansion, position us for sustained growth while maintaining our technological leadership. “



**Sanjay Lodha, CMD**

# NVIDIA AI INDIA SUMMIT 2024



# KEY HIGHLIGHTS

## Profit and Loss Summary

₹ in millions

	Operating Income	Operating EBITDA	PBT	PAT	Cash Profit <sup>1</sup>
<b>Q3 FY25</b>	<b>3,339.9</b>	<b>439.4</b>	<b>409.2</b>	<b>303.2</b>	<b>334.2</b>
Growth (YoY)	31.8%	28.3%	16.4%	16.6%	20.1%
Growth (QoQ)	33.0%	23.0%	18.8%	17.9%	17.9%
Margin		13.2%	12.2%	9.0%	10.0%
<b>9M'FY25</b>	<b>7,343.7</b>	<b>1,002.5</b>	<b>960.7</b>	<b>714.8</b>	<b>796.5</b>
Growth (YoY)	60.3%	61.4%	54.6%	54.6%	56.9%
Margin		13.7%	13.0%	9.6%	10.7%
EPS & CEPS (in INR)*				12.68	14.13

\*EPS and CEPS are for 9 Month ending Dec'24; 1: Cash Profit = PAT + Depreciation



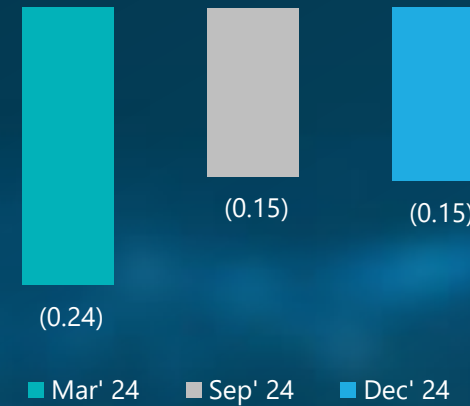
# KEY HIGHLIGHTS (CONT.)

## Balance Sheet Summary

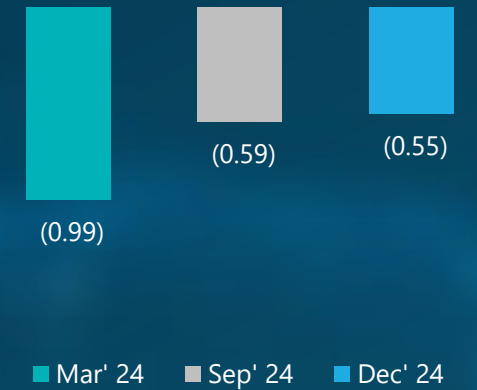
₹ in millions

Particulars	Mar'24	Sep'24	Dec'24
Equity Share Capital	112.7	112.7	112.7
Other Equity	4,114.8	4,447.0	4,761.9
<b>Net Worth</b>	<b>4,227.5</b>	<b>4,559.7</b>	<b>4,874.6</b>
Borrowing	16.3	14.4	109.1
Lease Liabilities	79.4	70.0	68.3
Cash and Cash Equivalent	1,112.8	748.2	914.6
<b>Net Debt</b>	<b>(1,017.1)</b>	<b>(663.9)</b>	<b>(737.2)</b>
Net Fixed Assets	447.4	508.3	525.6
Net Current Assets#	2,721.0	3,338.6	3,567.1
<b>Ratios</b>			
Fixed Asset Turnover Ratio*	16.2	15.8	18.6
Cash Conversion Cycle*	69	100	88

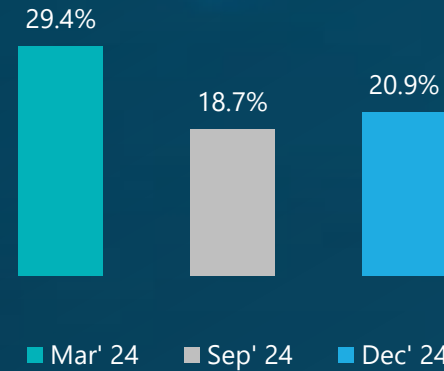
### Net Debt/ Equity



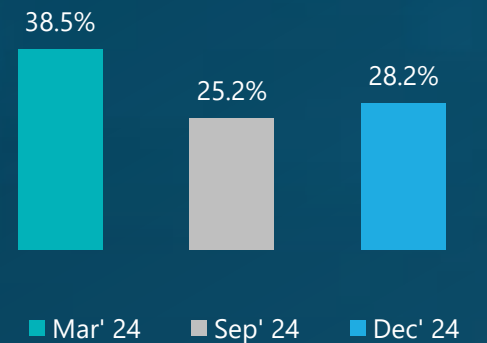
### Net Debt/ Op. EBITDA\*



### ROE\*



### ROCE\*



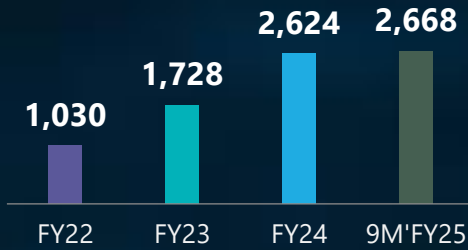
^Cash Conversion Cycle is based on Operating Income. \*Sep'24 & Dec'24 data are annualized.

#Net Current Assets calculation excludes Short-term Borrowing, Short-term Lease Liability & Cash & Cash Equivalents as they are part of Net Debt. It includes unutilized proceeds from IPO

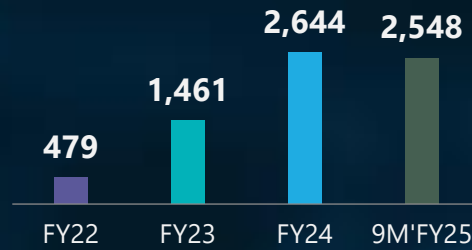
# KEY HIGHLIGHTS (CONT.)

Revenue breakup – HCS Offering

₹ in Millions



High performance computing (Supercomputing / HPC) systems



Private cloud and hyperconverged infrastructure (HCI)



AI systems and enterprise workstations

₹ in Millions



High performance storage (HPS/Enterprise Storage) solutions

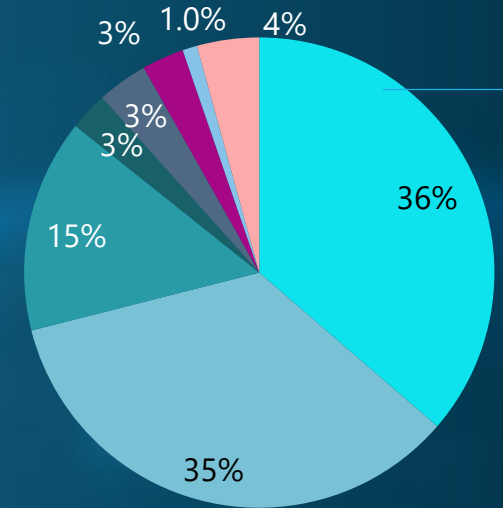


Data Centre servers



Software and services for HCS offerings

## 9M'FY25 – Revenue Breakdown by offerings

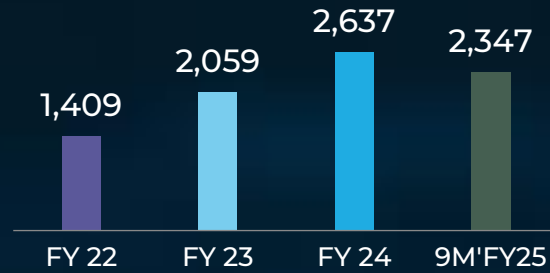


- Supercomputing / HPC Systems
- Private cloud & HCI
- AI & enterprise workstations
- HPS solutions
- Data centre server
- Software & service for HCS offerings
- Network Switches
- Spare & others

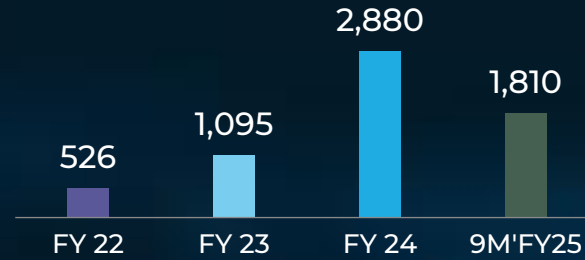
# KEY HIGHLIGHTS (CONT.)

Revenue breakup – Application Industry

₹ in Millions



**Higher Education and Research**

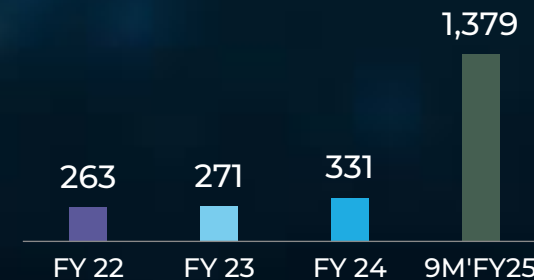


**Information Technology and Information Technology Enabled Services**

₹ in Millions

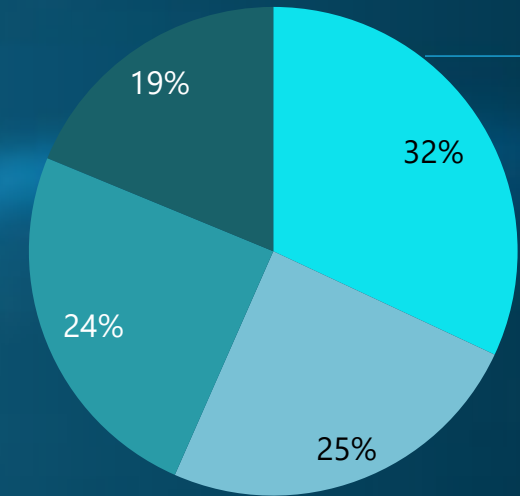


**Other Enterprises**



**Space and Defence**

## 9M'FY25 – Revenue Breakdown by application industry



- Higher Education and Research
- Information Technology and Information Technology Enabled Services
- Other Enterprises
- Space and Defence

\*Other enterprises includes BFSI, entertainment and media etc.

# KEY HIGHLIGHTS (CONT.)

## Diverse Customer Base

Higher education and Research



IT & ITES



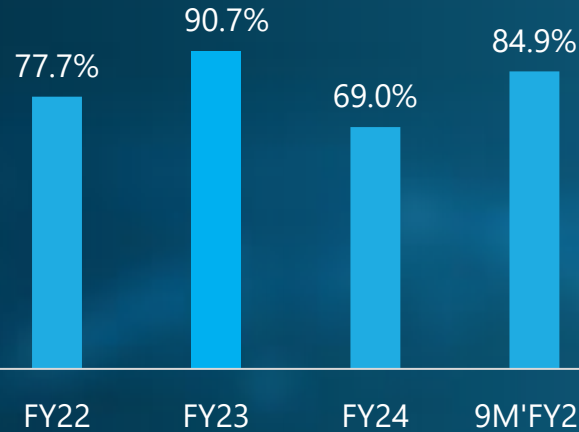
Space & Defence



Others



## Revenue^ from Repeat Customers



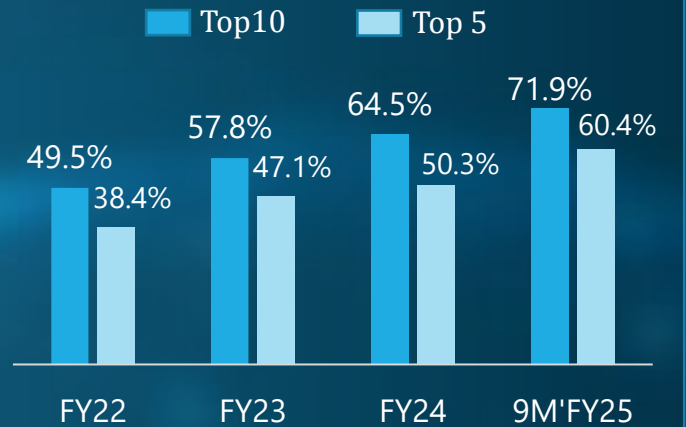
**255**

Repeat Customers (9M'FY25) Associated for over **5.4** years using Fiscal 2016 as the base

**5.2** yrs<sup>1</sup>

Average top 10 customer age (9M'FY25) using Fiscal 2016 as base

## Customer Concentration^



**9.89%**

Customer Accretion CAGR\*

**103**

New clients onboarded across diverse industries in 9M'FY25

# PROFIT & LOSS SUMMARY

₹ in millions

Particulars	Q3 FY25	Q3 FY24	YoY Change	Q2 FY25	QoQ Change	9M FY25	9M FY24	YoY Change	FY24
<b>Operating Income</b>	<b>3,333.9</b>	<b>2,534.0</b>	<b>31.8%</b>	<b>2,510.6</b>	<b>33.0%</b>	<b>7,343.7</b>	<b>4,581.9</b>	<b>60.3%</b>	<b>7,240.8</b>
Operating EBITDA	439.4	342.5	28.3%	357.1	23.0%	1,002.5	621.1	61.4%	1,025.3
<b>Operating EBITDA Mrg (%)</b>	<b>13.2%</b>	<b>13.5%</b>	<b>(36)</b>	<b>14.2%</b>	<b>(107)</b>	<b>13.7%</b>	<b>13.6%</b>	<b>10</b>	<b>14.2%</b>
Other Income	15.6	45.1	(65.5%)	20.5	(23.9%)	68.9	79.5	(13.3%)	118.9
Finance Cost	14.7	18.0	(18.3%)	6.6	123.9%	29.0	33.8	(14.0%)	62.1
Depreciation	31.0	18.1	71.7%	26.4	17.5%	81.7	45.2	80.6%	62.5
PBT	409.2	351.5	16.4%	344.6	18.8%	960.7	621.6	54.6%	1,019.6
<b>PAT</b>	<b>303.2</b>	<b>260.1</b>	<b>16.6%</b>	<b>257.2</b>	<b>17.9%</b>	<b>714.8</b>	<b>462.5</b>	<b>54.6%</b>	<b>759.0</b>
PAT Margin (%)	9.0%	10.1%	(105)	10.2%	(112)	9.6%	9.9%	(28)	10.3%
<b>EPS<sup>1</sup> (₹)</b>	<b>5.38</b>	<b>4.76</b>	<b>12.9%</b>	<b>4.56</b>	<b>17.9%</b>	<b>12.68</b>	<b>8.45</b>	<b>50.0%</b>	<b>13.88</b>

1. Diluted EPS; non-annualised

# 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

# GROWTH DRIVERS

Opportunities to realize sustainable growth of the business



## Strong Topline Visibility

Pipeline#  
₹ **38,149 Mn**

L1#  
₹ **3,481 Mn**

Order Book  
₹ **3,603 Mn**



## Enhanced Capabilities

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

Under our OEM partnership with NVIDIA, we have established a roadmap to design and develop AI GPU systems based on the world's most advanced NVIDIA Blackwell platform. This will solidify Netweb's technological leadership in the AI domain in the near future

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

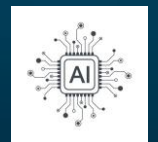


## Expanding Product Portfolio

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

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

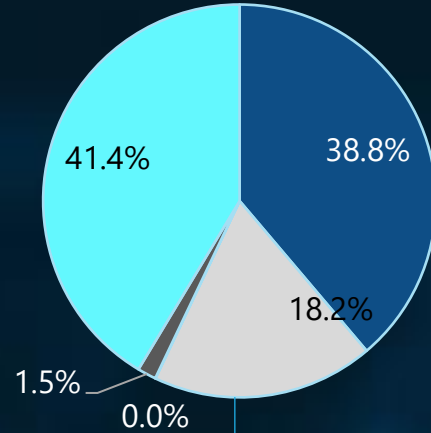
Container Platforms replacing Virtualization Platforms



# SHAREHOLDING PATTERN (DECEMBER 2024)

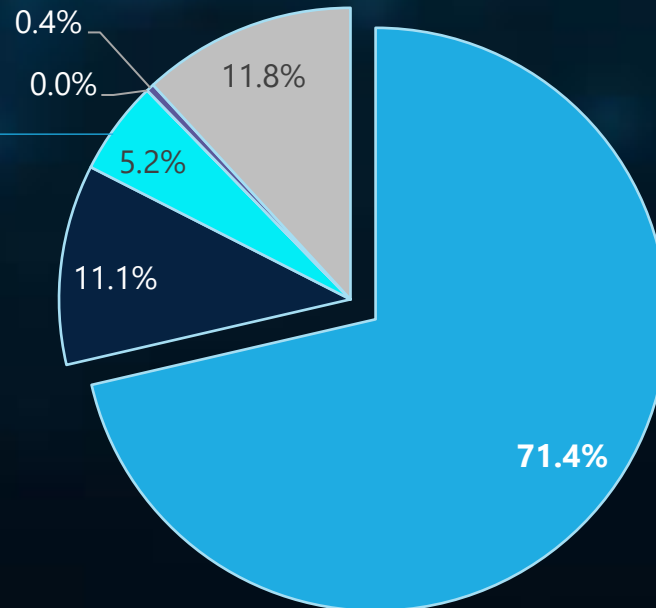
## Non-Promoter Shareholding

- FII
- Mutual Funds / AIF
- Banks & Insurance
- Body Corporate
- Others



## Total Shareholding

- Promoter Group
- FII
- Mutual Funds / AIF
- Banks and Insurance
- Body Corporate
- Others



## Key Institutional Shareholders

Goldman Sachs Managed Funds

ICICI Prudential Mutual Fund

Invesco India Equity Fund

Tata Mutual Fund

The Regents Of The University Of California

Nomura Funds

Invesco India Mutual Fund

Citigroup Global Markets Fund

Union Mutual Fund

iShares MSCI ETF (BlackRock)



# Thank You



Chief Financial Officer

**Ankit Kumar Singhal**  
Email: [ankit.singhal@netwebindia.com](mailto:ankit.singhal@netwebindia.com)

Investor Relations Advisor

**Sanjeev Sancheti**  
Email: [ir@uirtus.in](mailto:ir@uirtus.in)

# IPO FUND UTILIZATION

S. No.	Objects of the Issue as per Prospectus	Amount to be Funded from Net Proceeds	Amount Utilized as on 31.12.2024	Total Un-Utilized Amount as on 31.12.2024
1	Civil Construction	90.0	42.8	47.2
	Purchase of Equipment	232.9	87.8	145.0
2	Funding our long-term Working Capital Requirements	1,280.2	1,260.4	19.8
3	Repayment or Pre-payment of loans	225.0	225.0	0.0
4	General corporate purposes	112.2	112.2	0.0
<b>Total</b>		<b>1,940.2</b>	<b>1,728.2</b>	<b>212.0</b>

# QUARTERLY KEY HIGHLIGHTS

## Cash Conversion Cycle Break-up

Particulars	Mar'24	Sep'24	Dec'24
Receivable Days	85	99	96
Inventory Days	43	82	67
Payable Days	(58)	(82)	(75)
<b>Cash Conversion Cycle</b>	<b>69</b>	<b>100</b>	<b>88</b>

Note: All day's calculation are based on Operating Income. \*Jun'24 , Sep'24 & Dec,24 days are Annualized.

# INHOUSE DESIGN & MANUFACTURING CAPABILITIES

## 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

