Netweb TECHNOLOGIES

MONARCH NETWORTH CAPITAL

INITIATING COVERAGE

NETWEB TECHNOLOGIES LTD

Beacon of India's AI Dream

JULY 2025

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Netweb Technologies | BUY | TP: Rs 2,450

Beacon of India's AI dream

MONARCH NETWORTH CAPITAL

Initiating coverage

We initiate coverage on Netweb Technologies with a BUY rating and target price of Rs 2,450. *This under-researched stock is India's only end-to-end IT solutions provider for high end computing with design and manufacturing capabilities.* Strong partnerships with chipmakers like Nvidia, Intel, and AMD help compete with global players like HP & Dell. Led by demand for HPCs, data center expansion, and initiatives like India AI mission offers a staggering 40%+ growth opportunity over the next 3-5 years. With marquee clients (ISRO, Infosys, Zoho), a Rs40bn pipeline (60% conversion rate), and expected RFP wins in H2FY26 from India AI mission (remains optionality), Netweb is well-placed for solid growth. Valuations, drawing references to fast-growing sectors / stock, offer comfort.

- **HPC and Private cloud primed for growth:** HPC remains at a nascent stage in India, with strong growth potential across sectors like auto (simulation), pharma (drug discovery), and FMCG (product R&D). Demand is already visible in research, defense, space, and AI development. Private cloud and HCI are poised to grow at 30%+, and Netweb offers end-to-end solutions (servers, switches, software stack), setting it apart. With current utilization at 60–65% and a new plant expected in FY26-FY27 adding 30%+ more capacity, the company has ample runway for growth.
- **AI – the next leg of growth:** AI systems—powered by Netweb's hardware & software and Nvidia GPUs—are seeing rapid adoption for AI/ML tasks. With 50%+ growth, this segment could contribute ~20% of revenues by end-FY28 (14% currently). The Rs100bn India AI Mission (2025–2030) is expected to drive demand for AI R&D, where Netweb is well-positioned to compete for upcoming RFPs. Additionally, the push for AI sovereignty and homegrown LLMs may further boost demand for GPUs and AI infrastructure.
- **Market leader in India with end-to-end integration:** Netweb stands apart from traditional box sellers by fully designing 24-layer PCBs for manufacturing high end servers, and in-house developed software stack. With no direct Indian competitors, it competes with global giants like Dell, HP, Nutanix and VMware. Its ability to offer vertical focused, cost-optimized hardware-software bundles enhances client ROI and strengthens deal wins. Operating across high-growth TAMs with natural cross-sell potential, and high entry barriers, Netweb is well-positioned for sustained advantage.
- **Valuations, view & risks:** Diversified revenue across multiple tech verticals, a large addressable market, consistent deal wins, and a strong pipeline provide strong visibility and comfort. We model in 43.5%/45.6%/48.6% Revenue/EBITDA/PAT CAGR over FY25–FY27E. Initiate with a BUY and TP at Rs2,450 (valued at 55x FY27E PE). Our base case does not include potential upside from India's AI mission. Bear-case/Bull-case TP stands at Rs 1,505 / Rs 2,770. We draw parallels from EMS players on growth / valuations. Our positive stance on the co. is further substantiated by our in*teraction with laterals - including peers and clients that point to favorable sector dynamics and growth drivers.* **Key risks:** Reduced government spends on HPCs, slower enterprise adoption of private cloud and AI Systems and geopolitical disruptions in Taiwan affecting component supply.

Targespendinge	2,450
CMP (Rs)	1,842
Upside	33%

Price Performance (%)	1M	6M	1Yr
Netweb Technologies	-5.5	-32.4	-30.9
Nifty	3.2	7.9	5.7

Key Data	
Bloomberg Code	NETWEB:IN
Curr Shares O/S (mn)	56.6
Diluted Shares O/S (mn)	56.6
Mkt Cap (Rs bn/USDmn)	104.3/1,257
52 Wk H / L (Rs)	3,060/1,252
3M Average Vol. (thd)	633.7

Source: Bloomberg, NSE, Company, As on 26th March, 2025

Shareholding pattern (%)

	Mar-25	Dec-24	Sept-24	Jun-24
Promoters	**71.03**	**71.39**	**71.39**	**75.04**
FIIs	*10.67*	*11.10*	*12.13*	*10.22*
DIIs	5.34	5.23	5.59	4.32
Public	12.97	12.28	10.89	10.41

Source: BSE

Why you should read this report

- Understand why Netweb's products stands out amongst its peers
- How areas like HPC, Private cloud, HCI and AI systems are going to evolve in India
- Insights from channel checks on client's perception on Netweb's offerings

Netweb Technologies Maintains Strong Order Pipeline with 4% CAGR Growth Trajectory

Source: Company, MNCL Research

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Y/E (Rs mn)	Revenue	YoY (%)	EBITDA	EBITDA (%)	PAT	PAT (%)	EPS	ROE	ROCE	P/E (x)	EV/EBITDA (x)
FY23	4,450	80.1%	699	15.7%	469	10.5%	9.1	67.9%	66.7%	203.1	149.4
FY24	7,241	62.7%	1,025	14.2%	758	10.5%	13.5	29.4%	35.2%	136.9	99.7
FY25A	11,490	58.7%	1,599	13.9%	1,144	10.0%	20.1	24.0%	31.1%	91.2	64.2
FY26E	16,661	45.0%	2,390	14.3%	1,765	10.6%	31.2	28.5%	36.4%	59.1	42.3
FY27E	23,658	42.0%	3,389	14.3%	2,525	10.7%	44.6	30.3%	38.8%	41.3	29.4
FY28E	33,122	40.0%	4,767	14.4%	3,570	10.8%	63.0	31.4%	40.2%	29.2	20.5

Source: Company, MNCL Research estimates

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Investment Thesis in Charts

Exhibit 1: HPC, Private cloud & HCI are the key growth drivers for the company

Source: Company, MNCL Research

Exhibit 2: Strong customer stickiness with consistently healthy repeat revenue share

Source: Company, MNCL Research

Exhibit 3: Revenue is well diversified across multiple verticals

Source: Company, MNCL Research

Exhibit 4: Diversified mix with strong government base and rising enterprise share

Source: Company, MNCL Research

Exhibit 5: India's cloud and HPC market is set for strong growth, led by private cloud and HCI by 2029

Source: Company, MNCL Research

Exhibit 6: AI spending in India is projected to more than double from $2B in 2023 to $5B by 2027

Source: Company, MNCL Research

FAQs

What does Netweb do?

Netweb Technologies is a leading designer and manufacturer of high-performance motherboards and server systems, purpose-built for demanding computing environments such as **supercomputers, high-end computing platforms, private cloud HCI (Hyper-Converged Infrastructure), storage solutions**, **AI systems** and **enterprise data center servers**.

Unlike typical electronics manufacturing service (EMS) providers or mere system assemblers, Netweb offers **end-to-end, integrated solutions**. This includes not only hardware design and manufacturing, but also the **complete software stack**, delivering systems that are optimized for performance, scalability, and reliability.

Netweb positions itself as a **value-added technology partner**, not just a vendor—providing innovation in both system architecture and software integration. The company is **not another EMS player**; it owns the design, intellectual property, and the engineering excellence that powers some of the most advanced computing infrastructures in India.

Despite operating in a domain with significant public sector involvement, Netweb has built a **strong and loyal clientele in the private sector**, underscoring its credibility, competitive edge, and the trust it has earned through consistent delivery of high-quality, high-performance computing solutions.

Exhibit 7: How does Netweb differentiate itself from its peers?

Name of the company	Hardware	Manufacturing & Design	Software Solutions	AMC services
Netweb	**Yes**	**Yes**	**Yes**	**Yes**
HP	Yes	Yes	No	Yes
Dell	Yes	Yes	No	Yes
VMWare	No	No	Yes	Yes
Atos	Yes	Yes	No	Yes
Red Hat	No	No	Yes	Yes

Source: Company, MNCL Research

Exhibit 8: Netweb Infrastructure Architecture

Source: MNCL Research

Netweb is the only integrated solutions provider globally who offers hardware and software for high end computing solutions. It has developed its capabilities over the years which has helped them *increase their margins from 5% to 14%.* With Netweb, clients seeking HPCs, private cloud, HCI, data center servers, or AI systems receive a fully integrated solution—custom-designed motherboards, servers, performance-optimized GPUs and CPUs, a tailored software stack, and comprehensive AMC support.

How will DeepSeek impact Netweb's business?

DeepSeek was considered a threat to Netweb's business model as it reduced the number of GPU's and servers required to build LLM's and AI applications. We believe that DeepSeek is an opportunity for Indian companies to build LLM's and AI applications instead of depending on global tech companies. This has already given rise to many AI companies like Sarvam.ai which is building India's first LLM. We believe the government's impetus on data localization, building LLM's in India and push for AI sovereignty presents more of an opportunity rather than a threat for Netweb.

How did Netweb utilize its IPO funds?

The company raised Rs 6,310 mn in July 2023, comprising a Rs 4,250 mn Offer for Sale around 67.3% and a Rs 2,060 mn fresh issue around 32.7%.

Exhibit 9: Utilisation of funds raised through IPO

Particulars	Amount (Rs mn)
Amount raised through IPO (Net charges)	1,940
Funding capex (New SMT line)	210
Funding long-term working capital requirements	1,280
Re-payment of borrowings	225
General corporate purposes	225

Source: Company, MNCL Research

HPC and Private cloud primed for growth

HPC still at nascent stage

High Performance Computing (HPC) are computing systems designed to perform extremely complex calculations or process massive amount of data at high speeds. There are three different types of HPCs - parallel computing, distributed computing and exascale computing.

Parallel computing runs multiple tasks simultaneously using multiple processors within one system. It is mainly used for video rendering, scientific calculations, deep learning models, simulations and weather forecasting.

Distributed computing is where tasks are distributed across computers, each has its own memory, OS connected via a network. It can do all the tasks done through parallel computing apart from video rendering. Example could be processing large amounts of data for tech companies across different locations.

Exascale computing is parallel + distributed computing that achieves at least 1 exaflop (10^18 FPOS). It represents extreme scale and is mainly used in supercomputers. Examples include simulating nuclear reactions, climate change, drug discovery, or training massive AI models.

What differentiates an HPC from a normal/AI pc?

Exhibit 10: Computing Systems Hardware Comparison: PC vs AI PC vs HPC

Feature	Normal PC	AI PC	HPC
CPU	4–8 cores	High-end multi-core CPU	Dozens to thousands of CPUs (nodes)
GPU	Integrated or basic GPU	One or more powerful GPUs (NVIDIA RTX/A100)	GPU clusters (e.g., 100s of H200/B200)
RAM	8–32 GB	32 GB to 256 GB	256 GB to multiple TBs
Storage	SSD or HDD	NVMe SSDs	Parallel File Systems (e.g., Lustre)
Network	Ethernet/Wi-Fi	High-speed Ethernet	High-speed interconnects (e.g., InfiniBand)
Cooling	Standard air cooling	Advanced air/liquid cooling	Data center-grade liquid/air-cooled systems

Source: MNCL Research

Exhibit 11: Netweb's clients in HPC

Source :Company , MNCL Research

Exhibit 12: Example of how an HPC looks

Source: MNCL Research

Things required to set up an HPC

Hardware

Nodes (Servers), CPU's, GPU's, InfiniBand (networking), switches. Netweb provides servers, custom designed GPU's/ Accelerators, CPU's and network switches.

The Indian High-Performance Computing (HPC) market is poised for significant growth, projected to expand at a CAGR of 9.3% from US$ 588.9 Mn in FY2024 to US$ 918.60 Mn by FY2029F.

Software

OS (Linux), Cluster management, Job Manager, MPI stack, Compilers, Libraries and Monitoring.

Apart from this you also need power, cooling, racks, security, containers, cloud integration. Netweb provides cluster management, job manager, MPI stack, compilers, libraries, containers,virtualization,andmonitoring.

Manpower requirements

HPC Administrator, Cluster engineer, Application specialist. Netweb provides help across the value chain.

Netweb's role in HPCs

Netweb sells its HPCs under the brand name "Tyrone". It contributes 35%+ of its total revenue. The promoter Mr. Sanjay Lodha had started the company with a focus on providing high end computing to Indian companies and governments. They are a solution provider rather than just being a hardware supplier. They provide integrated solutions in HPC like HPC clusters, GPU optimized computing, Parallel file system and Management tools. They provide the hardware, software and support services to their clients. They compete with the likes of HP, Dell, Lenovo in the hardware space and the likes of Nutanix, Red Hat and VMWare in the software space for HPCs. What sets them apart from their competitors is the fact that they design and manufacture their own motherboards and servers plus they have their own software stack.

Netweb' s process

- Netweb creates its own design for the PCB (printed circuit board).
- The PCB board has more than 8500+ components which are fitted on it post design. It involves CPU's (Intel, ARM & AMD) and GPU's (Nvidia, AMD) among others.
- Netweb has technology OEM partnerships with the global GPU & CPU chipmakers to design their servers to support the latest and advanced architecture. Netweb imports or locally procures most of these components
- The components are fitted on the PCB by the SMT (Surface mount technology) process at their plant in Faridabad.
- Netweb's manufacturing process involves procurement of parts from India and abroad (40-60% mix).
- The motherboard is tested and stored in their warehouse.

Exhibit 13: Surface Mount Technology (SMT) Production Line Process Flow

Source: Company , MNCL Research

Software stack

Tyrone cluster manager

It helps in deploying complete clusters and managing them effectively. For example, if you have 5 servers for your office and you want to manage them together you will need a cluster manager. This helps you make your clusters agile, reliable and responsive to needs across applications. It is fast to deploy and easy to manage.

Exhibit 14: Software comparison with global peers

Feature	Tyrone Cluster Manager	VMware vSphere / vSAN	Nutanix AOS / AHV
Primary Use Case	HPC, AI/ML, Scientific workloads	Virtualization, enterprise IT, data centers	HCI (Hyper-Converged Infra), virtualized workloads
Workload Suitability	AI, ML, CFD, genomics, simulation	Enterprise VMs, VDI, apps, databases	VDI, enterprise apps, hybrid cloud, moderate AI/ML
HPC Focus	**High**	Limited	Partial (some GPU support, not HPC-grade)
GPU / Accelerator Support	**Native support for GPUs, InfiniBand**	Limited GPU passthrough	Limited (NVIDIA-Certified support improving)
Management Features	Node provisioning, monitoring, SLURM, MPI	VM lifecycle, clustering, backup, DR	Storage clustering, scaling, VM management
Storage Integration	ParallelStor ,(SAN/NAS)	vSAN (optional)	Nutanix DSF (Distributed File System)
Target Customers	Research labs, AI startups, enterprises w/ compute needs	IT teams, data centers, cloud providers	Enterprises, mid-market IT, edge computing
Vendor Lock-in Risk	**Low**	High (proprietary stack)	Moderate (runs best with Nutanix stack)

Source: MNCL Research

TCM ranks as one of the best software for cluster management among its peers and is the preferred choice for HPC and AI related tasks. Since Netweb bundles its software along with its hardware, this is mostly used by its HPC users. Standalone software sales are barely 2-3% of total revenue.

ParallelStor (Parallel file system)

Enterprises are seeing rise in usage of technologies like AI and 3D imaging, which leads to handling huge amounts of data. To manage this efficiently, they need fast and scalable storage. That's where ParallelStor comes in. It's a high-performance storage system that spreads data across many servers, so it works faster and handles more. One can easily expand it by adding more disks or servers—whether it is a small setup or a large enterprise. It is reliable, easy to scale and designed for demanding workloads offering very high speed and capacity.

Exhibit 15: Netweb's PFS comparison with global players

Feature Vendor	Netweb PFS (custom, ParallelStor / Tyrone stack)	IBM Spectrum Scale (GPFS)	Lustre	BeeGFS	WekaFS
Use Cases	AI/ML, HPC, Genomics, Edge	HPC, analytics, backup	HPC (government, labs)	AI/ML, simulation, video workflows	AI/ML, real-time analytics
Metadata Performance	Optimized for small & large files	Good (scales well with NSD servers)	Metadata bottlenecks without tuning	Excellent with dedicated nodes	Exceptional metadata handling
Ease of Management	**Pre-integrated UI with Netweb HPC suite**	Complex; needs IBM skillsets	Complex, CLI-heavy	Simple CLI + GUI options	Web UI; developer-friendly
Integration with Netweb	Native integration (HPC, AI, Backup appliances)	Not native (requires configuration)	Not native	Can be integrated	Integration possible but non-native
India Support & TCO	**Strong (local support, short lead times)**	Limited local hands-on; high cost	No local vendor support	Reseller-based; growing India presence	Minimal India presence, mostly cloud
Customization	**High (co-developed with users, ISVs, Govt.)**	Limited (IBM ecosystem)	Highly customizable	Customizable to an extent	Limited (SaaS-style config)

Source: MNCL Research

HPC demand is still at a nascent stage

The Indian HPC market is only 1% of the global HPC market. High end computing is now limited to institutes for research, defense, space and enterprises for AI work. This is expected to change over the next decade. HPCs are used in industries like-

Aerospace & Defense – Creating complex simulations. ISRO, Vikram Sarabhai space centre and HAL are clients for Netweb in this space.

Auto and Manufacturing – Executing simulations for autonomous driving, testing of new products, creating efficiency in processes and innovations.

Research – AI & ML research requires higher level of computing capacity. Netweb is the strongest in this segment as they have provided HPCs to clients like IIT Kanpur, C-DAC, IIT Delhi among others.

Financial technology - Performing complex risk analysis, high-frequency trading, financial modelling and fraud detection. The company works with clients like Graviton and NK securities research.

Oil & Gas - Performing spatial analyses and testing reservoir models to predict where oil and gas resources are located and conducting simulations such as fluid flow and seismic processing. The company works with ONGC in this space.

Other sectors are retail, healthcare Genomics and media & entertainment. Though use cases for these sectors are still at a nascent stage, we expect them to pick up over the next few years.

Exhibit 16: HPC Market growth in India

Source: Frost and Sullivan

Exhibit 17: Netweb's rich clientele

Source: Company

Supercomputers

Netweb has been at the forefront of the supercomputer revolution in India. They provided the first supercomputer made in India in 2004 (Kabru). They have provided the Indian government with 3 supercomputers which have been listed 14 times in the world's top 500 supercomputers. Netweb has commissioned 21 supercomputers for India over the last 2 decades. India's fastest supercomputer AIRAWAT was also provided by Netweb. *AIRAWAT is the 75th fastest supercomputer in the world.*

The National Supercomputing Mission was announced in 2015, with an aim to connect national academic and R&D institutions with a grid of more than 70 high-performance computing facilities at an estimated cost of Rs 45 Bn over a period of seven years.

Exhibit 18: Timeline of NSM

Phase	Timeline	Key Goals
NSM Phase 1	2020–2021	Deploy 3 PFLOPS+ class systems (Pratyush, Mihir)
NSM Phase 2	2021–2024	Build indigenous supercomputers with Indian processors (Vega)
NSM Phase 3	2025–2028	Achieve 20+ PFLOPS aggregate, 1 system >15 PFLOPS
Beyond NSM	2028–2030	**Target 1 Exaflop system**, develop Indian GPUs, AI clusters

Source: MNCL Research

India is lagging significantly in the supercomputer race globally. USA has 170+ supercomputers, China has 50+ while India just has 6 in the top 500 as of November 2024. This will change with investments seen in the NSM and AI mission, which represents a great opportunity for a company like Netweb. Each supercomputer comes at a cost of Rs 150 mn to 700 mn. The focus is to create indigenous supercomputers going ahead and that will give Netweb an advantage over its foreign peers. Netweb manufactures servers, software stack and Storage for supercomputers.

Exhibit 19: Supercomputers deployed by Netweb

Name	Deployed at	Year	Rank	Designed / Commissioned	Speed
Kohinoor 3	TIFR – TCIS, Hyderabad	2016	20th fastest supercomputer in India	Netweb	43.59 TF (Rmax) / 70.85 TF (Rpeak)
Kalinga, Upgrade	NISER, Bhubaneshwar	2016, 2020	26th fastest supercomputer in India	Netweb	161.42 TF (Rmax) / 249.37 TF (Rpeak)
Hartree	NISER, Bhubaneshwar	2018	29th fastest supercomputer in India	Netweb	38.87 TF (Rmax) / 51.9 TF (Rpeak)
Airawat	CDAC	2023	75th fastest globally	Netweb	85,00,000 GF (Rmax), 1,31,69,860 GF (Rpeak)

Source: Industry

Exhibit 20: Case Study: IIT Jammu: AI-Ready HPC Cluster Deployment

- Client: Indian Institute of Technology (IIT) Jammu
- Challenge: IIT Jammu required a scalable, AI-enabled High-Performance Computing (HPC) infrastructure to support advanced simulation, AI model training, and research data analysis across departments. The objective was to build a local compute backbone with GPU acceleration and private cloud compatibility, aligning with India's National Supercomputing Mission.
- Solution: Netweb Technologies deployed an end-to-end HPC cluster featuring its indigenously designed **Tyrone Camarero servers**, equipped with high-speed processors and GPU acceleration. The system was built with hybrid storage, enabling rapid throughput and research-grade scalability. The deployment included **private cloud and hyperconverged infrastructure (HCI)** components, allowing researchers to scale compute nodes and manage workloads independently.
- Impact: The HPC system, including the **Agastya supercomputer**, achieved over **160 TF Rmax performance**, empowering 200+ researchers with parallel compute capabilities. The platform enables real-time simulations, AI research, and collaborative academic work. This project underscores Netweb's role in accelerating indigenous R&D infrastructure and AI adoption within India's premier academic ecosystem.

Source: Company, MNCL Research

Exhibit 21: Case Study: Telecom Giant – Real-Time Big Data Analytics

- Client: A leading telecom service provider in India
- Challenge: The telecom faced a major challenge: its legacy systems were too slow and generic. It needed to move from near-real-time to true real-time analytics, shifting from broad customer categories to hyper-personalized intent-based targeting. The goal was to close the loop instantly—analyze behavior, trigger an offer and deliver gratification within seconds.
- Solution: Netweb deployed Flytxt's big data analytics solution on its high-performance Tyrone servers powered by Intel Xeon processors. This setup enabled real-time processing of massive telecom data volumes, supporting AI/ML-driven triggers for instant personalized marketing actions.
- Impact: The solution cut response time from 24 hours to just 30 minutes driving a 5.9% increase in subscriber conversions. Over 55% of users shifted to higher-value recharge plans, leading to an impressive 18.9% growth in ARPU for the targeted customer base.

Source: Company, MNCL Research

Private Cloud and HCI

Netweb operates in the private cloud and HCI space with the brand name of "Skylus". Skylus is driving a shift in IT infrastructure by offering an integrated, hyper-converged private cloud solution that combines compute, storage, and networking in a single appliance. While building a private cloud is typically complex, Skylus simplifies and accelerates the process—enabling deployment within days and supporting modern, high-performance workloads with ease.

Its modular architecture delivers rapid scalability, multi-tenancy, seamless node failover, and centralized management. With features like fast VM provisioning, a rich app library, advanced security, and real-time cloud health monitoring, Skylus delivers agility, speed, and efficiency—positioning it as a compelling alternative to legacy IT stacks.

Exhibit 22: Netweb's clients in Private cloud & HCI

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Exhibit 23: IT Infrastructure Evolution: From Traditional to Hyperconverged and Cloud Computing

Source: Company ,MNCL Research

Exhibit 24: Skylus hardware

Source: Company , MNCL Research

Exhibit 25: Skylus hardware

Feature / Brand	Skylus (Netweb)	Dell (VxRail, PowerEdge)	HPE (SimpliVity, ProLiant)	Lenovo (ThinkAgile, ThinkSystem)
AI/ML/HPC Ready?	**Yes – GPU-tuned, supports HPC stacks**	Limited to inference/VM AI workloads	Limited – needs NVIDIA configs	Limited, enterprise AI, not HPC-tuned
Ease of Private Cloud Setup	**Deploy in days with Kubyts™**	Complex, requires VMware licensing	Requires HPE software ecosystem	Requires Nutanix or VMware
Form Factor Options	**1U, 2U, 4U GPU dense / customizable**	Standard PowerEdge servers	ProLiant DL series	ThinkSystem SR / SD series
InfiniBand/RDMA Support	**Native, HPC-optimized**	Limited	Limited	Limited
Vendor Lock-in Risk	**Low – Open stack, container-native**	High (VMware, Dell stack)	High (HPE stack)	Moderate (depends on config)
Cost Efficiency	**High – Lower TCO for AI/cloud infra**	High CapEx & VMware license fees	Higher due to stack costs	Moderate, better with AHV

Source: Industry

Skylus hardware is built for dynamic enterprise requirement. The package is also optimized for more significant workloads and scalability, such as Core IT operations and BIG Data.

India's Data Centre capacity is poised for substantial growth, with investments expected to increase capacity by up to ₹ 1.20 lakh crore, adding 3,900–4,100 MW.

Skylus hardware comes with its own software stack. The stack helps with single management dashboard, runs multiple containers, multi-tenancy, scalable application cloud, Migration/Failover between Nodes among other features. Netweb competes with global players like VMware and Nutanix. The differentiating factor is that these companies are software providers whereas Netweb is a complete solution provider.

Netweb launched Skylus.ai in FY25, a unified solution to set up GPU-based AI infrastructure on the go that optimizes GPU resource management, simplifies deployment. Skylus.ai overall brings a lot of ease of usage on table for customers. It is a perpetual license-based product. Skylus.ai is a product which cuts across all the verticals, irrespective of whether you are a standalone system user or are a large DC to CSP, or you are an enterprise who are trying to build an in-house AI private cloud. Skylus.ai is a product that basically serves all 3 stages of AI process: development, training and inference. And on top of it, it serves you with a single unified stack, which basically gets you the resources managed in a better way.

Exhibit 26: HCI-Based Private Cloud Deployment Case Study

Client Overview A Tier-1 Indian enterprise in the BFSI sector sought a highly scalable, secure, and cost-efficient IT infrastructure to support its digital transformation initiatives. Their legacy systems were siloed, difficult to scale and lacked agility for modern workloads.

Business Challenge - Fragmented compute, storage, and network environments - Rising cost and complexity of managing virtualized infrastructure - Need for high uptime, rapid deployment, and centralized control - Demand for hybrid cloud readiness with strict data locality compliance

Solution Deployed –
Integrated Infrastructure: Single appliance combining compute, storage, and networking

Rapid Provisioning: Quick VM deployment and cloud-native service delivery

Centralized Management: Unified Skylus Dashboard with multi-tenancy and failover

Technology Stack: Intel Xeon CPUs, NVMe SSDs, KVM virtualization, distributed storage with encryption

Source: Company, MNCL Research

Client Feedback

"Netweb's Skylus HCI delivered exactly what we needed – agility, security, and cost control – all in one box. Our internal dev and ops teams now deploy workloads in minutes, not hours."

— Head of IT Infrastructure, BFSI Client

AI Systems & enterprise workstations

AI systems and enterprise workstations are at a nascent stage in India. The use for such systems is mainly for research work, but we are seeing increasing adoption among sectors like Auto, FMCG and IT. *Currently India just contributes 5% to the global demand, which is expected to increase to 17% by 2029.* This segment currently contributes about 14% to the revenue vs 7% 2 years back. We expect this segment to grow at 50%+ over the next few years and contribution to go to 20% of total revenue.

Exhibit 27: Netweb's clients in AI Systems & enterprise workstations

Exhibit 28: AI Systems & Edge Computing Market Growth Projecting $1.5B by 2029

Source: Frost & Sullivan Analysis

Tyrone AI Systems are custom-built, server-grade systems designed for high-performance computing and AI workloads. They typically support dual or quad CPU configurations using processors such as Intel Xeon or AMD EPYC. These systems can be equipped with multiple high-end GPUs like the NVIDIA H200 or B200, enabling exceptional computational performance. They also offer massive memory capacity, supporting up to 2TB or more of ECC DDR4 or DDR5 RAM. Highly configurable, these workstations include enterprise-grade features such as advanced cooling solutions, redundant power supplies, and high-speed storage options like NVMe RAID setups, making them ideal for demanding enterprise and research environments.

Exhibit 29: AI systems Comparison: Tyrone AI Systems vs Other AI Systems

Use Case	Tyrone AI Systems	NVIDIA AI Workstation
Deep Learning Training	Excellent (multi-GPU capable)	Great (limited to 2-4 GPUs)
Inference (Production)	Can be optimized	Optimized with software stack
Visual Effects / Rendering	It depends on GPU config	Strong with RTX/A6000 GPUs
Research/Academia	Scalable with budget	Plug-and-play
Enterprise AI (on-prem)	With IT support	With NVIDIA software stack
Portability / Desktop	Usually rackmount/tower	Desktop-ready

Source: MNCL Research

Exhibit 30: AI System Specifications and Pricing Comparison

Configuration	Specs	Tyrone Camarero Approx Cost (USD)	Nvidia Approx Cost (USD)
Entry AI Workstation	1× NVIDIA RTX 4090, AMD Ryzen Threadripper, 64GB RAM, 2TB SSD	$10,000 – 11,000	$5,000–7,500
Mid-range AI Workstation	2× A6000 GPUs, Xeon CPU, 128GB RAM, 2TB NVMe + 10TB HDD	$19,000-23,000	$14,000–22,000
High-end AI System (Server)	4× A200 GPUs, AMD EPYC, 512GB RAM, NVMe RAID, InfiniBand	$1,55,000-1,85,000	$70,000–95,000
Top-tier AI Server (DGX-class)	8× NVIDIA H200 GPUs, NVLink, 1TB+ RAM, liquid-cooled chassis	$3,80,00–4,50,000	$180,000–300,000

Note: The prices mentioned are indicative and based on our market checks.
Source: MNCL Research

Tyrone Kubyts

Tyrone Kubyts is a software stack for AI Systems. It offers a unique solution that offers ready-made and ready-to-use GPU accelerated containers. A container is self-contained environment with pre-installed tools and frameworks. It also comes with 50+ pre-installed applications / (software packages) used in DL and ML.

Exhibit 31: AI Systems Software Stack Comparison with Global Market Players

Feature / Brand	Tyrone Kubyts	NVIDIA DGX Station A200	HP Z8 G5 Workstation	Dell Precision 7960	Lenovo Think Station PX
AI Framework Optimization	AI Workloads, Edge AI, Training & Inference	Full NVIDIA AI stack	Requires manual install or HP AI Studio	Requires custom software environment	Manual or Lenovo AI Toolkit
India Advantage	**Make in India; strong support infra**	Imported, high cost	Assembled locally, some import duties	Imported components, limited localization	Mostly imported
Customization	Fully modular and configurable	Fixed SKU	Configurable	Highly configurable	Customizable
Availability	**Lead time 2–3 weeks (India)**	6–12 weeks	Varies by SKU	4–6 weeks	4–6 weeks

Note: The prices mentioned are indicative and based on our market checks.
Source: MNCL Research

Exhibit 32: Skylus.ai: Competitive Edge and Margin Leverage

Source: Company, MNCL Research

Skylus.ai stands out as a highly differentiated offering in the AI infrastructure space. Unlike other players that operate on a fragmented multi-license model, Skylus is a single-license appliance integrating multiple advanced AI/ML tools into one unified platform. This consolidated architecture streamlines deployment, reduces complexity and enhances cost efficiency.

The single-license structure not only makes Skylus.ai more user-friendly and scalable (up to 16 nodes) but also enables Netweb to command better margins by offering an integrated solution at a lower total cost of ownership compared to competitors. This strategic product positioning is expected to provide a sustainable competitive advantage and support margin expansion in the near to medium term.

Exhibit 33: AI Systems Deployment Case Study

Client Overview A Leading Indian academic research institution specializing in AI/ML and data science projects required high-performance desktop systems to support compute-intensive deep learning (DL) and machine learning (ML) model training. Traditional desktop solutions were failing to meet the performance benchmarks and lacked the flexibility to scale across users and workloads.

Business Challenge - Long training cycles for deep learning models - Inadequate GPU resources in standard desktops - Need for workstation-class reliability with server-grade components – Compatibility with popular DL frameworks (TensorFlow, PyTorch, etc.)

Solution Deployed – Tyrone AI Systems Netweb deployed multiple Tyrone Janus AI Workstations, each custom-configured to meet the institute's use case: - Dual Intel Xeon/AMD EPYC CPUs for multi-threaded training workflows - Multiple NVIDIA A100/H100 GPUs for accelerated compute performance - Up to 2TB ECC DDR4/DDR5 RAM - High-speed NVMe storage with RAID configuration - Redundant power supply and enterprise-grade cooling These workstations offered near-server performance in a desktop form factor, with flexibility to upgrade and integrate into future AI cluster environments.

Technology Stack - Processors: Intel Xeon Scalable or AMD EPYC - GPU: NVIDIA A100 or H100 (multi-GPU support with NVLink) - RAM: Up to 2TB ECC - Storage: NVMe SSDs in RAID-10 - Software: Ubuntu/CentOS with support for CUDA, TensorFlow, PyTorch, RAPIDS

Training Time - 6x reduction in model training duration | | Cost Efficiency| 40-50% lower TCO vs setting up shared servers | | Scalability | Upgradeable GPU + Memory + Storage architecture | | Reliability |99.99% uptime with redundant PSU and cooling | | Developer Agility | Single-user access for uninterrupted experimentation |

Source: Company, MNCL Research

Client Feedback

"Netweb's Tyrone AI Workstations gave our researchers the power of a datacenter on their desk. Projects that used to take days now complete overnight, significantly accelerating our research timeline."

— Head of Research Lab, Academic Institution

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

India AI Mission Overview

1. IndiaAI Mission Pillars

The mission, approved by the Union Cabinet on March 7, 2024, revolves around seven strategic pillars targeting a robust national AI ecosystem.

- **IndiaAI Compute** – Public-private partnerships to provide GPUs and AI compute at scale (10,000+ GPUs)
- **IndiaAI Innovation Centre** – Funding indigenous foundational models (LLMs, multimodal models) trained on Indian data
- **IndiaAI Datasets Platform (AIKosha)** – Central repository with tools, tutorials, secure access, and AI sandboxes
- **IndiaAI Applications Development** – Builds use-case-focused AI solutions for societal impact
- **IndiaAI Future Skills** – AI capacity building across schools, public officials, and tier-2/3 students
- **IndiaAI Startup Financing** – Funding support via grants, equity, and co-financing, including global accelerated partnerships.
- **Safe & Trusted AI** – Promotes responsible, ethical AI; four RAI solutions will go live on AIKosha by September

Exhibit 34: Budget Allocation – IndiaAI Mission (₹103.7 bn)

Component	Allocation (Rs bn)	% of Total
Compute Infrastructure	45.63	44%
Innovation Centre (IAIC)	19.71	19%
Datasets Platform (AIKosha)	1.99	2%
Application Development	6.89	7%
Future Skills	8.83	9%
Startup Financing	19.43	19%
Safe & Trusted AI	0.20	0.2%
Overheads & Contingency (1%)	1.03	1%
Total	103.72	100%

Source: Industry, MNCL Research

For Netweb, the total TAM from AI mission will be Rs 40 Bn which includes servers, software stack, storage solutions and network switches.

AI Sovereignty to be a major theme going ahead

AI sovereignty refers to a nation's ability to independently develop, control, deploy, and regulate artificial intelligence without overdependence on foreign platforms, data, infrastructure, or frameworks.

Importance of AI Sovereignty for India

AI Sovereignty is emerging as a critical pillar for India's digital future, offering a path to reduce dependence on global tech giants such as OpenAI, Google, Meta, and NVIDIA for core AI infrastructure, tools, and foundational models. By developing its own AI capabilities, India can shape the trajectory of its technological progress in a manner aligned with national values, languages, and strategic interests.

The India private cloud & Hyperconverged infrastructure (HCI) market was forecasted to be USD 2,796.8 Mn in FY 2023 and is expected to reach USD 8,007.4 Mn by FY 2029 with a CAGR of 19.2% over the forecast period (FY2023-2029).

One of the core benefits lies in promoting indigenous model development, encouraging the creation of large language models (LLMs) trained on Indian datasets that capture the nuances of regional languages, dialects, and cultural contexts. This makes AI more accessible to non-English speakers and increases trust in localized applications.

Data sovereignty and privacy also stand at the forefront. Sovereign AI ensures that sensitive government and citizen data is stored and processed within the country, complying with the Digital Personal Data Protection (DPDP) Act of 2023 and setting the foundation for future regulatory frameworks. This reduces risks associated with foreign data handling and strengthens national security.

From a defense and national security perspective, building sovereign AI capabilities ensures full control over mission-critical systems in sectors like defense, space, intelligence, and energy. It mitigates exposure to threats such as cyber espionage, model poisoning, or hidden vulnerabilities in foreign-developed AI systems.

India is already laying the groundwork through initiatives like the IndiaAI Mission (Rs 103.7 bn) focused on foundational model development, compute infrastructure (AIRAWAT), and open datasets. Projects like Bhashini support multilingual AI for Indian languages, while platforms like AIKosha and Future Skills foster data access and talent development aligned with ethical AI practices.

Failing to pursue AI sovereignty comes with significant risks, including digital colonization by foreign platforms, strategic vulnerabilities in defense infrastructure, and the inability to effectively regulate or audit foreign LLMs that may shape public discourse or spread misinformation.

Exhibit 35: PAGER INCIDENT- Highlights the Importance of Hardware Control

The pager incident refers to a historical case where Israel used a pager device to conduct a blast, exposing a critical security vulnerability due to lack of domestic control over hardware. Since the device relied on imported components, the event underscored the risks of foreign hardware dependency and the potential threats to national security.

This incident has been frequently cited to reinforce the Indian government's push for the Make in India initiative, especially in promoting indigenous hardware manufacturing alongside software development. The strategic vision is for India to have end-to-end control over both hardware and software, ensuring resilience against such vulnerabilities.

Netweb's integrated capability from designing motherboards to developing software stacks positions it uniquely to mitigate such risks. By building secure domestically developed systems, Netweb enhances data protection, system reliability and national cybersecurity.

Source: MNCL Research

Market leader with end-to-end capabilities

Exhibit 36: Moat comes with design and manufacturing

Name of the company	Netweb	Dell	HP
Design	**Yes**	Yes	Yes
Manufacturing	**Yes**	Yes/ Outsourced	Yes/ Outsourced
CPU	**Intel, AMD**	Intel, AMD	Intel, AMD
Motherboards	**Yes**	Outsourced	Outsourced
Software	**Yes**	Outsourced	Outsourced

Source: Industry

Netweb stands out from global OEMs like Dell and HP due to its vertically integrated model. While all three players offer design capabilities, Netweb goes a step further by manufacturing key components such as motherboards, SSDs and in-house software—unlike Dell and HP who largely outsource these. This in-house approach gives Netweb greater control over quality, cost efficiency and customization, enabling quicker turnaround times and better alignment with customer-specific needs.

The ability to design and manufacture across the hardware-software stack enhances Netweb's value proposition especially for niche performance-sensitive sectors like research, defense, and government, creating a strong and sustainable competitive moat.

Exhibit 37: Pricing advantage

Server Type	Netweb (Tyrone Series)	HP (HPE ProLiant)	Dell (PowerEdge)
Entry-Level 1U Rack Server (e.g., 1 x Xeon Silver, 32GB RAM, 2TB HDD)	Rs 0.3-0.5 mn	Rs 0.4 – 0.6 mn	Rs 0.3 – 0.5 mn
Mid-Range Server (e.g., 2 x Xeon Gold, 128GB RAM, 4TB SSD, Redundant PSU)	Rs 0.6 - 0.9 mn	Rs 0.7 – 1.1 mn	Rs 0.7 – 1.1 mn
GPU-Optimized Server (e.g., 2 x Xeon Gold, 256GB RAM, 2–4 x NVIDIA A100, NVMe SSDs)	**Rs 2.5 - 4.8 mn**	Rs 3.5 – 6.0 mn+	Rs 3.2 – 5.8mn+
AI/HPC Server (e.g., 8-GPU config, InfiniBand, Liquid Cooling, 1TB RAM)	**Rs 8.5 - 18.0 mn**	Rs 12.0 – 25.0 mn	Rs 11.0 - 23.0 mn
Storage Server (e.g., 24-bay, RAID, 128GB RAM)	Rs 0.5 - 0.8 mn	Rs 0.6 – 1.0 mn	Rs 0.6 – 0.9 mn
Edge/Short-Depth Server	Rs 0.2 - 0.4 mn	Rs 0.3 – 0.4 mn	Rs 0.3 – 0.4 mn

note : The prices mentioned are indicative and based on our market checks.
Source: MNCL Research

Why Netweb Servers Are Lower Cost

- **India-based manufacturing** in Faridabad, NCR
- **Vertical integration** (in-house design and motherboard development).
- Lower import duties (vs. Dell/HP's China/US-based production).
- Customization for Indian workloads (especially in AI and analytics).
- Government incentives under Make in India (PLI 2.0 IT Hardware & PLI for networking switches)

Exhibit 38: Focused HPC Customization: Netweb vs Global OEMs

Factor	Netweb Technologies	HP / Dell / Lenovo
Customization	**High (BIOS-to-firmware level tuning)**	Moderate to low
Manufacturing Location	**Made in India (Faridabad)**	Mostly USA, Mexico, China, Czech
PSU/Govt/Startup Friendly	**Yes (GeM-listed, OpenStack-ready)**	Limited flexibility
GPU Flexibility	**Yes (customized for GenAI/DGX-like solutions)**	Yes (standard SKUs)
HPC Track Record	**PARAM Amber & AIRAWAT, IndiaAI superclusters**	Frontier, LUMI, etc. (Cray, global)
Cost	**10–25% more cost-effective in India**	High (USD contracts, global sourcing)

Source: Industry

Huge TAM gives comfort

Netweb operates across a vast Total Addressable Market (TAM), tapping into high-growth segments such as HPC, AI infrastructure, private cloud, and data center solutions. Most of these segments are still at a nascent stage in India, with expected growth rates exceeding 30%+ annually, offering significant headroom for expansion. Unlike traditional players focused on volume-based strategies, Netweb strategically avoids low end bulk or box selling. Instead, it focuses exclusively on niche, performance-driven solutions tailored to enterprise and institutional needs. This specialization not only differentiates Netweb in a competitive market but also enables the company to sustain superior margins through high-value offerings and deep customer engagement.

Exhibit 39: TAM in India (2025–2027E)

Segment	Estimated TAM FY25 (USD)	CAGR (2023–2027E)	TAM FY27E (USD)	Key Drivers
HPC	**$650–700 million**	~18–22%	~$950M–$1B	Government supercomputing (PARAM, IndiaAI), weather, pharma, BFSI
Private Cloud	**$1.4–1.6 billion**	~20–25%	~$2.4–2.8B	PSU/Banking IT modernization, Digital India, Data residency rules
HCI	**$600–750 million**	~25%	~$1.2–1.5B	SMB/Edge deployments, data center refreshes, growing VMware fatigue
AI Workstations	**$180–220 million**	~30–35%	~$350–400M	GenAI adoption, research, media/VC firms, education, drug discovery labs

Source: Frost & Sullivan

India enterprise storage system market in BFSI application had the largest share in FY 2022 and is expected to reach USD 265.3 Mn by FY 2029 with a CAGR of 3.6% over the forecast period (FY 2023- 2029).

- India's compute infrastructure landscape is rapidly evolving, driven by growth across HPC, private cloud, AI systems and HCI segments. In the High-Performance Computing (HPC) space, demand is being propelled by both public and private sectors. Government initiatives such as CDAC projects, the IndiaAI Mission, ISRO, and DRDO are leading the public push, while private sector demand is growing in BFSI (for quantitative finance), pharmaceuticals (for protein folding), weather forecasting, and analytics. Key players in this space include HPE, Netweb, Lenovo, Nvidia (DGX systems) and Atos (Bull).
- In the Private Cloud segment, there is significant migration activity among PSUs—such as banks, LIC, insurance companies, and Indian Railways—while enterprise IT is undergoing data center refresh cycles with a focus on hybrid cloud models that ensure data sovereignty. Tech stack trends show a shift from legacy VMware environments to OpenStack, Red Hat OpenShift, and Kubernetes-native platforms.
- The Hyperconverged Infrastructure (HCI) market is seeing adoption across BFSI, logistics, and mid-sized IT services firms. There is rising interest in edge HCI solutions for surveillance, healthcare, and smart city deployments. The growth is further supported by the rise of containerization and low-code platforms.
- Meanwhile, AI systems are seeing strong uptake, driven by IndiaAI's $1.25 billion compute infrastructure plan. GPU workstations are increasingly being deployed in R&D labs at IITs and IISc, while AI startups, VCs, and creative agencies are investing in local inferencing capability.

Exhibit 40: Clientele of Netweb Technologies

Source: Company, MNCL Research

Lateral checks

We engaged with multiple laterals across the **PCB manufacturing segment**, **server ecosystem**, and various **government research institutions**, and our interactions suggest that **Netweb Technologies is increasingly seen as a formidable competitor to global MNCs** across its core verticals. A key differentiator lies in its ability to offer **end-to-end solutions** that integrate both **hardware and software**, a capability that resonates well with enterprise and government buyers seeking customizable and high-performance infrastructure.

Stakeholders also highlighted Netweb's unique technical capability in producing **24-layer PCBs**, which is both **capital-intensive and complex** from a manufacturing standpoint. According to our checks, **Netweb remains the only Indian company currently able to produce such high-layer PCBs at scale**, positioning it as a strategic domestic player in the high-end compute hardware value chain.

The company's **R&D capabilities are seen as robust**, with teams actively working on **future-proof architectures**, including liquid cooling, AI-specific hardware design, and integration with open-source stack ecosystems like OpenStack and Kubernetes. Over the last two years, Netweb has been on an **aggressive hiring trajectory**, attracting engineering and business talent across hardware, systems integration, and software verticals—often competing with larger OEMs for skilled professionals.

In terms of pricing, industry participants note that Netweb's total solution cost is generally **on par with leading OEMs like HP, Dell, and Lenovo**. However, the company has strategically positioned its products and solutions and typically prices **10–15% below global peers**, especially when bundling compute, storage, and orchestration software together. Its **software capabilities are seen as a significant competitive advantage**, particularly in deal conversions where customers are seeking flexible, full-stack solutions rather than standalone hardware.

Crucially, Netweb is **not focused on "box selling"**—a key critique of legacy OEMs—and instead emphasizes **customized, application-specific infrastructure design**, particularly in HPC, private cloud, and AI. Based on our conversations, there is broad consensus that the **domestic market opportunity remains large and underpenetrated**, and that companies like Netweb are well-positioned to **capture share as India ramps up investments in digital infrastructure, AI compute, and data sovereignty** over the next 3–5 years.

Financial Analysis

Exhibit 41: Revenue from Operations (Rs mn)

Source: Company, MNCL Research Estimates

We expect a 43.5%/45.6%/48.6% Revenue/EBITDA/PAT CAGR over FY25–FY27E for Netweb Technologies, driven by robust funnel of pipeline of Rs 40 Bn with 60% conversion visibility. Historically revenue grew at a 70%+ CAGR over FY21–24 supported by strong traction in HPC, AI/ML, Edge, and Private Cloud segments. We estimate revenue to grow from Rs 11.4 Bn in FY25 to Rs 23.7 Bn in FY27E. We expect Netweb to continue delivering 40%+ growth, aided by repeat business from enterprise clients (Infosys, Zoho, TCS), scale-up in AI-GPU server deployments (NVIDIA/AMD design partner), and end-to-end product delivery capabilities (hardware + software). The company remains a key Make-in-India enabler with 100% in-house capabilties.

Exhibit 42: EBITDA and EBITDA margin (Rs mn)

Source: Company, MNCL Research Estimates

We expect EBITDA to grow from Rs 1.6 Bn in FY25 to Rs 3.4 Bn by FY27E translating to a 45.6% CAGR supported by strong topline momentum and the company's full-stack capabilities across hardware and software. EBITDA margins are expected to remain stable in the 14–15% range comparatively higher than peers due to Netweb's in-house motherboard manufacturing and limited dependency on third-party components. Unlike MNC peers that operate on single-digit margins, Netweb's ability to offer integrated solutions enables better cost control and value capture.

Exhibit 43: PAT and PAT margin (Rs mn)

Source: Company, MNCL Research Estimates

We expect PAT to grow from Rs 1.1 Bn in FY25 to Rs 2.5 Bn by FY27E delivering a 48.6% CAGR supported by healthy operating leverage, margin stability and sustained demand across AI, HPC and cloud solutions. PAT margins are expected to remain stable in the 10–11% range, in line with historical trends. Netweb's design-to-delivery model, in-house R&D, and Make in India edge makes them well positioned to deliver strong bottom line growth.

Exhibit 44: Return Ratios

Source: Company, MNCL Research Estimates

Netweb's ROE/ROCE peaked at 67.9%/66.7% in FY23 driven by strong growth and operating leverage. While ratios normalize post-IPO, they are expected to remain healthy at ~30%+ ROE and ~35%+ ROCE by FY27E supported by strong operating margins, efficient capital deployment, and high asset turnover will enable it to deliver high return ratios.

Exhibit 45: DuPont Analysis

Particulars	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Profit to sales	9.1%	10.5%	10.5%	10.0%	10.6%	10.7%	10.8%
sales to asset	167.4%	167.7%	118.4%	128.6%	127.3%	131.6%	134.5%
Asset to equity	3.3x	2.8x	1.4x	1.7x	1.9x	1.9x	1.9x
ROE	50.4%	67.9%	29.4%	24.0%	28.5%	30.3%	31.8%

Source: Company, MNCL Research Estimates

Peer comparisons and Valuations

Exhibit 46: REVENUE

Particulars	FY20	FY21	FY22	FY23	FY24	FY25	3Y CAGR	5Y CAGR
Netweb technologies	**1,537**	**1,428**	**2,470**	**4,450**	**7,241**	**11490**	**66.9%**	**49.5%**
Dixon	43,975	64,482	1,06,971	1,21,920	1,76,909	3,88,601	53.7%	54.6%
Kaynes	3,657	4,206	7,062	11,261	18,046	27,218	56.8%	49.4%
Syrma SGS	NA	4,293	10,133	20,098	31,303	37,867	55.2%	NA
Avalon Technologies	6,419	6,905	8,407	9,447	8,672	10,981	9.3%	11.3%

Source: Bloomberg

Netweb Technologies has significantly outperformed its peers over the last three years driven by strong execution and focused positioning in high-growth segments like high-performance computing, AI infrastructure and private cloud solutions. While it shows industry-leading revenue growth it is not directly comparable to peers like Dixon, Kaynes, Syrma SGS or Avalon as they primarily operate as electronic assemblers. In contrast Netweb designs and manufactures complex compute and storage solutions in-house reflecting a deeper value addition. Over a five-year horizon its performance remains aligned with broader industry trends highlighting consistent and sustainable scaling.

Exhibit 47: EBITDA

Particulars	FY20	FY21	FY22	FY23	FY24	FY25	3Y CAGR	5Y CAGR
Netweb technologies	**80**	**143**	**345**	**699**	**1,025**	**1,599**	**66.6%**	**81.9%**
Dixon	2,231	2,873	3,791	5,150	6,976	15,076	58.4%	46.5%
Kaynes	408	409	937	1,683	2,542	4,107	63.7%	58.7%
Syrma SGS	NA	468	944	1,950	2,154	3,233	50.7%	NA
Avalon Technologies	645	661	975	1,128	625	1,149	5.6%	12.2%

Source: Bloomberg

Netweb Technologies has delivered industry-leading EBITDA growth with superior margins, driven by its in-house design and manufacturing of high-performance computing and AI solutions. In contrast, peers like Dixon, Kaynes, Syrma SGS and Avalon primarily act as assemblers or distributors resulting in structurally lower margins due to limited value addition.

Exhibit 48: EBITDA MARGIN (%)

Particulars	FY20	FY21	FY22	FY23	FY24	FY25
Netweb technologies	**5.1%**	**10.0%**	**14.0%**	**15.7%**	**14.2%**	**13.9%**
Dixon	5.1%	4.5%	3.5%	4.2%	3.9%	3.9%
Kaynes	11.2%	9.7%	13.3%	14.9%	14.1%	15.1%
Syrma SGS	NA	10.9%	9.3%	9.7%	6.9%	8.5%
Avalon Technologies	10.0%	9.6%	11.6%	11.9%	7.2%	10.5%

Source: Bloomberg

Netweb Technologies has improved its EBITDA margins from 5.1% in FY20 to 13.9% in FY25 driven by a shift towards high-value solutions, better operating efficiency and the development of its software stack. This has strengthened its offerings and supported consistent double-digit margins. We expect margins to remain in the range of 14-15% going forward.

Exhibit 49: PAT

Particulars	FY20	FY21	FY22	FY23	FY24	FY25	3Y CAGR	5Y CAGR
Netweb technologies	**41**	**82**	**225**	**469**	**758**	**1,144**	**72.1%**	**94.8%**
Dixon	1,205	1,598	1,902	2,555	3,678	10,955	79.3%	55.5%
Kaynes	113	97	417	950	1,830	2,934	91.7%	91.9%
Syrma SGS	N/A	320	555	1,193	1,073	1,699	45.2%	N/A
Avalon Technologies	115	215	675	525	280	634	-2.0%	40.6%

Source: Bloomberg

Netweb Technologies has showcased a remarkable profitability trajectory underpinned by consistent investments in high-performance computing (HPC), an expanding product portfolio and improved operating leverage. Its 5-year PAT CAGR of 97.5% and 3-year CAGR of 72.3% position it among the top-performing peers in the industry

Exhibit 50: PAT Margin (%)

Particulars	FY20	FY21	FY22	FY23	FY24	FY25
Netweb technologies	**2.4%**	**5.7%**	**9.1%**	**10.5%**	**10.5%**	**10.0%**
Dixon	2.7%	2.5%	1.8%	2.1%	2.1%	2.8%
Kaynes	0.3%	0.2%	0.4%	0.8%	1.0%	0.8%
Syrma SGS	-	7.3%	5.4%	5.8%	3.4%	4.5%
Avalon Technologies	0.3%	0.3%	0.6%	0.4%	0.2%	0.2%

Source: Bloomberg

Netweb Technologies has expanded its PAT margins from 2.4% in FY20 to 10.0% in FY25 reflecting strong operating leverage and improved profitability. Consistent double-digit EBITDA margins and efficient EBITDA-to-PAT conversion underscore the company's disciplined cost structure.

Exhibit 51: ROE (%)

Particulars	FY20	FY21	FY22	FY23	FY24	FY25
Netweb technologies	**27.9**	**37.4**	**50.4**	**67.9**	**29.4**	**24.0**
Dixon	26.2	25.0	21.9	22.4	24.7	46.6
Kaynes	9.6	8.1	24.4	16.4	10.6	11.0
Syrma SGS	43.1	16.7	13.7	11.3	6.8	10.1
Avalon Technologies	26.5	40.4	90.7	16.8	5.2	10.9

Source: Bloomberg

Netweb Technologies has delivered impressive ROE performance peaking at 67.9% in FY23. The moderation to 29.4% from FY24 is primarily due to increased equity base post-IPO. Despite this dilution, the company continues to generate strong returns supported by robust profitability and efficient capital deployment. We expect ROE to inch towards 30%+ over the next 2 years.

Exhibit 52: ROCE (%)

Particulars	FY20	FY21	FY22	FY23	FY24	FY25
Netweb technologies	**25.9**	**26.2**	**42.9**	**66.7**	**35.2**	**31.1**
Dixon	28.8	23.1	19.1	20.5	23.8	48.9
Kaynes	26.4	25.3	34.3	21.2	14.3	18.6
Syrma SGS	NA	NA	19.1	21.5	15.4	16.6
Avalon Technologies	NA	55.1	62.2	19.3	6.45	12.3

Source: Bloomberg

Netweb Technologies has maintained strong ROCE, reaching a peak of 66.7% in FY23. The decline to 35.2% from FY24 is primarily due to a higher capital base post-IPO. Despite this, the company continues to deliver healthy returns supported by solid profitability and efficient use of capital. We expect ROCE to inch towards 38-39% over the next 2 years.

Exhibit 53: Peer Valuation

Particulars (in mn)	M-CAP	SALES (in mn)				EBITDA (in mn)				PAT (in mn)				EPS in Rs)			
		FY25	FY26E	FY27E	FY28E	FY25	FY26E	FY27E	FY28E	FY25	FY26E	FY27E	FY28E	FY25	FY26E	FY27E	FY28E
Netweb technologies	**104,356**	**11,490**	**16,661**	**23,658**	**33,122**	**1,599**	**2,390**	**3,389**	**4,767**	**1,144**	**1,765**	**2,525**	**3,570**	**20.1**	**31.1**	**44.6**	**63.0**
Dixon	906,500	3,88,601	5,63,019	7,56,599	9,23,807	15,076	22,123	29,707	37,533	10,955	12,058	16,579	20,641	181.8	190.7	265.2	313.5
Kaynes	408,438	27,218	42,871	63,503	86,017	4,107	6,598	9,920	13,761	2,934	4,256	6,358	8,064	45.8	65.3	95.3	129.9
Syrma SGS	101,016	37,867	50,680	66,010	81,207	3,233	4,160	5,524	7,149	1,699	2,224	3,148	4,315	9.6	12.2	17.3	22.4
Avalon Technologies	56,109	10,981	13,892	17,831	22,259	1,149	1,601	2,209	2,874	634	952	1,389	1,859	9.6	14.5	20.8	24.8

Particulars (in mn)	M-CAP	ROE (%)				P/E (x)				EV/EBITDA(x)			
		FY25	FY26E	FY27E	FY28E	FY25	FY26E	FY27E	FY28E	FY25	FY26E	FY27E	FY28E
Netweb technologies	**104,356**	**24.0%**	**28.9%**	**30.3%**	**31.4%**	**91.2**	**59.1**	**41.3**	**29.2**	**64.2**	**42.3**	**29.4**	**20.5**
Dixon	906,500	46.6%	31.8	32.3	29.0	72.5	78.6	56.4	45.5	60.7	41.4	30.8	24.4
Kaynes	408,438	11.0%	13.2	16.8	19.9	134.3	93.8	61.7	43.1	98.9	61.6	41.0	29.5
Syrma SGS	101,016	10.1%	12.2	15.0	17.7	58.8	44.3	31.8	23.3	32.5	25.2	19.0	14.7
Avalon Technologies	56,109	10.9%	14.3	17.5	19.8	89.0	57.8	40.2	29.3	49.2	35.3	25.7	19.7

Source: Bloomberg, MNCL Research Estimates

Valuation & View

We have compared Netweb Technologies with EMS players, and we assign a P/E of 55x FY27E, which is in-line with most EMS players. We believe Netweb offers value addition and generates higher margins compared to the EMS players. We expect the company to continue to grow at 40%+ and with near term triggers like AI mission could propel growth to 50%+ also. So, we believe the 55x P/E is justified considering these parameters.

Unlike most peers that are largely assemblers with limited value addition, Netweb offers a full-stack solution with deep hardware and software integration. This enables significant value creation and creates a strong competitive moat in high-growth areas like high-performance computing (HPC), AI systems and data centers.

Base case

PE: We have attributed 55x P/E multiple (In-line with other EMS players). This yields a TP of Rs 2,450 and a upside of 33.1%.

EV/EBITDA: We have attributed 35x EV/EBITDA multiple. This yields a TP of Rs 2,190 and a upside 19.0%

Bull case

PE: We have attributed 55x P/E multiple (In-line with other EMS players) and taken have added Rs 5 Bn out of the Rs 40 Bn TAM from the AI mission. Even though we believe the company will have a right to win of more than Rs 5 Bn, we have taken this number on a conservative basis. This yields a TP of Rs 2,770 and an upside of 50.2%

EV/EBITDA: We have attributed a higher multiple of 40x EV/EBITDA, factoring in potential upside from scale benefits, margin expansion and contribution from newer high-growth segments like AI-led infrastructure. This yield a TP of Rs 2,800 and an upside of 52.1%

Bear case

PE: We have attributed 40x P/E multiple (30% discount) along with earnings growth of 30%+vs the guidance of 35-40% growth by the company. This yields a TP of Rs 1,505 and a downside of 18.4%.

EV/EBITDA: We have attributed a conservative 30x EV/EBITDA multiple, reflecting potential risks around execution, macro uncertainty or slower order inflow. This yields a TP of Rs 1,570 and a downside of 14.8%.

Exhibit 54: Valuation table

Particulars	Base	Bull	Bear
Implied P/E	**55**	**55**	**40**
Target Price	**2450**	**2,770**	**1505**
Upside	*33.1%*	*50.2%*	*-18.4%*
Implied P/E	55x	55x	40x
EV/EBITDA			
EBITDA	3,389	3,800	2,838
EV	99,978	99,978	99,978
EV/EBITDA	29	26	35
Target EV/EBITDA	35	40	30
Upside	19.0%	52.1%	-14.8%
Price	2,190	2,800	1,570
Multiples Method (50% weights)			
P/E	2,450	2,790	1,520
EV/EBITDA	2,190	2,800	1,570
Estimated share price	**2,320**	**2,785**	**1,535**
Upside	*26.0%*	*51.1%*	*-16.6%*

Source: MNCL Research Estimates

Key risks to target price:

- Reduced government spends on HPCs
- Slower enterprise adoption of private cloud and AI systems
- Geopolitical disruptions in Taiwan affecting component supply.

Valuation comparison with Kaynes

Exhibit 55: Kaynes historical PE

Source: Company, Monarch research

Exhibit 56: Netweb historical PE

Source: Company, Monarch research

We draw a parallel between Kaynes and Netweb as they have grown at a similar pace and have similar margin profiles. Even though Kaynes operates as an EMS player, it has added value to its products and commands higher margins compared to other EMS players. Kaynes has traded at an average PE of 112x since listing in 2022. Despite the high trailing PE, the stock has given 7x returns since listing to investors. Since these are high growth stocks who have a strong orderbook/pipeline for the next few years along with PLI support from the government, these stocks tend to trade at much higher multiples to other sectors. If we a draw parallel to Netweb, we can see that Netweb has traded at an average PE of 128x since listing and has given 3x returns to investors since listing in 2023. Thus we believe a higher PE should not be considered as a hinderance while looking at stocks in this space till they continue to grow at faster speeds to other sectors.

Exhibit 57: Kaynes historical EV/EBITDA

Source: Company, Monarch research

Exhibit 58: Netweb historical EV/EBITDA

Source: Company, Monarch research

Netweb and Kaynes both trade at 60x EV/EBITDA multiples on a trailing basis on CMP. The average EV/EBITDA Netweb & Kaynes since listing is 85x and 61x. We believe the recent correction in Netweb's price has seen its EV/EBITDA drop to 60x levels. We value the company on a forward EV/EBITDA multiple of 35x as we believe it will continue to trade at a premium to other EMS players (apart from Kaynes) on the back of strong growth, higher margins and similar return ratio profile.

Leadership team

Sanjay Lodha (Chairman & Managing Director): Sanjay Lodha is the founder and promoter of Netweb Technologies and has played a crucial role in shaping the company's strategic direction and business development. He holds a B.A. (Hons) in Economics from the University of Delhi and a PG Diploma in Business Management from Apeejay School of Marketing. Sanjay has also served on the Governing Council of MAIT and has been part of Intel's Board of Advisors.

Navin Lodha (Whole-Time Director): Navin Lodha is the Promoter and the Whole Time Director of our Company. He has been associated with our Company as a director since September 22, 1999. He holds a bachelors' degree in commerce from Shaheed BhagatSingh College, University of Delhi. He leads the west zone of our Company's sales and marketing department and has over 15 years of experience in sales and marketing.

Vivek Lodha (Whole Time Director): Vivek Lodha is the Promoter and Whole Time Director of the Company, has been a valued Director since April 13, 2015. He holds a Bachelor's degree in Commerce from Shaheed Bhagat Singh College, University of Delhi. He leads the East Zone of the Company's sales and marketing department, bringing over 15+ years of experience in the field.

Niraj Lodha (Whole Time Director): Niraj Lodha is the Promoter and Whole Time Director of the Company, has been a Director since April 13, 2015. He holds a Bachelor's degree in Commerce from Deshbandhu College (Evening), University of Delhi, now known as Ramanujan College. Mr. Niraj leads the South Zone of the Company's Sales and Marketing department, bringing over 15+ years of experience in the field

Jasjeet Singh Bagla – (Independent & Non – Executive Director) : Mr. Jasjeet Singh Bagla has been an Independent Director of Netweb Technologies since February 23, 2023. He has a Ph.D. in Physics from the University of Pune; he has over 25 years of experience in research and academia. He has been associated with premier institutions such as Harish Chandra Research Institute and is currently with IISER Mohali.

Ankit Kumar Singhal (Chief Financial Officer): Ankit Kumar is a Chartered Accountant with over 15+ years of experience in finance, accounting, taxation, corporate finance and strategic planning. Currently serving as the CFO at Netweb, he has previously held finance leadership roles across diverse sectors including manufacturing, industrials, technology, and high-growth SaaS startups.

Hemant Agarwal – (Chief Operating Officer) : Hemant Agrawal has been associated with the company since 2003 and brings over 21 years of experience in the tech industry. He has played a key role in shaping the company's leadership and strategic direction. Prior to joining the company, he held various roles in the tech domain. He holds a bachelor's degree in commerce from the University of Calcutta.

Lohit Chhabra – (Company Secretary) : Lohit Chhabra has been associated with the company since January 10, 2023, and heads the secretarial and compliance functions. He holds a bachelor's degree in commerce from the University of Delhi, is an LLB graduate, and an associate member of ICSI. With over 10 years of experience in corporate law, governance, and regulatory compliance, he ensures adherence to legal and listing requirements.

Mukesh Golla – (Chief Research & Development Officer): Mukesh Golla is the Chief Research & Development Officer of the Company. He has been associated with our Company since 2004. He holds a bachelor's degree in technology (computer science and engineering) from the Jawaharlal Nehru Technological University, Hyderabad. He is responsible for managing the product engineering and research and development department of our Company. He has over 20 years of experience**.**

Hirdey Vikram – (Chief sales & marketing officer): Hirdey Vikram is the CMO & Senior Vice President at Netweb Technologies India Ltd., with over 13 years of experience in building and marketing advanced computing solutions including Supercomputing, AI GPU Systems, Sovereign Cloud, and HPC storage. He has been part of several prestigious deployments of high-end computing systems, which were among India's fastest & world's top 500 supercomputers he brings first-hand experience of setting up a roadmap for new technology platforms required to achieve advanced Computing.

The combined salary drawn by all promotors accounts for less than 3% of the company's Profit Before Tax, reflecting prudent and balanced compensation practices.

Financials (Consolidated)

Exhibit 59: Consolidated Income Statement

Y/E March (Rs mn)	FY22	FY23	FY24	FY25A	FY26E	FY27E	FY28E
Net Revenues	**2,470**	**4,450**	**7,241**	**11,490**	**16,661**	**23,658**	**33,122**
Raw Material Consumed	1,865	3,244	5,445	8,825	12,795	18,193	25,504
% of revenues	*75.5%*	*72.9%*	*75.2%*	*76.8%*	*76.8%*	*76.9%*	*77.0%*
Employee Cost	152	294	500	621	850	1,200	1,700
% of revenues	*6.2%*	*6.6%*	*6.9%*	*5.4%*	*5.1%*	*5.1%*	*5.1%*
Others	108	213	270	443	625	875	1,150
% of revenues	*4.4%*	*4.8%*	*3.7%*	*3.9%*	*3.8%*	*3.7%*	*3.5%*
EBITDA	**345**	**699**	**1,025**	**1,599**	**2,390**	**3,389**	**4,767**
EBITDA margin (%)	***14.0%***	***15.7%***	***14.2%***	***13.9%***	***14.3%***	***14.3%***	***14.4%***
Depreciation & Amortization	16	37	63	113	130	150	180
Other income	9	7	119	94	170	240	350
EBIT	**338**	**670**	**1,081**	**1,580**	**2,430**	**3,479**	**4,937**
Interest cost	36	41	62	41	60	90	145
PBT	**301**	**629**	**1,019**	**1,539**	**2,370**	**3,389**	**4,792**
Taxes	78	160	261	395	604	864	1,222
Effective tax rate (%)	*26%*	*25%*	*26%*	*26%*	*26%*	*26%*	*26%*
Reported PAT	**224**	**469**	**758**	**1,144**	**1,765**	**2,525**	**3,570**

Source: Company, MNCL Research Estimates

Exhibit 60: Consolidated Balance Sheet

Y/E March (Rs mn)	FY22	FY23	FY24	FY25A	FY26E	FY27E	FY28E
SOURCES OF FUNDS							
Equity Share Capital	57	102	113	113	113	113	113
Reserves & surplus	387	835	4,115	5,190	6,955	9,480	13,051
Shareholders' fund	**444**	**937**	**4,228**	**5,303**	**7,069**	**9,594**	**13,164**
Def tax liab. (net)	(11)	(7)	(9)	-	-	-	-
Trade payables	533	1,034	1,266	2,979	5,478	7,648	10,436
Other current Liab.	107	261	511	282	350	475	600
Other Liabilities	**187**	**404**	**618**	**635**	**524**	**687**	**979**
Total Liabilities	**1,475**	**2,653**	**6,116**	**8,934**	**13,085**	**17,954**	**24,618**
Net Block	766	1,272	1,326	5,040	5,140	5,340	5,340
Goodwill	679	855	3,160	3,160	3,160	3,160	3,160
Non-current assets	127	271	493	680	705	**752**	884
Inventories	383	541	1,147	2,228	3,225	4,486	6,289
Sundry debtors (current)	778	1,515	1,838	3,615	5,204	7,324	9,982
Cash	75	136	2,216	1,795	3,247	4,631	6,644
Loans & Advances	106	106	222	-	-	-	-
Other assets	6	84	200	615	705	760	820
Total Current Asset	1,348	2,382	5,623	8,254	12,381	17,202	23,734
Net Current Assets	127	271	493	680	705	752	884
Total Assets	**1,475**	**2,653**	**6,116**	**8,934**	**13,085**	**17,954**	**24,618**

Source: Company, MNCL Research Estimates

Exhibit 61: Cash Flow Statement

Y/E March (Rs mn)	FY22	FY23	FY24	FY25A	FY26E	FY27E	FY28E
Operating profit bef working capital changes	350	725	1,200	1,659	2,390	3,389	4,767
Trade and other receivables	-221	-741	-331	-1,781	-1,588	-2,121	-2,658
Inventories	-91	-158	-606	-1,082	-997	-1,261	-1,803
Trade payables	88	651	438	1,724	2,498	2,171	2,787
Current/ non-current financial and other assets	-28	-75	-185	-316	-90	-55	-60
Changes in working capital	99	402	516	262	2,276	2,249	3,159
Direct taxes	-47	-131	-333	-394	-604	-864	-1,222
Cash flow from operations	**52**	**271**	**184**	**-132**	**1,671**	**1,384**	**1,937**
Net Capex	-54	-133	-195	-255	-150	-100	-140
Others	-1	-8	-1,251	1,371	170	240	350
Cash flow from investments	**-55**	**-140**	**-1,446**	**1,116**	**20**	**140**	**210**
FCF	-2	139	-11	-387	1,521	1,284	1,797
Increase/(decrease) in debt	-14	-46	-96	-4	5	10	15
dividend	0	0	-26	-113	-150	-150	-150
Others	22	-27	2,315	-33	0	0	0
Cash flow from financing	**3**	**-81**	**2,088**	**-180**	**-145**	**-140**	**-135**
Net change in cash	**0**	**50**	**826**	**804**	**1,546**	**1,384**	**2,012**

Source: Company, MNCL Research Estimates

Exhibit 62: Key Ratios

Y/E March	FY22	FY23	FY24	FY25A	FY26E	FY27E	FY28E
Growth Ratio (%)							
Revenue	*73.0%*	*80.1%*	*62.7%*	*58.7%*	*45.0%*	*42.0%*	*40.0%*
EBITDA	*141.1%*	*102.6%*	*46.5%*	*56.1%*	*49.4%*	*41.8%*	*40.7%*
Adjusted PAT	*109.4%*	*61.9%*	*50.8%*	*56.4%*	*43.4%*	*41.4%*	*37.5%*
Margin Ratios (%)							
EBITDA	*14.0%*	*15.7%*	*14.2%*	*13.9%*	*14.3%*	*14.3%*	*14.4%*
Adjusted PAT	*9.1%*	*10.5%*	*10.5%*	*10.0%*	*10.6 %*	*10.7%*	*10.8%*
Return Ratios (%)							
ROE	*50.4%*	*67.9%*	*29.4%*	*24.0%*	*28.9%*	*30.3%*	*31.4%*
ROCE	*42.9%*	*66.7%*	*35.2%*	*31.1%*	*36.4%*	*38.8%*	*40.2%*
Turnover Ratios (days)							
Debtors	115	124	93	115	114	113	110
Inventory	75	61	77	92	92	90	90
Creditors	104	116	85	123	120	118	115
Cash conversion cycle	86	69	85	84	86	85	85
Solvency Ratio (x)							
Current Ratio	1.5	1.5	3.1	2.3	2.1	2.1	2.1
Per share Ratios (Rs)							
Adjusted EPS	4.4	9.0	13.4	20.1	31.1	44.5	63.0
BVPS	7.8	18.4	75.0	93.6	124.8	169.3	232.4
Valuation (x)*							
P/E	417.5	203.1	136.9	91.2	59.1	41.3	29.2
P/BV	2,349.7	100.2	24.6	19.7	14.8	10.9	7.9
EV/EBITDA	303.0	149.4	99.7	64.2	42.3	29.4	20.5

Source: Company, MNCL Research Estimates

Annexures: Other solutions

Netweb Technologies is a leading Indian provider of high-performance computing (HPC), AI-powered servers, and private cloud infrastructure solutions. The company designs, manufactures and delivers full-stack computing platforms with deep in-house capabilities covering both hardware and software. Netweb is among the few players globally that offers end-to-end server solutions including indigenously developed 24-layer motherboards. With over 500 supercomputers deployed Netweb serves mission-critical use cases across industries like pharma, auto, BFSI, IT services and government.

Company offers a full-stack portfolio of high-performance IT infrastructure solutions tailored to meet the diverse needs of modern businesses and data-driven organizations.

Exhibit 63: Netweb product portfolio across verticals

Source: Company, MNCL Research

Under the Tyrone brand, Netweb Technologies offers a comprehensive range of enterprise solutions including high-performance storage systems, networking switches and a suite of integrated technologies for private 5G networks and AI-powered surveillance. It also delivers customized solutions tailored to meet diverse business needs across industries.

Storage solution : A storage solution is a system used to store, manage, and access digital data. It is like a digital warehouse where companies keep all their important files, software and databases.

Tyrone Storage Solutions is Netweb Technologies all-in-one storage offering built to handle a wide range of business needs. It includes different storage types like unified, block, all-flash, parallel file systems, software-defined and cloud storage. These solutions are fast, scalable, secure and efficient. They're well-suited for data-heavy tasks like HPC, AI/ML, big data, virtualization and backups.

Network switches : Network switches are devices that connect multiple computers and servers within a network to enable smooth data sharing. They intelligently send data only to the intended device, improving speed and efficiency. Switches are crucial in high-performance environments like data centers and HPC systems.

Netweb sells network switches under the Tyrone NXT brand, designed for high-performance and enterprise-grade environments. However, management is cautious about growing this business through plain box selling, as standalone switch sales earn low single-digit margins. Instead, the focus is on delivering value-added, integrated solutions under the Tyrone NXT series of network switches. These switches contribute around 1% to the topline.

Private 5G: Private 5G is a dedicated, high-speed wireless network set up for specific organizations like factories or campuses. It offers faster speeds, lower latency, and stronger security than public networks. This makes it ideal for advanced use cases like automation, IoT, and real-time operations.

Tyrone 5G Network is Netweb's private 5G solution built for businesses that need fast and dependable wireless connections. It enables secure, high-speed data transfer with low latency ideal for industries like manufacturing, healthcare and logistics. The network can be fully customized, improving efficiency

and communication while being more flexible and cost-effective than traditional setups. However, due to a few regulatory challenges in the private 5G space most of the players including netweb are currently holding back on scaling this offering aggressively.

Surveillance: Surveillance refers to the monitoring of activities, behavior, or information for purposes such as security, safety, or data collection. It often involves cameras (CCTV), sensors, software, and analytics tools to track and record events in real-time or for future review. Common uses include public safety, traffic control, industrial monitoring, and crime prevention.

Netweb offers surveillance under Tyrone Surveillance Solutions it is a complete video surveillance ecosystem—including high-definition cameras, storage servers, video management software (VMS) and analytics. These solutions are designed for smart cities, government agencies and large enterprises, providing real-time monitoring, facial recognition, number plate detection and more. It's built to handle large-scale data securely and efficiently, often integrated with AI for smarter threat detection and response.

These products currently account for less than 10% of Netweb Technologies total revenue. Going forward, their contribution is expected to remain stable at similar levels.

Exhibit 64: Global competitors across segments

Products and Solutions	Netweb Technologies	IBM Lenovo	DELL	Hewlett Packard Enterprise	ATOS	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: Company, MNCL Research

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Price chart

Source: Ace Equity