

Date: 29.01.2025

|  |  |
|--|--|
| To,<br>The Manager<br>Listing Department<br>BSE Limited<br>Phiroze Jeejeebhoy Towers Dalal Street<br>Mumbai- 400001<br>Scrip Code: <b>543945</b> | To,<br>The Manager<br>Listing Department<br>National Stock Exchange of India Limited<br>Exchange Plaza, Bandra Kurla Complex<br>Bandra East, Mumbai- 400051<br>Scrip Code: <b>NETWEB</b> |
|--|--|

**SUBJECT: INTIMATION OF PRESS RELEASE**

Dear Sir/ Madam,

Please find enclosed herewith the Press Release on the **Update on certain global developments in the space of AI and its impact on Netweb Technologies' business.**

Kindly take the same on record.

**Thanking you,  
For Netweb Technologies India Limited**

Lohit Chhabra  
Company Secretary & Compliance Officer  
M.NO A36610

## Press Release

### Update on certain global developments in the space of AI and its impact on Netweb Technologies' business

---

**Delhi - NCR, 29th January 2025:** Netweb Technologies India Limited (Netweb), India's leading Indian origin, owned and controlled OEM in the space of High-End Computing Solutions (HCS). Netweb offers a full stack of products and solutions to various end user industries such as IT, ITES, BFSI, National Data Centers and Govt. entities such as Defence, Education and R&D Institutions.

In light of the recent global news regarding the emergence of DeepSeek - a new AI large language model (LLM) platform, we would like to provide clarity on its potential impact, if any, on Netweb's growth trajectory.

As a leader in high-end computing, with AI as an important vertical, we view the emergence of DeepSeek as a significant opportunity for our business growth. This perspective is based on the following three key factors:

- 1. Market Expansion:** DeepSeek paves the way for inclusive AI adoption, expanding the market further. By lowering the cost barriers associated with advanced technology, it enables a wider range of customers—previously hesitant due to high adoption costs—to access and utilize appropriate computing resources. This empowers them to leverage AI effectively for addressing their business challenges, driving greater demand for our solutions.
- 2. GPU-Neutral Solutions:** Netweb's AI solutions portfolio is designed to provide multi-GPU/APU platforms that cater to both inference and training architectures. Our offerings include hardware, middleware, and utilities that seamlessly integrate with end-user applications like DeepSeek. As such, the performance acceleration enabled by platforms like DeepSeek will drive greater adoption of our solutions.
- 3. Government and Enterprise Adoption:** The third and critically important factor is that the adoption of platforms like DeepSeek aligns with the interests of local governments and enterprises. This will accelerate the development of similar platforms within India. The Indian government's current AI policies explicitly emphasize "developing indigenous large language models and domain-specific AI models" as a key pillar. This focus is aimed at harnessing global technological disruptions, which will further propel India's AI-driven efforts and investments. In fact, such disruptions will only hasten India's commitment to advancing its AI initiatives and allocating resources toward this transformative technology.

The above clearly demonstrates that evolving platforms and technologies will significantly boost the adoption of our AI solutions, reaffirming ample growth potential. These developments align seamlessly with our product and solution design strategies. As a result, we do not view these advancements as a threat to our business; rather, we see them as a catalyst for further growth and innovation.

Netweb's fundamentals remain robust, both technologically and financially. This is reflected in our consistent growth over the last few years

- **Revenue Growth:** We have consistently achieved strong year-on-year growth. In FY24, our revenue from operations increased by over 62%, and in the 9MFY25, it grew by more than 60% on a significantly higher base. This demonstrates our ability to sustain robust growth momentum even as we scale
- **Strong Order Pipeline:** Order book - ₹3,603 Mn; L1 ₹3,481 Mn; Pipeline ₹38,149 Mn as on 31<sup>st</sup> December 2024
- **R&D and Manufacturing:** R&D driven In-house design and manufacturing capabilities enable us to produce technology-agnostic, world's latest compute platforms

## Future Outlook and Market Positioning

With a strong business pipeline, continuous enhancements to our capabilities, and ongoing product expansion, we are strategically positioned for sustained growth while preserving our leadership in technology. Our roadmap for the future growth is guided by the following key pillars:

1. Curated product lines designed to be resilient against sudden disruptions, with each line offering robust growth potential. We would like to reiterate that our business model is underpinned by three key growth pillars: i) High performance computing (Supercomputing / HPC) systems (representing over 30% of our revenue), ii) Private Cloud & HCI (over 30% of our revenue), and iii) AI Systems (more than 14%). The growth-driving technologies within these product lines provide ample headroom for continued expansion and a clear roadmap for the coming years
2. Our products and solutions are strategically positioned in the market, becoming the preferred alternatives to many globally recognized technology platforms for customers' high-end data center and computational needs. Thanks to our continuous product innovation and competitive pricing, we are confident that our offerings will drive significant disruption in the technology space in the years ahead
3. Following the completion of our recent capability enhancements, our capital expenditure requirements to support near-term growth will be minimal. This will go a long way in assuring that we continue to maintain strong return ratios

Netweb distinguishes itself as a leading technology OEM with a unique market position and a clear path for sustained growth in the years ahead. The trust of our investors is of utmost importance to us, and we are fully committed to delivering long-term value to our shareholders. We remain focused on surpassing our guidance and solidifying our leadership in the High-end Computing space.

Thank you for your continued confidence and support.

## About Netweb Technologies

*Netweb is India's leading high-end computing solutions (HCS) provider, with fully integrated design and manufacturing capabilities. Netweb's HCS offering comprises HPC, Private cloud and HCI, AI systems and enterprise workstations, High performance storage (HPS) and Data Centre Servers. Founded in 1999, and headed by Mr. Sanjay Lodha, Chairman and Managing Director, Netweb has helped many companies globally by following a customer centric approach. Netweb has manufacturing facility in Delhi - NCR and 18 offices across India. Netweb got listed at NSE and BSE in July 2023.*

**For further information, please contact:**

**Swapnil**

Phone: +91 9650409969

Email: [swapnil@netwebindia.com](mailto:swapnil@netwebindia.com)