Date : 12.02.2024

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

SUBJECT: STRATEGY PRESENTATION

Dear Sir/ Madam,

Please find enclosed herewith the updated Strategy Presentation.

Kindly take the same on record.

Thanking you,

For Netweb Technologies India Limited

Lohit Chhabra
Company Secretary & Compliance Officer

Netweb
TECHNOLOGIES

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

February 2024

BSE: 543945

NSE: NETWEB

Bloomberg: NETWEB:IN

Safe Harbour Statement

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.

Agenda
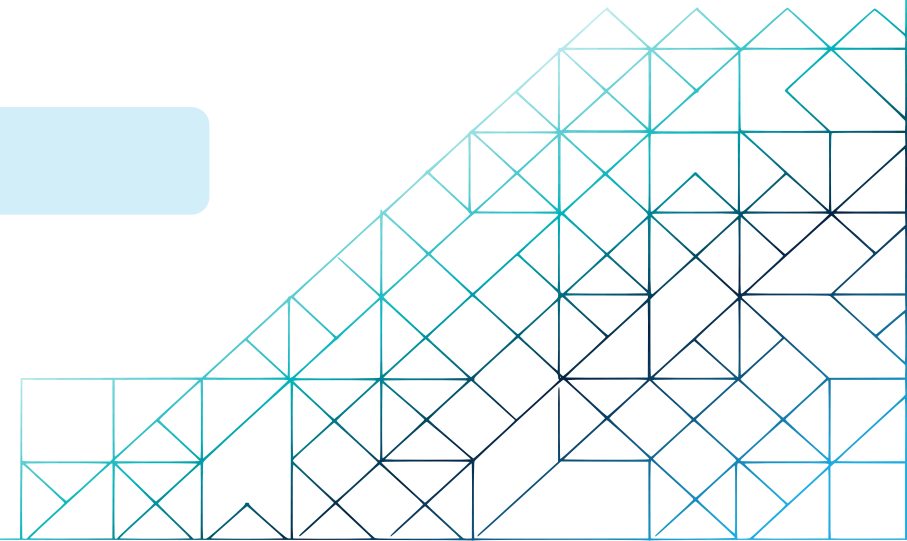
About Netweb Technologies

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

Netweb TECHNOLOGIES®

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 **17 offices** located across India

Business Tailwinds ▶▶

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

- Import Licensing on Servers, Laptop, & Tablets from Nov 2023 by DGFT*

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

- Growing demand for cloud-based services and 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

9M FY24 Financial Metrics

Revenue from Operation: ₹4,582 Mn
Customers: *Govt. (50.6%) vs Non-Govt. (49.4%)*

Op EBITDA Margin: 13.6%

PAT Margin: 9.9%

ROCE[1]: 32.1%

ROE[2]: 25.3%

Key Milestones

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TECHNOLOGIES

1999 ESTABLISHED

2004 KABRU - IMS CHENNAI
Was, then, one of the top 500 most powerful supercomputing systems in the world

Awarded **Intel Technology Provider Platinum 2018**
Best HPC Data Center Specialist

2018

Qualified for PLI Scheme of GOI for **IT Hardware**

Outstanding Contribution in **Promotion of electronics & manufacturing of servers from MEITY**

2021

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

2023

2022

2020

2013

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

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

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

2017

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

2023

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

Foraying into Network Switches & 5G ORAN

2019

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

Snapshot of Our HCS Offerings (1/2)

Netweb TECHNOLOGIES

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

(A) High performance computing (Supercomputing / HPC) systems

- Bespoke, and tailored with specialized hardware designs and architecture
- Cater to varied customer specifications

Simplified Cluster Deployment

Cluster Management

(B) Private cloud and hyperconverged infrastructure (HCI)

- Private cloud and HCI offers hyper-converged capabilities i.e., combining compute, storage, and network' to build:

Private & Hybrid Cloud   HCI   Cloud Tools   Cloud Native Storage

(C) AI systems and enterprise workstations

- Address standalone parallel compute-intensive applications, machine learning, deep learning, and support CF-CAD-CMD Applications

Machine Learning

Deep Learning

(D) High performance storage (HPS/Enterprise Storage) solutions

- Centralized repository for business-critical information that provides data sharing, data protection across multiple computer systems

Unified Storage   High IOPs Storage

Parallel File System Storage   Scalable to Exabytes

HCS Offerings

(E) Data Centre servers

- Designed to reduce the complexity of managing critical and heavy workloads
- Servers are advanced AI powered that allow intelligent and efficient data processing and storage

Low rack space consumption   High in-built Storage

High energy efficiency   Wide accelerator/ GPU support

(F) Software and services for HCS offerings

- Cloud Managed Services – These are the partial or complete management and control of a client's cloud platform, including migration, maintenance, and optimization

Cloud solutions   5G related services   AI, ML & deep learning as a service

9M FY24 – Revenue Breakdown by offerings^

3%   0.2%   3%
3%
5%
5%
10%
38%
36%
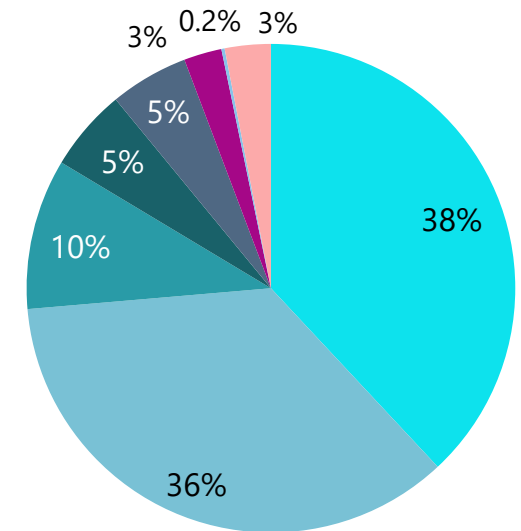
- Supercomputing / HPC Systems
- Private cloud & HCI
- AI & Enterprise Workstations
- HPS solutions
- Data Centre Server
- Software & Service for HCS offerings
- Network Switches
- Spares & Others

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

High-End Computing Solutions (HCS) Offerings Suite

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High Performance Computing (HPC) Systems	Private cloud and hyperconverged infrastructure (HCI)	AI systems and Enterprise workstations	High performance storage (HPS) solutions	Data Centre servers

TCM

Make your **HPC Clusters Reliable, Agile,** and **Responsive.**

Skylus

Set up a **Private Cloud Quickly** and **Accelerate** your Cloud First **Strategy.**

JANUS

KUBYTS CERTIFIED

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

Unified Storage
Tyrone VERTA

Unified Block
opslag UB

Archival & Surveillance
COLLECTIVO

Parallel file system
ParallelStor

CAMARERO

Tyrone

Reimagine your **Data center strategies** for running modern workload.

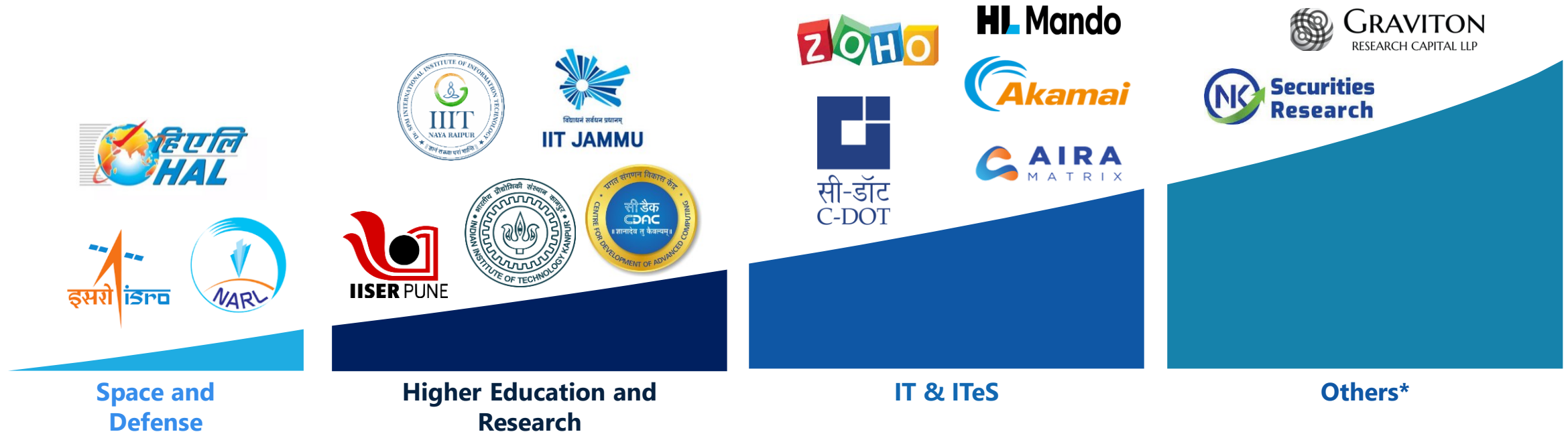# Netweb has designed, developed and deployed some of India's most powerful supercomputers
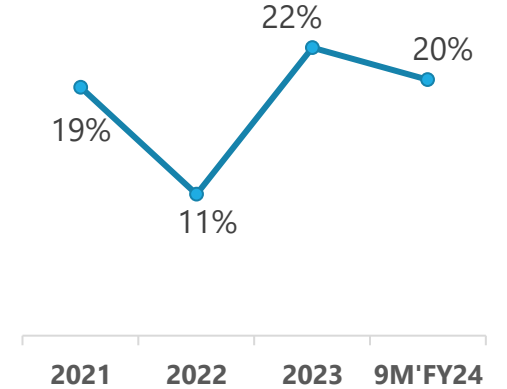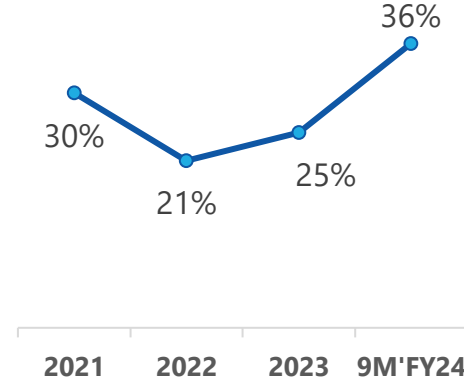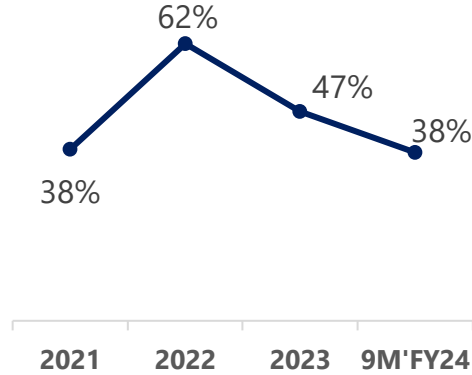
Netweb® TECHNOLOGIES
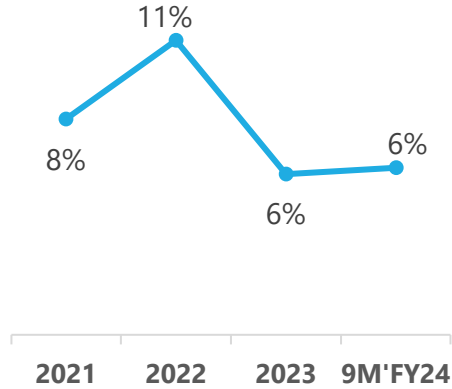
Supercomputer	Year of Deployment	User	Speed in teraflops (Rpeak)	Speed in teraflops (Rmax)	Particulars
AIRAWAT	2023	Centre for Development of Advanced Computing, India (CDAC)	13,169.86	8,500.00	India's **largest and fastest AI supercomputing** system. Ranked **75th in the world** and has been included 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), Bhubaneshwar	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, Bhubaneshwar	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

% share of Total Revenue from operations^

Space and Defense
- 2021: 8%
- 2022: 11%
- 2023: 6%
- 9M'FY24: 6%

Higher Education and Research
- 2021: 38%
- 2022: 62%
- 2023: 47%
- 9M'FY24: 38%

IT & ITeS
- 2021: 30%
- 2022: 21%
- 2023: 25%
- 9M'FY24: 36%

Others*
- 2021: 19%
- 2022: 11%
- 2023: 22%
- 9M'FY24: 20%

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

HCS Offerings Portfolio
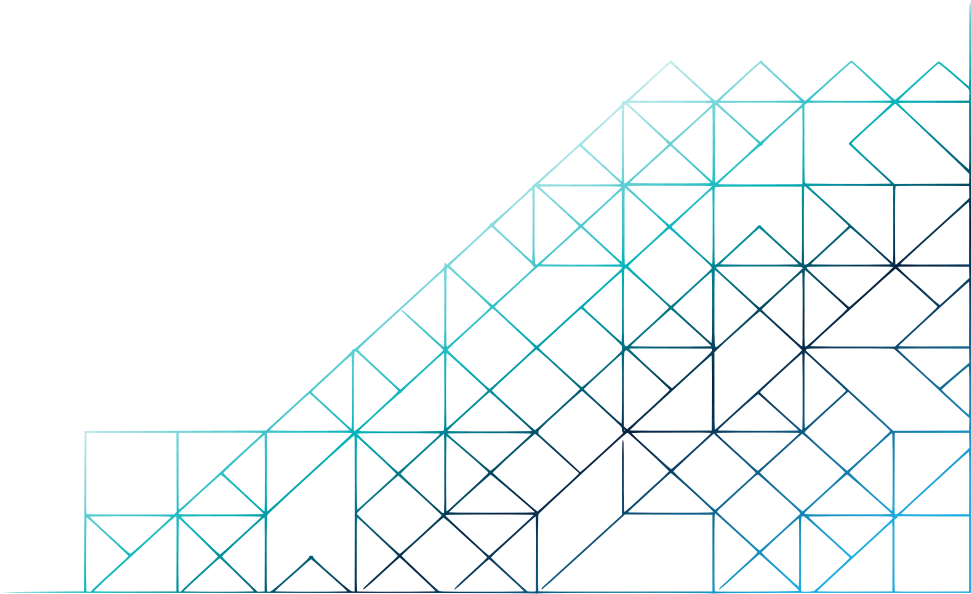
High Performance Computing (HPC)

India's largest manufacturer of Supercomputing systems

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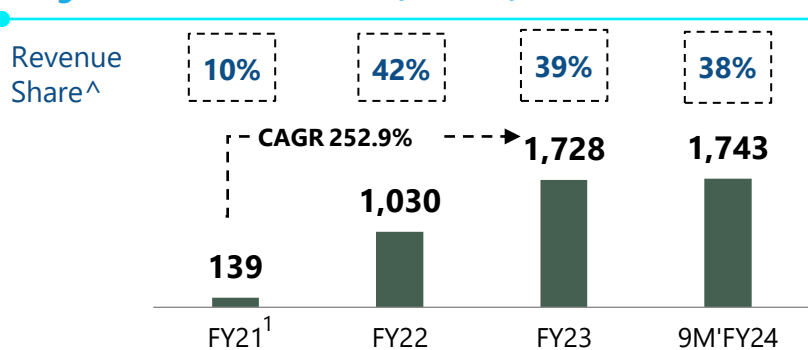

AIRAWAT   **PARAM Ambar**   **PARAM YUVA-II**

❖ *PARAM YUVA-II is one of the India's fastest and largest hybrid supercomputer*
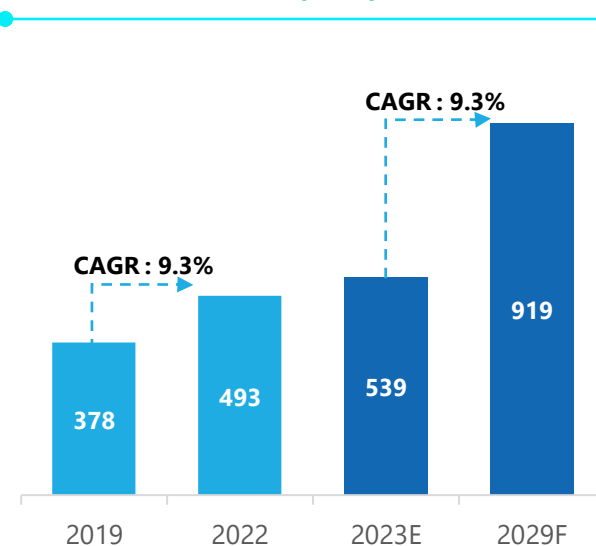
HPC Systems Overview

- 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)

Revenue Share^

| 10% | 42% | 39% | 38% |

CAGR 252.9%

FY21[1]	FY22	FY23	9M'FY24
139	1,030	1,728	1,743

Marquee Customers

IIT JAMMU   CDAC Centre for Development of Advanced Computing   IIIT NAYA RAIPUR   IISER PUNE   INST Institute of Nano Science and Technology

Indian HPC Market ($Mn)*

CAGR : 9.3%

CAGR : 9.3%

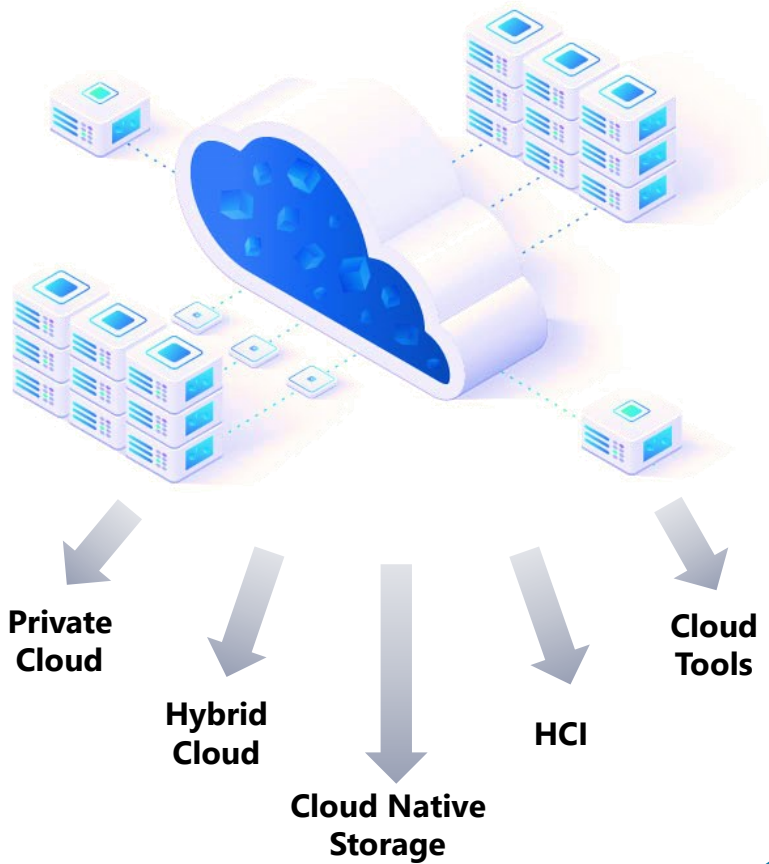| 2019	2022	2023E	2029F
378	493	539	919

*Source: F&S Report; Note: 1: FY21 was impacted due to COVID related disruptions; ^% share of revenue from operation excludes other operating revenue

Private Cloud and Hyperconverged Infrastructure (HCI)

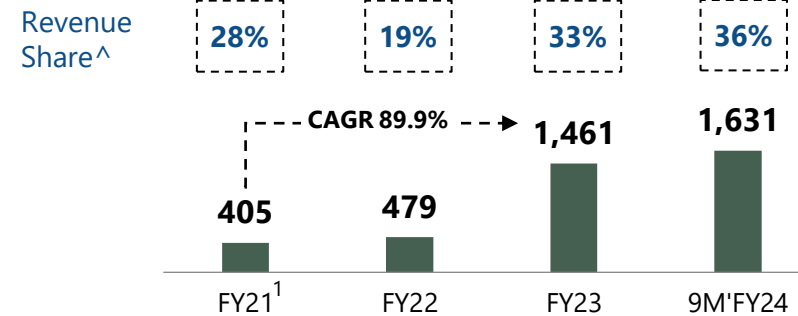*Offers hyper-converged capabilities i.e. combining compute, storage, and network*

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

- Private Cloud
- Hybrid Cloud
- Cloud Native Storage
- HCI
- Cloud Tools

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)
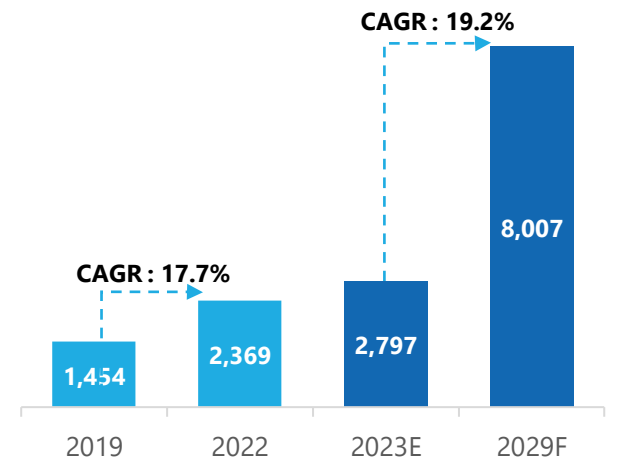
Revenue Share^

	28%	19%	33%	36%

CAGR 89.9%

	FY21[1]	FY22	FY23	9M'FY24
	405	479	1,461	1,631

Marquee Customers

GRAVITON RESEARCH CAPITAL LLP   Akamai   YOTTA   *A.P.T. Portfolio*

Indian Private Cloud & HCI Market ($Mn)*

CAGR : 19.2%

CAGR : 17.7%

2019	2022	2023E	2029F
1,454	2,369	2,797	8,007

AI Systems and Enterprise Workstations (AI & EW)

Address requirements of Supercomputing systems, machine learning and deep learning

Netweb TECHNOLOGIES

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

- AI
- CFD
- CAD/CAM
- CMD
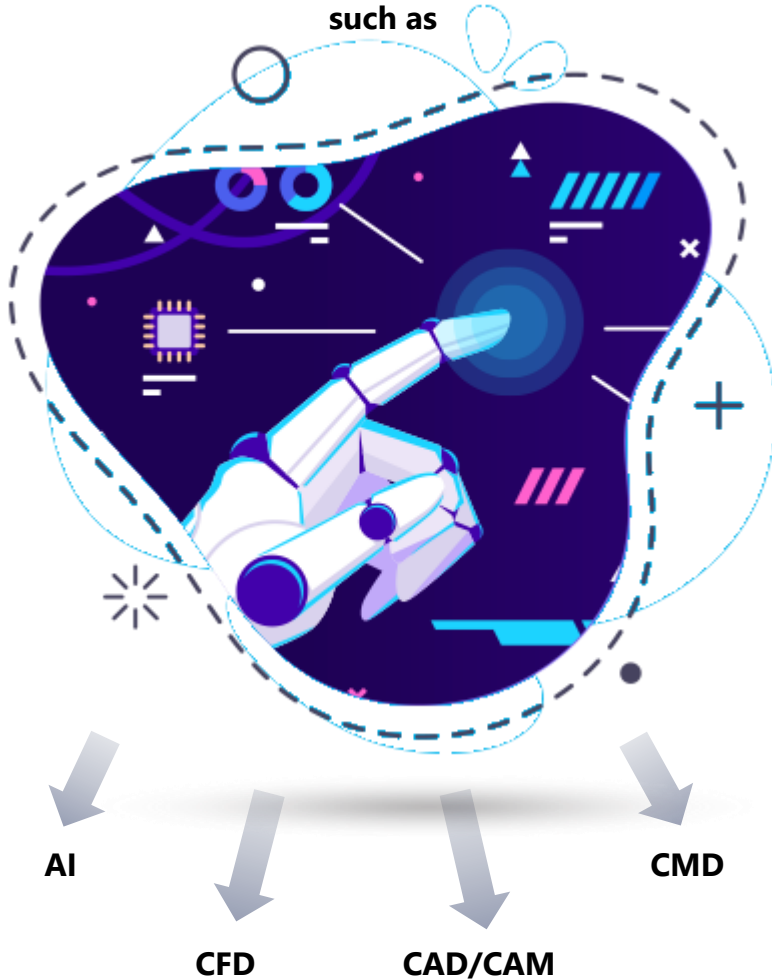
AI Systems & Enterprise Workstations Overview

- Equipped with **proprietary containerised 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)

Revenue Share^

10%	10%	7%	10%

CAGR 45.6%

146	243	309	457
FY21[1]	FY22	FY23	9M'FY24

Marquee Customers

AIRA MATRIX   HL Mando

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

CAGR : 27.8%

CAGR : 17.7%

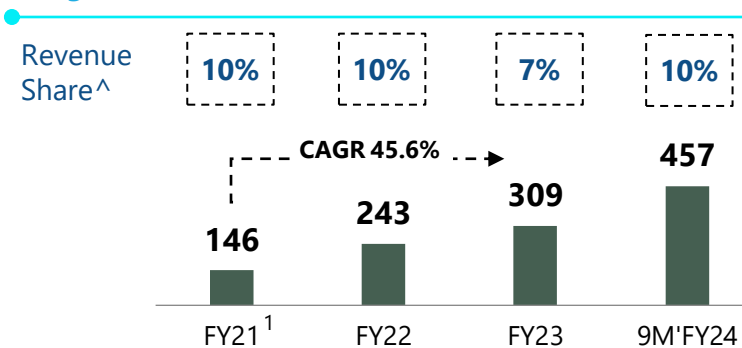| 161	262	334	1,456
2019	2022	2023E	2029F

*Source: F&S Report; Note: 1: FY21 was impacted due to COVID related disruptions; ^% share of revenue from operation excludes other operating revenue

High Performance Storage (HPS/Enterprise Storage) Solutions
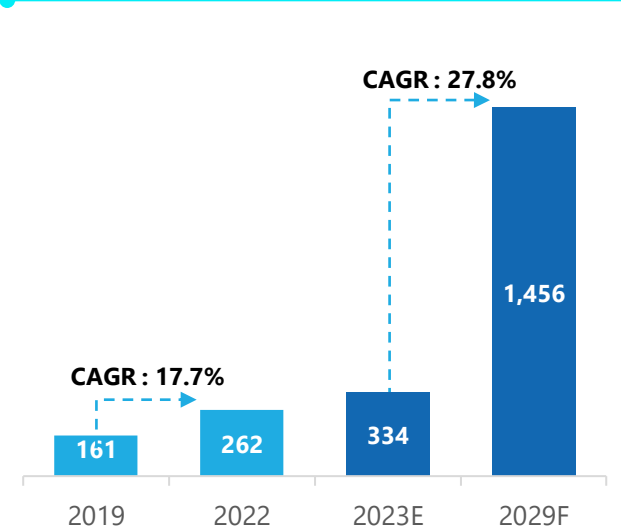
Netweb®
TECHNOLOGIES

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)
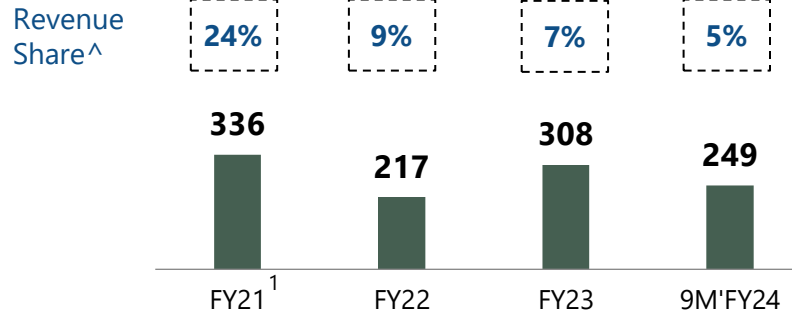
Cloud native storage
(Tyrone Collectivo)

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.

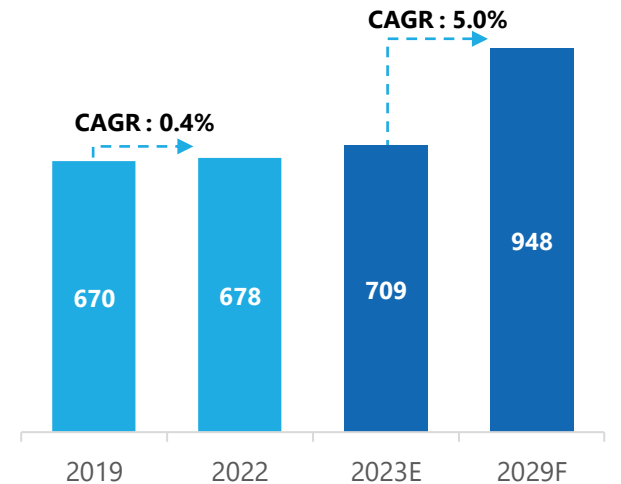### Segmental Revenue Trend (INR Mn)

Revenue Share^

24%	9%	7%	5%
336	217	308	249
FY21[1]	FY22	FY23	9M'FY24

Indian Enterprise Storage Market ($Mn)*

CAGR : 5.0%

CAGR : 0.4%

2019	2022	2023E	2029F
670	678	709	948

Marquee Customers

INST
Institute of Nano Science and Technology

A.P.T. Portfolio

*Source: F&S Report; Note: 1:FY21 was impacted due to COVID related disruptions; #Input/output operations per second; ^% share of 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

Netweb ®
TECHNOLOGIES

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.
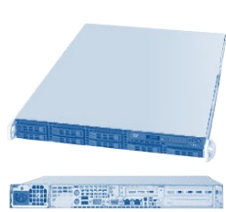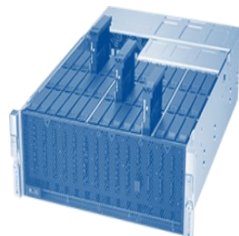
1U Server

2U Server

All-Flash NVME

4U 8 Node Server

GPU Server

Storage Server

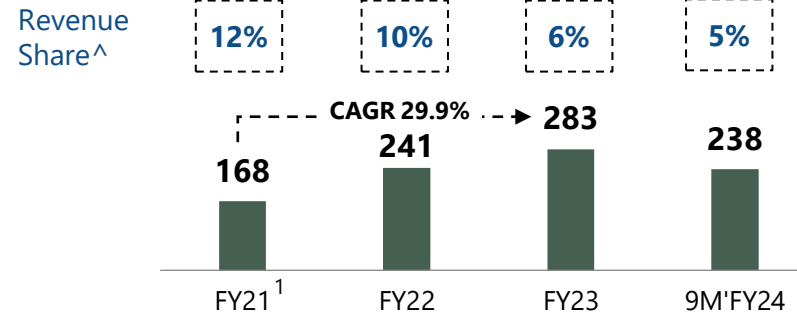## Data Centre Server Overview

- 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 (10^{15})), 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)

Revenue Share^

| 12% | 10% | 6% | 5% |

CAGR 29.9%

| 168 | 241 | 283 | 238 |
| FY21 [1] | FY22 | FY23 | 9M'FY24 |

Marquee Customers

IIIT NAYA RAIPUR   JNU   **HL Mando**

Indian Data Centre Server Market ($Mn)*
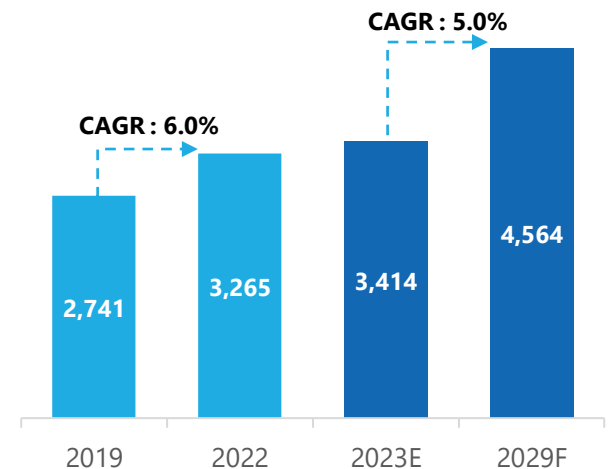
CAGR : 5.0%

CAGR : 6.0%

| 2,741 | 3,265 | 3,414 | 4,564 |
| 2019 | 2022 | 2023E | 2029F |

Software & Service for HCS

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

Netweb TECHNOLOGIES

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)

Revenue Share^

| 2% | 3% | 2% | 3% |

CAGR 94.9%

	25	69	95	115
	FY21[1]	FY22	FY23	9M'FY24

Marquee Customers

GRAVITON RESEARCH CAPITAL LLP
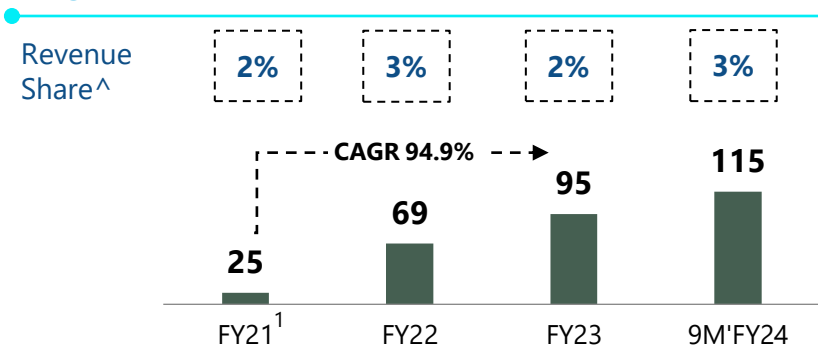
NMDC Data Centre

Indian Cloud Managed Services Market ($Mn)*
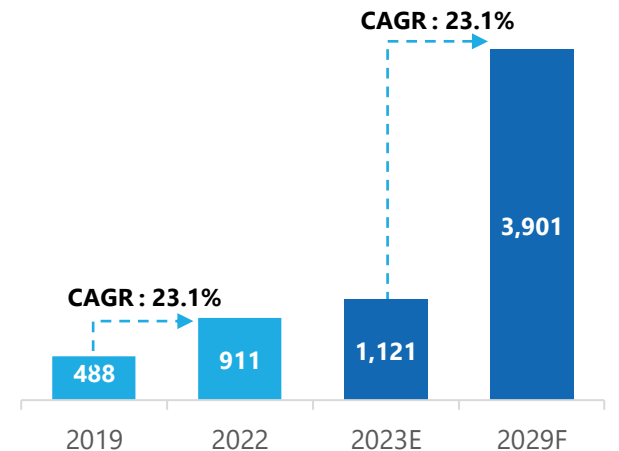
CAGR : 23.1%

488	911	1,121	3,901
2019	2022	2023E	2029F

CAGR : 23.1%

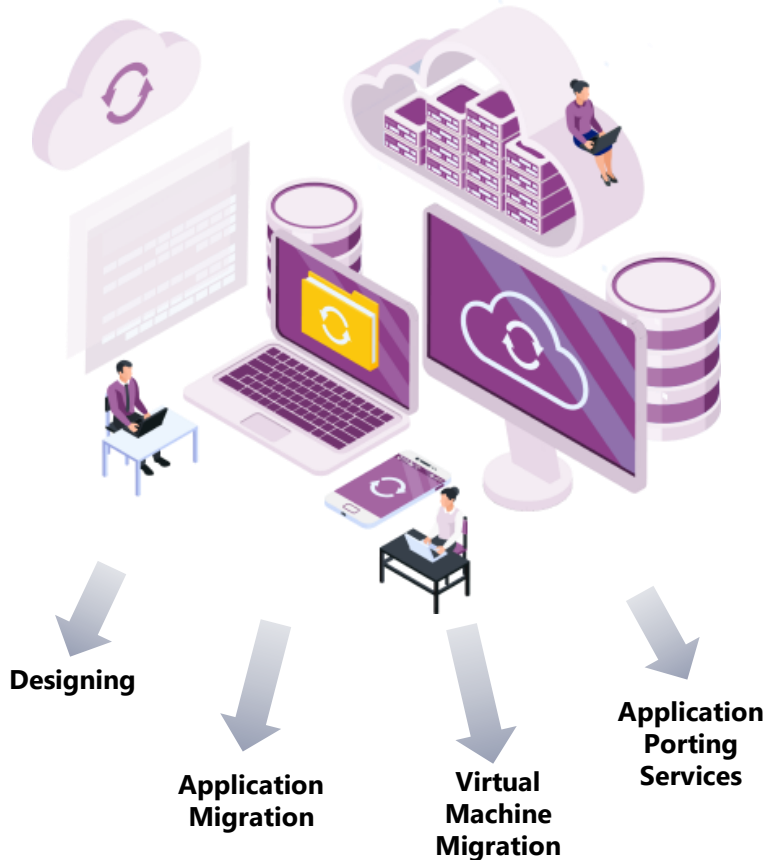*Source: F&S Report; Note: 1:FY21 was impacted due to COVID related disruptions; ^% share of revenue from operation excludes other operating revenue

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

Netweb TECHNOLOGIES

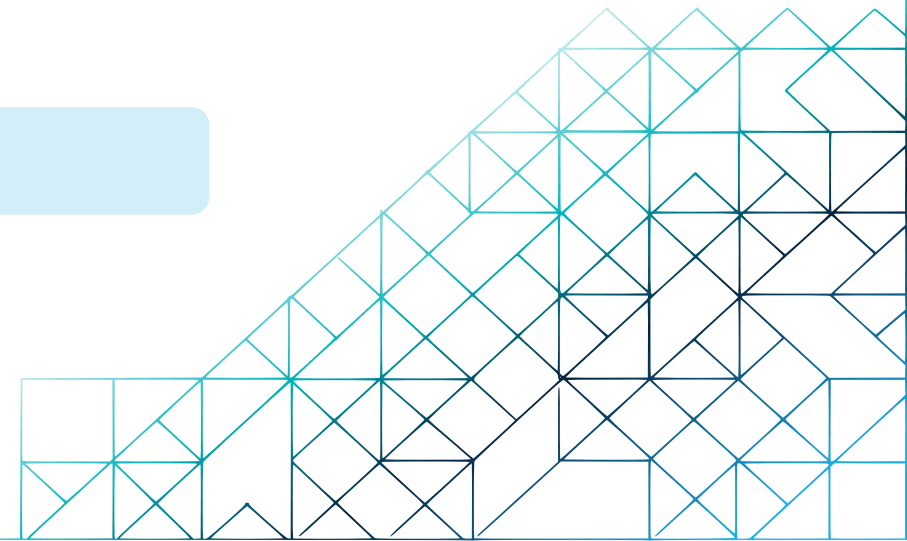| Products and Solutions	Netweb Technologies	IBM / Lenovo	DELL	Hewlett Packard Enterprise	ATOS	NVIDIA	NetApp / Hitachi Data Systems	Red Hat / Nutanix	Vmware / Suse	HCL / Cognizant	Accenture / Tech Mahindra
HPC	✓	✓	○	✓	✓	○	○	○	○	○	○
Data Centre Server	✓	✓	✓	✓	○	○	○	○	○	○	○
Enterprise Storage Systems	✓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

Source: F&S Report

Agenda

Netweb
TECHNOLOGIES

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 (1/2)

Netweb
TECHNOLOGIES

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
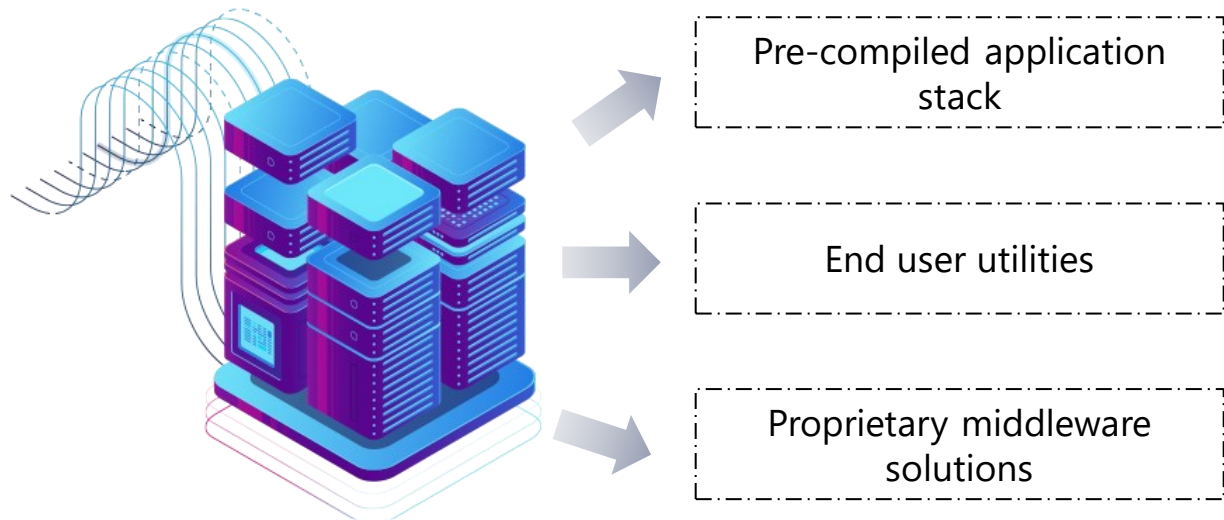
Proprietary designs are cloud native

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

Netweb TECHNOLOGIES

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
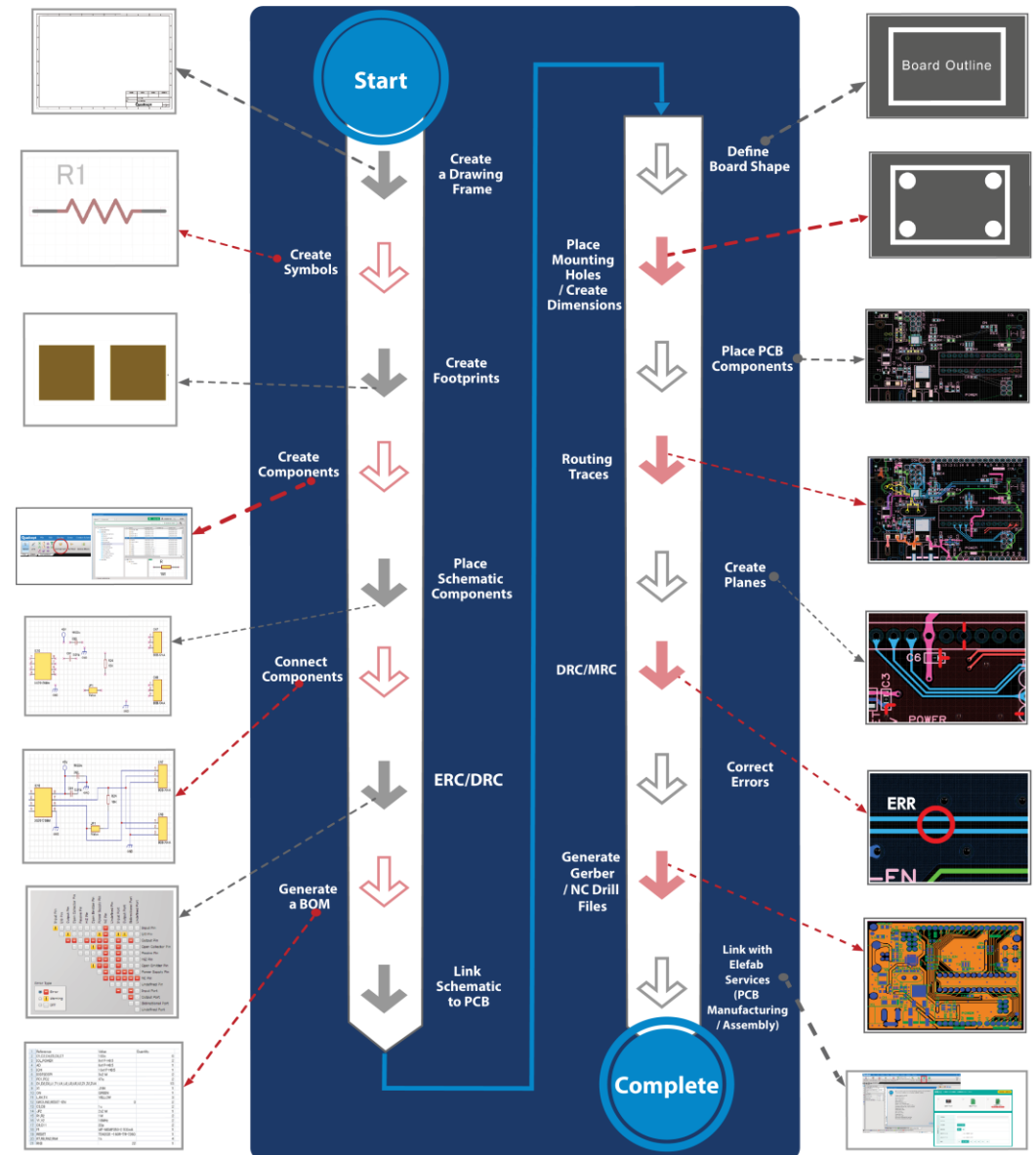
Start

Create a Drawing Frame
Create Symbols
Create Footprints
Create Components
Place Schematic Components
Connect Components
ERC/DRC
Generate a BOM
Link Schematic to PCB

Define Board Shape
Place Mounting Holes / Create Dimensions
Place PCB Components
Routing Traces
Create Planes
DRC/MRC
Correct Errors
Generate Gerber / NC Drill Files
Link with Elefab Services (PCB Manufacturing / Assembly)

Complete

Board Outline

R1

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

Netweb TECHNOLOGIES

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
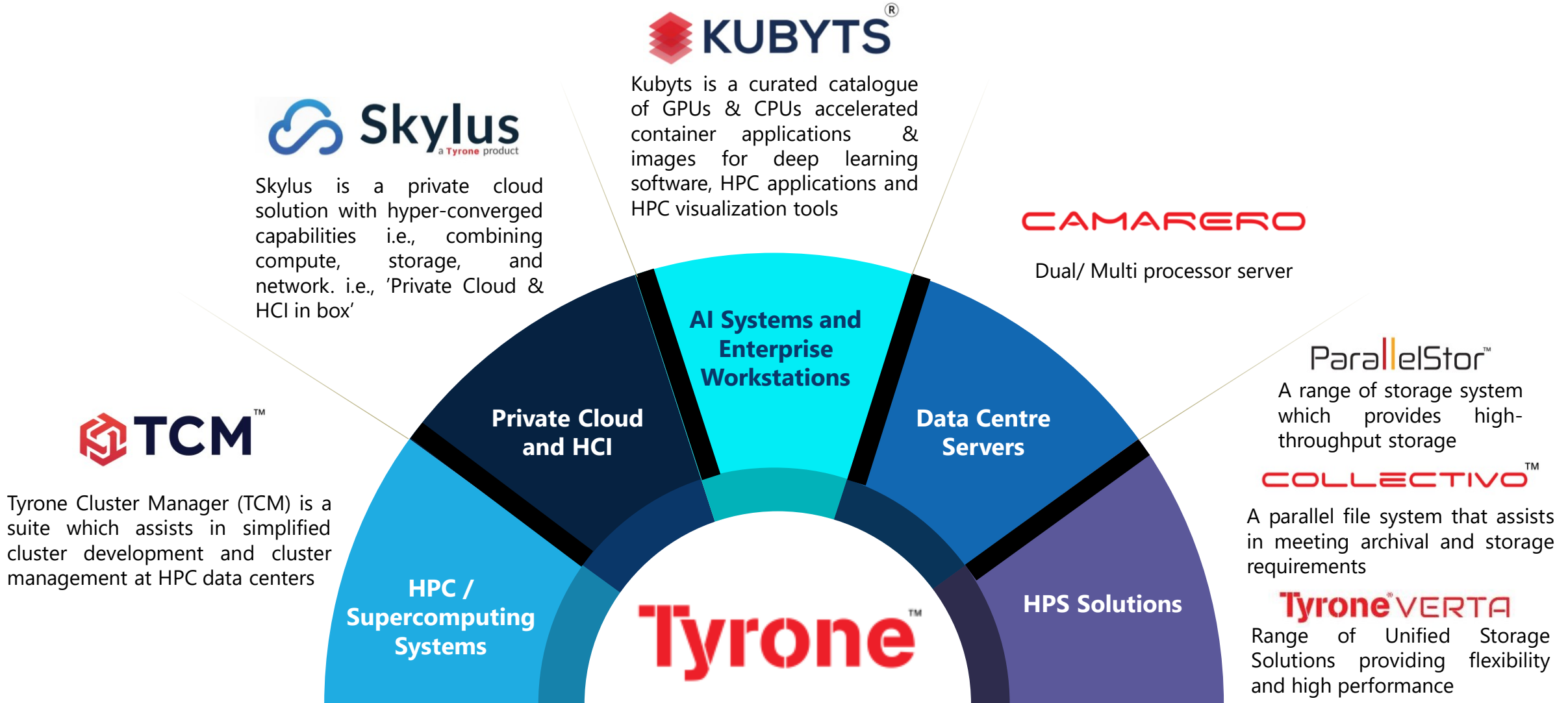- Fine tuning of Architectures

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

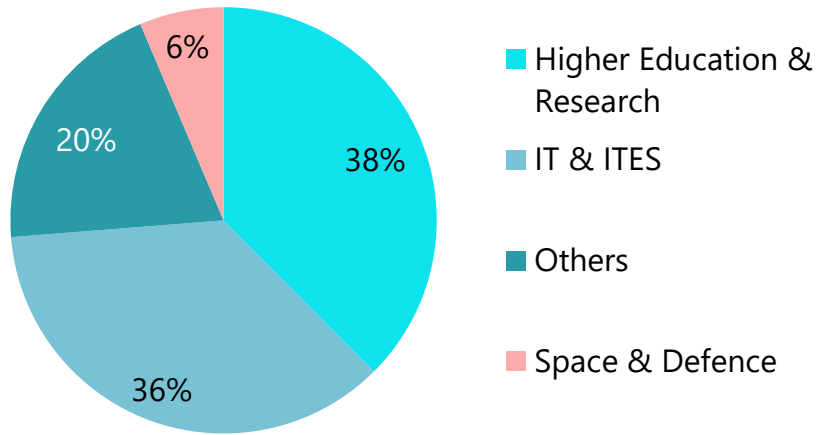# 3. Significant product development and innovation through R&D

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
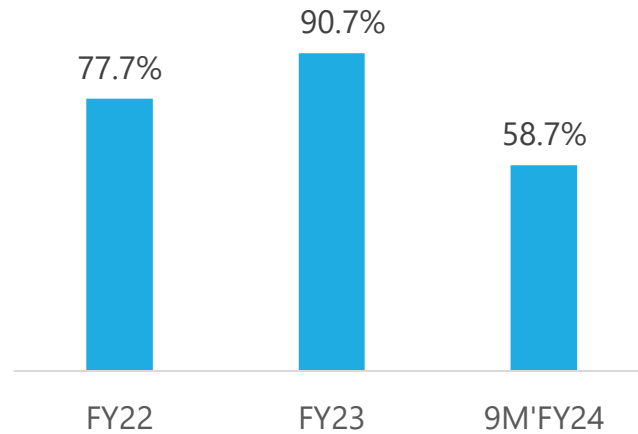

KUBYTS®

Kubyts is a curated catalogue of GPUs & CPUs accelerated container applications & images for deep learning software, HPC applications and HPC visualization tools

Skylus a Tyrone product

Skylus is a private cloud solution with hyper-converged capabilities i.e., combining compute, storage, and network. i.e., 'Private Cloud & HCI in box'

CAMARERO

Dual/ Multi processor server

TCM™

Tyrone Cluster Manager (TCM) is a suite which assists in simplified cluster development and cluster management at HPC data centers

ParallelStor™

A range of storage system which provides high-throughput storage

COLLECTIVO™

A parallel file system that assists in meeting archival and storage requirements

Tyrone® VERTA

Range of Unified Storage Solutions providing flexibility and high performance

Wheel diagram segments:
- AI Systems and Enterprise Workstations
- Private Cloud and HCI
- Data Centre Servers
- HPC / Supercomputing Systems
- HPS Solutions

Tyrone™

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

Netweb TECHNOLOGIES

Revenue Breakdown by Industry^, 9M'FY24

- 38% — Higher Education & Research
- 36%
- 20%
- 6%

Legend:
- Higher Education & Research
- IT & ITES
- Others
- Space & Defence

Higher Education and Research
IIT JAMMU, IISER PUNE

IT & ITES
AIRA MATRIX, Akamai, HL Mando, ZOHO, C-DOT

Space & Defence
ISRO, NARL, HAL

Others
GRAVITON RESEARCH CAPITAL LLP, NK Securities Research

Revenue^ from Repeat Customers

- FY22: 77.7%
- FY23: 90.7%
- 9M'FY24: 58.7%

256
Repeat Customers (9M'FY24) associated for over 5.07 years using Fiscal 2016 as the base

3.36 years
Average top 10 customer age (9M'FY24) using Fiscal 2016 as base

Customer Concentration^

Legend: Top10, Top 5

- FY22: 49.5% / 38.4%
- FY23: 57.8% / 47.1%
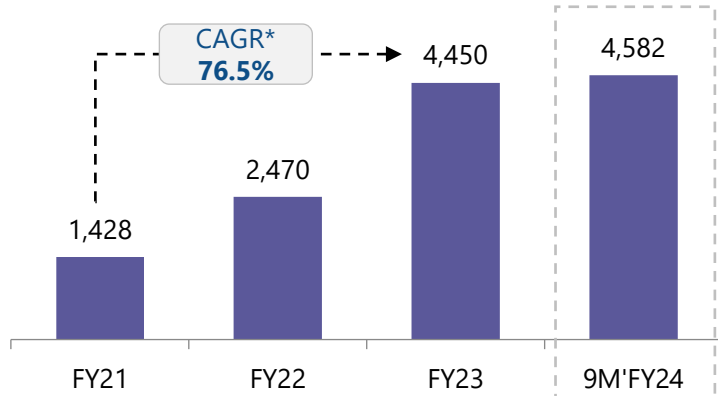- 9M'FY24: 65.1% / 48.7%

10.67%
Customer Accretion CAGR*

124
New clients onboarded across diverse industries in the 9M'FY24
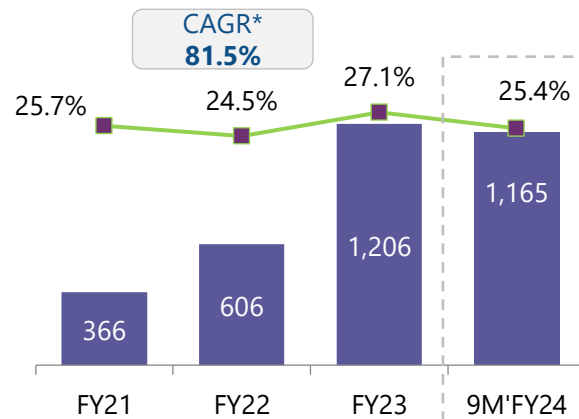
*Note: *CAGR FY20 − 9M.FY24, period 3.75 years ; **9M'FY24 ^As a % of revenue from operations excludes other operating revenue*

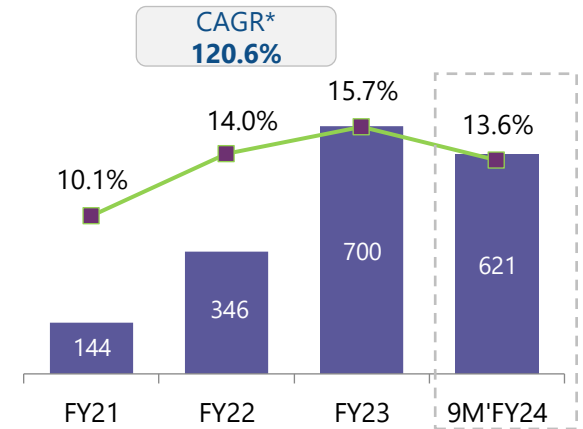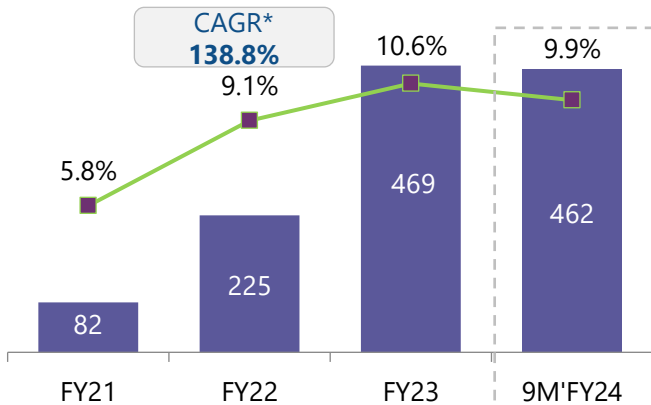# 5. Track record of financial performance and consistent growth

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Operating Income (INR Mns)

CAGR* **76.5%**

- FY21: 1,428
- FY22: 2,470
- FY23: 4,450
- 9M'FY24: 4,582

Gross Margin (INR Mns & % Margin)

CAGR* **81.5%**

	FY21	FY22	FY23	9M'FY24
% Margin	25.7%	24.5%	27.1%	25.4%
INR Mns	366	606	1,206	1,165

Op EBITDA (INR Mns & % Margin)

CAGR* **120.6%**

	FY21	FY22	FY23	9M'FY24
% Margin	10.1%	14.0%	15.7%	13.6%
INR Mns	144	346	700	621

PAT (INR Mns & % Margin)

CAGR* **138.8%**

	FY21	FY22	FY23	9M'FY24
% Margin	5.8%	9.1%	10.6%	9.9%
INR Mns	82	225	469	462

Net Debt – Equity Ratio[1] (in times)

- FY21: 1.31
- FY22: 0.73
- FY23: 0.30
- 9M'FY24: -0.05

ROCE[2] & ROE[3]

■ ROCE ■ ROE
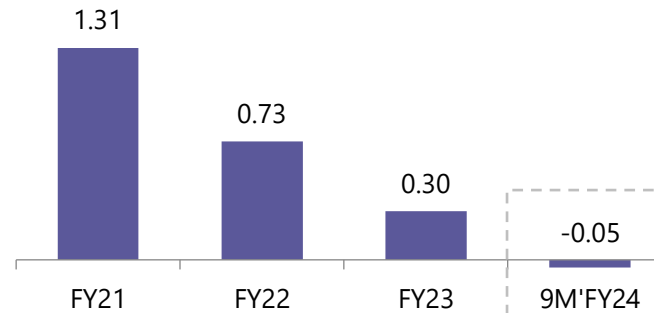
	FY21	FY22	FY23	9M'FY24#
ROCE	35.5%	51.6%	64.4%	32.1%
ROE	46.4%	67.9%	68.0%	25.3%
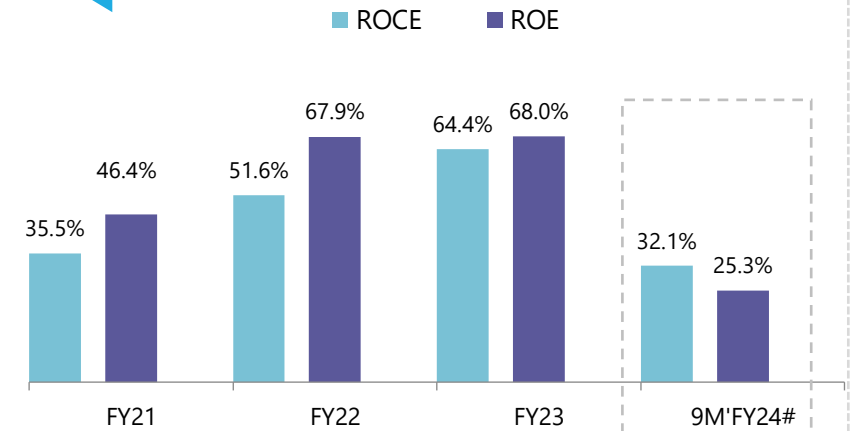
Note: [1]Net Debt divided by equity; [2]Earnings before interest and taxes expenses (EBIT) for the period/year divided by average capital employed
[3]Profit for the period/year divided by average Equity; * : CAGR for 2 year period FY21-Fy23 ; # Annualized

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

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

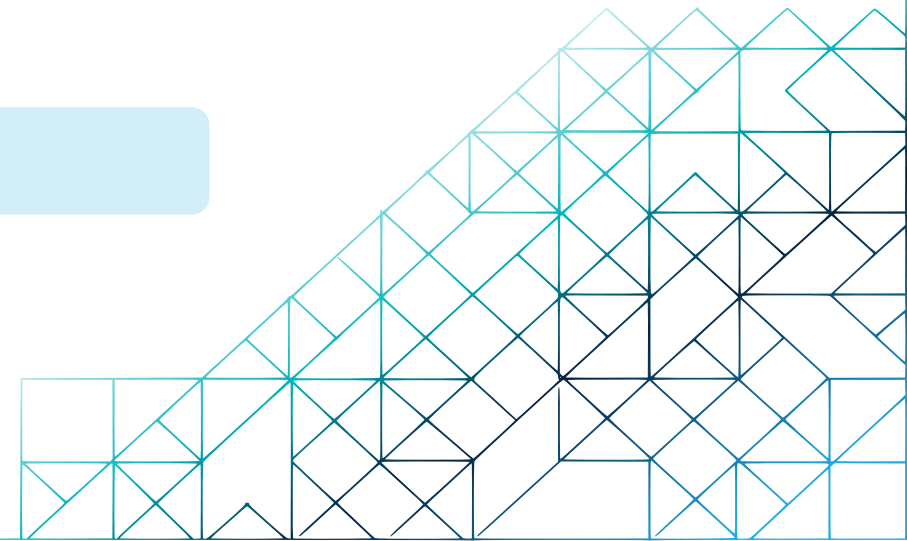### Lohit Chhabra
Company Secretary and Compliance Officer
- 8+ years of experience in secretarial compliance
- Holds a Bachelors degree in commerce and also holds a certificate of membership from the Institute of Company Secretaries of India

Agenda

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1 About Netweb Technologies

2 Key Investment Highlights

3 Growth Strategies

4 Annexures

Growth Drivers

Opportunities to realize sustainable growth of the business

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Strong Topline Visibility

Pipeline#
₹ **32,322** Mn

L1#
₹ **3,024** Mn

Order Book
₹ **3,391** Mn
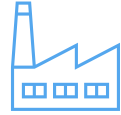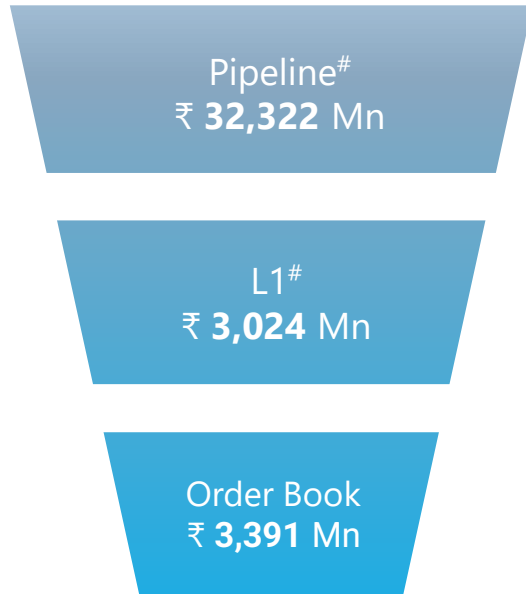
Enhanced Capabilties

To capitalize on emerging opportunities, will establish **SMT line within 3-6 months**

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

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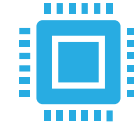
Expansion of Operations

Increasing investments in **Generative AI** infra by Govt & Large enterprises to cater to demand for **LLM related solutions**

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

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

Pipeline excludes L1, L1 excludes Order Book, all figures are as on 31.12.23
ARM – Advanced RISC Machines; RISC – Reduced Instruction Set Computer

Thank You

Netweb TECHNOLOGIES

Chief Financial Officer
Prawal Jain
Email: prawal.jain@netwebindia.com

Uirtus Advisors LLP

Investor Relations Advisor
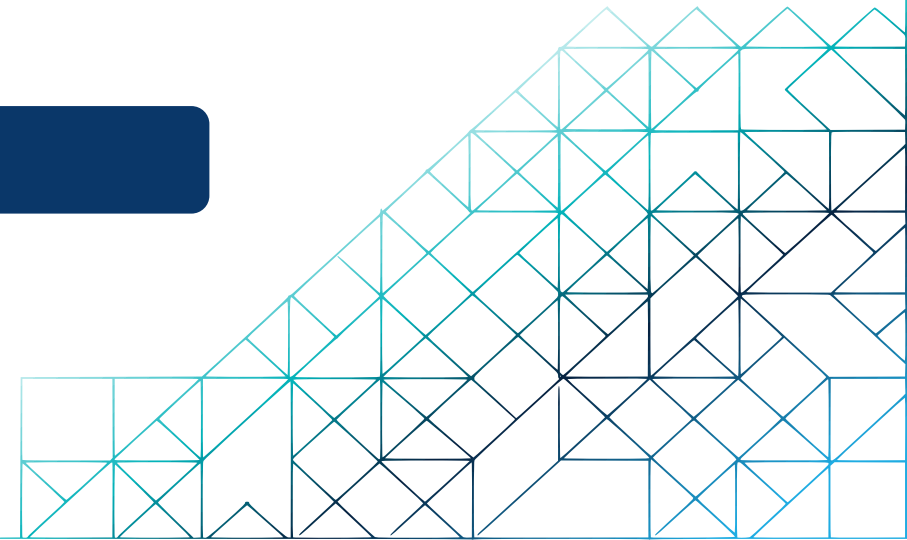Sanjeev Sancheti
Email: ir@uirtus.in
Website: www.uirtus.in

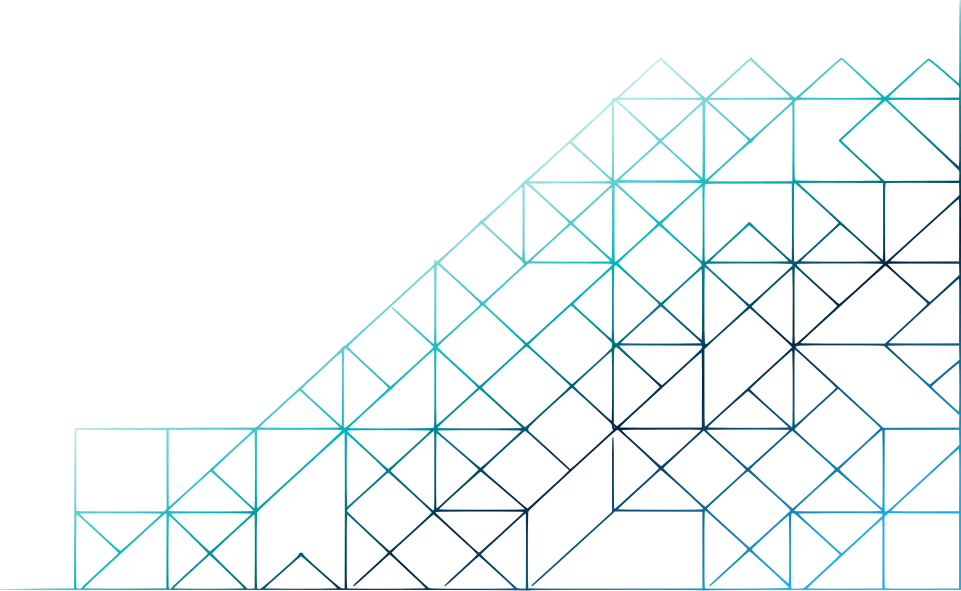netwebindia.com/   company/netweb-technologies/   twitter.com/netwebtech

Agenda

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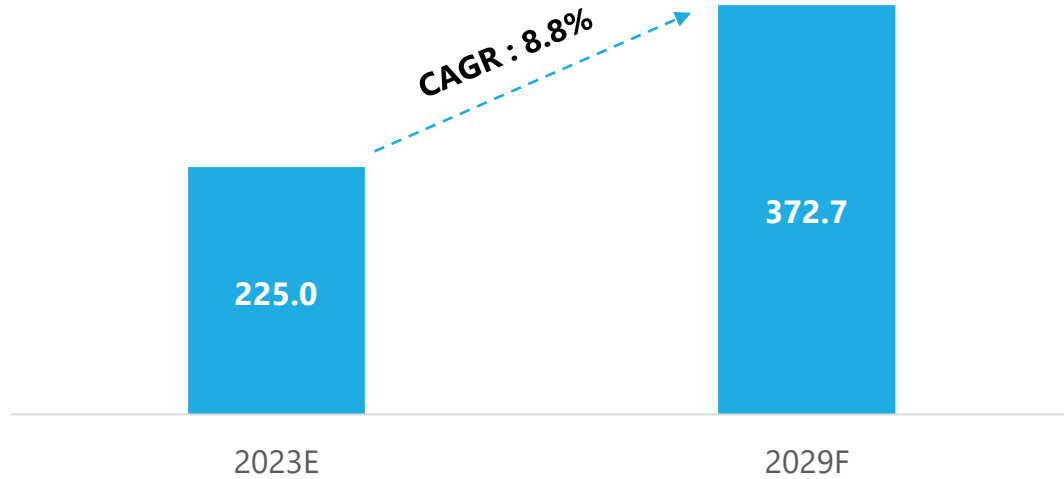
Annexure - Key Industry Drivers

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

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Indian IT Market

Market Size in $ Bn

CAGR : 8.8%

225.0 (2023E)

372.7 (2029F)

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

Oil & Gas 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

Automobile Industry

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

BFSI Industry

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 years[1] – Incentivise companies who will **manufacture specified telecom and networking products** – Enterprise Equipment such as Switch & Router

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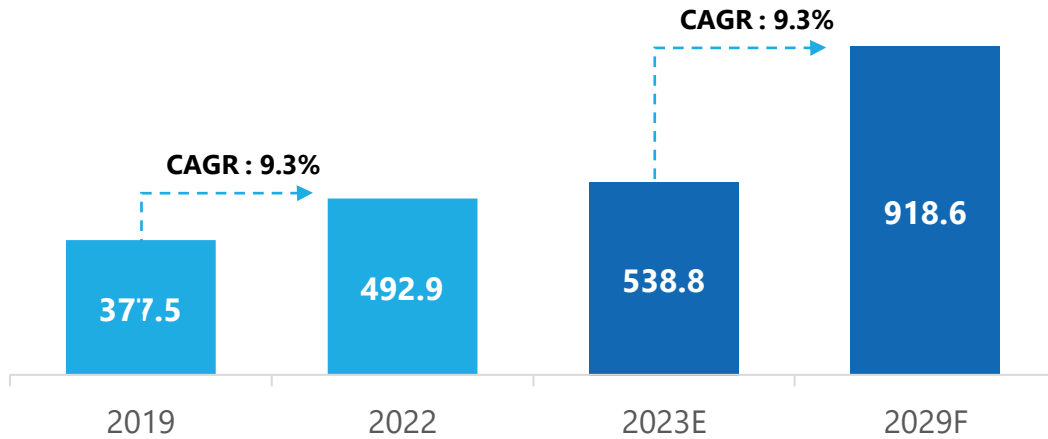
Increasing adoption of AI
Increasing usage of AI in various industries like telecommunication, BFSI, automobile, oil & gas result in the expansion of Indian IT industry

HPC and Private Cloud & HCI Market

High-Performance Computing Market (HPC)

Indian HPC Market ($ Mn)

CAGR : 9.3%

CAGR : 9.3%

| 2019	2022	2023E	2029F
377.5	492.9	538.8	918.6

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)

CAGR : 19.2%

CAGR : 17.7%

| 2019	2022	2023E	2029F
1,454.2	2,369.2	2,796.8	8,007.4
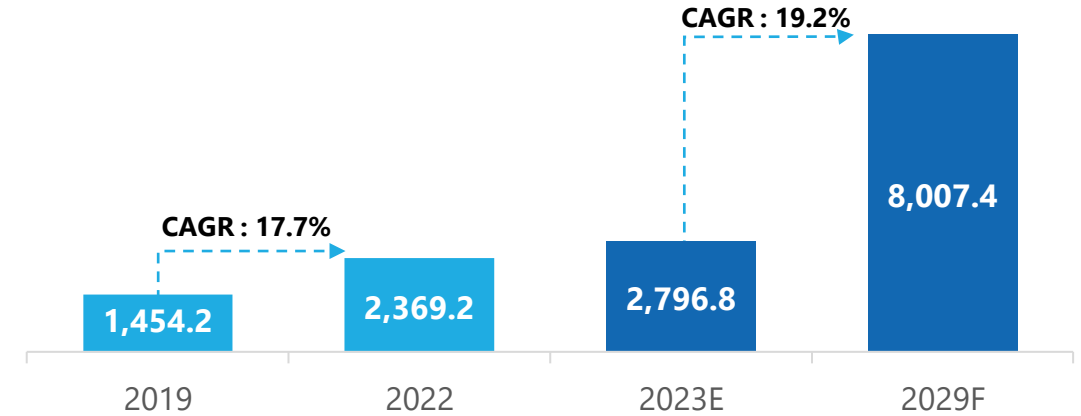
Key Growth Drivers of Private Cloud & HCI Market

- **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**

Source: F&S Report

AI Systems & Enterprise Workstations and Data Centre Server Market

AI systems and Enterprise Workstations (AI & EW)

Indian AI & EW Market ($ Mn)

CAGR : 27.8%

CAGR : 17.7%

| 2019	2022	2023E	2029F
160.6	261.6	333.6	1,456.4
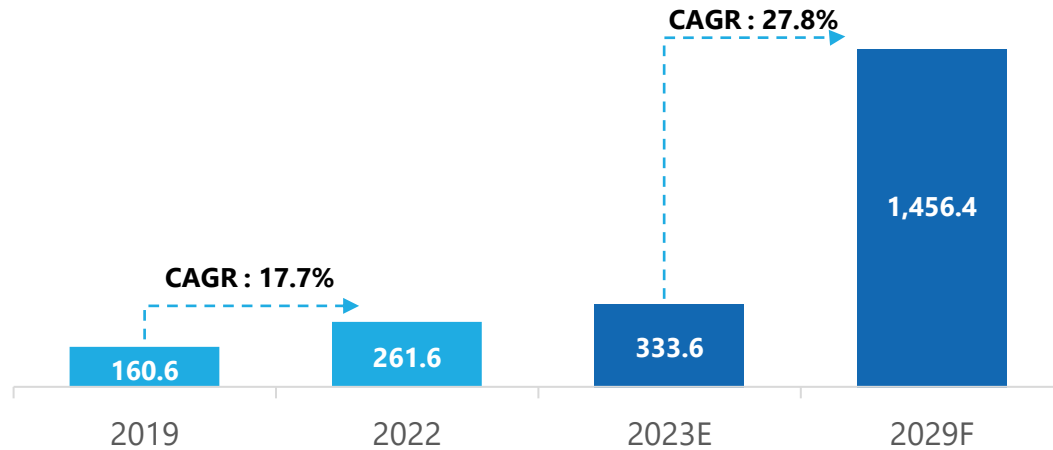
📊 Key Growth Drivers of AI & EW Market

- 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)

CAGR : 5.0%

CAGR : 6.0%

| 2019	2022	2023E	2029F
2,741.2	3,264.8	3,414.0	4,563.5
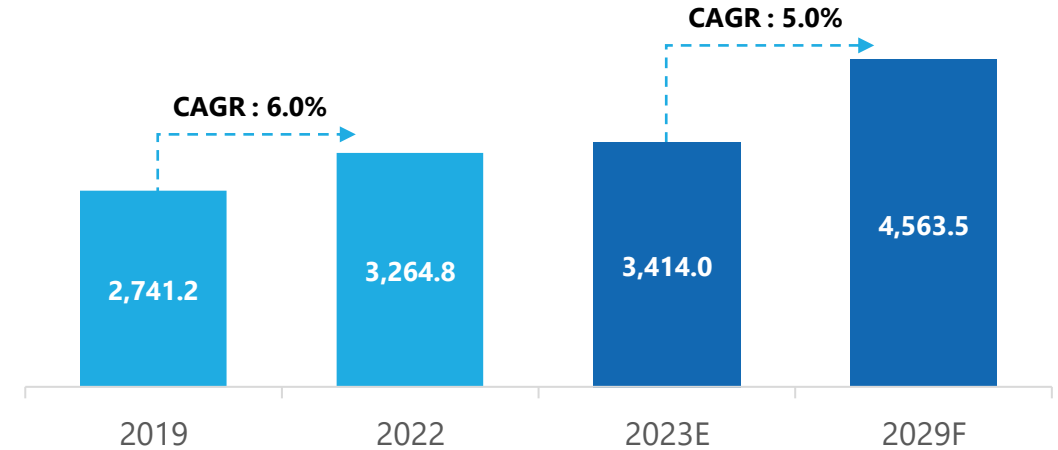
📊 Key Growth Drivers of Data Center Server

- 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)

CAGR : 5.0%

CAGR : 0.4%

|			
670.2	677.8	708.8	947.5
2019	2022	2023E	2029F
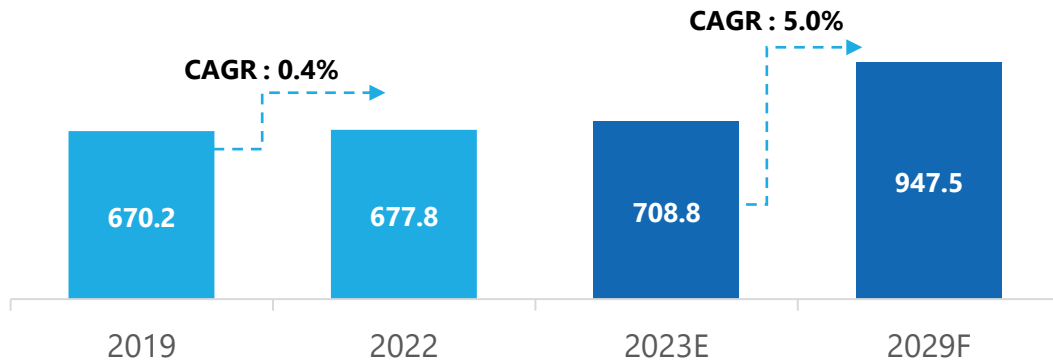
📈 Key Growth Drivers of Enterprise Storage Systems Market

- **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)

CAGR : 23.1%

CAGR : 23.1%

488.2	910.6	1,121.0	3,900.7
2019	2022	2023E	2029F
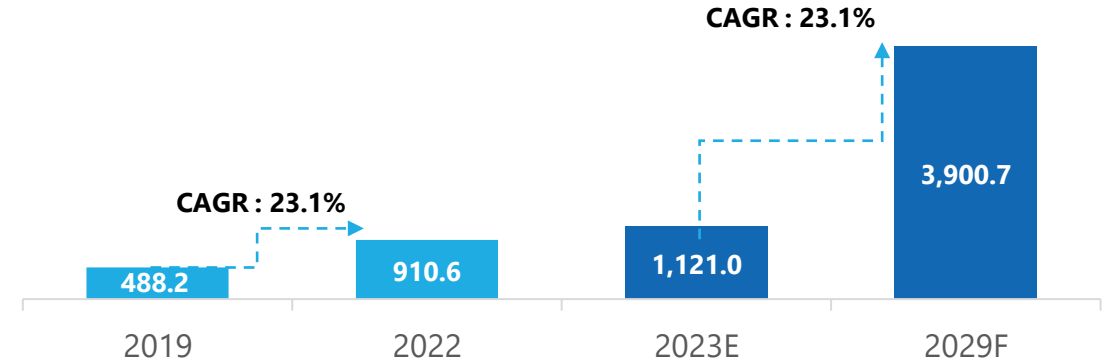
📈 Key Growth Drivers of Cloud Managed Services Market

- **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