

Partnering for Power Outsourcing

February 2013

Drivers for Green Telecom



Environmental Economic - Carbon Footprint - Rural Affordability - Noise Pollution - Power Deficit - Rising Diesel costs Customer Need Regulatory Social - DoT's Green - Rural Penetration Agenda directives - Corporate Responsibility

Rational for Power Outsourcing



Strategic Pillars

- Core Competency
- Economies of Scale
- Ability to attract Talent

Business Benefits

- For Bharti Infratel
 - Focus on building networks
 - Green network
 - Cost Efficiency

- For Partner
 - Economies of Scale with multiple customers
 - Community Power Supply

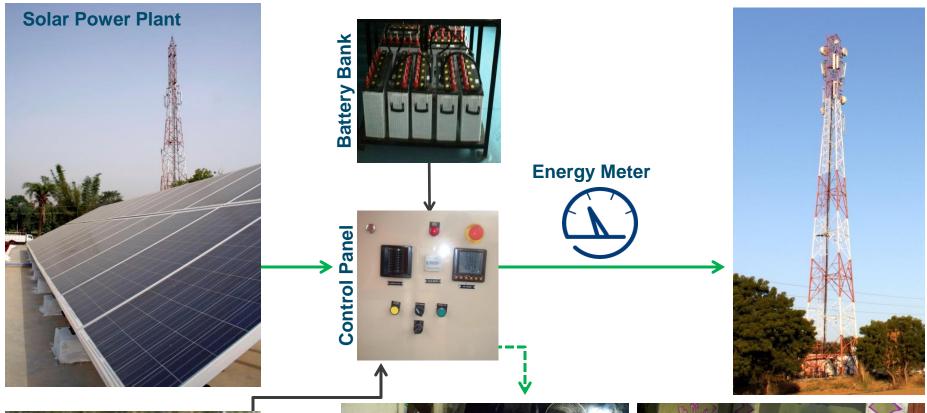
History of Power Outsourcing



Bharti Infratel Limited	Energy as Pass- thru, distributed amongst operators	 Rate-card based model conceived Green Towers P7 Initiative launched 	Sustainable Energy Network
Customer	Sharing Benefits	Sharing + Energy Efficiency Benefits	Greener Network to meet Regulatory directives
	Learning	Development	Growth
2	2007 - 2009	2010 - 2011	2012 Onwards

Merging Business & Community Needs











Industry level Engagements



- TAIPA Strategy
 - Adopt RESCO towards meeting Green directives
 - Biomass and Biogas identified as immediate solutions
- Engagements
 - Commitment by participant members for Biomass installations
 - Successful Trials conducted

Partnering with TAIPA for implementing Greener networks by adopting RESCO model on a mass scale across telecom tower installations in the country



Q&A