



Q4FY25 - Investor Presentation

April 25, 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: Q4-FY25

Financials

- Q4FY 25 and FY25 Net Revenue: INR 1,907 Cr (1.4x YoY) & INR 8,923 Cr (3.6x YoY)
- Q4FY 25 and FY25 Profit After Tax: INR (72) Cr & INR 447 Cr
- Order book at end of Q4: INR 1,019 Cr

Q4FY25 Business Highlights

- Successfully completed radio and baseband equipment supplies for all 100K sites in BSNL's 4G/5G network
 - One of the largest single-vendor RAN networks in the world delivered in record time
- Signed a technology collaboration agreement with NEC, Japan on development of advanced wireless RAN and Core technologies and joint go-to-market
- Several key wins for our leading edge Optical, PTN and FTTx products in mobile backhaul, broadband services and power utility networks
- Expanded our sales footprint in Americas, EMEA and ANZ

Corporate Updates

- On completion of 25 years of the company and considering performance of the company, the Board has recommended a dividend of 25% (INR 2.5/share) subject to approval of the shareholders.
- Received INR 123 Cr for FY 24 and first tranche of INR 189 Cr for H1FY 25 as PLI incentives
- Won the "Best Mobile Technology Breakthrough" award from ET Telecom

Q4-FY25: Financial Update

| INR Cr | FY24 | | FY25 | | | | | Comments |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---|
| | Q4 | Full Year | Q1 | Q2 | Q3 | Q4 | Full Year | |
| Revenue from Sales & Service | 1,171 | 2,314 | 1,496 | 2,655 | 2,497 | 1,806 | 8,455 | ▪ Q4 Revenue is 1.5x of Q4FY24 |
| Other Operating Revenue ⁽¹⁾ | 156 | 157 | 67 | 156 | 145 | 101 | 468 | ▪ Primarily consists of PLI incentive (see note 1 below) |
| Total Revenue from Operations | 1,327 | 2,471 | 1,563 | 2,811 | 2,642 | 1,907 | 8,923 | ▪ Q4 Revenue is 1.4x of Q4FY24 |
| EBIT ⁽²⁾ | 258 | 93 | 167 | 459 | 260 | 18 | 905 | ▪ Provision for inventory obsolescence/ write-down of INR 117 crore for Q4 and INR 181 crore for the year |
| PBT | 233 | 100 | 122 | 411 | 211 | (45) | 698 | ▪ Write-off of certain expenses related to intangible assets under development of INR 22 crore |
| PAT | 147 | 63 | 77 | 275 | 166 | (72) | 447 | |

¹ Pursuant to the approval received from the Department of Telecommunication under the Production Linked Incentive (PLI) Scheme, the Company has recognised PLI incentive of Rs. 32.66 crore and Rs. 123.70 crore pertaining to the financial year ended March 31, 2023 and March 31, 2024 respectively under "other operating revenue" in the financial results for the year ended March 31, 2024. Based on the aforesaid approval the Company has recognised PLI incentive of Rs. 99.96 crore for the quarter ended March 31, 2025 and Rs. 467.70 crore for the year ended March 31, 2025 considering there is reasonable assurance that the Company will comply with the conditions attached to the PLI scheme and that the remaining grant amount of Rs. 278.78 crore will be received.

²EBIT = PBT – Other Income + Finance Cost including Net forex loss

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Q4-FY25: Select Financial Indicators

| Amount in INR Cr | Q3FY25 | Q4FY25 |
|--|--------|--------|
| Inventory | 3,127 | 2,367 |
| Trade receivables | 4,730 | 4,884 |
| Payables | 2,115 | 1,184 |
| Net Working Capital ⁽¹⁾ | 4,738 | 4,524 |
| Cash and Cash Equivalents ⁽²⁾ | 643 | 827 |
| Borrowings | 3,157 | 3,269 |

- **Inventory of INR 2,367 Cr during Q4FY25 (vs 3,127 Cr in Q3FY25)**
 - Will be converted to finished goods and shipped in upcoming months
- **Trade Receivables at INR 4,884 Cr - increase mainly due to higher shipments in Q4**
 - Collected ~INR 1,900 Cr during the quarter
- **Working capital decreased in Q4 by INR 214 Cr**
- **Cash Position at end of Q4 was INR 827 Cr**
- **Borrowings of INR 3,269 Cr at end of Q4** mainly for working capital purposes

⁽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

FY25: Business Update

Revenue Mix ⁽¹⁾

- India-Government:
 - 3% (YoY decline of 66%)
- India Private:
 - 94% (6 x YoY)
 - Dominated by BSNL 4G related shipments to TCS
- International:
 - 3% (YoY increase of 18%)
 - Key Shipments to US, Africa and South Asia

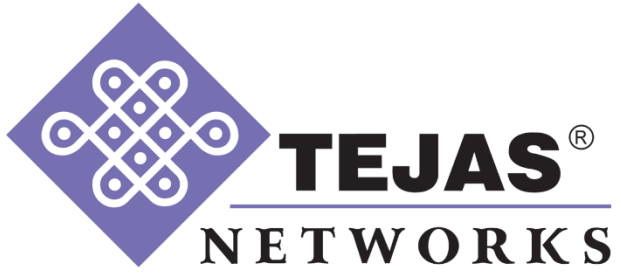
⁽¹⁾ Excludes other operating revenue

Closing Backlog: INR 1,019 Cr

- India: INR 915 Cr
- International: INR 104 Cr

FY26 Outlook

- Product portfolio got expanded significantly in FY25 and increased our addressable market
 - Support for 5G over multiple bands
 - Enhancement of portfolio with advanced 5G maMIMO radios
 - Acquisition of a field proven 4G/5G Core
 - Expansion of IP/MPLS router family
 - Enhancement of Optical portfolio with 800G/1.2T DWDM systems
 - Enhancement of FTTx portfolio with XGSPON products
- Markets for our product segments projected to grow globally
 - Domestic opportunity pipeline includes large projects in the Govt sector
 - Several new customers and new application wins in both private and Govt sectors, which are set to expand in FY26
 - Partnership with NEC gives us access to global customers and joint go-to-market opportunities
 - Expanded global sales footprint and strategic initial wins will give us a strong momentum for increasing our international business



Thank you!

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