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# Investor Presentation Aug'20



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# Company Overview



**Company Overview**

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The Digital Networks Growth Story

**2**

STL Unique Value Proposition

**3**

Q1 FY21 Updates

**4**

STL Financials

Annexure

# We build digital networks for our customers



Core Business

Customer Segments



Telcos



Cloud Co.



Large Enterprises



Citizen Networks

End-to-End Solutions

opticonn

Optical Connectivity



Fibre Deployment

FTTx mantra  
One Solution. Countless Opportunities

FTTx Access Network

netmode

Network Modernization

Portfolio Offerings



Optical Interconnect Products



Virtualised Access Products



Network Software Products



System Integration Services

Unique Capabilities

Glass Preform

Fibre & Cables

Virtual Network Software

Telecom Software

Network Design

Optical Interconnect

Radio Access

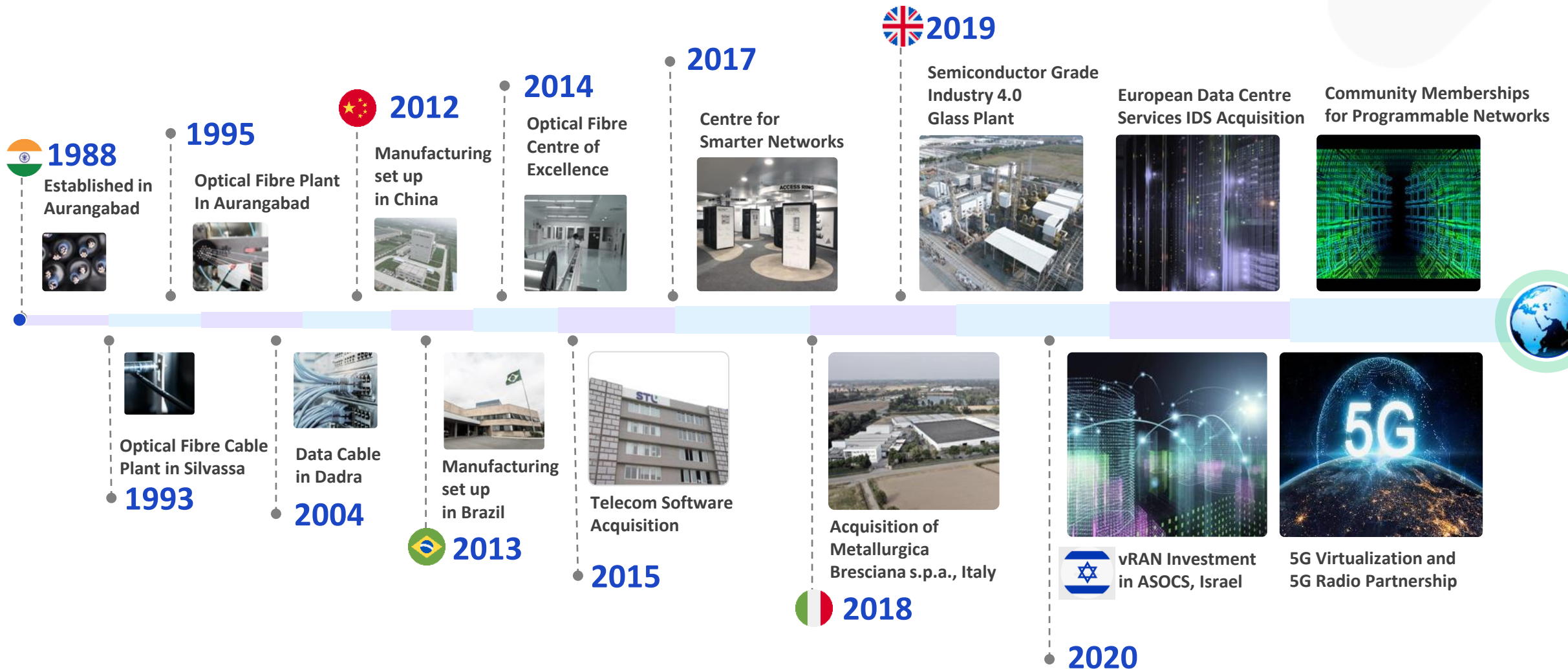
pFTTx

Fibre Deployment

O&M

# Starting from optical fibres

## We now build digital networks globally



# Our company in numbers



## \$736 Mn.

### FY20 REVENUE

India (66%), Europe (22%),  
China (3%), Rest of world (9%)

## 7

### GLOBAL PRODUCTION FACILITIES

50m fkm optical fibre capacity

## 4

### INNOVATION CENTRES

Research & Development

## 358

### PATENTS

Across the network layer

## Zero

### WASTE TO LANDFILL

Shendra, Rakholi, Dadra

## 30+

### NATIONALITIES

~3,100 Employees

GLOBAL FOOTPRINT



# We have a comprehensive Portfolio of offerings



## Optical Interconnect Products

- Glass Preform
- Optical Fibre
- Optical and Speciality Cables
- Optical Interconnect



## Virtualised Access Products

- Programmable FTTx
- Virtualised Radio Access Network
- RAN Intelligent Controller
- RAN Orchestration



## Network Software Products


- Telecom Billing Operations Software
- Monetization and Engagement Software




## System Integration Services

- Network Design Services
- Fibre Rollout Services
- Network Operations & Mgmt. Services
- Data Centre Network
- Private Enterprise Network


# We have four customer segments




  
**Telcos**

to connect


each customer with the latest data applications while ensuring better experience



  
**Cloud Co.**

to enable


future applications and immersive content by bringing compute and storage capabilities to the edge




  
**Citizen Networks**

to empower

every citizen with high-quality primary connectivity



  
**Large Enterprises**

to create

secure networks for the specialized enterprise use cases



# We are passionate about new technology development



## 4 Innovations Centres

with world class R&D capabilities



**358 Patents** in Optical Connectivity, Network Software & Services and Access solutions

## Innovating with Startups, Future Disruptors

# With our technology focus & deep engagement, we have delivered results for our customers



**30% faster fibre to the home provisioning**



Using **Yogalite™ Cable** with Micro-Module for a leading French Carrier

**2x faster rollout for world's 1<sup>st</sup> Exabyte network**



Using **LEAD360™** and **FTTx Mantra™** for leading South Asian Telco

**40% cost efficient SDN ready network**



Using **FTTx Mantra™**, **iCORE™** to provide high-speed broadband in 4.5 mn homes in Telangana

**3x deployment speed for digital inclusion**



Using **LEAD 360™** approach to connect 7.5 mn people and 4,045 villages in Maharashtra

**50% reduction in cabling requirements**



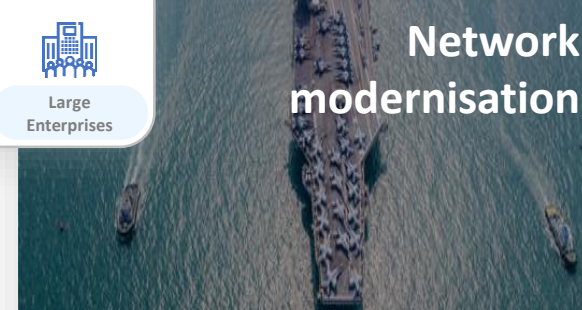
Using **POWER-Tx™** Solution for a **Global Cloud Co.** to serve high Speed data with power

**35% reduction in installation cost**



Using **TruRibbon™** to serve high capacity data transfer with extremely low latency

**Network modernisation**



**\$500 mn multiyear project across 1600 sites** to design, execute, O&M the Indian Naval Network

**7x deployment speed in 10k+ Kms OFC network**



**\$350 mn project** for creating the **world's largest intrusion-proof network** in J&K for Indian Army



Telco



Citizen Networks

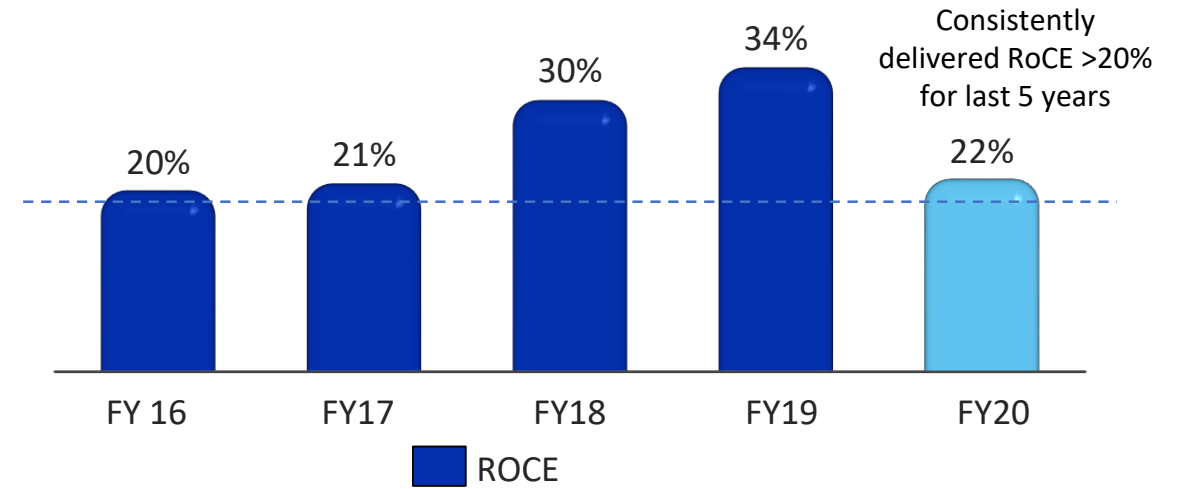
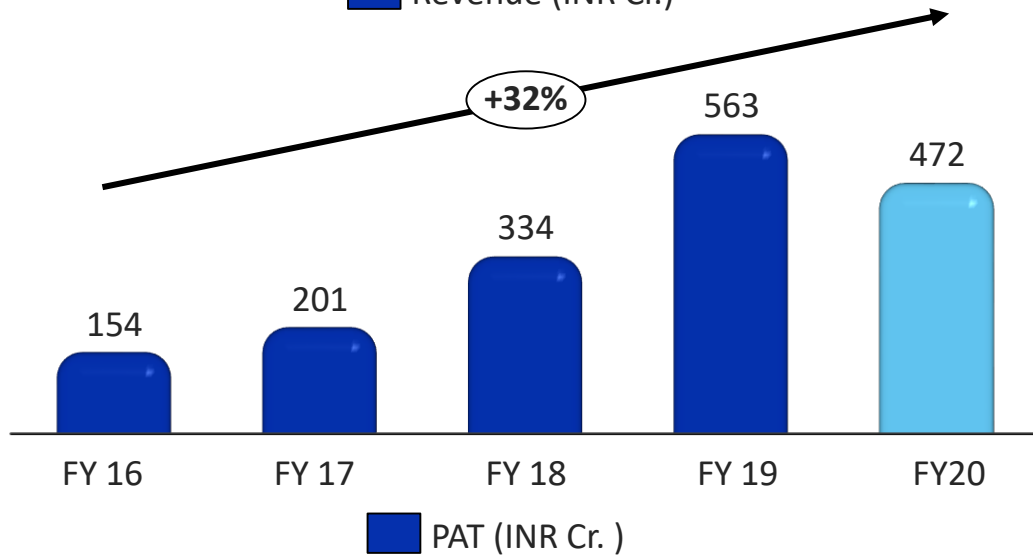
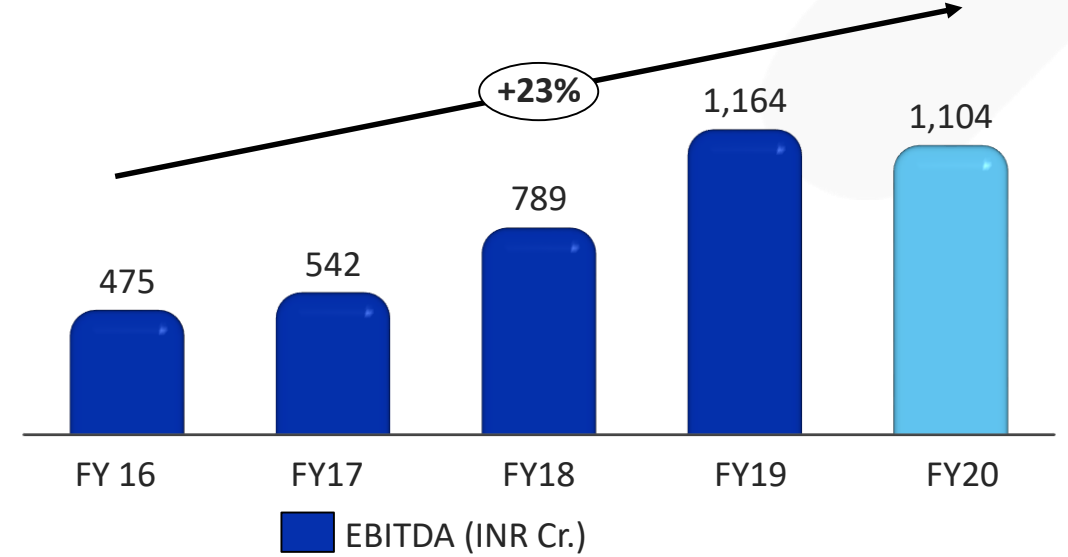
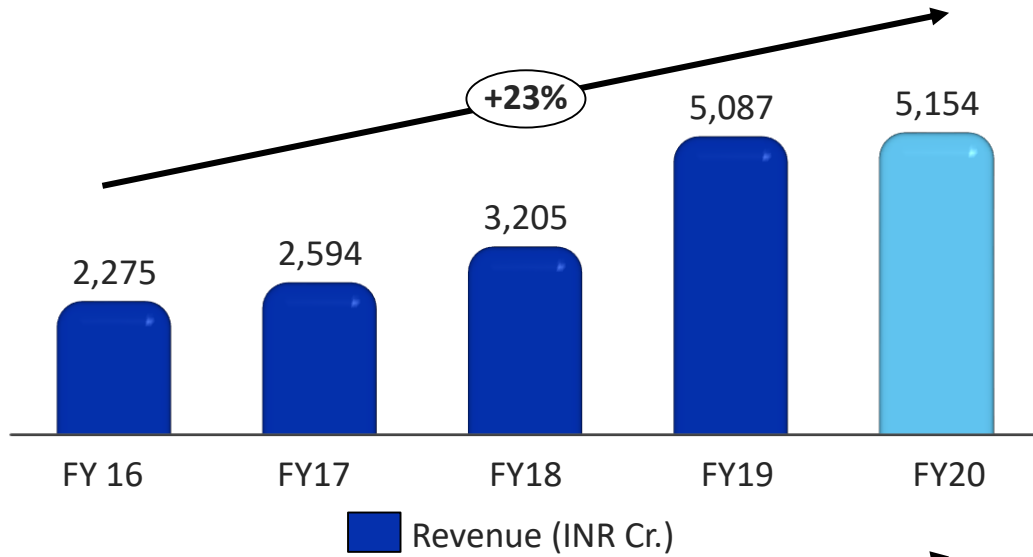


Cloud Co.



Large Enterprises

# Alongside, we have also delivered sustainable value for our shareholders



# Above all, we are driven by our purpose to transform everyday lives across communities



## Environment | Social | Governance



### SURE Packaging

Caring for the environment

**8k**

trees saved

**5.3k**

MT CO2 reduced

**5R**

Approach – Recycle, Resuse, Reduce, Refuse, Remove



### CSR Initiatives

Enabling millions

**1.32M**

lives impacted

### Our Initiatives

Education : Smart Nandghars, Digital Empowerment

Health : Mobile Medical Unit

Environment : Jaldoot, Greenbelt

Empowerment : Jeevan Jyoti



### World's 1<sup>st</sup> ZWL Certified

Driving Sustainability

**65k**

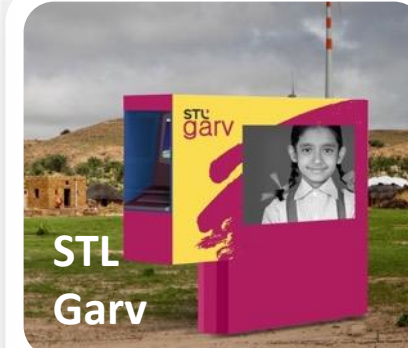
tons diverted from landfill spaces

**96%**

of our industrial waste does not go into landfill

### Reduced

CO2 emissions significantly



### STL Garv

Innovating for good

### Transform

rural India (Pilot across 3 states) for digital readiness

### Results

27% increase in internet usage

76.2% women using supplementary education

50% more usage of Govt. Apps

8.7 average user rating



### STL Academy

Skilling for a better future

**72K**

Trained Professionals

**10K**

Certified Professions

### Academy

training for deployment of future ready networks

# The Digital Networks Growth Story



Company  
Overview

**1**  
The Digital Networks  
Growth Story

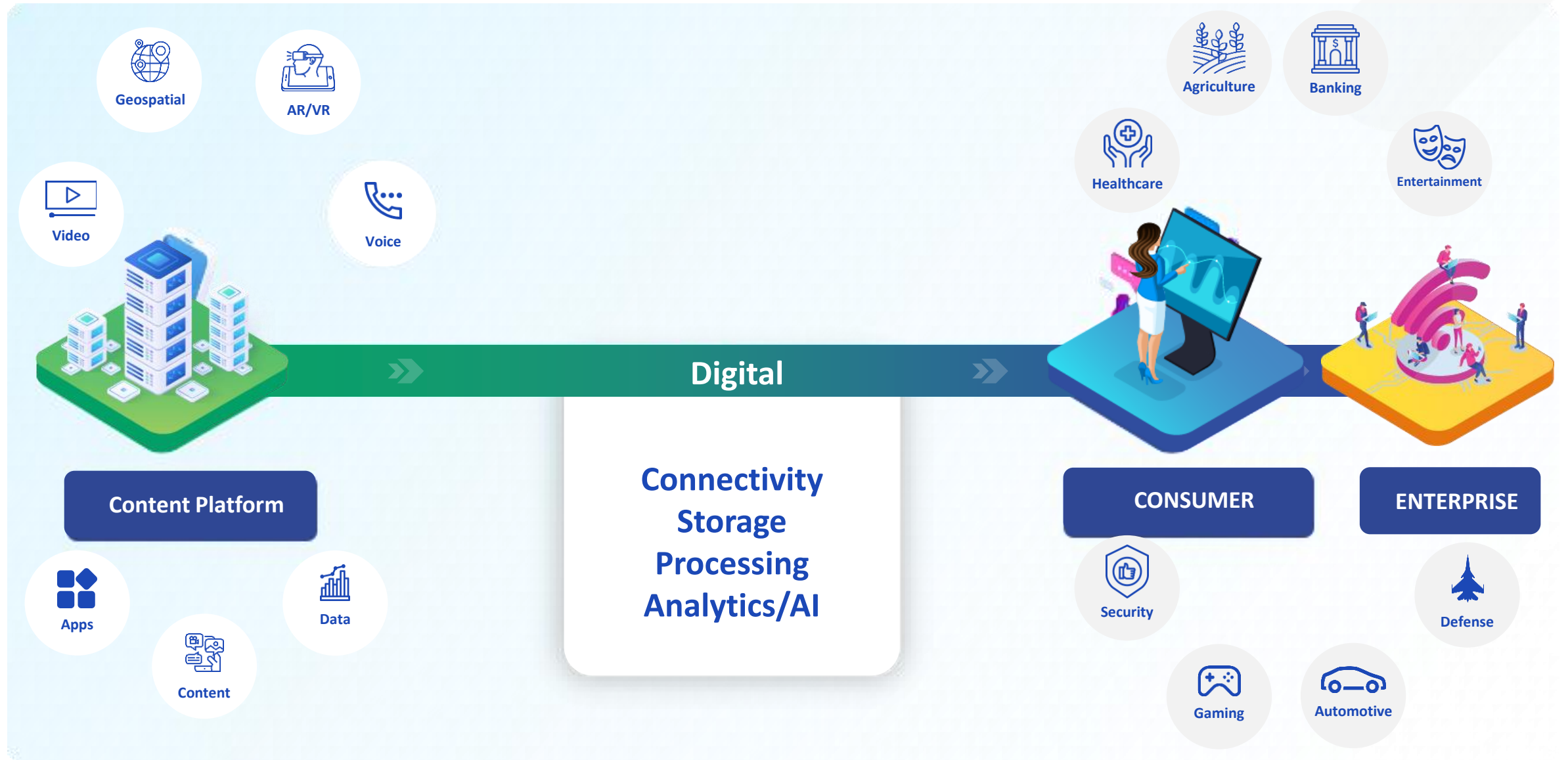
**2**  
STL Unique Value  
Proposition

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# We have seen an evolution from Telecom to Digital



# Digital network growth journey has only just begun

***We see a  
decade long digital  
network creation cycle***



Need to solve for

***SCALE***

***REACH***

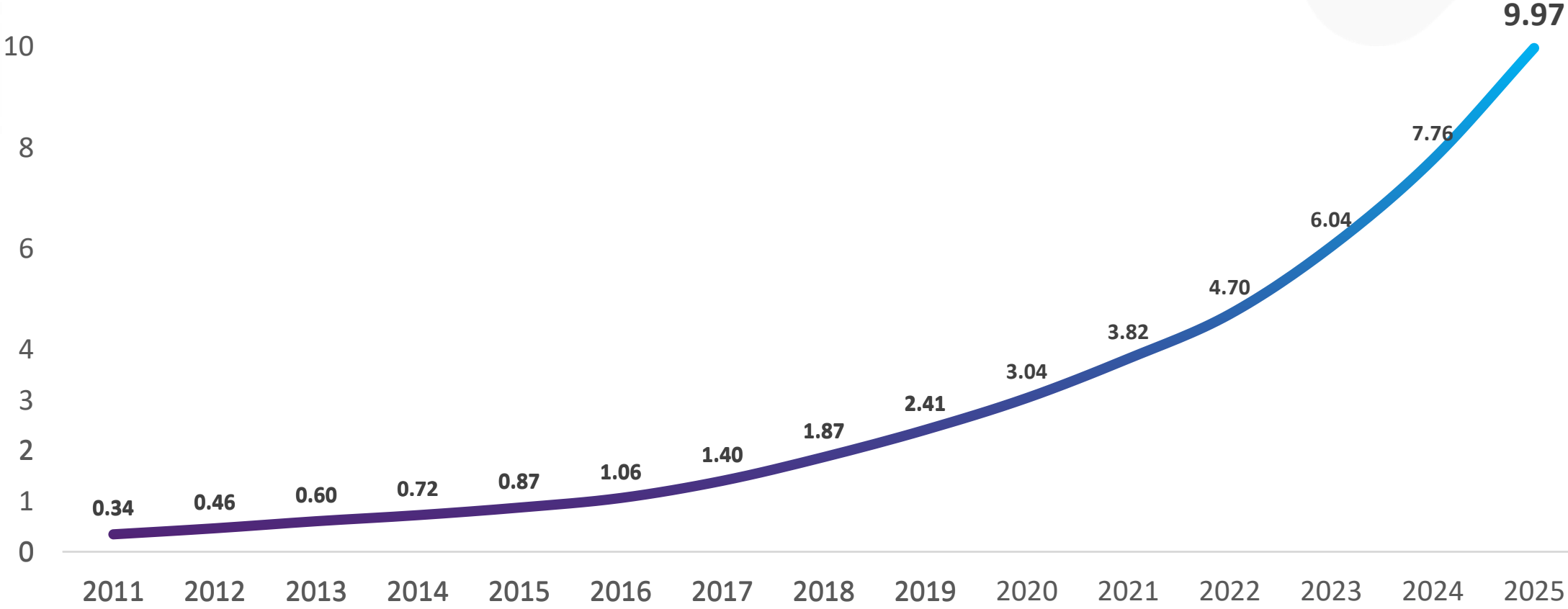
***QUALITY***

# A new exponential growth awaits us



## Exponential Growth

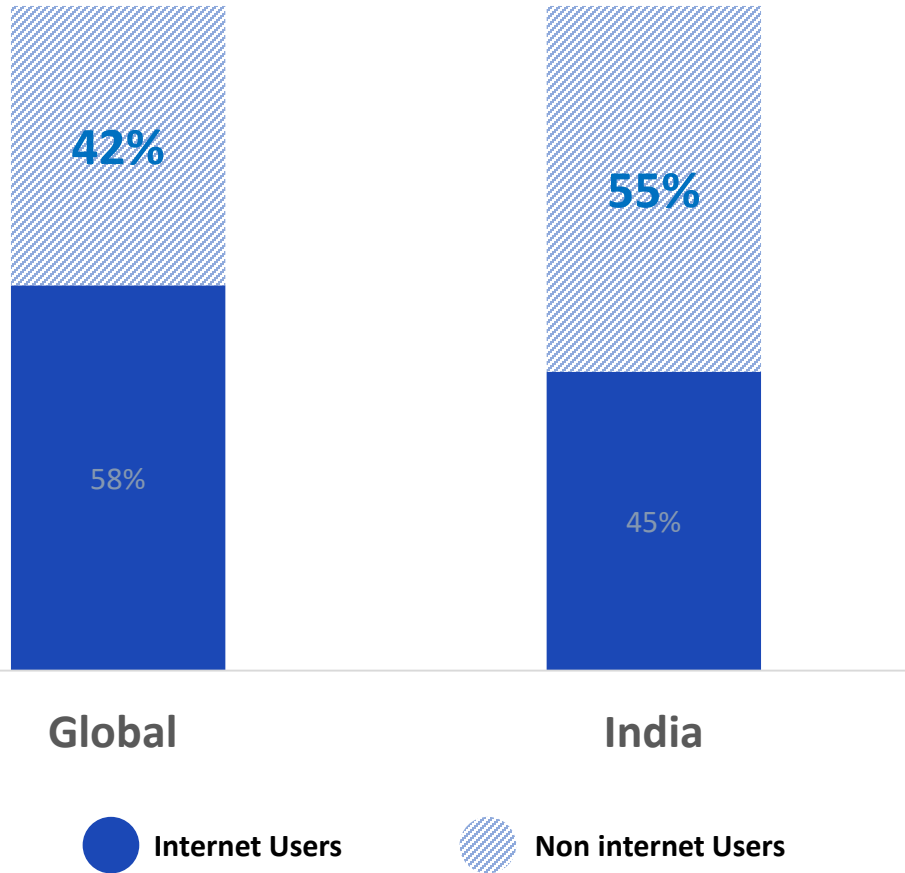
Global IP Traffic Growth in Zettabytes





# Digital networks would need expansion to connect half of world's population

2020 – Un-connected Population



**REACH**

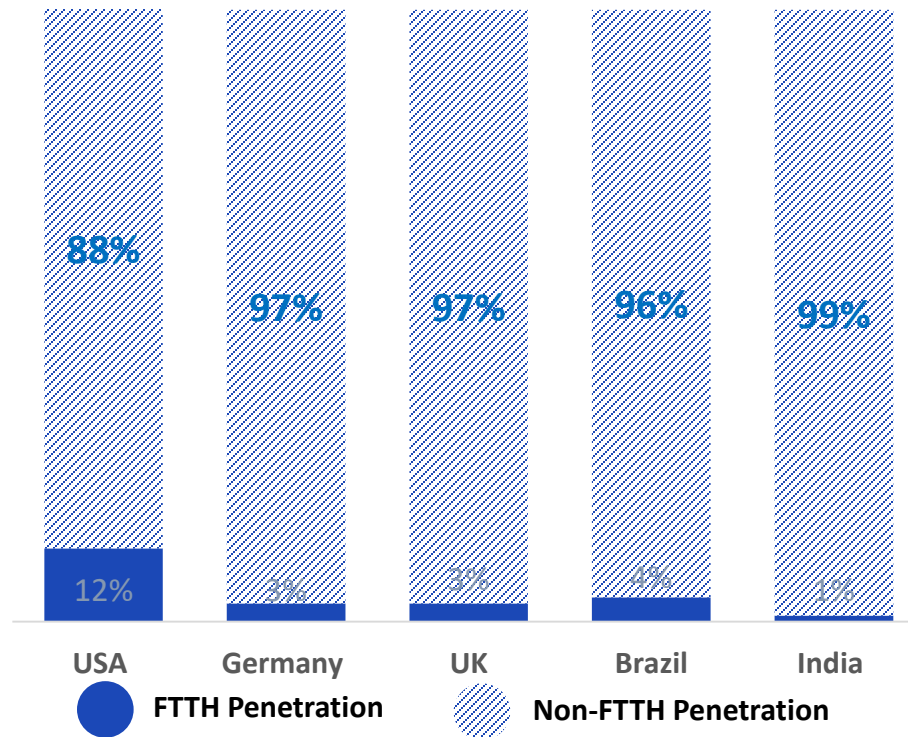
**Nearly half of the world still remains un-connected in 2020**

**India still needs to connect 55% of its population**

# Significant investment in digital network quality is required to support new applications

## High Quality Digital Experience not available

FTTH Penetration



Multiple Large developed / developing economies will rapidly adopt FTTH

1.8 bn connections of 5G needed by 2025 for 20% penetration

QUALITY

# The digital network will need to reach everyone at scale and quality

## SCALE

**4-5X** *Internet Mobile traffic*  
**more digital lanes**

With high capacity fibre cables, 5G

## REACH

**Millions** *of new users*  
**more digital kilometres**

Connect every home, every enterprise

## QUALITY

**3X** *Mobile Data speeds*  
**superior speeds, response**  
(tar → cement)

Using software to manage network traffic  
(copper + wireless → fibre)

# These Digital Networks are different from past networks & have 4 unique characteristics



Close to the Edge  
**EDGE**

Seamless Wired & Wireless  
**CONVERGED**

Enhanced Experience  
**COMPUTE**

Agile, Scalable, Agnostic  
**DISAGGREGATED**

**At the Edge**

**Optical**

&

**Radio**

**Connectivity**

&

**Compute**

**Hardware**

&

**Software**

The need is to  
integrate all  
these  
Technologies

# STL Unique Value Proposition



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# STL unique value proposition



**LARGE SCALE NETWORKS  
SYSTEM INTEGRATION**

10 Years Network Design & Integration Solutions

**OPTICAL  
INTERCONNECT**



**25 years**

Extraordinary track record  
Globally respected

**VIRTUALIZED  
WIRELESS  
(SOFTWARE, CLOUD)**



**3 years**

Strategic alliances and  
product development



**Converged  
Digital Network  
at the Access**

(last mile to the end user)

Close to the Edge

**EDGE**

Seamless Wired & Wireless

**CONVERGED**

Enhanced Experience

**COMPUTE**

Agile, Scalable, Agnostic

**DISAGGREGATED**

**At the Edge**

**Optical**

&

**Radio**

**Connectivity**

&

**Compute**

**Hardware**

&

**Software**

**STL can  
Integrate all  
these  
Technologies**

# 25 years of experience in optical connectivity



## Optical Fibre

## Optical Fibre Cable

## Speciality Cable



Waluj  
Aurangabad  
India



Shendra  
Aurangabad  
India



Jiangsu Sterlite  
Tongguang Fibre Co.  
Limited  
Haimen-City  
China



Rakholi  
Silvassa  
India



Metallurgica  
Bresciana  
Dello  
Italy



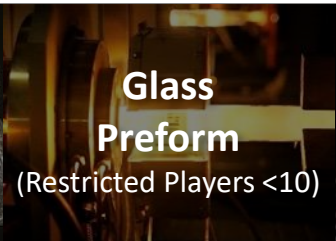
Sterlite Condu spar  
Parana  
Brazil



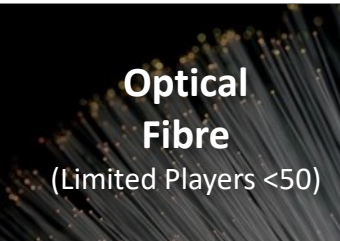
Dadra &  
Nagar Haveli  
India



Pure  
Silicon



Glass  
Preform  
(Restricted Players <10)



Optical  
Fibre  
(Limited Players <50)



Optical  
Fibre Cable  
(Cable Manufacturers <200)



Optical  
Interconnect

**STL's unique manufacturing capabilities with full vertical integration. Also top 3 integrated fibre producer globally**

7

GLOBAL  
PRODUCTION  
FACILITIES

50M

FKM OPTICAL  
FIBRE  
CAPACITY

18M

FKM OPTICAL  
FIBRE CABLE  
CAPACITY

**Industry 4.0 standards**

Fully automated machinery with robotic operations

**Efficient supply chain**

Reduced delivery times and SCM cost

# Expertise in integration of complex large-scale digital networks



## Intrusion Proof Smarter Network

**Project NFS:** \$350 million project for creating the world's largest intrusion-proof smarter network infrastructure in Jammu and Kashmir state of India for the Indian Army



**Completed**  
& moved to O&M

## Network Modernisation

**Project Varun:** \$500 million multiyear project to design, execute, operate & maintain the Indian Naval Digital Network



**81%**  
**Complete**

## Transformative digital inclusion

**Project Mahanet:** Connecting 7.5 million people and 4,045 villages in the state of Maharashtra



**82%**  
**Complete**

## Futuristic SDN ready state wide network

**Project T-Fibre:** Providing ubiquitous access of high-speed broadband in 4.5 million homes in the state of Telangana



**5%**  
**Complete**

## World's Largest Exabyte Network

**FTTH Roll out:** A large scale FTTH roll out for a large Indian telco



**2%**  
**Complete**



# Disrupting with virtualized wireless technologies

Data Centre Solutions



OpenRAN in the Cloud



OpenRAN Radio

VVDN

Academic Alliances

MIT | IIT-M  
RUTGERS

Open Networking  
Standards



Designed &  
Manufactured  
by STL

Validated by our  
customers



5G NR Macro Radios



5G NR Small Cells



Software based  
DU & CU

# Our future roadmap is built on 5 strategic pillars

1



**Technology-led  
E2E Solutions**

Increasing market  
share by integrated  
technology

2



**Key Accounts  
Management**

Target 20 KAMs  
globally

3



**Large – Scale  
Complex  
Integration**

Developing better  
integration practices

4



**Ecosystem  
Alliances and  
Investments**

Increase Addressable  
Capex through  
strategic  
investments

5



**Top Talent and  
Culture**

Drive good returns  
to our stakeholders  
/community

# Q1 FY21 Updates

STL

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# Q1 FY21 has seen continuation in investment momentum



## All Network Creators Investing Heavily in Digital Infrastructure...

### TELECOM OPERATORS

May 2020



China mobile to invest **\$14 Bn** in building digital infrastructure enabling faster 5G Connectivity

May 2020



BT to invest **\$12 Bn** in building 5G and next generation full fibre broadband across the UK

March 2020



Verizon to invest **\$18.5 Bn** to accelerate its 5G plans globally

June 2020



Airtel to double its fixed line penetration in next three years

## ... and Attracting Billions in Capital

July '20



Jio platforms has raised **\$20.2 Bn** capital from global financial & strategic investors incl. Google & Facebook

### CLOUD COMPANIES

May 2020



Microsoft to invest **\$15 Bn** to accelerate digital transformation in Italy including its first data centre region

March 2020



Google to invest **\$10 Bn** in US offices and data centres in 2020  
  
Sets up a us **\$10 billion** for india

### LARGE ENTERPRISES

April 2020



**Enterprise spectrum** sees huge demand in US, UK, Germany,  
  
Many companies have applied to set up **local 5G networks.**

### CITIZEN NETWORKS



**Indian Govt.** aims to provide **5,00,000 FTTH connections** by Sept 2020 (part of BharatNet)  
  
**FCC, US** launched **rural digital opportunity fund** worth **\$20 bn.**

### PE INVESTMENT

Feb 2020



KKR in partnership with Telecom Italia to invest **\$7-8 Bn** in Open Fibre deal

Feb 2020



EQT in partnership with OMERS to invest **\$4 Bn** to acquire a fibre optic internet access company in Germany

# 5G network rollouts have accelerated



## Telcos continue to be bullish about 5G spend

- **T-Mobile, US** announced plans to spend **\$ 60 bn. on deploying 5G networks** over the next 5 years
- **Chinese telecom** companies have announced massive tenders for **5G rollouts in this Quarter (~ 10bn USD)**
- As of May 2020, there are approx. 300 operators investing in 5G commercial services

## 5G Rollouts have accelerated

- 11 operators have launched 5G in 2020 (till May)
- **Bell Canada** launched 5G in June
- **T-Mobile, Poland** and **Three, Sweden** launched 5G in June
- In HongKong, 3 operators have rolled out 5G post April 2020

## Customers are adopting 5G at unprecedented rates

- **Deutsche Telekom** has reached **16 mn subscribers**
- Chinese Telecom Companies added 22mn 5G subscribers in 1 month (June 2020)
- South Korea has added more than half a million 5G subs in 1 month (May 2020)

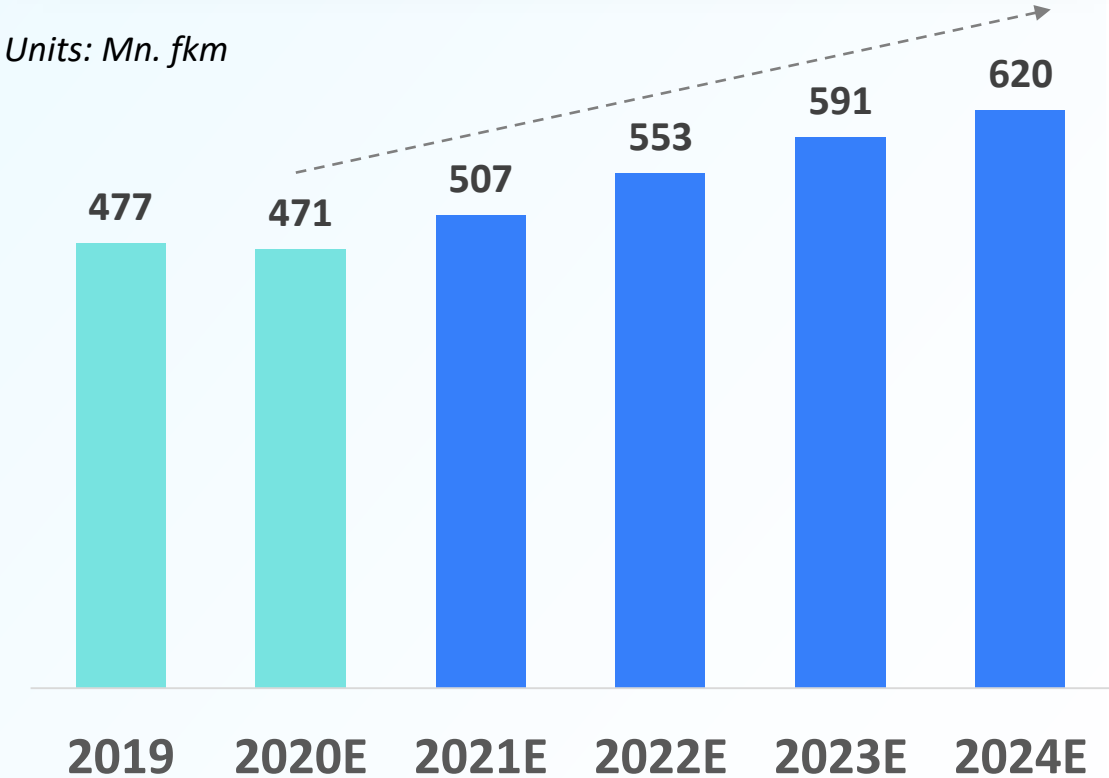
# And Optical fibre demand growth has come back



Poised for growth from H2 2020

Demand contracted by 9% in H1 2020

Expected to grow by 6% in H2 2020



Source: CRU

# New Geopolitical environment offers new opportunities to STL



 The Verge

## FCC designates Huawei, ZTE as risks to national security

Over the last few years, the federal government has called for Chinese-linked telecom companies like Huawei and ZTE to be banned from the ...

3 weeks ago

 Ars Technica

## UK bans Huawei from 5G networks in “victory for the Trump administration”

The UK government today announced a ban on Huawei equipment in ... from the start that the Chinese-owned vendors Huawei and ZTE were ...

6 days ago

 TechCrunch

## US government may finalize ban on federal contractors using equipment from Huawei this week

For example, Huawei and ZTE are two of the largest telecom equipment providers in the world; Dahua and Hikvision are two of the biggest ...

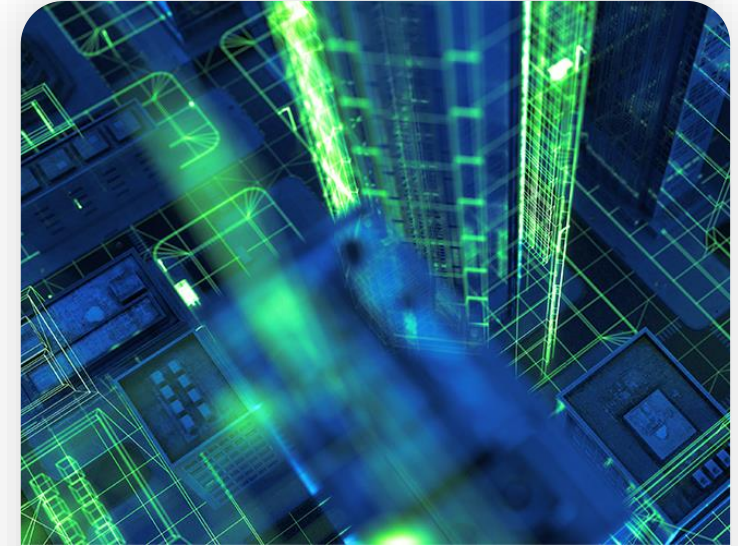
2 weeks ago

 Telecom Lead

## Telecom Italia excludes Huawei, Samsung, ZTE from 5G ...

Telecom Italia excludes Huawei, Samsung, ZTE from 5G network tender. July 10 ... for building the core network in Italy and Brasil, Reuters reported. ... China-based Huawei is already facing ban in the United Kingdom as well.

1 week ago



**European and North American countries are looking for a new trustworthy partner who can build scaled networks**

# STL is engaged with global, marquee network creators in a large number of discussions



**ONE OF THE  
LARGEST EUROPEAN  
TELCO**

FTTH ROLLOUT



**NORTH AMERICAN  
DISRUPTIVE TELCO**

5G NETWORKS



**LEADING INDIAN  
TELCO**

PAN NATION NETWORK CONNECTIVITY



**DISRUPTIVE ASIAN  
TELCO**

WiFi HARDWARE



**LARGE EUROPEAN  
TELCO**

SOFTWARE DRIVEN NETWORK PRODUCTS



**GLOBAL SMART  
CITY**

DATA CENTER AND SMART CITY CONNECTIVITY



**Benoit Huver**

*(Executive, VP Group Supply Chain Director, Orange)*

We are **fully convinced to partner with STL because of your technical skill set**, installing capabilities and production strength. We wish to do more work with STL in the future



**Commodore KJ Sharma**

*(Indian Navy)*

The **best company which has been associated with us for giving us a 10Gig network is STL**. I want to thank the STL for giving the big data analytics the navy wanted



# These are quality discussions, across variety of network use cases



***FTTH ROLLOUT***



***5G NETWORKS***



***PAN NATION  
NETWORK  
CONNECTIVITY***



***WiFi HARDWARE***



***SOFTWARE DRIVEN  
NETWORK  
PRODUCTS***



***DATA CENTER AND  
SMART CITY  
CONNECTIVITY***

***“I see STL can grow 5-10x from today as it is solving network build constraint, has open virtualised access software portfolio and is a non-Chinese partner to Network Creators .”***

**Global Head TMT,  
Top Mgmt Consultancy**

# Leading to deep engagement for end to end solutions

## 4 End-to-End Solutions

**opticonn**

**Optical  
Connectivity**

A multi year contract with a leading **Telco from Middle East**.  
Multiple orders from Europe.



**Fibre  
Deployment**

New orders in **Project Mahanet**.

**FTTx  
mantra**  
One Solution. Countless Opportunities

**FTTx Access  
Network**

Continued contract with an **Indian Telco**.  
Digital transformation for an **African Telco**.

**netmode**

**Network  
Modernization**

New orders in **Project Varun with Indian Navy**.



**Anuj Jain**

*(President, Network and JioFiber Business)*

STL has been our partner since inception. As we enhance our value proposition for our customers, **STL as our network partner is enabling the reach of our digital solutions to the last mile.**



**Anshu Prakash,**

*(Secretary, Department of Telecommunications, Govt. of India)*

**5G Edge Mantra is a very innovative product because it brings together backhaul and front end connectivity.** I hope that STL gets a good market for it and we are proud that an Indian company is doing it.

# & resulting in growth in our participation funnel ....

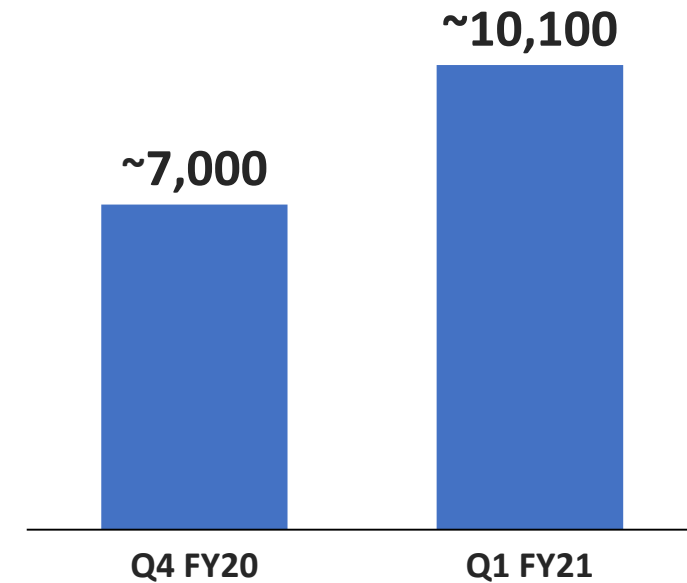
**Multiple customer engagements  
across network use cases**

**Quality interactions with marquee  
global customers**

**Solving customer challenges via end  
to end solutions**



**Open Participation Funnel (Rs. Cr.)**



# STL Financials



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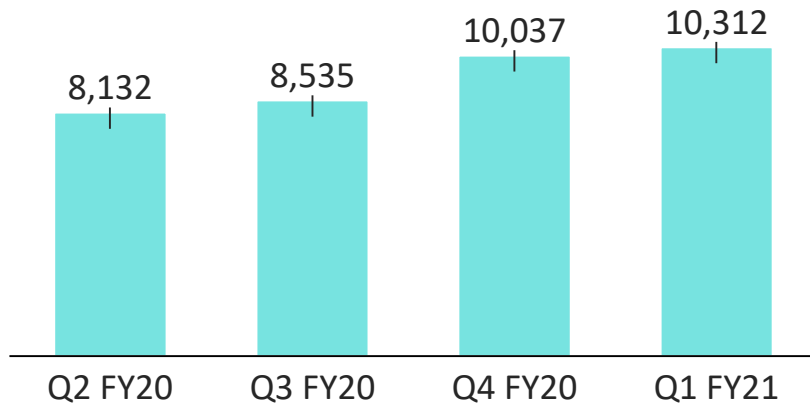
**4**

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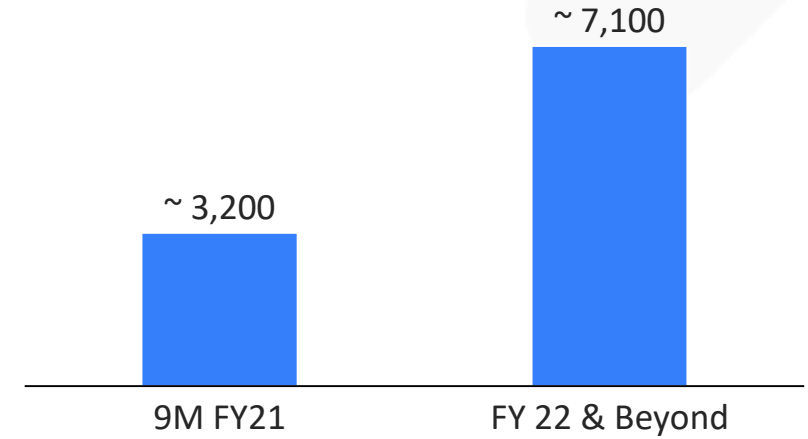
Annexure

# Growing order book

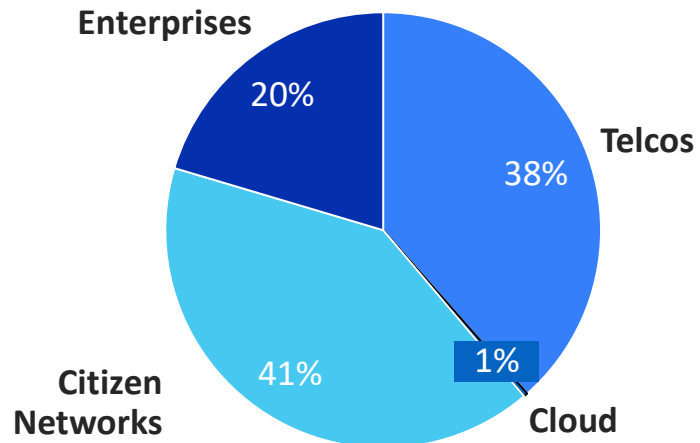
Open Order Book (Rs. Cr.)



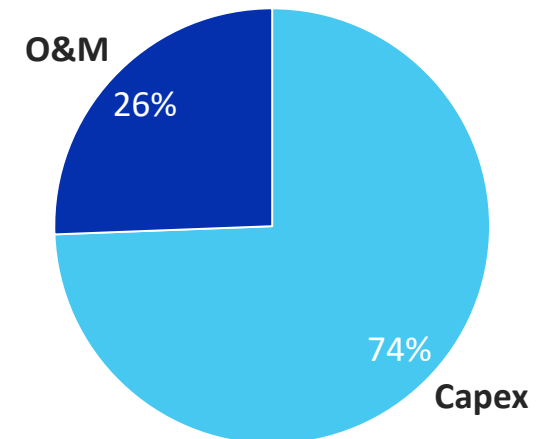
Order Book Spread (Rs. Cr.)



Open Order Book Customer Segment wise



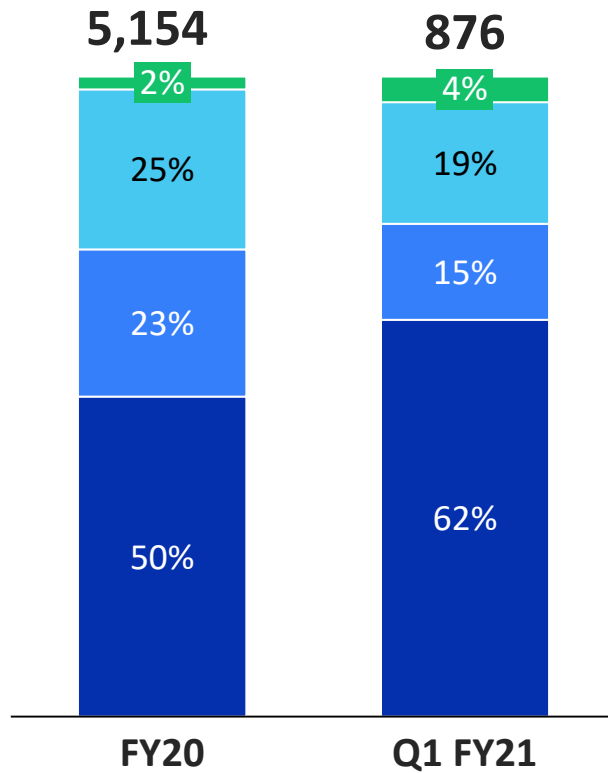
Open Order Book Split



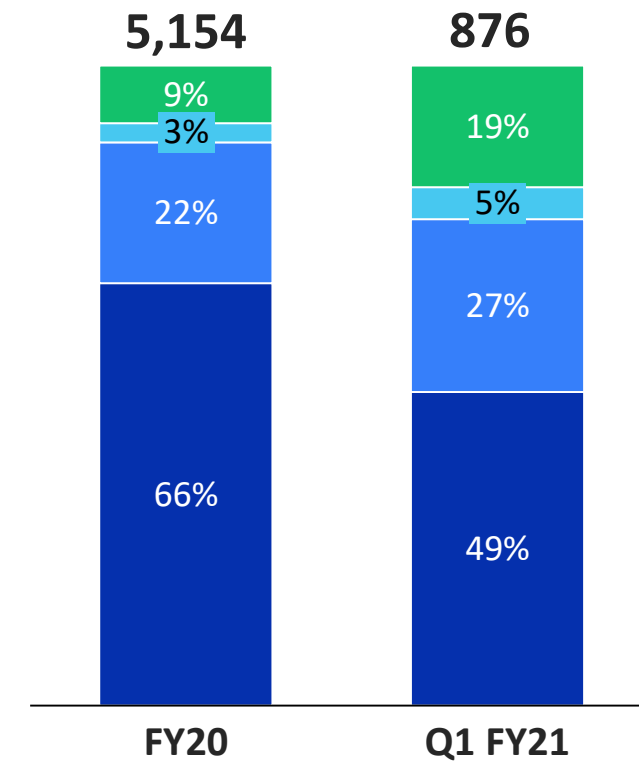
# Balanced revenue split



### Customer Segments Revenues (INR Cr.)



### Geographical Distribution Revenues (INR Cr.)



■ Telcos ■ Enterprises ■ Citizen Networks ■ Cloud

■ India ■ Europe ■ China ■ RoW

# Abridged financials



P&L (INR Cr.)	FY20	Q1 FY21
<b>Revenue</b>	<b>5,154</b>	<b>876</b>
EBIDTA	1,104	131
<b>EBITDA %</b>	<b>21%</b>	<b>15%</b>
Depreciation	290	74
EBIT	813	57
Interest	221	50
Exceptional Item	51	-
PBT	542	7
Tax	109	4
Net Income (After Minority Interest)	434	6
<b>Net Income Adjusted for exceptional item net of tax</b>	<b>472</b>	<b>6</b>

Balance Sheet (INR Cr.)	FY20
<b>Net Worth</b>	<b>2,023</b>
<b>Net Debt</b>	<b>1,970</b>
<b>Total</b>	<b>3,993</b>
<b>Fixed Assets</b>	<b>2,536</b>
<b>Goodwill</b>	<b>122</b>
<b>Net Working Capital</b>	<b>1,335</b>
<b>Total</b>	<b>3,993</b>

# Financial targets: FY23

**Growth**

**Revenue : Rs. 10,000 Cr.**

**Capital  
Structure**

**Net debt/equity < 0.5**

**Returns**

**RoCE >20%**





# Annexure



Company  
Overview

**1**

The Digital Networks  
Growth Story

**2**

STL Unique Value  
Proposition

**3**

Q1 FY21  
Updates

**4**

STL  
Financials

**Annexure**

# Strong corporate governance



## Independent Directors on the Board of STL



### Kumud Srinivasan

*(Non-Executive & Independent 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

*(Non-Executive & Independent 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



### A. R. Narayanaswamy

*(Non-Executive & Independent Director)*

- Chartered Accountant & Management Consultant with over 35 years of industry experience
- Member of The Institute of Chartered Accountants of India
- Provides consulting services in accounting, financial management and information technology across several industry verticals



### Arun Tadarwal

*(Non-Executive & Independent Director)*

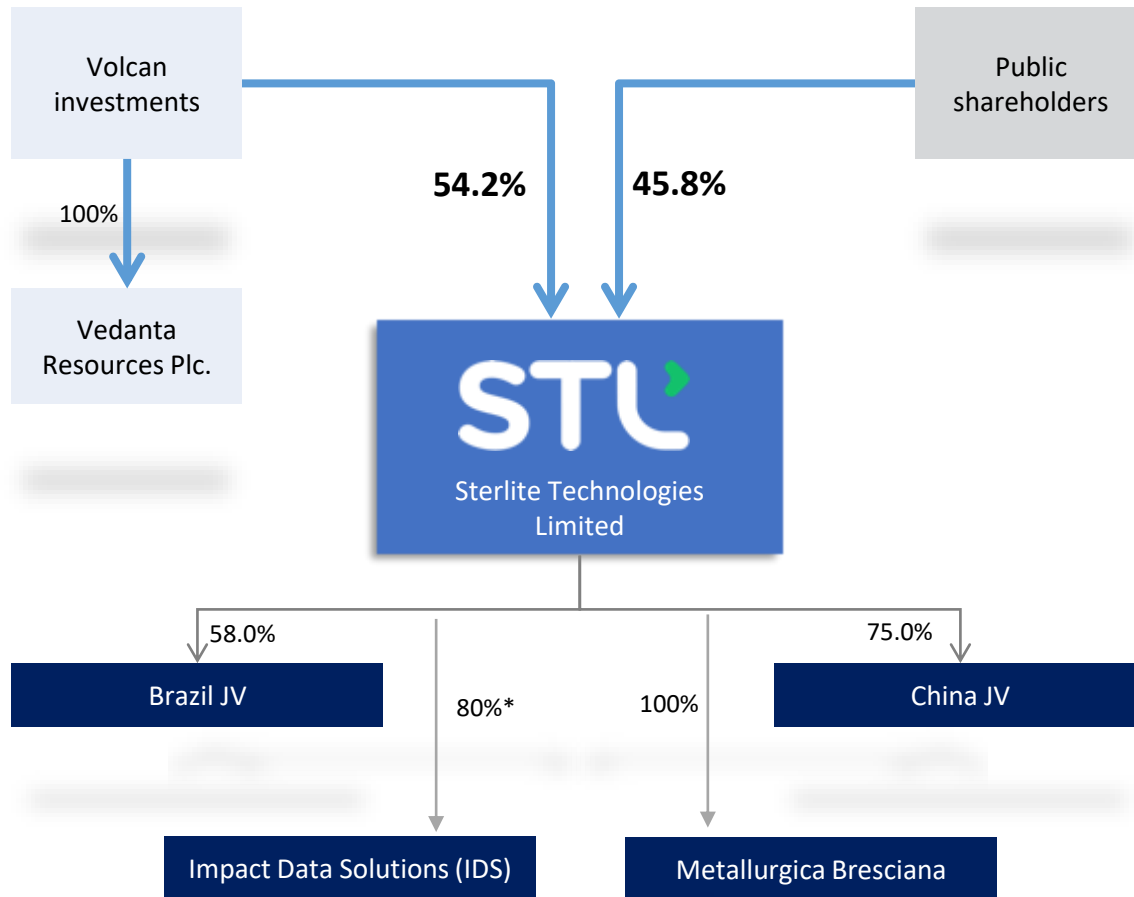
- Managing Partner of Arun Tadarwal & Associates LLP, a Mumbai based firm of Chartered Accountants
- Member of The Institute of Chartered Accountants of India
- Has rich and varied experience spanning over three decades in management consultancy, finance and audit

# Corporate structure & shareholding pattern



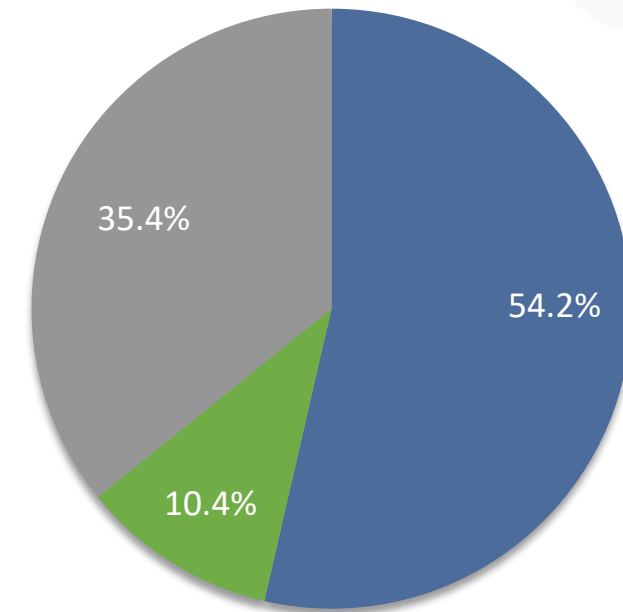
## Corporate structure

Only Material Subsidiaries are disclosed



## Shareholding pattern

Source: Company information; Karvy Shareholding Services; Data as of Jun 30th, 2020



- Promoters & Promoter Group
- Institutional Holding
- Non Institutional Holding

# Our Values



hunger to  
learn



keep it  
simple



promises  
delivered



respect &  
empathise



**DR. ANAND  
AGARWAL**

Group CEO And Whole-Time  
Director

Dr. Anand Agarwal is the Group CEO of STL and is passionate about driving technological advancement to impact everyday lives. Recognising the exponential growth in data consumption and shifts in the global technology landscape, Anand has navigated STL from an optical connectivity company to a global leader in end-to-end data network solutions.

Anand is driving STL as an industry leading integrator of data networks with core capabilities in optical connectivity, radio engineering and networking software. Anand was honoured with the prestigious 'Broadband Infrastructure Leader Award' in 2016 and "Pathbreaker of the Year" in 2019 for transforming India's digital infrastructure at the Telecom Leadership Forum.

A PhD in Materials Engineering from Rensselaer Polytechnic Institute and B.Tech from IIT Kanpur, Anand is a hands-on technologist on advanced photonics and programmable networks. He is a firm believer in empowering and transforming lives through innovations in technology.



[@anandagarwal2](#)



[@anand1agarwal](#)

# Led by an executive team with extensive experiences



**ANUPAM JINDAL**  
Group Chief Finance Officer



**ANKIT AGARWAL**  
CEO, Connectivity Solutions  
Business



**KS RAO**  
CEO, Network Services and  
Software Business



**DR. BADRI GOMATAM**  
Group Chief Technology  
Officer



**GAURAV BASRA**  
Chief Strategy Officer



**ANJALI BYCE**  
Chief Human Resources  
Officer



**MANISH SINHA**  
Chief Marketing Officer



**NISCHAL GUPTA**  
Chief Transformation Officer



**AKANKSHA SHARMA**  
Head CSR And Sustainability

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Place  
To  
Work®

Certified  
JUN 2019–MAY 2020  
INDIA

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STL

30+

NATIONALITIES

~ 3,100 Employees  
– Each one is STLer

# Thank You



beyond tomorrow