

The logo for Altius Investech features a green arc above the company name and an orange arc below it.

Altius Investech

Pre IPO | Private Equity



# ESDS SOFTWARE SOLUTIONS

# COMPANY PROFILE



- **Founded:** 2005, Nashik, India
- **Global Presence:** 19 countries across APAC, Europe, Middle East, Americas, and Africa
- **Client Base:** Over 750 clients across sectors including BFSI, IT, manufacturing, telecom, pharmaceuticals, retail, and education
- **Services:** Comprehensive cloud solutions (IaaS, SaaS, Managed Services) and IT infrastructure (colocation, data centres)
- **Key Strengths:** Customer-centric approach, innovation-driven, one-stop-shop for cloud adoption
- **Data Centres:** Fully integrated facilities in Nashik, Navi Mumbai, Mohali, and Bengaluru
- **Founder & Promoter:** Mr. Piyush Somani

# INDUSTRY OVERVIEW

- **Revenue** in the IT Consulting & Implementation market is **projected** to reach US\$1.23bn in 2024
- Revenue is expected to show an **annual growth rate** (CAGR 2024-2029) of **8.62%**, resulting in a market volume of **US\$1.86bn** by 2029
- The **average spending per employee** in the IT Consulting & Implementation market is **projected** to reach **US\$2.26** in 2024
- In global comparison, most revenue will be generated in the United States (**US\$27,220.00m in 2024**)

# TIMELINE

Birth of ESDS

2005

Innovated eNlight Cloud Platform

2011

Ranked 2nd Best Mid-sized Workplace in India

2019

Best Tech Brand Award by ET Edge

2021

Awarded Outstanding Cloud Service Provider at NBFC Tech Summit

2023

2008

Built Green Data Center in Nashik

2015

eNlight Cloud won USPTO Patent

2020

Ranked 15th Best Workplace in Asia

2022

Launched Data Center in Mohali

# MANAGEMENT DETAILS

## KOMAL SOMANI | WHOLE TIME DIRECTOR AND CHRO |



Komal Somani, Founder of Happiness Infuser, is passionate about people and workplace positivity. After leading ESDS to 2nd place in the “Great Place to Work” rankings for four consecutive years, she launched Happiness Infuser to spread joy and transform work cultures across India. Recognized as one of India’s most innovative HR leaders, she believes employees are an organization’s greatest asset.

## PIYUSH SOMANI | FOUNDER CMD AND CEO |



Piyush Somani founded ESDS Software at 23, starting with a single computer and a drive to provide exceptional customer service. Today, ESDS serves 40,000+ clients and manages over 3 million digital assets. Piyush’s innovations, including eNlight Cloud and eMagic, have made ESDS a leading cloud service provider.



# SUBSIDIARIES

## **ESDS Internet Services Private Limited**

*A subsidiary in India*

## **ESDS Global Software Solution Inc**

*A subsidiary in USA*

## **ESDS Cloud FZ LLC**

*A subsidiary in UAE*

## **Spochub Solutions Private Limited**

*A subsidiary in India*

# PRODUCT & SERVICES



**eNlight 360°**

eNlight 360° is a robust DCIM tool that simplifies data center management by optimizing infrastructure planning, design, and monitoring.



**eNlight OSv**

eNlight OSv is an enterprise-class operating system that simplifies and modernizes IT infrastructure.



**eMagic**

Manage and Control Your  
Datacenter and IT Infrastructure



**VTMScan**

VTMScan has been developed specifically to safeguard web assets.

# BUSINESS SEGMENT INFORMATION

## Primary Business Segment:

ESDS has identified its primary business segment as the design, development, installation, and servicing of information technology-related resources. This segment is central to the company's operations and revenue generation.

## Secondary Business Segment:

(Geographical Segments) ESDS also reports its performance based on geographical locations, dividing its operations into two main segments:

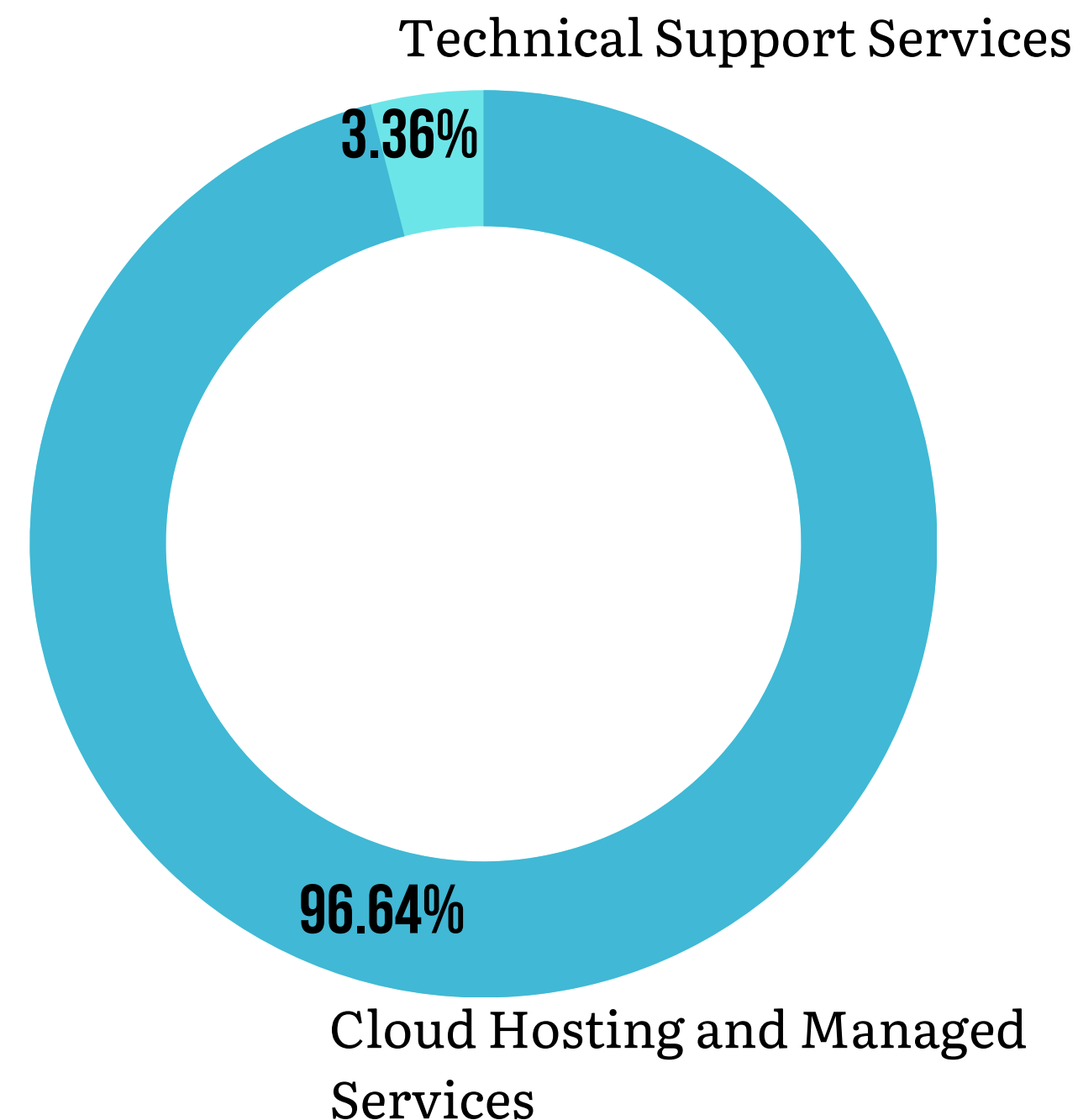
	Sales & Services (In Crs.)	Total Assets (In Crs.)
India	272	442
Outside India	9	1
Total	281	443



# REVENUE FROM OPERATION BREAKDOWN:

(In ₹ Crs.)

Sale of Services	2023	2024
Cloud Hosting and Managed Services	193	272
Technical Support Services	8	9
Total	201	281



# SHAREHOLDERS HOLDING MORE THAN 5% EQUITY SHARES:

Name of the shareholder	As at March 31,2024		As at March 31, 2023	
	% holding	No. of shares	% holding	No. of shares
Piyush Somani	28.91%	26,852,696	28.91%	26,852,696
PO Somani Family Trust	24.19%	22,467,478	24.19%	22,467,478
Sarla Somani	2.02%	1,874,910	2.02%	1,874,910
SAGF II Holdings LLC	10.23%	9,506,036	10.23%	9,506,036
South Asia Growth Fund II, L.P. (SAGF)	22.30%	20,714,896	22.30%	20,714,896
GEF ESDS Partners, L.L.C. (GEPL)	8.16%	7,584,133	8.16%	7,584,133
Esds Employee Benefit Trust	2.56%	2,382,094	2.56%	2,382,094
Total no of shares		91,382,243		91,382,243

## RECENT NEWS

**13 Sep 2024 :** ESDS Software Solutions plans to **double its data centre footprint** within the next **two** years, expanding from **four to eight locations**. The company will establish **new centres** in Delhi, Kolkata, and Chennai, and add a facility near its existing Mumbai location. An investment of **₹600 crore** is planned, with half funded through internal accruals and the other half through private equity. The expansion aims to **enhance sustainability** by utilizing green power in the new facilities.



# FINANCIAL HIGHLIGHTS

Particulars	2024	2023	Growth
Revenue	286 Cr	207 Cr	38%
EBITDA	102 Cr	47 Cr	117%
PBT	22 Cr	-27 Cr	-
PAT	13 Cr	-23 Cr	-

# PROJECT UPDATE

## Customer Growth & Revenue Recognition:

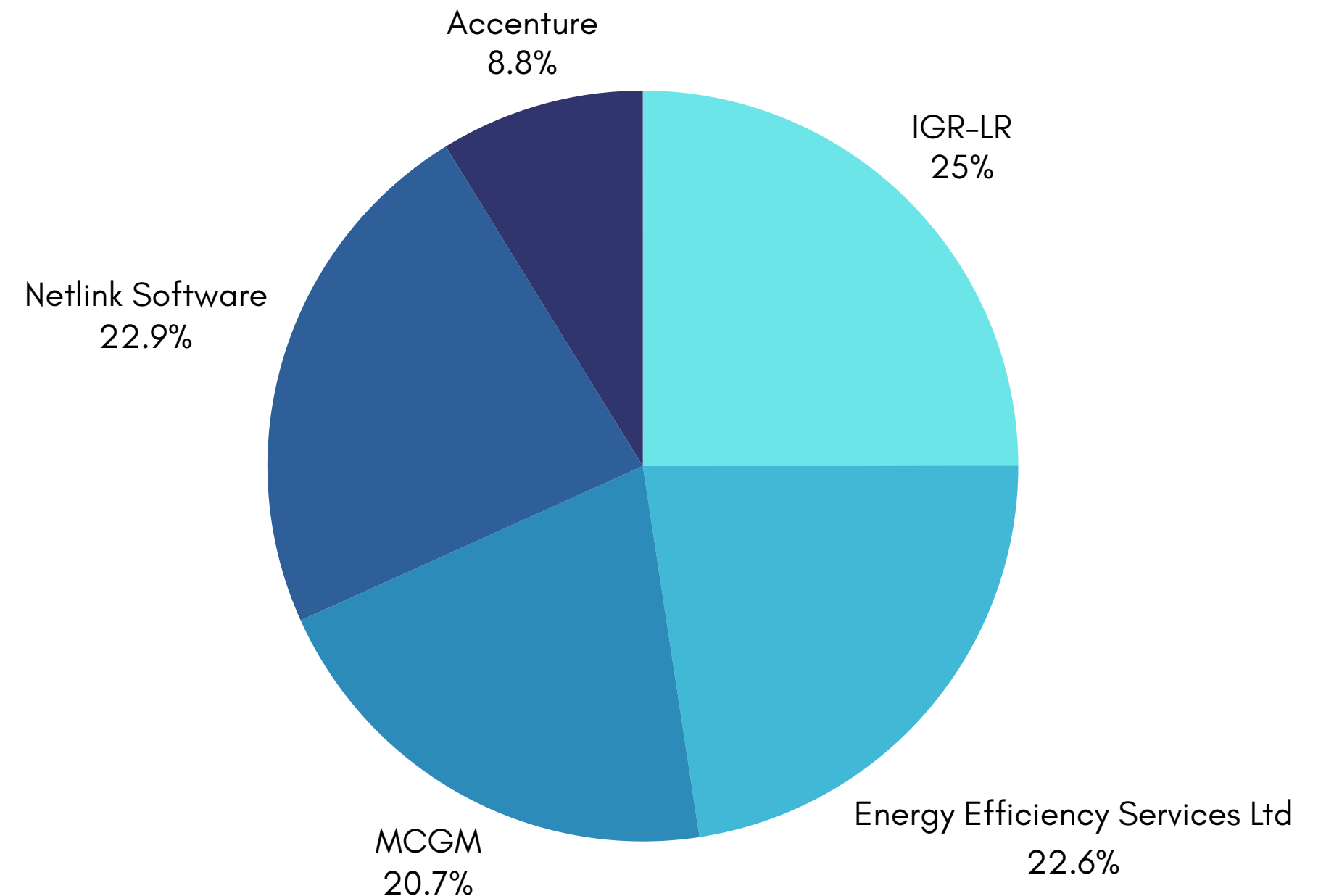
L&T, EDF, MCGM, IGR-LR, MSRDCL, Tech Mahindra have scaled up business, significantly boosting revenue.

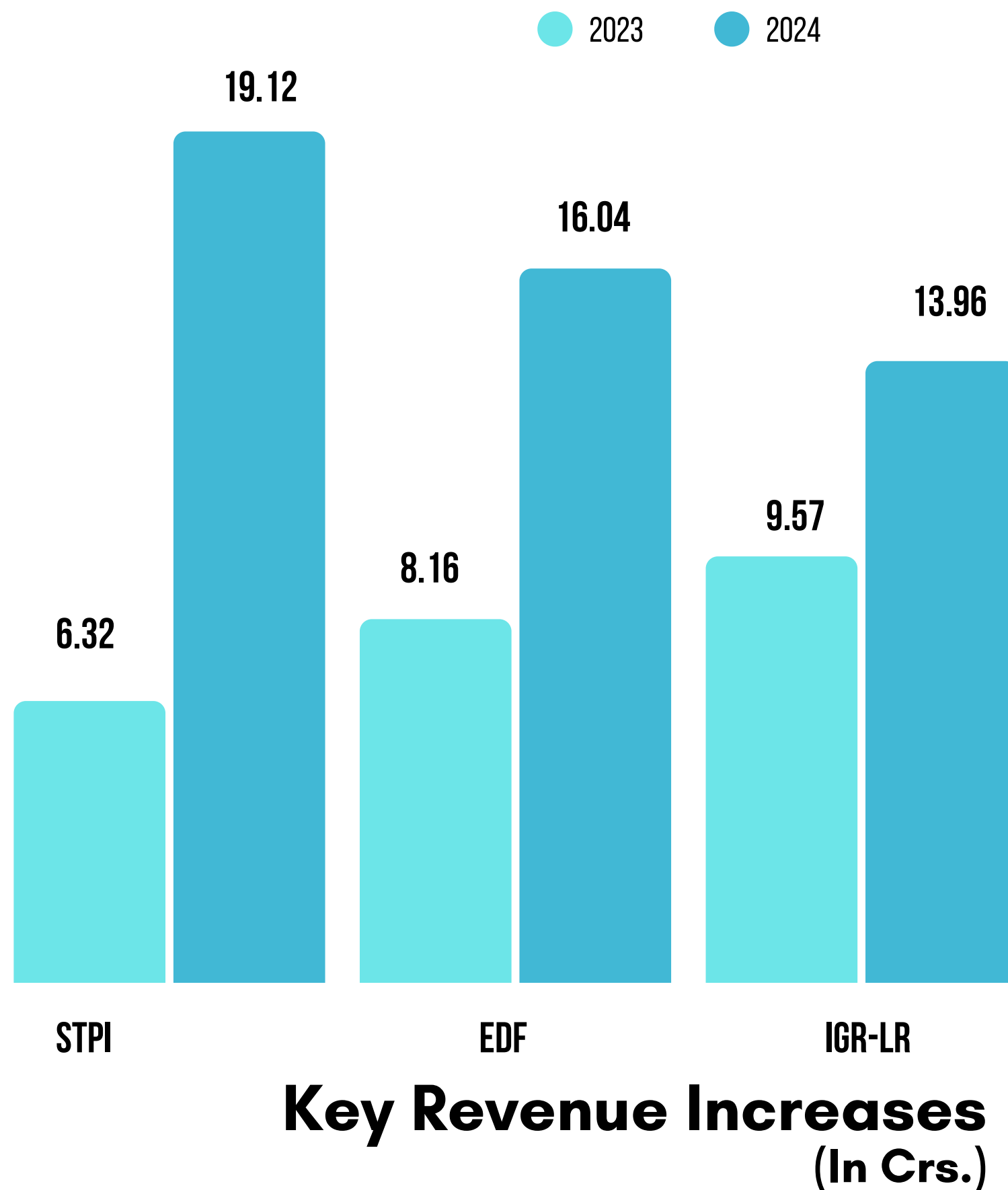
## Data Centre Expansion:

5th Data Centre at Airoli, Mumbai: Operations commenced, migrating clients from Mahape DC, completion expected by August 2024.

Mohali Data Centre: Secured order worth Rs. 24.09 Crores in FY-24 with revenue to be recognized in FY-24 and beyond.

## New Orders





**Upcoming Projects:**

- STPI Phase III: Expected annual revenue increase of Rs. 10.74 Crores from FY-25.
- Centre of E-Governance, Karnataka & MEA Projects: Revenue recognition in FY-25.

**Total Contract Value in FY-24:** Over Rs. 175 Crores from various projects, including orders from Goldmine Advertising, Bajaj Finserve, and more.

# PEER COMPARISON

Particulars (In Crs.)	ESDS	E2E Networks	Anant raj
Share Price (As of Nov, 2024)	375	4413	672
MCap	3483	7450	22975
P/E	277	273	66
P/S	12	446	15.49
P/B	15	101	6.25





# THANK YOU!

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