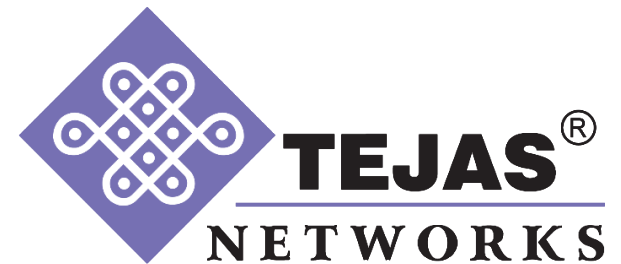




TEJAS NETWORKS LTD
Q2FY24 INVESTOR PRESENTATION

October 20, 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: Q2-FY24

- **Q2 Financial Update**
 - Q2 Net Revenue: Rs. 396 Cr (YoY 80%);
 - Q2 Loss After Tax: Rs. 13 Cr;
 - Cash and Cash Equivalents at: Rs 1,371 Cr
 - Order book at end of Q2: Rs 9,271 Cr
- **Key highlights**
 - **Highest ever quarterly revenue till date**
 - PAT loss due to a combination of expedite fees for delayed components and major investments in scaling up R&D teams, addition of new facilities, and increasing manufacturing infrastructure to address the large upcoming shipments for BSNL 4G wireless equipment
 - **Highest ever order book till date**
 - Strong order booking for wireline business across all product lines, along with the receipt of the large BSNL 4G wireless PO from TCS
 - **Wireless Business:**
 - Won Rs 7,492 crore order from TCS to supply 4G/5G RAN equipment for BSNL's pan-India network
 - Received a mobilization advance of Rs 750 crore from TCS to execute this contract; shipped 1000+ sites
 - **Wireline Business:**
 - FibreConnect launched broadband services in Italy using complete portfolio of Tejas wireline products
 - Selected as a GPON OLT/ONT supplier by two leading regional ISPs in India
 - Selected for the backbone network of a leading Media and Entertainment company in the US
- **Awards and Recognition**
 - Conferred the prestigious 2023 Leading Lights award in the “**Company of the Year (Public)**” category, for “its deep technology expertise, strong balance sheet, a long-term investment outlook and deep customer relationships”
 - Number of patents granted increased from 267 to 282

Q2-FY24: Financial Update

	<i>Amount in Rs. crore except EPS</i>			
	Q2-FY24	H1-FY24	LTM	FY 2023
Revenues (Net)	396 (YoY 80%)	584 (YoY 69%)	1158 (YoY 100%)	920
EBIT	-29 (YoY -237%)	-109 (YoY -179%)	-179 (YoY 10%)	-108
PBT	-18 (YoY -366%)	-84 (YoY -1234%)	-120 (YoY 11%)	-43
PAT	-13 (YoY -300%)	-39 (YoY -297%)	-66 (YoY 22%)	-36
EPS	-0.74 (YoY -252%)	-2.3 (YoY -248%)	-4.01 (YoY 37%)	-2.46

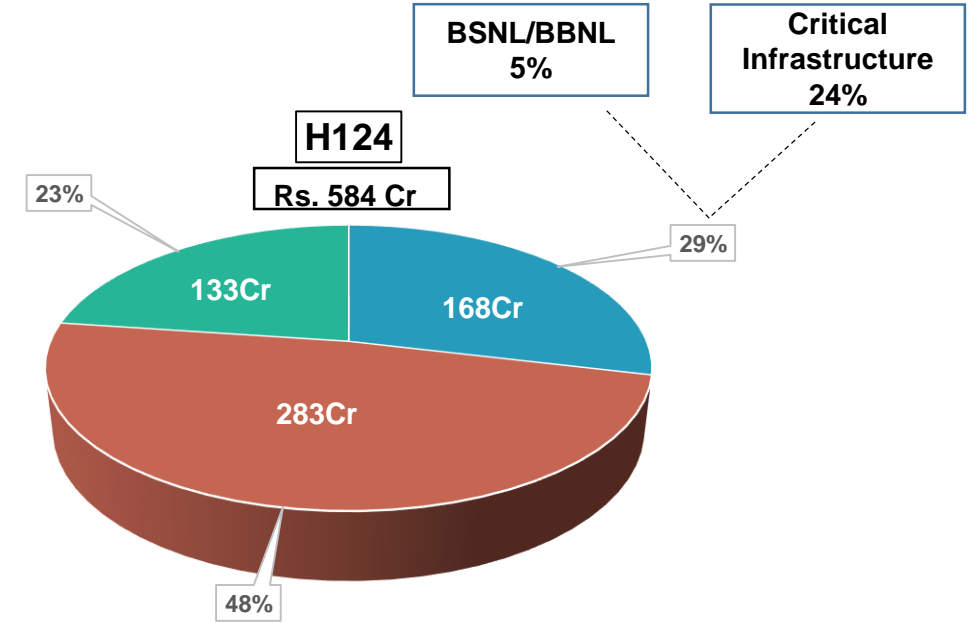
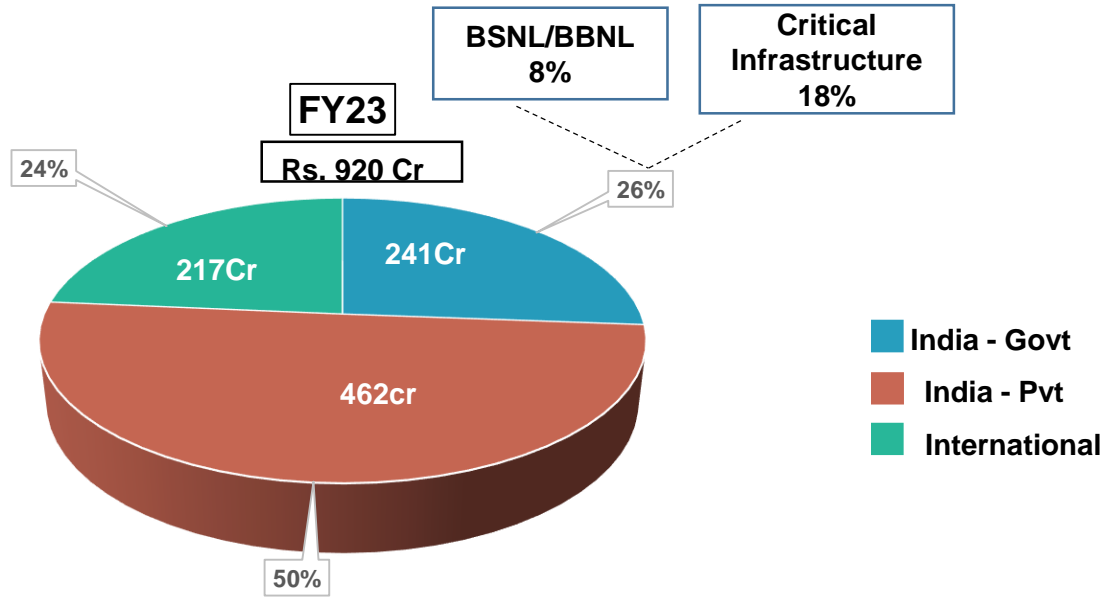
Q2-FY24: Key Financial Indicators

Particulars	Amount in Rs. Cr	
	Q1-FY24	Q2-FY24
Cash flow from Operations	(289)	532
Net Worth	2,984	3,007
Inventory	872	1,401
Trade receivables	501	487
Net working capital	1,198	671
Cash and Cash Equivalents ¹	943	1,371

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

- **Inventory increased to Rs. 1,401 Cr during Q2-FY24**
 - We have secured key long-lead components for expediting delivery of several critical large orders
 - Will be converted to finished goods and shipped in upcoming quarters
- **Trade Receivables at Rs. 487 Cr**
 - Collected Rs 452 Cr during Q2– highest quarterly collection ever
- **Working capital decreased in Q2 by Rs. 527 Cr**
 - Primarily due to mobilization advance of Rs. 750 crore received from Tata Consultancy Services Limited.
- **Cash Position at end of Q2 was Rs. 1,371 Cr**

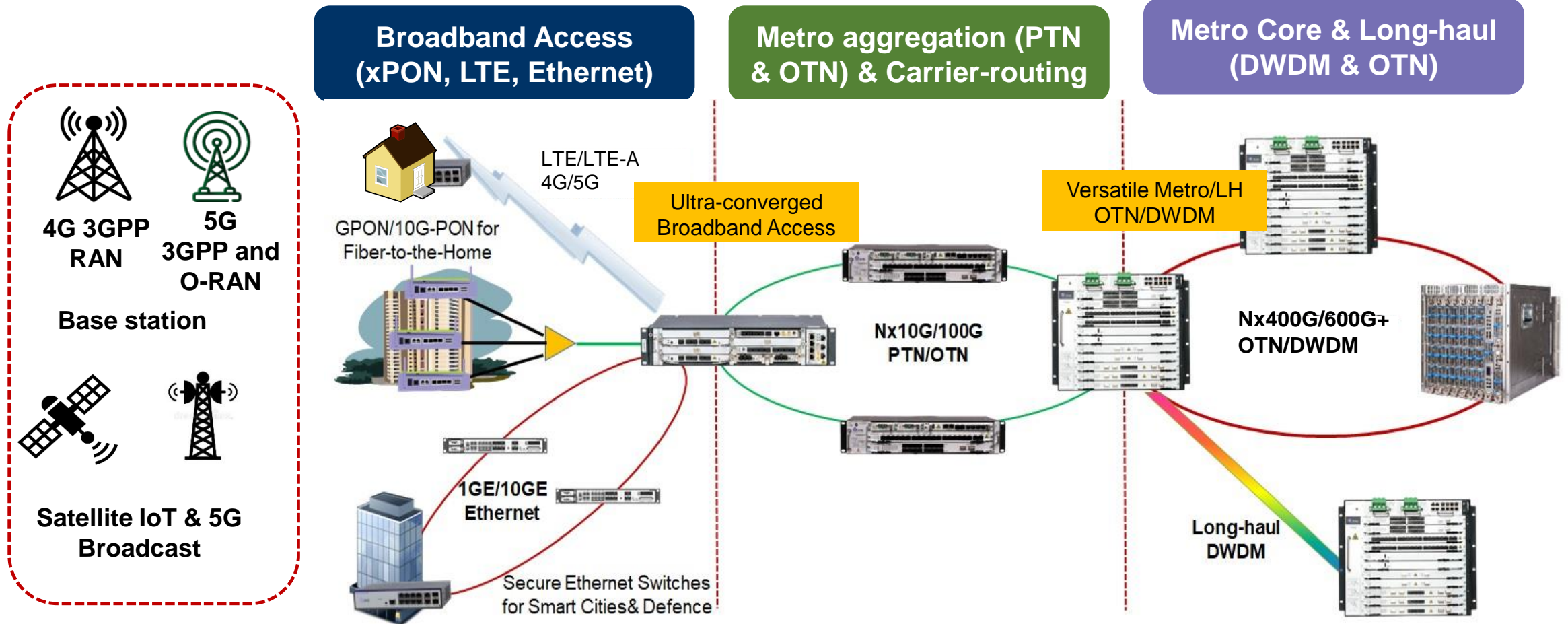
H1-FY24: Revenue update



- **Run-rate revenue (India-Pvt + International) was 71% of H1FY24**
- **India Government**
 - India-Govt was 29% of H1 24 revenues. YoY growth of 149%
- **India Private**
 - India Private was 48% of H1 24 revenues. YoY growth of 60%
- **International**
 - International was 23% of H1 24 revenues. YoY growth of 32%
- **Closing Backlog- Rs 9,271 Cr**
 - India: Rs 9,037 Cr
 - International: Rs. 234 Cr

Comprehensive Products: Optical + Wireless + Satellite

Universal, SDN-ready Network Management System (NMS)



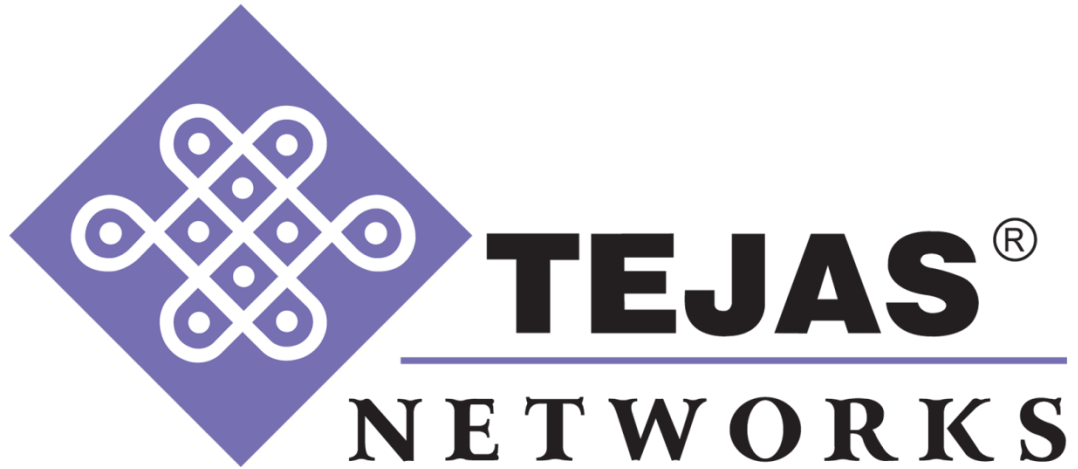
- **We are a source of trusted Wireless and Wireline products**
 - **Wireless:** 4G RAN (Radio Access Network) for Fixed/Mobile Broadband; 5G (3GPP and O-RAN), 5G Broadcast & Satellite IoT
 - **Wireline:** Broadband Access, Secured Ethernet Switches, Carrier-routing, Optical Transmission
- **Large Addressable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

Corporate Update

- Mr. Venkatesh Gadiyar, CFO has resigned from Tejas after 10+ years to attend to his personal commitments and also pursue other interests.
 - Tejas wishes to place on record Gadiyar's invaluable contributions to the company
- Mr. Sumit Dhingra will take over as CFO from 1-Dec, 2023
 - Sumit currently works as Assistant Vice President in the Group CFO's Office at Tata Sons.
 - At Tata Sons, he has led multiple strategic, business planning, capital deployment, investments and performance management initiatives across Group companies.
 - He has done his MBA from IIM-Calcutta and BE (Computers) from Delhi Institute of Technology.

Key Takeaways

- With a healthy order book of Rs 9,271 Cr, we expect to accelerate our quarterly revenue growth
- We are seeing increasing customer adoption and healthy business growth across all our product lines
- We continue to make significant investments in R&D and manufacturing operations as we scale-up our business



Thank you!

Contact Us:

ir@tejasnetworks.com

Contact - +91(80)41794600