



Reliance Communications Limited
Dhirubhai Ambani Knowledge City
Navi Mumbai 400 710.

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www.rcom.co.in

June 12, 2018

The General Manager
Corporate Relationship Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai 400 001
Fax No.: 2272 2037/39/41/61/3121/3719

The Manager
National Stock Exchange of India Ltd.
Exchange Plaza, C/1, Block G
Bandra - Kurla Complex, Bandra (East)
Mumbai 400 051
Fax No.: 2659 8237 / 38/8347/48 /
66418124/25/26

BSE Scrip Code: 532712

NSE Symbol: RCOM

Dear Sir,

In light of various recent analyst and media reports highlighting the turmoil in the wireless sector in India owing to hyper competition, tariff pressures and financial stress; RCOM's spokesperson responded with the Company's view as outlined below:

1. RCOM has exited its wireless B2C business on January 31st, 2018.
2. As is evident from the latest sector revenue report released by the TRAI, the wireless sector continues to be on a downward spiral, with >21% revenue decline(Rs. in Cr.) on YoY basis. Overall revenue market size shrunk by over Rs.26,000 Cr on annualized basis.
3. The tariff wars between the incumbents- Airtel , Vodafone, Idea and the new entrant Reliance JIO continue unabated, further dragging down all key financial metrics of the wireless sector.
4. However, post its wireless B2C business exit in Jan-18, RCOM is no longer affected by the severe and prolonged wireless sector hyper competition.
5. RCOM has transformed itself into a pure **B2B player** and is completely focused on
 - the stable enterprise communications services and the rapidly growing data center space in India with over 35,000 B2B customers in India.
 - Its global submarine cable business in enterprise data across continents, with over 300 enterprise and carrier customers worldwide.
 - RCOM now serves only ~ 35,300 customers worldwide; earlier, the total no. of customers served was over 120 Mn inclusive of B2C.

Registered Office: H Block, 1st Floor, Dhirubhai Ambani Knowledge City, Navi Mumbai 400 710.

CIN: L45309MH2004PLC147531



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6. RCOM operational business fully insulated from the hyper competition, mega capex requirements, financial stress of the wireless sector.
7. Total No of people in the RCOM group: from peak of ~ 52,000 to current 3,400, a reduction of ~ 94%.

Kindly inform your members accordingly.

Thanking You.

Yours faithfully
For **Reliance Communications Limited**

A handwritten signature in black ink, appearing to read "Prakash Shenoy".

Prakash Shenoy
Company Secretary