

**TATA COMMUNICATIONS**



**Q3 2024**

# **INVESTOR PRESENTATION**

**18<sup>TH</sup> JAN 2024**

## SAFE HARBOUR

Certain words and statements in this presentation concerning Tata Communications and its prospects, and other statements, including those relating to Tata Communications expected financial position, business strategy, the future development of Tata Communications' operations, and the general economy in India, are forward-looking statements. Such statements involve known and unknown risks, uncertainties and other factors, including financial, regulatory and environmental, as well as those relating to industry growth and trend projections, which may cause actual results, performance or achievements of Tata Communications, or industry results, to differ materially from those expressed or implied by such forward-looking statements. The important factors that could cause actual results, performance or achievements to differ materially from such forward-looking statements include, among others, failure to increase the volume of traffic on Tata Communications' network; failure to develop new products and services that meet customer demands and generate acceptable margins; failure to successfully complete commercial testing of new technology and information systems to support new products and services, including voice transmission services; failure to stabilize or reduce the rate of price compression on certain of the company's communications services; failure to integrate strategic acquisitions and changes in government policies or regulations of India and, in particular, changes relating to the administration of Tata Communications' industry; and, in general, the economic, business and credit conditions in India. Additional factors that could cause actual results, performance or achievements to differ materially from such forward-looking statements, many of which are not in Tata Communications' control, include, but are not limited to, those risk factors discussed in Tata Communications Limited's Annual Reports.

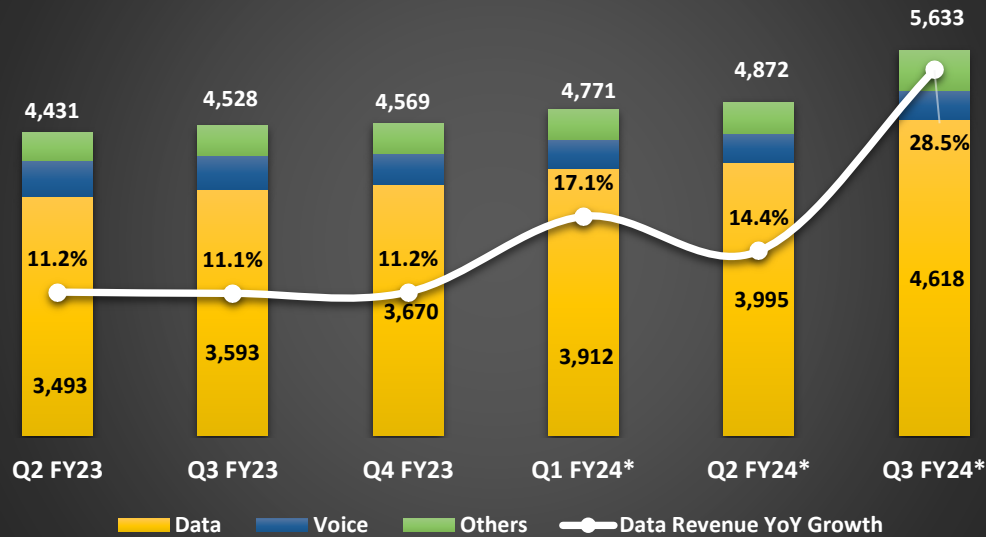
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# FINANCIAL HIGHLIGHTS

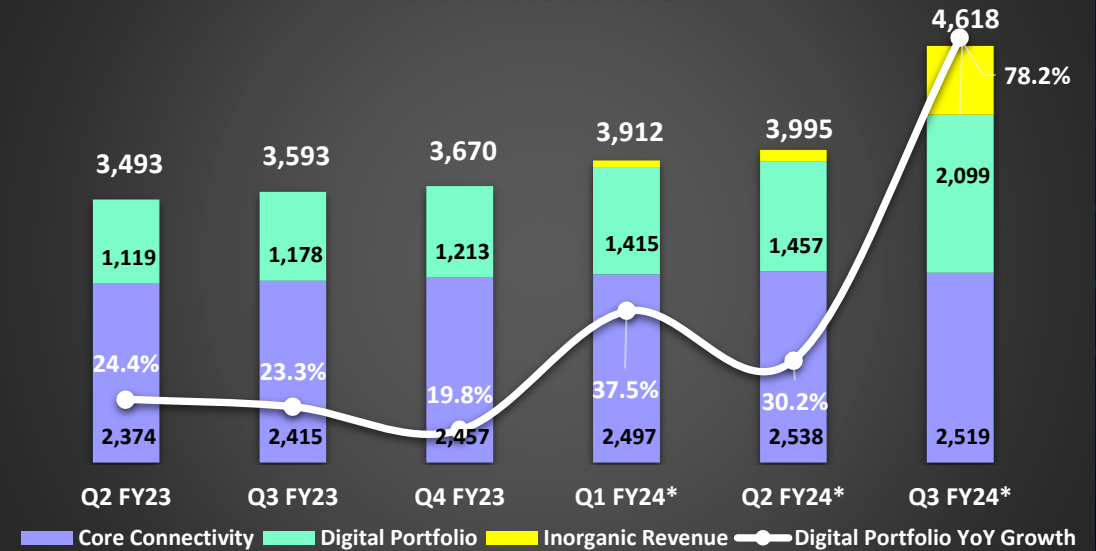
Key Parameters	Q3 FY24	YoY Growth
Reported Total Revenue <sup>#</sup>	5,633	24.4%
Reported Data Revenue <sup>#</sup>	4,618	28.5%
Underlying Data Revenue	3,831	6.6%
Core Connectivity Revenue	2,519	4.3%
Digital Portfolio Revenue <sup>#</sup>	2,099	78.2%
Others Revenue* (Voice, Subs & Rental)	1,015	8.5%
Consolidated EBITDA <sup>#</sup> %	20.1%	(365) bps
Underlying EBITDA %	21.7%	(209) bps
ROCE <sup>#</sup> (%)	21.0%	(740) bps

All figures are in INR Crores, unless stated otherwise  
<sup>#</sup>FY24 metrics are calculated after including inorganic financial markers  
 \*Others Revenue include, Voice, Subsidiaries & Rentals.

### Revenue Growth



### Data Revenue



### Q3FY24



28.5%

Reported Data Revenue Growth YoY



6.6%

Underlying Data Revenue Growth YoY

### Q3FY24



78.2%

Reported Digital Portfolio Revenue Growth YoY

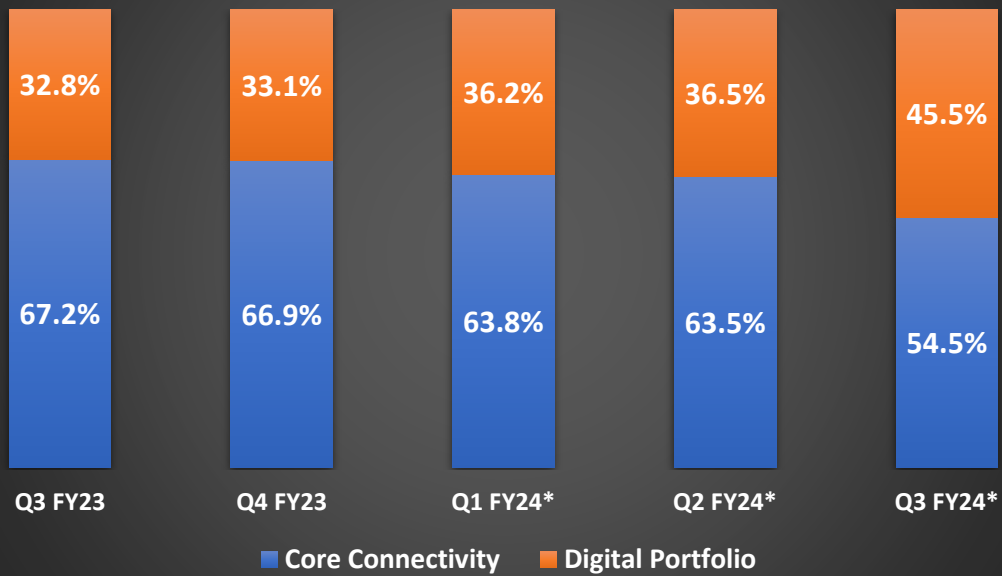


11.4%

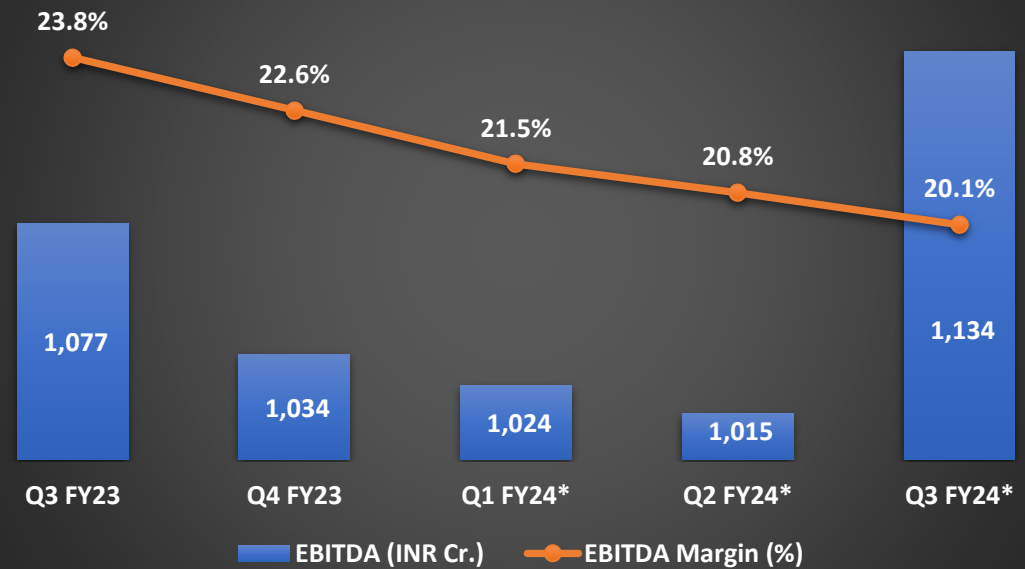
Underlying Digital Portfolio Revenue Growth YoY

OTHER TRENDS

Data Revenue Mix



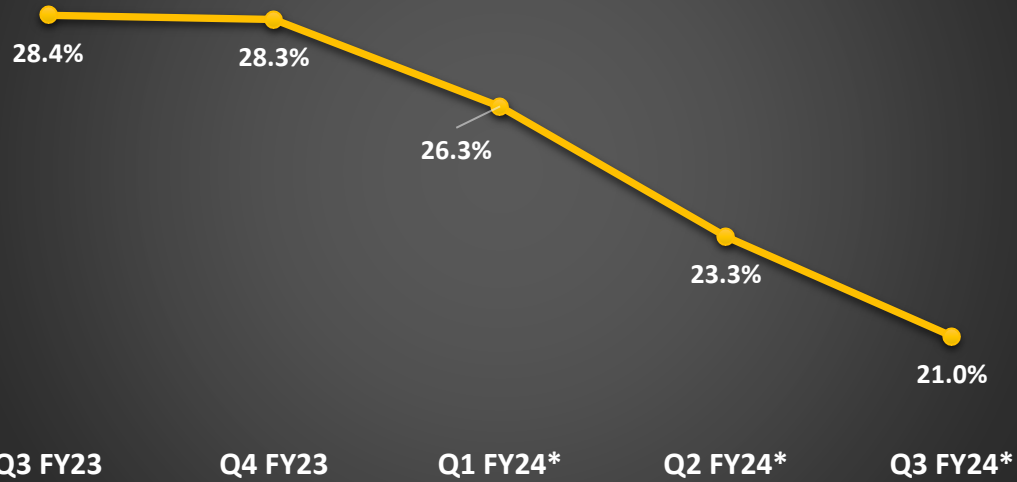
Consolidated EBITDA Trends



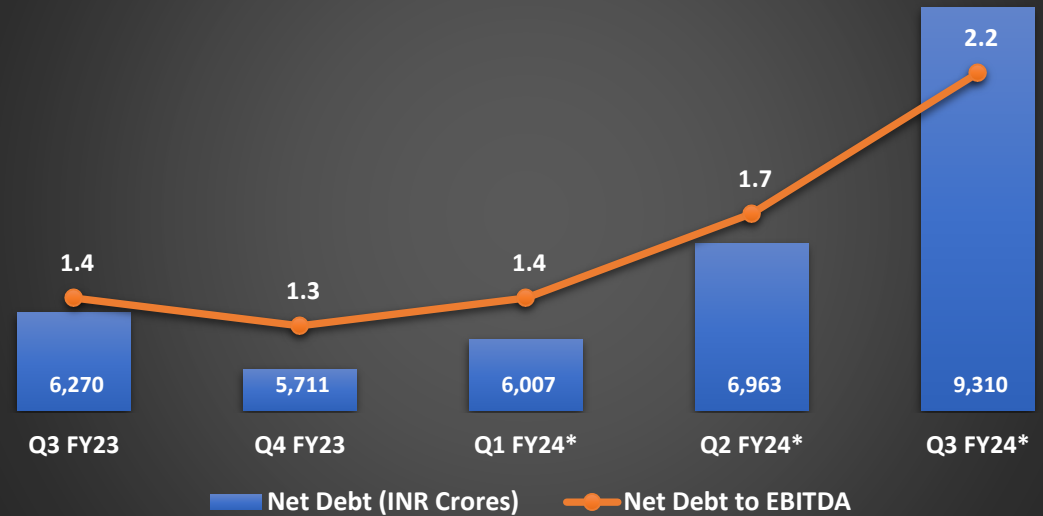
✓ Revenue contribution of the Digital Portfolio continues to witness steady improvement in line with our ambition of making it 50% of the data business

KEY RATIOS

Return on Capital Employed (%)



Debt Profile



- ✓ Continue to invest responsibly and in control of our KPIs.
- ✓ Confident of achieving our stated ambitions as we are directionally moving ahead in the right trajectory. Relentless execution of both organic and inorganic investments will help drive both scale and operating leverage.

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 \*FY24 metrics are calculated after including inorganic financial markers

## KEY TAKEAWAYS



Quarterly consolidated revenues cross the INR 5,000 Crore mark. Quarterly Data revenues cross the historic INR 4,000 Crore mark for the first time ever, growing double digit by 28.5% YoY



The Digital Portfolio contributes 45.5% of our Data Revenues, strengthening our position as a leading CommTech player



Reported Consolidated EBITDA Margins for Q3 FY24 at 20.1%; Underlying EBITDA at 21.7%; Reported EBITDA came in at INR 1,134 Crores, improving by 5.3% YoY



Kaleyra is EBITDA positive in the first quarter itself; Switch as well moving in the right direction

**TATA COMMUNICATIONS**



**THANK YOU**