bharti

January 18, 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: Quarterly report for the third quarter (Q3) and nine months ended December 31, 2017

Dear Sir / Madam,

Pursuant to Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the quarterly report for the third quarter (Q3) and nine months ended December 31, 2017 being released by the Company.

Kindly take the same on record.

Thanking you,

Sincerely yours,

For Bharti Airtel Limited

BHARTI AIRTEL LIMITED NEW DELHI

Rohit Krishan Puri
Dy. Company Secretary

Quarterly report on the results for the third quarter and nine months ended December 31, 2017

Bharti Airtel Limited
(Incorporated as a public limited company on July 7, 1995 under the Companies Act, 1956)
Bharti Crescent, 1, Nelson Mandela Road, Vasant Kunj, Phase II, New Delhi – 110 070, India



January 18, 2018

The financial statements included in this quarterly report fairly presents in all material respects the financial position, results of operations, cash flow of the company as of, and for the periods presented in this report.

Supplemental Disclosures

Safe Harbor: - Some information in this report may contain forward-looking statements. We have based these forward-looking statements on our current beliefs, expectations and intentions as to facts, actions and events that will or may occur in the future. Such statements generally are identified by forward-looking words such as "believe," "plan," "anticipate," "continue," "estimate," "expect," "may," "will" or other similar words.

A forward-looking statement may include a statement of the assumptions or basis underlying the forward-looking statement. We have chosen these assumptions or basis in good faith, and we believe that they are reasonable in all material respects. However, we caution you that forward-looking statements and assumed facts or basis almost always vary from actual results, and the differences between the results implied by the forward-looking statements and assumed facts or basis and actual results can be material, depending on the circumstances. You should also keep in mind that any forward-looking statement made by us in this report or elsewhere speaks only as of the date on which we made it. New risks and uncertainties come up from time to time, and it is impossible for us to predict these events or how they may affect us. We have no duty to, and do not intend to, update or revise the forward-looking statements in this report after the date hereof. In light of these risks and uncertainties, any forward-looking statement made in this report or elsewhere may or may not occur and has to be understood and read along with this supplemental disclosure.

General Risk: - Investment in equity and equity related securities involve a degree of risk and investors should not invest any funds in this Company without necessary diligence and relying on their own examination of Bharti Airtel, along with the equity investment risk which doesn't guarantee capital protection.

Convenience translation: - We publish our financial statements in Indian Rupees. All references herein to "Indian Rupees" and "Rs" are to Indian Rupees and all references herein to "US dollars" and "US$" are to United States dollars. Translation of income statement items have been made from Indian Rupees to United States dollars (unless otherwise indicated) using the respective quarter average rate. Translation of Statement of financial position items have been made from Indian Rupees to United States dollars (unless otherwise indicated) using the closing rate. The rates announced by the Reserve Bank of India are being used as the Reference rate for respective translations. All amounts translated into United States dollars as described above are provided solely for the convenience of the reader, and no representation is made that the Indian Rupees or United States dollar amounts referred to herein could have been or could be converted into United States dollars or Indian Rupees respectively, as the case may be, at any particular rate, the above rates or at all. Any discrepancies in any table between totals and sums of the amounts listed are due to rounding off.

Functional Translation: - Africa financials reported in the quarterly report are in its functional currency i.e. US$ (Refer "Section 10 Key Accounting Policies as per Ind-AS"). South Asia financials reported in the quarterly report are in its presentation currency i.e. Rs.

Use of Certain Non-GAAP measures: - This result announcement contains certain information on the Company's results of operations and cash flows that have been derived from amounts calculated in accordance with Indian Accounting Standards (Ind-AS), but are not in themselves Ind-AS measures. They should not be viewed in isolation as alternatives to the equivalent Ind-AS measures and should be read in conjunction with the equivalent Ind-AS measures.
Further, disclosures are also provided under "7.3 Use of Non - GAAP Financial Information" on page 33

Others: In this report, the terms "we", "us", "our", "Bharti", or "the Company", unless otherwise specified or the context otherwise implies, refer to Bharti Airtel Limited ("Bharti Airtel") and its subsidiaries, Bharti Hexacom Limited ("Bharti Hexacom"), Bharti Airtel Services Limited, Bharti Hexacom Limited, Bharti Infratel Limited, Bharti Telemedia Limited, Airtel Payments Bank Limited, Telesonic Networks Limited, Nxtra Data Limited, Wynk Limited, Indo Teleports Limited, Nettle Infrastructure Investments Limited (formerly known as Nettle Developers Limited) , Tikona Digital Networks Private Limited, SmarTx Services Limited, Seychelles Cable Systems Company Limited, , Synse Technologies Private Limited , Bharti Airtel (France) SAS, Bharti Airtel (Hongkong) Limited, Bharti Airtel (Japan) Private Limited, Bharti Airtel (UK) Limited , Bharti Airtel (USA) Limited, Bharti Airtel International (Mauritius) Limited , Bharti Airtel International (Netherlands) B.V., Bharti Airtel Lanka (Private) Limited, Bharti International (Singapore) Pte Ltd , Network i2i Ltd., Africa Towers N.V., Airtel (Seychelles) Limited, Airtel Congo S.A, Airtel Gabon S.A., Airtel Madagascar S.A., Airtel Malawi Limited, Airtel Mobile Commerce B.V, Airtel Mobile Commerce Holdings B.V, Airtel Mobile Commerce Kenya Limited, Airtel Mobile Commerce Limited (Malawi), Airtel Mobile Commerce Madagascar S.A., Airtel Mobile Commerce Rwanda Limited, Airtel Mobile Commerce (Seychelles) Limited, Airtel Mobile Commerce Tanzania Limited, Airtel Mobile Commerce Tchad SARL, Airtel Mobile Commerce Uganda Limited, Airtel Mobile Commerce Zambia Limited , Airtel Money (RDC) S.A., Airtel Money Niger S.A., Airtel Money S.A. (Gabon), Airtel Networks Kenya Limited, Airtel Networks Limited , Airtel Networks Zambia Plc, Airtel Rwanda Limited, Airtel Tanzania Public Limited Company (formerly known as Airtel Tanzania Limited), Airtel Tchad S.A., Airtel Uganda Limited, Bharti Airtel Africa B.V., Bharti Airtel Burkina Faso Holdings B.V., Bharti Airtel Chad Holdings B.V. , Bharti Airtel Congo Holdings B.V., Bharti Airtel Developers Forum Limited, Bharti Airtel Gabon Holdings B.V. , Bharti Airtel Kenya B.V., Bharti Airtel Kenya Holdings B.V., Bharti Airtel Madagascar Holdings B.V. , Bharti Airtel Malawi Holdings B.V. , Bharti Airtel Mali Holdings B.V., Bharti Airtel Niger Holdings B.V. , Bharti Airtel Nigeria B.V. , Bharti Airtel Nigeria Holdings II B.V. , Bharti Airtel RDC Holdings B.V. , Bharti Airtel Services B.V. , Bharti Airtel Tanzania B.V. , Bharti Airtel Uganda Holdings B.V. , Bharti Airtel Zambia Holdings B.V., Celtel (Mauritius) Holdings Limited, Airtel Congo (RDC) S.A. ((formerly known as Celtel Congo (RDC) S.a.r.l.), Celtel Niger S.A., Channel Sea Management Co Mauritius Limited, Channel Sea Management Co Mauritius Limited, Indian Ocean Telecom Limited, Madagascar Towers S.A., Malawi Towers Limited, Mobile Commerce Congo S.A., Montana International, Partnership Investments S.A.R.L, Société Malgache de Telephonie Cellulaire SA, Tanzania Towers Limited, Bharti Airtel Rwanda Holdings Limited (formerly known as Zebrano (Mauritius) Limited), Airtel Money Transfer Ltd, Airtel Money Tanzania Limited , Airtel Mobile Commerce Nigeria Limited

Disclaimer: - This communication does not constitute an offer of securities for sale in the United States. Securities may not be sold in the United States absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended. Any public offering of securities to be made in the United States will be made by means of a prospectus and will contain detailed information about the Company and its management, as well as financial statements.

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SECTION 1

BHARTI AIRTEL – PERFORMANCE AT A GLANCE

Particulars	Unit	Full Year Ended			Quarter Ended				
		IFRS	Ind-AS		Ind-AS				
		2015	2016	2017	Dec-16	Mar-17	Jun-17	Sep-17	Dec-17
Operating Highlights									
Total Customer Base	000's	324,368	357,428	379,870	364,564	372,354	379,870	383,484	394,243
Total Minutes on Network	Mn Min	1,266,914	1,386,313	1,548,602	381,011	426,199	470,623	489,690	553,247
Network Towers	Nos	172,225	181,376	184,677	182,285	184,255	184,677	185,201	184,831
Total Employees	Nos	24,694	24,940	22,437	23,289	22,815	22,437	21,589	21,095
No. of countries of operation	Nos	20	20	17	17	17	17	17	16
Population Covered	Bn	2.02	2.03	1.87	1.87	1.87	1.87	1.87	1.84
Consolidated Financials (Rs Mn)									
Total revenues	Rs Mn	920,395	965,320	954,684	233,357	219,346	219,581	217,769	203,186
EBITDA	Rs Mn	314,517	341,682	356,208	85,705	79,928	78,231	80,037	75,871
EBIT	Rs Mn	158,571	166,215	156,775	36,748	29,643	29,878	32,898	27,008
Cash profit from operations before Derivative & Exchange Fluctuations	Rs Mn	285,280	289,083	283,668	67,508	59,505	60,539	60,417	54,567
Profit before tax	Rs Mn	115,662	106,723	88,929	20,595	12,515	14,816	12,988	8,381
Net income	Rs Mn	51,835	60,768	37,997	5,036	3,734	3,673	3,430	3,058
Capex	Rs Mn	186,682	205,919	198,745	58,537	38,082	65,857	74,838	64,657
Operating Free Cash Flow (EBITDA - Capex)	Rs Mn	127,834	135,762	157,463	27,168	41,847	12,374	5,199	11,214
Net Debt	Rs Mn	668,417	835,106	913,999	973,952	913,999	878,404	914,801	917,139
Shareholder's Equity	Rs Mn	619,564	667,693	674,563	631,431	674,563	679,268	695,690	714,187
Consolidated Financials (US$ Mn)									
Total Revenue [1]	US$ Mn	15,064	14,742	14,214	3,450	3,270	3,407	3,384	3,141
EBITDA [1]	US$ Mn	5,148	5,218	5,304	1,267	1,191	1,214	1,244	1,173
EBIT [1]	US$ Mn	2,595	2,538	2,334	543	442	464	511	418
Cash profit from operations before Derivative & Exchange Fluctuations [1]	US$ Mn	4,669	4,415	4,224	998	887	939	939	844
Profit before Tax [1]	US$ Mn	1,893	1,630	1,324	305	187	230	202	130
Net income [1]	US$ Mn	848	928	566	74	56	57	53	47
Capex [1]	US$ Mn	3,055	3,145	2,959	866	568	1,022	1,163	1,000
Operating Free Cash Flow (EBITDA - Capex)	US$ Mn	2,092	2,073	2,344	402	624	192	81	173
Net Debt [2]	US$ Mn	10,679	12,604	14,094	14,339	14,094	13,602	14,012	14,358
Shareholder's Equity [2]	US$ Mn	9,899	10,078	10,402	9,296	10,402	10,518	10,656	11,181
Key Ratios									
EBITDA Margin	%	34.2%	35.4%	37.3%	36.7%	36.4%	35.6%	36.8%	37.3%
EBIT Margin	%	17.2%	17.2%	16.4%	15.7%	13.5%	13.6%	15.1%	13.3%
Net Profit Margin	%	5.6%	6.3%	4.0%	2.2%	1.7%	1.7%	1.6%	1.5%
Net Debt to Funded Equity Ratio	Times	1.08	1.25	1.35	1.54	1.35	1.29	1.31	1.28
Net Debt to EBITDA (LTM) [3]	Times	2.13	2.49	2.63	2.71	2.63	2.67	2.91	3.01
Net Debt to EBITDA (Annualised) [3]	Times	2.08	2.33	2.95	2.93	2.95	2.89	2.95	3.12
Interest Coverage ratio	Times	8.43	7.06	5.20	4.94	4.46	4.50	4.65	4.30
Return on Shareholder's Equity	%	8.5%	9.4%	5.7%	7.3%	5.9%	4.1%	2.4%	2.0%
Return on Capital employed	%	7.6%	8.3%	6.5%	7.1%	6.6%	5.6%	5.1%	4.9%
Valuation Indicators									
Market Capitalization	Rs Bn	1,575	1,403	1,399	1,221	1,399	1,516	1,554	2,116
Market Capitalization	US$ Bn	25.2	21.2	21.6	18.0	21.6	23.5	23.8	33.1
Enterprise Value	Rs Bn	2,243	2,296	2,369	2,254	2,369	2,449	2,522	3,082
EV / EBITDA (LTM)	Times	7.13	6.72	6.65	6.12	6.65	7.24	7.79	9.81
P/E Ratio (LTM)	Times	30.36	23.08	36.81	25.72	36.81	56.03	97.87	152.29

Note 1: Average exchange rates used for Rupee conversion to US$ is (a) Rs 61.10 for the financial year ended March 31, 2015 (b) Rs 65.48 for the financial year ended March 31, 2016 (c) Rs 67.16 for the financial year ended March 31, 2017 (d) Rs 67.63 for the quarter ended December 31, 2016 (e) Rs 67.09 for the quarter ended March 31, 2017 (f) Rs 64.44 for the quarter ended June 30, 2017 (g) Rs 64.36 for the quarter ended September 30, 2017 (h) Rs 64.68 for the quarter ended December 31, 2017 based on the RBI Reference rate.
Note 2: Closing exchange rates used for Rupee conversion to US$ is (a) Rs 62.59 for the financial year ended March 31, 2015 (b) Rs 66.26 for the financial year ended March 31, 2016 (c) Rs 64.85 for the quarter ended March 31, 2017 (d) Rs 67.93 for the quarter ended December 31 ,2016 (e) Rs 64.85 for the quarter ended March 31, 2017 (f) Rs 64.58 for the quarter ended June 30, 2017 (g) Rs 65.29 for the quarter ended September 30, 2017 (h) Rs 63.88 for the quarter ended December 31, 2017 being the RBI Reference rate.
Note 3: For calculation of this ratio, EBITDA is adjusted downwards to the extent of finance lease charges on towers in Africa.
Note 4: Key Ratios computed using translated US$ values may yield different results in comparison with ratios computed using Rupee values.

SECTION 2

BHARTI AIRTEL - AN INTRODUCTION

2.1 Introduction

We are one of the world's leading providers of telecommunication services with significant presence in 16 countries representing India, Sri Lanka and 14 countries in Africa. As per United Nations data published on January 01, 2013, the population of these 16 countries represents around 24% of the world's population.

We provide telecom services under wireless and fixed line technology, national and international long distance connectivity and Digital TV; and complete integrated telecom solutions to our enterprise customers. All these services are rendered under a unified brand "airtel". 'Airtel Money' (known as 'Airtel Payments Bank' in India) extends our product portfolio to further our financial inclusion agenda and offers convenience of payments and money transfers on mobile phones over secure and stable platforms in India, and across all 14 countries in Africa. The Company also owns Tower Infrastructure pertaining to telecom operations through its subsidiary and joint venture entity.

The shares of Bharti Airtel Ltd are listed on the Indian Stock Exchanges, NSE & BSE.

2.2 Business Divisions

2.2.1 India & South Asia – We follow a segmented approach for our operations in India with clear focus on retail and corporate customers.

B2C Services:

Mobile Services (India) – We are the largest wireless operator in the country both in terms of customers and revenues. We offer postpaid, pre-paid, roaming, internet and other value added services. Our distribution channel is spread across 1.3 Mn outlets with network presence in 7,897 census and 786,032 non-census towns and villages in India covering approximately 95.3% of the country's population.

Our 3G services are spread across key cities in the country offering high-speed internet access and a host of innovative services like Mobile TV, video calls, live-streaming videos and gaming. Our 4G services, having presence across the country, offer the fastest wireless services with buffer-less HD video streaming and multi-tasking capabilities to our customers.

Our national long distance infrastructure provides a pan-India reach with 233,720 Rkms of optical fiber.

Homes Services – The Company provides fixed-line telephone and broadband (DSL) services for homes in 89 cities pan-India. The product offerings include high-speed broadband on copper and fiber and voice connectivity, up to the speeds of 100 mbps for the home segment.

Digital TV Services – Our Direct-To-Home (DTH) platform offers both standard and high definition (HD) digital TV services with 3D capabilities and Dolby surround sound. We currently offer a total of 639 channels including 73 HD channels, 5 international channels and 4 interactive services.

B2B Services:

Airtel Business – We are India's leading and most trusted provider of ICT services with a diverse portfolio of services to enterprises, governments, carriers and small and medium business. For small and medium business, Airtel is a trusted solution provider for fixed-line voice (PRIs), data and other connectivity solutions like MPLS, VoIP, SIP trunking. Additionally, the Company offers solutions to businesses Audio, Video and Web Conferencing. Cloud portfolio is also an integral part of its office solutions suite, which offers Storage, compute, Microsoft office 365, ecommerce package through shopify and CRM packages on a pay as you go model.

Along with voice, data and video, our services also include network integration, data centers, managed services, enterprise mobility applications and digital media. Airtel Business provides 'One solution, bill, support, face' experience to our customers.

We offer global services in both voice and data including VAS services like International Toll Free Services and SMS hubbing. Our strategically located submarine cables and satellite network enable our customers to connect across the world including hard-to-reach areas. Our global network runs across 250,000 Rkms, covering 50 countries and 5 continents.

Tower Infrastructure Services – Our subsidiary, Bharti Infratel Ltd (Infratel), is India's leading provider of tower and related infrastructure and it deploys, owns & manages telecom towers and communication structures, for various mobile operators. It holds 42% equity interest in Indus towers, a joint venture with Vodafone India and Aditya Birla Telecom who hold 42% and 16% respectively. The Company's consolidated portfolio of 91,007 telecom towers, which includes 39,363 of its own towers and the balance from its 42% equity interest in Indus Towers, makes it one of the largest tower infrastructure providers in the country with presence in all 22 telecom circles. The Company has been the industry pioneer in adopting green energy initiatives for its operations.

Infratel is listed on Indian Stock exchanges, NSE and BSE.

South Asia – South Asia represents our operations in Sri Lanka. In Sri Lanka, we operate across 25 administrative districts with distribution network of over 48 K retailers across the country. Our 3.5G services are present across major towns in Sri Lanka.

2.2.2 Africa

We are present in 14 countries across Africa, namely: Nigeria, Chad, Congo B, Democratic Republic of Congo, Gabon, Madagascar, Niger, Kenya, Malawi, Seychelles, Tanzania, Uganda, Zambia and Rwanda. We offer post-paid, pre-paid, roaming, internet services, content, media & entertainment, and corporate solutions. 3G, 4G data and m-Commerce (Airtel Money) are the next growth engines for the Company in Africa. We offer 3G services, Airtel Money across all 14 countries and 4G services in 4 countries of Africa.

2.3 Partners

SingTel, our strategic equity partner, has made one of their largest investments outside Singapore with us. This partnership has enabled us to expand and further enhance the quality of services to our customers. We also pioneered the outsourcing business model with long term strategic partnership in all areas including network equipment, information technology and call center. We partnered with global leaders who share our drive for co-creating innovative and tailor made solutions. To name a few, our strategic partners include ZTE, Ericsson, Nokia Siemens Networks (NSN), Huawei, Cisco, IBM, Avaya, etc.

SECTION 3

FINANCIAL HIGHLIGHTS

The financial results presented in this section are compiled based on the audited consolidated financial statements prepared in accordance with Indian Accounting Standards (Ind-AS) and the underlying information.

Detailed financial statements, analysis & other related information is attached to this report (page 28 - 31). Also, kindly refer to Section 7.3 - use of Non - GAAP financial information (page 33) and Glossary (page 57) for detailed definitions.

3.1 Consolidated - Summary of Consolidated Financial Statements

3.1.1 Consolidated Summarized Statement of Operations (net of inter segment eliminations)

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-17	Dec-16	Y-on-Y Growth	Dec-17	Dec-16	Y-on-Y Growth
Total revenues	**203,186**	**233,357**	**-13%**	**640,536**	**735,337**	**-13%**
EBITDA	75,871	85,705	-11%	234,138	276,280	-15%
EBITDA / Total revenues	*37.3%*	*36.7%*		*36.6%*	*37.6%*	
EBIT	27,008	36,748	-27%	89,784	127,132	-29%
Finance cost (net)	20,880	19,357	8%	62,419	57,813	8%
Share of results of Joint Ventures/Associates	2,256	2,696	-16%	8,773	7,941	10%
Profit before tax	8,381	20,595	-59%	36,185	76,414	-53%
Income tax expense	1,181	12,883	-91%	15,090	37,287	-60%
Profit after tax (before exceptional items)	7,200	7,712	-7%	21,094	39,127	-46%
Non Controlling Interest	2,859	1,541	86%	7,969	5,456	46%
Net income (before exceptional items)	4,341	6,171	-30%	13,125	33,671	-61%
Exceptional Items (net of tax)	1,593	998	60%	3,449	1,421	143%
Profit after tax (after exceptional items)	**5,607**	**6,715**	**-16%**	**17,645**	**37,707**	**-53%**
Non Controlling Interest	2,549	1,679	52%	7,483	3,444	117%
Net income	**3,058**	**5,036**	**-39%**	**10,160**	**34,262**	**-70%**
Capex	64,657	58,537	10%	205,352	160,664	28%
Operating Free Cash Flow (EBITDA - Capex)	11,214	27,168	-59%	28,786	115,616	-75%
Cumulative Investments	3,071,442	2,891,535	6%	3,071,442	2,891,535	6%

Refer section 5.4.2 on "Exceptional Items" on page 22 for details.

3.1.2 Consolidated Summarized Statement of Financial Position

Amount in Rs Mn

Particulars	As at Dec 31, 2017	As at Mar 31, 2017
Assets		
Non-current assets	2,170,444	2,145,806
Current assets	256,641	181,696
Total assets	**2,427,085**	**2,327,502**
Liabilities		
Non-current liabilities	860,576	954,742
Current liabilities	766,740	629,446
Total liabilities	**1,627,316**	**1,584,189**
Equity & Non Controlling Interests		
Equity	714,175	674,562
Non controlling interests	85,594	68,750
Total Equity & Non Controlling Interests	**799,769**	**743,313**
Total Equity and liabilities	**2,427,085**	**2,327,502**

3.2 Region wise - Summary of Consolidated Financial Statements

3.2.1 Summarized Statement of Operations (net of inter segment eliminations)

Amount in Rs Mn, except ratios

Particulars	Quarter Ended Dec 2017			Quarter Ended Dec 2016			Nine Months Ended Dec 2017			Nine Months Ended Dec 2016		
	India SA	Africa	Total	India SA	Africa	Total	India SA	Africa	Total	India SA	Africa	Total
Total revenues	**153,853**	**51,293**	**203,186**	**182,392**	**53,559**	**233,357**	**495,320**	**151,852**	**640,536**	**573,992**	**169,100**	**735,337**
EBITDA	57,679	18,188	75,871	72,693	12,945	85,705	185,539	48,618	234,138	237,040	39,191	276,280
EBITDA / Total revenues	*37.5%*	*35.5%*	*37.3%*	*39.9%*	*24.2%*	*36.7%*	*37.5%*	*32.0%*	*36.6%*	*413%*	*23.2%*	*37.6%*
EBIT	15,963	11,039	27,008	33,500	3,180	36,748	65,426	24,377	89,784	120,826	6,259	127,132
Profit before tax	1,617	7,595	8,381	23,048	(4,070)	20,595	16,938	20,131	36,185	85,115	(12,700)	76,414
Income tax expense	(619)	1,713	1,181	10,008	2,646	12,883	7,510	7,577	15,090	30,005	7,267	37,287
Profit after tax (before exceptional items)	2,236	5,882	7,200	13,041	(6,716)	7,712	9,428	12,554	21,094	55,111	(19,967)	39,127
Non Controlling Interest	1,831	1,021	2,859	1,970	(511)	1,541	6,726	1,269	7,969	7,309	(2,460)	5,456
Net income (before exceptional items)	**405**	**4,861**	**4,341**	**11,071**	**(6,204)**	**6,171**	**2,702**	**11,285**	**13,125**	**47,802**	**(17,507)**	**33,671**
Exceptional Items (net of tax)			1,593			998			3,449			1,421
Profit after tax (after exceptional items)			**5,607**			**6,715**			**17,645**			**37,707**
Non Controlling Interest			2,549			1,679			7,483			3,444
Net income			**3,058**			**5,036**			**10,161**			**34,262**
Capex	59,989	4,667	64,657	54,171	4,366	58,537	194,393	10,959	205,352	142,012	18,651	160,664
Operating Free Cash Flow (EBITDA - Capex)	(2,310)	13,521	11,214	18,522	8,579	27,168	(8,854)	37,659	28,786	95,027	20,540	115,616
Cumulative Investments	2,512,932	558,510	3,071,442	2,307,154	584,381	2,891,535	2,512,932	558,510	3,071,442	2,307,154	584,381	2,891,535

Refer section 5.4.2 on "Exceptional Items" on page 22 for details.

3.2.2 Region wise Summarized Statement of Financial Position

Amount in Rs Mn

Particulars	As at Dec 31, 2017			
	India SA	Africa	Eliminations	Total
Assets				
Non-current assets	2,018,897	469,917	(318,370)	2,170,444
Current assets	453,921	34,130	(231,412)	256,641
Total assets	**2,472,818**	**504,047**	**(549,781)**	**2,427,085**
Liabilities				
Non-current liabilities	800,344	212,226	(151,995)	860,576
Current liabilities	641,875	218,282	(93,417)	766,740
Total liabilities	**1,442,219**	**430,509**	**(245,412)**	**1,627,316**
Equity & Non Controlling Interests				
Equity	929,208	89,335	(304,368)	714,175
Non controlling interests	101,391	(15,797)	0	85,594
Total Equity & Non Controlling Interests	**1,030,599**	**73,538**	**(304,368)**	**799,769**
Total Equity and liabilities	**2,472,818**	**504,047**	**(549,782)**	**2,427,085**

3.3 Segment wise Summarized Statement of Operations

3.3.1 India & South Asia

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-17	Dec-16	Y-on-Y Growth	Dec-17	Dec-16	Y-on-Y Growth
Total revenues	**153,853**	**182,392**	**-16%**	**495,320**	**573,992**	**-14%**
EBITDA	57,679	72,693	-21%	185,539	237,040	-22%
EBITDA / Total revenues	*37.5%*	*39.9%*		*37.5%*	*413%*	
EBIT	15,963	33,500	-52%	65,426	120,826	-46%
Capex	59,989	54,171	11%	194,393	142,012	37%
Operating Free Cash Flow (EBITDA - Capex)	(2,310)	18,522	-112%	(8,854)	95,027	-109%
Cumulative Investments	2,512,932	2,307,154	9%	2,512,932	2,307,154	9%

3.3.2 India

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-17	Dec-16	Y-on-Y Growth	Dec-17	Dec-16	Y-on-Y Growth
Total revenues	**152,942**	**180,126**	**-15%**	**492,660**	**563,861**	**-13%**
EBITDA	57,658	72,518	-20%	185,601	236,681	-22%
EBITDA / Total revenues	*37.7%*	*40.3%*		*37.7%*	*42.0%*	
EBIT	16,257	34,238	-53%	66,425	124,407	-47%
Capex	59,601	53,714	11%	193,459	140,735	37%
Operating Free Cash Flow (EBITDA - Capex)	(1,943)	18,804	-110%	(7,858)	95,946	-108%
Cumulative Investments	2,477,472	2,270,718	9%	2,477,472	2,270,718	9%

B2C Services

3.3.3 Mobile Services (India) – comprises of Mobile Services and Network Groups building / providing fiber connectivity.

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-17	Dec-16	Y-on-Y Growth	Dec-17	Dec-16	Y-on-Y Growth
Total revenues	**107,510**	**138,130**	**-22%**	**359,107**	**435,793**	**-18%**
EBITDA	35,091	52,986	-34%	121,460	179,860	-32%
EBITDA / Total revenues	*32.6%*	*38.4%*		*33.8%*	*413%*	
EBIT	1,668	23,023	-93%	25,649	91,092	-72%
Capex	49,357	44,091	12%	161,139	113,081	42%
Operating Free Cash Flow (EBITDA - Capex)	(14,266)	8,895	-260%	(39,680)	66,779	-159%
Cumulative Investments	2,027,872	1,845,896	10%	2,027,872	1,845,896	10%

3.3.4 Homes Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-17	Dec-16	Y-on-Y Growth	Dec-17	Dec-16	Y-on-Y Growth
Total revenues	**6,153**	**7,025**	**-12%**	**19,223**	**20,733**	**-7%**
EBITDA	3,072	3,414	-10%	8,801	9,675	-9%
EBITDA / Total revenues	*49.9%*	*48.6%*		*45.8%*	*46.7%*	
EBIT	1,129	1,941	-42%	3,568	5,189	-31%
Capex	3,209	1,858	73%	6,873	6,591	4%
Operating Free Cash Flow (EBITDA - Capex)	(137)	1,555	-109%	1,928	3,084	-37%
Cumulative Investments	68,221	63,676	7%	68,221	63,676	7%

3.3.5 Digital TV Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-17	Dec-16	Y-on-Y Growth	Dec-17	Dec-16	Y-on-Y Growth
Total revenues	**9,642**	**8,735**	**10%**	**27,985**	**25,649**	**9%**
EBITDA	3,708	3,026	23%	10,525	9,066	16%
EBITDA / Total revenues	*38.5%*	*34.6%*		*37.6%*	*35.3%*	
EBIT	1,500	684	119%	3,768	2,602	45%
Capex	2,360	2,650	-11%	8,213	7,222	14%
Operating Free Cash Flow (EBITDA - Capex)	1,348	376	259%	2,312	1,844	25%
Cumulative Investments	77,993	72,127	8%	77,993	72,127	8%

B2B Services

3.3.6 Airtel Business

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-17	Dec-16	Y-on-Y Growth	Dec-17	Dec-16	Y-on-Y Growth
Total revenues	**29,005**	**27,050**	**7%**	**85,023**	**83,660**	**2%**
EBITDA	11,654	8,287	41%	30,878	24,460	26%
EBITDA / Total revenues	*40.2%*	*30.6%*		*36.3%*	*29.2%*	
EBIT	8,850	5,384	64%	22,643	16,193	40%
Capex	823	1,239	-34%	4,508	4,683	-4%
Operating Free Cash Flow (EBITDA - Capex)	10,832	7,048	54%	26,370	19,778	33%
Cumulative Investments	95,020	89,831	6%	95,020	89,831	6%

3.3.7 Tower Infrastructure Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-17	Dec-16	Y-on-Y Growth	Dec-17	Dec-16	Y-on-Y Growth
Total revenues	**16,950**	**15,292**	**11%**	**49,545**	**44,812**	**11%**
EBITDA	8,318	7,291	14%	24,402	21,234	15%
EBITDA / Total revenues	*49.1%*	*47.7%*		*49.3%*	*47.4%*	
EBIT	5,249	4,299	22%	15,303	12,325	24%
Share of results of joint ventures/associates	3,226	3,041	6%	9,738	8,678	12%
Capex	2,380	3,405	-30%	8,636	7,586	14%
Operating Free Cash Flow (EBITDA - Capex)	5,938	3,886	53%	15,766	13,648	16%
Cumulative Investments	197,747	192,103	3%	197,747	192,103	3%

Others

3.3.8 Others (India) – comprises of Airtel Payments Bank, Corporate Office and other small entities.

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-17	Dec-16	Y-on-Y Growth	Dec-17	Dec-16	Y-on-Y Growth
Total revenues	**1,014**	**961**	**6%**	**3,005**	**2,789**	**8%**
EBITDA	(1,777)	(421)	-322%	(3,612)	(1,472)	-145%
EBIT	(1,779)	(840)	-112%	(3,668)	(1,920)	-91%
Capex	1,472	469	214%	4,090	1,571	160%
Operating Free Cash Flow (EBITDA - Capex)	(3,249)	(890)	-265%	(7,702)	(3,042)	-153%
Cumulative Investments	10,618	7,084	50%	10,618	7,084	50%

3.3.9 South Asia – comprises of operations in Sri Lanka.

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-17	Dec-16	Y-on-Y Growth	Dec-17	Dec-16	Y-on-Y Growth
Total revenues	**1,013**	**2,454**	**-59%**	**3,012**	**10,766**	**-72%**
EBITDA	18	162	-89%	(59)	346	-117%
EBITDA / Total revenues	*18%*	*6.6%*		*-2.0%*	*3.2%*	
EBIT	(297)	(751)	61%	(996)	(3,602)	72%
Capex	389	457	-15%	934	1,278	-27%
Operating Free Cash Flow (EBITDA - Capex)	(370)	(295)	-25%	(993)	(932)	-7%
Cumulative Investments	35,461	36,436	-3%	35,461	36,436	-3%

Note 5: W.e.f November 16, 2016, Bangladesh operations merged with "Robi Axiata Limited", where Bharti Airtel is having 25% stake and hence the above results reflects Bangladesh operations till November 16, 2016 only.

3.3.10 Africa – comprises of operations in 14 countries in Africa

In USD Constant Currency - 14 Countries [Note 6 & 7]

Amount in US$ Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-17	Dec-16	Y-on-Y Growth	Dec-17	Dec-16	Y-on-Y Growth
Total revenues	**783**	**744**	**5%**	**2,244**	**2,179**	**3%**
EBITDA	278	184	51%	730	511	43%
EBITDA / Total revenues	*35.5%*	*24.7%*		*32.5%*	*23.4%*	
EBIT	169	50	240%	375	83	349%
Capex	75	59	28%	171	268	-36%
Operating Free Cash Flow (EBITDA - Capex)	202	125	63%	559	243	130%
Cumulative Investments	8,629	8,603	0%	8,629	8,603	0%

Note 6: During the current financial year, Bharti Airtel had divested telecom operations in Ghana. For the above table, financials and operational parameters have been shown for remaining 14 countries and the historical periods have been re-instated to make them comparable.
Note 7: Closing currency rates as on March 1, 2017 (AOP FY 17-18 currency) considered for above financials up to EBIT. Actual currency rates are taken for Capex & Cumulative Investments.
Refer page 44 & 46 for the last 5 quarter trends in constant currency and reported currency.

In USD Constant Currency [Note 7]

Amount in US$ Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-17	Dec-16	Y-on-Y Growth	Dec-17	Dec-16	Y-on-Y Growth
Total revenues	**783**	**775**	**1%**	**2,301**	**2,335**	**-1%**
EBITDA	278	186	49%	735	536	37%
EBITDA / Total revenues	*35.5%*	*24.0%*		*319%*	*23.0%*	
EBIT	169	46	266%	368	80	363%
Capex	75	65	17%	174	279	-38%
Operating Free Cash Flow (EBITDA - Capex)	202	122	67%	560	257	118%
Cumulative Investments	8,629	8,603	0%	8,629	8,603	0%

Note 8: Above table reflects the USD reported numbers translated to constant currency.
Refer page 45 & 47 for the last 5 quarter trends in constant currency and reported currency.

3.4 Region wise & Segment wise - Investment & Contribution

Quarter Ended:

Amount in Rs Mn, except ratios

Segment	Quarter Ended Dec 2017						As at Dec 31, 2017	
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total	Cummulative Investments	% of Total
Mobile Services	107,510	70%	35,091	61%	49,357	82%	2,027,872	81%
Homes Services	6,153	4%	3,072	5%	3,209	5%	68,221	3%
Digital TV Services	9,642	6%	3,708	6%	2,360	4%	77,993	3%
Airtel Business	29,005	19%	11,654	20%	823	1%	95,020	4%
Tower Infrastructure Services	16,950	11%	8,318	14%	2,380	4%	197,747	8%
Others (India)	1,014	1%	(1,777)	-3%	1,472	2%	10,618	0%
South Asia	1,013	1%	18	0%	389	1%	35,461	1%
Sub Total	**171,287**	**111%**	**60,085**	**104%**	**59,989**	**100%**	**2,512,932**	**100%**
Eliminations	(17,434)	-11%	(2,406)	-4%	0	0%		
Accumulated Depreciation and Amortisation							(934,894)	
Total (India SA)	**153,853**	**100%**	**57,679**	**100%**	**59,989**	**100%**	**1,578,038**	
India SA % of Consolidated	**76%**		**76%**		**93%**		**82%**	
Africa	51,293		18,188		4,667		558,510	
Accumulated Depreciation and Amortisation							(119,231)	
Total (Africa)	**51,293**		**18,188**		**4,667**		**439,279**	
Africa % of Consolidated	**25%**		**24%**		**7%**		**18%**	
Eliminations	(1,960)		4		0		0	
Eliminations % of Consolidated	-1%		0%		0%		0%	
Consolidated	**203,186**		**75,871**		**64,657**		**3,071,442**	

Nine Months Ended:

Amount in Rs Mn, except ratios

Segment	Nine Months Ended Dec 2017						As at Dec 31, 2017	
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total	Cummulative Investments	% of Total
Mobile Services	359,107	73%	121,460	65%	161,139	83%	2,027,872	81%
Homes Services	19,223	4%	8,801	5%	6,873	4%	68,221	3%
Digital TV Services	27,985	6%	10,525	6%	8,213	4%	77,993	3%
Airtel Business	85,023	17%	30,878	17%	4,508	2%	95,020	4%
Tower Infrastructure Services	49,545	10%	24,402	13%	8,636	4%	197,747	8%
Others (India)	3,005	1%	(3,612)	-2%	4,090	2%	10,618	0%
South Asia	3,012	1%	(59)	0%	934	0%	35,461	1%
Sub Total	**546,901**	**110%**	**192,395**	**104%**	**194,393**	**100%**	**2,512,932**	**100%**
Eliminations	(51,581)	-10%	(6,856)	-4%	0	0%		
Accumulated Depreciation and Amortisation							(934,894)	
Total (India & SA)	**495,320**	**100%**	**185,539**	**100%**	**194,393**	**100%**	**1,578,038**	
India SA % of Consolidated	**77%**		**79%**		**95%**		**82%**	
Africa	151,852		48,618		10,959		558,510	
Accumulated Depreciation and Amortisation							(119,231)	
Total (Africa)	**151,852**		**48,618**		**10,959**		**439,279**	
Africa % of Consolidated	**24%**		**21%**		**5%**		**18%**	
Eliminations	(6,636)		(20)		(0)		0	
Eliminations % of Consolidated	-1%		0%		0%		0%	
Consolidated	**640,536**		**234,138**		**205,352**		**3,071,442**	

SECTION 4

OPERATING HIGHLIGHTS

The financial figures used for computing ARPU, Revenue per Site, Gross revenue per employee per month, Personnel cost per employee per month are based on Ind-AS.

4.1 Customers - Consolidated

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Q-on-Q Growth	Dec 31, 2016	Y-on-Y Growth
Mobile Services	**000's**	**376,393**	**366,060**	**2.8%**	**348,147**	**8.1%**
India	000's	290,113	282,047	2.9%	265,853	9.1%
South Asia	000's	2,150	2,086	3.1%	1,938	11.0%
Africa	000's	84,130	81,927	2.7%	80,356	4.7%
Homes Services	000's	2,164	2,159	0.2%	2,102	2.9%
Digital TV Services	000's	13,937	13,521	3.1%	12,588	10.7%
Airtel Business	000's	1,749	1,743	0.3%	1,728	1.2%
Total	**000's**	**394,243**	**383,484**	**2.8%**	**364,564**	**8.1%**

Note 9: Reported Y-o-Y customer base growth impacted on account of Africa / Bangladesh divested operating units.

4.2 Traffic Details – Consolidated

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Q-on-Q Growth	Dec 31, 2016	Y-on-Y Growth
Mobile Services	**Mn Min**	**537,878**	**478,107**	**12.5%**	**370,882**	**45.0%**
India	Mn Min	494,546	437,142	13.1%	330,217	49.8%
South Asia	Mn Min	1,404	1,347	4.2%	4,752	-70.5%
Africa	Mn Min	41,928	39,618	5.8%	35,913	16.7%
Homes Services	Mn Min	3,071	3,500	-12.3%	2,426	26.6%
Airtel Business	Mn Min	2,869	3,151	-9.0%	2,842	1.0%
National Long Distance Services	Mn Min	59,516	56,709	4.9%	34,755	71.2%
International Long Distance Services	Mn Min	5,476	5,103	7.3%	4,910	11.5%
Total Minutes on Network (Gross)	**Mn Min**	**608,810**	**546,570**	**11.4%**	**415,814**	**46.4%**
Eliminations	Mn Min	(55,562)	(56,881)	2.3%	(34,803)	-59.6%
Total Minutes on Network (Net)	**Mn Min**	**553,247**	**489,690**	**13.0%**	**381,011**	**45.2%**

Note 10: Reported Y-o-Y traffic growth impacted on account of Africa / Bangladesh divested operating units.

4.3 Mobile Services India

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Q-on-Q Growth	Dec 31, 2016	Y-on-Y Growth
Customer Base	000's	290,113	282,047	2.9%	265,853	9.1%
VLR	%	99.2%	96.5%		97.2%	
Net Additions	000's	8,066	1,400	476.1%	5,912	36.4%
Pre-Paid (as % of total Customer Base)	%	93.7%	93.7%		93.7%	
Monthly Churn	%	3.3%	3.9%		4.1%	
Average Revenue Per User (ARPU)	Rs	123	145	-15.2%	172	-28.6%
Average Revenue Per User (ARPU)	US$	1.9	2.2	-15.6%	2.5	-25.4%
Revenue per towers per month	Rs	215,670	250,234	-13.8%	283,359	-23.9%
Revenues						
Mobile Services [11]	Rs Mn	105,709	122,115	-13.4%	135,644	-22.1%
Voice						
Minutes on the network	Mn	494,546	437,142	13.1%	330,217	49.8%
Voice Usage per customer	min	575	518	10.9%	419	37.2%
Data						
Data Customer Base	000's	70,836	65,769	7.7%	54,915	29.0%
Of which Mobile Broadband customers	*000's*	62,149	*55,218*	12.6%	*37,690*	64.9%
As % of Customer Base	*%*	*24.4%*	*23.3%*		*20.7%*	
Total MBs on the network	Mn MBs	1,105,839	783,809	41.1%	171,817	543.6%
Data Usage per customer	MBs	5,349	4,087	30.9%	972	450.1%

Note 11: Excludes revenues from network groups building / providing fiber connectivity and group eliminations.

4.4 Homes Services

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Q-on-Q Growth	Dec 31, 2016	Y-on-Y Growth
Homes Customers	000's	2,164	2,159	0.2%	2,102	2.9%
Of which no. of broadband (DSL) customers	*000's*	2,024	2,001	1.1%	1,922	5.3%
As % of Customer Base	*%*	93.5%	92.7%		91.4%	
Net additions	000's	5	23	-79.5%	19	-75.6%
Average Revenue Per User (ARPU)	Rs	948	989	-4.1%	1,112	-14.7%
Average Revenue Per User (ARPU)	US$	14.7	15.4	-4.6%	16.4	-10.8%
Non Voice Revenue as % of Homes revenues	%	90.2%	90.4%		87.9%	

4.5 Digital TV Services

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Q-on-Q Growth	Dec 31, 2016	Y-on-Y Growth
Digital TV Customers	000's	13,937	13,521	3.1%	12,588	10.7%
Net additions	000's	416	207	101.4%	183	127.7%
Average Revenue Per User (ARPU)	Rs	233	233	0.4%	232	0.5%
Average Revenue Per User (ARPU)	US$	3.6	3.6	-0.1%	3.4	5.1%
Monthly Churn	%	1.2%	1.4%		1.3%	

4.6 Network and Coverage - India

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Q-on-Q Growth	Dec 31, 2016	Y-on-Y Growth
Mobile Services						
Census Towns	Nos	7,897	7,896	1	7,892	5
Non-Census Towns and Villages	Nos	786,032	786,032	0	784,769	1,263
Population Coverage	%	95.3%	95.3%		95.3%	
Optic Fibre Network	R Kms	233,720	232,150	1,570	223,607	10,113
Network towers	Nos	163,808	162,954	854	160,199	3,609
Of which Mobile Broadband towers	*Nos*	130,334	*123,181*	7,153	*113,367*	16,967
Total Mobile Broadband Base stations	Nos	259,002	226,132	32,870	170,844	88,158
Homes Services- Cities covered	Nos	89	88	1	87	2
Airtel Business - Submarine cable systems	Nos	7	7	0	7	0
Digital TV Services						
Districts Covered	Nos	639	639	0	639	0
Coverage	%	100%	100%		100%	

4.7 Tower Infrastructure Services

4.7.1 Bharti Infratel Standalone

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Q-on-Q Growth	Dec 31, 2016	Y-on-Y Growth
Total Towers	Nos	39,363	39,264	99	38,997	366
Total Co-locations	Nos	92,211	94,538	(2,327)	86,112	6,099
Key Indicators						
Sharing Revenue per sharing operator per month	Rs	36,941	36,394	1.5%	37,428	-1.3%
Average Sharing Factor	Times	2.38	2.39		2.17	

Additional Information:

4.7.2 Indus Towers

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Q-on-Q Growth	Dec 31, 2016	Y-on-Y Growth
Total Towers	Nos	122,962	123,073	(111)	122,044	918
Total Co-locations	Nos	288,727	298,929	(10,202)	282,909	5,818
Average Sharing Factor	Times	2.39	2.43		2.29	

4.7.3 Bharti Infratel Consolidated

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Q-on-Q Growth	Dec 31, 2016	Y-on-Y Growth
Total Towers	Nos	91,007	90,955	52	90,255	752
Total Co-locations	Nos	213,476	220,088	(6,612)	204,934	8,542
Average Sharing Factor	Times	2.38	2.41		2.24	

4.8 Human Resource Analysis – India

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Q-on-Q Growth	Dec 31, 2016	Y-on-Y Growth
Total Employees	Nos	17,482	17,657	(175)	19,048	(1,566)
Number of Customers per employee	Nos	17,616	16,960	656	14,819	2,797
Personnel cost per employee per month	Rs	112,201	115,911	-3.2%	100,338	11.8%
Gross Revenue per employee per month	Rs	2,916,176	3,157,990	-7.7%	3,152,145	-7.5%

4.9 Africa – 14 Countries

4.9.1 Operational Performance (In Constant Currency)

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Q-on-Q Growth	Dec 31, 2016	Y-on-Y Growth
Customer Base	000's	84,130	78,742	6.8%	76,925	9.4%
VLR	%	82.1%	82.1%		81.1%	
Net Additions	000's	5,388	1,881	186.5%	2,398	124.7%
Pre-Paid (as % of total Customer Base)	%	99.1%	99.0%		99.2%	
Monthly Churn	%	4.1%	4.7%		4.7%	
Average Revenue Per User (ARPU)	US$	3.2	3.2	-0.3%	3.3	-2.1%
Revenue per site per month	US$	13,704	13,082	4.8%	13,179	4.0%
Voice						
Minutes on the network	Mn	41,928	38,406	9.2%	34,404	21.9%
Voice Usage per customer	min	172	164	4.8%	152	13.3%
Data						
Data Customer Base	000's	23,324	20,529	13.6%	16,731	39.4%
As % of Customer Base	*%*	*27.7%*	*26.1%*		*21.8%*	
Total MBs on the network	Mn MBs	65,544	57,933	13.1%	33,560	95.3%
Data Usage per customer	MBs	997	994	0.3%	671	48.7%

Constant currency rates as on March 1, 2017 (AOP FY 2017-18 Currency) considered for above KPIs
Refer page 53 for the last 5 quarter trends in constant currency.
Refer note 6 on page 12

4.9.2 Network & Coverage

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Q-on-Q Growth	Dec 31, 2016	Y-on-Y Growth
Network towers	Nos	19,054	18,926	128	18,864	190
Of which Mobile Broadband towers	*Nos*	*12,933*	*12,709*	*224*	*12,469*	*464*
Total Mobile Broadband Base stations	Nos	16,863	15,575	1,288	12,553	4,310

4.9.3 Human Resource Analysis

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Q-on-Q Growth	Dec 31, 2016	Y-on-Y Growth
Total Employees	Nos	3,420	3,464	(44)	3,753	(333)
Number of Customers per employee	Nos	24,599	22,731	1,868	20,497	4,102
Personnel cost per employee per month	US$	5,592	5,626	-0.6%	5,960	-6.2%
Gross Revenue per employee per month	US$	76,325	72,528	5.2%	66,074	15.5%

SECTION 5

MANAGEMENT DISCUSSION AND ANALYSIS

5.1 India & SA

A. Key Industry Developments

A. Revision in International call termination charges

The sector regulator, Telecom Regulatory Authority of India (TRAI) has announced a reduction in International termination rate (ITR) from Rs 0.53 per min to Rs 0.30 per min with effect from February 1, 2018.

B. **Telecommunication Interconnection Regulations, 2018**

The regulation, effective from February 1, 2018, lays down rules for drafting network connectivity agreements along with norms for initial provisioning of such connectivity, augmentation of Points of Interconnect (PoI), applicable rates or charges, disconnection of ports, and financial disincentive on interconnection issues. The key features are:-

- Post receipt of a request for interconnection, service providers now have a defined time frame of 30 days to enter into a non-discriminatory agreement.
- A financial disincentive, not exceeding rupees one lakh per day per licensed service area, has been introduced for violation of these regulations and timelines.

B. Key Company Developments

- Airtel won the **'Best Brand Loyalty Marketing Campaign'** and **'Best CSR Initiative Award'** at the Asian Customer Engagement Forum (ACEF) awards. The Forum honors campaigns that display the highest proficiency and creativity in fields of integrated marketing and customer engagement.
- Bharti Airtel announced that an 'affiliate' of **Warbug Pincus** will acquire an equity stake of up to 20% in **Bharti Telemedia Limited** – its DTH arm. The transaction is subject to regulatory and statutory approvals.
- Bharti Airtel Limited via its wholly owned subsidiary, **Nettle Infrastructure Investments Limited**, divested 83 million shares of its subsidiary **Bharti Infratel Limited** through secondary share sale in the stock market for a consideration of over Rs 3,325 crore.
- Airtel has signed an **agreement with the Department of Telecom (DoT) and the Universal Service Obligation Fund (USOF)** for provision of mobile services in identified uncovered villages and national highways in the North Eastern States of Assam, Manipur, Mizoram, Nagaland, Sikkim, Tripura and Arunachal Pradesh. Under the agreement, Airtel will set up over 2,000 mobile towers in more than 2,100 villages over the next 18 months.
- As part of the **'Mera Pehla Smartphone'** initiative, Airtel extended a number of **partnerships with several device manufacturers** including Karbonn, Celkon, Intex, Samsung and Itel to bring highly affordable 'bundled' 4G smartphone options to the market.
- Airtel acquired a strategic stake in **Juggernaut Books ("Juggernaut")**, a popular digital platform to discover and read high quality, affordable books and to submit amateur writing. This synergizes with Airtel's endeavor to build an open content ecosystem and bring world class digital content to customers,
- Airtel announced the **launch of India's first Telecom Infra Project (TIP) Community Lab.** Airtel is among the early members of TIP – a global initiative founded by Facebook, Deutsche Telekom, Intel, Nokia and SK Telecom to create a new approach for building and deploying telecom network infrastructure.
- Further enhancing its value proposition for customers, **Airtel introduced 'Data Rollover'** feature for its **home broadband customers** enabling them to carry forward unused monthly data to the next billing cycle. Customers can now accumulate up to 1,000 GB data and easily track their usage and balance data on the My Airtel App.
- As part of it's **Project Next** initative, Airtel launched its **Online Store** to bring a range of premium devices at affordable down payments and bundled monthly plans. In a first of its kind digital store, Airtel has introduced the iPhone 7 at just Rs. 7,777.
- **Airtel expanded its VoLTE services** to Andhra Pradesh, Gujarat, Karnataka, Chennai, Maharashtra and Goa thereby enabling customers to enjoy HD quality voice calls along with faster call set up time.

5.2 Africa

A. Key Industry Developments

- A new Telecommunication Bill in Malawi has made it mandatory for companies to have 20% local shareholding before August 1, 2018.
- The Malawian Regulator has set a glide path for Mobile Termination Revenue (MTR) effective from January 1, 2018. The current MTR of $0.04 has changed to $0.02, will become $0.012 effective January 1, 2019 and finally $0.006 effective January 1, 2020.

B. Key Company Developments

- **Airtel Kenya** won the **Humanitarian / Corporate Award 2017**, at the Red Cross Volunteer Awards in Nairobi, Kenya. The awards are held in recognition of exemplary service

and contribution to Red Cross' work of alleviating human suffering.

- **Airtel Seychelles** won the **"CSR Company of the year"** at the business awards organized by Seychelles Chambers of Commerce and Industry.

- **Airtel Rwanda** has entered into a definitive agreement **to acquire Tigo Rwanda** which will consolidate the Rwandan telecom market and position Airtel as a strong number 2 operator. The agreement is subject to regulatory and statutory approvals.

5.3 Share of Associates / Joint Ventures

A) Robi Axiata Limited

Robi Axiata Limited is a joint venture between Axiata Group Berhad, of Malaysia, Bharti Airtel Limited, of India and NTT Docomo Inc. of Japan. Axiata holds 68.7% controlling stake in the entity, Bharti Airtel holds 25% while the remaining 6.3% is held by NTT Docomo.

Robi Axiata Limited is the second largest mobile phone operator of Bangladesh and the first operator to introduce GPRS and 3.5G services in the country.

Key operational and financial performance

Bangladesh	Unit	Quarter Ended		
		Sep-17	Jun-17	Mar-17
Operational Performance				
Customer Base	000's	41,211	39,570	36,200
Data Customer as % of Customer Base	%	57.7%	56.1%	55.3%
ARPU	BDT	131	132	133
Financial Highlights (proportionate share of Airtel)				
Total revenues	Rs Mn	3,466	3,310	3,256
EBITDA	Rs Mn	770	526	573
EBITDA / Total revenues	%	22.2%	15.9%	17.6%
Net Income	Rs Mn	(93)	135	(371)

B) Airtel Ghana Limited

Bharti Airtel Ghana Limited is a joint venture between Bharti Airtel Africa B.V. and MIC Africa B.V. Both the entities hold 49.95% share in the merged entity.

Key operational and financial performance

Ghana	Unit	Quarter Ended
		Dec-17
Operational Performance		
Customer Base	000's	6,306
Data Customer as % of Customer Base	%	57.6%
ARPU	GHS	13
Financial Highlights (proportionate share of Airtel)		
Total revenues	Rs Mn	1,839
EBITDA	Rs Mn	291
EBITDA / Total revenues	%	15.8%
Net Income	Rs Mn	(373)

5.4 Results of Operations

The financial results presented in this section are compiled based on the audited consolidated financial statements prepared in accordance with Indian Accounting Standards (Ind-AS) and the underlying information.

Key Highlights – For the quarter ended Dec 31, 2017

- **Overall customer base at 394.2 Mn across 16 countries (up 9.2% Y-o-Y on underlying basis*)**
- **Net addition of 33.1 Mn customers over the previous year (on underlying basis)**
- **Consolidated mobile data traffic at 1,178.1 Bn MBs (up 460.4% Y-o-Y on underlying basis)**
- **Total revenues of Rs 203.2 Bn; down 8.4% Y-o-Y (underlying basis)**
- **EBITDA at Rs 75.9 Bn; down 11.5% Y-o-Y (underlying down 8.7% Y-o-Y); EBITDA margin up 0.6% Y-o-Y**
- **EBIT at Rs 27.0 Bn; down 26.5% Y-o-Y**
- **Consolidated net income of Rs 3.1 Bn (Q2'18 : Rs 3.4 Bn) vis-à-vis Rs 5.0 Bn in the corresponding quarter last year**
- **Return on Capital Employed (ROCE) at 4.9% vis-à-vis 7.1% in the corresponding quarter last year**

Results for the quarter ended Dec 31, 2017

5.4.1 Bharti Airtel Consolidated

As on Dec 31, 2017, the company had 394.2 Mn customers, an increase of 8.1% (9.2% underlying) as compared to 364.6 Mn in the corresponding quarter last year. Total minutes of usage on the network during the quarter were 553.2 Bn, representing a growth of 45.2% (47.1% underlying) as compared to 381.0 Bn in the corresponding quarter last year. Mobile Data traffic grew at 446.0% (460.4% underlying) to 1,178.1 Bn MBs during the quarter as compared to 215.8 Bn MBs in the corresponding quarter last year.

Consolidated revenues for the quarter stood at Rs 203,186 Mn, down 12.9% (underlying down 8.4%) compared to Rs 233,357 Mn in the corresponding quarter last year.

India revenues for the quarter stood at Rs 152,942 Mn, down 15.1% compared to Rs 180,126 Mn in the corresponding quarter last year, primarily led by drop in mobile segment.

Consolidated net revenues, after netting off access costs and cost of goods sold, decreased by 12.2% (9.7% underlying) to Rs 182,186 Mn as compared to Rs 207,428 Mn in the corresponding quarter last year.

TRAI has prescribed changes in inter-connect usage charges (IUC) effective October 01, 2017 which has led to drop in Gross revenues by Rs 10,615 Mn and EBITDA of Rs 3,378 Mn in the current quarter with negligible impact on EBITDA margins. The drop in Mobile ARPU on account of the same is Rs 16 .

Sustained focus on eliminating waste & bringing in cost efficiencies has resulted in an opex (excluding access costs, costs of goods sold and license fees) decline of 10.3% Y-o-Y (8.1% underlying) to Rs 89,468 Mn for the quarter ending December 31, 2017.

Consolidated EBITDA of Rs 75,871 Mn during the quarter, decreased by 11.5% (8.7% underlying) compared to Rs 85,705 Mn in the corresponding quarter last year. EBITDA margin for the quarter was at 37.3% as compared to 36.7% in the corresponding quarter last year. India EBITDA margin for the quarter was at 37.7% as compared to 40.3% in the corresponding quarter last year.

Depreciation and amortization expenses were at Rs 48,375 Mn vis-à-vis Rs 48,350 Mn in the corresponding quarter last year, primarily due to divestment of operations in Bangladesh and Ghana. EBIT for the quarter was at Rs 27,008 Mn as compared to Rs 36,748 Mn for the quarter ended December 31, 2016. The resultant EBIT margin was 13.3% as compared to 15.7% in the last year same quarter. Cash profits from operations (before derivative and exchange fluctuations) for the quarter were at Rs 54,567 Mn as compared to Rs 67,508 Mn in the corresponding quarter last year.

Net finance costs for the quarter were at Rs 20,880 Mn, higher by Rs 1,523 Mn as compared to corresponding quarter last year mainly due to lower investment income by Rs 1,788 Mn, higher interest & finance charges of Rs 926 Mn, partially offset by lower forex & derivative losses of Rs 1,192 Mn (Q3'18 – Rs 67 Mn, Q3'17 – Rs 1,259 Mn).

The resultant profit before tax and exceptional items for the quarter ended December 31, 2017 was Rs 8,381 Mn as compared to Rs 20,595 Mn in the corresponding quarter last year.

The consolidated income tax expense for the period of nine months ending December 31, 2017 was Rs 15,090 Mn as compared to Rs 37,287 Mn in the corresponding period of last year. The decline is primarily led by drop in profits in India. After adjusting for certain losses where no DTA was created, the underlying effective tax rate in India for the period was at 28.3% vs 29.4% for the full year ended March 31, 2017. The tax charge in Africa (excluding divested units) for the period of nine months ending December 31, 2017 was at $ 117 Mn (full year 2016-17: $ 148 Mn) is higher as compared to last year average, primarily on account of higher profits and change in profit mix of the countries.

Net income before exceptional items for the quarter ended December 31, 2017 was Rs 4,341 Mn as compared to Rs 6,171 Mn in the corresponding quarter last year. After accounting for loss of Rs 1,593 Mn towards exceptional items (net of tax) (details provided below in 5.4.2), the resultant net income for the quarter ended December 31, 2017 came in at Rs 3,058 Mn, compared to Rs 5,036 Mn in the corresponding quarter last year and Rs 3,430 Mn in the previous quarter.

The capital expenditure for the quarter was Rs 64,657 Mn as compared to Rs 58,537 Mn in the corresponding quarter last year. The consolidated operating free cash flow during the quarter was at Rs 11,214 Mn as compared to Rs 27,168 Mn in the corresponding quarter last year.

* Underlying growth mentioned in **section 5.4.1** is after adjusting for Africa / Bangladesh divested operating units and IUC rate cut.

Consolidated net debt for the company has increased by Rs 2,338 Mn to Rs 917,139 Mn as compared to Rs 914,801 Mn for the previous quarter. The net debt excluding the DOT obligations has decreased by Rs 7,241 Mn as compared to previous quarter and stood at Rs 446,768 Mn as at 31 December 2017, (Rs 454,009 Mn as at 30 September 2017). The Net Debt-EBITDA ratio (LTM) as at December 31, 2017 was at 3.01 times as compared to 2.91 times as on September 30, 2017. The Net Debt-Equity ratio was at 1.28 times as at December 31, 2017 as compared to 1.31 times as on September 30, 2017.

EBITDA decline along with higher spectrum costs and continued investments in India have resulted in decline of Return on Capital Employed (ROCE) to 4.9% from 7.1% in the corresponding quarter last year.

The Company's Board has declared an interim dividend of Rs 2.84 per share, which is a complete pass through of dividend received from subsidiaries.

5.4.2 Exceptional Items

Exceptional items during the quarter ended December 31, 2017 was Rs 1,593 Mn (net of tax) which mainly includes charge towards costs on network re-farming & up-gradation program, translation impact in Nigeria due to transition to market based exchange rate and gain towards divestment of subsidiary / assets.

5.4.3 B2C Services – India

5.4.3.1 Mobile Services

The continued stress on mobile ARPU across the industry was accentuated by the cut in domestic interconnect rates in this quarter.

As on December 31, 2017, the company had 290.1 Mn customers as compared to 265.9 Mn in the corresponding quarter last year, an increase of 9.1%. Our focus on quality base growth has led to drop in churn to 3.3% in the current quarter for the quarter ending December 31, 2017 compared to 4.1% in the corresponding quarter last year. Continued rise in penetration of bundled offers resulted in minutes traffic growth of 49.8% to 494.5 Bn during the quarter as compared to 330.2 Bn in the corresponding quarter last year.

The current quarter has witnessed healthy data customer addition of 5.1 Mn on a sequential quarter basis and was at 70.8 Mn at the end of the quarter. With the increased data penetration, the total MBs on the network have increased by 543.6% to 1,105.8 Bn MBs as compared to 171.8 Bn MBs in the corresponding quarter last year. Mobile Data usage per customer witnessed an increase of 450.1% to 5,349 MBs during the quarter as compared to 972 MBs in the corresponding quarter last year and has increased by 30.9% compared to previous quarter.

The company has stepped up investments on up-gradation and expansion of network towers. By the end of the quarter, the company had 163,808 network towers as compared to 160,199 network towers in the corresponding quarter last year. Out of the total number of towers, 130,334 are mobile broadband towers. The company has total 259,002 mobile broadband base stations as compared to 170,844 mobile broadband base stations at the end of the corresponding quarter last year and 226,132 at the end of the previous quarter.

Revenue from mobile services decreased by 22.2% to Rs 107,510 Mn as compared to Rs 138,130 Mn in the corresponding quarter last year due to continued ARPU contraction. Overall ARPU for the quarter was Rs 123 as compared to Rs 172 in the corresponding quarter last year.

EBITDA for the quarter was at Rs 35,091 Mn as compared to Rs 52,986 Mn in the corresponding quarter last year. EBITDA margin was at 32.6% during the quarter as compared to 38.4% in the corresponding quarter last year. EBIT during the quarter was Rs 1,668 Mn as compared to Rs 23,023 Mn in the corresponding quarter last year. EBIT margin was at 1.6% as compared to 16.7% in corresponding quarter last year.

During the quarter, the company has incurred a capex of Rs 49,357 Mn, primarily to enhance its data capacities. This capex investment along with decline in EBITDA has resulted into negative cash flow of Rs 14,266 Mn for the quarter as compared to positive cash flow of Rs 8,895 Mn in the corresponding quarter last year.

5.4.3.2 Homes Services

As on December 31, 2017, the company had its Homes operations in 89 cities with 2.2 Mn customers, out of which 2.0 Mn were broadband (DSL) customers, representing 93.5% of the total Homes customers. As on December 31, 2017, 85.6% of total Homes customers were V-Fiber enabled customers. Net customer additions during the quarter were 5 K.

For the quarter ended December 31, 2017, revenues from Homes operations were Rs 6,153 Mn as compared to Rs 7,025 Mn in the corresponding quarter last year due to ARPU dilution in the wake of rising affordable mobile broadband penetration. EBITDA for the quarter was at Rs 3,072 Mn compared to Rs 3,414 Mn in the corresponding quarter last year. EBITDA margin was at 49.9% during the quarter as against 48.6% in the corresponding quarter last year. EBIT for the quarter ended December 31, 2017 was Rs 1,129 Mn as compared to Rs 1,941 Mn in the corresponding quarter last year.

During the quarter ended December 31, 2017, the company incurred capital expenditure of Rs 3,209 Mn primarily on network upgradation and capacity enhancement. The resulting negative cash flow for the quarter was Rs 137 Mn as compared to Rs 1,555 Mn cash generation in the corresponding quarter last year.

5.4.3.3 Digital TV Services

As on December 31, 2017, the company had its Digital TV operations in 639 districts. DTH had 13.9 Mn customers at the end of the quarter, which represents an increase of 10.7%, as compared to the corresponding quarter last year. Net customer additions for Digital TV during the quarter were 416 K. ARPU for

the quarter was at Rs 233 as compared to Rs 232 in the corresponding quarter last year.

Revenue from Digital TV services increased by 10.4% to Rs 9,642 Mn as compared to Rs 8,735 Mn in the corresponding quarter last year. EBITDA for this segment continued to improve and was at Rs 3,708 Mn as compared to Rs 3,026 Mn in the corresponding quarter last year. The reported EBITDA margin improved to 38.5% in the current quarter, as compared to 34.6% in the corresponding quarter last year. EBIT for the quarter was at Rs 1,500 Mn in the current quarter, as compared to Rs 684 Mn in the corresponding quarter last year.

During the current quarter, the company incurred a capital expenditure of Rs 2,360 Mn. The resultant operating free cash flow during the quarter was at Rs 1,348 Mn as compared to Rs 376 Mn in the corresponding quarter last year.

5.4.4 B2B Services – India: Airtel Business

Revenues in this segment comprises of: a) Enterprise & Corporates Fixed Line, Data and Voice businesses, and b) Global Business which includes wholesale voice and data. Revenue as per point a) above, together with Enterprise Mobile revenues (included in India Mobile) is at Rs 25,987 Mn in this quarter, this is now 17.0% of the total India revenues.

Airtel Business segment has reported revenues of Rs 29,005 Mn as compared to Rs 27,050 Mn in the corresponding quarter last year, increase of 7.2%. Reduction in low margin revenue streams has led to net revenue growth of 7.9% as compared to corresponding quarter last year.

EBITDA stood at Rs 11,654 Mn during the quarter as compared to Rs 8,287 Mn in the corresponding quarter last year, growth of 40.6%. The reported EBITDA margin improved to 40.2% in the current quarter, as compared to 30.6% in the corresponding quarter last year. EBIT for the current quarter has increased by 64.4% to Rs 8,850 Mn as compared to Rs 5,384 Mn during the corresponding quarter last year. EBIT margin was at 30.5% during the quarter as compared to 19.9% in the corresponding quarter last year.

The company incurred a capital expenditure of Rs 823 Mn in Airtel Business as compared to Rs 1,239 Mn in the corresponding quarter last year. Operating free cash flow during the quarter was Rs 10,832 Mn as compared to Rs 7,048 Mn in the corresponding quarter last year.

5.4.5 Tower Infrastructure Services

The financials of this segment reflect standalone operations of Bharti Infratel Limited (Infratel), a subsidiary of the company, with the interest in Indus Tower Ltd (Indus) disclosed under share of profits from Joint Ventures/ Associates.

Revenues of Infratel for the quarter ended December 31, 2017 has increased by 10.8% to Rs 16,950 Mn as compared to Rs 15,292 Mn in the corresponding quarter last year. EBITDA during the quarter was higher by 14.1% at Rs 8,318 Mn compared to Rs 7,291 Mn in the corresponding quarter last year. EBIT for the quarter was higher by 22.1% to Rs 5,249 Mn as compared to Rs 4,299 Mn in the corresponding quarter last year.

As at the end of the quarter, Infratel had 39,363 towers with average sharing factor of 2.38 times compared to 2.17 times in the corresponding quarter last year. Including proportionate share of Indus in which Infratel holds 42% of stake, on a consolidated basis, Infratel had 91,007 towers with an average sharing factor of 2.38 times as compared to 2.24 times in the corresponding quarter last year, reflecting an improvement in the tenancy ratio.
Bharti Infratel incurred a capital expenditure of Rs 2,380 Mn during the quarter on a standalone basis. Operating free cash flows during the quarter were Rs 5,938 Mn as compared to Rs 3,886 Mn in the corresponding quarter last year. The share of profits of Indus during the quarter came in at Rs 3,226 Mn as compared to Rs 3,041 Mn in the corresponding quarter last year.

5.4.6 Africa

In Africa, exchange rates have been comparatively stable versus the US dollar except in Madagascar and Zambia. The revenue-weighted currency depreciation during the quarter has been 2.96% compared to previous quarter, mainly caused by change in Nigeria forex translation. Owing to the underlying economic changes in Nigeria, the company has transitioned from 'administered' to 'market based' exchange rate during the quarter. To enable comparison on an underlying basis, all financials up to PBT and all operating metrics mentioned below are in constant currency rates as of March 1, 2017 and are adjusted for divestment of operating units for all the periods i.e. the comparison till PBT has been given below for 14 countries. PBT as mentioned below excludes any realized/unrealized derivatives and exchange gain or loss for the period.

As on December 31, 2017, the company had an aggregate customer base of 84.1 Mn as compared to 76.9 Mn in the corresponding quarter last year, an increase of 9.4%. Our focus on acquiring quality customers has resulted in a lower customer churn for the quarter at 4.1% as compared to 4.7% in the corresponding quarter last year. Total minutes on network during the quarter registered a growth of 21.9% to 41.9 Bn as compared to 34.4 Bn in the corresponding quarter last year.

Data customers during the quarter increased by 39.4% to 23.3 Mn as compared to 16.7 Mn in the corresponding quarter last year. Data customers now represent 27.7% of the total customer base, as compared to 21.8% in the corresponding quarter last year. The total MBs on the network grew at a healthy growth rate of 95.3% to 65.5 Bn MBs compared to 33.6 Bn MBs in the corresponding quarter last year. Data usage per customer during the quarter was at 997 MBs as compared to 671 MBs in the corresponding quarter last year, an increase of 48.7%.

The total customer base using the Airtel Money platform increased by 21.7% to 10.4 Mn as compared to 8.6 Mn in the corresponding quarter last year. The total number of transactions during the quarter increased by 32.0% to 472 Mn as compared to 358 Mn in the corresponding quarter last year. Total value of transactions on the Airtel money platform has witnessed a strong growth of 37.9% to $ 5,358 Mn in the current quarter as compared to $ 3,884 Mn in the corresponding quarter last year.

The company had 19,054 network towers at end of the quarter as compared to 18,864 network towers in the corresponding quarter last year. 3G has been rolled out in 14 countries and 4G across 4 countries. Out of the total number of towers, 12,933 are mobile broadband towers. The company has total 16,863 mobile broadband base stations as compared to 12,553 mobile broadband base stations at the end of the corresponding quarter last year.

Africa revenues at $ 783 Mn grew by 5.3% as compared to $ 744 Mn in the corresponding quarter last year. Increase in data & Airtel Money penetration led to faster net revenue growth of 8.8%.

Our continued cost control initiatives have resulted into lower opex at $ 368 Mn as compared to $ 410 Mn in the corresponding quarter last year. EBITDA was at $ 278 Mn as compared to $ 184 Mn in the corresponding quarter last year. EBITDA margin improved significantly by 10.8% and was at its highest ever level of 35.5% for the quarter. Depreciation and amortization charges were at $ 107 Mn as compared to $ 134 Mn in the corresponding quarter last year. EBIT for the quarter was at $ 169 Mn as compared to $ 50 Mn in the corresponding quarter last year.

The resultant profit before tax and exceptional items for the quarter was at $ 130 Mn as compared to $ 19 Mn in the corresponding quarter last year.

On reported basis, after accounting for the finance costs and taxes, the net income for the quarter was $ 76 Mn as compared to a loss of $ 93 Mn in the corresponding quarter last year.

Capital expenditure during the quarter was $ 75 Mn for African operations. Operating free cash flow during the quarter was at $ 202 Mn, as compared to $ 125 Mn in the corresponding quarter last year.

5.5 Bharti's Three Line Graph

The Company tracks its performance on a three-line graph.

The parameters considered for the three-line graph are:

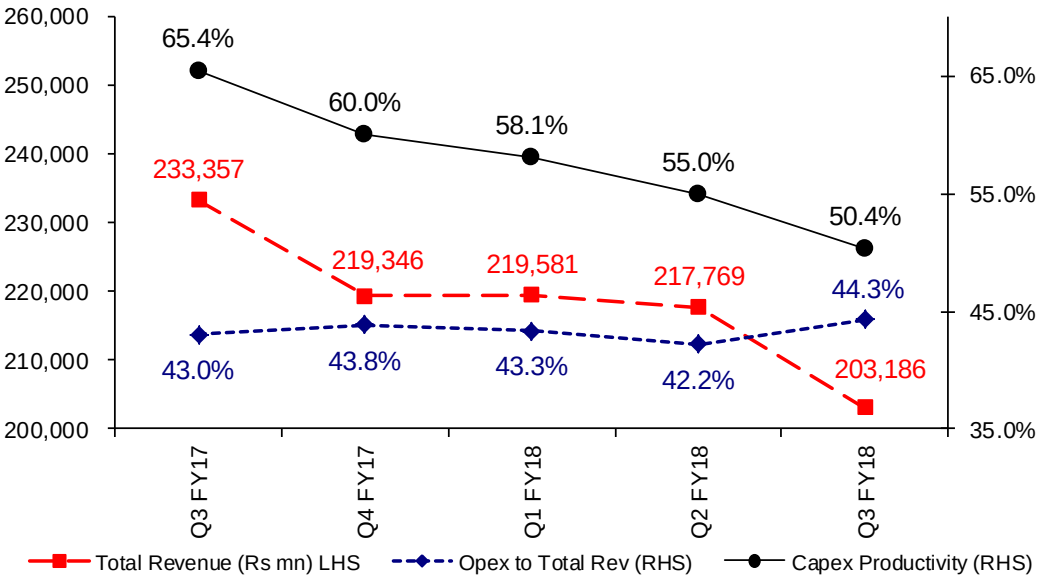
1. Total Revenues i.e. absolute turnover/sales

2. Opex Productivity – this is computed by dividing operating expenses by the total revenues for the respective period. Operating expenses is the sum of (i) employee costs (ii) network operations costs and (iii) selling, general and administrative costs. This ratio depicts the operational efficiencies in the Company

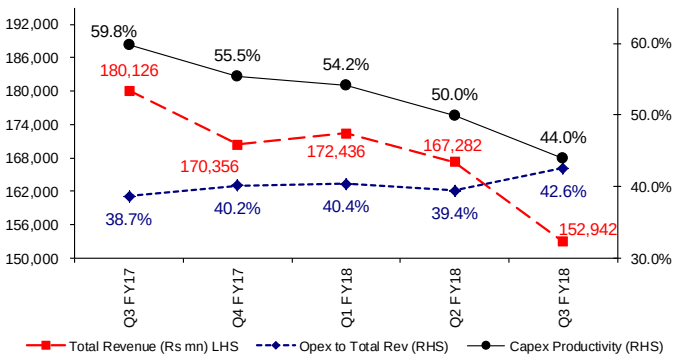
3. Capex Productivity – this is computed by dividing revenue for the quarter (annualized) by gross cumulative capex (gross fixed assets and capital work in progress) till date i.e. the physical investments made in the assets creation of the Company. This ratio depicts the asset productivity of the Company.

Given below are the graphs for the last five quarters of the Company:

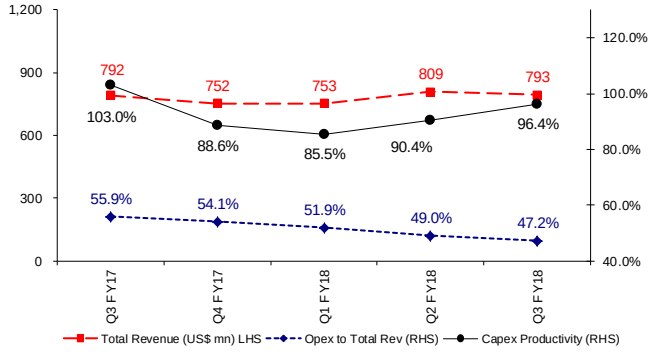
5.5.1 Bharti Airtel – Consolidated



5.5.2 Bharti Airtel – India



5.5.3 Bharti Airtel – Africa



SECTION 6

STOCK MARKET HIGHLIGHTS

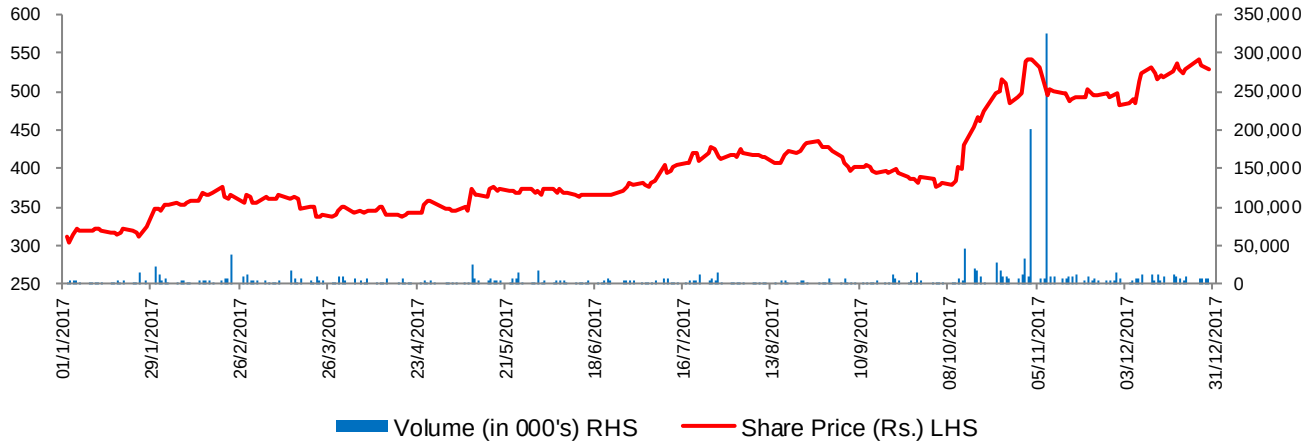
6.1 General Information

Shareholding and Financial Data	Unit	
Code/Exchange		532454/BSE
Bloomberg/Reuters		BHARTI IN/BRTI.BO
No. of Shares Outstanding (31/12/17)	Mn Nos	3,997.40
Closing Market Price - BSE (31/12/17)	Rs /Share	529.40
Combined Volume (NSE & BSE) (01/01/17 - 31/12/17)	Nos in Mn/day	7.66
Combined Value (NSE & BSE) (01/01/17 - 31/12/17)	Rs Mn /day	3,396.29
Market Capitalization	Rs Bn	2,116
Market Capitalization	US$ Bn	33.13
Book Value Per Equity Share	Rs /share	178.68
Market Price/Book Value	Times	2.96
Enterprise Value	Rs Bn	3,082
Enterprise Value	US$ Bn	48.25
Enterprise Value/ EBITDA (LTM)	Times	9.81
P/E Ratio (LTM)	Times	152.29

6.2 Summarized Shareholding pattern as of December 31, 2017

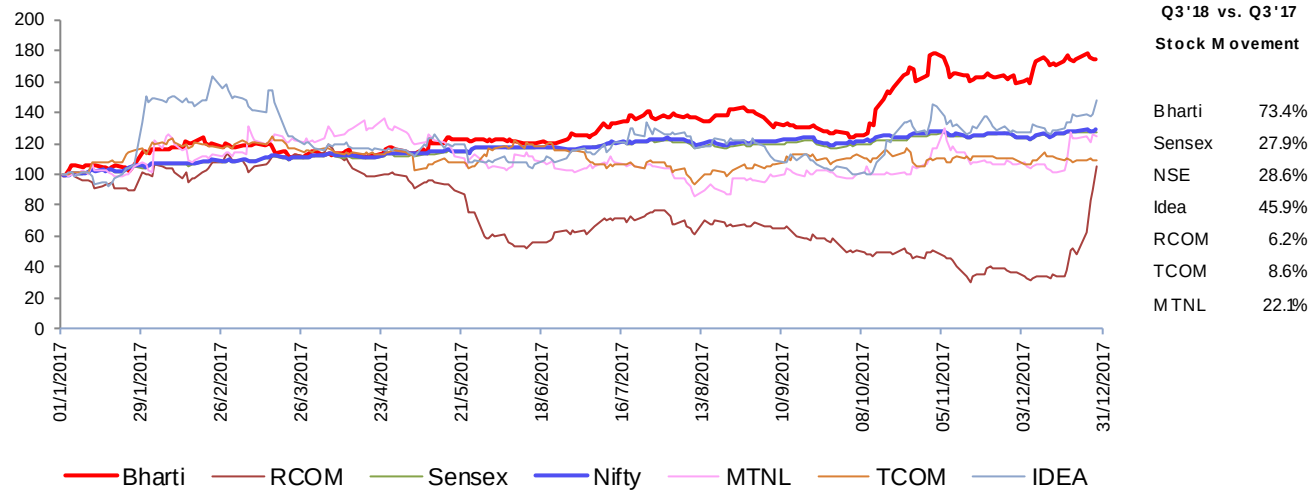
Category	Number of Shares	%
Promoter & Promoter Group		
Indian	2,002,818,452	50.10%
Foreign	680,963,103	17.04%
Sub total	**2,683,781,555**	**67.14%**
Public Shareholding		
Institutions	1,234,242,370	30.88%
Non-institutions	77,902,878	1.95%
Sub total	**1,312,145,248**	**32.82%**
Others	**1,473,299**	**0.04%**
Total	**3,997,400,102**	**100.00%**

6.3 Bharti Airtel Daily Stock price (BSE) and Volume (BSE & NSE Combined) Movement



Source: Bloomberg

6.4 Comparison of Domestic Telecom Stock movement with Sensex and Nifty



Q3'18 vs. Q3'17 Stock Movement

Bharti	73.4%
Sensex	27.9%
NSE	28.6%
Idea	45.9%
RCOM	6.2%
TCOM	8.6%
MTNL	22.1%

Source: Bloomberg

SECTION 7

DETAILED FINANCIAL AND RELATED INFORMATION

7.1 Extracts from Audited Consolidated Financial Statements prepared in accordance with Indian Accounting Standards (Ind-AS)

7.1.1 Consolidated Summarized Statement of Income (net of inter segment eliminations)

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-17	Dec-16	Y-on-Y Growth	Dec-17	Dec-16	Y-on-Y Growth
Income						
Revenue	203,186	233,357	-13%	640,536	735,337	-13%
Other income	696	282	147%	1,735	746	133%
Total	**203,882**	**233,639**	**-13%**	**642,271**	**736,083**	**-13%**
Expenses						
Network operating expenses	47,365	52,635	-10%	149,449	157,526	-5%
Access Charges	19,539	24,386	-20%	70,158	80,025	-12%
License fee / spectrum charges (revenue share)	17,542	22,268	-21%	58,082	71,910	-19%
Employee benefits	9,586	10,532	-9%	29,822	32,534	-8%
Sales and marketing expenses	15,902	16,550	-4%	45,371	54,466	-17%
Other expenses	18,564	22,171	-16%	56,162	64,178	-12%
Total	**128,498**	**148,542**	**-13%**	**409,044**	**460,639**	**-11%**
Profit from operating activities before depreciation, amortization and exceptional items	**75,384**	**85,097**	**-11%**	**233,227**	**275,444**	**-15%**
Depreciation and amortisation	48,375	48,350	0%	143,440	148,312	-3%
Finance costs	24,846	33,061	-25%	69,353	75,616	-8%
Finance income	(3,964)	(13,705)	-71%	(6,931)	(17,804)	-61%
Non-operating income / expenses, (net)	2	(509)	-100%	(47)	845	-106%
Share of results of joint ventures and associates	(2,256)	(2,696)	-16%	(8,773)	(7,941)	10%
Profit before exceptional items and tax	**8,381**	**20,596**	**-59%**	**36,185**	**76,416**	**-53%**
Exceptional items	2,395	2,040		4,684	5,642	-17%
Profit before tax	**5,986**	**18,556**	**-68%**	**31,501**	**70,774**	**-55%**
Tax expense						
Current tax	2,420	6,541	-63%	16,608	30,204	-45%
Deferred tax	(2,041)	5,300	-139%	(2,752)	2,862	-196%
Profit for the period	**5,607**	**6,715**	**-17%**	**17,645**	**37,708**	**-53%**

7.1.2 Consolidated Statement of Comprehensive Income

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-17	Dec-16	Y-on-Y Growth	Dec-17	Dec-16	Y-on-Y Growth
Profit for the period	**5,607**	**6,715**	**-17%**	**17,645**	**37,708**	**-53%**
Other comprehensive income ('OCI'):						
Items to be reclassified subsequently to profit or loss :						
Net gains / (losses) due to foreign currency translation differences	(6,993)	(3,201)	-118%	(3,876)	(40,372)	90%
Gains / (losses) on net investments hedge	(1,557)	434	-459%	(4,499)	(12,432)	64%
Gains / (Losses) on cash flow hedge	247	605	-59%	210	830	-75%
Gains / (losses) on fair value through OCI investments	(15)	2	-850%	27	90	-70%
Tax credit / (charge)	88	230	-62%	(1)	(13)	91%
	(8,230)	**(1,930)**	**-326%**	**(8,138)**	**(51,895)**	**84%**
Items not to be reclassified to profit or loss :						
Re-measurement gains / (losses) on defined benefit plans	226	26	773%	192	(141)	236%
Share of joint ventures and associates	(2)	5	-137%	(5)	(15)	66%
Tax credit / (charge)	(23)	(20)	-11%	(12)	26	-144%
	201	11	1727%	175	(129)	236%
Other comprehensive income / (loss) for the period	**(8,029)**	**(1,919)**	**-318%**	**(7,963)**	**(52,024)**	**85%**
Total comprehensive income / (loss) for the period	**(2,422)**	**4,796**	**-151%**	**9,682**	**(14,316)**	**168%**
Profit for the period Attributable to:	**5,607**	**6,715**	**-17%**	**17,645**	**37,708**	**-53%**
Owners of the Parent	3,058	5,037	-39%	10,161	34,264	-70%
Non-controlling interests	2,549	1,678	52%	7,484	3,444	117%
Other comprehensive income / (loss) for the period attributable to :	**(8,029)**	**(1,919)**	**-318%**	**(7,963)**	**(52,024)**	**85%**
Owners of the Parent	(8,025)	(1,762)	-355%	(7,695)	(49,015)	84%
Non-controlling interests	(4)	(157)	97%	(268)	(3,009)	91%
Total comprehensive income / (loss) for the period attributable to :	**(2,422)**	**4,796**	**-151%**	**9,682**	**(14,316)**	**168%**
Owners of the Parent	(4,967)	3,275	-252%	2,466	(14,751)	117%
Non-controlling interests	2,545	1,521	67%	7,216	435	1559%
Earnings per share (Face value : Rs. 5/- each) (In Rupees)						
Basic	0.77	1.26	-39%	2.54	8.58	-70%
Diluted	0.76	1.26	-39%	2.54	8.57	-70%

7.1.3 Consolidated Summarized Balance Sheet

Amount in Rs Mn

Particulars	As at Dec 31, 2017	As at Dec 31, 2016	As at Mar 31, 2017
Assets			
Non-current assets			
Property, plant and equipment	647,645	600,057	620,088
Capital w ork-in-progress	77,753	49,904	23,942
Goodw ill	326,351	352,545	338,082
Other intangible assets	823,731	816,319	824,181
Intangible assets under development	67,368	105,098	84,443
Investment in joint ventures and associates	84,598	80,453	82,277
Financial Assets			
- Investments	35,941	59,572	44,187
- Derivative instruments	8,351	5,397	4,732
- Security deposits	9,555	9,109	9,630
- Others	6,813	16,766	16,653
Income tax assets (net)	21,218	7,342	21,454
Deferred tax assets (net)	25,603	37,409	26,262
Other non-current assets	35,517	49,559	49,875
	2,170,444	**2,189,530**	**2,145,806**
Current assets			
Inventories	645	1,288	488
Financial Assets			
- Investments	35,185	20,109	16,923
- Derivative instruments	698	1,352	2,060
- Trade receivables	54,785	51,360	49,838
- Cash and cash equivalents	18,293	13,165	12,817
- Bank deposits	2,078	1,679	3,360
- Others	41,295	30,635	52,105
Other current assets	103,662	51,732	44,105
Assets-held-for-sale	0	2,914	0
	256,641	**174,234**	**181,696**
Total Assets	**2,427,085**	**2,363,764**	**2,327,502**
Equity and liabilities			
Equity			
Share capital	19,987	19,987	19,987
Other Equity	694,188	611,444	654,576
Equity attributable to owners of the Parent	**714,175**	**631,431**	**674,562**
Non-controlling interests ('NCI')	85,594	56,689	68,750
	799,769	**688,120**	**743,312**
Non-current liabilities			
Financial Liabilities			
- Borrow ings	801,325	941,166	896,373
- Derivative instruments	2,448	3,106	2,726
- Others	16,885	14,167	15,681
Deferred revenue	22,814	22,631	22,335
Provisions	7,316	6,555	7,471
Deferred tax liabilities (net)	9,048	10,717	9,429
Other non-current liabilities	740	688	727
	860,576	**999,030**	**954,742**
Current liabilities			
Financial Liabilities			
- Borrow ings	96,187	150,789	129,442
- Current maturities of long term borrow ings	161,063	48,693	48,466
- Derivative instruments	872	785	2,335
- Trade Payables	301,979	273,660	268,537
- Others	113,788	108,320	88,808
Deferred revenue	43,320	47,207	48,785
Provisions	2,403	2,317	2,215
Current tax liabilities (net)	10,273	8,063	6,089
Other current liabilities	36,855	35,887	34,770
Liabilities-held-for-sale	0	893	0
	766,740	**676,614**	**629,446**
Total liabilities	**1,627,316**	**1,675,644**	**1,584,188**
Total equity and liabilities	**2,427,085**	**2,363,764**	**2,327,502**

7.1.4 Consolidated Statement of Cash Flows

Amount in Rs Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-17	Dec-16	Dec-17	Dec-16
Cash flows from operating activities				
Profit before tax	**5,986**	**18,556**	**31,501**	**70,774**
Adjustments for -				
Depreciation and amortisation	48,375	48,350	143,440	148,312
Finance costs	24,846	33,061	69,353	75,616
Finance income	(3,964)	(13,705)	(6,931)	(17,804)
Share of results of joint ventures and associates	(2,256)	(2,696)	(8,773)	(7,941)
Exceptional items	128	(2,586)	2,125	(434)
Employee share-based payment expenses	135	75	284	250
Other non-cash items	34	81	(177)	166
Operating cash flow before changes in working capital	**73,284**	**81,136**	**230,822**	**268,939**
Changes in working capital -				
Trade receivables	(10,786)	3,607	(10,837)	5,224
Trade payables	9,349	4,039	44,141	20,165
Inventories	(113)	191	(157)	174
Provisions	461	(390)	750	(39)
Other financial and non financial liabilities	11,223	(2,968)	21,384	5,904
Other financial and non financial assets	(15,274)	(14,406)	(37,473)	(31,380)
Net cash generated from operations before tax and dividend	**68,144**	**71,209**	**248,630**	**268,987**
Income tax paid	(1,841)	(5,462)	(9,351)	(23,734)
Net cash generated from operating activities (a)	**66,303**	**65,747**	**239,279**	**245,253**
Cash flows from investing activities				
Purchase of property, plant and equipment	(81,589)	(65,378)	(183,098)	(169,881)
Proceeds from sale of property, plant and equipment	3,167	2,157	5,583	4,255
Purchase of intangible assets	(3,861)	(89,226)	(9,188)	(162,845)
Net movement in current investments	(15,890)	2,188	(17,032)	3,468
Purchase of non-current investments	0	(30,190)	0	(44,926)
Sale of non-current investments	1,028	23,138	7,162	24,553
Investment in subsidiaries, net of cash acquired / associate	(1,468)	0	(18,232)	(283)
Sale of subsidiaries	0	(426)	0	59,604
Sale of tower assets	1,858	1,212	3,790	6,622
Investment in joint venture / associate	0	0	0	447
Dividend received	92	62	10,297	9,695
Interest received	571	51	3,864	1,955
Net cash (used in) / generated from investing activities (b)	**(96,092)**	**(156,412)**	**(196,854)**	**(267,336)**
Cash flows from financing activities				
Proceeds from borrowings	11,196	124,276	39,192	190,411
Repayment of borrowings	(9,995)	(68,780)	(116,210)	(199,964)
Net (repayment of) / proceeds from short-term borrowings	1,636	41,143	21,962	45,792
Proceeds from sale and finance leaseback of towers	1,191	660	2,367	5,777
Repayment of finance lease liabilities	(1,053)	(866)	(3,150)	(2,697)
Purchase of treasury shares	(241)	0	(241)	0
Interest and other finance charges paid	(10,379)	(9,420)	(27,574)	(25,575)
Proceeds from exercise of share options	1	37	10	55
Dividend paid (including tax)	0	0	(18,816)	(9,168)
Proceeds from issuance of equity shares to non-controlling interests	0	299	0	549
Sale of interest in a subsidiary	31,630	0	57,162	0
Purchase of shares from NCI	0	(3,052)	0	(10,684)
Net cash (used in) / generated from financing activities (c)	**23,986**	**84,297**	**(45,298)**	**(5,504)**
Net increase / (decrease) in cash and cash equivalents during the period (a+b+c)	**(5,803)**	**(6,368)**	**(2,873)**	**(27,587)**
Effect of exchange rate on cash and cash equivalents	(276)	88	(299)	(890)
Cash and cash equivalents as at beginning of the period	(6,973)	(4,562)	(9,880)	17,635
Cash and cash equivalents as at end of the period	**(13,052)**	**(10,842)**	**(13,052)**	**(10,842)**

7.2 Consolidated Schedule of Net Debt & Finance Cost

7.2.1 Schedule of Net Debt in INR

Amount in Rs Mn

Particulars	As at Dec 31, 2017	As at Dec 31, 2016	As at Mar 31, 2017
Long term debt, net of current portion	346,638	459,098	432,782
Short-term borrowings and current portion of long-term debt	197,007	167,399	145,746
Deferred payment liability	470,371	454,297	439,204
Less:			
Cash and Cash Equivalents	18,294	13,165	12,817
Restricted Cash	1,931	1,449	15,440
Investments & Receivables [12]	76,652	92,227	75,476
Net Debt	**917,139**	**973,952**	**913,999**

7.2.2 Schedule of Net Debt in US$

Amount in US$ Mn

Particulars	As at Dec 31, 2017	As at Dec 31, 2016	As at Mar 31, 2017
Long term debt, net of current portion	5,427	6,759	6,674
Short-term borrowings and current portion of long-term debt	3,084	2,464	2,247
Deferred payment liability	7,364	6,688	6,773
Less:			
Cash and Cash Equivalents	286	194	198
Restricted cash	30	21	238
Investments & Receivables [12]	1,200	1,358	1,164
Net Debt	**14,358**	**14,339**	**14,094**

Note 12: Investments & Receivables include interest bearing notes and residual portion of Tower sale proceeds receivables.

7.2.3 Schedule of Finance Cost

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		Nine Months Ended	
	Dec-17	Dec-16	Dec-17	Dec-16
Interest on borrowings & Finance charges	19,775	18,689	57,906	54,039
Interest on Finance Lease Obligation	1,249	1,409	3,922	4,152
Derivatives and exchange (gain)/ loss	67	1,259	4,672	7,376
Investment (income)/ loss	(212)	(2,000)	(4,081)	(7,753)
Finance cost (net)	**20,880**	**19,357**	**62,419**	**57,813**

7.3 Use of Non-GAAP Financial Information

In presenting and discussing the Company's reported financial position, operating results and cash flows, certain information is derived from amounts calculated in accordance with Ind-AS, but this information is not in itself an expressly permitted GAAP measure. Such non - GAAP measures should not be viewed in isolation as alternatives to the equivalent GAAP measures.

A summary of non - GAAP measures included in this report, together with details where additional information and reconciliation to the nearest equivalent GAAP measure can be found, is shown below.

Non – GAAP measure	Equivalent GAAP measure for Ind-AS	Location in this results announcement of reconciliation and further information
Earnings before Interest, Taxation, Depreciation and Amortization (EBITDA)	Profit from operating activities before depreciation, amortization and exceptional items	Page 33
Cash Profit from Operations before Derivative & Exchange (Gain)/Loss	Profit from operating activities before depreciation, amortization and exceptional items	Page 33
Capex	NA	NA
Operating Free Cash flow	NA	NA
Cumulative investments	NA	NA

7.3.1 Reconciliation of Non-GAAP financial information based on Ind-AS

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		Nine Months Ended	
	Dec-17	Dec-16	Dec-17	Dec-16
Profit / (loss) from operating activities before depreciation, amortization and exceptional items To EBITDA				
Profit / (Loss) from Operating Activities	75,384	85,097	233,227	275,444
Add: CSR Costs	488	607	914	835
EBITDA	**75,871**	**85,705**	**234,138**	**276,280**
Reconciliation of Finance Cost				
Finance Cost	24,846	33,061	69,353	75,616
Less: Finance Income	(3,964)	(13,705)	(6,931)	(17,804)
Finance Cost (net)	**20,880**	**19,357**	**62,419**	**57,813**
Profit / (loss) from operating activities before depreciation, amortization and exceptional items to Cash Profit from Operations before Derivative & Exchange Fluctuation				
Profit / (Loss) from Operating Activities	75,384	85,097	233,227	275,444
Less: Finance cost (net)	20,880	19,357	62,419	57,813
Less: Non Operating Expense	2	(509)	(47)	845
Add: Derivatives and exchange (gain)/loss	67	1,259	4,672	7,376
Cash Profit from Operations before Derivative & Exchange Fluctuation	**54,567**	**67,508**	**175,523**	**224,162**

SECTION 8

REGION WISE COST SCHEDULES

8.1 India

8.1.1 Schedule of Operating Expenses

Amount in Rs Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-17	Dec-16	Dec-17	Dec-16
Access charges	15,290	18,698	56,914	60,868
Licence fees, revenue share & spectrum charges	14,696	18,876	48,836	60,939
Network operations costs	36,401	39,818	114,304	116,471
Cost of goods sold	1,260	1,077	2,856	1,863
Employee costs	5,885	5,734	18,210	17,780
Selling, general and adminstration expense	22,831	24,118	68,151	70,860
Operating Expenses	**96,362**	**108,322**	**309,271**	**328,782**

8.1.2 Schedule of Depreciation & Amortization

Amount in Rs Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-17	Dec-16	Dec-17	Dec-16
Depreciation	27,566	25,500	78,913	77,710
Amortization	13,435	12,269	39,522	33,874
Depreciation & Amortization	**41,000**	**37,770**	**118,435**	**111,584**

8.1.3 Schedule of Income Tax

Amount in Rs Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-17	Dec-16	Dec-17	Dec-16
Current tax expense	651	4,512	10,374	24,309
Deferred tax expense / (income)	(1,275)	5,480	(2,879)	5,564
Income tax expense	**(624)**	**9,992**	**7,495**	**29,874**

8.2 South Asia

8.2.1 Schedule of Operating Expenses

Amount in Rs Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-17	Dec-16	Dec-17	Dec-16
Access charges	106	372	359	1,673
Licence fees, revenue share & spectrum charges	136	273	399	1,112
Network operations costs	427	932	1,294	3,863
Cost of goods sold	0	9	2	55
Employee costs	101	247	300	921
Selling, general and adminstration expense	223	460	718	2,797
Operating Expenses	**994**	**2,292**	**3,071**	**10,421**

8.2.2 Schedule of Depreciation & Amortization

Amount in Rs Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-17	Dec-16	Dec-17	Dec-16
Depreciation	313	758	910	3,264
Amortization	2	155	27	683
Depreciation & Amortization	**315**	**913**	**938**	**3,948**

8.3 Africa

8.3.1 Schedule of Operating Expenses (In Constant Currency) – 14 Countries

Amount in US$ Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-17	Dec-16	Dec-17	Dec-16
Access charges	94	107	280	318
Licence fees, revenue share & spectrum charges	41	44	130	130
Network operations costs	171	162	513	472
Cost of goods sold	3	7	16	21
Employee costs	57	67	177	197
Selling, general and adminstration expense	141	182	408	536
Operating Expenses	**507**	**567**	**1,523**	**1,674**

Refer Note 6 & 7 on page 12

8.3.2 Schedule of Operating Expenses (In Constant Currency)

Amount in US$ Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-17	Dec-16	Dec-17	Dec-16
Access charges	94	112	290	340
Licence fees, revenue share & spectrum charges	41	45	133	139
Network operations costs	171	173	534	516
Cost of goods sold	3	7	16	22
Employee costs	57	70	182	211
Selling, general and adminstration expense	141	188	419	576
Operating Expenses	**507**	**596**	**1,575**	**1,805**

Refer Note 7 & 8 on page 12

8.3.3 Schedule of Depreciation & Amortization (In Constant Currency) – 14 Countries

Amount in US$ Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-17	Dec-16	Dec-17	Dec-16
Depreciation	86	109	280	352
Amortization	22	25	73	75
Depreciation & Amortization	**107**	**134**	**353**	**427**

Refer Note 6 & 7 on page 12

8.3.4 Schedule of Depreciation & Amortization (In Constant Currency)

Amount in US$ Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-17	Dec-16	Dec-17	Dec-16
Depreciation	86	114	289	374
Amortization	22	26	74	81
Depreciation & Amortization	**107**	**140**	**364**	**456**

Refer Note 7 & 8 on page 12

8.3.5 Schedule of Income Tax (In USD Reported Currency) – 14 Countries

Amount in US$ Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-17	Dec-16	Dec-17	Dec-16
Current tax expense	25	29	95	81
Deferred tax expense / (income)	2	10	22	27
Income tax expense	**26**	**39**	**117**	**107**

Refer Note 7 on page 12

8.3.6 Schedule of Income Tax (In USD Reported Currency)

Amount in US$ Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-17	Dec-16	Dec-17	Dec-16
Current tax expense	25	30	96	81
Deferred tax expense / (income)	2	9	22	27
Income tax expense	**26**	**39**	**117**	**108**

Refer Note 8 on page 12

SECTION 9

TRENDS AND RATIO ANALYSIS

9.1 Based on Statement of Operations

Consolidated

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**203,186**	**217,769**	**219,581**	**219,346**	**233,357**
Access charges	19,539	25,603	25,016	22,761	24,386
Cost of goods sold	1,461	1,346	1,002	981	1,543
Net revenues	**182,186**	**190,820**	**193,563**	**195,605**	**207,428**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	89,468	91,616	94,998	95,287	99,737
Licence Fee	17,542	19,720	20,820	20,850	22,268
EBITDA	**75,871**	**80,037**	**78,231**	**79,928**	**85,705**
Cash profit from operations before Derivative and Exchange Fluctuations	54,567	60,417	60,539	59,505	67,508
EBIT	27,008	32,898	29,878	29,643	36,748
Share of results of Joint Ventures/Associates	2,256	3,662	2,855	2,508	2,696
Profit before Tax	8,381	12,988	14,816	12,515	20,595
Profit after Tax (before exceptional items)	**7,200**	**7,316**	**6,579**	**5,572**	**7,712**
Non Controlling Interest	2,859	2,592	2,518	1,107	1,541
Net income (before exceptional items)	**4,341**	**4,724**	**4,060**	**4,465**	**6,171**
Exceptional items (net of tax)	1,593	1,455	402	865	998
Profit after tax (after exceptional items)	**5,607**	**5,861**	**6,177**	**4,706**	**6,715**
Non Controlling Interest	2,548	2,430	2,505	972	1,679
Net income	**3,058**	**3,430**	**3,673**	**3,734**	**5,036**
Capex	64,657	74,838	65,857	38,082	58,537
Operating Free Cash Flow (EBITDA - Capex)	11,214	5,199	12,374	41,847	27,168
Cumulative Investments	3,071,442	3,060,093	2,958,339	2,911,547	2,891,535

	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
As a % of Total revenues					
Access charges	9.6%	11.8%	11.4%	10.4%	10.5%
Cost of goods sold	0.7%	0.6%	0.5%	0.4%	0.7%
Net revenues	89.7%	87.6%	88.2%	89.2%	88.9%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	44.0%	42.1%	43.3%	43.4%	42.7%
Licence Fee	8.6%	9.1%	9.5%	9.5%	9.5%
EBITDA	37.3%	36.8%	35.6%	36.4%	36.7%
Cash profit from operations before Derivative and Exchange Fluctuations	26.9%	27.7%	27.6%	27.1%	28.9%
EBIT	13.3%	15.1%	13.6%	13.5%	15.7%
Share of results of JV / Associates	1.1%	1.7%	1.3%	1.1%	1.2%
Profit before Tax	4.1%	6.0%	6.7%	5.7%	8.8%
Profit after Tax (before exceptional items)	3.5%	3.4%	3.0%	2.5%	3.3%
Non Controlling Interest	1.4%	1.2%	1.1%	0.5%	0.7%
Net income (before exceptional items)	2.1%	2.2%	1.8%	2.0%	2.6%
Profit after tax (after exceptional items)	2.8%	2.7%	2.8%	2.1%	2.9%
Non Controlling Interest	1.3%	1.1%	1.1%	0.4%	0.7%
Net income	1.5%	1.6%	1.7%	1.7%	2.2%

India & South Asia

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**153,853**	**168,183**	**173,285**	**171,167**	**182,392**
Access charges	15,308	21,333	20,328	17,796	18,897
Cost of goods sold	1,260	802	797	715	1,086
Net revenues	**137,285**	**146,048**	**152,160**	**152,656**	**162,409**
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	65,451	66,495	70,245	68,423	70,771
Licence Fee	14,833	16,768	17,634	17,775	19,149
EBITDA	**57,679**	**63,223**	**64,638**	**66,871**	**72,693**
EBIT	15,963	24,600	24,863	25,721	33,500
Profit before Tax	1,617	6,885	8,436	12,267	23,048
Profit after Tax (before exceptional items)	**2,236**	**3,382**	**3,810**	**8,042**	**13,041**
Non Controlling Interest	1,831	2,373	2,522	1,494	1,970
Net income (before exceptional items)	**405**	**1,009**	**1,288**	**6,548**	**11,071**
Capex	59,989	71,708	62,696	29,049	54,171
Operating Free Cash Flow (EBITDA - Capex)	(2,310)	(8,485)	1,942	37,822	18,522
Cumulative Investments	2,512,932	2,458,028	2,368,975	2,332,858	2,307,154

	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
As a % of Total revenues					
Access charges	9.9%	12.7%	11.7%	10.4%	10.4%
Cost of goods sold	0.8%	0.5%	0.5%	0.4%	0.6%
Net revenues	89.2%	86.8%	87.8%	89.2%	89.0%
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	42.5%	39.5%	40.5%	40.0%	38.8%
Licence Fee	9.6%	10.0%	10.2%	10.4%	10.5%
EBITDA	37.5%	37.6%	37.3%	39.1%	39.9%
EBIT	10.4%	14.6%	14.3%	15.0%	18.4%
Profit before Tax	1.1%	4.1%	4.9%	7.2%	12.6%
Profit after Tax (before exceptional items)	1.5%	2.0%	2.2%	4.7%	7.1%
Non Controlling Interest	1.2%	1.4%	1.5%	0.9%	1.1%
Net income (before exceptional items)	0.3%	0.6%	0.7%	3.8%	6.1%

India

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**152,942**	**167,282**	**172,436**	**170,356**	**180,126**
Access charges	15,290	21,302	20,321	17,834	18,698
Cost of goods sold	1,260	801	795	715	1,077
Net revenues	**136,392**	**145,178**	**151,319**	**151,807**	**160,351**
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	64,716	65,741	69,467	67,599	69,160
Licence Fee	14,696	16,633	17,506	17,635	18,876
EBITDA	**57,658**	**63,241**	**64,702**	**66,986**	**72,518**
EBIT	16,257	24,938	25,230	26,143	34,238
Profit before Tax	2,159	7,085	9,232	13,422	24,670
Profit after Tax (before exceptional items)	**2,783**	**3,587**	**4,611**	**9,203**	**14,679**
Non Controlling Interest	1,831	2,373	2,522	1,494	1,970
Net income (before exceptional items)	**952**	**1,214**	**2,089**	**7,708**	**12,709**
Capex	59,601	71,440	62,418	28,497	53,714
Operating Free Cash Flow (EBITDA - Capex)	(1,943)	(8,199)	2,284	38,490	18,804
Cumulative Investments	2,477,472	2,422,553	2,334,085	2,297,615	2,270,718

	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
As a % of Total revenues					
Access charges	10.0%	12.7%	11.8%	10.5%	10.4%
Cost of goods sold	0.8%	0.5%	0.5%	0.4%	0.6%
Net revenues	89.2%	86.8%	87.8%	89.1%	89.0%
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	42.3%	39.3%	40.3%	39.7%	38.4%
Licence Fee	9.6%	9.9%	10.2%	10.4%	10.5%
EBITDA	37.7%	37.8%	37.5%	39.3%	40.3%
EBIT	10.6%	14.9%	14.6%	15.3%	19.0%
Profit before Tax	1.4%	4.2%	5.4%	7.9%	13.7%
Profit after Tax (before exceptional items)	1.8%	2.1%	2.7%	5.4%	8.1%
Non Controlling Interest	1.2%	1.4%	1.5%	0.9%	1.1%
Net income (before exceptional items)	0.6%	0.7%	1.2%	4.5%	7.1%

South Asia

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**1,013**	**1,028**	**972**	**977**	**2,454**
Access charges	106	139	114	114	372
Cost of goods sold	0	0	1	0	9
Net revenues	**906**	**889**	**857**	**862**	**2,073**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	752	768	792	830	1,639
Licence Fee	136	135	127	140	273
EBITDA	**18**	**(15)**	**(62)**	**(108)**	**162**
EBIT	(297)	(334)	(366)	(416)	(751)
Profit before Tax	(485)	(511)	(596)	(675)	(1,466)
Profit after Tax (before exceptional items)	**(491)**	**(517)**	**(601)**	**(680)**	**(1,483)**
Non Controlling Interest	0	0	0	0	0
Net income (before exceptional items)	**(491)**	**(517)**	**(601)**	**(680)**	**(1,483)**
Capex	389	267	278	552	457
Operating Free Cash Flow (EBITDA - Capex)	(370)	(282)	(341)	(660)	(295)
Cumulative Investments	35,461	35,475	34,890	35,243	36,436

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Exchange Fluctuation Impact					
Reported revenues (Rs Mn)	1,013	1,028	972	977	2,454
a. QoQ growth (%)	*-1.47%*	*5.76%*	*-0.50%*	*-60.20%*	*-41.15%*
b. Impact of exchange fluctuation (%)) [13]	*0.31%*	*-0.60%*	*-5.05%*	*-0.29%*	*0.04%*
c. QoQ growth in constant currency (%) (a - b)	*-1.79%*	*6.35%*	*4.55%*	*-59.91%*	*-41.18%*
Revenues in constant currency (Rs Mn) [14]	1,061	1,080	1,015	971	2,423

	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
As a % of Total revenues					
Access charges	10.5%	13.5%	11.7%	11.7%	15.2%
Cost of goods sold	0.0%	0.0%	0.1%	0.0%	0.4%
Net revenues	89.5%	86.5%	88.2%	88.3%	84.5%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	74.2%	74.7%	81.5%	85.0%	66.8%
Licence Fee	13.5%	13.2%	13.1%	14.3%	11.1%
EBITDA	1.8%	-1.4%	-6.4%	-11.1%	6.6%
EBIT	-29.3%	-32.5%	-37.6%	-42.6%	-30.6%
Profit before Tax	-47.9%	-49.8%	-61.3%	-69.2%	-59.8%
Profit after Tax (before exceptional items)	-48.5%	-50.3%	-61.8%	-69.7%	-60.4%
Non Controlling Interest	0.0%	0.0%	0.0%	0.0%	0.0%
Net income (before exceptional items)	-48.5%	-50.3%	-61.8%	-69.7%	-60.4%

Note 13: Based on Q-o-Q variation and weighted on the revenues of each country for the current quarter.
Note 14: Closing currency rates as on March 1, 2017 (AOP FY 17-18 currency) considered for calculation of revenues in constant currency of each country.

Africa: In INR – 14 Countries

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**51,293**	**50,097**	**46,527**	**48,407**	**51,165**
Access charges	6,128	6,122	6,215	6,646	7,374
Cost of goods sold	202	536	273	292	449
Net revenues	**44,963**	**43,439**	**40,038**	**41,468**	**43,343**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	24,241	24,169	23,781	26,282	27,800
Licence Fee	2,709	2,861	3,083	3,009	2,998
EBITDA	**18,188**	**16,657**	**13,453**	**12,378**	**12,754**
EBIT	11,039	8,532	5,262	3,599	3,463
Profit before Tax	7,595	5,650	7,554	2,587	(3,113)
Profit after Tax (before exceptional items)	**5,882**	**3,567**	**3,797**	**(137)**	**(5,741)**
Non Controlling Interest	1,021	469	32	(399)	(377)
Net income (before exceptional items)	**4,861**	**3,098**	**3,765**	**263**	**(5,364)**
Capex	4,667	3,131	3,161	9,033	4,366
Operating Free Cash Flow (EBITDA - Capex)	13,521	13,526	10,293	3,345	8,388
Cumulative Investments	558,510	602,065	589,364	578,688	584,381

	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
As a % of Total revenues					
Access charges	11.9%	12.2%	13.4%	13.7%	14.4%
Cost of goods sold	0.4%	1.1%	0.6%	0.6%	0.9%
Net revenues	87.7%	86.7%	86.1%	85.7%	84.7%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	47.3%	48.2%	51.1%	54.3%	54.3%
Licence Fee	5.3%	5.7%	6.6%	6.2%	5.9%
EBITDA	35.5%	33.2%	28.9%	25.6%	24.9%
EBIT	21.5%	17.0%	11.3%	7.4%	6.8%
Profit before Tax (before exceptional items)	14.8%	11.3%	16.2%	5.3%	-6.1%
Profit after Tax (before exceptional items)	11.5%	7.1%	8.2%	-0.3%	-11.2%
Non Controlling Interest	2.0%	0.9%	0.1%	-0.8%	-0.7%
Net income (before exceptional items)	9.5%	6.2%	8.1%	0.5%	-10.5%

Refer Note 6 on page 12

Africa: In INR

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**51,293**	**52,030**	**48,528**	**50,468**	**53,559**
Access charges	6,128	6,486	6,565	6,931	7,818
Cost of goods sold	202	544	276	297	458
Net revenues	**44,963**	**45,000**	**41,687**	**43,240**	**45,283**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	24,241	25,496	25,165	27,301	29,440
Licence Fee	2,709	2,952	3,187	3,075	3,119
EBITDA	**18,188**	**16,814**	**13,616**	**13,065**	**12,945**
EBIT	11,039	8,300	5,038	3,931	3,180
Profit before Tax	7,595	5,370	7,166	2,703	(4,070)
Profit after Tax (before exceptional items)	**5,882**	**3,285**	**3,388**	**(40)**	**(6,716)**
Non Controlling Interest	1,021	217	31	(399)	(511)
Net income (before exceptional items)	**4,861**	**3,067**	**3,356**	**359**	**(6,204)**
Capex	4,667	3,131	3,161	9,033	4,366
Operating Free Cash Flow (EBITDA - Capex)	13,521	13,684	10,455	4,033	8,579
Cumulative Investments	558,510	602,065	589,364	578,688	584,381

	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
As a % of Total revenues					
Access charges	11.9%	12.5%	13.5%	13.7%	14.6%
Cost of goods sold	0.4%	1.0%	0.6%	0.6%	0.9%
Net revenues	87.7%	86.5%	85.9%	85.7%	84.5%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	47.3%	49.0%	51.9%	54.1%	55.0%
Licence Fee	5.3%	5.7%	6.6%	6.1%	5.8%
EBITDA	35.5%	32.3%	28.1%	25.9%	24.2%
EBIT	21.5%	16.0%	10.4%	7.8%	5.9%
Profit before Tax	14.8%	10.3%	14.8%	5.4%	-7.6%
Profit after Tax (before exceptional items)	11.5%	6.3%	7.0%	-0.1%	-12.5%
Non Controlling Interest	2.0%	0.4%	0.1%	-0.8%	-1.0%
Net income (before exceptional items)	9.5%	5.9%	6.9%	0.7%	-11.6%

Note 15: Above table reflects the INR reported numbers.

Africa: In USD Constant Currency – 14 Countries [Note 16]

Amount in US$ Mn, except ratios

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**783**	**754**	**708**	**715**	**744**
Access charges	94	92	94	98	107
Cost of goods sold	3	8	4	4	7
Net revenues	**686**	**653**	**609**	**613**	**631**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	368	364	362	387	410
Licence Fee	41	43	47	45	44
EBITDA	**278**	**248**	**204**	**183**	**184**
EBIT	169	127	79	53	50
Profit before tax (before exceptional items) [17]	130	97	54	24	19
Capex	75	50	46	138	59
Operating Free Cash Flow (EBITDA - Capex)	202	198	158	44	125
Cumulative Investments	8,629	9,218	9,126	8,922	8,603

	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
As a % of Total revenues					
Access charges	12.0%	12.2%	13.3%	13.6%	14.3%
Cost of goods sold	0.4%	1.1%	0.6%	0.6%	0.9%
Net revenues	87.6%	86.7%	86.1%	85.7%	84.8%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	47.0%	48.4%	51.1%	54.2%	55.2%
Licence Fee	5.2%	5.7%	6.6%	6.2%	5.9%
EBITDA	35.5%	33.0%	28.8%	25.5%	24.7%
EBIT	21.6%	16.8%	11.1%	7.4%	6.7%
Profit before tax (before exceptional items) [17]	16.6%	12.8%	7.6%	3.4%	2.5%

Note 16: Closing currency rates as on March 1, 2017 (AOP FY 17-18 currency) considered for above financials up to PBT. Actual currency rates are taken for Capex & Cumulative Investments.
Note 17: PBT excludes any realized / unrealized derivatives and exchange (gain) / loss for the period.

Africa: In USD Constant Currency [Note 15]

Amount in US$ Mn, except ratios

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**783**	**782**	**736**	**744**	**775**
Access charges	94	97	99	102	112
Cost of goods sold	3	8	4	4	7
Net revenues	**686**	**676**	**633**	**638**	**656**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	368	384	381	402	431
Licence Fee	41	44	48	45	45
EBITDA	**278**	**251**	**206**	**192**	**186**
EBIT	169	123	76	57	46
Profit before tax (before exceptional items) [17]	130	92	49	27	14
Capex	75	50	49	135	65
Operating Free Cash Flow (EBITDA - Capex)	202	201	157	57	122
Cumulative Investments	8,629	9,218	9,126	8,922	8,603

	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
As a % of Total revenues					
Access charges	12.0%	12.5%	13.5%	13.6%	14.5%
Cost of goods sold	0.4%	1.1%	0.6%	0.6%	0.9%
Net revenues	87.6%	86.5%	86.0%	85.8%	84.6%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	47.0%	49.1%	51.8%	54.0%	55.7%
Licence Fee	5.2%	5.6%	6.6%	6.1%	5.8%
EBITDA	35.5%	32.1%	28.0%	25.9%	24.0%
EBIT	21.6%	15.8%	10.3%	7.7%	6.0%
Profit before tax (before exceptional items) [17]	16.6%	11.8%	6.7%	3.7%	1.8%

Refer Note 8 on page 12

Africa: In USD Reported Currency – 14 Countries

Amount in US$ Mn, except ratios

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**793**	**779**	**722**	**722**	**756**
Access charges	95	95	96	99	109
Cost of goods sold	3	8	4	4	7
Net revenues	**695**	**675**	**621**	**618**	**641**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	375	376	369	392	418
Licence Fee	42	44	48	45	44
EBITDA	**281**	**259**	**209**	**185**	**187**
EBIT	171	133	82	54	51
Profit before Tax	118	88	117	39	(47)
Profit after Tax (before exceptional items)	**92**	**56**	**59**	**(1)**	**(86)**
Non Controlling Interest	16	7	0	(6)	(6)
Net income (before exceptional items)	76	48	58	4	(80)
Capex	75	50	46	138	59
Operating Free Cash Flow (EBITDA - Capex)	206	209	163	47	128
Cumulative Investments	8,629	9,218	9,126	8,922	8,603

	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
As a % of Total revenues					
Access charges	11.9%	12.2%	13.4%	13.7%	14.4%
Cost of goods sold	0.4%	1.1%	0.6%	0.6%	0.9%
Net revenues	87.7%	86.7%	86.1%	85.7%	84.7%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	47.2%	48.3%	51.2%	54.3%	55.3%
Licence Fee	5.3%	5.7%	6.6%	6.2%	5.9%
EBITDA	35.5%	33.2%	28.9%	25.6%	24.7%
EBIT	21.6%	17.0%	11.3%	7.5%	6.7%
Profit before Tax	14.9%	11.3%	16.2%	5.4%	-6.2%
Profit after Tax (before exceptional items)	11.5%	7.1%	8.2%	-0.2%	-11.4%
Non Controlling Interest	2.0%	0.9%	0.1%	-0.8%	-0.8%
Net income (before exceptional items)	9.5%	6.2%	8.1%	0.6%	-10.6%

Refer Note 6 on page 12

Africa: In USD Reported Currency

Amount in US$ Mn, except ratios

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**793**	**809**	**753**	**752**	**792**
Access charges	95	101	102	103	116
Cost of goods sold	3	8	4	4	7
Net revenues	**695**	**699**	**647**	**645**	**670**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	375	396	391	407	442
Licence Fee	42	46	49	46	46
EBITDA	**281**	**261**	**211**	**195**	**190**
EBIT	171	129	78	59	47
Profit before Tax	118	84	111	41	(61)
Profit after Tax (before exceptional items)	**92**	**51**	**53**	**(0)**	**(100)**
Non Controlling Interest	16	3	0	(6)	(8)
Net income (before exceptional items)	**76**	**48**	**52**	**6**	**(93)**
Capex	75	50	49	135	65
Operating Free Cash Flow (EBITDA - Capex)	206	212	162	60	125
Cumulative Investments	8,629	9,218	9,126	8,922	8,603

	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
As a % of Total revenues					
Access charges	11.9%	12.5%	13.5%	13.7%	14.6%
Cost of goods sold	0.4%	1.0%	0.6%	0.6%	0.9%
Net revenues	87.7%	86.5%	85.9%	85.7%	84.5%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	47.2%	49.0%	51.9%	54.1%	55.9%
Licence Fee	5.3%	5.7%	6.6%	6.1%	5.8%
EBITDA	35.5%	32.3%	28.1%	25.9%	24.0%
EBIT	21.6%	16.0%	10.4%	7.8%	5.9%
Profit before Tax	14.9%	10.3%	14.8%	5.4%	-7.7%
Profit after Tax (before exceptional items)	11.5%	6.3%	7.0%	0.0%	-12.7%
Non Controlling Interest	2.0%	0.4%	0.1%	-0.8%	-1.0%
Net income (before exceptional items)	9.5%	5.9%	6.9%	0.8%	-11.7%

Note 18: Above table reflects the USD reported numbers.

9.2 Financial Trends of Business Operations

Mobile Services India

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**107,510**	**122,450**	**129,147**	**129,718**	**138,130**
EBITDA	35,091	42,087	44,281	47,873	52,986
EBITDA / Total revenues	*32.6%*	*34.4%*	*34.3%*	*36.9%*	*38.4%*
EBIT	1,668	11,378	12,603	14,392	23,023
Capex	49,357	61,053	50,729	20,543	44,091
Operating Free Cash Flow (EBITDA - Capex)	(14,266)	(18,966)	(6,448)	27,330	8,895
Cumulative Investments	2,027,872	1,983,494	1,905,161	1,864,560	1,845,896

Homes Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**6,153**	**6,367**	**6,703**	**6,785**	**7,025**
EBITDA	3,072	2,715	3,014	3,323	3,414
EBITDA / Total revenues	*49.9%*	*42.6%*	*45.0%*	*49.0%*	*48.6%*
EBIT	1,129	1,089	1,350	1,679	1,941
Capex	3,209	1,599	2,065	2,022	1,858
Operating Free Cash Flow (EBITDA - Capex)	(137)	1,116	949	1,301	1,555
Cumulative Investments	68,221	66,226	64,693	64,313	63,676

Digital TV Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**9,642**	**9,369**	**8,974**	**8,657**	**8,735**
EBITDA	3,708	3,517	3,300	3,153	3,026
EBITDA / Total revenues	*38.5%*	*37.5%*	*36.8%*	*36.4%*	*34.6%*
EBIT	1,500	1,230	1,038	975	684
Capex	2,360	3,191	2,661	1,386	2,650
Operating Free Cash Flow (EBITDA - Capex)	1,348	326	639	1,767	376
Cumulative Investments	77,993	75,435	72,253	73,513	72,127

Airtel Business

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**29,005**	**28,231**	**27,787**	**25,770**	**27,050**
EBITDA	11,654	9,881	9,342	9,424	8,287
EBITDA / Total revenues	*40.2%*	*35.0%*	*33.6%*	*36.6%*	*30.6%*
EBIT	8,850	7,310	6,483	6,545	5,384
Capex	823	1,532	2,153	2,218	1,239
Operating Free Cash Flow (EBITDA - Capex)	10,832	8,349	7,190	7,206	7,048
Cumulative Investments	95,020	93,755	93,479	91,982	89,831

Tower Infrastructure Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**16,950**	**16,613**	**15,982**	**16,017**	**15,292**
EBITDA	8,318	8,130	7,954	7,943	7,291
EBITDA / Total revenues	*49.1%*	*48.9%*	*49.8%*	*49.6%*	*47.7%*
EBIT	5,249	5,051	5,004	4,921	4,299
Share of results of Joint ventures / Associates	3,226	3,304	3,208	3,272	3,041
Capex	2,380	2,796	3,461	2,243	3,405
Operating Free Cash Flow (EBITDA - Capex)	5,938	5,334	4,494	5,700	3,886
Cumulative Investments	197,747	193,794	189,543	196,111	192,103

Others (India)

Amount in Rs Mn

Particulars	Quarter Ended				
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16
Total revenues	**1,014**	**972**	**1,019**	**939**	**961**
EBITDA	(1,777)	(894)	(941)	(2,371)	(421)
EBIT	(1,779)	(938)	(951)	(1,992)	(840)
Capex	1,472	1,270	1,348	85	469
Operating Free Cash Flow (EBITDA - Capex)	(3,249)	(2,164)	(2,289)	(2,456)	(890)
Cumulative Investments	10,618	9,850	8,956	7,135	7,084

9.3 Based on Statement of Financial Position

Consolidated

Amount in Rs Mn, except ratios

Particulars	As at				
	Dec 31, 2017	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016
Equity attributable to equity holders of parent	714,187	695,690	679,268	674,563	631,431
Net Debt	917,139	914,801	878,404	913,999	973,952
Net Debt (US$ Mn)	14,358	14,012	13,602	14,094	14,339
Capital Employed = Equity attributable to equity holders of parent + Net Debt	1,631,326	1,610,491	1,557,672	1,588,562	1,605,383

	Dec 31, 2017	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016
Return on Equity attributable to equity holders of parent (LTM)	2.0%	2.4%	4.1%	5.9%	7.3%
Return on Capital Employed (LTM)	4.9%	5.1%	5.6%	6.6%	7.1%
Net Debt to EBITDA (LTM)	3.01	2.91	2.67	2.63	2.71
Net Debt to EBITDA (Annualised)	3.12	2.95	2.89	2.95	2.93
Assets Turnover ratio (LTM)	50.8%	52.8%	55.0%	57.5%	59.7%
Interest Coverage ratio (times)	4.30	4.65	4.50	4.46	4.94
Net debt to Equity attributable to equity holders of parent (Times)	1.28	1.31	1.29	1.35	1.54
Per share data (for the period)					
Net profit/(loss) per common share (in Rs)	0.77	0.86	0.92	0.93	1.26
Net profit/(loss) per diluted share (in Rs)	0.77	0.86	0.92	0.93	1.26
Book Value Per Equity Share (in Rs)	178.7	174.1	169.9	168.8	158.0
Market Capitalization (Rs Bn)	2,116	1,554	1,516	1,399	1,221
Enterprise Value (Rs Bn)	3,082	2,522	2,449	2,369	2,254

Refer Note 3 on page 4

9.4 Operational Performance – India

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016
Total Customers Base	**000's**	**307,964**	**299,471**	**297,841**	**290,329**	**282,270**
Mobile Services						
Customer Base	000's	290,113	282,047	280,647	273,648	265,853
VLR	%	99.2%	96.5%	96.9%	97.3%	97.2%
Net Additions	000's	8,066	1,400	6,999	7,796	5,912
Pre-Paid (as a % of total Customer Base)	%	93.7%	93.7%	93.8%	93.7%	93.7%
Monthly Churn	%	3.3%	3.9%	3.8%	3.6%	4.1%
Average Revenue Per User (ARPU)	Rs	123	145	154	158	172
Average Revenue Per User (ARPU)	US$	1.9	2.2	2.4	2.3	2.5
Revenue per towers per month	Rs	215,670	250,234	264,200	264,007	283,359
Revenues						
Mobile Services [11]	Rs Mn	105,709	122,115	128,570	127,612	135,644
Voice						
Minutes on the network	Mn	494,546	437,142	421,912	381,236	330,217
Voice Usage per customer	min	575	518	507	471	419
Data						
Data Customer Base	000's	70,836	65,769	62,560	57,362	54,915
Of which Mobile Broadband customers	*000's*	*62,149*	*55,218*	*48,911*	*42,716*	*37,690*
As % of Customer Base	*%*	*24.4%*	*23.3%*	*22.3%*	*21.0%*	*20.7%*
Total MBs on the network	Mn MBs	1,105,839	783,809	472,385	225,109	171,817
Data Usage per customer	MBs	5,349	4,087	2,611	1,331	972
Homes Services						
Homes Customers	000's	2,164	2,159	2,137	2,129	2,102
Of which no. of Broadband (DSL) customers	*000's*	2,024	2,001	1,978	1,966	1,922
As % of Customer Base	*%*	*93.5%*	*92.7%*	*92.6%*	*92.3%*	*91.4%*
Net Additions	000's	5	23	8	27	19
Average Revenue Per User (ARPU)	Rs	948	989	1,048	1,064	1,112
Average Revenue Per User (ARPU)	US$	14.7	15.4	16.3	15.9	16.4
Non Voice Revenue as % of Homes Revenues	%	90.2%	90.4%	89.1%	89.4%	87.9%
Digital TV Services						
Digital TV Customers	000's	13,937	13,521	13,314	12,815	12,588
Net additions	000's	416	207	499	228	183
Average Revenue Per User (ARPU)	Rs	233	233	228	228	232
Average Revenue Per User (ARPU)	US$	3.6	3.6	3.5	3.4	3.4
Monthly Churn	%	1.2%	1.4%	0.9%	1.2%	1.3%
Airtel Business						
Airtel Business customer	000's	1,749	1,743	1,743	1,736	1,728

Refer Note 11 on page 16

9.5 Traffic Trends – India

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016
Mobile Services	Mn Min	494,546	437,142	421,912	381,236	330,217
Homes Services	Mn Min	3,071	3,500	3,474	2,411	2,426
Airtel Business	Mn Min	2,869	3,151	3,173	2,897	2,842
National Long Distance Services	Mn Min	59,516	56,709	51,125	43,235	34,755
International Long Distance Services	Mn Min	5,476	5,103	5,168	4,445	4,910
Total Minutes on Network (Gross)	**Mn Min**	**565,478**	**505,606**	**484,852**	**434,224**	**375,149**
Eliminations	Mn Min	(55,562)	(56,881)	(51,262)	(43,271)	(34,803)
Total Minutes on Network (Net)	**Mn Min**	**509,916**	**448,725**	**433,589**	**390,953**	**340,346**

9.6 Network and Coverage Trends - India

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016
Mobile Services						
Census Towns	Nos	7,897	7,896	7,896	7,893	7,892
Non-Census Towns & Villages	Nos	786,032	786,032	785,823	785,494	784,769
Population Coverage	%	95.3%	95.3%	95.3%	95.3%	95.3%
Optic Fibre Network	R Kms	233,720	232,150	230,914	229,856	223,607
Network towers	Nos	163,808	162,954	162,380	162,046	160,199
Of which Mobile Broadband towers	*Nos*	*130,334*	*123,181*	*120,132*	*116,717*	*113,367*
Total Mobile Broadband Base stations	Nos	259,002	226,132	203,506	190,860	170,844
Homes Services - Cities covered	Nos	89	88	88	87	87
Airtel Business - Submarine cable systems	Nos	7	7	7	7	7
Digital TV Services						
Districts Covered	Nos	639	639	639	639	639
Coverage	%	100%	100%	100%	100%	100%

9.7 Tower Infrastructure Services

9.7.1 Bharti Infratel Standalone

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016
Total Towers	Nos	39,363	39,264	39,211	39,099	38,997
Total Co-locations	Nos	92,211	94,538	93,297	89,263	86,112
Key Indicators						
Sharing Revenue per sharing operator per month	Rs	36,941	36,394	37,292	37,512	37,428
Average Sharing Factor	Times	2.38	2.39	2.33	2.25	2.17

Additional Information

9.7.2 Indus Towers

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016
Total Towers	Nos	122,962	123,073	122,920	122,730	122,044
Total Co-locations	Nos	288,727	298,929	297,867	288,913	282,909
Average Sharing Factor	Times	2.39	2.43	2.39	2.34	2.29

9.7.3 Bharti Infratel Consolidated

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016
Total Towers	Nos	91,007	90,955	90,837	90,646	90,255
Total Co-locations	Nos	213,476	220,088	218,401	210,606	204,934
Average Sharing Factor	Times	2.38	2.41	2.36	2.30	2.24

9.8 Human Resource Analysis - India

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016
Total Employees	Nos	17,482	17,657	18,369	18,683	19,048
Number of Customers per employee	Nos	17,616	16,960	16,214	15,540	14,819
Personnel Cost per employee per month	Rs	112,201	115,911	112,247	108,121	100,338
Gross Revenue per employee per month	Rs	2,916,176	3,157,990	3,129,115	3,039,413	3,152,145

9.9 Africa – 14 Countries

9.9.1 Operational Performance (In Constant Currency)

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016
Customer Base	000's	84,130	78,742	76,861	76,726	76,925
VLR	%	82.1%	82.1%	80.3%	80.5%	81.1%
Net Additions	000's	5,388	1,881	135	(199)	2,398
Pre-Paid (as % of total Customer Base)	%	99.1%	99.0%	99.0%	99.1%	99.2%
Monthly Churn	%	4.1%	4.7%	4.8%	5.1%	4.7%
Average Revenue Per User (ARPU)	US$	3.2	3.2	3.1	3.1	3.3
Revenue per site per month	US$	13,704	13,082	12,374	12,536	13,179
Voice						
Minutes on the network	Mn	41,928	38,406	34,527	32,638	34,404
Voice Usage per customer	min	172	164	150	141	152
Data						
Data Customer Base	000's	23,324	20,529	18,167	16,851	16,731
As % of Customer Base	*%*	*27.7%*	*26.1%*	*23.6%*	*22.0%*	*21.8%*
Total MBs on the network	Mn MBs	65,544	57,933	44,381	37,034	33,560
Data Usage per customer	MBs	997	994	843	740	671

Refer Note 6 & 7 on page 12.

9.9.2 Network and Coverage Trends

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016
Network towers	Nos	19,054	18,926	18,998	18,959	18,864
Of which Mobile Broadband towers	*Nos*	*12,933*	*12,709*	*12,732*	*12,663*	*12,469*
Total Mobile Broadband Base stations	Nos	16,863	15,575	13,974	13,015	12,553

Refer Note 6 on page 12.

9.9.3 Human Resource Analysis

Parameters	Unit	Dec 31, 2017	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016
Total Employees	Nos	3,420	3,464	3,597	3,654	3,753
Number of Customers per employee	Nos	24,599	22,731	21,368	20,998	20,497
Personnel Cost per employee per month	US$	5,592	5,626	5,625	6,057	5,960
Gross Revenue per employee per month	US$	76,325	72,528	65,577	65,205	66,074

Refer Note 6 & 7 on page 12.

SECTION 10

KEY ACCOUNTING POLICIES AS PER Ind-AS

- **Property, plant and equipment**

Property, plant and equipment are stated at cost, net of accumulated depreciation and impairment loss. All direct costs relating to the acquisition and installation of property and equipment are capitalised.

Depreciation is recorded on a straight-line basis over the estimated useful lives of the assets.

Assets	Years
Building	20
Network equipment	3-20
Customer premises equipment	5 – 6
Assets taken on finance lease	Period of lease or 10 years, as applicable, whichever is less
Computer equipment	3
Furniture & Fixture and office equipment	2 – 5
Vehicles	3 – 5
Leasehold improvements	Period of the lease or 10/20 years, as applicable, whichever is less
Leasehold Land	Period of the lease

Land is not depreciated. The useful lives, residual values and depreciation method of PPE are reviewed, and adjusted appropriately, at-least as at each reporting date so as to ensure that the method and period of depreciation are consistent with the expected pattern of economic benefits from these assets.

Costs of additions and substantial improvements to property and equipment are capitalised. The costs of maintenance and repairs of property and equipment are charged to operating expenses.

- **Goodwill**

Goodwill arising on the acquisition of an entity represents the excess of the cost of acquisition over the Group's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities of the entity recognized at the date of acquisition.

Goodwill is not subject to amortization but is tested for impairment annually and when circumstances indicate, the carrying value may be impaired. Impairment is determined for goodwill by assessing the recoverable amount of each cash-generating unit (or group of cash-generating units) to which the goodwill relates. Where the recoverable amount of the cash-generating unit is less than their carrying amount an impairment loss is recognized. Impairment losses relating to goodwill are not reversed in future periods.

On disposal of a subsidiary, the attributable amount of goodwill is included in the determination of the profit or loss recognized in the statement of profit and loss on disposal.

- **Other Intangible assets**

Identifiable intangible assets are recognised when the Group controls the asset, it is probable that future economic benefits attributed to the asset will flow to the Group and the cost of the asset can be measured reliably.

The intangible assets that are acquired in a business combination are recognised at its fair value there at. Other intangible assets are recognised at cost. These assets having finite useful life are carried at cost less accumulated amortisation and any impairment losses. Amortisation is computed using the straight-line method over the expected useful life of intangible assets.

The Group has established the estimated useful lives of different categories of intangible assets as follows:

a. Licenses (including spectrum)
Acquired licenses and spectrum are amortised commencing from the date when the related network is available for intended use in the relevant jurisdiction. The useful lives range from two years to twenty five years.

The revenue-share based fee on licenses / spectrum is charged to the statement of profit and loss in the period such cost is incurred.

b. Software: Software are amortised over the period of license, generally not exceeding three years.

c. Bandwidth: Bandwidth is amortised on straight-line basis over the period of the agreement.

d. Other acquired intangible assets: Other acquired intangible assets include the following:

Rights acquired for unlimited license access: Over the period of the agreement which ranges upto five years.

Distribution network: One year to two years

Customer base: Over the estimated life of such relationships which ranges from one year to five years.

Non-compete fee: Over the period of the agreement which ranges upto five years.

The useful lives and amortisation method are reviewed, and adjusted appropriately, at least at each financial year end so as to ensure that the method and period of amortisation are consistent with the expected pattern of economic benefits from these assets. The effect of any change in the estimated useful lives and / or amortisation method is accounted prospectively, and accordingly the amortisation is calculated over the remaining revised useful life.

Further, the cost of intangible assets under development includes the borrowing costs that are directly attributable to the acquisition or construction of qualifying assets and are presented separately in the balance sheet.

- **Investment in Joint Ventures and Associates**

A joint venture is a type of joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the joint venture. Joint control is the contractually agreed sharing of control of an arrangement, which exists only when decisions about the relevant activities require unanimous consent of the parties sharing control.

An associate is an entity over which the Group has significant influence. Significant influence is the power to participate in the financial and operating policy decisions of the investee but is not control or joint control over those policies.

Joint ventures and associates are accounted for from the date on which Group obtains joint control over the joint venture / starts exercising significant influence over the associate.

Accounting policies of the respective joint venture and associate are aligned wherever necessary, so as to ensure consistency with the accounting policies that are adopted by the Group under Ind-AS. The Group's investments in its joint ventures and associates are accounted for using the equity method. Accordingly, the investments are carried at cost as adjusted for post-acquisition changes in the Group's share of the net assets of investees. Losses of a joint venture or an associate in excess of the Group's interest in that joint venture or associate are not recognized. However, additional losses are provided for, and a liability is recognized, only to the extent that the Group has incurred legal or constructive obligations or made payments on behalf of the joint venture or associate.

At each reporting date, the Group determines whether there is objective evidence that the investment is impaired. If there is such evidence, the Group calculates the amount of impairment as the difference between the recoverable amount of investment and its carrying value.

- **Finance leases - Lessee accounting**

Leases where the lessor transfers substantially all the risks and rewards of ownership of the leased asset are classified as finance lease. Assets acquired under finance leases are capitalised at the lease inception at lower of the fair value of the leased asset and the present value of the minimum lease payments. Lease payments are apportioned between finance charges (recognised in the statement of profit and loss) and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability for each period.

Sale and leaseback transaction involves the sale and the leasing back of the same asset. In case it results in a finance lease, any profit or loss is not recognised, instead the asset leased back is retained at its carrying value. However, in case it results in an operating lease, any profit or loss is recognised immediately provided the transaction occurs at fair value.

- **Indefeasible right to use (IRU)**

The Group enters into 'Indefeasible right to use' arrangement wherein the assets are given on lease over the substantial part of the asset life. However, the title to the assets and significant risk associated with the operation and maintenance of these assets remains with the Group. Hence, such arrangements are recognised as operating lease.

The contracted price is recognised as revenue during the tenure of the agreement. Unearned IRU revenue received in advance is presented as deferred revenue within liabilities in the balance sheet.

Exchange of network capacity is recognised at fair value unless the transaction lacks commercial substance or the fair value of neither the capacity received nor the capacity given is reliably measurable.

- **Derivative financial instruments**

Derivative financial instruments, including separated embedded derivatives, that are not designated as hedging instruments in a hedging relationship are classified as financial instruments at fair value through profit or loss - Held for trading. Such derivative financial instruments are initially recognised at fair value. They are subsequently re-measured at their fair value, with changes in fair value being recognised in the statement of profit and loss within finance income / finance costs.

- **Hedging activities**

1. Fair value hedge

Some of the group entities use certain type of derivative financial instruments (viz. interest rate / currency swaps) to manage / mitigate their exposure to the risk of change in fair value of the borrowings. The Group designates certain interest rate swaps to hedge the risk of changes in fair value of recognised borrowings attributable to the hedged interest rate risk. The effective portion of changes in the fair value of derivatives that are designated and qualify as fair value hedges are recorded in the statement of profit and loss within finance income / finance costs, together with any changes in the fair value of the hedged liability that are attributable to the hedged risk. If the hedge no longer meets the criteria for hedge accounting, the adjustment to the carrying amount of the hedged item is amortised to profit or loss over the period to remaining maturity of the hedged item.

ii. Cash flow hedge

The Group designates certain derivative financial instruments (or its components) as hedging instruments for hedging the exchange rate fluctuation risk attributable to is either to a recognised item or a highly probable forecast transaction. The effective portion of changes in the fair value of derivative financial instruments (or its components), that are designated and qualify as Cash flow hedges, are recognised in the other comprehensive income and held in Cash flow hedge reserve. Any gains / (losses) relating to the ineffective portion, are recognised immediately in the statement of profit and loss. The amounts accumulated in Equity are re-classified to the statement of profit and loss in the periods when the hedged item affects profit / (loss).

When a hedging instrument expires or is sold, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gains / (losses) existing in equity at that time remains in equity and is recognised when the forecast transaction is ultimately recognised in the statement of profit and loss. However, at any point of time, when a forecast transaction is no longer expected to occur, the cumulative gains / (losses) that were reported in equity is immediately transferred to the statement of profit and loss.

iii. Net investment hedge

The Group hedges its certain net investment in foreign subsidiaries which are accounted for similar to cash flow hedges. Accordingly, any foreign exchange differences on the hedging instrument (viz. borrowings) relating to the effective portion of the hedge is recognized in other comprehensive income and held in foreign currency translation reserve, so as to offset the change in the value of the net investment being hedged. The ineffective portion of the gain or loss on these hedges is immediately recognised in the statement of profit and loss. The amounts accumulated in equity are included in the statement of profit and loss when the foreign operation is disposed or partially disposed.

- **Revenue recognition**

Revenue is recognised when it is probable that the entity will receive the economic benefits associated with the transaction and the related revenue can be measured reliably. Revenue is recognised at the fair value of the consideration received or

receivable, which is generally the transaction price, net of any discounts and process waivers.

In order to determine if it is acting as a principal or as an agent, the Group assesses whether it has exposure to the significant risks and rewards associated with the sale of goods or the rendering of services.

(i) Service revenues

Service revenues mainly pertain to usage, subscription and activation charges for voice, data, messaging, value added services and broadcasting. It also includes revenue towards interconnection charges for usage of the Group's network by other operators for voice, data, messaging and signalling services.

Usage charges are recognised based on actual usage. Subscription charges are recognised over the estimated customer relationship period or subscription pack validity period, whichever is lower. Activation revenue and related activation costs are amortised over the estimated customer relationship period. However, any excess of activation costs over activation revenue are expensed as incurred.

Certain business' service revenues include income from registration and installation, which are amortised over the period of agreement since the date of activation of services.

Revenues from long distance operations comprise of voice services and bandwidth services (including installation), which are recognised on provision of services and over the period of arrangement respectively.

(ii) Multiple element arrangements

The Group has entered into certain multiple-element revenue arrangements which involve the delivery or performance of multiple products, services or rights to use assets. At the inception of the arrangement, all the deliverables therein are evaluated to determine whether they represent separately identifiable component basis it is perceived from the customer perspective to have value on standalone basis.

Total consideration related to the multiple element arrangements is allocated among the different components based on their relative fair values (i.e., ratio of the fair value of each element to the aggregated fair value of the bundled deliverables). In case the relative fair value of different components cannot be determined on a reasonable basis, the total consideration is allocated to the different components on a residual value method.

(ii) Equipment sales

Equipment sales mainly pertain to sale of telecommunication equipment and related accessories. Such transactions are recognised when the significant risks and rewards of ownership are transferred to the customer. However, in case of equipment sale forming part of multiple-element revenue arrangements which is not separately identifiable component, revenue is recognised over the customer relationship period.

- **Exceptional items**

Exceptional items refer to items of income or expense within the statement of profit and loss from ordinary activities which are non-recurring and are of such size, nature or incidence that their separate disclosure is considered necessary to explain the performance of the Group.

- **Foreign currency transactions**

Monetary assets and liabilities denominated in foreign currencies are translated into the functional currency at the closing exchange rate prevailing as at the reporting date with the resulting foreign exchange differences, on subsequent re-statement / settlement, recognised in the statement of profit and loss. Non-monetary assets and liabilities denominated in foreign currencies are translated into the functional currency using the exchange rate prevalent, at the date of initial recognition (in case they are measured at historical cost) or at the date when the fair value is determined (in case they are measured at fair value).

The assets and liabilities of foreign operations (including the goodwill and fair value adjustments arising on the acquisition of foreign entities) are translated into Rupees (functional currency of parent) at the exchange rates prevailing at the reporting date whereas their statements of profit and loss are translated into Rupees at monthly average exchange rates and the equity is recorded at the historical rate. The resulting exchange differences arising on the translation are recognised in other comprehensive income and held in FCTR. On disposal of a foreign operation (that is, disposal involving loss of control), the component of other comprehensive income relating to that particular foreign operation is reclassified to profit or loss.

- **Income-taxes**

Income tax is calculated on the basis of the tax rates, laws and regulations, which have been enacted or substantively enacted as at the reporting date in the respective countries where the Group entities operate and generate taxable income.

Deferred tax is recognised, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying values in the financial statements. However, deferred tax are not recognised if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Further, deferred tax liabilities are not recognised if they arise from the initial recognition of goodwill.

Deferred tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised. Moreover, deferred tax is recognised on temporary differences arising on investments in subsidiaries, joint ventures and associates - unless the timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

The unrecognised deferred tax assets / carrying amount of deferred tax assets are reviewed at each reporting date for recoverability and adjusted appropriately.

- **Transactions with non-controlling interests**

Transactions with non-controlling interests that do not result in loss of control are accounted for as equity transactions – that is, as transactions with the owners in their capacity as owners. The differences between fair value of any consideration paid and the relevant share acquired of the carrying value of net assets of the subsidiary is recorded in equity.

SECTION 11

GLOSSARY

Technical and Industry Terms

Company Related	
3G	Third Generation of Mobile Telephony.
4G	Fourth Generation of Mobile Telephony.
Asset Turnover	Asset Turnover is defined as total revenues, for the preceding (last) 12 months from the end of the relevant period, divided by average assets. Asset is defined as the sum of non-current assets and net current assets. Net current assets are computed by subtracting current liabilities from current assets. Average assets are calculated by considering average of quarterly average for the preceding (last) four quarters from the end of the relevant period.
Average Customers	Average customers are derived by computing the average of the monthly average customers for the relevant period.
Average Co-locations	Average co-locations are derived by computing the average of the Opening and Closing co-locations for the relevant period.
Average Sharing Factor	It is calculated as the average of the opening and closing number of co-locations divided by the average of the opening and closing number of towers for the relevant period.
Average Towers	Average towers are derived by computing the average of the Opening and Closing towers for the relevant period
Bn	Billion
Book Value Per Equity Share	Total stockholder's equity as at the end of the relevant period divided by outstanding equity shares as at the end of the relevant period.
Capex	It includes investment in gross fixed assets and capital work in progress for the period.
Capital Employed	Capital Employed is defined as sum of equity attributable to equity holders of parent and net debt.
Cumulative Investments	Cumulative Investments comprises of gross value of property, plant & equipment (including CWIP & capital advances) and intangibles including investment in associates.
Cash Profit From Operations before Derivative & Exchange Fluctuation	It is not an Ind-AS measure and is defined as profit from operating activities before depreciation, amortization and exceptional items adjusted for interest expense, interest income and non-operating expenses before adjusting for derivative & exchange (gain)/ loss.
Churn	Churn is calculated by dividing the total number of disconnections during the relevant period by the average customers; and dividing the result by the number of months in the relevant period.
Co-locations	Co-location is the total number of sharing operators at a tower, and where there is a single operator at a tower, 'co-location' refers to that single operator. Co-locations as referred to are revenue generating Co-locations.
Customer Base	Customer who made at least one revenue generating call or a data session of more than zero Kbs on 2G / 3G / 4G network in the last 30 days.
Customers Per Employee	Number of customers on networks of a business unit as at end of the relevant period divided by number of employees in the respective business unit as at end of the relevant period.
Data Customer Base	A customer who used at least 1 MB on GPRS / 3G / 4G network in the last 30 days.
Data Usage per Customer	It is calculated by dividing the total MBs consumed on the network during the relevant period by the average data customer base; and dividing the result by the number of months in the relevant period.
DTH / Digital TV	Direct to Home broadcast service

Services	
Earnings Per Basic Share	It is computed by dividing net income attributable to ordinary shareholders by the weighted average number of ordinary shares outstanding during the period. The calculation of Net Profit/ (loss) per diluted share adjusts net profit or loss and the weighted average number of ordinary shares outstanding, to give effect to all dilutive potential ordinary shares that were outstanding during the year.
Earnings Per Diluted Share	Net profit or loss attributable to ordinary shareholders is adjusted for the after-tax effect of the following: (1) dividends on potential ordinary shares (for example, dilutive convertible preferred shares); (2) interest recognized on potential ordinary shares (for example, dilutive convertible debt); and (3) any other changes in income or expense resulting from the conversion of dilutive potential ordinary shares (e.g., an entity's contribution to its non-discretionary employee profit-sharing plan may be revised based on changes in net profit due to the effects of items discussed above).
EBITDA	Earnings/ (loss) before interest, taxation, depreciation and amortization. It is not an Ind-AS measure and is defined as profit from operating activities before depreciation, amortization and exceptional items adjusted for CSR costs.
EBITDA Margin	It is computed by dividing EBITDA for the relevant period by total revenues for the relevant period.
EBIT	Earnings / (Loss) before interest, taxation for the relevant period.
Enterprise Valuation (EV)	Calculated as sum of Market Capitalization, Net Debt and finance lease obligations as at the end of the relevant period.
EV / EBITDA (times)	Computed by dividing Enterprise Valuation as at the end of the relevant period (EV) by EBITDA for the relevant period (LTM).
Finance Lease Obligation (FLO)	Finance Lease Obligation represents present value of future obligation for assets taken on finance lease.
Gross Revenue per Employee per month	It is computed by dividing the Gross Revenue (net of inter-segment eliminations) by the closing number of employees in a given business unit and number of months in the relevant period.
ILD	International Long Distance Services.
Intangibles	Comprises of goodwill, software, bandwidth, one-time entry fee paid towards acquisition of licenses, distribution network and customer relationships.
Interest Coverage Ratio	EBITDA for the relevant period divided by interest on borrowing for the relevant period.
IPTV	Internet Protocol TV. IPTV is the method of delivering and viewing television programmes using an IP transmission and service infrastructure, which can deliver digital television to the customers. IPTV when offered using an IP network and high speed broadband technology becomes interactive because of availability of return path and is capable of providing Video on Demand (VOD), time shifted television and many other exciting programmes.
KPI	Key Performance Indicators
LTM	Last twelve months.
Market Capitalization	Number of issued and outstanding shares as at end of the period multiplied by closing market price (BSE) as at end of the period.
MBB	Mobile Broadband
Mn	Million
MNP	Mobile Number Portability
Mobile Broadband Base stations	It includes all the 3G and 4G Base stations deployed across all technologies i.e. 900/1800/2100/2300 Mhz bands.
Mobile Broadband Customer	A customer who used at least 1 MB on 3G / 4G network in the last 30 days.

Mobile Broadband Towers	It means the total number of network towers (defined below) in which unique number of either 3G or 4G Base stations are deployed, irrespective of their technologies. Total numbers of Mobile Broadband Towers are subset of Total Network Towers.
MoU	Minutes of Usage. Duration in minutes for which a customer uses the network. It is typically expressed over a period of one month.
MPLS	Multi-Protocol Label Switching
Network Towers	Comprises of Base Transmission System (BTS) which holds the radio transreceivers (TRXs) that define a cell and coordinates the radio links protocols with the mobile device. It includes all the Ground based, Roof top and In Building Solutions as at the end of the period.
Net Debt	It is not an Ind-AS measure and is defined as the long-term debt, net of current portion plus short-term borrowings and current portion of long-term debt plus deferred payment liability minus cash and cash equivalents, short-term investments which includes interest bearing notes, receivables towards residual portion of Tower sale proceeds, restricted cash and restricted cash non-current as at the end of the relevant period. This excludes finance lease obligations. Restricted cash deducted does not include cash related to mobile commerce services which is restricted in use.
Net Debt to EBITDA (LTM)	It is computed by dividing net debt as at the end of the relevant period by EBITDA (EBITDA adjusted downwards to the extent of finance lease charges on towers in Africa) for preceding (last) 12 months from the end of the relevant period.
Net Debt to EBITDA (Annualized)	It is computed by dividing net debt as at the end of the relevant period by EBITDA (EBITDA adjusted downwards to the extent of finance lease charges on towers in Africa) for the relevant period (annualized).
Net Debt to Funded Equity Ratio	It is computed by dividing net debt as at the end of the relevant period by Equity attributable to equity holders of parent as at the end of the relevant period.
Net Income from operations	It is calculated by adding back the interest expense on loans taken for the Africa acquisition to the net income of Africa.
Net Revenues	It is not Ind-AS measure and is defined as total revenues adjusted for access charges and cost of goods sold for the relevant period.
NLD	National Long Distance Services.
Operating Free Cash flow	It is computed by subtracting capex from EBITDA.
Personnel Cost per Employee per month	It is computed by dividing the Personnel Cost by the closing number of employees in a given business unit and number of months in the relevant period.
Price-Earnings Ratio – P/E Ratio	It is computed by dividing the closing market price (BSE) as at end of the relevant period by the earnings per basic share for the relevant period (LTM).
Profit / (Loss) after current tax expense	It is not an Ind-AS measure and is defined as Profit / (Loss) before taxation adjusted for current tax expense.
Return On Capital Employed (ROCE)	For the full year ended March 31, 2015, 2016 and 2017. ROCE is computed by dividing the sum of net profit and finance cost (net) excluding finance charges and interest on FLO for the period by average (of opening and closing) capital employed. For the quarterly computation, it is computed by dividing the sum of net profit and finance cost (net) excluding finance charges and interest on FLO for the preceding (last) 12 months from the end of the relevant period by average capital employed. Average capital employed is calculated by considering average of quarterly average for the preceding (last) four quarters from the end of the relevant period.
Return On Equity attributable to equity holders of parent	For the full year ended March 31, 2015, 2016 and 2017, it is computed by dividing net profit for the period by the average (of opening and closing) Equity attributable to equity holders of parent. For the quarterly computations, it is computed by dividing net profit for the preceding (last) 12 months from the end of the relevant period by the average Stockholder's equity for the preceding (last) 12 months. Average Stockholder's equity is calculated by considering average of quarterly average for the preceding (last) four quarters from the end of the relevant period.
Revenue per Site per month	Revenue per Site per month is computed by: dividing the total mobile revenues, excluding sale of goods (if any) during the relevant period by the average sites; and dividing the result by the number of months in the relevant period.

SA	South Asia
Sharing revenue per Sharing Operator per month	It is calculated on the basis of the total revenues less energy and other pass through accrued during the relevant period divided by the average number of co-locations for the period, determined on the basis of the opening and closing number of co-locations for the relevant period.
TD-LTE	Time Division – Long Term Evolution.
Total Employees	Total on-roll employees as at the end of respective period and excludes 42% of Indus Towers employees in India.
Total MBs on Network	Includes total MBs consumed on the network (uploaded & downloaded) on our network during the relevant period.
Towers	Infrastructure located at a site which is permitted by applicable law to be shared, including, but not limited to, the tower, shelter, diesel generator sets and other alternate energy sources, battery banks, air conditioners and electrical works. Towers as referred to are revenue generating Towers.
TSP	Telecom Service Provider
Total Operating Expenses	It is defined as sum of employee costs, network operations costs and selling, general and administrative cost for the relevant period.
V-Fiber	A combination of fiber and vectorisation technology that delivers super-fast data speed of up to 100 Mbps over existing broadband network thereby enabling a rich online experience in a multi-device environment.
VAS	Value Added Service
Voice Minutes on Network	Includes usage on our network (incoming, outgoing & in-roaming minutes) during the relevant period.
Voice Minutes of Usage per Customer per month	It is calculated by dividing the voice minutes of usage on our network during the relevant period by the average customers; and dividing the result by the number of months in the relevant period.

Regulatory

BWA	Broadband Wireless Access
3G	Third - Generation Technology
4G	Fourth - Generation Technology
UCC	Unsolicited Commercial Cells
DoT	Department of Telecommunications
IP	Internet Protocol
ITFS	International Toll Free Service
QoS	Quality of Service
TDSAT	Telecom Disputes Settlement and Appellate Tribunal
TRAI	Telecom Regulatory Authority of India
UAS	Unified Access Service
UASL	Unified Access Service License
USSD	Unstructured Supplementary Services Data

VSAT	Very Small Aperture Terminals
VLR	Visitor Location Register

Others

BSE	The Stock Exchange, Mumbai
CMAI	Communication Multimedia & Infrastructure
RBI	Reserve Bank of India
GSM	Global System for Mobile Communications.
CDMA	Code Division Multiple Access
DSL	Digital Subscriber Line
ICT	Information and Communication Technology
GAAP	Generally Accepted Accounting Principles
KYC	Know Your Customer
MMS	Multimedia Messaging Service
MTM	Mark to Market
IAS	International Accounting Standards
IFRS	International Financial Reporting Standards
Ind-AS	Indian Accounting Standards
NSE	The National Stock Exchange of India Limited.
Sensex	Sensex is a stock index introduced by The Stock Exchange, Mumbai in 1986.
SMS	Short Messaging Service.
BYOD	Bring Your Own Device
STB/CPE	Set Top Box/Customer Premises Equipment
DAS	Digital Addressable System
SIM	Subscriber Identity Module
VAT	Value Added Tax
IPLC	International Private Leased Circuit

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