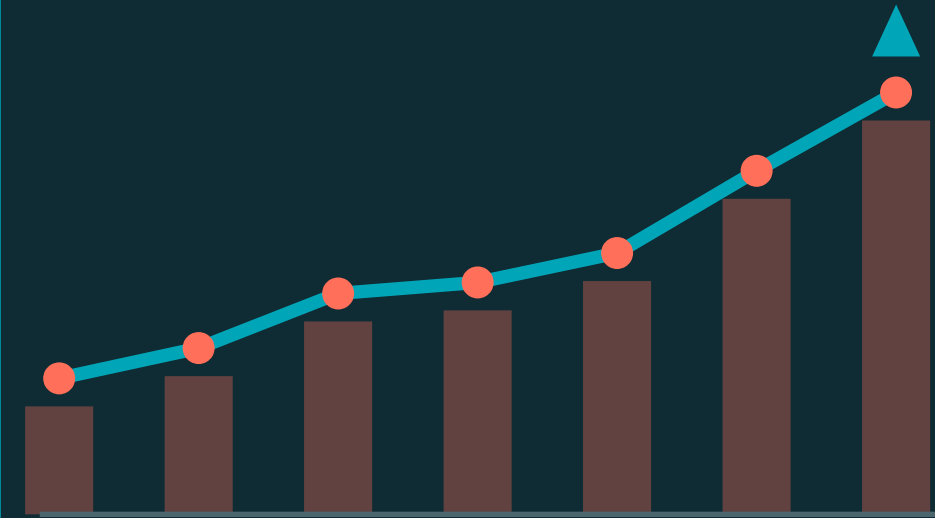


BUSINESS REVIEW

Quarterly Business Review



Tarang Telecom Services · Q1 FY27

Strategy & Finance · Q1 FY27 · Leadership team

02 | Agenda

01

Highlights

02

Performance

03

Operations

04

Outlook

03 | Highlights of the period

₹48 Cr

revenue, up 18% year on year

2,140

active business customers

94%

on-time delivery

All figures are sample data.

KEY IDEA

**Enterprise wins offset
slower retail growth.**

Executive summary

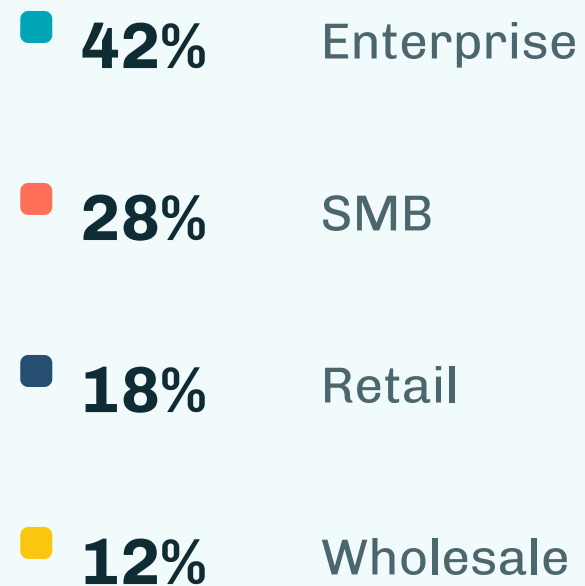
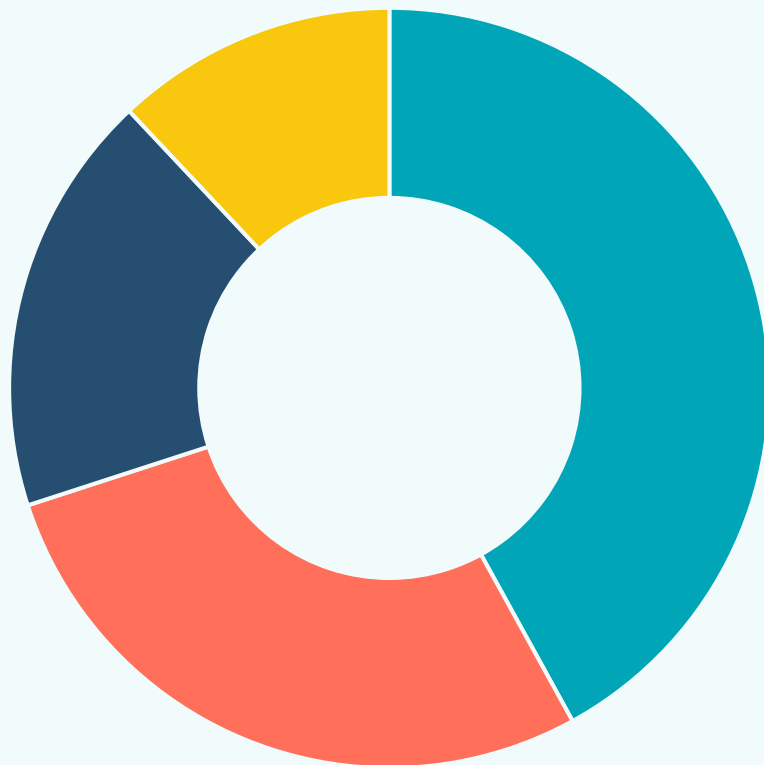
05 | Revenue by quarter



Growth was strongest in the second half as new contracts came online.

Sample data for illustration — replace with your own figures.

06 | Revenue mix



Sample data for illustration.

07 | Segment performance

Segment	Revenue	Growth	Margin
Enterprise	₹20.2 Cr	+21%	24%
SMB	₹13.4 Cr	+15%	19%
Retail	₹8.6 Cr	+12%	17%
Wholesale	₹5.8 Cr	+9%	14%

Sample data.

08 | Operational priorities

01

Efficiency

Automate reporting and cut month-end close to five days.

02

Quality

Bring complaint resolution under 48 hours.

03

People

Launch a manager development programme.

09 | Customer satisfaction

4.6/5

average rating

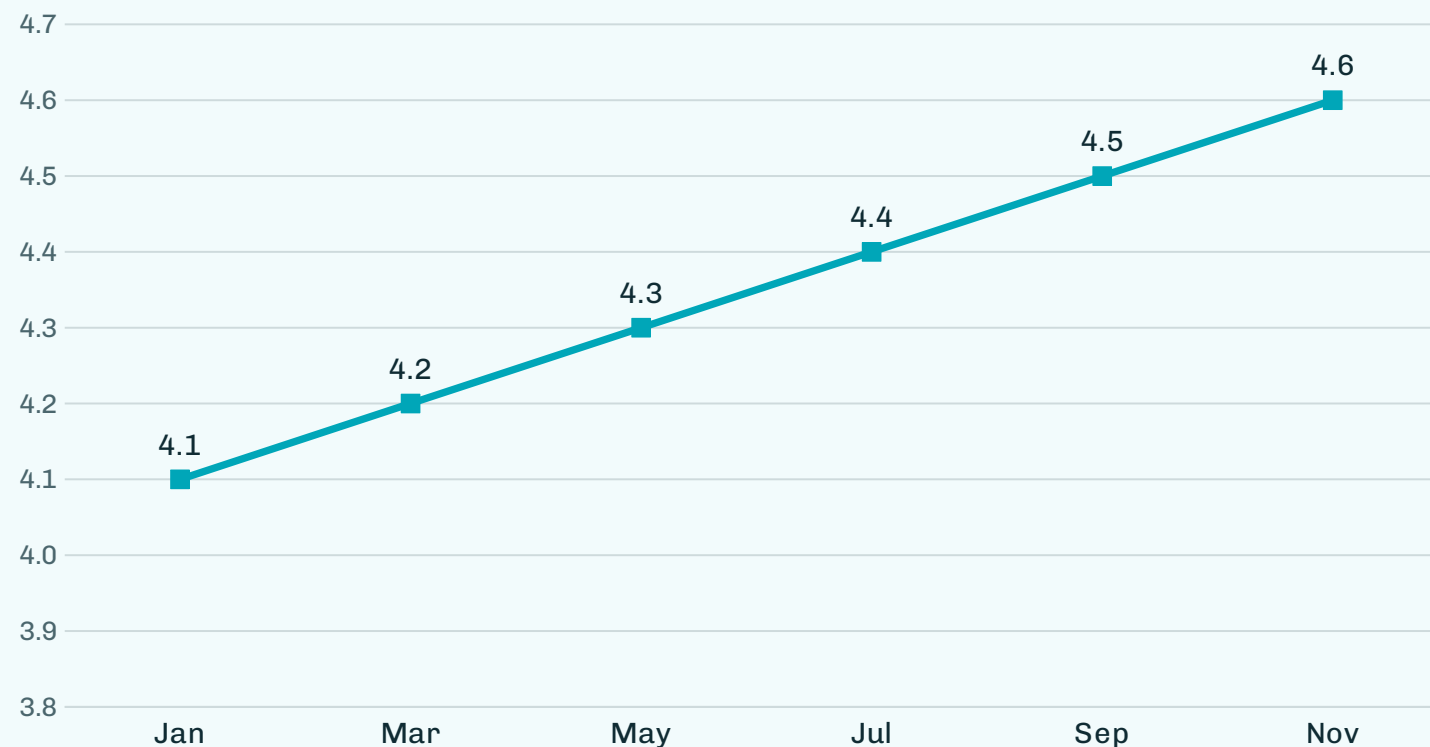
62

net promoter score

-18%

fewer complaints

Sample data for illustration.



10 | Where we stand

S

Strengths

Loyal customer base
Strong delivery record

W

Weaknesses

Manual processes
Thin bench in sales

O

Opportunities

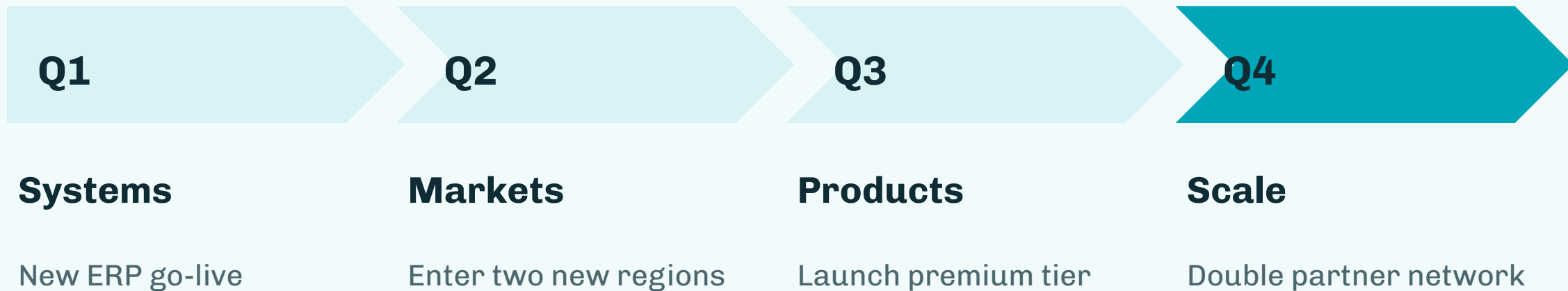
New regions
Digital self-service

T

Threats

Price competition
Rising input costs

11 | Plan for next year



12 | Targets vs this year

This year

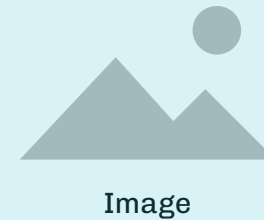
- ✓ Revenue ₹48 Cr
- ✓ 2,140 customers
- ✓ 94% on-time delivery

Next year target

- Revenue ₹58 Cr
- 2,700 customers
- 97% on-time delivery

13 | Decisions needed

- Approve the regional expansion budget
- Confirm hiring plan for sales and support
- Agree on the new pricing structure
- Nominate owners for each priority



Discussion

Thank you — questions and decisions.

Strategy & Finance team