bharti

July 29, 2020

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

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001, India

Ref: Bharti Airtel Limited (BHARTIARTL/532454)

Sub: Quarterly report for the first quarter (Q1) ended June 30, 2020

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 first quarter (Q1) ended June 30, 2020 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 & Compliance Officer

airtel

Airtel takes customer obsession to next level with **"Open to questions"** campaign, targets resolving every single customer query.

Carlyle to acquire approximately **25% stake in Airtel's Data Center business at a valuation of US$1.2 billion.**

Verizon and Airtel partner to bring **secure enterprise-grade BlueJeans Video Conferencing** to India.







July 29, 2020

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.

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

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 Airtel Services Limited, Bharti Hexacom Limited, Bharti Infratel Limited, Bharti Telemedia Limited, Telesonic Networks Limited, Nxtra Data Limited, Airtel Digital Limited (formerly known as Wynk Limited), Indo Teleports Limited, Nettle Infrastructure Investments Limited, SmarTx Services Limited, Bharti Airtel (France) SAS, Bharti Airtel (Hong Kong) 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 Limited, Africa Towers N.V., Airtel (Seychelles) Limited, Airtel Congo S.A, Airtel Gabon S.A., Airtel Madagascar S.A., Airtel Malawi plc, 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 S.a.r.l., 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 plc (formerly known as Airtel Tanzania Limited), Airtel Tchad S.A., Airtel Uganda Limited, Airtel Africa Plc, 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., Celtel Niger S.A., Channel Sea Management Company (Mauritius) Limited, Congo RDC Towers S.A., 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 Téléphone Cellulaire S.A., Tanzania Towers Limited, Bharti Airtel Rwanda Holdings Limited , Airtel Money Transfer Limited, Airtel Money Tanzania Limited , Airtel Mobile Commerce (Nigeria) Limited , Bharti Airtel International (Mauritius) Investments Limited , Airtel Africa Mauritius Limited, Bharti Airtel Holding (Mauritius) Limited, Bharti Airtel Overseas (Mauritius) Limited, Bharti Airtel Africa B.V., Airtel Mobile Commerce Nigeria B.V., Bharti Airtel Employees Welfare Trust, Airtel Mobile Commerce (Seychelles) B.V. , Airtel Mobile Commerce Congo B.V., Airtel Mobile Commerce Kenya B.V., Airtel Mobile Commerce Madagascar B.V., Airtel Mobile Commerce Malawi B.V. , Airtel Mobile Commerce Rwanda B.V. , Airtel Mobile Commerce Tchad B.V., Airtel Mobile Commerce Uganda B.V. , Airtel Mobile Commerce Zambia B.V., Airtel International LLP , Network I2I (Kenya) Limited, Bharti Infratel Employees Welfare Trust, Airtel Money Trust, Airtel Mobile Commerce DRC B.V. (incorporated w.e.f. April 9 2020), Airtel Mobile Commerce Gabon B.V. (incorporated w.e.f. April 9 2020), Airtel Mobile Commerce Niger B.V. (incorporated w.e.f. April 9 2020), Airtel Money Kenya Limited (incorporated w.e.f. June 29 2020), Network I2I (UK) Limited (incorporated w.e.f. May 19, 2020), The Airtel Africa Employee Benefit Trust – May 14, 2020

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				
		Ind-AS			Ind-AS				
		2018	2019	2020	Jun-19	Sep-19	Dec-19	Mar-20	Jun-20
Operating Highlights									
Total Customer Base	000's	413,822	403,645	423,287	403,695	411,424	418,811	423,287	419,996
Total Minutes on Network	Mn Min	2,159,386	3,069,646	3,331,604	803,341	789,776	836,075	902,412	902,704
Network Towers	Nos	187,541	204,356	219,546	206,210	209,743	214,338	219,546	221,850
Total Employees	Nos	20,978	19,444	19,405	19,490	19,207	19,233	19,405	19,650
No. of countries of operation	Nos	18	18	18	18	18	18	18	18
Population Covered	Bn	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
Consolidated Financials (Rs Mn)									
Total revenues	Rs Mn	826,388	807,802	875,390	207,379	211,313	219,472	237,227	239,387
EBITDA	Rs Mn	304,479	262,937	371,053	84,926	89,363	93,501	103,263	106,392
EBIT	Rs Mn	110,845	47,629	92,447	16,046	19,930	24,008	32,464	33,279
Cash profit from operations before Derivative & Exchange Fluctuations	Rs Mn	227,169	167,777	254,951	53,886	60,980	64,961	75,123	75,622
Profit before tax	Rs Mn	40,602	(46,606)	(26,121)	(15,298)	(6,231)	(4,526)	(65)	3,720
Net income	Rs Mn	10,992	4,095	(321,832)	(28,660)	(230,449)	(10,353)	(52,370)	(159,331)
Capex	Rs Mn	268,176	287,427	253,586	50,468	37,901	51,831	113,385	39,753
Operating Free Cash Flow (EBITDA - Capex)	Rs Mn	36,303	(24,490)	117,466	34,458	51,461	41,670	(10,122)	66,638
Net Debt	Rs Mn	1,001,060	1,129,899	1,188,590	1,166,458	1,181,065	1,149,193	1,188,590	1,165,405
Shareholder's Equity	Rs Mn	695,344	714,222	771,448	913,746	699,833	688,287	771,448	609,902
Consolidated Financials (US$ Mn)									
Total Revenue [1]	US$ Mn	12,823	11,567	12,377	2,978	3,014	3,090	3,288	3,158
EBITDA [1]	US$ Mn	4,725	3,768	5,246	1,219	1,275	1,317	1,431	1,403
EBIT [1]	US$ Mn	1,720	686	1,307	230	284	338	450	439
Cash profit from operations before Derivative & Exchange Fluctuations [1]	US$ Mn	3,525	2,406	3,605	774	870	915	1,041	997
Profit before Tax [1]	US$ Mn	630	(662)	(369)	(220)	(89)	(64)	(1)	49
Net income [1]	US$ Mn	170	59	(4,550)	(412)	(3,287)	(146)	(726)	(2,102)
Capex [1]	US$ Mn	4,162	4,126	3,585	725	541	730	1,572	524
Operating Free Cash Flow (EBITDA - Capex)	US$ Mn	563	(358)	1,661	495	734	587	(140)	879
Net Debt [2]	US$ Mn	15,360	16,339	15,707	16,900	16,738	16,104	15,707	15,418
Shareholder's Equity [2]	US$ Mn	10,669	10,328	10,194	13,239	9,918	9,645	10,194	8,069
Key Ratios									
EBITDA Margin	%	36.8%	32.5%	42.4%	41.0%	42.3%	42.6%	43.5%	44.4%
EBIT Margin	%	13.4%	5.9%	10.6%	7.7%	9.4%	10.9%	13.7%	13.9%
Net Profit Margin	%	1.3%	0.5%	-36.8%	-13.8%	-109.1%	-4.7%	-22.1%	-66.6%
Net Debt to Funded Equity Ratio	Times	1.44	1.58	1.54	1.28	1.69	1.67	1.54	1.91
Net Debt to EBITDA (Annualised) *	Times	3.29	4.30	3.20	3.43	3.30	3.07	2.88	2.74
Interest Coverage ratio	Times	4.37	2.84	3.41	3.05	3.43	3.44	3.70	3.63
Return on Shareholder's Equity (Post Tax)	%	1.6%	0.6%	-35.5%	-2.6%	-31.9%	-38.7%	-44.1%	-65.5%
Return on Shareholder's Equity (Pre Tax)	%	4.3%	-2.1%	-41.5%	-3.9%	-35.0%	-39.4%	-44.3%	-54.5%
Return on Capital employed (Annualised)	%	6.3%	2.5%	4.0%	2.8%	3.7%	4.7%	6.1%	6.3%
Valuation Indicators									
Market Capitalization	Rs Bn	1,595	1,331	2,404	1,779	1,885	2,339	2,404	3,053
Market Capitalization	US$ Bn	24.5	19.2	31.8	25.8	26.7	32.8	31.8	40.4
Enterprise Value	Rs Bn	2,596	2,461	3,592	2,945	3,066	3,488	3,592	4,219
EV / EBITDA	Times	8.52	9.36	9.68	8.67	8.58	9.33	8.70	9.91
P/E Ratio	Times	145.10	346.26	(6.95)	(63.68)	(7.25)	(8.62)	(6.95)	(6.52)

Note 1: Average exchange rates used for Rupee conversion to US$ is (a) Rs 64.44 for the financial year ended March 31, 2018 (b) Rs 69.86 for the financial year ended March 31, 2019 (C) Rs 70.73 for the financial year ended March 31, 2020 (d) Rs 69.65 for the quarter ended June 30, 2019 (e) Rs 70.10 for the quarter ended September 30, 2019 (f) Rs 71.02 for the quarter ended December 31, 2019 (g) Rs 72.14 for the quarter ended March 31, 2020 (h) Rs 75.82 for the quarter ended June 30, 2020 based on the RBI Reference rate.
Note 2: Closing exchange rates used for Rupee conversion to US$ is (a) Rs 65.18 for the financial year ended March 31, 2018 (b) Rs 69.16 for the financial year ended March 31, 2019 (c) Rs 75.68 for the financial year ended March 31, 2020 (d) Rs 69.02 for the quarter ended June 30 ,2019 (e) Rs 70.56 for the quarter ended September 30 ,2019 (f) Rs 71.36 for the quarter ended December 31 ,2019 (g) Rs 75.68 for the quarter ended March 31 ,2020 (h) Rs 75.59 for the quarter ended June 30 ,2020 being the RBI Reference rate.
Note 3: With the adoption of Ind AS116 "Leases", effective April 1, 2019, the results and ratios of period commencing April 1, 2019 are not comparable with the past period results.

** The net debt doesn't include the impact of the AGR judgment pending the final order that was reserved by the Hon'ble Supreme Court.*

SECTION 2

BHARTI AIRTEL - AN INTRODUCTION

2.1 Introduction

We are one of the world's leading providers of telecommunication services with presence in 18 countries representing India, Sri Lanka, 14 countries in Africa and Joint Ventures in 2 more countries. As per United Nations data published on January 01, 2013, the population of these 18 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 offer postpaid, pre-paid, roaming, internet and other value added services. Our distribution channel is spread across 1.0 Mn outlets with network presence in 7,907 census and 789,572 non-census towns and villages in India covering approximately 95.4% of the country's population.

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

Our national long distance infrastructure provides a pan-India reach with 306,788 Rkms of optical fiber.

Homes Services – The Company provides fixed-line telephone and broadband services for homes in 117 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 648 channels including 86 HD channels, 7 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 group, Vodafone-idea and providence who hold 42%, 11.15% and 4.85% respectively. The Company's consolidated portfolio of 95,801 telecom towers, which includes 42,339 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 56 K retailers across the country. Our 3.5G services are present across major towns in Sri Lanka.

2.2.2 Africa

Our subsidiary, Airtel Africa plc is 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 (Mobile Money) are the next growth engines for the Company in Africa. We offer 3G services, Mobile Money across all 14 countries and 4G services in 14 countries of Africa.

Airtel Africa plc is listed on London Stock Exchange (LSE) and Nigeria Stock Exchange (NSE).

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 54) 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		
	Jun-20	Jun-19	Y-on-Y Growth
Total revenues	**239,387**	**207,379**	**15%**
EBITDA	106,392	84,926	25%
EBITDA / Total revenues	*44.4%*	*41.0%*	
EBIT	33,279	16,046	107%
Finance cost (net)	30,498	31,815	-4%
Share of results of Joint Ventures/Associates	1,666	931	79%
Profit before tax	3,720	(15,298)	124%
Income tax expense	1,744	(5,830)	130%
Profit after tax (before exceptional items)	1,976	(9,469)	121%
Non Controlling Interest	6,339	4,533	40%
Net income (before exceptional items)	(4,363)	(14,002)	69%
Exceptional Items (net of tax)	87,271	15,414	466%
Tax related Exceptional items	66,617	(960)	7037%
Profit after tax (after exceptional items)	**(151,912)**	**(23,922)**	**-535%**
Non Controlling Interest	7,419	4,738	57%
Net income	**(159,331)**	**(28,660)**	**-456%**
Capex	39,753	50,468	-21%
Operating Free Cash Flow (EBITDA - Capex)	66,638	34,458	93%
Cumulative Investments	3,666,845	3,432,802	7%

3.1.2 Consolidated Summarized Statement of Financial Position

Amount in Rs Mn

Particulars	As at Jun 30, 2020	As at Mar 31, 2020
Assets		
Non-current assets	2,781,300	2,841,358
Current assets	740,045	766,431
Total assets	**3,521,345**	**3,607,789**
Liabilities		
Non-current liabilities	1,210,491	1,271,619
Current liabilities	1,452,408	1,314,875
Total liabilities	**2,662,899**	**2,586,494**
Equity & Non Controlling Interests		
Equity	609,902	771,448
Non controlling interests	248,544	249,847
Total Equity & Non Controlling Interests	**858,446**	**1,021,295**
Total Equity and liabilities	**3,521,345**	**3,607,789**

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 Jun 2020			Quarter Ended Jun 2019		
	India SA	Africa	Total	India SA	Africa	Total
Total revenues	**176,919**	**64,513**	**239,387**	**154,448**	**55,433**	**207,379**
EBITDA	77,968	28,425	106,392	60,723	24,206	84,926
EBITDA / Total revenues	*44.1%*	*44.1%*	*44.4%*	*39.3%*	*43.7%*	*41.0%*
EBIT	17,350	15,933	33,279	2,287	13,762	16,046
Profit before tax	(143)	8,386	3,720	(20,536)	8,055	(15,298)
Income tax expense	(2,886)	4,630	1,744	(9,224)	3,321	(5,830)
Profit after tax (before exceptional items)	2,743	3,756	1,976	(11,313)	4,734	(9,469)
Non Controlling Interest	4,231	2,176	6,339	2,669	1,810	4,533
Net income (before exceptional items)	**(1,487)**	**1,580**	**(4,363)**	**(13,982)**	**2,924**	**(14,002)**
Exceptional Items (net of tax)			87,271			15,414
Tax related Exceptional items			66,617			(960)
Profit after tax (after exceptional items)			**(151,912)**			**(23,922)**
Non Controlling Interest			7,419			4,738
Net income			**(159,331)**			**(28,661)**
Capex	34,749	5,004	39,753	43,542	6,927	50,468
Operating Free Cash Flow (EBITDA - Capex)	43,219	23,421	66,638	17,181	17,279	34,458
Cumulative Investments	3,010,127	630,103	3,666,845	2,838,517	569,702	3,432,802

3.2.2 Region wise Summarized Statement of Financial Position

Amount in Rs Mn

Particulars	As at Jun 30, 2020			
	India SA	Africa	Eliminations/Others	Total
Assets				
Non-current assets	2,339,808	578,331	(136,839)	2,781,300
Current assets	616,755	132,429	(9,139)	740,045
Total assets	**2,956,563**	**710,760**	**(145,978)**	**3,521,345**
Liabilities				
Non-current liabilities	998,365	209,110	3,016	1,210,491
Current liabilities	1,203,455	257,672	(8,719)	1,452,408
Total liabilities	**2,201,820**	**466,782**	**(5,703)**	**2,662,899**
Equity & Non Controlling Interests				
Equity	684,545	65,632	(140,275)	609,902
Non controlling interests	70,198	178,346	0	248,544
Total Equity & Non Controlling Interests	**754,743**	**243,978**	**(140,275)**	**858,446**
Total Equity and liabilities	**2,956,563**	**710,760**	**(145,978)**	**3,521,345**

3.3 Segment wise Summarized Statement of Operations

3.3.1 India & South Asia

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-20	Jun-19	Y-on-Y Growth
Total revenues	**176,919**	**154,448**	**15%**
EBITDA	77,968	60,723	28%
EBITDA / Total revenues	*44.1%*	*39.3%*	
EBIT	17,350	2,287	659%
Capex	34,749	43,542	-20%
Operating Free Cash Flow (EBITDA - Capex)	43,219	17,181	152%
Cumulative Investments	3,010,127	2,838,517	6%

3.3.2 India

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-20	Jun-19	Y-on-Y Growth
Total revenues	**175,895**	**153,446**	**15%**
EBITDA	77,870	60,630	28%
EBITDA / Total revenues	*44.3%*	*39.5%*	
EBIT	17,630	2,547	592%
Capex	34,415	43,223	-20%
Operating Free Cash Flow (EBITDA - Capex)	43,455	17,407	150%
Cumulative Investments	2,993,277	2,823,790	6%

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		
	Jun-20	Jun-19	Y-on-Y Growth
Total revenues	**128,771**	**108,667**	**19%**
EBITDA	52,227	38,742	35%
EBITDA / Total revenues	*40.6%*	*35.7%*	
EBIT	1,650	(12,419)	113%
Capex	25,585	36,426	-30%
Operating Free Cash Flow (EBITDA - Capex)	26,643	2,316	1050%
Cumulative Investments	2,392,875	2,334,818	2%

3.3.4 Homes Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-20	Jun-19	Y-on-Y Growth
Total revenues	**5,786**	**5,705**	**1%**
EBITDA	3,514	2,524	39%
EBITDA / Total revenues	*60.7%*	*44.2%*	
EBIT	1,584	1,034	53%
Capex	1,182	1,169	1%
Operating Free Cash Flow (EBITDA - Capex)	2,332	1,355	72%
Cumulative Investments	87,891	77,727	13%

3.3.5 Digital TV Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-20	Jun-19	Y-on-Y Growth
Total revenues	**7,448**	**7,389**	**1%**
EBITDA	5,041	5,263	-4%
EBITDA / Total revenues	*67.7%*	*712%*	
EBIT	2,512	3,612	-30%
Capex	2,457	2,437	1%
Operating Free Cash Flow (EBITDA - Capex)	2,584	2,826	-9%
Cumulative Investments	101,032	90,987	11%

Note 4: On a comparable basis (adjusting for deferment of revenue, pursuant to accounting policy change) DTH revenue grew by 9.3% (Y-o-Y) and EBITDA by 6.2% (Y-oY).

B2B Services

3.3.6 Airtel Business

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-20	Jun-19	Y-on-Y Growth
Total revenues	**35,019**	**32,080**	**9%**
EBITDA	12,711	7,655	66%
EBITDA / Total revenues	*36.3%*	*23.9%*	
EBIT	8,869	6,149	44%
Capex	4,188	1,155	263%
Operating Free Cash Flow (EBITDA - Capex)	8,523	6,500	31%
Cumulative Investments	186,503	105,826	76%

3.3.7 Tower Infrastructure Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-20	Jun-19	Y-on-Y Growth
Total revenues	**16,421**	**17,262**	**-5%**
EBITDA	8,742	10,055	-13%
EBITDA / Total revenues	*53.2%*	*58.3%*	
EBIT	5,507	6,357	-13%
Share of results of joint ventures/associates	3,020	2,642	14%
Capex	1,004	2,036	-51%
Operating Free Cash Flow (EBITDA - Capex)	7,738	8,019	-3%
Cumulative Investments	213,575	202,120	6%

3.3.8 South Asia – comprises of operations in Sri Lanka.

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-20	Jun-19	Y-on-Y Growth
Total revenues	**1,088**	**1,089**	**0%**
EBITDA	98	92	7%
EBITDA / Total revenues	*9.0%*	*8.5%*	
EBIT	(280)	(260)	-8%
Capex	334	318	5%
Operating Free Cash Flow (EBITDA - Capex)	(236)	(226)	-4%
Cumulative Investments	16,851	14,727	14%

3.3.9 Africa
In USD Constant Currency – Note 5

Particulars	Quarter Ended		
	Jun-20	Jun-19	Y-on-Y Growth
Total revenues	**856**	**757**	**13%**
EBITDA	377	329	15%
EBITDA / Total revenues	*44.0%*	*43.4%*	
EBIT	211	185	14%
Capex	66	99	-34%
Operating Free Cash Flow (EBITDA - Capex)	311	229	35%
Cumulative Investments	8,336	8,254	1%

Note 5: Closing currency rates as on March 31, 2020 considered for above financials up to EBIT. Actual currency rates are taken for Capex & Cumulative Investments.

3.4 Region wise & Segment wise - Investment & Contribution

Quarter Ended:

Amount in Rs Mn, except ratios

Segment	Quarter Ended Jun 2020						As at Jun 30, 2020	
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total	Cummulative Investments	% of Total
Mobile Services	128,771	73%	52,227	67%	25,585	74%	2,392,875	80%
Homes Services	5,786	3%	3,514	5%	1,182	3%	87,891	3%
Digital TV Services	7,448	4%	5,041	6%	2,457	7%	101,032	3%
Airtel Business	35,019	20%	12,711	16%	4,188	12%	186,503	6%
Tower Infrastructure Services	16,421	9%	8,742	11%	1,004	3%	213,575	7%
South Asia	1,088	1%	98	0%	334	1%	16,851	1%
Sub Total	**194,533**	**110%**	**82,333**	**106%**	**34,749**	**100%**	**2,998,726**	**100%**
Eliminations / Others	(17,614)	-10%	(4,365)	-6%	0	0%	11,401	
Accumulated Depreciation and Amortisation							(1,374,493)	
Total (India SA)	**176,919**	**100%**	**77,968**	**100%**	**34,749**	**100%**	**1,635,634**	
India SA % of Consolidated	**74%**		**73%**		**87%**		**82%**	
Africa	64,513		28,425		5,004		630,103	
Accumulated Depreciation and Amortisation							(141,706)	
Total (Africa)	**64,513**		**28,425**		**5,004**		**488,397**	
Africa % of Consolidated	**27%**		**27%**		**13%**		**17%**	
Eliminations / Others	(2,045)		(2)		(0)		26,615	
Eliminations / Others % of Consolidated	-1%		0%		0%		0%	
Consolidated	**239,387**		**106,392**		**39,753**		**3,666,845**	

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	Jun-20	Mar-20	Q-on-Q Growth	Jun-19	Y-on-Y Growth
India	000's	305,689	309,754	-1.3%	301,451	1.4%
South Asia	000's	2,847	2,929	-2.8%	2,573	10.6%
Africa	000's	111,461	110,604	0.8%	99,670	11.8%
Total	**000's**	**419,996**	**423,287**	**-0.8%**	**403,695**	**4.0%**

4.2 Mobile Services India

Parameters	Unit	Jun-20	Mar-20	Q-on-Q Growth	Jun-19	Y-on-Y Growth
Customer Base	000's	279,869	283,667	-1.3%	276,817	1.1%
Net Additions	000's	(3,798)	631	-702.0%	(1,533)	-147.8%
Pre-Paid (as % of total Customer Base)	%	94.8%	94.8%		94.9%	
Monthly Churn	%	2.2%	2.6%		2.6%	
Average Revenue Per User (ARPU)	Rs	157	154	1.8%	129	21.3%
Average Revenue Per User (ARPU)	US$	2.1	2.1	-3.5%	1.9	11.4%
Revenue per towers per month	Rs	220,942	227,659	-3.0%	196,584	12.4%
Voice						
Minutes on the network	Mn	820,246	821,900	-0.2%	737,108	11.3%
Voice Usage per customer	min	994	965	3.0%	888	11.8%
Data						
Data Customer Base	000's	149,089	148,578	0.3%	120,047	24.2%
Of which 4G data customers	*000's*	138,294	136,309	1.5%	95,173	45.3%
As % of Customer Base	*%*	53.3%	52.4%		43.4%	
Total MBs on the network	Mn MBs	7,239,836	6,452,825	12.196%	4,191,715	72.7%
Data Usage per customer	MBs	16,655	14,972	11.2%	11,930	39.6%

4.3 Homes Services

Parameters	Unit	Jun-20	Mar-20	Q-on-Q Growth	Jun-19	Y-on-Y Growth
Homes Customers	000's	2,449	2,414	1.4%	2,342	4.5%
Net additions	000's	34	63	-45.3%	72	-52.4%
Average Revenue Per User (ARPU)	Rs	802	803	-0.1%	825	-2.7%
Average Revenue Per User (ARPU)	US$	10.6	11.2	-5.3%	11.8	-10.6%

4.4 Digital TV Services

Parameters	Unit	Jun-20	Mar-20	Q-on-Q Growth	Jun-19	Y-on-Y Growth
Digital TV Customers	000's	16,838	16,613	1.4%	16,027	5.1%
Net additions	000's	226	304	-25.8%	634	-64.4%
Average Revenue Per User (ARPU)*	Rs	149	123	21.3%	157	-5.0%
Average Revenue Per User (ARPU)	US$	2.0	1.7	15.0%	2.2	-12.7%
Monthly Churn	%	1.3%	1.0%		1.0%	

*Comparable ARPU (adjusting for revenue deferment, pursuant to accounting policy change) Q4'20 : Rs 154 ; Q1'20 : Rs 144.

4.5 Network and Coverage - India

Parameters	Unit	Jun-20	Mar-20	Q-on-Q Growth	Jun-19	Y-on-Y Growth
Mobile Services						
Census Towns	Nos	7,907	7,907	0	7,906	1
Non-Census Towns and Villages	Nos	789,572	788,185	1,387	786,246	3,326
Population Coverage	%	95.4%	95.4%		95.3%	
Optic Fibre Network	R Kms	306,788	304,907	1,881	286,662	20,126
Network towers	Nos	196,145	194,409	1,736	182,600	13,545
Of which Mobile Broadband towers	*Nos*	194,205	192,068	2,137	177,141	17,064
Total Mobile Broadband Base stations	Nos	506,957	503,883	3,074	443,804	63,153
Homes Services- Cities covered	Nos	117	111	6	99	18
Airtel Business - Submarine cable systems	Nos	7	7	0	7	0
Digital TV Services						
Districts Covered	Nos	639	639	0	639	0
Coverage	%	99.8%	99.8%		99.8%	

** Districts covered is as per 2011 census.*

4.6 Tower Infrastructure Services

4.6.1 Bharti Infratel Standalone

Parameters	Unit	Jun-20	Mar-20	Q-on-Q Growth	Jun-19	Y-on-Y Growth
Total Towers	Nos	42,339	42,053	286	40,636	1,703
Total Co-locations	Nos	75,435	75,715	(280)	76,119	(684)
Key Indicators						
Sharing Revenue per sharing operator per month	Rs	45,173	45,715	-1.2%	44,623	1.2%
Average Sharing Factor	Times	1.79	1.82		1.88	

Additional Information:

4.6.2 Indus Towers

Parameters	Unit	Jun-20	Mar-20	Q-on-Q Growth	Jun-19	Y-on-Y Growth
Total Towers	Nos	127,291	126,949	342	123,799	3,492
Total Co-locations	Nos	235,192	235,396	(204)	231,256	3,936
Average Sharing Factor	Times	1.85	1.85		1.86	

4.6.3 Bharti Infratel Consolidated

Parameters	Unit	Jun-20	Mar-20	Q-on-Q Growth	Jun-19	Y-on-Y Growth
Total Towers	Nos	95,801	95,372	430	92,632	3,170
Total Co-locations	Nos	174,216	174,581	(366)	173,247	969
Average Sharing Factor	Times	1.82	1.84		1.87	

4.7 Human Resource Analysis – India

Parameters	Unit	Jun-20	Mar-20	Q-on-Q Growth	Jun-19	Y-on-Y Growth
Total Employees	Nos	16,047	15,872	175	16,218	(171)
Number of Customers per employee	Nos	19,050	19,516	(466)	18,321	728
Personnel cost per employee per month	Rs	139,742	125,189	11.6%	104,185	34.1%
Gross Revenue per employee per month	Rs	3,653,738	3,662,279	-0.2%	3,153,819	15.9%

4.8 Africa

4.8.1 Operational Performance (In Constant Currency)

Parameters	Unit	Jun-20	Mar-20	Q-on-Q Growth	Jun-19	Y-on-Y Growth
Customer Base	000's	111,461	110,604	0.8%	99,670	11.8%
Net Additions	000's	857	3,464	-75.3%	819	4.6%
Monthly Churn	%	5.7%	5.3%		5.0%	
Average Revenue Per User (ARPU)	US$	2.6	2.7	-2.6%	2.5	1.6%
Voice						
Voice Revenue	$ Mn	456	494	-7.6%	446	2.2%
Minutes on the network	Mn	71,891	68,870	4.4%	55,329	29.9%
Voice Average Revenue Per User (ARPU)	US$	1.4	1.5	-8.5%	1.5	-8.1%
Voice Usage per customer	min	218	211	3.4%	186	16.9%
Data						
Data Revenue	$ Mn	267	245	9.0%	197	35.7%
Data Customer Base	000's	36,972	35,443	4.3%	30,001	23.2%
As % of Customer Base	%	33.2%	32.0%		30.1%	
Total MBs on the network	Mn MBs	279,541	219,015	27.6%	139,303	100.7%
Data Average Revenue Per User (ARPU)	US$	2.5	2.4	3.8%	2.2	13.7%
Data Usage per customer	MBs	2,607	2,145	21.5%	1,550	68.2%
Mobile Money						
Transaction Value	$ Mn	9,038	8,031	12.5%	6,751	33.9%
Transaction Value per Sub	US$	164	155	5.6%	153	7.5%
Airtel Money Revenue	$ Mn	81	81	1.0%	64	26.3%
Active Customers	000's	18,529	18,294	1.3%	14,600	26.9%
Airtel Money ARPU	US$	1.5	1.6	-5.2%	1.5	1.4%
Network & coverage						
Network towers	Nos	23,471	22,909	562	21,385	2,086
Owned Towers	Nos	4,569	4,548	21	4,500	69
Leased Towers	Nos	18,902	18,361	541	16,885	2,017
Of which Mobile Broadband towers	Nos	21,171	20,378	793	17,049	4,122
Total Mobile Broadband Base stations	Nos	51,963	47,082	4,881	35,283	16,680
Revenue Per Site Per Month	US$	12,257	12,809	-4.3%	11,865	3.3%

Constant currency rates as on March 31, 2020 considered for above KPIs.

4.8.2 Human Resources Analysis

Parameters	Unit	Jun-20	Mar-20	Q-on-Q Growth	Jun-19	Y-on-Y Growth
Total Employees	Nos	3,432	3,363	69	3,100	332
Number of Customers per employee	Nos	32,477	32,888	(412)	32,152	325
Personnel cost per employee per month	US$	6,470	6,327	2.3%	5,566	16.2%
Gross Revenue per employee per month	US$	83,094	86,225	-3.6%	81,418	2.1%

SECTION 5

MANAGEMENT DISCUSSION AND ANALYSIS

5.1 India SA

1. Key Industry Developments

A. Pursuant to the Judgement of the Hon'ble Supreme Court of India on October 24, 2019 ('Court Judgement') including subsequent supplementary judgments, and in the absence of any potential reliefs, the Group provided for Rs. 368,322 Mn for the periods up to March 31, 2020 on the basis of demands received and the period for which demands have not been received having regard to assessments carried out in earlier years and the guidelines / clarifications in respect of License Fees and Spectrum Usage Charges ('AGR Provision').

The Hon'ble Supreme Court on June 11, 2020 directed the telecom operators to file their proposals, as to the time frame required by them to make the payment and what kind of securities, undertakings and guarantees should be furnished to ensure that the Adjusted Gross Revenue ('AGR') dues are paid.

On June 18, 2020, the Hon'ble Supreme Court inter alia considered the affidavit filed by the telecom operators and directed all the telecom operators to file certain documents and also make payments of reasonable amounts to show their bonafides before the next date of hearing. The matter was listed for hearing on July 20, 2020 wherein the Hon'ble Supreme Court, after hearing all parties, observed that the amounts of AGR dues given by DoT is to be treated as final ('DoT Demand') and there can be no scope of re-assessment or recalculation. Further, the Hon'ble Supreme Court reserved its order on the issue of period over which such payments could be made and terms thereof.

Consequently, without prejudice and on prudence, during the quarter ended June 30, 2020 the Group has further recorded an incremental provision of Rs. 107,444 Mn (including net interest on total provision created considering interest rate as per the affidavit filed by DoT on March 16, 2020 with effect from the date of Court Judgement) to give effect of the differential amount between DoT Demand along with provision for subsequent periods for which demands have not been received computed based on the terms of the License Agreement, Court Judgement and the guidelines / clarifications and AGR Provision, which has been presented as exceptional item

B. The Company, after considering its current business plans, likely adoption of lower income tax rate permitted under Section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Act, 2019, future projections and timing of taxable income, has re-assessed the carrying amounts of its deferred tax balances, including the Minimum Alternate Tax (MAT) credit available.

Simultaneously, the Company has opted for 'Vivad se Vishwas Scheme 2020', an income tax amnesty scheme to settle tax related litigations/disputes. The Company has decided to settle its disputes pertaining from Assessment Years 2010-11 to Assessment Years 2016-17 and accordingly, filed the necessary application and related documents on April 24, 2020 with the Income Tax Authorities. Subsequent to the quarter ended June 30, 2020, the Income Tax Authorities on July 21, 2020, have approved the Company's application for all the assessment years and all required formalities in relation to this have been duly completed.

As a result of the above, tax expense for the quarter ended June 30, 2020 includes the impact of reversal of current tax liability relating to earlier years of Rs. 1,312 Mn, and net deferred tax charge of Rs. 68,442 Mn (including provision against MAT credit Rs. 48,081 Mn) aggregate to Rs. 67,130 Mn.

C. On April 7, 2020, TRAI has released the Telecommunication Interconnection Usage Charges (Sixteenth Amendment) Regulations, 2020 ("Amended TRAI Regulation"). Effective 01.05.2020, the International Termination rate has changed from existing fixed charge of Rs. 0.30 per minute to forbearance with a range of Rs. 0.35 to Rs. 0.65 per minute.

D. On April 22, 2020, TRAI has issued its recommendations on "Network Testing before Commercial Launch of Services for Wireline Access Services". The salient points of the recommendation include:-

- There should be no restriction on the time limit, if the network testing is conducted using Wireline telephone test connections given to employees and business partners for test purpose only.
- The number of test users that can be enrolled by a TSP in an LSA should be limited to 5% of its installed network capacity for that LSA.
- There should be a limit of 90 days on the test phase involving test users and the total time period for network testing provided to the TSP shall not exceed 180 days.
- TSP should give prior intimation to DoT and TRAI at least 15 days before commencing enrolment of test users and should comply with all licensing provisions related to security & privacy.
- If a TSP wants to enrol test users for the testing of its network, it should transparently give the following information to the test users at the time of their enrolment:
  - During the test phase, TSP is not mandated to adhere to specified level of QoS.
  - The scope of services during the test period.
  - There will not be any charge (fixed charge or usage-based charge) during the test phase. CPE (Customer Premises Equipment) is also provided free of charge.
  - Likely date of commercial launch.

E. On May 29, 2020, TRAI issued its recommendations on "Ensuring Adequate Numbering Resources for Fixed Line and Mobile Services". The salient points of recommendation include:-

- TRAI has not recommended for the migration to the unified numbering scheme since it involves large-scale changes in the existing network.
- Sparingly used sub-levels in level '2', '3', '4', '5', and '6', may be withdrawn after seeking sub-level wise utilization from the TSPs providing fixed-line services.
- Levels/ sub-levels allocated to some fixed-line TSPs who have not launched their services even after one year of allocation may also be withdrawn after seeking justification.
- After exhausting all the surrendered numbering resources, the existing SDCA codes starting with '6', '3', '4', and '2', may be used for mobile services by suffixing with '0', '1', '8', and '9'. Initially, existing SDCA codes of level '6' may be used followed by levels '3', '4', and '2', successively.
- All the SIM-based M2M connections using 10-digit mobile numbering series should be shifted to the 13-digit numbering series allocated by DoT for M2M communication; at the earliest.
- The following scheme should be adapted for the creation of sufficient numbering space:-
  - Dial all fixed to mobile calls with the prefix '0'.
  - No change in dialing plan for fixed to fixed, mobile to fixed, and mobile-to-mobile calls.
  - All the fixed line subscribers should be provided with '0' dialing facility.
  - A revised and new National Numbering Plan (NNP) should be issued at the earliest.

F. From May 2020, DoT has started accepting online applications for SACFA clearances and License renewal through a web-based portal, **SARAL SANCHAR (Simplified Application for Registration and Licenses)** to improve the ease of doing business, ensure transparency and to make the application process more efficient.

G. On June 3, 2020, TRAI released Telecommunication Tariff (Sixty Fifth Amendment) Order, 2020 vide, which Schedule XIII of the Telecom Tariff Order stands deleted. Post this Amendment; there will no longer be a restriction to limit free/ discounted SMSs to 100 in the tariffs offered in the market.

H. Considering the difficulties & challenges faced by TSPs due to the COVID pandemic and the lockdown situation across the country, the Department of Telecommunications (DoT) has extended the deadline for fulfillment of rollout obligation(s) of licensees whose due date of registration was originally scheduled between 25.03.2020 to 30.09.2020. The extended deadline for all such cases is now 30.09.2020.

I. On June 19, 2020, TRAI issued a direction on "Implementation of the Telecom Commercial Communications Customer Preference Regulations (TCCCPR), 2018". The salient points of the direction include:-

- Laying down minimum performance requirements for dealing with the request for assigning a new Header to a Principal Entity (PE).
- Mandate to publish the information about the registered PEs and the associated Headers on the TSP's website for bringing transparency about the Senders.
- To ensure following checks in the Service Agreements with Telemarketers (TM) :-
  - Roles, which are to be performed, by TSPs or other entities, shall not be delegated to Telemarketers.
  - Review & revise existing terms and conditions of service agreements with telemarketers if any TSP has delegated its roles and functions such as Entity/Headers/Content /Consent Template to a TM as these are not in compliance to regulation.
  - Only PE's to be allowed for registration or assignment of new Headers.
  - To run a public awareness campaign for PEs to get registered by way of advertisements in at least 2 leading National Newspapers of Hindi and English.

J. On June 5, 2020, TRAI launched a 'Channel Selector App, which will facilitate subscribers to view their TV subscription and modify the same. The App also facilitates optimization of the subscription. Currently, the App is functional with major DTH operators and MSOs only.

2. Key Company Developments

A. COVID-19

We are operating in an unprecedented situation and telecom has become an essential service. Delivering uninterrupted services and great end user experience through several rounds of lockdowns and un-locks over the last quarter, has been our priority. The situation is evolving on a daily basis and we are monitoring it closely district by district. One key customer grievance point was the inability to access their regular retailers to recharge during lock-downs. Towards this we have enabled many new channels like ATMs, Pharmacies, Groceries, Post Offices etc. while also driving and educating customers towards recharges and payments.

- **Network:** Remaining connected has become paramount for users for their work, education, social interactions and entertainment. This has led to a significant increase in data traffic, and despite this our priority is to ensure that our customers continue to enjoy brilliant experiences on our network. Our field teams have continued to operate tirelessly, ensuring that our networks are up and running, even during the lockdown. We continue to deploy new infrastructure to support the growing demand while complying with district level regulations and guidelines.

- **Governance:** We have a strong business continuity plan in place. We have created a war room to closely supervise all developments and the daily meetings are chaired by the CEO to monitor safety of our employees and partners, review network, customer service and business performance.

- **Society:** The lockdown in the last quarter has resulted in financial challenges for our distribution partners and retail franchise network. Taking cognizance of this, Airtel contributed towards basic salaries of upto 30,000 employees of our channel partners for the month of April and May. Further, we continue to work with the government to help raise awareness and share best practices through several means.

- **Safety:** Our topmost priority is the health and well-being of our employees, partners and customers, and we have taken all the necessary steps to ensure their safety. The company extended COVID19 insurance coverage to all its associates and partners. We have provided all sanitation essentials to our workforce on the field. All our Retail stores are

maintaining social distancing norms, restricting number of customers inside the store at any time. While we have opened up our offices, maintaining high levels of hygiene standards and precautions, we have kept the attendance as voluntary, enabling a large part of our workforce to continue operating from home.

- In order to bring relief services to millions of COVID-19 lockdown affected Indians, AI tech start-up Vahan (part of the Airtel Startup Accelerator Program) and Bharti Airtel came together to connect the impacted workers in Delhi and Bengaluru with the nearest support centers and NGOs. As a part of this initiative, Airtel launched a SMS campaign to reach all such impacted workers on its network, supported by Vahan's advanced AI solution to connect the user with the nearest relief providers.

- Airtel Payments Bank collaborated with Bharti AXA General Insurance to offer simple and focused health insurance plans for providing financial protection against COVID-19 in these challenging times. Under the partnership, the companies have rolled out two health insurance plans - Bharti AXA Group Health Assure which offers lump sum benefit of Rs 25,000 and Group Hospital Cash, which provides daily benefit starting Rs 500 per day - to provide protection against COVID-19.

- Airtel launched 'Work@Home' data plans, collaboration tools for businesses, enabling a fully secure and seamless 'office like experience at home' by offering seamless connectivity, collaboration tools and security as an integrated solution. The plans come in the form of Essential and Add-on bundles and allow business to customize their plans.

- Airtel provided free access of its entire kid's content catalogue on Airtel Xstream app to support parents and children kids, during the lockdown.

B. Digital Innovations & Customer Delight

Airtel is consistently working on d strengthening its innovative core to anticipate and lead change in the global digital landscape.

- Keeping customer obsession at the core of its DNA, Airtel launched a massive customer outreach campaign ***"Open to Questions"*** where it has set targets for answering and resolving every single customer query. Airtel acknowledges that it not only has the responsibility to provide access to high-quality telecom services but also answer all service related queries by responding and resolving them in a quick and transparent manner.

- As part of its integrated B2B play, Airtel has partnered with Verizon to offer **"Airtel BlueJeans,"** a range of secure, simple and seamless video conferencing solutions to enterprises in India. The offering includes a cloud point of presence in India enabling low latency and improved quality of service for India-based customers.

- Airtel stepped up the experience for its Platinum customers with the launch of "Priority 4G network" supported by deployment of advanced technologies that gives its Platinum customers preference on the network. Platinum customers also get preferential care with dedicated customer care and a range of exclusive Airtel Thanks benefits. Currently, the said offering (i.e. Priority 4G Network) has been withheld for any further new acquisitions in deference to the wishes of TRAI which is examining the offer in detail.

- Bharti Airtel and NODWIN Gaming entered partnership to grow E-sports in India with the launch of Airtel India E-sports Tour, India's first and largest property of its kind in this segment. Airtel India E-sports Tour will initially cover all NODWIN tournaments across gaming titles of PUBG Mobile, Clash of Clans, FIFA, etc. and will extend to all iconic NODWIN tournaments. The broadcast of the Airtel India E-sports Tour will be available on Airtel's digital platforms and help in taking this emerging format to newer audiences.

- Zee5 and Airtel have been deepening their collaboration to bring best-in-class digital entertainment to customers in India. A special offer for Airtel Thanks customers available from May 4, 2020 to July 12, 2020 enables them to have FREE unlimited access to the entire catalogue of ZEE5 premium content.
- Bharti Airtel and CuriosityStream announced to deepen their content partnership to bring premium content from CuriosityStream to TV homes in India. Airtel Digital TV has launched an exclusive Free to Airtel channel with the full catalogue of CuriosityStream's award-winning factual entertainment films and series.

- Airtel Payments Bank launched salary account for MSMEs enabling them to make cashless payments and provide a financial security blanket to their employees. Suraksha Salary account offers a wide range of benefits including Hospicash Insurance and Personal Accidental insurance cover given the low penetration of insurance in India. The Suraksha Salary Account enables businesses to disburse salaries in a seamless manner and maintain records digitally for future references and tax processes.

C. Strategic Alliances & Partnerships

- Continuing on its long standing relationship, Airtel announced a strategic partnership with Nokia's CloudBand-based software products that are powering Bharti Airtel's VoLTE network in India, which supports over 110 Mn customers, making it the largest cloud-based VoLTE network in India and largest Nokia-run VoLTE in the world. The cloud-based VoLTE deployment allows Airtel to provide its mobile customers faster and more reliable, cost – efficient call connectivity. Nokia's solution enables Airtel to free up spectrum by ramping down 3G network and utilizing it deploy 4G/LTE services for better speed and connectivity.

- Airtel announced an agreement to deploy Altiostar's open virtual radio access network (vRAN) solution. Airtel is the first operator in India to deploy vRAN-based 4G network, leveraging Altiostar's open vRAN solution across multiple major cities in India. The solution has 5G ready software, and would provide seamless evolution to 5G using the same architecture.

- Airtel Selected IBM and Red Hat to build its new telco network cloud, designed to make it more efficient, flexible and future-ready to support core operations and enable new digital services. Under the agreement, Airtel will build its next generation core network, analytical tools and new consumer and enterprise services on top of this cloud platform based on open standards. With the new network cloud, Airtel intends to deliver a better customer experience through enhanced network performance.

- Bharti Airtel selected Ceragon's (Ceragon Networks Ltd.) products and services for additional 4G network expansions to address growing demand for broadband amidst sharp rise in data consumption across India. Airtel is looking to increase

4G network capacity in urban areas and expand its coverage in rural regions as well as prepare for its future evolution to 5G.

- Airtel Payments Bank (APBL) has partnered with Mastercard to develop customized products catering to customers across the under banked spectrum including farmers, small and medium enterprises and retail customers. This collaboration will bring together Mastercard's global and local experience in developing advanced financial solutions and Airtel Payments Bank's large customer base and strong distribution network to reach the last mile.

D. Mergers and Acquisitions

- Bharti Airtel acquired a strategic stake in conversational AI focused Startup – Voicezen under the Airtel Startup Accelerator Program. The acquisition is a part of Airtel's overall strategy to deliver a highly differentiated service experience to its customers. The investment will give Airtel preferred access to Voicezen's technologies, which can be deployed across its customer touch points in multiple languages. These intelligent solutions will thus offer real time analytics and insights to simplify Airtel's conversations with its customers, resulting in faster resolution.

- Bharti Airtel acquired strategic stake in EdTech startup Lattu Media Pvt Ltd ("Lattu Kids") as part of the Airtel Startup Accelerator Program. The investment enabled Airtel to add EdTech to its premium digital content portfolio and give distribution scale to quality learning material. Mumbai based Lattu Kids specializes in digital learning tools for children. Its highly popular Lattu Kids app focuses on improving English vocabulary, English reading and Maths skills for children under the age of 10 years through entertaining, animated videos and games.

- Bharti International (Singapore) Pte Ltd, wholly owned subsidiary of Bharti Airtel, (directly and through its affiliates) acquired additional 6.3% stake in Bangladesh's telecom operator, Robi Axiata Limited from NTT DOCOMO INC and its group entities. This will raise the stake of Bharti International (Singapore) Pte Ltd in Robi Axiata Limited to 31.3% from 25% earlier.

E. Divestments

- As on July 1, 2020, Airtel signed an agreement with Carlyle whereby Carlyle acquired approximately 25% stake in Airtel's Data Center business at a post-money enterprise valuation of US$1.2 billion, with Airtel continuing to hold the remaining stake of approximately 75%. Nxtra from Airtel offers secure data center services to leading Indian and global enterprises, hyperscalers, start-ups, SMEs and governments. India is witnessing a considerable surge in demand for secure data centers as businesses undertake digital transformation and consumer demand for digital services continues to increase. The expansion of hyperscalers across the region following the government's directive on data localization is propelling a lot of this demand, with other market drivers including the growth in user data and increase in cloud penetration. Carlyle has prior experience in data center ownership through investments in Coresite in the US and Itconic in Spain. The firm has deep local knowledge within India having been investing in the market since 2000. Airtel's nation-wide network and strong governance coupled with Carlyle's data center experience and operational capabilities creates a compelling partnership that will help Nxtra to capture growing demand as data usage continues to surge.

5.2 Africa

A. KEY COMPANY DEVELOPMENTS

- **MyAirtel selfcare App:** The new MyAirtel selfcare app launched in April 2020 in all 14 countries. Using the MyAirtel app, a customer can check Airtime or Bundles and purchase them using Airtel Money or any credit or debit cards. It also has Airtel Money features such as Send Money to Airtel and other operators, Pay Bills, Pay Merchants, Scan and pay using Airtel's or Mastercard's QR codes and virtual cards.

- **Airtel TV:** In May 2020, Airtel TV launched in Tanzania and it is now live in four countries with more than a million registered users across Nigeria, Uganda, Zambia and Tanzania. In April, we launched TVOD (Transactional Video-On-Demand) services for our customers in Nigeria, and with this service, customers can now enjoy latest Nollywood blockbusters on the Airtel TV app.
- In May 2020, Airtel Africa announced a partnership with UNICEF aimed at providing children with access to remote learning and enabling access to cash assistance for their families via mobile cash transfers. Under this partnership, UNICEF and Airtel Africa will use mobile technology to benefit an estimated 133 million school age children currently affected by school closures in 13 countries across sub-Saharan Africa during the Covid-19 pandemic.

- In June 2020, Airtel Malawi plc was allocated a spectrum of 10 MHz in the 2600 band for an annual fee of $0.3 Mn.

- In July 2020, Airtel Africa entered into a partnership with Mukuru, one of Africa's largest remittance organizations, which will enable Mukuru customers to instantly send cross-border transfers directly to Airtel Money customer wallets in 12 African countries. This partnership will be particularly beneficial for customers making intra-Africa payments from Southern Africa where Mukuru has a leading presence. The partnership, subject to local regulatory approvals, will initially launch in Malawi, Zambia, Uganda, Tanzania, Kenya and the Democratic Republic of the Congo. It will then roll out to subsequent Airtel Money markets.

- In July 2020, Airtel Africa scaled up its operations with WorldRemit, the global digital money transfer service that operates in over 50 send countries to over 150 receive countries. This partnership will enable customers from across the globe to receive money into Airtel Money wallets. The diaspora living in more than 50 countries around the world can quickly and easily send money transfers at any time via WorldRemit to Airtel Money customers back home.

  These partnerships align with the Group's strategy of expanding the range and depth of Airtel Money offerings to drive customer growth and penetration.

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 and Bharti Airtel holds 31.3%. Bharti Airtel's stake has increased to 31.3% from 25% earlier, w.e.f. June 9, 2020.

Robi is the first operator to launch 4.5G service in all the 64 districts of the country and has also successfully conducted the trial run of 5G and Voice over LTE technology.

Key operational and financial performance:

Bangladesh	Unit	Quarter Ended			
		Mar-20	Dec-19	Sep-19	Jun-19
Operational Performance					
Customer Base	000's	49,718	49,004	48,194	47,939
Data Customer as % of Customer Base	%	64.9%	63.8%	63.8%	62.8%
ARPU*	BDT	124	122	126	125
Financial Highlights (proportionate share of Airtel)					
Total revenues	Rs Mn	4,139	3,957	3,945	3,823
EBITDA	Rs Mn	1,673	1,245	1,495	1,748
EBITDA / Total revenues	%	*40.4%*	*31.5%*	*37.9%*	*45.7%*
Net Income	Rs Mn	40	(203)	354	(66)

**As per Axiata published financials, ARPU has been restated w.e.f. Quarter ended Jun-18.*

B. Bharti 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 effectively hold 49.95% share in the merged entity.

Key operational and financial performance:

Ghana	Unit	Quarter Ended			
		Jun-20	Mar-20	Dec-19	Sep-19
Operational Performance					
Customer Base	000's	4769	4727	4888	4811
Data Customer as % of Customer Base	%	59.4%	61.3%	59.2%	61.3%
ARPU	GHS	12.7	14.2	13.1	13.2
Financial Highlights (proportionate share of Airtel)					
Total revenues	Rs Mn	1,182	1,334	1,212	1,224
EBITDA	Rs Mn	99	179	149	164
EBITDA / Total revenues	%	8.4%	13.4%	12.3%	13.4%
Net Income*	Rs Mn	-	-	(530)	(655)

**The share of loss in JV has been restricted to the remaining value of the investment.*

C. Airtel Payments Bank Limited

Airtel Payment Bank Limited became an associate of Bharti Airtel Limited w.e.f November 1, 2018.

Key operational and financial performance:

Airtel Payments Bank Limited	Unit	Quarter ended			
		Jun-20	Mar-20	Dec-19	Sep-19
Operational Performance					
Active users	000's	15,759	14,055	12,208	9,895
Financial Highlights (proportionate share of Airtel)					
Total revenues	Rs Mn	634	1,006	1,030	853
EBITDA	Rs Mn	(1,022)	(1,083)	(943)	(811)
EBITDA / Total revenues	%	*-161.1%*	*-107.6%*	*-91.5%*	*-95.0%*
Net Income	Rs Mn	(1,057)	(1,131)	(992)	(843)

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 June 30, 2020

- **Overall customer base at ~420 Mn across 16 countries (up 4.0% YoY)**
- **Consolidated mobile data traffic at 7,536 Bn MBs (up 73.5% YoY)**
- **Total revenues of Rs 239.4 Bn; up 15.4% YoY (up 15.8% on comparable basis)**
- **EBITDA at Rs 106.4 Bn; up 25.3% YoY; EBITDA margin up 3.5 p.p. YoY**
- **EBIT at Rs 33.3 Bn; up 107.4% YoY; EBIT margin up 6.2 p.p. YoY**
- **Consolidated net loss (before EI) of Rs 4.4 Bn vis-à-vis loss of Rs 14.0 Bn in the corresponding quarter last year**
- **Consolidated net loss (after EI) of Rs 159.3 Bn (Net loss of Rs 52.4 Bn in Q4'20) vis-à-vis a loss of Rs 28.7 Bn in the corresponding quarter last year**

Results for the quarter ended June 30, 2020

5.4.1 Bharti Airtel Consolidated

The outbreak of COVID-19 towards the end of FY 2019-20 has left the global economies and companies impacted in an unprecedented manner. As a connectivity provider, the company is playing a vital role in keeping the nations and the customers connected.

As on June 30, 2020, the Company had ~420 Mn customers, an increase of 4.0% as compared to 404 Mn in the corresponding quarter last year. Total minutes of usage on the network during the quarter were 903 Bn, representing a growth of 12.4% as compared to 803 Bn in the corresponding quarter last year. Mobile Data traffic grew 73.5% to 7,536 Bn MBs during the quarter as compared to 4,344 Bn MBs in the corresponding quarter last year.

Consolidated revenues for the quarter stood at Rs 239,387 Mn, up 15.4% (up 15.8% on a comparable basis) compared to Rs 207,379 Mn in the corresponding quarter last year.

India revenues for the quarter stood at Rs 175,895 Mn, up 14.6% (up 15.1% on a comparable basis) compared to Rs 153,446 Mn in the corresponding quarter last year.

Consolidated net revenues, after netting off access costs, license fees and cost of goods sold, stood at Rs 187,506 Mn, up 16.1% (up 16.6% on comparable basis) as compared to Rs 161,438 Mn in the corresponding quarter last year.

Consolidated opex (excluding access costs, costs of goods sold and license fees) increased by 5.8% YoY (down 1.1% QoQ) to Rs 81,857 Mn for the quarter ending June 30, 2020.

Consolidated EBITDA was at Rs 106,392 Mn during the quarter, compared to Rs 84,926 Mn in the corresponding quarter last year (up 25.3% YoY) and Rs 103,263 Mn in the previous quarter (up 3.0% QoQ). EBITDA margin for the quarter was at 44.4% as compared to 41.0% in the corresponding quarter last year and 43.5% in the previous quarter. India EBITDA margin for the quarter was at 44.3% as compared to 39.5% in the corresponding quarter last year and 42.7% in the previous quarter.

Depreciation and amortization expenses were at Rs 72,269 Mn vis-à-vis Rs 67,587 Mn in the corresponding quarter last year (up 6.9% YoY) and Rs 70,548 Mn in the previous quarter (up 2.4% QoQ).

EBIT for the quarter was at Rs 33,279 Mn as compared to Rs 16,046 Mn in the corresponding quarter last year and the resultant EBIT margin was at 13.9% as compared to 7.7% in the corresponding quarter last year.
Cash profits from operations (before derivative and exchange fluctuations) for the quarter were at Rs 75,622 Mn as compared to Rs 53,886 Mn in the corresponding quarter last year and Rs 75,123 Mn in the previous quarter.

Net finance costs for the quarter were at Rs 30,498 Mn as compared to Rs 31,815 Mn (down 4.1% YoY) in the corresponding quarter last year and Rs 33,075 Mn in the previous quarter (down 7.8% QoQ) largely led by decrease in forex loss partially offset by higher interest on borrowings.

The resultant profit before tax and exceptional items for the quarter ended June 30, 2020 was Rs 3,720 Mn as compared to loss of Rs 15,298 Mn in the corresponding quarter last year and a loss of Rs 65 Mn in the previous quarter.

The consolidated income tax expense for the period of three months ended June 30, 2020 was Rs 1,744 Mn as compared to (negative) Rs 5,830 Mn in the corresponding period of last year.

Net loss before exceptional items for the quarter ended June 30, 2020 was Rs 4,363 Mn as compared to loss of Rs 14,002 Mn in the corresponding quarter last year and loss of Rs 4,708 in the previous quarter. After accounting for charge of Rs 154,968 Mn towards exceptional items (net of tax and non-controlling interests) (details provided below in 5.4.2), the resultant net loss for the quarter ended June 30, 2020 came in at Rs 159,331 Mn, compared to a loss of Rs 28,660 Mn in the corresponding quarter last year and net loss of Rs 52,370 Mn in the previous quarter.

The capital expenditure for the quarter was Rs 39,753 Mn as compared to Rs 50,468 Mn in the corresponding quarter last year and Rs 113,385 Mn in the previous quarter.

Consolidated net debt excluding lease obligations for the company stands at Rs 859,272 Mn as on June 30, 2020 compared to Rs 884,491 Mn as on June 30, 2019. Consolidated net debt for the company including the impact of leases stands at Rs 1,165,405 Mn as on June 30, 2020. The Net Debt-EBITDA ratio (annualized) and including the impact of leases for the quarter June 30, 2020 was at 2.74 times as compared to 3.43 times in the corresponding quarter last year and 2.88 times in the previous quarter.

5.4.2 Exceptional Items

The net exceptional charge of Rs. 117,457 Mn during the quarter ended June 30, 2020 comprises of a charge on account of incremental provision and interest on license fee and spectrum usage charges of Rs. 107,444 Mn as detailed in Note 1 below and net charge pertaining to re-assessment of levies of Rs. 10,013 Mn. Net tax benefit due to the above exceptional items; net charge due to re-assessment of deferred tax assets and adoption of 'Vivad Se Vishwas Scheme 2020' as detailed in Note 2 below and deferred tax asset pertaining to one of the subsidiary recognized in this quarter, aggregating Rs. 36,432 Mn is included under tax expense/ (credit). As a result, the overall net exceptional charge (after tax) is Rs. 153,889 Mn. The net share allocated to non-controlling interests on the above an exceptional items is Rs. 1,080 Mn.

Results and ratios of periods commencing April 1, 2019 are basis Ind AS 116.
The term 'Comparable' refers to impact of accounting policy change deferring activation, installation & rental revenue over the life of the customer under DTH business in FY'20.

***Note 1:**
Pursuant to the Judgement of the Hon'ble Supreme Court of India on October 24, 2019 ('Court Judgement') including subsequent supplementary judgments, and in the absence of any potential reliefs, the Group provided for Rs. 368,322 Mn for the periods up to March 31, 2020 on the basis of demands received and the period for which demands have not been received having regard to assessments carried out in earlier years and the guidelines / clarifications in respect of License Fees and Spectrum Usage Charges ('AGR Provision').

The Hon'ble Supreme Court on June 11, 2020 directed the telecom operators to file their proposals, as to the time frame required by them to make the payment and what kind of securities, undertakings and guarantees should be furnished to ensure that the Adjusted Gross Revenue ('AGR') dues are paid.

On June 18, 2020, the Hon'ble Supreme Court inter alia considered the affidavit filed by the telecom operators and directed all the telecom operators to file certain documents and also make payments of reasonable amounts to show their bonafides before the next date of hearing. The matter was listed for hearing on July 20, 2020 wherein the Hon'ble Supreme Court, after hearing all parties, observed that the amounts of AGR dues given by DoT is to be treated as final ('DoT Demand') and there can be no scope of re-assessment or recalculation. Further, the Hon'ble Supreme Court reserved its order on the issue of period over which such payments could be made and terms thereof.

Consequently, without prejudice and on prudence, during the quarter ended June 30, 2020 the Group has further recorded an incremental provision of Rs. 107,444 Mn (including net interest on total provision created considering interest rate as per the affidavit filed by DoT on March 16, 2020 with effect from the date of Court Judgement) to give effect of the differential amount between DoT Demand along with provision for subsequent periods for which demands have not been received computed based on the terms of the License Agreement, Court Judgement and the guidelines / clarifications and AGR Provision, which has been presented as exceptional item

***Note 2:**
The Company, after considering its current business plans, likely adoption of lower income tax rate permitted under Section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Act, 2019, future projections and timing of taxable income, has re-assessed the carrying amounts of its deferred tax balances, including the Minimum Alternate Tax (MAT) credit available.

Simultaneously, the Company has opted for 'Vivad se Vishwas Scheme 2020', an income tax amnesty scheme to settle tax related litigations/disputes. The Company has decided to settle its disputes pertaining from Assessment Years 2010-11 to Assessment Years 2016-17 and accordingly, filed the necessary application and related documents on April 24, 2020 with the Income Tax Authorities.
Subsequent to the quarter ended June 30, 2020, the Income Tax Authorities on July 21, 2020, have approved the Company's application for all the assessment years and all required formalities in relation to this have been duly completed.

As a result of the above, tax expense for the quarter ended June 30, 2020 includes the impact of reversal of current tax liability relating to earlier years of Rs. 1,312 Mn, and net deferred tax charge of Rs. 68,442 Mn (including provision against MAT credit Rs. 48,081 Mn) aggregate to Rs. 67,130 Mn.

5.4.3 B2C Services – India

5.4.3.1 Mobile Services

With a decreased customer churn of 2.2% compared to 2.6% in corresponding quarter last year, the Company had 279.9 Mn customers as on June 30 2020, compared to 276.8 Mn in the corresponding quarter last year, an increase of 1.1% YoY. Voice traffic on the network grew 11.3% YoY to 820 Bn Minutes during the quarter as compared to 737 Bn Minutes in the corresponding quarter last year.

4G data customer base stood at 138.3 Mn, increasing by 43 Mn YoY. The quarter saw an exponential data traffic growth of 72.7% YoY. Total data traffic on the network stood at 7,240 Bn MBs as compared to 4,192 Bn MBs in the corresponding quarter last year. Average mobile data usage per customer increased by 39.6% YoY to 16.3 GBs as compared to 11.7 GBs in the corresponding quarter last year.

By the end of the quarter, the Company had 196,145 network towers as compared to 182,600 network towers in the corresponding quarter last year. Out of the total number of towers, 194,205 are mobile broadband towers. The Company has total 506,957 mobile broadband base stations as compared to 443,804 mobile broadband base stations at the end of the corresponding quarter last year and 503,883 at the end of the previous quarter.

Revenue from mobile services increased by 18.5% to Rs 128,771 Mn as compared to Rs 108,667 Mn in the corresponding quarter last year. Overall ARPU for the quarter was Rs 157 as compared to Rs 129 in the corresponding quarter last year.

EBITDA for the quarter was Rs 52,227 Mn as compared to Rs 38,742 Mn in the corresponding quarter last year and Rs 50,796 Mn in the previous quarter. EBITDA margin was 40.6% during the quarter as compared to 35.7% in the corresponding quarter last year and 39.2% in the previous quarter.

EBIT during the quarter was at Rs 1,650 Mn as compared to (negative) Rs 12,419 Mn in the corresponding quarter last year and Rs 265 Mn in the previous quarter. The resultant EBIT margin was at 1.3% as compared to negative 11.4% in corresponding quarter last year and 0.2% in the previous quarter.

During the quarter, the Company has incurred a capex of Rs 25,585 Mn, primarily to enhance its indoor coverage, voice quality and data capacities.

5.4.3.2 Homes Services

As on June 30, 2020, the Company had Homes operations in 117 cities with 2.45 Mn customers.

For the quarter ended June 30, 2020, revenues from Homes operations were Rs 5,786 Mn as compared to Rs 5,705 Mn in the corresponding quarter last year and Rs 5,725 in the previous quarter. During the quarter, the company accelerated online acquisitions by leveraging own base marketing as a key lever and also captured the demand in un-wired cities through the LCO partnership model which is now live in 14 cities.

EBITDA for the quarter stood at Rs 3,514 Mn as compared to Rs 2,524 Mn in the corresponding quarter last year and Rs 3,012 Mn in the previous quarter. EBITDA margin stood at 60.7% during the quarter as against 44.2% in the corresponding quarter last year and 52.6% in the previous quarter. EBIT for the quarter ended June 30, 2020 was Rs 1,584 Mn as compared to Rs 1,034 Mn in the corresponding quarter last year and Rs 1,768 Mn in the previous quarter. The resultant EBIT margin was at 27.4% as compared to 18.1% in corresponding quarter last year and 30.9% in the previous quarter.

During the quarter ended June 30, 2020, the company incurred

Results and ratios of periods commencing April 1, 2019 are basis Ind AS 116.
The term 'Comparable' refers to impact of accounting policy change deferring activation, installation & rental revenue over the life of the customer under DTH business in FY'20.

capital expenditure of Rs 1,182 Mn primarily on account of high speed fiber network expansion.

5.4.3.3 Digital TV Services

As on June 30, 2020, the Company had its Digital TV operations in 639 districts. DTH had 16.8 Mn customers at the end of the quarter, which represents an increase of 5.1%, as compared to the corresponding quarter last year. ARPU for the quarter was at Rs 149 as compared to Rs 144 (comparable) in the corresponding quarter last year, an increase of 3.0% YoY on comparable basis.

Revenue from Digital TV services on a comparable basis was at Rs 7,448 Mn vis-à-vis Rs 6,814 Mn (comparable) in the corresponding quarter last year. Reported EBITDA for this segment was at Rs 5,041 Mn as compared to Rs 5,263 Mn in the corresponding quarter last year and Rs 3,648 Mn in the previous quarter. The reported EBITDA margin was at 67.7% in the current quarter as compared to 71.2% in the corresponding quarter last year and 60.5% in the previous quarter. Reported EBIT for the quarter was Rs 2,512 Mn as compared to Rs 3,612 Mn in the corresponding quarter last year and Rs 1,465 Mn in the previous quarter. The resultant EBIT margin was at 33.7% as compared to 48.9% in the corresponding quarter last year and 24.3% in the previous quarter.

During the current quarter, the company incurred a capital expenditure of Rs 2,457 Mn.

5.4.4 B2B Services – India: Airtel Business

Airtel Business segment revenues for the current quarter was at Rs 35,019 Mn as compared to Rs 32,080 Mn in the corresponding quarter last year, an increase of 9.2% YoY.

EBITDA stood at Rs 12,711 Mn during the quarter as compared to Rs 7,655 Mn in the corresponding quarter last year, growth of 66.0% YoY. The EBITDA margin stood at 36.3% in the current quarter, as compared to 23.9% in the corresponding quarter last year and 39.9% in the previous quarter. EBIT for the current quarter has increased by 44.2% to Rs 8,869 Mn as compared to Rs 6,149 Mn during the corresponding quarter last year and the resultant EBIT margin was at 25.3% during the quarter as compared to 19.2% in the corresponding quarter last year.

The Company incurred a capital expenditure of Rs 4,188 Mn in Airtel Business during the current quarter.

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 June 30, 2020 has decreased by 4.9% to Rs 16,421 Mn as compared to Rs 17,262 Mn in the corresponding quarter last year. EBITDA during the quarter was at Rs 8,742 Mn compared to Rs 10,055 Mn in the corresponding quarter last year, down 13.1% YoY, and Rs 9,032 Mn in the previous quarter, down 3.2% QoQ. EBIT for the quarter was at Rs 5,507 Mn as compared to Rs 6,357 Mn in the corresponding quarter last year, down 13.4% YoY, and Rs 5,557 Mn in the previous quarter, down 0.9% QoQ.

As at the end of the quarter, Infratel had 42,339 towers with average sharing factor of 1.79 times compared to 1.88 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 95,801 towers with an average sharing factor of 1.82 times as compared to 1.87 times in the corresponding quarter last year.

Bharti Infratel incurred a capital expenditure of Rs 1,004 Mn during the quarter on a standalone basis. The share of profits of Indus during the quarter came in at Rs 3,020 Mn as compared to Rs 2,642 Mn in the corresponding quarter last year and Rs 2,445 Mn in the previous quarter.

5.4.6 Africa

As on June 30, 2020, the Company had an aggregate customer base of 111.5 Mn as compared to 99.7 Mn in the corresponding quarter last year, an increase of 11.8% YoY. Customer churn for the quarter has increased to 5.7% as compared to 5.3% in the previous quarter. Total minutes on network during the quarter registered a growth of 29.9% to 71.9 Bn as compared to 55.3 Bn in the corresponding quarter last year.

Data customers during the quarter increased by 7 Mn to 37 Mn as compared to 30 Mn in the corresponding quarter last year. Data customers now represent 33.2% of the total customer base, as compared to 30.1% in the corresponding quarter last year. The total MBs on the network grew at a healthy growth rate of 100.7% to 279.5 Bn MBs compared to 139.3 Bn MBs in the corresponding quarter last year. Data usage per customer during the quarter was at 2,607 MBs as compared to 1,550 MBs in the corresponding quarter last year, an increase of 68.2% YoY.

The total customer base using the Airtel Money platform increased by 26.9% to 18.5 Mn as compared to 14.6 Mn in the corresponding quarter last year. Total value of transactions on the Airtel money platform has witnessed a growth of 33.9% to $9,038 Mn in the current quarter as compared to $6,751 Mn in the corresponding quarter last year. Airtel Money revenue is at $81.3 Mn as compared to $64.4 Mn in the corresponding quarter last year reflecting a growth of 26.3%.

The Company had 23,471 network towers at end of the quarter as compared to 21,385 network towers in the corresponding quarter last year. Out of the total number of towers, 21,171 are mobile broadband towers. The Company has total 51,963 mobile broadband base stations as compared to 35,283 mobile broadband base stations at the end of the corresponding quarter last year.

Africa revenues at $856 Mn in constant currency grew by 13.0% as compared to $757 Mn in the corresponding quarter last year as a result of continued strong performance in Nigeria and East Africa and an improvement in the performance of Francophone.

Opex for the quarter is at $312 Mn in constant currency as compared to $274 Mn in the corresponding quarter last year and $313 Mn in the previous quarter. EBITDA in constant currency was at $377 Mn as compared to $329 Mn in the corresponding quarter last year and $382 Mn in the previous quarter. EBITDA margin was at 44.0% for the quarter (up 0.6 p.p. YoY, up 0.1 p.p. QoQ). Depreciation and amortization charges in constant currency were at $162 Mn as compared to $142 Mn in the corresponding quarter last year and $148 Mn in the previous quarter. EBIT in constant currency for the quarter was at $211 Mn as compared to $185 Mn in the corresponding quarter last year and $233 Mn in the previous quarter.

The resultant profit before tax and exceptional items for the quarter was at $134 Mn as compared to $107 Mn in the corresponding quarter last year and $163 Mn in the previous quarter. Capital expenditure during the quarter was $66 Mn for Africa operations.

Results and ratios of periods commencing April 1, 2019 are basis Ind AS 116.
The term 'Comparable' refers to impact of accounting policy change deferring activation, installation & rental revenue over the life of the customer under DTH business in FY'20.

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:

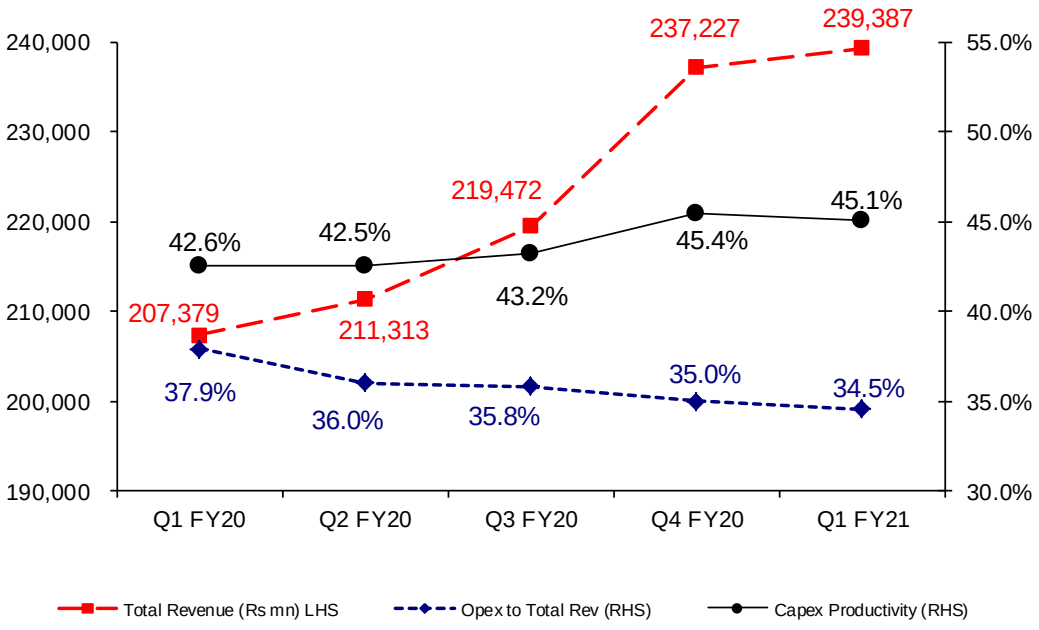
1. Total Revenues i.e. absolute turnover/sales

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

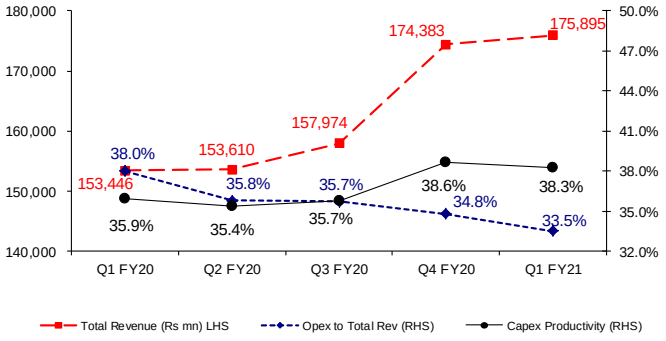
3. Capex Productivity – this is computed by dividing revenue for the quarter (annualized) by gross cumulative capex (gross fixed assets and capital work in progress) till date i.e. the physical investments made in the assets creation of the Company. This ratio depicts the asset productivity of the Company.

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

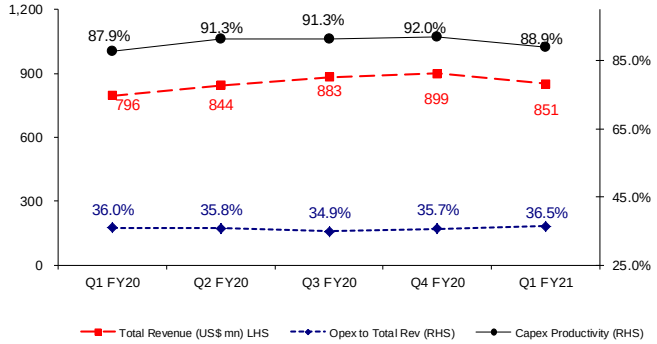
5.5.1 Bharti Airtel – Consolidated



5.5.2 Bharti Airtel – India



5.5.3 Bharti Airtel – Africa



SECTION 6

STOCK MARKET HIGHLIGHTS

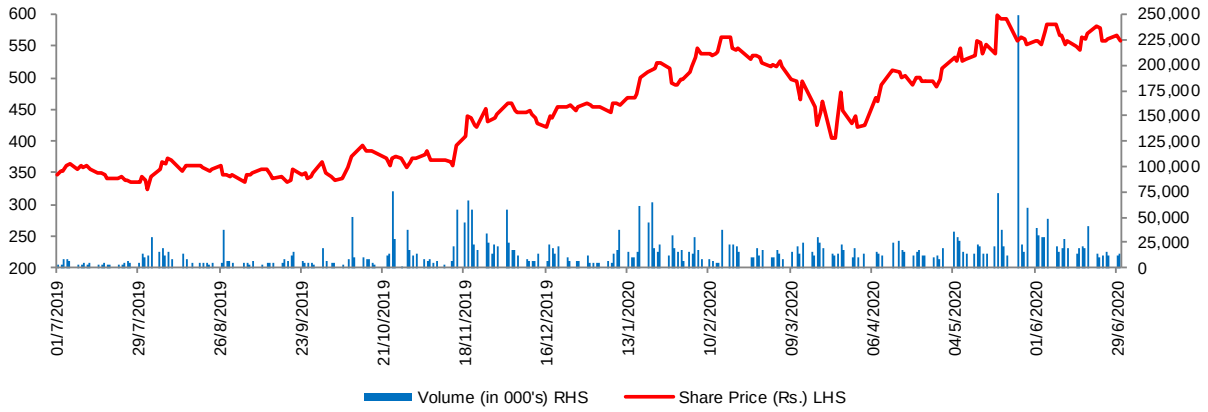
6.1 General Information

Shareholding and Financial Data	Unit	
Code/Exchange		532454/BSE
Bloomberg/Reuters		BHARTI IN/BRTI.BO
No. of Shares Outstanding (30/06/20)	Mn Nos	5,456
Closing Market Price - BSE (30/06/20)	Rs /Share	560
Combined Volume (NSE & BSE) (01/07/19 - 30/06/20)	Nos in Mn/day	17.19
Combined Value (NSE & BSE) (01/07/19 - 30/06/20)	Rs Mn /day	8,181
Market Capitalization	Rs Bn	3,053
Market Capitalization	US$ Bn	40.39
Book Value Per Equity Share	Rs /share	111.79
Market Price/Book Value	Times	5.01
Enterprise Value	Rs Bn	4,219
Enterprise Value	US$ Bn	55.81
Enterprise Value/ EBITDA	Times	9.91
P/E Ratio	Times	(6.52)

6.2 Summarized Shareholding pattern as of Jun 30, 2020

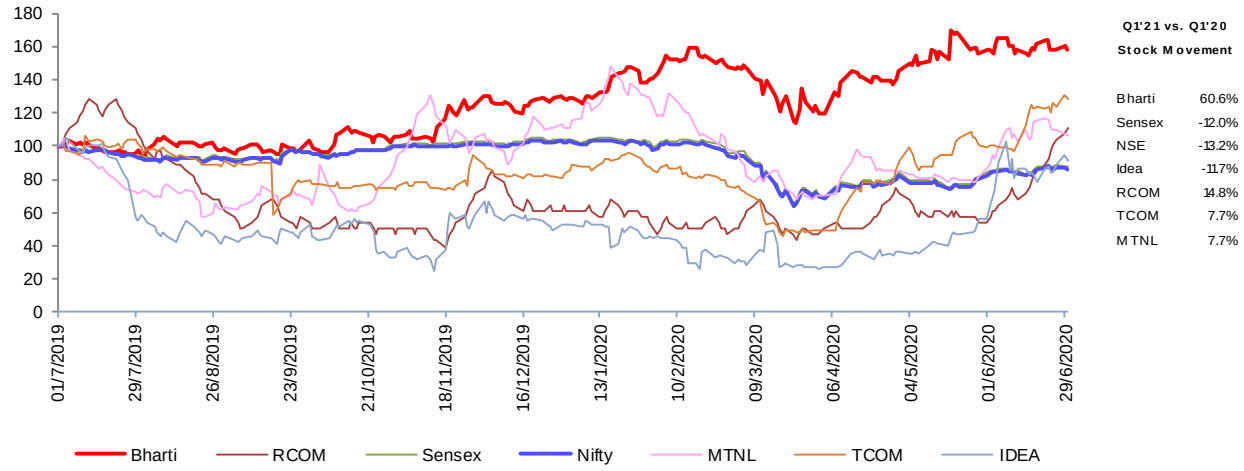
Category	Number of Shares	%
Promoter & Promoter Group		
Indian	1,966,236,438	36.04%
Foreign	1,101,344,767	20.19%
Sub total	**3,067,581,205**	**56.23%**
Public Shareholding		
Institutions	2,101,472,833	38.52%
Non-institutions	284,325,344	5.21%
Sub total	**2,385,798,177**	**43.73%**
Others	**2,177,973**	**0.04%**
Total	**5,455,557,355**	**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



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		
	Jun-20	Jun-19	Y-on-Y Growth
Income			
Revenue	239,387	207,379	15%
Other income	4,805	2,945	63%
Total	**244,192**	**210,324**	**16%**
Expenses			
Network operating expenses	51,036	46,636	9%
Access Charges	28,011	25,627	9%
License fee / spectrum charges (revenue share)	20,768	18,391	13%
Employee benefits	11,566	8,641	34%
Sales and marketing expenses	7,301	8,386	-13%
Other expenses	16,626	17,357	-4%
Total	**135,308**	**125,038**	**8%**
Profit from operating activities before depreciation, amortization and exceptional items	**108,884**	**85,286**	**28%**
Depreciation and amortisation	72,268	67,587	7%
Finance costs	34,562	33,928	2%
Share of results of joint ventures and associates	(1,666)	(931)	79%
Profit before exceptional items and tax	**3,720**	**(15,298)**	**124%**
Exceptional items	117,457	14,694	699%
Profit before tax	**(113,737)**	**(29,992)**	**-279%**
Tax expense			
Current tax	5,086	7,763	-34%
Deferred tax	33,089	(13,833)	339%
Profit for the period	**(151,912)**	**(23,922)**	**-535%**

7.1.2 Consolidated Statement of Comprehensive Income

Particulars	Quarter Ended		
	Jun-20	Jun-19	Y-on-Y Growth
Profit for the period	**(151,912)**	**(23,922)**	**-535%**
Other comprehensive income ('OCI'):			
Items to be reclassified subsequently to profit or loss :			
Net gains / (losses) due to foreign currency translation differences	(863)	(2,470)	65%
Gains / (losses) on net investments hedge	(212)	(153)	-38%
Gains / (Losses) on cash flow hedge	0	(79)	100%
Gains / (losses) on fair value through OCI investments	(189)	19	-1095%
Tax credit / (charge)	(12)	68	-118%
	(1,276)	**(2,615)**	**51%**
Items not to be reclassified to profit or loss :			
Re-measurement gains / (losses) on defined benefit plans	(17)	(291)	94%
Share of joint ventures and associates	(73)	(6)	-1024%
Tax credit / (charge)	(6)	80	-108%
	(96)	(217)	56%
Other comprehensive income / (loss) for the period	**(1,372)**	**(2,832)**	**52%**
Total comprehensive income / (loss) for the period	**(153,284)**	**(26,754)**	**-473%**
Profit for the period Attributable to:	**(151,912)**	**(23,922)**	**-535%**
Owners of the Parent	(159,331)	(28,660)	-456%
Non-controlling interests	7,419	4,738	57%
Other comprehensive income / (loss) for the period attributable to :	**(1,372)**	**(2,832)**	**52%**
Owners of the Parent	(704)	(1,950)	64%
Non-controlling interests	(668)	(882)	24%
Total comprehensive income / (loss) for the period attributable to :	**(153,284)**	**(26,754)**	**-473%**
Owners of the Parent	(160,035)	(30,610)	-423%
Non-controlling interests	6,751	3,856	75%
Earnings per share (Face value : Rs. 5/- each) (In Rupees)			
Basic	(29.22)	(6.18)	-373%
Diluted	(29.22)	(6.18)	-373%

7.1.3 Consolidated Summarized Balance Sheet

Amount in Rs Mn

Particulars	As at Jun 30, 2020	As at Jun 30, 2019	As at Mar 31, 2020
Assets			
Non-current assets			
Property, plant and equipment (inc CWIP and ROU)	1,171,339	1,118,292	1,176,594
Intangible assets	1,142,479	1,144,247	1,158,784
Investment in joint ventures and associates	97,276	88,769	96,808
Financial Assets			
- Investments	17,687	21,745	20,278
- Others	25,856	18,080	23,465
Income & Deferred tax assets (net)	259,175	130,379	291,248
Other non-current assets	67,488	93,076	74,181
	2,781,300	**2,614,588**	**2,841,358**
Current assets			
Financial Assets			
- Investments	139,873	55,570	137,679
- Trade receivables	56,047	51,551	46,057
- Cash and bank balances	129,213	57,104	135,507
- Other bank balances	28,219	18,972	23,420
- Others	182,764	20,296	213,315
Other current assets	203,929	137,851	210,453
	740,045	**341,344**	**766,431**
Total Assets	**3,521,345**	**2,955,932**	**3,607,789**
Equity and liabilities			
Equity			
Equity attributable to owners of the Parent	609,902	913,746	771,448
Non-controlling interests ('NCI')	248,544	126,703	249,847
	858,446	**1,040,449**	**1,021,295**
Non-current liabilities			
Financial Liabilities			
- Borrowings	1,079,776	1,080,537	1,154,470
- Others	75,060	52,775	67,691
Deferred tax liabilities (net)	17,014	6,228	16,877
Other non-current liabilities	38,641	24,895	32,581
	1,210,491	**1,164,435**	**1,271,619**
Current liabilities			
Financial Liabilities			
- Borrowings	376,055	218,383	327,811
- Trade Payables	272,472	288,947	250,231
- Others	157,793	153,359	168,889
Current tax liabilities (net)	9,132	9,472	13,519
Other current liabilities	636,956	80,887	554,425
	1,452,408	**751,048**	**1,314,875**
Total liabilities	**2,662,899**	**1,915,483**	**2,586,494**
Total equity and liabilities	**3,521,345**	**2,955,932**	**3,607,789**

7.1.4 Consolidated Statement of Cash Flows

Amount in Rs Mn

Particulars	Quarter Ended	
	Jun-20	Jun-19
Cash flows from operating activities		
Profit before tax	**(113,737)**	**(29,992)**
Adjustments for -		
Depreciation and amortisation	72,268	67,587
Finance costs	33,758	33,928
Dividend income	0	(46)
Net gain on investments	(2,840)	(1,006)
Interest income	(1,758)	(1,254)
Net loss on derivative financial instruments	715	193
Net fair value gain on financial instruments	(180)	0
Other non-cash items	118,565	17,863
Operating cash flow before changes in working capital	**106,790**	**87,273**
Changes in working capital -		
Trade receivables	(14,737)	(12,105)
Trade payables	11,085	6,325
Other assets and liabilities	23,180	10,681
Net cash generated from operations before tax and dividend	**126,318**	**92,174**
Income tax (paid) / refund	(10,079)	(7,188)
Net cash generated from operating activities (a)	**116,239**	**84,986**
Cash flows from investing activities		
Net (Purchase) / proceeds from sale of PPE	(53,338)	(49,202)
Purchase of intangible assets, spectrum- DPL	(1,764)	(10,201)
Net movement in current investments	(832)	(8,595)
Net (Purchase) / Sale of non-current investments	3,561	522
Consideration / advance for acquisitions, net of cash acquired	0	(1,189)
Investment in joint venture / associate	(3,317)	(2,605)
Dividend received	4,200	0
Interest received	2,240	1,620
Net cash (used in) / generated from investing activities (b)	**(49,250)**	**(69,650)**
Cash flows from financing activities		
Net Proceeds / (repayments) from borrowings	(4,293)	(105,440)
Net (repayment of) / proceeds from short-term borrowings	(22,460)	(83,799)
Repayment of lease liabilities	(13,868)	(11,859)
Purchase of treasury shares and proceeds from exercise of share	(21)	(83)
Interest and other finance charges paid	(21,335)	(43,271)
Dividend paid (including tax)	(5,678)	(7,774)
Proceeds from issuance of equity shares / perpetual bonds to Non-controlling interest	0	231
Share issue expenses of subsidiary	(15)	(251)
Net proceeds from issue of shares	0	249,129
Payment towards derivatives	0	(15,784)
Net cash (used in) / generated from financing activities (c)	**(67,670)**	**(18,901)**
Net increase / (decrease) in cash and cash equivalents during the period (a+b+c)	**(681)**	**(3,565)**
Effect of exchange rate on cash and cash equivalents	(364)	(101)
Cash and cash equivalents as at beginning of the period	130,539	53,793
Cash and cash equivalents as at end of the period	**129,494**	**50,127**

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 Jun 30, 2020	As at Jun 30, 2019	As at Mar 31, 2020
Long term debt, net of current portion	401,781	427,023	474,200
Short-term borrowings and current portion of long-term debt	311,431	154,509	265,428
Deferred payment liability	433,493	434,280	433,493
Less:			
Cash and Cash Equivalents	129,214	57,104	135,508
Investments & Receivables	158,220	74,217	155,102
Net Debt	**859,272**	**884,491**	**882,512**
Lease Obligation	306,133	281,967	306,078
Net Debt including Lease Obligations	**1,165,405**	**1,166,458**	**1,188,590**

7.2.2 Schedule of Net Debt in US$

Amount in US$ Mn

Particulars	As at Jun 30, 2020	As at Jun 30, 2019	As at Mar 31, 2020
Long term debt, net of current portion	5,315	6,187	6,266
Short-term borrowings and current portion of long-term debt	4,120	2,239	3,507
Deferred payment liability	5,735	6,292	5,728
Less:			
Cash and Cash Equivalents	1,709	827	1,791
Investments & Receivables	2,093	1,075	2,050
Net Debt	**11,368**	**12,815**	**11,662**
Lease Obligation	4,050	4,085	4,045
Net Debt including Lease Obligations	**15,418**	**16,900**	**15,707**

7.2.3 Schedule of Finance Cost

Amount in Rs Mn, except ratios

Particulars	Quarter Ended	
	Jun-20	Jun-19
Interest on borrowings & Finance charges	26,843	25,151
Interest on Lease Obligations	6,727	6,236
Derivatives and exchange (gain)/ loss	1,299	2,529
Investment (income)/ loss	(4,371)	(2,101)
Finance cost (net)	**30,498**	**31,815**

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	Location in this results announcement of reconciliation and further information
Earnings before Interest, Taxation, Depreciation and Amortization (EBITDA)	Profit from operating activities	Page 33
Cash Profit from Operations before Derivative & Exchange (Gain)/Loss	Profit from operating activities	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	
	Jun-20	Jun-19
Profit / (loss) from operating activities before depreciation, amortization and exceptional items To EBITDA		
Profit / (Loss) from Operating Activities	108,884	85,286
Add: CSR Costs (Inc charity donation)	843	1,294
Less: Finance Income (part of other Income)	4,063	2,113
Add: Non operating Expenses	727	461
EBITDA	**106,392**	**84,926**
Reconciliation of Finance Cost		
Finance Cost	34,562	33,928
Less: Finance Income (Part of other income)	4,063	2,113
Finance Cost (net)	**30,498**	**31,815**
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	108,884	85,286
Less: Finance cost	34,562	33,928
Add: Derivatives and exchange (gain)/loss	1,299	2,529
Cash Profit from Operations before Derivative & Exchange Fluctuation	**75,622**	**53,886**

SECTION 8

REGION WISE COST SCHEDULES

8.1 India

8.1.1 Schedule of Operating Expenses

Amount in Rs Mn

Particulars	Quarter Ended	
	Jun-20	Jun-19
Access charges	23,157	21,508
Licence fees, revenue share & spectrum charges	16,265	14,595
Network operations costs	39,181	36,697
Cost of goods sold	1,003	268
Employee costs	6,727	5,069
Selling, general and adminstration expense	13,025	16,564
Operating Expenses	**99,359**	**94,702**

8.1.2 Schedule of Depreciation & Amortization

Amount in Rs Mn

Particulars	Quarter Ended	
	Jun-20	Jun-19
Depreciation	44,533	42,482
Amortization	15,133	14,444
Depreciation & Amortization	**59,667**	**56,926**

8.1.3 Schedule of Income Tax

Amount in Rs Mn

Particulars	Quarter Ended	
	Jun-20	Jun-19
Current tax expense	2,832	5,551
Deferred tax expense / (income)	(5,718)	(14,780)
Income tax expense	**(2,886)**	**(9,229)**

8.2 South Asia

8.2.1 Schedule of Operating Expenses

Amount in Rs Mn

Particulars	Quarter Ended	
	Jun-20	Jun-19
Access charges	134	142
Licence fees, revenue share & spectrum charges	170	153
Network operations costs	381	359
Cost of goods sold	(0)	1
Employee costs	91	98
Selling, general and adminstration expense	214	244
Operating Expenses	**990**	**996**

8.2.2 Schedule of Depreciation & Amortization

Amount in Rs Mn

Particulars	Quarter Ended	
	Jun-20	Jun-19
Depreciation	353	332
Amortization	25	20
Depreciation & Amortization	**378**	**352**

8.3 Africa

8.3.1 Schedule of Operating Expenses (In Constant Currency)

Amount in US$ Mn

Particulars	Quarter Ended	
	Jun-20	Jun-19
Access charges	85	85
Licence fees, revenue share & spectrum charges	48	44
Network operations costs	158	129
Cost of goods sold	37	29
Employee costs	67	52
Selling, general and adminstration expense	92	96
Operating Expenses	**486**	**434**

8.3.2 Schedule of Depreciation & Amortization (In Constant Currency)

Amount in US$ Mn

Particulars	Quarter Ended	
	Jun-20	Jun-19
Depreciation	139	122
Amortization	23	19
Depreciation & Amortization	**162**	**142**

8.3.3 Schedule of Income Tax (In USD Reported Currency)

Amount in US$ Mn

Particulars	Quarter Ended	
	Jun-20	Jun-19
Current tax expense	47	32
Deferred tax expense / (income)	14	16
Income tax expense	**61**	**48**

SECTION 9

TRENDS AND RATIO ANALYSIS

9.1 Based on Statement of Operations Consolidated

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total revenues	**239,387**	**237,227**	**219,472**	**211,313**	**207,379**
Access charges	28,011	28,270	27,109	26,389	25,627
Cost of goods sold	3,828	3,738	3,418	3,420	2,383
Licence Fee	20,041	20,201	17,667	16,763	17,930
Net revenues	**187,506**	**185,018**	**171,279**	**164,741**	**161,438**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	81,857	82,750	78,522	76,055	77,344
EBITDA	**106,392**	**103,263**	**93,501**	**89,363**	**84,926**
Cash profit from operations before Derivative and Exchange Fluctuations	75,622	75,123	64,961	60,980	53,886
EBIT	33,279	32,464	24,008	19,930	16,046
Share of results of Joint Ventures/Associates	1,666	915	1,523	3,154	931
Profit before Tax	3,720	(65)	(4,526)	(6,231)	(15,298)
Profit after Tax (before exceptional items)	**1,976**	**726**	**(5,419)**	**(4,357)**	**(9,469)**
Non Controlling Interest	6,339	5,434	5,386	6,872	4,533
Net income (before exceptional items)	**(4,363)**	**(4,708)**	**(10,805)**	**(11,228)**	**(14,002)**
Exceptional Items (net of tax)	87,271	46,443	369	212,445	15,414
Tax related Exceptional items	66,617	4,053	(1,139)	11,499	(960)
Profit after tax (after exceptional items)	**(151,912)**	**(49,770)**	**(4,649)**	**(228,301)**	**(23,922)**
Non Controlling Interest	7,419	2,599	5,704	2,148	4,738
Net income	**(159,331)**	**(52,370)**	**(10,353)**	**(230,449)**	**(28,660)**
Capex	39,753	113,385	51,831	37,901	50,468
Operating Free Cash Flow (EBITDA - Capex)	66,638	(10,122)	41,670	51,461	34,458
Cumulative Investments	3,666,845	3,630,640	3,569,521	3,514,674	3,432,802

	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
As a % of Total revenues					
Access charges	11.7%	11.9%	12.4%	12.5%	12.4%
Cost of goods sold	1.6%	1.6%	1.6%	1.6%	1.1%
Licence Fee	8.4%	8.5%	8.0%	7.9%	8.6%
Net revenues	78.3%	78.0%	78.0%	78.0%	77.8%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	34.2%	34.9%	35.8%	36.0%	37.3%
EBITDA	44.4%	43.5%	42.6%	42.3%	41.0%
Cash profit from operations before Derivative and Exchange Fluctuations	31.6%	31.7%	29.6%	28.9%	26.0%
EBIT	13.9%	13.7%	10.9%	9.4%	7.7%
Share of results of JV / Associates	0.7%	0.4%	0.7%	1.5%	0.4%
Profit before Tax	1.6%	0.0%	-2.1%	-2.9%	-7.4%
Profit after Tax (before exceptional items)	0.8%	0.3%	-2.5%	-2.1%	-4.6%
Non Controlling Interest	2.6%	2.3%	2.5%	3.3%	2.2%
Net income (before exceptional items)	-1.8%	-2.0%	-4.9%	-5.3%	-6.8%
Profit after tax (after exceptional items)	-63.5%	-21.0%	-2.1%	-108.0%	-11.5%
Non Controlling Interest	3.1%	1.1%	2.6%	1.0%	2.3%
Net income	-66.6%	-22.1%	-4.7%	-109.1%	-13.8%

India & South Asia

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total revenues	**176,919**	**175,540**	**159,002**	**154,608**	**154,448**
Access charges	23,260	23,303	22,124	21,952	21,581
Cost of goods sold	1,003	949	743	1,047	269
Licence Fee	16,435	16,518	14,533	13,407	14,748
Net revenues	**136,221**	**134,770**	**121,602**	**118,202**	**117,850**
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	59,014	61,154	57,158	55,697	57,856
EBITDA	**77,968**	**74,622**	**65,119**	**63,298**	**60,723**
EBIT	17,350	14,835	6,559	4,601	2,287
Profit before Tax	(143)	(15,814)	(12,097)	(17,071)	(20,536)
Profit after Tax (before exceptional items)	**2,743**	**(10,762)**	**(6,072)**	**(10,163)**	**(11,313)**
Non Controlling Interest	4,231	1,840	2,726	3,878	2,669
Net income (before exceptional items)	**(1,487)**	**(12,602)**	**(8,799)**	**(14,041)**	**(13,982)**
Capex	34,749	95,476	41,155	27,576	43,542
Operating Free Cash Flow (EBITDA - Capex)	43,219	(20,854)	23,964	35,723	17,181
Cumulative Investments	3,010,127	2,978,435	2,938,934	2,903,597	2,838,517

	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
As a % of Total revenues					
Access charges	13.1%	13.3%	13.9%	14.2%	14.0%
Cost of goods sold	0.6%	0.5%	0.5%	0.7%	0.2%
Licence Fee	9.3%	9.4%	9.1%	8.7%	9.5%
Net revenues	77.0%	76.8%	76.5%	76.5%	76.3%
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	33.4%	34.8%	35.9%	36.0%	37.5%
EBITDA	44.1%	42.5%	41.0%	40.9%	39.3%
EBIT	9.8%	8.5%	4.1%	3.0%	1.5%
Profit before Tax	-0.1%	-9.0%	-7.6%	-11.0%	-13.3%
Profit after Tax (before exceptional items)	1.6%	-6.1%	-3.8%	-6.6%	-7.3%
Non Controlling Interest	2.4%	1.0%	1.7%	2.5%	1.7%
Net income (before exceptional items)	-0.8%	-7.2%	-5.5%	-9.1%	-9.1%

India

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total revenues	**175,895**	**174,383**	**157,974**	**153,610**	**153,446**
Access charges	23,157	23,087	22,067	21,904	21,508
Cost of goods sold	1,003	948	770	1,047	268
Licence Fee	16,265	16,352	14,368	13,251	14,595
Net revenues	**135,469**	**133,996**	**120,769**	**117,408**	**117,074**
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	58,359	60,526	56,428	54,988	57,172
EBITDA	**77,870**	**74,475**	**65,015**	**63,213**	**60,630**
EBIT	17,630	15,052	6,861	4,878	2,547
Profit before Tax	226	(15,319)	(11,621)	(16,583)	(20,119)
Profit after Tax (before exceptional items)	**3,113**	**(10,267)**	**(5,590)**	**(9,669)**	**(10,889)**
Non Controlling Interest	4,231	1,840	2,726	3,878	2,669
Net income (before exceptional items)	**(1,118)**	**(12,107)**	**(8,316)**	**(13,547)**	**(13,558)**
Capex	34,415	95,207	40,823	27,469	43,223
Operating Free Cash Flow (EBITDA - Capex)	43,455	(20,732)	24,191	35,744	17,407
Cumulative Investments	2,993,277	2,962,082	2,923,204	2,888,882	2,823,790

	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
As a % of Total revenues					
Access charges	13.2%	13.2%	14.0%	14.3%	14.0%
Cost of goods sold	0.6%	0.5%	0.5%	0.7%	0.2%
Licence Fee	9.2%	9.4%	9.1%	8.6%	9.5%
Net revenues	77.0%	76.8%	76.4%	76.4%	76.3%
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	33.2%	34.7%	35.7%	35.8%	37.3%
EBITDA	44.3%	42.7%	41.2%	41.2%	39.5%
EBIT	10.0%	8.6%	4.3%	3.2%	1.7%
Profit before Tax	0.1%	-8.8%	-7.4%	-10.8%	-13.1%
Profit after Tax (before exceptional items)	1.8%	-5.9%	-3.5%	-6.3%	-7.1%
Non Controlling Interest	2.4%	1.1%	1.7%	2.5%	1.7%
Net income (before exceptional items)	-0.6%	-6.9%	-5.3%	-8.8%	-8.8%

South Asia

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total revenues	**1,088**	**1,203**	**1,155**	**1,106**	**1,089**
Access charges	134	143	140	139	142
Cost of goods sold	(0)	1	1	1	1
Licence Fee	170	166	165	156	153
Net revenues	**784**	**894**	**849**	**810**	**794**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	686	747	744	726	702
EBITDA	**98**	**147**	**106**	**84**	**92**
EBIT	(280)	(217)	(301)	(277)	(260)
Profit before Tax	(369)	(495)	(475)	(489)	(418)
Profit after Tax (before exceptional items)	**(369)**	**(495)**	**(481)**	**(494)**	**(423)**
Non Controlling Interest	0	0	0	0	0
Net income (before exceptional items)	**(369)**	**(495)**	**(481)**	**(494)**	**(423)**
Capex	334	269	331	107	318
Operating Free Cash Flow (EBITDA - Capex)	(236)	(122)	(225)	(22)	(226)
Cumulative Investments	16,851	16,352	15,730	14,715	14,727

	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
As a % of Total revenues					
Access charges	12.3%	11.9%	12.1%	12.6%	13.0%
Cost of goods sold	0.0%	0.1%	0.1%	0.0%	0.1%
Licence Fee	15.6%	13.8%	14.3%	14.1%	14.0%
Net revenues	72.1%	74.3%	73.5%	73.3%	72.9%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	63.1%	62.1%	64.5%	65.6%	64.4%
EBITDA	9.0%	12.2%	9.2%	7.6%	8.5%
EBIT	-25.8%	-18.0%	-26.1%	-25.1%	-23.9%
Profit before Tax	-34.0%	-41.1%	-41.1%	-44.2%	-38.4%
Profit after Tax (before exceptional items)	-34.0%	-41.1%	-41.6%	-44.7%	-38.9%
Non Controlling Interest	0.0%	0.0%	0.0%	0.0%	0.0%
Net income (before exceptional items)	-34.0%	-41.1%	-41.6%	-44.7%	-38.9%

Africa: In INR

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total revenues	**64,513**	**64,888**	**62,692**	**59,157**	**55,433**
Access charges	6,386	6,803	6,951	6,623	6,266
Cost of goods sold	2,826	2,789	2,703	2,404	2,115
Licence Fee	3,606	3,683	3,134	3,356	3,183
Net revenues	**51,695**	**51,613**	**49,904**	**46,773**	**43,870**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	23,523	23,179	21,878	21,159	19,944
EBITDA	**28,425**	**28,640**	**28,331**	**26,082**	**24,206**
EBIT	15,933	17,627	17,398	15,344	13,762
Profit before Tax	8,386	6,922	11,829	10,633	8,055
Profit after Tax (before exceptional items)	**3,756**	**4,984**	**5,107**	**5,880**	**4,734**
Non Controlling Interest	2,176	2,707	2,644	2,832	1,810
Net income (before exceptional items)	**1,580**	**2,277**	**2,463**	**3,048**	**2,924**
Capex	5,004	17,909	10,677	10,326	6,927
Operating Free Cash Flow (EBITDA - Capex)	23,421	10,731	17,654	15,756	17,279
Cumulative Investments	630,103	626,556	606,434	586,118	569,702

	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
As a % of Total revenues					
Access charges	9.9%	10.5%	11.1%	11.2%	11.3%
Cost of goods sold	4.4%	4.3%	4.3%	4.1%	3.8%
Licence Fee	5.6%	5.7%	5.0%	5.7%	5.7%
Net revenues	80.1%	79.5%	79.6%	79.1%	79.1%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	36.5%	35.7%	34.9%	35.8%	36.0%
EBITDA	44.1%	44.1%	45.2%	44.1%	43.7%
EBIT	24.7%	27.2%	27.8%	25.9%	24.8%
Profit before Tax (before exceptional items)	13.0%	10.7%	18.9%	18.0%	14.5%
Profit after Tax (before exceptional items)	5.8%	7.7%	8.1%	9.9%	8.5%
Non Controlling Interest	3.4%	4.2%	4.2%	4.8%	3.3%
Net income (before exceptional items)	2.4%	3.5%	3.9%	5.2%	5.3%

Africa: In USD Constant Currency

Amount in US$ Mn, except ratios

Particulars	Quarter Ended				
	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total revenues	**856**	**870**	**845**	**805**	**757**
Access charges	85	91	93	90	85
Cost of goods sold	37	37	36	32	29
Licence Fee	48	50	43	46	44
Net revenues	**685**	**692**	**673**	**636**	**599**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	312	313	297	290	274
EBITDA	**377**	**382**	**380**	**353**	**329**
EBIT	211	233	231	205	185
Profit before tax (before exceptional items)	134	163	159	128	107
Capex	66	246	150	147	99
Operating Free Cash Flow (EBITDA - Capex)	311	136	229	205	229
Cumulative Investments	8,336	8,280	8,498	8,306	8,254

	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
As a % of Total revenues					
Access charges	9.9%	10.4%	11.1%	11.2%	11.3%
Cost of goods sold	4.4%	4.3%	4.3%	4.0%	3.8%
Licence Fee	5.6%	5.8%	5.1%	5.8%	5.8%
Net revenues	80.1%	79.5%	79.6%	79.0%	79.1%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	36.5%	36.0%	35.2%	36.1%	36.2%
EBITDA	44.0%	43.9%	44.9%	43.8%	43.4%
EBIT	24.7%	26.8%	27.3%	25.5%	24.5%
Profit before tax (before exceptional items)	15.7%	18.7%	18.8%	15.9%	14.1%

Note 6: Closing currency rates as on March 31, 2020 considered for above financials up to PBT. Actual currency rates are taken for Capex & Cumulative Investments.
Note 7: PBT excludes any realized / unrealized derivatives and exchange (gain) / loss for the period.

Africa: In USD Reported Currency

Amount in US$ Mn, except ratios

Particulars	Quarter Ended				
	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total revenues	**851**	**899**	**883**	**844**	**796**
Access charges	84	94	98	94	90
Cost of goods sold	37	39	38	34	30
Licence Fee	48	51	44	48	46
Net revenues	**682**	**715**	**703**	**667**	**630**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	310	321	308	302	286
EBITDA	**375**	**397**	**399**	**372**	**348**
EBIT	210	244	245	219	198
Profit before Tax	111	97	167	151	116
Profit after Tax (before exceptional items)	**50**	**69**	**73**	**84**	**68**
Non Controlling Interest	29	38	37	40	26
Net income (before exceptional items)	21	32	36	43	42
Capex	66	246	150	147	99
Operating Free Cash Flow (EBITDA - Capex)	309	151	248	224	248
Cumulative Investments	8,336	8,280	8,498	8,306	8,254

	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
As a % of Total revenues					
Access charges	9.9%	10.5%	11.1%	11.2%	11.3%
Cost of goods sold	4.4%	4.3%	4.3%	4.1%	3.8%
Licence Fee	5.6%	5.7%	5.0%	5.7%	5.7%
Net revenues	80.1%	79.5%	79.6%	79.1%	79.1%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	36.5%	35.7%	34.9%	35.8%	36.0%
EBITDA	44.1%	44.1%	45.2%	44.1%	43.7%
EBIT	24.7%	27.2%	27.7%	25.9%	24.8%
Profit before Tax	13.0%	10.8%	19.0%	18.0%	14.5%
Profit after Tax (before exceptional items)	5.8%	7.7%	8.3%	9.9%	8.5%
Non Controlling Interest	3.4%	4.2%	4.2%	4.8%	3.3%
Net income (before exceptional items)	2.5%	3.5%	4.0%	5.1%	5.2%

9.2 Financial Trends of Business Operations

Mobile Services India

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total revenues	**128,771**	**129,529**	**111,653**	**109,814**	**108,667**
EBITDA	52,227	50,796	40,109	39,913	38,742
EBITDA / Total revenues	*40.6%*	*39.2%*	*35.9%*	*36.3%*	*35.7%*
EBIT	1,650	265	(8,249)	(11,449)	(12,419)
Capex	25,585	69,968	25,415	19,639	36,426
Operating Free Cash Flow (EBITDA - Capex)	26,643	(19,173)	14,694	20,274	2,316
Cumulative Investments	2,392,875	2,370,219	2,350,313	2,392,024	2,334,818

Homes Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total revenues	**5,786**	**5,725**	**5,546**	**5,475**	**5,705**
EBITDA	3,514	3,012	3,302	2,471	2,524
EBITDA / Total revenues	*60.7%*	*52.6%*	*59.5%*	*45.1%*	*44.2%*
EBIT	1,584	1,768	1,094	1,233	1,034
Capex	1,182	973	2,661	1,023	1,169
Operating Free Cash Flow (EBITDA - Capex)	2,332	2,038	642	1,447	1,355
Cumulative Investments	87,891	85,959	94,119	78,756	77,727

Digital TV Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total revenues	**7,448**	**6,035**	**7,922**	**7,893**	**7,389**
EBITDA	5,041	3,648	5,441	5,607	5,263
EBITDA / Total revenues	*67.7%*	*60.5%*	*68.7%*	*710%*	*712%*
EBIT	2,512	1,465	3,011	3,243	3,612
Capex	2,457	2,514	3,509	2,052	2,437
Operating Free Cash Flow (EBITDA - Capex)	2,584	1,134	1,931	3,556	2,826
Cumulative Investments	101,032	98,585	96,553	93,046	90,987

** On account of deferment of revenue in Q4'20 (Pursuant to accounting policy change), Q4'20 numbers are not comparable with other period numbers.*

Airtel Business

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total revenues	**35,019**	**33,762**	**33,176**	**33,312**	**32,080**
EBITDA	12,711	13,466	12,125	9,396	7,655
EBITDA / Total revenues	*36.3%*	*39.9%*	*36.5%*	*28.2%*	*23.9%*
EBIT	8,869	9,824	8,075	7,706	6,149
Capex	4,188	18,814	7,628	2,620	1,155
Operating Free Cash Flow (EBITDA - Capex)	8,523	(5,347)	4,498	6,776	6,500
Cumulative Investments	186,503	182,902	160,565	107,229	105,826

Tower Infrastructure Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total revenues	**16,421**	**16,826**	**16,662**	**16,674**	**17,262**
EBITDA	8,742	9,032	8,782	9,268	10,055
EBITDA / Total revenues	*53.2%*	*53.7%*	*52.7%*	*55.6%*	*58.3%*
EBIT	5,507	5,557	5,686	6,125	6,357
Share of results of Joint ventures / Associates	3,020	2,445	3,852	4,866	2,642
Capex	1,004	2,937	1,611	2,136	2,036
Operating Free Cash Flow (EBITDA - Capex)	7,738	6,095	7,171	7,132	8,019
Cumulative Investments	213,575	214,277	210,237	206,935	202,120

9.3 Based on Statement of Financial Position

Consolidated

Amount in Rs Mn, except ratios

Particulars	As at				
	Jun 30, 2020	Mar 31, 2020	Dec 31, 2019	Sep 30, 2019	Jun 30, 2019
Equity attributable to equity holders of parent	609,902	771,448	688,287	699,833	913,746
Equity attributable to parent & non controlling interest	858,446	1,021,295	911,205	870,149	1,040,449
Net Debt	1,165,405	1,188,590	1,149,193	1,181,065	1,166,458
Net Debt (US$ Mn)	15,418	15,707	16,104	16,738	16,900
Capital Employed = Equity attributable parent & Non controlling interest + Net Debt	2,023,850	2,209,885	2,060,398	2,051,214	2,206,907

	Jun 30, 2020	Mar 31, 2020	Dec 31, 2019	Sep 30, 2019	Jun 30, 2019
Return on Equity (Post Tax)	-65.5%	-44.1%	-38.7%	-31.9%	-2.6%
Return on Equity (Pre Tax)	-54.5%	-44.3%	-39.4%	-35.0%	-3.9%
Return on Capital Employed	6.3%	6.1%	4.7%	3.7%	2.8%
Net Debt to EBITDA (Annualised)	2.74	2.88	3.07	3.30	3.43
Assets Turnover ratio	41.6%	40.2%	40.7%	38.6%	37.0%
Interest Coverage ratio (times)	3.63	3.70	3.44	3.43	3.05
Net debt to Equity attributable to equity holders of parent (Times)	1.91	1.54	1.67	1.69	1.28
Per share data (for the period)					
Net profit/(loss) per common share (in Rs)	(29.22)	(9.69)	(2.02)	(44.92)	(6.18)
Net profit/(loss) per diluted share (in Rs)	(29.22)	(9.69)	(2.02)	(44.92)	(6.18)
Book Value Per Equity Share (in Rs)	111.8	141.4	134.1	136.4	178.1
Market Capitalization (Rs Bn)	3,053	2,404	2,339	1,885	1,779
Enterprise Value (Rs Bn)	4,219	3,592	3,488	3,066	2,945

9.4 Operational Performance – India

Parameters	Unit	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total Customers Base	**000's**	**305,689**	**309,754**	**308,738**	**304,703**	**301,451**
Mobile Services						
Customer Base	000's	279,869	283,667	283,036	279,430	276,817
Net Additions	000's	(3,798)	631	3,606	2,613	(1,533)
Pre-Paid (as a % of total Customer Base)	%	94.8%	94.8%	94.9%	94.9%	94.9%
Monthly Churn	%	2.2%	2.6%	2.6%	2.1%	2.6%
Average Revenue Per User (ARPU)	Rs	157	154	135	128	129
Average Revenue Per User (ARPU)	US$	2.1	2.1	1.9	1.8	1.9
Revenue per towers per month	Rs	220,942	227,659	202,375	195,769	196,584
Voice						
Minutes on the network	Mn	820,246	821,900	758,897	716,642	737,108
Voice Usage per customer	min	994	965	898	848	888
Data						
Data Customer Base	000's	149,089	148,578	138,443	124,242	120,047
Of which 4G data customers	*000's*	138,294	136,309	123,793	103,111	95,173
As % of Customer Base	*%*	53.3%	52.4%	48.9%	44.5%	43.4%
Total MBs on the network	Mn MBs	7,239,836	6,452,825	5,547,223	4,828,577	4,191,715
Data Usage per customer	MBs	16,655	14,972	13,928	13,116	11,930
Homes Services						
Homes Customers	000's	2,449	2,414	2,352	2,350	2,342
Net Additions	000's	34	63	2	8	72
Average Revenue Per User (ARPU)	Rs	802	803	787	777	825
Average Revenue Per User (ARPU)	US$	10.6	11.2	11.1	11.1	11.8
Digital TV Services						
Digital TV Customers	000's	16,838	16,613	16,308	16,207	16,027
Net additions	000's	226	304	101	181	634
Average Revenue Per User (ARPU)*	Rs	149	123	162	162	157
Average Revenue Per User (ARPU)	US$	2.0	1.7	2.3	2.3	2.2
Monthly Churn	%	1.3%	1.0%	1.8%	1.6%	1.0%

**Comparable ARPU (adjusting for revenue deferment, pursuant to accounting policy change) Q4'20: Rs 154; Q3'20: Rs 153; Q2'20: Rs 152; Q1'20 Rs 144.*

9.5 Network and Coverage Trends - India

Parameters	Unit	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Mobile Services						
Census Towns	Nos	7,907	7,907	7,906	7,906	7,906
Non-Census Towns & Villages	Nos	789,572	788,185	786,719	786,268	786,246
Population Coverage	%	95.4%	95.4%	95.3%	95.3%	95.3%
Optic Fibre Network	R Kms	306,788	304,907	299,592	294,867	286,662
Network towers	Nos	196,145	194,409	189,857	185,582	182,600
Of which Mobile Broadband towers	*Nos*	194,205	192,068	187,240	181,825	177,141
Total Mobile Broadband Base stations	Nos	506,957	503,883	473,859	461,891	443,804
Homes Services - Cities covered	Nos	117	111	103	100	99
Airtel Business - Submarine cable systems	Nos	7	7	7	7	7
Digital TV Services						
Districts Covered	Nos	639	639	639	639	639
Coverage	%	99.8%	99.8%	99.8%	99.8%	99.8%

** Districts covered is as per 2011 census.*

9.6 Tower Infrastructure Services

9.6.1 Bharti Infratel Standalone

Parameters	Unit	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total Towers	Nos	42,339	42,053	41,471	41,050	40,636
Total Co-locations	Nos	75,435	75,715	76,322	76,176	76,119
Key Indicators						
Sharing Revenue per sharing operator per month	Rs	45,173	45,715	45,018	46,095	44,623
Average Sharing Factor	Times	1.79	1.82	1.85	1.86	1.88

Additional Information

9.6.2 Indus Towers

Parameters	Unit	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total Towers	Nos	127,291	126,949	125,649	124,692	123,799
Total Co-locations	Nos	235,192	235,396	232,924	231,500	231,256
Average Sharing Factor	Times	1.85	1.85	1.86	1.86	1.86

9.6.3 Bharti Infratel Consolidated

Parameters	Unit	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total Towers	Nos	95,801	95,372	94,244	93,421	92,632
Total Co-locations	Nos	174,216	174,581	174,150	173,406	173,247
Average Sharing Factor	Times	1.82	1.84	1.85	1.86	1.87

9.7 Human Resource Analysis - India

Parameters	Unit	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total Employees	Nos	16,047	15,872	15,777	15,854	16,218
Number of Customers per employee	Nos	19,050	19,516	19,569	19,219	18,321
Personnel Cost per employee per month	Rs	139,742	125,189	114,429	117,612	104,185
Gross Revenue per employee per month	Rs	3,653,738	3,662,279	3,337,637	3,229,674	3,153,819

9.8 Africa

9.8.1 Operational Performance (In Constant Currency)

Parameters	Unit	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Customer Base	000's	111,461	110,604	107,140	103,881	99,670
Net Additions	000's	857	3,464	3,258	4,211	819
Monthly Churn	%	5.7%	5.3%	5.2%	4.5%	5.0%
Average Revenue Per User (ARPU)	US$	2.6	2.7	2.7	2.6	2.5
Voice						
Voice Revenue	$ Mn	456	494	484	464	446
Minutes on the network	Mn	71,891	68,870	65,086	60,795	55,329
Voice Average Revenue Per User (ARPU)	US$	1.4	1.5	1.5	1.5	1.5
Voice Usage per customer	min	218	211	206	199	186
Data						
Data Revenue	$ Mn	267	245	232	215	197
Data Customer Base	000's	36,972	35,443	32,887	31,910	30,001
As % of Customer Base	%	33.2%	32.0%	30.7%	30.7%	30.1%
Total MBs on the network	Mn MBs	279,541	219,015	189,798	162,394	139,303
Data Average Revenue Per User (ARPU)	US$	2.5	2.4	2.4	2.3	2.2
Data Usage per customer	MBs	2,607	2,145	1,967	1,748	1,550
Mobile Money						
Transaction Value	US$ Mn	9,038	8,031	8,001	7,442	6,751
Transaction Value per Subs	US$	164	155	166	166	153
Airtel Money Revenue	$ Mn	81	81	79	74	64
Active Customers	000's	18,529	18,294	16,634	15,521	14,600
Airtel Money ARPU	US$	1.5	1.6	1.6	1.7	1.5
Network & coverage						
Network towers	Nos	23,471	22,909	22,253	21,936	21,385
Owned towers	Nos	4,569	4,548	4,454	4,461	4,500
Leased towers	Nos	18,902	18,361	17,799	17,475	16,885
Of which Mobile Broadband towers	Nos	21,171	20,378	19,133	18,274	17,049
Total Mobile Broadband Base stations	Nos	51,963	47,082	43,174	40,187	35,283
Revenue Per site Per Month	US$	12,257	12,809	12,718	12,361	11,865

9.8.2 Human Resources Analysis

Parameters	Unit	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19
Total Employees	Nos	3,432	3,363	3,286	3,184	3,100
Number of Customers per employee	Nos	32,477	32,888	32,605	32,626	32,152
Personnel Cost per employee per month	US$	6,470	6,327	6,416	6,652	5,566
Gross Revenue per employee per month	US$	83,094	86,225	85,739	84,295	81,418

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
Building on leased land	20 or lease term whichever is lower
Network equipment	3-25
Customer premises equipment	3-7
Computer equipment	3
Furniture & Fixture and office equipment	1 – 5
Vehicles	3 – 5
Leasehold improvements	Period of the lease or upto 20 years, as applicable, whichever is less

Freehold 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 recognised at the date of acquisition.

Goodwill is not subject to amortisation 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 recognised. 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 recognised 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 five years.

c. 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.

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 using equity method 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 less any impairment loss 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 recognised. However, additional losses are provided for, and a liability is recognised, 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.

- **Leases**

The Group, at the inception of a contract, assesses the contract as, or containing, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. To assess whether a contract conveys the right to control the use of an identified asset, the Group assesses whether the contract involves the use of an identified asset, the Group has the right to obtain substantially all of the economic benefits from use of the asset throughout the period of use; and the Group has the right to direct the use of the asset.

Group as a lessee

On initial application of Ind AS 116, the Group recognised a lease liability measured at the present value of all the remaining lease payments, discounted using the Group's incremental borrowing rate at April 1, 2019 whereas the Group has elected to measure right-of-use asset at its carrying amount as if Ind AS 116 had been applied since the lease commencement date, but discounted using the lessee's incremental borrowing rate at April 1, 2019. The Group has elected not to recognise a lease liability and a right-of-use asset for leases for which the lease term ends within twelve months of April 1, 2019 and has accounted for these leases as short-term leases. The lease payments associated with these leases are recognised as an expense on a straight line basis over the lease term.

For new lease contracts, the Group recognises a right-of-use asset and a corresponding lease liability with respect to all lease agreements in which it is the lessee in the balance sheet. The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted by using incremental borrowing rate. Lease liabilities include the net present value of fixed payments (including any in-substance fixed payments), any variable lease payments that are based on consumer price index ('CPI'), the exercise price of a purchase option if the lessee is reasonably certain to exercise that option, and payments of penalties for terminating the lease, if the lease term reflects the lessee exercising that option.

Subsequently, the lease liability is measured at amortised cost using the effective interest method. It is remeasured when there is a change in future lease payments including due to changes in CPI or if the Group changes its assessment of whether it will exercise a purchase, extension or termination option or when the lease contract is modified and the lease modification is not accounted for as a separate lease. The corresponding adjustment is made to the carrying amount of the right-of-use asset, or is recorded in profit or loss if the carrying amount of the related right-of-use asset has been reduced to zero.

Right-of-use assets are measured at cost comprising the amount of the initial measurement of lease liability, any lease payments made at or before the commencement date, any initial direct costs less any lease incentives received.

Subsequent to initial recognition, right-of-use asset are stated at cost less accumulated depreciation and any impairment losses and adjusted for certain remeasurements of the lease liability. Depreciation is computed using the straight-line method from the commencement date to the end of the useful life of the underlying asset or the end of the lease term, whichever is shorter. The estimated useful lives of right-of-use assets are determined on the same basis as those of the underlying property and equipment.
In the balance sheet, the right-of-use assets and lease liabilities are presented separately.

When a contract includes lease and non-lease components, the Group allocates the consideration in the contract on the basis of the relative stand-alone prices of each lease component and the aggregate stand-alone price of the non-lease components.

Short-term leases and leases of low-value assets

The Group has elected not to recognise right-of-use assets and lease liabilities for short term leases that have a lease term of 12 months or less and leases of low value assets. The Group recognises the lease payments associated with these leases as an expense on a straight-line basis over the lease term.

Group as a lessor

Whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee, the contract is classified as a finance lease. All other leases are classified as operating leases.

Amounts due from lessees under a finance lease are recognised as receivables at an amount equal to the net investment in the leased assets. Finance lease income is allocated to the periods so as to reflect a constant periodic rate of return on the net investment outstanding in respect of the finance lease.

Rental income from operating leases is recognised on a straight-line basis over the term of the relevant lease. Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying amount of the leased asset and recognised on a straight line basis over the lease term.
When a contract includes lease and non-lease components, the Group applies Ind AS 115 to allocate the consideration under the contract to each component.

The Group enters into 'Indefeasible right to use' ('IRU') arrangements wherein the right to use the assets is given over the substantial part of the asset life. However, as the title to the assets and the significant risks associated with the operation and maintenance of these assets remains with the Group, 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.

- **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**

i. 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 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 recognised 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 upon transfer of control of promised products or services to customer at the consideration which the Group has received or expects to receive in exchange of those products or services, net of any taxes / duties, discounts and process waivers. In order to determine if it is acting as a principal or as an agent, the Group assesses whether it is primarily responsible for fulfilling the performance obligation and whether it controls the promised service before transfer to customers.

(i) Service revenues

Service revenues mainly pertain to usage, subscription and activation charges for voice, data, messaging and value added services and Direct to Home (DTH). It also includes revenue from interconnection / roaming charges for usage of the Group's network by other operators for voice, data, messaging and signaling 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. Customer onboarding revenue and associated cost is recognised upon successful onboarding of customer i.e. upfront. Revenues in excess of invoicing are classified as unbilled revenue while invoicing / collection in excess of revenue are classified as deferred revenue / advance from customer.

The billing / collection in excess of revenue recognised is presented as deferred revenue in the Balance Sheet whereas unbilled revenue is recognised under other current financial assets.

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

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 respective arrangements.

As part of the mobile money services, the Group earns commission from merchants for facilitating recharges, bill payments and other merchant payments. It also earns commission on transfer of monies from one customer wallet to another. Such commissions are recognised as revenue at a point in time on fulfilment of those services by the Group.

(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 distinct performance obligations.

Total consideration related to the multiple element arrangements is allocated to each performance obligation based on their standalone selling prices.

(iii) Equipment sales

Equipment sales mainly pertain to sale of telecommunication equipment and related accessories, for which revenue is recognised when the control of such equipment is transferred to the customer. However, in case of equipment sale forming part of multiple-element revenue arrangements which is not distinct performance obligation, revenue is recognised over the customer relationship period.

- **Interest income**

The interest income is recognised using the effective interest rate method.

- **Cost to obtain or fulfill a contract with a customer**

The Group incurs certain cost or fulfill contract with the customer viz. intermediary commission, etc. where based on Group's estimate of historic average customer life derived from customer churn rate is longer than 12 months, such costs are deferred and are recognised over the average expected customer life.

- **Dividend income**

Dividend income is recognised when the Company's right to receive the payment is established.

- **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 foreign currency translation reserve. 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 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	
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 is calculated by considering average of Opening and closing assets for 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.
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 parent & non-controlling interest 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 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	Customers generating revenue through recharge, billing or any outgoing activity.
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 Services	Direct to Home broadcast service
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.

Earnings Per Diluted Share	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. 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, finance income (part of other income) and license fees on finance income.
EBITDA Margin	It is computed by dividing EBITDA for the relevant period by total revenues for the relevant period.
EBIT	EBITDA adjusted for depreciation and amortization.
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)	For full year ended March 31 2018, 2019 and 2020, It is computed by dividing Enterprise Valuation as at the end of the relevant period (EV) by EBITDA for the relevant period (LTM). For quarterly computation, Computed by dividing Enterprise Valuation as at the end of the relevant period (EV) by annualized EBITDA for the relevant period.
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.
Interest Coverage Ratio	EBITDA for the relevant period divided by interest on borrowing for the relevant period.
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.
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.
4G Data Customer	A customer who used at least 1 MB on 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.
Minutes on the network	Duration in minutes for which a customer uses the network. It is typically expressed over a period of one month. It includes incoming, outgoing and in-roaming minutes.
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, current portion of long-term debt and lease liabilities minus cash and cash equivalents. The debt origination cost and Bond fair value hedge are not included in the borrowings

Net Debt to EBITDA (Annualized)	For the full year ended March 31 2018,2019 and 2020, it is Computed by dividing net debt at the end of the relevant period by EBITDA for the relevant period (LTM).For Quarterly computation, It is computed by dividing net debt as at the end of the relevant period by EBITDA 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 Revenues	It is not an Ind-AS measure and is defined as total revenues adjusted for access charges, cost of goods sold and license fees for the relevant period.
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, 2018, 2019 and 2020, ROCE is computed by dividing the EBIT for the period by the average (of opening & Closing) Capital employed. For the quarterly computation, it is computed by dividing the EBIT(annualized for the relevant period) by average capital employed. Average capital employed is calculated by considering average of opening and closing capital employed for the relevant period).
Return On Equity (Post Tax)	For the full year ended March 31, 2018, 2019 and 2020, 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 equity attributable to equity holders of parent (Average parent equity is calculated by considering average of opening and closing parent equity for the relevant period).
Return On Equity (Pre Tax)	For the full year ended March 31, 2018, 2019 and 2020, it is computed by dividing profit before tax & MI (after exceptional items) for the period by the average (of opening and closing) total Equity. For the quarterly computations, it is computed by dividing profit before tax & MI (after exceptional items) for the preceding (last) 12 months from the end of the relevant period by the average total equity (Average total equity is calculated by considering average of opening and closing total equity for 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.
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.
Submarine Cable	Submarine cable system refers to owned cables and excludes cable capacity purchased on IRU.
Total Employees	Total on-roll employees as at the end of respective period and excludes 42% of Indus Towers employees in India.
Total Equity	Includes equity attributable to shareholders (both parent and non-controlling interest).
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.
Total Operating Expenses	It is defined as sum of employee costs, network operations costs and selling, general and administrative cost for 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 & Others

3G	Third - Generation Technology
4G	Fourth - Generation Technology
BSE	The Stock Exchange, Mumbai
RBI	Reserve Bank of India
GSM	Global System for Mobile Communications.
ICT	Information and Communication Technology
GAAP	Generally Accepted Accounting Principles
KYC	Know Your Customer
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.
PPE	Property, plant and equipment
VoIP	Voice over Internet Protocol
SA	South Asia
KPI	Key Performance Indicator
LTM	Last twelve month
FTTH	Fiber-to-the home
VAS	Value added service
MPLS	Multi-Protocol Label Switching

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