



Annual General Meeting FY16-17

July 2017

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About the Company

Bharti Infratel – Who We Are?



A Leading Tower Infrastructure Operator

Pan India Presence across all 22 Telecommunications Circles

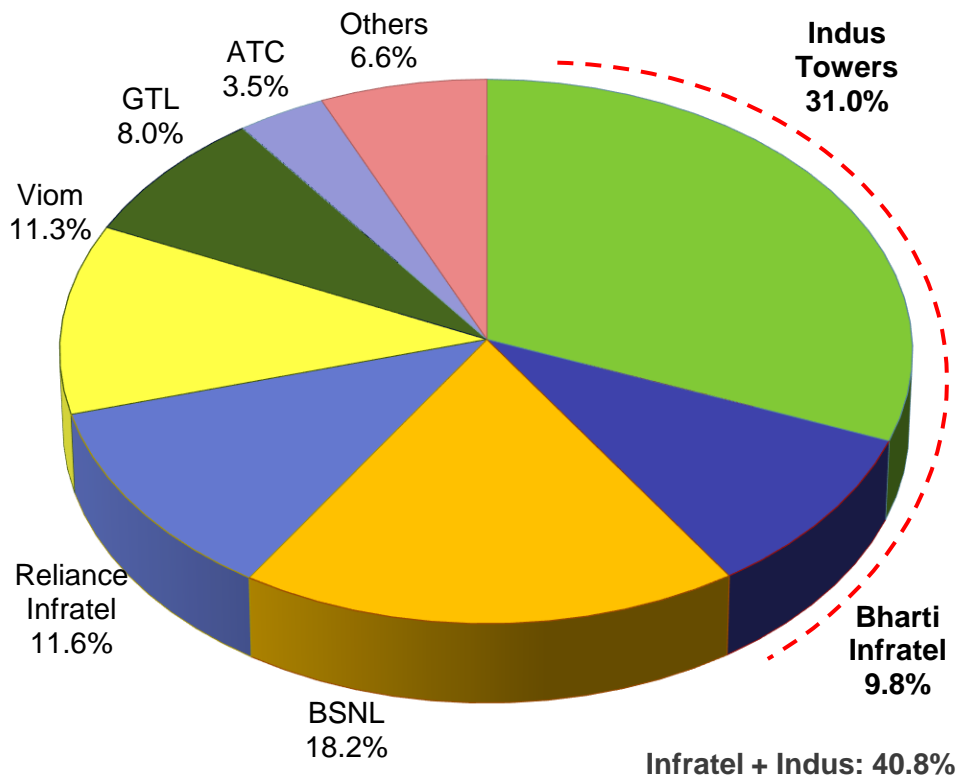
Indus Towers – JV between Bharti Infratel, Vodafone and Aditya Birla Telecom

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

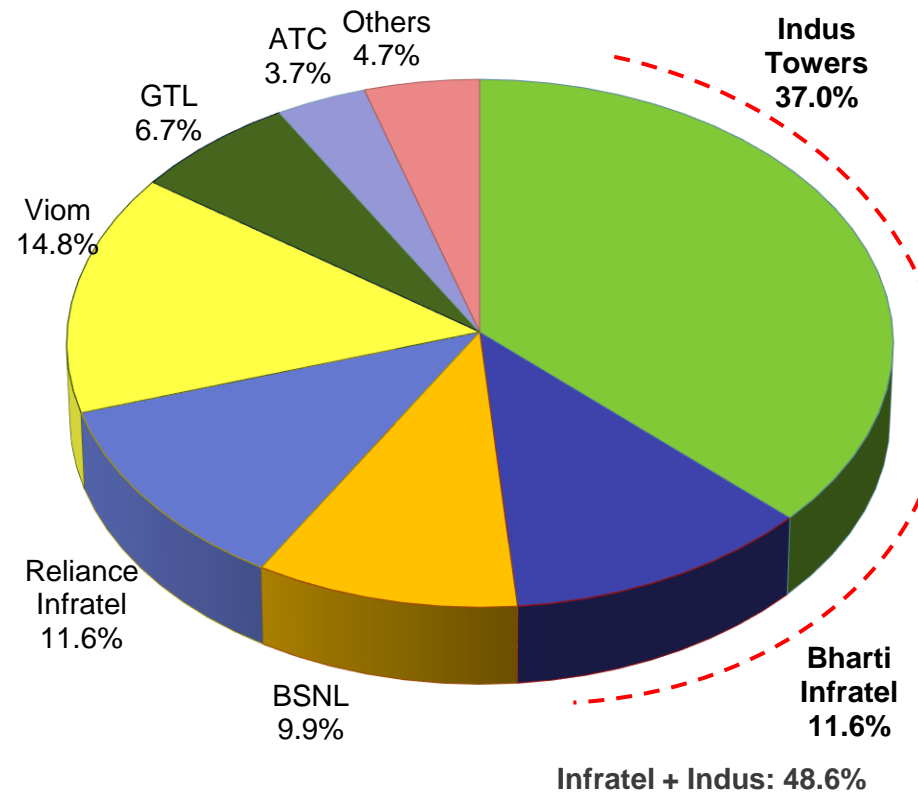
Marquee promoter and investors

Our Share of Market

Towers

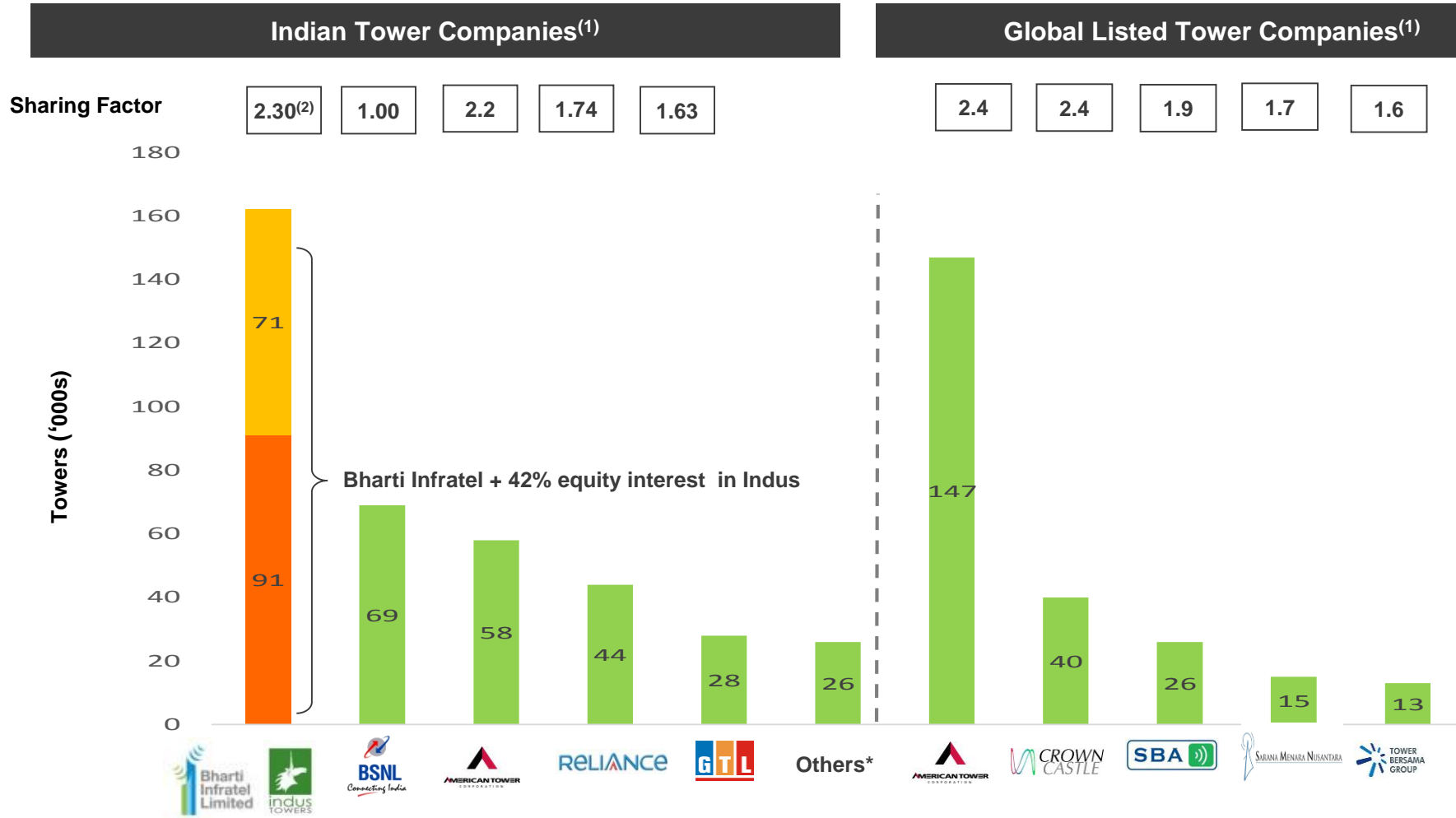


Co-locations



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

A Leading Global Tower Infrastructure Operator



CCI: Crown Castle International, SBA: SBA Communications, ATC: American Tower, TBIG: Tower Bersama; SMN: Sarana Merana Nusantara

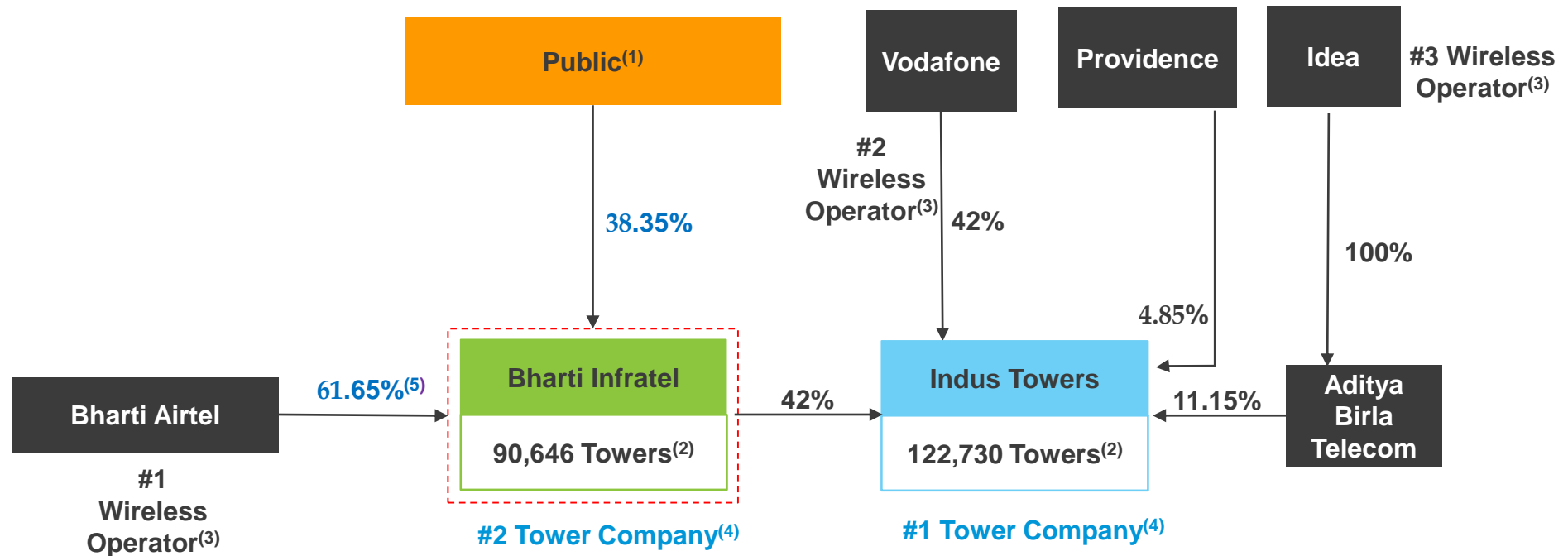
Source: Deloitte, SEC filings, Annual and quarterly reports; For ATC, CCI, GTL, SBA, SMN, TBIG tower data corresponds to Mar 31, 2017; all other data corresponds to March 31, 2015 as per Deloitte Report. *Others do not include any proprietary towers of Reliance Jio

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

(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 of 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.

‘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

Tower Base: 90,646

YoY 2.1% growth

Co-locations: 2,10,606

YoY 8.0% growth

Sharing Factor: 2.32

Revenues: Rs. 6,085 Cr

YoY 9.5% growth

EBITDA: Rs. 2,853 Cr

YoY 13.7% 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

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

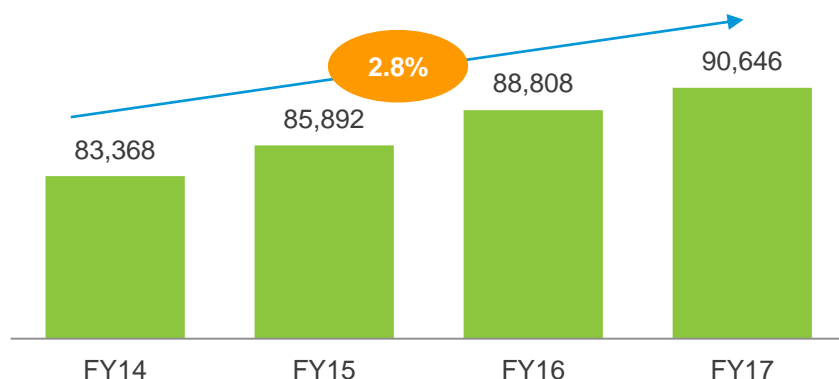
Profit: Rs. 2,747 Cr

YoY 22.2% growth

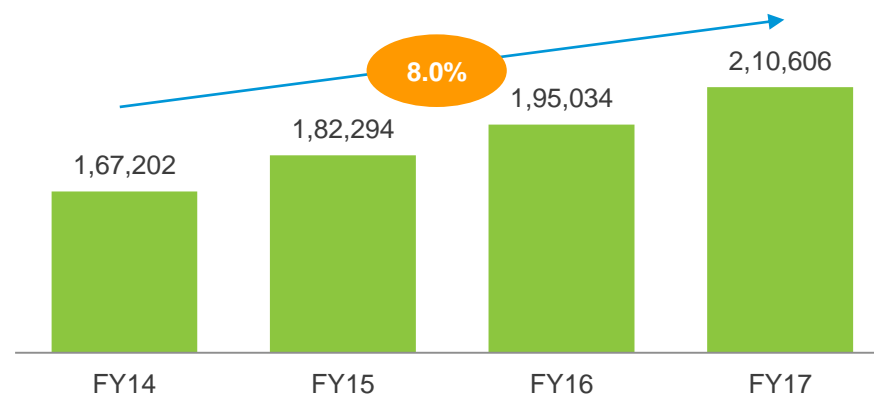
Dividend of INR 16 / share (12 Interim and 4 final) for FY17, translating to 132% of Standalone PAT**

Operational Performance

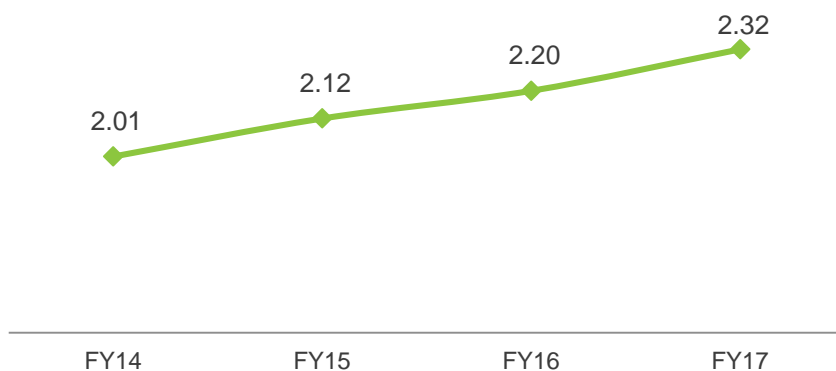
Towers



Co-locations



Closing Sharing Factor



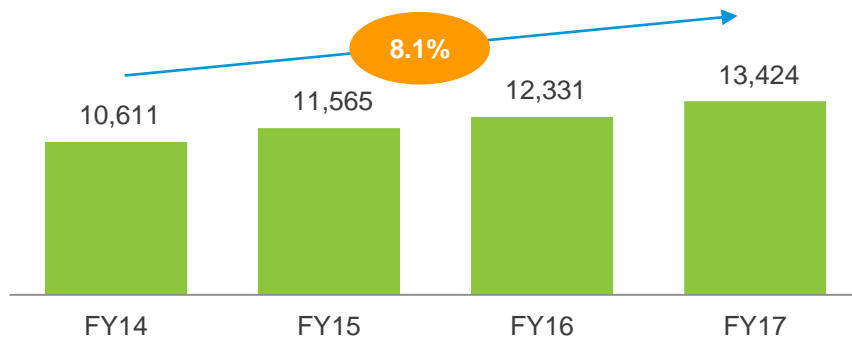
Steadily growing tower and co-locations base

Average Sharing Factor at 2.26 for FY17

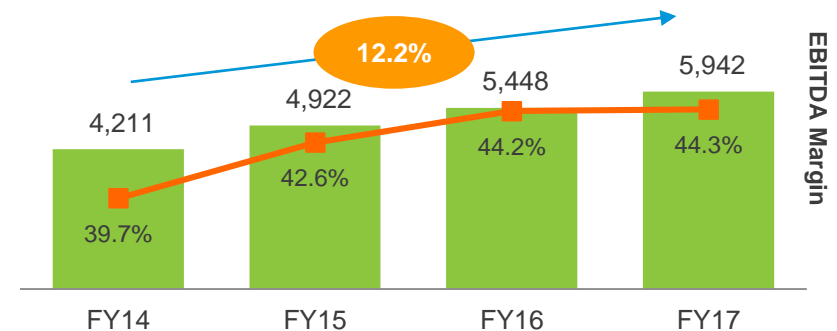
Increasing demand for data networks augurs well for tower infrastructure companies

Financial Performance (basis proportionate consol)

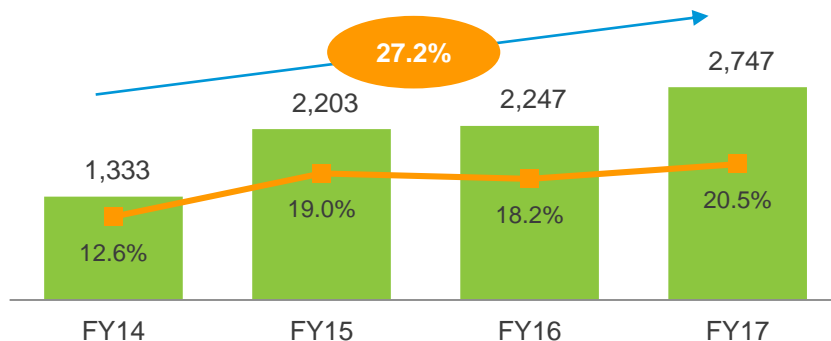
Revenues (Rs. Cr) ¹



EBITDA (Rs. Cr) ¹



Net Profit (Rs. Cr) ²



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

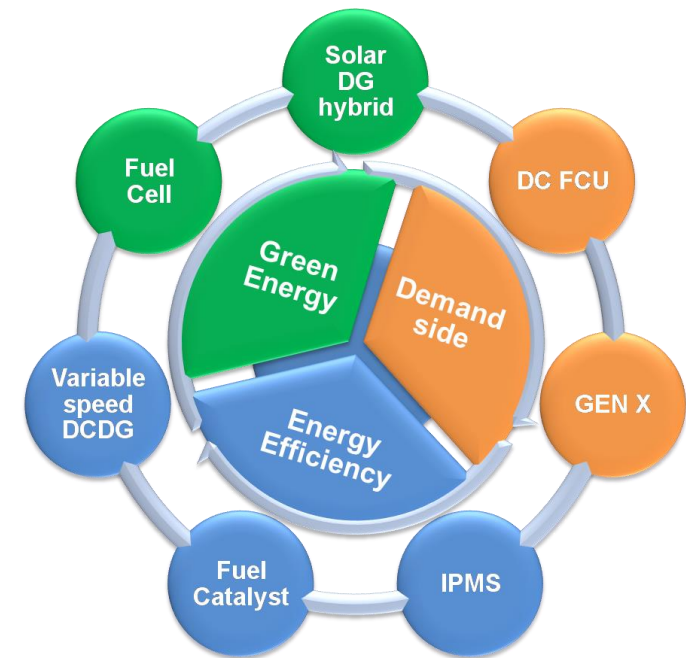
- 3,000+ solar powered towers, Installed capacity of over 11 MW
- 38,962 (43% of the Portfolio) towers across the network are Green towers

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



CSR at Infratel

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

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.

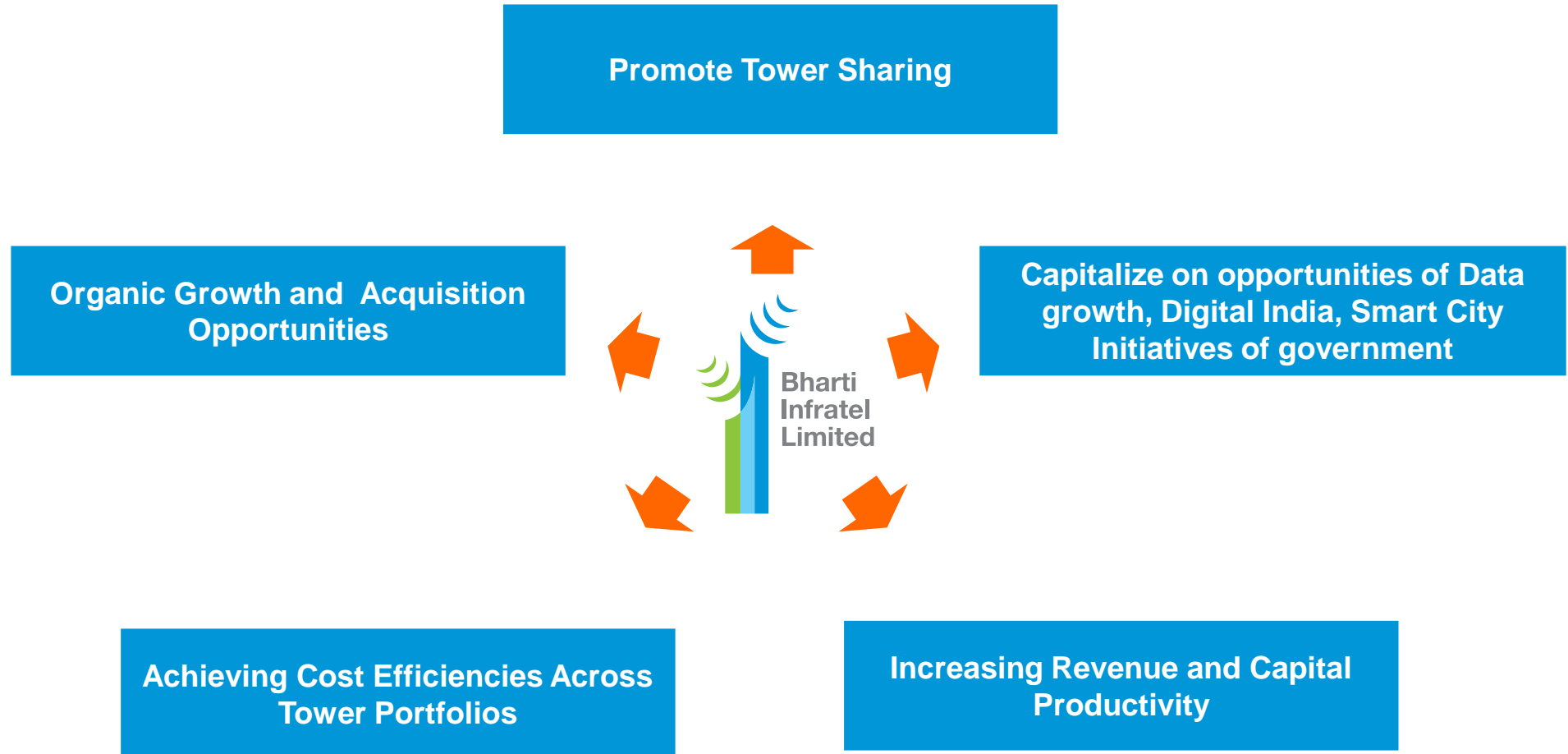


Bharti Infratel has been adjudged as one of the 'Best Employers' at the 'Aon Hewitt Best Employers' 2017 Awards for the third year in a row.

For more details, please visit our website – www.bharti-infratel.com

In Summary

Company Strategy



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



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July 2017

Glossary

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