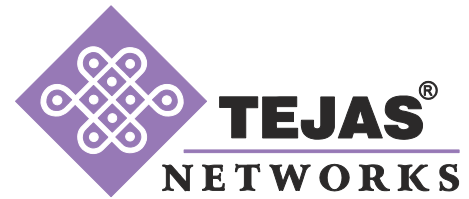


Tejas Networks Ltd.

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Tel : +91- 80- 4179 4600/700/800
Fax: +91- 80- 2852 0201



July 27, 2026

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

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

Dear Sir / Madam,

Re: Earnings Call Presentation- Q1 FY 27

Pursuant to Regulation 30 and 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Earnings Call Presentation on the Financial Results of the Company for the Quarter ended June 30, 2026.

This is for your kind information and record.

Yours sincerely,
For Tejas Networks Limited

Anantha Murthy N
Company Secretary & Compliance Officer

Encl: as above



Q1FY27 – Earnings Call Presentation

July 27, 2026



Key Updates: Q1-FY27

Financials

- Q1FY27 Revenue: INR 402 Cr (333 Cr in Q4FY26)
- Q1FY27 Profit After Tax: INR -202 Cr (-211 Cr in Q4FY26)
- Order book at end of Q1: INR 1,529 Cr (1,514 Cr in Q4FY26)

Q1 Revenue Mix ⁽¹⁾

- India: 50%
- International: 50%

Closing Order Book Mix

- India: 93%
- International: 7%

Q1 Summary

- Q1 revenues were driven by international shipments of 5G radios and domestic shipments of 100G/400G Optical and FTTx products
- Registered our first commercial win for an end-to-end 5G network deployment in South America
- Filed 46 patents in Q1 FY27 taking our cumulative global patent filing count to 722

⁽¹⁾ Excludes other operating revenue

Q1-FY27: Financial Update

INR Cr	Q1FY27	Q4FY26	Q1FY26	FY26
Revenue from Sales & Service	1 402	332	202	1,097
Other Operating Revenue	0	0	-	6
Revenue from Operations	402	333	202	1,103
EBIT ⁽¹⁾	(194)	(219)	(232)	(1,085)
PBT	2 (271)	(281)	(297)	(1,354)
PAT	(202)	(211)	(194)	(909)
Inventory	3 2,358	2,438	2,537	2,438
Trade receivables (Net of Cust Advance)	4 2,232	1,905	2,969	1,905
Net Working Capital ⁽²⁾	5 4,478	4,138	4,956	4,138
Cash and Cash Equivalents ⁽³⁾	6 589	505	545	505
Net Debt	7 4,277	3,531	3,445	3,531

- 1 Revenue growth of 21% vs Q4FY26 with a different product mix
- 2 PBT of (271) Cr vs (281) Cr in Q4FY26
- 3 Inventory of INR 2,358 Cr during Q1FY27 (vs 2,438 Cr in Q4FY26)
 - Significant portion of inventory would be utilized in executing BSNL 4G Add-on order
- 4 Net Trade Receivables at INR 2,232 Cr vs 1,905 Cr in Q4FY26
- 5 Net Working Capital increased mainly on account of increase in Net receivables and scheduled payouts
- 6 Cash Position at end of Q1FY27 improved to INR 589 Cr
- 7 Net Debt increase on account of increased operational and capex funding. Gross Debt of INR 4,866 Cr and cash of INR 589 Cr at end of Q1FY27

¹EBIT = PBT – Other Income + Finance Cost including Net forex loss

²Net working capital taken as Current Assets (excluding Cash & Cash Equivalents) net of Current Liabilities (excluding Borrowings and lease liabilities)

³Cash and cash equivalents includes investment in liquid mutual funds, deposits, other Bank balances

Business Updates: Q1-FY27



Wireless

- **5G RAN win in South America**
 - Received purchase order to deliver end-to-end 5G network for an operator in South America
- **5G mMIMO Radio Shipments**
 - Completed manufacturing and supply of 5G mMIMO radios to a global customer, in partnership with NEC
- **Wireless R&D Collaboration**
 - Selected by a Global Tier-1 telco for a joint R&D project in 5G
- **BSNL 4G Expansion**
 - Awaiting expansion order for 26,000 additional 4G sites with Tejas RAN products on BSNL's pan-India network against LOI received.



Wireline

- **Gigabit Fiber Broadband**
 - Expanded FTTx footprint in Tier-1 Indian telco for their pan-India residential broadband rollout
- **5G Backhaul and Enterprise Services**
 - Supplied 100G/400G DWDM systems to two Tier-1 telcos to boost 5G backhaul, enterprise links, and hyperscaler connectivity
- **Utility Modernization**
 - Selected as a vendor for the communication network modernization of a large power utility
- **Carrier of Carrier Network**
 - Expansion order for 100G/400G Coherent DWDM equipment in Africa from a leading bandwidth wholesaler in Africa

Other Highlights: Q1-FY27



Awards & Recognition

- TJ1600-D3 DCI product selected as a global finalist (Top-3) at the prestigious 2026 Leading Lights awards
- Won the BCIC (Bangalore Chamber of Industry and Commerce) award for Manufacturing Excellence



Partnerships

- Signed MoUs with IIT-Gandhinagar and MahaIT to catalyze and nurture local innovation ecosystem in next-generation telecom



Patents and R&D

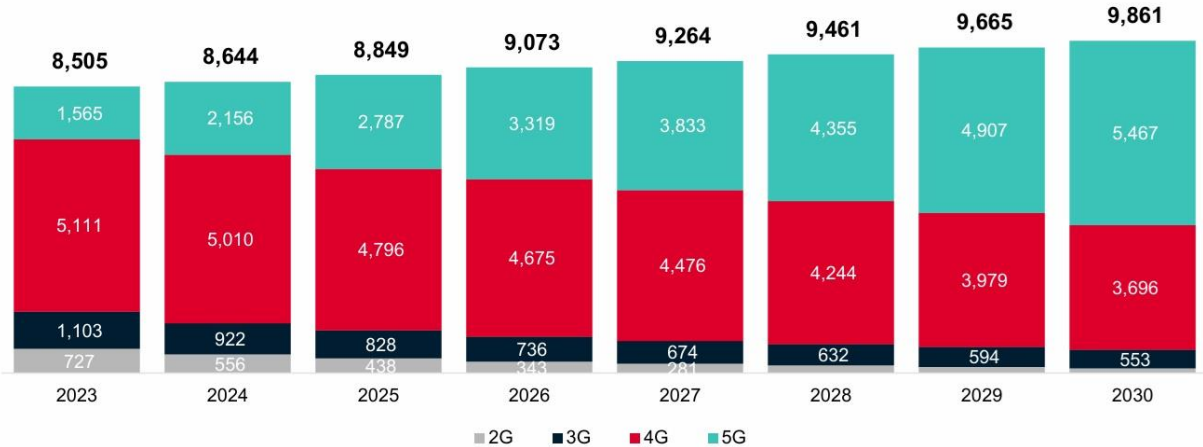
- Filed 46 patents in Q1 FY27, bringing the cumulative patent count to 722 of which 380 have been granted
- Successfully completed field and lab trials demonstrating coexistence of D2M with cellular (LTE/NR) networks as per ToR established by an inter-ministerial committee

Key Business Drivers

Wireless

- Expansion of 5G deployment in emerging markets – 5G rollouts to continue till 2030
- Global 5G FWA subscriptions to triple and reach ~90 million by 2030
- Expansion of existing 4G networks in India and emerging International markets

Total mobile connections by technology, Global (millions)



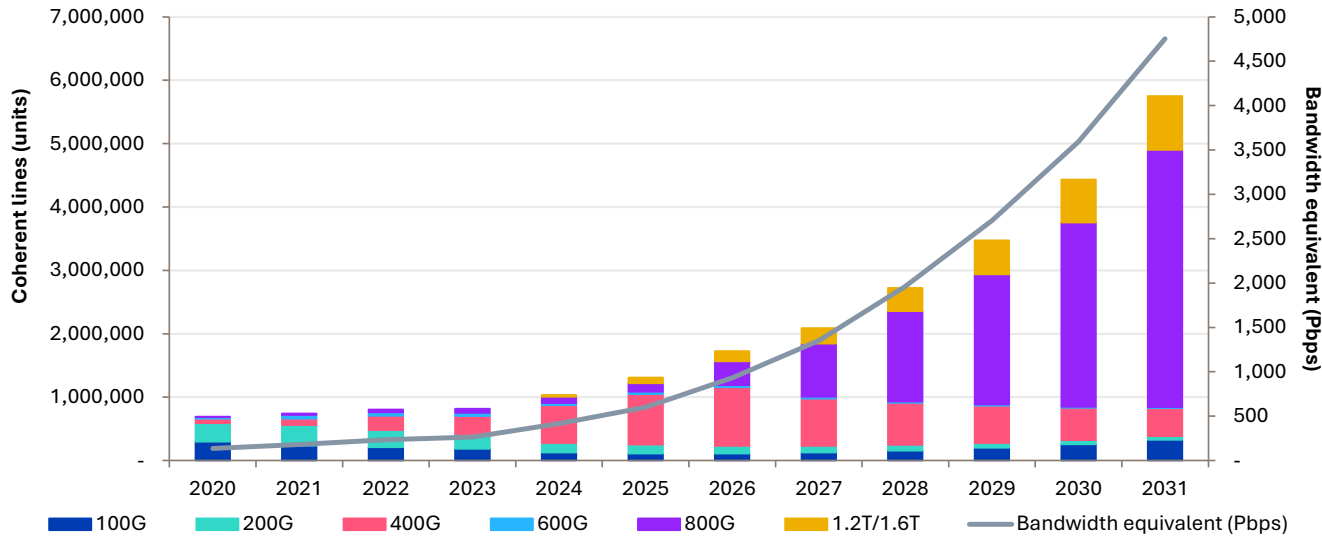
Data as of February 2026
Source: GSMA Intelligence

GSMA
Intelligence

Wireline

- Rapid growth in Data Centers and connectivity
- High bandwidth Enterprise connectivity
- Increase in Residential Broadband connectivity
- Backhaul connectivity for wireless network expansion
- Modernization of Utility networks

WDM line speeds – Metro, long-haul, & multi-host coherent



Source: Omdia

Coherent WDM lines shipped by speed, Global (units)



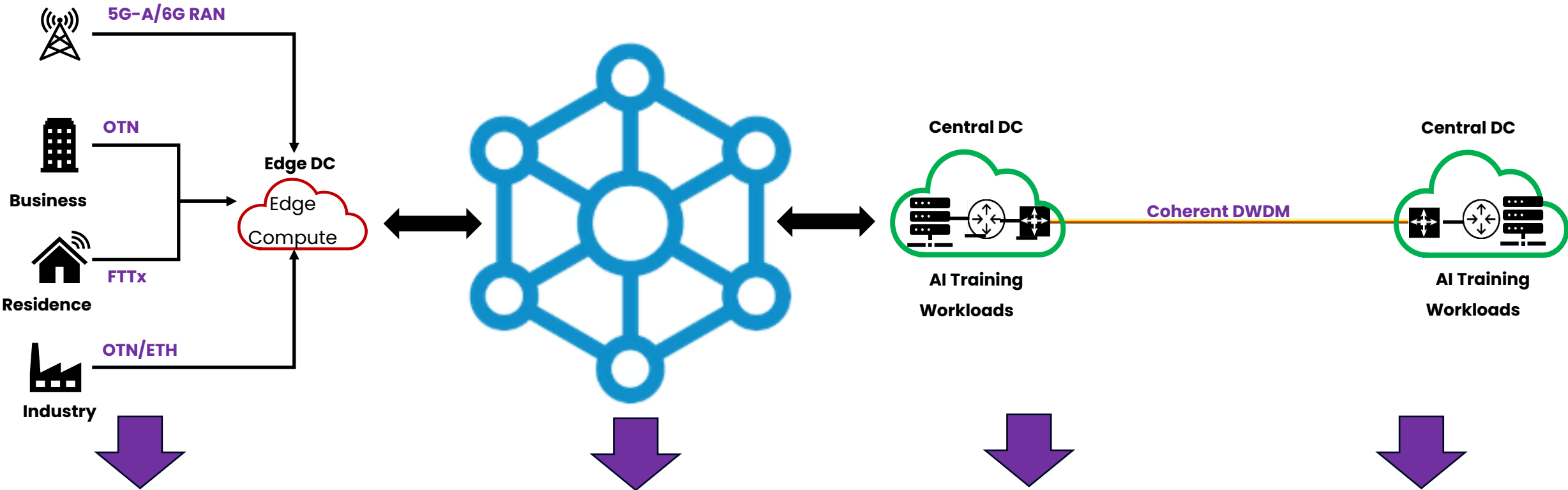
© 2026 Omdia

AI Impact: Evolving Network Architecture from Access to Core

Access/Edge

Optical Transport

Data Center Interconnect (DCI)



Access: AI traffic demands 20X capacity scaling
Edge: AI inferencing for low-latency applications

Generational build-outs and upgrades of Aggregation, Metro and Backbone networks

High-bandwidth and low-latency interconnects between geographically dispersed AI clusters

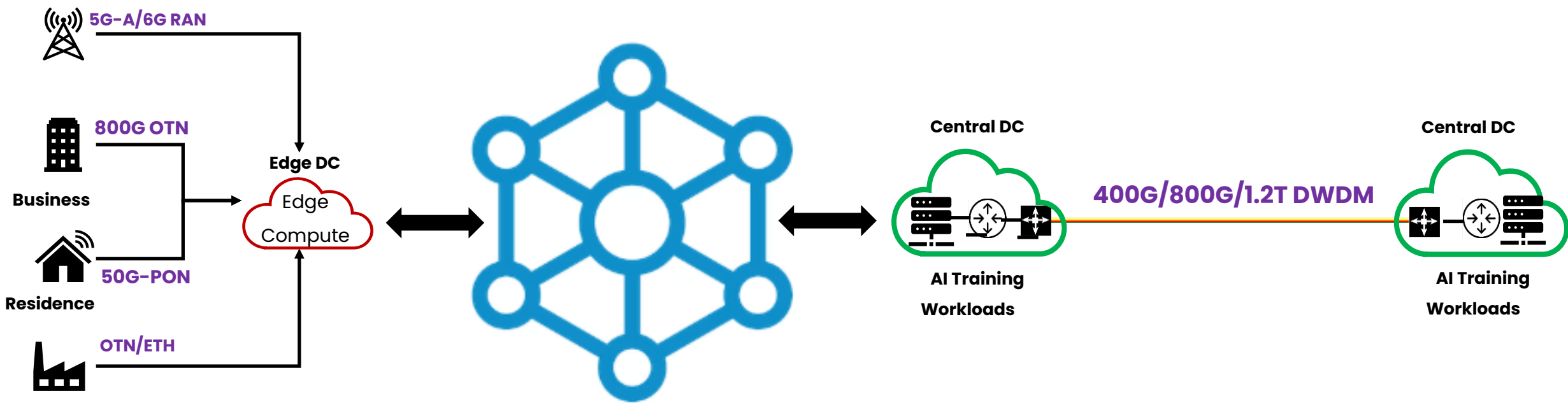
Tens of terabits required between AI data centers; links range from sub-150 km to up to 1000 km

AI Impact: Enhanced 6G Portfolio for an AI Future

Access/Edge

Optical Transport

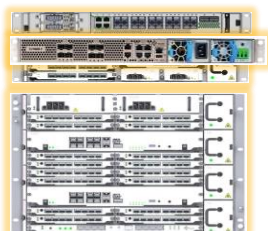
Data Center Interconnect (DCI)



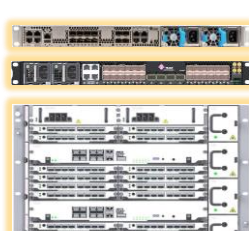
Tejas Solutions for End-to-End Transformation



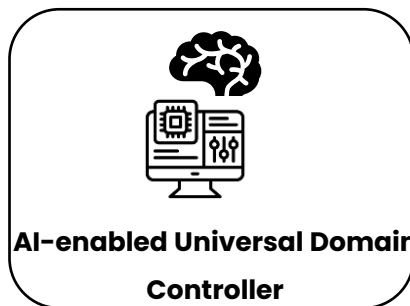
**256+ port 6G mMIMO
AI-native BBU and
Core**



**50G-PON OLTs and
OTN CPEs upto
800G**



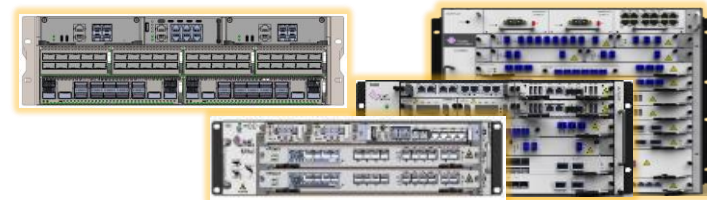
**NG-Routers upto
14T**



**AI-enabled Universal Domain
Controller**



**Coherent optics
upto 1.6T**



**NG-DWDM and Purpose-built DCI
OTS upto 1.6T/ch, C+L+S band**

Key Takeaways

- **Growing International traction for Wireless products**

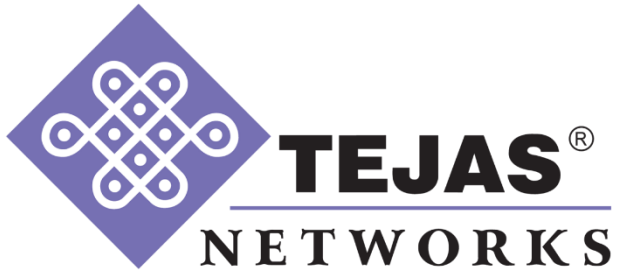
- New 5G wins in International regions, multiple other engagements
- Joint R&D partnership with Global tier-1 telco
- BSNL 4G network performance is an endorsement of our product scalability and reliability

- **Steady growth in Wireline business**

- Driven by growth in Data Center Connectivity, Residential and Enterprise Broadband

- **Well positioned for an AI-driven future**

- Investments in 5G Advanced and 6G
- Portfolio of products for building end-to-end high-bandwidth, low-latency networks required for AI infrastructure and user access



Thank you!

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