Annual General Meeting FY16-17

July 2017
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• Performance Highlights – FY2017

• In Summary
About the Company
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
Our Share of Market

Towers

Co-locations

Bharti Infratel and Indus command almost 50% of co-location market

Source: Indian Tower Industry The Future is Data – Deloitte – June 2015
A Leading Global Tower Infrastructure Operator

Indian Tower Companies\(^{(1)}\)

<table>
<thead>
<tr>
<th>Sharing Factor</th>
<th>2.30(^{(2)})</th>
<th>1.00</th>
<th>2.2</th>
<th>1.74</th>
<th>1.63</th>
</tr>
</thead>
<tbody>
<tr>
<td>Towers (1000s)</td>
<td>(91)</td>
<td>(69)</td>
<td>(58)</td>
<td>(44)</td>
<td>(28)</td>
</tr>
</tbody>
</table>

Bharti Infratel + 42% equity interest in Indus

Global Listed Tower Companies\(^{(1)}\)

<table>
<thead>
<tr>
<th>Sharing Factor</th>
<th>2.4</th>
<th>2.4</th>
<th>1.9</th>
<th>1.7</th>
<th>1.6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Towers (1000s)</td>
<td>(147)</td>
<td>(40)</td>
<td>(26)</td>
<td>(15)</td>
<td>(13)</td>
</tr>
</tbody>
</table>

Source: Deloitte, SEC filings, Annual and quarterly reports; For ATC, CCI, GTL, SBA, SMN, TBIG tower data corresponds to Mar 31, 2017; all other data corresponds to March 31, 2015 as per Deloitte Report. *Others do not include any proprietary towers of Reliance Jio
Bharti Infratel and Indus tower and co-locations as at Mar 31, 2017; Sharing factor for Bharti Infratel standalone and Indus combined
Combined quarterly average sharing factor for Bharti Infratel including 42% stake in Indus. Unconsolidated sharing factors for Bharti Infratel is 2.25 and for Indus is 2.34, data as of Mar 31, 2017
Bharti Infratel Overview

**Corporate Structure**

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

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(1) Public includes 10.34% held by Silverview Portfolio Investments Pte. Ltd. and Canada Pension Plan Investment Board
(2) As at Mar 31, 2017; 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 Dec 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 39,099 towers as at Mar 31, 2017
(5) Bharti Airtel shareholding as on Mar 31, 2017, includes 11.32% held by its wholly owned subsidiary Nettle Infrastructure Investments Ltd.
Our Vision

‘To be the best and most innovative passive communications infrastructure provider globally’

Known for

Highest uptime
Speed & Quality of deployment
Cost & Energy efficiencies
Environment friendliness
Our 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
Performance Highlights – FY2017
## Performance at a Glance: Equity consol

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tower Base</td>
<td>90,646</td>
<td>2.1%</td>
</tr>
<tr>
<td>Co-locations</td>
<td>2,10,606</td>
<td>8.0%</td>
</tr>
<tr>
<td>Sharing Factor</td>
<td>2.32</td>
<td></td>
</tr>
<tr>
<td>Revenues</td>
<td>Rs. 6,085 Cr</td>
<td>9.5%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>Rs. 2,853 Cr</td>
<td>13.7%</td>
</tr>
<tr>
<td>Profit</td>
<td>Rs. 2,747 Cr</td>
<td>22.2%</td>
</tr>
</tbody>
</table>

Dividend of INR 16 / share (12 Interim and 4 final*) for FY17, translating to 132% of Standalone PAT

Financial information based on equity consolidation method as per IND AS
Revenue and EBITDA are excluding other income.; Profit after tax excludes impact of Other Comprehensive Income. * Subject to approval
Performance at a Glance: Proportionate consol

- Tower Base: 90,646  
  YoY 2.1% growth

- Co-locations: 2,10,606  
  YoY 8.0% growth

- Sharing Factor: 2.32

- Revenues: Rs. 13,424 Cr*  
  YoY 8.9% growth

- EBITDA: Rs. 5,942 Cr*  
  YoY 9.1% growth

- Profit: Rs. 2,747 Cr  
  YoY 22.2% growth

Dividend of INR 16 / share (12 Interim and 4 final**) for FY17, translating to 132% of Standalone PAT

*Financial information is based on line by line consolidation as per IndAS to provide comparative evaluation vis-à-vis previous years. Revenue and EBITDA are excluding other income.; Profit after tax excludes impact of Other Comprehensive Income. ** Subject to approval
Increasing demand for data networks augurs well for tower infrastructure companies.

**Operational Performance**

**Towers**
- FY14: 83,368
- FY15: 85,892
- FY16: 88,808
- FY17: 90,646

Closing Sharing Factor:
- FY14: 2.01
- FY15: 2.12
- FY16: 2.20
- FY17: 2.32

**Co-locations**
- FY14: 1,67,202
- FY15: 1,82,294
- FY16: 1,95,034
- FY17: 2,10,606

Steadily growing tower and co-locations base

Average Sharing Factor at 2.26 for FY17
Financial Performance (basis proportionate consol)

Revenues (Rs. Cr) ¹

<table>
<thead>
<tr>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
</tr>
</thead>
<tbody>
<tr>
<td>10,611</td>
<td>11,565</td>
<td>12,331</td>
<td>13,424</td>
</tr>
</tbody>
</table>

EBITDA (Rs. Cr) ¹

<table>
<thead>
<tr>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
</tr>
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<tbody>
<tr>
<td>4,211</td>
<td>4,922</td>
<td>5,448</td>
<td>5,942</td>
</tr>
</tbody>
</table>

Net Profit (Rs. Cr) ²

<table>
<thead>
<tr>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,333</td>
<td>2,203</td>
<td>2,247</td>
<td>2,747</td>
</tr>
</tbody>
</table>

Expanding margins as operating leverage kicks in
Improving Profitability margins
Strong cash flow generation

1. Revenue and EBITDA are excluding other income.
2. Profit after tax excludes impact of Other Comprehensive Income
3. Past and current financial performance based on proforma consolidated financials as per proportionate consolidation method as per IND AS
Our Green Initiatives - P7 Energy Program

Institutionalized ‘Green Towers P7’ program, aimed at minimizing dependency on diesel consumption and thereby, reducing the carbon footprint

- Program initiated originally with seven innovative ideas deploying cleaner energy technologies; and kept growing
- Three pillars of our Green Initiatives

1. Use of Renewables - Solar and Diesel Free Towers
   - 3,000+ solar powered towers, Installed capacity of over 11 MW
   - 38,962 (43% of the Portfolio) towers across the network are Green towers

2. Improving Energy Efficiency of Tower Infrastructure Equipment
   - Implemented hybrid battery bank solutions
   - Installed variable speed diesel generator sets

3. Reduction of Power Consumption via Free Cooling Units (FCU)
   - FCUs utilize the outside ambient air for cooling the shelter

All Numbers as on 31st March 2017
Our CSR Vision:
“To build an empowered society through education, community development and environment sustainability”

Our CSR Policy focuses on promoting:

1. **Education / Skill / Rural Development**
   - **Satya Bharti School Program** for free & quality education for underprivileged children across 6 states
   - **Bharti Infratel Scholarship Program** for underprivileged students with disabilities in North eastern region
   - Vocational and interpersonal skill training to 1000+ underprivileged women living in slums by VSO India Trust

2. **Sanitation / Rural Development**
   - **Satya Bharti Abhiyan Program** for constructing and handing over household toilets and government girl school toilets
   - **FLOW program** for providing safe water infrastructure and awareness on hygiene and sanitation in schools

3. **Environmental Sustainability**
   - 38,962 ‘Green’ towers across our network

Rs. 224.18 Mn spent on CSR in FY16-17

All Numbers as on 31st March 2017, CSR figures are for Bharti Infratel Standalone
Key Recognitions

Bharti Infratel has been recognized as one of Top 100 Best Companies by Great Place to Work Institute in 2016.

Bharti Infratel has been recognized as the Best Infrastructure Brand of 2016, at The Economic Times Best Infrastructure Brands conference. It recognizes our exemplary track record and contribution to India's economic growth story.

Bharti Infratel received the ‘Golden Peacock Award for Sustainability' by Institute of Directors at The London Global Convention, 2016 for promoting sustainable business practices and developments.

Bharti Infratel has been adjudged as one of the 'Best Employers' at the 'Aon Hewitt Best Employers' 2017 Awards for the third year in a row.

For more details, please visit our website – www.bharti-infratel.com
In Summary
Company Strategy

Promote Tower Sharing

Organic Growth and Acquisition Opportunities

Capitalize on opportunities of Data growth, Digital India, Smart City Initiatives of government

Achieving Cost Efficiencies Across Tower Portfolios

Increasing Revenue and Capital Productivity
New opportunities for Telecom Infrastructure development under ‘Smart Cities’ Project

Development of Smart Cities key for ‘Digital India’ Program

- Government has announced the creation of 100 Smart Cities

Communication backbone is key to a Smart City

- Entails setting up of telecom infrastructure which will include towers, micro sites and fiberized backhaul
- Essentials include 100% coverage of area by cell phone towers coupled with fiber as a backhaul
- Expectations from Smart City also include wide availability of Wi-Fi, fiber optic connectivity to home, etc.

Infratel won “Bhopal Smart City” bid and is working towards a successful project delivery

- Infratel led Consortium has signed Agreement for setting up Intelligent Street Poles in Bhopal Smart City
- Paves the way for Infratel to participate in similar bids in the future
- Opening up new business avenues wherein benefits of the shared infrastructure model can be replicated
- Shall assess opportunities in accordance with the Company philosophy and are value accretive

Best positioned given large footprint, strong balance sheet, relationship with leading operators and proven skills to manage distributed operations
Focus on Delivering Shareholder Value

Pursuit of viable value accretive inorganic growth
- Focused on identifying opportunities for inorganic growth that are value accretive and feasible

Leverage diversified customer base to capitalize on data growth, Digital India and Smart City
- Stand to benefit from a pick of data growth across the industry, diversification of customer base allows us to benefit from data growth in the Indian telecom sector
- Capitalize on opportunities arising out of Government Initiatives of Digital India, Smart Cities.

Robust Dividend Policy - Total Payout Ratio of 132% in FY17 including Div. Distribution Tax
- Aim to balance growth capital needs and distribution to shareholders
- Target payout to be higher of
  - 100% Dividends received from Indus, or
  - 60-80% of Bharti Infratel Standalone PAT (including DDT)

Explore opportunities to enhance Shareholder Return
- Aside from dividend policy, the company keeps evaluating opportunities to return excess cash to shareholders, subject to applicable laws
Annual General Meeting FY16-17

July 2017
<table>
<thead>
<tr>
<th>Abbreviations</th>
<th>Full forms / definitions</th>
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<tbody>
<tr>
<td>CSR</td>
<td>Corporate Social Responsibility</td>
</tr>
<tr>
<td>DDT</td>
<td>Dividend Distribution Tax</td>
</tr>
<tr>
<td>EBITDA</td>
<td>Earnings Before Interest, Tax, Depreciation &amp; Amortization</td>
</tr>
<tr>
<td>FCU</td>
<td>Free Cooling Units</td>
</tr>
<tr>
<td>FY</td>
<td>Fiscal Year</td>
</tr>
<tr>
<td>IND AS</td>
<td>Indian Accounting Standard</td>
</tr>
<tr>
<td>JV</td>
<td>Joint Venture</td>
</tr>
<tr>
<td>MW</td>
<td>Mega Watt</td>
</tr>
<tr>
<td>PAT</td>
<td>Profit After Tax</td>
</tr>
<tr>
<td>Wi-Fi</td>
<td>Wireless Fidelity</td>
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<tr>
<td>YoY</td>
<td>Year on Year</td>
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