



**Bharti Airtel**

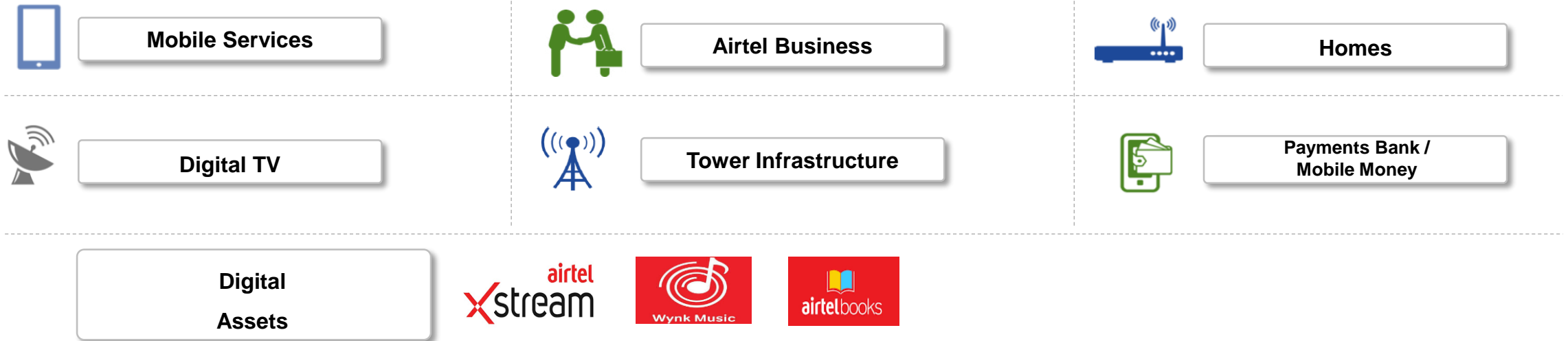
**February 2020**

# Bharti Airtel: Who Are We

## A Leading Global Telco...

<b>#2</b> Telecom operator globally based on connections <sup>2</sup>	<b>18</b> Countries presence globally <sup>3</sup>	<b>2 Bn+</b> Addressable population	<b>418+ Mn</b> Customers	<b>171+ Mn</b> Wireless Data Customers
<b>31.6%</b> Revenue Market Share in India <sup>1</sup>	<b>#2</b> Telecom operator in Africa based on connections <sup>5</sup>	<b>\$11.6 Bn</b> Consol Revenues (FY19)	<b>\$3.8 Bn</b> Consol EBITDA (FY19)	<b>3.07</b> Net Debt to Annualized Q3FY20 EBITDA <sup>4</sup>

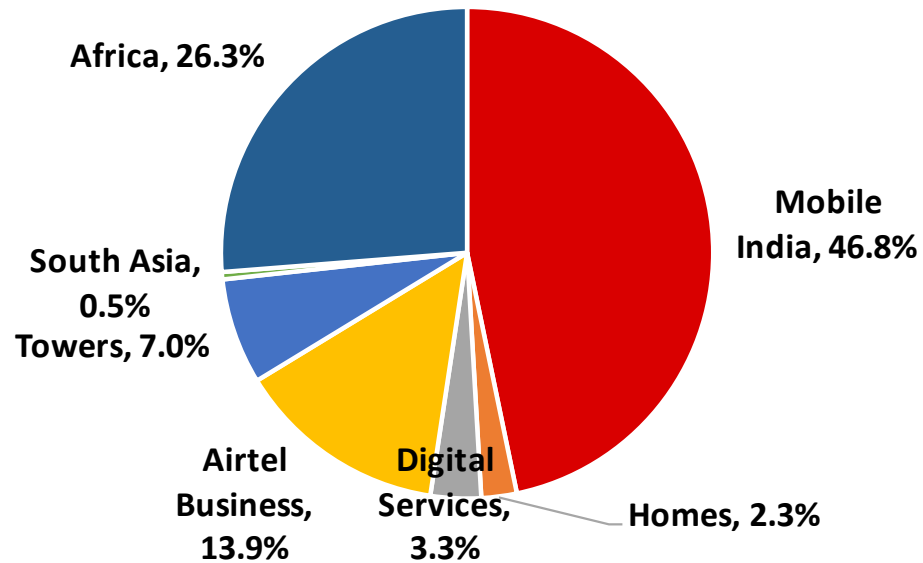
## ...With a Diversified Portfolio



Note – 1. Revenue Market Share calculated on the basis of AGR + NLD as of Q3FY20 2. Q4 2019 sum of consolidated subsidiaries by GSMA Intelligence 3. Including JV 4. Post Ind-AS 116 5. GSMA Intelligence

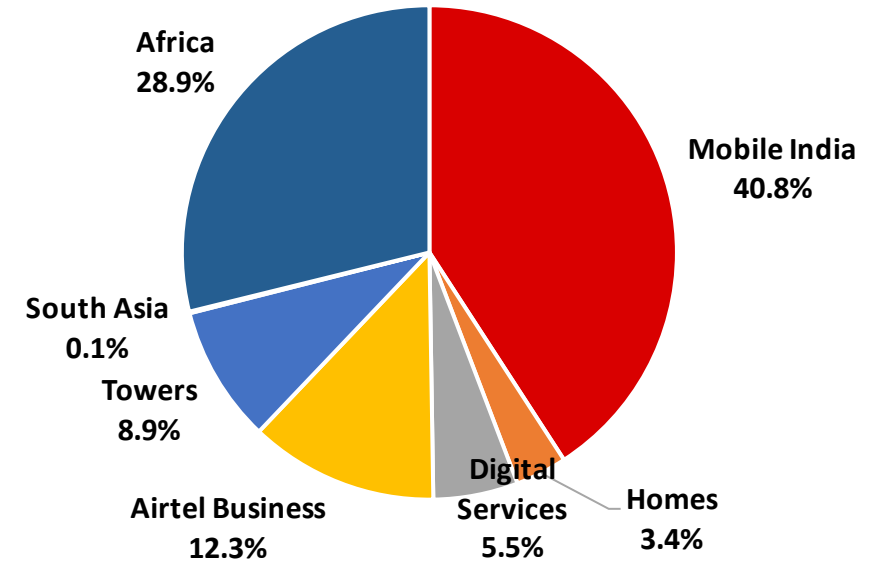
# With a Diversified Range of Offerings

Revenue Split by Segments<sup>1</sup> Q3FY20



As of Q3FY20, India Non-Mobile Business\* comprise of 28.8 % of Consol Revenues

EBITDA Split by Segments<sup>1</sup> Q3FY20



As of Q2FY20, India Non-Mobile Business\* comprise of 31.7% of Consol EBITDA

1. Excludes others and eliminations. Figures based on reported financials post optical fibre reorganization  
 \* Non Mobile Businesses include Homes, DTH, Airtel Business and Towers



**INDIA**



# India Telecom Industry: Massive Potential

- 2<sup>nd</sup> largest telecom market in the world
- 2<sup>nd</sup> largest smartphone market in the world
- 2<sup>nd</sup> highest internet users in the world
- 2<sup>nd</sup> largest enterprise & SMB market in the world

## WIRELESS

■ 1.3 bn population

## WIRELESS DATA

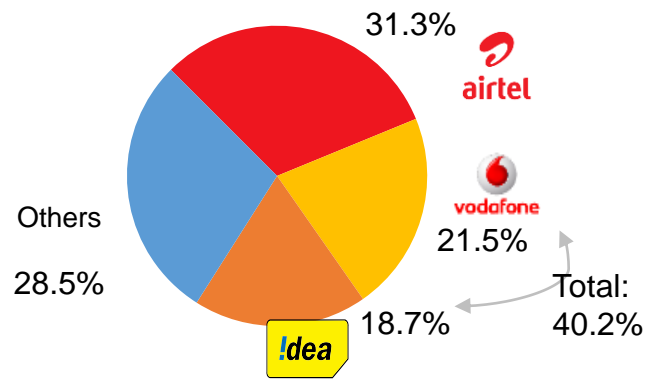
■ ~55.8%<sup>2</sup> Mobile Broadband Penetration

## AIRTEL LEADERSHIP

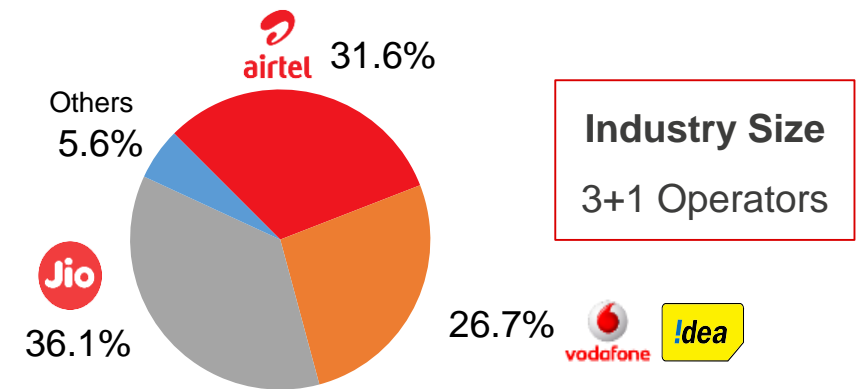
■ 31.6% RMS in Q3FY20 (AGR+NLD)

## Bharti Airtel has Maintained its Revenue Market Share Despite the Industry Turmoil

### Pre- Jio (Q4FY16)



### Today (Q3FY20)



Industry Size  
14 Operators

Industry Size  
3+1 Operators

Source: 1 & 2 – Telecom Subscription Report December 2019, TRAI, 3- VNI Mobile Forecast Highlights, 2017-2022

# Demonstrated Superior Execution

## Well Defined Strategy

Focus on quality customers

Micro Marketing

Brilliant Experience

Simplify

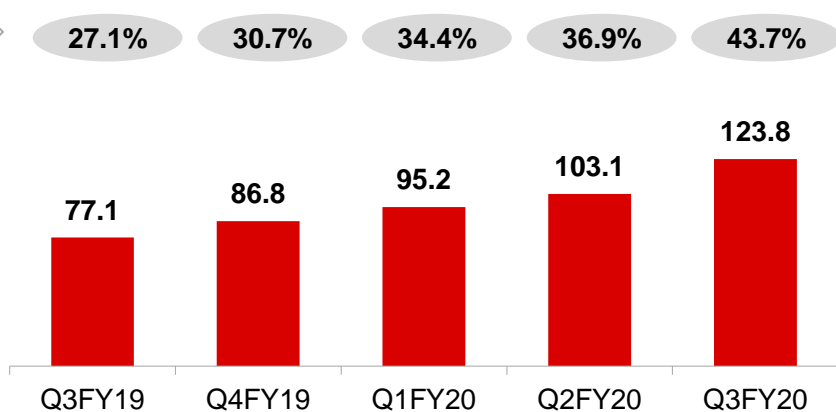
Services at Scale / Partnerships

War on Waste

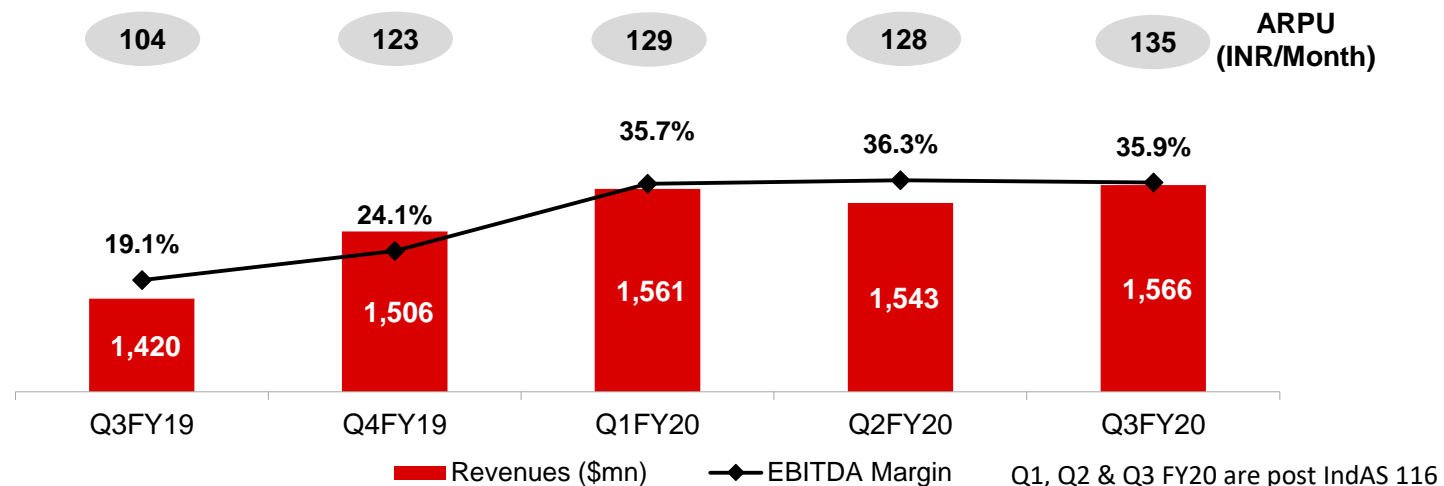
## Has Translated into Superior Performance

### Expanding 4G Customer Base (Mln)

% of Total Customers

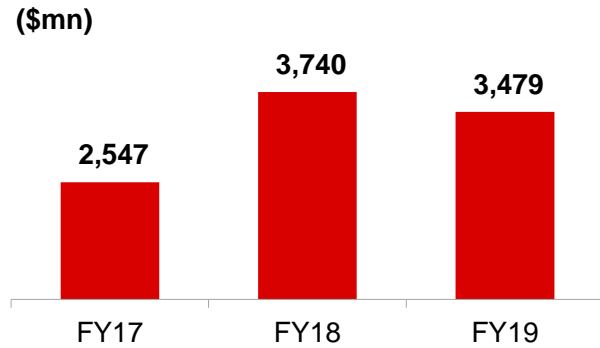


### Mobile India Revenues & EBITDA recovering

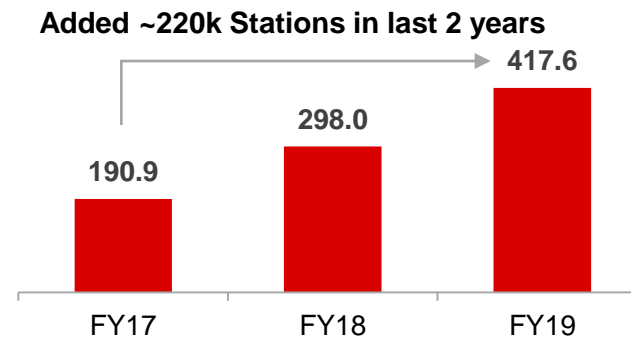


# Well invested for future growth

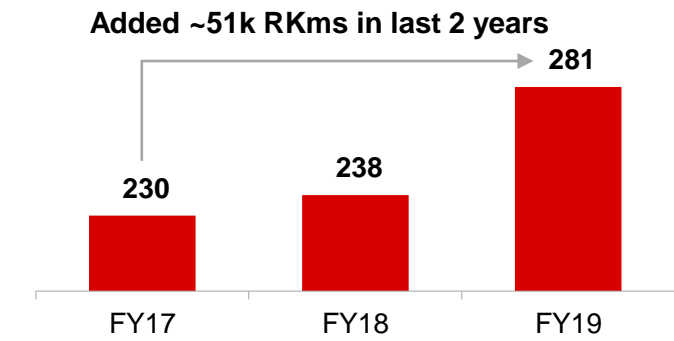
## India SA Capex



## Mobile Broadband Base Stations ('000)



## Fiber ('000 RKMs)

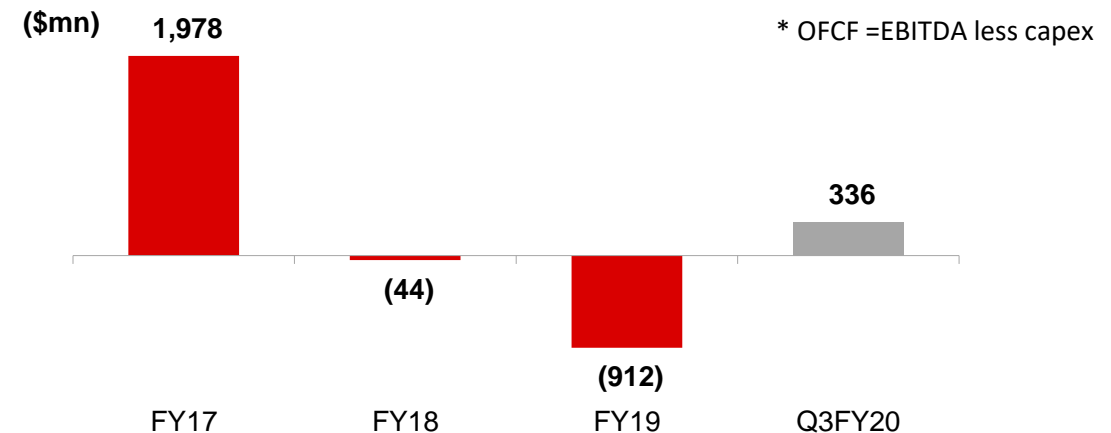


## Massive Spectrum Holdings Deployed for 4G

Spectrum band	MHz spectrum	
800 & 900 MHz	255.3	~30% market share in the industry spectrum
1800 MHz	566.1	
2100 MHz	340.0	
2300 MHz	570.0	

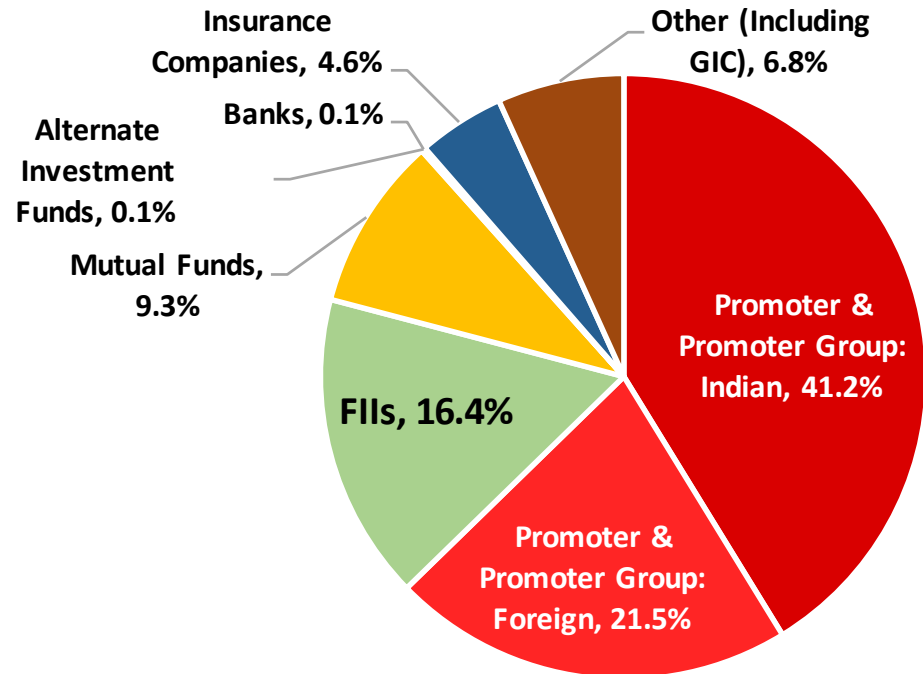
Including spectrum acquired from Tata with effect from July 1, 2019  
Table based on Unpaired spectrum

## EBITDA recovery and moderating capex translating to OFCF



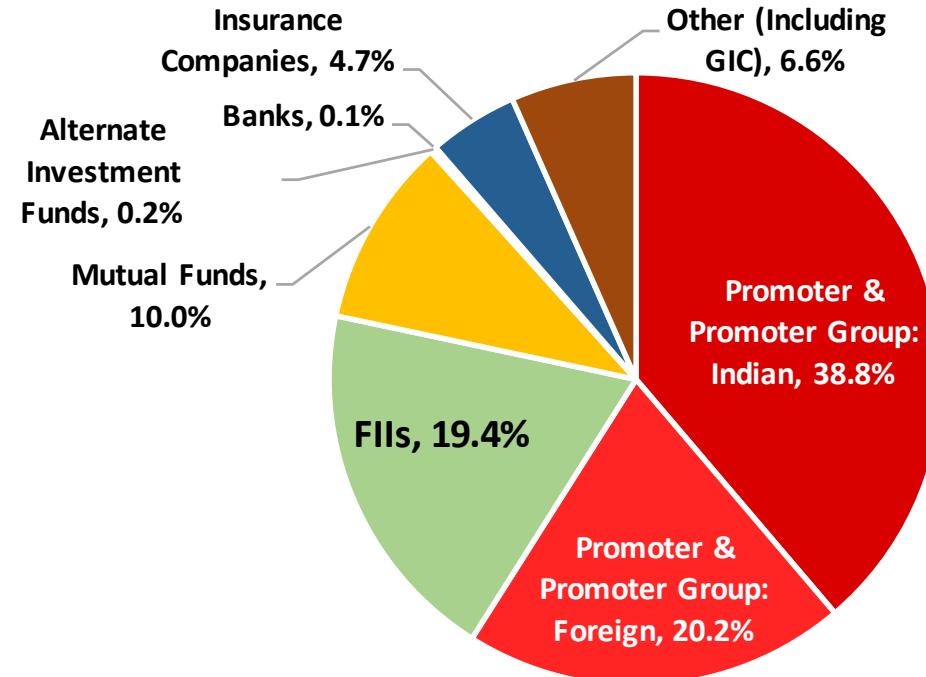
# Well Spread Ownership Base

As of 31<sup>st</sup> Dec 2019



**Total O/S Shares: 5,131.96 mn**  
**Free Float: 37.3%**

As of 15<sup>th</sup> Jan 2020 : Post QIP



**Total O/S Shares: 5,455.56 mn**  
**Free Float: 41.0%**



**AFRICA**



# One of the Leading Telcos and Mobile Money Platform

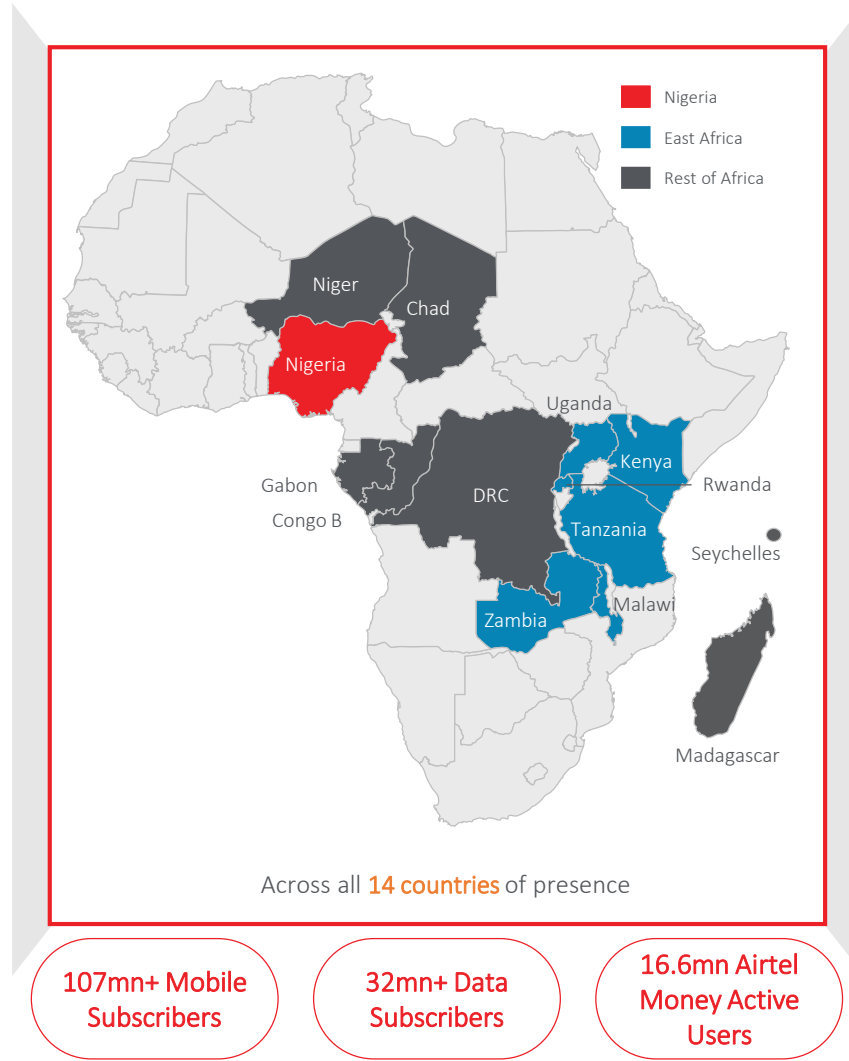
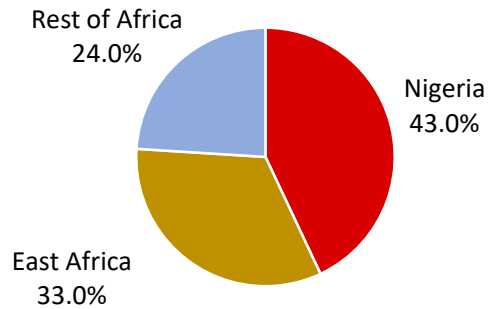
14 countries: Airtel Africa

#2 largest Telecom operator in Africa



in 12 out of 14 markets based on RMS

## Geographically Diverse (Contribution to Revenue%) Q3FY20



107mn+ Mobile  
Subscribers

32mn+ Data  
Subscribers

16.6mn Airtel  
Money Active  
Users

## Company Profile

Premium Listed London Stock Exchange FTSE 250

\$3.2bn Dec'19 Net Debt (includes Lease obligation of \$1.2 bn)

2.03x Net Debt/EBITDA (including Lease obligation)

## Growth Profile (Constant Currency)

14% YoY Revenue growth in Q3FY20

41% YoY Mobile data revenue growth Q3FY20

31% YoY Mobile money revenue growth Q3FY20

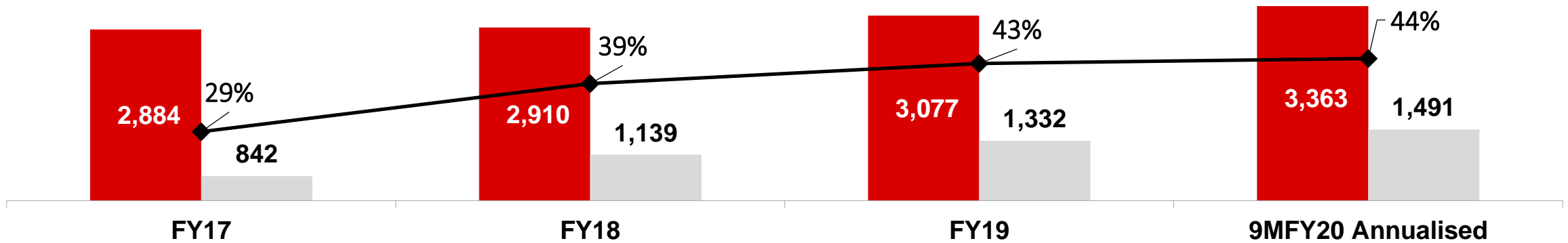
All data is excluding JV in Ghana

# Demonstrated Strong Business Performance

## Financial Performance

(\$m in Reported Currency)

■ Revenues (\$mn) ■ EBITDA (\$mn) ◆ EBITDA Margin



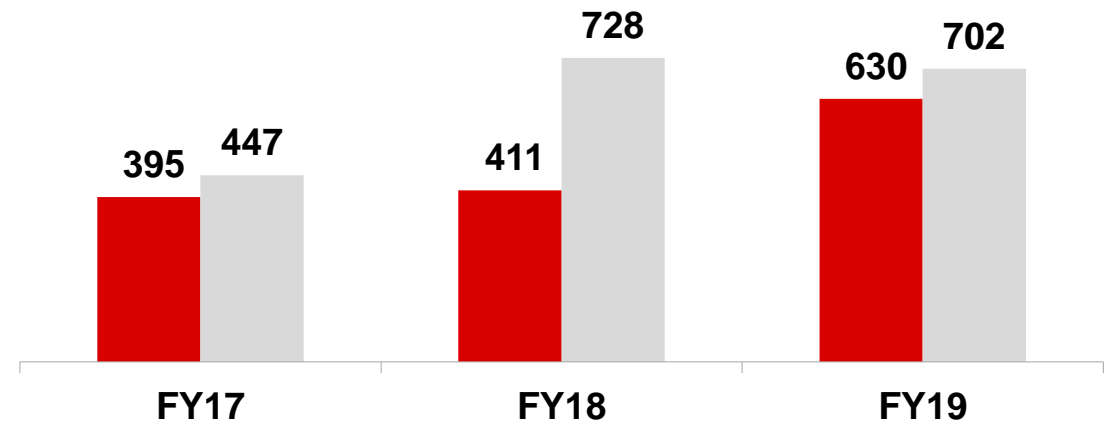
## Gross revenue growth drivers

	% Revenue mix as of Q3FY19	YoY Growth Rate (%)	Weighted avg. Growth Rate (%)	% Revenue mix as of Q3FY20
Voice	62%	6%	4%	57%
Data	22%	41%	9%	28%
Airtel Money	8%	31%	3%	9%
Gross revenue	100%	14%	14%	100%

## Capex (ex-spectrum) and OFCF

(\$m in Reported Currency)

■ Capex (\$mn) ■ OFCF (\$mn)

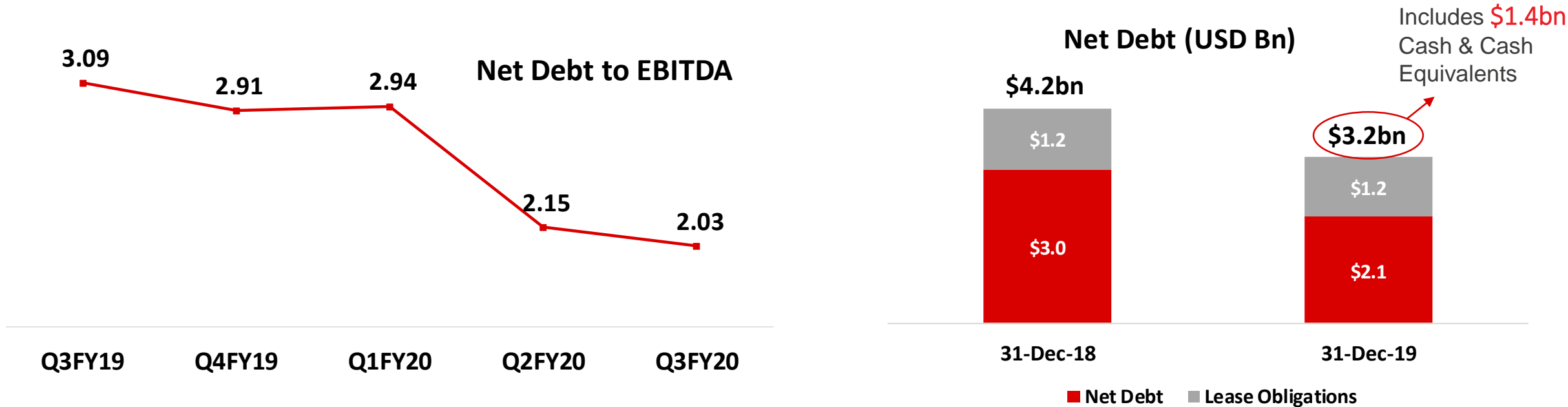


# Superior Strategy Execution & Balance Sheet Strength

## Well Defined Strategy



## Robust Balance Sheet with improving leverage

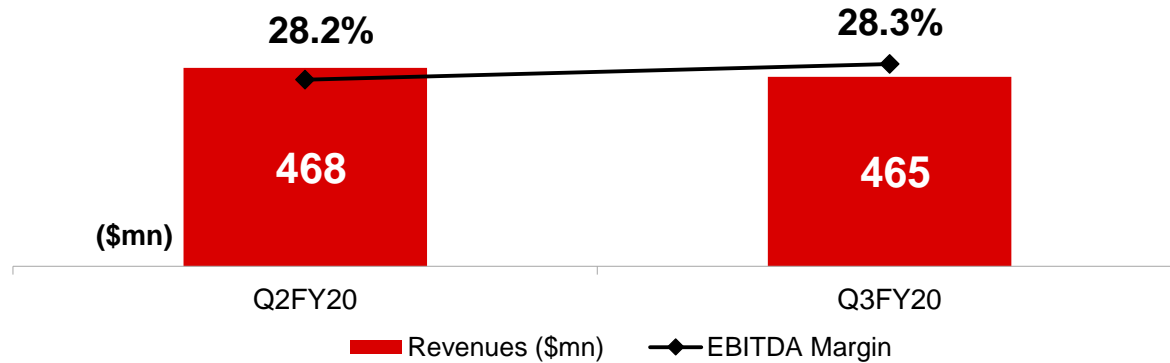


**NON MOBILE**

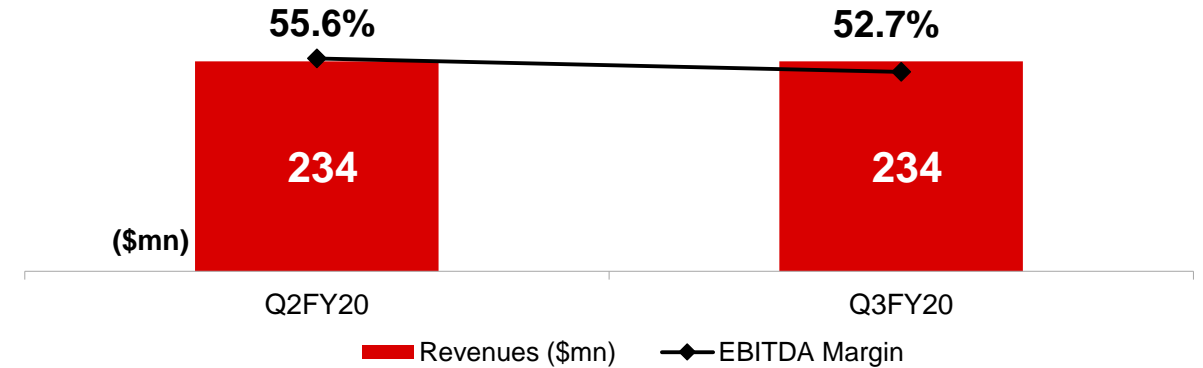


# Non-Mobile Businesses: Diverse and Growing

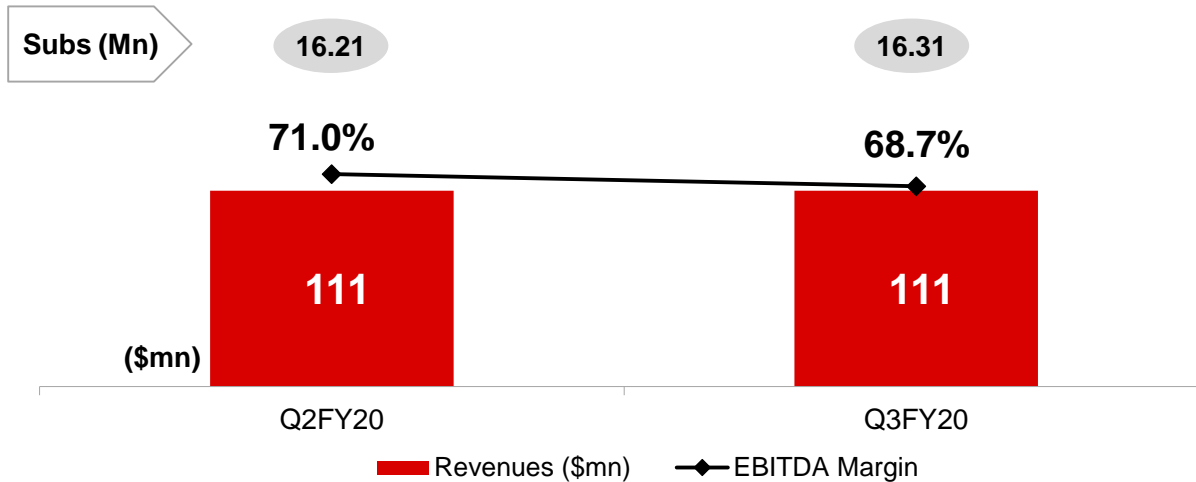
## Airtel Business (Enterprise)



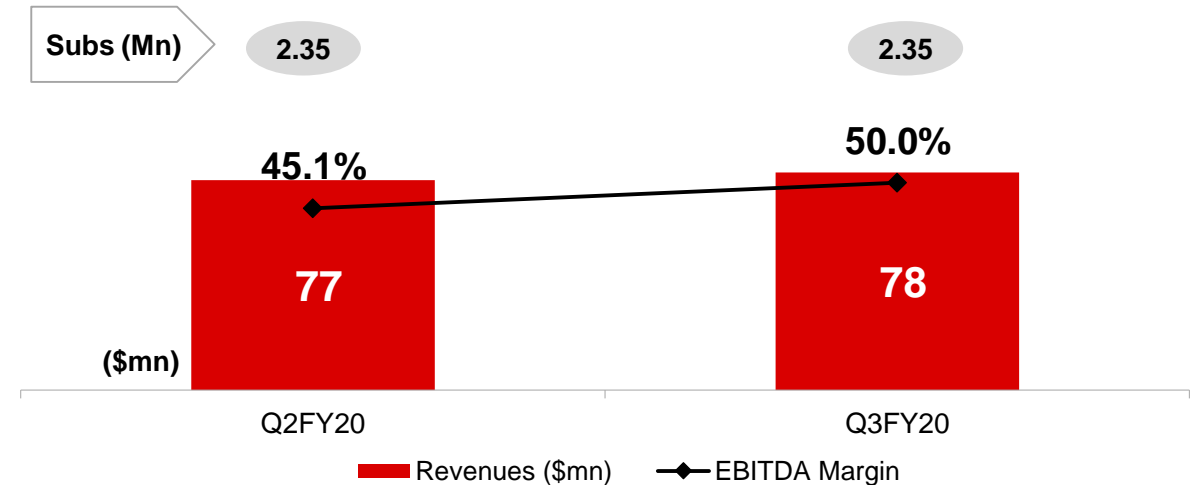
## Tower Infrastructure



## Digital TV Services



## Homes





Q3FY20 Airtel Business & Homes figures are adjusted for reporting change for like to like comparison

**CONSOLIDATED**



# Timely Equity Infusions & Diversified Debt Profile

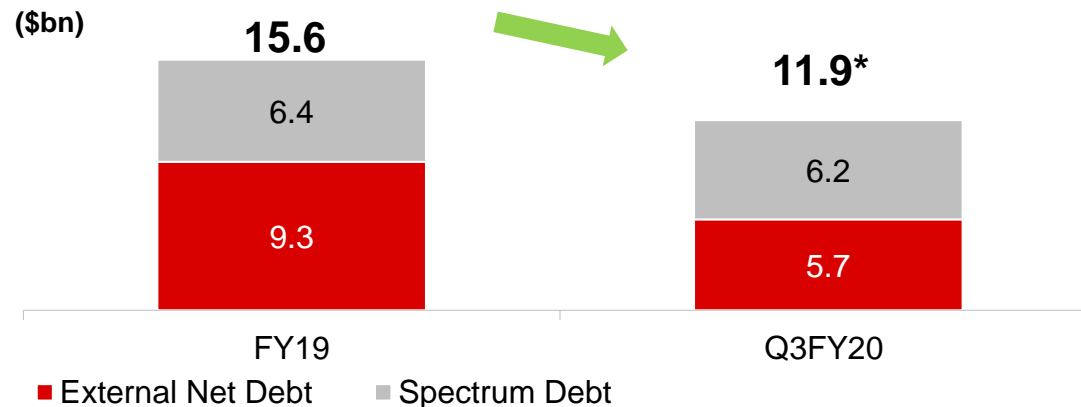
**Recent Activities Undertaken: c.\$13 bn of equity capital raised in the last 5 years**

Sep 2014; Oct 2015	Feb 2015	Mar 2017	Aug 2017; Nov 2017	Dec 2017	Jan - Nov 2018	May 2019	June 2019	Jan 2020
Africa tower sales and divestment 	Monetization of stake in Bharti Infratel 	Infratel stake sale to KKR, CPPIB 	Monetization of stake in Bharti Infratel 	DTH partial stake sale to Warburg Pincus 	Airtel Africa Pre-IPO placement 	Issuance of equity shares by way of rights issue 	IPO of Airtel Africa unit, Listing on LSE & Nigerian Stock Exchange 	Largest QIP ever by a private sector issuer in India 
<b>c.\$3 bn</b>	<b>c.\$311 mn</b>	<b>c.\$952 mn</b>	<b>c.\$910 mn</b>	<b>c.\$235 mn</b>	<b>c.\$1,450 mn</b>	<b>c.\$3,613 mn</b>	<b>c.\$674 mn</b>	<b>c.\$2,000 mn</b>

In FY20, issued Perpetual Bond in Network i2i of \$1,000 mn at 5.65% and FCCB in Bharti Airtel of \$1,000 mn at 1.50%

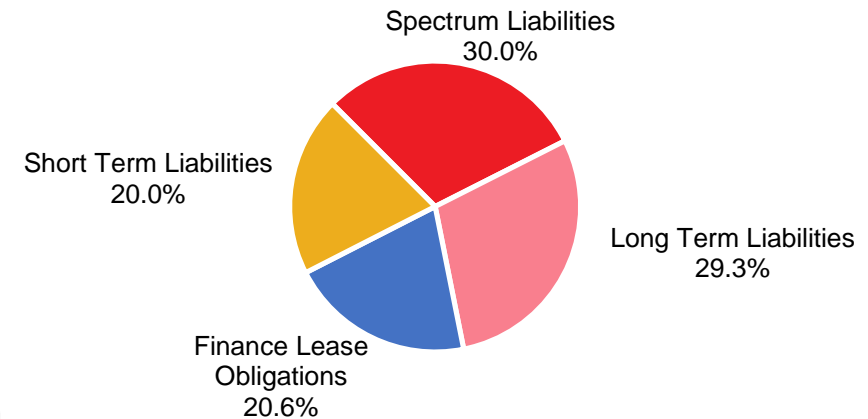
Further avenues of monetization exist such as Sell-down in Towers, Fibre, DTH

## Reduction in Net Debt



\* Excludes lease obligation liabilities of \$4.2bn

## Diversified Gross Debt Profile (Q3FY20)







**THANK YOU**