

STLescope²⁰²¹

Unravelling the Future Series

Part – 1 of 3

Investors Meet

29th Sep 2021



Safe Harbour



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Today's Speakers



Chris Rice

CEO – Access Solutions

A seasoned technology and business leader, Chris leads the Access Solutions business. A business unit dedicated to open networking solutions in the broadband fiber and OpenRAN 5G wireless areas. STL created key innovations and recent R&D in the access space; the goal is to productize these innovations, achieving technology and market leadership for STL.

Well-known in the technology and open networking communities, Chris brings over 25 years of telecom experience to this role. Prior to STL, he was associated with AT&T where he delivered on a multi-year technology strategy and vision for both the network and its underlying systems' evolution. He also led AT&T's pivot to software-defined networking (SDN), leading the teams that built the fundamental automation and platform capabilities that drove this shift.



Mihir Modi

Chief Finance Officer

A prolific professional, Mihir has more than 20 years of experience in Finance, M&A, Strategy, and General Management. As the Chief Financial Officer of STL, Mihir is actively working towards delivering consistent shareholder value through strong financial performance, deep industry alliances and high internal efficiencies. Prior to joining STL, Mihir co-founded a contemporary digital media content company based in Mumbai. He has also worked as Chief Strategy Officer & CFO at Zee Entertainment, and also held key leadership positions at Godrej Consumer Products, Novartis Pharma and Ernst & Young.

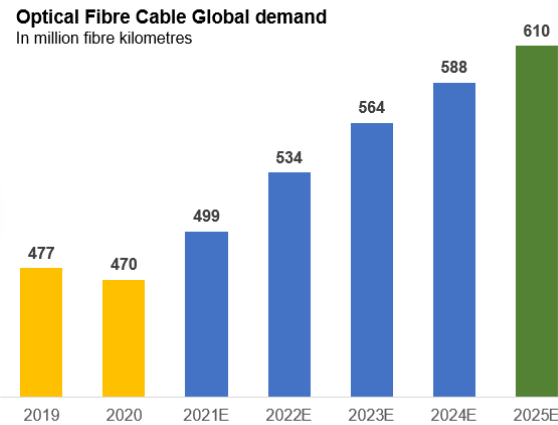
Continuing from STLescope 2021



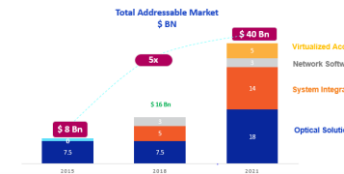
1 A decade long network creation cycle has started

Driven by
5G, FTTx and Rural Connectivity

- 5G
- FTTx
- Rural Connectivity



2 We are well poised to leverage this cycle



With an increased TAM -
Total Addressable Market
of \$40 bn.

3 A Focused strategy for growth



With three
growth levers

STL's three focused levers for growth



Services

2 Globalise
Take System Integration
business global and scale in
India



Software

1 Grow
Optical
business



3 Build
Strong Access
Solutions
business



Hardware

Today we will discuss the BUILD growth lever

1. New Era of Open Networks

Staying ahead of the technology curve (5G OpenRAN & Fibre)

2. Three Core Product Areas

Building new products to lead in open networking space

3. Key Foundational Capabilities

Devising strategic initiatives based on three foundational capabilities

4. Delivering Results

Robust strategy culminating into results

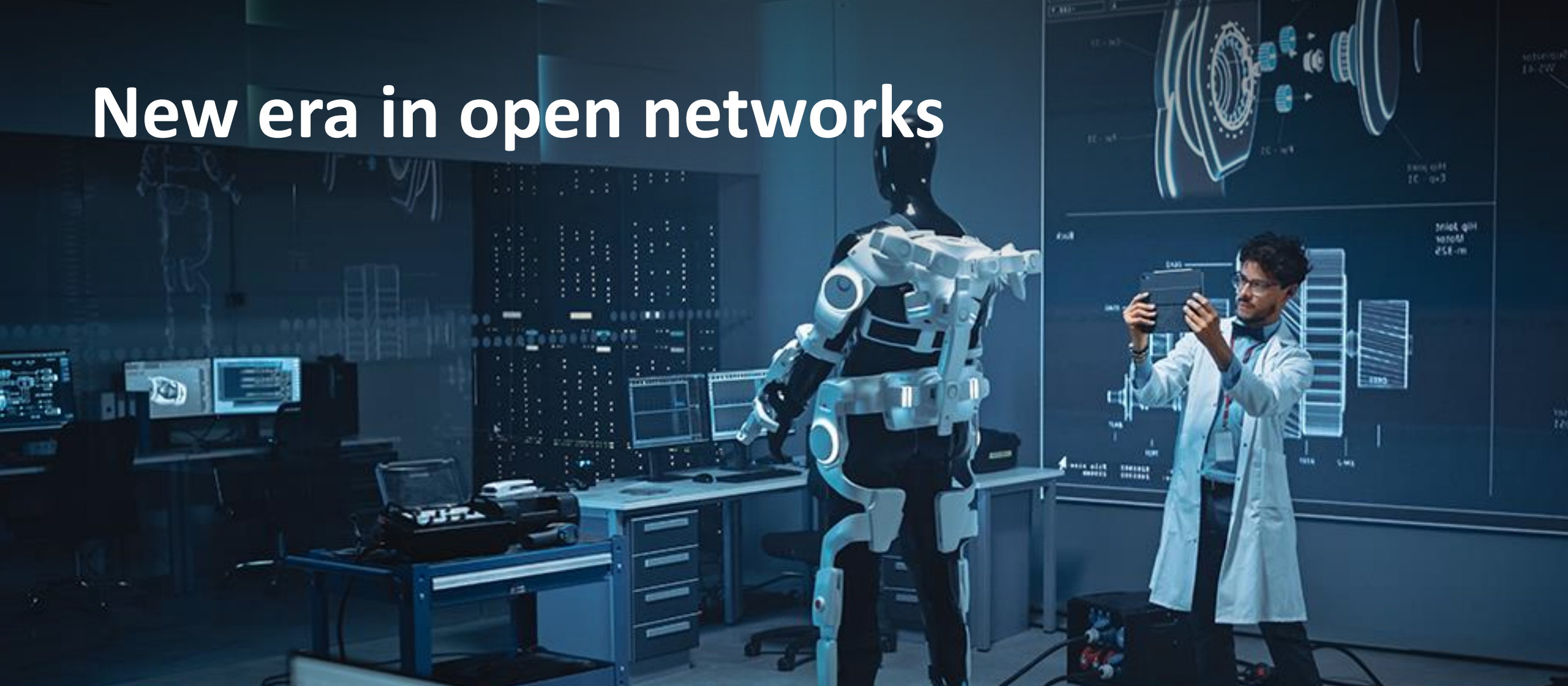
3

Build

**Strong Access Solutions
business**



New era in open networks



1

**New era
in open
networks**

2. Three core
product areas

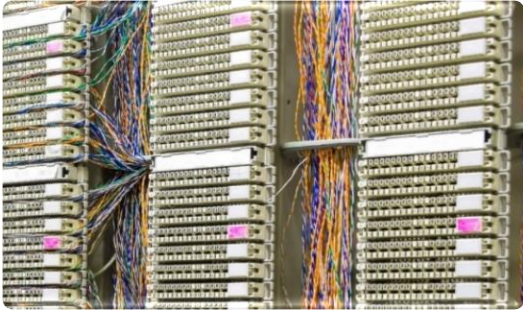
3. Key foundational
capabilities

4. Delivering results

5. Q&A

Industry is shifting towards disruptive open networking solutions

Market Challenges



MONOLITHIC PROPRIETARY SYSTEMS

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

Market Transformation



Market Drivers



OPEN SOURCE VIRTUALIZED WEB-SCALE SYSTEMS

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



Industry Focus

Open, Disaggregated, Programmable

Industry Validation

*“New O-RAN (open radio access network) and vRAN (virtualized RAN) ecosystem could **disrupt current vendor-lock-in** and **promote 5G adoption** by providing cost-efficient and agile 5G products in the future” -- Gartner*

Omdia and Dell'Oro Group increase Open RAN forecasts

Open RAN growth to reach 250% year on year

OpenRAN TAM ~\$5bn in FY 2021

Widespread acceptance, non-linear growth globally

Telcos are showing more confidence in OpenRAN

- More than **29** Telcos joined the **ORAN alliance** (this number was just 5 in 2018)

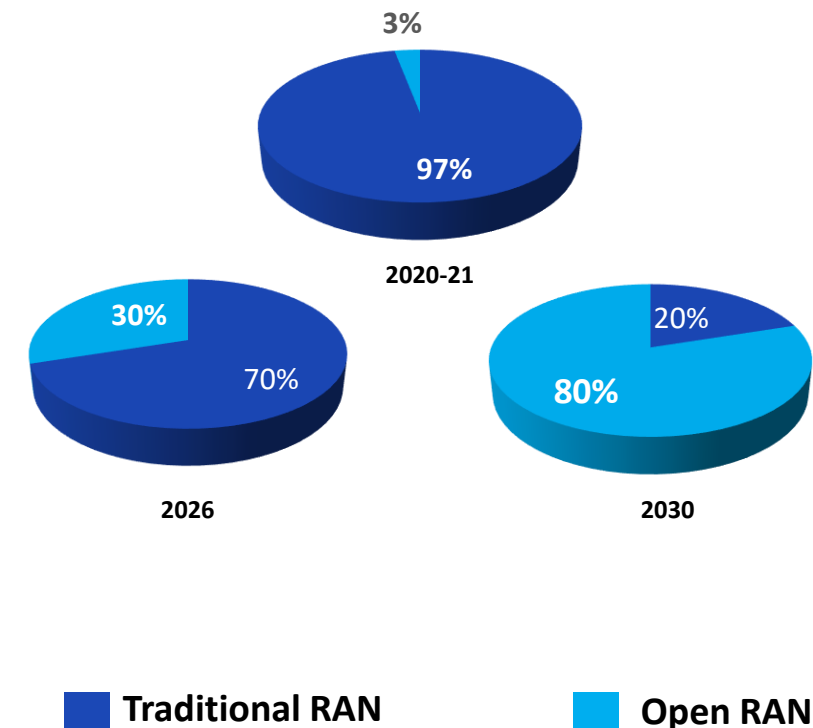
- European Telcos are collaborating to create **interoperable OpenRAN market**



- Middle East Telcos are supporting and committing to OpenRAN. Etisalat, Zain and Du have **signed an MoU** for advancements in OpenRAN

OpenRAN adoption to spike in the coming years

Over next five to seven years the total addressable market will be around \$50-55 Bn



Three core product areas



1. New era in open networks

2 **Three core product areas**

3. Key foundational capabilities



4. Delivering results

5. Q&A


Focus on three core product areas to gain leadership position

3 Core Product Areas

5G OpenRAN ecosystem

-  Open Networking-based Fiber Broadband and Wireless solutions (Radio)
-  Smart and agile RAN Intelligent controller (RIC) platform

FTTx

-  Open SDN programmable next-gen virtualized solution (PFTTx)



One Core Business

**BUILD SOFTWARE
AND SYSTEM
EXPERTISE TO
BECOME LEADER IN
OPEN NETWORKING
SPACE**

Unique software and systems expertise to tap \$5bn market



3 Core Product Areas

Addressable market



OpenRAN 5G Radio

System

- Design, development, test
- Vendor Management
- Lean process flow
- Merchant silicon, ODM/EMS factory model

Software

- Fronthaul Gateway
- Management and control plane
- IEEE 1588v2 synchronization



Programmable FTTx

System

- Best in class power, size and capacity for open disaggregated OLT equipment

Software

- Ownership of OLT software (Broadband Forum) and ONF specification



RIC

System

- Standard COTS hardware servers or cloud-based model

Software

- Ownership of RIC software for non-Real-time and near real time
- RAN OA&M,
- RAN Domain Orchestrator

~\$5bn

(Radio constitutes of 40-50% of overall market)

Key foundational capabilities

A man with glasses and a beard is shown in a close-up, focused on working on a complex mechanical device. The scene is illuminated with a strong blue light, creating a high-tech, industrial atmosphere. The man is wearing a dark shirt and is looking intently at the device he is holding. The device has various gears, lenses, and metallic components, suggesting a precision engineering or scientific setting.

1. New era in open networks

2. Three core product areas

3 Key foundational capabilities

4. Delivering results

5. Q&A

Strategic initiatives based on 3 foundational capabilities

1



Develop an end-to-end access solution

Build an end-to-end fiber broadband and 5G wireless solution

2



Drive technology-led-growth

Invest in building software capabilities, labs and systems knowledge

3



Nurture top talent

Wide array of skill sets and global talent

Launched Accellus - An end-to-end fiber broadband and 5G wireless solution



End-to-end
access solution



accellus

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

Benefits

For Customers



Lower
TCO



Faster-time-
to market

For Shareholders



Better gross margins
for shareholders

Accellus: A programmable solution, based on open standards



Open networking broadband fiber and 5G wireless product portfolio

End-to-end
access solution



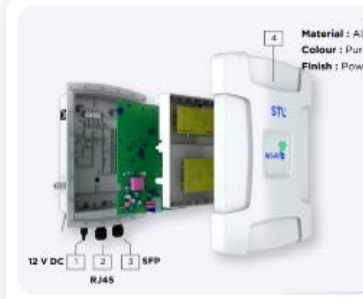
Open RAN 5G Multi-Band Radio

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



Garuda

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



Wi-Fi6 Access Solution

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



pFTTx

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



RIC

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

Smaller
Size



Better
Cost



Lower
Power



Easier
Deployment



Simpler
Operations

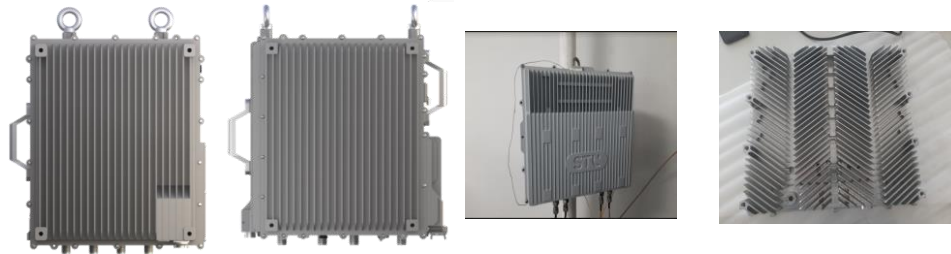


Accellus: Delivering products with significant value



End-to-end access solution 

5G Multiband Radio



Dualband

Triband

Band 41
Top View

Band 41
Bottom View

Smaller Size 

Lower Power 

Better Cost 

Simpler Operations 

Easy deployment 

- Best in class size, power, and weight ratio

- Easy field set-up and verification
- Software diagnostics and easy, “hitless” upgrades

5G ready indoor, outdoor small cell



Indoor

Bottom enclosure for
Indoor Variant

Outdoor

Bottom enclosure for
Outdoor variant

Smaller Size 

Lower Power 

Better Cost 

Simpler Operations 

Easy deployment 

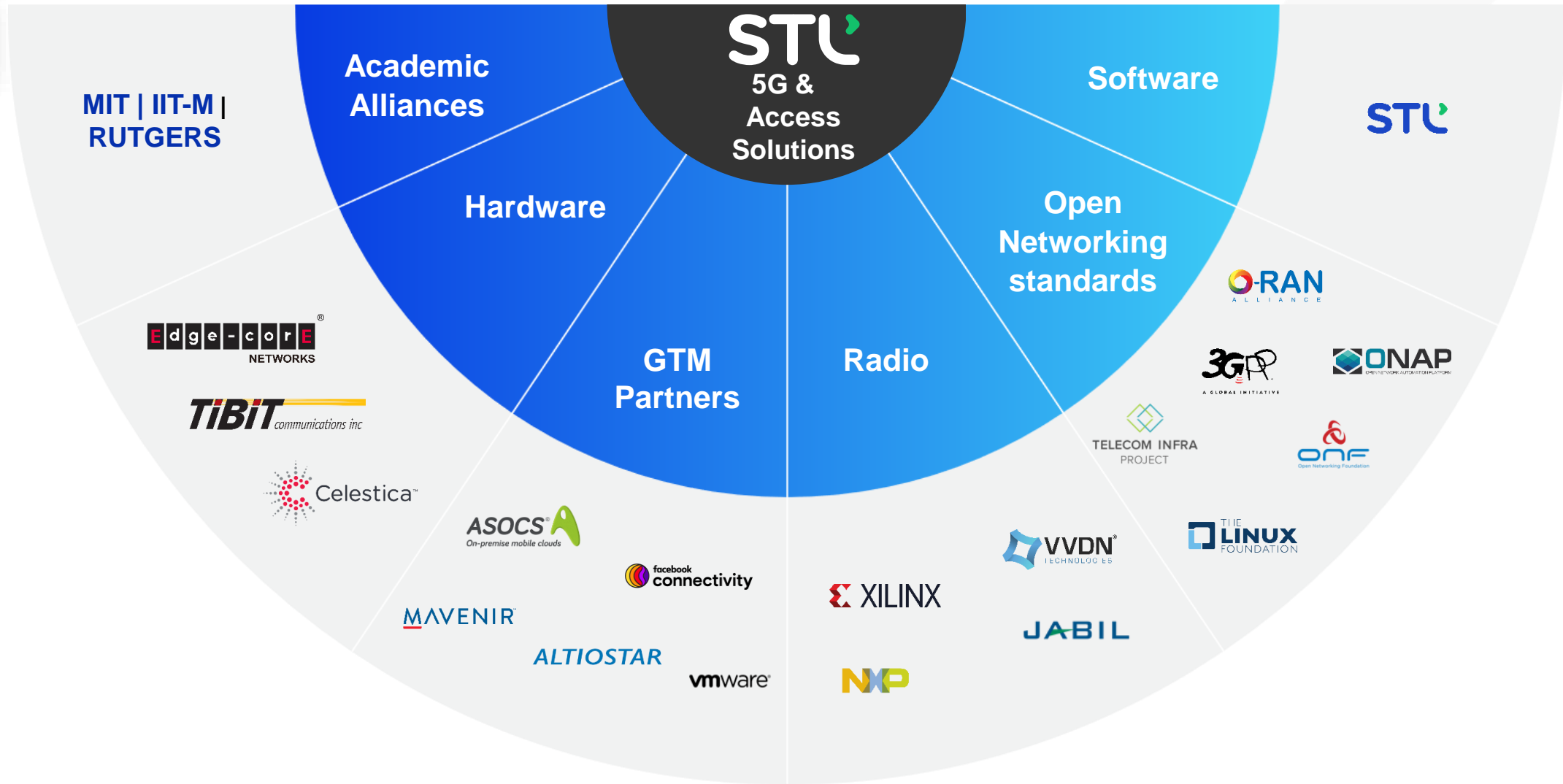
- Works off of PoE+
- Small size
- Tunable center frequency

- Fully ORAN 7.2 compliant
- Low weight (hangs on wall or ceiling)
- Seamless integration with ORAN CU/DU

Accellus: Delivering solutions through a robust ecosystem



End-to-end access solution



Investing in building technical specialisation and knowledge



Multifold increase in talent



**Globally on-boarded
~200 Engineers**

Specialised in Radio, PFTTx and RIC

Sharp focus on innovation



**Two innovation labs in Gurgaon,
India**

Building a new radio and PFTTx lab
(Live by Jan 2022)

Global IP with 54 Patents



Technology-
led-growth



Strengthened our talent base with global resources



John Medamana
Ex-AT&T



Hank Kafka
Ex-AT&T



Guy Lupo
NBN

Technology Advisory Council



Chris Rice
CEO



Tom Leonard
EVP, Sales



Pat Velardo
AVP, Analytics

Global Experts



Rajesh Gangadhar
CTO



Sarat Puthenpura
AVP, Inventive Science



N. K. Shankaranarayanan
Principal Inventive Scientist

Our core team in India is 200+

Delivering Results



1. New era in open networks

2. Three core product areas

3. Key foundational capabilities

4 Delivering results

5. Q&A

Started to deliver results through our strategic capabilities



Customer Wins	Products	Outcome
North American Telco	5G Dual Band and Triband Radios	Delivery to start from H2 - FY 2022
Top FTTH service providers (Taiwanese and Australian)	Programmable FTTx	Pilot completed

Global Recognition



- **Recognised** as a leading 5G RAN vendor by Gartner
- STL mentioned as an **Enabler** for enhanced partner ecosystem support in **Digital Marketplace**



- **Top 60 Edge computing companies** to watch in 2021.
- **Top 10 RAN vendors** to watch out for in 2021 by STL partners



- **BCG Top 100 Tech Challenger**

Partnered with Facebook Connectivity for the Evenstar program



**DEVELOPING RADIO
UNITS
MANUFACTURING
ECOSYSTEM GLOBALLY**

- Entered a strategic collaboration with **Facebook Connectivity** to co-develop **2 types of radio units** under **Evenstar Program**
- The Evenstar program is a collaborative effort by **Facebook Connectivity and global Industry partners to accelerate the adoption of open RAN technology**

Key Differentiators



Focus on technology evolution for competitiveness vis-à-vis incumbents products

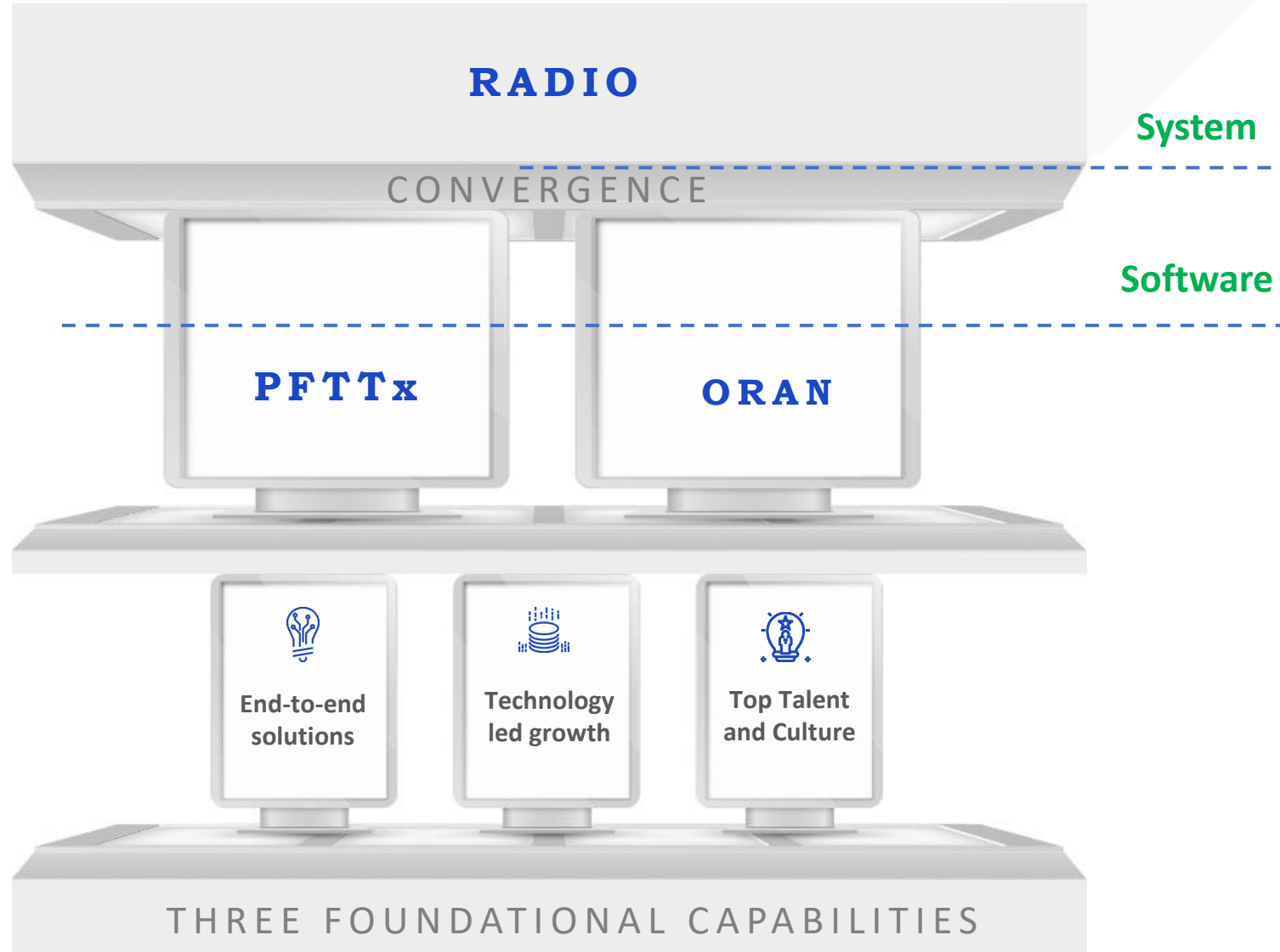


Synchronized industry efforts under the Evenstar umbrella



Unified radio designs to achieve lower costs

Poised to lead in the open networking space



The combined strength of

3 product areas

3 foundational capabilities

will drive success

Q&A



1. New era in open networks

2. Three core product areas

3. Key foundational capabilities

4. Delivering results

5 Q&A



beyond tomorrow