

## **Press Release**

## For Immediate circulation

BSE: 500160	NSE: GTL	Reuters: GTL.BO & GTL.NS	Bloomberg: GTS.IN

## GTL registers a Revenue growth of 57% on Y-o-Y basis; EBITDA grows by 62% on Y-o-Y basis

### Highlights for the quarter ended December 31, 2010

- Consolidated Revenue from Global Operations was ₹ 881.59 Crore for the quarter ended December 31, 2010 as against ₹ 561.06 Crore for the corresponding quarter in the previous year, recording a Y-o-Y growth of 57%.
- EBITDA for the quarter ended December 31, 2010 was ₹ 141.64 Crore as against ₹87.62 Crore for the corresponding quarter in the previous year, recording a Y-o-Y growth of 62%.

### Mumbai, January 24, 2011

GTL Limited today announced the un-audited results of the Company (including its international subsidiaries on consolidated basis) for the quarter ended December 31, 2010. GTL is India's largest Network Services provider and has a vision to become the world's largest Network Services provider.

The gross profit for the quarter ended December 31, 2010 was ₹ 195.54 Crore (22.18% of revenue) as against ₹ 142.64 Crore (25.42% of revenue) during the corresponding quarter in the previous year.

The Selling & Marketing Expenses were ₹ 15.08 Crore (1.71% of revenue) in the current quarter as against ₹ 15.92 Crore (2.84% of revenue) in the corresponding quarter for the





previous year. Administration Expenses reduced to ₹ 38.82 Crore (4.40% of revenue) in the current quarter from ₹ 39.10 Crore (6.97% of revenue) in the corresponding quarter for the previous year. As a result, the EBITDA improved from ₹ 87.62 Crore (15.62% of revenue) during the quarter ended December 31, 2009 to ₹ 141.64 Crore (16.07% of revenue) in the current quarter.

Depreciation charged for the quarter stood at ₹ 21.20 Crore as against ₹ 14.86 Crore in the corresponding quarter of last financial year.

#### Manpower at GTL

The total manpower of the Company stood at 7,733 as on December 31, 2010, as against 6,116 as on December 31, 2009.

### Awards and recognitions won during the quarter

- 1. "Green Leadership" award from Enterprise Asia, a leading magazine in Asia Pacific
- 2. "Environment Excellence" award in the Gold Category from Greentech Foundation
- 3. "Excellent Supplier" award and "Preferred Supplier" award from Huawei

### About GTL Limited

GTL, a Global Group Enterprise, is a leading Network Services company, offering services and solutions to address the Network Life Cycle requirements of Telecom Carriers and Technology providers (OEMs).

Global Group is India's leading business group focused on Network Services and Shared Telecom Infrastructure.

The Group has Operations across 46 countries, owns 31,245 towers, employs people of 22 nationalities and supports 18 social causes. Global Group Enterprises have received more than 35 accolades and awards for excellence in Business, CSR and Corporate Governance.



For any further information & queries: <u>Media contact</u> **Vikas Arora** <u>vikasa@gtllimited.com</u> +91 98203 29847

Ramakrishna Bellam ramakrishnab@gtllimited.com +91 9819063292

<u>Investor Relations</u> **Ashwin kamat** <u>ashwink@gtllimited.com</u> Tel +91 (22) 22613010

#### Safe Harbor:

This press release may contain predictions, estimates or other information regarding the Company's operations, which are forward looking in nature. While these forward looking statements represent our best current judgment on what the future holds, they are subject to risks and uncertainties that could cause actual results to differ materially and may involve risk and uncertainty. This press release is prepared for general purposes only and does not have any regard to the specific investment objectives, financial situation and particular needs of any specific person. No liability for any loss will arise with the company as a result of the action taken on the basis of information contained herein. For a discussion of the risks and uncertainties that may cause results to differ, you should review GTL Limited's filings with stock exchanges, including the annual report and quarterly disclosures.



GTL Limited

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31,2010

₹ in Lacs. (except share data)

Consolidated				-			Stand Alone - Parent Company				
Quarter ended December 31, Nine Months ended Year ended					Nine Months anded December			Year ended			
-		Decem	ber 31,	March 31,	Sr.No.	Particulars	Quarter ended December 31,		31,		March 31,
2010 Unaudited	2009 Unaudited	2010 Unaudited	2009 Unaudited	2010 Audited			2010 Unaudited	2009 Unaudited	2010 Unaudited	2009 Unaudited	2010 Audited
88,158.84	56,106.31	233,463.09	161,216.82	223,694.19	1	Net Income from sales/services	71,407.15	37,096.63	179,695.48	111,237.30	155,132.92
(5,127.14) 37,474.77 24,825.51 11,431.44	2,522.85 25,041.64 4,765.50 9,512.07	(18,512.31) 116,888.55 48,876.84 32,684.78	(6,995.68) 62,786.13 36,972.38 27,679.67	4,986.64 86,264.33 38,394.58 37,770.30	2	Cost of sales / Services a) (Increase) // Decrease in Stock in trade and work in progress b) Consumption of raw materials and services c) Purchase of traded goods d) Other expenditure ( Cost of Delivery )		1,869.90 17,863.33 4,765.50 3,327.01	(13,847.80) 94,722.43 48,876.84 13,305.99	(2,848.43) 41,008.51 36,972.38 8,806.11	5,192.10 59,603.67 38,394.58 12,762.63
19,554.26	14,264.25	53,525.23	40,774.32	56,278.34	3	Gross Profit (1-2)	14,303.73	9,270.89	36,638.02	27,298.73	39,179.94
3,881.64 1,507.56 2,119.69	3,910.43 1,592.36 1,486.37	11,273.48 4,997.38 5,856.57	11,370.64 4,354.90 4,327.99	16,306.91 5,936.30 5,942.88	4 5 6	General Administrative Expenses Selling & Distribution Expenses Deprectation	2,320.32 247.49 1,782.75	2,471.71 394.58 1,204.34	6,142.20 855.26 4,889.05	7,349.74 1,095.99 3,493.80	11,024.22 1,480.55 4,800.63
12,045.37	7,275.09	31,397.80	20,720.79	28,092.25	7	Operating Profit before Interest (3) - (4+5+6)	9,953.17	5,200.26	24,751.51	15,359.20	21,874.54
4,901.26	1,742.15	9,772.01	4,741.35	8,575.07	8	Interest ( net) & Finance cost ( net )	4,371.33	1,534.19	8,088.69	4,325.56	8,058.76
NIL	NIL	NIL	NIL	NIL	9	Exceptional items	NIL	NIL	NIL	NIL	NIL
7,144.11	5,532.94	21,625.79	15,979.44	19,517.18	10	Operating Profit after interest and Exceptional items (7-8-9)	5,581.84	3,666.07	16,662.82	11,033.64	13,815.78
(26.69)	1,007.10	(437.76)	2,463.28	5,153.07	11	Other Income [includes foreign exchange gain / (loss) - net]	165.13	1,157.94	(121.91)	2,924.72	5,953.61
7,117.42	6,540.04	21,188.03	18,442.72	24,670.25	12	Profit (+) / Loss (-) from ordinary activities before tax (10-11)	5,746.97	4,824.01	16,540.91	13,958.36	19,769.39
1,342.66 869.95	843.78 (184.03)	4,030.00 2,029.31	2,756.30 (541.88)	3,804.07 258.46	13	Tax expense a) Current Tax (net of MAT Credit ) b) Deferred Tax	1,313.46 885.47	769.80 (185.46)	4,005.99 2,044.83	2,419.80 (468.24)	3,625.00 308.37
4,904.81	5,880.29	15,128.72	16,228.30	20,607.72	14	Net Profit (+) / Loss (-) from ordinary activities after tax (12-13)	3,548.04	4,239.67	10,490.09	12,006.80	15,836.02
NIL	NIL	NIL	NIL	NIL	15	Extraordinary items (net of tax expense)	NIL	NIL	NIL	NIL	NIL
4,904.81	5,880.29	15,128.72	16,228.30	20,607.72	16	Net profit (+)/ Loss (-) for the period (14-15)	3,548.04	4,239.67	10,490.09	12,006.80	15,836.02
(76.79) 0.78 5.57	658.80 21.98 15.18	(1,477.49) 33.08 (0.86)	65.09 3.11 16.35	(7.84) 7.61 6.54	17 18 19	Share of Profit / (Loss ) in Associates Minority Interest Reserve on Consolidation	N.A. N.A. N.A.	N.A. N.A. N.A.	N.A. N.A. N.A.	N.A. N.A. N.A.	N.A. N.A. N.A.
4,834.37	6,576.25	13,683.45	16,312.85	20,614.03	20	Net Profit after Tax attributable to Consolidated Group	N.A.	N.A.	N.A.	N.A.	N.A.
9,711.96	9,603.65	9,711.96	9,603.65	9,672.45	21	Paid-up Equity Share Capital ( Face value of ₹ 10/- each)	9,711.96	9,603.65	9,711.96	9,603.65	9,672.45
-	-	-	-	131,629.90	22	Reserves Excluding Revaluation Reserves ( as per Balance Sheet ) of Previous Accounting Year	-	-	-	-	104,552.14
4.98 4.93 4.98 4.93	6.92 6.78 6.92 6.78	14.09 13.94 14.09 13.94	17.17 16.83 17.17 16.83	21.60 21.30 21.60 21.30	23	Earnings Per Shares (EPS) ( ♥ ) (Not Annualised ) - Before Extraordinary Items a) Basic b) Diluted - After Extraordinary Items a) Basic b) Diluted	3.65 3.62 3.65 3.62	5.69 5.58 5.69 5.58	10.80 10.69 10.80 10.69	12.64 12.39 12.64 12.39	16.60 16.37 16.60 16.37
46,020,421 47.39%	49,586,760 51.63%	46,020,421 47.39%	49,586,760 51.63%	50,274,738 51.98%	24	Public shareholding Number of Shares Percentage of shareholding	46,020,421 47.39%	N.A. 49,586,760 51.63%	46,020,421 47.39%	49,586,760 56.08%	50,274,738 51.98%
0 0.00% 0.00%	0 0.00% 0.00%	0 0.00% 0.00%	0 0.00% 0.00%	0 0.00% 0.00%	25	Promoters and Promoter group Shareholding a) Piedode / Encumbered Number of shares Percentage of shares (as a % of the total shareholding of Promoter and Promoter group) Percentage of shares (as a % of the total Share Capital of the Company) Percentage of shares (as a % of the total Share Capital of the Company)	0 0.00% 0.00%	0 0.00% 0.00%	0 0.00% 0.00%	0 0.00% 0.00%	0 0.00% 0.00%
51,099,199 100.00% 52.61%	46,449,727 100.00% 48.37%	51,099,199 100.00% 52.61%	46,449,727 100.00% 48.37%	46,449,727 100.00% 48.02%		b) Non-Encumbered Number of shares Percentage of shares (as a % of the total Shareholding of Promoter and Promoter group) Percentage of shares (as a % of the total Share Capital of the Company)	51,099,199 100.00% 52.61%	46,449,727 100.00% 48.37%	51,099,199 100.00% 52.61%	46,449,727 100.00% 48.37%	46,449,727 100.00% 48.02%

Place : Mumbai

Date : January 24,2011

For GTL Limited

Manoj Tirodkar Chairman & Managing Director

Registered Office: "Global Vision", Electronic Sadan No. II, M. I. D. C., T. T. C. Industrial Area, Mahape, Tal. & Dist. Thane, Navi Mumbai - 400 710.

Corp. Office: 412, Janmabhoomi Chambers, 29, W.H. Marg, Ballard Estate, Mumbai-400038 India. Tel: +91-22-22613010 Fax: +91-22-22619649 www.gtllimited.com Regd. Office: 'Global Vision', Electronic Sadan II, MIDC, TTC Industrial Area, Navi Mumbai-400710 India. Tel: +91-22-27684111, 27612929 Fax: +91-22-27689990



#### Notes:

- **1.** The above un-audited Financial results of the Company and its Subsidiaries (Group) for the quarter ended December 31, 2010 were reviewed by the audit committee and approved by the Board of Directors in its meeting held on January 24, 2011.
- **2.** The Statutory Auditors of the Company have carried out a Limited Review of the results for the quarter ended December 31, 2010 in accordance with clause 41 of the Listing Agreement.
- **3.** Details of expenses exceeding 10% of the total expenditure (Unless stated otherwise)

₹. Lacs

Particulars		Consolidated		Standalone			
	Quarter ended		Year ended	Quarter ended		Year ended	
	December 31,2010	December 31,2009	March 31, 2010	December 31,2010	December 31,2009	March 31, 2010	
Staff Costs	11,937.07	10,132.42	39,817.44	4,857.37	3,870.50	15,336.53	

#### 4. Standalone Information

#### ₹. Lacs

Particulars	Quarter ended (Un-au		Nine months ended December 31, (Un-audited)		
F	2010	2009	2010	2009	
Revenues	71,407.15	37,096.63	179,695.48	111,237.30	
Operating Profit before Interest & Tax	9,953.17	5,200.26	24,751.51	15,359.20	
Profit before Tax	5,746.97	4,824.01	16,540.91	13,958.36	
Profit after Tax	3,548.04	4,239.67	10,490.09	12,006.80	

**5.** The Company's Share in Associates, GTL Infrastructure Ltd (GTL Infra) and Global Rural Netco Limited is accounted for based on Un-audited financial results for the period ended September 30, 2010 and December 31,2010 respectively.

The Company also holds investment of 30% in its associates, Chennai Network Infrastructure Limited (CNIL) .The said company acquired telecom towers of Aircel and its subsidiaries during the quarter ended September 30,2010. CNIL will merge with Company's associate, GTL Infra. This will have impact on the financials of CNIL and hence the same is not considered.



- 6. During the quarter ended December 31,2010 consequent on exercise of options by employees, the Company has allotted 395,155 Equity Shares under Employee Stock Option Plan , resulting in increase in Share Capital by ₹.39.52 lacs and Securities Premium by ₹.707.98 lacs. Post the reporting period viz December 31,2010 , consequent on exercise of options by employees, the Company has allotted 148,213 Equity Shares under Employee Stock Option Plan , resulting in increase in Share Capital by ₹.14.82 lacs and Securities Premium by ₹.247.95 lacs.
- 7. The Group has single reportable business segment namely "Network Services".
- **8.** The Company did not have any unresolved investor complaints as on October 1, 2010 and as on December 31, 2010. There was one Investor complaint received and resolved during the quarter.
- **9.** The figures for the previous period / year have been regrouped / rearranged / recast wherever considered necessary.
- **10.**The Standalone Financial Results for the quarter ended December 31,2010 of the Company will be available on the Company's website <u>www.gtllimited.com</u> from the close of business hours on January 24,2011

For GTL Limited

Date: January 24,2011

Manoj Tirodkar

Place: Mumbai

Chairman & Managing Director

Corp. Office: 412, Janmabhoomi Chambers, 29, W.H. Marg, Ballard Estate, Mumbai-400038 India.
Tel: +91-22-22613010
Fax: +91-22-22619649 <u>www.gtllimited.com</u>
Regd. Office: 'Global Vision', Electronic Sadan II, MIDC, TTC Industrial Area, Navi Mumbai-400710 India.
Tel: +91-22-27684111, 27612929 Fax: +91-22-27689990