Bharti Airtel Limited

Consolidated Q3'15 revenues at Rs 23,217 crore;

Mobile Data traffic & revenues grow 91.2% and 61.9% respectively Y-o-Y

Bharti Airtel announces consolidated IFRS results for the third quarter ended December 31, 2014

Highlights for the third quarter ended December 31, 2014

~ Overall customer base stands at 312.9 million across 20 countries, up 8.9% Y-o-Y.
~ Consolidated total revenues at Rs 23,217 crore, up by 5.8% Y-o-Y.
~ India revenues up12.6%; Africa revenues (in local currency) up 3.9% Y-o-Y.
~ Consolidated Mobile Data revenue at Rs 2,872 crore, up by 61.9% Y-o-Y; growth across geographies
~ Consolidated EBITDA at Rs 7,786 crore, up by 9.6% Y-o-Y, EBITDA margin up 1.2% Y-o-Y.
~ India EBITDA margin at 38.9%, up by 2.8% Y-o-Y.
~ Net Income at Rs 1,436 crore, up by 135.4% Y-o-Y.

New Delhi, India, February 04, 2015: Bharti Airtel Limited ("Bharti Airtel" or "the Company") today announced its audited consolidated IFRS results for the third quarter ended December 31, 2014.

The consolidated revenues for Q3'15 at Rs 23,217 crore grew by 5.8% over the corresponding quarter last year. Consolidated Mobile data revenues at Rs 2,872 crore grew by 61.9% Y-o-Y, uplifted by higher data usage. Mobile Data revenues now contribute more than 85% of the incremental revenues of the Company.

India revenues registered a growth of 12.6% Y-o-Y across segments, led by 13.0% in Mobile, 13.2% in Telemedia and 15.8% in Digital TV. Mobile voice realisation in India improved to 37.67p per minute (up 0.45p Y-o-Y). Mobile Data revenue at Rs 2,114 crore registered a growth of 74.3% Y-o-Y in India, uplifted by increase in usage per customer by 38.3% and Data customer base by 32.4%. Consequently, Data ARPU has moved up by Rs 34 to Rs 170 in Q3'15. Mobile Data revenues contribute to 16.2% of Mobile India revenues vis-à-vis 10.6% in the corresponding quarter last year.

Africa revenues grew by 3.9% Y-o-Y in local currency terms, but the reported revenues were down by 5.3% due to appreciation of the US dollar. Data revenues stood at $ 116 Mn with growth of 34.9% Y-o-Y, led by increase in Data customer base by 38.1% and higher usage per customer by 22.6%. Data revenues contribute to 10.5% of overall Africa revenues vis-à-vis 7.4% in the corresponding quarter last year.

Consolidated EBITDA at Rs 7,786 crore grew by 9.6% Y-o-Y with EBITDA margin expanding by 1.2% to *33.5%*, driven by India up by 2.8% Y-o-Y. The resultant consolidated EBIT of Rs 3,984 crore represents a Y-o-Y growth of 25.2%, with EBIT margin improving by 2.7%. The improved operational efficiency has resulted in the Consolidated Net Income growing by 135.4% Y-o-Y to Rs 1,436 crore. This is the highest quarterly profit since September 2010.

Consequent to an addition of Rs 6,468 crore of deferred payment liabilities for the spectrum, the Company's consolidated net debt has increased to $ 10,554 Mn and the Net Debt to EBITDA ratio (LTM) has moved to 2.11 times from 2.06 in the previous quarter. Excluding the deferred payment liabilities to the DOT, the Net Debt as at 31st December, 2014 stands at $ 8,345 Mn.

In a statement, **Mr. Gopal Vittal, MD and CEO, India & South Asia,** said:
"Airtel's revenue growth in India has continued to accelerate. Revenue growth of 12.6% in Q3 is the highest in 9 quarters. We remain focused on driving topline through stepped up customer acquisitions with continued focus on churn, ensuring pricing stability, and path-breaking innovations in mobile data. Our mobile data growth is at 74.3% in Q3. On the regulatory front, the industry has welcomed the announcement of the timetable for the spectrum auctions in March 2015".

In a statement, **Mr. Christian de Faria, MD and CEO, Africa**, said:
"Airtel has continued to grow in Q3 despite economic turmoil in several commodity-rich countries, consequent to a sharp slide in crude oil and metal prices. We have maintained our focus on growing customer base and topline in a cost-efficient manner. Significant depreciation in most African currencies especially the Nigerian Naira has however depressed the reported results in dollar terms. We are hopeful that the economies and wallet spends will quickly adjust to the new situation".

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

(Amount in Rs crore, except ratios)

Particulars	Quarter Ended		Y-o-Y	Nine Months Ended		Y-o-Y
	Dec 2014	Dec 2013	Growth	Dec 2014	Dec 2013	Growth
Total revenues	23,217	21,939	5.8%	69,024	63,527	8.7%
EBITDA	7,786	7,101	9.6%	23,219	20,524	13.1%
EBITDA/ Total revenues	*33.5%*	*32.4%*		*33.6%*	*32.3%*	
EBIT	3,984	3,182	25.2%	11,528	8,819	30.7%
EBIT/ Total revenues	*17.2%*	*14.5%*		*16.7%*	*13.9%*	
Profit before tax	3,112	2,213	40.6%	8,993	5,272	70.6%
Net Income	1,436	610	135.4%	3,928	1,811	116.9%
Operating free cash flow	3,276	4,279	-23.4%	10,997	13,268	-17.1%

Customer Base

(Figures in nos, except ratios)

Particulars	Unit	Dec 2014	Sep 2014	Q-o-Q Growth	Dec 2013	Y-o-Y Growth
Mobile Services	**000's**	**299,706**	**290,798**	**3.1%**	**275,247**	**8.9%**
India	000's	217,215	211,752	2.6%	198,513	9.4%
South Asia	000's	7,892	7,678	2.8%	8,426	-6.3%
Africa	000's	74,599	71,367	4.5%	68,307	9.2%
Telemedia Services	000's	3,388	3,372	0.5%	3,355	1.0%
Digital TV Services	000's	9,810	9,540	2.8%	8,807	11.4%
Total	**000's**	**312,904**	**303,709**	**3.0%**	**287,409**	**8.9%**

About Bharti Airtel Limited

Bharti Airtel Limited is a leading global telecommunications company with operations in 20 countries across Asia and Africa. Headquartered in New Delhi, India, the company ranks amongst the top 4 mobile service providers globally in terms of subscribers. In India, the company's product offerings include 2G, 3G and 4G wireless services, mobile commerce, fixed line services, high speed DSL broadband, IPTV, DTH, enterprise services including national & international long distance services to carriers. In the rest of the geographies, it offers 2G, 3G wireless services and mobile commerce. Bharti Airtel had over 312 million customers across its operations at the end of December 2014. To know more please visit, www.airtel.com

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