

AGC Networks Limited

Q1FY'13 Results Update

S K Jha
Managing Director and CEO

27th July, 2012

AGC Overview

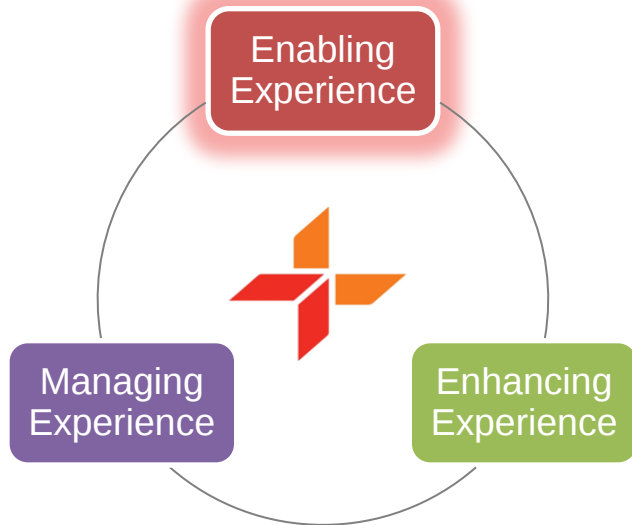
About AGC



- ✦ A Leading ICT Solutions Provider and Integrator
- ✦ Extended base of customers, technology alliances and channel partners
- ✦ Enabling customized solutions to end clients through a differentiated vertical approach
- ✦ Two and a half decades of experience in global markets
- ✦ Delivering integrated value chain across client's business



Business Vision and Strategy



- Aegis' philosophy revolves around improving customer experience
- AGC focuses on enabling experience for its customers
- A Solution integrator with a focus on business outcome
- Increasing efficiencies and variabalizing client cost



Grow Core Business in India and other "High Growth" markets



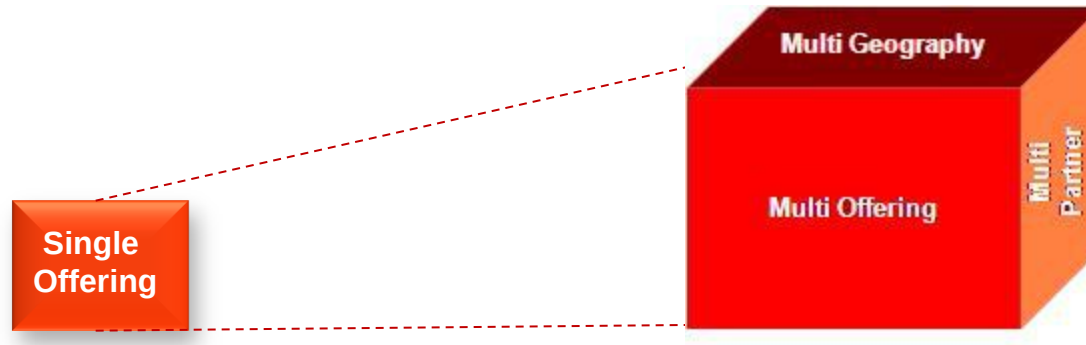
Expand the current portfolio to include new service lines



Build up Aegis Geographies by leveraging existing customer Relationships



Leverage India capability & Aegis Parentage for a profitable "scale-up"



10³ Strategy > Multi Solutions, Multi Alliances, Multi Geography

EVOLUTION FROM		AGC NETWORKS - TODAY*
Product	Unified Communications space	Unified Communications + Network Infrastructure + Data Center & Virtualization + Business applications
Partners	Strategic Single Alliance	Multiple Partnerships & Alliances
Place	India + ANZ	India + ANZ + MEA + US+ Philippines
Price	Product Led, Alliance Determined	Service Led, Market Determined
Position	Single Service Partner	Communication Solutions Integrator & Provider

*Avaya Inc had sold its 59.13% stake in AGC Networks to the Essar Group in 2010

10³ Business Approach – Integrating value



BFSI

Manufacturing &
Energy

Travel &
Hospitality

Healthcare

IT/ ITeS

Telecom

CPD

SMB Solutions

Unified Communications

IP Communications

Contact Center

Video Collaboration &
Presence

Audio Video
Integration

Access Control &
Surveillance

Network Infrastructure

Switching

Routing

Passive

Wireless

Data Center & Virtualization

Enterprise Security

Computing

Servers & Storage

Enterprise Applications

Customer Experience

- IVR / CTI
- Workforce optimization
- Customer Experience Analytics

Business Applications

- SAP Services
- Oracle Services

Managed Services

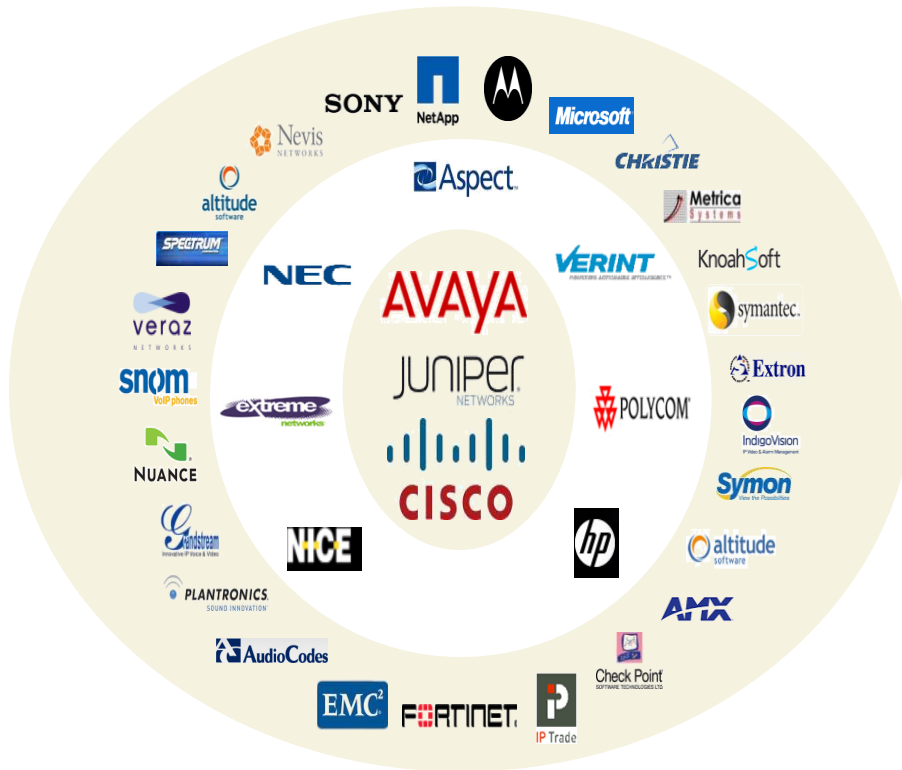
Maintenance Services

Outcome Services

Professional Services

Alliances and Partnerships

Key alliances



Global strategic partnerships

AVAYA

Platinum

JUNIPER

Elite

CISCO

Gold

Aspect

Platinum

VERINT

Gold

NICE

Platinum

POLYCOM

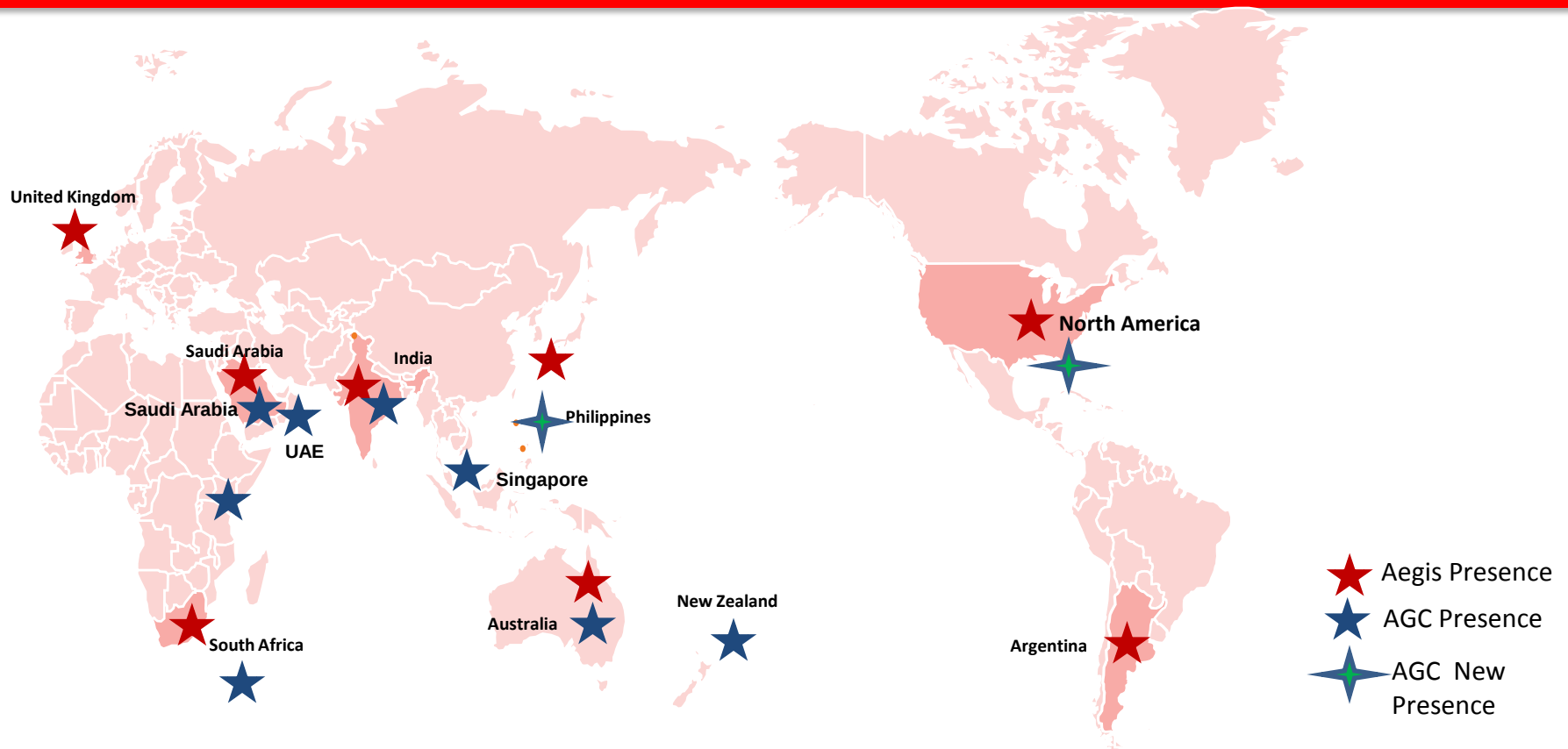
Platinum

hp

Gold

Strong Partnership with OEMs

10³ Global Footprint

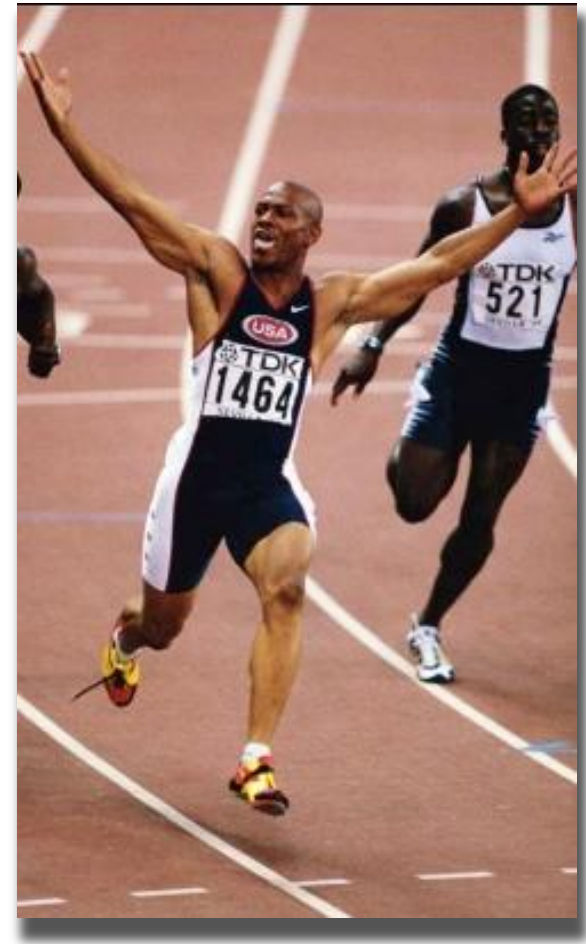


AGC is leveraging on the geographical presence of Aegis for future scale-up

AGC gets access to an elite customer base of Aegis across geographies

Partner Recognitions

- *APAC Commercial Partner of the Year 2011 – Juniper*
- *APAC Technical Excellence Partner of the Year 2011 – Avaya*
- *APAC Best Promising Partner – Christi*
- *APAC Best Service Partner – Polycom*
- *Best Performance BFSI, Enterprise - AMX*
- *Best Sales Partner BFSI , Enterprise – Samsung*
- *Best Partner – HARMANPRO*
- *Best Emerging Partner of the Year - Citrix*
- *Highest Growth Partner – Jabra*
- *Most Extreme Partner of the Year – Extreme*
- *Partner of the Year- India and SAARC - Polycom*
- *Partner of the Year 2011 – Aspect*
- *Top Performing Partner of the Year 2011 – Nice*





AGC Networks Achieves 'Cisco Gold Certification' in India

Mumbai, Maharashtra, May 24, 2012 – AGC Networks today announced that it has achieved 'Cisco® Gold Certification.' To earn Gold Certification, AGC Networks had to meet rigorous standards set forth by Cisco in networking competency, service, support and customer satisfaction.

Acknowledging this achievement **Mr. Sanjeev Verma, President, AGC Networks Limited** said, "When we started 6 months back we knew that we were setting an uphill task as the process of Cisco Gold certification is a rigorous one. But we also knew that it is imperative for us to bring this relationship to a level from where we will offer just the best to our customers. AGC believes



Microsoft[®]

GOLD CERTIFIED

Partner



- 10³ Strategy is now under implementation, firing 3 engines of growth viz. new solutions, new geographies and new relations
- Revenue Growth of 25% YoY at Rs 246 Crs
- Blended Gross Margins at 25% remain robust at Rs 61 Crs
- PAT surged 680% to Rs 18 Crs
- Growth story remains sustainable despite sluggish global economy

Financial Highlights



In Rs.Crs	Q1 FY'13	Q1 FY'12	Q4 FY'12	FY'12
Revenue	246	196	303	998
Gross Margin	61	44	82	256
%	25%	22%	27%	26%
EBITDA	23.7	5.9	42	106
%	9.4%	3%	14%	11%
PBT	15.9	3.1	35	86
%	6.3%	2%	12%	9%
PAT	18	2.3	24	63
%	7.1%	1%	8%	6%
Annualized EPS (Rs./Share)	50.5	6.5	67.4	44.6

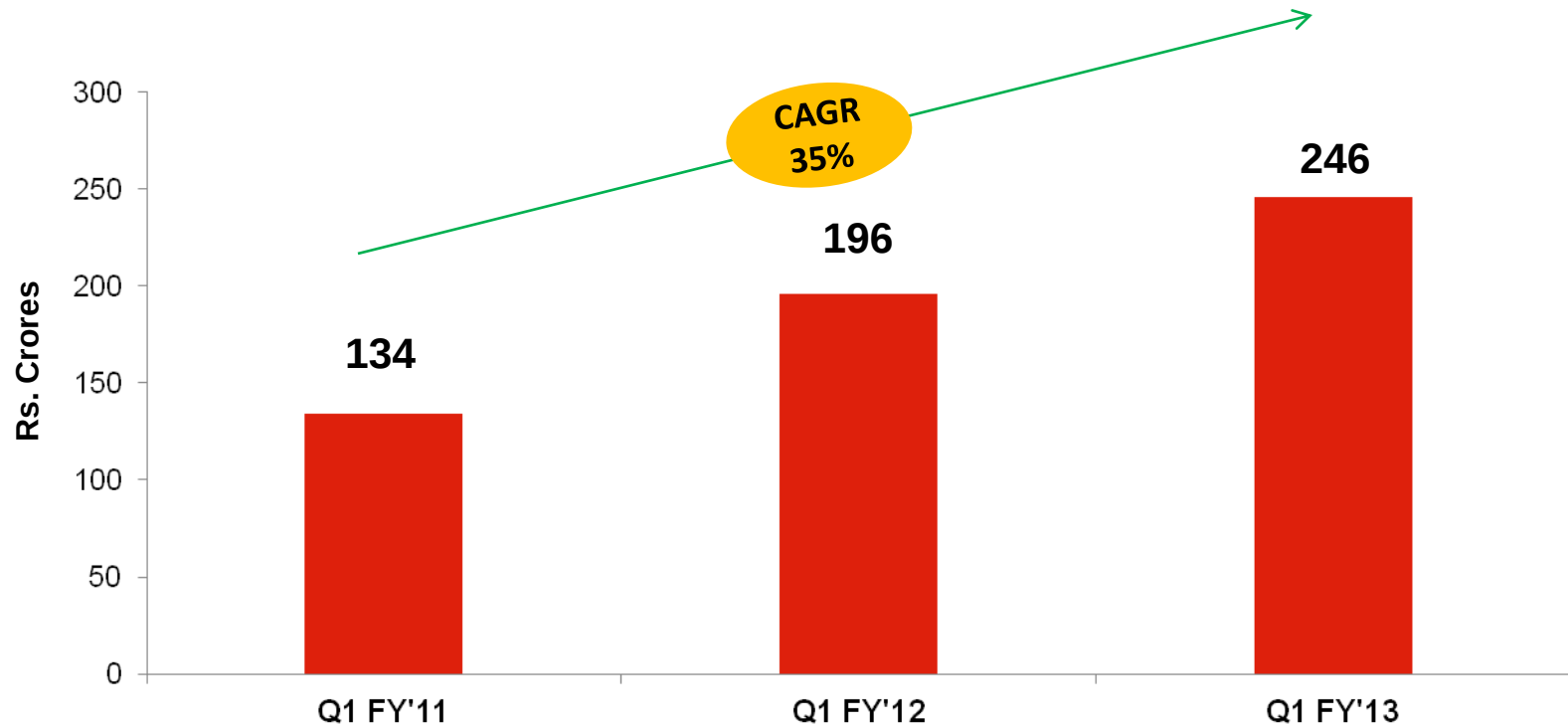
- EBITDA increased by 301% as compared to Q1'FY'12

- PAT surged 680% in Q1 FY'13 as compared to Q1 FY'12

- The difference at EBITDA and PAT levels as compared to Q4FY'12 is mainly due to seasonality of the business

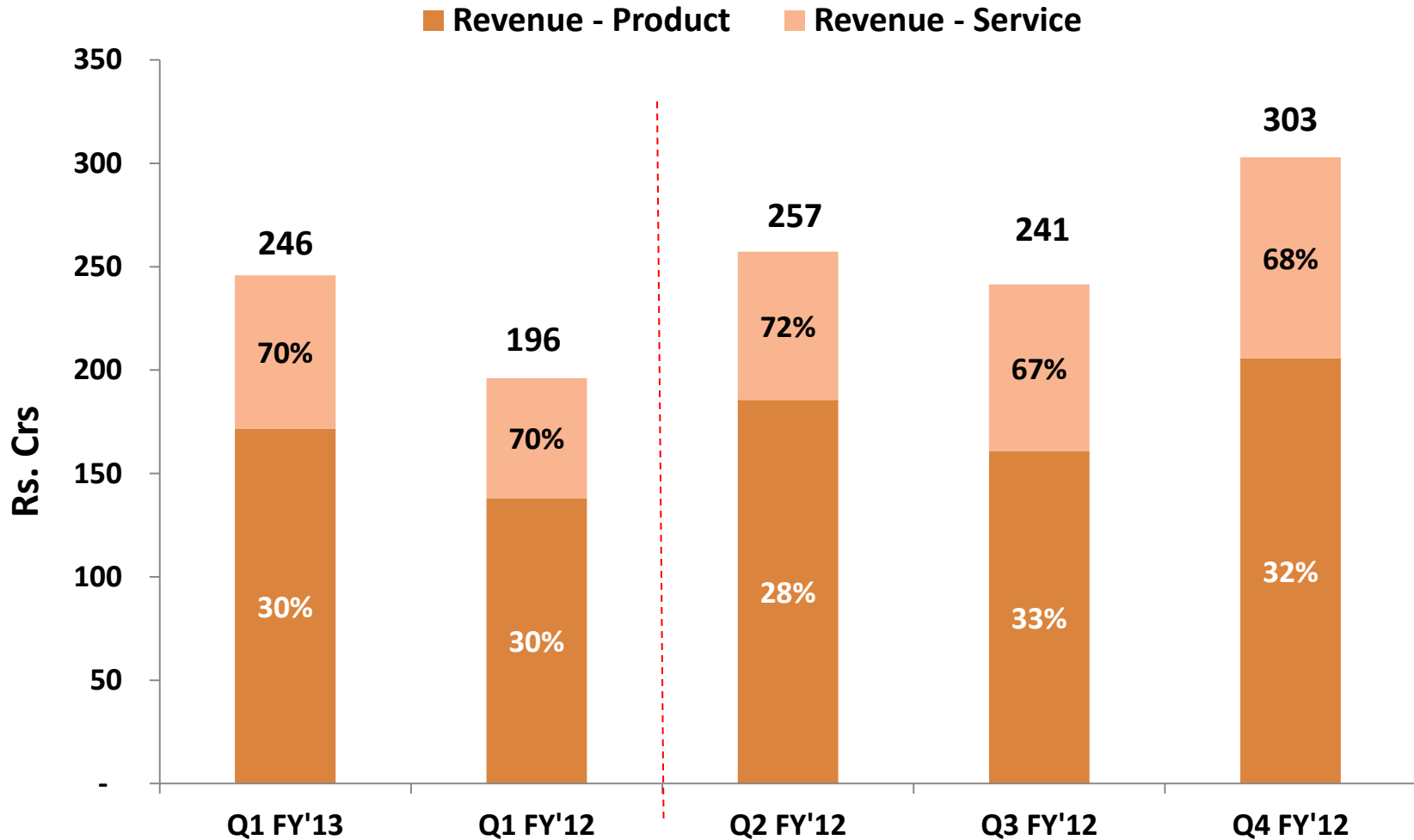
- Annualized EPS increased to Rs.50.5/Share as compared to Rs.6.5/Share in Q1 F'12

Strong Y-o-Y Revenue Growth



- Revenue Growth of 25%, up from Rs.196 Crs in Q1 FY'12 to Rs.246 Crs in Q1 FY'13
- Revenue Growth largely due to new practices like Data, Security, Storage and new geographies (Middle East & Africa)
- Service Revenue has grown by 28% on YoY basis

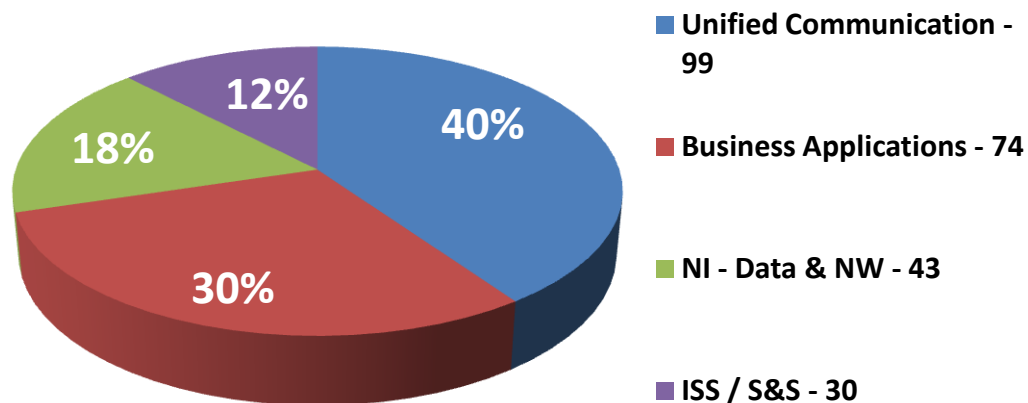
Product & Service Mix – QoQ Revenue



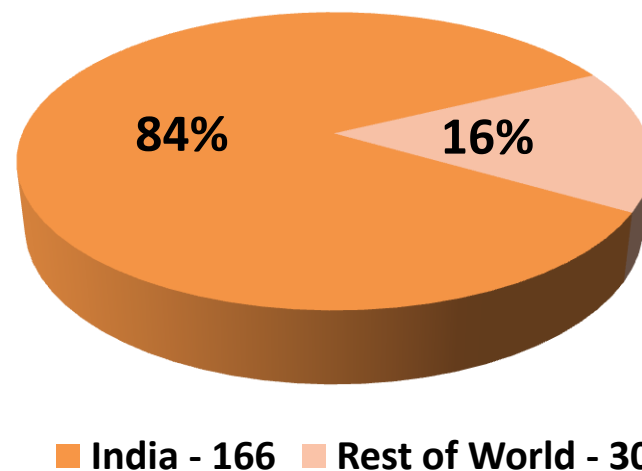
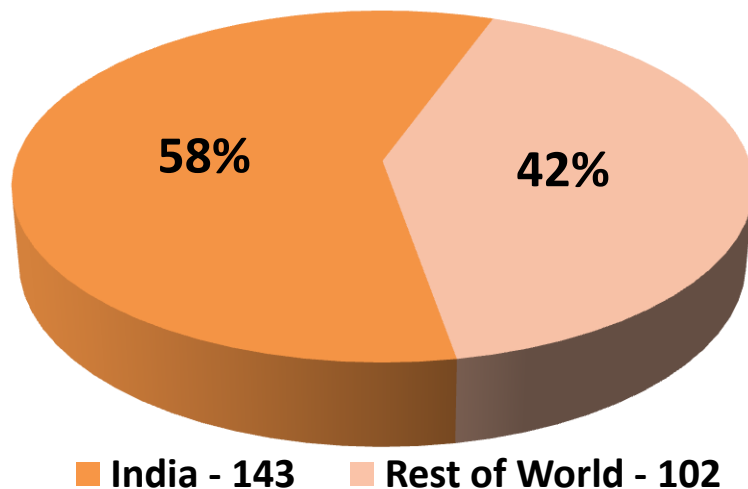
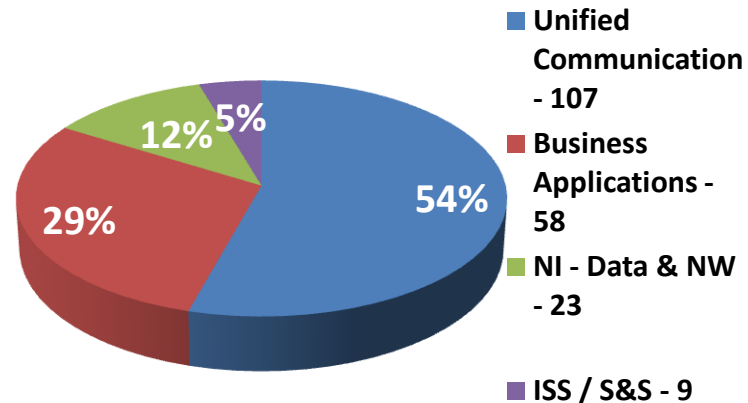
Steady Growth despite seasonality in business

Quadrant Wise & Geo Wise Revenue – Q1-13 Vs Q1-12

Q1 FY'13 – Rs.246 Crs



Q1 FY'12 – Rs.196 Crs



Financials Snapshot

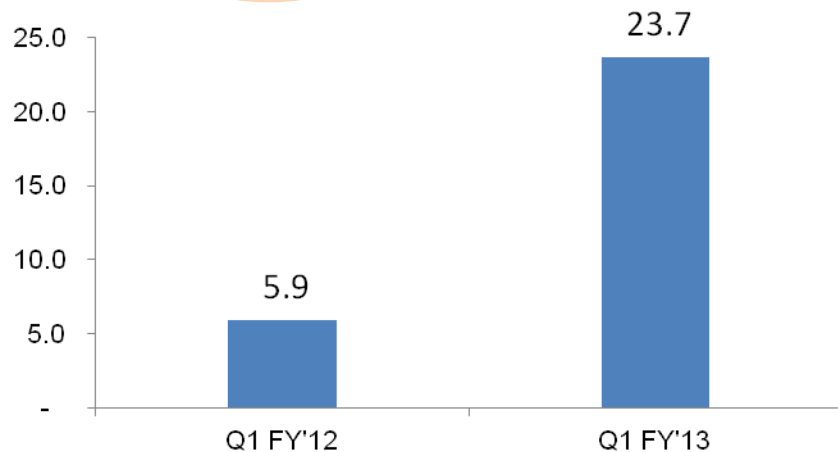


EBIDTA (Rs.Crs)

Margin %

3.0%

9.4%

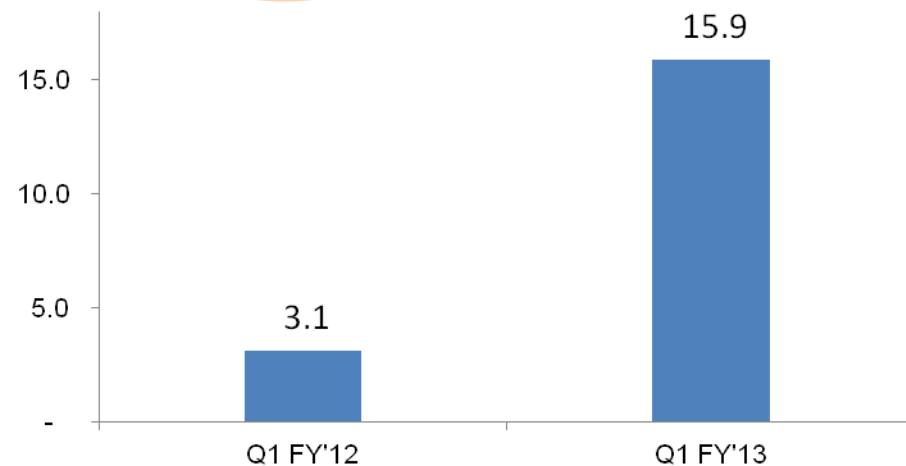


PBT (Rs.Crs)

Margin %

1.6%

6.3%

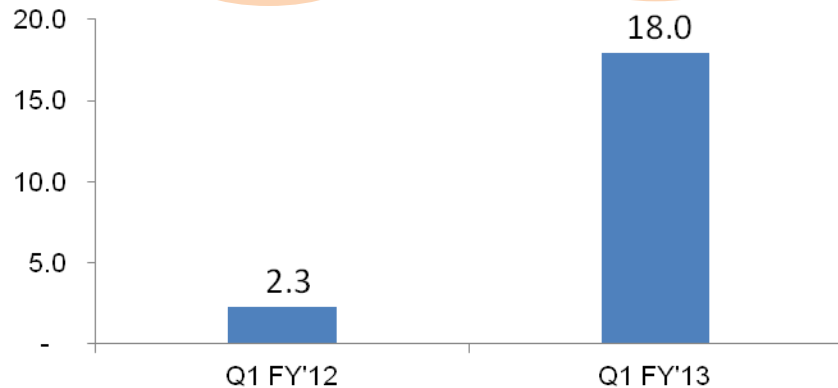


PAT (Rs.Crs)

Margin %

1.2%

7.1%



Annualised EPS (Rs./Share)

60.0

45.0

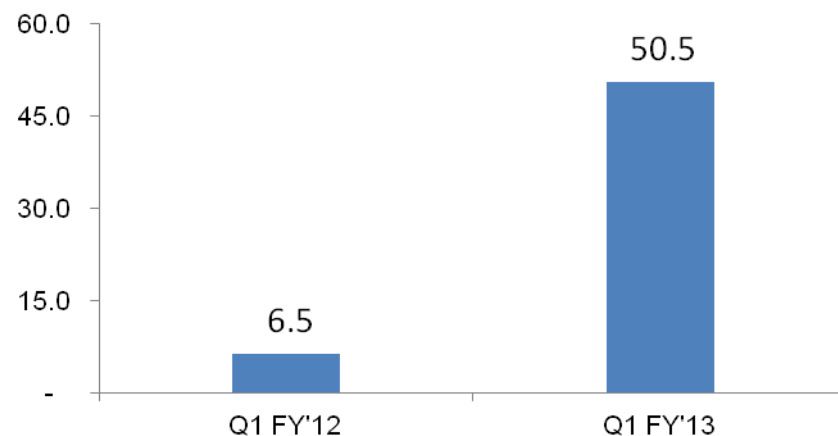
30.0

15.0

-

6.5

50.5





World's leading Solutions Integrator.
Simplifying business complexities

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