



GTL Q3 FY 2011 results

January 24, 2011

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For a discussion of the risks and uncertainties that may cause results to differ, you should review GTL's filings with stock exchanges, including the annual report and quarterly disclosures.
Analyst Presentation jan-I

GTL at a Glance



Business

Network Services

Founded

1987

Global Headquarters

Mumbai, India

Global Presence

46 countries spread across Africa, Asia- Pacific, Middle East, North America, South Asia and Western Europe

Domain Expertise

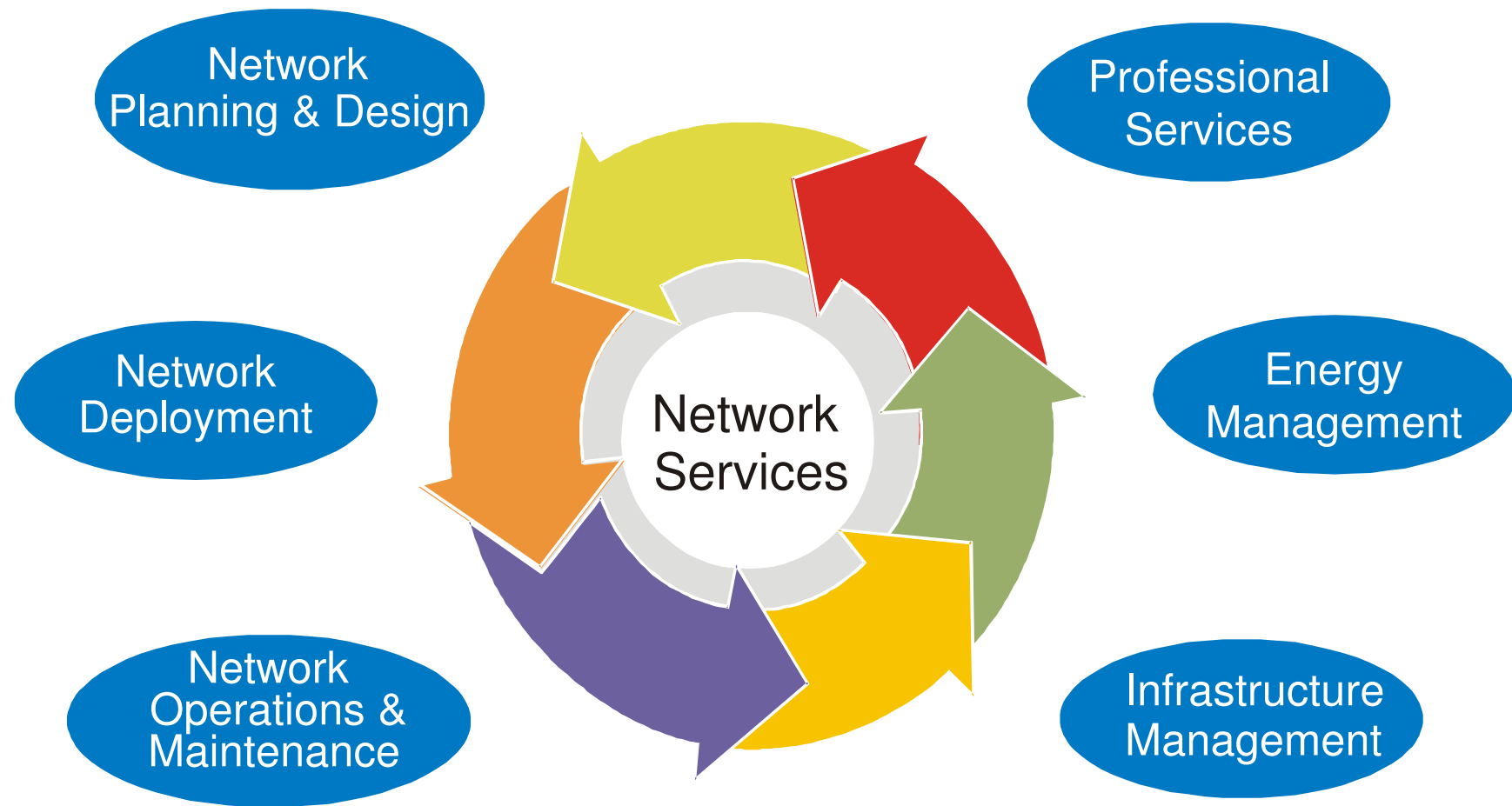
Telecom

ASSOCIATES

7,733 (As on December 31, 2010)

Listed on

BSE, NSE



GTL Q3 results at a glance



(in ₹ Crore)

Particulars	Q3 FY11	Q3 FY10	Y-o-Y %
Total Sales & Services	881.59	561.06	57%
Cost of Sales, Services & Delivery	686.05	418.15	64%
Gross Profit	195.54	142.64	37%
Administration Expenses	38.82	39.10	-1%
Selling & Marketing Expenses	15.08	15.92	-5%
EBITDA	141.64	87.62	62%
Interest (Net) & Finance Charges	49.01	17.42	181%
Depreciation	21.20	14.86	43%
Other Income (incl. Exchange Gain/(Loss))	(-0.27)	10.07	N.A
Profit before tax	71.61	65.41	9%
Net Profit After Tax	49.05	58.80	-17%

Orders won during the quarter



Customer	Circles/Country	Revenue Stream
Domestic		
Nokia Siemens Networks	Pan India	Professional Services/ Network Planning & Design
Alcatel-Lucent	Pan India	Network Deployment
Nokia Siemens Networks	Pan India	Network Deployment
Viom	U.P circle	Operation & Maintenance Services
Alcatel-Lucent	Pan India	Professional Services
International		
Huawei	Indonesia	Network Planning & Design
ZTE	SAARC	Operations & Maintenance Services
NSN- South Africa	Kenya	Network Planning & Design
Huawei	South Africa	Network Planning & Design

Order Visibility



(in ₹ Crore)

Region	Amount
India	3,550
APAC & SAARC	310
Middle East & Africa	260
Europe & North America	220
TOTAL	4,340

Financial Analysis



Ratios



Parameters	Q3 FY11	Q3 FY10
Profitability Ratios		
Gross Profit/Sales (%)	22.18	25.42
EBIDTA/Sales (%)	16.07	15.62
Balance Sheet		
Debtors Turnover Days	82	76
Inventory Turnover Days	54	63



Thank you

