Ref: STL/SEC/2026-27/DT-041

November 04, 2026

The Manager,
Listing Department,
BSE Limited
P J Towers, 1st Floor,
Dalal Street, Mumbai- 400001

Scrip Code: 537259

The Manager,
Listing Department,
National Stock Exchange of India Limited
Bandra Kurla Complex, C-1, Block G,
Bandra (East), Mumbai - 400051

Symbol: SUYOG

Dear Sir/Madam,

Sub: Intimation of Investor Presentation for the Quarter and Half Year ended September 30, 2026;

In pursuance to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, please find enclosed herewith the Investor Presentation for the Quarter and Half Year ended September 30, 2026.

Request you to take the same on record.

Thanking You,

Yours faithfully,
For **Suyog Telematics Limited**

Aarti Kamlesh Shukla

Digitally signed by Aarti Kamlesh Shukla
DN: c=IN, o=Personal, 2.5.4.20=ba48f6527a51790e9bdd00234dd2638c5b74467ea349677c07c706794c459894, postalCode=400084, st=Maharashtra, serialNumber=d99e047289ed7fac0ba4bd0a39d6f24f880079ec7cc09fd689d40f8b2cd80100, cn=Aarti Kamlesh Shukla
Date: 2026.11.04 23:47:54 +05'30'

Aarti Shukla
Company Secretary & Compliance Officer

Encl: A/a

SUYOG TELEMATICS LIMITED

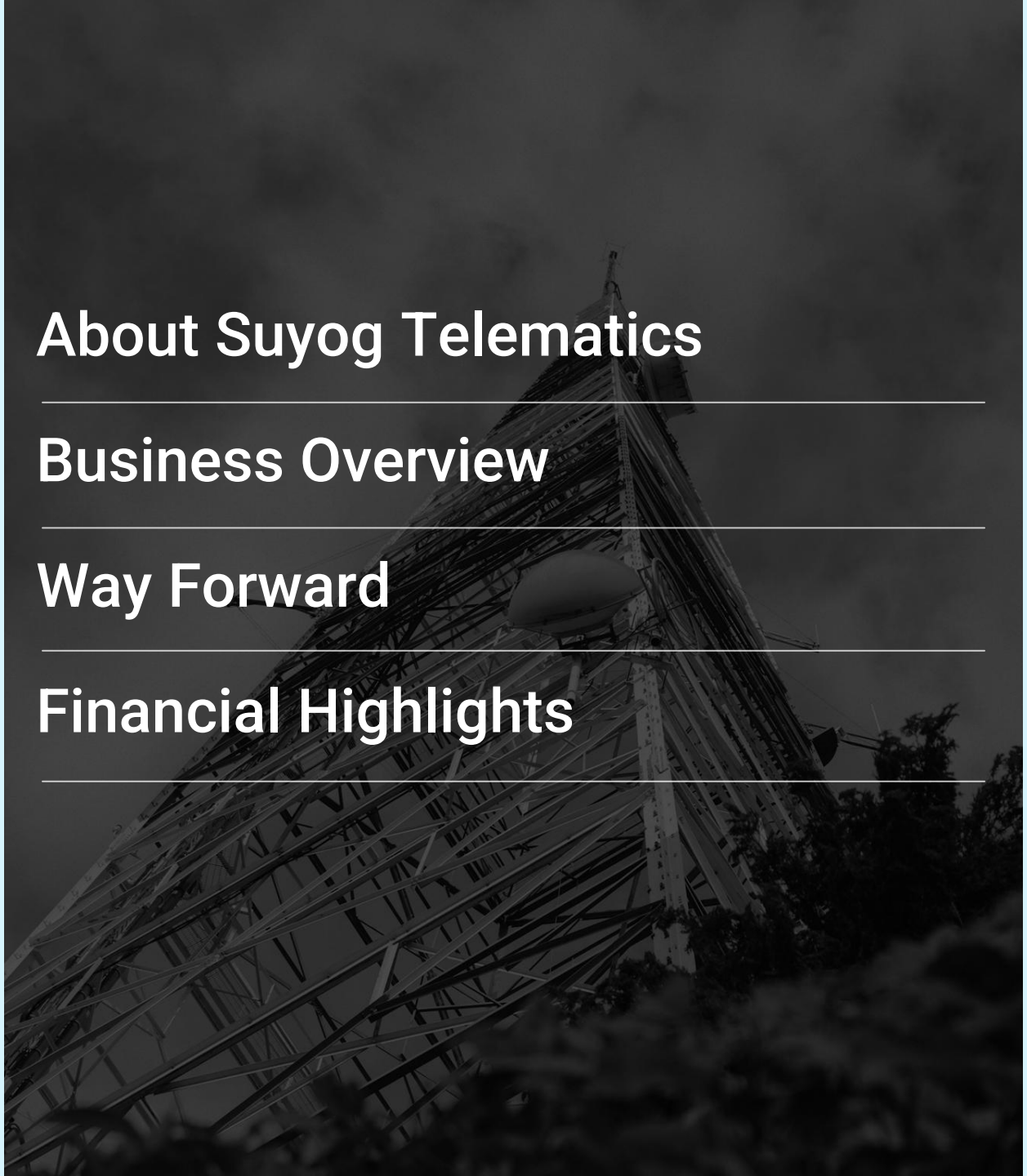
Investor presentation
Q2 & H1 FY27

INFINITE Links, INFINITE Possibilities
CONNECTING Today, ENVISIONING Tomorrow

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About Suyog Telematics

COMPANY OVERVIEW

Suyog Telematics Limited is a dynamic player in the telecommunications industry, specializing in cutting-edge telecom tower infrastructure solutions. The company is committed to driving connectivity in both urban and rural areas. Known for its strategic approach, Suyog Telematics focuses on high-power small cell infrastructure, fiber connectivity, and environmentally friendly solutions. With a diverse portfolio and a client base that includes major telecom operators, the company plays a key role in transforming cities into 5G-ready hubs and powering rural villages with advanced network capabilities.

Operator wise Revenue Breakup

	airtel	Jio	Vi	BSNL
Q2'FY27	48.6%	19.0%	31.3%	1.1%
H1'FY27	48.5%	19.5%	30.9%	1.1%

26
States & Union Territories

6200+
Total Telecom Towers

7600+
Total Tenancies

Experience of **30+ years**

Built **10,000+** Roof Top Towers for BSNL (EPC)

Only IP company to have maximum Govt. sites (in % terms)

Presence in all crucial circles in Small Cell Segment (essential for 5G deployment)

Services Offered:

- Tower Erection
- Fiber Optics Network Solution
- Pole Erection

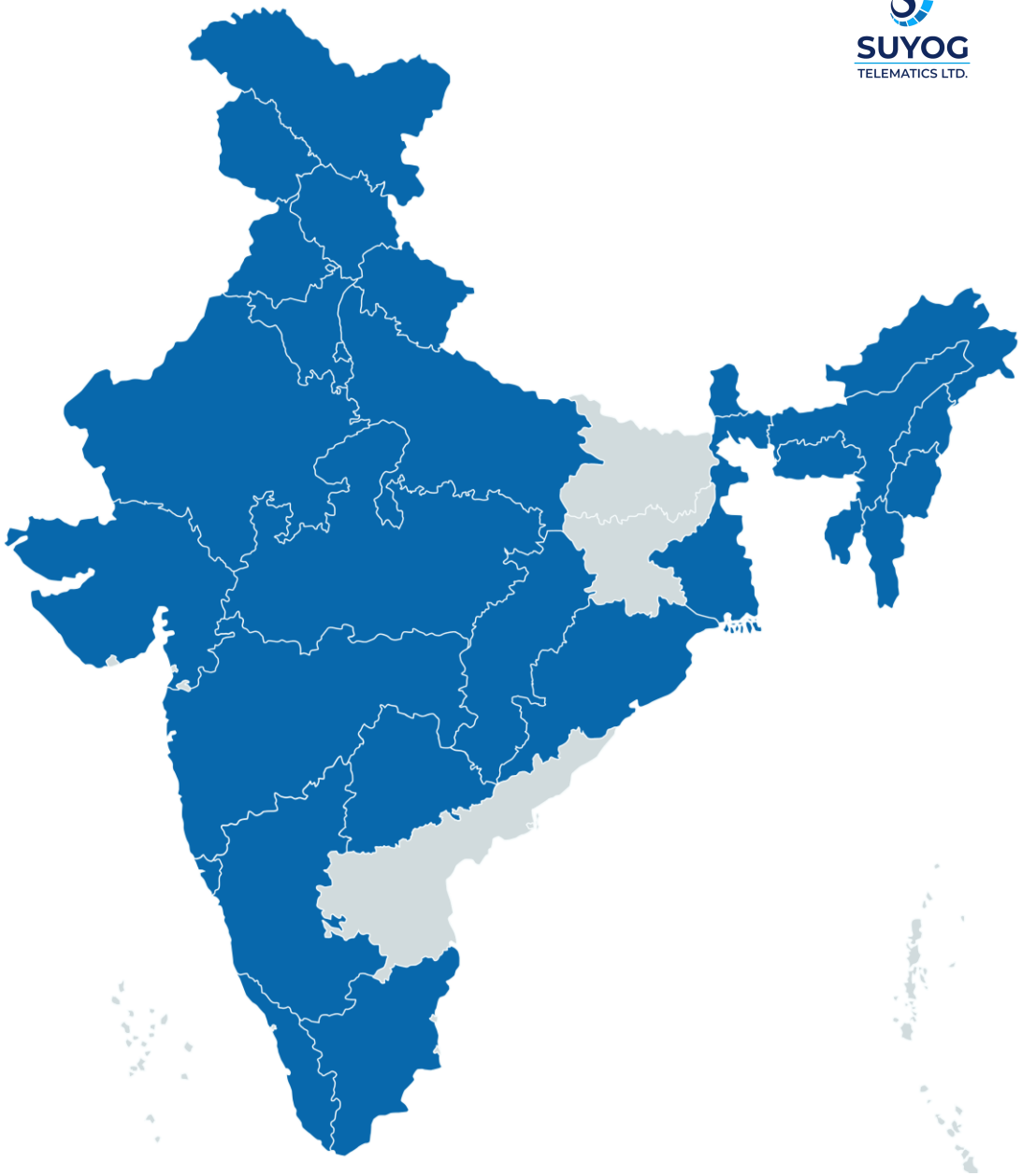
Product Portfolio:

- Ground Based Tower
- Roof Top Tower
- Cow Tower
- GBM Tower
- Camouflage Tower

KEY HIGHLIGHTS

26 States & UTs	**6,263** Total Towers	**7,674** Total Tenancies
4,129 Small Cell Tenancies	**1,041** Government Sites Tenancies	**6,510** Fiber Network “in kms”

Currently working on 2,000+ additional sites from Vodafone Idea for various locations across India, which will be deployed as per VIL deployment plan



02

Business Overview

BUSINESS OVERVIEW (1/2)

Suyog Telematics Limited is a **passive telecommunication infrastructure provider**, providing cutting-edge solutions by building and operating telecom towers and related assets , thereby providing these passive infrastructure assets on shared basis to Telecommunication Service Providers.

With a robust foundation spanning over **two decades**, the company has honed its **expertise in providing innovative, reliable, and cost-effective solutions** to meet the evolving demands of the telecommunications sector.

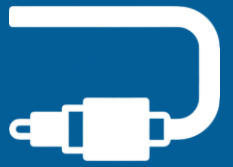
As a **key player in the telecom tower infrastructure landscape**, Suyog Telematics is committed to pioneering advancements that drive connectivity and technological progress.

- Emphasizing high-power small cell Infrastructure
- Environment friendly solutions
- Client base includes Major Telecom Companies
- Connectivity across diverse landscape
- Critical Player in Tele-communication Systems
- Forward looking vision, coupled with its emphasis on Efficiency, Cost-effectiveness, and Sustainable practices
- Driving Growth
- Fiber Connectivity

BUSINESS OVERVIEW (2/2)

SUYOG's SCOPE OF WORK
(for providing tower infrastructure)

Tower Infrastructure + Power Supply + **Supported with** FIBERIZATION



Providing the **Telecom Service** Providers with **ready infrastructure** on **long term lease** to deploy their active communication related **equipment** like **Antenna** & **BTS**.

The lease arrangement is backed by Master Service Agreements which includes Service **Level Agreement for ensuring site uptime for Telecom companies**.

Enabling Telecom companies to proactively **grow** on a **faster pace and speedy 5G** roll out **across India** in all telecom circles.

BUSINESS MODEL

SUYOG TELEMATICS LTD.



Identification of Site

In response to customer requests, company meticulously identify optimal locations. The site identification process, managed by it's acquisition team, is a critical step to ensure the ongoing expansion of their asset portfolio for long-term sustainability.



Deployment at Site

After identifying a location, company secures a lease for the land from the owner and proceed to deploy tower infrastructure.



Infrastructure Sharing

Company leases out the erected tower infrastructure to wireless tenants through long-term agreements, referred to as Master Service Agreements (MSA), at a predetermined fee. Tenants are responsible for owning and operating the active equipment, such as antennas and BTS, at the site.



Sustainable Revenue Model

Company secures co-locations with tenures extending beyond seven years, accompanied by exit penalties, contributing to the establishment of robust recurring revenue streams.



Margin Accretive

Incorporating new tenants at their sites involves minimal additional operating costs compared to the one-time fixed cost. This contributes positively to the bottom line, fostering higher profitability margins and creating wealth for stakeholders.

MASTER SERVICE AGREEMENT
(LONG TERM SERVICE CONTRACTS)

Site Rentals

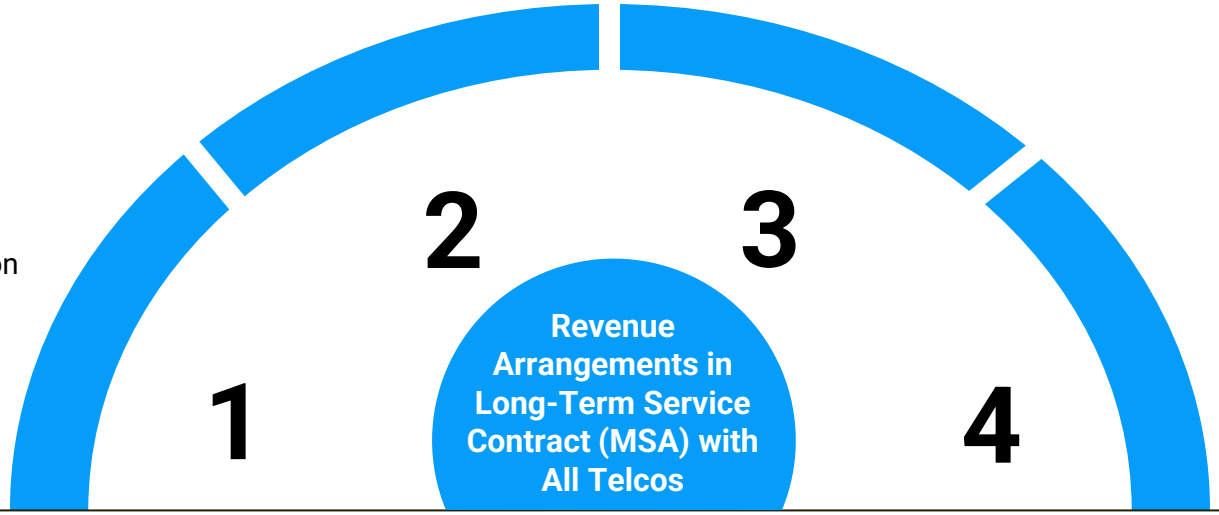
Rentals are billed under one of the following models:
Based on actuals
Inbuilt as a fixed cost with IP Fees

Loading Charges

Loading charges are determined either through agreed fixed charges or based on the equipment installed by telcos at the sites.

IP (Infrastructure Provider) Fees

IP Fees is based on:
Location type (GBT, RTT, Pole Sites, etc.)
City Premium No. of Operators on the location



Utilities Allocation

Actual fuel costs passed to telcos; electricity charges equally shared among operators; diesel costs shared based on actual usage among operators

Average Contract Tenure
10+ years with annual escalation of 2.5%

Service Level Agreement
The MSA incorporates SLA specifying the company's commitment to ensuring site uptime for Telcos.

Payment Terms
Advance monthly payment terms

CLIENTELE

SUYOG TELEMATICS LTD.









03

Way Forward

TELECOM CAPEX CYCLE

STRONG MULTI-YEAR OPPORTUNITY FOR SUYOG TELEMATICS

VODAFONE IDEA | INR 45,000 Crore Network Expansion

Planned investment over the next 3 years

- **INR 6,400 Cr** - First tranche of funding secured for planned network expansion
- **INR 9,000 Cr -** Equipment orders already placed
- **INR 1,930 Cr** - Capex incurred during the June quarter
- **3,000–3,500** - New **4G sites planned every month**

Funding visibility + accelerated site rollout could support sustained demand for telecom infrastructure and allied services

BSNL | Proposed 16,000 Towers Installation

Proposed Tower Installation by Mar'27

- **4,000 Towers –** Proposed in Mumbai
- **6,000 Towers –** Proposed in Delhi
- **6,000 Towers –** Rest of India

Large-scale 4G expansion and 5G rollout create significant incremental infrastructure requirements

STRUCTURAL TELECOM INFRASTRUCTURE OPPORTUNITY FOR SUYOG

More 4G Sites	More Telecom Towers & Power Infrastructure	Higher Requirement for Backup Power & Allied Infrastructure	Potential Long-Term Growth Opportunity for Suyog

Tower Infrastructure | Power Backup | Zinc Bromide Batteries | Maintenance & Allied Services

Accelerating telecom capex by major operators provides a favourable multi-year demand environment for Suyog Telematics

04

Financial Highlights

FINANCIAL HIGHLIGHTS Q2'FY27

SUYOG TELEMATICS LTD.

CONSOLIDATED

Revenue
INR 717 Mn

EBITDA
INR 431 Mn

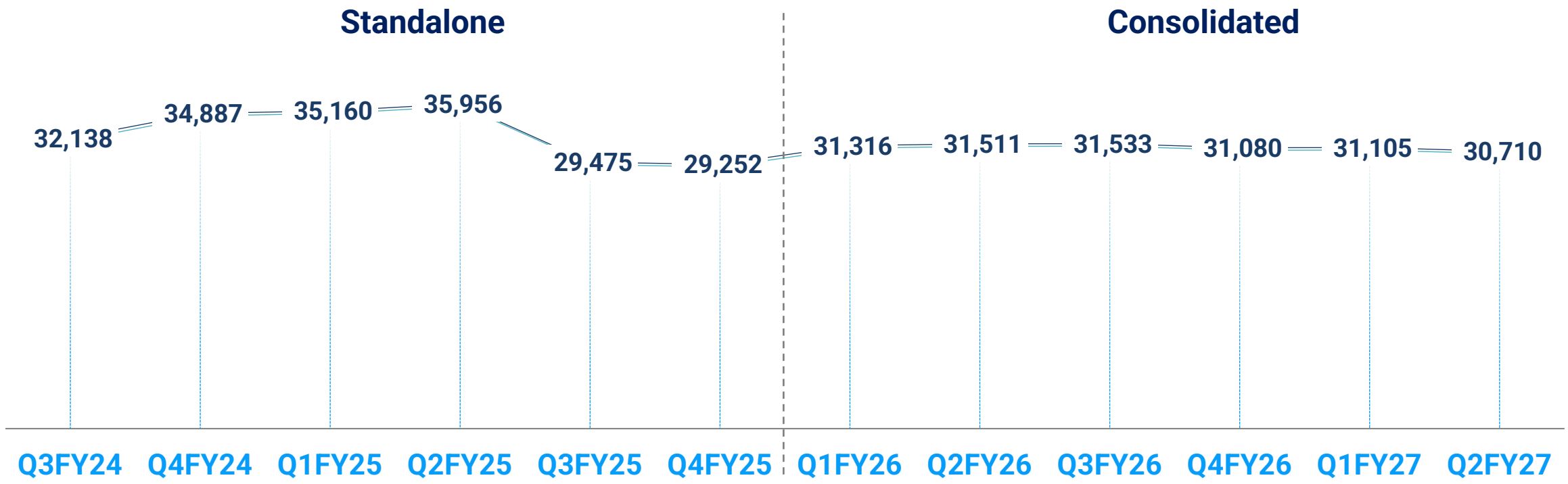
EBITDA %
60.1%

Net Profit
INR 153 Mn

Net Profit %
21.4%

EPS
INR 13.09

REVENUE PER TOWER / MONTH (AVERAGE QUARTERLY TREND)



Note: Revenue per tower is calculated excluding the reimbursement of electricity charges, which forms part of Revenue from Operations.

FINANCIAL STATEMENT (Q2 & H1'FY27)

Particulars (Consolidated - INR Mn)	Q2'FY27	Q1'FY27	Q2'FY26	YoY%	QoQ%	H1'FY27	H1'FY26	YoY%
Revenue from Operations	**717.0**	**709.5**	**697.3**	**2.8**	**1.1**	**1,426.5**	**1,365.7**	**4.5**
Total Expenditure	**286.2**	**288.6**	**280.4**	**2.1**	**(0.8)**	**574.8**	**537.5**	**6.9**
Cost of Materials Consumed	170.4	170.6	180.9	**(5.8)**	**(0.2)**	341.0	340.8	**0.1**
Employee Benefit Expenses	64.2	63.4	55.9	**14.8**	**1.3**	127.6	112.3	**13.6**
Other Expenses	51.6	54.6	43.6	**18.4**	**(5.5)**	106.1	84.3	**25.9**
EBITDA	**430.8**	**420.9**	**416.9**	**3.3**	**2.4**	**851.7**	**828.2**	**2.8**
EBITDA Margin (%)	**60.1**	**59.3**	**59.8**	**+29 bps**	**+76 bps**	**59.7**	**60.6**	**-94 bps**
Other Income	28.1	22.1	14.8	**89.4**	**27.4**	50.2	33.1	**51.5**
Depreciation	176.8	173.0	156.7	**12.8**	**2.2**	349.8	308.0	**13.6**
EBIT	**282.1**	**269.9**	**275.1**	**2.6**	**4.5**	**552.1**	**553.3**	**(0.2)**
Interest	76.5	74.9	55.7	**37.5**	**2.2**	151.4	116.5	**29.9**
Profit Before Tax	**205.6**	**195.1**	**219.4**	**(6.3)**	**5.4**	**400.7**	**436.8**	**(8.3)**
Exceptional Item	-	-	-	**-**	**-**	-	-	**-**
Profit Before Tax	**205.6**	**195.1**	**219.4**	**(6.3)**	**5.4**	**400.7**	**436.8**	**(8.3)**
Tax	52.2	50.1	53.2	**(1.8)**	**4.3**	102.3	97.3	**5.1**
Net Profit	**153.4**	**145.0**	**166.2**	**(7.7)**	**5.8**	**298.4**	**339.4**	**(12.1)**
Net Profit Margin (%)	**21.4**	**20.4**	**23.8**	**-245 bps**	**+96 bps**	**20.9**	**24.9**	**-394 bps**

BALANCE SHEET

Particulars (Consolidated - INR Mn)	FY25	FY26	H1'FY27
EQUITY & LIABILITIES			
Shareholders' Fund	**4,004.9**	**4,895.8**	**5,078.4**
Share Capital	111.3	117.2	117.2
Other Equity	3,892.5	4,778.6	4,960.6
Non Controlling Interest	1.1	(0.0)	0.6
Non-Current Liabilities	**1,592.5**	**3,305.3**	**3,470.1**
Financial Liabilities	1,309.5	2,981.8	3,129.5
Provisions	10.7	23.1	27.1
Deferred Tax Liabilities (Net)	272.3	300.4	313.5
Current Liabilities	**1,242.1**	**1,224.3**	**1,316.9**
Financial Liabilities excl. Payables	846.0	764.7	942.7
Trade Payables	255.2	389.2	222.3
Provisions	91.1	60.6	106.5
Current Tax Liabilities (Net)	17.4	0.0	-
Other Current Liabilities	32.4	9.7	45.4
Total	**6,839.5**	**9,425.3**	**9,865.4**

Particulars (Consolidated - INR Mn)	FY25	FY26	H1'FY27
ASSETS			
Non-Current Assets	**5,051.0**	**7,304.3**	**7,764.3**
Property, Plant & Equipment	3,195.9	3,464.6	3,779.0
Right of use Assets	970.5	2,274.5	2,377.8
Capital WIP	462.0	875.7	872.3
Goodwill	107.0	135.5	135.5
Intangible Assets	15.9	41.5	48.0
Investment Property	-	-	9.4
Financial Assets	299.8	511.1	541.0
Other Non-Current Assets	-	1.3	1.3
Current Assets	**1,788.5**	**2,121.1**	**2,101.2**
Inventories	79.8	75.9	87.1
Financial Assets excl. Receivables	470.8	520.6	457.7
Trade Receivables	635.4	622.2	625.5
Current Tax Assets (Net)	-	18.0	7.5
Other Current Assets	602.5	884.3	923.4
Total	**6,839.5**	**9,425.3**	**9,865.4**

SUYOG TELEMATICS LTD.

THANK YOU !

SUYOG TELEMATICS LTD

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