



January 27, 2022

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai-400001

The National Stock Exchange of India Limited
Exchange Plaza, C-1, Block – G, Bandra Kurla Complex,
Bandra (E), Mumbai-400051

Ref: Indus Towers Limited (534816 / INDUSTOWER)

Sub: Press Release w.r.t. audited financial results for the third quarter (Q3) and nine months ended December 31, 2021

Dear Sir/ Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing the press release being issued by the Company with regard to the audited financial results of the Company for the third quarter (Q3) and nine months ended December 31, 2021.

Kindly take the same on record.

Thanking you,

Yours faithfully,
For Indus Towers Limited
(formerly Bharti Infratel Limited)

Samridhi Rodhe
Company Secretary



Encl: As above

Indus Towers Limited
(formerly Bharti Infratel Limited)

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Indus Towers Limited

(Formerly Bharti Infratel Limited)

Indus Towers announces Consolidated results for the third quarter ended December 31, 2021

Consolidated Revenues for the quarter at Rs. 6,927 Crore, up 3% Y-o-Y

Consolidated EBITDA for the quarter at Rs. 3,704 Crore, up 3% Y-o-Y

Consolidated Profit after Tax for the quarter at Rs. 1,571 Crore, up 16% Y-o-Y

Consolidated Operating Free Cash Flows for the quarter at Rs. 2,279 Crore, up 21% Y-o-Y

Highlights for the third quarter ended December 31, 2021

- Total Tower base of 184,748 with closing sharing factor of 1.81
- Consolidated Revenues at Rs. 6,927 Crore, up 3% Y-o-Y
- Consolidated EBITDA at Rs. 3,704 Crore, up 3% Y-o-Y
- Consolidated Profit after tax at Rs. 1,571 Crore, up 16% Y-o-Y
- Operating Free Cash Flows at Rs. 2,279 Crore, up 21% Y-o-Y

Gurugram, Haryana, India, January 27, 2022: Indus Towers Limited (Formerly Bharti Infratel Limited) (“Indus Towers” or “the Company”) today announced its **audited Consolidated** results for the third quarter ended December 31, 2021. Following the merger between Bharti Infratel Limited and Indus Towers, effective November 19, 2020, the results filed under Regulation 33 and Regulation 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, are not comparable with the results disclosed prior to the effective date. Hence, the Company has given proforma unaudited consolidated results (see note). The Consolidated revenue for the quarter was Rs.6,927 Crore, up 3% Y-o-Y. Consolidated EBITDA was at Rs.3,704 Crore, up 3% Y-o-Y and representing an operating margin of 53.5%. The net profit for the quarter was Rs.1,571 Crore, up 16% Y-o-Y. The Operating Free Cash Flow was at Rs. 2,279 Crore up 21% Y-o-Y. The Return on Equity (Pre-Tax) increased to 39.3% as against 34.2% on Y-o-Y basis [Return on Equity (Post Tax) increased to 29.8% as against 25.5% Y-o-Y basis]. The Return on Capital Employed increased to 24.5% as against 21.3% on Y-o-Y basis.

Bimal Dayal, Managing Director and CEO, Indus Towers Limited (Formerly Bharti Infratel Limited), said:

“Government through its policies reiterated its commitment towards ensuring the health and stability of the sector, and the telecom operators reciprocated suitably which is expected to aid the financial and operational well-being of the sector participants.

At Indus Towers, the quarter marked completion of a year of operations of the merged entity which has made our industry leadership positioning more robust. Our steady operational and financial performance during the quarter was reassuring. We believe that our focus to promote passive infrastructure sharing and capitalize on adjacencies will help us further strengthen our commitment of Putting India First through connecting lives.”

Constitution of Environmental, Social and Governance (ESG) Committee at Indus Towers

At Indus Towers, endeavours have always been to build a sustainable future for the communities it serves and create long-term value for all the stakeholders in the process. To further sharpen the focus towards Environmental, Social and Governance (ESG) efforts, an ESG Committee of the Board and ESG Management Council have been set up.

The ESG Committee will be led by Ms. Sonu Bhasin- Independent Director as Chairperson of the Committee and will have Mr. Randeep Singh Sekhon- Non-executive Director, Mr. Thomas Reisten- Non-executive Director and Mr. Bimal Dayal- Managing Director & CEO as its members. The ESG Committee will provide strategic guidance and support the Company's journey on ESG vision, priorities, and initiatives.

The Company aims to achieve significant progress across the environmental, social and governance spheres, and continue expanding its infrastructure and making it more resilient, in tandem with sustainable practices.

Summary of the Consolidated Statement of Income – Represents Proforma Consolidated Statement of Income as per IND AS.

(Amount in Rs. Crore, except ratios)

Particulars	Quarter Ended		
	Dec-21	Dec-20	Y-on-Y Growth
Revenue ¹	6,927	6,736	3%
EBITDA ¹	3,704	3,608	3%
EBIT ¹	2,374	2,122	12%
Profit before Tax	2,089	1,838	14%
Profit after Tax	1,571	1,360	16%
Operating Free Cash Flow ^{1&2}	2,279	1,876	21%
Adjusted Fund From Operations(AFFO) ^{1&3}	2,767	2,777	0%

1. Revenue, EBITDA, EBIT, Operating free cash flow and Adjusted Fund from Operations (AFFO) are excluding other income.

2. Operating Free Cash Flow is a non IND AS measure and is defined as EBITDA adjusted for capex and repayment of lease liabilities.

3. Adjusted Free Cash Flow is a non IND AS measure and is defined as EBITDA adjusted for Maintenance and General Corporate capex and repayment of lease liabilities.

Parameters	Unit	Dec 31, 2021	Sep 30, 2021	Q-on-Q Growth	Dec 31, 2020	Y-on-Y Growth
Total Towers ¹	Nos	1,84,748	1,83,462	1,286	1,75,510	9,238
Total Co-locations ¹	Nos	3,35,106	3,32,551	2,555	3,18,310	16,796
Key Indicators						
Average Sharing Factor	Times	1.81	1.81		1.82	
Closing Sharing Factor	Times	1.81	1.81		1.81	
Sharing Revenue per Tower p.m.	Rs	79,609	77,807	2.3%	82,732	-3.8%
Sharing Revenue per Sharing Operator p.m.	Rs	43,904	42,807	2.6%	44,845	-2.1%

1. Reporting of towers & colocations has been changed from notice basis to actual exit basis w.e.f. 1st July 2021. During the consolidation phase of the telecom industry, Indus had adopted a conservative approach in December 2018 of reporting exits basis notices received vis-à-vis the earlier method of reporting basis actual exits. Now with the stabilization in the industry and reducing trend of exits, Indus has moved back to the earlier approach of reporting churn based on actual exits to represent actual colocations billed. This has resulted in one-time addition of 3,630 colocations in closing base for the quarter ended September 30, 2021.

Note: Proforma unaudited consolidated financial results ('Proforma results') prepared assuming merger was effective from April 1, 2018 and hence, considered the effect of merger since then as per pooling of interest method in accordance with Appendix C of Ind AS 103. The consideration given to the shareholders, cancellation of Investment of Infratel in erstwhile Indus and recording of assets, liabilities and reserves at carrying value of erstwhile Indus has been considered in these results for all the periods presented. Hence, the results include the combined operation of Infratel and erstwhile Indus on line by line basis and line by line consolidation for its subsidiary and the controlled trust.



About Indus Towers Limited (formerly Bharti Infratel Limited)

Indus Towers Limited (formerly Bharti Infratel Limited) is India's leading provider of passive telecom infrastructure and it deploys, owns and manages telecom towers and communication structures, for various mobile operators. The Company's portfolio of over 1,84,000 telecom towers, makes it one of the largest tower infrastructure providers in the country with presence in all 22 telecom circles. Indus Towers caters to all wireless telecommunication service providers in India. The Company has been the industry pioneer in adopting green energy initiatives for its operations. For further details visit www.industowers.com

Disclaimer:

[This communication does not constitute an offer of securities for sale in the United States. Securities may not be sold in the United States absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended. Any public offering of securities to be made in the United States will be made by means of a prospectus and will contain detailed information about the Company and its management, as well as financial statements].