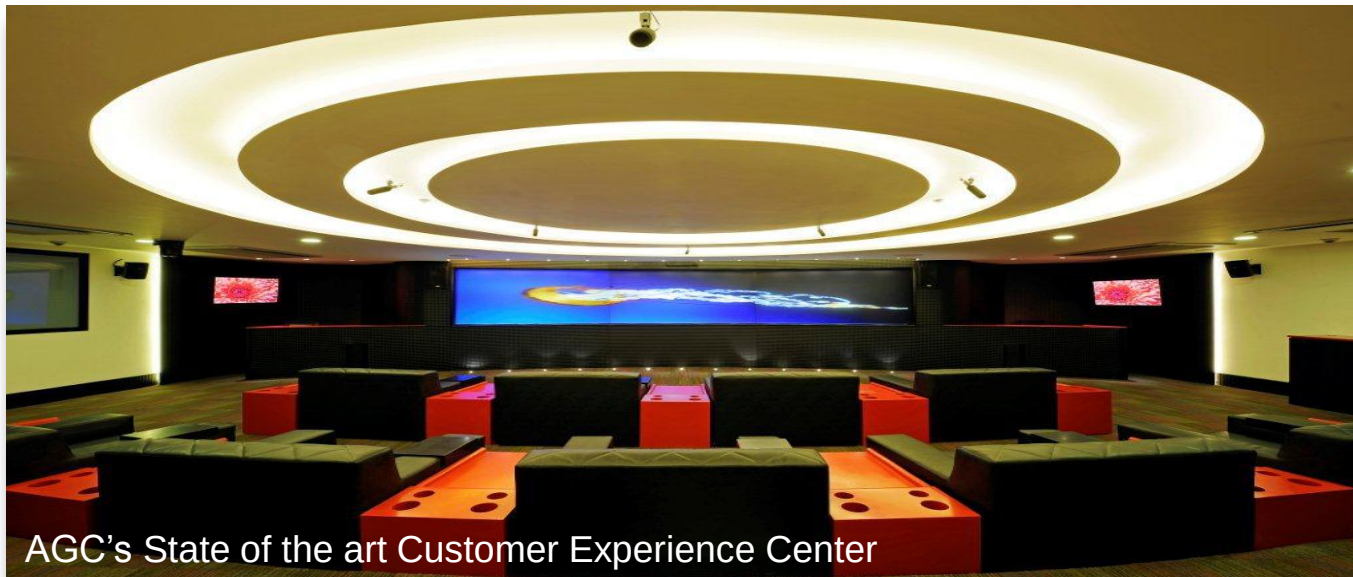




AGC's State of the art Customer Experience Center

AGC Networks Limited

Q3 FY'12-13 Results Update

S K Jha

Managing Director and CEO

February 12, 2013

An **ESSAR** Enterprise



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About AGC Networks



- ✦ A Leading Global ICT Solutions Provider and Integrator
- ✦ Extended base of 2500+ customers across verticals
- ✦ 65+ Technology alliance partner base around the globe
- ✦ A network of over 170 channel partners
- ✦ 26+ years of experience in global markets
- ✦ Delivering integrated value chain across client businesses
- ✦ Enabling customized solutions to end clients through a differentiated vertical approach



Business Imperatives from a CXO lens

CEO Imperatives

- Revenue Growth
- Superior Customer Service
- Business Efficiency

CFO Imperatives

- Manage Risk & Compliance
- Cost Reduction
- Cash flow Management

CIO Imperatives

- Investment Protection
- Clear ROI on Technology
- Rapid & Flexible Deployment

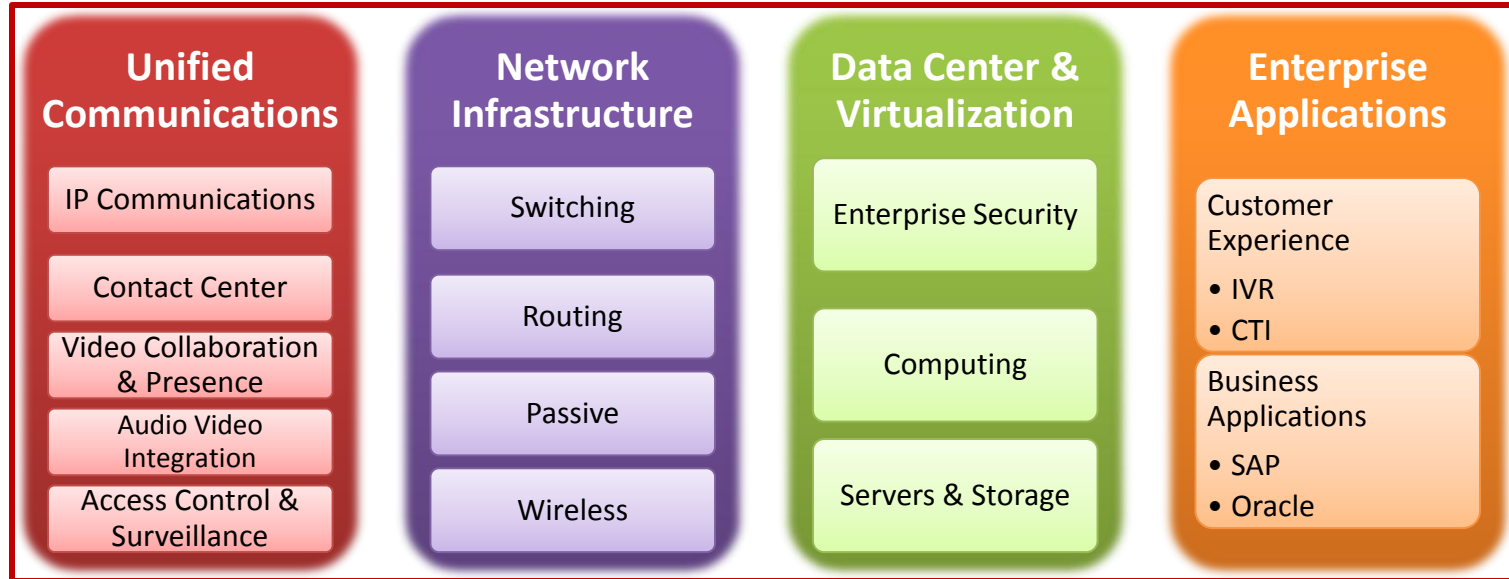
Key Focus Areas

1. Profitable Growth
2. Customer Experience
3. Compliance
4. Operational Efficiencies

Enabling 'C' level Business Imperatives

Profitable Growth
through better network
connectivity & flexible
deployment models

**Superior Customer
Experience** through
effective customer care
apps, CC solutions & PSO



Improved Compliance
through surveillance,
security solutions &
GRC services

Operational Efficiencies
using IP communication,
video, virtualization



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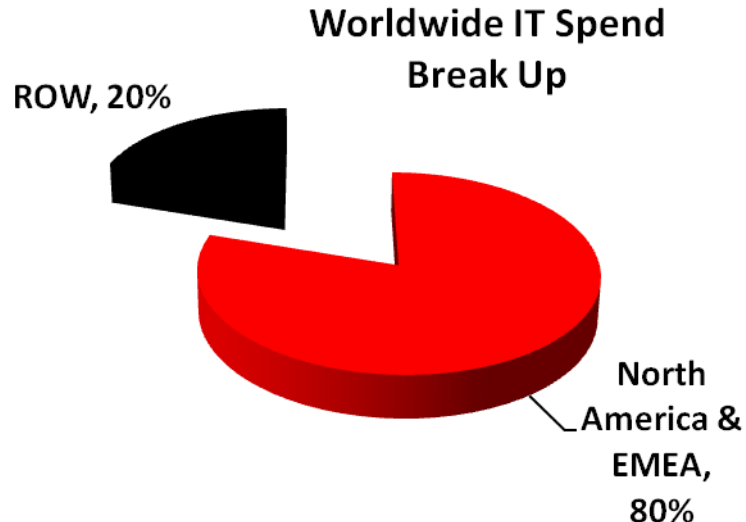
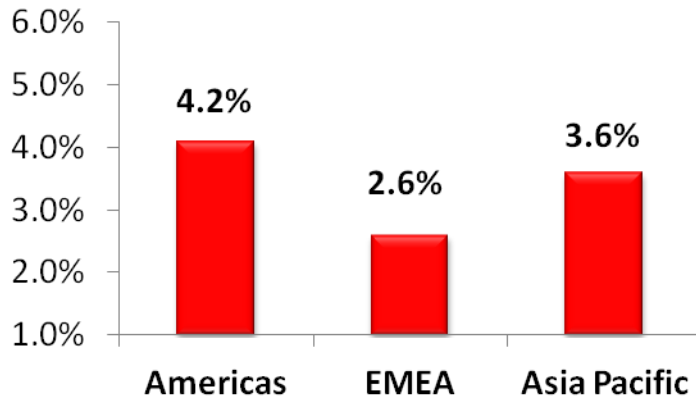
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Current Trends - Industry

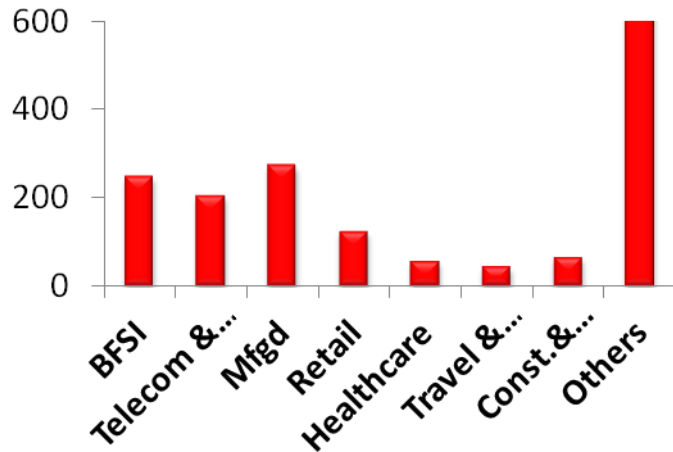
Growth Rates-Region wise 2012



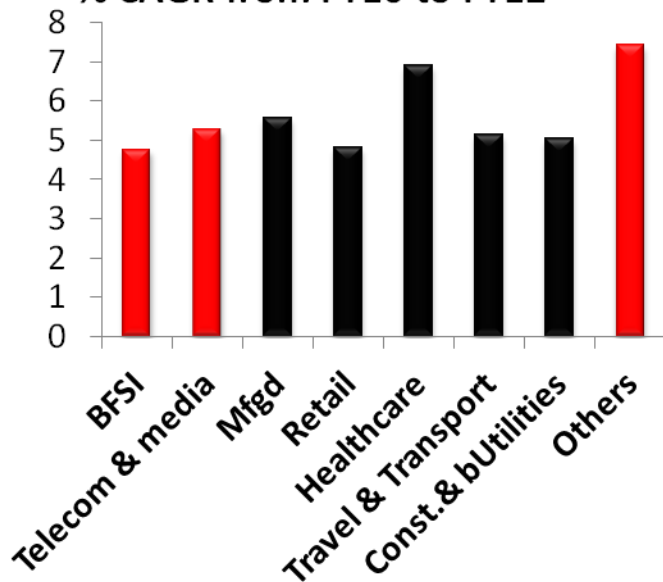
- **Asia Pacific** region records a growth of **3.6%**. Trend to continue as enterprises in emerging economies challenge existing global MNC's
- **North America & EMEA** account for **80 %** of the *worldwide IT spend
- IT spending in the US has grown by **4.2%**
- The **Middle East** shall continue to remain least affected by the economic crisis as oil prices and demand for services increase.

Current Trends - Industry

Global IT spend in 2012 in USD Bn.



% CAGR from FY10 to FY12



➤ The industry trend is slowly shifting focus to the sunrise sectors

➤ Sectors such as **manufacturing , travel ,retail & healthcare** show CAGR's of 5.56%,5.13%,4.8%, and 6.9% respectively.

➤ AGC has been able to tap up with the current trends and increase foothold in these verticals



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Business Highlights – Global

Middle East and Africa

- New wins in South Africa and Nigeria
- 5 Year Contract for Hosted Contact Centre at Largest Telecom Player in SA
- New OEMs relationships signed up with Oracle, IBM and ACME Packet



APAC

- Significant opportunities developed for Government sector
- Succeeded in winning over BPO/CC customers
- Video Solution designed for two of Bangladesh based leading Transmission Network Providers



ANZ

- Robust Pipeline
- Services Led Business Model
- Partnership with Huawei in Education Sector
- High Growth expected in FY14



North America Highlights

Geo Readiness

- Operating in US Headquarters facility in Dallas TX
- Customer experience Centre now under construction
- Operating in Collaboration and IT systems

Business Coverage

- On-boarded OEM agreements and higher level partnerships
- Introduced AGC Networks to over 200 Enterprise Customers
- Verticals represented => Healthcare, Government, Technology, Gaming, Outsourcing/Services, Retail

Manpower building

- Built third party delivery organization
- Completed significant number of sales and technical certifications



India Business Highlights



BFSI

- Offering in Trading Solutions to a leading nationalized bank
- PAN India based Multi-Year Video Deployment Contract n largest Nationalized Bank

Telecom

- Providing UC solution to Leading Telecom player in India
- Networking Solution for a leading GSM and CDMA solution provider

SMB Solutions

- Penetrated Mid Market with Contact Centre Solution
- Largest Channel Partner Networking in SI Industry

IT/ITeS

- Acquired a new logo-A global IT company for providing IT & Telecom Infrastructure solutions for NI and Voice.
- Designed and created the architecture of a Network Infrastructure solution for Data Center to a B2B Satellite Communication Operator in the video and data service space.
- Cisco Solution deployed for a leading IT Consulting Firm

Healthcare/ Education / Travel & Hospitality

- Govt projects being tested in rural areas for greater penetration
- Video and Board Room Solution in a leading Educational Institute of National Repute
- End to end IT Infrastructure and Analytics Solution to one of the largest Travel House

Power & Utility

- AGC designed and created the architecture of a AV Infrastructure solution comprising of a Command Centre at the HQ and connecting 12 remote locations in far flung areas of North East for Video Conferencing and IP Surveillance over VSAT for a leading Power Utility Service provider , enabling it to collaborate and monitor project progress on a real time thereby helping it to enhance productivity , increase efficiency and reduce cost

GPD

- Actively participating in Government and State projects RFQs
- Recent wins from a Govt. Infrastructure Corp. for video solutions
- Large rate contract signed for video solutions with an Informatics Centre

Auto Manufacturing

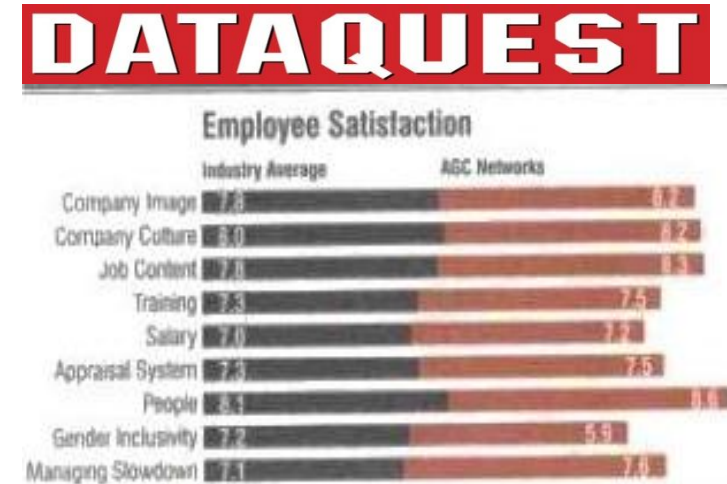
- Designed Avaya and Juniper Network Infrastructure for two leading auto manufacturing companies



- Ranked as 3rd "Best IT Employer" in DataQuest – CMR Best Employer Survey 2012

- Recognized as one of the 'Highest growth companies in 2012'

Source : Dataquest DQ Top 20 survey, India
Dataquest CMR < 2000 employees, India



Nobility in Business

- AGC Networks completes 4 years of delivering seamless emergency support services to Childline

CHILDLINE service is the single largest service of its kind in India and the largest children's helpline service in the world.





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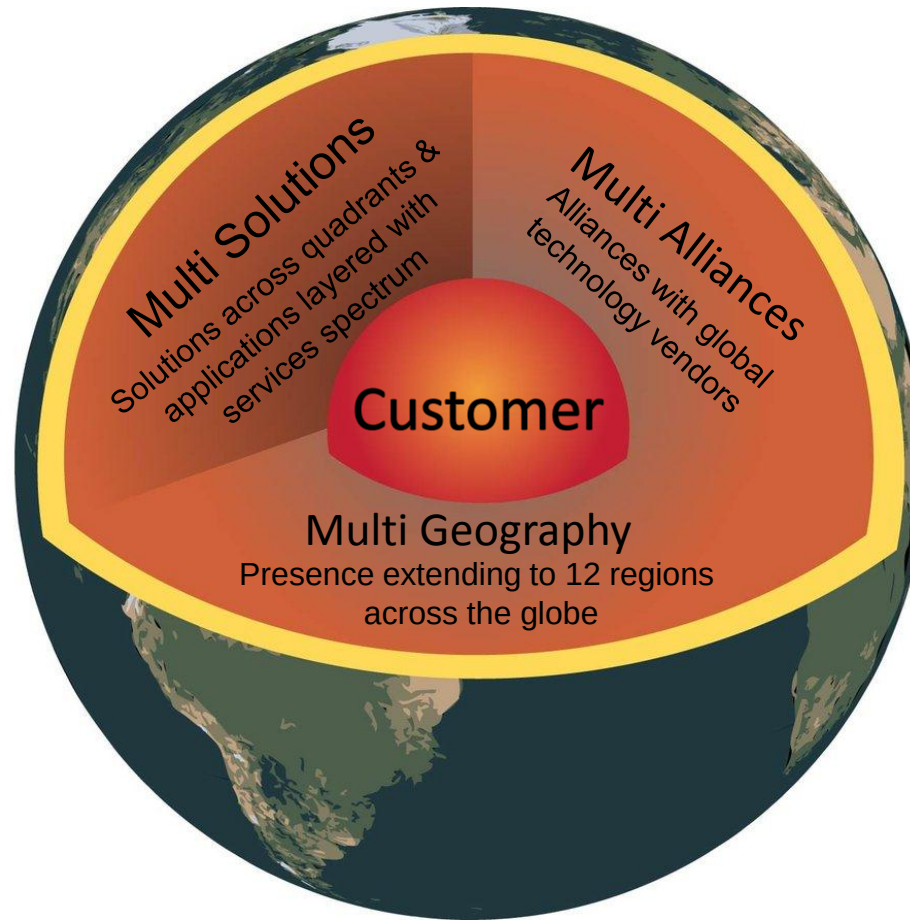
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AGC's 10³ Growth Strategy



With the Customer at the core, AGC focuses on 'Enabling experience' for its customers' customer through customized technology based solutions and services offerings

Strategy Implementation

Geos

- US to achieve a significant run rate
- MEA continuing vertical and regional inroads

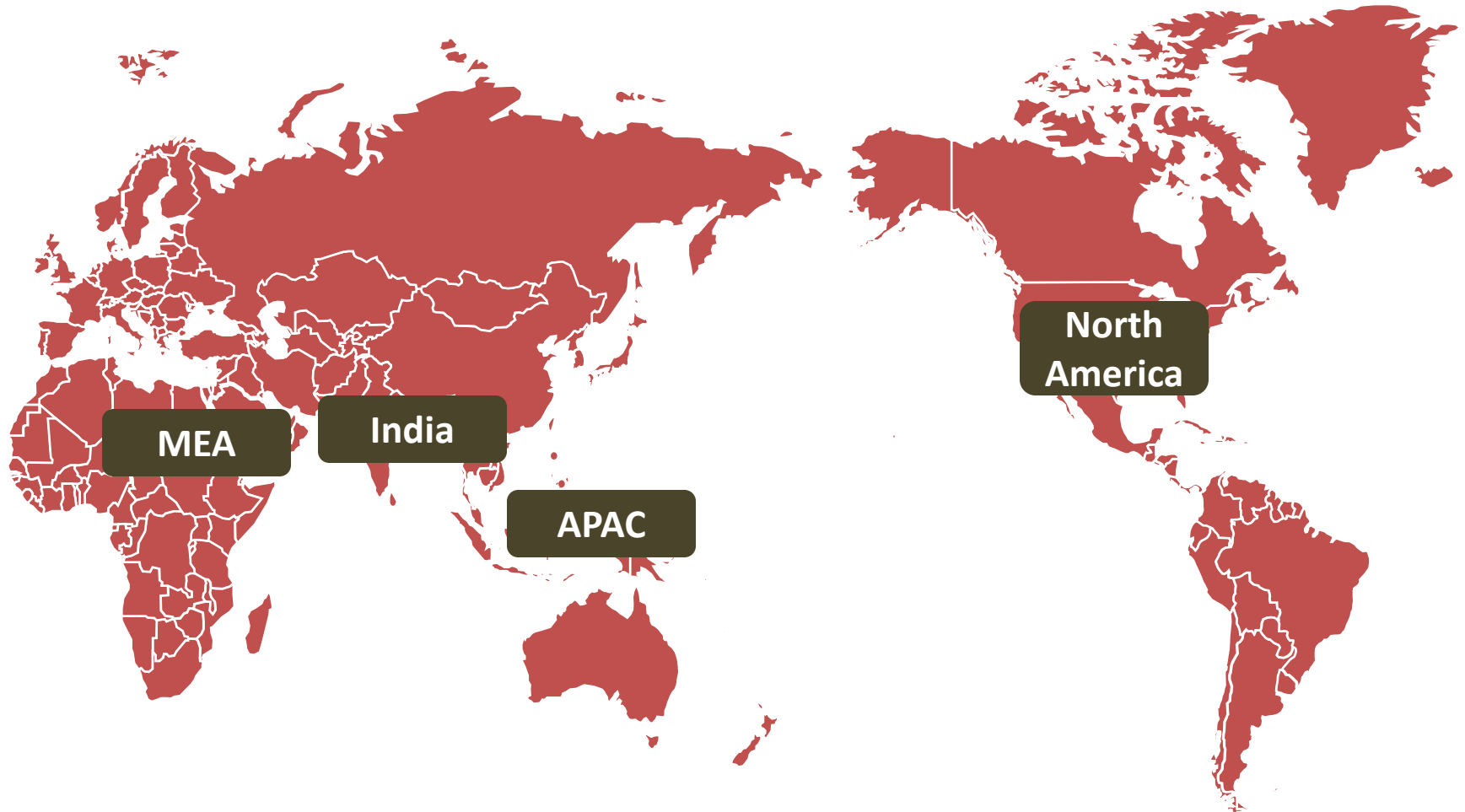
Solutions

- Integrated Solutions across verticals
- Multi quadrant Solutions

Alliances

- Strong Partnerships leveraged extending to Newer markets

Global Footprints



AGCs expanding footprints across 4 Global Markets and 12 Regions



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Key Highlights



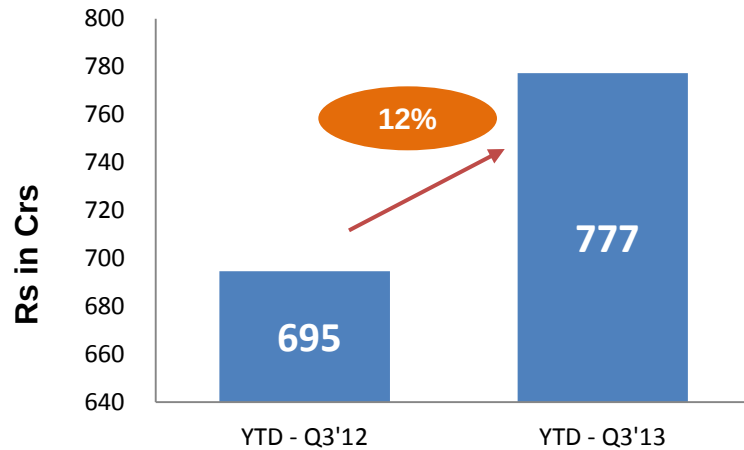
	FY-13	FY-12	YoY	FY-13	FY-12	YTD
	Q3	Q3	% Growth	Q1 to Q3	Q1 to Q3	% Growth
Revenue	249	241	3%	777	695	12%
Gross Margin	62	62	-1%	201	177	14%
Gross Margin %	25%	26%		26%	25%	
EBIDTA	3	29	-88%	58	64	-10%
EBIDTA %	1%	12%		7%	9%	
PBT	17	23	-26%	50	51	-1%
PBT %	7%	9%		6%	7%	
PAT	14	18	-24%	45	40	15%
PAT %	6%	8%		6%	6%	
EPS (in Rs)	4.9	6.4	-24%	16.0	13.9	15%

- Based on the current growth trajectory, we are confident of comfortably outperforming the industry average growth rates.
- YTD Dec '13 Revenues increased by 12%, Gross Margins increased by 14% and PAT increased by 15% compared to YTD Dec '12
- EBIDTA decreased by 10% due to set up cost of new geographies
- Unrealized exchange loss of Rs 3.5 cr on account for foreign currency payables/receivables
- New Geo's as engine of Growth to kick in the coming quarters

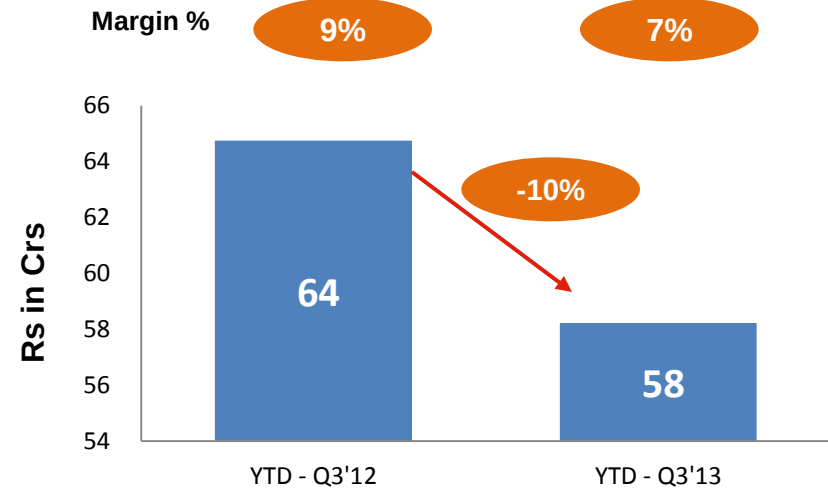
YTD Q3 Financials



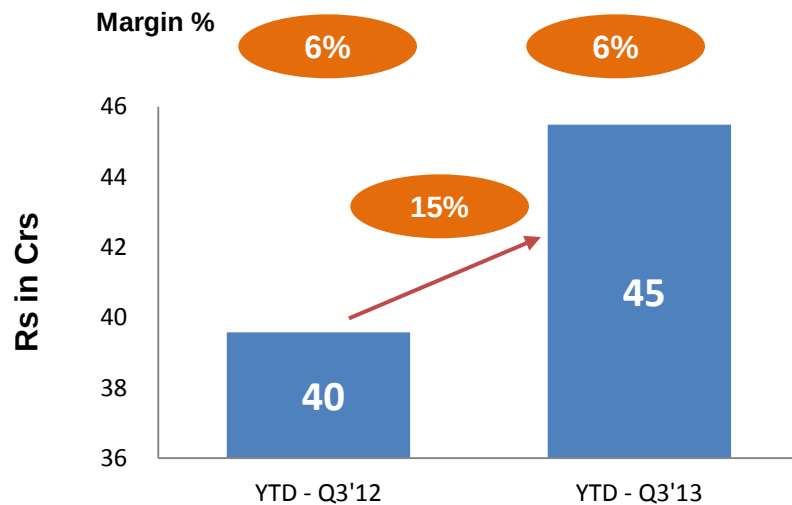
Revenue



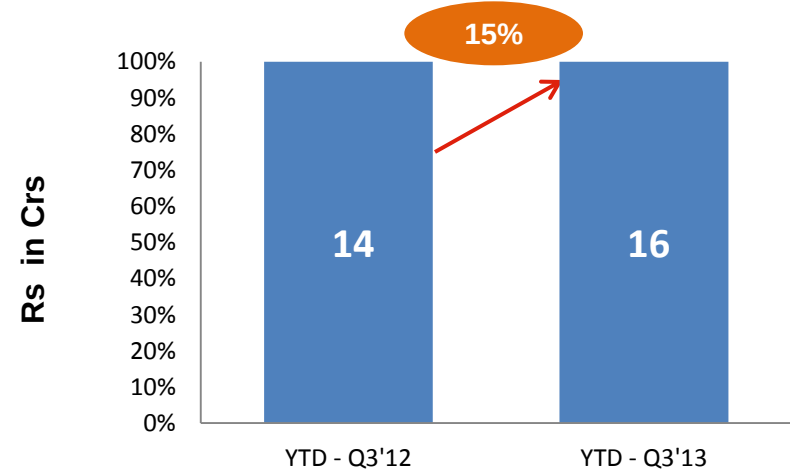
EBIDTA



PAT



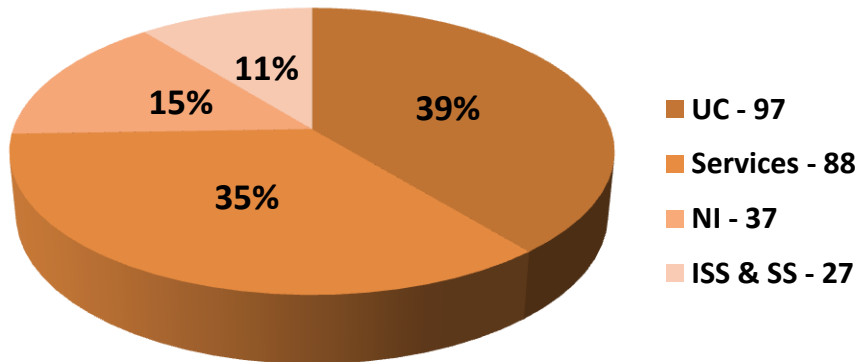
EPS



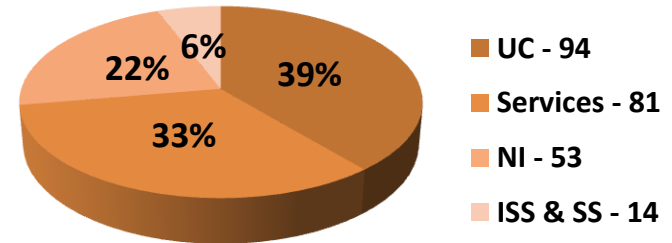
Quadrant wise Revenue – Q3/YTD-Q3 (Rs in Crs.)



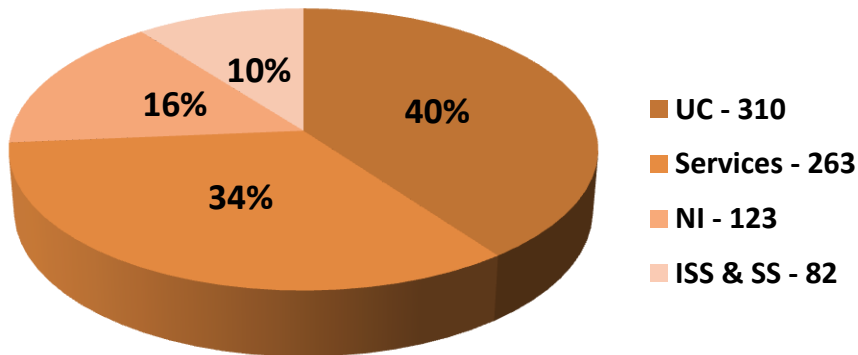
Q3 ' 13 - Rs 249 Crs



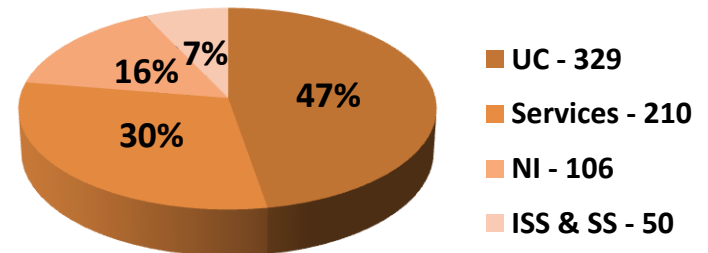
Q3 ' 12 - Rs 241 Crs



YTD-Q3-13 - Rs 777 Crs



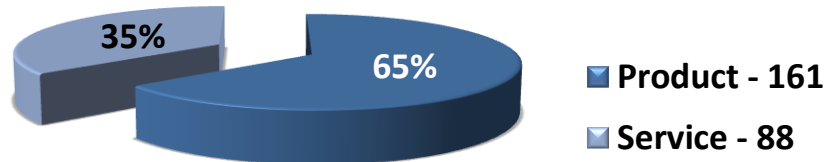
YTD-Q3-12 - Rs 695 Crs



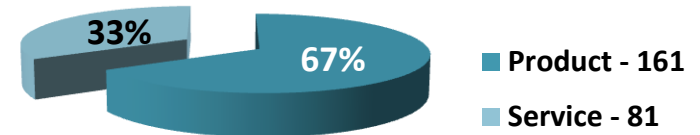
Product & Service Mix – YoY Revenue



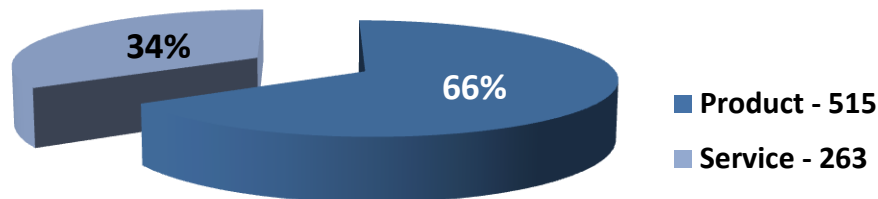
Q3 ' 13 - Rs 249 Crs



Q3 ' 12 - Rs 241 Crs



YTD-Q3-13 - Rs 777 Crs

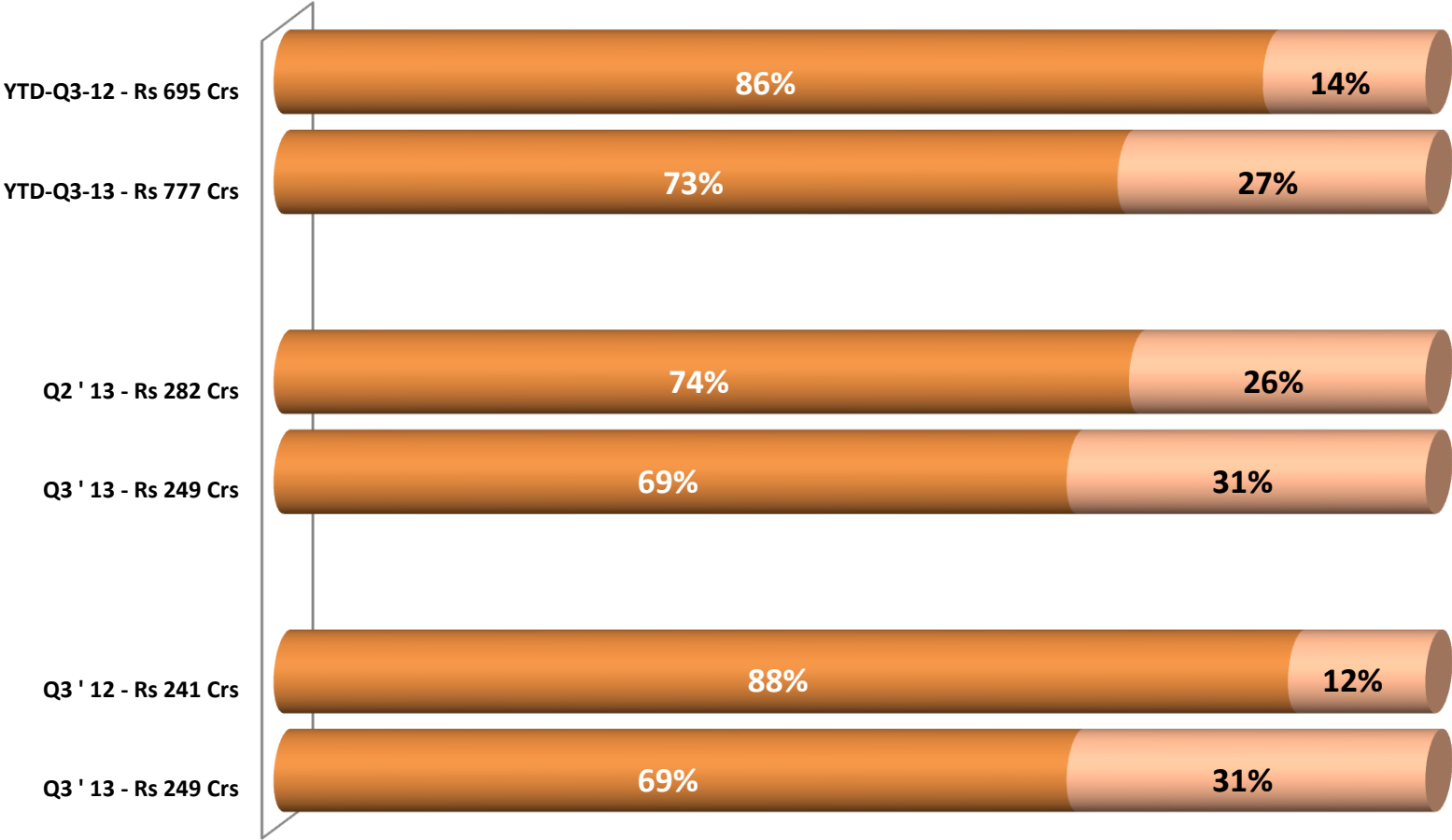


YTD-Q3-12 - Rs 695 Crs



REVENUE - GEO WISE PROPORTION

■ India ■ Rest of World





World's leading Solutions Integrator.
Simplifying business complexities