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January 16, 2018

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BSE Scrip Code: 532712

NSE Symbol: RCOM

Dear Sir,

Sub: Media Release and Presentation

We enclose herewith the Media Release and Presentation dated January 16, 2018 being issued by Global Cloud Xchange, a subsidiary of the Company which is self explanatory.

Kindly inform your members accordingly.

Thanking You.

Yours faithfully
For **Reliance Communications Limited**

Prakash Shenoy
Company Secretary

Encl: as above.

MEDIA RELEASE

RCOM's Global Cloud Xchange Unveils Strategic Plan for 2018—with 'Cloud & Fiber Initiative' at the Core

Company's planned '*Eagle*' express sub-sea cable systems from Mumbai—Westward to Italy & Eastward to Hong Kong—to be completely self-financed

Along with ongoing expansion of the Company's data center footprint, GCX will significantly enhance India's strategic edge in the new Digital Era

MUMBAI, 16 January 2018: Global Cloud Xchange (GCX), a subsidiary of Reliance Communications (RCOM), today unveiled key strategic plans for 2018 with its 'Cloud and Fiber Initiative' at the core. The construction of its recently-announced Eagle express submarine cable systems, from Mumbai—Westward to Italy & Eastward to Hong Kong—will be completely self-financed, with no upfront financing or investment requirements from the Company. In addition, GCX has also entered into key partnerships to expand its Cloud ecosystem and data center footprint, further solidifying India's position as a key global hub with a strategic edge in the next wave of technology growth and expansion across emerging markets.

"The Cloud and Fiber initiative is our response to the key requirements in the global marketplace, driven by the explosive growth in Cloud and infrastructure programs by enterprises around the world," said Bill Barney, CEO of Reliance Communications & Chairman/CEO, Global Cloud Xchange. "Nearly half of the world's population is reachable with a short distance from India's borders, giving the country a strategic edge in the new Digital Era. This initiative levels the playing field for India's companies to compete globally."

"The demand for international bandwidth connected to Asian countries is expected to increase more than 10-fold between 2017 and 2023, while bandwidth linking Europe to the Middle East and the rest of Asia is forecast to grow seven-fold in the same period," according to Alan Mauldin, Research Director at TeleGeography. "India provides a strategic location in the context of the larger global subsea cable network. New cables extending to the East and West from India will help accommodate surging capacity demand and enhance network resiliency," Mauldin added.

With India's position as Asia's third-largest information technology market after Japan and China, GCX's growing infrastructure has already started attracting major Cloud players in the country, including New York-listed Alibaba, which has partnered with GCX to enable Alibaba Cloud to offer its Cloud services to the country's growing start-up community and larger companies.

Plans are also underway with other key telco, OTT and data center partners from across major growth markets to ensure that the 'Cloud and Fiber Initiative' delivers infrastructure and bandwidth required to support the next wave of economic growth driven by the Cloud revolution.

"Tapping on India's prime geographic location, the 'Cloud and Fiber Initiative' will deliver a strategic edge to businesses with the Eagle system's high-speed transit from India West into Europe and East into the exponentially growing markets across Asia-Pacific," Barney added. "In the coming months, we will also announce additional enhancements to our data center footprint in advance of Eagle coming on line to ensure that we are further equipped to support the growth surge that we are seeing across the emerging markets."

The Eagle cable system, targeted for completion by the end of 2020, will create a Next-Generation IP and Cloud environment across the emerging markets corridor that encompasses the Middle East into Europe, as well as the large economies of China, India and Indonesia. Based on state-of-the-art 100G technology, the new cable network will be four/six fiber pair systems, with an initial design capacity of 12-24Tbps per fiber pair, using Next-Generation Coherent Submarine Fiber.

About Reliance Communications

Reliance Communications Limited was founded by the late Shri Dhirubhai H Ambani (1932-2002). The Reliance Group currently has a net worth in excess of Rs. 100,840 crore (US $15.2 billion), cash flows of over Rs 11,300 crore (US $1.7 billion) and net profit of over Rs 5,100 crore (US$ 0.8 billion).

Reliance Communications has a large customer base worldwide, including over 2.6 million individual overseas retail customers. Reliance Communications corporate clientele includes over 39,000 Indian and multinational corporations including small and medium enterprises and over 290 global, regional and domestic carriers.

Reliance Communications has established a pan-India, next generation, convergent (voice, data and video) digital network that is capable of supporting best-of-class services spanning the entire communications value chain. Reliance Communications owns and operates the world's largest Next Generation IP-enabled connectivity infrastructure, comprising over 280,000 kilometers of fiber optic cable systems in India, USA, Europe, Middle East and the Asia-Pacific region.

About Global Cloud Xchange

Global Cloud Xchange (GCX), a subsidiary of Reliance Communications, offers a comprehensive portfolio of solutions customized for carriers, enterprises and new media companies. GCX owns the world's largest private undersea cable system spanning more than 67,000 route km which, seamlessly integrated with Reliance Communications' 200,000 route km of domestic optic fiber backbone, provides a robust Global Service Delivery Platform. With connections to 40 key business markets worldwide spanning Asia, North America, Europe and the Middle East, GCX delivers Managed Services to more than 160 countries and offer extensive VPLS-enabled Ethernet network capabilities globally. GCX is equipped to support businesses through the deployment of next generation Enterprise solutions across its Cloud Delivery Networks.

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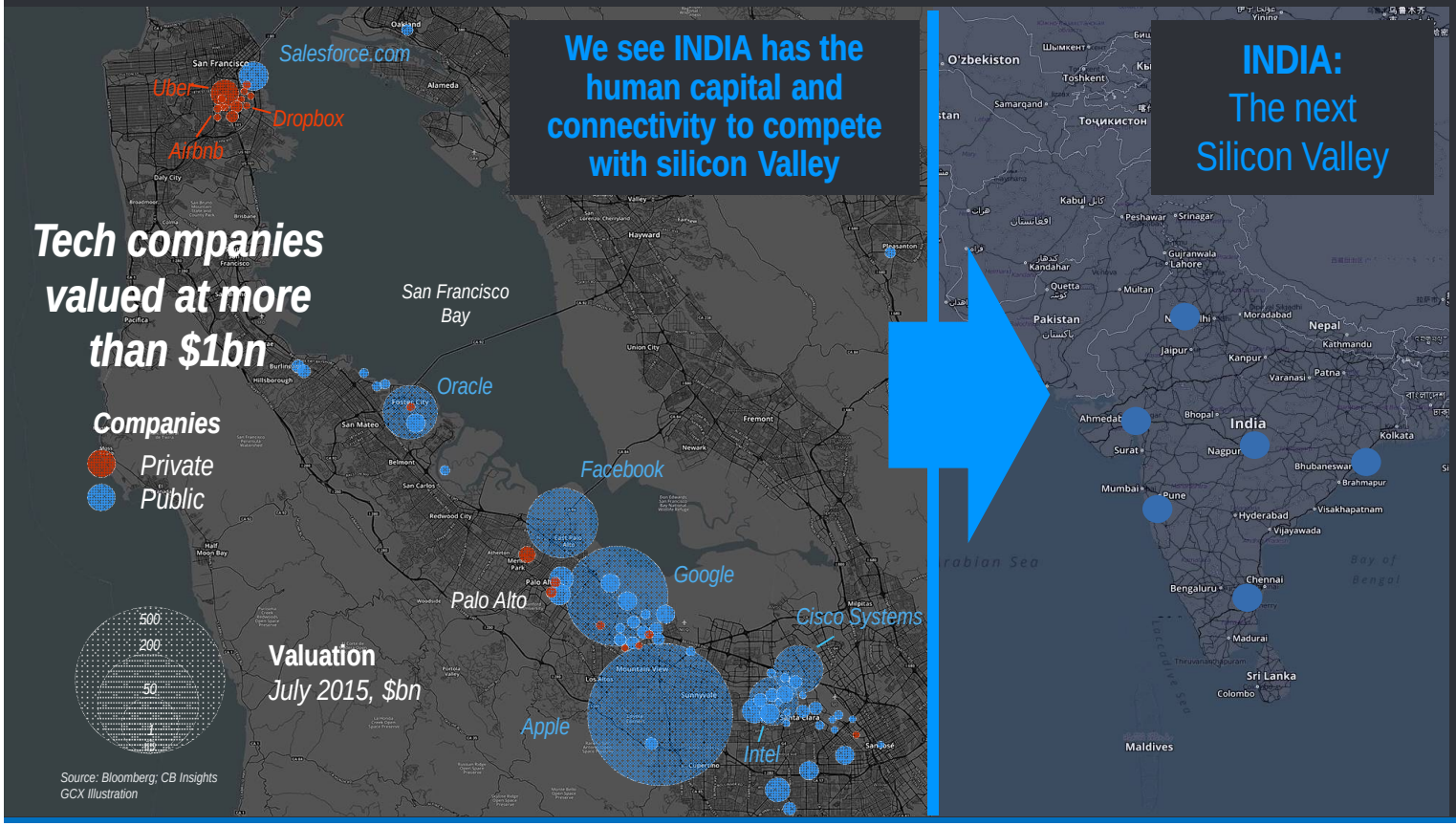
GLOBAL
CLOUD XCHANGE
a RELIANCE company
‘Cloud and Fiber Initiative’
Bill Barney
CEO, RCOM & Global Cloud Xchange
Media Briefing, Mumbai
16 January 2018

“We’re going to use our cables to shift the digital universe from Silicon Valley to Central India over the next decade”

Wilfred Kwan
Chief Operating Officer
RCOM & GCX

The outsourcing and driving of Clouds will nestle itself in India over the next decade in a similar way as software development, call centers and BPOs did in the last decade…



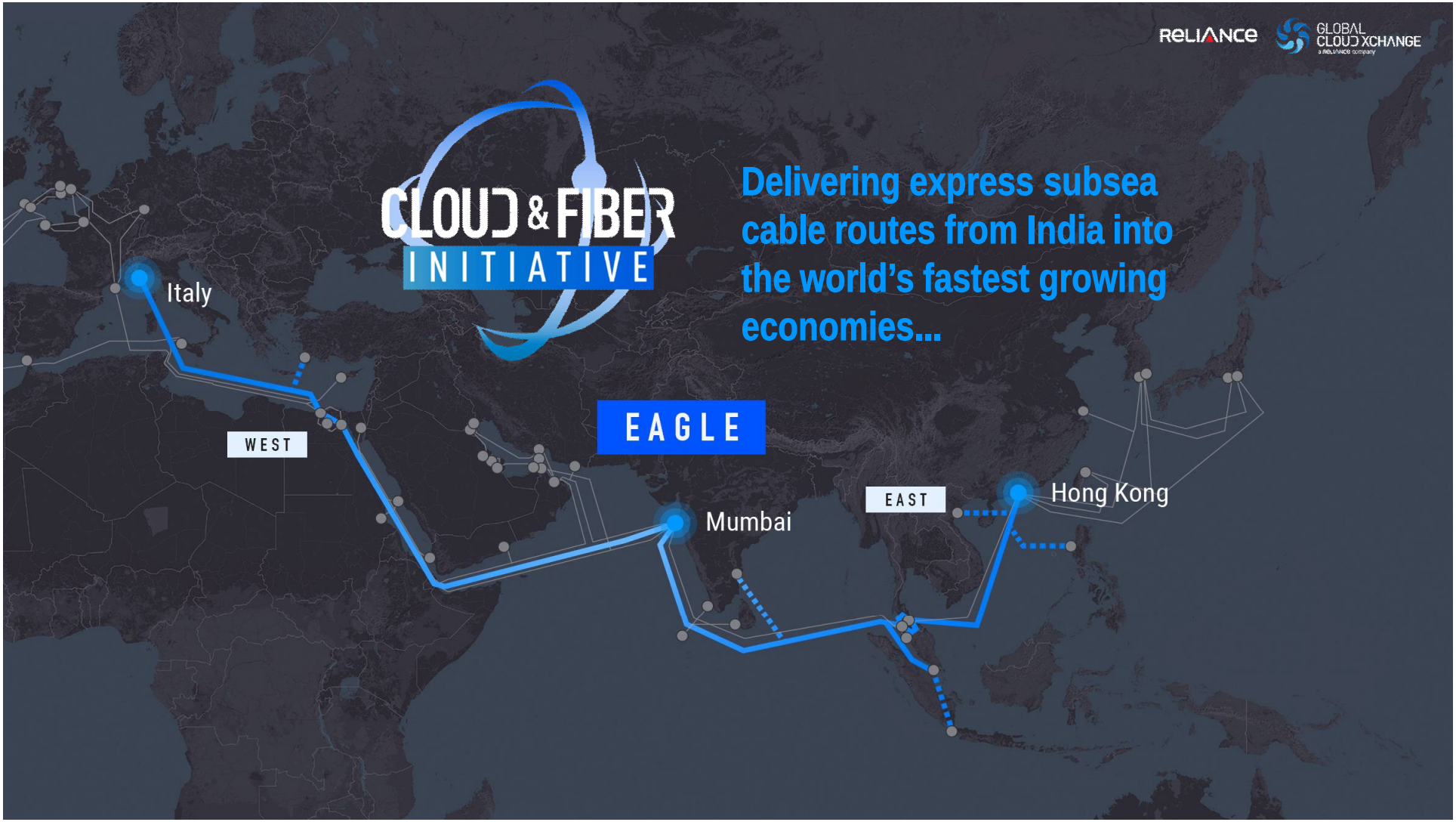
- **PCs in the 1990s:** 90% of the PC/microcomputer manufacturing was moved to Asia
- **Software Development:** Moved to India in the late 1990s
- **Customer Support** was almost 80% moved to India for Fortune 500 companies between 2002 and 2010
- **Cloud Application Development** has started to move to low cost production centers

As in 2000 when infrastructure was at the center of the ecosystem, Data Centers and fiber are again emerging as the key building blocks

Cloud Space

- 4 billion people will use it by 2020
- 15 to 20 trillion devices will connect to it
- It will consume more power than Western Europe in a year by 2020
- All video media will ride through at speeds over 1 gig
- The Telecom/Computer industry will be once again fused as we are seeing with high valuations of Zayo, Level-3 and Cogent

* Source: RCOM/GCX Research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GLOBAL CLOUD XCHANGE
a RELIANCE company
CLOUD & FIBER INITIATIVE
Delivering express subsea cable routes from India into the world's fastest growing economies...
Italy
WEST
EAGLE
Mumbai
EAST
Hong Kong

AGENDA

- Market Overview
- Our History and Our Strategy
- Key Market Drivers
- Introducing Eagle
- Cable Specs
- Timeline
- **Q&As**

Our History
and Our Strategy…

We have a solid heritage to build upon going forward

2003
- RELIANCE IE: Launch of **Enterprise Business**
- FLAG TELECOM **FLAG Telecom acquired**

2004
- IE: Launch of Ethernet Leased Line and International Leased Line

2005
- The first segment of FALCON went live between Oman and India

2006
- **FALCON** cable system commences commercial operations
- FLAG NGN cable system announced. Covers 60 countries contributing to 90% of world GDP
- FALCON cable system commences commercial operations making it the largest undersea cable system in the world spanning 65,000 route kms

2007
- yipes **Yipes acquired**
- Announced **first Global Ethernet VPLS service** with class of service prioritization
- **IE:** Ushered the managed video conferencing revolution in India

2008
- Launched **VPOPs in MEA, MPLS VPN services**
- vanco **Vanco acquired**

2009
- Launched high capacity resilient global IP backbone, **Multi CoS Global Ethernet and VPLS services**
- **IE:** Achieved INR 1000 Cr. ($ 160m) revenue milestone

2010
- **Next-Generation IPv6** deployed on Global IP Backbone

2011
- **World's first global Mediterranean Gateway and Hub** in Europe set up with Hawk cable system

2012

2013
- **Hawk cable system integrated with Reliance Global Network**
- Trans-Atlantic cable upgraded with **100G**

2014
- GLOBAL CLOUD XCHANGE **Reliance Globalcom Rebranded as Global Cloud Xchange**
- Announced plan for **new cable between Tokyo and US (PCX)** and between **India and Asia (ICX)**
- Successful debut in **International Capital Markets**
- Launched **Revolutionary** Cloud X ecosystem

2015
- Launched **CLOUD X® Fusion**
- Launched **Next Gen Content & Content delivery network** in 5 cities across India
- Partnered with Jasper to **deliver IoT services across India**

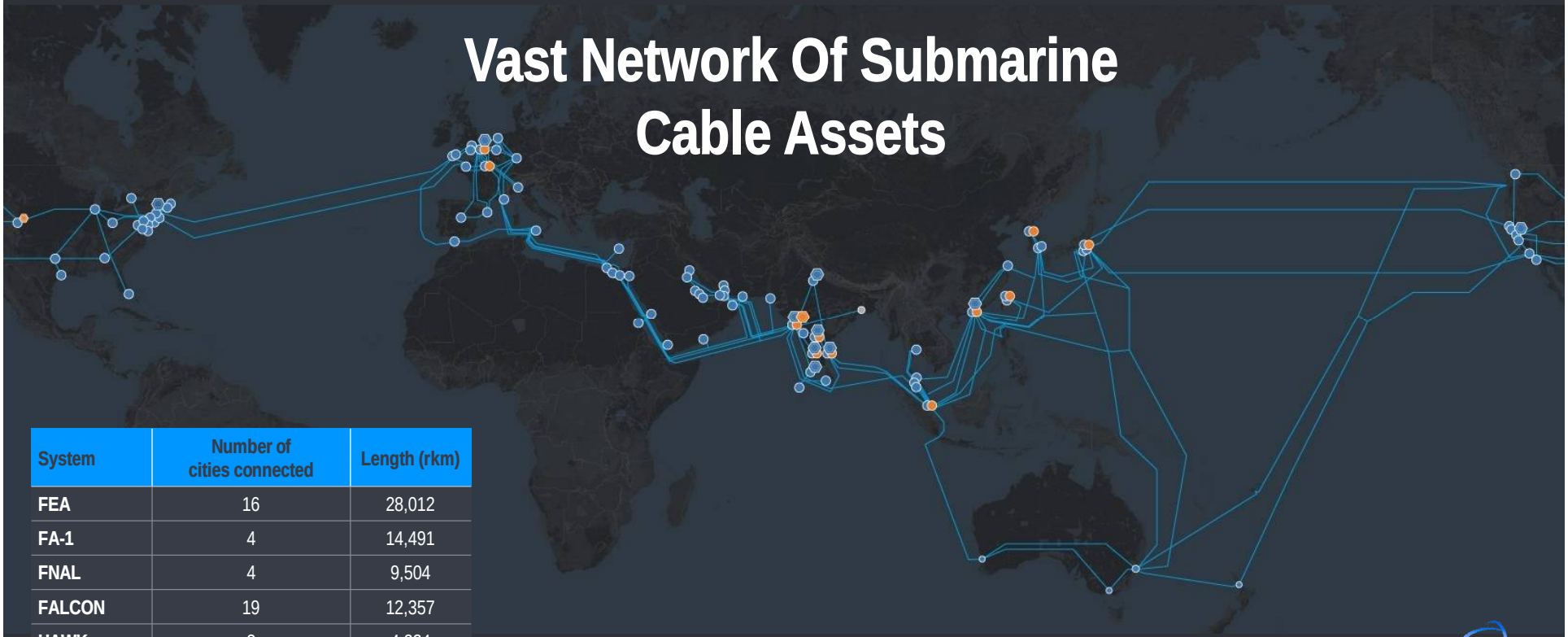
2016
- GCX & RCOM Enterprise aligns **as one business unit**
- GCX named **Best Managed Services Provider at Telecom Asia Awards**
- Announced **CLOUD X WAN, India's 1st SD WAN solution**
- Launched **FAST EDGE, 1st "Make in India" CDN**

2017
- GCX and Alibaba Cloud **Join forces to bolster global digital economy**
- **GCX partners with Sovereign to offer global connectivity to business enterprise customers**
- **GCX launches Cloud X WAN**

NGN: Next Generation Network
IPLC: International Private Leased Circuit
VPLS: Virtual Private LAN Services

We are the largest owner of submarine cables on the planet and dominate the “Emerging Markets Corridor”

Vast Network Of Submarine Cable Assets



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

We are also one of the largest owners of domestic fiber across the “Emerging Markets Corridor”

RELIANCE GLOBAL CLOUD XCHANGE a RELIANCE company

Integrated terrestrial networks
connecting large global economies

CLOUD & FIBER INITIATIVE

...and have a significant footprint in the building blocks of the Cloud in India

Highly resilient, scalable, and self-healing global network with built-in transport and equipment level diversity for improved performance and extended reach

N x 10 Gbps Links
N x 40 Gbps / M x 10 Gbps links
N x 100 Gbps / M x 40 Gbps Links
Data Center

- **66,928** route kms of intercity fiber backbone, connecting over 50 cities
  - **23,344** kms of fiber network in the access or last mile in top 44 cities
- Large spread in India serving c.900 of top 1000 enterprises
- Nationwide IP backbone
- Large MPLS enabled **Core Data Network**
- 9 major data centers with **650,000** square feet of floor space in India
  - Hosting and Cloud-based services
- Backbone, metro and building access ring architecture
  - Highly resilient ring & mesh design
- Direct access implemented to business premises
  - 1.1+ million buildings
  - 70%+ coverage of Indian subscriber base

We are building a technology company sitting at the crossroads of where the future "CLOUDS" will migrate

Global Fiber Network

- The Emerging Market's largest and highest capacity subsea cable system and domestic fiber systems. Capacity: FNAL, FAE, Falcon, Hawk have over 55TB of usable capacity.
- 49,000 Kilometers of domestic Indian fiber and 43,000 towers
- Significant barriers to entry with replacement value of ~$7.9B;
- Total cable ownership of 155,420km;
- Customers to include Carriers, Enterprise and New Media

Emerging Markets Corridor Presence

- 9 World Class Data centers and 79 smaller micro centers and over 1500 points of presence. Well established data center footprint in 45 countries with 70% of assets in the emerging markets;
- Key markets will include Mumbai, Hong Kong, Shanghai, Bangalore, Tianjin, Kuala Lumpur, Bangkok, San Jose, Dubai, Oman and others;
- Customers from New Media, Carriers and Enterprise Space

New Product Delivery Networks

- Full suite of world-class Cloud services with rollout of 30 nodes in 16 countries in progress;
- Target markets include Enterprises and New Media companies;
- Voice and data interconnections give the company one of the fastest paths to enablement.
- Portal based infrastructure will be first Enterprise-class cloud switching structure that requires zero human intervention.

Key Market Drivers...
CLOUD & FIBER
INITIATIVE

Market Driver #1: The Rise of the Clouds

Global Cloud Services Spending growing significantly

This year, we will have 4.9 billion connected things....some predict that by 2020, the number of Internet-connected things will reach or even exceed 50 billion.

In 2015, over 1.4 billion smart phones will be shipped and by 2020 we will have a staggering 6.1 billion smartphone users.

By 2020, a quarter of a billion vehicles will be connected to the Internet, giving us completely new possibilities for in-vehicle services and automated driving.

Today, the market for Radio Frequency Identification (RFID) tags, used for transmitting data to identify and track objects, is worth $11.1 billion. This is predicted to rise to $21.9 billion in 2020.

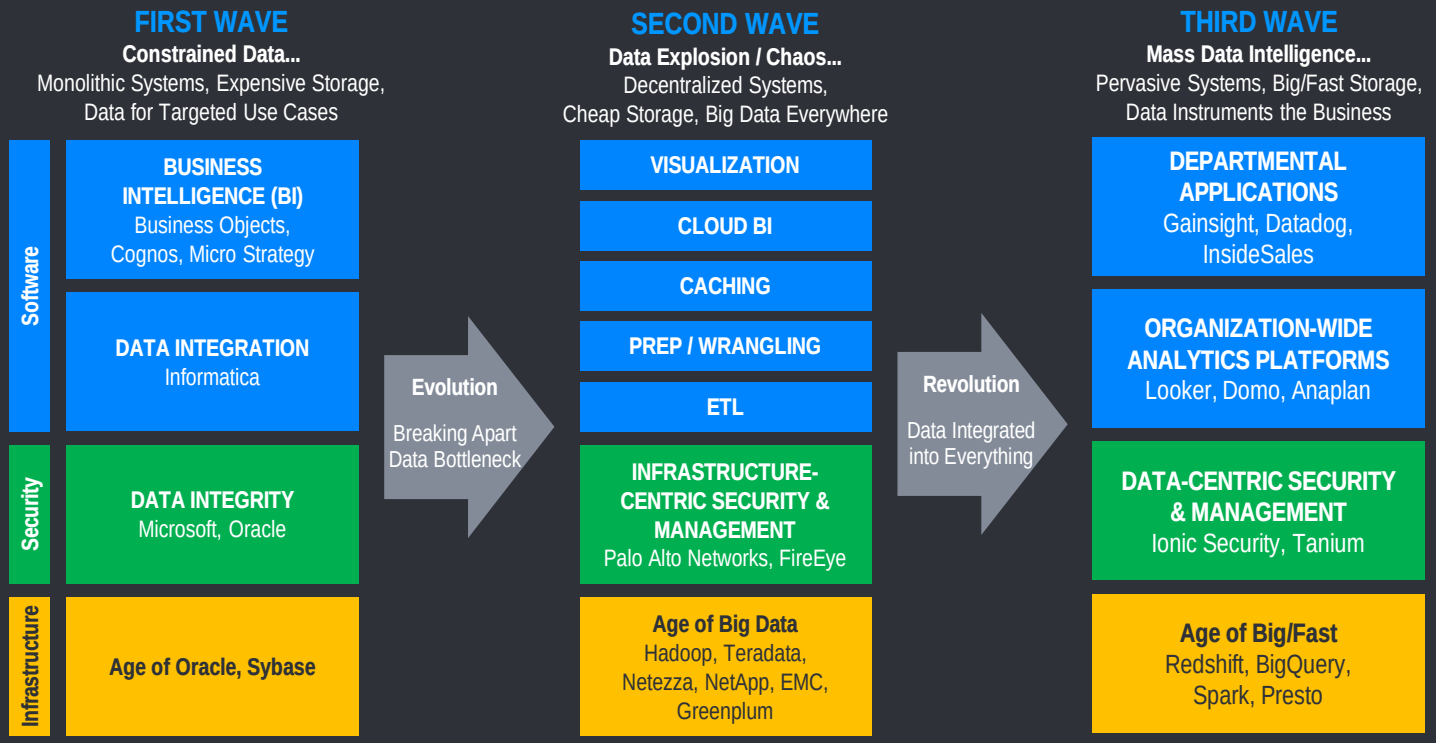
Machine-to-machine (M2M) connections will grow from 5 billion at the beginning of this year to 27 billion by 2024, with China taking a 21% share and the U.S. 20%.

CISCO believes the IoT could generate $4.6 trillion over the next ten years for the public sector, and $14.4 trillion for the private sector.

Source: Forbes "2017 Internet of Things Facts"

Market Driver #1: The Rise of the Clouds

Cloud is no longer just a way to create cheap enterprise computing – it is revolutionizing how people use data!

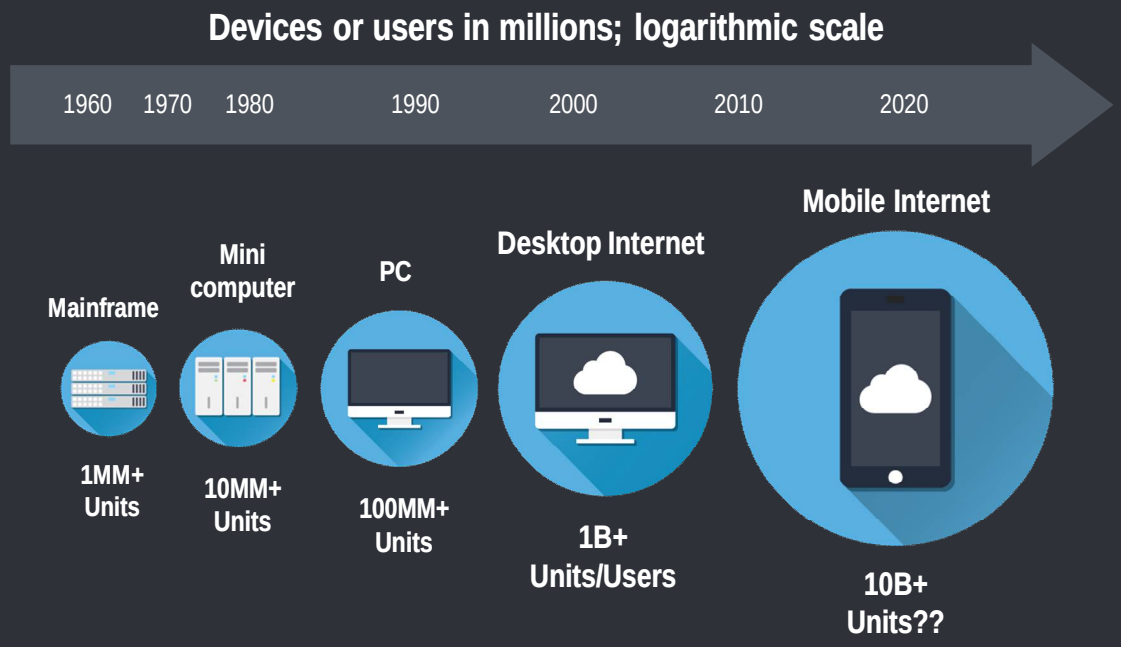


Source: Looker, Ionic Security, KPCB 2016

Market Driver #2: There will be “new” New Media Companies

The rising tide of next generation tech companies will continue to drive growth in foreseeable future

Each New Computing Cycle = 10x > Installed Base than Previous Cycle



More than just Phones…

- Smartphones
- Feature Phones
- Tablets
- eReaders
- MP3 Players
- In-dash Car Electronics
- Cameras
- Portable Consoles
- Home Entertainment
- Appliances

Source: Morgan Stanley Mobile Internet Report (12/09)

Market Driver #3: The Emerging Markets Corridor

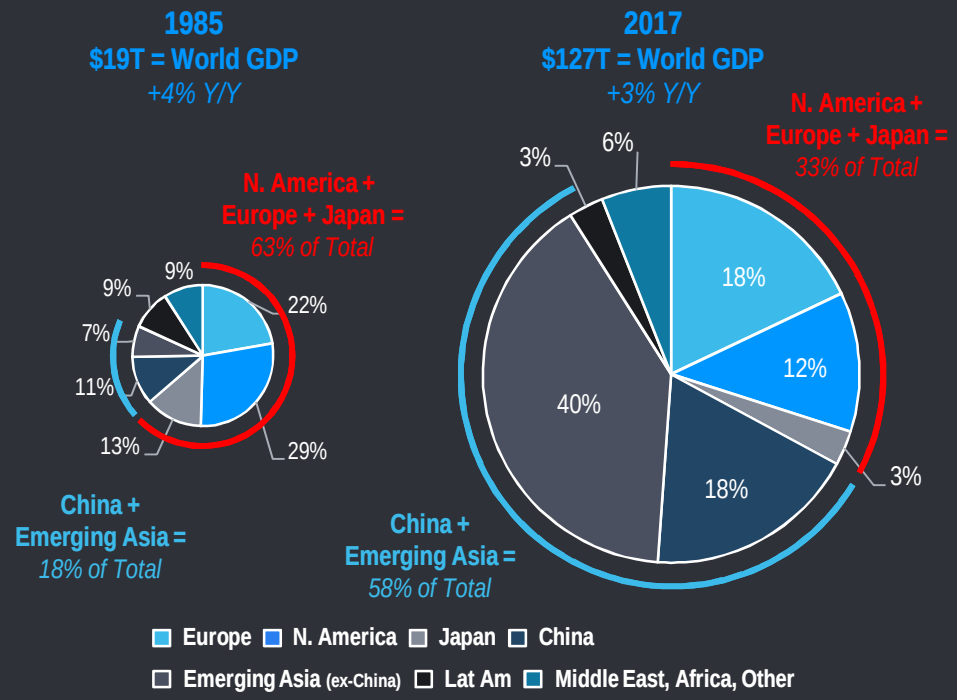
At the Heart of where Enterprises and OTTs will focus in the next decade

The Emerging Market corridor connects over 2.0bn internet subscribers currently and is expected to account for over 70% of the world's smart phone growth and over 80% of the world's GDP growth over the next 5 years

Market Driver #3: The Emerging Market Corridor

The Emerging Markets will dominate GDP and Internet growth in the next decade...

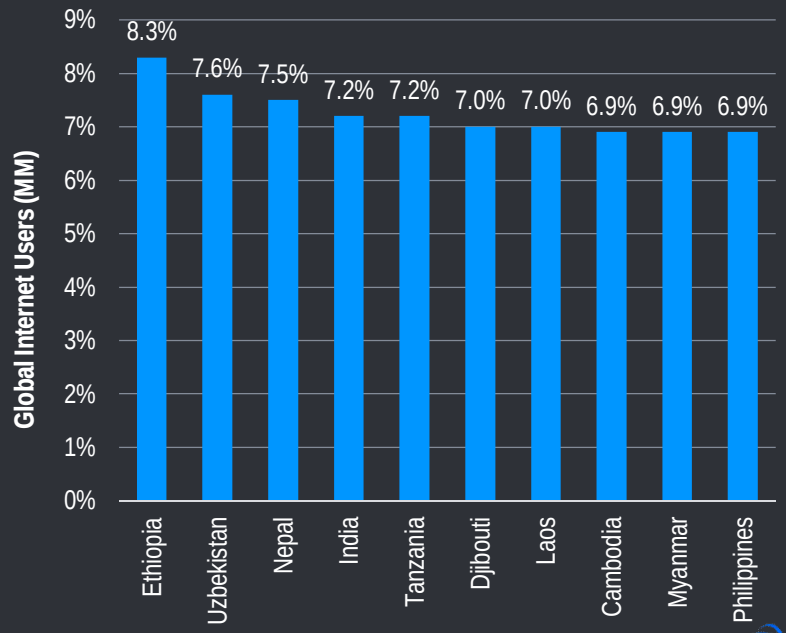
Real GDP Growth Contribution by Region, 1985 / 2017



Source: IMF WEO,4/16. GDP growth based on constant prices (real GDP growth). PPP = Purchasing Power Parity exchange rate, national currency per international dollar. GDP PPP = GDP adjusted by PPP rate. Emerging Asia includes Bangladesh, Cambodia, India, Indonesia, Lao, Malaysia, Mongolia, Myanmar, Nepal, Philippines, Sri Lanka, Thailand, Vietnam and others and excludes China. GDP growth contribution based on annual snapshots stated above and not necessarily reflective of secular trends.

The world's fastest growing economies

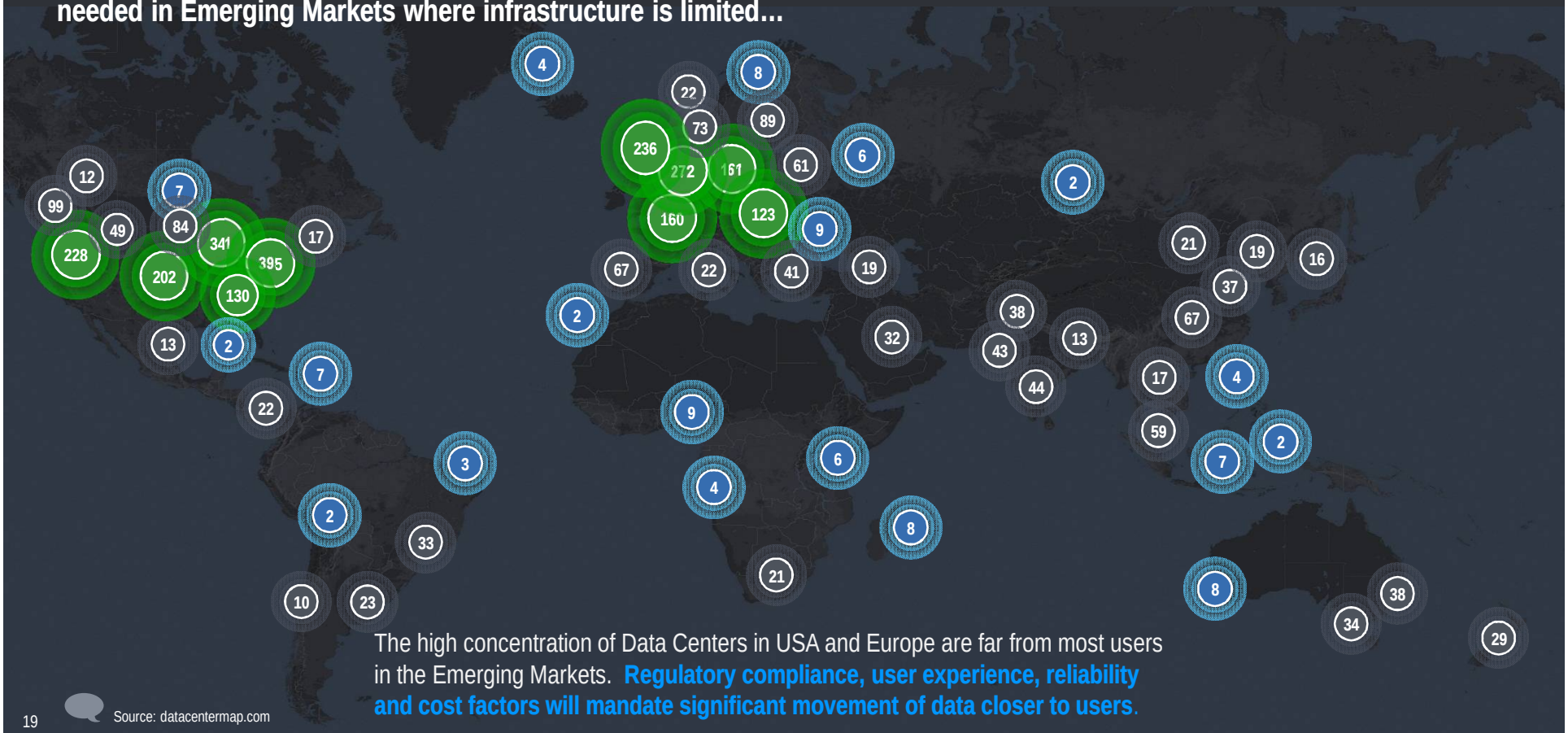
Forecast GDP growth, 2017



Source: World Bank

Market Driver #4: Infrastructure and Bandwidth Demands

Challenges are compounded by the fact that that new technologies are needed in Emerging Markets where infrastructure is limited…

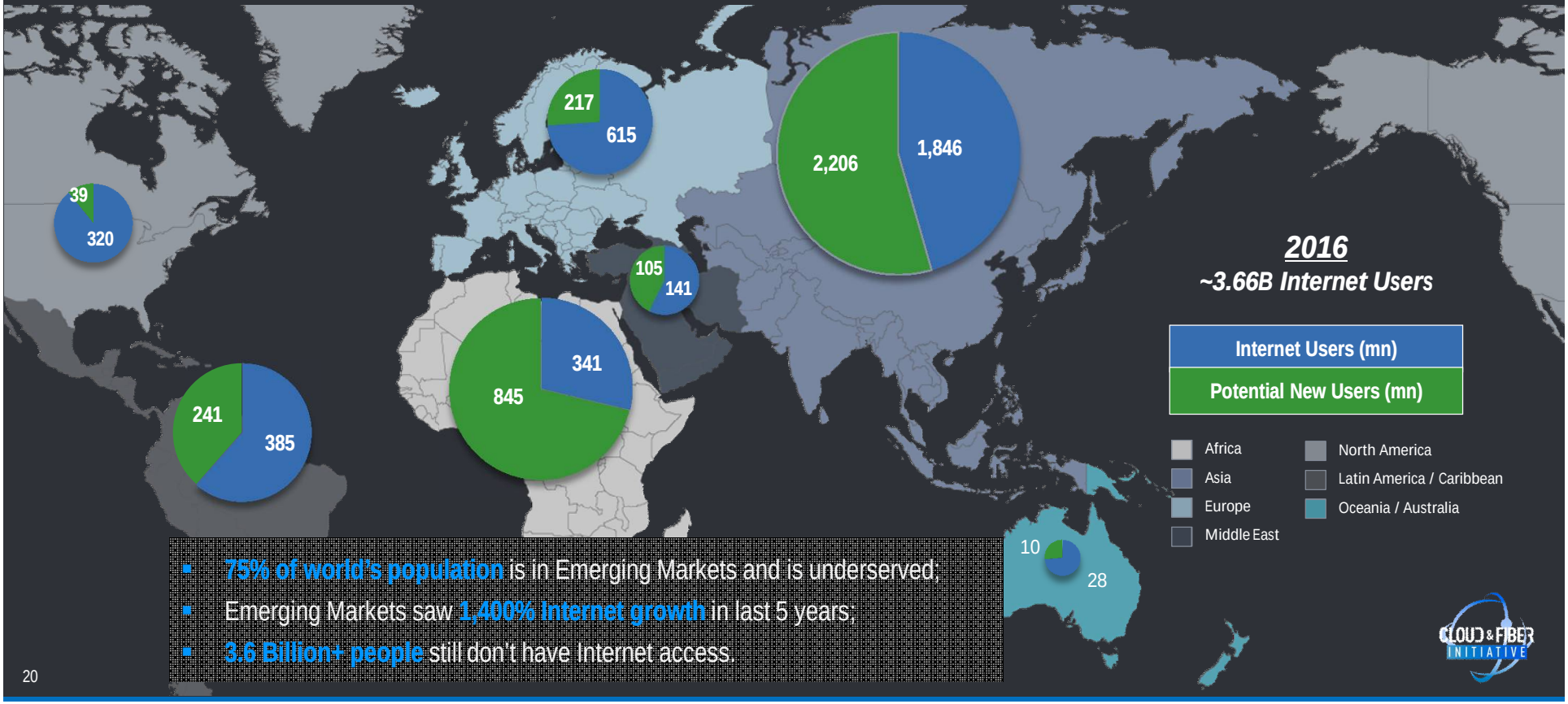


The high concentration of Data Centers in USA and Europe are far from most users in the Emerging Markets. **Regulatory compliance, user experience, reliability and cost factors will mandate significant movement of data closer to users**.

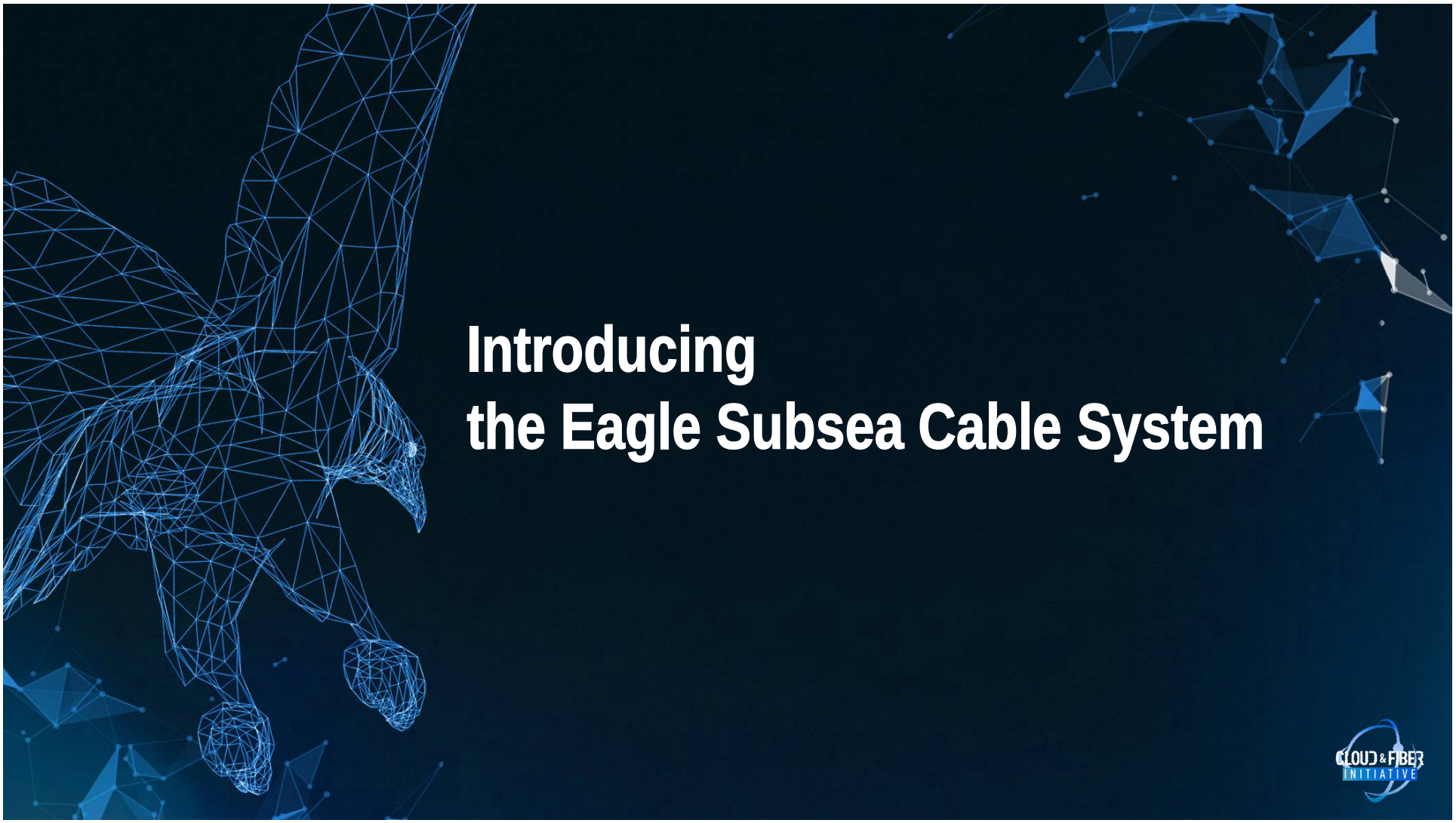
Source: datacentermap.com

Market Driver #4: Infrastructure and Bandwidth Demands

Demand should continue as most new Internet users will be in India or its neighboring countries in the next five years…



- **75% of world's population** is in Emerging Markets and is underserved;
- Emerging Markets saw **1,400% Internet growth** in last 5 years;
- **3.6 Billion+ people** still don't have Internet access.

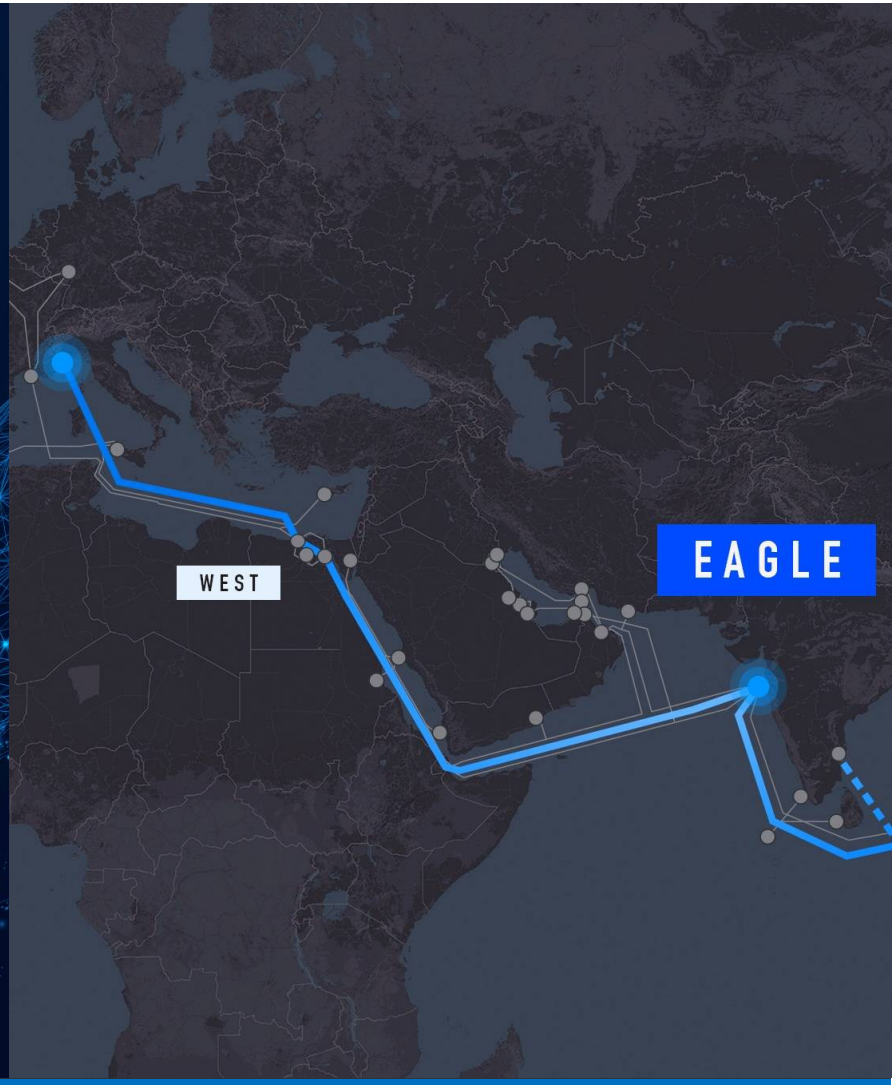

Introducing
the Eagle Subsea Cable System
CLOUD & FIBER
INITIATIVE

We Launched Our “Cloud and Fiber Initiative”

EAGLE WEST SUBSEA SYSTEM OVERVIEW

- **FIRST EXPRESS INDIA-EUROPE (Italy) Subsea Cable system**
  - The new infrastructure will go from India to Italy – with Potential BUs for cable landings in Med Europe, Red Sea and Middle East
  - Potential future BUs in Djibouti (to connect to the African cables)
  - Target RFS: **Early 2020**

EAGLE IN THE CLOUDS

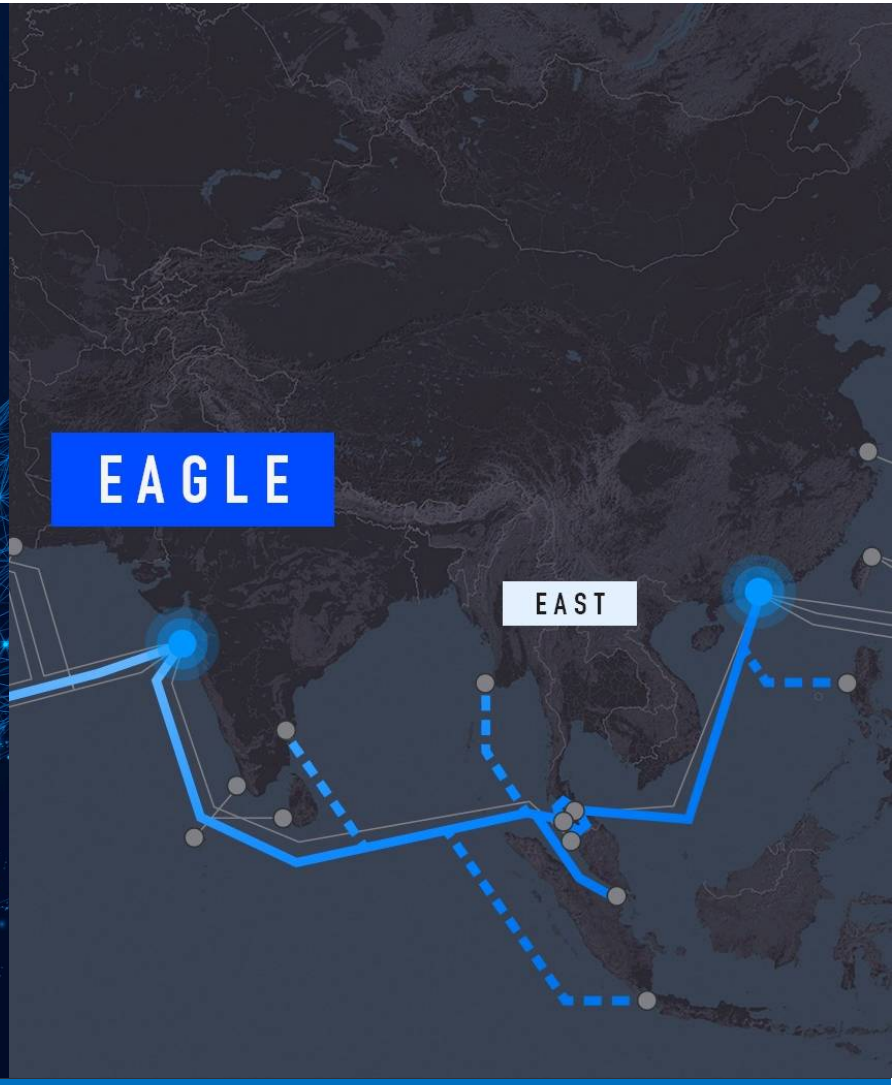


We Launched Our “Cloud and Fiber Initiative”

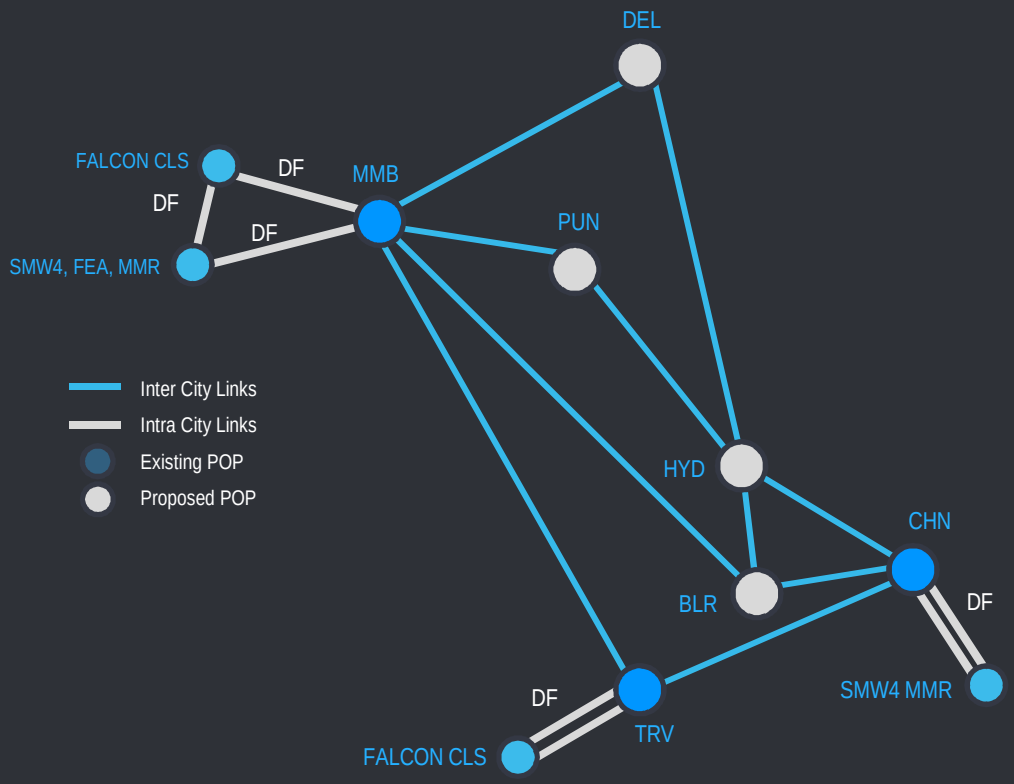
EAGLE EAST SUBSEA SYSTEM OVERVIEW

- **EXPRESS ROUTE MUMBAI- HONG KONG transiting Thailand**
  - Optional BUs to Chennai, Myanmar, Indonesia, Philippines
  - Singapore branch landing – neutral Pop landing
  - Potential future BUs in Maldives (to connect to the Australia-Djibouti cable), Sri Lanka, Bangladesh, Vietnam, Cambodia
  - Target RFS: **Q3 -2020**

EAGLE IN THE CLOUDS



Eagle will connect into our Domestic India Network to deliver diverse connectivity to all major hubs and GCX Submarine CLS and PoPs



Route -1	Mumbai-Bangaluru
	Bangaluru - Chennai
Route-2	Mumbai-Pune
	Pune-Hyderabad
	Hyderabad- Chennai
Route-3	Hyderabad-Bangalore
Route-4	Mumbai-Trivandrum
Route-5	Chennai-Trivandrum
Route-6	Mumbai- Delhi
Route-7	Delhi - Hyderabad

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Mumbai
EAST
Hong Kong
Target RFS: December 2020

Questions?

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