

STLeSCOPE²⁰²⁰

Investors Meet

1st July 2020



Today's speakers



Anand Agrawal
Group CEO



Gaurav Basra
Chief Strategy Officer



Manish Sinha
Chief Marketing Officer



Ankit Agarwal
CEO – Connectivity Solutions Business



Phillip Coppin
Head –Global Application Engineering



KS Rao
CEO – Network Software
and Services Business



Ben Parker
CEO – IDS Business
(STL Data Centre Solutions)



Badri Gomatam
Group Chief Technology Officer



Anjali Byce
Chief Human Resources Officer



Anupam Jindal
Group Chief Financial Officer



Sandip Das
Non Executive and
Independent Director

STL's journey continues

STL 25
YEARS OF OPTICAL FIBRE

1

STL's
journey

2

The Industry
is witnessing an
Inflection Point

3

STL 3.0
Roadmap
A Strategic
Perspective

4

Financial
Priorities

5

Sustainability
& Impact

6

Q&A

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 network solutions.

Anand **completes 25 years with STL this year.** 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.



In the 1990s, STL started leading the communication era



When cell phones and the Internet were just getting
STL led the way with Optical Fibre

STL 1.0 Pre-2015 – A journey of voice to data



Built deep tech capability

“A fibre technology company”

OF Cable

Optical Fibre

Glass Preform

Strengthened customer presence



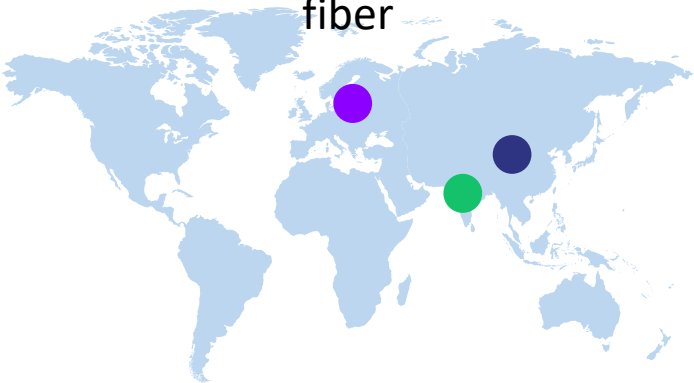
Cablers



Telecom

Solidified Regional coverage

Scaled capacities
from 0.1 to 20 million kms of fiber



Total addressable market of \$5-6 billion globally

STL 2.0 2015-2020 – Data pervades into everything



coursera



Zettabytes transferred



2015

2020

**Digital network creation
tech capability**
“A digital network company”

Network Integration

OF Cable

Optical Fibre

Glass Preform

Expands customer presence



Telco
s



Cloud
Companies



Large
Enterprises

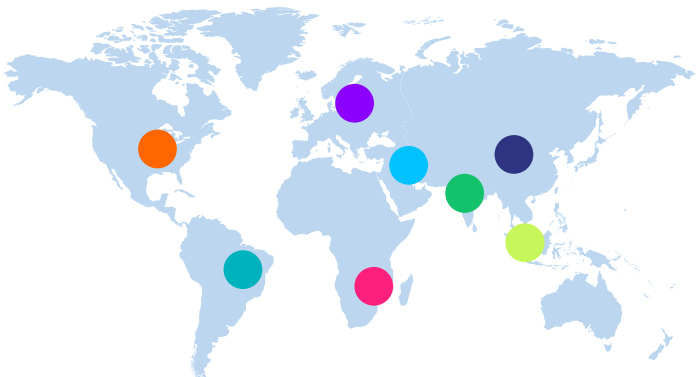


Cablers



Citizen
Networks

Global presence coverage



Total addressable market of \$75 billion globally by 2023

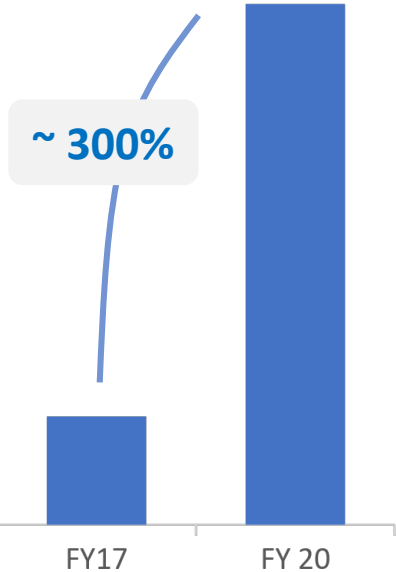
STL 2.0 2015-2020 – Designed Shift to integrated offerings



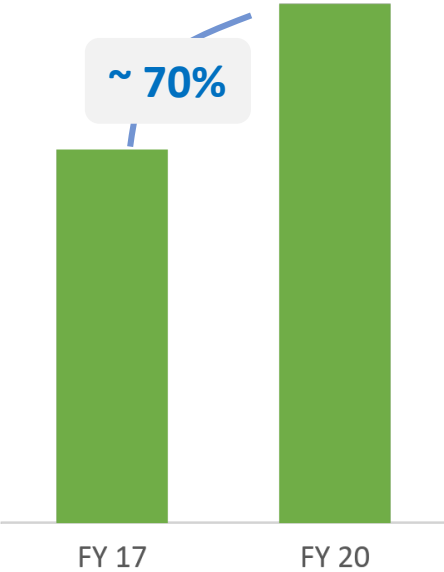
- **Investment in Capabilities** in
 - Software (Elitecore),
 - Data center (IDS),
 - Wireless (ASOCS)
- **Scaled capacities** from 20 to 50 mn kms of fiber and 8 to 18 million kms of cables
- **Grew Geographical Presence**
 - Metallurgica Bresciana, Europe

And invested in technology, patents, R&D

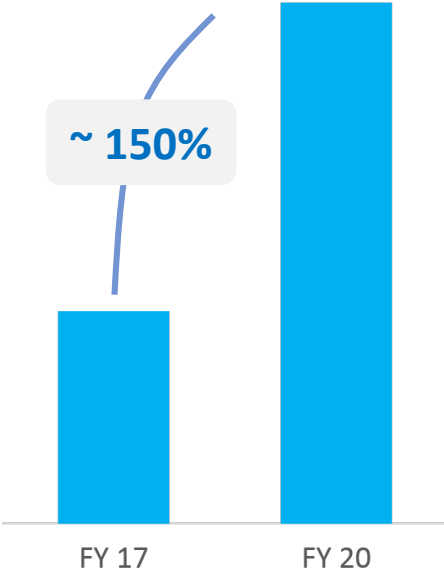
Substantial
Technology Investment



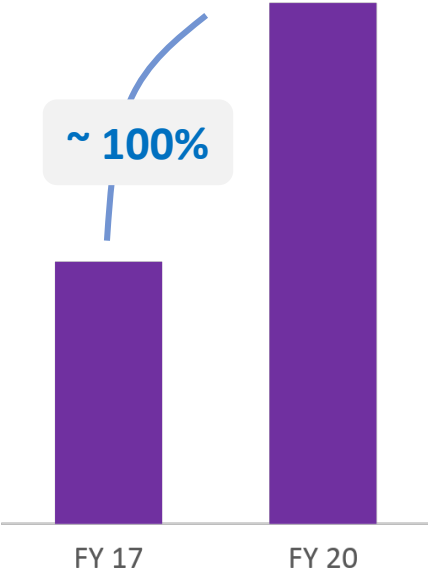
Exceptional
Talent Pool



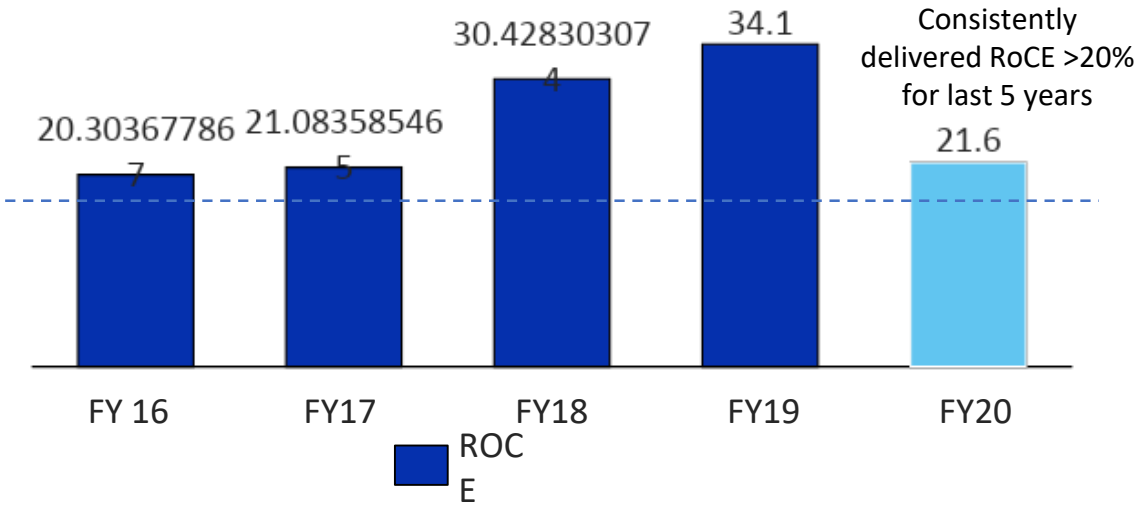
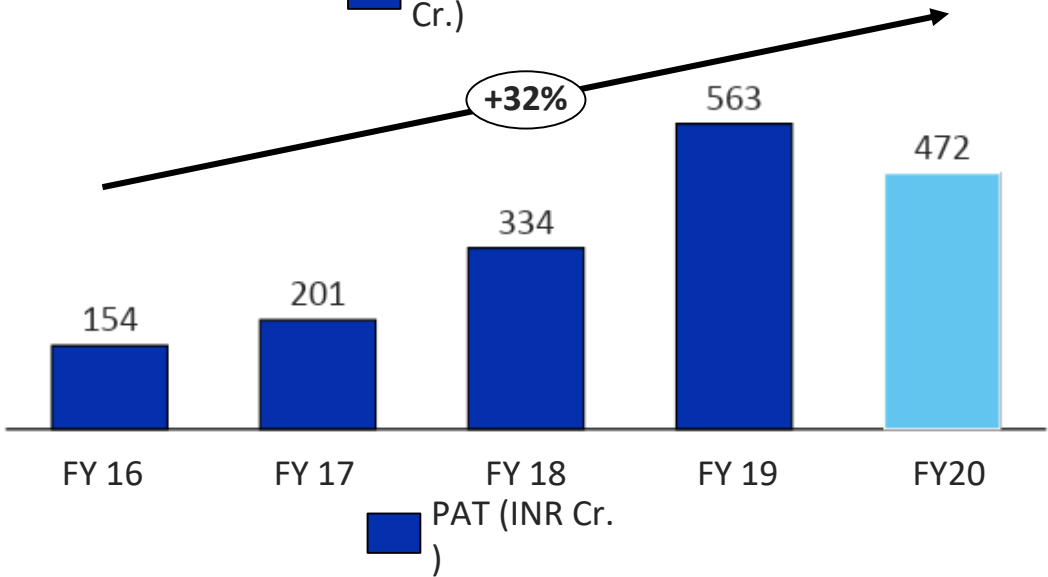
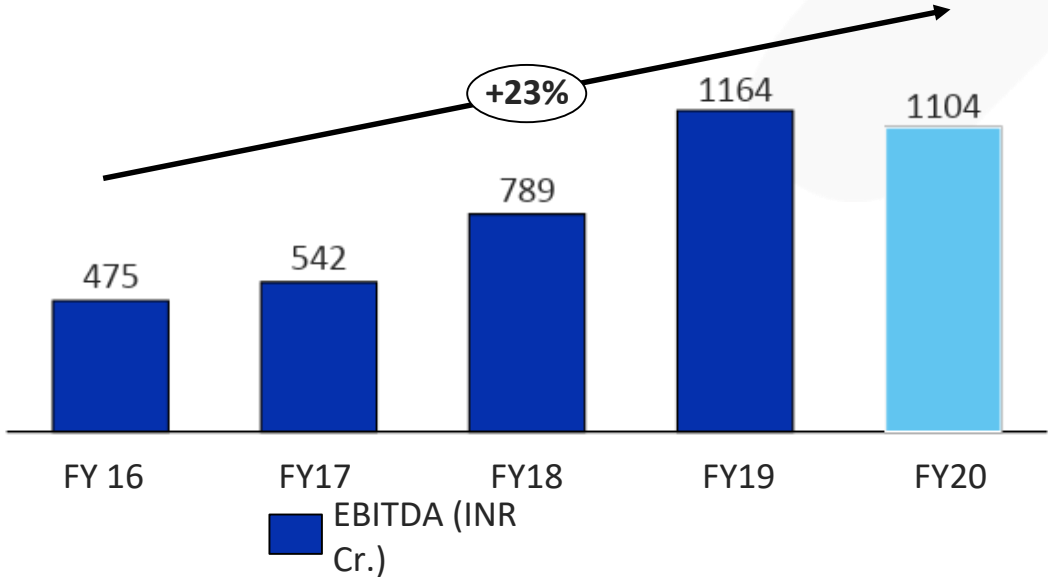
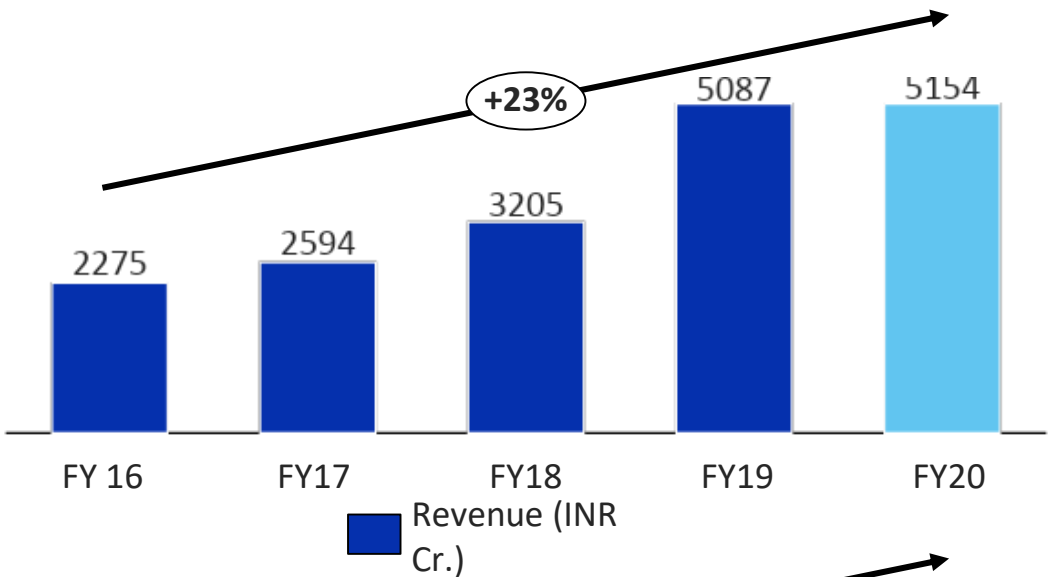
Exponential
Patent Growth



Sustained
New Product Revenue



Also witnessed overall revenue growth from last 5 years



Over 25 years, we have built capabilities across digital networks



**25 years of experience
in Optical Connectivity**

Glass Preform | Optical Fibre | Cables



**10 years of expertise
in large-scale digital networks**

Large complex projects | Complete integration



**3+ years of disrupting
with Software, Data Centres,
and Wireless**

Virtualization | Edge Compute | Open Source
Architecture

Driven by technology & purpose



**Investing in technology
development and adoption**

4 Innovation Labs. | 358 Patents. | Startup-style



**Transforming everyday lives
across communities**

Environment | Social | Governance

A Global Tech Leader Integrating Digital Networks

\$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

GLOBAL FOOTPRINT



358

PATENTS

Across the network layer

Zero

WASTE TO LANDFILL

Shendra, Rakholi, Dadra

30+

NATIONALITIES

~3,100 Employees

The Industry is witnessing an Inflection point

STL 25
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Q&A

Gaurav Basra

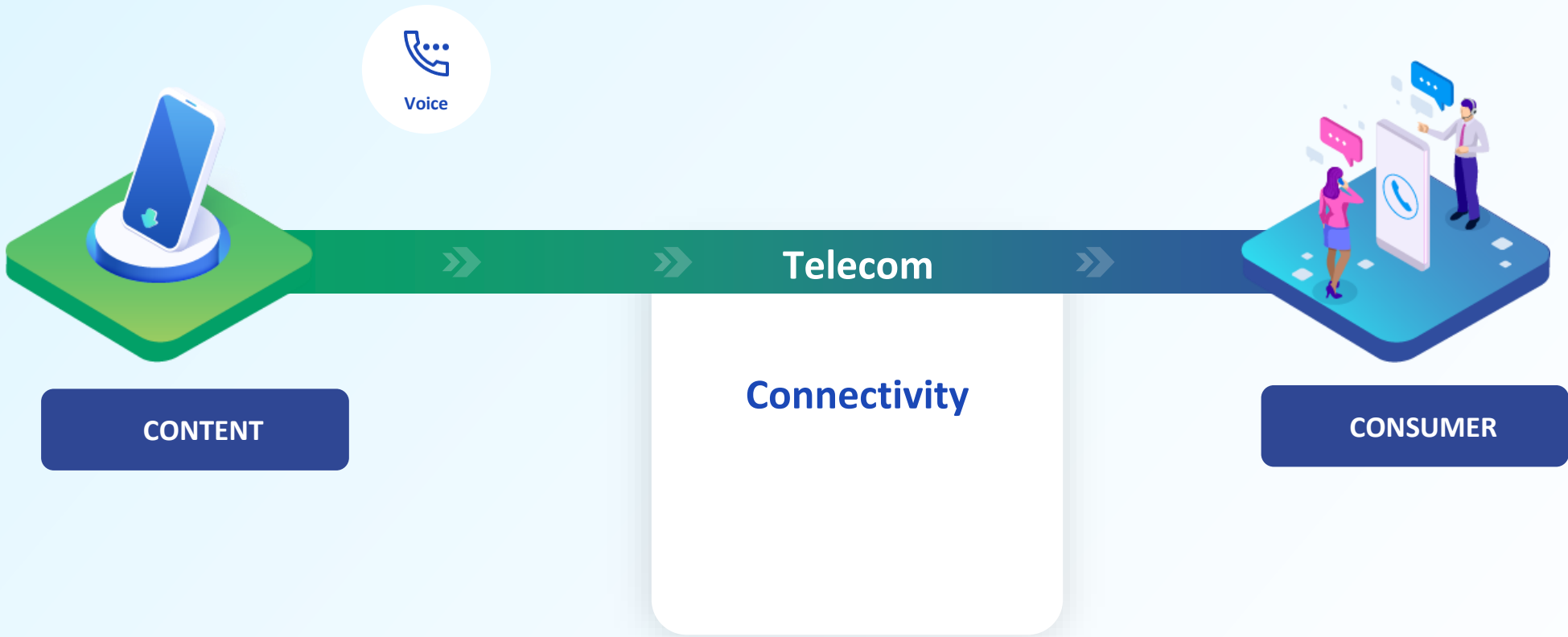
Chief Strategy Officer

With significant international consulting experience, Gaurav works closely with the leadership team to develop long-term strategies for growth. **He has been part of STL journey for more than 5 years now**

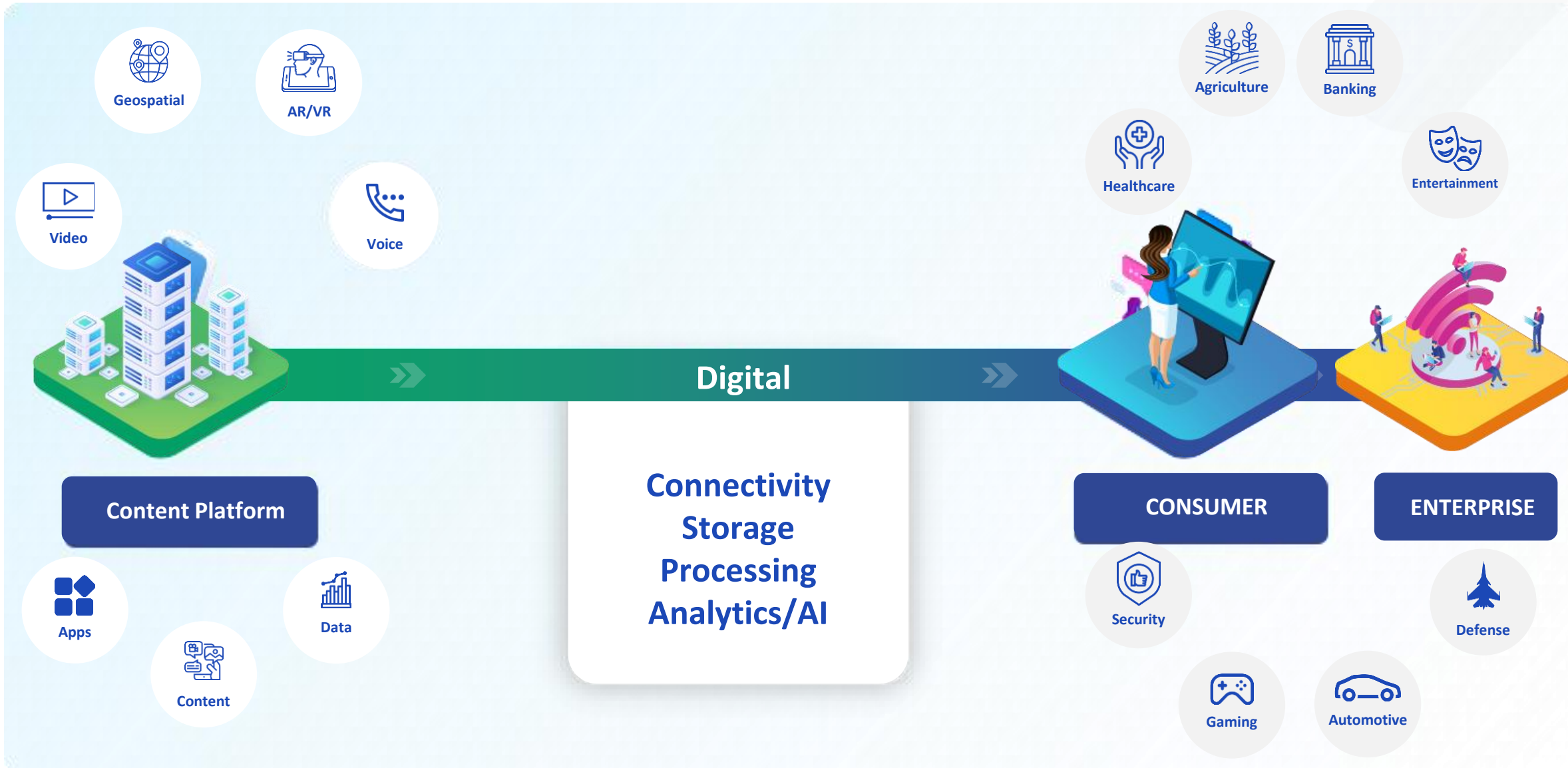
He has 20 years' experience in corporate strategy development and transformation, innovation management and investment portfolio management at Booz & Company, Lucent Technologies, Nokia, Siemens and Mobily. He has an engineering degree from the University of Pune and an MBA from Imperial College, London.



We have seen an evolution from Telecom to Digital



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

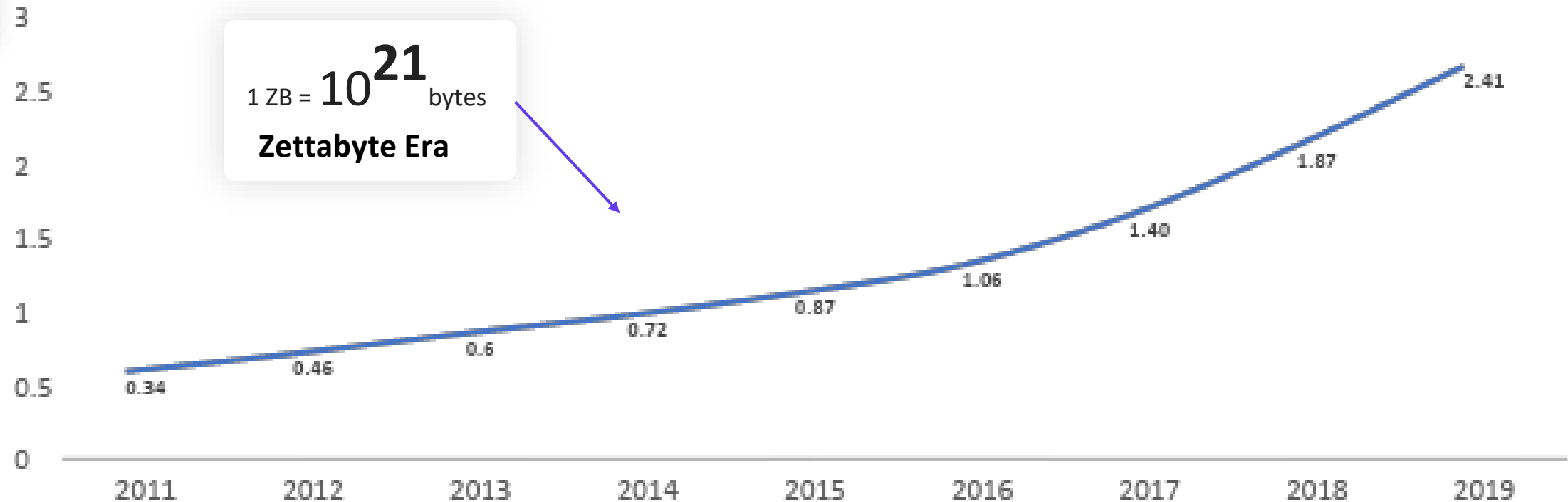
REACH

QUALITY

Data Usage started growing with digital applications

Exponential Growth

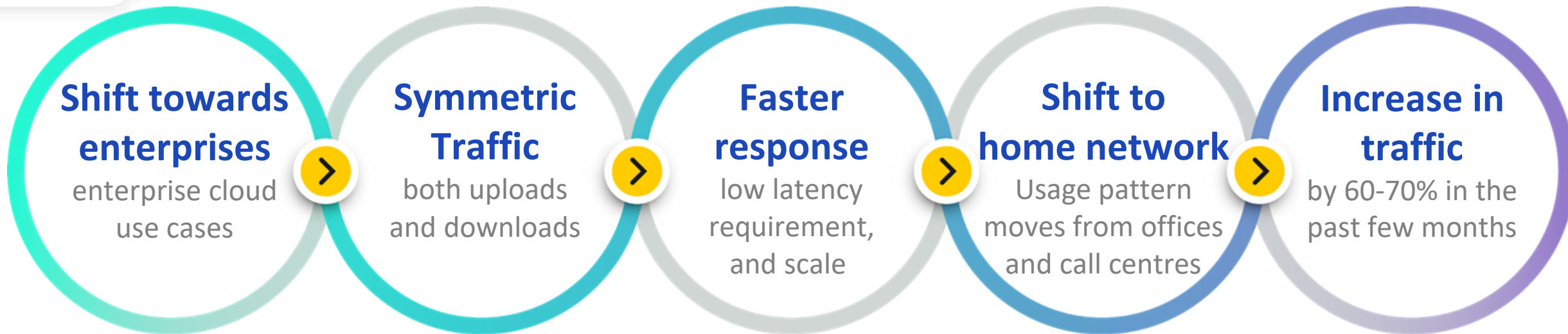
Global IP Traffic Growth in Zettabytes



SOURCE https://www.cisco.com/c/dam/m/en_us/network-intelligence/service-provider/digital-transformation/knowledge-network-webinars/pdfs/1213-business-services-ckn.pdf

5 major behaviour shifts will drive up demand

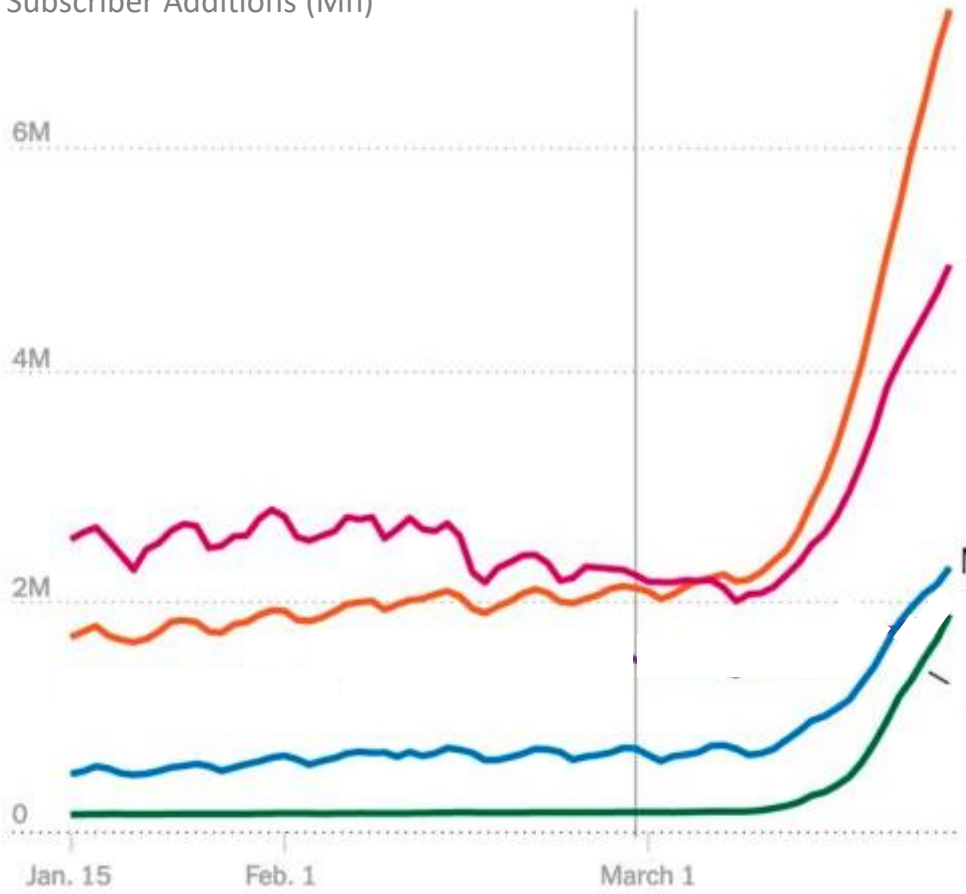
SCALE



Covid has significantly accelerated this journey

Study and Work from Home have become second nature

Subscriber Additions (Mn)



Zoom viewing has doubled

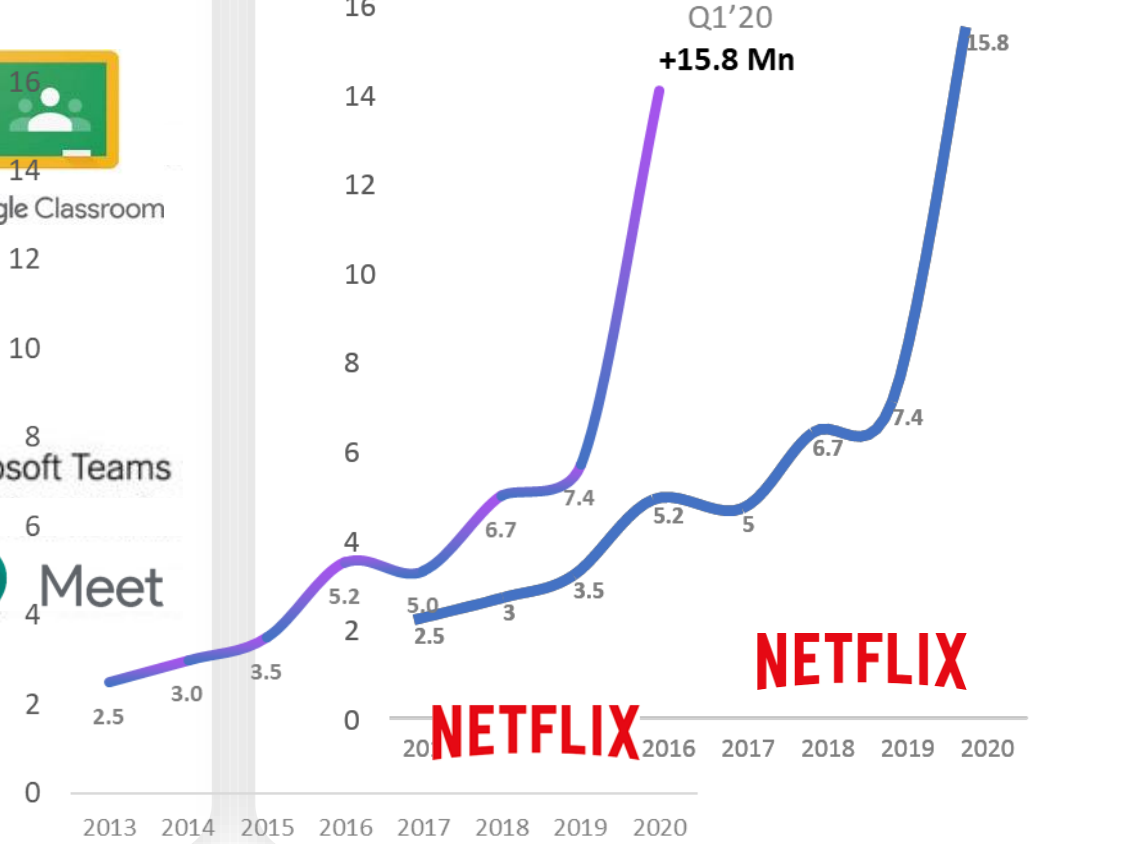


Google Classroom

Microsoft Teams

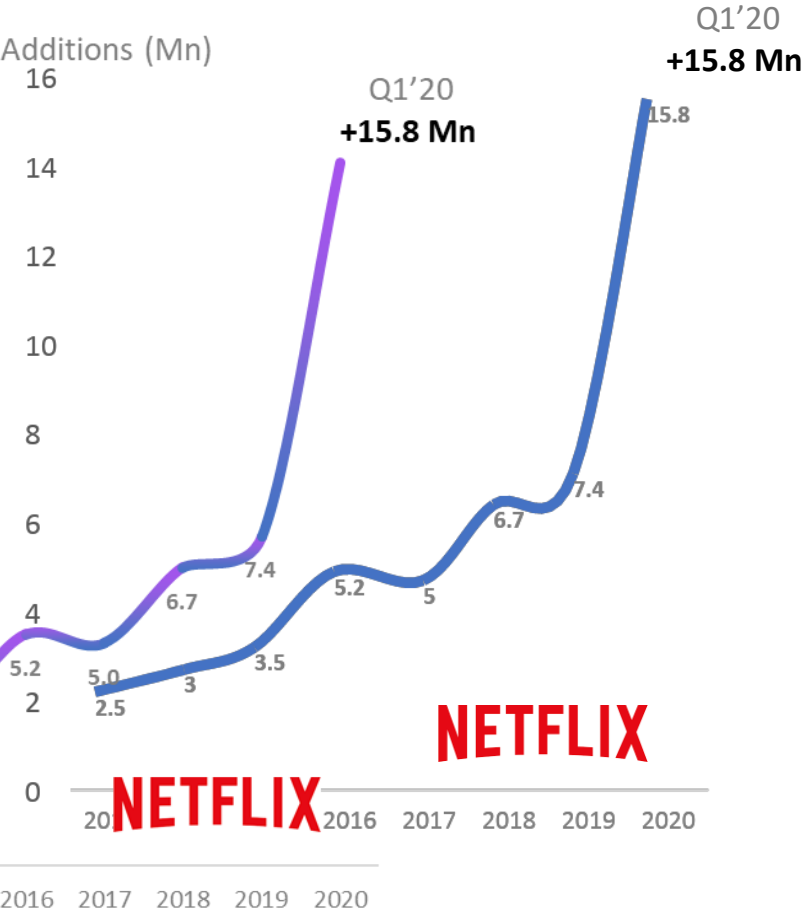


Netflix Net Subscriber Additions (Mn)



Online viewing has doubled

Netflix Net Subscriber Additions (Mn)

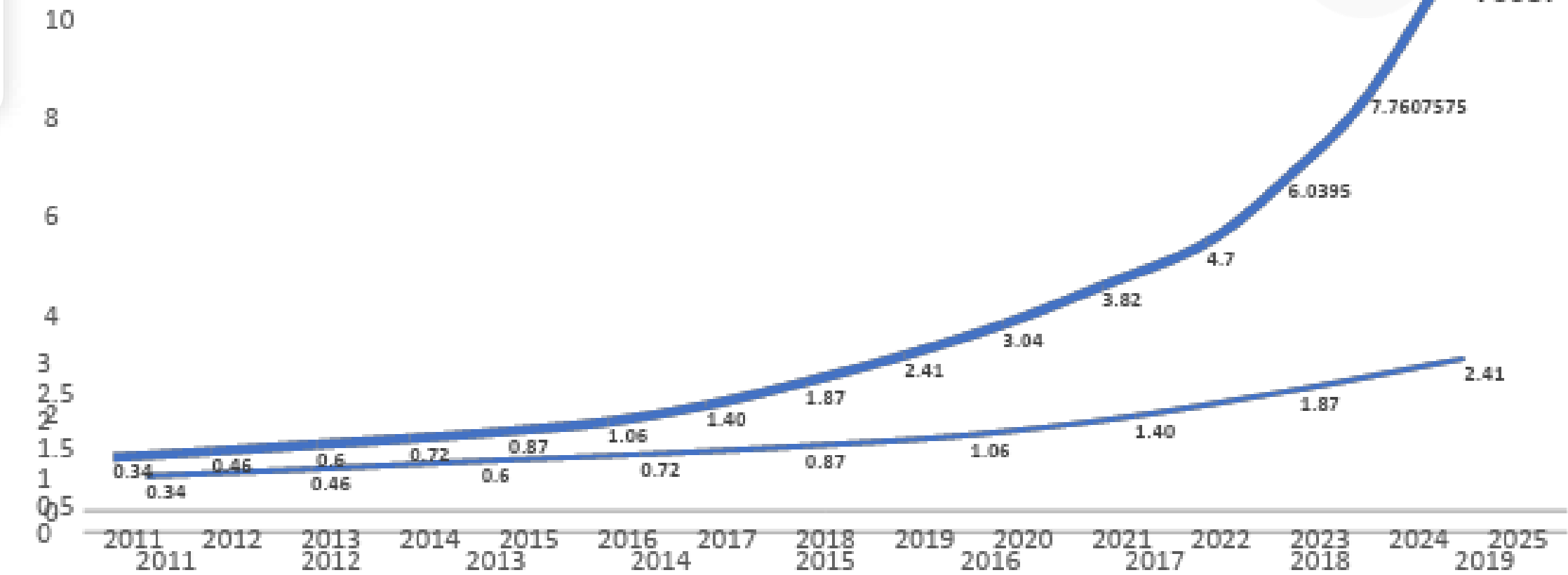


SCALE

A new exponential growth awaits us

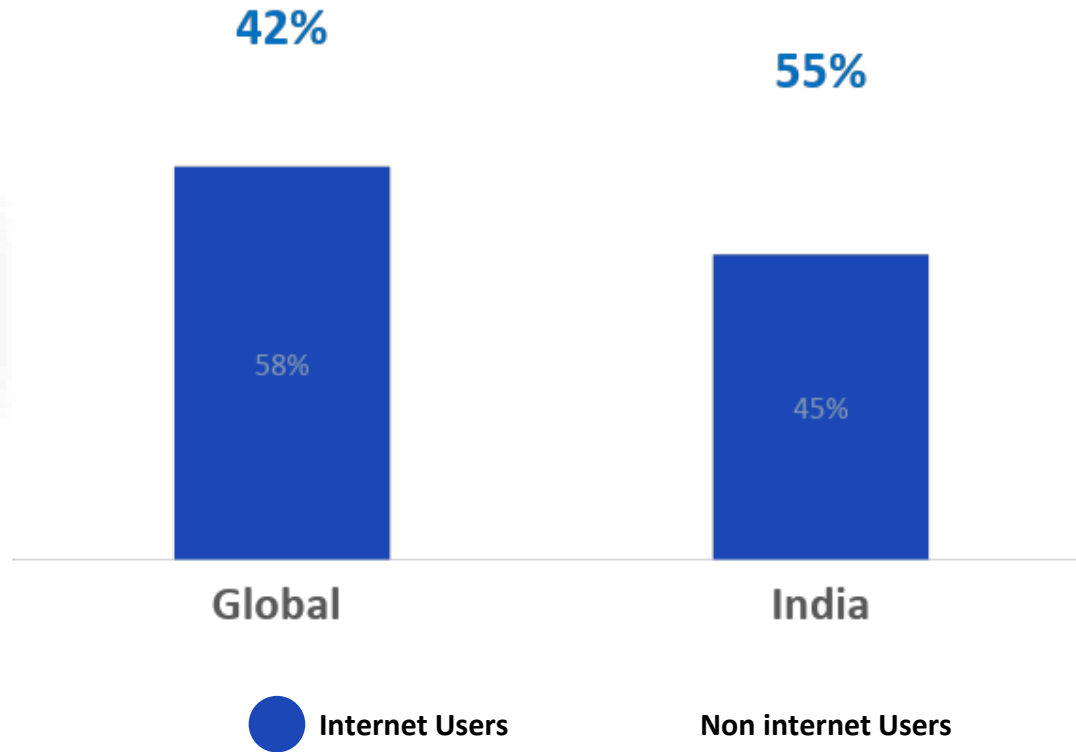
Exponential Growth

Global IP Traffic Growth in Zettabytes



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

2020 – Un-connected Population



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

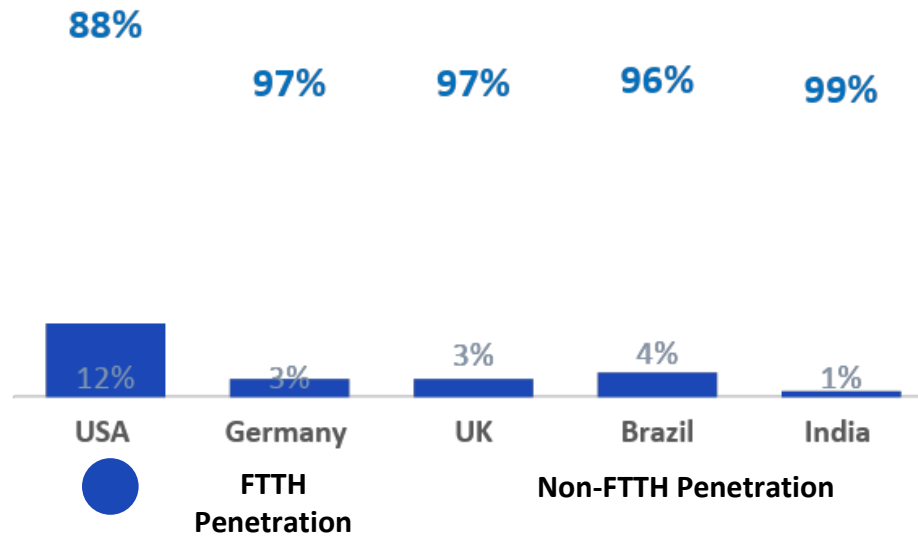
India still needs to connect 55% of its population

REACH

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)

2020 has triggered the Race for digital infra investments

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

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

PE investments

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

The message is now clear

Digital networks have become essential for productivity

REACH

SCALE

QUALITY

**Reach all with
Scalable and
High Quality
Digital Infrastructure**

=

Source of Productivity



New Digital 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

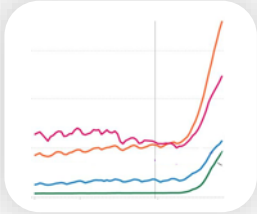
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Software

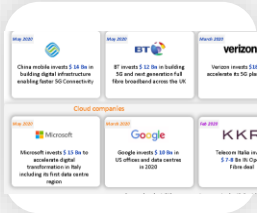
?

**Who can
Integrate all
these
Technologies
?**

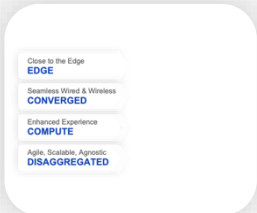
The Industry to witness an inflection point driven by three main factors



1. Unprecedented exponential growth expected in digital networks



2. High degree of urgency to build reach, scale and quality



3. New network will have 4 unique characteristics

**A great
opportunity
for STL**

STL 3.0 Roadmap

A Strategic Perspective

STL 25
YEARS OF OPTICAL FIBRE

1

STL's
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**STL 3.0
Roadmap**
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Q&A

Over 25 years, we have build these unique capabilities



**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

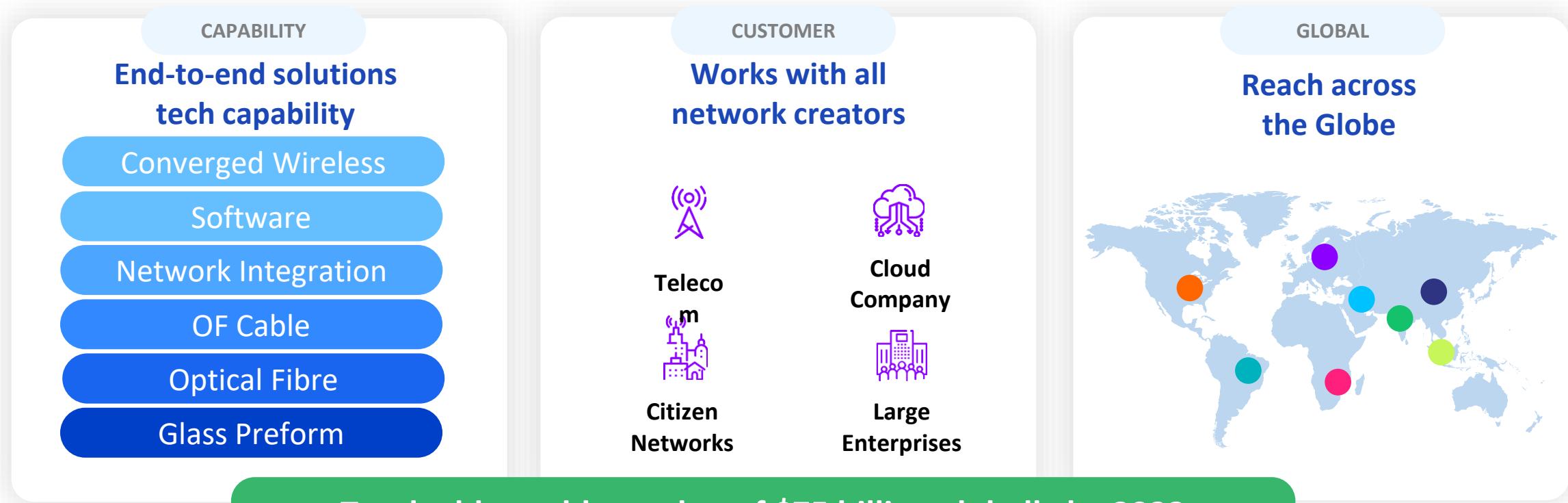
&

Software



**STL can
Integrate all
these
Technologies**

A Global Tech Leader Integrating Digital Networks

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





4 Customers Segments – We work with all network creators



Telco

Sto 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

4 End-to-End Solutions

4 End-to-End Solutions

opticonn

Optical Connectivity

- Product suite design
- Fibre and cables
- interconnect
- logistics

for all network topologies



Fibre Deployment

- Large scale design
- Fibre rollout
- Activation
- Management

for core networks

**FTTx
mantra**
One Solution. Countless Opportunities

FTTx Access Network

- Design for scale, latency, agility
- Rollout, activation
- programmable open orchestration

for fibre access network

netmode

Network Modernization

- Comprehensive network redesign
- Future readiness
- Transport, compute, security

for enterprise networks

Collectively, these give us the right to win

STL RIGHT TO WIN



**Deep expertise
in Optical and
Radio**

CAPABILITY



**25+ years of
deep customer
engagement**

CUSTOMER



**Strong global
presence**

GLOBAL



**Innovation at
core - ~100
patents a year**

INNOVATION



**Strategic
go-to-market
alliances**

PARTNER



**Best-in-class
talent**

EMPLOYEE

**A Global Tech
Leader Integrating
Digital Networks**

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

Phillip Coppin

Head – Global Application Engineering



Phil has been with STL for over 17 years, handling multiple diverse roles during this period. An acknowledged optical fibre and OFC expert, he has managed Quality, Process Improvement and New Product Development for both OF & OFC operations for the organisation. Prior to STL, he has worked with British Telecom and Corning.

Phil has completed his degree in Physics from Loughborough University of Technology, UK.

1



Technology-led E2E Solutions

Understand **customer needs and their future network roadmap** and KPI's

Build **cutting edge innovative solutions** across the entire connectivity solution stack

Deliver **world class network deployment and operation** performance with enhanced lifetime value through TCO

Ensure seamless integration with legacy network, and **future proof compatibility** with NextGen technologies

1

Faster Fibre to the home provisioning

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

Challenges

- Faster rollout required to achieve pan country coverage by 2022
- Availability of semi-skilled talent pool
- Time consuming trainings

Yogalite™

Micro Module with A2 Fibre

- Easy stripping and cleaving without any equipment
- Deskill of field installation which is executable with semi-skilled talent pool
- Flexible installation - kink less module with bend insensitive fibre
- Fibre extends network reach by 16+ kilometres

STL 25
YEARS OF OPTICAL FIBRE

Achievements

Future Proof Bend Resilient network

A2 bend insensitive Fibre and kink free Cable technology

30%

Faster installation

1.5 dB

Improved Signal Strength and extended network lifetime



opticonn

Our customers are fully convinced about our end-to-end solutions



Benoit Huver

(Executive, VP Group Supply Chain Director, Orange)



We initially saw STL as a newcomer and had no info of your capability. When we met your team in Paris and you committed to develop the network in a year, and finally you did it was the beginning of our partnership, **Now 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

Ankit Agarwal



CEO – Connectivity Solutions Business

Ankit Agarwal joined **STL** in **2007**. He is the CEO for the Connectivity Solutions business- which includes our portfolio of Optic Fiber, Optical Interconnect, and Structured cables.

He has been with STL for more than 13 years and playing an instrumental role in expanding the global footprint of the Telecom business by successfully executing and managing Joint Ventures in China and Brazil. Under his leadership, STL's global sales have crossed over 100 countries. In addition to Joint Ventures, he is also responsible for executing strategic opportunities such as Mergers & Acquisitions and Greenfield projects globally for STL.

2



Key Accounts Management

Focus on 20 Global Key Accounts

Align with Key Account network priorities

- Tech Roadmap
- Organization

Co-developed solutions for specific Use Cases

Capture larger wallet Share

Full-stack solution for world's first Exabyte network

Using STL's LEAD 360™ and FTTx Mantra™
for leading South Asian Telco

Challenges

- Massive scale of deployment in a short timeframe
- High pressure on time to market
- Projects pan India leading to very high complexity

Algorithmic design and End-to-End deployment

- Lean-Agile Approvals : minimum touch point, blanket RoW approval
- 100% Survey : digital tools and automation
- STL Academy certified skilled talent pool
- Partner and Technology Ecosystem across the India

Achievements

2x

Faster rollout

enabling early launch readiness

25%

Reduction

in Total Cost
of Ownership

4x

Reduction

in fibre cuts lead to
optimized Opex & Capex



LEAD 360™

FTTx
mantra

Our key accounts rely on our solutions and partnership



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. **Such disruptive and integrated last-mile connectivity service offering enables us to connect everyone, everything, everywhere** at the highest quality and the most affordable price.



KS Rao

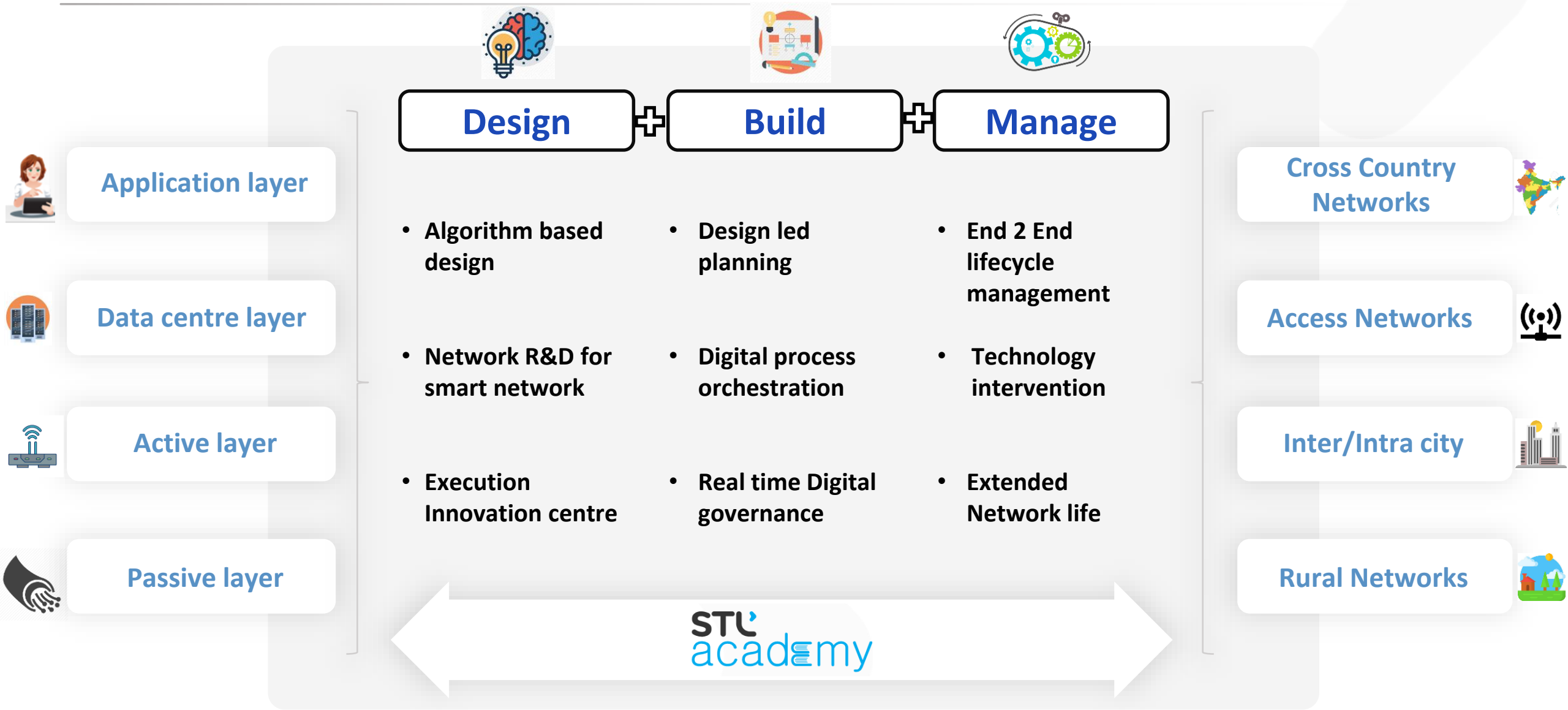


CEO - Network Services and Software Business

KS Rao joined STL in 1993 to set up India's first optical-fibre cable plant in Aurangabad, and after having worked at most functions within the company, as CEO - Network Services and Software Business, he is now leading the company's telecom business.

KS is leading the company's Digital India program towards building a robust telecom infrastructure for critical areas within Defense, Bharatnet, Smart Cities and Public and Private Telcos.

He has been with STL for more than 27 years and has been instrumental in STL's growth in Fibre, cables, services and business operations.



Network 3 Modernisation

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

Challenges

Traditional legacy network



Ultra Modern Highly Secure Network

Dedicated
private network backbone

Futuristic
cloud data ecosystem

Highly Secure
fortification of data

Intuitive Network
Management

Enhanced
Bandwidth

STL way of Execution

- A high capacity private network backbone and End-to-End communication network linking multiple naval sites & Indian administered islands
- Project management and remote monitoring - Proactive Monitoring and Correlation tools for corrective measures

STL 25
YEARS OF OPTICAL FIBRE

Achievements

12
Data
centres

30
Telepresence
studios

44
Network
locations

30,000
Network
elements

netmode

Our customers rely on us for large scale complex integrations



Commodore KJ Sharma
(Indian Navy)

"I want to give my best appreciation. The best company which has been associated with us for giving us a **10Gig network is STL** And I want to put my appreciation on record here, in front of everybody, that the **Project Varun, One Varun**, with the team which we have, we are progressing so fast.

Also, I want to thank the **STL for giving the big data analytics the navy wanted"**

Ben Parker

CEO – STL Data Center Solutions



Ben Parker heads STL Data Center Solutions. STL acquired IDS, a Europe based data centre design and installation company in 2019. For **nearly 2 years**, he has been playing an instrumental role in shaping our data centre business.

He has a demonstrated history of working with the IT and engineering industry. He is also a founder of Vulcan Global, a Data Centre product specific manufacturing company.

Data Centre



Building hyper-scale data centres for one of the largest cloud providers

Challenges

- Achieving modularity and flexibility in Hyperscale data centres
- Custom build solutions meeting strict timelines and budgets
- Delivering large scale deployments in multiple locations simultaneously under intense deadlines and increasing complexities

Data Centre Solutions to deliver excellence

- Programmatic execution skills facilitated accomplishment of 3MW of IT Compute with in three weeks, reduction from 6 weeks only 12 months ago
- Combining hot and cold aisle containment with ICT installations, enabled the client to expand global cloud presence with higher density installations with smaller footprints



IDS Delivered

First

Data Centre built In Qatar and Johannesburg

121MW

Total data centre capacity achieved

40%

Decrease in built time

11

European countries and Saudi Arabia served

10 years

Strong relationship with the client

We work with leading Co-Lo and Hyperscale providers

IDS SOLUTION TO DELIVER EXCELLENCE

With a credible experience in over 2500 data centre projects, IDS purpose designed a solution spanning data centre set up and hot/cold aisle containment services.

This purpose-engineered solution, along with our programmatic execution skills, facilitated accomplishment of 3MW of IT compute within 3 weeks from start. Our ICT installations with combined Vulcan Global products for hot and cold aisle containment brought down the built time by 40%. This enabled the client to expand their global cloud presence in newer territories at a much faster pace than expected.

Our top-notch services, engineering teams and management have paved the way for the client's future cloud deployment services. We are now helping them expand in other geographies including India and Africa.



*"It was a great team effort from all teams. IDS did an amazing job with cabling over a 2000 connections in under 4 weeks. **Without their help and speed this wasn't possible to realize it from our end.**"*

- Netherlands Operations Team



*"I also would like to thank IDS guys. **Working quick and accurate. Due to their experience in Microsoft Datacenter** they would need little to no explanation of what needs to be done."*

- UAE Install DC Team





Badri Gommatam

Chief Technology Officer

A photonics expert, Badri leads core research in optical communications products and network solutions. With a view on emerging network technologies, Badri guides the Company's technology vision.

Under his leadership of nearly a decade, the Company today has over 358 patents to its credit. Badri has an MS and Ph.D. from the University of Massachusetts, Amherst, and a BS from the Birla Institute of Technology.

He has been with STL since 2011.

Building Competitive Technology Advantage

4



**Ecosystem
Alliances and
Investments**

**Open & Cloud
Native**

**Invest in
Critical
Technologies**

**Partners that
Lead their
Domain**

**Expertise
Across the
Entire Stack**

**Grow and
Acquire
Critical Talent**

STL has invested deeply in technology development

4 Innovations Centres

with world class R&D capabilities



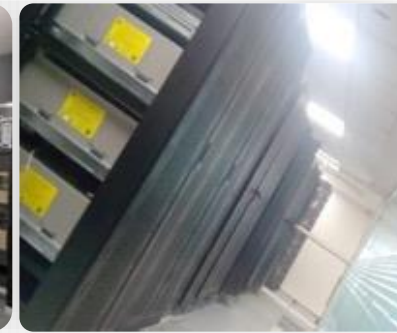
**Optical Fibre
Centre of Excellence,**
Aurangabad



**Optical Fibre
Cables Design Lab,**
Silvassa



**Centre for
Smarter Networks,**
Gurugram



**STL
Cloud Lab,**
Ahmedabad

358 Patents

in Optical Connectivity, Network Software & Services and Access solutions

Innovating with Startups, Future Disrupters

Our 5G Approach leverages this ecosystem

Data Centre Solutions



OpenRAN in the Cloud



OpenRAN Radio

VVDN

Academic Alliances

MIT | IIT-M
RUTGERS

Open Networking
Standards



5G Access
Solutions

Designed &
Manufactured
by STL

Validated by
our customers

STL 25
YEARS OF OPTICAL FIBRE



5G NR Macro Radios



5G NR Small Cells



Software based
DU & CU

We have great support from our ecosystem of partners



Gabriele Di Piazza

(VP, Solutions & Marketing, Telco and Edge Cloud, VMware)



STL's **programmable network function suite across wired-wireless network deployments** running on top of VMware Telco Cloud, keeps **us in an advantageous position** to support our mutual customers for their future network requirements



Gilad Garon

(CEO, ASOCS)



We are **thrilled to partner with STL**, their **staunch focus on technology and strong customer relationships** will go a long way in delivering flexible and innovative solutions to customers



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.**

Anjali Byce

Chief Human Resources Officer

Anjali joined STL in 2019. She has been building an agile and culturally strong organisation by running strong programmes on talent, culture, values and diversity.

Anjali has extensive experience in organisational development, learning and development and industrial relations. She has also worked at SKF, Tata Motors, Bajaj Allianz Life Insurance, Cummins and Thermax. She has a Master's in Human Resources from the SCHMRD, and in Applied Psychology from the University of Delhi.



**STLers see STL as a global tech company,
where they enjoy building long-term careers**



STLer Place to Work

**EMPOWERING
CULTURE**

**ENRICHING
GROWTH**



Many skills



Many cultures



Many views



One company



glassdoor

3.9 ★★★★★

Best-in-class global and diverse teams

STL 25
YEARS OF OPTICAL FIBRE

LEARNING
IN THE DNA

ACADEMIA
PARTNERSHIPS

INNOVATION &
RESEARCH

COLLABORATIVE
LEARNING



Anupam Jindal

Chief Finance Officer



A chartered accountant from ICAI, Anupam began his professional journey with the Vedanta Group in 1998. After working in the aluminum foil and copper-cable businesses, he went on to head the finance division of the group's mining operations in Australia.

Moving back to India, **he joined STL in 2006 as CFO, and for the last 14 years,** he has been instrumental in driving the Company's sustained and robust financial performance.

STL's Financial Priorities

STL 25
YEARS OF OPTICAL FIBRE

1

STL's
journey

2

The Industry
is reaching an
inflection point

3

STL 3.0
Roadmap
A Strategic
Perspective

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Financial
Priorities

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Sustainability
& Impact

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Q&A

We integrate digital networks for our customers

STL 25
YEARS OF OPTICAL FIBRE

Core
Business

Customer
Segments



Telcos



Cloud
Companies



Citizen
Networks



Large
Enterprises

End-to-End
Solutions

opticonn

Optical
Connectivity



Fibre
Deployment

FTTx
mantra
One Solution. Countless Opportunities

FTTx Access
Network

netmode

Network
Modernisation

Portfolio
Offerings



Optical
Interconnect
Products



Virtualised
Access
Products



Network
Software
Products



System
Integration
Services

Unique
Capabilities

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

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

- Telecom Billing Operations Software
- Monetisation and Engagement Software

- Network Design Services
- Fibre Rollout Services
- Network O&M Services
- Data Centre Integration
- Private Enterprise Integration

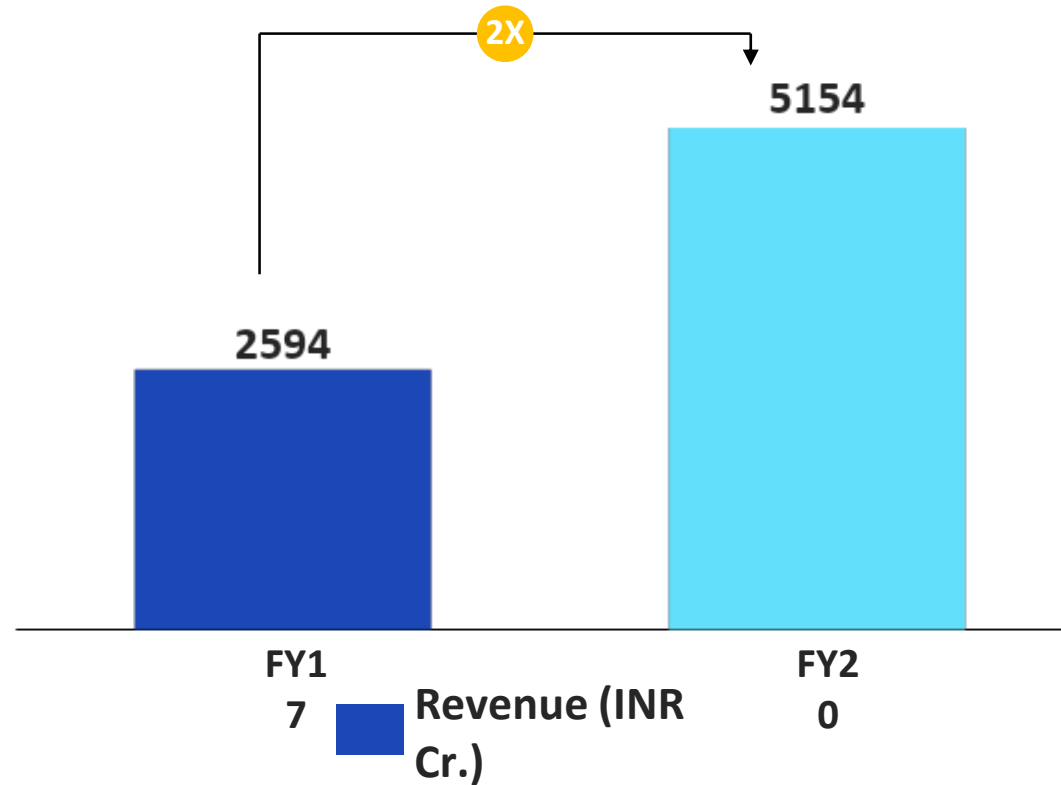
We have doubled our revenues in the last 3 years



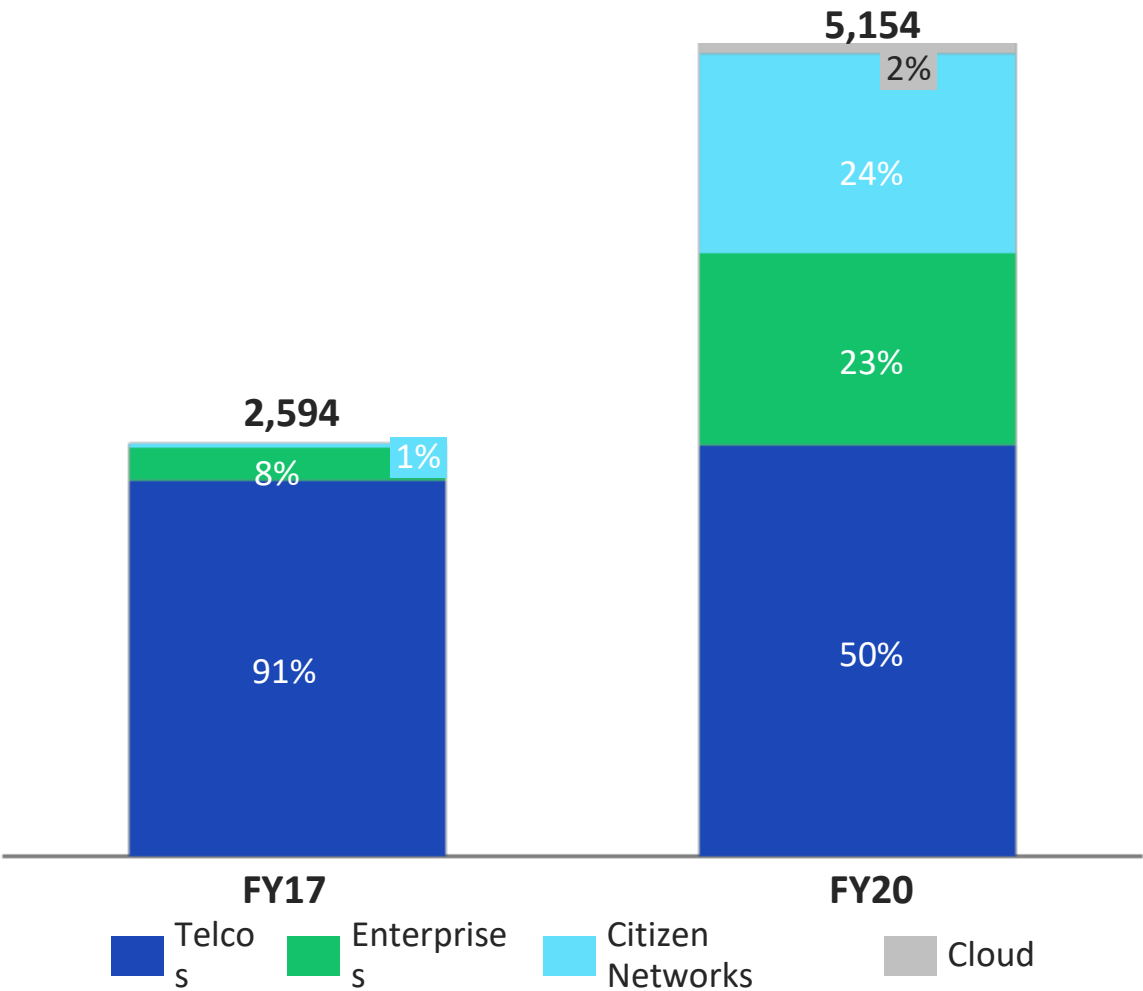
Growth

Delivered profitable growth as a result of

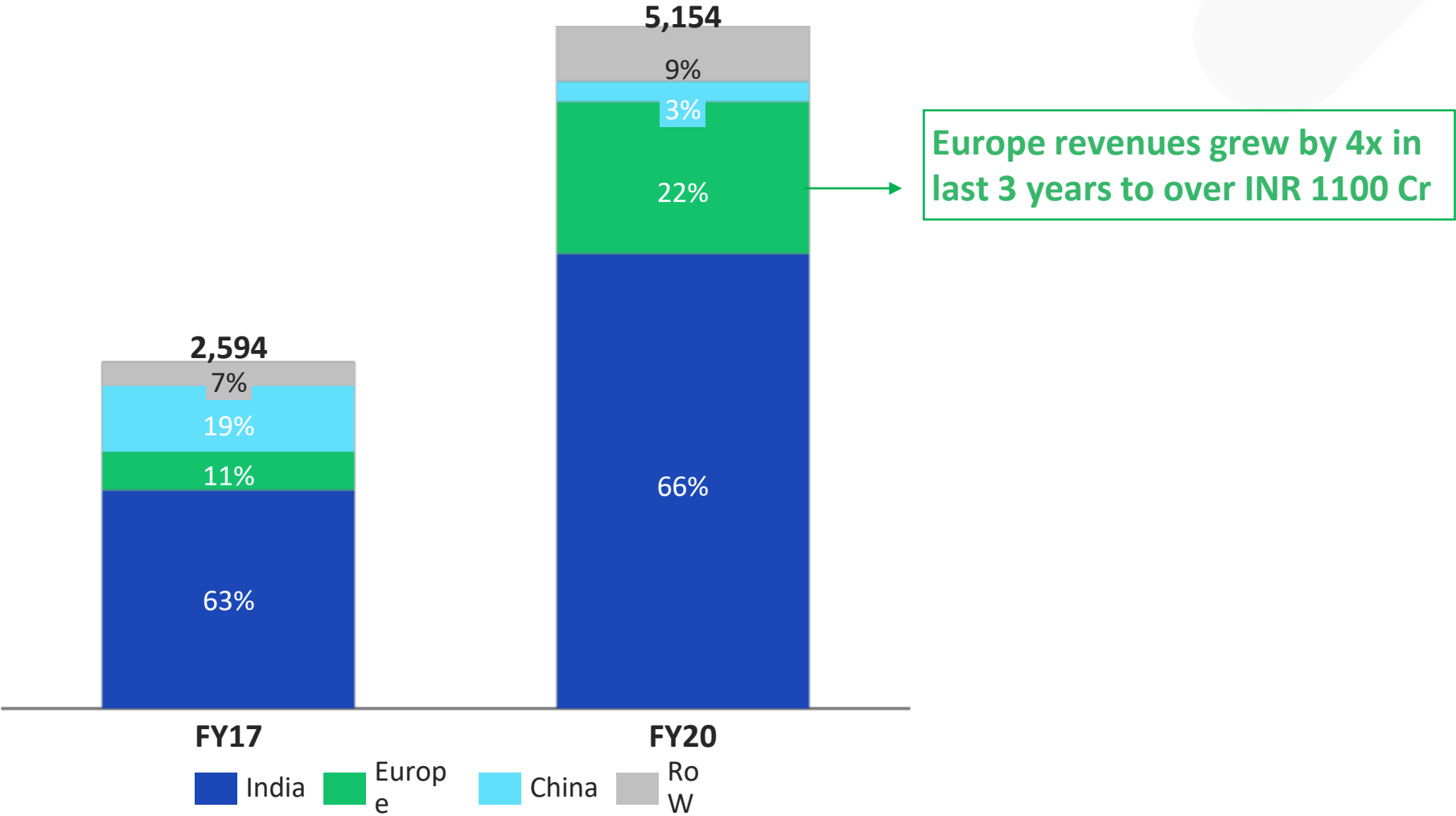
- Strategic investments in
 - Technology and Capabilities
 - Scale
 - Geography



And diversified our revenue across customer segments



We have also increased our global presence

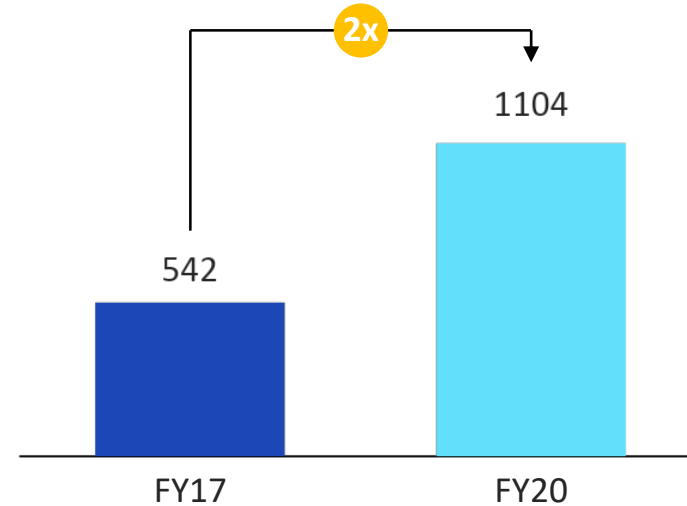


We have doubled our EBITDA from FY17 to FY20

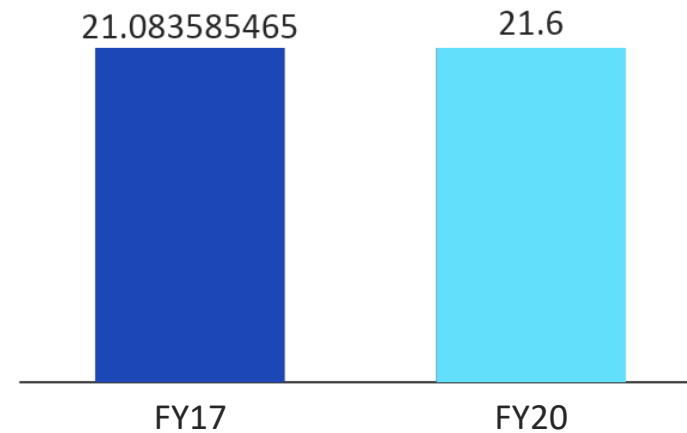


Earnings

- **Delivered sustainable earnings growth**
- **Delivered RoCE >20% consistently**



■ EBITDA (INR Cr.)



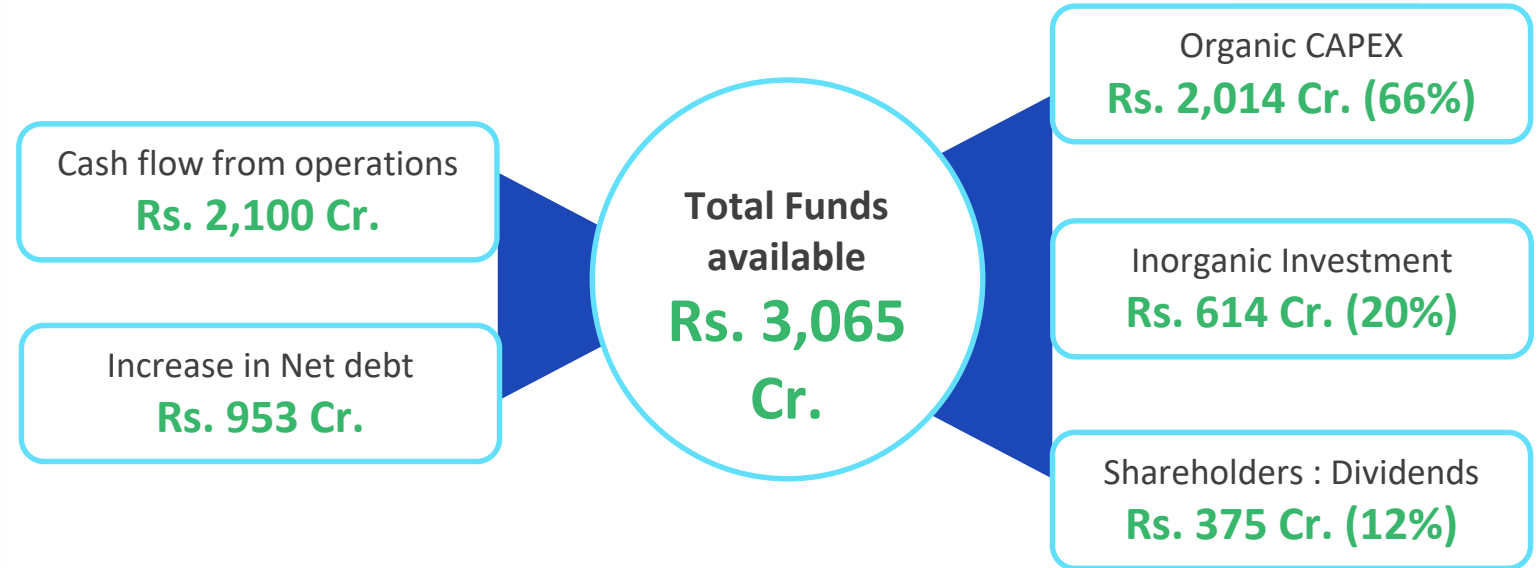
■ RoCE

We have invested in organic & inorganic capabilities to enable future growth



Capital Allocation

- **Investments in**
 - a. Capacity (Organic)
 - b. Capability (Inorganic)
- **Consistently maintained net debt/equity ratio <1**
- **Consistent dividend payout ratio at 30% of net profit**



More than **doubled Capacity in OF & OFC**
from 22 to 50 mn. fkm & 8 to 18 mn. fkm respectively

As we look to the future, our core financial principles shall remain same

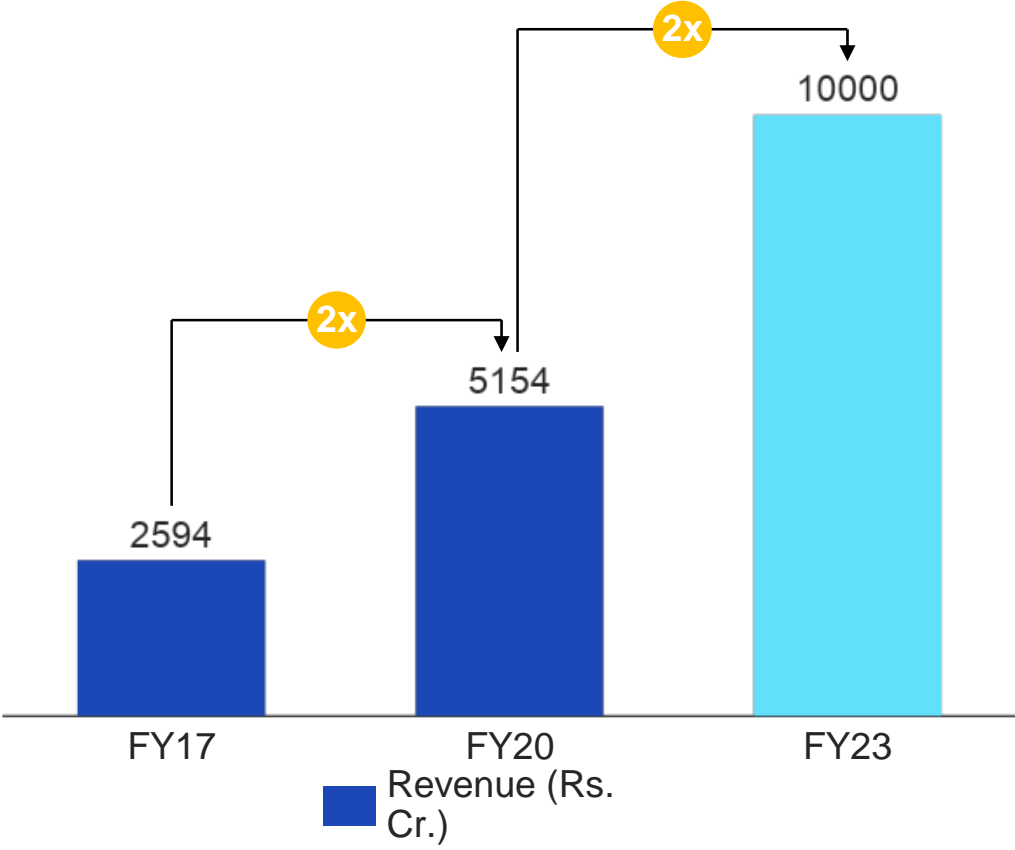
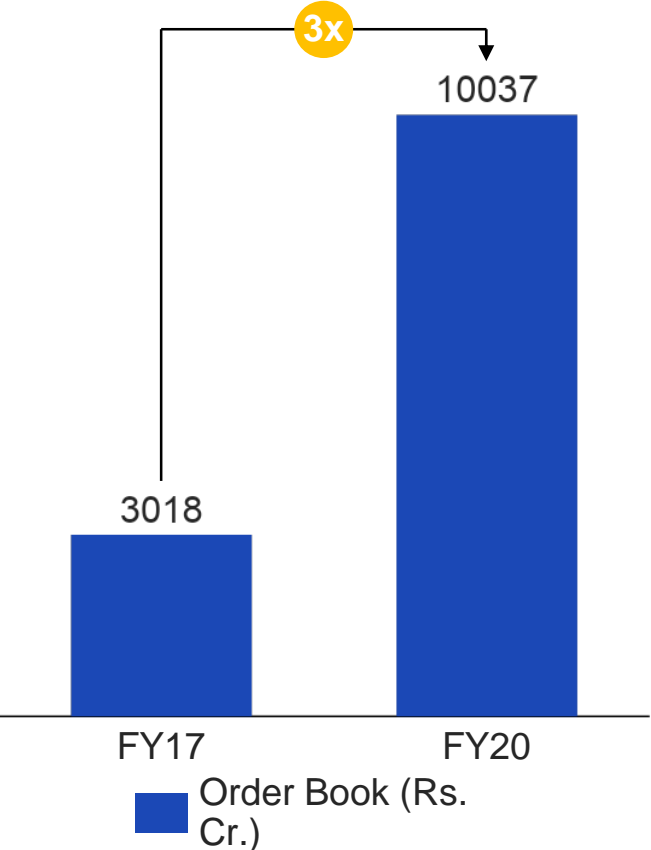


**THE
FUTURE**

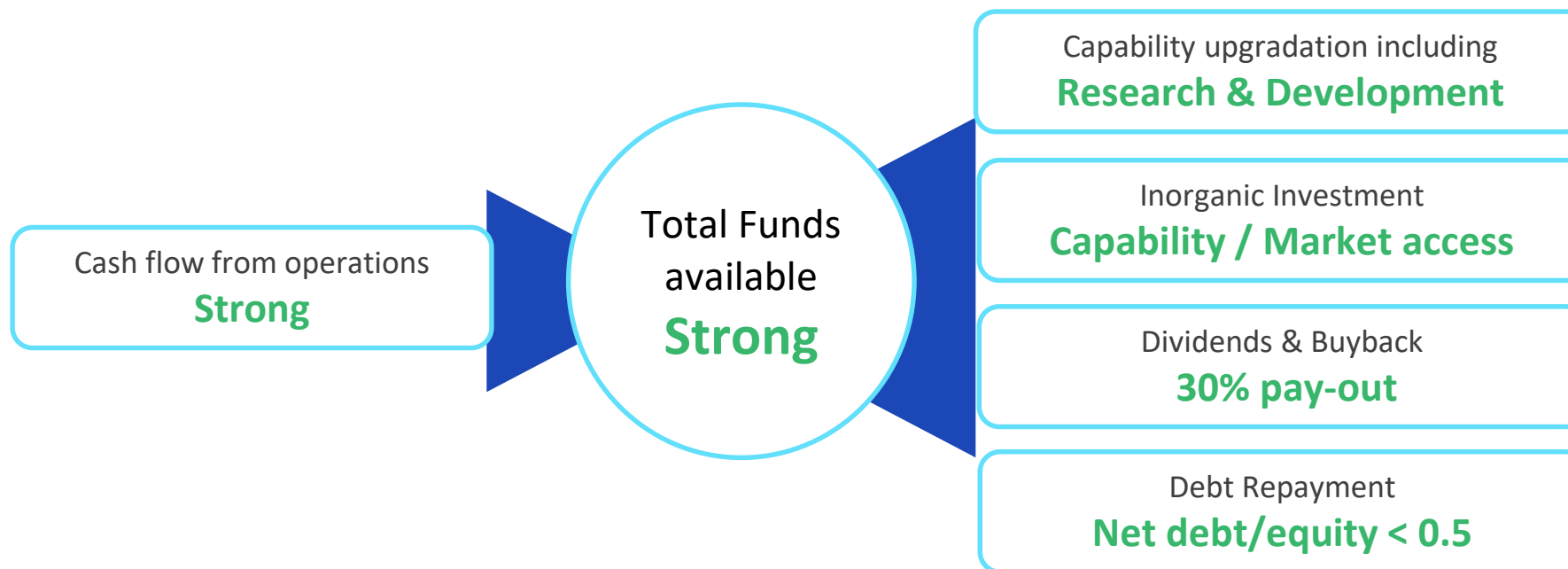
We will target to double our revenues in the next 3 years

Order Book growth of 3x since FY17.

Continued focus on building order book including new revenue streams e.g. O&M



We will target Net debt/equity < 0.5 in the next 3 years



Reach **Net debt/equity < 0.5** while delivering **RoCE of 20% +**

Summary: Financial Targets: FY23

Growth

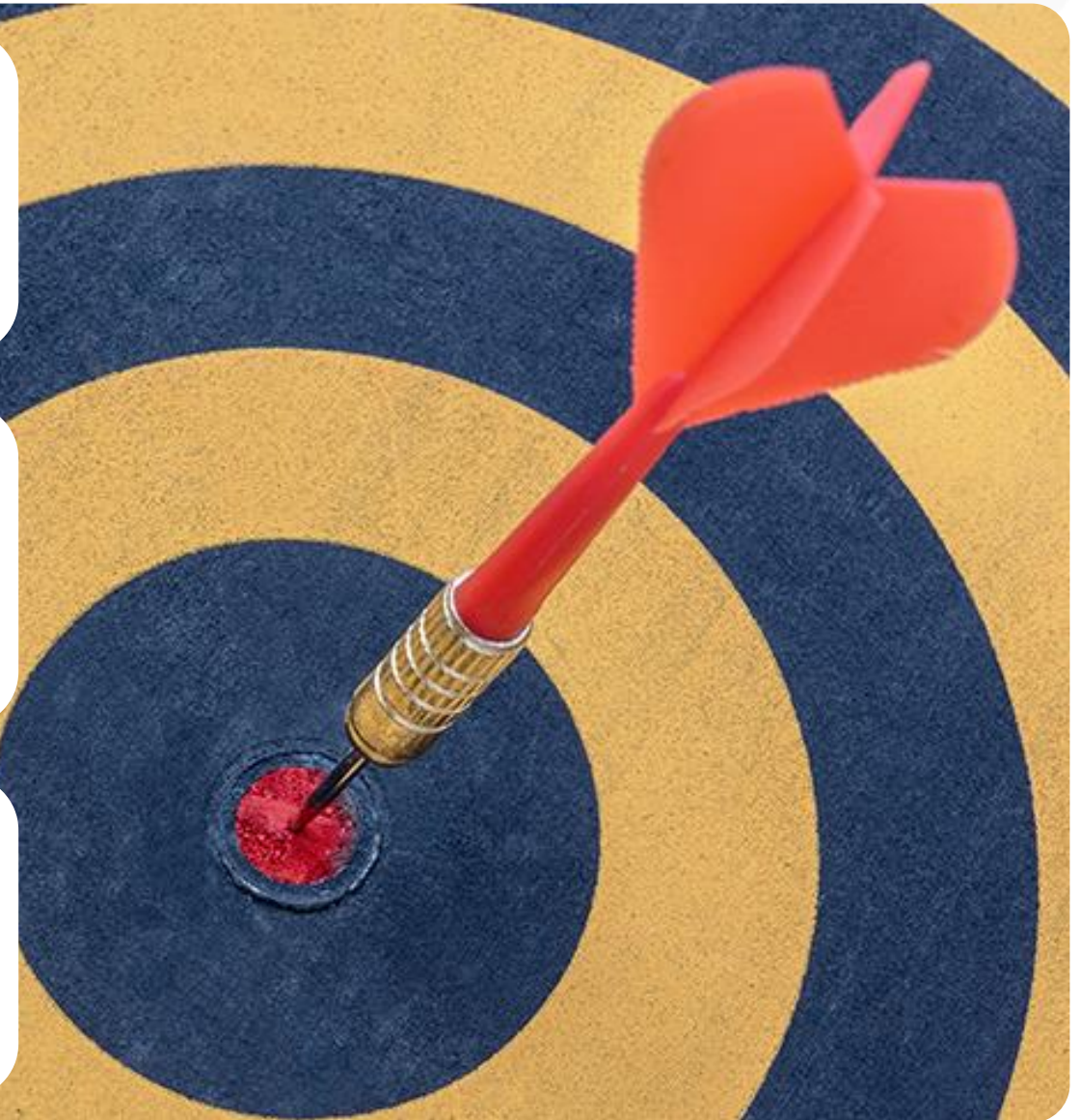
Revenue : Rs. 10,000 Cr.

Capital Structure

Net debt/equity < 0.5

Returns

RoCE >20%



Sandip Das

Non –Executive and Independent Director

Sandip Das is one of Asia’s most respected telecommunications professionals and an acclaimed Chief Executive.

He holds BE (Mechanical Engineering) and MBA degrees, and is an alumnus of Advanced Management Program (AMP 188) from Harvard Business School, Boston. For four years, he appeared on the Global List of Most Powerful People in Telecom published by Global Telecoms magazine. He has been awarded the Lifetime Achievement Award for his contribution to Indian Telecom by Voice & Data magazine, Cyber Media Publications.



Sustainability & Impact

Environment | Social | Governance

STL 25
YEARS OF OPTICAL FIBRE



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We have always been driven by our purpose

Our Purpose

Transforming everyday lives

by delivering smarter networks



promises
delivered



hunger to
learn



keep it
simple



respect &
empathise

We have a strong board in place

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

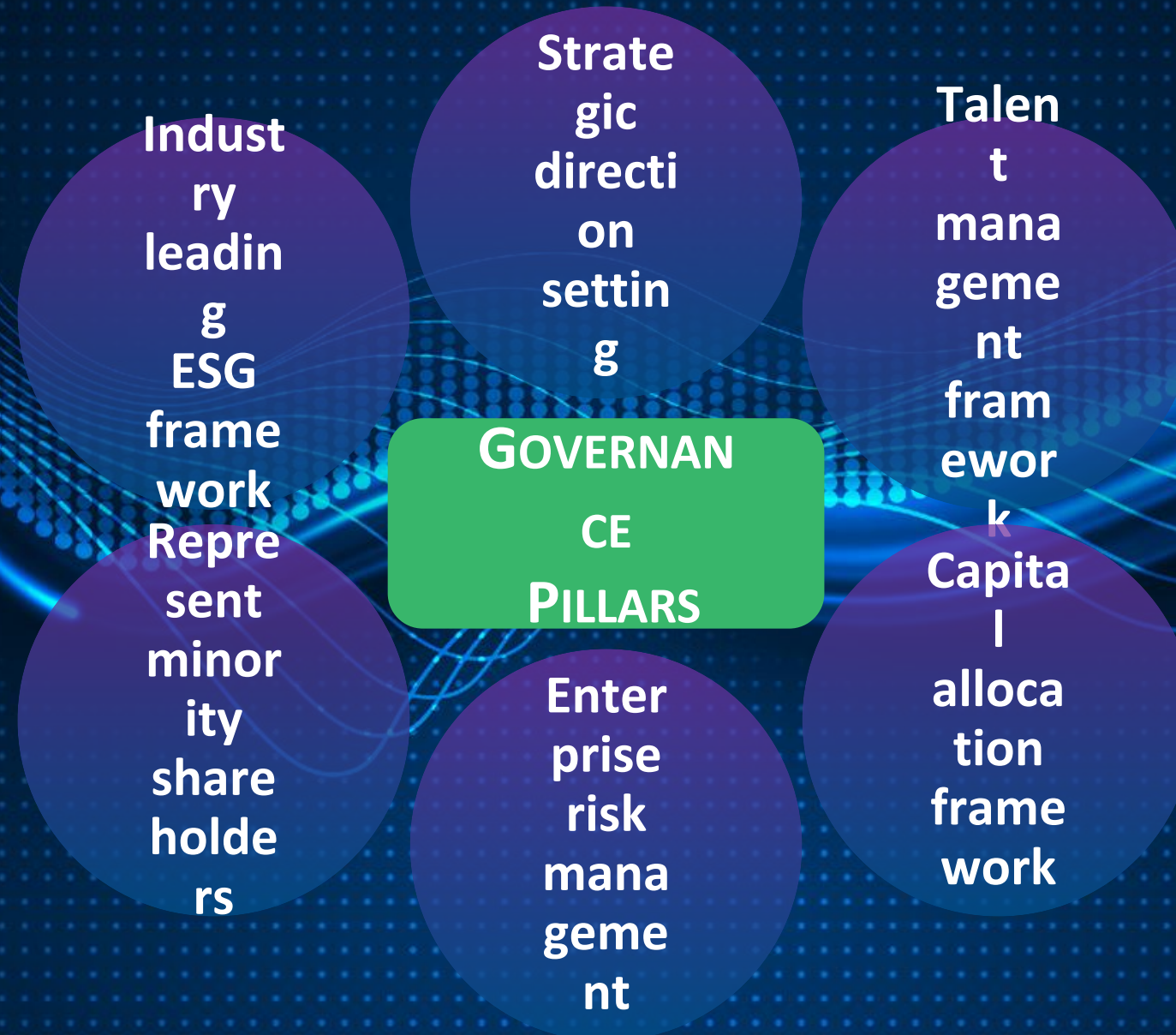


Arun Tadarwal

(Non-Executive & Independent Director)

- Partner of Tadarwal & Tadarwal, 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

Ensuring high quality governance



World's 1st ZWL Certified – Driving Sustainability

STL25
YEARS OF OPTICAL FIBRE

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

65k

tons diverted from landfill
spaces

96%

of our industrial waste does
not go into landfill

Reduced

CO2 emissions significantly

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

Integrated Optical Fibre and Cable Manufacturer

Certified Manufacturing Locations ♦ Shendra ♦ Rakholi ♦ Dadra



Jeewan Jyoti – Empowering Millions of Women

STL 25
YEARS OF OPTICAL FIBRE

Through vocational training; communities - especially women are equipped with skills that enable them to access livelihood opportunities.

1.32M

lives impacted through CSR activities

100+ villages

Transformed with over 1300+ women professionals

Environment

Green Belt & Jaldoot

Women Empowerment

Jeewan Jyoti

Education

Smart Nandghars, Digital Empowerment

Health

Mobile Medical Unit

STL Garv – Innovating for Good

STL 25
YEARS OF OPTICAL FIBRE

STL GARV Digital Access Point is an integrated system for enabling rural citizens to benefit from the internet.

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



Agri Sense

IOT agri sense solution, example- soil quality, moisture, temperature etc.



Speech to Email

System to support villagers on documentation and outreach.



AR/VR Training

State of the art haptics training module under the skill training initiative



WiFi Connectivity

The Kiosk also provides public WiFi for populations.



Sarpanch App

Enables Sarpanch to connect anywhere anytime to his office and population



Swachh Sense

Garbage and sanitation management which enables digital recording of Swachh Bharat implementation



Tutoring for Students

Solution to enable video based tutoring for students to allow village students to benefit from extra classes



Digital Payments & e-Governance

Enabling digital payments and transactions in rural India



Smart Surveillance

Enables on the mobile and on the Kiosk surveillance of any and every facility



Intelligent Lights

Power optimization and safe surroundings

COVID 19 – Committed in Tough Times

STL's commitment towards fighting against the global pandemic

STL 25
YEARS OF OPTICAL FIBRE

4.5 Lakh

Kakinada citizens informed through Smart City CCC

1 Lakh

Youth trained on COVID 19 awareness under Project Saavdhaan

COVID19 helplines

Repurposed by using smart city networks in Gujarat, MP and Maharashtra

STL Academy – Skilling for the Future

STL 25
YEARS OF OPTICAL FIBRE

To train people in the correct ways of deploying and maintaining an Optical Fibre Network

STL
academy

72k

Trained Professionals

10K

Certified Professions

Academy

training for deployment of
future ready networks



Summary

We see a **significant acceleration towards new digital** infrastructure creation.

The new generation of networks are significantly different,
presenting a unprecedented opportunity for STL

With a 25 years of track record of credibility, execution and customer engagement,
STL has developed strong capabilities to address this opportunity

STL shall **target a strong financial growth** by FY23 with revenue of Rs.10,000 Cr.,
net debt to equity < 0.5 & RoCE of 20%+

STL is **backed up by an incredible board** with a industry leading ESG framework

Q & A

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