

30<sup>th</sup> October 2012

**AGC Networks announces 17% revenue growth for the H1 - FY13 with Revenues of INR 282 crs for Q2 - FY13 and recommends BONUS in the ratio of 1:1**

- AGC Networks plans expansion in new geographies like North America, Philippines, MEA etc.

**AGC Networks Limited**, (BSE: 500463 and NSE: AGCNET), a Global ICT Solutions provider and Integrator in Unified Communication, Network Infrastructure, Data Centre & Virtualization and Enterprise Applications and a subsidiary of Aegis Limited, an Essar enterprise, today announced financial results for Q2, FY13.

**Financial Highlights (Q2FY13 as compared to Q1FY13)**

- Revenue increased 15% from INR 246 Crs to INR 282 Crs
- EBITDA increased 31% from INR 24 Crs to INR 31 Crs (Adjusted EBIDTA INR 39 Crs)
- PAT increased 17% from INR 18 Crs to INR 21 Crs
- Bonus recommended 1:1

|                        | Q2 '13     | Q1 '13      | QoQ         |  | H1 '13      | H1 '12      | HoH        |  | Q2 '13     | Q2 '12      | YoY         |
|------------------------|------------|-------------|-------------|--|-------------|-------------|------------|--|------------|-------------|-------------|
|                        | Rs in Crs  |             | Growth %    |  | Rs in Crs   |             | Growth %   |  | Rs in Crs  |             | Growth %    |
| <b>Total Revenue</b>   | <b>282</b> | <b>246</b>  | <b>15%</b>  |  | <b>528</b>  | <b>453</b>  | <b>16%</b> |  | <b>282</b> | <b>257</b>  | <b>10%</b>  |
| Product                | 176        | 172         | 2%          |  | 347         | 324         | 7%         |  | 176        | 186         | -5%         |
| Service                | 107        | 74          | 44%         |  | 181         | 130         | 39%        |  | 107        | 72          | 49%         |
| <b>Reported EBITDA</b> | <b>31</b>  | <b>24</b>   | <b>29%</b>  |  | <b>65</b>   | <b>35</b>   | <b>55%</b> |  | <b>31</b>  | <b>30</b>   | <b>5%</b>   |
| Reported EBITDA %      | 11%        | 10%         |             |  | 10%         | 11%         |            |  | 18%        | 16%         |             |
| <b>Adjusted EBITDA</b> | <b>39</b>  | <b>24</b>   | <b>63%</b>  |  | <b>62</b>   | <b>35</b>   | <b>76%</b> |  | <b>39</b>  | <b>30</b>   | <b>31%</b>  |
| Adjusted EBITDA %      | 13%        | 9%          |             |  | 11%         | 8%          |            |  | 13%        | 11%         |             |
| <b>Reported PAT</b>    | <b>14</b>  | <b>18</b>   | <b>-22%</b> |  | <b>32</b>   | <b>21</b>   | <b>52%</b> |  | <b>14</b>  | <b>19</b>   | <b>-26%</b> |
| Reported PAT %         | 5%         | 7%          |             |  | 6%          | 5%          |            |  | 5%         | 7%          |             |
| <b>Adjusted PAT</b>    | <b>21</b>  | <b>18</b>   | <b>17%</b>  |  | <b>39</b>   | <b>21</b>   | <b>83%</b> |  | <b>21</b>  | <b>19</b>   | <b>10%</b>  |
| Adjusted PAT %         | 7%         | 7%          |             |  | 7%          | 5%          |            |  | 7%         | 7%          |             |
| <b>EPS (In Rs)</b>     | <b>9.6</b> | <b>12.6</b> | <b>-24%</b> |  | <b>22.2</b> | <b>15.0</b> | <b>48%</b> |  | <b>9.6</b> | <b>13.4</b> | <b>-28%</b> |

### Strategic Highlights

- AGC has established a firm presence in 12 regions across 4 Global markets with the wins of a Public Sector Bank, one of the largest state power utilities and one of the largest Radio cab companies.
- The quarter was witness to AGC Networks being awarded 'Microsoft Gold Partnership – Communications' competency demonstrating technology success and customer commitment
- AGC was awarded with ISO/IEC 27001:2005 certification conducted by Det Norske Veritas Business Assurance (DNV) which is one of the world's leading certification bodies/registrars offering the latest in management systems certification services
- The Services business witness a 44% growth over the last quarter and Unified communications witnessed a 9% over the last quarter

Speaking on the results, **Mr. S K Jha, Managing Director & CEO at AGC Networks** said, "AGC has been showing and delivering substantial growth not just in terms of the quarter but in terms of delivering differentiated customer value for the long term. We are focused on our strategy to help reach out to new geographies 'enabling customer experience' to more customers and continuing to make substantial investments in the newer geographies."

**Mr. C.M. Sharma, Global Chief Financial Officer** said: "The second quarter results highlight the growth that AGC Networks continues to achieve over and above the market growth. Continued investment in broadening our solutions portfolio and our geographic expansion, will help us continue this momentum in the coming quarters."

### About AGC Networks:

**AGC Networks Ltd.** (BSE: 500463 and NSE: AGCNET) is a Global Solutions Integrator in Unified Communications, Network Infrastructure, Data Center & Virtualization and Enterprise Applications. AGC has been delivering customized business solutions that help organizations accelerate revenue growth, increase market penetration, optimize operating costs and improve employee productivity, by embedding technology solutions in their business processes. It has always been committed to enabling superior customer experience and offering best returns on their technology investments. It partners with global leaders like Avaya, Juniper, NICE Systems, Aspect, Verint, HP, Polycom, Cisco, Microsoft, NEC, Sony, Plantronics, EMC, Dialogic, NetApp, Checkpoint and Jabra among others. AGC Networks is a subsidiary of Aegis Limited, an Essar Enterprise. For more information log on to [www.agcnetworks.com](http://www.agcnetworks.com).

### About Aegis:

About Aegis:

Aegis is a global consulting, technology, outsourcing and training & education company committed to impacting clients' business outcomes by focusing on enhancing customer experience across all touch points and channels. Aegis was founded 30 years ago in the US and now has operations in 55 locations across 13 countries with more than 55,000 employees. Aegis services over 300 clients from verticals such as Banking, Financial Services & Insurance, Technology, Telecom, Healthcare, Travel & Hospitality,

Consumer Goods, Retail, and Energy & Utilities. The company is wholly owned by the Essar Group, a USD 27 billion conglomerate.

For more information, visit [www.aegisglobal.com](http://www.aegisglobal.com) or follow us on Facebook ([www.facebook.com/aegisglobal](https://www.facebook.com/aegisglobal)) and Twitter (@aegisonline).

**Media contacts:**

**AGC Networks**

Neelam Kapoor Tel: +91 98197 30611

E-mail: [neelam.kapoor@agcnetworks.com](mailto:neelam.kapoor@agcnetworks.com)

**20:20 MSL**

Akanksha Mishra | Manali Parmar

+91 9930338901 | +91 9833975722

[akanksha.mishra@2020msl.com](mailto:akanksha.mishra@2020msl.com) | [manali.parmar@2020msl.com](mailto:manali.parmar@2020msl.com)

**Investor Contacts:**

Kashmeera Chhabra Tel: +99301 36721

Email: [kashmeera.chhabra@agcnetworks.com](mailto:kashmeera.chhabra@agcnetworks.com)

**AGC Networks Ltd.**  
Equinox Business park, Tower A  
(Peninsula Techno Park)  
Off Bandra Kurla Complex  
LBS Marg, Kurla West  
Mumbai - 400070  
India  
T +91 22 6661 7272  
F +91 22 6704 5898  
[www.agcnetworks.com](http://www.agcnetworks.com)

October 30, 2012

|                                                                                                                                                                                             |                                                                                                                                                                                                                                        |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>To,</b><br><b>Bombay Stock Exchange Limited</b><br>P.J. Towers,<br>Dalal Street, Fort,<br>Mumbai - 400 001.<br>(Stock Code: 500463)<br>Fax: 022-2272 3121/ 2037 / 39 / 41 / 61 /<br>3719 | <b>To,</b><br><b>Corporate Relationship Department</b><br><b>National Stock Exchange Limited</b><br>Exchange plaza, Bandra Kurla complex,<br>Bandra (E)<br>Mumbai 400051<br>(Symbol: AGCNET) (Series: EQ)<br>Fax : 022 – 26598237 / 38 |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

Dear Sir,

**Sub: Press Release – Unaudited quarterly Financial Results (provisional) for the quarter ended 30<sup>th</sup> September, 2012.**

Please find enclosed the press release which the Company proposes to release.

Kindly acknowledge the receipt.

Thanking You

Yours Faithfully,  
For AGC Networks Limited



S K Jha  
(Managing Director)