



Global Group

An Introduction

Safe harbor

Neither the information nor any opinion expressed in this presentation constitutes an offer, or invitation to make an offer, or to buy any security issued by the company. This presentation contains 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 presentation 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's filings with stock exchanges, including the annual report and quarterly disclosures.

Feb-1/2010

Group Values

Group Philosophy-

“To enable people to be in touch with each other and improve the quality of life of the communities we serve”

Group Values-

- *Ethics & Transparency*
- *Proactively Manage Change*
- *Delight customers through superior services*
- *Develop entrepreneurs through an achievement-oriented culture*
- *Build a sustainable global organization*
- *Share knowledge and focus on end-result*

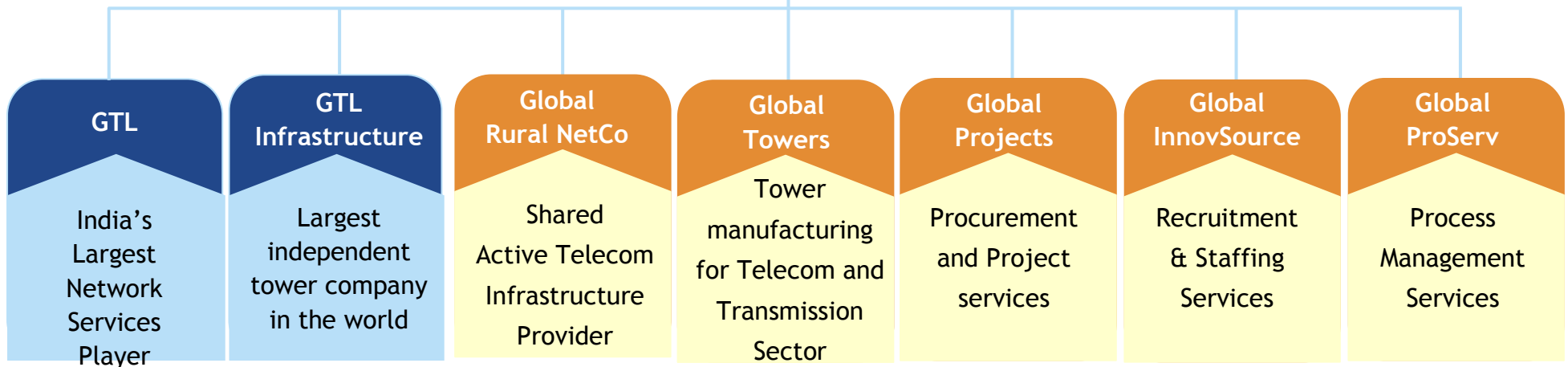
Group Vision-

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

Group Structure

GLOBAL Group

Global Holding Corporation (GHC)



 - Listed Companies

Global Group Profile

22 Years of Service in telecom industry

Group Revenue of US\$ 1.5 Bn for FY 11E

Group Balance Sheet size of US\$ 5 Bn as on March 11E

Aggregate Market Cap of US\$ 1.9 Bn*

Project Execution in 44 Countries across 70 Networks

Access to over 35,000 dedicated and highly skilled manpower by FY11E



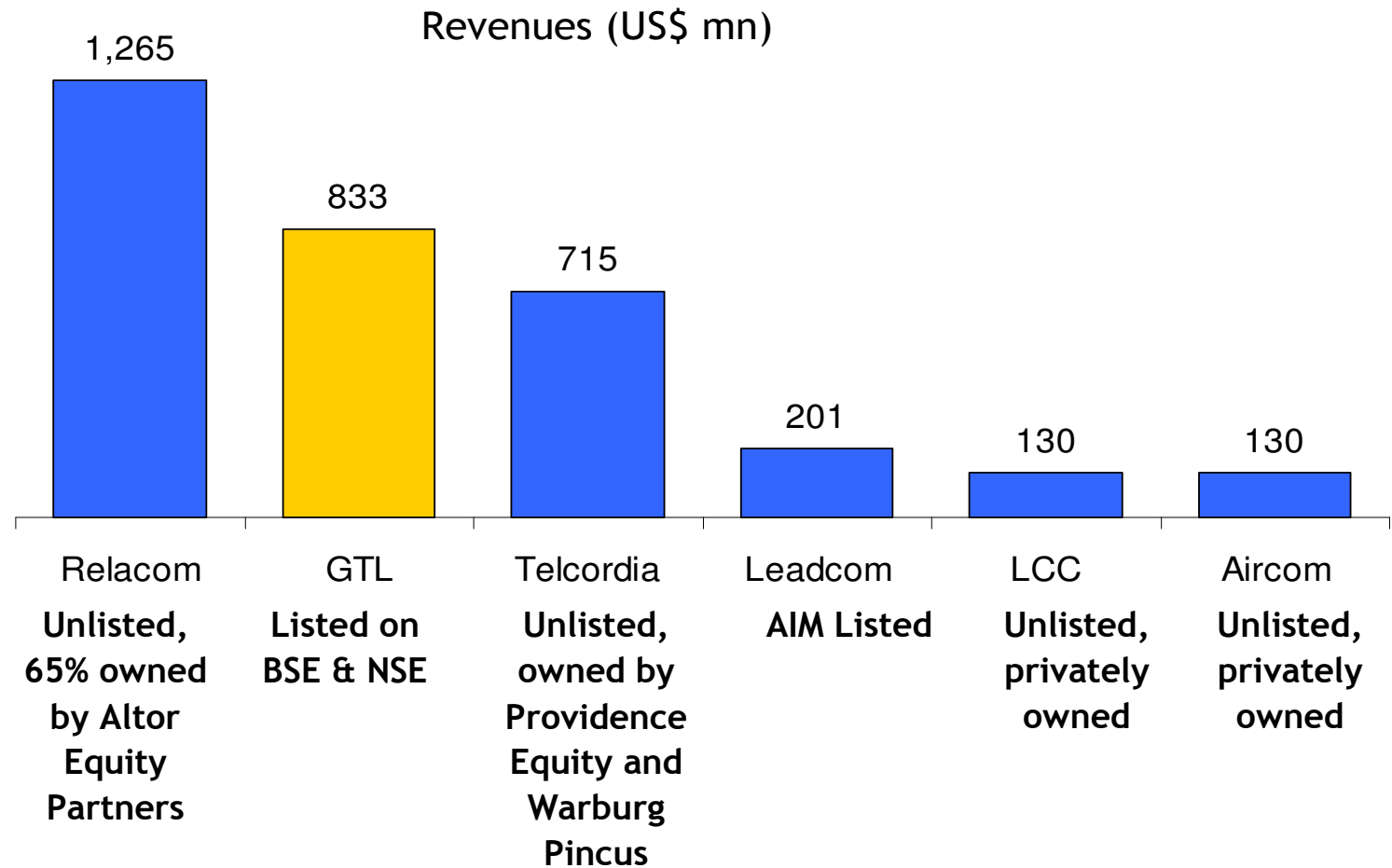
*The Group is
focused on
Network
Services and
Shared Telecom
Infrastructure*

Note: Conversion rate assumed at Rs. 46 = 1USD across the document ;

*Market Cap calculated on fully diluted basis as on Feb 02, 10

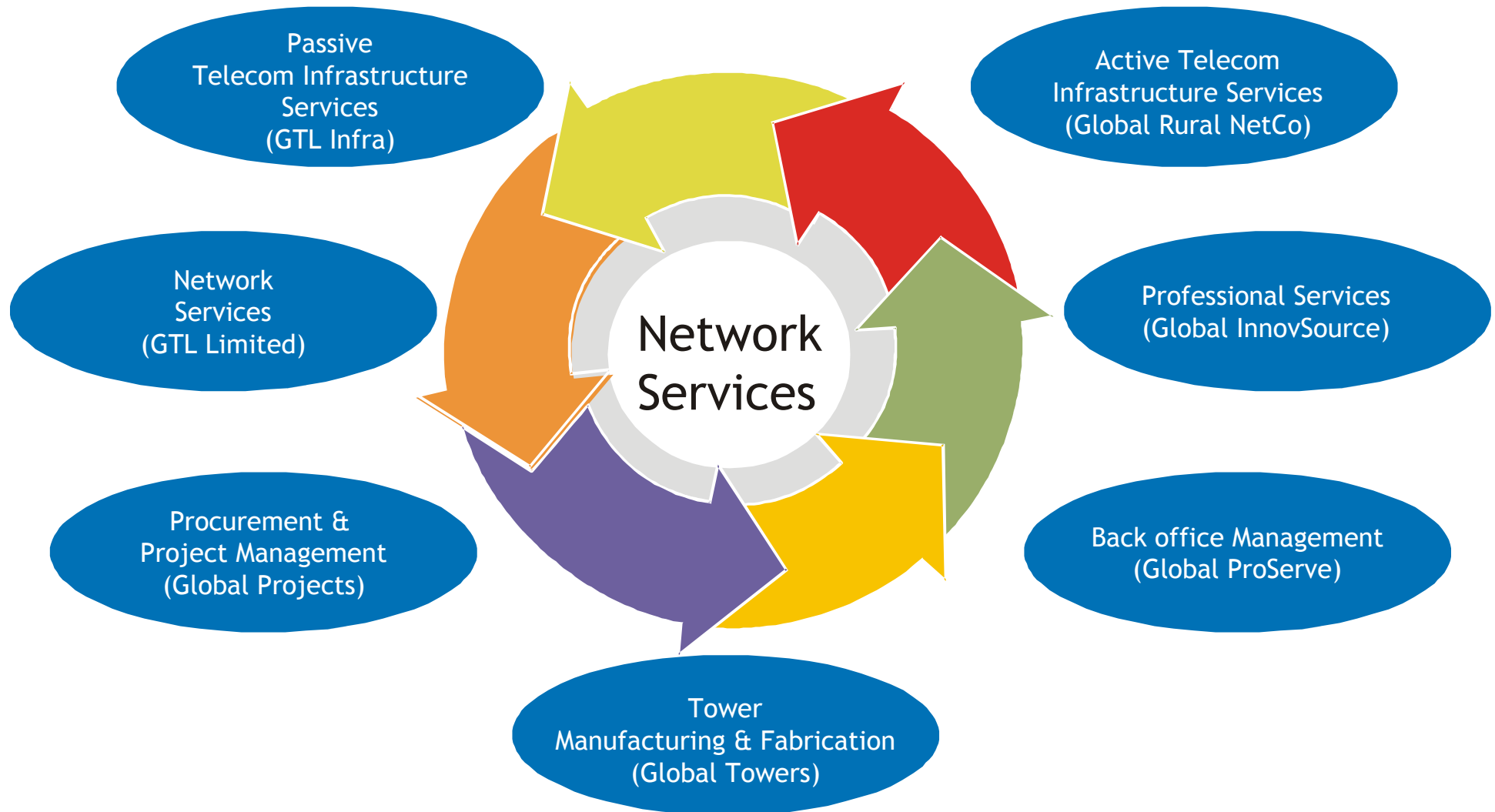
Peer Comparison

GTL is now the 2nd largest player in the Telecom Infrastructure and Network Services space in the world



*Note: All mentioned revenues are as per the latest information available in public domain;
- FY 11 Projections

Value Chain

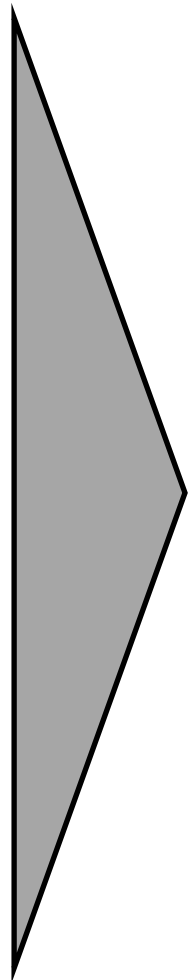


Global Group serves across the entire spectrum of outsourced telecom solutions

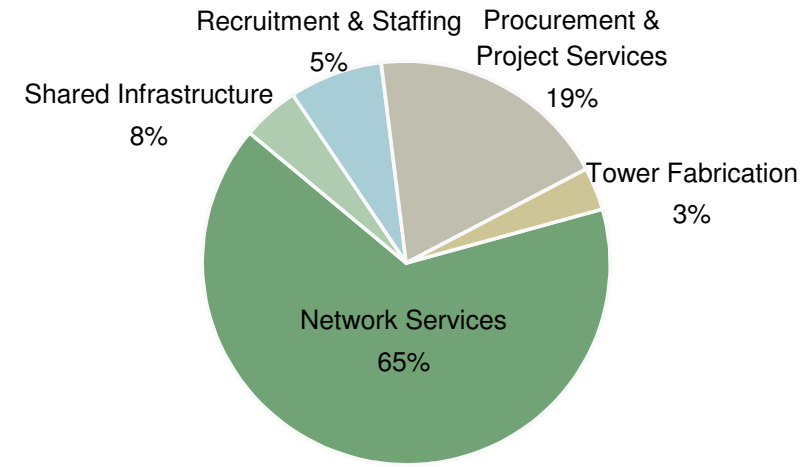
Customer Snapshot

Telecom Brands

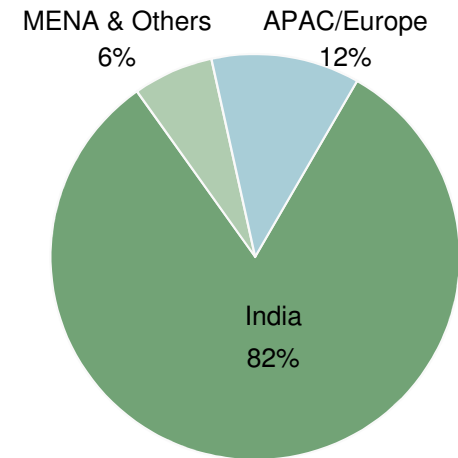
Aircel	
Airtel	
AT&T	
BSNL	
China Mobile	
Cingular	
Etisalat	
NTT DoCoMo	
Orange	
RCom	
Saudi Telecom	
Sprint	
T-Mobile	
Verizon	
Vodafone	



Revenue by Services



Revenue by Geography



Group has worked for 8 of the Top 10 telecom brands in the world*

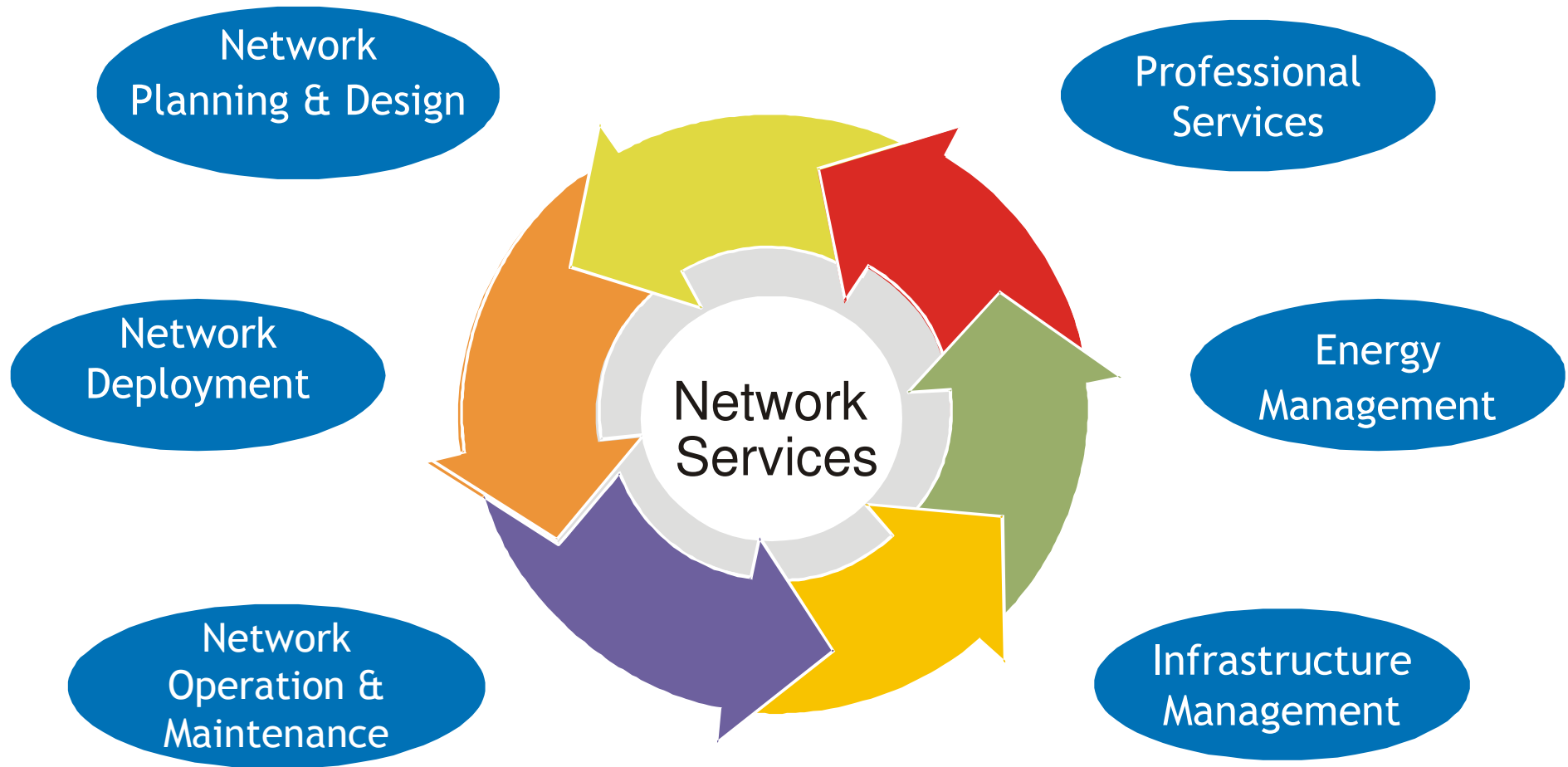
* Source: Informa Telecom & Internal Research



GTL Limited

www.gtllimited.com

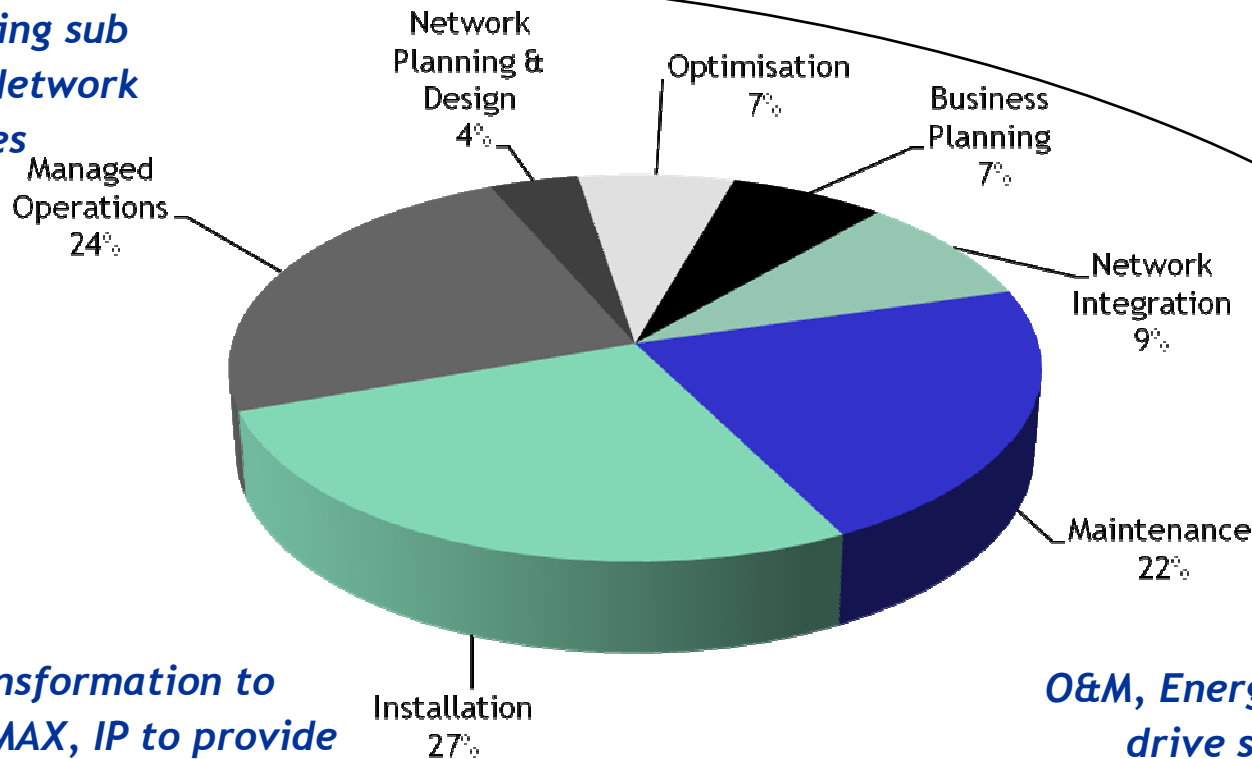




Global Spend on Telecom - 2012

The emerging sub segment of Network 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

Source: Light Reading Insider & Internal estimates

Total Telecom Spend - US\$ 57 Billion by 2012

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.



- GTL formed a strategic alliance with Vanu Inc to develop solutions for sharing of Active Telecom infrastructure by mobile operators.
- The solution will also allow carriers to serve new markets, save time and cost involved in a traditional network rollout.



GTL Infrastructure Ltd

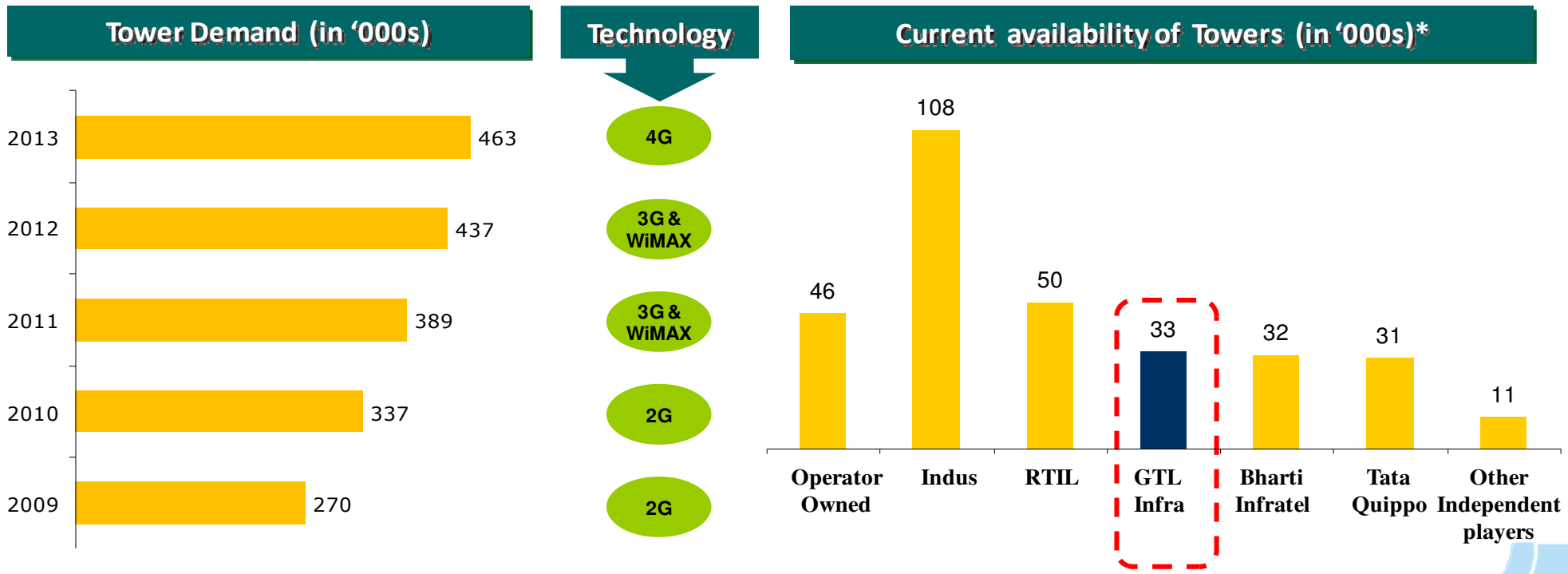
www.gtlinfra.com



Industry Structure

Drivers for Shared Infrastructure

- ❖ Aggressive rollout plan by regional/ new operators
 - ✓ Aircel, IDEA, Reliance GSM, TATA-DoCoMo, Unitech-Telenor, Swan-Etisalat, DataCom
- ❖ Impending auction of 3G & WiMAX spectrum in second half of CY10
- ❖ Incremental Capex plan for Network Quality improvement by incumbent operators
- ❖ BSNL agrees to co-locate on third party towers



•Source: JM Financial & Industry Estimates
 *Projected tower roll outs as on May 2010

Purchase of Aircel Tower Business



Aircel Tower purchase at Glance

Enterprise Value	US\$ 1.8 Bn
No. of Towers acquired	17,500
No. of Tenants acquired	21,000
Future Commitment	20,000 towers over the next 3 years
Financial Advisors	Citi; Barclays

Largest all cash asset purchase transaction in Indian Corporate history

Transaction Rationale

❖ Accelerated Growth

- Assured immediate recurring revenue of US\$ 152 Mn for next 15 years on p.a. basis
- Additional Commitment of at least 20,000 anchor sites over next 3 years to provide additional recurring revenue of US\$ 152 Mn on p.a. basis
- Total recurring revenue opportunity from this transaction alone to be US\$ 304 Mn on p.a. basis

❖ Pan-India Tower Footprint

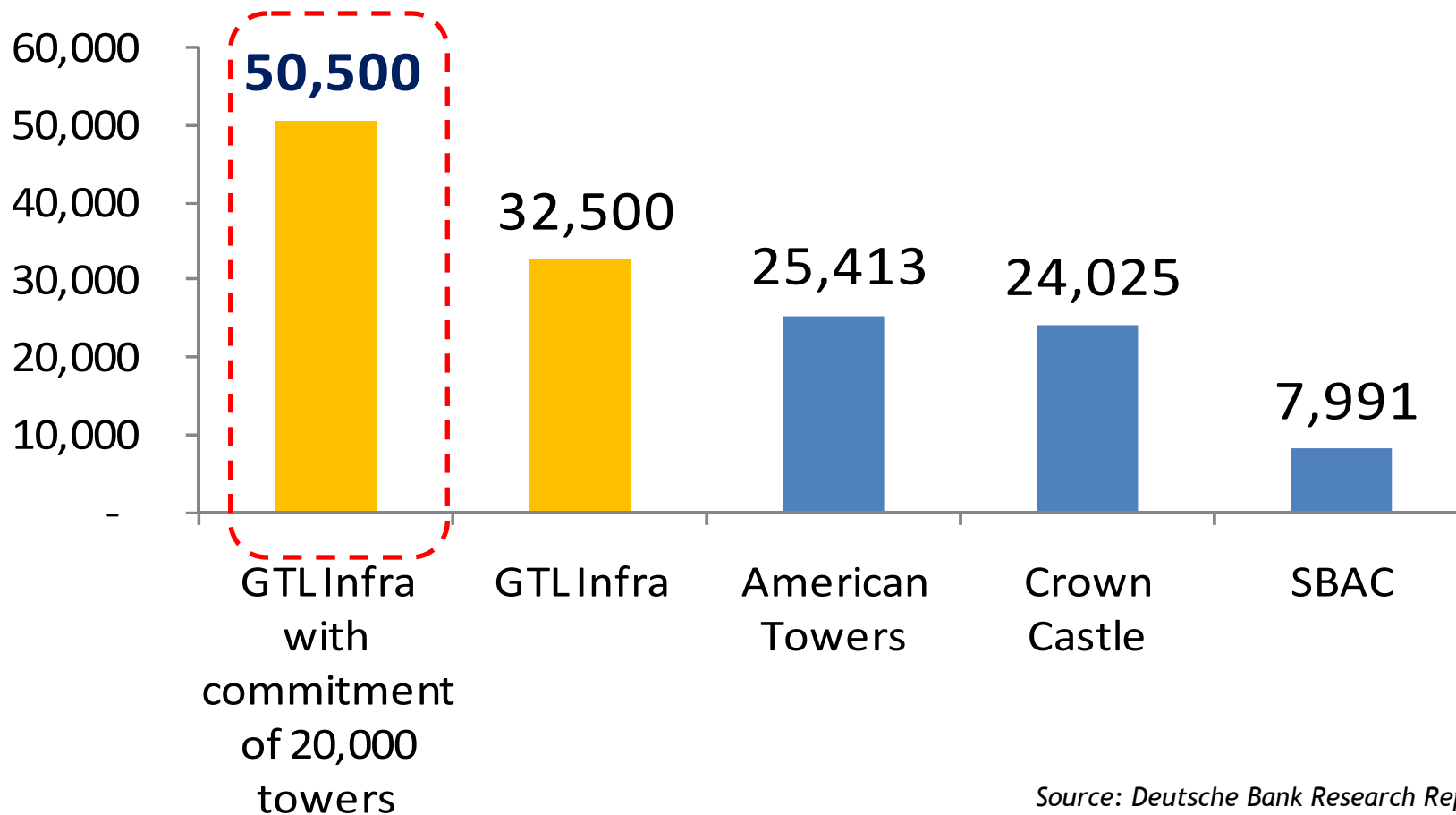
- Pan- India presence in all 23 telecom circles
- Portfolio of over 50,000 towers by FY 13E
- Tenancy expected to grow to 2.3 by FY 13E

❖ Increase presence in Urban areas to cater to new 2G/3G operators

- No.of towers in urban areas to increase from current 1,350 to 9,400 towers

Post Deal Industry Scenario

Independent & Neutral global players



Source: Deutsche Bank Research Report. Dec 09

Creation of Largest Independent Tower Co in the world

Awards & Recognitions



Recent Awards & Recognitions

Business Excellence

- GTL ranked # 1 Telecom Turnkey company of the year - V&D 100, 2008 and 2009
- GTL Infra won “Innovative Infrastructure Company of the year” 2009 by CNBC TV18
- GTL Infra rated “Top Independent Infrastructure Provider of India” Award by V&D



Corporate Governance & Excellence

- GTL Featured amongst Top 10 in S&P’s ESG India Index for the second year in a row
- GTL received “Certificate for Strong commitment” from CII ITC Center of excellence for Sustainable Development
- GTL received Ramkrishna Bajaj National Quality Award for Business Excellence



Corporate Social Responsibility

- GTL received Greentech Environment Excellence award
- GTL Foundation received Golden peacock Award for Innovation in Social Responsibility
- GTL received Pegasus Award for Social Responsibility



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**
(IT Literacy for AASRA Children)

Cause of Physically Challenged

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

Other Community Initiatives

- **Gyan Jyot** (Scholarships for higher studies)
- **Samrakshan** (Financial assistance to bereaved families, critical illness and accident cases)
- **Idaya** (Assistance to Tsunami Victims)
- **Pralay** (Assistance in case of natural disasters)
- **Arogya** (Mobile health van in Rural Areas)



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

Conclusion

- **Strong Growth Story**
 - ✓ Revenue growth of 44% and Profitability growth of 37% on compounded basis for last two years
 - ✓ US\$ 30 Bn of planned investments in Indian telecom sector over next 2-3 years

- **Strong Project execution track record**
 - ✓ Expertise across the spectrum of Network Services needs of Operators, OEMs and Tower Companies
 - ✓ Presence in all 23 circles in India
 - ✓ Executed Projects in 44 countries across the world

- **Group Financial strengths**
 - ✓ Balance Sheet size in excess of US\$ 5 Bn
 - ✓ Cash Balance of US\$ 700 Mn as on March 2009

- **Investor-friendly Organization**
 - ✓ Returned cash to shareholders in excess of US\$ 175 Mn in last 3 years
 - ✓ High standards of Corporate Governance in Group Companies

Thank you



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