TEJAS®
N E T W O R K S

September 21, 2024

The Secretary
National Stock Exchange of India Ltd
Exchange Plaza, C/1, Block G,
Bandra Kurla Complex, Bandra (East)
Mumbai – 400 051
NSE Symbol: TEJASNET

The Secretary
BSE Limited
P J Towers,
Dalal Street,
Mumbai – 400 001
BSE Scrip Code: 540595

Dear Sir/Madam,

Re: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Presentation of Analyst / Institutional Investor(s) Meeting

Further to our letter dated September 19, 2024, which notified of Tejas Networks Limited's participation in the Investor/Analyst Meet organized by ASK Capital Management, please find attached the presentation for the said Investor /Analyst Meet.

Kindly take the above information on record.

Yours sincerely
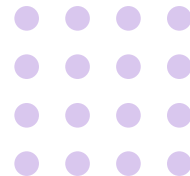**For Tejas Networks Limited**

N R Ravikrishnan
General Counsel, Chief Compliance Officer
& Company Secretary

Building a
Global Telecom & Networking OEM
from India

Anand Athreya, CEO & MD

September 23, 2024

Global Networking Market: Key Technology Segments

Carrier Networks

Enterprise Networks

Wireless Technologies

Radio Access Network (RAN)

Core

Microwave

WiFi APs

Private 5G

IoT Devices

$150B+ Annual Global Spend

Wireline Technologies

Fiber-to-the-X (Home./Business)

Optical Transmission

SP Switches and Routers

Campus Switches & Routers

Data Center Switches

Cybersecurity

Explosive Growth in Network Traffic Worldwide

Advancing Technologies and Expanding Connectivity
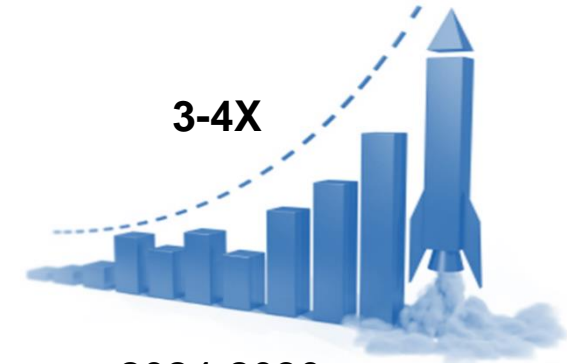
4G/5G Mobile Broadband

Multi-gigabit Fiber Broadband

IoT, Cloud and Edge Computing

Exponential Growth in Network Traffic

3-4X

2024-2030

High-bandwidth Applications are Driving Network Usage

Generative AI

VR& Spatial Computing

Multiplayer Gaming

Streaming Video

Driving Fresh Investments in Networking Technologies

Cloud and enterprise digital transformation

AI Data Center Connectivity

4G/5G RAN & Core

FTTx & Optical Transmission

Switching and Routing

Long runway of 4G and 5G deployments globally

Digitalization of cities and economies

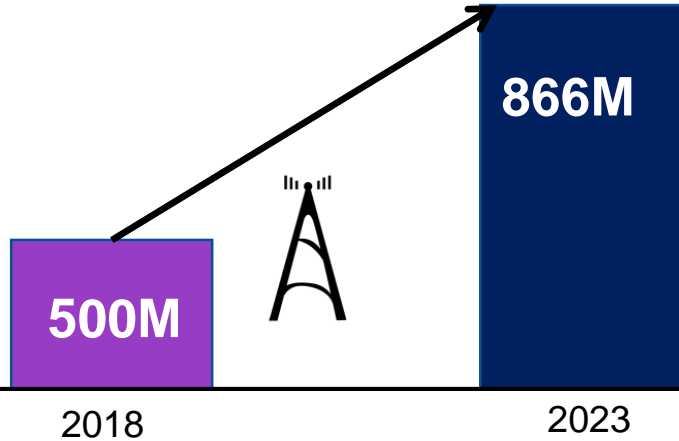Massive investments in broadband for bridging digital divide

Modernization of utility networks demands transition from TDM to IP Networks

India: Solid Launchpad for a Global Telecom OEM

4G+5G Subscribers (Million)

866M (2023)
500M (2018)

Average Data Usage (GB/user/month)

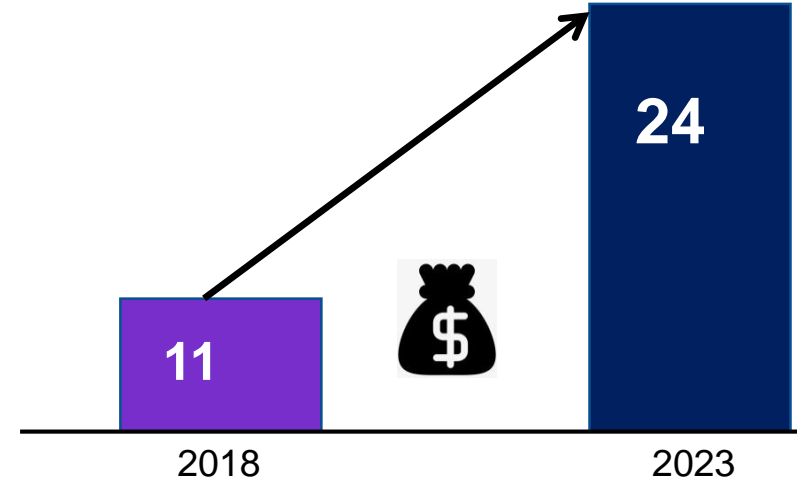24 (2023)
11 (2018)

Smartphone Users

Fixed Broadband Subs (Million)

38M (2023)
18M (2018)

Global #1 in Smartphone Data Usage & 2nd Largest Telecom Market by Subscribers

Sources: TRAI, Nokia, Statista

1B+ (2023)
485M (2018)
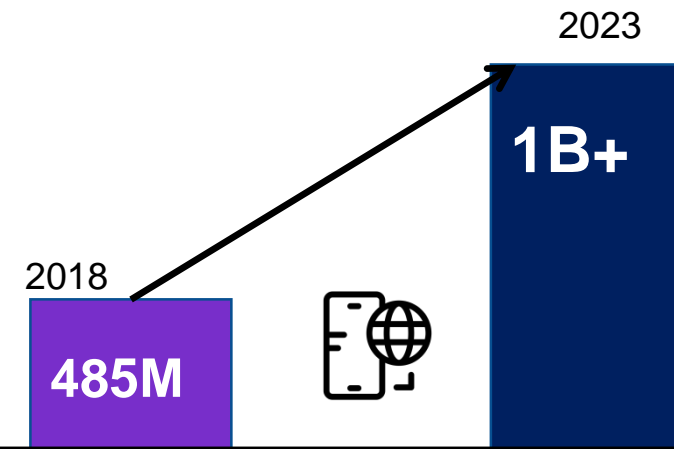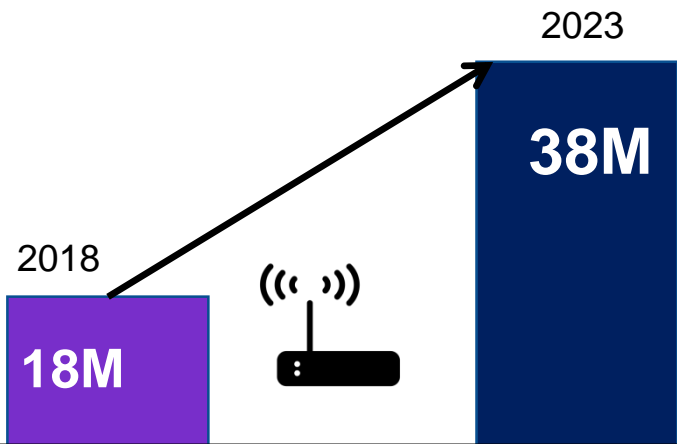
Accelerating Spend on Telecom Equipment

Utilities

Power, Railways and Oil & Gas companies augmenting capacities on their optical networks

Mobile Networks

Large public and private investments in 4G densification and 5G coverage expansion

Indian Railways

Upgrading Collision Avoidance System (Kavach) with wayside towers supporting LTE technology

BharatNet Phase-3

Rs. 1.39 Trillion budgeted for extending broadband to every village in India

Strong Policy Push for Indigenization

- Offset disabilities in the domestic semiconductor design industry
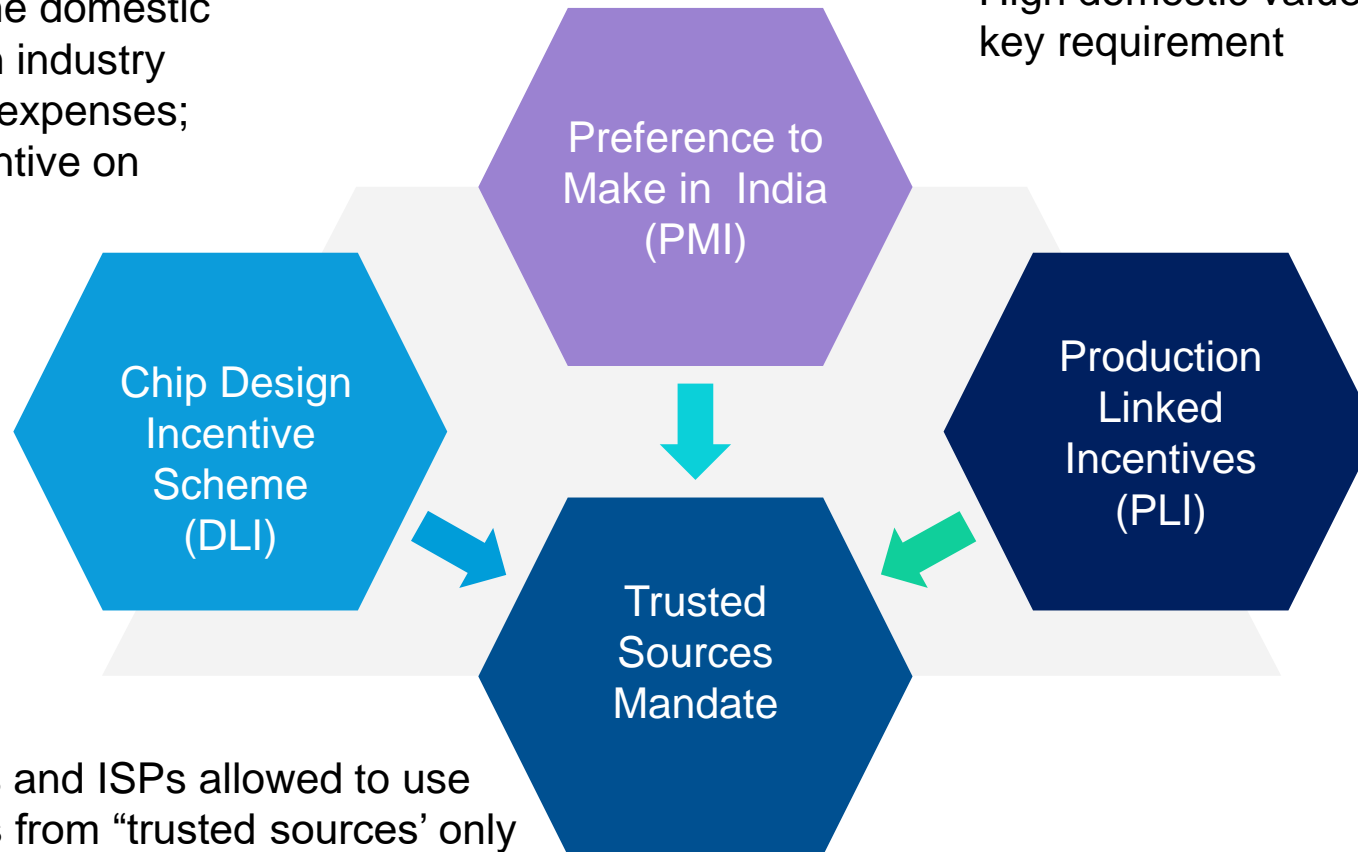- 50% subsidy on total expenses; 4-6% production incentive on sales

- Purchase preference in government tenders for telecom products
- High domestic value-addition is a key requirement

Preference to Make in India (PMI)

Chip Design Incentive Scheme (DLI)

Production Linked Incentives (PLI)

Trusted Sources Mandate

- 4-6% incentive on incremental sales over Base Year subject to investment thresholds being met
- Additional incentive of 1% under design-linked PLI

- All TSPs and ISPs allowed to use products from "trusted sources' only
- Applicable on all new telecom equipment purchases from June, '21

Right Ingredients for Building Product Companies

Growing Government and Private Sector Spend on Telecom and Networking Products

Favorable Regulatory Environment with Strong Government Push for Indigenization

Large Home Market

Geopolitics

Market Access

Talent

Viewed as a Neutral, Trusted Country; no Security Concerns

World-class Software and Chip Design Talent

Tejas Networks: A Snapshot

Vision: To be a Global top-tier Telecom and Networking Equipment Company

- Founded in 2000 and headquartered in Bangalore (India); publicly listed since June, 2017

- India's premier indigenous developer and manufacturer of telecom and networking equipment, both wireless and wireline

- Backed by Tata Group, India's leading multinational conglomerate

Products

End-to-End Wireless & Wireline Products

Wireless: 4G/5G RAN (Baseband and Radios)

Wireline: FTTx, Optical Transport and Switching

Applications

Mobile RAN and Backhaul

Wholesale & Enterprise Bandwidth Services

Home and Business Broadband

Critical Infrastructure Networks

Business Success

Deployed in 500+ Networks across 75+ Countries

Incumbent in all large public and private telcos in India

Global recognition for innovation and business excellence

People

1980 Employees with >60% in R&D; 445+ patents filed

Multi-disciplinary skillsets in hardware & software
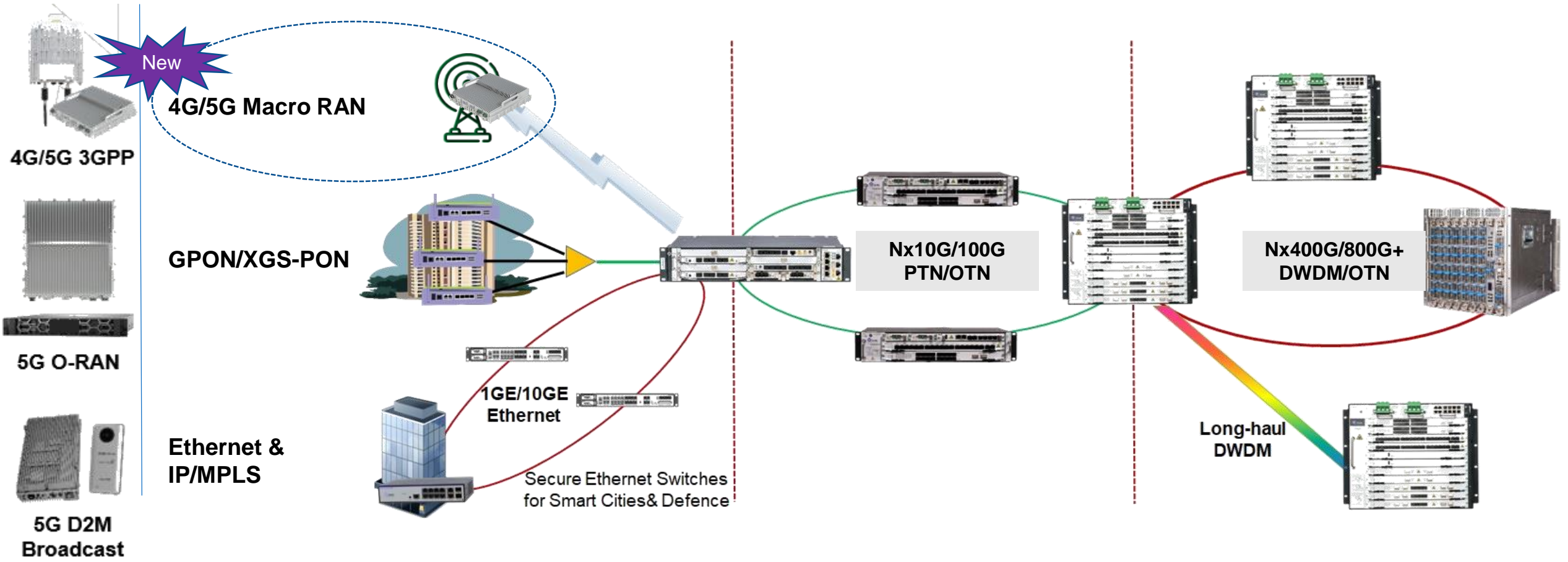
Leading R&D spender (as a % of sales) among public cos

Delivering End-to-End Telecom Networks

Typical Applications Served

4G/5G Mobile RAN & Backhaul

High-performance radios, baseband units & optical xHaul solutions for 4G & 5G Networks

Products: 4G/5G Radios and Base station, Ethernet, IP/MPLS, GPON, OTN

Wholesale & Enterprise Data Services

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

Products: DWDM, OTN, Carrier Ethernet and IP/MPLS

Critical Infrastructure

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

Products: MPLS-TP, IP/MPLS, Carrier Ethernet, DWDM

Home & Business Broadband

Deliver high-speed broadband connectivity on optical fiber, fixed wireless and copper cables to homes in cities and rural areas
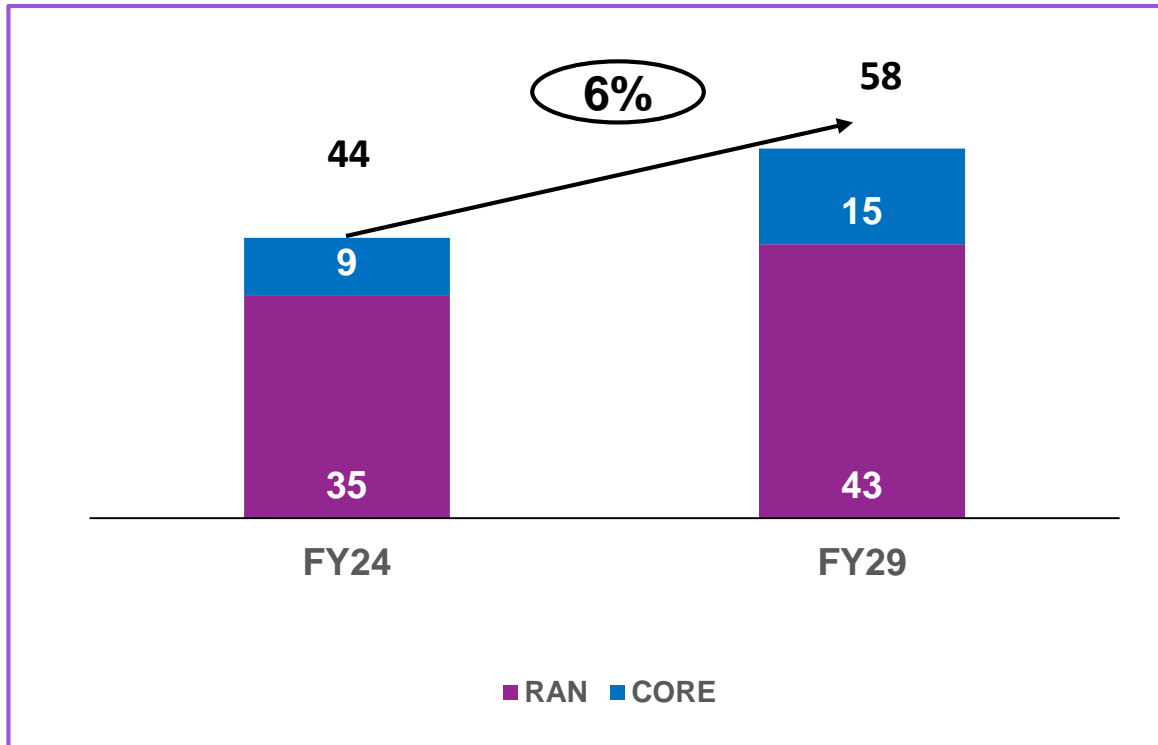
Products: GPON/XGS-PON, PTN, LTE, Ethernet Switches
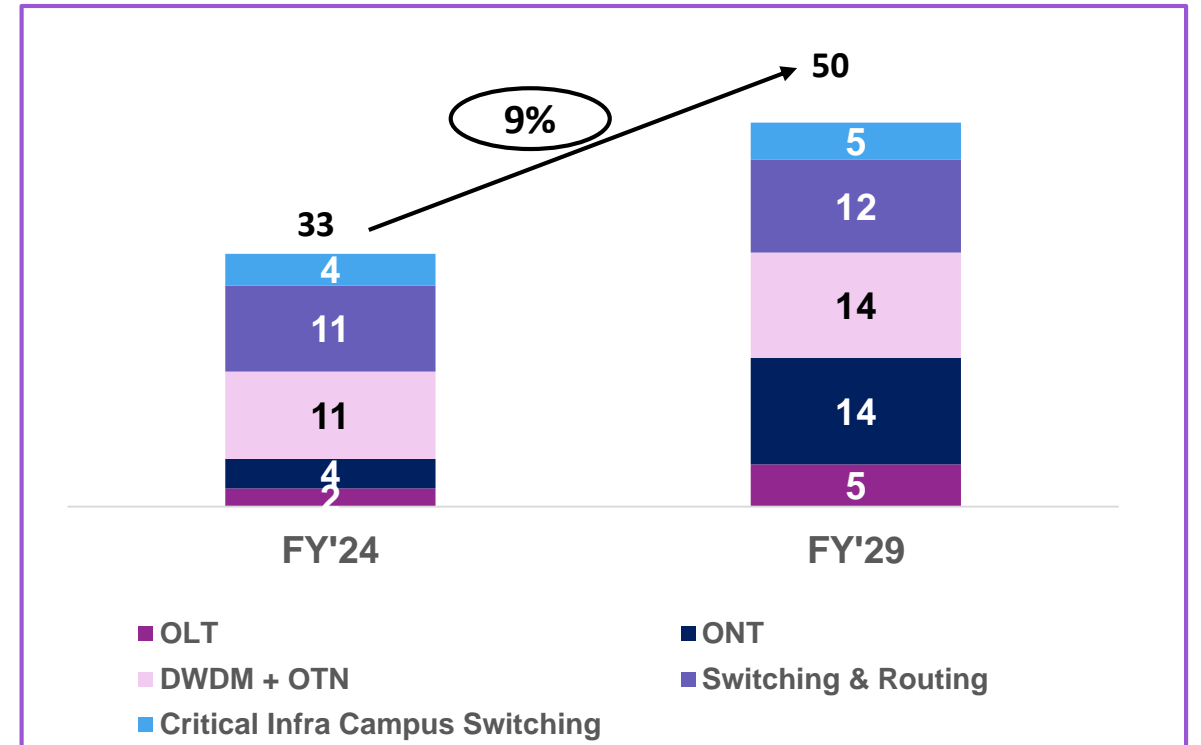
Large Addressable Market

- Large TAM in both wireless and wireline markets
- Emergence of open and disaggregated technologies
- Strong push for Make In India
- Favourable geo-political situation

Opportunity to build a top-tier global OEM from India

Addressable Wireless Market (USD bn)

	FY24	FY29
Total	44	58
CORE	9	15
RAN	35	43

6% (growth)

Legend: ■ RAN ■ CORE

Addressable Wireline Market (USD bn)

	FY'24	FY'29
Total	33	50
Critical Infra Campus Switching	4	5
Switching & Routing	11	12
DWDM + OTN	11	14
ONT	4	14
OLT	2	5

9% (growth)

Legend: ■ OLT ■ ONT ■ DWDM + OTN ■ Switching & Routing ■ Critical Infra Campus Switching

Source: Omdia, IDC, Internal Estimates
TAM: Total Addressable Market (excluding China)

Experience in Building Countrywide Telecom Networks

Rural Broadband

- Largest supplier of GPON equipment for BharatNet, India's national rural broadband network
- Deployed in 100,000+ villages and 3000+ blocks; 4000+ rural/sub-urban stations

Smart/Safe Cities and Defence

- Ethernet switches for over 15 Smart and Safe City projects in India
- Key domestic supplier of networking equipment to tri-services

Pan-India Telecom Networks

- India's largest domestic supplier of optical (PTN, OTN/DWDM, MSPP) & home broadband (GPON) products
- Deployed in all major public and private sector telco and ISP networks

Space and Broadcasting

- Pan-India Sat-IoT installations in fishing vessels
- Innovative D2M (Direct-to-Mobile) Broadcast solution trials

Critical Infrastructure

- Built high-capacity optical networks for railways, metro rail, power, oil & gas companies
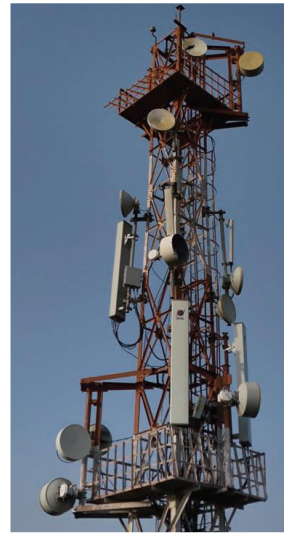- Pan-India DWDM and PTN networks for PowerTel, RailTel, GAIL

International

- 100G/200G/400G wavelength services on 10,000+ kms of fiber across Africa
- Country-wide optical network in Italy
- State-wide optical and fixed wireless network in Malaysia

Large Customer Wins in FY24

Indigenous 4G/5G Stack for BSNL's Pan-India Rollout

- One of the largest mobile network rollouts in the world covering 100,000+ sites

- Sole supplier of 4G/5G baseband and radio products

- Shipped equipment for 27,000+ cell sites as on 30th June, 2024

Indigenous Rollout of IP/MPLS Routers for BSNL MAAN Network

- One of the largest indigenous IP/MPLS router deployments in India

- Deployed 13,000+ TJ1400 series access and aggregation routers

- Unified backhaul for diverse data services including mobile, fiber broadband, Wi-Fi and IoT

Enhancing Maritime Safety with two-Way MSS Network

- Secured provisional PO from NSIL for indigenous Satcom Xponders on marine fishing vessels nationwide

- Powered by SDR chips; supplied for 2500+ vessels in FY24

- Real-time tracking, 2-way messaging, SOS alerts and weather updates ensure safety and productivity for fishermen.

Building a World-class Team with a Strong R&D

Complex, multi-disciplinary skills are required to make global, high-reliability, state-of-the art telecom products
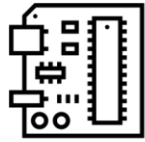
Semiconductor IP	High-speed PCB Design	Embedded Software	Mechanical Design	Thermal Simulations
Network Protocols	Reliability Engineering	Regulatory Testing	Verification & Validation	Design for Manufacturing

>60% Workforce in R&D

6.6% Attrition

8+ yrs Average Experience of Senior R&D Team

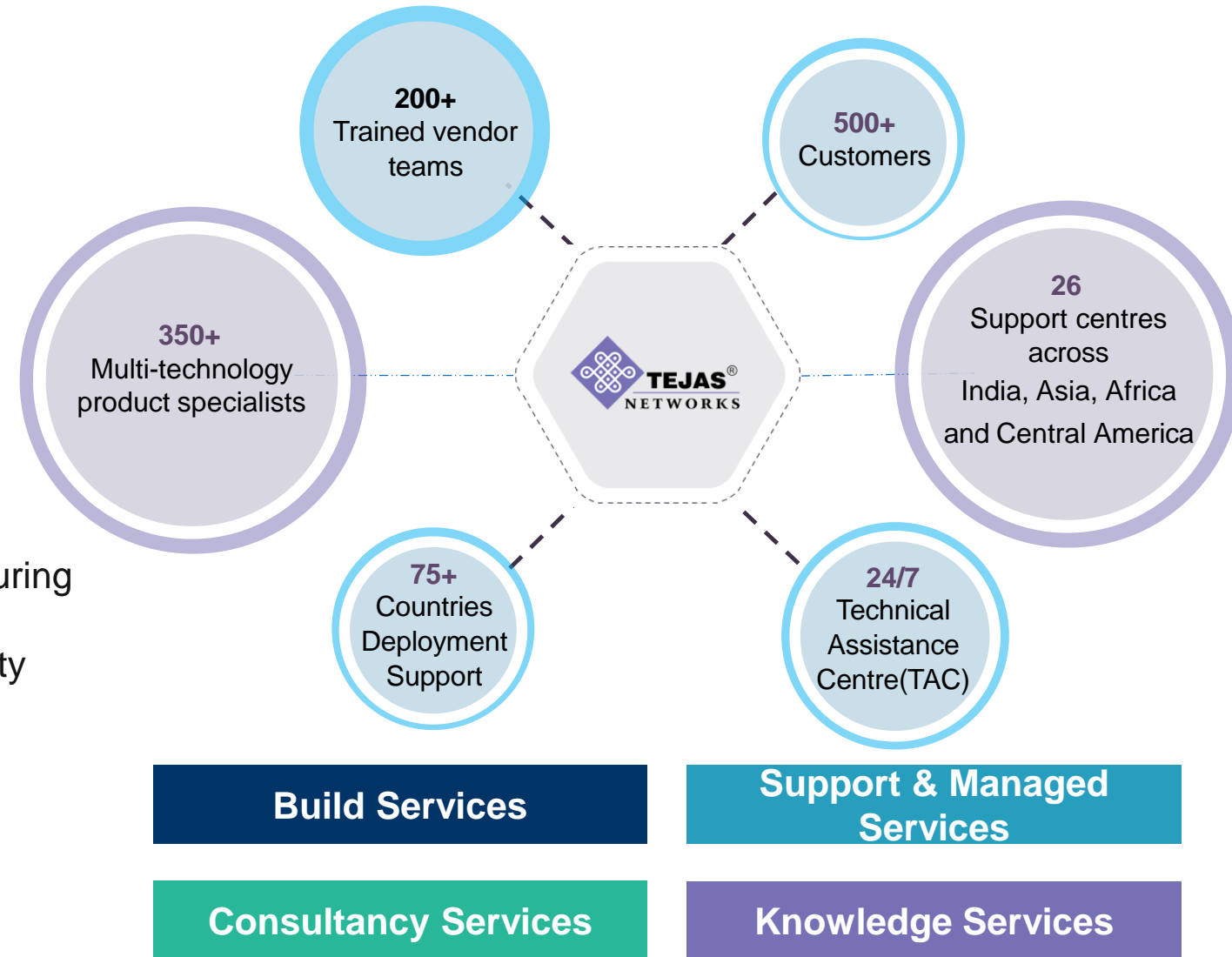**14.6%** Gender Diversity

18+ yrs Average Experience of Senior Sales Team

25% Post-graduates in R&D

Global Scale Manufacturing and Network Services

Factory Premises

System Integration
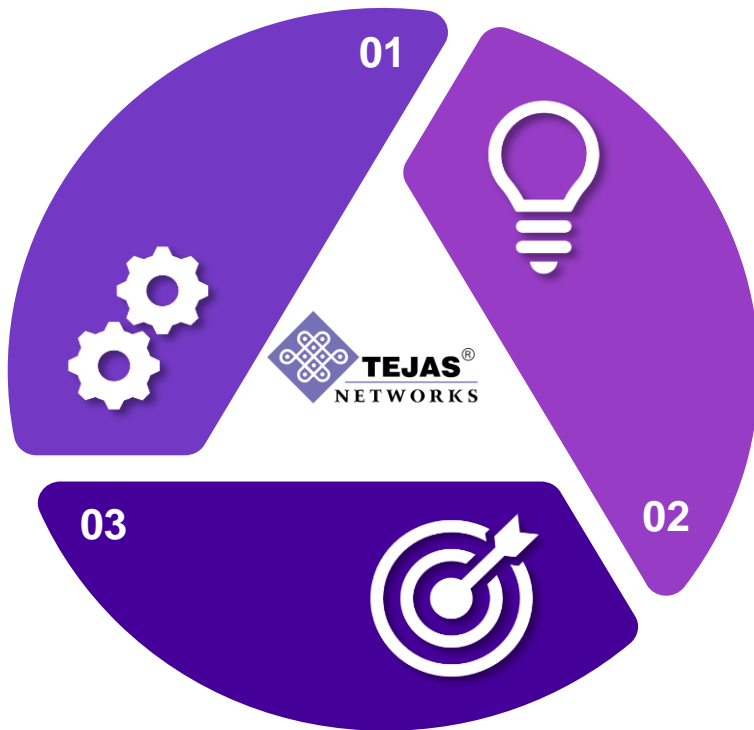

Testing & Qualification

Warehouse

- Asset-light business model with multiple Electronics Manufacturing Services (EMS) partners for manufacturing

- In-house facilities for final assembly, testing and quality control
  - 72,000 sq. ft. Integration & Testing facility with advanced technology and skilled staff.
  - Approved under Design-linked PLI scheme

- Meeting global standards such as TL9000, ISO, ANSI (USA) and IEC (Europe)

200+
Trained vendor teams

500+
Customers

350+
Multi-technology product specialists

26
Support centres across India, Asia, Africa and Central America

75+
Countries Deployment Support

24/7
Technical Assistance Centre(TAC)

Build Services

Support & Managed Services

Consultancy Services

Knowledge Services

Our Competitive Edge and Structural Enablers

01

02

03

1. End-to-End Portfolio

- Spanning wireless, optical and packet technologies
- Versatile range of high-power 4G and 5G macro radios

2. Innovative Solutions

- Ultra-converged broadband, transport and routing solution
- Differentiated network solutions for diverse applications

3. Business Model

- Cost-efficient R&D with world-class productivity
- Scalable, asset-light manufacturing in collaboration with global EMS partners

Key Structural Enablers Benefiting Tejas

| Disaggregation of Telecom Networks | Adoption of Open Networking Technologies | Demand for Trusted Equipment Suppliers |

Contribution to Global Standards

ITU
- 6G Vision and Standardization
- Network protection

3GPP
- AI-ML, Massive MIMO
- Sub-band Full Duplexing
- Network Energy Savings

ORAN
- Open RAN
- Cloudification & Orchestration

TSDSI
- Driving standards for India
- xHaul, 5Gi, Reconfigurable Intelligent Surfaces

Bharat 6G
- Research on multiple 6G projects - AOC, OAM, THz research

IEEE
- Industry Academia Research
- IEEE Communication Society (Comsoc) Chair (Bangalore)

Our Strategy

Rich Product Portfolio

- Create a world-class Wireline + Wireless portfolio for global carrier networks
- Expand to adjacent markets such as enterprises and data center networks
- Solutions based differentiation

Go to Market Strategy

- Achieve a leadership position in India both in government and private
- Leverage Tata brand, global telco relationships to break into global Tier-1s
- Use large reference wins in India to tap similar opportunities globally
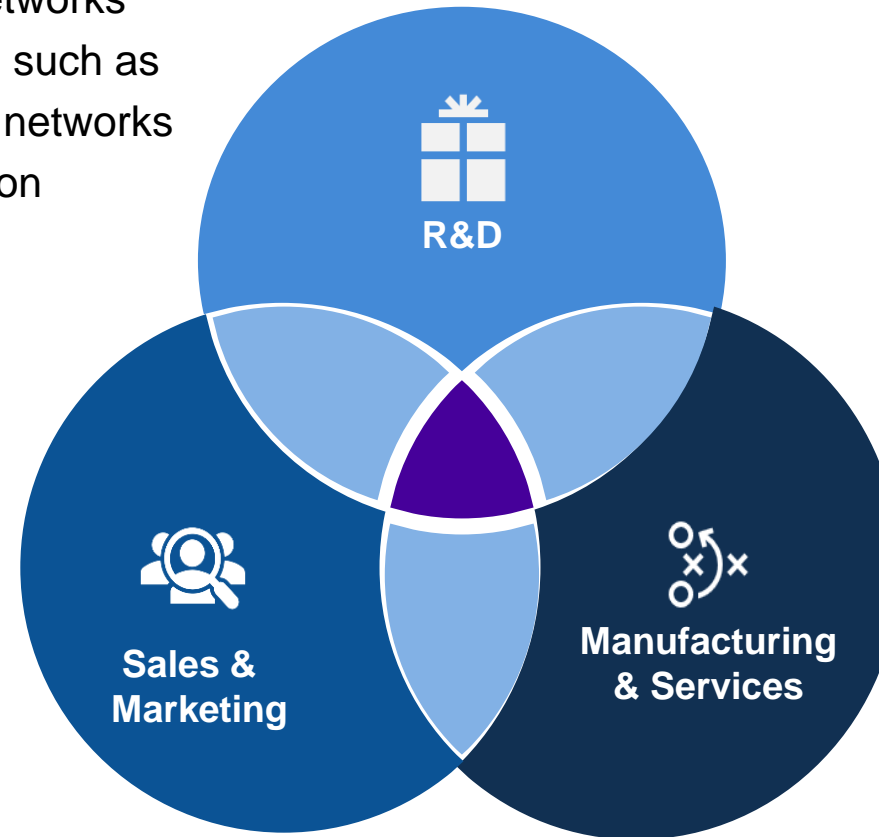
Global Scale Operations

- Capitalize on India's PLI scheme to strengthen manufacturing infrastructure
- Expand EMS partnerships to build scale
- Develop robust technical pre- and post-sales support

R&D

Sales & Marketing

Manufacturing & Services

Continuing to invest in R&D, Supply Chain, International Sales and Marketing and Facility Expansion
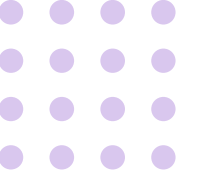
Thank You!

Email: ir@tejasnetworks.com
Phone: +91(80)41794600