



# **GTL Infra Q3 FY 2011 results**

**January 28, 2011**

## **Safe harbor**

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# GTL Infra at a Glance



<b>Business</b>	Telecom Towers
<b>Tower Portfolio</b>	32,463 towers ( <i>as on December 2010</i> )
<b>Asset Base</b>	US\$ 3.2 Bn
<b>Presence</b>	22 Circles across India
<b>Customers</b>	All major Indian Telecom Operators
<b>Awards Won</b>	'Innovative Infrastructure company of the year' Infrastructure Excellence Award organized by CNBC TV 18
<b>Stock Listed on</b>	BSE (Code - 532775), NSE (Code - GTLINFRA)
<b>Market Cap</b>	US\$ 1.9 Bn.*

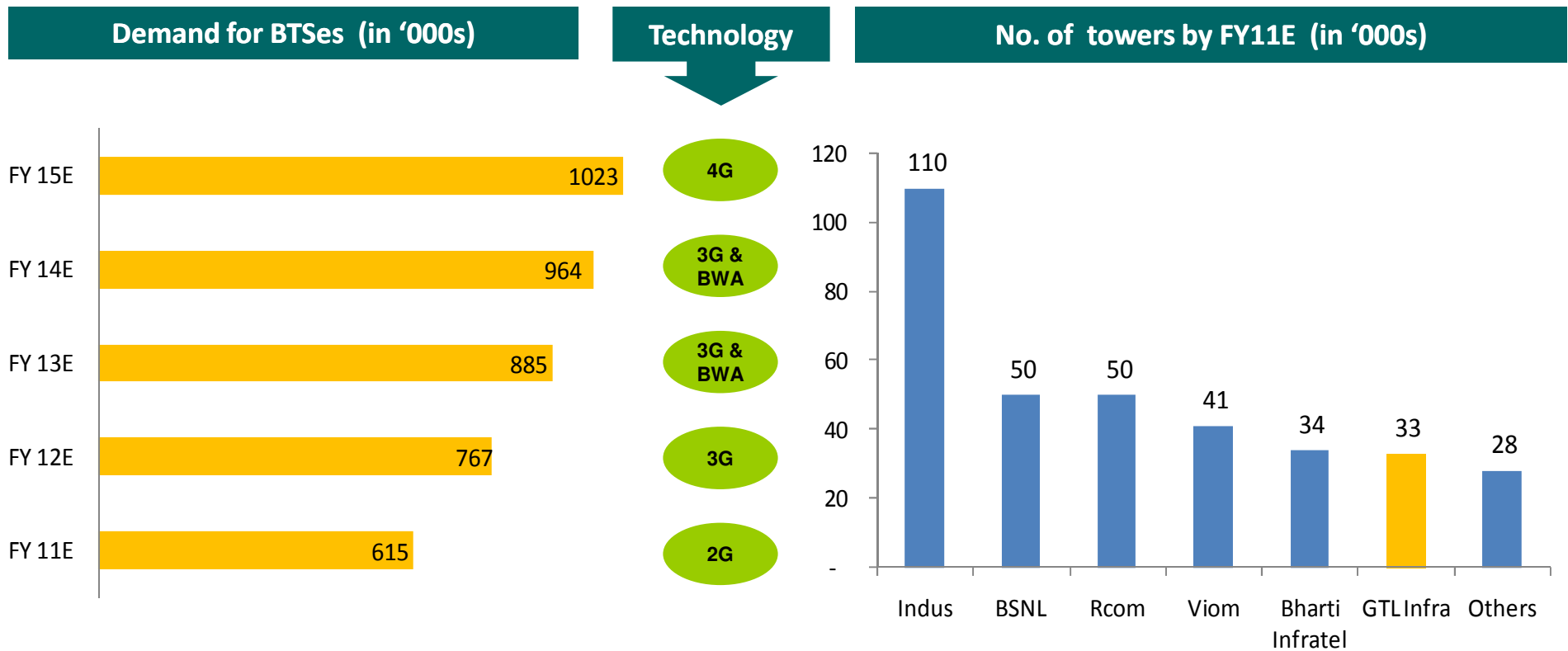
Note: Conversion rate assumed at Rs. 45 = 1USD across the presentation

\*As on Dec 31, 2010 (On a fully diluted basis)

# Industry Overview



# Industry Structure



Source: Industry Research, TRAI

***GTL Infra is the only independent player in the Indian Tower Industry***

# Operations Review for Q3 FY 2011



# Results at a Glance - Standalone

(in ₹Crore)

Particulars	Q3 FY11	Q3 FY10	Y-o-Y %
Net Sales/ Income from Operations	123.96	91.56	35% ↑
Infra O&M Cost (Net)	39.31	28.06	40% ↑
Employee Cost	4.80	4.86	-1% ↑
Other Expenditures	8.64	7.92	9% ↑
<b>EBITDA</b>	<b>71.21</b>	<b>50.72</b>	<b>40% ↑</b>
<i>EBITDA Margin</i>	<i>57%</i>	<i>55%</i>	
Depreciation	52.84	31.56	
Interest and finance cost	68.93	27.31	
Foreign Exchange (Gain) or Loss	12.89	(25.87)	
Other Income	1.45	5.33	
Profit before tax	(61.99)	23.05	
<b>Net Profit after tax</b>	<b>(61.99)</b>	<b>23.05</b>	

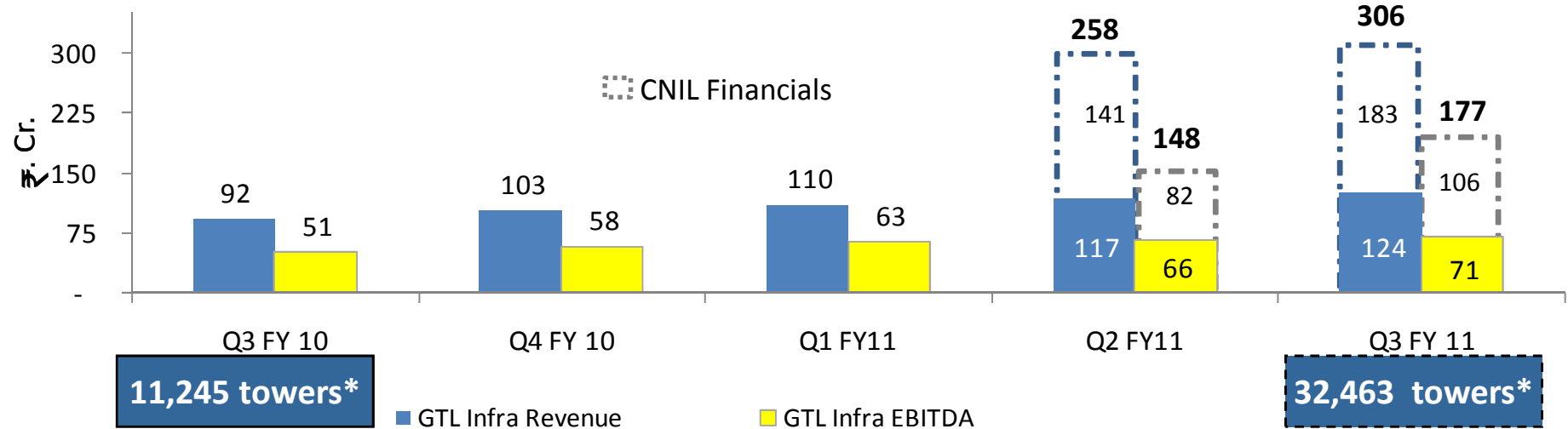
# Performance Snapshot *(Consolidated)*



	GTL Infra		CNIL*		Total
No. of Towers	14,963	+	17,500	=	32,463
Revenue (₹Cr)	124	+	182	=	306
EBITDA (₹Cr)	71	+	106	=	177
EBITDA Margin	57%	+	58%	=	58%

\*CNIL is an SPV formed for the purpose of acquiring Aircel tower assets

# Performance Review



# Thank you



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