

AGC Networks Steps Up Focus On Customer Satisfaction In Q2 FY 2016

Mumbai, 5 November 2015: AGC Networks Limited, (BSE: 500463 and NSE: AGCNET), an Essar enterprise and a Global Solution Integrator announced unaudited financial results for quarter and six months ended September 30, 2015.

Highlights for H1 FY 2016 v/s H1 FY 2015 :

- Revenues for H1 FY 2016 increased by 2.6% to Rs 425.1 Crs from Rs 414.4 Crs in H1 FY 2015
- EBIDTA for H1 FY 2016 is Rs 9.4 Crs against EBIDTA of Rs 0.5 Crs in H1 FY 2015
- PAT-loss for H1 FY 2016 is Rs 16.9 Crs against PAT-loss of Rs 28.7 Crs in H1 FY 2015

Highlights for Q2 FY 2016 v/s Q2 FY 2015 :

- Revenues for Q2 FY 2016 are at Rs 211.5 Crs from Rs 222.4 Crs in Q2 FY 2015
- EBIDTA for Q2 FY 2016 is Rs 2.8 Crs against EBIDTA of Rs 6.5 Crs in Q2 FY 2015
- PAT-loss for Q2 FY 2016 is Rs 17.0 Crs against PAT-loss of Rs 9.2 Crs in Q2 FY 2015

Business Highlights

While AGC continues to maintain steady business performance across its global locations, the company is sharpening its relentless focus on ensuring the highest levels of customer satisfaction, delivering quality services seamlessly across the globe to ignite growth. This reflects in the **92% rating AGC has garnered in the H1 2015-16 Customer Satisfaction Survey conducted by CSMM-IMRB**, an independent MR agency, in August 2015. The '**Excellence Award**' conferred by **Institute of Economic Studies (IES)** and the **leadership recognition** from the **Indian Institution of Industrial Engineers (IIIE)** recently are in appreciation of AGC's untiring efforts at accelerating its customers' business.

The acquisition of the business of Ensource, Inc. ("Ensource") a solution provider focused on unified communications to the healthcare and public sector in the US has begun to significantly improve AGC's relevance in the health care vertical leveraging strengths in innovation, technology and customer experience.

Rechristening the Cyber Security business as **AGCyber-i** is aimed at creating and delivering a safe and secure business environment for customers to add further value to their business.

Speaking on the occasion, **Anil Nair, MD & CEO**, AGC Networks said "Aligning AGC's business focus to understanding the customer's technology landscape across our technology quadrants, ably supported by global OEMs is creating the right traction with our customers across verticals and geographies. MEA and APAC operations are showing steady improvement and the India BU has recently seen a surge in order booking which augurs well for the business."

Amal Thakore, Chief Financial Officer, AGC Networks said "Maintaining steady business performance through sustained focus on profitability and governance are the key drivers of business."

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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 and Enterprise Applications & Services. AGC is a leader in Enterprise Communications in India and has a significant presence in the Middle East / Africa, North America, Australia / New Zealand and Philippines serving over 3000 customers.

In collaboration with global technology leaders like Avaya, Cisco, HP, Juniper, Verint and Polycom among others, AGC delivers domain-focused, flexible and customized technology solutions and seamless services that accelerate our customers' business and ensure Return on Technology Investments (ROTI). AGC differentiates itself through exemplary Responsiveness, Execution excellence and Design superiority (RED) across the customer's technology landscape.

AGC Networks is an Essar Enterprise. For more information log on to www.agcnetworks.com

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