

ISO 9001 : 2015

Limited

ISO 14001:2015 & ISO 45001 : 2018

CIN No : L32109MH1995PLC091107

February 12, 2021

To  
**BSE Limited**  
25<sup>th</sup> Floor, Dalal Street,  
PJ Towers, Mumbai - 400001  
India

**Re: Suyog Telematics Limited (Scrip code: 537259)**

**Sub: Investor Presentation Q3FY21**

Dear Sir/Madam

Pursuant to Regulation 30 of SEBI (Listing Obligation & Disclosure Requirements) Regulations, 2015, please find enclosed investor presentation for quarter and nine months ended December 31, 2020.

Thanking You

**Yours faithfully**  
**For Suyog Telematics Limited**

*RKapur*  
**Rahul Kapur**  
Company Secretary





# SUYOG TELEMATICS LIMITED

**Q3FY21**  
Investor Presentation



Who we are.....

Robust Financial Performance.....

Our Business.....

Industry Growth Drivers.....

Board of Directors.....

Management View.....

Annexure .....

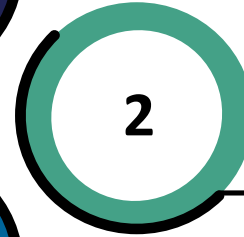
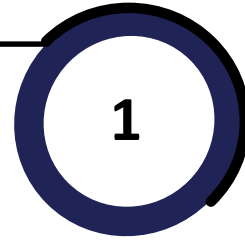


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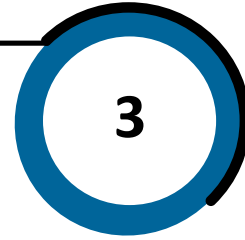
# Presentation Flow

# Installing towers and Connecting India Digitally.

Independent and Fastest growing niche telecom infrastructure Company (IP – 1 License Holder).

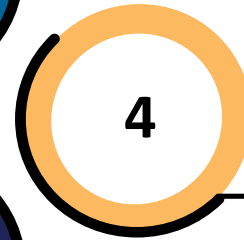
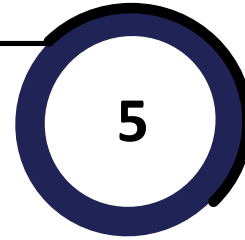


With vision of PAN India, presence in 12 key telecom circles.



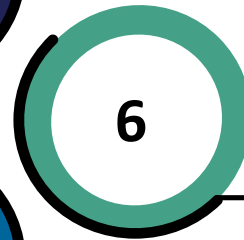
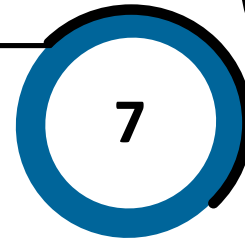
Neutral tower Company having business Relationship with all telcos (Vodafone Idea, Airtel, R-Jio, Tata and BSNL)

Built 10,000+ Roof top towers (RTT) for BSNL.

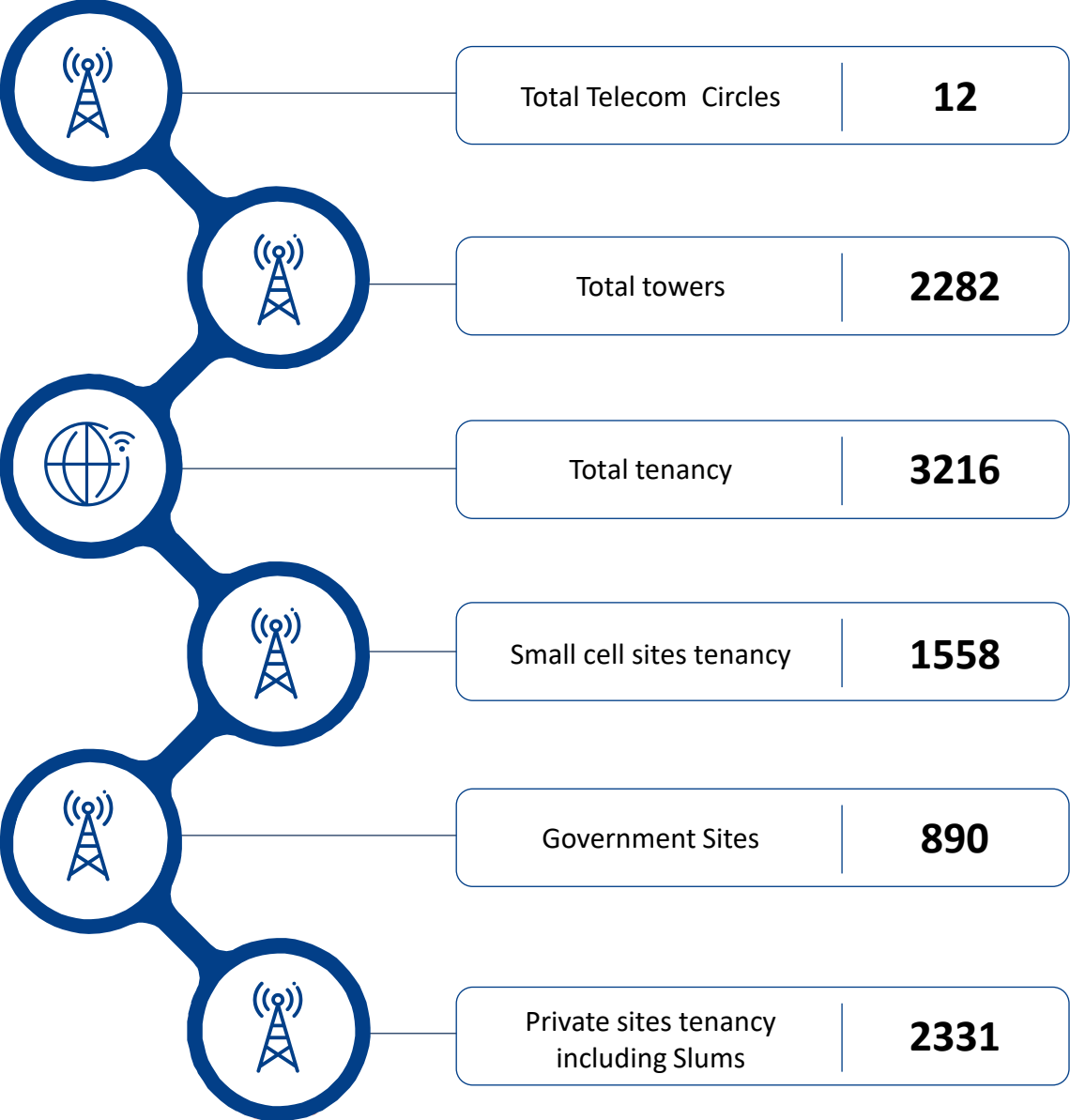


25 years' experience in building towers and specialized in low cost towers (LCS) and low turnaround time

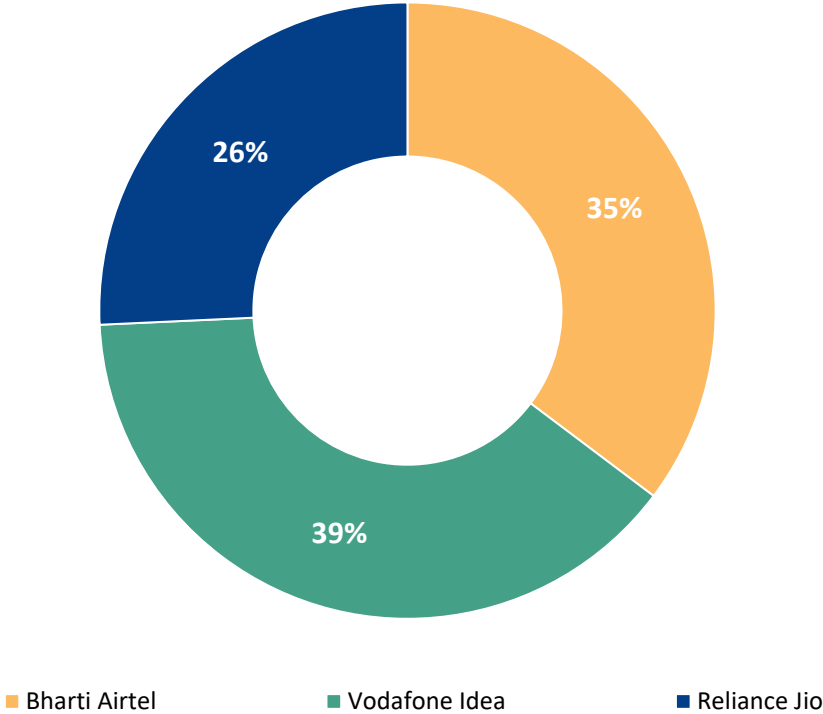
Portfolio includes 3000+ tenancies which includes like slum sites, Flyovers, skywalks, Foot over Bridge, BEST, MONORAIL, CCTV & Small cell sites.



Tower Company with maximum government sites like MMRDA, MSRDC, NHAI, BEST, MONORAIL, JNPT, etc.

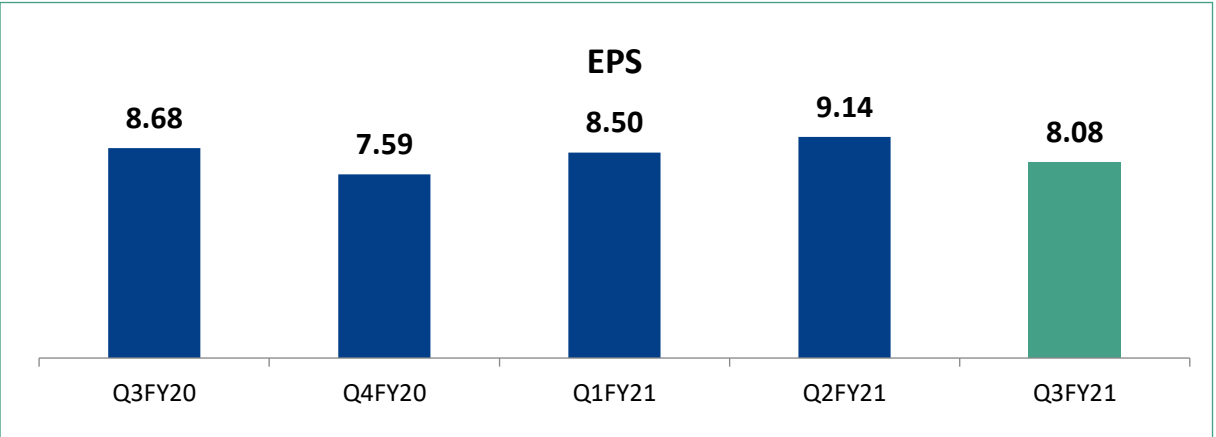
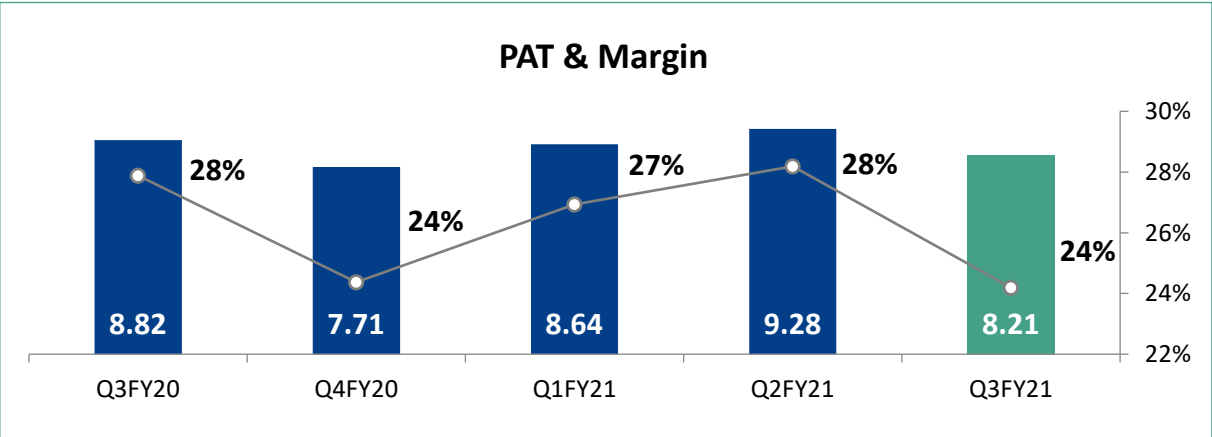
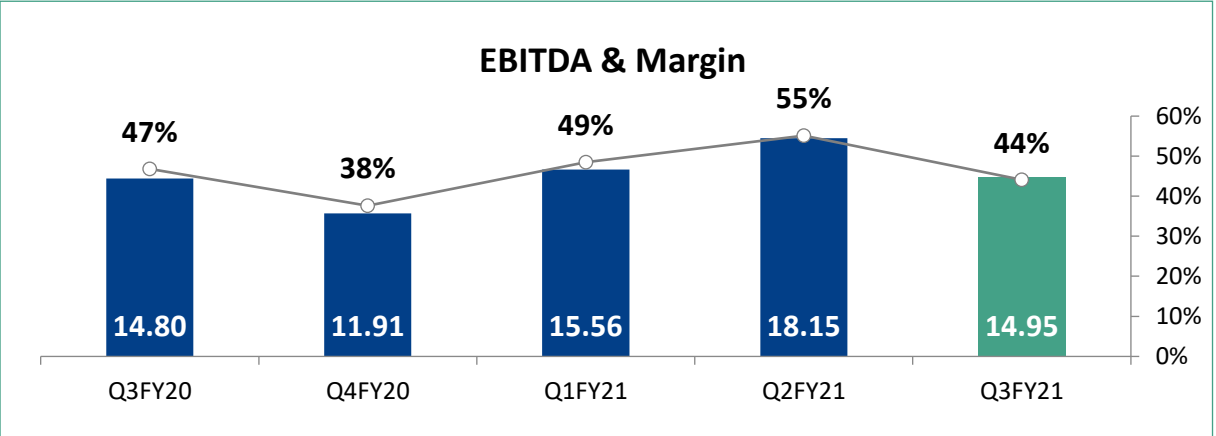
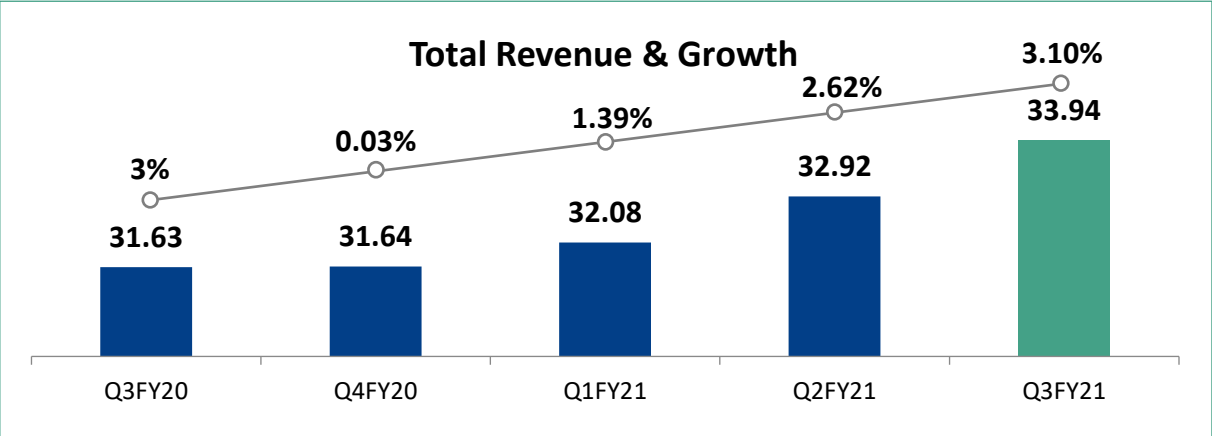


Mitigation of risk by significant Revenue share from all 3 major operators

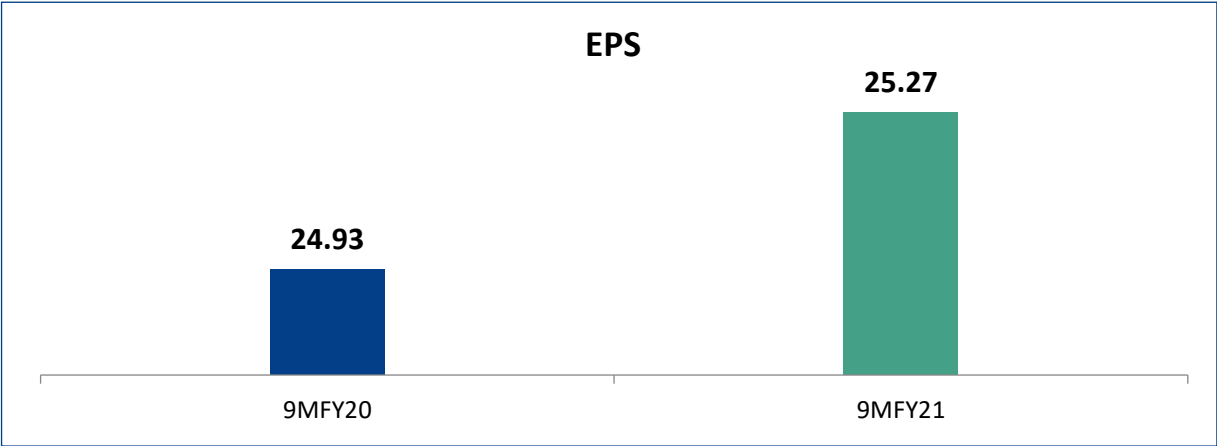
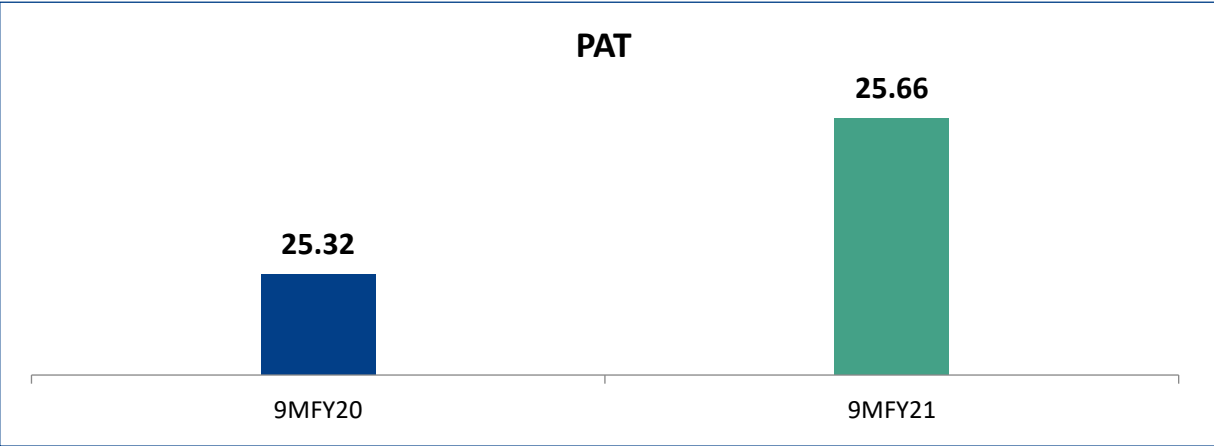
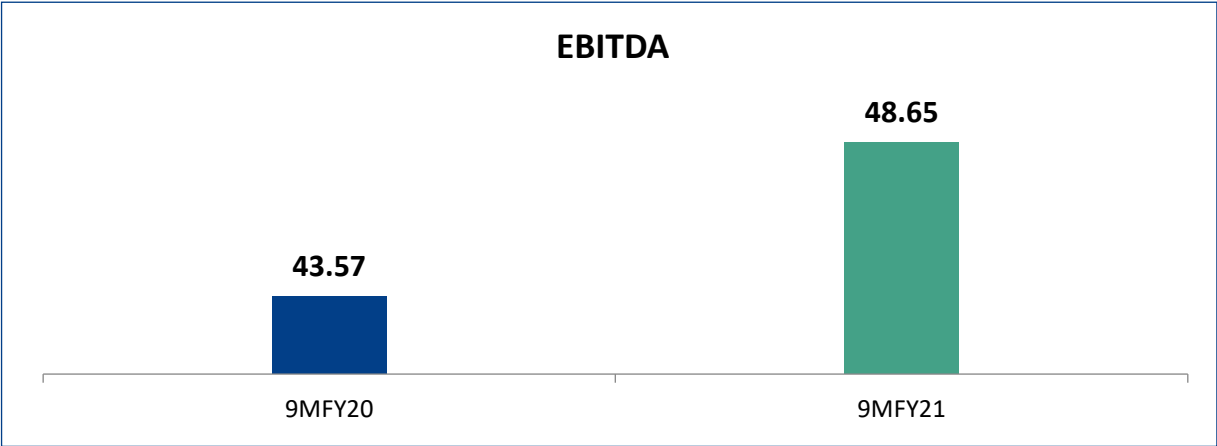


# Financial Highlights – Quarterly

amounts in cr



amounts in cr



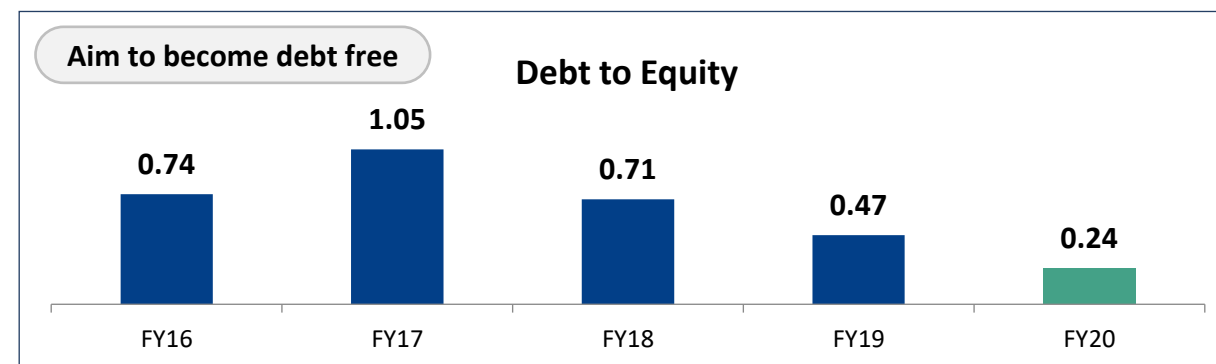
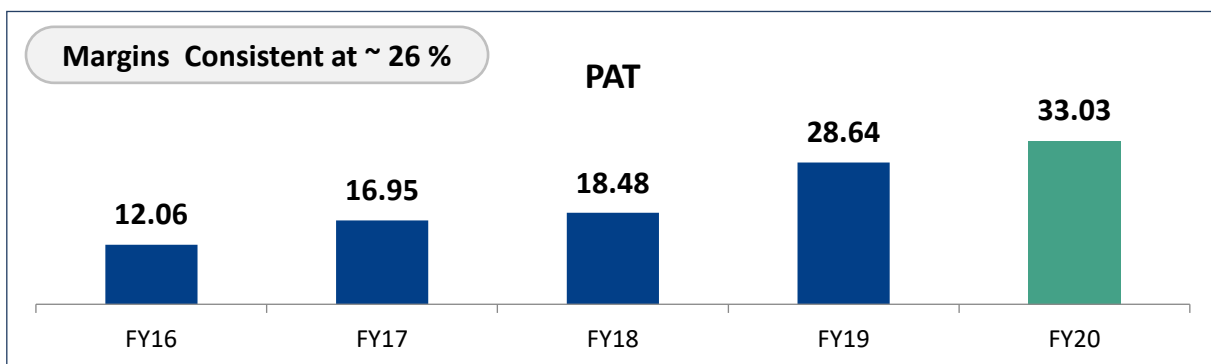
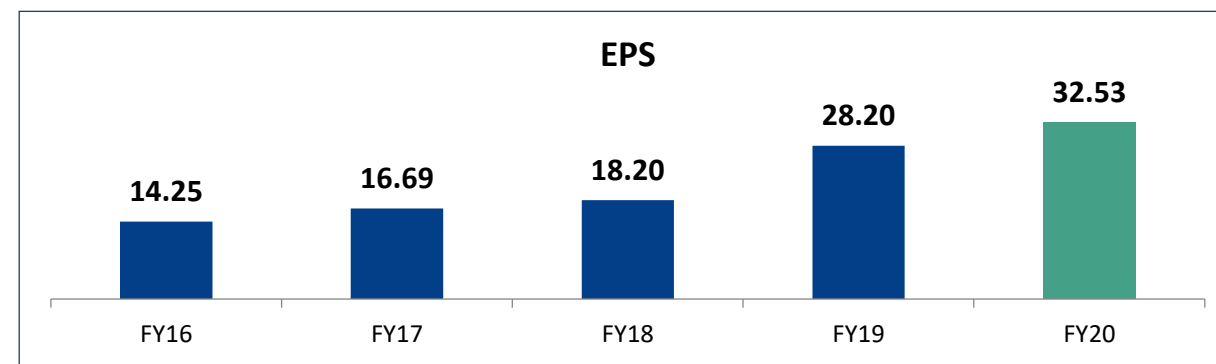
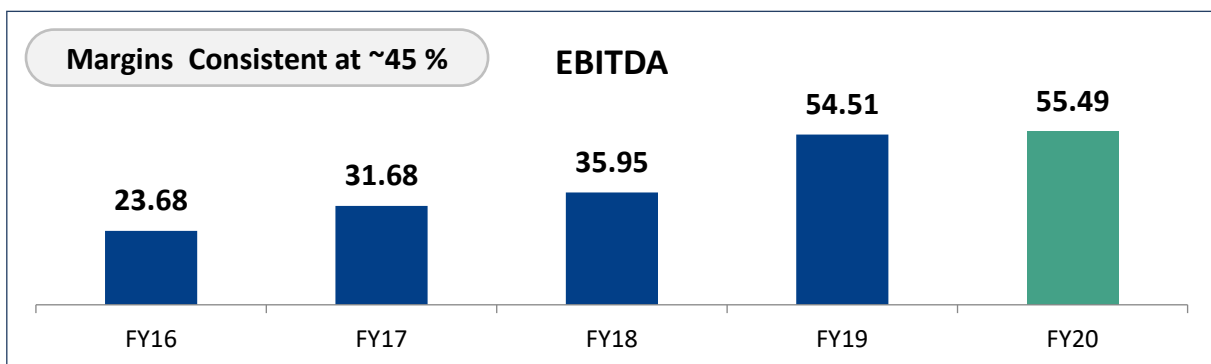
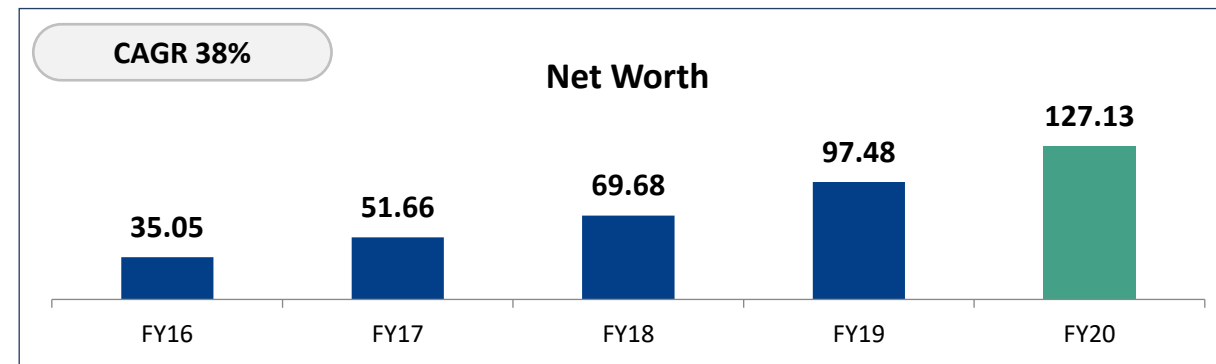
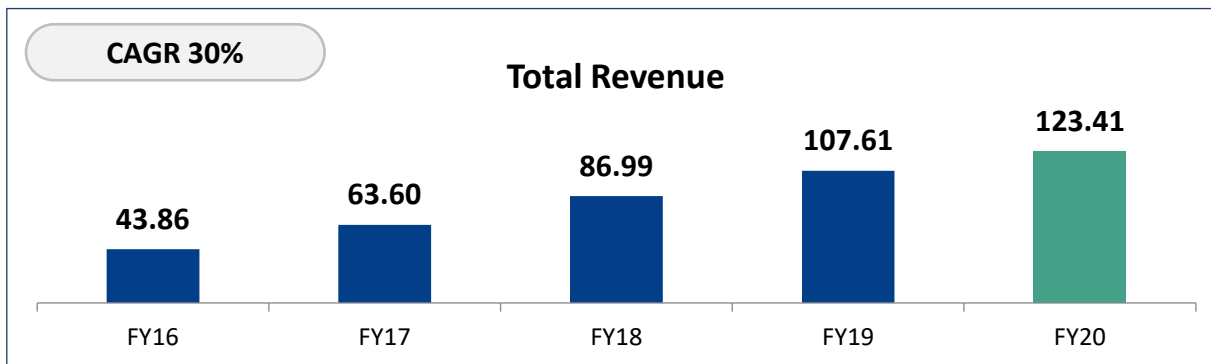
Company has posted its highest ever 9 monthly Revenue and absolute profitability.

EBITDA margin for 9 months ended FY21 is 49% as compared to 47% last year

PAT margin for 9 months ended FY21 is 26%

Nine monthly ROE is 17 %

amounts in cr





**153 Cr**  
Networth

**1**

**457 Cr**  
Market cap

**Rs. 25**  
IPO price

**2**

**Rs. 450**  
current share price

**13**  
Suyog 's PE

**3**

**28**  
Industry PE

**2020 : 0.5** | **2019 : 2.5** | **2018 : 1**

Paying dividends since last 3 years (Rs per Share)

**Bonus Issue**  
**2016-17**  
**1:5**

# “Connecting Government sites” - We are the only IP Co. to have maximum Govt. sites in our portfolio.

## Key Features of our Government Sites Agreements



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

MSRDC ... MMRDA ... NHAH ... BEST ... Monorail ... JNPT ... SEEPZ ... Guj. Govt. ...

**Sites on Govt. Establishments**

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



**Allotment process**

Tender / Government Policies

**Avg. Contract Tenure**

7 Years

**Advantages of Govt. Sites**

- Low Capex requirement
- Low Rentals
- Permission for laying Fiber Optic network is also available which is utmost critical for mobile operators
- All Prime & Critical Locations
- No threats of termination
- High Demand Sites by all Telco
- Contract easily extendable through tenders or govt. policies

## Suyog Telematics Limited is market leader in the most critical slum sites segment.

Slum Sites are the sites which are installed in very highly populated & densely cluttered area. Suyog Telematics Limited is a Market Leader in this highly profitable Slum Sites Segment. The company currently has 610 operational slum sites across the country.



### High Revenue Generation

Mobile has become the only source of communication & entertainment in Slums. These are very highly utilized sites for Voice & Data Networks and thus very profitable to Telcos

### Low Site Rentals

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

### Low termination risk

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

**Major Advantages of Slum Sites:**

# Our innovative Small Cell towers are backbone of 5G



- Small Cell Sites are the most recent innovation of telecom industry & are the future growth engine of Indian telecom tower industry. The company has a dedicated vertical for small cell rollout to get the maximum share of telcos' small cell rollout plan. (show this separately)
- Suyog Telematics Limited is market leader in Small Cell Segment with presence in all critical circles across India. The company has closed 31st March 2020 with 1500+ operational Small Cell Tenancies

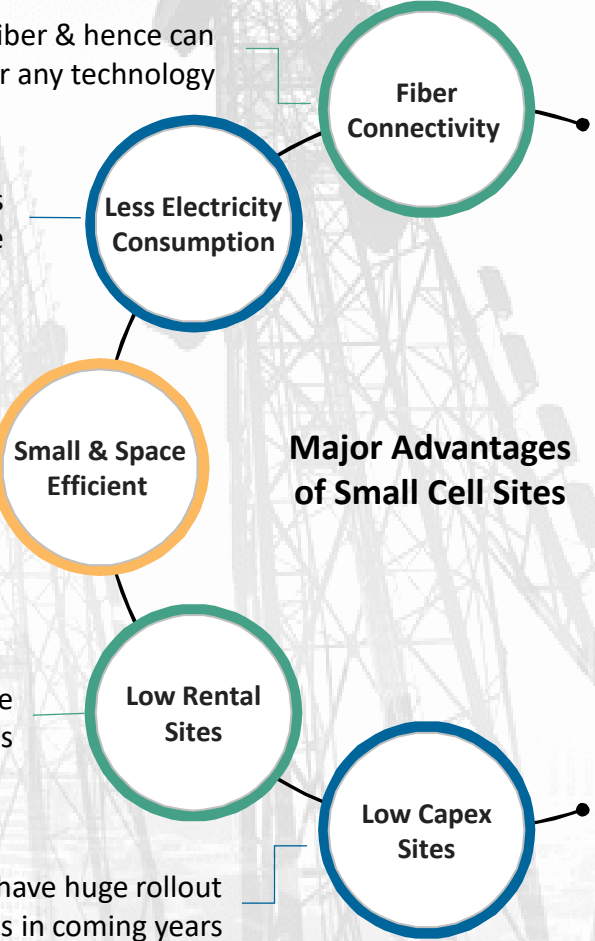
Small Cells can be easily connected with aerial fiber & hence can be easily deployed for any technology

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

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

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

Small Cell sites require very low capex & have huge rollout plan by all telcos in coming years



# We cater to all kinds to towers to widen our scope of development



**GROUND BASED TOWERS**



**ROOF TOP TOWERS**



**CAMOUFLAGE  
TOWER**

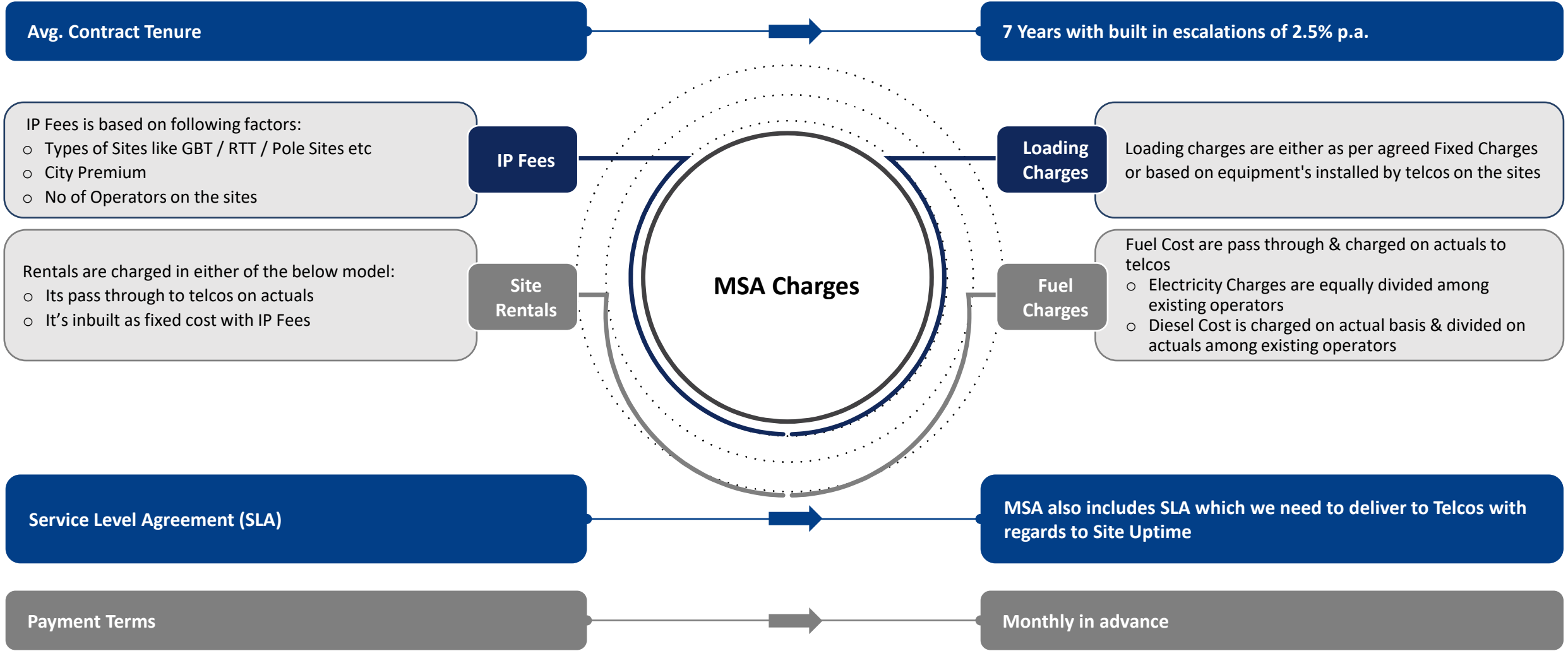


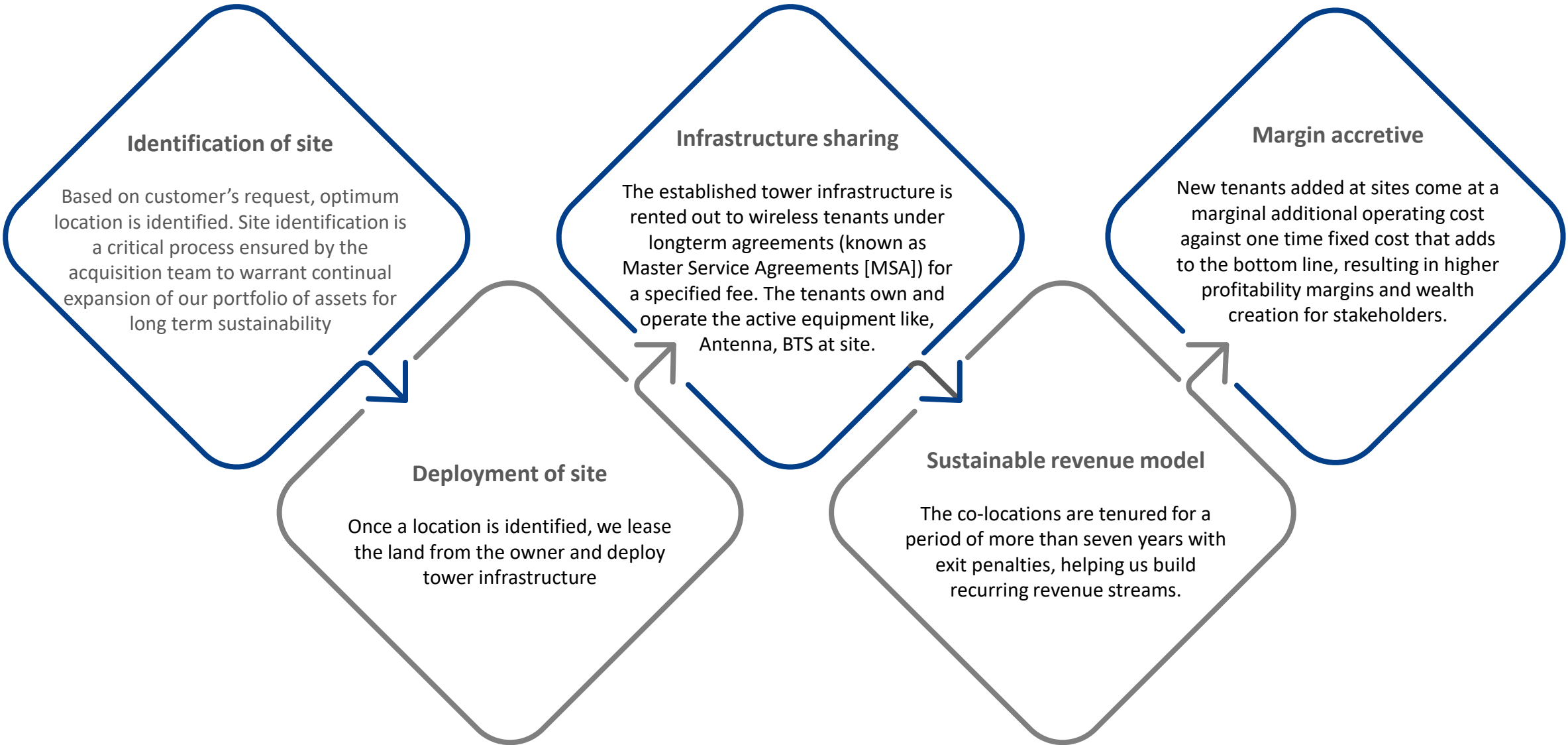
**COW  
TOWER**



**GBM TOWER**

## Key Features of our MSA





OPPORTUNITY	Fibre deployment and backhaul through fibre and microwave	Small cells deployment with 4G/5G	Wi-Fi	Internet of things	Smart cities opportunity	Data center deployment
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ASSESSMENT	<table border="1"> <tr> <td>Tower fiberization</td> <td>Intra-city fiber</td> </tr> <tr> <td>Fiber to the curb</td> <td>Fibre O&amp;M</td> </tr> <tr> <td>National long distance</td> <td>Microwave</td> </tr> </table>	Tower fiberization	Intra-city fiber	Fiber to the curb	Fibre O&M	National long distance	Microwave	Small cell sites deployment	Neutral host Wi-Fi provider	Build, operate, maintain IoT network  Sensor O&M + installation	Digital infrastructure deployment  Platform and application provider	Build and operate data centers (colocation)
Tower fiberization	Intra-city fiber											
Fiber to the curb	Fibre O&M											
National long distance	Microwave											

CHALLENGES	<ul style="list-style-type: none"> <li>○ RoW</li> <li>○ Pricing of intra-city and NLD fibre</li> <li>○ Regulatory approval for microwave</li> </ul>	<ul style="list-style-type: none"> <li>○ Site acquisition and RoW</li> </ul>	<ul style="list-style-type: none"> <li>○ Monetization</li> </ul>	<ul style="list-style-type: none"> <li>○ Capability enhancement</li> <li>○ Workforce management for large scale sensor deployments</li> </ul>	<ul style="list-style-type: none"> <li>○ Revenue models</li> </ul>	<ul style="list-style-type: none"> <li>○ Market in nascent stage</li> <li>○ Capability enhancement</li> </ul>
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**SHIVSHANKAR LATURE**  
Co-Founder and  
Managing Director

More than two decades of experience in the telecom industry with exceptional entrepreneurship, leadership & management skills and in-depth industry knowledge



**Vivek Lature**  
Co-Founder and  
Whole Time  
Director

Extensive knowledge and experience in the telecom industry spanning more than two decades. His areas of expertise include project management, operations and business development.



**Deodatta Marathe**  
Non-Executive  
Independent  
Director

A Member D.A.B. on N.H.A.I Projects and retiring as Secretary to Government (P.W. Department) Maharashtra with nearly four decades of industry experience.



**Suchitra Lature**  
Non-Executive and  
Non-Independent  
Director

A masters in English graduate from Willington College, she has extensive skills in human resource management and administration.



**Leena Govekar**  
Non-Executive  
Independent  
Director

Widespread knowledge and experience in handling research and innovative development in the field of academics.



**Anand Kode**  
Non-Executive  
Independent Director

His immense value addition as a multi-tasker is accentuated by his core competencies in general management, advisory and business strategy.



**Sanjay Sarda**  
Non-Executive  
Independent Director

A Master of Technology-graduate from Indian Institute of Technology (IIT), Kharagpur. He earned his industry experience of more than two decades across various industrial sectors in USA and India, in both start-ups and large corporate organizations.

# Management view



**SHIVSHANKAR LATURE**  
Co-Founder and Managing Director

Commenting on the performance for Q3 and 9M FY21, Shaivshankar Lature said “We have delivered our targeted revenue of Q3 of Rs.33.94 Cr and considering future Industry growth drivers such as 5G, increase in data per user, post covid increase of dependency on data, positive government policies, etc. we are seeing increase in our growth rate in coming period.”

The recent quarter was challenging for us as it was time to prove our mettle in the backdrop of a pandemic-struck H1FY22. Our grind and motivation paid off as we are on course to meet our yearly targets and deliver growth as promised. I am optimistic about the coming times as we will aim to achieve a topline of Rs 200 cr in FY22 and maintain our robust profit margins.

**AJAY SHARMA**  
Chief Financial Officer



**TUSHAR SHAH**  
Business Head

Q3 was very important quarter for us as we were starting business as usual after almost 2 Qtr break due to Covid - 19 Pandemic....Suyog team is back with bang and Q3 results shows the same...After the mammoth nos which we have achieved in Q3 post Covid - 19, I am sure that we will end current FY on high and our results will be better than industry avg even in corona impacted year..

To counter the impact of the challenges posed by the pandemic, the project team has work hard and achieved excellent results to get enough sites from the operators. As we march on, we are hopeful of delivering consistent growth in regards to number of sites, in addition to fulfilling the operator requirements.

**MAHESH RAJURE**  
Business Head

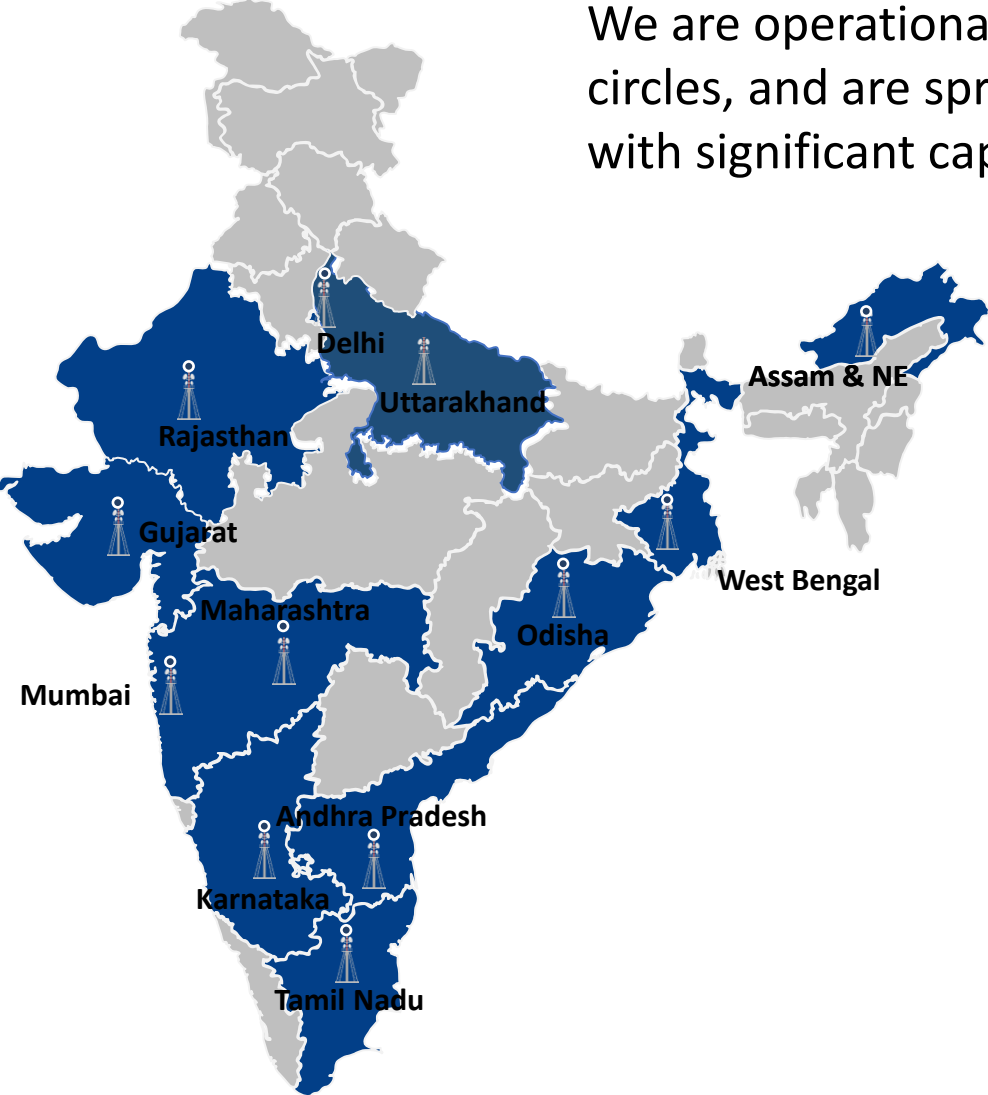






Serving 'YOU' with fully operational towers

We are operationally present in twelve circles, and are spreading our wings farther with significant capex and growth plans



# Disclaimer

Certain statements in this presentation are —forward-looking statements. These statements are based on management’s current expectations and are subject to uncertainty and changes in circumstances. These statements are not guarantees of future results or occurrences. Actual results other financial condition may differ materially from those included in these statements due to a variety of factors. Any forward-looking statements made by or on behalf of Suyog Telematics Ltd speak only as to the date they are made, and Suyog Telematics Ltd does not undertake to update forward-looking statements to reflect the impact of circumstances or events that arise after the date the forward- looking statements were made.



# Thank You



## SUYOG TELEMATICS LIMITED

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