



Global Group

An Introduction

Safe harbor

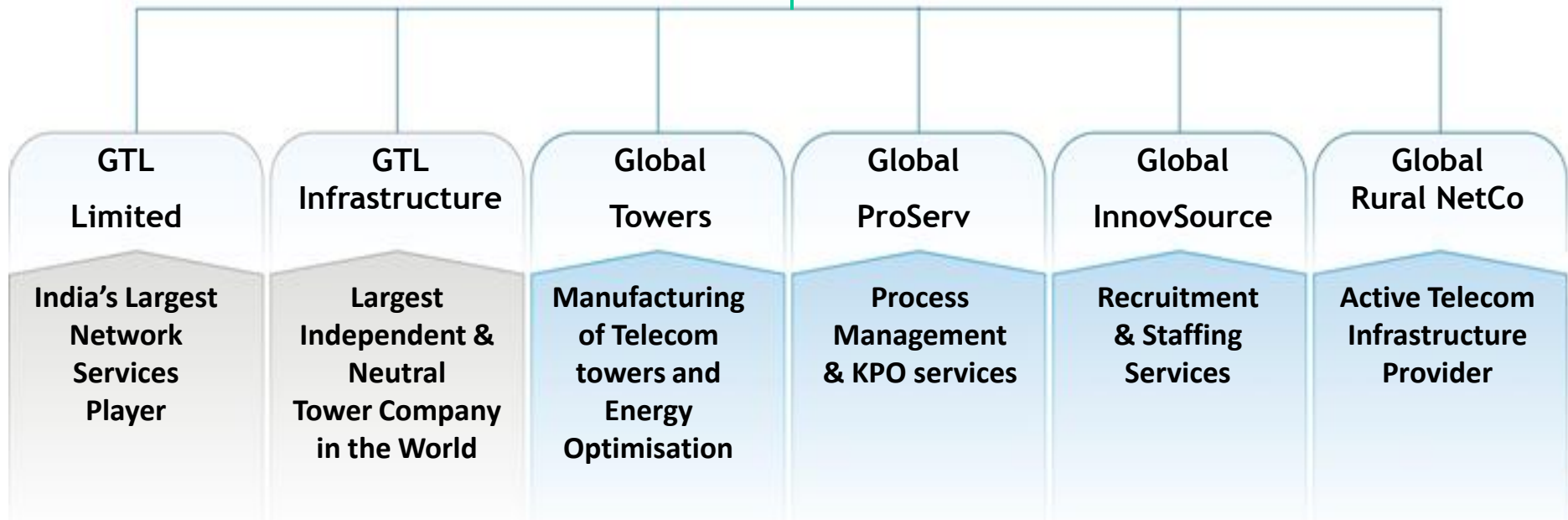
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For a discussion of the risks and uncertainties that may cause results to differ, you should review GTL's filings with stock exchanges, including the annual report and quarterly disclosures.

“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

GLOBAL
Group

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

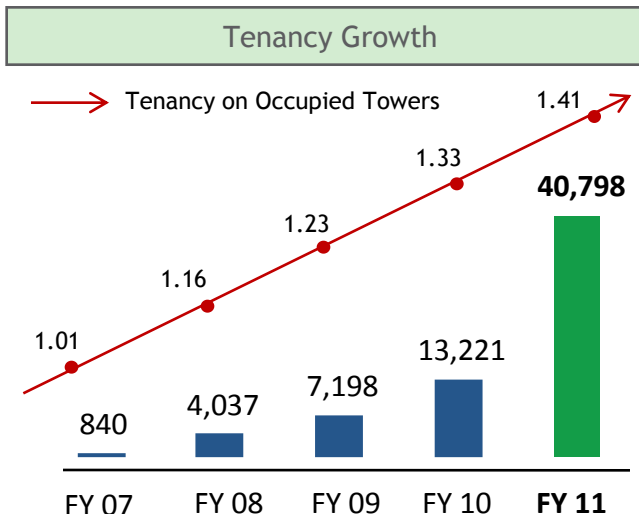
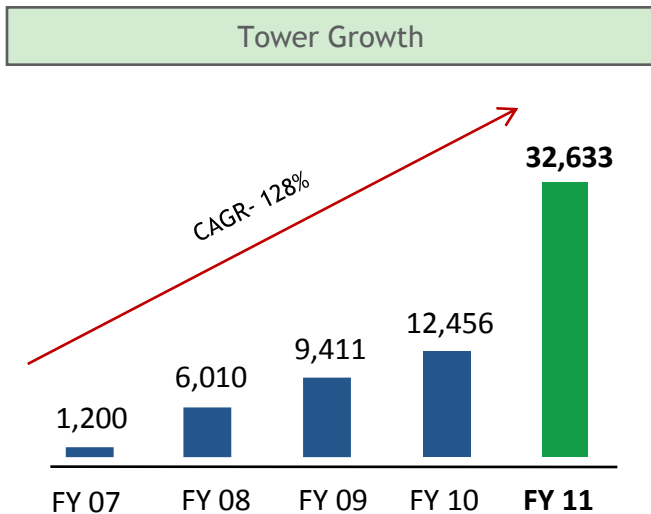


GTL Infra at a Glance

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

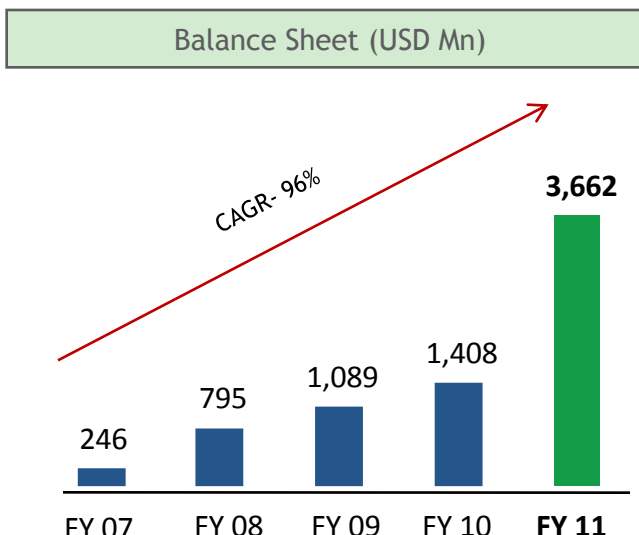
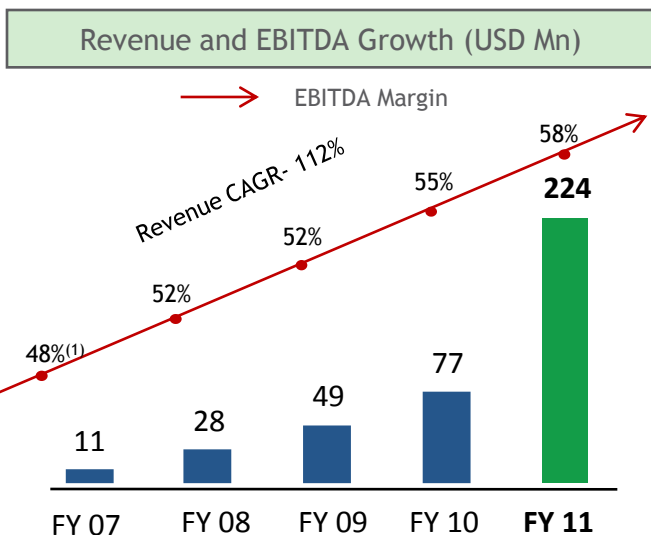
Operational Growth



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:

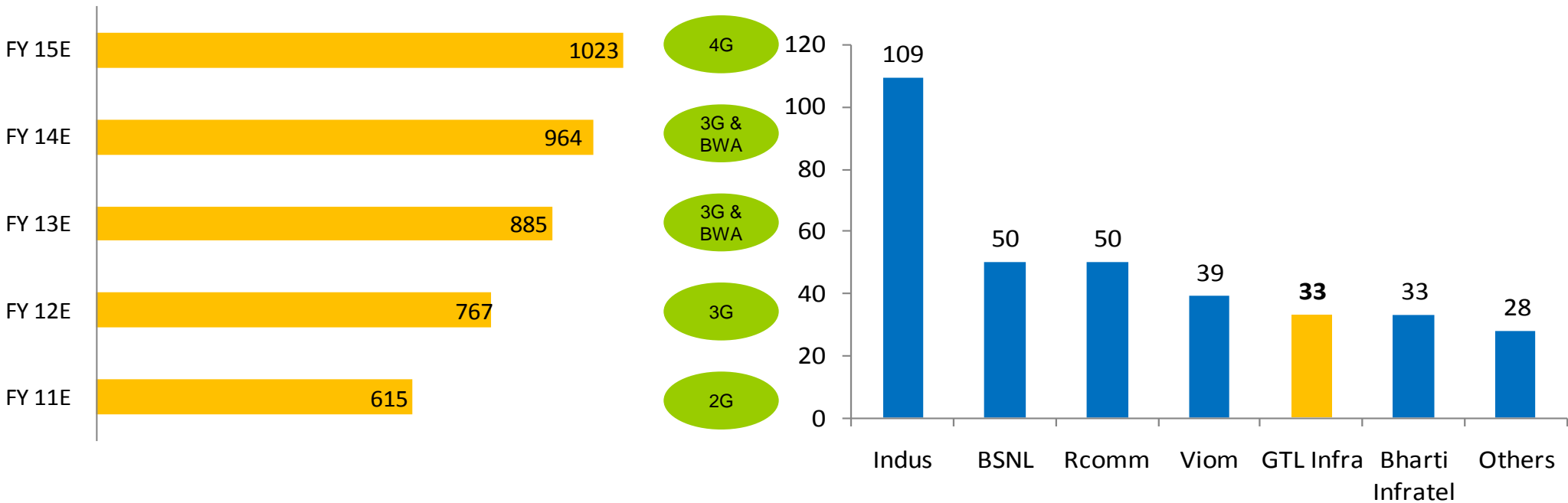
(1) FY07 EBITDA margin reflects margin of tower operations only

Industry Structure

Demand for BTSes (in '000s)

Technology

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

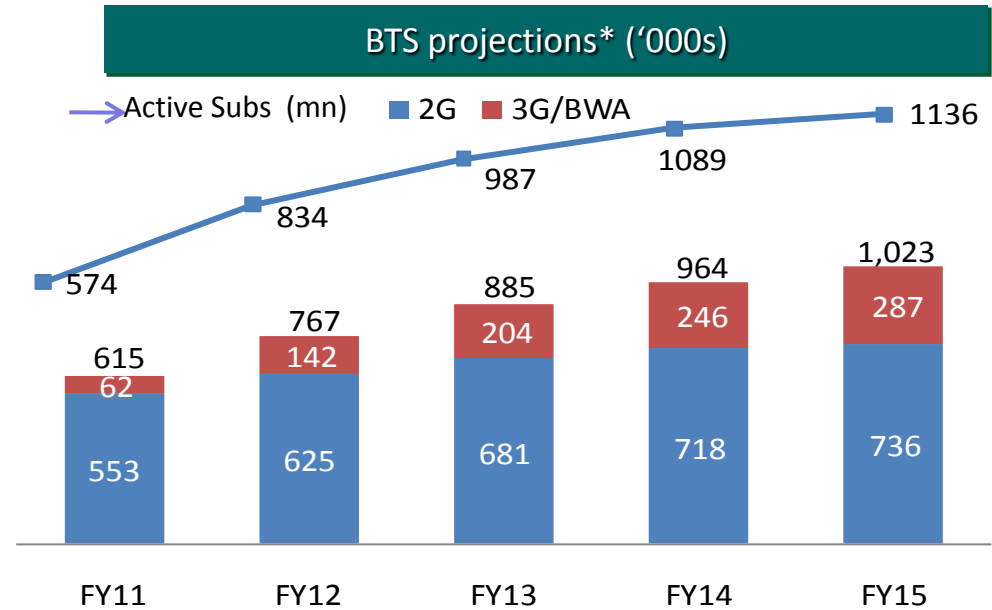


Source: Industry Research, TRAI

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

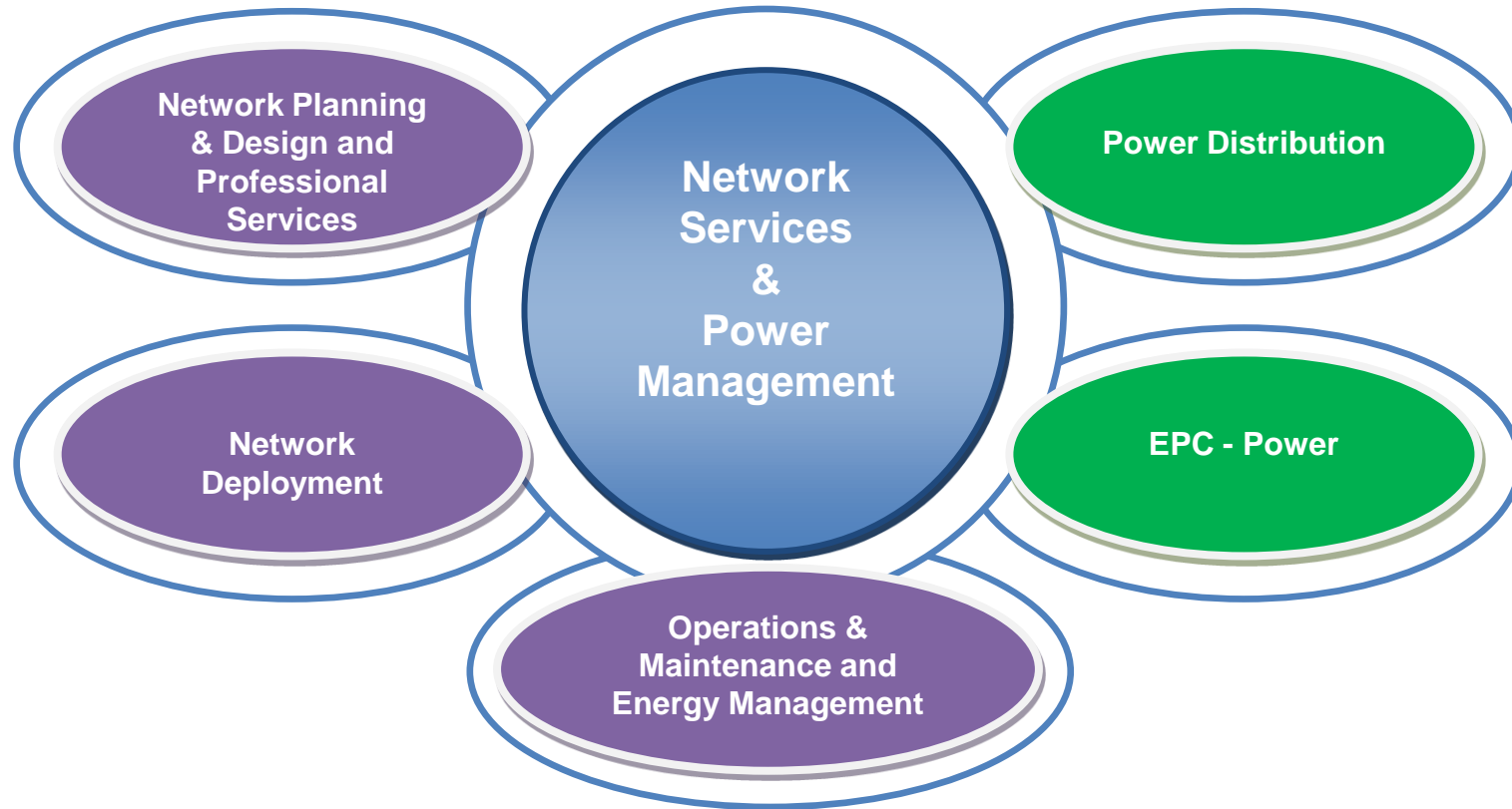
More than 40 countries spread across Africa, Asia- Pacific, Middle East, Asia, North America, South Asia and Western Europe

Domain Expertise

Telecom

Listed on

BSE, NSE



Network Services for Telco's & OEM's

Network Services for Telcos & OEMs

Network Planning & Design and Professional Services

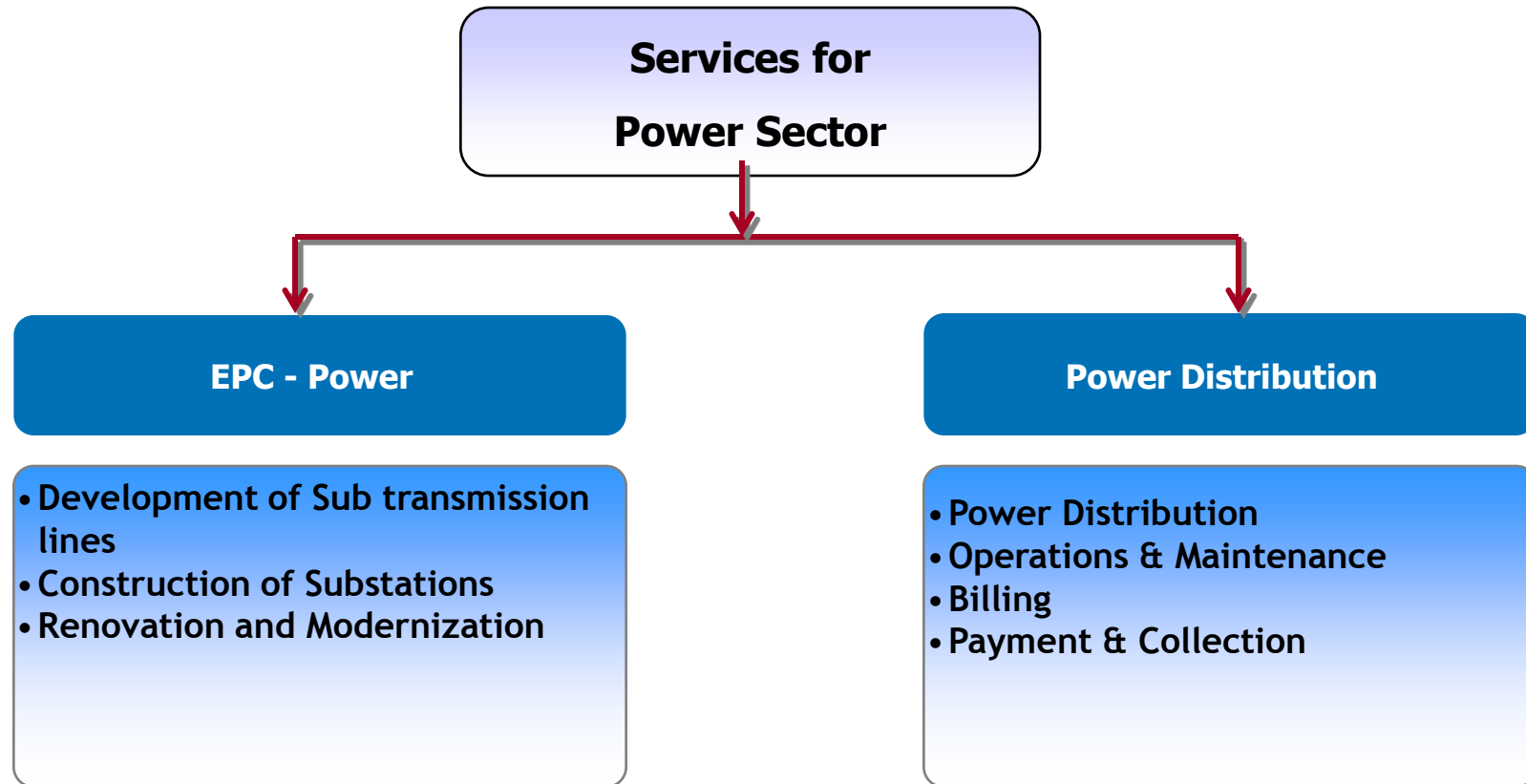
- RF Planning, Design & Optimization
- Benchmarking & Auditing
- In building Solutions
- Virtual Planning & Optimization (VPO)
- Technical Helpdesk Services
- NOC Operation Services
- Backend Engineering Support Services

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

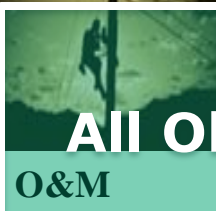
to supply power at
EHV substations



Fault Restoration



Planning



O&M



Meter Reading



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

- ❖ 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

Overview of Strategic Alliances

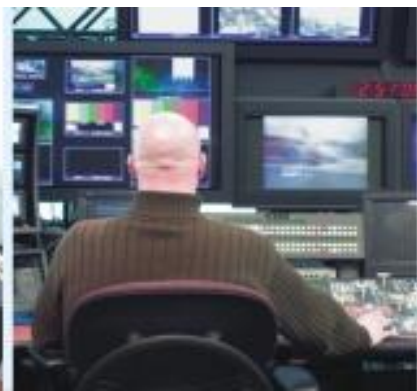


- In 2007, formed a strategic tie-up with Ericsson to address the Managed Network Infrastructure Services (MNS) Market in UK
- Under MNS, GTL offers Network Deployment, O&M, Infrastructure Management and Professional Services to operators like Vodafone, O₂ and MTN



- 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



Awards & Recognitions

Business Excellence

- 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
- 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 and GTL Infra have received Greentech Environment Excellence Award in 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



Contact
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