Strategic Alliance Proposal

To Collaborate with PSUs to Advance India’s Goals in Technology and Development
Table of contents

Journey of 5 Decades in 5 minutes

- The Challenge at Hand
- The Opportunity
- Why VNL Shyam fits the bill?
- A true Global Indian Company
- The Strength
- Business Opportunity in India Alone
- The Group
The Looming Danger
High Input Costs Mounting Pressure on Overall Margins

Declining market share of PSUs and stalled national development agenda

Neglect of domestic manufacturing

Forex instability and rising imports

Poor quality, piecemeal products being pushed through unreliable channels
The Opportunity—Synergy
Strategic collaboration: PSUs & Indigenous, Strong R&D based Organization

- **Maximise** value from
  - Human Resources
  - Technologies
  - Infrastructure

- **Improve** products and services & increase market share

- To enhance Indian capacities to create a **globally competitive** eco system

- Protect and promote **security** interests
VNL SHYAM - A Good Fit with PSUs

Made in India: Innovation, Viability and Environment first

- Pioneer in Indian communications technologies including GSM, Satellite, Cable, Radio Backhaul, Integrated Security and Surveillance.

- Strong Focus on R&D

- VNL Shyam technologies & products in commercial use internationally

- Focused on India’s development and security challenges with technologies for
  - Rural Areas
  - Remote Areas
  - Disturbed Areas
  - Places of National Importance

- Global Presence
What can our togetherness achieve?

Rethink...Redesign and Rebuild

- Higher efficiencies and productivity with savings in **CAPEX** and **OPEX**
- Combine Private sector response times with PSU resources, scale and vision
- Solutions focused on India’s people and regions that need them
- Boost to **Indian manufacturing**
- Reduced dependence on **expensive imports**
- Reduce the havoc caused by exchange rate fluctuation
- Boost to “**Made in India**” products & Exports
- Enhanced **National Security**
VNL Shyam’s International Presence
America…Africa…Asia…

Latin America

Bolivia

Africa

Bhutan
Middle East...Far East...

Abhu Dhabi

Riyadh

Indonesia
VNL Shyam Everywhere

Deployed and supplied in 52 countries across 5 continents
VNL Shyam’s Presence Across India
Protecting India’s Precious Heritage
Secured Taj!!!
Instant and Need Based Integrated Solution – Jagannath Temple, Puri
Defending India - Connecting Kargil

Solar Powered Integrated Communication Network
Connecting Difficult Areas

WorldGSM™ Amarnath

Mobile Communication Vehicle with VSAT - Leh
Connectivity Everywhere

DEI, AGRA  BSNL, Jaipur  TATA Communications Mumbai
Leveraging Technology for Education

Low Radiation Optical DAS at Jamia Milia Islamia, Delhi

Dayalbagh Educational Institute Agra
Starting from Rajasthan, India, VNL has traveled across the world.
All these Technological Successes Manufactured In India with Pride
Manufacturing today is driven by Software/ Coding

Example: What goes into an iPhone?

- India, a leader in software - intellectual property, especially for telecom Infrastructure & THAT is TRUE manufacturing…R&D Driven…

* Source: TIME Magazine
VNL’s Guiding Philosophy - Innovation

SMT Lines for PCB Assly
Fine Pitch Placement
SMT populated PCBA

In-circuit Tester (ICT)
FPT Testing
ESS Chamber
X-ray Inspection
R&D at VNL
...Every Bit - State of the Art
Opportunity in India Alone - Immense

Telecom Equipment Market in India – Forecast (Rs Crore)

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<th>2009-10</th>
<th>2015-16</th>
<th>2019-20</th>
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<tbody>
<tr>
<td>Wireline Equipment</td>
<td>1,169</td>
<td>496</td>
<td>448</td>
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<tr>
<td>Wireless Equipment (excl. Handsets)</td>
<td>14,146</td>
<td>26,444</td>
<td>44,428</td>
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<tr>
<td>IP &amp; Packet Switching Equipment</td>
<td>4,057</td>
<td>14,689</td>
<td>20,231</td>
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<td>Broadband Equipment</td>
<td>7,201</td>
<td>7,761</td>
<td>29,815</td>
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<tr>
<td>Backhaul and Transmission Equipment</td>
<td>4,372</td>
<td>7,838</td>
<td>10,960</td>
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<tr>
<td>Other (miscellaneous products)</td>
<td>61</td>
<td>12,467</td>
<td>2,899</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>31,006</strong></td>
<td><strong>69,695</strong></td>
<td><strong>108,781</strong></td>
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*Source: Ovum Research

More When You Visit our R&D Centre in Gurgaon
Recognitions

GSMA Green Mobile Award 2010

World Economic Forum Technology Pioneer 2010

WSJ Technology Innovation Awards 2009

CTIA Emerging Technology 2009

WCA Best Technology Foresight 2008 (1st place)
SHYAM Group Companies

- Manufacturing
- Real Estate
- VSAT Services
- Telecom Services
- Internet & Broadband
- Fertilizer
- Futuristic Products
The Man Behind It All

2010 Issue on Person of the year listed our Founder Mr. Rajiv Mehrotra among “People who will change your life”
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Thank You!