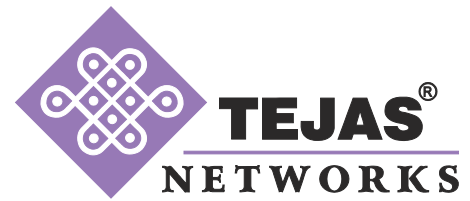


Tejas Networks Ltd.

Regd. Office: Plot No. 25, 5th Floor
J.P. Software Park, Electronic City Phase 1
Hosur Road, Bengaluru 560 100, India
Tel : +91- 80- 4179 4600/700/800
Fax: +91- 80- 2852 0201



August 02, 2021

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,
Fort, Mumbai – 400 001
BSE Scrip Code: 540595

Dear Sir/Madam,

Re: Investor update

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor update presentation of the Company.

The above information is also available on the website of the Company at www.tejasnetworks.com.

This is for your kind information and record.

Thanking you,

Yours sincerely
For Tejas Networks Limited

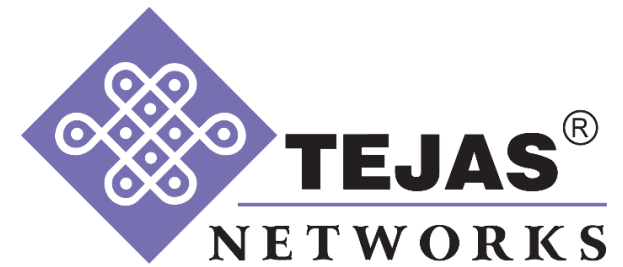
 

N R Ravikrishnan
General Counsel, Chief Compliance Officer
& Company Secretary



Investor Update

2nd August, 2021



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.

Additional Disclaimer

SHAREHOLDERS AND INVESTORS ARE URGED TO READ ALL RELEVANT DOCUMENTS FILED WITH AND THE STOCK EXCHANGES CAREFULLY AND IN THEIR ENTIRETY WHEN THEY BECOME AVAILABLE AS THEY WILL CONTAIN IMPORTANT INFORMATION ABOUT THE PROPOSED TRANSACTION AND THE PARTIES TO THE PROPOSED TRANSACTION.

Tejas' Vision & Our Journey so far

- **Our vision: “Create a Top-Tier Global Telecom and Networking company from India”**
- Tejas 1.0: Started in year 2000, with a highly-talented team with an ambitious dream
 - First-generation entrepreneurs, backed by world-class VC/PE investors
 - Focused on R&D to create globally competitive, award-winning optical networking products
 - Built end-to-end product lifecycle processes - technology, sales, customer support and manufacturing operations
 - Achieved significant customer success- products deployed in several countries worldwide
- Tejas 2.0: Where we are today- a successful “platform” for world-class telecom products
 - First deep-tech, product company to get publicly listed in India in 2017
 - Increased presence in Indian market- both in Government as well as Private telcos
 - Expanded international sales- customers in more than 75 countries
 - Expanded product portfolio beyond optical transmission; added broadband access on fiber (FTTX) and wireless (LTE)
 - Rich IP portfolio of 349 patents, 300+ silicon IP and Millions of line of field-proven software
 - Strong customer endorsement in the form of run-rate, repeat business
 - Established a successful track record of cutting-edge, high-quality products that can compete with the best in the world!

Opportunity: Tejas 3.0

- New capex cycle driven by growth of data consumption, rollout of 5G and Fiber-based broadband networks
- Large addressable market opportunity globally- telecom equipment is a \$150+ Bn industry
- Geo-political Developments have created a need for “trusted” telecom products in many countries
- Large home market in India, with favourable Government policies for “Atmanirbhar Bharat” in telecom
- Software-ization of networks, Emergence of “open” architecture and new technology standards (5G etc.)
- Leverage world-class technology talent in India, having the capability of building cutting-edge products
- Unique business model- India-based R&D cost leverage, asset-light manufacturing model
- What does it take to accelerate our vision and reach our true potential
 - Global Branding and relationships
 - Balance Sheet Strength
 - Confidence of global Tier-1 telco customers for large contracts
 - Investments in R&D through organic and inorganic routes
 - Global economies-of-scale in hardware manufacturing

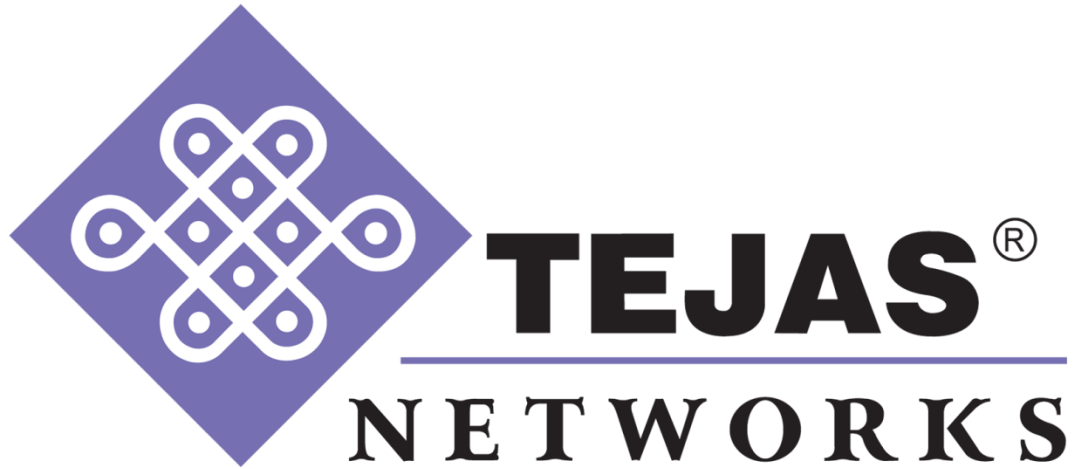
➔ Need for a strategic partnership

Terms of Strategic Investment from Tata Sons

- Investment proposal of Panatone Finvest Ltd. (a subsidiary of Tata Sons) to acquire majority stake in Tejas, through the following:
 - Preferential allotment of 500 Cr: 1.94 crore equity shares at price per share of Rs 258
 - Preferential allotment of 950 Cr: 3.68 crore warrants (“Series A Warrants”)
 - Each carrying a right to subscribe to 1 (one) equity share at an exercise price of INR 258 per equity share
 - Exercisable in one or more tranches during the period commencing from the date of allotment until expiry of 11 (eleven) months from the date of allotment
 - Preferential allotment of 400 Cr: 1.55 crore warrants (“Series B Warrants”)
 - Each carrying a right to subscribe to 1 (one) equity share at an exercise price of INR 258 per equity share
 - Exercisable in one or more tranches during the period commencing from the date of allotment until expiry of 12 (twelve) months from the date of allotment until expiry of 18 (eighteen) months from the date of allotment of the warrants (“Series B Warrants”);
 - Acquisition of upto 13 lakh equity shares from Tejas management at a per share price not exceeding INR 258
 - Amount aggregating to INR 34 crores, as per the terms and conditions agreed and recorded in a share purchase agreement
 - Open offer to acquire up to 26.0% stake at Rs 258 per share, in accordance with SEBI regulations
- Use of Proceeds
 - Invest organically and inorganically to expand product portfolio and R&D
 - Investments in Sales, Marketing and People
 - Enhance manufacturing and operational capabilities
 - Other general corporate purpose

Strategic Benefits of our deal with Tatas

- Post transaction we become part of India's leading business group with a strong brand
- Opportunity to leverage synergies with Tata Group with access to wider global relationships
- Capital infusion to provide balance sheet strength to invest for growth and expand our product portfolio- both organically and inorganically
- Opportunity to scale-up our ambitions for "Atmanirbhar Bharat" in telecom
- Overall, it gives us an opportunity to significantly accelerate our journey to becoming a top-tier, trusted, full-stack global telecom OEM



Thank you!

Contact Us:

ir@tejasnetworks.com

Contact - +91(80)41794600