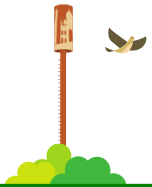


Annual General Meeting FY 21



3rd August 2021



Putting India First

Agenda

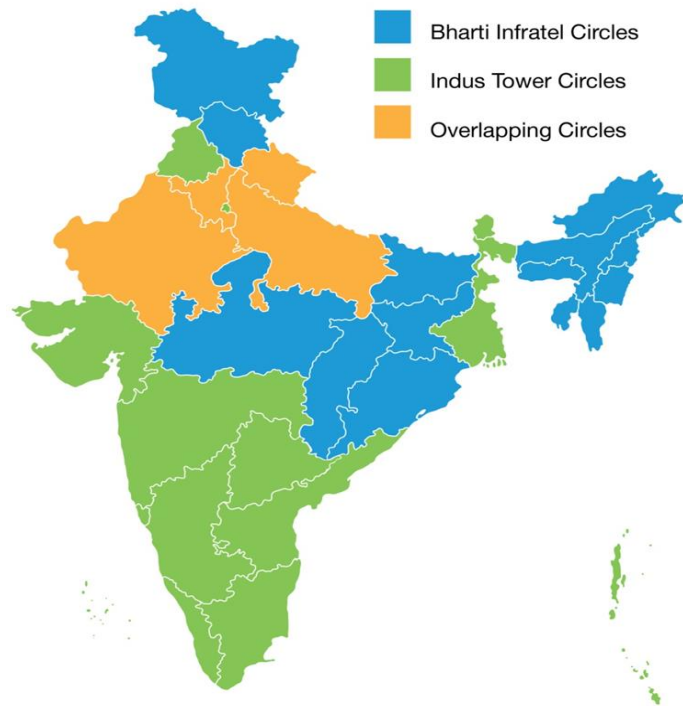
1	About Us
2	Telecom Industry Landscape
3	Merger Update
4	Indus Towers - Performance
5	Way Forward

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Indus Towers – Who we are?

One of the largest digital communications infrastructure providers with a pan India presence, post completion of merger



Towers and Colocations

India's Leading TowerCo
 179,225 towers and 322,438 colocations
 In all 22 Telecom Circles*



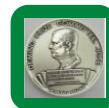
Financials

* Revenue INRm 256,729;
 EBITDA INRm 132,575; PAT INRm 49,751



Product Portfolio

Wide Product portfolio
 Catering to all customer needs



Process Driven

Winner of Deming Prize, 1st Company in India to win in service sector



Partners & Landlords

>1400 Partners
>2,00,000 Landlords

Committed to support our customers and powering India's digital revolution

Our Values



Excellence

Financial Excellence, Operational Excellence, Culture of continuous improvement

Customer

Preferred partner to our customers, delivering value

Integrity

Highest standards of professional conduct and custodianship of stakeholder interests

Teamwork

Working together beyond boundaries and hierarchies

Environment

Responsible and sensitive towards the environment, positively impacting the communities

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Regulatory Updates

NDCP 2018

- Basis recommendations by TRAI, “Enhancement of Scope of IP-1 Registration” has been considered by DoT
- TRAI has reiterated its view that IP-1 registration is a separate class of License

TRAI recommendation will create a new “NetCo”

5G Opportunity

- DoT has allotted 5G trial spectrum in the 700 MHz, 3.5 GHz and 26 GHz bands, paving the way for operators to develop use cases

This will impact demand for passive infrastructure

RoW Policy

- 28 states, so far, have notified their respective State infrastructure policies, allowing Telecom Infrastructure

Ease of doing business across states

Regulatory Updates: AGR Development

October 2019

Hon'ble Supreme Court passes judgment in favor of DoT
Directs affected parties to deposit the amount within 90 days of the judgement

January 2020

TSPs file review petition before Hon'ble Supreme Court, the same gets rejected

March 2020

Hon'ble Supreme Court admits DoT application for giving reasonable time frame to TSPs for AGR dues

July 2020

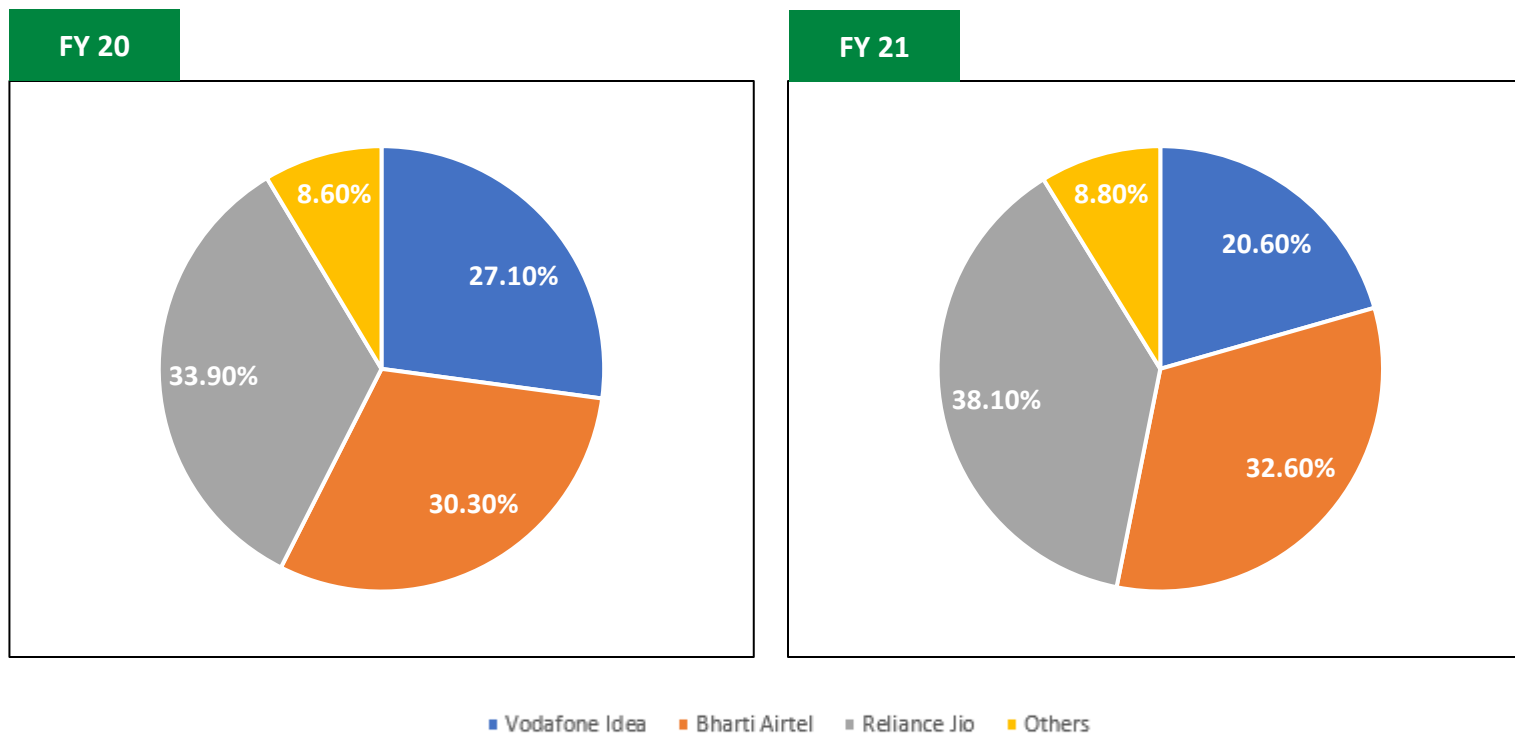
Hon'ble Supreme court reserves order on the pay out duration, rules out recalculation

September 2020

Hon'ble Supreme court granted the telecom operators 10 years to clear their AGR dues, with 10% payment till March 31, 2021

Hoping for the favorable developments in the future

Customer Revenue Market Share

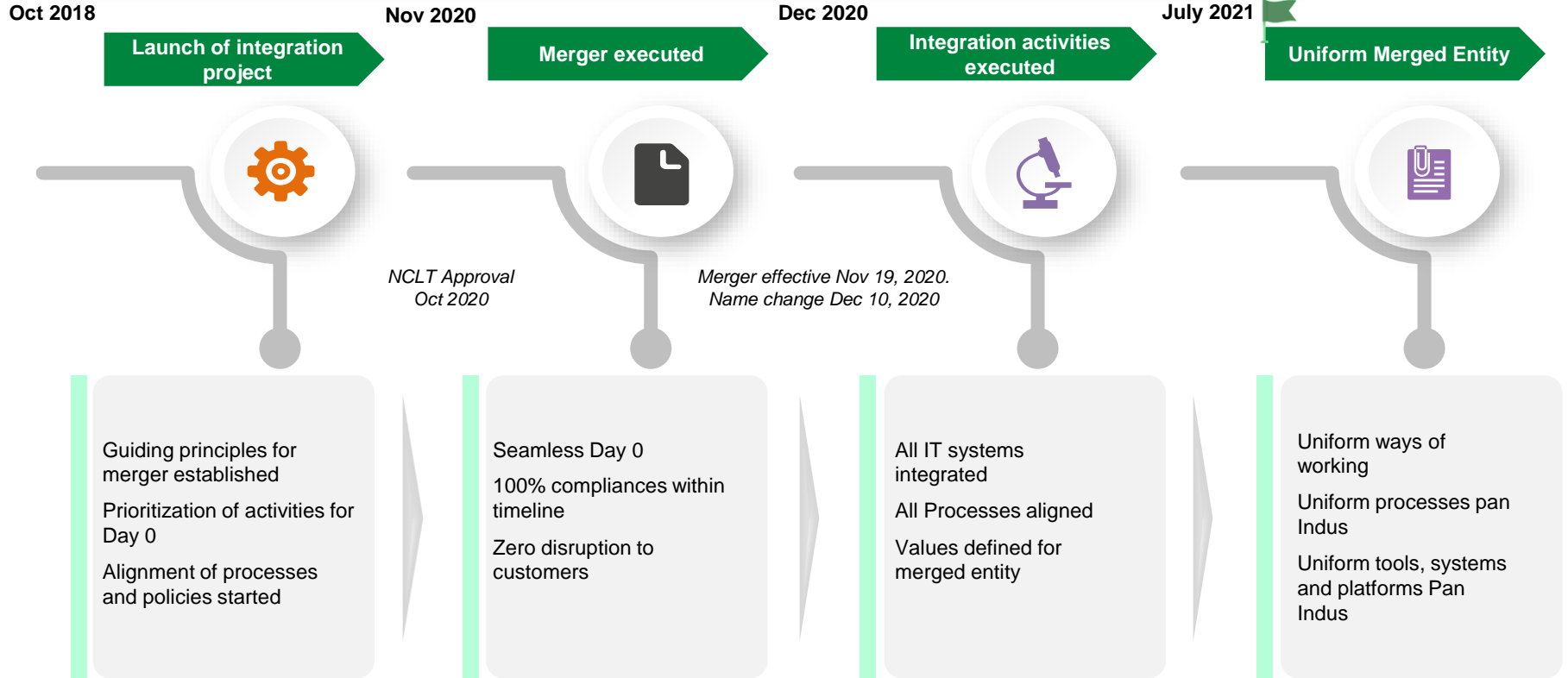


Top 3 operators dominate the Telecom Space with ~92% Revenue Market Share

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Merger Update



One Company - Uniform Processes, Uniform IT Platforms, Uniform Ways of Working

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Performance at a glance : FY 21

Operating Indicators 31st March 2021

Towers

179,225

Up 6% YoY

Colocations

322,438

Up 4% YoY

Sharing Factor

1.8

Closing Sharing Factor

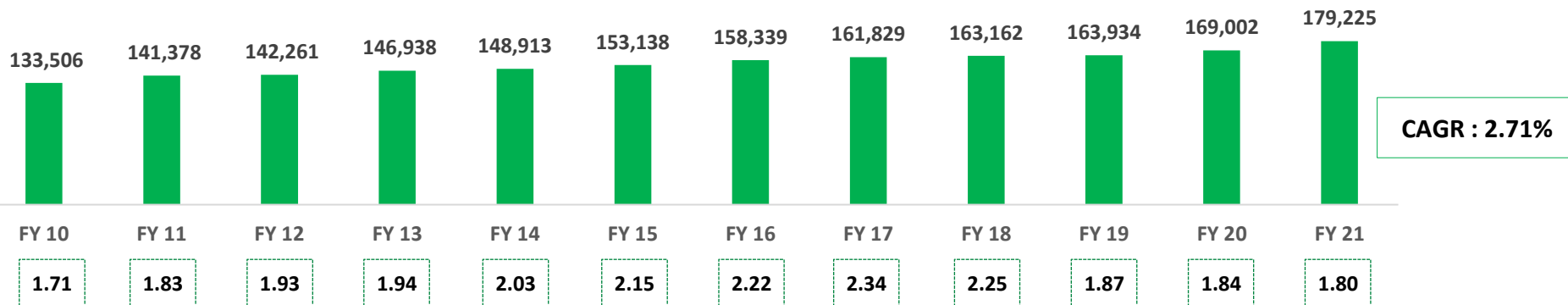
Financial Indicators	UoM	FY 20	FY 21	Change Y-o-Y
Revenue	INRm	255,624	256,729	0.4%
EBITDA	INRm	127,239	132,575	4.2%
EBITDA Margin	%	49.8%	51.6%	1.8%
Net Profit after Tax	INRm	50,270	49,751	-1.0%

Dividend of Rs. 20.12 per share paid in FY 21, translating to 117% of Net Profit after Tax

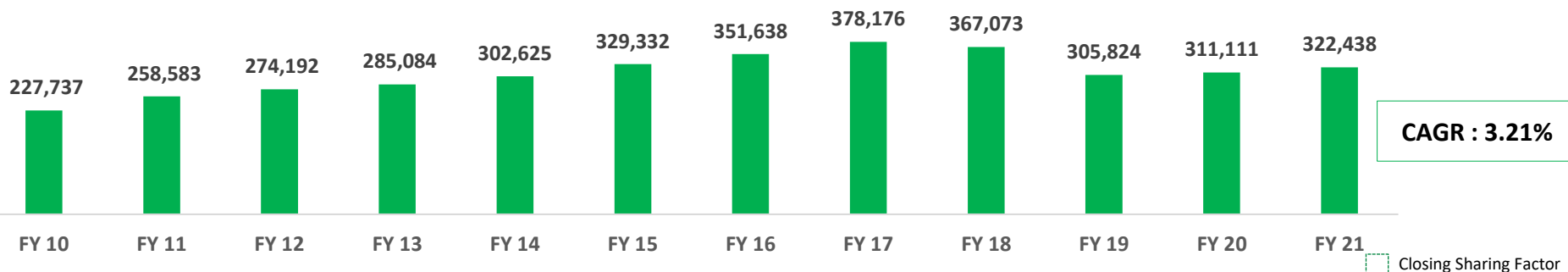
Highest Gross Tower addition in 10 years; Healthy Revenue and Profitability


Towers and Colocations

Total Towers



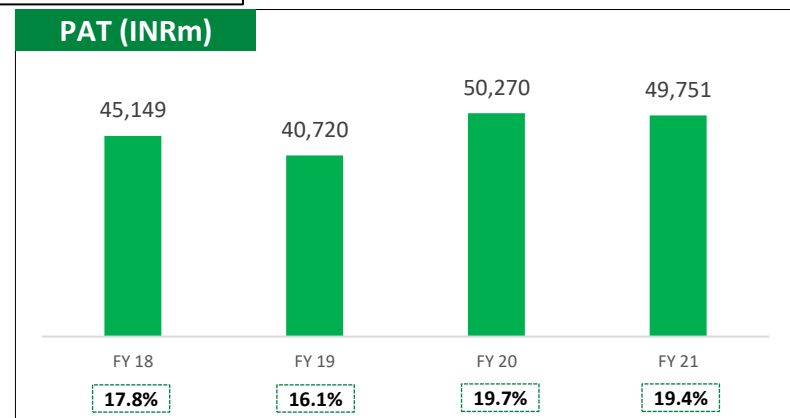
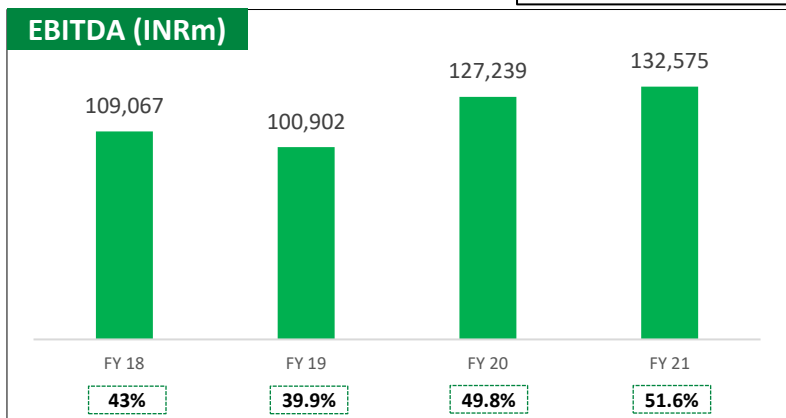
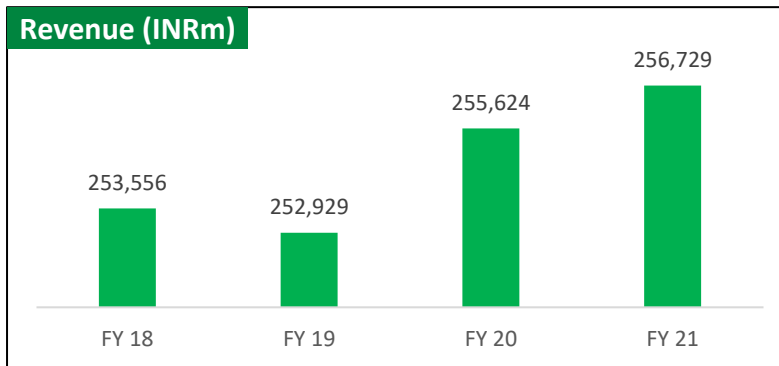
Total Colocations



 Closing Sharing Factor

Delivery focus by customers and Indus resulting in an increasing trend in towers and colocations. YoY Growth: Towers (6%), Colocations (4%)

Strong Financial Performance

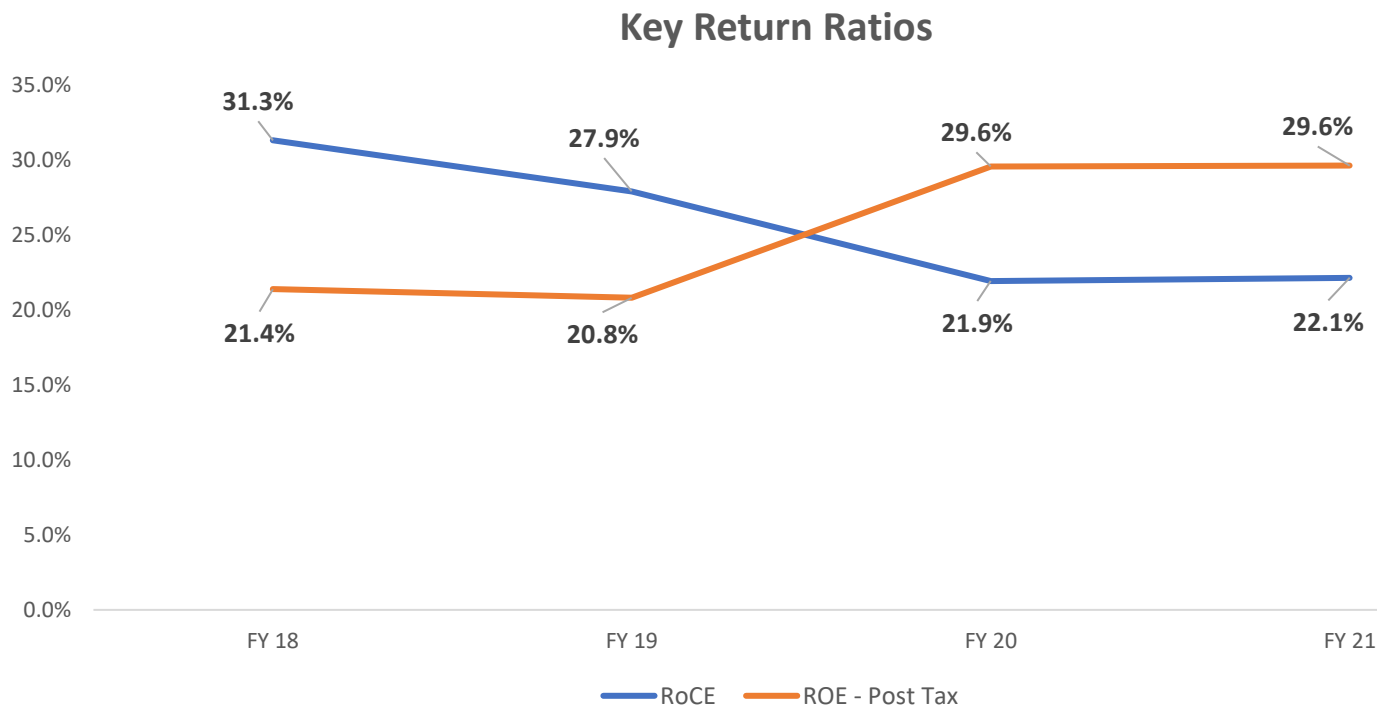


Margins

Improvement in Financial KPIs; All KPIs basis 100% consolidation

*Note: All the figures are based on Proforma unaudited consolidated financial results prepared assuming merger was effective from April 1, 2017.

Return Ratios



Driving capital efficiency and maximizing return to shareholders

Focus on delivering Shareholder Value

	UoM	FY 18	FY 19	FY 20	FY 21
EPS (Diluted)	INR/Share	16.8	15.1	18.7	18.5
Profit Distribution	INRm	49,966	33,447	21,854	58,078
Dividend	INR/Share	14.00	15.00	10.50	20.12
Consolidated Profit	INRm	45,149	40,720	50,270	49,751
Payout	%	111%	82%	43%	117%
Closing Shares	Nos. (Mn)	2,694.94	2,694.94	2,694.94	2,694.94

Healthy dividend payout trend maintained

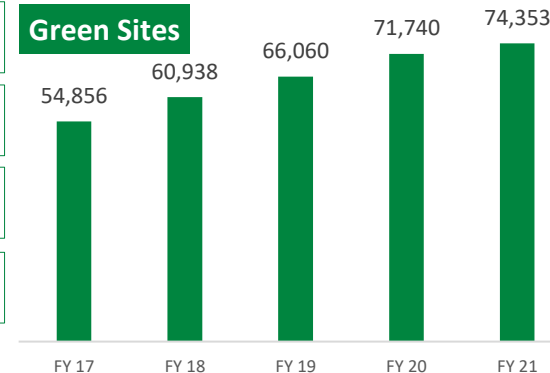
Indus Towers leads the way in Smart City Projects

- Our ability to provide core digital infrastructure for smart cities makes us an integral part of the ecosystem to drive development and inclusive growth of the nation
- Smart elements in these cities include wide availability of Public Wi-Fi, fiber optic connectivity, command and control centers, Smart Lighting, among others
- Public Private Partnerships in these cities enables exclusive long-term telecom infrastructure rights over these cities
- 354 Smart poles and 519 KMs of Fiber length across our four Smart City Projects

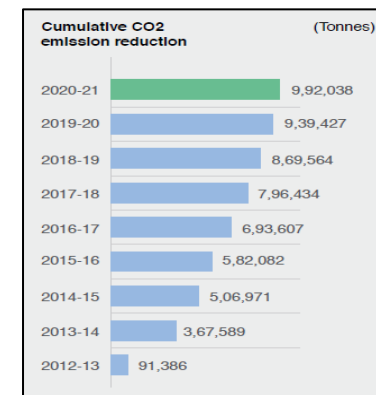


Our Green Initiatives

Focus Areas	Green Sites	74,353 Sites; Increase in portfolio from 27% to 41% over the last 6 years
	ID to OD	Outdoor sites which reduce environmental footprint ~85% of our portfolio
	Diesel Reduction	20% in the last two years in terms of per KW consumption
	Renewable Energy	191 Sites through our Renewable Energy Service Company (RESCO Model)



Way Ahead
<ul style="list-style-type: none"> • Green Sites and OD Conversion • Zero diesel • Renewable sources by further emulating the RESCO model in more states



Environment as a core value making the way for a greener company

*Note: Green Sites are those that consume less than 100 liters diesel per quarter

CSR at Indus Towers

CSR Vision

Indus Towers believes in taking an active role and responsibility in transforming the lives of communities by improving their socio-economic conditions



Major Partners and Contributions FY 21

- Rural education - **Bharti Foundation, IIMPACT**
- Digital literacy - **Vodafone Foundation**
- Scholarship : Underprivileged Children - **AWOOF**
- Scholarship : Differently-abled - **Shishu Sarothi**
- Rehabilitating abandoned children - **SOS**
- Mid Day Meal Program- **TAPF**

1.6 Mn + Lives Impacted through CSR*

Indus Towers contributed INRm 1500.27# towards various CSR projects in FY 21

Disaster Management : Business Continuity Plan



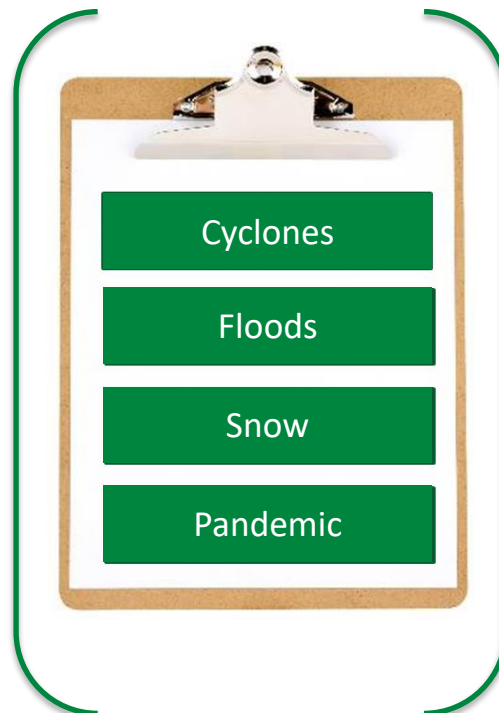
Recovery Objectives



Scenario Mapping &
Risk Assessment



Responsibility &
Accountabilities



Communication
to all Stakeholders



Critical Data
Management



Learnings & Iterative
Improvements



Disaster Management : Cyclone Nivar

The Challenge

- Severe water logging & flooding
- Widespread EB disruptions
- Districts Affected : 15 (Incl. Puducherry)
- Sites affected : 5992

Classified as one of the most severe cyclonic storm ever experienced in Tamil Nadu



Preparation and Response

- Early Warning & Tracking
- Proactive diesel filling on impacted sites
- Spare parts, Mobile DGs and QRTs in impacted districts
- Close Coordination with Government and Operators

Robust BCP and Ground preparedness enabled quick restoration; duly appreciated by the customers and State Government



While all sites were recovered in 68 hours, the field force braved similar challenges in cyclones Amphan and Nisarga

Disaster Management : COVID 19 Update

Governance

- COVID Steering committee meetings enabling complete management focus
- Real time reporting from all circles/regions
- Review and revamp of guidelines and support mechanism

Technology Enablement

- Infrastructure support extended to entire workforce to facilitate productive WFH
- Automation based solutions for site maintenance and deployment during lockdown

Contribution to Nation

- Donated INRm 600.64 to PM Cares Fund
- Supported in setting up 10,000+ bed COVID Care Center in Delhi
- Provided support to the families of deceased

Despite the challenges, the Company enabled connectivity by maintaining the network, which served as a lifeline to the society

Key Recognitions

Gallup Exceptional Workplace Award 2021



Indus won the **Gallup Exceptional Work Place Award 2021** for the 8th consecutive year since 2014

Asia's Best WorkPlaces 2020



Indus has been awarded as **Asia's Best WorkPlaces 2020** for the second time in a row

ET Telecom Awards 2020



Indus Towers received the '**Best Tower Infrastructure Provider**' award
Mr. Akhil Gupta, ex Executive Chairman of the company received the '**Lifetime Achievement Award**'

Bharti ChangeMaker Awards 2020



Indus won **two** Bharti ChangeMaker Awards – **Gold Award for Girl Child Education** (Best Social and Community Initiative) & **Silver Award for Lighting a Billion Lives** (Environment Conservation & Protection)

Key Recognitions

Frost & Sullivan Awards 2020



Indus Towers wins awards under two categories at the 7th Edition of **Project Evaluation & Recognition Program (PERP) 2020** hosted by Frost & Sullivan in October 2020

Express Computer Data Center Award



Indus won the **Express Computer Data Center Award** under storage category for project “**Back Up Tech Refresh – Disk based backup storage solution**”

CII 16th KAIZEN Competition 2021



Indus won at the **Maharashtra State level CII Kaizen Competition** under service sector category

ICICI Lombard & CNBC India Risk Management Award 2021

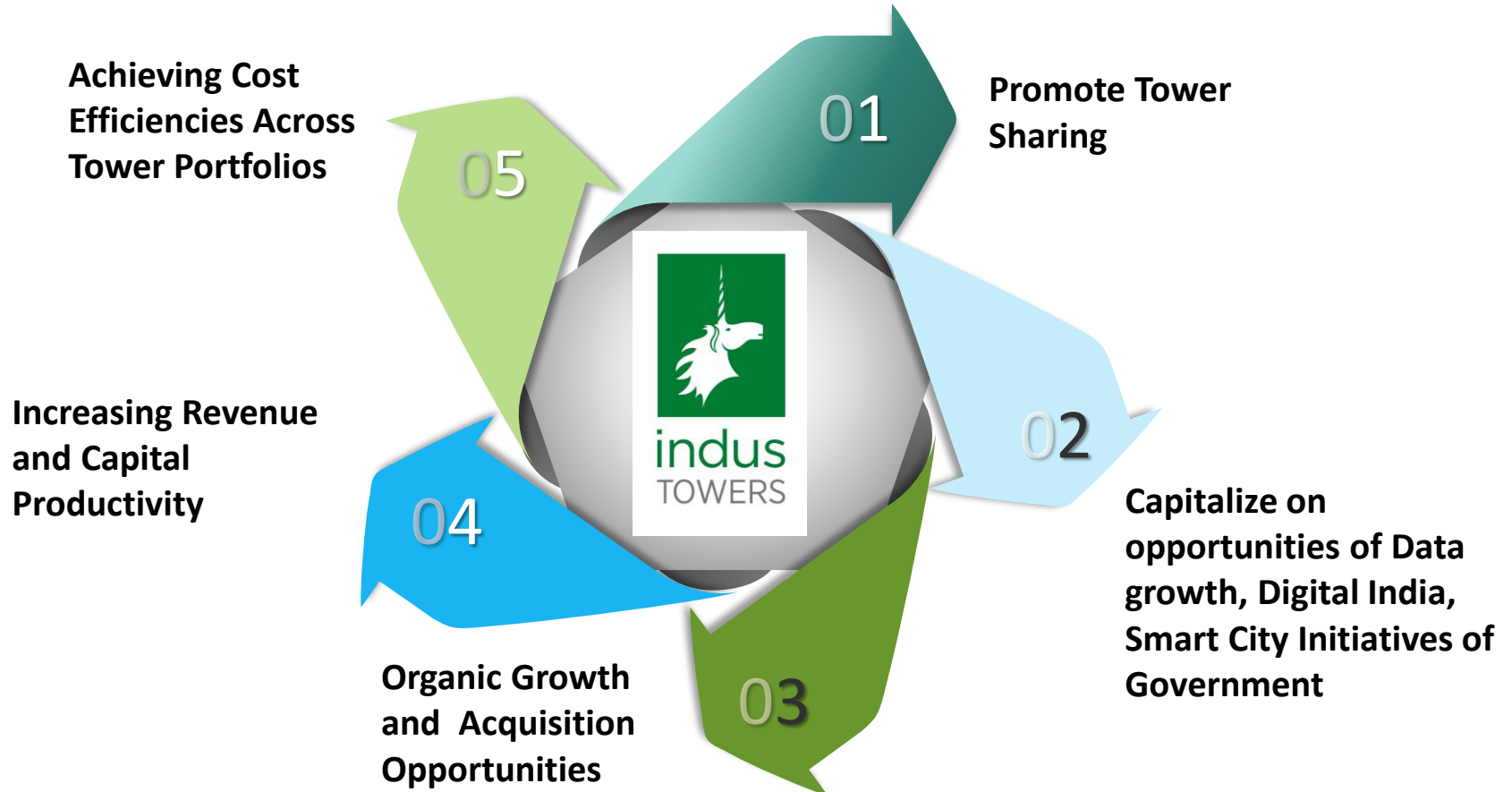


Indus won the **ICICI Lombard & CNBC India Risk Management Award 2021** under the category of Risk Governance

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Our Five-Pronged Strategy



Thank you.



Putting India First

Glossary

Sr. No.	Abbreviation	Full Form	Sr. No.	Abbreviation	Full Form
1	AGR	Adjusted Gross Revenue	23	MHz	Mega Hertz
2	AWOOF	A World Of Opportunity Foundation	24	Mn	Million
3	BCP	Business Continuity Plan	25	NCLT	National Company Law Tribunal
4	CAGR	Compounded Annual Growth Rate	26	NDCP	National Digital Communications Policy
5	CII	Confederation of Indian Industry	27	NetCo	Network Company
6	CLSA	Credit Lyonnais Securities Asia	28	OD	Out Door
7	CNBC	Consumer News and Business Channel	29	PAT	Profit After Tax
8	CSR	Corporate Social Responsibility	30	PM	Prime Minister
9	DG	Diesel Generator	31	QRT	Quick Response Team
10	DoT	Department of Telecommunications	32	RoCE	Return on Capital Employed
11	EBITDA	Earnings Before Interest, Tax, Depreciation & Amortization	33	RoE	Return on Equity
12	ET	Economic Times	34	RoW	Right Of Way
13	FY	Financial Year	35	SDG	Sustainable Development Goals
14	GHz	Giga Hertz	36	TAPF	The Akshaya Patra Foundation
15	ICICI	Industrial Credit and Investment Corporation of India	37	TowerCo	Tower Company
16	ID	In Door	38	TRAI	Telecom Regulatory Authority of India
17	INRm	Indian National Rupee (In Millions)	39	TSP	Telecom Service Provider
18	IP	Infrastructure Provider	40	UoM	Unit of Measurement
19	IT	Information Technology	41	WFH	Work From Home
20	KMs	Kilo Meters	42	Wi-Fi	Wireless Fidelity
21	KPI	Key Performance Indicator	43	YoY	Year on Year
22	KW	Kilo Watt	44	EPS	Earning Per Share

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