

RELIANCE

Reliance Communications Limited
Dhirubhai Ambani Knowledge City
Navi Mumbai 400 710, India

Tel: +91 22 3037 3333
+91 22 3038 6286
Fax: +91 22 3037 6622
www.rcom.co.in

January 23, 2013

The General Manager
Corporate Relationship Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai 400 001
Fax No.: 2272 2037/39/41/61/3121/3719

The Manager
National Stock Exchange of India Ltd.
Exchange Plaza, C/1, Block G
Bandra - Kurla Complex,
Bandra (East)
Mumbai 400 051
Fax No.: 2659 8237 / 38/ 8347/ 8348/
66418124/ 25/ 26

BSE Scrip Code: 532712

NSE Symbol: RCOM

Dear Sir,

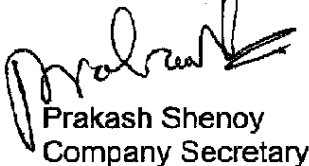
Sub: Media release

We enclose herewith a Media Release dated January 23, 2013 issued by the Company, which is self explanatory.

We request you to kindly inform your members accordingly.

Thanking you.

Yours faithfully,
For Reliance Communications Limited



Prakash Shenoy
Company Secretary

Encl: As above.



Media Release

**RELIANCE COMMUNICATIONS (RCOM) ANNOUNCES ITS FINANCIAL RESULTS
FOR THE QUARTER (Q3) ENDED DECEMBER 31, 2012**

Q3 REVENUE AT RS. 5,301 CRORE, UP 5% Y-O-Y

Q3 EBITDA AT RS. 1,653 CRORE, UP 2.4% Y-O-Y

EBITDA MARGIN AT 31.2% AMONGST THE HIGHEST IN THE INDUSTRY

Q3 WIRELESS REVENUE AT RS. 3,000 CRORE, UP 5% Y-O-Y

Q3 WIRELESS MINUTES AT 103 BILLION UP 3.1% Y-O-Y

**TOTAL DATA TRAFFIC AT 22,512 TB (MN MB) AND DATA USAGE PER SUB
AT 280 MB, HIGHEST IN THE INDUSTRY**

Q3 GLOBAL ENTERPRISE BUSINESS REVENUES AT RS. 2,454 CRORE, UP 4.4% Y-O-Y

**GEBU EBITDA REPRESENTS 34% OF CONSOLIDATED EBITDA, MAINTAINING
STEADY PERFORMANCE**

Mumbai, January 23, 2013: Reliance Communications Limited (RCOM) today announced its consolidated financial results for the quarter ended December 31, 2012.

Highlights of the financial performance for the quarter are:

- **Revenue at Rs. 5,301 crore**, up 5% from Rs. 5,055 crore in Q3 previous year
- **EBITDA at Rs. 1,653 crore**, up 2.4% from Rs. 1,614 crore in Q3 previous year. EBITDA margin at 31.2%, amongst the highest in the industry, with strong contribution from both Wireless and GEBU businesses.
- **Net Profit at Rs. 105 crore**



Media Release

KEY HIGHLIGHTS:

1. **Consolidated Revenue & EBITDA:** RCOM Q3 total revenues at Rs. 5,301 crore, up 5% from Rs. 5,055 crore in Q3 previous year. Q3 EBITDA at Rs. 1,653 crore, with EBITDA margin of 31.2% amongst the highest in the industry.
2. **Wireless Revenue & EBITDA:** Q3 wireless revenue up 4.7% y-o-y on comparable basis. Q3 wireless EBITDA up 15% y-o-y on comparable basis.
3. **RPM:** RPM stood at a healthy 44 paisa. We have successfully achieved RPM stability for the last 11 consecutive quarters amidst increasing competition and over supply of minutes in market place.
4. **Global Enterprise (GEBU) Revenue & EBITDA:** Q3 Revenues at Rs. 2,454 crore, up by 4.4% from Rs. 2,352 crore in Q3 previous year. Q3 EBITDA at Rs. 567 crore, down by 0.4% from Rs. 569 crore in Q3 previous year. Q3 EBITDA margin stands at 23.1%.
5. **RCOM continues to be free cash flow positive.** RCOM generated operational cash flow (EBITDA) of Rs. 1,653 crore in Q3. This is the second full year of positive free cash flow (FCF) for the company and this trend shall continue in succeeding years.
6. **Partnership with Alcatel-Lucent:** RCOM and Alcatel-Lucent entered into first of its kind end-to-end customer experience management contract with a potential value of around USD 1 Billion. As part of this renewed partnership, Alcatel-Lucent will provide all-comprehensive and value-enhancing management to RCOM's networks and services in the Eastern and the Southern regions of the country to deliver a world-class seamless voice and data communications experience to customers.
7. **Launched 'Facebook Messenger Plan' for GSM subscribers:** Subsequent to our exclusive partnership with Google for Android platform, and our exclusive partnership with WhatsApp in India, RCOM launched the first of its kind prepaid plan 'Facebook Messenger Plan' for all Reliance GSM subscribers across the country.
8. **Recent Rewards & Recognition:**
 - **November 2012:** RCOM won the EMC Transformers Award 2012 in being the leading ~~data IT BIG DATA ecosystem~~ ^{data network}. This award identifies and recognizes change being data opportunity with it's "Built for Internet" network.

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About Reliance Communications

Reliance Communications Limited founded by the late Shri Dhirubhai H Ambani (1932-2002) is the flagship company of the Reliance Group. The Reliance Group currently has a net worth in excess of Rs. 90,000 crore (US\$ 17.7 billion), cash flows of Rs. 8,000 crore (US\$ 1.6 billion), net profit of Rs. 3,200 crore (US\$ 0.6 billion).

Reliance Communications is India's foremost and truly integrated telecommunications service provider. The Company, with a customer base of about 130 million including over 2.5 million individual overseas retail customers, ranks among the Top 6 Telecom companies in the world by number of customers in a single country. Reliance Communications corporate clientele includes over 35,000 Indian and multinational corporations including small and medium enterprises and over 800 global, regional and domestic carriers.

Reliance Communications has established a pan-India, next generation, integrated (wireless and wireline), convergent (voice, data and video) digital network that is capable of supporting best-of-class services spanning the entire communications value chain, covering over 24,000 towns and 600,000 villages. Reliance Communications owns and operates the world's largest next generation IP enabled connectivity infrastructure, comprising over 277,000 kilometers of fibre optic cable systems in India, USA, Europe, Middle East and the Asia Pacific region.

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Financial Results summary

(Rs. Crore)

Particulars	3 months ended 31/12/11	3 months ended 31/12/10	Increase / (Decrease)
Total (post eliminations)	5,055	5,301	5%
EBITDA			
Wireless	1,182	1,206	2.0%
Global Enterprise	569	567	(0.4%)
Others	(135)	(119)	11.6%
Total (post eliminations)	1,614	1,653	2.4%
EBITDA margin	31.9%	31.2%	
Depreciation	978	934	(4.5%)
Financial Charges (net)	381	605	58.8%
Exceptional items	-	-	
PBT	255	114	(55.2%)
Tax	14	-	-
PAT (before minority interest / associates)	241	114	(52.6%)
Share of minority interest / associates	55	9	(84.1%)
PAT (after minority interest / associates)	186	105	(43.3%)