**Pt no 1 & Pt no 3**

**BUSINESS SNAPSHOT**

GTL Infrastructure Limited (GTL Infra or the Company) is IP-1 registered with Department of Telecommunications, India. The Company provides passive infrastructure on shared basis to telecom operators (Telcos) for hosting their active network components. The business model of passive infrastructure sharing is based on building, owning, operating and maintaining passive telecom infrastructure sites capable of hosting active network components of various technologies of multiple Telcos. This model enables Telcos to re-assign their resources from capital expenditure to operational expenditure model, thus allowing them to utilise capital for their respective core operations. The Company played a pioneering role in shaping this industry and it was the first independent tower company in India to get listed on the stock exchanges.

**Salient features of the passive infrastructure business model**

1. Capable of hosting multiple technologies such as 2G/3G/4G /5G and enterprise data systems.
2. Growth linked with expansion of wireless networks and technology upgradation
3. Annuity driven business model
4. Medium to long term contracts with Telcos (usually renewable), with built-in annual escalation in pricing
5. Energy management contracts with Telcos
6. Relatively fixed cost structure and low level of maintenance
7. Predictability in free cash flows
8. Additional tenancies (post anchor tenant) lead to higher EBITDA margins and higher percentage of revenue translating to cash flow
9. Loading at site on base Technology by operators generates additional revenue & EBITDA

**Occupied Towers, Tenants and Tenancy Ratio**

As on March 31, 2024, the Company owned 21,944 towers out of which 10,491 were occupied with 22,018 radiating tenants having tenancy ratio of 2.1 on occupied towers.