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# Acquisition of Clearcomm

UK Based Network Integration  
Company

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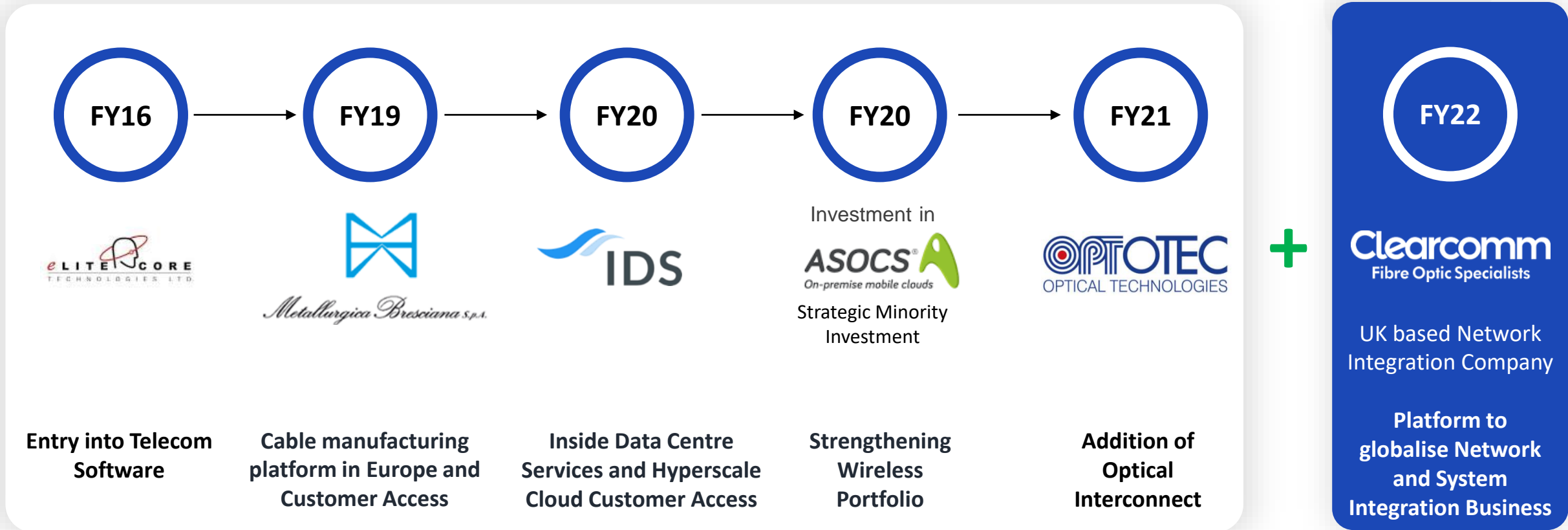
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# Successful Track Record of Entering New Markets and Businesses through M&A



Strengthening our market presence by augmenting capabilities through M&A and Investments

# Compelling Rationale to Globalise Network and System Integration through UK Market entry



01

## Rapidly Expanding UK Market

UK Government

### Project Gigabit

**£5Bn**  
Spend

PM Boris Johnson launches £5bn 'Project Gigabit' and reveals first areas to get 'lightning-fast broadband'

Major Operator's

### Full Fibre Network Targets

openreach

4 million premises by 2021 & 15 million by 2025

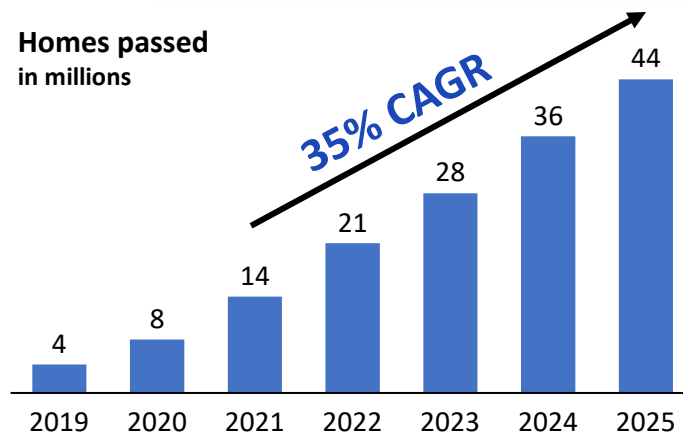


8 million premises by the end of 2025/26

CityFibre

1 million premises by 2021 and 8 million by 2025

Homes passed in millions



02

## Customer Demand Pull

Rapidly increasing fiberisation in UK is driving network creators to accelerate network expansion



openreach

Multi-year strategic partnership to help build new UK full-fiber network

03

## Unique Positioning of STL offerings in UK

Network Design



Product Innovation



Execution Excellence

Fully integrated network planning and implementation

→ increased predictability and accountability with customers

# Clearcomm – Network Integration Company



## Company overview

- Clearcomm provides end-to-end network integration solutions to customers who are Tier-1 suppliers to telcos in the UK.
- Well positioned to **capitalize on the fiberisation wave in the UK** through long-standing relationships with marquee customers and suppliers
- **Strong reputation** among its customers; considered as a **reliable and agile** delivery partner

## Financial Profile and Key Facts

**~£20Mn**  
Revenue (FY20\*)

**26%**  
3-Year CAGR

**~50**  
Employees

**15 days<sup>#</sup>**  
Working Capital Days

## Deal Highlights

### Structure

- Transaction is structured to acquire 100% stake in 2 tranches
- First Tranche - acquisition of 80% of shareholding
- Second Tranche – balance 20% shareholding will be acquired in 2023

### Enterprise Value

- First Tranche shares will be acquired at an Enterprise Value, of Approx. £15.5Mn (15.5 Million GBP) for 100% of the Company's Capital

### Financing

Mix of internal accruals and foreign currency debt instruments

\*Financial year ending in November  
#Excluding retention debtors and creditors



## Structure

*Clearcomm will be **completely integrated** into our Network and System Integration Business*

***Existing founders to continue** to be part of the business with an experienced team*



## Realization of Synergies

***Leverage on-ground presence in the UK and Customer relationships with Tier-1 Telcos***

***Accelerate the expansion of Network and System Integration Business in UK and build scalability***



## Future Growth

***Enhance service portfolio to provide maintenance and installation services***

# Clearcomm and STL – Create a Market Leading Strategic Position



**Unique value proposition to Customers for an end-to-end solution**  
**Solid Platform to expand Network and System integration business in the UK**

## Globalise

System Integration  
business and  
build scale in India



- Expertise across **network layers and geographies**
- Foundation with **Lead 360** and **Netmode** and power of **Opticonn**
- **Global expansion plans**



- Complements IDS' Data centre interconnect capabilities with FTTx integration capabilities
- Platform for UK market access
- Excellent delivery model to seamlessly execute network integration projects





beyond tomorrow