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PAN NO : AABCN4805A
GST NO : 06AABCN4805A1Z3

Date: 06.05.2024

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001. BSE Scrip Code: 543945	To, The National Stock Exchange of India Limited "Exchange Plaza", Bandra - Kurla Complex, Bandra (EAST), Mumbai - 400 051 NSE SYMBOL: NETWEB
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SUBJECT: SUMMMARY OF THE EARNING PRESENTATION ON THE FINANCIAL STATEMENT FOR THE QUARTER AND YEAR ENDED ON MARCH 31, 2024

Dear Sir/ Madam,

Please find enclosed herewith the summary of the earning presentation on the financial statement for the quarter and year ended on March 31, 2024, presented in the earning call held on 02nd May, 2024 .

Kindly take the same on record.

Thanking you,

For Netweb Technologies India Limited

Lohit
Chhabra

Digitally signed by
Lohit Chhabra
Date: 2024.05.06
22:04:19 +05'30'

Lohit Chhabra

Company Secretary & Compliance Officer

Netweb Technologies India Limited

[Formerly Known as Netweb Technologies India Private Limited]

Plot No. H-1, Block-H, Pocket No. 9, Faridabad Industrial Town, Sector-57, Faridabad, Haryana 121004

Tel. No. : +91-129-2310400

Website : www.netwebindia.com E-mail : complianceofficer@netwebindia.com

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

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

Netweb at a Glance

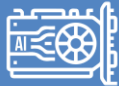
50+



Private cloud & HCI installations

5,000+

Accelerator / GPU based AI systems & enterprise workstations



Make in India Compliant



Experienced Board & Senior Management Team



500+



Supercomputing Systems Installed

Track record of financial performance and consistent growth



Long Standing relationship with a marquee and diverse customer base



17



Offices located across India

MANUFACTURING PARTNERSHIP WITH NVIDIA:

For NVIDIA Grace CPU Superchip & GH200 Grace Hopper Superchip MGX server designs



3 SUPERCOMPUTERS

listed 11 times in the **World's Top 500** supercomputers

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



Significant **PRODUCT DEVELOPMENT** and **INNOVATION** through **R&D**

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

AIRAWAT

About Netweb Technologies

- India's leading Indian origin owned and controlled OEM for HCS with **integrated design and manufacturing capabilities**
- 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
- Benefiting from GOI Initiatives:** Compliant with **"Make in India"** and eligible for **PLI** schemes (both IT Hardware PLI 2.0 & Telecom and Networking PLI)

Our Technology Partners



intel

AMD

SAMSUNG



Product Segments

High Performance Computing Systems (Supercomputing / HPC)

Private Cloud and HCI

AI Systems & Enterprise Workstations

High Performance Storage Solutions (HPS)

Data Center Servers

Network Switches

Software & Services for HCS Offerings

Business Tailwinds

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

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

GOI's approval of over ₹1,03,000 Mn for the IndiaAI Mission to catalyse India's AI ecosystem

Growing demand for cloud-based services and network switches

Our Brands

Higher education and Research

IT & ITES



Space & Defence

Others



Expanding Product Portfolio

- Forayed into developing new product lines, viz., **Network Switches** and **5G ORAN** Appliances
- On-prem **AI Sovereign cloud** for demand of contemporary data & AI workloads

Strong Topline Visibility

Pipeline#
₹ 34,466 Mn

L1#
₹ 3,142 Mn

Order Book*
₹ 4,112 Mn

* Order Book as on 31.03.24

Enhanced Capabilities

State-of-the-art new manufacturing facility with latest **Surface Mount Technology (SMT)** to be commissioned soon

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

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

Enhanced Opportunities

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

Heavy adoption of **Private Cloud** across sectors

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

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

Financials Summary

FY24 Financial Metrics



Revenue from Operation:
₹7,241 Mn
Customers:
Govt. (47.3%) vs Non-Govt. (52.7%)



Op EBITDA Margin: 14.2%



ROCE: 38.5%

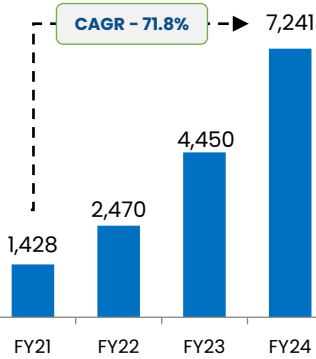


PAT Margin: 10.3%

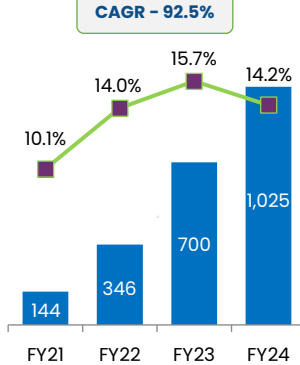


ROE: 29.4%

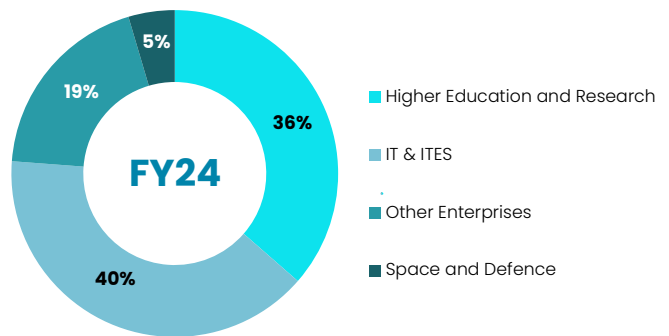
Operating Income (Rs. Mn)



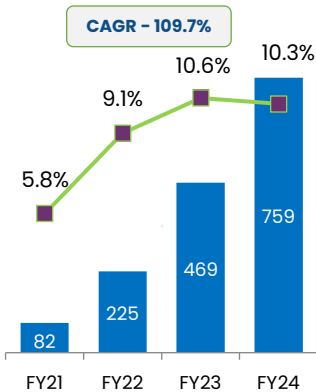
Op EBITDA & Margin (Rs. Mn)



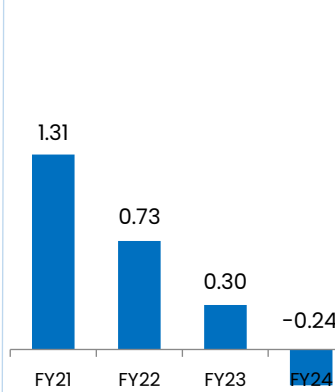
Revenue Breakdown by Application



PAT & Margin (Rs. Mn)



Net Debt/Equity



Revenue Breakdown by Offerings

