

Publication	The Hindu Business Line
Date	19 <sup>th</sup> April 2011
Headline	MTS sets up data centre in Noida

## **MTS sets up data centre in Noida**

**Press Trust of India**

*New Delhi, April 18*

Sistema Shyam TeleServices Ltd (SSTL), which operates under MTS brand, today said it has set up a data centre in Noida for Rs 35 crore that will help in cost effective energy utilisation and data security.

“The data centre has been built by technology giant IBM. It is MTS’ third data centre in the country after similar set-ups in Chennai and Jaipur. The company has invested over Rs 35 crore in its latest data centre,” the company said in a statement.

“This latest set up would provide impetus to the MTS data focused strategy and is in line with our plans to foray into cloud computing services segment,” the MTS India Chief Information Officer, Mr Rajeev Batra, said in the statement.

Publication	Business Standard (Pune)
Date	19 <sup>th</sup> April 2011
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## **MTS sets up data centre in Noida**

Sistema Shyam TeleServices Ltd (SSTL), which operates under MTS brand, on Monday said it has set up a data centre in Noida for Rs 35 crore that will help in cost effective energy utilisation and data security. "The data centre has been built by technology giant IBM. It is MTS' third data centre in the country after similar set ups in Chennai and Jaipur. The company has invested over Rs 35 crore in this," the company said in a statement.

**PTI**

Publication	The Economic Times (Kolkata)
Date	22 <sup>nd</sup> April 2011
Headline	Sistema incurs Rs 605 crore loss in Q4, revenue up

## Sistema Incurs ₹605-Cr Loss in Q4, Revenue Up

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NEW DELHI

Sistema Shyam Teleservices Ltd (SSTL), a joint venture between Russia's oil-to-telecom group Sistema, owning 73.7% equity, and India's Shyam Group, owning 23.7% suffered increased losses in the fourth quarter ended December 2010 while revenues rose exponentially.

The company lost Rs 605 crore from October to December last year, higher than Rs 383.9 crore losses during the same quarter last fiscal. The company's earnings shot up to Rs 193.7 crore from Rs 66.3 crore in the same time.

SSTL has become the first unlisted private telco that has foreign equity to announce quarterly results in a specific country. SSTL president and chief executive officer Vsevolod Rozanov said the results were 'encouraging' as the revenue growth was faster than the market.

"Investors will be watching our results carefully for the few quarters. We will continue to significantly outperform the market in terms of revenue growth," Rozanov said indicating the need for positive earnings before the company announces its public listing.

SSTL has not decided on the timing of the IPO but is looking for clarity on spectrum allocation and a roadmap for CDMA growth. SSTL provides telecom and data services on CDMA, a communications technology platform requiring bundled handsets. The company has invested Rs 5,600 crore in capital expenditure in India including Rs 571 crore made in FY 2010. Its consolidated debt was Rs 5,570.2 crore.

The company's average revenue per user, or ARPU, has grown consecutively for three quarters where other telcos are struggling to push up earnings. For the year ended December 31, 2010, the company posted a net loss of Rs 2,168.6 crore against Rs 1,256.5 crore a year ago. Revenue jumped to Rs 523.9 crore from Rs 176.1 crore during this period.

Before the end of this month, the company is expected to close the \$600 million investment for a 17% stake by the Russian government.

Publication	The Times of India
Date	22 <sup>nd</sup> April 2011
Headline	SSTL revenue up, reports Rs 605 cr loss

## SSTL revenue up, reports ₹605cr loss

**New Delhi:** Sistema Shyam TeleServices on Thursday reported a net loss of Rs 605 crore for the fourth quarter ended December 31, 2011, while its revenues grew three-folds in the same period.

With this, the unlisted Sistema Shyam TeleServices Ltd (SSTL) has become the first private telecom operator having a foreign partner to disclose their country specific financial performance. The company had a net loss of Rs 383.9 crore in the same period a year ago, SSTL, a JV between Russian firm Sistema and India's Shyam group, said in a release.

Consolidated revenues of the company rose to Rs 193.7 crore during the October-December period, against Rs 66.3 crore in the same quarter previous year, registering a growth of three-folds. TNN

Publication	Business India
Date	1 <sup>st</sup> May 2011
Headline	Adding value



In an age where attrition is the biggest threat to corporate governance, **Manish Kharbanda**, chief human resource officer, **Sistema Shyam Teleservices**, has come up with a unique way to address this issue within the organisation. He has designed a scheme wherein an employee is insulated from the vagaries and fluctuations of the money market and shares are en-cashed in full. "This implies that if the cost of one virtual share is ₹10 in 2011 and it goes up to ₹20 next year, an employee can cash in the vested portion at ₹20 and receive the full value rather than just the gain, as is done in other companies. If, in a year, the value recedes to ₹5, the employee can still make money by cashing in at ₹5 per virtual share," explains Kharbanda. He further adds, "The longer an employee effectively contributes, the more he benefits, as the shareholders and management are willing to share the gains along with the regular bonus and increments that are rewarded every year based on performance." Alumnus of Harvard Business School, Kharbanda has earlier worked with companies like Reliance Petroleum, Bharti Airtel, and Escotel (now Idea Cellular). Prior to joining SSTL, he worked as corporate HR head for Reliance Communications. ♦