



GTL results for Quarter ended December 2011

February 9, 2012

Safe harbor

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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 Nov-2011

GTL at a Glance



Business

Network Services

Founded

1987

Global Headquarters

Mumbai, India

Global Presence

More than 40 countries spread across Africa, Asia-Pacific, Middle East, North America, South Asia and Western Europe

Domain Expertise

Telecom

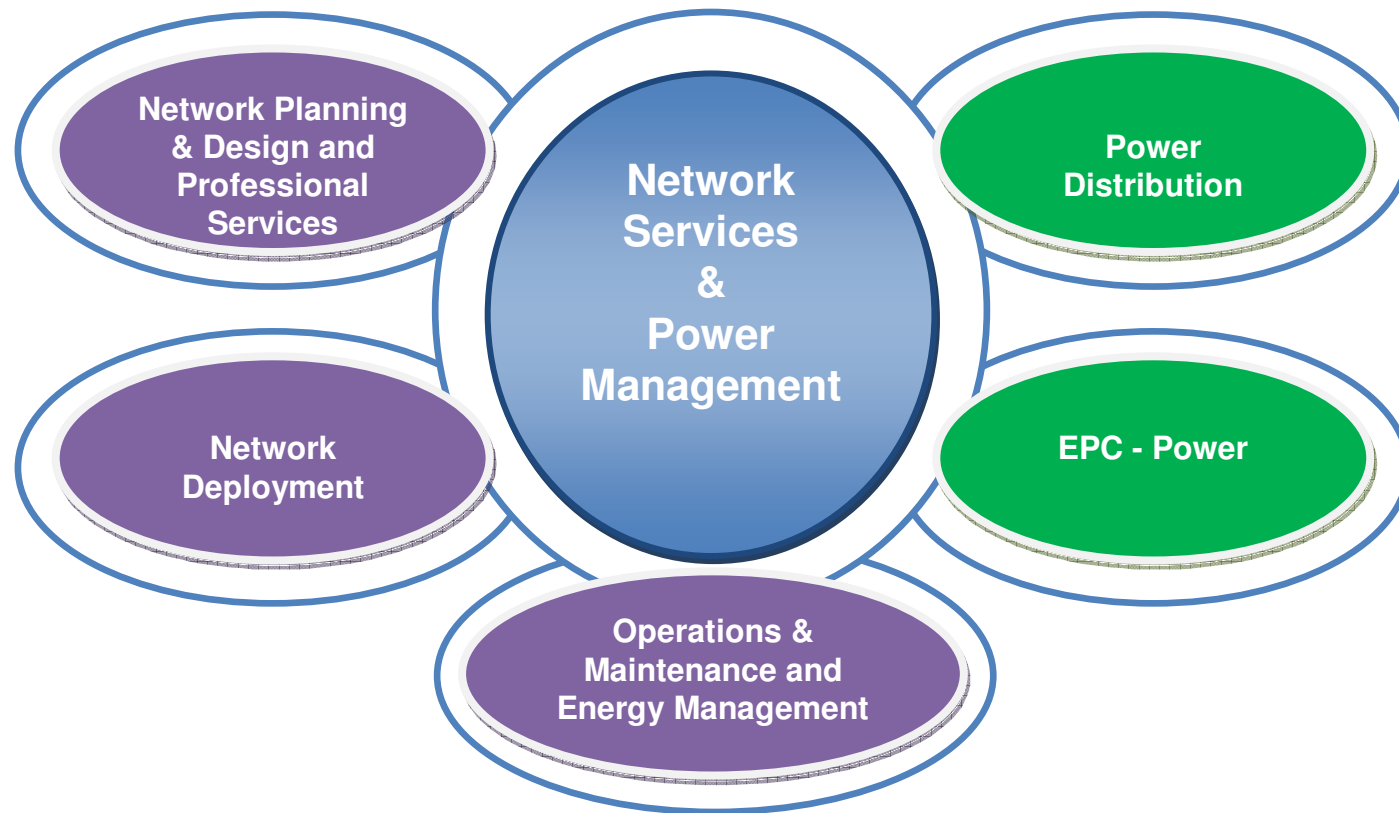
ASSOCIATES

9,207 (As on December 31, 2011)

Listed on

BSE, NSE

GTL's Service Portfolio



Results for quarter ended December 31, 2011



(in ₹ Crore)

Particulars	Qtr ended Dec 11	Qtr ended Dec 10	Y-o-Y %
Total Sales & Services	641.17	881.59	-27%
Cost of Sales, Services & Delivery	556.73	686.05	-19%
Gross Profit	84.44	195.54	-57%
Administration Expenses	32.96	38.82	-15%
Selling & Marketing Expenses	13.17	15.08	-13%
EBITDA	38.31	141.65	-73%
Interest (Net) & Finance Charges	94.70	49.01	93%
Depreciation	34.91	21.20	65%
Other Income (incl. Exchange Gain/(Loss))	(10.64)	(0.27)	NA
Profit before tax	(101.95)	71.17	NA
Net Profit After Tax	(101.93)	49.05	NA

Orders won during the quarter



Customer	Circles/Country	Revenue Stream
Domestic		
MSEDCL	R- APDRP	Power T&D for Kalyan and Jalgoan Circle
International		
AT&T	Americas	Network Planning & Design
Ericsson	Kenya, Ghana, Niger, Philippines, Indonesia, UK, UAE , Oman, Bahrain, Bangladesh	Network Deployment, Network Operations & Maintenance, Professional Services Network Planning & Design
Nokia Siemens Network	Kenya, Tanzania, USA, Canada, Indonesia, UK, Ireland, KSA	Network Planning & Design, Network Deployment, Network Operations & Maintenance, Professional Services
Everything Everywhere	Europe	Network Deployment, Network Operations & Maintenance
Huawei	South Africa, Myanmar, Indonesia, KSA, Oman , Qatar, UAE, Sri Lanka , Nepal	Network Planning & Design, Network Deployment, Network Operations & Maintenance, Professional Services

Order Visibility



(in ₹ Crore)

Services	Amount
Network Services	800
Energy Management Services	800
Transmission & Distribution	400
Power Distribution Franchisee	1,000
TOTAL	3,000



Thank You

