



Gemini Communication Group

Investor Presentation

May 2011

Safe Harbour



Certain statements in this presentation concerning our future growth prospects are forward-looking statements, which are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated in such forward-looking statements. Important factors that could cause actual results to differ materially from our expectations include, among others, general economic and business conditions in India, our ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currency changes, changes in the Indian and international interest rates, change in laws and Government policies, increasing competition in and the conditions of the Indian IT and Telecom industries, changes in political conditions in India, and changes in the foreign exchange control regulations in India. Neither our company, nor our directors, nor any of their respective affiliates have any obligation to update or otherwise revise any statements reflecting circumstances arising after this date or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition. Statements on strategy or on direction of policy should not be construed as events which require prior notification to India's regulatory authorities. Such events will crystallize only once full regulatory steps have been taken in India.

Gemini Group – Snapshot



Company

Incorporation	1995
Headquarters	Chennai, India
Global footprint	18 offices, 194 service locations 4 international offices
Workforce	2300 +
Customers	2200 +
Market Capitalization	~ Rs 2500 million

Financials

FY11	
Revenues	Rs 5,285 million
Net Profit	Rs 645 million

Business Structure, Holdings



Shareholding

Promoters – 40.7%

Public – 59.3%

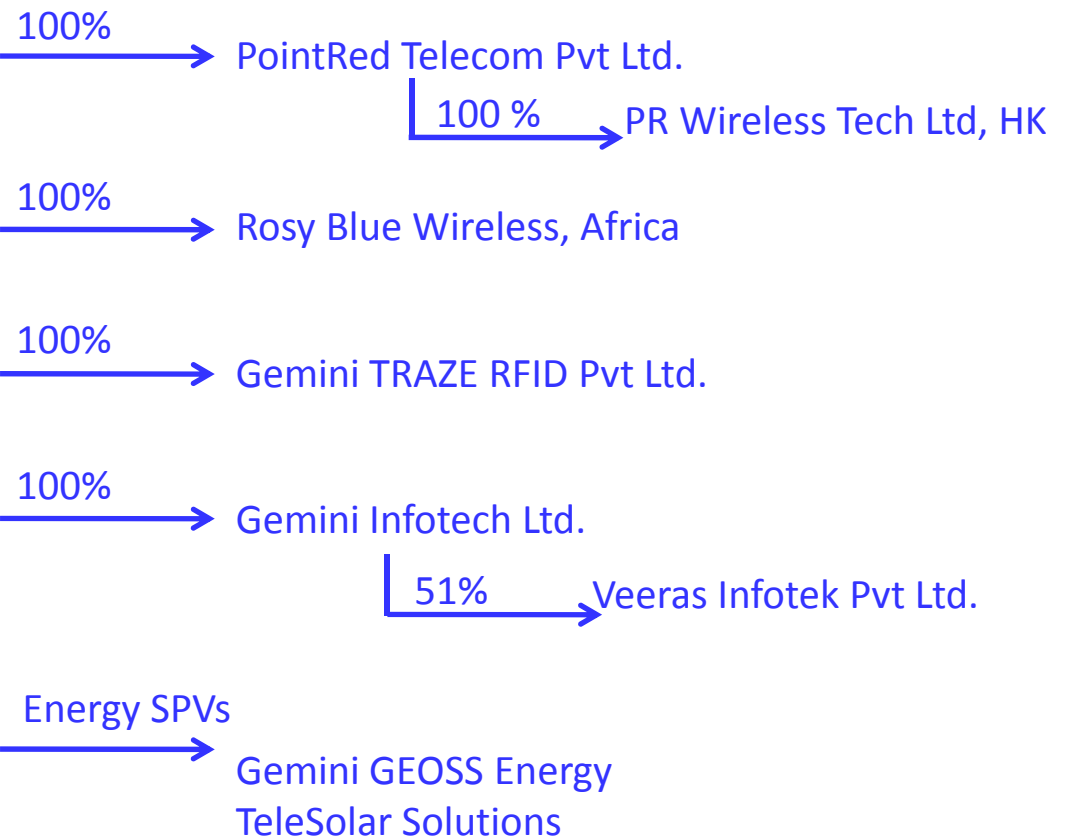


Subsidiaries

CSG – Consulting & Services Group

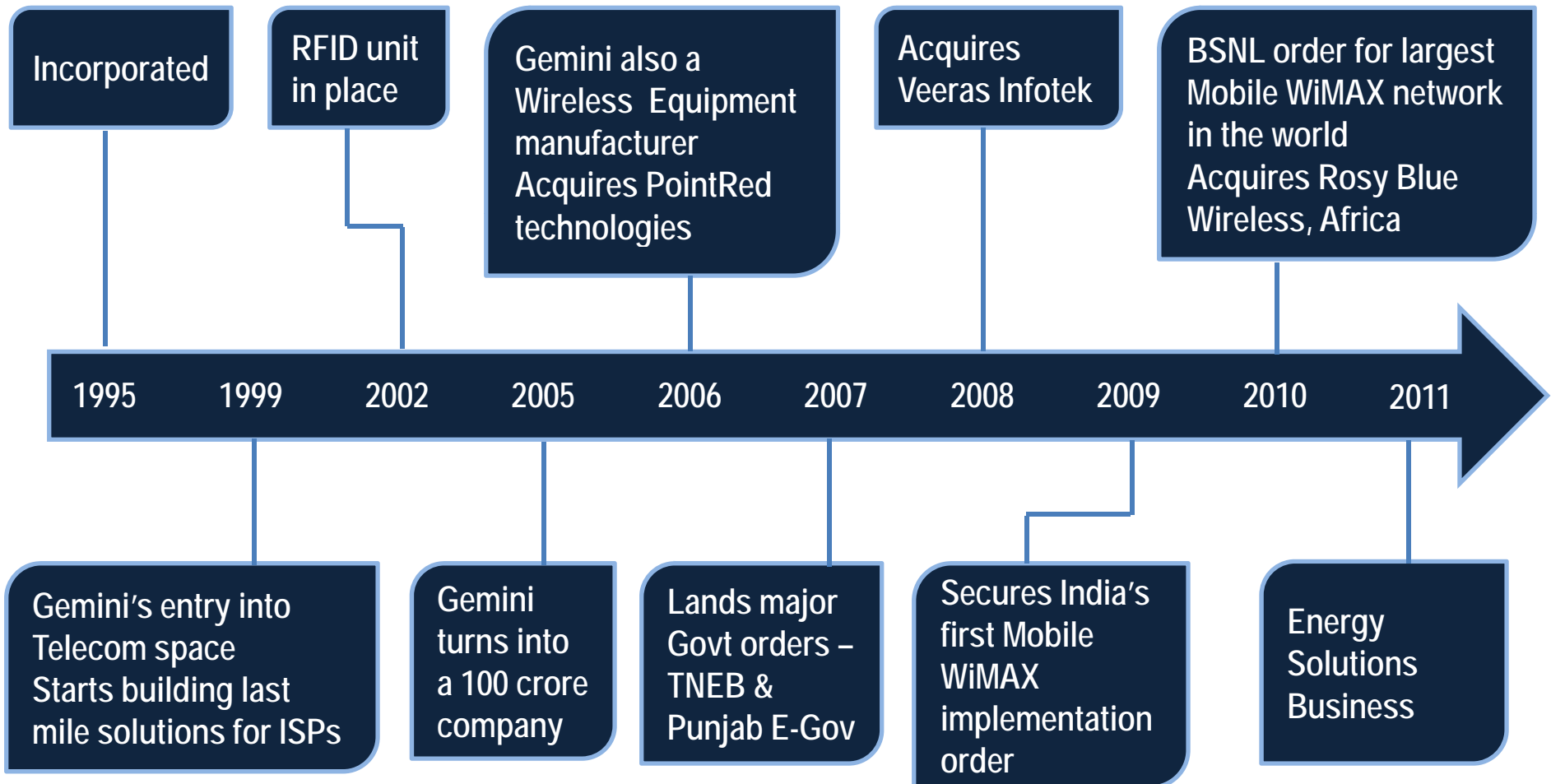
ECG – Enterprise Convergence Group

TSG – Telecom Services Group



SI Business Units

Gemini Group - History



Gemini Group – Portfolio



Technology Infrastructure Enablers

System Integration	Telecom	Enterprise Applications	Energy & Utilities
Gemini Communication Ltd (CSG & ECG) Veeras Infotek Ltd.	Gemini Communication Ltd (TSG) PointRed Telecom Pvt Ltd Rosy Blue Wireless, Africa	Gemini TRAZE RFID Pvt Ltd	SPVs Gemini GEOSS Energy TeleSolar Solutions

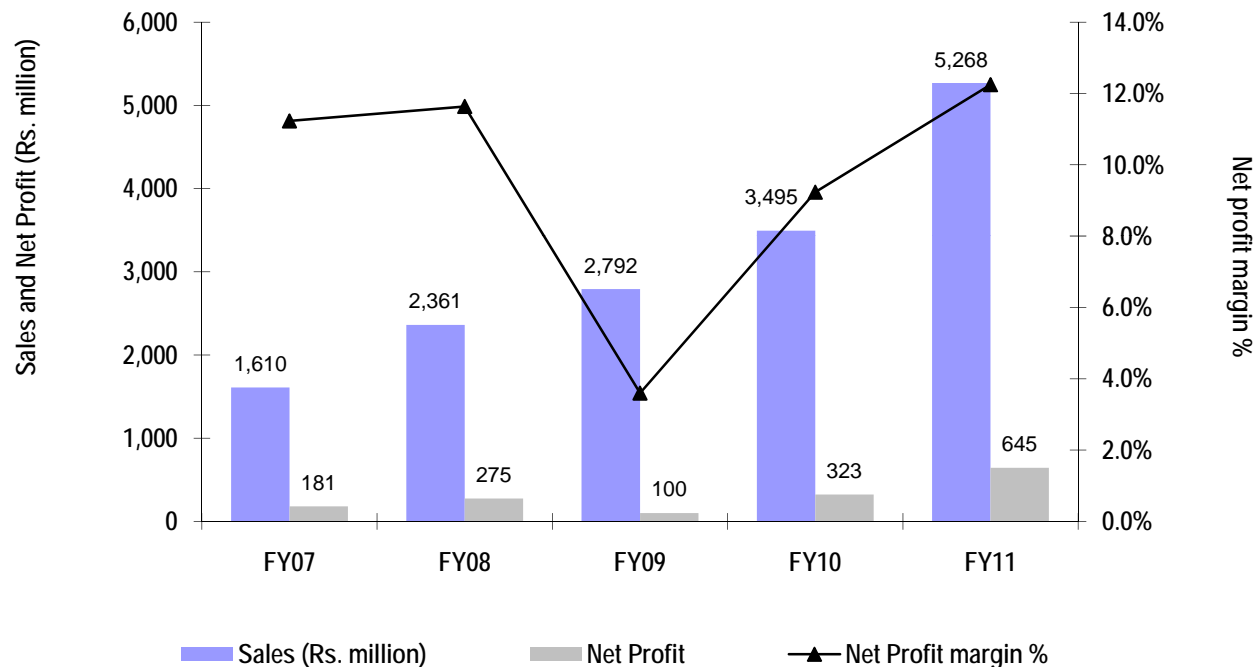
Gemini Group

Accelerating Technology Solutions - From Early Adoption to Market Leadership

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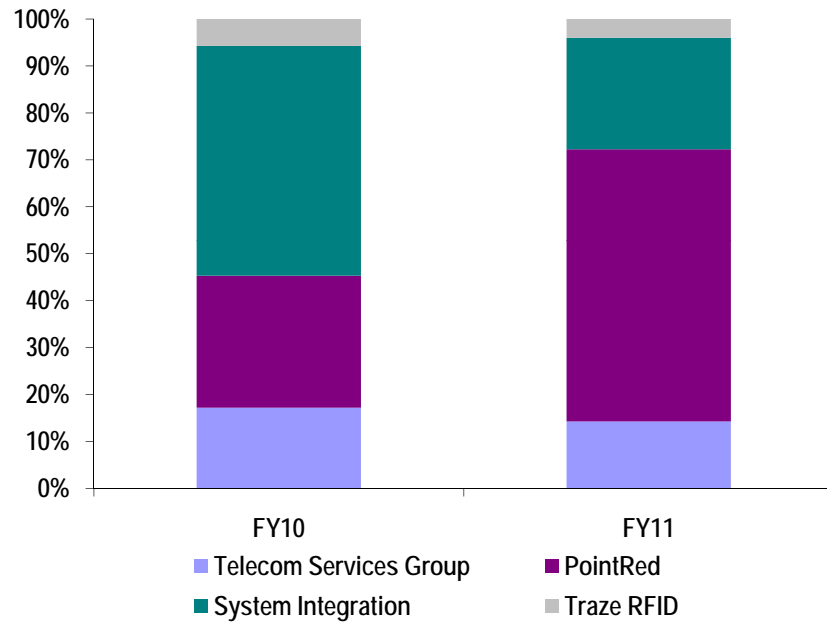
Financial Overview

Financials – Continuing Growth



- GCL's sales grew 51% y/y in FY11 - Double-digit increase in almost every segment
- EBIT was Rs. 1,111 million (margin of 21%)
- Strong order book position of Rs. 3,750 million

Revenue Mix - Group



Rs. In million

	FY10	FY11
Telecom Services Group	600	751
PointRed	984	3,060
System Integration	1,711	1,246
Traze RFID	200	211
Total	3,495	5,268

Financial Summary for FY11

Rs. In million	Year end Mar 31, 2011	Year end Mar 31, 2010	y/y growth
Sales	5268	3495	51%
EBITDA	1420	945	50%
Margin %	27%	27%	
EBIT	1111	633	75%
Margin %	21%	18%	
PAT	650	326	99%
EPS	6.04	3.34	80%

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System Integration

System Integration portfolio



CSG - Consulting & Services Group

- Consulting, Supply, Implementation, Maintenance:(CSIM)
 - IT Security
 - Network Storage & Backup
 - Enterprise Management
 - Infrastructure and Consulting
 - Virtualization
- Infrastructure Outsourcing Services
- Infrastructure Managed Services

ECG - Enterprise Convergence Group

- LAN & WAN design
- IP Telephony
- Server room, Data Center, NOC solutions
- Cabling - Data & Voice
- Wireless LAN solutions
- Video Conferencing
- IP Centric Building Management Solutions

TSG - Telecom Services Group

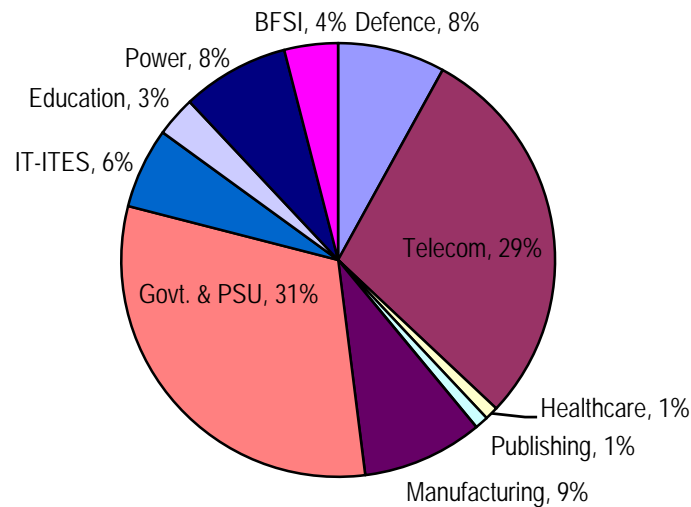
Services most of the leading telecom network providers in India through 1800 resources, in 194 locations.

- System Planning & Design
- Managed Services
- Operations & Maintenance
- System Integration Services

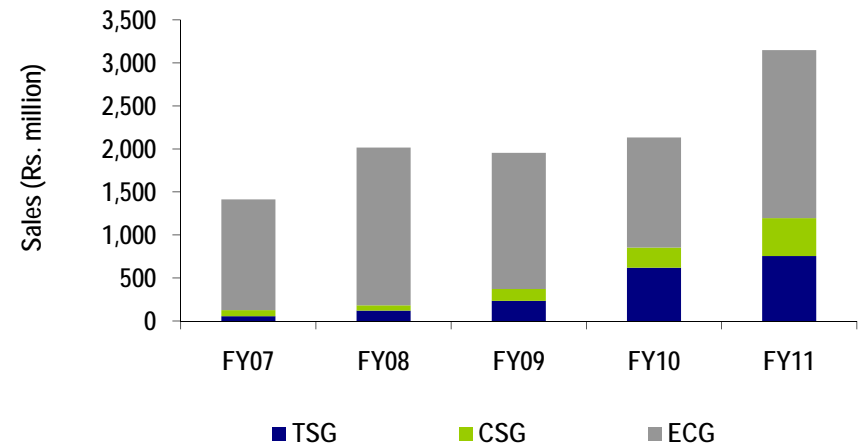
System Integration - Snapshot

- Gemini among the TOP 3 SI Companies in India
- Maintains >1,00,000 desktops, 1000+ perimeter security devices, 10000+ nodes on thin client computing solutions
- Managed services is the fastest growing segment
- Diversified vertical portfolio

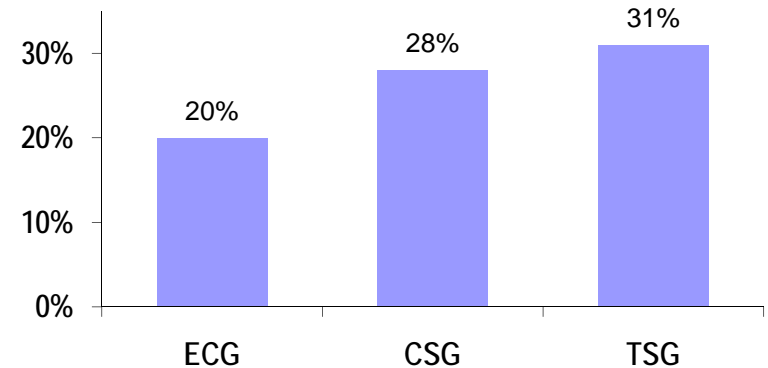
SI Revenues by Verticals



SI Revenues by Business units



EBITDA margins by segment



System Integration – FY11 Business Update



- SI customers increased by 22% during the financial year
- Investments in certain key technology areas like IT Security
 - Set up a 'Centre of Excellence' & is now providing expertise in advanced security audits for enterprises
 - Strategically positioned in the 'Technology Consulting' space and has won several IT & Security Consulting orders
- Data Centre space has seen large growth in the last few quarters
 - Established 3 Data Centres for its banking customers and is well-placed to take further advantage of this booming business prospect in the next financial year
- Managed Services business, which has been a key focus area, helped Gemini win new customers and to remotely manage customers' IT assets
 - Organizations are now focused on improving physical security, due to which, Camera Surveillance has become a necessity for many campuses. Our 17 year expertise on providing solutions on Internet Protocol (IP) enabled us to win large surveillance projects for Government institutions

System Integration – Growth Drivers



- SI industry opportunity is close to Rs 40,000 cr including PC Hardware market, Servers, Network Storage, Security and Services
- Govt. spend on IT infrastructure continues to grow. The Data Centre, State Wide Area Networks and other E-Governance initiatives offer ample potential to SI
- Infrastructure Consolidation - Cloud Services, Virtualization, Storage, Remote operations are likely to attract customers, cutting across industry & size
- Security – Vulnerability assessments and Enterprise Information security design is now a priority across industries. Gemini has set up a state-of-art CoE that provides the best of security practices & audits. Gemini is also focusing on Managed Security Services

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Veeras Infotek Pvt Ltd.

Veeras - Snapshot

- A system integration company focusing in the areas of Infrastructure Integration and Information Integrity solutions for enterprise customers

- Provides custom solutions to support services in areas of –
 - Infrastructure Integration - Design & Implementation, Virtualization
 - Security - Architecture design, Audits, Managed security
 - Infrastructure Availability - Policy Design, Availability, Disaster recovery, Pervasive computing

Veeras - FY11 Business Update



- Virtualization
 - Retained #1 position for VMWare in Chennai with 60% market share. Clearly established as a partner of choice in Chennai across server and storage
 - 200% growth in the storage business
 - #1 for NetApp in Chennai with 55% market share
 - #1 partner for Citrix in South India
 - Won large deals in the Desktop virtualization space
- Platform
 - 35% growth in Microsoft business
 - 600% growth in Hardware (low base)
 - Microsoft Cloud accelerate Partner – Active BPOS Partner
- Security
 - 35% growth in McAfee security business with over 50% market share
 - Also among the top 5 partners in the country for McAfee
 - Retained the #1 status for Symantec in Chennai with over 22% market share

Veeras - Awards & Accreditations



- Only Virtualization Specialization Partner for NetApp in India
- Best Solution Partner For VMware in India FY 2011. VMware Best Reseller FY'10
- First VMware partner in India to achieve all technical competencies
- VMware's only Premier-Solution Provider partner in South India
- DQ week's Best Software Reseller (4th year in a row). "The DQ Week Best SI-Software" of Chennai 2010
- CRN Xcellence Awards 2010 for the Best Solutions Provider – Infrastructure Software
- IDG Top 100

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TSG – Telecom Services Group

Telecom Services Group - Snapshot



- 6+ years expertise in providing IT & Telecom Infrastructure solutions
- 4 Zonal offices, 17 Regional offices, with close to 1800 employees across India
- Involved in planning, deployment, site installation, monitoring, field maintenance & managed services
- Strategic partnerships with leading vendors
- Existing relationship with leading data and telecom service providers, for service delivery & service assurance
- High Customer Satisfaction Ratio of 96 %

TSG – FY11 Business Update



- Renewed service contracts with top 4 customers with increase in business for FY12
- Significant contracts
 - 2-yr contract with leading equipment vendor to maintain active components of 4500 BTS in FY11-12 & 9000 BTS in FY12-13
 - In process of signing a major passive infrastructure contract with tower infrastructure companies by Q2 FY12
 - Renewed contracts with an existing enterprise national data service provider, for installation and maintenance of WiMAX BTS, WiMAX CPE, point-to-point links across India
 - Renewed contracts with an existing retail national data service provider for installation and maintenance of wireless and WiFi links across 38 cities in India
- Made inroads in Managed Services in West Bengal, Karnataka & Orissa

TSG – Growth Drivers

- Continuing Growth of Telecom and Wireless services in India. TSG uniquely positioned to leverage its expertise in providing planning , deployment and maintenance services for Operators and Equipment manufacturers
- Gartner expects mobile penetration in India to reach 82% by 2014
- Increase in mobile broadband services with launch of 3G services
- In process of finalizing wireline maintenance service contracts from major service providers
- Plan to expand managed services to more telecom circles and operators
- Focus on new regions – Africa and Sri Lanka
- Expecting a substantial increase in turnover from FY11-12
- Expect growth of ~ 30-35% for the next 3 yrs

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PointRed Telecom Pvt Ltd.

PointRed - Snapshot

- India's only 4G Equipment Manufacturer (WiMAX & LTE) certified by WiMAX Forum
- Deployments in over 120+ Networks in 45 countries
- Major deployments are in Asia, Latin America, Europe, China , Middle east
- Unique range of Backhaul solution & Mobile WiMAX product offerings
- PointRed products deployed with major telecom Customers
- PointRed holds 38% market share in Mobile WiMax deployments in India

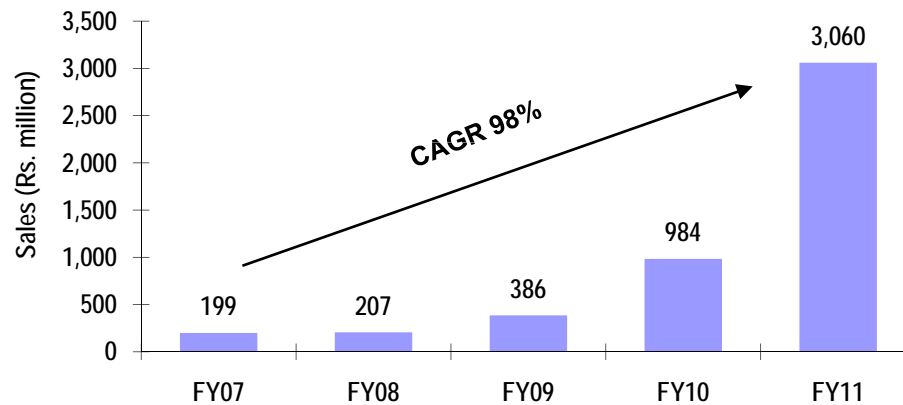
PointRed – FY11 Business Update



- Opens new manufacturing and assembly facility in Taiwan Free trade Zone
- Two more products in the PointMAX Mobile WiMAX product portfolio received WiMAX Forum Certification taking the total tally to eight
- Secures several contracts each worth more than 1 M \$ for MicroRed products
- Forayed into 4G space with PointLiTE range of LTE/LTE advanced Products and PointMAX 2 range of WiMAX products
- Launches new range of All IP outdoor backhaul radios MicroRed ACE operating in 6-38 GHZ frequency Range

PointRed - Financials

Sales have grown at a CAGR of 98% over last 4 years...



PointRed – Growth Drivers

- India slated to become the largest WiMax market in APAC by 2013
 - Wimax subscriber base expected to reach 19 mn by 2012
 - Wimax equipment market projected to reach \$600mn
 - Telecom penetration in rural India on the rise
- Telecom equipment manufacturer revenue from 3G roll out expected to be Rs.165 Bn in 2015 growing at a CAGR of 72% over the next 5 years*
- PointRed is part of the world's largest Mobile WiMax network. Installed/installing more than 3K Mobile WiMAX BTS.
- Expect LTE network rollout by operators in 12 – 14 months.
- Strong order book of Rs. 2237.5 million as on March 31, 2011

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Rosy Blue Wireless (RBW), Africa

RBW - Snapshot



- Gemini Communication Ltd holds a 100% stake in African telecom operator Rosy Blue Wireless
- RBW is one of the established players in 4G network services in Africa
- Strong local partners in each country to handle local business
- Holds 60% ownership in Morse Communications in Zambia, Malawi and Mozambique
- Holds spectrum licenses in all the three countries
- Has been allotted a channel space of 30MHz
- Wimax roll-out in the African countries will happen with Point Red's products

RBW – African Telecom market opportunities



- Current Scenario
 - Internet users – 5.4%
 - Broadband penetration – 0.2%
- WiMAX subscriptions expected to reach 2.5 mn in 2014 growing at a CAGR of 163% from 2009 to 2014
- Broadband usage will reach around 19 million in 2014
- The new undersea cables surrounding Africa will boost the broadband penetration rate from 3.2% in 2010 to 6.8% in 2015 (Pyramid Research)

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Gemini Traze RFID Pvt Ltd.

Gemini Traze RFID - Snapshot



Traze has been at the forefront of RFID market in India:

- India's oldest and largest pure-play RFID player, pioneering RFID manufacturing in the country
- Provides complete RFID solutions i.e. tags , readers and middleware (embedded firmware) for myriad applications across sectors
- Has been acknowledged as an industry leader with significant RFID expertise

Offers significant value potential:

- Indian market for auto-ID technologies like RFID is poised for a significant uptake spurred by early successes, regulatory mandates and increasing client awareness
- Traze, with its established brand and proven track record, provides an established platform to tap the burgeoning local market

Gemini Traze – Growth Potential



Radio Frequency Identification (RFID) market poised for growth:

- Driven by lowering costs, standardization and increasing acceptance of business benefits delivered in sectors like manufacturing, retail, education, logistics etc.

Growth drivers

- RFID tagging for solar modules (mandate by MNRE to all project developers)
- Track n trace - automobile mfg & retail
- Asset Management in the Govt. sector

TRAZE business model is to offer consulting services and support implementation in the Identification segment

- Understanding client requirements and development of product to suit their requirements
- Propose suitable solution and work on complex implementation projects

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Energy & Utilities Business

Energy & Utilities - Snapshot



- Finance, design, build, install, maintain, operate and manage
 - Renewable Energy Generation Plants and
 - Distribution network & systems of Utility providers
- Focus on Intelligent Metering, Billing and Payment solutions for Power, Water and Gas Utilities
- Indigenously developed AMR systems
- Customising system components to enable flexibility & adaptability for Indian conditions and most importantly, to ensure affordability
- Power generation using Renewable forms of Energy
- Alternate energy solutions to power telecom towers
- Forayed into solar projects

Energy & Utilities - Attractive opportunity



- The Company's Intelligent Metering system enables utilities to improve billing and collection efficiencies by 30% to 40% from current levels
- Indigenous and affordable technology for Advanced Metering Infrastructure (AMI)
- Servicing the Indian market, one of the largest markets for Power, Water and Gas utilities worldwide
- Uniquely positioned to address the renewable and clean energy demands: through solar based power generation
- Plans to have 50% of all telecom towers to be running on renewable energy in the next 5 years
- Strong IT & Technology background with a customer support base in over 200 locations across India

Summary - Growth Drivers



PointRed – Global 4G and WiMax opportunities

Telecom managed services - renewed contracts & expansion to new service areas

System Integration - Cloud Computing, Workplace convergence, Mobile Broadband

Energy & Utilities business – Opportunities in Solar based solutions

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For more information, please visit <http://gcl.in>, Investors section.

Thank You