



Singtel Investor Day
August 2022

Who are we?



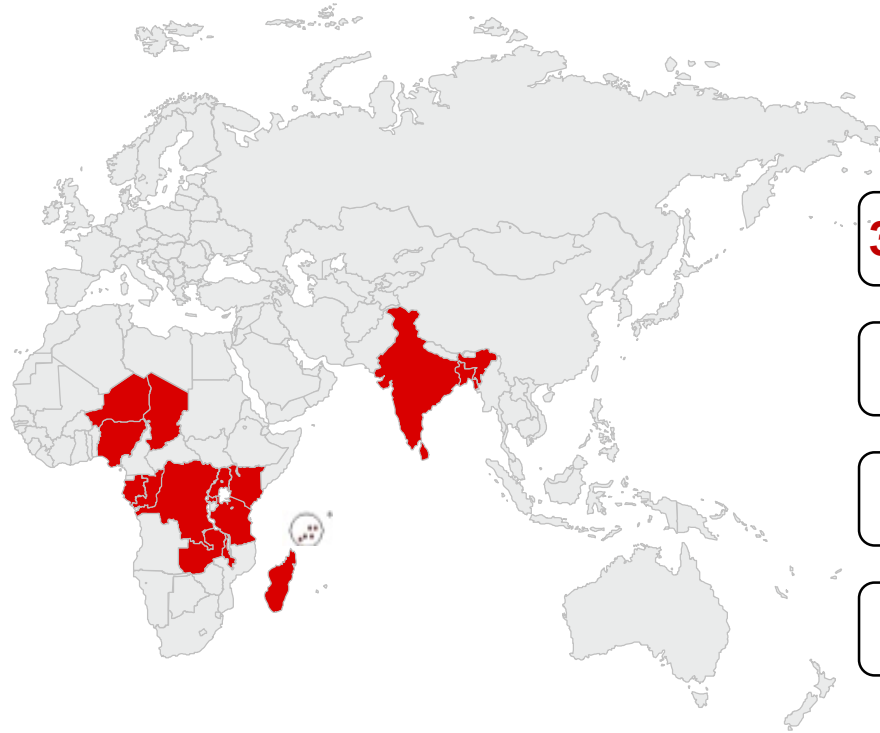
International

14 countries in Africa, **2** in South Asia

188 Mn+ Customers

2.2 Mn+ Retail Touch points in Africa

\$75 Bn+ Airtel Money[#] Transaction Value



India

327 Mn+ Mobile Customers, **22 Mn+** Homes

185 Mn+ MAUs on Digital Assets

3500+ Enterprises, **1 Mn+** offices

~\$22 Bn GMV of Airtel Payments Bank

Who are we?



International

14 countries in Africa, **2** in South Asia

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Q1FY23 Annualised*

Revenue (USD Bn) 16.6

EBITDA Margin 50.6%

Net Debt/EBITDA 2.52

Operating Cash (USD Bn) 5.2

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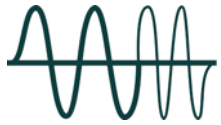
Massive amount of capital investments globally



277.5K Towers



12 Data Centers and **120+** Edge DCs



~USD 21 Bn of Spectrum Investment*



7 Sub Marine Cables



426K+ RKms of Domestic Fiber



365K+ RKms Global Fiber Network

Who are we?

Assets that can be monetized to lighten the balance sheet



Indus Towers: Largest TowerCo in India



1.8L+ Towers | **\$7.1B** Mcap | **47.95%** Stake

Fiber Assets: 426K+ RKms of Fiber



Nxtra: Largest Data Center network in India



Already valued at **\$1.2B** | **75%** Stake

ROBI Axiata: 2nd largest operator in Bangladesh

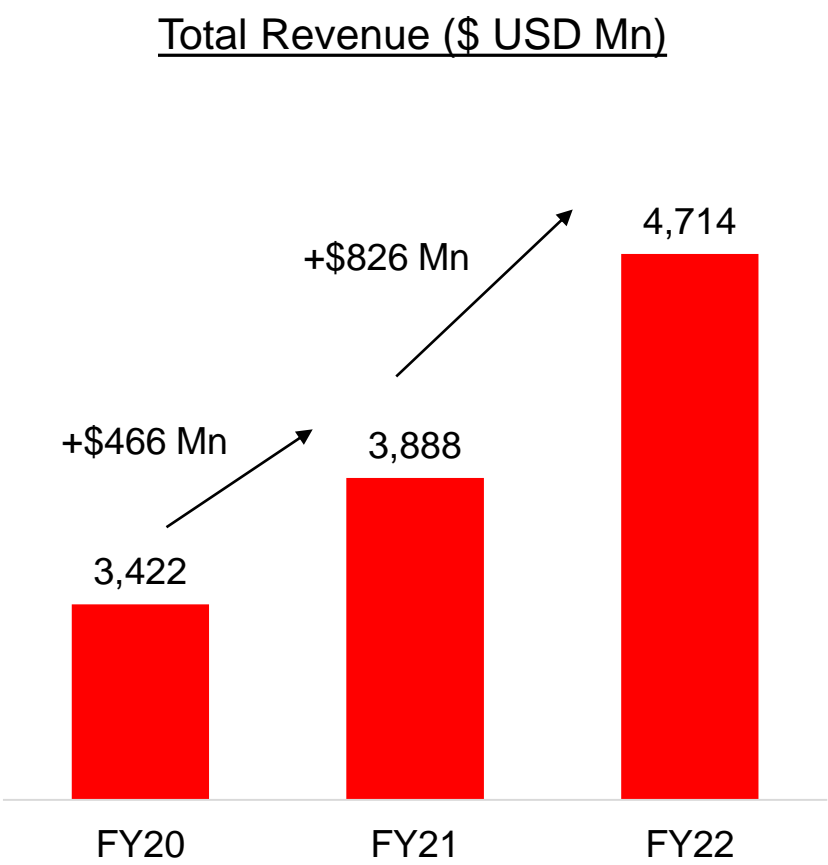


Stake valued at **~\$0.5B[#]**

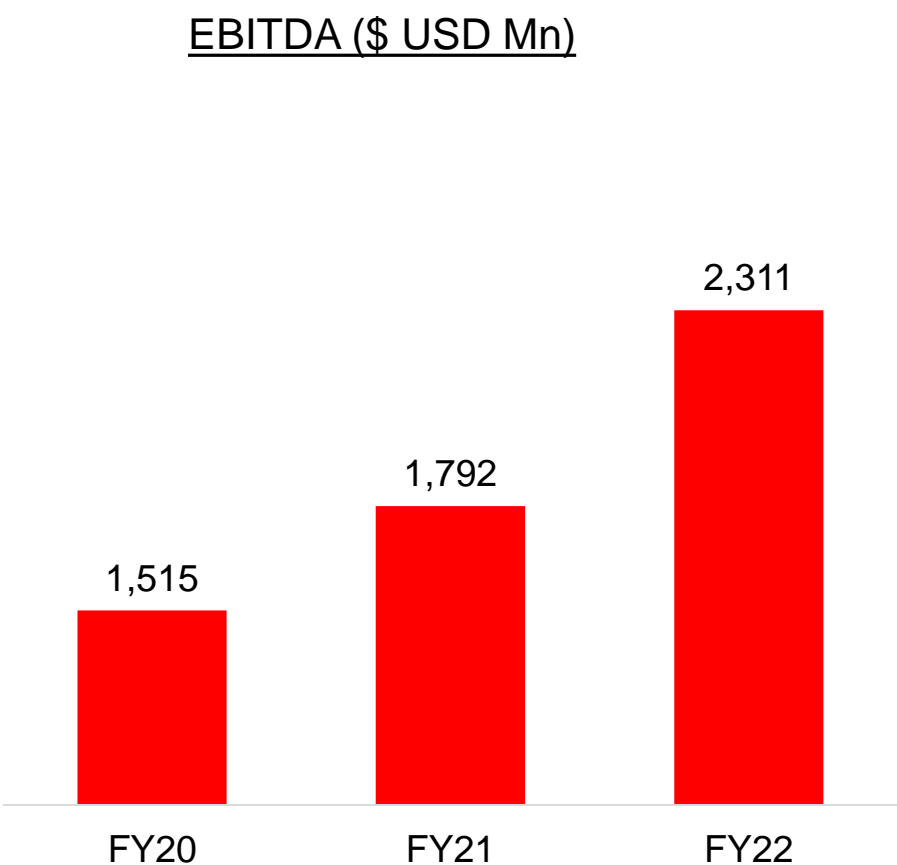
Airtel Africa performance in the recent past



Total Revenue (\$ USD Mn)



EBITDA (\$ USD Mn)



EBITDA % : 44.3% 46.1% 49.0%

#1 / #2
in 13/14 markets*

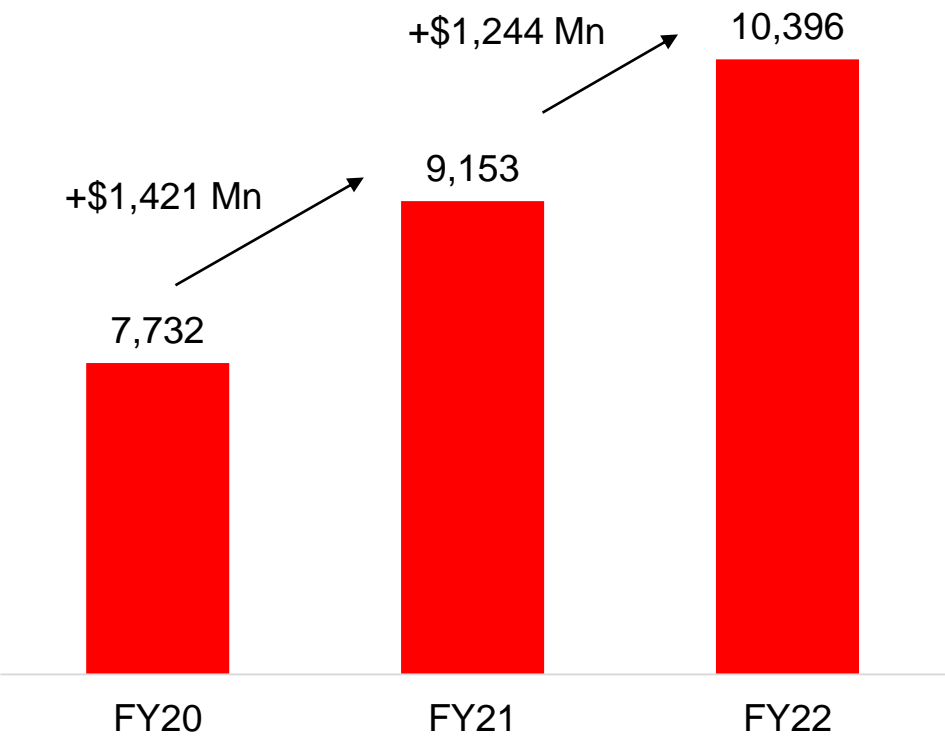
Financials are basis reported currency published results

*Based on customer market share

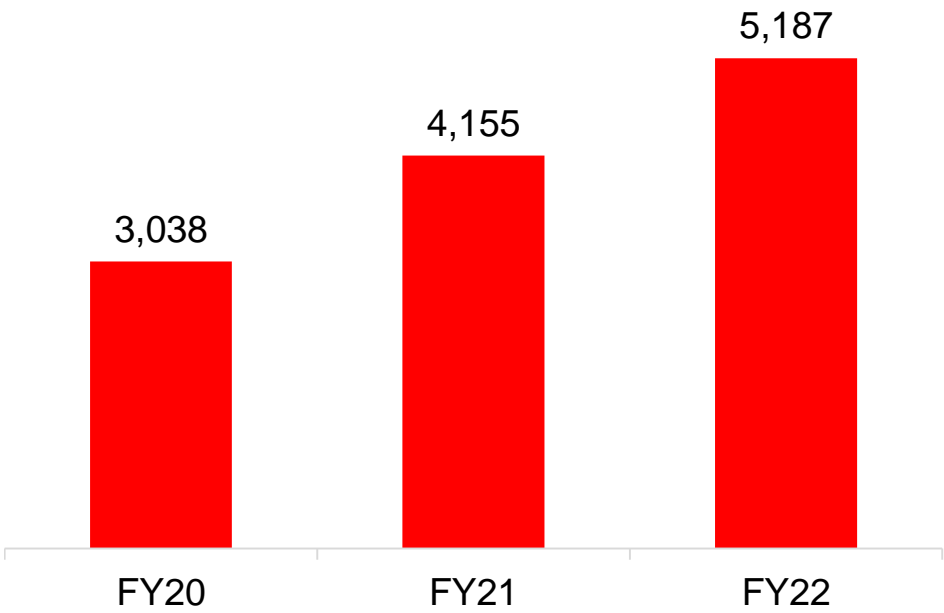
Airtel India performance in the recent past



Total Revenue (\$ USD Mn)



EBITDA (\$ USD Mn)



EBITDA %: 39.3 % 45.4% 49.9%

1 USD = 79 INR
Financials are for India, as per quarterly reporting

Airtel India performance in the recent past



Mobile India

~36% lifetime high revenue market share

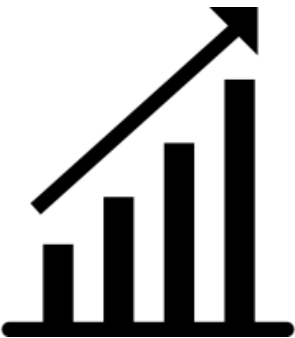
#1 Postpaid



Airtel Business (B2B)

~32% lifetime high market share

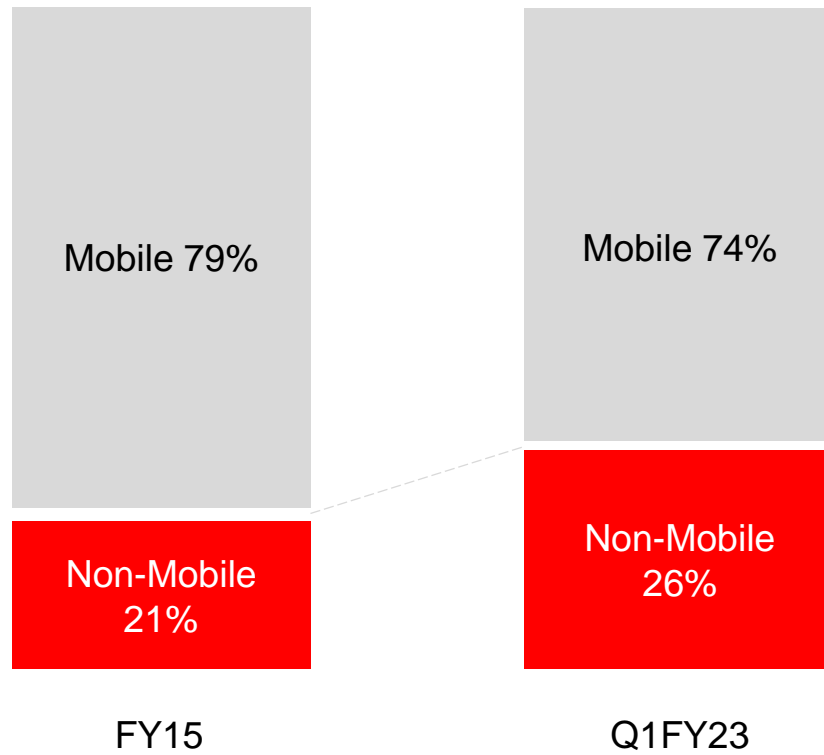
#1 B2B player in India



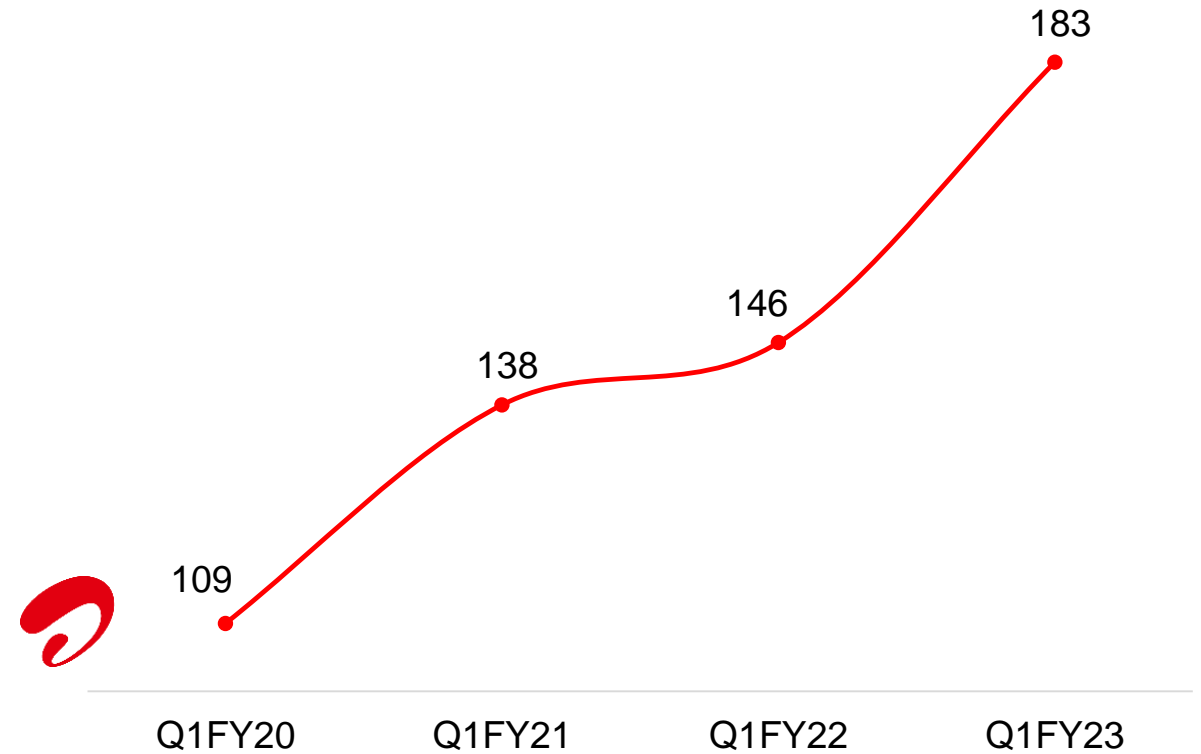
Relentless focus on best quality customers



Increasingly diversified portfolio



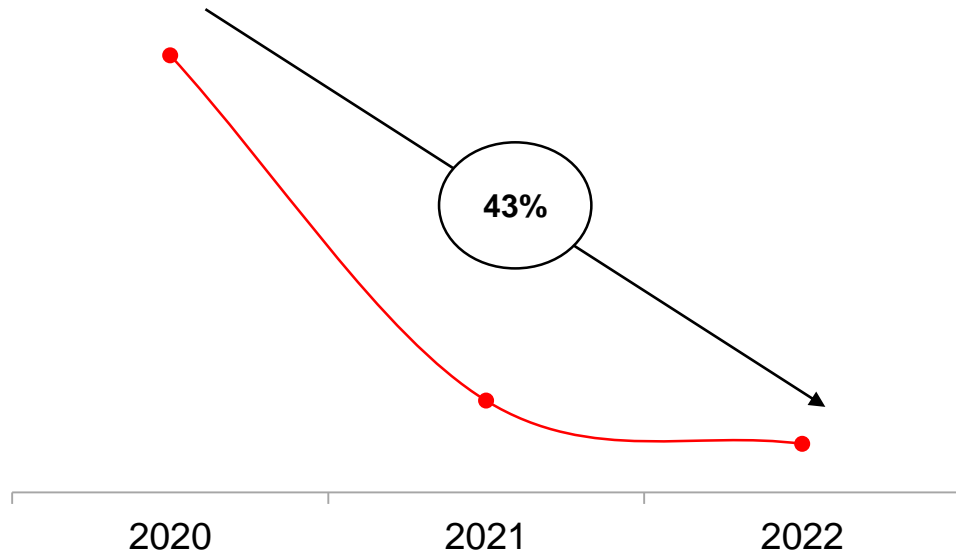
Highest industry ARPU (Rs) : ~68% gain in last 3 years



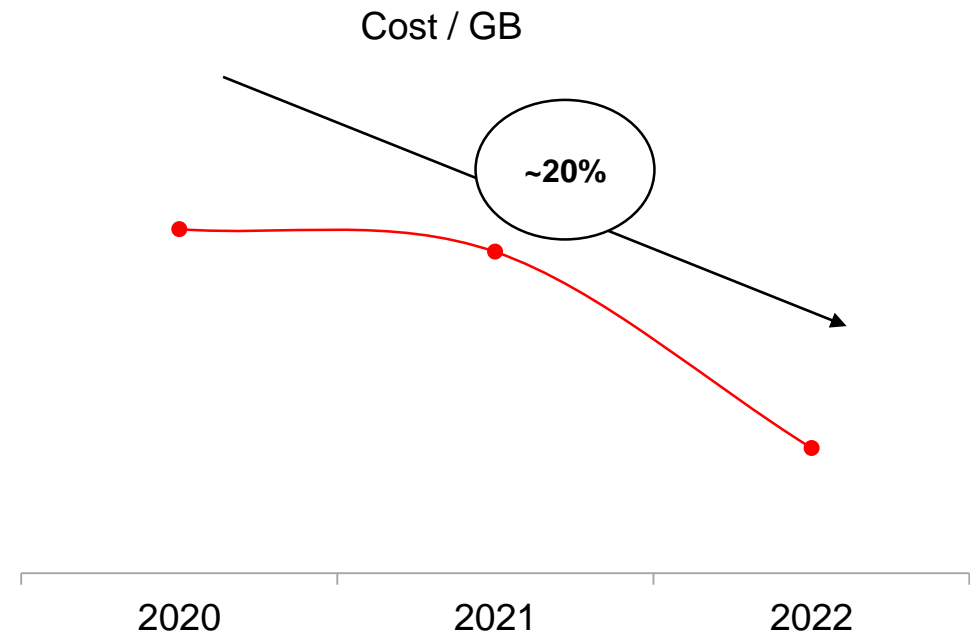
Driven by obsession with experience



43% reduction in Non-Network Complaints



Delivered at the least cost



All done with a frugal mindset

Rigorous measurement



SITE LEVEL
MONITORING



STRINGENT INVESTMENT
MONITORING



CONTROLS AND
COMPLIANCE



STRICT ADHERENCE TO
REGULATIONS

Waste elimination

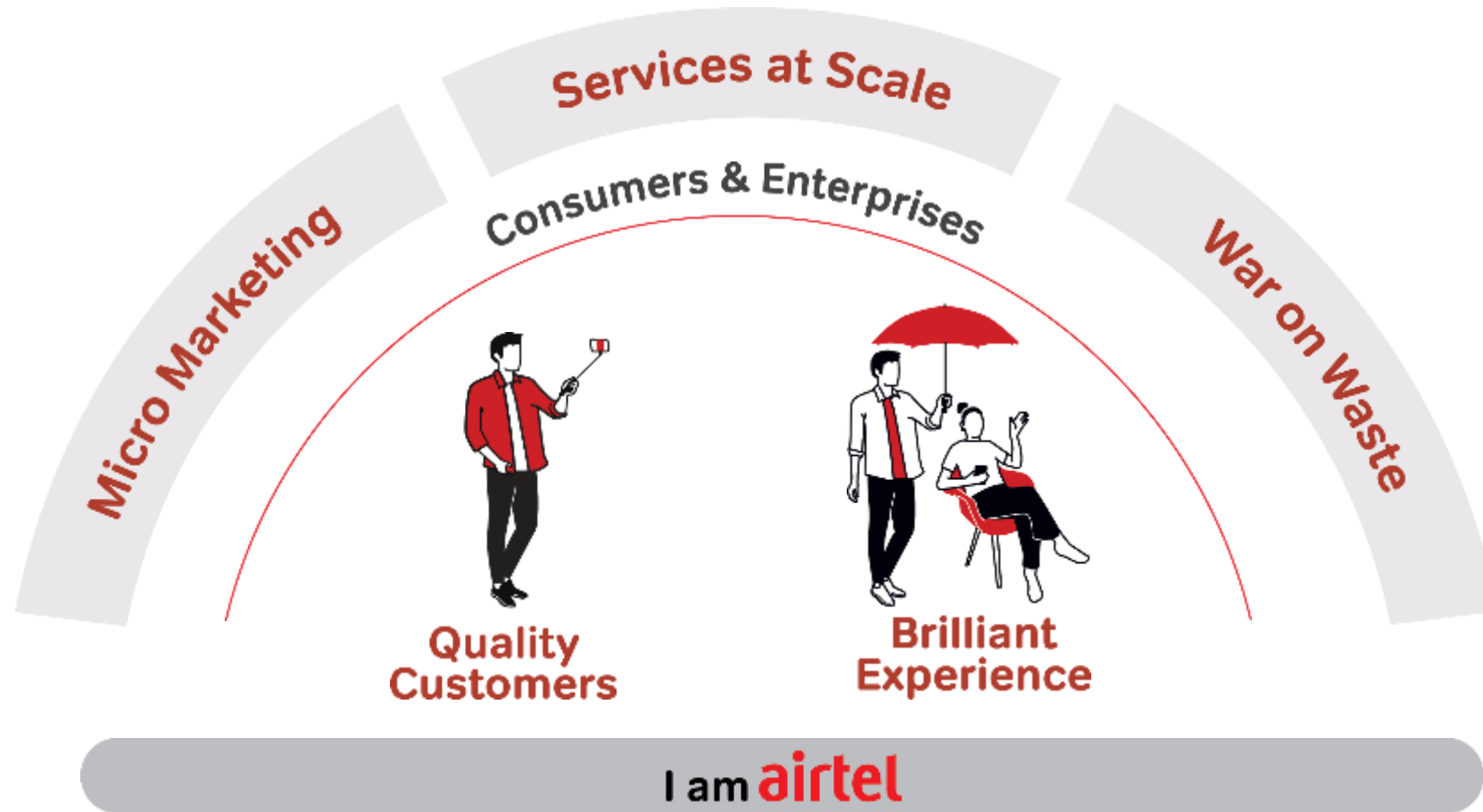


Sweat assets, drive synergies, digitize processes



Stripped 1.5B\$ of waste
in last 5 years

Our strategy





Thank you