



GTL Q1 FY 2011 results

July 27, 2010

Safe harbor

Neither the information nor any opinion expressed in this presentation constitutes an offer, or invitation to make an offer, or to buy any security issued by the company. This presentation contains predictions, estimates or other information regarding the Company's operations which are forward looking in nature. While these forward looking statements represent our best current judgment on what the future holds, they are subject to risks and uncertainties that could cause actual results to differ materially and may involve risk and uncertainty. This presentation is prepared for general purposes only and does not have any regard to the specific investment objectives, financial situation and particular needs of any specific person. No liability for any loss will arise with the company as a result of the action taken on the basis of information contained herein.

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 July, 2010

GTL at a Glance



Business

Network Services

Founded

1987

Global Headquarters

Mumbai, India

Global Presence

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

Domain Expertise

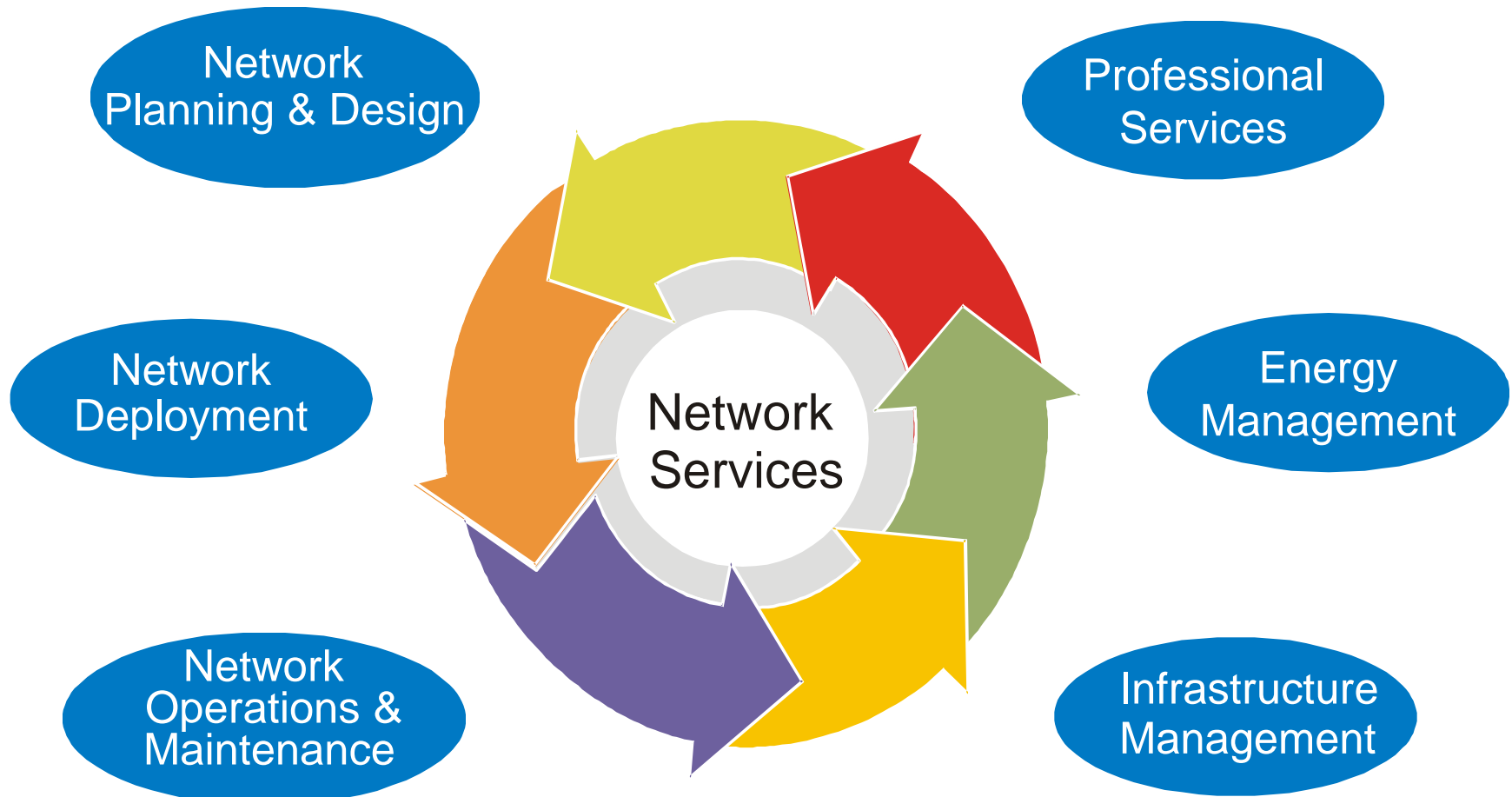
Telecom

ASSOCIATES

7,064 (As of June 30, 2010)

Listed on

BSE, NSE



GTL Q1 results at a glance



(in Rs. Crore)

Particulars	Q1 FY11	Q1 FY10	Y-o-Y %
International	180.87	153.73	18%
Domestic	436.12	336.98	29%
Total Sales & Services	616.98	490.71	26%
Cost of Sales, Services & Delivery	467.16	366.87	46%
Gross Profit	149.81	123.85	21%
Administration Expenses	36.00	34.61	4%
Selling & Marketing Expenses	16.67	13.42	24%
EBITDA	97.14	75.81	29%
Interest (Net) & Finance Charges	28.64	18.27	48%
Depreciation	17.73	13.98	27%
Other Income (incl. Exchange Gain/(Loss))	(2.41)	19.72	N.A.
Profit before tax & extra-ordinary items	48.36	63.29	-23%
Net Profit After Tax	37.49	53.26	-29%

Order won during the quarter

Customer	Circles/Country	Revenue Stream
Domestic		
Nokia Siemens Networks	Pan India	Professional Services/Network Planning & Design
Ericsson	Pan India	Network Operations & Maintenance (O&M)
Huawei	Pan India	Network Deployment/ Network Operation & Maintenance
SSTL	South and North East	Network Deployment
Aircel	Pan India	Energy Management Services
International		
Bangla- Link	Bangladesh	O&M
Ericsson	UK	O&M and Professional Services
Bharti-Zain	Kenya	Network Planning & Design
Nokia Siemens Networks	UK, South Africa	O&M
Huawei	Sri Lanka	O&M of Active Infrastructure

Order Visibility



(in Rs. Crore)

Region	Amount
India	3,417
APAC & SAARC	301
Middle East & Africa	289
Europe & North America	310
TOTAL	4,317

Financial Analysis



Parameters	Q1 FY 2010-11	Q1 FY 2009-10
Profitability Ratios		
Gross Profit/Sales (%)	24.37	25.24
EBIDTA/Sales (%)	15.83	15.49
PAT/Total Income (%)	6.17	10.86
Balance Sheet		
Debtors Turnover Days	65	75
Inventory Turnover Days	79	63

Thank you

