

Presentation to Analysts and Media

30th October 2017

RCOM Debt Resolution Plan

- A.** Zero Loan Write Off plan presented to Lenders – Unprecedented in Indian Corporate Sector
- B.**
 - Debt Repayment- Rs.17,000 Crore – out of Asset Monetization
 - Additional Debt Repayment– Rs.10,000 Crore – through Sale and Commercial development of Real Estate
 - Debt Conversion into Equity – Rs. 7,100 Crore
- C.**
 - New RCOM to be sustainable and profitable with focus on growing non Mobile B2B Business – Top 3 in India
 - Sustainable and Conservative Debt – Rs.6,000 Crore
- D.** RCOM Standstill Period for Principal and Interest Repayments- December 2018 as per RBI Guidelines

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Wireless Business Monetization

Spectrum Monetization

- ✓ 122.4 MHz of Monetizable Spectrum portfolio
- ✓ Spectrum holding across 800 MHz, 900 MHz, 1800 MHz and 2100 MHz bands
- ✓ DoT Authorization obtained also for 3G 2100 MHz Spectrum to be used for 4G and other evolving technologies
- ✓ All 122.4 MHz of Spectrum Authorized by DoT to be used for 4G & evolving technologies
- ✓ **The valuation of RCOM Spectrum holding as per 2016 auction prices is ~ Rs. 13,000 Crore (as of 1st Jan-18) net of DoT deferred Spectrum payments**

Tower Business for Sale

Tower Monetization

- ✓ 43,263 towers spread across the country
- ✓ Tower portfolio represents 11% of the total towers in India
- ✓ 45% of Tower Portfolio is in Metro and Cat A Circles
- ✓ Towers capable of supporting tenancies up to 4X. High Proportion of GBT Towers (~ 75%) - higher tenancies and better range
- ✓ Tower sites anchored by JIO- India's largest and continuously expanding 4G network
- ✓ High Proportion of Fiberization (>25%). Concentration of Fiberised towers(>51%) in Bandwidth hungry Metro and Cat A circles
- ✓ The valuation of 51% stake in the tower business (as per Brookfield transaction) was Rs. 11,000 Crore

Fiber Business for Sale

Fiber Monetization

- ✓ 178,000 Route Kms of Fiber with National Footprint. > 32% Fiber laid being Intracity
- ✓ Fiber Holding represents ~20% fiber laid in the country. One of the largest Fiber holdings in the Country
- ✓ 18,000 RKM in Top 10 Cities perfectly suited to cater to Digital growth. Prohibitive cost and timelines for replication
- ✓ Access to 1.2 Mn buildings and 3.5 Mn households
- ✓ Total capacity up to 80 PB
- ✓ Long term IRUs in place for fiber capacities with mobile operators and cable operators

MCN for Monetization

MCN Monetization

- ✓ 248 Media Convergence Nodes for Sale ~ 5 Mn Sq Ft.
 - ✓ Located Pan India to host telecom network infrastructure
 - ✓ Optical fiber connectivity, power redundancy and air conditioning
 - ✓ Both Vertical & Horizontal scalability
-
- Media Convergence Node hosts telecommunication network infrastructure
 - Each of these MCN site is connected with optical fiber network with 2 cut not out connectivity
 - MCN buildings are powered by electricity supply and have power redundancy, i.e. UPS and N+1 Diesel Generators to ensure continuity of power supply.
 - To maintain constant ambient temperature for critical equipment, precision air conditioners (PAC) are installed

Prime Real Estate for Monetization

Real Estate Monetization

- ✓ Prime Real Estate for Sale ~1 Mn Sq Ft of built-up area and 27 acres of open plots
- ✓ Strategically located in New Delhi, Navi Mumbai, Hyderabad and Chennai.
- ✓ Real Estate for Co-Development - 20 Acres in major IT/Commercial/Tourist Hubs
- ✓ Located in Kolkata (Salt Lake) and Tirupati

Interest received from 12 parties

DAKC Real Estate Development Rights – Highly Future Accretive



Future development potential



Real estate holdings of 125 acres in Navi Mumbai at Dhirubhai Ambani Knowledge City (DAKC)



Registered as an IT park situated in Trans Thane TTC Industrial Area in Navi Mumbai



Application filed under “Integrated Information Technology Township (IITT) Scheme” of Govt. Of Maharashtra – 17 Mn Sq Ft

Interest received from 10 domestic and International Real Estate developers

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New RCOM Business Profile – Stable Annuity Like Business with Predictable Cash Flows

1

INDIA ENTERPRISE & IDC

9 Tier III + data centers in total with 650,000 square feet of floor space

16% market share of data centers in India

One of the largest players in the B2B enterprise space in India with comprehensive range of voice, data, video and IT Infra services

Over 35,000 customers including 850 of the top 1,000 enterprises in India

2

GCX

One of the World's largest private subsea cable systems spanning ~69,000 RKM across 4 continents

Managed network services platform connecting 27,000 sites in 158 countries

Over 20 Fortune 500 Customers

Highly Stable Relationships - >80% customers utilizing services for >3 years

3

4G SHARING WITH JIO

Access to India's largest 4G network enabled by a comprehensive strategic partnership covering Spectrum and Infrastructure sharing with JIO

Best in Class 4G services on superior 800 MHz Spectrum band

Focus on the only High growth area of the Indian Mobile Sector

New RCOM Business Profile – India Enterprise Business

Comprehensive range of enterprise voice, data, video, internet and IT infra services

One of the largest players in the B2B enterprise space in India : Over 35,000 customers including 850 of the top 1,000

1.2 million + connected buildings

Large MPLS enabled Core Data Network

PRODUCT PORTFOLIO

Voice

- PRI (Primary rate interface)
- Centrex
- Similar Board Number
- One Office Duo
- Toll Free Services
- Intelligent Telephony

Data Connectivity

- Business Internet
- Leased Line
- IPLC
- MPLS VPN
- Managed Services
- Video Surveillance

Collaboration Services

- Audio Conferencing
- Video Conferencing
- Unified Communications

Data Center

- Colocation
- Managed Hosting
- IT Infrastructure
- Cloud Services

New RCOM Business Profile – Internet Data Center Business

Provides co-location, co-hosting, managed services, managed security, disaster recovery services, IT infrastructure services and Cloud – Infrastructure as a Service (“IaaS”)

9 Tier III + data centers in total with 650,000 square feet of floor space - 16% market share of data centers in India

Manages more than 20,000 servers and 5,000 TB of data and serves over 500 enterprises worldwide

Owns substantial portion of land underlying data centers (not prevalent in India)



Particulars	Mumbai	Bengaluru	Hyderabad	Chennai
Number of facilities	4	3	1	1
Total Built-up area (Sq / ft)	227,000	113,000	260,000	57,000
DC Built Out Capacity (Raised Floor Area) (Sq / ft)	110,000	56,000	17,000	15,000
Total Power Available (MW)	20	10.05	2	2.25
Racks Capacity	3,152	1,359	384	400
Racks Occupancy	88%	84%	48%	50%

New RCOM Business Profile – GCX

Operates one of the world's largest private subsea cable systems, integrated with large terrestrial network

Owns subsea cable systems comprising 5 systems of ~69,000 route kilometers at 46 landing stations in 27 countries spanning 4 continents with significant replacement value

World class cloud asset base

Managed network services platform connecting 27,000 sites in 158 countries

Cloud computing platform & ecosystem with Cloud services and applications available "on-net" from Layer 1 all the way through to Layer 7

Managed network services platform connecting 27,000 sites in 158 countries

PRODUCT PORTFOLIO

Infrastructure Solutions

- Hosting
- IP Transit
- Transmission Services

Connectivity Solutions

- Private Line
- Ethernet
- IP Services

Managed Network Solutions

- Managed Network
- Managed Security
- Managed Unified Communications

Cloud Solutions

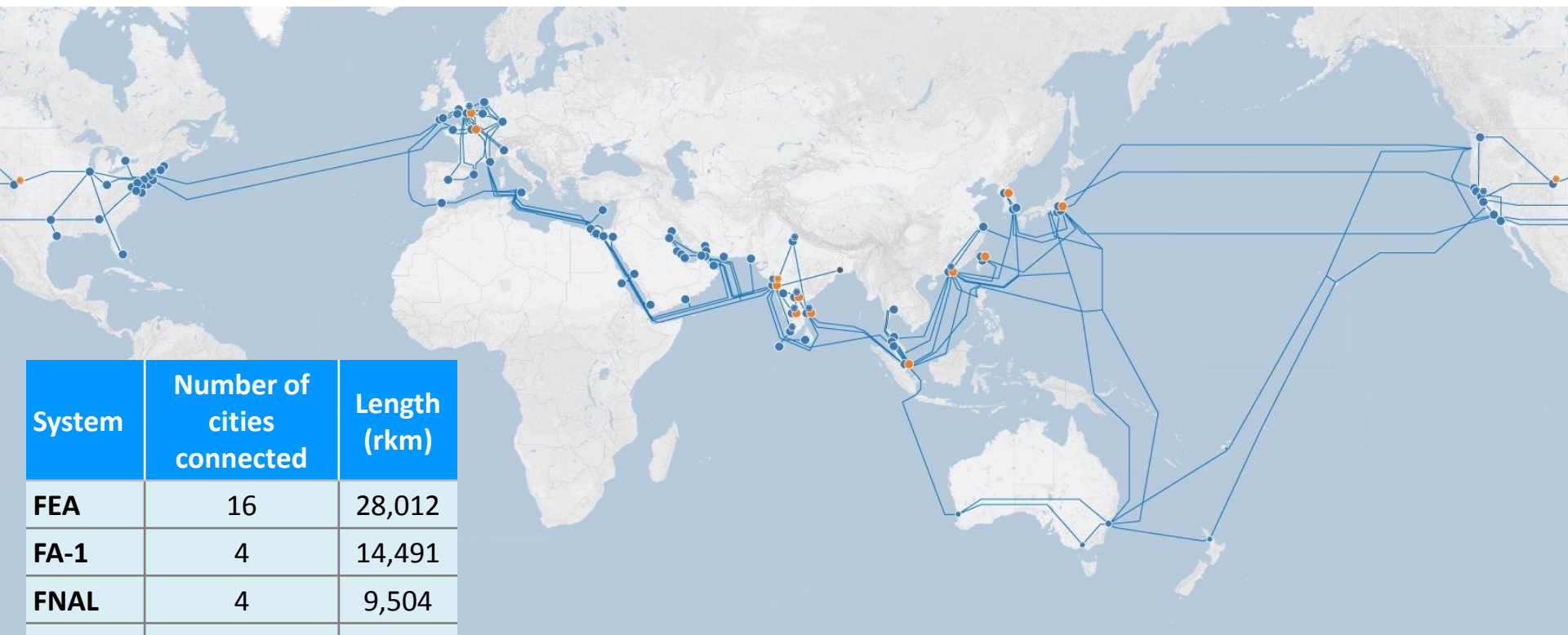
- Cloud X® Fusion
- Cloud X® IaaS

Industries

- Retail
- Manufacturing
- Logistics
- Financial Services
- Business Services

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System	Number of cities connected	Length (rkm)
FEA	16	28,012
FA-1	4	14,491
FNAL	4	9,504
FALCON	19	12,357
HAWK	3	4,334
Total	46	68,698

— Cable & Terrestrial Coverage ● Pops ● Data Center ⬡ GNOC ⬡ Cloud Nodes

C. New RCOM Business Profile – 4G MVNO

Wireless Business Optimization – Focus on Only the High Growth 4G segment and away from loss making 2G and 3G segments

4G to be enabled by comprehensive strategic 4G ICR arrangement with JIO

Access to India's largest and growing 4G network with over 1,80,000 4G sites

Best in Class 4G services in the superior 800 MHz band

Capital light play in the data centric consumer market

C. New RCOM

NEW RCOM BUSINESS WILL HOLD PROFITABLE, GROWING, NON-MOBILE, B2B BUSINESS

✓ Equity conversion of Rs 7,000 cr of debt proposed in new RCom

✓ Sustainable and conservative level of debt of Rs 6,000 cr

✓ 50% of revenues from Overseas Operations

✓ Lower cost of capital with 50% of debt at low cost foreign loan

New RCOM will be among the Top 3 Enterprise players in India

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Summary

- A. Zero Loan Write Off for Lenders – Unprecedented in India**
- B. Comprehensive Debt Resolution Plan**
- C. New RCOM to be sustainable , profitable , growing , with low Debt of Rs.6,000 Crore and no risk of B2C mobile business**
- D. RCOM Standstill Period for Principal and Interest Repayments - December 2018 as per RBI Guidelines**