#### Indus Towers Ltd

# ABOUT [ edit ]

Indus Towers Limited is engaged in the business of object of, inter-alia, setting up, operating and maintaining wireless communication towers.[1]

# KEY POINTS [ edit ]

Leadership Position

The Co. has a tower market share of 33% and tenancy market share of 42% which makes it leader in the telecom tower industry in India. [1]

#### Pan-India Presence

As on March 31, 2022 the company's net tower portfolio stood at 185,447 and net co-locations grew to 335,791. The closing sharing factor stood at 1.81 times per tower. [2] It is the first tower company to have a presence across all the 22 telecommunication circles. [3]

# **High Customer Concentration**

The company's customers are Bharti Airtel, Vodafone Idea, Reliance Jio and BSNL. [4] The consolidation in the telecom industry has resulted in the exit of some players. The tenancy ratio for the company remains steady at 1.8 times[5]

# **Pre-Merger Details**

The company (Bharti Infratel) held 42% stake in Indus Towers Ltd before it merged with it. It had an economic interest in ~97,000 towers before the merger.[6]

# Merger with Indus Towers

Bharti Infratel merged with Indus Towers on 19th November 2020.

As per the scheme, the company issued ~76 crore equity shares to the various entities of Vodafone Group and ~8.7 crore equity shares to P5 Asia Holding Investments Ltd aggregating to 28% and 3% respectively in the post-issue share capital of the company. The equity capital of the company increased from ₹1850 crores to 2695 crores post the merger

Vodafone Idea Ltd received cash consideration of ~3,760 crores for its 11.15% stake in Indus Towers as it was elected/ decided by the same.[7]

The name of the company was changed to Indus Towers Limited as per the scheme of amalgamation.[8]

# Change in Shareholding Pattern

Vodafone Plc sold 7.1% of its stake in Indus Towers for a total consideration of ~Rs. 3,831 Crores. Out of this, 4.7% was acquired by Bharti Airtel for a consideration of Rs. 2,388 Crores while the remaining 2.4% was sold to other investors. As a result of these transactions, Vodafone Plc's holding has decreased from ~28% to 21%, and Bharti Airtel's holding has increased from ~42% to ~46%. [9]

#### Focus

The Co. will focus on diversifying into new areas like FTTH (Fiber To The Home), Active Maintenance, and Fiber Maintenance

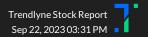
# PROS

Debtor days have improved from 85.2 to 62.6 days.

# CONS

Promoters have pledged 30.5% of their holding.

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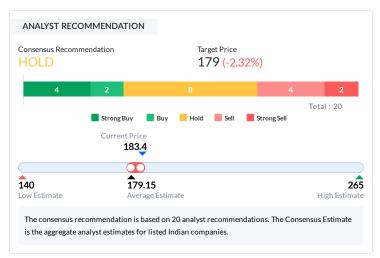
↑ ₹183.4 (2.8%)
NSE | Sep 22, 2023 03:31 PM

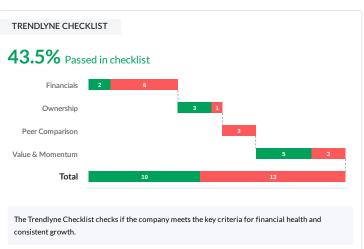
2 Week High Low 183.4 205.7

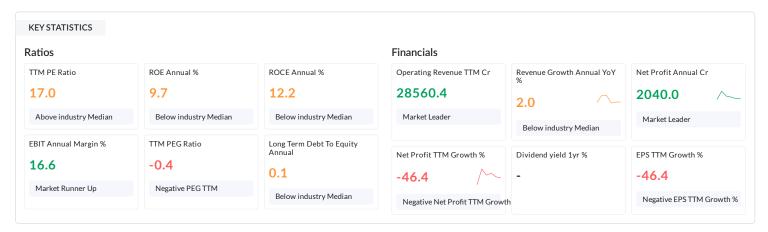
Market Cap: 494.3B

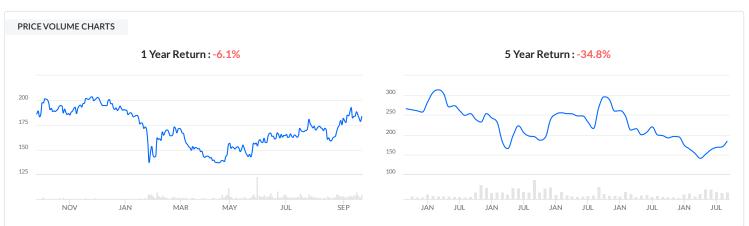
Avg Daily Volume: 17.4M



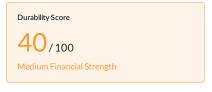






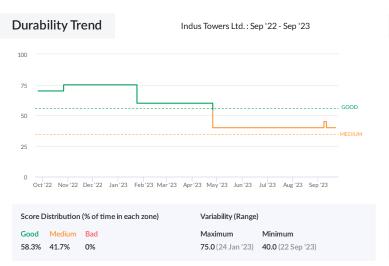


#### **Durability Summary**

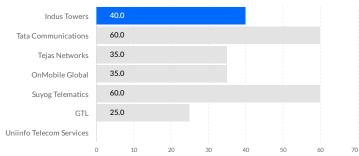


- Bad Medium Good

  40
  0 35 55 100
- Indus Towers Ltd. has a durability score of 40, which indicates Medium Financial Strength.
- A High Durability Score (greater than 55) indicates good and consistent financial performance: stable revenues, cash flows, and low debt.
- The Durability score looks at many different metrics, including long-term performance data, to identify stocks that have stood the test of time.



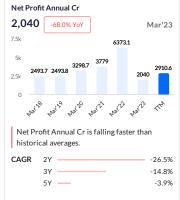
# Durability v/s Peers



Indus Towers Ltd. (40) has third-highest Durability score amongst its peers, behind Suyog Telematics Ltd. (60)

#### **Financial Metrics**









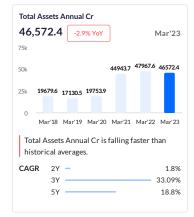


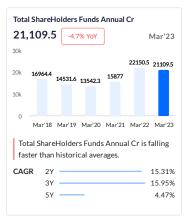


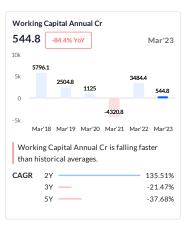




#### **Balance Sheet**

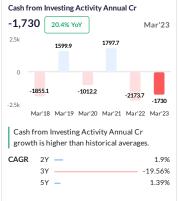


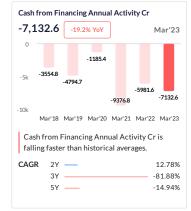




#### Cashflow

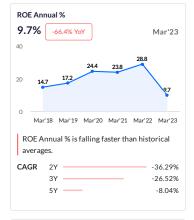


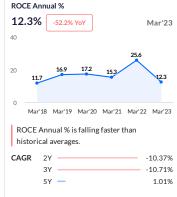


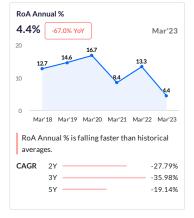


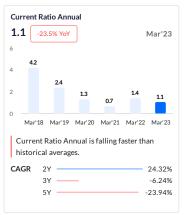


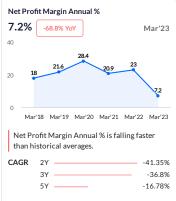
# **Financial Ratios**

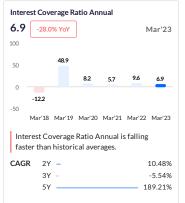


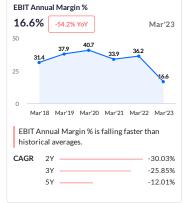




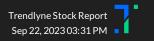






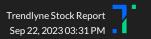


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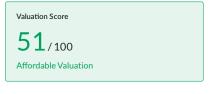


# Key Metrics - Peer Comparison

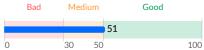
	COMPARISON	INDUS TOWERS LTD. (1)	TATA COMMUNICATIONS LTD. (2)	TEJAS NETWORKS LTD. (3)	ONMOBILE GLOBAL LTD. (4)	SUYOG TELEMATICS LTD. (5)	GTL LTD. (6)	UNIINFO TELECOM SERVICES LTD. (7)
Valuation Score	Ludd	50.8	24.8	5.7	23.8	45.0	26.7	44.0
P/E Ratio TTM		17.0	32.7	-294.7	92.1	15.3	-25.0	32.7
Forward P/E Ratio	.1	9.0	35.5	-	-	-	-	-
PEG Ratio TTM		-0.4	-5.9	-7.7	-2.4	1.1	0.2	-0.8
Forward PEG Ratio		0.1	-1.9	-	-	-	-	-
Price to Book Value		2.3	34.5	4.8	1.7	3.1	-0.0	0.9
Price to Sales TTM		1.7	2.9	14.3	2.2	4.8	0.7	0.6
Price to Sales Annual		1.4	2.0	10.8	1.2	2.5	0.4	0.5
EV to EBITDA		4.3	9.0	97.1	24.2	4.5	-462.2	10.8
Market Cap to Sales	<u>L</u>	1.4	2.0	10.8	1.2	2.5	0.4	0.5
Price to Free Cash Flow	T.	-957.8	301.9	37.3	-18.7	0.3	-0.3	-2.8
Graham Number		138.0	264.7	-	40.2	463.7	-	23.9



#### **Valuation Summary**

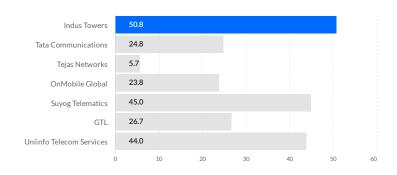


- Indus Towers Ltd. has a valuation score of **51**, which indicates an Affordable Valuation.
- A High Valuation Score (greater than 50) indicates the stock is competitively priced at current P/E, P/BV and share price.
- The Valuation helps you identify stocks which are still bargains, and whose strengths are not fully priced into the share price.



# Valuation Trend Indus Towers Ltd.: Sep '22 - Sep '23 Indus Towers Ltd.: Sep '22 - Sep '23 GOOD 75 GOOD MEDIUM Oct '22 Nov '22 Dec '22 Jan'23 Feb '23 Mar '23 Apr'23 May '23 Jun'23 Jun'23 Aug '23 Sep '23 Score Distribution (% of time in each zone) Variability (Range) Good Medium Bad Maximum Minimum 43.6% 56.4% 0% 57.2 (25 Oct '22) 44.3 (28 Feb '23)

# Valuation v/s Peers



Indus Towers Ltd. (51) has highest Valuation score amongst its peers.

## P/E Buy Sell Zone



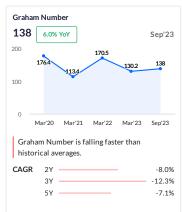
- Indus Towers Ltd. has spent 34.2% of the time below the current P/E 17.0. This puts it in the PE Buy Zone
- This is based on the tendency of the P/E value to revert to its historical mean.
- If the P/E value has spent most of its time below the current value, then it means that most gains
  have probably been realised already, and it is time to sell.
- If the P/E value has spent very little time below the current value, then it means that there is strong
  potential upside, and it is time to buy.

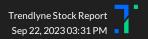
## Valuation Metrics



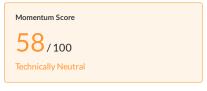








#### **Momentum Summary**



- Bad Medium Good

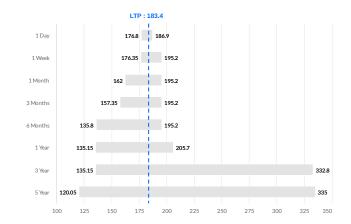
  58
  0 35 60 100
- Indus Towers Ltd. has a Momentum score of 58, which indicates that it is Technically Neutral.
- A High Momentum Score indicates the stock is seeing buyer demand, and is bullish across its technicals compared to the rest of the stock universe.
- Momentum is a very effective short term score, while Durability and Valuation help assess the stock's health over the long term.



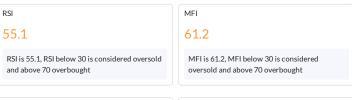


Indus Towers Ltd. (58) has lowest Momentum score amongst its peers, behind Tejas Networks Ltd. (61)

## **Price Change Analysis**



# **Key Momentum Metrics**





ATR	
7.2	
ATR is below industry Median	

## Simple Moving Averages

Indus Towers Ltd. is trading above 7 out of 8 SMAs.

BEARISH		E	BULLISH				
1/8		7/8					
	(if the current pric	Bullish v/s Bea e is above a moving	rish SMAs g average, it is considered bullish)				
5Da	ay SMA Rs	183.4	50Day SMA Rs	173.7			
100	Day SMA Rs	184.7	100Day SMA Rs	165.7			
200	Day SMA Rs	181.2	150Day SMA Rs	161.4			
300	Day SMA Rs	175.5	200Day SMA Rs	165.9			

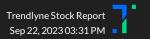
# **Exponential Moving Averages**

Indus Towers Ltd. is trading above 8 out of 8 EMAs.

BULLISH

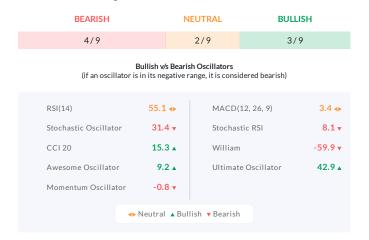
5, 5							
	Bullish v/s Bearish SMAs (if the current price is above a moving average, it is considered bullish)						
179	26Day EMA Rs	182.7	5Day EMA Rs				
174.4	50Day EMA Rs	182.7	10Day EMA Rs				
169.8	100Day EMA Rs	182.4	12Day EMA Rs				
172.3	200Day EMA Rs	180.4	20Day EMA Rs				

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#### **Momentum Oscillators**

Indus Towers Ltd. is trading below 4 out of 9 Oscillators in bearish zone.



# **Pivot Support & Resistances**

Indus Towers Ltd. at 183.40 is trading above it's Pivot 182.37.



# **Volatility Metrics**

#### Beta





# **Daily Volume Analysis**

Daily average delivery volume over the past week is 41.3%

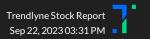




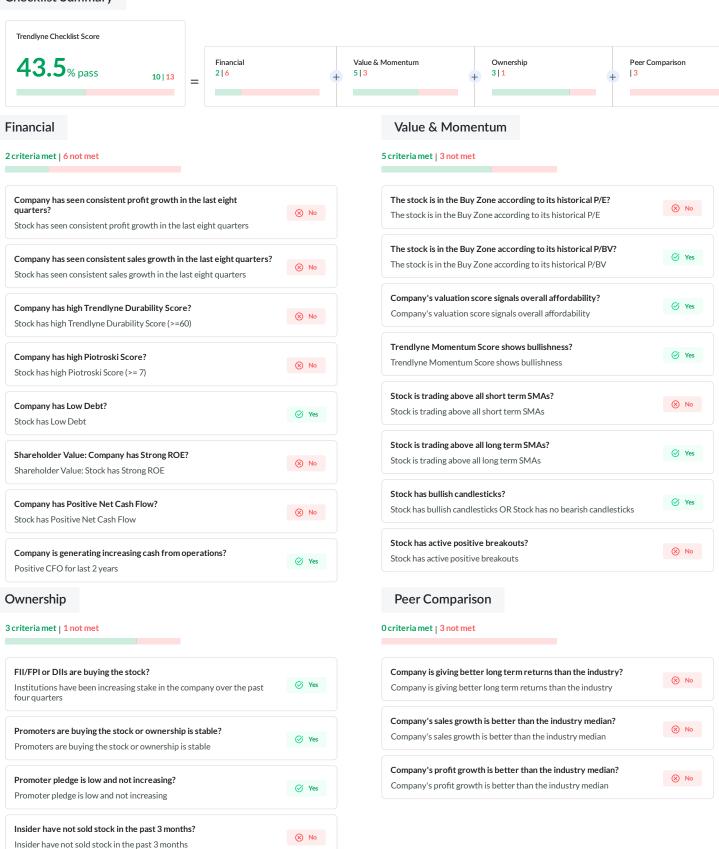
## **Active Candlesticks**

Bullish Candlestick Pattern	Bearish Candlestick Patterns
No active candlesticks	No active candlesticks

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## **Checklist Summary**



#### **Forecaster**

## **Consensus Recommendation**

#### Consensus Recommendation **HOLD**



The consensus recommendation from 20 analysts for Indus Towers Ltd. is HOLD

# **Share Price Target**

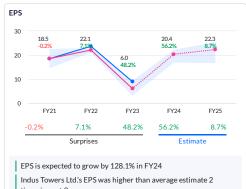
## Share Price Target (Avg)

₹ 179.15 (-2.3% upside)

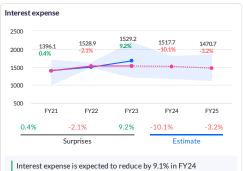


Indus Towers Ltd.'s share price target is below the current price, with a downside of 2.3%

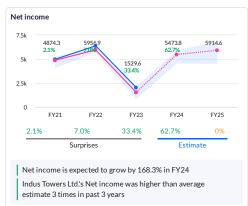
## **Key Metrics - Average Estimates**



times in past 3 years

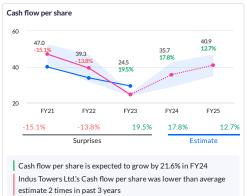


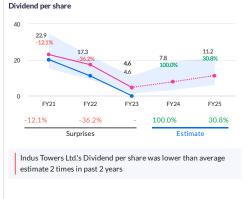
Indus Towers Ltd.'s Interest expense was higher than average estimate 2 times in past 3 years



• Actual Revenue • Avg. Estimate







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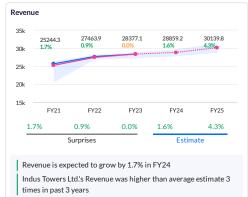
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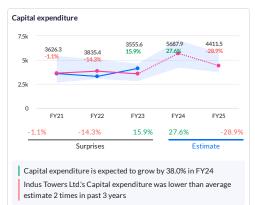
Actual Revenue
 Avg. Estimate

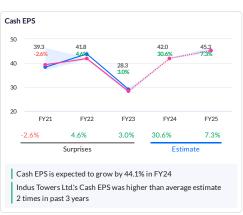
#### **Forecaster**



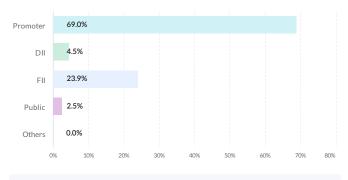






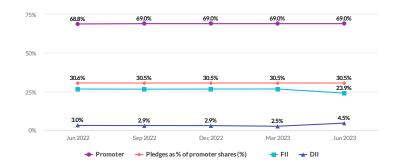


## **Shareholding Summary**



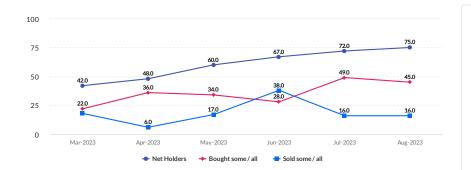
Retail investors (Promoter) form the biggest shareholding segment

# **Shareholding Trend**



Promoter  $\leftrightarrow$  , Pledges as % of promoter shares (%) , FII  $\downarrow$  , DII  $\uparrow$  , over the Jun 2023 quarter

# Mutual Fund Holding and Action



- Promoters pledge remained unchanged at 30.50% of holdings in Jun 2023 qtr.
- Promoters holding remains unchanged at 69.00% in Jun 2023 qtr
- Mutual Funds have increased holdings from 0.32% to 2.28% in Jun 2023 qtr.
- Number of MF schemes increased from 19 to 24 in Jun 2023 qtr.
- FII/FPI have decreased holdings from 26.62% to 23.94% in Jun 2023 qtr
- Number of FII/FPI investors decreased from 646 to 364 in Jun 2023 qtr
- Institutional Investors have decreased holdings from 29.09% to 28.45% in Jun 2023 qtr

# Major Shareholders

Promoters		
Name	Shares %	Change %
BHARTI AIRTEL LIMI TED	48.0%	-
PRIME METALS LTD	4.2%	-0.7%

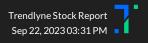
Indus Towers Ltd.: Jun '23

FII		
Name	Shares %	Change %
SILVERVIEW PORTF OLIO INVESTMENTS PTE. LTD.	4.8%	-43.1%

# **Bulk / Block Deals**

Date	Client Name	Deal Type	Action	Avg Price	Qty	Exchange
31 May'23	BNP PARIBAS ARBITRAGE	Bulk	Sell	155.4	134,016	NSE
31 May'23	BNP PARIBAS ARBITRAGE	Bulk	Purchase	154.1	13,954,277	NSE
25 Oct'22	ISHARES CORE EMERGING MARKETS MAURITIUS CO	Block	Sell	194.2	1,467,600	BSE
25 Oct'22	ISHARES CORE MSCI EMERGING MARKETS ETF	Block	Purchase	194.2	1,467,600	BSE
17 Oct'22	ISHARES CORE EMERGING MARKETS MAURITIUS CO	Block	Sell	189.1	1,466,200	NSE
17 Oct'22	ISHARES CORE MSCI EMERGING MARKETS ETF	Block	Purchase	189.1	1,466,200	NSE
11 Oct'22	ISHARES CORE EMERGING MARKETS MAURITIUS CO	Block	Sell	197.1	716,862	BSE
11 Oct'22	ISHARES CORE MSCI EMERGING MARKETS ETF	Block	Purchase	197.1	716,862	BSE
03 Oct'22	ISHARES CORE EMERGING MARKETS MAURITIUS CO	Block	Sell	197.4	717,285	NSE
03 Oct'22	ISHARES CORE MSCI EMERGING MARKETS ETF	Block	Purchase	197.4	717,285	NSE

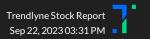
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# Insider Trading / SAST

Reporting Date	Client Name	Client Type	Regulation	Action	Avg Price	Qty	Mode
08 Feb'23	Indus Towers Employees Welfare Trust	Trust	Insider Trading	Acquisition	142.3	525,000	Market Purchase
03 Feb'23	Bharti Airtel Ltd	Promoter	SAST	Acquisition	-	620,158,834	Scheme Of Amalgamation
31 Mar'22	Nettle Infrastructure Investments Ltd & PACs	Promoter	SAST	Acquisition	-	128,301,464	Market
31 Mar'22	Bharti Airtel Ltd & PACs	Promoter	SAST	Acquisition	-	128,301,464	Market
30 Mar'22	Euro Pacific Securities Ltd	Promoter	SAST	Disposal	-	127,105,179	Off Market
29 Mar'22	Axis Trustee Services Ltd	Other	SAST		-	0	Release Of Pledge
24 Feb'22	Axis Trustee Services Ltd	Other	SAST		-	0	Release Of Pledge
24 Feb'22	Euro Pacific Securities Ltd & PACs	Promoter	SAST	Disposal	-	63,552,590	Market
22 Dec'21	Indus Towers Employees Welfare Trust	Trust	Insider Trading	Acquisition	262	270,000	Market Purchase
19 Nov'21	CCII (Mauritius), Inc.	Promoter	Insider Trading	Pledge	284.4	22,873,771	Creation Of Pledge

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#### ABOUT THE COMPANY



#### Indus Towers Ltd.

Indus Towers was incorporated on November 30, 2006 with the object of, inter-alia, setting up, operating and maintaining wireless communication towers. (Source: 202303 Annual Report Page No: 378) and the object of the objectwebsite: www.industowers.com

#### BRANDS OWNED BY THE COMPANY



Tower Infrastructure Solutions

#### MANAGEMENT INFORMATION

Bimal Dayal
${\bf Executive Director, Managing Director, Chief}$
Executive Officer

2023-3-31 ₹2.99Cr. Gross Remuneration

Prachur Sah Executive Director, Managing Director, Chief Executive Officer

₹0.87Cr. 2023-3-31 Gross Remuneration

Mr. Vikas Poddar Chief Financial Officer 2023-3-31 Gross Remuneration

Samridhi Rodhe Company Secretary, Compliance Officer 2023-3-31 Gross Remuneration

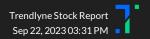
# DIRECTOR INFORMATION

Prachur Sah	
Managing Director & CEO	
₹0.076::	2022

2023 Gross Remuneration

Narayanan Kumar Chairman & Independent Directo ₹0.35Cr. 2023 Anita Kapur Independent Non Exe. Director ₹0.30Cr. 2023 Sonu Bhasin Independent Non Exe. Director ₹0.28Cr. 2023

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# Detailed stock report terminology

Trendlyne's stock report is a comprehensive company analysis report based on its durability, valuation and momentum scores along with the forecaster data, to give you a detailed analysis. The report also includes Trendlyne's checklist summary, technical analysis, peer comparison, mutual fund holdings details, insider trading and more.

#### **Durability Score**

Durability scores are calculated from 0-100, with zero the worst and 100 the best. Durability scores above 55 are considered good(G) and below 35 are considered bad(B). Scores between 35-55 are considered neutral/Medium/Middle(M). Stocks with a high durability score (top 20 percentile) are companies that have consistently and over time, demonstrated good growth and cash flow, stable revenues and profits, and low debt.

The durability score considers several different metrics and ratios around earnings and models these over time. Our stocks with high durability scores outperform the index significantly

#### Valuation Score

Valuation scores are calculated from 0-100, with zero the worst and 100 the best. Valuation scores above 50 are considered good(G) and below 30 are considered bad(B). Scores between 30-50 are considered neutral/Medium/Middle(M) Stocks with a high valuation score (top 20 percentile) are companies whose business and financial advantages have not yet been priced into their share price. These companies typically have strong earnings but are currently flying under the radar, and Trendlyne's valuation score helps shine a spotlight on these companies. Firms with a low valuation score (bottom 20 percentile) are expensive stocks that have good broker coverage and already have their strengths priced in. They are popular but pricey. If you are buying them now it would be for a steep price tag: valuation scores help you identify that.

#### **Momentum Score**

Scores are calculated from 0-100, with zero being the worst and 100 the best.

Momentum scores above 59 are considered good(G) and below 30 are considered bad(B). Scores between 30-59 are considered neutral/Medium/Middle(M)

Momentum score or momentum score identifies the bullish/bearish nature of the stock. Stocks with a high momentum score (which is calculated daily from over 30 technical indicators) are seeing their share price rise, and increase in volumes and sentiment.

A low and falling momentum score indicates a falling share price. The pace at which this is changing is also important for the momentum score.

#### Analyst recommendation

Analyst recommendation of a stock is an assessment made by financial analysts or brokerage firms about the investment potential of a particular stock. It is usually based on a thorough analysis of the company's financial performance, market trends, industry outlook, and other factors that may impact the stock's value.

The analyst recommendation of a stock typically takes the form of a rating or a recommendation, such as "buy," "hold," or "sell." The recommendation is usually accompanied by a price target, which is the analyst's estimate of the stock's fair value.

A low and falling momentum score indicates a falling share price. The pace at which this is changing is also important for the momentum score.

#### Trendlyne Checklist Score

Trendlyne Checklist evaluates a stock based on its financial performance, ownership, peer comparison, value and momentum. This helps give an overall performance of the company based on the score.

#### PE buy/sell zone

The PE buy/sell zone is calculated based on how many days a stock has traded at its current PE level. The current PE is compared to the stock's historical PE performance, to find out how often (for how many days in the past) the stock has traded at its current PE value.

If the stock has usually traded above its current PE level (it's at a higher PE for the majority of trading days), then the stock is cheaper than usual and in the PE buy zone. If the stock has usually traded below its current PE level (it's at a lower PE for the majority of trading days), then the stock is more expensive than usual and in the PE sell zone.

### **Price Volume Charts**

Price volume charts are a type of financial chart that combines two key pieces of information about a stock: its price and trading volume. They are commonly used in technical analysis to identify trends and patterns in the market.
In a price volume chart, the price of the security is plotted on the vertical axis, while the trading volume is shown on the horizontal axis. Each data point on the chart represents a single trading day, and the size of the data point may be proportional to the trading volume.

#### **Peer Comparison**

Peer comparison in financial analysis is a method of comparing the financial performance and position of one company to its competitors or peers in the same industry or sector. The purpose of this comparison is to gain insights into how the company is performing relative to its competitors and to identify areas where it may be underperforming or overperforming. In Trendlyne's stock report, DVM scores are also included in the peer comparison section.

#### Technical Analysis

Technical analysis is a method of analyzing stocks and other financial instruments that relies on charts and statistical indicators to identify trends and patterns in price and trading volume.

Key momentum metrics included - relative strength index (RSI), Stochastic RSI, Ultimate Oscillator, moving average convergence divergence (MACD), average true range (ATR), money flow index (MFI), William, CCI 20 and Awesome Oscillator. Simple and exponential moving averages are also included.

To analyse the volatility of the stock, Beta over different periods of time, Average Directional Movement Index and Bollinger bonds are used. Along with this, active candlesticks, daily volume analysis is also provided in the rapport.

#### Disclaimer

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