Bharti Airtel

Investor Conference Presentation – Nov 2015

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Certain numbers in this presentation have been rounded off for ease of representation

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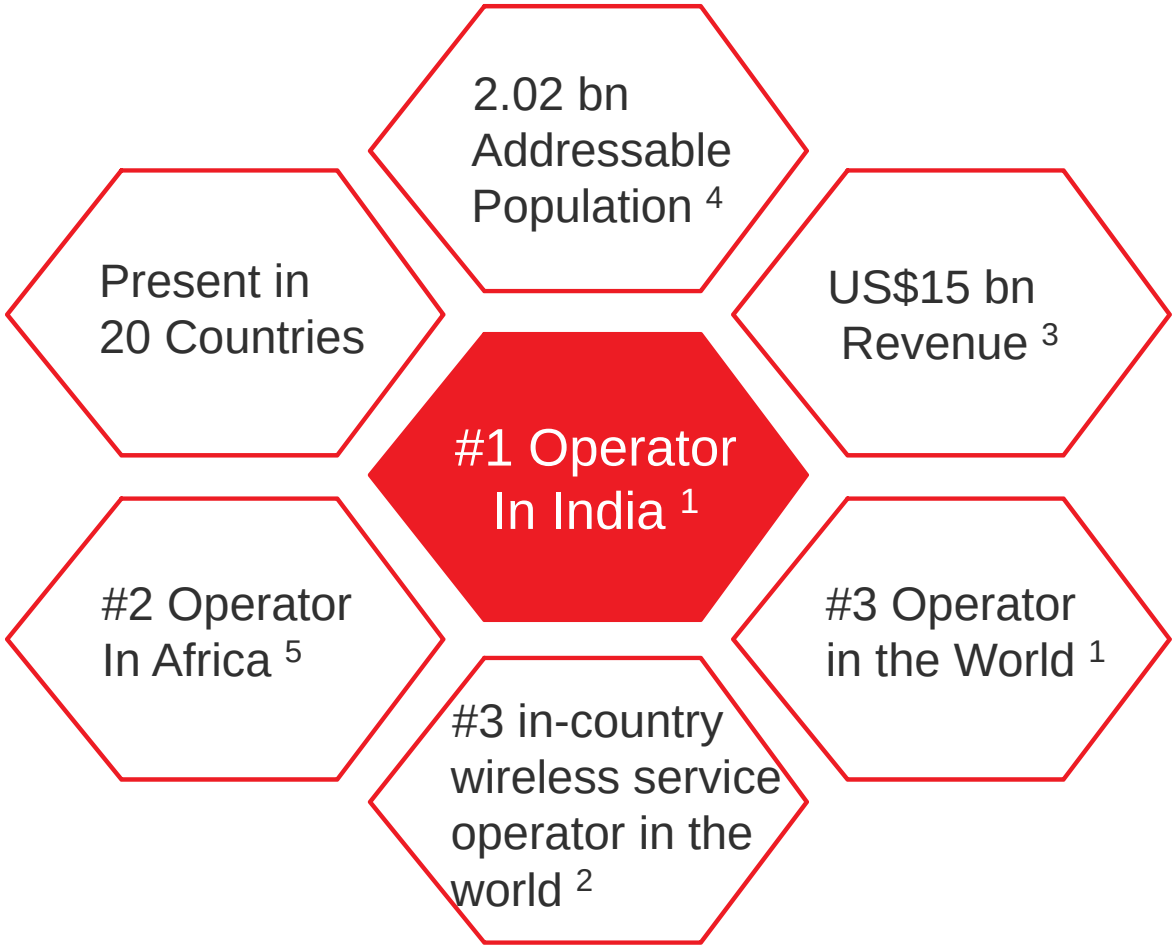
Bharti Airtel



Source: TRAI and Informa Telecoms and Media

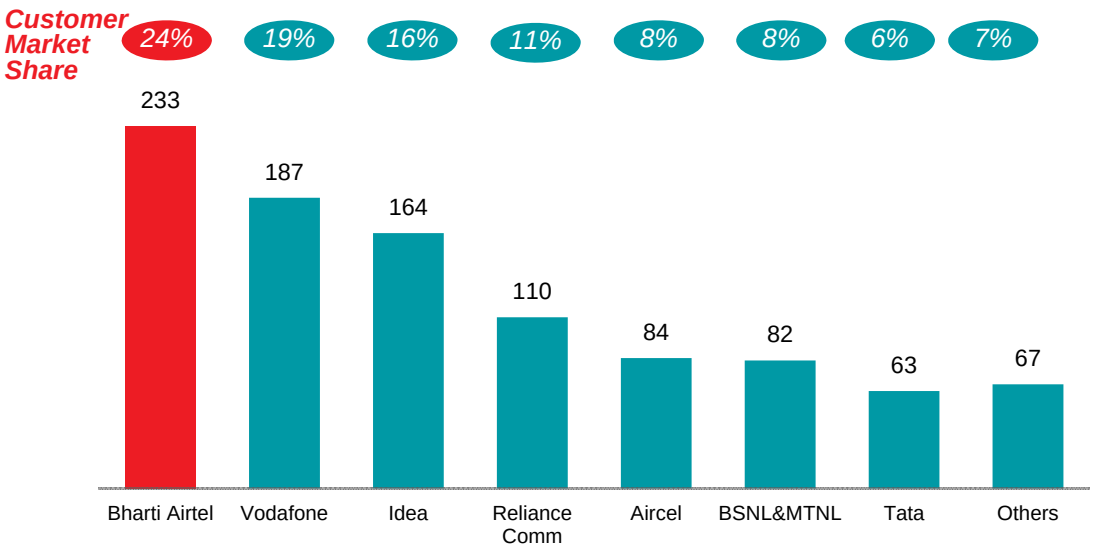
Notes:

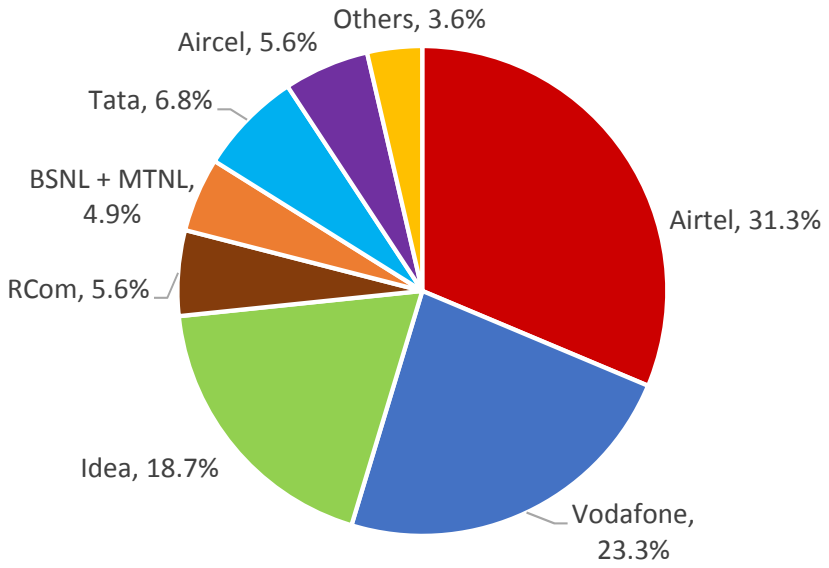
1. As of Mar 31, 2015
2. Based on proportionate equity subscriptions with data from Informa Telecoms and Media. In-country wireless operator refers to single country subscribers
3. TTM Revenue, as on Sep 30 2015
4. Combined population for the regions in which Airtel has a footprint
5. As measured by proportionate equity subscription in a single country, according to 2014 Informa Telecoms and Media

The Leading Indian Wireless Operator

24% Wireless Subscriber Market Share[1]

31.3% Wireless Revenue Market Share[2]





Airtel has leadership in 17 circles of the total 22 circles (rank 1 or 2) with average RMS of 36.7% in these circles

Source: TRAI

Notes:

1. As of Aug 31, 2015
2. For quarter ended Jun 30, 2015. Calculated on the basis of Gross Revenue for UASL + Mobile + CMTS licenses

Q2’16 HIGHLIGHTS

- **India**
  - Broad based revenue growth across mobile, DTH, enterprise segments
  - Industry leading net subscriber additions, incremental RMS
  - Mobile revenue up 12.3% YoY
  - Data volumes up 70%, Data ARPU up 28% YoY
  - Voice volumes grew 7% YoY

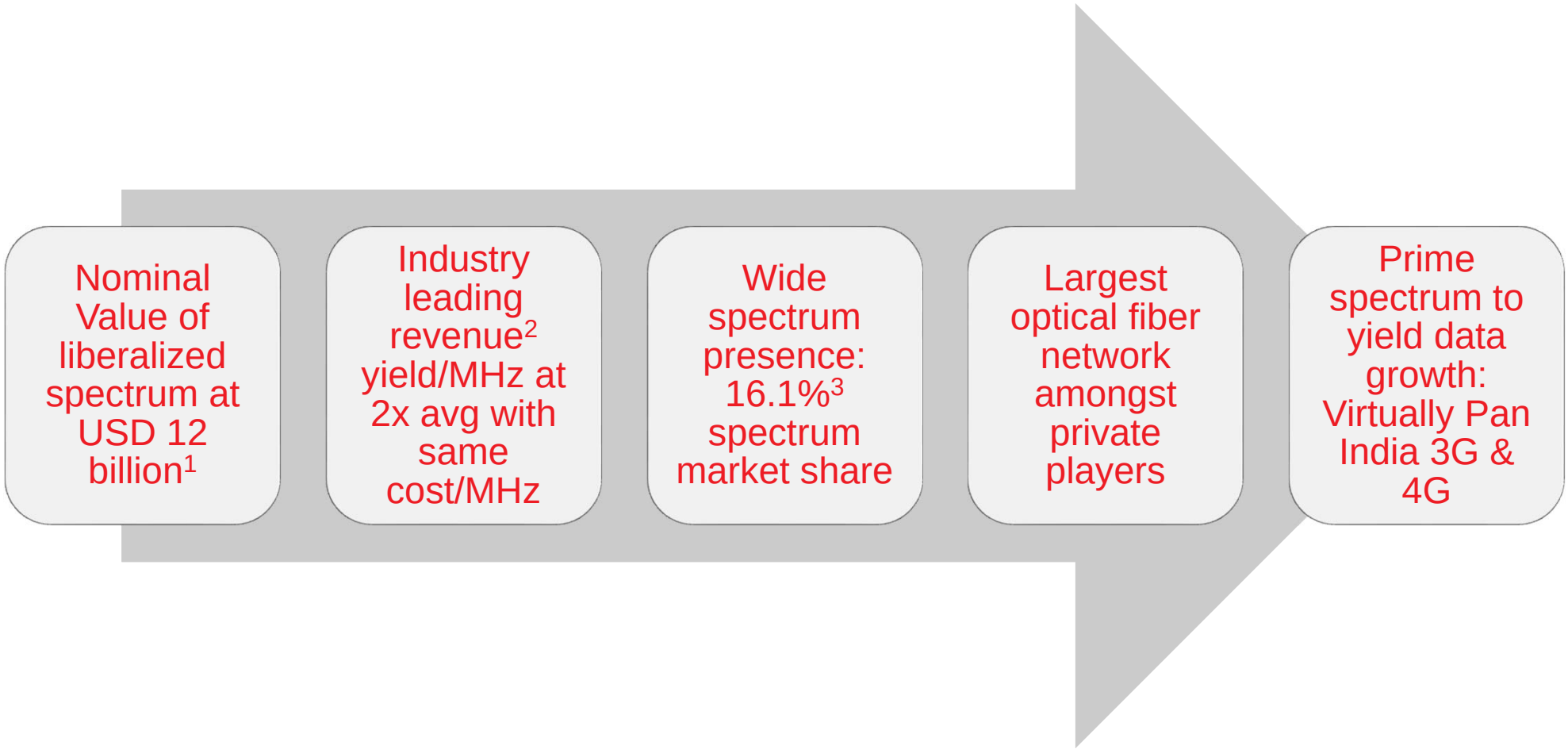
- **Africa**
  - Revenue growth[1] 5.1% YoY – highest over last 4 quarters
  - Data volumes up by 105% YoY, now 13.5% of mobile revenues
  - Voice volumes up 20% YoY
  - Airtel Money has 8.4 mn active customers, up 59% YoY, transacting over $1.25 bn / month
  - Churn down to 5.8% from 7% last year – focus on quality customers

- **Strong operating leverage**
  - EBITDA margin expansion[2] of 140 bps YoY
  - Net Income up[2] 42% YoY

Notes:
1. Adjusted for reduction in termination rates and Africa tower divestments.
2. TTM

INVESTMENTS, OPPORTUNITIES & RESULTS

India: Investments To Yield Results



Source:
1. Including Qualcomm licenses, excluding administered spectrum
2. Annualized 9M Revenues for FY15, Utilization based on 2G/3G spectrum
3. Ex 20 MHz BWA spectrum holding in 8 circles

India: Strong Spectrum Position

Bharti Airtel's Spectrum Position

Spectrum Band	Industry Spectrum (MHz)	Industry Spectrum ex BSNL/MTNL (MHz)	Spectrum held by Bharti (MHz)	Bharti spectrum Market Share ex BSNL/MTNL
900	439.6	295.2	116.4	39.4%
1800	955.3	877.3	177.1	20.2%
2100	535.0	425.0	100.0	23.5%
2300	660.0	440.0	80.0	18.2%

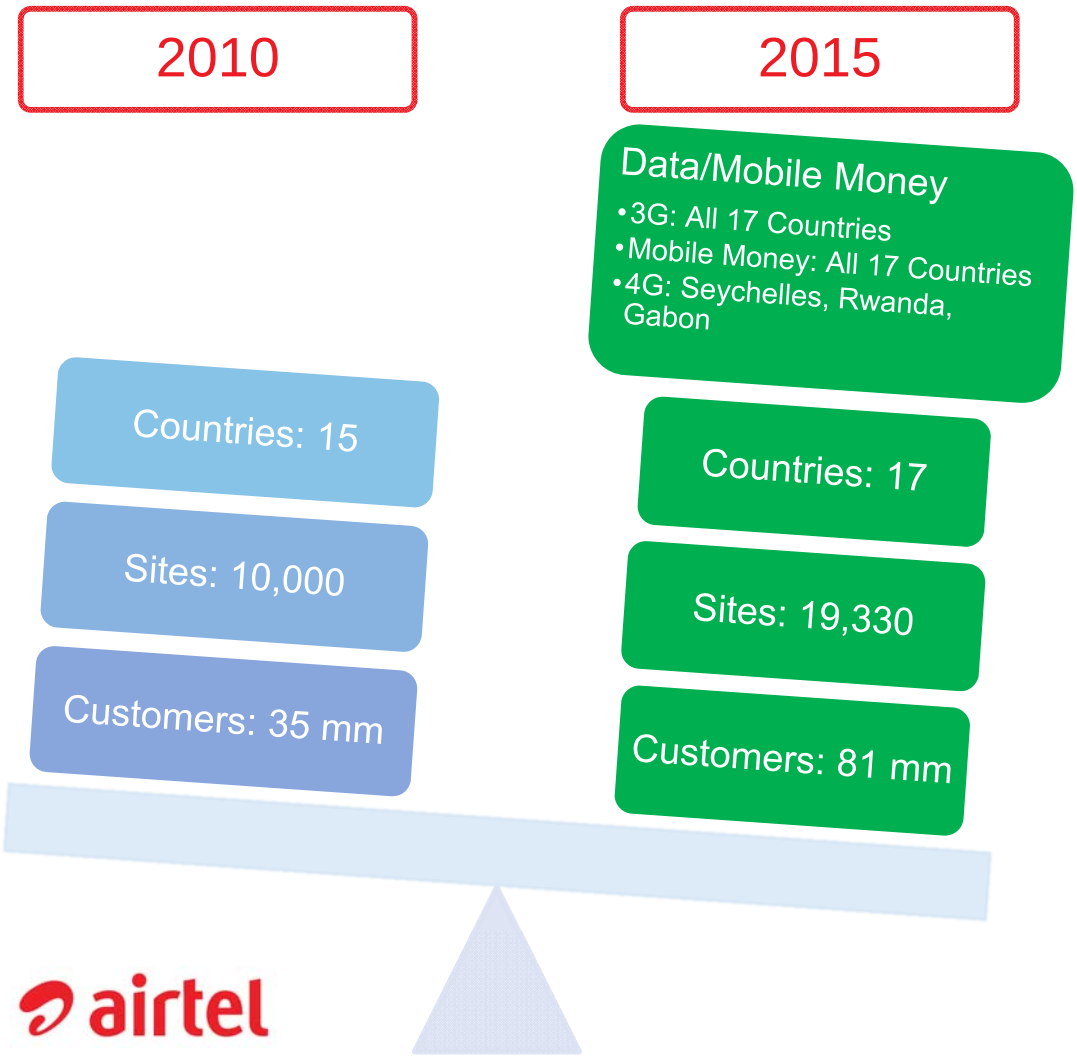
Spectrum Holdings

- ✓ Spectrum across 900/1800/2100/2300 bands, more or less fungible across technologies
- ✓ Hold 553.5 MHz (393.45 MHz paired & 160 MHz unpaired) spectrum
- ✓ During Mar'15 auctions, the company spent ~58% of the overall spend on acquiring growth spectrum
- ✓ Only operator with pan India 3G & 4G footprint - widest broadband footprint in India.
- ✓ Rolled out 3G and 4G services - with over 60,000 BTS of 3G across 21 out of 22 circles and 4G across 300+ cities

Bharti Airtel plans to leverage its existing network and superior spectrum position for data roll-outs

Source: TRAI, Department of Telecom, Company Filings

Africa: Invested for Growth



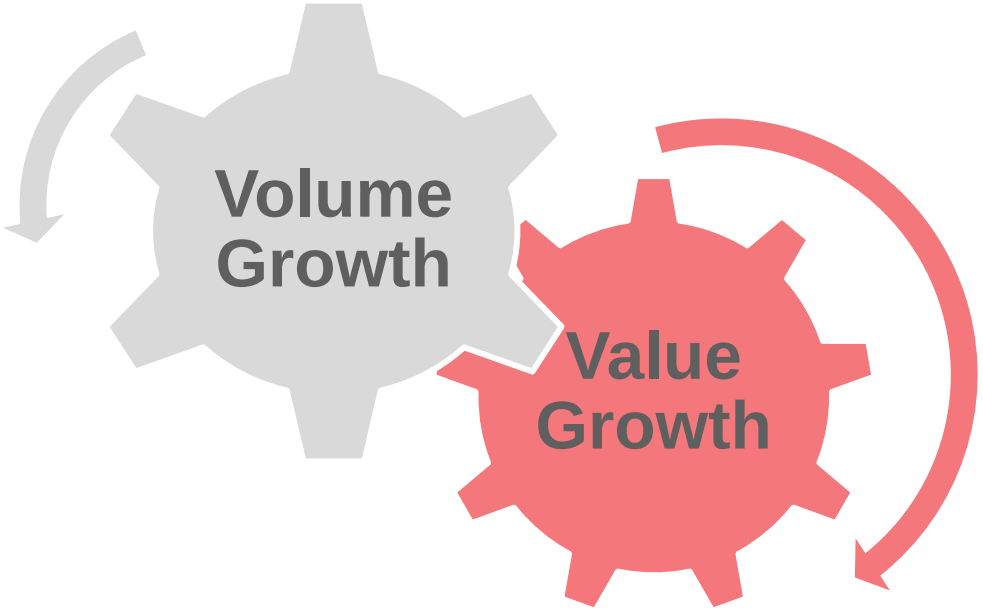
Market Position	Number of Countries
# 1	8
# 2	6
# 3	3

- ✓ Capex Investments till date: $ 4.6 bn
- ✓ Well funded out of EBITDA: $ 5.4 bn till date
- ✓ **Thus OFCF = $ 0.8 bn**

Further focus on business re-contouring

- ✓ Tower Sales in 9 countries
  - ✓ Already received: $1.7 bn
  - ✓ To be closed: $ 0.2 bn *(industry estimates)*
- ✓ Divestment of 4 countries to Orange: $ 1.2 - $ 1.5 bn *(industry estimates)*
- ✓ **Total proceeds: $3.1 - $ 3.4 bn**

India: Growth Lever: Voice Secularity



Strong net additions and volume growth

Carries over 1 trillion minutes

Secular Volume growth Y-o-Y

Significant gap between realized and rack rates

1 paisa upside adds over $200 mn to top line

Significant headroom for value as well as volume upside on a secular basis

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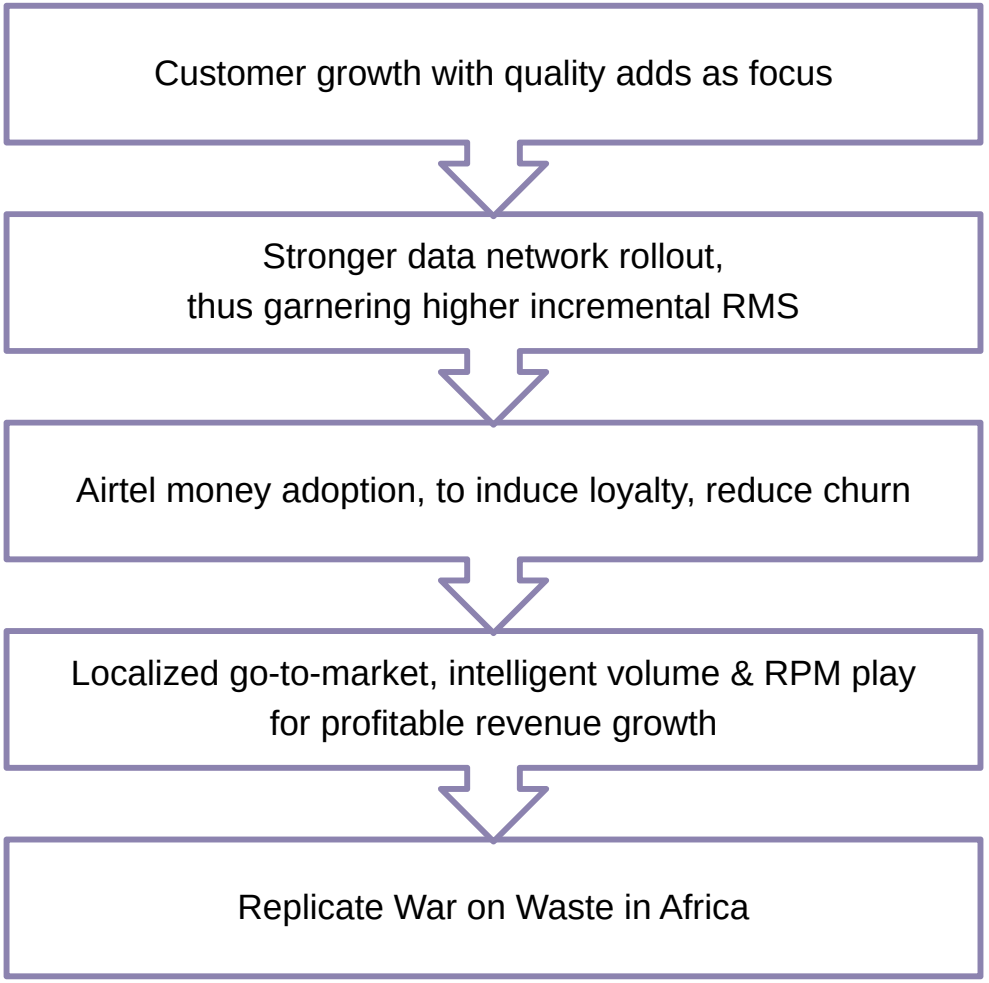
Africa: Opportunity and Strategic Pillars

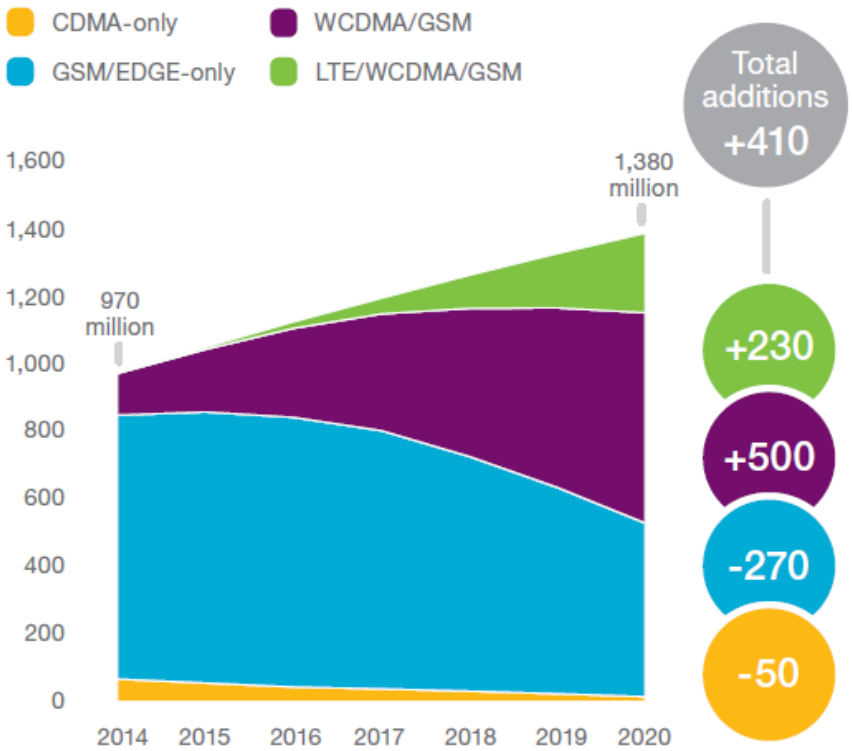
Mobile Penetration(%)	Number of Countries
< 60%	8
60% - 90%	6
> 90%	3

- ✓ Mobile devices are the main means with which ~80% of users in sub-Saharan Africa access the internet
- ✓ Data growth driven by demographics (19.4 years - median projected age in 2020) and smartphone penetration (~7.5%)

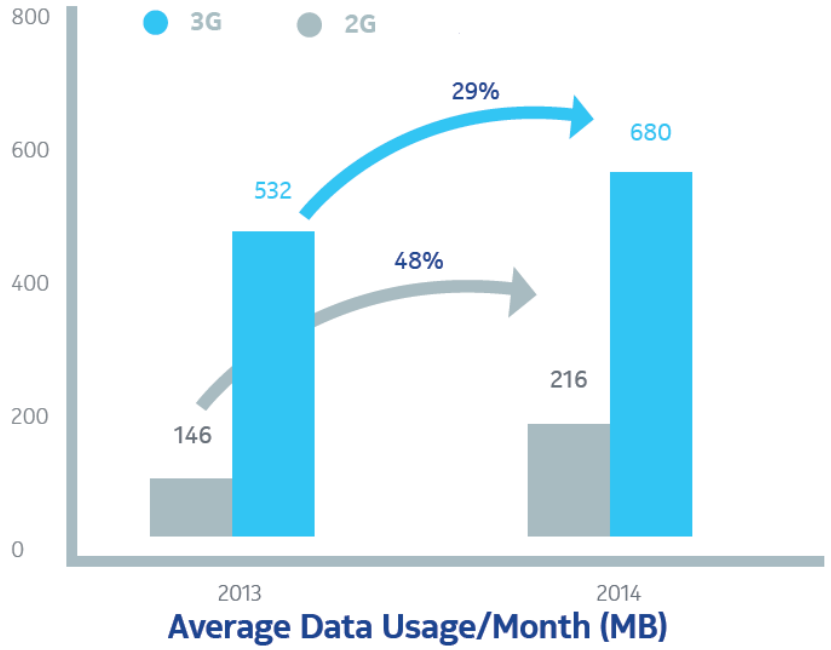


Major Momentum for Data Growth

Mobile Subscriptions, India (million) [1]



Driving 2G to 3G Growth [2]



India is expected to have one of the fastest growth rates in the data segment driven by low cost mobile handsets and new technologies (3G/4G)

Notes:

1. Ericsson Mobility Report 2015
2. Nokia MBiT 2015

4G Services Launched

Key to tap into the data opportunity

Launched in 334 cities in India on mobiles, mifi, dongles, home wifis

4G launch Africa in the Seychelles, Gabon, Rwanda

Unmatched value and seamless customer experience

- 4G at 3G prices
- Infinity plans: offer unlimited voice on mobile along with data
- Flexpage: automated platform allows users to track data usage

Innovative alliances

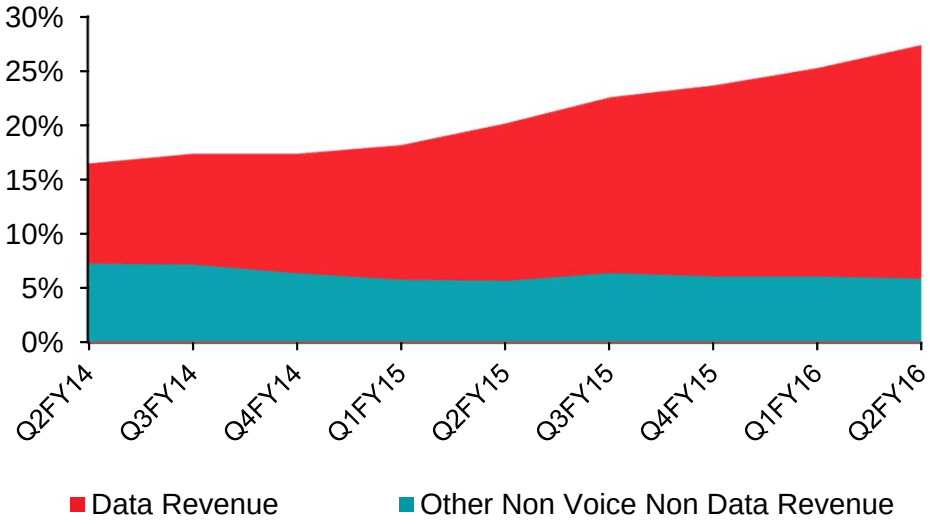
- Unique alliances with Flipkart and Samsung
- Quick transition to Airtel 4G: SIM swap/home delivery of Airtel SIM

Mega Airtel 4G brand campaign

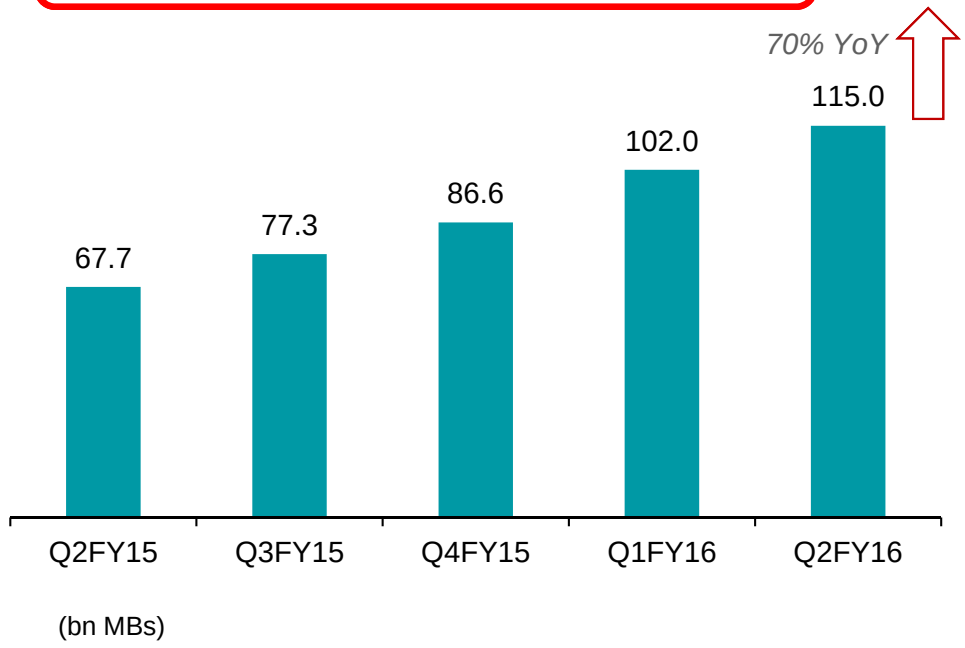
- Airtel Challenge
- Demonstrates superior internet experience

India: Significant Upside From 'Data'

Bharti Airtel's Non Voice Revenues as a % of Mobile Revenues [1]



Strong Volume Growth



Annualized data revenues have surpassed USD 1.8 billion

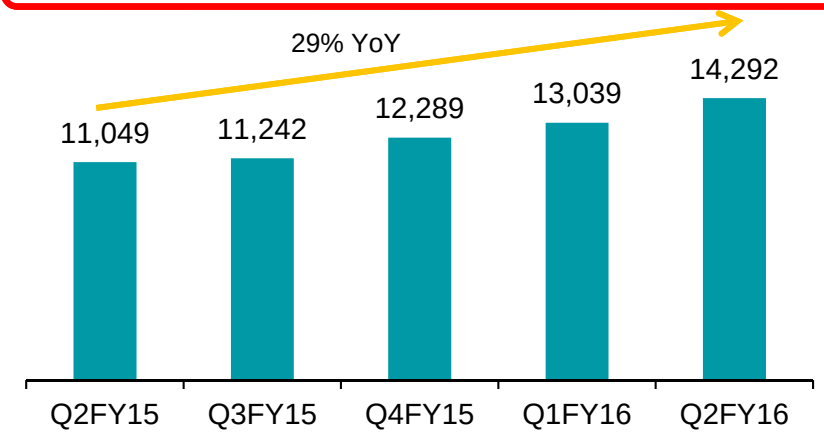
Source: Company filings

Note:

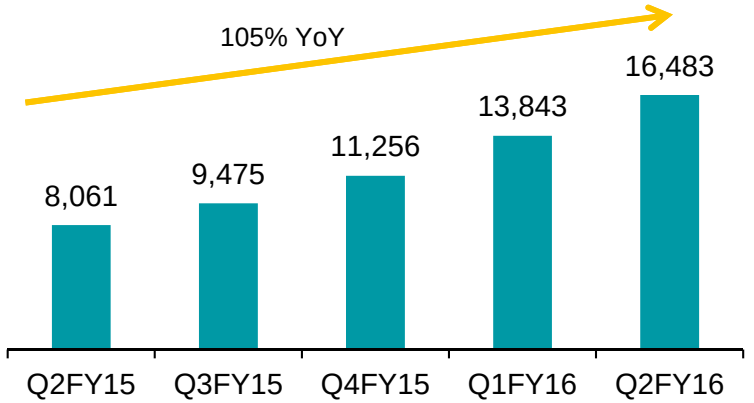
1. For Mobile Services India

Africa: Data and Mobile Money Are The Stars

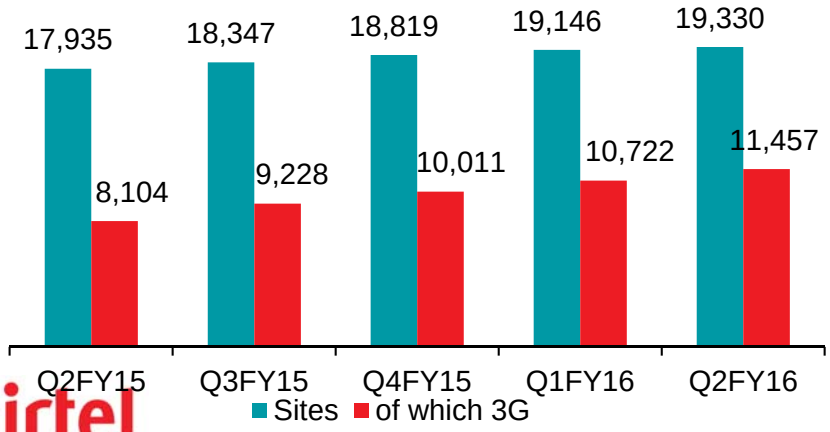
Data Customer Base ('000s)



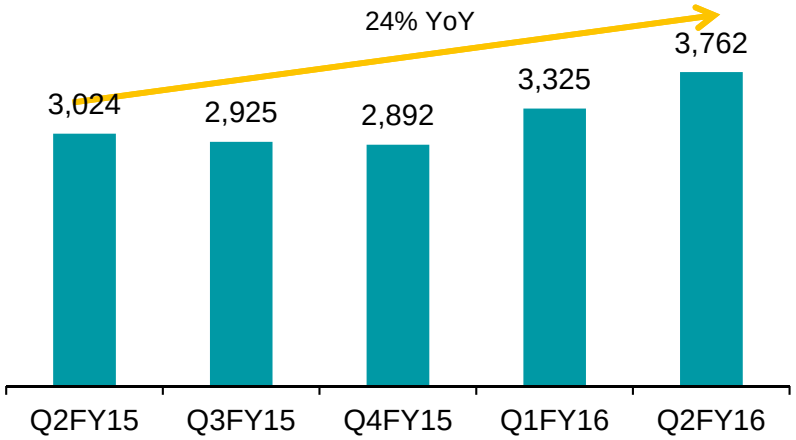
Volumes up 105% YoY (Mn MBs)



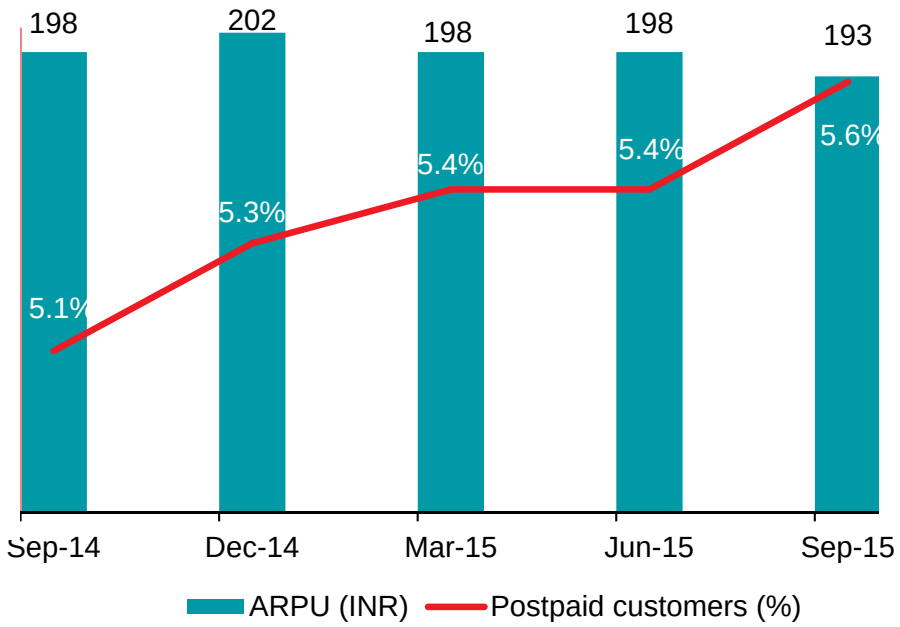
3G sites up 41% YoY [1]



Mobile Money: Transactions Value (USD mn)



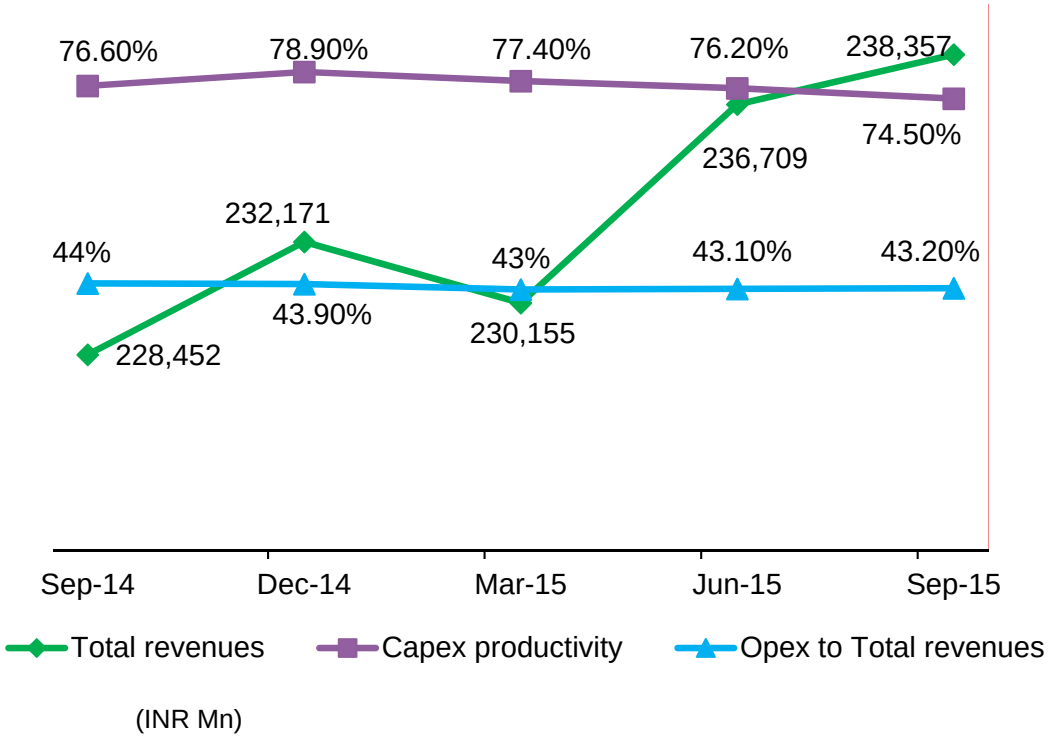
India: Increasing High Value Customers



- Postpaid Myplan for customers and enterprise
- Extended Myplan for prepaid customers
- Expand company owned retail stores
- Strengthen DTH & Enterprise businesses

Postpaid subscriber base inching up

Focus On Efficient Utilization Of Opex/Capex



Capex Outflow	1H'16 (mn)	Guidance (bn)
India & SA	$1,093	$2.4 - $2.6
Africa	$312	$0.7 - $0.8

- Invested for growth -> yielding results
- Passive Infrastructure sharing
- Divestment of towers in Africa underway

Increasing Operating and Capital expenditure productivity

Driving increased Profitability

- 190 bps expansion in EBIT margins YoY
- Incremental EBITDA margins at 67.6% YoY
- Scale and Profitability across diversified segments
  - Among Top 3 in every non-mobile segment (TowerCo, DTH, Telemedia, B2B)
  - 37% of consolidated EBITDA comes from businesses other than India mobility
- Robust growth in Indian non-mobility businesses – 19% YoY in Airtel Business and 22.6% in Digital TV
- Non wireless segments contribute 22% to operating profit (1H FY16)
- Africa showing early signs of growth with bulk operating investments already in place – monetization to catalyze transition to FCF neutrality

STRONG CORPORATE PROFILE

Diversified debt profile; focus on deleveraging

Over last 3 years:

- *Leverage:* Net Debt to EBITDA down from 3x to 2x
- *Average Maturity:* Average tenors pushed out from 2 years to 6 years
- *Diversified debt mix*: 100% bank to a mix of bonds, bank, ECA and DoT debt
- *Currency diversification:* 75% USD to a mix of USD (43%), INR (34%), EUR (14%), Rest (8%)
- *Interest:* 100% floating to a balanced mix of fixed and floating

Strategic initiatives undertaken include Airtel QIP, Infratel IPO & further sell down
Deleveraging in Africa via tower sales and divestment of 4 countries to Orange

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Highest Standards of Corporate Governance

- Credit Rating and Information Services of India (“CRISIL”) has assigned its Governance and Value Creation rating “CRISIL GVC Level 1” to the corporate governance and value creation practices of Bharti Airtel
- Quarterly financials audited on IFRS, IGAAP basis
- IG rating from 3 International Rating Agencies
- Diversified Board – 50% independent directors
- SingTel representatives on the Board of the company
- One of only 3 listed companies in India to score 100% on a Composite Disclosure Index (FTI Consulting Inc.)

THANK YOU

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