

# 21 Revolutionising Telecom Infrastructure for a Smarter India

# 5G

## INDEX

## Pg. No.

MD's Message	2
Key Highlights Of FY 2022	3
Corporate Information	4
StI at a Glance	5
Presence and Clientele	6
Key Strengths and Recognition	7
Md's Message	8
Whole-Time Director's Message	10
CFO'S Message	11
Message From The Business Heads	12
Riding the 5G wave	14
Innovation and Small Towers	16
Key Performance Indicators	18
BOD	20
Board Report	22
Annexure to Board Report	31
MDA	42
Report on Corporate Governance Report	45
Annexure to Report on Corporate Governance Report	59
Standalone Statements	63
Notice	114



**Read the Whole Time  
Director on Pg. 10**





**Read the Chief Financial  
Officer on Pg. 11**



**Read the Business  
Head on Pg. 12**



**Read the Business  
Head on Pg. 13**

## MD's Message

"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 FY22



## 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)

# ₹ 15,761.50

(CAGR 21%)

EBITDA (₹ in Crore)

# ₹ 9,212.77

(Margins Consistent at ~50 %)

PAT (₹ in Crore)

# ₹ 4,138.23

(Margins Consistent at ~ 24 %)

Net worth (₹ in Crore)

# ₹ 18,830.75

(CAGR 29%)

EPS

# ₹ 40.10

Debt to equity

# 0.24:1

(Aims to become debt free)



# Corporate Information

## BOARD OF DIRECTORS

### Shivshankar Lature

Managing Director

### Vivek Lature

Whole Time Director

### Subhashita 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 (resigned w.e.f. August 29, 2022)

## SECRETARIAL CONSULTANT

Amruta Giradkar and Associates

## INTERNAL AUDITOR

DBS & Associates Chartered Accountants

Firm Reg. No. 018627N

## STATUTORY AUDITOR

SMPL & Associates, Chartered Accountants

## SECRETARIAL AUDITOR

Amruta Giradkar and Associates Company Secretaries

## COST AUDITOR

Avnesh Jain, Cost Accountant

## REGISTERED & CORPORATE OFFICE:

Suyog House, Plot No. 30, MIDC Central Road

Andheri East, Mumbai 400093

Ph: 022-25795516 / 25778029 / 25778030

## BANKERS

Canara Bank

Axis Bank

IndusInd Bank

State Bank of India

## WEBSITE

[www.suyogtelematics.co.in](http://www.suyogtelematics.co.in)

## REGISTRAR AND SHARE TRANSFER AGENT

Bigshare Services Private Limited 1<sup>st</sup> 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

# 253

Total States Total UT

# 3,582

Total Towers

# 4,592

Total Tenancy

# 624

Government Sites Tenancy

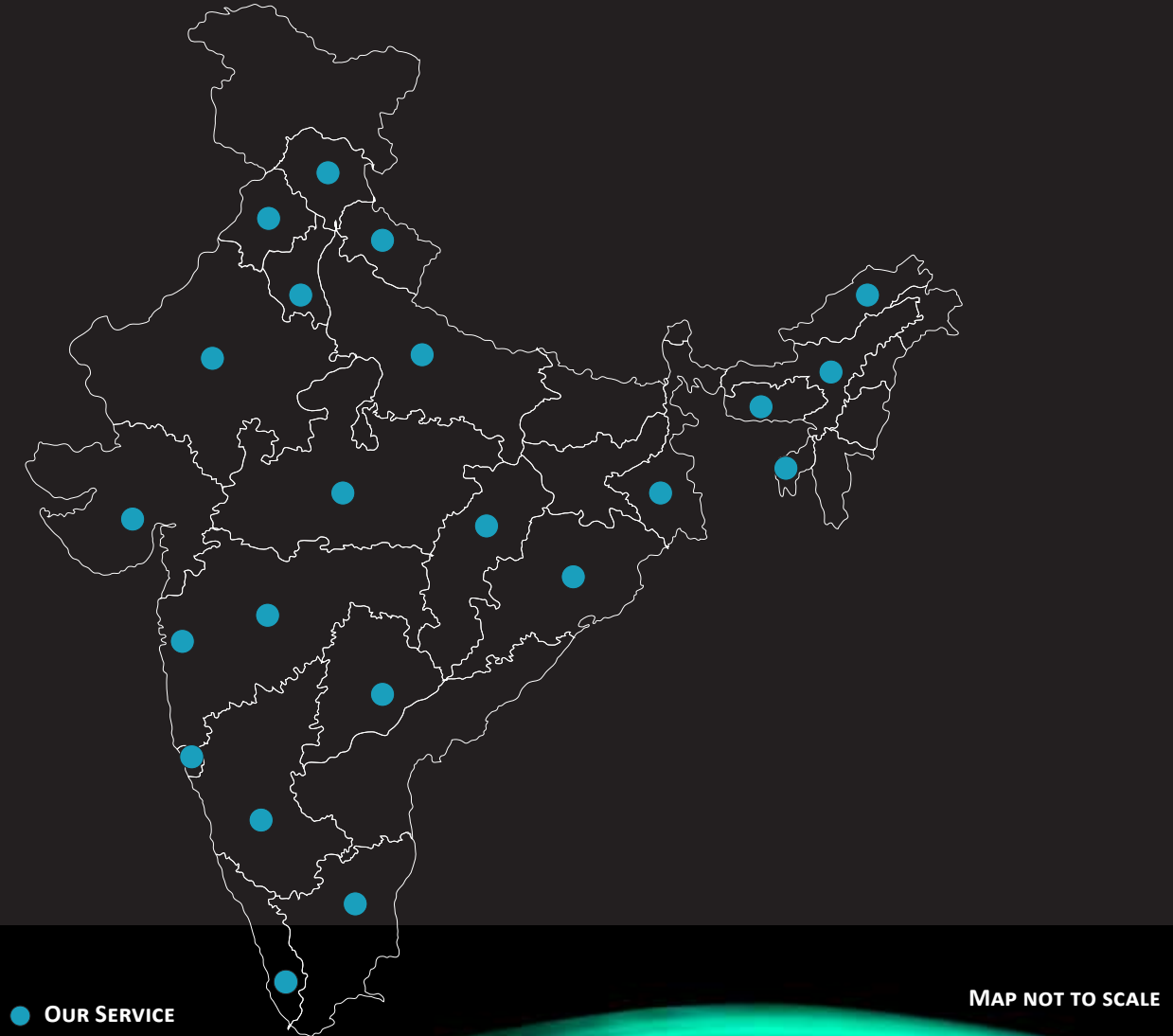
# 872

Private Site Tenancies



# Presence and clientele

We are operationally present in 15 telecom circles, and are spreading our wings further 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 15 key telecom circles.
- Neutral tower Company having business Relationship with all telcos (Vodafone Idea, Airtel, R-Jio, Tata and BSNL)
- 27 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.

