



# **GTL results for Quarter ended Sept 2012**

**Oct 30, 2012**

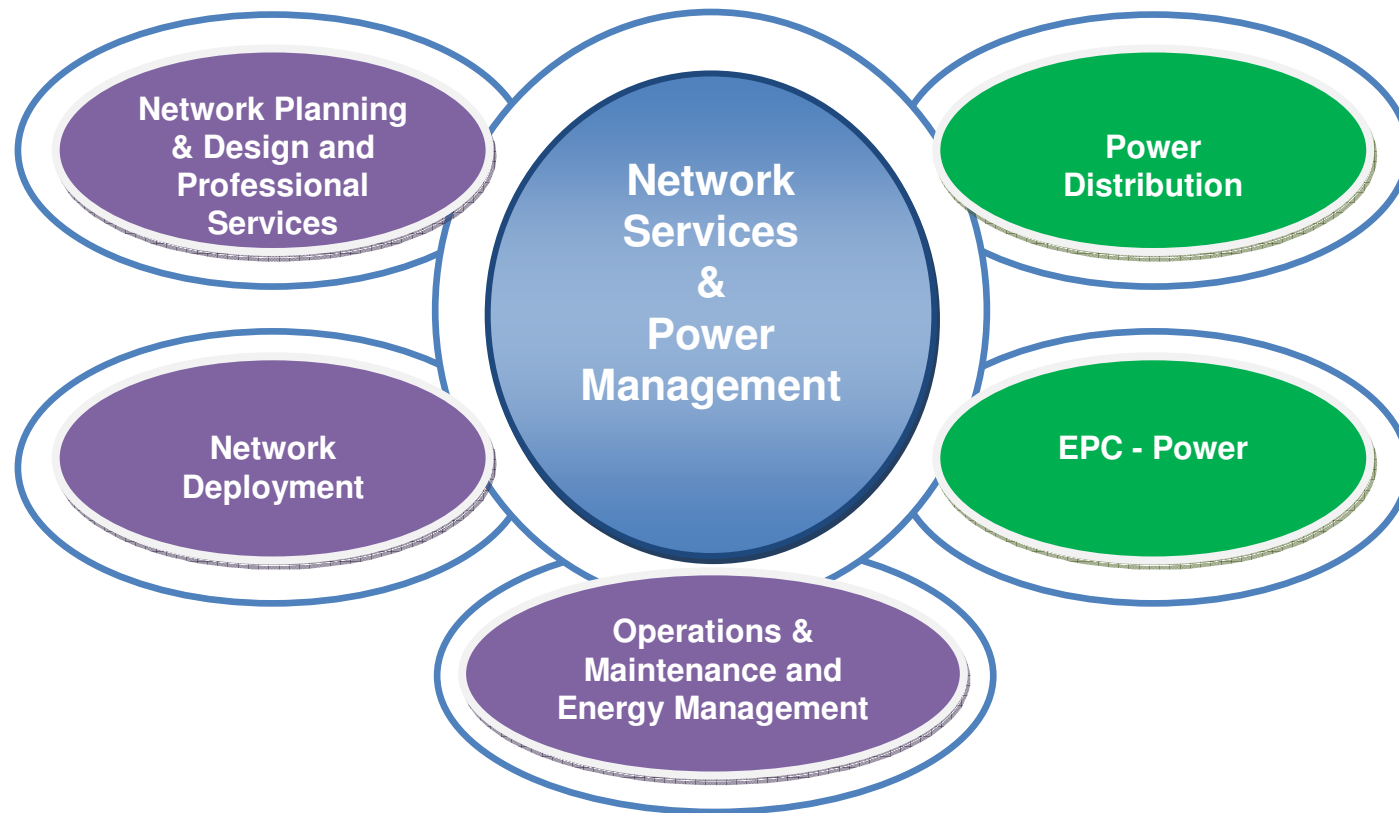
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Board Presentation Sept 2012

# GTL's Service Portfolio



# Order Book



# Orders won during the quarter



Customer	Region	Circle/ Country	Revenue Stream
Airtel	Africa, SAARC	Nigeria, Bangladesh	Network Deployment
Ericsson	Middle East	KSA, Oman	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
Everything Everywhere	Europe	UK	Network Operations & Maintenance
Smart Telecom	SAARC	Nepal	Network Deployment
GVK	Asia	India, Jharkhand	Power : Balance of Plant construction and O & M for 5 years

# Order Visibility



(in ₹ Crore)

Services	Amount
Network Services	450
Energy Management Services	800
Transmission & Distribution	400
Power Distribution Franchisee	1,000
<b>TOTAL</b>	<b>2,650</b>

# Financials



# GTL Q2 Results Q-o-Q at Glance- Consolidated



(in ₹Crore)

Particulars	Q2 FY13	Q1 FY13	Q-o-Q %
Net Sales/ Income from Operations	615.34	615.98	
Cost of sales, services and Delivery	492.02	507.21	3% ↓
Employee benefit Expenses	81.63	75.53	8% ↑
Other Expenditures	(0.97)	25.64	104% ↓
<b>EBITDA</b>	<b>42.66</b>	<b>7.61</b>	<b>461% ↑</b>
<i>EBITDA Margin</i>	7%	1%	
Depreciation	33.15	34.69	
Finance cost	151.46	139.56	
Other Income	17.38	4.02	
Profit before tax	(124.74)	(201.23)	
<b>Net Profit after tax</b>	<b>(125.74)</b>	<b>(201.33)</b>	

# GTL Q2 Results Y-o-Y at Glance- Consolidated



(in ₹ Crore)

Particulars	Q2 FY13	Q2 FY12	Y-o-Y %
Net Sales/ Income from Operations	615.34	660.55	7% ↓
Cost of sales, services and Delivery	492.02	473.04	4% ↑
Employee benefit Expenses	81.63	87.17	6% ↓
Other Expenditures	(0.97)	57.28	102% ↓
<b>EBITDA</b>	<b>42.66</b>	<b>43.06</b>	<b>1% ↓</b>
<i>EBITDA Margin</i>	7%	7%	
Depreciation	33.15	30.69	
Finance cost	151.46	150.79	
Other Income	17.38	23.65	
Profit before tax	(124.74)	(114.77)	
<b>Net Profit after tax</b>	<b>(125.74)</b>	<b>(112.24)</b>	





**Thank You**

