



stl.tech

Let's unravel the future of
digital networks

2021
STLescope
Investors Meet

1st July 2021



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Today's speakers



Anand Agrawal
Group CEO



Sandip Das
Non-Executive and Independent Director



S. Madhavan
Independent Non-Executive Director



Chris Rice
CEO – Access Solutions



Mihir Modi
Chief Finance Officer



Ankit Agarwal
CEO – Connectivity Solutions
Business



KS Rao
CEO – Network Software
and Services Business



**Badri
Gomatam**
Chief Technology Officer



**Sandeep
Girotra**
Global Sales Head



**Stephen
Szymanski**
General manager, Americas



Anjali Byce
Chief Human Resources Officer



Sam Leeman
PLM, Optical Interconnect



Keith Rowley
Chief Operating Officer, Services, UK



Pankaj Dhawan
Head Investor Relations



Anand Agarwal

Group CEO and Whole Time Director

A strong believer in the transformational power of technology, Anand has navigated STL from an optical connectivity company to a global leader in end-to-end network solutions. With his disruptive efforts, Anand has scaled the organisation to over 100 geographies, while shaping the digital infrastructure landscape globally. As a flagbearer of culture and diversity, he has built a passionate and inclusive organisation that is strongly connected to its larger purpose of transforming billions of lives through digital networks

Looking ahead



1 Looking ahead

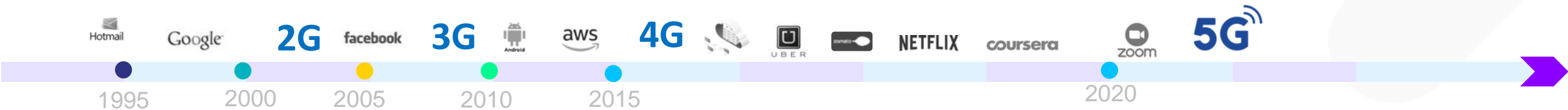
2. Three focused levers for growth

3. Key foundational capabilities

4. Financials aligned with strategy

5. Q&A

Evolution of STL



1995 **Fibre technology company** 2015 **Digital networks company** 2020 **Global technology company**

	STL 1.0		STL 2.0		STL 3.0
FOCUS	Optical	>	Network integration	>	Converged access
CUSTOMERS	Cablers	>	Telcos	>	All network creators
GEOGRAPHY	India	>	Regional	>	Global

Leading the technology curve

A Global Tech Leader Integrating Digital Networks

That enables billions of people to have enriched digital experiences, transforming their lives

CAPABILITY

**End-to-end solutions
tech capability**

System integration

Wireless

Optical

CUSTOMER

**Works with all
network creators**



Telecom



Cloud Company



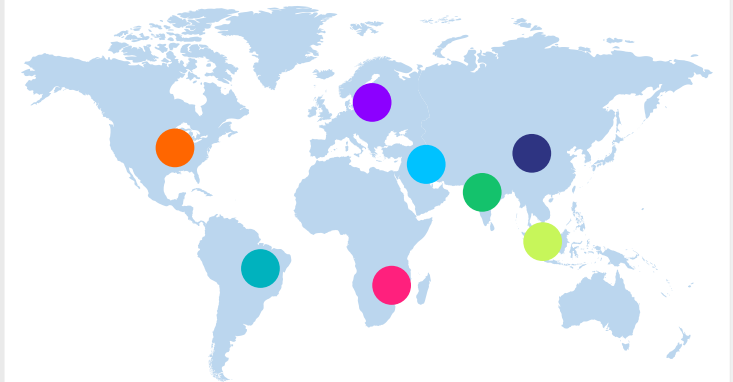
**Citizen
Networks**



**Large
Enterprises**

GLOBAL

**Reach across
the Globe**



2020: A year of transition for the world, and for STL



STL collaborated with the ecosystem and communities



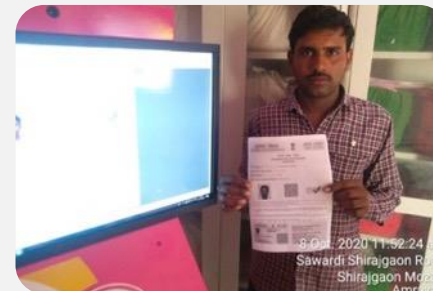
**Digital
Networks kept
the world
connected**



**Supported our
customers & partners**



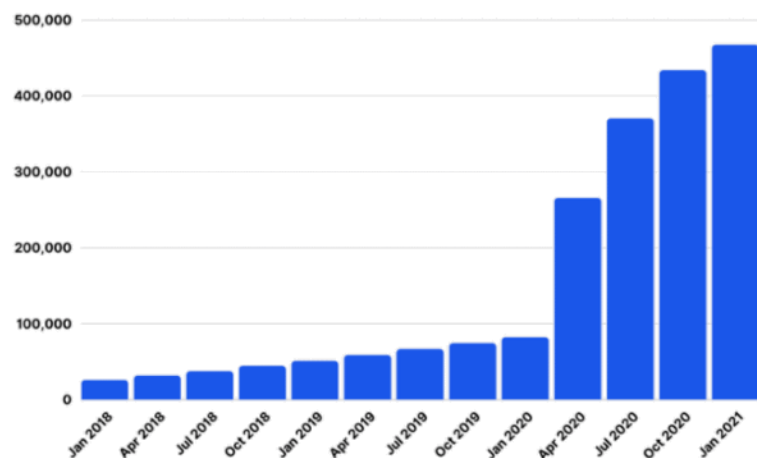
**Looked after local
communities**



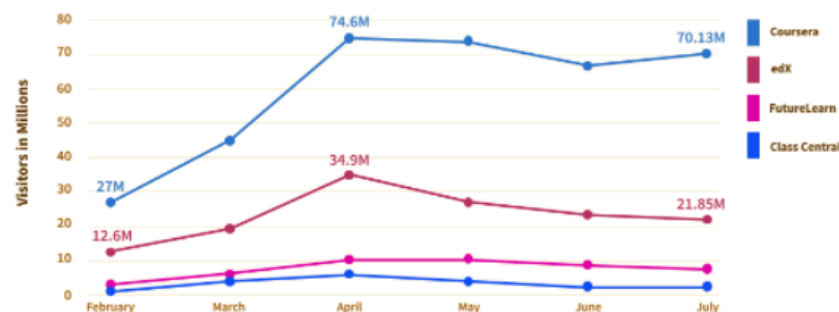
**Helped villagers get
health news and
vaccine registration**

Digital provided us the means to continue being connected

Work, Education continued with digital presence



Zoom's business customer base grew by **470%** during 2020-2021



100 Mn new visitors enrolled on online education apps (*Past Six Months*)

Network Providers sharpened their focus



Added 5,300 broadband towers per Qtr during 2020-21



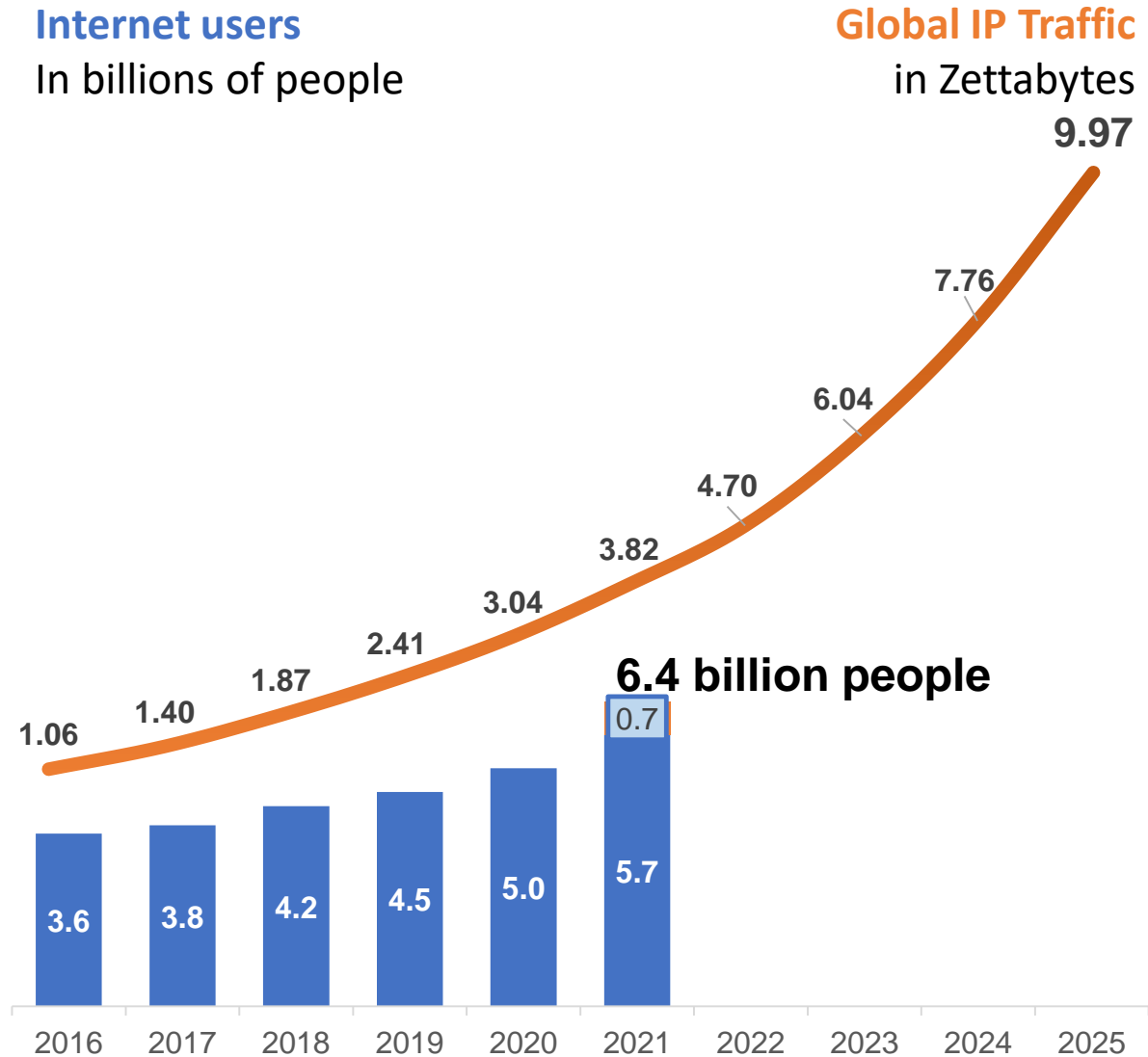
Plans to cover 2 Mn households with 5G by 2021

Bridging the Digital Divide became "priority"



Open reach to connect 5 million homes this year as a part of its £15 billion programme to reach 25 million premises all over the UK.

Now, we see faster adoption of digital connectivity than ever



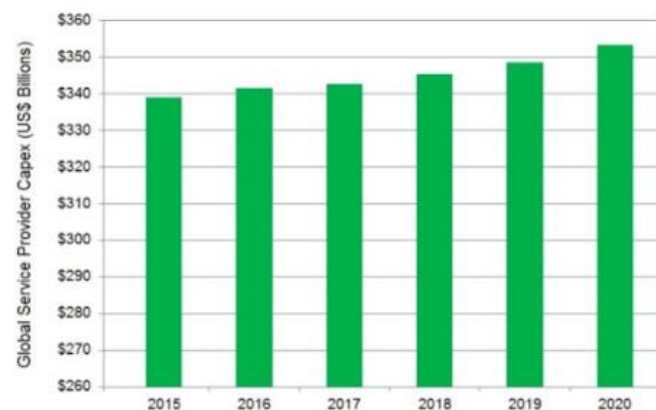
- **2.2 Mn new users everyday**
came online since 2020
 - 3X the adoption rate vs. before
 - In 2015-18, 0.7 mn users came online everyday
- **Global IP traffic will grow 3X**
in the next 3-4 years

More capital is now available, including from new investor groups



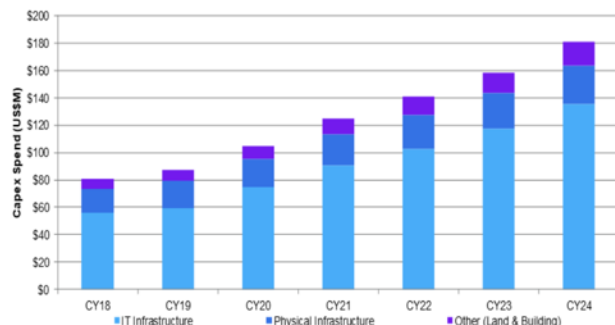
Telcos and Cloud companies are increasing their capital expenditure

Telcos



Much higher capex in 2021 and beyond

Cloud



amazon Microsoft
announce global
Data centres expansions

Source: Omdia

© 2020 Omdia

Data centre capex forecast by equipment category

While new capital is coming from PE funds, Governments and Enterprises

Private Equity



Enterprises



Audi, Ford, BASF invest in private 5G

Citizen Networks



allocates **\$9.2 bn** for RDOF

- UK invests \$6.9 Bn
- India lays out \$ 2.4 bn
- US to spend \$65 billion to “future-proof” connectivity

New technologies getting deployed by mainstream players



5G takes center-stage

Fastest technology to reach 400 mn. users, 163 5G commercial networks, 630 5G handsets

FTTx connects many endpoints

Fibre to the x:

- Home
- Enterprise
- Tower
- Curb

O-RAN becomes mainstream

Major operators start trials or deployments. Verizon, Etisalat, DT, Orange, Telefónica, Vodafone, Airtel and more

Industry experts now recognize the shift to mainstream

- **FTTH Council** updates Euro home-pass estimates from 180 to 210 Mn homes
- **STL Partners** expects ~80% ORAN adoption by 2030
- **Analysys Mason** expects 82% of CSPs to support open interfaces/ multi-vendor RAN

Three build cycles have coincided - Driving up Optical Fibre demand



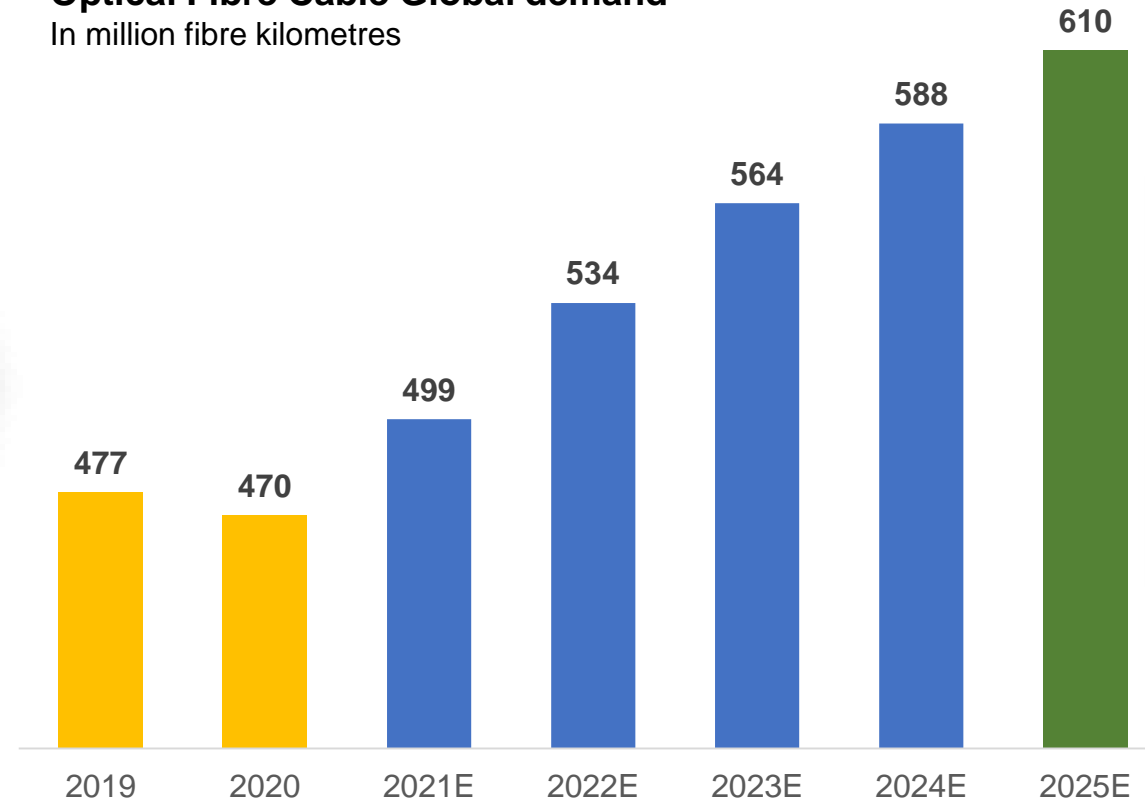
5G

FTTx

Rural
Connectivity

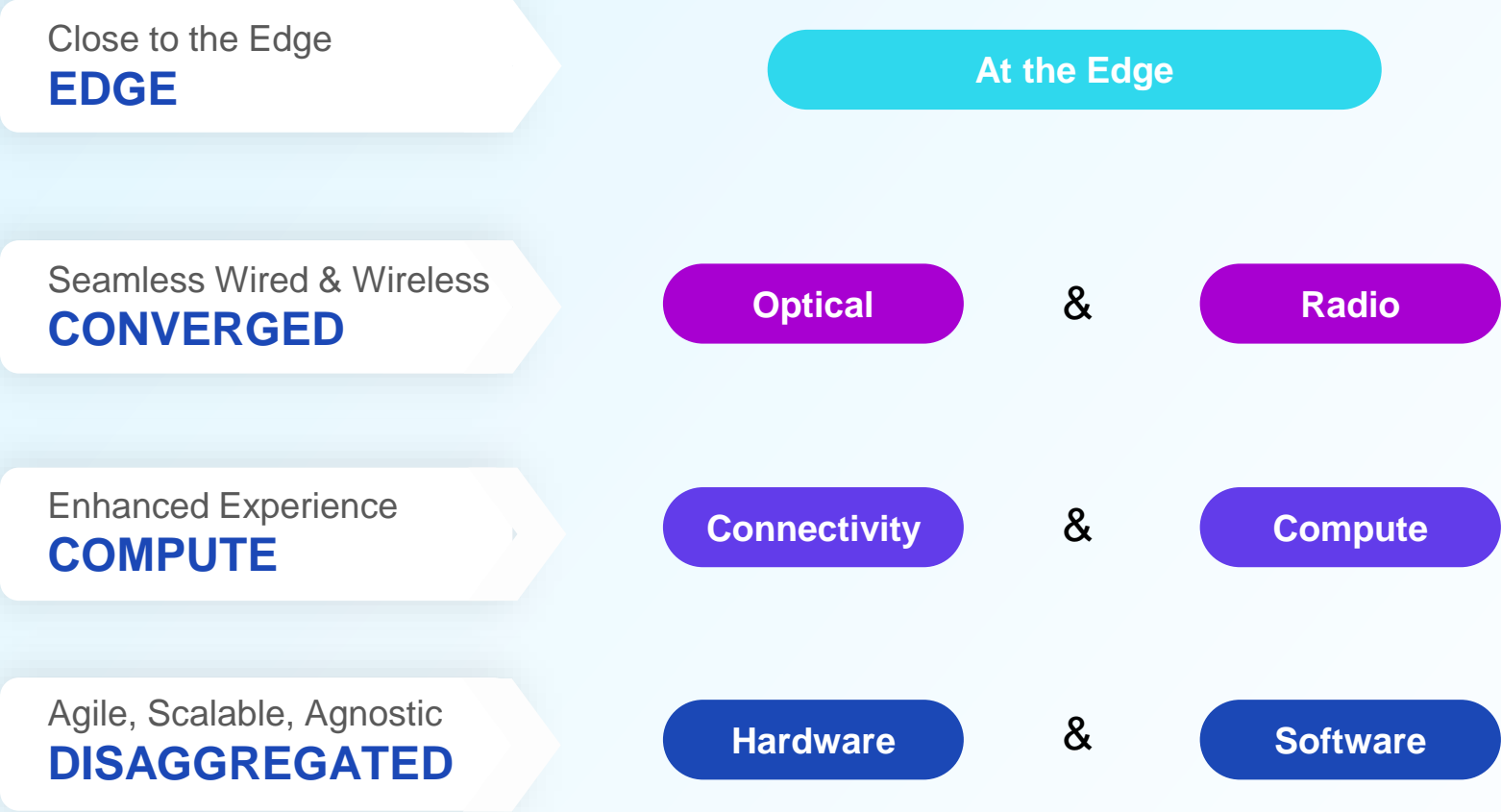
Optical Fibre Cable Global demand

In million fibre kilometres

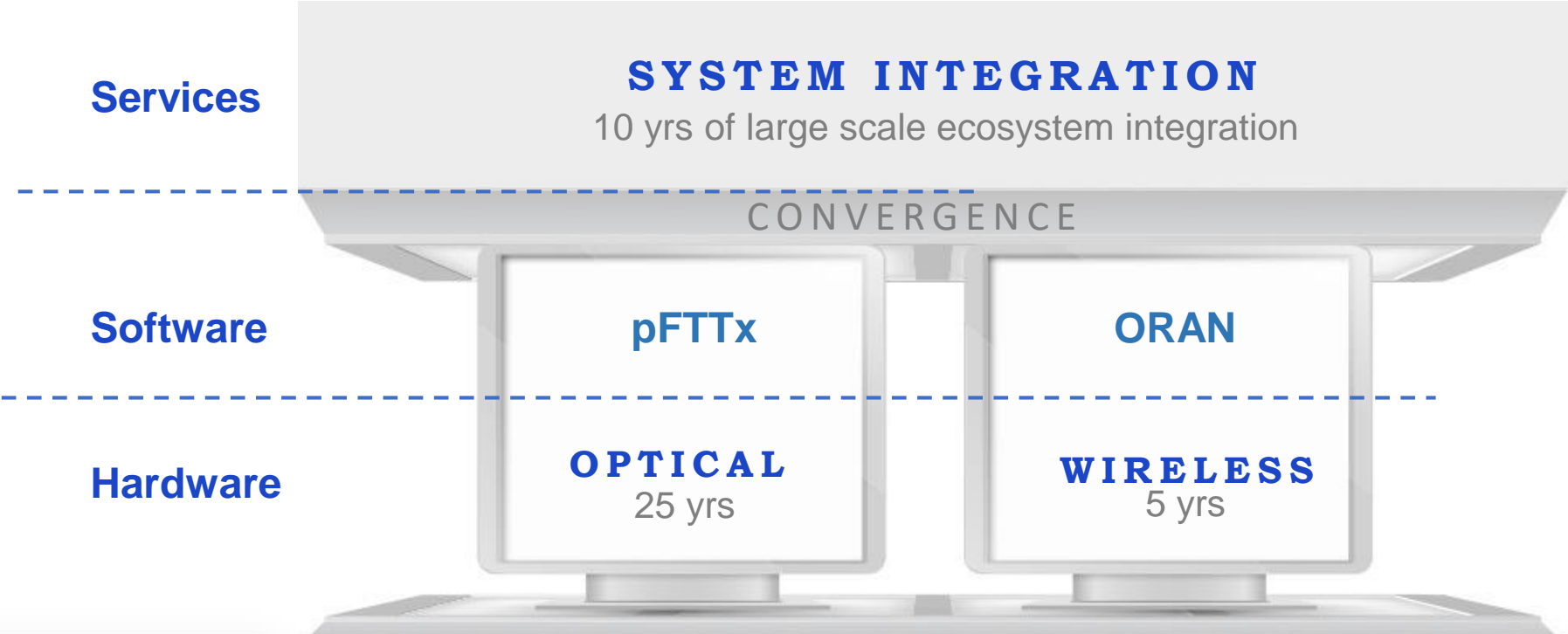


*The
decade long
digital network
creation cycle
is here!*

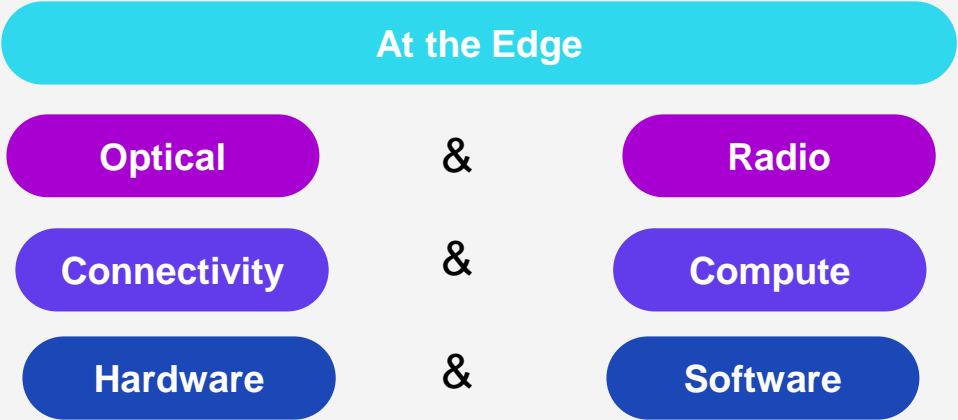
This network creation cycle will be driven by 4 key tech confluences



We anticipated these shifts and invested in capability, scale and global reach



- EDGE
- CONVERGED
- COMPUTE
- DISAGGREGATED



**Converged
Digital
Network at
the Access**

We have moved forward on our strategic direction



Global technology company

3.0

Converged access

All network creators

Global

Customers

openreach

deeper engagement
with the recent win to
enable full-fibre network
in the UK



10 circle engagement for
long haul fiberisation.
Driving 5G readiness

₹ 10K Cr+ OB

Technology



Industry leading,
patented optical fibre



Leading high capacity
cable with 6912 fibres



Industry first Indoor
small cells

569 patents

Global expansion

Global focus

establishing home grounds
in key markets of Europe,
UK and North America

\$100 Mn deals
in MEA region

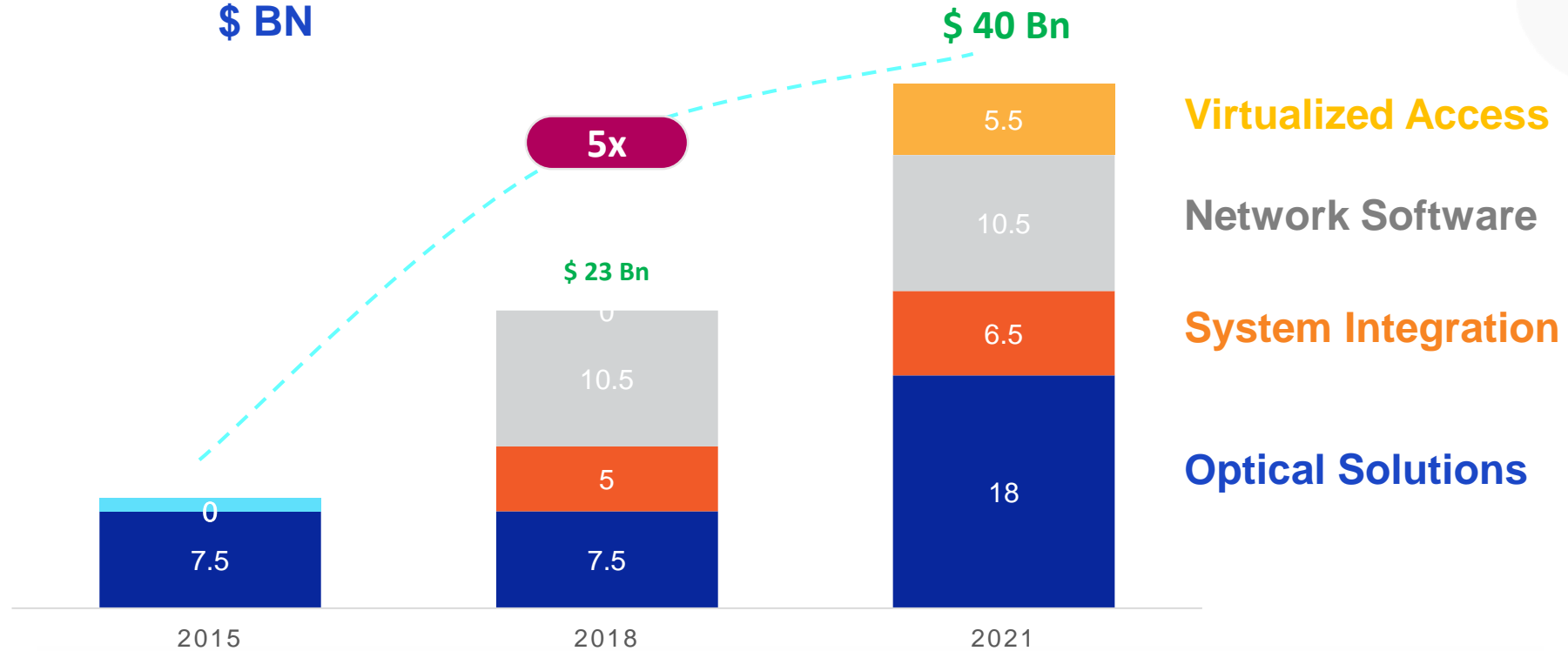
Global talent hires
across key markets

44% global revenues

Our TAM has expanded five-fold



Total Addressable Market
\$ Bn



Larger TAM
Focus on gaining market share

STL is now ready for a decade of network creation



- A decade long network creation cycle has started
- STL has evolved to an E2E Digital Networks Integrator
- Total Addressable Market has increased 5X to \$40 billion



***FOCUSED
TOWARDS DRIVING
MARKET SHARE IN
THIS INCREASED
TAM***

Three focused levers for growth



1. Looking ahead

2

Three focused levers for growth

3. Key foundational capabilities

4. Financials aligned with strategy

5. Q&A



Ankit Agarwal

CEO – Connectivity Solutions Business and Whole Time Director

A deep believer in innovation and customer-first approach Ankit is focused on developing next-gen solutions to address the evolving network and communication opportunities in the telecommunications landscape. He has played a crucial role in STL's global expansion and helped establish STL's presence in over 100 countries and executed joint ventures, mergers & acquisitions and Greenfield projects across Brazil, China and Italy. Ankit is committed to environmental sustainability. Under his stewardship, STL became the first optical fibre and cable producer globally, to be Zero Waste to Landfill certified.

Three focussed levers for growth



Our 3 growth levers

1

Grow

Optical business



- Scale Globally
- Enhance Portfolio
- Focus on **full-system solutions sale** through Opticonn

2

3

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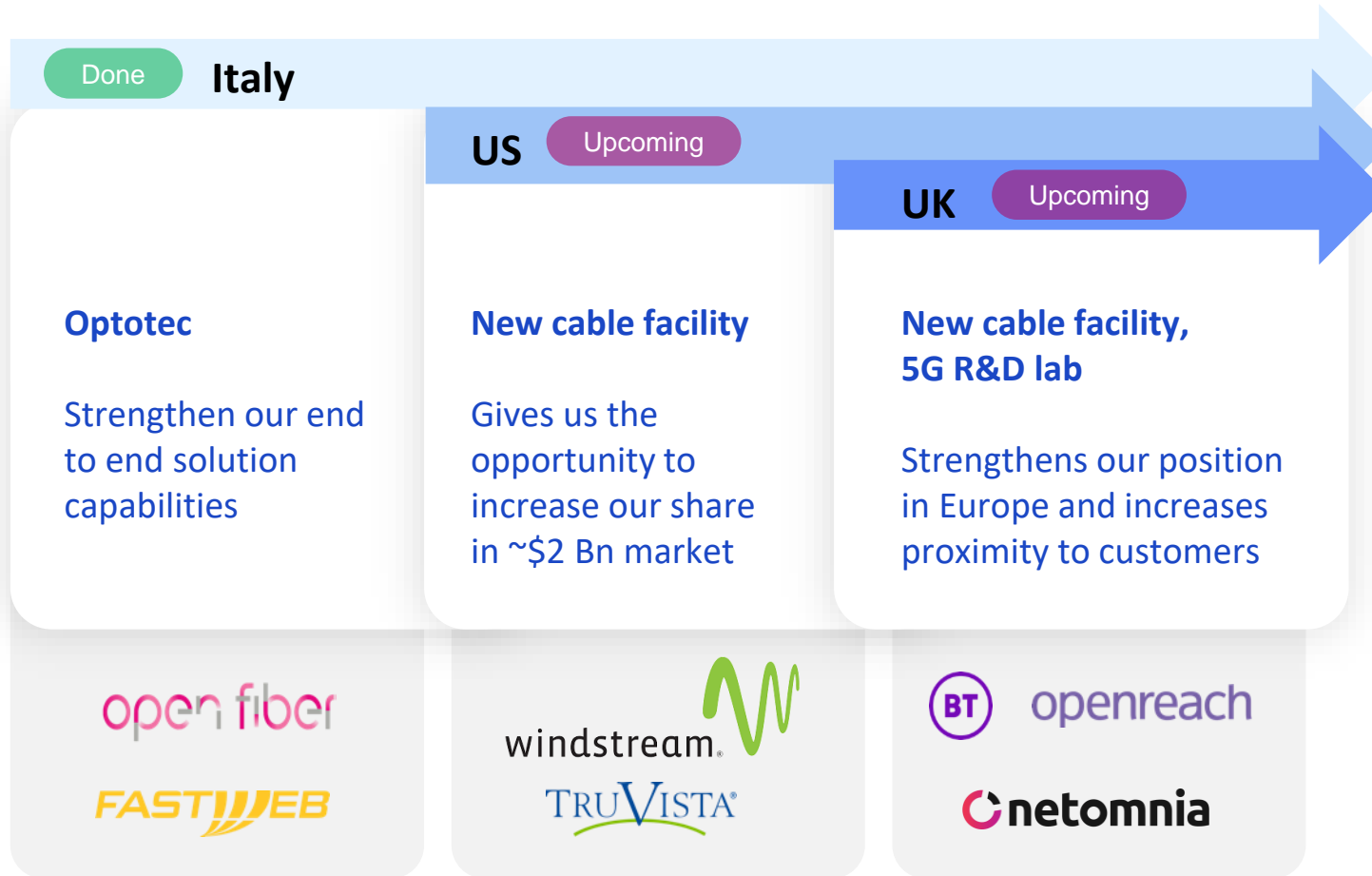
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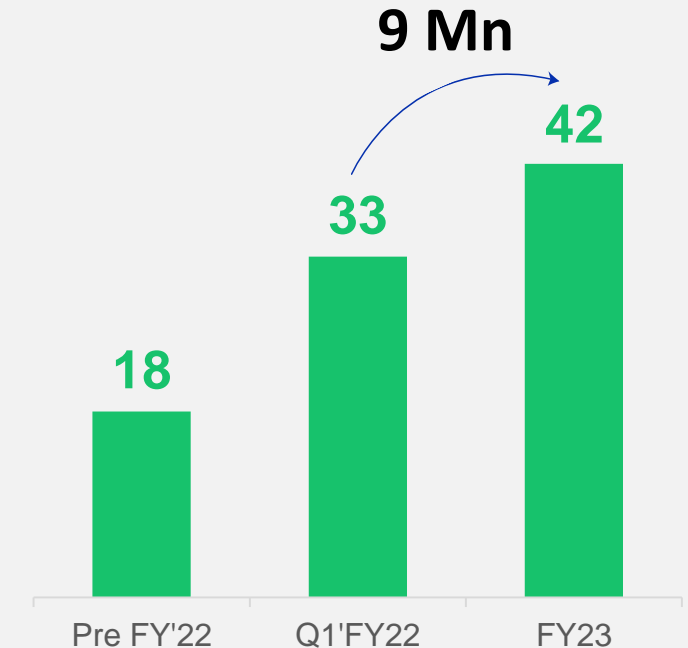
Scale Globally: Operate closer to the customers



Solution Centres at global locations to drive our investment Strategy



Demand driven expansion (Mn fKm)



We have more than doubled our TAM with Opticonn



- Fibre
- Cable
- Interconnect
- Logistics

A 'system' solution



To the home



To the data centre

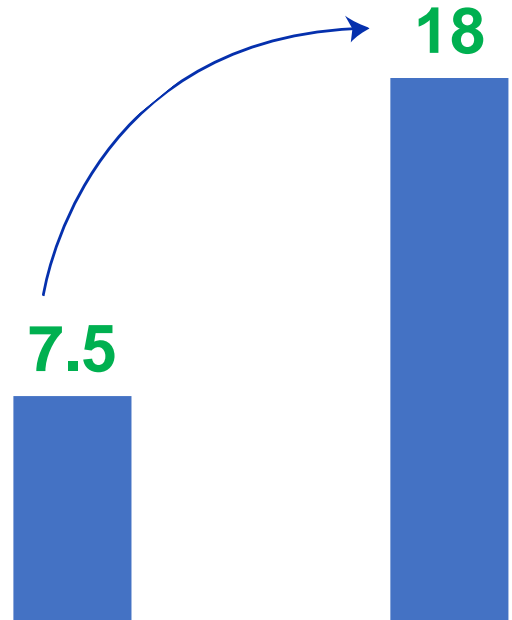


To the small/ macro cell



To the enterprise

Increasing our TAM (\$ Bn)





Stephen Szymanski

General Manager, Americas

Stephen is an established global leader in the telecom and communications sector. He brings 25 years of experience in business development, product management, and executive leadership to STL. He is leading STL's business efforts in the Americas. Prior to STL, Stephen was Senior Vice President-Telecom, for Prysmian Group in North America, where he managed a large portfolio of responsibilities with a keen focus on strategy and operational execution.

He has been associated with organizations like EIS Inc., Fiber Optic Sensing Association (FOSA), and Fiber Broadband Association (FBA)

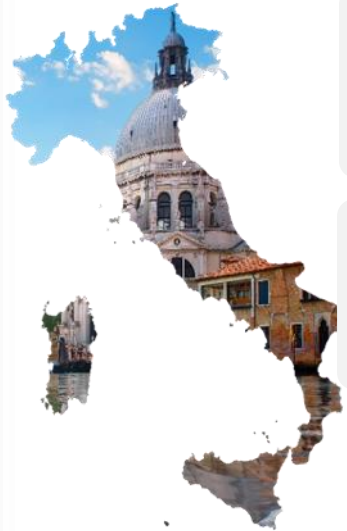
Strong position in Europe and US



Stephen, GM Americas

“ A combination of **capability building** and **local talent** is a strategy that has worked for US and the rest of Europe. We are coming closer to the customer, engaging more deeply and increasing our business ”

STL in Europe



**Metallurgica
Bresciana**

Specialized cabling
Deep connections in the
European markets

Optotec

Expertise in Interconnect design
and production
Deep relationships

Building expertise and trust
through capability acquisitions

STL in US

Telcos
**5G & OTT
networks**

- Deep engagement through **KAM model**
- **Purpose-engineered** solutions
- Face to face **consultative approach**

Citizen Networks
**Joe Biden's
Broadband plan**

- Understanding **domestic environment**
- **Being close to the bid action**
- **Liasoning** with local authorities

Aligning our business with
the local & national
objectives of rural
connectivity & 5G





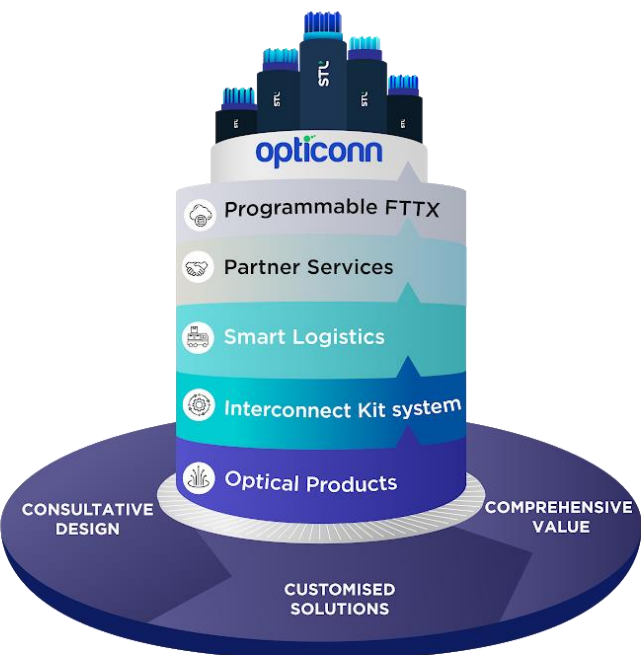
Sam Leeman

Product Lifecycle Management – Optical Interconnect

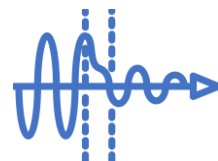
Sam Leeman, a thought leader, an innovator, is an expert in the field of fibre network builds. He joined STL in 2019 the global PLM leader for the Optical Interconnect portfolio driving the product roadmap and aligning it with customer requirements

Sam brings with him over two decades of leadership experience in Product Development, Product Management and Business Development in the telecom industry. He has been actively involved in both emerging as well as established markets and has worked with multiple telecom operators around the world, leading from the front to develop renowned solutions.

Our enhanced portfolio connects server-to-server and speeds up value capture for customers



CHALLENGE



Attenuation
Signal Decay



Bend Sensitivity
Signal Leakage



Compatibility
Legacy and Future Technology



Duct Space
Optimize Limited Space

OUR SOLUTION



25%
Faster deployment

~100%
Duct utilization

~25%
Longer network life

Leverage the full potential of Optical interconnect



Optical interconnect:

Adding power to Opticonn



OPTOTEC
OPTICAL TECHNOLOGIES



**Strengthening
Europe & US**

**KAM
penetration**

CHALLENGE

- Higher TCO
- Complex connectivity

OUR SOLUTION

- Developed a plug and play hardened connectivity solution for ballistic blowable fibers

TCO Reduction

**Fast and simple
connectivity for FTTH**

Comprehensive portfolio for last mile and FTTx



01

Central Office



02

Outside plant



03

Customer Premises

04

Other offerings



KS Rao

CEO - Network Services and Software Business

KS Rao joined STL in 1993 to set up India's first optical-fibre cable plant in Aurangabad. He has been instrumental in STL's growth in fibre, cables, services and business operations in six locations, including China and Brazil. Under his leadership, STL has emerged as a global leader in the optical fibre and cables business.

Closely connected to the company's purpose of transforming billions of lives through digital networks, KS is greatly contributing towards the country's economic development by delivering broadband networks for critical areas within Defence, BharatNet, Smart Cities and Public and Private telcos..

Our 3 growth levers



1

2

Globalise

**System Integration
business and scale in
India**



- Expertise across **network layers and geographies**
- Foundation with **Lead 360** and **Netmode** and power of **Opticonn**
- **Global expansion plans**

3

**Stro
Solutio**



System integration – expertise across variety of topologies, layers



Nationwide NETWORK MODERNIZATION for Indian Navy



LONG HAUL FIBRE NETWORK for India's largest Telco



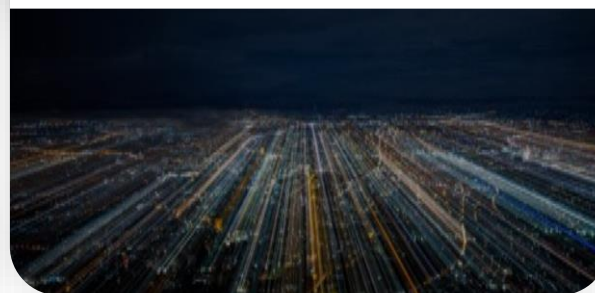
RURAL CONNECTIVITY for 3 states for BharatNet



URBAN USE CASES for 3 smart + safe cities



IN CITY FTTX DEPLOYMENT for India's telco network



DATA CENTER INTERCONNECT FOR TOP HYPERSCALERS



We have capabilities of connecting and integrating

- Server to server
- Small cell to small cell
- Enterprise to enterprise

**Addressable
market of \$6-7B
currently and
growing**



Keith Rowley

Chief Operations Officer, Network Services, UK

Keith, with his 25+ years of experience in the global communications Industry, specializing in the delivery of large scale optical deployments within both the operator and supplier environments. He has worked with some of the biggest Global Infrastructure Operators and specialists such as, COLT, Liquid Telecom, Virgin Media, Flomatik to name a few. He is leading STL's global delivery and is building a unique delivery ecosystem for STL in the UK and Europe.

Globalise: Large scale integration in UK and Europe



‘Boris Johnson is promising a "rocket boost" for parts of the country with slow broadband - in the latest pledge in his "levelling up" agenda’



UK Government

Project Gigabit

£5Bn
Spend

PM Boris Johnson launches £5bn 'Project Gigabit' and reveals first areas to get 'lightning-fast broadband'

Major Operator's

Full Fibre Network Targets

openreach

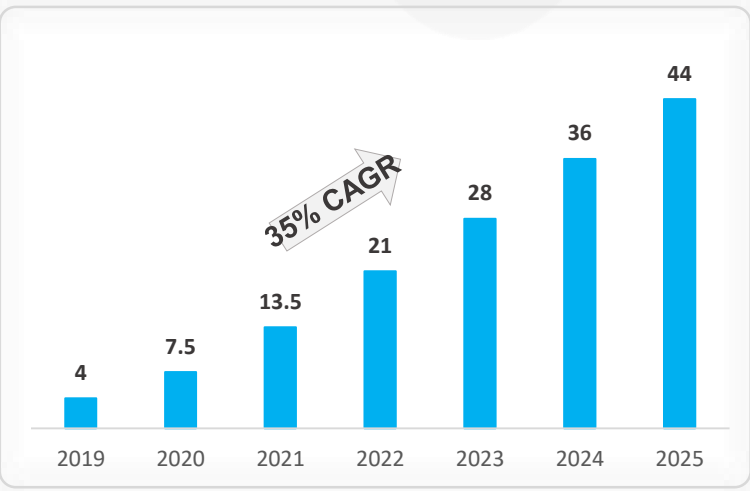
4 million premises by 2021 & 15 million by 2025

Virgin media O2

8 million premises by the end of 2025/26

CityFibre

1 million premises by 2021 and 8 million by 2025



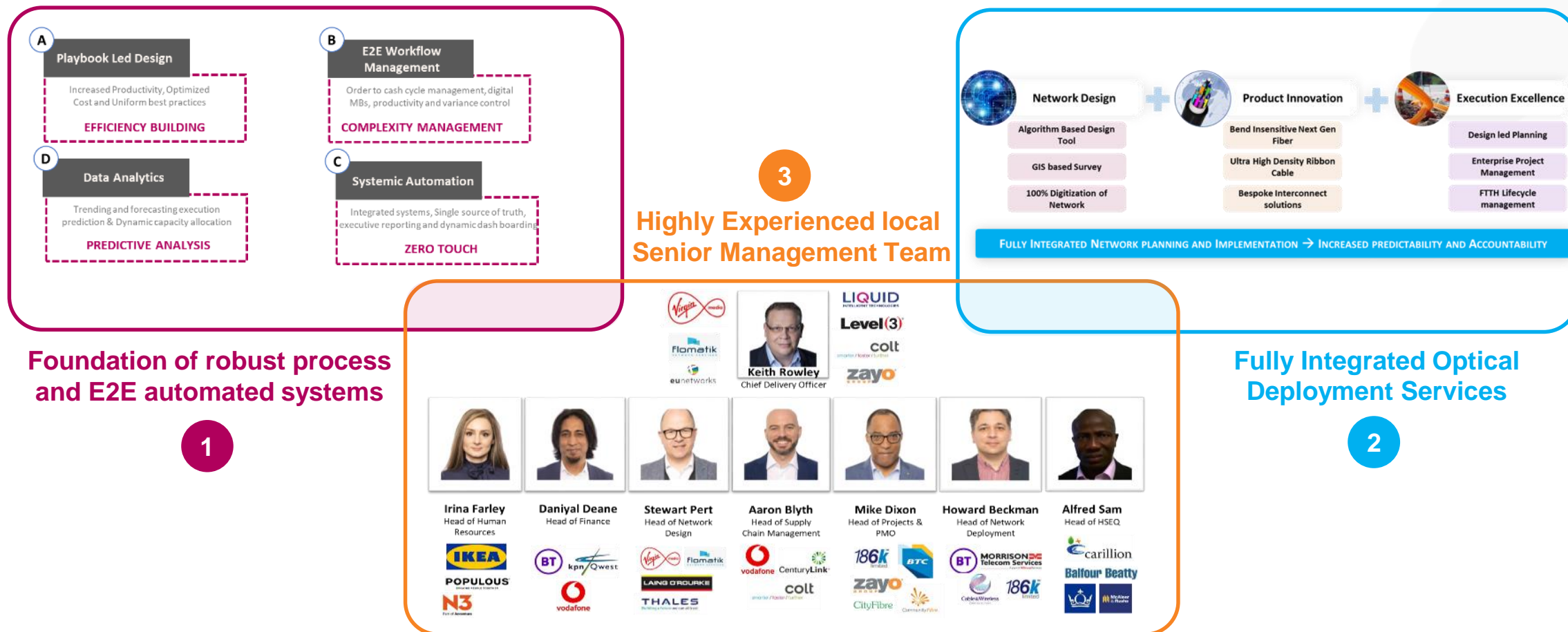
All figures in Mn Home pass



Keith Rowley,
COO – Network Services Business UK

“ Having worked in the UK Communications market for over 20 years, the need and priority for full fibre connectivity has never been more critical to the UK agenda. Operators need to combine speed and large volume of full fibre deployments, to which STL fully Integrated solutions provide the answer “

..with a Unique value proposition



“STL is in a unique position, offering to the UK market a Fully Integrated end to end solution offering from the “Factory to the Field”



Chris Rice

CEO – Access Solutions Business

A seasoned business leader, Chris is leading the Access Solutions business and is working towards taking the business to the next level and achieve technology and market leadership for STL. Chris brings over 25 years of experience in the telecom industry. Prior to STL, he was associated with AT&T where he delivered on a multi-year technology strategy and vision for both the network and the underlying system's evolution. He also led AT&T's pivot to software-defined networking (SDN), leading the team that built the fundamental automation and platform capabilities to drive this shift

Our 3 growth levers



1

2

3

n
in



Build

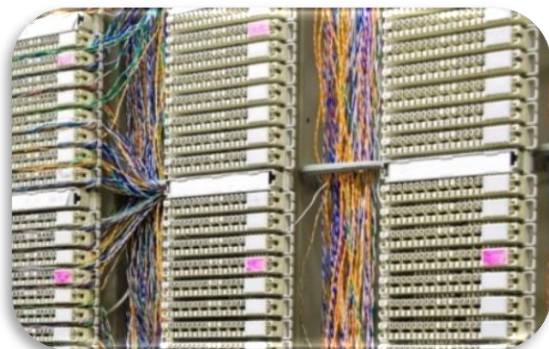
Strong Access Solutions business



- Deliver best- in-class **Wireless solutions** for the **5G ecosystem**
- Disrupt the FTTX market with **SDN programmable XGSPON next-gen virtualised solution**
- Become the **market leader** in the **RAN Intelligent Controller (RIC)** software platform

3 To build networks of tomorrow, the industry is moving towards disruptive solutions ..

Market Challenges



MONOLITHIC PROPRIETARY SYSTEMS

- ❑ Closed interfaces
- ❑ Vendor specific hardware
- ❑ Monolithic and proprietary
- ❑ Expensive

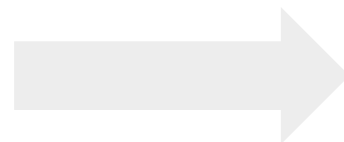
Market Drivers



OPEN SOURCE VIRTUALIZED WEB-SCALE SYSTEMS

- ❑ Standardized open interfaces
- ❑ Programmable white boxes
- ❑ Open, cloud native, disaggregated
- ❑ Lower TCO

Market
Transformation



Industry Focus

**Open,
Disaggregated,
Programmable**

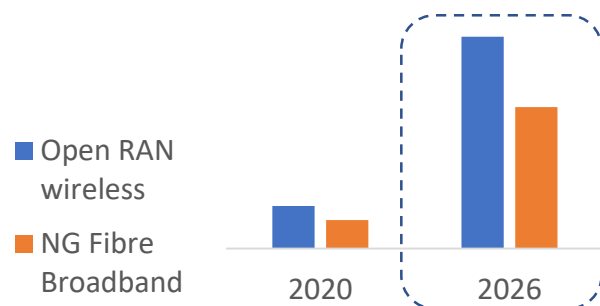
Industry Validation

*"New O-RAN (open radio access network) and vRAN (virtualized RAN) ecosystem could **disrupt current vendor-lock-in** and **promote 5G adoption** by ..."*

Omdia and Dell'Oro Group increase Open RAN forecasts

2020

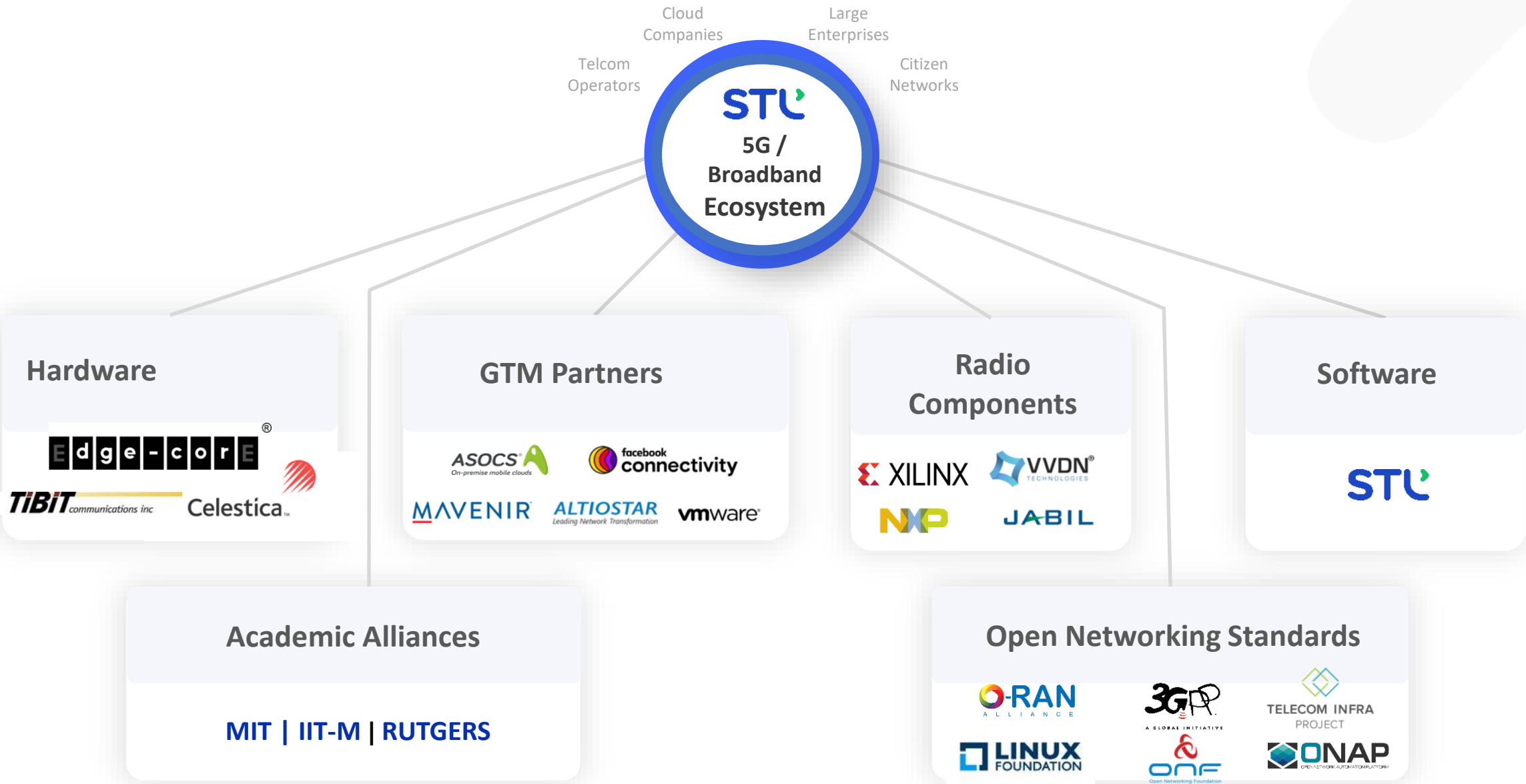
Open RAN growth to reach 250% year on year



~\$25B market in 2026
from **~\$4-5B today**

Source: Omdia, STL Partners

We are delivering these open disruptive solutions through a robust ecosystem



3 And have built a portfolio of open networking broadband fibre and 5G wireless products



Open standards and programmable solutions



5G Multi-Band Radio

Comprehensive Open RAN (Radio Access Network) radio portfolio with indoor small cell and outdoor Macro radio units



Garuda

O-RAN compliant, highly power efficient indoor 5G small cell solution



Wi-Fi 6 Access Solution

An outdoor Wi-Fi 6 radio unit providing carrier-class connectivity in dense environments



pFTTx

An SDN, cloud-native solution that brings programmability to last mile networks



RAN Intelligent Controller (RIC)

RIC

RAN Intelligent Controller used to optimize the RAN ecosystem using 3rd party xApps/rApps

Smaller Size



Better Cost



Lower Power



Easier Deployment



Simpler Operations



Our strategic decisions are already paying off



Customers are showing their acceptance

*"A robust global ecosystem for **Open RAN** components is critical to the accelerated deployment of 5G. I am extremely encouraged to see STL taking a leadership role in launching critical components for multi-band radio and other solutions for the Open RAN ecosystem"*

- **Marc Rouanne**,
EVP & Chief Network Officer,
DISH Network



Japanese e-commerce giant Rakuten gets Indian firms on board for 5G

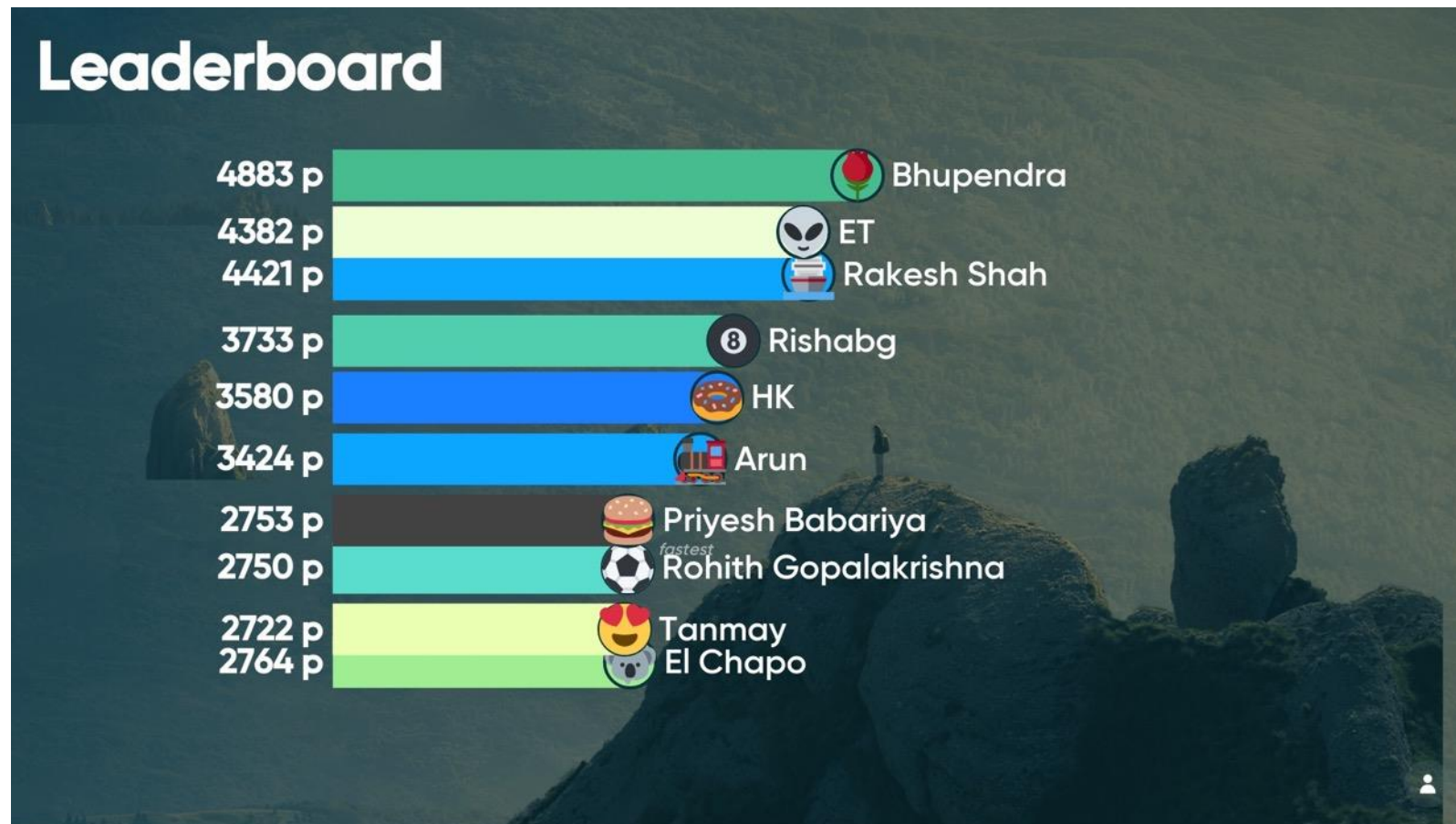
Rakuten is tying up with Indian companies such as Sterlite Technologies for hardware and HCL, Wipro, and Tech Mahindra for software

Orders and Revenues

Orders from a large American Operator

Revenues in H2 FY22

MENTI QUIZ





Badri Gommatam

Chief Technology Officer

A photonics expert, Badri leads core research in optical communications products and network solutions. With his wide experience across multiple networking technologies, Badri guides the company's technology vision. He joined STL in 2011, and has since led STL's transition to an end-to-end solutions company. His deep expertise in photonics, enterprise and access networks has helped shape this evolution. Under his leadership, the Company today has over 569 patents to its credit.

Key foundational capabilities

A man with grey hair, a beard, and glasses is focused on working on a complex mechanical device. A bright blue laser line is visible, passing through the device. The background is dark and industrial.

1. Looking ahead

2. Three focused levers for growth

3 Key foundational capabilities

4. Financials aligned with strategy

5. Q&A

4 foundational capability pillars assist our strategies



1



**Technology-led
E2E Solutions**

**Increasing market
share by integrated
technology**

2



**Key Accounts
Management**

**Target 20
KAMs globally**

3



**Ecosystem
Alliances and
Investments**

**Increase
Addressable
Capex through
strategic
investments**

4



**Top Talent and
Culture**

**Drive good
returns to our
stakeholders
/community**

Our technology focus is on developing end-to-end solutions



Optical solutions that bring together fibre, cable, interconnect and programmability



E2E solutions that help modernise converged networks - design, build and manage





Wireless solutions that bring together micro, macro radio, intelligent controller and orchestrator across CU, DU, RU

Tech-led growth driven by R&D

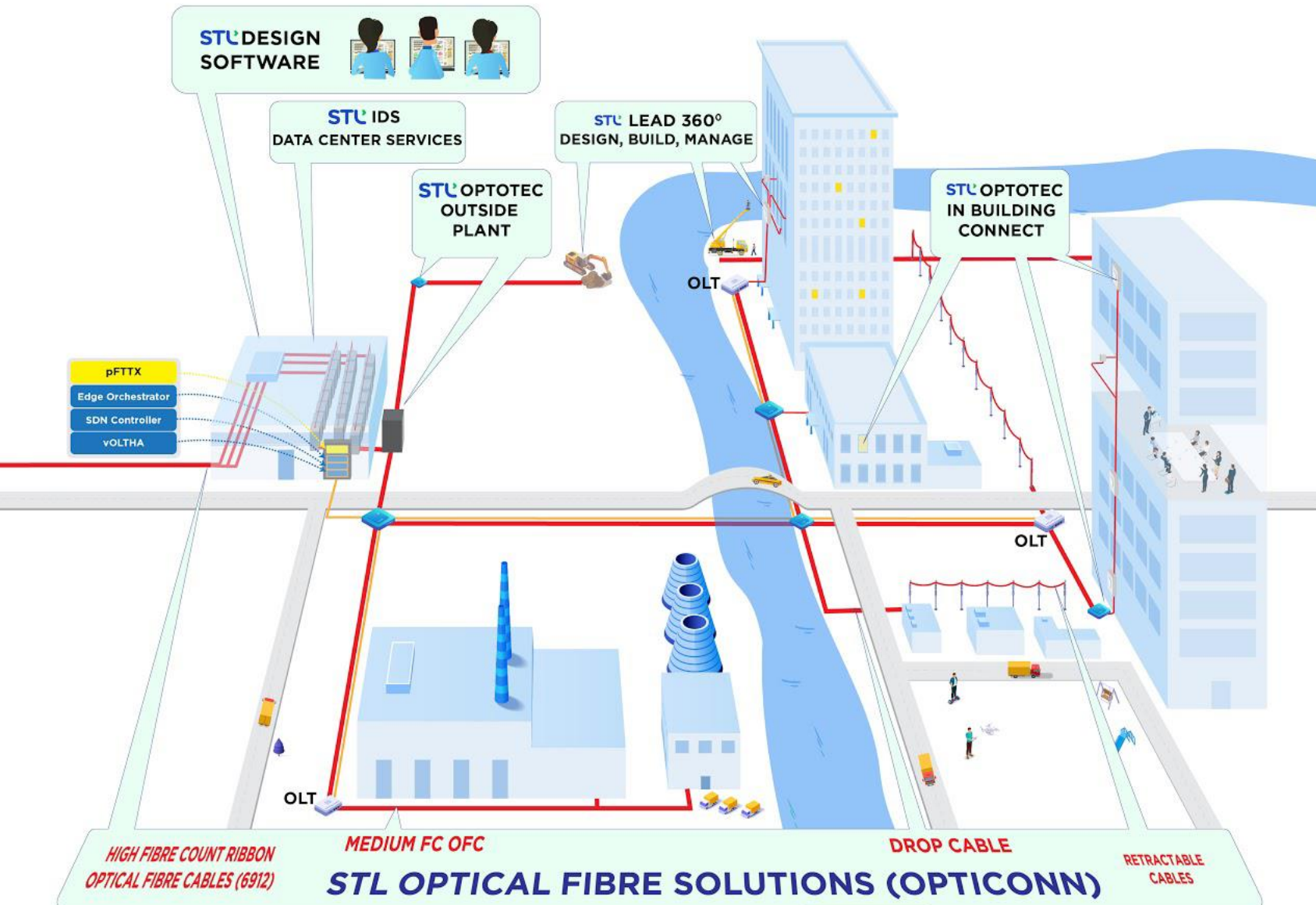


**R&D spend of
over 3% of
revenues**

Global IP with 569 Patents

-  **stellar**™ - World's most advanced bend-handling high capacity fibre
-  **celesta** - Leading high-fibre count cable for hyperscale data centres
- **Garuda** - World's first indoor ORAN small cell

We have established ourselves as an end-to-end player for FTTX



4 Tech Confluences

At the Edge

Optical

Connectivity

&

Compute

Hardware

&

Software

We have established ourselves as an end-to-end player for 5G



4 Tech Confluences

At the Edge

Optical

&

Radio

CONVERGED

Connectivity

&

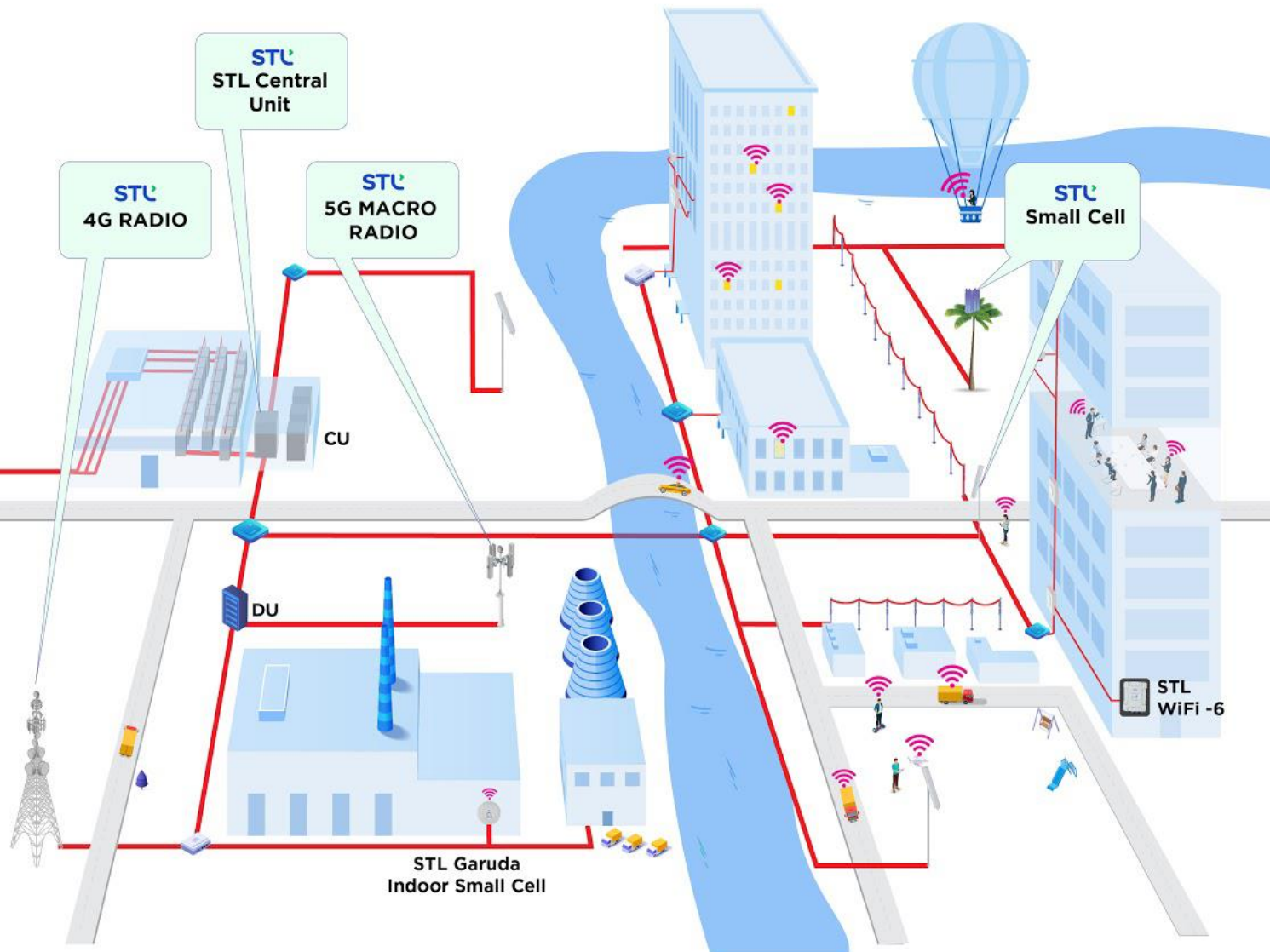
Compute

Hardware

&

Software

DISAGGREGATED





Sandeep Girotra

Global Sales Head

Sandeep is a seasoned sales leader with over three decades of experience in B2B infrastructure business across ICT, IT, Telecom Infrastructure and Telecom Services. Sandeep is focusing on STL's global ambitions through his collaborative approach for driving customer intimacy and Key Accounts Management. Prior to joining STL, Sandeep was associated with Nokia for 24 years where he held multiple executive roles such as Head of India, Head of Asia Pacific and Japan, and Head of Global Sales Transformation.

He is an expert in Business Development, P&L, Key-account Management, Enterprise Business and Stakeholder Management among others.

Our KAM approach enables deep engagements



Key accounts management



Enhanced customer engagements across regions, Winning strategic deals

Nurtured existing key accounts

5 Customers with 2 or more Portfolio discussions



openreach

Multi-year strategic partnership to help build new UK full-fiber network



Multi-year LOI for fiber roll out across 10 circles

Opened doors to new



Five year, multi million contract for dual band and tri band radio units



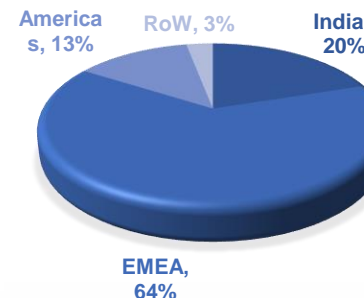
Digital transformation for a leading telco in Africa

Multi-portfolio Engagements with multiple customers

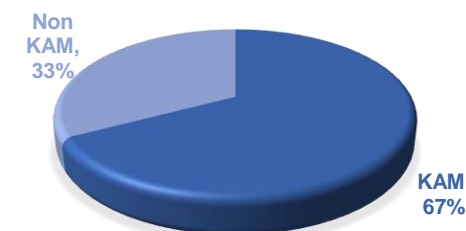
7+ Key Accounts with >2 solutions portfolio engagements

Participation Increase across Geos with Key accounts

PARTICIPATION BY REGION



PARTICIPATION BY KAM



Key Deal Engagements

75+ Key Deal Engagements in Q1 FY22

35+ Ongoing Engagements

25+ KAM Key Deal Engagements

~45% global KAM Deals

Multi-portfolio approach for the future of Openreach



Key accounts management



Kevin Murphy, **Openreach**

“STL's **5G-ready and high capacity network** will enable us to provide faster delivery of new services, while delivering an enhanced user experience”

2020

2021

Future

Challenges

Low Speed and Bandwidth

Need for faster deployment

Lower TCO

Solutions
Delivered

IBR + Next Generation Ultra
Weight Cables

Drop Segment End-to-End
solutions + RAN Cables

FTTH Deployment End-to-End
Support

Re-Architecting
the Future

Transactional

Long – Term

Consultative



Anjali Byce

Chief Human Resources Officer

As STL grows exponentially, Anjali and her team are building an agile and culturally strong organisation by running impactful programs on talent, culture, values and diversity. Anjali has extensive experience in building culture, learning and development and industrial relations. She has also worked at SKF, Tata Motors, Bajaj Allianz Life Insurance, Cummins and Thermax.



Many skills



Many cultures

**EMPOWERING
CULTURE**



Many views



One company

**ENRICHING
GROWTH**

Attracting talent with global backgrounds



Global talent 

Leaders & Experts

Technologists

Young talent



John Medamana
AT&T



Sandeep Dhingra
Cisco



Miguel
London Business School



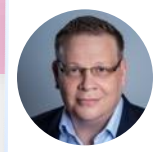
Stephen Szymanski
Prysmian



Srinivas Jagdeesan
Altran



Marc Phillip
London Business School



Keith Rowley
Flomatic



Jitendra Balakrishnan
Corning



Mo Omar
HEC Paris



Claudio Mega
Optotec



Sandeep Girotra
Nokia



Rajesh Gangadhar
Sprint



Prashant Singh
HEC Paris



Best-in-class global and diverse teams



**LEARNING
IN THE DNA**

**ACADEMIA
PARTNERSHIPS**

**INNOVATION &
RESEARCH**

**COLLABORATIVE
LEARNING**



Stronger together in challenging time

STL supporting employees to face this pandemic strongly

25+

STL Family team at all locations

**Symptoms to post
treatment care**

Telemedicine

Important Resources

Support

Mental/Emotional wellbeing





Mihir Modi

Chief Financial Officer

A prolific professional, Mihir has more than 20 years of experience in Finance, M&A, Strategy, and General Management. As the Chief Financial Officer of STL, Mihir is actively working towards delivering consistent shareholder value through strong financial performance, deep industry alliances and high internal efficiencies.

Prior to joining STL, Mihir co-founded a contemporary digital media content company based in Mumbai. He has also worked as Chief Strategy Officer & CFO at Zee Entertainment, and also held key leadership positions at Godrej Consumer Products, Novartis Pharma and Ernst & Young.

Financials aligned with strategy



1. Looking ahead

2. Three focused levers for growth

3. Key foundational capabilities

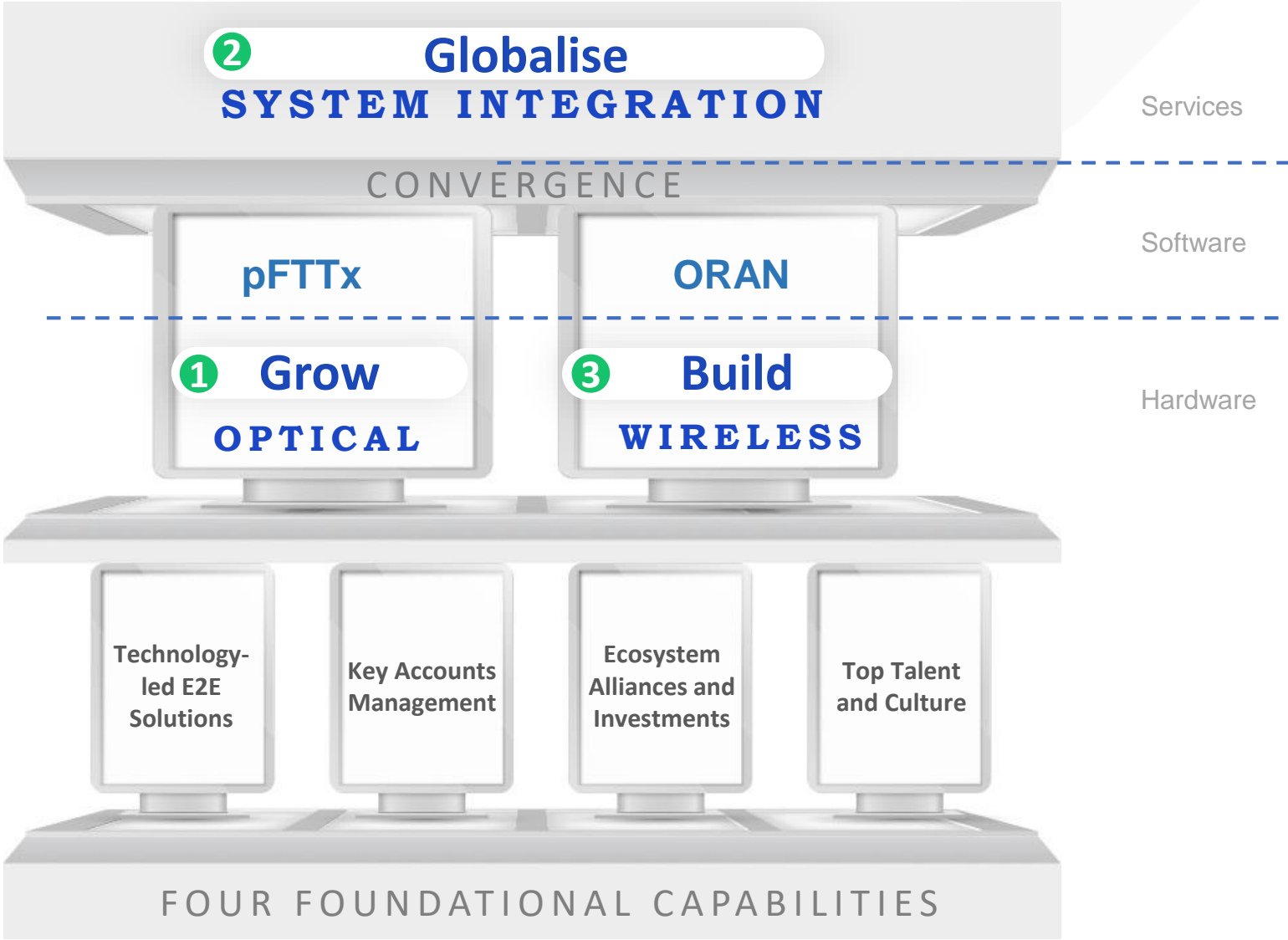
4 Financials aligned with strategy

5. Q&A

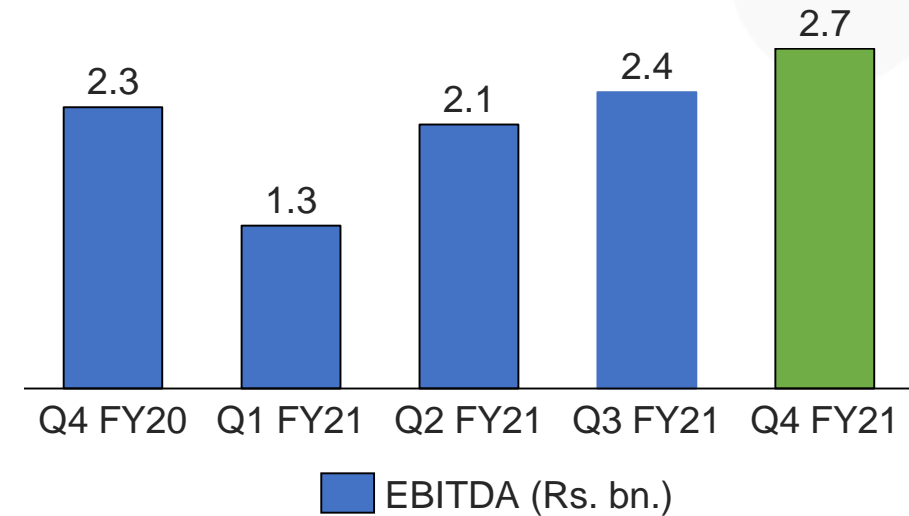
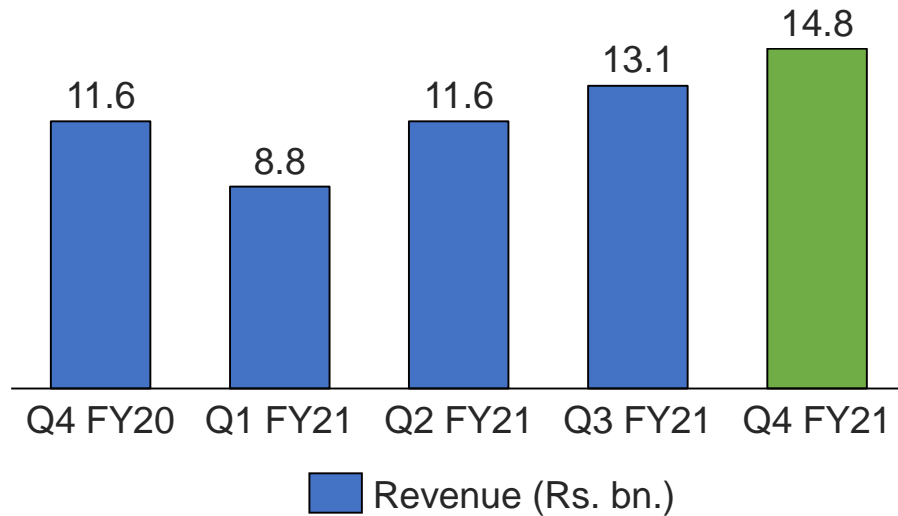
All set to drive the next phase of growth



*The combined strength of
3 Growth levers
4 Foundational capabilities
will drive financial success*



In FY21, we posted robust financial performance in unpredictable environment



- We grew revenue on QoQ basis & our H2 FY21 revenue grew by 18% YoY over H2 FY20.
- Our full year EBITDA margin stood at 18%.

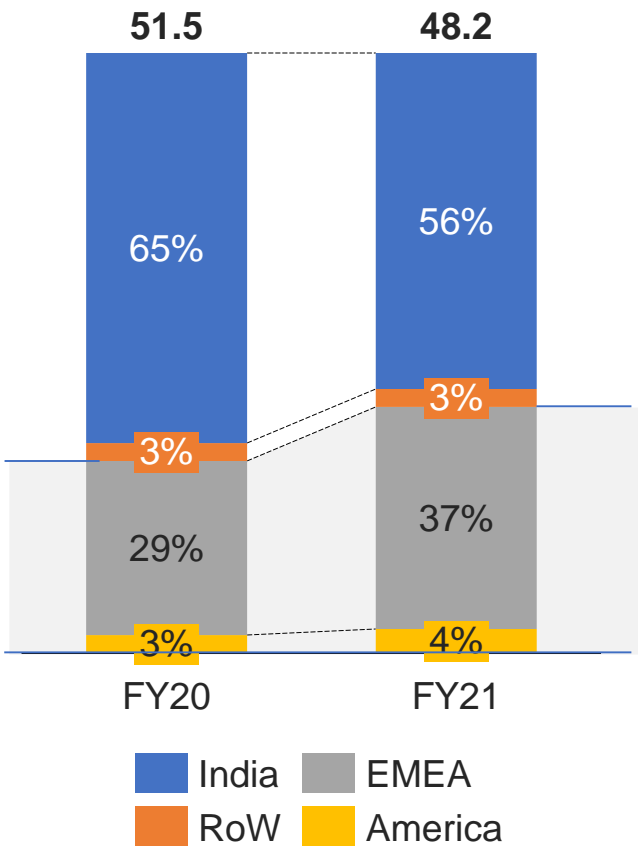
Revenues grew globally in Telco & Cloud Segments



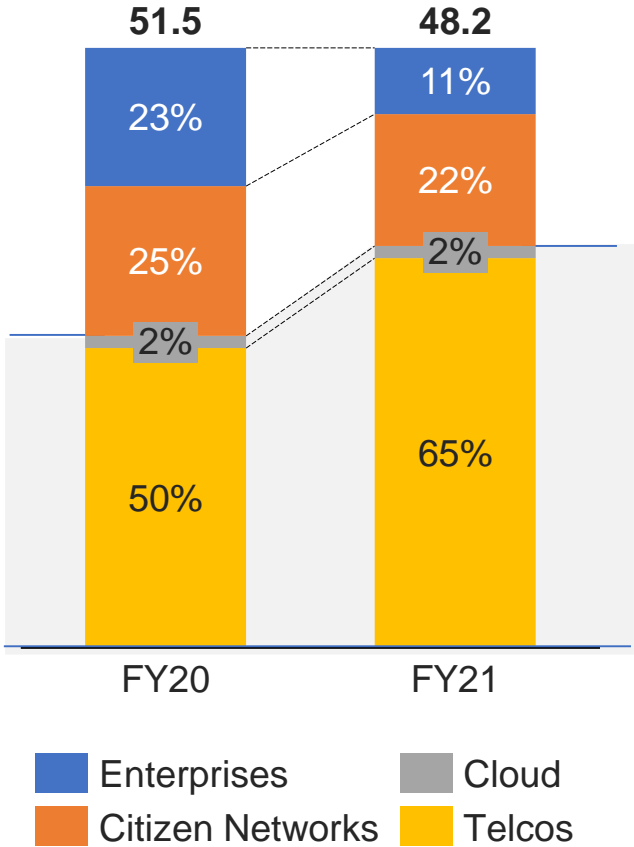
Alignment with strategy

- EMEA and US revenue share to continue to increase.
- Telco & Cloud segment revenue share to continue to increase.

Geographical Distribution
Revenues (Rs. bn.)



Customer Segments
Revenues (Rs. bn.)

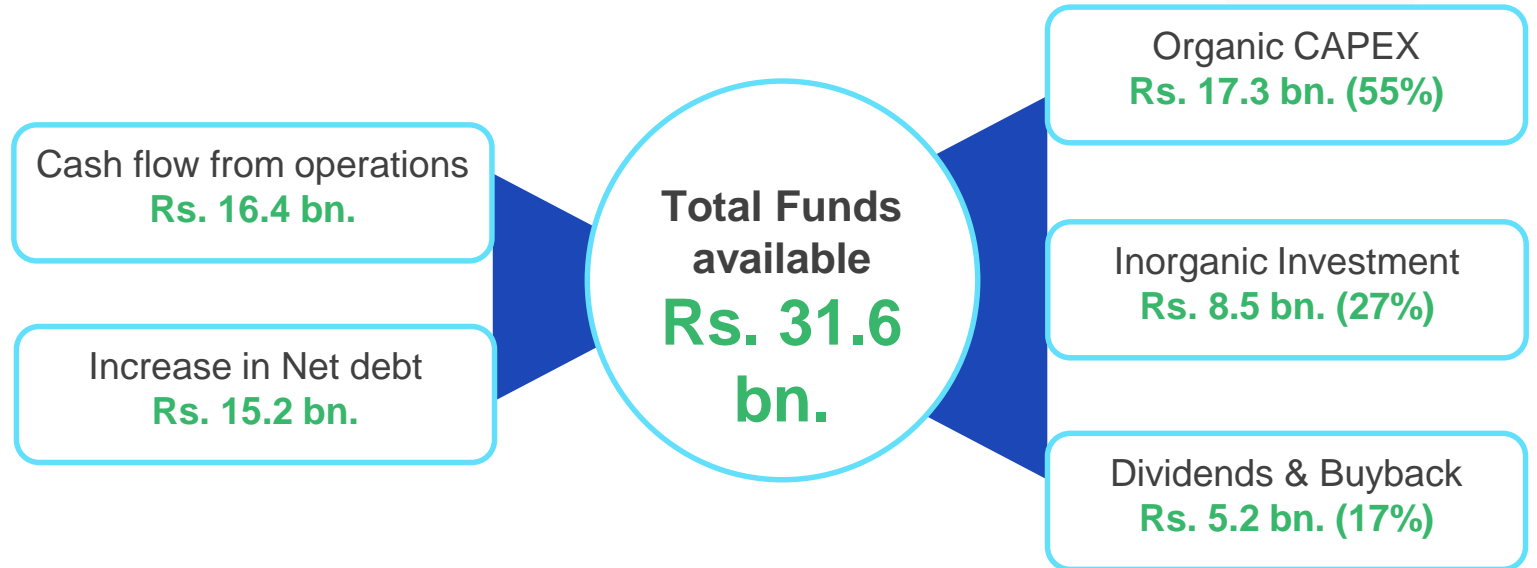


In the last 3 years (FY19 - 21), we have invested in creating **organic capacity** & **acquiring capabilities inorganically**



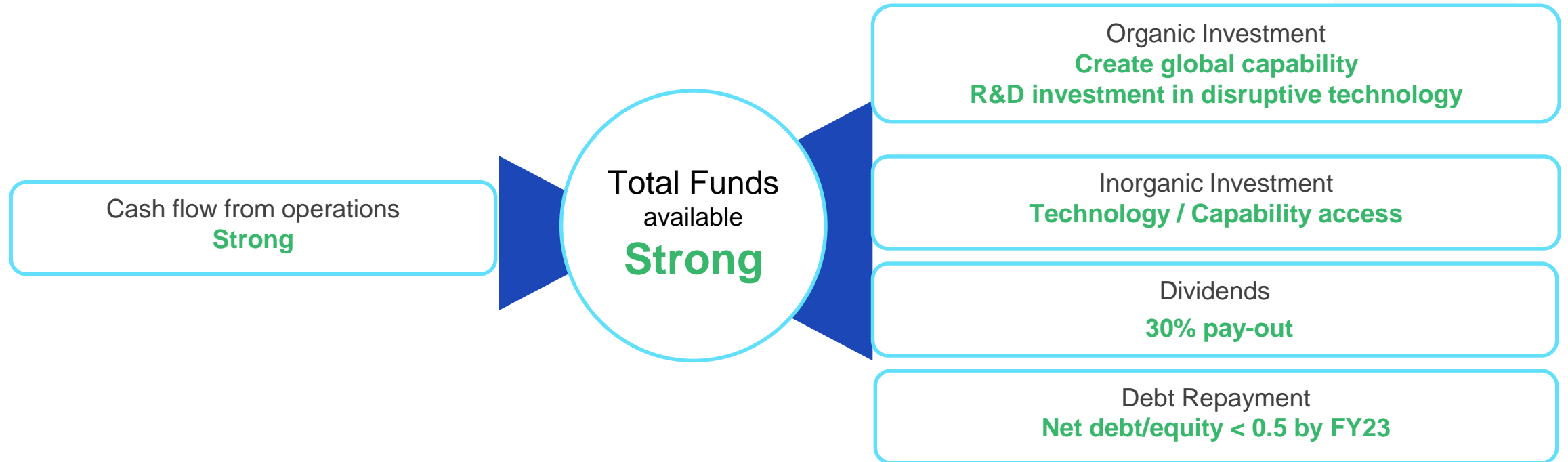
Capital Allocation

- Investments in
 - a. Capacity expansion
 - b. Capability acquisition
- Consistent dividend payout ratio at 30% of net profit



Invested in **Capacity Expansion in OF & OFC** from 30 to 50 mn. fkm and 18 to 33 mn. fkm respectively

In the next 3 years (FY22 - 24), we shall transition from **capacity focused investments** to **global capability & R&D investments**

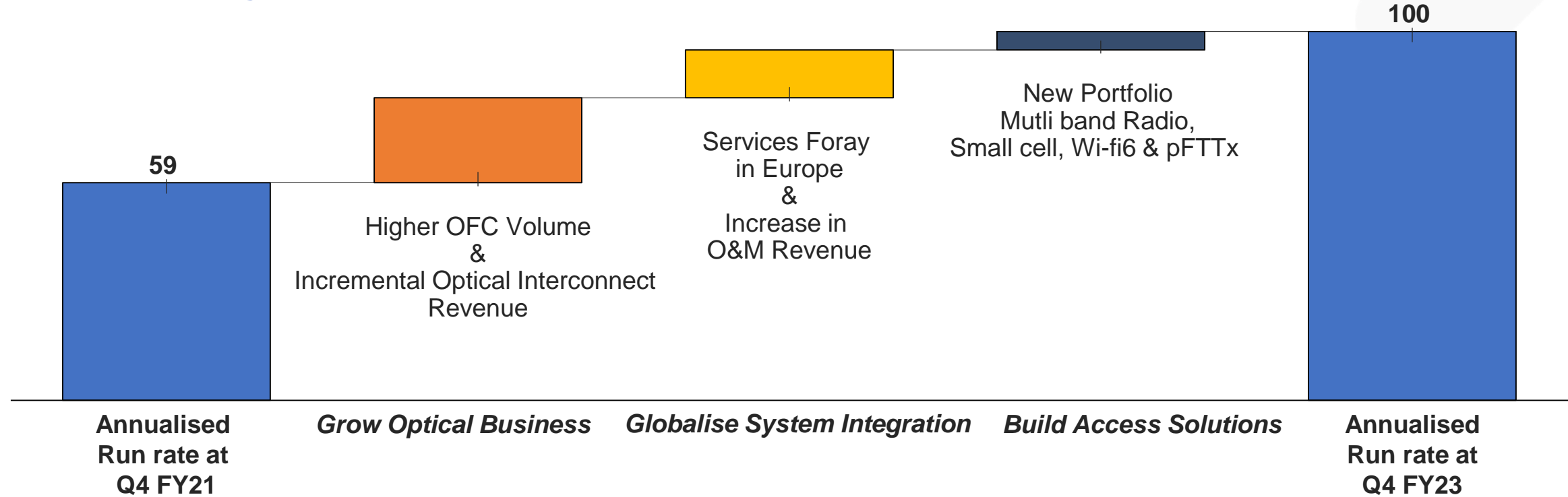


Our target is to reach **Net debt/equity < 0.5** while delivering **RoCE of 20% +** by FY23

Our focused investments shall propel us to reach Rs. 100 bn. exit annual run rate by FY23



Revenue Bridge (Rs. bn.)



We plan to reach
Rs. 100 bn. annualised revenue run rate by Q4 FY23

Summary : Financial Targets FY23



Growth

Revenue Run rate : Rs. 100 bn. per annum *by Q4 FY23*

Capital Structure

Net debt/equity < 0.5 by Q4 FY23

Returns

RoCE >20%



We have a strong board in place



Independent Directors on the Board of STL



Kumud Srinivasan

Independent Non-Executive Director

- VP and Director of Non-Volatile Fab Manufacturing and Automation Systems at Intel Corporation
- Has spent 30 years at Intel in US, leading multiple global functions, prominent ones being R&D for technology manufacturing, industrial automation and IoT for manufacturing facilities
- She served as the President of Intel India from 2012 to 2016



Sandip Das

Independent Non-Executive Director

- One of Asia's most respected telecommunications professionals and an acclaimed Chief Executive
- Ex-MD of Reliance Jio, Group-CEO, Maxis Communications and Hutchison Essar Telecom (now Vodafone), India
- One of the founding members of private telephony in India and was part of the group of individuals that founded Hutchison Max Telecom in 1994



BJ Arun

Independent Non-Executive Director

- B.J ARUN has founded and led multiple successful ventures in Silicon Valley. He founded California Digital, a Linux-based HPC leader, Librato, a software company, and was most recently the CEO of July Systems - a location-based mobile management platform.
- He was instrumental in scaling these companies and finding synergistic exits by merging them with global technology giants like SolarWinds and Cisco.
- An industry leader, Arun is currently the Vice Chairman of TiE Global.
- He has also served as the President of the TiE Silicon Valley Chapter and remains dedicated to fostering entrepreneurship in the technology community.



S. Madhavan

Independent Non-Executive Director

- S.Madhavan, a fellow member of the Institute of Chartered Accountants of India, has had an illustrious career in accounting spanning consumer, banking, and technology industries.
- He currently holds directorial positions in some of the top listed companies like HCL Technologies, ICICI Bank, UFO Moviez, and Transport Corporation of India.
- In his early days after working with HUL for 6 years, he set up a successful indirect tax practice, which got merged with PriceWaterhouseCoopers (PwC).
- Here he held leadership positions for over 14 years and was instrumental in building a leading tax practice at the firm.

Sustainability & Impact

Environment | Social | Governance



World's 1st ZWL Certified – Driving Sustainability

STL is proud to be the world's first Zero Waste to Landfill certified fibre and cable company.

145k

tons diverted from landfill spaces

97%

of our waste is recycled and reused

3R Approach

Reduced Reuse Recycle
CO2 emissions significantly

Zero waste definition as provided by Intertek



**ENVIRONMENTALLY
RESPONSIBLE**

World's **1st**
**ZERO WASTE
TO LANDFILL**

Integrated Optical Fibre and Cable Manufacturer

Certified Manufacturing Locations ♦ Shendra ♦ Rakholi ♦ Dadra



Social Initiatives and their Impact



Eco-friendly & Responsible Operations

Caring for our people & the environment

Policies & Systems

on Human Rights, Labour Practises, Fair Wages

900,000 m³

Water recycled and reused at STL and replenished in surrounding communities

6,000+ tCO₂e

Avoided through in-plant initiatives and plantations in surrounding communities



CSR Initiatives

Enabling millions using tech & connectivity

1.32M+

lives impacted

Signatory

To the UNGC

3,000+

Rural women Empowered

1,000+

Individuals digitally empowered



World's 1st ZWL Certified

Driving Sustainability

145,000+ MT

Waste diverted from landfills

97%

of our industrial waste does not go into landfill

830 MT

Plastic saved through innovative packaging

3R

Approach to reduce, reuse, recycle



Sustainability Goals

2030: Towards a Cleaner & Greener Future

100%

- STL manufacturing locations ZWL certified

- Water Positivity

- Sustainable Sourcing
- STL products families covered under LCAs

50%

Reduction in STL's carbon footprint



CSR Goals

2025: Facilitating a More Inclusive Society

5 Million

- Impacting 5M lives
- Undertaking 5M plantations
- Replenishing 5M cubic meters of water in communities

STL Garv – Innovation Where It Matters

STL GARV offers multiple digital services for rural communities and helps drive digital adoption across villages

Transform

rural India (Pilot across 3 states) for digital readiness

Results

1.5 Mn+ Rural Citizens digitally connected

3700+ students serviced with e-education

3300+ patients offered e-healthcare

Ensuring high quality governance



Our Industry is making the world a better place



Our Purpose

Transforming everyday lives by delivering smarter networks



promises
delivered



hunger to
learn



keep it
simple



respect &
empathise

Last year as the world went digital, fossil fuel emissions fall by 7%

Summary



We are in a **decade long network creation cycle** driven by **5G, FTTx and rural connectivity** programs

Our **total addressable market** has grown 5 fold in last 5 years and has reached to **\$40 bn.**

Our **three growth levers** are **Grow optical business, Globalise System Integration** and scale in India **and build strong access solution business.**

We are on our path to reach **Rs. 100 bn. revenue run rate** along with **Net debt/equity < 0.5 and RoCE > 20%**

We are fully committed to our responsibility towards our **environment, sustainability** and drive our business with the **highest standards of governance.**

Q&A

A large, out-of-focus audience is shown from behind, with many hands raised in the air, indicating an interactive Q&A session. The image has a blue tint.

1. Looking ahead

2. Three focused levers for growth

3. Key foundational capabilities

4. Financials aligned with strategy

5 Q&A



beyond tomorrow