

# TATA COMMUNICATIONS

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PRESS RELEASE

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## Tata Communications announces Q4 FY15 and Q1 FY16 results

**Mumbai – July 28th, 2015** Tata Communications today announces its financial results for the year ended March 31st 2015 and the quarter ended June 30th, 2015.

### Highlights for FY2015

- Consolidated revenue was better by 1.5% YoY at INR 199,090 million (USD 3,257 million @average INR/USD exchange rate of 61.13)
- Consolidated EBITDA at INR 29,897 million (USD 489 million) resulting in EBITDA margin of 15.0%
- Consolidated PBT without exceptional items was Rs. 4,786 million (USD 78 million), an improvement of 26.6% YoY
- Consolidated PAT for the year was INR 13 million (USD 0.2 million). Consolidated PAT during the year was impacted by exceptional items. The company recorded impairment charges of Rs 1,900 million in its consolidated financials during the year ended March 31, 2015 on account of Neotel
- Over 600 enterprise customers were added during FY15
- Dividend of INR 5.5 per share announced (up 22.2% Y-o-Y)

### Notes

The delay in filing its financial year end accounts was due to one of its foreign subsidiaries, Neotel (Pty) Ltd., and its associated companies, being unable to finalise their audited accounts. Neotel continues to work with its auditors to resolve the outstanding issues, and hopes to be in a position to approve its audited financial statements soon.

Rather than delaying further the release of its consolidated financial statements, the Company finalised its annual accounts using the management accounts for Neotel, and for this reason, the Company's statutory auditors have issued a qualified audit opinion on its consolidated financial statements.

The issue at Neotel involves potential reportable irregularities identified by its statutory auditors in respect of a particular third party intermediary engaged by Neotel during the third quarter of FY15 in connection with a customer contract. Upon learning of the auditor's concern, the Board of Neotel appointed an independent firm to investigate the matter.

The Company has been advised by the Neotel Board that to the best of their knowledge, based on the investigation, there has been no finding of corruption or illegal activities undertaken by employees of Neotel, with the exception of misconduct by one of its employees, who is no longer with Neotel. Pursuant to its obligations under the laws of South Africa, the matter has been referred to the appropriate authorities in South Africa.

The investigation also uncovered that certain employees did not follow the company's procurement and payment processes, which are in place to ensure compliance with the highest standards of business conduct. Neotel's Board has extensively reviewed, and is in the process of strengthening its policies, procedures and controls.

Based on the facts known today, the Company believes that these matters will not have a material adverse effect on its business, financial condition, results of operations or cash flow of the Company. It is for these reasons that the Company elected to proceed with the finalisation of its consolidated financial statements by reference to the currently unaudited financial information of Neotel.

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## Highlights for Q1 FY2016

- Consolidated revenue was at INR 51,799 million (USD 817 million @average INR/USD exchange rate of 63.43), sequential growth of 7.7%
- Consolidated EBITDA at INR 7,352 million (USD 116 million), sequential growth of 2.5%, resulting in EBITDA margin of 14.2%
- Consolidated PBT was at INR 602 million (USD 9.5 million), sequential growth of 39.6%

## Key Trends

The data business continues to drive revenue and earnings growth. In an ever evolving digital landscape, Tata Communications' robust portfolio of innovative services around cloud enablement and mobility is resonating well with enterprise CIOs, translating into significant increase in the sales funnel and order book.

Data revenues showed 10.3% growth during FY15 while the data segment EBITDA margins further expanded by 100 bps to 19.9%. Similarly in Q1 FY16, data revenues were up 14% and data EBITDA was up 18.8% Y-o-Y.

Within data, enterprise and next-gen segments continue to lead growth with several new marquee logos added during the FY15 and Q1 FY16. VPN connectivity services, transformation services for carriers, unified communications and collaboration (UCC), data centre and media services were key contributors to the data growth story. Tata Communications continues to gain market share in the India enterprise segment.

## Corporate and business highlights for Q4 FY2015 and Q1 FY2016

- Tata Communications appoints Pratibha K. Advani as Chief Financial Officer: Tata Communications, announced the appointment of Pratibha K. Advani as its Chief Financial Officer. Based in India, Pratibha will be responsible for the strategic financial management of the company, including corporate affairs & investor relations.
- Tata Communications teams up with Salesforce to interconnect businesses to the cloud: Tata Communications has partnered with Salesforce, the Customer Success Platform and world's #1 CRM Company. Through this global partner interconnect agreement, Tata Communications' IZO™ Private platform will connect businesses to Salesforce's Customer Success Platform, giving customers access to a one-stop-shop for end-to-end management that offers exceptional network performance and end-user experience. The collaboration will provide businesses network uptime and stable application performance, via easy cloud access for MPLS and Ethernet customers.
- Tata Communications and Heathrow Express connect with new sponsorship deal: Tata Communications' branded Heathrow Express trains have rolled into service as part of a campaign that will see the company wrap Heathrow Express's entire fleet of trains. Heathrow Express operates 150 services a day between London and the airport, and 69% of its customers are business passengers. Tata Communications will also make use of on-board digital screens and TV-spots alongside digital airport panels and cross track advertising to raise awareness.
- Tata Communications and China Telecom Global team up to deliver a new era of media and entertainment: Tata Communications announced its brand new video network partnership with China Telecom Global to enable and manage media content for customers in China and globally. This partnership leverages China Telecom Global's regional expertise and leadership and Tata Communications' Global Video Network to ensure a compelling service offering to their customers.
- Tata Communications appointed by Formula One Management as a broadcast supplier for GP2™, GP3™ and Porsche Supercup racing series: Tata Communications has been chosen by Formula One Management to provide broadcast services for the GP2™, GP3™ and Porsche Supercup racing series;

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where it will provide a fully diverse end-to-end fibre and satellite solution to broadcasters from across the globe at the 12 race locations in 2015.

- Tata Communications launches Media Ecosystem to drive broadcast innovation: Tata Communications launched Media Ecosystem, combining traditional video contribution services with IP-based connectivity to create a highly innovative global media platform. The new ecosystem enables seamless global transport and management of content as a cloud-based managed service and supports global media distribution requirements, OTT and mobility applications.
- Red Bull Media House chooses Tata Communications as its global partner for connectivity and innovation: Tata Communications announced that it had been selected as the global connectivity and innovations partner by Red Bull Media House for its new television channel due to launch next year. Tata Communications has also been selected as the preferred media connectivity partner for the Red Bull events globally, transmitting live data over its fibre network to the Red Bull Media House HQ. Red Bull Media House will use Tata Communications' Video Connect Service to ensure maximum uptime, reliability and premium quality of video delivery – optimising the consumers' viewing experience. The two companies will also work together in fostering innovation in service and product development for Red Bull Media House.
- Indosat and Tata Communications partner to connect Indonesian enterprises for the future: Tata Communications and Indosat, one of Indonesia's largest telecommunication networks and services providers, have come together to provide a wide range of technology and communication solutions for Indonesian enterprises' growing ICT requirements, while enhancing capabilities for global businesses looking to make inroads into the region.
- Tata Communications delivers unified communications 'on your terms' at Enterprise Connect 2015: Tata Communications expanded its global unified communications portfolio with InstaCC Global™, Hosted Microsoft Lync®, and Click2RTC™ services – with best-in-class network reach, carrier grade quality and scalability. These services bring together multiple technology platforms to enable seamless and ubiquitous applications and services with integrated voice, video, chat and presence, delivered from the cloud and accessible through a rich set of APIs and software development kits (SDKs). These new services debuted at Enterprise Connect 2015 in Orlando, U.S. in March 2015.
- Tata Communications signs \$20 million Global WAN deal with KION Group: Tata Communications announced a multi-year contract with the KION Group, the second largest global manufacturer of forklift trucks and warehouse technology, to provide global WAN services to the group's 330 sites and 22,000 employees across 30 countries worldwide. The USD \$20 million deal will see Tata Communications replace the KION Group's existing stable of multiple WAN providers with a single, global, intelligent network.
- Tata Communications positioned as a Leader in the Gartner Magic Quadrant for Network Services, Global for the second year in a row: Tata Communications has been positioned in the 'Leaders' quadrant of the Gartner Magic Quadrant for Network Services, Global for the second year in a row. The Magic Quadrant evaluates companies based on 'completeness of vision' and 'ability to execute'. This is a testament to the Company's ongoing commitment in driving network capabilities forward, whilst extending coverage in both developed and emerging markets.

A fact sheet providing a detailed analysis of the results for the quarter and year ended March 31st 2015, and quarter ended June 30th 2015 have been uploaded on the Tata Communications website and can be accessed at:

[www.tatacommunications.com/sites/default/files/TataCommunications-Q4FY15InvestorFactSheet.pdf](http://www.tatacommunications.com/sites/default/files/TataCommunications-Q4FY15InvestorFactSheet.pdf)  
[www.tatacommunications.com/sites/default/files/TataCommunications-Q1FY16InvestorFactSheet.pdf](http://www.tatacommunications.com/sites/default/files/TataCommunications-Q1FY16InvestorFactSheet.pdf)

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## About Tata Communications

Tata Communications Limited (CIN no: L64200MH1986PLC039266) along with its subsidiaries (Tata Communications) is a leading global provider of A New World of Communications™. With a leadership position in emerging markets, Tata Communications leverages its advanced solutions capabilities and domain expertise across its global and pan-India network to deliver managed solutions to multi-national enterprises, service providers and Indian consumers.

The Tata Communications global network includes one of the most advanced and largest submarine cable networks and a Tier-1 IP network with connectivity to more than 200 countries and territories across 400 PoPs, as well as nearly 1 million square feet of data centre and collocation space worldwide.

Tata Communications' depth and breadth of reach in emerging markets includes leadership in Indian enterprise data services and leadership in global international voice.

Tata Communications Limited is listed on the Bombay Stock Exchange and the National Stock Exchange of India.

<http://www.tatacommunications.com>

## 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](http://www.tatacommunications.com). Tata Communications is under no obligation to, and expressly disclaims any obligation to, update or alter its forward-looking statements.