

Contacts:
Mandy Moss
Reliance Globalcom
+44 (0)208 636 1722
mmoss@relianceglobalcom.com

Strong growth in Reliance Globalcom global managed service contracts in 2009

Global Enterprise customers realise the value of hybrid network provisioning during economic slow-down

LONDON – June 29, 2009 – [Reliance Globalcom](#), the leading global provider of managed [network and communication services](#) for multinational enterprises, carriers and consumers, has enjoyed increasingly strong demand for its secure, scalable, multi-national managed network service offerings since January 1 2009, as the company's global customer base fully realise the harsh implications of the global economic slow-down.

With many international enterprise organizations even more keen to reduce internal network management costs, while increasing the scalability and speed of their existing network connectivity, Reliance Globalcom's vendor and carrier agnostic, hybrid network provisioning approach has been enthusiastically received across the world. Multiple new contracts or extensions have already been signed, significantly contributing to Reliance Globalcom's positive end-of-year financial results:

Reliance Globalcom reported the following on March 31 2009:

- Revenue increased by 23% from INR15,257 million (US\$323.653 million) 4Q 2008 to INR18,803 million (US\$398.876 million) 4Q 2009

"A clear trend has emerged among global organisations looking to secure savings in their network management, and this is reflected in the positive financial results of Reliance Communications. Consolidation of existing technology suppliers while also investing in bandwidth hungry, collaborative applications ensures their geographically diverse workforce can operate with increased efficiency," said Punit Garg - CEO, Reliance Globalcom. "By offering a full portfolio of [IP MPLS](#), [Ethernet](#) and [IPLC](#) managed services, all through a single point of management utilizing best-in-breed partners across 230 countries and territories in the world, our customers have not only reduced total cost of ownership of their networks, but increased functionality."

Strong New Business Momentum through Trusted Consultation and Network Agility:

Reliance Globalcom's customer base has already expanded significantly. Since the start of the year several new multi-million dollar contracts have been signed. These are based on the completion of a detailed network capability and requirement consultation, and the provision of high bandwidth, scalable solutions entirely matched to the customers' evolving business needs. Organisations including US based **Compassion International**, UK headquartered management, engineering and development consultancies **Mott MacDonald**, and Italian manufacturer **La Furla** have all announced new agreements this year. In addition:

WorleyParsons - A three year, multi-carrier management deal, will ensure the Australian headquartered, global leader in project management services provisioning, enjoys superior redundancy scalability and performance across the global network to facilitate rapid network

expansion into new locations and markets. Reliance Globalcom's award winning [MPLS Matrix](#) product will also support new core financial and IP enabled applications across the global network.

"Our global operations are expanding in many markets across the world and Reliance Globalcom's experience of providing in-country support with local understanding was certainly a major consideration in our decision-making process. The manner in which Reliance Globalcom can keep adapting the solution to our changing business needs means that their solution provides us with greater business agility." - Vito Forte, WorleyParsons' CIO.

Continued Organic Growth through Existing Customer Renewals and Service Expansions:

Contract renewals with existing customers have also been strong in 2009, with major enterprise customers looking to further increase the efficiency and reduce the total cost of ownership of their networks. Major contract renewals with Reliance Globalcom for Managed Network services have been made by:

Tyco/ADT – A contract extension will see Reliance Globalcom manage both fixed and wireless LAN infrastructure as well as a multi-provider MPLS Wide Area network, for the global security products manufacturer, across 170 European sites. In addition to business critical, high-bandwidth data applications, the MPLS network will deliver network hosted IP voice services - enabling Tyco divisions to decommission legacy PBX estates and realise material reductions in their voice spend.

"One of the objectives in selecting Reliance Globalcom was to reduce the number of disparate networks and network suppliers. We were also able to meet our other key objectives of reducing our network operating costs and building a scalable, and resilient platform to support the next phase of our convergent voice and data services development." - Peter Mathers, Telecommunications and IT Infrastructure Director for ADT a Tyco division in Europe

Isola Group SARL – A three year contract extension has been signed to manage a global MPLS and IP VPN hybrid network for the global manufacturer across 18 locations in 14 countries.

Amplifon – The global leader in audio enhancement technology and services agreed to Reliance Globalcom's continued management of a 1400 site MPLS / IPsec Hybrid WAN network across eight European countries, utilising Application Aware Networking.

Aurecon - The new global group created by the coming together of Connell Wagner, Africon and Ninham Shand, has underlined the extension of the contract with Reliance Globalcom to design, and manage the company's Wide Area Network (WAN), until 2013 – with the addition of an 800 user VoIP implementation in Australia. In addition the provision of connectivity to China and a supplementary second data centre to support disaster recovery and business critical applications, serving Australia, New Zealand and challenging locations throughout Asia, Africa and Middle East have been added this year.

"Reliance Globalcom have been managing our global data network evolution for several years, and were the ideal partner to engage with as we looked to maximise the value of integrated voice offerings into our Australian network. They provided focused consultation that allowed us to understand the practicalities of deploying VoIP and enabled us to enjoy day 1 business benefits from our final solution." – Dean Menzel – CIO, Aurecon,

About Reliance Globalcom

Reliance Globalcom, a division of Reliance Communications, spearheads the Global Telecom operations of India's largest Integrated Telecom Service Provider. Reliance Globalcom brings together the synergies of Reliance Communications Global Business encompassing Enterprise Services, Capacity Sales, Managed Services and a highly successful bouquet of Retail products & services comprising of Global Voice, Internet Solutions and Value Added Services. The company serves over 1400 enterprises, 200 carriers and 2 million retail customers in 163 countries across 6 continents.

Reliance Globalcom owns the worlds largest private undersea cable system spanning 65,000 kilometres (km) seamlessly integrated with Reliance Communications over 175,000 kms of domestic optic fibre provides a robust Global Service Delivery Platform connecting 40 key business markets in India, the Middle East, Asia, Europe, and the U.S. With its recent acquisition of eWave World, a pioneer in the global WiMAX space, Reliance Globalcom has the capability to launch 4G services in over 50 countries. It has also acquired Vanco Group, enabling the company to provide managed services to over 230 countries across the globe. For further information, please visit www.relianceglobalcom.com.

About Reliance Communications

Reliance Communications Limited founded by the late Shri Dhirubhai H Ambani (1932-2002) is the flagship company of the Reliance Anil Dhirubhai Ambani Group. The Reliance Anil Dhirubhai Ambani Group currently has a net worth in excess of Rs. 63,000 crore (US\$ 14 billion), cash flows of Rs. 12,000 crore (US\$ 3 billion), net profit of Rs. 8,000 crore (US\$ 2 billion) and zero net debt.

Reliance Communications is India's largest truly integrated telecommunications service provider. The Company, with a customer base of over 74 million, including over 2 million overseas retail customers, ranks among the Top 10 Telecom companies in the world by number of customers in a single country. Reliance Communications corporate clientele includes 2,100 Indian and multinational corporations, and over 800 global, regional and domestic carriers.

Reliance Communications has established a pan-India, integrated (wireless and wireline) and convergent (voice, data and video) digital network that is capable of supporting the full range of best-of-class services spanning the entire communications value chain. It offers the widest network reach, covering over 24,000 towns and 450,000 villages. Reliance Communications owns and operates the world's largest next generation IP enabled connectivity infrastructure, comprising over 175,000 kilometres of fibre optic cable systems in India, USA, Europe, Middle East and the Asia Pacific region.

###