

Sudeshna Patnaik Good afternoon, everyone, and a warm welcome to you all. Thank you for participating in the Q4 & full-year FY2025 Earnings Call for Tata Communications. My name is Sudeshna Patnaik, and I'll be your host for the call. We are joined today by our MD and CEO, Mr. Amur Lakshminarayanan; our CFO, Mr. Kabir Ahmed Shakir; and our Head of Investor Relations, Mr. Rajiv Sharma. The results for the quarter and the fiscal year ended 31st March 2025 have been announced and the data pack is available on our website. We will begin today's call with opening remarks from Lakshmi on the business performance and outlook followed by Kabir on the company's financial performance. All participant lines will be muted for the duration of the call. There will be an opportunity for you to ask questions after the management remarks. Some of the statements made in today's call may be forward-looking in nature and are subject to risks and uncertainties. The company does not undertake to update these forward-looking statements publicly. With that, I would like to invite Lakshmi to share his views. Thank you, and over to you, Lakshmi.

AS Lakshminarayanan Thank you, Sudeshna. Let me begin with the overall year, FY25. Our digital revenues grew by 29.5%, and we sustained the growth momentum over the last two years now. We've had a good YoY growth in enterprise market segment in both India and international. India Enterprise grew by 8.7% YoY, and international enterprise grew upwards of 20% on a YoY basis. Despite the macro uncertainties the world faces today and potential delays in the enterprise decision-making, our differentiated digital fabric, which is a full stack of infrastructure, infrastructure software and the services on top of that continues to increase our relevance with our customers and positions us well for FY26 and beyond. Our full-year consolidated revenues came in at Rs. 23,109 crores, growing at 11.2% YoY. Data revenues came in at Rs. 19,513 crores, growing by 13.7% YoY. Full-year EBITDA margins were at 19.8%. However, FY25 core business EBITDA margins which excludes the subsidiaries and the recent acquisitions, held steady at 23.3%, a marginal decline of 40 bps YoY, but have largely held steady. This decline is due to increased provisions pertaining to some pockets in the South region. In the acquired businesses, which are currently dilutive to the margins, the cost synergy programs are well underway, and I'll ask Kabir to elaborate this in more detail later in his commentary. Moving on to our quarterly performance. Data revenue in Q4 came in at Rs. 5,096 crores, up 3.9% QoQ and 9.6% YoY. On the order book front, we had called out a good H1 last year that our order book has substantially increased relative to the previous years, but it had come back to more normal levels in the second half of the year. We see a good H1 order book growth that we had playing out in our revenues in Q4. On the funnel front, our funnel continues to be healthy with a good representation of large deals. These large deals are also well diversified across India and international, and we are winning multi-fabric deals. For example, in the APAC region, we won a large deal with an integrated healthcare solutions provider. This deal cuts across multiple fabrics of network and also the cloud and security

fabric with a complete SASE stack implementation. We won another deal in the European market and in the European market, we are a challenger. In this network fabric deal with the high-tech telecom manufacturer, is to modernise their traditional setup to a more flexible Internetbased architecture that ensures agility, SLA compliance, proactive monitoring and also supports their cost reduction goals. Core connectivity reported a revenue growth of 2.5% this quarter and 3.2% YoY. We are leaders in the DC-to-DC connectivity segment, and we continue to benefit from a steady demand for dedicated metro network builds in India. Our core business is strategically positioned to capitalise on substantial infrastructure investments in AI, which are currently underway and are expected to only accelerate in the future. Our digital portfolio revenue came in at Rs. 2,440 crores, growing at 5.5% QoQ and 17.5% YoY. Our Interaction Fabric, For more information, visit us at www.tatacommunications.com 3 © 2024 Tata Communications. All rights reserved. TATA COMMUNICATIONS and TATA are trademarks or registered trademarks of Tata Sons Private Limited in India and certain countries. which is the collaboration and managed CPaaS portfolio declined by -2.9% QoQ and grew by 8.8% YoY. The QoQ decline is attributable to a temporary customer-specific issue and to seasonality of the CIS business in Q4. During the year, we expanded the channels to programmable voice, video, RCS and WhatsApp. We continue to invest in channel orchestration and also the customer journey led orchestration to make the interactions more intelligent through Kaleyra.ai. Next-gen connectivity, which is part of our network fabric, grew by 3.9% QoQ and 23.6% YoY. This fiscal year, we closed multiple strategic wins where IZO Hybrid WAN enables large-scale network transformation. Our IZO MultiCloud Connect has demonstrated robust growth since its launch and in the last three years, the revenue CAGR has been upwards of 50%. With our Multi-Cloud Connect, we had landmark wins across verticals, including BFSI, automotive and airlines. Our Cloud and Security Fabric grew by 18.9% QoQ and 28.8% YoY. The growth was primarily driven by a large deal that we announced earlier this year. Our security offerings have seen a healthy order bookings driven again by the BFSI verticals. We launched Tata Communications Vayu, which is our next-generation cloud fabric. The Tata Communications Vayu addresses the growing challenges of rising cloud costs, multi-cloud complexities and AI infrastructure demands that places on the enterprises. Compared to large cloud providers, Tata Communications Vayu Cloud reduces the cost up to 25%. Our IoT fabric, which is our incubation portfolio grew by 17.7% QoQ and 57.4% YoY. Sequential revenue growth is driven by new vehicle additions on the platform. Data usage on our MOVE platform increased significantly in FY25, and I see this as an encouraging sign with our approach to drive platform growth in this fabric. Our Media portfolio witnessed a growth of 13.9% QoQ and also 13.9% YoY. We won a marquee deal with a Middle East broadcaster for transforming their broadcast network. To sum up, this fiscal year reflected solid operational performance alongside meaningful progress in

strengthening our digital fabric proposition, marked by an addition of AI cloud and capability augmentation on the interaction and the network fabrics as well. With that, I'll now request Kabir to share the key financial highlights. Kabir Ahmed Shakir Thank you, Lakshmi, and good afternoon, everyone. Before we dive into Q4 financials, let me take a moment to reflect on the year gone by. FY25 was truly a milestone year. We made remarkable progress on multiple strategic interventions that we had outlined in FY24 like the disposal of TCPSL, a large land parcel monetisation, action on Netfoundry, and improvement in the profitability of TCTS. At the heart of these interventions is one underlying theme shifting focus away from non-core businesses that was tying our balance sheet and management time. With these interventions, we have freed up the capacity allowing us to multiply resources to capture growth for our data business. Our balance sheet is shaping well with improvement in gearing ratio this year and in line with our ambitions. The Q4 FY25 revenue growth came in at Rs. 5,990Cr, growth of 3.3% QoQ and 6.1% YoY. The topline has certain forex benefits accruing from a strengthening dollar. Normalizing for the same, the revenue growth is at 2.3% QoQ and 4.1% YoY. Data revenue for the quarter came in at Rs. 5,096 Cr, growth of 3.9% QoQ and 9.6% YoY. Digital revenues for the quarter came in at Rs. 2,440 Cr, growth of 5.5% QoQ and 17.5% YoY. EBITDA for the quarter came in at Rs. 1,122 Crore, lower by 5% QoQ and up by 4.3% YoY. Our EBITDA margins for the quarter were at 18.7%. EBITDA margin was impacted by a couple of factors, there was a temporary customer specific issue as Lakshmi has already pointed out. We also had some spillover costs from cable repairs. In Q4 we invested in marketing and launched our Vayu Cloud. Full year EBITDA margins were at 19.8%, 100 bps lower on a YoY basis. One of the reasons for lower margins this year is increased provisions pertaining to some pockets of SAARC region; as they remain impacted by geopolitical factors. Full year impact because of this was about 50 bps. Additionally, as Lakshmi pointed out, our core EBITDA margins came in 23.3% for the full year, and that has been fairly stable for us. We had suggested earlier that the subsidiaries and the recent acquisitions have been a drag on our margins. We have taken actions on the subsidiaries, and it is For more information, visit us at www.tatacommunications.com 4 © 2024 Tata Communications. All rights reserved. TATA COMMUNICATIONS and TATA are trademarks or registered trademarks of Tata Sons Private Limited in India and certain countries. reflecting in higher margins this year. On the acquisitions, we are executing the cost synergy programs. While Kaleyra is 18 months in and Switch is 24 months in , both are approaching the inflection point and we expect the synergies to play out in the coming quarters.