



Tata Teleservices (Maharashtra) Limited

Board Meeting – Q3 FY07 Review

19 Jan 2007





Key highlights

(First Time Accomplishments)



● EBITDA

- ▶ First 3 Quarters EBITDA crossed Rs.200Cr : **194%** growth over last year

● Profitability

- ▶ First 3 Quarters Cash Profit over Rs.75Cr : **163%** growth over last year

● Revenue

- ▶ First 3 Quarters Revenue crossed Rs.1000Cr : **31%** growth over last year

● EOP Subscriber

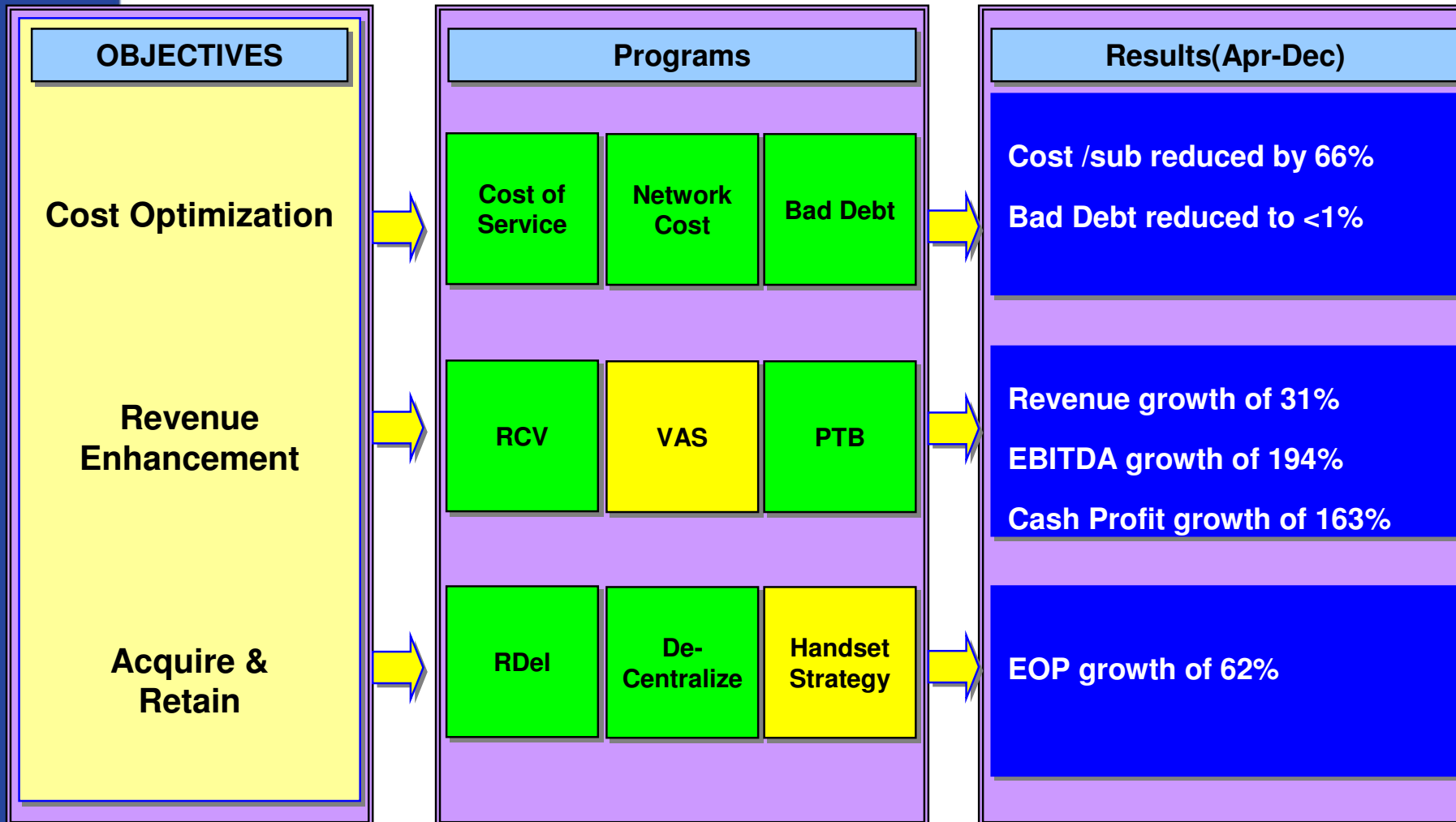
- ▶ EOP crossed 2.7 million subscribers : **62%** growth over last year

Good Quarter with Robust Performance



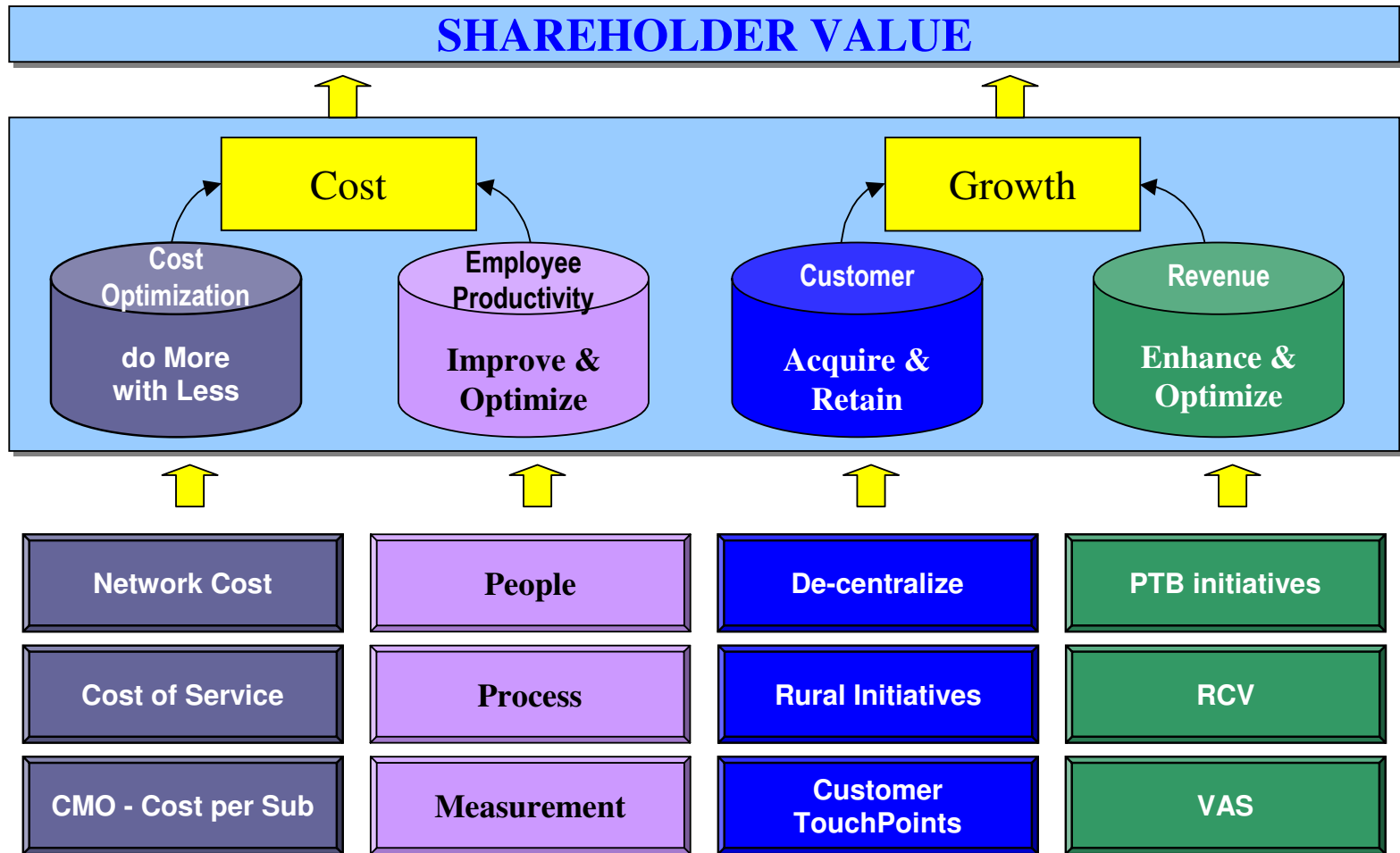


TTML Q3 Game Plan & Results



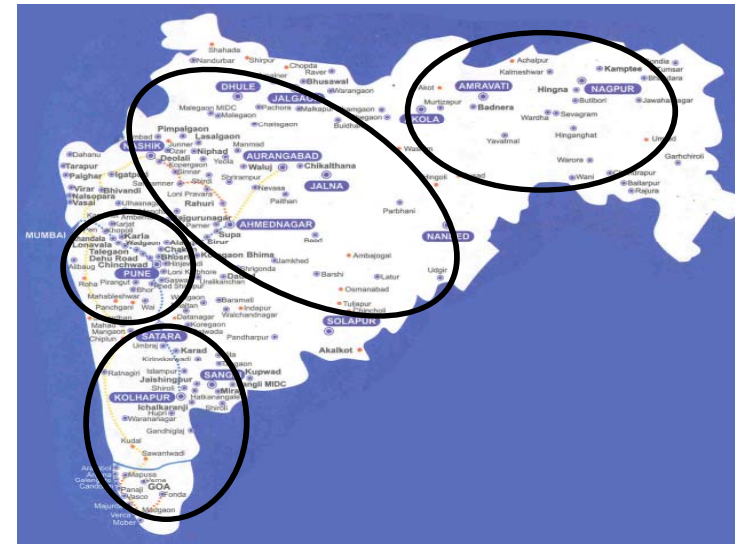


Programs





Cluster De-centralization



- Cluster within Circle
- Cell within Cluster
- Rural Cells
- All Parameters tracked by cluster
- Monthly recognition of best performers & top cluster award.
- Drives healthy competition among clusters to perform better and achieve higher



Rural Strategy



- **Market Potential**
 - ▶ Over 5700 Villages
 - ▶ Addressable population of 5.6mn
- **Reach Strategy – Mobile E2E**



Customer TouchPoint



- **Objective**
 - ▶ Enhance reach and accessibility
 - ▶ Over 200 outlets
 - ▶ Increase FTR and reduce SR
- **Additional Services Offered**
 - ▶ Cash Collections
 - ▶ Cheque Drop Box
 - ▶ Complaints Management
 - ▶ Technical Support





PTB initiatives

PTB in Autorikshaw



Mobile PTB



PCO in Police Chowki



PTB in BEST Bus



indicom



RCV



TATA
indicom
TRUE PAID
100% TALKTIME

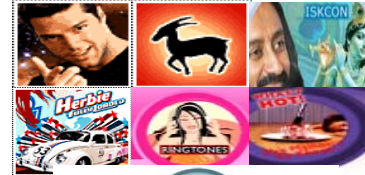
- **Objective**

- ▶ Enhance reach and easy accessibility

- **Action taken**

- ▶ New team created to focus only on RCV sales
- ▶ No. of RCV sales outlets increased in Q3 - 8500
- ▶ E-Recharge launched

VAS



- **Objective**

- ▶ Revenue enhancement

- **Action taken**

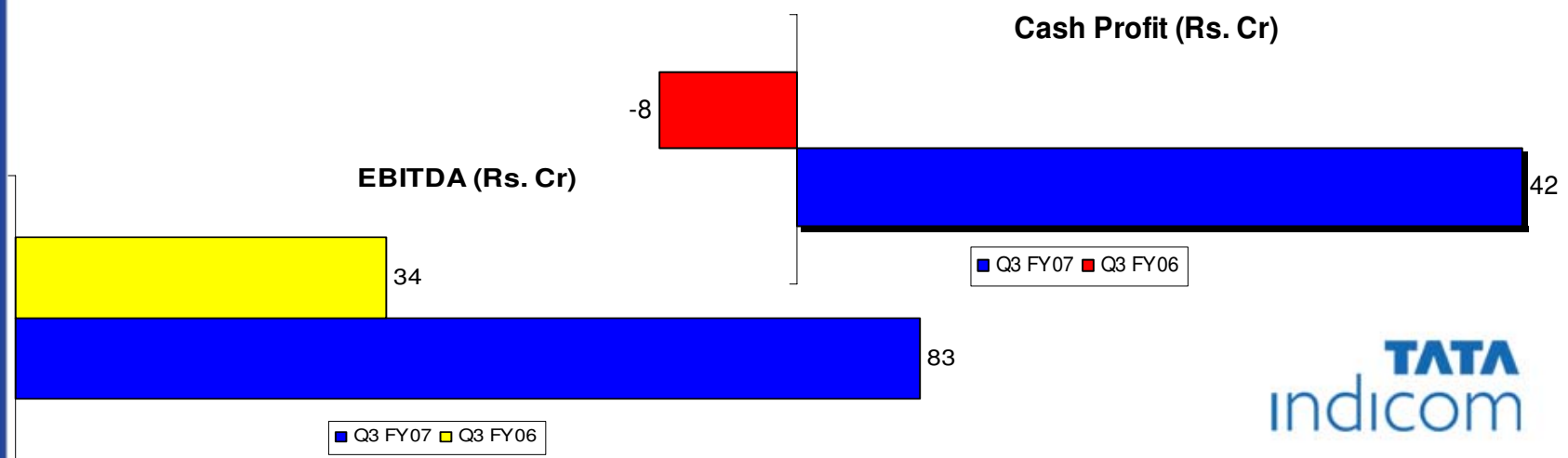
- ▶ Focus on CRBT - Prepaid
- ▶ Dedicated Focused team



Executive Dashboard – Q3 comparison FY 06 vs FY 07



Q2 FY 07		Q3 FY 06	Q3 FY 07	% improvement
23.50	EOP Sub Base (Nos. in lacs)	16.77	27.11	62% ↑
340	Total Revenue (Rs.Crs.)	290	367	27% ↑
64	EBITDA (Rs.Crs.)	34	83	144% ↑
19	EBITDA Margin %	12	23	92% ↑
24	Cash Profit (Rs.Crs.)	(8)	42	↑
(93)	PAT (Rs.Crs.)	(129)	(59)	55% ↑

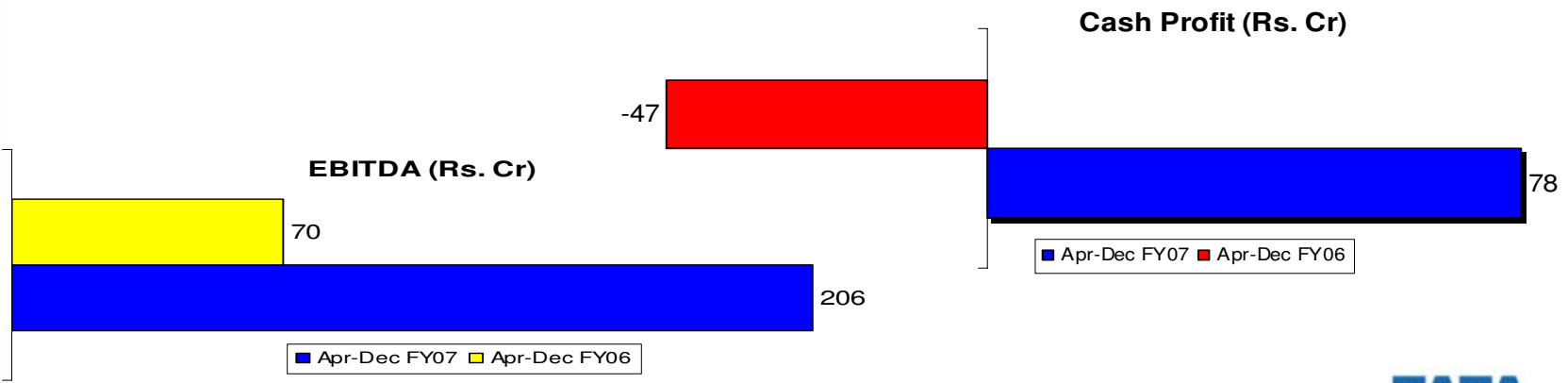




Executive Dashboard Apr 06 – Dec 06 (9 Mths) comparison



	9 Mnth FY 06	9 Mnth FY 07	% improvement
EOP Sub Base (Nos. in lacs)	16.77	27.11	62% ↑
Total Revenue (Rs.Crs.)	789	1033	31% ↑
EBITDA (Rs.Crs.)	70	206	194% ↑
EBITDA Margin %	9%	20%	122% ↑
Cash Profit (Rs.Crs.)	(47)	78	↑
PAT (Rs.Crs.)	(389)	(265)	32% ↑



EBITDA almost Three times of FY 06



Published format – Q3 & Apr 06 to Dec 06

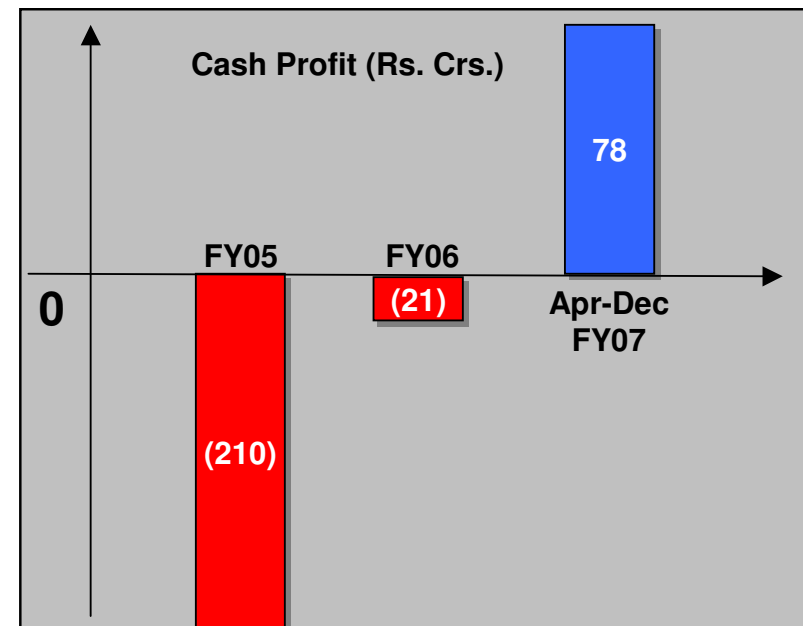
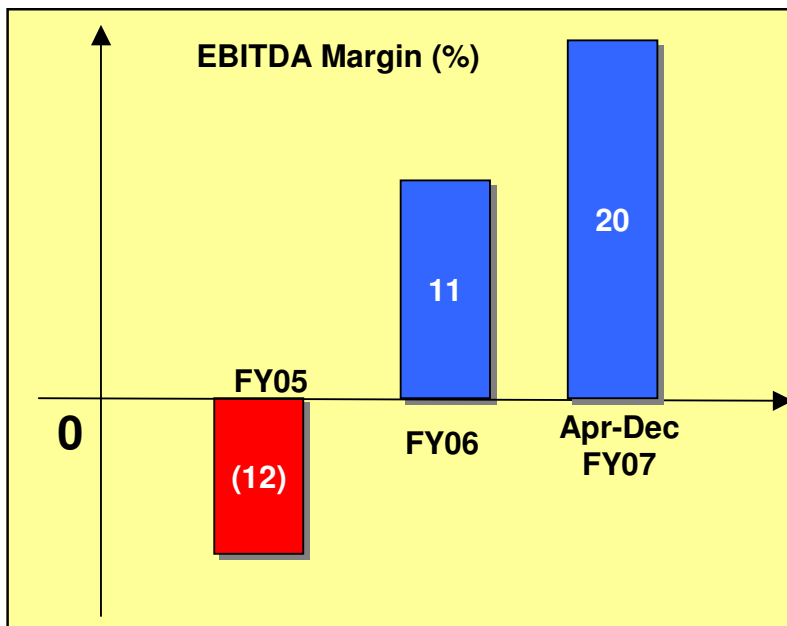
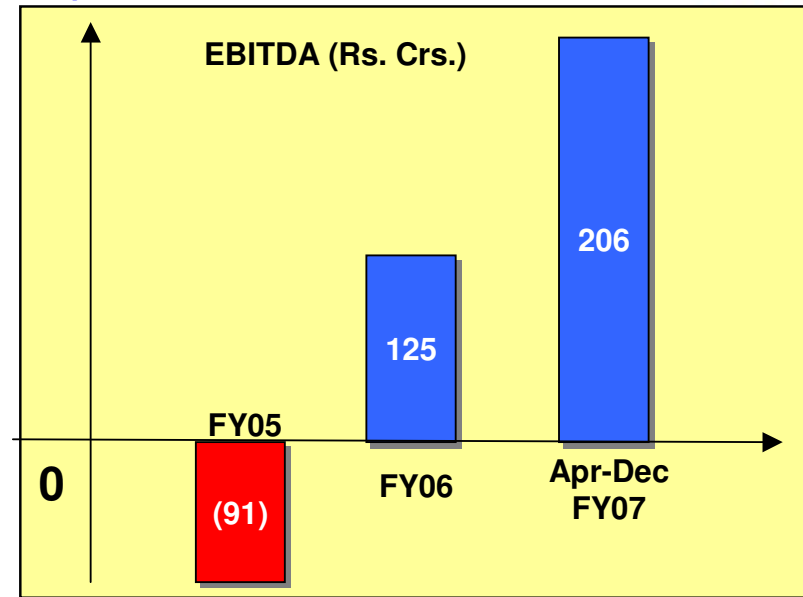
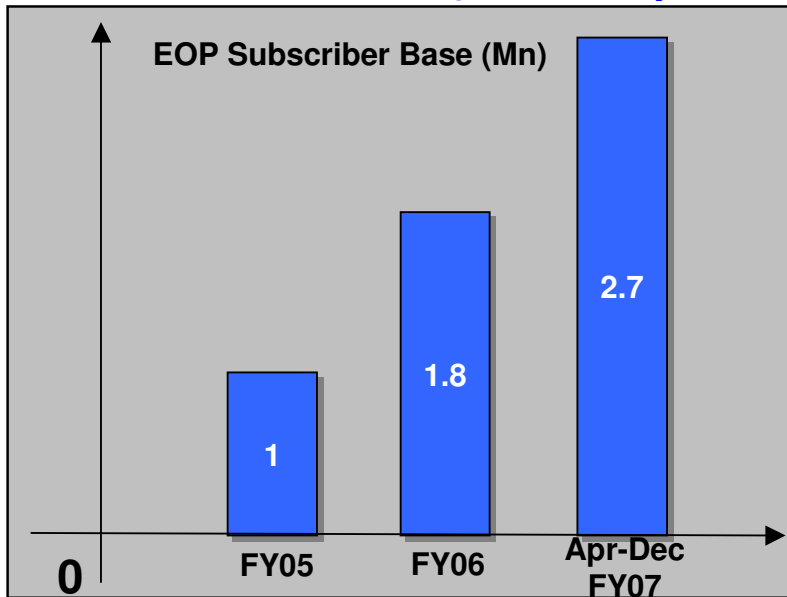
Rs in Crs.  TATA

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2006						
Sr. No.	Particulars	Quarter Ended December 31,		Nine Months ended December 31,		Year Ended March 31,
		2006 (Unaudited)	2005 (Unaudited)	2006 (Unaudited)	2005 (Unaudited)	2006 (Audited)
1	Income from Telecommunication services	362.68	289.16	1,026.55	788.03	1,095.13
2	Other income	4.14	0.64	6.18	0.95	1.66
3	Total Income (1+2)	366.82	289.80	1,032.73	788.98	1,096.79
4	Total Expenditure (a+b+c+d+e)	283.73	256.22	826.78	719.25	972.08
	a. Network operations costs	63.20	45.93	178.50	125.64	177.08
	b. Interconnect and other access costs	103.24	100.98	287.23	271.12	363.92
	c. Payments to and provisions for employees	15.92	12.23	46.10	38.76	48.56
	d. Administration and other expenses	43.32	52.34	134.48	161.66	198.13
	e. Marketing and business promotion expenses	58.05	44.74	180.47	122.07	184.39
5	Earning Before Interest, Depreciation, Extraordinary item and Tax (3-4)	83.09	33.58	205.95	69.73	124.71
6	Finance and treasury charges (net)	41.38	41.83	128.26	116.34	145.77
7	Depreciation	100.68	120.71	341.75	341.94	471.90
8	Profit / (Loss) before Extraordinary item & Tax (5-6-7)	(58.97)	(128.96)	(264.06)	(388.55)	(492.96)
9	Extraordinary item					
	- Damage of fixed asset due to flood	-	-	-	-	47.25
10	Profit / (Loss) before tax (8-9)	(58.97)	(128.96)	(264.06)	(388.55)	(540.21)
11	Provision for taxation					
	- For fringe benefit tax	0.20	0.15	0.65	0.75	0.85
12	Profit / (Loss) after tax (10-11)	(59.17)	(129.11)	(264.71)	(389.30)	(541.06)
Subscribers information as on				Dec-06	Dec-05	Mar-06
Nos. in lacs - unaudited				27.11	16.77	18.40



TTML Key Business Parameters

Year on Year Growth (FY05 to Apr- Dec FY07)





Thank You

TATA
indicom