

## SUYOG TELEMATICS LIMITED

**Investor presentation** Q2 & H1 FY25

> INFINITE Links, INFINITE Possibilities CONNECTING Today, ENVISIONING Tomorrow

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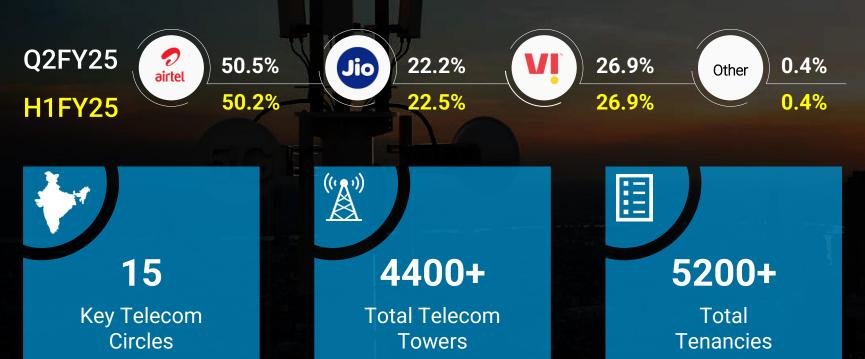


### **About Suyog Telematics**

## **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.

#### **Operator wise Revenue Breakup**





#### 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)

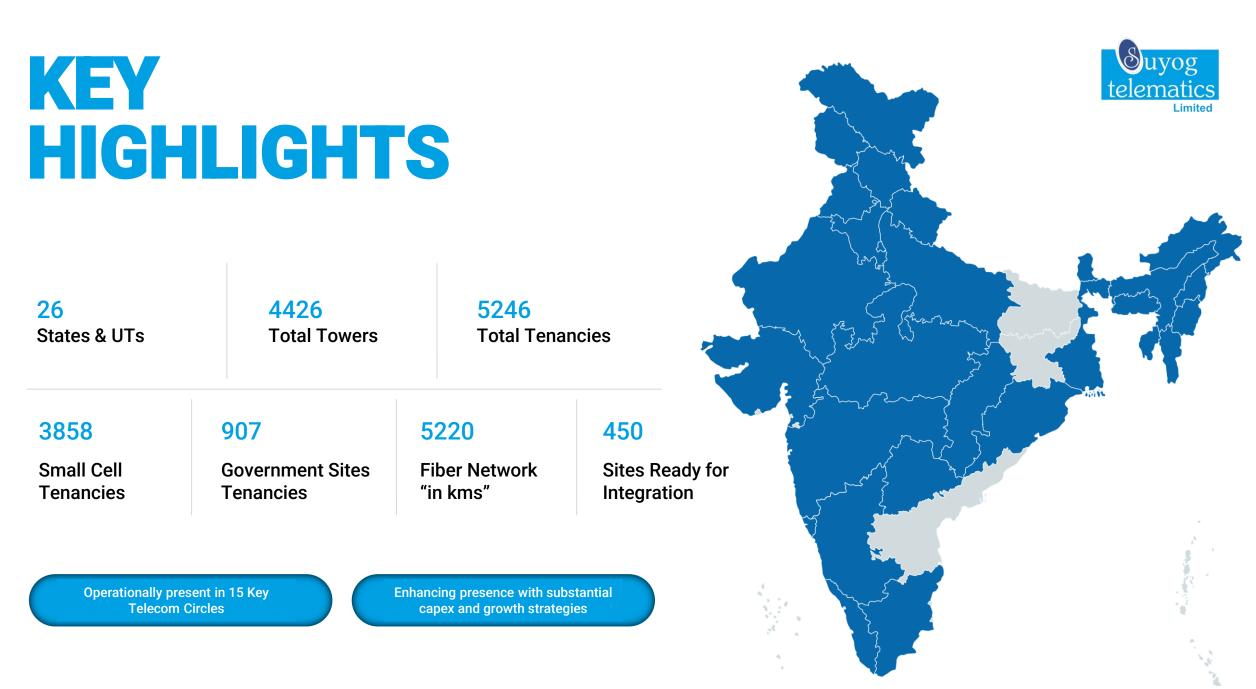
Services Offered:

Tower Erection

- Fiber Optics Network Solution
- Pole Erection

#### Product Portfolio:

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



### LEADERSHIP **TEAM** (1/3)



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

#### **Shiv Shankar Lature** Co-Founder & Managing Director



Limited

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### LEADERSHIP TEAM (2/3)





With a Bachelor's in Electronics and Telecommunication Engineering from Mumbai University and education in the UK, she has been instrumental in expanding Suyog Telematics in India and is now targeting global expansion, using her international business expertise. Her technical skills and strategic vision make her a key leader in achieving the company's global goals. After a short time in ed-tech with MyCaptain, he entered the telecom industry, where he leads a team at Suyog Telematics focused on creating value for all stakeholders. He authored the "Telecom Tower Manual: A Technical Approach," offering insights into telecom technology. With an engineering background and an MBA in Global Family Business Management from S.P. Jain, he has quickly made a significant impact and remains eager to learn and embrace new challenges.

With an Executive MBA from NMIMS and over 14 years at Bharti Airtel, he has been instrumental at Suyog Telematics since 2014. He helped transform the company into a leading IP1 provider, expanding its reach nationally and significantly increasing revenue. As Business Head, he drives strategy and operations, focusing on customer satisfaction and shareholder returns.

### LEADERSHIP TEAM (3/3)





Mr. Ajay Sharma Chief Financial Officer



Ms. Aarti Shukla Company Secretary

After earning his B.E. in Electronics and Telecom in 1995 and training at Videocon, he joined Suyog Telematics in 1996, managing telecom system installations in Maharashtra. By 2007, Suyog partnered with BSNL for infrastructure sharing. Now, Mahesh drives business strategy and oversees nationwide operations, focusing on revenue generation and quality service for major telecom operators like Vodafone Idea, Airtel, Jio, and BSNL.

With over 28 years of experience in finance and accounting, he is a seasoned expert. Before joining Suyog Telematics in 2017, he led the Finance and Accounting divisions at major organizations like Educom and Aditya Birla Group. At Suyog Telematics, he is part of the KMP team, achieving strong financial results each year while ensuring robust financial controls and corporate governance across the company. A qualified Company Secretary, LL.B, and MBA, with extensive experience in the listed company sector. She specializes in corporate governance, regulatory compliance, and legal documentation, managing board activities, ensuring regulatory adherence, and implementing compliance programs while maintaining statutory records and liaising with regulatory bodies.

### OUR JOURNEY





Incorporated as "Suyog **Telematics Private Limited**" on 28th of July

Converted to Public Limited **Company "Suyog Telematics** Limited"

Began expanding across India with HPSC (High Power Small Cell), extending beyond Mumbai and Maharashtra





### **Business Overview**

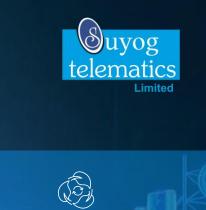


## BUSINESS OVERVIEW (1/2)

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.



Emphasizing high-power small cell Infrastructure



Client base includes Major Telecom Companies

Critical Player in Tele-communication Systems



Driving Growth Environment friendly solutions



Connectivity across diverse landscape



Forward looking vision, coupled with its emphasis on Efficiency, Cost-effectiveness, and Sustainable practices



Fiber Connectivity

### BUSINESS OVERVIEW (2/2)



### SUYOG's SCOPE OF WORK

(for providing tower infrastructure)



Tower Infrastructure + (

Power Supply

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





#### **Identification of Site**

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.



#### **Deployment at Site**

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





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.



#### Sustainable Revenue Model

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



#### Margin Accretive

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.

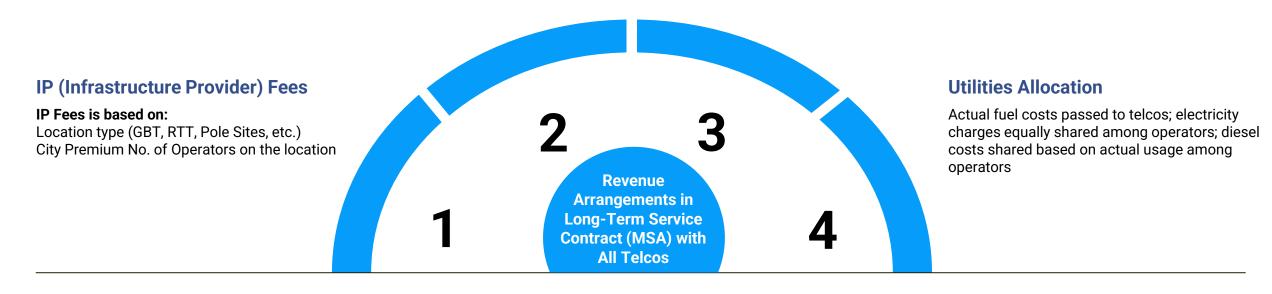
### **MASTER SERVICE AGREEMENT** (LONG TERM SERVICE CONTRACTS)

#### **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.



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**

MCGM Wards, MMRDA, NHAI, BEST, Monorail, JNPT, SEEPZ, Gujarat & West Bengal Govt.

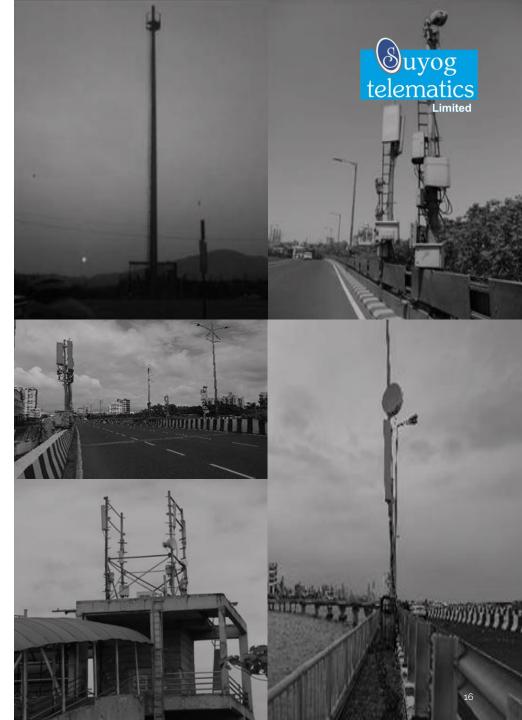
**Sites on Government Establishments** Flyovers, Skywalks, Foot over bridge, Highways, Monorail, Bus Depot, CCTV, Pole Sites

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

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 SITES** (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.



INVESTOR PRESENTATION

### **SLUM SITES SEGMENT**

Slum Sites are installations situated in densely populated and congested areas

**Key Benefits of Slum Locations** 

#### **High Revenue Generation**

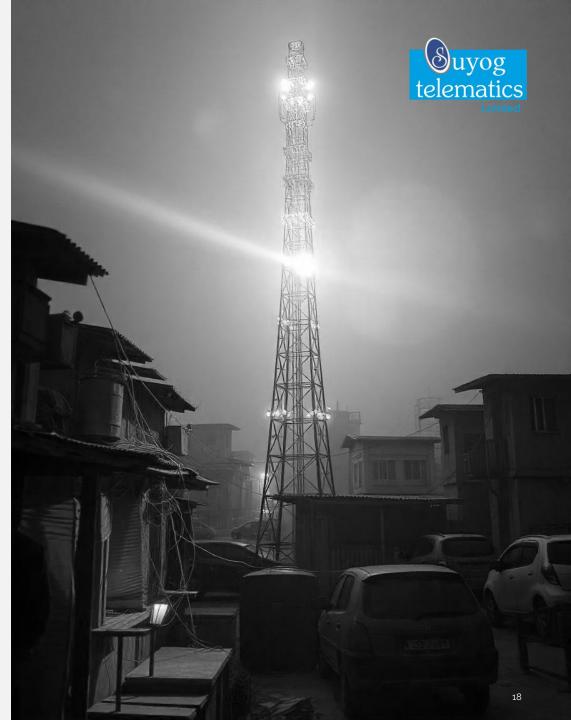
Mobile phones have emerged as the primary means of communication and entertainment in slum areas. These sites are extensively used for voice and data networks, proving highly lucrative for telecom companies.

#### 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.



### **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.

#### Compact Design

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

#### Less

#### Capex

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

#### Energy Efficient

Savings in the consumption of electricity.

#### Low Rentals

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





**3800+** "Operational Small Cell Tenancies" as on 30<sup>th</sup> June, 2024

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.

## STREAMLINED OPERATIONS - Kelema SERVICE RELIABILITY & QUALITY

#### In-House Maintenance Services for Tower and Fiber

- Streamlined in-house maintenance processes for telecom towers and fiber networks
- Ensuring higher reliability, quicker response times, and reduced downtime to enhance service quality

#### **Upgrading Power Management Systems**

- Installing Lithium batteries to replace traditional VRLA batteries, offering a longer lifespan and reduced maintenance needs
- exploring alternative advanced battery technologies to optimize performance and cost-effectiveness, further enhancing uptime planning and operational efficiency



Automation of multiple services like Operations, Billing System, Vendor Management System, Warehouse Management System, among others.



### ONGOING R&D INITIATIVES



### **R&D INITIATIVES AIMING TO REDUCE OPERATIONAL COSTS AND POSITION SUYOG AS A LEADER IN TELECOM INNOVATION.**



#### **Electricity Bill Reduction**

Installation of wind turbines at select telecom towers on a trial basis to decrease energy costs, reducing operational expenses for telecom operators.



#### **Improved Cash Flow**

Anticipated savings from reduced electricity bills shall help in enhancing Suyog's cash flow.



#### **FTTH R&D Initiatives**

Developing vertical wiring solutions for FTTH installations within ducts, thereby optimizing space utilization, improving installation efficiency, and enhancing service delivery speed.

#### Low Orbit Satellite Development

Exploring low orbit satellite technology and ground receiver systems to improve connectivity, expand market reach & enhance service portfolio.



### Trial Starting in Q4 FY25

For Zinc batteries as a cost-efficient power backup solutions, offering similar utility to lithium batteries (Zinc is abundant, while lithium is scarce).



For a low-cost, highly efficient SMPS system designed for multi-operator sites

### **KEY COMPETITIVE STRENGTHS**



#### Tenancies

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

#### **Diverse telecom operators**

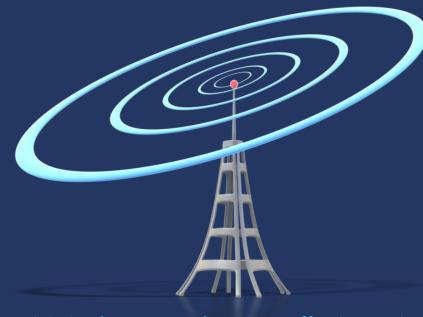
Engaged with major telecom operators, including Bharti Airtel, Reliance Jio, Vodafone Idea, Tata, and BSNL.

#### **IP-1 License holder**

Niche Telecom Infrastructure Providing Organisation

#### **Government locations**

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



#### Geographical footprint

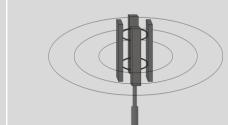
Over 5100+ tenancies encompassing Slum Sites, Flyovers, Sky Walks, Foot over Bridges, BEST, Monorail, CCTV, Small Cell, and ULS Sites in the portfolio.

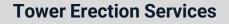
#### Expertise

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

Minimised Turnaround Duration Cost-Effective Business Model







**Pole Erection Services** 



#### Range of Towers

Fiber Optics Network Solutions

**Our Services** 







INVESTOR PRESENTATION





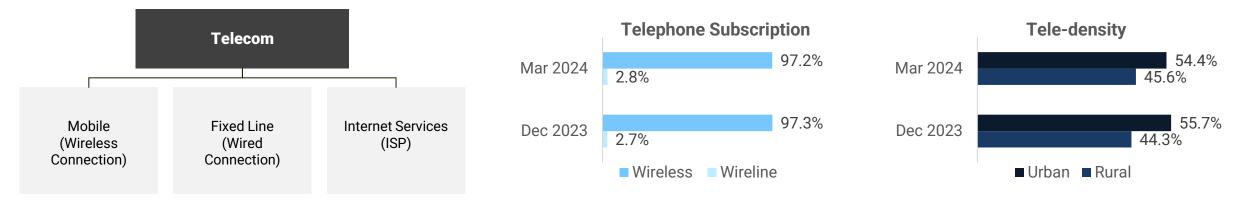




### Industry Overview



### TELECOM INDUSTRY OVERVIEW (1/2)





2nd largest telecommunication market

2nd highest number of internet users

#### 2nd rank

in "International Mobile Broadband Internet Traffic" & "International Internet Bandwith" 1199.28

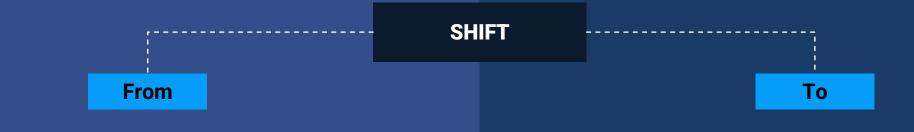


### INR 2.4 Lakh

**Crore** Gross Revenue From Telecom Sector (FY24)



### TELECOM INDUSTRY OVERVIEW (2/2)



#### **Traditional Approach**

Telecom operators have invested heavily in building and maintaining their own networks by investing in physical infrastructure

#### **NaaS Approach**

Network-as-a-Service enabled operators to lease network resources from third-party providers, reducing the need for extensive physical infrastructure.

This shift has allowed Telecom operators to scale their operations rapidly, adapt to changing market demands, and allocate resources efficiently, being more flexible and cost-effective.

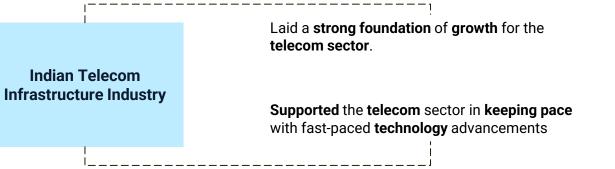
India's 5G subscriptions to have 350 million by 2026, accounting for 27% of all mobile subscriptions.

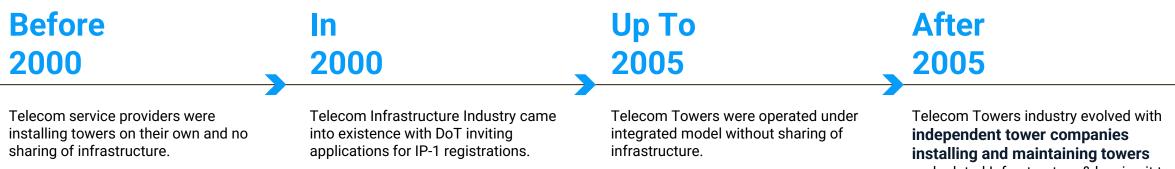
The Government of India has introduced Digital India programme where sectors such as healthcare, retail, etc. will be connected through Internet.

## PASSIVE INFRASTRUCTURE INDUSTRY OVERVIEW



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



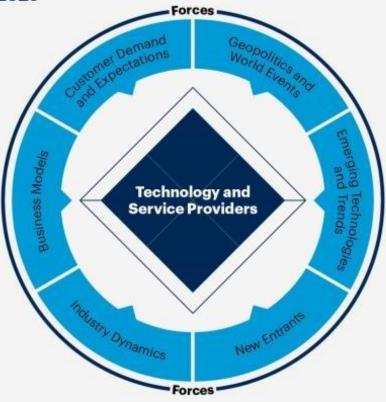


and related Infrastructure & leasing it to Telcos and sharing of infrastructure by these tower infrastructure companies.

### GARTNER FORECAST FOR IOT



Key Forces Shaping Technology and Service Providers Into 2025



Spendon 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.

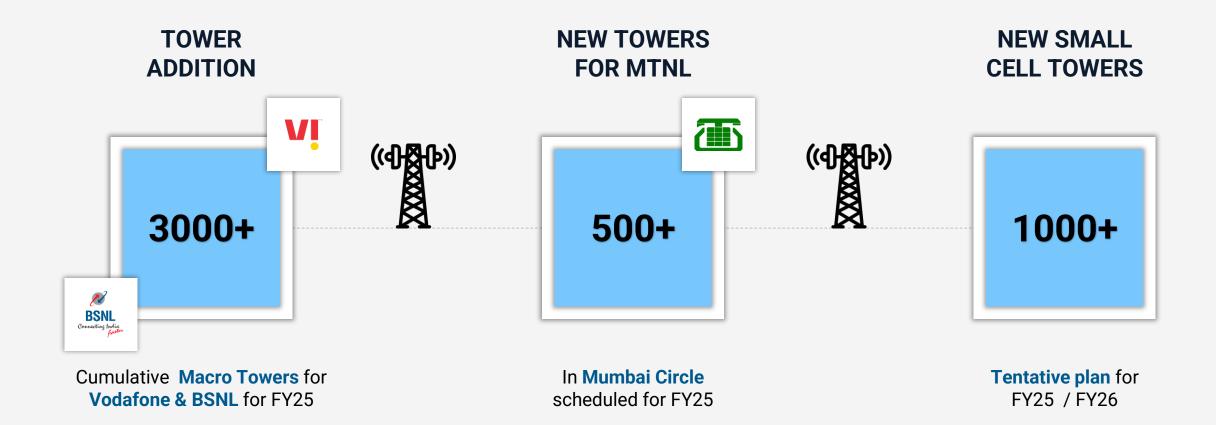
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## Way Forward

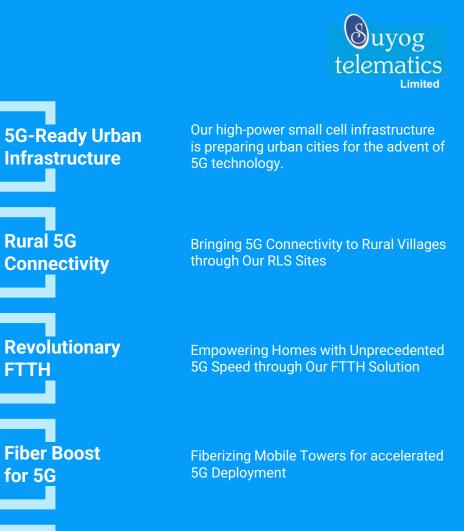
### **NEAR TERM STRATEGIC GOALS & EXPECTATIONS**





### WAY FORWARD





**Inorganic Growth** with Acquisitions

FTTH

for 5G

Strategically pursuing acquisitions to enhance our next-generation connectivity solutions and expand our portfolio.

### **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.

#### 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 highspeed internet through Fixed Wireless Access (FWA) services.
- Start its 5G services in 2024 (as stated in January 2023 by the telecom minister).





## **BUSINESS UPDATE (BSNL)**





### PAN India MSA Agreement for 15 years with

01	<b>Aggressive Roll out of New Sites</b> across India on IP- 1 model
02	Rollout of Relocation Sites across India
03	New Circles Added Mumbai & Delhi
04	Lock-In for a period of 10 years

### OUR GROWTH DRIVERS (1/2)





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

- BSNL targets nationwide 4G rollout by Aug 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 (2/2)



- 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.



## **Financial Highlights**

## **QUARTERLY FINANCIAL HIGHLIGHTS (Q2FY25)**





### **QUARTERLY FINANCIAL STATEMENT**





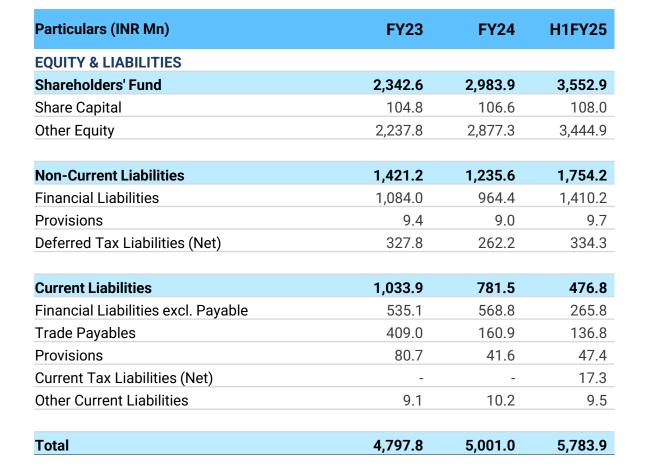
### **QUARTERLY FINANCIAL STATEMENT**



\* Provision for doubtful debts for INR 43.6 Mn was recorded for the FY24 due to outstanding balances exceeding 120 days, while the entire amount previously provisioned in FY23 was successfully recovered. This is with respect to Vodafone Idea Ltd.



### **QUARTERLY FINANCIAL STATEMENT**



Particulars (INR Mn)	FY23	FY24	H1FY25
ASSETS			
Non-Current Assets	3,770.6	4,131.6	4596.2
Property, Plant & Equipment	2,676.4	2,736.8	2652.1
Right of use Assets	696.4	897.9	919.7
Capital WIP	28.4	20.7	507.0
Intangible Assets	26.9	71.3	18.5
Financial Assets	341.0	404.9	499.0
Other Non-Current Assets	1.5	-	-
Current Assets	1,027.2	869.4	1187.7
Inventories	53.2	73.2	62.9
Financial Assets excl. Receivables	309.1	61.1	256.4
Trade Receivables	405.5	461.9	540.1
Income Tax Assets (Net)	14.5	2.6	-
Other Current Assets	244.9	270.8	328.3
Total	4,797.8	5,001.0	5783.9



### Suyog telematics Limited

# THANK YOU!

#### SUYOG TELEMATICS LTD

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