



Global Group

An Introduction

Safe harbor

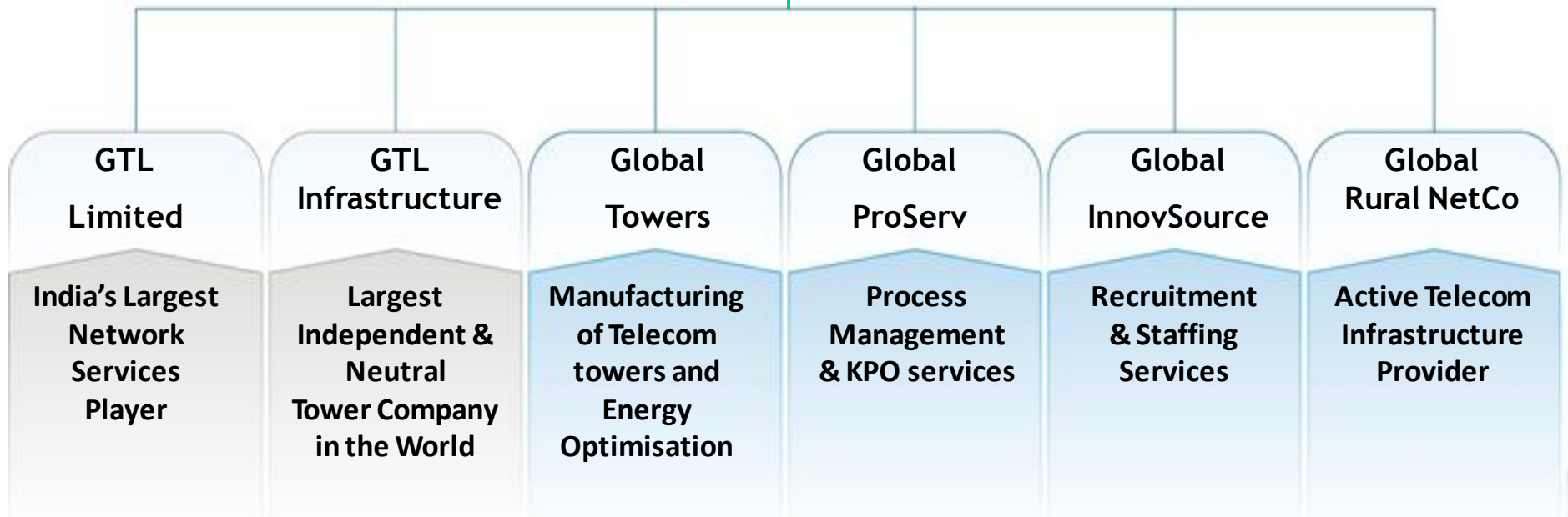
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For a discussion of the risks and uncertainties that may cause results to differ, you should review GTL's filings with stock exchanges, including the annual report and quarterly disclosures.

“Provide affordable universal connectivity by offering quality & green network solutions to telecom carriers across the world”

GLOBAL Group

Global Holding Corporation (GHC)



Global Group Profile

24 Years of Service in telecom industry

Group Revenue of US\$ 1.5 Bn for FY 12E

Group Balance Sheet size of US\$ 5 Bn as on March 12E

Project Execution in more than 40 Countries over 70 Networks

Access to over 35,000 dedicated and highly skilled manpower by FY12E



The Group is focused on Network Services and Shared Telecom Infrastructure

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



GTL Infrastructure Ltd

www.gtlinfra.com

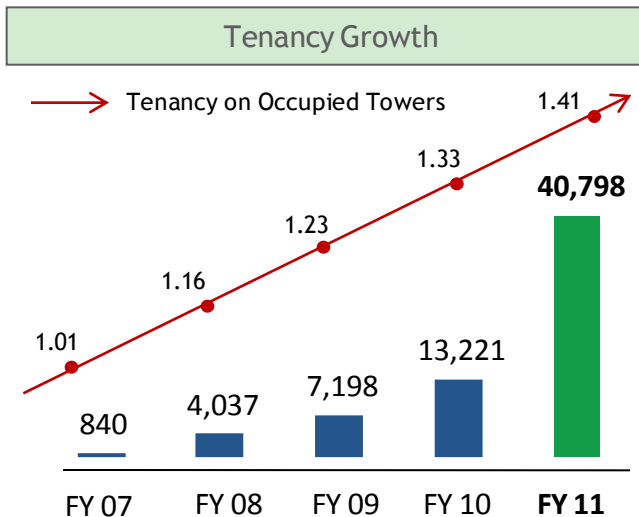
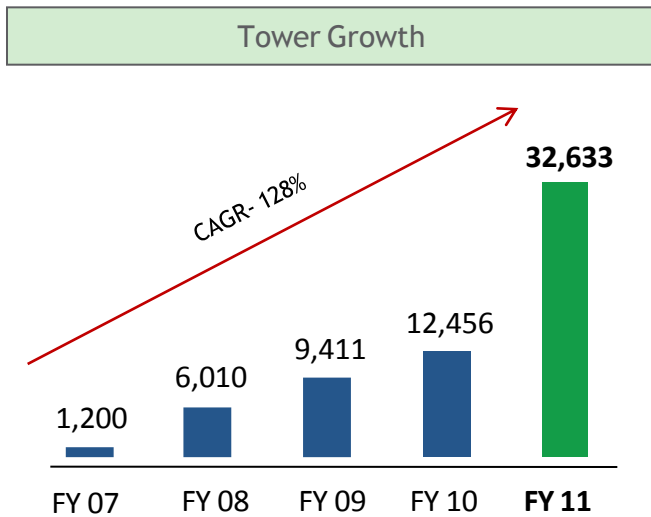


GTL Infra at a Glance

Business	Telecom Towers
Tower Portfolio	32,633 towers
Asset Base	US\$ 3.7 Bn
Presence	Pan India Tower Presence
Customers	All major Indian Telecom Operators
Awards Won	‘Innovative Infrastructure company of the year’ Infrastructure Excellence Award organized by CNBC TV 18
Stock Listed on	BSE (Code - 532775), NSE (Code - GTLINFRA)

Growth Highlights

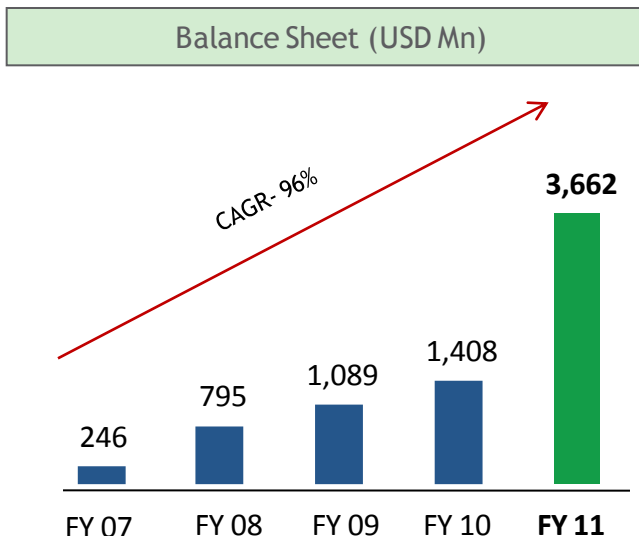
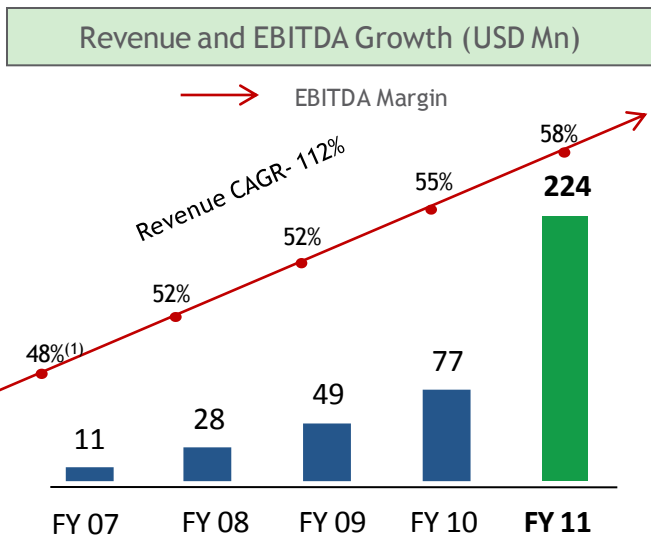
Operational Growth



Growth Highlights

- All operators served on GTL Infrastructure sites
- 128% Tower CAGR
- 164% Tenancy CAGR
- Pan- India presence of towers
- 8% up-front reduction in energy cost

Growth in Financials



Growth Highlights

- 112% Revenue CAGR
- 123% EBITDA CAGR
- USD1.8bn all cash acquisition of Aircel towers
- All leading banks funding GTL Infrastructure's expansion plan

Exchange rate considered at Rs. 45 per 1 US\$ across the document

Notes:

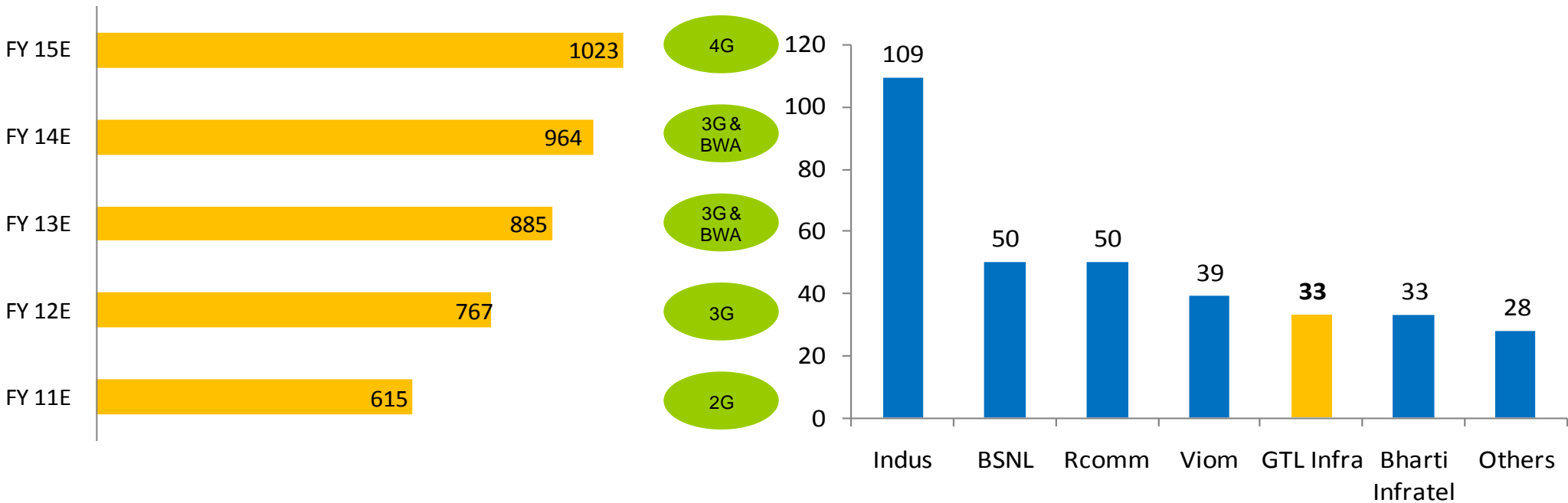
(1) FY07 EBITDA margin reflects margin of tower operations only

Industry Structure

Demand for BTSes (in '000s)

Technology

No. of towers by FY11 (in '000s)

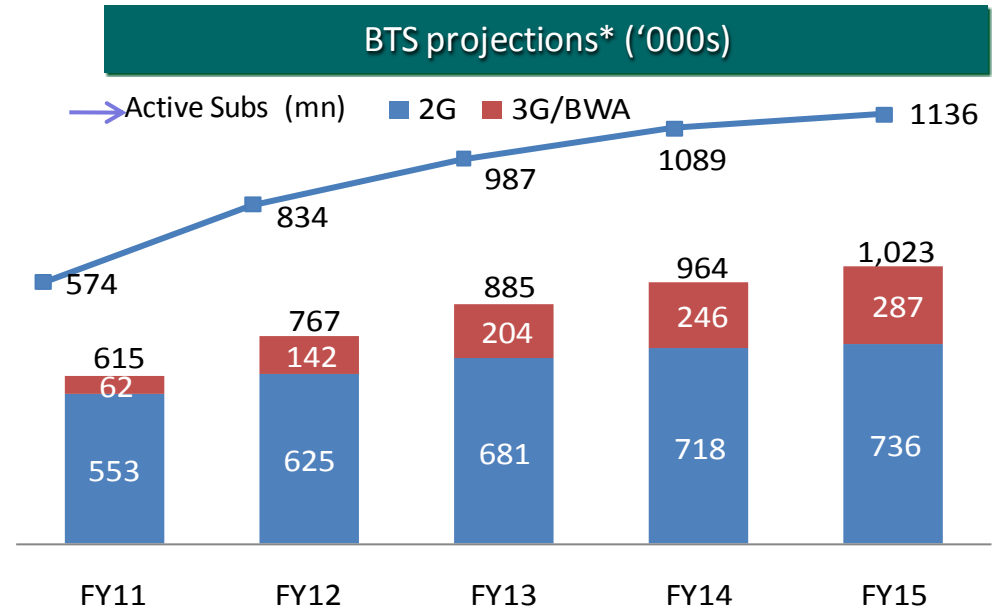


Source: Industry Research, TRAI

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

Tenancy Growth Drivers

- ❖ India has c574mn active subscribers by FY 11 and is estimated to reach c1bn by FY14E
- ❖ The Industry has paid cUS\$ 20 Bn as License fee for 3G/BWA to the government; Incremental capex on 2G, 3G/BWA rollout is expected to be cUS\$ 110 Bn
- ❖ MNP is expected to drive improvement in Network Quality of the operators
 - ✓ Will drive operators to install more BTSes leading to drop in number of subscriber/ BTS from current 1,400 to 1,000 creating further demand for towers



•Source: Industry Estimates, TRAI



GTL Limited

www.gtllimited.com



GTL at a Glance

Business

Network Services & Power Management

Founded

1987

Global Headquarters

Mumbai, India

Global Presence

More than 40 countries spread across Africa, Asia- Pacific, Middle East, Asia, North America, South Asia and Western Europe

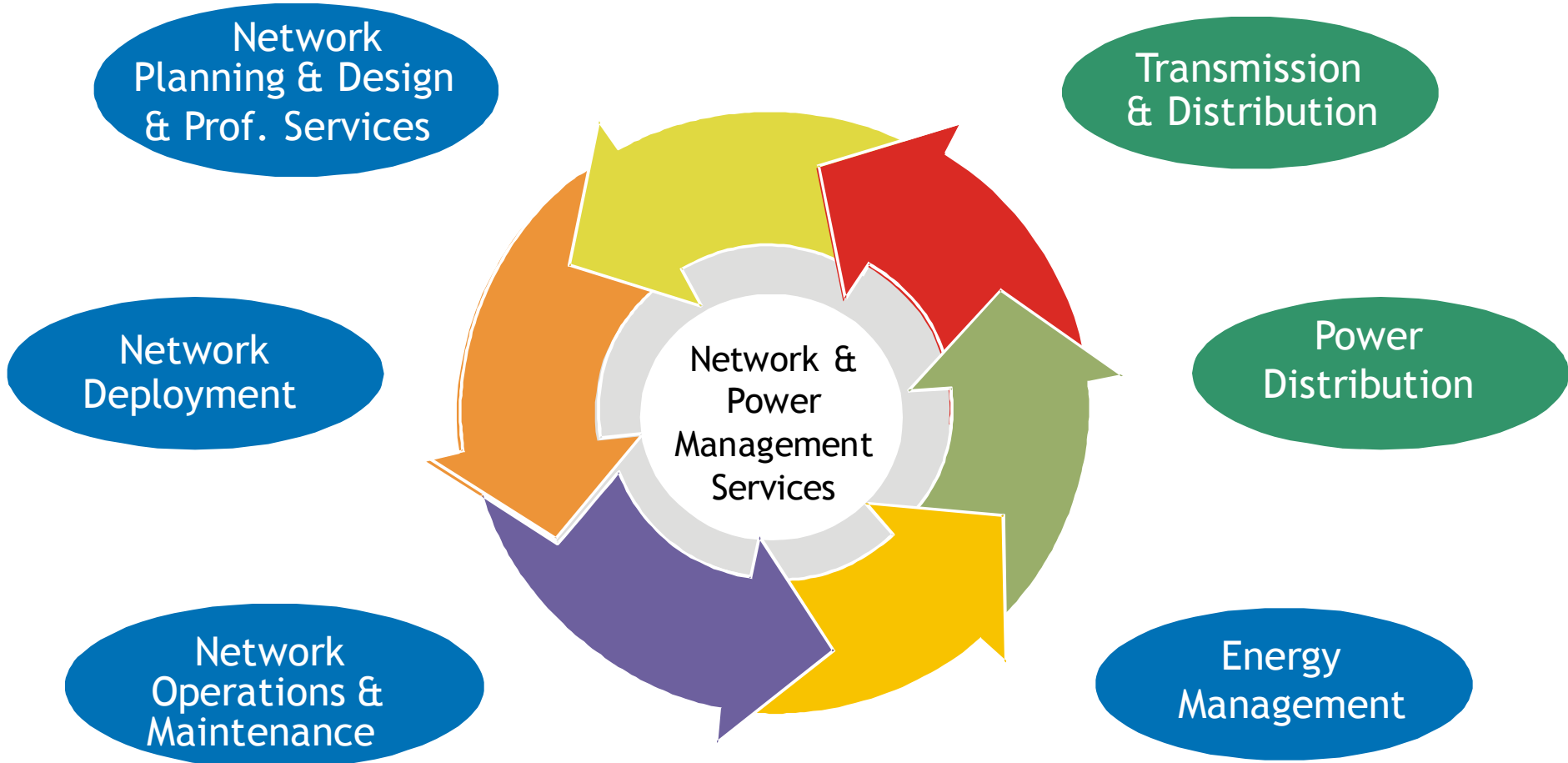
Domain Expertise

Telecom

Listed on

BSE, NSE

Our Services



 - *Network services business*

 - *Energy business*

Network Services Offering

❖ Network Deployment

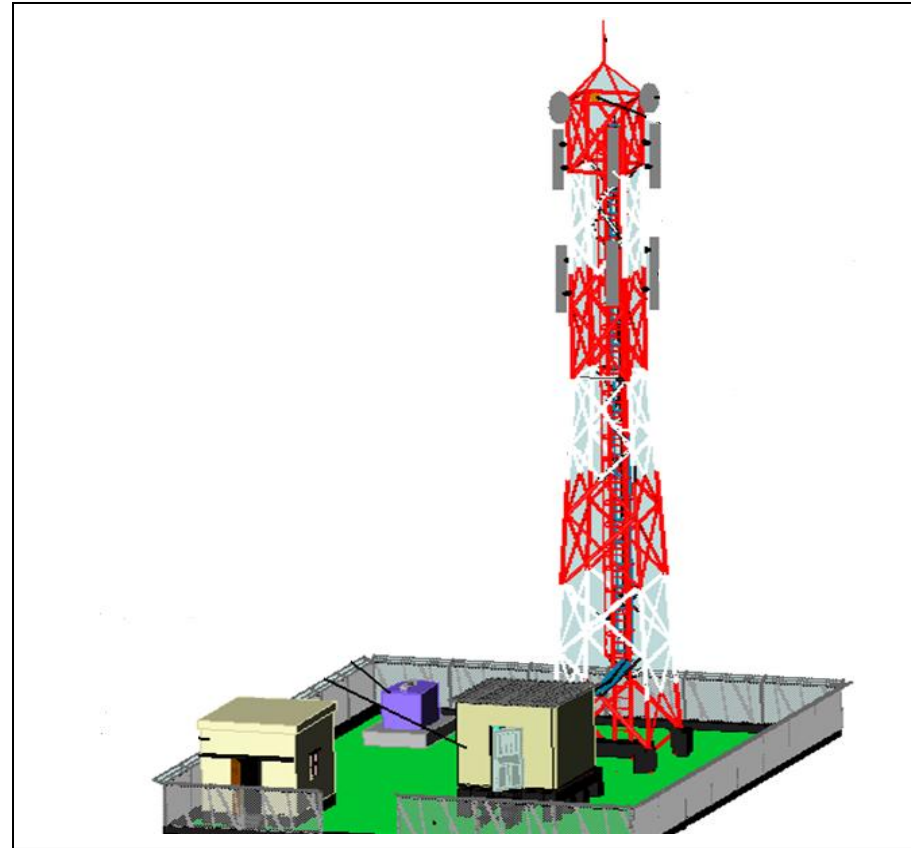
- ✓ GTL offers deployment services of active and passive infrastructure for wireless networks
- ✓ The scope of activity includes Site Engineering, Management Services, Site Implémentation etc.

❖ Network Planning & Design & Professional Services

- ✓ GTL designs the network architecture for telecom operators.
- ✓ The scope of activity involves RF Planning & Design, RF Optimization, In - Building Solutions etc.
- ✓ GTL also provides its engineers to telecom operators & OEMs for short term and mid term projects

❖ Operation & maintenance

- ✓ GTL provides regular maintenance of active and passive infrastructure of telecom operators & tower cos.
- ✓ The scope of activity includes Network Monitoring & Operations, Network Field Maintenance, Technical Support and Process Management



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, O₂ 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



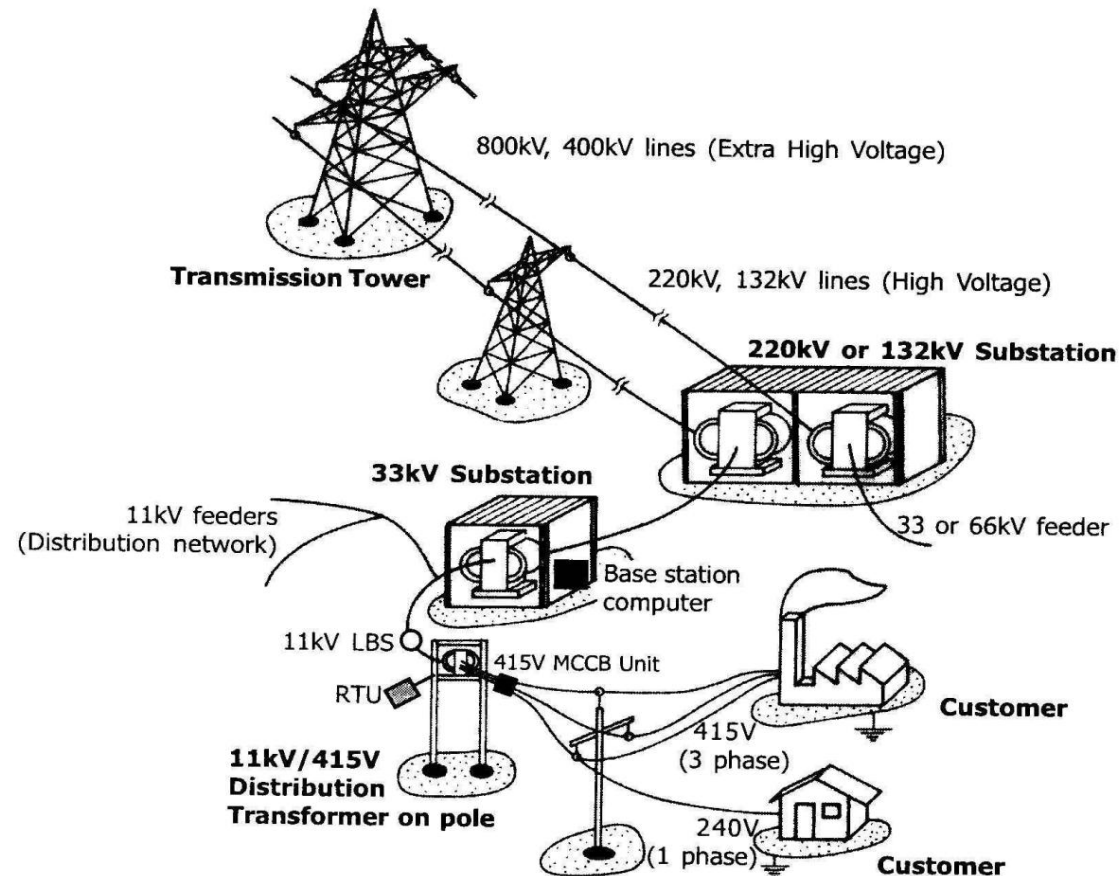
- GTL has entered into a "Global Supplier Co-operation Agreement" with Huawei for worldwide co-operation in Network Services space
- As a part of this agreement, Huawei will train GTL's engineers on its various Technology platforms



- 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

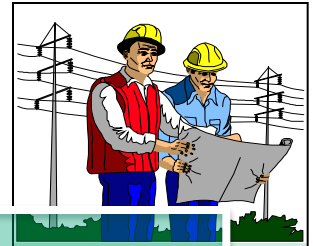
Transmission & Distribution

- ❖ GTL undertakes turnkey contracts for rolling out power distribution networks for state electricity boards
- ❖ The Scope includes:
 - ✓ Construction, erection, testing and commissioning of sub transmission lines, distribution line, power transformers
 - ✓ Augmentation of existing substations & distribution transformers of varying capacities
 - ✓ Renovation and modernization works



Power Distribution Franchisee

MSEDCL
to supply power at
EHV substations



Fault Restoration

Planning

**All Obligation and Rights of a
Distribution Licensee**



Revenue Collection



Construction CAPEX

Energy Input Metering



Meter Reading



Customer Care



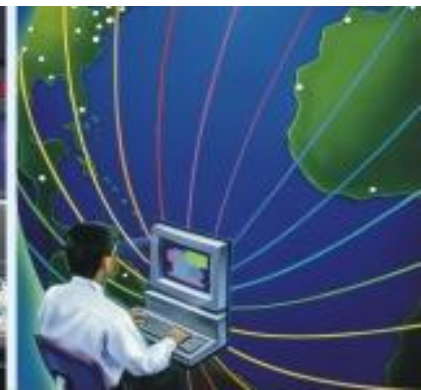
Generation

Transmission

Distribution

- ❖ Long term contract for a period of 15 years
- ❖ The key revenue growth drivers are:
 - ✓ Residential to Commercial Mix
 - ✓ Increase in Electricity availability
 - ✓ Increase in consumption of electricity
 - ✓ Increased industrialization
- ❖ Profitability is tied to reduction in T&D losses

Awards & Recognitions



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





Education

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

Disability


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

Health

- **Arogya**
(Mobile health van in Rural Areas)
- **Emergency Medical Assistance**
(Curative medical care)
- **Blood Donation**
(Donate blood save life)

Community

- **Pralay**
(Supporting victims of natural calamities)
- **Gyan Deep**
(Counselling the street children)
- **Marathon run**
(Participated in the sporting event to support visually challenged persons)



GTL sets aside up to one percent of it's profits towards CSR activities and encourages active employee participation

Thank you

