Date: 13.08.2023

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

SUBJECT: REVISED EARNING PRESENTATION ON THE QUARTERLY FINANCIAL RESULTS

Dear Sir/ Madam,

Please find enclosed herewith the Revised Earning Presentation on the unaudited standalone financial results for the quarter ended June 30, 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
Tel. No.: +91-129-2310400
Website: www.netwebindia.com E-mail: complianceofficer@netwebindia.com
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

1. About Netweb Technologies
2. Quarterly Key Highlights
3. Key Investment Highlights
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

Q1 FY24 Financial Metrics

- Revenue from Operation: ₹598.04Mn
- Customers: Govt. (45.5%) vs Non-Govt. (55.5%)
- Gross Margin: 37.1%
- Operating EBITDA Margin: 14.4%
- ROCE1: 19.0%
- ROE2: 16.7%

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

*Notification No. 26/2023 dated 03.08.2023 – GOI, Ministry of Commerce & Industry  
Note: 1Return on Capital Employed annualized; 2Return on Equity annualized;
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

2019
Deployed PARAM Ambar at ISRO - India’s 4th Fastest Supercomputer at the time of commissioning

2020

2021
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

2022

2023
Foraying into Network Switches & 5G ORAN

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

*Source: F&S Report*
Snapshot of Our HCS Offerings

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

(B) Private cloud and hyperconverged infrastructure (HCI)
- Private cloud and HCI offers hyper-converged capabilities i.e., combining compute, storage, and network to build:

(C) AI systems and enterprise workstations
- Address standalone parallel compute-intensive applications, machine learning, deep learning, and support CF-CAD-CMD Applications.

(D) High performance storage (HPS/Enterprise Storage) solutions
- Centralized repository for business-critical information that provides data sharing, data protection across multiple computer systems

(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

(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

Machine Learning
Deep Learning

Cluster Deployment
Cluster Management

Private & Hybrid Cloud
HCI
Cloud Tools
Cloud Native Storage

Simplified Cluster Deployment

Low rack space consumption
High energy efficiency
High in-built Storage
Wide accelerator/GPU support

Unified Storage
Parallel File System Storage
High IOPs Storage
Scalable to Exabytes

5G related services
AI, ML & deep learning as a service
Management Commentary

"Operating Income in Q1 FY24 stood at ₹598 mn, a decline of 13.7% against the corresponding quarter previous year.

Despite the decline observed in the current quarter, we maintain our confidence in achieving robust growth in the current financial year. It's important to recognize that gauging our business solely on a quarter-to-quarter basis may not offer a holistic perspective. An assessment based on the overall annual performance would offer a more accurate reflection of our progress. The combination of our robust pipeline, ongoing capability enhancements, new strategic partnerships, and expansion of our operations and product portfolio, positions us well for sustainable growth while upholding our technological leadership.

Coming to policies, there's a notable opportunity arising out of the import restriction on Servers, notified by DGFT, as it aligns with our “Make in India” driven growth potential. Growth of LLM models and massive adoption of AI across businesses augers well for our growth.

I deeply thank all the shareholders for the incredible response to our IPO. Your support and trust in us impose upon us a greater responsibility to deliver and meet your expectations. I want to assure you that our entire team is committed to taking Netweb to new heights."

Sanjay Lodha, CMD
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.

# Pipeline excludes L1, L1 excludes Order Book, all figures are as on 30.06.23

ARM – Advanced RISC Machines; RISC – Reduced Instruction Set Computer
Agenda

1. About Netweb Technologies
2. Quarterly Key Highlights
3. Key Investment Highlights
<table>
<thead>
<tr>
<th></th>
<th>Operating Income</th>
<th>Gross Profit</th>
<th>Operating EBITDA</th>
<th>PBT</th>
<th>PAT</th>
<th>Cash Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>598.04</td>
<td>221.72</td>
<td>86.29</td>
<td>67.99</td>
<td>50.91</td>
<td>63.80</td>
</tr>
<tr>
<td>Growth (Y.O.Y)</td>
<td>(13.7%)</td>
<td>14.8%</td>
<td>(8.1%)</td>
<td>(10.3%)</td>
<td>(9.2%)</td>
<td>1.6%</td>
</tr>
<tr>
<td>Growth (Q.O.Q)</td>
<td>(51.5%)</td>
<td>(31.9%)</td>
<td>(43.1%)</td>
<td>(52.0%)</td>
<td>(51.6%)</td>
<td>(45.7%)</td>
</tr>
<tr>
<td>Margin</td>
<td>37.1%</td>
<td>14.4%</td>
<td>11.3%</td>
<td>8.5%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Margin Expansion/ (contraction) Y.O.Y</td>
<td>920 bps</td>
<td>88 bps</td>
<td>37 bps</td>
<td>38 bps</td>
<td></td>
<td></td>
</tr>
<tr>
<td>EPS/CEPS*</td>
<td>0.99</td>
<td>1.24</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*EPS and CEPS are diluted
## Quarterly Key Highlights (Cont.)

### Balance Sheet Summary

<table>
<thead>
<tr>
<th>Particulars</th>
<th>June’22</th>
<th>March’23</th>
<th>June’23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity Share Capital</td>
<td>56.58</td>
<td>101.85</td>
<td>103.89</td>
</tr>
<tr>
<td>Other Equity</td>
<td>444.73</td>
<td>834.81</td>
<td>1403.48</td>
</tr>
<tr>
<td><strong>Net Worth</strong></td>
<td>501.31</td>
<td>936.66</td>
<td>1507.37</td>
</tr>
<tr>
<td>Total Borrowing</td>
<td>319.13</td>
<td>356.03</td>
<td>460.76</td>
</tr>
<tr>
<td>Cash and Cash Equivalent</td>
<td>124.70</td>
<td>70.92</td>
<td>570.22</td>
</tr>
<tr>
<td><strong>Net Debt</strong></td>
<td>194.43</td>
<td>285.11</td>
<td>(109.46)</td>
</tr>
<tr>
<td>Net Fixed Assets</td>
<td>133.00</td>
<td>251.48</td>
<td>261.78</td>
</tr>
<tr>
<td>Net Current Assets</td>
<td>509.91</td>
<td>929.74</td>
<td>1,115.35</td>
</tr>
<tr>
<td>Adjusted Net Current Assets*</td>
<td>509.91</td>
<td>497.64</td>
<td>683.25</td>
</tr>
</tbody>
</table>

### Ratios

<table>
<thead>
<tr>
<th>Ratios</th>
<th>June’22</th>
<th>March’23</th>
<th>June’23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed Asset Turnover Ratio*</td>
<td>20.84</td>
<td>17.69</td>
<td>9.14</td>
</tr>
<tr>
<td>Cash Conversion Cycle*</td>
<td>84</td>
<td>58</td>
<td>140</td>
</tr>
<tr>
<td>Adjusted Cash Conversion Cycle**#</td>
<td>84</td>
<td>40</td>
<td>74</td>
</tr>
</tbody>
</table>

### Financial Ratios

- **Net Debt/ Equity**
  - June’22: 0.39
  - March’23: 0.30
  - June’23: (0.1)

- **Net Debt/ Op. EBITDA**
  - June’22: 0.51
  - March’23: 0.41
  - June’23: (0.3)

- **ROE**
  - June’22: 47.4%
  - March’23: 68.0%
  - June’23: 16.7%

- **ROCE**
  - June’22: 43.8%
  - March’23: 64.4%
  - June’23: 19.0%

*June ’22 & June ’23 are Annualized.

Net Current Assets does not include Short-term Borrowing & Cash & Cash Equivalents as they are part of Net Debt.

Current Ratio is Total Current Assets divided by Total Current Liabilities.

#After adjusting subsequent realization of INR 432Mn for outstanding against a large order
Quarterly Key Highlights (Cont.)

Revenue breakup – HCS Offering

<table>
<thead>
<tr>
<th>Offering</th>
<th>Q1 FY23</th>
<th>Q4 FY23</th>
<th>Q1 FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>High performance computing (Supercomputing / HPC) systems</td>
<td>205</td>
<td>500</td>
<td>153</td>
</tr>
<tr>
<td>Private cloud and hyperconverged infrastructure (HCI)</td>
<td>209</td>
<td>320</td>
<td>171</td>
</tr>
<tr>
<td>AI systems and enterprise workstations</td>
<td>79</td>
<td>91</td>
<td>89</td>
</tr>
<tr>
<td>High performance storage (HPS/Enterprise Storage) solutions</td>
<td>89</td>
<td>72</td>
<td>57</td>
</tr>
<tr>
<td>Data Centre servers</td>
<td>54</td>
<td>132</td>
<td>58</td>
</tr>
<tr>
<td>Software and services for HCS offerings</td>
<td>16</td>
<td>47</td>
<td>42</td>
</tr>
</tbody>
</table>

Q1 FY24 – Revenue Breakdown by offerings

- Supercomputing / HPC Systems: 25%
- Private cloud & HCI: 5%
- AI & enterprise workstations: 10%
- HPS solutions: 9%
- Data centre server: 29%
- Software & service for HCS offerings: 15%
- Spare & others: 7%
Quarterly Key Highlights (Cont.)

Revenue breakup – Application Industry

<table>
<thead>
<tr>
<th>Application Industry</th>
<th>Q1 FY23</th>
<th>Q4 FY23</th>
<th>Q1 FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>Higher Education and Research</td>
<td>₹306</td>
<td>₹490</td>
<td>₹216</td>
</tr>
<tr>
<td>Information Technology and Information Technology Enabled Services</td>
<td>₹249</td>
<td>₹413</td>
<td>₹156</td>
</tr>
<tr>
<td>Other Enterprises</td>
<td>₹88</td>
<td>₹114</td>
<td>₹157</td>
</tr>
<tr>
<td>Space and Defence</td>
<td>₹51</td>
<td>₹177</td>
<td>₹69</td>
</tr>
</tbody>
</table>

Q1 FY24 – Revenue Breakdown by application industry

- Higher Education and Research: 36%
- Information Technology and Information Technology Enabled Services: 26%
- Other Enterprises: 26%
- Space and Defence: 12%
<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q1 FY 24</th>
<th>Q1 FY 23</th>
<th>YoY Change</th>
<th>Q4 FY 23</th>
<th>QoQ Change</th>
<th>FY 23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Income</td>
<td>598.04</td>
<td>693.10</td>
<td>(13.7%)</td>
<td>1,233.90</td>
<td>(51.5%)</td>
<td>4,449.72</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>221.72</td>
<td>193.22</td>
<td>14.8%</td>
<td>323.55</td>
<td>(31.9%)</td>
<td>1,206.07</td>
</tr>
<tr>
<td>Gross Profit Margin (%)</td>
<td>37.1%</td>
<td>27.9%</td>
<td>920 bps</td>
<td>26.4%</td>
<td>1070 bps</td>
<td>27.1%</td>
</tr>
<tr>
<td>Operating EBITDA</td>
<td>86.29</td>
<td>93.88</td>
<td>(8.1%)</td>
<td>151.66</td>
<td>(43.1%)</td>
<td>700.15</td>
</tr>
<tr>
<td>Operating EBITDA Margin (%)</td>
<td>14.4%</td>
<td>13.5%</td>
<td>88 bps</td>
<td>12.3%</td>
<td>214 bps</td>
<td>15.7%</td>
</tr>
<tr>
<td>Other Income</td>
<td>4.15</td>
<td>0.96</td>
<td>332.3%</td>
<td>12.29</td>
<td>(66.2%)</td>
<td>6.78</td>
</tr>
<tr>
<td>Finance Cost</td>
<td>9.56</td>
<td>12.35</td>
<td>(22.6%)</td>
<td>10.02</td>
<td>(4.6%)</td>
<td>40.73</td>
</tr>
<tr>
<td>Depreciation</td>
<td>12.89</td>
<td>6.73</td>
<td>91.5%</td>
<td>12.34</td>
<td>4.5%</td>
<td>36.57</td>
</tr>
<tr>
<td>PBT</td>
<td>67.99</td>
<td>75.76</td>
<td>(10.3%)</td>
<td>141.59</td>
<td>(52.0%)</td>
<td>629.63</td>
</tr>
<tr>
<td>PAT</td>
<td><strong>50.91</strong></td>
<td><strong>56.05</strong></td>
<td><strong>(9.2%)</strong></td>
<td><strong>105.25</strong></td>
<td><strong>(51.6%)</strong></td>
<td><strong>469.36</strong></td>
</tr>
<tr>
<td>PAT Margin (%)</td>
<td>8.5%</td>
<td>8.1%</td>
<td>38 bps</td>
<td>8.4%</td>
<td>1 bps</td>
<td>10.5%</td>
</tr>
<tr>
<td>EPS1 (₹)</td>
<td><strong>0.99</strong></td>
<td><strong>1.10</strong></td>
<td><strong>(10.3%)</strong></td>
<td><strong>1.92</strong></td>
<td><strong>(48.7%)</strong></td>
<td><strong>9.22</strong></td>
</tr>
</tbody>
</table>

1. Diluted EPS
Agenda

1. About Netweb Technologies
2. Quarterly Key Highlights
3. Key Investment Highlights
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

- Pre-compiled application stack
- End user utilities
- Proprietary middleware 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

<table>
<thead>
<tr>
<th>Experience gained in evolving projects</th>
<th>Continuous R&amp;D in</th>
<th>Technical Skillset</th>
<th>Industry Entry Barriers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Setting up AI &amp; deep learning labs at govt. institute, forensic workstation at GOI dept &amp; Big Data computing lab at a govt. institute</td>
<td>Manufacturing servers</td>
<td>Kernel level design</td>
<td>Rapidity of technological advancement necessitates:</td>
</tr>
<tr>
<td></td>
<td>Supercomputing systems</td>
<td>Hardware product designs</td>
<td>● Hardware, Middleware &amp; Application-level Innovation</td>
</tr>
<tr>
<td></td>
<td>Containerized Application Solution</td>
<td>Fine-tuned PCB layouts</td>
<td>● Application Optimization</td>
</tr>
<tr>
<td>Installations of High-Performance Storage solution for a Fintech Company to deliver 450GBps throughput</td>
<td>Mix workload capabilities</td>
<td>Dense architectures</td>
<td>● Track Record of Customer Service</td>
</tr>
<tr>
<td>Developing and building Supercomputing systems such as AIRAWAT, Agastya, PARAM Ambar, PARAM YUVA-II and Kabru</td>
<td>Repository of HPC-AI codes</td>
<td>Modification of designs and changes in implementation requires:</td>
<td></td>
</tr>
</tbody>
</table>

Experience of installing 300+ HPC systems, 50+ private cloud & HCI, 4000+ accelerator/GPU based AI systems & enterprise workstations
3. Significant product development and innovation through R&D

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**

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

**TCM**

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

**Camarero**

Dual/ Multi processor server

**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.
4. Long standing relationship with a marquee customer base

Revenue from Repeat Customers

- Q1 FY23: 93.7%
- Q4 FY23: 87.5%
- Q1 FY24: 78.3%

Customer Concentration

- Top 10:
  - Q1 FY23: 54.5%
  - Q4 FY23: 57.2%
  - Q1 FY24: 45.5%
- Top 5:
  - Q1 FY23: 40.2%
  - Q4 FY23: 47.0%
  - Q1 FY24: 28.3%

- 133 Repeat Customers (Q1 FY24) associated for over 4.72 years using Fiscal 2016 as the base

- 4.75 years Average top 10 customer age (Q1FY24) using Fiscal 2016 as base

- 11.2% Customer Accretion CAGR*

- 78.3% Revenue from repeat customers

* CAGR FY20 – Q1FY24
5. Track record of financial performance and consistent growth

### Revenue (INR Mns)
- **CAGR 75.7%**
  - FY21: 1,442.9
  - FY22: 2,479.4
  - FY23: 4,456.5

### Gross Margin (INR Mns & % Margin)
- **CAGR 81.5%**
  - FY21: 366.3, 25.7%
  - FY22: 605.8, 24.6%
  - FY23: 1,206.1, 27.1%

### EBITDA (INR Mns & % Margin)
- **CAGR 109.5%**
  - FY21: 158.9
  - FY22: 355.1
  - FY23: 706.9

### PAT (INR Mns & % Margin)
- **CAGR 138.8%**
  - FY21: 82.3, 5.8%
  - FY22: 224.5, 9.1%
  - FY23: 469.4, 10.6%

### Net Debt – Equity Ratio (in times)
- FY21: 1.31
- FY22: 0.73
- FY23: 0.30

### ROCE & ROE
- FY21: 35.5%
- FY22: 46.4%
- FY23: 51.6%
6. Experienced Board and Senior Management Team (1/2)

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Experience/Qualifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sanjay Lodha</td>
<td>Chairman and Managing Director</td>
<td>Founded Netweb Technologies in 1996 which was acquired by our Company in August 2016</td>
</tr>
<tr>
<td></td>
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<td>Been on Board of Advisors for Intel for the year 2020 and 2022</td>
</tr>
<tr>
<td></td>
<td></td>
<td>BA (hons) in economics &amp; PG diploma in business management</td>
</tr>
<tr>
<td>Mrutyunjay Mahapatra</td>
<td>Independent Director</td>
<td>Has served as Deputy MD at SBI &amp; MD and CEO of Syndicate Bank</td>
</tr>
<tr>
<td></td>
<td></td>
<td>40+ years of experience in Banking and Finance Sector</td>
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<tr>
<td></td>
<td></td>
<td>Holds Bachelors and Masters Degree in Physics</td>
</tr>
<tr>
<td>Navin Lodha</td>
<td>Whole Time Director</td>
<td>Leads West Zone of company's sales and Marketing Dept</td>
</tr>
<tr>
<td></td>
<td></td>
<td>15 + years of experience in sales and marketing</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Holds bachelors degree in commerce</td>
</tr>
<tr>
<td>Jasjeet Singh Bagla</td>
<td>Independent Director</td>
<td>Presently associated with IISER, Mohali</td>
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<tr>
<td></td>
<td></td>
<td>23+ years of experience in Research and Academia</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Holds Bachelors and Masters Degree in Science, PhD in Physics</td>
</tr>
<tr>
<td>Vivek Lodha</td>
<td>Whole Time Director</td>
<td>Leads East Zone of company's sales and Marketing Dept</td>
</tr>
<tr>
<td></td>
<td></td>
<td>15 + years of experience in sales and marketing</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Holds bachelors degree in commerce</td>
</tr>
<tr>
<td>Romi Jatta</td>
<td>Independent Director</td>
<td>Presently Group Chief Procurement Officer at Minda Corporation Ltd</td>
</tr>
<tr>
<td></td>
<td></td>
<td>20+ years of Experience</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Holds Bachelors degree in Electronics Engineering</td>
</tr>
<tr>
<td>Niraj Lodha</td>
<td>Whole Time Director</td>
<td>Leads South Zone of company's sales and Marketing Dept</td>
</tr>
<tr>
<td></td>
<td></td>
<td>15 + years of experience in sales and marketing</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Holds bachelors degree in commerce</td>
</tr>
<tr>
<td>Vikas Modi</td>
<td>Independent Director</td>
<td>Partner in Doogar and Associates, a CA firm Since 2006</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Holds a Bachelors Degree in commerce, CA with membership from ICAI</td>
</tr>
</tbody>
</table>
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 bachelor's 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 bachelor's 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
Shareholding Pattern

Opportunities to realize sustainable growth of the business

Top 10 Institutional Shareholders

Goldman Sachs Managed Funds
360 One AIF
Tata Mutual Fund
BNP Paribas Arbitrage
The Regents Of The University Of California
Nomura Funds
Aditya Birla Sun Life Mutual Fund
Axis Mutual Fund
HDFC Mutual Fund
Nippon Life India Mutual Fund

Promoter Group
FII
Mutual Funds / AIF /ALF
Bodies Corporate
Banks and Insurance
Others

30th Jun, 2023
97.80%
1.73%
0.00%
0.47%

11th Aug, 2023
75.45%
9.58%
7.11%
0.48%
0.36%
7.03%
Thank You

Chief Financial Officer
Prawal Jain
Email: prawal.jain@netwebindia.com
Phone No.: +91 7838300460

Investor Relations Advisor
Sanjeev Sancheti
Email: ss@uirtus.in
Website: www.uirtus.in
Phone No.: +91 9836244222

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