Valiant Communications Limited
(An ISO 9001:2015 and ISO 14001:2015 Certified Company)
Regd. Office : 71/1, Shivaji Marg, New Delhi 110015, India
Corporate Identity No. : L74899 DL1993 PLC056652 | GSTIN : 07 AAACV4250G 1ZJ
T : +91-11-2592 8415, 2592 8416, 2541 0053 | F : + 91-11-2543 4300, 4105 5604
E : admin@valiantcom.com | W : www.valiantcom.com

VALIANT COMMUNICATIONS

Date: 12-02-2024

The Deputy General Manager
Corporate Relationship Department
BSE limited, Phiroze Jeejeebhoy Towers,
25th Floor, Dalal Street, Fort,
Mumbai -400 001
BSE Scrip Code : 526775

Sub: Business Updates

Dear Sir / Madam,

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and also in continuation of our erstwhile disclosures, please find attached herewith the business updates.

This is for your information and record.

Sincerely,
For Valiant Communications Limited

Valiant Communications Ltd. 71/1 Shivaji Marg New Delhi 110 015 India

MANISH KUMAR

Digitally signed by MANISH KUMAR
DN: c=IN, st=Delhi,
2.5.4.20=f8edcf657137457d92b17a1edcd18195cefb71ed25256586a42a5ecf81910f4, postalCode=110015,
street=71/1,Shivaji Marg,Delhi,New Delhi,Delhi-110015,
pseudonym=9640dccdc75cb9356ec86ec26392256,
serialNumber=78667909cac1632b9441ec49656322a4839766102d509a6bc7998b933e4e0f38, ou=COMPANY,
o=VALIANT COMMUNICATIONS LIMITED, cn=MANISH KUMAR
Date: 2024.02.12 12:05:40 +05'30'

Manish Kumar
Company Secretary

Encl.: As above

VALIANT COMMUNICATIONS

BUSINESS UPDATES

Q3 FY 2023-24 | 9M FY 2023-24

© Valiant Communications 2024

About us :

Valiant Communications (VCL) is a manufacturer of communication, transmission, protection, synchronization and cyber security equipment and solutions with successful installations in over 110 countries. VCL is certified with ISO 9001:2015, ISO 10001:2018, ISO 14001:2015, ISO 27001:2013 and ISO 45001:2018. VCL solutions are offered for all types of Utility applications including Power Utilities, Oil & Gas, Railways, Metro Rail Communications, Airport Communications and also for Mobile Backhaul, Corporate and the Defence sector.

Technologies on which we work :

With technology beginnings with Digital Pair Gain Systems, PDH Multiplexers and Optical Line Terminating Equipment (OLTE), VCL has grown into a global supplier of reliable communications, transmission, GPS/GNSS synchronization and cutting-edge technology products including IP/MPLS Routers, 1+1 Automatic Ethernet Failover Switches, Teleprotection Distance and Differential Protection, IP Multiplexers, Phasor Measurement Unit (PMU), Ruggedized Industrial Switches, L2, L3 Industrial Switches, Parallel Redundancy Protocol (PRP) Switches and a comprehensive range of Cyber Security products and solutions.

© Valiant Communications 2024

FINANCIAL PERFORMANCE:

The Company has achieved its all-time high revenue figures at quarterly level for both at standalone and consolidated level in the reporting quarter ended 31-12-2023.

At Stand-alone Level (in ₹ Lacs)

Financial highlights

Year to date:	9M-CY2023-24	9M-PY2022-23
Revenue	3,256	2,141
EBITDA[$]	688[^]	287
PBT[#]	512[^]	134
Operating EBITDA margin (%)	21.13%[^]	13.40%

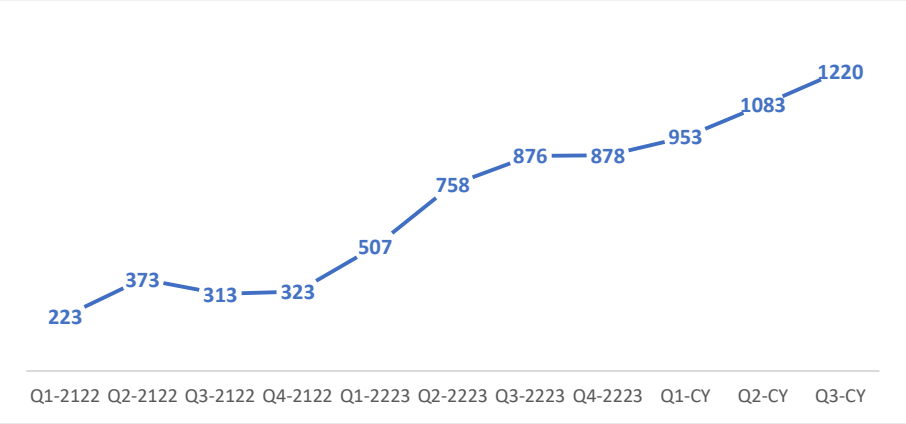
Quarterly basis:	Q3-CY2023-24	Q3-PY2022-23
Revenue	1,220	876
EBITDA[$]	272[^]	162
PBT[#]	212[^]	113
Operating EBITDA margin (%)	22.26%[^]	18.47%

[$] EBITDA stands for Earnings Before Interest, Taxes, Depreciation, and Amortisation

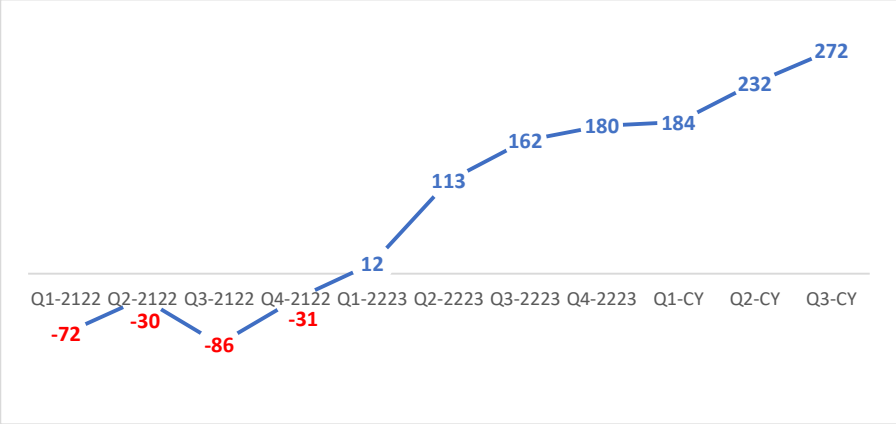
[#] PBT stands for Profit before Tax.

[^] During the current reported Q3-CY2023-24, the Company has paid the performance bonuses to its employees. The above figures are arrived thereafter and un-comparable to the corresponding figure to that extent.

Quarterly revenue



Quarterly EBITDA



At Consolidated Level (in ₹ Lacs)

Financial highlights

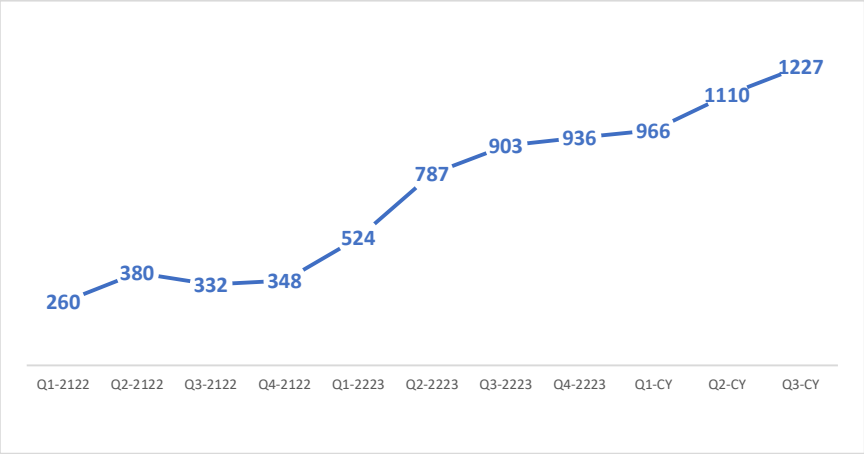
Year to date:	9M-CY2023-24	9M-PY2022-23
Revenue	3,303	2,214
EBITDA[$]	673[^]	269
PBT[#]	497[^]	116
Operating EBITDA margin (%)	20.38%[^]	12.15%

Quarterly basis:	Q3-CY2023-24	Q3-PY2022-23
Revenue	1,227	903
EBITDA[$]	253[^]	153
PBT[#]	193[^]	104
Operating EBITDA margin (%)	20.61%[^]	16.94%

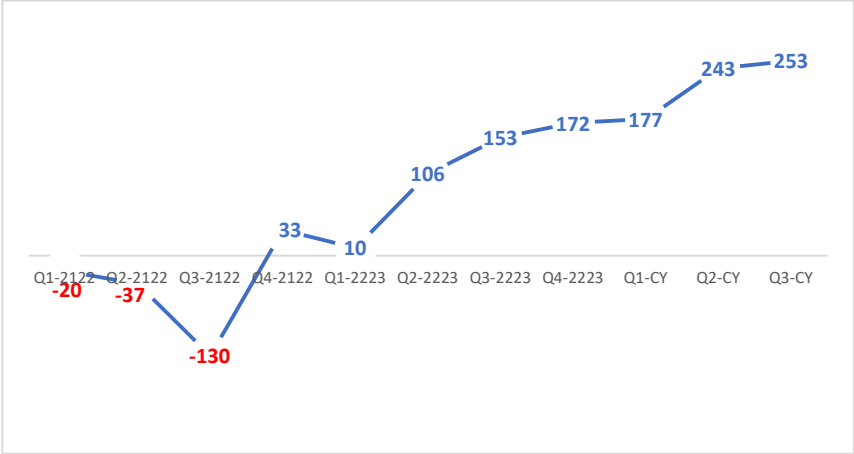
[$] EBITDA stands for Earnings Before Interest, Taxes, Depreciation, and Amortisation
[#] PBT stands for Profit before Tax.

[^] During the reported Q3-CY2023-24, the Company has paid the performance bonuses to its employees. The above figures are arrived thereafter and un-comparable to the corresponding figure to that extent.

Quarterly revenue



Quarterly EBITDA



Business Updates:

i) The current order book is healthy with the confirmed orders of ₹ 2,935 lacs. The expected execution period for these orders is next 3 to 4 forthcoming quarters.

ii) The management expects to improve its operating profit margins in forthcoming quarters in the light of:

- Expected better product-mix;
- Earlier years supplies are entering in AMC phase now, resulting a top-up revenue for services;
- New cutting-edge technology driven products are being offered.

iii) The shareholders are advised to visit the recent Press-releases to better understand the business and the technologies on which we work. The same are available at the website of the Company and can also be accessed by clicking **HERE**.

iv) Cyber Security business: The Company has successfully executed its pilot order from the Grid Controller of India (formerly known as POSOCO), a Government of India Enterprise, for its Cyber Security equipment for deployment in power grid network in India.

Since the Grid Controller of India is the apex body and the National Load Despatch Centre, it supervises over the Regional Load Despatch Centres and monitors the operations and grid security of the National Grid, the scale of the opportunity is large. The management expects to multiply this maiden opportunity at the State level too.

The Government has a heightened focus on Cyber Security for all its departments and with a view of protecting its Critical Information Infrastructure (CII). This opportunity should translate into induction of our Cyber Security products in the Government Critical Infrastructure sectors under the 'Make in India' and the '*Atmanirbhar Bharat'*, path-breaking initiatives taken by the Government of India.

The successful deployment of Cyber Security equipment for early detection and warning systems of cyber-attacks, ransomware attacks, network intrusion, detection of trojans within a network, to safeguard their Grid communication systems, will start to generate business revenue in the coming quarters. These on-premises hardware along with sophisticated software solutions automatically detect and intelligently mitigate cyber-attacks, ransomware, DDoS attacks and other cyber security threats.

Due to the unique cyber-security solutions that our Company offers, the opportunity appears of very large scale, both domestically and internationally.

With additional focus of exports of cyber-security products and solutions our European, Asian and South American channel partners and distributors are being provided in-person and online training programs on cyber-security products to add customers in their respective regions.

v) VCL-NAS and Data Storage Servers: Valiant introduces India's first, Made in India ransomware resistant, On-Site, Off-Site and Off-Line Data Storage and NAS (Network-Attached Storage) Servers with a current capacity of 1.2 Petabyte (i.e. 1,200 Terabytes).

Network-Attached Storage (NAS) is a type of storage device that is connected to a network and provides file-based data storage services to other devices on the network. It is essentially a specialized file server dedicated to storing

and sharing files, documents, media, and other data resources among multiple users and devices within a network environment.

NAS and Data Storage servers provide network connectivity, file-level storage, facilitates file sharing and collaboration, offering scalability and allowing users to expand storage capacity by adding more hard drives or connecting additional NAS units to the network, providing data protection and redundancy, fault tolerance by storing data across multiple disks, backup and disaster recovery allowing users to schedule automated backups of critical data and facilitating the restoration of data from backup copies, helping to ensure business continuity.

Valiant's VCL-NAS is an essential component of the modern networked computing environment including data center applications. VCL-NAS comes equipped with incremental upgrades using AES 256 encryption and upgrading to Quantum-Safe cryptography. It allows the protection of stored data against natural disasters, man-made disasters and acts of war – including EMP (electromagnetic pulse).

Off-Site VCL-NAS and Data Storage Servers are used for Disaster Recovery ensuring that critical data is still accessible and can be restored. Off-Site backups are used for Data Redundancy to provide redundancy, reducing the risk of data loss due to hardware failures, human error, or software issues on the primary server.

VCL-NAS and Data Storage Servers can also be used for Geographic Diversity to restore data in geographically distant locations, overcoming the risk of natural disaster, acts of war including EMP attacks.

Another key feature of VCL-NAS and Data Storage Servers including providing Air-Gap Security. Data stored offline, is immune to online threats such as hacking, malware, and ransomware.

VCL-NAS and Data Storage Servers have been in use by Valiant in its own captive networks and that of its distributors and channel partners, for over 2 years. The necessary compliances and certifications are under process and due for commercial launch during this current quarter, Q1, 2024.

vi) Valiant's India's 1st and only Made in India "Phasor Measurement Unit (PMU)" is being offered in power grid and renewable projects as a key component of "One Nation, One Grid, One Frequency" concept and smart-grid projects. PMU plays a key role in Grid Automation, Grid Stabilization and Load Management of the Power Grid. Globally, there are very few foreign manufacturers, manufacturing PMUs at present. The PMU opportunity is also of global nature.

The Phasor Measurement Unit (PMU) technology shall provide advancements in achieving a greater control in operations, interoperability, and integration of the evolving power grid. The PMUs play a crucial role in enhancing grid resilience against natural disasters and cyberattacks. As renewable energy sources continue to grow and become more diverse, the PMUs will be vital for managing the variable nature of renewables and ensuring grid stability. The PMUs will be essential for managing distributed energy resources. These use cases of PMUs will help make power grids more reliable, efficient, and capable of accommodating the changing energy landscape.

Being an indigenous manufacturer of PMUs in India, Valiant is apparently a beneficiary of all business opportunities that are notably arising in the Indian Public Sector out of the 'Make in India' and *'Atmanirbhar Bharat'* initiatives of our Hon'ble Prime Minister of India.

vii) MPLS Routers: Opportunities of marketing of Valiant MPLS Routers are progressing well to all Government departments and also addressing global opportunities.

As the MPLS networks are highly scalable, this makes them suitable for large-scale utility and power grid deployments. As the utilities and power grid infrastructure grows, MPLS can easily accommodate additional communication needs. MPLS Routers also allow for the segmentation of traffic into different virtual networks or VPNs. This isolation helps ensure that various components of the utilities and power grid, such as stations / substations or control centres, remain separate and secure. Additionally, MPLS Routers are designed for complete redundancy using failover mechanisms, increasing the reliability of power grid communications. MPLS Router technology allows for in-depth performance monitoring, which is essential for identifying and addressing any network issues promptly. This is critical for ensuring the smooth operation of the utilities and power grid. MPLS technology also provides predictable and low-latency communication, which is vital for applications like real-time monitoring, fault detection, and response. All these features make MPLS routers a robust and versatile solution for utilities and power grid communication, addressing the unique requirements of critical infrastructure.

MPLS Routers and MPLS technology also makes the transmission backbone of 4G and 5G mobile networks.

viii) Presently, the revenue of the Company is broadly driven by the power utility sector; however, the management also sees some exciting opportunities in Defence sector and Railways.

ix) At present, the Company is forced to carry higher inventory than its usual level because of ongoing world-wide supply chain delays and disruption in semiconductors. However, the ratio of inventory to sales continues to be rationalized.

x) At the export front, Valiant group has taken focused marketing initiatives to breakthrough into the international markets in USA, France, UK, Bulgaria, Romania, Switzerland, Philippines and Brazil in the Power and IT Sectors. Valiant has started to see active business progress from USA Power Utilities during the period under reporting, the recent reference customers using VCL equipment include:

- Big Rivers Electric Corporation, USA (power cooperative)
- Salt River Project, USA (water and power utility)
- Gulfstream Aerospace Corporation, USA
- L3Harris Technologies, USA
- Cooptel, Telecommunication Co-Op, Canada
- Aeronautica Militare Italiana, Italian Airforce, Italy
- Ministry of Defence, Sultanate of Oman
- Kenya Electricity Generating Company PLC, Kenya
- Hong Kong Airport Authority

Business Association with Tejas Networks:

Valiant is successfully partnering in the Indian and International markets with Tejas Networks Limited [NSE: TEJASNET], a Tata Group company. It is a testimony that our natural partnership is a winning combination in all business opportunities falling under *'Make-in-India'* wherein, Tejas and Valiant compete as a team against foreign MNCs.

- Both the Companies are determined to replicate their business synergies in the power sector at the global level also. Given the global reach of the Tata Group, the management is optimistic about the outcome about such opportunities.

- Valiant and Tejas have also partnered for the forthcoming large-scale business opportunities for their products supplies at the State Electricity Boards (SEBs) of Maharashtra, Kerela, Gujarat, Telangana and Tamil Nadu. These business opportunities are valued at over ₹ 100+ crores for Valiant.

Cautionary Statement: *The future-outlook statements given above are forward looking and are based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable. Forward-looking statements involve known and unknown risks, uncertainties, and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Given these risks, uncertainties and other factors, recipients of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent development, information or events, or otherwise. The information contained herein is subject to change without notice and past performance is not indicative of future results. The Company may alter, modify or otherwise change in any manner the above contents, without obligation to notify any person of such revision or changes.*

ABOUT VALIANT COMMUNICATIONS

Introduction

- Established in 1993 in technical and financial collaboration with Vanguard Communications USA.
- An ISO 9001:2015, ISO 10001:2018, ISO 14001:2015, ISO 27001:2013 and ISO 45001:2018 certified equipment manufacturer of Communication, Transmission, Protection, Synchronization and Cyber Security solutions.
- Provides a powerful blend of “innovation, quality and economics".
- Successful installations in over 110 countries, worldwide.
- Global footprint with offices in USA, UK, Canada and India.
- Regional Distributor offices in 25 countries.

© Valiant Communications 2023

PRESTIGIOUS REFERENCE

CUSTOMERS

End-users, using VCL equipment

ABB

Siemens

Schneider-Electric

Power Grid (PGCIL)

Turkish Electricity Company

Larsen & Toubro Limited

Perusahaan Listrik Negara

Vietnam Electricity

Defense Communications Agency (DCA)

Honeywell

Lockheed Martin

Northrop Grumman

United Nations

United States Government

Raytheon

Amentum (NASA)

GE Renewable Energy

L3 Harris

Motorola

Transelectrica

Airport Authority of India

General Dynamics

Government of Canada

Tesla

All Trademarks and Logos are the property of their respective owners.

TARGET INDUSTRIES

VALIANT COMMUNICATIONS

VALCOMM

POWER & UTILITIES

Power Sector Infrastructure – Transmission, Distribution, Digital Substations, Smart Grid.

Wide Area Monitoring (WAMS)

Utilities – Water, Oil & Gas, Solar and Wind Energy, Renewables.

Railways and Metro Rail,

Airport Communication Networks.

CORPORATES & GOVERNMENT

Industrial Automation,

Corporate Networks,

Banks and Financial Institutions,

Rural Communications

Mobile 4G, 5G Communication Networks.

CYBER SECURITY

Cyber Security for core sector (Power, Railways, Airports, Utilities, Institutions)

Defense Networks,

Automatic Network Isolation solution.

Network Reliability & Failover solutions.

© Valiant Communications 2023

OPPORTUNITY SCALE

$100B

Legacy, Contemporary, Emerging technologies including MPLS Router product market size is valued at > $50 billion in 2019 and is projected to reach > $ 100 billion by 2027.

- ***MPLS-Market***

https://www.mordorintelligence.com/industry-reports/managed-mpls-market

$305B

Cyber Security market size was valued at $149.67 billion in 2019 and is projected to reach $304.91 billion by 2027.

- ***Cyber-Security-Market***

https://www.alliedmarketresearch.com/cyber-security-market

© Valiant Communications 2023

Global Distribution Network

© Valiant Communications 2023

Contact Us

For more details, visit us at our Website

www.valiantcom.com

U.K.

Valiant Communications (UK) Ltd
Central House Rear Office,
124 High Street, Hampton Hill,
Middlesex TW12 1NS, United Kingdom

E-mail: gb@valiantcom.com

U.S.A.

Valcomm Technologies Inc.
4000 Ponce de Leon Blvd.,
Suite 470, Coral Gables,
FL 33146, U. S. A

E-mail: us@valiantcom.com

INDIA

Valiant Communications Limited
71/1, Shivaji Marg,
New Delhi – 110015
INDIA

E-mail: mail@valiantcom.com

© Valiant Communications 2023