

Investor Fact Sheet - Q3 FY2013

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1. The financial and operating information in this document refer to consolidated financial statements and business, unless specified otherwise.
 2. This document contains management estimates based on internal MIS and cost allocation assumptions. While these measures provide additional information in understanding the performance of the businesses, they should not be viewed in isolation or as replacements for, or alternatives to the published Indian GAAP financials.
 3. Core business refers to the company's Global Voice Services (GVS) and Global Data Services (GDS) collectively.
 4. Startup business refers to the Company's South African Operations (Neotel) and United Telecom Limited (UTL) Nepal.
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PROFIT AND LOSS ACCOUNT SUMMARY
 (consolidated figures)

 (As per Indian GAAP)
 In Rs. million, except per share data

Particulars	Quarter ended		Growth % in Q3 FY13 over Q3 FY12	Quarter ended Sep 30, 2012	Growth % in Q3 FY13 over Q2 FY13	Nine months ended		Growth % in 9M FY13 over 9M FY12
	Dec 31, 2012	Dec 31, 2011				Dec 31, 2012	Dec 31, 2011	
REVENUE								
INCOME FROM OPERATIONS	44,341.1	36,041.0	23.0%	42,709.9	3.8%	128,124.9	102,347.7	25.2%
EXPENDITURE								
Network and transmission expenses	24,946.4	19,899.8		24,043.1		71,670.8	57,326.2	
Employee benefits expense	5,682.3	5,109.1		6,379.8		18,066.0	14,911.8	
Operating and other expenses	7,701.8	6,013.5		7,893.5		22,656.4	17,047.6	
	38,330.5	31,022.4		38,316.4		112,393.2	89,285.6	
OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)	6,010.6	5,018.6	19.8%	4,393.5	36.8%	15,731.7	13,062.1	20.4%
Operating EBITDA (% of Gross Revenue)	13.6%	13.9%		10.3%		12.3%	12.8%	
Depreciation / amortization	5,400.4	4,728.3		5,307.2		15,997.7	13,272.6	
OPERATING EARNINGS BEFORE INTEREST AND TAX (EBIT)	610.2	290.3	110.2%	(913.7)		(266.0)	(210.5)	
Operating EBIT (% of Gross Revenue)	1.4%	0.8%		-2.1%		-0.2%	-0.2%	
Interest expense, net	1,888.3	1,921.5		2,112.2		6,063.3	6,484.6	
Other Income	401.9	522.0		317.8		1,852.2	907.6	
PROFIT/(LOSS) BEFORE TAX AND EXCEPTIONAL ITEMS	(876.2)	(1,109.2)		(2,708.1)		(4,477.1)	(5,787.5)	
Exceptional Items	791.4	-		-		791.4	-	
PROFIT/(LOSS) BEFORE TAX (PBT)	(1,667.6)	(1,109.2)		(2,708.1)		(5,268.5)	(5,787.5)	
PBT (% of Total Income)	-3.7%	-3.0%		-6.3%		-4.1%	-5.6%	
Tax expenses	404.6	155.1		188.6		1,121.2	646.4	
PROFIT/ (LOSS) AFTER TAX BEFORE MINORITY INTEREST	(2,072.2)	(1,264.3)		(2,896.7)		(6,389.7)	(6,433.9)	
Minority interest	65.7	(269.4)		153.1		209.8	1,147.8	
Share in profit / (loss) of associates (net)	(3.6)	3.1		1.2		(1.2)	(51.0)	
NET PROFIT/(LOSS) AFTER TAX AND MINORITY INTEREST (PAT)	(2,010.1)	(1,530.6)		(2,742.4)		(6,181.1)	(5,337.1)	
PAT (% of Total Income)	-4.5%	-4.2%		-6.4%		-4.8%	-5.2%	
EARNINGS PER SHARE (Basic and diluted earnings per equity shares of par value Rs 10/ each)	(7.05)	(5.37)		(9.62)		(21.69)	(18.73)	

TATA COMMUNICATIONS**DEBT PROFILE**

Particulars	As on	
	Dec 31, 2012	Sep 30, 2012
CORE BUSINESS (In USD million)		
Gross Debt		
Foreign Currency Loans	\$ 1,487	\$ 1,386
Rupee Loans	\$ 163	\$ 245
	\$ 1,650	\$ 1,631
Average cost of loans	4.85%	4.99%
Cash and cash equivalent	\$ 95	\$ 57
Net Debt	\$ 1,555	\$ 1,574
NEOTEL (In ZAR million)		
Gross Debt	5,575	5,254
Net Debt	5,477	5,170

In Rs. Million

CORE BUSINESS AND STARTUP BUSINESS PROFITABILITY

CORE BUSINESS	Quarter ended		Growth % in Q3 FY13 over Q3 FY12	Quarter ended Sep 30, 2012	Growth % in Q3 FY13 over Q2 FY13	Nine months ended		Growth % in 9M FY13 over 9M FY12
	Dec 31, 2012	Dec 31, 2011				Dec 31, 2012	Dec 31, 2011	
Gross Revenue	39,532	31,648	24.9%	37,840	4.5%	113,836	89,489	27.2%
Direct cost	22,804	16,917		21,666		64,684	48,382	
Net Revenue	16,728	14,730	13.6%	16,174	3.4%	49,153	41,107	19.6%
Operating and other expenses	11,213	9,839		12,297		35,027	27,677	
EBITDA	5,514	4,891	12.7%	3,878	42.2%	14,126	13,430	5.2%
<i>EBITDA as % of Gross Revenue</i>	<i>13.9%</i>	<i>15.5%</i>		<i>10.2%</i>		<i>12.4%</i>	<i>15.0%</i>	
Depreciation	4,722	4,003		4,701		13,916	11,149	
EBIT	792	888	-10.8%	(823)		211	2,280	-90.8%
<i>EBIT as % of Gross Revenue</i>	<i>2.0%</i>	<i>2.8%</i>		<i>-2.2%</i>		<i>0.2%</i>	<i>2.5%</i>	
Interest expenses	1,081	1,008		1,117		3,283	2,968	
Other Income and Interest Income	396	746		302		1,805	1,709	
Profit Before Tax and Exceptional Items	107	627	-82.9%	(1,637)		(1,267)	1,021	
Exceptional Items	791	-		-		791	-	
PBT	(684)	627		(1,637)		(2,059)	1,021	
Tax expense	419	152		189		1,136	653	
Minority interest	(3)	(7)		(2)		(12)	(10)	
PAT after minority interest	(1,107)	467		(1,828)		(3,207)	358	
NORMALIZING CORE BUSINESS PERFORMANCE FOR ONE OFF AND EXCEPTIONAL ITEMS								
Normalized Gross Revenue	39,532	31,648	24.9%	37,840	4.5%	113,836	89,489	27.2%
Add: Actuarial impact on Canada Pension	127	(318)		184		311	(561)	
Normalized EBITDA	5,642	4,573	23.4%	4,062	38.9%	14,437	12,869	12.2%
<i>Normalized EBITDA as % of Gross Revenue</i>	<i>14.3%</i>	<i>14.5%</i>		<i>10.7%</i>		<i>12.7%</i>	<i>14.4%</i>	
Normalized EBIT	920	570	61.2%	(639)		522	1,719	-69.7%
<i>Normalized EBIT as % of Gross Revenue</i>	<i>2.3%</i>	<i>1.8%</i>		<i>-1.7%</i>		<i>0.5%</i>	<i>1.9%</i>	
Less: DOT interest received	-	-		-		1,105	-	
Normalized PBT (Before exceptional items)	234	309	-24.0%	(1,453)		(2,061)	460	
STARTUP BUSINESS								
STARTUP BUSINESS	Quarter ended		Growth % in Q3 FY13 over Q3 FY12	Quarter ended Sep 30, 2012	Growth % in Q3 FY13 over Q2 FY13	Nine months ended		Growth % in 9M FY13 over 9M FY12
	Dec 31, 2012	Dec 31, 2011				Dec 31, 2012	Dec 31, 2011	
Gross Revenue	4,810	4,394	9.5%	4,870	-1.2%	14,289	12,859	11.1%
Operating expenses	4,313	4,266		4,354		12,683	13,226	
EBITDA	496	127	290.0%	516	-3.8%	1,606	(368)	
<i>EBITDA as % of Gross Revenue</i>	<i>10.3%</i>	<i>2.9%</i>		<i>10.6%</i>		<i>11.2%</i>	<i>-2.9%</i>	
Depreciation	678	725		606		2,082	2,123	
EBIT	(182)	(598)		(91)		(477)	(2,491)	
<i>EBIT as % of Gross Revenue</i>	<i>-3.8%</i>	<i>-13.6%</i>		<i>-1.9%</i>		<i>-3.3%</i>	<i>-19.4%</i>	
Interest expense and other financial charges, net	801	1,138		981		2,733	4,318	
PBT	(984)	(1,736)		(1,072)		(3,210)	(6,809)	
Tax expense	(15)	3		-		(15)	(6)	
Minority interest	65	(259)		157		221	1,107	
PAT after minority interest	(904)	(1,998)		(915)		(2,974)	(5,695)	


CONSOLIDATED OPERATING METRICS

Gross Revenue by Segment					
	Quarter Ended			Year Ended	
	Dec 31, 2011	Sep 30, 2012	Dec 31, 2012	Mar 31, 2011	Mar 31, 2012
Global Voice Solutions (GVS)	47.9%	49.5%	49.9%	54.7%	48.0%
Global Data Services (GDS)	39.9%	39.1%	39.2%	40.2%	39.8%
South Africa Operations (Neotel)*	12.1%	11.3%	10.8%	5.0%	12.1%
Others	0.1%	0.1%	0.1%	0.1%	0.1%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

* FY12 has Neotel Consolidated at 100% while FY11 was consolidated at 43.16%.

Gross Revenue by Currency					
	Quarter Ended			Year Ended	
	Dec 31, 2011	Sep 30, 2012	Dec 31, 2012	Mar 31, 2011	Mar 31, 2012
Indian Rupees (INR)	22%	21%	21%	23%	22%
South African Rand (ZAR)*	12%	11%	11%	5%	12%
Other International Currencies	66%	68%	68%	72%	66%
Total	100.0%	100.0%	100.0%	100.0%	99.9%

* FY12 has Neotel (South Africa Operations) Consolidated at 100% while FY11 was consolidated at 43.16%.

Core Business Capital Expenditure (USD mn) - Spent during the period (Cash view)				
	Nine Months Ended	Year Ended		
		Dec 31, 2012	Mar 31, 2011	Mar 31, 2012
Sustenance Capex				
Voice	\$ 3.1	\$ 4.6	\$ 6.5	
Data	\$ 9.8	\$ 10.6	\$ 7.5	
	\$ 12.9	\$ 15.2	\$ 14.0	
Growth Capex				
Voice	\$ 7.6	\$ 18.8	\$ 6.0	
Data	\$ 153.6	\$ 115.9	\$ 191.0	
	\$ 161.1	\$ 134.7	\$ 197.0	
Strategic projects ¹	\$ 30.4	\$ 167.4	\$ 162.2	
Others ²	\$ 21.6	\$ 24.0	\$ 23.6	
Total Capital Expenditure (Capex)	\$ 226.0	\$ 341.3	\$ 396.8	

Core Business Capital Expenditure (USD mn) - Capitalization View				
	Nine Months Ended	Year Ended		
		Dec 31, 2012	Mar 31, 2011	Mar 31, 2012
Sustenance Capex				
Voice	\$ 2.8	\$ 8.3	\$ 4.1	
Data	\$ 10.6	\$ 20.9	\$ 8.9	
	\$ 13.4	\$ 29.2	\$ 13.0	
Growth Capex				
Voice	\$ 5.9	\$ 22.1	\$ 11.8	
Data	\$ 129.8	\$ 101.8	\$ 187.5	
	\$ 135.7	\$ 123.9	\$ 199.4	
Strategic projects ¹	\$ 95.1	\$ 102.8	\$ 351.0	
Others ²	\$ 30.2	\$ 41.9	\$ 26.3	
Total Capital Expenditure (Capex)	\$ 274.4	\$ 297.8	\$ 589.7	

1. Strategic projects include new submarine cables and data centers.

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

Neotel Capital Expenditure (ZAR mn) - Cash View			
	Nine Months Ended	Year Ended	
		Dec 31, 2012	Mar 31, 2011
Neotel Capex (ZAR million)	310	836	417

Neotel Capital Expenditure (ZAR mn) - Capitalization View			
	Nine Months Ended	Year Ended	
		Dec 31, 2012	Mar 31, 2011
Neotel Capex (ZAR million)	316	849	420

GLOBAL VOICE SERVICES (GVS) METRICS

GVS P&L (Rs million) - Management estimate based on internal MIS and cost allocation assumptions

	Nine Months Ended		Quarter Ended			Year Ended	
	Dec 31, 2011	Dec 31, 2012	Dec 31, 2011	Sep 30, 2012	Dec 31, 2012	Mar 31, 2011	Mar 31, 2012
Gross Revenue	49,154	63,765	17,273	21,138	22,143	65,259	68,118
<i>Gross Revenue Growth Y-o-Y</i>	1.7%	29.7%	6.4%	34.1%	28.2%	6.4%	4.4%
<i>Gross Revenue Growth Q-o-Q</i>			9.6%	3.2%	4.8%		
Less: Direct cost	40,306	53,106	13,771	17,829	18,496	54,684	55,804
Net Revenue	8,848	10,659	3,501	3,309	3,647	10,575	12,314
<i>Net Revenue Growth Y-o-Y</i>		20.5%		19.9%	4.2%		16.4%
<i>Net Revenue Growth Q-o-Q</i>				-10.7%	10.2%		
Less: Operating Expenses	5,091	5,478	1,903	2,019	1,705	6,464	6,865
EBITDA	3,757	5,180	1,598	1,289	1,941	4,111	5,449
<i>EBITDA margin (% of gross revenue)</i>	7.6%	8.1%	9.3%	6.1%	8.8%	6.3%	8.0%
Less: Depreciation	1,569	1,539	542	513	530	1,630	2,120
EBIT	2,189	3,642	1,057	776	1,411	2,481	3,329
<i>EBIT margin (% of gross revenue)</i>	4.5%	5.7%	6.1%	3.7%	6.4%	3.8%	4.9%

Volume Split in Billion Minutes

	Quarter Ended			Year Ended	
	Dec 31, 2011	Sep 30, 2012	Dec 31, 2012	Mar 31, 2011	Mar 31, 2012
International Long Distance (To and From India)	4.6	5.4	5.7	13.1	17.4
International Long Distance (Rest of the World, incl. VAS)	7.0	7.8	8.1	28.1	29.3
Total ILD	11.6	13.2	13.7	41.2	46.7
National Long Distance (NLD) - India	1.8	2.1	1.9	10.4	8.6
Total Volume (ILD+NLD)	13.4	15.3	15.6	51.6	55.3

ILD Volume Split by Deal Term

	Quarter Ended			Year Ended	
	Dec 31, 2011	Sep 30, 2012	Dec 31, 2012	Mar 31, 2011	Mar 31, 2012
Long term committed traffic (> 6 months)	48.6%	50.5%	50.0%	NA	46.4%
Short term deals (< 6 months)	51.4%	49.5%	50.0%	NA	53.6%
	100.0%	100.0%	100.0%	NA	100.0%

GLOBAL DATA SERVICES (GDS) METRICS

GDS P&L (Rs. million) - Management estimate based on internal MIS and cost allocation assumptions							
	Nine Months Ended		Quarter Ended			Year Ended	
	Dec 31, 2011	Dec 31, 2012	Dec 31, 2011	Sep 30, 2012	Dec 31, 2012	Mar 31, 2011	Mar 31, 2012
Gross Revenue	40,335	50,071	14,375	16,703	17,389	47,946	56,462
<i>Gross Revenue Growth Y-o-Y</i>	12.8%	24.1%	16.9%	25.4%	21.0%	14.0%	17.8%
<i>Gross Revenue Growth Q-o-Q</i>			7.9%	4.5%	4.1%		
Less: Direct cost	8,077	11,577	3,146	3,837	4,308	8,092	11,456
Net Revenue	32,259	38,494	11,229	12,866	13,081	39,854	45,006
<i>Net Revenue Growth Y-o-Y</i>		19.3%		20.2%	16.5%		12.9%
<i>Net Revenue Growth Q-o-Q</i>				2.5%	1.7%		
Less: Operating Expenses	22,586	29,548	7,936	10,277	9,508	29,874	32,406
EBITDA	9,673	8,946	3,293	2,588	3,573	9,980	12,600
<i>EBITDA margin (% of gross revenue)</i>	24.0%	17.9%	22.9%	15.5%	20.5%	20.8%	22.3%
Less: Depreciation	9,581	12,377	3,462	4,188	4,192	12,590	13,370
EBIT	92	(3,431)	(168)	(1,599)	(618)	(2,610)	(770)
<i>EBIT margin (% of gross revenue)</i>	0.2%	-6.9%	-1.2%	-9.6%	-3.6%	-5.4%	-1.4%

Gross Revenue By Segment					
	Quarter Ended			Year Ended	
	Dec 31, 2011	Sep 30, 2012	Dec 31, 2012	Mar 31, 2011	Mar 31, 2012
Service Provider / Carrier	52%	53%	50%	53%	49%
Enterprise	48%	47%	50%	47%	51%
	100.0%	100.0%	100.0%	100.0%	100.0%

Gross Revenue By Service Line of Business					
	Quarter Ended			Year Ended	
	Dec 31, 2011	Sep 30, 2012	Dec 31, 2012	Mar 31, 2011	Mar 31, 2012
Network Services ¹	74%	71%	71%	78%	75%
Managed Services ²	26%	29%	29%	22%	25%
	100.0%	100.0%	100.0%	100.0%	100.0%

1. Network services primarily include traditional services (IPL, NPL, IP-T, IRUs, ILL, DIA) and VPN services (MPLS, VNO, Ethernet).

2. Managed services primarily include Data Centers, InstaCC, Mobility, CDN, Messaging, MVOIP, Telepresence, Audio-web conference, Voice VPN, Tata Communications Payment Solutions Ltd (TCPSL), and Tata Communications Transformation Services Limited (TCTSL)

Gross Revenue By Geography					
	Quarter Ended			Year Ended	
	Dec 31, 2011	Sep 30, 2012	Dec 31, 2012	Mar 31, 2011	Mar 31, 2012
India	47%	50%	52%	43%	47%
Rest of the World (RoW)	54%	50%	48%	57%	53%
	100.0%	100.0%	100.0%	100.0%	100.0%

Tata Communications Payment Solutions Ltd. (TCPSL) - Key metrics					
	As on			As on	
	Dec 31, 2011	Sep 30, 2012	Dec 31, 2012	Mar 31, 2011	Mar 31, 2012
Total ATMs managed	5,693	13,127	13,244	3,643	11,282
Total POS managed	3,524	10,915	7,756	2,054	9,048
	Quarter Ended			Year Ended	
	Dec 31, 2011	Sep 30, 2012	Dec 31, 2012	Mar 31, 2011	Mar 31, 2012
Gross Revenue ¹ (Rs million)	460	833	999	411	1,700

¹ TCPSL (formerly known as TCBIL) revenues are included in enterprise segment/ managed service line of business

TATA COMMUNICATIONS**EXCHANGE RATES****AVERAGE EXCHANGE RATES**

	Nine months ended		Quarter Ended			Year Ended	
	Dec 31, 2011	Dec 31, 2012	Dec 31, 2011	Sep 30, 2012	Dec 31, 2012	Mar 31, 2011	Mar 31, 2012
INR / USD	47.10	54.44	50.84	55.21	54.12	45.57	47.91
ZAR / USD	7.34	8.36	8.10	8.26	8.69	7.20	7.45

CLOSING EXCHANGE RATES

	As on			As on	
	Dec 31, 2011	Sep 30, 2012	Dec 31, 2012	Mar 31, 2011	Mar 31, 2012
INR / USD	53.25	52.74	54.70	44.60	50.92
ZAR / USD	8.11	8.24	8.48	6.87	7.67