

**TATA COMMUNICATIONS**



**Q1 2024**

# **INVESTOR PRESENTATION**

**20<sup>TH</sup> JULY 2023**

## SAFE HARBOUR

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## FINANCIAL HIGHLIGHTS

Metrics	Q1 FY24	YoY Growth
Reported Total Revenue <sup>#</sup>	4,771	10.7%
Reported Data Revenue <sup>#</sup>	3,912	17.1%
Underlying Data Revenue	3,815	14.2%
Core Connectivity Revenue	2,497	8.1%
Digital Portfolio Revenue <sup>#</sup>	1,415	37.5%
Others Revenue* (Voice, Subs & Rental)	859	(11.5)%
Consolidated EBITDA <sup>#</sup> %	21.5%	(352) bps
Underlying EBITDA %	22.1%	(286) bps
ROCE <sup>#</sup> (%)	26.3%	(104) bps

All figures are in INR Crores, unless stated otherwise

<sup>#</sup> Q1 FY24 metrics are calculated after including inorganic financial markers

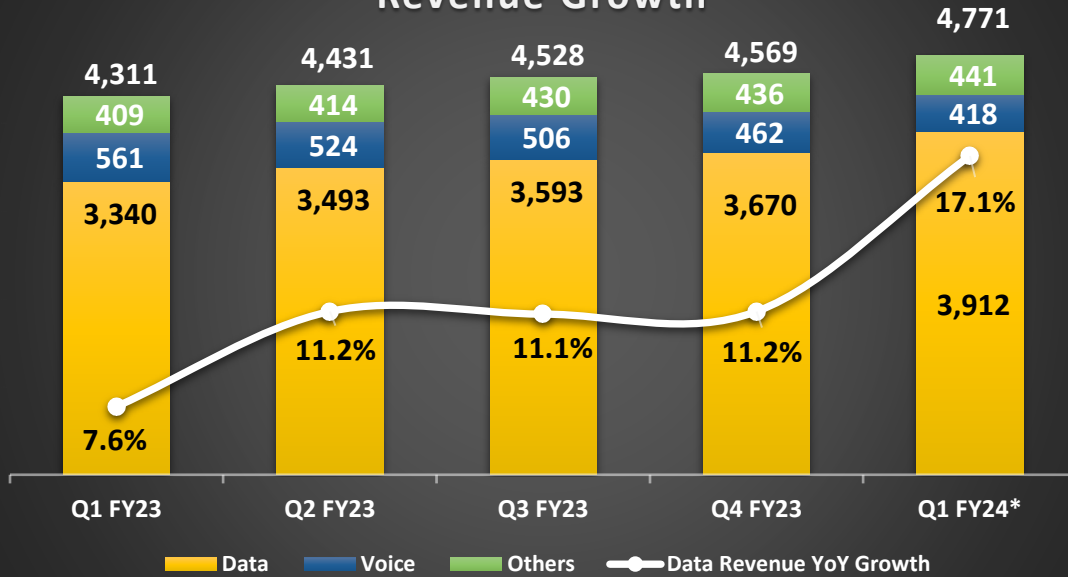
\*Others Revenue include, Voice, Subsidiaries & Rentals.



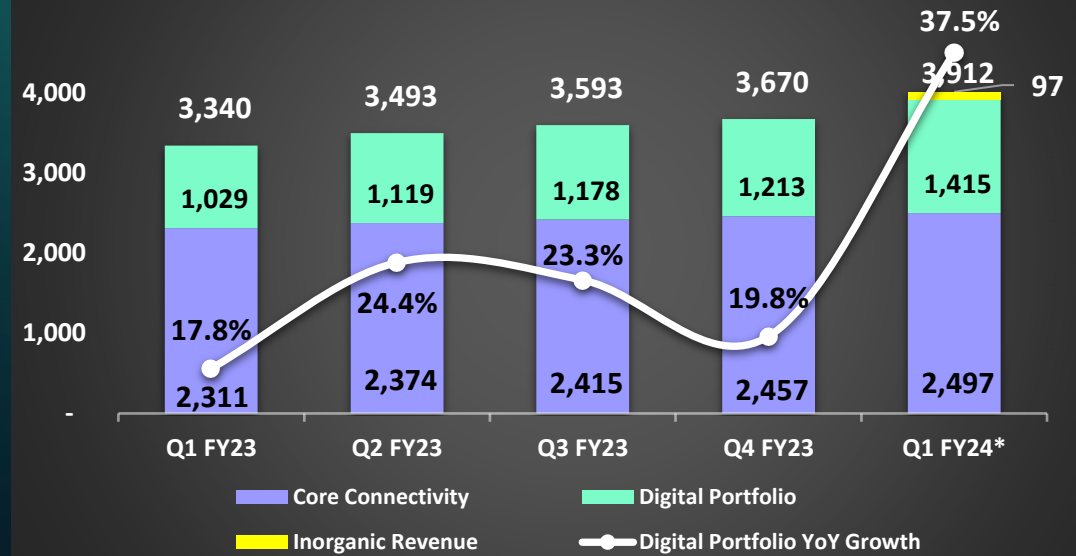
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## GROSS REVENUE TRNDS

### Revenue Growth



### Data Revenue



### Q1FY24



17.1%

Data Revenue Growth YoY



14.2%

Underlying Data Revenue Growth YoY

### Q1FY24



37.5%

Digital Portfolio Revenue Growth YoY

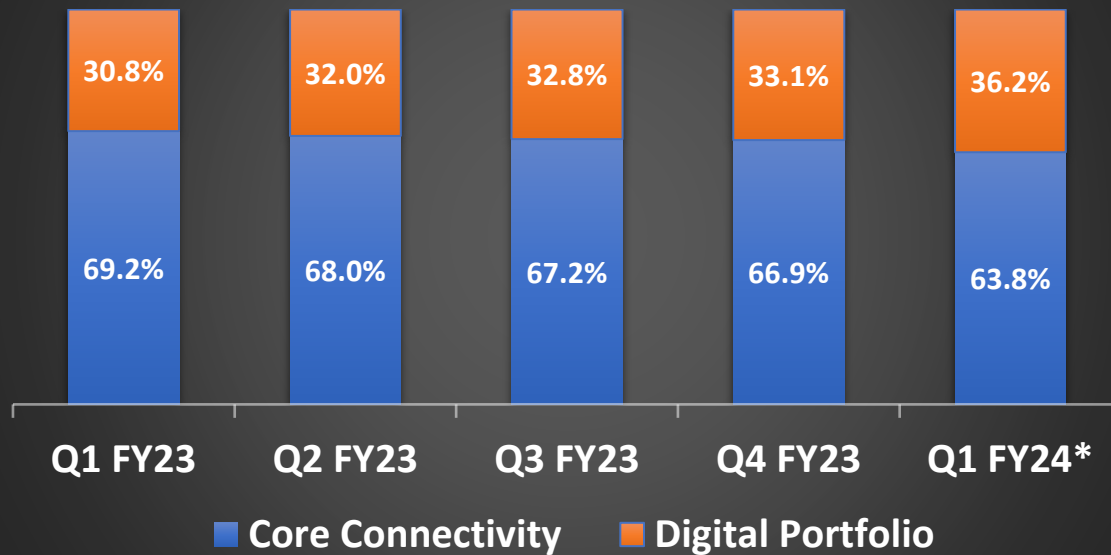


28.1%

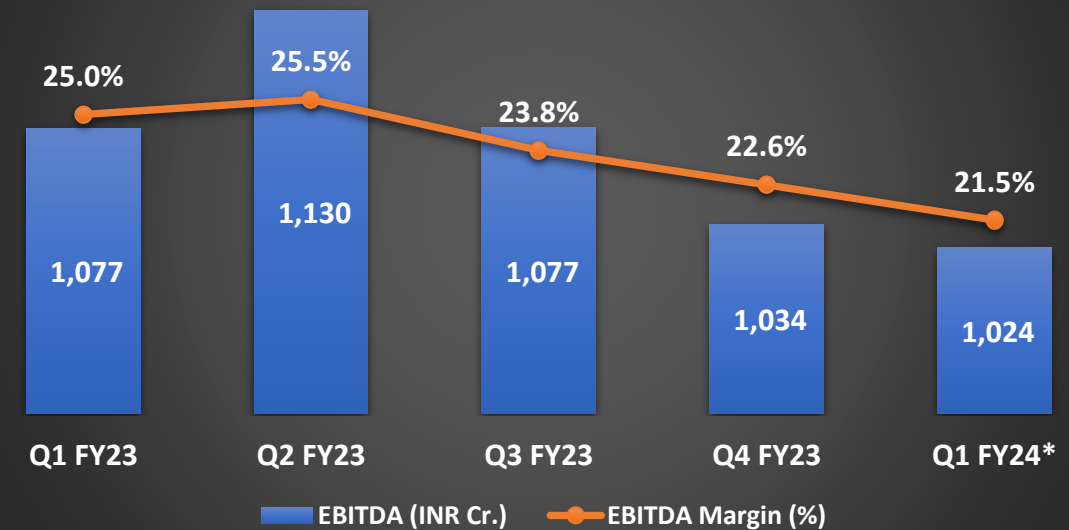
Underlying Digital Portfolio Revenue Growth YoY

## OTHER TRENDS

## Data Revenue Mix



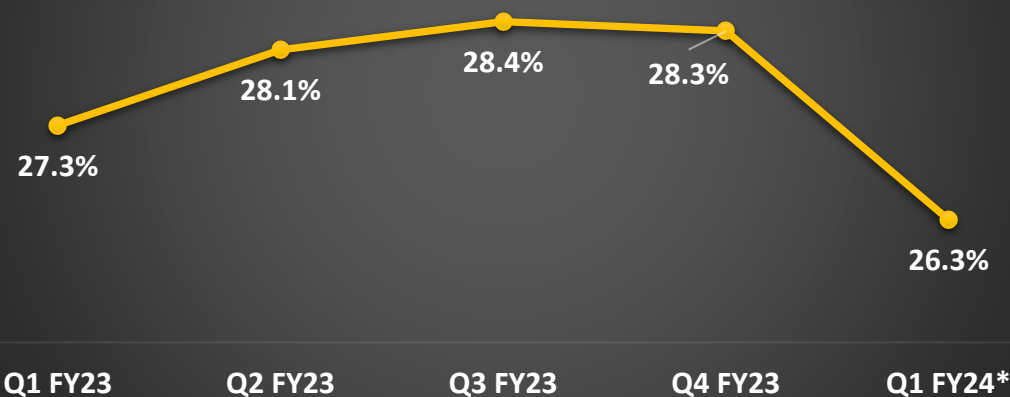
## Consolidated EBITDA Trends



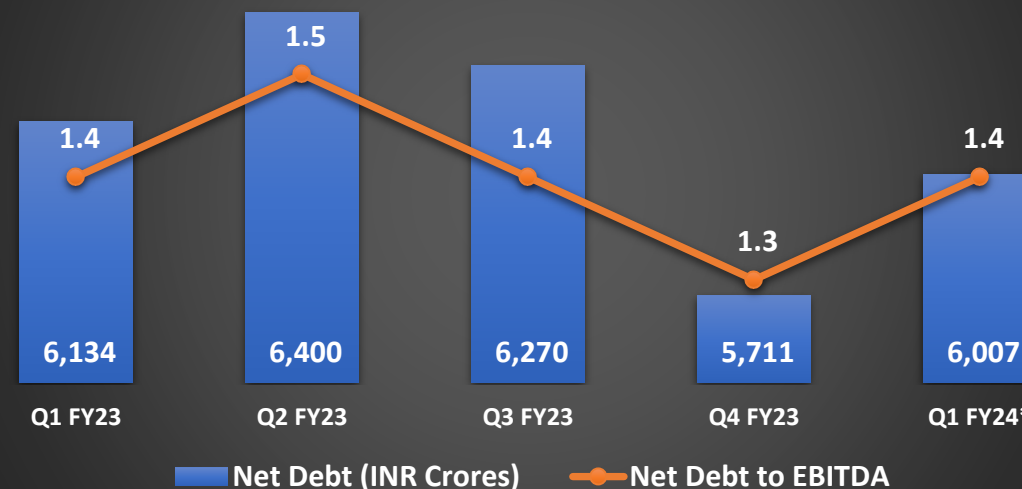
- ✓ Revenue contribution of the Digital Portfolio continues to witness steady improvement in line with our ambition of making it 50% of the data business

## KEY RATIOS

Return on Capital Employed (%)



Debt Profile



- ✓ ROCE (%) for the quarter came in at 26.3%, well within the stated ambition of >25%
- ✓ Net Debt stood at INR 6,007 Crores and increased by INR 296 Crores QoQ, largely due to increase in working capital requirements. Net Debt to EBITDA stood at 1.4x, well within our ambition of <2x

## KEY TAKEAWAYS



**Data Revenue continues to grow double digit with underlying revenues growing by 14.2% YoY and total data revenues growing by 17.1% YoY**



**Reported Consolidated EBITDA Margins for Q1 FY24 at 21.5%; Underlying EBITDA at 22.1%**



**The Switch LLC consolidation completed effective May 1**



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



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# THANK YOU