



November 11, 2016

National Stock Exchange of India Limited  
Exchange Plaza, C-1 Block G  
Bandra Kurla Complex, Bandra (E)  
Mumbai – 400051  
Email ID: [cmlist@nse.co.in](mailto:cmlist@nse.co.in)

BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai – 400001  
Email ID: [corp.relations@bseindia.com](mailto:corp.relations@bseindia.com)

**Ref: Bharti Infratel Limited (534816 / INFRATEL)**

**Sub: Investor Presentation**

Dear Sir/ Madam,

Pursuant to Regulation 30 and 46 of SEBI (Listing Obligations and Disclosure Requirement) Regulations, 2015, please find enclosed the presentation made by the Company to the investors at the following conferences:

Name	Date	Venue
Axis India Conference	November 11, 2016	Mumbai
CLSA India Forum	November 14, 2016	Gurgaon

Kindly take the same on record.

Thanking you,

Sincerely Yours

**For Bharti Infratel Limited**

**Shweta Girotra**  
Company Secretary



Encl: As above



## Investor Presentation

November 2016

# Disclaimer



By attending the meeting where this presentation is made, or by reading the presentation materials, you agree to be bound by the following limitations:

The information in this presentation has been prepared by Bharti Infratel Limited (the "Company") for use in presentations by the Company at investor meetings and does not constitute a recommendation regarding the securities of the Company.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information, or opinions contained herein. Neither the Company nor any of its advisors or representatives shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. Neither the Company nor any of its advisors or representatives is under any obligation to update or keep current the information contained herein.

The information communicated in this presentation contains certain statements that are or may be forward looking. These statements typically contain words such as "will", "expects" and "anticipates" and words of similar import. By their nature forward looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. Any investment in securities issued by the Company will also involve certain risks. There may be additional material risks that are currently not considered to be material or of which the Company and its advisors or representatives are unaware. Against the background of these uncertainties, readers should not unduly rely on these forward-looking statements. The Company, its advisors and representatives assume no responsibility to update forward-looking statements or to adapt them to future events or developments.

This presentation has been prepared for informational purposes only. This presentation does not constitute a prospectus under the (Indian) Companies Act, 1956 and will not be registered with any registrar of companies. Furthermore, this presentation is not and should not be construed as an offer or a solicitation of an offer to buy securities for sale in the India.

This presentation and the information contained herein does not constitute or form part of any offer for sale or subscription of or solicitation or invitation of any offer to buy or subscribe for any securities of the Company, nor should it or any part of it form the basis of, or be relied on in connection with, any contract or commitment whatsoever. The securities of the Company have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"), and may not be offered, sold or delivered within the United States or to U.S. persons absent from registration under or an applicable exemption from the registration requirements of the United States securities laws. This presentation and the information contained herein is being furnished to you solely for your information and may not be reproduced or redistributed to any other person, in whole or in part. In particular, neither the information contained in this presentation nor any copy hereof may be, directly or indirectly, taken or transmitted into or distributed in the U.S., Canada, Australia, Japan or any other jurisdiction which prohibits the same except in compliance with applicable securities laws. Any failure to comply with this restriction may constitute a violation of the United States or other national securities laws. No money, securities or other consideration is being solicited, and, if sent in response to this presentation or the information contained herein, will not be accepted.

By reviewing this presentation, you are deemed to have represented and agreed that you and any person you represent are either (a) a qualified institutional buyer (within the meaning of Regulation 144A under the Securities Act) and a qualified purchaser (within the meaning of the U.S. Investment Company Act of 1940, as amended), or (b) not a U.S. person (as defined in Regulation S under the Securities Act) and are outside of the United States and not acting for the account or benefit of a U.S. person.



**Company Overview**

**Industry Overview**

**Business Model Strengths**

**In Summary**



# Company Overview

# Bharti Infratel – Who We Are?



A Leading Tower Infrastructure Operator

Pan India Presence across all 22 Telecommunications Circles

Indus Towers – JV between Bharti Infratel, Vodafone and Aditya Birla Telecom

Top 3 Operators – Anchor Customers & Relationships with all other Operators

Marquee promoter and investors

# Performance at a Glance



**89,791 towers and 198,795 co-locations<sup>(1)</sup>**  
**38,832 towers of Bharti Infratel and 50,959 towers from 42% stake in Indus<sup>(1)</sup>**

FY16 Consolidated Revenue of **US\$1,861m**  
 Q2 FY17 Consolidated Revenue of **US\$494m**

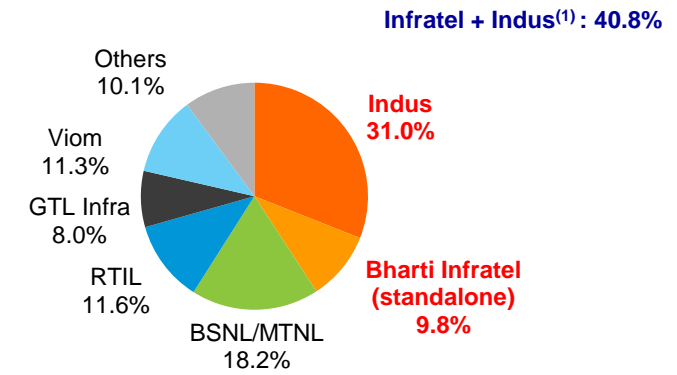
FY16 Consolidated EBITDA of **US\$822m<sup>(2)</sup>** and Q2 FY17 Consolidated EBITDA of **US\$218m**  
 FY16 EBITDA Margin<sup>(3)</sup> of **44.2%** and Q2 FY17 EBITDA Margin of **44.2%**

FY16 Profit after Tax of **US\$339m** and Q2 FY17 Profit after Tax of **US\$116m**  
 FY16 Profit Margin of **18.2%<sup>(4)</sup>** and Q2 FY17 Profit Margin of **23.5%**

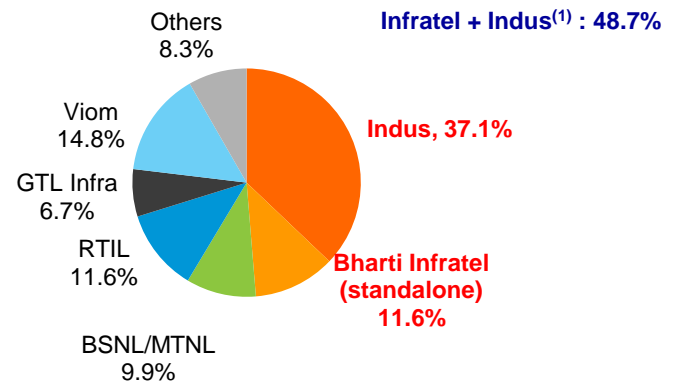
Q2 FY17 Net Cash of **US\$781Mn**

FY16 Consolidated Operating free cash flow<sup>(5)</sup> of **US\$496m** and Q2 FY17 consolidated Operating free cash flow of **US\$140m**

## Market share in terms of installed tower base, FY15



## Market share in terms of co-locations, FY15



Source for Market Share: Deloitte, June 2015

Exchange Rate Used for FY16: US\$1 = 66.25 as on 31<sup>st</sup> March, 2016, Q2FY17: US\$1 = 66.58 as on 30<sup>th</sup> Sept 2016

Note: Financials for Bharti Infratel for year ending March 31, 2016 and quarter ending Sept 30, 2016

(1) As of Sept 30, 2016

(2) Includes pass through costs

(3) EBITDA for Bharti Infratel has been calculated excluding Other Income

(4) Profit margin calculated as PAT divided by Rental Revenue & pass through costs

(5) Calculated as EBITDA less Capex

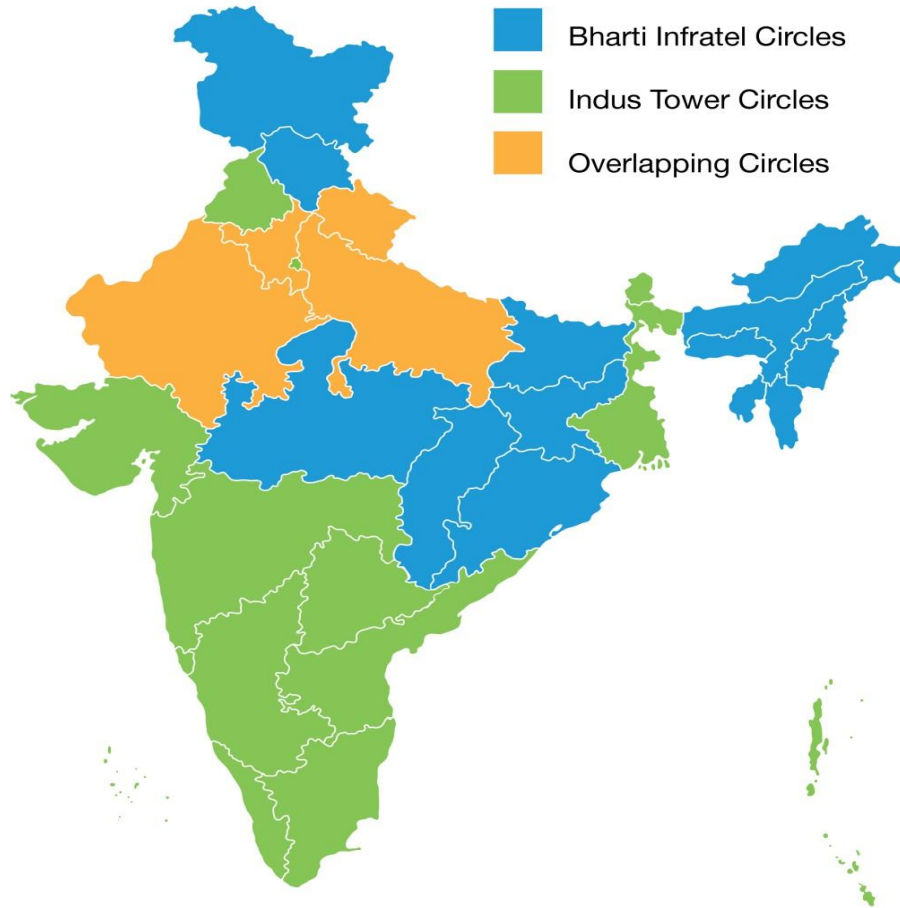
(6) Based on proforma consolidated financials as per proportionate consolidation method as per IND AS

# Pan India Footprint : Leading Positions Across India



## Pan India presence

- Opportunities for voice growth in rural areas given rural penetration of 51.37%<sup>(1)</sup>
- 3G/4G services to drive data consumption
- Given inadequate wire-line infrastructure, wireless services expected to cater to new demand



	Bharti Infratel Circles	Indus Towers Circles	Overlapping Circles
<b>No of Circles</b>	7	11	4
<b>No. of Operators</b>	6 - 9	7- 10	8 - 10
<b>No. of Subs. (m) <sup>(2)</sup></b>	220	604	235
<b>Teledensity (%) <sup>(2)</sup></b>	73.9%	109.0%	73.4%

In the computation of wireless teledensity, following assumptions have been made:

A. Since only UP state teledensity was available, it was assumed to be the same between UP(E) and UP(W); B. Since teledensity was reported for West Bengal including Kolkata, the same teledensity was assumed for both circles; C. Since teledensity was reported for Maharashtra including Mumbai, the same teledensity was assumed for both circles ; D. Delhi includes Ghaziabad, Noida, Gurgaon and Faridabad ; E. Operator refers to wireless operators providing service as of 31 Mar 2016 ;

F. No. of SIMs refers to wireless subscribers

(1) Source: Wireless Penetration as per TRAI as of March 31, 2016

(2) Source: TRAI as of March 31, 2016



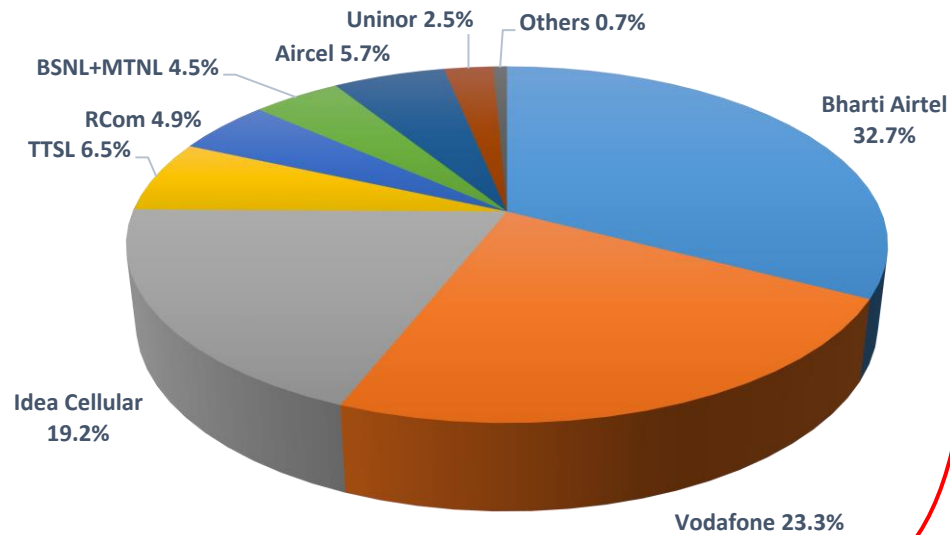


# Industry Overview



## Market Concentrated in Hands of Select Players

The Indian market is dominated by the top 3 operators: BIL's Anchor Tenants



**Anchor tenants : 75.2% RMS**

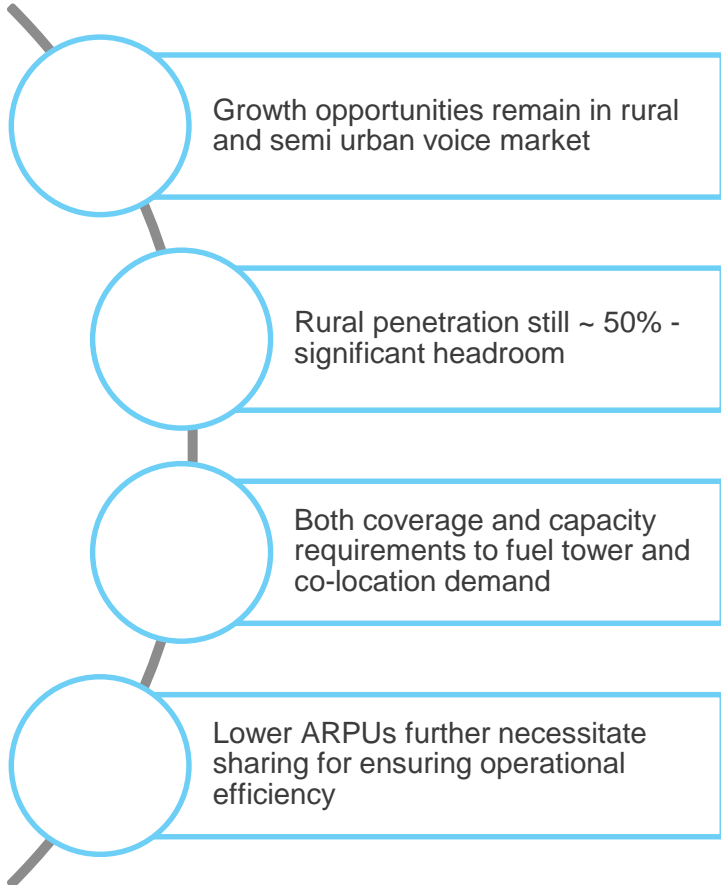
Non-discriminatory nature

RoFRs from Anchor Operators

All operators are customers

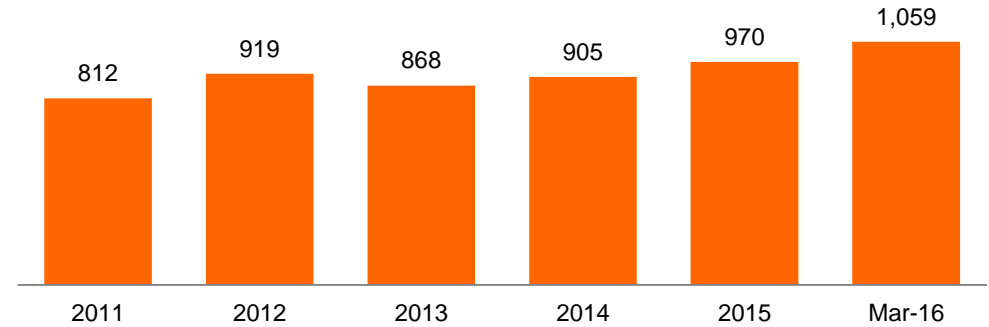
Source: (1) TRAI, for the quarter ended Jun 30, 2016; Others includes Loop Mobile, Videocon, HFCL, Sistema Shyam. RCOM has not disclosed their revenues for the quarter – assumed same as 4Q16

# Continuing Voice Led Growth

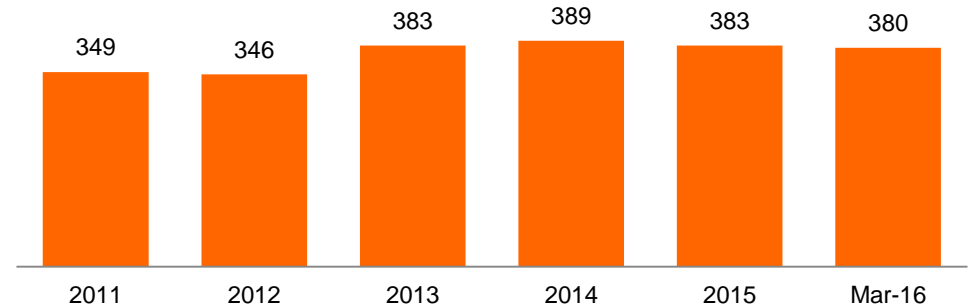


## Wireless Base continues to rise – while MOU / Sub has held steady

India: Wireless Subscriber Base<sup>1</sup> (m)



MOU/month/Sub<sup>1</sup> (minutes)



Source: (1) TRAI Report for the Year ended 31<sup>st</sup> March

# Increasing Operator Focus on Data



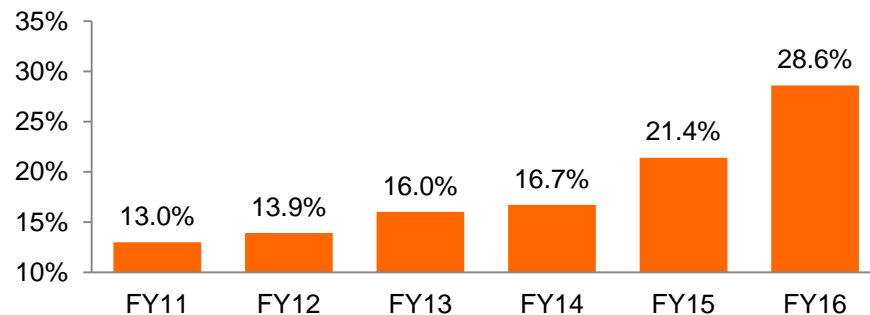
An operator agnostic business model, superior network footprint and service quality standards allow Bharti Infratel to capitalize on the growth in the data market

## Operator Investment in Licenses<sup>1</sup>

- 3G/4G auctions held since 2010 led to significant investments of over \$53bn by telecom operators.
- Most of this spectrum has been acquired for data networks rollout.
- Airtel 4G services are currently available in 21 circles across India
- Idea Cellular has also launched 4G in 10 circles
- Reliance Jio recently launched 4G in 22 circles across the country

Spectrum Outlay	2010	2012	2014	2015	2016	Cumulative
(Rs mn)	1,062.6	94.1	671.8	1,098.7	657.8	3,585.0
(USD mn)	15.9	1.4	10.1	16.4	9.8	53.7

## Non Voice contribution ~ 29% of Operator's Revenues<sup>2</sup>



## Investments by Anchor Operators<sup>4</sup>

No. of circles	Pre 2016 Auctions		Post 2016 Auctions	
	3G	4G	3G	4G
Bharti	21	22	22	22
Vodafone	16	7	18	17
Idea	13	10	15	20

## Findings from NSN MBIT Index<sup>3</sup>

50% growth in mobile data traffic in India between Dec'14 & Dec'15

3G grew by 86% while 2G grew by 12%

3G users consume 3.4 times more data than 2G users

Smartphones generate more than half of all mobile data in India

(1) Source: Morgan Stanley, Data converted at US\$=INR 66.8

(2) Based on Operator reported numbers (Airtel and Idea)

(3) NSN MBIT Index 2016

(4) 3G on either 900 or 2100 and 4G services through 1800 or 2300 or 2500 MHz spectrum; Data Capability is calculated in the circles where either 3G or 4G spectrum is available.

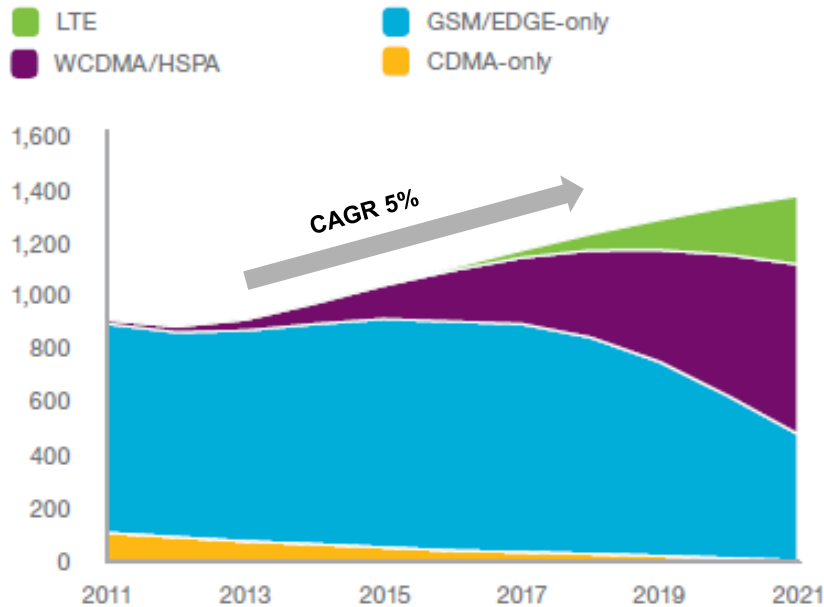
# Data Revolution Unfolding



- Favorable demographics –Median Age of India’s population ~26 years
- Broadband penetration ~12%<sup>1</sup> & Internet penetration ~27%<sup>2</sup>
- Technology Adoption and smartphone penetration leading to higher data uptake

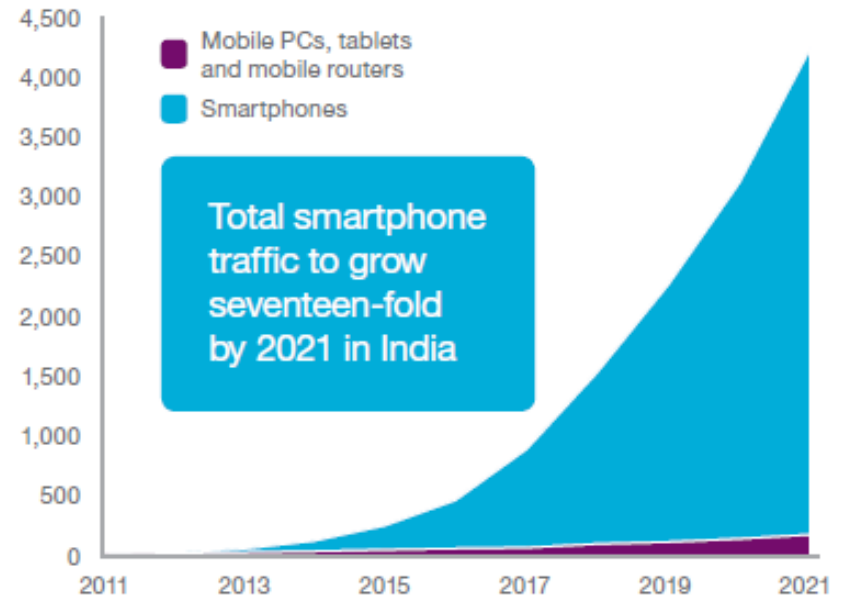
## Superior Technology will lead to Subscriber growth<sup>3</sup>

Mobile subscriptions by technology, India (million)



## Data growth driven by smartphone traffic

Mobile traffic, India (monthly PetaBytes)



Source:  
(1) TRAI Indicator Report Mar 2016; (2) TRAI Report; (3) Ericsson Mobility Report – June 2016

# Network & Data Growth Forecasts

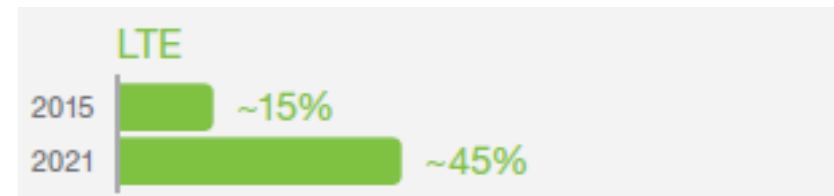
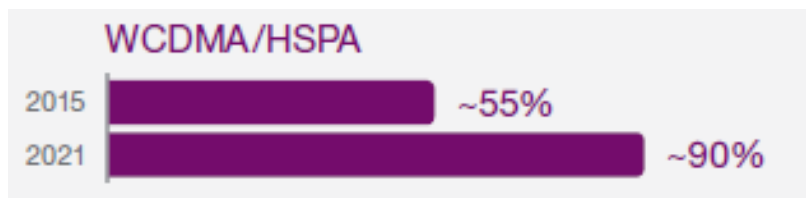
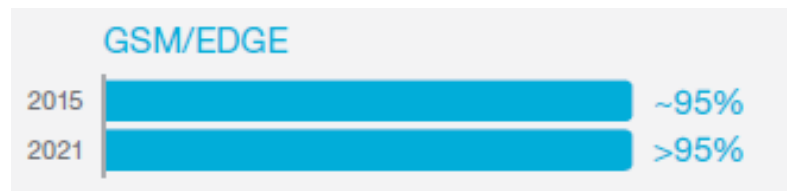


## Exponential Growth in Data over the next five years

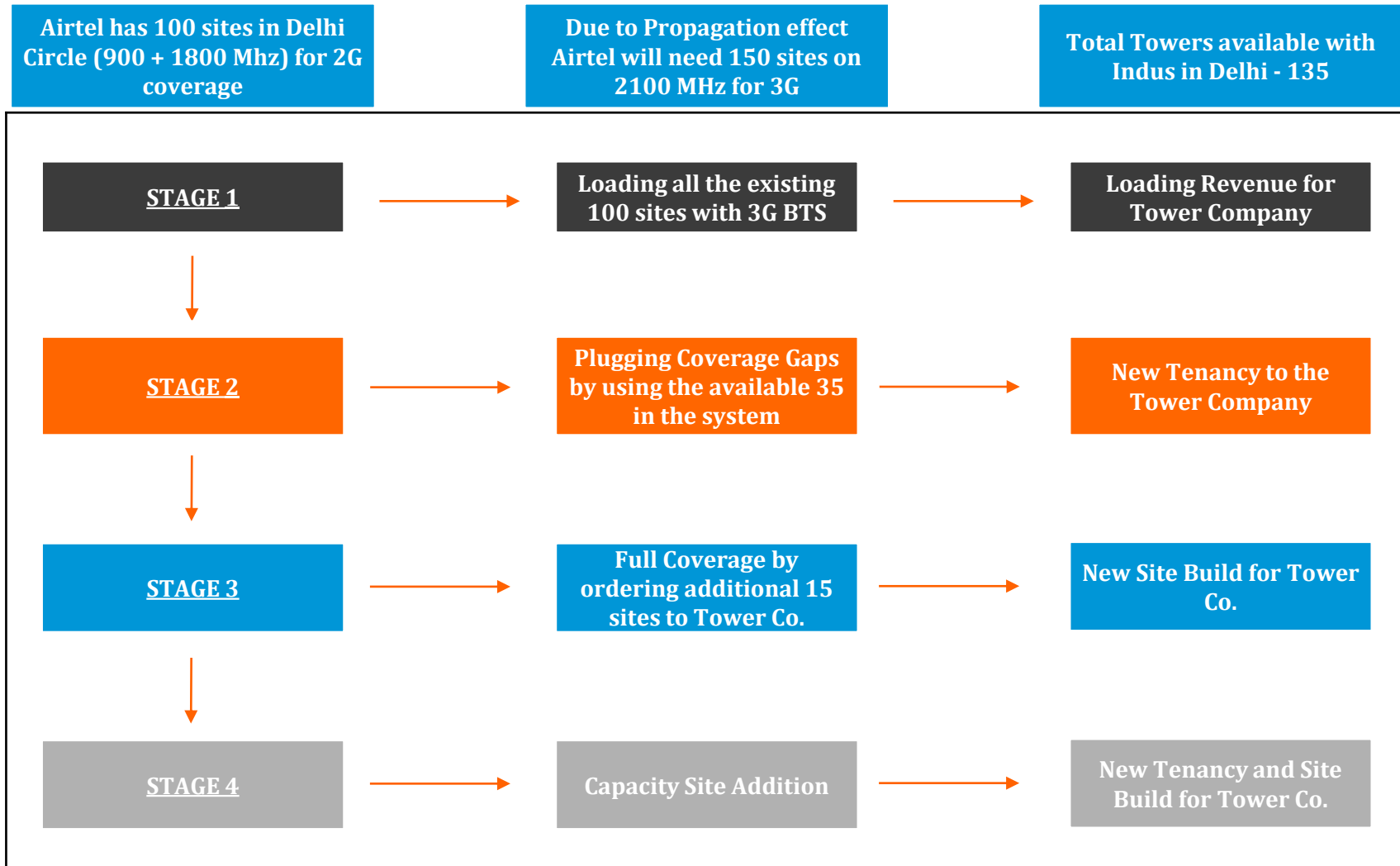
	2015	2021	CAGR 2015–2021
Mobile subscriptions (million)	1,040	1,370	5%
Smartphone subscriptions (million)	210	810	15%
Data traffic per active smartphone (GB/month)	1.4	7	30%
Total mobile traffic (EB/month)	0.3	4.5	55%

## 3G and 4G will be the leading technologies in 2021

### India Population Coverage by GSM/EDGE, WCDMA/HSPA and LTE technologies



# Phases of Data led Tower Revenue Growth



- Indicative numbers and Coverage Ratios
- Please refer to slide 33 for the Analysys Mason table on Propagation effect of frequencies



# Business Model Strengths





1

A Leading Tower Infrastructure Operator

2

Visibility of Future Revenues Through Long Term Contracts

3

Demonstrated Operational and Financial Performance

4

Implementation of Green Initiatives

5

Experienced Management

# 1 A Leading Global Tower Infrastructure Operator

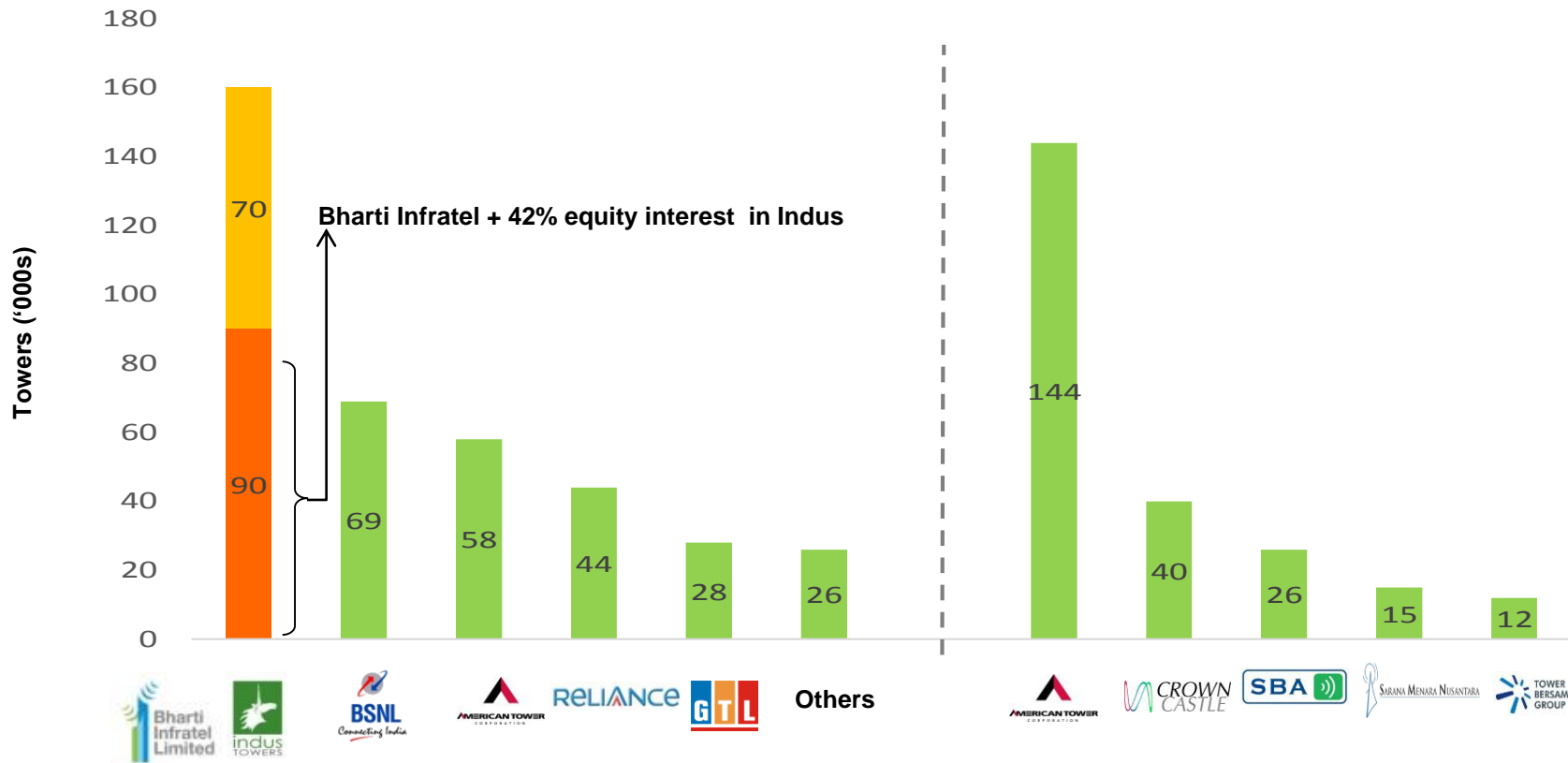


## Indian Tower Companies<sup>(1)</sup>

## Global Listed Tower Companies<sup>(1)</sup>

Sharing Ratio: 2.21<sup>(2)</sup> 1.00 2.2 1.74 1.63

1.9 2.2 1.8 1.7 1.7



CCI: Crown Castle International, SBA: SBA Communications, ATC: American Tower, TBIG: Tower Bersama; SMN: Sarana Merana Nusantara  
 Source: Deloitte, SEC filings, Annual and quarterly reports; For Bharti Infratel, ATC, CCI, SBA data corresponds to Sep 30, 2016. For SMN, TBIG data corresponds to Jun 30, 2016; For GTL data corresponds to Mar 30, 2016; For all others data corresponds to March 31, 2015 as per Deloitte Report.

1. Bharti Infratel and Indus tower and co-locations as at Sep 30, 2016; Sharing factor for Bharti Infratel standalone and Indus combined
2. Combined quarterly average sharing factor for Bharti Infratel including 42% stake in Indus. Unconsolidated sharing factors for Bharti Infratel is 2.13 and for Indus is 2.26, data as of Sep 30, 2016



## Key Features of Master Service Agreements (MSAs)

<b>Tenor</b>		<ul style="list-style-type: none"> <li>Long term (10 to 15 years) with built in escalations (2.5% p.a)</li> </ul>
<b>Termination Penalty</b>		<ul style="list-style-type: none"> <li>Significant exit penalties</li> </ul>
<b>Rentals</b>	<b>Base Rental</b>	<ul style="list-style-type: none"> <li>A base rental rate is applicable, based on the following factors:               <ul style="list-style-type: none"> <li>Total number of service providers at the site</li> <li>Ground Based Tower or Roof Top Tower</li> </ul> </li> </ul>
	<b>Premium</b>	<ul style="list-style-type: none"> <li>A variety of premiums can be levied               <ul style="list-style-type: none"> <li>Rental premium</li> <li>Strategic premium</li> <li>Active infrastructure charges</li> <li>Contract term</li> </ul> </li> </ul>
	<b>Fuel Cost</b>	<ul style="list-style-type: none"> <li>Energy costs (electricity and fuel charges) are treated as pass through in two ways:               <ul style="list-style-type: none"> <li>As per the amounts incurred</li> <li>Based on a rate card per circle</li> </ul> </li> </ul>
<b>Service Agreement</b>		<ul style="list-style-type: none"> <li>Specifies service levels applicable</li> <li>Site access service level sets out time period within which the service provider is to be provided access to the site</li> </ul>

**Weighted Average Life of Contracts is 6.69 years;  
Contracted Revenues of US\$8.25bn (as of Q2 FY17 exit)**

Source: Company Filings

Exchange Rate Used: US\$1 = 66.58 as on Sep 30, 2016



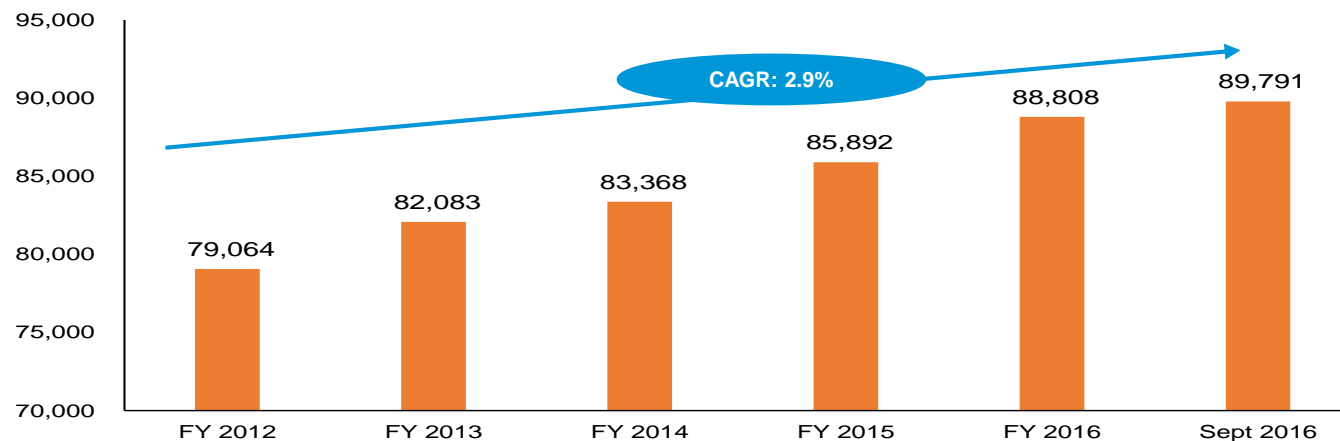
### Key Features of Master Service Agreements unique to India unlike US Tower Cos

Purpose	Key Feature	Result
Disarming The Operators	<ul style="list-style-type: none"> <li>It is not economically rewarding for the operators to build new towers themselves</li> </ul>	<p><b>No Operator in India is building towers on their own now</b></p>
Create Natural Entry Barrier	<ul style="list-style-type: none"> <li>Sliding scale of rent</li> <li>Sharing Energy Cost</li> </ul>	<p><b>It is economically unviable to erect a new tower at a location where a tower is already present</b></p>
Volume vs. Value	<ul style="list-style-type: none"> <li>By sharing minimal value gain the model has ensured huge volume of towers, virtually entirely built in the Tower Cos</li> </ul>	<ul style="list-style-type: none"> <li><b>Have over 160k towers and &gt;358k tenancies vs. having &lt;30k towers, if there was no growth participation</b></li> <li><b>Gives tower company a huge volume play going forward</b></li> </ul>



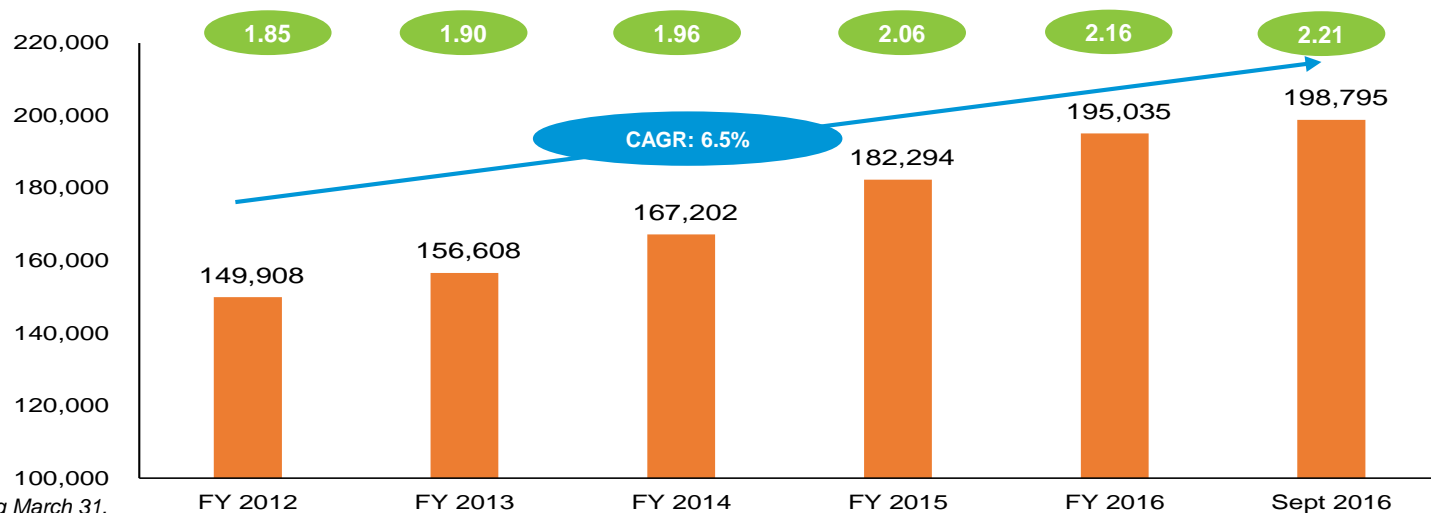
## Stable tower growth...

Towers<sup>(1)</sup>



## ...coupled with an increase in co-locations

Co-locations<sup>(1)</sup>



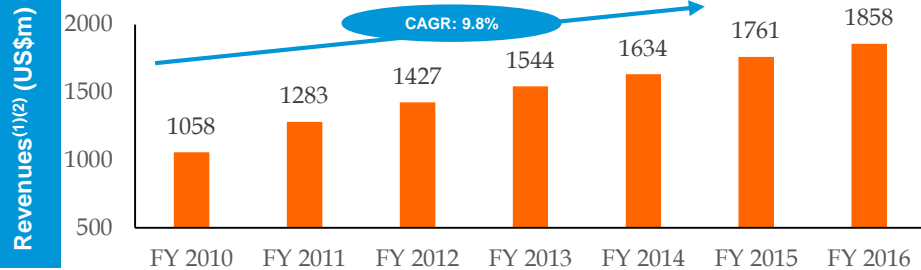
FY refers to fiscal year ending March 31,

(1) Consolidated figures for Bharti Infratel include 42% economic interest in Indus Towers

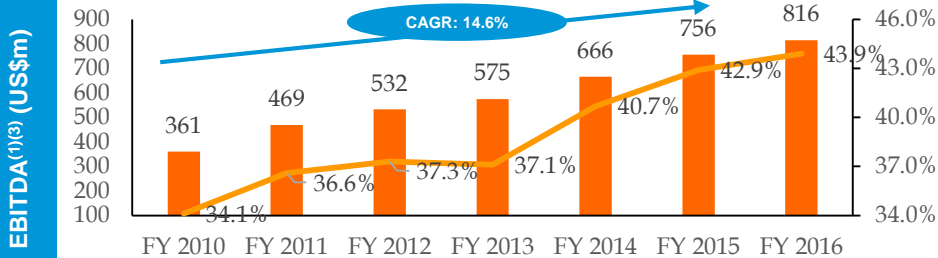
Average Sharing Factor



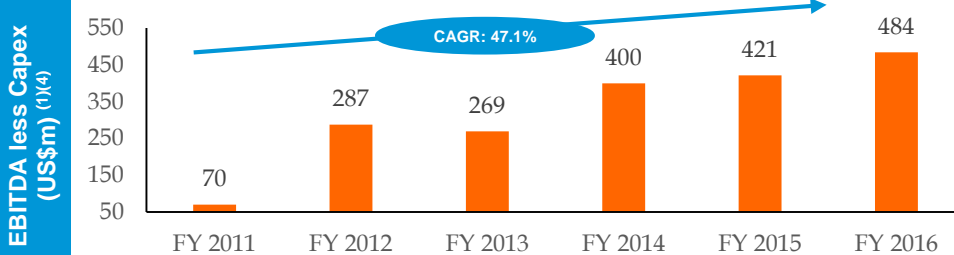
### Strong revenue growth...



### ... expanding margins...

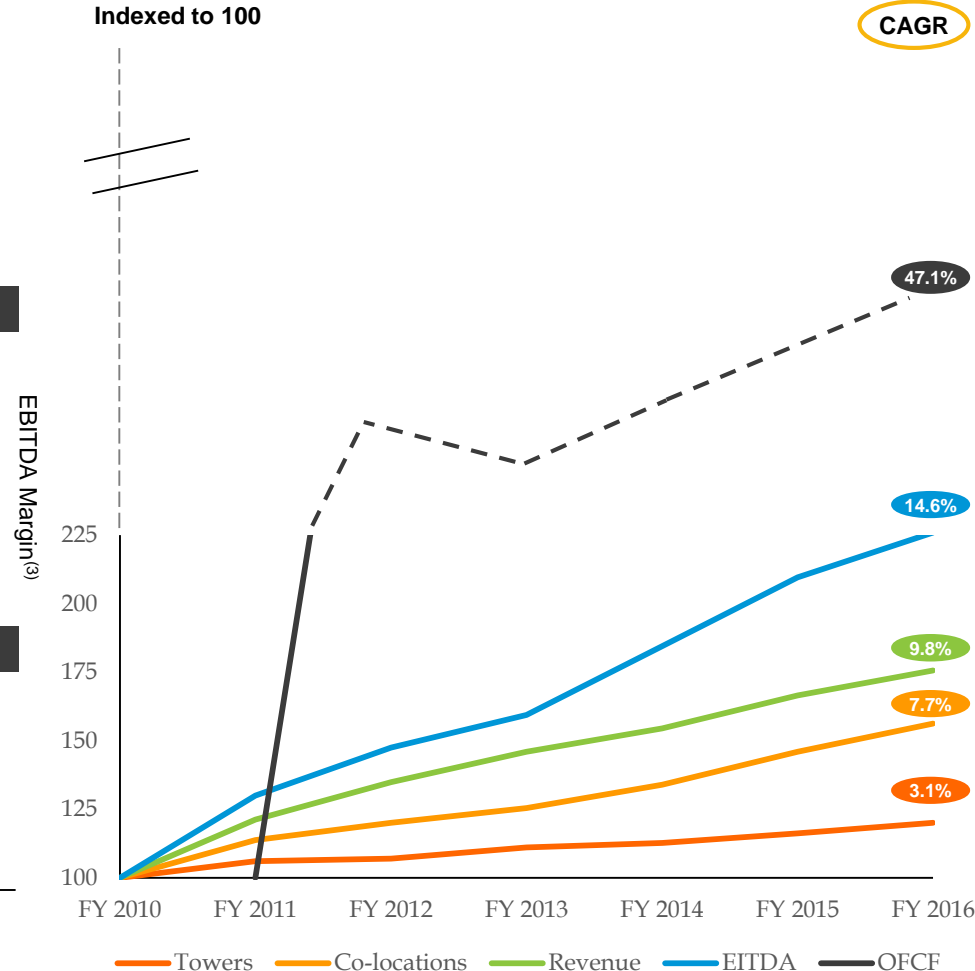


### ...significant operating free cash flow<sup>(5)</sup> generation and...



### Strong Operating Leverage

Indexed to 100



Note: Constant exchange rate of US\$ 1 = INR 66.25 as on 31<sup>st</sup> March 2016 has been used

(1) Revenue, EBITDA and Operating Free Cash Flow are excluding Other Income

(2) Consolidated figures for Bharti Infratel include 42% economic interest in Indus Towers

(3) Only consolidated Rental revenues considered for calculation ; excludes pass through costs like energy costs and Other Income.

(4) EBITDA for Bharti Infratel has been calculated using revenue less pass through costs and excluding Other Income

(5) Operating Free Cash Flow calculated as EBITDA – Capex; Capex is defined as the additions to the Tangible Assets during the period



Bharti Infratel is focused on delivering return to its shareholders through multi-pronged strategy

## Pursuit of viable value accretive inorganic growth

- Bharti Infratel is focused on identifying opportunities for inorganic growth that are value accretive and feasible

## Leverage Diversified Customer Base to Capitalize on Data Growth

- Bharti Infratel stands to benefit from a pick of data growth across the industry, diversification of customer base allows Bharti Infratel to benefit from data growth in the Indian telecom sector, no matter which operator achieves dominance
- Capitalize on opportunities arising out of Government Initiatives of Digital India, Smart Cities, etc.

## Robust Dividend Policy- Total Payout Ratio of 203% in FY16\*

- Aim to balance capital needs and distribution to shareholders
- Target payout to be higher of –
  - 100% Dividends received from Indus, or 60-80% of Bharti Infratel PAT (including DDT)

	FY14 <sup>(1)</sup>	FY15 <sup>(2)</sup>	FY15 <sup>(3)</sup>	FY16 <sup>(4)</sup>	FY16 <sup>(4)</sup>
	Final	Interim	Final	Dividend	Buy Back
Total Payout* (US\$m)	161	167	197	103	302
Payout (₹ per share)	4.4	4.5	6.5	3	10.5

Note:

\* Including Dividend Distribution Tax

(1) Constant exchange rate of US\$ 1 = INR 60.59 has been used; (2) Constant exchange rate of US\$1 = INR 60.09 has been used

(3) Constant exchange rate of US\$1 = INR 62.5 has been used; (4) Constant Exchange Rate of US\$1 = INR 66.25 has been used

(5) Subject to adequate liquidity for planned business activities and capital expenditure and other uses including debt servicing requirements, acquisitions and ensuring an acceptable credit rating

## Explore Opportunities to Return Cash to Shareholders

- Aim to increase liquidity of the stock in the market
- Aside from its payout policy, the company is considering various opportunities to return excess cash to shareholders, subject to clarifications on company law <sup>(5)</sup>



## Development of Smart Cities key for 'Digital India' Program

- Government has already announced the creation of 100 Smart Cities

## Communication backbone is key to a Smart City

- Smart City project entails setting up of telecom infrastructure which will include tower set up, micro site and fiberized backhaul
- Essentials include 100% coverage of area by cell phone towers coupled with 100Mbps backbone
- Expectations from Smart City also include wide availability of Wi-Fi, fiber optic connectivity to home, etc.
- Smart City usual business activity for Infratel, however counterparty and business model may vary from project to project

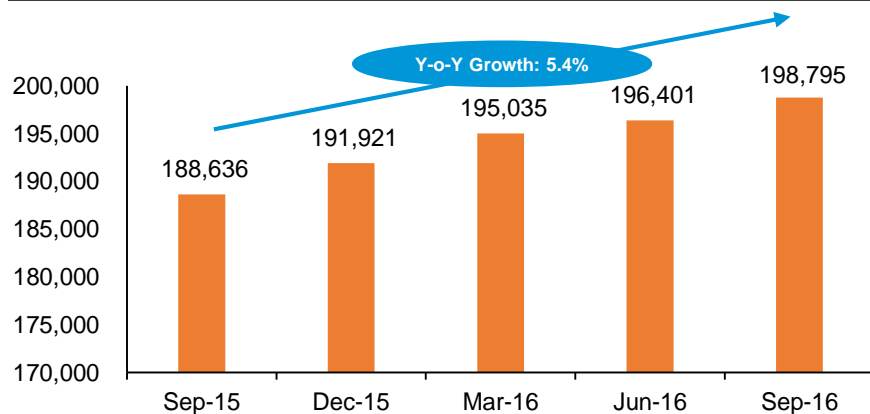
## Infratel best positioned as Shared Infrastructure provider

- Infratel best positioned given its large footprint, strong balance sheet, relationship with leading mobile operators, proven skills to manage distributed operations, etc.
- Infratel led Consortium has been selected as successful bidder for setting up Intelligent Street Poles for implementing Smart City project in Bhopal, Madhya Pradesh. While this project size is not significant given our scale, it paves the way for Infratel to participate in similar bids in the future
- Continue to engage with the Government to explore all the possibilities of telecom infrastructure deployments in Smart Cities
- Shall assess opportunities and businesses that are in accordance with the Company philosophy and are value accretive





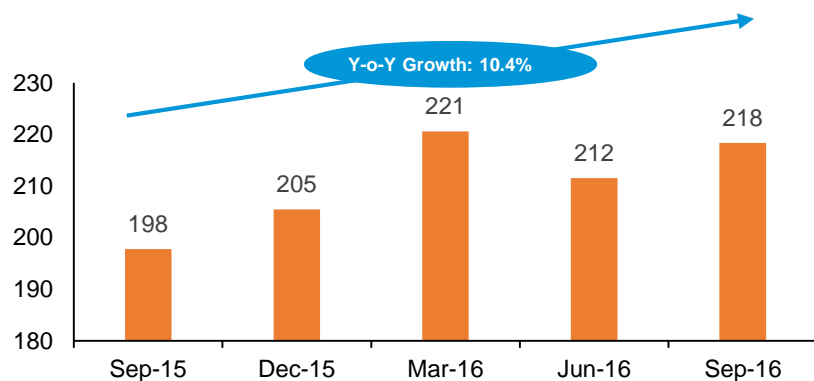
## Co-locations



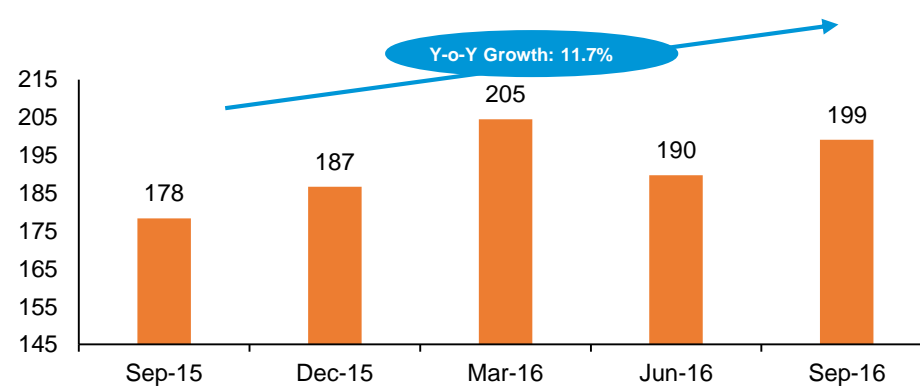
## Revenue<sup>1</sup> (US\$m)



## EBITDA<sup>1</sup> (US\$m)



## AFFO<sup>1,4</sup> (US\$m)



Note: Constant exchange rate of US\$ 1 = INR 66.58 has been used, which is the closing exchange rate as on Sept 30, 2016

(1) Revenue, EBITDA, Operating Free Cash Flow and AFFO are excluding Other Income

(2) Consolidated figures for Bharti Infratel include 42% economic interest in Indus Towers

(3) Operating Free Cash Flow calculated as EBITDA – Capex; Capex is defined as the additions to the Tangible Assets during the period

(4) Adjusted Fund from operations; AFFO is calculated as EBITDA – Maintenance Capex

(5) Based on proforma consolidated financials as per proportionate consolidation method as per IND AS



- Bharti Infratel has institutionalized '**GreenTowers P7**' programme, aimed at minimizing dependency on diesel consumption and thereby, reducing the carbon footprint
- The 'GreenTowers P7' programme is based on seven innovative ideas deploying cleaner energy technologies
- We have adopted a three-pronged strategy to run this programme:

1

## Solar Installations and Diesel Free Towers

- Close to 3,070 solar powered towers with installed capacity of over 11 MW
- Over 30,000 (33% of the Portfolio) towers across the network are Green towers

2

## Improving Energy Efficiency of Towers

- Implemented hybrid battery bank solutions in towers across the country
- Installed variable speed diesel generator (DG) sets in various sites

3

## Reduction of Power Consumption via Free Cooling Units (FCU)

- FCUs utilize the outside ambient air for cooling the shelter



**Akhil Gupta**  
*Chairman*

- Joined Bharti Infratel in March 2008 as Director
- Work experience of 30 years
- Certified Chartered Accountant and fellow member of ICAI. Completed an advanced management program at Harvard Business School.
- Has received various awards including 'CEO of the Year' at the National Telecom Awards 2012, and the 'CA Business Achiever Award' at the ICAI Awards 2008



**Devender Singh Rawat**  
*Managing Director & CEO*

- Joined Bharti Infratel in July 2010 as Chief Executive Officer
- Work experience of 26 years
- B.E. (Electronics & Communication)
- Completed an advanced management program at Wharton Business School.



**Pankaj Miglani**  
*Chief Financial Officer*

- Joined Bharti Infratel in August 2011 as Chief Financial Officer
- Work experience of 21 years
- Chartered Accountant, certified Cost and Works Accountant and Certified Company Secretary



**Biswajit Patnaik**  
*Chief Sales and Marketing Officer*

- Joined Bharti Infratel in October 2008 as Chief Sales & Marketing Officer
- Work experience of 21 years
- Bachelors Degree from Behrampur Univ. & Diploma in Sales & Marketing Management from National Institute of Sales



**Dhananjay Joshi**  
*Chief Operations Officer*

- Joined Bharti Infratel in February 2014
- Work experience of 28 years
- Bachelors Degree in Electronics & telecommunications Engineering from Mysore University (India)

*The top management has an average experience of over 20 years in various sectors including telecom*



## Awards and Recognition

### Best Employer Award 2016

- Aon Hewitt released the list and Bharti Infratel is one of the best Employers in India second time in row

### Great Place to Work 2016

- Bharti Infratel has been recognized as one of Best Companies to Work for in the year 2016, by Great Place to Work Institute for the first time

### Best Infrastructure Brand of 2016

- Bharti Infratel has been recognized as the Best Infrastructure Brand of 2016 at The Economic Times Best Infrastructure Brands conference

### Golden Peacock Awards 2015

- Institute of Directors has awarded Golden Peacock Awards 2015 to Bharti Infratel for our unique initiatives and significant contributions towards CSR.

### Dun & Bradstreet Infra Awards 2015

- Bharti Infratel has won two awards under the Best Growing Infrastructure Company, and Telecom Infrastructure Development categories

### National Quality Excellence Award 2015

- World Quality Congress conferred this award for Best Business Process Excellence Program and Lean Six Sigma Program

### Top Risk Management Award 2015

- ICICI Lombard & CNBC TV18 conferred upon Bharti Infratel the Award under Infrastructure Category

## Corporate Responsibility

### 1) Green Towers Program

- GreenTowers P7 program
- Comprehensive energy management plan
- Aimed at using alternative, renewable and energy efficient technologies
- “Go Green” Initiative

2) Provide free children education in rural India through Satya Bharti School Program

3) Sanitation initiatives in partnership with Bharti Foundation as part of ‘Clean India Campaign’

4) Provide relief material to disaster hit families in J&K and contribution to PM’s Relief Fund





## In Summary



Promote Tower Sharing

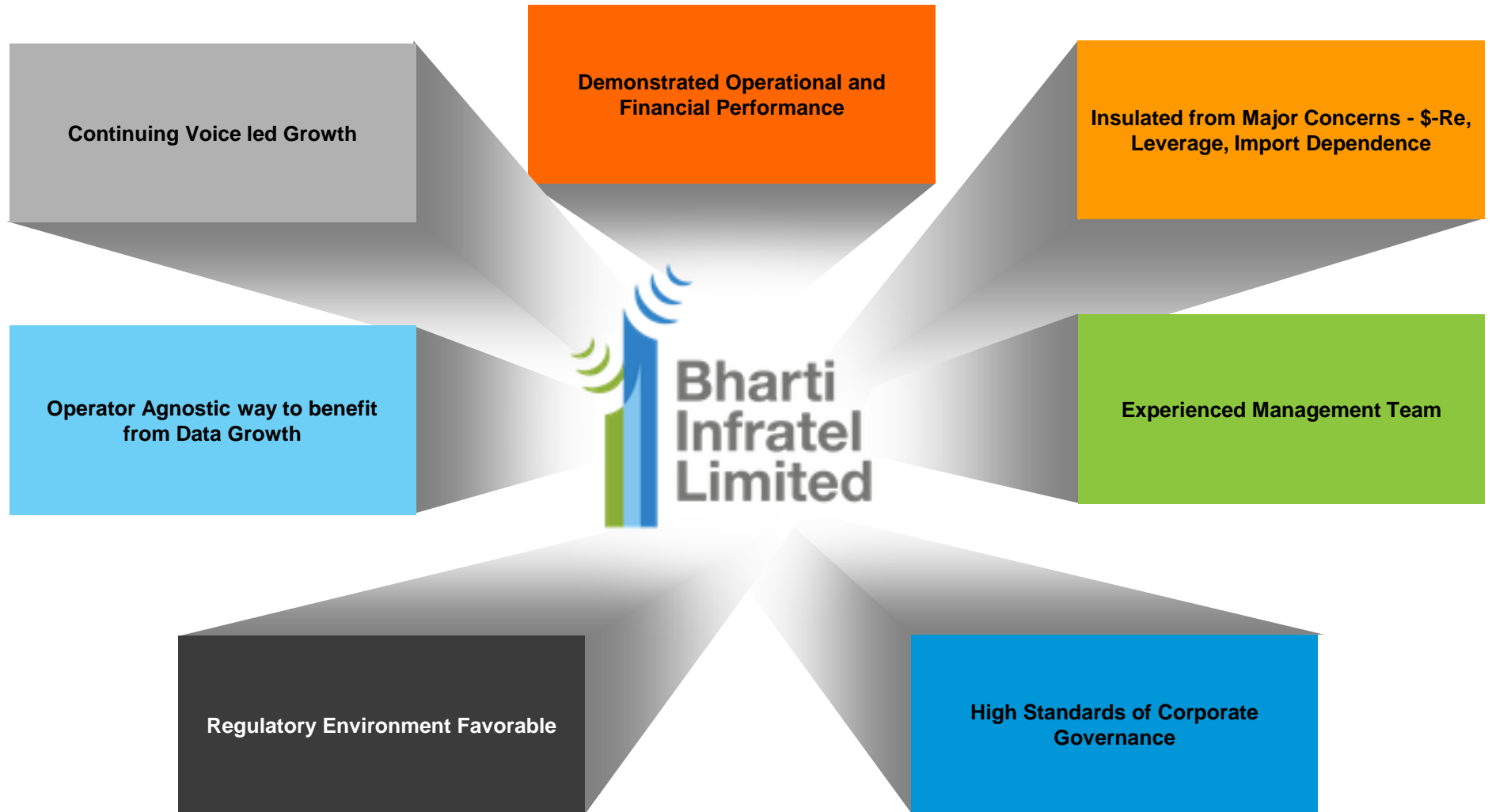
Organic Growth and Acquisition Opportunities

Capitalize on opportunities of Data growth, Digital India, Smart Cities Initiatives of Government



Achieving Cost Efficiencies Across Tower Portfolios

Increasing Revenue and Capital Productivity





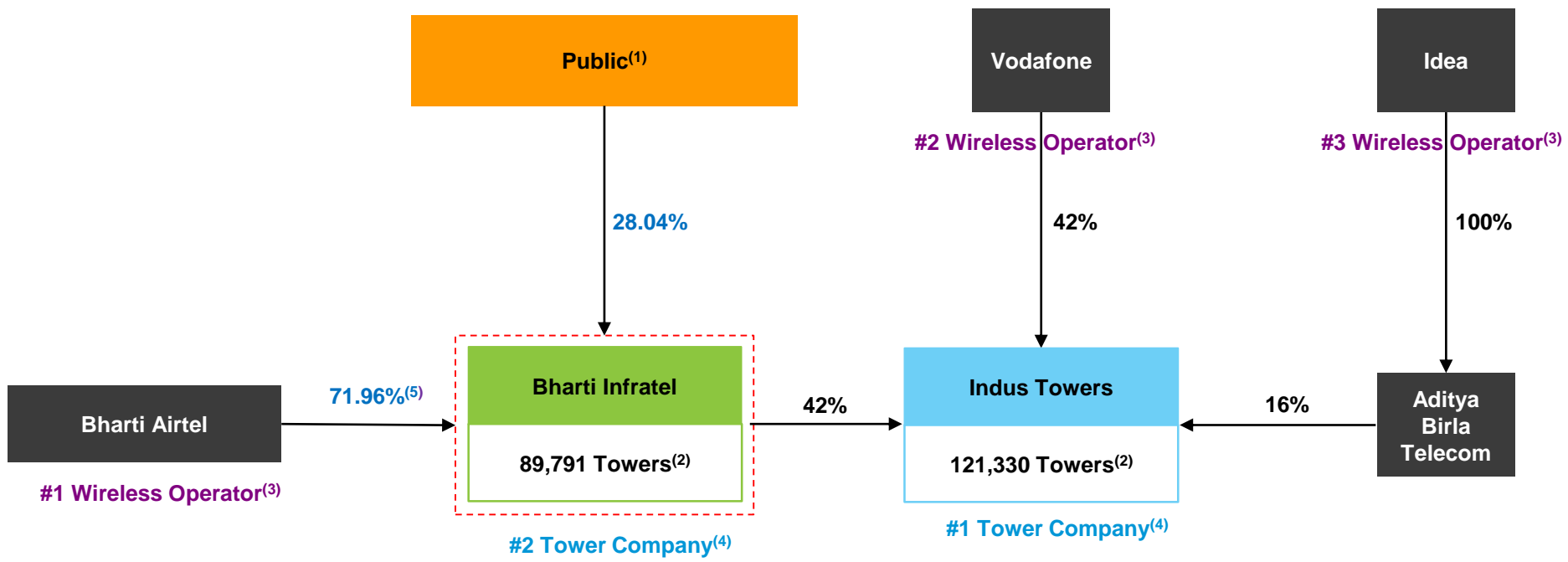
# Appendix



# Bharti Infratel Overview



## Corporate Structure



**Together with Indus Towers, Bharti Infratel is a leading tower company in India**

(1) Public includes the PE as well as IPO investors

(2) As at Sept 30, 2016; No. of towers for Bharti Infratel is consolidated including 42% stake in Indus Towers

(3) Ranking as per India revenue market share for the quarter ended June 2016 (Source: TRAI)

(4) Based on tower count (Source: Deloitte); Bharti Infratel is #2 tower company including proportionate towers based on 42% economic interest in Indus; Bharti Infratel standalone has 38,832 towers as of Sept 30, 2016

(5) Bharti Airtel shareholding as on 28 October, 2016

# Impact of Data Growth on Tower Industry



- Expansion of 3G / 4G Networks by Operators will necessitate demand for towers
- Propagation on higher frequency band weaker
  - Data usage to drive co-location growth
  - 3G/4G only sites to drive tower demand

## Propagation effects in different bands

Tower Multiplier when Switching Frequencies		New Frequency Band				
		900 MHz	1800 MHz	2100 MHz	2300 MHz	2600 MHz
Base Frequency Band	900 MHz	1.0x	1.6x	1.9x	3.2x	3.7x
	1800 MHz		1.0x	1.2x	2.0x	2.3x
	2100 MHz			1.0x	1.7x	2.0x
	2300 MHz				1.0x	1.1x
	2600 MHz					1.0x

*All operators are customers of Bharti Infratel ~ Operator Agnostic Exposure to Secular Data Growth*

Source: Analysys Mason



The Cabinet Committee on Infrastructure has included “Telecommunication towers” as a infrastructure sub-sector in the master list

Potential Benefits	Impact
<b>Accelerated depreciation</b>	Encourages further investments in expanding the telecom infrastructure to rural areas
<b>Higher ECB limit</b>	Infrastructure status raises the limit of external commercial borrowing (ECB).
<b>Eligible for viability gap funding (VGF)</b>	Public Private Partnership (PPP) expected to infuse fresh funds
<b>Lower import duties and certain excise exemption</b>	<ul style="list-style-type: none"><li>▪ Levy the lowest import duties</li><li>▪ Exemption of excise duties would boost local manufacturing and thereby, reducing the cost</li></ul>
<b>Lower lending rates</b>	<ul style="list-style-type: none"><li>▪ Leads to extension in bank loan repayment period</li><li>▪ Interest rates would settle lower</li></ul>
<b>Tax holiday</b>	<ul style="list-style-type: none"><li>▪ Tax holiday under section 80IA of the Income Tax Act, 1961</li><li>▪ Tax incentives will play a significant role in attracting private sector investments.</li></ul>

DoT has issued guidelines for installation of Mobile Towers – Bringing Standardization



## Investor Presentation

November 2016