

AGC Networks records Significant Improvement at PAT level in FY15

Mumbai, 27 May 2015: AGC Networks Limited, (BSE: 500463 and NSE: AGCNET), an Essar enterprise and a Global Solution Integrator announced audited financial results for year ended March 31, 2015.

Highlights for FY 2015 vs FY 2014 :

- Revenue at Rs 888.78 Crs in FY 2015 against Rs 771.64 Crs in FY 2014; **growth of 15.2%**
- EBIDTA for FY15 is Rs 30.45 Crs against EBIDTA (loss) of Rs 161.72 Crs in FY 2014
- PAT in FY 2015 is Rs 14.77 Crs as against PAT (Loss) in FY 2014 of Rs 271.59 Crs

Highlights for Q4 FY 2015 vs Q4 FY 2014 :

- Revenues for Q4 FY 2015 increased by **36.5%** to Rs 241.61Crs from Rs 176.94 Crs in Q4 FY 2014
- EBIDTA for Q4 FY15 is Rs 20.31 Crs against EBIDTA (loss) of Rs 36.67 Crs in Q4 FY 2014
- PAT for Q4 FY 2015 is Rs 47.01 Crs against PAT (Loss) of Rs 55.25 Crs in Q4 FY 2014

Business Highlights

Unrelenting focus on delivering Return on Technology Investments (**ROTI**) to its customers coupled with quarter-after-quarter (**QaQ**) improvements have enabled AGC's emergence as a **brand of choice** for enterprise and mid-market customers, in the quest to deliver best-in-class customized technology solutions globally.

Speaking on the occasion, **Anil Nair, MD & CEO**, AGC Networks said "Sharp focus on core and strategic areas in each of AGC's geographies underscores our overall business financials. International business has stabilized under the leadership of **Sanjeev Verma**. Middle East & Africa has attained significant growth in the year. The APAC geo is now being consolidated under the leadership of **Peter Jayaseelan**. Our new office at Philippines and anticipated opening up of opportunities in Singapore and ASEAN will help AGC set the pace. India continues to be at the epicenter of AGC's **Center of Excellence** drawing on innovations at various countries. Driving the **networking of AGC's global tech resource pool** reinforces that agenda."

Amal Thakore, Chief Financial Officer, AGC Networks said "Governance, quality and self-sustaining, positive cash flows in each geography are the cornerstones of AGC's global scale up. Moreover, being cash flow positive in all geographies is reflective of sustainable customer satisfaction as well. The Company will also strive to be an asset light organization, with focus on reducing debt judiciously."

AGC's board has been further strengthened with the appointment of **Jangoo Dalal**, an industry veteran. His prior roles in a career spanning 24 years include his tenures as President India & SAARC, Avaya India and President India and SAARC at Cisco.

Recognitions from partner community include,

- ANZ Top Networking Partner and ANZ Partner of the Year 2015 from **Avaya** for Australia
- Partner of the Year – Western Region, India from **Juniper**
- Partner of the Year – Eastern Region, India from **HP**

About AGC Networks:

AGC Networks (AGC) is a Global Solution Integrator delivering technology solutions in Unified Communications, Network Infrastructure & Data Center, Cyber Security and Enterprise Applications. AGC is a leader in Enterprise Communications in India and has a significant presence in the Middle East / Africa, North America, Australia / New Zealand and Philippines.

In collaboration with global technology partners like Avaya, Cisco, HP, Juniper, Verint and Polycom among others, AGC delivers domain-focused, flexible and customized technology solutions and seamless services to accelerate our customer's business. AGC Networks is an Essar Enterprise. For more information log on to www.agcnetworks.com

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