bharti

April 24, 2018

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

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400001

Ref: Bharti Airtel Limited (532454 / BHARTIARTL)

Sub: Press Release w.r.t. financial results for the fourth quarter (Q4) and financial year ended March 31, 2018

Dear Sir / Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the press release being issued by the Company with regard to the audited financial results of the Company for the fourth quarter (Q4) and financial year ended March 31, 2018.

Kindly take the same on record.

Thanking you,

Sincerely Yours,

For Bharti Airtel Limited

Rohit Krishan Puri
Dy. Company Secretary

BHARTI AIRTEL LIMITED NEW DELHI

Bharti Airtel Limited

Full Year Consolidated Revenues at Rs 83,688 crore and Net income at Rs 1,099 crore

Consolidated Mobile data and voice traffic grew 505% and 55% respectively Y-o-Y

Africa net revenue grew 13.4% Y-o-Y and EBITDA margin at 35.9%

Airtel crosses 300 Mn Mobile customer mark in India

Bharti Airtel announces consolidated Ind-AS results for the fourth quarter ended March 31, 2018

Highlights for the fourth quarter ended March 31, 2018

~ Overall customer stands at 413.8 million across 16 countries, up 12.1% Y-o-Y excluding divested units.
~ Consolidated total revenues at Rs 19,634 crore, down 5.4% Y-o-Y on an underlying basis.
~ India revenues down 7.5% Y-o-Y on an underlying basis; Africa revenues up 10.7% Y-o-Y.
~ Mobile data traffic grows to 1,616 Bn MBs in the quarter; growth of 505% Y-o-Y.
~ Africa EBITDA margin at 35.9%, up 10.3% Y-o-Y.
~ Consolidated EBITDA at Rs 7,034 crore.
~ Consolidated EBITDA margin at 35.8%, down 0.6% Y-o-Y.
~ Net Income for the quarter at Rs 83 crore (Q3'18: Rs 306 crore) vs Rs 373 crore in the corresponding quarter last year.
~ Acquisition of Tigo Rwanda consummated.

Highlights for the year ended March 31, 2018

~ Consolidated total revenues at Rs 83,688 crore, down 9.8% Y-o-Y on an underlying basis.
~ Consolidated EBITDA at Rs 30,448 crore, down by 14.5% Y-o-Y, EBITDA margin down 0.9% Y-o-Y.
~ Net Income at Rs 1,099 crore, down by 71.1% Y-o-Y.
~ Roll-out of +107K Mobile Broadband Base station and highest ever investment of Rs 24K crore in India.

New Delhi, India, April 24, 2018: Bharti Airtel Limited ("Bharti Airtel" or "the Company") today announced its audited consolidated Ind-AS results for the third quarter ended March 31, 2018.

Q4 Performance:

The consolidated revenues for Q4'18 at Rs 19,634 crore de-grew 5.4% Y-o-Y (reported drop of 10.5%) on an underlying basis (viz. adjusted for India domestic & international termination rate reduction and Bangladesh & Africa divested/acquired operating units). Consolidated mobile data traffic at 1,616 Mn MBs in the quarter has registered a robust Y-o-Y growth of 505%.

India revenues for Q4'18 at Rs 14,796 crore have declined by 7.5% Y-o-Y (13.1% on reported) on an underlying basis. Y-o-Y de-growth primarily impacted by mobile drop of 13.5%. India other business have witnessed healthy Y-o-Y growth e.g. 10.7% in Digital TV and 11.2% in Airtel Business on an underlying basis. Mobile data traffic has grown more than 6x to 1,540 Bn MBs in the quarter as compared to 225 Bn MBs in the corresponding quarter last year. Mobile broadband customers increased by 79.3% to 76.6 Mn from 42.7 Mn in the corresponding quarter last year.

During the quarter, Bharti Airtel acquired Tigo Rwanda country operations in Africa. Financials and operational parameters of the combined entity are part of consolidated results. In constant currency (1st Mar'17) terms, Africa revenues grew by 10.7% Y-o-Y led by strong growth in data and Airtel money transaction value. Mobile data traffic has grown by 88% to 70 Bn MBs in the quarter as compared to 37 Bn MBs in the corresponding quarter last year. Data customers increased by 48% to 24.9 Mn from 16.9 Mn in the corresponding quarter last year. Active Airtel Money customer base increased to 11.5 million, boosting the total transaction value on Airtel Money platform by 45% to $ 5.6 billion. Our continuous cost control initiatives have resulted in improvement of EBITDA margin by 10.3% Y-o-Y and stands at 35.9%.

Consolidated EBITDA at Rs 7,034 crore declined 12.0% Y-o-Y. Consolidated EBITDA margin decreased by 0.6% to 35.8% in the quarter as compared to 36.4% in the corresponding quarter last year. Consolidated

EBIT dropped by 29.0% Y-o-Y to Rs 2,106 crore. The Consolidated Net Income after exceptional items for the quarter stands at Rs 83 crore (Q3'18: Rs 306 crore) compared to Rs 373 crore in corresponding quarter last year.

Full Year Performance:

Annual consolidated revenues at Rs 83,688 crore de-grew by 9.8% over the previous year (reported drop of 12.3%) on an underlying basis, led by de-growth of 11.7% in India. Africa top-line grew by 5.2% (constant currency) on an organic basis and Net revenue grew by 7.8% (constant currency). Consolidated EBITDA at Rs 30,448 crore reflects an EBITDA margin of 36.4% as compared to 37.3% in previous year. EBIT at Rs 11,085 crore de-grew by 29.3%, with margin dropping by 3.2% as compared to previous year. The Company has generated an OFCF of Rs 3,630 crore during the year. Net Income for the year de-grew by 71.1% to Rs 1,099 crore (PY: Rs 3,800 crore).

The company's consolidated net debt has increased to Rs 95,228 crore from Rs 91,714 crore in the previous quarter. Net debt to EBITDA ratio (LTM) for the quarter at 3.23 times (vs 3.01 times in the previous quarter). Lower EBITDA along with rising spectrum costs and continued investments in India have resulted in deterioration of Return on Capital Employed (ROCE) to 4.7% from 6.5% in the previous year.

The Company's Board has declared a final dividend of Rs 2.5 per share (face value of Rs 5 per share) for the financial year ended March 31, 2018. Together with the interim dividend of Rs 2.84 per share, total dividend for the year comes to Rs 5.34 per share (PY: Rs 1.00 per share), which is entirely a pass through of dividend from the subsidiaries.

In a statement, **Mr. Gopal Vittal, MD and CEO, India & South Asia,** said:
"The telecom industry continues to witness below cost, artificially suppressed pricing. Industry revenues were further adversely impacted this quarter due to the reduction in International termination rates.

Airtel continued to consolidate its leadership position this quarter. Our strategic investments in data capacities, innovative digital content through Airtel TV, customer friendly bundles and upgrade programs led to the highest ever mobile data customer additions of 15 Mn during the quarter. Usage parameters remained robust– on a YOY basis, we saw data and voice traffic grow 584% and 55% respectively.

In line with our goal of building market leading 4G networks, with best in class speeds and capacity; while supporting the Digital India initiative, we have ended the financial year with our highest ever capital expenditure of Rs 240 Bn. We intend to continue the rollout momentum next year as well"

In a statement, **Mr. Raghunath Mandava, MD and CEO, Africa**, said:
"Airtel Africa's revenues grew by 10.7% on a Y-o-Y basis. Data traffic grew 88%, voice minutes increased by 37% and Airtel Money throughput grew by 45% on a Y-o-Y basis. EBITDA margin expanded by 10.3% Y-o-Y resulting in an EBITDA margin of 35.9%.

The acquisition of TIGO in Rwanda was completed during the quarter and I am delighted to welcome more than 3 mn TIGO customers to the Airtel family.

We continue to focus on expanding our revenue base, underpinned by strong investments in networks and contain costs."

Summary of the Consolidated Statement of Income – ***represents consolidated Statement of Income as per Indian Accounting Standards (Ind-AS)***

(Amount in Rs crore, except ratios)

Particulars	Quarter Ended		Y-o-Y	Year Ended		Y-o-Y
	Mar 2018	Mar 2017	Growth	Mar 2018	Mar 2017	Growth
Total revenues	19,634	21,935	-10.5%	83,688	95,468	-12.3%
EBITDA	7,034	7,993	-12.0%	30,448	35,621	-14.5%
EBITDA/ Total revenues	*35.8%*	*36.4%*		*36.4%*	*37.3%*	
EBIT	2,106	2,964	-29.0%	11,085	15,677	-29.3%
EBIT/ Total revenues	*10.7%*	*13.5%*		*13.2%*	*16.4%*	
Profit before tax	442	1,251	-64.7%	4,060	8,893	-54.3%
Net Income	83	373	-77.8%	1,099	3,800	-71.1%
Operating free cash flow (EBITDA - Capex)	752	4,185	-82.0%	3,630	15,746	-76.9%

Customer Base

(Figures in nos, except ratios)

Particulars	Unit	Mar 2018	Dec 2017	Q-o-Q Growth	Mar 2017	Y-o-Y Growth
Mobile Services	**000's**	**395,722**	**376,393**	**5.1%**	**355,673**	**11.3%**
India	000's	304,192	290,113	4.9%	273,648	11.2%
South Asia	000's	2,267	2,150	5.4%	1,964	15.5%
Africa	000's	89,262	84,130	6.1%	80,061	11.5%
Homes	000's	2,172	2,164	0.4%	2,129	2.0%
Digital TV Services	000's	14,168	13,937	1.7%	12,815	10.6%
Airtel Business	000's	1,760	1,749	0.6%	1,736	1.4%
Total	**000's**	**413,822**	**394,243**	**5.0%**	**372,354**	**11.1%**

About Bharti Airtel Limited

Bharti Airtel Limited is a leading global telecommunications company with operations in 16 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 413 million customers across its operations at the end of March 2018. To know more please visit, www.airtel.com

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