



November 03, 2021

National Stock Exchange of India Limited

Exchange Plaza, C-1 Block G
Bandra Kurla Complex, Bandra (E)
Mumbai – 400051, India
Symbol: BHARTIARTL/ AIRTELPP

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001, India
Scrip Code: 532454/ 890157

Sub: Investor Presentation

Dear Sir/ Ma'am,

We are enclosing the Investor presentation, to be used by the Company for analyst/ institutional investors meeting(s).

Kindly take the same on record.

Thanking you,
Sincerely Yours,

For Bharti Airtel Limited

Rohit Krishan Puri
Dy. Company Secretary & Compliance Officer



Bharti Airtel Limited

(a Bharti Enterprise)

Regd. Office: Airtel Center, Plot No. 16, Udyog Vihar, Phase-IV, Gurugram – 122015, India
Corporate Office: Bharti Crescent, 1, Nelson Mandela Road, Vasant Kunj, Phase II, New Delhi - 110 070, India
T.: +91-124-4222222, F.: +91-124-4248063, Email id: compliance.officer@bharti.in, www.airtel.com

CIN: L74899HR1995PLC095967



Exciting Opportunities Ahead

Disclaimer



The information contained in this presentation is provided by Bharti Airtel Limited (the “Company”) to you solely for your reference. This document is being given solely for your information and for your use and may not be retained by you and neither this presentation nor any part thereof may be (i) used or relied upon by any other party or for any other purpose; (ii) copied, photocopied, duplicated or otherwise reproduced in any form or by any means; or (iii) redistributed, passed on or otherwise disseminated, to any other person without the prior written consent of the Company. Although care has been taken to ensure that the information in this presentation is accurate, and that the opinions expressed are fair and reasonable, the information is subject to change without notice, its accuracy is not guaranteed and has not been independently verified. No representation, warranty, guarantee or undertaking (express or implied) is made as to, and no reliance should be placed on, the accuracy, completeness or correctness of any information, including any projections, estimates, targets and opinions, contained herein, and accordingly, none of the Company, its advisors, representatives or any of its directors assumes any responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information or opinions contained herein. None of the Company, its advisors, representatives and its directors, officers, employees or affiliates nor any other person accepts any liability (in negligence, or otherwise) whatsoever for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection therewith.

The statements contained in this document speak only as at the date as of which they are made, and the Company expressly disclaims any obligation or undertaking to supplement, amend or disseminate any updates or revisions to any statements contained herein to reflect any change in events, conditions or circumstances on which any such statements are based. By preparing this presentation, none of the Company, its management, and their respective advisers undertakes any obligation to provide the recipient with access to any additional information or to update this presentation or any additional information or to correct any inaccuracies in any such information which may become apparent. This document does not constitute or form part of and should not be construed as an offer to sell or issue or recommendation or solicitation of an offer to buy or acquire securities of the Company or its subsidiaries or affiliates in any jurisdiction or as an inducement to enter into investment activity. No part of this document, nor the fact of its distribution, should form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company. This document is not financial, legal, tax or other product advice.

This presentation contains statements that constitute forward-looking statements which involve risks and uncertainties. These statements include descriptions regarding the intent, belief or current expectations of the Company or its officers and information currently available with them including with respect to the consolidated results of operations and financial condition, and future events and plans of the Company. These statements can be recognized by the use of words such as “expects”, “plans”, “will”, “estimates”, “intends” or words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors and assumptions. You are cautioned not to place undue reliance on these forward looking statements, which are based on the current view of the management of the Company on future events. No assurance can be given that future events will occur, or that assumptions are correct. Neither the Company nor its advisors or representatives assume any responsibility to amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise.

This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, and the rules made thereunder, as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, the Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008, as amended or any other applicable law in India.

This presentation includes certain industry data and projections that have been obtained from industry publications and surveys. Industry publications and surveys and forecasts generally state that the information contained therein has been obtained from sources believed to be reliable, but there is no assurance that the information is accurate or complete. Neither the Company nor any of its advisors or representatives have independently verified any of the data from third-party sources or ascertained the underlying economic assumptions relied upon therein. All industry data and projections contained in this presentation are based on data obtained from the sources cited and involve significant elements of subjective judgment and analysis, which may or may not be correct. For the reasons mentioned above, you should not rely in any way on any of the projections contained in this presentation for any purpose.

The distribution of these materials in certain jurisdictions may be restricted by law and persons into whose possession these materials comes should inform themselves about and observe any such restrictions.

This presentation and the information contained herein does not constitute or form part of any offer for sale or recommendation 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.

By accessing this presentation, you accept that this disclaimer and any claims arising out of the use of the information from this presentation shall be governed by the laws of India and only the courts in India, and no other courts, shall have jurisdiction over the same.

1. Airtel Payments Bank; leading scale and growing rapidly



Revenue * Rs 943 crores	EBITDA * Rs 42 crores	Net Income * Rs 23 crores
GMV * Rs 128,360 crores	Merchant Base 8 million	Take Rate 0.74%
Total Customers 115+ million	MTU 31+ million	Total Transactions 1+ billion quarterly

One of its kind multi-segment Payments Bank in India



Driving digital leadership with significant, relevant & monetisable use cases

Target Segment	Tier III+ Markets (Bharat)	Digital (India)	B2B
Engagement & Monetisation	<ul style="list-style-type: none"> ❑ Cash Deposit and Withdrawal of DBT ❑ Money Remittances: Domestic & Foreign ❑ Cross Selling of loans & insurances ❑ AePS ❑ Full stack digital savings account 	<ul style="list-style-type: none"> ❑ Rewards123 ❑ Higher interest rates (upto 6% p.a) ❑ Thanks app integration ❑ Recharges ❑ UPI Payments ❑ FASTag ❑ Digi Gold ❑ Insurance, Loans & Pension ❑ Utility Bill Payments ❑ Gift Cards & Train Tickets 	<ul style="list-style-type: none"> ❑ Cash Management Services (CMS) ❑ Bharat Bill Pay (BBPS) ❑ Salary Payments / Disbursals
	~500,000 business correspondents network	Leveraging over 180 mn Airtel's digital customers	~\$100 bn [#] cash digitized monthly at industry level

Airtel Estimates

Payment Bank Product Suite



Banking

 Rewards 123 ₹960/yr b...	 Debit Card	 Send to bank	 Add Money 6% Interest	 Offers	 ATM Withdrawal	 Send Money	 BHIM UPI	 Scan any QR	 Check Balance New
 Cash Drop	 Cash Withdrawal	 Link/Delink Aadhaar for DBT	 Cash Deposit						

Payments




 Recharge	 DTH	 FASTag Recharge	 Cable TV	 Postpaid Payment	 Broadband Bill	 Electricity Bill ₹20 back	 Book Cylinder ₹20 back	 Piped Gas ₹20 back	 Water Bill ₹20 back
 Credit Card	 Municipal Taxes	 School Fees	 Subscrip tion	 Municipal Services	 Hospital Bills	 Clubs and Associati...	 Housing Society	 NETC FASTag ₹100* back	 eCom Payments
 Gift Card	 Google Play	 Flipkart Gift Card	 Train Tickets	 Aadhaar Enabled Payment System					

Cross Sell

 Term Life Insurance	 Income Guarantee	 Mobile Insurance	 2 Wheeler Insurance	 Insurance Premium	 Car Insurance	 Personal Loan New	 Atal Pension Yojna	 Western Union	 Covid19 Insurance	 Loan EMI Payment	 Manage Insurance
 Digi Gold	 Shop Insurance	 Insurance Profile	 Group Health Assure	 Term & PA Insurance	 Vector Borne Disease Insurance						

2. Airtel Business; future proof portfolio



Segments	 Voice	 Connectivity & related	 CPaaS
Revenue Growth	Performance in line with industry trend	Outperforming the industry; growing double digit	Industry leading revenue growth
Other trends	Focus to grow market share & cash generation	31.7% market share in enterprise data market and 44% in enterprise mobility market	USD 1 bn# India cloud communication market, growing ~20%# annually

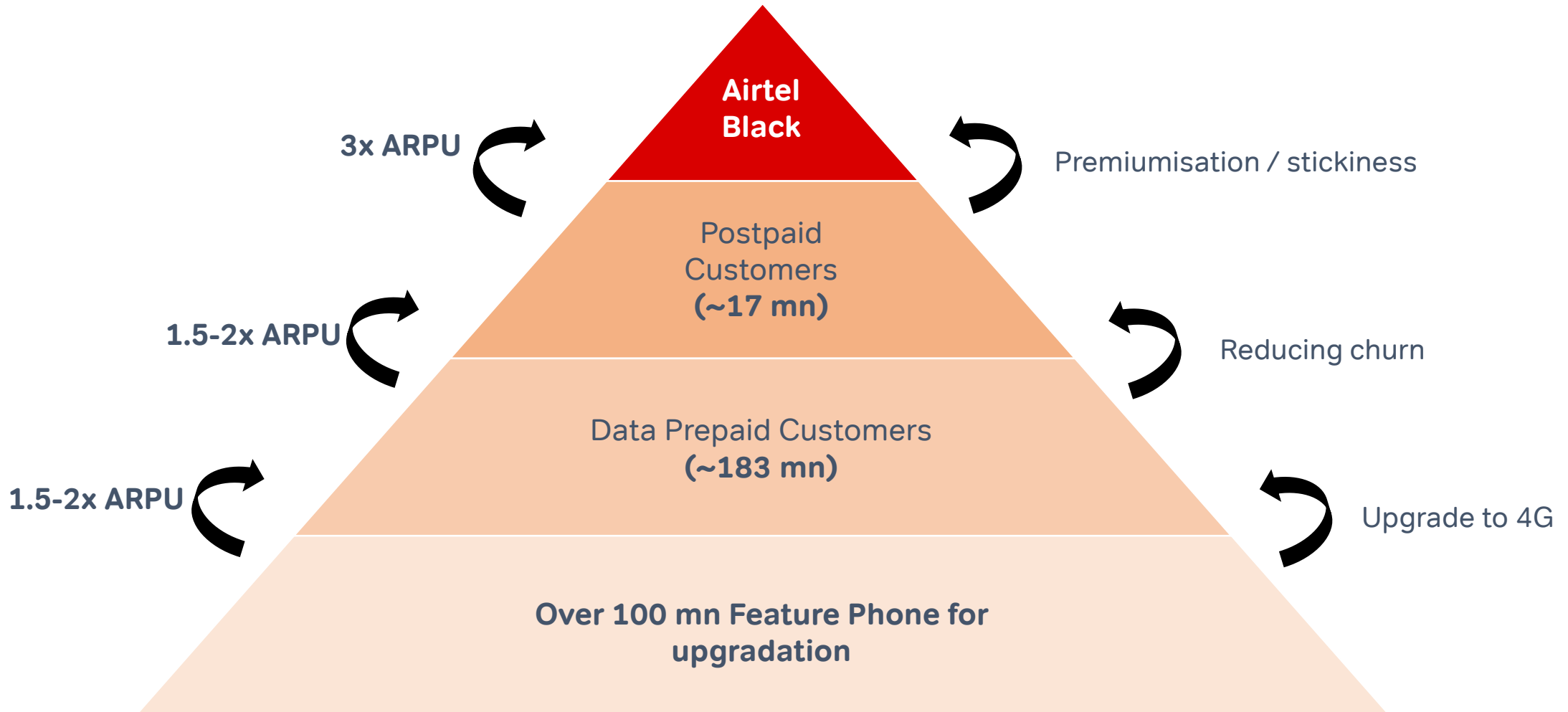
CPaaS Opportunity

- ❑ CPaaS the fastest growing part of our portfolio at very strong double digits
- ❑ Plays to our strengths of combining our network and digital strengths
- ❑ **Airtel IQ:** Already serving over 175 customers spanning across biggest internet companies, banks and more

3. Premiumisation Opportunity

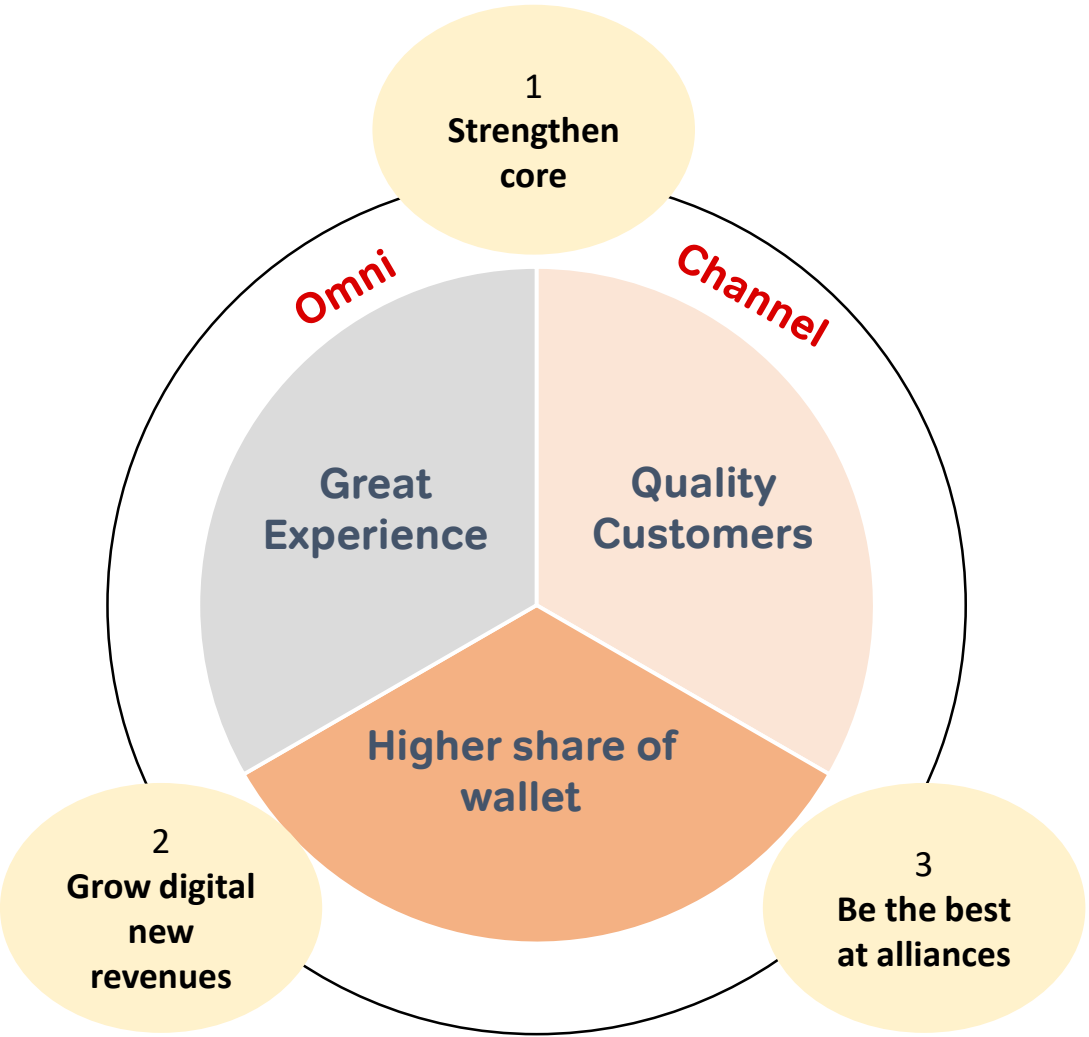


■ Upgrades at every step of ladder



* Based on current trends and estimates

4. Leveraging data capabilities



	Data	Distribution	Payments	Network
Strengths	Rich customer understanding	Access to customers: B2C/ B2B	Omni Channel capabilities	Ubiquitous presence with API's
Capabilities	Customer 360	App. Web. Stores	Banking License	Location
	AI/ML Reco Engine	Homes	Digitising Cash	Coverage
	Identity. Credit Scores	Enterprise Hub	Add to Bill	Edge Capabilities



Thank You

