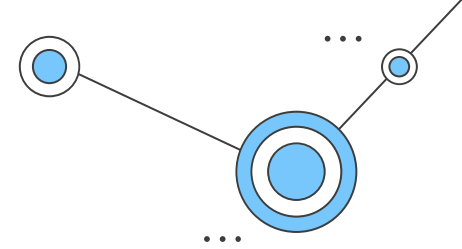


Limited

**Investor Presentation**

February 2024

# Safe Harbor



This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of Suyog Telematics Limited ("STL", "Suyog", "Company"), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company. This document is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose. The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness. This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements. You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.



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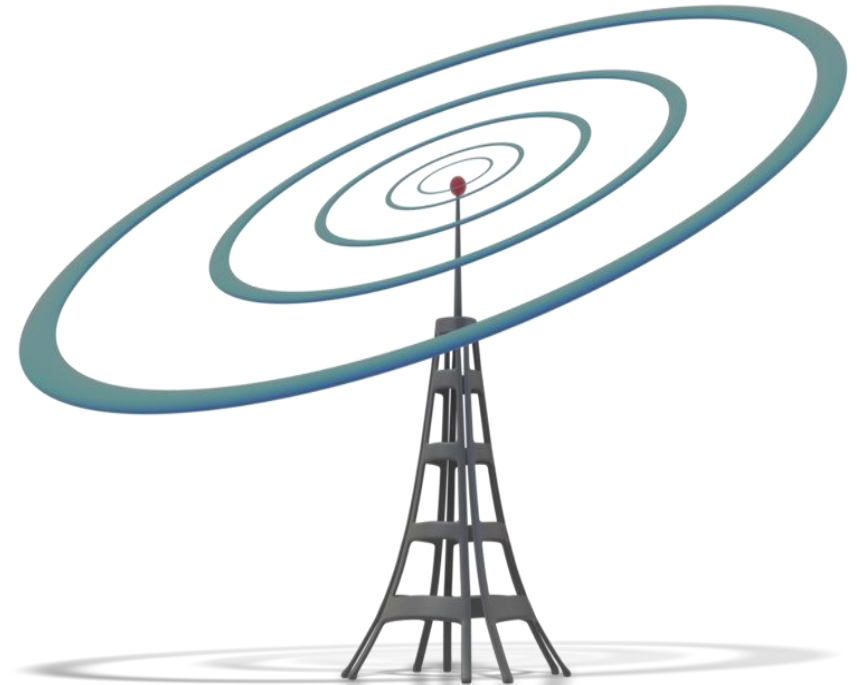
Way Forward

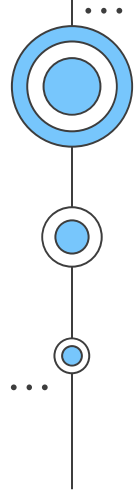
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Financial Highlights

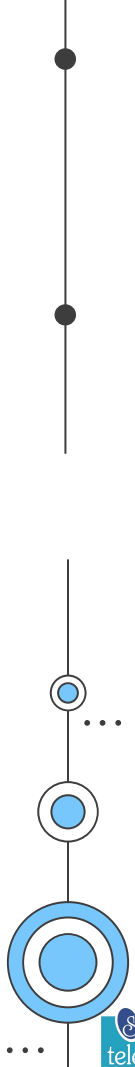
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# 01

## About Suyog Telematics





*- Suyash Lature*  
Speed First...  
Quality Always...

# Company Overview

**Suyog Telematics Limited** is a dynamic player in the telecommunications industry, specializing in cutting-edge telecom tower infrastructure solutions. The company is committed to driving connectivity in both urban and rural areas. Known for its strategic approach, Suyog Telematics focuses on high-power small cell infrastructure, fiber connectivity, and environmentally friendly solutions. With a diverse portfolio and a client base that includes major telecom operators, the company plays a key role in transforming cities into 5G-ready hubs and powering rural villages with advanced network capabilities.

- ✓ Experience of 25+ years
- ✓ Built 10,000+ Roof Top Towers for BSNL (EPC)
- ✓ Only IP company to have maximum Govt. sites (in % terms)
- ✓ Presence in all crucial circles in Small Cell Segment (essential for 5G deployment)

### Services Offered:

- Tower Erection
- Fiber Optics
- Network Solution
- Pole Erection

### Product Portfolio:

- Ground Based Tower
- Roof Top Tower
- Cow Tower
- GBM Tower
- Camouflage Tower

15



Key Telecom Circles

4300+



Total Telecom Towers

5100+



Total Tenancies



### Incorporation

"Suyog Telematics Private Limited"



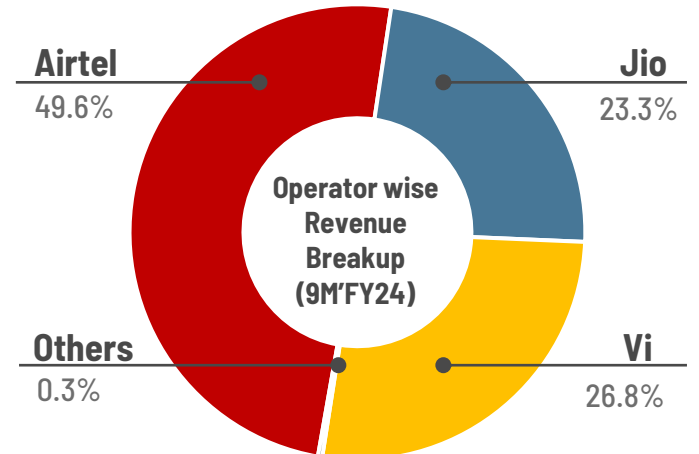
### Conversion to Public Limited Co.

"Suyog Telematics Limited"

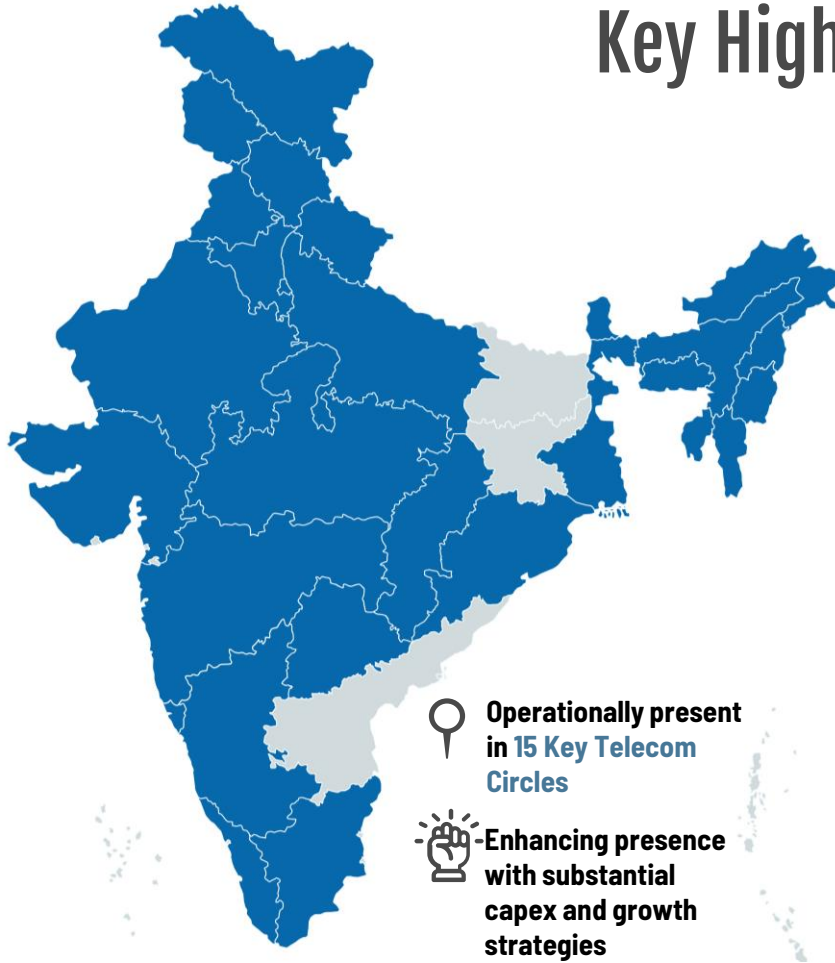


### Listed on Stock Exchange

BSE



# Key Highlights



26

States & UTs

4327

Total Towers

5106

Total Tenancies

3811

Small Cell Tenancies

900

Government Sites Tenancies

4891

Fiber Network "in kms"

# Leadership Team

## **Shiv Shankar Lature**

Co-Founder & Managing Director

Over 20 years of telecom industry expertise, showcasing exceptional entrepreneurship, leadership, and management skills, coupled with profound industry knowledge.





# Management Team



**Tushar Shah**  
Business Head  
(India)

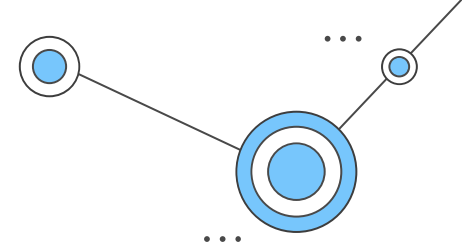


**Mahesh Rajure**  
Business Head  
(India)

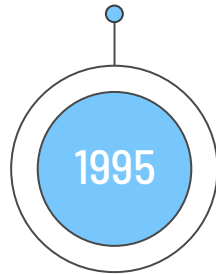


**Ajay Sharma**  
Chief Financial  
Officer

# Our Journey

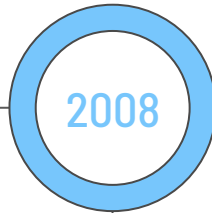


Incorporated as "Suyog Telematics Private Limited" on 28<sup>th</sup> of July



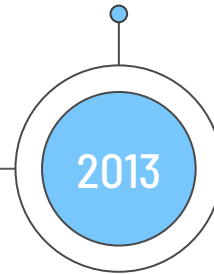
1995

Converted to Public Limited Company "Suyog Telematics Limited"



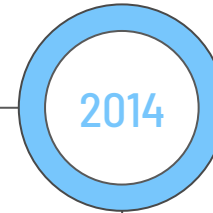
2008

Obtained IP-1 licence from Department of Telecommunication

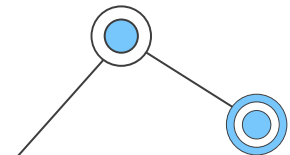


2013

Listed on "Bombay Stock Exchange"



2014





# 02


## Business Overview

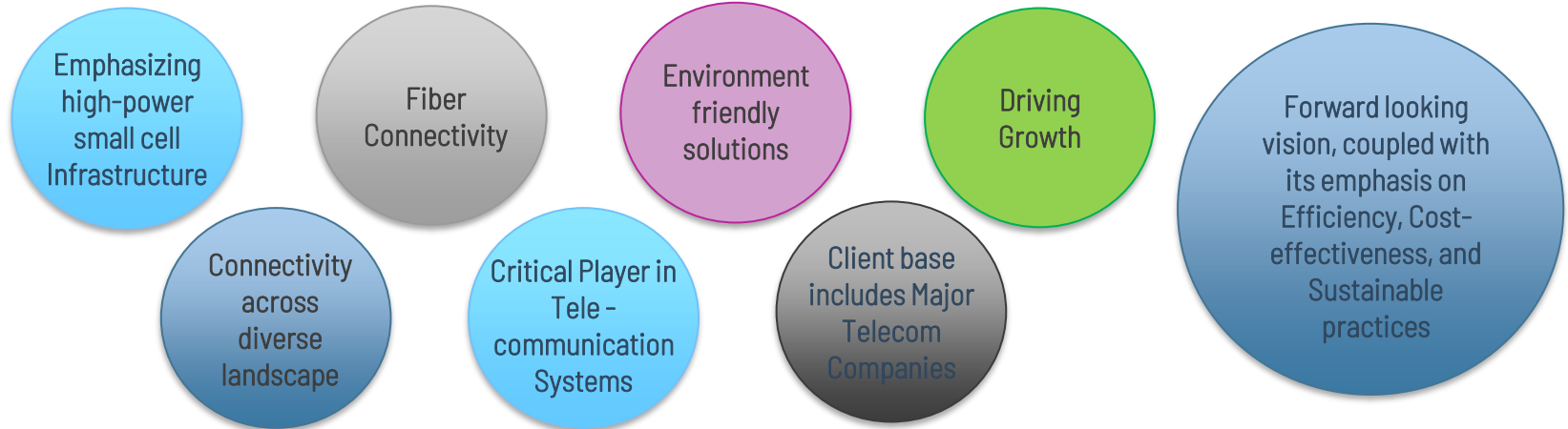


# Business Overview (1/2)

 **Suyog Telematics Limited** is a passive telecommunication infrastructure provider, providing cutting-edge solutions by building and operating telecom towers and related assets, thereby providing these passive infrastructure assets on shared basis to Telecommunication Service Providers.

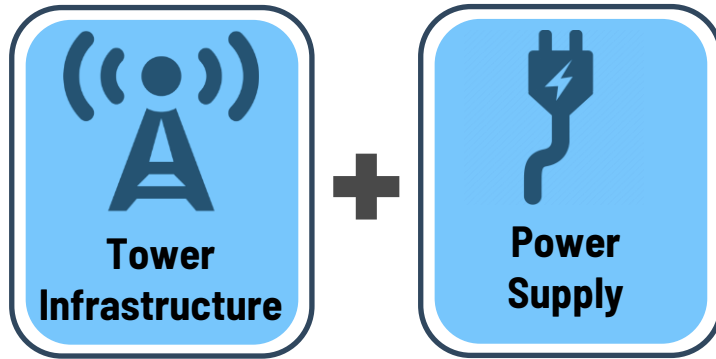
 With a robust foundation spanning over **two decades**, the company has honed its **expertise in providing innovative, reliable, and cost-effective solutions** to meet the evolving demands of the telecommunications sector.

 As a key player in the telecom tower infrastructure landscape, Suyog Telematics is committed to pioneering advancements that drive connectivity and technological progress.



# Business Overview (2/2)

SUYOG's SCOPE OF WORK  
(for providing tower infrastructure)



Supported with **FIBERIZATION**

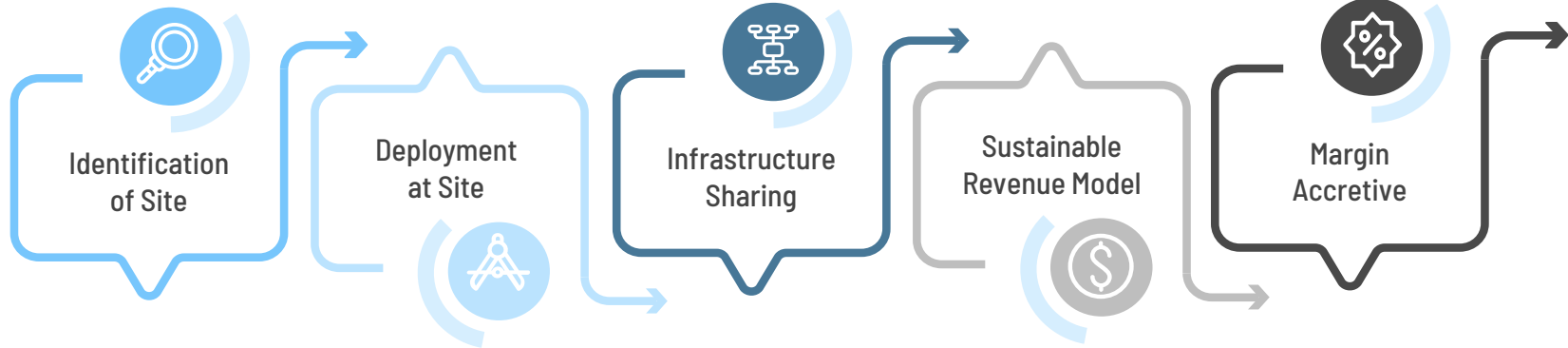


- Providing the Telecom Service Providers with ready infrastructure on long term lease to deploy their active communication related equipment like Antenna & BTS.
- The lease arrangement is backed by Master Service Agreements which includes Service Level Agreement for ensuring site uptime for Telecom companies.
- Enabling Telecom companies to proactively grow on a faster pace and speedy 5G roll out across India in all telecom circles.

# Business Model

After identifying a location, company secures a lease for the land from the owner and proceed to deploy tower infrastructure.

Company secures co-locations with tenures extending beyond seven years, accompanied by exit penalties, contributing to the establishment of robust recurring revenue streams.



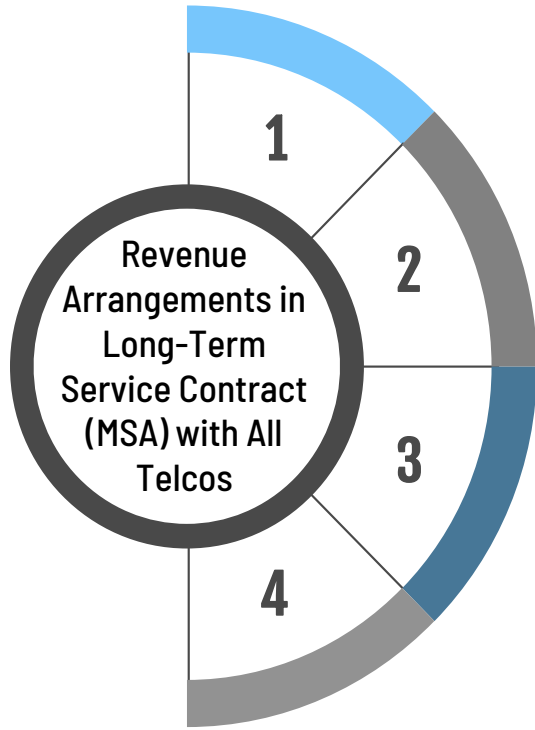
In response to customer requests, company meticulously identify optimal locations. The site identification process, managed by it's acquisition team, is a critical step to ensure the ongoing expansion of their asset portfolio for long-term sustainability.

Company leases out the erected tower infrastructure to wireless tenants through long-term agreements, referred to as Master Service Agreements (MSA), at a predetermined fee. Tenants are responsible for owning and operating the active equipment, such as antennas and BTS, at the site.

Incorporating new tenants at their sites involves minimal additional operating costs compared to the one-time fixed cost. This contributes positively to the bottom line, fostering higher profitability margins and creating wealth for stakeholders.

# Master Service Agreement

(Long Term Service Contracts)



## IP (Infrastructure Provider) Fees

IP Fees is based on:

- Location type (GBT, RTT, Pole Sites, etc.)
- City Premium
- No. of Operators on the location

## Site Rentals

Rentals are billed under one of the following models:

- Based on actuals
- Inbuilt as a fixed cost with IP Fees

## Loading Charges

Loading charges are determined either through agreed fixed charges or based on the equipment installed by telcos at the sites.

## Utilities Allocation

Actual fuel costs passed to telcos; electricity charges equally shared among operators; diesel costs shared based on actual usage among operators

## Average Contract Tenure

10+ years with annual escalation of 2.5%

## Service Level Agreement

The MSA incorporates SLA specifying the company's commitment to ensuring site uptime for Telcos.

## Payment Terms

Advance monthly payment terms

# Government Sites Agreements



## Tie-up with Government Agencies

MMRDA Wards, MMRDA, NHAI, BEST, Monorail, JNPT, SEEPZ, Gujarat Govt.

## Sites on Government Establishments

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

## Allotment Process

Tender/Government Policies

## Average Contract Tenure

10 Years

## Advantages of Government 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 Government policies



# CCTV Locations

(Linked by Fiber Connectivity)



- Our recent introduction of CCTV Pole Sites is a testament to our dedication to delivering challenging and hard-to-acquire locations, especially in demanding areas like the Mumbai Circle.
- We continuously adapt our approach to meet Telecom Company's specifications, ensuring delivery of unattainable sites across all our circles.
- The CCTV Sites in the Mumbai Circle have proven highly successful, characterized by their substantial data generation and minimal operating costs.
- Operating in critical and densely populated areas, many of these sites handle loads exceeding 50 amps.
- The risk of site termination is minimal, given approval from local corporations and support from nearby police stations.
- Most of our CCTV Sites are linked with Aerial Fiber, equipped with SMPS and 100AH BB.
- Additionally, we adhere to Telecom Companies' requirement of providing an AGL of 12 meters.

# Slum Sites Segment

Slum Sites are installations situated in densely populated and congested areas

## Key Benefits of Slum Locations

### High Revenue Generation


Mobile phones have emerged as the primary means of communication and entertainment in slum areas. These sites are extensively used for voice and data networks, proving highly lucrative for telecom companies.

### Low Site Rentals

Slum site owners demand affordable rentals, making these sites high-revenue, low-cost locations.

### Low Termination Risk

As mobile networks have become a necessity, providing additional revenue to slum site owners, the likelihood of site terminations is minimal.



5G

3800+

"Operational Small Cell Tenancies"  
as on 31<sup>st</sup> December 2023

- ))) **Latest Advancement** in the telecom sector
- ))) **Prospective Growth Driver** for the Indian Telecom Tower Industry
- ))) **SUYOG is strategically positioned in every crucial telecom circle** throughout India in the Small Cell segment.

# Small Cell Towers

(Essential 5G Backbone)

Fiber Connectivity

Seamless deployment for any technology is facilitated by the easy connection of small cells with aerial fiber.

Energy Efficient

Savings in the consumption of electricity.

Compact Design

Simplified deployment in compact spaces without the need for significant infrastructure.


Low Rentals

Reduced rental costs enable the formulation of more ambitious deployment plans.

Less Capex

Minimal Capex needs allowing for more extensive rollout planning by telecom companies.

# Key Competitive Strengths



Minimised  
Turnaround  
Duration

Cost-Effective  
Business  
Model

## IP-1 License Holder

Niche Telecom Infrastructure  
Providing Organisation

## Tenancies

Operations across 15 key telecom  
circles (26 states & UTs)  
with a **PAN INDIA VISION**

## Government Locations

Highest Number of Government Sites –  
MMRDA, NHAI, BEST, Monorail, JNPT,  
MCGM, and more.

## Diverse Telecom Operators

Engaged with major telecom  
operators, including Bharti Airtel,  
Reliance Jio, Vodafone Idea, Tata, and  
BSNL.

## Geographical Footprint

Over 5100+ tenancies encompassing  
Slum Sites, Flyovers, Sky Walks, Foot  
over Bridges, BEST, Monorail, CCTV,  
Small Cell, and ULS Sites in the  
portfolio.

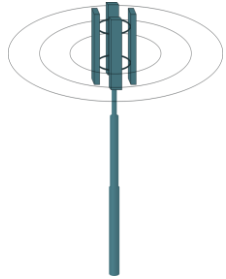
## Expertise

25 years of expertise in constructing  
telecom towers, specializing in cost-  
effective and swiftly deployed  
infrastructure.

# Our Services



**Tower Erection Services**



**Pole Erection Services**



**Fiber Optics Network Solutions**

# Range of Towers



**Ground Based Tower**



**Roof Top Tower**



**Camouflage Tower**



**Cow Tower**



**GBM Tower**

# Clientele



# 03

## Industry Overview

# Telecom Industry Overview (1/2)

## TELECOM

**Mobile**  
 (Wireless Connection)

**Fixed Line**  
 (Wired Connection)

**Internet Services**  
 (ISP)

### INDIA

- 2<sup>nd</sup> largest telecommunication market
- 2<sup>nd</sup> highest number of internet users
- 2<sup>nd</sup> rank in "International Mobile Broadband Internet Traffic" & "International Internet Bandwith"

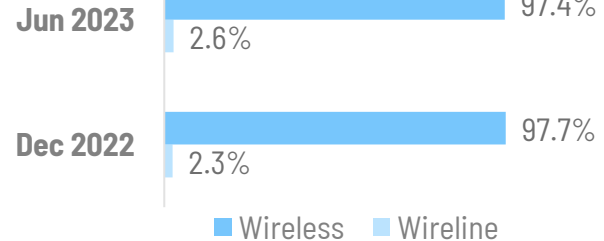
**Total Telephone  
 Subscriber Base**  
*(as on June 2023)*

1179.89 Mn

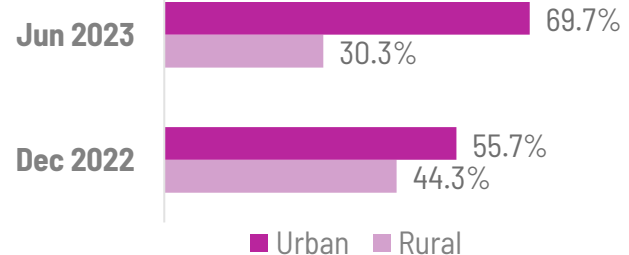
**Gross Revenue  
 From Telecom Sector**  
*(FY23)*

~INR 3.1 Lakh Crore

## Telephone Subscription



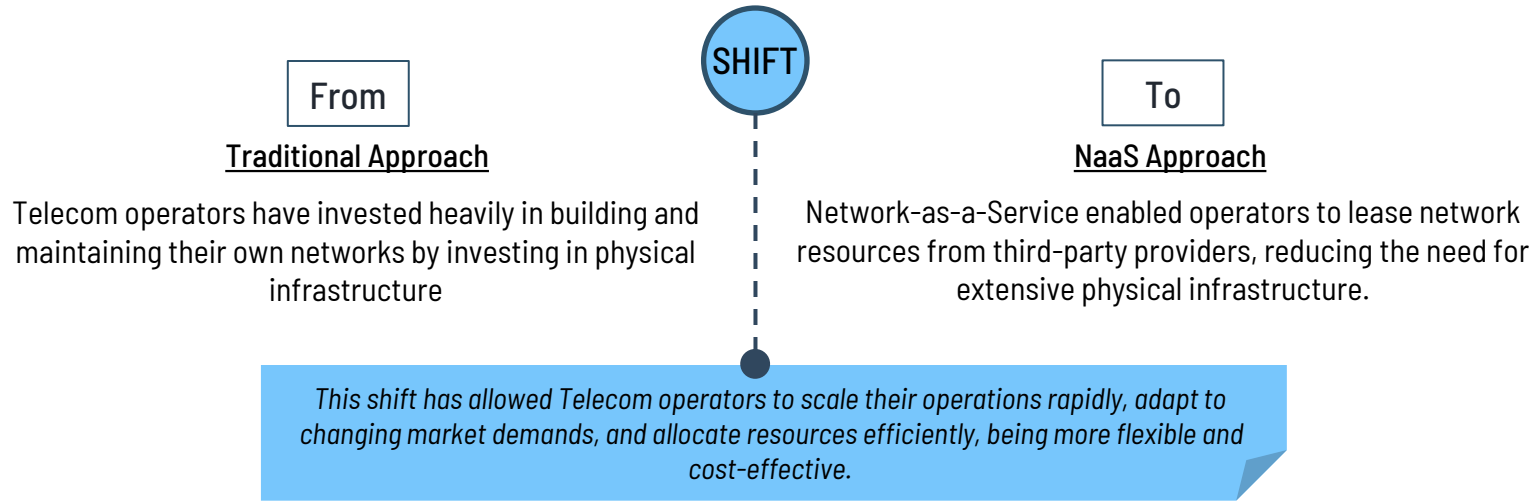
## Tele-density





Source: IBEF, TRAI, ET Telecom & Others



# Telecom Industry Overview (2/2)



 India's 5G subscriptions to have 350 million by 2026, accounting for 27% of all mobile subscriptions.

 The Government of India has introduced Digital India programme where sectors such as healthcare, retail, etc. will be connected through Internet.

Source: IBEF, TRAI, ET Telecom & Others

# Passive Infrastructure Industry Overview

## (IP -1: Infrastructure Providers)

**Before  
2000**

Telecom service providers were installing towers on their own and no sharing of infrastructure.

**In  
2000**

Telecom Infrastructure Industry came into existence with DoT inviting applications for IP-1 registrations.

**Up To  
2005**

Telecom Towers were operated under integrated model without sharing of infrastructure.

The robust and state of the art **TELECOM INFRASTRUCTURE** has been the fundamental backbone for the growth of telecom services and the unprecedented success of India's Telecom Sector.

**Indian  
Telecom  
Infrastructure  
Industry**

Laid a strong foundation of growth for the telecom sector.

Supported the telecom sector in keeping pace with fast-paced technology advancements

**After  
2005**

Telecom Towers industry evolved with **independent tower companies installing and maintaining towers** and related Infrastructure & leasing it to Telcos and sharing of infrastructure by these tower infrastructure companies.

# Gartner Forecast for IoT

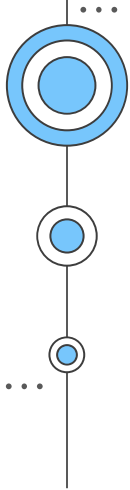


Spend on the Internet of Things (IoT) across key industries reached over \$268 billion in 2022, and IoT devices are forecast to grow at a compound annual growth rate (CAGR) of 15% from 2021 through 2025.



5G will ensure continuous growth of wireless connections in next 5 years due to many upcoming USE CASES across all sectors like Healthcare, Automotive, Industry, Mining, etc.

Source: Gartner Report dated 8<sup>th</sup> June, 2023



# BSNL

## (The Growth Perspective)



Offering a comprehensive range of telecom services, including wireline and wireless local loop (WLL) telephone services, mobile services, broadband, internet, leased circuits, and long-distance telecom services.

Source: TOI, IBEF

### Government's Objective

- Reposition BSNL as a resilient telecom service provider with a particular emphasis on bridging connectivity gaps in remote regions of India.
- The Union cabinet has granted approval for a comprehensive revival package amounting to Rs. 89,047 crore (\$10.79 billion) for BSNL, encompasses the allocation of 4G/5G spectrum through equity infusion.
- The approved package extends budgetary support for various spectrum bands, laying the foundation for BSNL's technological advancement and enhanced service offerings.

### BSNL's Strategic Plan

- Nationwide deployment of 4G and 5G coverage, along with the provision of high-speed internet through Fixed Wireless Access (FWA) services.
- Start its 5G services in 2024 (*as stated in January 2023 by the telecom minister*).



# 04

## Way Forward

# Way Forward



## 5G-Ready Urban Infrastructure

Our high-power small cell infrastructure is preparing urban cities for the advent of 5G technology.



## Rural 5G Connectivity

Bringing 5G Connectivity to Rural Villages through Our RLS Sites



## Revolutionary FTTH

Empowering Homes with Unprecedented 5G Speed through Our FTTH Solution



## Fiber Boost for 5G

Fiberizing Mobile Towers for accelerated 5G Deployment

# Our Growth Drivers (1/2)

## BSNL's 4G/5G Rollout (Nationwide)

- BSNL targets nationwide 4G rollout by June 2024, followed by transition to 5G services.
- A prominent company secures large telecom equipment order for 100,000 sites, aiding BSNL's transition to 4G with potential for 5G upgrade.
- BSNL partnered with multiple tower infrastructure companies to provide crucial tower infrastructure for widespread 4G network expansion.



## Small Cell Towers

- Small cells are fundamental for nationwide 5G deployment.
- Mr. T. R. Dua of DIPA estimates a need for ~12,00,000 towers for PAN India 5G rollout, with ~7,50,000 towers already in place, set to be upgraded to 5G via fiberization.
- Suyog is expanding its small cell tower infrastructure to support the 5G rollout for various operators.

# Our Growth Drivers (1/2)

## Optical Fiber Cable (OFC) Network

- Fiberization links mobile towers with optical fiber cables, crucial for 5G deployment.
- It's essential for upgrading existing telecom tower infrastructure.
- Suyog is actively transitioning towers from microwave to optical fiber technology.



## Fiber-to-the-Home (FTTH) Network

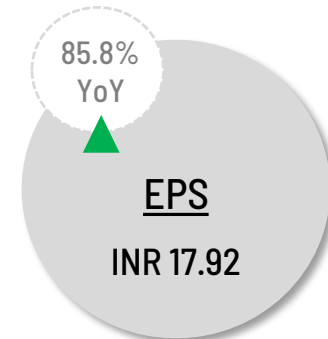
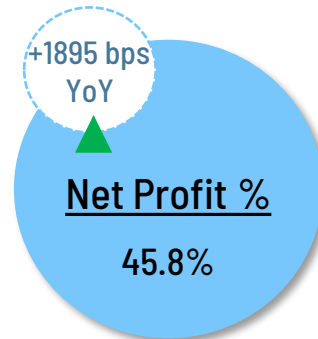
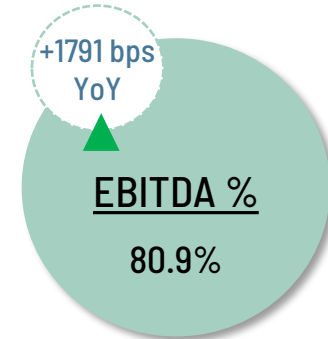
- The rise in IoT devices emphasizes the necessity for strong network infrastructure.
- 5G integration in FTTH facilitates seamless IoT device integration, promoting smart homes, cities, and interconnected systems.
- Suyog is involved in projects aimed at deploying FTTH networks.



# 05

## Financial Highlights

# Quarterly Highlights



# Quarterly Financial Statement

Particulars (INR Mn)	Q3FY24	Q2FY24	Q3FY23	YoY%	9MFY24	9MFY23	YoY%
Revenue from Operations	417.2	408.5	376.6	10.79	1212.5	1054.1	15.03
Total Expenditure	79.5	128.2	139.2	(42.88)	324.1	367.3	(11.76)
<b>EBITDA</b>	<b>337.6</b>	<b>280.2</b>	<b>237.3</b>	42.28	<b>888.4</b>	<b>686.7</b>	29.36
EBITDA Margin (%)	80.93	68.60	63.02	+1,791 bps	73.27	65.15	+812 bps
Other Income	14.3	30.0	21.1	(31.92)	51.9	73.2	(29.19)
Depreciation	81.9	81.1	79.1	3.52	236.0	167.7	40.75
<b>EBIT</b>	<b>270.1</b>	<b>229.2</b>	<b>179.3</b>	50.66	<b>704.2</b>	<b>592.3</b>	18.90
Interest	54.4	55.7	22.2	145.27	153.5	107.1	43.29
<b>Profit Before Tax</b>	<b>215.7</b>	<b>173.5</b>	<b>157.1</b>	37.29	<b>550.7</b>	<b>485.2</b>	13.51
Tax	24.6	11.0	56.0	(56.03)	74.8	148.5	(49.66)
<b>Profit After Tax</b>	<b>191.1</b>	<b>162.5</b>	<b>101.1</b>	88.99	<b>476.0</b>	<b>336.7</b>	41.38
Profit Margin (%)	45.80	39.78	26.85	+1,895 bps	39.25	31.94	+732 bps
<b>Reported Earnings Per Share (Rs)</b>	<b>17.92</b>	<b>15.42</b>	<b>9.65</b>	85.80	<b>44.64</b>	<b>32.12</b>	39.00

# Income Statement

Particulars (INR Mn)	FY20	FY21	FY22	FY23
Revenue from Operations	1,223.3	1,318.0	1,263.4	1,436.4
Total Expenditure	667.1	662.0	397.0	508.0
<b>EBITDA</b>	<b>556.2</b>	<b>656.0</b>	<b>866.4</b>	<b>928.5</b>
EBITDA Margin (%)	45.47	49.77	68.58	64.64
Other Income	10.8	27.3	55.1	86.4
Depreciation	72.2	157.1	215.8	264.3
<b>EBIT</b>	<b>494.8</b>	<b>526.2</b>	<b>705.7</b>	<b>750.5</b>
Interest	60.5	103.9	138.4	160.5
<b>Profit Before Tax</b>	<b>434.3</b>	<b>422.3</b>	<b>567.3</b>	<b>590.0</b>
Tax	104.0	178.3	153.5	126.9
<b>Profit After Tax</b>	<b>330.3</b>	<b>244.0</b>	<b>413.8</b>	<b>463.1</b>
Profit Margin (%)	27.00	18.51	32.75	32.24
<b>Reported Earnings Per Share (Rs)</b>	<b>32.53</b>	<b>24.03</b>	<b>40.75</b>	<b>44.17</b>

# Balance Sheet

Particulars (INR Mn)	FY22	FY23
<b>EQUITY &amp; LIABILITIES</b>		
<b>Shareholders' Fund</b>	<b>1,883.1</b>	<b>2,342.6</b>
Share Capital	104.8	104.8
Other Equity	1,778.3	2,237.8
<b>Non-Current Liabilities</b>	<b>1,095.7</b>	<b>1,421.2</b>
Financial Liabilities	841.2	1,084.0
Provisions	7.3	9.4
Deferred Tax Liabilities (Net)	247.2	327.8
<b>Current Liabilities</b>	<b>629.9</b>	<b>1,033.9</b>
Financial Liabilities excl. Payable	373.1	535.1
Trade Payables	125.4	409.0
Provisions	33.7	80.7
Current Tax Liabilities (Net)	52.4	-
Other Current Liabilities	45.3	9.1
<b>Total</b>	<b>3,608.6</b>	<b>4,797.8</b>

Particulars (INR Mn)	FY22	FY23
<b>ASSETS</b>		
<b>Non-Current Assets</b>	<b>2,892.8</b>	<b>3,770.6</b>
Property, Plant & Equipment	2,040.8	2,676.4
Right of use Assets	519.2	696.4
Capital WIP	123.9	28.4
Other intangible Assets	0.6	26.9
Financial Assets	208.2	341.0
Other Non-Current Assets	-	1.5
<b>Current Assets</b>	<b>715.8</b>	<b>1,027.2</b>
Inventories	51.8	53.2
Financial Assets excl. Receivables	191.7	309.1
Trade Receivables	267.4	405.5
Current Tax Assets (Net)	-	14.5
Other Current Assets	205.0	244.9
<b>Total</b>	<b>3,608.6</b>	<b>4,797.8</b>



# Thank You!

## **SUYOG TELEMATICS LTD**

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