



HQ/CS/CL.24B/16672
January 30, 2019

Sir,

Sub: Unaudited Financial Results of Tata Communications Limited (the Company) for the quarter ended on December 31, 2018.

Pursuant to Regulation 33 read with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations) the following documents and information are submitted:

- i. Unaudited Financial Results (prepared in accordance with Regulation 33 of SEBI Listing Regulations) for the quarter ended on December 31, 2018 which have been approved by the Board of Directors in their meeting held on January 30, 2019 is attached as **Attachment-A**.
- ii. Limited Review Report of the auditors on the unaudited financial results for the quarter ended on December 31, 2018 is attached as **Attachment-B**.
- iii. The press release in this regard is attached as **Attachment-C**.

The aforesaid documents are also placed on the website of the Company at www.tatacommunications.com/investor-relations/results.

Thanking you,

Yours faithfully,
For Tata Communications Limited

Manish Sansi
Company Secretary &
General Counsel (India)

To:

- 1) Security Code 500483, BSE Ltd, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001.
- 2) Security Code TATACOMM, National Stock Exchange of India Limited. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai, Maharashtra 400051

TATA COMMUNICATIONS

Tata Communications Limited
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TATA COMMUNICATIONS LIMITED

REGD. OFFICE: VSB, M.G. ROAD, FORT, MUMBAI-400001.

(₹ in Lakhs)

A. STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2018

	Particulars	For the quarter ended			For the nine months ended		For the year ended
		December 31 2018	September 30 2018	December 31 2017	December 31 2018	December 31 2017	March 31 2018
	(Refer notes below)	(unaudited)	(unaudited)	(unaudited)	(unaudited)	(unaudited)	(audited)
1	Income from operations	141408	129510	129843	396675	390850	525203
2	Other income, net	1539	1563	6481	4586	10862	32353
3	Total Income (1+2)	142947	131073	136324	401261	401712	557556
4	Expenses						
	a. Network and transmission expense	76956	50766	45588	173625	141538	190242
	b. Employee benefits expense	23988	23607	22381	68277	65681	85887
	c. Finance costs	683	886	1159	2602	3142	4031
	d. Depreciation and amortisation expense	22205	21228	20228	64811	59216	83025
	e. Other expenses	10964	29125	28409	67330	89574	122041
	f. Total expenses (4a to 4e)	134796	125612	117765	376645	359151	485226
5	Profit from ordinary activities before exceptional items and tax (3 - 4)	8151	5461	18559	24616	42561	72330
6	Exceptional items (Refer note 4)	-	(372)	-	(372)	(20103)	(23423)
7	Profit / (Loss) from ordinary activities before tax (5 + 6)	8151	5089	18559	24244	22458	48907
8	Tax expense/ (benefit):						
	a. Current tax	4731	3097	7420	13055	19926	30485
	b. Deferred tax	(2687)	(1274)	(1067)	(5261)	(5002)	(8241)
9	Profit / (Loss) for the period (7 - 8)	6107	3266	12206	16450	7534	26663
10	Other Comprehensive Income/ (Loss) (net of tax)	(1176)	(174)	459	(608)	(51868)	(51726)
11	Total Comprehensive Income/ (Loss) (9 + 10)	4931	3092	12665	15842	(44334)	(25063)
12	Paid up equity share capital (Face value of ₹ 10 per share)	28500	28500	28500	28500	28500	28500
13	Reserves excluding Revaluation reserve						831240
14	Earnings per share (of ₹ 10/- each) (not annualised)						
	Basic and diluted earnings per share (₹)	2.14	1.15	4.28	5.77	2.64	9.36



B. Standalone Business Segment Information:

i. Segment wise revenue and results:

(₹ in Lakhs)

Particulars	For the quarter ended			For the nine months ended		For the year ended
	December 31 2018	September 30 2018	December 31 2017	December 31 2018	December 31 2017	March 31 2018
	(unaudited)	(unaudited)	(unaudited)	(unaudited)	(unaudited)	(audited)
Income from Operations						
Voice Solutions	6927	9082	11890	23845	44290	56980
Data and Managed Services	130672	117196	114716	362367	336857	455110
Real Estate	3809	3232	3237	10463	9703	13113
Total	141408	129510	129843	396675	390850	525203
Segment result						
Voice Solutions	(9880)	(7567)	(13631)	(28277)	(41751)	(50911)
Data and Managed Services	14970	10727	25210	45210	71478	87955
Real Estate	2205	1624	1657	5699	5114	6964
Total	7295	4784	13236	22632	34841	44008
Less:						
(i) Finance Costs	683	886	1159	2602	3142	4031
(ii) Other un-allocable (income) net of un-allocable expenses	(1539)	(1191)	(6482)	(4214)	9241	(8930)
Profit/ (Loss) before taxes	8151	5089	18559	24244	22458	48907

ii. Segment Assets and Liabilities:

(₹ in Lakhs)

Particulars	Ason			
	December 31 2018	September 30 2018	December 31 2017	March 31 2018
Segment Assets				
Voice Solutions	13680	14843	21009	20329
Data and Managed Services	597368	570214	568061	542280
Real Estate	40042	34928	33508	35991
Unallocable Assets	687103	681732	631754	691675
Total Assets	1338193	1301717	1254332	1290275
Segment Liabilities				
Voice Solutions	14381	13832	22690	16889
Data and Managed Services	311631	287721	247007	251484
Real Estate	9190	4186	2234	2465
Unallocable Liabilities	122143	120061	121795	139091
Total Liabilities	457345	425800	393726	409929



iii. Notes to Segments:

The Company's operating segments comprises of Voice Solutions, Data and Managed Services and Real Estate. The composition of the operating segments is as follows:

Voice Solutions include International and National Long Distance Voice services.

Data and Managed Services include corporate data transmission services, virtual private network, signaling and roaming services, television and other network and managed services.

Real Estate includes lease rentals for premises given on lease.

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Notes to standalone financial results:

1. The above standalone unaudited financial results of the Company for the quarter and period ended December 31, 2018 have been subjected to a limited review by the statutory auditors. These results have been reviewed by the audit committee and taken on record and approved by the Board of Directors at their meeting held on January 30, 2019.
2. During the quarter ended December 31, 2018 based on the Supreme Court directives TRAI issued notification stating new regulation on the CLS charges would be effective from its publication on official Gazette i.e. November 28, 2018. Accordingly, the Company has recorded revenue of ₹ 8994 lakhs, operating and maintenance recovery of ₹ 25881 lakhs in Other expenses. Further, there is a corresponding increase in Network and transmission expense due to transfer pricing adjustment.
3. During the previous quarter, pursuant to change in the main object clause, revenue from real estate business for previous periods have been reclassified from 'Other income' to 'Income from operations' along with the related receivables in the balance sheet from 'Other financial assets' to 'Trade receivables'. The figures for this business has been disclosed as a separate segment as "Real Estate" in the segment information.
4. Details of exceptional items are listed below

	For the quarter ended			For the nine months ended		For the year ended
	December 31 2018	September 30 2018	December 31 2017	December 31 2018	December 31 2017	March 31 2018
1. Provision for contractual obligation	-	-	-	-	(18559)	(18559)
2. Staff cost optimization (refer note a)	-	(372)	-	(372)	-	(708)
3. Provision for contingencies	-	-	-	-	(1544)	(1544)
4. Accidental damages	-	-	-	-	-	(2612)
Total	-	(372)	-	(372)	(20103)	(23423)

- a. As part of its initiative to enhance the long-term efficiency of the business, the Company undertook organisational changes to align to the Company's current and prospective business requirements. These changes involved certain positions in the Company becoming redundant.
4. The Company has adopted Ind AS 115 "Revenue from Contracts with Customers" based on modified retrospective approach effective April 01, 2018. This has resulted into a lower profit before tax of ₹ 32 lakhs and ₹ 248 lakhs for the quarter and nine months ended December 31, 2018.
5. On March 5, 2018, the Company filed with the National Company Law Tribunal, Mumbai Bench ("NCLT"), a scheme of arrangement and reconstruction among the Company and Hemisphere Properties India Limited ("HPIL") and their respective shareholders and creditors for demerger of surplus land ("Scheme"). By order of the NCLT, a shareholders' meeting was held on May 10, 2018, at which the shareholders approved the Scheme. On July 12, 2018, the NCLT has approved the Scheme. Further steps for making the Scheme effective are being undertaken by HPIL and the Company.
6. Previous periods' figures have been reclassified wherever necessary to conform to the current period classifications/disclosures.

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(₹ in Lakhs)

C. STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2018

Particulars	For the quarter ended			For the nine months ended		For the year ended
	December 31 2018	September 30 2018	December 31 2017	December 31 2018	December 31 2017	March 31 2018
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1 Income from operations	426947	406822	414477	1228144	1273159	1677169
2 Other income, net	1918	864	4388	2079	5822	25966
3 Total income (1 + 2)	428865	407686	418865	1230223	1278981	1703135
4 Expenses						
a. Network and transmission expense	186735	181762	190679	547770	607832	790324
b. Employee benefits expense	75711	74477	75729	219088	222282	297752
c. Finance costs	10400	9785	8963	29270	25341	34445
d. Depreciation and amortisation expense	52348	50059	47281	150894	140115	190630
e. Other expenses	80245	87566	83778	255327	260521	347871
Total expenses (4a to 4e)	405439	403649	406430	1202349	1256091	1661022
5 Profit before exceptional items, tax & share of profit/(loss) of associates (3 - 4)	23426	4037	12435	27874	22890	42113
6 Exceptional items (Refer note 4)	-	157	-	157	(21341)	(37552)
7 Profit/(loss) from operations before tax and share of profit/(loss) of associates (5 + 6)	23426	4194	12435	28031	1549	4561
8 Tax expense/ (benefit):						
a. Current tax	9636	5351	9606	22841	25679	40916
b. Deferred tax	(2963)	(1174)	893	(5577)	(4693)	(5424)
9 Profit/(loss) before share of profit/(loss) of associates (7 - 8)	16753	17	1936	10767	(19437)	(30931)
10 Share in Profit/(Loss) of associates	629	198	(902)	1035	(1077)	(1630)
11 Profit/(loss) for the period (9 + 10)	17382	215	1034	11802	(20514)	(32561)
12 Attributable to:						
Equity holders of the parent	17329	165	1012	11645	(20763)	(32860)
Non-controlling interest	53	50	22	157	249	299
12 Other Comprehensive Income/(loss) (net of tax)	20940	(34815)	13163	(42776)	(42399)	(56286)
13 Total Comprehensive Income/(loss) (11 + 12)	38322	(34600)	14197	(30974)	(62913)	(88847)
13 Attributable to:						
Equity holders of the parent	38269	(34650)	14175	(31131)	(63162)	(89146)
Non-controlling interest	53	50	22	157	249	299
14 Paid up equity share capital (Face value of ₹10 per share)	28500	28500	28500	28500	28500	28500
15 Reserves excluding Revaluation reserve						826
16 Earnings per share (of ₹ 10/- each) (not annualised)						
Basic and diluted earnings per share (₹)	6.08	0.06	0.36	4.09	(7.29)	(11.53)



D. Consolidated Business Segment Information:

i. Consolidated Segment wise revenue and results:

(₹ in Lakhs)

Particulars	For the quarter ended			For the nine months ended		For the year ended
	December 31 2018	September 30 2018	December 31 2017	December 31 2018	December 31 2017	March 31 2018
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<u>Income from operations</u>						
Voice Solutions	94356	99913	123054	296948	419812	531134
Data and Managed Services	320334	295292	279461	894636	816642	1096326
Payment Solutions	8945	8640	9111	27266	28277	38292
Real Estate	4073	3488	3492	11235	10402	14057
Less: Inter Segment Revenue	(761)	(511)	(641)	(1941)	(1974)	(2640)
Total	426947	406822	414477	1228144	1273159	1677169
<u>Segment result</u>						
Voice Solutions	6668	8329	6527	21156	23741	29830
Data and Managed Services	25416	5955	12641	36773	25559	29346
Payment Solutions	(2242)	(2789)	(3644)	(8148)	(12685)	(16450)
Real Estate	2066	1463	1486	5284	4556	6245
Total	31908	12958	17010	55065	41171	48971
Less:						
(i) Finance Costs	10400	9785	8963	29270	25341	34445
(ii) Other un-allocable (income) net of un-allocable expenditure	(1918)	(1021)	(4388)	(2236)	14281	9965
Profit/(Loss) before tax	23426	4194	12435	28031	1549	4561

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ii. Consolidated Segment Assets and Liabilities:

(₹ in Lakhs)

Particulars	As at			
	December 31 2018	September 30 2018	December 31 2017	March 31 2018
	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Segment Assets				
Voice Solutions	58153	72695	77013	55022
Data and Managed Services	1443955	1427375	1372598	1351691
Payment Solutions	40229	43960	55732	50713
Real Estate	33898	28635	28885	30194
	1576235	1572665	1534228	1487620
Unallocated Assets	462155	479738	405033	472656
Total Segment Assets	2038390	2052403	1939261	1960276
Segment Liabilities				
Voice Solutions	70028	78781	127811	95129
Data and Managed Services	847836	883559	774527	812904
Payment Solutions	14536	14805	17934	16334
Real Estate	9618	4631	2884	3008
	942018	981776	923156	927375
Unallocated Liabilities	1092371	1104947	940167	982521
Total Segment Liabilities	2034389	2086723	1863323	1909896

iii. Notes to Segments:

The Group's (the Company and its subsidiaries together referred to as "the Group") operating segments comprise of Voice Solutions, Data and Managed Services, Payment Solutions and Real Estate. The composition of the operating segments is as follows:

Voice Solutions includes International and National Long Distance Voice services.

Data and Managed Services includes corporate data transmission services, virtual private network, signaling and roaming services, television and other network and managed services, data center services.

Payment Solutions includes end-to-end ATM deployment, end-to-end POS enablement, hosted core banking, end to end financial inclusion and card issuance and related managed services and switching services to banking sector carried out by the Company's wholly owned subsidiary Tata Communications Payment Solutions Limited.

Real Estate segment includes lease rentals for premises given on lease.



Notes to consolidated financial results:

1. The above consolidated unaudited results of the Group for the quarter and nine months ended December 31, 2018 have been subjected to a limited review by the statutory auditors. These results have been reviewed by the audit committee and taken on record and approved by the Board of Directors at their meeting held on January 30, 2019.
2. During the quarter ended December 31, 2018 based on the Supreme Court directives TRAI issued notification stating new regulation on the CLS charges would be effective from its publication on official Gazette i.e. November 28, 2018. Accordingly, the Company has recorded revenue of ₹ 8994 lakhs, operating and maintenance recovery of ₹ 25881 lakhs in Other expenses.
3. During the previous quarter, pursuant to change in the main object clause, revenue from real estate business for previous periods have been reclassified from 'Other income' to 'Income from operations' along with the related receivables in the balance sheet from 'Other financial assets' to 'Trade receivables'. The figures for this business has been disclosed as a separate segment as "Real Estate" in the segment information.
4. Details of exceptional items are listed below

(₹ in Lakhs)

Particulars	For the quarter ended			For the nine months ended		For the year ended
	December 312018	September 30 2018	December 312017	December 312018	December 312017	March 31 2018
1. Provision for contractual obligation	-	-	-	-	(18559)	(18559)
2. Staff cost optimization (refer note a)	-	157	-	157	(1238)	(13987)
3. Accidental damages	-	-	-	-	-	(2612)
4. Provision for contingencies	-	-	-	-	(1544)	(1544)
5. Impairment of investment in associates	-	-	-	-	-	(850)
Total	-	157	-	157	(21341)	(37552)

During the year ended March 31, 2018, as part of its initiative to enhance the long-term efficiency of the business, the Group undertook organisational changes to align to the Group's current and prospective business requirements. These changes involved certain positions in the Group becoming redundant. During the quarter ended September 30, 2018 the Group has adjusted excess accrual of ₹ 157 lakhs.

5. During the quarter ended December 31, 2018, the Group has acquired the balance 65% stake in Teleena Holdings BV (Teleena) making it a wholly owned subsidiary. The Group's profit before tax for the quarter and nine months ended December 31, 2018 is reduced by ₹ 3610 lakhs on consolidation of Teleena's financials. The Group has acquired net assets of ₹ 1973 lakhs and recognised Intangibles of ₹ 3414 lakhs and goodwill of ₹ 10498 lakhs. The Group is in the process of finalising the purchase price allocation.

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6. The Group has adopted Ind AS 115 “Revenue from Contracts with Customers“ based on modified retrospective approach effective April 01, 2018. This has resulted into a higher profit before tax of ₹ 679 lakhs and ₹ 1663 lakhs for the quarter and nine months ended December 31, 2018.
7. On March 5, 2018, the Company filed with the National Company Law Tribunal, Mumbai Bench (“NCLT”), a scheme of arrangement and reconstruction among the Company and Hemisphere Properties India Limited (“HPIL”) and their respective shareholders and creditors for demerger of surplus land (“Scheme“). By order of the NCLT, a shareholders’ meeting was held on May 10, 2018, at which the shareholders approved the Scheme. On July 12, 2018, the NCLT has approved the Scheme. Further steps for making the Scheme effective are being undertaken by HPIL and the Company.
8. Previous periods’ figures have been rearranged wherever necessary to conform to the current period classifications/disclosures.

For TATA COMMUNICATIONS LIMITED

A handwritten signature in black ink, appearing to read 'Vinod Kumar'.

VINODKUMAR
MANAGING DIRECTOR &
GROUP CEO

Place: Mumbai
Date: January 30, 2019

Limited Review Report - Ind AS Standalone Financial Results

**Review Report to
The Board of Directors
Tata Communications Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results of Tata Communications Limited (the 'Company') for the quarter ended December 31, 2018 and year to date from April 1, 2018 to December 31, 2018 (the 'Statement') attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('the Regulation'), read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 ('the Circular').
2. The preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS) 34 "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015, as amended, read with the Circular is the responsibility of the Company's management and has been approved by the Board of Directors of the Company. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of the Regulation, read with the Circular, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For S.R. Batliboi & Associates LLP
Chartered Accountants
ICAI Firm registration number: 101049W/E300004


per Prashant Singh
Partner
Membership No.: 93283



Place: Mumbai
Date: January 30, 2019

Limited Review Report - Ind AS Consolidated Financial Results

**Review Report to
The Board of Directors
Tata Communications Limited**

1. We have reviewed the accompanying statement of unaudited consolidated financial results of Tata Communications Limited (the 'Company') comprising its subsidiaries (together referred to as the 'Group') and its associates, for the quarter ended December 31, 2018 and year to date from April 1, 2018 to December 31, 2018 (the 'Statement') attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('the Regulation'), read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 ('the Circular').
2. The preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015, as amended, read with the Circular is the responsibility of the Company's management and has been approved by the Board of Directors of the Company. Our responsibility is to issue express a conclusion on the Statement based on our review.
3. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited consolidated financial results prepared in accordance with recognition and measurement principles laid down in the applicable Indian Accounting Standards specified under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of the Regulation, read with the Circular, including the manner in which it is to be disclosed, or that it contains any material misstatement.

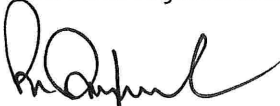


S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

5. The accompanying consolidated financial results include unaudited financial results and other unaudited financial information in respect of two subsidiaries for the quarter and period ended December 31, 2018, whose financial results and other financial information reflect total revenue of Rs 2,004 lakhs for the quarter and Rs 3,526 lakhs for the period ended December 31, 2018, respectively. This unaudited financial results and other unaudited financial information have been furnished to us by the management. The consolidated financial statements also include the Group's share of net profit of Rs 629 lakhs and Rs 1,035 lakhs for the quarter and for the period ended December 31, 2018, respectively, as considered in the consolidated financial results, in respect of four associates for the quarter and five associates for the period ended respectively, whose financial results and other financial information have not been audited and whose unaudited financial results, other unaudited financial information have been furnished to us by the management. Our conclusion, in so far as it relates to the affairs of these subsidiaries and associates, is based solely on such unaudited financial statements and other unaudited financial information. According to the information and explanations given to us by the management, these financial results and other financial information are not material to the Group. Our conclusion is not modified in respect of this matter.

For S.R. Batliboi & Associates LLP
Chartered Accountants
ICAI Firm registration number: 101049W/E300004



per Prashant Singhal
Partner

Membership No.: 93283



Place: Mumbai

Date: January 30, 2019

For immediate release

PRESS RELEASE

Tata Communications posts INR 173 Crore profit-after-tax in Q3

Data business revenues grew 14% YoY¹; Growth Services revenue grew 13% YoY; EBITDA increased 31% YoY

Mumbai - January 30th, 2019 - [Tata Communications](#), a leading global digital infrastructure provider reported its consolidated financial results for the quarter ending December 31st, 2018.

Highlights | Q3 FY2019

- **Consolidated revenue** at INR 4,269.5 crore: grew 4.9% QoQ and 3.0% YoY with data services contributing 78% of the overall revenue (+8% YoY).
- **EBITDA** at INR 842.6 crore: increased by 33.7% QoQ, 31.0% YoY with a margin of 19.7%.
- **PAT** at INR 173 crore as compared to INR 1.6 crore in Q2 FY19.
- **Data business** saw strong growth across all parts of the portfolio: Revenues grew 8.4% QoQ and 14.1% YoY. EBITDA at INR 766.7 crore: +42.6% QoQ and +35.2% YoY.
- **Growth Services²** revenue witnessed solid momentum: +4.6% QoQ and 13.2% YoY. EBITDA was marginally negative due to upfront costs for a large deal and lower usage-based revenue as a result of a traditionally seasonally slower quarter. There is a strong deal pipeline and contracts under execution that give us a strong visibility on future growth.
- **Traditional Services³** stabilised with revenue growth of 4.2% QoQ. Operator consolidation in India has affected this portfolio. While the revenue impact is largely over, we are still affected by higher access and co-location cost.
- **CAPEX** at USD 69 Mn compared to USD 65 Mn in last quarter.

Consolidated Nos.	INR Crore	QoQ Growth	YoY Growth	USD Mn	QoQ Growth	YoY Growth
Gross Revenue	4,269.5	4.9%	3.0%	592.1	2.1%	(7.5%)
EBITDA	842.6	33.7%	31.0%	117.8	30.9%	18.6%
EBITDA margin	19.7%	420 Bps	420 Bps	19.9%	440 Bps	440 Bps
PAT	173.3			25.0		

¹ YoY: Year on Year; QoQ: Quarter on Quarter. All segment growth rates are YoY, and in constant currency unless specified otherwise

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 and Mobile Innovation.

³ 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

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Commenting on the results, **Vinod Kumar, MD and Group CEO, Tata Communications** said, “The platform business model exhibited by 70% of the world’s top ten valuable companies is synonymous with digital transformation - one that many businesses around the world are making a shift to. Our digital infrastructure services enable this shift and our relevance is reflected in our sales funnel, order book, and in the steady increase in adoption of our growth and innovation services. These trends show that the strategy we have adopted is steering us on the right course towards our financial goals.”

Pratibha Advani, CFO, Tata Communications continues, “We have seen a steady ramp-up in our financial performance over the past year and have delivered strong numbers across all parameters. Our Data business continues to be strong and our Growth Services have been instrumental in our overall revenue growth. Despite operator consolidation headwinds our Traditional services business is steady. As we grow scale we are confident of an upward momentum in our revenue growth and profit trajectory in coming quarters.”

Business highlights | Q3 FY2019

- [Tata Communications brews a hybrid network for Carlsberg to underpin digitised operations and new innovative services](#): Tata Communications, has deployed a next-generation software-defined hybrid network for Carlsberg to support the digital transformation of the global brewer’s operations in 130 sites across Western Europe. The new infrastructure is a key part of Carlsberg’s *Next 2.0* programme, which harnesses the power of the Internet and cloud computing to boost agility, increase efficiencies and reduce costs
- [Tata Communications and NEP pioneer remote production of VIVO Pro Kabaddi League 2018 for Star Sports](#): Tata Communications and NEP Broadcast Solutions, a division of NEP Group, together enabled the remote production of VIVO Pro Kabaddi League (PKL) for Star Sports, subsidiary of 21st Century Fox. Now in its sixth season, this is the first time that PKL is being produced remotely by harnessing superfast connectivity
- [VivoHub teams with Tata Communications to launch a one-stop suite of mobile services tailored for Singapore’s migrant workers](#): VivoHub, the Singapore-based mobile services provider selected Tata Communications, to turn its VivoBee mobile app into a one-stop suite of mobile services designed to meet the needs of Singapore’s one million migrant workers. With the help of the cloud-based Tata Communications MOVE™ platform, VivoHub has now become a mobile virtual network operator (MVNO) without having to make capital investments in its own mobile network infrastructure or service management
- [Tata Communications recognised with three awards by MEF](#): MEF 2018 Awards, the largest awards program in the world focusing on emerging dynamic network services powered by LSO (Lifecycle Service Orchestration), SDN, NFV, SD-WAN, and Carrier Ethernet technologies recognised Tata Communications for: Best Carrier Ethernet Enterprise Application - Financial; Best Carrier Ethernet Enterprise Application - Retail and Wholesale Ethernet Service Provider of the Year
- [World-first technology test by the European Tour and Tata Communications shows how virtual reality could transform golf](#): The European Tour and Tata Communications completed the world’s first test of live 360° video in 8K Ultra High Definition - the highest resolution in digital television today. The ground-breaking technology test at Sky Sports British Masters shows how the most immersive 360° video and virtual reality (VR) applications could enable fans at home and at the course to engage with the action in new ways.

For more information, download **Tata Communications’ FY19 Q3 investor fact sheet** [here](#).

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Ends...

About Tata Communications

Tata Communications is a leading global digital infrastructure provider that powers today's fast growing digital economy.

The company's customers represent 300 of the Fortune 500 whose digital transformation journeys are enabled by its portfolio of integrated, globally managed services that deliver local customer experiences. Through its network, cloud, mobility, Internet of Things (IoT), collaboration and security services, Tata Communications carries around 30% of the world's internet routes and connects businesses to 60% of the world's cloud giants and 4 out of 5 mobile subscribers.

The company's capabilities are underpinned by its global network. It is the world's largest wholly owned subsea fibre backbone and a Tier-1 IP network with connectivity to more than 240 countries and territories.

Tata Communications Limited is listed on the Bombay Stock Exchange and the National Stock Exchange of India and is present in over 200 countries and territories around the world.

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Forward-looking and cautionary statements

Certain words and statements in this release concerning Tata Communications and its prospects, and other statements, including those relating to Tata Communications' expected financial position, business strategy, the future development of Tata Communications' operations, and the general economy in India, are forward-looking statements. Such statements involve known and unknown risks, uncertainties and other factors, including financial, regulatory and environmental, as well as those relating to industry growth and trend projections, which may cause actual results, performance or achievements of Tata Communications, or industry results, to differ materially from those expressed or implied by such forward-looking statements. The important factors that could cause actual results, performance or achievements to differ materially from such forward-looking statements include, among others, failure to increase the volume of traffic on Tata Communications' network; failure to develop new products and services that meet customer demands and generate acceptable margins; failure to successfully complete commercial testing of new technology and information systems to support new products and services, including voice transmission services; failure to stabilize or reduce the rate of price compression on certain of the company's communications services; failure to integrate strategic acquisitions and changes in government policies or regulations of India and, in particular, changes relating to the administration of Tata Communications' industry; and, in general, the economic, business and credit conditions in India. Additional factors that could cause actual results, performance or achievements to differ materially from such forward-looking statements, many of which are not in Tata Communications' control, include, but are not limited to, those risk factors discussed in Tata Communications Limited's Annual Reports. The Annual Reports of Tata Communications Limited are available at www.tatacommunications.com. Tata Communications is under no obligation to, and expressly disclaims any obligation to, update or alter its forward-looking statements.