

Tulip announces Q3 FY 11 Revenues of Rs 602.2 Crores up by 20% and Net Profit of Rs 81.7 Crores up by 42%

Highlights – Q3, 2010-11

- Posted Revenue of Rs 602.2 Crores, up by 20.3% over corresponding quarter of previous year
- Posted net profit of Rs 82 Crores, up by 42% over corresponding quarter of previous year
- EBITDA margin improved to 28.5% as compared to 27% in Q3 2010
- Declares ESOP's for employees
- Declared basic EPS of Rs 5.03

New Delhi, February 14, 2011: Tulip Telecom Ltd. (Tulip), India's leading Enterprise Data Services provider, today announced its audited financial results for the third quarter ended December 31, 2010. The company posted revenues of Rs 602.2 Crores as against revenue of Rs 500.9 Crores, registering an increase of 20.2% and a net profit of Rs 81.7 Crores against Rs 57.4 Crores in corresponding quarter of the previous fiscal, registering an increase of 42%. The company posted a basic EPS of Rs 5.03 up 42% over the previous fiscal. Continued focus on offerings in the enterprise data services domain led to a strong EBITDA margin of 28.5% and a healthy net profit margin of 13.5%

In a statement, Lt Col HS Bedi, Chairman and Managing Director, VSM, Tulip Telecom Ltd, said, "In line with the vision of the company, there has been a strong shift towards the fibre and services business. Accordingly there is a major focus on high volume sales in MPLS VPN, Internet wholesale business and International Long distance. This is a true reflection of the changing and growing business of Tulip Telecom."

Further sharing his views, Sanjay Jain, CEO, Tulip Telecom said "We are extremely pleased to report a very healthy set of numbers yet again. We continue to grow our business with a conscious shift in focus towards Enterprise Data Services segment in India while enhancing our service delivery processes and product offerings." **He further added,** "We are confident of our progressive performance going forward as we are looking at strengthening our geographic reach and expanding our product portfolio towards becoming the one stop solution for our customers in the Enterprise Data Services domain. In fact, we recently launched the

country's biggest Data Centre in Bangalore, which is the 5th in the series by Tulip, in order to cater to the growing data center needs of the customers across the country. "

Key highlights for Q3 2010 include:

Business Highlights

- Healthy performance led by growth in services delivered on both, fiber and wireless mediums. The company added many new customers during the quarter across several sectors like Apeejay group, BHEL, Berger, 3i infotech, Orissa Mining Corporation, HCL Infosystems & others
- Acquired Data Center facility in Whitefield in Bengaluru through its wholly owned subsidiary at a value of Rs. 2,300 million
- Entered into a Network-to-Network Interconnection and joint marketing arrangement with Hutchison Global Communications (HGC)

Operational Highlights

- Strengthened senior management team by bringing on board professionals at various levels.
- Board of Directors today approved grant of 27, 00,000 stock options under the Employee Stock Ownership Plan (ESOP) to Senior Management of the Company at the prevailing market price
- Launched nationwide brand campaign – '***Making it Possible***'

Awards and accolades

- Ranked 10th within its sector of operation by Fortune 500 rankings of Indian companies

To view Q3 results, please click on: www.tulip.net

About Tulip Telecom

Tulip Telecom Ltd. (BSE: 532691/NSE: TULIP) is India's leading Enterprise Communications Service provider. The Company's data network has the largest reach of over 2,000 locations globally. The Company has a global presence with over 3,250 employees and more than 1,800 customers. Tulip designs, implements and manages communication networks of large enterprises on long term contracts to include enterprise communications connectivity, network integration, managed and value added services.

For further information, please contact:

Gaurava Yadav
Tulip Telecom Ltd.
gauravy@tulip.net
+91 9999755254

Linett Loyall
Genesis Burson-Marsteller
linett.loyall@bm.com
+91 9999004376