

AGC Networks Limited
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AGC/SD/SE/2019/20

February 7, 2019

Corporate Relationship Department Bombay Stock Exchange Limited P.J. Towers, Dalal Street, Fort, Mumbai – 400 001	Corporate Relationship Department National Stock Exchange Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051
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Dear Sir,

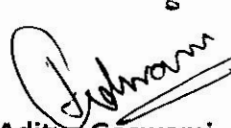
Sub.: Press release for the Unaudited Financial Results of the Company (Standalone and Consolidated) for the quarter/period ended December 31, 2018

Ref.: Scrip code BSE: 500463/NSE: AGCNET

Please find attached herewith the Press release for the Unaudited Financial Results of the Company (Standalone and Consolidated) for the quarter/period ended December 31, 2018.

This is for your information, record and necessary action.

Thanking You,
For AGC Networks Limited


Aditya Goswami

Company Secretary & Compliance Officer

Encl: As above



AGC Networks Announces Revenue Growth In Q3 FY19 Financial Results

Mumbai, 07 February 2019: AGC Networks Limited, (BSE: 500463 and NSE: AGCNET), the customer's trusted go-to Technology Integrator announced financial results for quarter ended 31 December, 2018.

Consolidated Financial Highlights for the Quarter ended 31st December, 2018

Rupees in Crores

Particulars	Q3 (FY 18-19)	Q3 (FY 17-18)	Comparison (YoY)
Revenue	234.69	194.40	20.7%
EBIDTA	14.57	12.40	17.5%
PBT	8.97	4.70	90.9%
PAT	8.83	3.52	150.9%
Earnings per share of Rs. 10 each (not annualised)			
- Basic (in Rs.)	3.04	1.08	
- Diluted (in Rs.)	3.04	1.07	

Strategic Highlights

AGC's wholly owned subsidiary, on 07 January 2019, has completed the acquisition of Black Box Corporation (erstwhile NASDAQ: BBOX), a leading digital solutions provider in US. The combination with Black Box has substantially increased AGC's presence and offerings in 30+ countries and specifically in North America and Europe. The acquisition is significant for AGC, and will add over US\$600 million to its annual revenues. This acquisition has added 3,000 team members globally taking AGC's total employee strength to 4,000 team members serving clients worldwide.

A seamless global delivery model equipped with global technology partnerships enables our certified and skilled resources and Subject Matter Experts (SMEs) to tailor solutions for the client organization.

Business Highlights

The Company's focus on delivering new-age Digital solutions through tools such as AI and Chatbots are aimed at improving the customer's digital journey and are reflective in the operational and financial performance of the company. The Cyber Security portfolio of solutions addresses the CXO's agenda of adoption of Cloud, Digitization & IoT. The Company continues to focus on expansion of solution portfolio from existing customers and uptake of engagement in select verticals of IT/ITeS, BFSI, Hospitality/Healthcare and Education.

With customer centricity as the core, some significant wins include,

- Avaya upgrade for a large US public school system
- Deployed Voice Digital applications for the American multinational computer technology company in India
- Won a large video conferencing project from a multinational automobile manufacturer in India
- Deployed Infrastructure for Security Operations Center for a large automobile manufacturer in India
- Deployment of the complete Solutions and Services suite in Unified Communication for an Indian multinational technology company
- Audio Video Solutions from multiple OEM's deployed for the largest professional services network in the world

The Company continues to receive awards and recognitions from global technology partners.

Speaking on the announcement of the financial results, **Sanjeev Verma, Executive Director and CEO of AGC Networks and President and CEO of Black Box Corporation**, said "The acquisition of Black Box Corporation in the US, its skilled teams and strong client relations with world-class enterprises and partners allows us to better serve our global clients," He further stated, "The revenue growth and other operating metrics are a reflection of a strong technology portfolio of solutions and services for our clients through strong execution from our global teams".

Deepak Kumar Bansal, Chief Financial Officer, AGC Networks said "Adherence to financial discipline including prudent cash flow management and governance standards continues to yield positive results with improvement in financial ratios. Integration of new acquisition will continue to be the management priority in short term."

About AGC Networks:

AGC Networks (AGC) is a Global Solution Integrator representing the world's best brands in **Unified Communications, Data Center & Edge IT, Cyber Security (CYBER-i) and Digital Transformation & Applications** to evolve the customer's digital landscape. AGC's ability to tailor solutions across quadrants is strengthened through delivery of seamless customer support services.

AGC is the customer's **trusted go-to technology solution integrator** to **architect, deploy, manage and secure** their IT environment through customized solutions and services that accelerate their business.

A leader in Enterprise Communications in **India**, AGC has significant presence across **North America, Latin America, Middle East, Africa, Europe, Singapore, Australia, New Zealand and Philippines** serving customers globally in 30+ countries.

In collaboration with global technology leaders like **Avaya, McAfee, Palo Alto, Cisco, HPE, Trend Micro, Juniper, Nutanix, NICE, Verint, Polycom, Genesys and Mitel** among others, AGC delivers domain-focused, flexible and customized technology solutions and seamless services that accelerate customers' business and ensures **Return on Technology Investments (ROTI)**. AGC Networks is an Essar Enterprise. For more information log on to www.agcnetworks.com

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