

Date: 03.05.2025

To, The Manager Listing Department BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400001 Scrip Code: 543945	To, The Manager Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra East, Mumbai- 400051 Scrip Code: NETWEB
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SUBJECT: EARNING PRESENTATION ON THE FINANCIAL RESULTS

Dear Sir/ Madam,

Please find enclosed herewith the Earning Presentation on the Audited standalone financial results for the quarter and the year ended on March 31, 2025.

Kindly take the same on record.

Thanking You,

Yours faithfully

For **Netweb Technologies India Limited**

Lohit Chhabra
Company Secretary & Compliance Officer
M.No A36610

Netweb Technologies India 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

NETWEB TECHNOLOGIES INDIA LTD

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

Q4'FY25 & FY'25 - Earnings Presentation

May 2025



AGENDA



About Netweb Technologies



Quarterly Key Highlights



Key Investment Highlights



Growth Drivers



Annexures

ABOUT NETWEB TECHNOLOGIES

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

Netweb
TECHNOLOGIES



Business Tailwinds ►►

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

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

Indigenous LLMs fueling AI demand

Increased supercomputing adoption across verticals

Explosion of on-prem cloud infra across large enterprises and high data center demand in India

GOI's approval of over ₹1,03,000 Mn for the IndiaAI Mission¹ to catalyze India's AI ecosystem

500+

Supercomputing systems installed

5000+

Accelerator / GPU based AI systems & enterprise workstations

50+

Private cloud & HCI installations

03

Supercomputers listed 14 times in the world's top 500 supercomputers

Q4 FY25 FINANCIAL METRICS



Revenue from Operation: ₹ 4,146.5 Million
Customers: Govt. (52.1%) vs Non-Govt. (47.9%)



Op EBITDA Margin: 14.4%



PAT Margin: 10.3%



ROCE: 32.6%



ROE: 24.0%

SNAPSHOT OF OUR HCS OFFERINGS

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



MANAGEMENT COMMENTARY

"We are delighted to report our highest-ever quarterly and full-year income and PAT. Quarterly operating income grew by 55.9% YoY and 24.1% QoQ to ₹4,146.5 Mn, while quarterly operating EBITDA increased by 47.9% YoY and 36.0% QoQ to ₹597.7 Mn. PAT for the quarter rose by 45.0% YoY and 41.8% QoQ, reaching ₹429.9 Mn.

We are pleased to announce that the Board has recommended a final dividend of ₹2.5 per share, resulting in a dividend payout of 12.4%, subject to shareholder approval.

The company successfully deployed SAP S/4 HANA to enhance control and oversight of all operational and financial processes.

We received our first claim under the PLI Scheme 2.0 for IT hardware, amounting to ₹59.4 Mn for the period from July 1, 2023, to March 31, 2024. This achievement underscores the success of the PLI scheme in boosting domestic production and creating employment opportunities. We remain committed to in-house designing and producing world class latest generation systems supporting the 'Make in India' initiative and contributing to India's growth as a global manufacturing hub.

India's vibrant AI research landscape and adoption across verticals, fueled by government initiatives to develop indigenous LLMs, offers significant innovation opportunities. Netweb is strategically positioned to capitalize on this momentum, anchored by our focus on three pillars: HPC, Private Cloud, and AI Systems. In FY25, AI continued to be a major growth engine, contributing 14.8% to revenue with a 112.0% YoY increase.

In line with our focused efforts in the AI space, we launched Skylus.ai in FY25, a unified solution to set up a GPU-based AI infrastructure on the go that optimizes GPU resource management and simplifies deployment. The launch of Skylus.ai marks a significant step in strengthening our leadership in the design and solutioning of AI systems in India, contributing to the nation's vision of becoming the AI factory of the world.

Our robust business pipeline and strong order book, supported by continuous capability building and product portfolio expansion, position us for sustained growth and technological leadership"



Sanjay Lodha, CMD

KEY HIGHLIGHTS

Profit and Loss Summary

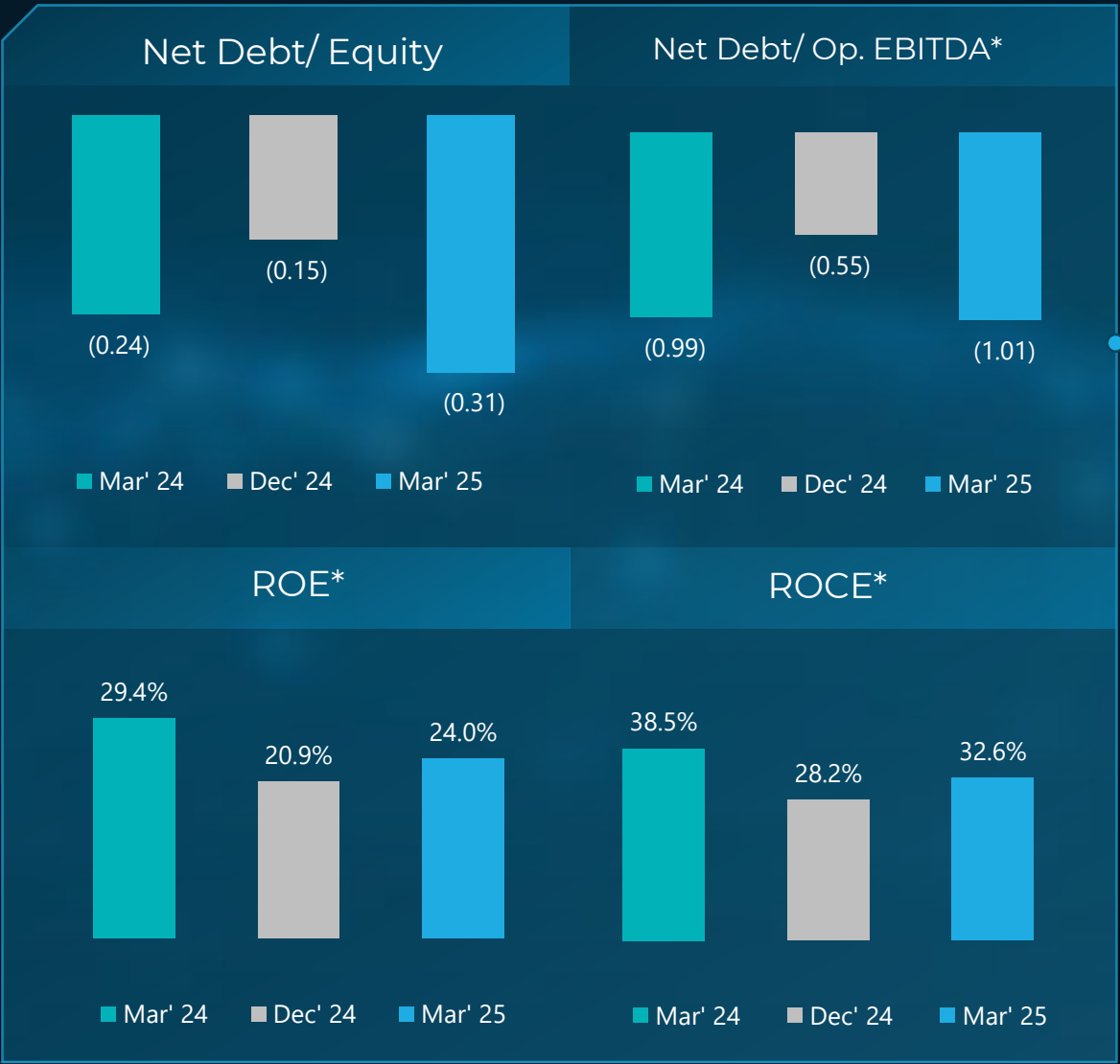
₹ in millions

	Operating Income	Operating EBITDA	PBT	PAT
Q4 FY25	4,146.5	597.7	579.0	429.9
Growth (YoY)	55.9%	47.9%	45.5%	45.0%
Growth (QoQ)	24.1%	36.0%	41.5%	41.8%
Margin		14.4%	13.9%	10.3%
FY25	11,490.2	1,600.1	1,539.7	1,144.8
Growth (YoY)	58.7%	56.1%	51.0%	50.8%
Margin		13.9%	13.3%	9.9%
Diluted EPS (in INR)				20.24

KEY HIGHLIGHTS (CONT.)

Balance Sheet Summary

₹ in millions			
Particulars	Mar'24	Dec'24	Mar'25
Equity Share Capital	112.7	112.7	113.3
Other Equity	4,114.8	4,761.9	5,190.0
Net Worth	4,227.5	4,874.6	5,303.3
Borrowing	16.3	109.1	12.7
Lease Liabilities	79.4	68.3	66.8
Cash and Cash Equivalent	1,112.8	914.6	1,700.8
Net Debt	(1,017.1)	(737.2)	(1,621.3)
Net Fixed Assets	447.4	525.6	561.1
Net Current Assets#	2,721.0	3,567.1	3,039.1
Ratios			
Net Fixed Asset Turnover Ratio	16.2	18.6	22.8
Cash Conversion Cycle*	69	88	73



^Cash Conversion Cycle is based on Operating Income. *Dec'24 data are annualized.
#Net Current Assets calculation excludes Short-term Borrowing, Short-term Lease Liability & Cash & Cash Equivalents as they are part of Net Debt. It includes unutilized proceeds from IPO

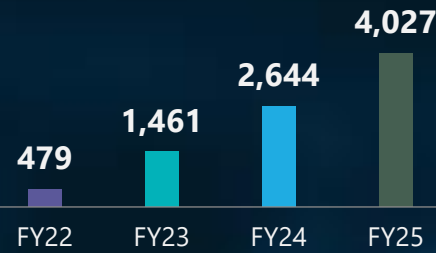
KEY HIGHLIGHTS (CONT.)

Revenue breakup – HCS Offering

₹ in Millions



High performance computing (Supercomputing / HPC) systems

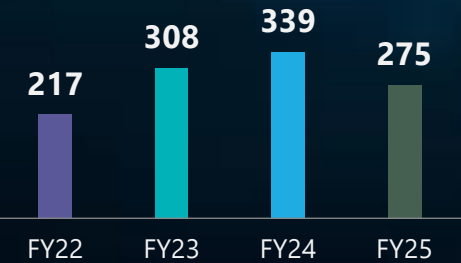


Private cloud and hyperconverged infrastructure (HCI)



AI systems and enterprise workstations

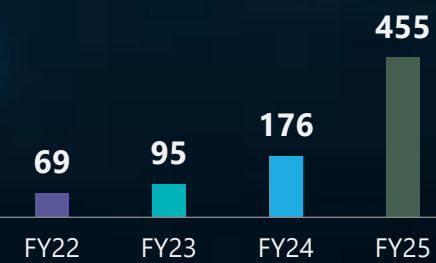
₹ in Millions



High performance storage (HPS/Enterprise Storage) solutions

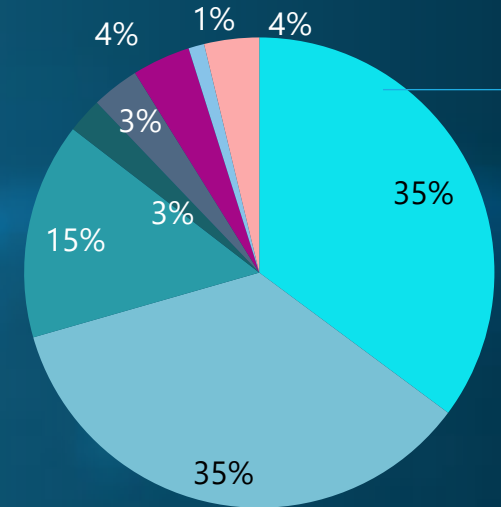


Data Centre servers



Software and services for HCS offerings

FY25 – Revenue Breakdown by offerings

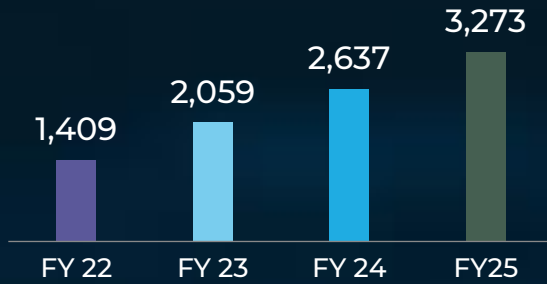


- Supercomputing / HPC Systems
- Private cloud & HCI
- AI & enterprise workstations
- HPS solutions
- Data centre server
- Software & service for HCS offerings
- Network Switches
- Spare & others

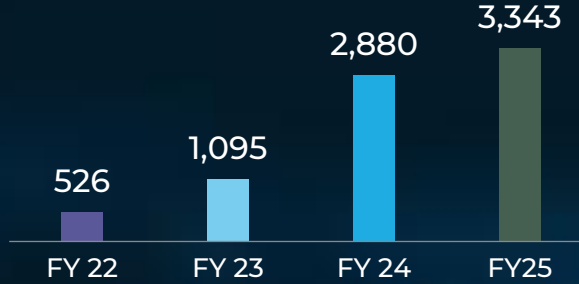
KEY HIGHLIGHTS (CONT.)

Revenue breakup – Application Industry

₹ in Millions



Higher Education and Research



Information Technology and
Information Technology Enabled
Services

₹ in Millions

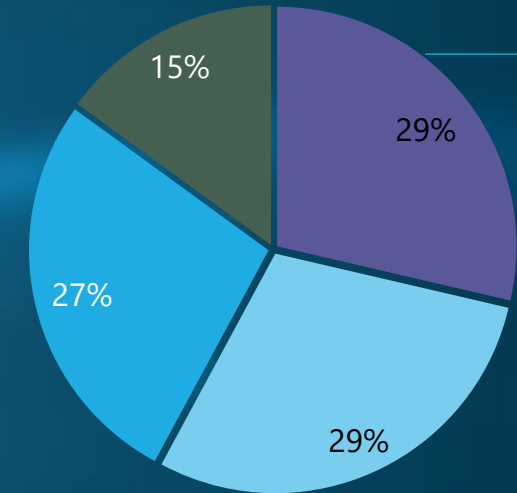


Other Enterprises



Space and Defence

FY25 – Revenue Breakdown by
application industry



- Higher Education and Research
- Information Technology and Information Technology Enabled Services
- Other Enterprises
- Space and Defence

KEY HIGHLIGHTS (CONT.)

Diverse Customer Base

Higher education and Research



IT & ITES



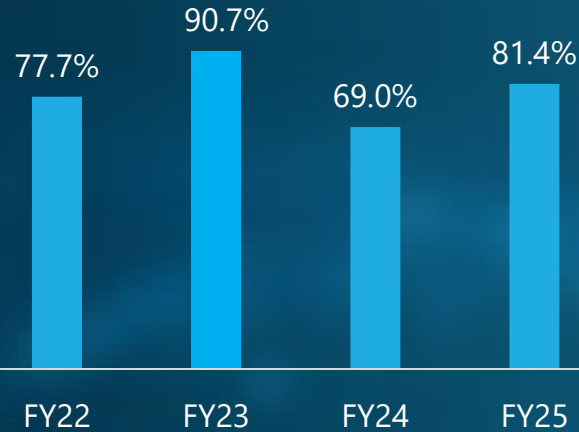
Space & Defence



Others



Revenue^ from Repeat Customers



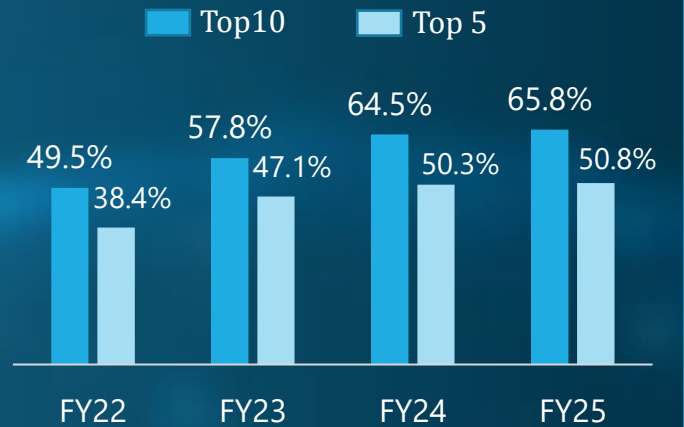
308

Repeat Customers (FY25)
Associated for over **5.6**
years using Fiscal 2016 as
the base

4.8
yrs

Average top 10 customer
age (FY25) using Fiscal
2016 as base

Customer Concentration^



9.79%

Customer
Accretion CAGR*

147

New clients onboarded
across diverse
industries in FY25

PROFIT & LOSS SUMMARY

₹ in millions

Particulars	Q4 FY25	Q4 FY24	YoY Change	Q3 FY25	QoQ Change	FY25	FY24	YoY Change
Operating Income	4,146.5	2,658.9	55.9%	3,339.9	24.1%	11,490.2	7,240.8	58.7%
Operating EBITDA	597.7	404.2	47.9%	439.4	36.0%	1,600.1	1,025.3	56.1%
Operating EBITDA Mrg (%)	14.4%	15.2%	(79)	13.2%	126	13.9%	14.2%	(23)
Other Income	25.0	39.4	(36.6%)	15.6	60.4%	93.9	118.9	(21.0%)
Finance Cost	11.9	28.3	(58.1%)	14.7	(19.3%)	40.9	62.1	(34.1%)
Depreciation	31.8	17.3	83.7%	31.0	2.4%	113.4	62.5	81.4%
PBT	579.0	398.0	45.5%	409.2	41.5%	1,539.7	1,019.6	51.0%
PAT	429.9	296.6	45.0%	303.2	41.8%	1,144.8	759.0	50.8%
PAT Margin (%)	10.3%	11.0%	(68)	9.0%	127	9.9%	10.3%	(43)
EPS ¹ (₹)	7.57	5.43	39.4%	5.38	40.8%	20.24	13.88	45.8%

1. Diluted EPS; non-annualised

KEY INVESTMENT HIGHLIGHTS

1



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

4



Long standing relationship with a marquee and diverse customer base

2



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

5



Track record of financial performance and consistent growth

3



Significant product development and innovation through R&D

6



Experienced Board & Senior Management Team

GROWTH DRIVERS

Opportunities to realize sustainable growth of the business



Strong Topline Visibility

Pipeline#
₹ **39,714 Mn**

L1#
₹ **3,628 Mn**

Order Book
₹ **3,252 Mn**



Enhanced Capabilities

State of the art new manufacturing facility with latest Surface Mount Technology (SMT) commissioned in May'24

AI native appliances with built-in GPU resource abstraction using Skylus.ai

Under our OEM partnership with NVIDIA, we have established a roadmap to design and develop AI GPU systems based on the world's most advanced NVIDIA Blackwell platform. This will solidify Netweb's technological leadership in the AI domain

Launched Intel Emerald Rapids & AMD Turin based 'Make in India' high-end computing servers



Enhanced Opportunities

Rising investments in Generative AI infra by Govt & Large enterprises, especially to cater to demand generated by indigenous LLMs

Heavy adoption of Private Cloud across sectors

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

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



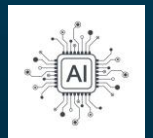
Expanding Product Portfolio

Introduced Skylus.ai, a unified solution to set up a GPU-based AI infrastructure on the go

Forayed into developing new product lines, viz., Network Switches

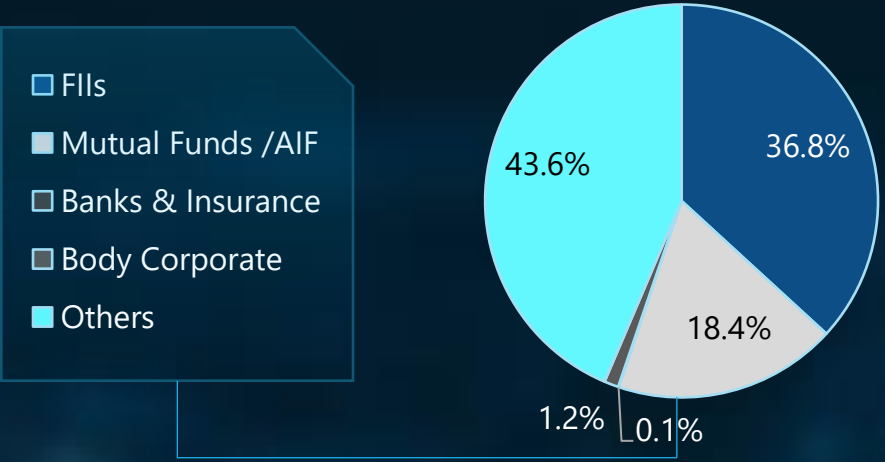
On-prem AI Sovereign cloud for demand of contemporary data & AI workloads

Container Platforms replacing Virtualization Platforms

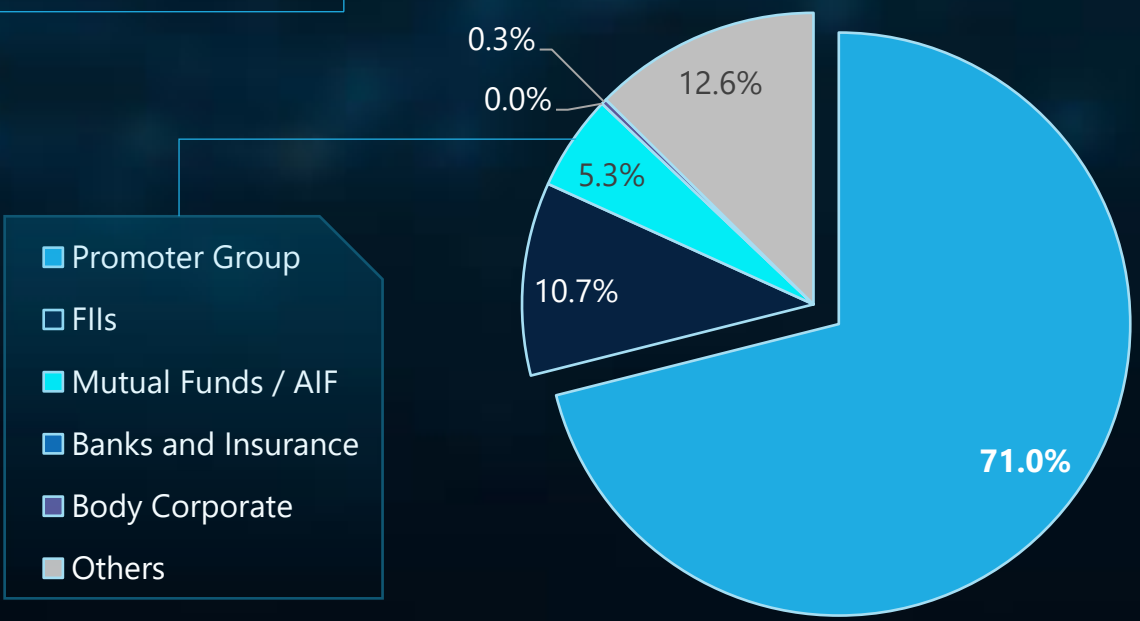


SHAREHOLDING PATTERN (MARCH 2025)

Non-Promoter Shareholding



Total Shareholding



Key Institutional Shareholders

Goldman Sachs Managed Funds
ICICI Prudential Mutual Fund
Vanguard Total International Stock Index Fund
Tata Mutual Fund
The Regents Of The University Of California
Invesco India Mutual Fund
Nomura Funds
Invesco India Equity Fund
iShares MSCI ETF (BlackRock)
Eastspring Investments India Fund

Thank You



Chief Financial Officer

Ankit Kumar Singhal
Email: ankit.singhal@netwebindia.com

Investor Relations Advisor

Sanjeev Sancheti
Email: ir@uirtus.in

IPO FUND UTILIZATION

₹ in millions

Objects of the Issue as per Prospectus		Objects of the Issue ¹	Amount Utilized as on 31.03.2025
Funding our CAPEX Requirements	Civil Construction	73.1	73.1
	Purchase of Equipment	136.6	136.6
Funding our long-term Working Capital Requirements		1,280.2	1,280.2
Repayment or Pre-payment of loans		225.0	225.0
General corporate purposes		225.3	225.3
Total		1,940.2	1,940.2

1: Upon revision of Objects of the Issue, the Surplus amount INR 113.14 million of IPO Proceeds under “Funding our CAPEX requirements” Category has been transferred to “General Corporate Purposes” category vide board resolution dated March 24, 2025. Further such transfer is within allowable limits (i.e. 25% of gross proceeds) as mentioned in the offer document.

QUARTERLY KEY HIGHLIGHTS

Cash Conversion Cycle Break-up

Particulars	Mar'24	Dec'24	Mar'25
Receivable Days	85	96	87
Inventory Days	43	67	54
Payable Days	(58)	(75)	(67)
Cash Conversion Cycle	69	88	73

Note: All day's calculation are based on Operating Income. Dec,24 days are Annualized.