Lakshya

Growth Roadmap FY27-29

Safe Harbour

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Business

Outlook

Ankit Agarwal

Managing Director

STL enters its next phase of growth

Structural shift in Optical demand	Our Core Capabilities	Envisioning Growth Roadmap

Optical demand is structurally shifting beyond traditional networks

Telcos & Citizen Networks

Broadband expansion & network fibreisation

FTTH • BharatNet • BEAD • 5G

AI DC & Large Enterprise

AI compute scaling & optical densification

Inside-DC connectivity • DCI

AI Factories are rewriting the Data Centre connectivity stack

Traditional Cloud Data Centre

AI Factory

Source: NIVIDIA - Scaling Out and Across: Networking Innovations for Giga-Scale AI Systems, GTC26.

Higher AI density drives multifold growth in optical content

1k Fibers/Rack

4k Fibers/Rack

16k Fibers/Rack

64k Fibers/Rack

Legacy Frontend

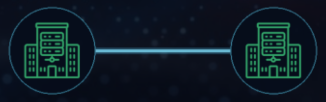
Hopper
2022-23

Blackwell
2024-26

Vera Rubin
2027 onwards
Second half of 2027

AI Scale is accelerating demand across the DCI layer

2 DCs



1

DCI

3 DCs

3

DCIs

4 DCs

6

DCIs

5 DCs

10

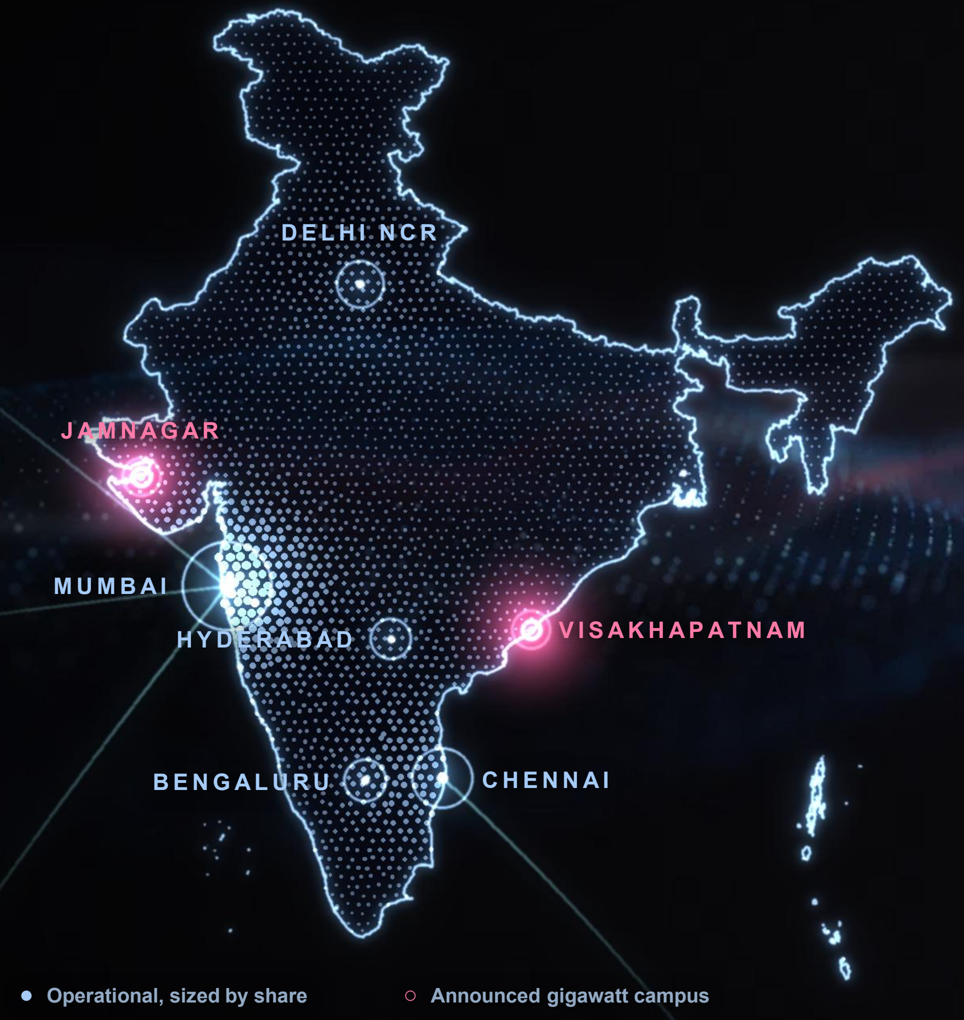
DCIs

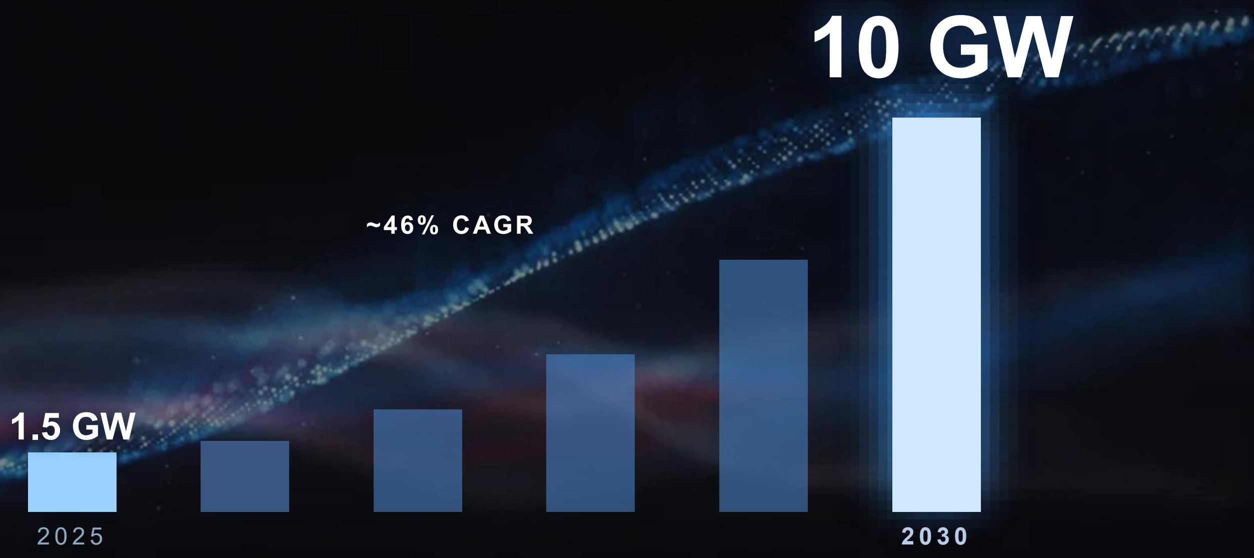
6 DCs

15

DCIs

India is emerging as the next major AI infrastructure opportunity





$200B
Capital expected by 2030

+45 TWh
Incremental power demand

38,000+
GPUs Onboarded

4+3
Subsea cable systems

Capacity outlook: Deloitte (2026). 2026 stock ~1.8 GW: Savills India. Hub shares: JLL Research. 2027–29 path illustrative. GPU:PIB.

India's #1 end-to-end optical manufacturer

Preform ⟶ Fibre ⟶ Cable⟶ Connectivity

9%

Global market share in OFC, excluding China

38+

Years of industry leadership

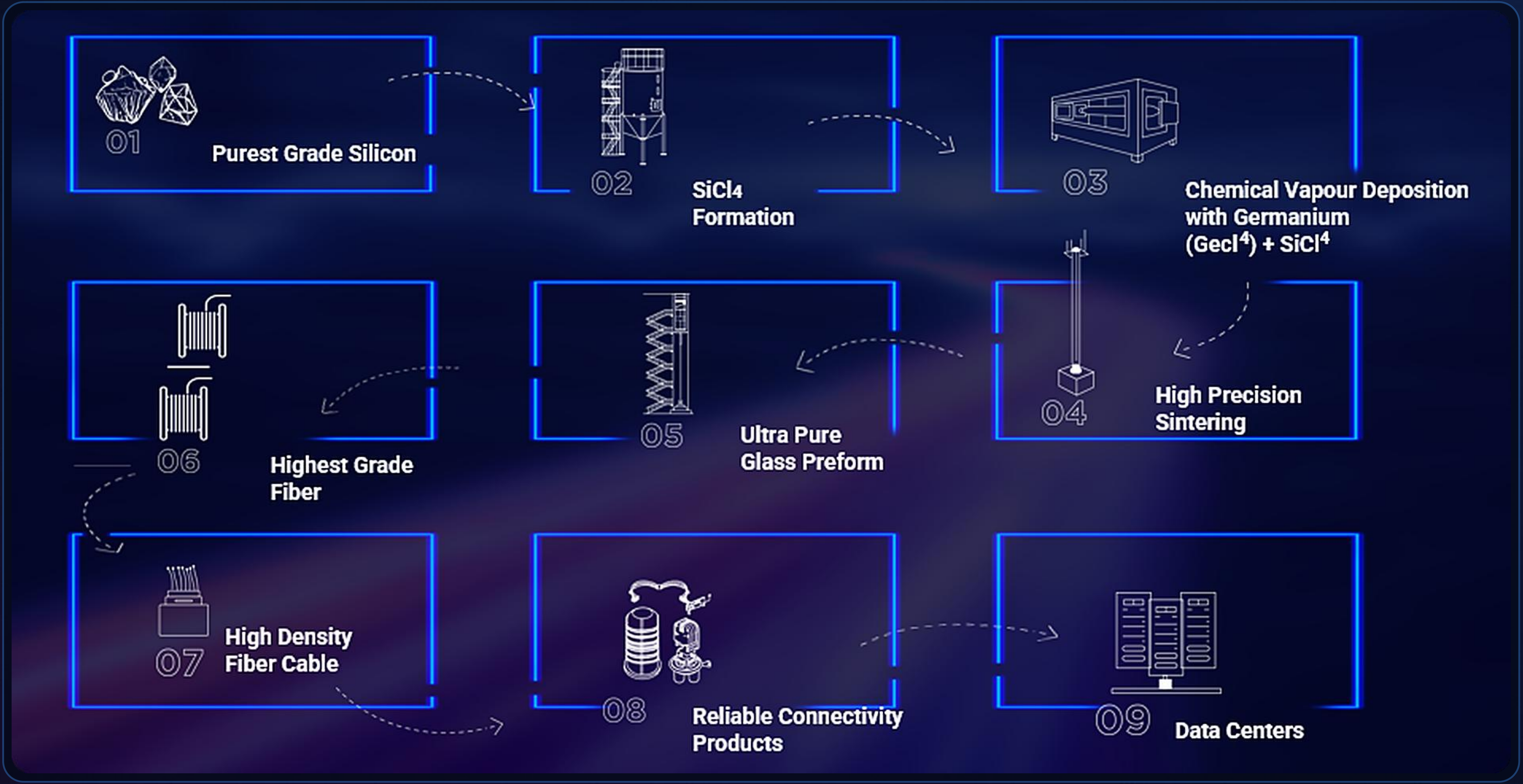
785+

Global patents filed and granted

10+

Advanced manufacturing facilities
zero waste to landfill, zero liquid discharge

We make our own glass



Product portfolio

Optical Fibre Cable

Pre-terminated Solutions

Optical Connectivity Solutions

Structured Cabling Solutions

Growth Roadmap FY27–29

Lakshya

To be among the top 5 players globally in optical connectivity solutions

₹20,000 Cr*

Revenue in FY29

* To be read in conjunction with the Safe Harbour Statement and Risks & Assumptions

Key Growth Drivers

Optical TAM Expansion

Customer Co-development

Integrated Connectivity Solutions

Tech-led Differentiation

Expanding capacity to 1.5x to enable the next phase of growth

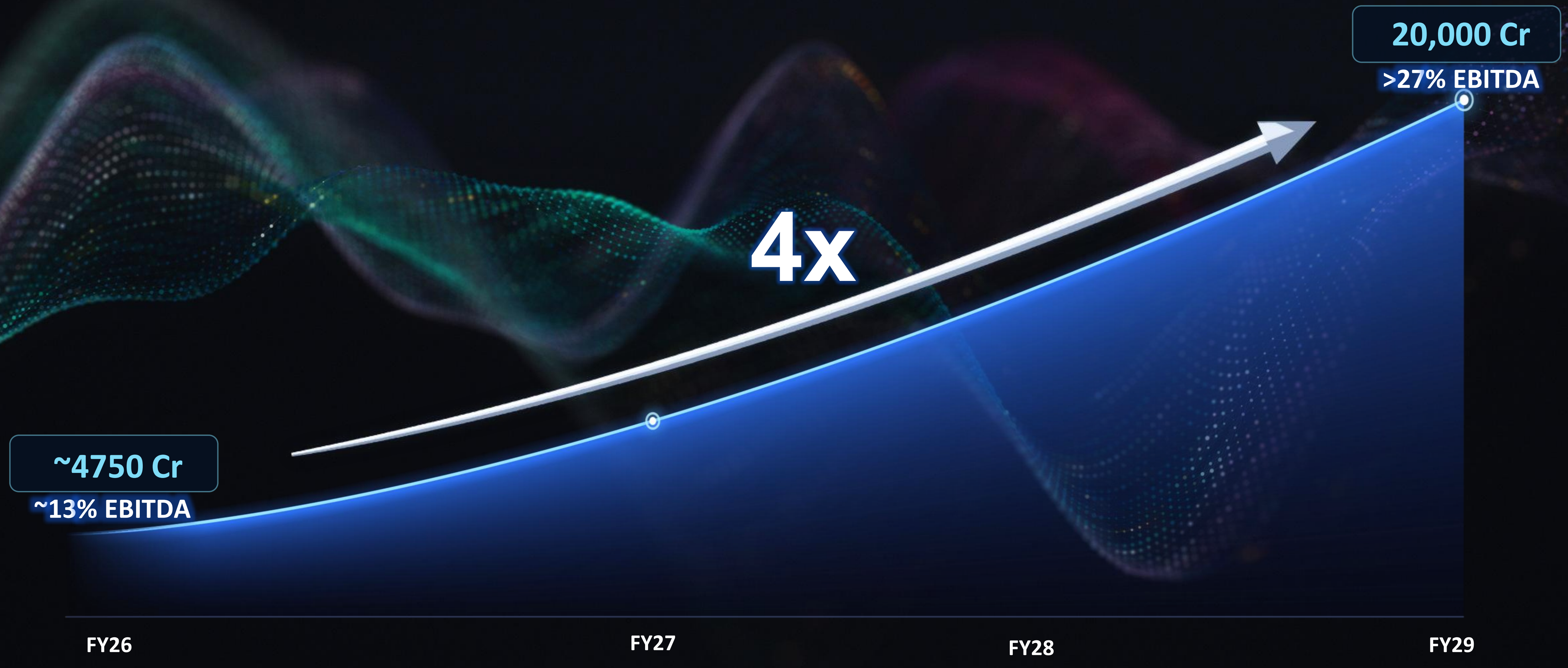
Financial Perspective

Ajay Jhanjhari

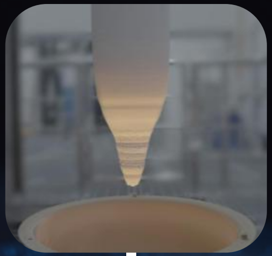
Chief Financial Officer

STL's Growth Roadmap

LAKSHYA: FY27-29



Capital Allocation for Long-Term Growth



Investing ₹1,000 Cr annually over next three FYs to expand preform, fiber and cable capacities by 50%

Establishing a greenfield manufacturing facility for pre-terminated connectivity solutions in India, creating employment opportunities for over 3,000 women

Committing 2% of annual revenue toward continuous technological innovation (MCF, HCF & CPO)

Risks & Assumptions

- **AI Infrastructure Momentum**: Continued hyperscaler and AI infrastructure investment will support sustained demand growth and cluster deployments
- **Supply Chain Resilience**: Proactive sourcing, supplier diversification and cost management will ensure availability of critical materials and protect margins
- **Pricing & Value Discipline**: Differentiated products, customer positioning and operating discipline will enable us to protect realizations and value capture through industry cycles
- **Geopolitics & Trade Policy**: Continuity of a favorable tariff and trade-policy framework will be important to sustain competitiveness and support growth
- **Execution Excellence**: Timely capacity ramp-up, customer qualification, consistent quality and reliable lead times will be critical to delivering the growth plan.

beyond tomorrow