

Empowering Digital Transformation for Businesses

In FY 2022-23, Airtel became the No. 1 operator in India's B2B segment. Airtel Business now contribute 19% to our India revenues and is among the fastest-growing units within the global telcos. All of this has been delivered through our Investments, our Product Portfolio enhancement and our GTM re-tooling efforts. We are investing in submarine cables, fiber connectivity across the country, private cloud, and Data Centers for our enterprise customers. Investments are targeted towards the next leg of accelerated growth and digital transformation.

Our product portfolio has diversified way beyond traditional connectivity solutions with SD-WAN, Airtel IQ (CPaaS), Cloud & Security, IoT, and private networks. This is helping us future-proof our growth across large enterprises, Government and SMEs accounts. We are constantly developing new products and solutions to meet customer needs. For example, we partnered with Vultr to offer its extensive suite of cloud solutions to Airtel's enterprise customers hosted in Airtel's data centers. IBM and Airtel are working together to deploy Airtel's edge computing platform in India, to enable large enterprises across multiple industries to accelerate innovative solutions.

5G use cases for enterprises are coming to life across many sectors. Our customised 5G solutions for Mahindra's Chakan manufacturing facility and Bosch Automotive Electronics India Pvt. Ltd. demonstrate our commitment to exploring use cases and unlocking the potential of 5G technology across industries.

We are constantly improving our GTM strategy with focus on brilliant account management and mapping the key decision-makers to understand their needs by providing a full suite of solutions to them. These efforts are showing traction in our business acceleration. An example of this was a landmark deal, on the cloud with DIKSHA—a national platform for school education by the Ministry of Education.

Key Highlights for FY 2022-23

#1

B2B player in India

50.8%*

Market share in IoT

15.6%

Decade-high revenue growth

400,000+

Fiber route kms across 50 countries

33.7%*

Core connectivity market share

1,500+

Voice and CPaaS partnerships

* As per Frost & Sullivan FY 2022-23 data

Airtel built and operates one of India's largest private cloud with a trillion transactions a day. It runs on Nextra, our Data Center platform that serves hundreds of customers and all hyperscalers.