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PAN NO : AABCN4805A
GST NO : 06AABCN4805A1Z3

Date : 25.09.2023

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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SUBJECT: STRATEGY PRESENTATION

Dear Sir/ Madam,

Please find enclosed herewith the Strategy Presentation for the period ended on 31st March, 2023.

Kindly take the same on record.

Thanking you,

For Netweb Technologies India Limited

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

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Netweb

TECHNOLOGIES

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

September 2023

BSE: 543945

NSE: NETWEB

Bloomberg: NETWEB:IN



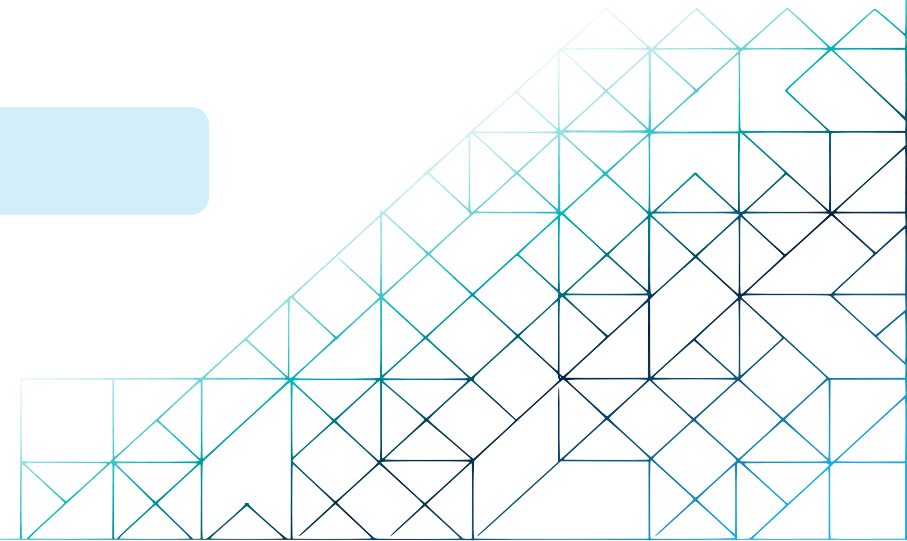
This presentation may contain certain “forward-looking statements” within the meaning of applicable securities laws and regulations, which may include those describing the Company’s strategies, strategic direction, objectives, future projects and/or prospects, estimates etc. Investors are cautioned that “forward looking statements” are based on certain assumptions of future events over which the Company exercises no control. Therefore, there can be no guarantee as to their accuracy and readers are advised not to place any undue reliance on these forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. These statements involve a number of risks, uncertainties and other factors that could cause actual results or positions to differ materially from those that may be projected or implied by these forward-looking statements. Such risks and uncertainties include, but are not limited to; growth, competition, acquisitions, domestic and international economic conditions affecting demand, supply and price conditions in the various business's verticals in the Company’s portfolio, changes in Government regulations, laws, statutes, judicial pronouncement, tax regimes, and the ability to attract and retain high quality human resource.

1 About Netweb Technologies

2 Key Investment Highlights

3 Growth Strategies

4 Annexures



About Netweb Technologies

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

Overview

- Offers a **full stack of product and solution suite** with comprehensive capabilities in designing, developing, implementing and integrating **high performance computing solutions**
- Collaborates with various technology partners such as **Intel Americas, Inc, AMD, Samsung India Electronics Private Ltd, Nvidia & Seagate India Private Ltd**
- **Develops homegrown** compute and storage technologies, **deploys supercomputing infrastructure** to meet the rising computational demands of businesses, academia, and research organizations
- **Compliant** with the **"Make in India"** policy of the Government of India
- One of the **few OEMs** in India eligible to participate in and seek incentives in terms of both the **IT Hardware PLI and Telecom and Networking PLI schemes**
- Established in **1999** with **manufacturing facility** located in **Faridabad, Haryana** and **16 offices** located across India

Business Tailwinds

'Make in India' Policy & 'PLI Scheme' of the GOI

Restriction of Import of Servers, Laptop, & Tablets from Nov 2023 by DGFT*

'Make AI in India & Make AI for work' initiative of the GOI

Increasing adoption of digital technologies driving network switches

Growing demand for cloud-based services driving network switches

Upgrading network to 5G technology driving 5G ORAN

300+ Supercomputing systems installed

4000+ Accelerator / GPU based AI systems & enterprise workstations

50+ Private cloud & HCI installations

3 Supercomputers listed eleven times in the world's top 500 supercomputers

FY23 Financial Metrics



Revenue from Operation: ₹4,449.7Mn
Customers[^]: Govt. (53.2%) vs Non-Govt. (46.8%)



Gross Margin: 27.1%



EBITDA Margin: 15.9%



ROCE: 64.4%



ROE: 68.0%

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

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

2019

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

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

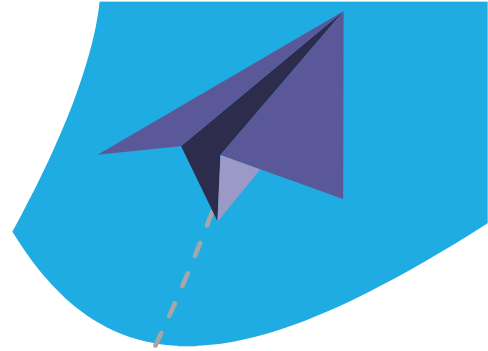
2023

Deployed AIRAWAT - India's Largest and Fastest AI Supercomputing System & Ranked 75th in the world

Foraying into Network Switches & 5G ORAN

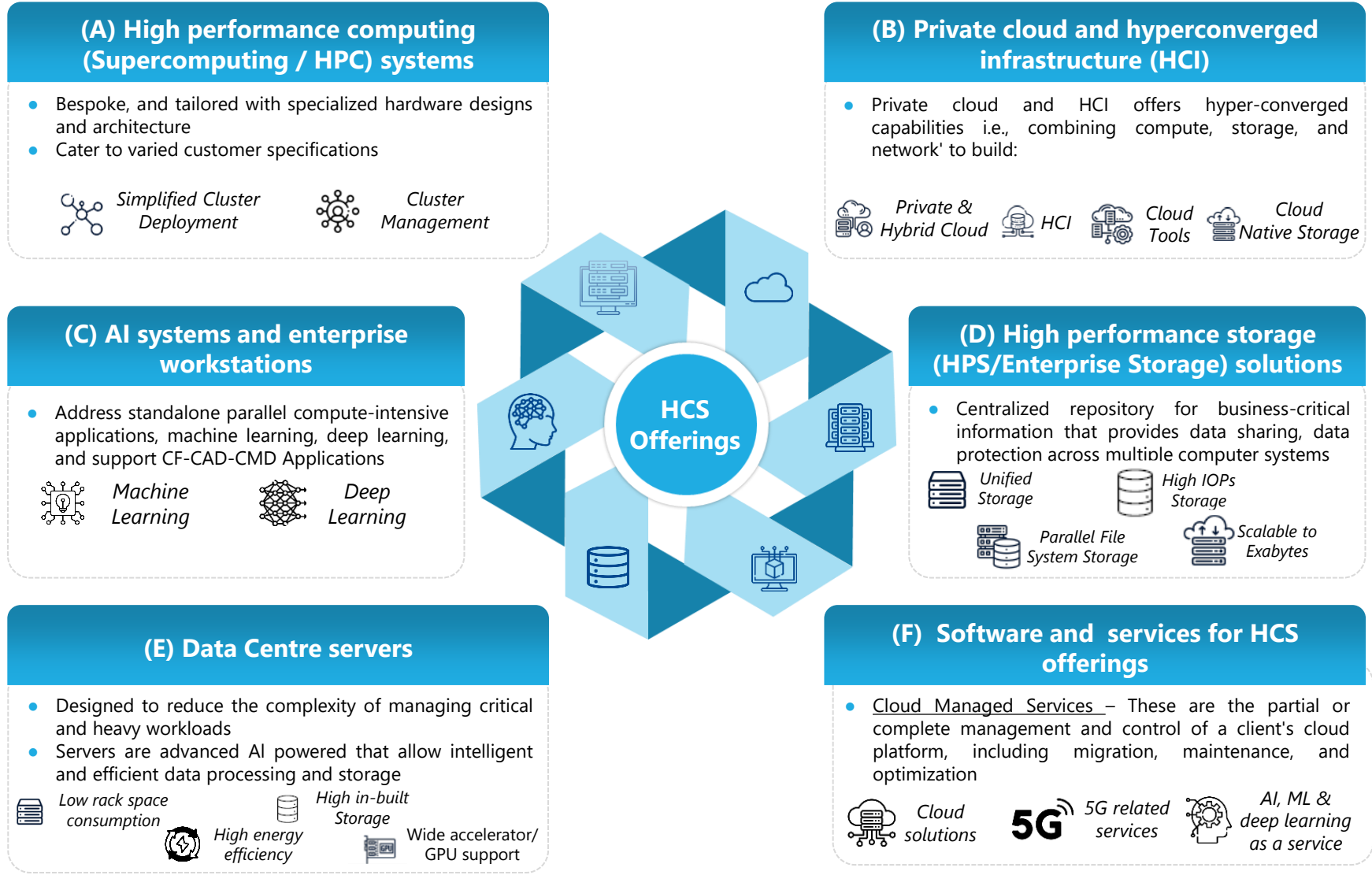
2023

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

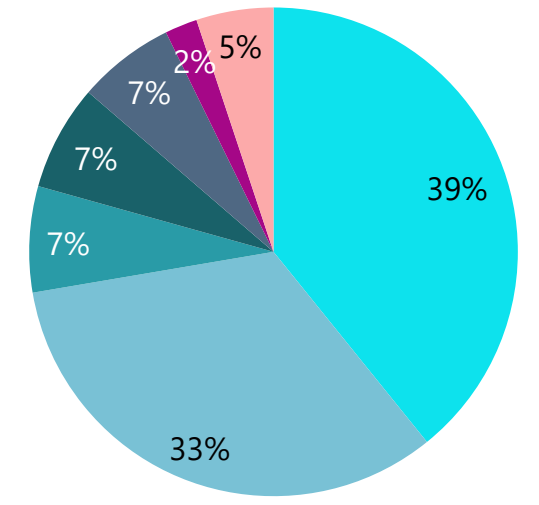


Snapshot of Our HCS Offerings (1/2)

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



FY23 – Revenue Breakdown by offerings[^]



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

[^]Govt & Non Govt Revenue on the basis of Revenue from operations excludes Other operating revenue

Snapshot of Our HCS Offerings (2/2)

High-End Computing Solutions (HCS) Offerings Suite



High Performance
Computing (HPC)
Systems



Make your HPC Clusters
Reliable, Agile,
and Responsive.



Private cloud and
hyperconverged
infrastructure (HCI)



Set up 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.

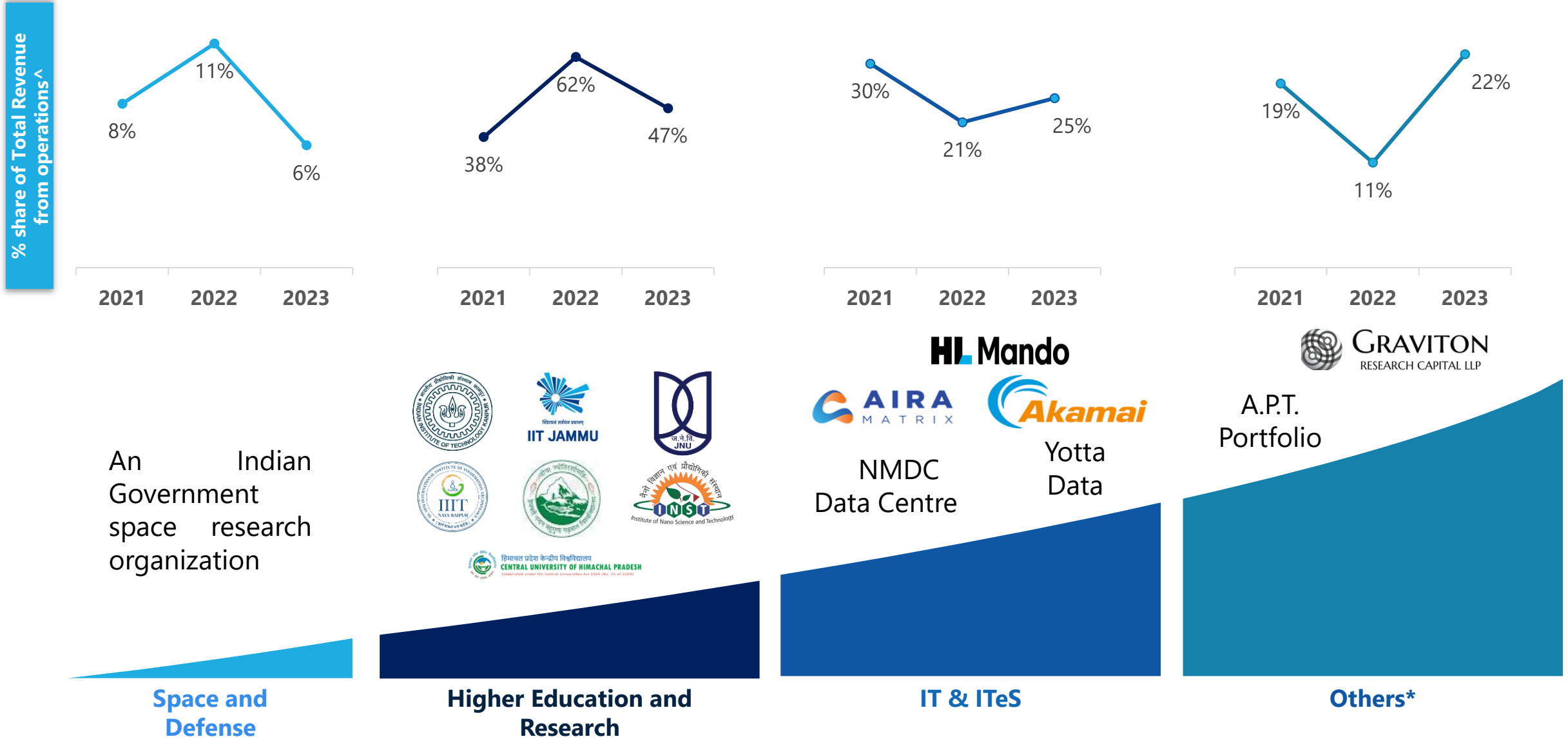
Netweb has designed, developed and deployed some of India's most powerful supercomputers

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

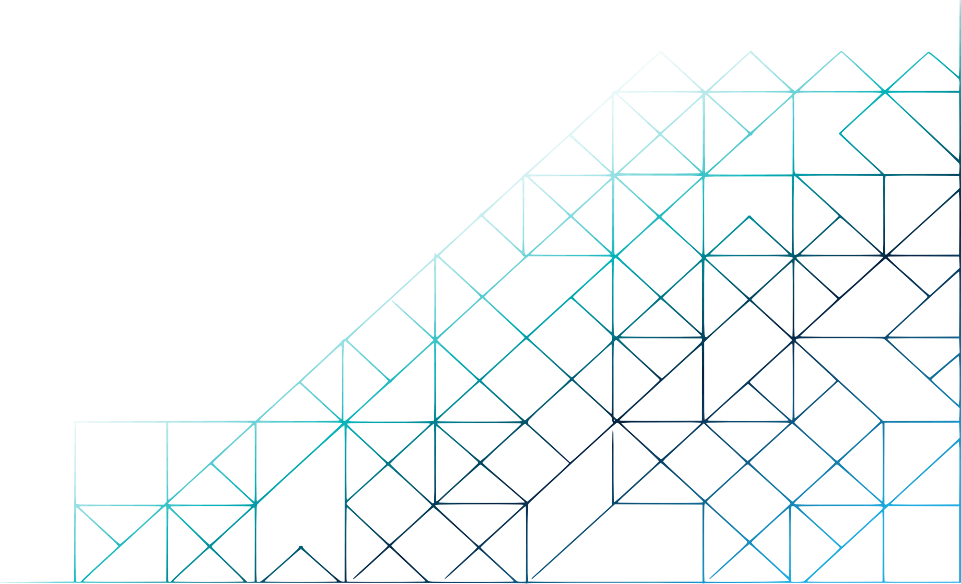
Netweb's Diversified Application Industry Base

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 BFSI, entertainment and media etc. ; ^Revenue from operations excludes Other operating revenue

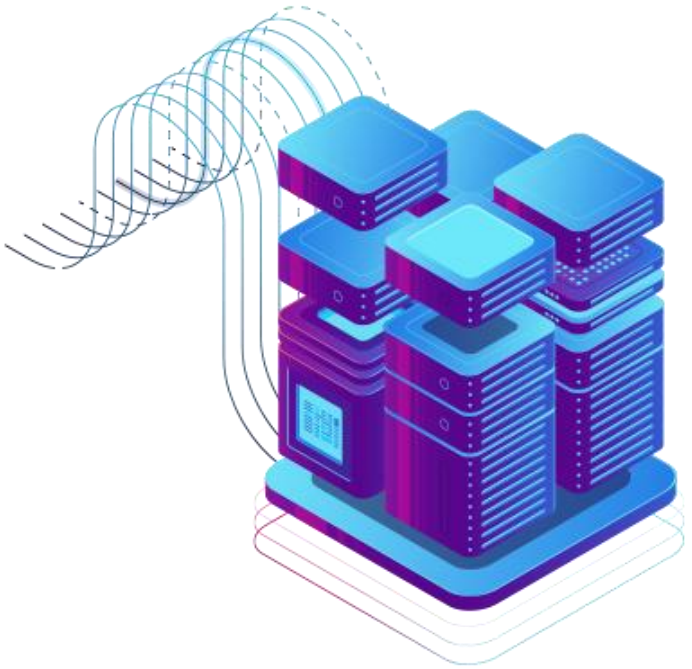
HCS Offerings Portfolio



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

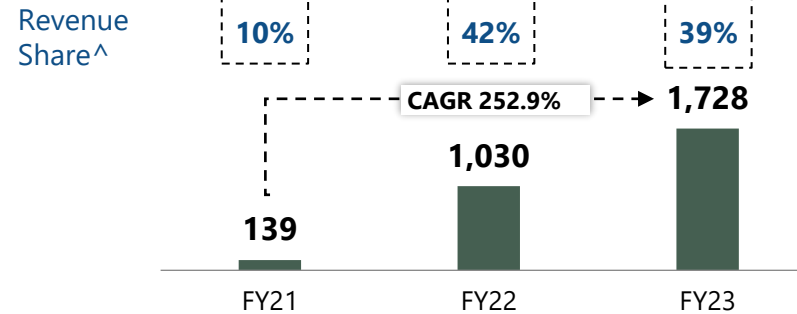
PARAM YUVA-II

❖ 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
- **300+ HPC Installations** to various government institutions and private enterprises such as IITs, JNU, NMDC Data Centre, etc

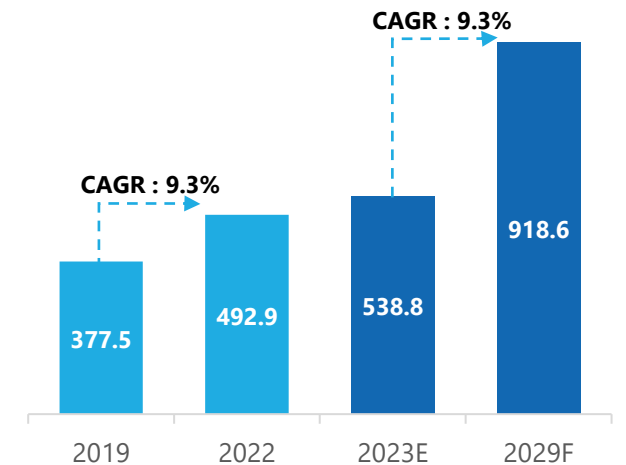
Segmental Revenue Trend (INR Mn)



Marquee Customers



Indian HPC Market (\$Mn)*

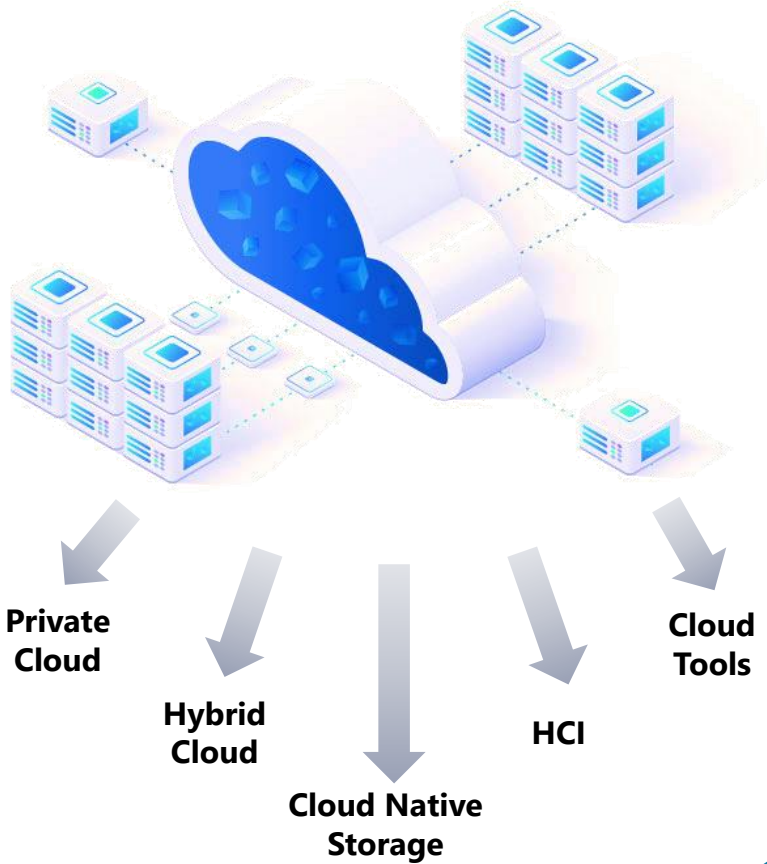


*Source: F&S Report; Note: ^FY21 was impacted due to COVID related disruptions; ^% share of FY23 revenue from operation excludes other operating revenue

Private Cloud and Hyperconverged Infrastructure (HCI)

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

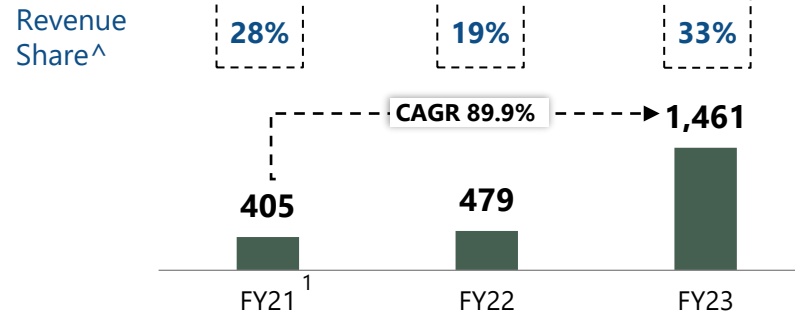
The company's private cloud & HCI offering is built and sold under our Tyrone Skylus brand



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.

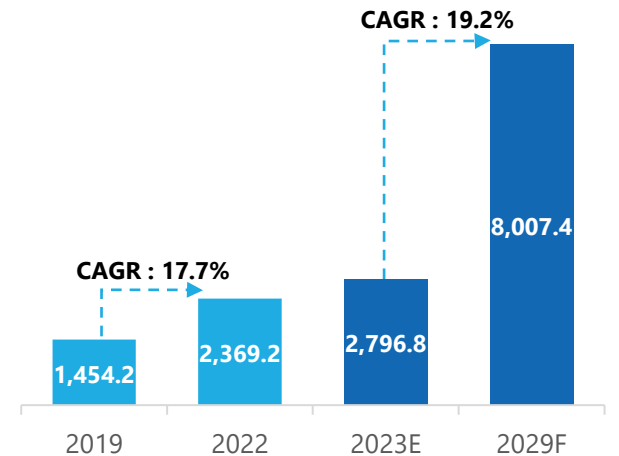
Segmental Revenue Trend (INR Mn)



Marquee Customers



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

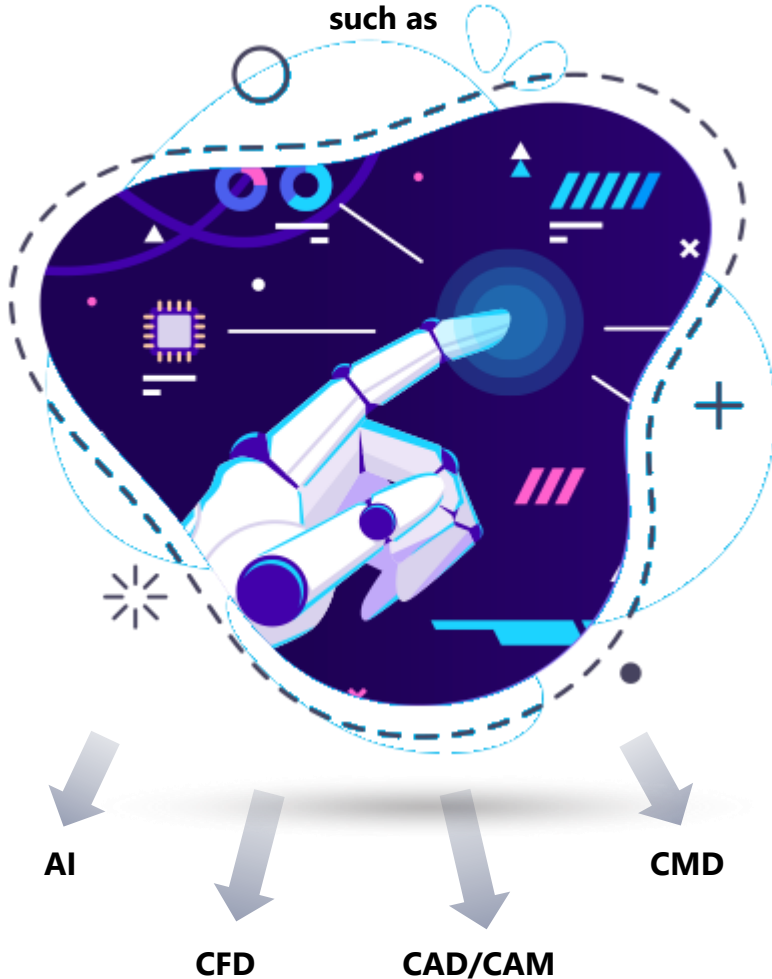


*Source: F&S Report; Note: [^]FY21 was impacted due to COVID related disruptions; [^]% share of FY23 revenue from operation excludes other operating revenue

AI systems and Enterprise Workstations (AI & EW)

Address requirements of Supercomputing systems, machine learning and deep learning

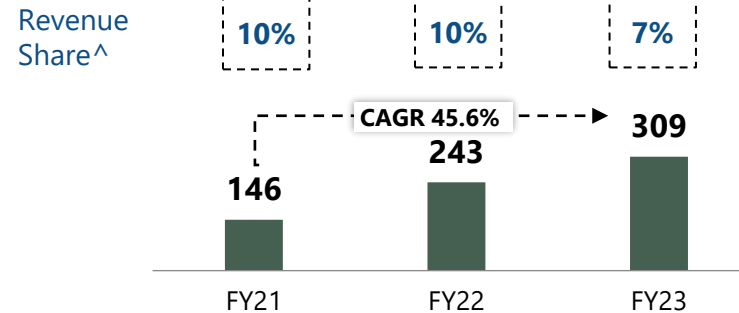
The company's AI Systems & workstations are designed to support wide range of applications such as



AI Systems & Enterprise Workstations Overview

- Equipped with **proprietary containerised application solution** (viz., **Tyrone Kubys**)
- 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.

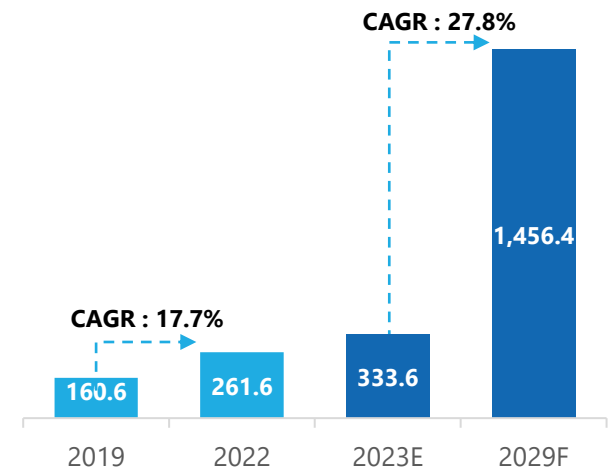
Segmental Revenue Trend (INR Mn)



Marquee Customers



Indian AI Systems & Enterprise Workstations Market (\$Mn)*



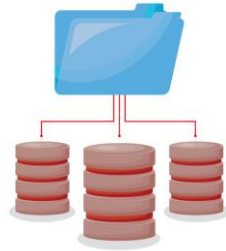
High Performance Storage (HPS/Enterprise Storage) Solutions

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

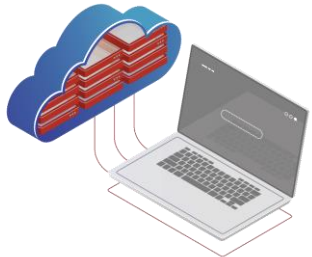
The company's hardware, software have been developed in-house and are compliant with the 'Make in India' policy*. Its HPS Solutions comprise:



Unified storage solution
(Tyrone Verta)



Parallel file system storage
(Tyrone ParallelStor)



Cloud native storage
(Tyrone Collectivo)

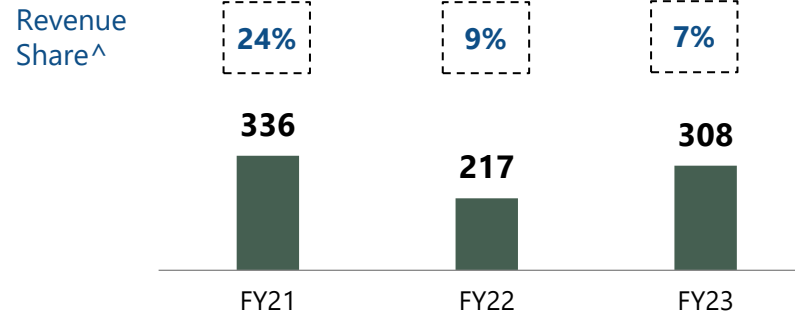


Surveillance and object storage
(Tyrone Collectivo with Fluid Input Output)

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)

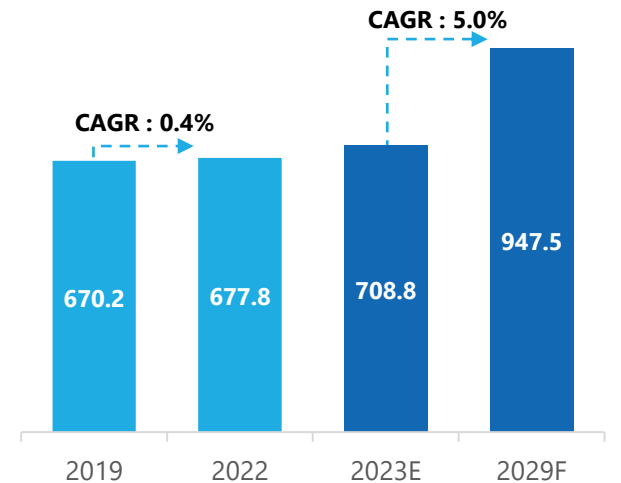


Marquee Customers



A.P.T.
Portfolio

Indian Enterprise Storage Market (\$Mn)*

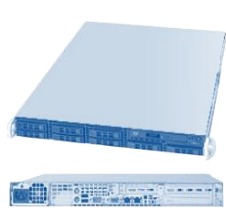


*Source: F&S Report; Note: ^FY21 was impacted due to COVID related disruptions; #Input/output operations per second; ^% share of FY23 revenue from operation excludes other operating revenue

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.



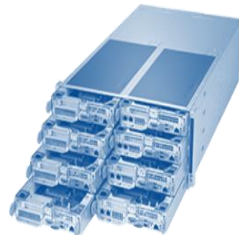
1U Server



2U Server



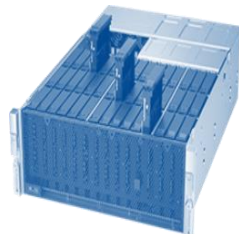
All-Flash NVME



4U 8 Node Server



GPU Server

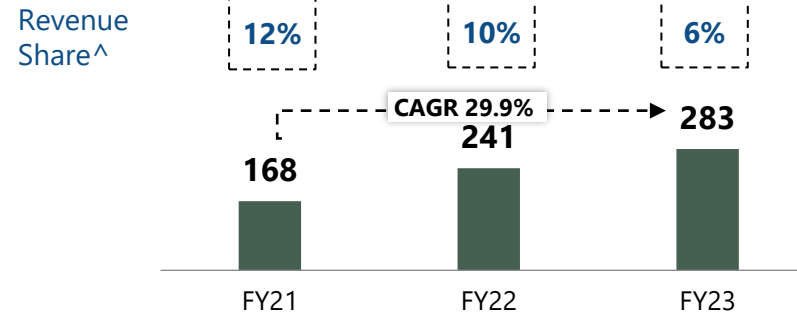


Storage Server

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)

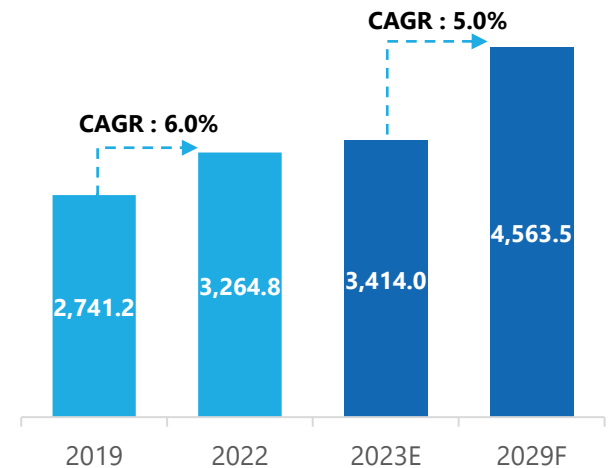


Marquee Customers



HL Mando

Indian Data Centre Server Market (\$Mn)*

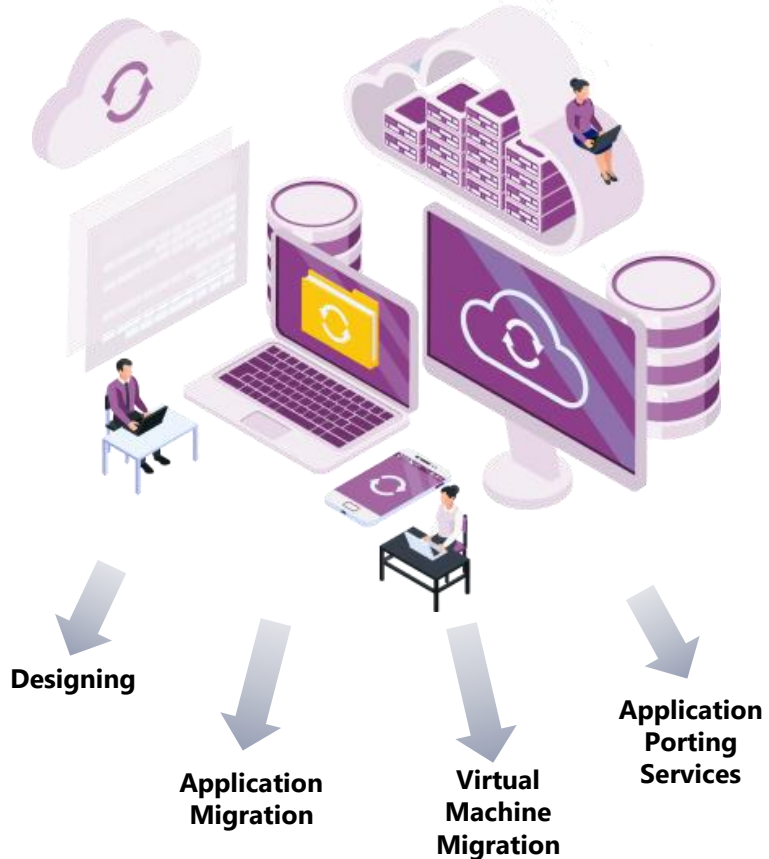


*Source: F&S Report; Note: ^FY21 was impacted due to COVID related disruptions; ^% share of FY23 revenue from operation excludes other operating revenue

Software & Service for HCS

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

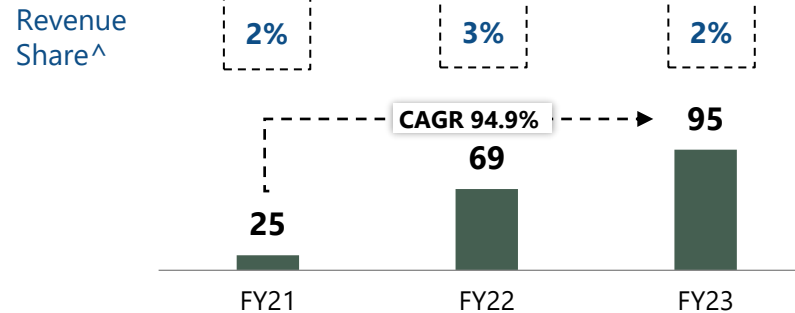
The company's cloud solutions comprise deployment services which include



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)

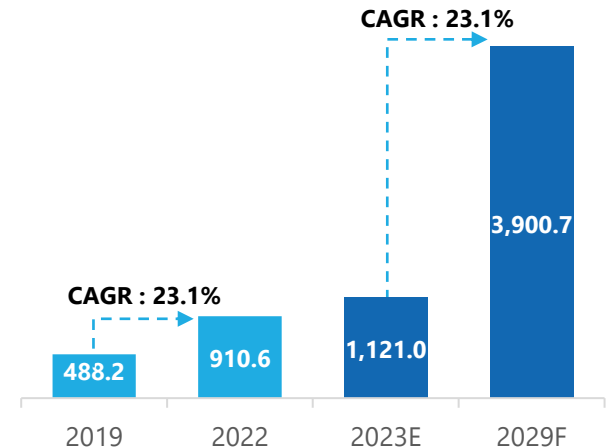


Marquee Customers



NMDC
Data Centre

Indian Cloud Managed Services Market (\$Mn)*



*Source: F&S Report; Note: ^FY21 was impacted due to COVID related disruptions; ^% share of FY23 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

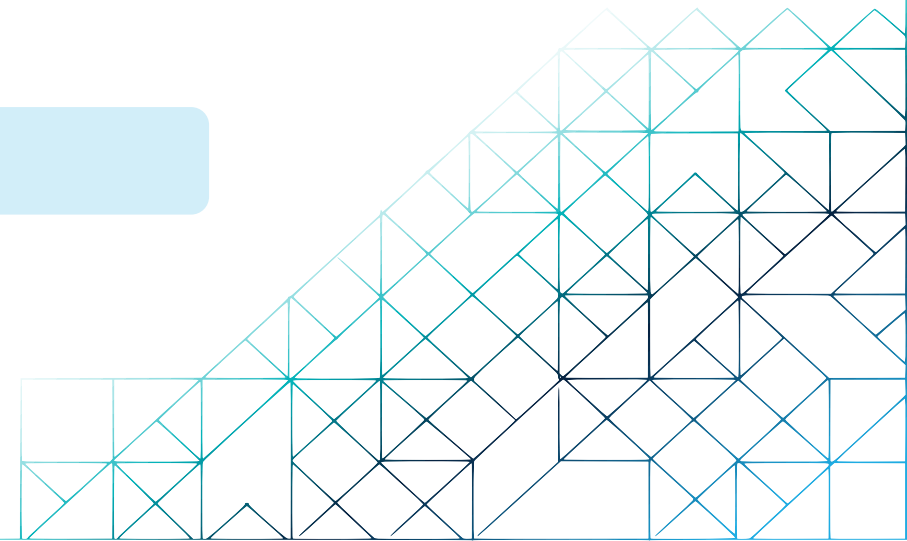
Products and Solutions	Netweb Technologies	IBM Lenovo	DELL	Hewlett Packard Enterprise	ATOS	NVIDIA	NetApp Hitachi Data Systems	Red Hat Nutanix	Vmware Suse	HCL Cognizant	Accenture Tech Mahindra
HPC	✓	✓	○	✓	✓	○	○	○	○	○	○
Data Centre Server	✓	✓	✓	✓	○	○	○	○	○	○	○
Enterprise Storage Systems	✓	○	✓	✓	○	○	✓	○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

1 About Netweb Technologies

2 Key Investment Highlights

3 Growth Strategies

4 Annexures



Key Investment Highlights

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

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

3 Significant product development and innovation through R&D

4 Long standing relationship with a marquee and diverse customer base

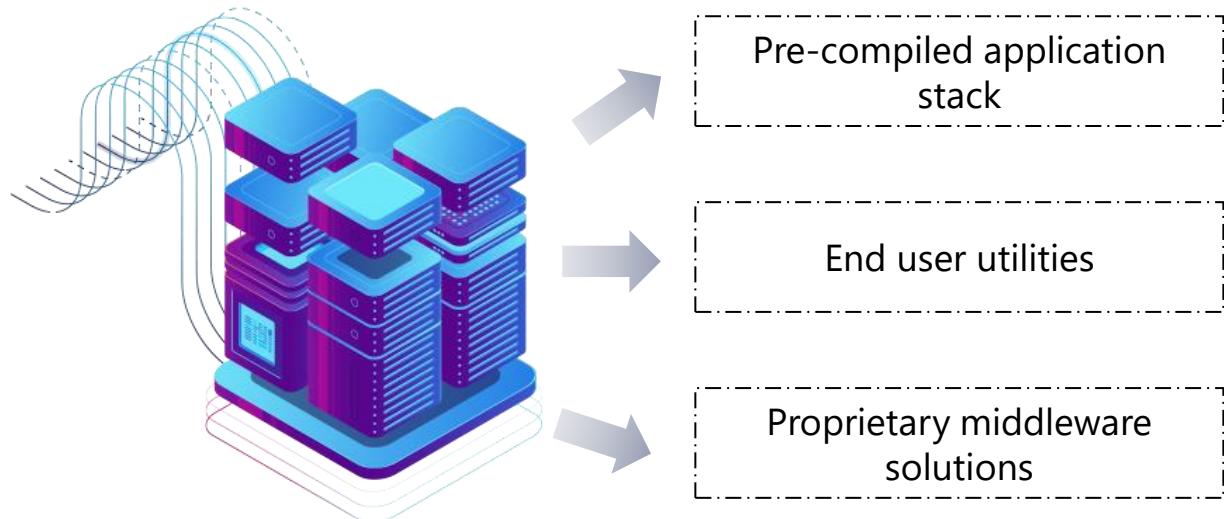
5 Track record of financial performance and consistent growth

6 Experienced Board & Senior Management Team



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

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



Deep Expertise in System Design & Architecture



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

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

Experience of installing 300+ HPC systems, 50+ private cloud & HCI, 4000+ 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



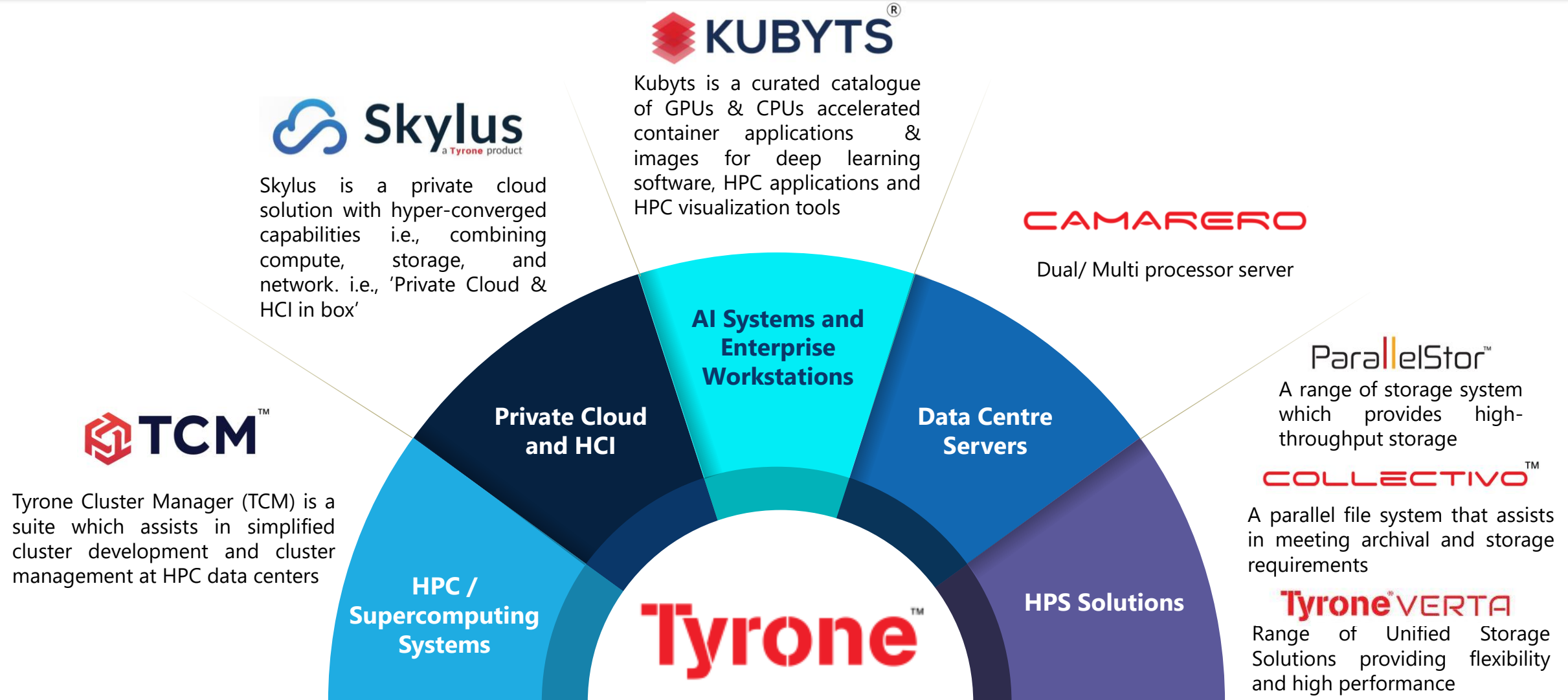
Modification of designs and changes in implementation requires

- 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

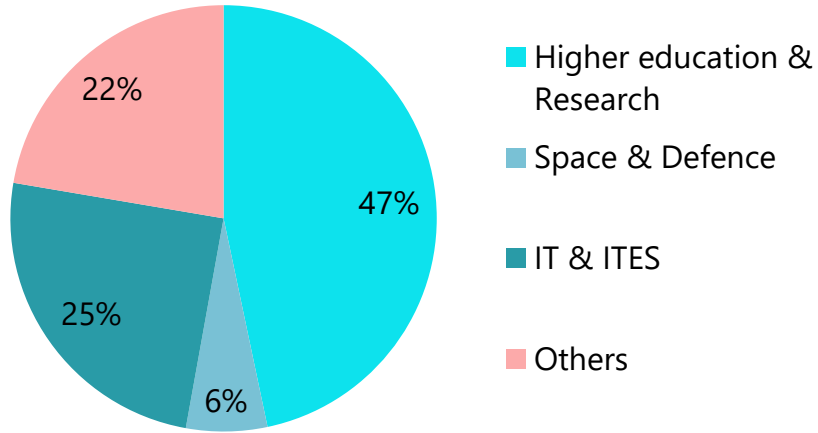
Independently design and innovate products and solutions offerings and provide services tailored to specific customer requirements

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

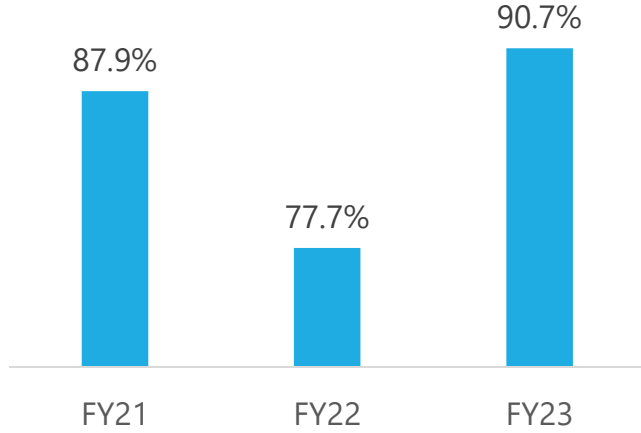


4. Long standing relationship with a marquee and diverse customer base

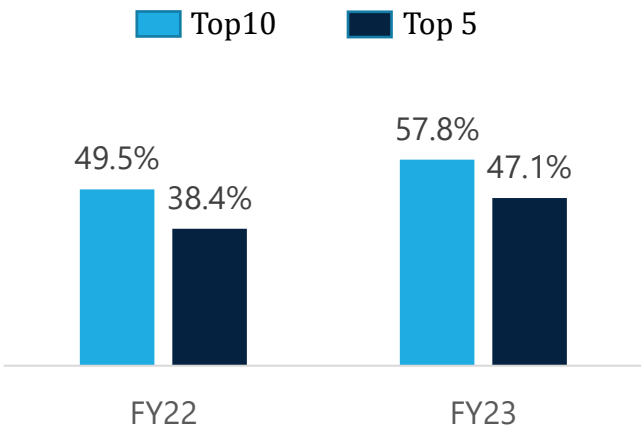
Revenue Breakdown by Industry^



Revenue^ from Repeat Customers



Customer Concentration^



<p>Higher education and Research</p>	<p>IT & ITES</p>
<p>Space & Defence</p> <p>An Indian Government space research organization</p>	<p>Others</p>

317
Repeat Customers (FY23) associated for over 4.86 years using Fiscal 2016 as the base

11.3%
Customer Accretion CAGR*

4.85 years
Average top 10 customer age FY23 using Fiscal 2016 as base

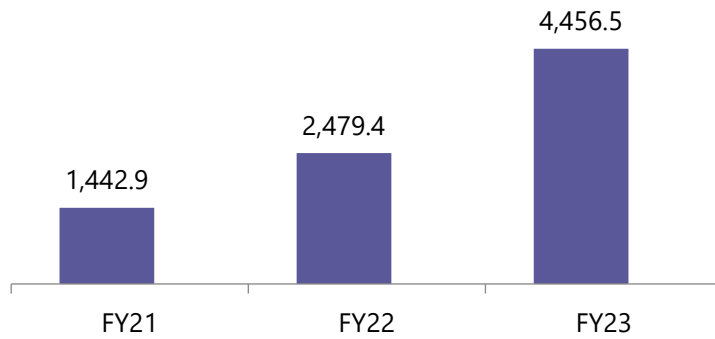
90.7%
Revenue from repeat customers**

Note: *FY21-FY23; **FY23 ^As a % of revenue from operations excludes other operating revenue

5. Track record of financial performance and consistent growth

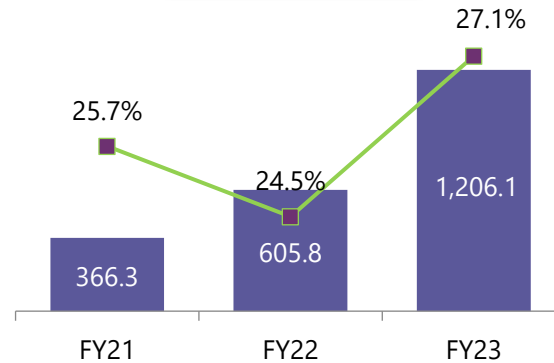
Revenue (INR Mns)

CAGR 75.7%



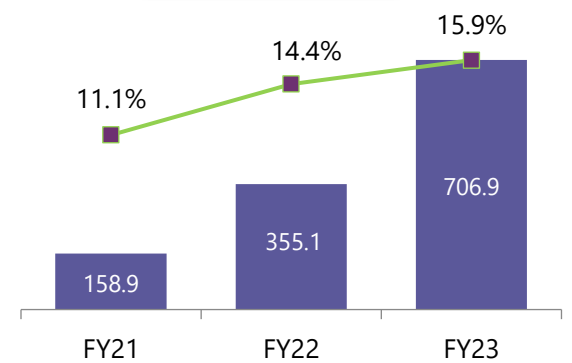
Gross Margin (INR Mns & % Margin)

CAGR 81.5%



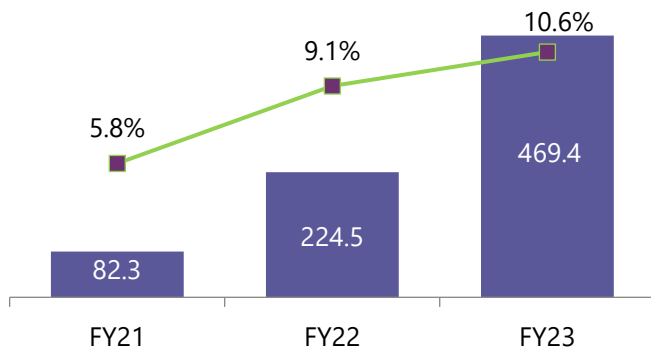
EBITDA (INR Mns & % Margin)

CAGR 109.5%

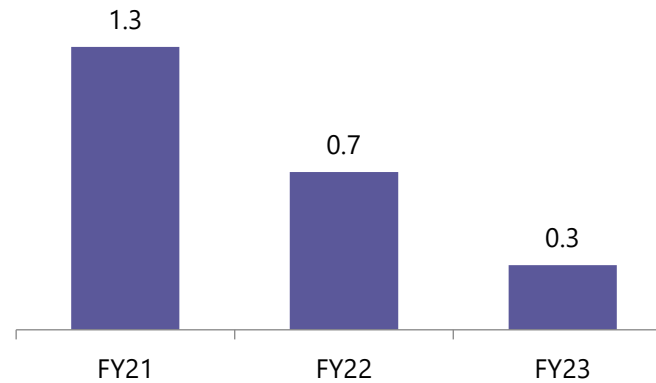


PAT (INR Mns & % Margin)

CAGR 138.8%

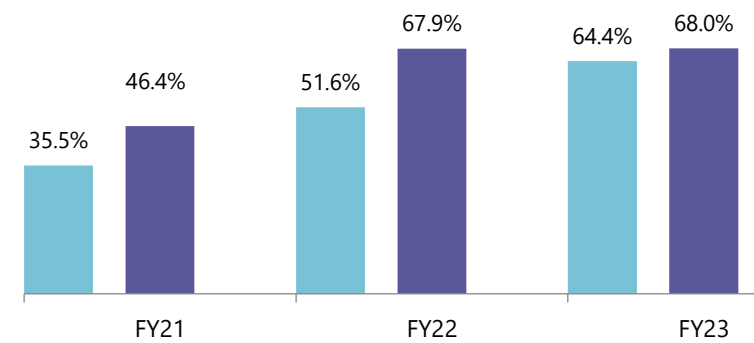


Net Debt – Equity Ratio¹ (in times)



ROCE² & ROE³

■ ROCE ■ ROE



Note: ¹Net Debt divided by equity; ²Earnings before interest and taxes expenses (EBIT) for the period/year divided by average capital employed
³Profit for the period/year divided by average Equity;

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

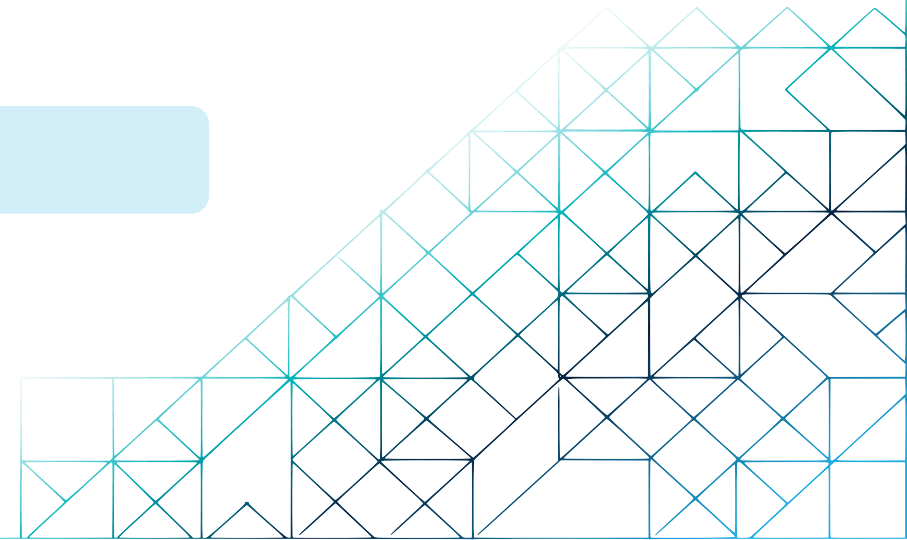
- 8+ years of experience in secretarial compliance
- Holds a Bachelors degree in commerce and also holds a certificate of membership from the Institute of Company Secretaries of India

1 About Netweb Technologies

2 Key Investment Highlights

3 **Growth Strategies**

4 Annexures



Growth Drivers

Opportunities to realize sustainable growth of the business

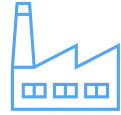


Strong Topline Visibility

Pipeline#
₹ 22,845 Mn

L1#
₹ 5,392 Mn

Order Book
₹ 994 Mn



Enhanced Capabilities

To capitalize on emerging opportunities, will establish **SMT line within 6-9 months** in rented premises

Entered into **License agreement with Intel** to produce Next Gen Architecture based High end computing systems

Plan to introduce **ARM** based servers, using **RISC** architecture, optimized for newer AI workloads such as LLM

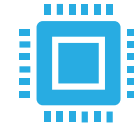


Expansion of Operations

Heavy adoption of **Private Cloud** in the **PSU Banks**

Increasing demand for **HPC** in the **Oil & Gas** sector

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** and **5G ORAN** Appliances in FY 23

Introduced 5G cloud on core and edge for telecom service providers



Thank You

Netweb[®]
TECHNOLOGIES

Chief Financial Officer

Prawal Jain

Email: prawal.jain@netwebindia.com

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 **Uirtus Advisors LLP**

Investor Relations Advisor

Sanjeev Sancheti

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Phone No.: +91 9836244222



1 About Netweb Technologies

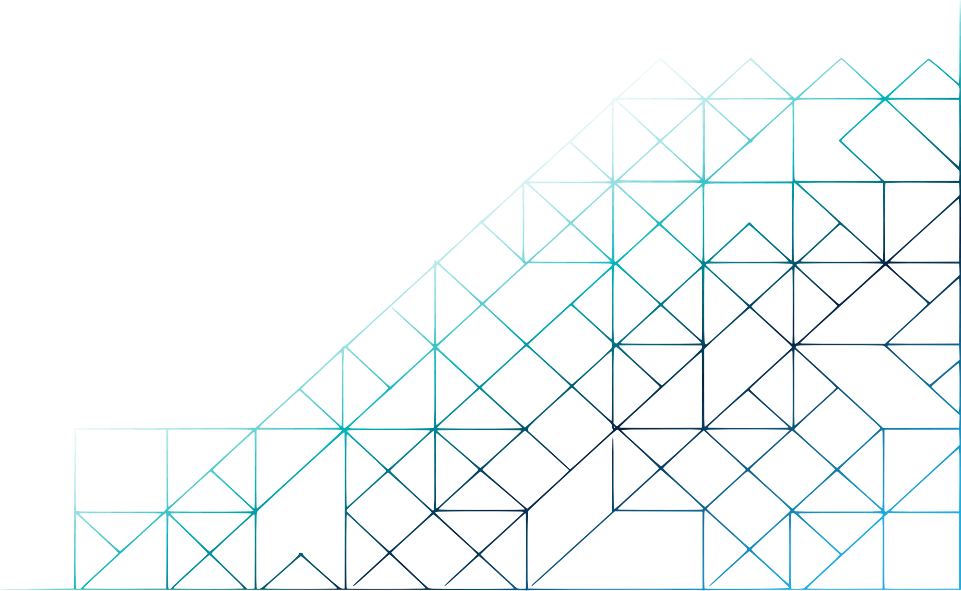
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Annexure - Key Industry Drivers

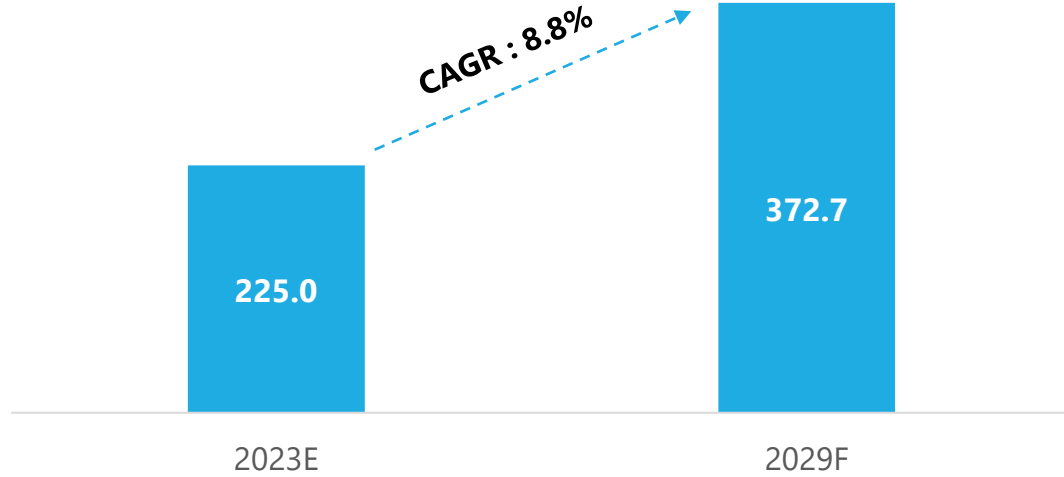


Growth in the Indian IT Industry

Upgrade to 5G, "Make in India" and PLI Schemes are some of the elements that will contribute to the expansion of Indian IT industry

Indian IT Market

Market Size in \$ Bn



India IT market by computation type is segmented into HPC Systems, Workstations, other devices infrastructure, software, IT business services, Emerging tech and telecom services

GOI is expected to make strategic technological investments in the below sectors which is expected to drive the India IT industry



Expected to grow with a CAGR of over 3% by FY 2027, as the GOI plans to invest \$ 102.49 Bn on oil and gas infrastructure; driven by the use of HPC solutions such as supercomputers and AI in the areas like Seismic Data Analysis



Expected to grow at ~8-10% till 2027; driven by the use of HPC solutions such as supercomputers and AI



Expected to grow at a CAGR of 27-30% till 2025; AI helps banks to process large volumes of data and predict the latest market trends, currencies, & stocks



Factors driving IT manufacturing in India



'Make in India' Initiative

'Atmanirbhar Bharat Abhiyan' (Self-reliant India) – To **boost local manufacturing** of mobile phones and electronic components & to **make India a global manufacturing hub**



Production Linked Incentive scheme

Scheme of ₹ **121,950 Mn** over 5 years¹ – Incentivise companies who will **manufacture specified telecom and networking products** – Enterprise Equipment such as Switch & Router



5G)))

Upgrading network to 5G technology

Indian telecoms are looking at **Open RAN as a potential way to reduce network-related expenses** and customize. Open RAN reduces reliance on existing providers



China + 1 Strategy

Tech companies are slowly **shifting production away from China** - In response to growing concerns about the geopolitical tensions & pandemic-induced supply chain disruptions in the last few years

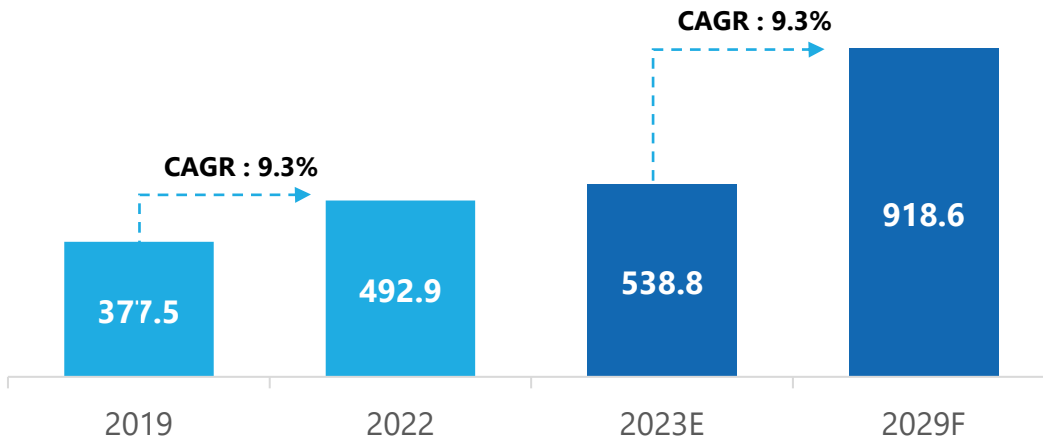


Increasing adoption of AI

Increasing usage of AI in various industries like telecommunication, BFSI, automobile, oil & gas result in the expansion of Indian IT industry

High-Performance Computing Market (HPC)

Indian HPC Market (\$ Mn)

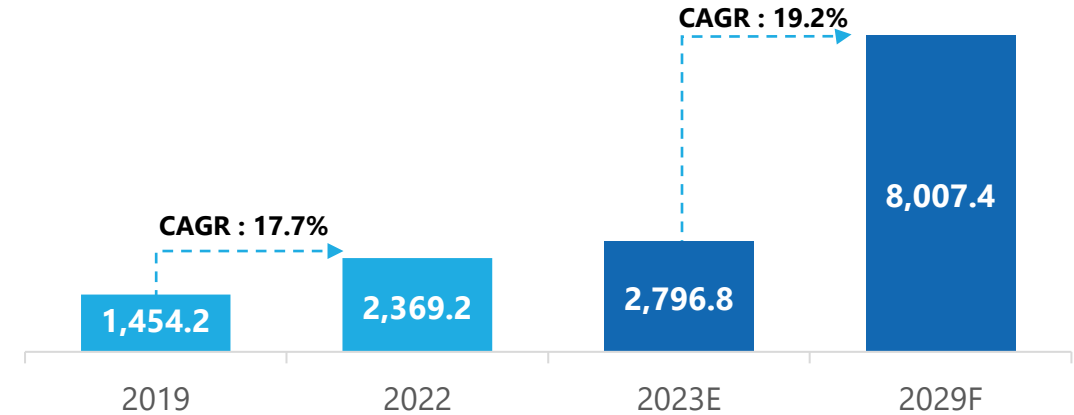


Key Growth Drivers of HPC Market

- NSM was announced in 2015, to connect national academic and R&D institutions with a grid of more than **70 high-performance computing facilities**.
- **Only 16.67% of the total budget of ₹4,500** is utilized in 4.5 years for execution of NSM
- In Nov 2022, **EU & India signed** an "Intent of cooperation on High Performance computing and Quantum Technologies"
- **Increasing cloud-based monitoring** will drive adoption of HPC
- Increased usage of HPC products and services to **drug discovery and healthcare**; and Increasing investments in the **Industrial Internet of Things (IIoT), artificial intelligence (AI), and engineering, which demand electronic design automation (EDA)**

Private Cloud and Hyperconverged Infrastructure (HCI) Market

Indian Private Cloud & HCI Market (\$ Mn)



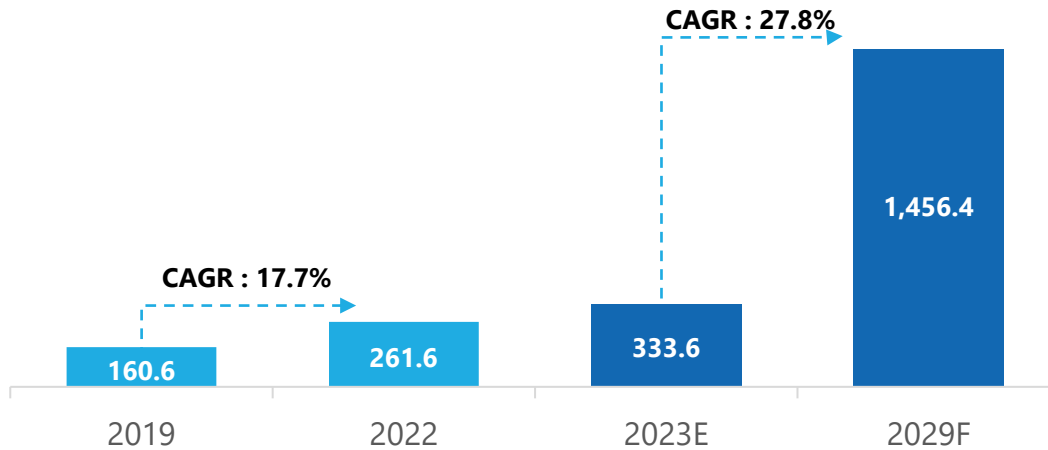
Key Growth Drivers of Private Cloud & HCI Market

- **Drop in usage of traditional data centre infrastructure**, from 41% to 18% in two years as cloud usage accelerates
- Private clouds **offer the same control and security** as traditional on-premises infrastructure and makes workload performance predictable
- **Military expects small deployable** communications systems that allows them to take their applications and data into the war field so that they can access them locally.
- HCI and private cloud **will witness greater adoption in the India Telecom sector** with increasing investment in 5G.
- **Unified management, and Automation Unified management** promises to reduce the number of tools needed to run IT infrastructure and cuts training requirements, **makes HCI easier to scale**

AI Systems & Enterprise Workstations and Data Centre Server Market

AI systems and Enterprise Workstations (AI & EW)

Indian AI & EW Market (\$ Mn)

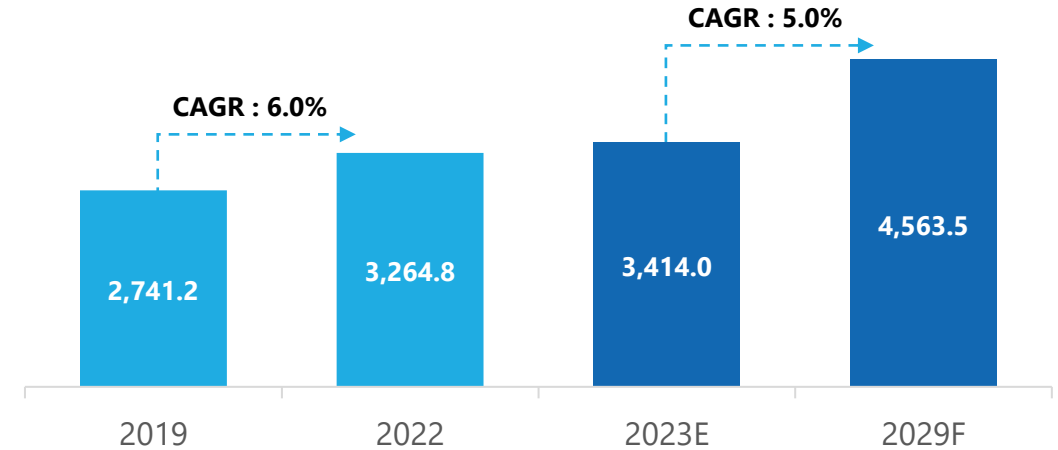


Key Growth Drivers of AI & EW Market

- GOI in the budget for Fiscal 2024 has announced that “for realizing the vision of **“Make AI in India and Make AI work for India”**, three centres of excellence for Artificial Intelligence will be set-up in top educational institutions
- **Growing demand of GPUs** in high-end gaming consoles & crypto currency mining market
- **Increase in 3D animation, networking and graphics & digital content creation**
- Aids in **enhancing government payment schemes**
- GPU is an **integral part of the AI & EW** in govt supercomputers
- **BFSI industry generates a lot of data** that needs to be processed and examined with the use of AI & EW.

Data Centre Server

Indian Data Center Server Market (\$ Mn)



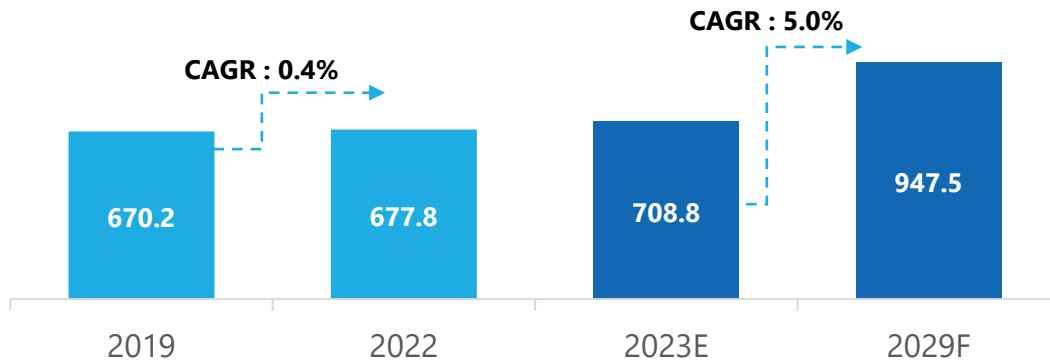
Key Growth Drivers of Data Center Server

- Indian Data Centers to **receive investments up to Rs.1.20 lakh crore**, according to an article from the Economic Times 2022 and a whitepaper from ICRA
- Push for **data localization to ensure 75%** of the data remains within the country
- **The Data Protection Bill**, may lead to a significant onshoring of Indian citizen's data from offshore data centers to Indian data centers.
- **China plus one Strategy and Make in India Initiatives** of GOI promoting growth

Enterprise Storage and Cloud Managed Services Market

Enterprise Storage System

Indian Enterprise Storage Market (\$ Mn)

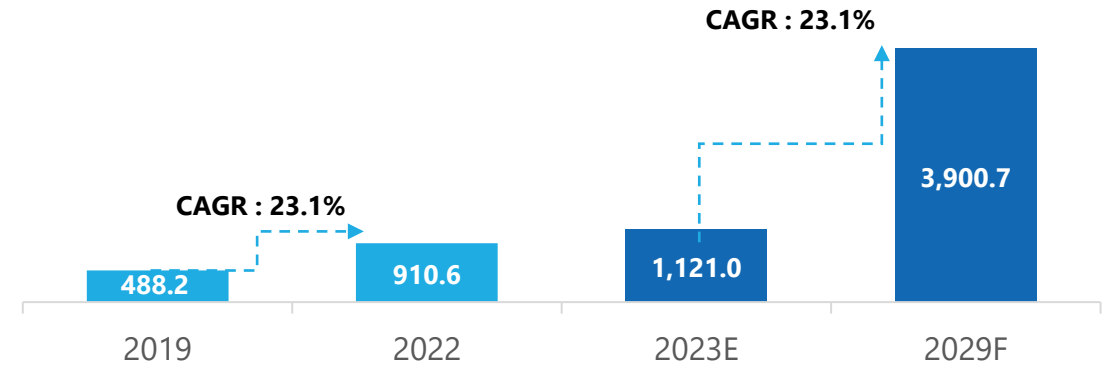


Key Growth Drivers of Enterprise Storage Systems Market

- **Rising number of colocation** data centers & increasing unstructured data generated from mobile computing devices
- **Primary workloads for storage deployments in India** that drove the market growth included technology upgrades, ERP upgrades, surveillance, digital transformation & 5G rollouts
- Enterprise storage **has emerged as the most popular** and effective way to store digital data particularly for small and medium-sized businesses.
- **The use of SSDs** (Solid State Drives) over HDDs (Hard Disk Drives) has grown in popularity across industries due primarily to their **superior performance, increased durability, and cost-effective power efficiency**

Cloud Managed Services

Indian Cloud Managed Services (CMS) Market (\$ Mn)



Key Growth Drivers of Cloud Managed Services Market

- **Rising demand for cloud managed services** for business continuity, increase in need for business agility and automation
- **Faster and easier** deployment of applications with **pay-as-you-go model**
- **Increasing adoption of automated machine systems** for e-prescriptions and telemedicine.
- Biotech & pharmaceutical companies are **adopting digital solutions** to optimize drug development process
- **National Government Cloud programme known as "MeghRaj"** was unveiled by the MeitY in 2020