



To,

**Shri Wasi Ahmad**  
Advisor (B& CS)  
Telecom Regulatory Authority of India,  
Mahanagar Door Sanchar Bhawan,  
J.L. Nehru Marg, (Old Minto Road),  
New Delhi - 110 002

**Sub: Consultation on Foreign Direct Investment in Broadcasting Sector in India.**

Dear Sir,

This is with reference to the TRAI Consultation paper on FDI in Broadcasting Sector in India. In this regard, we would like to submit as below:

1. As per the Clause 1.2 and 1.3 of the DTH License agreement, the total foreign investment (including FDI/NRI/OCB/FII) in the paid up equity of the licensee company shall not be more than 49%, with sub limits for FDI and FII within these limits.
2. However, Government of India Ministry of Commerce & Industry, DIPP vide its Press Note No. 7 (2012 Series) amended the foreign investments in companies engaged in providing broadcasting carriage services in India. As per the said Press Note, currently the FDI limit in carriage services (Teleport, DTH, HITS, Mobile TV, Cable TV networks) is 74%, of which 49% is permissible through the automatic route and any FDI beyond 49% has to go through the FIPB route.
3. TRAI vide the present consultation paper has sought comments to increase the FDI limit in carriage services to 100%. In this regard, it is submitted that :
  - a. DTH platform, Carriage services as per DIPP classification, has invested huge capital at the start of the DTH business and is currently burdened with arduous regime and is majorly cash flow negative. For this industry to grow further, the investments are imperative for up gradation of platform, technology used and to sustain in the competitive environment. We are therefore, of the view that increasing the FDI limit in DTH platform will not only stimulate growth and expansion of cash flow of funds but will also harness the auxiliary benefits viz. technology, know how, expertise etc.

b. We therefore welcome the TRAI proposal to increase the FDI in carriage services i.e. DTH to 100%, with FDI up to 49% through the automatic route and FDI beyond 49% through FIPB route.

4. In view of the above, it is summarized that :

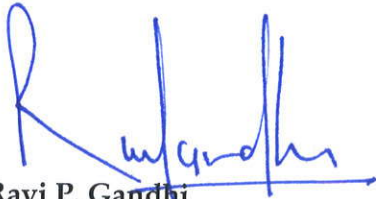
- FDI limit in broadcasting carriage services i.e. DTH should be increased to 100%.

We believe that the Authority will merit the submission made as above.

Thanking You,

Yours Sincerely

For Bharti Airtel Limited



Ravi P. Gandhi  
Chief Regulatory Officer (Policy)