

19th Annual General Meeting

25th September 2014



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Agenda



- 1 FY14 Highlights
- 2 Q1 FY15 Performance
- 3 Strategic Direction



FY14 Highlights

- **Industry**
 - Rapid growth in data – especially small screen
 - Hardening of Voice Rate (except maybe Q4)
 - Aggressive 3G network roll out by operators
- **Regulatory**
 - Spectrum Auctions
 - Spectrum trading and sharing
 - Tower roll-out guidelines by GoM
- **TTML**
 - YoY Revenue growth 5%, EBITDA growth **23%**
 - Voice Rate improves
 - GSM Small Screen Data Revenue growth **85%** YoY
 - Network Rollout – Incremental coverage in 350 new towns (with ICR)
 - **Launch of Photon MAX WiFi**
 - One Time Spectrum Charges - TTML surrendered excess CDMA spectrum -2.5 MHz in MAH and 1.25 MHz in MUM

Higher Revenues coupled with controlled costs leading to improved margins

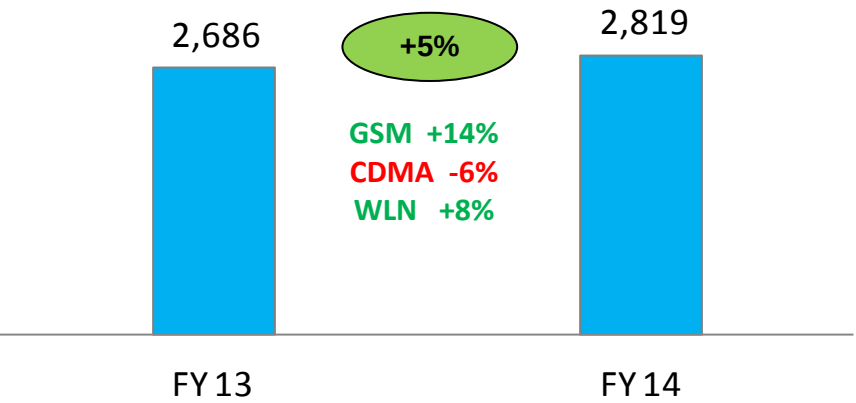
	FY13	FY14	Delta
Income			
Telecom Services	2,635	2,731	
Other Income	51	87	
Total	2,686	2,819	5.0%
Operations and Other Expenses	2,185	2,204	
EBITDA	501	614	22.7%
EBITDA Margin	18.6%	21.8%	
Finance & Treasury Charges	564	565	
Cash Profit/Loss	(64)	49	
Depreciation & Amortisation	595	609	
PAT	(659)	(560)	15.0%

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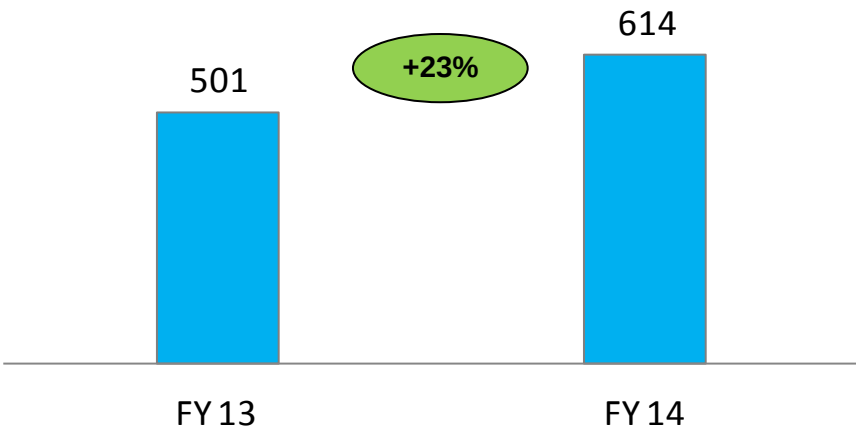
FY14 Highlights



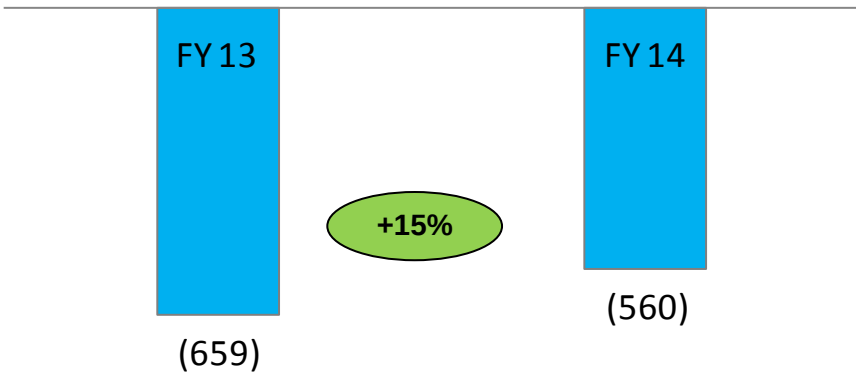
Revenue (Rs Cr)



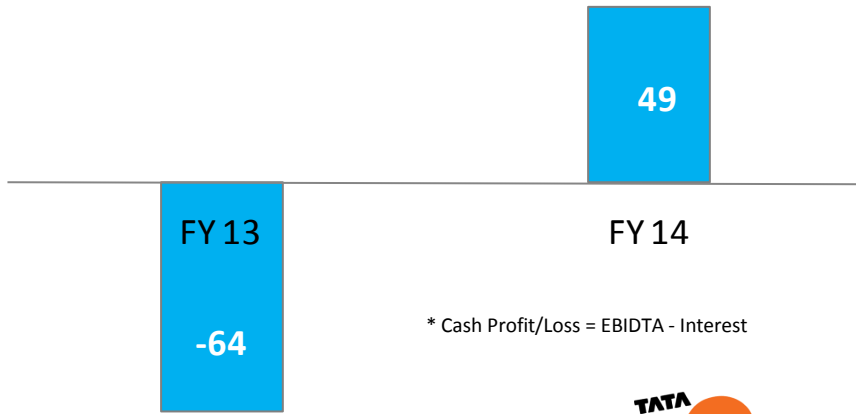
EBITDA (Rs Cr)



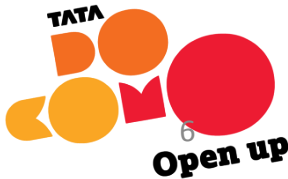
PBT (Rs Cr)



Cash Profit/Loss* (Rs Cr)

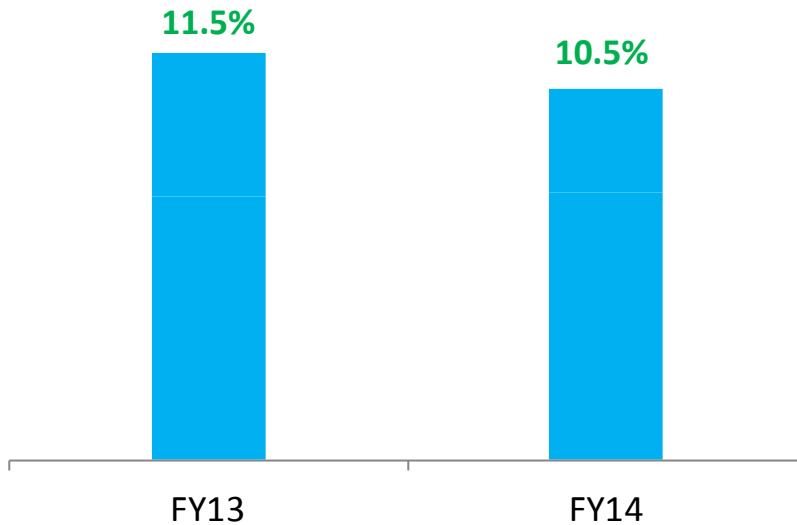


* Cash Profit/Loss = EBITDA - Interest



TTML RMS & Key KPIs

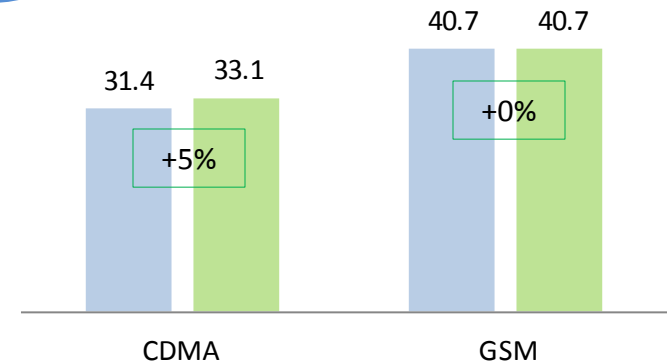
RMS % *



- * Note: Revenue Market Share based on TRAI published GR data
- Includes only UASL Revenues
 - Excludes BSNL/MTNL fixed
 - Excludes NLD/ILD

FY13
FY14

RPM** (Paisa/min)



MOU/REC* Sub(min)



*REC = Revenue Earning Customer
** RPM excludes dongles

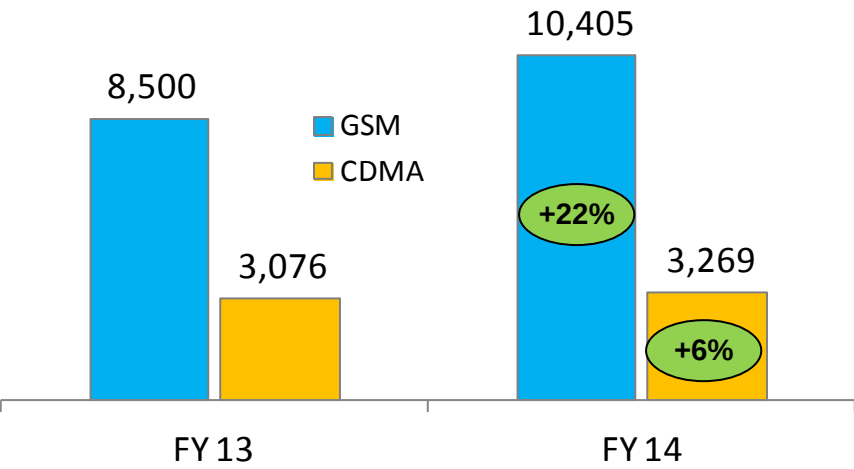


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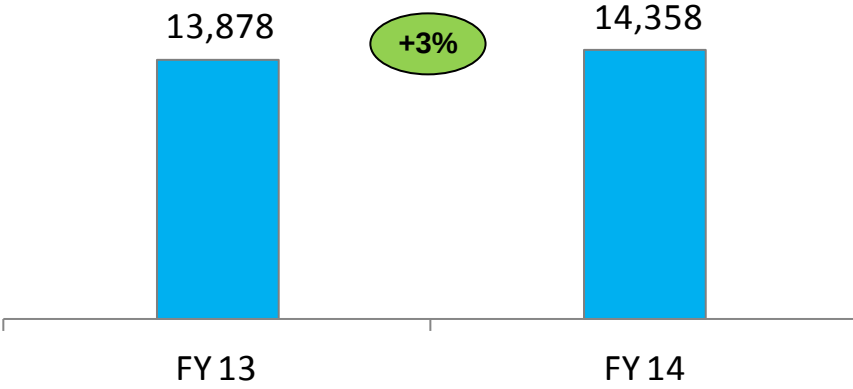
Enhanced Network coverage



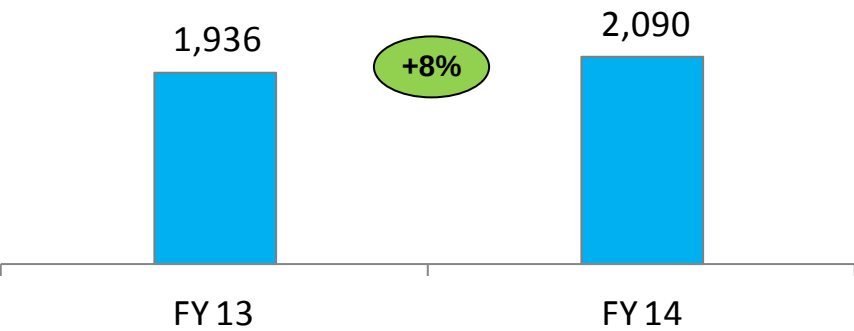
GSM/CDMA Sites incl ICR



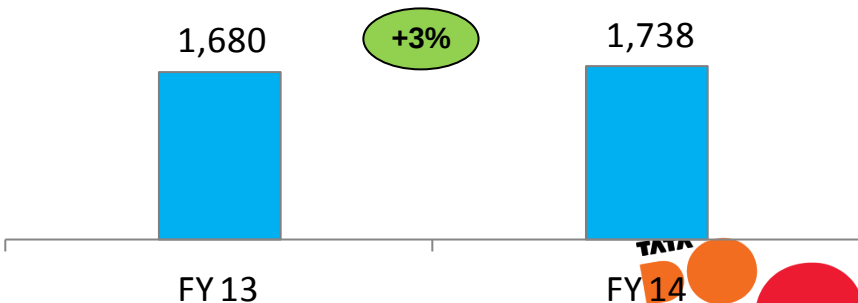
Optical Fiber (Km)



HSIA Sites



3G Sites

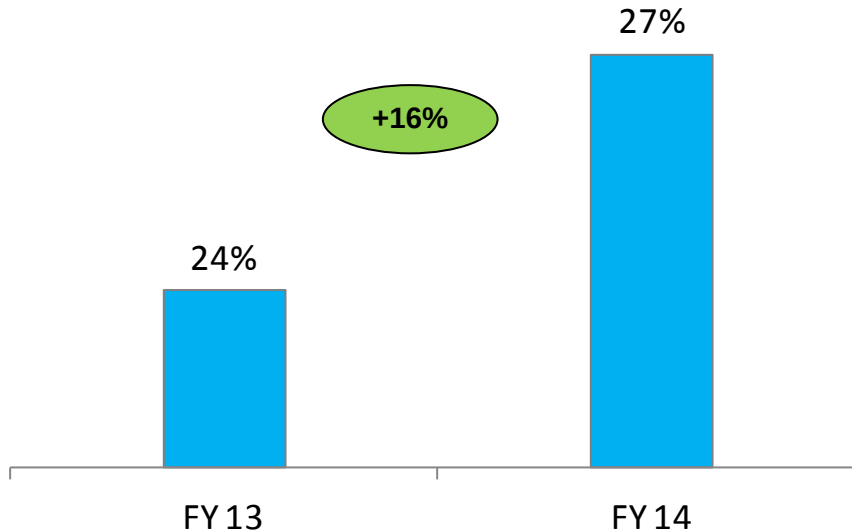


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Wireless Data grows

Data % of Wireless Revenue



Photon WiFi voted Product of the Year 2014



Photon WiFi, 2014
Photon, 2013
Photon Max, 2012
Photon Plus, 2011

Marketing Initiatives



**New
Product
Launch**

**Network
Campaign**

**Brand
Campaign**

**Product
Campaign**

**Non Voice
Services**

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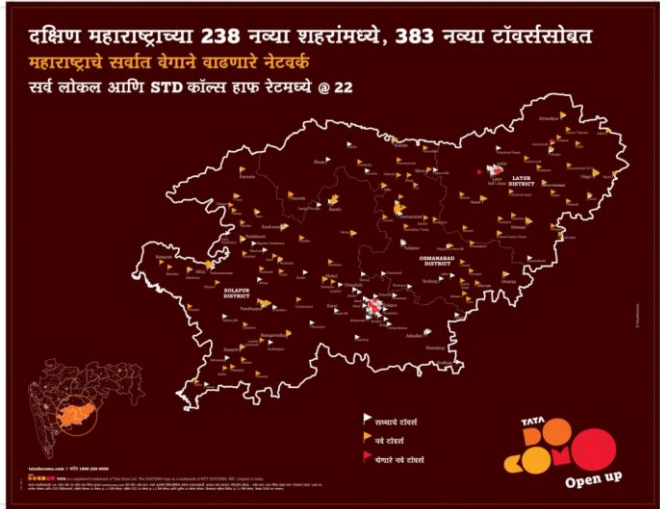
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Network Campaign



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New Brand Thought - Open Up



Full Talktime



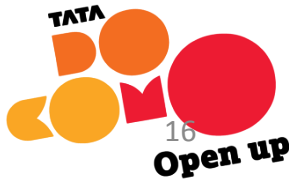
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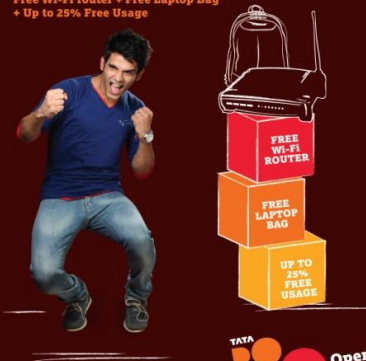
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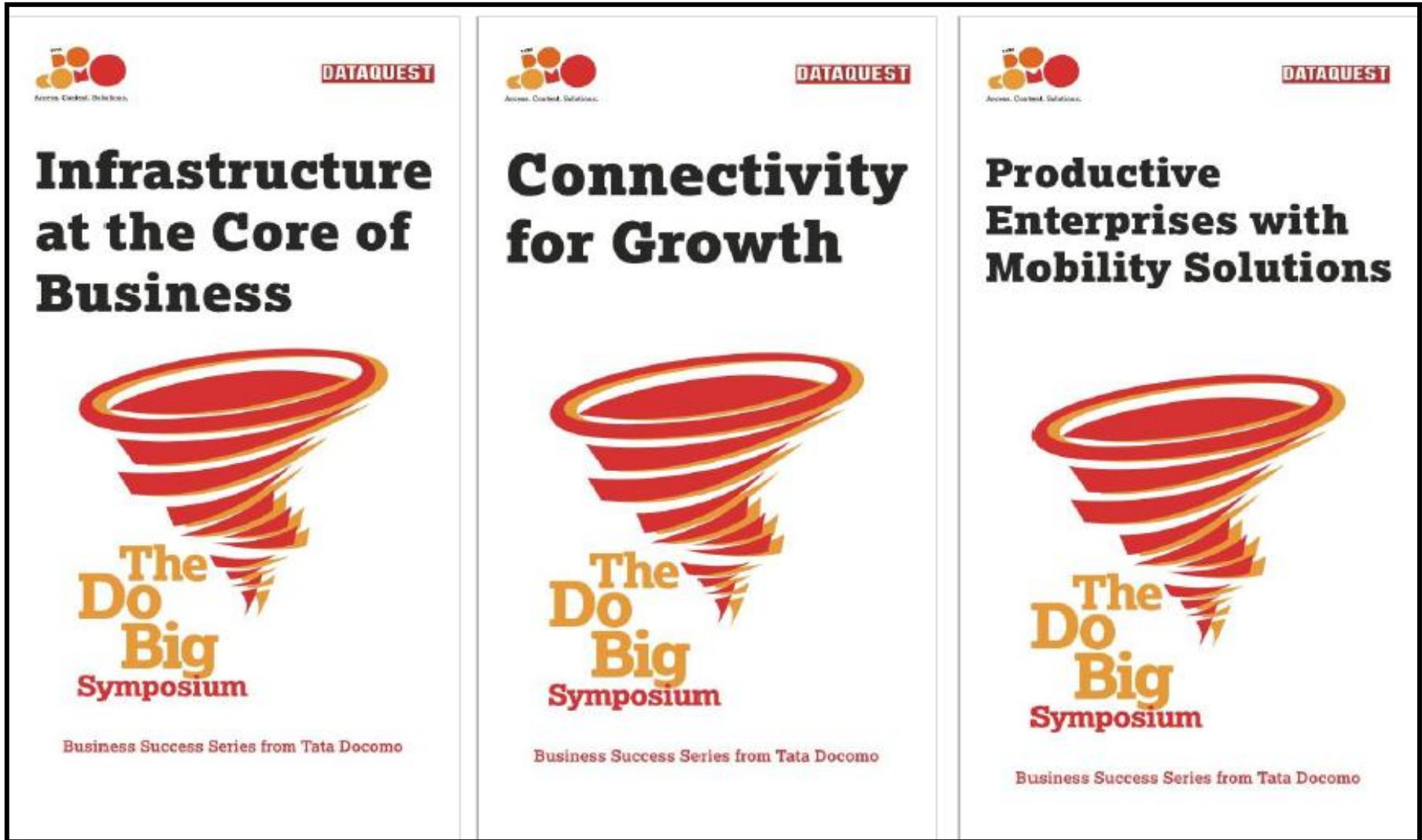


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Non Voice Services – Wi Fi



Pune Domestic Airport



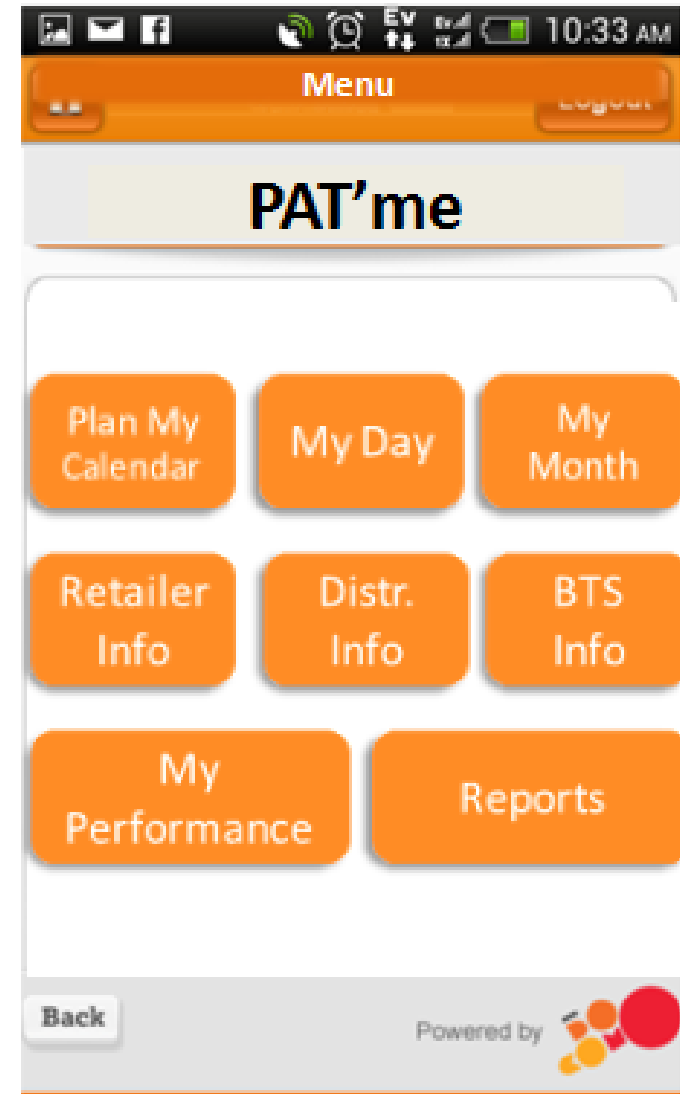
Hiranandani, Powai

Over 2.5 sq kms
Footfall per month: 1 million

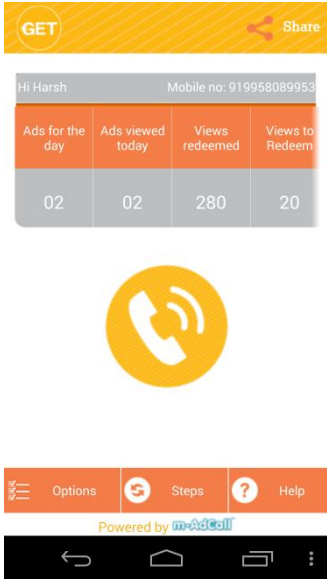
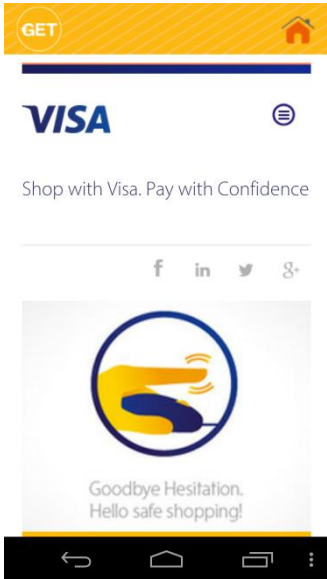
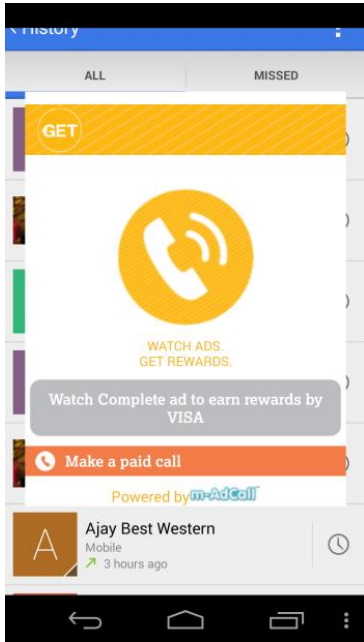


Non Voice Services –Tracking Services

Security & Productivity



Non Voice Services – m Advertising



**OTT app on Android only*

Fishermen in Maharashtra

Providing info on potential fishing zones and wind advisory updates on mobiles upto ~25kms into the sea in partnership with TCS and CMFRI



Pilot results showed significant increase in yield and >20% saving on fuel and CO₂ emission

* CMFRI - Central Marine Fisheries Research Institute

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Agenda



1 FY14 Highlights

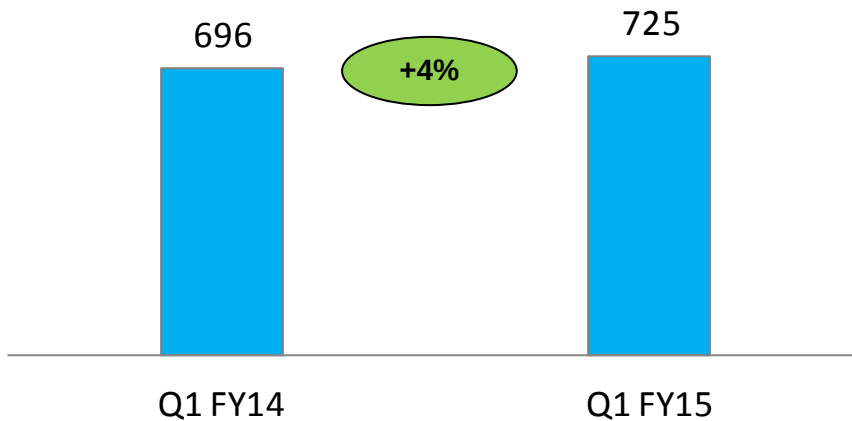
2 Q1 FY15 Performance

3 Strategic Direction

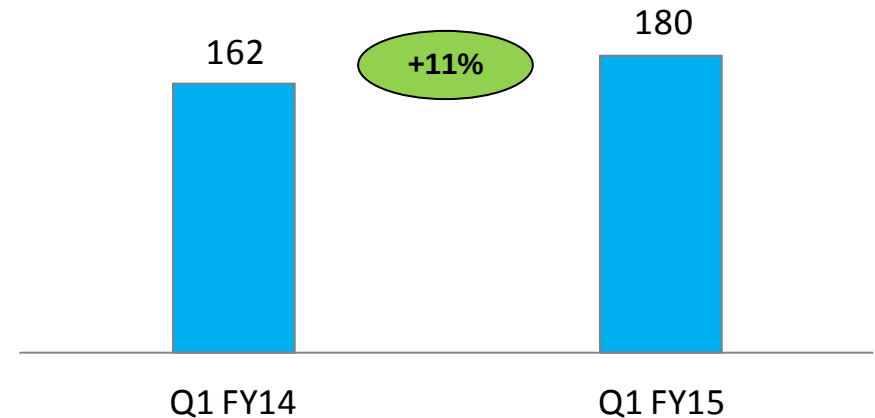


Q1 FY15 Highlights

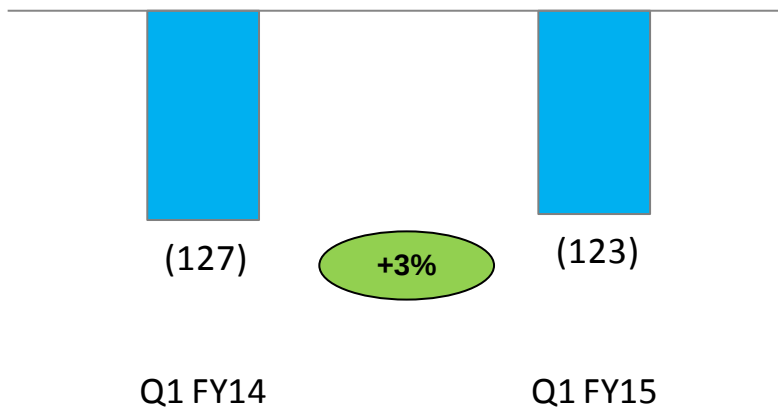
Revenue (Rs Cr)



EBITDA (Rs Cr)



PBT (Rs Cr)



- Improvement in EBITDA and EBITDA margin continues
- Massive expansion in 3G
- Loop ICR

Agenda



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Business Themes – FY15



- Enhance **Customer Experience**
- Drive **Profitable Growth**

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Thank You

