

ISO 9001 : 2015

Limited

ISO 14001:2015 & ISO 45001 : 2018

CIN No : L32109MH1995PLC091107

June 11, 2021

To
BSE Limited
25th Floor, PJ Towers,
Dalal Street
Mumbai - 400 001
Maharashtra, India

Re: Suyog Telematics Limited (537259)

Sub: Presentation on Financial Results

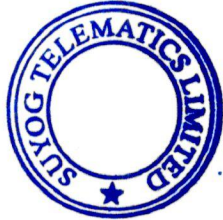
Dear Sir/ Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing presentation on the Financial Results of the Company for the quarter and financial year ended 31st March, 2021.

Thanking you

Yours faithfully
For Suyog Telematics Limited

Rahul Kapur
Company Secretary



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LATUR : Suyog Apartment, Behind Deshikendra High School, Signal Camp, Latur - 413 512. Off.: (02382) 243 459 / 243 456

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Website: www.suyogtelematics.co.in

GST No. 27AAFCS0334P222



SUYOG TELEMATICS LIMITED

Q4FY21
Investor Presentation



Who we are.....

Robust Financial Performance.....

Our Business.....

Industry Growth Drivers.....

Board of Directors.....

Management View.....

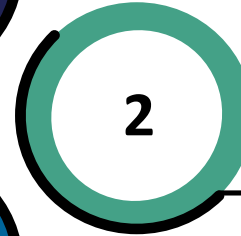
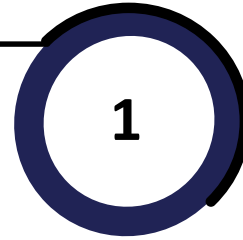
Annexure



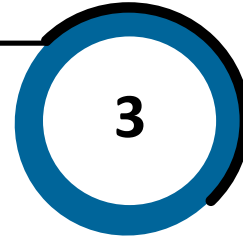
Presentation Flow

Installing towers and Connecting India Digitally.

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

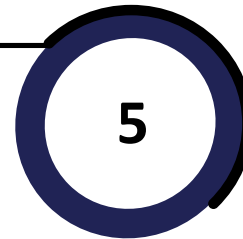


With vision of PAN India, presence in 12 key telecom circles.



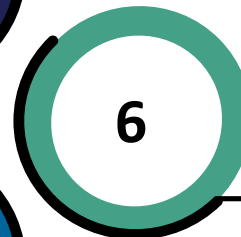
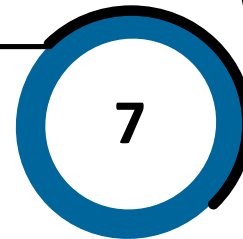
Neutral tower Company having business Relationship with all telcos (Vodafone Idea, Airtel, R-Jio, Tata and BSNL)

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

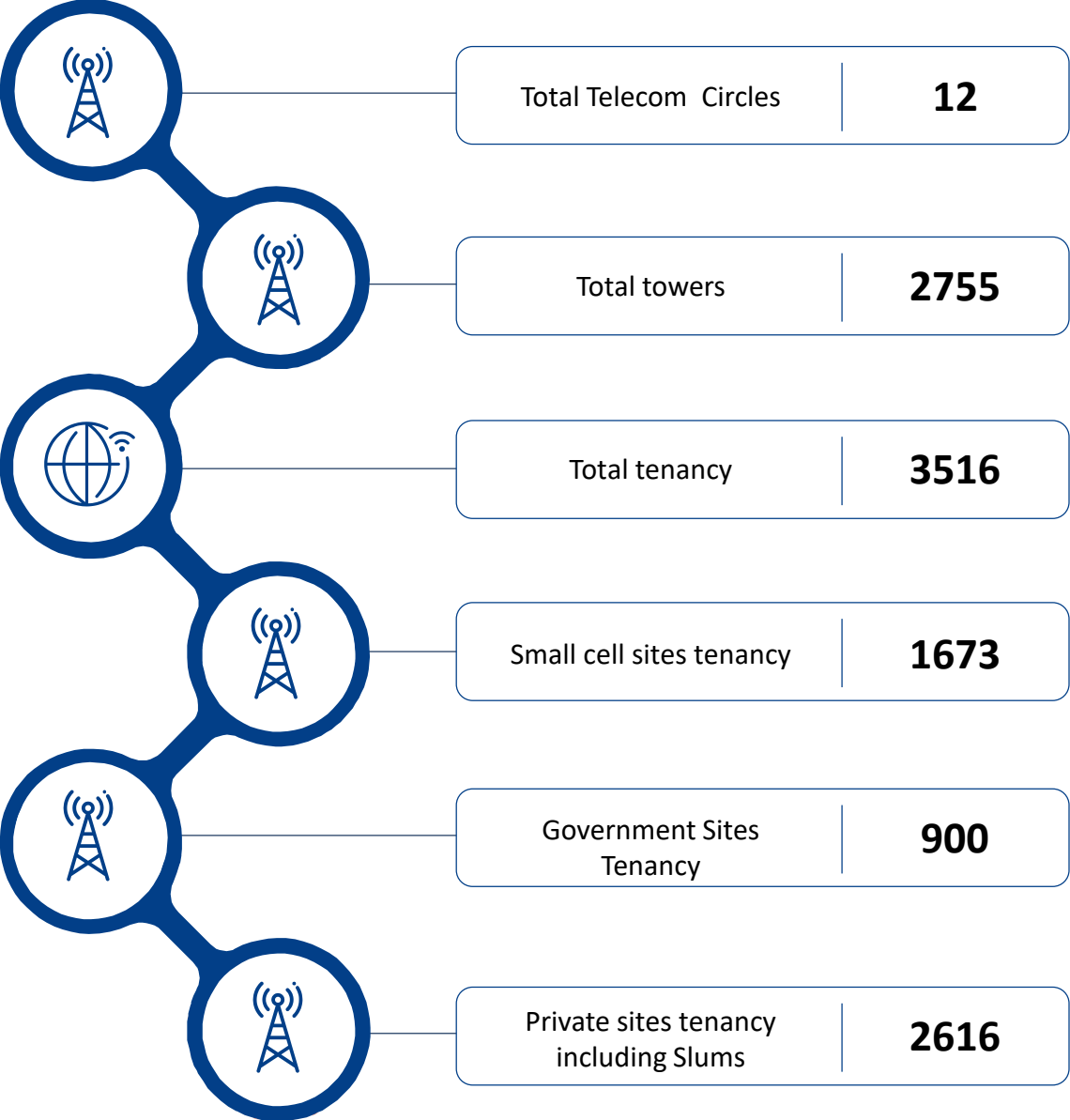


25 years' experience in building towers and specialized in low cost towers (LCS) and low turnaround time

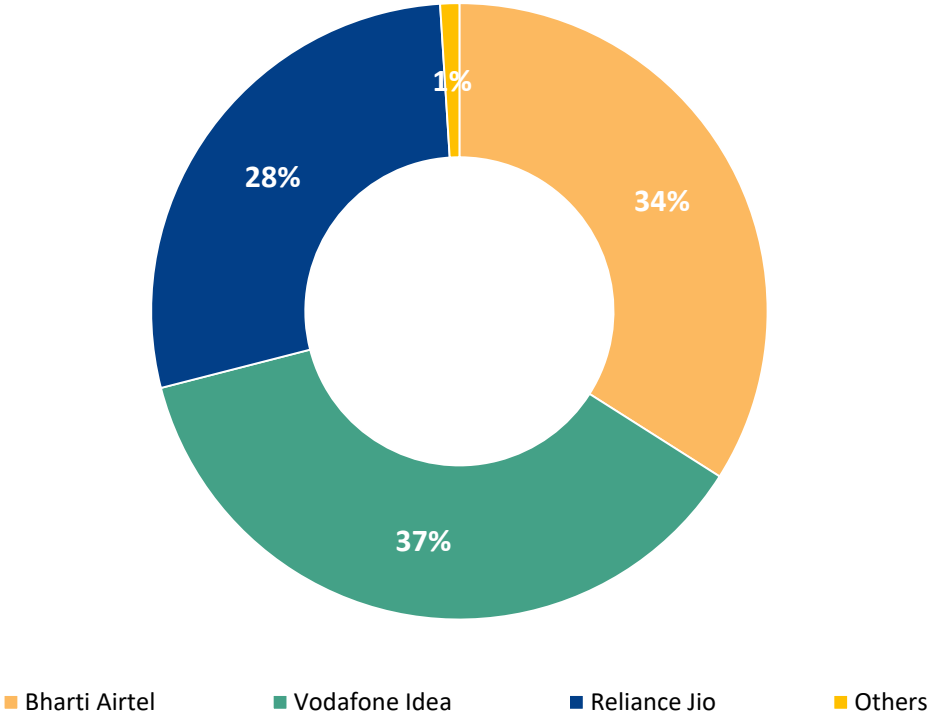
Portfolio includes 3000+ tenancies which includes like slum sites, Flyovers, skywalks, Foot over Bridge, BEST, MONORAIL, CCTV & Small cell sites.



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

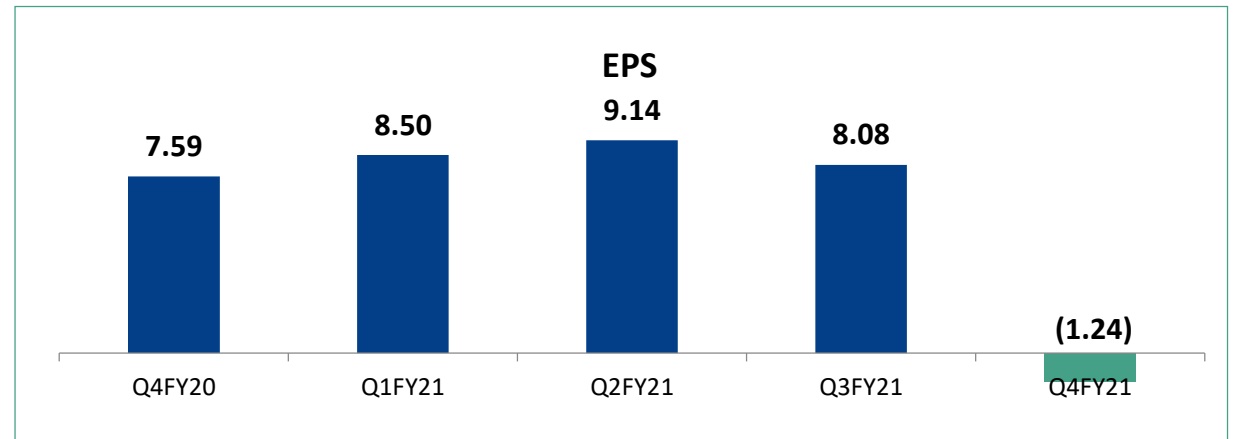
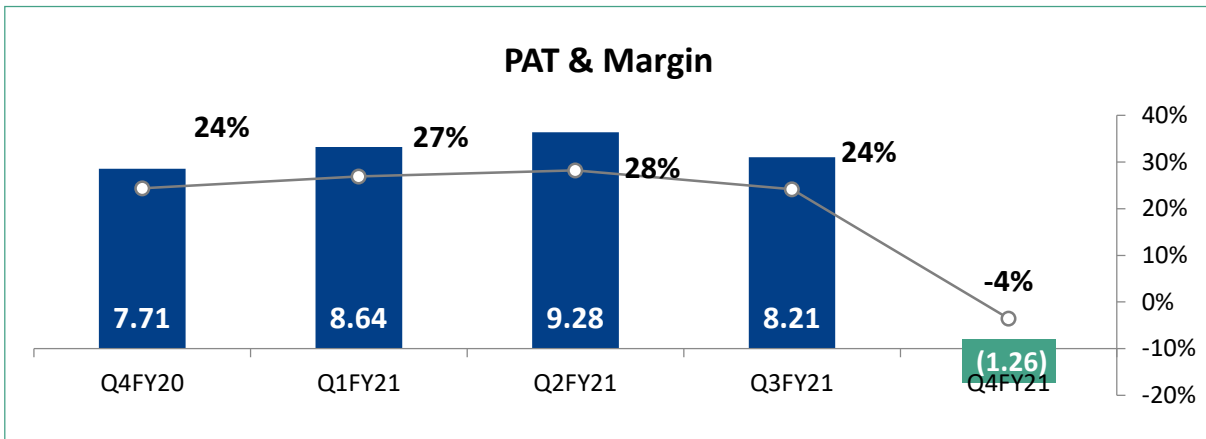
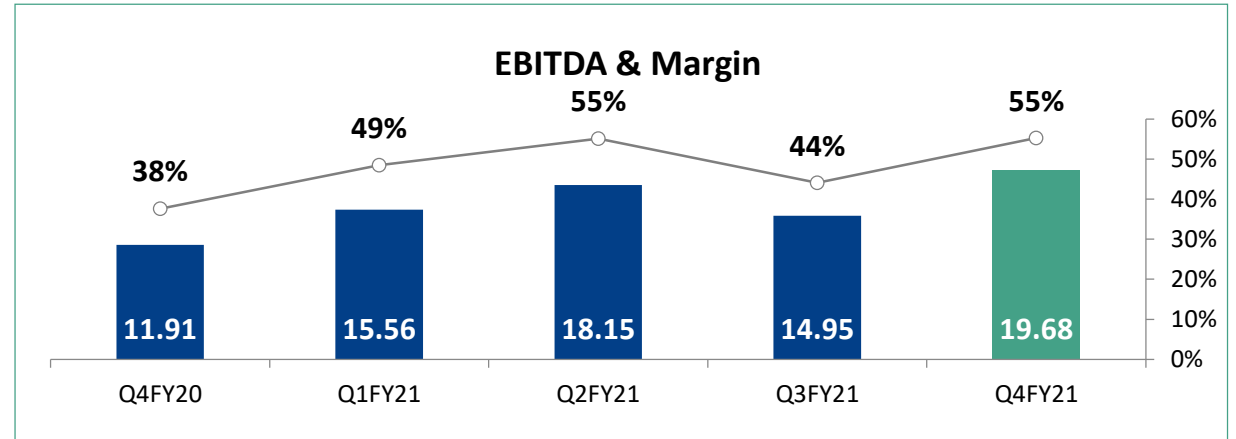
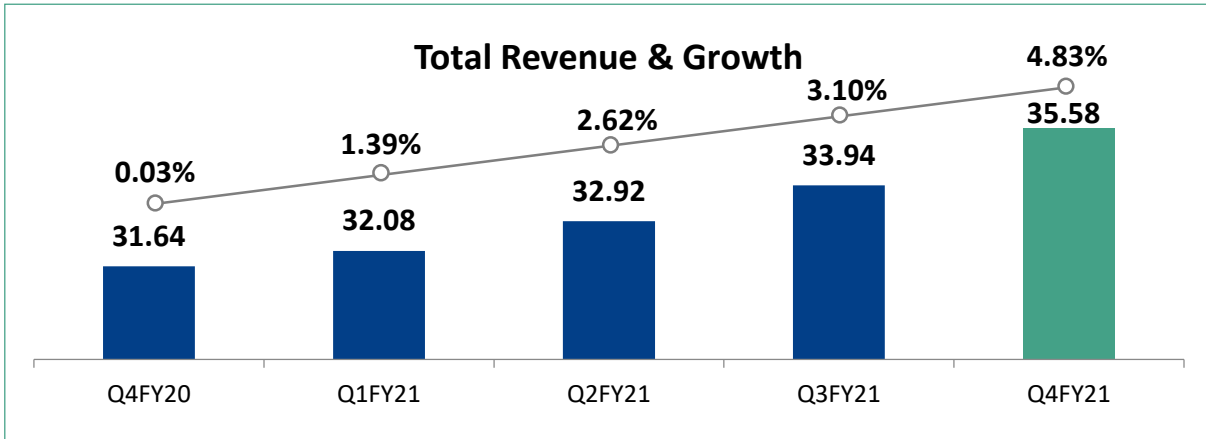


Mitigation of risk by significant Revenue share from all 3 major operators



Financial Highlights – Quarterly

amounts in cr

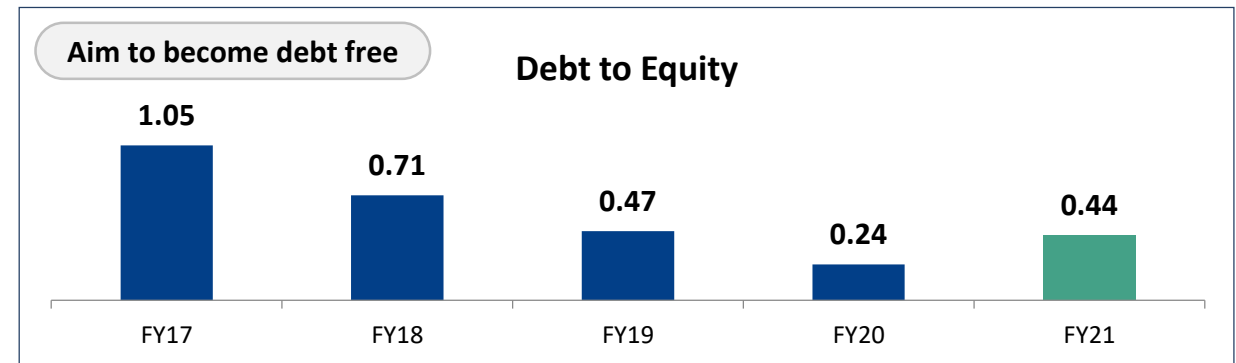
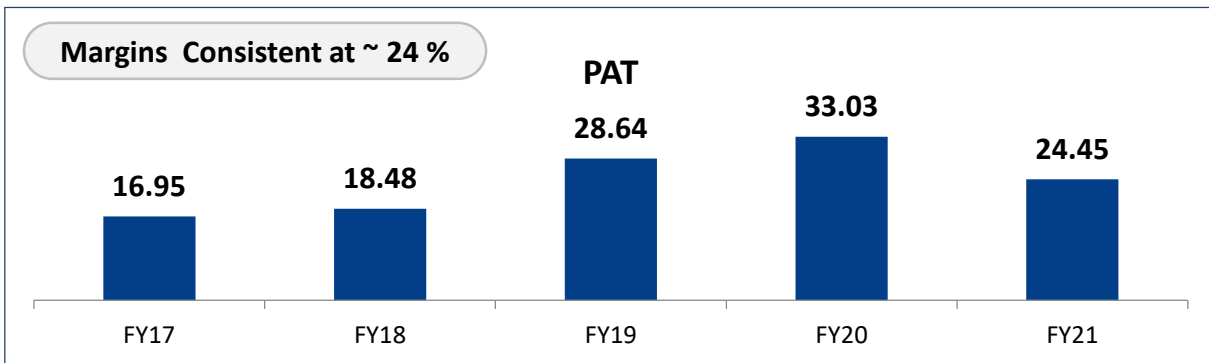
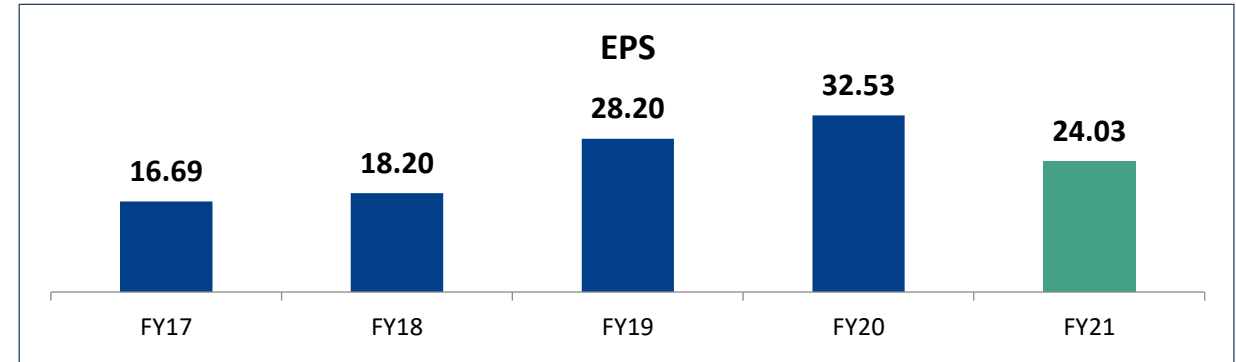
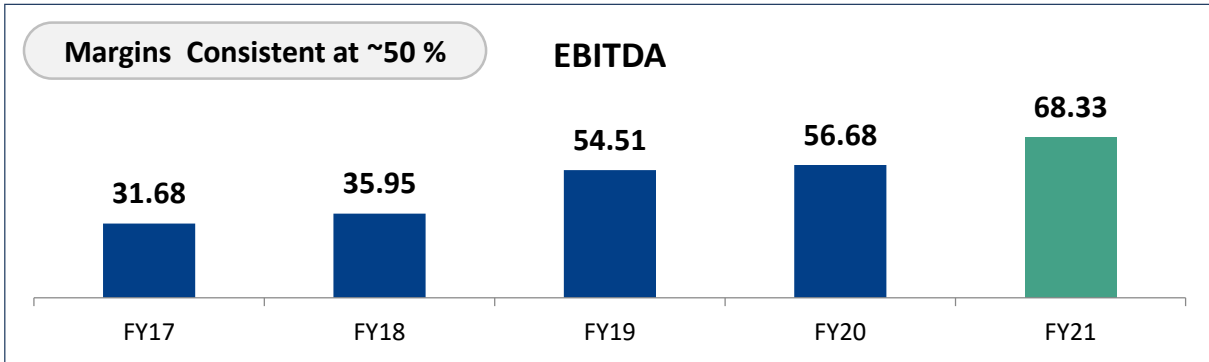
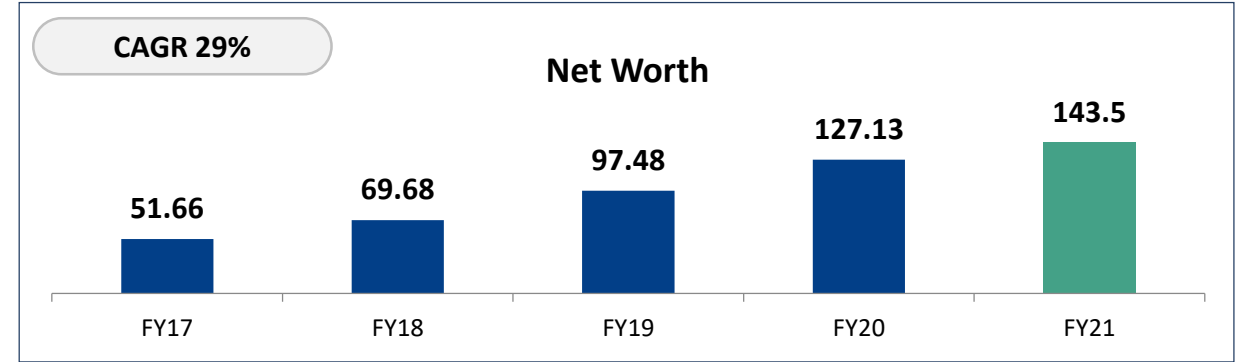
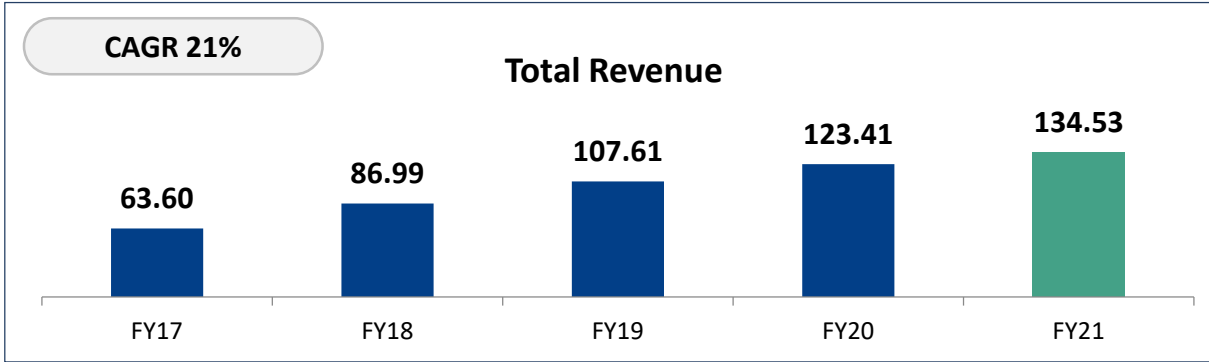


Company has posted quarterly EBITDA of 19.68 cr with a margin of 55%. PAT is negative due to allotment of ESOP's in quarter

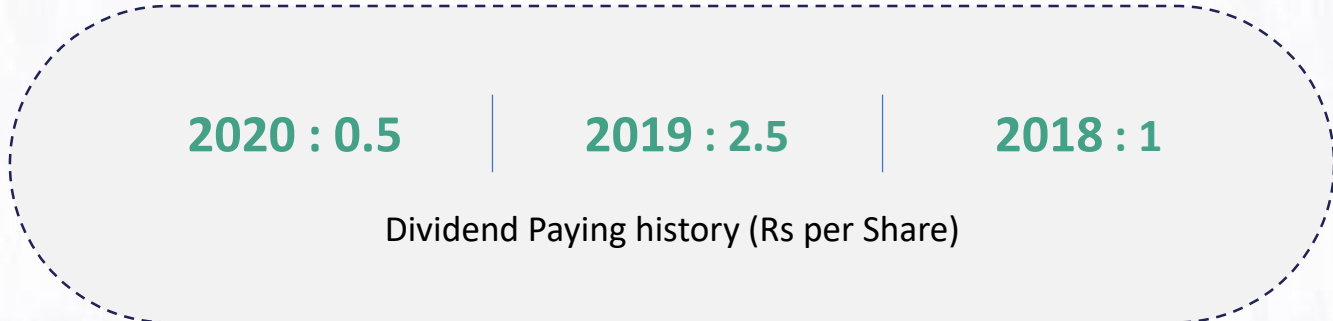
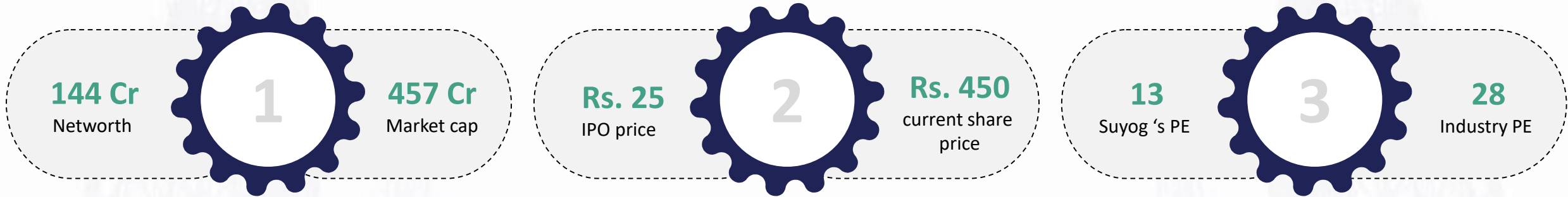
Despite revenue loss on account of conversion of reimbursement revenue from commercial application to industrial application, company has achieved sustained revenue growth this year.

The Company has paid rent of MSRDC, MMRDA, BEST

amounts in cr



Maximizing Shareholders value



“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 ... NHAI ... 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 Telcos
- 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 2616 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.
- Suyog Telematics Limited is market leader in Small Cell Segment with presence in all critical circles across India. The company has closed 31st March 2021 with 1600+ operational Small Cell Tenancies

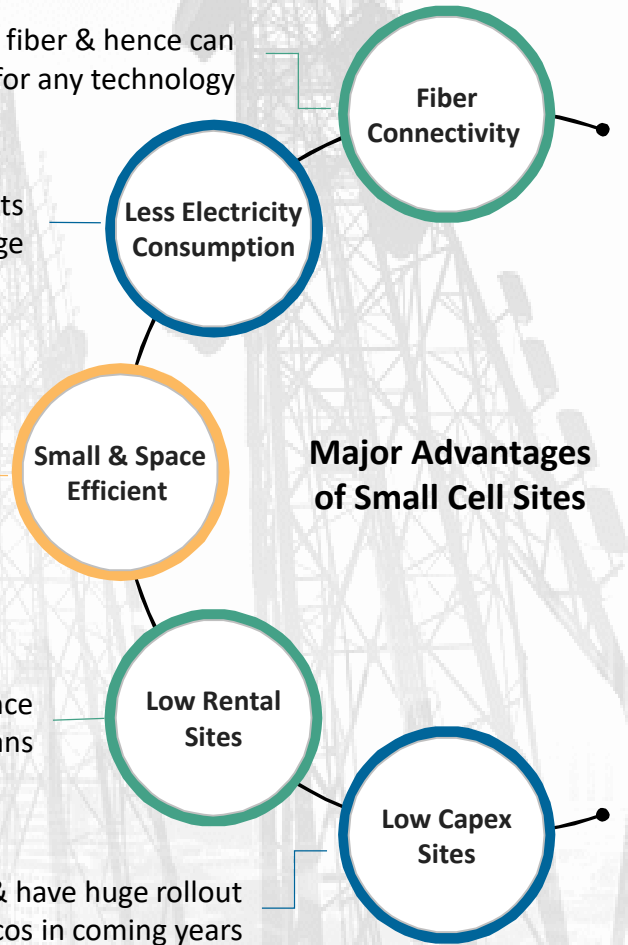
Small Cells can be easily connected with aerial fiber & hence can be easily deployed for any technology

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**

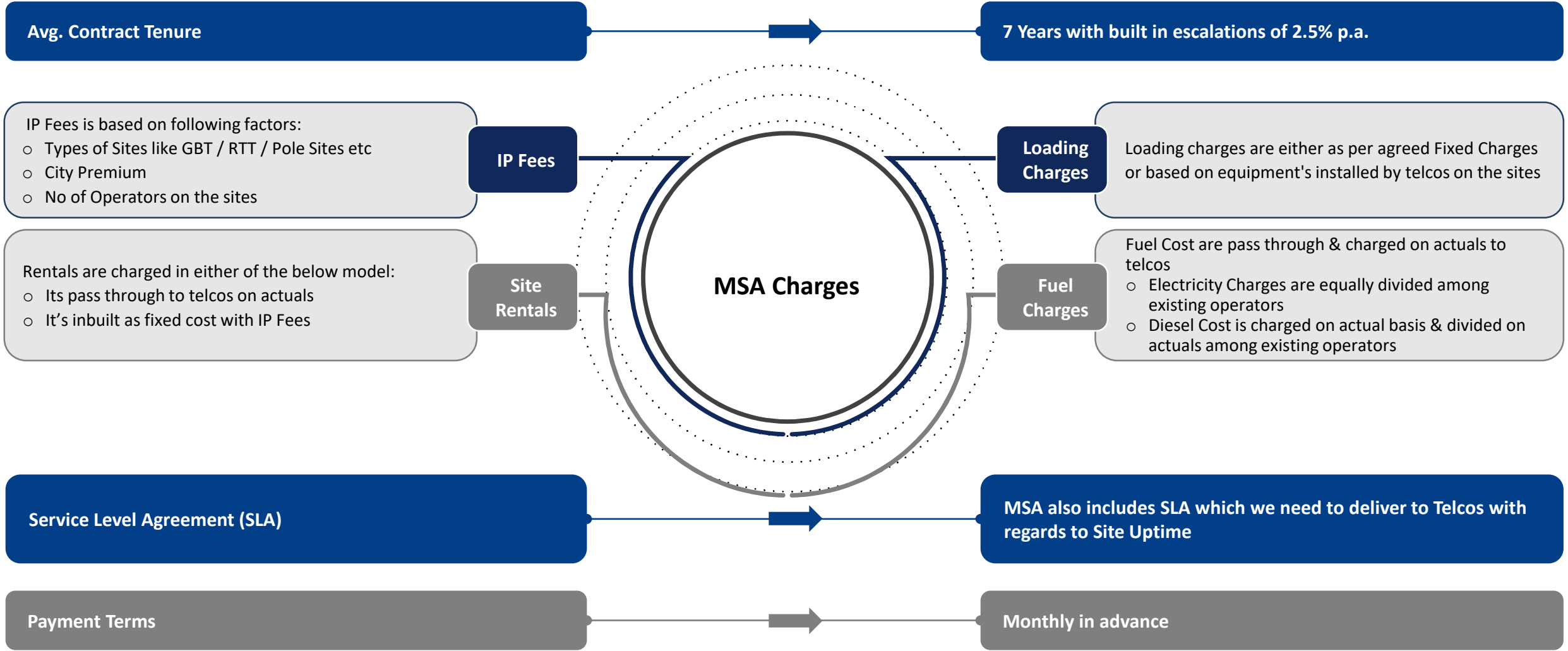


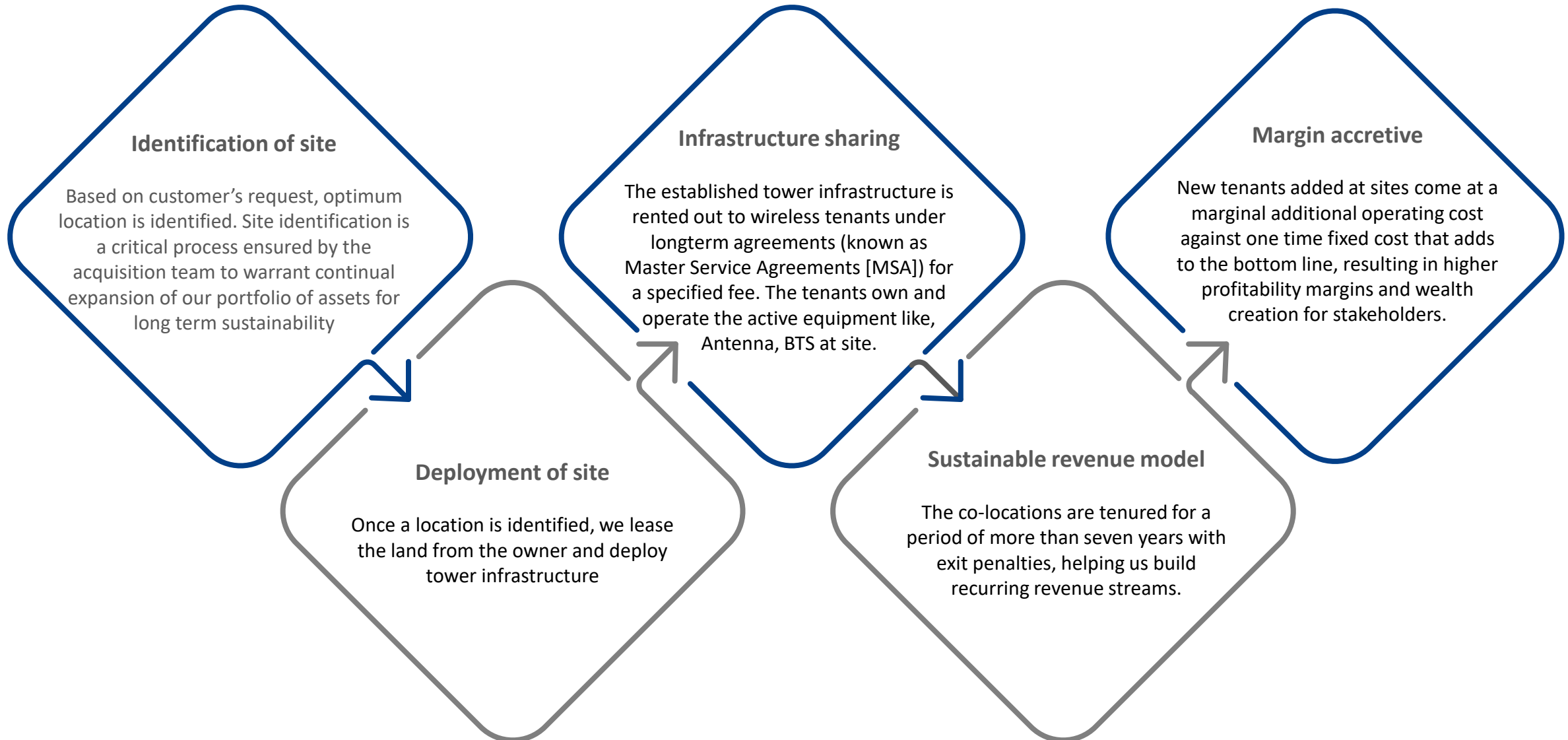
**COW
TOWER**



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	Tower fiberization	Intra-city fiber	Small cell sites deployment	Neutral host Wi-Fi provider	Build, operate, maintain IoT network	Digital infrastructure deployment	Build and operate data centers (colocation)
	Fiber to the curb	Fibre O&M					
	National long distance	Microwave					
				Sensor O&M + installation	Platform and application provider		

CHALLENGES	○ RoW	○ Site acquisition and RoW	○ Monetization	○ Capability enhancement	○ Revenue models	○ Market in nascent stage
	○ Pricing of intra-city and NLD fibre					
	○ Regulatory approval for microwave					
				○ Workforce management for large scale sensor deployments		○ Capability enhancement



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 views



SHIVSHANKAR LATURE
Co-Founder and Managing Director

In the Q4FY21, Suyog stuck to its hard work and strategies, ensuring an optimistic end to the pandemic-stricken FY21. The Company achieved its yearly targets and kept its promise of measurable progress amidst uncertain challenges. As we head towards a new financial year, I am hopeful of new developments and achievements for the Company which will propel us to our topline target of Rs 200 cr in FY22.

We have successfully achieved our target of Rs 35.58 Cr revenue for Q4FY21. In FY21 we converted of our reimbursement revenue from commercial applications to industrial applications, as a result, our revenue growth was set back by 25 percent but the margins remained unaffected. In Q4FY21, we allocated ESOP which brought the PAT to negative digits but the Company's operating margins remain unchanged at 55 percent.

AJAY SHARMA
Chief Financial Officer



TUSHAR SHAH
Business Head

We at Suyog have done incredible work to sustain our growth momentum. The unconventional decisions taken by the management during Q4FY21 will reap long-term benefits to the Company, starting from the next financial year. We have covered all our basics and brought in the required resources to ensure even better growth and strong presence across India's telecom circle.

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

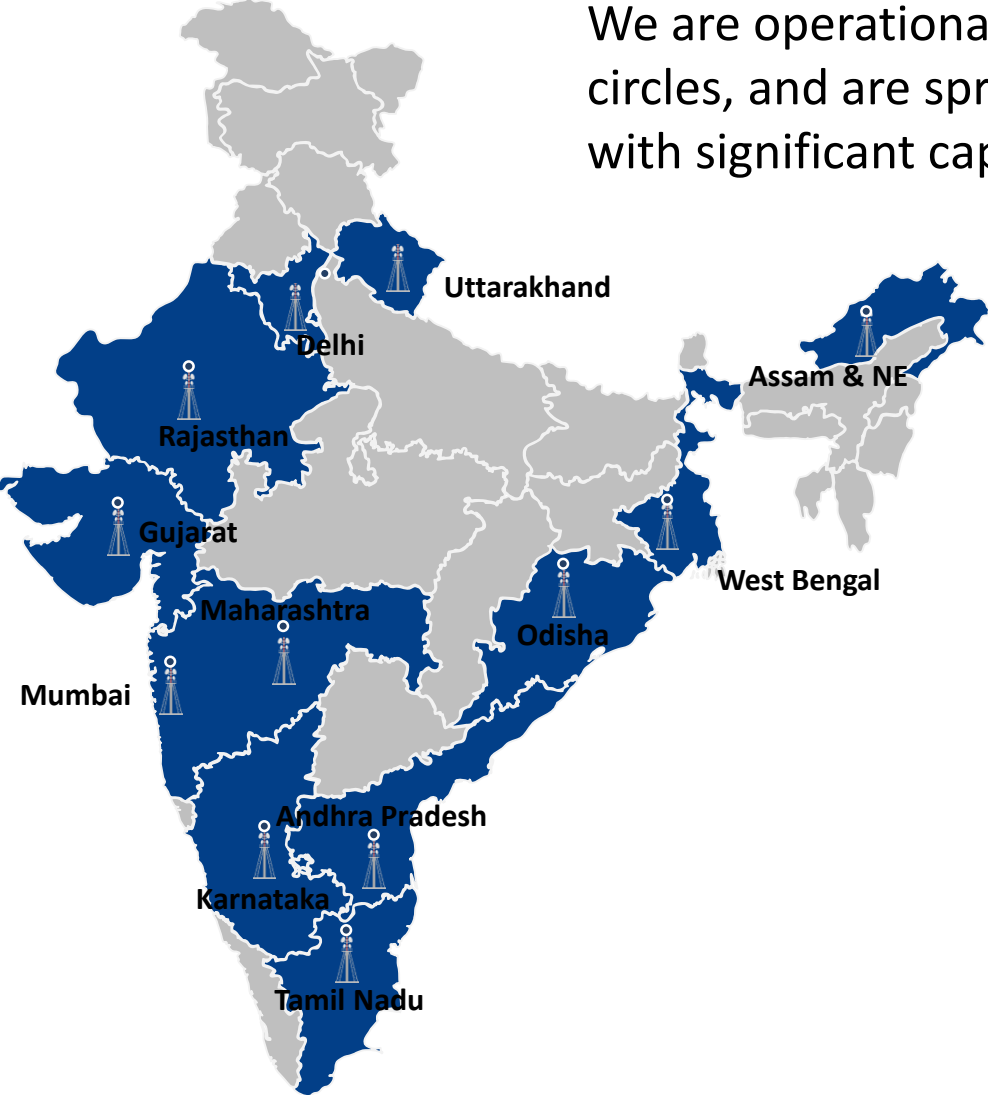






Serving 'YOU' with fully operational towers

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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Investor Relations

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