

Date: 31.07.2025

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| 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 |
|--|--|

SUBJECT: EARNING PRESENTATION ON THE FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE 2025

Dear Sir/ Madam,

Please find enclosed herewith the Earning Presentation on the unaudited standalone financial results for the quarter ended on June 30, 2025.

Kindly take the same on record.

Thanking You,

Yours faithfully

For **Netweb Technologies India Limited**

Lohit
Chhabra

Digitally signed by
Lohit Chhabra
Date: 2025.07.31
16:58:36 +05'30'

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

Q1'FY26 - Earnings Presentation

July 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 15 times in the world's top 500 supercomputers

Q1 FY26 FINANCIAL METRICS



Revenue from Operation: ₹ 3,012.1 Million
Customers: Govt. (59.5%) vs Non-Govt. (40.5%)



Op EBITDA Margin: 14.9%



PAT Margin: 10.1%



ROCE*: 30.6%



ROE*: 22.4%

SNAPSHOT OF OUR HCS OFFERINGS

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



MANAGEMENT COMMENTARY

"We are pleased to announce that the strong growth momentum has continued into Q1 FY26, delivering another quarter of excellent performance. Our operating income grew by 101.7% year-on-year to ₹3,012.1 million, reflecting the robust demand environment and our continued focus on disciplined execution. Operating EBITDA rose by 127.2% YoY, with a margin of 14.9%. Profit after tax increased by 100.0% YoY to ₹304.8 million, with a margin of 10.1%; further validating the strength and scalability of our business model.

In the quarter gone by, we successfully executed a large AI order in the critical defence sector. We firmly believe that a country's defence strength in today's world is not just defined by its military firepower alone, but increasingly by its technological superiority.

This performance reflects our unwavering commitment to in-house design and manufacturing of next-generation systems, in alignment with the 'Make in India' vision, and contributing meaningfully to India's emergence as a global hub for high-tech manufacturing.

India's rapidly evolving AI ecosystem supported by vibrant research, growing enterprise adoption, and government-led initiatives to develop indigenous large language models (LLMs) presents significant innovation opportunities. Netweb is well positioned to capitalise on this momentum with a focused approach across its three growth pillars: High Performance Computing (HPC), Private Cloud, and AI Systems.

In Q1 FY26, AI continued to be a major growth driver, contributing 29.0% of operating revenue, with 300.0% YoY growth. Reinforcing our progress in this space, we launched Skylus.ai in FY25; a unified, composable GPU orchestration platform that enables rapid deployment and optimisation of AI infrastructure. Skylus.ai strengthens our capabilities in AI systems and contributes to India's vision of becoming the AI factory of the world.

Our strong order book, expanding capabilities, and ongoing investments in innovation and talent position us for sustained growth and technological leadership."



KEY HIGHLIGHTS

Profit and Loss Summary



₹ in millions

| | Operating Income | Operating EBITDA* | PBT* | PAT* |
|--------------|---------------------|----------------------|---------|---------|
| Q1 FY26 | 3,012.1 | 448.0 | 416.1 | 304.8 |
| Growth (YoY) | 101.7% | 127.2% | 103.9% | 100.0% |
| Growth (QoQ) | (27.4)% | (24.4)% | (27.5)% | (28.5)% |
| Margin | | 14.9% | 13.8% | 10.1% |

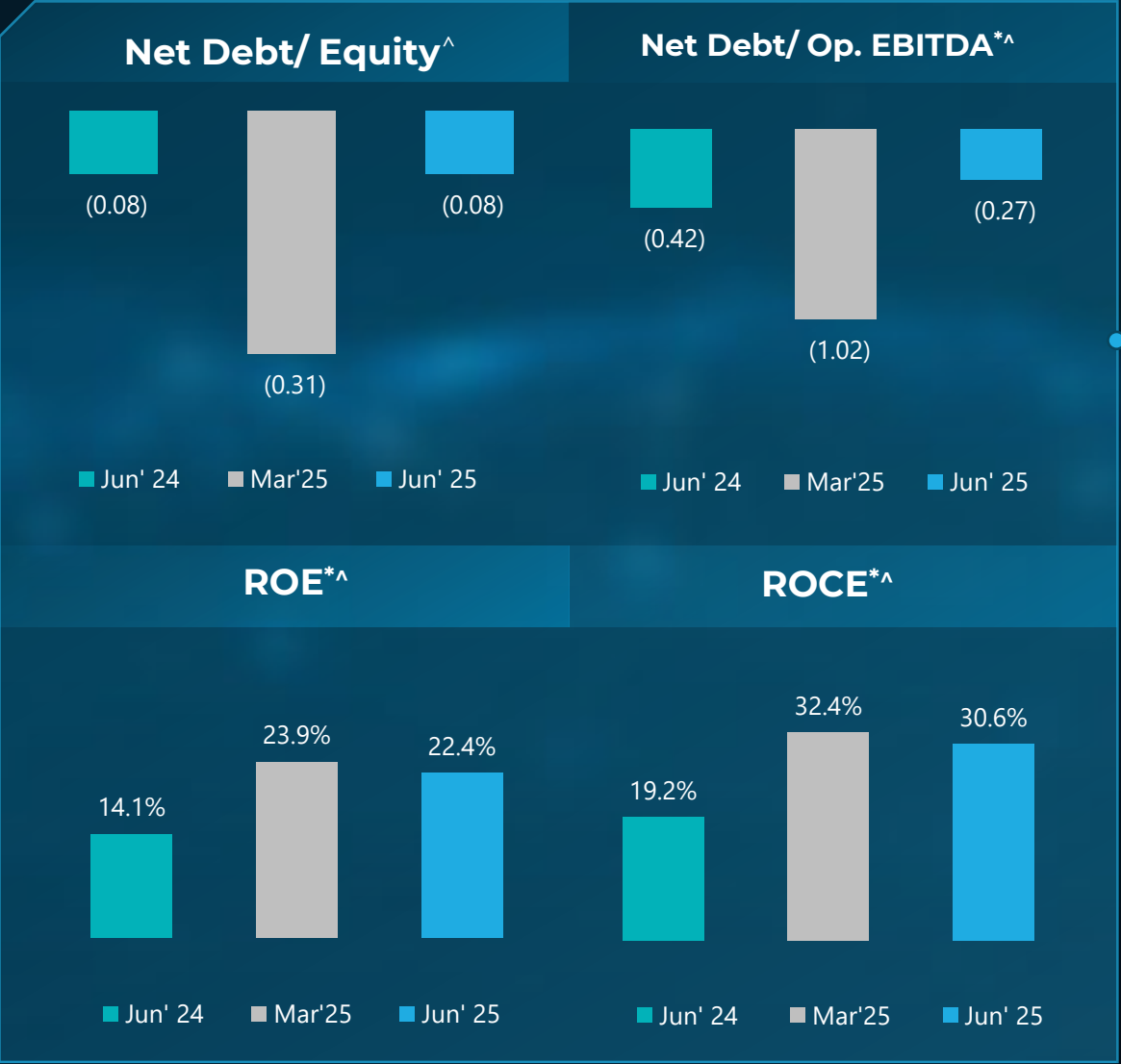
**Previous periods numbers have been changed in accordance with change in accounting policy for valuation of Raw Materials, Finished Goods and Work in Progress from First In First Out (FIFO) to moving weighted average cost method. The impact not material.*

KEY HIGHLIGHTS (CONT.)

Balance Sheet Summary



| ₹ in millions | | | |
|---|---------|-----------|---------|
| Particulars | Jun'24 | Mar'25 | Jun'25 |
| Equity Share Capital | 112.7 | 113.3 | 113.3 |
| Other Equity^ | 4,279.8 | 5,178.5 | 5,492.2 |
| Net Worth^ | 4,392.6 | 5,291.8 | 5,605.5 |
| Borrowing | 15.4 | 12.7 | 26.0 |
| Lease Liabilities | 74.8 | 66.8 | 115.3 |
| Cash and Cash Equivalent | 420.1 | 1,700.8 | 616.5 |
| Net Debt | (330.0) | (1,621.3) | (475.2) |
| Net Fixed Assets | 469.5 | 561.1 | 600.7 |
| Net Current Assets#^ | 3,536.9 | 3,023.7 | 4,456.6 |
| Ratios | | | |
| Gross Fixed Asset Turnover Ratio ¹ | 13.3 | 22.3 | 20.5 |
| Cash Conversion Cycle* ^{2^} | 128 | 73 | 111 |



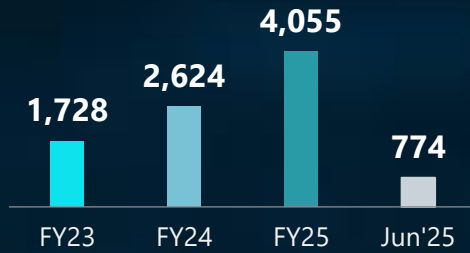
*June data are annualized. ^Previous periods numbers have been changed in accordance with change in accounting policy for valuation of Raw Materials, Finished Goods and Work in Progress from First In First Out (FIFO) to moving weighted average cost method. The impact not material.

#Net Current Assets calculation excludes Short-term Borrowing, Short-term Lease Liability & Cash & Cash Equivalents as they are part of Net Debt. ; 1 Gross Fixed Asset Turnover Ratio excludes ROU, and calculated on average gross assets for the period; 2 Cash Conversion Cycle is based on Operating Income.

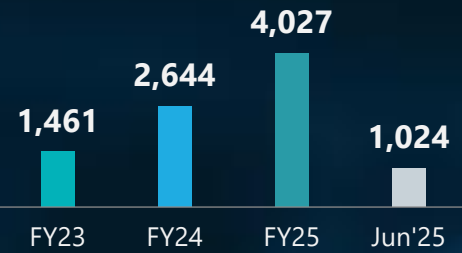
KEY HIGHLIGHTS (CONT.)

Revenue breakup – HCS Offering

₹ in Millions



High performance computing (Supercomputing / HPC) systems



Private cloud and hyperconverged infrastructure (HCI)



AI systems and enterprise workstations

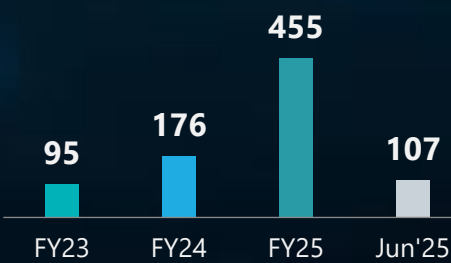
₹ in Millions



High performance storage (HPS/Enterprise Storage) solutions

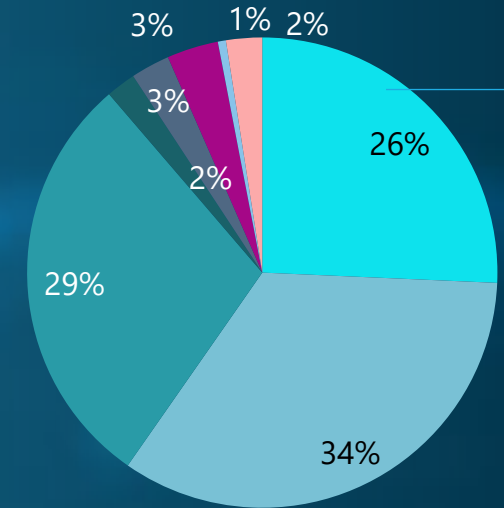


Data Centre servers



Software and services for HCS offerings

Jun'25 – Revenue Breakdown by offerings

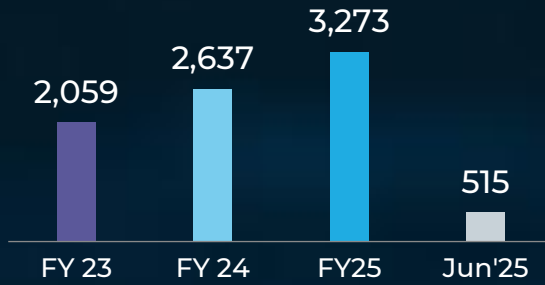


- Supercomputing / HPC Systems
- Private cloud & HCI
- AI & enterprise workstations
- HPS solutions
- Data centre server
- Software & service for HCS offerings
- Network Switches
- Spare & others

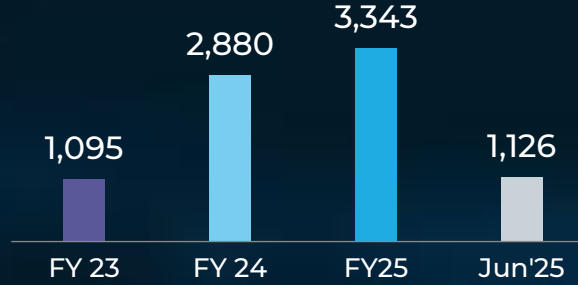
KEY HIGHLIGHTS (CONT.)

Revenue breakup – Application Industry

₹ in Millions

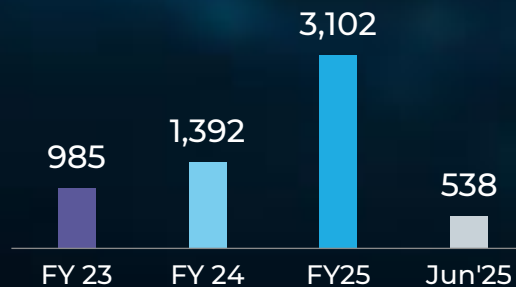


Higher Education and Research

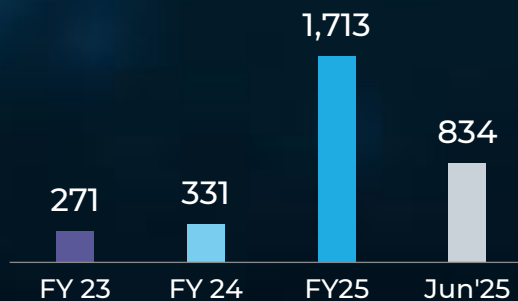


Information Technology and
Information Technology Enabled
Services

₹ in Millions

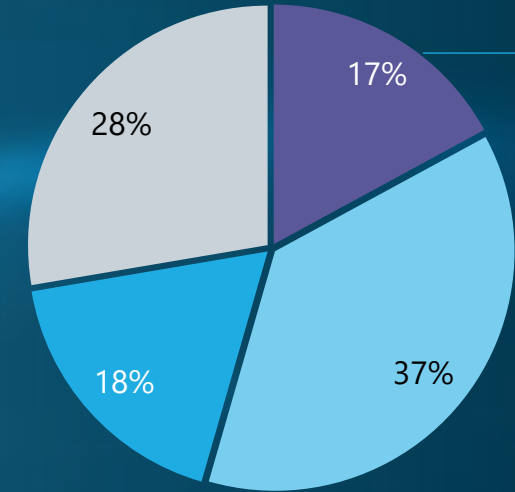


Other Enterprises



Space and Defence

Jun'25 – Revenue Breakdown by
application industry



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

Netweb[®]
TECHNOLOGIES

Higher education and Research



IT & ITES



Others



GRAVITON
RESEARCH CAPITAL LLP

**Securities Research**

| Fiscal Year | Percentage |
|-------------|------------|
| FY22 | 77.7% |
| FY23 | 90.7% |
| FY24 | 69.0% |
| FY25 | 81.4% |
| Q1'FY26 | 72.7% |

137 Repeat Customers
(Q1'FY26) Associated for
over **5.5 years** using Fiscal
2016 as the base

4.6
yrs

Average top 10 customer age (Q1'FY26) using Fiscal 2016 as base

| Period | Top 10 (%) | Top 5 (%) |
|---------|------------|-----------|
| FY22 | 49.5% | 38.4% |
| FY23 | 57.8% | 47.1% |
| FY24 | 64.5% | 50.3% |
| FY25 | 65.8% | 50.8% |
| Q1'FY26 | 81.0% | 67.9% |

9.51% Customer Accretion CAGR*

23

New clients onboarded across diverse industries in Q1'FY26

*Note: *CAGR FY20 –Q1'FY26, ^As a % of revenue from operations excludes other operating revenue;*

PROFIT & LOSS SUMMARY

₹ in millions

| Particulars | Q1 FY26 | Q1 FY25 | YoY(%) | Q4 FY25 | QoQ(%) | FY25 |
|---------------------------|---------|---------|---------|---------|----------|----------|
| Operating Income | 3,012.1 | 1,493.2 | 101.7% | 4,146.5 | (27.4%) | 11,490.2 |
| Operating EBITDA* | 448.0 | 197.21 | 127.2% | 592.6 | (24.4%) | 1,590.4 |
| Operating EBITDA Mrg (%)* | 14.9% | 13.2% | 167 bps | 14.3% | 58 bps | 13.8% |
| Other Income | 11.1 | 38.9 | (71.6%) | 25.0 | (55.8%) | 93.9 |
| Finance Cost | 9.8 | 7.8 | 26.2% | 11.9 | (17.6%) | 40.9 |
| Depreciation | 33.2 | 24.3 | 36.9% | 31.8 | 4.6% | 113.4 |
| PBT* | 416.2 | 204.1 | 103.9% | 573.9 | (27.5%) | 1,530.0 |
| PAT* | 304.8 | 152.4 | 100.0% | 426.1 | (28.5%) | 1,137.5 |
| PAT Margin (%)* | 10.1% | 9.9% | 14 bps | 10.2% | (13) bps | 9.8% |
| EPS ¹ (₹)* | 5.38 | 2.70 | 99.3% | 7.50 | (28.3%) | 20.11 |

1. Diluted EPS; non-annualised

*Previous periods numbers have been changed in accordance with change in accounting policy for valuation of Raw Materials, Finished Goods and Work in Progress from First In First Out (FIFO) to moving weighted average cost method. The impact not material.

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#
₹ 41,421 Mn

L1#
₹ 4,640 Mn

Order Book
₹ 2,299 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



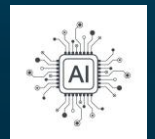
Expanding Product Portfolio

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

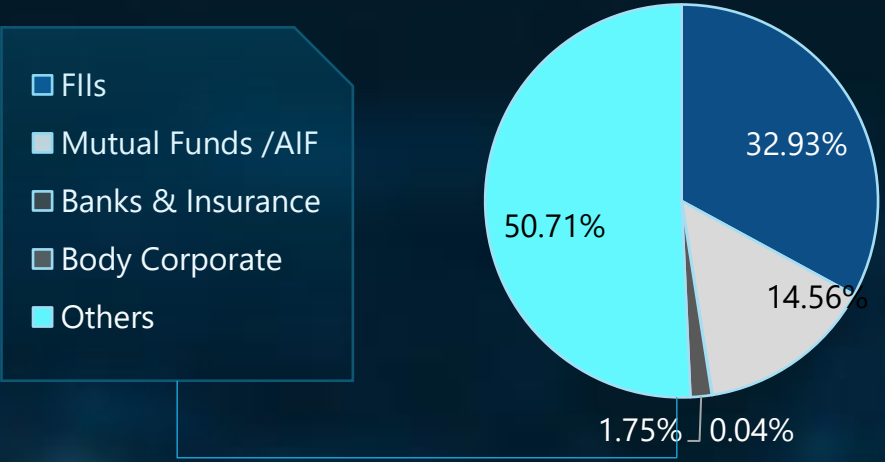
On-prem AI Sovereign cloud for demand of contemporary data & AI workloads

Container Platforms replacing Virtualization Platforms

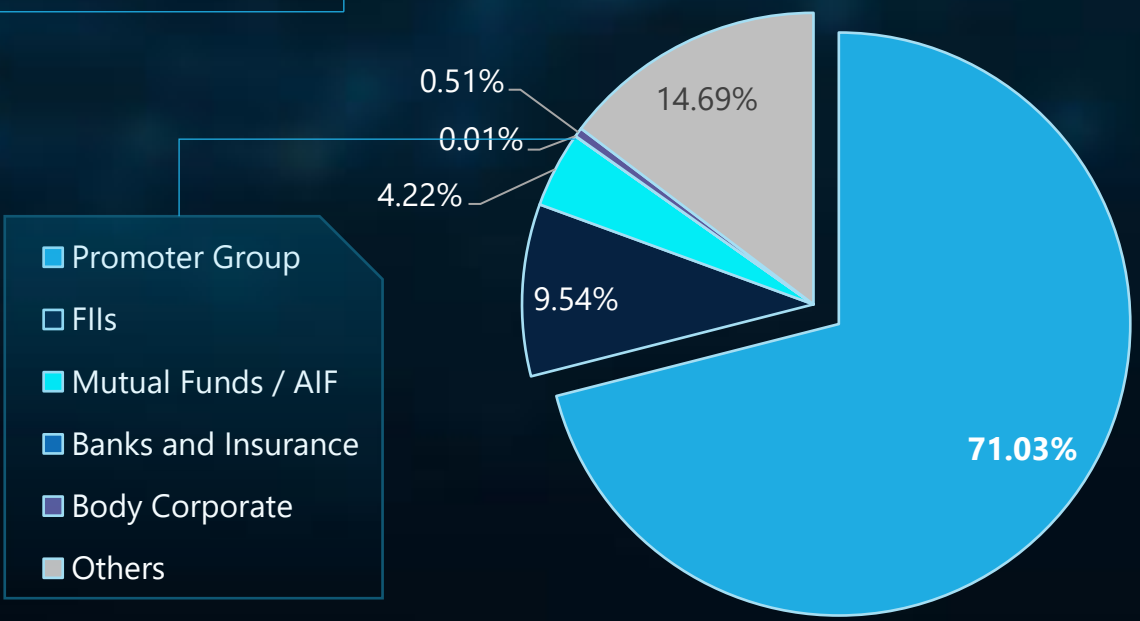


SHAREHOLDING PATTERN (JUNE 2025)

Non-Promoter Shareholding



Total Shareholding



Key Institutional Shareholders

| |
|---|
| Goldman Sachs Managed Funds |
| ICICI Prudential Mutual Fund |
| Vanguard Total International Stock Index Fund |
| The Regents Of The University Of California |
| Tata Mutual Fund |
| Nomura Funds |
| iShares MSCI ETF (BlackRock) |
| Eastspring Investments India Fund |
| Bank of India Mutual Fund |
| Nippon Life Mutual Fund |

Thank You



Chief Financial Officer

Ankit Kumar Singhal

Email: ankit.singhal@netwebindia.com

Investor Relations Advisor

Sanjeev Sancheti

Email: ir@uirtus.in

QUARTERLY KEY HIGHLIGHTS

Cash Conversion Cycle Break-up

| Particulars | Jun'24 | Mar'25 | Jun'25 |
|-----------------------|--------|--------|--------|
| Receivable Days | 127 | 87 | 124 |
| Inventory Days* | 79 | 53 | 72 |
| Payable Days | (77) | (67) | (84) |
| Cash Conversion Cycle | 128 | 73 | 111 |

Note: All day's calculation are based on Operating Income. Jun'24 and Jun'25 days are Annualized.

**Previous periods numbers have been changed in accordance with change in accounting policy for valuation of Raw Materials, Finished Goods and Work in Progress from First In First Out (FIFO) to moving weighted average cost method. The impact not material.*