



January 24, 2023

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: Quarterly report for the third quarter (Q3) and nine months ended December 31, 2022

Dear Sir/ Madam,

Pursuant to Regulation 30 and other applicable provisions of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing the quarterly report being released by the Company w.r.t. the audited financial results for the third quarter (Q3) and nine months ended December 31, 2022.

Kindly take the same on record.

Thanking you,

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

Samridhi Rodhe
Company Secretary

Indus Towers Limited
(formerly Bharti Infratel Limited)

Indus Towers Limited

(Formerly Bharti Infratel Limited)

Building No. 10, Tower A, 4th Floor, DLF Cyber City, Gurugram, Haryana – 122002



Putting India First

Indus Towers Ltd. (formerly Bharti Infratel Limited)

www.industowers.com

January 24, 2023

The financial statements included in this quarterly report fairly present in all material respects the financial position, results of operations, cash flow of the Company as of and for the periods presented in this report.

Supplemental Disclosures

Safe Harbor: - Some information in this report may contain forward-looking statements. We have based these forward-looking statements on our current beliefs, expectations and intentions as to facts, actions and events that will or may occur in the future. Such statements generally are identified by forward-looking words such as “believe,” “plan,” “anticipate,” “continue,” “estimate,” “expect,” “may,” “will” or other similar words.

A forward-looking statement may include a statement of the assumptions or basis underlying the forward-looking statement. We have chosen these assumptions or basis in good faith, and we believe that they are reasonable in all material respects. However, we caution you that forward-looking statements and assumed facts or bases almost always vary from actual results, and the differences between the results implied by the forward-looking statements and assumed facts or bases and actual results can be material, depending on the circumstances. You should also keep in mind that any forward-looking statement made by us in this report or elsewhere speaks only as of the date on which we made it. New risks and uncertainties come up from time to time, and it is impossible for us to predict these events or how they may affect us. We have no duty to, and do not intend to, update or revise the forward-looking statements in this report after the date hereof. In light of these risks and uncertainties, any forward-looking statement made in this report or elsewhere may or may not occur and has to be understood and read along with this supplemental disclosure.

General Risk: - Investment in equity and equity related securities involves a degree of risk and investors should not invest any funds in this Company without necessary diligence and relying on their own examination of Indus Towers Limited; along with the equity investment risk which doesn't guarantee capital protection.

Use of Certain Non GAAP measures: - This result announcement contains certain information on the Company's results of operations and cash flows that have been derived from amounts calculated in accordance with Indian Accounting Standards (IND AS) i.e. Non-GAAP measures. They should not be viewed in isolation as alternatives to the equivalent IND AS measures and should be read in conjunction with the equivalent IND AS measures.

Further, disclosures are also provided under “Use of Non – GAAP financial information” on page 24

Others: In this report, the term “Indus Towers” or “Indus” or “the Company” refers to Indus Towers Limited (formerly Bharti Infratel Limited).

With effect from January 2015, Indus Towers Employees Welfare Trust (formerly Bharti Infratel Employees Welfare Trust) (incorporated for allotment of shares to employees as part of Employee Stock Option Plan) has been included as part of the Company. With effect from September 2015, Smartx Services Ltd. (incorporated on September 21, 2015 as a wholly owned subsidiary) has been included as a part of the Company.

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.

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Section A

Consolidated Results

The Company has adopted Indian Accounting Standards (IND AS) w.e.f. April 1, 2016 with transition date being April 1, 2015 in accordance with the requirements under Section 133 of the Companies Act, 2013. Accordingly, the consolidated financial statements under IND AS includes the subsidiary 'Smartx Services Limited' and the controlled trust "Indus Tower Employee Welfare Trust" (formerly Bharti Infratel Employees Welfare Trust) and share of Joint Venture "Erstwhile Indus Towers Limited (ceased to exist and merged into the company w.e.f. November 19, 2020)" on the basis of Equity method of consolidation.

Section A includes 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.

Section-1

INDUS TOWERS – PERFORMANCE AT A GLANCE³

Particulars	UNITS	Full Year Ended ²			Quarter Ended ²				
		2020	2021 ⁵	2022	Dec 2021	Mar 2022	Jun 2022	Sep 2022	Dec 2022
Consolidated Operating Highlights									
Total Towers	Nos	169,002	179,225	185,447	184,748	185,447	186,474	187,926	189,392
Total Co-locations ⁶	Nos	311,111	322,438	335,791	335,106	335,791	336,382	338,128	339,435
Average Sharing factor	Times	1.85	1.82	1.80	1.81	1.81	1.81	1.80	1.80
Closing Sharing factor	Times	1.84	1.80	1.81	1.81	1.81	1.80	1.80	1.79
Sharing Revenue per Tower per month	Rs	78,855	78,345	80,467	79,609	85,445	75,688	84,841	73,283
Sharing Revenue per Sharing Operator per month	Rs	41,647	42,357	44,264	43,904	47,148	41,879	47,093	40,810
Financials									
Revenue ¹	Rs Mn	255,624	256,729	277,172	69,274	71,163	68,973	79,666	67,650
EBITDA ¹	Rs Mn	127,239	132,575	149,429	37,041	40,698	23,222	28,124	11,858
EBIT ¹	Rs Mn	73,158	77,575	95,755	23,743	26,971	9,226	15,045	(1,951)
Finance Cost (Net)	Rs Mn	11,953	14,021	14,973	3,793	3,747	3,720	3,924	3,540
Profit/(Loss) before Tax	Rs Mn	63,982	66,537	84,307	20,889	24,314	6,431	11,750	(9,521)
Profit/(Loss) after Tax	Rs Mn	50,270	49,751	63,731	15,708	18,285	4,773	8,718	(7,082)
Capex	Rs Mn	31,764	35,868	29,287	7,107	6,348	7,601	7,937	10,369
-of Which Maintenance & General Corporate Capex	Rs Mn	7,848	7,181	7,987	2,226	1,582	2,274	2,050	2,088
Operating Free Cash Flow ¹	Rs Mn	70,653	71,240	91,620	22,786	27,336	8,069	12,770	(6,205)
Adjusted Fund From Operations(AFFO) ¹	Rs Mn	94,570	99,927	112,920	27,667	32,102	13,396	18,657	2,076
Free Cash Flow	Rs Mn	27,900	47,952	30,160	1,112	22,320	5,509	(4,657)	6,188
Total Capital Employed	Rs Mn	348,855	351,671	392,442	394,780	392,442	389,517	404,554	392,070
Net Debt / (Net Cash) with Lease Liabilities	Rs Mn	171,774	192,901	170,937	191,351	170,937	193,226	199,805	194,703
Net Debt / (Net Cash) without Lease Liabilities	Rs Mn	42,499	58,782	28,545	50,788	28,545	52,630	57,295	51,157
Shareholder's Equity	Rs Mn	177,081	158,770	221,505	203,429	221,505	196,291	204,749	197,367
Key Ratios									
EBITDA Margin ¹	%	49.8%	51.6%	53.9%	53.5%	57.2%	33.7%	35.3%	17.5%
EBIT Margin ¹	%	28.6%	30.2%	34.5%	34.3%	37.9%	13.4%	18.9%	-2.9%
Net Profit Margin ¹	%	19.7%	19.4%	23.0%	22.7%	25.7%	6.9%	10.9%	-10.5%
Net Debt / (Net Cash) with Lease Liabilities to EBITDA (LTM) ³	Times	1.35	1.46	1.14	1.34	1.14	1.41	1.55	1.87
Interest Coverage ratio (LTM) ³	Times	10.64	9.46	9.98	9.62	9.98	9.20	8.50	6.96
Return on Capital Employed Pre Tax (LTM) ³	%	21.9%	22.1%	25.7%	24.5%	25.7%	22.0%	19.2%	12.5%
Return on Shareholder's Equity Pre Tax (LTM) ³	%	37.6%	39.6%	44.34%	39.3%	44.3%	39.0%	32.3%	16.5%
Return on Shareholder's Equity Post tax (LTM) ³	%	29.6%	29.6%	33.52%	29.8%	33.5%	29.5%	24.2%	12.3%
Valuation Indicators									
Market Capitalization ⁴	Rs Bn	431	660	598	669	598	564	532	513
Enterprise Value ⁴	Rs Bn	603	853	769	861	769	757	732	708
EV / EBITDA ^{3&4}	Times	4.74	6.44	5.15	6.02	5.15	5.51	5.67	6.81
EPS (Diluted) ⁴	Rs	18.65	18.46	23.66	5.83	6.79	1.77	3.24	-2.63
PE Ratio ⁴	Times	8.58	13.27	9.39	11.32	9.39	10.36	11.21	20.78

- Revenue, EBITDA, EBIT, Operating free cash flow and Adjusted Fund from Operations (AFFO) are excluding other income. Further, EBITDA, EBIT and Net profit margins have been computed on revenue excluding other income.
- Previous periods' figures have been regrouped/ rearranged wherever necessary to conform to current period classifications.
- With the adoption of Ind AS 116 definition for Financial KPIs – 'Operating Free Cash Flow' and 'Adjusted Fund From Operations'; Key Ratios – 'Net Debt / (Net Cash) with Lease Liabilities to EBITDA', 'Interest Coverage Ratio', 'Return on Capital Employed Pre Tax', 'Return on Shareholder's Equity Pre Tax / Post Tax' and Valuation Indicators – 'EV/EBITDA' have been revised. Refer Section 11- Glossary for previous and revised definitions.
- Valuation Indicators for periods prior to quarter ending December 31, 2020 are revised based on current outstanding share capital to make the data comparable.
- The impact on account of alignment of accounting practices and estimates for the Company of Rs 123 million (net of tax) which has been charged to Consolidated Statement of Profit and Loss for the quarter ended December 31, 2020.
- Total colocations excludes Lean products, net additions thereof during the quarter aggregates to 1,408 (Previous Quarter 1,535).

Section 2

AN OVERVIEW

2.1 Industry Overview

The Indian telecommunications industry is one of the most competitive globally. The focus of Indian operators in the last ten years or so has been to develop an affordable mass market telecommunications service model which allows for service availability across India's urban and rural areas at affordable prices. A strong focus on optimization of operational expenses through the outsourcing of non-core areas, process innovation, cost-to-serve alignment and strategic partnerships has also resulted in steady growth of the tower industry. It is more economical for operators to lease towers from tower companies rather than build them for captive use.

Infrastructure sharing is effective in optimizing the utilization of available resources and helps to bring down the cost of providing telecommunications services. With the reduction in overall tariffs and restrictions placed by various local regulatory bodies on the installation of telecom towers, infrastructure sharing amongst service providers has become the norm in the Indian telecommunications industry in the last decade.

Tower companies provide the entire range of tower infrastructure that is required by wireless telecommunications service providers to offer mobile telephony services to their subscribers. Tower infrastructure refers to equipment such as towers, shelters, power regulation equipment, battery banks, diesel generator sets (DG sets), air conditioners, fire extinguishers and a security cabin, required at a site where such towers are installed.

Traditionally, tower companies provided two types of towers – Ground Based Towers (GBTs) and Roof Top Towers (RTTs). Space limitations on each site and overall limited availability of land for tower installation have expanded the traditional tower products to Ground Based Mast (GBMs) that occupy less space relative to GBTs and RTTs.

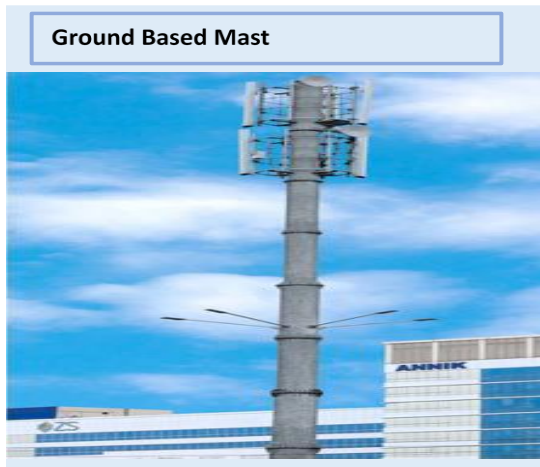
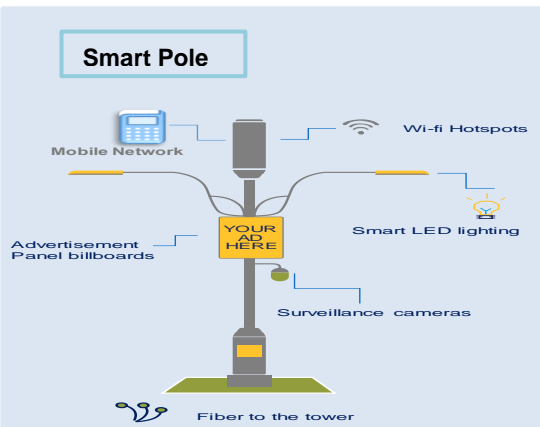
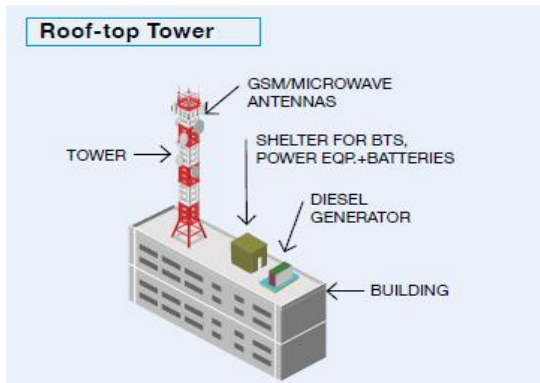
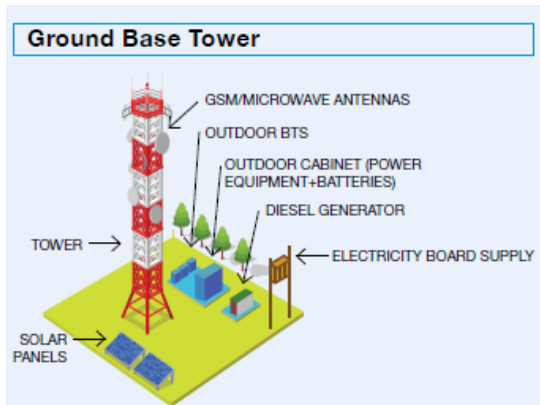
Apart from the above traditional products, tower companies are now also providing innovative solutions like smart poles, microsites, fiberized connectivity, feather sites, small cells etc. This is keeping in mind the demands of technologies such as 4G currently and technologies such as 5G, etc. in the future. These newer products are expected to not only provide high

coverage and capacity within a limited area, but also enhance aesthetic look of the city.

There are two kinds of infrastructure that constitute a telecom tower:

- Active Infrastructure: Radio antenna, BTS/cell site, cables, Fibre POP's etc. that are owned and supplied by telecom operators
- Tower Infrastructure: Steel tower, shelter room, DG set, power regulation equipment, battery bank, security cabin etc. that supports active infrastructure. These are owned by tower companies.

Telecommunication sector is playing a pioneer role in fulfilling Government mission of Digital India and will also have an enabling role in India's journey to Digital Economy and Industry 4.0. Infrastructure Providers (IP1) has empowered the Telecommunication Service Providers (TSPs) by providing affordable shareable passive infrastructure. The TSPs leverage the shareable passive infrastructure not only to quickly rollout their network but also enjoyed the benefit of cost efficiency which enables to provide affordable services to consumers. In the India Digital Economy and Industry 4.0 enablement, it is visualized that Infrastructure Provider has a more contributing role to play. This can happen when the Infrastructure providers start providing active network sharing along with passive infrastructure. 5G network will require large transmission capacities and more number of sites as 5G network is planned in 3.6 GHz, higher band and millimeter wave. This will call for huge investment by TSPs and may become a barrier for Pan India deployment and affordable services. IP1 can play an effective role by providing shared Transport Network and shared RAN (Radio Access Network). This will facilitate TSPs to focus on the core networks and its core businesses and leverage operational efficiency of IP1 in active network sharing. BEREC (Body of European Regulators for Electronics Communications) report conveys that active sharing has the potential to reduce the Capex by 33-35% and Opex by 25-33%. IP1 can provide active network sharing and extend the sharing efficiency to active infrastructure as well. Government of India has acknowledged the critical role played by IP1 for the success of Telecom sector and intends IP1 to play an enhanced role in the times to come as captured in National Digital Communication Policy 2018 (NDCP 2018) with proper regulatory frame-work by Department of Telecommunication (DoT).



Average specifications for these are summarized in the following table:

Particulars	GBT	RTT	GBM	Smart Pole	Feather Site
Space Requirement (Sq.ft)	2,500 - 4,000	300-1000	100 - 500	50-100	80-150
Height (m)	30-50	6-21	24-40	12	3-9
Occupancy Capacity (Colocations)	2-4	2-4	1-3	1-2	1-2

2.2 Company Overview

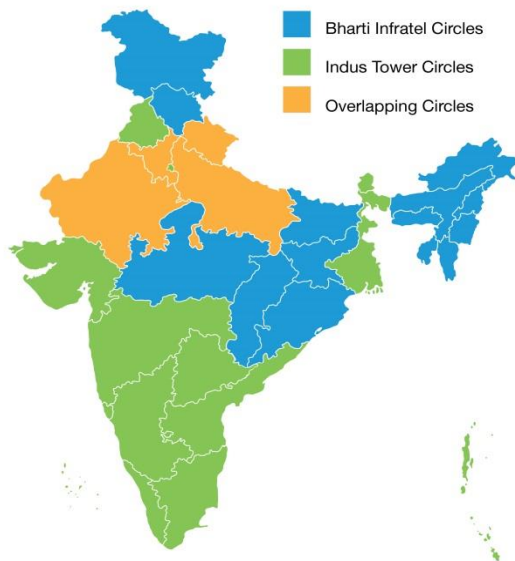
Indus Towers Limited (formerly Bharti Infratel Limited) is a provider of tower and related infrastructure sharing services.

Indus Towers has been formed following the amalgamation of erstwhile Indus Towers which was operating in 15 telecom circles with pre-merger Bharti Infratel which was operating in 11 telecom circles. Erstwhile Indus Towers was established as a joint venture in 2007, originally between Bharti Airtel, Vodafone India and Idea Cellular. The holdings underwent few changes over the years and as on 30th September 2020, Bharti Infratel, Vodafone Group Plc and Vodafone Idea held shareholding interest of 42%, 42% and 11.15% respectively in Indus. The balance 4.85% was held by P5 Asia Holding Investments (Mauritius) Limited (Providence).

Following the merger, Indus Towers is one of the largest tower infrastructure providers in the country and globally. The business of Indus Towers is to acquire, build, own, operate and maintain tower and related infrastructure. Indus provides access to their towers primarily to wireless telecommunications service providers on a shared basis, under long-term contracts. Indus Towers caters to all wireless telecommunication service providers in India.

Indus has a nationwide presence with operations in all 22 telecommunications Circles in India. As of December 31, 2022, Indus owned and operated 189,392 towers with 339,435 co-locations with an average sharing factor of 1.80.

Indus Towers has ongoing Master Services Agreements (MSAs) with its customers. The MSAs are long-term contracts which set out the terms on which access is provided to the Company's towers, with all service providers being offered substantially the same terms and receiving equal treatment at towers where they have installed their active infrastructure. Under the MSAs, Indus enters into service contracts in respect of individual towers. The MSAs and service contracts govern Indus' relationship with its customers, the services provided, and the applicable charges and incorporate annual escalation clauses in respect of the applicable charges. This provides stability to the Company's business and provides visibility with regard to future revenues.



History of Erstwhile Indus Towers

In order to capitalize on the opportunities for tower sharing in the Indian telecommunications market, Bharti Airtel, Vodafone India and Idea Cellular agreed to establish Indus Towers as an independently managed joint venture that provides non-discriminatory shared tower services to all wireless telecommunications service providers. In furtherance of this joint venture, the parties also agreed to contribute certain identified towers to Indus Towers and to use the services of Indus Towers in the first instance for any new rollout of telecommunications towers or co-locations in 15 telecommunications circles. In this context, erstwhile Indus Towers was incorporated in November 2007 and Bharti Airtel, Bharti Infratel, Vodafone India (certain of its subsidiaries), Idea Cellular and Idea Cellular Infrastructure entered into the Indus Share Holders Agreement (SHA) to govern their relationship with respect to Indus Towers and its day-to-day operations and the Framework Agreement, which set out among other things, the basis on which towers were to be contributed to Indus Towers by the respective parties. In accordance with the Framework Agreement, Bharti Infratel, Vodafone Group Plc and Vodafone Idea held a 42%, 42% and 16% shareholding interest in Indus Towers, respectively. During the quarter ended March 2017, Aditya Birla Telecom transferred 4.85% of its stake in Indus Towers to P5 Asia Holding Investment (Mauritius) Limited. As on 30th September 2020, Bharti Infratel, Vodafone India and Vodafone Idea held shareholding interest of 42%, 42% and 11.15% respectively in Indus Towers.

The Indus SHA provided that Indus could not carry on business in the 7 telecommunications circles in which pre-merger Bharti Infratel operated in, exclusive of Indus Towers. Similarly, subject to certain exceptions, the joint venture partners were not permitted to, among other things (a) compete with the business of Indus

Towers in the 15 specified telecommunications Circles that Indus operated in, (b) develop, construct or acquire any tower in the 15 specified telecommunications Circles that Indus Towers operated in and (c) directly or indirectly procure orders from or do business with any entity that has been a customer of Indus Towers during the previous two-year period in competition with the business of Indus in the 15 specified telecommunications Circles that Indus Towers operated in. On the basis of the relationship as described above, pre-merger Bharti Infratel and erstwhile Indus Towers did not compete with each other in any telecommunications Circle, they did not have any conflicts of interest in this regard and were able to work closely with each other and benefit from the synergies generated by the nationwide coverage and large scale of their operations.

Merger of erstwhile Indus Towers with pre-merger Bharti Infratel

On April 25, 2018, Indus Towers Limited (formerly Bharti Infratel Limited) ('the Company or Transferee Company') and its Joint Venture Company erstwhile Indus Towers Limited ('erstwhile Indus or Transferor Company') and their respective shareholders and creditors entered into a scheme of amalgamation and arrangement (under section 230 to 232 and other applicable provisions of the Companies Act, 2013) ('Scheme') to create a pan-India tower company operating across all 22 telecom service areas. Since then, the Scheme has received requisite regulatory approvals including approval from National Company Law Tribunal (NCLT), Chandigarh vide its order dated May 31, 2019 read with its order dated October 22, 2020.

The Company had filed certified copy of the NCLT order with the Registrar of Companies on November 19, 2020 to make the Scheme effective (Effective Date). Upon the Scheme becoming effective, the Transferor Company stood dissolved without being wound-up and amalgamated into the Company on a going concern basis.

Vodafone Idea had elected to receive cash pursuant to the right available to certain shareholders as per the Scheme. Pursuant to the same, Vodafone Idea received cash consideration of Rs. 37,642 (inclusive of 41 Mn paid after effective date of merger) million for its 11.15% shareholding in erstwhile Indus Towers. The said transaction was executed and completed on November 19, 2020.

For their 42% and 4.85% shareholding in erstwhile Indus Towers, Vodafone Group Plc. (through its indirect wholly owned subsidiaries) and P5 Asia Holding Investments (Mauritius) Limited (Providence) were allotted 757,821,804 and 87,506,900 equity shares aggregating to 28.12% and 3.25% respectively in the post-issue share capital of the Company. Accordingly, the paid-up equity share capital of the Company stands increased to Rs.26,949,369,500

divided into 2,694,936,950 Equity Shares of Rs.10/- each fully paid-up. Bharti Airtel along with its wholly owned subsidiary Nettle Infrastructure Investments Limited held 36.73% in the post-issue share capital of the Company following the above allotment consequently, the company cease to be subsidiary of Bharti Airtel Limited. On December 2, 2020 and December 28, 2020, Bharti Airtel through Nettle Infrastructure Investments Limited acquired additional ~4.94% and ~0.06% through the open market, taking its holding to 41.73% in the Company.

Upon implementation of the Scheme and allotment of shares to indirect wholly owned subsidiaries of Vodafone Group Plc., in addition to existing promoters (representing Bharti Airtel Limited along with its wholly owned subsidiary Nettle Infrastructure Investments Limited), the aforesaid indirect wholly owned subsidiaries of Vodafone Group Plc. have also been classified as promoters of the Company.

As on December 31, 2022, Bharti Airtel Limited along with its wholly owned subsidiary Nettle Infrastructure Investments Limited held 47.95% shares and Vodafone Group Plc. through its indirect wholly owned subsidiary companies held 21.05% shares in the Company.

Together, the promoters owned 69% of the Company as on December 31, 2022.

Please visit our website for more disclosures pertaining to the Scheme of Amalgamation.

Future visibility on revenues & cash flows

Indus Towers has assured future revenues and cash flows because of the following key competitive strengths:

- A leading telecommunications infrastructure operator in India, with large scale, nationwide operations in an industry which creates some entry barriers.
- Extensive presence in all telecommunications Circles with strong growth potential as data consumption and data users/devices continue to increase.
- Long term contracts with leading wireless telecommunications service providers in India, providing visibility on future revenues.
- The estimated weighted average remaining life of service contracts entered into with telecommunications service providers, as on December 31, 2022 is 5.89 Years.
- Comprehensive deployment and operational experience supported by well-developed processes, systems and IT infrastructure.

Alternate Energy and Energy Conservation Measures

We believe that a healthy environment is a prerequisite for progress, contributing to the well-being of society, our people and our business, and serving as the foundation for a sustainable and strong economy. In line with the vision of being known for Environmental Friendliness, the Company continues to deploy people, ideas and capital to help find effective solutions to environmental issues.

The Company has initiated various programs like getting out of air-conditioners, Shut DG, Green sites/ZEN, energy efficacy enhancement programs which are primarily based on ideas aimed at minimizing energy dependency and thereby, carbon footprint reduction. These programs promote (a) improving energy efficiency of tower infrastructure equipment, (b) use of renewable/alternate energy resources, and (c) reduction of equipment load on tower infrastructure equipment.

Some of the key initiatives taken so far are:

- Solar & RESCO Sites: As of December 31, 2022, we operate ~1,489 solar-powered & Solar RESCO sites across the network on a consolidated basis, which helps in reducing noise and emissions from DG sets and also in reducing dependency on diesel, thereby contributing towards better energy security. We have partnered with Renewable Energy Service Companies in our efforts towards powering our towers using solar energy along with community power development, in rural areas of select states of the country.
- Adoption of high efficiency power system as a part of standard configuration for new tower deployment to ensure effective utilization of grid power supply on the towers.
- Focus remains unabated towards enhancing electrification for all our sites.
- Continued usage of advanced storage helps to sustain our ZEN vision.
- Comprehensive program to ensure zero diesel consumption at our tower sites. As of December 31, 2022, we operate ~84,189 green towers across our network.
- Other green alternatives like fuel cell, wind turbines, gas gensets keep on getting evaluated and added to the portfolio.
- Conversion of Indoor sites to Outdoor or getting out of air conditioner helps in overall reduction in energy demand as well as supports energy initiative execution.
- We have installed Solar at Non EB sites in tough terrains of Leh – Solar roof of our country, thereby

reducing carbon emissions as well as reducing our Opex costs.

- We have initiated deployment of Lithium and VRLA combination using state of the art HSBTS switch, the same shall enable reduction in diesel costs and emissions while using economics and charging characteristics of VRLA and Lithium batteries.

We believe that these renewable energy solutions, advanced storage initiatives, energy efficiency measures and load optimization methods will continue to have long-term benefits to our business, securing us against rising power and fuel costs as well as reducing the environmental impact of our operations.

For Operating highlights and details refer Page no. 12.

Section 3

FINANCIAL HIGHLIGHTS

The financial highlights are prepared from audited consolidated financial results represent results of 'the Group' which comprises of the Company, its subsidiary 'Smartx Services Limited' and its controlled trust 'Indus Towers Employees Welfare Trust' prepared as per Ind AS 110 on Consolidated Financial Statements, Ind AS 111 on Joint Arrangements and Ind AS 28 on Investment in Associates and Joint Venture.

Detailed financial statements, analysis & other related information is attached to this report (Page 19). Also, kindly refer to section 7.3– use of Non GAAP financial information (Page 24) and Glossary (Page 55) for detailed definitions.

3.1. Summarized Consolidated Statement of Operations

Particulars	Quarter Ended			Nine Months Ended		
	Dec-22	Dec-21	Y-on-Y Growth	Dec-22	Dec-21	Y-on-Y Growth
Revenue ¹	67,650	69,274	-2.3%	216,289	206,009	5.0%
EBITDA ¹	11,858	37,041	-68.0%	63,204	108,731	-41.9%
EBITDA Margin	17.5%	53.5%		29.2%	52.8%	
EBIT ¹	(1,951)	23,743	-108.2%	22,320	68,784	-67.6%
Other Income	898	939	-4.4%	2,452	2,435	0.7%
Finance cost (Net)	3,540	3,793	-6.7%	11,184	11,226	-0.4%
Profit/(Loss) before exceptional item and tax	(4,593)	20,889	-122.0%	13,588	59,993	-77.4%
Exceptional items	4,928	-		4,928	-	
Profit/(Loss) before Tax	(9,521)	20,889	-145.6%	8,660	59,993	-85.6%
Income Tax Expense	(2,439)	5,181	-147.1%	2,251	14,547	-84.5%
Profit/(Loss) after Tax	(7,082)	15,708	-145.1%	6,409	45,446	-85.9%
Capex	10,369	7,107	45.9%	25,907	22,939	12.9%
Operating Free Cash Flow ¹	(6,205)	22,786	-127.2%	14,634	64,284	-77.2%
Adjusted Fund From Operations(AFFO) ¹	2,076	27,667	-92.5%	34,129	80,818	-57.8%
Free Cash Flow	6,188	1,112	456%	7,040	7,840	-10.2%
Cumulative Investments	588,010	577,606	1.8%	588,010	577,606	1.8%

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

3.2. Summarized Statement of Consolidated Financial Position

Particulars	Amount in Rs. mn	
	As at Dec 31, 2022	As at Mar 31, 2022
Shareholder's Fund		
Share capital	26,949	26,949
Other Equity	170,418	194,556
Total Equity	197,367	221,505
Liabilities		
Non-current liabilities	169,867	169,902
Current liabilities	94,996	88,269
Total liabilities	264,863	258,171
Total Equity and liabilities	462,230	479,676
Assets		
Non-current assets	369,456	356,563
Current assets	92,774	123,113
Total assets	462,230	479,676

Section 4
OPERATING HIGHLIGHTS

The financial figures are based on audited consolidated financial results represent results of 'the Group' which comprises of the Company, its subsidiary 'Smartx Services Limited' and its controlled trust 'Indus Towers Employees Welfare Trust' prepared as per Ind AS 110 on Consolidated Financial Statements, Ind AS 111 on Joint Arrangements and Ind AS 28 on Investment in Associates and Joint Venture.

4.1 Tower and Related Infrastructure Services

Parameters	Unit	Dec 31, 2022	Sep 30, 2022	Q-on-Q Growth	Dec 31, 2021	Y-on-Y Growth
Total Towers	Nos	189,392	187,926	1,466	184,748	4,644
Total Co-locations ¹	Nos	339,435	338,128	1,307	335,106	4,329
Key Indicators						
Average Sharing Factor	Times	1.80	1.80		1.81	
Closing Sharing Factor	Times	1.79	1.80		1.81	
Sharing Revenue per Tower p.m	Rs	73,283	84,841	-13.6%	79,609	-7.9%
Sharing Revenue per Sharing Operator p.m	Rs	40,810	47,093	-13.3%	43,904	-7.0%

¹ Total colocations excludes Lean products, net additions thereof during the quarter aggregates to 1,408 (Previous Quarter 1,535).

4.2 Human Resource Analysis

Parameters	Unit	Dec 31, 2022	Sep 30, 2022	Q-on-Q Growth	Dec 31, 2021	Y-on-Y Growth
Total On Roll Employees	Nos	3,215	3,163	52	3,285	(70)
Number of Towers per Employee	Nos	59	59	0.0%	56	5.4%
Personnel Cost per Employee per month	Rs	209,052	204,461	2.2%	197,580	5.8%
Revenue per Employee per month	Rs	7,071,182	8,323,251	-15.0%	7,044,336	0.4%

4.3 Residual Lease Period and Future Minimum Lease Receivable

Parameters	Unit	Dec 31, 2022
Average Residual Service Contract Period	Yrs.	5.89
Minimum Lease Payment Receivable	Rs. Mn	937,005

Section 5

MANAGEMENT DISCUSSION AND ANALYSIS

5.1 Key Industry Developments

1. Telecom Sector Overview

As on 31st Oct 2022, the total wireless subscriber base stood at 1,143.6 Mn of which 625.2 Mn subscribers were in urban areas and 518.4 Mn subscribers were in rural areas. In terms of telecom service providers, private sector (Bharti Airtel, Reliance Jio, Vodafone Idea) accounted for 90.2% of the market share and public sector units (MTNL, BSNL) made up the rest 9.8%.

The Government continues to take measures to aid the swift deployment of telecom infrastructure across the country. To this end, it is working with cross sectors i.e. National Highways Authority of India (NHAI), Ministry of Road Transport and Highways (MoRTH), Indian Railways to align their Right of Way (RoW) policy with central notified policy for faster utilization of land, building available with them. Indian Railways have amended their policy and allowed IP1 infrastructure players to deploy telecom infrastructure on their land/property.

2. 5G Update

The 5G rollouts are progressing at a rapid pace with operators working towards their plan for a pan-India 5G rollout in the next 12-15 months. In less than four months of the launch of 5G services, more than 50,000 Base Transceiver Stations (BTS) had been deployed across the country, with the top 2 operators together putting up more than 5,000 BTS per week in January 2023. 5G services have already been rolled out by the major operators in more than 100 cities.

As per Ericsson Mobility Report, global 5G subscriptions grew by 110 million in the September quarter to 870 million and are expected to reach 5 billion by the end of 2028, accounting for ~55% of all mobile subscriptions. Comparatively, global 4G subscriptions increased by only 41 million and 5G is expected to reach 1 billion subscriptions 2 years sooner than 4G. The number of commercial 5G service providers also increased from 218 in June 2022 to 228 in September 2022. As per the report, 5G subscriptions in India are expected to reach the 500 million mark by 2027 with a penetration of about 40%.

3. Customer Updates

Bharti Airtel

Tech Mahindra partnership: In December 2022, Bharti Airtel announced a strategic partnership with Tech Mahindra, under which they have deployed '5G for Enterprise' solution at Mahindra's Chakan manufacturing facility. As per the Company, the '5G for Business' solution has significantly enhanced Chakan's network connectivity that has resulted in improved speeds for software flashing, a critical operation for all vehicular dispatches. The high speed and ultra-low latency support running multiple software flashing sessions in parallel, which has resulted in reduced turn-around time for an operation.

5G driven colonoscopy trial: In December 2022, Airtel and Apollo Hospitals, announced that they had carried out India's first 5G driven, Artificial Intelligence (AI) guided Colonoscopy trial. The trial was conducted using AI on Airtel's 5G technology with ultra-low latency and high processing capabilities as a result of which the colon cancer got detected much faster and with greater accuracy. As per the Company, AI assisted Colonoscopy Polyp Detection trial will help doctors to improve quality of patient care, improve accuracy of detection rates by capturing information correctly and reducing errors.

Reliance Jio

Acquisition of Reliance Infratel: In December 2022, Reliance Industries announced that it had completed the acquisition of Reliance Infratel Limited (RITL), through its wholly owned subsidiary Reliance Projects and Property Management Services Limited (RPPMSL). As per the transaction RITL allotted RPPMSL equity shares aggregating to Rs 5 crores and optionally fully convertible debentures aggregating to Rs. 3,720 crores. RPPMSL now holds 100% equity share capital of RITL. As per Reliance Industries, RITL is a private telecom infrastructure provider and the acquisition is synergetic with the telecommunication operations of Reliance Jio Infocomm Limited.

Partnership with Sanmina: In October 2022, Sanmina Corporation, a leading integrated manufacturing solutions company and Reliance Strategic Business Ventures Limited (RSBVL), a wholly owned subsidiary of Reliance Industries Limited (RIL), announced completion of their joint venture (JV) transaction. As per the Company, the JV will prioritize high technology infrastructure hardware, for growth markets, and across industries including communications networking (5G, cloud infrastructure, hyperscale datacenters).

5.2 Key Company updates

1. Update on Key Managerial Personnel and Board of Directors

The Board of Directors of the Company in their meeting held on December 22, 2022, has appointed Mr. Prachur Sah as Managing Director and Chief Executive Officer (MD & CEO) of the Company w.e.f. January 3, 2023, for a period of five years. The appointment of Mr. Prachur Sah is subject to the approval of shareholders in accordance with the applicable laws.

The Board of Directors of the Company has appointed Mr. Pankaj Tewari as an additional director in the category of Non-Executive Non-Independent Director of the Company with effect from October 8, 2022. The shareholders through postal ballot/ e-voting on December 30, 2022 have further approved his appointment as a director, liable to retire by rotation.

Further, the Board has appointed Mr. Ramesh Abhishek as an additional director in the category of Independent Director of the Company with effect from January 3, 2023 for a period of 5 years, subject to the approval of shareholders.

2. Change in Promoter's Holdings

There is no change in the shareholding of promoters during the quarter. As on December 31, 2022, Bharti Airtel Limited along with its wholly owned subsidiary Nettle Infrastructure Investments Limited held 47.95% shares and Vodafone Group Plc. through its indirect wholly owned subsidiary companies held 21.05% shares in the Company.

3. Awards & Recognitions

Indus Towers Wins 2 Awards in Bharti Changemaker Awards 2022 - Social Initiative award for Indus CSR Initiative 'Girl Child Education' Program' and Evangelist Award for Individual Contribution.

Indus Towers, M&G Circle Wins Award at ISQ TOPS Convention 2022 - Indus Towers has won yet another award at Indian Society for Quality (ISQ) TOPS Convention, Pune Chapter for an innovative QC Story on Reduction of Rectifier Module (RM) Failure through Automated Cleaning of RM.

5.3 Results of Operations

The financial results are prepared from audited consolidated financial results represent results of 'the Group' which comprises of the Company, its subsidiary 'Smartx Services Limited' and its controlled trust 'Indus Towers Employees Welfare Trust' prepared as per Ind AS 110 on Consolidated Financial Statements, Ind AS 111 on Joint Arrangements and Ind AS 28 on Investment in Associates and Joint Venture.

Key Highlights – For the quarter ended December 31, 2022

- Revenues at Rs 67,650 Mn
- EBITDA at Rs 11,858 Mn
- Profit/(Loss) after tax at Rs (7,082) Mn
- Operating Free Cash Flow (OFCF) at Rs (6,205) Mn

5.3.1 Financial & Operational Performance

Indus Towers Limited

Quarter Ended December 31, 2022

Tower and Co-Location base & additions

As of December 31 2022, Indus owned and operated 189,392 towers with 339,435 co-locations in 22 telecommunications Circles in India.

During the quarter, net co-locations increased by 1,307. Exits during the quarter were 856. Total colocations excludes Lean products, net additions thereof during the quarter aggregates to 1,408 (Previous Quarter 1,535).

For the quarter ended December, 31, 2022, Indus had average sharing factor of 1.80 per tower.

Revenues¹ from Operations

Our revenue comprises of primarily revenues from co-locations and their energy billings.

Our revenue from operations for the quarter ended December 31, 2022 was Rs 67,650 million, down by 2.3% on Y-o-Y basis.

Revenue from Operations includes exit charges amounting to Rs 206 million recognized in financials for the quarter ended December 31, 2022 and Rs 1,850 million for the quarter ended December 31, 2021 as per accounting policy.

Operating Expenses

Our total expenses for the quarter ended December 31, 2022 were Rs 55,792 million, or 82.5% of our revenues from operations. The largest component of our expense during this period was power and fuel, amounting to Rs 26,220 million. The other key expenses incurred by us during the quarter ended December 31, 2022 were repair & maintenance (operations and maintenance costs of the network) of Rs 3,394 million, other expenses of Rs. 24,178 million (incl Provision for Doubtful Debts of Rs.22,701 million) and employee benefits expenses of Rs 2,000 million.

EBITDA¹, EBIT¹ & Finance Cost

For the quarter ended December 31, 2022, company had an EBITDA of Rs 11,858 million, down by 68% on Y-o-Y basis & EBITDA margin of 17.5%.

During the quarter ended December, 31, 2022, the company had depreciation and amortization expenses of Rs 13,577 million or 20.1% of our revenues.

The resultant EBIT for the quarter ended December 31, 2022 was Rs (1,951) million.

The net finance cost for the quarter ended December 31, 2022 was Rs 3,540 million, or 5.2% of our revenues down by 6.7% on Y-o-Y basis.

Profit/(Loss) before Tax (PBT)

Our loss before tax for the quarter ended December 31, 2022 was Rs 9,521 million.

Profit/(Loss) after Tax (PAT)

The net loss after tax for the quarter ended December 31, 2022 was Rs 7,082 million.

Our total tax expense (net of tax effect on long term capital gains / loss) for the quarter ended December 31, 2022 was Rs (2,439) million.

Capital Expenditure, Operating Free Cash Flow¹ , Adjusted Fund from Operations (AFFO) ¹ & Free Cash Flow

For the quarter ended December 2022, the company incurred capital expenditure of Rs 10,369 million. The Operating free cash flow during the quarter was Rs (6,205) million.

The Adjusted Fund from Operations (AFFO) during the quarter was Rs 2,076 million down by 92.5% on Y-o-Y basis.

Free Cash Flow during the quarter was Rs.6,188 million.

1. Revenue, EBITDA, EBIT, operating free cash flow & AFFO are excluding other income.

Return on Capital Employed (ROCE)

ROCE as at the period ended December 31, 2022 stands at 12.5%.

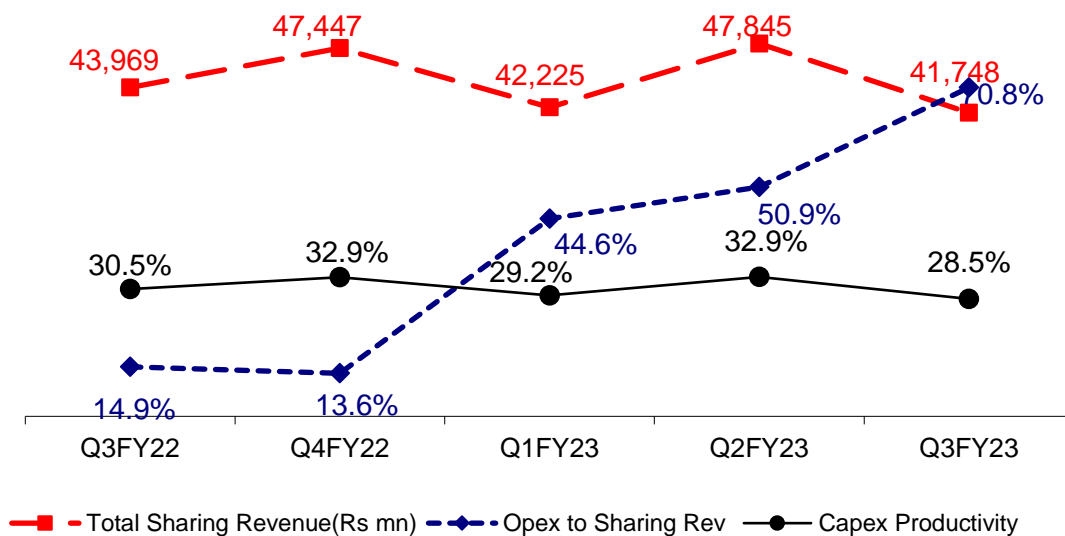
5.4 Indus Towers Three Line Graph

The Company tracks its performance on a three-line graph.

The parameters considered for the three-line graph are:

1. **Total Sharing revenue** - i.e. total revenue excluding energy reimbursements accrued during the respective period

Given below are the graphs for the last five quarters of the Company:



2. **Opex Productivity** – is calculated as operating expenses other than power and fuel expense divided by total sharing revenues for the respective period.

This ratio depicts the operational efficiencies in the Company.

3. **Capex Productivity** – this is computed by dividing sharing revenue accrued for the quarter (annualized) by average gross cumulative investments (gross fixed assets and capital work in progress) as at the end of respective period. This ratio depicts the asset productivity of the Company.

Section 6

STOCK MARKET HIGHLIGHTS

6.1 General Information

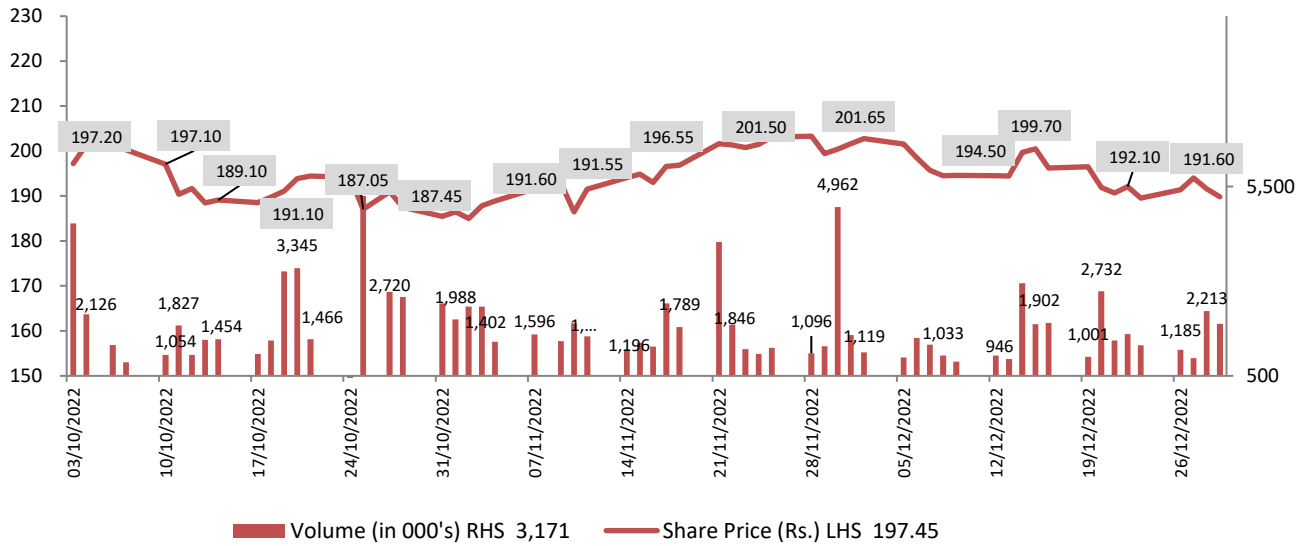
Shareholding and Financial Data	Unit	Nine Months Ended Dec 31, 2022
Codes/Exchanges		534816/BSE INDUSTOWER/NSE
Bloomberg/Reuters		INDUSTOW IN/INUS.NS
No. of Shares Outstanding (31/12/22)	Mn Nos	2,694.94
Closing Market Price - NSE (31/12/22)	Rs /Share	190.45
Combined Volume (NSE & BSE) (01/10/22 - 31/12/22)	Nos in Mn/day	1.92
Combined Value (NSE & BSE) (01/10/22 - 31/12/22)	Rs bn /day	0.37
Market Capitalization	Rs bn	513
Book Value Per Equity Share	Rs /share	73.24
Market Price/Book Value	Times	2.60
Enterprise Value	Rs bn	708
PE Ratio	Times	20.78
Enterprise Value/ EBITDA	Times	6.81

6.2 Summarized Shareholding pattern as of December 31, 2022

Category	Number of Shares	%
Promoter & Promoter Group	1,859,425,399	69.00%
Public Shareholding		
Institutions	794,509,145	29.48%
Non-Institutions	40,733,170	1.51%
Sub-Total	835,242,315	30.99%
Non-promoter Non-public shareholding		
(Held by Indus Towers Employees Welfare Trust (formerly Bharti Infratel Employee's Welfare Trust)	269,236	0.01%
Total	2,694,936,950	100%

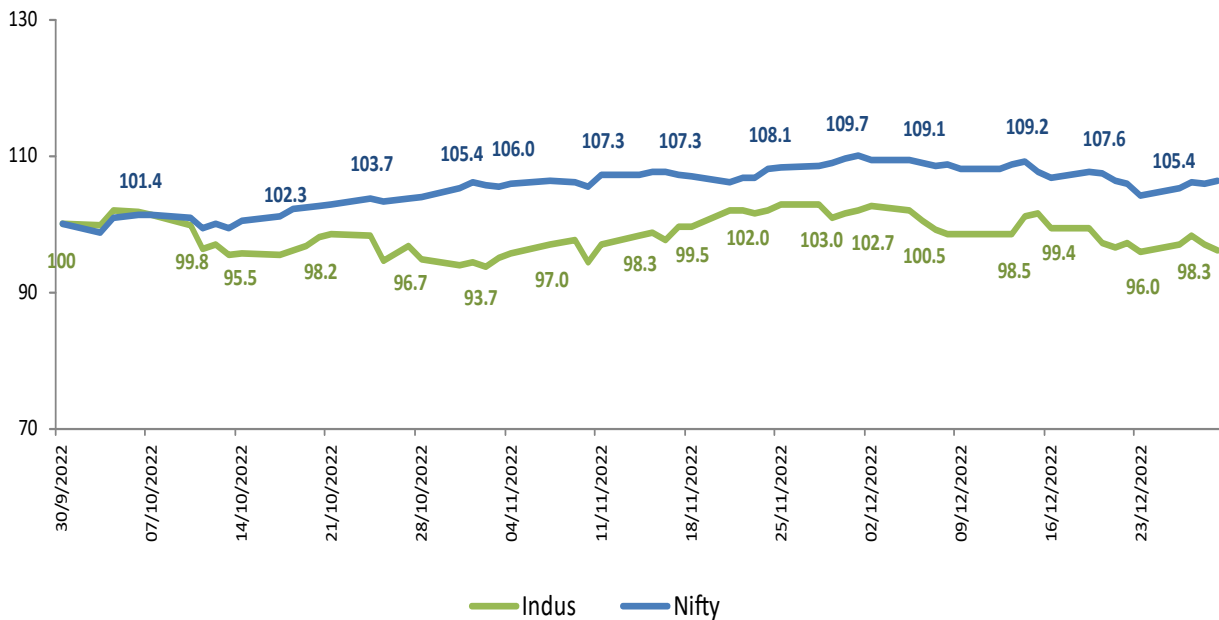
6.3 Indus Towers daily stock price (NSE) and volume (NSE) movement

Volume and Share Price Data (October 01, 2022 - December 31, 2022)



6.4 Comparison of Indus Towers with Nifty

Nifty Comparison with Indus Tower (October 01, 2022 - December 31, 2022)



Nifty and Indus Towers Stock price rebased to 100.

Section 7

DETAILED FINANCIAL AND RELATED INFORMATION

The financial information are prepared from audited consolidated financial results represent results of 'the Group' which comprises of the Company, its subsidiary 'Smartx Services Limited' and its controlled trust 'Indus Towers Employees Welfare Trust' prepared as per Ind AS 110 on Consolidated Financial Statements, Ind AS 111 on Joint Arrangements and Ind AS 28 on Investment in Associates and Joint Venture.

7.1 Financial Statements

7.1.1 Statement of Profit and Loss

Particulars	Quarter Ended			Nine Months Ended		
	Dec-22	Dec-21	Y-on-Y growth	Dec-22	Dec-21	Y-on-Y growth
Income						
Revenue from Operations	67,650	69,274	-2%	216,289	206,009	5%
Other income	898	939	-4%	2,452	2,435	1%
	68,548	70,213	-2%	218,741	208,444	5%
Expenses						
Power and fuel	26,220	25,676	2%	80,312	78,650	2%
Employee expenses	2,000	1,943	3%	5,791	5,663	2%
Repairs and maintenance	3,394	3,386	0%	10,097	10,026	1%
Other expenses	24,178	1,228	1869%	56,885	2,939	1836%
	55,792	32,233	73%	153,085	97,278	57%
Profit before depreciation and amortization, finance cost, finance income, charity and donation, exceptional items and tax	12,756	37,980	-66%	65,656	111,166	-41%
Finance Costs	4,481	3,979	13%	12,546	12,048	4%
Finance Income	(941)	(186)	406%	(1,362)	(822)	66%
Charity and Donation	232	54	330%	847	344	146%
Depreciation and Amortization Expense	13,904	13,500	3%	40,998	40,316	2%
Less: adjusted with general reserve in accordance with the Scheme	(327)	(256)	28%	(961)	(713)	35%
Profit/(Loss) before exceptional item and tax	-4,593	20,889	-122%	13,588	59,993	-77%
Exceptional items	4,928	-		4,928	-	
Profit/(Loss) before tax	-9,521	20,889	-146%	8,660	59,993	-86%
Income Tax expense						
Current tax	4,316	4,982	-13%	15,945	14,670	9%
Deferred tax	(6,755)	199	-3494%	(13,694)	(123)	11033%
Total income tax expense	-2,439	5,181	-147%	2,251	14,547	-85%
Profit/(Loss) for the period	-7,082	15,708	-145%	6,409	45,446	-86%
Other comprehensive income/(loss)	-	-		(5)	15	-133%
Total comprehensive income for the period, net of tax	-7,082	15,708	-145%	6,404	45,461	-86%
Earnings per equity share (nominal value of share Rs 10 each)						
Basic (Rs.)	-2.63	5.83	-145%	2.38	16.87	-86%
Diluted (Rs.)	-2.63	5.83	-145%	2.38	16.87	-86%

7.1.2 Statement of Balance Sheet

Particulars	Amount in Rs mn	
	As at	
	Dec 31, 2022	Mar 31, 2022
Assets		
Non-current assets		
Property, plant and equipment	206,332	208,699
Right of Use Assets	109,794	109,210
Capital work-in-progress	2,708	1,787
Intangible assets	231	352
Financial Assets		
Other Financial Assets	11,819	11,012
Income Tax Assets (net)	7,242	6,844
Deferred tax assets (net)	12,778	-
Other non - Current assets	18,552	18,659
	369,456	356,563
Current assets		
Financial assets		
Investments	6,722	16,521
Trade receivables	50,624	70,586
Cash and cash equivalents	538	9,802
Other Financial assets	32,686	23,755
Other Current Assets	2,204	2,449
	92,774	123,113
Total assets	462,230	479,676
Equity and Liabilities		
Equity		
Equity Share capital	26,949	26,949
Other Equity	170,418	194,556
	197,367	221,505
Non-current liabilities		
Financial Liabilities		
Lease Liabilities	122,227	120,877
Other Financial Liabilities	4,158	5,708
Borrowings	23,541	23,739
Provisions	18,261	17,198
Deferred tax liability (Net)	-	918
Other non - Current liabilities	1,680	1,462
	169,867	169,902
Current liabilities		
Financial Liabilities		
Borrowings	34,876	31,129
Trade and Other payables	21,420	21,293
Lease Liabilities	21,319	21,515
Other financial liabilities	8,200	6,510
Other Current Liabilities	4,236	5,163
Provisions	687	535
Current Tax Liabilities (Net)	4,258	2,124
	94,996	88,269
Total liabilities	264,863	258,171
Total equity and liabilities	462,230	479,676

7.1.3 Cash Flow Statement

Particulars	Amount in Rs mn		Amount in Rs mn	
	Quarter Ended		Nine Months Ended	
	Dec-22	Dec-21	Dec-22	Dec-21
Cash flows from operating activities				
Profit before taxation	(9,521)	20,889	8,660	59,993
Adjustments for				
Depreciation and amortization expense	13,577	13,244	40,037	39,603
Finance income	(164)	(186)	(585)	(822)
Finance costs	4,481	3,979	12,546	12,048
Profit on sale of property, plant and equipment	(705)	(734)	(1,941)	(1,714)
Provision for doubtful debts and advances (net)	22,661	(200)	52,723	(688)
Exceptional Item	4,928	-	4,928	-
Revenue equalisation	(1,119)	(879)	(4,763)	(2,804)
Others	(101)	(252)	(359)	(831)
Operating profit before changes in assets and liabilities	34,037	35,861	111,246	104,785
Changes in other assets / financial assets	2,395	608	(9,719)	(6,489)
Changes in other non current and current assets	513	803	193	3,925
Changes in trade receivables	(8,364)	(15,789)	(32,770)	(34,538)
Changes in other financial liabilities	220	207	(2,024)	(200)
Changes in provisions	15	16	57	64
Changes in other non current and current liabilities	(2,938)	(502)	(492)	(500)
Changes in trade payables	19	184	318	1,848
Cash generated from operations	25,897	21,388	66,809	68,895
Income tax paid (net of refunds)	(3,195)	(5,665)	(14,209)	(14,210)
Net cash flow from operating activities (A)	22,702	15,723	52,600	54,685
Cash flows from investing activities				
Purchase of property, plant & equipment	(9,081)	(8,035)	(23,925)	(25,964)
Proceeds from sale of property, plant & equipment	1,237	1,197	3,293	2,741
Investment in mutual funds	(28,108)	(31,808)	(134,583)	(76,506)
Proceeds from sale of mutual funds	24,172	34,475	144,398	95,643
Proceeds from bank deposits (net)	(11)	(10)	(16)	(15)
Interest received	139	211	548	568
Net cash flow from / (used in) investing activities (B)	(11,652)	(3,970)	(10,285)	(3,533)
Cash flows from financing activities				
Amount on account of sale/purchase of treasury shares (net)	-	(71)	-	(154)
Proceeds from / (Repayment) of borrowings (Net)	(2,036)	(4,948)	3,535	(26,855)
Dividend paid	-	-	(29,638)	-
Interest Paid	(1,115)	(836)	(2,813)	(2,682)
Repayment of lease liabilities (including interest)	(7,694)	(7,148)	(22,663)	(21,508)
Net cash flow used in financing activities (C)	(10,845)	(13,003)	(51,579)	(51,199)
Net increase in cash and cash equivalents during the period (A+B+C)	205	(1,250)	(9,264)	(47)
Cash and cash equivalents at the beginning of the period	333	1,346	9,802	143
Cash and cash equivalents at the end of the period	538	96	538	96
Components of cash and cash equivalents				
Cash and cash equivalents				
Balances with banks				
- on current accounts	458	84	458	84
- Deposits with original maturity of less than three months	80	12	80	12
Total cash and cash equivalents	538	96	538	96

7.2 Schedules to Financial Statements

7.2.1 Schedule of Revenue from Operations

Amount in Rs mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-22	Dec-21	Dec-22	Dec-21
Sharing revenue	41,748	43,969	131,818	128,618
Energy reimbursements	25,902	25,305	84,471	77,391
Revenue	67,650	69,274	216,289	206,009

7.2.2 Schedule of Operating Expenses

Amount in Rs mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-22	Dec-21	Dec-22	Dec-21
Power and fuel	26,220	25,676	80,312	78,650
Employee expenses	2,000	1,943	5,791	5,663
Repairs and maintenance	3,394	3,386	10,097	10,026
Other expenses	24,178	1,228	56,885	2,939
Expenses	55,792	32,233	153,085	97,278

7.2.3 Schedule of Depreciation & Amortization

Amount in Rs mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-22	Dec-21	Dec-22	Dec-21
Depreciation of tangible assets	8,520	8,468	24,930	25,550
Amortization of intangible assets	66	53	159	180
Depreciation without ROU assets	8,586	8,521	25,089	25,730
Add: Depreciation on ROU assets	4,991	4,723	14,948	13,873
Depreciation and Amortization	13,577	13,244	40,037	39,603

7.2.4 Schedule of Finance Cost (Net)

Amount in Rs mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-22	Dec-21	Dec-22	Dec-21
Finance Income	(941)	(186)	(1,362)	(822)
Finance Cost	1,624	1,210	4,226	3,846
Finance cost (Net) without lease obligation	683	1,024	2,864	3,024
Add: Interest on lease obligation	2,857	2,769	8,320	8,202
Finance cost (Net)	3,540	3,793	11,184	11,226

7.2.5 Schedule of Tax Expenses (Net)

Amount in Rs mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-22	Dec-21	Dec-22	Dec-21
Current tax	4,316	4,982	15,945	14,670
Deferred tax	(6,755)	199	(13,694)	(123)
Income Tax Expenses	(2,439)	5,181	2,251	14,547

7.2.6 Schedule of Cumulative Investments

Amount in Rs. mn

Particulars	As at	As at
	Dec 31, 2022	Mar 31, 2022
Property, plant and equipment(Gross)	581,975	571,647
Less: Accumulated Depreciation	375,643	362,948
Property, plant and equipment(Net)	206,332	208,699
Intangible assets(Gross)	3,327	3,279
Less: Accumulated Amortization	3,096	2,927
Intangible assets(Net)	231	352
Capital work-in-progress	2,708	1,787
Cumulative Investments	588,010	576,713

7.3 Use of Non - GAAP Financial Information

In presenting and discussing the Company's reported financial position, operating results and cash flows, certain information is derived from amounts calculated in accordance with IND AS, but this information is a Non-GAAP measure. Such Non-GAAP measures should not be viewed in isolation as alternatives to the equivalent IND AS measures.

A summary of Non – GAAP measures included in this report are shown below

7.3.1 Reconciliation of Non- GAAP financial information to the information as per audited consolidated financial statements in 7.1 & 7.2 above

a) Reconciliation of Total Income to Revenue

Particulars	Amount in Rs mn	
	Quarter Ended Dec-22	Nine Months Ended Dec-22
Total Income to Revenue		
Total Income as per IND AS	68,548	218,741
Less: Other Income	898	2,452
Revenue	67,650	216,289

b) Reconciliation of EBITDA (Including Other Income) to EBITDA

Particulars	Amount in Rs mn	
	Quarter Ended Dec-22	Nine Months Ended Dec-22
EBITDA (Including Other Income) to EBITDA		
EBITDA (Incl. Other Income) as per IND AS	12,756	65,656
Less: Other Income	898	2,452
EBITDA	11,858	63,204

c) Reconciliation of EBIT (Including Other Income) to EBIT

Particulars	Amount in Rs mn	
	Quarter Ended Dec-22	Nine Months Ended Dec-22
EBIT (Including Other Income) to EBIT		
EBIT (Incl. Other Income) as per IND AS	(1,053)	24,772
Less: Other Income	898	2,452
EBIT	(1,951)	22,320

d) Derivation of Operating Free Cash Flow from EBITDA

Particulars	Amount in Rs mn	
	Quarter Ended Dec-22	Nine Months Ended Dec-22
EBITDA to Operating Free Cash Flow		
EBITDA	11,858	63,204
Less: Repayment of Lease Liabilities	7,694	22,663
Adjusted EBITDA	4,164	40,541
Less: Capex	10,369	25,907
Operating Free Cash Flow	(6,205)	14,634

e) Derivation of Adjusted Fund From Operations (AFFO) from Adjusted EBITDA

Amount in Rs mn

Particulars	Quarter Ended	Nine Months Ended
	Dec-22	Dec-22
Adjusted EBITDA to Adjusted Fund From Operations		
Adjusted EBITDA	4,164	40,541
Less: Maintenance & General Corporate Capex	2,088	6,412
Adjusted Fund From Operations(AFFO)	2,076	34,129

f) Calculation of Net Debt / (Net Cash) with and without Lease Liabilities

Amount in Rs mn

Particulars	As at	As at
	Dec 31, 2022	March 31, 2022
Total Debt (Long Term and Short Term Borrowings)	201,963	197,260
Less: Cash and Cash Equivalents & Current and non-current Investments	7,260	26,323
Net Debt / (Net Cash) with Lease Liabilities	194,703	170,937
Less: Lease Obligation	143,546	142,392
Net Debt / (Net Cash) without Lease Liabilities	51,157	28,545

g) Calculation of Capital Employed

Amount in Rs mn

Particulars	As at	As at
	Dec 31, 2022	March 31, 2022
Shareholder's Equity	197,367	221,505
Add: Net Debt / (Net Cash) with Lease Liabilities	194,703	170,937
Capital Employed	392,070	392,442

Section 8

TRENDS AND RATIOS

The financial figures are prepared from audited consolidated financial results represent results of 'the Group' which comprises of the Company, its subsidiary 'Smartx Services Limited' and its controlled trust 'Indus Towers Employees Welfare Trust' prepared as per Ind AS 110 on Consolidated Financial Statements, Ind AS 111 on Joint Arrangements and Ind AS 28 on Investment in Associates and Joint Venture.

8.1 Based on Statement of Operations

Amount in Rs mn

Parameters	For the Quarter Ended				
	Dec-22	Sep-22	Jun-22	Mar-22	Dec-21
Revenue ¹	67,650	79,666	68,973	71,163	69,274
Energy Cost	26,220	27,177	26,915	24,008	25,676
Other Operating Expenses	29,572	24,365	18,836	6,457	6,557
EBITDA ¹	11,858	28,124	23,222	40,698	37,041
EBITDA / Total revenues ²	17.5%	35.3%	33.7%	57.2%	53.5%
EBIT ¹	(1,951)	15,045	9,226	26,971	23,743
Other Income	898	629	925	1,090	939
Finance cost (Net)	3,540	3,924	3,720	3,747	3,793
Profit/(Loss) before exceptional items and tax	(4,593)	11,750	6,431	24,314	20,889
Exceptional items	4,928	-	-	-	-
Profit/(Loss) before tax	(9,521)	11,750	6,431	24,314	20,889
Income Tax Expense	(2,439)	3,032	1,658	6,029	5,181
Profit/(Loss) after Tax	(7,082)	8,718	4,773	18,285	15,708
Capex	10,369	7,937	7,601	6,348	7,107
Operating Free Cash Flow ¹	(6,205)	12,770	8,069	27,336	22,786
Adjusted Fund From Operations(AFFO) ¹	2,076	18,657	13,396	32,102	27,667
Free Cash Flow	6,188	(4,657)	5,509	22,320	1,112
Cumulative Investments	588,010	583,640	579,032	576,713	577,606

	Dec-22	Sep-22	Jun-22	Mar-22	Dec-21
As a % of Revenue²					
Energy Cost	38.8%	34.1%	39.0%	33.7%	37.1%
Other Operating Expenses	43.7%	30.6%	27.3%	9.1%	9.5%
EBITDA	17.5%	35.3%	33.7%	57.2%	53.5%
Profit/(Loss) before tax	-14.1%	14.7%	9.3%	34.2%	30.2%
Profit/(Loss) after tax	-10.5%	10.9%	6.9%	25.7%	22.7%

1. Revenue, EBITDA, EBIT, Operating free cash flow & AFFO are excluding other income.

2. Previous periods' figures have been regrouped/ rearranged wherever necessary to conform to current period classifications.

8.1.1 Consolidated Statement of Operations

Amount in Rs mn

Particulars	Quarter Ended				
	Dec 2022	Sep 2022	Jun 2022	Mar 2022	Dec 2021
Income					
Revenue from Operations	67,650	79,666	68,973	71,163	69,274
Other income	898	629	925	1,090	939
	68,548	80,295	69,898	72,253	70,213
Expenses					
Power and fuel	26,220	27,177	26,915	24,008	25,676
Employee expenses	2,000	1,957	1,834	2,059	1,943
Repairs and maintenance	3,394	3,335	3,368	3,441	3,386
Other expenses	24,178	19,073	13,634	957	1,228
	55,792	51,542	45,751	30,465	32,233
Profit before depreciation and amortization, finance cost, finance income, charity and donation, exceptional items and tax	12,756	28,753	24,147	41,788	37,980
Depreciation and amortization expense	13,577	13,067	13,393	13,649	13,244
Finance costs	4,481	4,151	3,914	3,985	3,979
Finance Income	(941)	(227)	(194)	(238)	(186)
Charity and donation	232	12	603	78	54
	17,349	17,003	17,716	17,474	17,091
Profit/(Loss) before exceptional items and tax	-4,593	11,750	6,431	24,314	20,889
Exceptional Items	4,928	-	-	-	-
Profit/(Loss) before tax	(9,521)	11,750	6,431	24,314	20,889
Income Tax expense					
Current tax	4,316	7,037	4,592	5,703	4,982
Deferred tax	(6,755)	(4,005)	(2,934)	326	199
Total income tax expense	(2,439)	3,032	1,658	6,029	5,181
Profit/(Loss) for the period	(7,082)	8,718	4,773	18,285	15,708
Other comprehensive income/(loss)	-	(5)	-	21	-
Total Comprehensive Income	(7,082)	8,713	4,773	18,306	15,708
Earnings per equity share (nominal value of share Rs 10 each)					
Basic	(2.63)	3.24	1.77	6.79	5.83
Diluted	(2.63)	3.24	1.77	6.79	5.83

8.1.2 Consolidated Balance sheet

Amount in Rs mn

Particulars	As at	As at	As at	As at	As at
	Dec 2022	Sep 2022	Jun 2022	Mar 2022	Dec 2021
ASSETS					
Non-current assets					
Property, plant and equipment	206,332	205,890	207,002	208,699	211,291
Right of use asset	109,794	108,901	107,428	109,210	108,046
Capital work-in-progress	2,708	2,196	1,739	1,787	2,347
Intangible assets	231	278	328	352	375
Financial Assets					
Investments	-	-	-	-	-
Other Financial Assets	11,819	11,690	11,288	11,012	10,921
Income Tax Assets (net)	7,242	7,093	6,845	6,844	6,865
Deferred tax Assets (Net)	12,778	6,022	2,015	-	-
Other non - Current assets	18,552	21,960	20,227	18,659	17,056
	369,456	364,030	356,872	356,563	356,901
Current assets					
Financial assets					
Investments	6,722	2,783	2,786	16,521	3,786
Trade receivables	50,624	64,990	62,496	70,586	73,511
Cash and cash equivalents	538	333	901	9,802	96
Other Financial Assets	32,686	35,120	29,425	23,755	35,665
Other Current Assets	2,204	3,105	2,451	2,449	2,055
	92,774	106,331	98,059	123,113	115,113
Total assets	462,230	470,361	454,931	479,676	472,014
EQUITY AND LIABILITIES					
Equity					
Equity Share Capital	26,949	26,949	26,949	26,949	26,949
Other Equity	170,418	177,800	169,342	194,556	176,480
Equity attributable to equity holders of the parent	197,367	204,749	196,291	221,505	203,429
Non-current liabilities					
Financial Liabilities					
Lease Liabilities	122,227	121,435	119,216	120,877	117,938
Other Financial Liabilities	4,158	4,094	3,996	5,708	5,580
Borrowings	23,541	13,613	18,260	23,739	21,717
Provisions	18,261	17,907	17,583	17,198	16,654
Deferred tax liability	-	-	-	918	584
Other non - Current liabilities	1,680	1,739	1,544	1,462	1,557
	169,867	158,788	160,599	169,902	164,030
Current liabilities					
Financial Liabilities					
Trade payables	21,420	21,466	22,462	21,293	33,878
Borrowings	34,876	46,798	38,057	31,129	32,953
Lease Liabilities	21,319	21,075	21,380	21,515	22,625
Other Financial Liabilities	8,200	6,642	9,535	6,510	7,989
Other Current Liabilities	4,236	7,178	4,711	5,163	5,231
Provisions	687	677	540	535	518
Current Tax Liabilities (Net)	4,258	2,988	1,356	2,124	1,361
	94,996	106,824	98,041	88,269	104,555
Total equity and liabilities	462,230	470,361	454,931	479,676	472,014

8.2 Based on Consolidated Statement of Financial Position

Amount in Rs mn, except ratios

Parameters	As at				
	Dec-22	Sep-22	Jun-22	Mar-22	Dec-21
Shareholder's Equity	197,367	204,749	196,291	221,505	203,429
Net Debt / (Net Cash) with Lease Liabilities	194,703	199,805	193,226	170,937	191,351
Capital Employed = Shareholder's Equity + Net Debt / (Net Cash) with Lease Liabilities	392,070	404,554	389,517	392,442	394,780

Parameters	Dec-22	Sep-22	Jun-22	Mar-22	Dec-21
Return on Capital Employed Pre Tax (LTM)	12.5%	19.2%	22.0%	25.7%	24.5%
Return on Shareholder's Equity Pre Tax (LTM)	16.5%	32.3%	39.0%	44.3%	39.3%
Return on Shareholder's Equity Post tax (LTM)	12.3%	24.2%	29.5%	33.5%	29.8%
Net Debt / (Net Cash) with Lease Liabilities to EBITDA (LTM)	1.87	1.55	1.41	1.14	1.34
Asset Turnover ratio ¹	46.2%	54.8%	47.7%	49.3%	48.1%
Interest Coverage ratio (times) (LTM)	6.96	8.50	9.20	9.98	9.62
Net debt / (Net Cash) to Funded Equity (Times)	0.99	0.98	0.98	0.77	0.94
Per share data (for the period)					
Earnings Per Share - Basic (in Rs)	(2.63)	3.24	1.77	6.79	5.83
Earnings Per Share - Diluted (in Rs)	(2.63)	3.24	1.77	6.79	5.83
Book Value Per Equity Share (in Rs)	73.2	76.0	72.8	82.2	75.5
Market Capitalization (Rs. bn)	513	532	564	598	669
Enterprise Value (Rs. bn)	708	732	757	769	861

1. Refer Section 11- Glossary for revised definition.

8.3 Operational Performance

Parameters	Unit	Dec 2022	Sep 2022	Jun 2022	Mar 2022	Dec 2021
Total Towers	Nos	189,392	187,926	186,474	185,447	184,748
Total Co-locations ¹	Nos	339,435	338,128	336,382	335,791	335,106
Key Indicators:						
Average sharing factor	Times	1.80	1.80	1.81	1.81	1.81
Closing sharing factor	Times	1.79	1.80	1.80	1.81	1.81
Sharing revenue per tower per month	Rs	73,283	84,841	75,688	85,445	79,609
Sharing revenue per sharing operator per month	Rs	40,810	47,093	41,879	47,148	43,904

1 Total colocations excludes Lean products, net additions thereof during the quarter aggregates to 1,408 (Previous Quarter 1,535).

8.4 Human Resource Analysis

Parameters	Unit	Dec 2022	Sep 2022	Jun 2022	Mar 2022	Dec 2021
Total on roll employees	Nos	3,215	3,163	3,218	3,248	3,285
Number of towers per employee	Nos	59	59	58	57	56
Personnel cost per employee per month	Rs	209,052	204,461	189,092	210,113	197,580
Gross revenue per employee per month	Rs	7,071,182	8,323,251	7,111,352	7,261,901	7,044,336

8.5 Revenue From Operations

Amount in Rs mn

Particulars	Quarter Ended				
	Dec 2022	Sep 2022	Jun 2022	Mar 2022	Dec 2021
Sharing Revenue	41,748	47,845	42,225	47,447	43,969
Energy reimbursements	25,902	31,821	26,748	23,716	25,305
Total revenues	67,650	79,666	68,973	71,163	69,274

8.6 Operating Expenses

Amount in Rs mn

Particulars	Quarter Ended				
	Dec 2022	Sep 2022	Jun 2022	Mar 2022	Dec 2021
Power & fuel	26,220	27,177	26,915	24,008	25,676
Employee benefit expenses	2,000	1,957	1,834	2,059	1,943
Repair and maintenance expenses	3,394	3,335	3,368	3,441	3,386
Other expenses	24,178	19,073	13,634	957	1,228
Total expenses	55,792	51,542	45,751	30,465	32,233

8.7 Depreciation and Amortization

Amount in Rs mn

Particulars	Quarter Ended				
	Dec 2022	Sep 2022	Jun 2022	Mar 2022	Dec 2021
Depreciation on tangible assets	8,520	7,959	8,451	8,598	8,468
Amortization on intangible assets	66	53	40	46	53
Depreciation without ROU assets	8,586	8,012	8,491	8,644	8,521
Add: Depreciation on ROU assets	4,991	5,055	4,902	5,005	4,723
Depreciation and amortization	13,577	13,067	13,393	13,649	13,244

8.8 Finance Cost

Amount in Rs mn

Particulars	Quarter Ended				
	Dec 2022	Sep 2022	Jun 2022	Mar 2022	Dec 2021
Finance Income	941	227	194	238	186
Finance Cost	1,624	1,333	1,269	1,265	1,210
Finance cost (Net) without lease obligation	683	1,106	1,075	1,027	1,024
Add: Interest on lease obligation	2,857	2,818	2,645	2,720	2,769
Finance Cost (Net)	3,540	3,924	3,720	3,747	3,793

8.9 Schedule of Net Debt

Amount in Rs mn

Particulars	As at				
	Dec 2022	Sep 2022	Jun 2022	Mar 2022	Dec 2021
Total Debt with Lease Liabilities	201,963	202,921	196,913	197,260	195,233
Less: Cash and Cash Equivalents & Current and non-current Investments	7,260	3,116	3,687	26,323	3,882
Net debt	194,703	199,805	193,226	170,937	191,351

8.10 Energy Cost Analysis

Particulars	Unit	For the Quarter Ended				
		Dec 2022	Sep 2022	Jun 2022	Mar 2022	Dec 2021
Energy Cost Indicators						
Energy Cost Per Tower per month	Rs	46,327	48,392	48,245	43,235	46,488
Energy Cost Per Colocation per month	Rs	25,798	26,861	26,695	23,857	25,638

8.11 Other Than Energy Cost Analysis

Particulars	Unit	For the Quarter Ended				
		Dec 2022	Sep 2022	Jun 2022	Mar 2022	Dec 2021
Other Than Energy Cost						
Cost Per Tower per month	Rs	52,249	43,385	33,763	11,628	11,872
Cost per Colocation per month	Rs	29,096	24,082	18,682	6,416	6,547

8.12 Revenue and Operating Cost Composition

Parameters	Unit	For the Quarter Ended				
		Dec 2022	Sep 2022	Jun 2022	Mar 2022	Dec 2021
Revenue Composition						
Sharing Revenue	%	62%	60%	61%	67%	63%
Energy reimbursements	%	38%	40%	39%	33%	37%
Total		100%	100%	100%	100%	100%
Opex Composition						
Power and fuel	%	47%	53%	59%	79%	80%
Employee benefits expenses	%	4%	4%	4%	7%	6%
Repair and maintenance expenses	%	6%	6%	7%	11%	11%
Other expenses	%	43%	37%	30%	3%	4%
Total		100%	100%	100%	100%	100%

Section B

Standalone and Consolidated IND AS Financial Statements

The consolidated financial results represent results of the Company, its subsidiary 'Smartx Services Limited', its controlled trust 'Indus Towers Employees Welfare Trust (formerly Bharti Infratel Employees Welfare Trust)'.

This section contains the extracts from Audited Standalone and Consolidated Financial Statements prepared in accordance with IND AS Accounting Principles.

Section 9

FINANCIAL HIGHLIGHTS

9.1 Extracts from Standalone and Consolidated Audited Financial Statements prepared in accordance with IND AS Accounting Principles

9.1.1 Standalone Statement of Profit & Loss for the quarter and nine months ended December 31, 2022

Particulars	Quarter Ended			Nine Months Ended		
	Dec-22	Dec-21	Y-on-Y growth	Dec-22	Dec-21	Y-on-Y growth
Income						
Revenue from Operations	67,650	69,259	-2%	216,289	205,967	5%
Other income	898	939	-4%	2,452	2,435	1%
	68,548	70,198	-2%	218,741	208,402	5%
Expenses						
Power and fuel	26,220	25,673	2%	80,312	78,645	2%
Employee expenses	2,000	1,943	3%	5,791	5,663	2%
Repairs and maintenance	3,393	3,386	0%	10,096	10,026	1%
Other expenses	24,178	1,216	1888%	56,876	2,910	1855%
	55,791	32,218	73%	153,075	97,244	57%
Profit before depreciation and amortization, finance cost, finance income, charity and donation, exceptional items and tax	12,757	37,980	-66%	65,666	111,158	-41%
Finance Costs	4,481	3,976	13%	12,546	12,038	4%
Finance Income	(941)	(186)	406%	(1,362)	(822)	66%
Charity and Donation	232	54	330%	847	344	146%
Depreciation and Amortization Expense	13,899	13,485	3%	40,980	40,272	2%
Less: adjusted with general reserve in accordance with the Scheme	(327)	(256)	28%	(961)	(713)	35%
Profit/(Loss) before exceptional items and tax	-4,587	20,907	-122%	13,616	60,039	-77%
Exceptional items	4,928	-		4,928	-	
Profit/(Loss) before tax	-9,515	20,907	-146%	8,688	60,039	-86%
Income Tax expense						
Current tax	4,316	4,982	-13%	15,943	14,670	9%
Deferred tax	(6,755)	199	-3494%	(13,698)	(123)	11037%
Total income tax expense	-2,439	5,181	-147%	2,245	14,547	-85%
Profit/(Loss) for the period	-7,076	15,726	-145%	6,443	45,492	-86%
Other comprehensive income/(loss)	-	-		(5)	15	-133%
Total comprehensive income for the period, net of tax	-7,076	15,726	-145%	6,438	45,507	-86%
Earnings per equity share (nominal value of share Rs 10 each)						
Basic (Rs.)	-2.63	5.84	-145%	2.39	16.88	-86%
Diluted (Rs.)	-2.63	5.84	-145%	2.39	16.88	-86%

9.1.2 Consolidated Statement of Profit & Loss for the quarter and nine months ended December 31, 2022

The consolidated financial results represent results of the Company, its subsidiary 'Smartx Services Limited', its controlled trust 'Indus Towers Employees Welfare Trust (formerly Bharti Infratel Employees Welfare Trust)'

Particulars	Quarter Ended			Nine Months Ended		
	Dec-22	Dec-21	Y-on-Y growth	Dec-22	Dec-21	Y-on-Y growth
Income						
Revenue from Operations	67,650	69,274	-2%	216,289	206,009	5%
Other income	898	939	-4%	2,452	2,435	1%
	68,548	70,213	-2%	218,741	208,444	5%
Expenses						
Power and fuel	26,220	25,676	2%	80,312	78,650	2%
Employee expenses	2,000	1,943	3%	5,791	5,663	2%
Repairs and maintenance	3,394	3,386	0%	10,097	10,026	1%
Other expenses	24,178	1,228	1869%	56,885	2,939	1836%
	55,792	32,233	73%	153,085	97,278	57%
Profit before depreciation and amortization, finance cost, finance income, charity and donation, exceptional items and tax	12,756	37,980	-66%	65,656	111,166	-41%
Finance Costs	4,481	3,979	13%	12,546	12,048	4%
Finance Income	(941)	(186)	406%	(1,362)	(822)	66%
Charity and Donation	232	54	330%	847	344	146%
Depreciation and Amortization Expense	13,904	13,500	3%	40,998	40,316	2%
Less: adjusted with general reserve in accordance with the Scheme	(327)	(256)	28%	(961)	(713)	35%
Profit/(Loss) before share of profit of joint venture, exceptional item and tax	-4,593	20,889	-122%	13,588	59,993	-77%
Share of profit of joint venture	-	-		-	-	
Exceptional items	4,928	-		4,928	-	
Profit/(Loss) before tax	-9,521	20,889	-146%	8,660	59,993	-86%
Income Tax expense						
Current tax	4,316	4,982	-13%	15,945	14,670	9%
Deferred tax	(6,755)	199	-3494%	(13,694)	(123)	11033%
Total income tax expense	-2,439	5,181	-147%	2,251	14,547	-85%
Profit/(Loss) for the period	-7,082	15,708	-145%	6,409	45,446	-86%
Other comprehensive income/(loss)	-	-		(5)	15	-133%
Total comprehensive income for the period, net of tax	-7,082	15,708	-145%	6,404	45,461	-86%
Earnings per equity share (nominal value of share Rs 10 each)						
Basic (Rs.)	-2.63	5.83	-145%	2.38	16.87	-86%
Diluted (Rs.)	-2.63	5.83	-145%	2.38	16.87	-86%

Section C

Key Accounting Policies and Glossary

Section 10

Basis of Preparation and Key Accounting Policies as per IND AS

1. Corporate information

Indus Towers Limited (formerly Bharti Infratel Limited) ('the Company' or 'Indus') was incorporated on November 30, 2006 with the object of, inter-alia, setting up, operating and maintaining wireless communication towers. The Company received the certificate of commencement of business on April 10, 2007 from the Registrar of Companies. The Company is publicly traded on National Stock Exchange of India (NSE) and BSE Limited. The Registered office of the Company is situated at Building No. 10, Tower A, 4th Floor, DLF Cyber City, Gurugram-122002, Haryana w.e.f. August 6, 2021.

The Company, together with its wholly owned subsidiary 'Smartx Services Limited' and controlled trust 'Indus Towers Employees Welfare Trust' (formerly Bharti Infratel Employees Welfare Trust) is hereinafter referred to as "the Group".

The Scheme of amalgamation and arrangement between the Company and erstwhile Indus Towers Limited (a joint venture company) became effective on November 19, 2020. Upon implementation of the Scheme, the Joint venture company (i.e. erstwhile Indus Towers Limited) merged into the Company on a going concern basis. Further, the name of the Company was changed from Bharti Infratel Limited to Indus Towers Limited w.e.f. December 10, 2020 vide Certificate of Incorporation pursuant to change of name issued by Registrar of Companies.

Upon implementation of the Scheme and allotment of shares to indirect wholly owned subsidiaries of Vodafone Group Plc., in addition to existing promoters (representing Bharti Airtel Limited along with its wholly owned subsidiary Nettle Infrastructure Investments Limited), the aforesaid indirect wholly owned subsidiaries of Vodafone Group Plc. have also been classified as promoters of the Company. As on December 31, 2022, Bharti Airtel Limited along with its wholly owned subsidiary Nettle Infrastructure Investments Limited held 47.95% shares and Vodafone Group Plc. through its indirect wholly owned subsidiary companies held 21.05% shares in the Company.

2. a) Statement of Compliance

The interim condensed consolidated financial statements ("financial statements") have been prepared to comply in all material aspects with the (Ind AS 34 'Interim Financial Reporting') notified under section 133 of the Companies Act, 2013, read with the Companies (Indian Accounting Standards) Rules, 2015 issued thereunder and other relevant provisions of the Companies Act, 2013 (the Act) as amended from time to time.

b) Basis of preparation

The interim condensed consolidated financial statements do not include all the information and disclosures that would otherwise be required in a full set of financial statements and should be read in conjunction with the Group's Financial Statements for the year ended March 31, 2022. However, selected explanatory notes are included to explain events and transactions that are significant for the understanding of the Group's financial position and performance.

The financial statements have been prepared under historical cost convention on accrual and going concern basis, except for the certain financial instruments which have been measured at fair value as required by relevant Ind ASs.

Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

All the amounts included in the financial statements are reported in millions of Indian Rupees ('Rupees' or 'Rs.')

 and are rounded to the nearest million (Mn) except per share data and unless stated otherwise.

The interim condensed consolidated financial statements are approved for issuance by the Company's Board of Directors on January 24, 2023.

c) Basis of Consolidation

The Consolidated financial statements comprise the financial statements of the Company, its subsidiary and its directly Controlled Trust which are as follows:

	Country of Incorporation	Principal Service	Relationship	Shareholding as at December 31, 2022	Shareholding as at March 31, 2022
Smartx Services Limited*	India	Optical Fibre Service	Subsidiary	100%	100%

Details of Controlled Trust

Name of Trust	Country of Incorporation
Indus Towers Employees Welfare Trust* (formerly Bharti Infratel Employees Welfare Trust)	India

*Refer note 1

Accounting for Subsidiary:

A subsidiary is an entity controlled by the Group. Control exists when the parent has power over the entity, is exposed, or has rights to variable returns from its involvement with the entity and has the ability to affect those returns by using its power over entity. Power is demonstrated through existing rights that give the ability to direct relevant activities, those which significantly affect the entity's returns.

Subsidiary is fully consolidated from the date on which Group obtains control over the subsidiary and ceases when the Group loses control of the subsidiary. Assets, liabilities, income and expenses of a subsidiary acquired or disposed of during the period are included in the consolidated financial statements from the date the Group gains control until the date the Group ceases to control the subsidiary. Where necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies and accounting period in line with those used by the Group. All intra-group transactions, balances, income and expenses and cash flows are eliminated on consolidation.

The Group consolidates its directly controlled trust on the line by line consolidation basis and according to principles of Ind AS 110, Consolidated Financial Statements.

3. Merger of 'erstwhile Indus Towers Limited' with 'the Company'

On April 25, 2018, Indus Towers Limited (formerly Bharti Infratel Limited) ('the Company' or 'Transferee Company') and its Joint Venture Company erstwhile Indus Towers Limited ('erstwhile Indus' or 'Transferor Company') and their respective shareholders and creditors entered into a scheme of amalgamation and arrangement (under section 230 to 232 and other applicable provisions of the Companies Act, 2013) ('Scheme')

to create a pan-India tower company operating across all 22 telecom service areas. The Company had received requisite regulatory approvals and the merger become effective on November 19, 2020 (i.e. the effective date of merger) on filing the certified copy of the NCLT order with the Registrar of Companies. Upon the Scheme becoming effective the erstwhile Indus stood dissolved without being wound-up.

As a result of above scheme, Bharti Airtel group through its subsidiary i.e Bharti Infratel Limited and Vodafone group through its joint venture i.e. erstwhile Indus Towers Limited contributed assets and liabilities to the merged entity i.e Bharti Infratel Limited and have become promoters of the Company. Furthermore, the name of the Company has been changed from Bharti Infratel Limited to Indus Towers Limited w.e.f. December 10, 2020.

In compliance with the Scheme, 845,328,704 equity shares of the Company were issued to the shareholders of erstwhile Indus which have been recorded at face value of Rs. 10 per equity share and Rs. 37,642 Mn was paid to Vodafone Idea Limited (in lieu of cash option exercised for its shareholding of 11.15% in erstwhile Indus) by the Company. The stamp duty paid on issue of shares amounting to Rs. 8 Mn has been debited to Securities Premium Account.

As per Indian Accounting Standards as prescribed under section 133 of the Companies Act, 2013, no specific accounting guidance is given in case of formation of such arrangement, hence, the Company had an option to either account for such business combination using 'Pooling of interest' method or adopt the 'fair value' method. The merger of erstwhile Indus with the Company has been accounted as per 'Pooling of interest' method and accordingly, all the assets, liabilities and reserves of erstwhile Indus have been recorded at their carrying amounts and the identity of the reserves (of the transferor) shall be preserved and appear in the financial statements of the transferee in the same form in which they appeared in the financial statements of the transferor.

On the date of Scheme becoming effective, the Company has combined assets, liabilities and components of other equity of the erstwhile Indus on line by line basis. Furthermore, the Company has recognised impact of alignment of accounting practices and estimates of Rs. 589 Mn through General Reserve and Rs. 123 Mn (net of tax) through the Statement of profit and loss for the year ended March 31, 2021.

Upon the merger becoming effective, the investment in Joint Venture (erstwhile Indus) has been cancelled by debiting the General Reserve to the extent available (i.e. Rs. 58,033 Mn) in the books of the Transferee Company, which was created out of the "BAL Scheme" (refer Note 11(a) for details of BAL scheme). Further, earlier recognised gain of Rs. 382 Mn and deferred tax liability of Rs. 116 Mn have been reversed and the balance amount of investment in joint venture i.e. Rs. 1,888 Mn has been debited to the merger Capital Reserve on account of cancellation of such investment.

In addition to above, difference between share capital of erstwhile Indus of Rs. 1 Mn and shares issued by the Company of Rs. 8,453 Mn and cash paid of Rs. 37,642 Mn to the shareholders of the erstwhile Indus have resulted into debit balance of Merger Capital Reserve.

4. Significant accounting policies

4.1. Significant accounting policies

a) Property, Plant and Equipment

Property, plant and equipment including Capital work in progress held for use in the production or/and supply of goods or services, or for administrative purposes, are stated at cost, except assets acquired under Schemes of Arrangement, which are stated at fair values as per the Schemes, net of accumulated depreciation and accumulated impairment losses, if any. The initial cost at cash price equivalent of property, plant and equipment acquired comprises its purchase price, including import duties and non-refundable purchase taxes, and directly attributable cost of bringing the assets to its working condition and location. Such cost includes the cost of replacing part of the Property, plant and equipment and borrowing costs for long term construction projects if the recognition criteria are met. When significant parts of property, plant and equipment are required to be replaced in intervals, the Group recognizes such parts as separate component of assets with specific useful lives and provides depreciation over their useful life. Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the entity and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognized. All other repair and maintenance costs are recognised in the Consolidated Statement of Profit and Loss as incurred.

The present value of the expected cost for the decommissioning of the asset after its use is included in the cost of the respective asset if the recognition criteria for a provision are met.

An item of property, plant and equipment and any significant part initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is recognised in the Consolidated Statement of Profit and Loss when the asset is derecognised.

Assets are depreciated to the residual values on a straight-line basis over the estimated useful lives. Depreciation on property, plant and equipment starts when asset is available for use. Estimated useful lives of the assets are as follows:

Particulars	Useful lives
Office Equipment	2 years / 5 years
Computer	3 years
Vehicles	5 years
Furniture and Fixtures	5 years
Plant and Machinery	3 to 20 Years
Leasehold Improvement	Period of Lease or useful life whichever is less

The existing useful lives and residual value of tangible assets are different from the useful lives as prescribed under Part C of Schedule II to the Companies Act, 2013 and the Group believes that this is the best estimate on the basis of technical evaluation and actual usage period.

The existing residual values of tangible assets are different from 5% as prescribed under Part C of Schedule II to the Companies Act, 2013 and the Group believes that this is the best estimate on the basis of actual realization.

The assets' residual values, depreciation method and useful lives are reviewed at each financial year end or whenever there are indicators for impairment, and adjusted prospectively.

On transition to Ind AS, the Group has elected to continue with the carrying value of all its property, plant and equipment (including assets acquired under Schemes of Arrangement) except with an adjustment in decommissioning cost recognised as at April 1, 2015 measured as per the previous GAAP and use that carrying value as the cost of the property, plant and equipment.

b) Intangible Assets

Intangible assets are recognized when the entity controls the asset, it is probable that future economic benefits attributed to the asset will flow to the entity and the cost of the asset can be reliably measured.

At initial recognition, the separately acquired intangible assets are recognised at cost. Intangible assets with finite useful lives are carried at cost less accumulated amortisation and accumulated impairment losses, if any.

Intangible assets are amortised over the useful economic life and assessed for impairment whenever there is an indication that the intangible asset may be impaired. The amortisation period and the amortisation method for an intangible asset are reviewed at least at the end of each financial year. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are considered to modify the amortisation period or method, as appropriate, and are treated as changes in accounting estimates. The amortisation expense on intangible assets is recognised in the Consolidated Statement of Profit and Loss unless such expenditure forms part of carrying value of another asset.

Software is capitalized at the amounts paid to acquire the respective license for use and is amortised over the period of license, generally not exceeding three years. Acquired telecom license is initially recognised at cost and subsequently measured at cost less accumulated amortisation and impairment losses, if any. Amortisation is recognised over the unexpired period of license.

Gains or losses arising from derecognition of an intangible asset are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognised in the Consolidated Statement of Profit and Loss when the asset is derecognised.

c) Impairment of non-financial assets

The Group assesses, at each reporting date, whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the Group estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating unit's (CGU) fair value less costs of disposal and its value in use. Recoverable amount is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or group of assets. When the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs of disposal, recent market transactions are taken into account. If no such transactions can be identified, an appropriate valuation model is used. Impairment losses, if any, are recognized in Consolidated Statement of Profit and Loss as a component of depreciation and amortisation expense.

A previously recognised impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognised. The reversal is limited to the extent the carrying amount of the asset does not exceed its recoverable amount, nor exceed the carrying

amount that would have been determined, net of depreciation or amortisation, had no impairment loss been recognised for the asset in prior years. Such reversal is recognized in the Consolidated Statement of Profit and Loss when the asset is carried at the revalued amount, in which case the reverse is treated as a revaluation increase.

d) Current versus non-current classification

The Group presents assets and liabilities in the balance sheet based on current/ non-current classification. An asset is treated as current when it is:

- Expected to be realised or intended to be sold or consumed in normal operating cycle
- Held primarily for the purpose of trading
- Expected to be realised within twelve months after the reporting period, or
- Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period

Current assets include the current portion of non-current assets. All other assets are classified as non-current.

A liability is current when:

- It is expected to be settled in normal operating cycle
- It is held primarily for the purpose of trading
- It is due to be settled within twelve months after the reporting period, or
- There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period.

Current liabilities include the current portion of long-term liabilities. The Group classifies all other liabilities as non-current.

Deferred tax assets and liabilities are classified as non-current assets and liabilities.

The operating cycle is the time between the acquisition of assets for processing and their realisation in cash and cash equivalents. The Group has identified twelve months as its operating cycle.

e) Leases

The company assesses whether a contract contains a lease, at inception of a contract. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. To assess whether a contract conveys the right to control the use of an identified asset, the Company assesses whether: (i) the contract involves the use of an identified asset (ii) the Company has substantially all of the economic benefits from use of the asset through the period of the lease and (iii) the Company has the right to direct the use of the asset

Group as a Lessee

The Group recognizes right-of-use asset (ROU) representing its right to use the underlying asset for the lease term and a corresponding lease liability at the lease commencement date. The cost of the right-of-use asset measured at inception shall comprise of the amount of the initial measurement of the lease liability adjusted for any lease payments made at or before the commencement date less any lease incentives received, plus any initial direct costs incurred. The right-of-use assets is subsequently measured at cost less any accumulated depreciation, accumulated impairment losses, if any and adjusted for any remeasurement of the lease liability. The right-of-use asset is depreciated from the commencement date on a straight-line basis over the shorter of the

lease term and useful life of the underlying asset. Right-of-use assets are tested for impairment whenever there is any indication that their carrying amounts may not be recoverable. Impairment loss, if any, is recognised in the consolidated statement of profit and loss.

The Group measures the lease liability at the present value of the lease payments that are not paid at the commencement date of the lease. The lease payments are discounted using the interest rate implicit in the lease, if that rate can be readily determined. If that rate cannot be readily determined, the Group uses incremental borrowing rate. For leases with reasonably similar characteristics, the Group may adopt the incremental borrowing rate for the entire portfolio of leases as a whole. The lease payments shall include fixed payments, variable lease payments, residual value guarantees, exercise price of a purchase option where the Group is reasonably certain to exercise that option and payments of penalties for terminating the lease, if the lease term reflects the lessee exercising an option to terminate the lease. The lease liability is subsequently remeasured by increasing the carrying amount to reflect interest on the lease liability, reducing the carrying amount to reflect the lease payments made and remeasuring the carrying amount to reflect any reassessment or lease modifications or to reflect revised in-substance fixed lease payments.

The Group recognises the amount of the re-measurement of lease liability as an adjustment to the right-of-use asset. Where the carrying amount of the right-of-use asset is reduced to zero and there is a further reduction in the measurement of the lease liability, the Group recognizes any remaining amount of the re-measurement in the consolidated statement of profit and loss.

The Group may elect not to apply the requirements of Ind AS 116 to leases for which the underlying asset is of low value. The lease payments associated with these leases are recognized as an expense on a straight-line basis over the lease term.

The Group has opted to recognize the asset retirement obligation liability as part of the cost of an item of property, plant and equipment in accordance with Ind AS 16.

Group as a Lessor

At the inception date, leases are classified as a finance lease or an operating lease. Leases are classified as finance leases when substantially all of the risks and rewards of ownership transfer from the Group to the lessee. Amounts due from lessees under finance leases are recorded as receivables at the Groups net investment in the leases. Finance lease income is allocated to accounting periods so as to reflect a constant periodic rate of return on the net investment outstanding in respect of the lease.

Leases where the Group does not transfer substantially all the risks and rewards incidental to ownership of the asset are classified as operating leases. Lease rentals under operating leases are recognized as income on a straight-line basis over the lease term. Contingent rents are recognized as revenue in the period in which they are earned.

f) Share-based payments

The Group issues equity-settled and cash-settled share-based options to certain employees. These are measured at fair value on the date of grant.

The fair value determined at the grant date of the equity-settled share-based options is expensed over the vesting period, based on the Group's estimate of the shares that will eventually vest.

The fair value determined on the grant date of the cash settled share based options is expensed over the vesting period, based on the Group's estimate of the shares that will eventually vest. At the end of each reporting period, until the liability is settled, and at the date of settlement, the fair value of the liability is recognized, with any changes in fair value pertaining to the vested period recognized immediately in Consolidated Statement of Profit and Loss.

At the vesting date, the Group's estimate of the shares expected to vest is revised to equal the number of equity shares that ultimately vest.

Fair value is measured using Black-Scholes framework by an independent valuer and is recognized as an expense, together with a corresponding increase in equity/ liability as appropriate, over the period in which the options vest using the graded vesting method. The expected life used in the model is adjusted, based on management's best estimate, for the effects of non-transferability, exercise restrictions and behavioral considerations. The expected volatility and forfeiture assumptions are based on historical information.

Where the terms of share-based payments are modified, the minimum expense recognized is the expense as if the terms had not been modified, if the original terms of the award are met. An additional expense is recognized for any modification that increases the total fair value of the share-based payment transaction, or is otherwise beneficial to the employee as measured at the date of modification.

Where an equity-settled award is cancelled, it is treated as if it is vested on the date of cancellation, and any expense not yet recognized for the award is recognized immediately. This includes any award where non-vesting conditions within the control of either the entity or the employee are not met. However, if a new award is substituted for the cancelled award, and designated as a replacement award on the date that it is granted, the cancelled and new awards are treated as if they were a modification of the original award, as described in the previous paragraph.

The dilutive effect of outstanding options if any is reflected as additional share dilution in the computation of diluted earnings per share.

g) Cash and Cash equivalents

Cash and cash equivalents in the consolidated balance sheet comprise cash at banks and in hand and short-term deposits with an original maturity of three months or less, which are subject to an insignificant risk of changes in value. Bank overdrafts that are repayable on demand and form an integral part of the Groups cash management are included as a component of cash and cash equivalents for the purpose of the consolidated Statement of Cash Flows.

h) Treasury shares

The Group has formed Indus Towers Employees Welfare Trust (formerly Bharti Infratel Employees Welfare Trust), for administration of ESOP Schemes of the Group. The Trust bought shares of the Group from the market, for giving shares to employees. The Group treats Trust as its extension and shares held by Trust are treated as treasury shares.

Own equity instruments ("treasury shares") which are reacquired through Indus Towers Employees Welfare Trust (formerly Bharti Infratel Employees Welfare Trust) are recognized at cost and deducted from equity. No gain or loss is recognized in the Consolidated Statement of Profit and Loss on the purchase, sale, issue or cancellation of the Group own equity instruments. Any difference between the carrying amount and the consideration, if reissued, is recognized in the general reserve and gain or loss, if sold, is recognised in treasury shares. Share options exercised during the reporting period are satisfied with treasury shares.

i) Financial Instruments

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity.

Financial Assets

Initial Recognition and Measurement

All financial assets are recognized initially at fair value plus, in the case of financial assets not recorded at fair value through profit or loss, transaction costs that are attributable to the acquisition of the financial asset.

Subsequent Measurement

For purposes of subsequent measurement, financial assets are classified in four categories:

- Debt instruments at amortised cost
- Debt instruments at fair value through other comprehensive income (FVTOCI)
- Debt instruments, derivatives and equity instruments at fair value through Profit or Loss (FVTPL)
- Equity instruments measured at fair value through other comprehensive income (FVTOCI)

Debt Instruments at Amortised Cost

This category applies to the Group's trade receivables, unbilled revenue, security deposits.

A 'debt instrument' is measured at the amortised cost if both the following conditions are met:

- a) The asset is held within a business model whose objective is to hold assets for collecting contractual cash flows and
- b) Contractual terms of the asset give rise on specified dates to cash flows that are solely payments of principal and interest (SPPI) on the principal amount outstanding

After initial measurement, such financial assets are subsequently measured at amortised cost using the effective interest rate (EIR) method. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortisation is included in finance income in the Consolidated Statement of Profit and Loss. The losses arising from impairment are recognised in the Consolidated Statement of Profit and Loss.

Debt instrument at fair value through other comprehensive income (FVTOCI)

A 'debt instrument' is classified at FVTOCI if both of the following criteria are met:

- a) The objective of the business model is achieved both by collecting contractual cash flows and selling the financial assets, and
- b) The asset's contractual cash flows represent solely payment of principal and interest (SPPI).

Debt instruments included within the FVTOCI category are measured initially as well as at each reporting date at fair value. Fair value movements are recognized in the other comprehensive income (OCI). However, the Group recognizes interest income, impairment losses and reversals in the Consolidated Statement of Profit and Loss. On derecognition of the asset, cumulative gain or loss previously recognised in OCI is reclassified from the equity to the Consolidated Statement of Profit and Loss.

Interest earned whilst holding FVTOCI debt instrument is reported as interest income.

Debt instrument at fair value through Profit or Loss (FVTPL)

FVTPL is a residual category for debt instruments. Any debt instrument, which does not meet the criteria for categorization at amortized cost or at FVTOCI, is classified at FVTPL.

Debt instruments included within the FVTPL category are measured at fair value with all changes recognized in the Consolidated Statement of Profit and Loss. This category applies to the Group investment in government securities, mutual funds, taxable bonds and non-convertible debentures.

In addition, the Group may elect to designate a debt instrument, which otherwise meets amortized cost or FVTOCI criteria, as at FVTPL. However, such election is allowed only if doing so reduces or eliminates a measurement or recognition inconsistency (referred to as 'accounting mismatch'). The Group has not designated any debt instrument as FVTPL.

Equity investments

All equity investments in scope of Ind AS 109, "Financial Instruments" are measured at fair value. Equity instruments which are held for trading and contingent consideration recognised by an acquirer in a business combination, if any to which Ind AS 103, Business combinations applies are classified as at fair value through Profit or loss. Further, there is no such equity investments measured at Fair value through profit or loss or fair value through other comprehensive income in the Group.

De-recognition

A financial asset (or, where applicable, a part of a financial asset) is primarily derecognised (i.e. removed from the Group's balance sheet) when:

- The contractual rights to receive cash flows from the asset have expired, or
- The Group has transferred its contractual rights to receive cash flows from the financial asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a 'pass-through' arrangement; and either (a) the Group has transferred substantially all the risks and rewards of the asset, or (b) the Group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

Impairment of Financial Assets

In accordance with Ind AS 109, Financial instruments the Group applies expected credit loss (ECL) model for measurement and recognition of impairment loss on the Financial assets that are debt instruments and are initially measured at fair value with subsequent measurement at amortised cost e.g. Trade receivables, unbilled revenue etc.

The Group follows 'simplified approach' for recognition of impairment loss allowance for trade receivables.

The application of simplified approach does not require the Group to track changes in credit risk. Rather, it recognises impairment loss allowance based on lifetime ECLs at each reporting date, right from its initial recognition.

For recognition of impairment loss on other financial assets and risk exposure, the Group determines whether there has been a significant increase in the credit risk since initial recognition. If credit risk has not increased significantly, twelve month ECL is used to provide for impairment loss. However, if credit risk has increased significantly, lifetime ECL is used. If, in the subsequent period, credit quality of the instrument improves such

that there is no longer a significant increase in credit risk since initial recognition, then the entity reverts to recognising impairment loss allowance based on a twelve month ECL.

ECL is the difference between all contractual cash flows that are due to the Group in accordance with the contract and all the cash flows that the entity expects to receive (i.e., all cash shortfalls), discounted at the original EIR.

Financial Liabilities

Initial Recognition and Measurement

Financial liabilities are classified, at initial recognition, as financial liabilities at fair value through profit or loss, loans and borrowings or payables, as appropriate

All financial liabilities are recognised initially at fair value and, in the case of loans and borrowings and payables, net of directly attributable transaction costs. The Group's financial liabilities include borrowings, trade and other payables, security deposits, lease liabilities etc.

Subsequent measurement

The measurement of financial liabilities depends on their classification, as described below:

Financial liabilities at fair value through Profit and Loss (FVTPL)

Financial liabilities at fair value through profit or loss include financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss. Financial liabilities are classified as held for trading if they are incurred for the purpose of repurchasing in the near term.

Financial liabilities designated upon initial recognition at fair value through profit or loss are designated as such at the initial date of recognition, and only if the criteria in Ind AS 109, Financial instruments are satisfied. For liabilities designated as FVTPL, fair value gains/ losses attributable to changes in own credit risks are recognized in Other Comprehensive Income. These gains/ loss are not subsequently transferred to the Consolidated Statement of Profit and Loss. However, the Group may transfer the cumulative gain or loss within equity. All other changes in fair value of such liability are recognised in the Consolidated Statement of Profit and Loss.

Financial Liabilities at Amortised Cost

This category includes security deposit received, trade payables etc. After initial recognition, such liabilities are subsequently measured at amortised cost using the EIR method. Gains and losses are recognised in the consolidated Statement of Profit and Loss when the liabilities are derecognised as well as through the EIR amortisation process. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortisation is included as finance costs in the Consolidated Statement of Profit and Loss.

De-recognition

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires. When an existing financial liability is replaced by another from the same lender on substantially different terms or the terms of an existing liability are substantially modified, such an exchange or modification is treated as the de-recognition of the original liability and the recognition of a new liability. The difference in the respective carrying amounts is recognised in the Consolidated Statement of Profit and Loss.

Reclassification of Financial Assets

The Group determines classification of financial assets and liabilities on initial recognition. After initial recognition, no reclassification is made for financial assets which are equity instruments and financial liabilities. For financial assets which are debt instruments, a reclassification is made only if there is a change in the business model for managing those assets. Changes to the business model are expected to be infrequent. The Group's senior management determines change in the business model as a result of external or internal changes which are significant to the Group's operations. Such changes are evident to external parties. A change in the business model occurs when the Group either begins or ceases to perform an activity that is significant to its operations. If the Group reclassifies financial assets, it applies the reclassification prospectively from the reclassification date which is the first day of the immediately next reporting period following the change in business model. The Group does not restate any previously recognised gains, losses (including impairment gains or losses) or interest

Offsetting of Financial Instruments

Financial assets and financial liabilities are offset and the net amount is reported in the consolidated balance sheet if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, to realise the assets and settle the liabilities simultaneously.

j) Revenue Recognition

The Group earns revenue primarily from rental services by leasing of passive infrastructure and energy revenue by the provision of energy for operation of sites.

Revenue is recognized when the Group satisfies the performance obligation by transferring the promised services to the customers. Services are considered performed when the customer obtains control, whereby the customer gets the ability to direct the use of such services and substantially obtains all benefits from the services. When there is uncertainty as to measurement or ultimate collectability, revenue recognition is postponed until such uncertainty is resolved.

In order to determine, if it is acting as principal or as an agent, the entity shall determine whether the nature of its promise is a performance obligation to provide the specified services itself (i.e. the entity is a principal) or to arrange for those services to be provided by the other party (i.e. the entity is an agent) for all its revenue arrangements.

Service revenue

Service revenue includes rental revenue for use of sites and energy revenue for the provision of energy for operation of sites.

Rental revenue is recognized as and when services are rendered on a monthly basis as per the contractual terms prescribed under master service agreement entered with customer. The Group has ascertained that the lease payments received are straight lined over the period of the contract.

Exit Charges on site exit and equipment de-loading is recognised when uncertainty relating to such exit and de-loading is resolved and it is probable that a significant reversal relating to recoverability of these charges will not occur.

Interest on delayed payment from operators is recognized as income when uncertainty relating to amount receivable is resolved and it is probable that a significant reversal relating to this amount will not occur.

Energy revenue is recognized over the period on a monthly basis upon satisfaction of performance obligation as per contracts with the customers. The transaction price is the consideration received from customers based on

prices agreed as per the contract with the customers. The determination of standalone selling prices is not required as the transaction prices are stated in the contract based on the identified performance obligation.

Unbilled revenue represents revenues recognized for the services rendered for the period falling after the last invoice raised to customer till the period end. These are billed in subsequent periods based on the prices specified in the master service agreement with the customers, whereas invoicing in excess of revenues are classified as unearned revenues. The Group collects GST on behalf of the government and therefore, it is not an economic benefit flowing to the Group, hence it is excluded from revenue.

Use of significant judgements in revenue recognition

The Group's contracts with customers include promises to transfer services to a customer which are energy and rentals. Rentals are not covered within the scope of Ind AS 115, hence identification of distinct performance obligation within Ind AS 115 do not involve significant judgement.

Judgement is required to determine the transaction price for the contract. The transaction price could be either a fixed amount of customer consideration or variable consideration with elements such as discounts, service level credits, waivers etc. The estimated amount of variable consideration is adjusted in the transaction price only to the extent that it is highly probable that a significant reversal in the amount of cumulative revenue recognised will not occur and is reassessed at the end of each reporting period.

In evaluating whether a significant revenue reversal will not occur, the Group considers the likelihood and magnitude of the revenue reversal and evaluates factors which results in constraints such as historical experience of the Group with a particular type of contract, and the regulatory environment in which the customers operates which results in uncertainty which is less likely to be resolved in near future.

The Group provides volume discount to its customers based on slab defined in the revenue contracts. Contract also contains clause on Service Level Penalty/ rewards in case the Group is not able to maintain uptime level mentioned in the agreement. These discount/penalties are called variable consideration.

There is no additional impact of variable consideration as per Ind AS 115 since maximum discount is already being given to customer and the same is deducted from revenue.

There is no additional impact of SLA penalty as the Group already estimates SLA penalty amount and the same is provided for at each month end. The SLA penalty is presented as net off with revenue in the Statement of profit and loss.

Determination of standalone selling price does not involve significant judgement for the Group. The Group exercises judgement in determining whether the performance obligation is satisfied at a point in time or over a period of time. The Group considers the indicators on how customer consumes benefits as services are rendered in making the evaluation. Contract fulfillment costs are generally expensed as incurred. The assessment of this criteria requires the application of judgement, in particular when considering if costs generate or enhance resources to be used to satisfy future performance obligations and whether costs are expected to be recovered.

Dividend Income

Dividend Income is recognized when the right to receive payment is established, which is generally on the date when shareholders approve the dividend in case of final dividend and approval by Board of Directors in case of interim dividend.

k) Finance income

Finance income comprises interest income on funds invested and changes in the fair value of financial assets at fair value through profit or loss, and that are recognised in the Consolidated Statement of Profit and Loss. Interest income is recognised as it accrues in the Consolidated Statement of Profit and Loss, using the effective interest rate (EIR) which is the rate that exactly discounts the estimated future cash receipts through the expected life of the financial instrument or a shorter period, where appropriate, to the net carrying amount of the financial asset.

Finance income does not include dividend income, interest on income tax refund etc. which is included in other income.

l) Other Income

Other income includes dividend income, interest income, interest on income tax refund, gain on sale of property, plant and equipment etc. Any gain or loss arising on derecognition of property, plant and equipment is calculated as the difference between the net disposal proceeds and the carrying amount of the asset.

m) Finance Cost

Finance costs comprise Borrowing cost, interest expense on lease obligations, accretion of interest on site restoration obligation and security deposits received.

n) Income Taxes

The income tax expense comprises of current and deferred income tax. Income tax is recognised in the statement of profit and loss, except to the extent that it relates to items recognised in the other comprehensive income or directly in equity, in which case the related income tax is also recognised accordingly.

Current tax

The current tax is calculated on the basis of the tax rates, laws and regulations, which have been enacted or substantively enacted as at the reporting date. The payment made in excess / (shortfall) of the Group's income tax obligation for the period are recognised in the balance sheet as current income tax assets / liabilities. Any interest, related to accrued liabilities for potential tax assessments are not included in Income tax charge or (credit), but are rather recognised within finance costs. The management periodically evaluates positions taken in the tax returns with respect to situations in which applicable tax regulations are subject to interpretation and establishes provisions where appropriate.

Current tax assets and current tax liabilities are off-set against each other and the resultant net amount is presented in the balance sheet where it has a legally enforceable right to set off the recognized amounts and where it intends either to settle on a net basis, or to realize the asset and settle the liability simultaneously.

Deferred tax

Deferred tax is recognised, using the balance sheet approach, on temporary differences arising between the tax bases of assets and liabilities and their carrying values in the financial statements. However, deferred tax is not recognised if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss.

A deferred tax liability is recognised based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities and deferred tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised. The unrecognised deferred tax assets / carrying amount of deferred tax assets are reviewed at each reporting date for recoverability and adjusted appropriately. Deferred tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the reporting date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred tax assets and liabilities are off-set against each other and the resultant net amount is presented in the balance sheet, if and only when, (a) the Group currently has a legally enforceable right to set-off the current income tax assets and liabilities, and (b) when it relates to income tax levied by the same taxation authority.

o) Dividend Payments

Final dividend is recognized, when it is approved by the shareholders and the distribution is no longer at the discretion of the Group. However, Interim dividends are recorded as a liability on the date of declaration by the Company's Board of Directors.

p) Retirement and other employee benefits

Short term employee benefits are recognised in the period during which the services have been rendered. All employee benefits expected to be settled wholly within twelve months of rendering the service are classified as short-term employee benefits. When an employee has rendered service to the Group during an accounting period, the Group recognises the undiscounted amount of short-term employee benefits expected to be paid in exchange for that service as an expense unless another Ind AS requires or permits the inclusion of the benefits in the cost of an asset. Benefits such as salaries, wages and short-term compensated absences and bonus etc. are recognised in Statement of Profit and Loss in the period in which the employee renders the related service. A liability is recognised for the amount expected to be paid after deducting any amount already paid under short-term cash bonus or profit-sharing plans if the Group has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee, and the obligation can be estimated reliably.

The Group post-employment benefits include defined benefit plan and defined contribution plans. The Group also provides other benefits in the form of deferred compensation and compensated absences.

A defined contribution plan is a post-employment benefit plan under which an entity pays fixed contributions to a statutory authority and will have no legal or constructive obligation to pay further amounts. The Group contributions to defined contribution plans are recognized in the Consolidated Statement of Profit and Loss when the related services have been rendered. The Group has no further obligations under these plans beyond its periodic contributions.

A defined benefit plan is a post-employment benefit plan other than a defined contribution plan. Under the defined benefit retirement plan, the Group provides retirement obligation in the form of Gratuity. Under the plan, a lump sum payment is made to eligible employees (including contractual employees as per their terms of contract) at retirement or termination of employment based on respective employee salary and years of experience with the Group.

The cost of providing benefits under this plan is determined on the basis of actuarial valuation carried out half yearly by an independent qualified actuary using the projected unit credit method. Actuarial gains and losses are recognised in full in the period in which they occur in other comprehensive income forming part of the Statement of Profit and Loss.

The obligation towards the said benefit is recognised in the consolidated balance sheet as the difference between the fair value of the plan assets and the present value of the plan liabilities. Scheme liabilities are calculated using the projected unit credit method and applying the principal actuarial assumptions as at the date of consolidated Balance Sheet. Plan assets are assets that are held by a long-term employee benefit fund or qualifying insurance policies.

All expenses excluding remeasurements of the net defined benefit liability (asset), in respect of defined benefit plans are recognized in the profit or loss as incurred. Remeasurements, comprising actuarial gains and losses and the return on the plan assets (excluding amounts included in net interest on the net defined benefit liability (asset)), are recognized immediately in the consolidated Balance Sheet with a corresponding debit or credit through other comprehensive income in the period in which they occur. Remeasurements are not reclassified to profit or loss in subsequent periods.

The Group provides other benefits in the form of compensated absences and long term service awards. The employees of the Group are entitled to compensated absences based on the unavailed leave balance. The Group records liability based on actuarial valuation computed under projected unit credit method. Actuarial gains / losses are immediately taken to the Statement of Profit and Loss and are not deferred. The Group presents the entire leave encashment liability as a current liability in the balance sheet, since the Group does not have an unconditional right to defer its settlement for more than 12 months after the reporting date.

Under the long term service award plan, a lump sum payment is made to an employee on completion of specified years of service. The Group records the liability based on actuarial valuation computed under projected unit credit method. Actuarial gains / losses are immediately taken to the Consolidated Statement of Profit and Loss and are not deferred. The amount charged to the Statement of Profit and Loss in respect of these plans is included within operating costs

The amount charged to the Consolidated Statement of Profit and Loss in respect of these plans is included within operating costs.

q) Provision

(i) General

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation.

When the Group expects some or all of a provision to be reimbursed, the reimbursement is recognised as a separate asset, but only when the reimbursement is virtually certain. The expense relating to a provision is presented in the Consolidated Statement of Profit and Loss, net of any reimbursement.

If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, when appropriate, the risks specific to the liability. When discounting is used, the increase in the provision due to the passage of time (i.e., unwinding of discount) is recognised as a finance cost.

Provisions are reviewed at the end of each reporting period and adjusted to reflect the current best estimate. If it is no longer probable that an outflow of resources would be required to settle the obligation, the provision is reversed.

(ii) Contingent assets/liabilities

Contingent assets are not recognised. However, when realisation of income is virtually certain, then the related asset is no longer a contingent asset, and is recognised as an asset.

Contingent liabilities are disclosed in notes to accounts when there is a possible obligation arising from past events, the existence of which will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Group or a present obligation that arises from past events where it is either not probable that an outflow of resources will be required to settle or a reliable estimate of the amount cannot be made.

(iii) Asset Retirement Obligations

Asset retirement obligations (ARO) are provided for those operating lease arrangements where the Group has a binding obligation at the end of the lease period to restore the leased premises in a condition similar to inception of lease.

Asset retirement obligations are provided at the present value of expected costs to settle the obligation using estimated cash flows and are recognized as part of the cost of the particular asset. The cash flows are discounted at a current pre-tax rate that reflects the risks specific to the site restoration obligation. The unwinding of the discount is expensed as incurred and recognized in the Consolidated Statement of Profit and Loss as a finance cost. The estimated future costs of decommissioning are reviewed annually and adjusted as appropriate. Changes in the estimated future costs or in the discount rate applied are added to or deducted from the cost of the asset.

r) Earnings Per Share (EPS)

Basic EPS is calculated by dividing the profit for the period attributable to the ordinary equity shareholders of the Company by the weighted average number of Equity shares outstanding during the period excluding shares purchased by the Group and held as treasury shares.

Diluted EPS is calculated by dividing the profit attributable to ordinary equity shareholders of the Company by the weighted average number of Equity shares outstanding during the period excluding shares purchased by the Group and held as treasury shares adjusted for the effect of the weighted average number of Equity shares that would be issued on conversion of all the dilutive potential Equity shares into Equity shares.

s) Fair Value Measurement

The Group measures financial instruments at fair value at each reporting date. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either:

- In the principal market for the asset or liability
- In the absence of a principal market, in the most advantageous market for the asset or liability

The principal or the most advantageous market must be accessible by the Group.

The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices)
- Level 3: Inputs for the assets or liabilities that are not based on observable market data (unobservable inputs)

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by re-assessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

For the purpose of fair value disclosures, the Group has determined classes of assets and liabilities on the basis of the nature, characteristics and risks of the asset or liability and the level of the fair value hierarchy as explained above.

This note summarises accounting policy for fair value measurements. Other fair value related disclosures are given in the relevant notes.

t) Foreign Currency

Functional and presentation currency

The Group financial statements are presented in Indian Rupees ('INR' or 'Rs.'), which is also the Group's functional currency. Presentation currency is the currency in which the financial statement of the group is presented. Functional currency is the currency of the primary economic environment in which an entity operates and is normally the currency in which the entity primarily generates and expends cash. All the financial information presented in Indian Rupees (INR) has been rounded to the nearest of million rupees, except where otherwise stated.

Transactions and Balances

Transactions in foreign currencies are initially recorded by the Group at the functional currency spot rates at the date the transaction first qualifies for recognition.

Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency spot rates of exchange at the reporting date. Differences arising on settlement or translation of monetary items are recognised in the Consolidated Statement of Profit and Loss.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value is determined. The gain or loss arising on translation of nonmonetary items measured at fair value is treated in line with the recognition of the gain or loss on the change in fair value of the item (i.e., translation differences on items whose fair value gain or loss is recognised in OCI or profit or loss are also recognised in OCI or profit or loss, respectively)

u) Share capital

Ordinary shares

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of ordinary shares and share options are recognised as a deduction from equity, net of any tax effects.

v) Exceptional Items

Exceptional items include income or expense that are considered to be part of ordinary activities, however are of such significance and nature that separate disclosure enables the user of the financial statements to understand the impact in a more meaningful manner. Exceptional items are identified by virtue of their size, nature or incidence.

w) Non-GAAP measure of financial performance

Profit before depreciation and amortization, finance cost, finance income, charity and donation, exceptional items, share of profit of joint venture and tax is an important measure of financial performance relevant to the users of financial statements and stakeholders of the Group. Hence, the Group presents the same as an additional line item on the face of the Statement of Profit and Loss considering such presentation is relevant for understanding of the Group's financial position and performance.

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Section 11

GLOSSARY

11.1 Company Related Terms

22 Circles	Represents the 22 telecommunications circles of Andhra Pradesh, Delhi, Gujarat, Karnataka, Kerala, Kolkata, Maharashtra & Goa, Mumbai, Punjab, Tamil Nadu (including Chennai), West Bengal, Bihar, Madhya Pradesh and Chhattisgarh, Orissa, Jammu and Kashmir, Himachal Pradesh, Assam, North East states, Haryana, Rajasthan, Uttar Pradesh (East) and Uttar Pradesh (West).
Adjusted EBITDA	It is defined as EBITDA as mentioned above, adjusted for Repayment of Lease liabilities.
Adjusted Fund from Operations (AFFO)	It is not an IND AS measure and is defined as EBITDA adjusted for Maintenance and General Corporate Capex and Non Cash IND AS measures, i.e., operating lease revenue/expense on security deposit received/paid till March 31, 2019. From the period ended June 30, 2019 onwards it is defined as Adjusted EBITDA less Maintenance and General Corporate Capex for the period.
Asset Turnover	Asset Turnover is defined as total revenues (revenues (annualized for 12 months), divided by average cumulative investments. Average cumulative investments are calculated by considering average of opening and closing assets of the relevant period.
Average Co-locations	Average co-locations are derived by computing the average of the Opening and Closing co-locations at the end of relevant period.
Average Sharing Factor	Average Sharing factor is calculated as the average of the opening and closing number of co-locations divided by average of the opening and closing number of towers for the relevant period.
Average Towers	Average towers are derived by computing the average of the opening and closing towers at the end of relevant period.
Bn	Billion
Book Value Per Equity Share	Total shareholder's equity as at the end of the relevant period divided by outstanding equity shares as at the end of the relevant period.
Capex	It includes investment in gross fixed assets and capital work in progress for the relevant period.
Capital Employed	Capital Employed is defined as sum of equity attributable to equity shareholders and net debt / (net cash) with lease liabilities.
Circle(s)	22 service areas that the Indian telecommunications market has been segregated into.
Closing Sharing Factor	Closing Sharing factor is calculated as the closing number of co-locations divided by closing number of towers as at the end of relevant period.
Co-locations	Co-location is the total number of sharing operators at a tower, and where there is a single operator at a tower; 'co-location' refers to that single operator. Co-locations as referred to are revenue-generating co-locations
CSR	Corporate Social Responsibility
Cumulative Investments	Cumulative Investments comprises of gross fixed assets net of retirements/ disposals (including Capital Work In Progress).
Earnings Per Share (EPS)-Basic	It is computed by dividing net profit or loss attributable for the period to equity shareholders by the weighted average number of equity shares outstanding during the period.
Earnings Per Share (EPS)- Diluted	Diluted earnings per share is calculated by adjusting net profit or loss for the period attributable to equity shareholders and the weighted average number of shares outstanding during the period for the effects of all dilutive potential equity shares.
EBIT	Earnings before interest, taxation excluding other income for the relevant period.
EBIT (Including Other Income)	Earnings before interest, taxation including other income for the relevant period.

EBITDA	Earnings before interest, taxation, depreciation and amortization excluding other income for the relevant period. It is defined as operating income and does not include depreciation and amortization expense, finance cost (net), tax expense and charity & donation.
EBITDA (Including Other Income)	Earnings before interest, taxation, depreciation and amortization and charity and donation including other income for the relevant period.
Enterprise Value (EV)	Calculated as sum of Market Capitalization plus Net Debt / (Net Cash) with lease liabilities as at the end of the relevant period.
EV / EBITDA (times)	Except for period from April 1, 2019 to March 31, 2020, it is computed by dividing Enterprise Value as at the end of the relevant period ('EV') by EBITDA for the preceding (last) 12 months from the end of the relevant period. For the financial year ended March 31 2020, it is computed by dividing Enterprise Value as at the end of the relevant period (EV) by annualized EBITDA for the end of the relevant period.
Exceptional Items	Exceptional items include income or expense that are considered to be part of ordinary activities, however are of such significance and nature that separate disclosure enables the user of the financial statements to understand the impact in a more meaningful manner. Exceptional items are identified by virtue of their size, nature or incidence.
Future Minimum Lease Payment Receivable	The Company has entered into long term non-cancellable agreements to provide infrastructure services to telecom operators. Future Minimum Lease Payment Receivable represents minimum amounts receivable in future under the above long term non-cancellable agreements.
Finance Cost (Net)	Calculated as Finance Cost less Finance Income
Free Cash Flow	Calculated as Cash Flow from operations less tax payments, less net tangible capital expenditure, less net intangible capital expenditure, plus net proceeds from asset sales, less repayment of lease liabilities (incl interest) and less net interest.
GAAP	Generally Accepted Accounting Principle
IGAAP	Indian Generally Accepted Accounting Principle
IND AS	Indian Accounting Standards
Intangibles	Identifiable Non-monetary assets without having physical substance and generally comprises of acquisition cost of software
Interest Coverage Ratio (LTM)	For the full year ended March 31, 2018 and March 31, 2019, it is computed by dividing EBITDA for the preceding (last) 12 months from the end of relevant period by finance cost for the preceding (last) 12 months. For the financial year ended March 31, 2020, it is computed by dividing year till date EBITDA by year till date finance cost (net) for that relevant period. From the period ended June 30, 2020, it is computed by dividing EBITDA for the preceding (last) 12 months from the end of relevant period by finance cost (net) for the preceding (last) 12 months.
IRU	Indefeasible right to use
LTM	Last Twelve months
Lean	Represents feather sites.
Market Capitalization	Number of current issued and outstanding shares multiplied by closing market price (NSE) as at end of the period.
Mn	Million
MSA	Master Service Agreement
Maintenance & General Corporate Capex	Represents the capital expenditure undertaken by the company for general maintenance, upkeep and replacement of equipments installed at the Towers which is undertaken on the end of their useful life as well as General Corporate related capital expenditure such as on office/ facilities and information technology.
NA	Not ascertainable
Net Debt / (Net Cash) with Lease Liabilities	It is not an IND AS measure and is defined as the sum of long-term, short-term borrowings and current maturities of long-term borrowings, current and non-current lease liabilities minus cash and cash equivalents, current and non-current investments, and other bank balances as at the end of the relevant period.
Net Debt / (Net Cash) without Lease Liabilities	It is not an IND AS measure and is defined as the sum of long-term, short-term borrowings and current maturities of long-term borrowings, minus cash and cash equivalents, current and non-current investments, and other bank balances as at the end of the relevant period.

Net Debt / (Net Cash) with Lease Liabilities to EBITDA	Except for period from April 1, 2019 to March 31, 2020, it is computed by dividing net debt / (net cash) with lease liabilities as at the end of the relevant period by EBITDA for preceding (last) 12 months from the end of the relevant period. For the financial year ended March 31 2020, it is computed by dividing net debt / (net cash) with lease liabilities as at the end of the relevant period by annualized EBITDA of year till date period.
Net Debt / (Net Cash) to Funded Equity Ratio	It is computed by dividing net debt / (net cash) with lease liabilities as at the end of the relevant period by Equity attributable to equity shareholders as at the end of the relevant period.
Operating Free Cash flow	It is not an IND AS measure and is defined as EBITDA adjusted for Capex and Non Cash IND AS measures, i.e., operating lease revenue/expense on security deposit received/paid till March 31, 2019. From the period ended June 30, 2019 onwards it is defined as Adjusted EBITDA less Capex for the period.
PE Ratio	Price to Earnings ratio is calculated as closing market price (NSE) as at the end of relevant period, divided by diluted annual earnings per share. Annual Diluted Earnings per share is calculated by adding the preceding last four quarters diluted Earnings per share.
Return On Capital Employed (ROCE) Pre Tax (LTM)	Except for period from April 1, 2019 to March 31, 2020, it is computed by dividing sum of EBIT for the preceding (last) 12 months from the end of the relevant period by average (of opening and closing) capital employed during the relevant periods. For the financial year ended March 31 2020, ROCE is computed by dividing the annualized EBIT of year till date period by average of opening capital employed as on April 1, 2019 including opening Ind AS 116 adjustments and closing that of relevant period ended.
Return On Equity (ROE) Pre Tax (LTM)	Except for period from April 1, 2019 to March 31, 2020, it is computed by dividing sum of Profit before tax for the preceding (last) 12 months from the end of the relevant period by average (of opening and closing) equity shareholders' funds during the relevant periods. For the financial year ended March 31 2020, it is computed by dividing annualized Profit before tax of year till date period by average of opening equity shareholders' funds as on April 1, 2019 including opening Ind AS 116 adjustments and closing that of relevant period ended.
Return On Equity (ROE) Post Tax- (LTM)	Except for period from April 1, 2019 to March 31, 2020, it is computed by dividing sum of Profit after tax for the preceding (last) 12 months from the end of the relevant period by average (of opening and closing) equity shareholders' funds during the relevant periods. For the financial year ended March 31 2020, it is computed by dividing annualized Profit after tax of year till date period by average of opening equity shareholders' funds as on April 1, 2019 including opening Ind AS 116 adjustments and closing that of relevant period ended.
Revenue per Employee per month	It is computed by dividing the Total Revenues (net of inter-segment eliminations) by the average number of on – roll employees in the business unit and number of months in the relevant period.
Revenue Equalization	It represents the effect of fixed escalations (as per the terms of service agreements with customers) recognized on straight line basis over the fixed, non-cancellable term of the agreement, as applicable.
Right of use Asset	An asset that represents a lessee's right to use an underlying asset for the lease term. This is calculated on the inception of the lease term basis the present value of lease payments over the lease term.
ROC	Registrar of Companies
SHA	Shareholders Agreement
Sharing Operator	A party granted access to a tower and who has installed active infrastructure at the tower
Sharing Revenue	It represents total revenue excluding energy reimbursements accrued during the relevant period.
Sharing revenue per Sharing Operator per month	Is calculated on the basis of sharing revenues accrued during the relevant period divided by the average number of co-locations for the period (including such co-locations for which exit notices have been received, but actual exits have not yet happened as at period end), determined on the basis of opening and closing number of co-locations for the relevant period.
Sharing revenue per Tower per month	Is calculated on the basis of sharing revenues accrued during the relevant period divided by the average number of towers for the period, determined on the basis of opening and closing number of towers for the relevant period.
Smartx	Smartx Services Ltd
Towers	Infrastructure located at a site which is permitted by applicable law to be shared, including, but not limited to, the tower, shelter, diesel generator sets and other alternate energy sources, battery banks, air conditioners and electrical works. Towers as referred to are revenue generating towers

Tower and Related Infrastructure Located at site which is permitted by applicable law to be shared, including, but not limited to, the tower, shelter, diesel generator sets and other alternate energy sources, battery banks, air conditioners and electrical works.

11.2 Regulatory Terms

DoT	Department of Telecommunications
IP-1	Infrastructure Provider Category 1
NSE	National Stock Exchange
SEBI	Securities and Exchange Board of India
CCI	Competition Commission of India
TRAI	Telecom Regulatory Authority of India

11.3 Others (Industry) Terms

BTS	Base Transceiver Station
CII	Confederation of Indian Industry
DG	Diesel Generator
EMF	Electro Magnetic Field
FCU	Free Cooling Units
FDI	Foreign Direct Investment
GBT	Ground Based Towers
IBS	In-building Solutions
IPMS	Integrated Power Management Systems
OFC	Optical Fiber Cable
PAN	Presence Across Nation
PPC	Plug and Play Cabinet
RET	Renewable Energy Technology
RTT	Roof Top Towers
DIPA	Digital Infrastructure Providers Association
TSP	Telecom Service Provider
Wi-Fi	Wireless Fidelity

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