



Tata Communications

FY2012 Annual Update

Presented By:

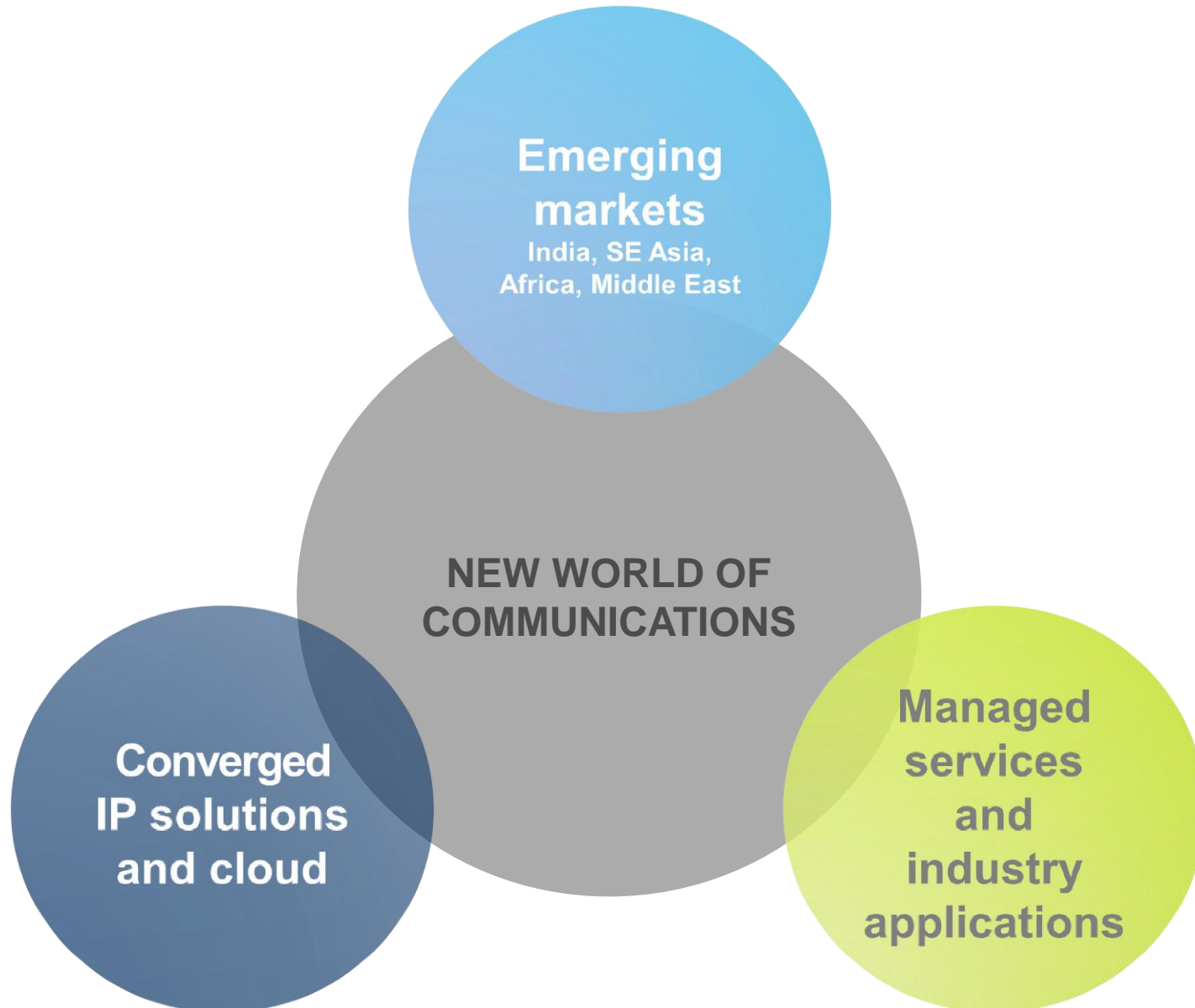
Vinod Kumar, MD & Group CEO

July 27, 2012

SAFE HARBOR STATEMENT

Some of the statements herein constitute “forward-looking statements” that do not directly or exclusively relate to historical facts. These forward-looking statements reflect our intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside our control. Important factors that could cause actual results to differ materially from the expectations expressed or implied in the forward-looking statements include known and unknown risks. Because actual results could differ materially from our intentions, plans, expectations, assumptions and beliefs about the future, you are urged to view all forward-looking statements contained herein with caution. Tata Communications does not undertake any obligation to update or revise forward looking statements, whether as a result of new information, future events or otherwise.

Our “New World of Communications” strategy



Tata Communications in numbers

45

Billion Minutes
of International
Voice Traffic

50,000

Business Relationships
with 260, "Forbes 2000
MNCs", 3,000 Large
corporates & 47,000 SMEs

73

Million Voice Transactions
handled every day

42

Data Centers
with more than 10,000
racks and one million
square feet

3,200

Petabits
every month on
our Internet backbone

13

Terabits
of International
Bandwidth Lit Capacity

P&L: Core and Consolidated – FY'12

Rs Mn

	CORE		STARTUP*		CONSOLIDATED	
	FY'11	FY'12	FY'11	FY'12	FY'11	FY'12
Gross Revenues	113,205	124,580 10%	6,115	17,381	119,320	141,961 19%
EBITDA	14,104	18,048 28%	(1,851)	(133)	12,253	17,915 46%
PBIT	(122)	2,560	(3,108)	(2,846)	(3,230)	(286)
PBT	(2,152)	1,197	(4,915)	(8,378)	(7,067)	(7,180)
PAT after Minority Interest	(2,165)	477	(5,604)	(8,424)	(7,769)	(7,947)

*Start up includes Neotel and Other JV's

FY12 has Neotel consolidated @ 100% (effective stake:61.5%) Vs 43.16% (effective stake: 49%) in FY11

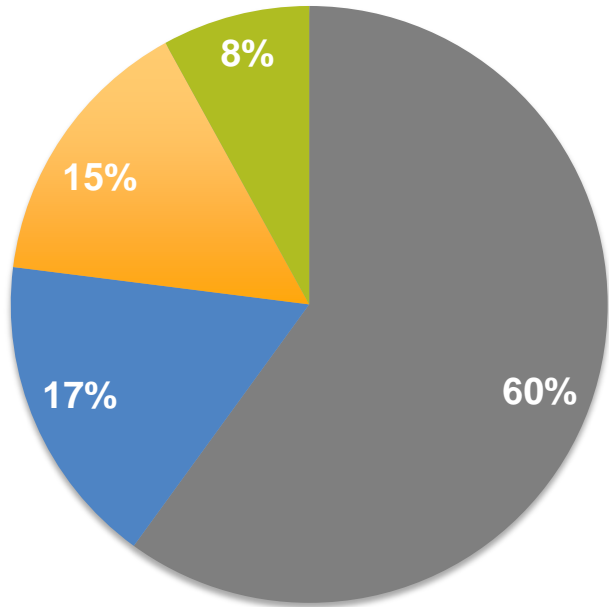
Rs/\$ Exchange rate: FY'11 at 45.57; FY'12 at 47.91; Rand/\$: FY'11 at 7.20; FY'12 at 7.45

FY12 Key Business Highlights

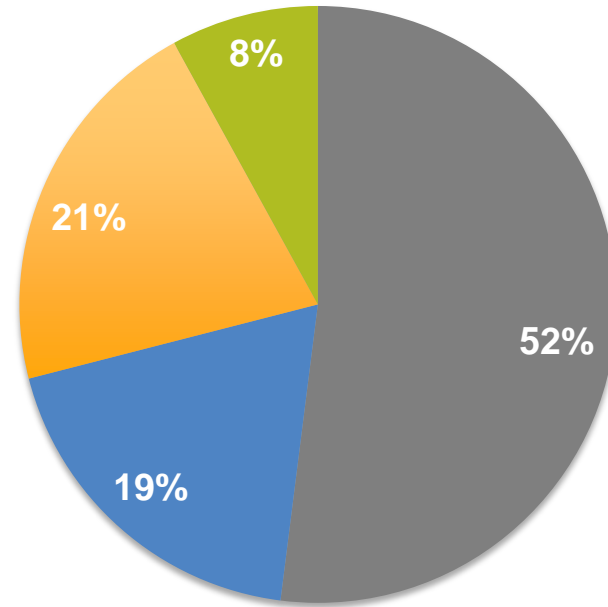
- **Global Data** - Higher growth rates than market (Enterprise: 28%; Global Carriers: 12%)
- **Global Voice** - Consistent results above market trends; 98% volume growth in Next Gen Carriers segment and 1% increase in total Intl Voice market share
- **NEOTEL** - 1st time EBITDA Positive; 84 % increase in business customers;

Shifting Revenue Mix: Global Data

FY11



FY12

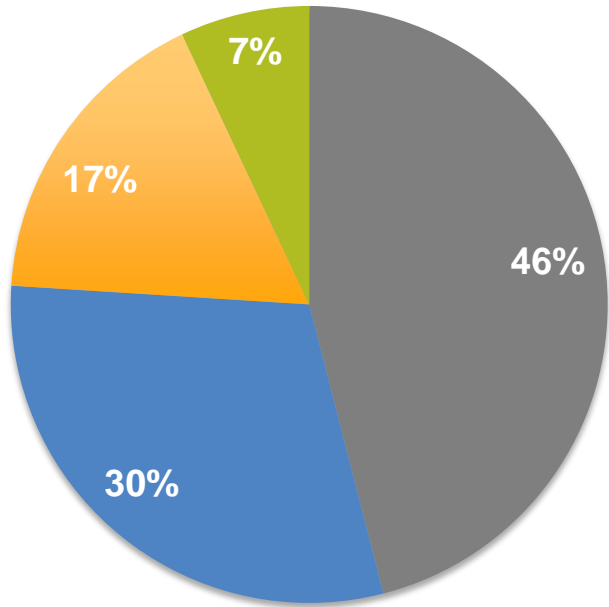


■ Traditional Services
■ Managed Services

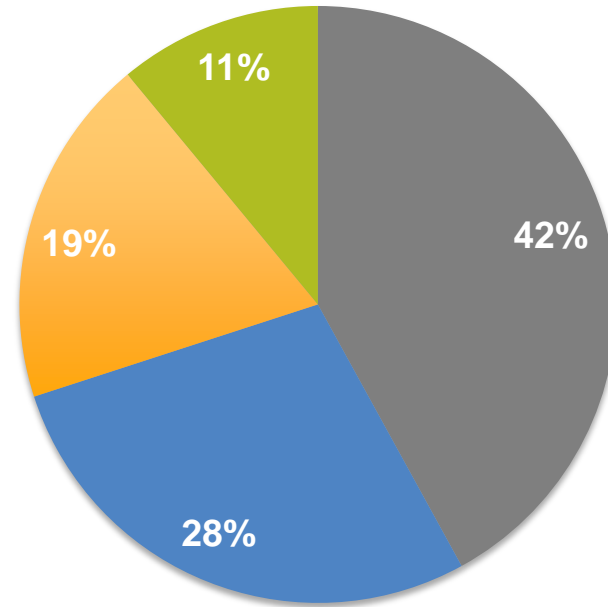
■ VPN Services
■ Mobility Services

Shifting ILD Traffic Mix: Global Voice

FY11



FY12



- Carriers
- Mobile Operators

- Other Retail Service Providers
- ISPs / Next Gen Service Providers

FY12 Key Product Highlights

- Attained #5 Global IP Traffic ranking
- Positioned in the Visionaries Quadrant for Global Network Service Providers and Asia-Pacific Network Service Providers; InstaCompute magic quadrant – Only Asia Provider
- Launch of TGN Eurasia & TGN Gulf with 1st company owned round the world cable ring
- Best hosted contact center, best data service provider and best managed services provider of the year in India (Frost and Sullivan)

Milestone Win – Formula 1



Formula1.com/News



Jamesallenonf1.com/News



Reuters.com

“The deal that changes F1 forever”
James Allen

TATA COMMUNICATIONS

FY13 Key Imperatives



Maintain Profitability

Emerging Markets Focus

**Establish Scale and Size across businesses -
Create targeted industry-specific applications**

**Build a strong Leadership Pipeline and Talent
Engine**

P&L: Core and Consolidated – Q1 FY13

INR Mn

	CORE			STARTUP			CONSOLIDATED		
	Q1 FY 2012	Q4 FY 2012*	Q1 FY 2013**	Q1 FY 2012	Q4 FY 2012	Q1 FY 2013	Q1 FY 2012	Q4 FY 2012*	Q1 FY 2013**
Gross Revenues	28,763	35,091	36,464	3,808	4,522	4,610	32,571	39,613	41,074
Y-o-Y Growth			27%			21%			26%
Q-o-Q Growth			4%			2%			4%
EBITDA	3,867	4,600	4,734	(603)	253	594	3,263	4,853	5,328
Y-o-Y Growth			22%			NM			63%
Q-o-Q Growth			3%			135%			10%
EBIT	334	254	241	(1,275)	(329)	(204)	(941)	(75)	38
PBT	(44)	157	262	(2,536)	(1,550)	(1,154)	(2,580)	(1,393)	(893)
PAT after Minority Interest	(251)	138	(273)	(1,903)	(2,748)	(1,155)	(2,155)	(2,609)	(1,429)

* Q4 FY12: EBITDA includes one time actuarial loss on pension fund of Rs. 828 million

** Q1 FY13: PBT includes an amount of Rs. 1105 million being reversal of a provision made in earlier year (Rs 272 million) and an interest calculated on Penalty (Rs. 833 million) consequent to a favorable order from TDSAT.

Rs/\$ Exchange rate: Q1 FY12 at 44.73; Q4 FY12 at 50.34; Q1 FY13 at 53.98 Rand/\$: Q1 FY12 at 6.79; Q4 FY12 at 7.77; Q1 FY13 at 8.12



Thank You