

Revolutionising telecom infrastructure for a smarter India



Annual Report 2020-21

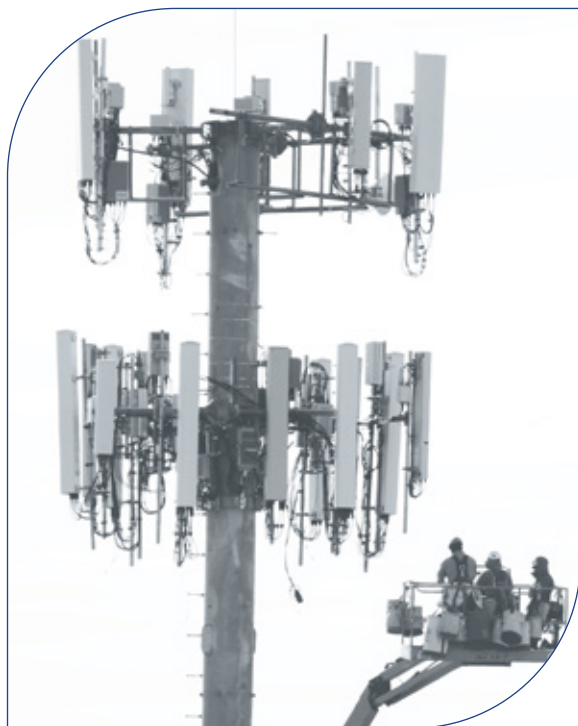


‘Be good, Do good’

Shivshankar Lature

Founder and Managing Director

Read the MD's Message on page 10-11



“Our all Towers are operational and working for you”

India is witnessing a new revolution in connectivity and digital transformation. In what can be called as a paradigm shift, data has changed the way we work and play, live and learn. To accelerate and facilitate India's transformation to a 5G-enabled nation, Suyog Telematics Limited is actively investing forward with robust infrastructure in line with the nation's needs.

Key Highlights for FY21

Vision

“Evolving the way world speaks”.

Mission

“To become the most aordable, innovative, reliable, superlative and ethical sharing telecom passive infrastructure company globally.”

Total revenue (₹ in Crore)

₹ 134.53 crore
(CAGR 21%)

EBITDA* (₹ in Crore)

₹ 68.33
(Margins Consistent at ~50 %)

PAT (₹ in Crore)

₹ 24.45
(Margins Consistent at ~ 24 %)

Net worth (₹ in Crore)

₹ 143.5 crore
(CAGR 29%)

EPS

₹ 24.03

Debt to equity

0.21:1
(Aims to become debt free)



**Forbes Asia's
200 Best under
A Billion 2020**

*In Q4FY21, we allocated ESOP which decreased the PAT by 12.29 Cr., which is considered as notional expenditure.
Above margins and CAGR is calculated for last years.



Contents

INDEX	Pg. No.
Key Highlights Of FY 2021	3
Corporate Information	6
Stl at a Glance	7
Presence and Clientele	8
Key Strengths and Recognition	9
Md's Message	10
Whole-Time Director's Message	12
Message from the Business Heads	14
Riding the 5g wave	16
Enabling connectivity at last mile	17
Innovation and small towers	18
Product Portfolio	19
Key Performance Indicators	20
Board of Directors	22
Secretarial Reports	24
Financial Statements	60
AGM Notice	100



Read the
Whole Time
Director on Pg. 12

Read the
Chief Financial
Officer on Pg. 13



Read the
Business
Head on Pg. 14

Read the
Business
Head on Pg. 14



Corporate Information

BOARD OF DIRECTORS**Shivshankar Lature**

Managing Director

Vivek Lature

Whole Time Director

Deodatta Marathe

Independent Director

Suchitra Lature

Non-Executive Director

Leena Govekar

Independent Director

Anand Kode

Independent Director

Sanjay Sarda

Independent Director

Ajay Sharma

Chief Financial Officer

HEADS - BUSINESS DEVELOPMENT**Tushar Shah****Mahesh Rajure****COMPANY SECRETARY & COMPLIANCE OFFICER****Rahul Kapur****SECRETARIAL CONSULTANT**

CorpNexus Solutions LLP

INTERNAL AUDITORAniket Kulkarni and Associates
Chartered Accountants**STATUTORY AUDITOR**

SMPL & Associates, Chartered Accountants

SECRETARIAL AUDITORMakarand M. Joshi & Co.,
Company Secretaries**COST AUDITOR**Avnish Jain & Co.,
Cost Accountant**REGISTERED & CORPORATE OFFICE:**41, Suyog Industrial estate,
1st Floor, L.B.S. Marg, Vikhroli (W),
Mumbai – 400083
Ph: 91-22-25795516**BANKERS**Canara Bank
Axis Bank
IndusInd Bank
State Bank of India**WEBSITE**www.suyogtelematics.co.in**REGISTRAR AND SHARE TRANSFER AGENT**Bigshare Services Private Limited
1st Floor, Bharat Tin Works Building,
Opp. Vasant Oasis, Makwana Road,
Marol, Andheri East, Mumbai 400059
Ph: 91-22-6263 8200 | 91-22-6263 8200

STL at a glance

We, Suyog Telematics Limited (STL, the Company), are one of the fastest-growing passive telecom infrastructure providers in India. By serving our customers by installing, commissioning and servicing of poles, towers and optical fibre cable (OFC) systems, we cater to the core of the telecommunications industry.

We cater to a wide spectrum of towers such as ground-based, roof-top, camouflage, cow and GBM towers. We operate across 12 telecom circles in India, and partner with leading telecom providers to host their telecommunications infrastructure in different geographies.



12

Telecom circles



900

Government sites tenancy



2,752

Towers



803

Private sites tenancy
including slum sites



3,670

Total tenancy



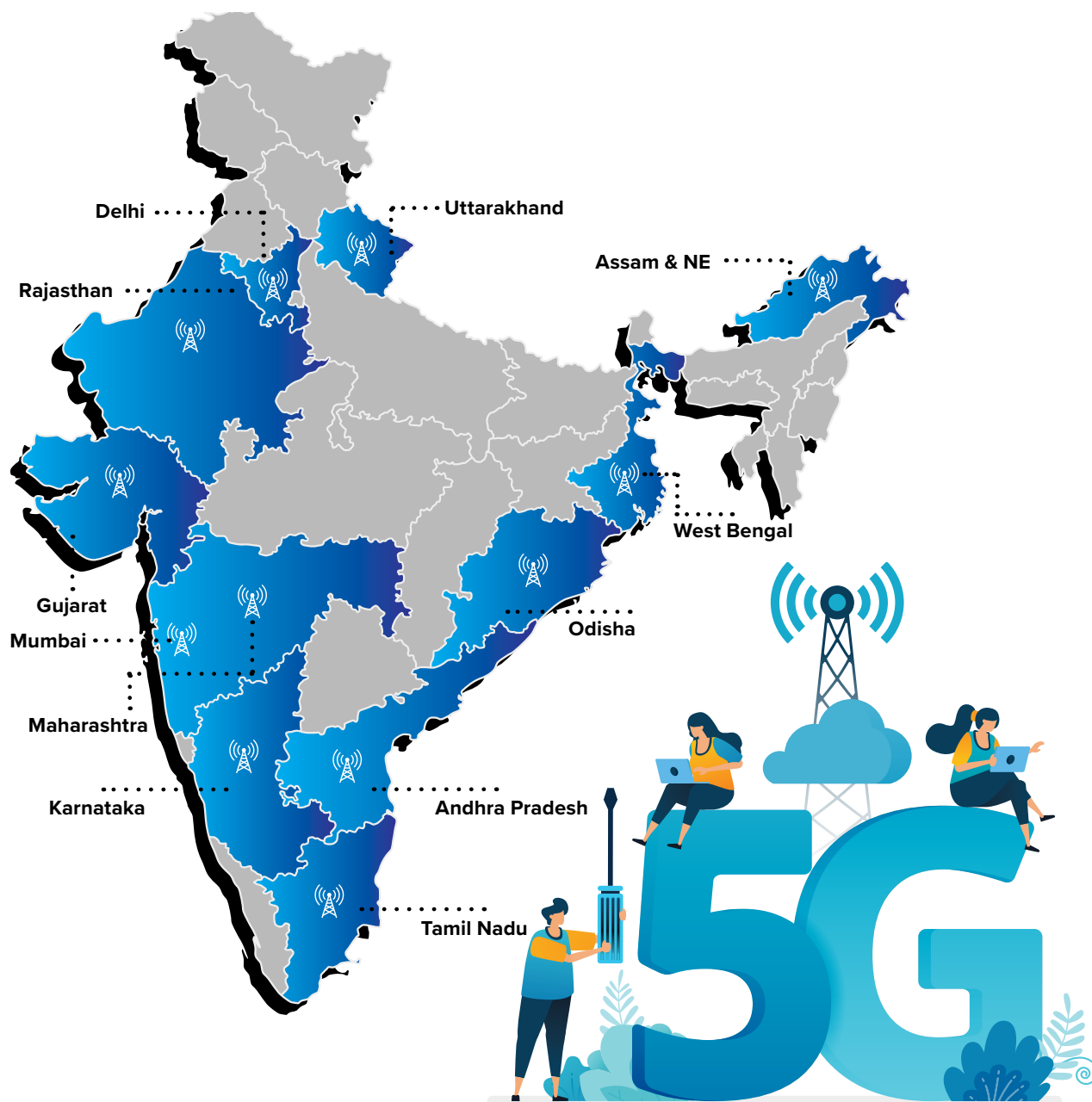
1,967

Small cell sites tenancy



Presence and clientele

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



Key strengths and recognition

At STL, we are sustained by our core strengths that help us maintain our competitive advantage, unique positioning and chart our growth roadmap.

- 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)
- 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.



Awards won

- Forbes Asia's 200 Best under A Billion 2020
- India SME 100 award
- High Growth Companies Asia Pacific award



MD'S MESSAGE

The digital roadmap for India's businesses



Dear Shareholders,

At STL, we have always been bullish on India's growth and on connecting the nation for tomorrow. Through the year, we have worked hard to consistently deliver our service, drive results and grow further. Our relentless efforts, manifested through our on ground and support staff, helped keep all installed towers up and running.