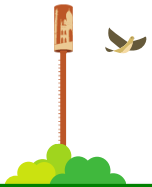


Annual General Meeting FY 22



23rd August 2022



Putting India First

Agenda

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

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Indus Towers – Who we are?



Towers and Colocations

India's Leading TowerCo
185,447 towers and 335,791 colocations
In all 22 Telecom Circles



Financials- Top & Bottom Line

Revenue INRm 277,172;
EBITDA INRm 149,429; PAT INRm 63,731



Product Portfolio

Wide Product portfolio
Catering to customer needs – added over
2000 lean sites and growing



Financials- Key Metrics

**Market Cap – Rs 598 Billion; Enterprise
Value – Rs 769 Billion, ROCE 25.7%**



Partners & Landlords

>1500 Partners
>2,50,000 Landlords



Smart Cities

Four Smart Cities
New Delhi, Bhopal, Vadodara, Dehradun



Process Driven

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



Gallup

**Gallup Exceptional Work Place Award
for the 9th consecutive year since 2014**

Fully committed to support our customers & Government of India for further empowering India's digital revolution by creating world class telecom & digital infrastructure

Mission, Vision & Values



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

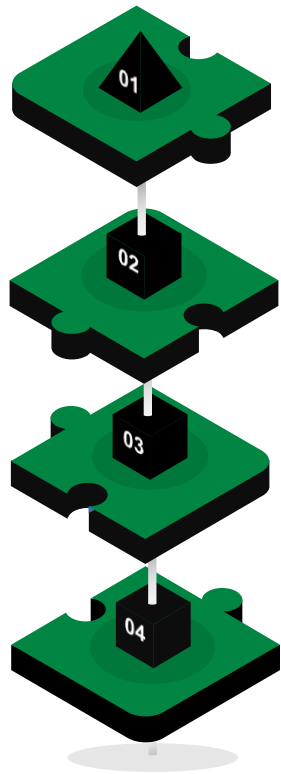
Responsible and sensitive towards the environment, positively impacting the communities

Launched the redrafted Mission, Vision and Values for the merged entity on the first anniversary of merger

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Regulatory Update || Government Relief Package - AGR



Structural Reforms

- Rationalization of AGR: Non-telecom revenue excluded going forward; 80% reduction in License Fee
- Future Spectrum Auctions : No BG required, Tenure extended to 30 years from 20; Surrender allowed after 10 years; No Spectrum Usage Charge
- 100% FDI allowed under direct route

Procedural Reforms

- Auction in last quarter of every FY; KYC Reforms
- Ease of doing business: self declaration for customs notification for wireless equipment
- SACFA clearance for telecom towers: DoT will accept self declaration.

Liquidity Measures

- Moratorium of four years in annual AGR payments with NPV protected
- Option to TSPs to pay the interest amount arising due to the deferment of payment by way of equity

Impact of Package

- Customer concentration risk reduced considerably, though not eliminated.
- Positive impact to the overall health of the sector, puts more money in the operator's pocket for network expansion and 5G, and as such augurs well for IP1.
- Operational reforms would reduce TAT for various activities including SACFA.
- This would propel further investments in the sector since 100% FDI is allowed now.

Government's intention is loud & clear and brought long awaited positivity in the sector

Key Market Update || 5G

Government Steps

- TRAI recommendations for the 5G Spectrum were quite progressive and addressed the industry requirements.
- Key features: Reduction in reserve price across bands, easing of payment schedule, ample supply of spectrum etc.
- Impact: Successful auctions which will facilitate a rapid rollout of 5G across country

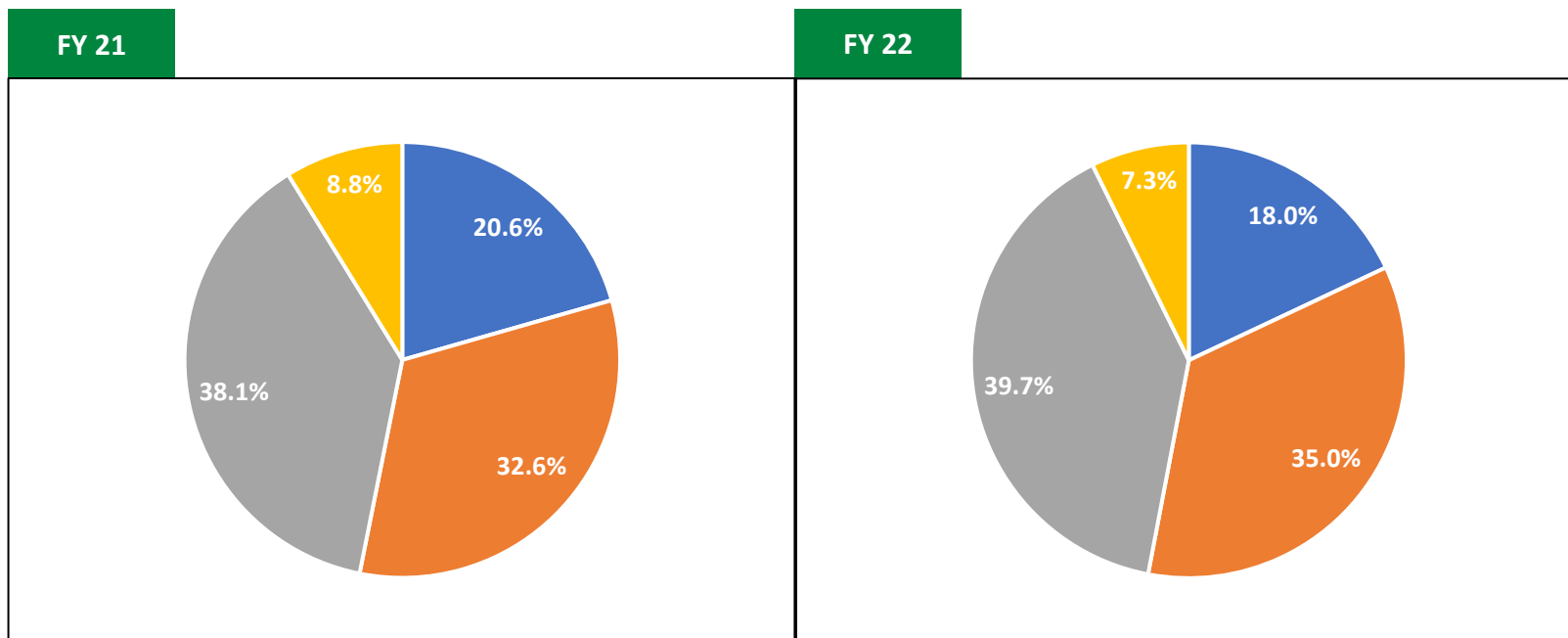
Spectrum Auctions

- The government of India has received a total bid amount of Rs 1,50,173 Crores with 51,235 MHz sold out of the total spectrum of 72,098 MHz on offer
- 5G spectrum bands accounted for majority (60-65%) of the spectrum sale amount spent by OpCos
- First time we saw the bidding on 700 MHz as well, which is a significant change from the previous auctions.

Opportunity for Indus

- With the addition of every new technology, Indus has risen to the occasion and ensured a record time and quality rollout
- Higher loading revenue realization due to 5G equipment loading, consequently leading to new sites requirement as well

Customer Revenue Market Share



■ Vodafone Idea ■ Bharti Airtel ■ Reliance Jio ■ BSNL,MTNL

Increase in revenue market share of Bharti Airtel and Reliance Jio Y-o-Y

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Performance at a glance : FY 22

Operating Indicators 31st March 2022

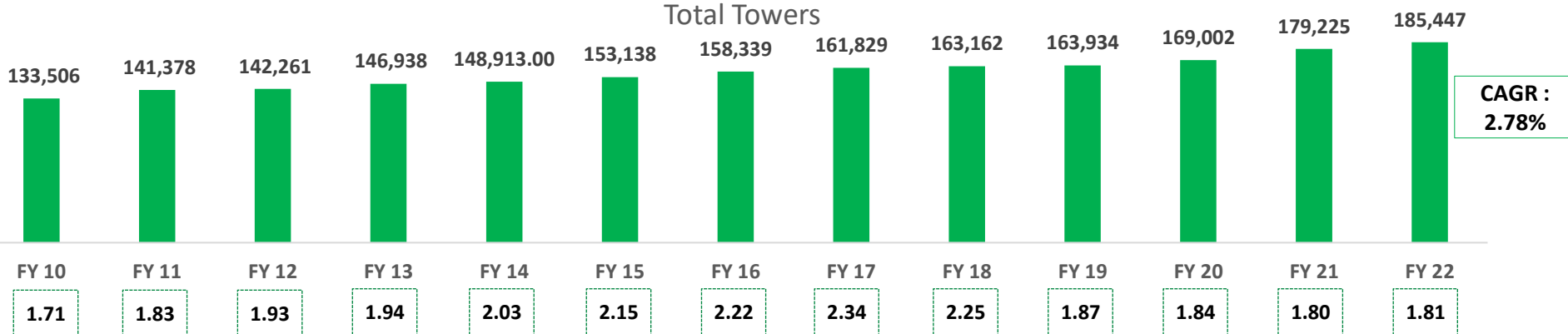
Towers
185,447
Up 3.5% YoY
Colocations
335,791
Up 4% YoY
Sharing Factor
1.81
Closing Sharing Factor

Financial Indicators	UoM	FY 21	FY 22	Change Y-o-Y
Revenue	INRm	256,729	277,172	7.9%
EBITDA	INRm	132,575	149,429	12.71%
EBITDA Margin	%	51.6%	53.9%	2.3 pp
Net Profit after Tax	INRm	49,751	63,731	28.10%

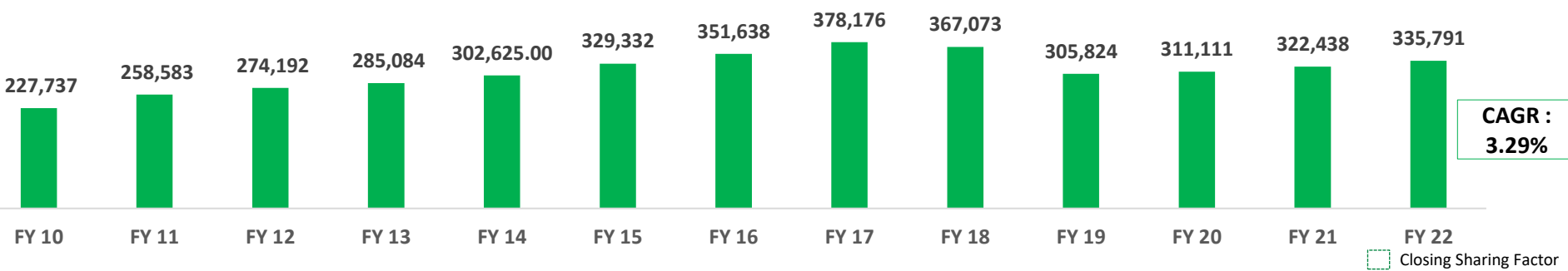
Strong financial growth reflected in robust growth across major financial parameters

Towers and Colocations

Total Towers

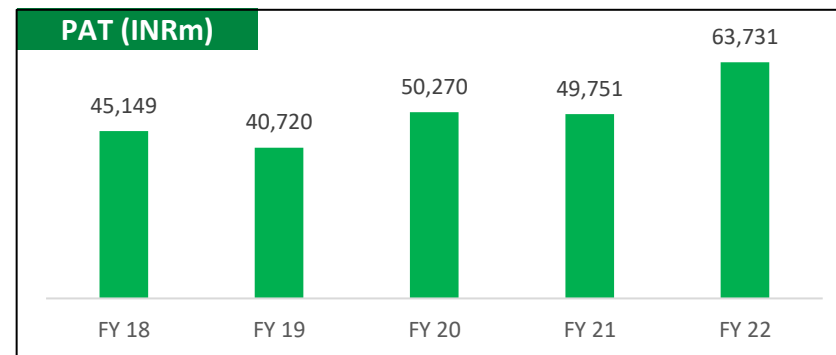
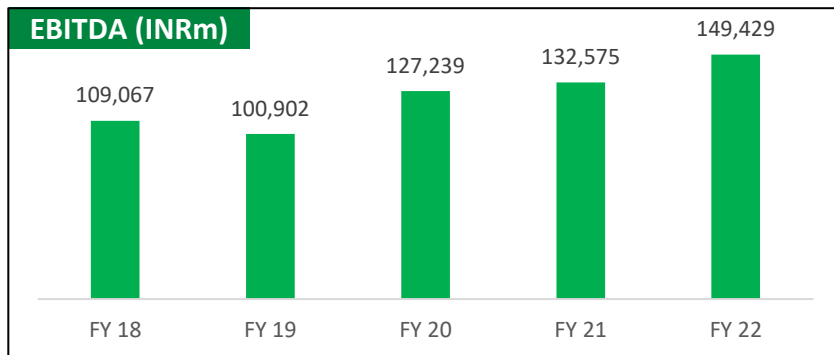
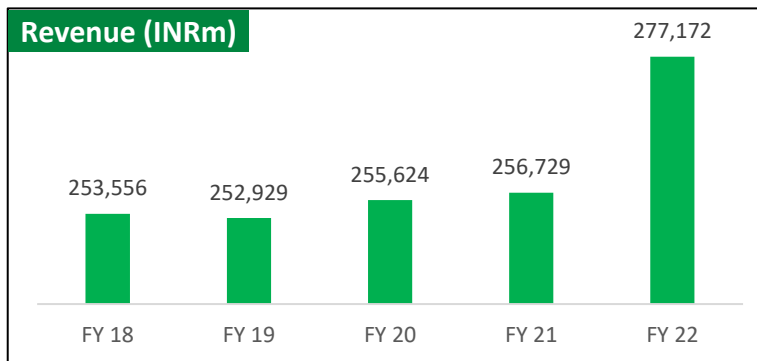


Total Colocations



Delivery focus by customers and Indus resulting in an increasing trend in towers and colocations. YoY Growth: Towers (3.5%), Colocations (4%)

Strong Financial Performance



43%

39.9%

49.8%

51.6%

53.9%

Margins

17.8%

16.1%

19.7%

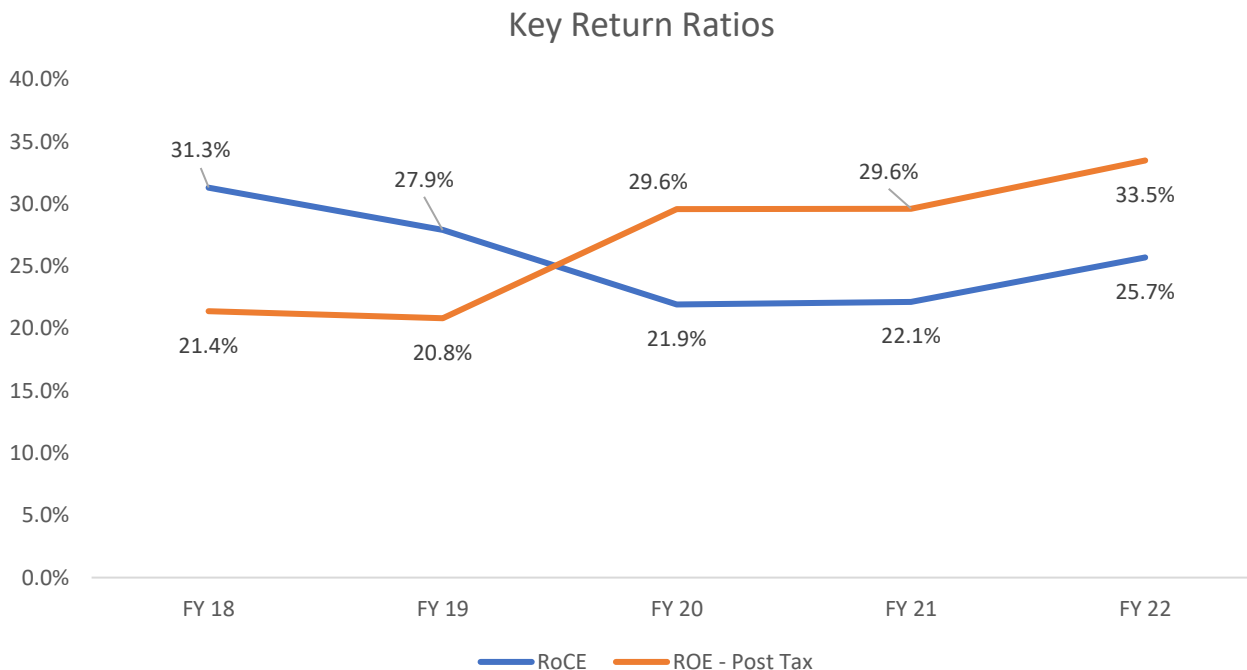
19.4%

23%

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



Continued improvement in capital efficiency and return to shareholders

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

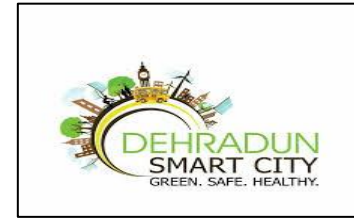
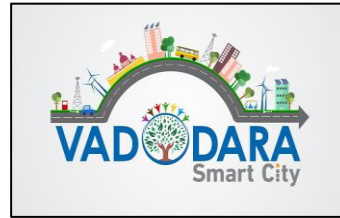
Focus on delivering Shareholder Value

	UoM	FY 18	FY 19	FY 20	FY 21	FY 22
EPS (Diluted)	INR/Share	16.8	15.1	18.7	18.5	23.7
Profit Distribution	INRm	49,966	33,447	21,854	58,078	29,644
Dividend	INR/Share	14.00	15.00	10.50	20.12	11.00
Consolidated Profit	INRm	45,149	40,720	50,270	49,751	63,731
Payout	%	111%	82%	43%	117%	47%
Closing Shares	Nos. (Mn)	2,694.94	2,694.94	2,694.94	2,694.94	2,694.94

- MSA: The revised framework on MSA renewals has been agreed with both our customers. The renewal of co-locations will provide us with long term revenue visibility from a substantial part of our portfolio for the next 10 years
- Receivables: Stress in receivables driven by financial position of one of the customers. Primary security completely liquidated and adjusted

Dividend payout at 47% in FY22

Indus Towers leads the way in Smart City Projects



- Since inception, Indus Towers has successfully implemented four Smart City Projects
- It includes the implementation and maintenance of Intelligent Poles, Wi-Fi services, digital billboards, and city-wide OFC networks that are integrated with a central command centre
- Public Private Partnerships in these cities enables exclusive long-term telecom infrastructure rights over these cities



One of the largest providers of Smart Cities infrastructure – Innovation on display

ESG at Indus Towers

ESG



Environmental Stewardship

Securing future by creating a sustainable and eco-friendly digital infrastructure

- **Climate Change**
- **Natural Resource**
- **Waste Management**
- **Environmental Opportunities**



Socially Responsible

Building human capital and strengthening communities

- **Human Capital**
- **Customer Responsibility**
- **Community Impact**
- **Health and Safety**



Robust Governance

Making our operations resilient and responsible

- **Corporate Governance**
- **Business Ethics**
- **Risk management**
- **Shareholder Rights**

Commitment to a sustainable future, together

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

Five CSR Pillars

Environmental Sustainability & Swachh Bharat

Education and Skill Development

Community Empowerment and Livelihood

Disaster Relief & Rehabilitation initiatives

Other Need Based Initiatives

Major Partners and Contributions FY 22

- Rural education - **Bharti Foundation, IIMPACT**
- Digital literacy, Smart Agri - **Vodafone Foundation**
- Scholarship : Underprivileged Children – **Foundation for excellence**
- Scholarship : Differently-abled - **Shishu Sarothi**
- Rehabilitating abandoned children - **SOS**
- Digital Literacy – **NIIT Foundation**
- Need Based Initiatives : Oxygen Generator Plants – **Dehradun, Meerut;**
Mobile Health Van – **Mumbai;** Construction of Girl Child Toilets–
Dehradun

3.7 million lives impacted through CSR till date

Indus Towers contributed INR 356.29 Mn towards various CSR projects in FY 22

Disaster Management : Business Continuity Plan



One Company
One BCP

Disaster	Circles impacted	Sites affected	Restoration
Cyclone Tauktae	Gujarat, Maharashtra & Goa, Mumbai, Karnataka, Kerala	2569	Same day restoration : 1789 Sites Remaining Sites : 4 Days (Gujarat)
Cyclone Yaas	West Bengal and Odisha	500	100% Sites recovered within 30 mins using Indus BCP process
Cyclone Gulab	Andhra Pradesh, Odisha and West Bengal	551	90% Sites recovered within 30 mins using Indus BCP process. Remaining within 24 hours
Rains and Floods	Various states	612	No prolonged outage with the help of Quick Response Teams

With Business Continuity Plan (BCP) in place, network recovery time reduced from ~15 days in FY 21 to ~3 days in FY22

Ensuring that our infrastructure stands and delivers the Network 24x7 during such adversities

Disaster Management : Recent Floods in NESAs



The field force braved several challenges to maintain the network, thus enabling connectivity in challenging times

Awards and Recognitions (1/3)

Gallup Exceptional Workplace Award 2022



Indus won the **Gallup Exceptional Work Place Award 2022** for the 9th consecutive year since 2014



Indus Towers recognized as the finalist in **Aegis Graham Bell Awards for Innovative Digital Workplace.**



Indus Towers is the **WINNER** of **20th Annual Greentech Safety India Award 2021** for outstanding achievements in "**Safety Excellence**" category.



Indus M&G Circle wins a Special Jury Award at **CII's 17th Kaizen Competition, Maharashtra State Level for Safe DG Operations.**

Awards and Recognitions (2/3)



Indus Towers wins 3 Awards from **Corporate Counsel Association of India (CCAI)** for Ace General Counsel, Outstanding In-house Counsel for Compliances and Rising Star (In-house).



Indus Towers wins 2 Awards from **Indian National Bar Association (INBA)** for Legal Team of the Year and Young In-House Counsel of the Year.



Indus Towers wins 2 **Frost & Sullivan's Project Evaluation and Recognition Program (PERP) 2021 Awards** under Operational Excellence – Service Sector.



Indus Towers wins **Rotary CSR Awards 2021** for Basic Education and Literacy.

Awards and Recognitions (3/3)



Golden Peacock Awards®
A Strategic Tool to Lead the Competition

Indus Towers wins the Golden Peacock award for risk management (GPARM)

bharti
Bharti Foundation

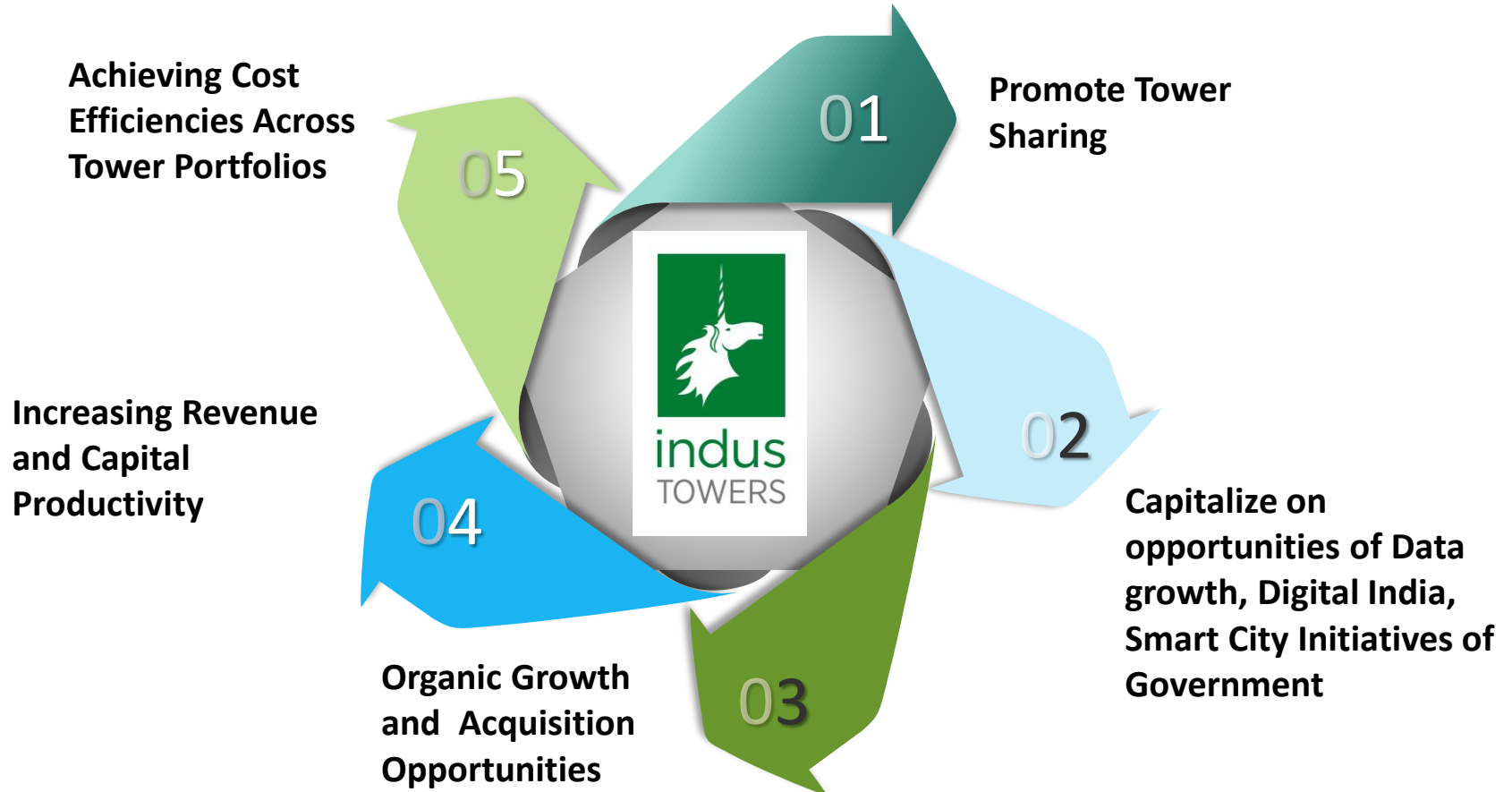
Indus Towers wins 2 Company awards & 3 Employee awards in the 11th Edition of Bharti–Changemaker Awards:

Gold Award for Indus scholarship program for students with disability
Gold Award for Disaster Initiative- Support to **India's largest Covid Care Centre**
Employee awards - **Gold award** under short term initiatives ; **Silver and Bronze** under Long Term initiatives

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Our Five-Pronged Strategy



Thank you.



Putting India First