



GTL results for Quarter ended September 2011

November 14, 2011

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 Nov-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

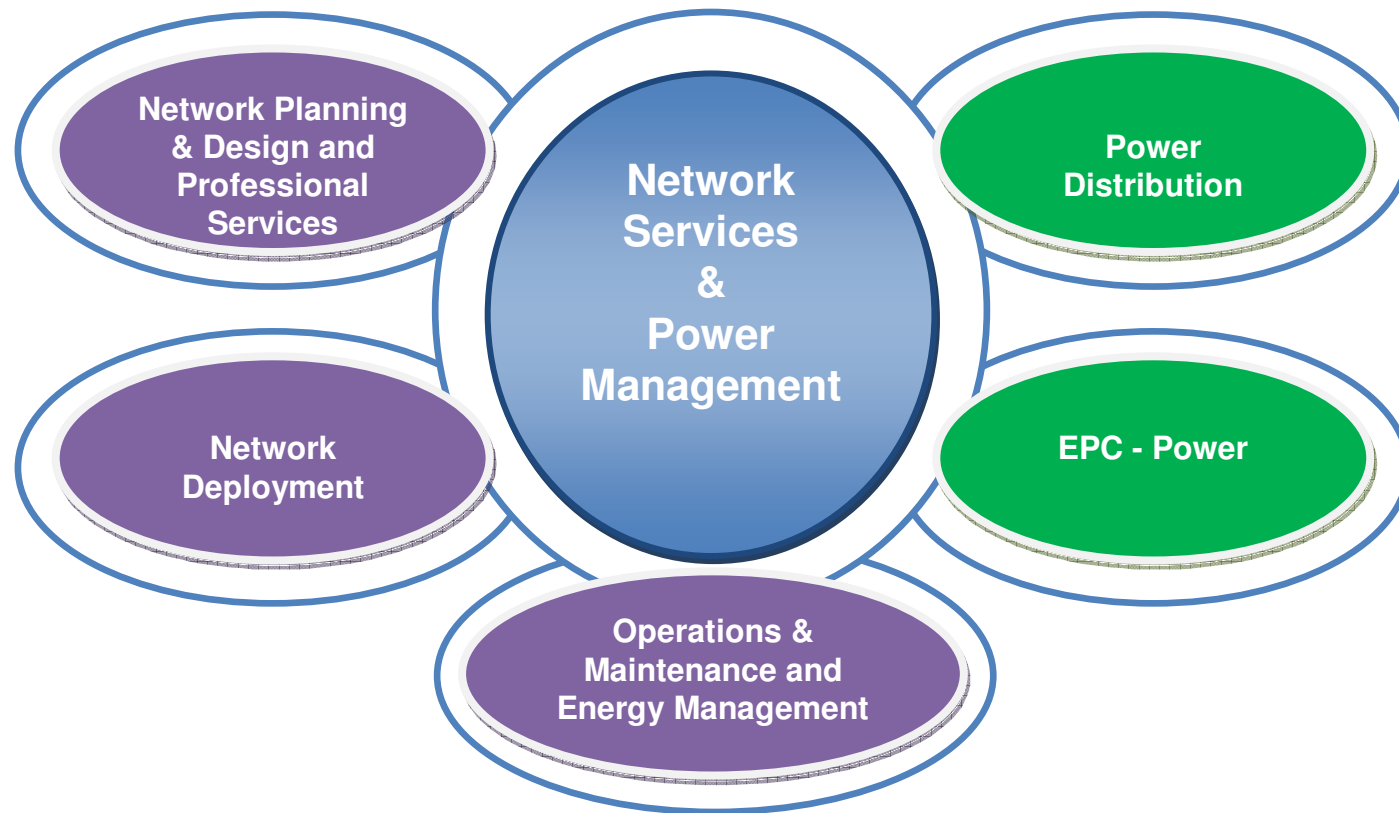
Associates

9,333 (*As on September 30, 2011*)

Listed on

BSE, NSE

GTL's Service Portfolio



Results for quarter ended September 2011



(in ₹ Crore)

Particulars	Qtr ended Sep 11	Qtr ended Sep 10	Y-o-Y %
Total Sales & Services	664.14	836.06	(21%)
Cost of Sales, Services & Delivery	555.39	646.16	(14%)
Gross Profit	108.75	189.90	(43%)
Administration Expenses	28.35	37.91	(25%)
Selling & Marketing Expenses	11.97	18.23	(34%)
EBITDA	68.43	133.75	(49%)
Interest (Net) & Finance Charges	133.04	20.07	563%
Depreciation	30.70	19.64	56%
Other Income (incl. Exchange Gain/(Loss))	(19.40)	(1.70)	NA
Profit before tax	(114.71)	92.34	NA
Net Profit After Tax	(112.25)	64.75	NA

Orders won during the quarter

Customer	Circles/Country	Revenue Stream
Domestic		
Huawei	Pan India	Network Deployment & Managed Network services
Aircel	Pan India	Network Planning & Design, O&M & Energy Management
Ericsson	Pan India	Network Deployment, O&M & Professional Services
Nokia Siemens Network	Pan India	Network Planning & Design, Network Deployment, O&M , Professional Services & Infrastructure Management
ZTE	Pan India	Network Planning & Design & Network Deployment
MSEDCL	R- APDRP	Power T&D
International		
Huawei	Tanzania , South Africa, Nigeria	Network Planning & Design, Network Deployment & Professional Services
Ericsson	UK	Network Planning & Design, Network Deployment & Professional Services
Nokia Siemens Network	UK, Kenya, Nigeria	Network Planning & Design, Network Deployment, O&M & Professional Services
ZTE	Nepal, Sri Lanka	Network Deployment

Order Visibility



(in ₹Crore)

Domestic – (A)	Amount
Network Services	300
Energy Management Services	800
Transmission & Distribution	500
Power Distribution Franchisee	900
TOTAL	2,500

International – (B)	Amount
Network Services	500
TOTAL ORDER VISIBILITY (C) = (A) + (B)	3,000



Thank You

