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bharti TODAY

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**AIRTEL AFRICA:
A RESURGENCE**

CHAIRMAN'S NOTE



Dear Colleagues,

The last Financial Year was remarkable for Airtel Africa, as the Company registered its first net profit after years of hard work and perseverance. The entire management team deserves a good round of applause for this.

Initial years in Africa, post our acquisition in 2010 were tough, as we navigated through multiple challenges - different regulatory regimes, varied cultural & socioeconomic environments, lack of infrastructure which resulted in high operating cost. Political disturbances and frequent currency fluctuations added to our struggle. Slowly, the realisation dawned that many of these markets will ultimately emerge as two horse races in the long run. This made in-market consolidation the prime driver of our strategy in the continent, even as we continued to focus relentlessly on ensuring a superior data network, distribution excellence, customer experience and cost management with a well-designed 'War on Waste' programme, ultimately leading to profitability.

Personally, the last few months turned out to be immensely gratifying.

Early this year, I was invited to attend the 'Tech for Good Summit' hosted by His Excellency Emmanuel Macron, President of the French Republic at Elysée Palace. The Summit was attended by several global leaders along with CEOs of globally reputed companies to discuss the role of technology for ensuring welfare of the society.

In June 2018, I assumed charge as Honorary Chair of International Chamber of Commerce (ICC) after

my two-year tenure as the Chairman of the premier global body. During my tenure, ICC accomplished several landmark achievements. I had the opportunity to represent the views of global business at different multilateral forums; prominent among them was my lead role at WTO Discussion forum to highlight the potential of e-commerce to revolutionise global trade flows. Recently, I had the opportunity to Co-Chair World Economic Forum Sustainable Development Impact Summit - 2018 in New York which was organised on the sidelines of the 73rd session of the United Nations General Assembly.

Back home, Bharti AXA Life Insurance (BALI) turned profitable during the last financial year for the first time, since its inception in 2006. Bharti AXA General Insurance (BAGI) too registered a remarkable 34% jump in gross written premium during the year. My compliments to Sam and the teams at BALI and BAGI for such stellar performance.

Our group flagship Bharti Airtel's wireless business in India is currently in the middle of a fierce pricing war and market consolidation. We have done well to increase our market share in this exceptional market transition. We will continue to reinforce our leadership position in the market through strategic alliances and robust investments in networks in the coming days.

Best wishes,

A handwritten signature in blue ink that reads "Sunil Mittal".

Sunil Bharti Mittal

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AWARDS & RECOGNITIONS



Sunil Bharti Mittal with Shri. N. N. Vohra, His Excellency Governor of Jammu & Kashmir & Chancellor, Shri Mata Vaishno Devi University along with Prof. Sanjeev Jain, Vice - Chancellor, Shri Mata Vaishno Devi University.

Sunil Bharti Mittal was awarded the 'Doctor of Science (Honoris Causa)' by 'Shri Mata Vaishno Devi University', Katra, Jammu & Kashmir.

Sunil Bharti Mittal acknowledged as an 'ICC Merchant of Peace'.

Rakesh Bharti Mittal appointed as the President of CII (2018-19).

Akhil Gupta won the 'Entrepreneurial CEO' Award at the 'EY Entrepreneur of the Year 2017'.

Akhil Gupta honoured as the 'CA Lifetime Achiever' by the 'Institute of Chartered Accountants of India'.

Bharti Airtel was rated as the fastest mobile network in India by 'Ookla' - the global leader in speedtest. This is the third time in a row that Ookla ranked Airtel as India's fastest network.

Bharti Airtel was ranked the 'Best Company to Work For' in the 'Telecom & Allied Sector' in the 'Business Today - PeopleStrong survey' (2017).

Bharti Airtel was honoured in the categories of 'Best Brand Loyalty Marketing Campaign' and 'Best CSR Initiative' at the 'Asian Customer Engagement Forum and Awards'.

Airtel Global Business won the 'Best Voice Services Innovation - Emerging Market' and 'Best SMS Innovation' at 'Global Carrier Awards' in London.

Bharti Airtel emerged as the most admired company in India in the telecom space according to ET Telecom's Salary Survey 2017-18.

Nxtra Data, a subsidiary of 'Bharti Airtel' was awarded the 'CIO Choice Award 2018' for 'Data Center & Infrastructure Vendor' in the category of 'Colocation Services'.

Airtel Seychelles was awarded the 'Corporate Social Responsibility of the Year 2017' at the 5th edition of 'Business Awards' organised by the 'Seychelles Chamber of Commerce and Industries' (SCCI).

Airtel Kenya won the 'Humanitarian/Corporate Award 2017' at the 5th edition of the annual 'Kenya Red Cross Volunteer Awards'.

Bharti Foundation's flagship initiative 'Satya Bharti School Program' was recognised as the best Corporate Social Responsibility (CSR) program under the 'Education' category at the '2nd Rajasthan CSR Awards 2018'.

Bharti Foundation bagged the 'CSR Leadership Award' presented by ET Now for 'Support and Improvement in Quality of Education'.

Bharti Infratel was facilitated with 'Golden Peacock Award' for 'Risk Management' at 'The Singapore Global Convention' held in December 2017.

Bharti Infratel won the 'Dun & Bradstreet Infra Award 2017' in the 'Telecom Infrastructure Development' category.

FieldFresh Foods recognised with 'India's Best Companies To Work For- 2017' in the 'Great Place To Work® Institute's' report under the 'FMCG' category.

FieldFresh Foods awarded the 'Innovation Excellence Award for 2017' by 'Yum! Brands'.

Centum Learning won the 'South Asia Education Summit Award 2017' under the category 'Best Vocational Training Institute'.



Sunil Bharti Mittal receives the 'ICC Merchant of Peace' award for his contribution to fostering peace and prosperity through trade.



Akhil Gupta honoured with the 'Entrepreneurial CEO' Award at the 'EY Entrepreneur of the Year 2017'.



Airtel Africa: A Resurgence

Setting foot on the continent in 2010 after completing the largest ever emerging market M&A deal, Airtel has come a long way in Africa - reorganising and rationalising its business portfolio under the most challenging circumstances. From divesting tower infrastructure in many countries to achieving scale and market leadership through strategic merger and acquisitions, Airtel Africa has undertaken multiple maneuvers to achieve a remarkable turnaround in recent years to turn profitable. A story of perseverance, resilience and grit.

Bharti Airtel began its African safari in June 2010 after acquiring Kuwait based Zain Group's operations in 15 countries in the continent. Valued at USD 10.7 billion, the acquisition created history catapulting Airtel to an exclusive global list of telecom

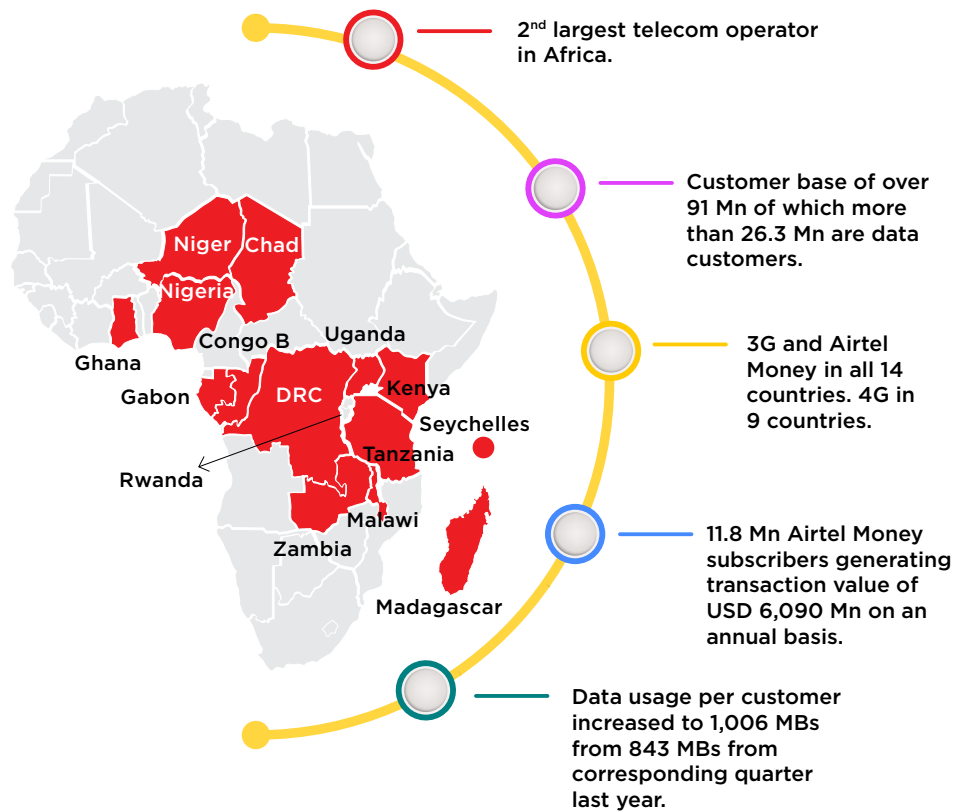
operators. Today, with more than 456 customers on board across 16 countries, Airtel counts among the top three global operators in terms of subscribers. It is also the second largest in the African continent with more than 91 million customers.



DIFFICULT EARLY YEARS

Early years were challenging, as Airtel navigated through the unique environmental challenges - multiplicity of governments, regulatory environments, cultural and socio-economic environments besides the usual share of market challenges in different countries. Other factors like lack of infrastructure, high operating cost, political disturbances and currency fluctuations make managing operations cumbersome. But the biggest challenge of them all was the small size of the markets, which raised serious doubts about the commercial viability of the small operators. Slowly, the realisation dawned that many of the markets will ultimately emerge as two-horse races in the long run. This has made in-market consolidation the prime driver of telecom strategy in the continent in recent years.

Airtel- Leading Presence in Africa



Source - Bharti Airtel Quarterly report (June, 2018)

CHANGE IN STRATEGY: IN-MARKET CONSOLIDATION

Airtel has consciously opted for a strategy to become No. 1 or No. 2 operator in these markets through mergers and acquisitions, even as it seeks

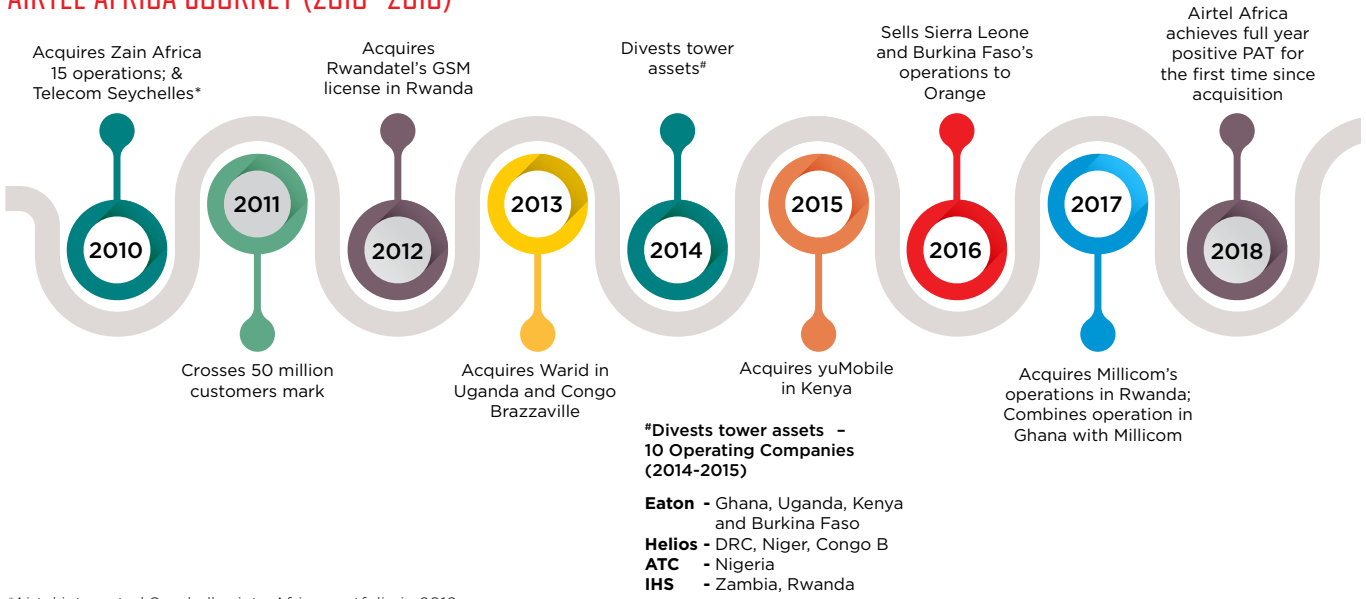
to win in individual markets leveraging its strengths - superior data network, distribution excellence and focus on customer experience. Operational excellence

and cost management with a well-designed 'War on Waste' programme have consistently ensured efficiency, ultimately leading to profitability.

'AIRTEL AFRICA' - LEADERSHIP CONCLAVE (2018)



AIRTEL AFRICA JOURNEY (2010- 2018)



*Airtel integrated Seychelles into Africa portfolio in 2010.



Airtel's acquisition of Millicom Cellular in Rwanda resulted in the only negative EBITDA (Company's operating performance) OpCo (Operating Company) joining other 13 positive EBITDA OpCos in Africa.

While data and mobile money are central to the growth of Airtel Africa's operations, the Company's strategy in the continent has revolved around strengthening distribution model and enhancing customer experience through network modernisation, simplification and optimal bundling of products which has resulted in higher customer satisfaction and encouraging financial performance.

- Raghunath Mandava, MD and CEO, Africa, Bharti Airtel

MARKET LEADERSHIP

The broad business portfolio rationalisation strategy also resulted in the divestment of tower infrastructure in several countries and sale of operations in Burkina Faso and Sierra Leone to Orange which helped reduce Airtel Africa's debt considerably. Similarly, the consolidation strategy led to several mergers and acquisitions in countries like Ghana, Rwanda, Uganda and Congo Brazzaville. The strategy has served well helping strengthen Airtel's position in weaker markets where it ranked low in terms of market position (See chart - Country wise market position).

Country	Market Position
Zambia	1
Niger	1
Malawi	1
Madagascar	1
Nigeria	2
Kenya	2
Uganda	2
Congo B	2
Gabon	2
Chad	2
Rwanda	2
Seychells	2
DRC	3
Tanzania	3

Source - Bharti Airtel Investor presentation (June, 2018)

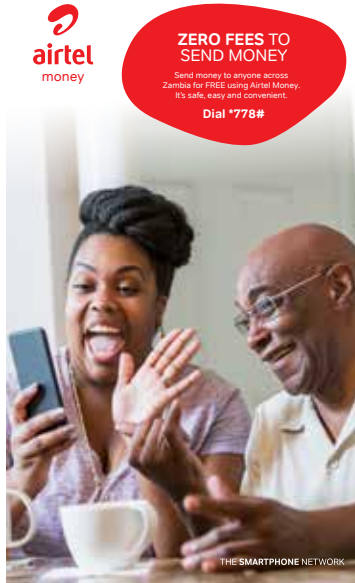


'AIRTEL MONEY' – SMARTER WAY TO BANK

Airtel Money is ushering in a transformational impact both in terms of convenience and economic empowerment. First launched in Kenya in 2011, the service today has a footprint across 14 markets in Africa. Over the years, Airtel Money has enhanced its service portfolio to offer microloans and international money transfer facilities in several African countries to improve its relevance.

Thanks to Airtel Money, 11.8 million subscribers are now enjoying banking experience, paying utility bills and purchasing cellular airtime/plans on their mobiles. Today, 550 million transactions valued at USD 6,090 million are carried over the platform on an annual basis.

To enable faster transfer of value, automation has been introduced in all Airtel Money operations. With Airtel phone number doubling up for a bank account, the facility is fast emerging as a powerful instrument of financial inclusion in rural areas where the availability of banking infrastructure is low or nearly non-existent.



Airtel Money: Factoids

- Subscribers** – 11.5 Mn
- Active agents** – Over 240,000
- Utilities bill paid (FY 2017-18)** – USD 1 Bn
- Mobile money loans** – Available in 5 countries (During FY 2017-18, USD 14.6 Mn was disbursed to over one million customers)
- Merchant Payments transaction count (FY 2017-18)** – 36 Mn
- International Money Transfers (IMT)** – Presently, available in Zambia and Malawi. Under IMT, 42,000 transactions were completed during FY 2017-18, at a value of USD 2.4 Mn

BUILDING DEEPER TIES



Shri Narendra Modi, Hon'ble Prime Minister of India with HE Paul Kagame, Hon'ble President, Republic of Rwanda.



Shri Narendra Modi, Hon'ble Prime Minister of India with HE Yoweri Kaguta Museveni, Hon'ble President, Republic of Uganda.



Sunil Bharti Mittal with H.E. Edgar Lungu, Hon'ble President, Republic of Zambia.



Sunil Bharti Mittal and Akhil Gupta with Dr. John Pombe Joseph Magufuli, Hon'ble President, United Republic of Tanzania.



Sunil Bharti Mittal with H.E. Uhuru Kenyatta, Hon'ble President, Republic of Kenya.

'BRAND AIRTEL' IN AFRICA – LOVED BY OVER 91 MILLION AFRICANS & COUNTING...

Over the years, Brand Airtel has managed to create phenomenal presence across the region's diverse markets. In the youth dominated continent, sports and music have been the dominant themes that are driving the brand. Airtel is rated amongst the top 10 most admired brands in Africa by Brand Africa.



Launch of 4G service in Madagascar.



Airtel Tanzania and Airtel Zambia introduced campaigns to promote free transfer of money among Airtel Money subscribers.



Brand Bonding Score:

Airtel's overall brand bonding across Africa improved by 7 points over the past two financial years.

HIGH-FIVE MOMENTS...

- Airtel Africa won the 'Most Innovative Service' category at the 'AfricaCom 2016' awards ceremony held in Cape Town, South Africa.
- Airtel Nigeria honoured with the 'Best Customer Service Operator of the Year' award at the 2016 Nigeria Telecoms Award.
- Airtel Money Niger won the 'Social Impact Award' at the West Africa Mobile awards 2017.
- Airtel Africa won 'The Most Visible Brand of the Year', 'Commercial of the Year - Print' and 'Commercial of the Year -Outdoor' at the CIM Marketing Excellence Awards (2017).



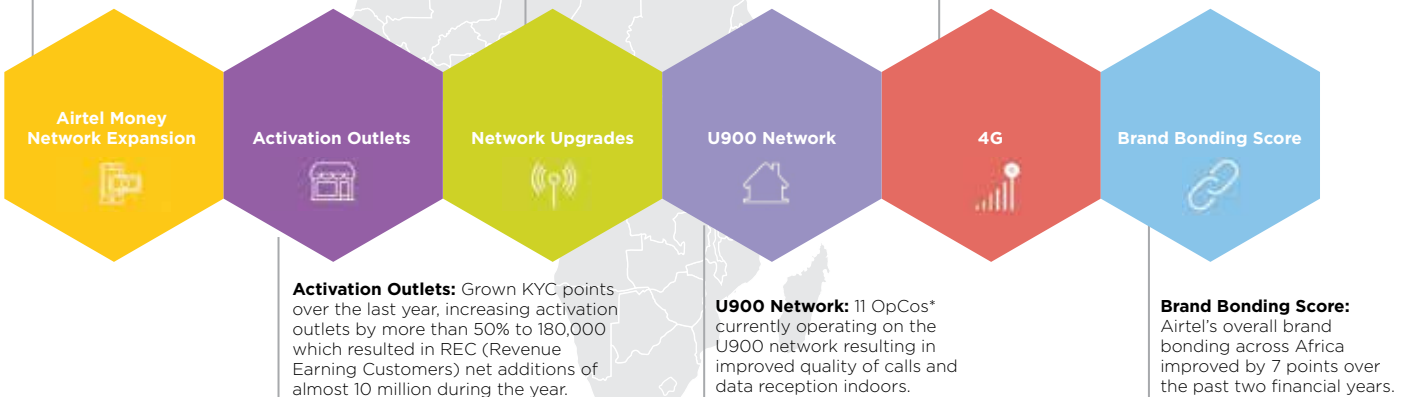
Airtel Africa – Most Innovative Service - AfricaCom, 2016.

Recent Achievements – Airtel Africa

Airtel Money Network Expansion: Over 10,000 mini-shops and kiosks launched across Africa. These exclusive outlets improve the distribution network for Airtel Money and make the service more convenient and readily available to subscribers.

Network Upgrades: Continue to improve and expand data networks across several markets in Africa; together with strategic promotion of affordable price plans which has resulted in a 46% growth in data customers over the last financial year.

4G: Delivering LTE in 8 OpCos* to ensure faster internet experience.



*OpCos (Operating Companies)



Airtel Uganda sponsored the 'Kabaka Birthday run'. Proceeds from the event were given towards research on the fight against Sickle Cell.

'BEYOND BUSINESS' - SUPPORTING ASPIRATIONS OF THE UNDERPRIVILEGED

In rural Africa, stories of long standing battles with hardship, lack of infrastructure and poor access to healthcare & education are common. Over the years, Airtel has extended the reach of its social initiatives in Africa through its interventions in areas of 'Education' - the primary focus of Group philanthropic arm - Bharti Foundation in India, 'Youth Development', 'Health' and 'Environment'. Disaster relief service also forms a key element of the Company's social initiatives in Africa.



'Airtel Internet for School' - Airtel Kenya has so far connected over 315 schools across the country impacting over 300,000 students.

Education

- Airtel Kenya launched 'Airtel Internet for School' to provide free web connectivity to schools along with computer training program.
- At the primary level, Airtel Africa's flagship initiative, 'Adopt-a-School' is touching the lives of 32,000 children through 58 identified schools. Upgrading school infrastructure, providing uniforms, educational materials (books, pens and text books) to the children, providing broadband access along with supply of other teaching and learning aids are the key initiatives under the program.

Health

- Airtel Malawi enabled subscribers to access Chipatala Cha Pa Foni or 'Health Center by Phone' a toll-free health and nutrition hotline which connects users to medical experts.

Youth Development

- Airtel Tanzania in partnership with Dar Teknohama Business Incubator (DTBi) launched a technology incubator laboratory 'Airtel Fursa Lab' to equip youth with ICT skills and tap their potential through entrepreneurial skills.
- Airtel in Congo Brazzaville and Gabon in partnership with UNESCO is carrying out Digital Literacy and Youth Training in ICT skills. Similar initiative is also operational in Chad.



His Excellency Ali Bongo Ondimba, President of the Republic, Gabon and Audrey Hazouley, Director General, UNESCO with 300 beneficiaries of 'Train My Generation: Gabon 5000', an ICT skill development project for youth.



Segun Ogunsanya, CEO & MD, Airtel Nigeria at the '5 Days of Love', Christmas charity campaign in Nigeria.

Africa's young and aspirational population along with increasing penetration of affordable smart devices is opening up significant potential for sustainable growth in mobile data and different digital economy offerings. Airtel with its market leadership is poised to repeat its India success story in the continent.

SEEKING GLOBAL EXCELLENCE, FULFILLING ASPIRATIONS OF INDIA'S YOUTH

Expected to be of a global stature and be counted among an elite band of institutions in the country, Satya Bharti University (SBU) will complement Bharti Foundation's existing initiatives in the higher education, wherein the Foundation has partnered with many globally renowned institutions to implement R&D, educational and scholarship programs.

Having built successful programs for primary and senior schooling which are cumulatively catering to over three lakh students, Bharti Foundation had announced in November 2017 its plans to start 'Satya Bharti University' (SBU) to support Indian youth's higher education aspirations. The University will complement other higher education initiatives taken in the past wherein the Foundation has partnered with many globally renowned institutes to establish reputed institutions and offer scholarship programs. With a target commencement date of 2021, the University aims to be counted among the top global institutes.

SBU seeks to achieve

- Global eminence: Provide infrastructure and amenities comparable amongst the top 500 institutes of the world as per prominent global rankings and subsequently aspire to be amongst top 100.
- Key academic focus areas: Multi-disciplinary with a special focus on emerging technologies such as AI, IoT, Robotics, Analytics, AR/VR and FinTech.
- Develop a research and development centric ecosystem.
- Form collaborations with companies having a strong innovation and R&D focus.
- Faculty: Have a mix of 20:80 ratio of International and Indian faculties.
- Student mix: 15:85 ratio of International and Indian students.

SBU Vision

“Being a global leader in creating and disseminating cutting-edge knowledge that transforms lives and creates a brighter future.”

S. No	Core Team Members (SBU)
1	Prof Sir Leszek Krzysztof Borysiewicz , Former VC, University of Cambridge
2	Sir Richard Sykes , Chairman, Imperial College Healthcare NHS Trust
3	Prof Nicolas B. Dirks , Chancellor, University of California, Berkeley
4	Jean-lou A Chameau , Former President, California Institute of Technology
5	Prof V S Raju , Former Director, IIT Delhi
6	Prof V. Kasturi Rangan , Professor, Harvard Business School
7	Prof Surender Prasad , Former Director, IIT Delhi
8	Dr. Sardara Singh Johl , Chancellor, Central University, Punjab
9	Prof Shiben Kishen Koul , Professor, IIT Delhi
10	VV Ranganathan , Co-Founder & Chairman, Pinnacle Opportunities
11	Rakesh Bharti Mittal , Vice Chairman, Bharti Enterprises
12	Rajan Bharti Mittal , Vice Chairman, Bharti Enterprises

S. No	Apex Governing Board Members (SBU)
1	Prof Stephen Toope , Vice Chancellor, University of Cambridge
2	Irina Bokova , Former Director-General, UNESCO
3	Dr. Yoginder Nath Tidu Maini , Former Pro-Rector, Imperial College of London
4	U K Sinha , Former Chairman, Securities & Exchange Board of India
5	Anita Kapur , Former Chair, Central Board of Direct Taxes
6	Dr. Sanjaya Baru , Former Secretary-General, FICCI
7	Rajinder Pawar , Chairman & Co-Founder, NIIT
8	Rajiv Memani , Chairman, Ernest & Young India
9	Kalpna Morparia , CEO, JPMorgan India
10	Ireene Vittal , Independent Director - Cipla, Godrej, Tata etc
11	Rakesh Bharti Mittal , Vice Chairman, Bharti Enterprises
12	Rajan Bharti Mittal , Vice Chairman, Bharti Enterprises

SBU Chancellor: Sunil Bharti Mittal



Hon'ble President of India, Shri Pranab Mukherjee along with Rakesh Bharti Mittal, faculty members and graduates of the founding class of the Management Programme in Public Policy (MPPP) of Bharti Institute of Public Policy, ISB Mohali at the Rashtrapati Bhavan (2016).

Bharti Institute of Public Policy, ISB Mohali

Bharti Institute of Public Policy established at ISB, Mohali in consultation with the Fletcher School of Law and Diplomacy, (Tufts University) in 2015 aims to equip students with useful skill-sets and the latest in policy thinking and implementation. Besides its courses for young students, it also supports the career aspirations of mid-career professionals through the tailor-made Programmes.

Bharti School of Telecom Technology and Management, IIT Delhi

Bharti Foundation's drive for excellence in higher education and research began way back in 2000 when it established the 'Bharti School of Telecom Technology and Management' at Indian Institute of Technology (IIT), Delhi. The School offers PhD, MS (Research), M.Tech (with focus on Telecom Technology and Management), and MBA (with focus on Telecom Systems Management) degrees. Similarly, 'The Bharti Centre for Communication' was established in partnership with IIT, Mumbai (2009) for research in communication technology.



Nripendra Mishra, Former Chairman, Telecom Regulatory Authority of India at Bharti School of Telecommunication Technology and Management, IIT Delhi (2009).

The one-year Master's programme (Management Programme in Public Policy) provides interdisciplinary learning experience to policy makers and elected officials.

- Prof Laurent Jacque, The Fletcher School of Law and Diplomacy, Tufts University, Programme Leader, Public Policy, ISB

Bharti Foundation's higher education initiatives

Year	Programmes
2000	Bharti School of Telecommunication Technology & Management, IIT Delhi
2009	Bharti Centre for Communication, IIT Bombay
2010	Manmohan Singh Bursary Fund, University of Cambridge, U.K
2015	Bharti Institute of Public Policy, ISB Mohali
2016	Agri Research Partnership with University of Cambridge
2021*	Satya Bharti University

*Target commencement date

Manmohan Singh Bursary Fund - enabling higher studies abroad

Named in the honour of India's former Prime Minister, who holds an undergraduate degree in Economics and an Honorary Doctorate from the University of Cambridge (UK), 'Manmohan Singh Bursaries' are awarded to outstanding school leavers from India who plan to pursue higher education at University of Cambridge.

BHARTI AXA – BRACING UP FOR EXPONENTIAL GROWTH

Innovative products, tech-led distribution, quality customer experience and partnerships are helping Bharti's insurance ventures take rapid strides in their respective segments to be ranked among the most preferred private insurance providers in India.

It was a modest beginning in 2006, when Bharti AXA Life Insurance opened its first office in Hyderabad. Two years later Bharti AXA launched its general insurance business. AXA's rich global legacy, its numero uno status in the world and sector expertise combined well with Bharti's reputation as a leading brand in the country to make it a phenomenal combination in the Indian market. Over the years both the entities (Bharti AXA Life Insurance-BALI and Bharti AXA General Insurance - BAGI) have made spectacular progress both in terms of subscriber additions and building trusted brands.

In June 2018, both BAGI and BALI announced significant milestone, while the former registered 34 percent growth in gross written premium in the FY 2017-18, the latter registered a profit of Rs 5 crore in the same period, first time since it started operations in 2006.

Strong distribution reach

BALI has a strong retail distribution outreach with over 185 branches,

AXA, the world's no.1 insurer, (as per Inter-brand) today serves over 110 million customers in 57 countries across the globe.



Sunil Bharti Mittal with Henri de Castries, Chairman and CEO, AXA and Nitin Chopra, (then) CEO, Bharti AXA Life Insurance at the national launch of Bharti AXA Life Insurance in 2006.

more than 2200 front line sales force, 25,000 advisors and over one million customers. Similarly, BAGI which offers cutting edge products in motor, health, travel, home, marine and liability, has over four million customers serviced from over 100 branches across the country. BAGI has also participated in several crop schemes launched by Government

of India benefiting millions of farmers across the country.

Cutting edge digital capabilities

BALI offers a suite of protection and savings solutions spanning across endowment, money-back, monthly income and investment products. Similarly, BAGI is serving individual retail customers, SMEs and large corporates for their asset, health and liability protection needs. But what sets these insurers apart from their competitors is their cutting edge digital capabilities, which allows customers to purchase and renew their policies across the digital platforms. On social platforms, currently, they have a combined follower base in excess of 1.7 million across Facebook, LinkedIn and Twitter. The advanced digitised solutions also empower the partners in offering a superior customer experience.

With 2.7% penetration in life insurance and 4.8% penetration in general insurance, India is clearly a 'under insured' country. No wonder the industry is bracing up for double digit growth in the coming years.

Partnership with Airtel Payments Bank

The partnership with Airtel Payment Bank (APB) has been a phenomenal success, with insurance cover having been offered to millions of customers operating accounts with APB. Under the partnership, BAGI offers a unique and compelling Personal Accident offering, relevant to the needs of the Bank's customers. Both the companies are currently exploring new and innovative insurance products



Harjeet Kohli, Director – Finance, Bharti Enterprises (second from left); Rakesh Bharti Mittal (fourth from left) along with Soumen Ghosh, MD, Financial Services, Bharti Enterprises (fifth from right) along with other members of the Bharti AXA leadership team.



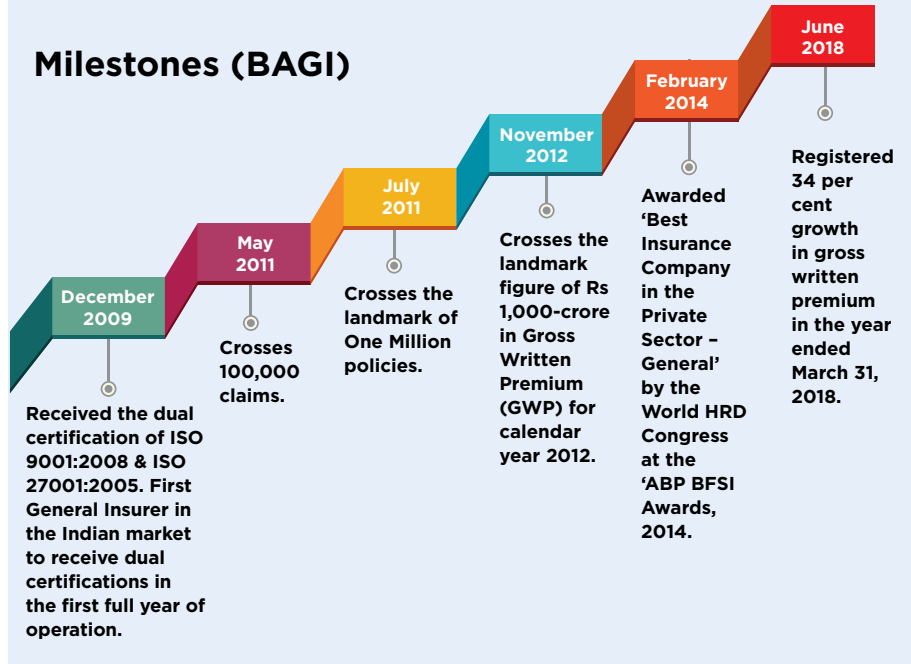
Soumen Ghosh, MD, Financial Services, Bharti Enterprises (middle) along with Vikas Seth, CEO and MD, Bharti AXA Life Insurance (left) and Sanjeev Srinivasan, CEO and MD, Bharti AXA General Insurance (right).

which would effectively address the protection needs of the emerging customer segments.

Compelling employee offer

BALI and BAGI are also working on solutions and services which could be offered to the large customer and employee base of Airtel and other group companies. The cutting edge products and competitive pricing make Bharti AXA's offerings extremely compelling.

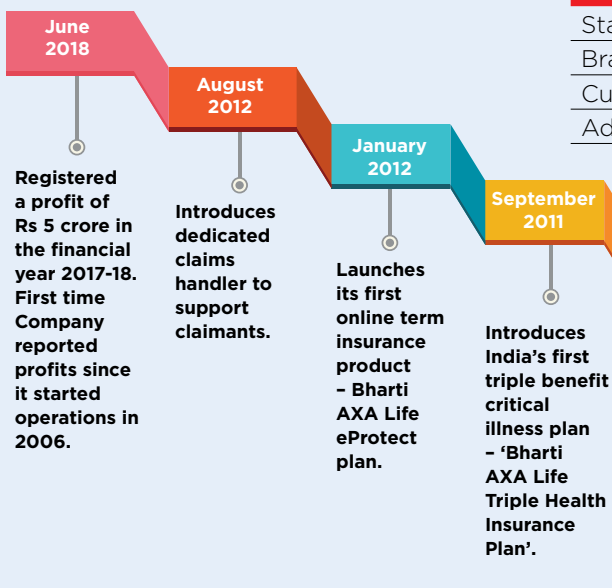
Milestones (BAGI)



Bharti AXA Life, Airtel Payments Bank to offer PMJJBY

Bharti AXA Life Insurance and Airtel Payments Bank has announced a first-of-its-kind alliance to offer the 'Pradhan Mantri Jeevan Jyoti Bima Yojana' (PMJJBY), a government-backed life insurance scheme. Provided by Bharti AXA Life Insurance, PMJJBY will be initially available at 100,000 Airtel Payments Bank - Banking Points which would be steadily scaled up to over 500,000 banking points across the country.

Milestones (BALI)



Entity	Bharti AXA Life Insurance	Bharti AXA General Insurance
Started operations	2006	2008
Branches	Over 185	More than 100
Customers	Above one million	Over four million
Advisors	25,000	5,450

Bharti AXA, with its revamped management team under industry veteran Soumen Ghosh, who joined Bharti in April 2017 is aiming to be among the top ten private insurance providers in a couple of years as well as building profitable businesses.

MEERA PEHLA SMARTPHONE

Much talked about initiative from Airtel is enabling millions of feature phone users across the country to upgrade to 4G smartphones

These days, 45 years old Harish, during his spare time logs onto his Facebook account through his new 4G smartphone purchased under Airtel's 'Mera Pehla Smartphone' scheme. He now uploads photos, connects with friends and posts status updates; big change from the days, when internet seemed a far-fetched dream because of high smartphone prices.

Harish is one of the many who have gone online thanks to the new initiative from Airtel which allows one to buy a 4G smartphone at the price of a feature phone. Launched in October 2017, under the initiative, Airtel has partnered with multiple mobile handset

manufacturers like Samsung, Karbonn Mobiles, Celkon, Motorola, HMD Global (for Nokia), Intex Technologies among others to build an 'open ecosystem' of affordable 4G smartphones. These devices come with full touch screen experience, dual SIM slots with access to all popular apps like YouTube, WhatsApp and Facebook.

 **airtel 4G**

**GET YOUR FIRST 4G SMARTPHONE
AT A NET PRICE OF ₹1399*
ONLY WITH AIRTEL 4G**

Offer valid till stock lasts.

₹1500

Airtel
cashback

₹169
28 days

Unlimited calls
and 1 GB/day

LAVA

Karbonn
SMARTPHONES

INTEX

itel
mobile

ZEN

CELKON



Airtel joins 'Seamless Alliance'

Alliance to bring uninterrupted in-flight connectivity to customers

Soon Airtel mobile customers will be able to access services while flying. The Company has joined 'Seamless Alliance', a global alliance aims to leverage satellite technology to offer high speed data connectivity to mobile users even when they are up in the air. Satellite technology will ensure low latency, continuous accessibility to high speed data and significantly reduce cost.

Other founding members of the alliance are OneWeb, Airbus, Delta and Sprint. As the founding members

Only 39% of air passengers worldwide have the option of a Wi-Fi equipped flight....with the majority offering only limited media streaming.

(Source: www.seamlessalliance.com)

collaborate to make the platform LIVE at the earliest, they also aim to attract more industry representatives to increase operational efficiency of the alliance.



'Airtel Home' - One Home, One Bill

India's first-of-its-kind digital quad-play platform allows Airtel customers to have a single bill for multiple services

Airtel customers can now free themselves from the hassle of making multiple payments across multiple bill cycles for different Airtel connections (broadband, fixed line, postpaid mobile and digital TV) within their families. India's only integrated telecommunications service provider recently launched Airtel Home which offers the convenience of a single bill for all its services. What's more, subscribers can add Airtel connections from any location in India. Airtel Home users will also get access to premium customer care and get up to 10% discount

based on number of connections bundled.

To create an Airtel Home account, a user is required to log onto My Airtel app, add Airtel Home Broadband connection as the primary account and include other Airtel connections as add-on accounts.

Airtel Home, currently available in beta version for customers in Hyderabad, the service will soon be rolled out across India.



Get ready for 5G

Bharti Airtel conducts India's first 5G trial

Airtel's state-of-the-art Network Experience Centre (NEC) in Manesar (Gurgaon) in April this year witnessed a major milestone in India's telecom history when the company conducted the first ever 5G network trial in the country. Conducted jointly with Huawei, the test setup included 5G RAN (mobile, telecommunication system) operating on 3.5 GHz band, 5G Core and 50GE Network Slicing router.

The setup demonstrates high spectral efficiency and potential for diversified services such as IoT and AR/VR, which can be delivered by 5G technology to serve a digitally connected world.

During the trial, a user throughput of more than 3 Gbps was achieved using the setup. This is the highest measured throughput for a mobile network in 3.5 GHz band with 100MHz bandwidth and end-to-end network latency of approximately 1 msec.



Access healthcare advice with Airtel in Malawi

Extends the reach of ‘Chipatala Cha Pa Foni’, a mobile health (mHealth) service to nine districts



Hon'ble Atupele Austin Muluzi, Minister of Health and Population, Government of the Republic of Malawi at the national launch of 'Chipatala Cha Pa Foni' or "Health Center by Phone".

Airtel Malawi customers in nine districts of the country now can access personalised healthcare advice from medical experts through the toll-free health and nutrition hotline, Chipatala Cha Pa Foni (CCPF) or 'Health Center by Phone'. To access the health hotline, Airtel users are simply required to dial a short code. The service is now accessible to over five million people across the nine districts.

Launched several years back by an NGO VillageReach, Chipatala Cha Pa Foni was the first service in Malawi to provide a toll-free, personalised health hotline and a message service. Hotline nurses triage calls to doctors and refer callers for further care at a health center or hospital when needed.

Focused on women and children, the hotline covers all health topics, including nutrition, HIV and TB, based on Malawi's Ministry of Health protocols. Youth-friendly service and content are also part of CCPF offerings, designed to increase access to age appropriate information on sexual and reproductive health issues.



Major milestone for Airtel Uganda



Airtel became the first operator in Uganda to have all its sites 3G enabled. Airtel Uganda invested USD 50 million in financial year 2017-18 towards the initiative.

(In picture) Rt. Hon. Ruhakana Rugunda, Prime Minister, Republic of Uganda at the announcement of Airtel's achievement in Kampala.

Gourmet Investments brings Sri Lanka's Ministry of Crab to India

Iconic seafood restaurant will open its first outlet in Mumbai to serve its signature seafood dishes

Seafood lovers in Mumbai have a reason to celebrate as Sri Lanka's iconic eatery 'Ministry of Crab' (MoC) is planning to open its first outlet in India's financial capital this year. Gourmet Investments early this year inked a pact with Ministry of Crab Pte. Ltd, promoted by former Sri Lankan cricketers Kumar Sangakkara, Mahela Jayawardene and famous Chef Dharshan Munidasa to introduce MoC to India.

The first Indian outpost will serve MoC's signature dishes such as Black Pepper Crab and Chilli Crab and offer other dishes suiting local taste buds. MoC features on "Asia's 50 Best Restaurants" list since 2015.

Mumbaikars get ready to indulge in finger licking crab and other seafood delicacies at Ministry of Crab!



(In picture) Founders of Ministry of Crab, Chef Dharshan Munidasa (first from left) and Former Sri Lankan Cricketer Mahela Jayawardene (second from right) along with Ramit Bharti Mittal, CEO, Gourmet Investments (first from right) and Deepinder Bath, COO, Gourmet Investments (second from left) at the announcement of Ministry of Crab launch in India.



Bharti Infratel and Indus Towers to merge

Combined company will be the largest tower company in the world outside China*

Bharti Infratel and Indus Towers will combine their operations to create a pan-India tower company, with over 1,63,000 towers, operating across all 22 telecom service areas in the country. Indus Towers is currently jointly owned by Bharti Infratel (42%), Vodafone (42%), Idea Group (11.15%) and Providence (4.85%).

To be jointly controlled by Bharti Airtel and Vodafone, the combined company will change its name to Indus Towers Limited and it will continue to be listed on the Indian Stock Exchanges. Merged entity will be the largest tower company in the world outside China*.

The Board of the combined entity will comprise of 11 directors. While three each will be appointed by Bharti Airtel and Vodafone, one will be appointed by KKR/Canada Pension Plan Investment Board and four (including the Chairman) will be independent. The management team will be confirmed prior to closing.

Subject to regulatory approvals, the transaction is expected to complete before the end of the financial year ending 31 March, 2019. The proposed merger received Competition Commission of India (CCI) approval recently.



The combined company - A snapshot

Towers	1,63,162
Tenancies	3,67,073
Tenancy ratio	2.25x
Revenue	INR 2,53,604 Mn (USD 3,830 Mn)
EBIDTA	INR 1,09,014 Mn (USD 1,646 Mn)
Capex	INR 35,953 Mn (USD 543 Mn)
Net debt / (Net cash)	INR 55,595 Mn (USD 840 Mn)

(Year ending 31 March 2018)

*The combined company will be the largest tower company in the world outside China by number of towers as on March 2018.



Rakesh Bharti Mittal assumes charge as CII President



Rakesh Bharti Mittal took over as the CII President for the period 2018-19. Earlier, Sunil Bharti Mittal had been the CII President for 2007-08 and Rajan Bharti Mittal was the President of FICCI for the year 2009-10.

On the global stage



Sunil Bharti Mittal chairing the meeting of the ICC World Council.



Sunil Bharti Mittal Co-Chaired World Economic Forum Sustainable Development Impact Summit - 2018 in New York with the Hon'ble Prime Minister of Denmark, Lars Løkke Rasmussen (third from right); Barbara Novick, Vice-Chairman, BlackRock, USA (second from left) and Bruktawit Tigabu, CEO and Creative Director, Whiz Kids Workshop, USA (first from right).



Sunil Bharti Mittal on the panel on 'Asia Roundup' at the Samena Capital 16th Strategic Ownership Group Meeting in Dubai. The session was moderated by Dr. Fareed Zakaria, Host of CNN's flagship foreign affairs show, Washington Post columnist and New York Times bestselling author (first from right).



Sunil Bharti Mittal (third from right-front row) at the 'Tech for Good Summit' hosted by His Excellency Emmanuel Macron, President of the Republic, France at Elysée Palace.



Sunil Bharti Mittal along with Roberto Azevêdo, Director-General, WTO at the 'WTO Trade Dialogue with Business' in Geneva.



Rakesh Bharti Mittal at the Horasis India meeting (2018) in Malaga, Spain.

Image source: WTO



In Focus

Maixent Bekangba
Managing Director,
Airtel Madagascar

With an industry experience of over 15 years, Maixent Bekangba leads operations of Airtel Madagascar as its Managing Director. An old Airtel hand, who joined the Company in 2006 (then known as Celtel), he had played a key role in the merger and integration of Warid Congo into Airtel Congo Brazzaville (2013) as the Project Director after taking over as the Chief Commercial Officer of the Company.

According to Maixent, youth centric Madagascar is characterised by low data penetration, poor fixed internet infrastructure and huge unbanked population which offers immense potential for Airtel to create value for its customers. Recently, Airtel launched U900 and 4G technology to improve data coverage in the country. With 69% growth in customer numbers and 36% expansion in revenues in FY 2017-18 for mobile money business, Maixent believes Airtel Madagascar is finally ready to take off for the long haul.

Maixent holds Master's degrees in Business Management and International Management from the University of Maine (France) and University of Antwerp (Belgium) respectively. Before joining Airtel, he worked in various key Commercial and Marketing roles with VodaCom, Telecel/Orascom in different African markets.

He defines his leadership style as participative and directive. He believes, as a leader he plays a primary role in setting up company vision, direction and objective which needs to be followed with rigour and discipline. However, when it comes to "tactical activities", he encourages inputs from employees in decision making to build commitment and consensus.

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Maixent mentions Apple's Steve Jobs as the business leader who inspires him. He admires Jobs's sense of innovation and ability to make a new product experience easy and simple. Maixent believes, his passion towards endurance sport like running, swimming and tennis helps him to strengthen his focus, patience and tenacity – key qualities for running business in a challenging market like Madagascar.

Maixent enjoys a strong bond with his family - wife, Deko and two children. An out and out Family Man, he loves doing the routine – having breakfast with family and dropping kids at school before going to office.



Breathing innovation

Bharti Airtel Network team's innovative solution of using an old 2G antenna (meant for scrap) to ensure connectivity in a remote Odisha village can be the ultimate story in innovation and creative thinking.

Till sometime back, people in Tamangi village in Odhisa's remote Kandhamal District had to climb a hilltop near the village to make a mobile call. It was the only place in the village that received feeble signal from the nearest 2G site located about 30 kilometers away.

When Department of Telecommunications (DoT) TERM Cell assigned Airtel the task to provide connectivity to the village, many thought it to be nearly impossible. Connecting Tamangi with fibre was out of question given the huge expenditure involved. Only way to secure coverage was by using a repeater (wi-fi device). However, installing the repeater in the hilly area and ensuring that the device received stable input signal was a challenging task. Also, it was not possible to cover the village with just one repeater.

The Odisha Network Planning team installed a repeater in a completely unconventional way. They setup a 12-metre pole on the hilltop for fixing a yagi antenna (directional antenna consisting of multiple parallel elements in a line). A repeater was set up in a nearby school (situated about 40 metres away from the antenna) to receive the signal generated from the antenna.

On the school's rooftop, a 3-metre pole was installed to fit an old 2-port 900 band antenna (dug out from the scrap heap in the warehouse). Instead of using only conventional panel antenna (coverage up to 100m), the team additionally used a 2-port 900 Band antenna that yielded a coverage up to 500m. While the panel antenna provided coverage around the school, the 2-port 900 band antenna covered the village. The team used a two-way Splitter to feed the repeater output signal into both the antennas.

The residents of Tamangi no longer go to the hilltop to make their calls.

The Odisha Network team received a Special letter of Appreciation from DoT for their innovative act to make a difference in the lives of people living in a remote village.



Odhisa Network Team's Ghanashyam Bhattacharyya (third from left) and Pabitra Rout (first from right) at an event organised by Department of Telecommunications.



Repeater installed inside the school in Tamangi village (Odhisa).



2-Port GSM antenna fixed on the 3 metre pole on the school rooftop.

Address your contributions, thoughts and suggestions to:
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