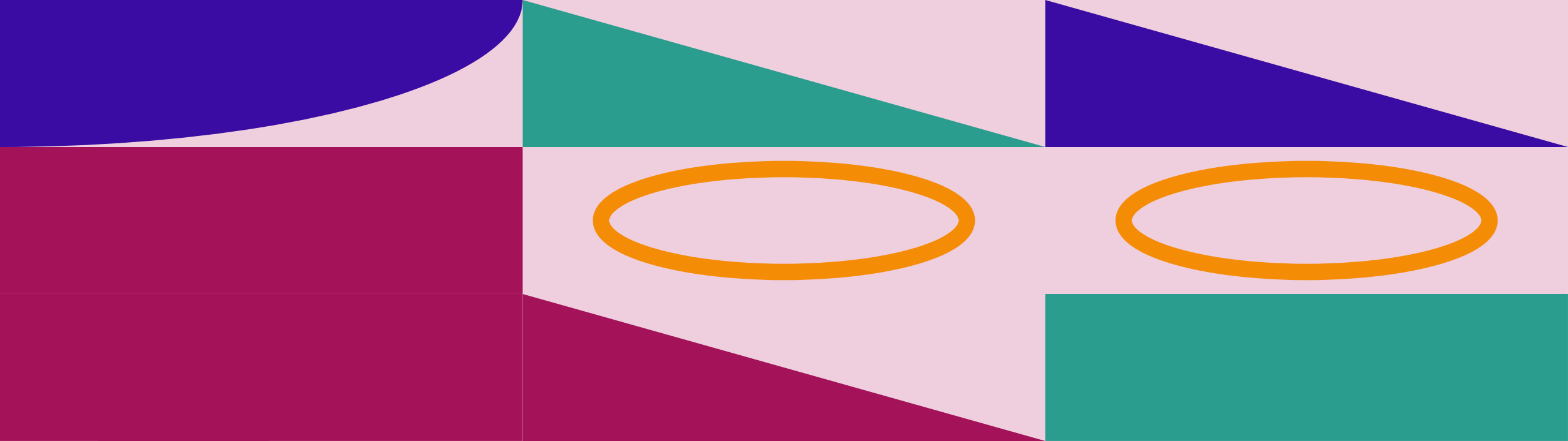




Quarterly Business Review

Tarang Telecom Services · Q1 FY27

Strategy & Finance · Q1 FY27 · Leadership team

Agenda

01 Highlights

02 Performance

03 Operations

04 Outlook



Image

01

HIGHLIGHTS

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

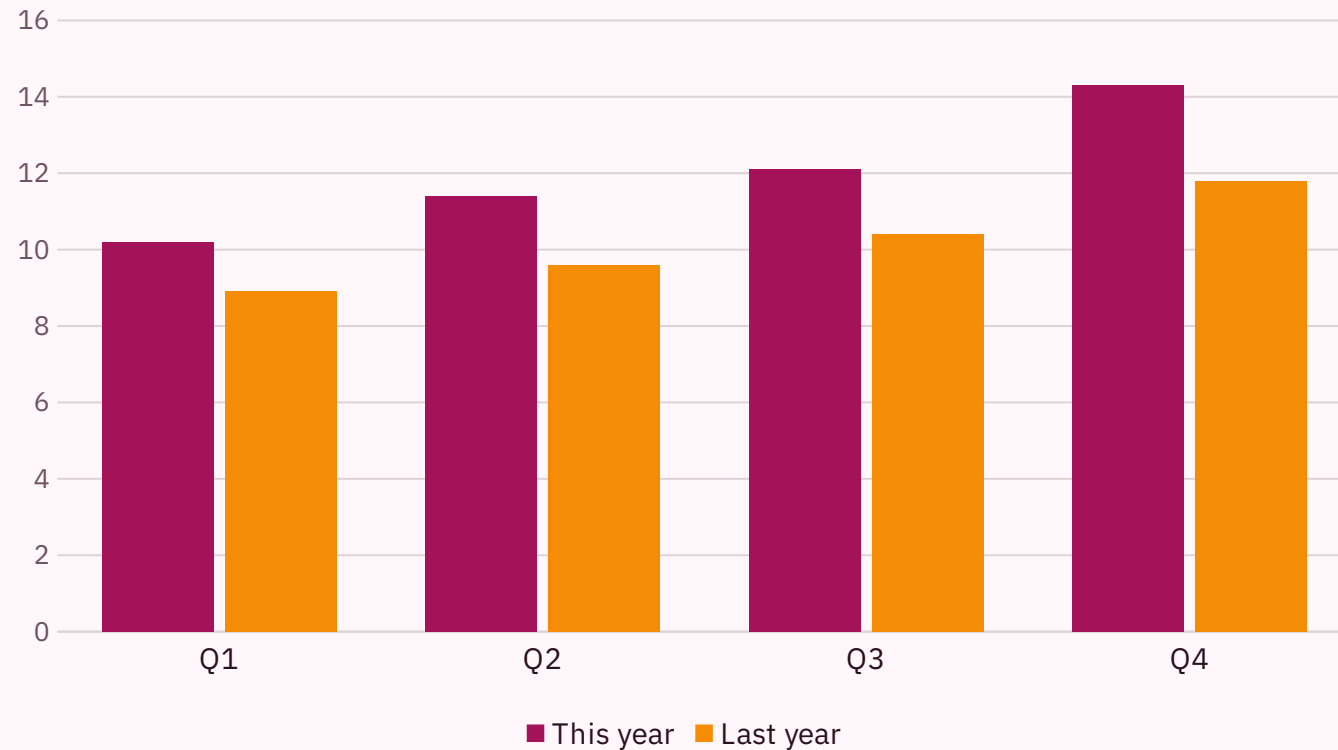
Enterprise wins offset slower retail growth.

Executive summary

02

PERFORMANCE

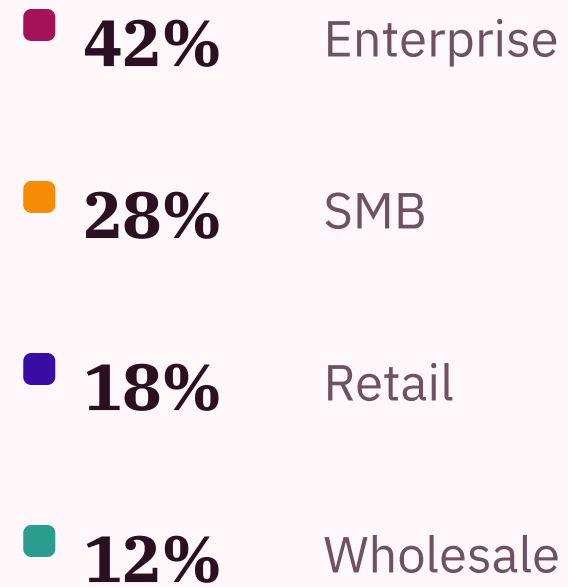
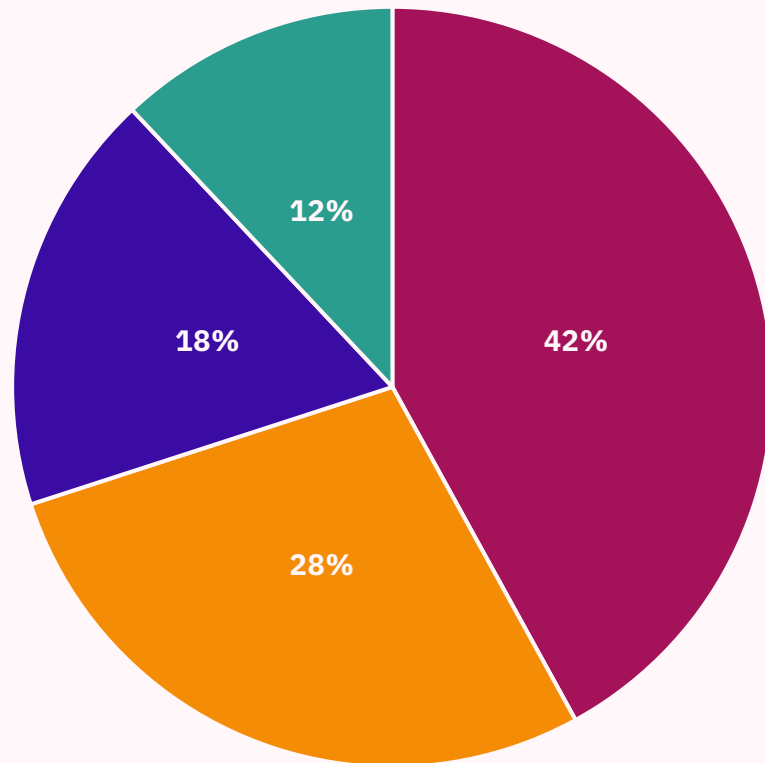
Revenue by quarter



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

Sample data for illustration — replace with your own figures.

Revenue mix



Sample data for illustration.

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.

03

OPERATIONS

Operational priorities



Efficiency

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



Quality

Bring complaint resolution under 48 hours.



People

Launch a manager development programme.

Customer satisfaction

4.6/5

average rating

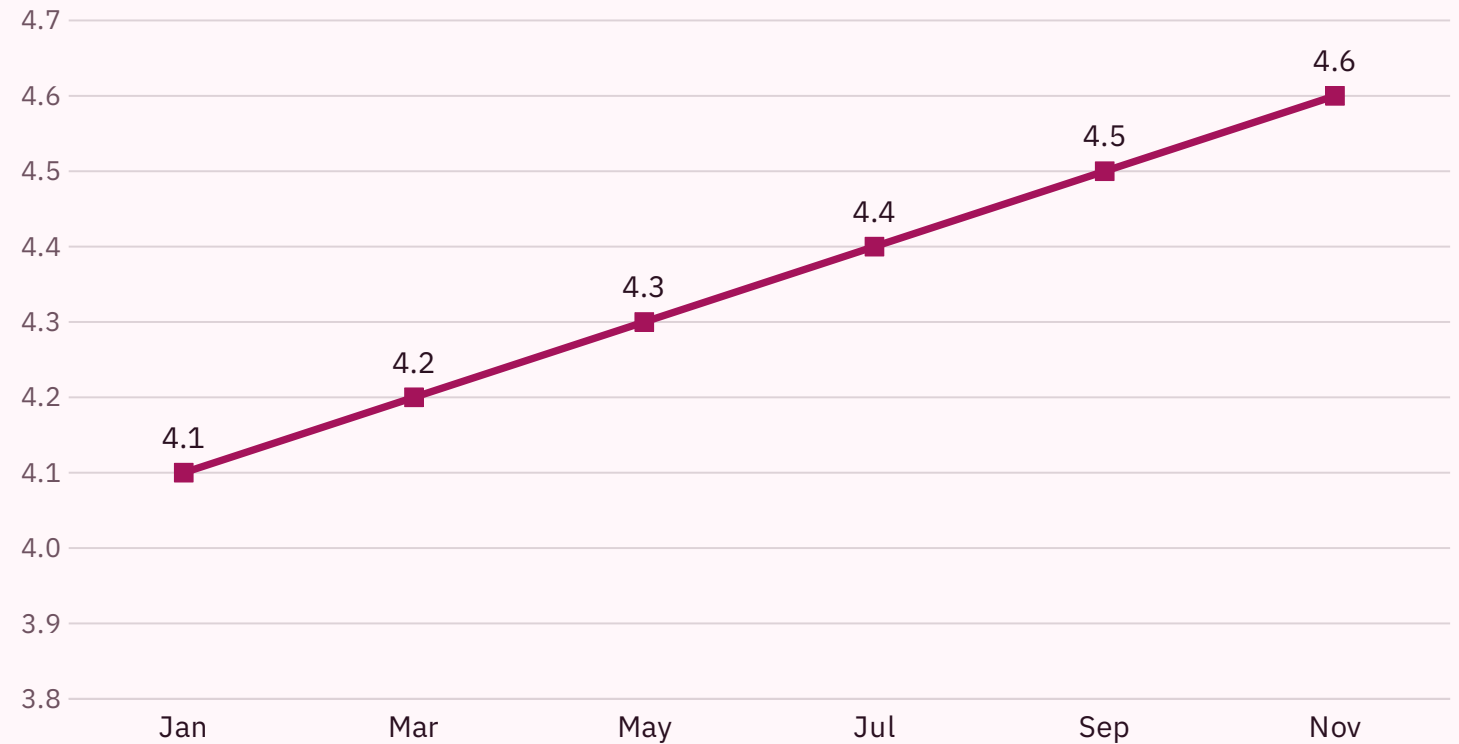
62

net promoter score

-18%

fewer complaints

Sample data for illustration.



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

04

OUTLOOK

Plan for next year



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

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

