



October 25, 2019

**National Stock Exchange of India Limited**  
Exchange Plaza, C-1 Block G  
Bandra Kurla Complex, Bandra (E)  
Mumbai – 400051, India

**BSE Limited**  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai – 400001, India

**Ref: Bharti Airtel Limited (BHARTIARTL/532454)**

**Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations')**

Dear Sir/Ma'am,

In terms of Regulation 30 of SEBI Listing Regulations, we wish to inform you that the Company has entered into an Agreement on October 24, 2019 for acquisition of stake in Vahan Inc.

The press release being issued by the Company in this regard, is enclosed.

Other details as required to be disclosed under aforesaid Regulation 30 read with clause 1 of Para A of Annexure I of SEBI Circular dated September 9, 2015, are enclosed as 'Annexure A'.

Kindly take the same on record.

Thanking you,  
Sincerely Yours,

For **Bharti Airtel Limited**

**Rohit Krishan Puri**

**Dy. Company Secretary & Compliance Officer**



**Bharti Airtel Limited**  
(a Bharti Enterprise)

Regd. & Corporate Office: Bharti Crescent, 1, Nelson Mandela Road, Vasant Kunj, Phase II, New Delhi - 110 070  
T.: +91-11-4666 6100, F.: +91-11-4166 6137, Email id: [compliance.officer@bharti.in](mailto:compliance.officer@bharti.in), [www.airtel.com](http://www.airtel.com)  
CIN: L74899DL1995PLC070609



**Details as required to be disclosed under Regulation 30 read with clause 1 of Para A of Annexure I of SEBI Circular dated September 09, 2015**

| S.No. |                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                        |
|-------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1     | Name of the target entity, details in brief such as size, turnover etc.                                                                                                                                                                                                        | Vahan Inc. ("Investee Company")                                                                                                                                                                                                                                                                                                                                                        |
| 2     | Whether the acquisition would fall within related party transaction(s) and whether the promoter/ promoter group/ group companies have any interest in the entity being acquired? If yes, nature of interest and details thereof and whether the same is done at "arm's length" | The acquisition does not fall within related party transactions. The promoter/ promoter group have no interest in Investee Company.                                                                                                                                                                                                                                                    |
| 3     | Industry to which the entity being acquired belongs                                                                                                                                                                                                                            | Software Development                                                                                                                                                                                                                                                                                                                                                                   |
| 4     | Objects and effects of acquisition (including but not limited to, disclosure of reasons for acquisition of target entity, if its business is outside the main line of business of the listed entity)                                                                           | Airtel, through its Startup Accelerator Program, aims to support growth of early stage Indian tech startups and partner with them in building significant scale to achieve its vision.                                                                                                                                                                                                 |
| 5     | Brief details of any governmental or regulatory approvals required for the acquisition                                                                                                                                                                                         | Subject to requisite statutory and regulatory approvals as may be applicable.                                                                                                                                                                                                                                                                                                          |
| 6     | Indicative time period for completion of the acquisition                                                                                                                                                                                                                       | By October 31, 2019                                                                                                                                                                                                                                                                                                                                                                    |
| 7     | Nature of consideration - whether cash consideration or share swap and details of the same                                                                                                                                                                                     | Cash consideration                                                                                                                                                                                                                                                                                                                                                                     |
| 8     | Cost of acquisition or the price at which the shares are acquired                                                                                                                                                                                                              | Acquisition of the equity shares of Investee company is done at mutually agreed pre money enterprise valuation. The said valuation is not disclosed herein due to reasons of confidentiality.                                                                                                                                                                                          |
| 9     | Percentage of shareholding / control acquired and / or number of shares acquired                                                                                                                                                                                               | <u>Number of shares acquired:</u> 52.92<br><u>Percentage of shareholding:</u> Upto 8.82% of the outstanding common stock                                                                                                                                                                                                                                                               |
| 10    | Brief background about the entity acquired in terms of products/line of business acquired, date of incorporation, history of last 3 years turnover, country in which the acquired entity has presence and any other significant information (in brief)                         | <ul style="list-style-type: none"> <li>The Investee Company is a startup founded by Madhav Krishna.</li> <li>It specializes in providing jobs to blue collar job seekers (like delivery boys) by using AI driven bot and a messaging platform.</li> <li>It was incorporated on April 06, 2015 in Delaware, US.</li> <li>Please refer press release for further information.</li> </ul> |



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**Airtel launches unique program to support start-ups and accelerate their growth**

***Acquires stake in Vahan – the Bengaluru based startup focused on enabling jobs for the next billion internet users***

**New Delhi, October 25, 2019:** Bharti Airtel ("Airtel"), India's largest integrated telecommunications company, today announced the launch of its Startup Accelerator Program to support growth of early stage Indian tech startups. With the advent of its Start-up Accelerator Program, Airtel aims to support the creation of a vibrant start-up ecosystem that contributes to "Digital India".

Through Airtel's Startup Accelerator, early startups get access to Airtel's online and offline distribution network, deep market understanding and ecosystem of global strategic partners. In addition, Airtel has also developed strong in-house capabilities around machine learning and artificial intelligence which could be leveraged to aid the growth of startups. Furthermore, startups also get access to advisory services from Airtel's executive team.

#### **Vahan is the first to join Airtel Startup Accelerator**

Airtel announced the induction of Bengaluru based tech startup Vahan into its Startup Accelerator Program. Airtel will acquire a stake in Vahan and partner with them in building significant scale to achieve their vision of enabling jobs for the next billion internet users.

Founded in 2016 and backed by YCombinator and Khosla Ventures, Vahan leverages advanced Artificial Intelligence to match job seekers with employers inside messaging apps such as Whatsapp. It is focused on finding blue collar jobs for millions of young Indians in Delivery, Driving, Retail, BFSI, BPO and Hospitality sectors with companies such as Zomato, Swiggy and Dunzo as clients.

**Adarsh Nair, Chief Product Officer, Bharti Airtel** said: "Today, early stage startups in India have some very exciting ideas but face multiple challenges in scaling up. With Airtel's scale and digital capabilities around distribution and payments, we have the potential to drive accelerated growth of emerging startups that are solving hard problems. The team at Vahan is doing some incredible work to bring jobs to millions of people through AI based technology. We are excited to partner with them on this vision."

**Madhav Krishna, Founder and Chief Executive Officer, Vahan,** said: "Airtel will be a key partner for us as we look to solve a hard problem for *Bharat*. Most blue-collar job seekers are unaware of the opportunities that exist in the market, especially new-age on-demand jobs. Airtel's distribution channels will help us reach the very depths of the country and in turn, help millions of Indians take control of their economic destiny. We are incredibly excited about this partnership."

#### **About Bharti Airtel**

*Bharti Airtel Limited is a leading global telecommunications company with operations in 18 countries across Asia and Africa. Headquartered in New Delhi, India, the company ranks amongst the top 3 mobile service providers globally in terms of subscribers. In India, the company's product offerings include 2G, 3G and 4G wireless services, mobile commerce, fixed line services, high*







*speed home broadband, DTH, enterprise services including national & international long distance services to carriers. In the rest of the geographies, it offers 2G, 3G, 4G wireless services and mobile commerce. Bharti Airtel had over 403 million customers across its operations at the end of June 2019. To know more please visit, [www.airtel.com](http://www.airtel.com)*

