



# Bharat Connect Conference Investor Presentation

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# Company Overview

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# About Company

Pelatro Limited is a global technology company serving the telecom industry through its proprietary customer engagement platform, **mViva**. The platform leverages large-scale data analytics and intelligence to enable enterprises to understand customer behaviour, drive targeted engagement, and improve monetisation.

mViva processes data for nearly one and a half billion consumers across **35 countries**, offering an end-to-end solution spanning analytics, audience segmentation, campaign orchestration, execution, and performance reporting. Its user-friendly, marketer-led design supports personalised, lifecycle-based customer journeys using GenAI, Agentic AI and related patented technologies.


In **FY 2025-26**, Pelatro expanded its business portfolio through the acquisition of **Estel Technologies' Software business**, adding solutions such as **eTopUp, Sales & Distribution, Voucher Management, and Mobile Money**. **These offerings operate as Estel Division** establishing a second core growth vertical for the Company. In March 2026, Pelatro also launched **mViva Revenue Acceleration Platform™** with Agentic AI, to transform subscriber engagement for Telcos.

 **46 Telecom Networks**  
Across 35 countries

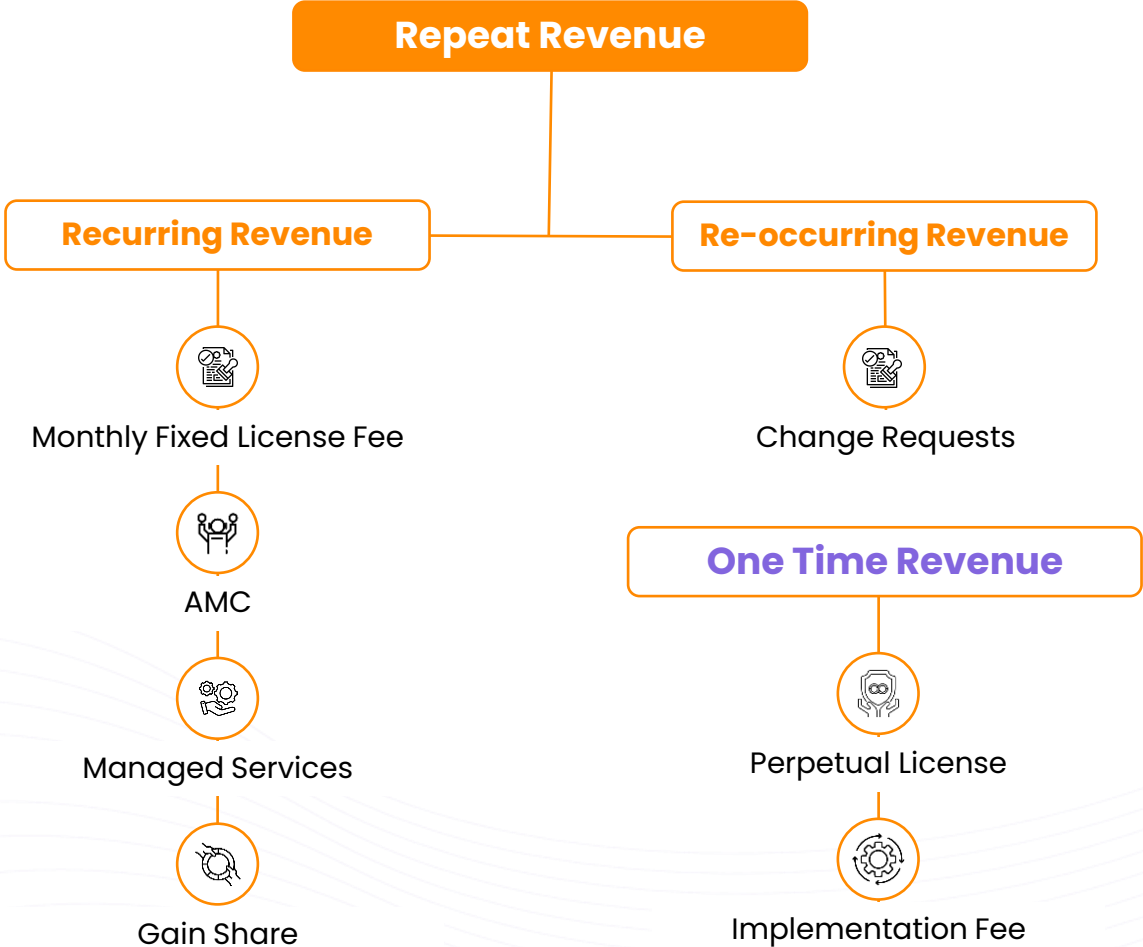
 **1.5B**  
Consumers on the platform

 **11**  
Patents

 **480+**  
Employees

 **20,000+**  
Campaigns across all customers







# Business Overview

A horizontal orange line with a small circle at its left end, positioned below the title.

## Key Areas of Impact

### Product Features

Essential to deploy advanced AI capabilities in the product to ensure that our platforms are at the leading edge of technology.

### Software Development

Critical to leverage tools like LLM to improve quality and reduce cost.



## Product Features

### Launched mViva Revenue Acceleration Platform™ covering:

- ⚙️ AI Agents
- ⚙️ Co-Pilot
- ⚙️ Zero Touch Campaigning™ – Fully automated, LLM based end-to-end campaigning orchestration

***Full power of Generative AI and Agentic AI have been captured in the platform.***



## Software Development

### Initiatives to improve quality and reduce cost:

- 🤖 LLM leverage in coding
- 🤖 LLM-based development of models
- 🤖 AI-based deployment console in implementation function
- 🤖 Automating support for auto correction



mViva provides solutions to **telecommunications** to:

- Grow revenue from existing customers
- Maximize lifetime value of customers
- Enhance customer experience to reduce churn

mViva enables these outcomes through **one-to-one, contextual marketing**, driven by deep understanding of each customer's behaviour, needs, and real-time context. The platform follows a **customer-centric approach**, shifting focus from product- or campaign-led marketing to hyper-personalised engagement.

## Rich Data Ingestion

Analyzes transaction and interaction data such as calls, recharges, messages, downloads, complaints, card usage, deposits, and online purchases.

## Intelligent Analytics Engine

Applies advanced algorithms to process large data volumes and identify behavioural patterns and customer context.

## Personalised Offer Recommendation

Analyzes transaction and interaction data such as calls, recharges, messages, downloads, complaints, card usage, deposits, and online purchases.

## Omni-Channel Engagement

Engages customers across multiple channels and touchpoints for diverse objectives and outcomes.

## Modular, Integrated Platform

Multiple solutions and services work seamlessly together to enable end-to-end contextual engagement.



## Revenue Acceleration Platform™

"A platform conceptualised and designed for marketers by experts with decades of industry and domain experience employing AI/ML"



## Products and Services Overview

"Specialized payment solutions, prepaid recharge and distribution to achieve digital transformation within telcos"



### eRecharge and Voucher Management Solution

Launch and manage the entire campaign lifecycle for both customers and retailers.



### Sales & Distribution Management Solution

Manages distribution and sales of physical and virtual products within the partner and customer ecosystem.



### Mobile Money Platform

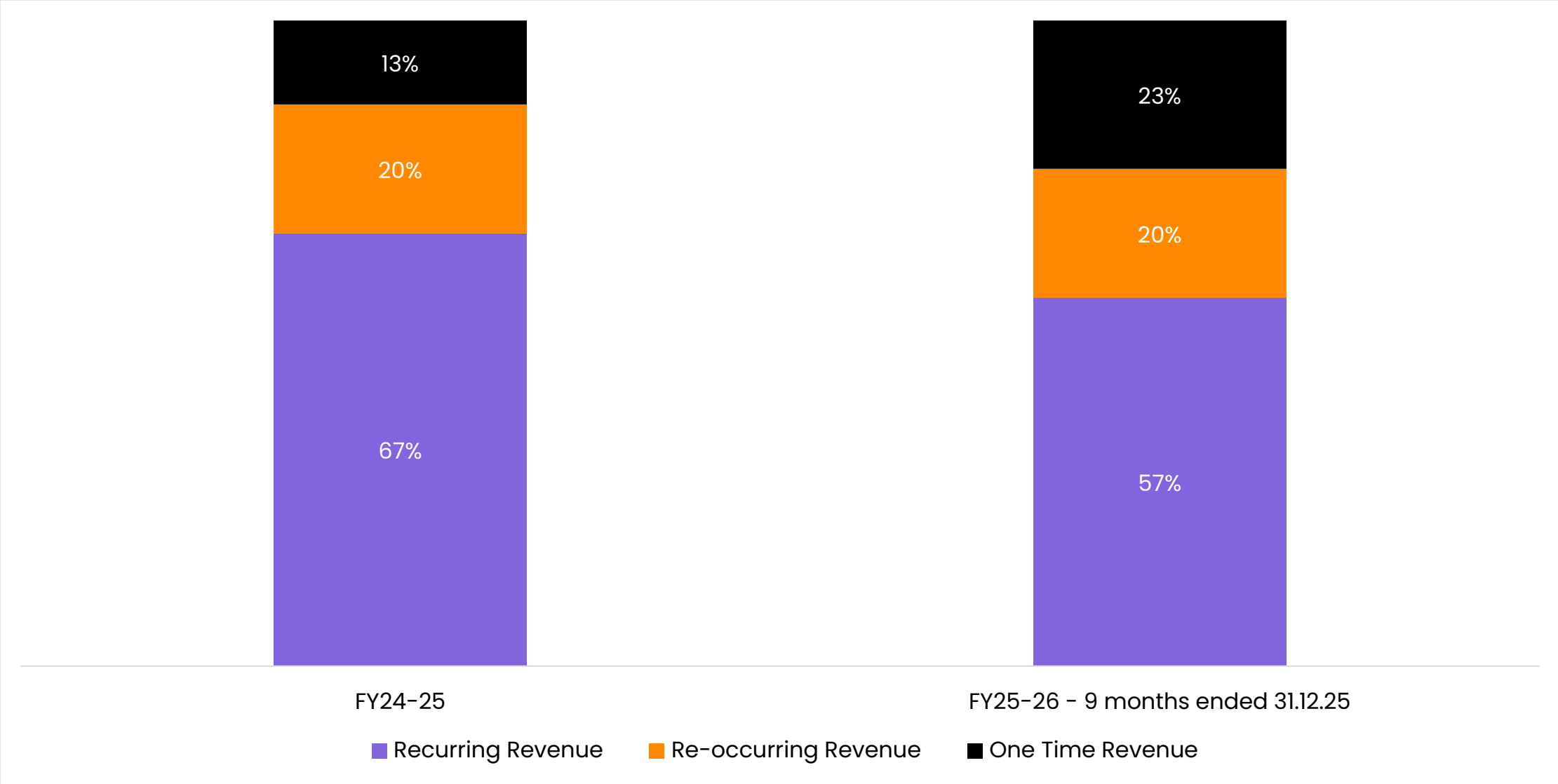
Complete with extensive analytics. End-to-end facilitation of mobile money transactions.

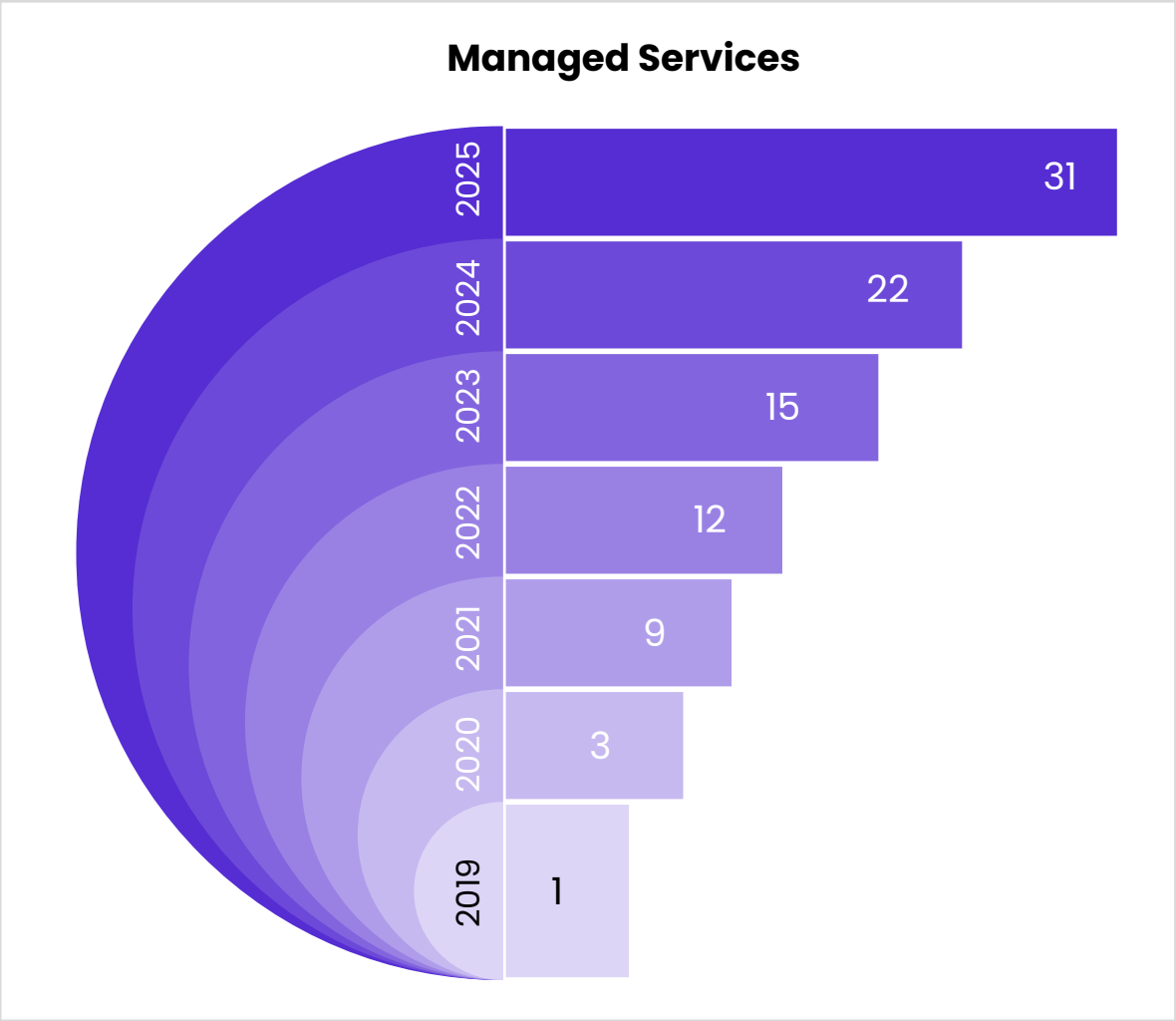
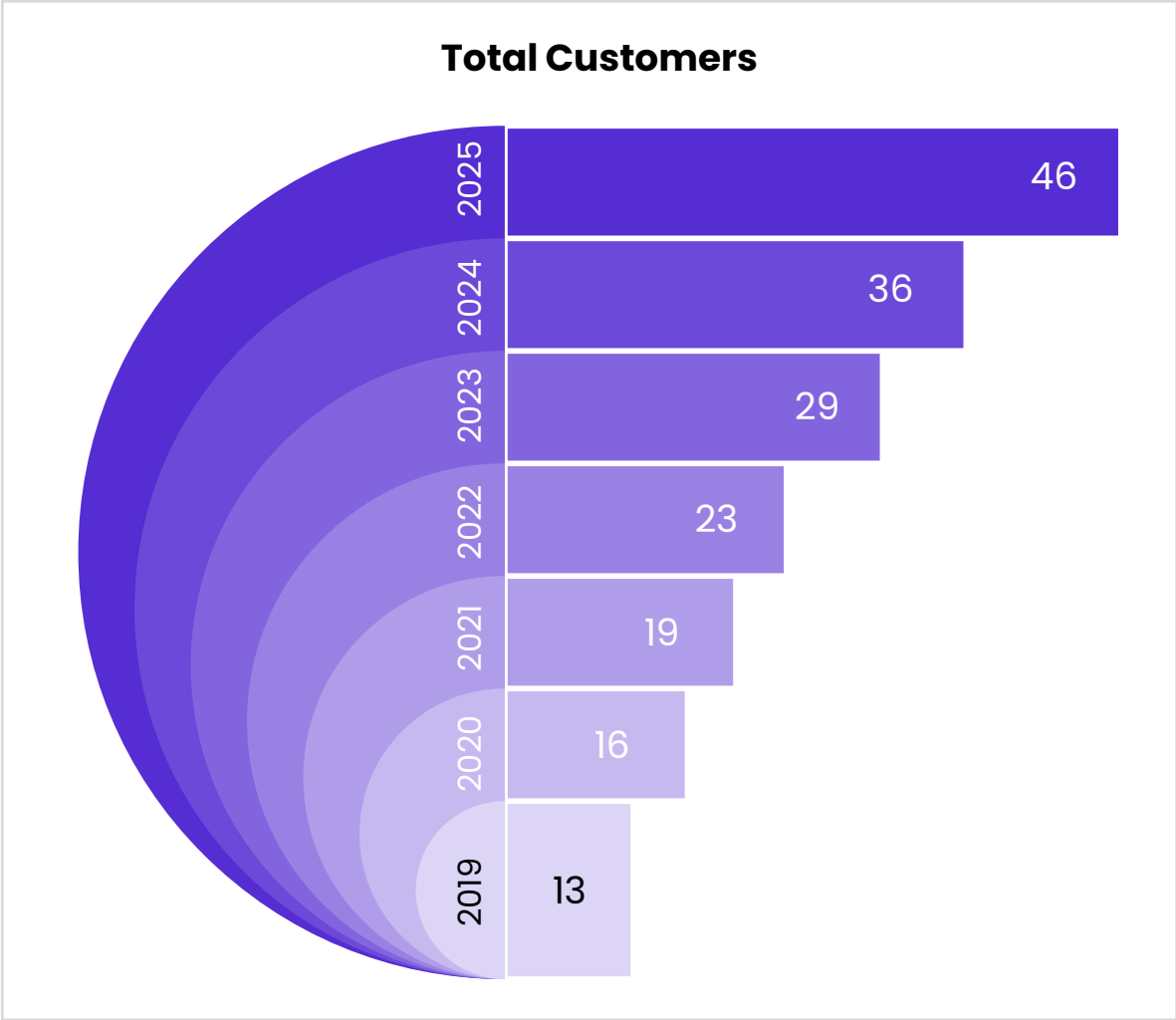


### Managed Services (Eco-system enablement)

Comprehensive business consulting, business operations and IT operations support with a dedicated and skilled workforce.

# Revenue Bifurcation





Data as of December 31<sup>st</sup> each year

# Key Strengths

## Proprietary, End-to-End Telecom Technology Platforms

Proprietary platforms spanning customer engagement, analytics, campaigning, recharge, distribution, voucher management and mobile money, addressing multiple layers of the telecom value chain.

## In-House Technology, Testing & Scalable Infrastructure

In-house product development and automation testing capabilities, supported by scalable infrastructure, enabling reliable performance and seamless integration at high transaction volumes.

## Deep Domain Expertise Across Telecom Ecosystem

Strong understanding of telecom operations, enabling customized solutions, differentiated execution, and trusted business consulting, operations and managed services.

## High-Volume Transaction Capabilities

Platforms designed to process large-scale, real-time transactions across prepaid, postpaid, recharge, voucher, distribution and mobile financial services environments.

## Complementary Product Portfolio Enhancing Monetization

Integration of Pelatro's engagement and intelligence platforms with Estel Division's monetization and distribution solutions, creating a broader, unified offering for telecom operators.

## Highly Referenceable Global Customer Base with Entry Barriers

Deployed across 46 telecom networks globally (as of 31 December 2025), with long-standing customer relationships and high switching and implementation barriers.

## Asset-Light, Profitable and Scalable Business Model

Proprietary, AI/ML-driven platforms with operating leverage, network effects, and a highly capable workforce supporting scalable growth.

## Patented and Differentiated Technology Stack

Multiple registered patents addressing real-time data processing challenges in high-volume 4G/5G telecom environments.





## Proven Scale with Global Presence

Processes data for ~1.5 billion consumers across 35 countries; deployed across 46 telecom networks globally.



## Recurring & Expanding Revenue Model

Strong growth in recurring revenue per customer through module expansion and increasing managed services adoption.



## End-to-End Platform

Deeply embedded customer engagement platform covering campaigning, loyalty, lead management, data monetisation and managed services—driving high switching costs.



## High-Barrier Target Markets

Focus on telecom with long sales cycles, complex integrations and regulatory intensity limiting new entrants.



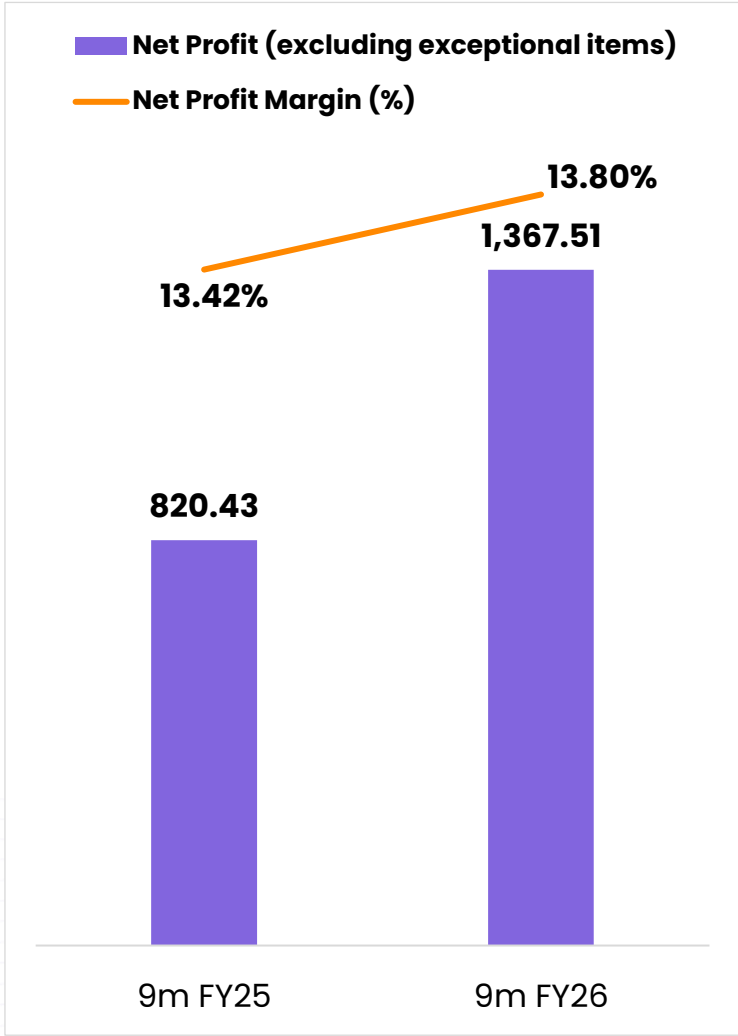
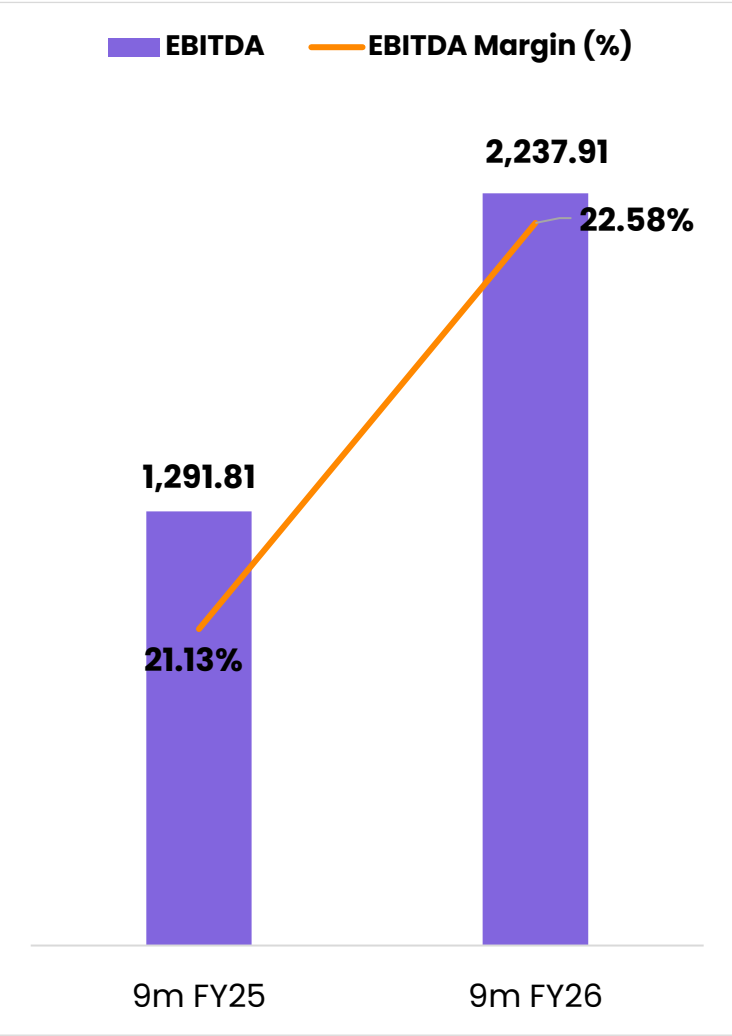
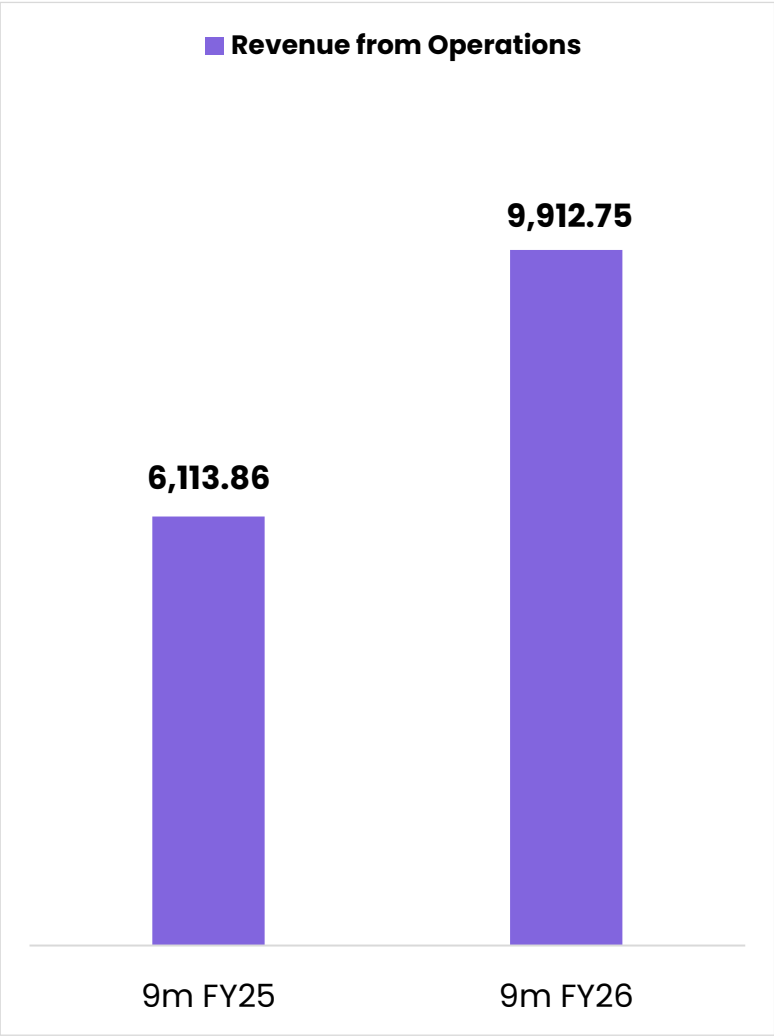
## Differentiated Technology & Execution

Proprietary AI/ML platform, patented technology, and experienced founder-led management with a proven execution track record.



# Financial Overview

# 9M FY26 Result Highlights (Consolidated)



All Figures In ₹ lakhs & Margin In %

# Income Statement (Consolidated)

In ₹ Lakhs

Income Statement	9m FY26	FY25	FY24		Q3 FY26	Q3 FY25	YoY Change
<b>Revenue from operations</b>	<b>9,912.75</b>	<b>8,576.87</b>	<b>5,499.22</b>		<b>3,838.49</b>	<b>2,269.49</b>	<b>69.13%</b>
Other Income	251.14	355.83	37.32		35.98	56.68	
Total Income	10,163.89	8,932.70	5,536.54		3,874.47	2,326.17	
Employee benefits expense	5,908.60	5,337.10	4,434.18		2,214.45	1,368.06	
Other Expenses	2,017.38	1,807.05	753.90		802.79	566.98	
<b>Total Expenses</b>	<b>7,925.98</b>	<b>7,144.14</b>	<b>5,188.08</b>		<b>3,017.24</b>	<b>1,935.04</b>	
<b>EBITDA</b>	<b>2,237.91</b>	<b>1,788.56</b>	<b>348.46</b>		<b>857.23</b>	<b>391.13</b>	<b>119.17%</b>
<b>EBITDA Margin (%)</b>	<b>22.58%</b>	<b>20.85%</b>	<b>6.34%</b>		<b>22.33%</b>	<b>17.23%</b>	
Finance cost	333.73	184.88	120.45		122.34	43.82	
Depreciation and amortisation	449.96	294.60	226.34		150.07	77.53	
<b>PBT</b>	<b>1,454.22</b>	<b>1,309.08</b>	<b>1.67</b>		<b>584.83</b>	<b>269.78</b>	
Exceptional items	-167.78				-167.78		
Tax expense	86.70	119.73	197.29		38.06	-47.51	
<b>PAT</b>	<b>1,199.73</b>	<b>1,189.35</b>	<b>-195.62</b>		<b>378.99</b>	<b>317.29</b>	<b>19.44%</b>
<b>PAT Margin (%)</b>	<b>12.10%</b>	<b>13.87%</b>	<b>-</b>		<b>9.87%</b>	<b>13.98%</b>	
Total Other comprehensive Income	-4.75	-96.23	-26.28		-14.96	-28.15	
<b>Net Profit</b>	<b>1,194.99</b>	<b>1,093.12</b>	<b>-221.90</b>		<b>364.03</b>	<b>289.15</b>	<b>25.90%</b>
<b>Net Profit Margin (%)</b>	<b>12.06%</b>	<b>12.74%</b>	<b>--</b>		<b>9.48%</b>	<b>12.74%</b>	
<b>EPS Diluted (₹)</b>	<b>11.40</b>	<b>13.16</b>	<b>--</b>		<b>3.60</b>	<b>3.69</b>	

# Balance Sheet (Consolidated)

In ₹ Lakhs

Equity And Liabilities	31.12.2025	FY25	FY24
Equity Share capital	1,059.74	1,040.67	700.00
Other equity	8,697.70	6,904.11	502.89
<b>Total Equity</b>	<b>9,757.44</b>	<b>7,944.78</b>	<b>1,202.89</b>
Non-current Liabilities			
Long Term Borrowings	1,138.90	1,242.90	1,386.56
Lease liabilities	2,657.83	2,615.56	40.03
Other financial liabilities	100.49	104.41	2.48
Provisions	1,832.14	367.55	283.61
<b>Total Non-current Liabilities</b>	<b>5,729.36</b>	<b>4,330.42</b>	<b>1,712.68</b>
Current liabilities			
Short Term Borrowings	170.74	150.56	481.02
Trade payables	917.98	320.48	1,206.72
Lease liabilities	241.03	179.68	50.83
Other current liabilities	693.40	661.41	964.52
Provisions	51.49	51.49	51.60
Current tax liabilities	70.23	67.65	110.69
<b>Total Current Liabilities</b>	<b>2,144.86</b>	<b>1,431.29</b>	<b>2,865.37</b>
<b>Total Equities &amp; Liabilities</b>	<b>17,631.67</b>	<b>13,706.48</b>	<b>5,780.92</b>

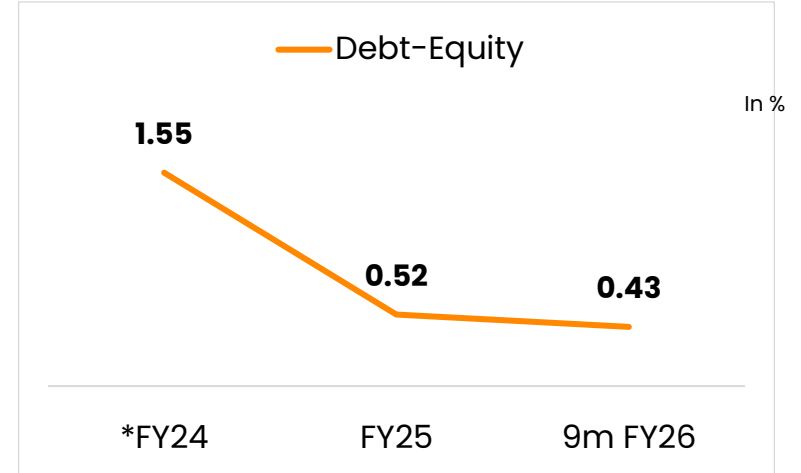
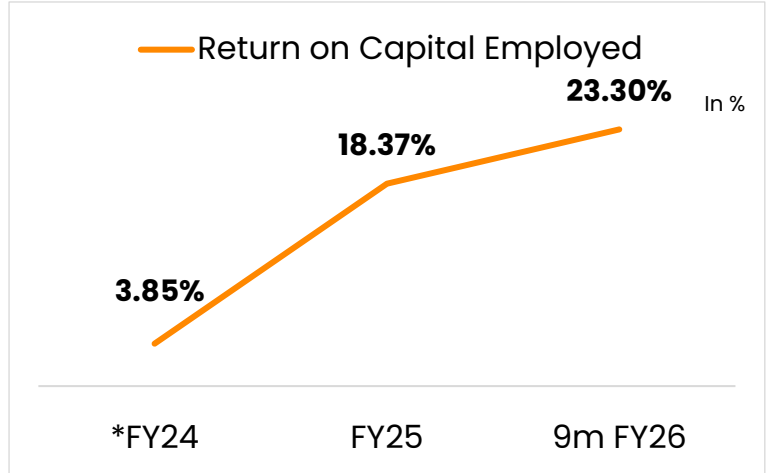
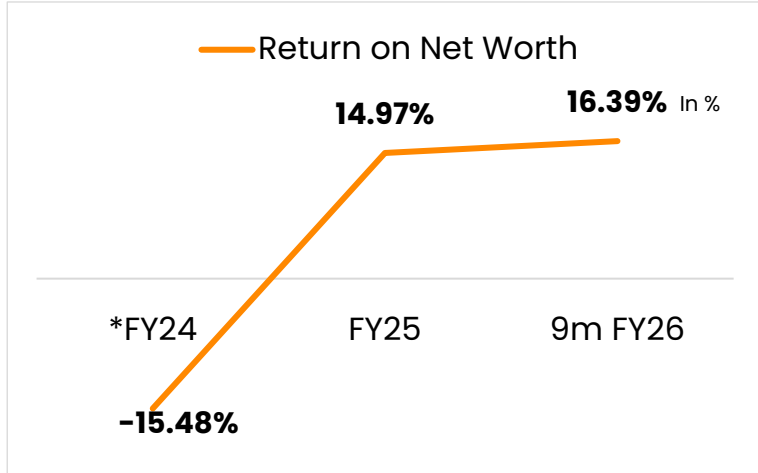
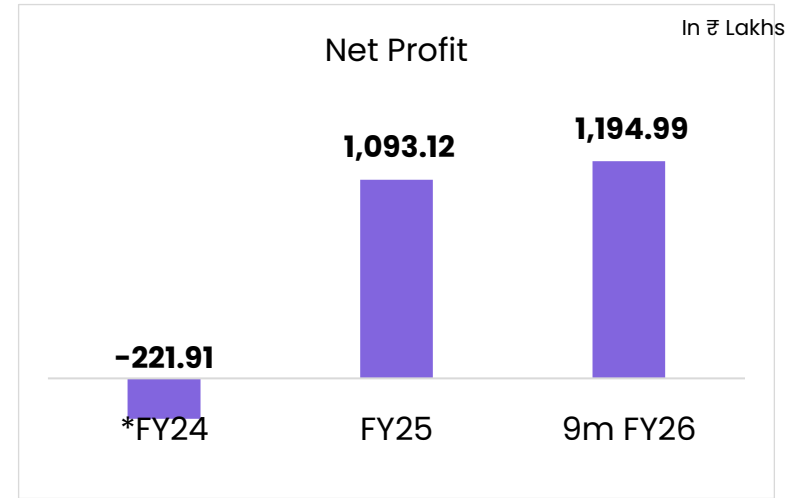
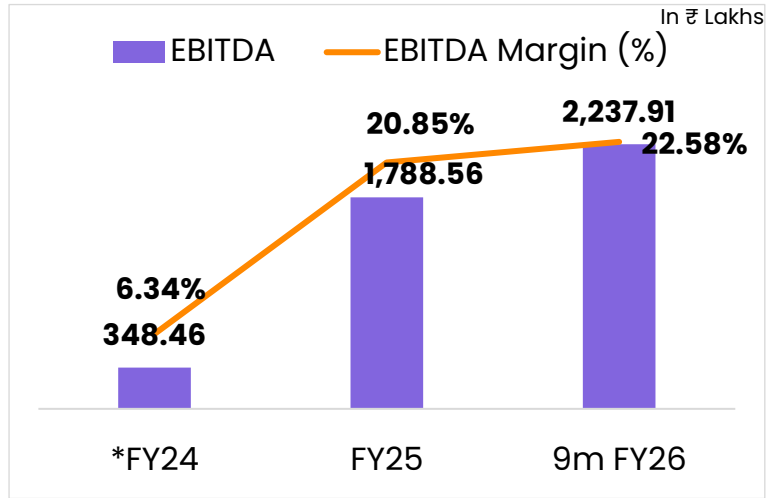
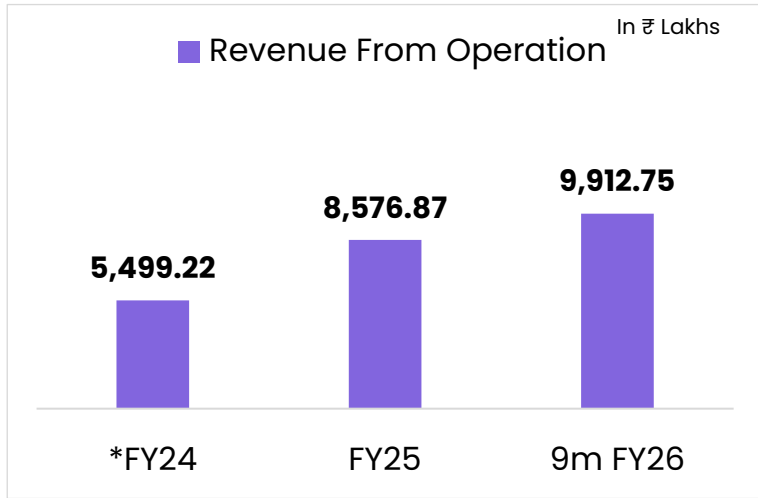
Assets	31.12.2025	FY25	FY24
Non-current assets			
Property, plant and equipment	2,225.58	2,110.63	673.75
Right of Use Asset	2,742.76	2,784.89	90.38
Goodwill	5,291.33	1,896.02	1,896.02
Deferred tax assets	282.17	212.64	74.55
Other non-current assets	457.97	417.58	62.45
<b>Total Non-current assets</b>	<b>10,999.80</b>	<b>7,421.76</b>	<b>2,797.15</b>
Current assets			
Trade receivables (including UBR)	4,582.07	1,986.08	2,176.87
Cash and cash equivalents	809.88	3,602.67	754.69
Other current assets	1,239.91	695.97	52.21
<b>Total Current assets</b>	<b>6,631.87</b>	<b>6,284.72</b>	<b>2,983.77</b>
<b>Total Assets</b>	<b>17,631.67</b>	<b>13,706.48</b>	<b>5,780.92</b>

# Cash Flow Statement (Consolidated)

In ₹ Lakhs

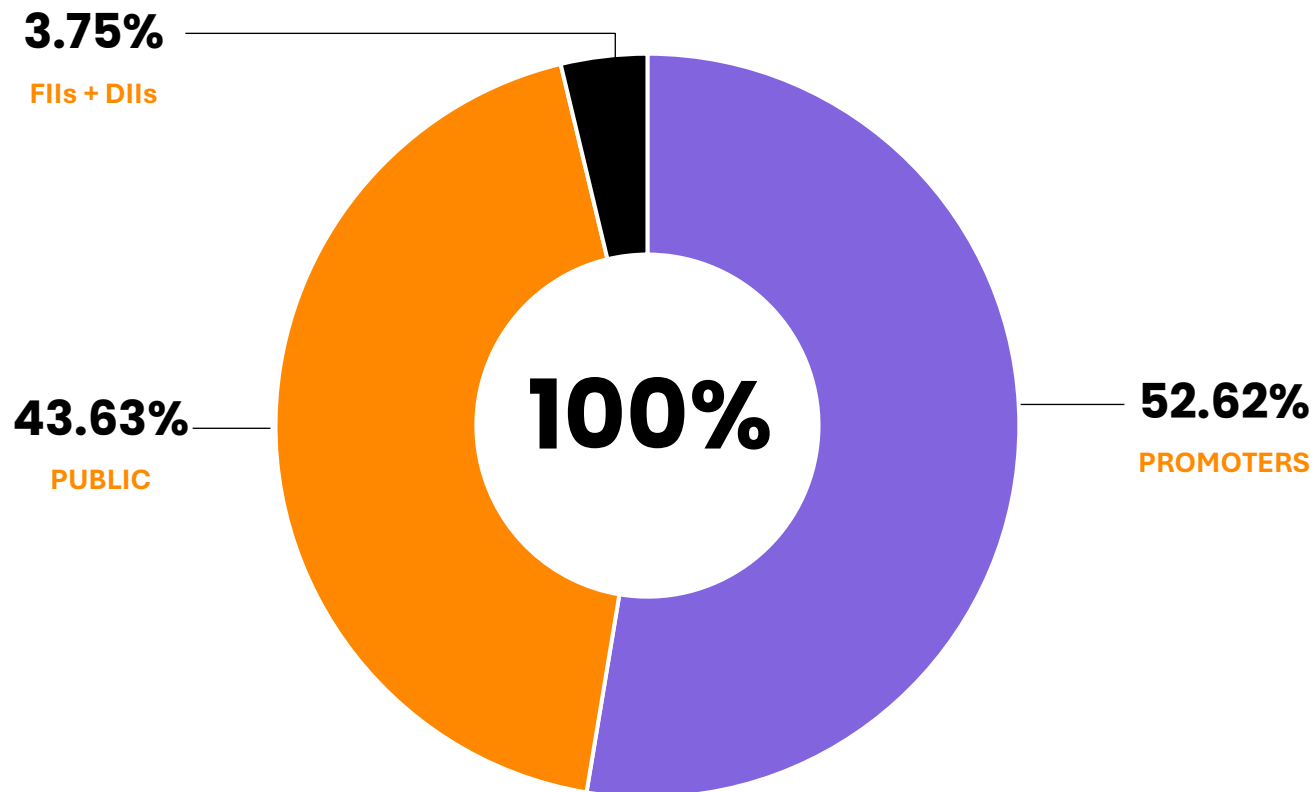
Cash Flow Statement	9m FY26	FY25	FY24
Net cash flow from / (used in) operating activities	920.79	2,020.41	2,502.04
Net cash flow from / (used in) investing activities	-3,849.54	-4,442.46	-2,270.32
Net cash flow from / (used in) financing activities	135.96	5,270.03	-24.71
<b>Net increase / (decrease) in cash and cash equivalents</b>	<b>-2,792.79</b>	<b>2,847.98</b>	<b>207.02</b>
<b>Closing Balance</b>	<b>809.88</b>	<b>3,602.67</b>	<b>754.69</b>

# Key Financial Metrics (Consolidated)



\*For FY24, the Consolidated Figures are on the basis of a full year of 12 months for Pelatro India and from January 08, 2024 to March 31, 2024 for Pelatro Singapore and hence are not comparable.

## Shareholding Pattern



Shareholding data as of 30th September 2025

CURRENT MARKET PRICE **298.45**

52 WEEK HIGH/LOW **461.00 / 270**

MARKET CAPITALIZATION **316.28 CR**

FACE VALUE **10.00**

NSE SCRIP CODE **NSE – SME: PELATRO**

Market price data as of 6th April 2026

# Thank you

# PEL $\Delta$ TRO



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