



GTL results for Quarter ended June 2011

August 18, 2011

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 Aug-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

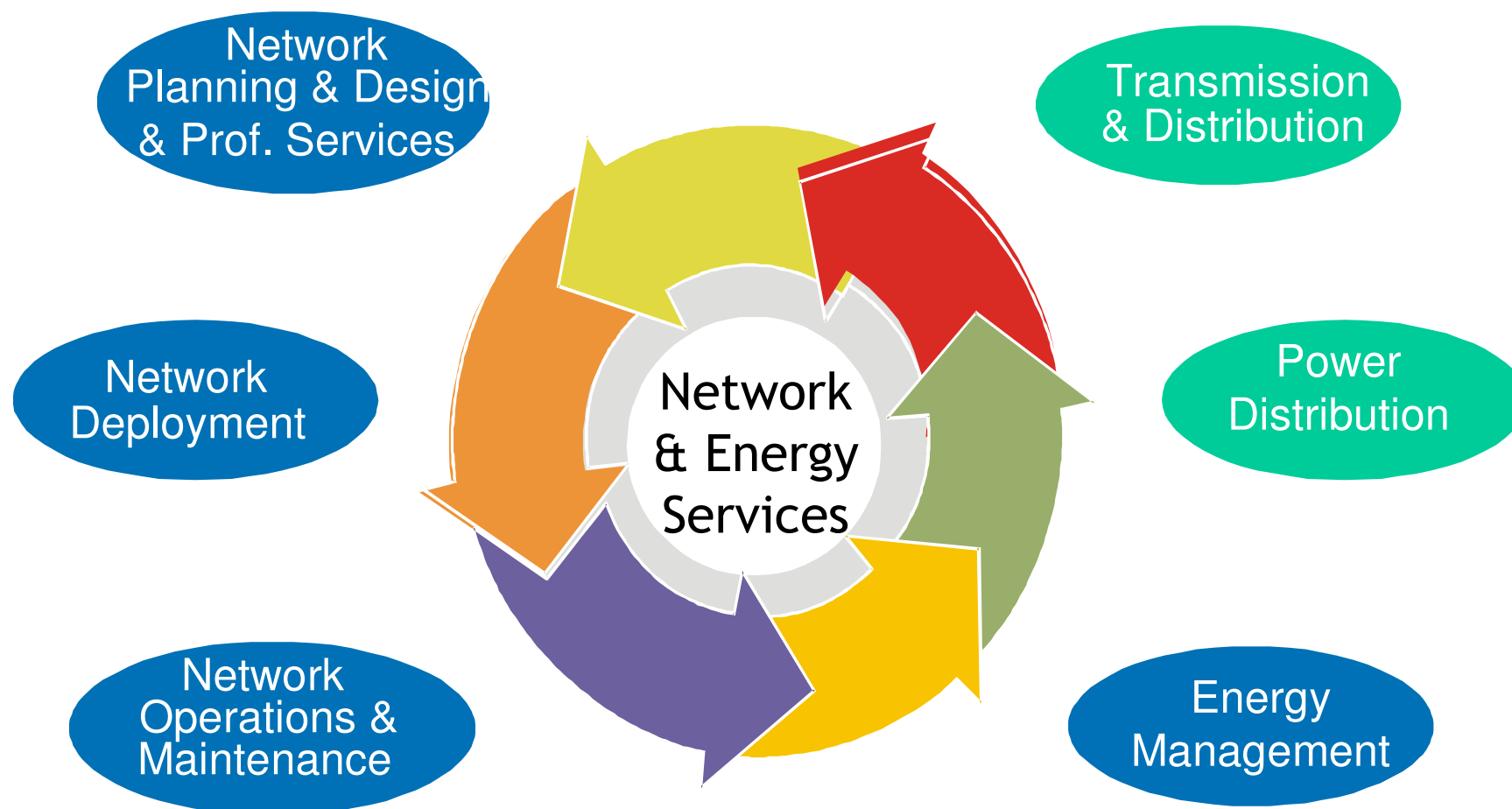
ASSOCIATES

9,612 (As on June 30, 2011)

Listed on

BSE, NSE

Our Services



 - *Network services business*

 - *Energy business*

Results for quarter ended June 2011



(in ₹ Crore)

Particulars	Qtr ended Jun 11	Qtr ended Jun 10	Y-o-Y %
Total Sales & Services	833.74	616.98	35%
Cost of Sales, Services & Delivery	666.24	467.17	43%
Gross Profit	167.50	149.81	12%
Administration Expenses	36.69	36.00	2%
Selling & Marketing Expenses	13.30	16.67	-20%
EBITDA	117.50	97.14	21%
Interest (Net) & Finance Charges	76.34	28.64	164%
Depreciation	23.32	17.73	32%
Other Income (incl. Exchange Gain/(Loss))	3.16	(2.41)	N.A.
Profit before tax	21.00	48.36	(-55%)
Net Profit After Tax	11.95	37.49	(-66%)

Orders won during the quarter



Customer	Circles/Country	Revenue Stream
Domestic		
Huawei	Pan India	Network Deployment, O&M & Professional Services
Alcatel Lucent	Pan India	Network Planning & Design, Network Deployment, O&M & Professional Services
Ericsson	Pan India	Network Deployment, O&M & Infrastructure Management
Nokia Siemens Network	Pan India	Network Planning & Design, Network Deployment, O&M
Tata	Pan India	Network O&M & Professional Services
International		
AT&T	USA	Network Planning & Design
Axiata (Robi)	Bangladesh	Network O&M
Nokia Siemens Network	Kenya, Nigeria	Network Planning & Design, Network Deployment, O&M & Professional Services
Airtel	Kenya	Network Deployment

Order Visibility



(in ₹ Crore)

Region	Amount
Network Services	750
Energy Management Services	800
Transmission & Distribution	600
Power Distribution Franchisee	1,000
TOTAL	3,150



Thank you

