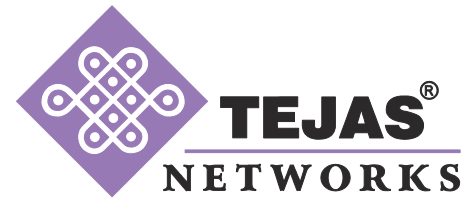


Tejas Networks Ltd.

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



October 16, 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- Q2 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 September 30, 2026.

This is for your kind information and record.

Yours sincerely,
For Tejas Networks Limited

ANANTHA MURTHY
NARAYANA

Digitally signed by ANANTHA
MURTHY NARAYANA
Date: 2026.10.16 19:04:46 +05'30'

Anantha Murthy N
Company Secretary & Compliance Officer

Encl: as above



TEJAS
NETWORKS
A TATA Enterprise

Q2FY27 – Earnings Call Presentation

October 16, 2026



Key Updates: Q2-FY27

Financials

- Q2FY27 Revenue: INR 406 Cr (262 Cr in Q2FY26)
- Q2FY27 Profit After Tax: INR -207 Cr (-307 Cr in Q2FY26)
- Order book at end of Q2: INR 2,315 Cr (1,529 Cr in Q1FY27)

Q2 Revenue Mix ⁽¹⁾

- India: 88%
- International: 12%

Closing Order Book Mix

- India: 96%
- International: 4%

Q2 Summary

- Received the LOI for 18k+ 4G sites for BSNL 4G network expansion
- Q2 revenues were driven by shipments of Optical, IP and FTTx products to Pvt operators and system integrators, initial shipments for BSNL 4G add-on and initial shipments of our end-to-end 5G solution to international customer in South America
- Filed 26 patents in Q2 FY27 taking our cumulative global patent filing count to 748

⁽¹⁾ Excludes other operating revenue

Q2-FY27: Financial Update

INR Cr	Q2 FY27	Q2 FY26	H1 FY27	H1 FY26	Q1 FY27
Revenue from Sales & Service	406	257	808	459	402
Other Operating Revenue	-	5	0	5	0
Revenue from Operations ¹	406	262	808	464	402
EBITDA ⁽²⁾ ²	(108)	(293)	(207)	(429)	(99)
EBIT ⁽¹⁾	(199)	(394)	(393)	(626)	(194)
PBT	(277)	(473)	(548)	(770)	(271)
PAT ³	(207)	(307)	(409)	(501)	(202)

- 1 Revenue is 406 Cr in Q2FY27 vs 262 Cr in Q2FY26
- 2 EBITDA is at (108) Cr in Q2FY27 against (293) Cr in Q2FY26
- 3 PAT of (207) Cr vs (307) Cr in Q2FY26

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

²EBITDA = EBIT + Depreciation & Amortisation

Q2-FY27: Key Balance Sheet Items

INR Cr	Q4FY26	Q1 FY27	Q2 FY27
Net Working Capital ⁽¹⁾	4,138	4,478	1 4,235
Trade receivables (Net of Cust Advance)	1,905	2,232	2,042
Inventory	2,438	2,358	2 2,314
Cash and Cash Equivalents ⁽²⁾	505	589	451
Net Debt	3,531	4,277	3 4,384

- 1 Net Working Capital is lower at 4,235 Cr vs 4,478 Cr in Q1FY27 due to decreased Trade Receivables on account of collections, non-recourse discounting and Customer advance settlements.
- 2 Inventory of INR 2,314 Cr during Q2FY27 (vs 2,358 Cr in Q1FY27)
 - Significant portion of inventory would be utilized in executing BSNL 4G Add-on order. Deliveries of which have started in Q2FY27.
- 3 Net Debt increased to 4,384 Cr vs 4,277 Cr in Q1FY27 on account of increased operational and capex funding.

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

²Cash and cash equivalents includes investment in liquid mutual funds, deposits, other Bank balances

Business Updates: Q2-FY27



Wireless

BSNL 4G Expansion

- Received LoI from TCS for 18,685 add-on sites. Started initial shipments

End-to-End 5G Mobile Network in South America

- Shipped Tejas RAN equipment for the first phase of the network rollout; deployed 5G Core

Wireless POCs in new Geographies

- Initiated multiple POC engagements in North America and Asia-Pacific regions

Custom Radio Development

- Engaged in discussions with Tier-1 MNOs for custom 5G Radio development



Wireline

Expanded BharatNet Phase 3 marketshare

- Received LOI from an SI partner to supply IP Routers for upgrading the BharatNet middle-mile network in three states

Strategic OTN Network

- Declared L1 in a Government of India tender to deploy high-capacity OTN/WDM equipment for a strategic pan-India network

FTTx networks in India

- Received POs to supply GPON OLT equipment for high-speed broadband access networks from leading ISPs in India

400G DWDM win in Africa

- Selected as a DWDM vendor by a tier-1 pan-African telecom operator in Africa

Other Corporate Updates

Logo Update

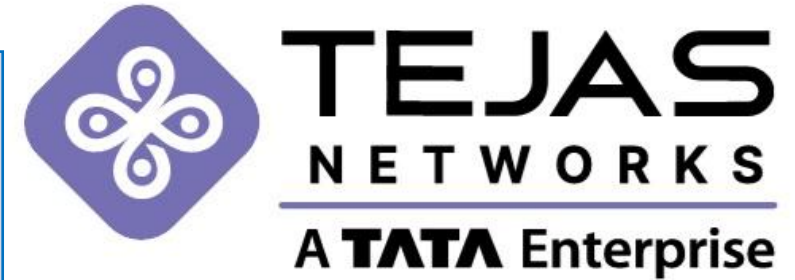
- Launched our new logo with the Tata endorsement mark at India Mobile Congress, New Delhi
- Reinforcing our Tata Group association, while retaining its familiar visual character, and giving it a more refined and contemporary finish

Awards & Recognition

- Won the TEPC Export Excellence award in the Large Enterprises – Telecom OEM category

Patents, Standards and R&D

- Filed additional patents in Q2FY27, bringing the cumulative global patent count to **748**
- Inauguration of our Next-generation Connectivity Lab showcasing advanced research in 5G-Advanced, 6G and AI-powered Network Intelligence
- Elected to membership of TSDSI's 7th Governing Council



Tejas at India Mobile Congress (IMC), 2026



Key Announcements & Demonstrations

- Real-world demonstration of 6G Sensing technology for drone and vehicle detection with Qualcomm
- End-to-end portfolio and capabilities showcase
 - WavePlex – Unified Mobility Stack from Radio, Baseband to Packet Core
 - Hyperscale Network Solutions for Cloud and AI Data Centers – Live demos
 - Future-ready Optical Access, Transport and Routing portfolio for the AI era

Conference & Thought Leadership

- Participated in 4 speaking sessions on 6G Foundations & Roadmap at B6GA Symposium; Keynote Speech by the Chairman
- Participated in CEO and CTO Round Tables with the Hon'ble Minister of Communications; Tejas panelists in IMC business and technology sessions

Key Business Drivers

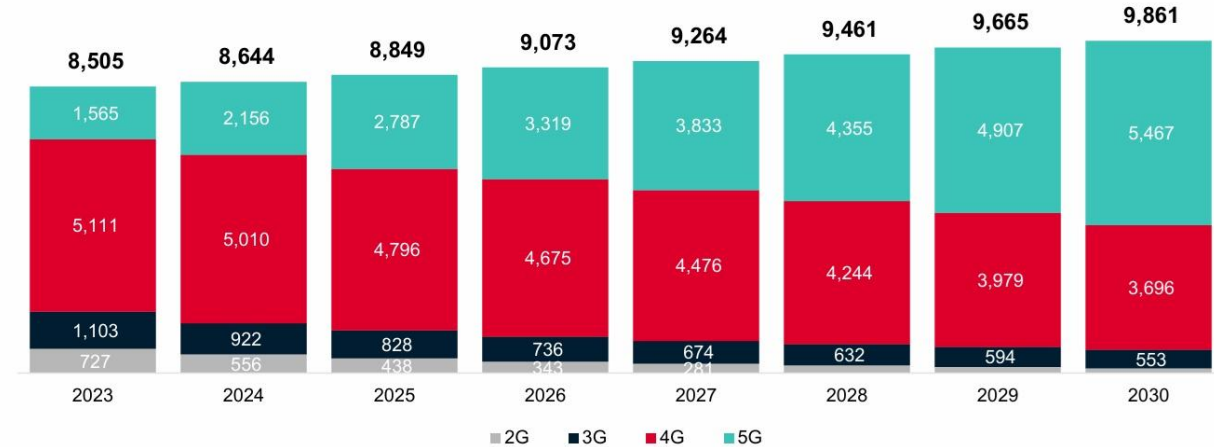
Wireless

- 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 network domestically
- AI accelerating 6G commercialization; need for higher-capacity massive MIMO Radio, AI-native Baseband and Core

Wireline

- AI Data Centers driving generational upgrades of Access, Aggregation, Metro and Backbone optical networks
- High bandwidth Enterprise connectivity
- Increase in Residential Broadband connectivity
- Backhaul connectivity for wireless network expansion
- Modernization of Utility networks

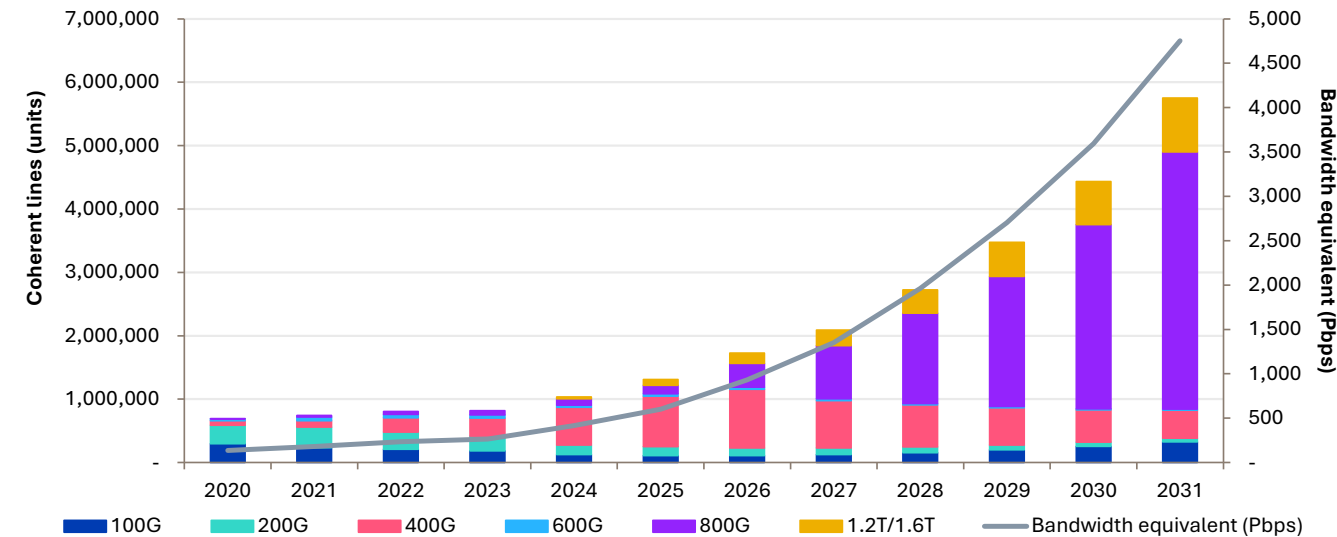
Total mobile connections by technology, Global (millions)



Data as of February 2026
Source: GSMA Intelligence

GSMA
Intelligence

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



Source: Omdia

Coherent WDM lines shipped by speed, Global (units)

Key Focus Areas - Products

5G Radio Access Network Portfolio

Expansion of 5G Radio portfolio across larger number of bands
Compact Base Band Unit supporting 5 frequency bands in one site

Investments in 5G-Advanced, 6G

- AI-RAN - AI based algorithms for channel estimation, power management and mobility
- Integrated sensing and communication
- Reconfigurable Intelligent Surfaces

Enhance Wireline portfolio to address the AI future

- Expansion of IP/MPLS routing portfolio
- High-capacity, low latency access - 200G and beyond
- High-capacity Packet aggregation, Optical backbone

AI-based network management solutions

- Network optimization, fault prediction, network resilience and capacity planning

Key Focus Areas – Business and Operations

Business

- Leverage existing and new partnerships to scale up international business
- Expand market share in Pvt Telcos, win 4G/5G expansion
- Strategic focus on addressing Data Centre Interconnect applications

Finance and Operations

- Deliver on BSNL 4G expansion order within timelines
- Achieve significant inventory reduction based on execution of BSNL 4G expansion order
- Increased focus on collections
- Achieve quarterly positive EBITDA financial performance

Key Takeaways

Strong Growth in Order book

Wireless business is maturing

- Increasing International engagements
- BSNL expansion order is an endorsement of our product scalability and performance

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

Execution of BSNL expansion order will bring down inventory and gross debt

Steadily improving financial performance - Visible path to profitability



TEJAS
NETWORKS

A TATA Enterprise

Contact Us:

ir@tejasnetworks.com

+91(80)41794600

Thank you!