

Quarterly Strategic Progress

Mapping our performance

Q1

Digital Innovations and Customer Delight

- Acquired 19,867.8 MHz spectrum by securing a pan-India footprint of 3.5 GHz, 26 GHz bands and selectively bolstering low and mid-band spectrum
- Announced successful trial of India's first 5G Private Network at Bosch Automotive Electronics India Pvt. Ltd. facility in Bengaluru
- Airtel Xstream achieved 2 million paid subscriber milestone to become India's fastest-growing OTT aggregator platform
- To serve the needs of premium households, we raised the bar in the home broadband segment with the launch of three all-in-one plans (under Airtel Black) built for the evolving entertainment needs of today's connected homes
- Announced the launch of our Fiber-To-The-Home (FTTH) broadband service Airtel Xstream Fiber in Ladakh and Andaman and Nicobar Islands

Strategic Alliances and Partnerships

- Acquired a strategic minority stake in cloud-based networking solutions provider Cerngee Technologies under the Airtel Startup Accelerator Program
- Acquired an additional 1.46% stake in Indus Towers. Our overall stake in Indus Towers stood at 47.95% at the end of the first quarter



Q2

Digital Innovations and Customer Delight

- Became the first telecom operator in India to roll out 5G services
- Unveiled India's first immersive Virtual Reality (VR) advertisement powered by 5G
- Announced the launch of XSafe, an easy-to-operate, end to end home surveillance solution that includes a range of Wi-Fi-based advanced cameras designed to ensure customers are connected to their homes
- Announced the launch of the "Always on" IoT connectivity solution in India. Our "Always on" solution comprises dual profile M2M eSIM, which allows an IOT device to always stay connected to a mobile network from different mobile network operators in the eSIM
- Wynk Music introduced Wynk Studio, India's largest music distribution ecosystem for independent artists based in India and overseas
- Announced multiple new products in cloud portfolio ahead of the 5G service launch. The new cloud offerings will fall under Edge Cloud Portfolio and will include Edge CDN

Strategic Alliances and Partnerships

- Nxtra Data Limited partnered with Bloom Energy to deploy low environmental impact fuel cell installation at its data center in Karnataka, reducing carbon emissions through a cleaner, hydrogen-ready fuel supply. Nxtra would be the first data center company in India to deploy fuel cell technology to reduce carbon emissions at its Data Centers, while unlocking cost and sustainability benefits
- IBM and Airtel announced intent to work together to deploy Airtel's edge computing platform in India, which will include 120 network Data Centers across 20 cities. Once deployed, the platform is designed to enable large enterprises across multiple industries including manufacturing and automotive to accelerate innovative solutions that deliver new value to their clients and operations securely at the edge

Financial and Strategic Efficiency

- Paid ₹ 8,312.40 crores to the Department of Telecommunication towards dues for spectrum acquired in 5G auction. We paid 4 years of spectrum dues upfront

Quarterly Strategic Progress

Q3

Digital Innovations and Customer Delight

- Airtel and Nokia at IMC 2022, used Holographic images to bring the cultural splendour of Kashi Vishwanath temple and the Statue of Unity to life, demonstrating the benefits of an ultra-fast and low latency 5G network
- Launched 'Airtel World Pass' to make staying connected easy, intuitive and compelling. The World Pass revolutionises the experience for all international travel because one pack works seamlessly across 184 countries
- Nxtra Data Limited begun construction of its new hyper-scale data center in Kolkata. Airtel will invest ₹ 600 crores in the development of east India's largest data center
- Wynk Music introduced Wynk Rewind, a personalised user experience which features top artists, albums, songs and playlists, heard by the listeners during the year

Strategic Alliances and Partnerships

- Airtel and Meta collaborated to invest in global connectivity infrastructure and new-age digital solutions based on CPaaS to meet the evolving needs of customers and enterprises in India
- Airtel to collaborate with Meta and STC to bring 2Africa Pearls to India as part of its ongoing effort to improve the nation's infrastructure. 2Africa is the world's longest subsea cable system and it is expected to provide faster internet access to nearly 3 billion people worldwide
- Acquired a strategic stake in Lemnisk (Immensitas Private Limited) under Startup Accelerator Program
- Airtel and Apollo Hospitals conducted India's first 5G-enabled, AI-guided colonoscopy trial. The trial was carried out using AI on Airtel's 5G technology, which has ultra-low latency and high-processing capabilities, allowing colon cancer to be detected much faster and more accurately



Q4

5G Rollout

- Created 5G experience zones across all our retail stores in the country to demonstrate the power of 5G to consumers by bringing to life our blazing data speeds and emerging use cases like immersive virtual reality entertainment, cloud gaming and more
- Airtel 5G Plus service was made available to customers in over 3,000 cities and towns in the country. Airtel 5G Plus service availability will continue to rapidly expand as the company is working towards offering nationwide coverage
- Announced the launch of unlimited 5G data for its customers with the view to encouraging them to experience the power of the Airtel 5G Plus network. The offer is open to all postpaid customers and prepaid customers with a data plan of ₹ 239 and above

Digital Innovations and Customer Delight

- Airtel has built an AI-based solution, in collaboration with NVIDIA, which will improve the overall customer experience for all in-bound calls to its contact Center
- Launched family plans for postpaid subscribers starting at a rental of ₹ 599 a month with 2 postpaid SIM connections, 105 GB data, Amazon Prime for 6 months, Disney Hotstar for 1 year and Xstream Mobile Pack. The postpaid plans go up to ₹ 1,499 a month, giving five connections and 320 GB data a month, while also including a Netflix plan to the other OTT offerings
- Partnered with India Post Payments Bank (IPPB) to launch WhatsApp Banking Services for IPPB customers, empowering customers pan-India to access banking services on their mobile phones in just a few clicks
- Announced our partnership with Secure Meters for deploying Narrow Band (NB-IoT) services that will power 1.3 million homes in Bihar through a smart meter solution

Strategic Alliances and Partnerships

- Airtel partnered with Vultr, the world's largest privately held cloud computing company, to offer Vultr's unrivalled Cloud Compute, Cloud GPU and Cloud Infrastructure services to India's digital ecosystem