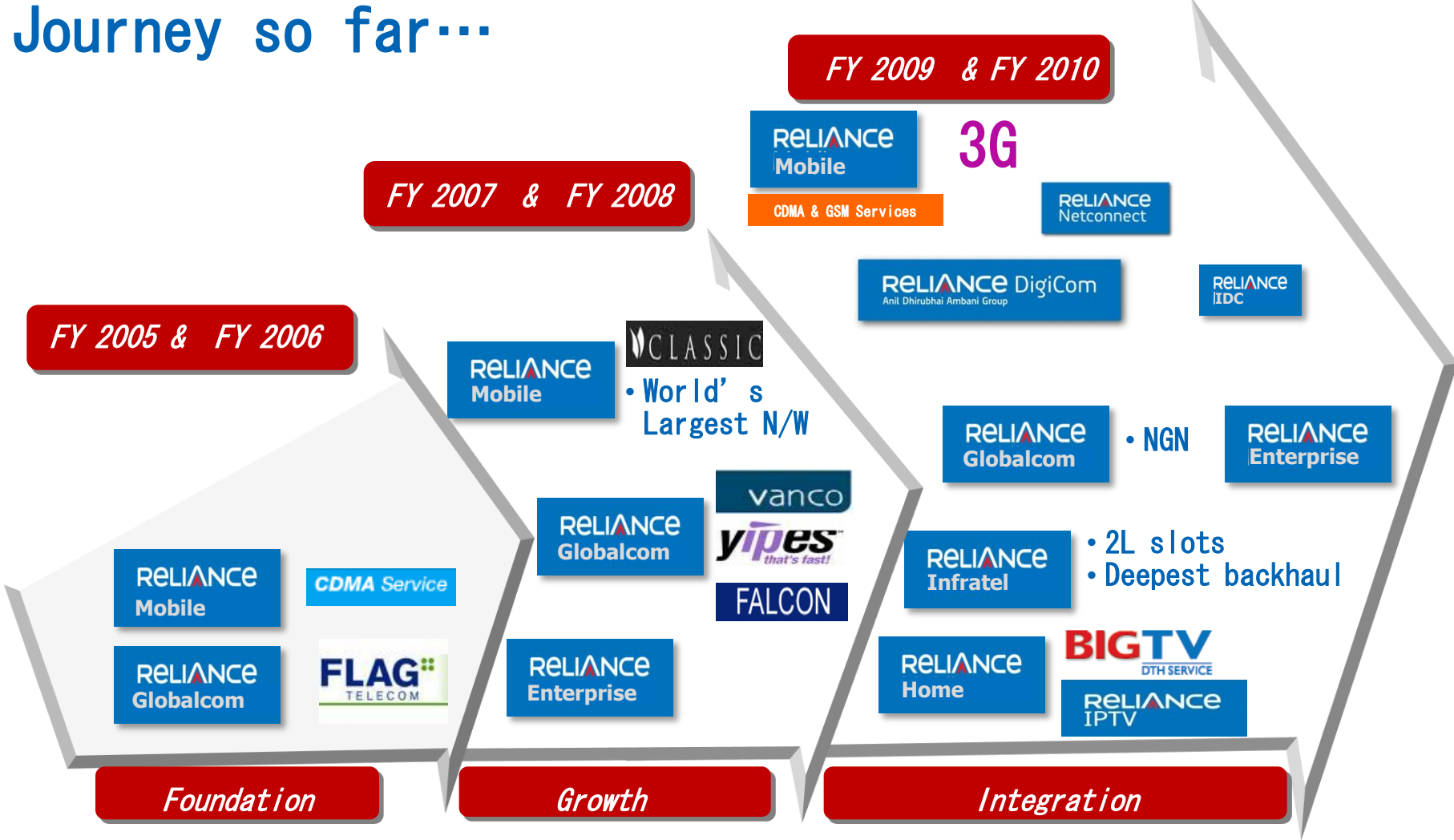


Reliance Communications

September 2010

Journey so far...



Evolution path towards a profitable integrated Telco

Strengths of Wireless Business

1 Dual technology advantage

2 Data leader (HSD / EVDO)

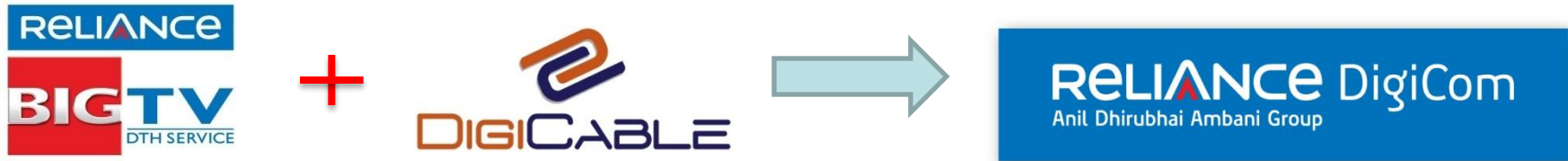
3 100 Million+ subs in 24,000 Towns & 600,000 Villages

4 3G License winner in 13 circles
(All 900 Mhz circles covered)

5 Integrated Telco with segmented play

7 years of existence in industry Vs 15+ years for competition

DigiCom acquisition – Key highlights



- ❑ RCOM acquired DigiCable, India's No. 1 Cable TV service provider
- ❑ RCOM DTH and DigiCable to be named "RELIANCE DigiCom"
- ❑ Digital TV and ultra high speed broadband for over 100 Mn. homes in India
- ❑ over 500 Digital quality and 100 HD channels;
- ❑ and ultra high speed broadband access upto 100 Mbps speeds
- ❑ Asia's largest and world's 5th largest Pay TV service provider
- ❑ Reliance DigiCom to start with combined subscriber base of 11 million homes
- ❑ Market leadership in
 - ❑ 110 towns, top 6 metros, with 16% subscriber market share of pay TV homes

Reliance DigiCom - Market position (India & Globally)

India Top 5

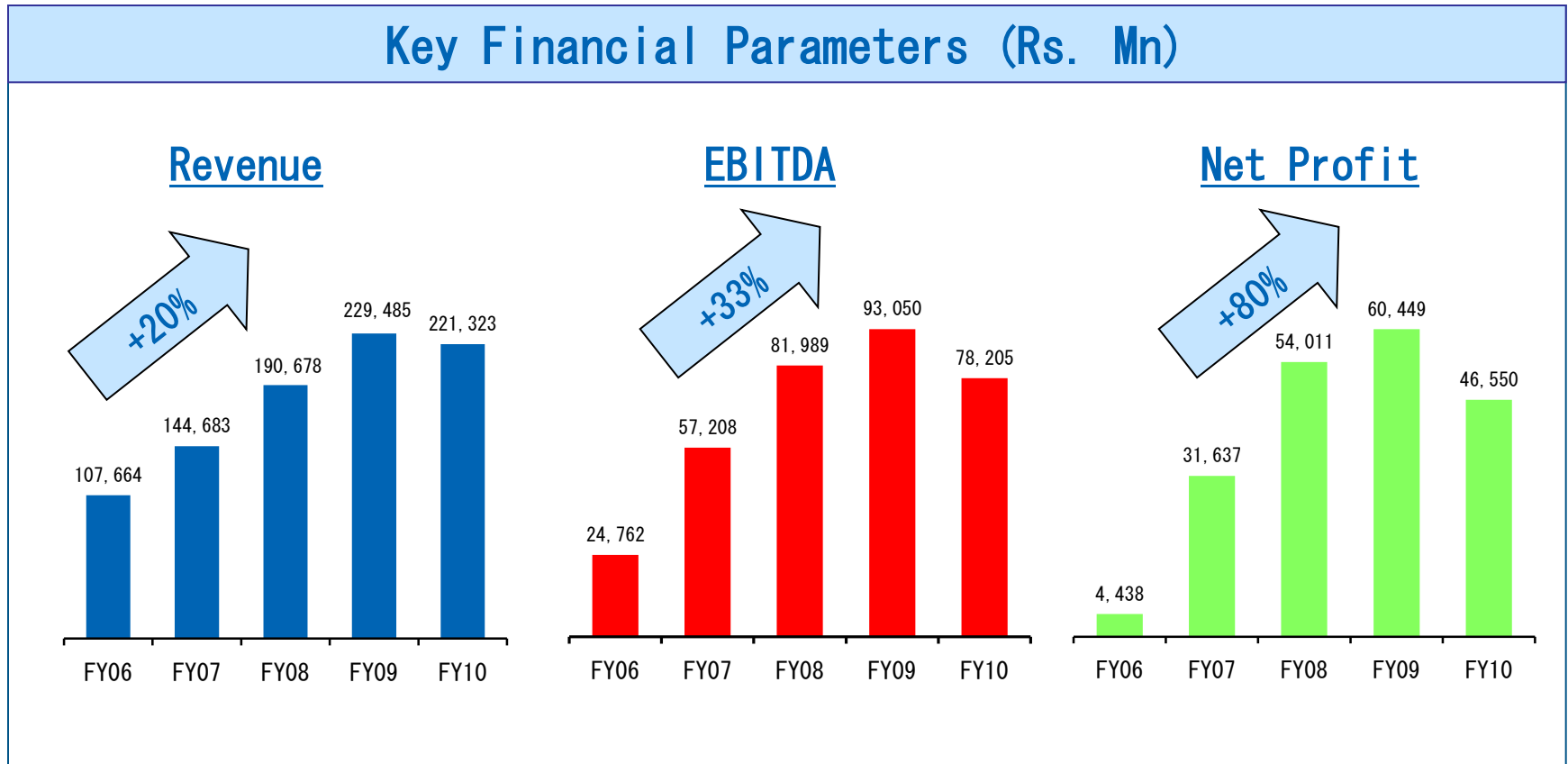
Rank	Players	Subscriber Base (Mn)
1	Reliance + Digi	11
2	Sun + SCV	9
3	Hathway	8
4	Dish TV + WWIL	8
5	DEN	7

Global Top 5

Rank	Players	Subscriber Base (Mn)
1	Comcast	24
2	DirecTV	19
3	Dish Network	14
4	Time Warner	14
5	Reliance + Digi	11

Note : Market position, post acquisition.

Financial Highlights



Consistent & substantial increase in profitability

Business Overview



Data

- ❑ Among Top 10 Enterprise Access Provider in the US
- ❑ Among Top 5 Enterprise Solution provider in US and Europe
- ❑ # 1 Carrier Bandwidth service provider

Voice

- ❑ # 1 Retail brand for calling India from the U.S.
- ❑ # 1 Carrier's carrier for ILD inbound traffic into India

NLD

- ❑ # 1 NLD Infrastructure and Bandwidth services provider in India

WiMAX

- ❑ Spectrum Bank: foray to deliver end to end broadband on WiMAX

Unique play on the exponential growth of digital application and content distribution spanning developed and emerging markets

Network reach

- Over 275,000 RKms of optic fiber cable with landing points in 30 countries
- Managing over 60,000 customer sites in 160 countries through 700 carrier partners



FEA

FA-1

FNAL

FALCON

Hawk



Network connecting over 85% of the world's population



RELIANCE
Communications

Anil Dhirubhai Ambani Group

Vision

By 2015, be amongst the *Top-3* most valued *Indian companies* providing Information, Communication & Entertainment services, and being the industry benchmark in *Customer Experience*, *Employee Centricity* and *Innovation*.



Areas of cooperation sought –Telecom

- ❑ Multimode /Multiband Smart phone devices for 3G+CDMA and GSM+LTE and the road map for evolution of next generation devices
- ❑ NetBooks with embedded BB connectivity of Wireless and xPON
- ❑ Roadmap of SONY Viao /Toshiba for
 - Nextgen multimedia and BB enabled Notebooks/netbooks/Desk tops
- ❑ Explore MVNO options from KDDI/SOFTBANK etc for
 - 3G/4G/services and Applications
- ❑ Mobile Banking, Distance education applications IPR as products
 - ability to adapt for Indian environment, language and availability as SDP
- ❑ Support of AKAMAI as Indian partner for Multimedia/BB Applications delivery with co-hosting for Indian telcos
- ❑ 4G Terrain models and propagation models for Indian terrain, I
 - Indian urban models and creating a Data Bank for 3G/4G NW coverage for frequencies above 2. X GHz band.
- ❑ 3G/4G embedded Machine to Machine Communication device capabilities

Areas of cooperation – DTH

- ❑ Interoperability standards for IPTV and VoD over Mobile and IP networks.
- ❑ Technology trends, adoption and deployment across value chain i.e Broadcasters, Service providers and (Open) Device Manufacturers.
 - Coding technologies, DRM, and Content Sharing in Home
- ❑ Adoption of Triple Play services across Operators, consumers of various income groups.
 - Emerging Standards in Japan and best practices
- ❑ Content Sharing standards and trends in Connected Home
 - DLNA, UPnP, DTCP-IP, DRM
- ❑ Adoption of BML specs. in comparison with MHP/MHEG in the DVB world
- ❑ Integrated Digital TV sets with DVB – CI plus standards.
- ❑ TV technology – work with Sony / other TV manufacturers on future of 3D TV's, internet on TV, Google TV etc.

Thank you