




# 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 light gray outline map of the world is centered in the background of the slide.

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

# Group Highlights



**24** Years of service #

**\$ 1.5 Bn** Revenue#

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

**40** Countries

**70** Cellular Networks

**35,000** Dedicated Employees #

*# 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**

**9,612 (As of Jun 30, 2011)**

**Stock Listed on**

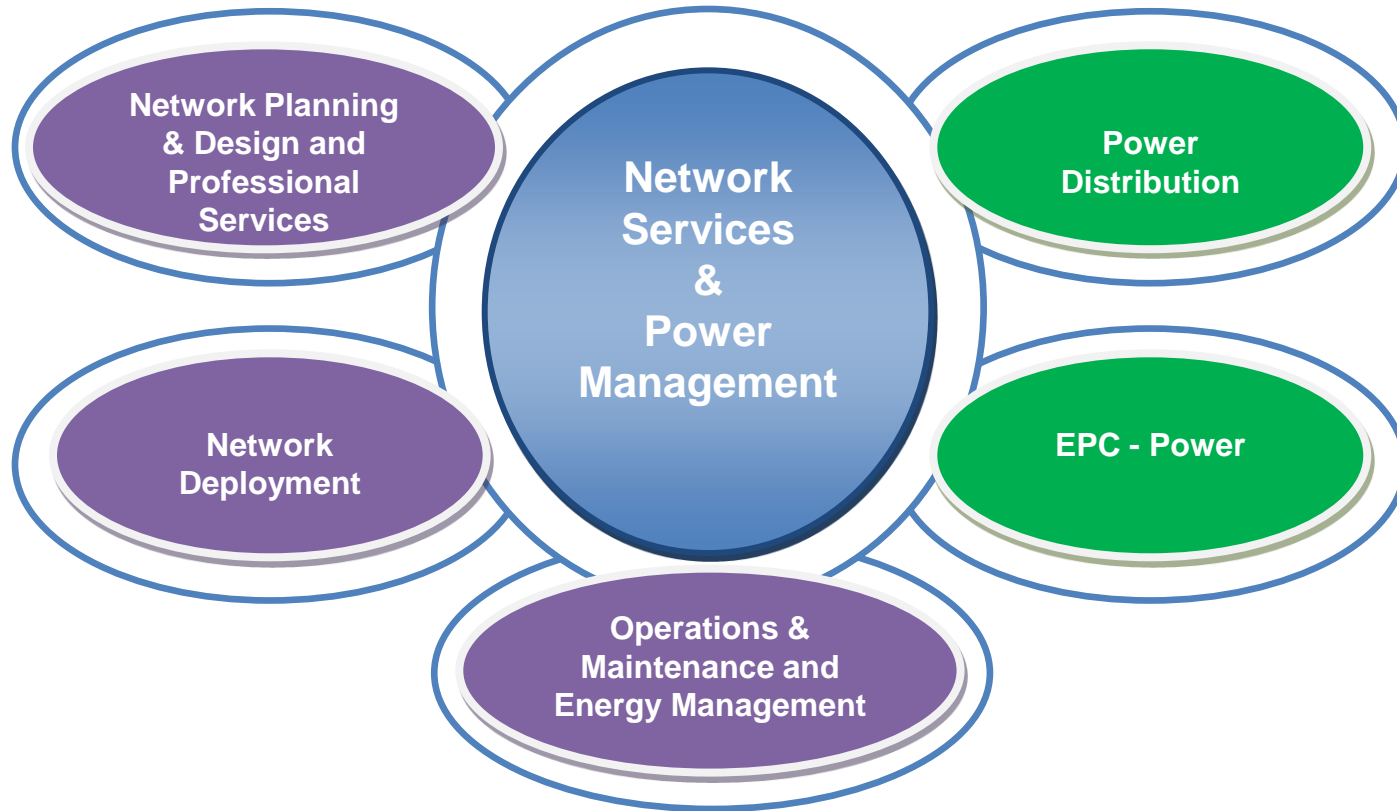
**BSE, NSE**

**Total income (15 month Period ended Jun11)**

**US\$ 881 Mn**

# Service Offerings





## Network Services for Telcos & OEMs

### Network Planning & Design and Professional Services

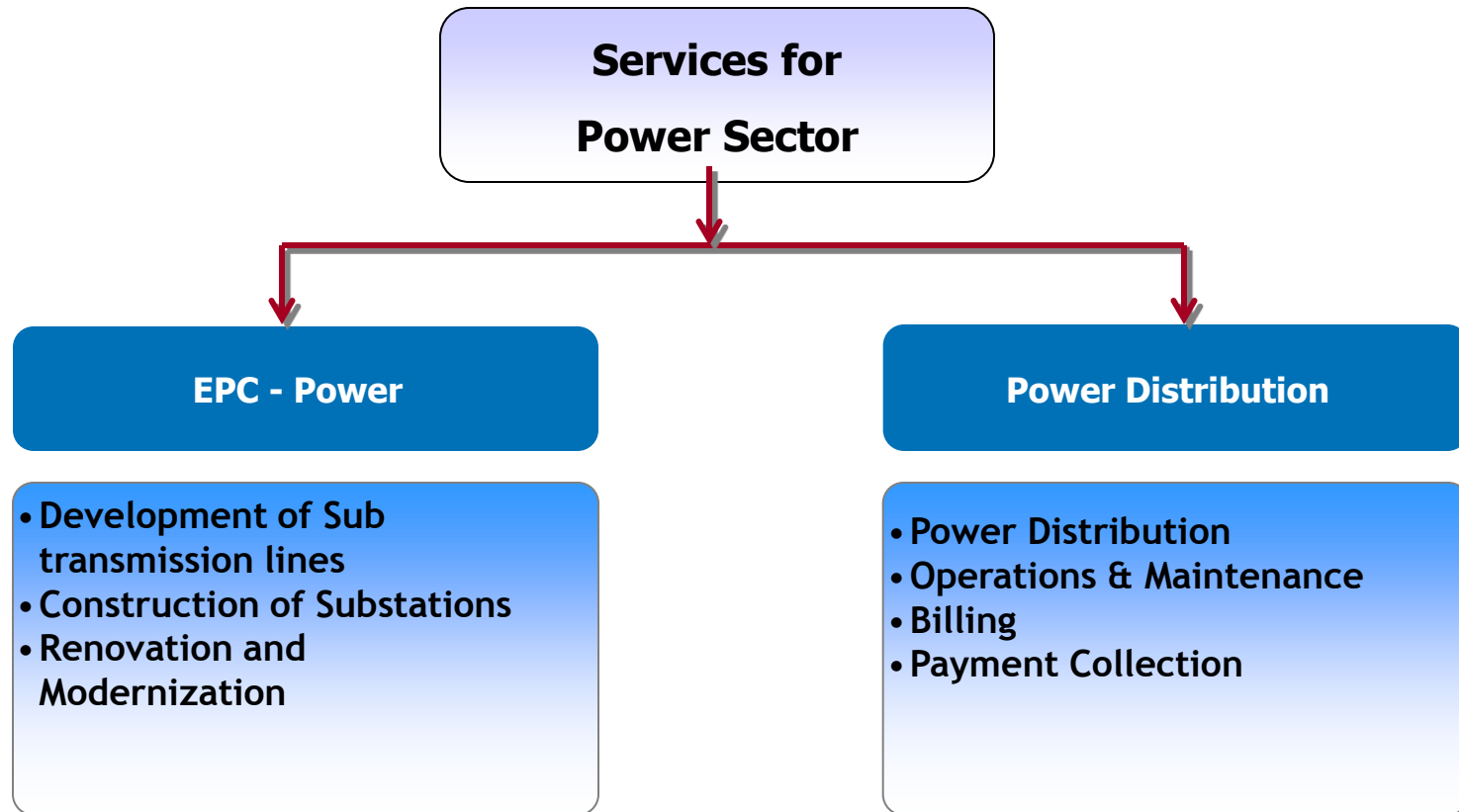
- RF Planning, Design & Optimization
- Benchmarking & Auditing
- In building Solutions
- Virtual Planning & Optimization (VPO)
- Technical Helpdesk Services
- NOC Operation Services
- Backend Engineering Support Services

### Network Deployment

- Site / Construction Engineering Management Services
- Site Implementation
- Acceptance Services
- Site Documentation

### Operations & Maintenance and Energy Management

- Network Monitoring & Operations
- Network Field Maintenance
- Technical Support & Process Management
- Energy Audit of Telecom Infrastructure
- Process Improvements & Best Practices
- Technology Upgradation



# Power Distribution Franchisee

MSEDCL

to supply power at  
EHV substations



Fault Restoration



Planning

All Obligation and Rights of a  
Distribution Licensee

O&M



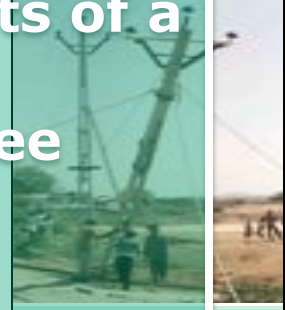
Revenue Collection



Meter Reading



Customer Care



Construction  
CAPEX

Energy  
Input  
Metering

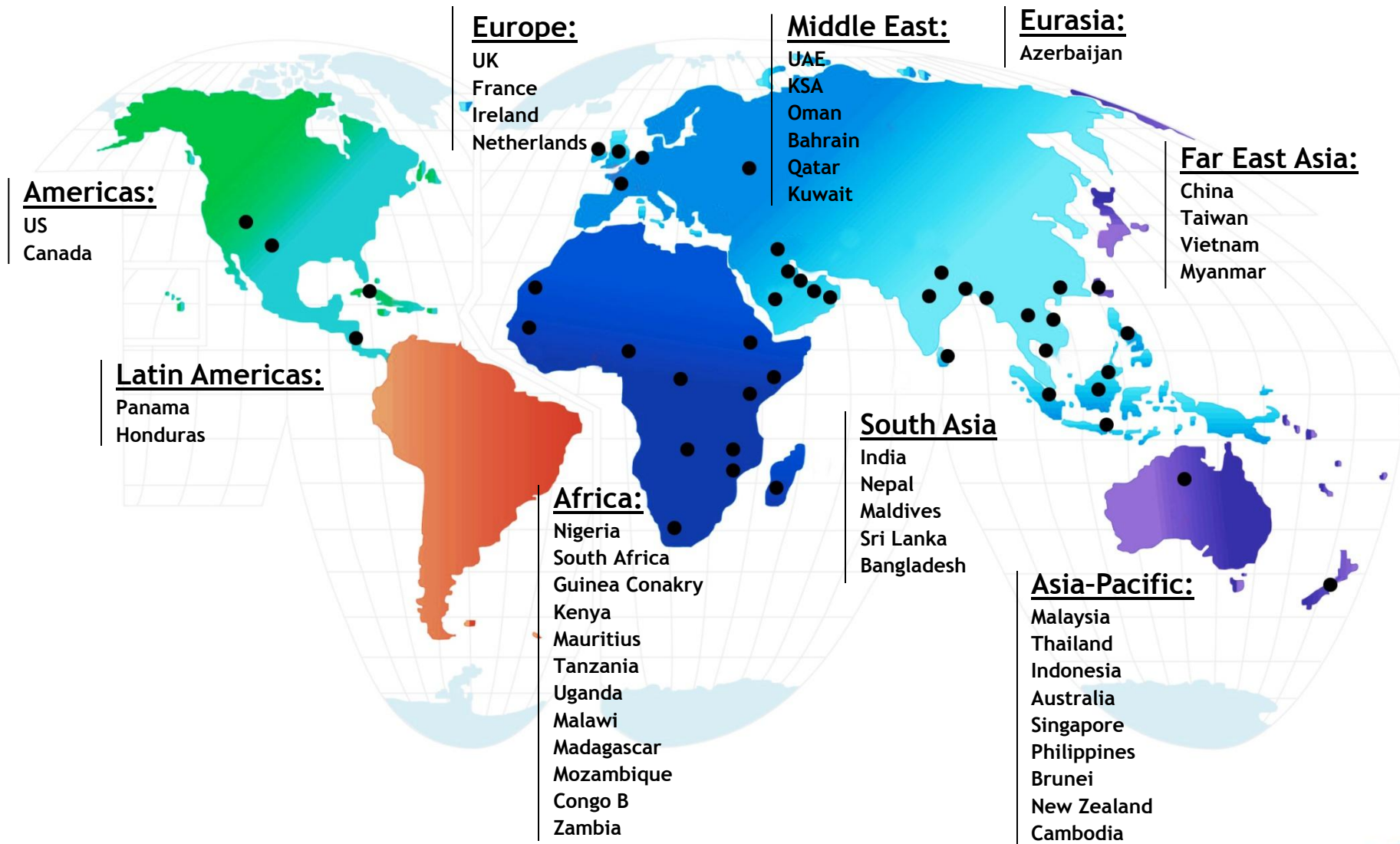


Generation Transmission

Distribution

GTL has won the Electricity Distribution Franchise from MSEDCL for Aurangabad Urban Circle I & II

# Execution Capability



# Customer Snapshot

## Operators



中国移动通信  
CHINA MOBILE

## OEM's



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

# 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



- GTC 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
- GTL's Operations in Middle East, Africa & Canada received awards 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 its profits towards CSR activities and encourages active employee participation*





# Thank You



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