

# Quarterly strategic progress

Q1

## Digital Innovations and Customer Delight

- › Launched '**Airtel IoT**', a 5G Ready Platform for the World of Connected Things
- › Deployed additional spectrum in multiple circles across **900, 1800, 2100 and 2300 Mhz band**, with the aim of delivering the best network experience to customers
- › Airtel Payments Bank launched **DigiGold** – a digital platform for customers to make investments in gold using the Airtel Thanks app
- › Airtel Payments Bank announced **6% p.a. interest** on deposits over ₹1 Lakh
- › Partnered with **Apollo 24/7** to offer a wide range of e-healthcare services to its customers as part of their exclusive Thanks benefits

## Strategic Alliances and Partnerships

- › Announced collaboration with Tata Group/TCS for '**Made in India**' 5G



Q2

## Digital Innovations and Customer Delight

- › Upgraded and further simplified Postpaid plans to offer industry-leading data benefits backed by a 5G-ready network and superior digital-first customer care; upgraded entry level Prepaid plans
- › Launched **'Airtel Black'** – India's first all-in-one solution for homes allowing bundling of 2 or more Airtel services (Fiber, DTH, Mobile)
- › Airtel Xstream Fiber launched **'Secure Internet'** to resolve the emerging challenges of cyber threat for customers
- › Airtel Business and Cisco launched **next-gen SDWAN connectivity solutions** for enterprises to accelerate digital transformation to serve customers
- › Airtel Business released the second edition of the Insights Report under the aegis of its **Customer Advisory Board (CAB)**, which comprises business leaders from India's top corporations
- › **Partnered with Kaspersky** to allow customers to purchase Kaspersky Total Security solutions directly from the Airtel Thanks app
- › Conducted **India's first cloud gaming session in a 5G environment**
- › Airtel Payments Bank launched **'Rewards123Plus'** Digital Savings Account, allowing assured benefits on different types of digital transactions

## Strategic Alliances and Partnerships

- › Announced **collaboration with Intel** to accelerate 5G in India
- › Partnered with Google, Cisco and Kaspersky to launch **'Airtel Office Internet'** – a unified enterprise-grade solution for emerging digital connectivity needs of small businesses, SOHOs and early stage tech start-ups
- › Introduced **high definition (HD) set-top boxes** for customers contributing towards local manufacturing and the Government of India's Atmanirbhar Bharat mission

## Business Reorganisation and Expansion

- › Unveiled a refreshed brand identity, **'Nxta by Airtel'** for data centre business and outlined investment plans to significantly scale up its data centre network

Q3

## Digital Innovations and Customer Delight

- › Announced **Mera Pehla Smartphone program** with ₹6,000 cashback on purchase of smartphones from leading brands
- › Launched '**Airtel IQ Video**' – a CPaaS solution to democratise video streaming in India
- › Announced new Prepaid tariffs in line with its stated ARPU expansion objective
- › Launched '**Airtel India Start-up Innovation Challenge**' in partnership with Invest India, inviting early stage Indian start-ups to demonstrate solutions for 5G, IoT, Cloud Communications, Digital Advertising and Digital Entertainment
- › Nxta by Airtel launched its **new hyper-scale data center park in Chennai**
- › Rolled out **#5GforBusiness** initiative to demonstrate a wide range of enterprise grade use cases using high speed and low latency networks
- › **Conducted India's first 5G trial in the 700 MHz band in partnership with Nokia**

## Strategic Alliances and Partnerships

- › Conducted **India's first rural 5G trial** in partnership with Ericsson
- › Acquired an additional 2.86% stake in **Vahan Inc.** as part of its Startup Accelerator Program
- › **Extended partnership with Oracle** to support the growth of India's digital economy by bringing a range of industry-leading cloud solutions to 1 Mn+ enterprise customers
- › Announced a **collaboration with Capgemini** to bring 5G-based enterprise grade solutions to the India market
- › Tested **innovative use cases** from TCS' Neural Manufacturing™ solutions suite on Airtel's ultra-fast and low latency 5G network

## Financial and Strategic Efficiency

- › Paid ~₹155 Bn to the Department of Telecom, Government of India, towards **prepayment of the entire deferred liabilities** pertaining to spectrum acquired through auction in 2014

## Fund Raising

- › Completed the application money stage of the **Rights Issue of upto ~₹210 Bn** with a subscription of approx. 1.44x, overbid by both public and promoter/promoter group

Q4

## Digital Innovations and Customer Delight

- › **Google to invest upto \$1 Bn** in partnership with Airtel as part of its Google for India Digitisation Fund
- › Announced a partnership with Axis Bank with the launch of the first-of-its-kind '**Airtel Axis Bank Credit Card**' that will offer a host of attractive benefits such as cashbacks, special discounts, digital vouchers and complimentary services to Airtel customers
- › **Recreated the in-stadia experience of Kapil Dev's famous 175 not out** vs. Zimbabwe during the 1983 Cricket World Cup to showcase 5G's high-speed and low latency capabilities
- › Airtel and Tech Mahindra announced a strategic partnership to **co-develop and market 5G use cases** in India and set up a joint 5G innovation lab for developing Make in India use cases for the Indian and global markets
- › Launched its new video streaming service – **Airtel Xstream Premium**, aggregating content from 14 leading video apps with a single login, single search and single subscription
- › Acquired a **strategic stake in Aqilliz** – a Blockchain as a Service company under the Airtel Startup Accelerator Program
- › Strengthened **green energy** credo in partnership with Avaada, with the commissioning of 21 MW solar power unit in Maharashtra

## Strategic Alliances and Partnerships

- › Formed a joint venture with **Hughes** to provide satellite broadband services in India
- › Acquired ~25% strategic stake in **SD-WAN startup Lavelle Networks** boosting Airtel Business's Network-as-a-service (Naas) portfolio
- › Entered into an agreement with Vodafone Plc. to buy a **4.7% equity interest in Indus Towers**
- › Joined the **SEA-ME-WE-6 undersea cable consortium** to scale up its high speed global network capacity to serve India's fast growing digital economy

## Financial and Strategic Efficiency

- › Paid ~₹88 Bn to the Department of Telecom, Government of India, towards part **prepayment of deferred liabilities** pertaining to spectrum acquired through auction in 2015