

IN THE NATURE OF ABRIDGED PROSPECTUS - MEMORANDUM CONTAINING SALIENT FEATURES OF THE RED HERRING PROSPECTUS (RHP)**BIDDER'S UNDERTAKING AND CONFIRMATIONS FOR BID CUM APPLICATION FORM**

(IN CASE OF A JOINT BID, THE CONFIRMATIONS, AUTHORISATIONS, UNDERTAKINGS AND REPRESENTATIONS MADE BY THE FIRST BIDDER WILL BE DEEMED TO HAVE BEEN MADE ON BEHALF OF ALL JOINT BIDDERS. THE FIRST BIDDER SHALL BE LIABLE FOR ALL THE OBLIGATIONS ARISING OUT OF THE ISSUE OF EQUITY SHARES.)

On the basis of the red herring prospectus dated June 5, 2017 ("RHP"), filed with the Registrar of Companies, Karnataka ("ROC"), General Information Document ("GID") and having studied the attached details as per the Abridged Prospectus, I/we hereby apply for Allotment to me/us of the Equity Shares in the Offer upto my/our Bids for maximum number of Equity Shares at or above the Offer Price, to be discovered through the Book Building Process. I/We hereby confirm that I am/we are eligible person(s) to invest in the Offer in accordance with applicable laws. The amount payable on Bidding has been blocked with SCSB. I/We agree to accept the Equity Shares Bid for, or such lesser number as may be allotted to me/us subject to the terms of the RHP, Abridged Prospectus, the GID, the Bid cum Application Form and other applicable laws. I/We undertake that I/we will sign all such other documents and do all such acts, if any, necessary on my/our part to enable me/us to be registered as the holder(s) of the Equity Shares which may be Allotted and to register my/our address as given in the depository records and to place my/our name on the register of members of the Company. I/We note that in case of QIB Bidders, only the (i) SCSBs (for Bids other than the Bids by Anchor Investors); and (ii) the BRLMs and their Syndicate Member (only in the Specified Locations) have the right to reject Bids (including on technical grounds) at the time of acceptance of Bid cum Application Form provided that the reasons for rejecting the same shall be provided to such Bidder in writing, whereas it has a right to reject it from Non-Institutional Bidders and Retail Individual Bidders based only on technical grounds and/or as specified in the Abridged Prospectus, GID and the RHP. I/We authorise the Company to make the necessary changes in this Bid cum Application Form and the RHP for filing of the Prospectus with the ROC without intimation to me/us and use this Bid cum Application Form as the Application Form for the purpose of the Offer.

I/WE CONFIRM THAT: EITHER I am/we are Indian National(s) resident in India and I am/we are not applying for the said Equity Shares as nominees of any person resident outside India or Foreign Nationals OR I am/we are Indian National(s) resident in India and I am/we are applying for the said Equity Shares as Power of Attorney holder(s) of Non-Resident Indian(s) as mentioned on Non-Repatriation basis OR I am/we are Indian National(s) resident outside India and I am/we are applying for the said Equity Shares on my/our own behalf through NRO account on Non-Repatriation basis. I am/we are, or at any time the Equity Shares are purchased will be, the beneficial owner of such Equity Shares and (a) I/We and any customer I/We represent, am/are located outside the United States as defined in Regulation S under the U.S. Securities Act of 1933, as amended, (the "Securities Act") and (b) am/are not an affiliate of the Company, or a person acting on behalf of such affiliate.

FOR QIB BIDDERS: We confirm that the Bid size/maximum Equity Shares applied for by us do not exceed the relevant regulatory approvals/limits. I am/ We are not prohibited from accessing capital markets under any order/ruling/judgment of any regulatory, judicial or any other authority, including Securities Exchange Board of India or under the provisions of any law, regulation or statute.

Further: 1) In accordance with ASBA process provided in the SEBI ICDR Regulations and as disclosed in the RHP, I/we authorise (a) the members of the Syndicate (in Specified Locations only) or the Registered Brokers (at Broker Centers) or the SCSBs or the RTAs or the CDPs, as the case may be, to do all acts as are necessary to make the application in the Offer, including uploading my/our Bid, blocking or unblocking of funds in the bank account maintained with the SCSB as specified in the Bid cum Application Form, transfer of funds to the Public Offer Account on receipt of instruction from Registrar to the Offer, after finalisation of Basis of Allotment; and (b) the Registrar to the Offer to issue instruction to the SCSBs to unblock the funds in the specified bank account upon finalisation of the Basis of Allotment. 2) In case the amount available in the specified bank account is insufficient as per the highest Bid option, the SCSB shall reject the application. 3) I/We hereby authorise the members of the Syndicate (in Specified Locations only) or the Registered Brokers (at Broker Centers) or the SCSBs or CDPs or the RTAs, as the case may be, to make relevant revisions as may be required to be done in the Bid, in the event of a revision of the Price Band.

As per the existing policy of the Government of India, OCBs cannot participate in this Offer. For further details see "Offer Procedure" and "Restrictions on Foreign Ownership of Indian Securities" on page 391 and 435 of RHP.

INSTRUCTIONS FOR FILLING UP THE BID CUM APPLICATION FORM

1. Name of sole/ First Bidder should be exactly the same as it appears in the depository records. In case of joint Bids, only the name of the First Bidder (which should also be the first name in which the beneficiary account is held) should be provided in the Bid cum Application Form.
2. The First Bidder, should mention his/ her PAN allotted under the Income Tax Act, DP ID and Client ID and any Bid cum Application Form without the PAN is liable to be rejected. Except for Bids by or on behalf of the Central or State Government and the officials appointed by the Courts and by investors residing in the state of Sikkim, the Bidders, or in the case of Bid in joint names, the first Bidder (the first name under which the beneficiary account is held), should mention his/ her PAN allotted under the Income Tax Act. Any Bid cum Application Form without the PAN is liable to be rejected.
3. Based on the PAN, DP ID and Client ID provided by the Bidders, the Registrar will obtain Demographic Details registered with depository participants to be used, among other things, for allotment, technical rejections or unblocking ASBA account. Hence, Bidders are advised to immediately update any change in their Demographic Details as appearing on the records of the depository participant to ensure accuracy of records. Please note that failure to do so could result in failure in allotment of Equity Shares, delays in unblocking of ASBA Account at the Bidders sole risk and neither the Member of the Syndicate or the Registered Brokers or the Registrar or RTAs/CDPs or the SCSBs nor the Company shall have any responsibility and undertake any liability for the same.
4. **Bid Lot and Price Band:** The Price Band and the Minimum Bid Lot will be decided by our Company, in consultation with the Book Running Lead Managers, and will be advertised, at least five Working Days prior to the Bid/Offer Opening Date, in all editions of the English national newspaper, the Financial Express, all editions of the Hindi national newspaper Jansatta and the Bengaluru edition of the Kannada newspaper Vishwavani (Kannada being the regional language of Karnataka, where the Registered Office of our Company is situated), each with wide circulation, at least five Working Days prior to the Bid/Offer Opening Date and shall be made available to the Stock Exchanges for the purpose of uploading on their websites. In case of any revision to the Price Band, the Bid/Offer Period will be extended by at least three additional Working Days after such revision in the Price Band, subject to the Bid/Offer Period not exceeding 10 Working Days. Any revision in the Price Band and the revised Bid/ Offer Period, if applicable, will be widely disseminated by notification to the Stock Exchanges, by issuing a press release and also by indicating the changes on the websites of the BRLMs and on the terminals of the Syndicate Member and by intimation to the SCSBs and Registered Brokers.

Maximum and Minimum Bid Size: In case of resident Retail Individual Bidders, such number of Equity Shares such that the Bid Amount does not exceed ₹ 200,000. Bids at the Cut-Off Price indicate their agreement to purchase the Equity Shares at the Offer Price, as determined at the completion of the Book Building Process. In case of Non-Institutional Bidders and QIB Bidders, the minimum Bid size shall be such number of Equity Shares such that Bid Amount exceeds ₹ 200,000. The maximum Bid by any investor should not exceed the investment limits prescribed for them by applicable laws.

5. The Bid means an 'Indication to make an Offer' and not as on "Offer".
6. Please tick Category as applicable to ensure proper upload of Bid in Stock Exchange system.
7. Please tick investor status as applicable. Please ensure investor status is updated in your depository records.
8. Total Bid Amount payable must be calculated for the highest of three options, at Bid price, at the time of the submission of the Bid cum Application Form. **Cheques/Demand Draft/Cash/stock invest/money orders/postal orders will not be accepted.** All NRI Bidders bidding on a non-repatriation basis by using Resident Forms are required to authorise their SCSB to block their Non-Resident Ordinary (NRO) accounts for the full Bid Amount, at the time of the submission of the Bid cum Application Form. All bidders including the NRI Bidders bidding on a non repatriation basis can obtain the Bid cum Application Form from the Company's Registered Office or from any of the members of the Syndicate or CDPs or RTAs or Registered Brokers from their offices. Bidders to please ensure that your Bank has notified an SCSB Branch in the city where Bid cum Application Form is being submitted.
9. Only the First Bidder is required to sign the Bid cum Application Form /Revision Form. Thumb impressions and signatures other than in the languages specified in the Eighth Schedule to the Constitution of India must be attested by a Magistrate or a Notary Public or a Special Executive Magistrate under official seal. Signature of ASBA Account holder is mandatory. If the First Bidder is not the account holder, ensure that the Bid cum Application Form is signed by the account holder. (Necessary revisions in the Bidders undertaking and instruction will be required depending upon the jurisdiction in which the sale of shares is proposed.)
10. **Other Instructions:** a. Bids must be made only in the prescribed Bid cum Application Form. b. Bids must be completed in full, in BLOCK LETTERS in ENGLISH. Bidders should note that the members of the Syndicate, Registered Broker, CDPs, RTAs, and/or SCSBs will not be liable for errors in data entry due to incomplete or illegible Bid cum Application Forms. c. Ensure that all applicable documents in support of the Bid are attached with the Bid cum Application Form.
11. The Bidders may note that in case the DP ID, Client ID and PAN mentioned in the Bid cum Application Form and entered into the electronic bidding systems of the Stock Exchanges do not match with the DP ID, Client ID and PAN available in the Depository database, the Bid cum Application Form is liable to be rejected.
12. This announcement has been prepared for publication in India and may not be released in or distributed into the United States. The Equity Shares offered in the Offer have not been and will not be registered under the Securities Act or the securities laws of any state or other jurisdiction in the United States and may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and applicable U.S. state securities laws. Accordingly, the Equity Shares are being offered and sold (i) in the United States only to persons reasonably believed to be "qualified institutional buyers" (as defined in Rule 144A under the Securities Act) pursuant to Rule 144A or another available exemption from the registration requirements of the Securities Act, and (ii) outside the United States only in offshore transactions in reliance on Regulation S under the Securities Act ("Regulation S") in a Category 1 offering under Regulation S and pursuant to the applicable laws of the jurisdiction where those offers and sales occur.

Note : Terms used but not defined herein shall have the meaning assigned to such terms in the RHP. For detailed instructions for filling the various fields of this Bid cum Application Form, please refer to the GID, which is available on the websites of the BRLMs and Stock Exchanges.

TEAR HERE

- In case of queries related to Allotment/ credit of Allotted Equity Shares, the Bidders should contact Registrar to the Offer
- In case of Bids submitted to the SCSBs, the Bidders should contact the relevant SCSB
- In case of queries related to upload of Bids submitted to the Syndicate Members/RTAs/Registered Brokers/CDPs, as applicable the Bidders should contact the relevant Designated Intermediary.

COMPANY CONTACT DETAILS

TEJAS NETWORKS LIMITED
Registered and Corporate Office: J.P. Software Park, Plot No. 25, Sy. No. 13, 14, 17 and 18, Konnapana Agrahara Village, Begur Hobli, Bengaluru 560 100, Karnataka, India.
Contact Person: Krishnakanth G. V., Company Secretary and Compliance Officer.
Tel: +91 80 4179 4600; **Fax:** +91 80 2852 0201
E-mail: corporate@tejasnetworks.com; **Website:** www.tejasnetworks.com
Corporate Identity Number: U72900KA2000PLC026980

REGISTRAR TO THE OFFER CONTACT DETAILS

Link Intime India Private Limited
C-101, 1st Floor, 247 Park, L.B.S. Marg , Vikhroli (West)
Mumbai 400 083, Maharashtra, India
Tel: +91 22 4918 6200, **Fax:** +91 22 4918 6195
E-mail: tnlipo@linkintime.co.in
Investor grievance e-mail: tnlipo@linkintime.co.in
Website: www.linkintime.co.in
Contact person: Shanti Gopalkrishnan
SEBI registration number: INR000004058

This is an abridged prospectus containing salient features of the Red Herring Prospectus dated June 5, 2017 (the "RHP" or "Red Herring Prospectus"). You are encouraged to read greater details available in the RHP.

THIS ABRIDGED PROSPECTUS CONSISTS OF FOUR PAGES OF APPLICATION FORM ALONG WITH INSTRUCTIONS AND SIX PAGES OF THE ABRIDGED PROSPECTUS. PLEASE ENSURE THAT YOU HAVE RECEIVED ALL THE PAGES.

Please ensure that you have read the RHP, the general instructions contained in this Abridged Prospectus and the General Information Document ("GID") for investing in public issues undertaken through the book building process before applying in the Offer (as defined below). You may obtain a physical copy of the Bid cum Application Form and the RHP from the Stock Exchanges (as defined below), members of the Syndicate, Registered Brokers, Collecting Depository Participants ("CDPs"), Registrar to the Offer, Registrar and Share Transfer Agents ("RTAs"), Underwriters, Banker to the Offer, Stock Brokers, Investor's association and Self Certified Syndicate Banks ("SCSBs"). You may also download the RHP from the websites of the Securities and Exchange Board of India (the "SEBI") at www.sebi.gov.in, the book running lead managers ("BRLMs") at www.axiscapital.co.in, www.online.citibank.co.in/rhtm/citigroupglobalscreen1.htm, www.edelweissfin.com, www.nomuraholdings.com/company/group/asia/india/index.html respectively, the BSE Limited ("BSE") and the National Stock Exchange of India Limited ("NSE") (collectively the "Stock Exchanges") at www.bseindia.com and www.nseindia.com, respectively. All capitalized terms used herein and not specifically defined shall have the same meaning as ascribed to them in the RHP. Bidders are advised to retain a copy of the RHP and this Abridged Prospectus for their future reference.



TEJAS NETWORKS LIMITED

Registered and Corporate Office: J.P. Software Park, Plot No. 25, Sy. No. 13, 14, 17 and 18, Konnapana Agrahara Village, Begur Hobli, Bengaluru 560 100, Karnataka, India.

Contact Person: Krishnakanth G. V., Company Secretary and Compliance Officer; **Tel:** +91 80 4179 4600; **Fax:** +91 80 2852 0201

E-mail: corporate@tejasnetworks.com; **Website:** www.tejasnetworks.com **Corporate Identity Number:** U72900KA2000PLC026980

Our Company is a professionally managed company and does not have an identifiable promoter either in terms of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended ("SEBI ICDR Regulations"), or in terms of the Companies Act, 2013

OFFER DETAILS, LISTING AND PROCEDURE

INITIAL PUBLIC OFFERING OF UP TO [●] EQUITY SHARES OF FACE VALUE OF ₹10 EACH ("EQUITY SHARES") OF TEJAS NETWORKS LIMITED ("COMPANY" OR "ISSUER") FOR CASH AT A PRICE OF ₹[●] PER EQUITY SHARE (INCLUDING A SHARE PREMIUM OF ₹[●] PER EQUITY SHARE) (THE "OFFER PRICE") AGGREGATING UP TO ₹[●] MILLION ("OFFER") COMPRISING A FRESH ISSUE OF UP TO [●] EQUITY SHARES AGGREGATING UP TO ₹4,500 MILLION ("FRESH ISSUE") AND AN OFFER FOR SALE OF UP TO 12,711,605 EQUITY SHARES BY THE SELLING SHAREHOLDERS (AS DEFINED HEREUNDER), AGGREGATING UP TO ₹[●] MILLION ("OFFER FOR SALE"). THE OFFER SHALL CONSTITUTE UP TO [●]% OF THE POST-OFFER ISSUED EQUITY SHARE CAPITAL OF OUR COMPANY.

THE PRICE BAND AND MINIMUM BID LOT WILL BE DECIDED BY OUR COMPANY IN CONSULTATION WITH THE BRLMS AND WILL BE ADVERTISED IN ALL EDITIONS OF ENGLISH NATIONAL NEWSPAPER THE FINANCIAL EXPRESS, ALL EDITIONS OF HINDI NATIONAL NEWSPAPER JANSATTA AND BENGALURU EDITION OF KANNADA NEWSPAPER VISHWAVANI (KANNADA BEING THE REGIONAL LANGUAGE OF KARNATAKA, WHERE OUR REGISTERED AND CORPORATE OFFICE IS LOCATED), AT LEAST FIVE WORKING DAYS PRIOR TO THE BID/OFFER OPENING DATE AND SHALL BE MADE AVAILABLE TO BSE AND NSE FOR THE PURPOSE OF UPLOADING ON THEIR WEBSITES.

Details about the Basis for Offer Price will be available on the websites of the Stock Exchanges.

In case of a revision in the Price Band, the Bid/Offer Period will be extended by at least three additional Working Days after revision of the Price Band, subject to the Bid/Offer Period not exceeding 10 Working Days. Any revision in the Price Band and the revised Bid/Offer Period, if applicable, will be widely disseminated by notification to the BSE and the NSE, by issuing a press release and also by indicating the change on the websites of the BRLMs and at the terminals of the Syndicate Members and by intimation to Self Certified Syndicate Banks ("SCSBs") and the Registered Brokers.

PROCEDURE:

If you wish to know about processes and procedures applicable to public offer, you may request for a copy of the GID from the BRLMs or download it from the websites of the Stock Exchanges at www.bseindia.com and www.nseindia.com, and the websites of the BRLMs at www.axiscapital.co.in, www.online.citibank.co.in/rhtm/citigroupglobalscreen1.htm, www.edelweissfin.com and www.nomuraholdings.com/company/group/asia/india/index.html.

ELIGIBILITY FOR THE OFFER – REGULATION 26(2) OF THE SEBI ICDR REGULATIONS

Whether the Company is compulsorily required to allot at least 75% of the Net Offer to Qualified Institutional Buyers – Yes

INDICATIVE TIMELINE

Bid/Offer Opening Date *	June 14, 2017	Initiation of refunds (if any, for Anchor Investors)/unblocking of funds from ASBA Account	On or about June 22, 2017
Bid/Offer Closing Date	June 16, 2017	Credit of Equity Shares to demat accounts of Allottees	On or about June 23, 2017
Finalization of Basis of Allotment with the Designated Stock Exchange	On or about June 21, 2017	Commencement of trading of the Equity Shares on the Stock Exchanges	On or about June 27, 2017

*Our Company may, in consultation with the BRLMs, consider participation by Anchor Investors in accordance with the SEBI ICDR Regulations. The Anchor Investor Bid/Offer Period shall be one Working Day prior to the Bid/Offer Opening Date

GENERAL RISKS

Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in the Offer unless they can afford to take the risk of losing their entire investment. Investors are advised to read the risk factors carefully before taking an investment decision in the Offer. For taking an investment decision, investors must rely on their own examination of our Company and the Offer, including the risks involved. The Equity Shares in the Offer have not been recommended or approved by the Securities and Exchange Board of India ("SEBI"), nor does SEBI guarantee the accuracy or adequacy of the contents of the Red Herring Prospectus. Specific attention of the investors is invited to "Risk Factors" on page 19 of the RHP and on page 7 of this Abridged Prospectus.

PRICE INFORMATION OF PAST ISSUE HANDLED BY THE BRLMs

Sr. No.	Issue Name	Name of Merchant Banker	+/- % change in closing price, [+/- % change in closing benchmark]- 30 calendar days from listing	+/- % change in closing price, [+/- % change in closing benchmark]- 90 calendar days from listing	+/- % change in closing price, [+/- % change in closing benchmark]- 180 calendar days from listing
1.	S Chand And Company Limited	Axis	-	-	-
2.	Avenue Supermarts Limited	Axis, Edelweiss	+145.08%; [-0.20%]	-	-
3.	BSE Limited	Axis, Edelweiss, Nomura	+17.52%; [+2.55%]	+24.41%; [+6.53%]	-
4.	Varun Beverages Limited	Axis	-7.72%; [-5.17%]	-9.36%; [+3.01%]	+10.60%; [+9.02%]
5.	Endurance Technologies Limited	Axis, Citi	+16.06%; [-6.69%]	+ 23.78%; [-2.84%]	+73.98%; [+5.55%]
6.	RBL Bank Limited	Axis, Citi	+27.07%; [-2.22%]	+56.98%; [-7.50%]	+107.91%; [+1.26%]
7.	Dilip Buildcon Limited	Axis	+5.11%; [+3.20%]	+1.53%; [-0.57%]	+22.12%; [+2.43%]
8.	Laurus Labs Limited*	Citi	+ 11.44%; [+3.62%]	+23.97%; [+13.03%]	-
9.	L&T Infotech Ltd*	Citi	(-) 6.39%; [+1.84%]	(-) 12.44%; [+1.97%]	(-) 4.21%; [(-) 1.14%]
10.	Mahanagar Gas Ltd.*	Citi	+20.86%; [+3.72%]	+57.15%; [+5.00%]	+83.71%; [(-) 3.55%]
11.	Dr. Lal Pathlabs Limited*	Citi	+32.54%; [(-)7.49%]	+66.95%; [(-)2.06%]	+63.13%; [(+)3.87%]
12.	InterGlobe Aviation Limited *	Citi	+32.39%; [(-)2.20%]	+9.41%; [(-)3.78%]	+40.59%; [(-)0.64%]
13.	Sheela Foam Limited	Edelweiss	30.23%; [-0.31%]	48.39% [8.02%]	-
14.	ICICI Prudential Life Insurance Company Limited	Edelweiss	-7.60%; [0.54%]	11.54%; [-6.50%]	12.31%; [5.28%]
15.	Thyrocare Technologies Limited	Edelweiss	36.85%; [5.09%]	22.57%; [10.75%]	39.09%; [7.22%]
16.	Equitas Holdings Limited	Edelweiss	34.64%; [-2.05%]	57.91%; [7.79%]	63.77%; [7.69%]
17.	Healthcare Global Enterprises Limited	Edelweiss	-15.30%; [1.45%]	-19.98%; [4.65%]	-1.28%; [12.77%]
18.	Housing and Urban Development Corporation Limited**	Nomura	-	-	-
19.	Alkem Laboratories Limited	Nomura	+30.34%; [-7.49%]	+28.60%; [-2.06%]	+31.91%; [4.74%]

Source: www.nseindia.com

*In the event any day falls on a holiday, the price/index of the immediately preceding working day has been considered.

**Price for retail individual bidders bidding in the retail portion and to eligible employees was INR 58.00 per equity share.

Notes: 1. Disclosure subject to recent 7 issues (initial public offering) in current financial year and two preceding financial years.; 2. In the event any day falls on a holiday, the price/index of the next working day has been considered.; 3. Nifty is considered as the benchmark index.

For further details please refer to "Price information of past issues handled by the BRLMs" beginning on page 375 of the RHP.

Names of BRLMs and contact details (telephone and email id) of each BRLM	
Axis Capital Limited Tel: +91 22 4325 2183, E-mail: tejas.ipo@axiscap.in	Citigroup Global Markets India Private Limited Tel: +91 22 6175 9999, E-mail: tejasnetworks.ipo@citi.com
Edelweiss Financial Services Limited Tel: +91 22 4009 4400, E-mail: tn.ipo@edelweissfin.com	Nomura Financial Advisory and Securities (India) Private Limited Tel.: +91 22 4037 4037, E-mail: tejasipo@nomura.com
Name of Syndicate Member	Edelweiss Securities Limited , Tel: +91 22 4063 5569, E-mail: tn.ipo@edelweissfin.com
Registrar to the Offer	Link Intime India Private Limited , Tel: +91 22 4918 6200 Investor grievance e-mail: tnl.ipo@linkintime.co.in
Auditors to our Company	Deloitte Haskins & Sells, Chartered Accountants
Self Certified Syndicate Banks	The list of banks that have been notified by SEBI to act as the SCSBs for the ASBA process is provided on the website of SEBI at http://www.sebi.gov.in/cms/sebi_data/attachdocs/1365051213899.html , as updated from time to time. For a list of branches of the SCSBs named by the respective SCSBs to receive the ASBA Forms from the Designated Intermediaries, please refer to the above mentioned link
Non Syndicate Registered Brokers	You can submit Bid cum Application Forms in the Offer to Non Syndicate Registered Brokers at the Non Syndicate Registered Broker Centres. For further details, see "Issue Procedure" beginning in page 391 of the RHP.
Details regarding website address(es)/link(s) from which the investor can obtain list of Registrar to Offer and RTAs, CDPs and stock brokers who can accept applications from investors, as applicable:	The list of the RTAs eligible to accept ASBA Forms at the Designated RTA Locations and the list of the CDPs eligible as applicable to accept ASBA Forms at the Designated CDP Locations and stock brokers including details such as name and contact details are provided on the websites of Stock Exchanges at http://www.bseindia.com/Static/Markets/PublicOffers/RtaDp.aspx?expandable=6 and http://www.nseindia.com/products/content/equities/ipo/asba_procedures.htm , as updated from time to time. For further details, see the section "Offer Procedure" on page 391 of the RHP.

PROMOTERS OF OUR COMPANY

Our Company is a professionally managed company and does not have an identifiable promoter either in terms of the SEBI ICDR Regulations or the Companies Act, 2013. Consequently, it has no 'promoter group' in terms of the SEBI ICDR Regulations.

For details in respect of Shareholders who control individually or as a group 15% or more of the voting rights of our Company, see "Capital Structure – The list of top 10 Shareholders of our Company and the number of Equity Shares held by them" on page 87 of the RHP

As on the date of the Red Herring Prospectus, there are no Shareholders having the right to nominate Directors on the Board of our Company. As on date of the RHP, we do not have any "Group Companies" excluding Subsidiaries.

BUSINESS OVERVIEW, STRENGTHS AND STRATEGY

We are an India-based optical and data networking products company with customers in over 60 countries. We design, develop and sell high-performance and cost-competitive products to telecommunications service providers, internet service providers, utility companies, defence companies and government entities (collectively, "Communication Service Providers"). Our products are used to build high-speed communication networks that carry voice, data and video traffic from fixed line, mobile and broadband networks over optical fibre. Our products utilise a programmable software-defined hardware architecture with a common software code-base that delivers an app-like ease of development and upgrades of new features and technology standards. Currently, India is our largest geographic segment (in terms of revenue) and we are well-positioned to take advantage of the growth opportunities arising out of the Digital India and the Make-in-India programs of the Indian Government.

Our Competitive Strengths: Our end-to-end portfolio of optical networking products positions us well to take advantage of the expected industry growth; Leadership in the fast growing Indian optical equipment market; Track record and culture of innovation leading to product and technology leadership; Software-defined hardware with ease of use; Cost and capital efficient business model; Long standing customer relationships with strong repeat business; and Strong professionally managed team with significant industry experience.

Our Strategy: Continue investments in innovations focused on the high growth optical networking segments; Expand into newer and adjacent product areas; Continue to strengthen our leadership position in India; and Expand global sales network in emerging and selected developed markets.

BOARD OF DIRECTORS

S. No.	Name	Designation	Experience including current / past position held in other firms
1	Balakrishnan V.	Non-Executive, Independent Director and Chairman	He has been our Director since November 9, 2009; has several years of experience in corporate finance, a founder and chairman of Exfinity Venture Partners LLP and served as group CFO and member of board of directors of Infosys Limited.
2	Sanjay Nayak	Managing Director and Chief Executive Officer	He has been our MD & CEO since May 6, 2000; has several years of experience in telecommunication and networking. Earlier he was MD of Synopsys (India) Private Limited; he is co-chairman of Telecom Equipment and Services Export Promotion Council.
3.	Dr. Gururaj Deshpande	Non-Executive Director	He has been our Director since April 24, 2000; has several years of experience in heading a private family investment group; is President & Chairman of Sparta Group MA LLC; also serves as a life-member of MIT Corporation, USA.
4.	Shirish Saraf	Non-Executive, Additional Director	He has been our Director since August 2, 2016; has several years of experience in heading private equity investment groups; is founder and vice chairman of Samena Capital; has also been co-founder and managing director of Abraaj Capital.
5.	Leela Krishnamurthy Ponappa	Non-Executive, Independent Director	She has been our Director since February 16, 2016; has been officer of Indian Foreign Service for several years; served as Ambassador of India to Thailand and Netherlands; held post of Deputy National Security Adviser and Secretary, National Security Council.

OBJECTS OF THE OFFER

Details of Means of Finance

We intend to completely finance our Objects from the Net Proceeds, existing Equity, internal accruals and financing from banks.

The Net Proceeds are currently expected to be deployed as stated below:

(₹ in million)

Particulars	Amount to be funded from the Net Proceeds	Estimated utilization of Net Proceeds in Financial Year 2018
Capital expenditure towards payment of salaries and wages of our research and development team	452.86	452.86
Working capital requirement	3,030.00	3,030.00
General corporate purposes ⁽¹⁾	●	●
Total	●	●

(1) To be finalized upon determination of the Offer Price. The amount shall not exceed 25% of the Gross Proceeds of the Fresh Issue

Details and reasons for non-deployment or delay in deployment of proceeds or changes in utilization of issue proceeds of past public issue/rights issues, if any, of the Company in the preceeding 10 years : Not Applicable

Name of monitoring agency : Axis Bank Limited

Shareholding Pattern

Sr. No.	Particulars	Pre Offer number of shares	% Holding of Pre Offer
1.	Promoter & Promoter Group	Our Company is a professionally managed company and does not have an identifiable promoter either in terms of the SEBI ICDR Regulations, or in terms of the Companies Act, 2013. Accordingly, this is not applicable.	
2.	Public	72,038,130*	100%
	Total	72,038,130*	100%

*Though the SCRR requires percentage dilution to be calculated on the basis of the issued share capital of the Company, this excludes the 32,727,930 partly-paid-up Equity Shares which were issued by us on June 11, 2010 and subsequently forfeited on July 25, 2016

Number / amount of Equity Shares proposed to be sold by selling shareholders: Up to 12,711,605 Equity Shares are proposed to be sold by Selling Shareholders pursuant to the Offer for Sale.

IN THE NATURE OF ABRIDGED PROSPECTUS - MEMORANDUM CONTAINING SALIENT FEATURES OF THE RED HERRING PROSPECTUS

Selling Shareholder	Number of Equity Shares offered in the Offer for Sale	Percentage of the total Equity Shares offered in the Offer for Sale (%)
Cascade Capital Management Mauritius	Upto 5,330,000	Upto 41.93
Sandstone Private Investments	897,450	7.06
Intel Capital (Cayman) Corporation	Upto 1,066,361	Upto 8.39
Sanjay Nayak	790,000	6.21
India Industrial Growth Fund Limited	Upto 2,514,147	Upto 19.78
Kumar N Sivarajan	593,000	4.67
Arnob Roy	500,000	3.93
Govindan Kutty Thrithala	200,000	1.57
Sarath Kumar	70,000	0.55
Hirenkumar Thakorlal Desai	50,000	0.39
Milind M. Kulkarni	43,200	0.34
Vivek Shenoy	50,000	0.39
Gajendra Singh Ranka	29,250	0.23
B. N. Satyesh	78,132	0.61
Ramanathan Narayanan	40,800	0.32
Soumya Desai	67,500	0.53
K. Vasantha Kumar	10,050	0.08
Sanjay Malpani	37,000	0.29
Manish Gangey	50,000	0.39
Nicholas Basker	55,500	0.44
Nipun Sahni	2,400	0.02
Gopalkrishna Adyar Nayak	8,996	0.07

Selling Shareholder	Number of Equity Shares offered in the Offer for Sale	Percentage of the total Equity Shares offered in the Offer for Sale (%)
Nethi Venkata Subba Rao	30,900	0.24
Osher LP	Upto 68,370	Upto 0.54
Gopi Krishna M.	35,313	0.28
Ravinder Souda	7,500	0.06
Vasudeva Rao Hundi	900	0.01
Parthasarathi Palai	34,500	0.27
Rajesh S.	7,750	0.06
Jishnu A.	900	0.01
Ashwavaidhyam Nagaraja Anand	7,500	0.06
Dharma Rao P. V.	4,350	0.03
Gururaj N.	4,950	0.04
Chakradhar Grandhi	3,000	0.02
Murali G. D.	3,360	0.03
Dileep Kumar S.	7,786	0.06
Shwetha V. R.	150	0.00*
Kishore Yetikuri	3,150	0.02
Kiran Kumar Kella	990	0.01
Dattatreya Prasad B.N.	750	0.01
Mithun Gopal V. V.	1,575	0.01
Harry C. D.	750	0.01
Ganesh Subramonian	2,700	0.02
Motamarri Siva Prasad	540	0.00*
Shwetha Nithin Pillappa	135	0.00*
Total	12,711,605	100.00

* less than 0.01%

RESTATED AUDITED FINANCIALS

Consolidated Restated Financial Information

(All amounts in Rupees Million except for share data, percentages or as otherwise stated)

Particulars	For the year ended				
	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Revenue from operations (net)	8,781.96	6,274.57	3,868.26	4,230.55	3,692.71
Restated Profit / (Loss) before exceptional items and tax	949.67	290.05	(178.66)	27.77	(299.89)
Restated Profit / (Loss) for the year	632.22	290.05	(178.66)	27.77	(790.43)
Share capital	740.06	665.23	1,255.31	1,009.79	1,009.79
Reserves and surplus	4,266.58	2,940.08	2,056.30	2,234.76	2,202.08
Net worth	5,006.64	3,605.31	3,311.61	3,244.55	3,211.87
Basic earnings per share (₹)	9.40	4.71	(2.90)	0.45	(12.84)
Diluted earnings per share (₹)	9.40	4.36	(2.90)	0.45	(12.84)
Return on Net Worth (%)	12.63%	8.05%	(5.39%)	0.86%	(24.61%)
Net asset value per equity share (₹)	70.78	54.20	49.78	50.36	49.85

Standalone Restated Financial Information

(All amounts in Rupees Million except for share data, percentages or as otherwise stated)

Particulars	For the year ended				
	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Revenue from operations (net)	8,653.42	6,255.34	3,858.33	3,947.30	2,749.81
Restated Profit / (Loss) before exceptional items and tax	849.53	274.96	(165.58)	52.72	(223.82)
Restated Profit / (Loss) for the year	532.08	274.96	(165.58)	52.72	(765.69)
Share capital	740.06	665.23	1,255.31	1,009.79	1,009.79
Reserves and surplus	4,259.96	3,030.84	2,165.85	2,331.43	2,278.71
Net worth	5,000.02	3,696.07	3,421.16	3,341.22	3,288.50
Basic earnings per share (₹)	7.92	4.46	(2.69)	0.86	(12.44)
Diluted earnings per share (₹)	7.92	4.13	(2.69)	0.86	(12.44)
Return on Net Worth (%)	10.64%	7.44%	(4.84%)	1.58%	(23.28%)
Net asset value per equity share (₹)	70.69	55.56	51.43	51.86	51.04

INTERNAL RISK FACTORS

Below are the top ten risks as disclosed in the RHP:

1. We are involved in certain legal proceedings, any adverse developments related to which could materially and adversely affect our business, reputation and cash flows.
2. Our results of operations are subject to significant fluctuations and seasonality. We have reported losses in the past and may be unable to achieve or sustain profitability in the future, which may materially and adversely affect our business and prospects.
3. A significant portion of our revenue is generated from our limited number of large customers and if we are unable to maintain our relationship with such customers, our business, results of operations and financial condition will be materially and adversely affected. Furthermore, these large customers exercise substantial negotiating leverage with us, which could adversely impact our results of operations.
4. The networking equipment market is characterised by rapid technological changes, and if we are unable to keep abreast of the technological changes and new product introductions, our business and financial condition may be adversely affected.
5. The market for networking equipment is highly competitive, and if we are unable to compete effectively, our business, prospects and results of operations may be materially and adversely affected.
6. If we are unable to attract or retain key personnel, our business may be adversely affected.
7. We rely on a limited number of third party suppliers and EMS companies for our key components and products. If such third parties fail to deliver the components and products in a timely manner or meet our specifications, our ability to meet our product delivery and quality obligations will be undermined and as a result, our business, reputation and results of operations will be materially and adversely affected.
8. If we are unable to successfully execute our growth strategies, our business, prospects and results of operations could be materially and adversely affected.
9. The sales and deployment cycles for our products are variable in nature and are likely to cause our quarterly revenues to fluctuate materially.
10. The average selling price of our products may decrease, which may materially and adversely affect our results of operations and profitability.

SUMMARY OF OUTSTANDING LITIGATIONS, CLAIMS AND REGULATORY ACTION

A. Total number of outstanding litigations against our Company and amount involved : There are 40 tax litigations against our Company and the aggregate amount involved, wherever quantifiable, is ₹1,581.95 million (includes a sum of ₹8.04 million that our Company has paid under protest, ₹1.24 million that has been set off against refund due in favour of our Company and ₹6.11 million that our Company has deposited at the time of appeal. It includes an amount of ₹6.49 million for FY 2012-13 and ₹9.13 million for FY 2013-14. Our Company received assessment orders dated May 26, 2017 and May 27, 2017, respectively, which provide for a refund of ₹2.40 million for the FY 2012-13 and a reduction in demand to ₹1.71 million for FY 2013-14. However, the original amount mentioned in the prescription notice for FY 2012-13 and FY 2013-14 has been retained as our Company intends to file an appeal against the final assessment orders.).

B. Brief details of top 5 material outstanding litigations against the Company -

Sr. No.	Particulars	Litigation filed by	Current Status	Amount involved
1.	Our Company received two notices dated February 8, 2017 under Section 9(2) of the Central Sales Tax Act, 1956 from the Office of the Deputy Commissioner of Commercial Taxes (Audit), Bengaluru, Commercial Tax Department, Government of Karnataka in relation to non-filing of requisite forms at the time of effecting interstate sales in the period 2014-2015 and 2015-2016. The notices have levied an additional central sales tax of ₹153.58 million and ₹295.87 million for the period 2014-2015 and 2015-2016, respectively.	the Office of the Deputy Commissioner of Commercial Taxes (Audit), Bengaluru, Commercial Tax Department, Government of Karnataka	Our Company has filed its replies to the show cause notices received and the matter is currently pending	₹449.45 million
2.	A show cause notice dated November 1, 2007 was issued by the Commissioner of Central Excise, Puducherry to our Company demanding differential excise duty of ₹59.16 million (including education cess) under proviso to Section 11A(1) of the Central Excise Act, 1944 along with interest and penalty. According to the Commissioner of Central Excise, the demand for differential excise duty was made since our Company had not included the value of TEJNES software which was loaded in the STM N equipments and which should have been considered as embedded in the equipment at the time of computation of excise duty. The show cause notice was adjudicated by the Commissioner of Central Excise through its order dated April 25, 2008 which sustained the demand for the differential excise duty and imposed a penalty of ₹59.16 million on our Company. Further, a personal penalty of ₹0.20 million each was imposed on the office manager and manager-finance of our Company under Rule 26 of the Central Excise Rules, 2002. Five additional show cause notices dated February 6, 2008, March 5, 2008, April 3, 2008, January 6, 2009 and December 16, 2009 were also issued to our Company by the Commissioner of Central Excise, Puducherry, demanding differential excise duty of ₹248.74 million for the period from January 2007 to September 2009 in relation to the same subject matter. Our Company preferred an appeal before the CESTAT, which remanded the matter back to the Commissioner of Central Excise, Puducherry. Thereafter, the Commissioner of Central Excise held that TEJNES software is not embedded in the equipment and the proceedings were dropped. Upon examination, the Committee of Chief Commissioners, Chennai Zone decided that the findings of the Commissioner of Central Excise dropping the proceedings were not legal and proper and directed	Commissioner of Central Excise, Puducherry	Appeal filed before the CESTAT in relation to six of the show cause notices. Further, replies filed to the Commissioner of Central Excise, Puducherry in relation to the remaining four show cause notices. The matters are currently pending.	₹397.60 million

IN THE NATURE OF ABRIDGED PROSPECTUS - MEMORANDUM CONTAINING SALIENT FEATURES OF THE RED HERRING PROSPECTUS

	the Commissioner of Central Excise, Puducherry to file an appeal before the CESTAT. Accordingly, an appeal was filed before the CESTAT in relation to each of the six show cause notices and the matter is currently pending. Further, our Company has received four show cause notices dated May 4, 2011, April 20, 2012, February 1, 2013 and October 24, 2013 in relation to the same subject matter for differential excise duty amounting to ₹30.14 million along with interest and penalty. Our Company has filed its replies to each of the show cause notices on June 2, 2011, May 9, 2012, February 15, 2013 and December 21, 2013, respectively. The matters are currently pending at various forums.			
3.	The Deputy Commissioner of Income Tax, Circle 12(4), Bengaluru through its final order dated January 31, 2014 directed our Company to pay an additional amount of ₹178.66 million as income tax for the assessment year 2009-2010. The Deputy Commissioner of Income Tax also issued a penalty show cause notice on January 31, 2014. Our Company filed its reply to the notice on February 28, 2014. Further, our Company filed an appeal before the Income Tax Appellate Tribunal, Bengaluru against the decision of the Deputy Commissioner of Income Tax, Circle 12(4), Bengaluru and the directions of the Dispute Resolution Panel, Bengaluru, which is currently pending. Our Company also filed a writ petition before the High Court of Karnataka against the disallowance of deductions under Section 35(2AB) by the Deputy Commissioner of Income Tax through its order dated January 31, 2014. The High Court of Karnataka through its order dated April 24, 2015 quashed the order of the Deputy Commissioner of Income Tax dated January 31, 2014 to the extent of disallowance of deduction claimed under Section 35(2AB). The total amount involved in the matter is ₹178.66 million.	Deputy Commissioner of Income Tax, Circle 12(4), Bengaluru	Appeal pending before Income Tax Appellate Tribunal, Bengaluru	₹178.66 million
4.	The Assistant Commissioner of Income-Tax, Large Tax Payers Unit, Circle-1, Bengaluru, through its assessment order dated December 20, 2016, directed our Company to pay a sum of ₹136.69 million as income tax for the assessment year 2014-2015. The Assistant Commissioner of Income Tax also issued a penalty show cause notice on December 20, 2016. Our Company has filed an application for rectification of mistake in the assessment order dated December 20, 2016. Our Company has filed an appeal before the Commissioner of Income Tax (Appeals) - VII against the assessment order dated December 20, 2016 and the matter is currently pending.	The Assistant Commissioner of Income-Tax, Large Tax Payers Unit, Circle-1, Bengaluru	Appeal pending before Commissioner of Income Tax (Appeals) - VII	₹136.69 million
5.	The Additional Commissioner of Income Tax, Range 12, Bengaluru through its order dated December 28, 2011 directed our Company to pay an additional amount of ₹146.95 million as income tax for the assessment year 2008-2009 and issued a penalty show cause notice. Our Company filed an appeal before the Commissioner of Income-Tax (Appeals) - III, Bengaluru, who through its order dated October 26, 2012, partly upheld the decision of the Additional Commissioner of Income Tax, Range 12, Bengaluru. Both our Company and Additional Commissioner of Income Tax, Range 12, Bengaluru filed appeals before the Income Tax Appellate Tribunal, Bengaluru against the order of the Commissioner of Income Tax (Appeals) - III, Bengaluru. The Income Tax Appellate Tribunal through its order dated December 31, 2014 partly allowed our Company's appeal and remanded the matter back to the assessing officer, where the matter is currently pending. The total amount involved in the matter is ₹81.36 million.	The Additional Commissioner of Income Tax, Range 12, Bengaluru	The matter was remanded back to the assessing officer and is currently pending.	₹81.36 million

C. Regulatory Action, if any - disciplinary action taken against the Promoters / Group Companies in last 5 financial years including outstanding action, if any: Our Company is a professionally managed company and does not have an identifiable promoter either in terms of the SEBI ICDR Regulations or in terms of the Companies Act, 2013. Further there have been no disciplinary actions taken against the Group Companies in last five financial years.

D. Brief details of outstanding criminal proceedings against Promoters: Not applicable, our Company is a professionally managed company and does not have an identifiable promoter either in terms of the SEBI ICDR Regulations or in terms of the Companies Act, 2013.

ANY OTHER IMPORTANT INFORMATION AS PER BRLM/ISSUER COMPANY - NIL

DECLARATION BY THE COMPANY

We hereby certify and declare that all relevant provisions of the Companies Act and the guidelines issued by the Government or the regulations, rules or guidelines issued by SEBI, established under section 3 of the SEBI Act, as the case may be, have been complied with and no statement made in the Red Herring Prospectus is contrary to the provisions of the Companies Act, the SCRA, the SEBI Act or rules or regulations made there under or guidelines issued thereunder, as the case may be. We further certify that all the statements in the Red Herring Prospectus are true and correct.

DECLARATION BY THE SELLING SHAREHOLDERS

Each of the Selling Shareholder hereby certifies that all statements and undertakings specifically made or confirmed by it in the Red Herring Prospectus in relation to itself as a Selling Shareholder and the Equity Shares being sold by it in the Offer for Sale are true and correct, provided however, each Selling Shareholder assumes no responsibility for any of the statements made by the Company or any expert or any other person(s) in the Red Herring Prospectus.

THIS PAGE HAS BEEN INTENTIONALLY LEFT BLANK.

THIS PAGE HAS BEEN INTENTIONALLY LEFT BLANK.

IN THE NATURE OF ABRIDGED PROSPECTUS - MEMORANDUM CONTAINING SALIENT FEATURES OF THE RED HERRING PROSPECTUS (RHP)

BIDDER'S UNDERTAKING FOR REVISION FORM

I/We (on behalf of joint bidders, if any) confirm that the Acknowledgement Slip for my/our Bids are enclosed for the revisions which are being requested. I/We agree to be bound by all the terms & conditions mentioned in the Bid cum Application Form submitted earlier by me/us.

I/We (on behalf of joint bidders, if any) authorise you to reject this Bid Revision Form, in case any of the details of my existing Bids as appearing on the electronic book building system do not tally with the details given in this Revision Form.

INSTRUCTIONS FOR FILLING UP THE BID REVISION FORM

- Name of Sole/ First Bidder should be exactly the same as it appears in the depository records.
- Please ensure that the Bid Options provided are in the same order as that provided in the Bid cum Application Form submitted earlier.
- In case there is no change in the particular Bid Option, please write "NO CHANGE". In case you want to cancel the Bid Option, please write "CANCELLED".
- Total Bid Amount payable must be calculated for the highest of three options, at Bid price. Total Bid Amount to be paid must be calculated net of total Bid amount paid at the time of submission of Bid cum Application Form. Bidders, please ensure that your Bank has notified an SCSB Branch in the city where Bid cum Application Form is being submitted.
Revision of Bids in case of Revision of Price Band: In case of an upward revision in the Price Band, Retail Individual Bidders who had Bid at Cut off Price could either (i) revise their Bid or (ii) shall make additional payment based on the cap of the revised Price Band (such that the total amount i.e., original Bid Amount plus additional payment does not exceed ₹ 200,000 if the Bidder wants to continue to Bid at Cut off Price), with the members of the Syndicate/Registered Brokers/RTA/CDPs to whom the original Bid was submitted. In case the total amount (i.e., original Bid Amount plus additional payment) exceeds ₹ 200,000/-, the Bid will be considered for allocation under the Non-Institutional Portion in terms of the RHP. If, however, the Bidder does not either revise the Bid or make additional payment and the Offer Price is higher than the cap of the Price Band prior to revision, the number of Equity Shares Bid for, shall be adjusted downwards for the purpose of Allotment, such that no additional amount would be required to be blocked and the Bidder is deemed to have approved such revised Bid at Cut off Price. (iii) In case of a downward revision in the Price Band, announced as above, Retail Individual Bidders, who have bid at Cut off Price, could either revise their Bid or the excess amount blocked at the time of bidding would be unblocked from the ASBA Account after the Allotment is finalised.
- Only the First Bidder is required to sign the Bid cum Application Form /Revision Form. Thumb impressions and signatures other than in the languages specified in the Eighth Schedule to the Constitution of India must be attested by a Magistrate or a Notary Public or a Special Executive Magistrate under official seal. If the First Bidder is not the account holder, ensure that the Bid cum Application Form is signed by the ASBA account holder. Signature of the ASBA Account holder is mandatory.
- Other Instructions:** a. revision to Bids must be made only in the prescribed Revision Form, as applicable b. Revision Form must be completed in full, in BLOCK LETTERS in ENGLISH. Bidders should note that the members of the Syndicate/ SCSBs/Registered Brokers/RTAs/CDPs will not be liable for errors in data entry due to incomplete or illegible Revision Forms; c. Ensure that Acknowledgement Slip for your Bid has and any other applicable documents in support of the Revision are attached with the Revision Form; and d. Bidders shall only be required to issue instruction to block the revised amount in excess of their original blocked amount based on the cap of the revised Price Band upon an upward revision of their Bid.

OFFER STRUCTURE

Particulars	QIBs ⁽¹⁾	Non-Institutional Bidders	Retail Individual Bidders
Number of Equity Shares available for Allotment/allocation ⁽²⁾	At least [●] Equity Shares	Not more than [●] Equity Shares available for allocation or Offer less allocation to QIB Bidders and Retail Bidders	Not more than [●] Equity Shares available for allocation or Offer less allocation to QIB Bidders and Non-Institutional Bidders
Percentage of Offer Size available for Allotment/ allocation	At least 75% of the Offer shall be available for allocation to QIBs. However, 5% of the Net QIB Portion will be available for allocation proportionately to Mutual Funds only. Mutual Funds participating in the Mutual Fund Portion will also be eligible for allocation in the remaining Net QIB Portion. Unsubscribed portion in the Mutual Fund Portion will be added to the Net QIB Portion	Not more than 15% of the Offer	Not more than 10% of the Offer
Basis of Allotment/ allocation if respective category is oversubscribed*	Proportionate as follows (excluding the Anchor Investor Portion): (a) Up to [●] Equity Shares shall be available for allocation on a proportionate basis to Mutual Funds only; and (b) [●] Equity Shares shall be Allotted on a proportionate basis to all QIBs, including Mutual Funds receiving allocation as per (a) above. Up to [●] Equity Shares may be allocated on a discretionary basis to Anchor Investors	Proportionate	Proportionate, subject to minimum Bid Lot. For details see, "Offer Procedure – Part B – Allotment Procedure and Basis of Allotment – Allotment to RIBs" on page 423 of the RHP
Mode of Bidding	ASBA only ⁽³⁾	ASBA only	ASBA only
Minimum Bid	Such number of Equity Shares that the Bid Amount exceeds ₹200,000 and in multiples of [●] Equity Shares thereafter	Such number of Equity Shares that the Bid Amount exceeds ₹200,000 and in multiples of [●] Equity Shares thereafter	[●] Equity Shares and in multiples of [●] Equity Shares thereafter
Maximum Bid	Such number of Equity Shares not exceeding the size of the Offer, subject to applicable limits	Such number of Equity Shares not exceeding the size of the Offer, subject to applicable limits	Such number of Equity Shares so that the Bid Amount does not exceed 200,000
Bid Lot	[●] Equity Shares and in multiples of [●] Equity Shares thereafter		
Mode of Allotment	Compulsorily in dematerialised form		
Allotment Lot	[●] Equity Shares and in multiples of one Equity Share thereafter		
Trading Lot	One Equity Share		
Who can apply ⁽⁴⁾	Public financial institutions as specified in Section 2(72) of the Companies Act, 2013, scheduled commercial banks, mutual funds registered with SEBI, FPIs other than Category III foreign portfolio investors, VCFs, AIFs, FVCIs registered with SEBI, multilateral and bilateral development financial institutions, state industrial development corporation, insurance company registered with IRDAI, provident fund (subject to applicable law) with minimum corpus of ₹250 million, pension fund with minimum corpus of ₹250 million, in accordance with applicable law, National Investment Fund set up by the Government of India, insurance funds set up and managed by army, navy or air force of the Union of India, insurance funds set up and managed by the Department of Posts, India and Systemically Important Non-Banking Financial Companies.	Resident Indian individuals, Eligible NRIs, HUFs (in the name of Karta), companies, corporate bodies, scientific institutions societies and trusts, Category III foreign portfolio investors	Resident Indian individuals, Eligible NRIs and HUFs (in the name of Karta)
Terms of Payment	Full Bid Amount shall be blocked by the SCSBs in the bank account of the ASBA Bidder that is specified in the ASBA Form at the time of submission of the ASBA Form ⁽⁵⁾		

*Assuming full subscription in the Offer

- Our Company may, in consultation with the BRLMs, allocate up to 60% of the QIB Portion to Anchor Investors on a discretionary basis. One-third of the Anchor Investor Portion shall be reserved for domestic Mutual Funds, subject to valid Bids being received from domestic Mutual Funds at or above the price at which allocation is being made to other Anchor Investors. For details, see "Offer Structure" on page 389 of the RHP.
- Subject to valid Bids being received at or above the Offer Price. The Offer is being made in accordance with Rule 19(2)(b)(i) of the SCRR and under the SEBI ICDR Regulations
- Anchor Investors are not permitted to use the ASBA process
- In case of joint Bids, the Bid cum Application Form should contain only the name of the first Bidder whose name should appear as the first holder of the beneficiary account held in joint names. The signature of only such first Bidder would be required in the Bid cum Application Form and such first Bidder would be deemed to have signed on behalf of the joint holders
- Full Bid Amount shall be payable by the Anchor Investors at the time of submission of the Anchor Investor Application Form. For details of terms of payment applicable to Anchor Investors, please see "Offer Procedure – Part B - Section 7: Allotment Procedure and Basis of Allotment" on page 423 of the RHP.

Under-subscription, if any, in any category, except the QIB Portion, can be met with spill-over from the other categories at the discretion of our Company in consultation with the BRLMs and the Designated Stock Exchange in a proportionate basis. However, under-subscription, if any, in the QIB portion will not be allowed to be met with spill-over from other categories or combination of categories.

Bidders will be required to confirm and will be deemed to have represented to our Company, the Underwriters, their respective directors, officers, agents, affiliates and representatives that they are eligible under applicable law, rules, regulations, guidelines and approvals to subscribe or acquire the Equity Shares.

TEJAS NETWORKS LIMITED



COMMON BID REVISION FORM	TEJAS NETWORKS LIMITED - INITIAL PUBLIC OFFER - R Registered and Corporate Office: J.P. Software Park, Plot No. 25, Sy. No. 13, 14, 17 and 18, Konnappa Agrahara Village, Begur Hobli, Bengaluru 560 100, Karnataka, India. Contact Person: Krishnakanth G.V., Company Secretary and Compliance Officer; Tel: +91 80 4179 4600; Fax: +91 80 2852 0201 E-mail: corporate@tejasnetworks.com; Website: www.tejasnetworks.com Corporate Identity Number: U72900KA2000PLC026980	FOR RESIDENT INDIANS, INCLUDING RESIDENT QIBs AND ELIGIBLE NRIs APPLYING ON A NON-REPATRIATION BASIS
	TO, The Board of Directors TEJAS NETWORKS LIMITED	100% BOOK BUILT OFFER ISIN : INE 010J01012

SYNDICATE MEMBER'S STAMP & CODE	REGISTERED BROKER/SCSB/CDP/RTA STAMP & CODE	1. NAME & CONTACT DETAILS OF SOLE / FIRST BIDDER Mr. / Ms./M/s. _____ Address _____ Email _____ Tel. No (with STD code) / Mobile _____
SUB-BROKER'S / SUB-AGENT'S STAMP & CODE	SCSB BRANCH STAMP & CODE	2. PAN OF SOLE / FIRST BIDDER _____
BANK BRANCH SERIAL NO.	SCSB SERIAL NO.	3. BIDDER'S DEPOSITORY ACCOUNT DETAILS <input type="checkbox"/> NSDL <input type="checkbox"/> CDSL For NSDL enter 8 digit DP ID followed by 8 digit Client ID / For CDSL enter 16 digit Client ID

PLEASE CHANGE MY BID												
4. FROM (AS PER LAST BID OR REVISION)												
Bid Options	No. of Equity Shares Bid (Bids must be in multiples of Bid Lot as advertised)								Price per Equity Share (₹) / "Cut-off" (Price in multiples of ₹ 1/- only)			
	(In Figures Only)								(In Figures Only)			
	8	7	6	5	4	3	2	1	Bid Price	Retail Discount	Net Price	"Cut-off" (Please ✓/tick)
Option 1												
(OR) Option 2												
(OR) Option 3												
5. TO (Revised Bid) (Only Retail Individual Bidders can Bid at "Cut-off")												
Bid Options	No. of Equity Shares Bid (Bids must be in multiples of Bid Lot as advertised)								Price per Equity Share (₹) / "Cut-off" (Price in multiples of ₹ 1/- only)			
	(In Figures Only)								(In Figures Only)			
	8	7	6	5	4	3	2	1	Bid Price	Retail Discount	Net Price	"Cut-off" (Please ✓/tick)
Option 1												
(OR) Option 2												
(OR) Option 3												

6. PAYMENT DETAILS												PAYMENT OPTION : FULL PAYMENT <input type="checkbox"/> PART PAYMENT <input checked="" type="checkbox"/>	
Additional Amount Blocked (₹ in figures) _____ (₹ in words) _____													
ASBA Bank A/c No. _____ Bank Name & Branch _____													
I/WE (ON BEHALF OF JOINT BIDDERS, IF ANY) HEREBY CONFIRM THAT I/WE HAVE READ AND UNDERSTOOD THE TERMS AND CONDITIONS OF THIS BID REVISION FORM AND THE ATTACHED ABRIDGED PROSPECTUS AND THE GENERAL INFORMATION DOCUMENT FOR INVESTING IN PUBLIC OFFER ("GID") AND HEREBY AGREE AND CONFIRM THE 'BIDDERS UNDERTAKING' AS GIVEN OVERLEAF. I/WE (ON BEHALF OF JOINT BIDDERS, IF ANY) HEREBY CONFIRM THAT I/WE HAVE READ THE INSTRUCTIONS FOR FILLING UP THE BID REVISION FORM GIVEN OVERLEAF.													

7A. SIGNATURE OF SOLE/ FIRST BIDDER Date : _____ 2017	7B. SIGNATURE OF ASBA BANK ACCOUNT HOLDER(S) (AS PER BANK RECORDS) I/We authorise the SCSB to do all acts as are necessary to make the application in the Offer.		SYNDICATE MEMBER / REGISTERED BROKER / SCSB / CDP / RTA STAMP (Acknowledging upload of Bid in Stock Exchange system)
	1) _____		
	2) _____		
	3) _____		

TEAR HERE

	TEJAS NETWORKS LIMITED BID REVISION FORM - INITIAL PUBLIC OFFER - R	Acknowledgement Slip for Syndicate Member/ Registered Broker/SCSB/ CDP/RTA	Bid cum Application Form No.
--	--	---	-------------------------------------

DPID / CLID											PAN of Sole / First Bidder																		
Additional Amount Blocked (₹)										ASBA Bank A/c No.										Stamp & Signature of SCSB Branch									
Bank & Branch																													
Received from Mr./Ms./M/s.																													
Telephone / Mobile										Email																			

TEAR HERE

TEJAS NETWORKS LIMITED - BID REVISION FORM - INITIAL PUBLIC OFFER - R	Option 1	Option 2	Option 3	Stamp & Signature of Syndicate Member / Registered Broker / SCSB / CDP / RTA	Name of Sole / First Bidder	
	No. of Equity Shares bid					
	Bid Price					
	Additional Amount Blocked (₹)					
	ASBA Bank A/c No.					
Bank & Branch				Acknowledgement Slip for Bidder		
				Bid cum Application Form No.		