



GTL results for Quarter ended March 2012

May 22, 2012

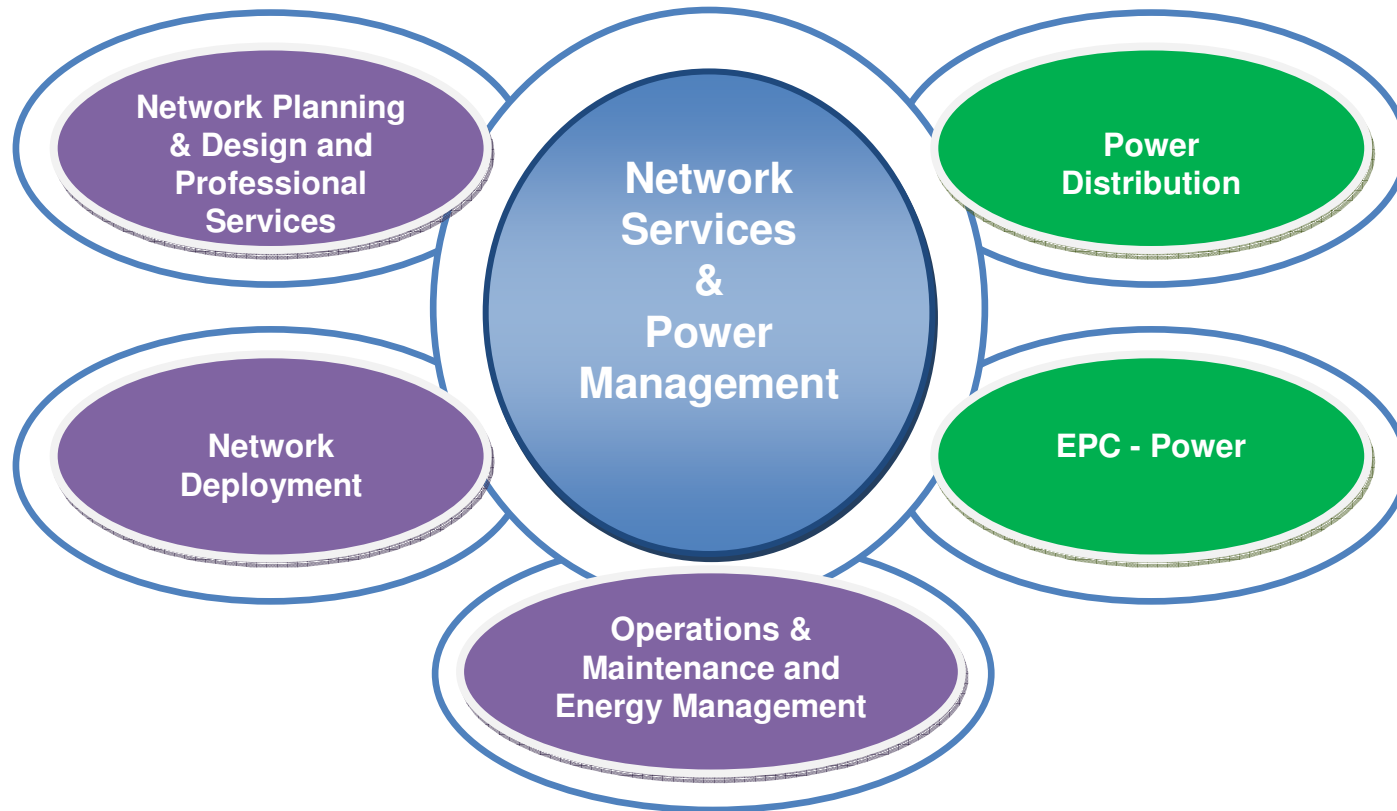
Safe harbor

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Analyst Presentation May 2012

GTL's Service Portfolio



Orders won during the quarter



Customer	Region	Circle/ Country	Revenue Stream
ZTE	APAC, SAARC	Indonesia, Nepal	Network Deployment
Ericsson	Africa, Americas, APAC, Europe, Middle East	Kenya, Niger, Seychelles, USA, Philippines, Indonesia, UK, Oman	Network Planning & Design, Network Deployment, Professional Services
Everything Everywhere	Europe	UK	Network Operations & Maintenance
Huawei	Africa, Europe, Middle East, SAARC	Nigeria, South Africa, UK KSA, Oman , Qatar, Sri Lanka , Nepal	Network Planning & Design, Network Deployment, Network Operations & Maintenance, Professional Services
LTL	SAARC	Sri Lanka	Network Deployment
Nokia Siemens Networks	Africa, Americas, Europe, Middle East,	Kenya, Nigeria, South Africa, Tanzania, Zambia, USA, Canada, UK, KSA	Network Planning & Design, Network Deployment, Network Operations & Maintenance, Professional Services

Order Visibility



(in ₹ Crore)

Services	Amount
Network Services	600
Energy Management Services	800
Transmission & Distribution	400
Power Distribution Franchisee	1,000
TOTAL	2,800

Results for quarter ended March 31, 2012



(in ₹ Crore)

Particulars	Qtr ended Mar 12	Qtr ended Mar 11	Y-o-Y %
Total Sales & Services	566.17	776.10	-27%
Cost of Sales, Services & Delivery	457.36	502.30	-9%
Other Expenses	109.33	146.91	-26%
Interest (Net) & Finance Charges	201.50	108.76	85%
Depreciation	36.10	22.38	61%
Other Income (incl. Exchange Gain/(Loss))	14.27	57.18	-75%
Profit/ (Loss) before tax	(233.85)	52.93	-523%
Net Profit/ (Loss) After Tax	(246.03)	48.91	-603%

Results for year ended March 31, 2012

(in ₹ Crore)

Particulars	FY 12 (9 months)	FY 11 (15 months)
Total Sales & Services	1867.48	3943.16
Cost of Sales, Services & Delivery	1406.81	2647.08
Other Expenses	394.02	691.38
EBITDA	66.65	604.7
Interest (Net) & Finance Charges	451.94	486.14
Depreciation	101.71	104.88
Other Income (incl. Exchange Gain/(Loss))	49.33	271.61
Profit/ (Loss) before tax	(437.67)	285.29
Net Profit/ (Loss) After Tax	(457.37)	211.67



Thank You

