

SUYOG TELEMATICS LIMITED



WELCOME

Investor's Presentation



Suyog Telematics Limited Presentation.....

Our Vision & Mission Statement.....

Growth Journey.....

About Suyog Telematics Limited.....

Quick Facts.....

Brief about Master Service Agreement with all Telco's

Business Model & Focus Area for FY23-24.....

Government Tie-Up's.....

Innovative Solutions.....

Board of Directors & Management Views.....

Clientele – Our Esteemed Customers.....



Presentation Flow

A Public Listed Company



Our 5000+ Tenancies are Operational & Serving You Successfully!!

Our Vision

“Evolving the way world speaks”

Our Mission

“To become the most Affordable, Innovative, Reliable, Superlative and ethical sharing telecom passive infrastructure company globally.”



IPO listed on 20 Jan 2014

Revenue in FY13-14
Rs. 11.71 CR



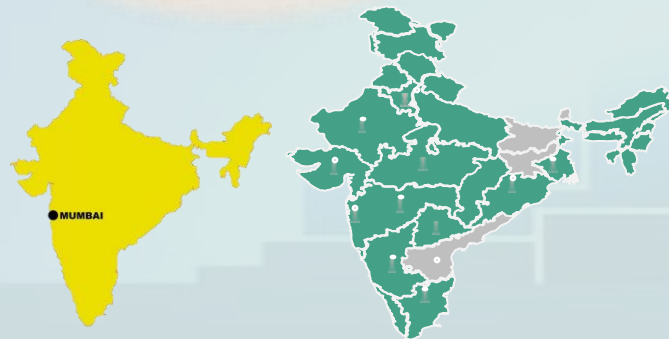
Revenue (with EB) in FY22-23
Rs. 195.25 CR

EBITDA in FY13-14
Rs. 3.91 CR



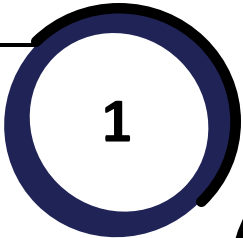
EBITDA in FY22-23
Rs. 101.40 CR

Presence in only 1 Circle
Mumbai

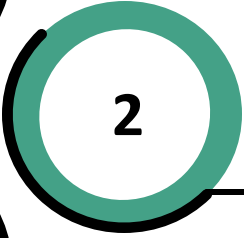
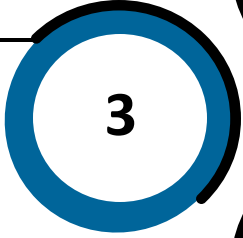


PAN India Presence
(except Bihar, Jharkhand & AP)

Independent and Fastest growing niche telecom infrastructure Company (IP – 1 License Holder).

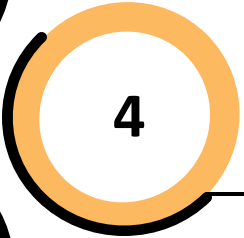
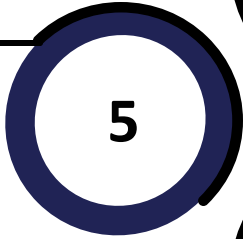


With vision of PAN India, presence in 15 key telecom circles (26 States & UT)



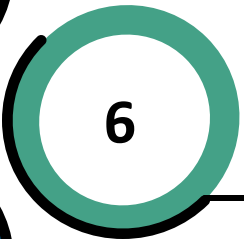
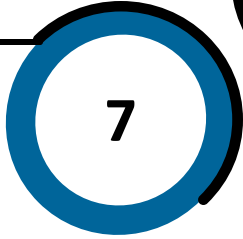
Neutral tower Company having business Relationship with all telcos (Bharti Airtel, Reliance Jio, Vodafone Idea Limited, Tata and BSNL)

Built 10,000+ Roof top towers (RTT) for BSNL.

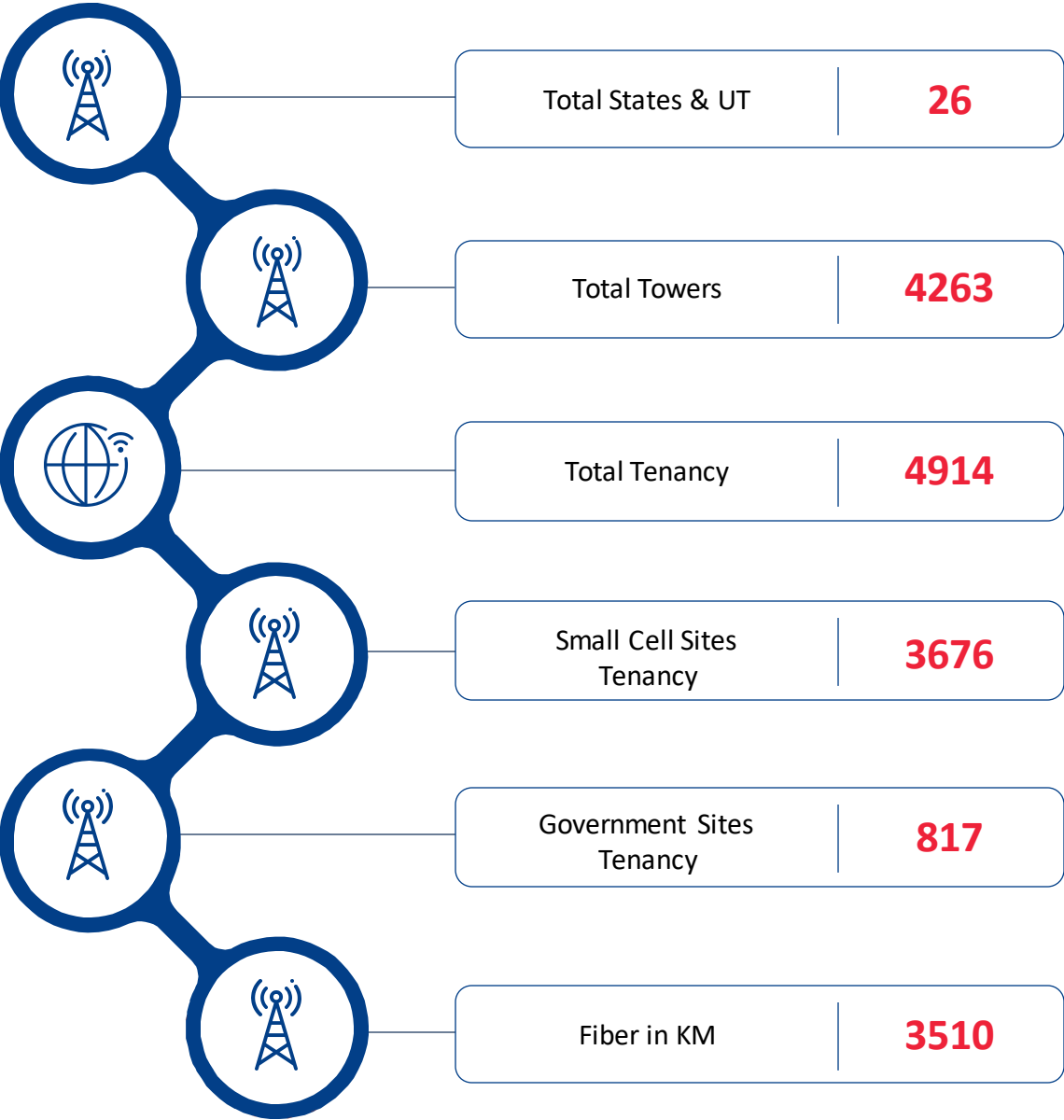


25 years' experience in building towers and specialized in low cost towers (LCS) and low turnaround time

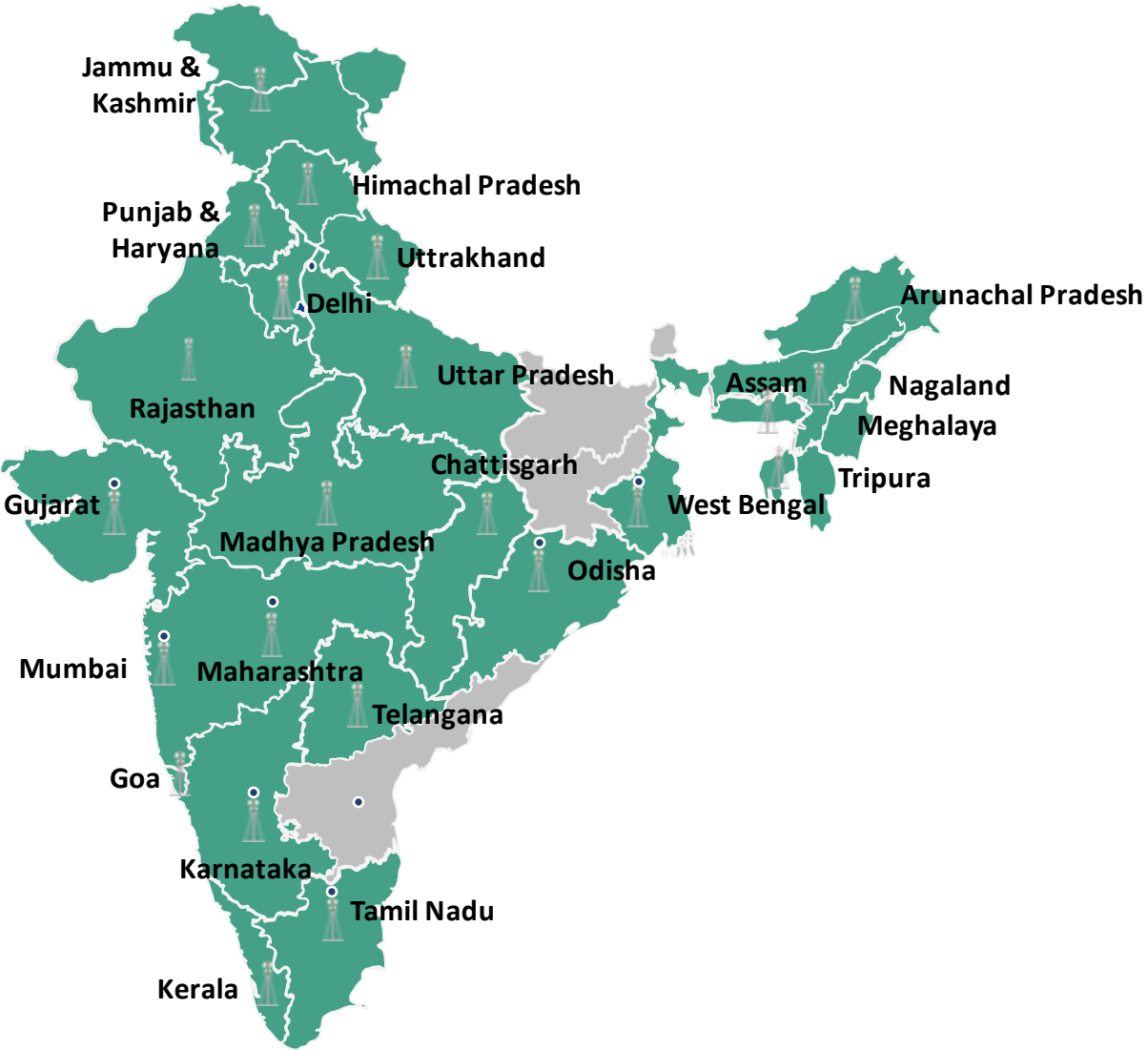
Portfolio includes 4900+ tenancies which includes like Slum Sites, Flyovers, Skywalks, Foot over Bridge, BEST, MONORAIL, CCTV, Small Cell & ULS Sites.

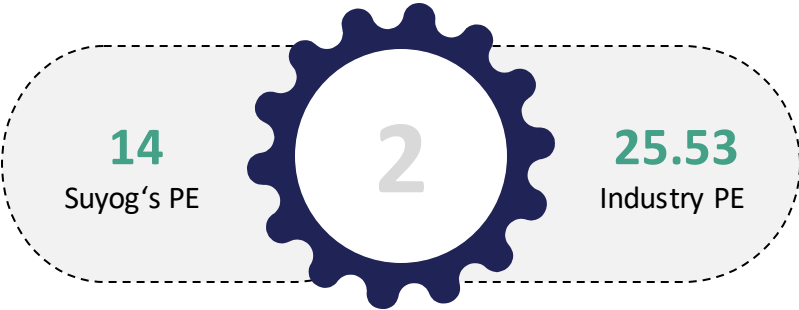
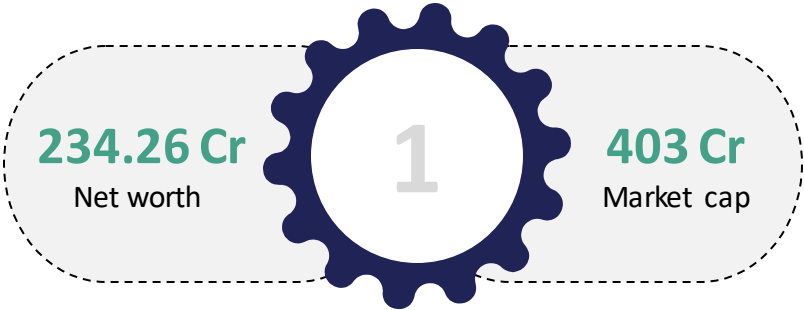


Tower Company with maximum government sites like MMRDA, NHAI, BEST, MONORAIL, JNPT, Kamarhati Municipality, MCGM, etc.



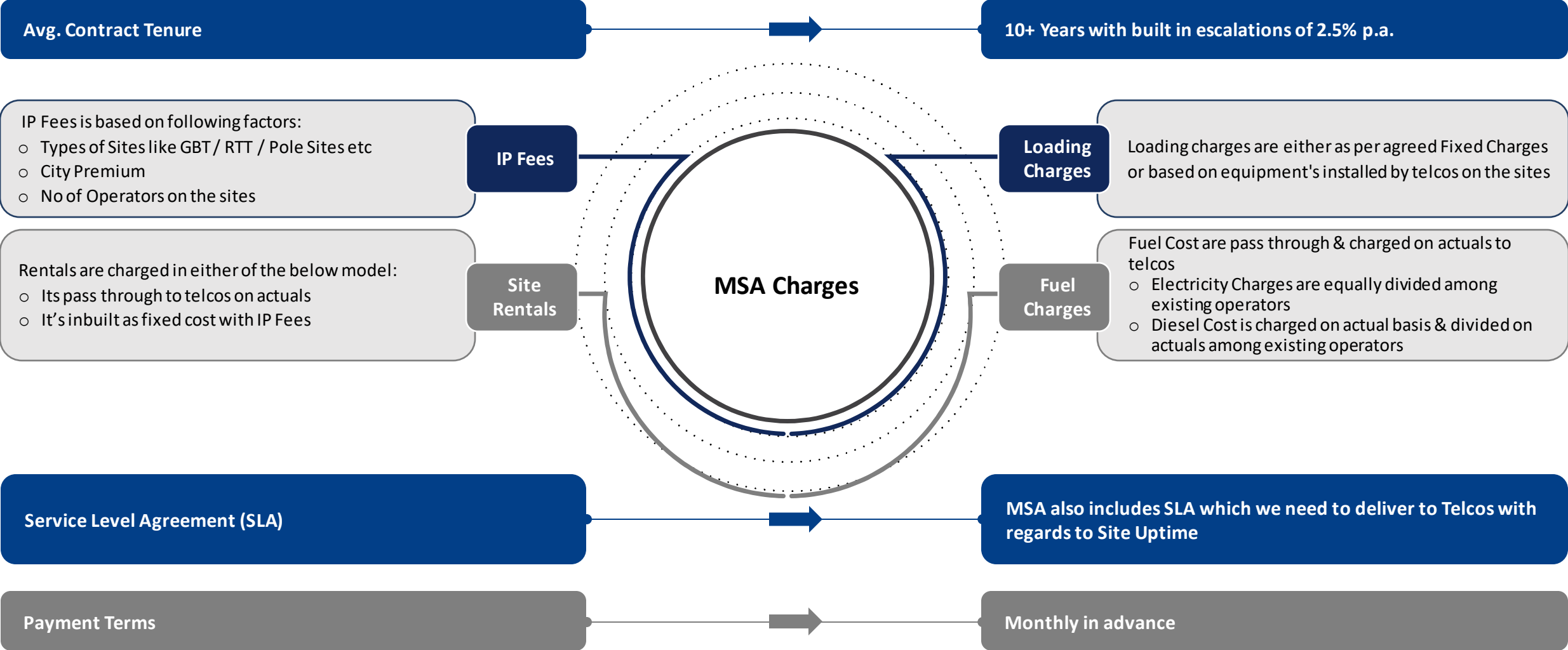
We are operationally present in 15 telecom circles, and are spreading our wings farther with significant capex and growth plans



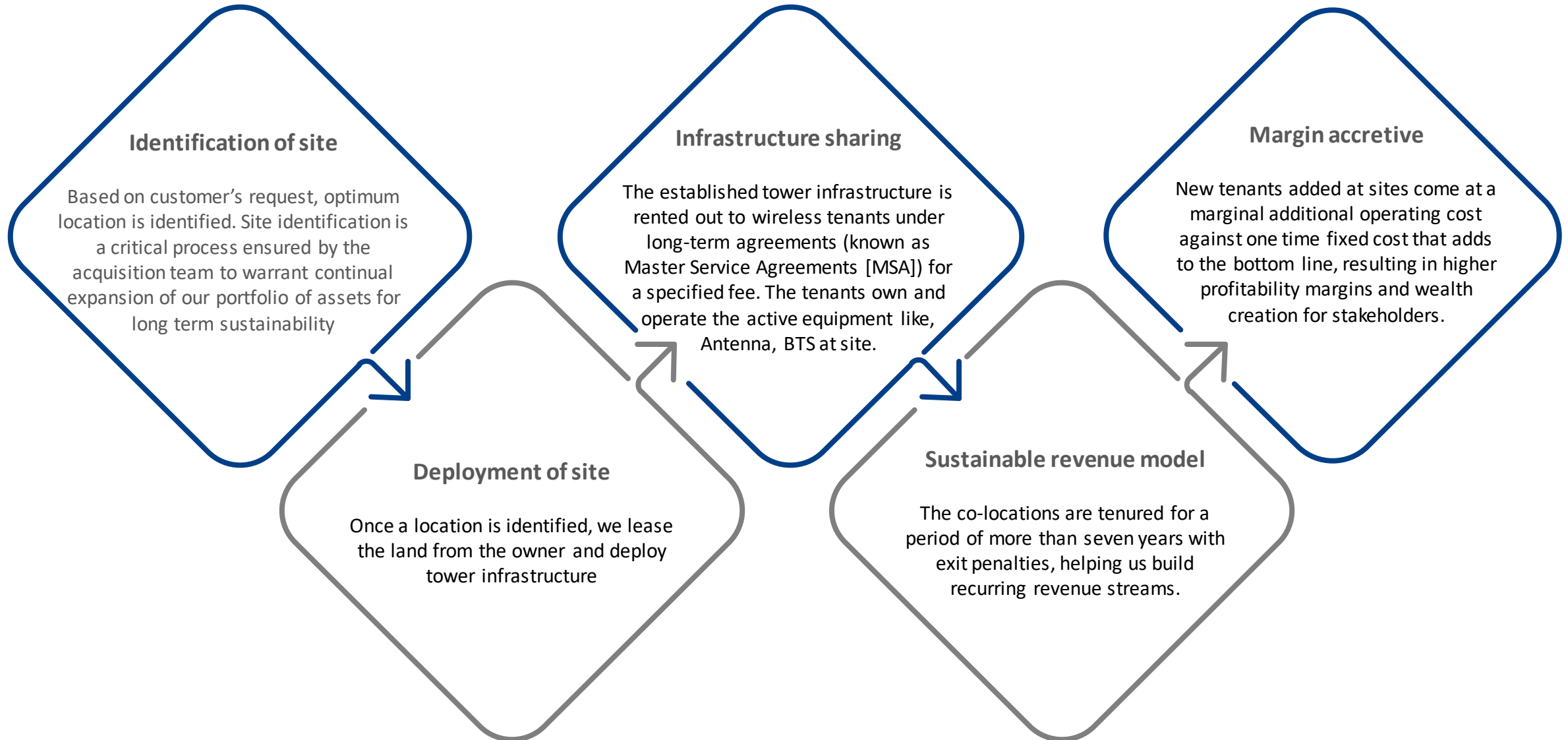


Long Term Service Contracts (MSA's) with all Telcos

Key Features of our MSA



Lowest Turnaround time & Low cost business model



Key Strategic Verticals for FY 23-24



Our High Power Small Cell Infrastructure making Urban Cities 5G Ready



Our RLS Sites powering Rural Villages with 5G Network



Our FTTH solution enabling dreams of every HOME thru unbelievable 5G Speed



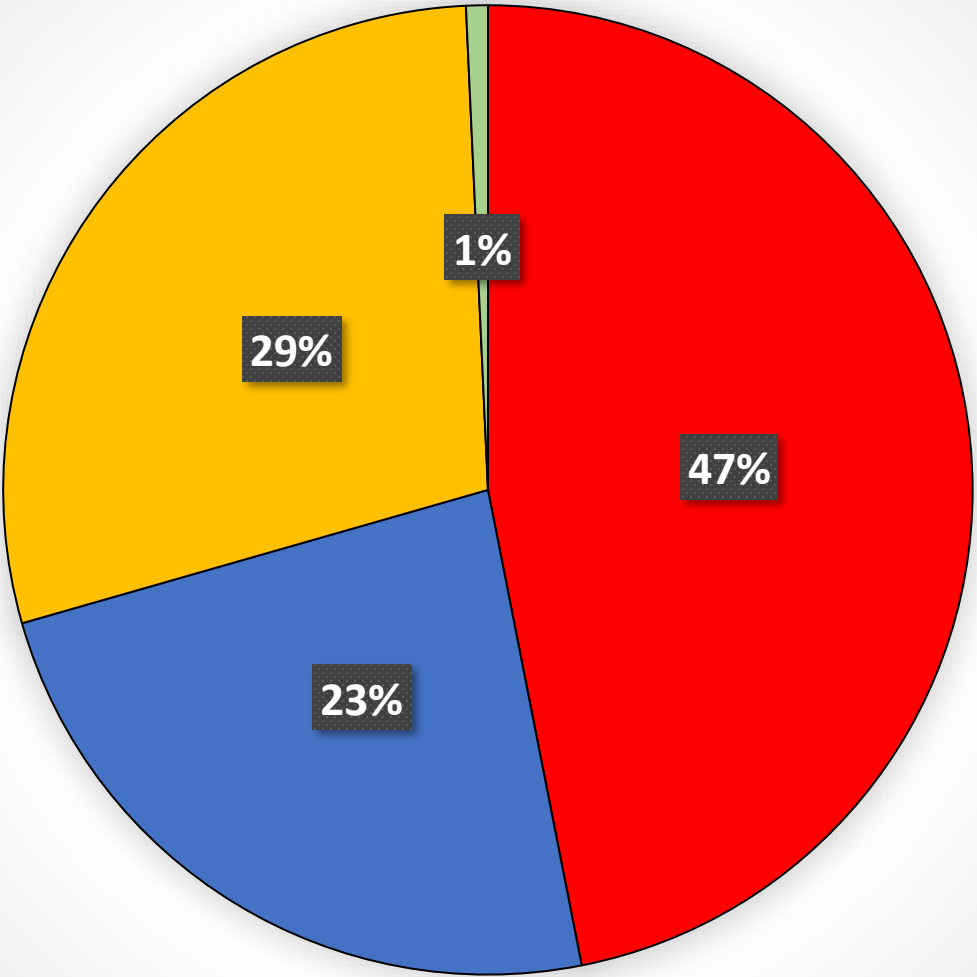
Fiberization of Mobile Towers for speedy 5G Rollout

Est. CAPEX Infusion in
FY23-24



~150 CR

Revenue by Customer in FY 22-23



■ Bharti Airtel Limited ■ RJIO ■ VIL ■ Others

Employees – Our Pillar of Success

Women's Day Celebration



Sport's Day



Outdoor Picnic

Holi Celebration



Suyog House Inauguration



Happy Employees



Attrition Rate < 2%

Testimonial of our Customer Satisfaction



With **Gopal Vittal Sir**, CEO India & South Asia, Airtel at our CCTV Site in South Mumbai



With **Akhil Gupta Sir**, Vice Chairman, Bharti Enterprises



With **Sunil Taldar Sir**, Director Market Operations, Bharti Airtel Limited at our HPSC Site in Bangalore



With **Gopal Vittal Sir**, CEO India and South Asia & **Pankaj Miglani Sir**, Director SCM, Airtel at Partner Confluence Event



With Karnataka CM Shri
Basavaraj Somappa
Bommai



With Hon'ble Shri Dr. APJ Abdul Kalam



With Hon'ble MoRTH Minister
Shri. Nitin Gadkari



With Hon'ble Deputy CM Shri
Devendra Fadnavis



With Hon'ble PWD Minister
Shri. Ravindra Chavan

“Connecting Government sites” - We are the only IP Co. to have maximum Govt. sites

Key Features of our Government Sites Agreements



Tie – Ups with Govt. Agencies like

MCGM Wards
MMRDA
NHAI
BEST
Monorail
JNPT
SEEPZ
Guj. Govt.

Sites on Govt. Establishments

Flyovers
Skywalks
Foot over bridge
Highways
Monorail
Bus Depot
CCTV
Pole Sites



Allotment process

Tender / Government Policies

Avg. Contract Tenure

10 Years



Advantages of Govt. Sites

- Low Capex requirement
- Low Rentals
- Permission for laying Fiber Optic network is also available which is utmost critical for mobile operators
- All Prime & Critical Locations
- No threats of termination
- High demand Sites by all Telcos
- Contract easily extendable through tenders or govt. policies

CCTV Sites with Fiber Connectivity - Testimonial



- Our latest innovation of CCTV Pole Sites is testimonial of our commitment in delivering difficult & non acquirable sites in very difficult territory like Mumbai Circle.
- We keep redefining our approach as per Airtel requirements and ensure delivery of Non Doable Sites across all our circles.
- Our CCTV Sites in Mumbai Circle are huge hit, as all the sites are High Data generating sites with very low Opex Cost.
- Many of the CCTV Sites are taking load of more than 50 amp as all the sites are installed in most critical and densely populated area.
- There is hardly any risk of site getting terminated as its approved by local corporation body and supported by local police stations.
- Maximum of our CCTV Sites are connected with Aerial Fiber.
- All the CCTV sites are with SMPS & 100AH BB.
- We are giving AGL of 12 meters as per Airtel requirement.

Market Leader in the most critical Slum Sites segment.

Slum Sites are the sites which are installed in very highly populated & densely cluttered area. Suyog Telematics Limited is a Market Leader in this highly profitable Slum Sites Segment. The company currently has 1258 operational slum sites tenancies across the country.



High Revenue Generation

Mobile has become the only source of communication & entertainment in Slums. These are very highly utilized sites for Voice & Data Networks and thus very profitable to Telcos

Low Site Rentals

- Rentals demanded by slum owners are very low
- High revenue low cost sites

Low termination risk

Mobile Network which has become necessity & also it leads to additional revenue for them, there are hardly any chances of sites getting terminated.

Major Advantages of Slum Sites:

Where no one reaches, we reach!!

Our innovative Small Cell towers are backbone of 5G



- Small Cell Sites are the most recent innovation of telecom industry & are the future growth engine of Indian telecom tower industry. The company has a dedicated vertical for small cell rollout to get the maximum share of telcos' small cell rollout plan.
- Suyog Telematics Limited is market leader in Small Cell Segment with presence in all critical circles across India. The company has closed 31st March 2023 with 3678 operational Small Cell tenancies across India.

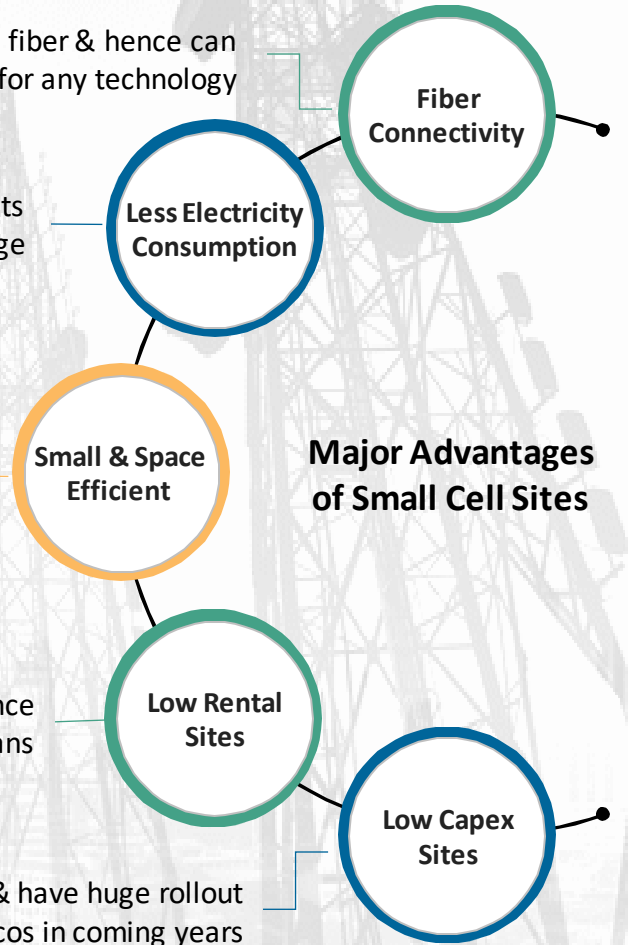
Small Cells can be easily connected with aerial fiber & hence can be easily deployed for any technology

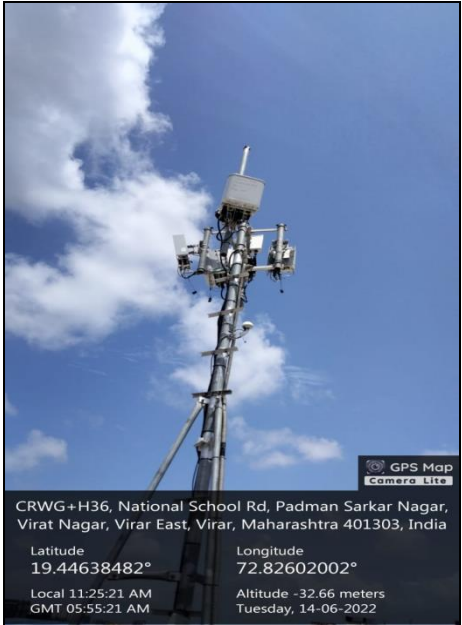
Electricity consumed by Small Cells is very low & its one of its major advantage

It can be easily deployed in the smallest available space & does not need any major / huge infrastructure

Rentals paid for small cells are also very low & hence make business case for huge deployment plans

Small Cell sites require very low capex & have huge rollout plan by all telcos in coming years







We cater to all kinds to towers to widen our scope of development



GROUND BASED TOWERS



ROOF TOP TOWERS



**CAMOUFLAGE
TOWER**



**COW
TOWER**



GBM TOWER

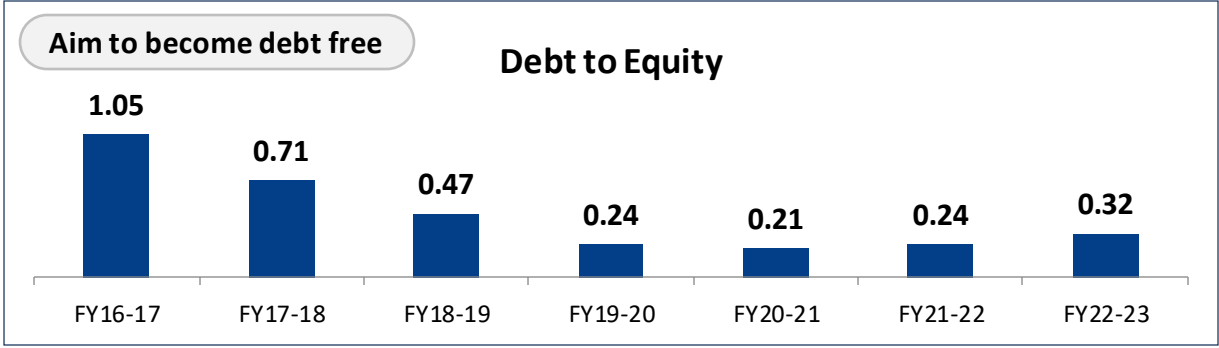
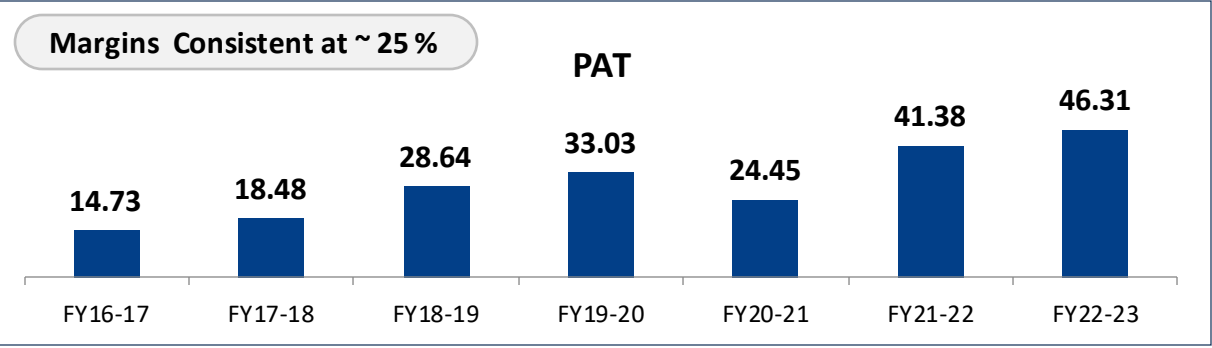
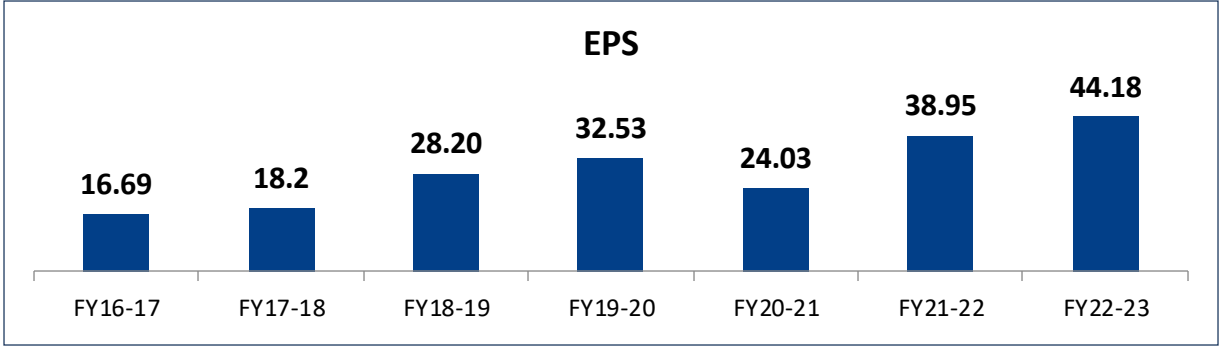
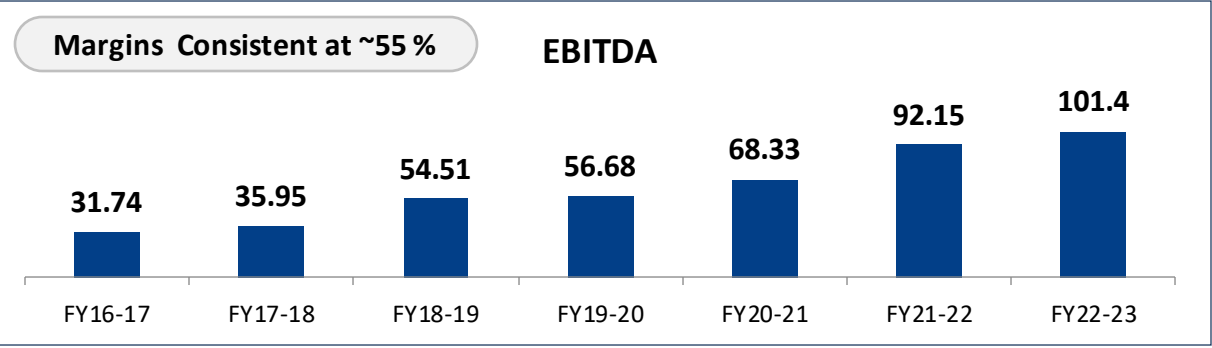
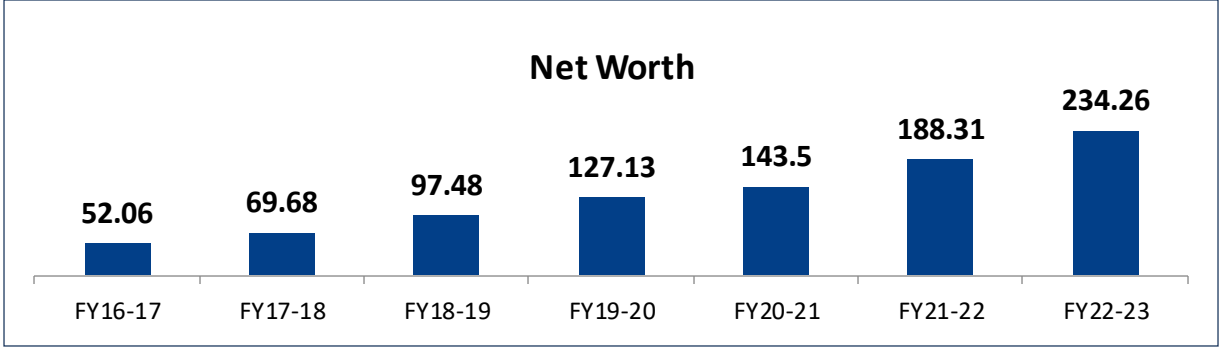
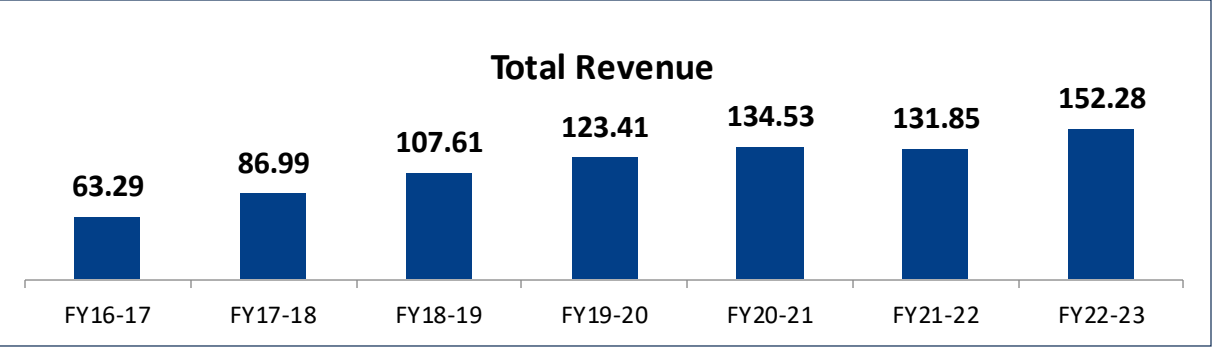
Industry Growth Drivers

OPPORTUNITY	Fibre deployment and backhaul through fibre and microwave	Small cells deployment with 4G/5G	Wi-Fi	Internet of things	Smart cities opportunity	Data center deployment
ASSESSMENT	<div> <div>Tower fiberization</div> <div>Fiber to the curb</div> <div>National long distance</div> </div> <div> <div>Intra-city fiber</div> <div>Fibre O&M</div> <div>Microwave</div> </div>	Small cell sites deployment	Neutral host Wi-Fi provider	Build,operate, maintain IoT network Sensor O&M + installation	Digital infrastructure deployment Platform and application provider	Build and operate data centers (colocation)
CHALLENGES	<ul style="list-style-type: none"> ○ RoW ○ Pricing of intra-city and NLD fibre ○ Regulatory approval for microwave 	<ul style="list-style-type: none"> ○ Site acquisition and RoW 	<ul style="list-style-type: none"> ○ Monetization 	<ul style="list-style-type: none"> ○ Capability enhancement ○ Workforce management for large scale sensor deployments 	<ul style="list-style-type: none"> ○ Revenue models 	<ul style="list-style-type: none"> ○ Market in nascent stage ○ Capability enhancement

Financial Highlights – Yearly

Change in Accounting Policy from FY21-22 – We have excluded EB Revenue from Topline. (EB Revenue for FY21-22 – Rs. 25.23 Cr & FY22-23 – Rs. 42.97 Cr)

amounts in cr



Board of Directors



**SHIVSHANKAR
LATURE**
Co-Founder and
Managing Director

More than two decades of experience in the telecom industry with exceptional entrepreneurship, leadership & management skills and in-depth industry knowledge



Vivek Lature
Co-Founder and
Whole Time
Director

Extensive knowledge and experience in the telecom industry spanning more than two decades. His areas of expertise include project management, operations and business development.



Subhashita Lature
Whole Time
Director

She has completed Bachelor of Electronic & Telecommunications from Vidyalankar Institute of Technology in 2019. She has joined Suyog Telematics Ltd in 2019 as Airtel Small Cell Head. In 2020, she has been promoted to Sr. Business Development Head. Her expertise is in the field of Engineering, Business Development, New Projects, Operations, etc.



Suchitra Lature
Non-Executive and
Non-Independent
Director

A masters in English graduate from Willington College, she has extensive skills in human resource management and administration.



Leena Govekar
Non-Executive
Independent
Director

Widespread knowledge and experience in handling research and innovative development in the field of academics.



Anand Kode
Non-Executive
Independent
Director

His immense value addition as a multi-tasker is accentuated by his core competencies in general management, advisory and business strategy.



Sanjay Sarda
Non-Executive
Independent
Director

A Master of Technology-graduate from Indian Institute of Technology (IIT), Kharagpur. He earned his industry experience of more than two decades across various industrial sectors in USA and India, in both start-ups and large corporate organizations.



Dr. Udaya Panda
Non-Executive
Independent
Director

An experienced professional in the electronics & telecom industry. He has diligently served the Govt. of India under the DOT as an Indian Engineering Service Officer for 35+ years. He retired as the CGM, BSNL, Odisha in Dec'21.

Management views



**SHIVSHANKAR
LATURE**

Co-Founder and
Managing Director

Suyog has stuck to its hard work and strategies, ensuring an optimistic start to the FY23-24. The Company has achieved its quarterly targets and has kept its promise of measurable progress amidst uncertain challenges. As we head into a new financial year, I am hopeful of new developments and achievements for the Company which will propel us to our topline target of Rs 200 Cr in FY23-24.

We have successfully surpassed our annual target and achieved a revenue of Rs 152.28 Cr. in FY22-23. We have posted our best ever PAT of 46.31 Cr. With a sustained increase in revenue we are well on track to achieve our target revenue of 200 Cr Topline in FY23-24. With growing revenue and a constant healthy profitability margin we look forward for a great financial year ahead.

AJAY SHARMA
Chief Financial
Officer



TUSHAR SHAH
Business Head

We at Suyog have done incredible work to sustain our growth momentum and deliver highest ever 1200+ Sites roll out in FY22-23. I would like to commit every stakeholder of Suyog Family, that our redefined strategy along with immense dedication and efforts of each and every employee of Suyog will create wonders in current financial year and we will surely be far ahead of our competition irrespective of any challenges which we may face in future including due to ever changing telecom environment.

The project team has work hard and achieved excellent results to get enough sites from the operators. As we march on, we are hopeful of delivering consistent growth in regards to number of sites, in addition to fulfilling the operator requirements.

MAHESH RAJURE
Business Head







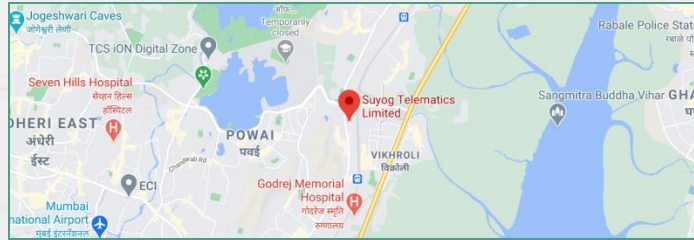
Disclaimer

Certain statements in this presentation are —forward-looking statements. These statements are based on management’s current expectations and are subject to uncertainty and changes in circumstances. These statements are not guarantees of future results or occurrences. Actual results other financial condition may differ materially from those included in these statements due to a variety of factors. Any forward-looking statements made by or on behalf of Suyog Telematics Ltd speak only as to the date they are made, and Suyog Telematics Ltd does not undertake to update forward-looking statements to reflect the impact of circumstances or events that arise after the date the forward- looking statements were made.





Thank You



SUYOG TELEMATICS LIMITED

SUYOG HOUSE, 30 MIDC CENTRAL ROAD,
ANDHERI EAST, MUMBAI 400 093

PHONE : +91-22-25795516

FAX : +91-22-25795516

E-MAIL : SGL@SUYOGTELEMATICS.COM

