

TATA COMMUNICATIONS



Q2 2024

INVESTOR PRESENTATION

19TH OCT 2023

SAFE HARBOUR

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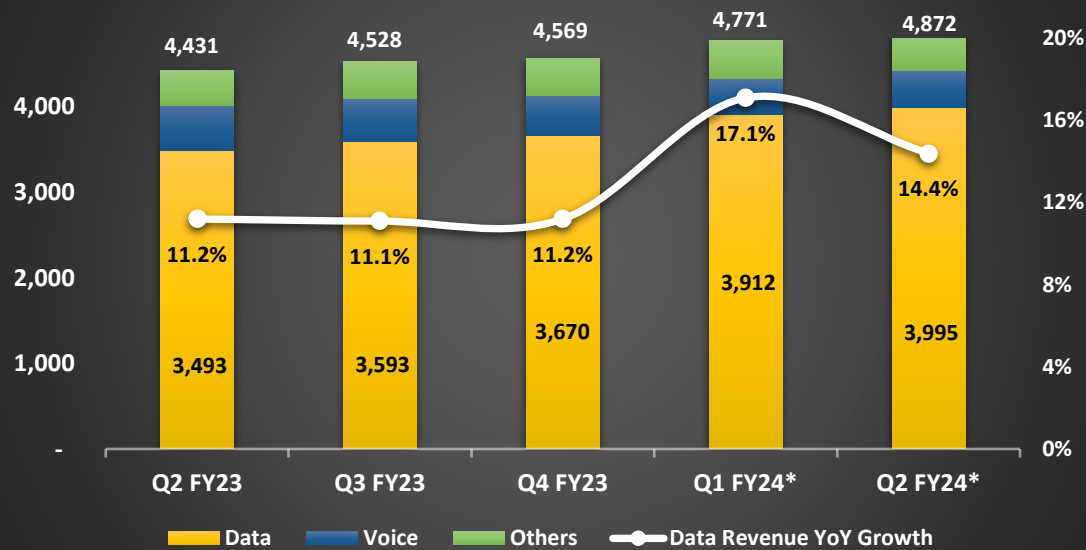
FINANCIAL HIGHLIGHTS

Metrics	Q2 FY24	YoY Growth
Reported Total Revenue [#]	4,872	10.0%
Reported Data Revenue [#]	3,995	14.4%
Underlying Data Revenue	3,840	10.0%
Core Connectivity Revenue	2,538	6.9%
Digital Portfolio Revenue [#]	1,457	30.2%
Others Revenue* (Voice, Subs & Rental)	878	(6.4)%
Consolidated EBITDA [#] %	20.8%	(465) bps
Underlying EBITDA %	21.7%	(380) bps
ROCE [#] (%)	23.3%	(480) bps

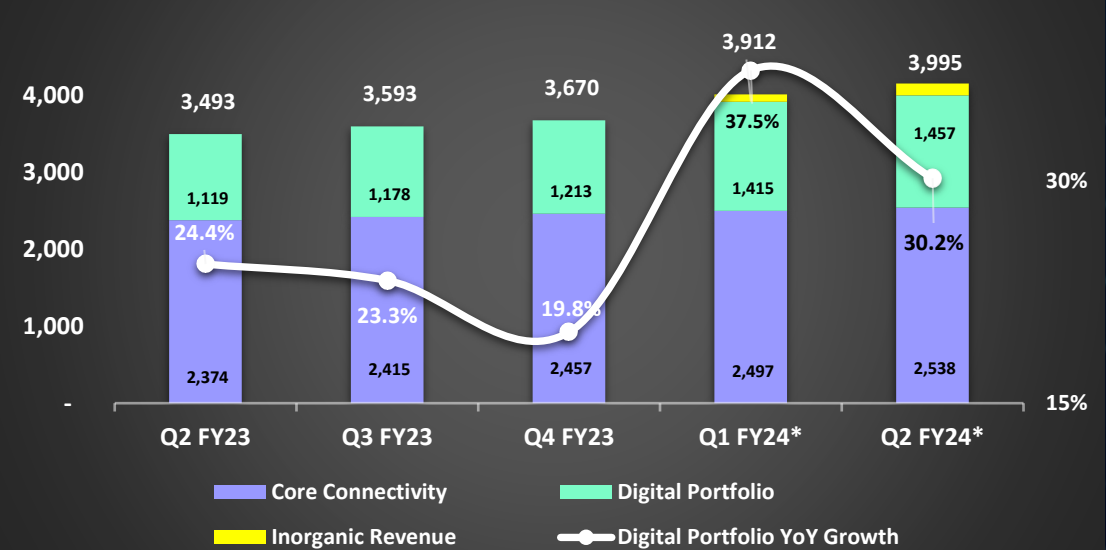
All figures are in INR Crores, unless stated otherwise
[#]FY24 metrics are calculated after including inorganic financial markers
 *Others Revenue include, Voice, Subsidiaries & Rentals.

GROSS REVENUE TRNDS

Revenue Growth



Data Revenue Trends



Q2FY24



14.4%

Data Revenue Growth YoY



10.0%

Underlying Data Revenue Growth YoY

Q2FY24



30.2%

Digital Portfolio Revenue Growth YoY

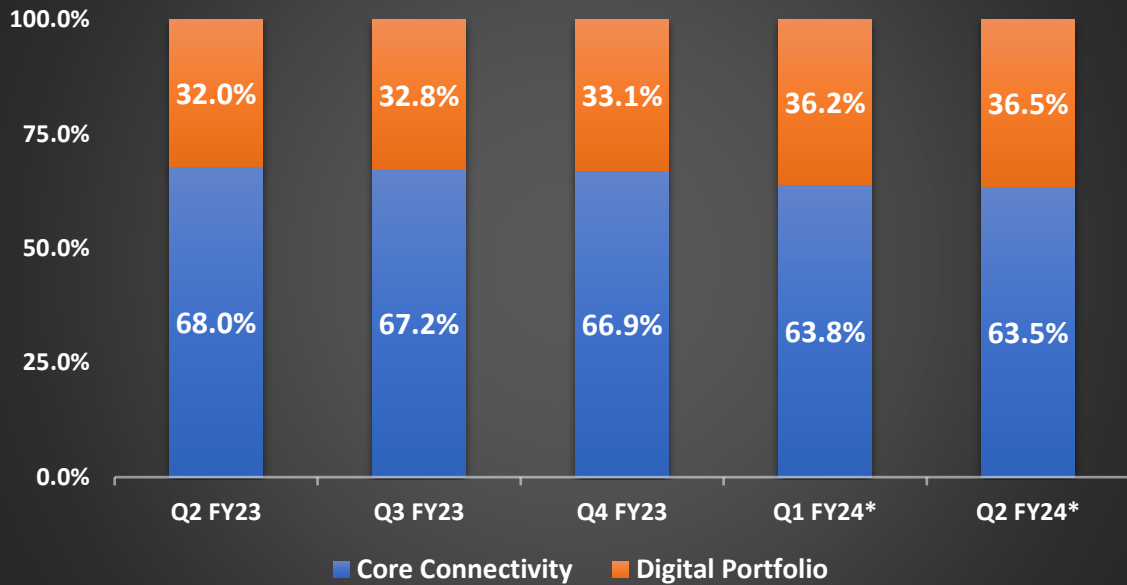


16.4%

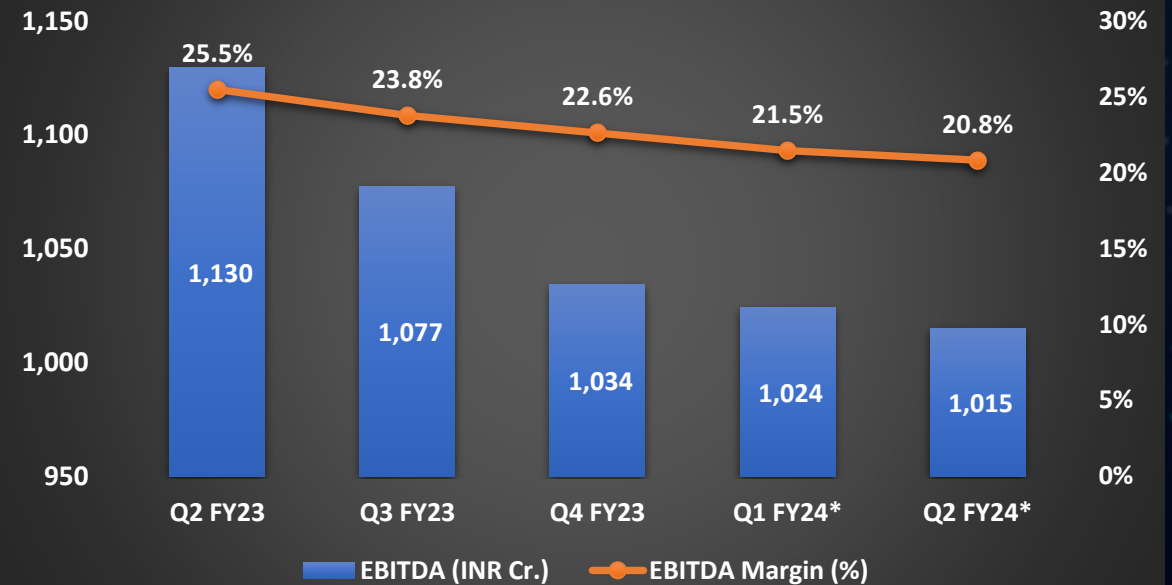
Underlying Digital Portfolio Revenue Growth YoY

OTHER TRENDS

Data Revenue Mix



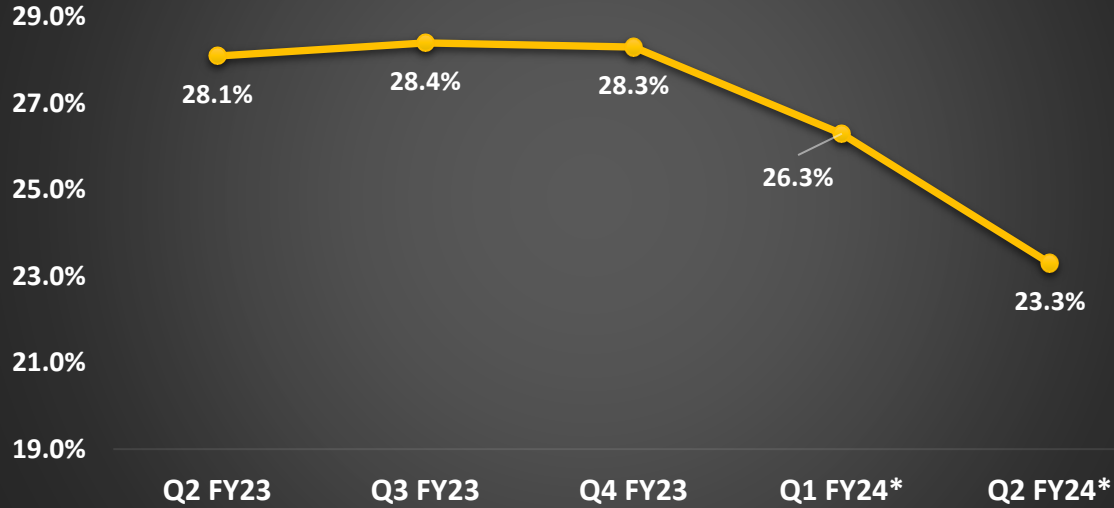
Consolidated EBITDA Trends



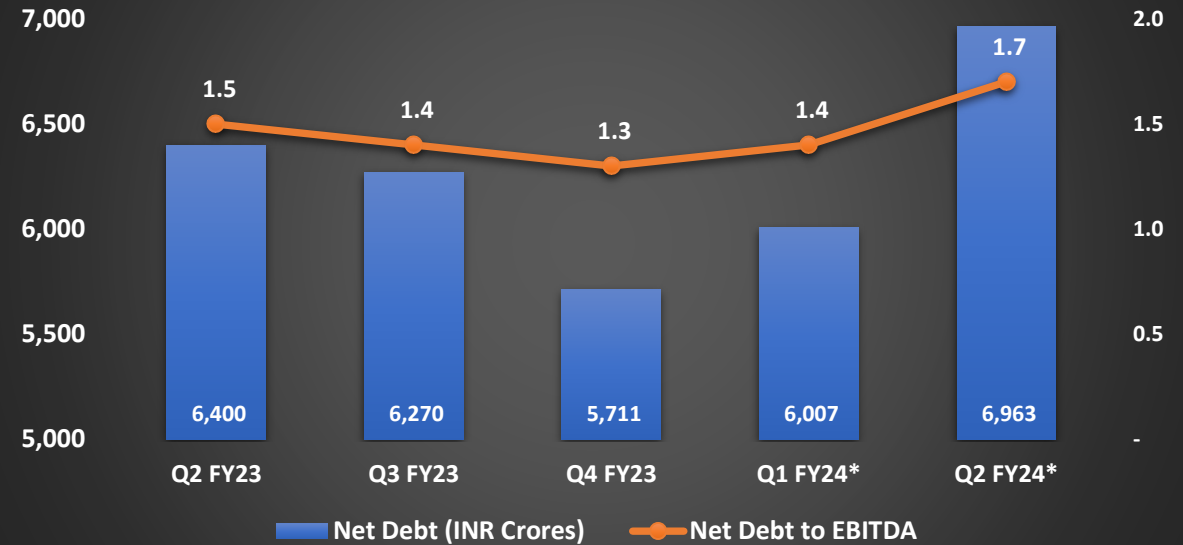
✓ Revenue contribution of the Digital Portfolio continues to witness steady improvement in line with our ambition of making it 50% of the data business

KEY RATIOS

Return on Capital Employed (%)



Debt Profile



- ✓ ROCE (%) for the quarter came in at 23.3%
- ✓ Net Debt stood at INR 6,963 Crores and increased by INR 956 Crores QoQ, largely due to higher capex and dividend payout. Net Debt to EBITDA stood at 1.7x, well within our ambition of <2x

All figures are in INR Crores, unless stated otherwise
 *FY24 metrics are calculated after including inorganic financial markers

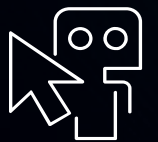
KEY TAKEAWAYS



Data Revenue continues to grow double digit with underlying revenues growing by 10% YoY and total data revenues growing by 14.4% YoY



Reported Consolidated EBITDA Margins for Q2 FY24 at 20.8%; Underlying EBITDA at 21.7%



The Kaleyra consolidation completed effective October 5, 2023



Funnel continues to grow in healthy double digits YoY particularly in the Digital Portfolio

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THANK YOU