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Investor Presentation Nov'20



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Company Overview



Company
Overview

1

The Digital Networks
Growth Story

2

STL Unique
Value Proposition

3

Q2 FY21
Updates

4

STL
Financials

Annexure

We build digital networks for our customers

STL

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

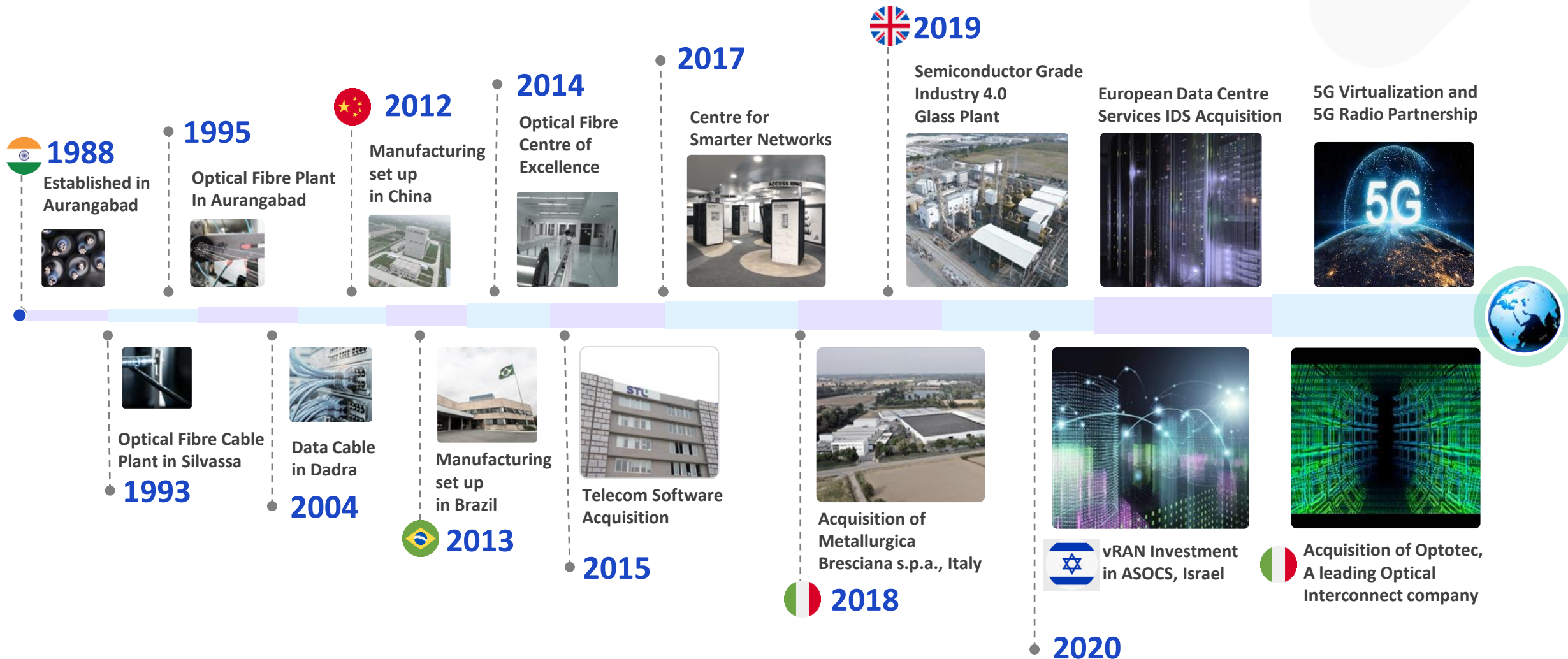
pFTTx

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

GLOBAL FOOTPRINT



4

INNOVATION CENTRES
Research & Development

358

PATENTS
Across the network layer

Zero

WASTE TO LANDFILL
Shendra, Rakholi, Dadra

30+

NATIONALITIES
~3,100 Employees

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



A tall telecommunications tower with multiple antennas and a worker visible on a platform.




A white icon of a radio tower with signal waves.


Telcos

to connect

each customer with the latest data applications while ensuring better experience



A row of server racks in a data center, illuminated with blue and green lights.



A white icon of a cloud with circuit lines.

Cloud Co.

to enable

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



A smiling woman holding a smartphone.




A white icon of a city skyline with a signal tower.


Citizen Networks

to empower

every citizen with high-quality primary connectivity



Two large naval ships sailing on the ocean.



A white icon of a city skyline.

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



425 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 1st 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



Telco



Citizen Networks



Cloud Co.



Large Enterprises

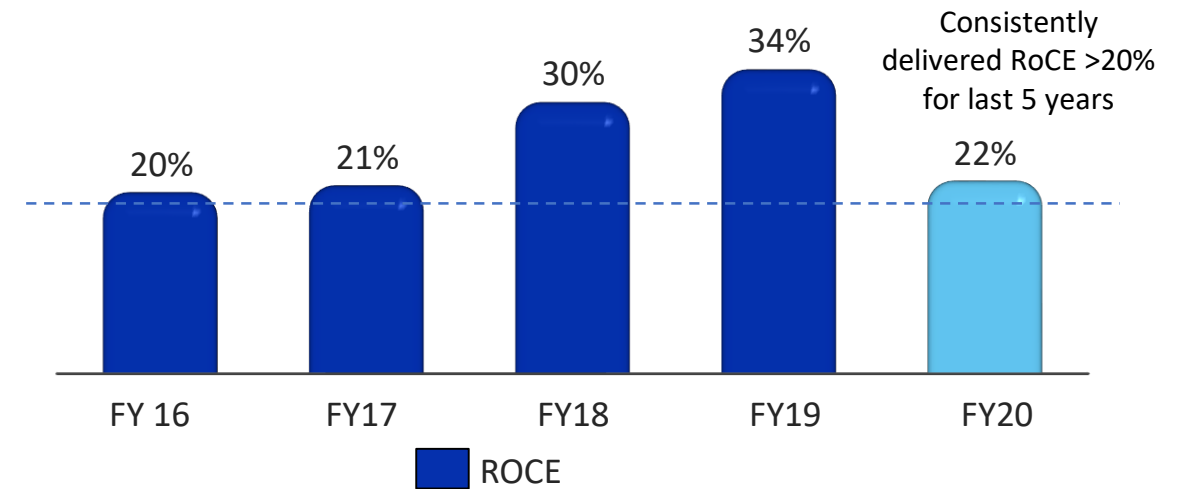
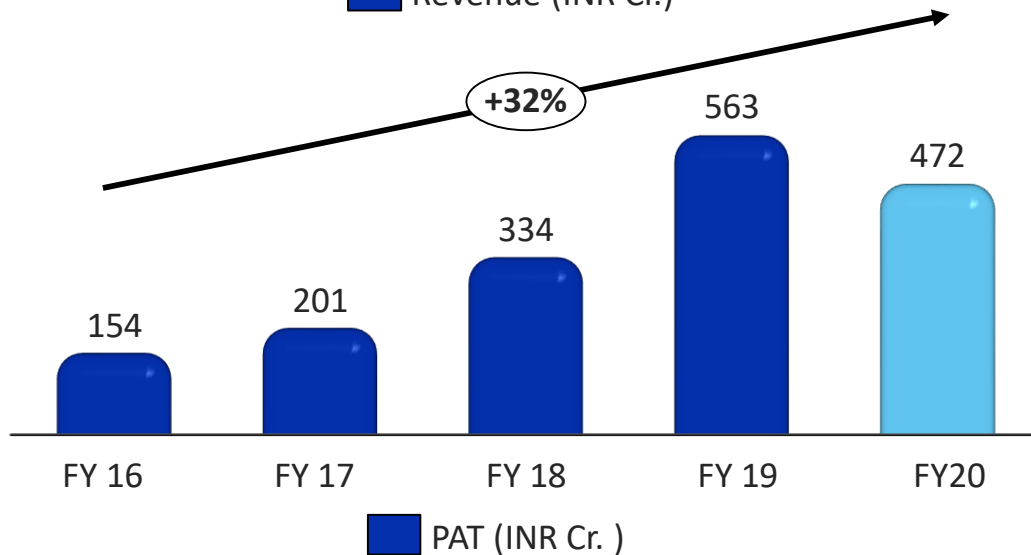
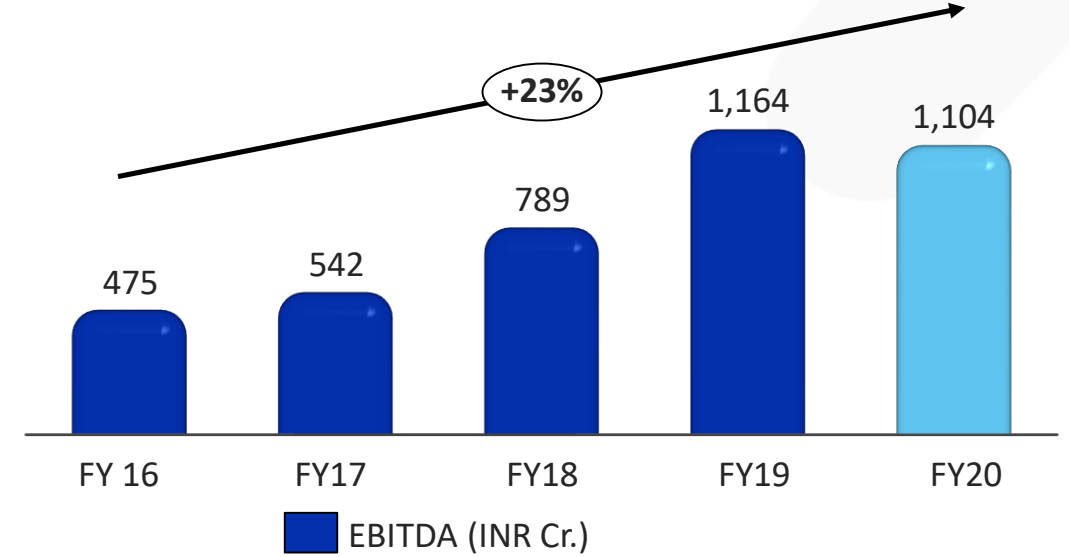
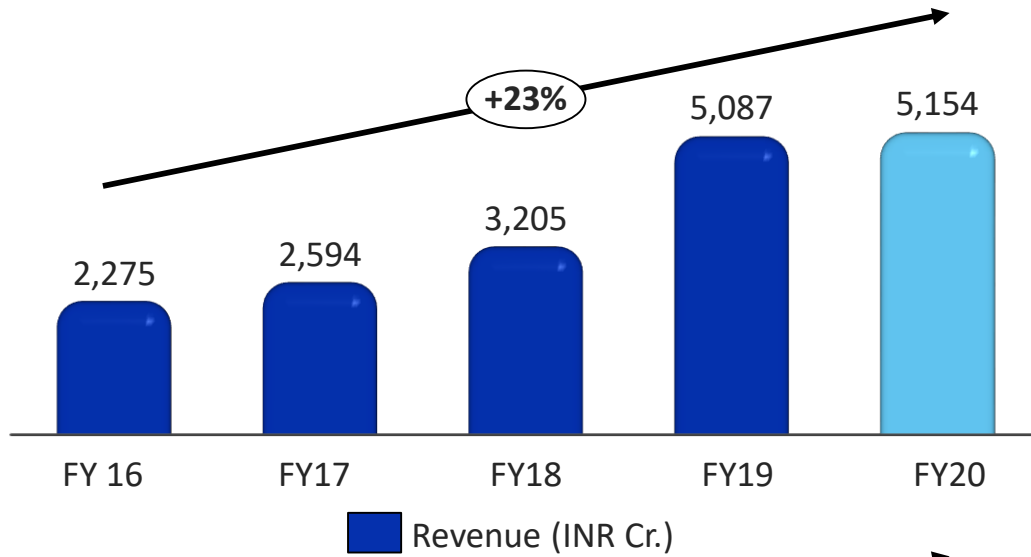
Network modernisation

\$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**

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 1st ZWL Certified

Driving Sustainability

65k

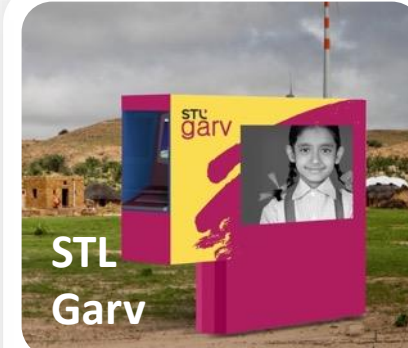
tons diverted from landfill spaces

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



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STL Unique Value
Proposition

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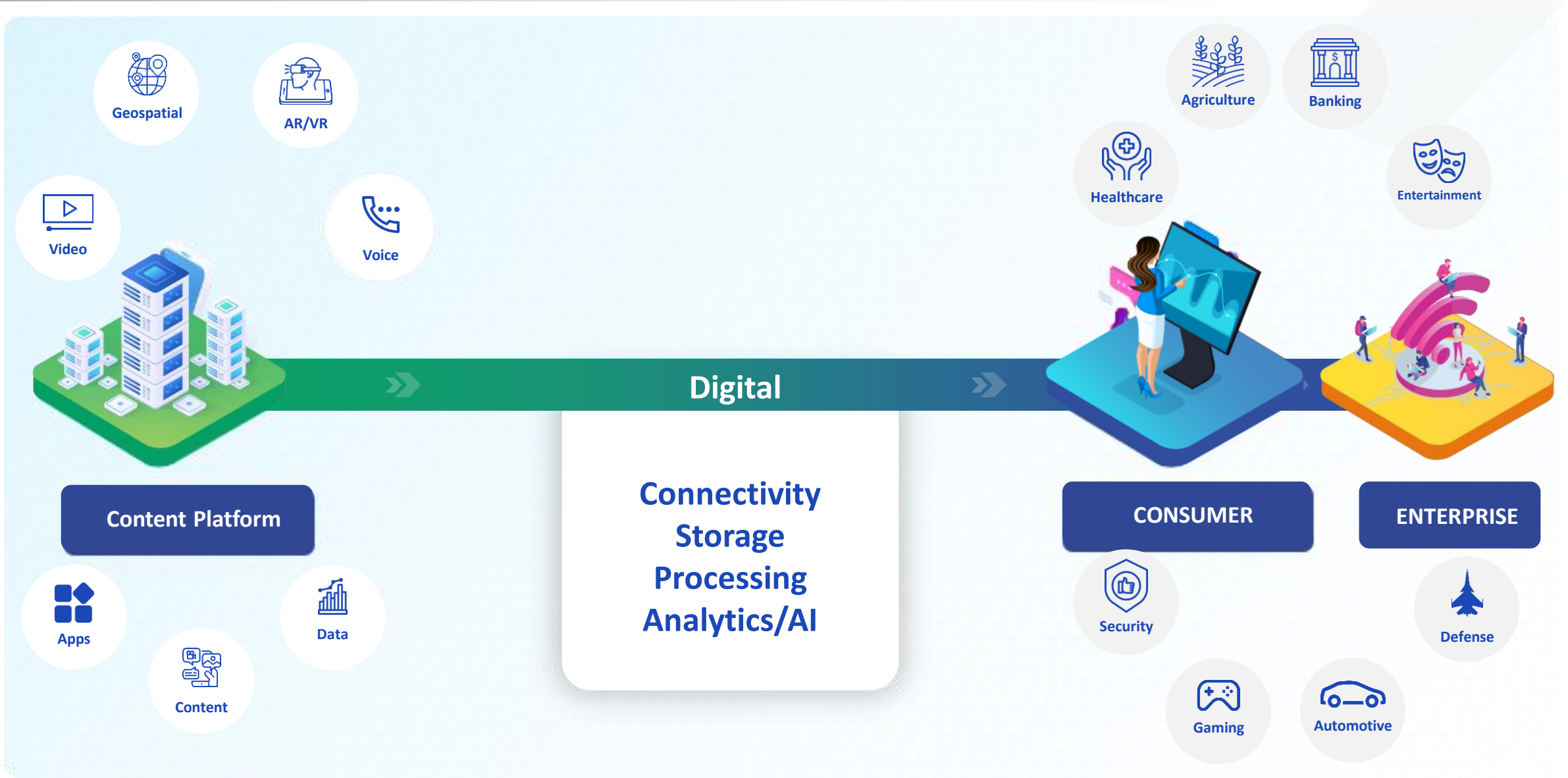
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STL
Financials

Annexure

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

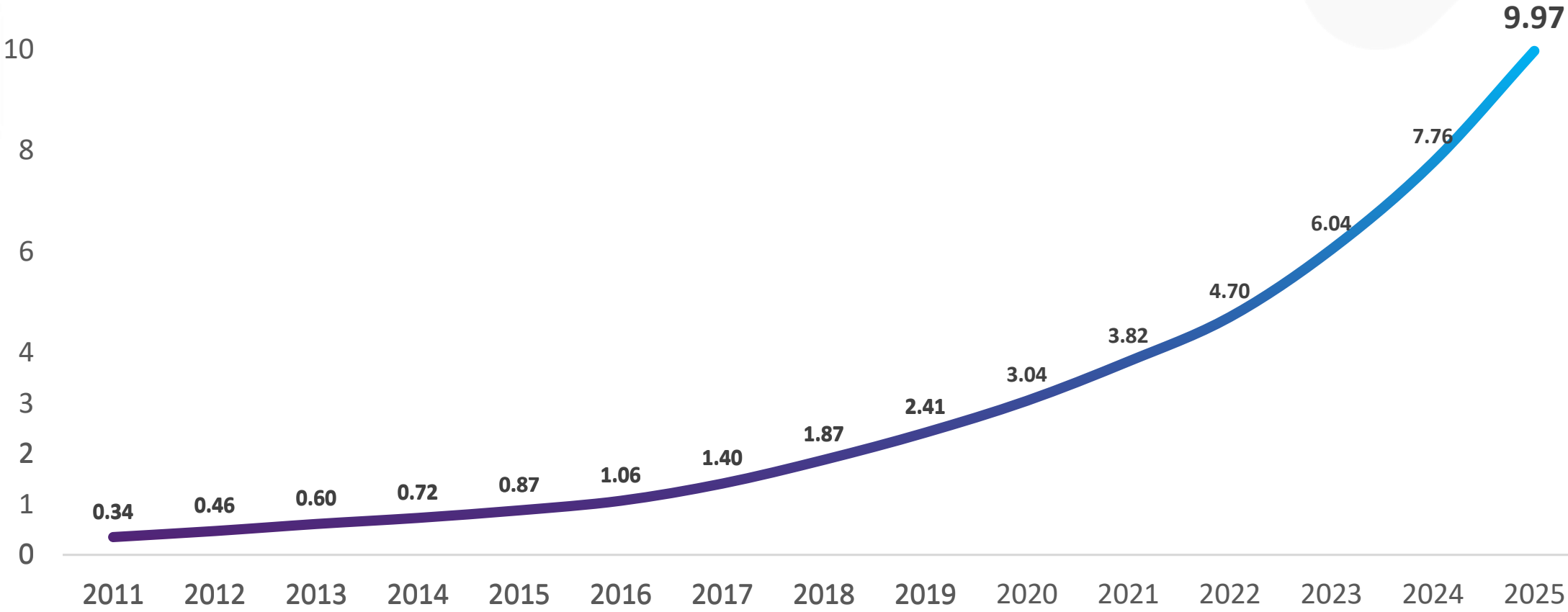
QUALITY

A new exponential growth awaits us



Exponential Growth

Global IP Traffic Growth in Zettabytes (10^{21} bytes)

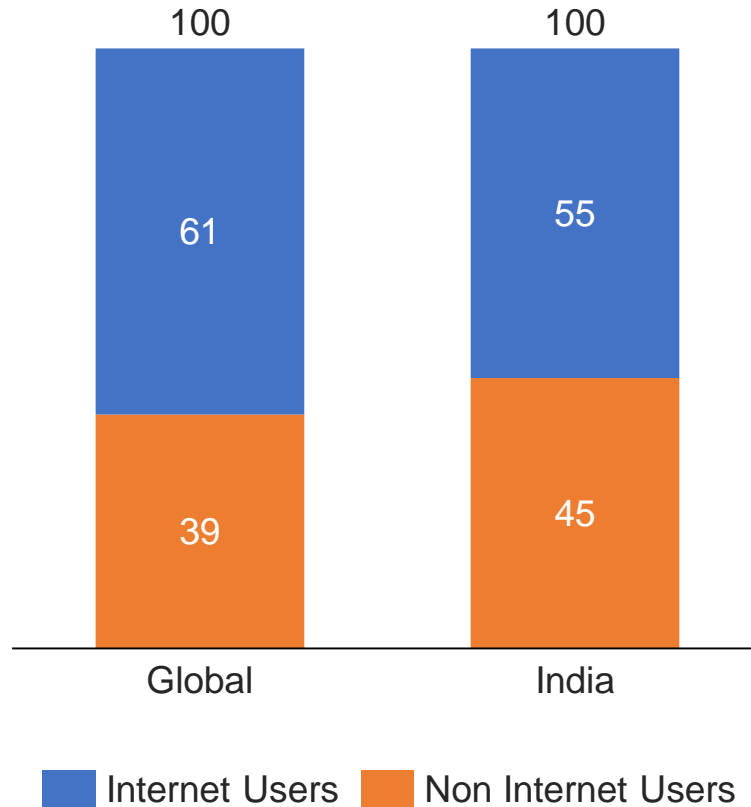


SCALE

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



2020 – Un-connected Population



Nearly 39% of the world still remains un-connected in 2020

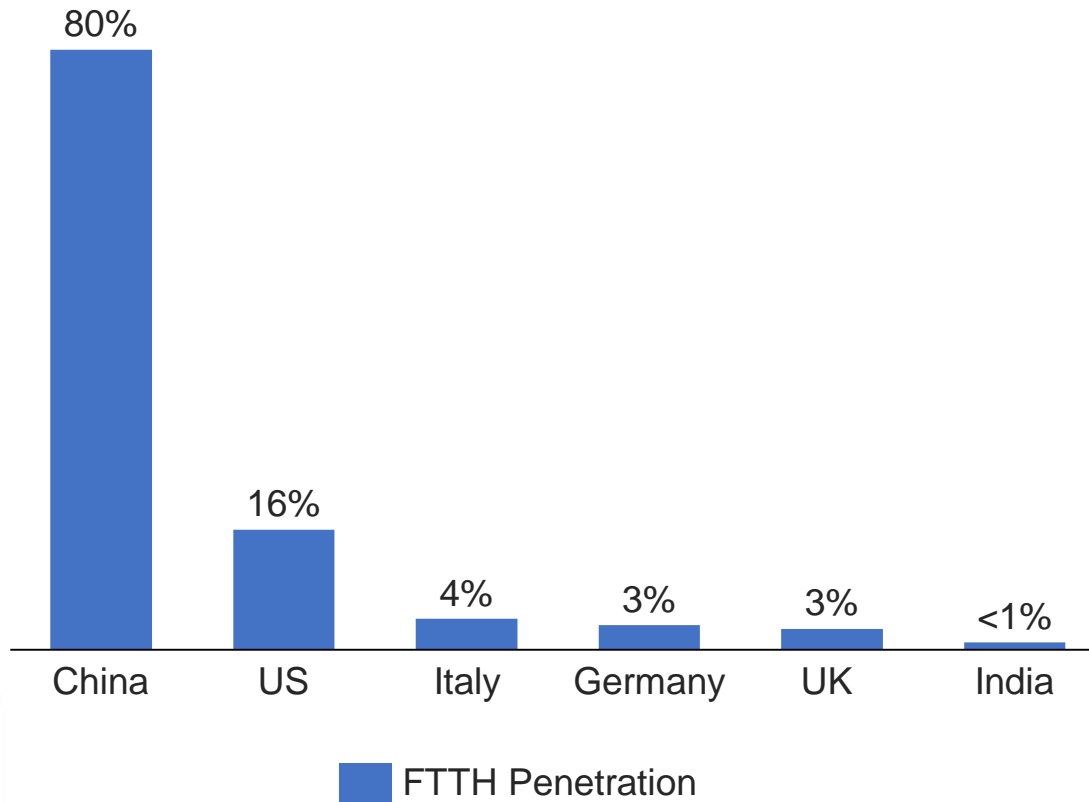
India still needs to connect 45% of its population

REACH

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



High Quality Digital Experience not available



Multiple Large developed & developing economies shall adopt FTTH

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



Waluj
Aurangabad
India



Shendra
Aurangabad
India



Jiangsu Sterlite
Tongguang Fibre Co.
Limited
Haimen-City
China



Rakholi
Silvassa
India



Metallurgica
Bresciana
Dello
Italy



Sterlite Conduspar
Parana
Brazil



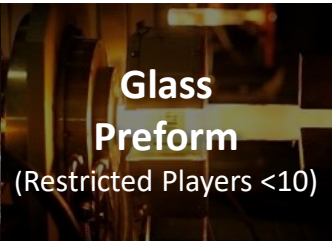
Dadra &
Nagar Haveli
India

Optical Fibre Cable

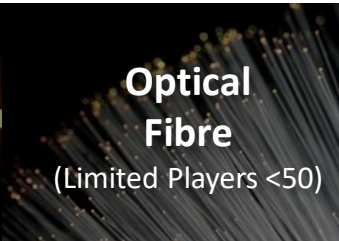
Speciality Cable



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

33M*

FKM OPTICAL
FIBRE CABLE
CAPACITY

Industry 4.0 standards

Fully automated machinery with robotic operations

Efficient supply chain

Reduced delivery times and SCM cost

*** Plan to reach by Jun 2021**

Expertise in integration of complex large-scale digital networks



Network Modernisation

Project Varun
(Indian Navy Project):

83%

Completed

Transformative digital inclusion

Bharatnet Projects

Mahanet (A)

88%

Completed

Mahanet (B)

1%

Completed

Futuristic SDN ready state wide network

Bharatnet Projects

T-Fibre (A)

14%

Completed

T-Fibre (B)

8%

Completed

Largest exabyte Network

FTTH
(Large Indian telco)

2%

Completed

Modern Optical Network

Fiber roll out
(Large Indian telco)

5%

Completed

Disrupting with virtualized wireless technologies



Data Centre Solutions



OpenRAN in the Cloud



VMware

OpenRAN Radio

VVDN

Academic Alliances

MIT | IIT-M
RUTGERS

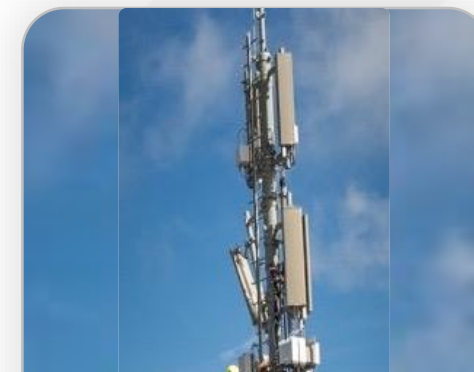
Open Networking
Standards



5G Access
Solutions

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

Q2 FY21 Updates



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Q2 FY21 continue to see investments in digital networks



All Network Creators Investing Heavily in Digital Infrastructure...

TELECOM OPERATORS

Oct 2020

Telefonica

Telefonica to invest **\$6 bn** to build a fiber network in Germany

Oct 2020

airtel

Airtel targeting **40 mn** homes for FTTH, expanding footprint through partnerships

Aug 2020

du *etisalat*

Etisalat, Du increase capex by **50%** to support increase in data traffic

CLOUD COMPANIES

Oct 2020

 Microsoft

Microsoft to invest **\$1 bn** to develop and maintain Data centre infrastructure in Greece

LARGE ENTERPRISES

Q3 2020

Ford *Vale* *Phillips 66*

Private LTE/5G deployments in **mines** (like Vale in Brazil), **airports** (Paris airport), **refineries** (AT&T and Accenture offering for Phillips 66), **Automobile manufacturing and testing** (Toyota, Ford)

CITIZEN NETWORKS

Q3 2020

FCC Federal Communications Commission

FCC, US moves forward with **rural digital opportunity fund** worth **\$20 bn**

... and attracting Billions in Capital

PE INVESTMENT

Aug 2020

KKR

KKR invests **\$2.1 bn** For a minority stake in telecom Italia last mile grid

July 2020

WARBURG PINCUS

Warburg Pincus and DTCP acquire controlling stake in community fibre, push **\$500 mn** investment

Sep 2020

MACQUARIE

Macquarie makes a **\$3 bn** bid to acquire stake in Open Fibre, Italy

Telcos: 5G & FTTH roll out continue



5G Rollouts

- ❖ Globally **113 operators have launched 5G** with 52 launches in 2020
- ❖ **3 Taiwan operators** launched 5G in July and August. **Orange and Moviestar, Spain** launched 5G in September
- ❖ In **Singapore**, all **3 operators** have commenced 5G trials
- ❖ **China** has deployed more than **560,000 base stations for 5G**.

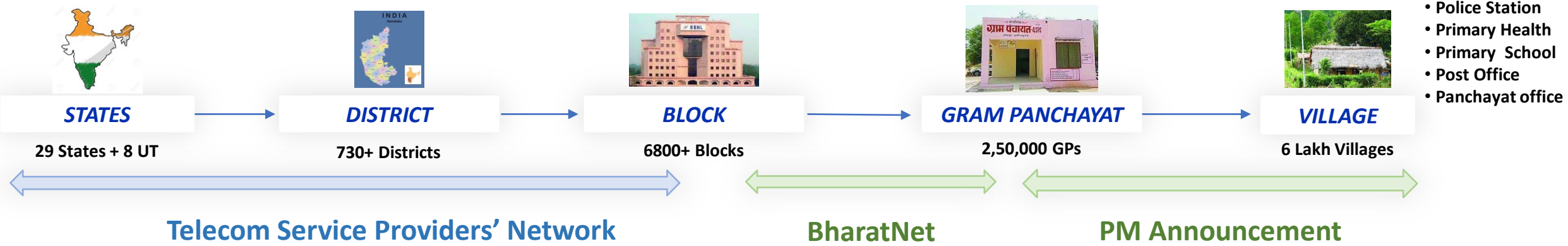
5G Subscribers

- ❖ 5G subscriptions reach at least **138 mn. globally**, representing 1.5% of the entire global mobile market (as on Oct'20)
- ❖ **China tops 5G subscribers** with more than 110 mn. subscribers as reported by ministry of industry and information technology.
- ❖ **North America & Latin America** have reached **2.3 mn. & 3.6 mn.** 5G subscribers respectively

FTTH Rollouts

- ❖ **Europe** is witnessing furious FTTH buildouts with multiple operators doing **1mn. + home passes per year**.
- ❖ **RJIO** is planning **75 mn. home passes in next 3 years**. In the first phase the company plan to reach 1,100 cities with 50 mn. homes
- ❖ **Airtel** is planning to reach 1,000 cities with **40 mn.** homes in next 12-18 months.

Citizen Networks: PM Modi announces fibre to every Village

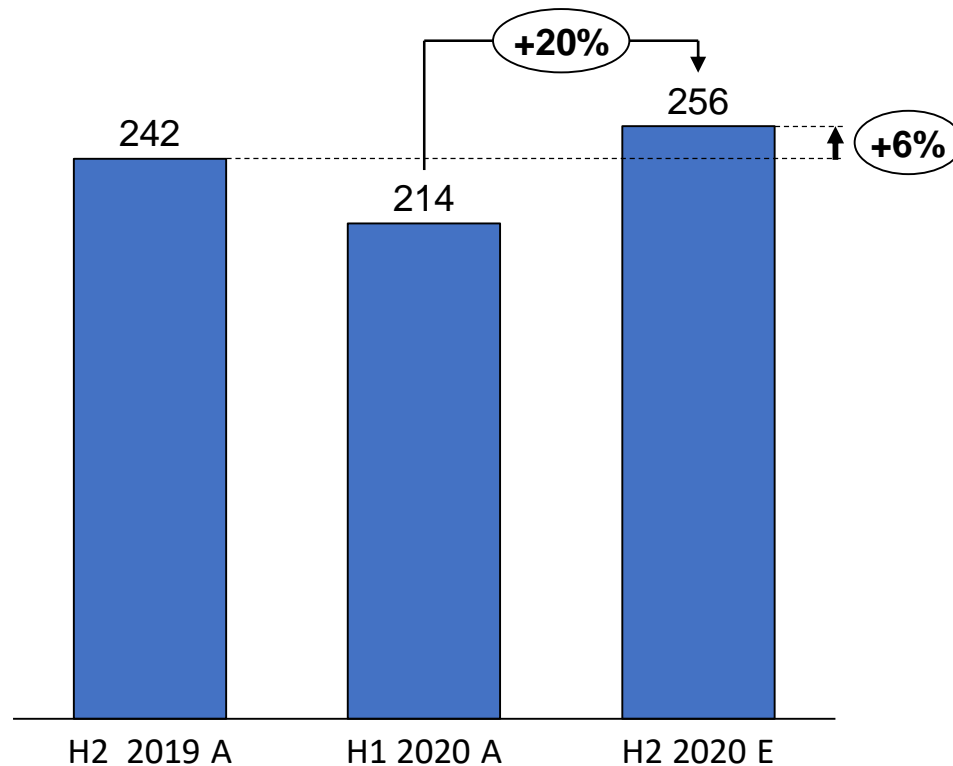


Digital networks reaching the unconnected
Significant increase in opportunity size

Buoyed by investments in digital networks, Global optical fiber cable demand starts to grow...

H2 2020 expected to grow 6% YoY

Units: Mn. fkm



N. America

Continued growth in deployments specially from tier 2 /3 carriers

CHINA

Strong tender volumes & increase in deployment run rate

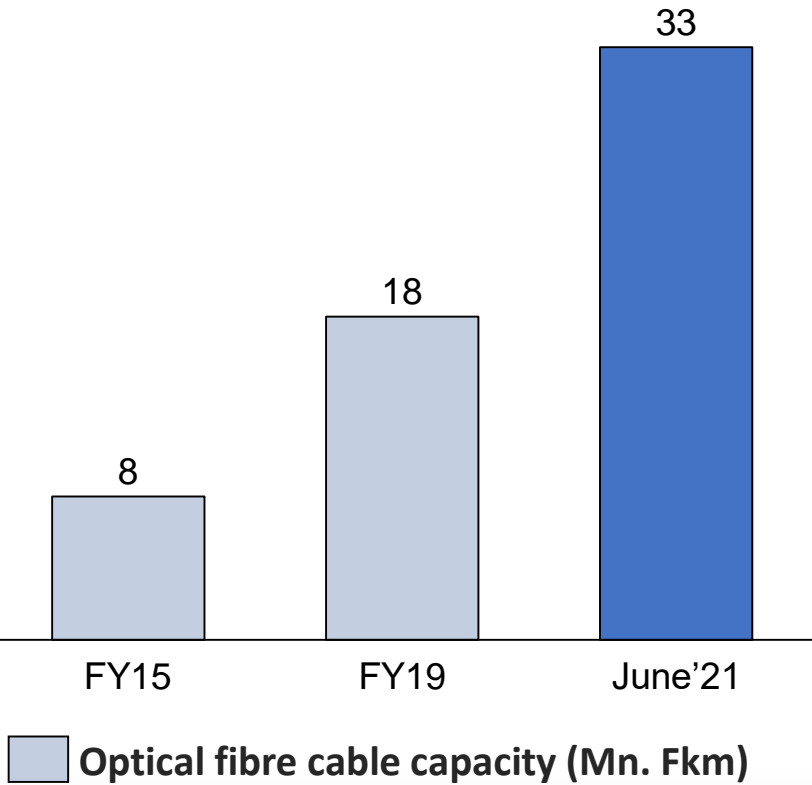
EUROPE

Market beginning to improve on the back of buoyant FTTH activity

INDIA

Expected revival from H2 on back of FTTH deployments & demand from Bharatnet

Reinitiating capacity expansion of OFC to 33 Mn. fkm.



Enthused by the growth in global optical fibre cable demand, STL to expand the OFC capacity to 33 mn. fkm.

Strengthening capability in Optical interconnect segment by acquiring Optotec



About



- Founded in 1992
- Headquartered in Milan, Italy
- 50 Employees

Offerings



- Portfolio of Optical Interconnect products from Central Office to Customer Premises with patented technology
- TAM: \$8 to \$10 bn.

Customer Base



- Long standing relationships with Marquee Telcos
- Tier-1 customer Approvals
- Serves customers across Europe

Financial Highlights



- Revenue: € ~ 20Mn
- Operating Margin: 17-19%
- Debt Free
- >50% Market Share in Italy

Strengthening end to end optical connectivity Solution

STL



Optical fibre



High fibre count
cable



OPTICAL
INTERCONNECT
SYSTEMS



opticonn

End 2 End
Optical Connectivity
Solution

Cost Saving (*Reduction in requirement of skilled labour in field*)

Faster Network Deployment (*Plug & Play Model from factory to field*)

Quality Network Infrastructure (*End to end responsibility from design to execution*)

STL Financials



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Our participation funnel is growing

Large Opportunities



**LARGE EUROPEAN
TELCO**

FTTH ROLLOUT



**LARGE EUROPEAN
TELCO**

OPTICONN

Strategic Opportunities



**LARGE INDIAN
TELCO**

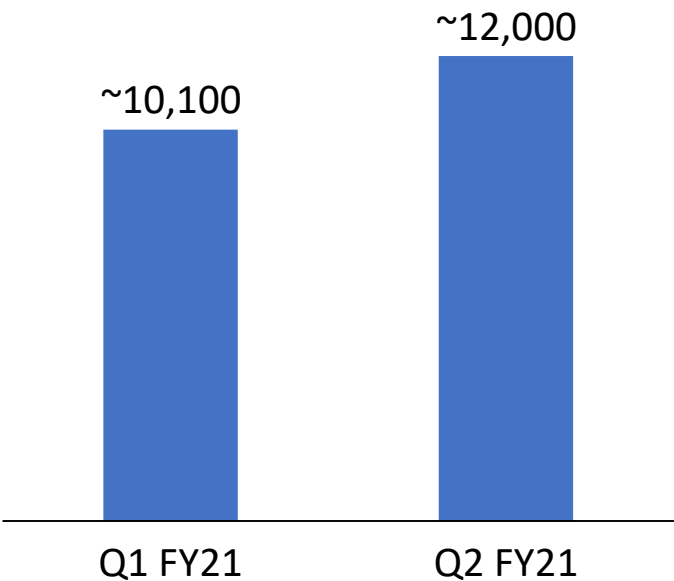
ACCESS SOLUTIONS



**NORTH AMERICAN
DISRUPTIVE TELCO**

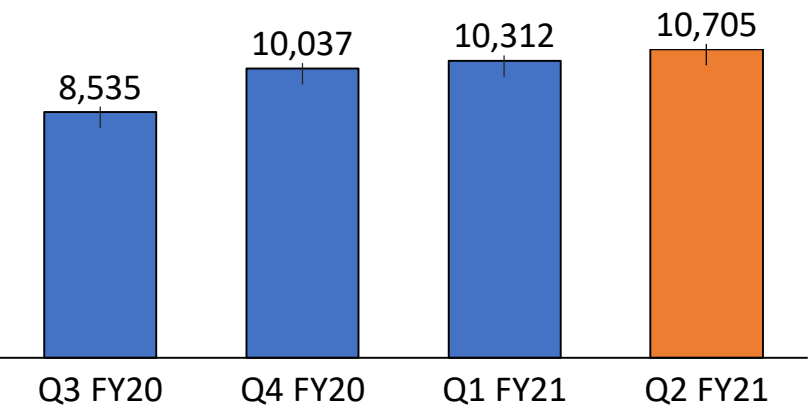
5G NETWORKS

Open Participation Funnel (Rs. Cr.)

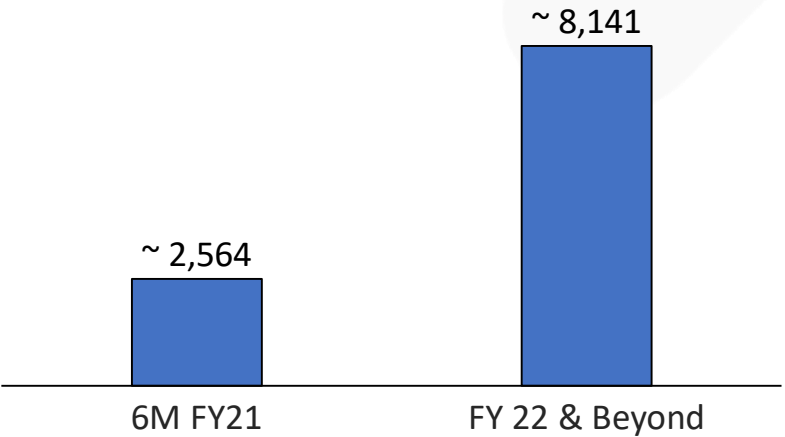


Translating into healthy order book

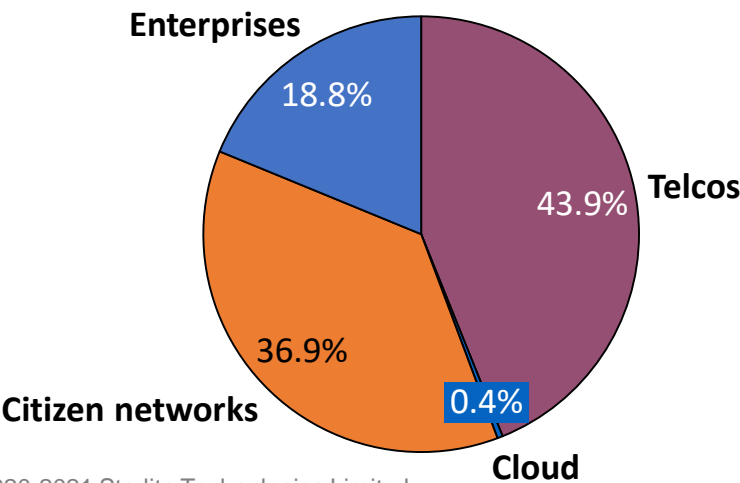
Open Order Book (Rs. Cr.)



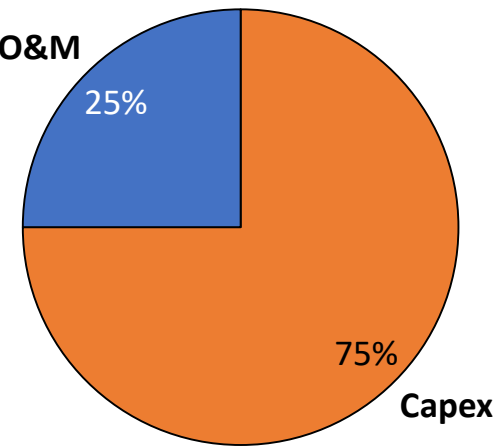
Order Book Spread (Rs. Cr.)



Open Order Book Customer Segment wise



Open Order Book Split



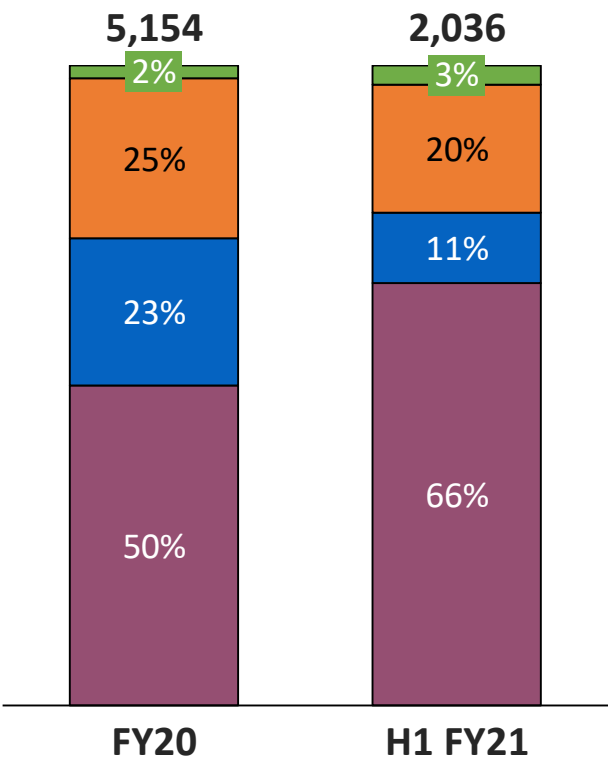
Revenue mix is balanced across customers and geographies



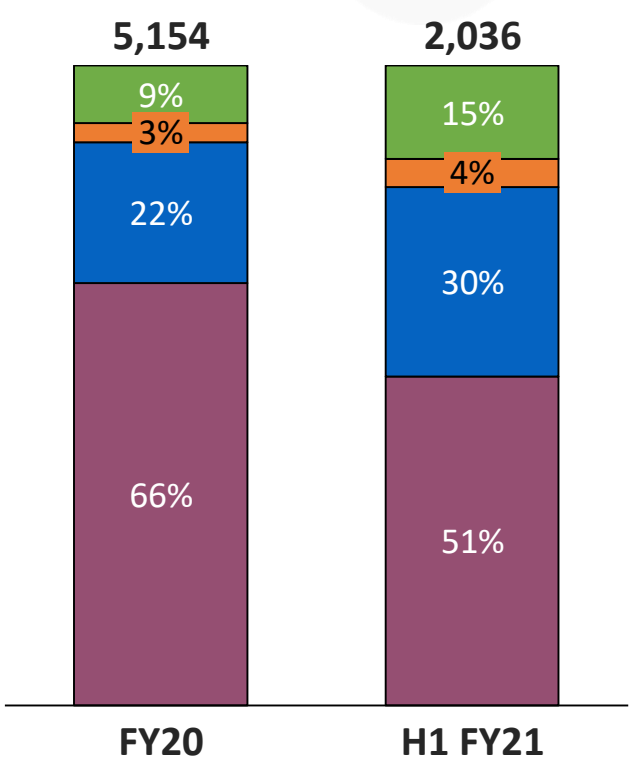
Key Order Wins Q2 FY21

- ❖ Fiber Roll out for 10 circles for **Airtel in India**
- ❖ **Opticonn solution** for a leading **telecom player in Europe**
- ❖ Digital transformation for a leading telecom operator in **Africa**
- ❖ Wifi-6 hardware & Wifi service management platform (**Access Solutions**) for leading telecom operator in **Japan**

Customer Segments Revenues (Rs. Cr.)



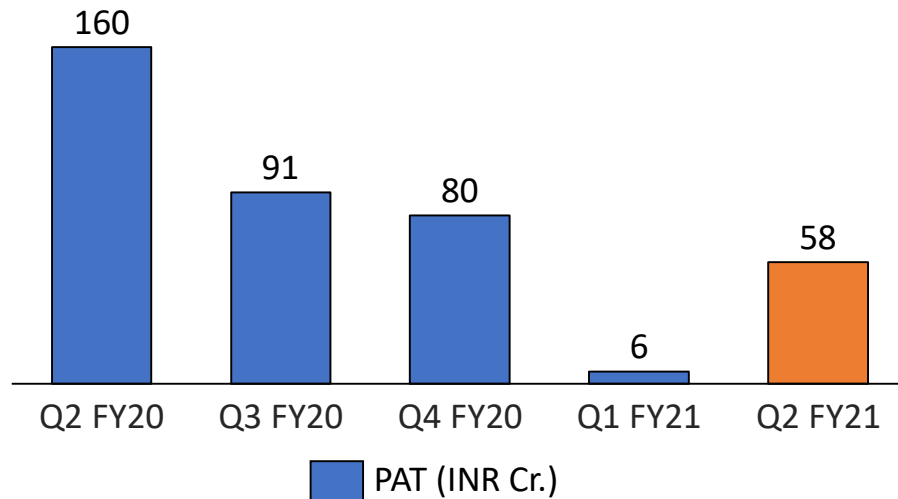
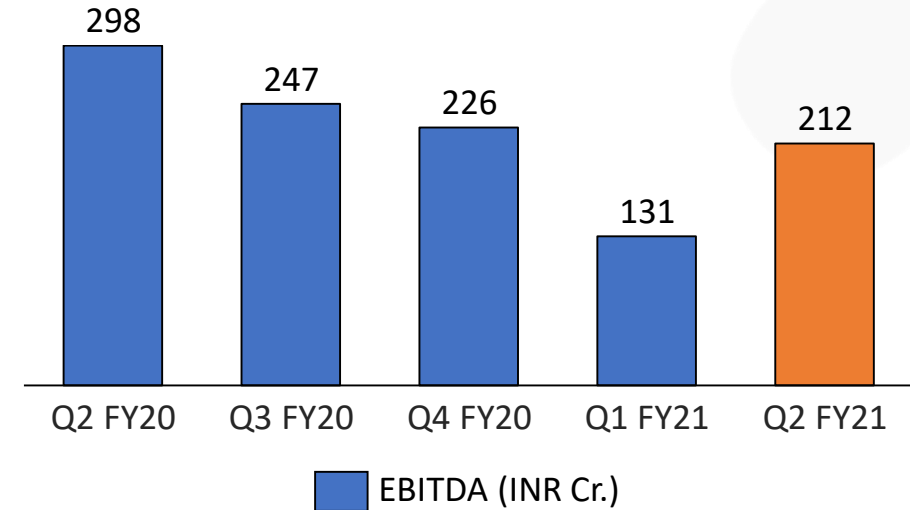
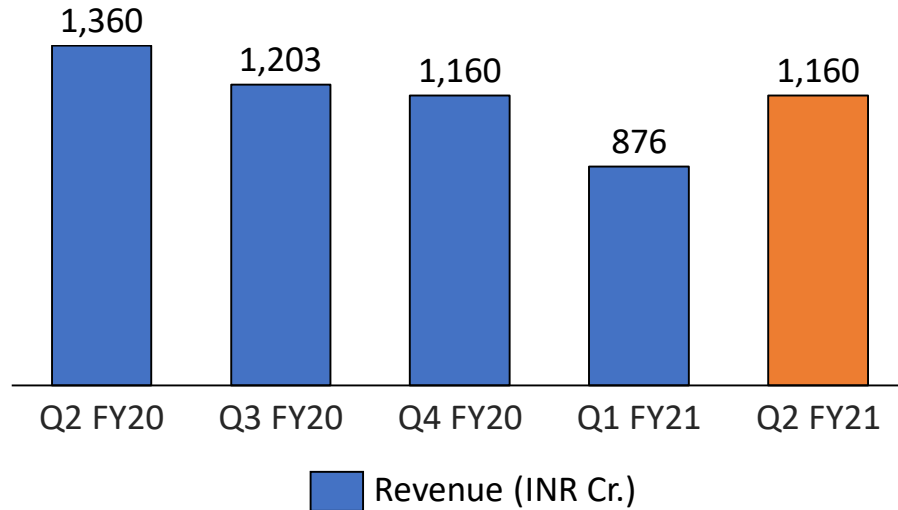
Geographical Distribution Revenues (Rs. Cr.)



Telcos Enterprises Citizen Networks Cloud

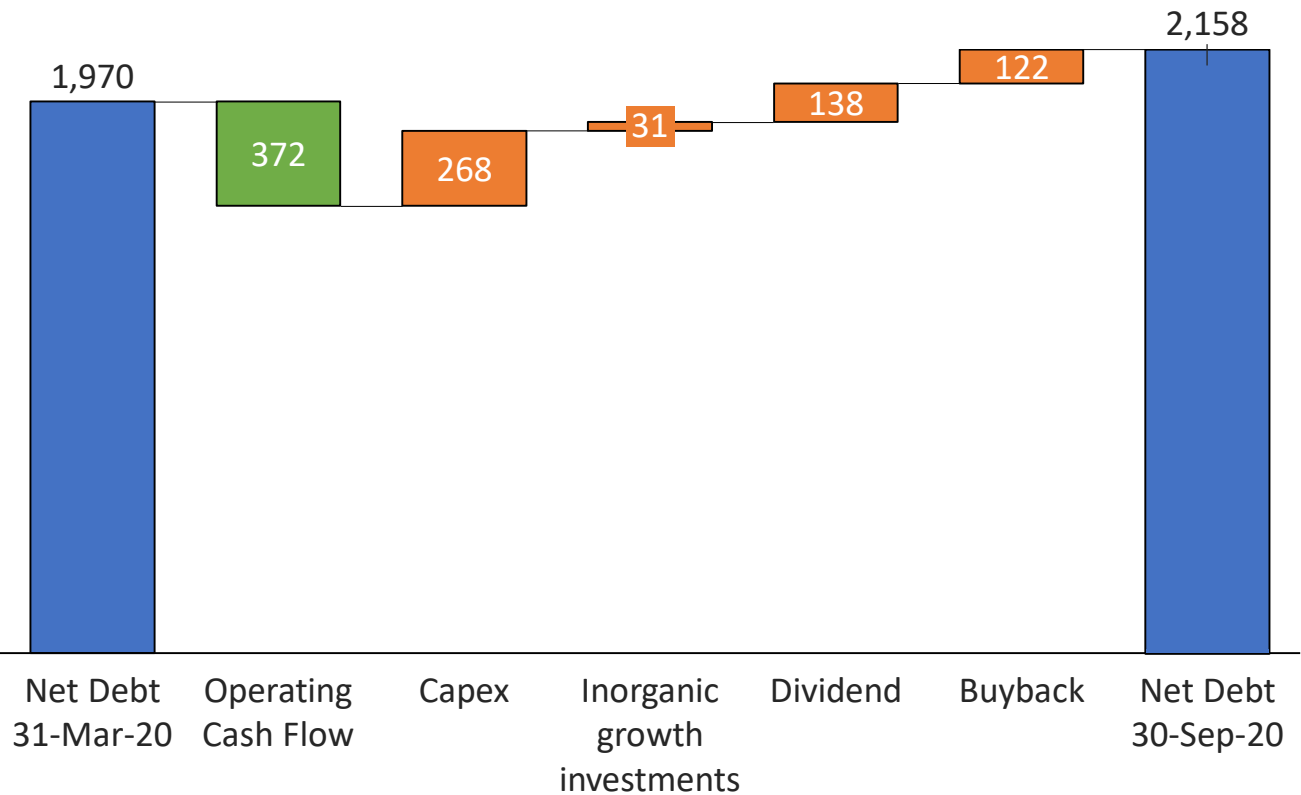
India Europe China RoW

Quarterly revenues grow on Q-o-Q basis



- **Capacity utilisations have exceeded pre-covid levels** and will see further improvement in Q3 & Q4.
- **Execution on the ground** for services also **continues to improve** on Q-o-Q basis.
- We are confident that we shall **continue to grow in Q3 and Q4** on Q-o-Q basis and **H2FY21 shall be better than H2 FY20.**

The business continues to generate positive free cash flows



Free Cash Flow @ consolidated level – H1 FY21	Rs. Cr.
Cash Profit after Tax	216
(Increase) / Decrease in working Capital	156
Operating Cash Flow	372
CAPEX	(268)
Free Cash Flow	103

The business continues to generate **positive free cash flows**.

Financials: Abridged Version



P&L (INR Cr.)	Q1 FY21	Q2 FY21	Growth (%)
Revenue	876	1,160	32%
EBIDTA	131	212	61%
<i>EBITDA %</i>	15%	18%	
Depreciation	74	82	
EBIT	57	130	128%
Interest	50	50	
Exceptional Item	-		
PBT	7	80	
Tax	4	24	
Net Income (After Minority Interest)	6	58	883%

Balance Sheet (INR Cr.)	FY20	H1 FY21
Net Worth	2,023	1,854
Net Debt	1,970	2,158
Total	3,993	4,012
Fixed Assets	2,536	2,707
Goodwill	122	118
Net Working Capital	1,335	1,187
Total	3,993	4,012

We are on track to deliver our Vision 2023

We shall double our revenue & reduce net debt/equity to half while maintaining RoCE >20%



Growth

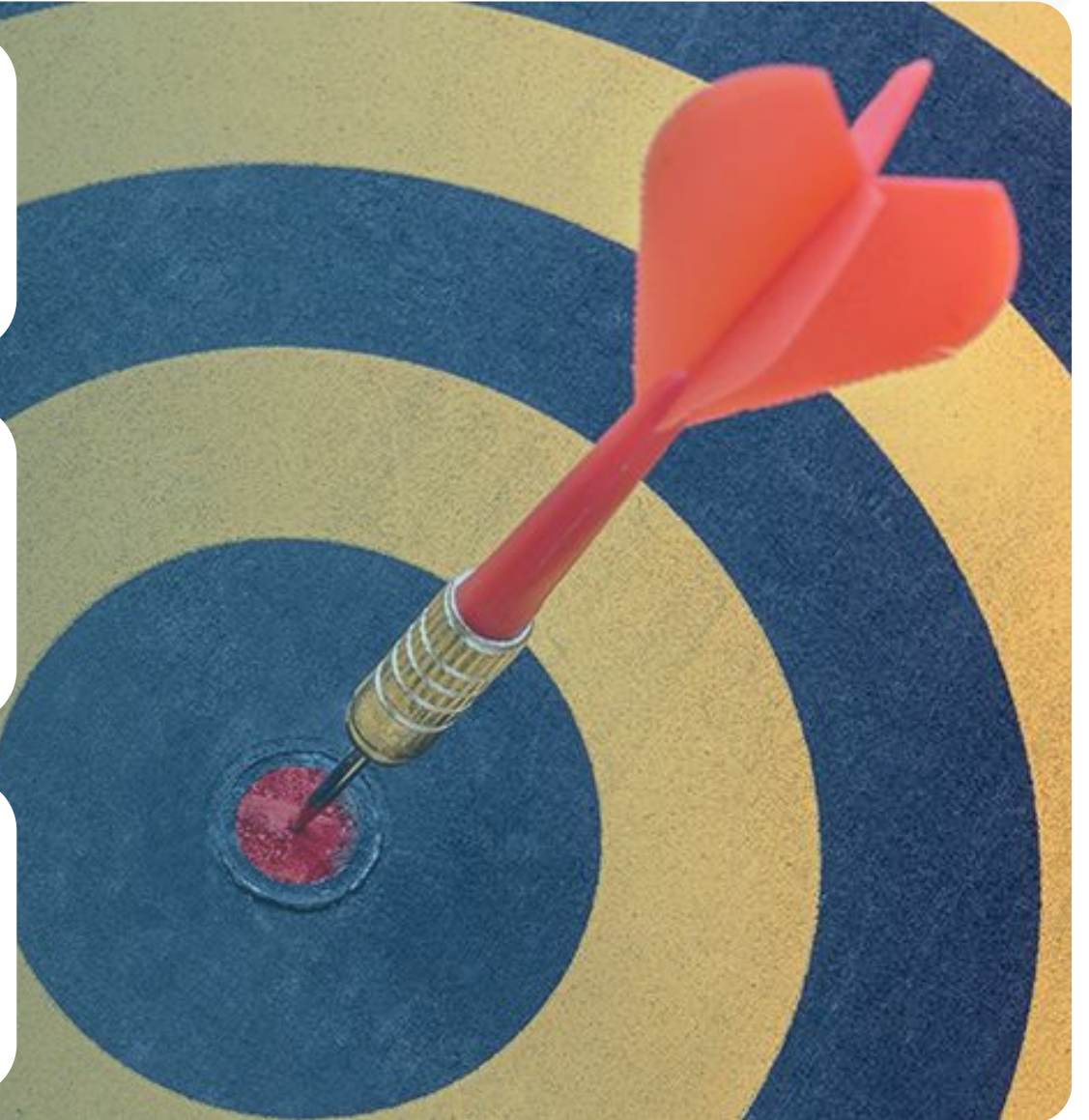
Revenue : Rs. 10,000 Cr.

**Capital
Structure**

Net debt/equity < 0.5

Returns

RoCE >20%



Annexure



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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)

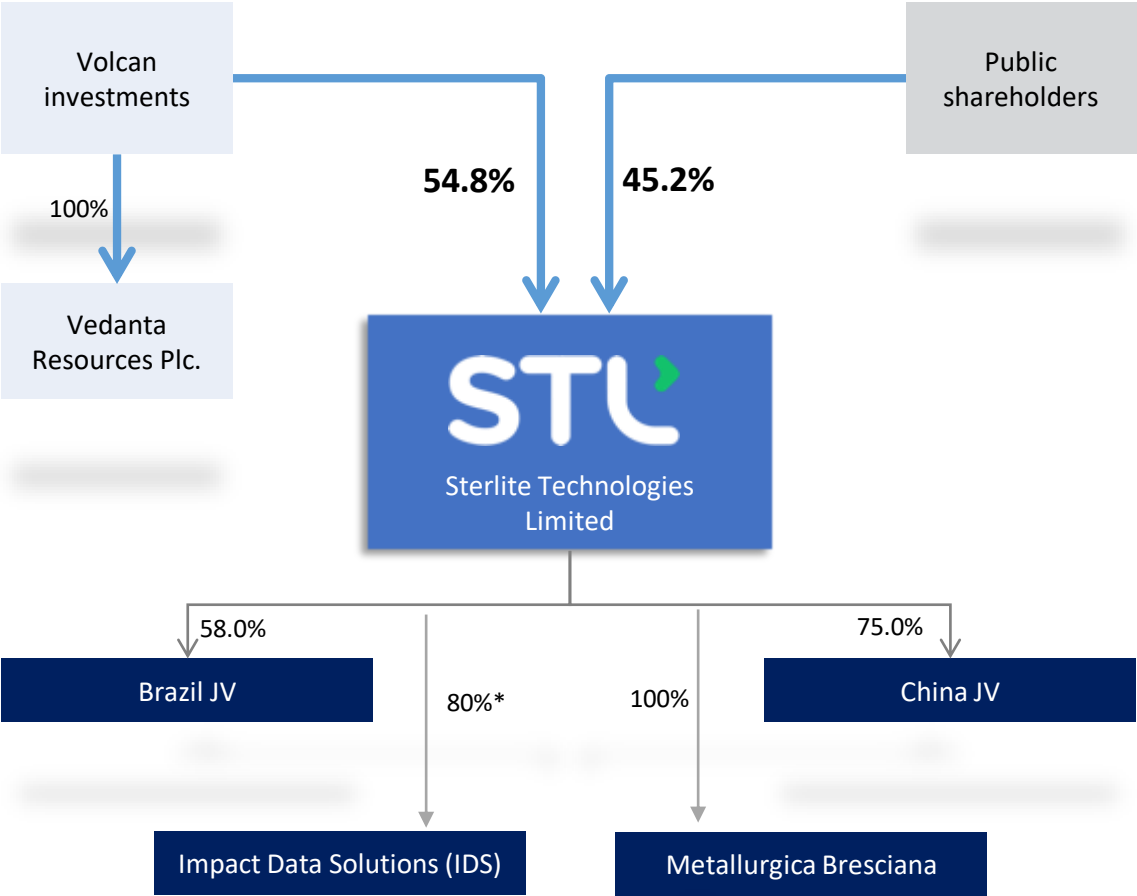
- Managing Partner of Arun Tadarwal & Associates LLP, a Mumbai based firm of Chartered Accountants
- Member of The Institute of Chartered Accountants of India
- Has rich and varied experience spanning over three decades in management consultancy, finance and audit

Corporate structure & shareholding pattern



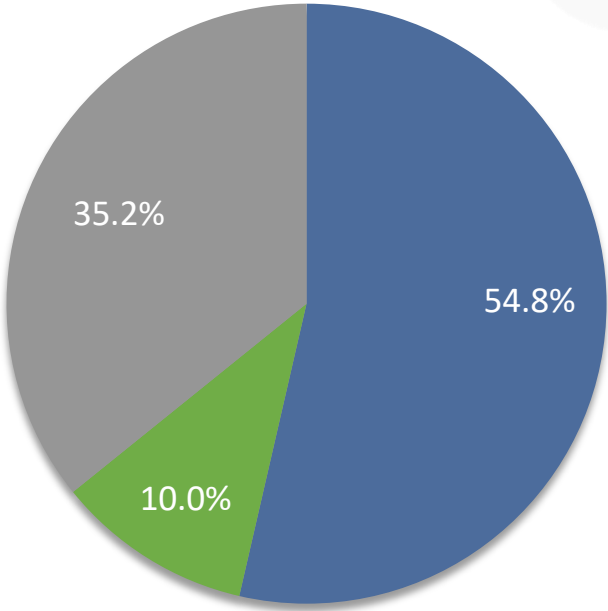
Corporate structure

Only Material Subsidiaries are disclosed



Shareholding pattern

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



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

Our Values



hunger to
learn



keep it
simple



promises
delivered



respect &
empathise

STL Leadership



**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



ANKIT AGARWAL
CEO, Connectivity Solutions
Business



KS RAO
CEO, Network Services and
Software Business



MIHIR MODI
Chief Financial Officer



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



Great
Place
To
Work®

Certified
JUN 2019–MAY 2020
INDIA

Certified as a Great Place to Work

STL

30+

NATIONALITIES

~ 3,100 Employees
– Each one is STLer

Thank You



beyond tomorrow