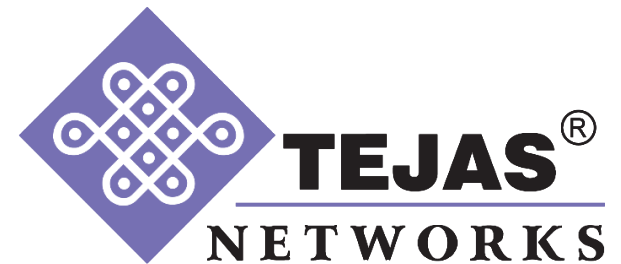




TEJAS NETWORKS LTD
Q1FY24 INVESTOR PRESENTATION

July 21, 2023



Safe Harbor Statement

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements due to risks or uncertainties associated with our expectations with respect to, but not limited to, our ability to successfully implement our strategy and our growth and expansion plans, technological changes, our exposure to market risks, general economic and political conditions in India which have an impact on our business activities or investments, changes in the laws and regulations that apply to the industry in which the Company operates. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.

Key Updates: Q1-FY24

- **Q1 Financial Update**
 - Q1 Net Revenue: Rs. 188 Cr;
 - Q1 Loss After Tax: Rs. 26 Cr;
 - Cash and Cash Equivalents at: Rs 943 Cr (no debt)
 - Order book at end of Q1: Rs 1,909 Cr
- **Key highlights**
 - **Wireline Business:** Strong business momentum continues for optical and broadband access products.
 - Received initial orders for GPON OLT supplies for a Tier-1 telco in India.
 - Commissioned nation-wide end-to-end Tejas products based network across GPON access, PTN aggregation and OTN/DWDM core, in Italy
 - Turned up 5.6Tbps capacity long-distance DWDM link for operator in Africa
 - **Wireless Business:**
 - Successfully commissioned pilot network of 200 sites for BSNL's 4G network in Punjab. Ramping up supplies from this quarter
 - Successful Beta launch of network on July 15th in Amritsar.
 - **Supply Chain:**
 - Appointed Sembian Venkatesan as Chief Supply Chain Officer.
 - Expanded capacity for executing large shipment volumes for BSNL 4G.
- **Awards and Recognition**
 - Conferred Dataquest's "Pathbreaker of the Year" award for the company's outstanding work and contributions to India's ICT industry over recent years
 - Saankhya Labs received Mark Richer Industry Leadership award from ATSC (Advanced Television Systems Committee)
 - Q1FY24 : 50 patents granted taking total to 267 patents. Tejas and Saankhya have cumulatively filed 445 global patent applications

Q1-FY24: Financial Update

	<i>Amount in Rs. crore except EPS</i>		
	Q1-FY24	LTM	FY 2023
Revenues (Net)	188 (YoY 49%)	982 (YoY 85%)	920
EBIT	-81 (YoY -163%)	-158 (YoY -16%)	-108
PBT	-66 (YoY -410%)	-96 (YoY -31%)	-43
PAT	-26 (YoY -292%)	-56 (YoY -27%)	-36
EPS	-1.56 (YoY -247%)	-3.53 (YoY -45%)	-2.46

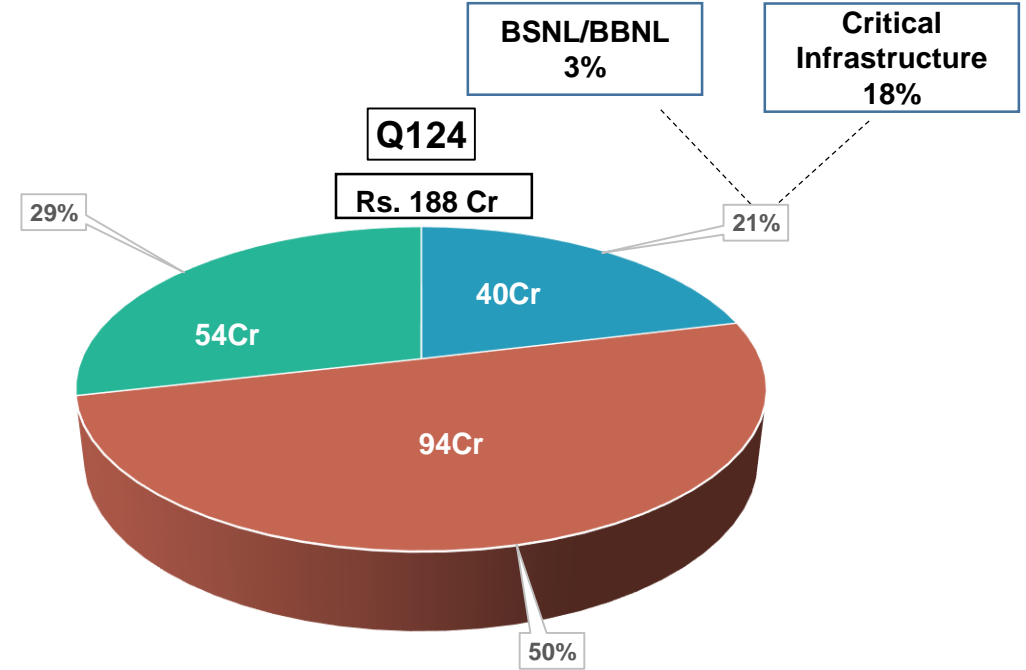
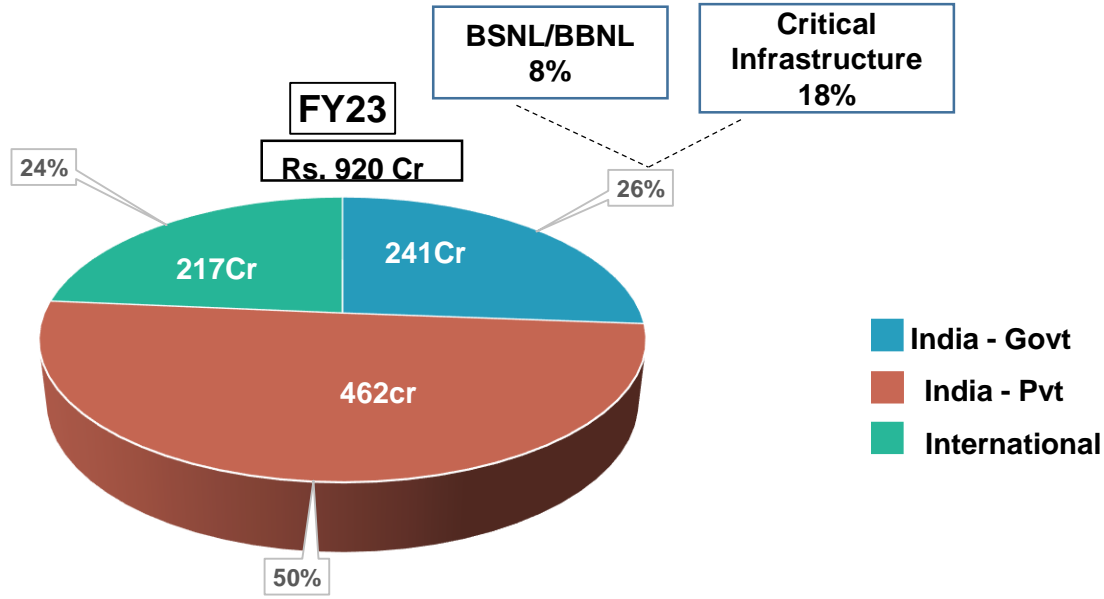
Q1-FY24: Key Financial Indicators

Particulars	Amount in Rs. Cr	
	Q4-FY23	Q1-FY24
Cash flow from Operations	(133)	(289)
Net Worth	2,973	2,984
Inventory	647	872
Trade receivables	518	501
Net working capital	935	1,198
Cash and Cash Equivalents ¹	1,306	943

- **Inventory increased by Rs. 225 Cr during Q1-FY24**
 - We have secured key long-lead components for expediting delivery of several critical large orders
- **Trade Receivables at Rs. 501 Cr**
 - Collected Rs 232 Cr during Q1
- **Working capital increased in Q1 by Rs. 263 Cr**
 - Primarily due to increased inventory.
- **Cash Position at end of Q1 was Rs. 943 Cr**

1. Cash and cash equivalents, investment in liquid mutual funds, Other Bank balances in current assets

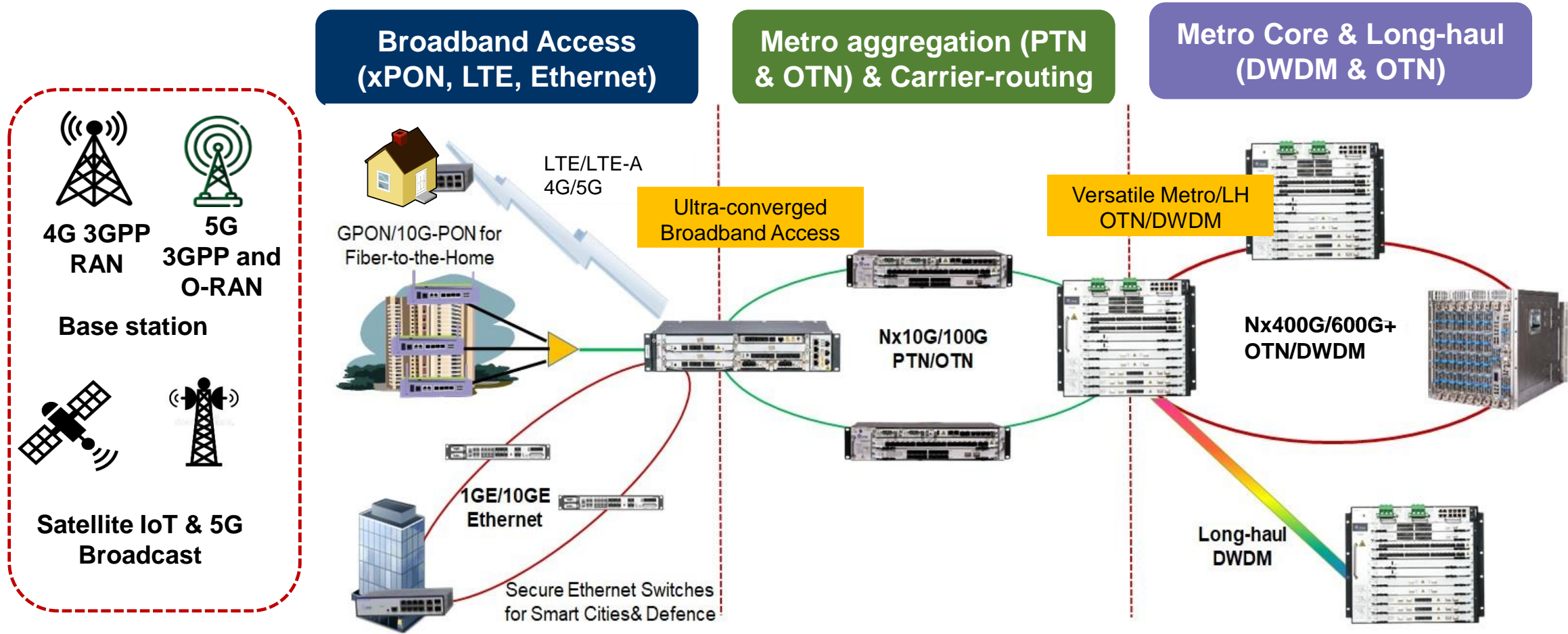
Q1-FY24: Revenue update



- **Run-rate revenue (India-Pvt + International) was 79% of Q1FY24**
- **India Government**
 - India-Govt was 21% of Q1 24 revenues. YoY growth of 60%
- **India Private**
 - India Private was 50% of Q1 24 revenues. YoY growth of 52%
- **International**
 - International was 29% of Q1 24 revenues. YoY growth of 38%
- **Closing Backlog- Rs 1,909 Cr**
 - India: Rs 1,652 Cr
 - International: Rs. 257 Cr

Comprehensive Products: Optical + Wireless + Satellite

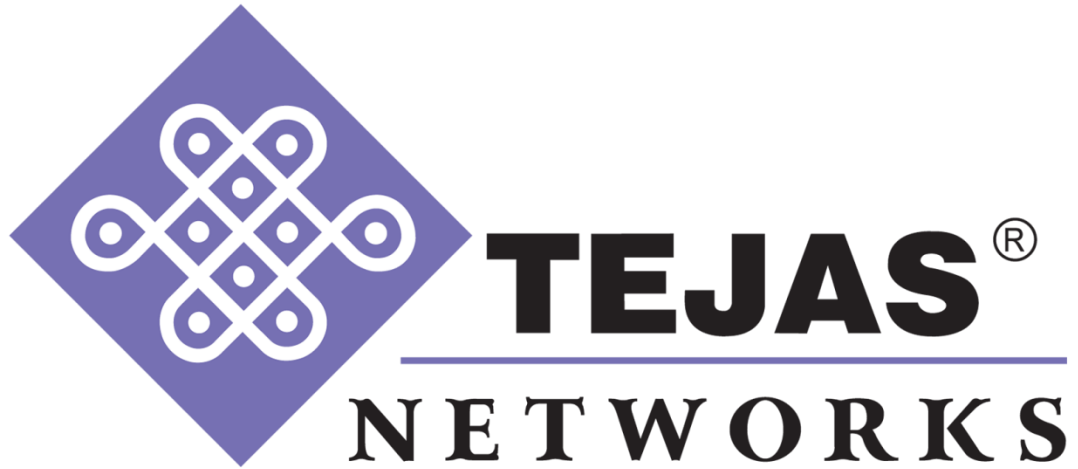
Universal, SDN-ready Network Management System (NMS)



- **We are a source of trusted Wireless and Wireline products**
 - **Wireless:** 4G RAN (Radio Access Network) for Fixed/Mobile Broadband; 5G (3GPP and O-RAN), 5G Broadcast & Satellite IoT
 - **Wireline:** Broadband Access, Secured Ethernet Switches, Carrier-routing, Optical Transmission
- **Large Addressable Market (TAM): US\$ 67B (2022) → \$86.6B (2028)**
 - **Wireless TAM:** \$45B (2022) → \$50.1B (2028)
 - **Wireline TAM:** \$22B (2022) → \$36.5B (2028)

Key Takeaways

- With a healthy order book of Rs 1,909 Cr for our wireline business and with the outlook for significant wireless business, we expect to accelerate our quarterly revenue growth
- We have successfully commissioned the pilot network of 200 sites of BSNL 4G. Expect to ramp up supplies for deployment from Q2
- We continue to make significant investment in R&D and manufacturing operations as we scale-up our business



Thank you!

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