



January 23, 2024

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, 2023

Dear Sir/ Madam,

Pursuant to Regulation 30 and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed 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, 2023.

This is for your information and records.

Thanking you,

Yours faithfully,

For **Indus Towers Limited**

Samridhi Rodhe
Company Secretary & Compliance Officer

Encl.: As above

Indus Towers Limited

Quarterly report on the results for the third quarter and nine months ended December 31, 2023

Indus Towers Limited

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



Indus Towers Ltd.

www.industowers.com

January 23, 2024

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.

With effect from January 2015, Indus Towers 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" 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				
		2021 ⁵	2022	2023	Dec 2022	Mar 2023	Jun 2023	Sep 2023	Dec 2023
Consolidated Operating Highlights									
Macro									
Towers	Nos	179,225	185,447	192,874	189,392	192,874	198,284	204,212	211,775
Co-locations	Nos	322,438	335,791	342,831	339,435	342,831	347,879	353,462	360,679
Average Sharing factor	Times	1.82	1.80	1.79	1.80	1.78	1.77	1.74	1.72
Closing Sharing factor	Times	1.80	1.81	1.78	1.79	1.78	1.75	1.73	1.70
Sharing Revenue per Tower per month ⁶	Rs	78,345	80,467	76,430	73,355	73,615	73,380	71,336	71,166
Sharing Revenue per Sharing Operator per month ⁶	Rs	42,357	44,264	42,608	40,849	41,246	41,556	40,940	41,454
Lean									
Co-locations	Nos			6,918	5,683	6,918	7,854	8,643	9,994
Sharing Revenue per Sharing Operator per month ⁶	Rs			12,652	12,416	12,770	13,110	12,938	13,914
Financials									
Revenue ¹	Rs Mn	256,729	277,172	283,818	67,650	67,529	70,759	71,325	71,990
EBITDA ¹	Rs Mn	132,575	149,429	97,670	11,858	34,466	35,138	34,559	36,216
EBIT ¹	Rs Mn	77,575	95,755	43,447	(1,951)	21,127	21,054	18,959	19,883
Finance Cost (Net)	Rs Mn	14,021	14,973	14,539	3,540	3,355	3,516	2,464	107
Profit/(Loss) before Tax	Rs Mn	66,537	84,307	27,593	(9,521)	18,933	18,103	17,467	20,765
Profit/(Loss) after Tax	Rs Mn	49,751	63,731	20,400	(7,082)	13,991	13,479	12,947	15,405
Capex	Rs Mn	35,868	29,287	41,210	10,369	15,303	22,134	22,897	26,528
-of Which Maintenance & General Corporate Capex	Rs Mn	7,181	7,987	8,623	2,088	2,211	2,806	2,996	3,111
Operating Free Cash Flow ¹	Rs Mn	71,240	91,620	26,182	(6,205)	11,548	5,350	3,980	1,628
Adjusted Fund From Operations(AFFO) ¹	Rs Mn	99,927	112,920	58,769	2,076	24,640	24,678	23,881	25,045
Free Cash Flow	Rs Mn	47,952	30,160	14,001	6,188	6,961	58	(10,270)	8,701
Total Capital Employed	Rs Mn	351,671	392,442	399,964	392,070	399,964	413,976	440,526	450,249
Net Debt / (Net Cash) with Lease Liabilities	Rs Mn	192,901	170,937	188,869	194,703	188,869	189,640	203,537	198,199
Net Debt / (Net Cash) without Lease Liabilities	Rs Mn	58,782	28,545	44,146	51,157	44,146	44,103	54,404	45,803
Shareholder's Equity	Rs Mn	158,770	221,505	211,095	197,367	211,095	224,336	236,989	252,050
Key Ratios									
EBITDA Margin ¹	%	51.6%	53.9%	34.4%	17.5%	51.0%	49.7%	48.5%	50.3%
EBIT Margin ¹	%	30.2%	34.5%	15.3%	-2.9%	31.3%	29.8%	26.6%	27.6%
Net Profit Margin ¹	%	19.4%	23.0%	7.2%	-10.5%	20.7%	19.0%	18.2%	21.4%
Net Debt / (Net Cash) with Lease Liabilities to EBITDA (LTM) ³	Times	1.46	1.14	1.93	1.87	1.93	1.73	1.75	1.41
Interest Coverage ratio (LTM) ³	Times	9.46	9.98	6.72	6.96	6.72	7.64	9.01	14.87
Return on Capital Employed Pre Tax (LTM) ³	%	22.1%	25.7%	11.0%	12.5%	11.0%	13.8%	14.0%	19.2%
Return on Shareholder's Equity Pre Tax (LTM) ³	%	39.6%	44.3%	12.8%	16.5%	12.8%	18.7%	20.4%	33.5%
Return on Shareholder's Equity Post tax (LTM) ³	%	29.6%	33.5%	9.4%	12.3%	9.4%	13.8%	15.1%	24.8%
Valuation Indicators									
Market Capitalization ⁴	Rs Bn	660	598	385	513	385	443	517	536
Enterprise Value ⁴	Rs Bn	853	769	574	708	574	632	720	735
EV / EBITDA ^{3&4}	Times	6.44	5.15	5.88	6.81	5.88	5.77	6.21	5.23
EPS (Diluted) ⁴	Rs	18.46	23.66	7.57	-2.63	5.19	5.00	4.80	5.72
PE Ratio ⁴	Times	13.27	9.39	18.89	20.78	18.89	15.21	15.50	9.61

1. Revenue, EBITDA, EBIT, Operating free cash flow and Adjusted Fund from Operations (AFFO) exclude other income. Further, EBITDA, EBIT and Net profit margins have been computed on revenue excluding other income.

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

3. With the adoption of Ind AS 116 definitions 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.

4. Valuation Indicators for periods prior to quarter ending December 31, 2020 are revised based on current outstanding share capital to make the data comparable.

5. 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 year ended March 31, 2021.

6. A revenue item has been reclassified for both macro and lean towers in September 2023, and the corresponding changes have been made in the sharing revenue metrics. Previous period figures have been restated to ensure comparison.

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.

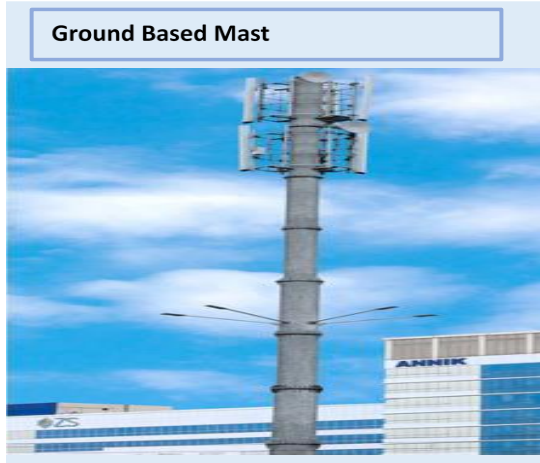
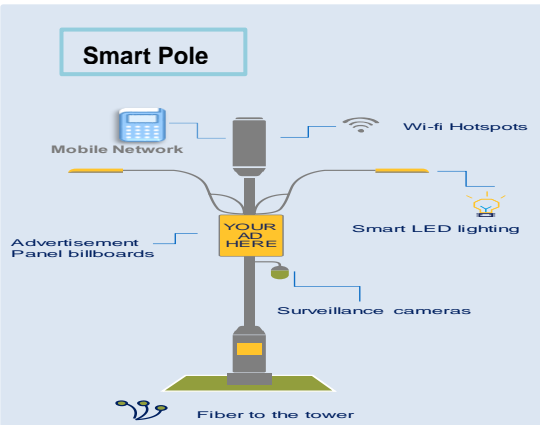
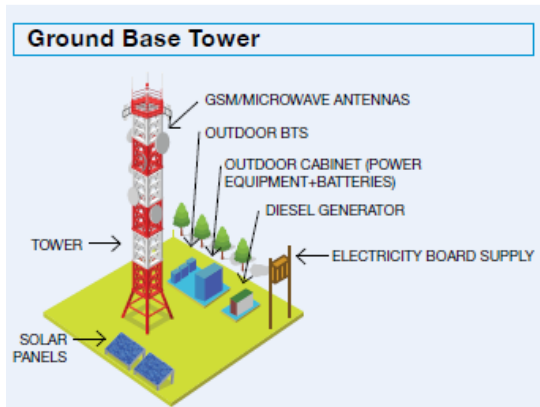
Traditionally, tower companies provided two types of towers – Ground Based Towers (GBTs) and Roof Top Towers (RTTs). Space limitations on each site and overall limited availability of land for tower installation have expanded the traditional tower products to Ground Based Mast (GBMs) that occupy less 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 which have higher capacity requirement. 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 pioneering role in fulfilling the Government's mission of Digital India and will also have an enabling role in India's journey towards Digital Economy and Industry 4.0. Infrastructure Providers (IP1) have empowered the Telecommunication Service Providers (TSPs) by providing affordable and shareable passive infrastructure. The TSPs leverage the shareable passive infrastructure not only to quickly rollout out their network but also to reap the benefits of cost efficiencies arising from infrastructure sharing, and in turn to provide affordable services to consumers. In the India Digital Economy and Industry 4.0 enablement, it is expected that Infrastructure Providers will have a more prominent role to play. This can happen when the infrastructure providers start providing active network sharing along with passive infrastructure. IP1 players can play an effective role by providing shared Transport Network and shared RAN (Radio Access Network). This will facilitate TSPs to focus on their core networks and core businesses and leverage the operational efficiency of IP1 in active network sharing. Active infrastructure sharing can also provide cost efficiencies as evidenced by the BEREC (Body of European Regulators for Electronics Communications) report, which states active infrastructure sharing has the potential to reduce the Capex by 33-35% and Opex by 25-33%. Government of India has acknowledged the critical role played by IP1 in the success of Telecom sector and intends the same to continue in the future as well as captured in National Digital Communication Policy 2018 (NDCP 2018) with proper regulatory framework 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	3-12
Occupancy Capacity (Colocations)	2-3	2-3	2-3	1-2	1-2

2.2 Company Overview

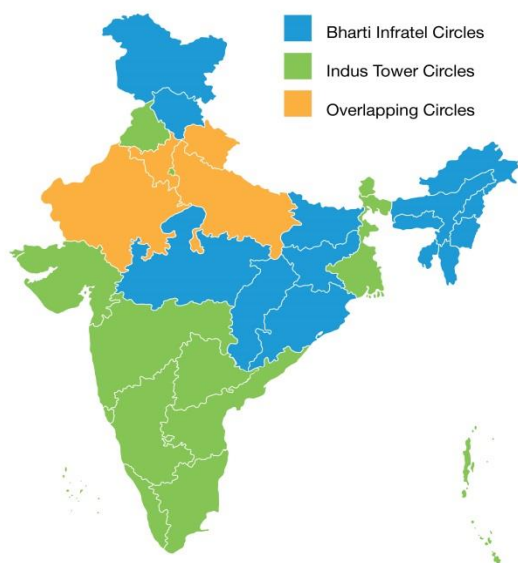
Indus Towers Limited is a provider of tower and related infrastructure sharing services.

Indus Towers formed by 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. It 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, 2023, Indus owned and operated 211,775 towers with 360,679 co-locations with an average sharing factor of 1.72.

Indus Towers has ongoing Master Service 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 the same terms and receiving equal treatment at towers where they have installed their active infrastructure. Under the MSAs, Indus enters into service contracts with respect to 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 to 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 ('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 ceased 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.

During the financial year ended March 31, 2023, Nettle Infrastructure Investments Limited (wholly owned subsidiary of Bharti Airtel Limited) merged with and into Bharti Airtel Limited effective February 1, 2023. As on December 31, 2023, Bharti Airtel 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, 2023.

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, 2023 is 6.32 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 reducing the use of air-conditioners, Shut DG, 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, 2023, we operate ~ 6,665# solar-powered 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. The solar systems are integrated with Indus Tower Operating Centre for real time monitoring and achievement of optimum planned efficiency.
- 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, 2023, we operate ~ 77,099 low diesel consumption sites 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 reducing the use 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.
- State-of-the-art Aluminum- Air energy generation solution for high diesel consumption sites is evaluated and planned for pilot deployment.

We believe that these renewable energy solutions, advanced storage initiatives, energy efficiency measures and load optimization methods will continue to provide long-term benefits to our business, protecting us from 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 51) for detailed definitions.

3.1. Summarized Consolidated Statement of Operations

Particulars	Quarter Ended			Nine Months Ended		
	Dec-23	Dec-22	Y-on-Y Growth	Dec-23	Dec-22	Y-on-Y Growth
	<i>Amount in Rs mn, except ratios</i>					
Revenue ¹	71,990	67,650	6.4%	214,074	216,289	-1.0%
EBITDA ¹	36,216	11,858	205.4%	105,913	63,204	67.6%
<i>EBITDA Margin</i>	50.3%	17.5%		49.5%	29.2%	
EBIT ¹	19,883	(1,951)	1119.1%	59,896	22,320	168.4%
Other Income	989	898	10.1%	2,526	2,452	3.0%
Finance cost (Net)	107	3,540	-97.0%	6,087	11,184	-45.6%
Profit/(Loss) before exceptional item and tax	20,765	(4,593)	552.1%	56,335	13,588	314.6%
Exceptional items ²	-	4,928	-100.0%	-	4,928	-100.0%
Profit/(Loss) before Tax	20,765	(9,521)	318.1%	56,335	8,660	550.5%
Income Tax Expense	5,360	(2,439)	319.8%	14,504	2,251	544.3%
Profit/(Loss) after Tax	15,405	(7,082)	317.5%	41,831	6,409	552.7%
Capex	26,528	10,369	155.8%	71,559	25,907	176.2%
Operating Free Cash Flow ¹	1,628	(6,205)	126.2%	10,958	14,634	-25.1%
Adjusted Fund From Operations(AFFO) ¹	25,045	2,076	1106.6%	73,605	34,129	115.7%
Free Cash Flow	8,701	6,188	41%	(1,511)	7,040	-121.5%
Cumulative Investments	654,245	588,010	11.3%	654,245	588,010	11.3%

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	<i>Amount in Rs. mn</i>	
	As at	As at
	Dec 31, 2023	Mar 31, 2023
Shareholder's Fund		
Share capital	26,949	26,949
Other Equity	225,101	184,146
Total Equity	252,050	211,095
Liabilities		
Non-current liabilities	184,975	173,001
Current liabilities	93,118	81,628
Total liabilities	278,093	254,629
Total Equity and liabilities	530,143	465,724
Assets		
Non-current assets	429,632	378,648
Current assets	100,511	87,076
Total assets	530,143	465,724

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, 2023	Sep 30, 2023	Q-on-Q Growth	Dec 31, 2022	Y-on-Y Growth
Macro						
Towers	Nos	211,775	204,212	7,563	189,392	22,383
Co-locations	Nos	360,679	353,462	7,217	339,435	21,244
Key Indicators						
Average Sharing Factor	Times	1.72	1.74		1.80	
Closing Sharing Factor	Times	1.70	1.73		1.79	
Sharing Revenue per Tower per month ¹	Rs	71,166	71,336	-0.2%	73,355	-3.0%
Sharing Revenue per Sharing Operator per month	Rs	41,454	40,940	1.3%	40,849	1.5%

Parameters	Unit	Dec 31, 2023	Sep 30, 2023	Q-on-Q Growth	Dec 31, 2022	Y-on-Y Growth
Lean						
Co-locations	Nos	9,994	8,643	1,351	5,683	4,311
Sharing Revenue per Sharing Operator per month	Rs	13,914	12,938	7.5%	12,416	12.1%

1. A revenue item has been reclassified for both macro and lean towers in September 2023, and the corresponding changes have been made in the sharing revenue metrics. Previous period figures have been restated to ensure comparison.

4.2 Human Resource Analysis

Parameters	Unit	Dec 31, 2023	Sep 30, 2023	Q-on-Q Growth	Dec 31, 2022	Y-on-Y Growth
Total On Roll Employees	Nos	3,500	3,390	110	3,215	285
Number of Towers per Employee	Nos	61	60	1.7%	59	3.4%
Personnel Cost per Employee per month	Rs	192,049	196,693	-2.4%	209,052	-8.1%
Revenue per Employee per month	Rs	6,965,651	7,168,702	-2.8%	7,071,182	-1.5%

4.3 Residual Lease Period and Future Minimum Lease Receivable

Parameters	Unit	Dec 31, 2023
Average Residual Service Contract Period	Yrs.	6.32
Minimum Lease Payment Receivable	Rs. Mn	1,046,105

Section 5

MANAGEMENT DISCUSSION AND ANALYSIS

5.1 Key Industry Developments

1. Telecom Sector Overview

As on 31st October 2023, the total wireless subscriber base stood at 1,151.0 Mn of which 630.4 Mn subscribers were in urban areas and 520.6 Mn subscribers were in rural areas. In terms of telecom service providers, private sector (Bharti Airtel, Reliance Jio, Vodafone Idea) accounted for 91.7% of the market share and public sector units (MTNL, BSNL) accounted for the remaining 8.3%.

The Government continues to take steps to help accelerate the rollout of telecom infrastructure in the country. During Q3, the Government passed the Telecommunications bill, replacing the country's century old telecom law. The bill designates telecom infrastructure as critical telecom infrastructure and emphasizes network security, while imposing penalties for damage. It also addresses challenges such as multiple levies, taxes, and Right of Way (RoW) issues, aiming for uniformity across India. The focus is on simplifying business operations, ensuring consistency in RoW rules, capping charges, facilitating deemed approval, and managing telecom infrastructure deployment on private property. The Telecommunications Act, 2023 also protects digital infrastructure by delinking telecom infrastructure from property, thereby exempting it from any claims, liquidation or taxes related to such property.

The Green Open Access policy has been adopted by Karnataka, Madhya Pradesh, Maharashtra, Punjab and Uttarakhand after being notified in the last quarter by the Ministry of Power. Additionally, the composite billing scheme for multiple power connections introduced a couple of quarters back has been adopted in Madhya Pradesh and select discoms of Rajasthan and Uttar Pradesh amongst others.

2. 5G Update

5G rollouts have continued to proceed at a swift pace, with 5G services now available to end customers located across the country. Almost 400,000 5G Base Transceiver Stations have been deployed so far with the weekly run-rate of deployments standing at more than 7,000 in November.

As per the Ericsson Mobility report, 163 million 5G subscriptions were added globally in the third quarter of 2023 to reach a total of 1.4 billion and

are forecasted to exceed 5.3 billion by 2029. In comparison, 4G subscriptions grew by only 6 million in Q3. The adoption of 5G services has been much faster than 4G as 5G reached 1 billion subscriptions 2 years sooner than 4G. 5G subscriptions in India are expected to grow to 860 million by 2029 with a penetration of about 68% as per the report.

3. Customer Updates

Bharti Airtel

Airtel tests RedCap solution : In October 2023, Airtel successfully tested Ericsson's pre-commercial Reduced Capability (RedCap) software on its 5G network, in collaboration with Qualcomm Technologies. RedCap is a new radio access network (RAN) software solution that creates new 5G use cases and enables more 5G connections from devices such as smartwatches, other wearables, and industrial sensors and AR/VR devices. The Company expects RedCap to enable futuristic IoT broadband adoption for devices including wearables and industrial sensors in a way that is both cost and energy efficient.

Fitch affirms Airtel's rating at 'BBB-': In November 2023, Fitch affirmed the Long-Term Foreign-Currency Issuer Default Rating of Airtel at 'BBB-', maintaining a Stable Outlook. The firm expects Airtel's EBITDA net leverage to continue to improve on the back of cash flow growth, which will be sufficient to fund high 5G-related capex and shareholder returns. It also believes that the rating headroom remains high, supported by a strong, growing position in the fast-consolidating Indian wireless market and African markets.

Reliance Jio

Jio launches JioPhone Prima 4G : In November 2023, Reliance Jio launched a 4G feature phone 'JioPhone Prima' at a price of Rs. 2,599. The JioPhone Prima 4G sits between the JioPhone Next 4G smartphone and the JioBharat 4G feature phone that Reliance Retail recently launched at Rs 999.

Jio SpaceFiber to be affordable : In October 2023, Reliance Jio demonstrated its satellite-based gigabit fiber service, JioSpaceFiber. The Company highlighted that the service would be available across the country at affordable prices with four locations, namely Gir (Gujarat), Korba (Chattisgarh), Nabrangpur (Odissa), and ONGC (Jorhat, Assam) already connected through it.

5.2 Key Company updates

1. Awards & Recognitions

Airtel – Value Leader Award 2023

Indus won the 'Value Leader Award' by Airtel at Airtel Partners confluence and was nominated for 'Airtel Partner of The Year'.

Silver Award – Bharti Foundation's The Changemaker Awards 2023

Indus won the silver award under the category of Social Initiative National at the Bharti Foundation's – The Changemaker Awards 2023.

Received 8 Titanium and 1 Platinum WAREX Certification at the CII's annual event – SCM Jugaad

Indus' state of the art warehouses which operate on renewable energy were certified by CII.

Saksham (Indus' flagship CSR program) recognized among 'Top 10 Corporate Programs' of the Armed forces Flag Day Fund at CSR Conclave 2023 by Kendriya Sainik Board (Defence Ministry)

As part of Indus' flagship CSR program, Saksham, the Company is supporting two Paraplegic Rehabilitation Centres with 100+ ex-servicemen/women by making them self-reliant.

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, 2023

- Revenues at Rs 71,990 Mn
- EBITDA at Rs 36,216 Mn
- Profit after tax at Rs 15,405 Mn
- Operating Free Cash Flow (OFCF) at Rs 1,628 Mn

5.3.1 Financial & Operational Performance

Indus Towers Limited

Quarter Ended December 31, 2023

Tower and Co-Location base & additions

As of December 31, 2023, Indus owned and operated 211,775 macro towers with 360,679 macro co-locations in 22 telecommunications Circles in India.

During the quarter, net macro co-locations increased by 7,217. Exits during the quarter were 655.

For the quarter ended December 31, 2023, Indus had average sharing factor of 1.72 per tower.

During the quarter, net lean colocation additions aggregated to 1351. As of December 31, 2023, lean colocations stand at 9,994.

Revenues¹ from Operations

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

Our revenue from operations for the quarter ended December 31, 2023, was Rs 71,990 million, up by 6.4% on Y-o-Y basis.

Revenue from Operations includes exit charges amounting to NIL recognized in financials for the quarter ended December 31, 2023, and Rs 206 million for the quarter ended December 31, 2022.

Operating Expenses

Our total expenses for the quarter ended December 31, 2023, were Rs 35,774 million, or 49.7% of our revenues from operations. The largest component of our expenses during this period was power and fuel, amounting to Rs 27,956 million. The other key expenses incurred by us during the quarter ended December 31, 2023, were repair & maintenance (operations and maintenance costs of the network) of Rs 3,603 million, other expenses of Rs. 2,230 million (incl Allowances for Doubtful Receivables of Rs. 649

million) and employee benefits expenses of Rs 1,985 million.

EBITDA¹, EBIT¹ & Finance Cost

For the quarter ended December 31, 2023, the company had an EBITDA of Rs 36,216 million, up by 205.4% on Y-o-Y basis & EBITDA margin of 50.3%.

During the quarter ended December 31, 2023, the company had depreciation and amortization expenses of Rs 15,957 million or 22.2% of our revenues.

The resultant EBIT for the quarter ended December 31, 2023 was Rs 19,883 million.

The net finance cost for the quarter ended December 31, 2023 was Rs 107 million, or 0.1% of our revenues down by 97% on Y-o-Y basis.

Profit/(Loss) before Tax (PBT)

Our profit before tax for the quarter ended December 31, 2023 was Rs 20,765 million.

Profit/(Loss) after Tax (PAT)

The net profit after tax for the quarter ended December 31, 2023 was Rs 15,405 million.

Our total tax expense (net of tax effect on long term capital gains / loss) for the quarter ended December 31, 2023 was Rs 5,360 million.

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

For the quarter ended December 31, 2023, the company incurred capital expenditure of Rs 26,528 million. The Operating free cash flow during the quarter was Rs 1,628 million as compared Rs. -6,205 Million for quarter ended December 31, 2022.

The Adjusted Fund from Operations (AFFO) during the quarter was Rs 25,045 million up by 1106.6% on Y-o-Y basis.

Free Cash Flow during the quarter was Rs 8,701 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, 2023 stands at 19.2%.

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:

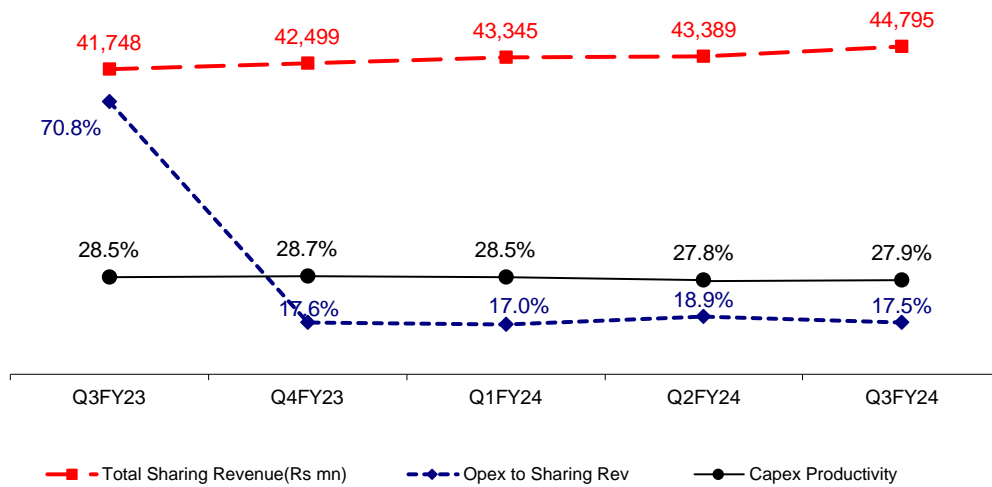
1. **Total Sharing revenue** - i.e. total revenue excluding energy reimbursements accrued during the respective period.

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.

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



Section 6

STOCK MARKET HIGHLIGHTS

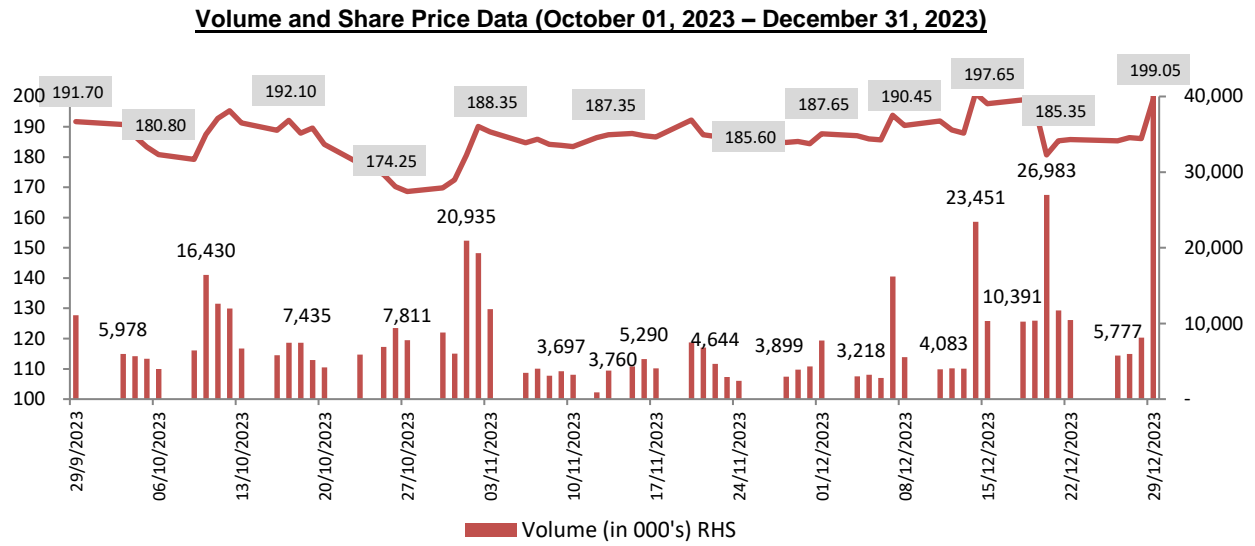
6.1 General Information

Shareholding and Financial Data	Unit	Quarter Ended Dec 31, 2023
Codes/Exchanges		534816/BSE INDUSTOWER/NSE
Bloomberg/Reuters		INDUSTOW IN/INUS.NS
No. of Shares Outstanding (31/12/23)	Mn Nos	2,694.94
Closing Market Price - NSE (29/12/23)	Rs /Share	199.05
Combined Volume (NSE & BSE) (01/10/23 - 31/12/23)	Nos in Mn/day	8.43
Combined Value (NSE & BSE) (01/10/23 - 31/12/23)	Rs bn /day	1.59
Market Capitalization	Rs bn	536
Book Value Per Equity Share	Rs /share	93.53
Market Price/Book Value	Times	2.13
Enterprise Value	Rs bn	735
PE Ratio	Times	9.61
Enterprise Value/ EBITDA	Times	5.23

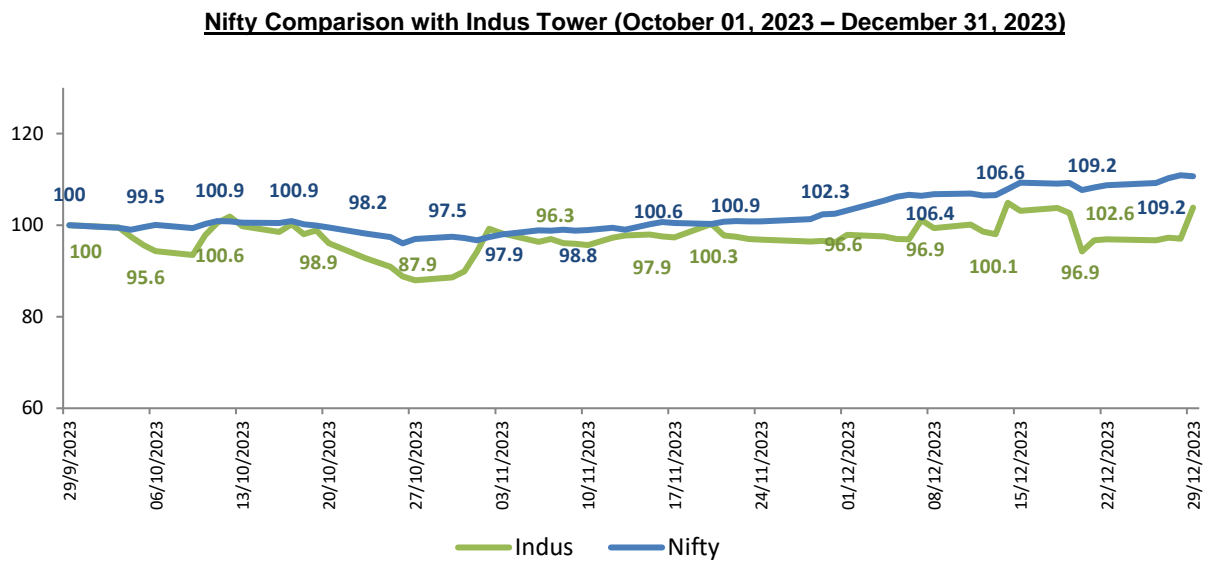
6.2 Summarized Shareholding pattern as of December 31, 2023

Category	Number of Shares	%
Promoter & Promoter Group	1,859,425,399	69.00%
Public Shareholding		
Institutions	749,088,472	27.80%
Non-Institutions	85,389,645	3.17%
Sub-Total	834,478,117	30.96%
Non-promoter Non-public shareholding (Held by Indus Towers Employees Welfare Trust)	1,033,434	0.04%
Total	2,694,936,950	100.00%

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



6.4 Comparison of Indus Towers with Nifty



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			Amount in Rs mn, except ratios Nine Month Ended		
	Dec-23	Dec-22	Y-on-Y growth	Dec-23	Dec-22	Y-on-Y growth
Income						
Revenue from Operations	71,990	67,650	6%	214,074	216,289	-1%
Other income	989	898	10%	2,526	2,452	3%
	72,979	68,548	6%	216,600	218,741	-1%
Expenses						
Power and fuel	27,956	26,220	7%	84,774	80,312	6%
Employee expenses	1,985	2,000	-1%	5,792	5,791	0%
Repairs and maintenance	3,603	3,394	6%	10,458	10,097	4%
Other expenses	2,230	24,178	-91%	7,137	56,885	-87%
	35,774	55,792	-36%	108,161	153,085	-29%
Profit before depreciation and amortization, finance cost, finance income, charity and donation, exceptional items and tax	37,205	12,756	192%	108,439	65,656	65%
Finance Costs	5,135	4,481	15%	14,002	12,546	12%
Finance Income	(5,028)	(941)	434%	(7,915)	(1,362)	481%
Charity and Donation	376	232	62%	1,063	847	26%
Depreciation and Amortization Expense	16,200	13,904	17%	45,722	40,998	12%
Less: adjusted with general reserve in accordance with the Scheme	(243)	(327)	-26%	(768)	(961)	-20%
Profit/(Loss) before exceptional item and tax	20,765	(4,593)	552%	56,335	13,588	315%
Exceptional items	-	4,928	-100%	-	4,928	-100%
Profit/(Loss) before tax	20,765	(9,521)	318%	56,335	8,660	551%
Income Tax expense						
Current tax	4,508	4,316	4%	13,665	15,945	-14%
Deferred tax	852	(6,755)	-113%	839	(13,694)	-106%
Total income tax expense	5,360	(2,439)	320%	14,504	2,251	544%
Profit/(Loss) for the period	15,405	(7,082)	318%	41,831	6,409	553%
Other comprehensive income/(loss)	-	-	0%	(39)	(5)	680%
Total comprehensive income/loss for the period, net of tax	15,405	(7,082)	318%	41,792	6,404	553%
Earnings per equity share (nominal value of share Rs 10 each)						
Basic (Rs.)	5.72	-2.63	318%	15.53	2.38	553%
Diluted (Rs.)	5.72	-2.63	318%	15.53	2.38	553%

7.1.2 Statement of Balance Sheet

Particulars	Amount in Rs mn	
	Dec 31, 2023	Dec 31, 2023
Assets		
Non-current assets		
Property, plant and equipment	249,834	211,723
Right of Use Assets	117,559	111,882
Capital work-in-progress	6,070	3,546
Intangible assets	151	231
Financial Assets		
Other Financial Assets	12,949	11,752
Income Tax Assets (net)	7,630	7,251
Deferred tax assets (net)	11,393	12,218
Other non - Current assets	24,046	20,045
	429,632	378,648
Current assets		
Financial assets		
Investments	-	2,756
Trade receivables	60,180	48,687
Cash and cash equivalents	1,408	224
Other Financial assets	35,872	32,518
Other Current Assets	3,051	2,891
	100,511	87,076
Total assets	530,143	465,724
Equity and Liabilities		
Equity		
Equity Share capital	26,949	26,949
Other Equity	225,101	184,146
	252,050	211,095
Non-current liabilities		
Financial Liabilities		
Lease Liabilities	129,556	124,206
Other Financial Liabilities	3,843	3,824
Borrowings	24,818	24,340
Provisions	20,870	18,738
Other non - Current liabilities	5,888	1,893
	184,975	173,001
Current liabilities		
Financial Liabilities		
Borrowings	22,393	22,786
Trade and Other payables	23,229	21,219
Lease Liabilities	22,840	20,517
Other financial liabilities	17,003	11,592
Other Current Liabilities	5,419	4,172
Provisions	753	676
Current Tax Liabilities (Net)	1,481	666
	93,118	81,628
Total liabilities	278,093	254,629
Total equity and liabilities	530,143	465,724

7.1.3 Cash Flow Statement

Amount in Rs mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-23	Dec-22	Dec-23	Dec-22
Cash flows from operating activities				
Profit before taxation	20,765	(9,521)	56,335	8,660
Adjustments for				
Depreciation and amortization expenses	15,957	13,577	44,954	40,037
Finance income	(4,144)	(164)	(4,603)	(585)
Finance costs	5,135	4,481	14,002	12,546
Profit on sale of property, plant and equipment	(658)	(705)	(1,972)	(1,941)
Allowances for doubtful receivables and advances (net)	649	22,661	2,859	52,723
Exceptional Item	-	4,928	-	4,928
Revenue equalisation	(1,220)	(1,119)	(3,651)	(4,763)
Others	(161)	(101)	(384)	(359)
Operating profit before changes in assets and liabilities	36,323	34,037	107,540	111,246
Decrease/(Increase) in other assets financial assets	5,121	2,395	(4,513)	(9,719)
Decrease/(Increase) in other non current and current assets	1,591	513	(129)	193
Decrease/(Increase) in trade receivables	1,031	(8,364)	(14,349)	(32,770)
Increase/(Decrease) in other financial liabilities	198	220	(327)	(2,024)
Increase/(Decrease) in provisions	25	15	106	57
Increase/(Decrease) in other liabilities	(1,966)	(2,938)	4,928	(492)
Increase/(Decrease) in trade payables	462	19	2,211	318
Cash generated from operations	42,785	25,897	95,467	66,809
Income tax paid (net of refunds)	(5,861)	(3,195)	(13,229)	(14,209)
Net cash flow from operating activities (A)	36,924	22,702	82,238	52,600
Cash flows from investing activities				
Purchase of property, plant & equipment	(23,404)	(9,081)	(64,999)	(23,925)
Proceeds from sale of property, plant & equipment	1,156	1,237	3,501	3,293
Investment in mutual funds	(36,518)	(28,108)	(121,814)	(134,583)
Proceeds from sale of mutual funds	36,530	24,172	121,863	144,398
Proceeds from sale of government securities	2,750	-	2,750	-
Interest received	4,085	139	4,574	548
Others	(11)	(11)	(45)	(16)
Net cash flow from / (used in) investing activities (B)	(15,412)	(11,652)	(54,170)	(10,285)
Cash flows from financing activities				
Sale/(Purchase) of treasury shares	(130)	-	(130)	-
Proceeds from / (Repayment) of borrowings (Net)	(10,658)	(2,036)	71	3,535
Dividend paid	-	-	-	(29,638)
Interest Paid	(2,000)	(1,115)	(3,429)	(2,813)
Repayment of lease liabilities (including interest)	(8,060)	(7,694)	(23,396)	(22,663)
Net cash flow used in financing activities (C)	(20,848)	(10,845)	(26,884)	(51,579)
Net increase in cash and cash equivalents during the period (A+B+C)	664	205	1,184	(9,264)
Cash and cash equivalents at the beginning of the period	744	333	224	9,802
Cash and cash equivalents at the end of the period	1,408	538	1,408	538
Components of cash and cash equivalents				
Cash and cash equivalents				
Balances with banks				
- on current accounts	1,348	458	1,348	458
- Deposits with original maturity of less than three months	60	80	60	80
Cheques on hand				
Total cash and cash equivalents	1,408	538	1,408	538

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-23	Dec-22	Dec-23	Dec-22
Sharing revenue	44,795	41,748	131,529	131,818
Energy reimbursements	27,195	25,902	82,545	84,471
Revenue	71,990	67,650	214,074	216,289

7.2.2 Schedule of Operating Expenses

Amount in Rs mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-23	Dec-22	Dec-23	Dec-22
Power and fuel	27,956	26,220	84,774	80,312
Employee expenses	1,985	2,000	5,792	5,791
Repairs and maintenance	3,603	3,394	10,458	10,097
Other expenses	2,230	24,178	7,137	56,885
Expenses	35,774	55,792	108,161	153,085

7.2.3 Schedule of Depreciation & Amortization

Amount in Rs mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-23	Dec-22	Dec-23	Dec-22
Depreciation of tangible assets	10,407	8,520	28,433	24,930
Amortization of intangible assets	47	66	175	159
Depreciation without ROU assets	10,454	8,586	28,608	25,089
Add: Depreciation on ROU assets	5,503	4,991	16,346	14,948
Depreciation and Amortization	15,957	13,577	44,954	40,037

7.2.4 Schedule of Finance Cost (Net)

Amount in Rs mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-23	Dec-22	Dec-23	Dec-22
Finance Income	(5,028)	(941)	(7,915)	(1,362)
Finance Cost	2,041	1,624	4,956	4,226
Finance cost (Net) without lease obligation	(2,987)	683	(2,959)	2,864
Add: Interest on lease obligation	3,094	2,857	9,046	8,320
Finance cost (Net)	107	3,540	6,087	11,184

7.2.5 Schedule of Tax Expenses (Net)

Amount in Rs mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-23	Dec-22	Dec-23	Dec-22
Current tax	4,508	4,316	13,665	15,945
Deferred tax	852	(6,755)	839	(13,694)
Income Tax Expenses	5,360	(2,439)	14,504	2,251

7.2.6 Schedule of Cumulative Investments

Amount in Rs. mn

Particulars	As at	As at
	Dec 31, 2023	Mar 31, 2023
Property, plant and equipment(Gross)	645,399	591,473
Less: Accumulated Depreciation	395,565	379,750
Property, plant and equipment(Net)	249,834	211,723
Intangible assets(Gross)	2,776	3,363
Less: Accumulated Amortization	2,625	3,132
Intangible assets(Net)	151	231
Capital work-in-progress	6,070	3,546
Cumulative Investments	654,245	598,382

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	<i>Amount in Rs mn</i>	
	Quarter Ended Dec-23	Nine Months Ended Dec-23
Total Income to Revenue		
Total Income as per IND AS	72,979	216,600
Less: Other Income	989	2,526
Revenue	71,990	214,074

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

Particulars	<i>Amount in Rs mn</i>	
	Quarter Ended Dec-23	Nine Months Ended Dec-23
EBITDA (Including Other Income) to EBITDA		
EBITDA (Incl. Other Income) as per IND AS	37,205	108,439
Less: Other Income	989	2,526
EBITDA	36,216	105,913

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

Particulars	<i>Amount in Rs mn</i>	
	Quarter Ended Dec-23	Nine Months Ended Dec-23
EBIT (Including Other Income) to EBIT		
EBIT (Incl. Other Income) as per IND AS	20,872	62,422
Less: Other Income	989	2,526
EBIT	19,883	59,896

d) Derivation of Operating Free Cash Flow from EBITDA

Particulars	<i>Amount in Rs mn</i>	
	Quarter Ended Dec-23	Nine Months Ended Dec-23
EBITDA to Operating Free Cash Flow		
EBITDA	36,216	105,913
Less: Repayment of Lease Liabilities	8,060	23,396
Adjusted EBITDA	28,156	82,517
Less: Capex	26,528	71,559
Operating Free Cash Flow	1,628	10,958

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

Amount in Rs mn

Particulars	Quarter Ended	Nine Months Ended
	Dec-23	Dec-23
Adjusted EBITDA to Adjusted Fund From Operations		
Adjusted EBITDA	28,156	82,517
Less: Maintenance & General Corporate Capex	3,111	8,912
Adjusted Fund From Operations(AFFO)	25,045	73,605

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

Amount in Rs mn

Particulars	As at Dec 31, 2023	As at March 31, 2023
Total Debt (Long Term and Short Term Borrowings) with Lease Liabilities	199,607	191,849
Less: Cash and Cash Equivalents & Current and non-current Investments	1,408	2,980
Net Debt / (Net Cash) with Lease Liabilities	198,199	188,869
Less: Lease Obligation	152,396	144,723
Net Debt / (Net Cash) without Lease Liabilities	45,803	44,146

g) Calculation of Capital Employed

Amount in Rs mn

Particulars	As at Dec 31, 2023	As at March 31, 2023
Shareholder's Equity	252,050	211,095
Add: Net Debt / (Net Cash) with Lease Liabilities	198,199	188,869
Capital Employed	450,249	399,964

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-23	Sep-23	Jun-23	Mar-23	Dec-22
Revenue ¹	71,990	71,325	70,759	67,529	67,650
Energy Cost	27,956	28,554	28,264	25,596	26,220
Other Operating Expenses	7,818	8,212	7,357	7,467	29,572
EBITDA ¹	36,216	34,559	35,138	34,466	11,858
EBITDA / Total revenues ²	50.3%	48.5%	49.7%	51.0%	17.5%
EBIT ¹	19,883	18,959	21,054	21,127	(1,951)
Other Income	989	972	565	1,161	898
Finance cost (Net)	107	2,464	3,516	3,355	3,540
Profit/(Loss) before exceptional items and tax	20,765	17,467	18,103	18,933	(4,593)
Exceptional items ³	-	-	-	-	4,928
Profit/(Loss) before tax	20,765	17,467	18,103	18,933	(9,521)
Income Tax Expense	5,360	4,520	4,624	4,942	(2,439)
Profit/(Loss) after Tax	15,405	12,947	13,479	13,991	(7,082)
Capex	26,528	22,897	22,134	15,303	10,369
Operating Free Cash Flow ¹	1,628	3,980	5,350	11,548	(6,205)
Adjusted Fund From Operations(AFFO) ¹	25,045	23,881	24,678	24,640	2,076
Free Cash Flow	8,701	(10,270)	58	6,961	6,188
Cumulative Investments	654,245	631,903	616,800	598,382	588,010

	Dec-23	Sep-23	Jun-23	Mar-23	Dec-22
As a % of Revenue²					
Energy Cost	38.8%	40.0%	39.9%	37.9%	38.8%
Other Operating Expenses	10.9%	11.5%	10.4%	11.1%	43.7%
EBITDA	50.3%	48.5%	49.7%	51.0%	17.5%
Profit/(Loss) before tax	28.8%	24.5%	25.6%	28.0%	-14.1%
Profit/(Loss) after tax	21.4%	18.2%	19.0%	20.7%	-10.5%

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.

3. During the quarter ended December 31, 2022, the company has taken impairment of Revenue equalization reserve up to September 30, 2022 for a large customer.

8.1.1 Consolidated Statement of Operations

Amount in Rs mn

Particulars	Quarter Ended				
	Dec 2023	Sep 2023	Jun 2023	Mar 2023	Dec 2022
Income					
Revenue from Operations	71,990	71,325	70,759	67,529	67,650
Other income	989	972	565	1,161	898
	72,979	72,297	71,324	68,690	68,548
Expenses					
Power and fuel	27,956	28,554	28,264	25,596	26,220
Employee expenses	1,985	1,957	1,850	1,950	2,000
Repairs and maintenance	3,603	3,498	3,357	3,409	3,394
Other expenses	2,230	2,757	2,150	2,108	24,178
	35,774	36,766	35,621	33,063	55,792
Profit before depreciation and amortization, finance cost, finance income, charity and donation, exceptional items and tax	37,205	35,531	35,703	35,627	12,756
Depreciation and amortization expense	15,957	15,256	13,741	13,202	13,577
Finance costs	5,135	4,586	4,281	4,158	4,481
Finance Income	(5,028)	(2,122)	(765)	(803)	(941)
Charity and donation	376	344	343	137	232
	16,440	18,064	17,600	16,694	17,349
Profit/(Loss) before exceptional items and tax	20,765	17,467	18,103	18,933	-4,593
Exceptional Items	-	-	-	-	4,928
Profit/(Loss) before tax	20,765	17,467	18,103	18,933	(9,521)
Income Tax expense					
Current tax	4,508	4,410	4,747	4,382	4,316
Deferred tax	852	110	(123)	560	(6,755)
Total income tax expense	5,360	4,520	4,624	4,942	(2,439)
Profit/(Loss) for the period	15,405	12,947	13,479	13,991	(7,082)
Other comprehensive income/(loss)	-	(39)	-	(3)	-
Total Comprehensive Income	15,405	12,908	13,479	13,988	(7,082)
Earnings per equity share (nominal value of share Rs 10 each)					
Basic	5.72	4.81	5.00	5.19	(2.63)
Diluted	5.72	4.80	5.00	5.19	(2.63)

8.1.2 Consolidated Balance sheet

Amount in Rs mn

Particulars	As at	As at	As at	As at	As at
	Dec 2023	Sep 2023	Jun 2023	Mar 2023	Dec 2022
ASSETS					
Non-current assets					
Property, plant and equipment	249,834	234,733	223,770	211,723	206,332
Right of use asset	117,559	114,819	112,234	111,882	109,794
Capital work-in-progress	6,070	5,861	4,488	3,546	2,708
Intangible assets	151	176	176	231	231
Financial Assets					
Other Financial Assets	12,949	12,677	12,300	11,752	11,819
Income Tax Assets (net)	7,630	7,045	7,456	7,251	7,242
Deferred tax Assets (Net)	11,393	12,245	12,341	12,218	12,778
Other non - Current assets	24,046	22,879	21,934	20,045	18,552
	429,632	410,435	394,699	378,648	369,456
Current assets					
Financial assets					
Investments	-	2,754	5,658	2,756	6,722
Trade receivables	60,180	61,863	53,030	48,687	50,624
Cash and cash equivalents	1,408	744	305	224	538
Other Financial Assets	35,872	41,208	35,805	32,518	32,686
Other Current Assets	3,051	4,549	3,708	2,891	2,204
	100,511	111,118	98,506	87,076	92,774
Total assets	530,143	521,553	493,205	465,724	462,230
EQUITY AND LIABILITIES					
Equity					
Equity Share Capital	26,949	26,949	26,949	26,949	26,949
Other Equity	225,101	210,040	197,387	184,146	170,418
Equity attributable to equity holders of the parent	252,050	236,989	224,336	211,095	197,367
Non-current liabilities					
Financial Liabilities					
Lease Liabilities	129,556	127,165	124,462	124,206	122,227
Other Financial Liabilities	3,843	3,764	3,687	3,824	4,158
Borrowings	24,818	27,725	26,120	24,340	23,541
Provisions	20,870	20,095	19,376	18,738	18,261
Other non - Current liabilities	5,888	3,438	2,323	1,893	1,680
	184,975	182,187	175,968	173,001	169,867
Current liabilities					
Financial Liabilities					
Trade payables	23,229	22,876	22,463	21,219	21,420
Borrowings	22,393	30,177	23,946	22,786	34,876
Lease Liabilities	22,840	21,968	21,075	20,517	21,319
Other Financial Liabilities	17,003	14,998	14,611	11,592	8,200
Other Current Liabilities	5,419	9,366	7,736	4,172	4,236
Provisions	753	743	679	676	687
Current Tax Liabilities (Net)	1,481	2,249	2,391	666	4,258
	93,118	102,377	92,901	81,628	94,996
Total equity and liabilities	530,143	521,553	493,205	465,724	462,230

8.2 Based on Consolidated Statement of Financial Position

Amount in Rs mn, except ratios

Parameters	As at				
	Dec-23	Sep-23	Jun-23	Mar-23	Dec-22
Shareholder's Equity	252,050	236,989	224,336	211,095	197,367
Net Debt / (Net Cash) with Lease Liabilities	198,199	203,537	189,640	188,869	194,703
Capital Employed = Shareholder's Equity + Net Debt / (Net Cash) with Lease Liabilities	450,249	440,526	413,976	399,964	392,070

Parameters	Dec-23	Sep-23	Jun-23	Mar-23	Dec-22
Return on Capital Employed Pre Tax (LTM)	19.2%	14.0%	13.8%	11.0%	12.5%
Return on Shareholder's Equity Pre Tax (LTM)	33.5%	20.4%	18.7%	12.8%	16.5%
Return on Shareholder's Equity Post tax (LTM)	24.8%	15.1%	13.8%	9.4%	12.3%
Net Debt / (Net Cash) with Lease Liabilities to EBITDA (LTM)	1.41	1.75	1.73	1.93	1.87
Asset Turnover ratio ¹	44.8%	45.7%	46.6%	45.5%	46.2%
Interest Coverage ratio (times) (LTM)	14.87	9.01	7.64	6.72	6.96
Net debt / (Net Cash) to Funded Equity (Times)	0.79	0.86	0.85	0.89	0.99
Per share data (for the period)					
Earnings Per Share - Basic (in Rs)	5.72	4.81	5.00	5.19	(2.63)
Earnings Per Share - Diluted (in Rs)	5.72	4.80	5.00	5.19	(2.63)
Book Value Per Equity Share (in Rs)	93.5	87.9	83.2	78.3	73.2
Market Capitalization (Rs. bn)	536	517	443	385	513
Enterprise Value (Rs. bn)	735	720	632	574	708

1. Refer Section 11- Glossary for revised definition.

8.3 Operational Performance

Parameters	Unit	Dec 2023	Sep 2023	Jun 2023	Mar 2023	Dec 2022
Macro						
Towers	Nos	211,775	204,212	198,284	192,874	189,392
Co-locations	Nos	360,679	353,462	347,879	342,831	339,435
Key Indicators:						
Average sharing factor	Times	1.72	1.74	1.77	1.78	1.80
Closing sharing factor	Times	1.70	1.73	1.75	1.78	1.79
Sharing revenue per tower per month ¹	Rs	71,166	71,336	73,380	73,615	73,355
Sharing revenue per sharing operator per month ¹	Rs	41,454	40,940	41,556	41,246	40,849

Parameters	Unit	Dec 2023	Sep 2023	Jun 2023	Mar 2023	Dec 2022
Lean						
Co-locations	Nos	9,994	8,643	7,854	6,918	5,683
Sharing Revenue per Sharing Operator per month ¹	Rs	13,914	12,938	13,110	12,770	12,416

1. A revenue item has been reclassified for both macro and lean towers, and the corresponding changes have been made in the sharing revenue metrics. Previous period figures have been restated to ensure comparison.

8.4 Human Resource Analysis

Parameters	Unit	Dec 2023	Sep 2023	Jun 2023	Mar 2023	Dec 2022
Total on roll employees	Nos	3,500	3,390	3,243	3,249	3,215
Number of towers per employee	Nos	61	60	61	59	59
Personnel cost per employee per month	Rs	192,049	196,693	189,977	201,114	209,052
Gross revenue per employee per month	Rs	6,965,651	7,168,702	7,266,276	6,964,625	7,071,182

8.5 Revenue From Operations

Amount in Rs mn

Particulars	Quarter Ended				
	Dec 2023	Sep 2023	Jun 2023	Mar 2023	Dec 2022
Sharing Revenue	44,795	43,389	43,345	42,499	41,748
Energy reimbursements	27,195	27,936	27,414	25,030	25,902
Total revenues	71,990	71,325	70,759	67,529	67,650

8.6 Operating Expenses

Amount in Rs mn

Particulars	Quarter Ended				
	Dec 2023	Sep 2023	Jun 2023	Mar 2023	Dec 2022
Power & fuel	27,956	28,554	28,264	25,596	26,220
Employee benefit expenses	1,985	1,957	1,850	1,950	2,000
Repair and maintenance expenses	3,603	3,498	3,357	3,409	3,394
Other expenses	2,230	2,757	2,150	2,108	24,178
Total expenses	35,774	36,766	35,621	33,063	55,792

8.7 Depreciation and Amortization

Amount in Rs mn

Particulars	Quarter Ended				
	Dec 2023	Sep 2023	Jun 2023	Mar 2023	Dec 2022
Depreciation on tangible assets	10,407	9,562	8,464	8,195	8,520
Amortization on intangible assets	47	55	73	46	66
Depreciation without ROU assets	10,454	9,617	8,537	8,241	8,586
Add: Depreciation on ROU assets	5,503	5,639	5,204	4,961	4,991
Depreciation and amortization	15,957	15,256	13,741	13,202	13,577

8.8 Finance Cost

Amount in Rs mn

Particulars	Quarter Ended				
	Dec 2023	Sep 2023	Jun 2023	Mar 2023	Dec 2022
Finance Income	5,028	2,122	765	803	941
Finance Cost	2,041	1,517	1,398	1,425	1,624
Finance cost (Net) without lease obligation	(2,987)	(605)	633	622	683
Add: Interest on lease obligation	3,094	3,069	2,883	2,733	2,857
Finance Cost (Net)	107	2,464	3,516	3,355	3,540

8.9 Schedule of Net Debt

Amount in Rs mn

Particulars	As at				
	Dec 2023	Sep 2023	Jun 2023	Mar 2023	Dec 2022
Total Debt with Lease Liabilities	199,607	207,035	195,603	191,849	201,963
Less: Cash and Cash Equivalents & Current and non-current Investments	1,408	3,498	5,963	2,980	7,260
Net debt	198,199	203,537	189,640	188,869	194,703

8.10 Energy Cost Analysis

Particulars	Unit	For the Quarter Ended				
		Dec 2023	Sep 2023	Jun 2023	Mar 2023	Dec 2022
Energy Cost Indicators						
Energy Cost Per Tower per month	Rs	44,803	47,295	48,171	44,639	46,327
Energy Cost Per Colocation per month	Rs	26,098	27,142	27,280	25,011	25,798

8.11 Other Than Energy Cost Analysis

Particulars	Unit	For the Quarter Ended				
		Dec-23	Sep 2023	Jun 2023	Mar 2023	Dec 2022
Other Than Energy Cost						
Cost Per Tower per month	Rs	12,529	13,602	12,539	13,022	52,249
Cost per Colocation per month	Rs	7,298	7,806	7,101	7,296	29,096

8.12 Revenue and Operating Cost Composition

Parameters	Unit	For the Quarter Ended				
		Dec 2023	Sep 2023	Jun 2023	Mar 2023	Dec 2022
Revenue Composition						
Sharing Revenue	%	62%	61%	61%	63%	62%
Energy reimbursements	%	38%	39%	39%	37%	38%
Total		100%	100%	100%	100%	100%
Opex Composition						
Power and fuel	%	78%	78%	79%	77%	47%
Employee benefits expenses	%	6%	5%	5%	6%	4%
Repair and maintenance expenses	%	10%	10%	9%	10%	6%
Other expenses	%	6%	7%	7%	7%	43%
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' and its controlled trust 'Indus Towers 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 month ended December 31, 2023

Particulars	Quarter Ended			Nine Months Ended		
	Dec-23	Dec-22	Y-on-Y growth	Dec-23	Dec-22	Y-on-Y growth
<i>Amount in Rs mn, except per share data</i>						
Income						
Revenue from Operations	71,990	67,650	6%	214,074	216,289	-1%
Other income	989	898	10%	2,526	2,452	3%
	72,979	68,548	6%	216,600	218,741	-1%
Expenses						
Power and fuel	27,956	26,220	7%	84,774	80,312	6%
Employee expenses	1,985	2,000	-1%	5,792	5,791	0%
Repairs and maintenance	3,603	3,393	6%	10,458	10,096	4%
Other expenses	2,227	24,178	-91%	7,130	56,876	-87%
	35,771	55,791	-36%	108,154	153,075	-29%
Profit before depreciation and amortization, finance cost, finance income, charity and donation, exceptional items and tax	37,208	12,757	192%	108,446	65,666	65%
Finance Costs	5,135	4,481	15%	14,002	12,546	12%
Finance Income	(5,028)	(941)	434%	(7,915)	(1,362)	481%
Charity and Donation	376	232	62%	1,063	847	26%
Depreciation and Amortization Expense	16,194	13,899	17%	45,684	40,980	11%
Less: adjusted with general reserve in accordance with the Scheme	(243)	(327)	-26%	(768)	(961)	-20%
Profit/(Loss) before exceptional items and tax	20,774	(4,587)	553%	56,380	13,616	314%
Exceptional items	-	4,928	-100%	-	4,928	-100%
Profit/(Loss) before tax	20,774	(9,515)	318%	56,380	8,688	549%
Income Tax expense						
Current tax	4,508	4,316	4%	13,665	15,943	-14%
Deferred tax	852	(6,755)	-113%	839	(13,698)	-106%
Total income tax expense	5,360	(2,439)	320%	14,504	2,245	546%
Profit/(Loss) for the period	15,414	(7,076)	318%	41,876	6,443	550%
Other comprehensive income/(loss)	-	-	0%	(39)	(5)	680%
Total comprehensive income/loss for the period, net of tax	15,414	(7,076)	318%	41,837	6,438	550%
Earnings per equity share (nominal value of share Rs 10 each)						
Basic (Rs.)	5.72	-2.63	318%	15.54	2.39	550%
Diluted (Rs.)	5.72	-2.63	318%	15.54	2.39	550%

9.1.2 Consolidated Statement of Profit & Loss for the quarter ended and nine month December 31, 2023

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

Particulars	Quarter Ended			Nine Month Ended		
	Dec-23	Dec-22	Y-on-Y growth	Dec-23	Dec-22	Y-on-Y growth
Income						
Revenue from Operations	71,990	67,650	6%	214,074	216,289	-1%
Other income	989	898	10%	2,526	2,452	3%
	72,979	68,548	6%	216,600	218,741	-1%
Expenses						
Power and fuel	27,956	26,220	7%	84,774	80,312	6%
Employee expenses	1,985	2,000	-1%	5,792	5,791	0%
Repairs and maintenance	3,603	3,394	6%	10,458	10,097	4%
Other expenses	2,230	24,178	-91%	7,137	56,885	-87%
	35,774	55,792	-36%	108,161	153,085	-29%
Profit before depreciation and amortization, finance cost, finance income, charity and donation, Exceptional items and tax	37,205	12,756	192%	108,439	65,656	65%
Finance Costs	5,135	4,481	15%	14,002	12,546	12%
Finance Income	(5,028)	(941)	434%	(7,915)	(1,362)	481%
Charity and Donation	376	232	62%	1,063	847	26%
Depreciation and Amortization Expense	16,200	13,904	17%	45,722	40,998	12%
Less: adjusted with general reserve in accordance with the Scheme	(243)	(327)	-26%	(768)	(961)	-20%
Profit/(Loss) before exceptional item and tax	20,765	(4,593)	552%	56,335	13,588	315%
Exceptional items	-	4,928	-100%	-	4,928	-100%
Profit/(Loss) before tax	20,765	(9,521)	318%	56,335	8,660	551%
Income Tax expense						
Current tax	4,508	4,316	4%	13,665	15,945	-14%
Deferred tax	852	(6,755)	-113%	839	(13,694)	-106%
Total income tax expense	5,360	(2,439)	320%	14,504	2,251	544%
Profit/(Loss) for the period	15,405	(7,082)	318%	41,831	6,409	553%
Other comprehensive income/(loss)	-	-	0%	(39)	(5)	680%
Total comprehensive income for the period, net of tax	15,405	(7,082)	318%	41,792	6,404	553%
Earnings per equity share (nominal value of share Rs 10 each)						
Basic (Rs.)	5.72	-2.63	318%	15.53	2.38	553%
Diluted (Rs.)	5.72	-2.63	318%	15.53	2.38	553%

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 ('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' 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. During the financial year ended March 31, 2023, Nettle Infrastructure Investments Limited merged with its holding company, Bharti Airtel Limited. Accordingly, as on December 31, 2023, Bharti Airtel 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, 2023. 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 23, 2024.

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:

Entity	Country of Incorporation	Principal Service	Relationship	Shareholding as at December 31, 2023	Shareholding as at March 31, 2023
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*	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 the 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'

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') had merged into the Company on November 19, 2020 (i.e., the effective date of merger). Upon the Scheme becoming effective the erstwhile Indus stood dissolved without being wound-up.

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 joint arrangement, hence, the Company had adopted '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.

4. Material accounting policy information and significant judgements, estimates and assumptions.

4.1. Material accounting policy information

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 Group 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 Group assesses whether: (i) the contract involves the use of an identified asset (ii) the Group has substantially all of the economic benefits from use of the asset through the period of the lease and (iii) the Group 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 has elected not to recognize ROU and lease liabilities for short term leases that have a lease term of twelve months or less and leases of low value assets. The lease payments associated with these leases are recognized as an expense on a straight-line basis over the lease term.

The Group has elected 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 balances. 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. However, trade receivables that do not contain a significant financing component are measured at transaction price.

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. The Group does not have any debt instrument which is required to be classified in this category.

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 does not have any debt instrument which is required to be classified in this category.

Equity investments measured at fair value through profit or loss (FVTPL) or at fair value through other comprehensive income (FVTOCI)

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/ losses 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. The Group does not have any financial liability which is required to be classified in this category.

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.

The Group has not reclassified any financial assets and financial liabilities after initial recognition.

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.

Revenue towards satisfaction of a performance obligation is measured at the amount of transaction price adjusted with variable consideration, if any allocated to that performance obligation. Revenue also excludes taxes collected from the customers.

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, recoveries of rates and taxes (e.g. municipal taxes relating to the 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.

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.

l) Other Income

Other income includes 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.

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 the Group has a legally enforceable right to set off the recognized amounts and where the Group intends either to settle on a net basis, or to realize the asset and settle the liability simultaneously.

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.

Further, the Company periodically evaluates positions taken in the tax returns with respect to situations in which applicable tax regulations are subject to interpretation. The Company considers whether it is probable that a taxation authority will accept an uncertain tax treatment. If the Company concludes it is probable that the taxation authority will accept an uncertain tax treatment, it determines the taxable profit (tax loss), tax bases, unused tax

losses, unused tax credits or tax rates consistently with the tax treatment used or planned to be used in its income tax filings. If the Company concludes it is not probable that the taxation authority will accept an uncertain tax treatment, the Company reflects the effect of uncertainty in determining the related taxable profit (tax loss), tax bases, unused tax losses, unused tax credits or tax rates. The Company reflects the effect of uncertain tax positions in the overall measurement of tax expense and are based on the most likely amount or the expected value arrived at by the Company which provides a better prediction of the resolution of uncertainty.

Significant judgments are involved in determining the provision for income taxes, including amount expected to be paid/recovered for uncertain tax positions. Uncertain tax positions are monitored and updated as and when new information becomes available, typically upon examination or action by the taxing authorities or through statute expiration and judicial precedent.

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 on the basis of the present value of the defined benefit obligation as the Group does not have any plan asset.

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 employee benefit expense.

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 obligation 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) 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.

u) Exceptional Items

Exceptional items include items of income or expense that are considered to be part of Group's ordinary activities which are non-recurring. However, these items 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, facilitate comparison with comparative periods and assess underlying trends in the financial performance of the Group. Non-GAAP measure of financial performance.

v) 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	Lean products are primarily deployed for network densification – by plugging coverage gaps, providing localized coverage in low population areas, and augmenting the existing coverage and capacity in a specific area. They operate on limited spectrum bands and provide a limited coverage. They have fixed height and capacity for power and antenna loading.
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.
Macro	Macro products are primarily deployed to provide coverage and capacity. They operate on all available spectrum bands and can have a coverage up to a few kilometres. These are fully configurable sites with augmentable capacity for power and antenna loading to meet customer upgrade and network change requirement.
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
HSBTS	Hot Swappable Battery Transfer Switch
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
ROU	Right of Use
DIPA	Digital Infrastructure Providers Association
TSP	Telecom Service Provider
Wi-Fi	Wireless Fidelity

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