Bharti Airtel Limited

Consolidated Revenues up 9.5%
Mobile data usage in India grows 25 % Q-o-Q

Bharti Airtel announces consolidated IFRS results for the third quarter and nine months ended December 31, 2012

Highlights for the third quarter ended December 31, 2012

- Overall customer base stands at 262.3 million**,** across 20 countries.
- Total minutes on network at 284.0 billion, up by 12.3% Y-o-Y.
- Consolidated total revenues at ₹ 20,239 crore, up by 9.5% Y-o-Y.
- Mobile Data revenues up Y-o-Y by 70% in India, by 80% in Africa.
- Consolidated EBITDA margin at 30.6% (PY: 32.2%).
- Operating Free Cash Flow at ₹ 3,801 crore.

New Delhi, India, Feb 1, 2013: Bharti Airtel Limited ("Bharti Airtel" or "the Company") today announced its audited consolidated IFRS results for the third quarter and nine months ended December 31, 2012.

Revenues in Q3 on a consolidated basis at ₹ 20,239 crore grew by 9.5% over the corresponding period last year, led by strong growth of 70% in mobile internet in India, 29% in Digital TV, 20% in 'airtel business' (B2B) and 15% in Africa. The new activation processes and improved retention strategies in India have helped reduce monthly churn to 5.9% from 8.5% in the previous quarter. ARPU has improved to ₹ 185, a sequential improvement of ₹ 8 in this quarter.

Africa revenues grew by 15% Y-o-Y, supported by customer base growth of 21%, voice traffic increase of 42%, and non voice revenue growth of 85%. Voice usage per customer has grown Y-o-Y by 15% from 125 minutes to 144 minutes.

Consolidated EBITDA margin is at 30.6%. Q2 margin at 31.3% benefitted from a favourable judicial outcome in respect of certain inter-connect agreements. The Consolidated Net Income at ₹ 284 crore (Q3 FY12: ₹ 1,011 crore) was impacted by: higher depreciation & amortisation cost (₹ 316 crore), net interest costs (₹ 284 crore), forex fluctuation losses (₹ 261 crore) and tax provisions (₹ 109 crore). Consolidated Operating Free Cash Flows for the quarter were at ₹ 3,801 crore. The Net Debt - Equity ratio was at 1.25 (Q2: 1.35) and USD Net Debt - EBITDA ratio was at 2.55 (Q2: 2.72).

In a statement, **Mr. Sunil Bharti Mittal, Chairman & Managing Director, Bharti Airtel Limited,** said:
"Market conditions have been challenging in recent quarters due to pricing pressures and rising input costs, which have put enormous pressure on the sector and consequently the margins. However, the worst seems to be getting over with corrections taking place in customer acquisition practices and the tariffs, which are driving quality of acquisitions and improving efficiencies. Moreover, on the data front, it is heartening to see strong growth quarter on quarter and across geographies."

Summary of the Consolidated Statement of Income – represents consolidated Statement of Income as per International Financial Reporting Standards (IFRS)

(Amount in ₹ crore, except ratios)

Particulars	Quarter Ended		Y-o-Y Growth
	Dec 2012	Dec 2011	
Total revenues	20,239	18,477	9.5%
EBITDA	6,184	5,958	3.8%
Profit before tax	951	1,581	-39.8%
Net Income	284	1,011	-72.0%
Operating free cash flow	3,801	3,835	-0.9%

Customer Base

(Figures in nos, except ratios)

Parameters	Unit	Dec 2012	Sep 2012	Q-o-Q Growth	Dec 2011	Y-o-Y Growth
Mobile Services	**000's**	**251,103**	**251,825**	**-0.3%**	**232,950**	**7.8%**
India & South Asia	000's	189,416	193,158	-1.9%	182,000	4.1%
Africa	000's	61,687	58,667	5.1%	50,949	21.1%
Telemedia Services	000's	3,278	3,275	0.1%	3,317	-1.2%
Digital TV Services	000's	7,894	7,455	5.9%	7,069	11.7%
Total	**000's**	**262,275**	**262,555**	**-0.1%**	**243,336**	**7.8%**

About Bharti Airtel Limited

Bharti Airtel Limited is a leading global telecommunications company with operations in 20 countries across Asia and Africa. Headquartered in New Delhi, India, the company ranks amongst the top 4 mobile service providers globally in terms of subscribers. In India, the company's product offerings include 2G, 3G and 4G wireless services, mobile commerce, fixed line services, high speed DSL broadband, IPTV, DTH, enterprise services including national & international long distance services to carriers. In the rest of the geographies, it offers 2G, 3G wireless services and mobile commerce. Bharti Airtel had over 262 million customers across its operations at the end of December 2012. To know more please visit, www.airtel.com

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