



**5G**

# **INVESTOR PRESENTATION**

## **Review of Financial Results FY 2021-22**

# Disclaimer

- This document contains certain forward-looking statements/details in the current scenario, which is extremely dynamic and increasingly fraught with risks and uncertainties. Actual results, performances, achievements or sequence of events may be materially different from the views expressed herein. Investors/ shareholders/public are hence cautioned not to place undue reliance on these statements/details, and are advised to conduct their own investigation and analysis of the information contained or referred to in this section before taking any action with regard to their own specific objectives. Further, the discussion following here in reflects the perceptions on major issues as on date and the opinions expressed here are subject to change without notice. The Company undertakes no obligation to publicly update or revise any of the opinions or forward-looking statements expressed in this section.

# Review Items



- Products and Services
- Financial Snapshot
- Operational Highlights
- Results Analysis
- Industry Outlook

## Disclaimer

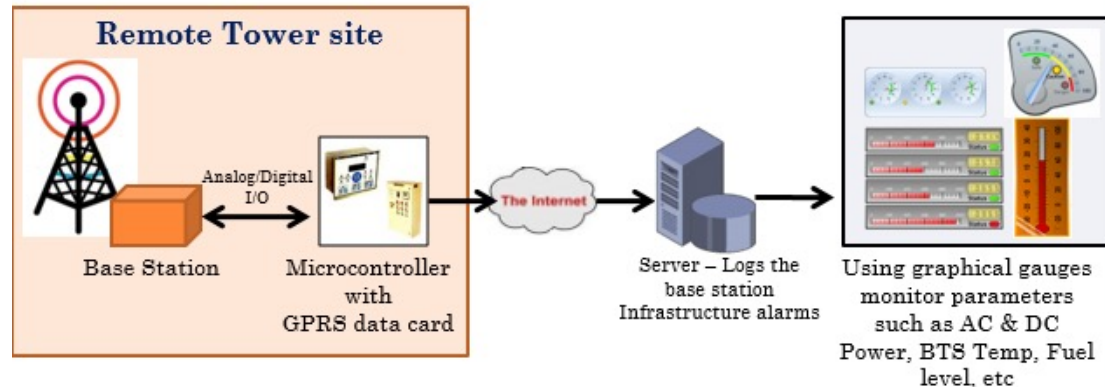
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# Products and Services



## New Offering– DAS Connect

### Innovative Wireless Solution for Health Care



- Enable Digital Transformation using connected devices.
- Improve Patient Experience.
- Support for disconnected environment.
- Enables high productivity and excellent quality.
- Ongoing enhancement to include improved wireless strength and coverage.
- Dedicated highly technical product development team.

## Key Services

- GIS – Telecom, Asset Mapping
- End to End Fiber and Coax design.
- 5G, DAS and Wireless Engineering Services.
- Software – Development, IoT Solutions, Web/Mobile and Cloud Solutions.
- Infrastructure Engineering Services.

# Financial Snapshot



## Statement of Profit & Loss

(Figures In lakhs)

Particulars	2021-22 (For 12 Months)	2020-21 (For 12 Months)	H2 as on 31-03-2022	H2 as on 31-03-2021	H1 as on 30-09-2021	H1 as on 30-09-2020
Revenue	₹ 6,806.67	₹ 3,182.37	₹ 5,201.37	₹ 1,937.12	₹ 1,605.30	₹ 1,245.25
Exceptional Income	₹ 293.50	₹ 255.19	₹ 293.50	₹ 255.19	₹ 0.00	₹ 0.00
Total Expense	₹ 7,535.31	₹ 3,916.91	₹ 5,578.68	₹ 2,237.99	₹ 1,956.63	₹ 1,678.92
EBITDA	₹ 47.26	₹ -19.03	₹ 210.06	₹ 201.14	₹ -162.80	₹ -220.16
Finance Cost	₹ 156.02	₹ 107.01	₹ 114.03	₹ 57.48	₹ 41.99	₹ 49.53
Depreciation	₹ 326.37	₹ 353.31	₹ 179.83	₹ 189.33	₹ 146.54	₹ 163.98
PBT	₹ -435.14	₹ -479.35	₹ -83.81	₹ -45.68	₹ -351.33	₹ -433.67
Tax Expenses	₹ 64.77	₹ 58.33	₹ 39.69	₹ 58.33	₹ 25.08	₹ 0.00
PAT	₹ -455.05	₹ -536.69	₹ -78.74	₹ -55.94	₹ -376.31	₹ -480.75



# Notes on Financial Results

Your company was awarded second Forgivable loan under the US CARES ACT 2020 of Rs. 2.93 Cr.

- Company met all conditions for forgiveness and is treated as grant instead of loan.
- However, the amount is shown as “loan” as of Sep 30<sup>th</sup> 2021 as the application for forgiveness was accepted by bank in October 2021.
- By considering the grant amount the net loss is reduced ₹ 4.35 Cr. and includes depreciation amount of ₹ 3.26 Cr.
- Your company has positive EBITDA in the second half of 2021-22 at ₹ 2.17 Cr. and over all EBITDA of ₹ 0.47 Cr.

# Major Milestones



-  **Your company brought Strategic investor – FVLCRUM Partners in US subsidiary to expand operations to wireless sector and operate new markets.**
-  **Your company acquired Irish Tower; a company engaged in wireless operations in November 2021.**
-  **Company has built self-learning tools to as part of sustainable HR practices that train the fielding staff. This mitigates travel and other overhead expenses.**

# Risk Mitigation



- ➔ Regional satellite production centers are set up to enable staff to promote local employment and create a safe environment. One such facility is in Guntur.
- ➔ In the process of setting up regional satellite production centers in Trichy and Bhubaneswar.
- ➔ Identified COVID unimpacted sectors and providing solutions to mitigate the business risk. Example – Health Care, School Neighborhood.

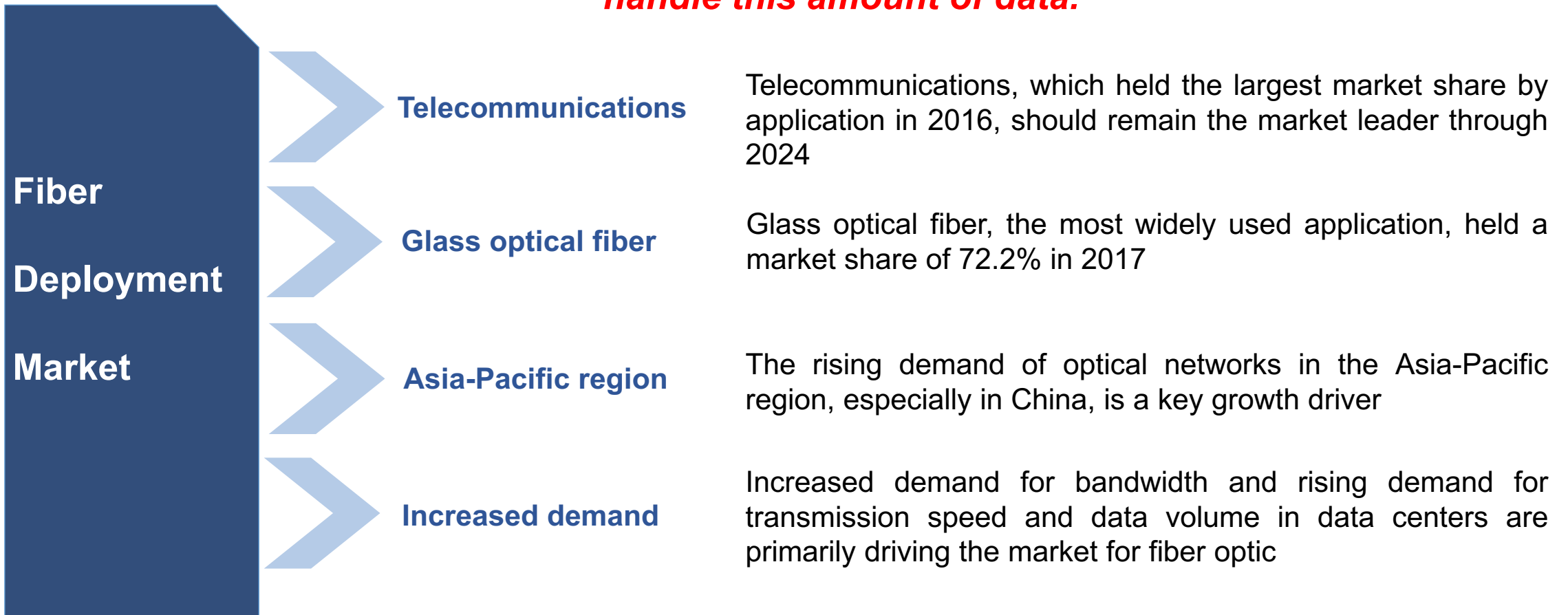




# Industry Outlook

- *It is estimated that data produced per day would increase from Current 2.5 Exabytes per day to 463 Exabytes per day by 2025 as per IIT, Madras findings*

***Ubiquitous broadband and enormous wireless bandwidth are needed to handle this amount of data.***



# Industry Outlook Post COVID



*Several experts feel that COVID has positive impact on our services*

## IT Services: Industry Dynamics

TSP Industry Impacts on Technology Investment Due to COVID-19

Industry	Short-Term Impact on Tech Investment	Long-Term Impact on Tech investment
Banking and Securities	Negative ↓	Uncertain ↔
<b>Cadsys Services</b> → Communications	Positive ↑	Positive ↑
Education	Positive ↑	Positive ↑ Negative Bias
Public Sector	Positive ↑	Positive ↑ Negative Bias
Healthcare	Positive ↑	Positive ↑
Insurance	Negative ↓	Uncertain ↔
Manufacturing	Negative ↓	Uncertain ↔
Retail	Negative ↓	Uncertain ↔ Negative Bias
Transportation	Negative ↓	Negative ↓

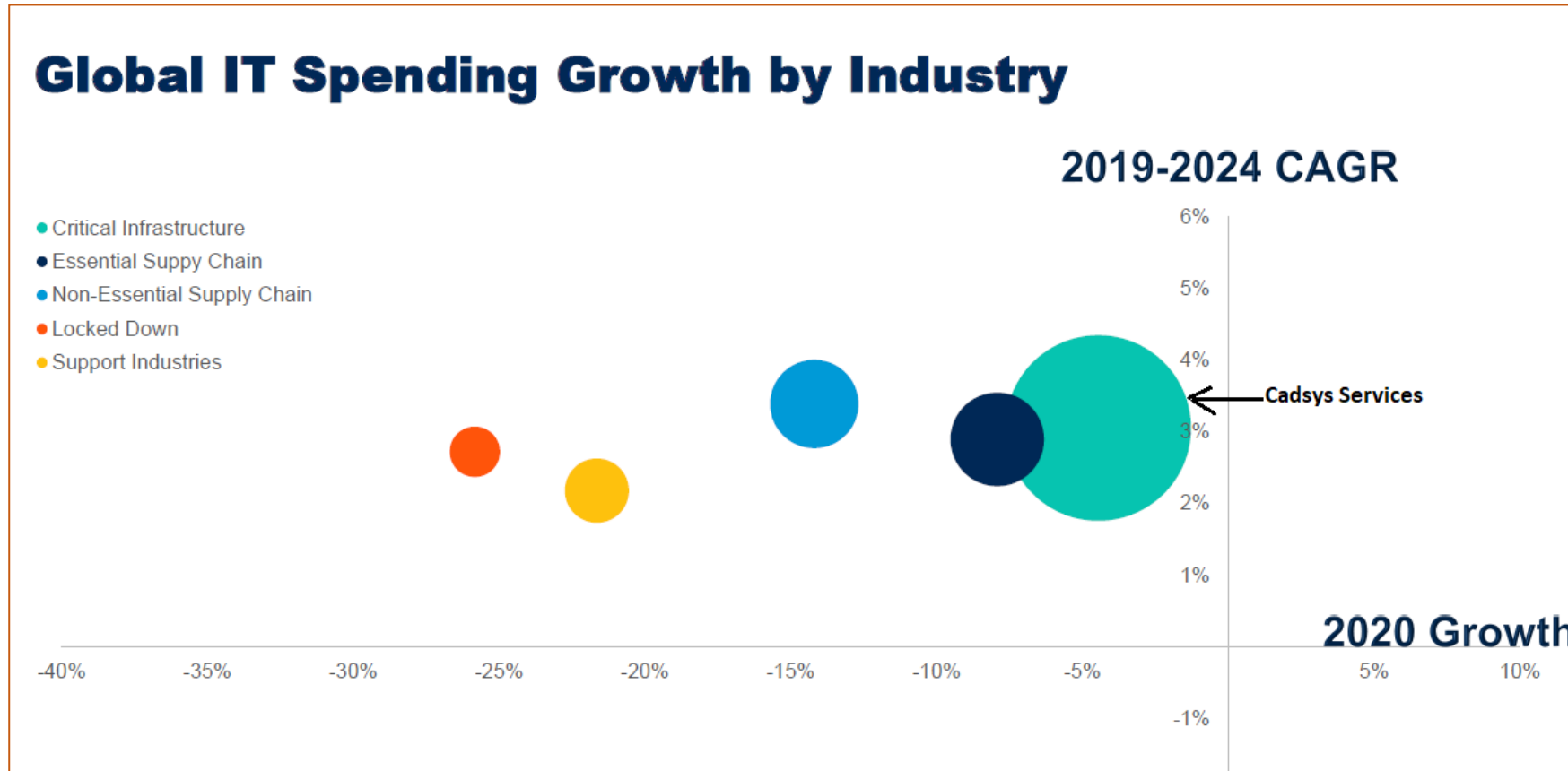
Source: Gartner

[Mitigate COVID-19's Impacts in Vertical Industries With These Vendor Action Items](#)

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# Uniquely positioned in Post Covid Environment



Positive growth forecast of our services post Covid due to

- Encouraging work from Home
- Increased usage of technologies like IoT and AI
- Quicker cloud adoption
- Increased demand for eLearning, Telemedicine



**THANK YOU**