



Q2FY26 – Earnings Call Presentation

October 17, 2025



Safe Harbor Statement

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements due to risks or uncertainties associated with our expectations with respect to, but not limited to, our ability to successfully implement our strategy and our growth and expansion plans, technological changes, our exposure to market risks, general economic and political conditions in India which have an impact on our business activities or investments, changes in the laws and regulations that apply to the industry in which the Company operates. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.

Key Updates: Q2-FY26

Financials

- Q2FY 26 Net Revenue: INR 262 Cr (202 Cr in Q1FY26)
- Q2FY 26 Profit After Tax: INR -307 Cr (-194 Cr in Q1FY26)
 - (Including inventory/warranty related provisions of 190 Cr – see comment below)
- Order book at end of Q1: INR 1,204 Cr (1,241 Cr in Q1FY26)

Q2 Revenue Mix ⁽¹⁾

- India: 79%
- International: 21%

Closing Order Book Mix

- India: 93%
- International: 7%

⁽¹⁾ Excludes other operating revenue

Q2 Summary

- Delay in receipt of BSNL 4G add-on PO of 1,526 Cr for shipment of 18k sites
- Quarter revenue led by key shipments to India Pvt and International customers
- Expenses for the quarter include provision due to manufacturing process losses, as well as additional provisions for warranty and inventory obsolescence (~190 Cr)

Key Highlights: Q2-FY26

Wireless Business

- Inauguration of BSNL's nationwide 4G service by Hon'ble PM; 97,500 cell towers running on our 4G RAN products
- Launched our 64T64R massive MIMO radio at Indian Mobile Congress by Hon'ble MOC
- Successfully completed our first private 5G RAN deployment under BSNL's CNPN (Captive Non-Public Network) program in a coal mine in MP
- Successfully completed a 4G/5G RAN POC in a mobile operator's network in South Asia
- Ongoing POCs and engagements with multiple domestic and international operators for 4G and 5G radios
- Tejas SDR chip (SL-3000) has been integrated into multiple smart phones, feature phones and laptops – a boost for the D2M application

Wireline Business

- Won Bharatnet Phase-III orders from multiple SI partners for IP/MPLS routers : supplier of largest number of packages
- Launched our state-of-art 1.2Tbps DWDM transmission product at Indian Mobile Congress
- Multiple 400G DWDM wins and deployments in India, Europe, Cambodia, Ghana, Nigeria
- First 10G-CPON solution deployment (OLT, ONT) in Europe
- Continued to receive expansion orders from private telcos in India

Key Updates: Q2-FY26

Other Updates

- Dr. Randhir Thakur, joined our Board as Non-executive and Non-independent Director
 - Dr. Thakur is CEO & MD of Tata Electronics, with over 40 years of experience in semiconductor industry
 - He was President of Intel Foundry Services and Corporate VP and Chief Supply Chain Officer at Intel Corp
 - He has held leadership positions in Applied Materials, Sandisk, Micron Electronics, etc
- Tejas Networks was shortlisted as a finalist at the 2025 Network X Awards, Paris in the category “Most Innovative Optical Transport Use Case” for our intelligent alien wavelength solution
- Filed 39 patents during the quarter – total number stands at 587

Q2-FY26: Financial Update

INR Cr	FY 25			FY26			Comments
	Q2	H1	Full Year	Q1	Q2	H1	
Revenue from Sales & Service	2,655	4,151	8,455	202	257	459	
Other Operating Revenue	156	223	468	-	5	5	
Revenue from Operations	2,811	4,374	8,923	202	262	464	▪ QoQ growth of 30%
EBIT ⁽¹⁾	459	626	905	(232)	(394)	(626)	▪ See note below
PBT	411	532	698	(297)	(473)	(770)	▪ Adjusting for the expenses below, EBIT for the quarter would be ~ (205) Cr and PBT of (284) Cr
PAT	275	353	447	(194)	(307)	(501)	

- Expenses for the quarter include
 1. Provisions for inventory obsolescence/ write-down of INR 145 Cr primarily on account of manufacturing process losses, design changes and related matters
 2. Warranty expenses amounting to INR 44 crore for Q2 determined based on potential fault rates, repair requirements etc.

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

Q2-FY26: Select Financial Indicators

Amount in INR Cr	Q1FY26	Q2FY26
Inventory	2,537	2,383
Trade receivables	4,453	4,026
Payables	580	355
Net Working Capital ⁽¹⁾	4,956	4,906
Cash and Cash Equivalents ⁽²⁾	545	417
Borrowings	3,990	4,156

- **Inventory of INR 2,383 Cr during Q2FY26 (vs 2,537 Cr in Q1FY26)**
 - Will be converted to finished goods and shipped in upcoming months
- **Trade Receivables at INR 4,026 Cr**
 - Collected ~INR 700 Cr during the quarter
- **Cash Position at end of Q2 was INR 417 Cr**
- **Borrowings of INR 4,156 Cr at end of Q2** for working capital purposes and for capex investments

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

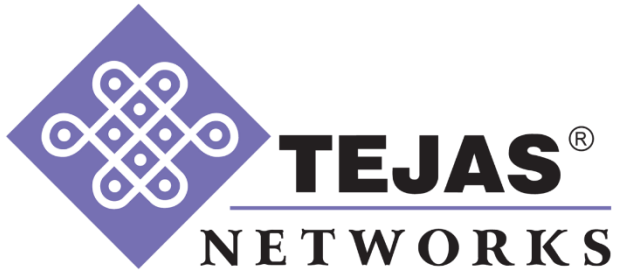
⁽²⁾ Cash and cash equivalents includes investment in liquid mutual funds, deposits, other Bank balances

Long term outlook remains positive

- Strong drivers for our business, rapid technology transitions
 - Data consumption – both fixed and mobile, continue to grow rapidly. AI applications driving new traffic growth
 - 5G deployment to continue till 2030; 4G deployments expanding in emerging markets
 - Massive investments in AI datacenters driving huge connectivity requirements
 - 400G DWDM growing rapidly, early adoption of 800G
 - 10G-PON starting to pick up in emerging markets, 50G-PON getting deployed in advanced markets
- We continue to invest in Product Development and Sales expansion
 - Ramping up 5G RAN portfolio with massive MIMO radios
 - Actively participating in 6G standardization
 - Increasing our Wireless International customer engagements through partnerships with NEC and Rakuten
 - Expanding Optical portfolio with 800G/1.2T transmission and Data Center Interconnect products
 - Strategic wins in Europe, Africa and Asia for our Optical products give us a momentum for International expansion

Tejas @ IMC 2025





Thank you!

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