



August 30, 2022

**National Stock Exchange of India Limited**

Exchange Plaza, C-1 Block G  
Bandra Kurla Complex, Bandra (E)  
Mumbai – 400051, India  
**Symbol:** BHARTIARTL/ AIRTELPP

**BSE Limited**

Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai – 400001, India  
**Scrip Code:** 532454/ 890157

**Sub: Schedule of Analyst / Institutional Investor Meeting**

Dear Sir/ Ma'am,

We wish to inform you that the Company will participate in investor event as given below:

Date of Attendance	Name of Event	Location
August 31, 2022	Singtel Investor Day 2022	Singapore

The presentation to be used in the investor event is enclosed.

The schedule of the abovementioned event is subject to change and the change may occur due to exigencies on the part of Investor / Company.

Kindly take the same on record.

Thanking you,  
Sincerely Yours,

**For Bharti Airtel Limited**



**Rohit Krishan Puri**

**Dy. Company Secretary & Compliance Officer**

**Bharti Airtel Limited**  
(a Bharti Enterprise)

Regd. Office: Airtel Center, Plot No. 16, Udyog Vihar, Phase-IV, Gurugram – 122015, India  
Corporate Office: Bharti Crescent, 1, Nelson Mandela Road, Vasant Kunj, Phase II, New Delhi - 110 070, India  
T.: +91-124-4222222, F.: +91-124-4248063, Email id: compliance.officer@bharti.in, [www.airtel.com](http://www.airtel.com)  
CIN: L74899HR1995PLC095967



Singtel Investor Day  
August 2022

# Who are we?



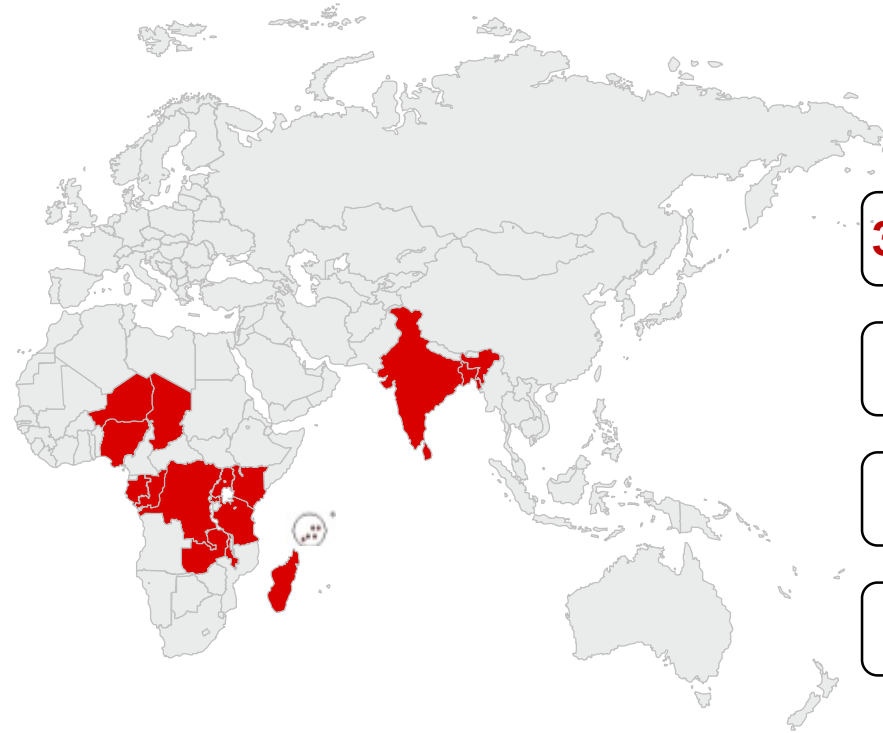
## International

**14** countries in Africa, **2** in South Asia

**188 Mn+** Customers

**2.2 Mn+** Retail Touch points in Africa

**\$75 Bn+** Airtel Money<sup>#</sup> Transaction Value



## India

**327 Mn+** Mobile Customers, **22 Mn+** Homes

**185 Mn+** MAUs on Digital Assets

**3500+** Enterprises, **1 Mn+** offices

**~\$22 Bn** GMV of Airtel Payments Bank

International includes Airtel Africa, Sri Lanka, JV in Bangladesh  
Customer data as per Q1FY23 published results; Bangladesh customer data as of 31<sup>st</sup> March 2022  
# Airtel Money for Airtel Africa only; Q1FY23 annualized  
Exchange rate of 1 USD = INR 79 assumed for Airtel Payments Bank GMV value; Q1FY23 annualized figure

# Who are we?



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## Q1FY23 Annualised\*

Revenue (USD Bn) 16.6

EBITDA Margin 50.6%

Net Debt/EBITDA 2.52

Operating Cash (USD Bn) 5.2

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# Who are we?

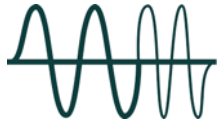
Massive amount of capital investments globally



**277.5K** Towers



**12** Data Centers and **120+** Edge DCs



**~USD 21 Bn** of Spectrum Investment\*



**7** Sub Marine Cables



**426K+** RKms of Domestic Fiber



**365K+** RKms Global Fiber Network

Towers for India, SA & Africa

Domestic Fibre for India (as of June 2022) & Africa (as of March 2022)

\*Spectrum Investments for India; 1 USD = 79 INR  
Global Fiber Network includes IRU

# Who are we?

Assets that can be monetized to lighten the balance sheet



Indus Towers: Largest TowerCo in India



**1.8L+** Towers | **\$7.1B** Mcap | **47.95%** Stake

Fiber Assets: 426K+ RKms of Fiber



Nxtra: Largest Data Center network in India



Already valued at **\$1.2B** | **75%** Stake

ROBI Axiata: 2<sup>nd</sup> largest operator in Bangladesh



Stake valued at **~\$0.5B**<sup>#</sup>

Indus – Based on Q1FY23 published financials and as of 30<sup>th</sup> June 2022 (1 USD = 79 INR)  
Nxtra - Based on post money enterprise valuation after Carlyle stake sale

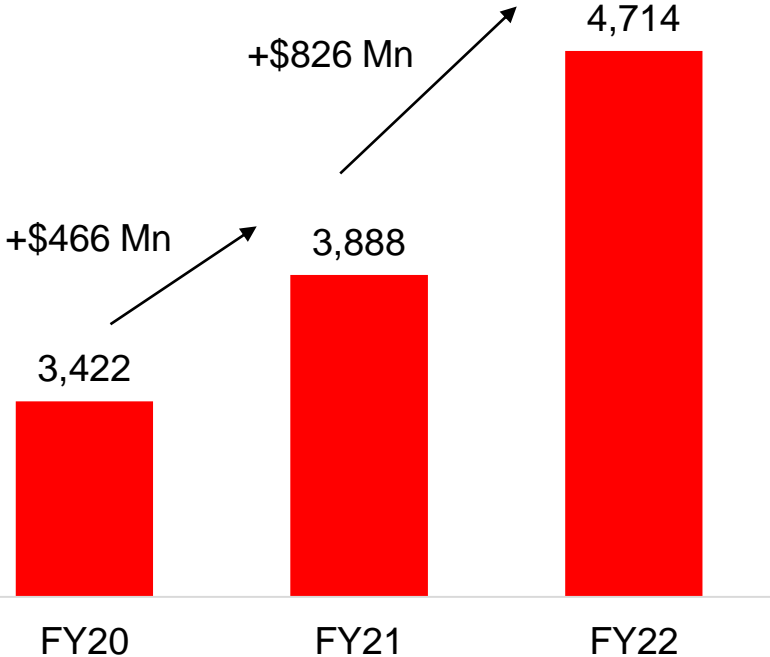
Fiber Assets are Domestic Fibre for India (as of June 2022) & Africa (as of March 2022)

<sup>#</sup>Value of Airtel's stake in Robi, Stock price 30.1 BDT; USD BDT 92

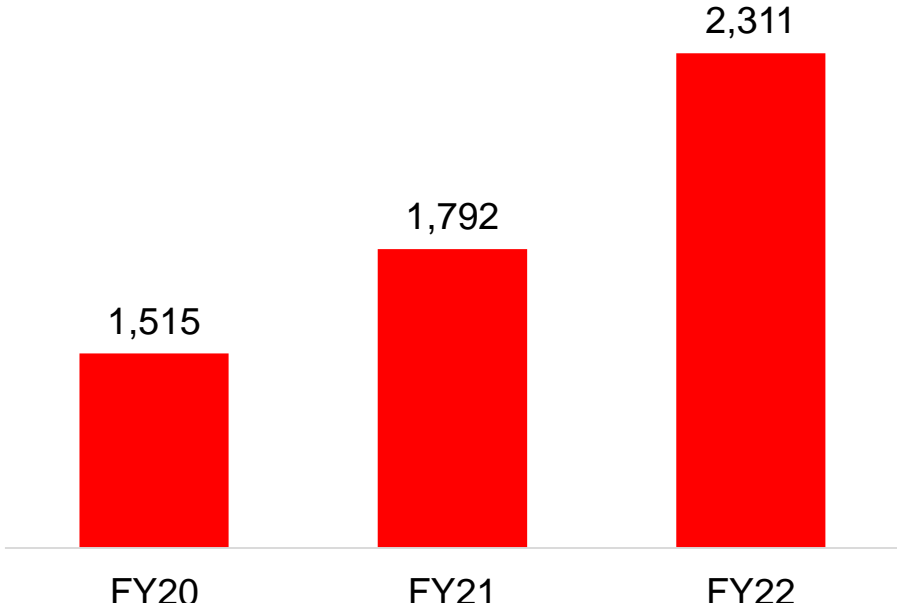
# Airtel Africa performance in the recent past



Total Revenue (\$ USD Mn)



EBITDA (\$ USD Mn)



EBITDA %: 44.3%      46.1%      49.0%

**#1 / #2**  
in 13/14 markets\*

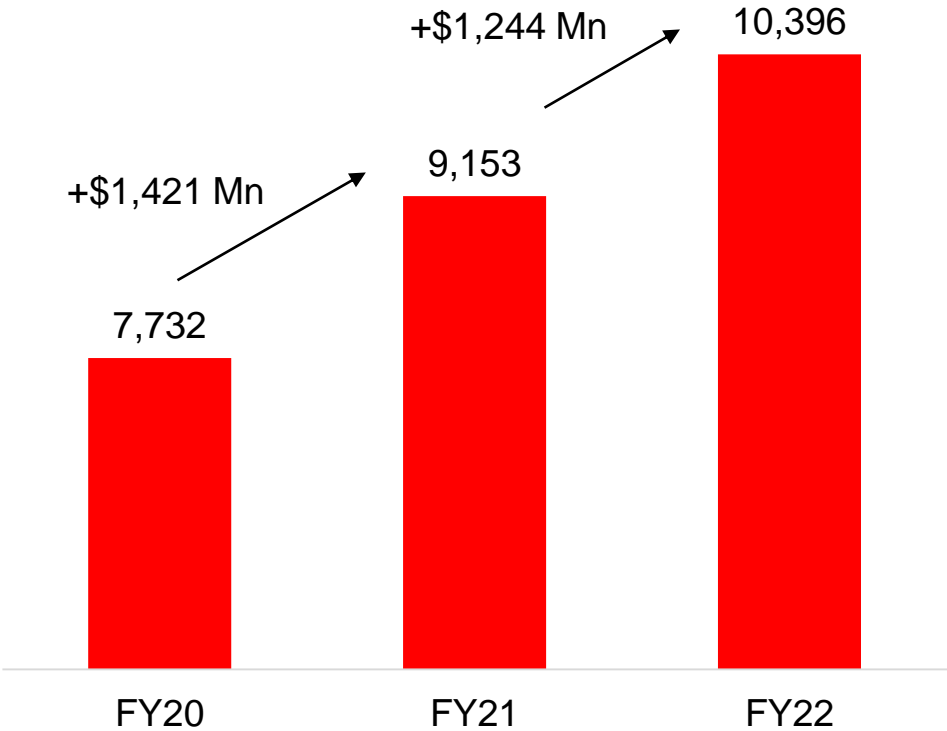
Financials are basis reported currency published results

\*Based on customer market share

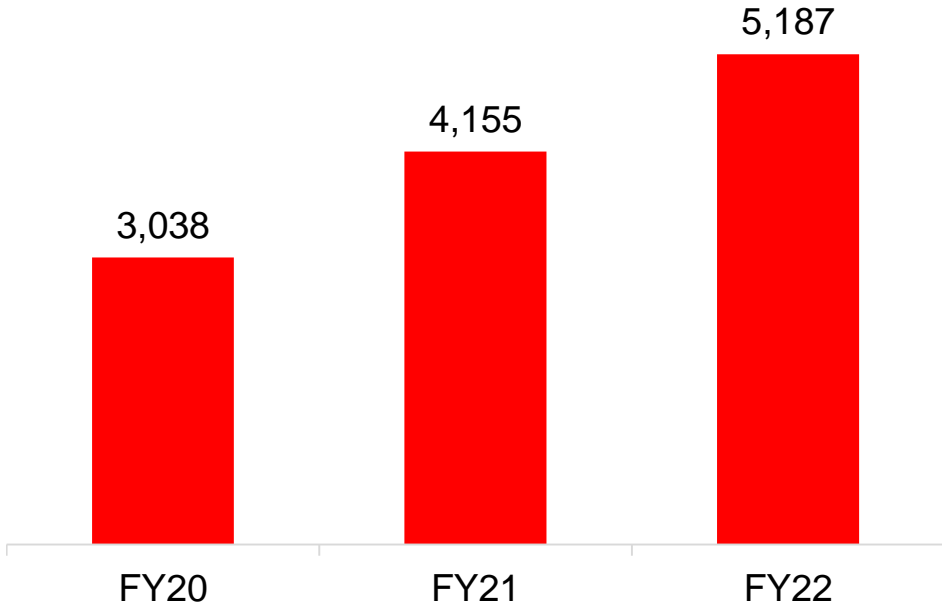
# Airtel India performance in the recent past



Total Revenue (\$ USD Mn)



EBITDA (\$ USD Mn)



EBITDA %: 39.3 %      45.4%      49.9%

1 USD = 79 INR  
Financials are for India, as per quarterly reporting



# Airtel India performance in the recent past



## Mobile India

**~36%** lifetime high revenue market share

**#1** Postpaid



Revenue market share as per TRAI AGR+NLD

## Airtel Business (B2B)

**~32%** lifetime high market share

**#1** B2B player in India

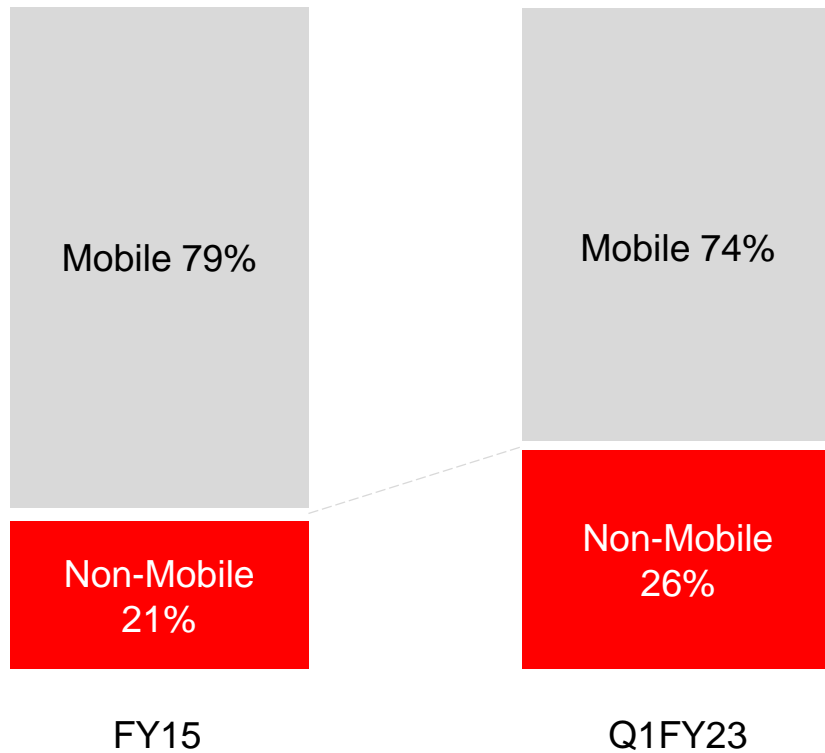


Market share as per F&S for enterprise data connectivity

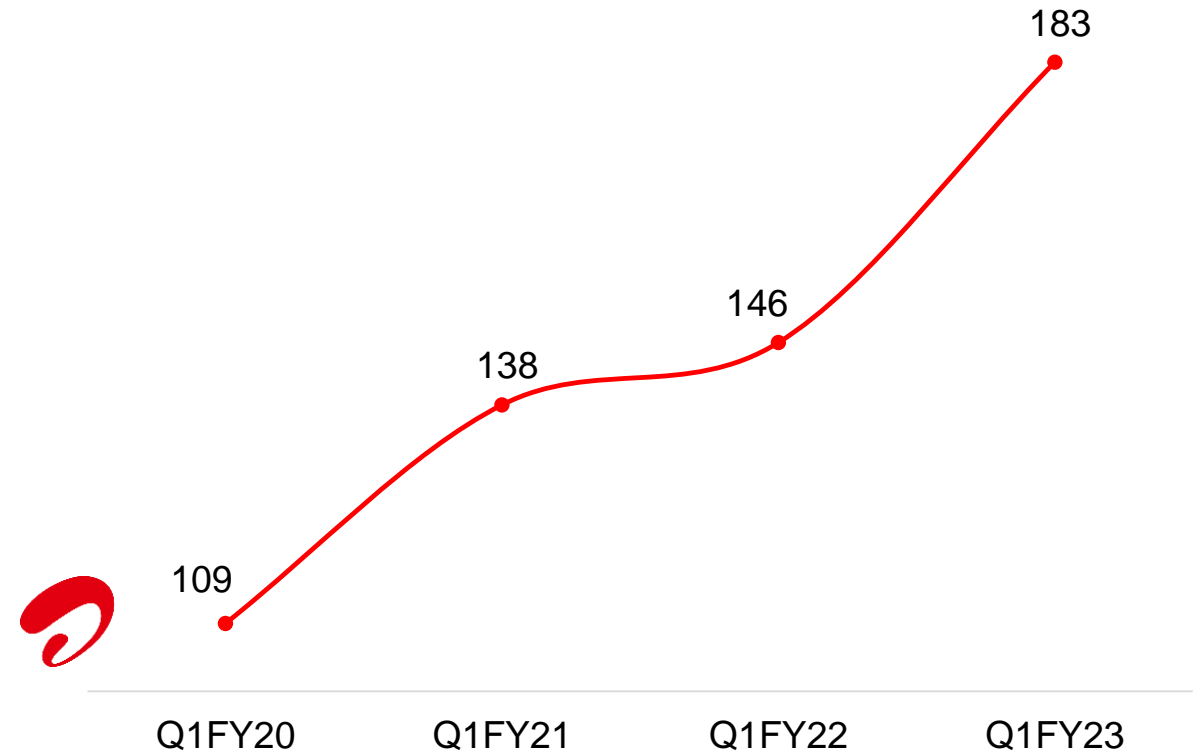
# Relentless focus on best quality customers



## Increasingly diversified portfolio



## Highest industry ARPU (Rs) : ~68% gain in last 3 years

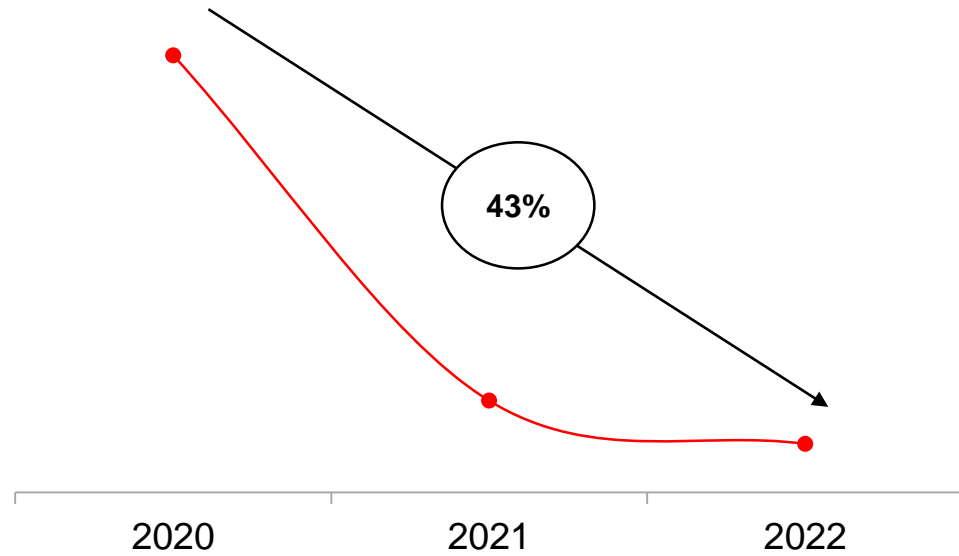


ARPU (Rs INR) for Airtel Is recasted for termination revenue which have been reduced to 0 from Q4FY21

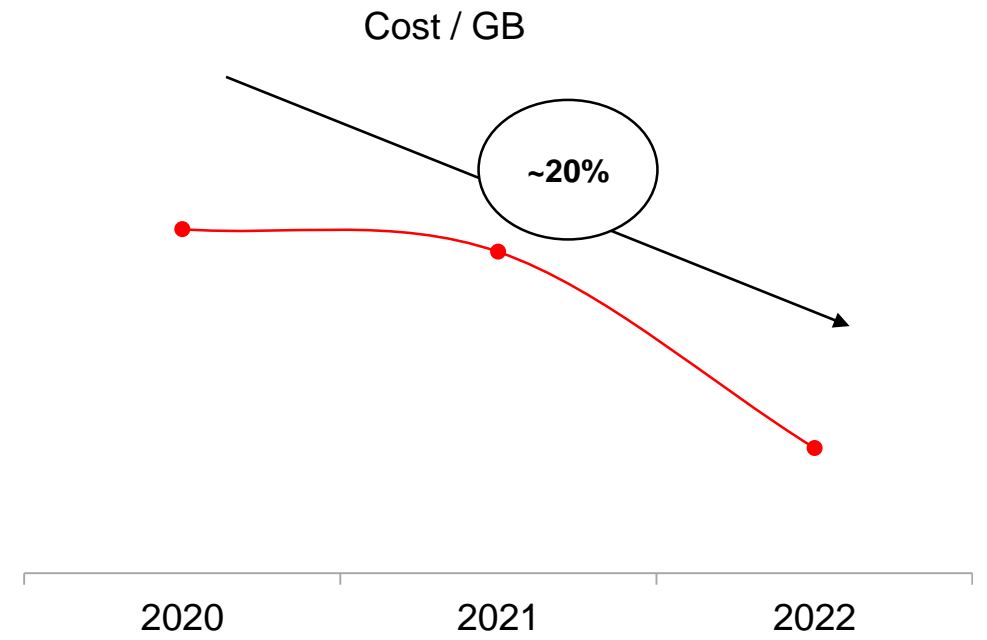
# Driven by obsession with experience



43% reduction in Non-Network Complaints



Delivered at the least cost



# All done with a frugal mindset

## Rigorous measurement



SITE LEVEL  
MONITORING



STRINGENT INVESTMENT  
MONITORING



CONTROLS AND  
COMPLIANCE



STRICT ADHERENCE TO  
REGULATIONS

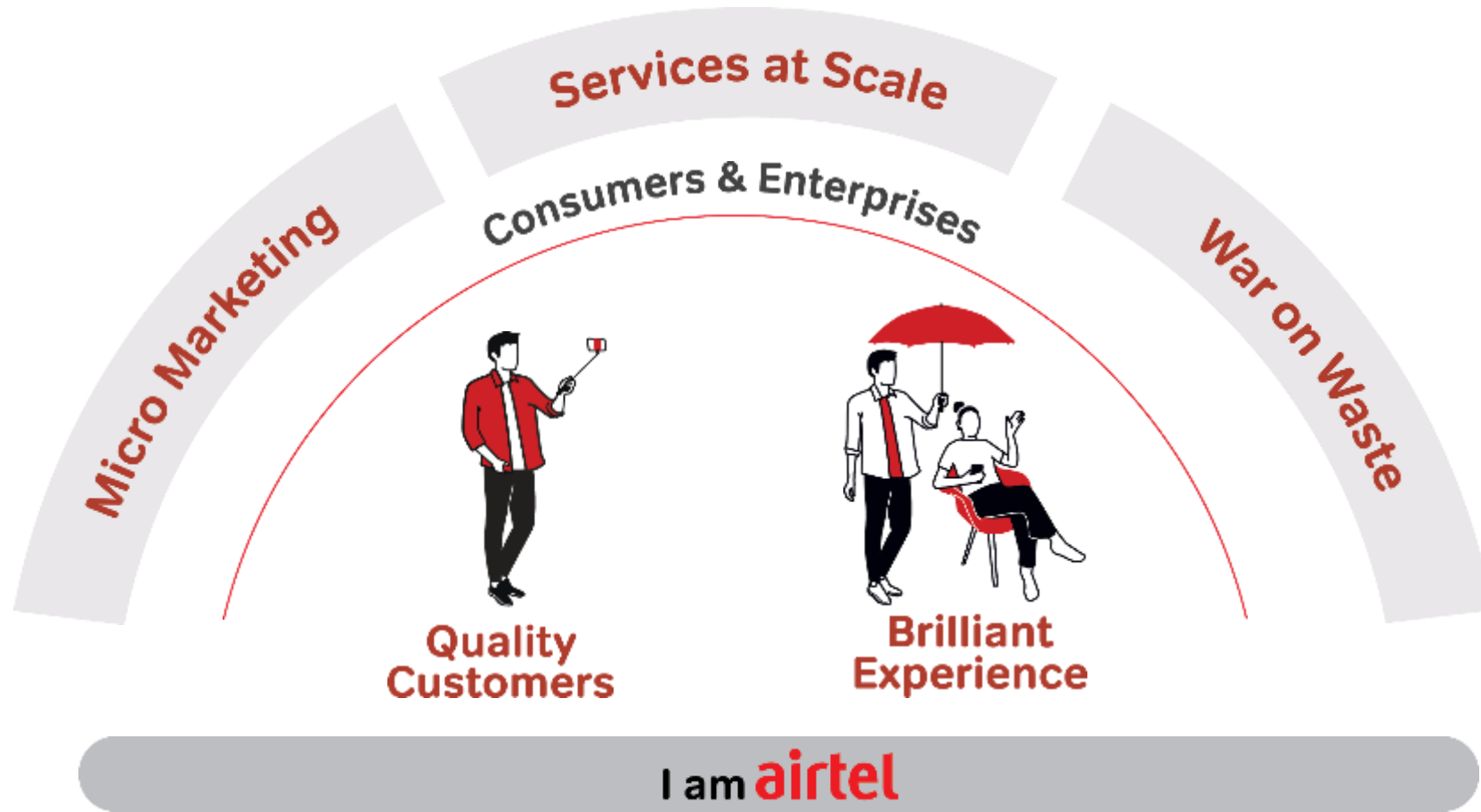
## Waste elimination



Sweat assets, drive synergies, digitize processes

**Stripped 1.5B\$ of waste**  
in last 5 years

# Our strategy





Thank you