PELATRO

Pelatro Limited
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PEL/2026-27/24

August 04, 2026

The Secretary
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot no. C/lG Block
Bandra-Kurla Complex Bandra (E)
MUMBAI - 400 051

Scrip Code: PELATRO

Dear Sir/Madam,

Sub: Investor presentation and Press Release.

Further to our intimation dated August 01, 2026, regarding investor conference call, we wish to inform you that the investor presentation and press release on Q1 FY27 results are enclosed herewith. The same are also made available on the website of the Company at www.pelatro.com and the same can be downloaded using the links below:

https://www.pelatro.com/presentations/

https://www.pelatro.com/resources/newsroom/

This is for your information and records.

Thanking you.
Yours sincerely,

For Pelatro Limited

Lakshmy Mohanan
Digitally signed by Lakshmy Mohanan
Date: 2026.08.04 11:21:28 +05'30'

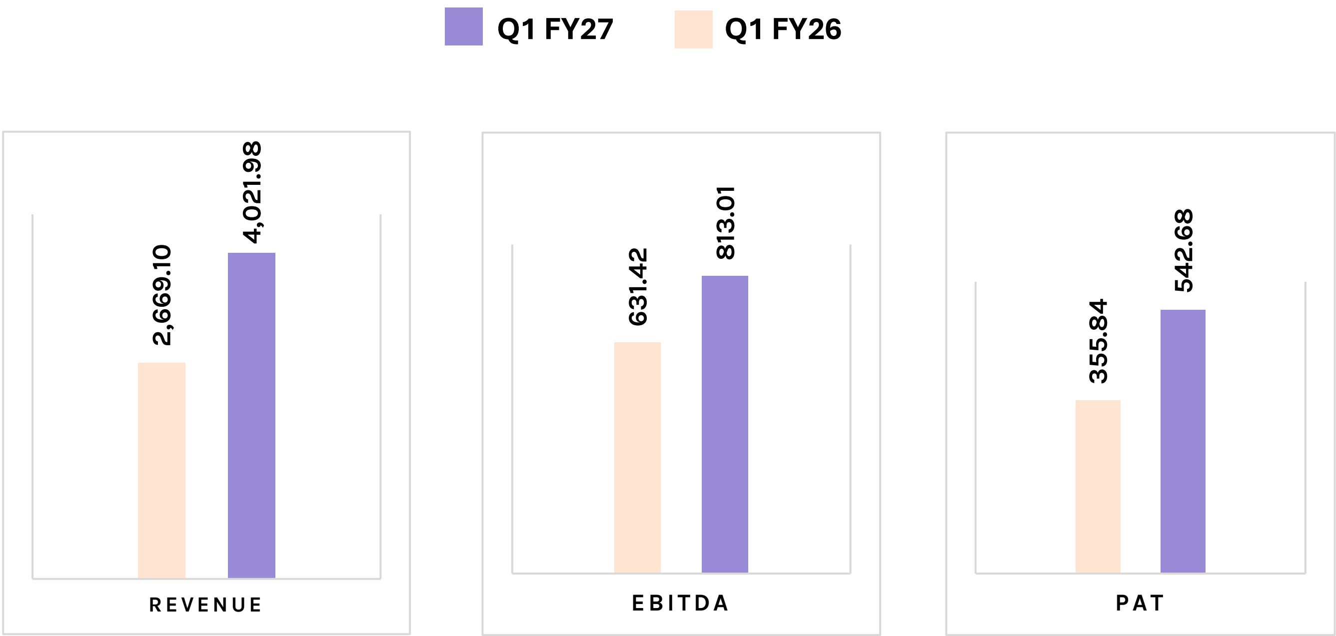
PELATRO LIMITED
Bangalore India

Lakshmy Mohanan
Company Secretary and Compliance Officer

Pelatro Limited Reports Strong Q1 FY27 Performance; Revenue up 51%, PAT up 53% YoY

Mumbai, August 04, 2026: Pelatro Limited (NSE - SME: PELATRO), a global technology company serving the telecom industry through its proprietary customer engagement platform mViva, announced its financial results for the quarter ended June 30, 2026 (Q1 FY27).

Key Financial Highlights (Consolidated)



(In Rs. Lakhs)

Particular	Q1 FY27	Q1 FY26	YoY Change
Revenue From Operation	4,021.98	2,669.10	⬆ 50.69%
EBITDA	813.01	631.42	⬆ 28.76%
PAT	542.68	355.84	⬆ 52.51%
PAT Margin (%)	13.49%	13.33%	⬆ 16 BPS
EPS	5.12	3.42	⬆ 49.71%

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Management Perspective & Outlook

Commenting on the Q1 FY27 performance, **Mr. Subash Menon, Managing Director & Chairman**, said: "We have commenced FY27 on a strong note, delivering over **50% year-on-year revenue growth**, while **PAT growth of over 52% outpaced revenue growth**, reflecting our continued focus on profitable and sustainable expansion.

The strong performance demonstrates the increasing adoption of our AI-driven customer engagement and monetization platforms across global telecom operators.

As we continue to invest in product innovation, strengthen our AI capabilities and expand our international footprint, we remain confident of sustaining our growth momentum while creating long-term value for our customers and shareholders."

About Pelatro Limited

Pelatro Limited is a global technology company serving the telecom industry through its proprietary customer engagement platform *mViva*. The platform leverages large-scale data analytics and AI to enable enterprises to understand customer behavior, drive targeted engagement, and improve monetization.

Disclaimer

Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

Corporate Communication Advisors

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Investor Presentation FY26-27 Q1

Company Overview

About Company

Pelatro Limited is a global technology company serving the telecom industry through its proprietary customer engagement platform, **mViva**. The platform leverages large-scale data analytics and intelligence to enable enterprises to understand customer behaviour, drive targeted engagement, and improve monetisation.

mViva processes data for nearly one and a half billion subscribers across **35 countries**, offering an end-to-end solution spanning analytics, audience segmentation, campaign orchestration, execution, and performance reporting. Its user-friendly, marketer-led design supports personalised, lifecycle-based customer journeys using GenAI, Agentic AI and related patented technologies.

The Company operates as two divisions. The **CVM Division**, being the continuing business, specializes in the contextual customer engagement domain while the **Estel Division**, being the business acquired in 2025, serves the telcos through products such as e-Topup, Voucher Management System, Distribution Management System etc.

46 Telecom Networks
Across 35 countries

1.5B
Subscribers on the platform

13
Patents

490+
Employees

20,000+
Campaigns across all customers

Global Presence

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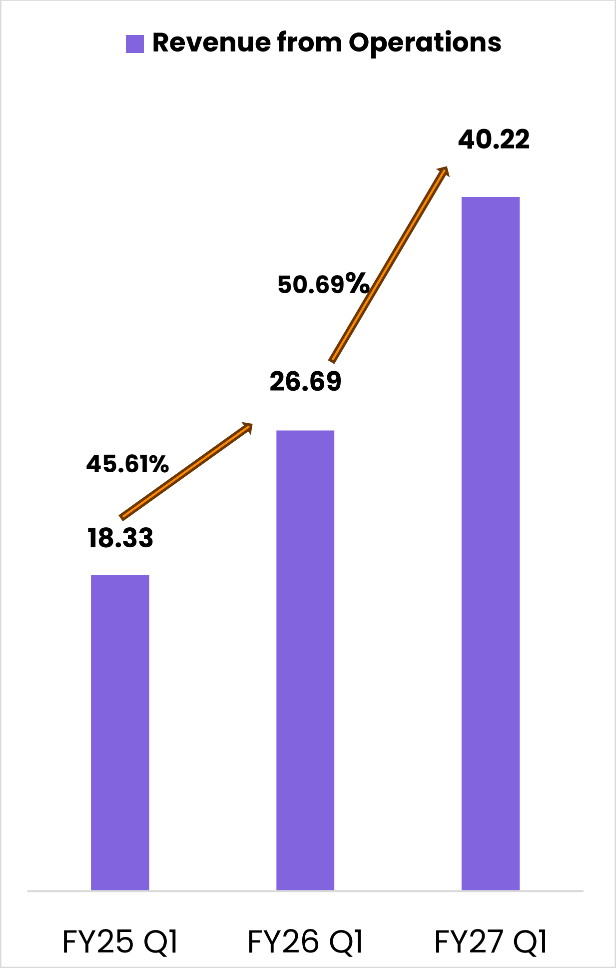
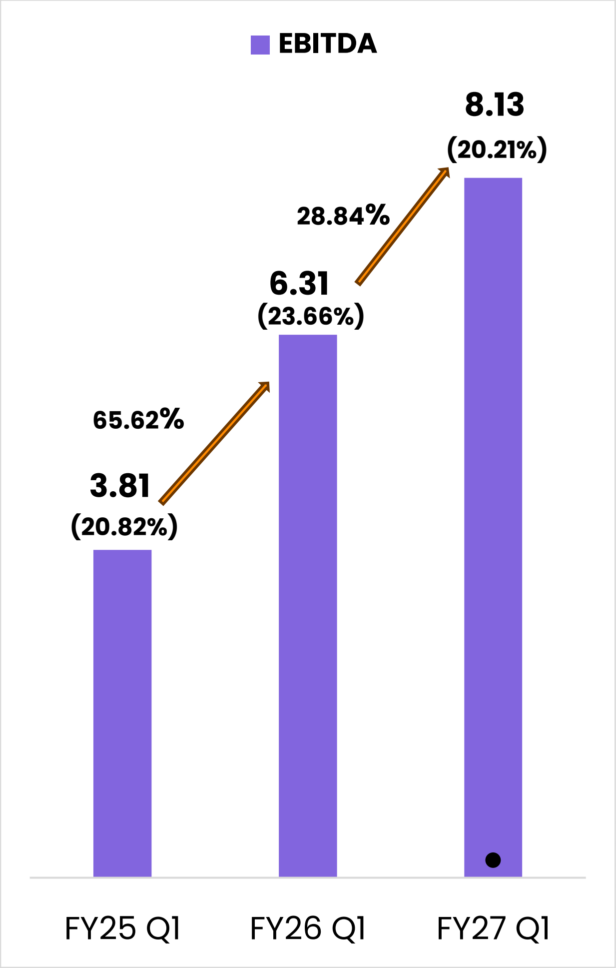
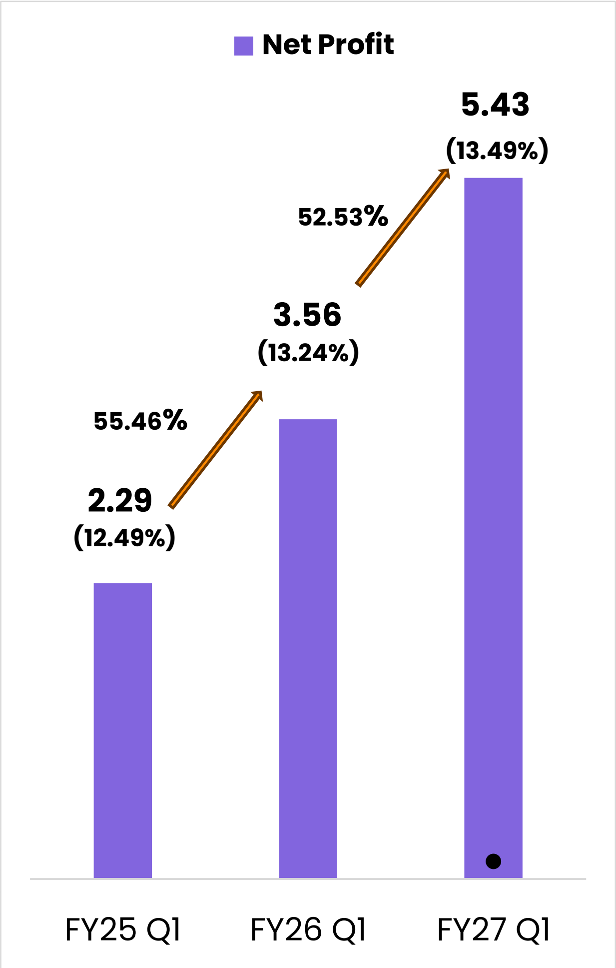
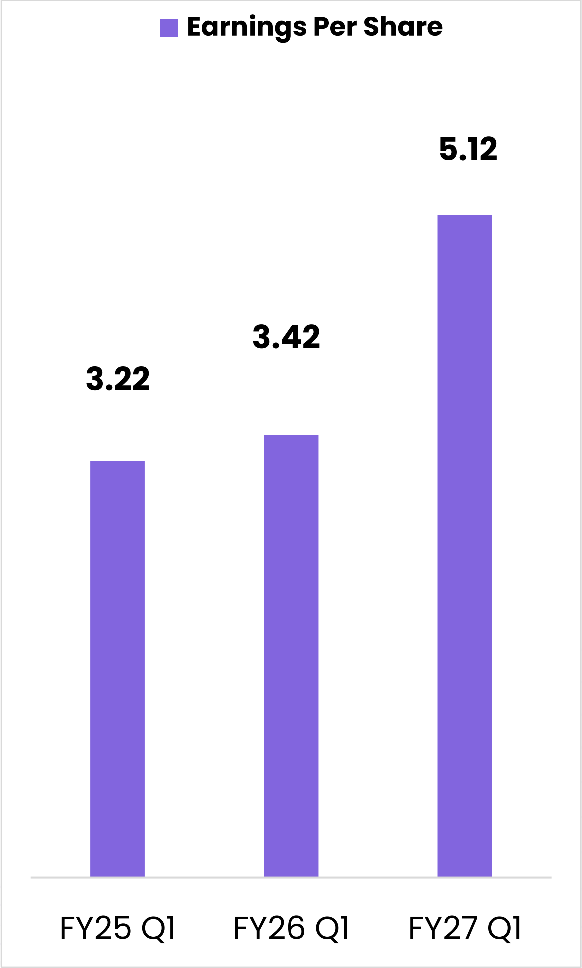
Business Overview

FY27 Q1 Result Highlights (Consolidated)



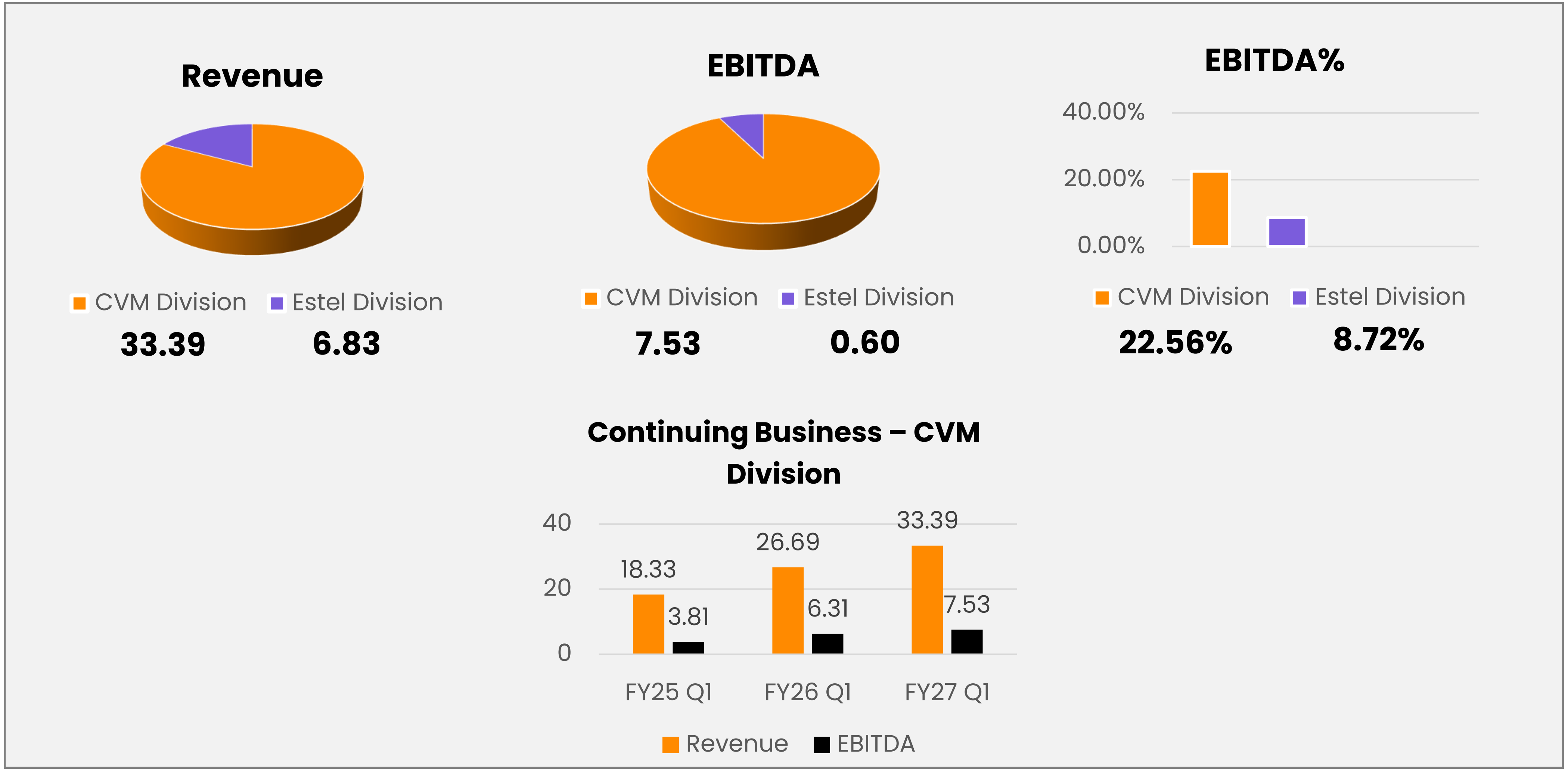






All Figures in Rs. Crores & Margin in %

Segment Details



All Amounts in Rs. Crores

Estel Division profitability is yet to increase to the level of CVM Division – expected in 12 to 15 months.

Key Financial Ratios (Consolidated)

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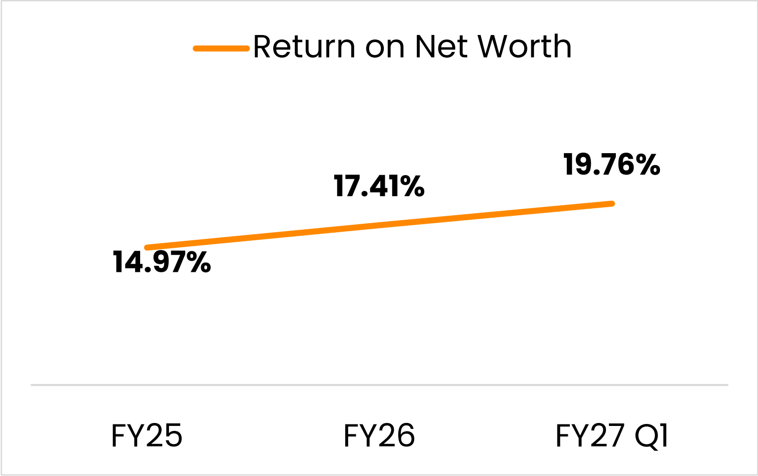

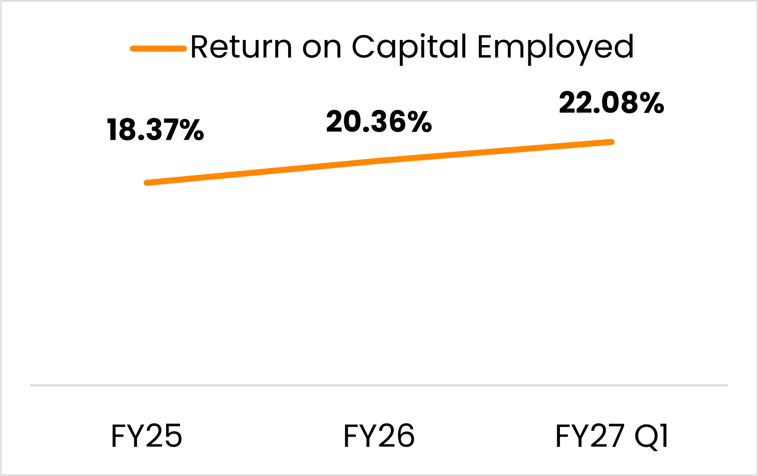

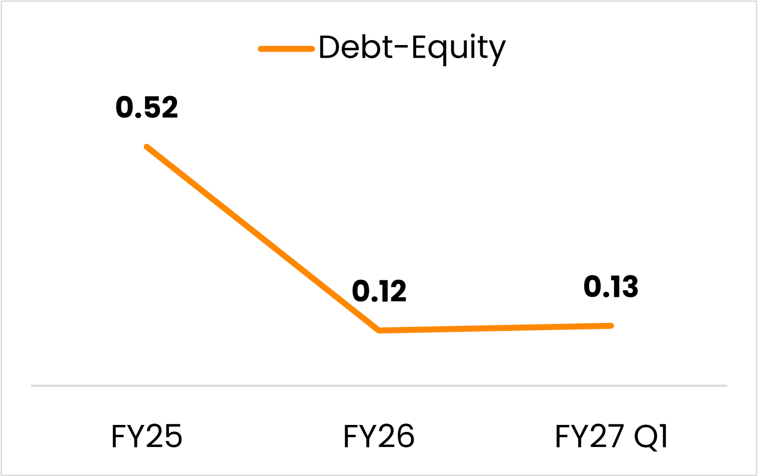

Impact of AI – A Boon or a Bane?

Key Areas of Impact

Product Features

Essential to deploy advanced AI capabilities in the product to ensure that our platforms are at the leading edge of technology.

Software Development

Critical to leverage tools like LLM to improve quality and reduce cost.

Impact of AI – The Pelatro Way!

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Product Features

Launched mViva Revenue Acceleration Platform™ covering:

- AI Agents
- Co-Pilot
- Zero Touch Campaigning™ – Fully automated, LLM based end-to-end campaigning orchestration

Full power of Generative AI and Agentic AI have been captured in the platform.

Impact on business: Continued product leadership due to the offering becoming highly AI based leading to higher growth.

Impact of AI – The Pelatro Way!

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Software Development

Initiatives to improve quality and reduce cost:

- LLM leverage in coding
- LLM-based development of models
- AI-based deployment console in implementation function
- Automating support for auto correction

Impact on business:
Lower cost per dollar of revenue leading to higher profitability – will be visible in FY28.

Improved quality leading to better reputation which will translate into higher growth.

Portfolio of CVM Division

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Revenue Acceleration Platform™

"A platform conceptualised and designed for marketers by experts with decades of industry and domain experience employing AI/ML"

Contextual Campaign Management

Launch and manage the entire campaign lifecycle for both customers and retailers.

Data Monetization Solution

Easily extend campaign management services to enterprise customers and monetize customer data.

Contextual Loyalty Management

Deliver loyalty programs to reward and retain customers.

Unified Communication Solution

A highly scalable and reliable solution for all your A2P/P2A communication needs.

Customer Data Platform

A data powerhouses to enable Customer 360° view for data-driven decision making.

Managed Services (Eco-system enablement)

Comprehensive business consulting, business operations and IT operation support with a dedicated and skilled workforce.

Portfolio of Estel Division

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Products and Services Overview

"Specialized payment solutions, prepaid recharge and distribution to achieve digital transformation within telcos"

eRecharge and Voucher Management Solution

Launch and manage the entire campaign lifecycle for both customers and retailers.

Sales & Distribution Management Solution

Manages distribution and sales of physical and virtual products within the partner and customer ecosystem.

Mobile Money Platform

Complete with extensive analytics. End-to-end facilitation of mobile money transactions.

Managed Services (Eco-system enablement)

Comprehensive business consulting, business operations and IT operations support with a dedicated and skilled workforce.

Revenue Model

Repeat Revenue

Recurring Revenue

- Monthly Fixed License Fee
- AMC
- Managed Services

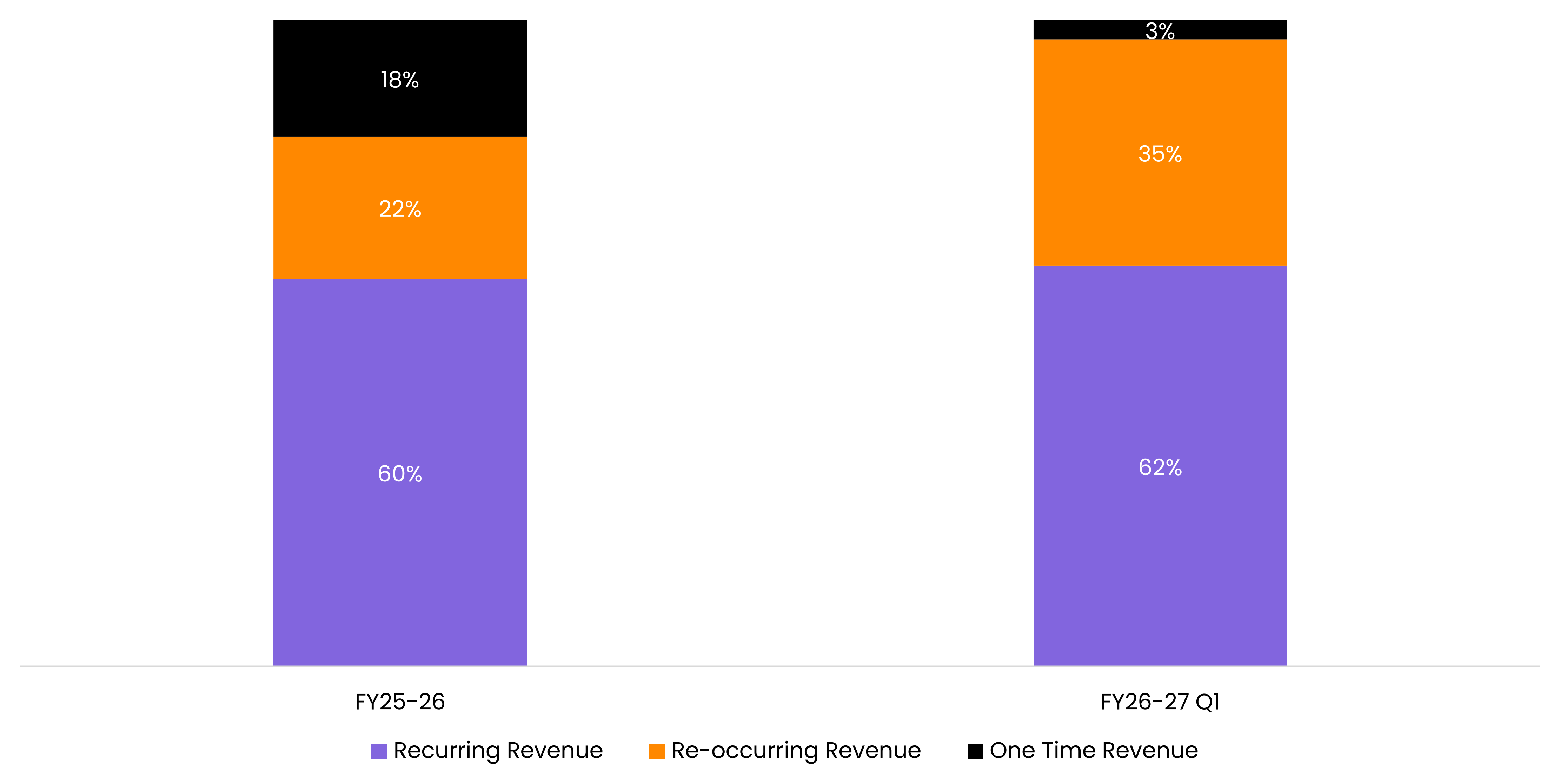
Re-occurring Revenue

- Change Requests

One Time Revenue

- Perpetual License
- Implementation Fee

Revenue Bifurcation



Growth Story

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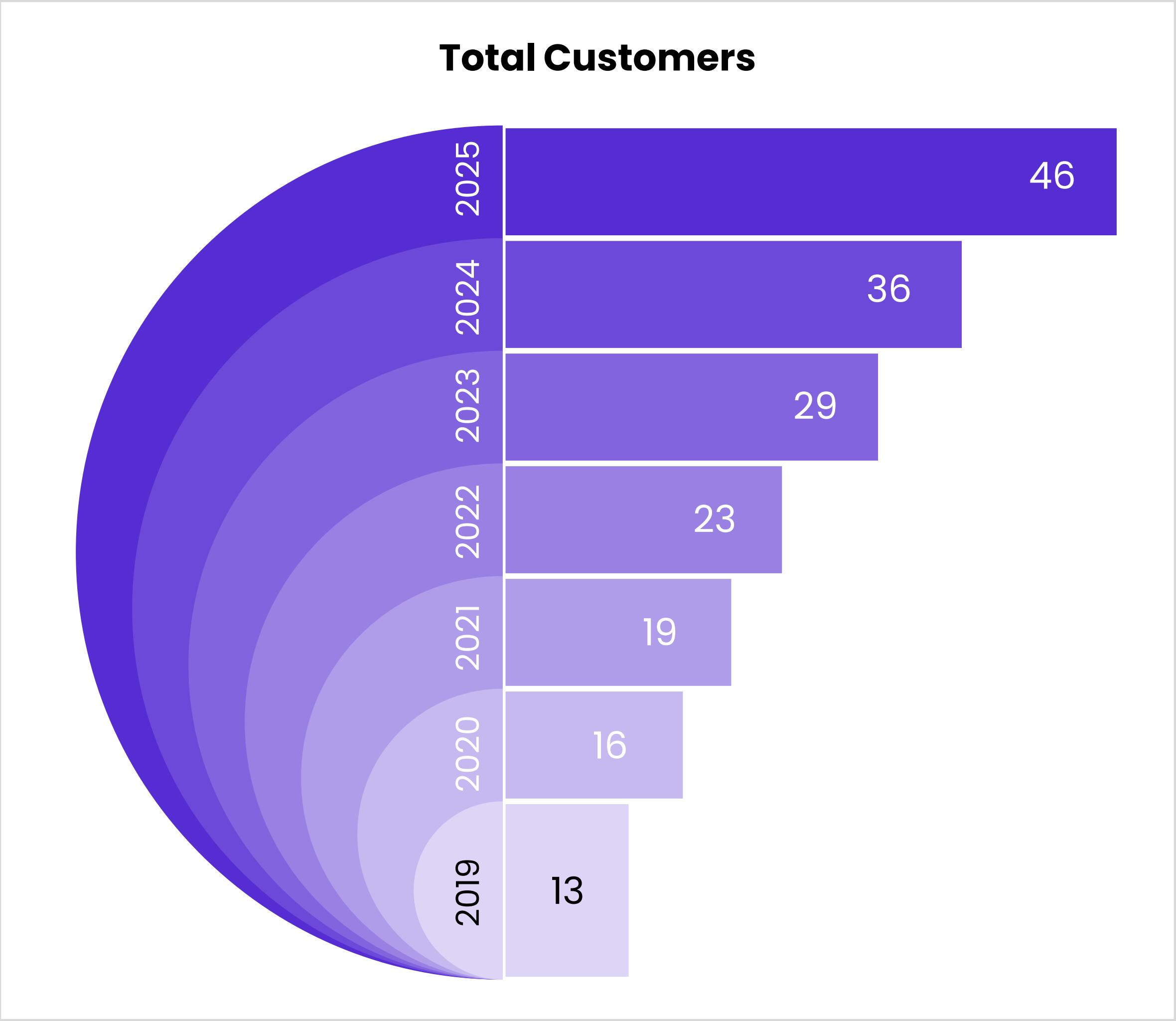

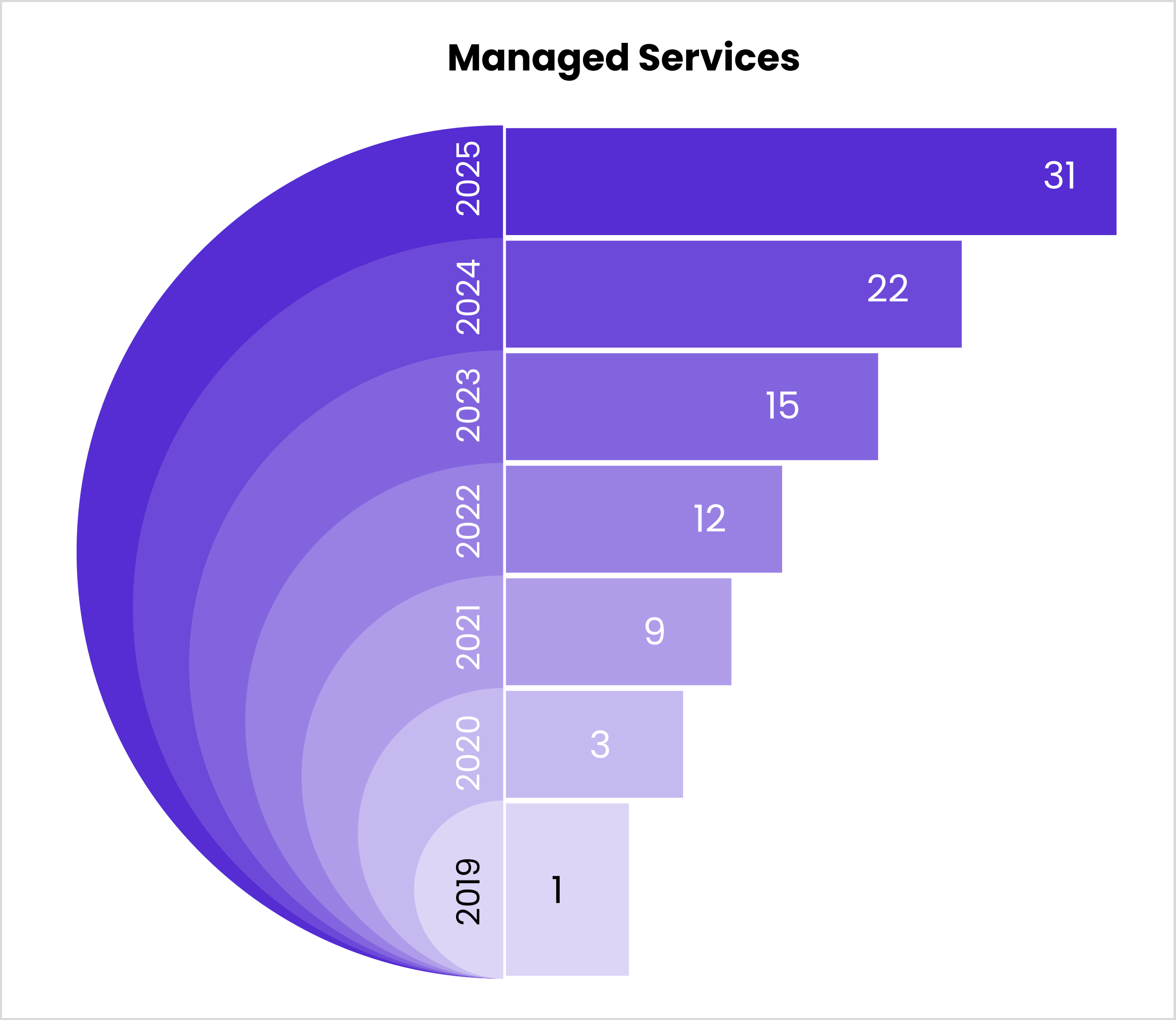

Data as of December 31st each year

Market Penetration and Market Size

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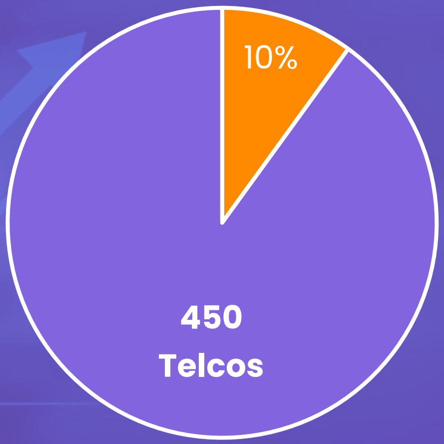
Market size:
Rs. 12,000 Crores

Market Penetration



What this means

Pelatro is a leader in market penetration with respect to products in both CVM and Estel Divisions

Pelatro has 8 products and the average presence per customer is 1.3 products – significant growth opportunities to sell more products to existing customers resulting in higher revenue per customer

Increasing market penetration will lead to larger base to cross sell our products and services

Key Strengths

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Proprietary, End-to-End Telecom Technology Platforms

Proprietary platforms spanning customer engagement, analytics, campaigning, recharge, distribution, voucher management and mobile money, addressing multiple layers of the telecom value chain.

Complementary Product Portfolio Enhancing Monetization

Integration of Pelatro's engagement and intelligence platforms with Estel Division's monetization and distribution solutions, creating a broader, unified offering for telecom operators.

In-House Technology, Testing & Scalable Infrastructure

In-house product development and automation testing capabilities, supported by scalable infrastructure, enabling reliable performance and seamless integration at high transaction volumes.

Highly Referenceable Global Customer Base with Entry Barriers

Deployed across 46 telecom networks globally (as of 31 December 2025), with long-standing customer relationships and high switching and implementation barriers.

Deep Domain Expertise Across Telecom Ecosystem

Strong understanding of telecom operations, enabling customized solutions, differentiated execution, and trusted business consulting, operations and managed services.

Asset-Light, Profitable and Scalable Business Model

Proprietary, AI/ML-driven platforms with operating leverage, network effects, and a highly capable workforce supporting scalable growth.

High-Volume Transaction Capabilities

Platforms designed to process large-scale, real-time transactions across prepaid, postpaid, recharge, voucher, distribution and mobile financial services environments.

Patented and Differentiated Technology Stack

Multiple registered patents addressing real-time data processing challenges in high-volume 4G/5G telecom environments.

Investment Rationale

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Market Penetration

Penetrated 10% of telcos – layering growth through more products and services leading to higher revenue per customer. Stepping up penetration steadily.

Soaring with AI

Products and processes have been re-engineered making them AI driven thereby leveraging Agentic AI both externally and internally.

High-Barrier Target Market

Focus on telecom with long sales cycles, complex integrations and regulatory intensity limiting new entrants.

Visibility and Predictability

Deep and mission critical engagements with telcos for a broad spectrum of products and services ensuring high visibility and predictability – 100% of FY27 revenue has been contracted.

Strong and Profitable Growth

Increasing market penetration, recurring revenue and higher revenue per customer delivering compounding growth in the foreseeable future – annual revenue growth of about 15% over the next 5 years, with expanding EBITDA.

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Financial Overview

Income Statement (Consolidated)

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In ₹ Lakhs

Income Statement	FY27 Q1	FY26	FY25		FY27 Q1	FY26 Q1	YoY Change
Revenue from operations	**4,021.98**	**13,823.01**	**8,576.87**		**4,021.98**	**2,669.10**	**50.69%**
Other Income	23.90	549.76	383.76		23.90	50.90	
Total Income	4,045.88	14,372.77	8,960.63		4,045.88	2,720.00	
Employee benefits expense	2,434.90	8,269.43	5,337.10		2,434.90	1,562.88	
Other Expenses	797.97	2,955.79	1,834.97		797.97	525.70	
Total Expenses	**3,232.87**	**11,225.22**	**7,172.07**		**3,232.87**	**2,088.58**	
EBITDA	**813.01**	**3,147.55**	**1,788.56**		**813.01**	**631.42**	
EBITDA Margin (%)	**20.21%**	**22.77%**	**20.85%**		**20.21%**	**23.66%**	
Finance cost	97.00	436.20	184.88		97.00	101.99	
Depreciation and amortisation	144.89	612.01	294.60		144.89	151.53	
PBT	**571.12**	**2,099.33**	**1,309.08**		**571.12**	**377.90**	
Exceptional items		-167.78					
Tax expense	28.45	121.07	119.73		28.45	22.06	
PAT	**542.68**	**1,810.48**	**1,189.35**		**542.68**	**355.84**	**52.51%**
PAT Margin (%)	**13.49%**	**13.10%**	**13.87%**		**13.49%**	**13.33%**	
Total Other comprehensive Income	9.77	48.12	-96.23		9.77	10.56	
Net Profit	**552.45**	**1,858.61**	**1,093.12**		**552.45**	**366.40**	
Net Profit Margin (%)	**13.74%**	**13.45%**	**12.74%**		**13.74%**	**13.73%**	
EPS Diluted (₹)	**5.12**	**17.18**	**13.16**		**5.12**	**3.42**	

Balance Sheet (Consolidated)

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In ₹ Lakhs

Equity And Liabilities	30.06.26	FY26	FY25
Equity Share capital	1,059.74	1,059.74	1,040.67
Other equity	9,927.97	9,339.57	6,904.11
Total Equity	**10,987.71**	**10,399.31**	**7,944.78**
Non-current Liabilities			
Long Term Borrowings	995.26	1,057.14	1,242.90
Lease liabilities	2,553.24	2,601.64	2,615.56
Othe financial liabilities	94.98	97.72	104.41
Provisions	1,953.84	1,934.77	367.55
Total Non-current Liabilities	**5,597.32**	**5,691.27**	**4,330.42**
Current liabilities			
Short Term Borrowings	388.91	188.91	150.56
Trade payables	110.23	103.90	320.48
Lease liabilities	241.03	241.03	179.68
Other current liabilities	1,722.64	1,642.80	661.41
Provisions	121.72	51.49	51.49
Current tax liabilities	84.30	103.89	67.65
Total Current Liabilities	**2,668.83**	**2,332.02**	**1,431.29**
Total Equities & Liabilities	**19,253.86**	**18,422.60**	**13,706.48**

Assets	30.06.26	FY26	FY25
Non-current assets			
Property, plant, equipment and intangibles	2,233.60	2,262.62	2,110.63
Right of Use Asset	2,539.16	2,640.53	2,784.89
Goodwill	5,291.33	5,291.33	1,896.02
Deferred tax assets	269.55	265.58	212.64
Other non-current assets	391.70	444.23	417.58
Total Non-current Assets	**10,725.34**	**10,904.29**	**7,421.76**
Current assets			
Trade receivables (including UBR)	5,479.98	4,820.95	1,986.08
Cash and cash equivalents	1,666.66	1,519.16	3,602.67
Other current assets	1,381.88	1,178.20	695.97
Total Current Assets	**8,528.52**	**7,518.31**	**6,284.72**
Total Assets	**19,253.86**	**18,422.60**	**13,706.48**

Cash Flow Statement (Consolidated)

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In ₹ Lakhs

Cash Flow Statement	30.06.26	FY26	FY25
Net cash flow from / (used in) operating activities	337.36	1,971.66	2,020.41
Net cash flow from / (used in) investing activities	17.43	-3,824.61	-4,442.46
Net cash flow from / (used in) financing activities	-207.29	-230.56	5,270.03
Net increase / (decrease) in cash and cash equivalents	**147.50**	**-2,083.51**	**2,847.98**
Closing Balance	**1,666.66**	**1,519.16**	**3,602.67**

Capital Markets Overview

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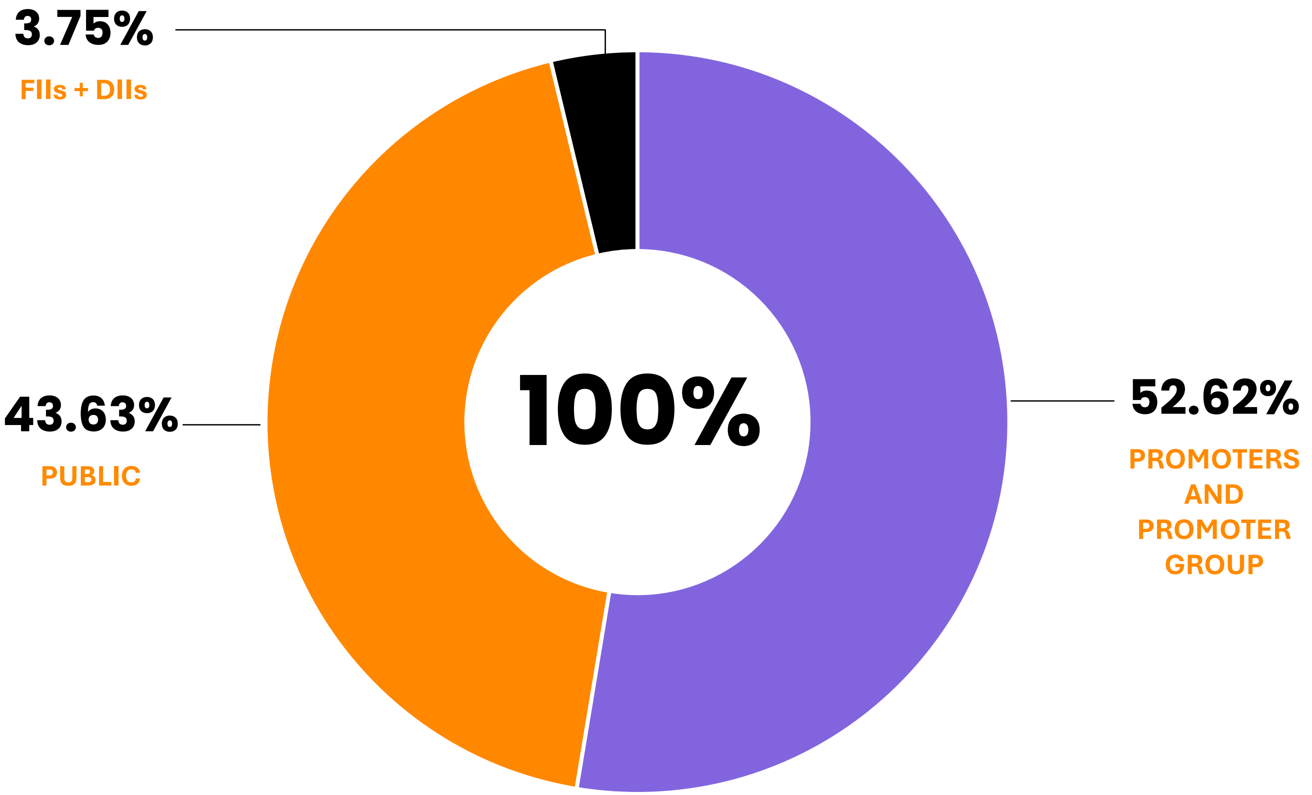
Shareholding Pattern



Shareholding data as of 31st March 2026

CURRENT MARKET PRICE	**270.00**
52 WEEK HIGH/LOW	**440.00 / 246.00**
MARKET CAPITALIZATION	**286.13 CR**
FACE VALUE	**10.00**
NSE SCRIP CODE	**NSE - SME: PELATRO**

Market price data as of 31st July 2026

Thank you

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www.pelatro.com

hello@pelatro.com