



TECHNOLOGIES LIMITED

ESCONET TECHNOLOGIES LIMITED

UNLOCKING DIGITAL BHARAT OPPORTUNITY

INVESTOR PRESENTATION
FEBRUARY 2024

MAKE IN INDIA

DISCLAIMER

It is to be distinctly understood that submission of the Red Herring Prospectus to the Securities and Exchange Board of India (SEBI) should not in any way be deemed or construed that the same has been cleared or approved by SEBI. SEBI does not take any responsibility either for the financial soundness of any scheme or the project for which the issue is proposed to be made or for the correctness of the statements made or opinions expressed in the red herring prospectus. The Lead Merchant Banker, Corporate Capital Ventures Private Limited, has certified that the disclosures made in the Red Herring Prospectus are generally adequate and are in conformity with SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2018, in force for the time being. This requirement is to facilitate investors to make an informed decision when making an investment in the proposed issue.

It should also be clearly understood that while the company are primarily responsible for the correctness, adequacy and disclosure of all relevant information in the Red Herring Prospectus, the Lead Merchant Banker is expected to exercise due diligence to ensure that the company discharges its responsibility adequately in this behalf and towards this purpose, the lead merchant banker, Corporate Capital Ventures Private Limited have furnished to SEBI, a due diligence certificate.

The filing of the Red Herring Prospectus does not, however, absolve our company from any liabilities under the Companies Act, 2013 or from the requirement of obtaining such statutory and other clearances as may be required for the purpose of the proposed issue. SEBI further reserves the right to take up at any point in time, with the Book Running Lead Manager, any irregularities or lapses in the Red Herring Prospectus.



**IF DATA IS THE NEW OIL, THEN WE AT
ESCONET BUILD & MANAGE REFINERIES**

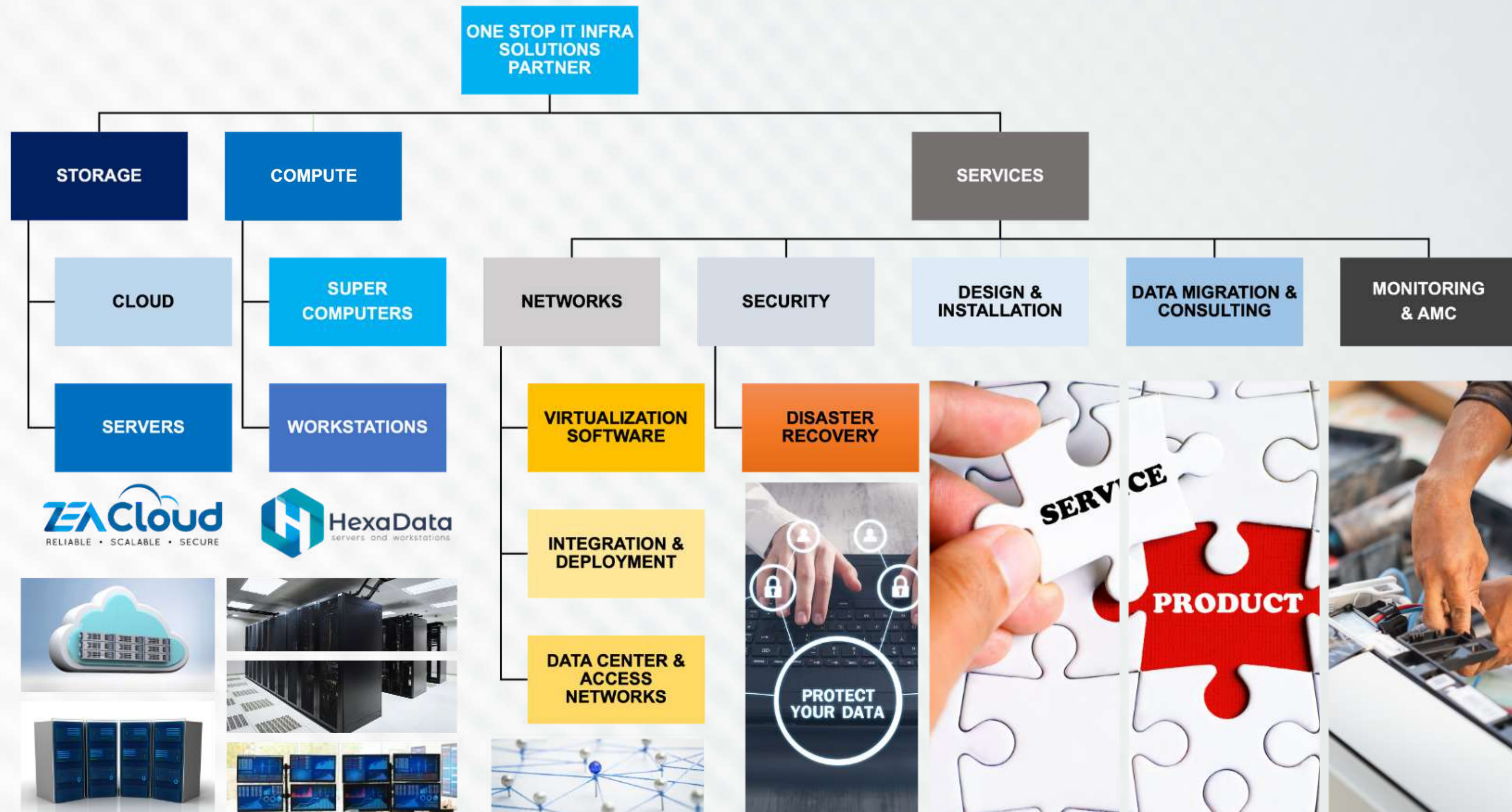


TOOK US A DECADE TO BUILD CREDENTIALS

	Robust Management Team led by highly experienced promoters	Integrated solutions suite accentuated by technical prowess in hardware and software	
	Reputed clientele and long-standing vendor partnerships	Presence in Delhi NCR - the centralised IT hub facilitating access to talent & clients	
	Timely investments in own manufacturing and brands - riding Make in India	Agility to deliver backed by scale and demonstrated reputation in customer service	
Profitable company with improving margins; Revenues breaching Rs. 100 crore mark in FY24			

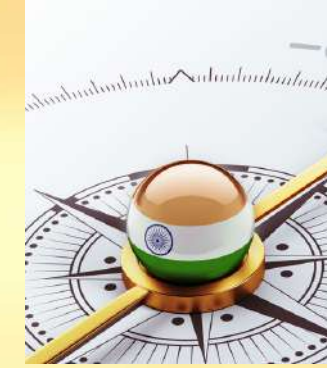
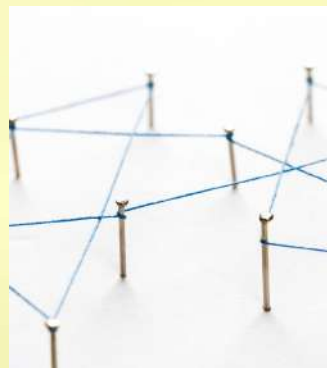



TODAY WE ARE A FAST GROWING INTEGRATED IT COMPANY



ATTRACTIVELY POISED TO CAPITALISE UPON OPPORTUNITIES

**DIGITAL INDIA MAKE IN INDIA ARTIFICIAL INTELLIGENCE MACHINE
LEARNING ROBOTICS & AUTOMATION EASE OF DOING BUSINESS BUSINESS
CONTINUITY BLOCKCHAINS PROCESS TRANSPARENCY REGULATIONS &
COMPLIANCES DISASTER RECOVERY DATA ANALYTICS ALGORITHM
SEAMLESS OPERATIONS STARTUP INDIA MSME \$5 TRLN ECONOMY VISION**



ESC  **net**

**LET'S START WITH HOW
HAVE WE COME HERE**



BIRD'S EYE VIEW

11

YEARS SINCE INCORPORATION

47

PEOPLE

500+

CLIENTS SERVED

20+

SECTORS SERVED

13+

TECHNOLOGY PARTNERS

5,000+

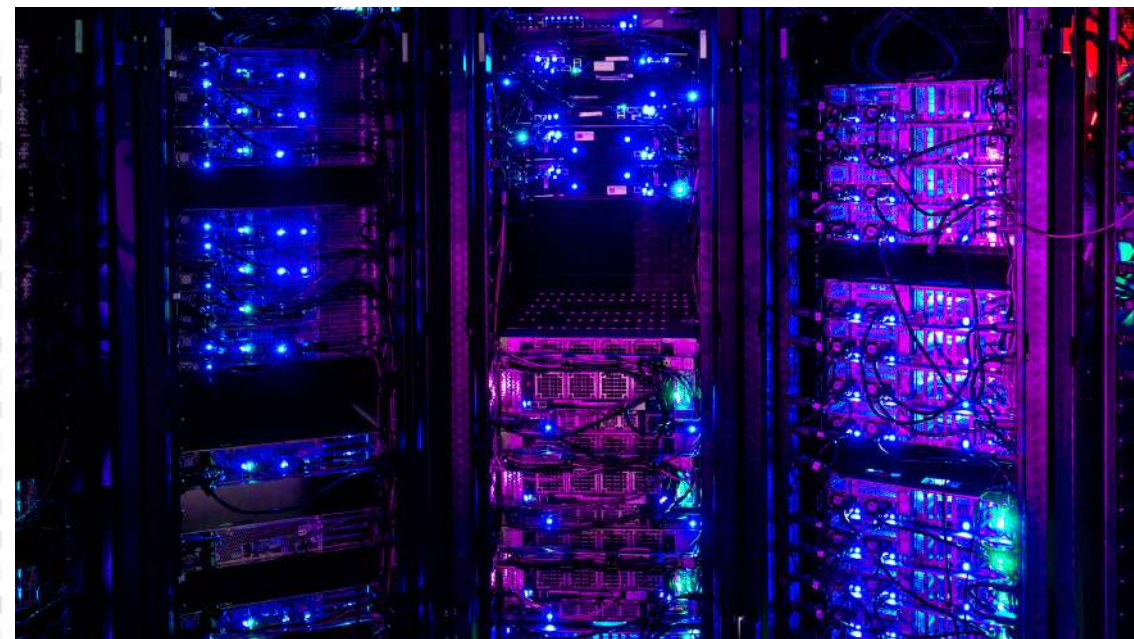
HEXADATA SERVERS & HIGH-PERFORMANCE
WORKSTATIONS SOLD SINCE 2018

~20 PETABYTES

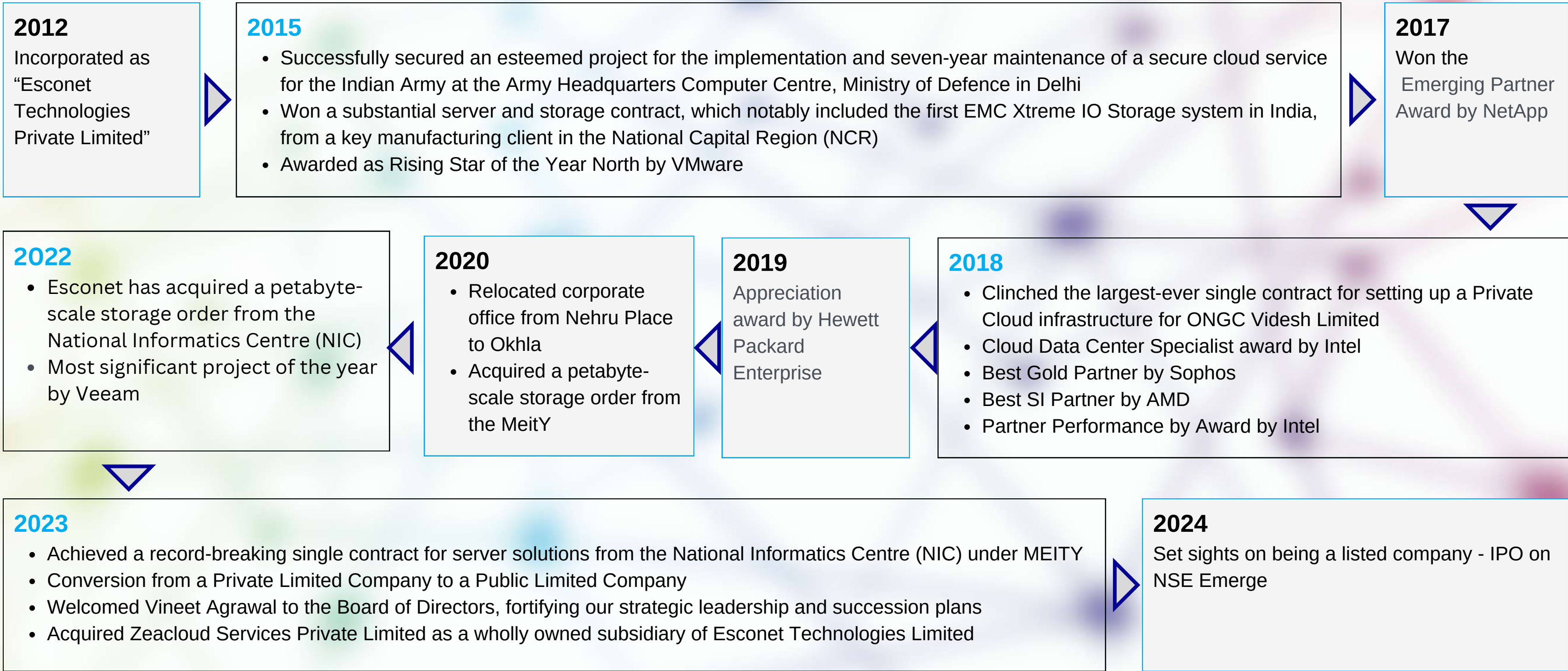
OF VARIED DATA STORAGE
SYSTEMS INSTALLED

40,000+

ETHERNET PORTS ALREADY DELIVERED ACROSS
DATA CENTRES AND CAMPUS NETWORKS



A DECADE'S JOURNEY OF CREATING VALUE



HIGHLY EXPERIENCED PROMOTER GROUP



SANTOSH KUMAR AGRAWAL, 54 YEARS
CHAIRMAN & MANAGING DIRECTOR

A second-generation entrepreneur, Santosh began his IT journey in 2003 with Electro Sales Corporation. Rooted in strong trust and values, he transformed the business in 2012 to Esconet Technologies, focusing on IT solutions, cloud computing, and fostering long-lasting relationships with clients. As a certified cloud architect and experienced IT Infrastructure Architect, Santosh is passionate about technology, data security, and disruptive innovations. He upholds the principles of integrity and excellence, ensuring his clients' highest levels of service. With expertise in IT infrastructure, cloud, and network design, Santosh specialises in private and hybrid cloud solutions. His extensive experience spans multiple verticals, including manufacturing, education, retail, and defense. Santosh's dedication to innovation, trust, and ethical business practices has positioned him as a prominent figure in the Indian IT infrastructure and cloud computing industry. Santosh holds an MBA degree.

SUNIL KUMAR AGRAWAL, 46 YEARS
WHOLE TIME DIRECTOR

Sunil is also a second-generation entrepreneur, and he embarked on his IT journey in 2003 with Electro Sales Corporation. He brings an innate knack for mechanical engineering and IT hardware. His entrepreneurial spirit, penchant for innovation and technical acumen played a pivotal role in the initiation and transformation of Esconet Technologies since 2012. Sunil's unique expertise extends to server architecture, where he has designed custom servers and computer workstations specifically tailored for Artificial Intelligence and Machine Learning applications. These designs are a testament to his long industry experience and ability to adapt to a rapidly evolving technological landscape. Sunil holds BCom. and LLB degrees.



VINEET AGRAWAL, 27 YEARS
WHOLE TIME DIRECTOR

A dynamic and ambitious third-generation entrepreneur with a keen aptitude for learning and a robust work ethic. Vineet joined the company formally in 2023 and, since then, has quickly distinguished himself in the fields of sales and marketing. As a fast learner and a hardworking executor, Vineet's dedication to excellence is evident in his approach to his role within the company. His youthful energy and innovative thinking are expected to contribute significantly to the growth and success of the company in the IT Infrastructure solution sales and services sector.



BACKED BY REPUTED INDEPENDENT BOARD

MUKESH CHAND JAIN

NON-EXECUTIVE INDEPENDENT DIRECTOR

Mr Jain commands over three decades of rich experience in various leadership roles across Corporate Finance and Corporate Law functions with marquee corporates, including Steel Authority of India Limited (SAIL), a Maharatna Public Sector company and International Coal Ventures Private Limited (ICVL). He was the Executive Director (Finance & Accounts) and Company Secretary of SAIL at the time of his superannuation on 30th June 2019. During the course of his professional experience, Shri Jain has handled various functions such as Costing, Budgeting, Funds Management, Project Finance, Due diligence, Company Law Compliances, SEBI Regulations, Board and Shareholders Management, etc. At present, he is practising in Company Law matters as an Arbitrator, Insolvency Professional and Registered Valuer. He joined the Board of Esconet Technologies in October 2023 as an Independent Director. Shri Mukesh Chand Jain is a Graduate of Commerce and Law from Delhi University. He is a qualified Company Secretary and a Cost Accountant.



GAURAV GUPTA

NON-EXECUTIVE INDEPENDENT DIRECTOR

Gaurav has a rich experience of almost 23 years in the IT and software industry. He is a Service focused Technology Strategist and Business Leader with CIO Level Success in Global Planning, IT Infrastructure- Setup, Operations, Program Management, Service design and delivery, Capacity/ Cost projections, IT Governance in diverse business scenarios/ domains, and an Innovative Change Agent in business. Proven Sales and pre-sales Strategy, Planning and execution capabilities with a successful track record. He holds a Bachelor's Degree in Science.

ASHI JAIN, 36 YEARS

NON-EXECUTIVE INDEPENDENT DIRECTOR

Ashi commands experience of almost 8 years; as a practising Company Secretary, she has served clients of various sectors. Besides being a proprietor, she is an excellent communicator with exceptional skills, including relationship management and problem-solving capabilities. She has excellent dealing with the MCA portal and websites of other authorities like the Company Law Board (CLB), SEBI, Stock Exchange (SE), etc.



SUPPORTED BY REPUTED PROFESSIONALS



Sivamani



Sunil Kaushik
Chief Operating Officer



Himanshu Purohit
Chief Finance Officer



Ashok Gupta
President Accounts &
Finance



Shikha Rawat
Deputy General Manager
HR



Dinesh Kaushik
Sales Head Enterprise



Rajnish Pandey
Company Secretary



V A Ganesh
Sales Head Govt & PSU



Manish Sharma
Sales Head SME



Mayank Sharma
Sales Head HexaData



Sanjeev Shrivastava
Inside Sales Lead



Chandrik Dixit
Pre-Sales Head



Neeraj Mehra
Services Delivery Lead

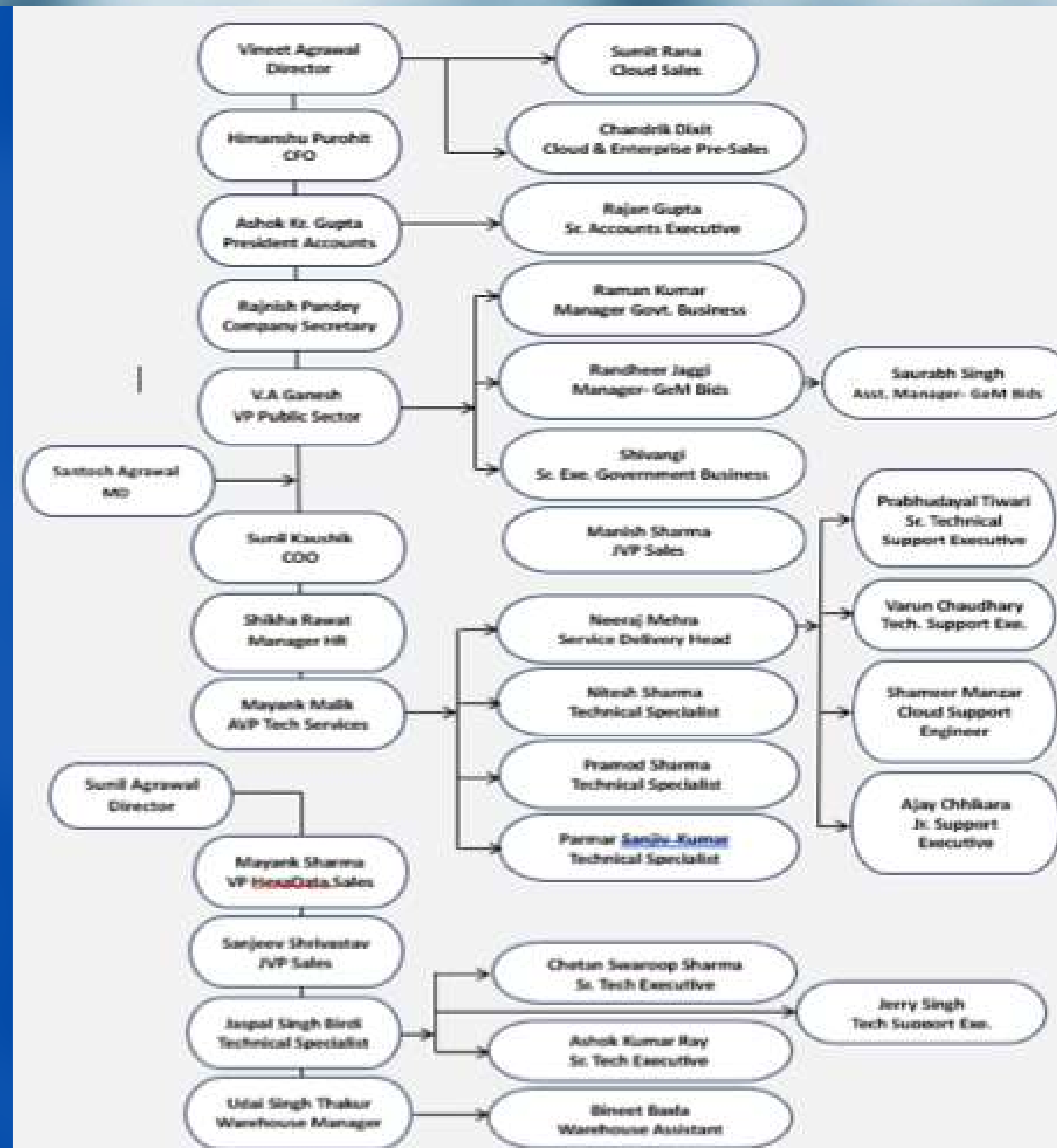


Mayank Malik
Technical Support Lead



Jaspal Singh Birdi
HexaData QC Lead

ORGANISATION CHART



WORLD CLASS PRODUCT PORTFOLIO

1.

HEXADATA HARDWARE

HEXADATA - SUPERCHARGED FOR PERFORMANCE

- **Super Computers** - powered by NVIDIA GPGPUs
- **Servers**
 - High-Density Servers
 - Pedestal Servers
 - Rackmount Servers
 - Multi GPGPU Servers
- **Workstations**
 - Pedestal Workstations
 - Rackmount Workstations
- **Data Storage Systems**
 - **Automated Disaster Recovery Solutions**



ZEACLOUD SERVICES - THE FUTURE IS IN THE CLOUD

- **Disaster Recovery as a Service**
- **Private Cloud**
- **Managed Cloud Services**
- **Dekstop as a Service**



DEDICATED DATA CENTERS IN MUMBAI AND NOIDA

2.

PRODUCTS AND SOLUTIONS AS A PREMIUM RESELLER

- Servers and Graphics Workstations
- Comprehensive Data Storage Solutions, including Software Defined Storage Systems
- Virtualization software for Servers, Desktops, and Applications
- Backup and Disaster Recovery solutions
- Datacentre and Access Networks
- Advanced Software Defined Networks
- Network Security tools, both hardware, and software-based
- Email Communication Systems complemented by robust Email Security
- Databases with an emphasis on High Availability
- Cutting-edge Log Management and Analytics software

ADVANTAGE HEXADATA SUPER COMPUTERS

- Engineered with the latest NVIDIA GPGPU technology
- Bona fide supercomputers in a box
- Built to tackle the most complex data-intensive tasks, Hexadata
- Optimised for high-speed data processing, AI, ML and advanced simulations - previously possible only on dedicated supercomputing clusters

3.

SERVICES PORTFOLIO

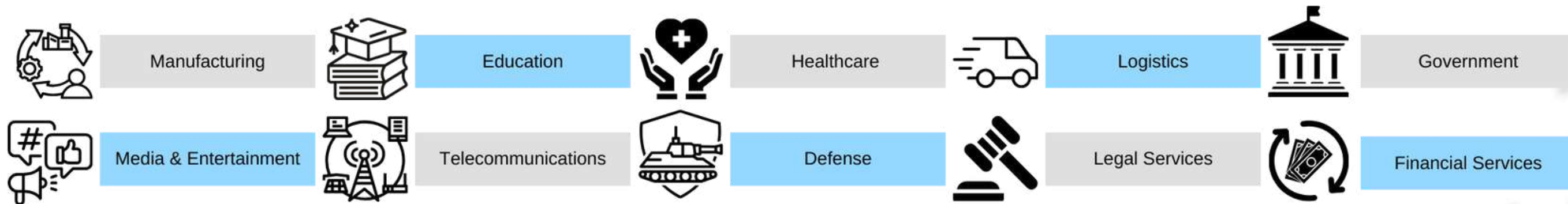
- IT Hardware Installation and Configuration
- Deployment and seamless integration of diverse IT Infrastructure Software
- Comprehensive Infrastructure Management & Monitoring
- Expertise in Private Cloud Setup and Management
- Reliable Annual Maintenance Services
- Managed Backup and Disaster Recovery Solutions
- Efficient Data Migration Services
- Expert Consulting Services.



MARQUEE TECHNOLOGY PARTNERS



REPUTED CLIENTELE ACROSS SECTORS

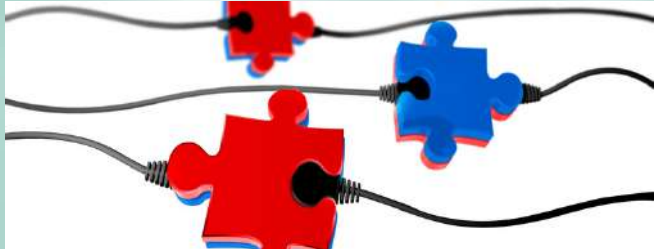
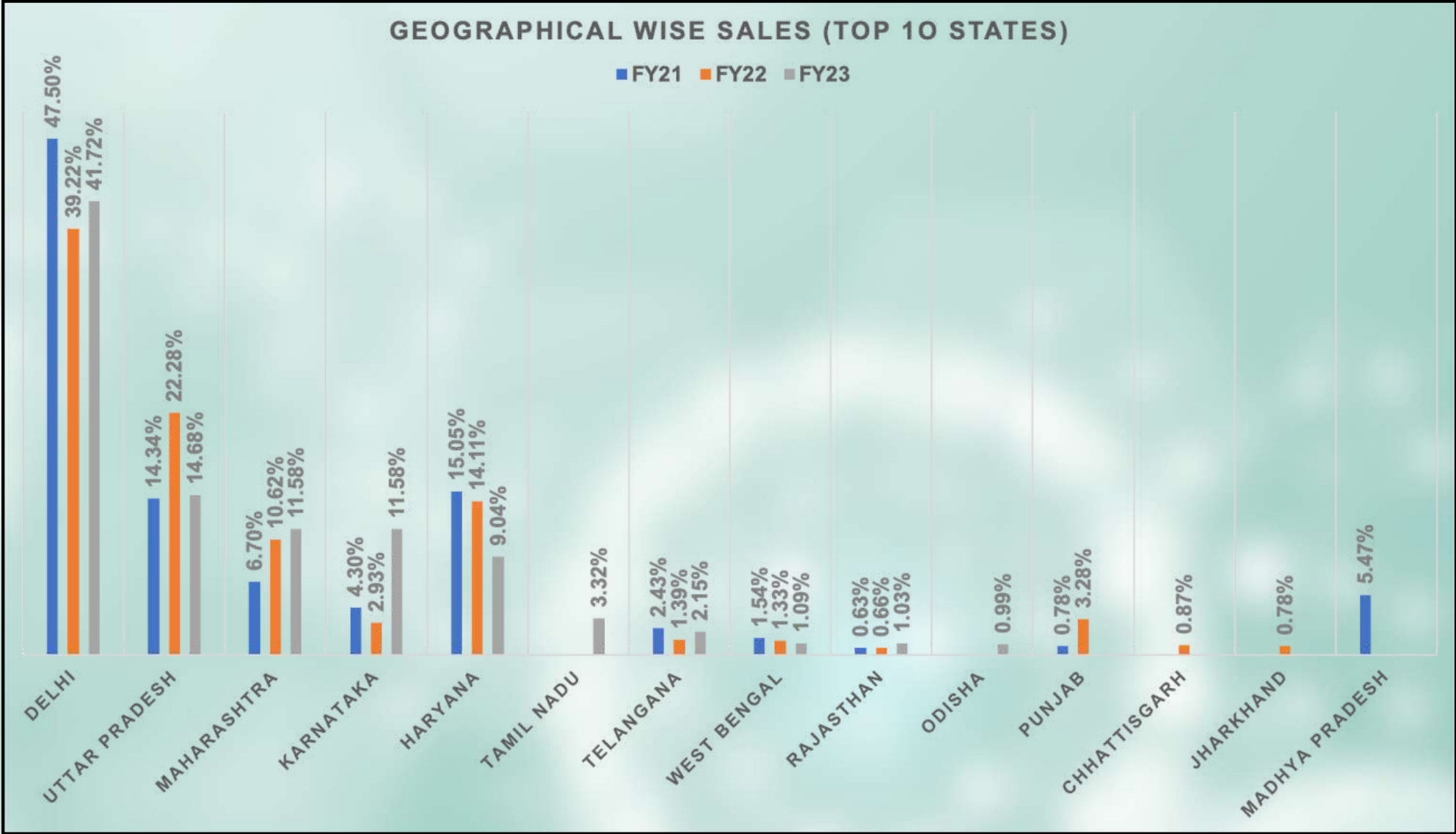
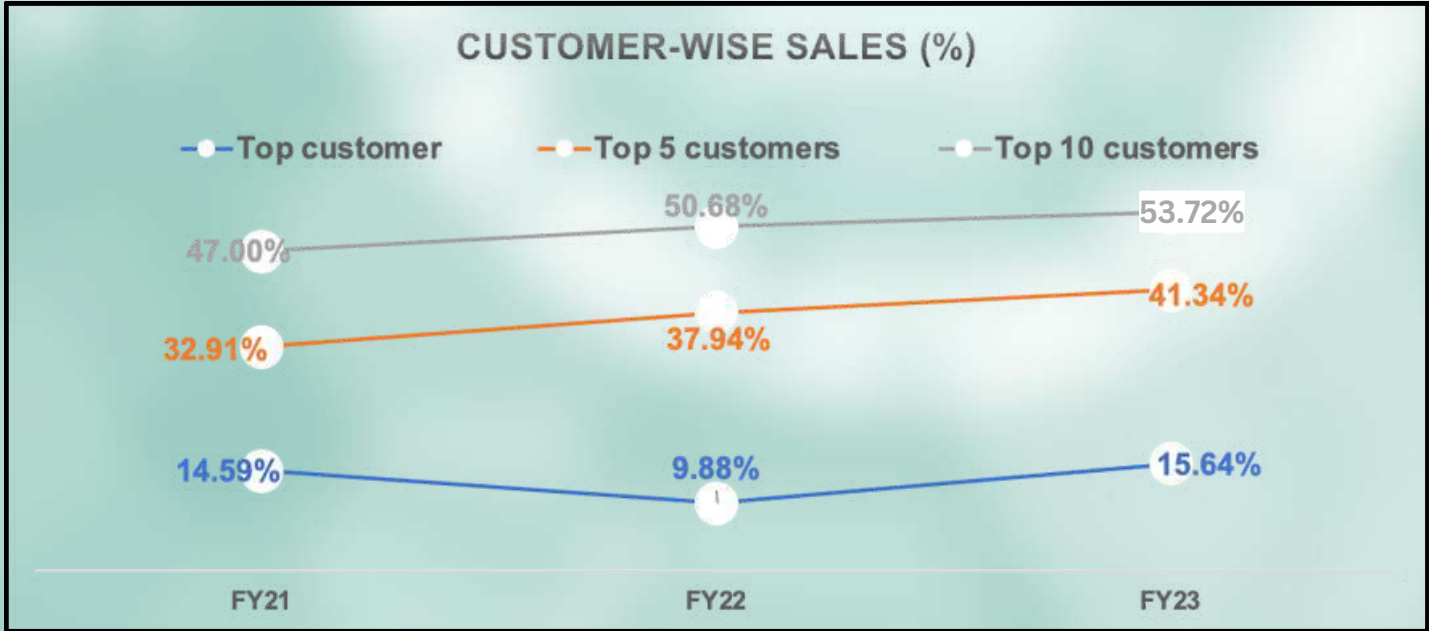
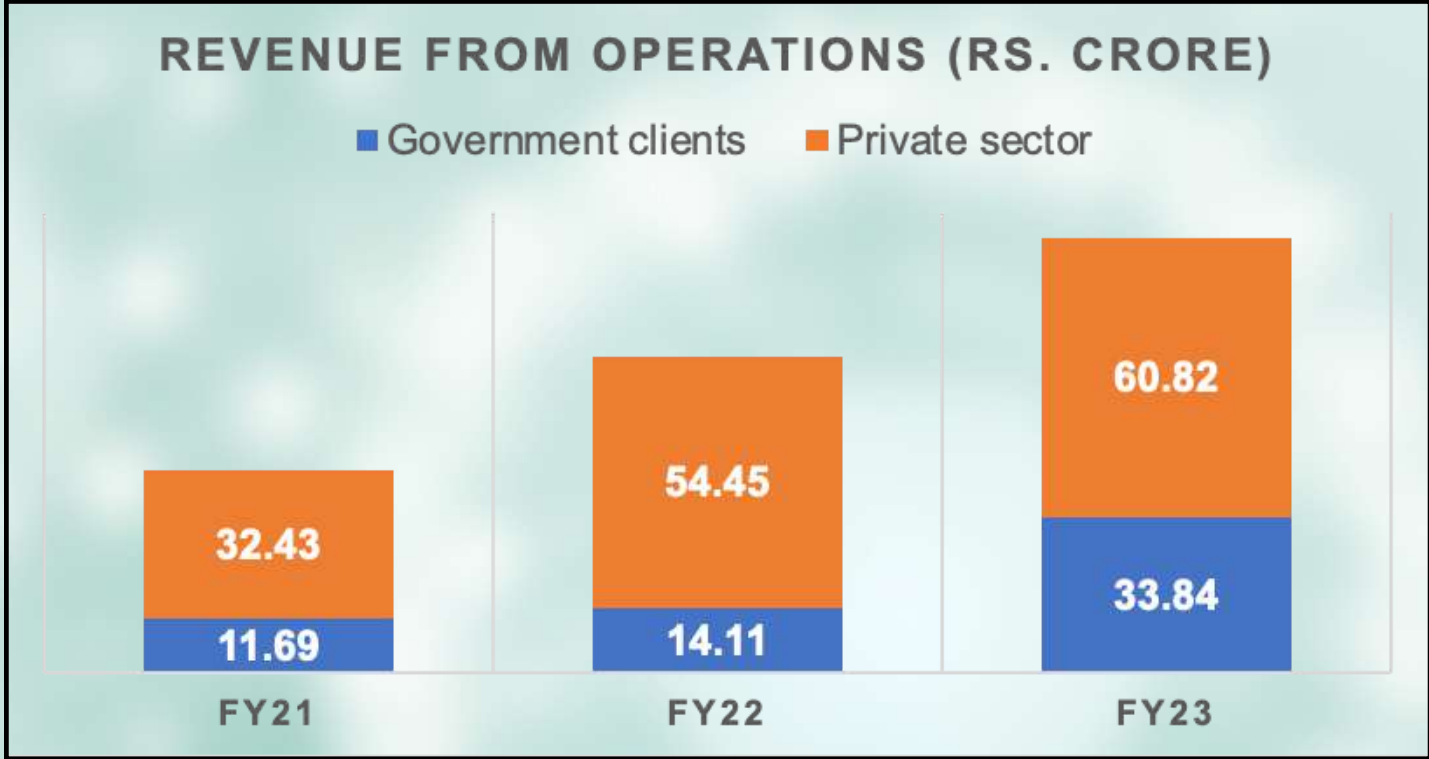


A DEEP-ROOTED CULTURE OF QUALITY FIRST

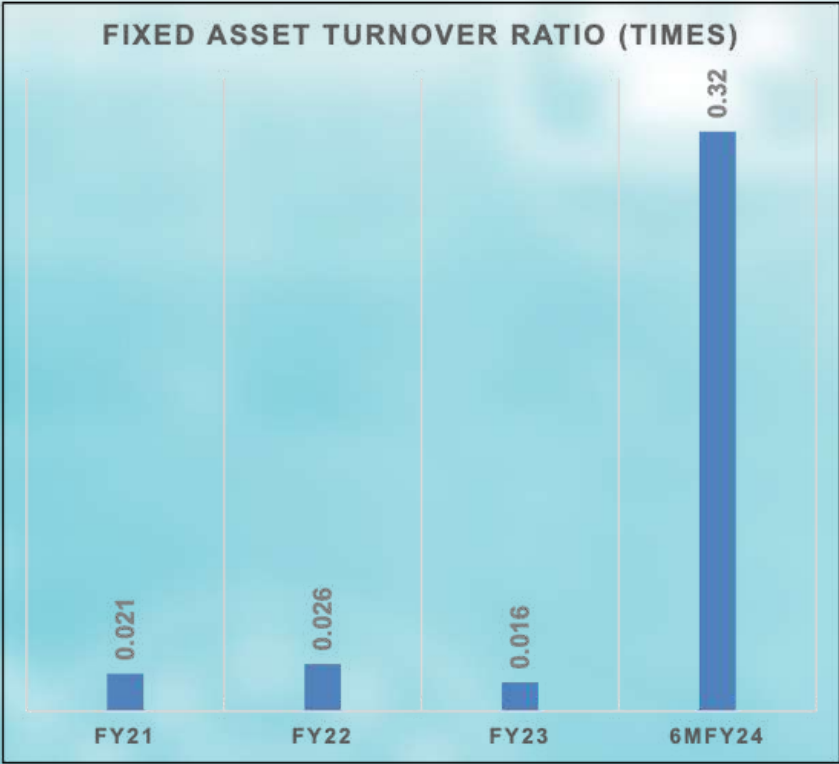
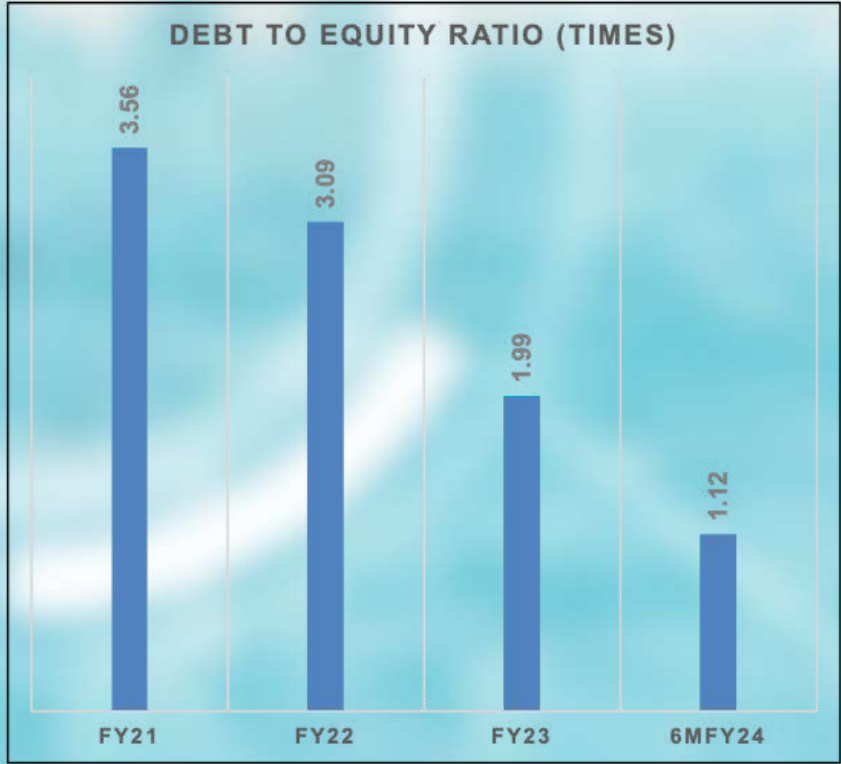
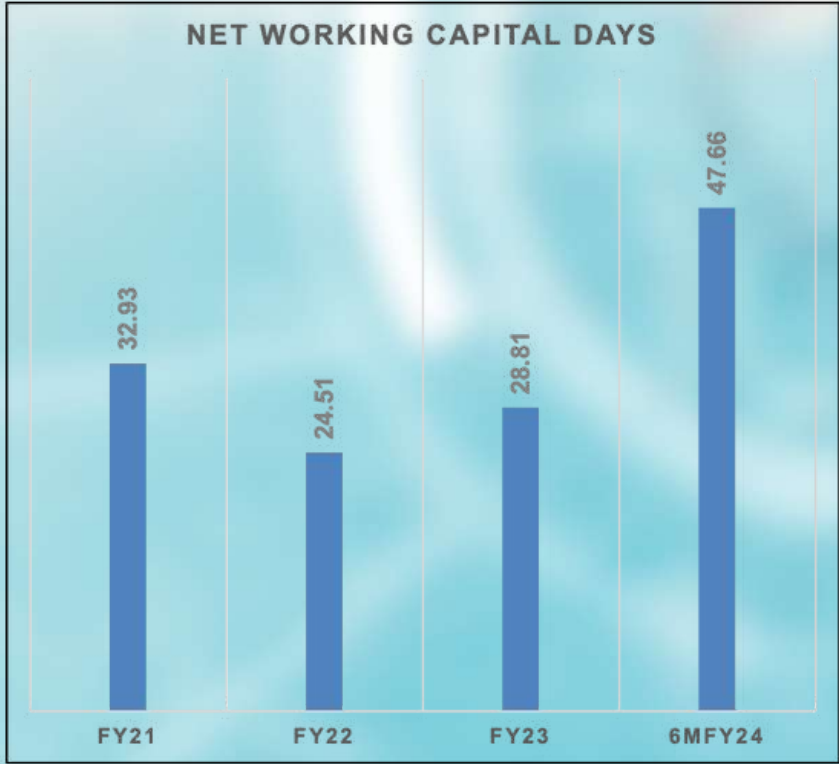
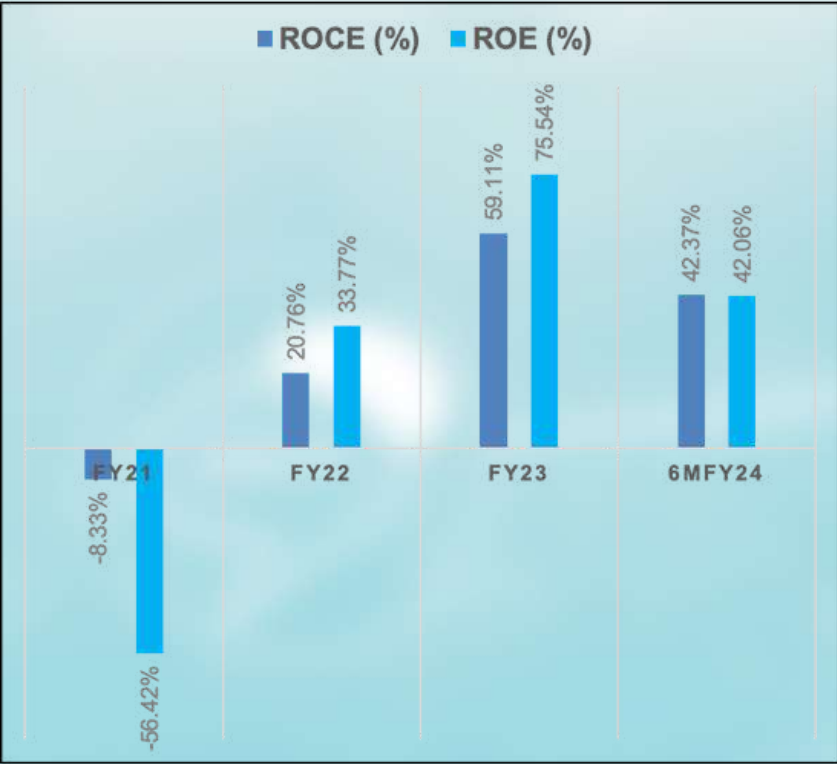
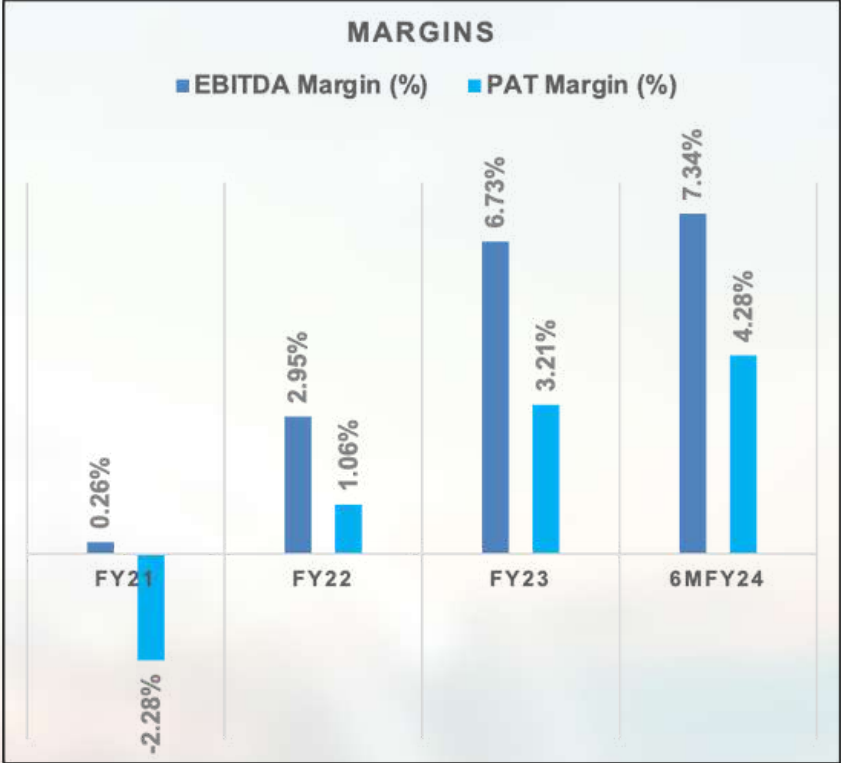
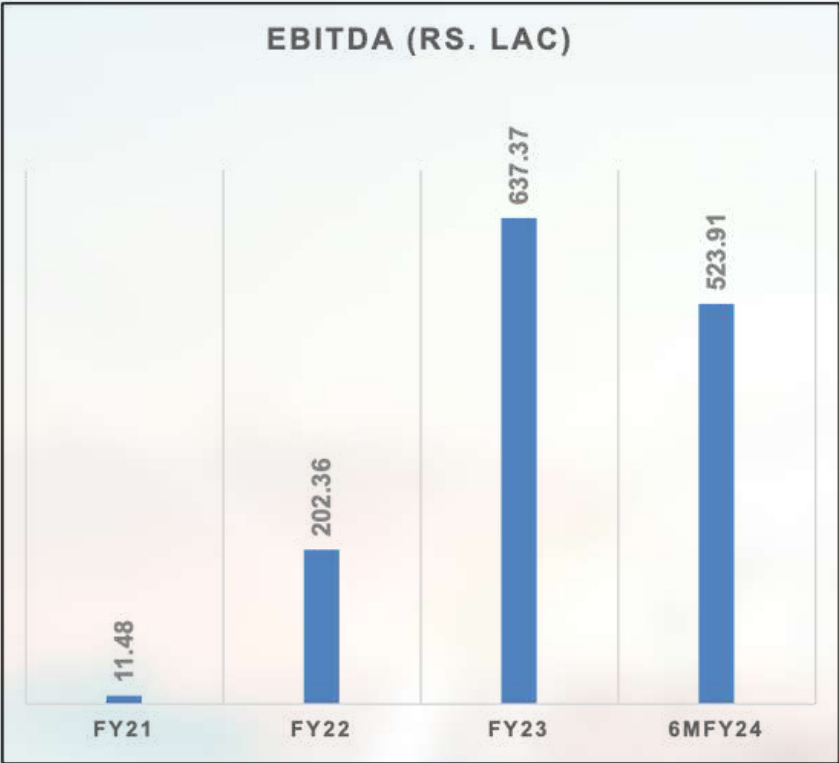
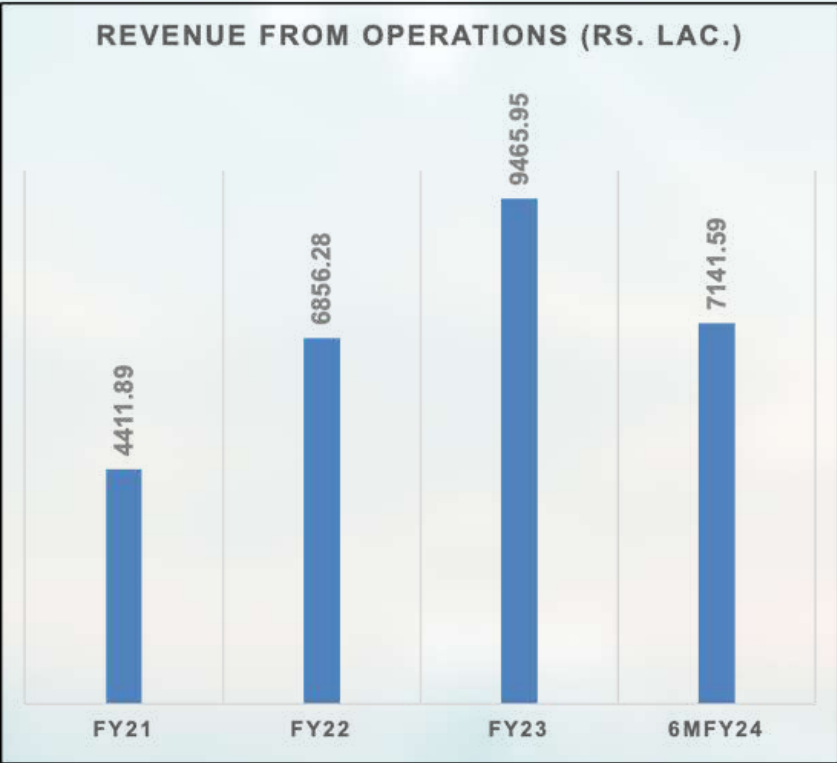
- ISO 9001:2015
- ISO/IEC 27001:2022
- ISO/IEC 20000-1:2018
- ISO 14001:2015



A CULTURE OF DERISKING REVENUES



AND MOST IMPORTANTLY, PERFORMING CONSISTENTLY



***IT'S TIME TO REIMAGINE
THE POSSIBILITIES...***

DEMONSTRATED STRENGTHS TO PROPEL US TO THE NEXT LEVEL

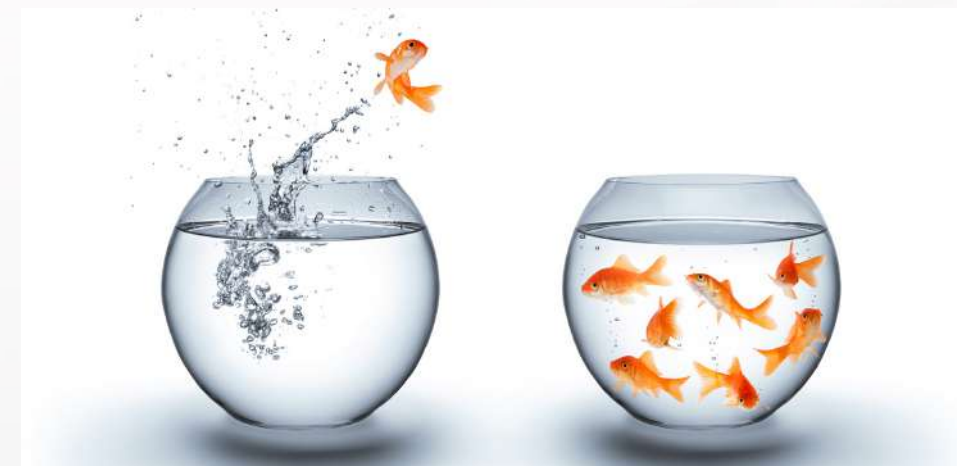


INTELLECTUAL CAPITAL

- Hands-on, experienced Promoters and management team
- Key professionals in leadership roles associated since the inception of the company
- A culture of technology implementation and sustained training
- Succession plan in place

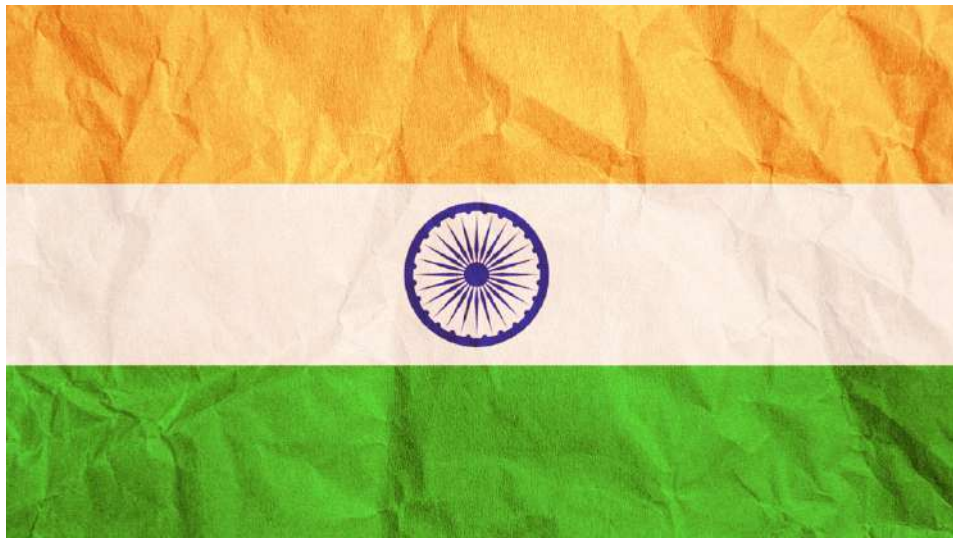
PARTNERSHIPS AND ALLIANCES

- Long-standing strategic collaborations with technology companies, software vendors, and cloud service providers
- Marquee partners such as NVIDIA and Cisco contribute immensely to delivering integrated capabilities across multiple locations
- partnerships aid continuous culture of upgradation



MARQUEE CLIENTS

- A demonstrated ability to deliver on challenging assignments across diverse sectors
- Reputed clientele, including blue-chip government institutions
- High repeat business
- Sustained improvement in billing per client owing to integrated portfolio

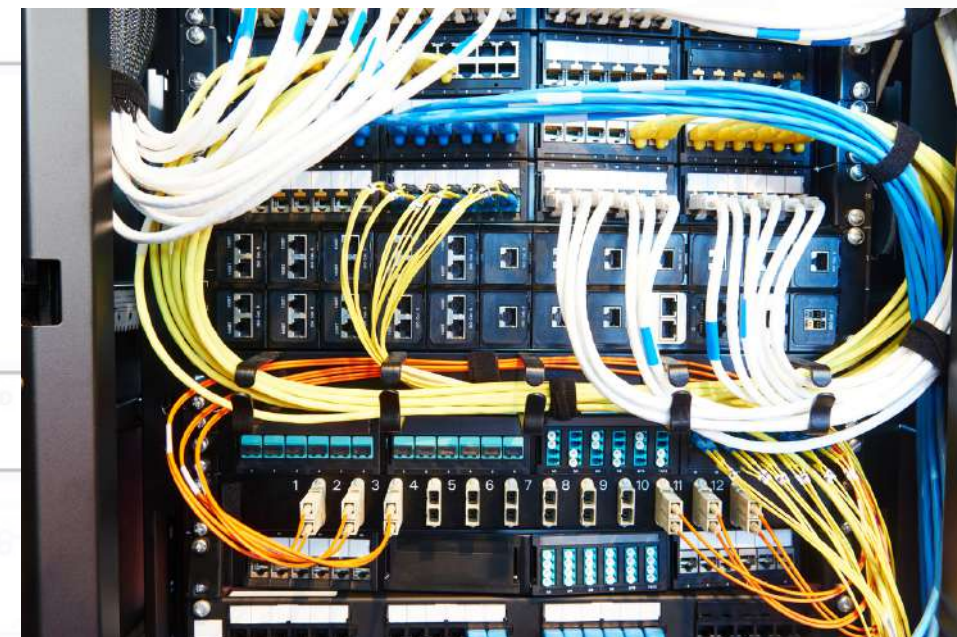


CAPITALISE ON INDIA OPPORTUNITY

- Emerging technologies such as AI, ML, Blockchain, etc. to intensify demand for stable, affordable, integrated, reputed IT Infra partners
- Further expand own brands to tap the late adopters such as MSMEs, Start-ups and value-conscious customer segments
- Expand focus beyond North India - to tap larger market share in west and south

UNLEASH THE CUSTOMISATION PLAY

- Partnerships + own manufacturing set-ups + white label capability can, together, lead to a multiplier effect
- Proactive focus on offering solutions
- Capitalise upon client goodwill to bag larger and more complex assignments
- Invest into ZeaCloud to ride on fast-evolving demand for cloud solutions



IMPROVE EFFICIENCY AND EXPAND SOLUTIONS

- Sustain focus on customer service
- Unlock working capital challenge through funding
- Integrate the latest technologies to continue capitalising upon the demand for supercomputing servers



WE ARE GOING PUBLIC



OBJECTS TO THE ISSUE

Particulars	Amount (Rs. Lac)
Working capital requirement of our company “Esconet Technologies Limited”	1600.00
Investment in Wholly Owned Subsidiary, viz. “Zeacloud Services Private Limited”, to fund its capital expenditure expenses.	250.00
General Corporate Expenses *	[•]
Total	[•]
* The amount utilized for general corporate purposes shall not exceed 25% of the Gross Proceeds of the Issue.	

- **Zeacloud is currently facing an infrastructure challenge as its data centres in Noida and Mumbai are rapidly approaching their capacity limits.**
 - In Noida, the data centre is operating at 392 out of 492 cores & in Mumbai; it's at 92 out of 102 cores
 - Additionally, the Data Domain Backup Appliance is nearing full utilisation - thereby raises concerns about the company's ability to efficiently operate and grow the vertical
- **Capex is proposed to fortify the subsidiary's infrastructure by acquiring additional hardware and software - to bolster its capacity, elevate security measures, and enhance overall monitoring capabilities**



ISSUE DETAILS

No. of shares (FV Rs. 10 each)	33,60,000 Equity Shares (Fresh Issue)
Price band (Rs.)	80-84
Issue size (Rs. Cr.) (at upper band)	28.22
Issue type	Fresh Issue through Book-building
Issue opens date	Friday, 16th February, 2024
Issue closes date	Tuesday, 20th February, 2024
Lot Size	1600 Equity Shares
Anchor opening date	Thursday, 15th February, 2024
Anchor portion	9,53,600 Equity Shares
Reservation for Market Maker	1,76,000 Equity Shares
Reservation for HNIs	4,78,400 Equity Shares
Reservation for QIBs	6,36,800 Equity Shares
Reservation for Retail	11,15,200 Equity Shares
Book Running Lead Manager	Corporate CapitalVentures Private Limited
Registrar	Skyline Financial Services
Equity Shares outstanding prior to the Offer	90,00,000 Equity Shares of face value of ₹10 each
Equity Shares outstanding after the Offer	1,23,60,000 Equity Shares of face value of ₹10 each

ABOUT THE LEAD MANAGER TO THE ISSUE



CCV is among the country's leading full-circle investment banking firms, catering to the lifecycle funding needs of MSMEs across diverse sectors. A SEBI registered Category-I Merchant Banker, CCV has a celebrated track record in executing a majority of highly successful IPOs, including DroneAcharya Aerial Innovation, Annapurna Swadisht, Phantom Digital FX, Crayons Advertising, Oriana Power, Rocking Deals, Accent Microcell, etc. You can learn more about CCV at <https://www.ccvindia.com>.

KEY TAKEAWAYS

PEER GROUP COMPARISON

Particulars	Financial Year ended March 31, 2023		
	Esconet Technologies Ltd.	Netweb Technologies India Ltd.	E2E Networks Ltd.
Revenue from Operations (Rs lac)	9,465.96	44,497.20	6,620.18
EBITDA (Rs lac)	637.37	7,069.30	3,382.23
EBITDA margin (%)	6.73%	15.89%	51.09%
Profit for the year (Rs lac)	304.02	4,693.60	990.99
Profit Margin (%)	3.21%	10.55%	14.97%
Return on Equity (%)	75.54%	50.15%	22.56%
Return on Capital Employed (%)	59.11%	62.09%	64.22%
Total Borrowing (Rs lac)	1,103.89	3,560.30	588.79
ST Borrowing (Rs lac)	762.82	2,223.00	262.02
LT Borrowing (Rs lac)	341.07	1,337.30	326.77
Net Borrowing (Rs lac)	1,053.06	2,851.10	1,567.81
Net Debt - Equity Ratio (in times)	1.90	0.30	0.12
Net Debt - EBITDA Ratio (in times)	1.65	0.40	NA
Asset Turnover Ratio (in times)	3.42	17.69	1.59

STRENGTHS

- Experienced promoters
- Marquee client and reputation
- Brand awareness

WEAKNESS

- Dependency on manufacturers and suppliers
- Dependence on corporate IT budgets

THREATS

- Competition from unorganised small players
- Competition from global giants
- Change in government policies

OPPORTUNITIES

- Expanding new geographical markets
- Improve integrated proposition



ESCONET TECHNOLOGIES LIMITED

Registered Office:

**D-147 Okhla Industrial Area Phase 1,
South Delhi, New Delhi – 110020**

<https://www.esc.co.in/>

THANK YOU.