

**TATA COMMUNICATIONS**



**Q1 2025**

# **INVESTOR PRESENTATION**

**18<sup>TH</sup> JUL 2024**

## SAFE HARBOUR

Certain words and statements in this presentation concerning Tata Communications and its prospects, and other statements, including those relating to Tata Communications expected financial position, business strategy, the future development of Tata Communications' operations, are forward-looking statements.

Such statements involve known and unknown risks, uncertainties and other factors, including financial, regulatory and environmental, as well as those relating to industry growth and trend projections.

These risks may cause actual results and performance of Tata Communications, or industry results, to differ materially from those expressed or implied by the forward-looking statements

These risk factors are disclosed in detail in the Annual reports available on Tata Communications Limited official website [www. tatacommunications.com](http://www.tatacommunications.com)

Tata Communications is under no obligation to update or alter its forward-looking statements.



## IMPORTANT CHANGES TO OUR SHAREHOLDER DATAPACK

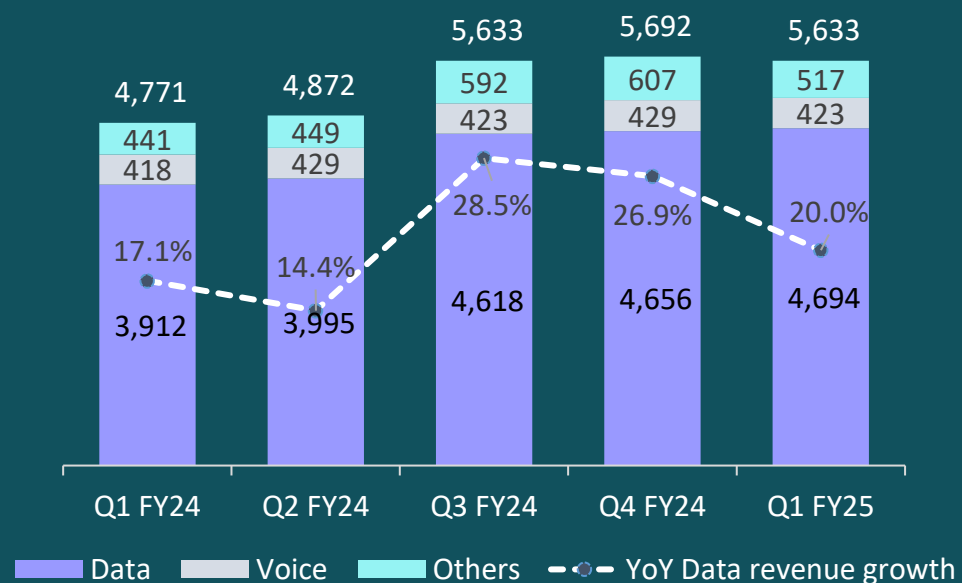
- We are doing away with separate reporting for reported and underlying numbers as Switch completes 12 months of acquisition and DIGO and Kaleyra operate as a one single unit
- We have reclassified certain costs between Direct and Indirect Expenses, to align the reporting of our acquisitions with our internal policies and standards.
- Standalone statutory financials are not comparable with earlier quarters due to creation of new entity Novamesh as announced in the previous quarter and becoming effective this quarter
- Secure Access Service Edge (SASE) has been reclassified to align with market trends. Previously SASE revenues were split between Next Gen connectivity and Cloud and Security portfolio. Now we are moving SASE completely under Cloud and Security portfolio

## QUARTERLY FINANCIAL HIGHLIGHTS

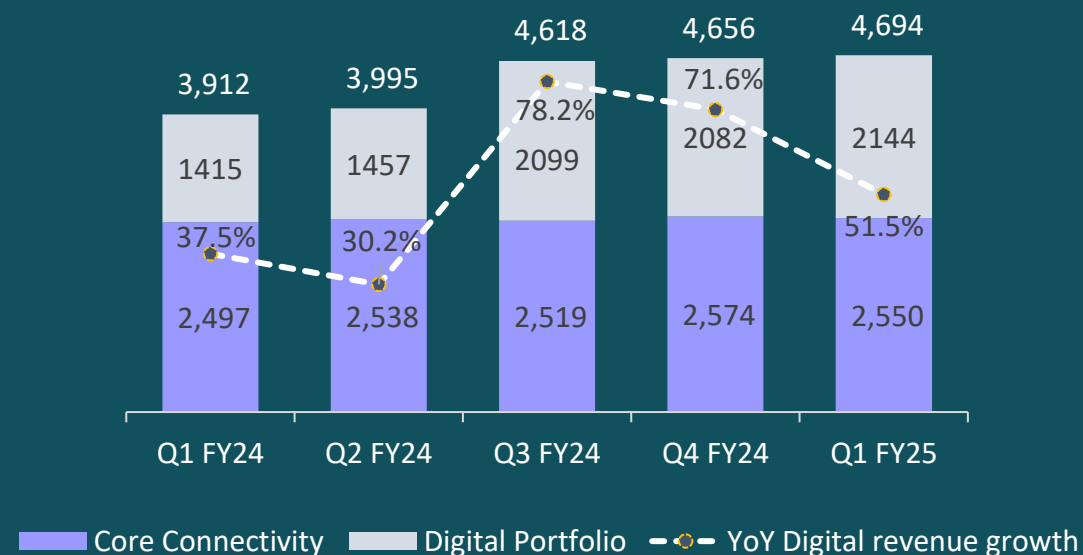
Key Parameters	Q1 FY25	YoY Growth
Total Consolidated Revenue	5,633	18.1%
Data Revenue	4,694	20.0%
Core Connectivity Revenue	2,550	2.1%
Digital Portfolio Revenue	2,144	51.5%
Others Revenue (Voice, Subs & Rental)	940	9.4%
Consolidated EBITDA %	20.0%	(150) bps
ROCE (%)	17.5%	(883) bps

## GROSS REVENUE TRENDS

## OVERALL REVENUE GROWTH



## DATA REVENUE GROWTH



**20.0%**  
YoY

**DATA REVENUE GROWTH**

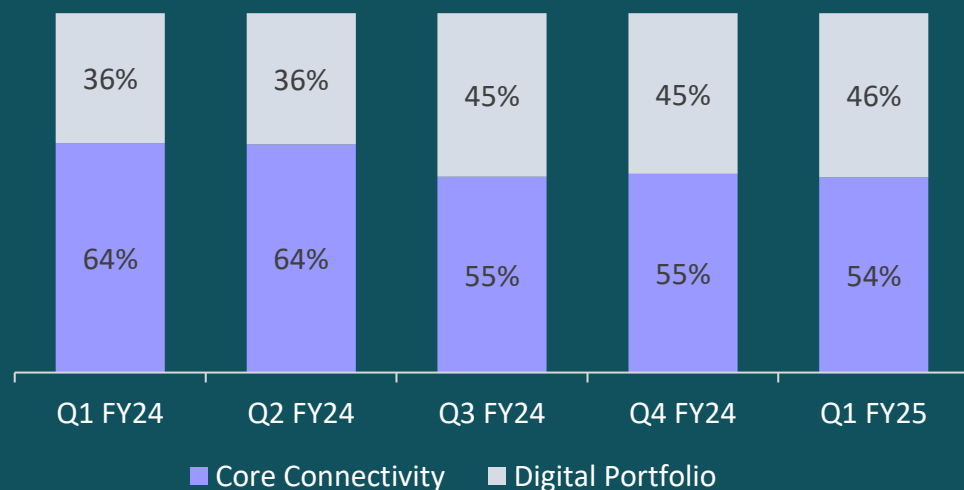


**51.5%**  
YoY

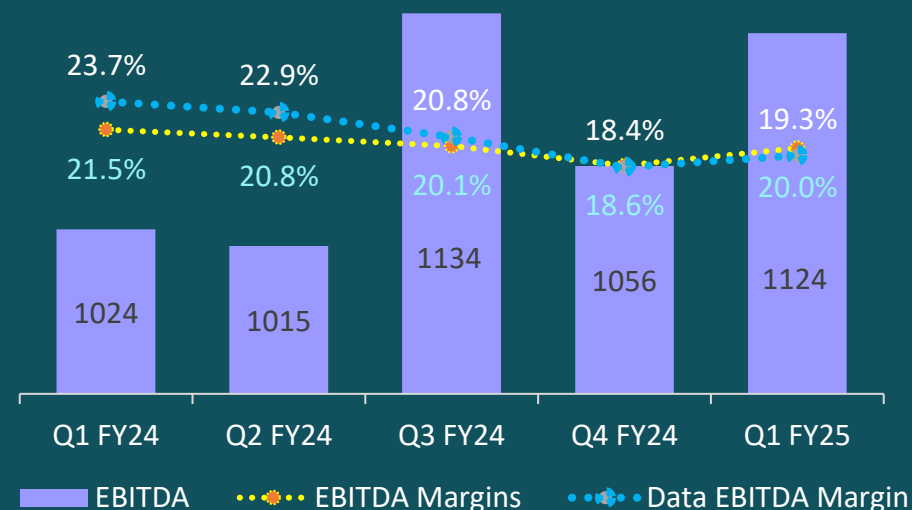
**DIGITAL REVENUE GROWTH**

## OTHER TRENDS

## DATA REVENUE MIX



## EBITDA TRENDS

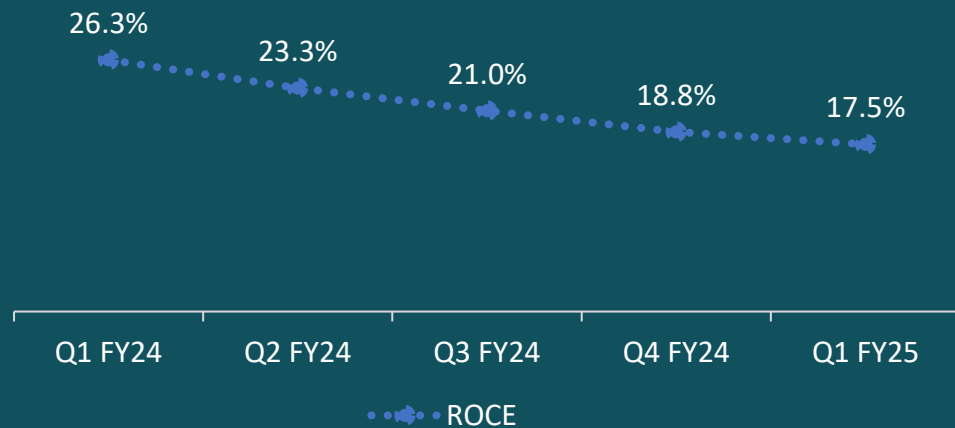


- ✓ Revenue contribution of the Digital Portfolio continues to witness steady improvement in line with our ambition; DPS revenue growth improved sequentially to 2.9% this quarter
- ✓ EBITDA margins improve by 140bps this quarter and consolidated EBITDA was up by 9.8% yoy

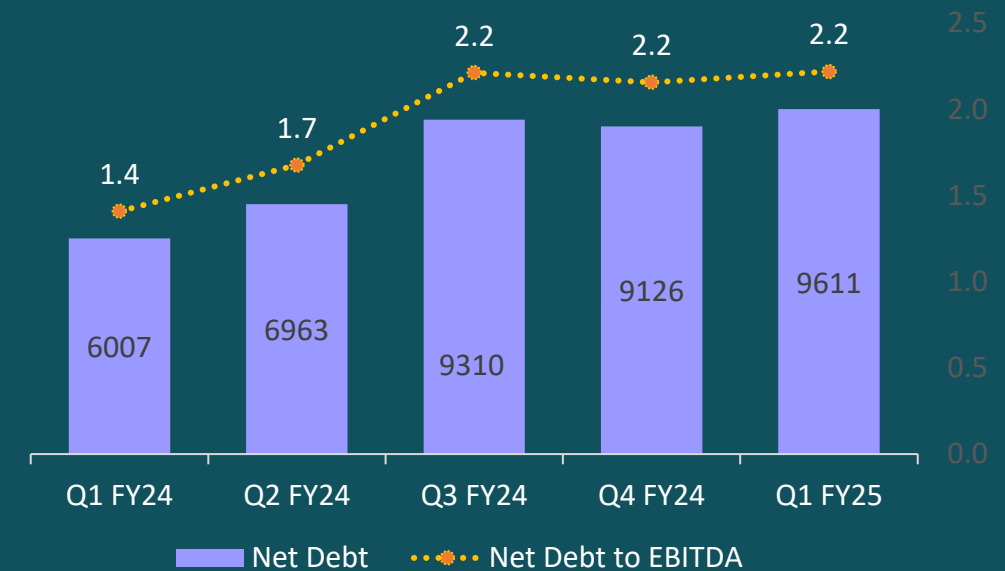


## KEY RATIOS

## RETURN ON CAPITAL EMPLOYED (%)



## DEBT PROFILE



- ✓ Continue to invest responsibly and in control of our KPIs.
- ✓ Net Debt to EBITDA has been flat around 2.2x over the past few quarters

## KEY TAKEAWAYS



**Consolidated Revenues for Q1 FY25 has grown at 18.1% YoY. Data revenues have grown at 20.0% YoY. All fabrics have shown healthy growth on a YoY basis.**



**The Digital Portfolio contributes 45.7% of our Data Revenues, strengthening our position as a leading CommTech player**



**Consolidated EBITDA Margins at 20.0%**



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# THANK YOU