

AGC/PB/SE/2017/006

February 9, 2017

<b>Corporate Relationship Department Bombay Stock Exchange Limited</b> P.J. Towers, Dalal Street, Fort, Mumbai - 400 001	<b>Corporate Relationship Department National Stock Exchange Limited</b> Exchange plaza, Bandra Kurla complex, Bandra (E) Mumbai 400051
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Dear Sir,

**Sub.:** Press release for the unaudited financial results of the Company (stand-alone and consolidated) for the quarter/period ended 31<sup>st</sup> December, 2016

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

Please find attached herewith the Press release for the unaudited financial results of the Company (stand-alone and consolidated) for the quarter/period ended 31<sup>st</sup> December, 2016.

This is for your information, record and necessary action.

Thanking You,

**For AGC Networks Limited**

**Pratik Bhanushali**  
**Company Secretary**  
Encl.: A./a.

## For Immediate Release

### AGC Networks Announces Q3 FY 2017 Financial Results

Continued Operational Efficiencies Lead To Improvement In Operating Margin

**Mumbai, 09 February 2017: AGC Networks Limited**, (BSE: 500463 and NSE: AGCNET), an Essar enterprise and a **Global Solution Integrator** today announced its third quarter results for Financial Year 2016-17.

#### Consolidated Financial Highlights for the Quarter ended 31<sup>st</sup> December 2016

(Rupees in Crores)

Particulars	Q3 ( FY 16-17)	Q3 ( FY 15-16)	Comparison (YoY)	Q2 ( FY 16-17)	Comparison (QoQ)
Revenue	183.90	235.50	-21.9%	195.70	-6.0%
EBIDTA	10.18	3.14	224.2%	1.56	552.6%
PBT	2.25	-4.37	-	3.35	-32.8%
PAT	2.25	-4.63	-	2.91	-22.7%

#### Business Highlights

- Numerous large Unified Communications upgrade and expansion projects for existing clients in AGC's core Financial Services and Healthcare verticals in **USA**
- A contact center transformation program deployed across omni channels for **New Zealand's** leading bank
- Interactive content as Smart class solutions deployed for a multinational conglomerate in **India**
- A large IT infrastructure and networking win from a global BPO in **Philippines**
- Bagged a contract from a multinational **UAE** telecommunications services provider to complete Contact Center infrastructure upgrade enabling the customer to move from distributed architecture to a centralized setup
- AGC Networks Middle East wins
  - **Best Solution Integrator award** at **Reseller ME Hot 50 Awards 2016**
  - Special recognition award from **Extreme Networks**

Speaking on the occasion, **Sanjeev Verma, Whole-Time Director**, AGC Networks said "As a leading global solution integrator, AGC is the most prepared and experienced partner for customers across the enterprise platforms with leading global OEMs. AGC is best equipped to re-craft priorities to align to the customers changing business environment in the digital space across analytics, gamification platforms and Cyber security to enhance and secure digital content and increase end customer engagement.

Page 1 of 2

AGC's global footprint provides enterprise customers 24 x 7 access to a fully-redundant **Global Network Operations Center (G-NoC)** and **Global Security Operations Center (G-SoC)** across multiple time-zones creating an ongoing traction with our customers."

With advanced progress and renewed focus of the Company in securing the customer's IT landscape; the Board has approved the elevation of **Atul Khatavkar** to **President - Cyber Security**, AGC Networks.

Atul is an industry veteran and brings with him over 22 years of experience in the Information Security domain. Apart from being an entrepreneur; Atul has been instrumental in successfully establishing the Security business for AGC Networks. CYBER-i has set up its G-SoC on Intel Security (now McAfee) platform. Atul has represented the industry at various international forums through Government delegations including the Indo-US Cyber Security dialogue.

Speaking on the appointment, **Atul Khatavkar, President**, Cyber Security said, "Given the tremendous global appetite for high end security services, I look forward to drive CYBER-i globally and be the preferred choice for customers to secure their digital assets in the wake of an ever evolving threat landscape."

**Angshu Sengupta, Chief Financial Officer**, AGC Networks said "Our focused approach on cost optimization and margin improvement across geographies have helped us deliver a profitable quarter. Continued emphasis on governance and compliance remains firmly in place. "

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#### **About AGC Networks:**

AGC Networks (AGC) is a Global Solution Integrator representing the world's best brands in **Unified Communications, Network Infrastructure & Data Center, Cyber Security (CYBER-i)** and **Enterprise 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.

A leader in Enterprise Communications in **India**, AGC has significant presence across **Middle East, Africa, North America, Singapore, Australia, New Zealand and Philippines** serving over 3000 customers.

In collaboration with global technology leaders like **Avaya, Intel Security, Dark Trace, Cisco, HP, Juniper, ShoreTel, Verint and Polycom** 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](http://www.agcnetworks.com)

**Media Contacts: Neelam Kapoor** Tel: +91 98197 30611 E-mail: [neelam.kapoor@agcnetworks.com](mailto:neelam.kapoor@agcnetworks.com)

Page 2 of 2

**Registered Office** : Equinox Business Park, Tower 1, Off BKC, LBS Marg, Kurla (West), Mumbai 400 070. Maharashtra, India

CIN: L32200MH1986PLC040652

T : +91 22 6661 7272 F: +91 22 6704 5888