



ISO 9001 : 2015

Limited

ISO 14001:2015 & ISO 45001 : 2018

CIN No. L32109MH1995PLC091107

November 18, 2023

To,  
**The Manager - CRD**  
**BSE Limited**  
P J Towers, 1<sup>st</sup> Floor,  
Dalal Street,  
Mumbai- 400001

**Scrp Code: 537259**

Dear Sir/Madam,

**Sub: Intimation of Investor Presentation for the Quarter and Half-year ended September 30, 2023**

In pursuance to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, please find enclosed herewith the Investor Presentation for the quarter and half-year ended September 30, 2023.

You are requested to take the above information on your record.

Yours faithfully,  
For **Suyog Telematics Limited**

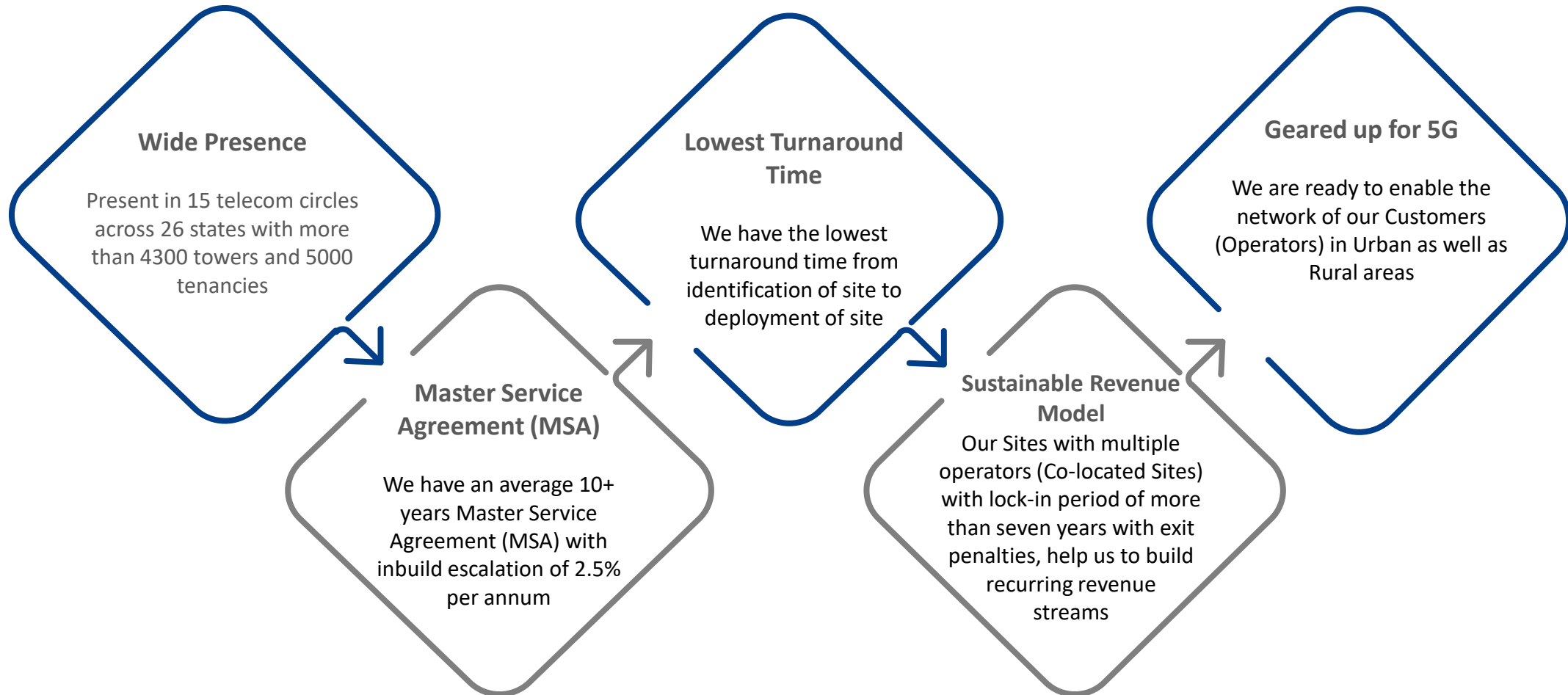
**Aarti Shukla**  
**Company Secretary & Compliance Officer**  
Mem. No.: A63670  
Place: Mumbai

**Encl.: As above**

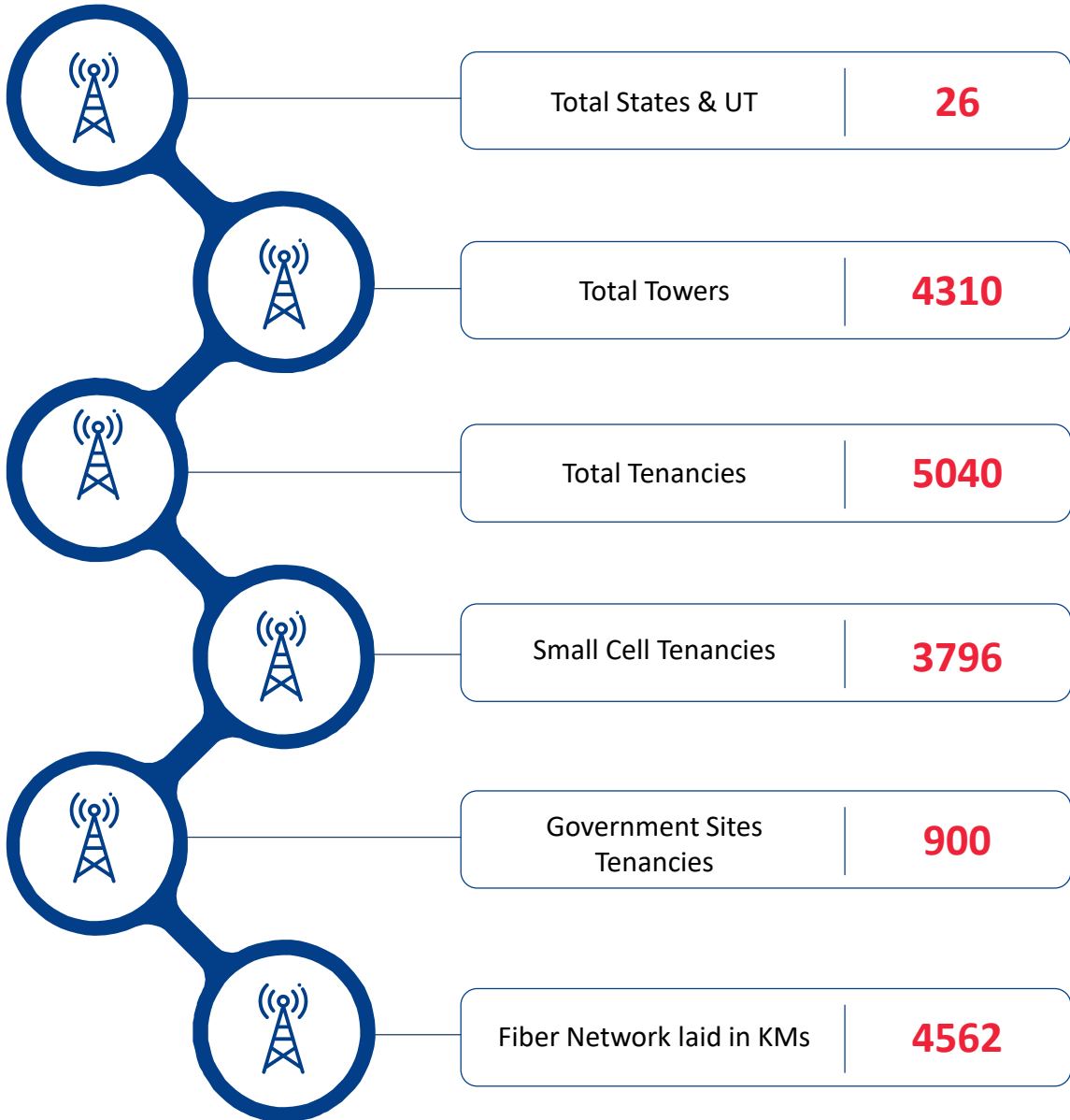
# SUYOG TELEMATICS LIMITED



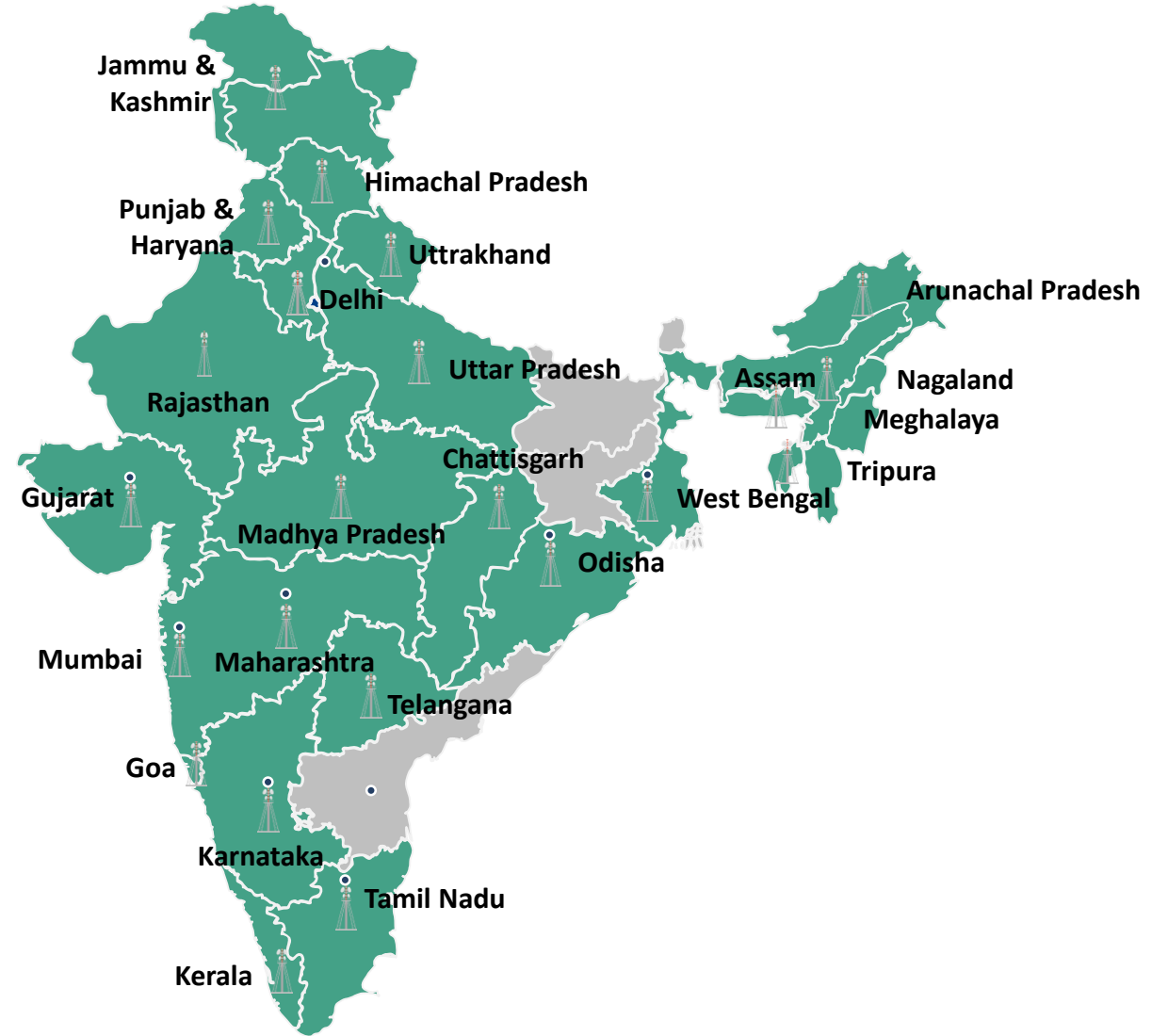
H1 FY24 Results

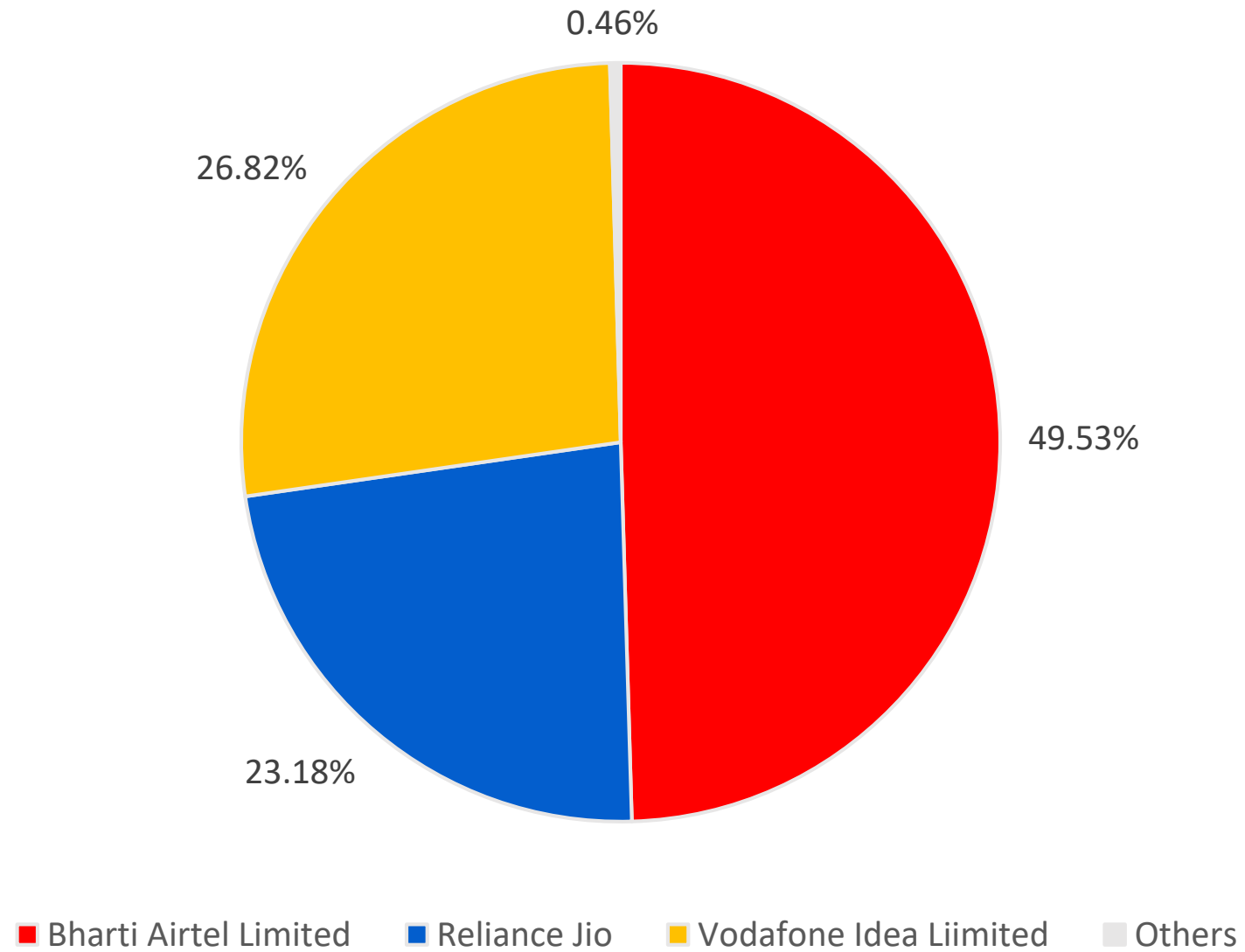


# Quick Facts



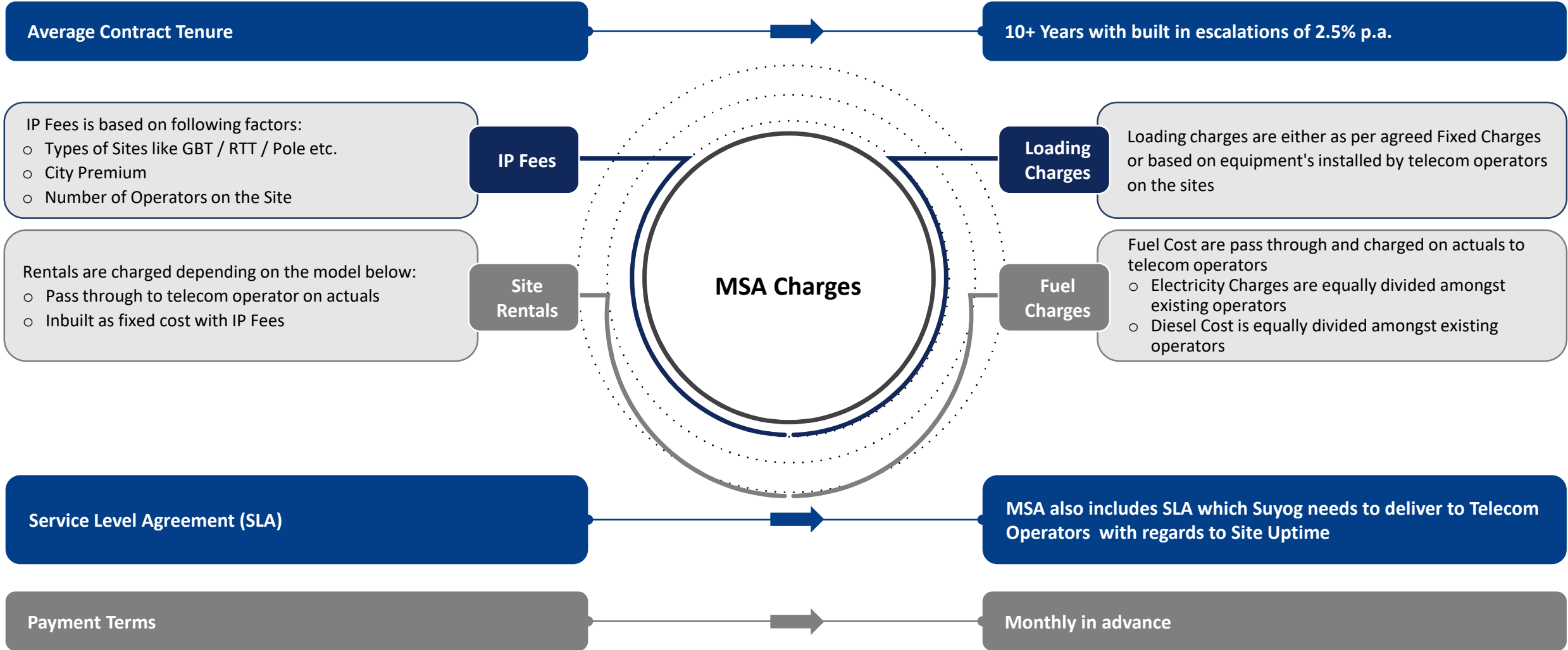
We are operationally present in 26 telecom circles and strengthening our presence with significant capex and growth plans



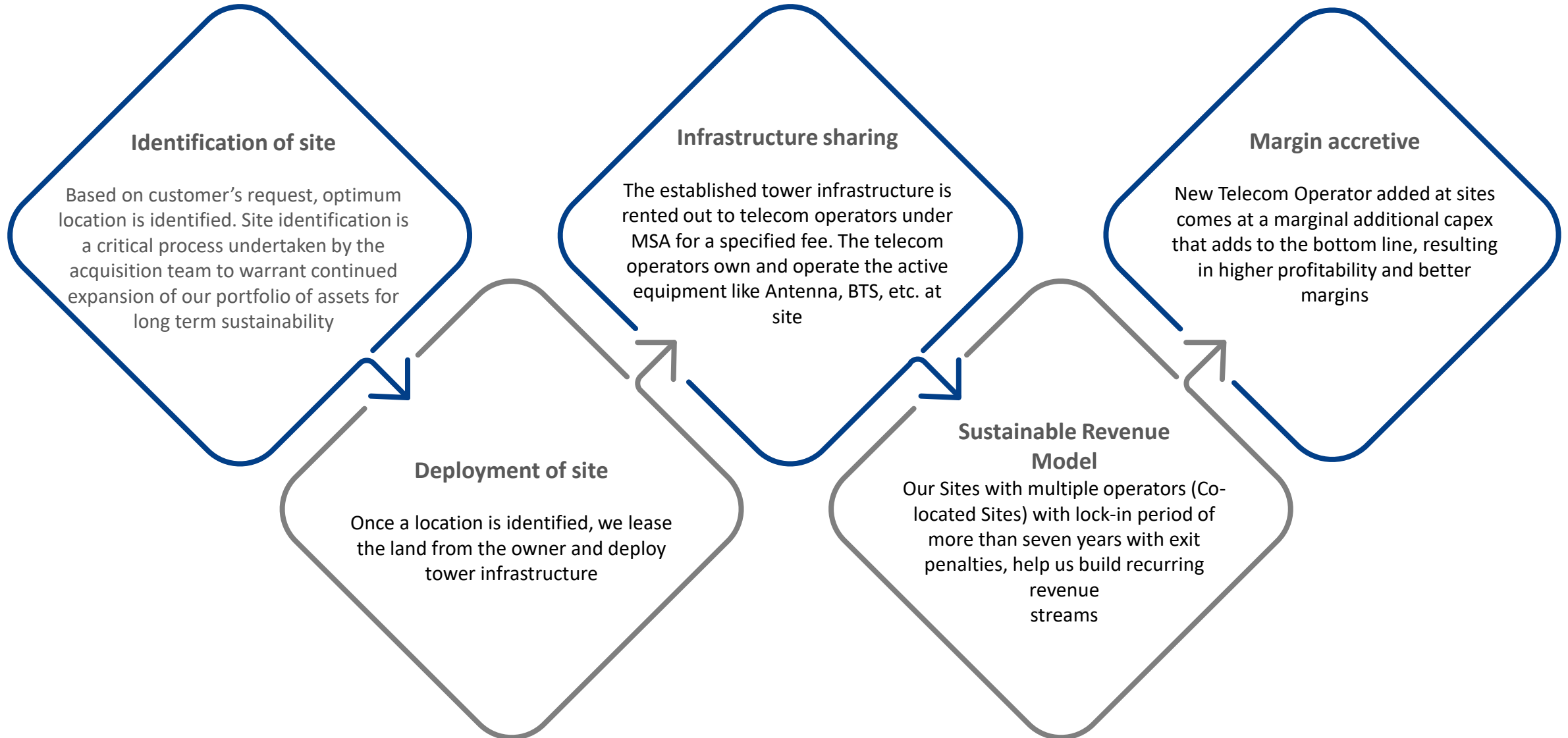


# Long Term Service Contracts (MSA's) with all Telecom Operators

## Key Features of our MSA



# Lowest Turnaround Time and Low Cost Business Model



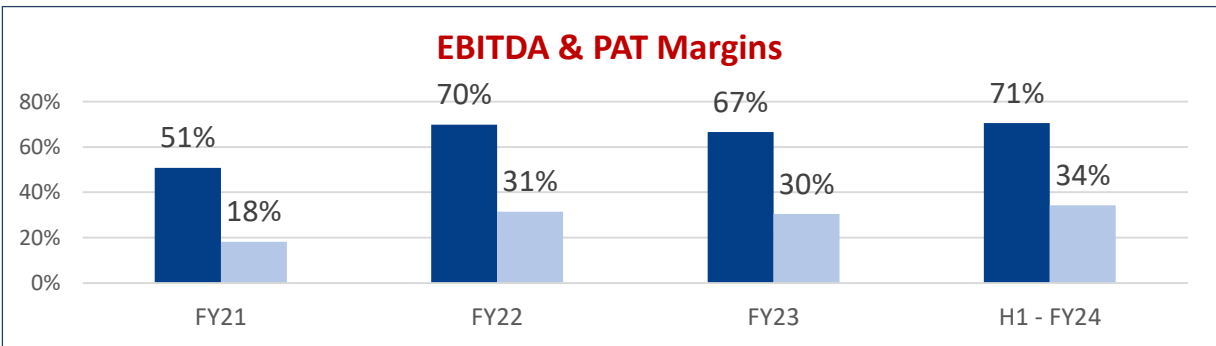
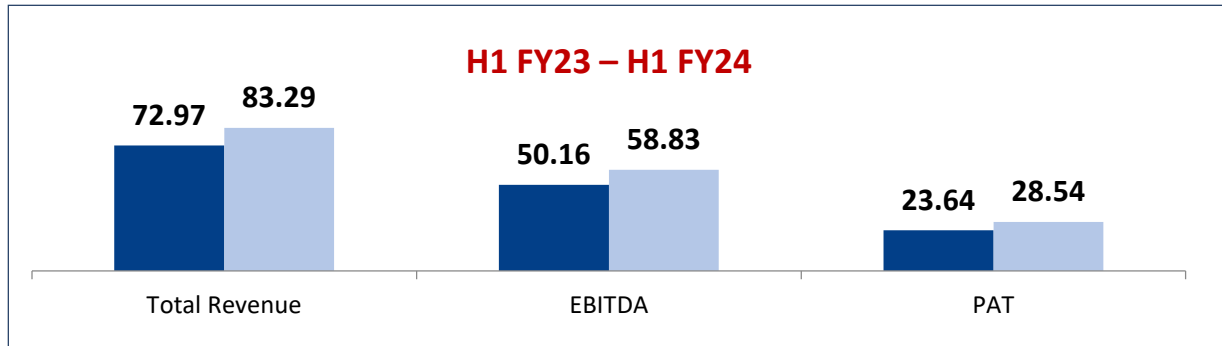
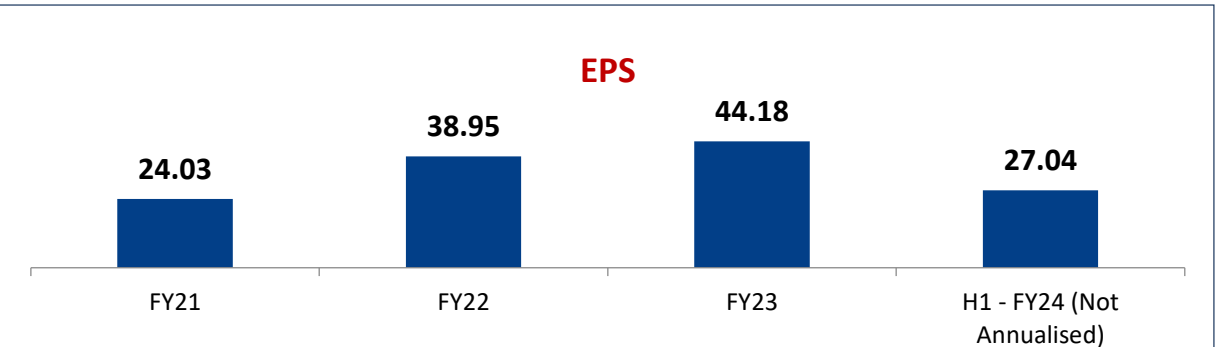
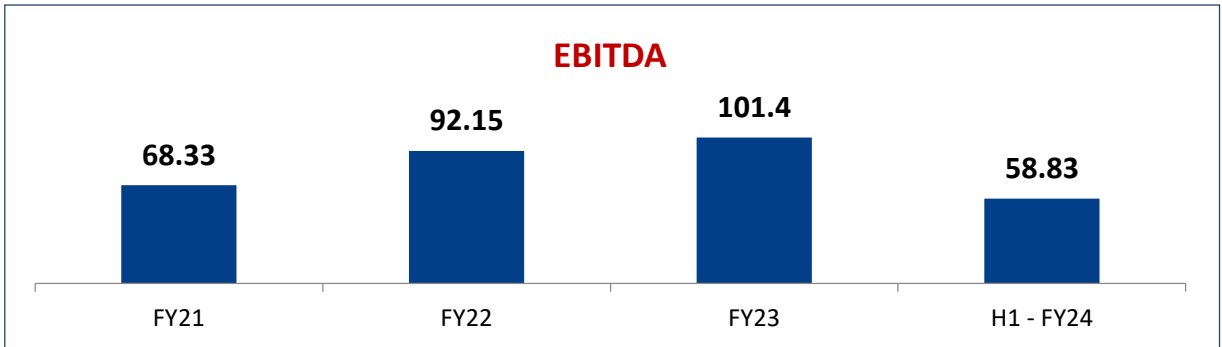
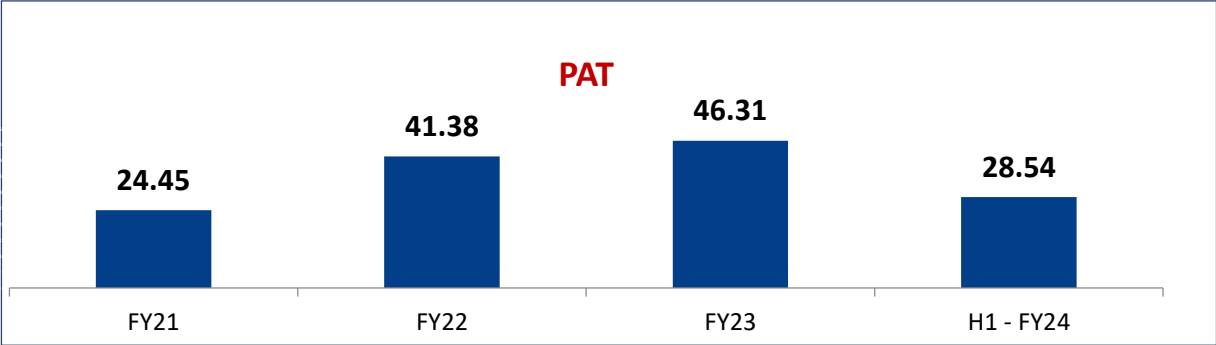
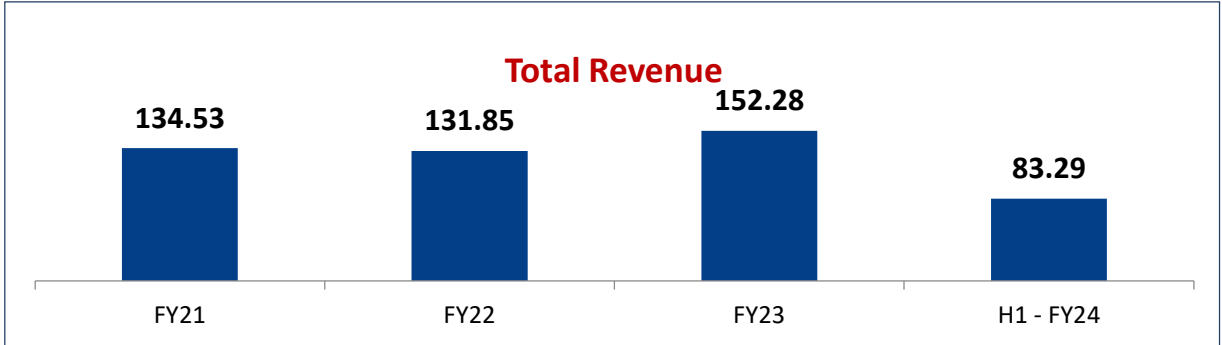




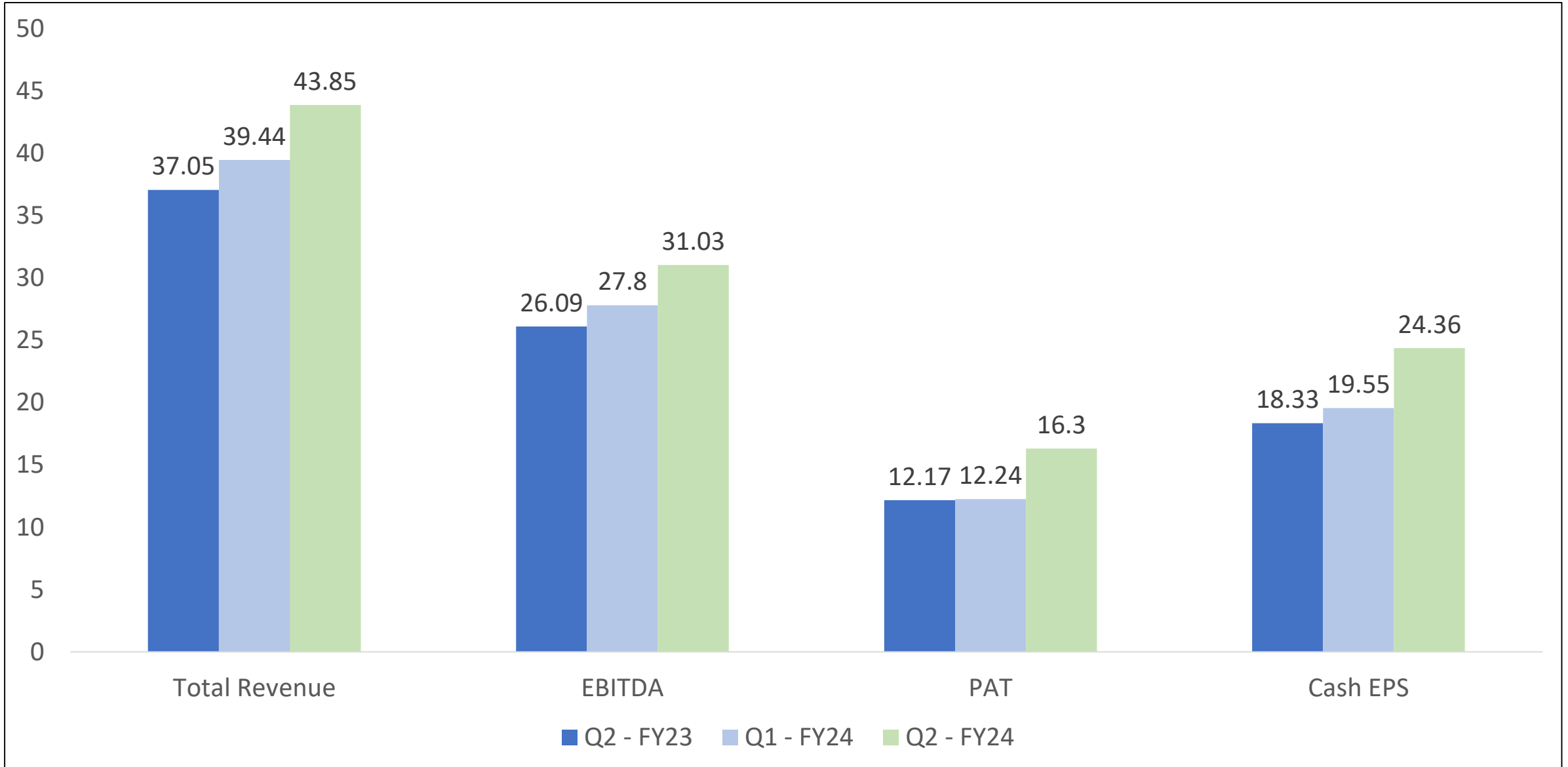
# Financial Highlights – Year on Year Comparison

Important Update: We have applied for NSE Listing and are expecting listing approval soon

Amount in Rs. Crores



Amount in Rs. Crores



## Key Features of Government Sites Agreements



**Tie – Ups with Govt. Agencies like**

MCGM Wards ...	MMRDA ...	NHAI ...	BEST ...	Monorail ...	JNPT ...	SEEPZ ...	Guj. Govt. ...
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**Sites on Govt. Establishments**

Flyovers ...	Skywalks ...	Foot over bridge ...	Highways ...	Monorail ...	Bus Depot ...	CCTV ...	Pole Sites ...
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**Allotment process**

Tender / Government Policies

**Average Contract Tenure**

10 Years



**Advantages of Govt. Sites**

<ul style="list-style-type: none"> <li>○ Low Capex requirement</li> <li>○ Low Rentals</li> <li>○ Permission for laying Fiber Optic network is also available which is utmost critical for telecom operators</li> <li>○ All Prime &amp; Critical Locations</li> </ul>	<ul style="list-style-type: none"> <li>○ No risk of termination</li> <li>○ High demand Sites by all Telcom Operators</li> <li>○ Contract easily extendable through tenders or government policies</li> </ul>
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# Market Leader in the most critical Slum Sites Segment

Slum Sites are installed in very highly populated & densely cluttered areas. Suyog is a market leader in this highly profitable segment. The company currently has 1258 operational tenancies across the country.



## High Revenue Generation

Mobile Services is the major source of communication and entertainment in Slums. These are very highly utilized sites for Voice & Data Networks and thus very profitable to Telcom Operators

## Low Site Rentals

- Rentals demanded by slum owners are very low
- High revenue low cost sites

## Low termination risk

Mobile Network has become necessity & also it leads to additional revenue for slum dwellers, there are hardly any chances of sites getting terminated.

**Major Advantages of Slum Sites:**

**Where no one reaches, we reach!!**

# Our innovative Small Cell Towers are backbone of 5G



- Small Cell Sites are the most recent innovation of telecom industry & are the future growth engines of Indian telecom tower industry. The company has a dedicated vertical for small cell rollouts to get the maximum share of telecom operators small cell rollout plan.
- Suyog is a market leader in Small Cell Segment with presence in all critical circles across India. The company has 3796 operational Small Cell tenancies across India.

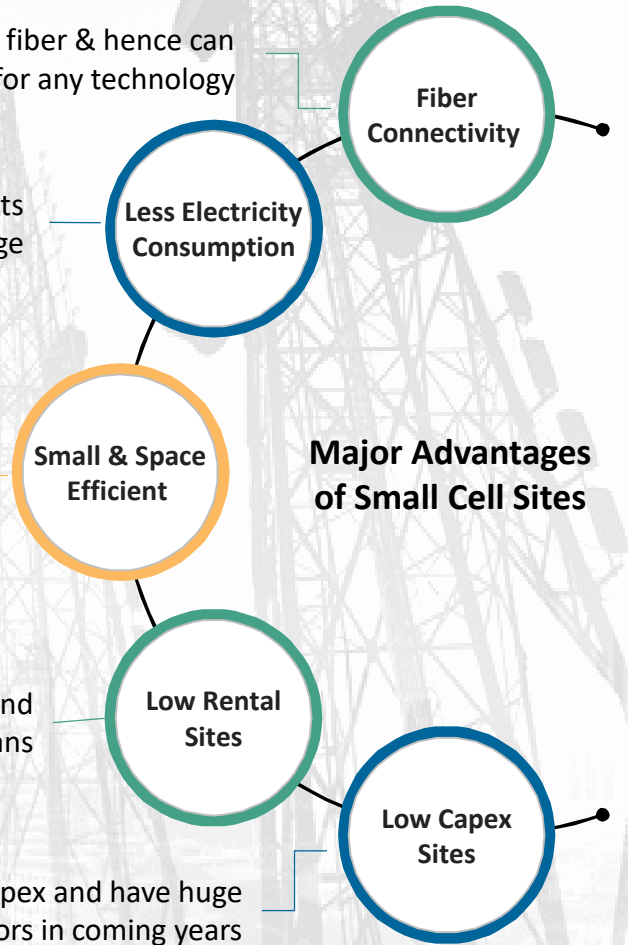
Small Cells can be easily connected with aerial fiber & hence can be easily deployed for any technology

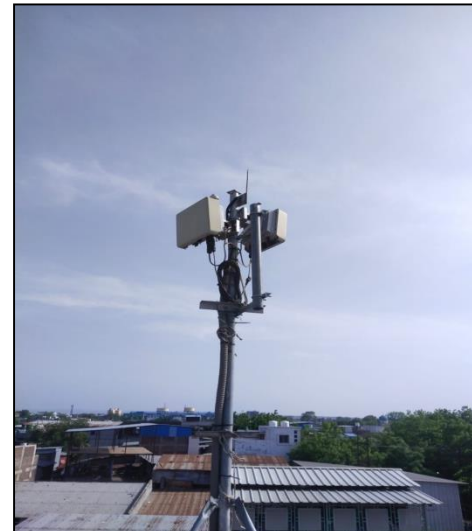
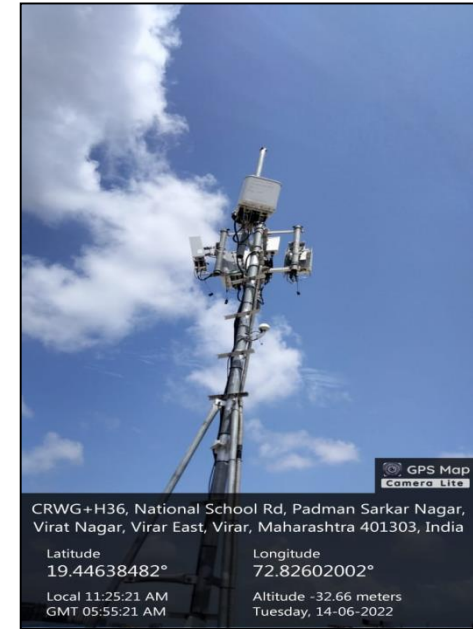
Electricity consumed by Small Cells is very low & its one of its major advantage


It can be easily deployed in the minimum available space & does not need any major / huge infrastructure

Rentals paid for small cells are also very low and hence make business case for huge deployment plans

Small Cell sites require very low capex and have huge rollout plan by all telecom operators in coming years







3QHf+8FW, Pind Padhian, Himachal Pradesh 176401, India

Latitude	Longitude
32.07747906446457°	75.77393394894898°
Lokal 07:40:11 PM	Ketinggian 233 meter
GMT 02:10:11 PM	Rabu, 03-08-2022

# We offer entire range of towers which widen our scope of expansion



**GROUND BASED TOWER**



**ROOF TOP TOWER**



**CAMOUFLAGE  
TOWER**



**COW  
TOWER**



**GBM TOWER**



We are partners to all the telecom operators in India



## **Our Vision**

**“Evolving the way world speaks”**

## **Our Mission**

**“To become the most Affordable, Innovative, Reliable and ethical sharing telecom passive infrastructure company.”**



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This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.



# Thank You



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