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D&B - Axis Bank

Infra Awards 2012

India's Leading Infrastructure Companies

**Nomination Form**

(Company Performance Awards & India's Leading Infrastructure Companies 2012)

Telecommunication

- Note:** 1. Please respond to this nomination form in order to participate in the Company Performance Awards and in the forthcoming publication 'India's Leading Infrastructure Companies 2012'
2. The final date for receipt of completed nomination form and all accompanying materials is September 21, 2012
3. Companies with standalone annual total income of more than Rs 100 crore in FY12 are eligible
4. Questions marked with * are mandatory. If the mandatory questions are left unanswered, nomination forms will be considered incomplete and such companies will not be eligible for profiling
5. Kindly also attach company brochures and latest annual report

1. Basic Details *

Registered Name: _____ Year of Establishment: _____

Registered Address: _____

Tel: _____ Fax: _____

Website: _____ Email: _____

2. Ownership *
 Central Govt State Govt. Public Ltd. Private Ltd. Partnership Proprietary Others _____
3. Senior Management Details *

Sr No	Name	Designation
1.		
2.		
3.		

4. In which of the following segments is the company engaged in?***A. Providing telecommunication services**

- | | | | | |
|---|---|---|---|---------------------------------------|
| <input type="checkbox"/> Broadband | <input type="checkbox"/> Cable TV | <input type="checkbox"/> Cellular (CDMA) | <input type="checkbox"/> Cellular (GSM) | <input type="checkbox"/> DTH |
| <input type="checkbox"/> Fixed Line | <input type="checkbox"/> Internet | <input type="checkbox"/> Internet Telephony | <input type="checkbox"/> Video Conferencing | <input type="checkbox"/> VPN |
| <input type="checkbox"/> VSAT | <input type="checkbox"/> Wholesale Carriers | <input type="checkbox"/> Wi-Fi | <input type="checkbox"/> WLL | <input type="checkbox"/> Radio paging |
| <input type="checkbox"/> Domestic satellite service | <input type="checkbox"/> Others, Please Specify _____ | | | |

B. Providing telecommunication infrastructure

-
- Telecom Towers
-
- Other Communication Structures _____

5. Joint Ventures / Collaborations (Domestic and International)

Partner	Purpose	Ratio

6. Financial details (Standalone) * -

Please provide financial information in INR CRORE. Financial information is critical to evaluation of the Company and therefore needs to be complete and accurate.

Overall Detail

Particulars	FY12	FY11
Total Income (Rs Cr)		
Profit After Tax (Rs Cr)		



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**Segment-wise contribution to total income**

Rs Cr

Segments	FY12	FY11
Income from providing telecommunication services		
Income from providing telecommunication infrastructure		
Other operating income Please Specify _____		
Other Income		
Total Income		

Note: 1) For year ending period other than April to March, please mention the year end period _____

2) For the period covered other than for 12 months in any FY, please mention number of months covered _____ in FY _____

7. Details of Business Operations***A. Company involved in providing telecommunication services****I. Telecommunication – Part A**

Particulars	Total		Cellular Phone- GSM		Cellular Phone-CDMA	
	FY12	FY11	FY12	FY11	FY12	FY11
Subscriber Base (nos)						
Rural Subscriber Base (%)						
Prepaid Subscribers (%)						
ARPU p.m. (Rs)						
No. of connections provided						
-Residential						
-Business						
-PCO's						
Number of circles company operates in						
Number of cities 2G and 3G activated						
Call failure/Drop rate						
Fastest growing circles in terms of subscriber base						

II. Telecommunication – Part B

Particulars	Fixed Line		Narrowband Internet (<256 Kbps)		Broadband Internet (>=256 Kbps)	
	FY12	FY11	FY12	FY11	FY12	FY11
Subscriber Base (nos)						
Rural Subscriber Base (%)						
Prepaid Subscribers (%)						
ARPU p.m. (Rs)						
No. of connections provided						
-Residential						
-Business						
-PCO's						



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**III. DTH and Cable TV**

Particulars	DTH		Cable TV	
	FY12	FY11	FY12	FY11
Subscriber Base (nos)				
Rural Subscriber Base (%)				
No. of channels offered				
Pay channels (nos)				
FTA channels (nos)				
Regional channels (nos)				
Advertising Revenue (Rs. Mn)				

B. Company involved in providing telecommunication infrastructure

Particulars	FY12	FY11
No. of telecom towers		
No. of active tenants		
Telecom circles covered		
Average 'Network uptime' for telecom towers		
Tenancy ratio for telecom towers		
Tenancy on Ready for Installation of Equipment (RFIE) towers		
Revenue per telecom tower		
Others, Please Specify _____		

8. Kindly tick the form of infrastructure financing which the company prefers to meet its financing requirements

- External commercial borrowings (ECBs) Term loans Private equity Initial public offer / Follow on public offer
 Foreign currency convertible bonds (FCCBs) Bonds Rights issue Foreign direct investment
 others, Please Specify _____

9. Kindly rate the preferred domestic sources of equity and debt financing on a scale of 1 to 8*(1 being the most important and 8 being the least important)*

Particulars	Rating	Particulars	Rating
Domestic investors including institutional investors		Term lending institutions	
Commercial banks		Bond market	
Dedicated infrastructure funds sponsored by consortium of insurance companies, pension funds, government-sponsored funds, etc		Specialised infrastructure financing institution such as infrastructure debt funds	
Dedicated government bonds		Others, Please Specify _____	

10. Kindly rate the preferred external sources of equity and debt financing on a scale of 1 to 7*(1 being the most important and 7 being the least important)*

Particulars	Rating	Particulars	Rating
Foreign investors including equity investors		Export credit agencies	
Dedicated infrastructure funds		International commercial banks	
International bond market		Multi-lateral agencies	
Others, Please Specify _____			



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11. Kindly rate the challenges/obstacles faced by the company to get the finance for infrastructure projects on a scale of 1 to 6 (1 being the most important and 6 being the least important)

Particulars	Rating	Particulars	Rating
High financing cost		Legal issues	
Lack of transparency		Reluctance on part of lending institutions due to high risk concentration	
Lengthy procedure		Others, Please Specify _____	

12. Kindly tick the measures which can be taken to bridge the gap in financing infrastructure

- Greater state government's participation Improve the depth and liquidity of the corporate bond market
 Viability gap funding Develop Municipal Bond Market for financing urban infrastructure
 Simplify legal and procedural formalities Introduce new instruments and sources of finance
 Introduce credit enhancement products Enhance participation of insurance companies in financing infrastructure
 Others, Please Specify _____

13. Kindly rate the key growth drivers for the sector on a scale of 1 to 8:

(1 being the most important and 8 being the least important)

Particulars	Rating	Particulars	Rating
Demographics and changing lifestyle		Decline in tariffs	
Favorable Government Policies		New Technologies such as DTH & IPTV	
Promising rural market		Increasing demand for value added services	
Liberalization of FDI norms		Others, Please Specify _____	

14. Kindly rate the challenges faced in the telecommunication sector on a scale of 1 to 6:

(1 being the most important and 6 being the least important)

Particulars	Rating	Particulars	Rating
Regulatory norms		Availability of funds	
Competition from existing and new players		Delay in regulatory clearance	
Non transparent policies		Availability of skilled manpower	

Declaration: This is to certify that the above information is true and correct to the best of my knowledge

Name of the Respondent: _____ Designation: _____

Phone: _____ Email: _____

Date: _____ Stamp & Signature: _____

Note:
Please send the completed nomination form on or before September 21, 2012 to the contacts mentioned below. You may call/email and confirm receipt of the completed nomination form. Kindly also send us a small write up about your company and its operations and also attach relevant company brochures, annual reports, visiting cards etc.
Contact Person: Rohit Singh: 022-66801347 / Rupali Parikh: 022-66801340
Address: Dun & Bradstreet Information Services India Pvt. Ltd., ICC Chambers 2, 2nd Floor, Near Saki Vihar Telephone Exchange, Saki Vihar Road, Powai, Mumbai – 400072.
Board Line: 022-66801300 **Fax:** 022-28476281/82
Website: www.dnb.co.in/infraawards **Email:** infraawards@mail.dnb.co.in
 The nomination form is designed to elicit information for the 'D&B-Axis Bank Infra Awards 2012' and for the forthcoming publication on infrastructure 'India's Leading Infrastructure Companies 2012'. Any Information provided will be used only for this purpose.