
Quarterly report on the results for the third quarter ended Dec 31, 2016

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Jan 23, 2017

Supplemental Disclosures

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A forward-looking statement may include a statement of the assumptions or basis underlying the forward-looking statement. We have chosen these assumptions or basis in good faith, and we believe that they are reasonable in all material respects. However, we caution you that forward-looking statements and assumed facts or bases almost always vary from actual results, and the differences between the results implied by the forward-looking statements and assumed facts or bases and actual results can be material, depending on the circumstances. You should also keep in mind that any forward-looking statement made by us in this report or elsewhere speaks only as of the date on which we made it. New risks and uncertainties come up from time to time, and it is impossible for us to predict these events or how they may affect us. We have no duty to, and do not intend to, update or revise the forward-looking statements in this report after the date hereof. In light of these risks and uncertainties, any forward-looking statement made in this report or elsewhere may or may not occur and has to be understood and read along with this supplemental disclosure.

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Section 1**TATA COMMUNICATIONS – PERFORMANCE AT A GLANCE**

Particulars	UNITS	Full Year Ended	Quarter Ended				
		2016	Dec 2015	Mar 2016	June 2016	Sep 2016	Dec 2016
Core Operating Highlights							
95 th Percentile Bandwidth Usage	Tbps/month	8.67	8.06	8.67	8.68	9.29	9.16
Data Revenue by Segment							
Service Provider	%	42%	42%	43%	41%	41%	42%
Enterprise	%	58%	58%	57%	59%	59%	58%
Data Revenue by Line of Business							
Traditional Services	%	76%	76%	75%	75%	75%	73%
Growth Service	%	12%	12%	13%	13%	13%	15%
Subsidiaries	%	12%	11%	12%	12%	12%	12%
Total Voice Minutes	Bn, Minutes	43.1	10.4	10.6	11.2	11.2	10.5
International Long Distance	Bn, Minutes	40	9.7	9.6	10.0	10.1	9.5
National Long Distance	Bn, Minutes	3.1	0.7	1.0	1.2	1.1	1.1
Core Financials							
Gross Revenue	₹, Mn	1,86,529	46,787	47,786	46,306	46,891	44,187
Net Revenue	₹, Mn	86,013	21,301	23,099	22,328	22,619	21,313
EBITDA	₹, Mn	27,470	6,618	7,837	7,862	7,792	5,919
EBIT	₹, Mn	7,584	1,597	2,879	3,012	3,148	1,242
Profit Before Tax	₹, Mn	4,448	906	880	1,702	1,245	19,969
Profit After Tax	₹, Mn	1,909	1,084	48	903	283	13,590
Capex	₹, Mn	17,184	4,763	4,174	4,407	3,303	3,729
Free Cash Flow	₹, Mn	10,286	1,855	3,663	3,454	4,489	2,191
Total Capital Employed	₹, Mn	94,137	1,06,379	94,137	95,730	1,07,509	1,01,607
Net Debt / (Net Cash)	₹, Mn	95,225	97,715	95,225	97,144	1,04,877	85,649
Key Ratios							
EBITDA Margin	%	14.7%	14.1%	16.4%	17.0%	16.6%	13.4%
EBIT Margin	%	4.1%	3.4%	6.0%	6.5%	6.7%	2.8%
Net Profit Margin	%	1.0%	2.3%	0.1%	2.0%	0.6%	30.8%
Net Debt to EBITDA (LTM)	Times	3.5	3.8	3.5	3.3	3.5	2.9
Weighted Average Cost of Debt	%	3.14%	3.30%	3.14%	2.97%	3.02%	3.48% ²
Interest Coverage Ratio (LTM)	Times	1.84	1.42	1.84	2.41	2.70	2.64
Return on Capital Employed	%	8.1%	5.5%	8.1%	9.9%	9.9%	10.1%
Valuation Indicators							
Market Capitalisation	₹, Bn	107.62	124.22	107.62	136.93	161.21	178.87
Enterprise Value ¹	₹, Bn	223.13	239.44	223.13	254.86	287.18	286.46
EV / EBITDA (LTM) ¹	Times	7.20	7.97	7.20	7.89	8.73	8.78

1. Represents Consolidated Financials.

2. Increase on account of arrangement fee on loan prepayment; without the arrangement fee impact cost of debt in Q3 was 2.91%

Normalised Core Financials							
Gross Revenue	₹, Mn						46,346
EBITDA	₹, Mn						7,779
EBIT	₹, Mn						3,102
Free Cash Flow	₹, Mn						4,050
EBITDA Margin	%						16.8%
EBIT Margin	%						6.7%

Section 2

AN OVERVIEW

2.1 Company Overview

Tata Communications is the leading global provider of a 'new world of communications'. With a leadership position in emerging markets, and an infrastructure that spans the globe, Tata Communications leverages its advanced solutions capabilities and domain expertise across its global network to deliver managed solutions to multinational companies and service providers. We're proud to provide 66% of the Fortune 500 companies with our state-of-the-art solutions, including a wide range of communication, collaboration, cloud, mobility, network and data center services.

The Tata Communications global network includes one of the most advanced and largest submarine cable networks. We are in the Top 5 IP providers on 5 continents and offer public and private network connectivity to more than 240 countries and territories. Our major service/solutions are Network engineering, development & management, Unified Communication & Collaboration solutions such as video, audio and web conferencing, in addition to an array of Data Center, Cloud and Security Services."

Products, Services, and Solutions

Every industry is going through profound upheavals as digital technology rapidly and radically transforms how business engages with the marketplace and all stakeholders. IT decision makers have started leveraging the growing sophistication of hybrid solutions to re-engineer IT economics, liberate more funds for innovation and enhance core business processes. This trend is driving greater demands for higher level performance from ICT providers. Whether it be mature enterprises looking to transform themselves or start up enterprises creating new products and services.

Tata Communications' portfolio of products, services and solutions have been uniquely designed to deliver these new levels of performance and is based on following fundamentals of our business strategy 2.0 roadmap.

Our offerings enable information and computing to work smarter for an Enterprise's CIO and harder for the business users the CIO has to service. Wherever they are. Whenever they need it. We put into their hands a unique range of performance technologies from our "best in class" platforms such as the world's only global Tier 1 infrastructure and IZO Cloud Enablement to 'industry specific' solutions for businesses be it manufacturing, media, BFSI or E-commerce industries.

Tata Communications categorizes its offerings into 2 major groupings: Data and Voice. In addition to these books of business we also have an ATM network

subsidiary in India (Tata Communications Payment Solutions Ltd.) and a network management outsourcing subsidiary that supports global service providers (Tata Communications Transformation Services Ltd.)

Data Services: Enterprises are evolving their enterprise networks to deal with business communication transformations. This is driven by advances in Cloud computing, the Internet of Everything, Smartphone proliferation for both consumer and enterprise uses, tighter supply chain integration/automation, and providing richer and more agile connections with their customers and partners.

Network Services: Our service offering includes a comprehensive selection of networking services including IZO™ Internet WAN, IZO Private Connect, IZO Public Connect enabling enterprise cloud adoption and core network services including WAN Ethernet, Global VPN and International private lines spanning over 100 countries. On the Internet, we're a major Tier-1 IP provider, consistently ranked in the top five telecommunications companies on five continents, by internet route. In fact, we handle more than 24% of the global internet route, totaling more than 7,300 petabytes a month. Our infrastructure features the world's largest wholly-owned subsea cable network, 4th largest tier 1 IPv6 enabled internet and backbone, and the most extensive reach into the emerging markets around the world. So no matter where in the world your business takes you, we're there to provide the connectivity services you need.

Unified Communications and Collaboration (UCC): With our modular portfolio of Unified Communications (UC) services we help companies leverage their existing assets while enabling an advanced, future-proof UC strategy that delivers seamless connectivity and a globally consistent experience for internal teams, customers, partners and other external constituents. Our UCC portfolio includes Global SIP Connect, UCaaS Skype for Business and managed video services, cloud contact center, unified conferencing including WebEx CCA in collaboration with Cisco, and real time communication APIs. Our UCaaS proposition helps our clients chart their own journey looking at where they currently stand and the transformation required to implement their step-wise UCC strategy.

Cloud, Hosting and Data Centre Services: With over 1 million square feet of collocation space in 44 locations worldwide and global partnership to extend our reach and capacity, our portfolio offers access to Colocation, Dedicated Hosting, Virtualization, IZO Private Cloud and IZO Cloud Storage solutions: a single pathway to managing multiple complex workloads and computing

environments, with an integrated view. Getting the right Cloud and Data Centre solution often means contracting and coordinating with multiple suppliers around the world, working through layers of complexity and ultimately incurring additional costs. Our portfolio offers a flexible and cost efficient compute and storage options to meet the ever-growing needs of our clients.

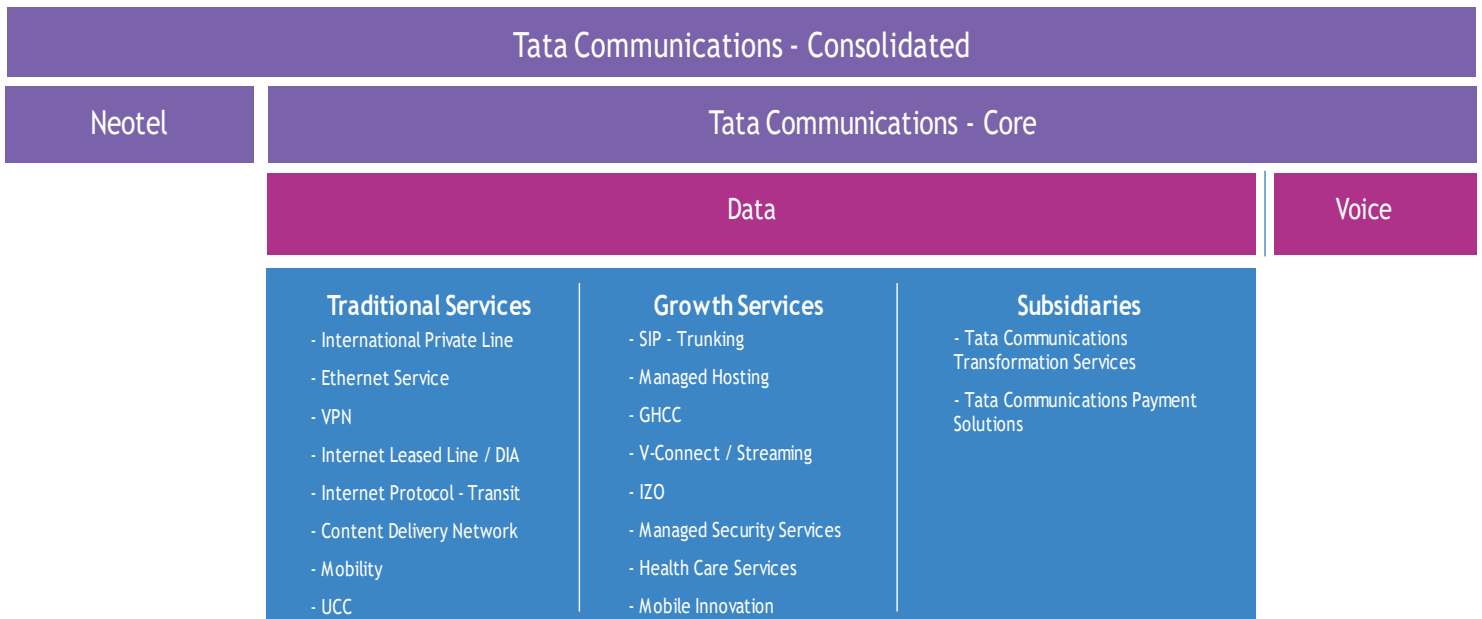
Managed Security Services: As more cloud based services are adopted, there is a growing threat to data security and privacy, which Tata Communications helps solve for its customers. Right from end-user authentication to security critical assets in Data Centres through firewalls and threat mitigation solutions, we offer comprehensive security services partnering with the best vendors in the business and a 24/7 proactive support through our Security Operations Center.

Media and Entertainment Services: Our 'Media Ecosystem' provides solutions for every kind of enterprise in all segments of media and entertainment, including gaming, sports, news, cable, and broadcasting. The Tata Communications' Media Ecosystem, combines its traditional video contribution services with IP-based connectivity to create a highly innovative cloud based global media platform. The global media ecosystem—first of its kind—provides a comprehensive solution that includes asset management, workflow management, channel origination, video contribution and distribution feeds, OTT platform as a service, Live OTT delivery and transcoding as service.

Customer Services: Customer services are a key differentiator in a crowded marketplace, and businesses are increasingly looking to outsource network and IT services to dedicated experts. Our best-in-class services support Tata Communications' entire product & service portfolio and we deliver value through a services portfolio that covers program management, service delivery,

service management, advanced solutions delivery and other personalized support services. We are also championing the 'whatever it takes' philosophy within the Tata Communications services team to build a culture where we want to do the right things for the customer, where we're always flexible, always available, and always positive. More than an SLA, it's a state of mind – constantly checking that we are doing everything within our power to help our customers.

Voice Services: In voice, we are the world's largest wholesale voice provider, carrying over a billion minutes a week. Through our 1600+ telecom partnerships our network handles 1 out of every 10 international calls and connects more than 70% of the world's mobile carriers. We also we offer a comprehensive portfolio of high-quality transport and termination services, including Voice Direct Transit and HD Voice.



2.2 Product Overview

Tata Communications' portfolio of products, services and solutions have been uniquely designed to deliver new levels of performance and connectivity. Major product offerings are:

- 1. International Private Line:** Tata Communications' International Private Line service offers greater diversity of route, uptime and multiple service options for all international and India data transport requirements, backed by the world's largest and most advanced cable system, owned and maintained by Tata Communications. It securely transfers voice, video and data on the access backed by reliable service, route diversity and industry-leading service level guarantees.
IPL is a Point to point dedicated bandwidth between two sites provided by a licensed international telecom operator to end-user customers, which crosses over one or more international boundaries.
- 2. Ethernet Service:** Tata Communications delivers certified dedicated Ethernet services using its reliable & protected network across the globe with unmatched SLA to connect point to point or point to multipoint locations within India or outside India.
It provides flexible bandwidth options with greater scalability option to cater to the dynamic business requirement for bandwidth.
- 3. Virtual Private Network:** Tata Communications' global VPN services provide MPLS based secure, cost-effective VPN solutions that enable seamless convergence of voice, data, video, and multimedia on a seamless global network reaching all major markets and maximum emerging markets.
Global VPN range of services help enterprises improve operational efficiencies and quality of service for basic, real-time and mission critical applications.
- 4. International Leased Line:** A single worldwide service providing un-contended, mission critical Internet access to Tier 1 global IP network for the customers.
With a IP Backbone of over 1600 Gbps which spans across six continents and peering of over 1400 Gbps with all major Service providers and Internet Exchanges across the globe, Tata communications is the only true global tier 1 ISP in India with 200+ Global point of presence.
With one of the biggest submarine cable capacities, the widespread network reach connects 6 continents. This allows diverse redundancy and protection capabilities to all the customers with Industry level SLA.
- 5. Direct Internet Access (DIA):** Tata Communications' Direct Internet Access provides easy and affordable Internet connections across customer's offices over Tier-1 global IP backbone with a single AS6453 in over 50 countries. We also

provide Internet access to emerging markets with extensive reach in India, China, and Africa.

- 6. IP Transit:** Tata Communications' IP Transit provides high speed, secure and reliable Internet connection via our Tier-1 global IP backbone reaching more than 230 global PoPs in over 30 countries. Together with the largest Internet backbone in India, our customers grow with optimal routing performance.
With over 230 Internet PoPs conveniently located in over 30 countries at carrier neutral Internet Exchanges (IX), we reduce access cost to the Internet. This is further enriched by our Indian Internet PoPs enabling reach to the explosive Internet growth in Asia, and over 3500Gbps peering connectivity with all other global Tier-1 ISPs.
This rides on Tata Global Network (TGN), world's first wholly owned fibre optic subsea cable network ring round the globe that spans 210,000 kilometers of terrestrial and 500,000 kilometers of subsea network.
- 7. Content Delivery Network:** Tata Communications' content delivery network or content distribution network (CDNs) is a cloud based solution that caches/stores customers content at locations around the globe and serves it to end user with a lightning speed.
CDN deployed over Tier -1 IP Network leveraging reach on to 200 countries and peering with leading ISP's across the globe to provide highest quality of user experience.
CDN helps to deliver streaming, online video platform, Electronic software delivery & whole site acceleration using global platform.
- 8. Mobility**
Voice – international voice wholesale, including support for LTE based voice services (Mobile VoIP, VoLTE and HD Voice).
Signaling (SCCP & Diameter) – The signaling services help in international roaming, our signaling services can be delivered over a number of network options, including TDM, IP, Global VPN, and IPX Connect (SCCP over IPX). Also supported is signaling evolution from SCCP to Diameter, including Sigtran, ready for IMS based services and for LTE roaming capabilities.
Mobile Messaging - our messaging network ensures delivery of quality application-to-person (A2P) messaging across the mobile ecosystem, including mobile network operators, SMS aggregators, enterprises and next generation service providers (OTT providers). Mobile Network Operators get protection from fraud, spam and grey routing, through working with Tata Communications as a single trusted source to help securely monetize A2P

message traffic termination and also through use of our comprehensive SMS Firewall.

IPX+ - a framework that lets MNOs support mobile applications with greater efficiency through a consolidated network, with optimal network utilization, simplified interconnect and managed service options. Voice, Signaling and Roaming services are integrated within the IPX+ framework, which includes support for LTE Roaming, VoLTE, HD voice, video and enablement solutions for real-time rich media applications.

Roaming - Combining our Diameter Signaling Exchange (DSX) platform together with IPX Connect service for 3G/4G data roaming, Tata Communications provides a comprehensive LTE roaming solution. We support 2G, 3G and 4G roaming within a single solution framework, which addresses signaling, steering, routing, inter-working, transport, clearing & settlement, business intelligence (Roampulse), security and service assurance for a successful LTE roaming launch.

9. **Unified Communications:** Tata Communications' Unified communications involves services for enterprise Voice, Video & Collaboration. Through UC portfolio Tata Communication provides; On premises & cloud based managed UC services.

Unified Communications includes Video Conferencing, Jamvee (On Demand Video), Telepresence, Audio Conference, IP Telephony, Global SIP services, VOIP services, Toll Free no, Skype for Business, Contact Centre, Click2 RTC as Major services.

10. **SIP Trunking:** Tata Communications' systems are integrated with over 1600 carriers, 785 mobile providers and over 700 VoIP operators. Expansive reach is the best in the industry – via ITFS in 110+ countries, UIFN in 45+ countries and LNS (Local Number Services) in 62+ countries and 300+ cities. Global SIP Connect is a multimodal functionality which connects an enterprise to the world; over our state-of-the-art global IP network — making global voice and video communications and collaboration simpler, easier to manage, and more economical than ever before.

Our new multimodal functionality is an industry first, enabling Global SIP Connect to transport enterprise video collaboration traffic on SIP trunks. It unifies voice and video services traffic on a single network access link.

11. **Managed Hosting:** Tata Communications' Managed hosting service is a fully managed IT Infrastructure solution integrated across Tata Communications Data Centers located globally. It includes designing Data Center Hardware, provisioning & managing the infrastructure with defined SLA for the Infrastructure till operating system.

This is an end to end service for the outsourcing of the Data center infrastructure by providing stringent Service level. It helps reduce the capex investment, technical obsolescence of the hardware & provides business continuity for the enterprise. The service is offered from the data centers which are connected over the secure MPLS network of Tata Communications & infrastructure is managed by the state of art SOC globally.

Hosting service comes in a form of dedicated, Virtualized, & Hybrid model.

12. **Global Hosted Contact Centre:** InstaCC Global, is a reliable and efficient cloud-based contact center solution that delivers a consistently excellent customer experience.

It all comes in one easy-to-manage, cost-efficient package with a state-of-the-art physical transport infrastructure, a global MPLS network, and leading-edge voice, data center, and contact center applications.

As a global leader in communications, we have everything that an enterprise needs, in place and ready to go on demand.

We also give something no other provider can offer—a single, unified Service Level Agreement (SLA) for all voice, network, infrastructure, and application services. It's a complete, end-to-end, fully managed solution.

13. **Managed Security Service:** Tata Communications is offering Managed Security Services (MSS) to meet the operational security needs of customers across the globe. The services are managed by a team at the state of art Security Services Operations Center (SSOC) in Chennai, India.

Tata Communications offers complete portfolio of security services with premise based & cloud based solutions offering which includes Firewall/UTM, WAF, Data Leak Protection(DLP), Proxy, DDoS, Two Factor Authentication, IDS-IPS, Vulnerability-Penetration testing & professional services.

14. **IZO™**

IZO Connect: The IZO™ network platform combines the public internet uniquely engineered for predictable routing, with enterprise private and public cloud connectivity and interconnected data centers to deliver a total cloud solution.

IZO Connect has three service offerings of IZO Private Connect, IZO Internet WAN & IZO Public Connect.

IZO Private Connect - IZO™ Private Connect links businesses to leading cloud service providers such as Amazon Web Services, Microsoft Azure, Office 365 and Salesforce.com. Customers can connect using MPLS or Ethernet via one single provider globally, to ensure network performance.

IZO Internet WAN - A global Internet-based WAN service that gives businesses the security, flexibility and predictability of a private network, with the global reach of the Internet. The enterprises can also integrate IZO™ Internet WAN with Tata Communications' Global VPN service to build a global hybrid network with guaranteed performance levels.

IZO Public Connect - IZO™ Public Connect is a cloud enablement service that provides a dedicated and deterministic route for Tata Communications' enterprise customers by tagging their data packets for pre-determined delivery over the public Internet.

IZO Private Cloud: IPC is an enterprise private cloud platform which offers a flexible, scalable and reliable cloud environment. It provides a flexible platform that allows end-users to create the appropriate combination of compute, network, security, storage, and traffic management services that meet business needs, & have the flexibility to grow with business. The IPC service is delivered on a dedicated or a logically separated infrastructure within Tata Communications' data centers.

IZO Cloud Storage: It is an integrated solution for diverse data requirements, ranging from long term archival to high performance storage. Integrated with the global tier-1 network and security services, IZO™ Cloud Storage offers an always available, highly durable and fully secure environment, delivered from across multiple global locations.

15. **Video Connect:** Tata Communications' Video Connect service ensures premium quality video delivery. We leverage the constant bandwidth availability and the video transmission is done at reliable bit rates on protected fibre paths to optimize end users' viewing experience.

16. **Mobile Innovation:** Our new generation mobility services are designed to provide solutions to help enterprise customers and mobile communications services providers succeed in this complex market environment:

MNOs and MVNOs - solutions to help increase revenue and secure customer loyalty, including MVNE services to help globalize an MVNO offering, together with sponsored data exchange, mobile messaging exchange, Wi-Fi connectivity and our API suite (Payments, Authentication, WebRTC).

Next generation service providers - we enable connectivity between the on-net OTT world and the off-net Telco world with Local Number Services and mobile messaging services to extend service reach. We support MVNE services, providing access to our Mobile Network as a Service (MNaaS) platform.

Enterprises - mobile customer engagement solutions, to improve customer experience, loyalty and adoption of mobile devices – Sponsored Data Exchange, Mobile Data Rewards, Mobile Messaging Exchange and MVNE services, providing access to our Mobile Network as a Service (MNaaS) platform as well as access for global IOT service connectivity.

WiFi+ - is a new WiFi Cloud Communication solution, which enables mobile network operators' customers to access the internet for browsing; messaging; calling and other data applications while roaming. The user gets seamless and unlimited access to more than 44 million hot-spots globally at a predictable price preventing roaming bill-shock. It helps the Operators to monetize their silent roamers and keep them on board.

Mobile Network as a Service (MNaaS) – is a platform based service, that provides virtual global mobile connectivity for MVNOs (MNO extensions, enterprise MVNO etc.) and is also used to provide global connectivity for IOT services.

- MVNE – a complete MVNE stack incorporating signaling, SIM provisioning, BSS/OSS and customer support for MVNOs of any type (MNO brand extensions, Enterprise, M2M, Roaming etc.)
- IOT – Providing global connectivity for M2M / IOT services that need to take an international approach to service deployment (Automotive, Transportation, Logistics, Travel, Hospitality etc.).

Section 3**MANAGEMENT DISCUSSION AND ANALYSIS****3.1 Results of Operations**

The financial results presented in this section are compiled based on the limited review consolidated financial statements prepared in accordance with Indian Accounting Standards (IND AS) and the underlying information. The consolidated financial results represent results of the Company and its subsidiaries.

Key Highlights - For the quarter and half year ended Dec 31, 2016

- Data business continues to deliver strong growth.
 - Normalized Gross revenue growth; QoQ 2.3%, YoY 10.6%
 - Normalized EBITDA growth; QoQ 4.8%, YoY 19.8%
 - Growth services ramping up: YoY growth 19.1%, QoQ 6.8%
- Transformation Services “TCTSL” performance significantly better QoQ
 - Revenue QoQ up 6.3%, YoY up 28.4%
 - EBITDA QoQ up 89.1%, YoY up 21.9%
 - Q3 EBITDA margin 14.0% (Q2 7.8%)
 - Improvement in business mix
- India Data center deal was completed in October 2016.
 - The inflow to Tata Communications after taxes, deal cost and debt was USD 250 Mn.
 - Only 18 days of India data center revenue and cost has been considered for Q3 FY17
 - Lower Gross Revenue in Q3 FY17 vs Q2; INR 137 Crore
 - EBITDA impact in Q3 FY17 vs Q2; INR 87 Crore
 - Profit on sale of data center INR 2138 Crore. Tax impact INR 548 Crore
 - EBITDA impact offset by Other Income INR 44 Crore.
- Payment Solutions “TCPSL” performance was affected by Demonetisation
 - Adverse Revenue impact for Q3 FY17 Vs Q2; INR 32 Crore
 - Adverse EBITDA impact for Q3 FY17 Vs Q2; INR 23 Crore
- During the quarter ended December 31, 2016, the Madras High Court dismissed the petition filed by the Company against implementation of TRAI Regulation (2012) on Access Facilitation Charges (AFC). The Company is in the process of filing an appeal. However, given the uncertainty on the timing of resolution, the Company has taken the impact in financials:
 - Adverse Revenue impact for Q3 FY17 INR 47 Crore
 - Adverse net EBITDA impact for Q3 FY17 INR 76 Crore
- Normalised Revenue and EBITDA for Q3 FY17

Particulars	Core	Data	Traditional	Growth
	₹, Mn	₹, Mn	USD, Mn	USD, Mn
Gross Revenue	46346	29823	327.2	60.3
EBITDA	7779	6934	99.5	-3.4

- During 9M FY17 Free cash flows (EBITDA minus Capex) within the Core business stood at INR 1,013 crore (USD 151 Mn), growing 53% YoY on the back of strong performance in data business. Even after accounting for interest and taxes; 9M FY17 free cash flow was INR 458 Crore a growth of 156% over same period last year.
- There was a one-time impairment in Neotel of Rs. 250 crores in Q3.
- Core Net debt for Q3 was at USD 1.26 Bn and the Net Debt to EBITDA ratio was at 2.9.

Section 4**FINANCIAL HIGHLIGHTS**

The financial results presented in this section are compiled based on the limited review consolidated financial statements prepared in accordance with Indian Accounting Standards (IND AS) and the underlying information. The consolidated financial results represent results of the Company and its subsidiaries.

4.1 Summary of Consolidated Financial Statements**4.1.1 Summarized Consolidated Statement of Operations**

Amount in ₹, Mn; except ratios

Particulars	Quarter Ended					9 Month Ended		
	Dec 2016	Sep 2016	Dec 2015	QoQ Growth	YoY Growth	Dec 2016	Dec 2015	YoY Growth
Gross Revenue	48,720	50,911	50,995	(4.3%)	(4.5%)	1,49,947	1,54,087	(2.7%)
Net Revenue	25,845	26,638	25,509	(3.0%)	1.3%	78,822	78,257	0.7%
EBITDA	7,223	8,682	7,499	(16.8%)	(3.7%)	24,533	22,868	7.3%
EBITDA Margin	14.8%	17.1%	14.7%			16.4%	14.8%	
EBIT	2,523	3,975	2,478	(36.5%)	1.8%	9,747	7,940	22.8%
Other Income	916	395	201	132.0%	354.8%	1,782	1,796	(0.8%)
Finance Cost	1,813	1,770	1,762	2.4%	2.9%	5,304	5,502	(3.6%)
Profit Before Tax	20,506	1,362	927	1406.0%	2112.7%	23,084	4,367	428.6%
Tax Expense	6,385	957	(184)	567.3%	(3574.5%)	8,134	1,695	379.8%
Profit After Tax	14,129	400	1,107	3435.9%	1176.3%	14,946	2,663	461.3%
Capex	4,276	3,679	5,909	16.2%	(27.6%)	12,768	15,617	(18.2%)

1. Revenue, EBITDA, EBIT are excluding other income.

2. EBITDA margin has been computed on Gross Revenue excluding other income.

4.1.2 Summarized Statement of Consolidated Financial Position

Amount in ₹, Cr

Particulars	As at Dec 31, 2016
Shareholder's Fund	
Share Capital	285
Reserves and Surplus	289
Minority Interest Liability	6
Non-Current Liabilities	14,084
Current Liabilities	9,575
Total Liabilities	23,665
Total Equity and Liabilities	24,238
Assets	
Non-Current Assets	19,005
Fixed Assets	14,296
Investments	1,411
Others	3,299
Current Assets	5,233
Total Assets	24,238

4.2 Summarized Statement of Segments - Statement of Operations

4.2.1 Tata Communications - Core

Amount in ₹, Mn; except ratios

Particulars	Quarter Ended					9 Month Ended		
	Dec 2016	Sep 2016	Dec 2015	QoQ Growth	YoY Growth	Dec 2016	Dec 2015	YoY Growth
Gross Revenue	44187	46891	46,787	(5.8%)	(5.6%)	1,37,385	1,38,744	(1.0%)
Net Revenue	21313	22,619	21,301	(5.8%)	0.1%	66,259	62,914	5.3%
EBITDA	5919	7,792	6,618	(24.0%)	(10.6%)	21,573	19,633	9.9%
Adjusted EBITDA ¹	6363					22,017		
EBITDA Margin	13.4%	16.6%	14.1%			15.7%	14.2%	
Adjusted EBITDA Margin	14.4%					16.0%		
EBIT	1,242	3,148	1,597	(60.5%)	(22.2%)	7,403	4,705	57.3%
Other Income	841	306	323	174.8%	160.4%	1,563	1,906	(18.0%)
Finance Cost	995	968	1,031	2.8%	(3.5%)	2,904	3,138	(7.5%)
Profit Before Tax	19,969	1,245	906	1503.4%	2105.0%	22,916	3,568	542.3%
Tax Expense	6,385	957	(184)	567.3%	(3574.5%)	8,134	1,695	379.8%
Profit After Tax	13,590	283	1,084	4703.8%	1153.9%	14,776	1,861	694.0%
Capex	3,729	3,303	4,763	12.9%	(21.7%)	11,439	13,013	(12.1%)
Free Cash Flow	2,191	4,489	1,855	(51.2%)	18.1%	10,134	6,620	53.1%

1. Adjusted EBITDA includes Rental income and other Professional fee earned from Data Center

4.2.2 Tata Communications - Data

Amount in ₹, Mn; except ratios

Particulars	Quarter Ended					9 Month Ended		
	Dec 2016	Sep 2016	Dec 2015	QoQ Growth	YoY Growth	Dec 2016	Dec 2015	YoY Growth
Gross Revenue	27,664	29,157	26,961	(5.1%)	2.6%	85,237	77,675	9.7%
Net Revenue	19,355	20,305	18,916	(4.7%)	2.3%	59,618	54,622	9.1%
EBITDA	5,074	6,614	5,789	(23.3%)	(12.3%)	18,383	15,721	16.9%
EBITDA Margin	18.3%	22.7%	21.5%			21.6%	20.2%	
EBIT	607	2,191	1,043	(72.3%)	(41.9%)	4,880	1,689	188.9%
Capex ¹	2,920	3,025	4,255	(3.5%)	(31.4%)	9,632	10,853	(11.3%)
Free Cash Flow	2,154	3,589	1,534	(40.0%)	40.4%	8,751	4,867	79.8%

1. Data Capex includes Strategic Capex

4.2.3 Tata Communications – Data (Normalised)

Amount in ₹, Mn; except ratios

Particulars	Quarter Ended					9 Month Ended		
	Dec 2016	Sep 2016	Dec 2015	QoQ Growth	YoY Growth	Dec 2016	Dec 2015	YoY Growth
Gross Revenue	29,823	29,157	26,961	2.3%	10.6%	87,396	77,675	12.5%
EBITDA	6,934	6,614	5,789	4.8%	19.8%	20,243	15,721	28.8%
EBITDA Margin	23.3%	22.7%	21.5%			23.2%	20.2%	

4.2.4 Tata Communications – Data (Traditional Services)

Amount in \$ Mn; except ratios

Particulars	Quarter Ended					9 Month Ended		
	Dec 2016	Sep 2016	Dec 2015	QoQ Growth	YoY Growth	Dec 2016	Dec 2015	YoY Growth
Gross Revenue	299.9	325.4	312.6	(7.8%)	(4.1%)	942.4	916.6	2.8%
Net Revenue	243.3	258.4	248.8	(5.9%)	(2.2%)	757.4	729.2	3.9%
EBITDA	76.7	102.1	92.6	(24.9%)	(17.2%)	285.7	259.5	10.1%
EBITDA Margin	25.6%	31.4%	29.6%			30.3%	28.3%	

4.2.5 Tata Communications – Data (Growth Services)

Amount in \$ Mn; except ratios

Particulars	Quarter Ended					9 Month Ended		
	Dec 2016	Sep 2016	Dec 2015	QoQ Growth	YoY Growth	Dec 2016	Dec 2015	YoY Growth
Gross Revenue	60.3	56.5	50.6	6.8%	19.1%	171.7	148.5	15.6%
Net Revenue	32.5	32.4	27.9	0.3%	16.4%	95.5	83.2	14.8%
EBITDA	(4.9)	(6.7)	(8.7)			(24.0)	(26.2)	
EBITDA Margin	(8.1%)	(11.8%)	(17.3%)			(14.0%)	(17.7%)	

4.2.6 Tata Communications – Data (Transformation Services - Standalone)

Amount in ₹, Mn; except ratios

Particulars	Quarter Ended					9 Month Ended		
	Dec 2016	Sep 2016	Dec 2015	QoQ Growth	YoY Growth	Dec 2016	Dec 2015	YoY Growth
Gross Revenue	2,617	2,462	2,038	6.3%	28.4%	7,507	5,795	29.5%
Net Revenue	685	555	551	23.4%	24.2%	1,804	1,667	8.2%
EBITDA	365	193	300	89.1%	21.9%	852	936	(9.0%)
EBITDA Margin	14.0%	7.8%	14.7%			11.3%	16.1%	

4.2.7 Tata Communications – Data (Payment Solutions - Standalone)

Amount in ₹, Mn; except ratios

Particulars	Quarter Ended					9 Month Ended		
	Dec 2016	Sep 2016	Dec 2015	QoQ Growth	YoY Growth	Dec 2016	Dec 2015	YoY Growth
Gross Revenue	1,215	1,524	1,427	(20.3%)	(14.9%)	4,262	4,189	1.8%
Net Revenue	130	304	202	(57.2%)	(35.8%)	729	512	42.3%
EBITDA	(89)	95	(3)	(193.6%)		128	(178)	
EBITDA Margin	(7.3%)	6.2%	(0.2%)			3.0%	(4.3%)	

4.2.8 Tata Communications – Voice

Amount in ₹, Mn; except ratios

Particulars	Quarter Ended					9 Month Ended		
	Dec 2016	Sep 2016	Dec 2015	QoQ Growth	YoY Growth	Dec 2016	Dec 2015	YoY Growth
Gross Revenue	16,524	17,734	19,826	(6.8%)	(16.7%)	52,148	61,068	(14.6%)
Net Revenue	1,957	2,314	2,385	(15.4%)	(17.9%)	6,641	8,292	(19.9%)
EBITDA	845	1,178	830	(28.3%)	1.8%	3,190	3,912	(18.5%)
EBITDA Margin	5.1%	6.6%	4.2%			6.1%	6.4%	
EBIT	635	957	554	(33.6%)	14.8%	2,523	3,016	(16.3%)
Capex	20	53	59	(62.9%)	(66.6%)	139	227	(38.9%)
Free Cash Flow	825	1,125	771	(26.7%)	7.0%	3,051	3,685	(17.2%)

4.2.9 Tata Communications – Neotel

Amount in ₹, Mn; except ratios

Particulars	Quarter Ended					9 Month Ended		
	Dec 2016	Sep 2016	Dec 2015	QoQ Growth	YoY Growth	Dec 2016	Dec 2015	YoY Growth
Gross Revenue	4,532	4,020	4,208	12.7%	7.7%	12,563	15,344	(18.1%)
EBITDA	1,304	890	881	46.5%	48.0%	2,960	3,235	(8.5%)
EBITDA Margin	28.8%	22.1%	20.9%			23.6%	21.1%	
EBIT	1,281	827	881	54.9%	45.4%	2,345	3,235	(27.5%)
Other Income	74	91	(129)	(18.3%)	(157.7%)	223	(71)	(413.9%)
Finance Cost	817	802	731	1.9%	11.8%	2,400	2,365	1.5%
Profit Before Tax	538	116	150		258.3%	168	800	(79.0%)
Tax Expense	-	-	-			-	-	
Profit After Tax	539	117	23		2223.8%	170	802	(78.8%)
Capex	547	376	1,146	45.6%	(52.2%)	1,329	2,604	(49.0%)

4.2.10 Tata Communications – Average Exchange Rate

Particulars	Quarter Ended			9 Month Ended	
	Dec 2016	Sep 2016	Dec 2015	Dec 2016	Dec 2015
INR / USD	67.4	67.0	65.9	67.1	64.8
ZAR / USD	13.9	14.1	14.1	14.3	13.1
INR / ZAR	4.8	4.8	4.7	4.7	4.97

Section 5

OPERATING HIGHLIGHTS

5.1 Tata Communications - Consolidated

5.1.1 Gross Revenue by Segments

Particulars	UNITS	Quarter Ended				
		Dec 2015	Mar 2016	Jun 2016	Sep 2016	Dec 2016
Neotel	%	8.3%	7.1%	8.0%	7.9%	9.3%
Voice	%	38.9%	37.9%	35.6%	34.8%	33.9%
Data	%	52.9%	55.0%	56.5%	57.3%	56.8%
Traditional Services	%	76.4%	74.9%	74.6%	74.8%	73.0%
Growth Services	%	12.4%	12.8%	12.9%	13.0%	14.7%
Subsidiaries	%	11.2%	12.3%	12.5%	12.3%	12.3%

5.1.2 Gross Revenue by Currency

Particulars	UNITS	Quarter Ended				
		Dec 2015	Mar 2016	Jun 2016	Sep 2016	Dec 2016
Indian Rupee (INR)	%	26.5%	27.2%	28.9%	29.2%	28.0%
South African Rand (ZAR)	%	8.3%	7.1%	8.0%	7.9%	8.0%
Other International Currencies	%	65.3%	65.7%	63.1%	63.0%	64.0%

5.1.3 EBITDA by Segments

Particulars	UNITS	Quarter Ended				
		Dec 2015	Mar 2016	Jun 2016	Sep 2016	Dec 2016
Neotel	%	11.7%	3.4%	8.9%	10.3%	18.1%
Voice	%	11.1%	13.9%	13.5%	13.6%	11.7%
Data	%	77.2%	82.8%	77.6%	76.2%	70.3%
Traditional Services	%	105.1%	93.6%	103.0%	103.4%	102.0%
Growth Services	%	(9.9%)	(3.6%)	(8.6%)	(6.8%)	(6.5%)
Subsidiaries	%	4.8%	10.0%	5.6%	3.3%	4.5%

5.1.4 Capital Expenditure

Particulars	UNITS	Quarter Ended				
		Dec 2015	Mar 2016	Jun 2016	Sep 2016	Dec 2016
Neotel	USD, Mn	12.9	7.8	6.1	6.1	8.1
Core						
Sustenance Capex						
Voice	USD, Mn	0.1	1.1	0.7	0.7	0.3
Data	USD, Mn	1.7	4.1	1.9	1.8	4.0
Other ¹	USD, Mn	6.7	4.9	9.8	3.4	11.7
Growth Capex						
Voice	USD, Mn	0.8	-	0.3	0.1	0.0
Data	USD, Mn	43.2	42.9	38.8	39.9	29.4
Strategic Projects ²	USD, Mn	19.9	8.7	14.5	3.4	10.0
Total Core Capex	USD, Mn	72.4	61.7	65.9	49.3	55.3

1. Others include sustenance capex towards network engineering, IT, customer service operations etc.

2. Strategic projects include new submarine cables and data centers and is part of Data Growth Capex

5.1.5 Debt Profile

Particulars	UNITS	Quarter Ended				
		Dec 2015	Mar 2016	Jun 2016	Sep 2016	Dec 2016
Neotel						
Gross Debt	USD, Mn	318	349	335	376	385
Net Debt	USD, Mn	273	302	287	335	337
Core Business						
Gross Debt						
Foreign Currency Loans	USD, Mn	1,713	1,741	1,748	1,676	1,384
INR Loans	USD, Mn	69	79	71	99	23
Weighted Average Cost of Debt	%	3.30%	3.14%	2.97%	3.02%	3.48%
Cash & Cash Equivalent	USD, Mn	306	381	380	201	146
Net Debt	USD, Mn	1,476	1,438	1,439	1,573	1,261

5.2 Tata Communications – Data Services

5.2.1 Data Traffic carried

Particulars	UNITS	Quarter Ended				
		Dec 2015	Mar 2016	Jun 2016	Sep 2016	Dec 2016
95 th Percentile Bandwidth Usage	Tbps/month	8.06	8.67	8.68	9.29	9.16

5.2.2 Data Revenues by Geography

Particulars	UNITS	Quarter Ended				
		Dec 2015	Mar 2016	Jun 2016	Sep 2016	Dec 2016
India	%	52%	53%	53%	53%	51%
Rest of World	%	48%	47%	47%	47%	49%

5.2.3 Data Revenues by Segment

Particulars	UNITS	Quarter Ended				
		Dec 2015	Mar 2016	Jun 2016	Sep 2016	Dec 2016
Service Provider / Carrier	%	42%	43%	41%	41%	42%
Enterprise	%	58%	57%	59%	59%	58%

5.2.4 Data Revenues by Product Segments

Particulars	UNITS	Quarter Ended				
		Dec 2015	Mar 2016	Jun 2016	Sep 2016	Dec 2016
Traditional Services ¹	%	76.4%	74.9%	74.6%	74.8%	73.0%
Growth Services ²	%	12.4%	12.8%	12.9%	13.0%	14.7%
Subsidiaries ³	%	11.2%	12.3%	12.5%	12.3%	12.3%

1. Traditional services include Virtual Private Network, International Private Line, Internet Leased Line, Ethernet, Internet Protocol – Transit, Inmarsat, Content Delivery Network, National Private Line, Mobility, Data Centre, Unified Collaboration and Conferencing.

2. Growth services include IZO, Managed Hosting, Managed Security Services, Broadcast, Video Connect, SIP- Trunking, Global Hosted Contact Center, Video Streaming, Mobile New Services, Healthcare, Media Management, Mobile Innovation.

3. Subsidiaries include Tata Communications Payment Solutions Ltd (TCPSTL) and Tata Communications Transformation Services Limited (TCTSL)

5.2.5 Data Revenues mix by Product (Traditional Services)

Particulars	UNITS	Quarter Ended				
		Dec 2015	Mar 2016	Jun 2016	Sep 2016	Dec 2016
VPN	%	21.1%	21.4%	21.5%	22.1%	24.4%
IPL	%	21.1%	20.6%	20.2%	20.3%	19.9%
ILL	%	11.5%	11.8%	11.8%	12.1%	14.3%
Ethernet	%	11.2%	11.3%	11.6%	11.6%	13.5%
IP-T	%	10.0%	10.2%	10.0%	9.6%	11.4%
Others	%	25.1%	24.8%	25.0%	24.2%	16.5%

5.2.6 Data Revenues mix by Product (Growth Services)

Particulars	UNITS	Quarter Ended				
		Dec 2015	Mar 2016	Jun 2016	Sep 2016	Dec 2016
SIP-T	%	48.5%	50.3%	52.8%	52.4%	48.1%
Hosting	%	18.4%	14.2%	12.5%	12.4%	15.2%
GHCC	%	4.9%	6.5%	7.4%	7.7%	6.0%
V Connect	%	7.8%	8.7%	7.0%	6.1%	10.7%
VS & IPT	%	7.0%	6.1%	5.4%	4.8%	5.0%
Others	%	13.5%	14.1%	14.9%	16.7%	15.1%

5.3 Tata Communications – Payment Solutions

Particulars	UNITS	Quarter Ended				
		Dec 2015	Mar 2016	Jun 2016	Sep 2016	Dec 2016
Third Party / Managed ATMs	No.	12721	12441	12295	12163	11592
White Label ATMs	No.	6827	7631	8231	8808	8456
Total ATMs Managed	No.	19548	20072	20526	20971	20048
Total POS Managed	No.	13449	13448	13443	13298	12905

5.4 Tata Communications – Voice

Particulars	UNITS	Quarter Ended				
		Dec 2015	Mar 2016	Jun 2016	Sep 2016	Dec 2016
International Long Distance	Bn, Minutes	9.7	9.6	10.0	10.1	9.5
National Long Distance	Bn, Minutes	0.7	1.0	1.2	1.1	1.1
Total Volume	Bn, Minutes	10.4	10.6	11.2	11.2	10.5

5.5 Human Resource Analysis

5.5.1 Tata Communications – Core¹

Particulars	UNITS	Quarter Ended				
		Dec 2015	Mar 2016	Jun 2016	Sep 2016	Dec 2016
Tata Communications	No.	5404	5327	5294	5403	5472
TCTSL	No.	3400	4181	4287	4479	4524
Total Employees	No.	8804	9508	9581	9882	9996

1. Exit Headcount as on date

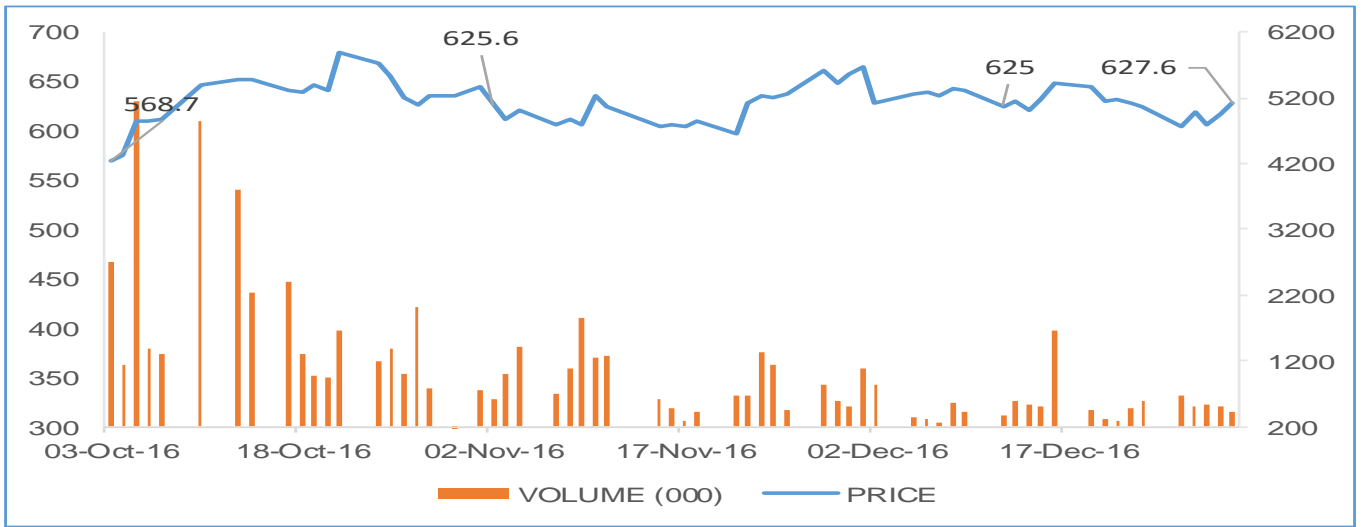
Section 6**STOCK MARKET HIGHLIGHTS****6.1 General Information**

Shareholding and Financial Data	UNITS	Quarter Ended Dec 31, 2016
Code / Exchange		TATACOMM / NSE
Bloomberg		TCOM IN
No. of Shares Outstanding (31/12/2016)	Mn, No	285
Closing Market Price - NSE (31/12/2016)	₹ / Share	627.6
Combined Average Daily Volume (NSE and BSE)	Nos in 000/day	1,074
Combined Average Daily Value (NSE and BSE)	₹ Mn/day	675.77
Market Capitalisation (31/12/2016)	₹, Bn	178.87
Enterprise Value	₹, Bn	286.46
Enterprise Value / EBITDA (LTM)	Times	8.78

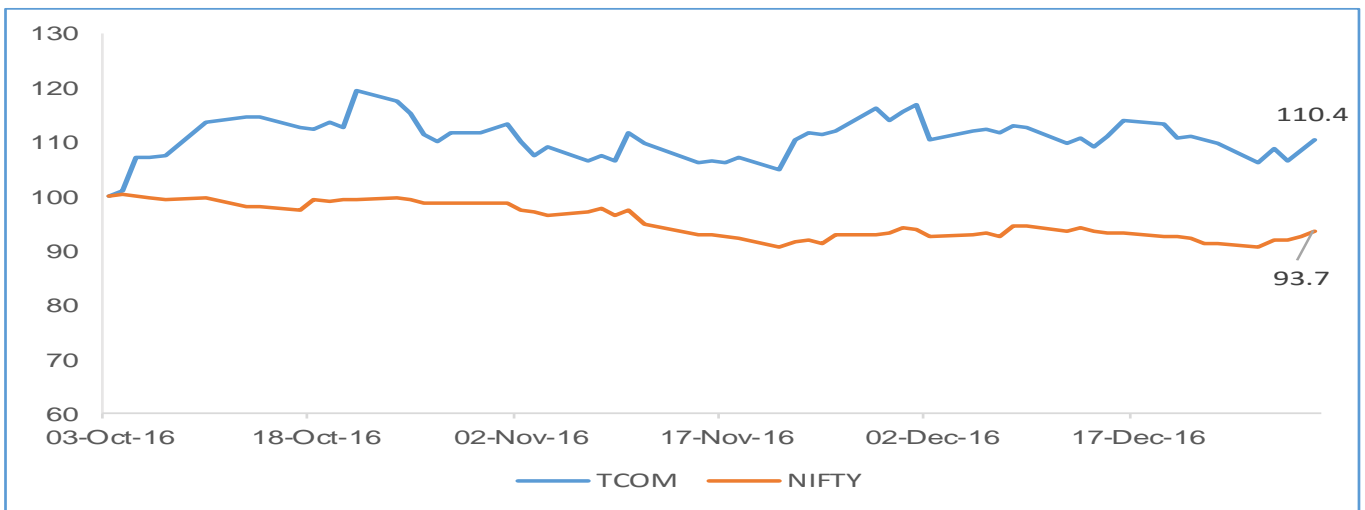
6.2 Summarized Shareholding pattern as of Dec 31, 2016

Category	% Holding
Promoter & Promoter Group	
Tata Group	48.9%
Government of India	26.1%
Sub-Total	75.0%
Public Shareholding	
Domestic Institutions	9.0%
Foreign Institutions	11.1%
Non-Institutions (Retail)	4.9%
Sub-Total	25.0%
Total	100%

6.3 Tata Communications daily stock price (NSE) and volume (BSE & NSE Combined) movement



6.4 Comparison of Tata Communications with Nifty



Nifty and Tata Communications Stock price rebased to 100.

Section 7**DETAILED FINANCIAL AND RELATED INFORMATION**

The financial results presented in this section are compiled based on the limited review consolidated financial statements prepared in accordance with Indian Accounting Standards (IND AS) and the underlying information. The consolidated financial results represent results of the Company and its subsidiaries.

7.1 Extracts from Audited Consolidated Financial Statements prepared in accordance with Indian Accounting Standards (IND AS)**7.1.1 Consolidated Statement of Income**

	Particulars (Refer notes below)	For the quarter ended (in lakhs)			For the nine months ended (in lakhs)	
		December 31 2016 (unaudited)	September 30 2016 (unaudited)	December 31 2015 (unaudited)	December 31 2016 (unaudited)	December 31 2015 (unaudited)
	CONTINUING OPERATION					
1	Income from operations					
	a. Revenue from operations	436005	450909	452006	1332600	1347924
	b. Other operating income	-	-	1	-	5071
	c. Total income from operations (1a to 1b)	436005	450909	452007	1332600	1352995
2	Expenses					
	a. Network and transmission expense	217181	227164	244242	671186	730393
	b. Employee benefits expense	69013	70212	67602	209316	202891
	c. Depreciation and amortisation expense	46769	46439	46930	139808	140258
	d. Other expenses	92902	87285	84536	261745	243572
	e. Total expenses (2a to 2d)	425865	431100	443310	1282055	1317114
3	Profit from operations before other income, finance costs and exceptional items (1 - 2)	10140	19809	8697	50545	35881
4	Other income, net	9087	7283	7678	25914	26178
5	Profit from ordinary activities before finance costs and exceptional items (3 + 4)	19227	27092	16375	76459	62059
6	Finance costs	9992	9597	10524	28917	30991
7	Profit from ordinary activities after interest but before Exceptional Items (5 - 6)	9235	17495	5851	47542	31068
8	Exceptional items	-	-	-	-	-
9	Profit from ordinary activities before tax (7 - 8)	9235	17495	5851	47542	31068
10	Tax expense / (benefit)	9226	8989	(2462)	25554	15650
11	Net Profit for the period (9 - 10)	9	8506	8313	21988	15418
12	Share in Profit/(Loss) of Associates	117	(4)	-	113	-
13	Non-Controlling Interest	(52)	(53)	(42)	(165)	(110)
14	Net Profit after taxes, non-controlling interest and share of profit of associates (11+12+13)	74	8449	8271	21936	15308
	DISCONTINUED OPERATION					
15	Net Profit from discontinued operations (before exceptional items and tax)	7060	8627	3427	16238	12628
16	Exceptional item (net) Refer note 6	188777	(12500)	-	167077	-
17	Net Profit /(loss) from Discontinued operations (before tax) (15 + 16)	195837	(3873)	3427	183315	12628
18	Tax expense on Discontinued operations	54623	580	624	55789	1305
19	Net Profit /(loss) from discontinued operations (after exceptional item and tax) (17 - 18)	141214	(4453)	2803	127526	11323
20	Net Profit from total operations (14+19)	141288	3996	11074	149462	26631
21	Other Comprehensive Income/(Expense) (net of tax)	(29924)	6979	988	(41258)	(32619)
22	Total Comprehensive Income/(Expense) (20+21)	111364	10975	12062	108204	(5988)
23	Paid up Equity Share Capital (Face value of `10 per share)	28500	28500	28500	28500	28500

24	Earnings Per Share (of ` 10/- each) (not annualised) Basic and diluted earnings per share `					
	(i) Continuing Operations	0.03	2.96	2.90	7.70	5.37
	(ii) Total Operations	49.57	1.40	3.89	52.44	9.34

7.2 Use of Non-GAAP Financial Information

In presenting and discussing the Company's reported financial position, operating results and cash flows, certain information is derived from amounts calculated in accordance with IND AS, but this information is not in itself an expressly permitted GAAP measure. Such non - GAAP measures should not be viewed in isolation as alternatives to the equivalent GAAP measures.

A summary of non - GAAP measures included in this report are shown below.

7.2.1 Reconciliation of Non- GAAP financial information based on IND AS

a) Derivation of Operating Free Cash Flow from EBITDA (Core)

Amount in ₹, Mn

Particulars	Quarter Ended	9 Month Ended
	Dec 2016	Dec 2016
EBITDA	5,919	21,573
Less: Capex	3,729	11,439
Free Cash Flow	2,191	10,134

b) Derivation of Cash Profit from Operations from Profit before tax (Core)

Amount in ₹, Mn

Particulars	Quarter Ended	9 Month Ended
	Dec 2016	Dec 2016
Profit Before Tax	19,969	22,916
Add: Depreciation and Amortisation	4,677	14,170
Less: Exceptional Items	18,880	16,854
Less: Other Income	841	1,563
Cash Profit from Operations	4,924	18,669

c) Calculation of Capital Employed (Core)

Amount in ₹, Mn

Particulars	9 Month Ended
	Dec 2016
Shareholders' Fund	1,596
Add: Net Debt / (Net Cash)	8,565
Capital Employed	10,161

Section 8

GLOSSARY

8.1 Company Related Terms

Capex	It includes investment in Gross Fixed Assets capitalized during the quarter and capital work in progress during the relevant period.
Capital Employed	Capital Employed is defined as sum of equity attributable to equity shareholders and net debt / (net cash).
Earnings Per Share (EPS)-Basic	It is computed by dividing net profit or loss attributable for the period to equity shareholders by the weighted average number of equity shares outstanding during the period.
Earnings Per Share (EPS)- Diluted	Diluted earnings per share is calculated by adjusting net profit or loss for the period attributable to equity shareholders and the weighted average number of shares outstanding during the period for the effects of all dilutive potential equity shares.
EBIT	Earnings before interest, taxation excluding other income for the relevant period.
EBIT (Including Other Income)	Earnings before interest, taxation including other income for the relevant period.
EBITDA	Earnings before interest, taxation, depreciation and amortization and charity and donation excluding other income for the relevant period. It is defined as operating income and does not include depreciation and amortization expense, finance cost and tax expense.
EBITDA (Including Other Income)	Earnings before interest, taxation, depreciation and amortization and charity and donation including other income for the relevant period.
Enterprise Value (EV)	Calculated as sum of Market Capitalization plus Net Debt / (Net Cash) as at the end of the relevant period.
EV / EBITDA (times)(LTM)	Computed by dividing Enterprise Value as at the end of the relevant period (EV) by EBITDA for the preceding (last) 12 months from the end of the relevant period.
Free Cash Flow	It is defined as EBITDA adjusted for Capex.
GAAP	Generally Accepted Accounting Principle
INDAS	Indian Accounting Standard
Intangibles	Comprises of acquisition cost of software.
NA/∞	Not ascertainable (infinite)
Interest Coverage Ratio(LTM)	It is computed by dividing EBIT for the preceding (last) 12 months from the end of relevant period by interest on borrowing for the preceding (last) 12 months.
LTM	Last Twelve months
Market Capitalization	Number of issued and outstanding shares as at end of the period multiplied by closing market price (NSE) as at end of the period.
Mn	Million
Net Debt / (Net Cash)	Total Borrowings Less Cash and Cash Equivalents on the last day of the quarter.
Net Debt / (Net Cash) to EBITDA (LTM)	It is computed by dividing net debt / (net cash) as at the end of the relevant period by EBITDA for preceding (last) 12 months from the end of the relevant period.
PE Ratio	Price to Earnings ratio is calculated as closing market price (NSE) as at the end of relevant period, divided by diluted annual earnings per share. Annual Diluted Earnings per share is calculated by adding the preceding last four quarters diluted Earnings per share
ROC	Registrar of Companies

Return On Capital Employed (ROCE) Pre Tax - (LTM)	For the full year computations, ROCE is computed by dividing the sum of EBIT for the period by average (of opening and closing) capital employed. For the quarterly computations, it is computed by dividing sum of EBIT for the preceding (last) 12 months from the end of the relevant period by average (of opening and closing) capital employed during the relevant periods.
CSR	Corporate social responsibility

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