



GTL Q4 FY 2011 results

April 28, 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 Apr-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

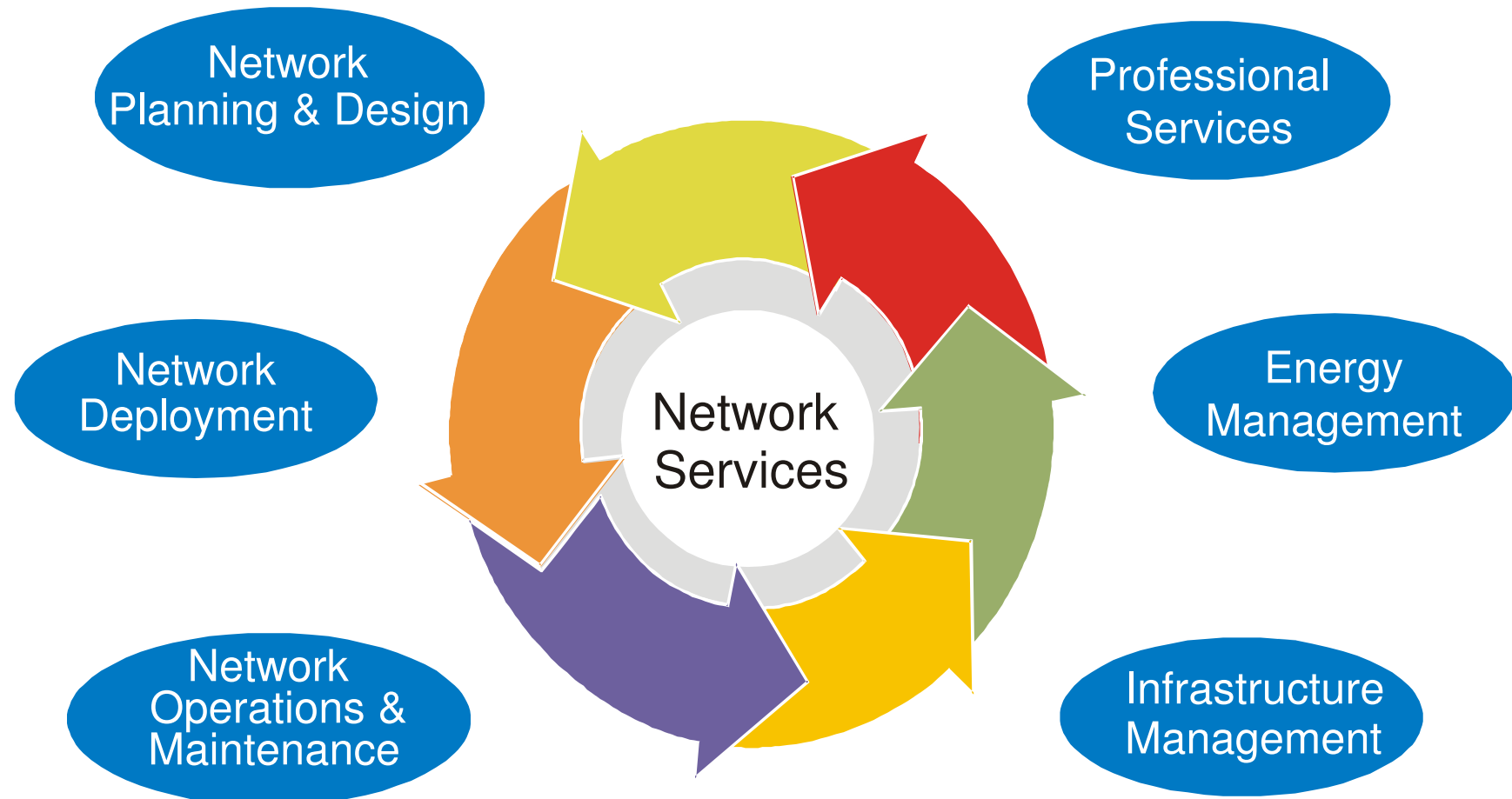
Telecom

ASSOCIATES

8,644 (As on March 31, 2011)

Listed on

BSE, NSE



GTL Q4 results at a glance



(in ₹ Crore)

Particulars	Q4 FY11	Q4 FY10	Y-o-Y %
Total Sales & Services	795.78	624.77	27%
Cost of Sales, Services & Delivery	600.27	469.73	28%
Gross Profit	195.51	155.04	26%
Administration Expenses	52.94	49.36	7%
Selling & Marketing Expenses	17.55	15.81	11%
EBITDA	125.02	89.86	39%
Interest (Net) & Finance Charges	53.27	39.21	36%
Depreciation	22.52	16.15	39%
Other Income (incl. Exchange Gain/(Loss))	3.74	27.77	-87%
Profit before tax	52.98	62.28	-15%
Net Profit After Tax	48.92	43.79	12%

GTL Annual results at a glance



(in ₹ Crore)

Particulars	FY 2010-11	FY 2009-10	Y-o-Y %
Total Sales & Services	3,130.41	2,236.94	40%
Cost of Sales, Services & Delivery	2,399.65	1,674.16	43%
Gross Profit	730.76	562.78	30%
Administration Expenses	165.68	163.07	2%
Selling & Marketing Expenses	67.52	59.36	14%
EBITDA	497.56	340.35	46%
Interest (Net) & Finance Charges	150.99	85.75	76%
Depreciation	81.09	59.43	36%
Other Income (incl. Exchange Gain/ (Loss))	(0.63)	51.53	-101%
Profit before tax & extra-ordinary items	264.87	246.70	7%
Net Profit After Tax	200.21	206.08	-3%

Orders won during the quarter



Customer	Circles/Country	Revenue Stream
Domestic		
MSEDCL	Aurangabad	Power Distribution Franchise
Ericsson	Pan India	Network Deployment, O&M & Professional Services
Nokia Siemens Networks	Pan India	Network Deployment, O&M , Network Planning & Design & Professional Services
Tata	Pan India	Operation & Maintenance Services
Vodafone	Pan India	Infrastructure Management, Network Planning & Design & Network Deployment
International		
Airtel	Bangladesh	Network Deployment
Ericsson	USA & Canada	Network Planning & Design
Airtel	Nigeria	Network Deployment
Nokia Siemens Network	UK	Professional Services, O&M & Network Deployment

Order Visibility



(in ₹ Crore)

Region	Amount
India	3,924
APAC & SAARC	360
Middle East & Africa	244
Europe & North America	208
TOTAL	4,736

Financial Analysis



Ratios



Parameters	FY 10-11	FY 09-10
Profitability Ratios		
Gross Profit/Sales (%)	23.34	25.16
EBIDTA/Sales (%)	15.89	15.21
PAT/Sales (%)	6.40	9.21
Balance Sheet		
Debtors Turnover Days	91	60
Inventory Turnover Days	55	42



Thank you

