Web Werks India Private Limited was incorporated in 2000. The Company has registered under the provisions of the Companies Act, 2013 having its registered office in Mumbai located at Unit 901, Sigma IT Park, Plot No. R-203 & 204, MIDC, TTC Industrial Area, Rabale, Navi Mumbai, Thane, Maharashtra, India, 400701.

Web Werks India Private Limited's Corporate Identification Number is (CIN) U72900MH2000PTC127830 and its registration number is 127830

Web Werks India Pvt. Ltd. is one of the fastest growing and leading data center provider in india with full suite of product offerings. Web Werks key offering includes colocation, dedicated hosting, cloud hosting services and VPS hosting. It has been awarded as "Best Data Center and Cloud Ecosystem in 2019" and "Best IT Company of the Year 2019"

Headquartered in Mumbai, Web Werks Operate Data Centers in Mumbai, Pune and Noida currently. The Mumbai Data Center ranked among the best connected data centers hosting three owned Internet Exchange (IX) in the facility.

With its strong data center ecosystem hosting Internet Exchanges and Direct Cloud Connect, it has been preferred vendor for Customers in India and abroad who wants to host data in India. Some of our esteem client includes Netcore, LIC, Mumbai Metro, PayPoint, Bharti Airtel, IL&FS, etc. The company is empanelled by GOI for hosting e-commerce cloud.

The Company has been bootstrapped and 100% privately owned by promoters till  $31^{st}$  Mar 2021 with 23+ years of operating experience in the IT field. IT has >20% revenue CAGR from last three years, it is profitable, cash positive and debt free.

Over next 5 years Web Werks aspire to expand in size, scale and clientele across India by setting up Data Center projects in metro and Tire I cities in India. In order to cater to this expansion need, Web Werks has recently secured funding of \$ 150 mn from storage and information management US listed company Iron Mountain Incorporated. \$ 50mn has been received in April 2021 and balance \$ 100 will be funded in next two years as per expansion plan.

Apart from the above equity fund infusion, Web Werks is looking for cost effective and cheaper funding options for the upcoming Data center projects.







Web Werks has entered into an agreement to form a joint venture (JV) with Iron Mountain under which Iron Mountain will invest \$150 million (~ Rs 1100 crore). The investment allows Web Werks to grow in its existing markets of Delhi NCR, Pune and Mumbai as well as expand into Bengaluru, Hyderabad and Chennai.

Iron Mountain is data storage management firm based in United States, and investing in data centre across the globe since 2017. Since then they had built portfolio worth more than \$2Bn and presently expanding its footprints in India.

Iron Mountain is expected to invest the said amount over the next two years and is expected to be equity partner for long-term and invest in India over and above the already committed amount.

Iron Mountain data centres is making this investment to support Web Werks expansion in hyper-scale, network, content and enterprise customers looking to expand and scale in the rapidly growing pan-India region,

Web Werks operates three tier-3, carrier-neutral data centres. It also provides access to a neutral interconnection ecosystem of carrier, content and cloud providers including over 160 Internet Service Providers (ISP) and 6 Internet Exchanges. Web Werks supports a broad base of well-known brands including enterprises, BFSI, and SMEs.

This investment enables Web Werks to expand its operations in its three existing markets immediately and expand into Bengaluru, Hyderabad and Chennai. Web Werks houses six worldwide Points of Presence (POPs), provides 4 megawatts (MW) of existing capacity, supports over 6,000 servers and supports 850 clients.

While Iron Mountain data centre customers get access to three rapidly growing Indian markets, including the second most active peering location in Mumbai.



DIN/PAN	Name	Begin date	Position
0000655695			CEO & Executive
	Nikhil Amritlal Rathi	20/04/2021	Director
0000655960	Nishant Amritlal Rathi	21/01/2002	Director
0000734737	Amritlal Hiralal Rathi	30/09/2019	Director
0009102950	Marc Andre Alfred Duale	20/04/2021	Director
0009103075	Michael Goh Hee Chye	20/04/2021	Director





Mr. Amrit Lal Rathi

Mr. Amrit Lal Rathi is an M.B.A. with Engineering Degree from IIT, Roorkee. He has been the president of Shree synthetics Limited with an industrial experience of 41 years. Widely travelled around the world in search of know-how and technologies, he has passion to keep himself abreast with the latest developments. He started this 100% Export-oriented STPI UNIT for Software Development in 2003 with highly profitable track record and highly satisfied International clientele.

# Marc Andre Alfred Duale

Marc has over 13 years of experience in records and information management starting as an International President at Iron Mountain from 2006 to 2017 and from May 2017 as a Senior Advisor to the president and CEO at the same company. His career started from 1996 as a Managing Director at DHL Western Europe until 1999, then as a COO Asia-Pacific from 1999 to 2002 at DHL and as a Managing Director Asia-Pacific at Thomas Reuters from 2002 to 2006.



### Michael Goh Hee Chye

Michael Goh is the Senior Director and General Manager for Iron Mountain's Data Center division for Asia. Prior to Iron Mountain, Michael spent 12 years in NTT Communications and last held a post of an Executive Director for Data Center Services based in Singapore and had successfully launched and grew NTT's data center business in Singapore. Michael's initial leadership roles were with NTT where he lead a team of product managers and sales specialists and help launch and manage NTT's Data Center, Cloud and domestic connectivity products.



Sigma IT park 901

Name Profile Experience Summary	Kiran Patel Head Projects 25 Years Building up/ Operating large data centers was involve in Business Strategies, Process and Transforming Project Delivery.	
Name Profile Experience Summary	Mayuresh Annegiri General Manager DC Operations 15 Years Eexperienced with a demonstrated history of working across multiple geographies. Skilled in Business Strategy, Business Process Transformation and Project Delivery & operations.	
Name Profile Experience Summary	Gagan Gupta Head Network Operations 13 Years Adept in Networking Security, Data Centre operations, IT Infrastructure Management, Network Administration, Technology Support and Technical Troubleshooting.	
Name Profile Experience Summary	Abhijeet Borgaonkar Head Land Aquistion / Renewable Energy 18 years Core Experience in to Building up data centers with Product Management covering Techno-commercial business aspect with blend of presales.	
Name Profile Experience Summary	Arvind Vishwakarma Head of Civil 19 Years Managing civil works of various locations for the Company new constructions, building infrastructure and building maintenance work and overseen all onsite and off site construction to monitor compliance with building and safty regulations etc.	

## 1. <u>Dedicated Servers</u>:

Dedicated Servers offer complete freedom and access where your server is completely dedicated to you. Dedicated Web Servers offer multi-platform software, applications and databases that lets you configure and update independently.

## 2. Cloud Hosting:

Cloud Servers are the most renowned technologies today. We offer Multiple Cloud Technologies from basic Virtual Private Cloud to Hybrid plans on Pay as you Go and fixed billing formats.

## 3. Colocation Services:

Co-location allows you to host your servers, storage, firewall in a state-of-the-art data center which offers redundant power, network and bandwidth. Offers a wide array of unmanaged and managed Colocation services in India.

## 4. Disaster Recovery Services:

When it comes to protecting your data and applications, it's not just about the backup. Being able to rapidly recover your key servers and an application to productions is just as important. Because every minute you're down, you're losing business.

## 5. VPS Hosting:

VPS Hosting has been trending over a decade evolving with newer technologies allowing organizations to host multiple website, applications and databases. Virtual Servers also support multiple Operating Systems and Control Panels that include cPanel and Plesk.

#### 6. <u>OTC</u>

One Time Charges are levied by Company to client for one time activity such as setup charges for transferring servers from Client location to Web Werks DC, installation of servers and software's and related activities

#### 7. Managed Services

Managed services are where Web Werks offer system administrators to manage the client servers and racks of retainer basis for updates, installation, routine maintenance, backups etc. wherein client does not have any person present in the DC and there is need for physical servicing

#### 8. Value Added Services

This includes all other services such as licenses, IP addresses, email hosting, power consumption, bandwidth consumption, RAM and hard disk, seat space for its employees etc.

The India data center market size will witness investments of USD 8 billion by 2026 at a CAGR rate of 12%. India is one of the developing data center markets in the APAC region. The data center market includes around 23 unique third-party data center service providers operating around 80 facilities. The country has several on-premise or dedicated data centers owned by local enterprises. Over the past few years, the market has grown significantly with the rise in the development of hyper-scale data centers. The country is witnessing investments in more than 15 facilities, which is expected to be operational in the next 2-3 years. The COVID-19 pandemic has been a strong market enabler for digital transformation initiatives in private as well as public enterprises in India. The report considers the present scenario of the India data center market and its market dynamics for the forecast period 2021-2026. It covers a detailed overview of several growth enablers, restraints, and trends in the market. The Study includes the demand and supply aspect of the market.

#### **Key Highlights:**

- The deployment of 5G networks is likely to boost the digital economy and enhance high bandwidth networking infrastructure demand.
- 1 GbE switches are likely to be replaced by 10 GbE or 25 GbE switches among on-premise data centers during the forecast period.
- Due to the COVID-19 impact, the demand for flash arrays that offer high-storage performance is likely to grow significantly.
- Cloud-service providers, BFSI sectors, retail and e-commerce, manufacturing, and professional services are the leading revenue contributors to the Indian server market.
- The adoption of VRLA batteries is likely to decline slowly due to the growing acceptance of lithiumion batteries increases during the forecast period.
- Adopting medium- and high-voltage switchgear is high in 10 MW or above capacity data centers, whereas low-voltage switchgear is more likely to be adopted in modular data centers.
- The increasing demand for edge facilities will lead to the adoption of high bandwidth switches and wireless equipment.
- The number of OCP-ready data center spaces will continue to grow as several cloud-based and internetbased service providers are considering adopting OCP architecture-based IT infrastructure systems, which are likely to increase the adoption of 48U racks.
- The use of dual water feeds with on-site water treatment plants is gaining popularity in India, which increases the investment in the mechanical infrastructure.

- According to the Department of Telecommunications (DoT), the data consumption touched 300 PB between March 22 and March 28 2020, during the nationwide lockdown.
- Initiatives such as Digital India, the government's flagship program that is transforming the country into a digital knowledge economy, are likely to lead to India's development of data centers.
- In 2020, government-owned organizations such as the National Payments Corporation of India, State Bank of India, and Information Technology Department Tamil Nadu invested in data centers to improve the digital (cloud-based) services offered by various government agencies in the country.
- Due to the COVID-19 lockdown, India has witnessed a growth of over 30% in internet usage consumption. The demand for data centers has gone up because of increased access to internet-related services by organizations across various sectors.
- In July 2020, seven universities in India adopted cloud computing curricula as a mainstream college syllabus from Amazon Web Services Educate.
- Hyperscale operators such as Microsoft (Pune data center) and Google (second cloud region in Delhi) plan to open their facilities by the end of 2021.
- The Department of Telecommunications (DoT) expects to hold spectrum auctions for 5G networks in late 2021 and allocates around USD 33 million to set up an "Indigenous 5G Test Bed."
- According to the Central Electricity Authority of India, renewable energy constituted around 23% (87 GW) of the installed capacity in India. There is significant growth in the procurement of renewable energy sources among data centers in India.

(Source: <u>https://www.researchandmarkets.com/reports/5322435/india-data-center-market-investment-analysis?utm\_source=CI&utm\_medium=PressRelease&utm\_code=smgg27&utm\_campaign=154156 4+-+India+Data+Center+Market+Investment+Analysis+Report+2021-2026+Featuring+Major+Players+%26+New+Entrants+Such+as+Adani%2c+Bridge+Data+Centres% 2c+Colt+DCS%2c+Equinix%2c+Mantra+Data+Centers+%26+Princeton+Digital&utm\_exec=chdo54 prd)</u>

According to property consultancy JLL, the capacity of the data centre sector is anticipated to double by 2023 to over 1,000 MW to satisfy growing demand amid rapid development in digitalisation.

The capacity of the sector is anticipated to double from 499 MW in January-June 2021 to 1,008 MW by 2023, according to the report. IT design power load is expressed in megawatts (MW).

JLL India stated in a statement that the capacity increase is "led by robust digitisation, growing cloud use, and ambitious development plans of data centre operators."

JLL issued its 'H1 2021 India Data Centre Market Update.'

According to the expert, since digitalization has driven businesses to build up their IT infrastructure, there has been a high demand for co-location/cloud facilities in India, which provide scalability, security, and connectivity at cheaper rates.

During the previous six months, investors and global data center operators have expanded their commitment to the India industry by establishing joint ventures to fulfill projected demand, according to the report.

"The demand momentum that began to build up in 2020 is continuing unabated. During H1 2021, the Indian data centre sector saw 46.4 MW of absorption, which is comparable to 90% of supply increase during the period (H1 2021), showing strong absorption growth" said JLL's Mr. Rachit Mohan, Head of Data Centre Advisory-India and Co-Head of Office Leasing Advisory in Mumbai.

According to him, demand has been quickly increasing as a result of increased digital usage resulting from a scattered workforce, rising data security concerns, and business interruptions.

"Banking and financial services are embracing hybrid alternatives to meet digital growth, while homegrown video and gaming platforms are fueling data centre demand, and telecom players are planning the deployment of 5G, which is projected to generate exponential increase in data consumption," added Mr. Mohan.

Global investors and data centre players have upped their commitment in the previous six months, according to Mr. Samantak Das, Chief Economist and Head of Research & REIS (India), JLL. "Investment commitments of US\$ 3 billion underline the development potential, noting that the data centre industry is anticipated to double its capacity and surpass 1 GW by 2023," he added.

Between now and 2023, Mumbai, which now accounts for 45% of total capacity, is anticipated to add 267 MW, Mr. Das said, adding that other governments have also provided incentives for the data centre business.

According to the consultant, data centre operators are pursuing big land purchase plans in order to meet hyperscalers' long-term needs (large cloud players and occupiers with massive computing requirements).

"These operators would provide occupiers the flexibility they need in terms of availability zones, fibre routes, and power requirements for large-scale expansions in a shorter amount of time. To address the rising demand, players are forming strategic partnerships by investing in new undersea cables," According to JLL.

Source: https://www.ibef.org/news/indias-data-centre-industry-capacity-to-double-by-2023-to-1008mw-report

#### Government Initiative in Data Center Industry

Betting big on the prospects of India's potential as a data centre hub, the government is working to roll out an ambitious incentive scheme worth up to Rs 12,000 crore to attract investments. The government is targeting an investment of Rs 3 lakh crore in the next five years as part of the hyper-scale data centre scheme and is planning to provide between three-four per cent of capital investment as an incentive to companies, along with real estate support and faster clearances.

The said scheme is presently being circulated for inter-ministerial consultations and it is expected to be sent for Cabinet approval once it is finalised. Also, the amount of the incentives under it is still to be finalised, but it is likely to be in the range of Rs 10,000-12,000 crore.

Meanwhile, it should be noted that India has already been attracting great interest in the data centre sector. Global tech giants Amazon, Google and Microsoft have already set up their data centres in India with plans for more.

Also, domestic players like Adani Enterprises, Hiranandani Group's Yotta Infrastructure have also announced aggressive plans to set up data centres. Other companies which are betting big on Indian data centre potential include the likes of Mantra Data Centers, NTT Netmagic and Web Werks among many more.

(Source: <u>https://economictimes.indiatimes.com/news/india/govt-wants-to-make-india-a-data-centre-hub-plans-12k-cr-sops/articleshow/85580648.cms</u>)

