



GTL Q2 FY 2011 results

November 3, 2010

Safe harbor

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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 November -I

GTL at a Glance



Business

Network Services

Founded

1987

Global Headquarters

Mumbai, India

Global Presence

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

Domain Expertise

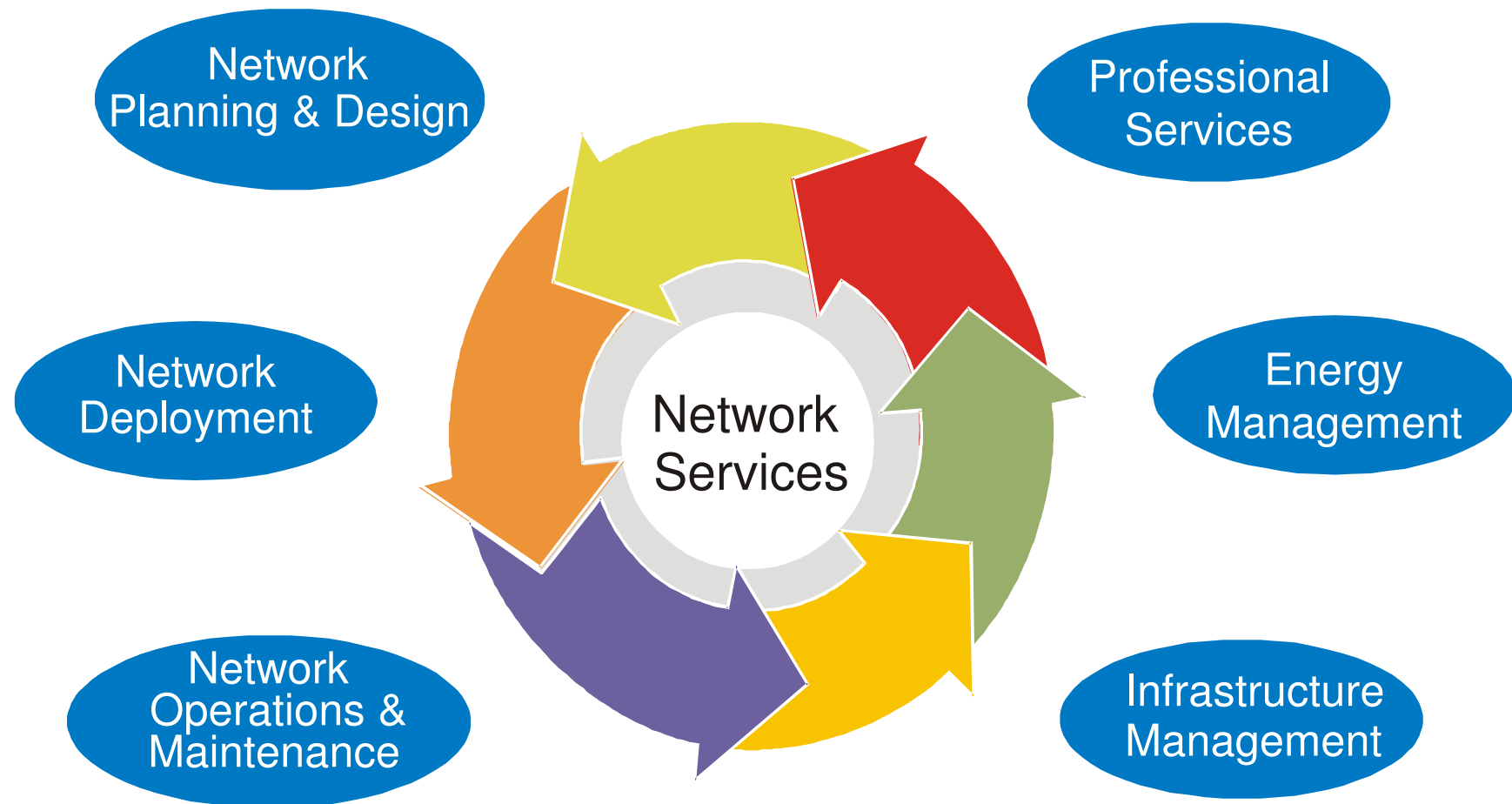
Telecom

ASSOCIATES

7,121 (As on September 30, 2010)

Listed on

BSE, NSE



GTL Q2 results at a glance



(in ₹ Crore)

Particulars	Q2 FY11	Q2 FY10	Y-o-Y %
International	203.76	182.75	11%
Domestic	632.31	377.64	67%
Total Sales & Services	836.06	560.39	49%
Cost of Sales, Services & Delivery	646.16	419.15	54%
Gross Profit	189.89	141.25	34%
Administration Expenses	37.91	40.00	-5%
Selling & Marketing Expenses	18.23	14.19	28%
EBITDA	133.75	87.06	54%
Interest (Net) & Finance Charges	20.07	11.72	71%
Depreciation	19.64	14.44	36%
Other Income (incl. Exchange Gain/(Loss))	(1.70)	(5.16)	N.A.
Profit before tax & extra-ordinary items	92.34	55.74	66%
Net Profit After Tax	64.75	50.22	29%

Orders won during the quarter



Customer	Circles/Country	Revenue Stream
Domestic		
Nokia Siemens Networks	Pan India	Professional Services/Network Planning & Design
Ericsson	Pan India	Professional Services and Operation & Maintenance
Huawei	Pan India	Network Planning & Design and Operation & Maintenance
TTSL	Pan India	Operation & Maintenance and Energy Management Services
Aircel	Pan India	O&M and Energy Management Services
International		
Axiata	Bangladesh	Network Deployment
Ericsson	UK	Active Infrastructure Management (Hot Swap) and Professional Services
NSN- South Africa	Kenya	Network Planning & Design
Huawei	APAC	Network Planning & Design
Alcatel- Lucent	Sri Lanka	Network Deployment

Order Visibility



(in ₹ Crore)

Region	Amount
India	3,510
APAC & SAARC	320
Middle East & Africa	305
Europe & North America	340
TOTAL	4,475

Financial Analysis



Ratios



Parameters	Q2 FY11	Q2 FY10
Profitability Ratios		
Gross Profit/Sales (%)	22.71	25.21
EBIDTA/Sales (%)	16.00	15.54
PAT/Total Income (%)	7.76	8.96
Balance Sheet		
Debtors Turnover Days	51	79
Inventory Turnover Days	43	69



Thank you

