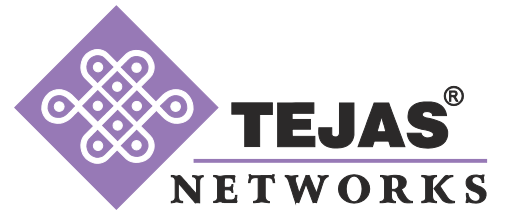


## **Tejas Networks Ltd.**

Regd. Office: Plot No. 25, 5th Floor  
J.P. Software Park, Electronic City Phase 1  
Hosur Road, Bengaluru 560 100, India  
Tel : +91- 80- 4179 4600/700/800  
Fax: +91- 80- 2852 0201



**April 15, 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- Q4 FY 26**

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 and year ended March 31, 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



# Q4FY26 – Earnings Call Presentation

April 15, 2026



# Key Updates: Q4-FY26

## Financials

- Q4FY26 Revenue: INR 333 Cr (307 Cr in Q3FY26; INR 1,103 Cr in FY26)
- Q4FY26 Profit After Tax: INR -211 Cr (-197 Cr in Q3FY26; INR -909 Cr in FY26)
- Order book at end of Q4: INR 1,514 Cr (1,329 Cr in Q3FY26; 1,019 Cr in Q4FY25)

### Q4 Revenue Mix <sup>(1)</sup>

- India: 88%
- International: 12%

### Closing Order Book Mix

- India: 83%
- International: 17%

<sup>(1)</sup> Excludes other operating revenue

### Q4 Summary

- Quarter revenue driven largely by sale of Wireline products to India Pvt and International customers
- Order book growth of 49% YoY

# Q4-FY26: Financial Update

INR Cr	FY 25		FY26					Comments
	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year	
Revenue from Sales & Service	1,806	8,455	202	257	306	332	1,097	
Other Operating Revenue	101	468	-	5	0	0	6	
<b>Revenue from Operations</b>	<b>1,907</b>	<b>8,923</b>	<b>202</b>	<b>262</b>	<b>307</b>	<b>333</b>	<b>1,103</b>	▪ QoQ growth of 8%
EBIT <sup>(1)</sup>	18	905	(232)	(394)	(239)	(219)	(1,085)	
PBT	(45)	698	(297)	(473)	(303)	(281)	(1,354)	
PAT	(72)	447	(194)	(307)	(197)	(211)	(909)	

*Expenses for the quarter include provisions for Warranty expenses amounting to 39.3 Cr determined based on potential fault rates, repair requirements and anticipated warranty claims*

<sup>1</sup>EBIT = PBT – Other Income + Finance Cost including Net forex loss

## Q4-FY26: Select Financial Indicators

Amount in INR Cr	Q3FY26	Q4FY26
Inventory	2,363	2,438
Trade receivables	3,284	3,258
Payables	346	478
Net Working Capital <sup>(1)</sup>	4,312	4,138
Cash and Cash Equivalents <sup>(2)</sup>	537	505
Borrowings	3,885	4,035

- **Inventory of INR 2,438 Cr during Q4FY26 (vs 2,363 Cr in Q3FY26)**
  - Will be converted to finished goods and shipped in upcoming months
- **Trade Receivables at INR 3,258 Cr vs 3,284 Cr in Q3**
- **Cash Position at end of Q4 was INR 505 Cr**
- **Net Debt of 3,531 Cr vs 3,349 Cr in Q3FY26; Gross Debt of 4,035 Cr and cash of 505 Cr**

<sup>(1)</sup> Net working capital taken as Current Assets (excluding Cash & Cash Equivalents) net of Current Liabilities (excluding Borrowings and lease liabilities)

<sup>(2)</sup> Cash and cash equivalents includes investment in liquid mutual funds, deposits, other Bank balances

# Business Updates: Q4-FY26



## Wireless

- **5G Massive MIMO contract**
  - Signed agreement with NEC to manufacture and supply 5G massive MIMO radios for a global customer
- **4G RAN Expansion – South Asia**
  - Received purchase order to deliver 4G RAN products for a network expansion project in South Asia
- **Field Trials – South Asia and Americas**
  - Ongoing field trials of our 4G and 5G RAN products across South Asia and the Americas; successfully completed a 5G POC in South America



## Wireline

- **BharatNet Phase III**
  - Completed shipment of 17,000+ IP/MPLS routers for BharatNet Phase III; several sites are now carrying live traffic.
- **5G Backhaul and Enterprise**
  - Supplied 100G/400G DWDM systems to Tier-1 telco to boost 5G backhaul, enterprise links, and hyperscaler connectivity
- **Data Center Interconnect**
  - Selected to build a multi-terabit DWDM network for a hyperscaler data center interconnectivity (DCI) application in India
- **Global Sporting Event**
  - Implemented a multi-country 100G/200G/400G DWDM network for a global sporting event

# Other Highlights: Q4-FY26



## Awards & Recognition

- Recognized with ET Telecom for Satcom IoT solution
- Golden Peacock awards for 5G RAN solutions



## DCI Product Launch

- TJ1600-D3 launched and inaugurated by Hon. Minister of Communications, Shri Jyotiraditya Scindia, at MWC Barcelona



## Patents and R&D

- Filed 63 patents in Q4 FY26, bringing the cumulative patent count to 676 of which 371 have been granted



## PLI Incentives

- Received Rs 69.96 crore in PLI incentives for FY25 with cumulative PLI incentives reaching Rs 467 crore for FY25

# Corporate Updates

- **Appointment of Mr. Srikumar Vijayasekharan as an Additional Director (Non-Executive, Independent Director) of the Company, with effect from April 15, 2026 subject to the approval of the Shareholders of the Company.**
  - Mr. Srikumar Vijayasekharan is a Chartered Accountant with over 40 years of experience covering audit and assurance services, operations, governance and strategy, including 8 years as the Chief Operating Officer of Deloitte South Asia.
  - Prior to being appointed as COO, he was a member of the South Asia Board of Deloitte. From 2023 to 2025, he was Advisor to the South Asia CEO.
- **Resignation of Mr. P R Ramesh as an Independent Director of the Company, effective close of business hours on April 18, 2026.**
- **Appointment of Mr. Arnob Roy currently the Executive Director & Chief Operating Officer, as the Managing Director & Chief Executive Officer of the Company, for the period from April 15, 2026 to August 3, 2028, subject to approval of Shareholders of the Company.**

# Corporate Updates

- **Appointment of Mr. Preetham Uthaiyah, currently Vice President, Product Line Management of Tejas Networks, as the Chief Operating Officer of the Company, with effect from April 15, 2026.**
- **Appointment of Mr. AVS Prasad, currently Finance Controller of Tejas Networks, as the Chief Financial Officer of the Company, with effect from May 16, 2026.**
- **Resignation of Mr. Sumit Dhingra as the Chief Financial Officer of the Company, effective close of business hours on May 15, 2026.**

# FY26: A Year of Consolidation

**BSNL 4G/5G  
Network Goes  
Live!**



**Largest Indigenous  
Router  
Deployments**



## Technology Commercialization at Global Scale

**Global rollout of  
400G/800G  
wavelength  
services**



**Deploying the  
World's Largest  
Sat-IoT Network**



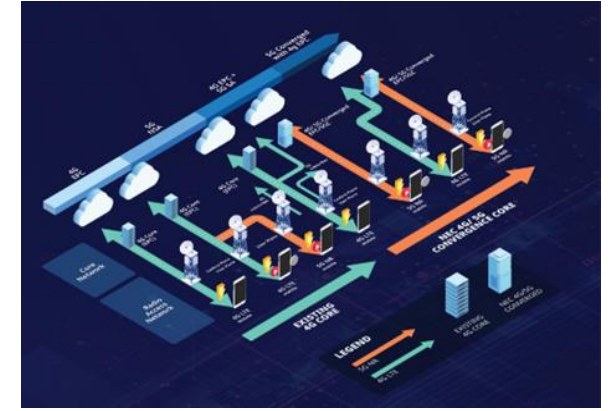
# Continued the Innovation Journey



64TR mMIMO 5G Radio  
Multi-band CU/DU



76Tbps Coherent DWDM system  
1.2T/channel; C+L band support



Cloud-native Converged 4G/5G  
Core



51.2Tbps Purpose-built platform for  
Data Center Interconnect



147 patents filed in FY26  
150+ 3GPP contributions

# Continued to Build on Strategic Partnerships



## NEC Corporation (Japan)

- Signed first contract with NEC for shipment of 5G Massive MIMO radios to an international customer

## Rakuten Symphony (Japan)

- Ongoing PoCs for Open RAN solutions
- Focus on **global deployments** and **next-gen networks**

# Expanding our Wireless Footprint

## New Geographies



5G mMIMO Radios for a global customer



4G and 5G RAN deployments in South Asia

## New Applications

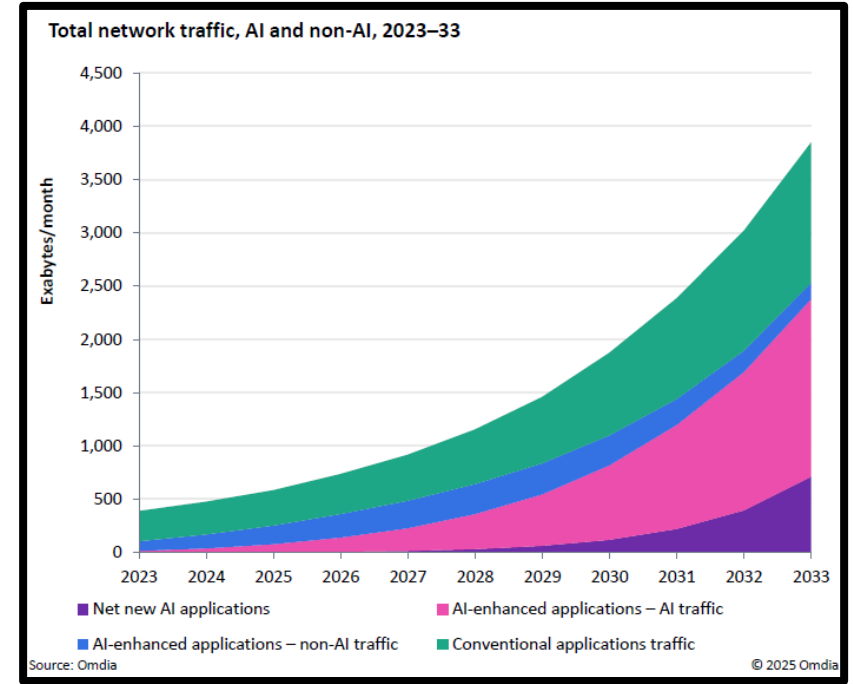
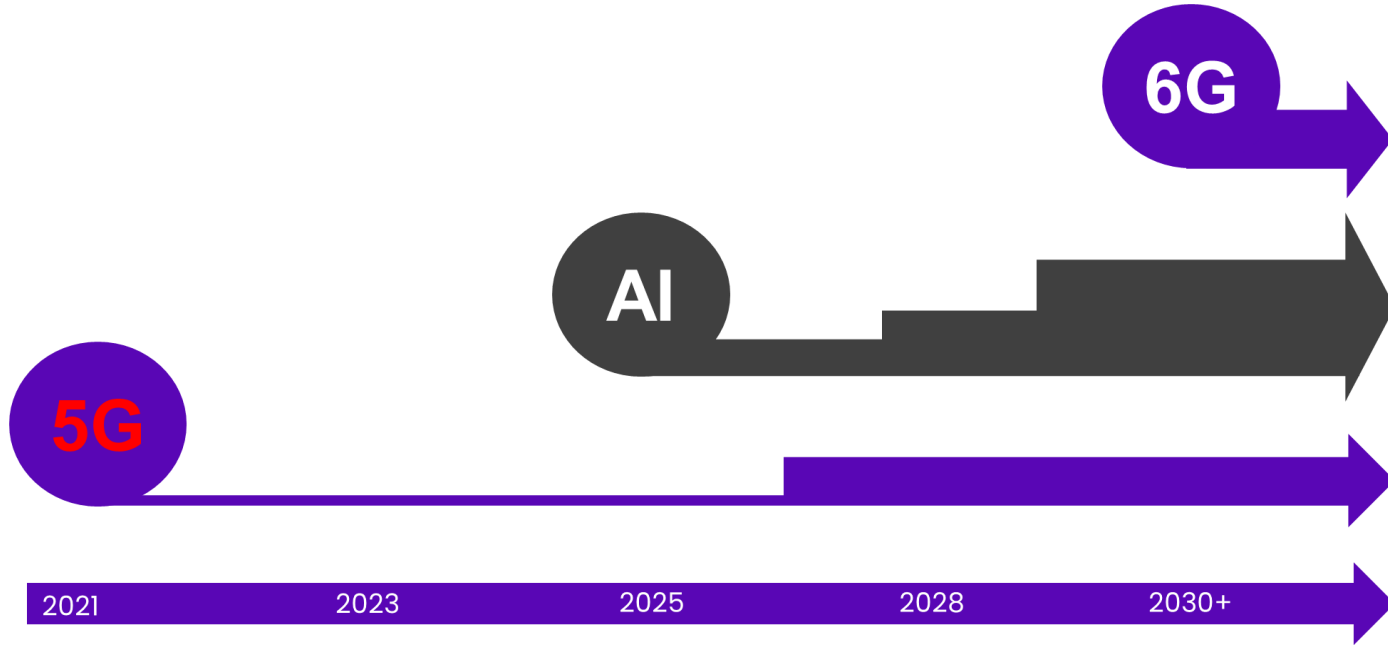


Private 5G POCs in Mines and Critical Infrastructure



5G RAN Pilot for Railway Safety Application (Kavach)

# Industry Outlook: Mega Trends driving Network Transformation



Omdia\*

By 2033, **AI traffic** will be **62%** of total network traffic (3500 EB/month)

Counterpoint Research\*

145 million **Physical AI machines** (vehicles, robots, drones) to be shipped by 2035

CISCO\*

Upstream **10x** downstream  
High impact on **Access**

IDC Report\*

**66%** of enterprises list **GenAI workloads** as one of their top usecases for multi cloud networking

Mobile Experts\*

**New AI-Assistants** will drive uplink traffic beyond capacity of 5G networks by 2028

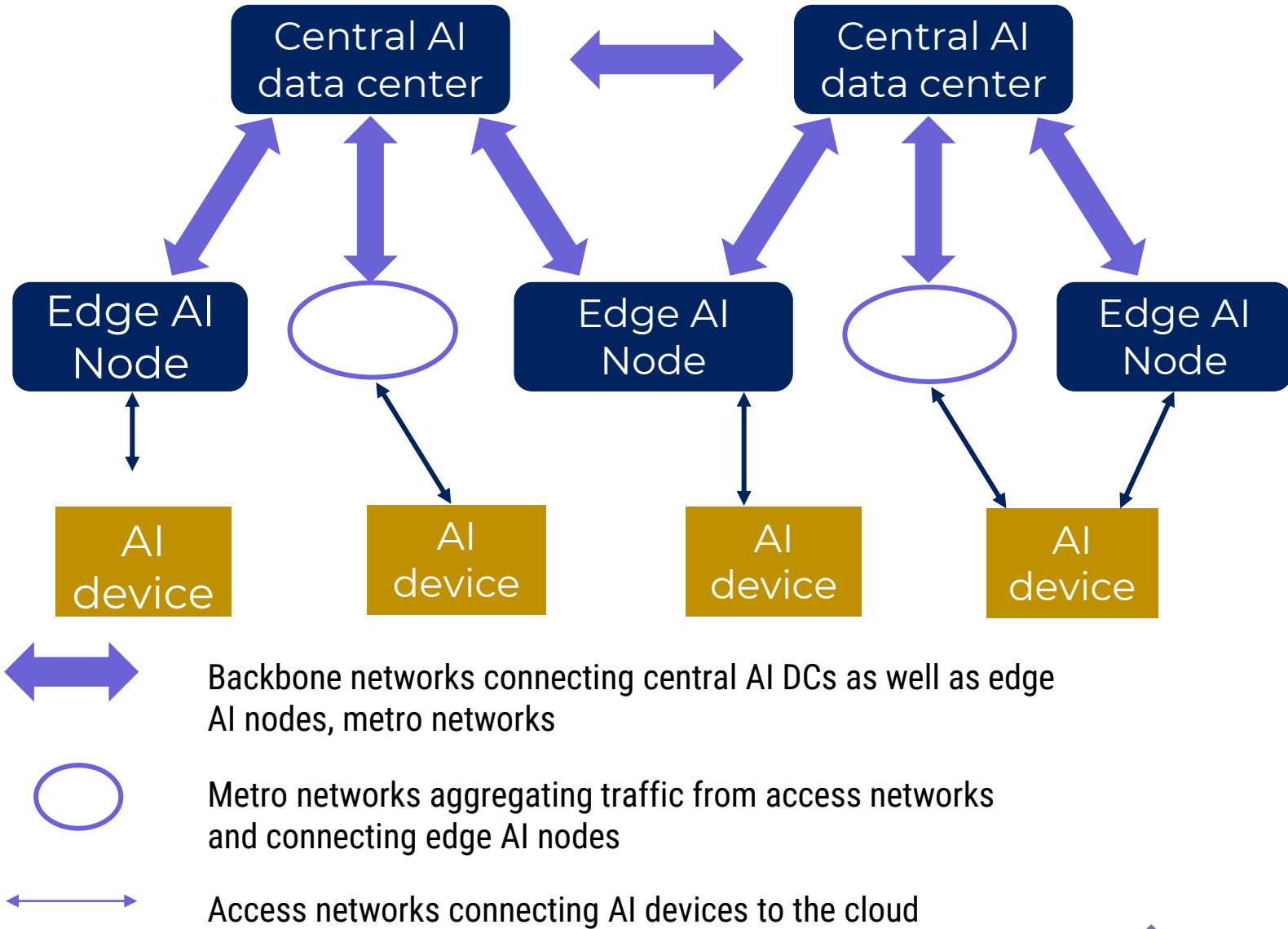
# AI is driving a Network Infrastructure Build Supercycle

## Trends

- Current CSP networks will not suffice to handle AI traffic in the coming years
- 46% of net new AI traffic will be processed at “Edge AI” nodes requiring low-latencies
- Significant investments in new networks with 400G/800G connectivity
- AI is accelerating the adoption of 6G and will be natively embedded in 6G RAN, Edge and Core

## Business Impact

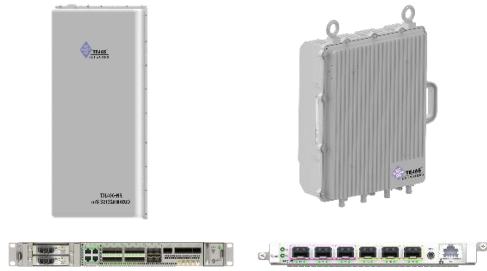
- Converged broadband access, backhaul and compute at the network edge
- 400G/800G coherent DWDM, packet switching and routing solutions in Metro networks
- Terabit-scale DCI products for AI cloud interconnect



Source: Omdia

# Enhancing our Portfolio for an AI future

## Wireless RAN



5G-A/6G products with  
10X uplink capacity  
Cognitive RAN solutions

## AI-enabled Edge



Multi-tera IP/MPLS routers  
Integrated Access, Backhaul &  
Compute for AI inferencing

## Network Management



AI-driven automation for  
network management

AI-based network optimization,  
predictive maintenance,  
dynamic resource allocation,  
energy efficiency

## High-capacity Optical



1.6T/ch. DWDM & beyond for  
terabit-scale AI Data Center  
Interconnectivity (DCI)

## Nextgen Access

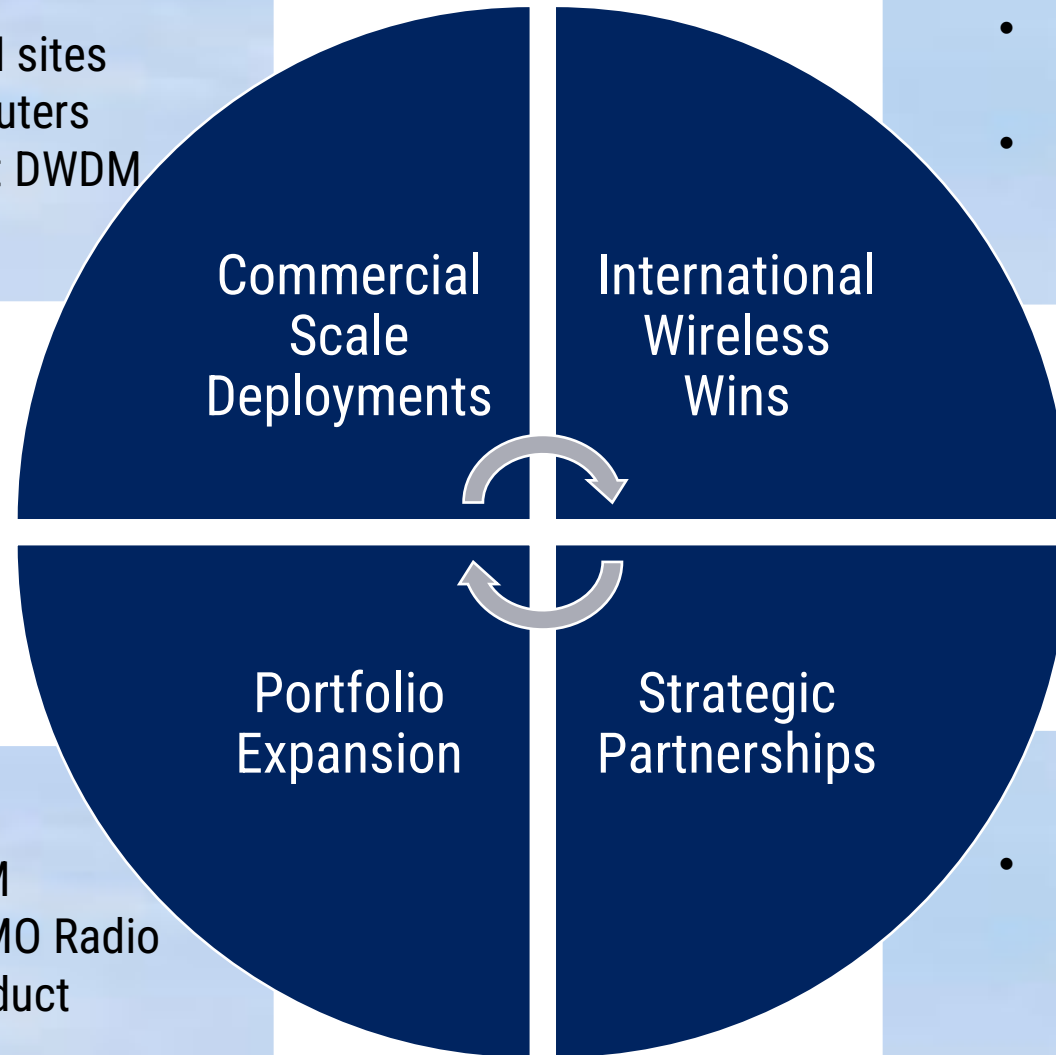


Converged Wireless and  
Wireline Access Solutions

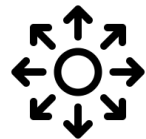
# Key Takeaways: A Year of Transformation



- 100,000+ 4G/5G RAN sites
- 30,000+ IP/MPLS Routers
- 400G/800G Coherent DWDM



- Successful completion of multiple field trials
- Received purchase orders for commercial rollouts



- 1.2T Coherent DWDM
- 64T64R Massive MIMO Radio
- Multi-terabit DCI product

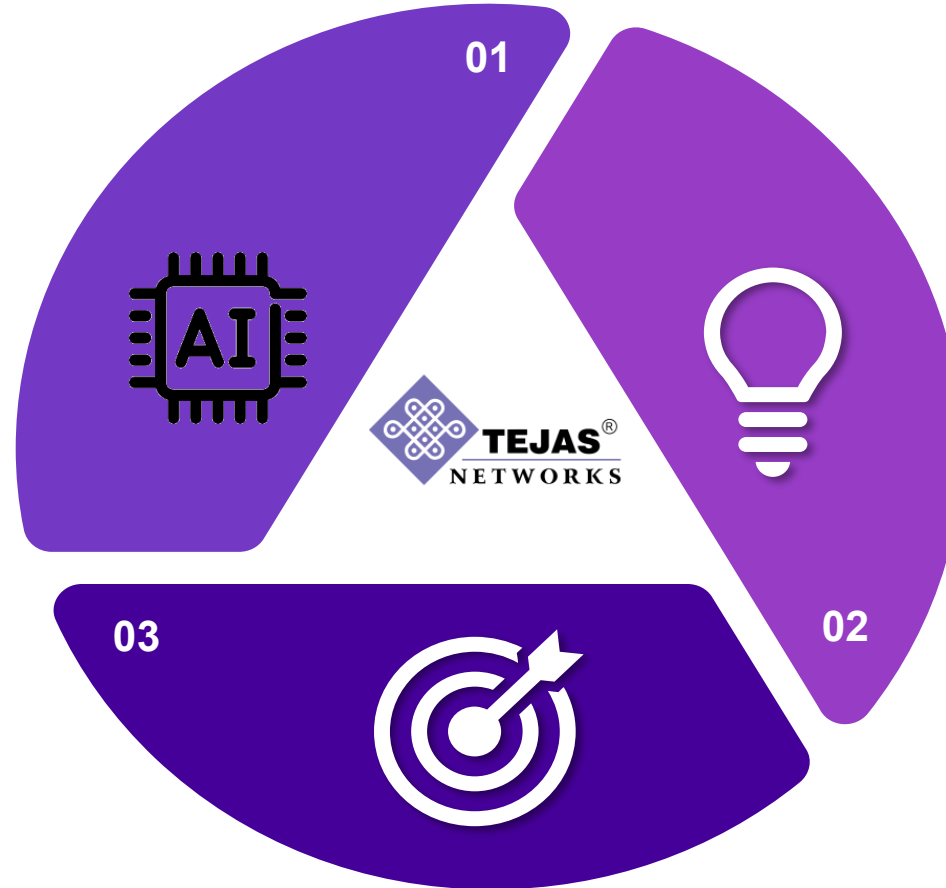
- Made progress on the GTM partnership with Rakuten Symphony



# Key Takeaways: Well-positioned for Long-term Success

## Industry

Massive AI workloads and DCs driving strong traffic surge and demand for our wireless & wireline products

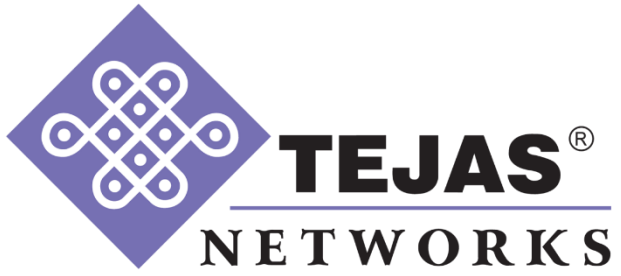


## Products

Product Roadmap well positioned to leverage future opportunities

## Go-to-market

Strong partnerships in place to expand our global customer footprint



Thank you!

**Contact Us:**

[ir@tejasnetworks.com](mailto:ir@tejasnetworks.com)

**+91(80)41794600**