



# Corporate Presentation

## 2011

### Safe harbor

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For a discussion of the risks and uncertainties that may cause results to differ, you should review GTL's filings with stock exchanges, including the annual report and quarterly disclosures.

A faint, light gray outline map of the world is visible in the background, showing the continents and major islands.

*“Provide better connectivity  
by offering quality network solutions  
and services to telecom carriers  
across the world”*

# Group Highlights



**\$ 5 Bn** balance sheet size #

**\$ 1.5 Bn** Revenue#

**\$ 3 Bn** Market Cap\*

**24** Years of service #

**70** Cellular Networks

**35,000** Dedicated Employees #

*•\*On fully diluted basis as on Mar 31, 2011*

*•# FY 12 Projections; Exchange Rate considered at Rs. 45= 1 US\$ across the document*

# GTL at a Glance



**Business**

**Network Services**

**Founded**

**1987**

**Global Headquarters**

**Mumbai, India**

**Global Presence**

**Over 40 countries spread across Africa, Asia- Pacific, Middle East, North America, South Asia and Western & Central Europe**

**Domain Expertise**

**Telecom**

**ASSOCIATES**

**8,644 (As of Mar 31, 2011)**

**Stock Listed on**

**BSE, NSE**

**Total income (12 month Period ended Mar 11)**

**US\$ 696 Mn**

# Growth Drivers for Network Services



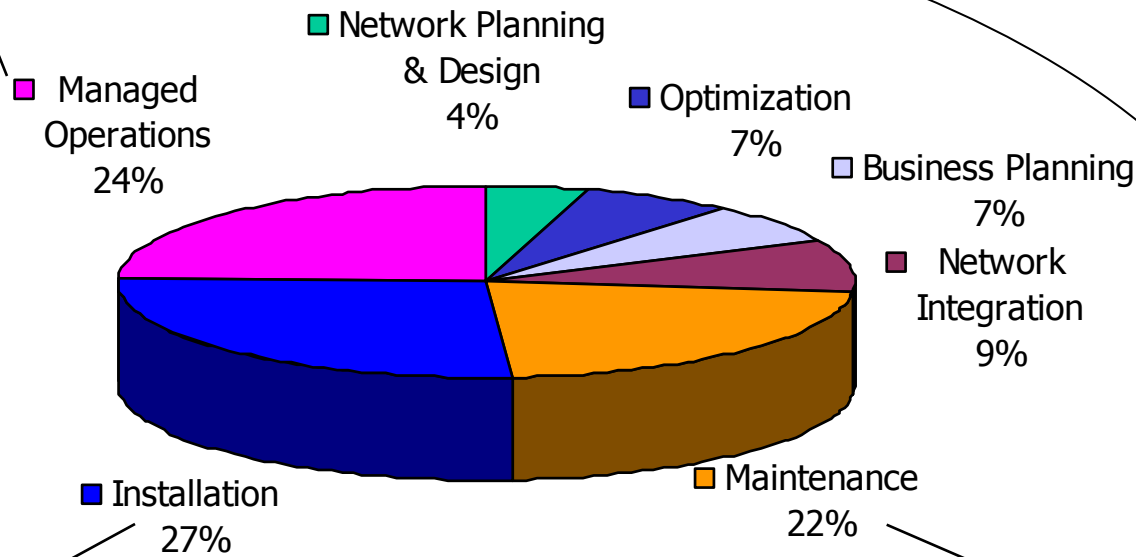
# Global Spend on Telecom - 2012



*The emerging sub segment of Network Services*

**Advisory Services**

*Addressable market for Professional Services to grow*



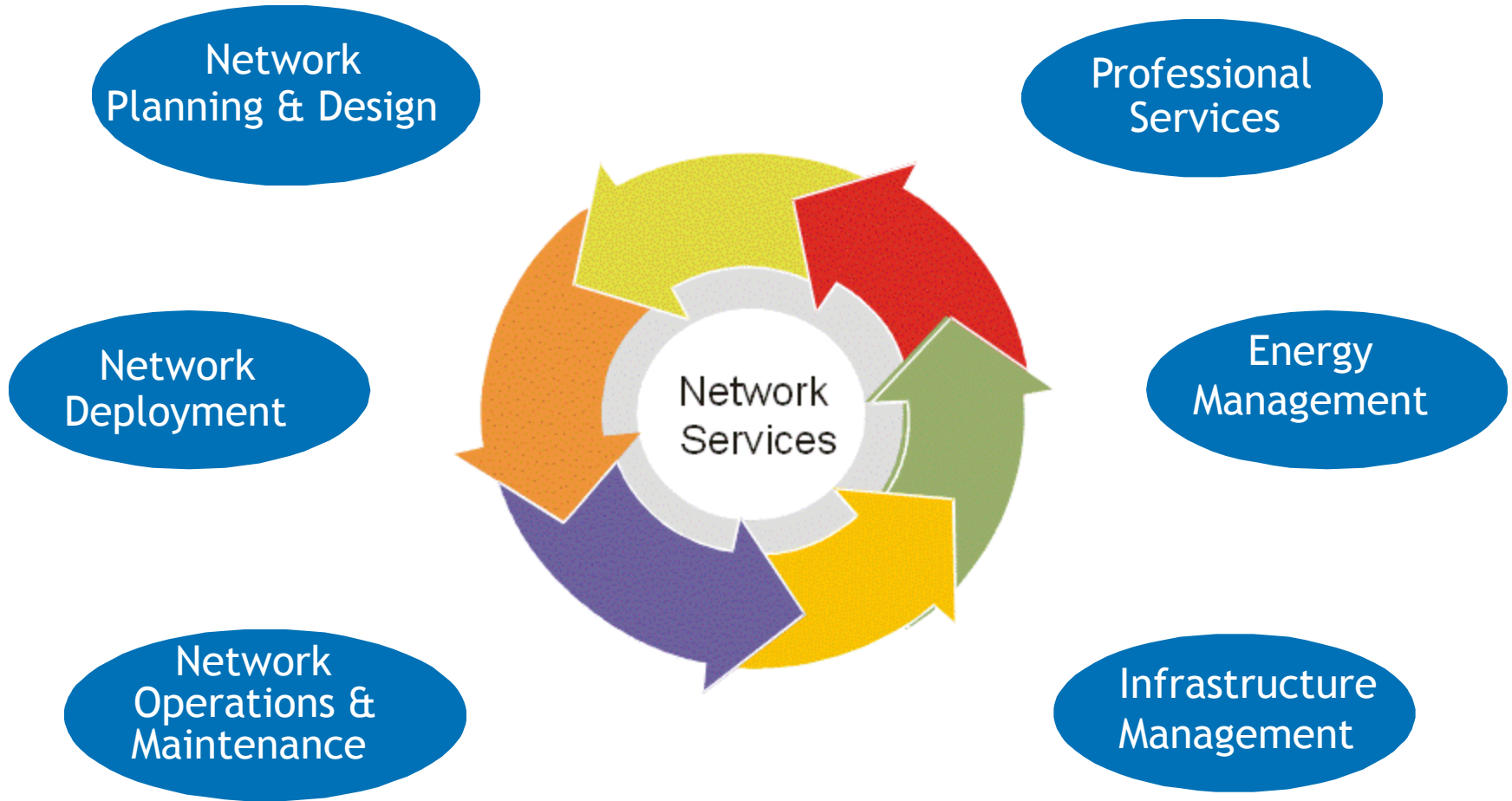
*Network transformation to include 3G, WiMAX, IP to provide huge opportunities in both developed and emerging markets*

*O&M, Energy Management to drive sustainable and recurring cash flows*

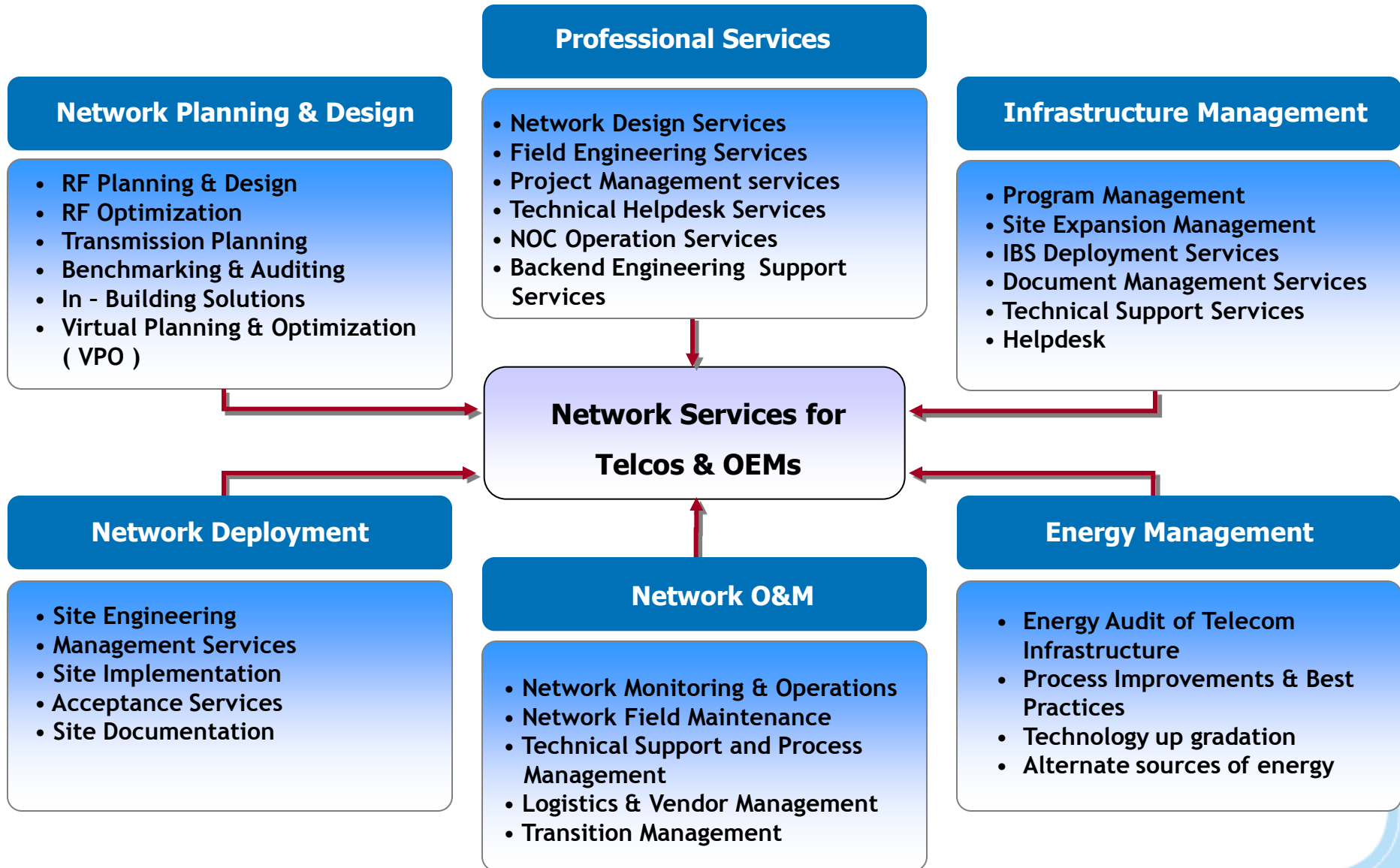
**Total Telecom Spend - USD 57 Billion by 2012**

# Service Offerings

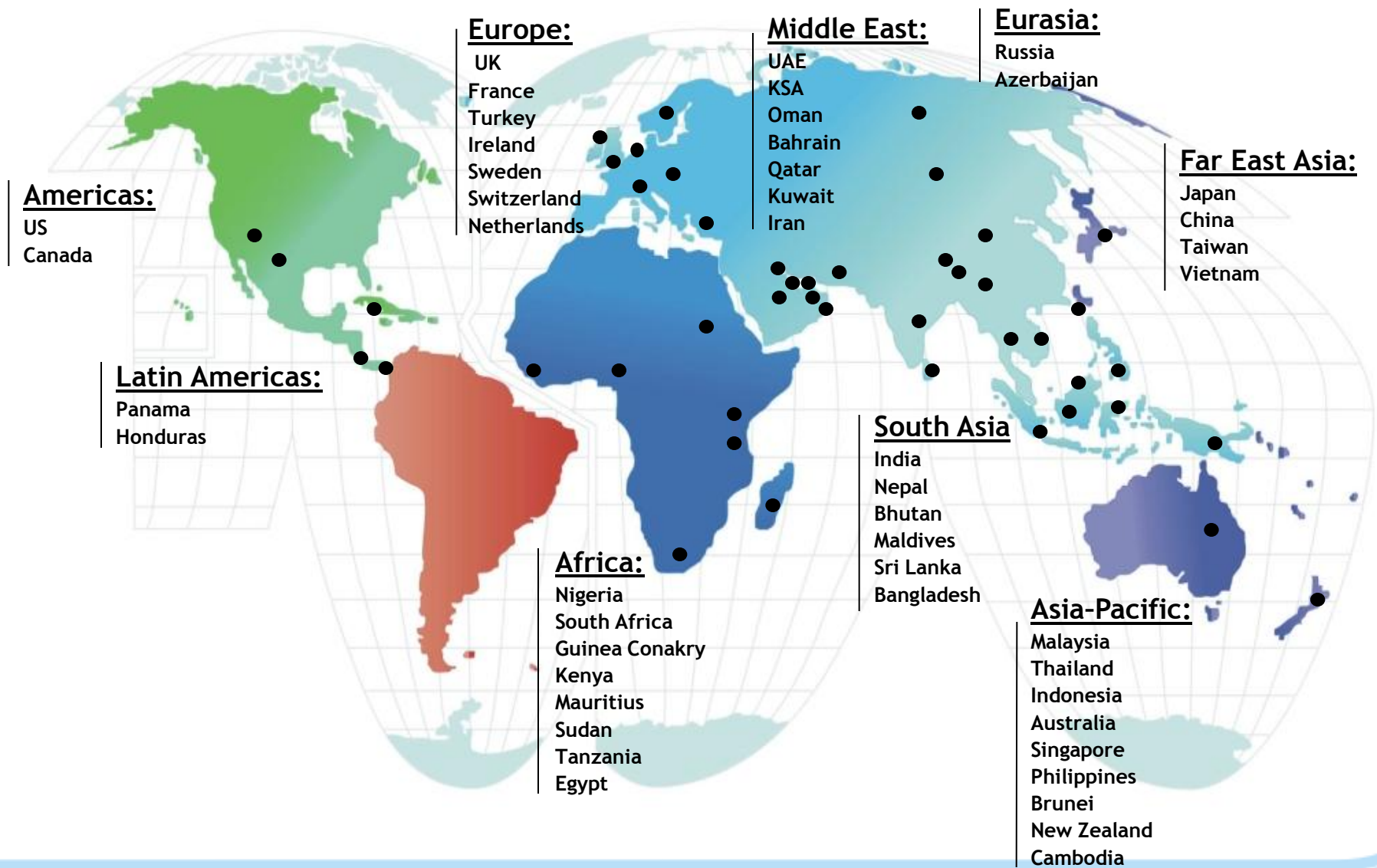




# Network Services for Telcos & OEMs



# Execution Capability



# Customer Snapshot

## Operators



## OEM's



- Partial List of Customers
- The logos used here are the trademarks of respective companies and are used here for representation purpose only

# GTL's Value Proposition



## Operators Needs

Network Planning & Design

Network Deployment

Network Operation & Maintenance

Network Infrastructure

Energy Management

Professional Services

*Network Infrastructure Focus*

Products & Services

Business Support

Customer Interaction

*Customer Focus*

*GTL's Scope of Operations*

*Value Proposition to operators*

Benefit from Outsourcing and focus on core competency

Global Delivery Model

Faster time to market

Multi Vendor expertise across technologies

## GTL's Ability to Deliver

### Delivery Capabilities

✓  
(Pan- India Presence;  
Executed projects in over 40 countries)

### Resource Availability

✓  
(Access to 8,644 skilled professionals;  
Comprehensive vendor database to source man/ material locally )

### Technical Expertise

✓  
(Deployed technologies spanning 2G,  
3G, 4G & WIMAX)

### Funding Capability

✓  
(Balance Sheet size in excess of US\$ 1.3  
Bn to fund large projects)

# Overview of Strategic Alliances



- In 2007, formed a strategic tie-up with Ericsson to address the Managed Network Infrastructure Services (MNS) Market in UK
- Under MNS, GTL offers Network Deployment, O&M, Infrastructure Management and Professional Services to operators like Vodafone, O<sub>2</sub> and MTN



- GTL entered into a engineering co-operation agreement with ZTE
- This will give GTL access to ZTE's Network Infrastructure projects in all its 120 countries of operations



- GTL has entered into a "Global Supplier Co-operation Agreement" with Huawei for worldwide co-operation in Network Services space
- As a part of this agreement, Huawei will train GTL's engineers on its various Technology platforms



- GHC has acquired 13% stake in Qualcomm's India operations to rollout BWA network
- GTL plans to offer Network Deployment, O&M, Active Infrastructure and Energy Management Services on Qualcomm sites

# Awards & Recognitions

## Business Excellence

- GTL ranked # 1 Telecom Turnkey company of the year - V&D 100 in 2008, 2009 and 2010
- GTL received Ramkrishna Bajaj National Quality Award for Business Excellence
- “Engineering Silver Partner Award” from Huawei



## Corporate Governance & Excellence

- GTL Featured in S&P’s ESG India Index
- GTL received “Certificate for Strong commitment” from CII ITC Center of excellence for Sustainable Development
- GTL wins “World Class Award” from International Asia Pacific Quality Organisation



## Corporate Social Responsibility

- GTL has received Greentech Environment Excellence Award in 2009 and 2010
- GTL Foundation received Golden Peacock Award for Innovation in Social Responsibility
- GTL received Pegasus Award for Social Responsibility
- GTL received enterprise Asia’s “Green Leadership” Award for its energy management initiatives



## GTL Foundation - CSR Arm of Global Group

### Bridging the Digital Divide

- **Gyan IT**  
(Spreading IT literacy among rural areas)
- **Know**  
(Mobile Computer lab)
- **VKC**  
(Village Knowledge Center)
- **Gyan Deep**  
(Train the trainer - Teachers)

### Cause of Physically Challenged

- **Netra**  
(Computer Lab for Blind)
- **Talk 64**  
(Chess software for Blind)
- **Swayam**  
(Self Employment opportunities)
- **Samman**  
(Mobility for the disabled)

### Other Community Initiatives

- **Gyan Jyot**  
(Scholarships for higher studies)
- **Samrakshan**  
(Financial assistance to bereaved families)
- **Idaya**  
(Assistance to Tsunami Victims)
- **Pralay**  
(Assistance in case of natural disasters)

*GTL sets aside up to two percent of its profits towards CSR activities and encourages active employee participation*





# Thank You



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