



GTL results for Quarter ended June 2012

July 31, 2012

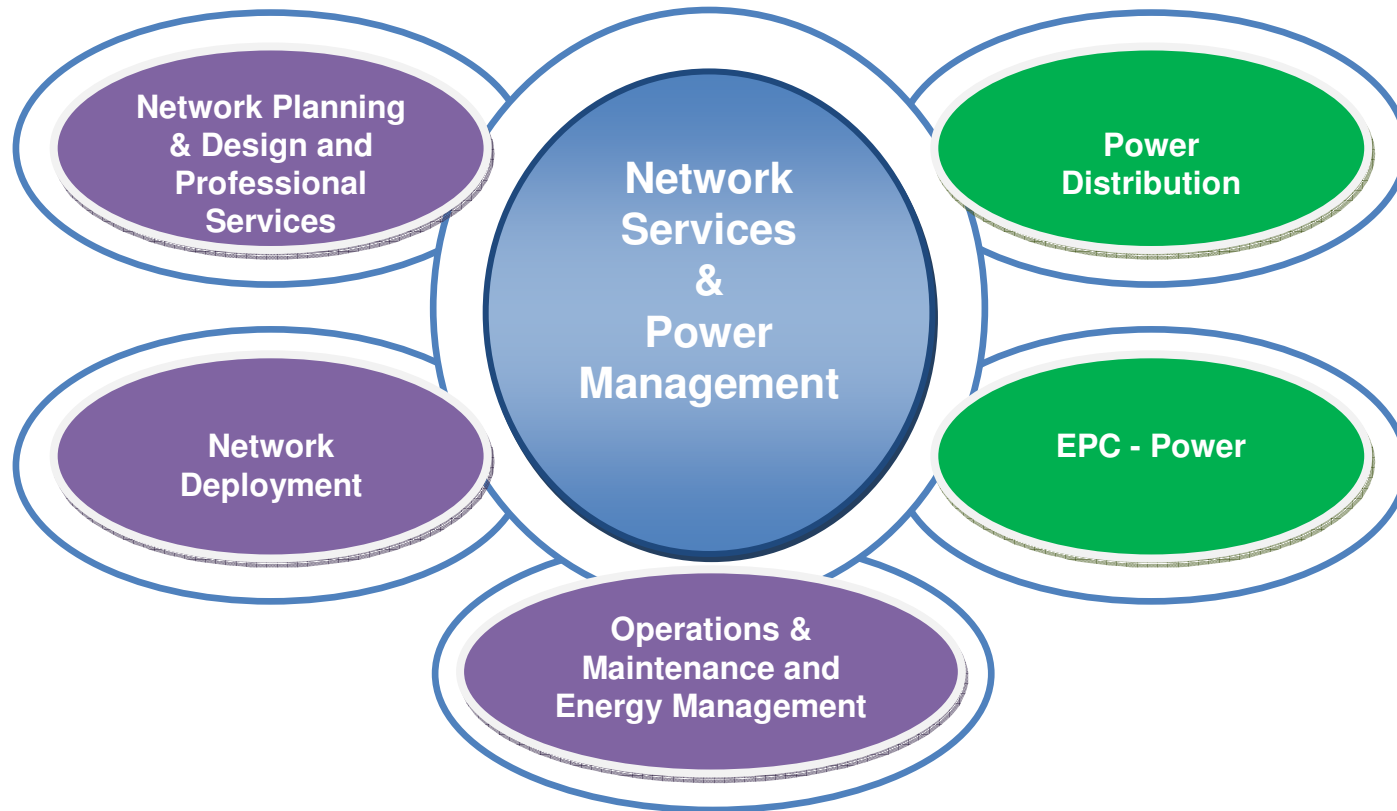
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Board Presentation June 2012

GTL's Service Portfolio



Recent developments Telecom industry



❖ Telecom Sector

- ✓ *Cancellation of 122 2G licenses by Supreme Court*
- ✓ *Levy of property tax on telecom towers by local authorities*
- ✓ *In the Light of the Supreme Court Verdict on the 2G licences a few Telecom Operators affected by the cancellation of their licences have discontinued their operation in India.*

❖ TRAI's recommendations

- ✓ *Fixation of higher reserve price (13 times) for spectrum auction*
- ✓ *Re farming of 900 MHz spectrum leading to higher investment by all telecom operators*
- ✓ *Bringing down foreign direct investment (FDI) cap from 100 per cent to 74 per cent for telecom infrastructure companies*
- ✓ *Extending Universal Licensing to telecom tower companies leading to 8% revenue sharing by telecom tower companies with the government*

Order Book



Orders won during the quarter



Customer	Region	Circle/ Country	Revenue Stream
Videotron	North America	Canada	Network Planning & Design, Optimization
Ericsson	Middle East	KSA, Oman	Network Planning & Design, Network Deployment, Professional Services
AT&T	North America	USA	Network Planning & Design, Optimization
Huawei	Middle East, Africa	KSA, Oman , Qatar, UAE, Uganda	Network Planning & Design, Network Deployment, Network Operations & Maintenance, Professional Services
Nokia Siemens Networks	Middle East, America	UAE	Network Planning & Design, Network Deployment, Network Operations & Maintenance, Professional Services

Order Visibility



(in ₹ Crore)

Services	Amount
Network Services	500
Energy Management Services	800
Transmission & Distribution	400
Power Distribution Franchisee	1,000
TOTAL	2,700

Financials



GTL Q1 Results at Glance- Consolidated



(in ₹Crore)

Particulars	Q1 FY13	Q4 FY12	Q-o-Q %
Net Sales/ Income from Operations	615.98	563.30	9% ↑
Cost of sales, services and Delivery	507.21	457.46	11% ↑
Employee benefit Expenses	75.53	87.29	13% ↓
Other Expenditures	25.64	46.09	44% ↓
EBITDA	7.61	(27.54)	125% ↑
EBITDA Margin	1%	-5%	
Depreciation	34.69	36.10	
Finance cost	139.56	201.49	
Other Income	4.02	44.09	
Profit before tax	(201.23)	(221.04)	
Net Profit after tax	(201.33)	(243.21)	

GTL Q1 Results at Glance- Consolidated



(in ₹Crore)

Particulars	Q1 FY13	Q1 FY12	Y-o-Y %
Net Sales/ Income from Operations	615.98	820.62	25% ↓
Cost of sales, services and Delivery	507.21	578.32	12% ↓
Employee benefit Expenses	75.53	86.35	13% ↓
Other Expenditures	25.64	37.59	32% ↓
EBITDA	7.60	118.36	94% ↓
<i>EBITDA Margin</i>	1%	14%	
Depreciation	34.69	23.32	
Finance cost	139.56	130.08	
Other Income	4.02	56.67	
Profit before tax	(201.23)	21.08	
Net Profit after tax	(201.33)	11.94	



Thank You

