

Annual General Meeting 2022-23



31st August 2023



Putting India First

Agenda



1. About Us
2. Telecom Industry Landscape
3. Indus Towers – Performance
4. Technology and Digitalization
5. ESG Commitments
6. Awards and Recognitions
7. Strategic Priorities

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Indus Towers – Who we are?



Towers and Colocations

India's Leading TowerCo
192,874 macro towers* and 342,831 colocations across 22 Telecom Circles



Financials- Top & Bottom Line

Revenue INRm 283,818;
EBITDA INRm 97,670; PAT INRm 20,400



Product Portfolio

Wide Product portfolio
Catering to customer needs - built a portfolio of 6,924 colocations on lean towers



Financials- Key Metrics

Market Cap – Rs 385 Billion; Enterprise Value – Rs 574 Billion, ROCE 11.0%



Partners & Landlords

>2,600 Partners
>276,000 Landlords



Smart Cities

Five Smart Cities
New Delhi, Bhopal, Vadodara, Dehradun, Gurugram



Process Driven

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



Gallup

Gallup Exceptional Workplace Award for the 10th consecutive year since 2014

*Excludes lean towers and corresponding colocations

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

Note : All figures as on 31st March 2023

Mission, Vision & Values

OUR MISSION

“ We Transform Lives through Sustainable Digital Infrastructure and Services ”



OUR VISION

Strive for Customer Delight through continuous Innovation

OPERATIONAL EFFICIENCY

SPEED AND QUALITY OF EXECUTION

COST EFFICIENCY AND VALUE DELIVERY



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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Government Committed to Rapid Infra Deployment



- Launch of 'Gati Shakti Sanchar' portal to facilitate and ease the approval process for 'Right of Way' ("RoW")
- Use of street furniture for deployment of small cells at a nominal cost
- No approval required to deploy telegraph infrastructure over a private property; Only intimation to be submitted
- Draft telecom bill released to amend the existing legal and regulatory framework which would help protect the interests of consumers and ensure fair competition

Government continues to take actions to ensure the swift deployment of telecom infrastructure across the nation

India Witnessing one of the Fastest 5G Rollouts

Spectrum Auctions

- Total acquisition of 51,226 MHz of spectrum out of 72,098 MHz put up for auction
- Spend of more than Rs. 1.5 Trillion towards spectrum purchase

5G rollout

- 5G already launched in more than 500 cities. Pan-India rollout expected within 18 months of commencement, one of the fastest in the world.
- 5G subscriptions in India expected to reach the 500 million mark by 2027 as per Ericsson

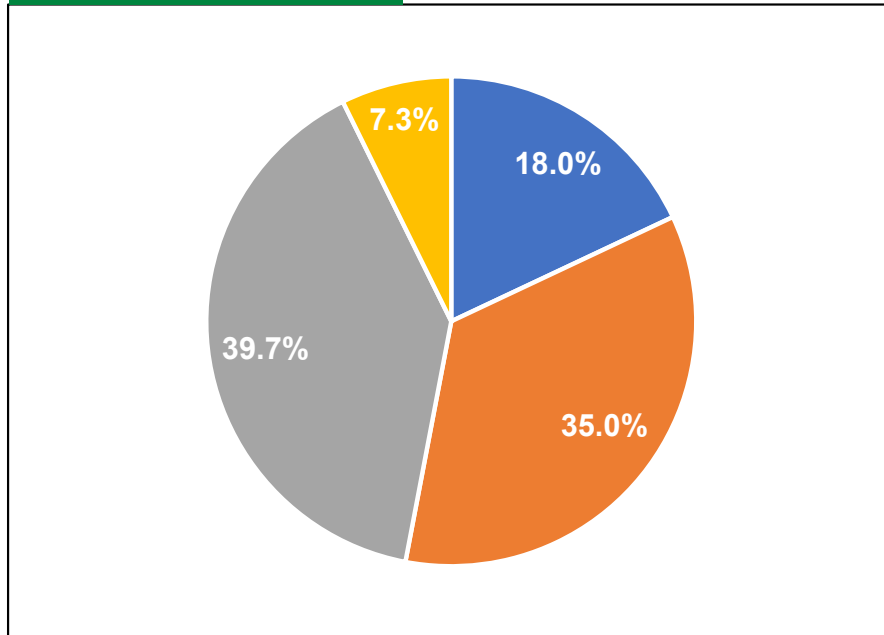
Opportunity for Indus

- 5G loading has already started adding to revenues; expected to increase further
- Requirement for additional sites as the penetration of 5G services increases

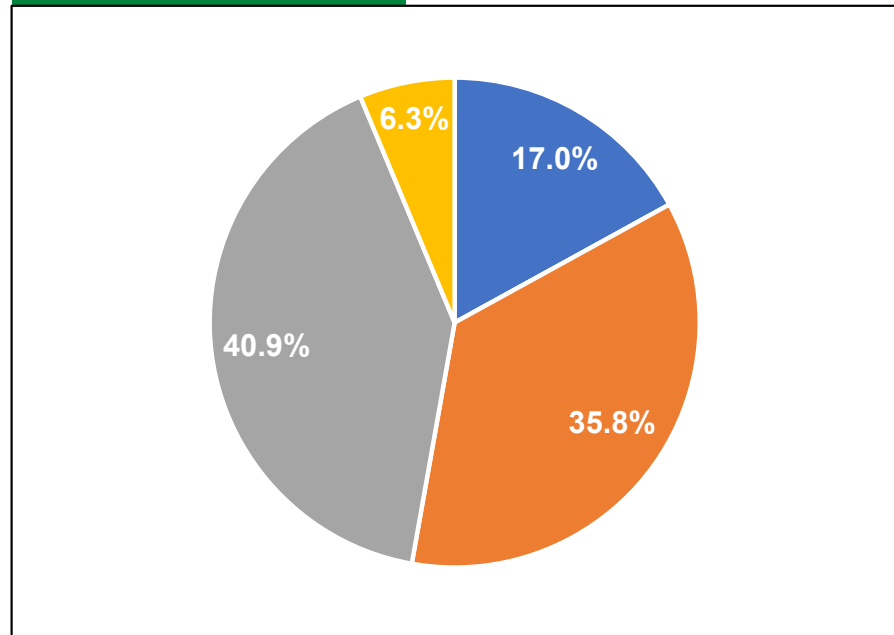
Indus in a good position to capitalize on growing 5G opportunity given its leadership in providing passive infrastructure services

Operator Revenue Market Share

FY 22 – Rs. 1.9 Trillion



FY 23 – Rs. 2.2 Trillion



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

14% YoY growth in industry revenues

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Performance at a Glance : 2022-23

Towers*

192,874
Up 4% YoY

Colocations*

342,831
Up 2% YoY

Sharing Factor

1.78
Closing Sharing Factor

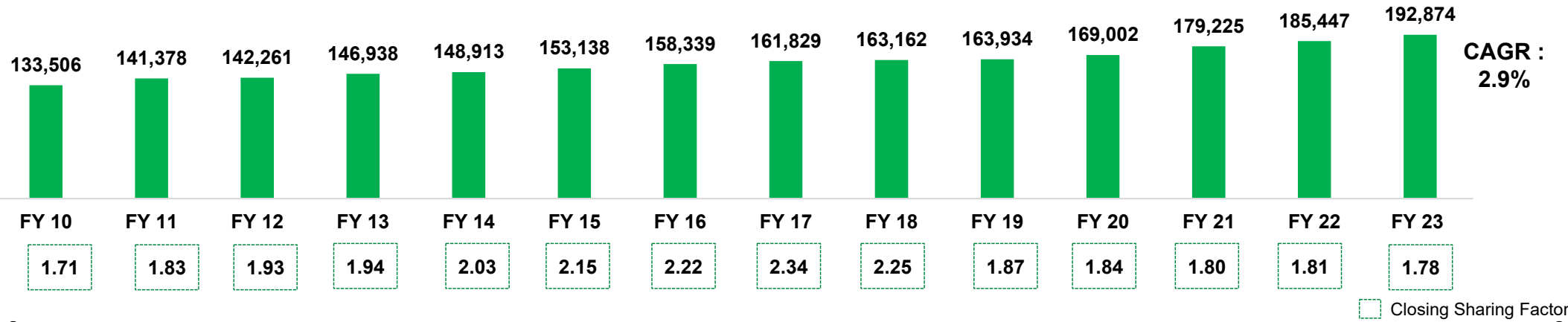
Financial Indicators	UoM	FY 22	FY 23	Change Y-o-Y
Revenue	INRm	277,172	283,818	2.4%
EBITDA	INRm	149,429	97,670	(35%)
EBITDA Margin	%	53.9%	34.4%	(19.5%)
Net Profit after Tax	INRm	63,731	20,400	(68%)

*Excludes lean towers and corresponding colocations

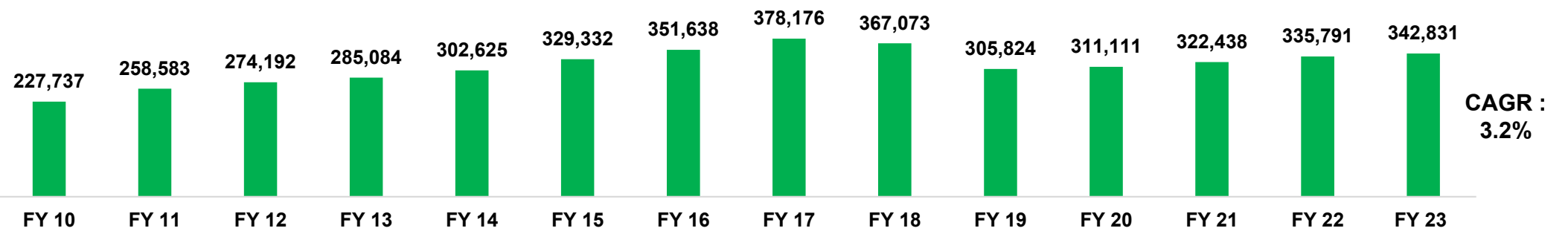
Operational growth continued; profitability impacted by one-off provisions due to collections issues from a major customer

Towers and Colocations

Total Towers*



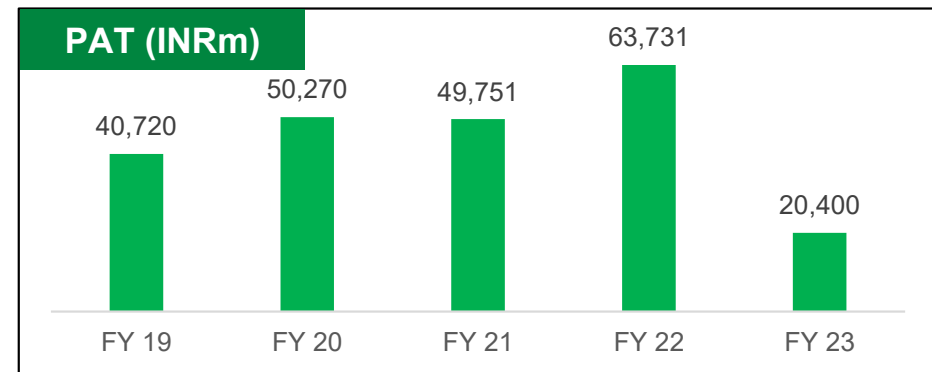
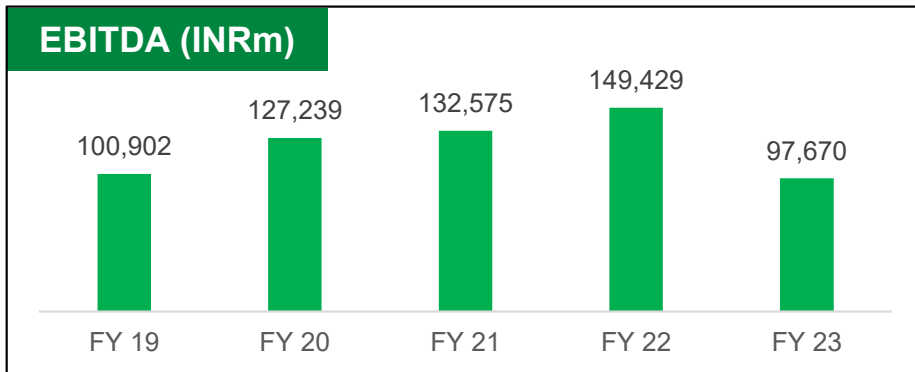
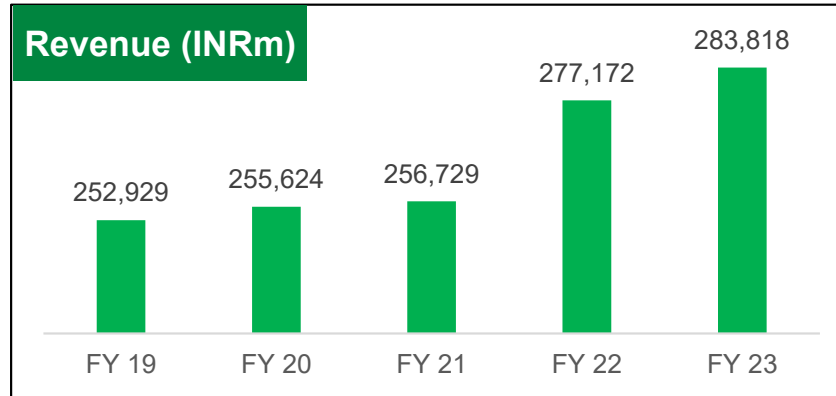
Total Colocations*



Steady growth in tower and colocation base

*Excludes lean towers and corresponding colocations

Steady Revenue Performance



40%

50%

52%

54%

34%

Margins

16%

20%

19%

23%

7%

Revenue continued to grow; profitability in FY23 impacted by collections issues

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

Deployment in Frontier Areas

Border Sites



Siachen Base Camp



Deployment in tough terrain of frontier areas to enable connectivity for the armed forces

Operations in Challenging Times



Maintaining network availability during natural calamities across the country

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Technological Innovation

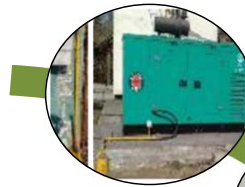
Structure Innovation



Light-weight Tower for same Loading

Energy Innovation

Tech Innovation



Use of Piped Natural Gas



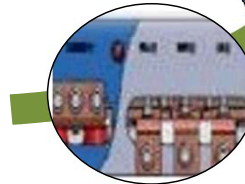
Lithium-ion Battery



Aluminium-Air Storage Solution

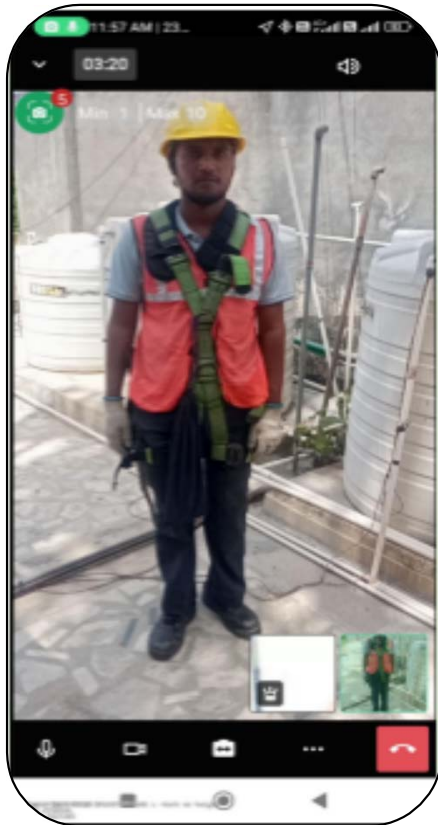


Use of Solar Energy



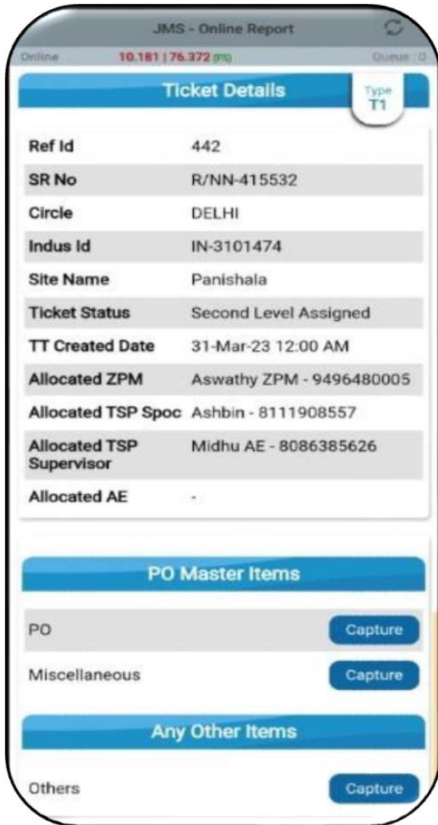
Hot Swappable Battery Transfer Switch

Digital Transformation



Digitalization in Safety

Digitalization in Deployment and Operations



Digitalization initiatives making safety processes robust and improving productivity

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ESG – Our Commitments



Environmental Stewardship

Net Zero by 2050

Expand Renewable Energy Portfolio

Zero Waste



Social Responsibility

Zero Harm

Positively Impact Communities

Diversity and Inclusion across the value chain



Robust Governance

Compliance & Disclosures

Sustainable Supply Chain

Commitment to a sustainable future for all

Indus CSR – Empowering Lives Across Nation



Strengthening our social commitment to empower underprivileged and vulnerable sections of the society

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Awards & Recognitions



**Golden Peacock Award (2022)
for Risk Management**



**Gallup Exceptional
Workplace Award 2023**



**CII Champions trophy –
Platinum Category**



**CII-WAREX Titanium Rating for
5 Warehouses**



**14th ELSC Leadership Awards
for Logistics and Supply Chain**



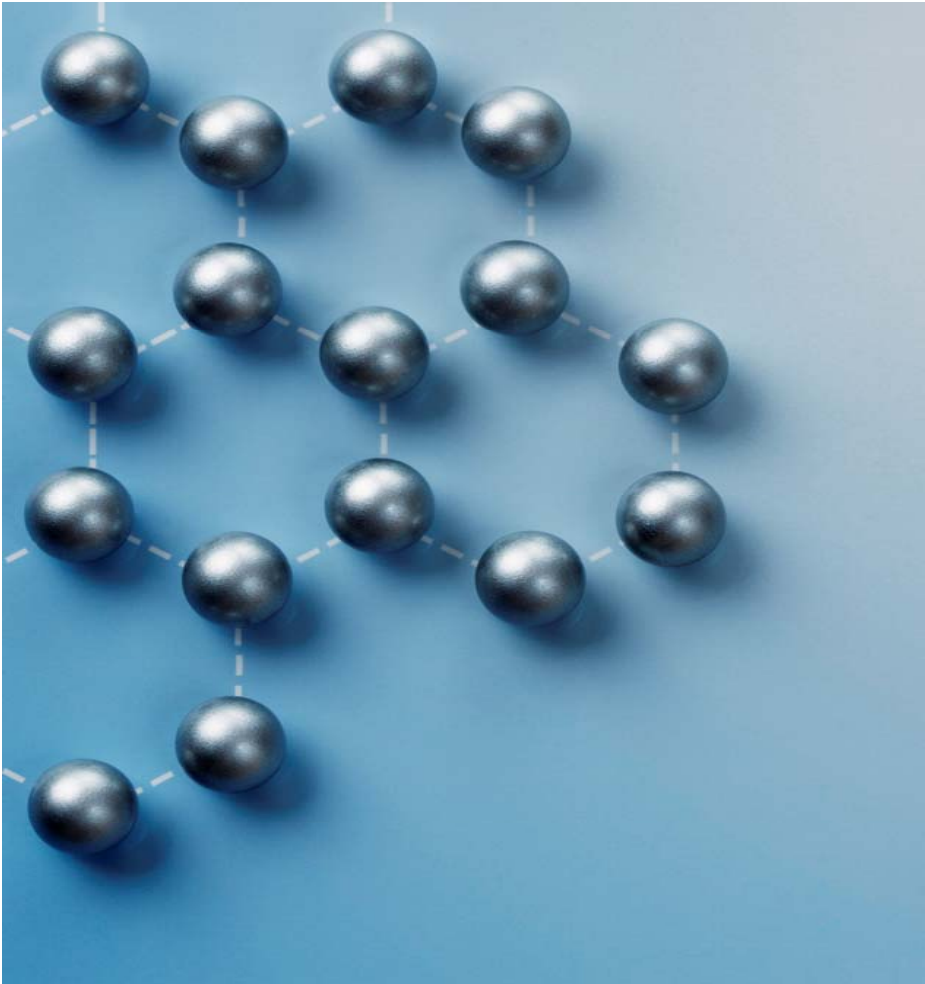
**ESG Award by Transformance
– Best Emerging Company of
the Year**

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Strategic Priorities



- 1 Growth
- 2 Operational Efficiencies
- 3 ESG

Thank You

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