Bharti Airtel Limited

Consolidated Revenues up 13.3% Y-o-Y

Mobile Internet leads revenue growth with 105% Y-o-Y increase

Bharti Airtel announces consolidated IFRS results for the third quarter ended December 31, 2013

Highlights for the third quarter ended December 31, 2013

~ Consolidated total revenues up by 13.3% Y-o-Y
~ India up 10.3%; International up 18.5% (INR terms) Y-o-Y
~ Consolidated EBITDA up by 22.8%, EBITDA margin up 2.5% Y-o-Y
~ Consolidated EBIT up 55.6% Y-o-Y
~ Mobile Data revenue up 105.2% Y-o-Y; strong growth across geographies
~ India EBITDA up 25.4%; margin up 4.4%
~ Consolidated Net Income at ₹ 610 crore, up 115.1%

New Delhi, India, January 29, 2014: Bharti Airtel Limited ("Bharti Airtel" or "the Company") today announced its audited consolidated IFRS results for the quarter ended December 31, 2013.

The consolidated revenues for Q3'14 at ₹ 21,939 crore grew by 13.3% over the corresponding quarter last year. Consolidated Mobile internet revenues at ₹ 1,736 crore grew by 105.2% Y-o-Y, accounting for more than one-third of the overall incremental revenue.

India registered a revenue growth of 10.3% Y-o-Y with strong contribution from all segments. Mobile voice realisation in India improved by 1.96p on a Y-o-Y basis (37.13p in Q3'14 vs 35.17p in Q3'13), and minutes grew by 5.9% Y-o-Y. Data customer base increased by 31.2% to 54.4 Mn customers and coupled with 54.4% increase in usage per customer, this led to 97.0% increase in total data traffic. Mobile ARPU has increased by ₹ 9.7 to ₹ 195. DTH revenue grew by 25.8% and airtel business grew by 13.9% Y-o-Y.

International revenues grew by 18.5% Y-o-Y in INR terms with Africa growing by 17.2% and South Asia by 44.8%. Net Revenue in Africa (after inter-connect costs and cost of goods sold) has grown by 21.6% Y-o-Y in INR terms. Africa revenue in USD terms grew by 4.1% on sequential quarter basis led by a strong 16.8% increase in Data revenues. Mobile voice pricing in Africa remained stable at 3.31 cents per minute, and overall ARPU improved to US $ 5.8.

Consolidated EBITDA at ₹ 7,093 crore grew by 22.8% Y-o-Y, with margin expanding to 32.3% from 29.8% from the corresponding quarter last year led by improved operational performance in India, which expanded EBITDA margin by 4.4% Y-o-Y. The resultant consolidated EBIT of ₹ 3,175 crore represents a Y-o-Y growth of 55.6%, with a 3.9% improvement in EBIT margin.

The consolidated net income is ₹ 610 crore, as against ₹ 284 crore in the corresponding quarter last year. Consolidated Operating Free Cash Flows for the quarter at ₹ 4,271 crore grew by 19.9% Y-o-Y.

The company's consolidated net debt has reduced to $ 9,313 Mn resulting in the Net Debt to EBITDA ratio (LTM) improving to 2.06 times as compared to 2.20 times at the end of the previous quarter.

In a statement, **Mr. Gopal Vittal, JMD and CEO, India Operations, Bharti Airtel Limited,** said:
"Our efforts over the last 12 months to improve the quality of customer acquisitions have resulted in significant reduction in customer churn. Our focus on superior internet experience has resulted in increased data adoption and usage. Data is now a huge source of revenue growth."

In a statement, **Mr. Manoj Kohli, MD and CEO, International Operations, Bharti Airtel Limited**, said:
"The International operations continued to achieve steady revenue growth. Africa had another quarter of strong growth from the 3G/Data and Airtel Money services across all its markets and we expect this trend to sustain due to large investments in brand & network. The market growth came back in Nigeria which is the largest telecom market in the continent"

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	Nine Months Ended		Y-o-Y Growth
	Dec 2013	Dec 2012		Dec 2013	Dec 2012	
Total revenues	21,939	19,362	13.3%	63,527	57,322	10.8%
EBITDA	7,093	5,775	22.8%	20,470	17,197	19.0%
EBITDA/ Total revenues	*32.3%*	*29.8%*		*32.2%*	*30.0%*	
Profit before tax	2,213	903	145.0%	5,272	3,553	48.4%
Net Income	610	284	115.1%	1,811	1,767	2.5%
Operating free cash flow	4,271	3,562	19.9%	13,214	7,840	68.5%

Customer Base

(Figures in nos, except ratios)

Parameters	Unit	Dec 2013	Sep 2013	Q-o-Q Growth	Dec 2012	Y-o-Y Growth
Mobile Services	**000's**	**275,247**	**268,177**	**2.6%**	**251,103**	**9.6%**
India	000's	198,513	193,457	2.6%	181,922	9.1%
Africa	000's	68,307	66,378	2.9%	61,687	10.7%
South Asia	000's	8,426	8,342	1.0%	7,493	12.4%
Telemedia Services	000's	3,355	3,338	0.5%	3,278	2.3%
Digital TV Services	000's	8,807	8,572	2.7%	7,894	11.6%
		287,409	**280,087**	**2.6%**	**262,275**	**9.6%**

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 287 million customers across its operations at the end of December 2013. To know more please visit, www.airtel.com

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