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The Secretary National Stock Exchange of India Ltd Exchange Plaza, C/1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 NSESymbol: TEJASNET

The Secretary **BSE Limited** P J Towers, Dalal Street, Fort, Mumbai – 400 001 BSE Scrip Code: 540595

July 28, 2020

Dear Sir/Madam.

#### Re: 20<sup>th</sup> Annual General Meeting – Compliances under SEBI (Listing Obligations and **Disclosure requirements) Regulations, 2015**

In continuation to our letter dated July 6, 2020 and pursuant to the General Circular numbers 14/2020, 17/2020, 20/2020 issued by the Ministry of Corporate Affairs (hereinafter collectively referred to as "MCA Circulars"), and Circular number SEBI/HO/CFD/CMD1/CIR/P/2020/79 issued by the Securities and Exchange Board of India (SEBI), companies are allowed to hold AGM through Video-conference (VC), we hereby inform you that the 20th Annual General Meeting of the Company was held on July 28, 2020 through Video-Conferencing and the business as mentioned in the Notice dated June 30, 2020 of the 20<sup>th</sup> Annual General Meeting was transacted.

Towards this, please find enclosed the following:

- Proceedings as required under the Regulation 30, Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations: Annexure - I.
- The Chairman's speech: Annexure - II.

The Company facilitated live webcast of proceedings of the meeting. The archive of webcast of the 20<sup>th</sup> Annual General Meeting ('AGM') will be made available on the company's website.

Kindly take the above information on record and acknowledge.

Thanking you,

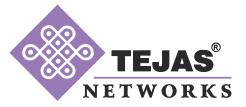
Yours sincerely

For Tejas Networks Limited

N R Ravikrishnan **General Counsel, Chief Compliance Officer** & Company Secretary

Encl: as above

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Annexure – I

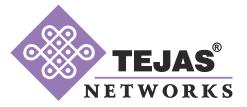
#### SUMMARY OF THE PROCEEDINGS OF THE 20<sup>th</sup> ANNUAL GENERAL MEETING OF TEJAS NETWORKS LIMITED HELD ON TUESDAY, JULY 28, 2020 AT 4.00 P.M. (IST) THROUGH VIDEO-CONFERENCING:

The 20<sup>th</sup> Annual General Meeting (AGM) of the Members of Tejas Networks Limited ('the Company') was held on Tuesday, July 28, 2020 at 4.00 P.M (IST) through video conference and other audio visual means (VC) in compliance to the General Circular numbers 14/2020, 17/2020, 20/2020 issued by the Ministry of Corporate Affairs (hereinafter collectively referred to as "MCA Circulars"), and Circular number SEBI/HO/CFD/CMD1/CIR/P/2020/79 issued by the Securities and Exchange Board of India (SEBI Circular).

#### **Directors (in attendance)**

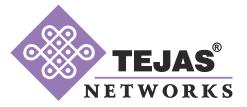
| S.No | Name of the Director  | Position   |  |  |
|------|-----------------------|--|--|--|
| 1    | Balakrishnan V        | Board  |  |  |
|      |                       | Non-Executive, Independent Director and Chairman of the Board  |  |  |
|      |                       | Committee of the Board   |  |  |
|      |                       | <ul> <li>Risk Committee - Chairman</li> <li>Audit Committee - Member</li> <li>Nomination &amp; Remuneration Committee - Member</li> <li>Stakeholders Relationship Committee - Member</li> <li>Corporate Social Responsibility Committee – Member</li> <li>Joined through VC from Bangalore, India</li> </ul> |  |  |
| 2    | Sanjay Nayak          | Board  |  |  |
|      |                       | Managing Director and Chief Executive Officer  |  |  |
|      |                       | Committee of the Board   |  |  |
|      |                       | <ul> <li>Stakeholders Relationship Committee - Member</li> <li>Corporate Social Responsibility Committee - Member</li> </ul>   |  |  |
|      |                       | Joined through VC from Bangalore, India  |  |  |
| 3    | Dr. Gururaj Deshpande | <u>Board</u>   |  |  |
|      |                       | Non-Executive and Non – Independent Director   |  |  |
|      |                       | Committee of the Board   |  |  |
|      |                       | <ul> <li>Stakeholders Relationship Committee - Chairman</li> <li>Nomination &amp; Remuneration Committee - Member</li> <li>Risk Committee - Member</li> </ul>  |  |  |
|      |                       | Joined through VC from Boston, USA   |  |  |

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| 4 | Amb. Leela K Ponappa            | Board   |  |  |
|---|---------------------------------|---|--|--|
|   |                                 | Non-Executive and Independent Director  |  |  |
|   |                                 | Committee of the Board  |  |  |
|   |                                 | <ul> <li>Nomination &amp; Remuneration Committee - Chairman</li> <li>Corporate Social Responsibility Committee - Chairman</li> <li>Audit Committee - Member</li> <li>Risk Committee - Member</li> </ul> |  |  |
|   |                                 | Joined through VC from Noida, India   |  |  |
| 5 | Chandrashekhar Bhaskar<br>Bhave | Board   |  |  |
|   | Dhave                           | Non-Executive and Independent Director  |  |  |
|   |                                 | Committee of the Board  |  |  |
|   |                                 | <ul> <li>Audit Committee – Chairman</li> <li>Nomination &amp; Remuneration Committee - Member</li> <li>Risk Committee - Member</li> </ul>   |  |  |
|   |                                 | Joined through VC from Bangalore, India   |  |  |
| 6 | Arnob Roy                       | Board   |  |  |
|   |                                 | Whole-time Director and Chief Operating Officer   |  |  |
|   |                                 | Committee of the Board  |  |  |
|   |                                 | <ul> <li>Stakeholders Relationship Committee - Member</li> <li>Corporate Social Responsibility Committee - Member</li> </ul>  |  |  |
|   |                                 | Joined through VC from Bangalore, India   |  |  |
| 7 | Venkatesh Gadiyar               | Chief Financial Officer   |  |  |
|   |                                 | Joined through VC from Bangalore, India   |  |  |
| 8 | N R Ravikrishnan                | General Counsel, Chief Compliance Officer and Company Secretary   |  |  |
|   |                                 | Joined through VC from Bangalore, India   |  |  |
| · |                                 |   |  |  |

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#### Other representatives (in attendance)

| S.No | Name of the representative                           | Position   |
|------|--|--|
| 1    | M/s. Price Waterhouse Chartered<br>Accountants LLP   | Statutory Auditors<br>Joined through VC from Bangalore, India                  |
| 2    | M/s. Singhvi, Dev and Unni, Chartered Accountants    | Internal Auditors<br>Joined through VC from Bangalore, India                   |
| 3    | C. Dwarakanath<br>Company Secretary in Practice & IP | Secretarial Auditor and Scrutinizer<br>Joined through VC from Bangalore, India |

Pursuant to the Articles of Association of the Company, Balakrishnan V, being the Chairman of the Board took the Chair and conducted the proceedings of the Meeting. After ascertaining that the requisite quorum was present, called the meeting to order. The Chairman welcomed all members, auditors and other invitees joining over VC and informed the Members that the meeting is being held through video conferencing in accordance with the circulars and guidelines issued by MCA and SEBI. The Chairman then requested his colleagues to introduce themselves.

The Chairman thereafter requested the Company Secretary to brief the Members regarding the arrangements made for the meeting and also the facility to cast their vote electronically, on all resolutions set forth in the Notice. It was further informed that there would be no voting by show off hands.

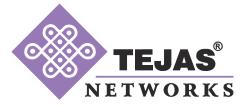
The Company Secretary informed that the Company has enabled the Members to participate at the 20<sup>th</sup> AGM through the video conferencing facility provided by National Securities Depositories Limited (NSDL). The proceedings of the AGM are also being web-casted live for all the Members. It was further informed that the Members have been provided with the facility to exercise their right to vote by electronic means, both through remote e-voting and e-voting at the AGM in accordance with the provisions of the Companies Act, 2013 and SEBI Listing Regulations. The Members joining the meeting through video conferencing, who have not already cast their vote by means of remote a-voting, may vote through e-voting facility provided at the AGM.

The Chairman affirmed he is satisfied that all the efforts feasible under the circumstances have been made by the Company to enable Members to participate and vote on the items being considered at the meeting. Thereafter, the Chairman addressed the Members and spoke on the Pandemic COVID-19 and the uncertainties related to COVID-19 and also dwelt on the revenue and profitability and stated that the Company aims to increase its international sales and reach 50% of our revenues from export markets in the next 2-3 years. He further stated that as a leading pure-play telecom product company from India, the Company is well positioned to capitalize on the opportunities opening up due to Government of India's focus to create "Atmanirbhar Bharat".

The Chairman speech was followed by presentation by Sanjay Nayak, Managing Director and Chief Executive Officer. Further, N R Ravikrishnan, Company Secretary, provided the summary of the statutory auditors' report and secretarial audit report for the financial year 2019-20.

The following items of business, as provided in the Notice of the 20<sup>th</sup> Annual General Meeting were transacted at the meeting. Before each resolution was proposed, the Chairman explained the objective and implication of the same. Shareholders were provided a facility to ask questions or express their views through VC and audio on the aforesaid resolutions. Clarifications were provided to the queries raised by the members.

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#### **Ordinary Business**

| S.No | Particulars  | Type of Resolution  |
|------|--|---------------------|
| 1    | Consider, receive and adopt the Audited Standalone<br>Financial Statements (including Consolidated Financial<br>Statements) of the Company for the financial year ended<br>March 31, 2020 together with the Reports of the Board of<br>Directors and Auditors thereon. | Ordinary Resolution |
| 2    | Re-appointment of Dr. Gururaj Deshpande (DIN: 01979383) as a Director liable to retire by rotation.  | Ordinary Resolution |

#### Special Business

| 3 | Continuation of directorship of Amb. Leela K Ponappa | Special Resolution |  |
|---|--|--------------------|--|
|   | (DIN: 07433990) as Independent Director              |                    |  |

The Chairman invited comments and questions from the Members. Queries raised by the Members were clarified and answered by the Chairman, Managing Director and Chief Executive Officer and Whole-time Director and Chief Operating Officer to the satisfaction of the Members present at the meeting. The Chairman also stated that any other query that the Member(s) may have, they can contact the Company Secretary who will do the needful by checking with the concerned and providing response pertaining to the performance of the Company for the financial year March 31, 20120.

The Board of Directors had appointed C. Dwarakanath, Company Secretary in Practice (FCS- 7723 and CP No: 4847) as the Scrutinizer to supervise the e-voting process. The Chairman informed the members that the consolidated results of e-voting would be announced within 48 hours from the conclusion of the AGM of the company and be intimated to the Stock Exchanges and posted on the website of the Company and National Securities Depository Services of (India) Limited (NSDL).

The Chairman authorized the Company Secretary to declare the voting results, intimate the stock exchanges and place the same on the website of the Company.

The Chairman then thanked the members present and declared the meeting as closed.

Yours sincerely

#### For TEJAS NETWORKS LIMITED

N R Ravikrishnan General Counsel, Chief Compliance Officer and Company Secretary



# Chairman's Speech

Good afternoon Shareholders,

I welcome you all to the 20<sup>th</sup> Annual General Meeting of your company. On behalf of the Board of Directors of Tejas, I thank you all for joining us today.

The recent pandemic caused by COVID-19, has resulted in a new normal and for the first time, I am connecting with you all over video conference. In this current situation, when we all are working remotely, I can proudly mention that Tejas is one of the enablers of remote connectivity since it provides the telecom equipment required for building such robust networks that can handle the sudden surge in network demand.

FY20 was a challenging year for us with both the revenue and profitability declining due to challenges in the telecom sector in our country, accentuated by the COVID crisis during Q4. Our revenue declined by 56.7% while the gross margins declined to 35.6% of the net revenues. Consequently, we made a net loss of Rs. 237.12 crore. With delay in collection of receivables from certain large PSUs accounts, our receivable days also increased. The silver lining is our strong cash position of Rs. 280 cr combined with our zero debt position.

The uncertainties related to COVID-19 are difficult to predict. But, we clearly see new opportunities opening up for us. We have already started witnessing the wave of enhanced culture of work-from-home, videoconferencing, video streaming and video calling applications coupled with emergence of new technologies like 5G. Post COVID-19, significant growth is expected in the fiber-based home broadband leading to greater investments by telcos and internet service providers, to keep pace with the huge growth in network traffic. From where I see, this definitely looks like one of the best phases coming for the telecom industry across the globe which could be beneficial to our business.

We aim to increase our international sales and reach 50% of our revenues from export markets in the next 2-3 years. We have increased our investments and are gaining traction in SE Asia, Africa, Mid-east and North America. We are also seeing new opportunities coming our way, as our global customers look to de-risk and diversify their supply chain investments in the wake of new geo-political environment.

As a leading pure-play telecom product company from India, we are also well positioned to capitalize on the opportunities opening up due to Government of India's focus to create "Atmanirbhar Bharat".

We had also taken several steps to reduce our costs, re-focus our investments and be relevant to the new normal. We are facing a global pandemic today and it has made the life of people in general, tough & challenging. However, as quoted by Helen Keller, "Character cannot be developed in ease and quiet. Only through experience of trial and suffering can the soul be strengthened, ambition inspired, and success achieved". Every person today, working for Tejas, is fully geared to face this trial with perseverance and come out triumphant.

On behalf of the Board of Directors of Tejas Networks, I thank the Government of India, Government of Karnataka, all Government agencies, Governments of various countries where we have business operations and look forward to their continued support. I am grateful to our customers, employees, shareholders, suppliers and bankers, all of whom have supported us during these challenging times.

We are more relevant to our customers today than in the past. We are confident that our strategy will help us to tap the opportunities in front of us and get back to the growth path soon.

I now invite Sanjay Nayak, the CEO and MD of your Company, to address the meeting.