

GTL results for Quarter ended Dec 2012

Feb 5, 2013

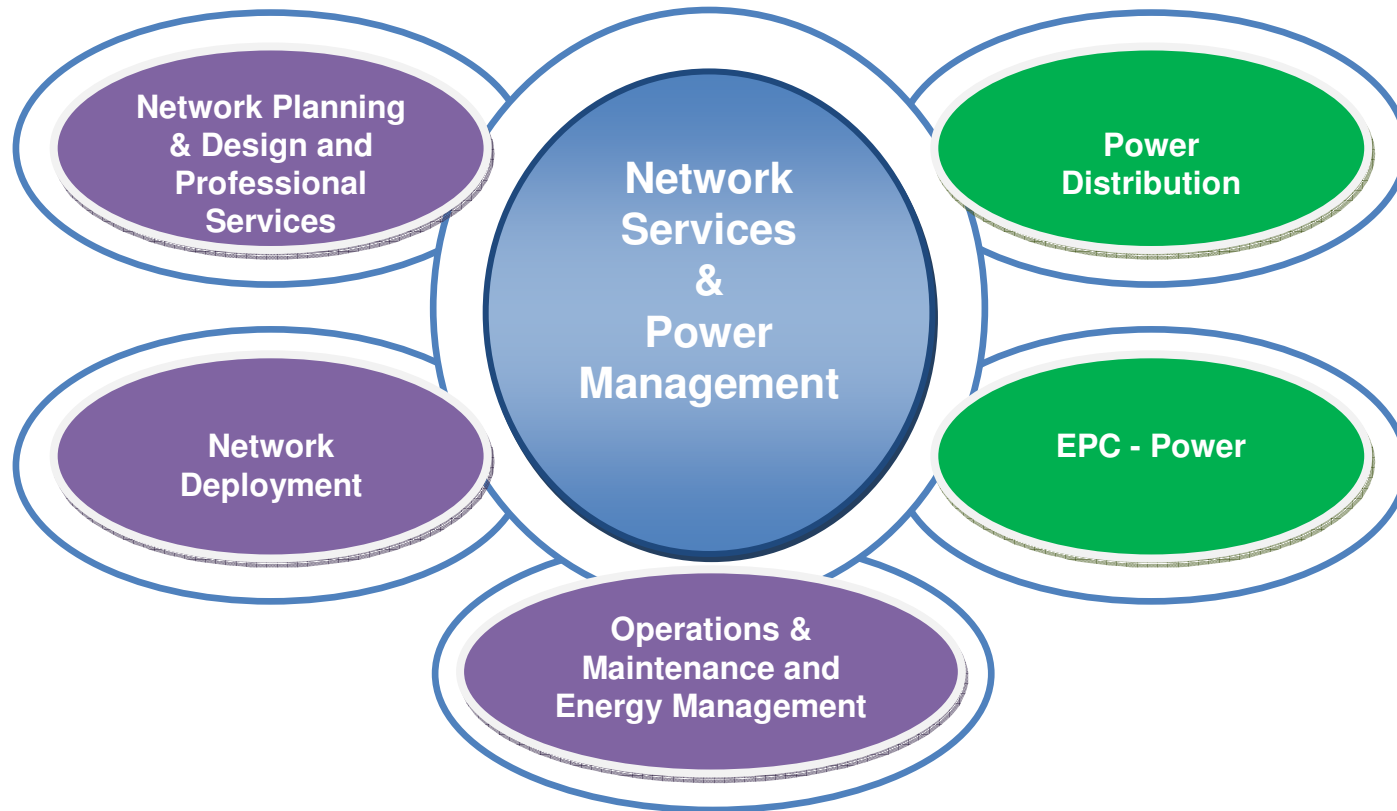


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GTL's Service Portfolio



Order Book



Orders won during the quarter

Customer	Region	Circle/ Country	Revenue Stream
Airtel	Africa, SAARC	Kenya, Bangladesh	Network Operations & Maintenance , Network Deployment
Ericsson	APAC, Europe, Middle East, SAARC	Indonesia, UK, UAE, KSA, Sri Lanka	Network Planning & Design, Network Deployment, Professional Services
AT&T	USA	USA	Network Planning & Design and Optimization
LTL	SAARC	Sri Lanka	Network Deployment (Power)
Huawei	Africa, APAC, Middle East, SAARC	South Africa, Indonesia, Philippines, KSA, Qatar, UAE, Nepal, Sri Lanka	Network Planning & Design, Network Deployment, Network Operations & Maintenance, Professional Services
ZTE	SAARC	Nepal, Sri Lanka	Network Planning & Design, Network Deployment
Nokia Siemens Networks	Africa, America, APAC, Europe, Middle East	South Africa, Kenya, Zambia, Indonesia, UK, KSA, UAE	Network Planning & Design, Network Deployment, Network Operations & Maintenance, Professional Services

Financials



GTL Q3 Results Q-o-Q at Glance- Consolidated



(in ₹Crore)

Particulars	Q3 FY13	Q2 FY13	Q-o-Q %
Net Sales/ Income from Operations	715.66	615.34	16% ↑
Cost of sales, services and Delivery	532.22	492.02	8% ↑
Employee benefit Expenses	70.43	81.63	14% ↓
Other Expenditures	29.78	(0.97)	3170% ↑
EBITDA	83.24	42.66	95% ↑
EBITDA Margin	11.63%	6.93%	4.7% ↑
Depreciation	35.52	33.15	
Finance cost	136.91	151.46	
Other Income	10.00	17.38	
Profit before tax	(79.19)	(124.57)	
Net Profit after tax	(81.36)	(125.74)	35% ↑

GTL Q3 Results Y-o-Y at Glance- Consolidated



(in ₹Crore)

Particulars	Q3 FY13	Q3 FY12	Y-o-Y %
Net Sales/ Income from Operations	715.66	638.23	12% ↑
Cost of sales, services and Delivery	532.22	475.80	12% ↑
Employee benefit Expenses	70.43	94.69	26% ↓
Other Expenditures	29.78	44.30	33% ↓
EBITDA	83.24	23.89	248% ↑
EBITDA Margin	11.63%	3.67%	7.96% ↑
Depreciation	35.52	34.91	
Finance cost	136.91	100.93	
Other Income	10.00	9.99	
Profit before tax	(79.19)	(101.96)	
Net Profit after tax	(81.36)	(101.94)	16% ↑



Thank You

