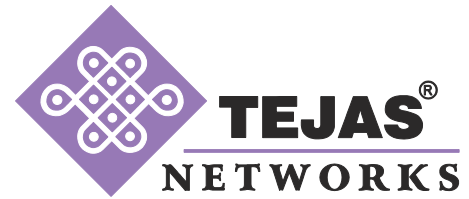


Tejas Networks Ltd.

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



July 25, 2022

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: Earnings Call Presentation- Q1 FY 23

Pursuant to Regulation 30 and 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the earnings presentation on the unaudited Financial Results of the Company for the quarter ended June 30, 2022.

This is for your kind information.

Yours sincerely
For Tejas Networks Limited

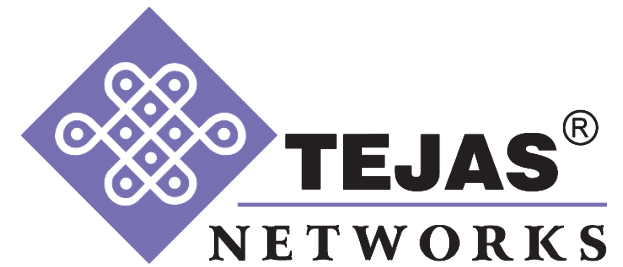


N R Ravikrishnan
General Counsel, Chief Compliance Officer
& Company Secretary



TEJAS NETWORKS LTD
Q1 INVESTOR PRESENTATION

Jul 25, 2022



Key Updates: Q1-FY23

- **Q1 Financial Update**
 - Net Revenue: Rs. 126 Cr
 - PAT Loss: Rs.7 Cr
 - Cash and Cash Equivalents at: Rs 1,739 Cr (no debt)
 - Order book at end of Q1: Rs. 1,158 Cr
- **Supply Chain Update**
 - We could not ship adequate systems because of imbalanced inventory created due to shortage of certain components, despite placing adequate purchase orders on our suppliers
 - We are making changes in our internal processes and IT tools to better address the current challenges in global supply chain and ensure more predictable deliveries
 - Component cost increases have adversely impacted our gross margins, since many deals were at fixed price
- **Corporate Update**
 - We have inducted 2 new Independent Directors on our Board; Prof Bhaskar Ramamurthi (former Director of IIT-Madras) and Mr. P.R Ramesh (former Chairman of Deloitte India)
 - We completed purchase of 63.43% shares of Saankhya Labs, and have started the integration process. This will jumpstart our 5G RAN program
 - We qualify under the new Design Led Incentive (DLI) scheme of Department of Telecom and will be able to enhance our earlier PLI application and get higher incentives

Q1-FY23: Financial Update

	<i>Amount in Rs. crore except EPS</i>		
	Q1-FY23	LTM	FY 2022
Revenues (Net)	125.8 (YoY -12.8%)	532.1 (YoY -8.5%)	550.6
EBIT	-30.7 (YoY -2615.6%)	-189.2 (YoY -1301.0%)	-157.2
PBT	-12.9 (YoY -255.2%)	-138.4 (YoY -440.7%)	-117.1
PAT	-6.6 (YoY -187.9%)	-76.9 (YoY -240.2%)	-62.7
EPS	-0.45 (YoY -155.3%)	-6.47 (YoY -209.5%)	-5.97

- Shortfall in revenues because of component shortage
- Gross margin pressure continued- higher components costs, which we could not pass on to our customers, since many of the orders fulfilled during the quarter were of fixed price
- Lower than planned revenues resulted in a PAT loss
- We continued to aggressively invest in R&D, especially to accelerate our wireless product development programs

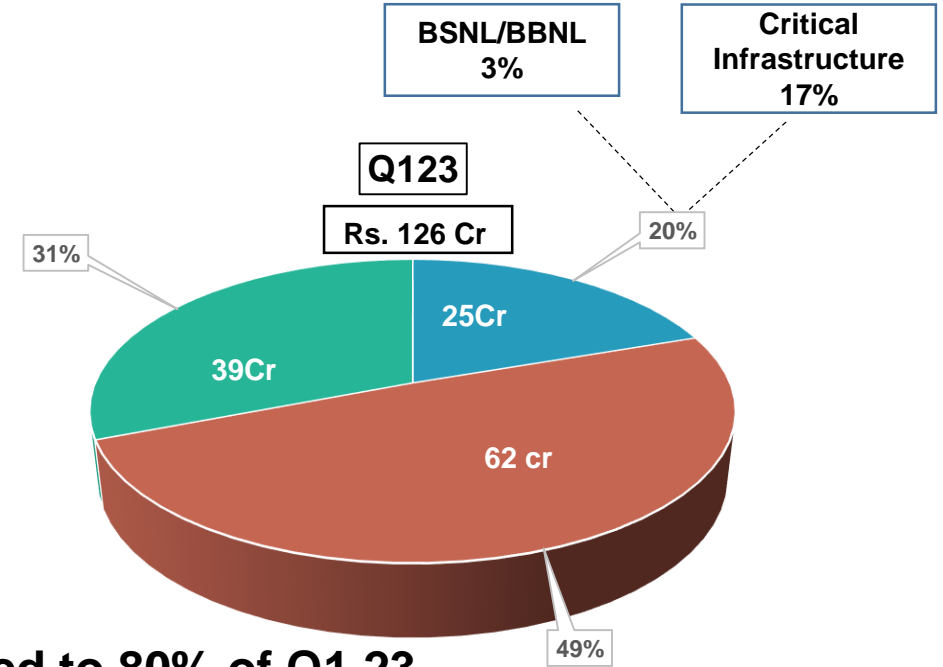
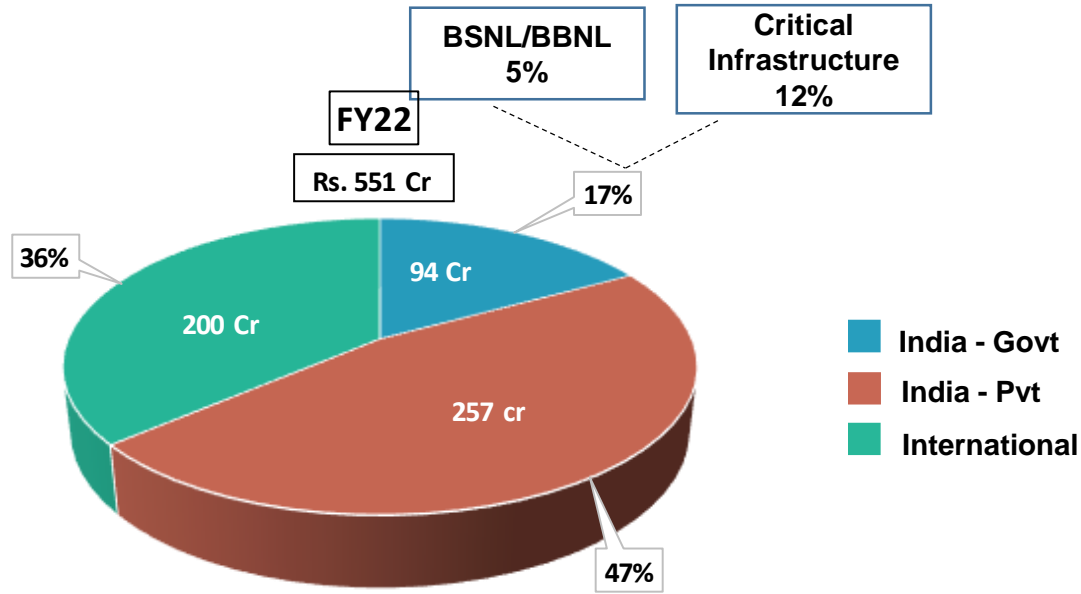
Q1-FY23: Key Financial Indicators

Particulars	Amount in Rs. Cr	
	Q4-FY22	Q1-FY23
Cash flow from Operations	(49)	(49)
Net Worth	1,593	2,540
Inventory	278	322
Trade receivables	292	298
Net working capital	492	539
Cash and Cash Equivalent ¹	1,102	1,739

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

- **Inventory increased to Rs. 322 Cr**
 - Inventory increased since we couldn't ship complete/balanced systems to fulfill customers orders due to critical component shortage
- **Trade Receivables at Rs. 298 Cr**
 - Collected Rs 141 Cr during Q1
- **Working capital increased in Q1 by Rs. 47 Cr**
 - Primarily due to increased inventory levels
- **Cash Position increased to Rs. 1,739 Cr**
 - Received investment of Rs 712.5 Cr from Panatone
 - We continue to be a debt free company

Q1-FY23: Sales update



- **Run-rate business (India-Pvt + International) contributed to 80% of Q1 23**
- **India Government**
 - India-Govt was 20% of Q1 23 revenues. YoY growth of 34.4%
 - Won few large tenders, which are expected to convert to PO in Q2
- **India Private**
 - India private was 49% of Q1 23 revenues. YoY growth of 21.5%
- **International**
 - International was 31% of Q1 23. YoY decline of 48%
- **Closing Backlog**
 - India: Rs 986 Cr
 - International: Rs. 172 Cr

Expanding Product Line: Wireline + Wireless

Universal, SDN-ready Network Management System (NMS)

Successful Trial of our 4G equipment



4G
3GPP
RAN

5G
O-
RAN

Base-station

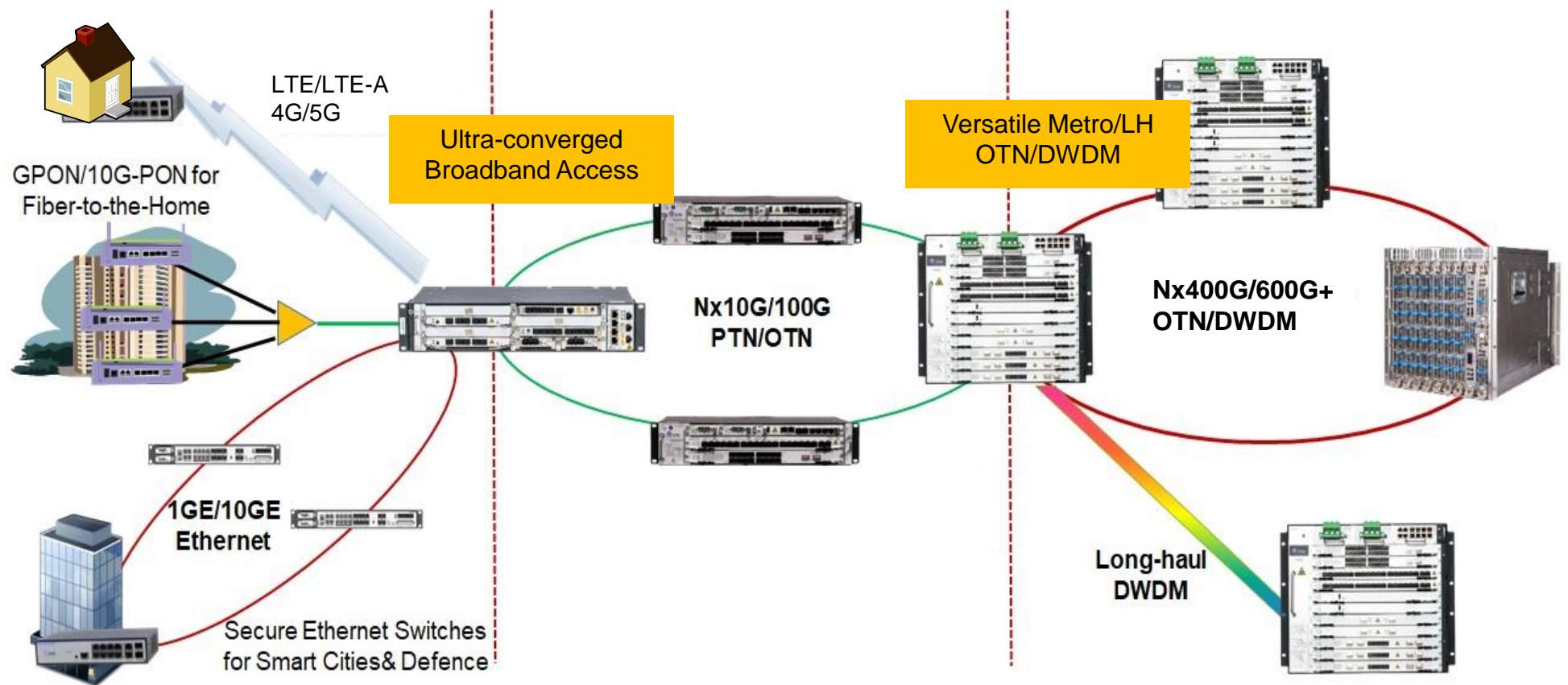


Satellite
Communication

Broadband Access (xPON, LTE, Ethernet)

Optical Transmission (PTN & OTN)

Metro Core & Long-haul (DWDM & OTN)



- **Wireline products:** Optical Transmission, Broadband Access, Secured Ethernet/IP Switches
- **Wireless products:** 4G RAN (Radio Access Network) for Fixed as well as Mobile broadband; 5G O-RAN and Satellite

Key Takeaways

- Q1 revenue was weak since we could not fulfill customer orders due to component shortages; we are making changes to internal processes and tools to better manage our supply chain
- With a healthy order book of Rs 1158 Cr and good visibility of new order inflows, we expect to accelerate our quarterly revenue growth during the rest of FY
- With success of Proof-of-concept (PoC) of our 4G RAN equipment we are well positioned to scale our wireless business
- We are making significant investment in R&D and manufacturing operations, in preparation for scaling up our business
- Inducted 2 Independent Directors with outstanding credentials: Prof Bhaskar Ramamurthi (former Director of IIT-Madras) and Mr. P.R Ramesh (former Chairman of Deloitte India)
- Our healthy cash position at Rs. 1739 Cr enables us to take a long-term investment view of our business