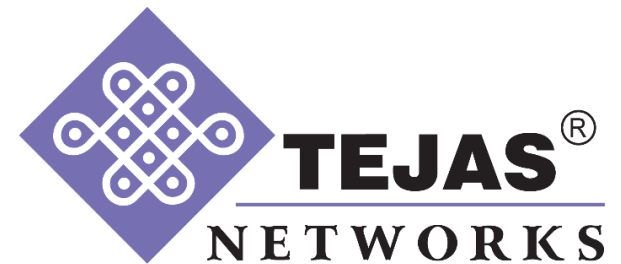




**TEJAS NETWORKS LTD
INVESTOR PRESENTATION**

Mar 31, 2022



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.

Our Strategy

Create a global-scale,
telecom product company from India

Create world-class products for building end-to-end networks

- Hire & attract top-notch talent for wireline and wireless.
- Acquire companies/teams to expand products, technology, IPR.

Use India's large home market to get economies-of-scale

- Gain market share in wireline & wireless with the impending new 5-year capex cycle driven by 5G & Broadband rollouts.
- Play a key role in the national mission to be "Atmanirbhar" in telecom sector.

Expand international business

- Leverage Tata's brand strength & deep customer relationship with global telcos.
- Increase market share in emerging markets, with a larger product portfolio & stronger sales.

Build a global-scale operation

- Build a strong manufacturing operation, leveraging India's PLI scheme.
- Create strong back-end operations for global technical support for pre/post sales, from India.

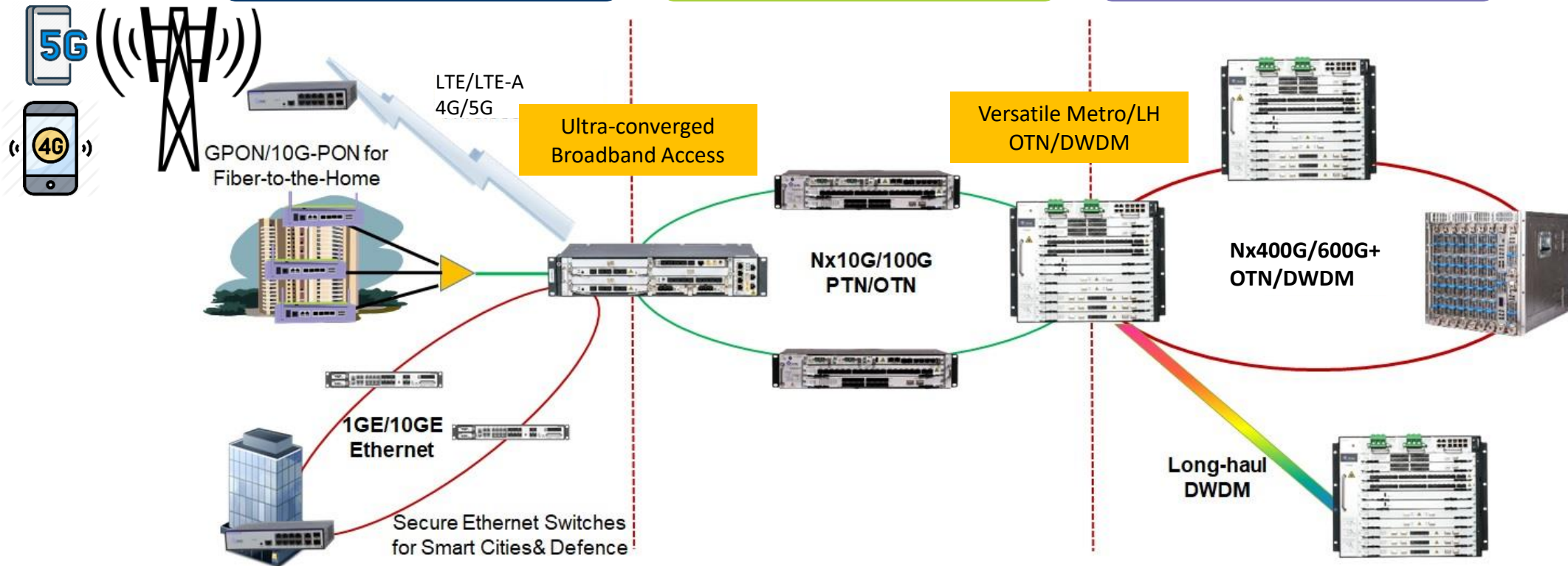
Tejas Product Portfolio: Wireline + Wireless

Universal, SDN-ready Network Management System (NMS)

Broadband Access (xPON, LTE, Ethernet)

Optical Transmission (PTN & OTN)

Metro Core & Long-haul (DWDM & OTN)



- **Wireline:** Optical Transmission, Broadband Access, Secured Ethernet Switches
- **Wireless products:** 4G-LTE RAN (Radio Access Network) for Fixed as well as Mobile broadband

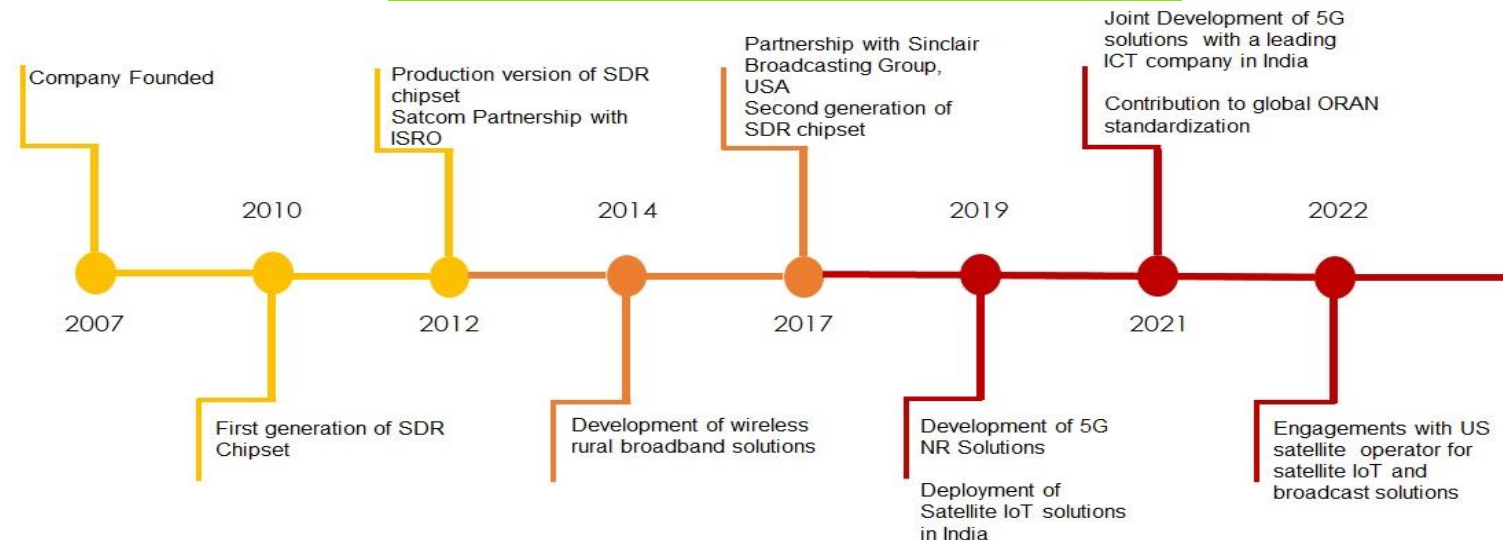
Saankhya - A Premier Wireless Communications & Semiconductor Solutions company



- ❑ Founded in 2007: HQ in Bangalore
- ❑ Founders: Parag Naik (CEO), Hemant Mallapur (VP-engg), Vishwakumar Kayargadde (COO)
- ❑ Customers in US, Europe, Asia, India
- ❑ 73 International Patents (41 approved)
- ❑ India's 1st Fabless Semiconductor chip company which delivered world's 1st Production Software Defined Radio (SDR) Chipset
- ❑ Successful field deployments of Broadband, Broadcast and Satellite-IoT Radios
- ❑ 1000+ man-years experience in wireless/radio systems from "Chips to Systems" and "Antennae to Bits".
- ❑ Strong domain expertise in all aspects of wireless communications and chip design



History and Milestones



Solutions of Saankhya Labs

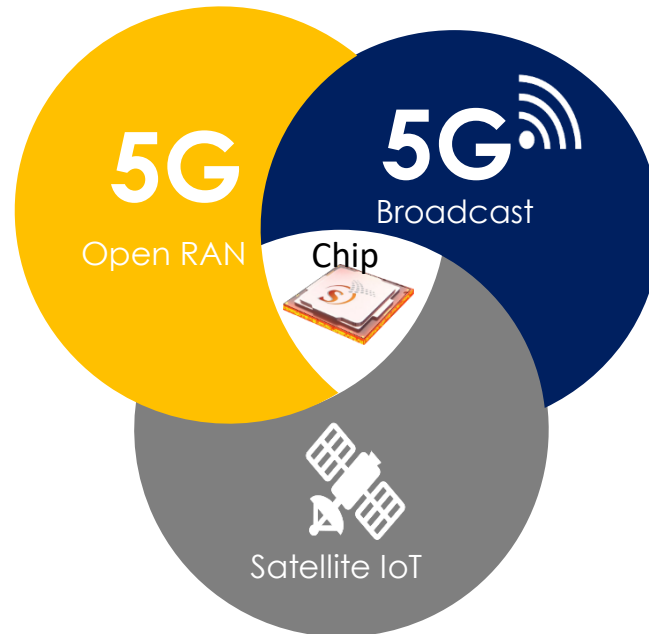
Market Drivers

- 5G Open RAN and vRAN movement
- Rise of Private 5G networks

1

5G Radio

- Open and Virtual RAN based 5G Radios
- **Global TAM: \$32B by 2026 (8.7% CAGR)**



Market Drivers

- Exponential increase in video traffic on mobile devices
- Potential reuse of unused TV broadcast spectrum

2

5G Broadcast

- Next Gen, Direct-to-Mobile, Broadcasting solution
- Broadband broadcast converged solution with dynamic spectrum sharing
- **Global TAM: \$1B by 2026 (6% CAGR)**

3

Market Drivers

- Growth in Satellite IoT devices due to emergence of LEO and MEO satellite constellations

Satellite Communications

- Sat-IoT and Satellite communication solutions
- SDR based Hub-Side and Terminal side communication solutions operating in multiple frequency bands
- **Global TAM: \$320M by 2026 (7% CAGR)**

Synergies with Saankhya Labs



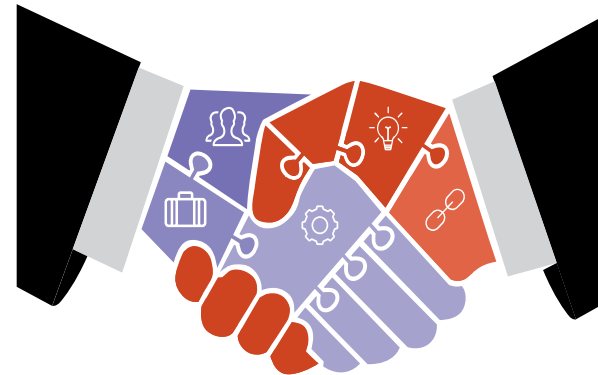
Expands our products & solutions in wireless, satellite, broadcast applications

- 5G Radio Access Network based on Open-RAN architecture
- 5G cellularized broadcast, satellite communications, SDR
- Will add new customers



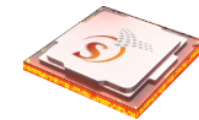
Enhances our IPR portfolio

- 73 international patents (41 approved, 32 filed)
- Design IPR for hardware, software, special algorithms and RF design



Accelerates our 5G and Wireless Product development efforts

- Addition of 250+ engineers to our wireless team
- Strong expertise in end-to-end radio design, algorithms, software



Brings Semiconductor Chip design expertise

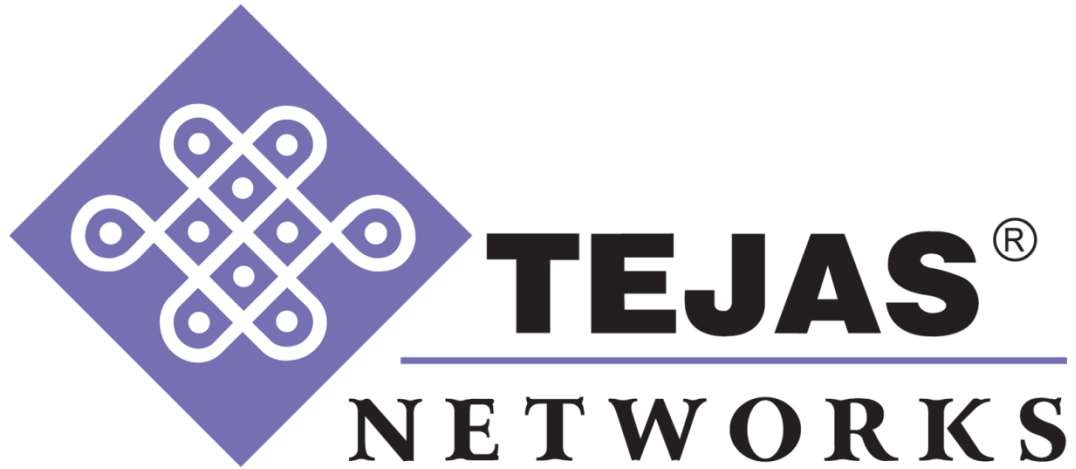
- In-house chip designed for specialized wireless applications
- Strong digital signal processing (DSP) chip design expertise

Deal Structure

- Acquisition will be consummated using a combination of share purchase with cash and merger (stock swap)
- Acquiring 64.4% shares from existing investors and management team for Rs 283.94 Cr
 - Expect to complete this transaction within the next 90 days
- Saankhya Labs (P) Limited will become a majority-owned subsidiary of Tejas Networks Ltd.
- Balance 35.6% shares will be acquired through a merger process
 - Expect to file merger scheme within the next 120 days
- Management and Key Employees will be granted long-term performance-linked incentives

Key Takeaways

- Tejas has a vision to become a top global telecom product company over the next few years
- Immediate focus is to accelerate R&D investments to create a larger portfolio of products
- Acquisition of Saankhya will bring in a strong domain expertise and IPR in wireless communication (5G, Broadcast, Satellite) as well as semiconductor design
- Saankhya will be complementary in terms of product/technology areas and customer access
- Tejas, as a larger platform, will derive synergies in R&D, Sales and SCM/Operations
- We continue to have a strong balance sheet to invest and accelerate our growth



Thank you!

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