CIN: L45202HR2019PLC080514
SAR TELEVENTURE LIMITED
Formerly Known as Sar Televenture Pvt. Ltd.
Reg Off.: Plot No. 346 A, 2nd Floor, Udyog Vihar,
Phase-4, Gurugram-122016 Haryana
Contact: +91-8587050050
Email id: info@sarteleventure.com

July 15, 2024

The Manager, Listing
NSE Emerge (National Stock Exchange of India Ltd.)
Exchange Plaza, Bandra-Kurla
Complex, Bandra (E) Mumbai-400051

Symbol: NSE: SARTELE

Re: ISIN: INE0PUC01020

Dear Sir/Madam,

Sub: **Disclosure of Investor Presentation - SAR Televenture Limited**

Please find enclosed a copy of Investor Presentation of SAR Televenture Limited.

You are requested to take the above information on records.

Thanking You
Yours Faithfully

For **SAR Televenture Limited**
(Formerly Known as SAR Televenture Private Limited)

ABHISHEK JAIN
Digitally signed by ABHISHEK JAIN
Date: 2024.07.15 15:18:36 +05'30'

Abhishek Jain
Company Secretary & Compliance Officer

Sar Televenture Limited

Information Memorandum



Privileged & Confidential

Disclaimer

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Key Investment Highlights

Diverse Business Model

- Installing & commissioning telecom towers
- Laying of fiber cables
- Overseas Operations

Passive Telecom Infrastructure

- IP-1 License Holder registered as IP1[1] with DOT[2] with necessary permission to lease out own built sites

Long Term Contracts

- Long Term contracts with major telecom operators
- Recurring Rentals / Lease Income with annuity model

Overseas Business of Optic Fiber Cable

- SAR Televentures F.Z.E, UAE a 100% Subsidiary engaged in Fiber cable laying and installation; and Supply of network equipment

Critical to the Ecosystem

- Recognizing the untapped potential of rural India
- Increasing digitization across industries
- Momentum in 5G Installations

1. Infrastructure provider category 1
2. Department of Telecommunication

SAR Televenture (at-a-Glance)

Company Overview

- Incorporated in 2019 in Gurgram, a passive telecommunication infrastructure provider, engaged in the business of (a) Installing and commissioning telecom towers in India; (b) optics Fiber business
- **Telecom Towers Business :** Installed 413 number of towers on lease across West Bengal, Bihar, Uttar Pradesh, Chandigarh, Odisha, Jharkhand, Himachal Pradesh, Punjab, and Andaman & Nicobar Islands.
- **Optics Fiber Business :** Company also provides support services including project management for laying of the duct and optic fiber cables, construction of basic transmission and telecom utilities, dark fiber leasing, optical fiber network construction, maintenance of duct and optic fiber and optical fiber project turnkey services to various, Telecom Network Operators & Broad Band Service Operators and ISPs
- **Overseas Operations :** SAR Televentures F.Z.E, United Arab Emirates, a 100% subsidiary of the Company is engaged in (i) Fiber cable laying and installation; and (ii) Supply of network equipment.
- ISO - 9001:2015, ISO 140001: 2015 and ISO 45001: 2018 certified

Business Operations – Telecom Business

- Site Identification
- Obtain Permits and Approvals
- Engineering and Design
- Site Preparation
- Foundation & Construction
- Tower Erection
- Equipment Installation
- Connectivity Setup
- Testing & Commissioning
- Integration & Optimization

Telecom Business

SAR

2019
1 Site

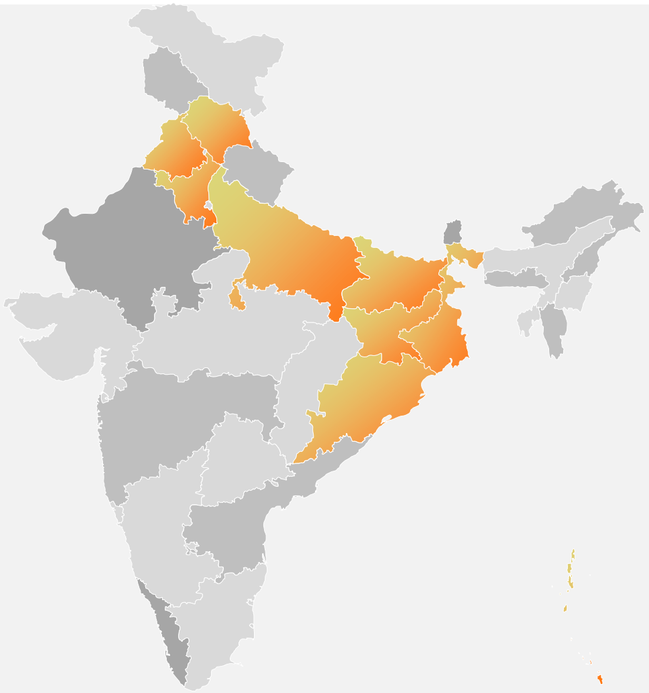
2020
38 Site

2021
125 Site

2022
233 Site

2023
373 Site

2024
413 Site



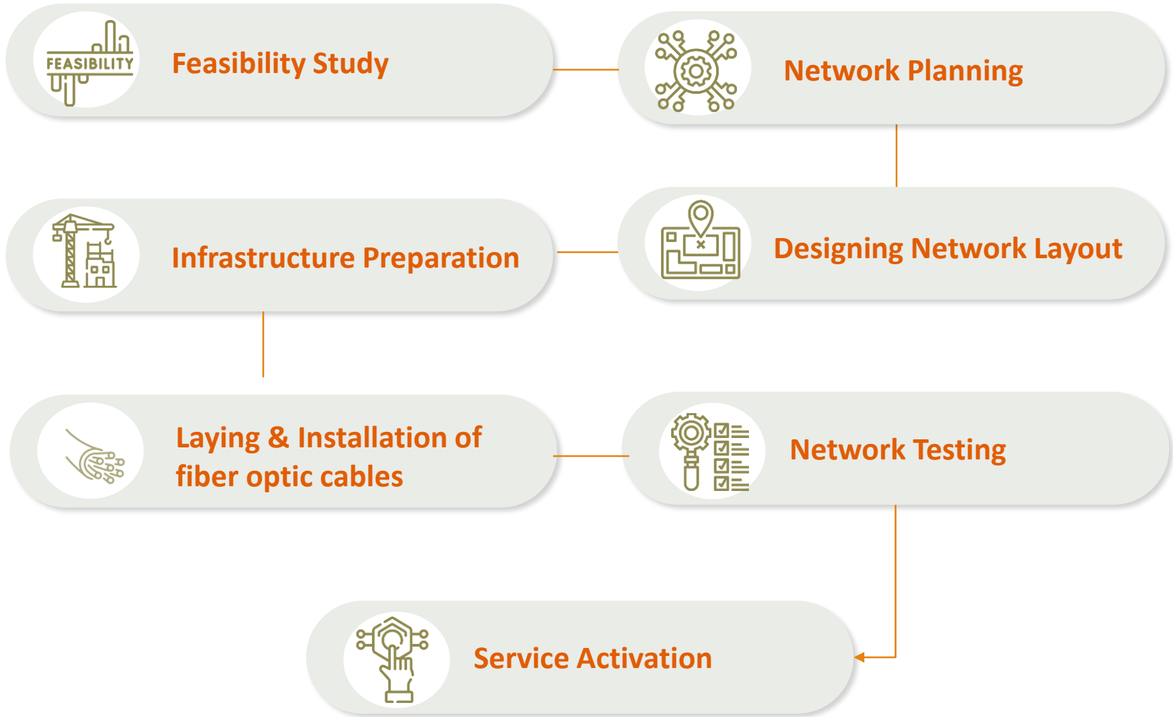
Name of State/UT	No. of towers installed
West Bengal	190
Bihar	65
Uttar Pradesh	56
Punjab	33
Himachal Pradesh	23
Odisha	21
Andaman & Nicobar Islands	12
Jharkhand	11
Chandigarh	02
Total	**413**

Registered as IP-1 with DOT which permits it to lease out build sites i.e. GBT/RTT/Pole sites and Out Door Small Cell (ODSC) and establish and maintain assets such as Dark Fibers, Right of Way, Duct Space and Tower for the purpose to grant on lease or rent or sale basis to the telecom service provider companies

Optic Fiber Business

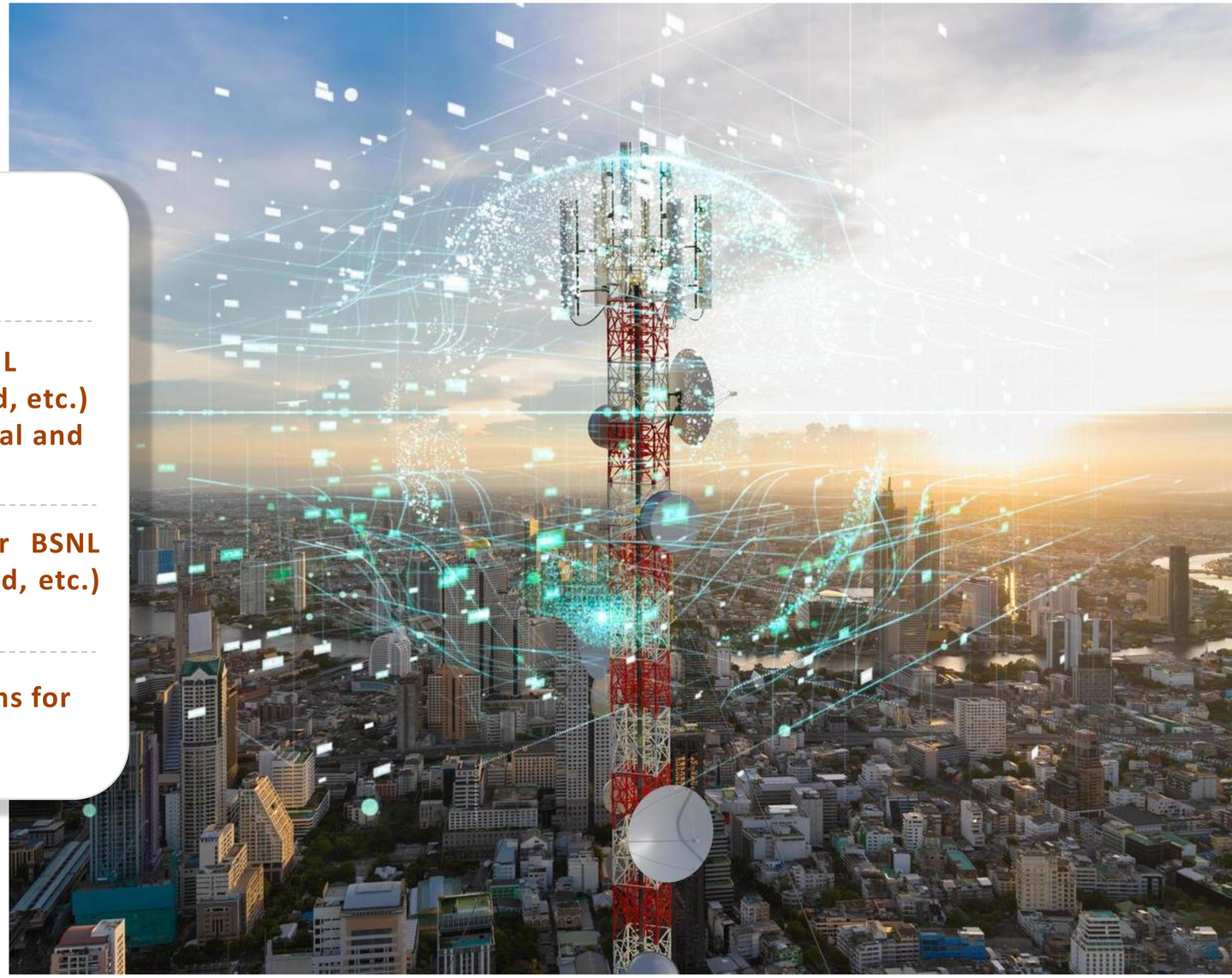
- Includes project management for laying of the duct and optic fiber cables, construction of basic transmission and telecom utilities, dark fiber leasing, optical fiber network construction, maintenance of duct and optic fiber and optical fiber project turnkey services to various, Telecom Network Operators & Broad Band Service Operators and ISPs
- SAR Televentures F.Z.E, United Arab Emirates, a 100% subsidiary of the Company is engaged in (i) Fiber cable laying and installation; and (ii) Supply of network equipment.
- Engaged in installing Fiber to the Home (FTTH), which is a broadband internet connection technology that uses optical fiber to deliver high speed broadband internet directly to households.
- Entered into agreements with an internet service provider for providing the FTTH services at locations situated in Lucknow, Ghaziabad (Urban), Ghaziabad (Rural), Faridabad, Gurugram, Noida (Urban) and Noida (Rural), Rohtak (Urban), Rohtak (Rural), Sonipat (Urban) and Sonipat (Rural)
- Acquired 1,52,212 Home Passes as per the LOIs/RoWs

Business Operations – FTTH



Business Updates

- NHAI permission for installation of 50 nos. of 4G/ 5G Network Infrastructure on NH-24
- Revenue Sharing Agreement with BSNL to deliver BSNL telecom services (including fixed, wireless, broadband, etc.) to end users Rohtak, Haryana, for services in both rural and urban area
- Revenue Sharing Agreement with BSNL to deliver BSNL telecom services (including fixed, wireless, broadband, etc.) to end users at Mohali, (Urban)
- Setting up Fiber-to-the-Home (FTTH) network solutions for 3,00,000 Home Passes



Note: For more details, please visit the company website and recent corporate announcements submitted with NSE available on the NSE website

Management Team



Mr. Rahul Sahdev

Managing director

- MBA marketing graduate from a premier institution in Sydney
- Worked with companies like AAPT Ltd, Connect Internet Solutions Ltd, Telecom New Zealand Ltd. In Australia
- Multinational Companies in India Namely GTL Limited, ADAcell Works.



Mr. Pulkit Rastogi

Whole-time director

- Completed his diploma in business administration from Infinity Business School in the year 2006 and also has a B. Com in specialist course from Delhi University
- He was also associated as director on the board of Seacorp Impex Private Limited from 2007 to 2019. He looks after the overall business execution in our Company.



Mr. Suman Kumar

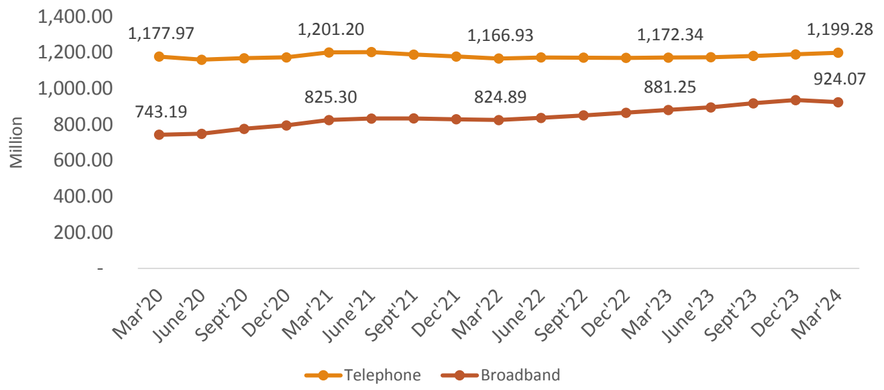
Independent director

- 4 decades of experience in banking and finance
- Ex-General manager in IDBI bank

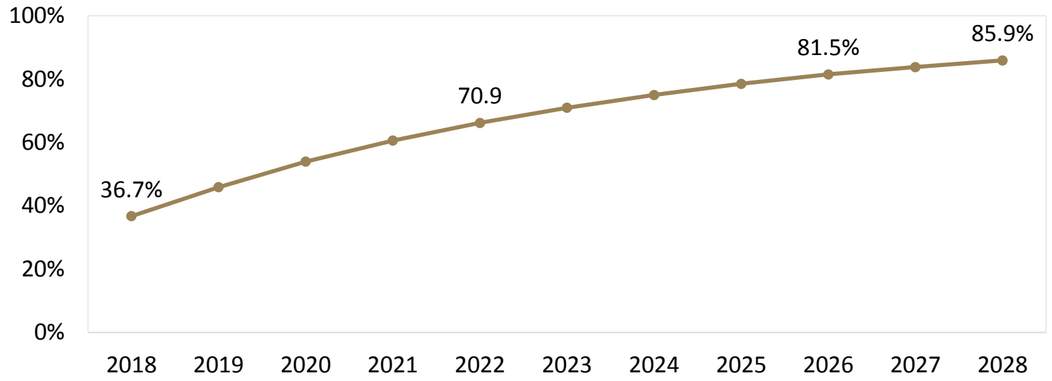
Industry Overview – Telecomm Industry

Performance Indicators in the Telecomm sector

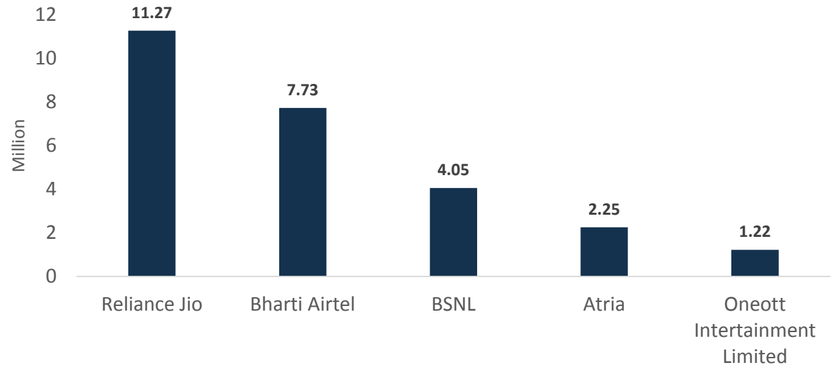
Telephone Industry - Subscriber Base



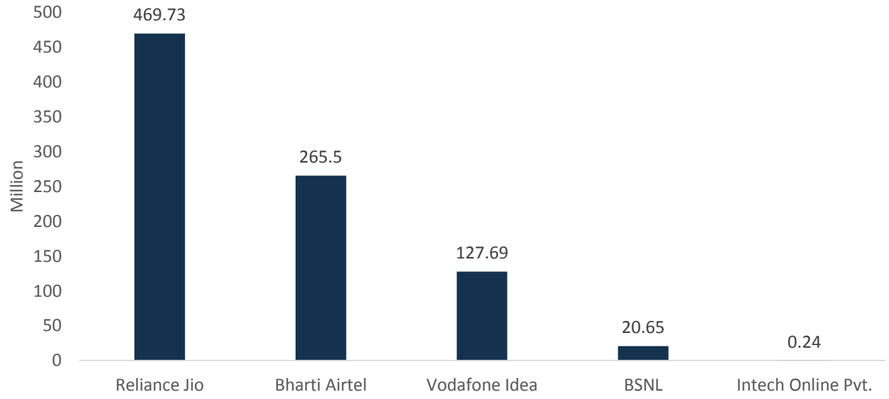
Internet Penetration (In %)



Subscribers for Top 5 Wired Broadband Service Providers



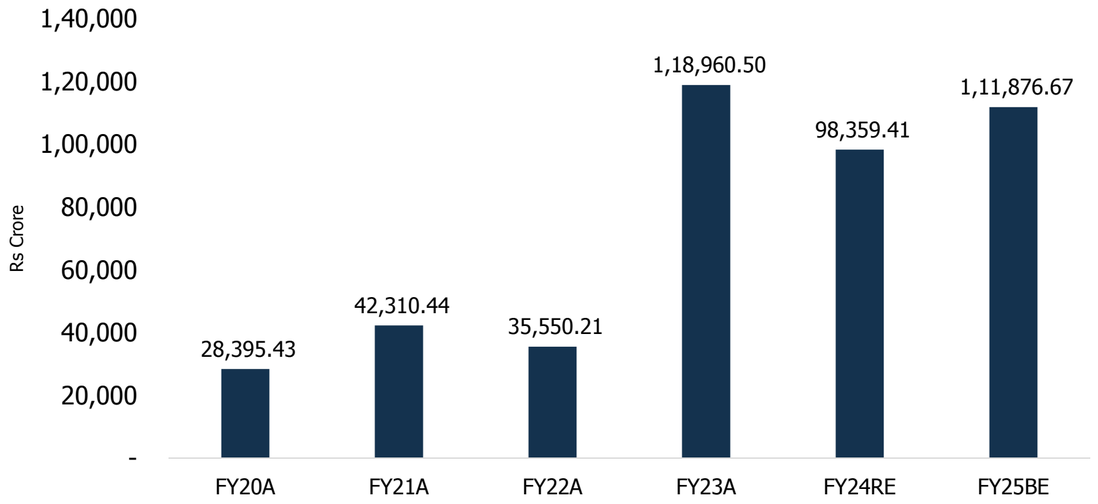
Subscribers for Top 5 Wireless Broadband Service Provider



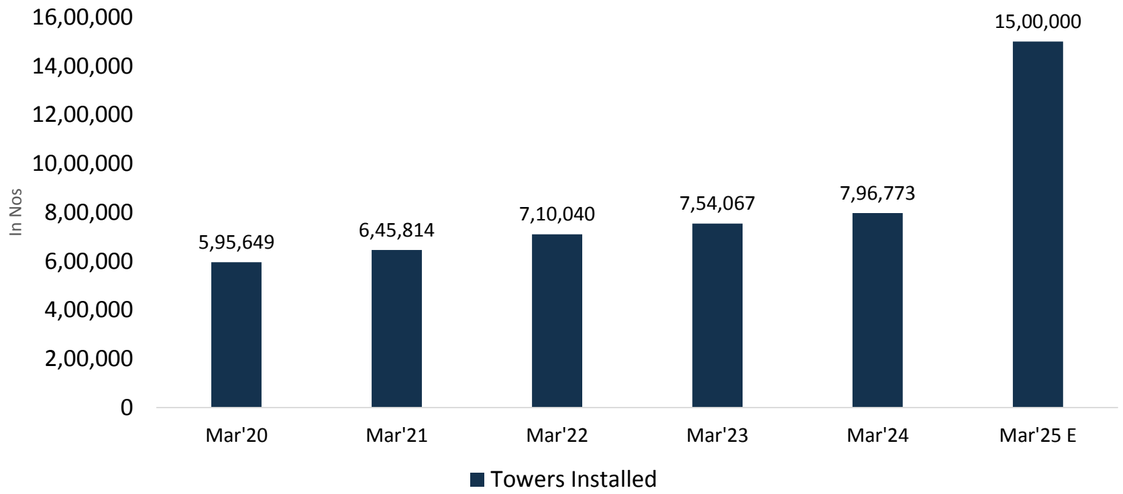
India currently has the world's second largest subscriber base of 1.18 billion second to China

Industry Overview – Telecomm Industry

Budgetary Outlay for Telecom Sector including Tower Infrastructure



Number of Towers Installed



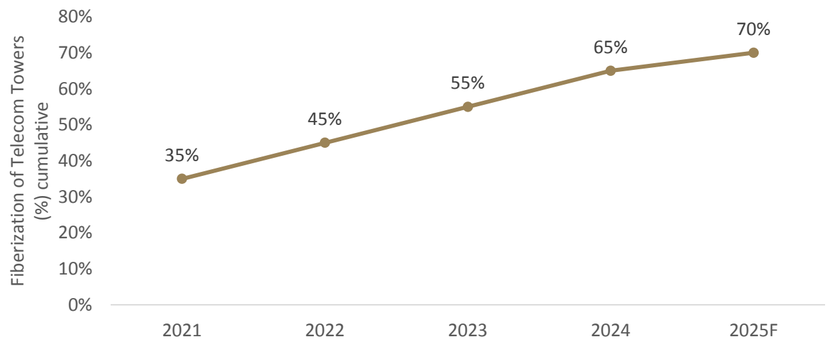
According to the **Union Budget 2024-25,** a total outlay of **INR 111,876.7 cr.** was allocated to the telecom sector including telecom infrastructure which is 14% more than the previous year's allocation indicating the increased thrust on connectivity in the country by the government.

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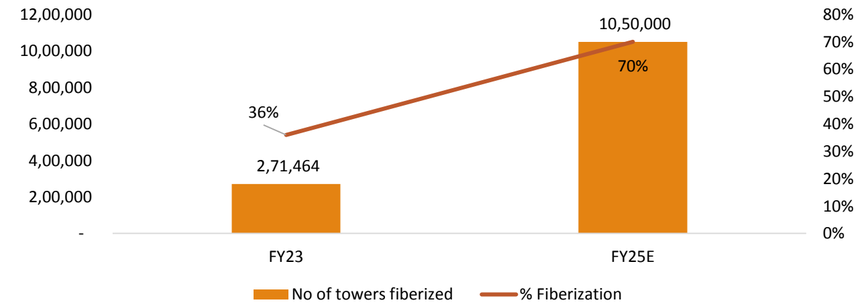
Industry Overview – Optic Fiber

The National Broadband Mission released by DoT in December 2019, envisaged to increase by around two and half times the number of fiberized telecom towers in the country

Fiberization of Telecom Towers



Number of Fiberized towers in India



Key uses of Optic Fibers

- Telecommunication Industry
- Government and Defense
- Industrial Automation and Manufacturing
- Transportation and Smart Infrastructure
- Energy and Utilities
- Smart Grid
- Smart Meters
- High-Voltage Transmission Lines

Demand Driver of Optic Fibers

- Untapped Rural Market
- 5G Technology
- 6G Technology
- Increasing Digital Transaction
- Telecom Tower Sharing and Outsourcing
- Emerging Technologies and Services

At present, around 30% of telecom towers are connected on fiber which needs to be enhanced to at least at least 70% of the towers to be fiberized

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Financial Snapshot

(Amount in ₹ Lakhs)

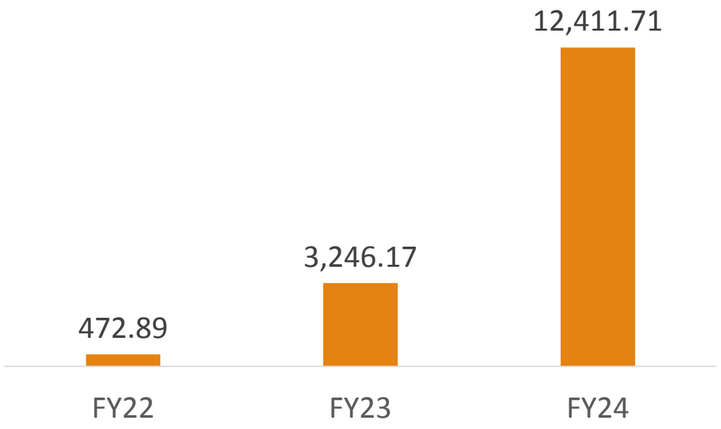
Particulars	As at March 31, 2024	As at March 31 2023	As at March 31 2022
EQUITY AND LIABILITIES			
Shareholders' funds	7180.41	1185.59	(7.73)
Non-current liabilities			
(a) Long-term borrowings	17,787.41	444.41	267.60
(b) Deferred tax liabilities (net)	10.09	2.52	-
(c) Other Long Term Liabilities	149.12	394.60	-
Current liabilities			
(a) Short Term Borrowings	-	-	69.48
(ii) total outstanding dues of Creditors other than micro enterprises and small enterprises	1,425.90	249.14	53.57
(c) Other current liabilities	29.84	89.91	5.43
(d) Short-term provisions	59.09	56.25	22.47
TOTAL	**26,641.86**	**2,422.42**	**410.83**
ASSETS			
Non-current assets			
(a) Property, Plant and Equipment	964.30	847.87	281.88
(b) Deferred Tax Assets	-	-	0.90
(c) Other Non-Current Assets	31.17	3.32	2.36
Current assets			
(a) Inventories	419.21	-	-
(c) Trade receivables	2,150.64	649.41	84.20
(d) Cash and cash equivalents	466.15	71.69	0.44
(e) Other current assets	414.62	1.65	-
(f) Short-term loans and advances	22,195.77	848.48	41.05
TOTAL	**26,641.86**	**2,422.42**	**410.83**

Financial Snapshot

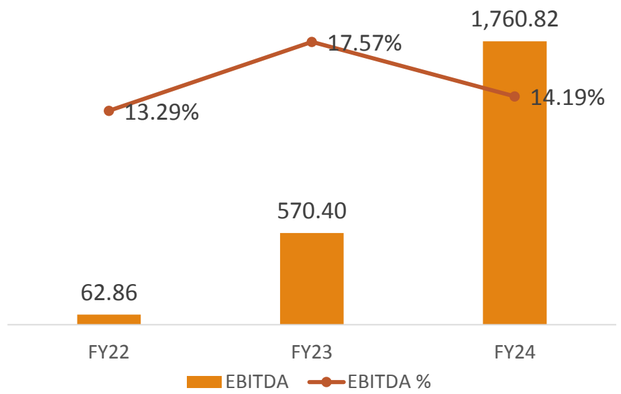
Particulars	As at March 31, 2024	As at March 31 2023	As at March 31 2022
Revenue from operations	12,411.71	3,246.17	472.89
YoY Growth %	282%	586%	-
Other Income	5.26	5.46	2.46
Total Income	**12,416.97**	**3,251.63**	**475.35**
Expenses			
Cost of materials consumed	9,968.37	2,115.35	-
Employee benefits expenses	148.24	136.85	125.52
Finance costs	22.40	45.39	21.68
Depreciation and Amortization expenses	137.08	103.15	40.91
Other expenses	534.26	423.57	284.51
Total Expenses	**10,810.37**	**2,824.31**	**472.62**
Profit / (Loss) before Tax	**1,606.60**	**427.32**	**2.73**
Tax Expense:	-		
Current tax expense	32.88	30.30	-
Deferred tax	7.56	3.43	(0.98)
Profit / (Loss) for the period	**1,566.17**	**393.59**	**3.71**

Financial Snapshot

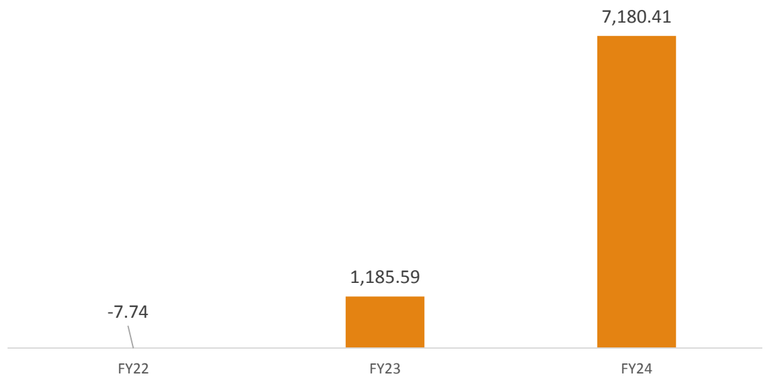
Revenue from operations (INR lakhs)



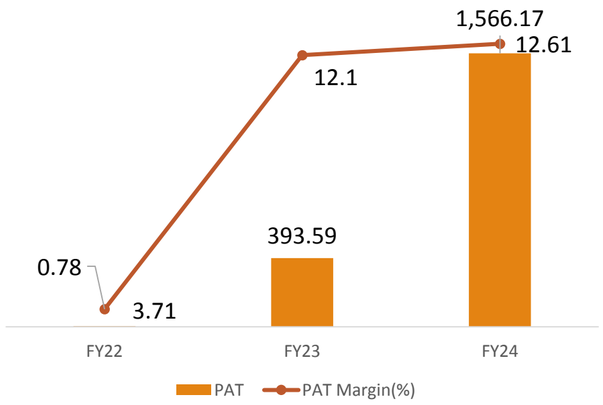
EBITDA (INR lakhs) and EBITDA Margins (%)



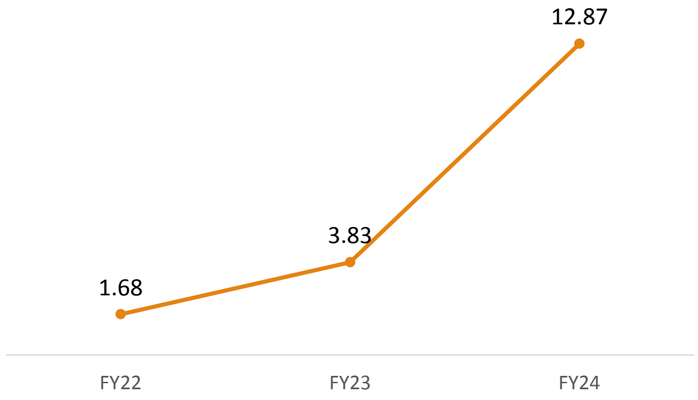
Net Worth (INR lakhs)



PAT (INR lakhs) and PAT Margin (%)



Fixed Assets Turnover Ratio



FY 24 ROE %	21.81

IPO Price	55
Listing Price	111
CMP	236

Note: Past Performance is not indicative of future performance

Composite Offer

Details	Rights Issue	FPO	
Ratio	1 : 1	NA	
Issue Size	Upto 300 Crs consisting of 150,00,000 fully paid up Equity Shares of INR 2/-	Upto 150 Cr.	
Face Value	INR 2/- per Equity Share	INR 2/- per Equity Share	
Issue Price / Price Band	INR 200/- per Equity Share	INR 200/- to 210/- per Equity Share	
Issue Date	Opens on July 15, 2024 Closes on July 22, 2024	Opens on July 22, 2024 Closes on July 24, 2024	
Lot Size	500 Equity Shares	500 Equity Shares	
Listing at	NSE Emerge	NSE Emerge	
Issue Structure	Existing shareholders holding shares as on record date i.e., July 9, 2024	Market Maker Reservation	5% of FPO Issue Size
		QIB	Not more than 50% of net offer
		No Institutional Portion	Not less than 15% of net offer
		Retail Portion	Not less than 35% of net offer

Composite Offer - Timelines

Events	Rights Issue	FPO
Last Date for Credit of Rights Entitlements	July 12, 2024	-
Anchor Investor Bidding Date	-	July 19, 2024
Opening Date	July 15, 2024	July 22, 2024
Last date for on Market Renunciation of Rights Entitlements	July 16, 2024	-
Closing Date	July 22, 2024	July 24, 2024
Finalisation of Basis of Allotment (on or about)	July 25, 2024	July 25, 2024
Initiation of Refunds (if any, for Anchor Investors)/Unblocking of Funds From ASBA Account	On or about July 25, 2024	On or about July 25, 2024
Credit of Equity Shares to Demat Account of Allottees (Allotment)	On or about July 29, 2024	On or about July 26, 2024
Commencement of Trading of Issued Shares	On or about July 30, 2024	On or about July 29, 2024

Thank you!

Corporate Office
B-16, First Floor, Sector-2, Noida - 201301, India

Registered office
Plot No. 346A, Second Floor, Udyog Vihar,
Phase-4, Gurgaon - 122016, India

