Contents

- About us
- Performance Highlights – FY2016
- 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

- Indus Towers: 31.0%
- Bharti Infratel: 9.8%
- BSNL: 18.2%
- Reliance Infratel: 11.6%
- Viom: 11.3%
- GTL: 8.0%
- ATC: 3.5%
- Others: 6.6%

Co-locations

- Indus Towers: 37.0%
- Bharti Infratel: 11.6%
- BSNL: 9.9%
- Reliance Infratel: 11.6%
- Viom: 14.8%
- GTL: 6.7%
- ATC: 3.7%
- Others: 4.7%

Infratel + Indus: 40.8%

Infratel + Indus: 48.6%

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

Source: Indian Tower Industry The Future is Data – Deloitte – June 2015
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 – FY2016
**Performance at a Glance**

**FY2016 Highlights**

**Robust Operational Performance**
- Tower Base: 88,808
- Co-locations: 195,035
- Sharing Factor: 2.20

**Exceptional Financial Performance**
- Revenues: ₹ 12,308 Cr (YOY 5.5% growth)
- EBITDA: ₹ 5,403 Cr (YOY 7.8% growth)
- Profit: ₹ 2,382 Cr (YOY 19.6% growth)

Dividend of INR 3.0 per share for FY2016 and INR 2,000 Cr buyback amounting to INR 2,685 Cr including DDT, translating to ~203% of Standalone Profit After Tax

All Numbers are as per IGAAP
Improving Market scenario augurs well for Tower Infrastructure Companies.
Financial Performance

### Revenues (INRm)

<table>
<thead>
<tr>
<th>Year</th>
<th>INRm</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY12</td>
<td>94,521</td>
</tr>
<tr>
<td>FY13</td>
<td>102,720</td>
</tr>
<tr>
<td>FY14</td>
<td>108,267</td>
</tr>
<tr>
<td>FY15</td>
<td>116,683</td>
</tr>
<tr>
<td>FY16</td>
<td>123,084</td>
</tr>
</tbody>
</table>

Expanding margins as operating leverage kicks in

### EBITDA (INRm)

<table>
<thead>
<tr>
<th>Year</th>
<th>INRm</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY12</td>
<td>35,269</td>
</tr>
<tr>
<td>FY13</td>
<td>38,102</td>
</tr>
<tr>
<td>FY14</td>
<td>44,118</td>
</tr>
<tr>
<td>FY15</td>
<td>50,108</td>
</tr>
<tr>
<td>FY16</td>
<td>54,031</td>
</tr>
</tbody>
</table>

Expanding margins as operating leverage kicks in

### Net Profit (INRm)

<table>
<thead>
<tr>
<th>Year</th>
<th>INRm</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY12</td>
<td>7,491</td>
</tr>
<tr>
<td>FY13</td>
<td>10,025</td>
</tr>
<tr>
<td>FY14</td>
<td>15,179</td>
</tr>
<tr>
<td>FY15</td>
<td>19,924</td>
</tr>
<tr>
<td>FY16</td>
<td>23,820</td>
</tr>
</tbody>
</table>

Improving Profitability margins

No debt on company’s books

All Numbers are as per IGAAP
Institutionalized ‘Green Towers P7’ program, aimed at minimizing dependency on diesel consumption and thereby, reducing the carbon footprint

- Program based on seven innovative ideas deploying cleaner energy technologies
- Three-pronged strategy adopted to run this program

1. **Use of Renewables - Solar and Diesel Free Towers**
   - Close to 3,070 solar powered towers with installed capacity of over 11 MW
   - Over 33,750 (38% 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 2016
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**
   - Free & quality education to underprivileged children in rural areas across 6 states through Satya Bharti School Program.
   - Scholarship to underprivileged students with disabilities in North eastern region
   - Vocational and interpersonal skill training to underprivileged women living in slums across 5 cities

2. **Sanitation / Rural Development**
   - Constructing and handing over of more than 12,000 household toilets and 14 government girl school toilets in rural Ludhiana
   - Provided safe water infrastructure and conducted awareness session on water, sanitation and hygiene in 60 schools across 7 cities

3. **Disaster Relief**
   - Livelihood restoration of 40 carpet weavers during post J&K flood relief

4. **Environmental Sustainability**
   - More than 33,750 towers across our network converted to Green Towers

Rs. 209 Mn spent on these initiatives in FY15-16

All Numbers as on 31st March 2016
Bharti Infratel has been adjudged as one of the 'Best Employers' at the 'Aon Hewitt Best Employers' 2016 Awards for the second year in a row.

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

Bharti Infratel won 2 awards at the 'Dun & Bradstreet Infra Awards 2015' under the categories of: the Best Growing Infrastructure Company and Telecom Infrastructure Development.

Won the prestigious award of 'Best Telecom Network Infra' at the National Awards for Excellence 2015 in Telecom category.

For more details, please visit our website – [www.bharti-infratel.in](http://www.bharti-infratel.in)
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
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 203% in FY16 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 PAT (excluding DDT)

Explore opportunities to increase liquidity and enhance Shareholder Return

- Aim to increase liquidity of the stock in the market
- Expand the investor base through Sponsored Level 1 ADR Program in USA
- Continue to focus on CSR activities through 5 key pillars – education, sanitation, disaster relief, environment sustainability and rural development
- Aside from dividend policy, the company is considering various opportunities to return excess cash to shareholders, subject to clarifications on company law

All Numbers are as per IGAAP
### New opportunities for Telecom Infrastructure development under ‘Smart Cities’ Project

#### 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