



Business Story Presentation

PRESENTED BY:

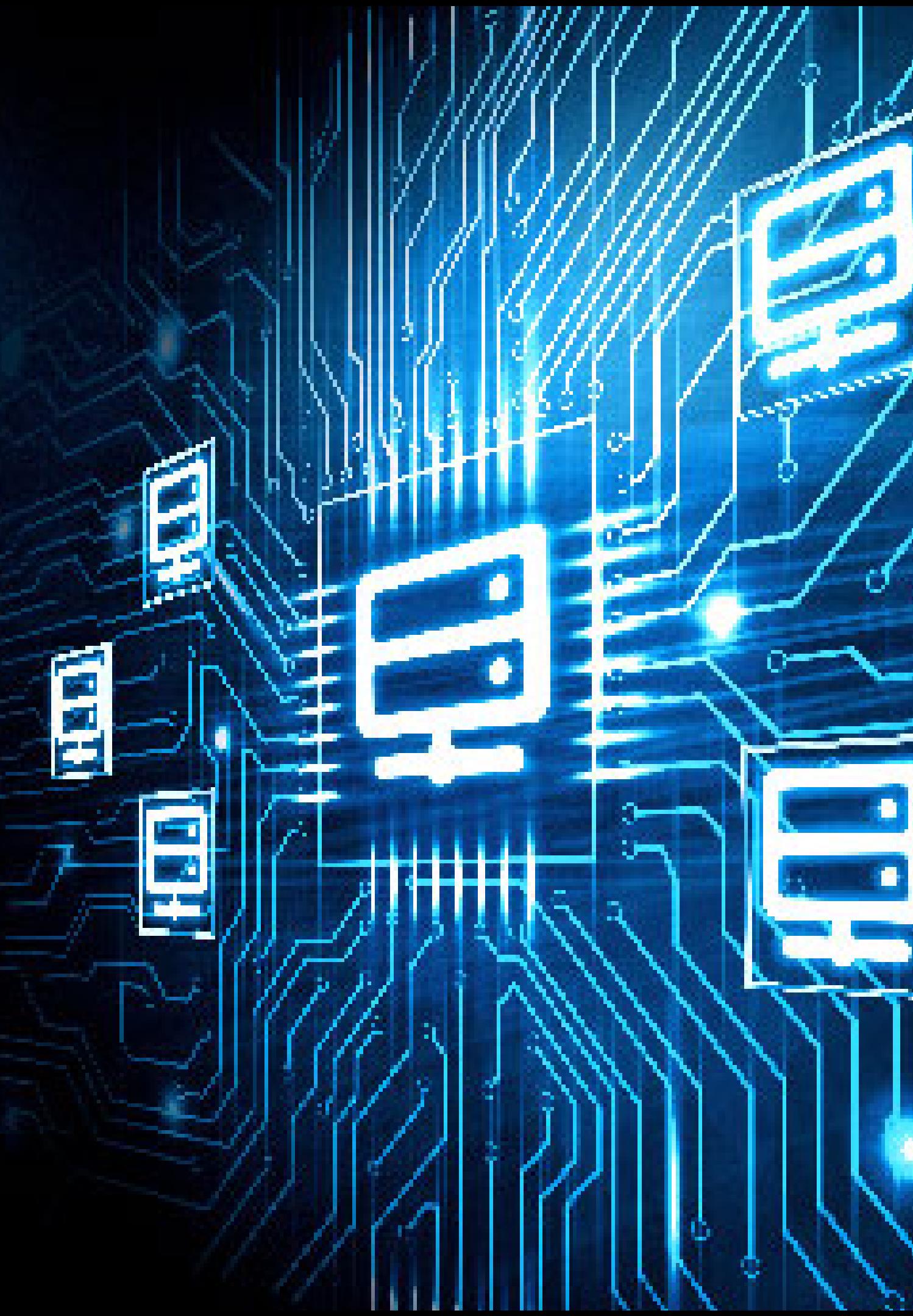
Dhruvi Punjani

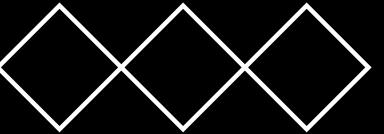
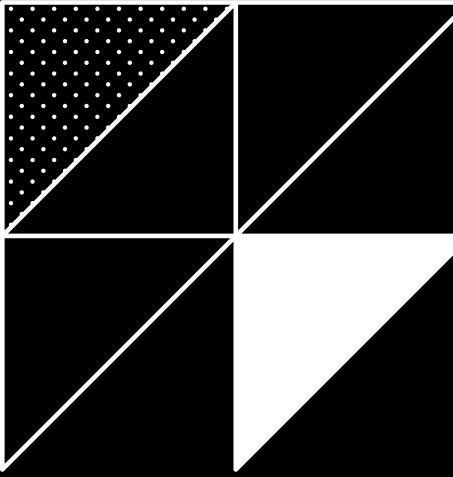
About the Company

Netweb Technologies India Limited is an India-based provider of high-end computing solutions (HCS) with fully integrated design and manufacturing capabilities. It has become one of India's leading HCS providers.

Supercomputing Legacy

- Over 300 supercomputing systems installed.
- More than 50 private cloud and HCI installations.
- 4,000+ AI systems and enterprise workstations deployed across industries.





Management and Expertise



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



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



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



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

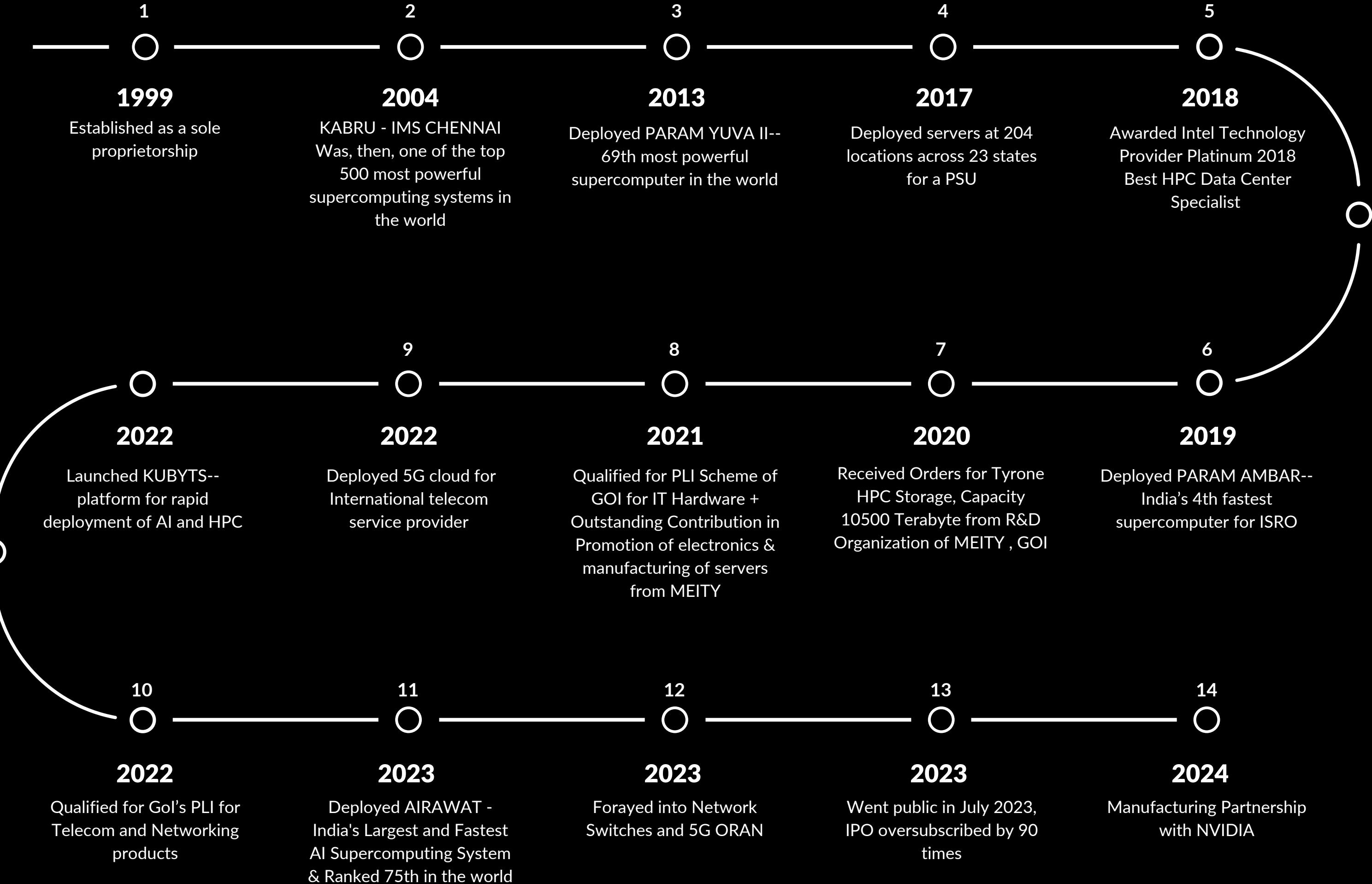


Prawal Jain
Chief Financial Officer and Chief Human Resource Officer

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

Other Independent and Non-Executive Directors include: Romi Jatta, Jasjeet Singh Bagla, Mrutyunjay Mahapatra

TIMELINE



Product Offerings and Customers

1

HIGH PERFORMANCE COMPUTING (SUPERCOMPUTING / HPC) SYSTEMS



Key Clients – IITs, IISc, CDAC, IISER Pune, TIFR, Ministry of Defence, Sun Pharma

3

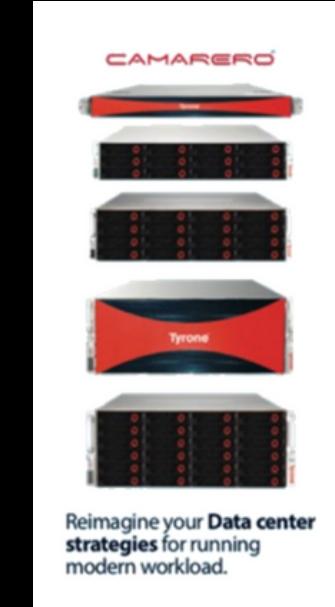
AI SYSTEMS AND ENTERPRISE WORKSTATIONS



Key clients – AIRA Matrix, HL Mando, Knor Bremse, NDTV, IITs, NITs, Trexquant, Proptiger

5

DATA CENTRE SERVERS



Key Clients – IIT Kanpur, JNU, HL Mando, Infosys, Citrix, NTPC, Tata Group, RailTel, Grey Orange.

2

PRIVATE CLOUD AND HYPERCONVERGED INFRASTRUCTURE (HCI)



Key clients: Graviton, Akamai, A.P.T. Portfolio, and Yotta Data. Other clients include TCS, Infosys, NIC, HCL Technologies.

4

HIGH PERFORMANCE STORAGE SOLUTIONS

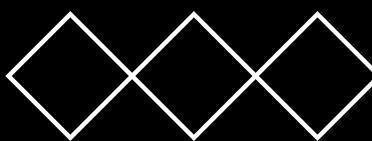


Institute of Nano Science & Technology, C-DAC, DRDO, APT Portfolio, T-Series, Shemaroo Entertainment

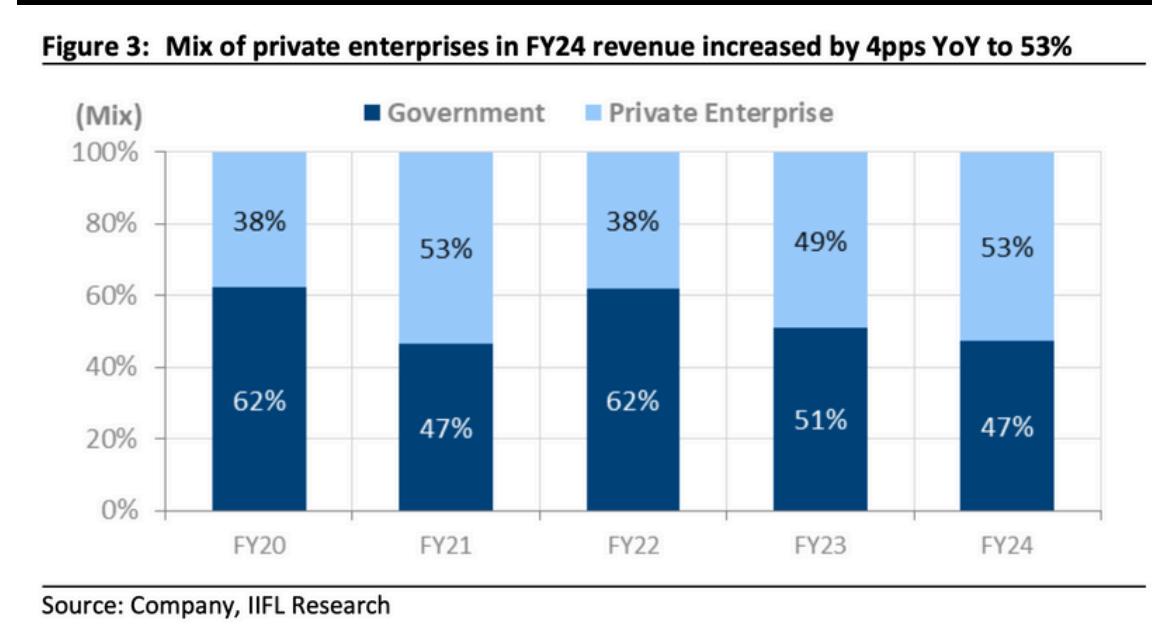
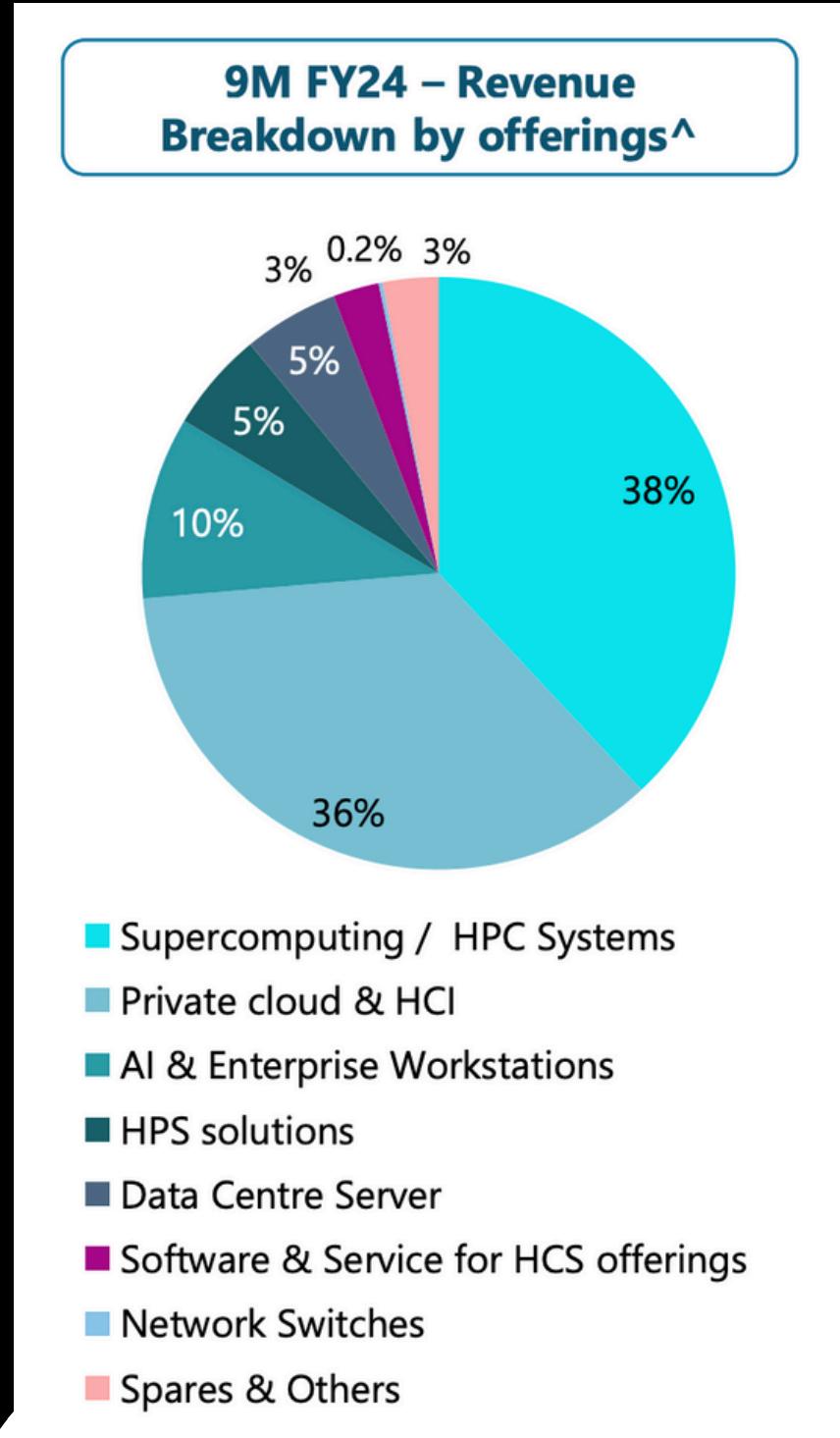
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SOFTWARE AND SERVICES FOR HCS OFFERINGS

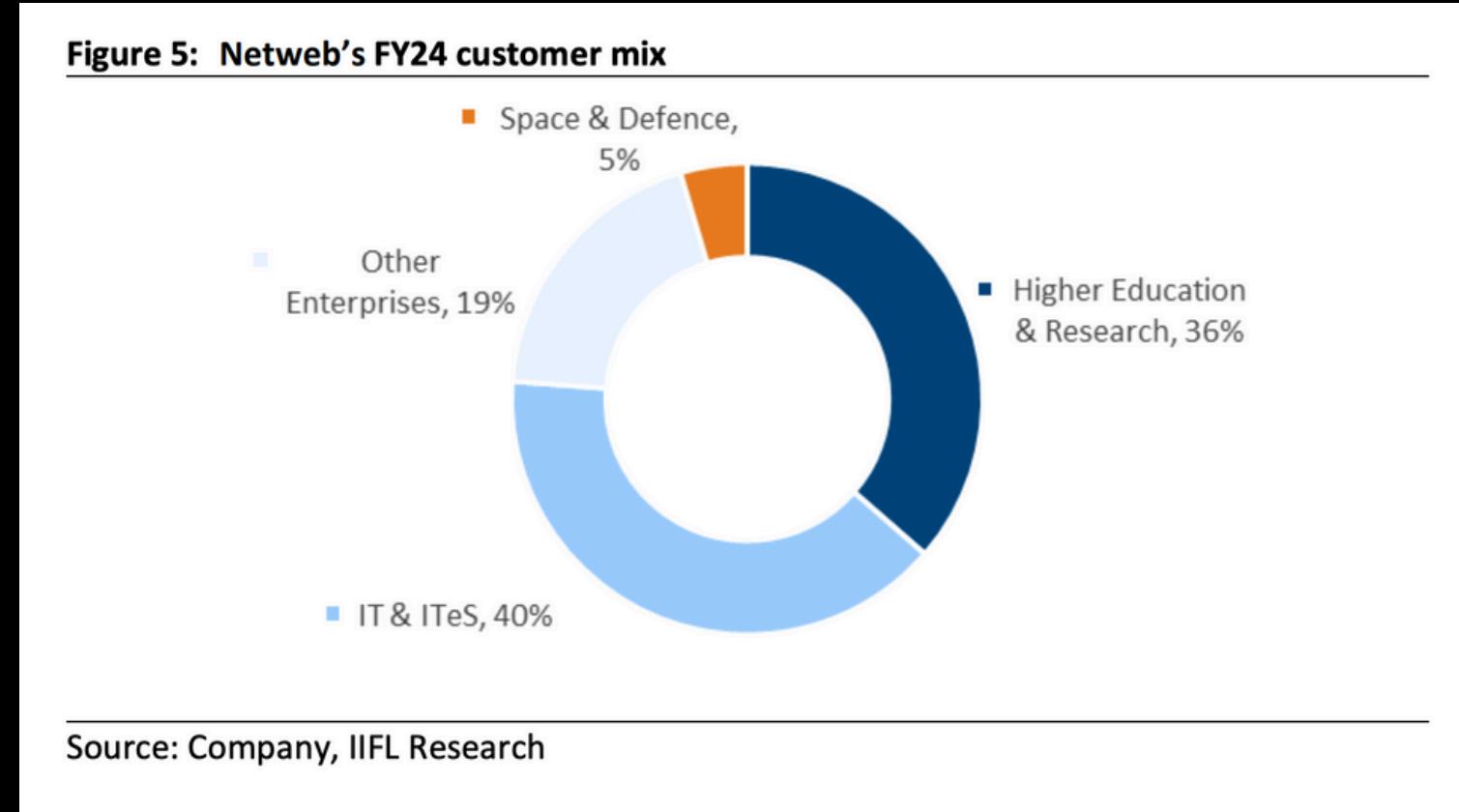
Key clients – Graviton Research Capital LLP, NMDC Data Centre, Infosys, Accenture, British Telecom, Cairn Energy, IITs



Product Offerings and Customers



AI was only 7% of the business revenue in 2023



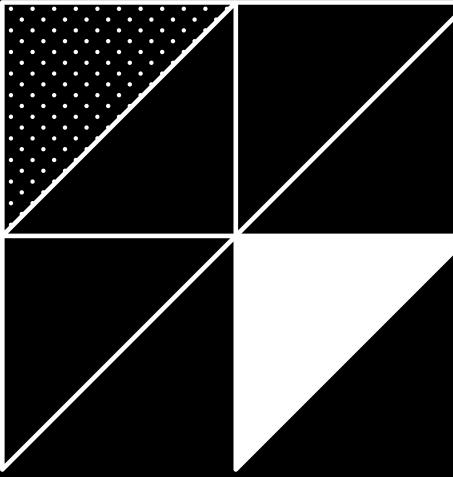
end-to-end solutions is a key factor in attracting new customers – Netweb On boarded 171 new clients in FY24.

HPC, once focused on supercomputers for government and research institutions, is now gaining traction in private enterprises, driven by its growing use in automotive, healthcare, and oil & gas exploration.

Financial Analysis



- **Financial Performance:**
 - Net sales growth of 84.83% and profit after tax growth of 90.64% in the last nine months.
 - FY23 to FY24 operating income grew from ₹444.97 crore to ₹724.1 crore with profit margins consistently above 14%.
 - Three-year CAGR: 72% in sales and 110% in profits.
- **Debt Management:**
 - Post-IPO debt repayment of ₹22.5 crore, resulting in nil gearing and a total liabilities-to-net worth ratio below 0.5x.
 - Strong debt protection metrics with an interest coverage ratio of 16.5x in FY24.
 - No debt-funded capex
- **Business Expansion:**
 - New manufacturing unit operational since May 2024 for server motherboards and PCBs.
 - Focused on scaling manufacturing and R&D to meet the growing demand for HPC, cloud services, and data centres.

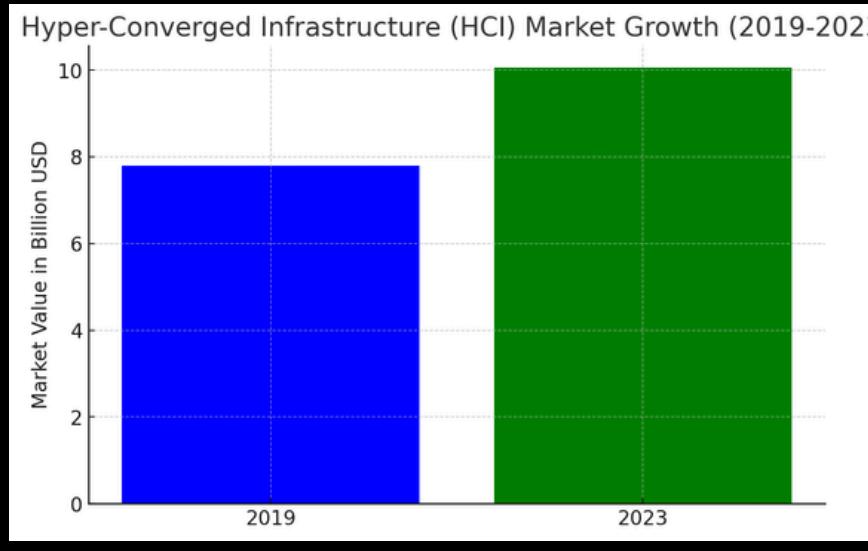


Industry Analysis

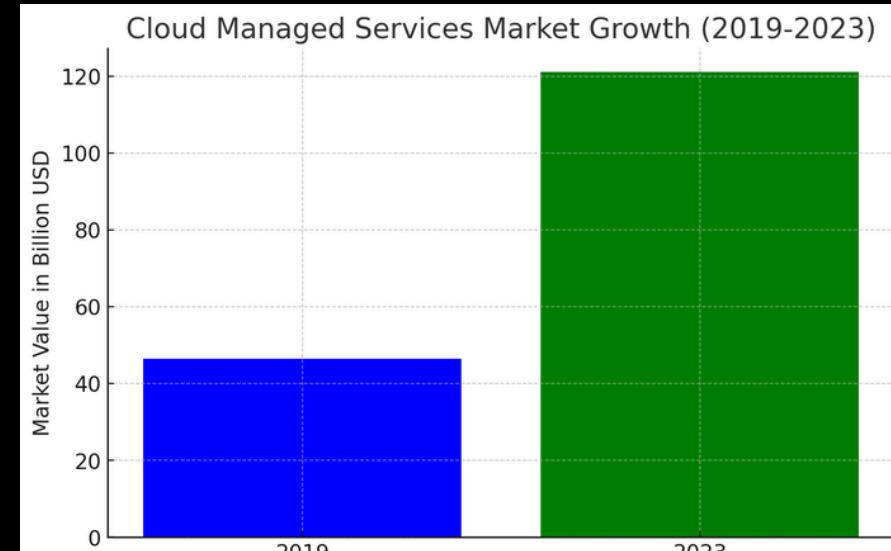
- »»» Data centre boom in India.
- »»» Indian government's focus on digital initiatives and data localization
- »»» Markets are converging towards more AI-enabled tech for fast data processing
- »»» Upgrade to 5G, "Make in India" and PLI Schemes are some of the elements that will contribute to the expansion of Indian IT industry

Industry Analysis

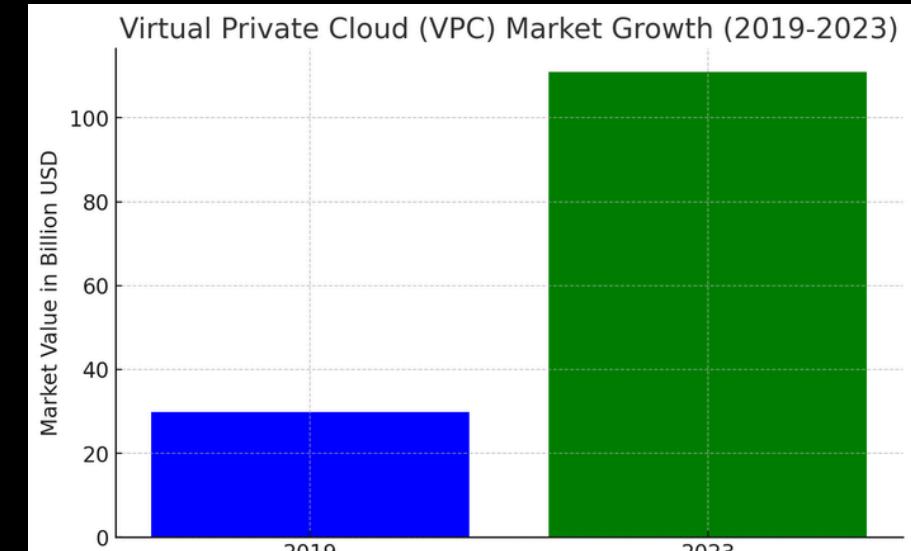
Growth in Global Markets between 2019 to 2023 for each industry that Netweb operates in



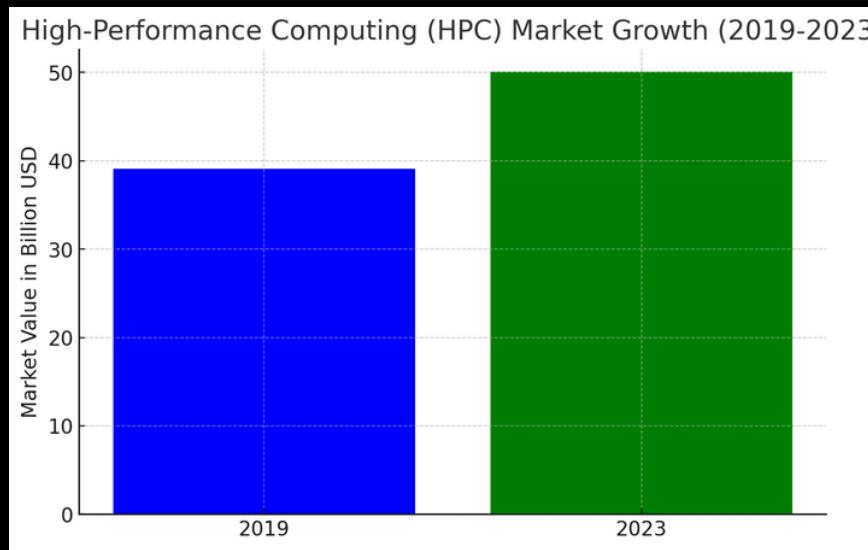
\$7.8 billion to
\$10.06 billion



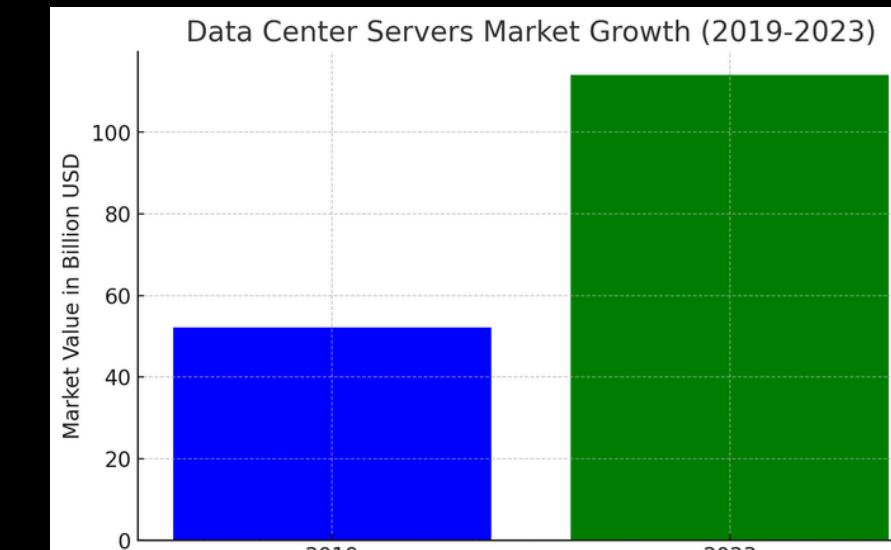
\$46.50 billion to \$107.1
billion to \$121.1 billion



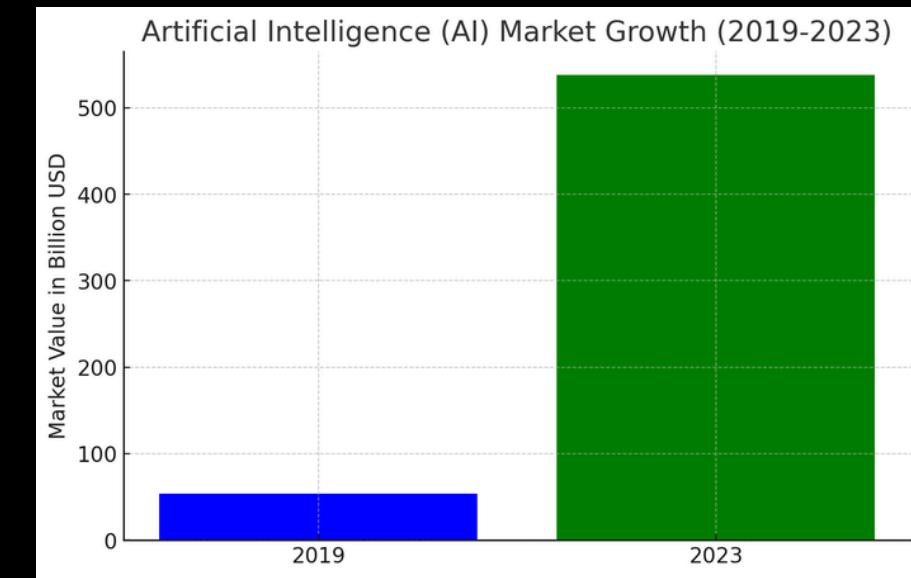
\$29.9 billion to
\$110.98 billion



\$39.1 billion to
\$50.10 billion



\$52.1 billion to
\$114.06 billion



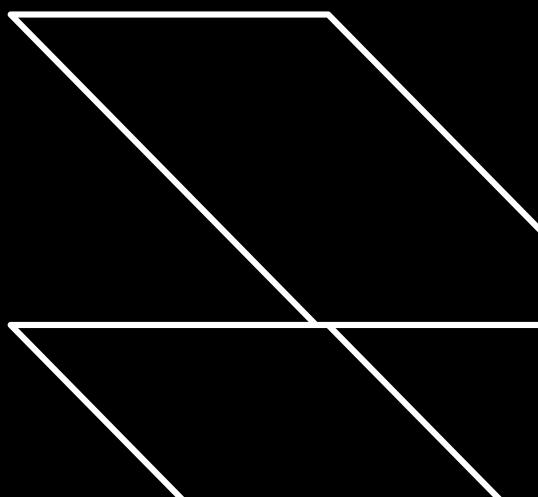
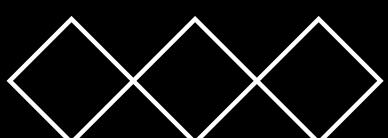
\$53.5 billion to
\$538.13 billion

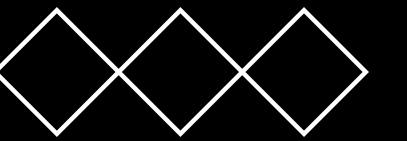
Competitor Analysis

One of the **few** players in India who offers a full stack of products 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	NVIDIA	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	✓	○	○	○	○	○	○	○	○	✓	✓

Source: F&S Report





Reasons for success

There are several reasons that have led to success of this company:

1. Technological Leadership
2. Strategic Partnerships and Expansion
3. Customer-Centric Approach
4. Robust Research and Development
5. Alignment with Government Initiatives



Technological Leadership



ADOPTION OF EMERGING TECHNOLOGIES

Benefited through early capitalization of IoT, AI, 5G, and virtual reality, which relied on (HPC).

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



EXPERTISE IN HPS SOLUTIONS

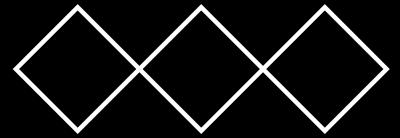
20 years of experience

Successfully installed over 300 "Make-in-India" HPC systems, including leading deployments like Airawat, Param Ambar, and Param Yuva-II.

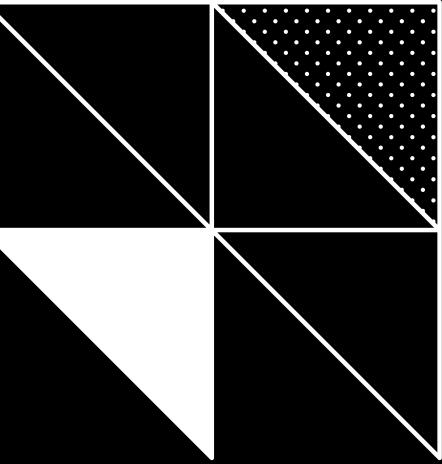


VERTICAL INTEGRATION

End-to-end designing of PCBs & servers, development of software, surface-mounting of components (like GPUs, CPUs) onto PCBs and assembly into own-branded machines



Strategic Partnerships and Expansion



1 COLLABORATION WITH GLOBAL LEADERS

»»» Partnerships with NVIDIA, ARM, Intel, AMD, and Seagate

»»» Manufacturing partner for NVIDIA's Grace CPU superchip and Grace Hopper MGX server designs

»»» Long-standing, established relationships with its key vendors---NVIDIA, Intel and AMD, helps during times of supply constraints

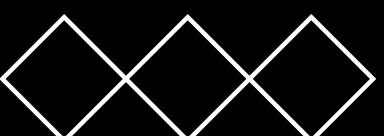
»»» NVIDIA's only Elite OEM partner in India

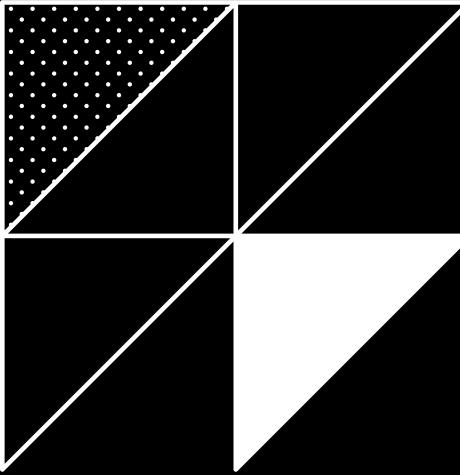
2 INFRASTRUCTURE AND OPERATIONAL SCALE-UP

»»» Operationalized a new manufacturing facility in Faridabad, enhancing in-house capabilities

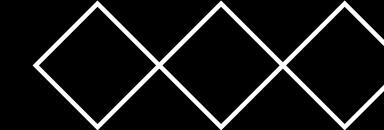
»»» Reducing third-party dependencies

»»» Entry into new product lines like 5G ORAN and network switches expands the addressable market.





Customer-Centric Approach



1

CUSTOMIZED SOLUTIONS

Focus on niche client needs, offering tailored, cost-effective solutions to compete with global giants like Dell, IBM, and Atos.

2

HOLISTIC ENGAGEMENT

Designs, develops, and implements entire solutions-- helped embed itself within the institutional framework of its customers

Clientele is diversified across geographies

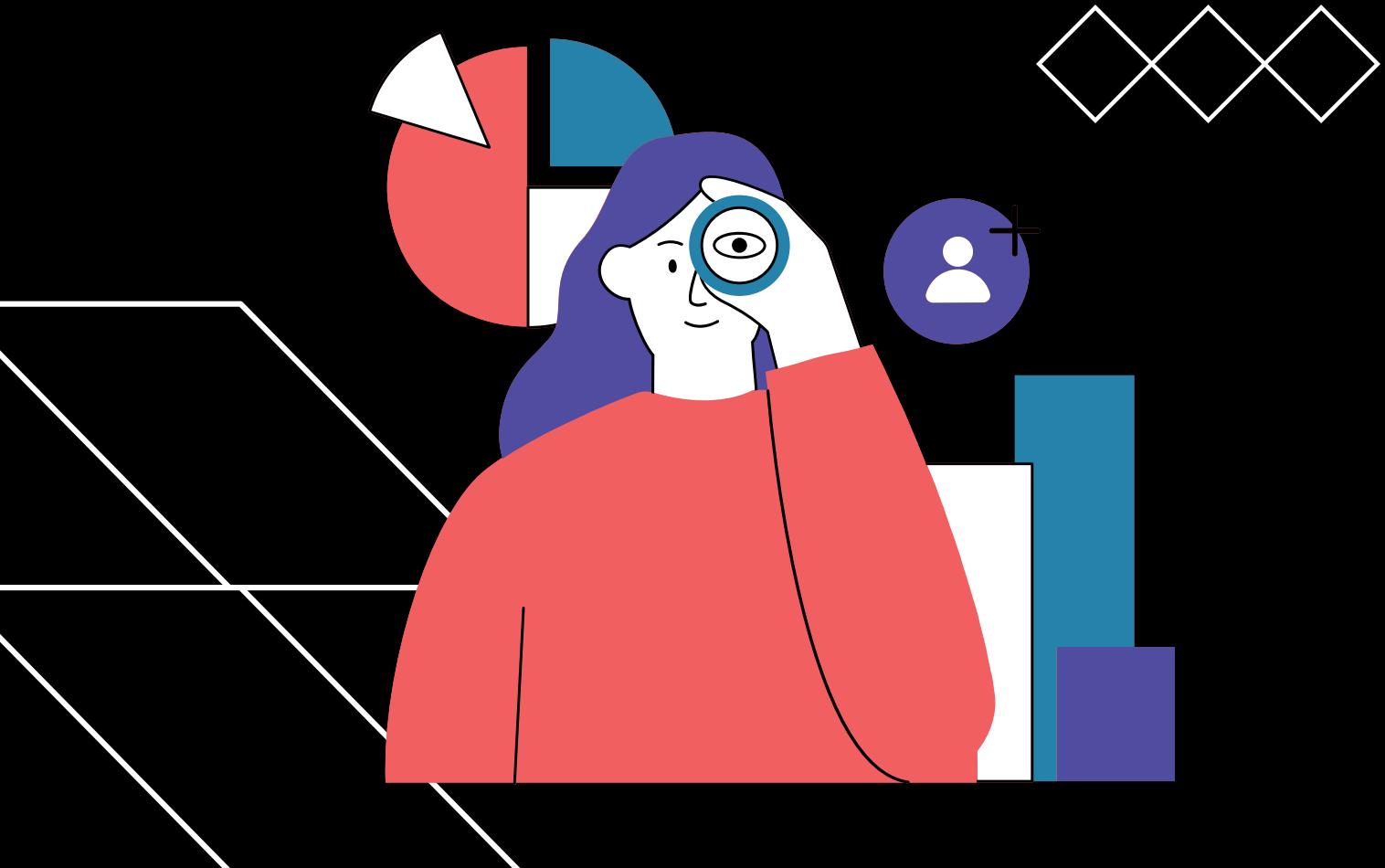
3

CUSTOMER LOYALTY

Served 310 repeat customers in FY24 with an average relationship duration of 5+ years.

Management's longstanding relationships with established customers--ISRO, IITs, Infosys, TCS, and others

Robust Research and Development



CONSISTENT INVESTMENT IN R&D

Spends 3.5–4% of sales annually on R&D (FY21–FY24)

Operates dedicated R&D facilities in Faridabad, Gurgaon, and Hyderabad with 20% of workforce working on R&D



PORTFOLIO EXPANSION

Launched private cloud solutions in 2021

Forayed into network switches and 5G ORAN manufacturing recently.

Developed 200+ server models and 30+ AI systems and workstations

Developed over 15 storage solutions and proprietary technologies such as: Tyrone Cluster Manager, KUBYTS, VERTA, and Tyrone Camarero AI systems.

Alignment with GoI Initiatives

1 SUPPORT FROM GOVERNMENT INITIATIVES

- »»» Indian government's focus on digital initiatives and data localization--significant growth driver for Netweb's business
- »»» Make In India--compliance with GoI's push on local manufacturing led to prioritization from government
- »»» PLI 2.0 for Servers: Offers 5–8% incentives for local server manufacturing.
- »»» PLI for Telecom and Networking Equipment: Offers 4–7% incentives for incremental sales, with an extra 1% for Design-led Manufacturing in areas like 5G and IoT.

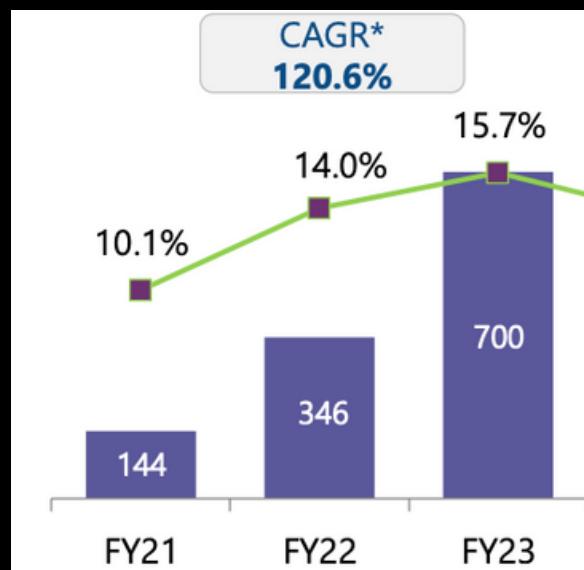
2 ALIGNMENT WITH NATIONAL MISSIONS

- »»» India AI Mission focuses on deploying 10,000+ GPUs through public-private projects.
- »»» Includes ₹60 billion earmarked for supercomputing infrastructure, creating a major growth opportunity for Netweb
- »»» National Supercomputing Mission: Drives investments in high-performance computing solutions.

Financial Performance and Consistent Growth

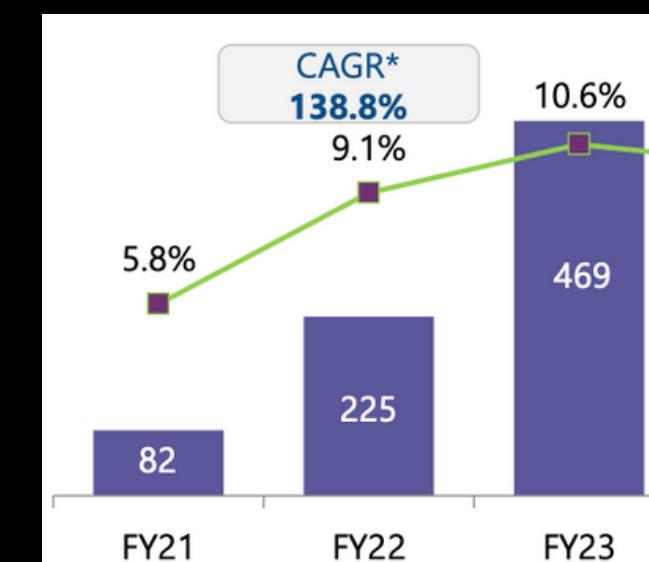
OPERATING EBITDA

120.6% CAGR, from ₹144 million in FY21 to ₹700 million in FY23



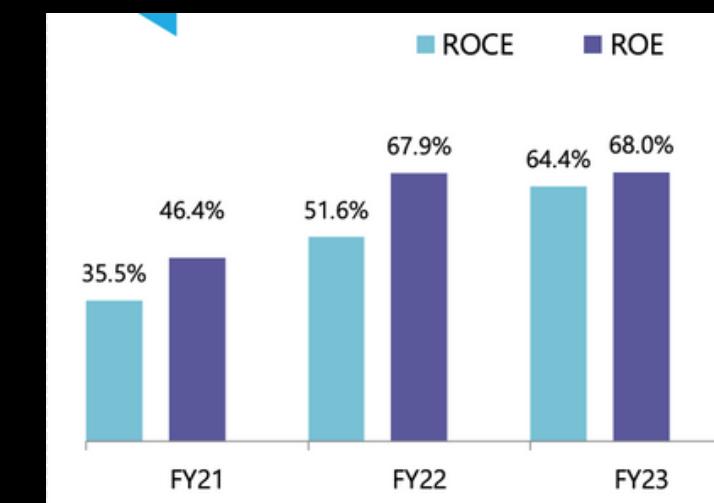
NET PROFIT

138.8% CAGR, from ₹82 million in FY21 to ₹469 million in FY23



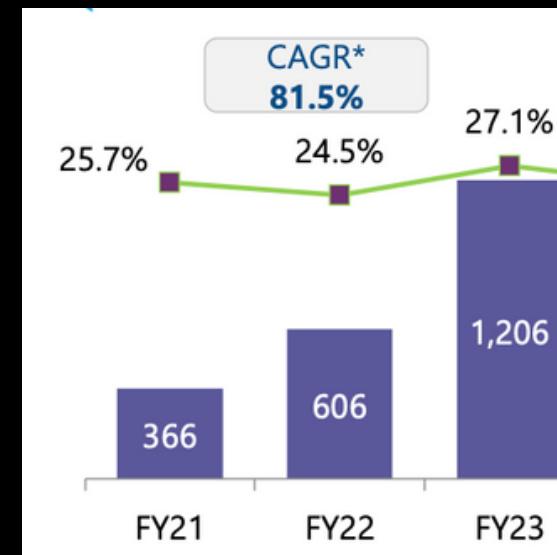
ROCE AND ROE

35.5% in FY21 to 64.4% in FY23
35.5% in FY21 to 68.0% in FY23.



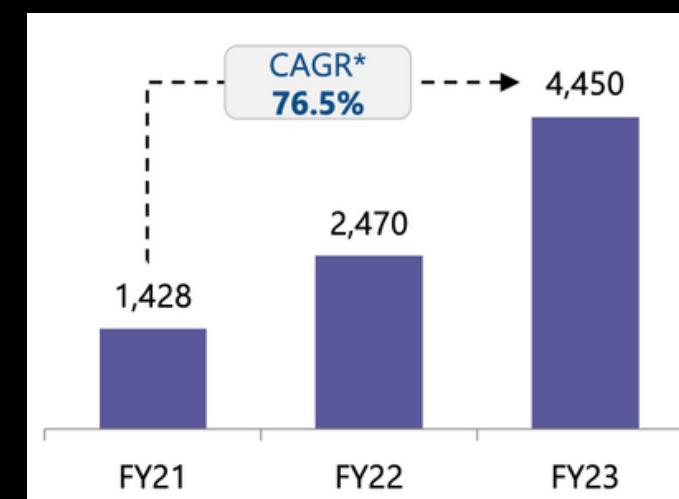
GROSS MARGIN

Increase from 25.7% in FY21 to 27.1% in FY23.



REVENUE GROWTH

76.5% CAGR from FY21 to FY23



*The company also repaid its debt using IPO proceeds—lead to zero gearing



thank
you!