

Reliance Communications

Investor Presentation

November, 2011

RELIANCE

Forward looking statements – Important Note

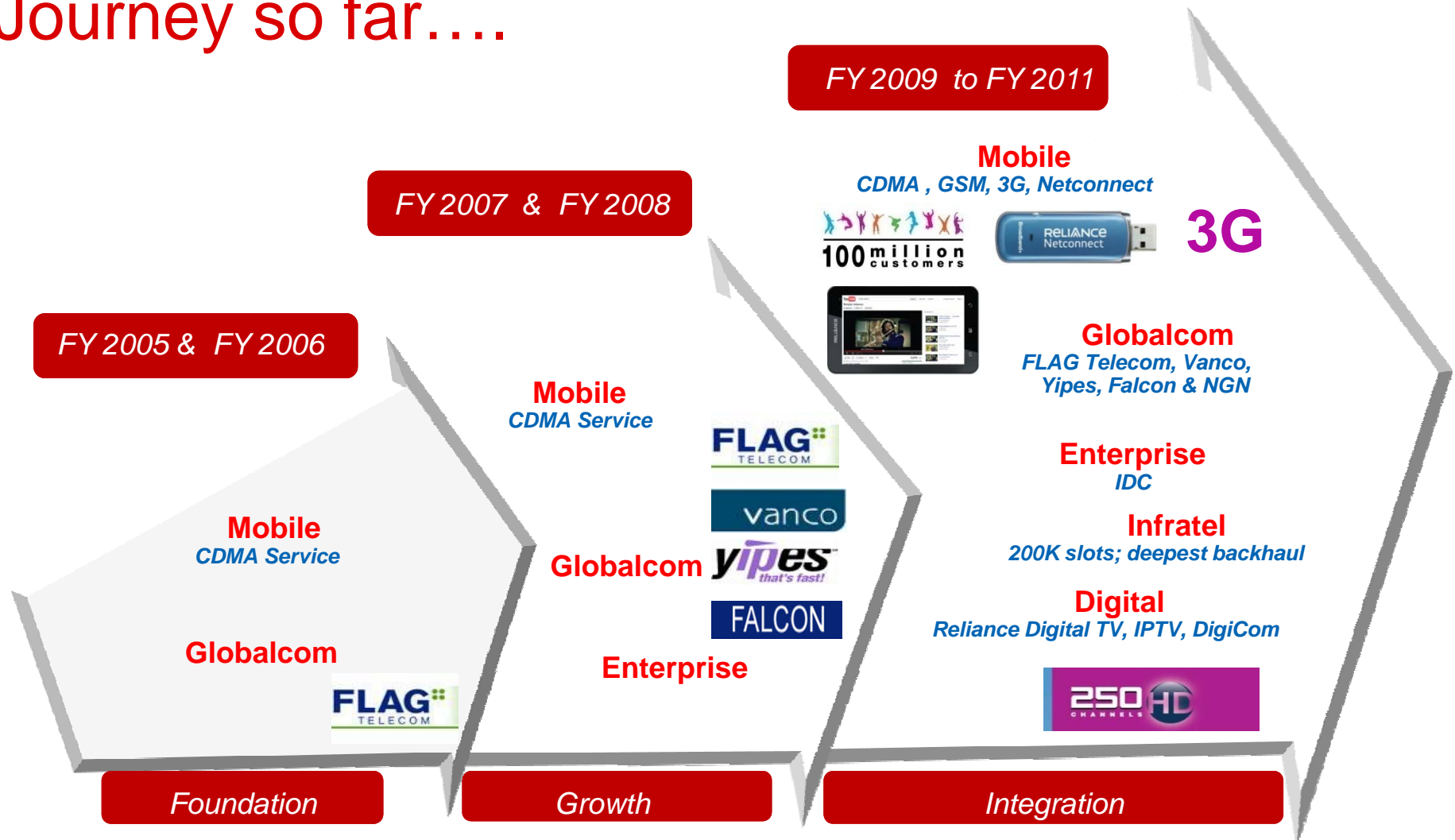
This presentation and the discussion that follows may contain “forward looking statements” by Reliance Communications Ltd (“RCOM”) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operation, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the directors and management of RCOM about the business, industry and markets in which RCOM operates. These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond RCOM’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of RCOM. In particular, such statements should not be regarded as a projection of future performance of RCOM. It should be noted that the actual performance or achievements of RCOM may vary significantly from such statements.

Contents

Reliance Communications – an integrated telco

- Wireless
 - Global Enterprise
 - Home
-
- Key takeaways

Journey so far....



Evolution path towards a profitable integrated Telco

Current position of our businesses

Wireless

- ❑ #2 in India, #4 globally (single country), dual technology
- ❑ 3G license in 13 circles (highest number of circles by single operator)
- ❑ Pan India data leadership

Global Enterprise

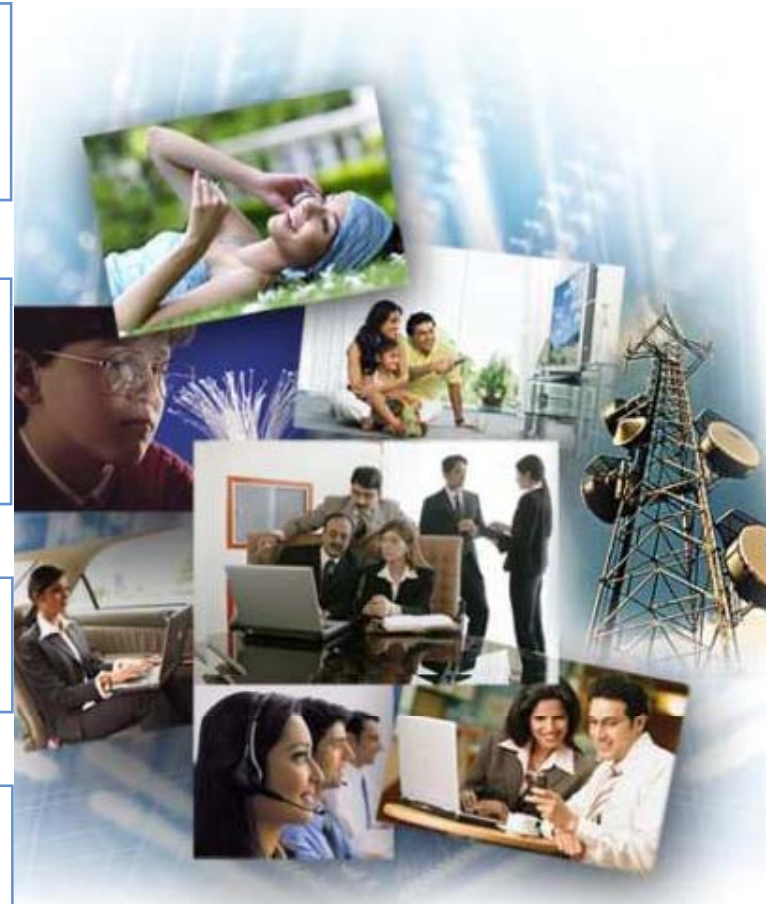
- ❑ Largest global private submarine cable network, blue-chip global clients
- ❑ One stop shop for all large corporates and SMBs for communications, networking and IT infrastructure needs
- ❑ Amongst Top 10 Data Centers in the world and # 1 in India

Infratel

- ❑ 200k+ slots, unique ability to provide space and connectivity

Home

- ❑ Rapidly growing national DTH business, rich content access
- ❑ Industry's 1st offering of its kind – All 250 channels in High Definition like quality



Strong market presence in every business

Strategy for focused and profitable growth

Wireless



- ❑ Address mass mobility market thru' GSM with special focus on rural distribution
- ❑ Consolidate data market leadership with high ARPU 3G services & high speed datacards
- ❑ Increased revenue from new service streams (share of VAS & In-roaming revenue)

Global Enterprise



- ❑ Sign long term contracts with existing and new operators to provide pan-India infrastructure and bandwidth
- ❑ Complete NGN Mediterranean and continue to maintain leadership in the Carriers Carrier market
- ❑ Increasing IDC capacity and launching new high margin product/service lines
- ❑ Expanding Managed Services portfolio for higher share of customer's wallet and to increase stickiness of our products

Infratel



- ❑ Maximize revenues from existing assets of Towers, OFC & Ducts
- ❑ Huge potential of value unlocking for Reliance Communication shareholders

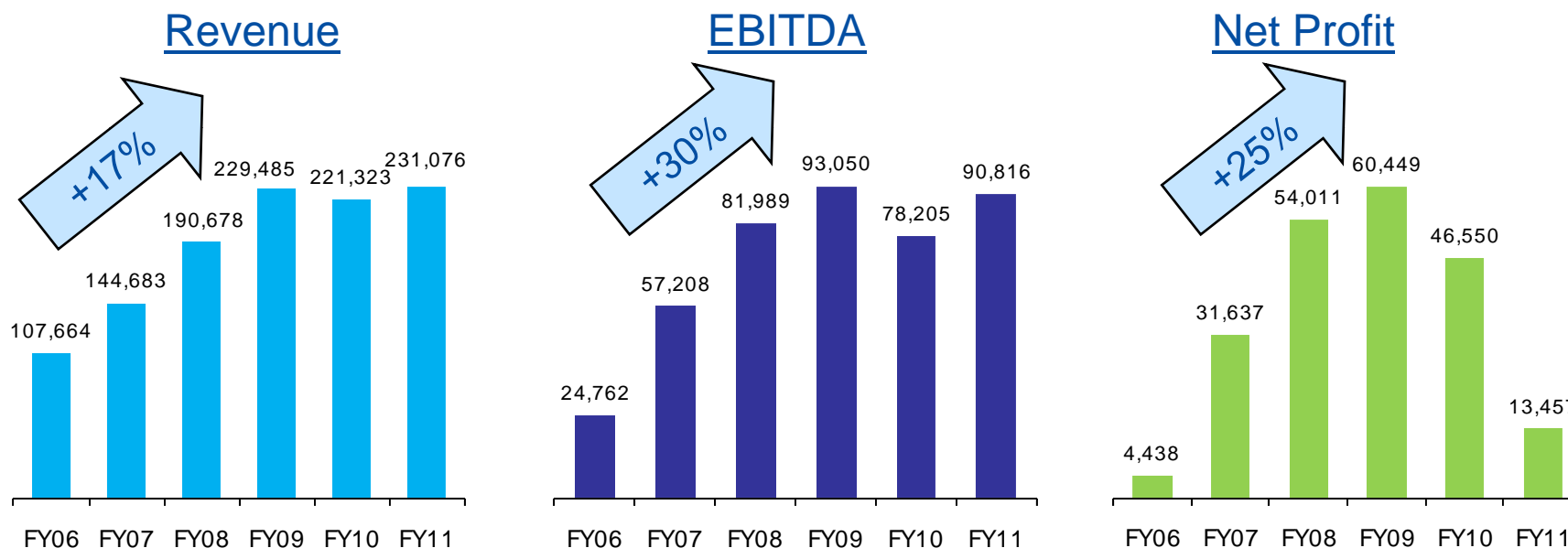
Home



- ❑ Aggressive acquisitions to build the subscriber base for long-term revenue
- ❑ Rigorous program management framework for capex and opex cost efficiencies, esp. Set-top box and Content

Financial Highlights

Key Financial Parameters (Rs. Mn)



Maintaining Revenue & EBITDA levels in hyper competitive market

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- ❑ Reliance Communications – an integrated telco

Wireless

- Global Enterprise
- Home

- ❑ Key takeaways

Strengths of Wireless Business

- 1 147 Million Customer Base (September, 2011)
- 2 Dual Technology Advantage
- 3 Data Leadership (1x, EVDO, 3G)
- 4 Youth & Innovation Centric Brand
- 5 Focus on Quality of Minutes

All this with only 5 years of existence in industry, as compared to 15+ years for competition

Strengths of Wireless Business



1

147 Million Customer Base (September, 2011)

2

Dual Technology Advantage

3

Data Leadership (1x, EVDO, 3G)

4

Youth & Innovation Centric Brand

5

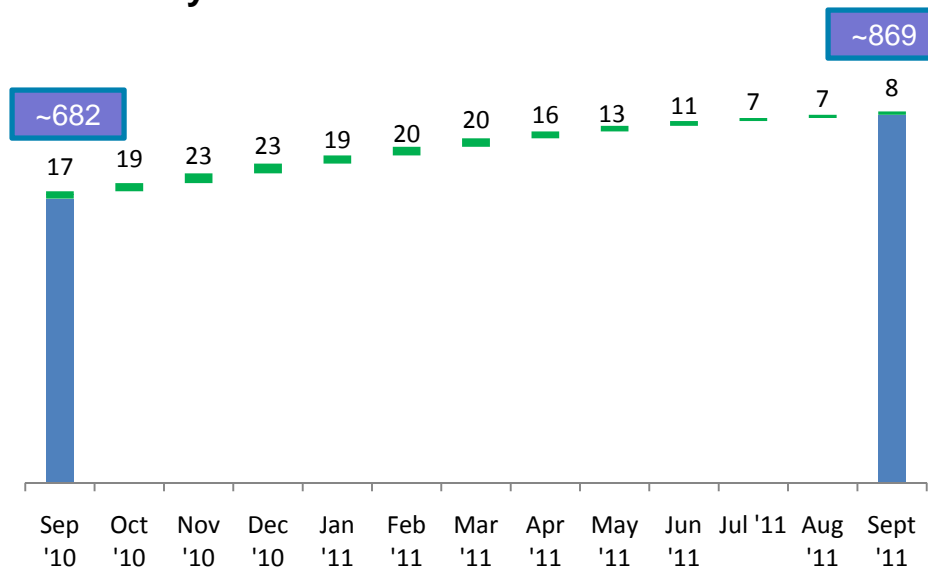
Focus on Quality of Minutes

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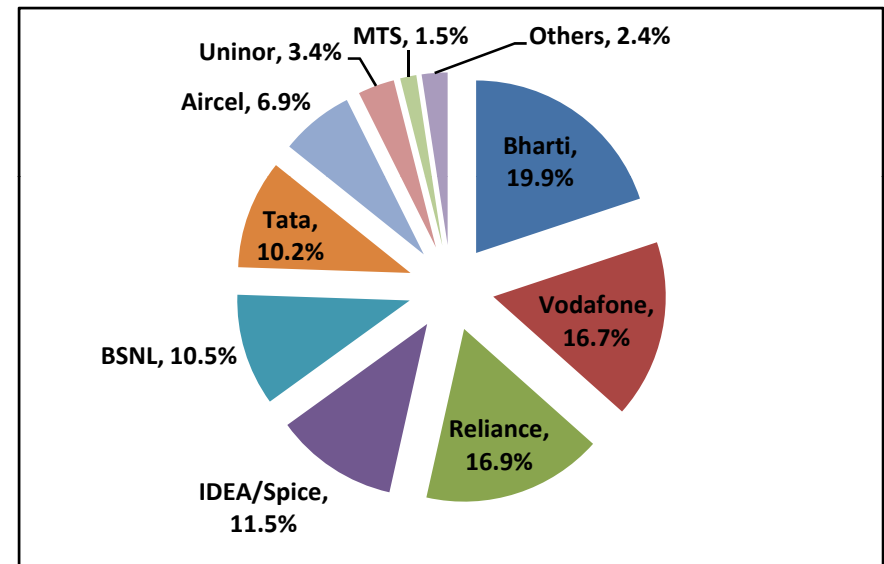
Large and Healthy Customer Base

RCOM among top 2 players in India, generating 1 bn Minutes / Day

Industry Subscriber Net Additions



Customer Market Share



RCOM (147 Mn)

~869 Mn wireless subscribers at the end of Sept 2011

Source: TRAI

Industry net additions in Q2 declined to the level of 22 Mn against 40 Mn in Q1

Strengths of Wireless Business

1

147 Million Customer Base (September, 2011)



2

Dual Technology Advantage

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Data Leadership (1x, EVDO, 3G)

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Youth & Innovation Centric Brand

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Focus on Quality of Minutes

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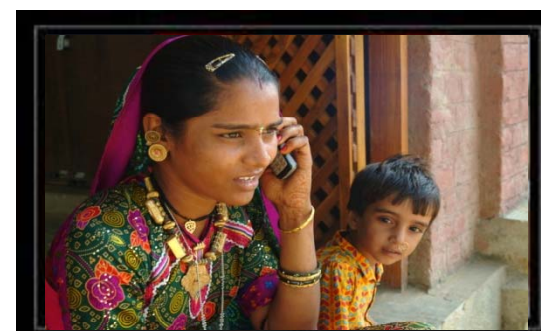
Dual Technology Advantage



24,000 Towns

600,000 Villages

1 Billion Indians



Voice

Data

3G

EVDO

VAS



CDMA



GSM

Widest Product Portfolio (Enhanced Data Offering)

Mobile Handheld

Dongles / Tabs

Voice



CDMA



GSM

Data



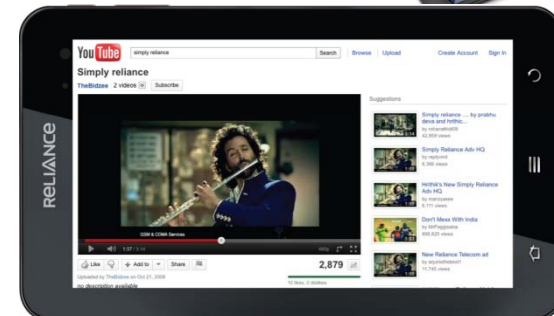
Video



3G HSPA



CDMA HSD



Wide options for Voice, Data & Video across CDMA & GSM platforms

Strengths of Wireless Business

1 147 Million Customer Base (September, 2011)

2 Dual Technology Advantage



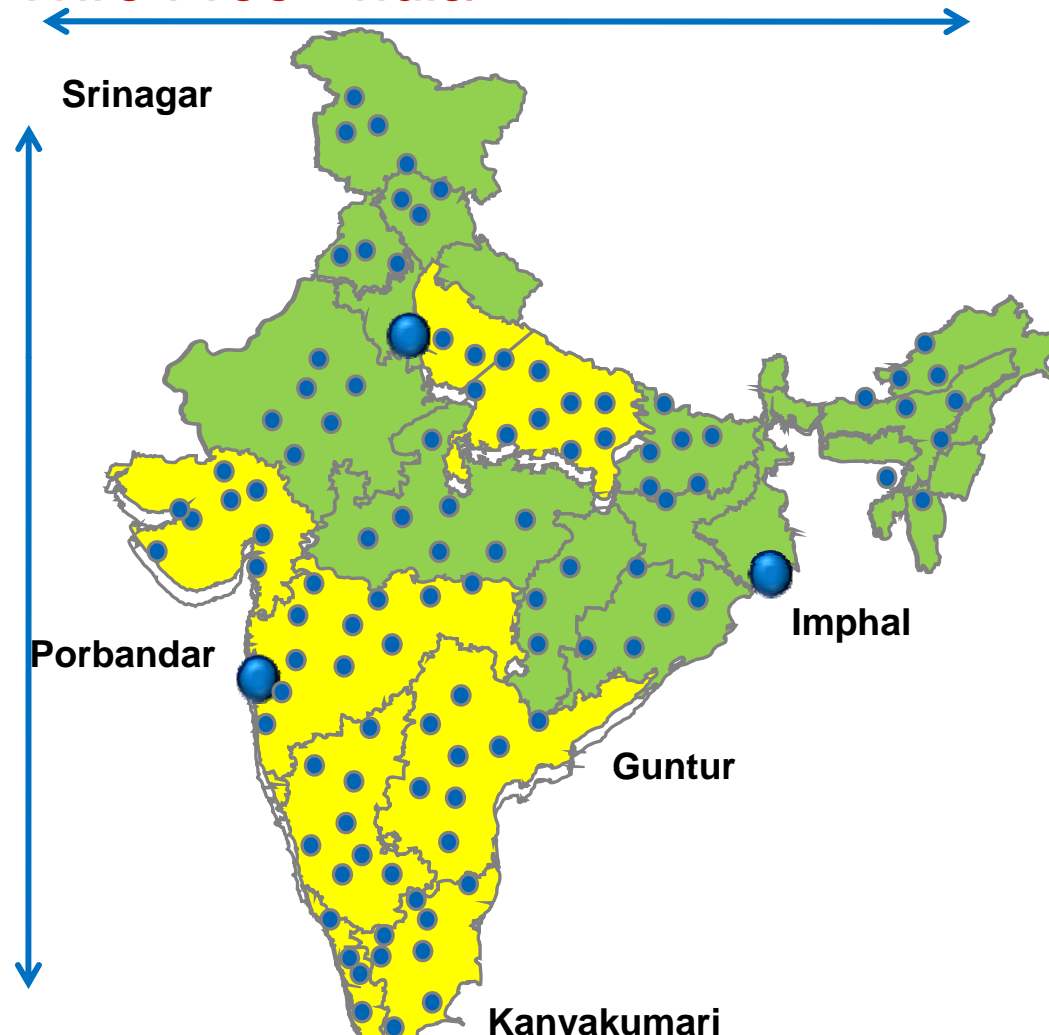
3 Data Leadership (1x, EVDO, 3G)

4 Youth & Innovation Centric Brand

5 Focus on Quality of Minutes

All this with only 5 years of existence in industry, as compared to 15+ years for competition

Data Leadership : Leading the 2nd telecom revolution enabling “Wire Free” India



High speed data internet

Number of towns 1,300 +

Mobile internet

Number of towns 20,000 +

Number of High Speed Data offering towns increased from 65 to 1300 in last one year

Strengths of Wireless Business

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3 Data Leadership (1x, EVDO, 3G)



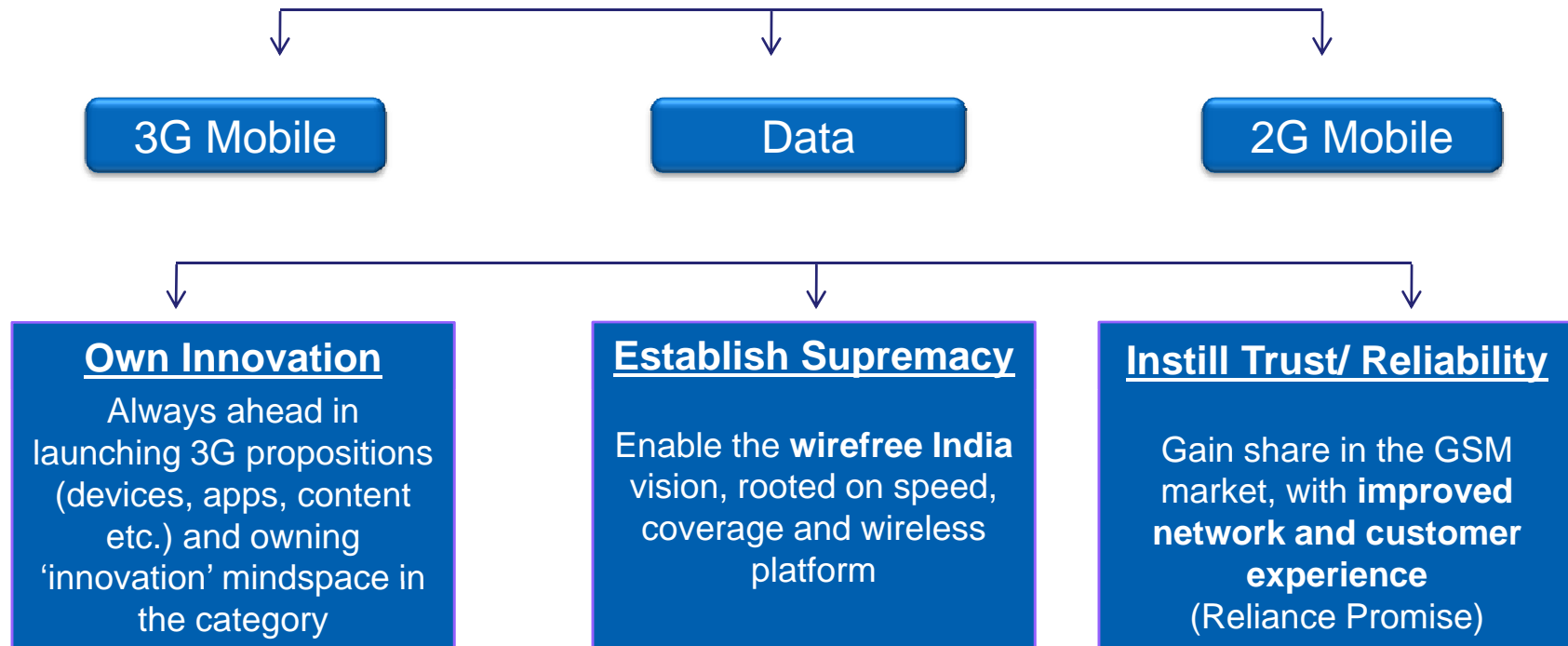
4 Youth & Innovation Centric Brand

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All this with only 5 years of existence in industry, as compared to 15+ years for competition

Youth & Innovation-centric Brand

Redefining Brand Positioning



3G Focused Co-Marketing with Handset Partners

Nokia C7 Co-marketing

Nokia Ovi Exclusive Tie Up



RELIANCE 3G

The best just got better.
Nokia C7 now meets Reliance 3G.

Pre-paid offer:

- ▶ 200MB data per month for 3 months
- ▶ 50 minutes Video Calling per month for 3 months
- ▶ Mobile TV pack for one month

*Applicable on minimum recharge of ₹200 per month.

Post-paid offer:

- ▶ 500MB data per month for 6 months
- ▶ Mobile TV pack for one month

*Applicable on plan of ₹196 and above.

India's No.1 Network. **Td**
Call: 1800 100 3033 or SMS: 3G to 51234

Social
E-mail
Ovi Store
Ovi Maps
RMP Camera

NOKIA
Connecting People

Nokia C7

LG Optimus 2X



RELIANCE 3G LG Life's Good

World's 1st Dual Core Smartphone
Fastest on Reliance 3G

Get your Optimus 2X cost back with Reliance 3G's "Money Back Plan" & save up to ₹20,000*

India's No.1 Network. **Td**
*T&C Apply. For Details Call 1800 100 3033 or visit www.reliance.co.in/3g

optimus 2X P990

ANDROID™ 2.2

Reliance 3G Tab



3G Mobile - Just 3G Vs Reliance 3G

Key proposition “Switch to Reliance for the fastest 3G experience”



Impact Property

India v/s England Series,
Presenting sponsorship of over
250 properties covering movies &
sports



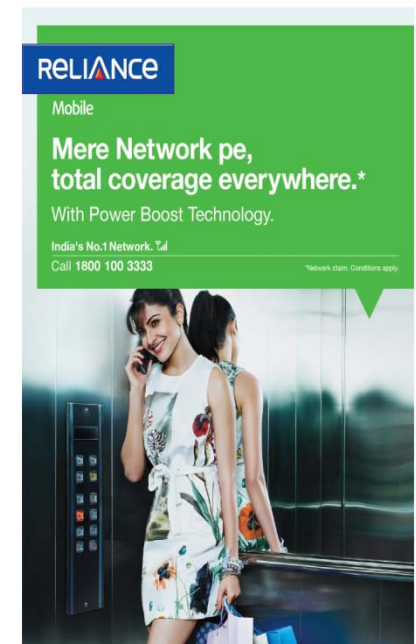
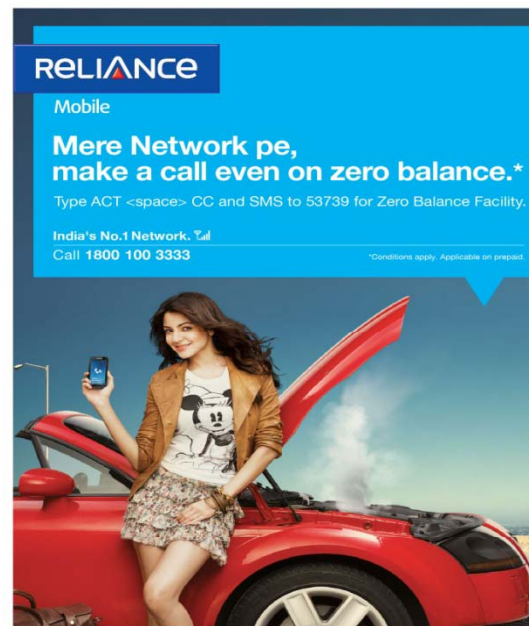
Youth-centric campaigns for Data & 2G Voice offerings



New TVC Campaigns

"It's fast, are you?"

Mera Network Vs Tera Network



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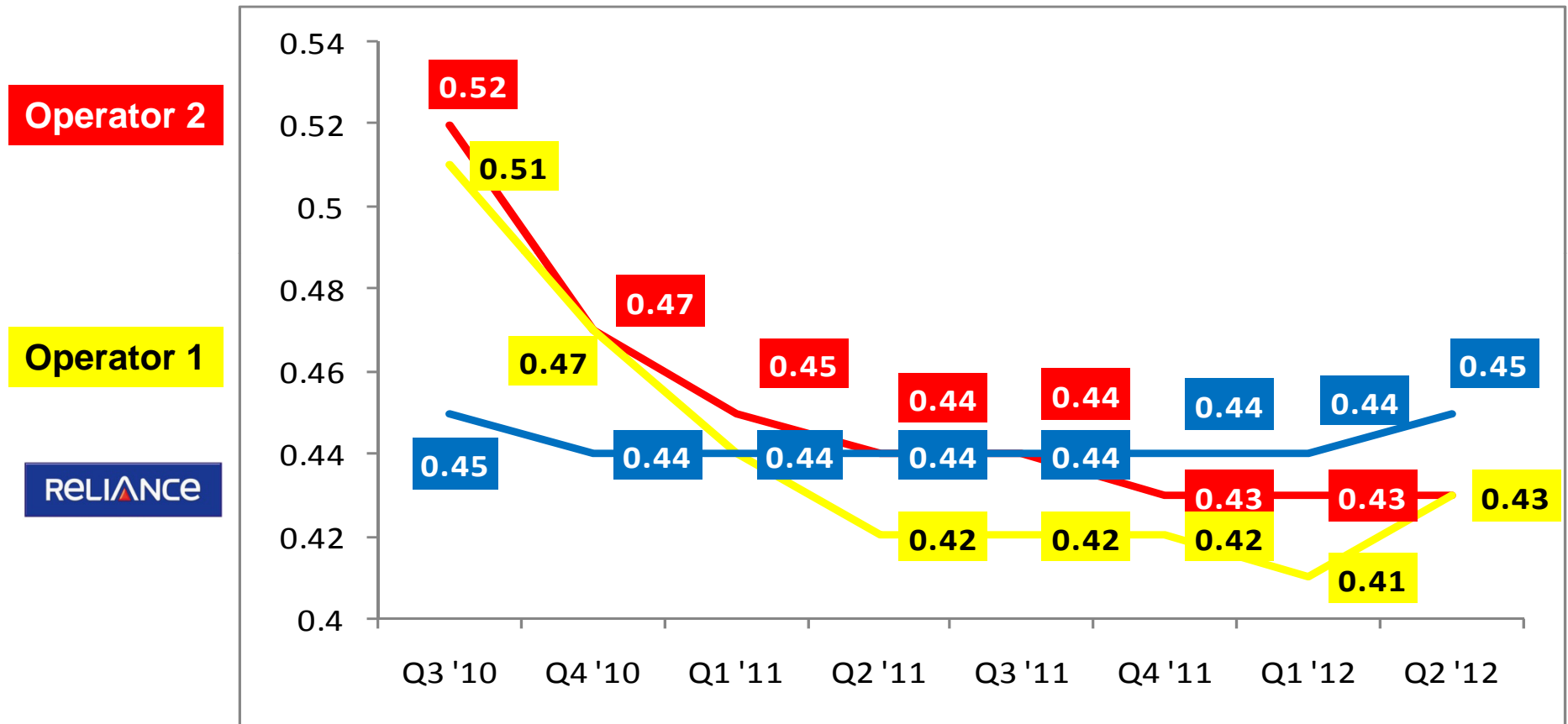
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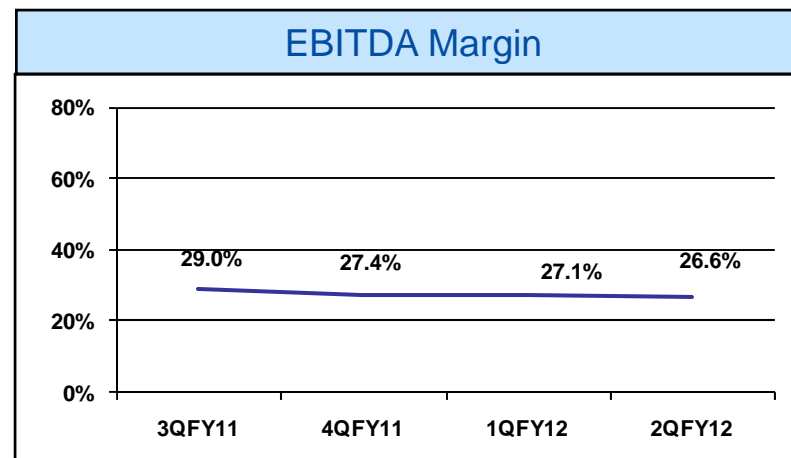
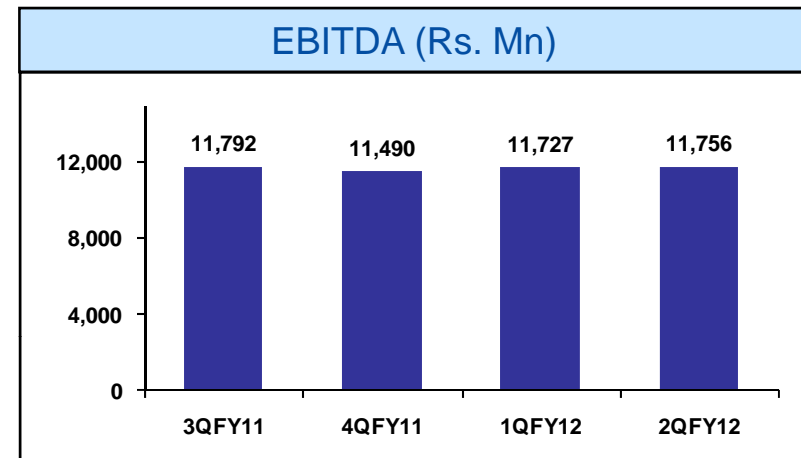
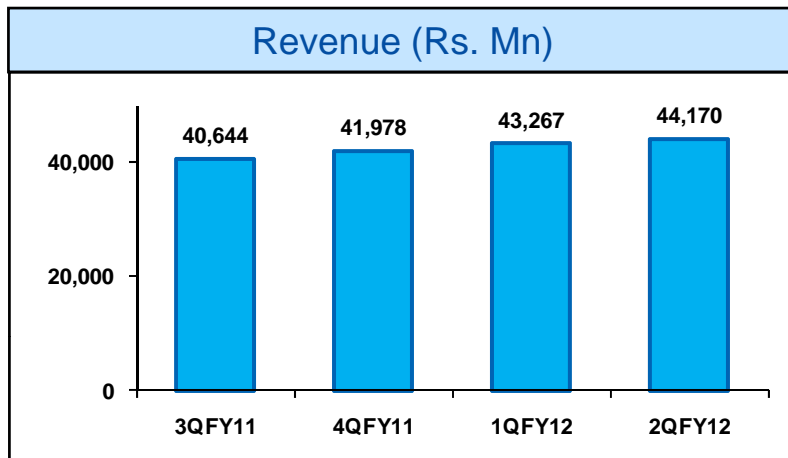
All this with only 5 years of existence in industry, as compared to 15+ years for competition

Quality of Minutes



RCOM has with-held its Rate Per Minute for the last 7 quarters despite intense pricing pressure

Financial Performance



Three consecutive quarters of consumption led revenue growth

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 - Wireless
 - Global Enterprise
 - Home
- ❑ Key takeaways

Overview



Scalable and proven infrastructure and capabilities are in place
Target is to scale up the business

Carrier business : Global connectivity & assets

- ❑ Own 277,000 RKms of optic fiber cable with landing points in 30 countries & world's largest private undersea cable system spanning 65,000 Kilometers
- ❑ Manage over 60,000 customer sites in 163 countries through 700 carrier partners
- ❑ This cable system is seamlessly integrated with 1,90,000 kilometer of fiber optic in India connecting 600,000 villages & 24,000 towns to key business markets in India, USA, Europe, Middle East, and APAC regions
- ❑ Over 1000 direct interconnects with 450+ top networks

Global Network



Long Distance Network in India



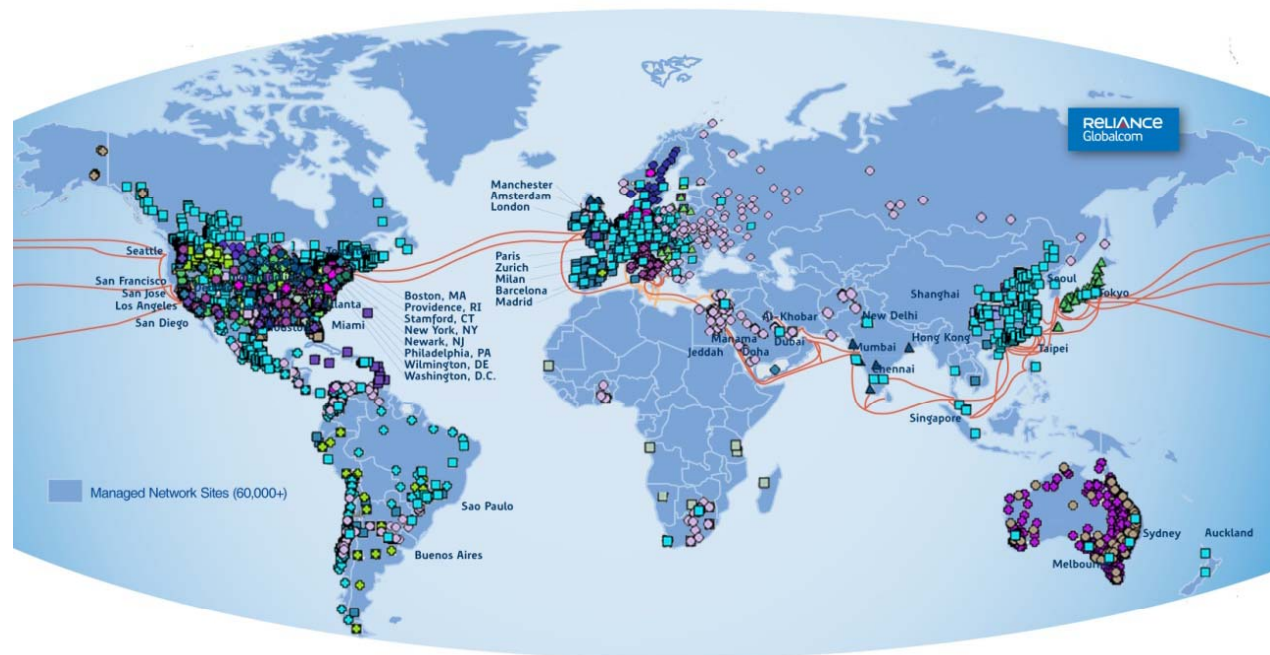
Network connecting over 85% of the world's population

Enterprise business : Enterprise Managed Network

Global Connectivity

- ❑ 60,000+ managed sites with reach in 160 countries and territories
- ❑ Metro Ethernet connectivity across 26 Metros outside India
- ❑ High Capacity Access Network customized to meet Customer Demand

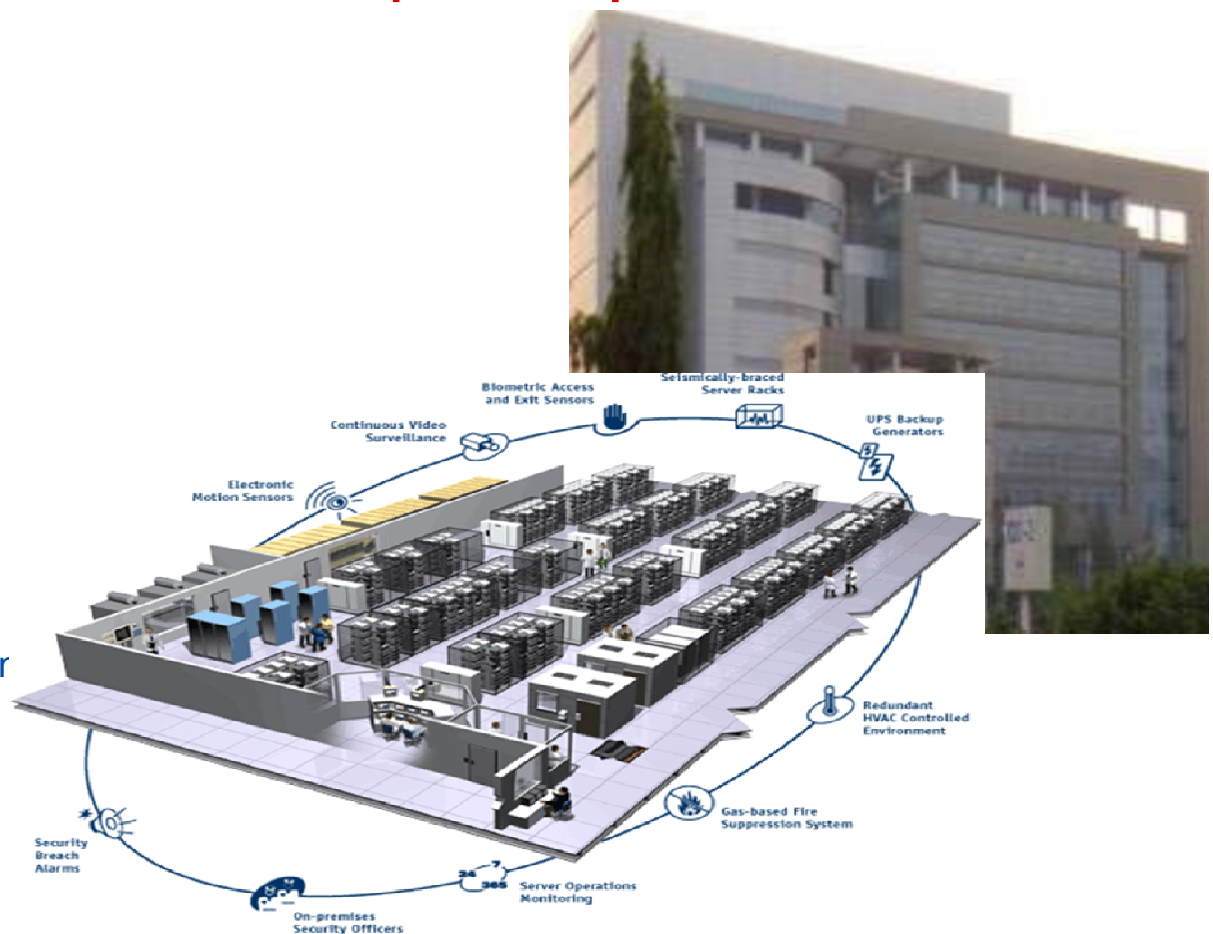
Global Network



Unparalleled global reach and depth of network

Enterprise business : Biggest Data center player in India with more than 450,000 sq ft of space

- ❑ 18 (9 India; 9 Outside India)
Data centers across the globe with more than 550,000 sq ft of facilities space
- ❑ Geographic redundancy
- ❑ Wide & complex application hosted
 - Core Banking, ATM/ Internet Banking
 - Complex ERP/ SAP Application
 - Complex Intranet/ Customized Apps.
 - Large Messaging Applications



Expanding capacity to cater to fast growing demand

Consumer business : Calling services to 160+ countries across the globe

Global Reach

- ❑ Retail services in 14 countries including U.S, Canada, U.K., Australia, New Zealand, Hong Kong, Singapore, France, Canada, Spain, Belgium, Netherlands, Austria and India

Leadership Position

- ❑ Over 2.5 million customers for Reliance Global Call service.
- ❑ Usage of Reliance Global Call accounts for 40% of total retail market calls from the United States to India.

Innovative Product Suite



Global presence and strong customer base

- Over 2,100 enterprise and 2.5 million retail customer base outside India

Carrier

- Over 200 carrier customers based on strong long term relationships with over 70% repeat orders;
- Particularly strong in Asia, the Middle East and India



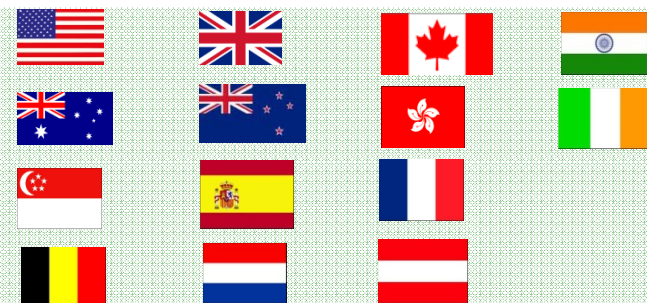
Enterprise

- Among Top 5 Managed Network Service providers with over 200 global corporate customers
- Among Top 6 Global Ethernet Service providers with over 1,200 customers in US alone;
- # 1 or # 2 service provider to world's top exchanges including CME, NYSE, NASDAQ.
- Serve 850 of top 1000 enterprises in India

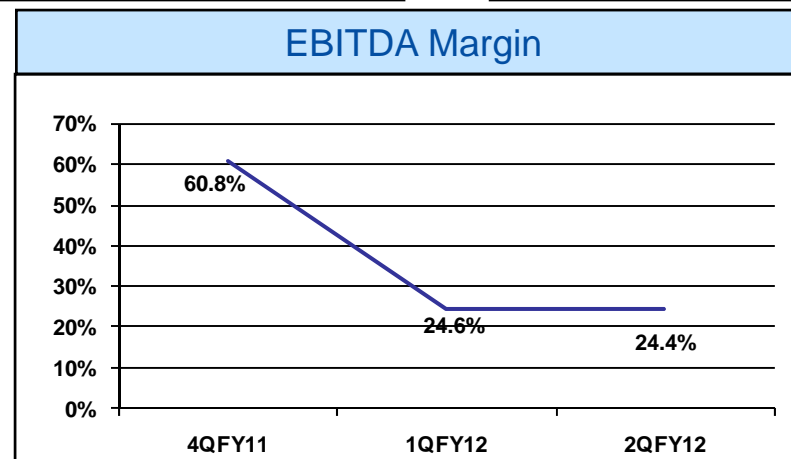
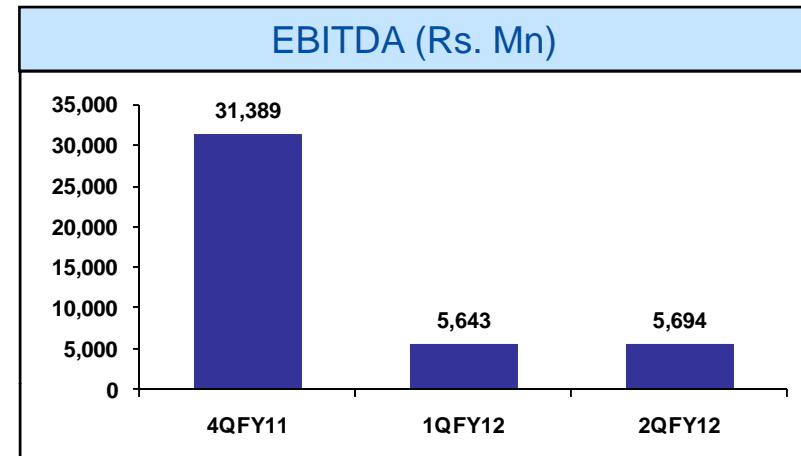
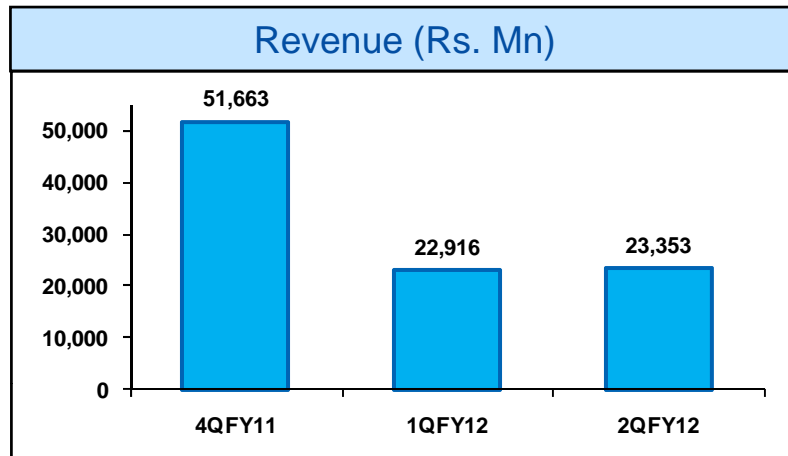


Consumer

- Over 2.5 million retail customers in 14 countries including U.S, Canada, U.K., Australia, New Zealand, Hong Kong, Singapore, France, Canada, Spain, Belgium, Netherlands, Austria and India
- 1.25 million broadband customers in India



Financial Performance



Note : 4Q FY'11 Revenue and EBITDA includes IRU license income of Rs 25.45 bn. and Rs. 25.3 bn. respectively.
From 1Q FY'12 onwards, RCOM is reporting combined Global and Enterprise business units as a single operating business unit.

Synergies to improve operational efficiencies

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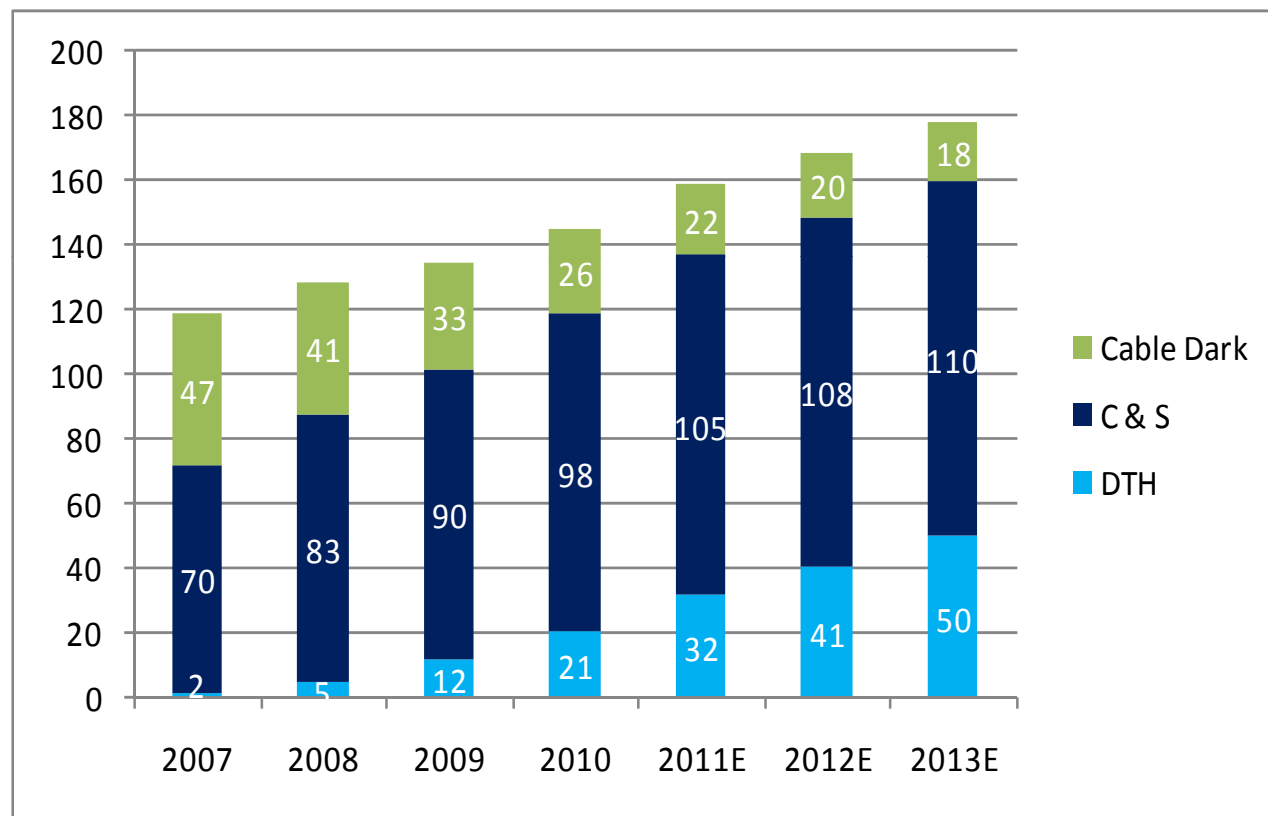
- ❑ Reliance Communications – an integrated telco

- Wireless
- Global Enterprise

Home

- ❑ Key takeaways

Indian Cable & Satellite Market



Source : Industry Estimates

RELIANCE
Digital TV

Don't just watch TV. Experience it.
Introducing Reliance Digital TV HD.
Now make your TV truly high-definition.

HD 5x 16:9 1080i HDMI Digital

Call 1860-200-6666 or 1800-200-9001 (toll-free) or visit www.reliancedigitaltv.com to buy online

DTH penetration at ~20%% of TV homes; gaining momentum

Reliance Digital TV (DTH)

- ❑ Industry's 1st offerings of its kind - All 250 channels in High Definition like quality
- ❑ Pioneering HD experience in India
- ❑ Pioneering DVR – “Watch when you want”
- ❑ Key service differentiators
 - More channel choice
 - Pure Digital viewing
 - 8 Cinema channels
 - Easy program guide
 - Quick channel select
 - Interactive applications (iNews, iGames, iCricket, iCooking, etc)
 - Superior MPEG 4 technology

RELIANCE
Digital TV

**If it's on TV,
it's HD.**

Now get all 250 channels in
high-definition like quality.

250 CHANNELS HD

www.reliancedigitaltv.com

₹2590

10x
UP TO 10 TIMES SHARPER
PICTURE QUALITY

16:9
WIDE ASPECT
RATIO

1080p
OVER
8 MILLION PIXELS

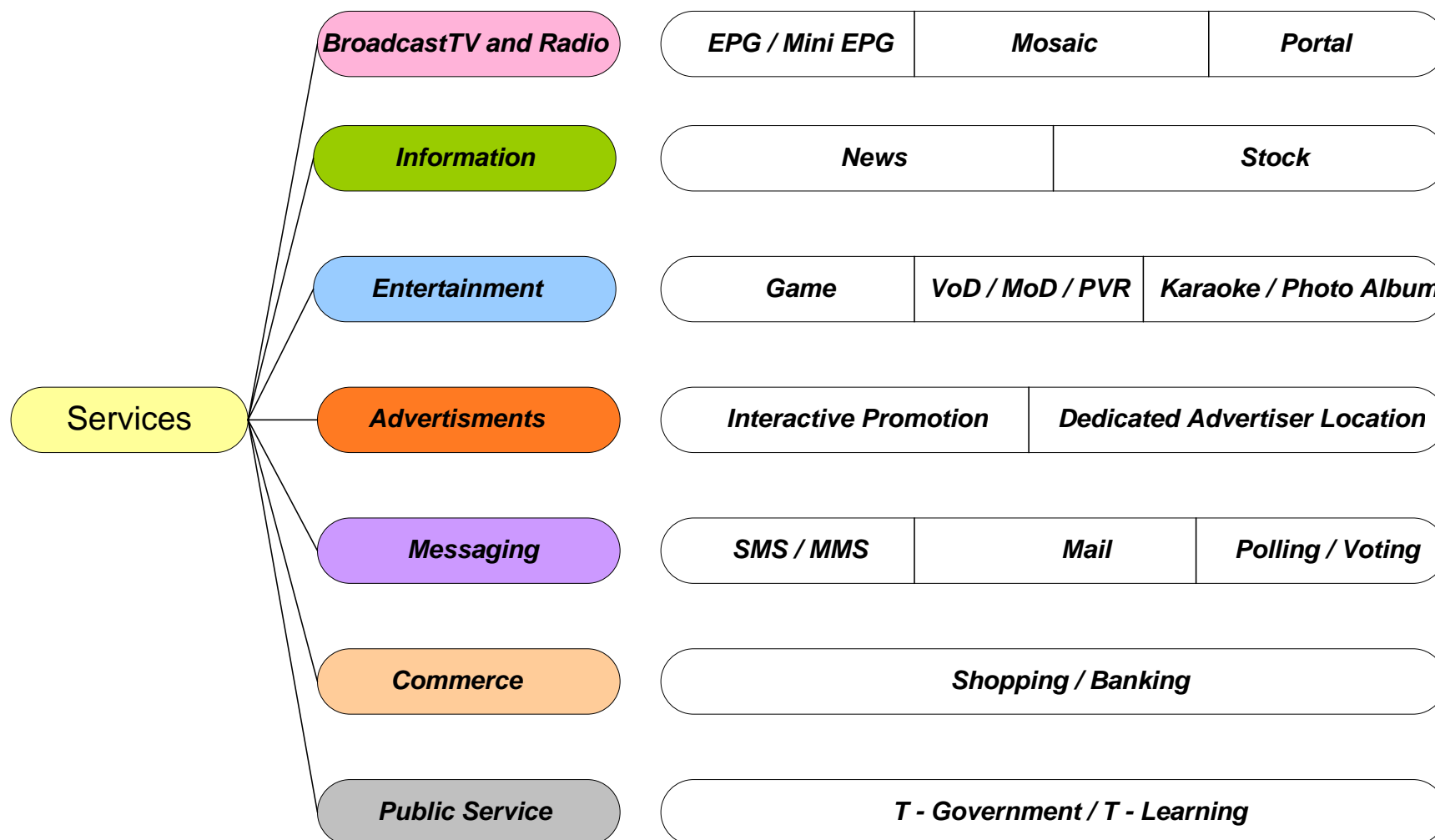
HDMI
HIGH DEFINITION
MULTIMEDIA INTERFACE

DIGITAL SOUND

Size: (W) 3' x (H) 6'

Digital viewing experience will create revolution in TV entertainment platforms

Digital TV Services: Complete suite of services



The 4 Pillars of Growth

Content

- ❑ 250+ channels
- ❑ 8 exclusive movie channels in English, Hindi and other regional languages
- ❑ Interactive features – Games, Shopping, Kids, Stocks, Astrology, Cooking
- ❑ High-definition channels

Technology

- ❑ MPEG 4
- ❑ Digital Picture
- ❑ Digital Sound



RELIANCE

Digital TV

Reach and service

- ❑ 8,100 towns
- ❑ 2,000+ exclusive Reliance retail stores
- ❑ 24x7, 11 language customer service

Experience

- ❑ High-definition DVR box
- ❑ Next generation easy-to-use guide
- ❑ Most advanced mini guide

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Key takeaways

Drivers for future growth and shareholder value

Drivers

- ❑ Tower transaction:
 - Received offers from several interested parties
 - Proceeding on track and is at advanced stage
- ❑ Peak investment phase over: RCOM continues to be free cash flow positive. This trend to continue in succeeding years
- ❑ Financials at inflection point as GSM and 3G momentum scales up
- ❑ Besides wireless, massive opportunity exists in expansion of Enterprise / IDC and newer segments including DTH
- ❑ Potential for unlocking shareholder value at subsidiary level (Infratel, Global Enterprise, DTH)

Impact

Deleveraged Balance sheet

Increase revenue generating ability

Operational leverage improves margin & profitability

Potential of unlocking shareholders value

Deleveraged balance sheet with significant free cash flow generation to place RCOM in a much stronger financial position

RELIANCE

Thank you

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