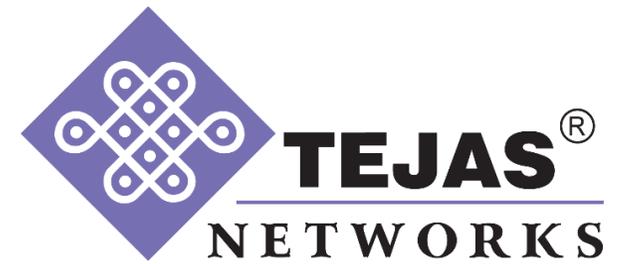




INVESTOR PRESENTATION FY22



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.

Tejas Networks: A Snapshot

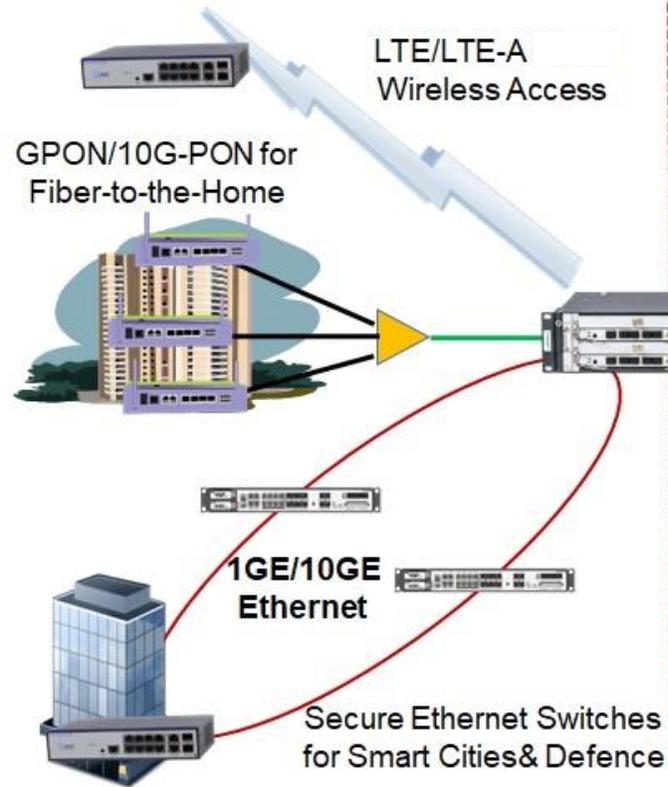
- **India's leading R&D-driven telecom product company**
 - Founded in 2000; Headquartered in Bangalore
 - #1 in Optical Aggregation in India; Top-10 globally (Source: Ovum)
 - Cumulative Revenues of over US \$1 Billion
 - Customers in 75+ countries; 500,000+ units shipped worldwide
 - Presence in all major telecom networks in India
 - TL9000 certified
- **Technology differentiation: "Software-defined Hardware"**
 - Innovative use of programmable silicon for time-to-market and cost advantage
 - Focus on innovation: 349 global patents and 300+ silicon IPs
 - Award-winning products - recognition at international forums
 - Innovation + Quality + Cost
- **Financially strong with an innovative business model**
 - Went public in the year 2017; debt-free company
 - Leveraging India R&D cost advantage to create globally competitive products
 - Success in India leading to global success; cumulative exports of over US \$400M



Top-3 R&D spender
among all public
companies in India
(source: ICICI Securities)**

Our Product Focus: From Access to Core

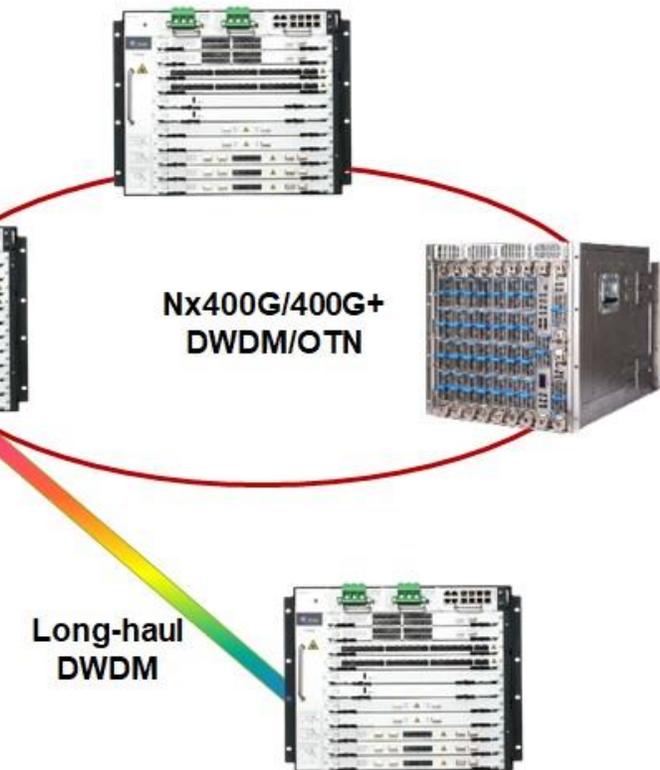
Broadband Access (xPON, LTE, Ethernet)



Optical Transmission (PTN & OTN)

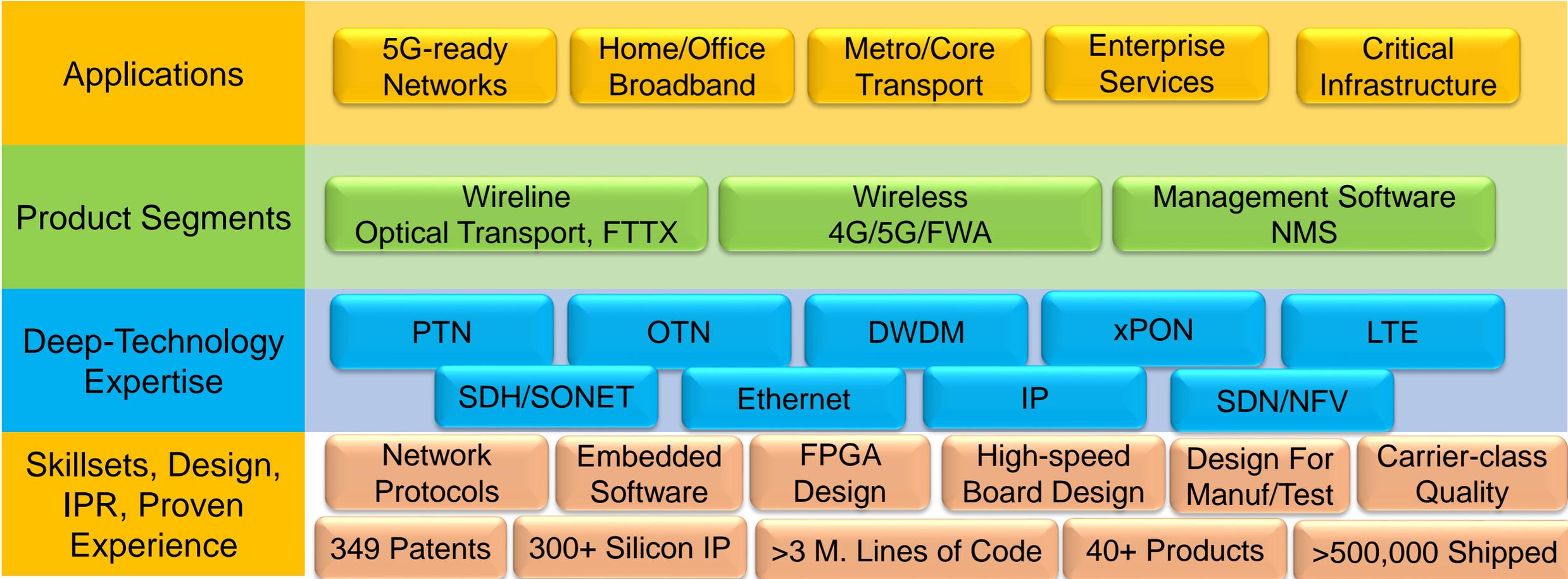


Metro Core & Long-haul (DWDM & OTN)



- 100% Designed, Developed and Manufactured in India; IPRs for Software and Hardware are in India
- Over 50% employees in R&D with strong multi-disciplinary skillsets; 349 patents and 300+ silicon IPs
- Highest possible value-addition in India; Indian Control – Key Management and Board of Directors

Strong Foundation of Technology and R&D



Cumulative R&D Investments of Over Rs 1000 Cr

Award-winning, Globally Competitive Products

Our Sustainable Competitive Advantages

Software-defined Hardware™

Programmable silicon eases feature upgrades, incorporation of new standards and protocols



Future Ready Products

Support multiple technology generations from same shelf (2G/3G to 4G/5G)

Ultra Converged Broadband Access/Edge

Any Media, Any Service, Any Technology



Innovative Business Model

Asset-light manufacturing, with cost-efficient India-based R&D and low operating costs, delivers superior financial performance

Global Telecom Industry- Positive Growth Drivers

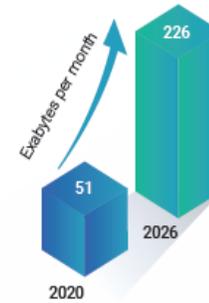
E-Learning



Telemedicine



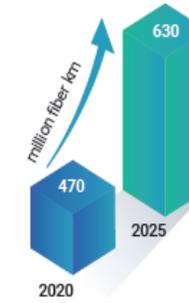
Mobile Data Traffic



Growth Factor: 4.5x

Source: Ericsson

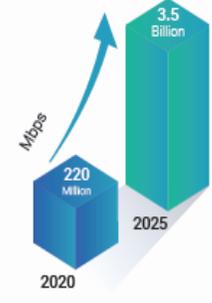
Fiber Rollout



Growth Factor: 1.3x

*growth as per internal estimates

5G User Base

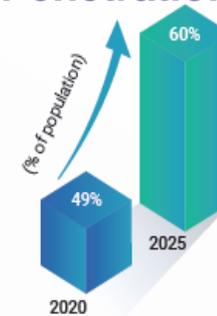


Growth Factor: ~15x

Source: Ericsson

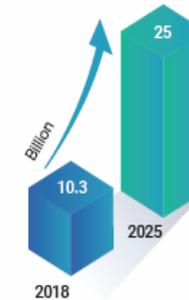
Telecom Networks are now an essential infrastructure for Digital society and Economy

Internet Penetration



Source: GSMA

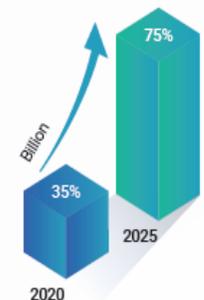
IoT Connections



Growth Factor: ~2.5x

Source: GSMA

High-speed Broadband Subscriptions (>100 Mbps)



Growth Factor: 2.5x

Source: Omdia

Work-from-Home



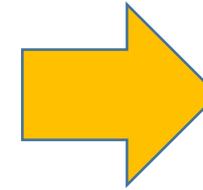
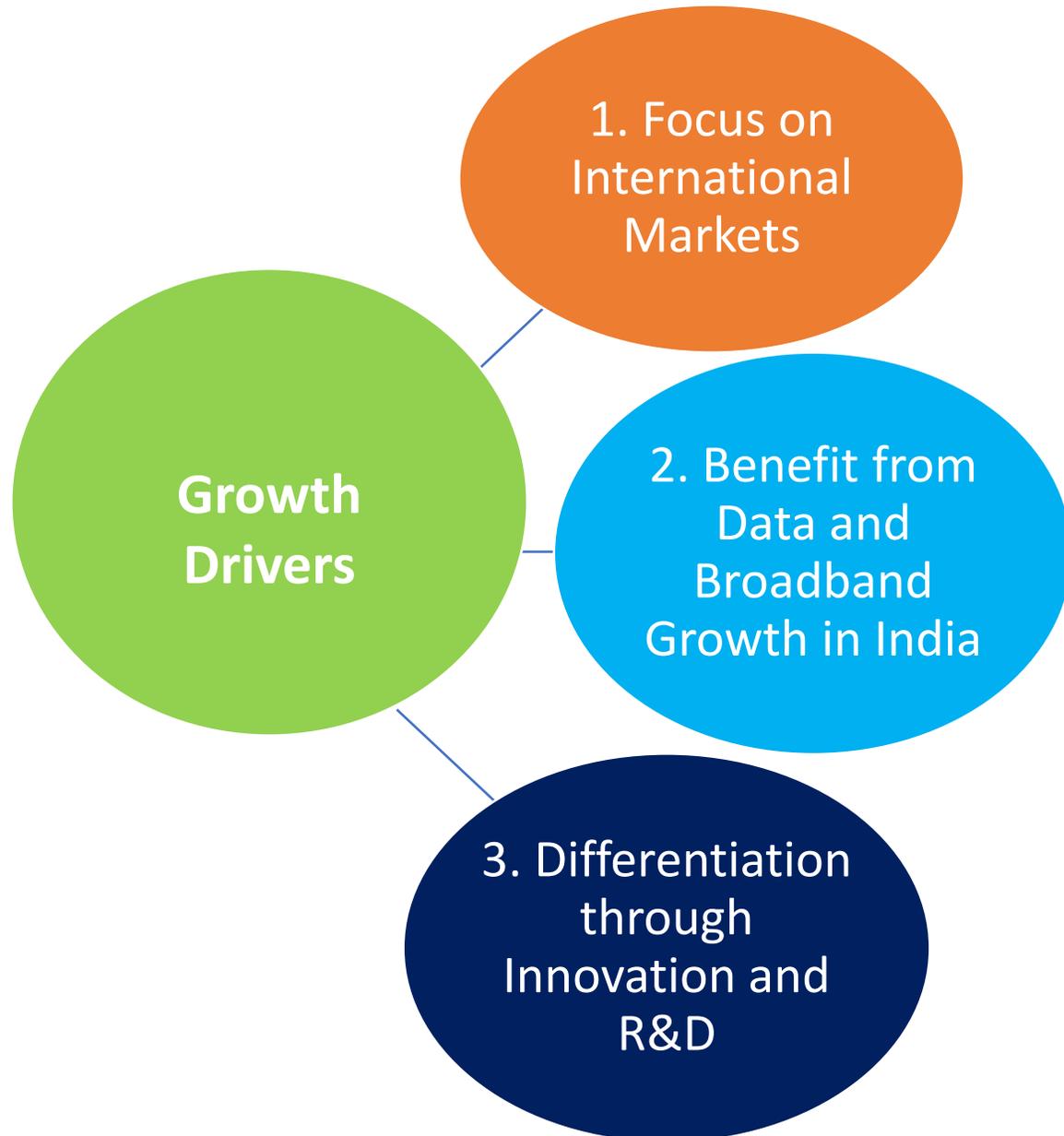
OTT



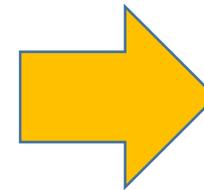
E/M-commerce



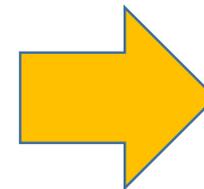
Our Growth Strategy



- Benefit from new geo-political situation, as customers diversify their supplier base
- Increase sales investments and local presence in Africa, Mid-east, SE Asia, N. America & Europe
- Explore partnerships



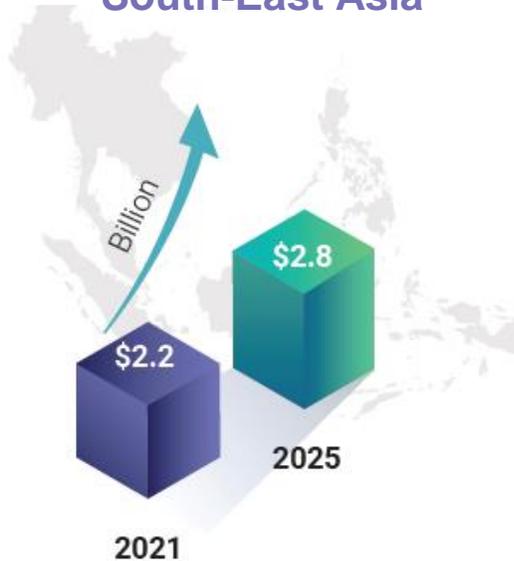
- Leverage growth from Fiber-based broadband (FTTX) and increase in Mobile broadband (4G/5G)
- Increase wallet share in private telcos and government accounts
- Leverage “Atmanirbhar Bharat”



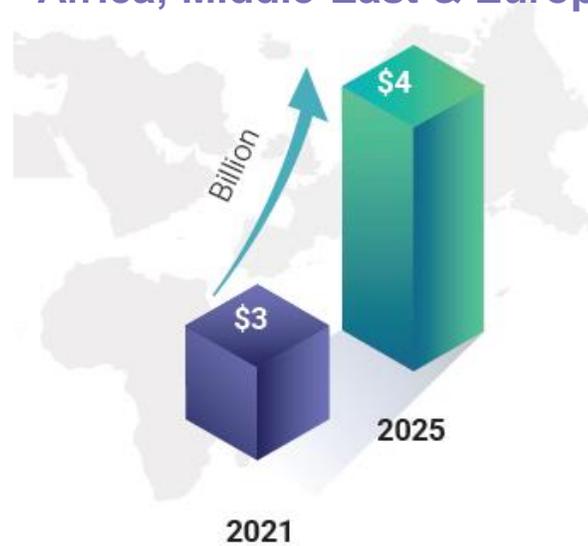
- Unique software-defined hardware™ architecture; India R&D cost leverage
- Diversified portfolio focused on fast growing technology segments
- Leading-edge solutions for Broadband Access, Edge and Metro/LH networks

1. Focus on International Markets

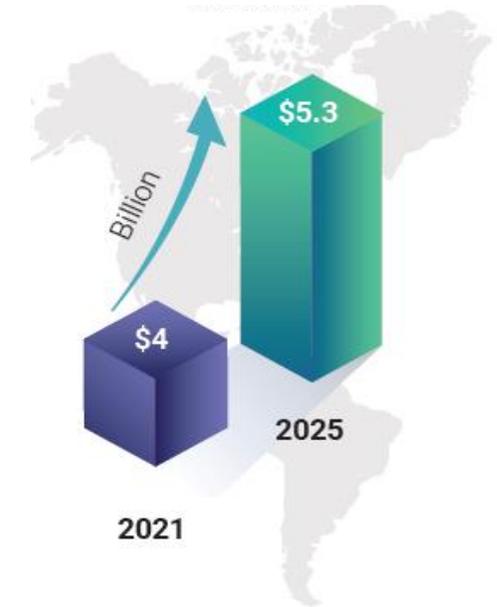
South-East Asia



Africa, Middle-East & Europe



Americas



Source: Omdia and internal estimates

Total International Addressable Market (TAM) of \$9.2 Billion in FY22

- Our Asia business grew by 366% YoY
- Carriers expanding coverage of fixed and mobile broadband services and for 5G
- Strong demand for FTTH and FWA products for broadband rollouts
- Won multi-million rural broadband project in SE Asia for our converged wireless/wireline product
- Our Africa business grew by 68% YoY
- Carriers upgrading capacities to address bandwidth demand from web-scale companies and for 5G rollouts
- Strong traction for Metro DWDM/OTN and Alien Wavelength solutions
- Growing incumbency across multi-country customers; hired new sales leaders for CIS/Europe regions
- Adverse impact of Covid-19 in FY21
- USA: Federal funds for rural broadband; Targeting Tier-2/3 telcos and rural ISPs for FTTX products
- Mexico: Benefiting from broadband growth; Strong incumbency and local presence

Enhancing our Brand in International Markets

TECHNOLOGY WEEK
WEBINAR 1

TEJAS NETWORKS

WEBINAR on
Gigabit Fiber Broadband using xPON technology: New Frontiers

July 29, 2020

CLICK HERE TO WATCH

capacity

TEJAS NETWORKS

WEBINAR on
WHOLESALE TELECOMS:
Staying Ahead in the post-COVID World

July 15, 2020

CLICK HERE TO WATCH

TEJAS NETWORKS

WEBINAR on
UTILITY 2.0

Next-generation Communication Technologies for Smart Utilities

June 25, 2020

CLICK HERE TO WATCH

TEJAS NETWORKS

WEBINAR on

Demystifying Software-defined Hardware in an optical network and its impact on network economics

June 17, 2020

CLICK HERE TO WATCH



Wednesday, 16 June 2021

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HOME TECHNOLOGY BUSINESS GLOBAL EVENTS INSIGHT

East meets West: How success in India is taking Tejas Networks global

By Harry Baldock, Total Telecom
Thursday 15 April 21

We spoke to Sanjay Nayak, CEO and MD at Tejas Networks, about his company's role in India's biggest broadband project and the hard-fought lessons learned from success in one of the world's most competitive markets

It goes without saying that 2020 was a disruptive year for the telecoms industry. The onset of the coronavirus pandemic saw demand for connectivity skyrocket to an incredible extent, with most of us reliant on broadband infrastructure for both our business and home lives. But while this surge in demand was impressive, it was not



DWDM & ROADM

TelOne Zimbabwe deploys Tejas TJ1600 DWDM/OTN platform

TelOne will use the 100G and greater wavelength transmission capabilities on its network throughout the African country.

YouTube

Search

PANEL: Supercharging your fibre network with emerging technologies

gigabit-access

12:18, Tuesday 20th April

Gigabit - Supercharging Your Fibre Network With Emerging Technologies

280 views · Apr 29, 2021

TEJAS NETWORKS

Arnob Roy
COO & Whole-time Director, Tejas Networks

Session on
Beyond Broadband: Converged Access and Backhaul for Profitable FTTX Rollouts

at
4th EDITION FTTX INDIA
1st April, 2021
10:30 - 13:00 hrs

Beyond Broadband: Converged Access and Backhaul for Profitable FTTX Rollout

228 views · Apr 15, 2021

Panel Discussion: WHAT DOES COVID-19 MEAN FOR NETWORKS, 5G & BUSINESS MODELS

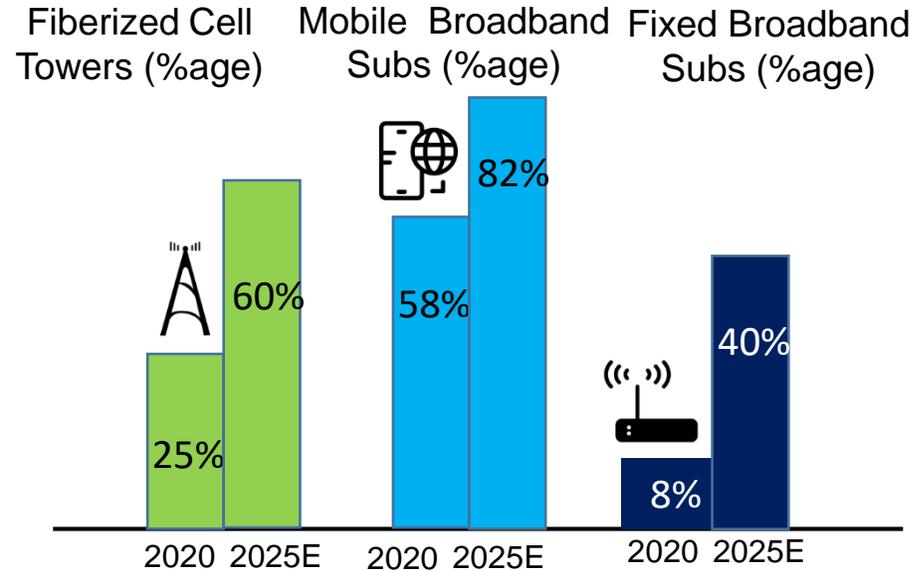


2. Benefit from Data and Broadband Growth in India

India TAM for FY22:
~\$1 Billion

India Government

- BharatNet fiber broadband to every village; 650,000 villages to be covered by end of 2023.
- BSNL's pan-India 4G network rollout including both wireless and optical transmission infrastructure.



India Private

- Increase in FTTX rollouts and network capacity expansion. Expansion of 4G and impending launch of 5G
- Selected by 2 Tier-1 telcos for pan-India FTTX rollouts on GPON
- Selected by 2 Tier-1 telcos for OTN and DWDM products for Metro, Long-haul capacity augmentation

- Pan-India rollout of FTTX home, enterprise broadband networks by Telcos and ISPs
- Growing cell-site fiberization
- Backbone capacity expansion
- Large investments in modernization of critical infrastructure networks

Critical Infrastructure

- With Cybersecurity as a key concern, preference for domestic vendors in utility, defense and smart/safe city projects
- Growing demand for FTTX, PTN DWDM and Ethernet switches

Indian Government push for “Atmanirbhar Bharat”

Preference to Make in India (PMI)

- Our products are included in the list of telecom products eligible for purchase preference in Government tenders
- Suppliers from countries sharing a land border with India to register with competent authority before bidding

All telecom products being manufactured and sold by Tejas are included in the PMI list

“Trusted Products” Directive

- Indian Government has issued a national Security Directive, mandatorily requiring all TSPs and ISPs (public or private) to use “trusted products” from “trusted sources” only
- Applicable on all new telecom equipment purchases (by Government, Private telcos, ISP etc.) from June 15 2021

Tejas has full ownership and control of all software, hardware, design. All manufacturing is done in India

Product Linked Incentive (PLI) Scheme

- Rs 12,195 Crore incentive scheme for local manufacture of specific telecom and networking products
- 4-6% incentive to eligible companies on incremental sales, over FY20 base year, subject to meeting capital investment commitments
- Policy applicable from April 2021 for a period of five years

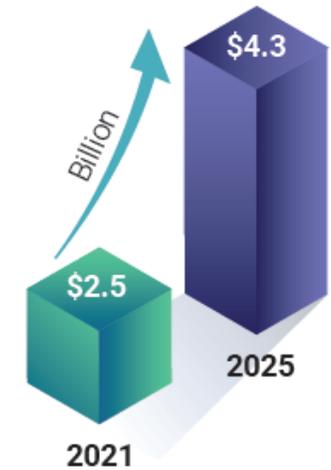
Telecom products being manufactured and sold by Tejas are eligible under PLI scheme

3. Differentiation through Innovation and R&D

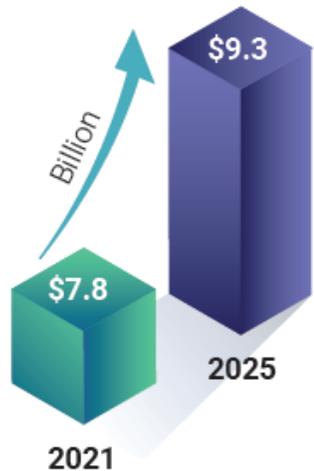
Global XPON Market



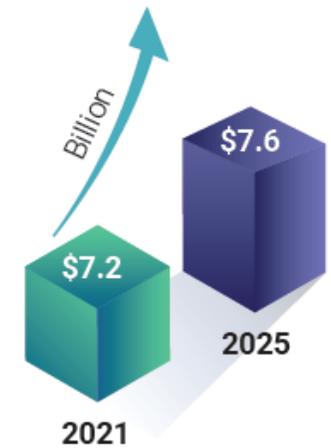
Global Fixed Wireless Access Market



Global Metro/Access WDM Market



Global Converged Packet Optical Market



- Expanding product portfolio to address high-growth segments
 - Successful commercial launch of our wireless broadband product on LTE
 - High-speed Fiber Broadband (NG-PON) deployed for FTTX
 - Multi-terabit Metro/Core Switching and Transport (DWDM, OTN)
 - Converged Packet-Optical Transport (PTN, IP, CE2.0, SDH)
 - Secure and Industrial-grade IP/Ethernet Switches
- Top-3 R&D spender among public companies in India
 - Over 50% employees in R&D with strong multi-disciplinary skillsets; 349 patents and 300+ silicon IPs

Award Winning Products and Solutions

Home & Office Broadband

Deliver high-speed broadband connectivity on optical fiber, fixed wireless and copper cables to residences, businesses & institutions

Products: xPON, PTN, LTE, Ethernet Switches



Metro Capacity Expansion

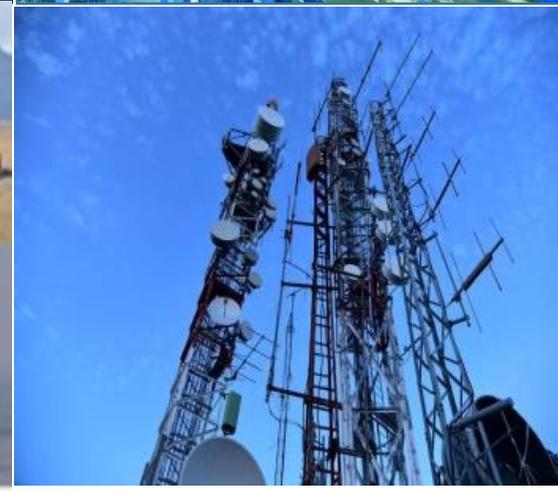
Cost-efficient solutions to upgrade bandwidth in Metro and Core networks

Products: DWDM, OTN

Critical Infrastructure

Seamless network transformation from legacy circuit to packet transport technologies in power, rail, oil & gas, defence sectors

Products: Next-gen SDH, DWDM, Ethernet Switches, GPON



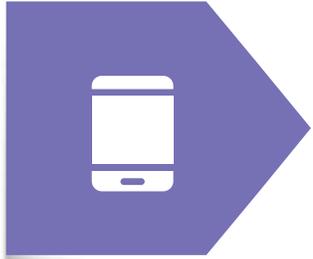
5G-Ready Mobile Backhaul

High-performance optical crosshaul solutions to cater to increased fiberization, densification & virtualization of 4G & 5G Networks

Products: PTN, GPON, OTN



Leading to Tier-1 Wins in India and Global Markets



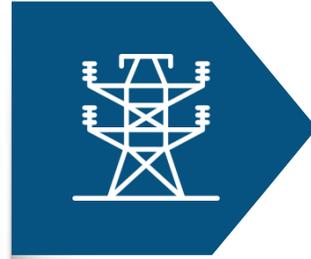
**5 Out of
Top 10 Telecom
Operators
in the World**



**3 of the
Largest Wholesale
Bandwidth
Providers in Africa**



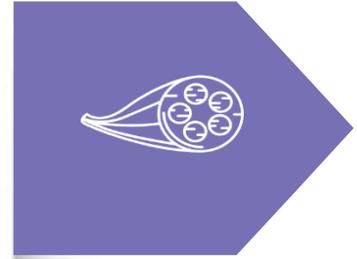
**All Large
Public & Private
Telco networks
in India**



**Largest supplier to
India's Utility
Networks (Power,
Rail, Oil & Gas)**



**Asia's 1st Converged
Fiber & Wireless
Broadband
Network**



**World's Largest
Rural Broadband
Optical Fiber
Network**

Strong Professionally Managed team with Significant Industry Experience

Management



Sanjay Nayak

Chief Executive Officer and Managing Director
Ex-Managing Director at Synopsys
Chairman, FICCI Science & Technology Council



Kumar N. Sivarajan

Chief Technology Officer
Associate Professor, IISc, Bangalore
Former Chairperson, Telecom Standards Development Society
Ph.D., California Institute of Technology



Arnob Roy

Chief Operating Officer and Full-time Director
Ex-Manager, R&D, Synopsys
Master's Degree, University of Nebraska
Bachelor of Technology, IIT, Kharagpur



Venkatesh Gadiyar

Chief Financial Officer
Ex-Assistant Financial Controller, Infosys
Fellow Member, Institute of Chartered Accountants of India



Sukhvinder Kumar

President, Global Manufacturing Ops
Ex-CEO and Managing Director, Eolane Electronics
Advanced Management Program, IIM, Bangalore



N.R. Ravikrishnan

General Counsel and Chief Compliance Officer
Ex-Company Secy and Head Compliance, Infosys
30+ years of experience in Tata, Infosys and TVS

Board of Directors



Balakrishnan V.

Non-Executive, Independent Director and Chairman
Founder and Chairman of Exfinity Venture Partners
Ex-Group CFO and Board member of Infosys



Dr. Gururaj Deshpande

Non-Executive Director
President and Chairman of Sparta Group MA LLC
Life-Member of the MIT Corporation



C.B. Bhawe

Non-Executive Director, Independent Director
Chairman, SEBI (2008 -2011)
Chairman and MD, NSDL (1996-2008)
Indian Administrative Services (1975 Batch)



Leela Krishnamurthy Ponappa

Non-Executive Director, Independent Director
Indian Foreign Service Officer
Ex-Ambassador of India to Thailand and Netherlands

Global Recognition for Innovation, R&D & Business

2018-2021

FT1000 high-growth list for Asia-Pacific



IEEE Technology Corporate of the Year



Best Equipment Supply Partner by Gol



Aegis Graham Bell award in "Digital India Initiative"



"Best Exporter" award in Gold Category by FKCCI



Top 3 R&D spender among listed cos



Finalist in Global Telecom Awards



Finalist in World Forum Award



Finalist in Fierce Innovation Awards



Finalist in Leading Lights Awards

2012-2015



CSIR Diamond Jubilee award from PM in 2012



2016-2017



IESA Most Innovative Product Award in 2016



President of India award for successful commercialization of indigenous innovation in 2016



National Intellectual Property Award by Minister of Commerce and Industry in 2017

2000-2008



CSIR Diamond Jubilee award from PM in 2006



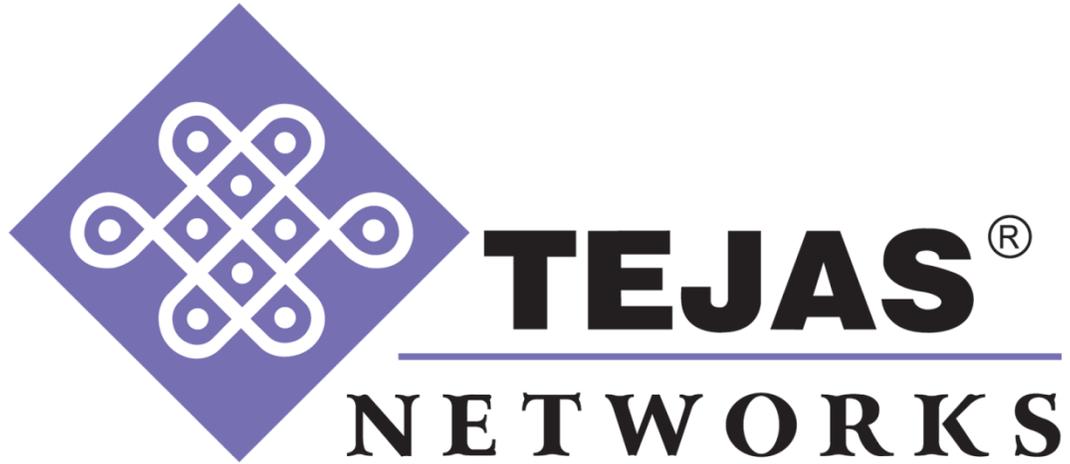
Red Herring Top-100 Asia

2009-2012

Technology and Innovation awards from

- NASSCOM
- Economic Times
- Aegis Graham Bell
- TCOE India





Thank you!

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Contact - +91(80)41794600