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A Mini-Thread on Bharti Airtel: One of the world's leading telecommunication services providers with a presence in 18 countries

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1) Largest Player in B2B connectivity:

Airtel Business is India's largest player in the B2B connectivity space and serves over one million businesses with an integrated portfolio that includes connectivity, cloud, security and collaboration, and data center solutions.

2) Stake in Indus Towers:

Presently, the company owns ~42% stake in Indus Towers (erstwhile Bharti Infratel) directly and through its wholly-owned subsidiary Nettle Infrastructure Investments Ltd.

3) Indus Towers Limited has over 175,500 towers and 318,300 co-locations and a nationwide presence covering all 22 telecom circles.

Its leading customers are Airtel, Vodafone Idea, and Reliance Jio Infocomm Limited.

4) In December 2020, the company, through Nettle Infrastructure bought a ~5% stake in Indus Towers for ~2,900 crores.

5) AGR Dues Status:
In Sept 2020, the Supreme Court directed telecom players to pay 10% of their AGR dues calculated by authorities and the rest in yearly installments till March 2031.
The company had already paid 18K crores out of 44K crores of dues demanded as per the ruling.

6) Maintained Revenue Market Share despite the Industry Disruptions:

Pre-Jio (Q4FY16) vs Today (Q1FY21):

1) Airtel = 31.3% vs Airtel = 32.2%
2) VI= 40.2% vs VodaIdea = 21.5%
3) Others = 28.5% vs Jio = 38.6%

7) Expanding 4G Customer Base in India:

Rise in the Percenatge of total customers using 4G:

Q2FY20 - 37% (103.1M)
Q3FY20 - 44% (123.8M)
Q4FY20 - 48% (136.3M)
Q1FY21 - 49% (138.3M)
Q2FY21 - 52% (152.7M)

8) Active Wireless Subscribers:

Bharti Airtel has the maximum proportion of its active wireless subscribers against its total wireless subscribers:
1) Airtel = 96.63%
2) Vi = 89.01%
3) Jio = 79.55%

9) Increasing customer base and ARPU:

Since the last two-quarters Airtel has been adding more subscribers than other telecom players.

10) It has the highest ARPU in the telecom industry.
The trend for last 5 quarter:
Average Revenue Per User(Rs) 135 ;154;157;162; 166.

11) 5G Launch:
Bharti Airtel Ltd became the first telecom service provider to demonstrate its capability to roll out 5G wireless services in India.

12) Foray into $1B cloud communication market:

In Oct'20, the company entered into the fast-growing cloud communications market with the launch of Airtel IQ with a customer base comprising of many big companies such as Swiggy, Justdial, Urban Company, Havells, Dr. Lal Path Labs.

13) #BHARTIARTL Revenue Breakup:
1) Mobile (India) – 49.8%
2) Africa – 25.8%
3) Others– 12.9%
4) Homes – 2.1%
5) Digital Services – 2.7%
6) Towers – 6.4%

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