Quarterly report on the results for the third quarter and nine months ended December 31, 2014

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



February 04, 2015

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

Supplemental Disclosures

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

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

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

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

Functional Translation: - Africa financials reported in the quarterly report are in its functional currency i.e. US$ (Refer Section “9.4 Key Accounting Policies as per IFRS”). South Asia financials reported in the quarterly report are in its presentation currency i.e. US$.

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 International Financial Reporting Standards (IFRS), but are not in themselves IFRS measures. They should not be viewed in isolation as alternatives to the equivalent IFRS measures and should be read in conjunction with the equivalent IFRS measures.
Further, disclosures are also provided under “Use of Non - GAAP financial information” on page 37

Others: In this report, the terms “we”, “us”, “our”, “Bharti”, or “the Company”, unless otherwise specified or the context otherwise implies, refer to Bharti Airtel Limited (“Bharti Airtel”) and its subsidiaries, Bharti Hexacom Limited (“Bharti Hexacom”), Bharti Airtel (Services) Limited, Bharti Infratel Limited (Bharti Infratel), Bharti Telemedia Limited (Bharti Telemedia), Bharti Airtel (USA) Limited, Bharti Airtel (UK) Limited, Bharti Airtel (Canada) Limited, Bharti Airtel (Hong Kong) Limited, Bharti Airtel Lanka (Private) Limited, Network i2i Limited, Telesonic Networks Limited (formerly Alcatel Lucent Network Management Services India Limited), Bharti Airtel Holdings (Singapore) Pte Limited, Bharti Infratel Lanka (Private) Limited, Bharti Airtel International (Netherlands) B.V., Bharti International (Singapore) Pte Ltd, Airtel Bangladesh Limited, Airtel M Commerce Services Limited, Bharti Airtel (Japan) Kabushiki Kaisha, Bharti Airtel (France) SAS, Bharti Airtel International (Mauritius) Limited, Indian Ocean Telecom Limited, Airtel (Seychelles) Limited, Bharti Airtel Africa B.V., Bharti Airtel Acquisition Holdings B.V., Bharti Airtel Burkina Faso Holdings B.V., Bharti Airtel Chad Holdings B.V., Bharti Airtel Congo Holdings B.V., Bharti Airtel Gabon Holdings B.V., Bharti Airtel Ghana 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., Congo RDC Towers S.p.r.l. B.V., Bharti Airtel Nigeria Holdings B.V., Bharti Airtel Nigeria Holdings II B.V., Bharti Airtel RDC Holdings B.V., Bharti Airtel Services B.V., Bharti Airtel Sierra Leone Holdings B.V., Bharti Airtel Tanzania B.V., Bharti Airtel Uganda Holdings B.V., Bharti Airtel Zambia Holdings B.V., Airtel Burkina Faso S.A., Airtel Congo S.A, Celtel Congo RDC S.a.r.l., Airtel Gabon S.A., Airtel (Ghana) Limited, Airtel Networks Kenya Limited, Airtel Madagascar S.A., Airtel Malawi Limited, Celtel Niger S.A., Airtel Networks Limited, Airtel Tanzania Limited, Airtel Uganda Limited, Airtel Networks Zambia Plc (formerly known as Celtel Zambia plc), Bharti Airtel DTH Holdings B.V., Partnership Investments Sprl, MSI-Celtel Nigeria Limited, Celtel (Mauritius) Holdings Limited, Channel Sea Management Co Mauritius Limited, Montana International, Zap Trust Company Nigeria Limited, Airtel Mobile Commerce Tchad SARL, Airtel Mobile Commerce Zambia Limited (formerly known as ZMP Ltd. (Zambia)), Airtel Mobile Commerce Ghana Limited, Airtel Mobile Commerce Kenya Limited, Airtel Money Niger S.A., Airtel Mobile Commerce (SL) Limited, Africa Towers N.V., Airtel Towers (Ghana) Limited, Malawi Towers Limited, Airtel Money S.A. (Gabon), Société Malgache de Telephonie Cellulaire SA, Uganda Towers Limited, Airtel (SL) Limited, Airtel DTH Services Congo (RDC) S.p.r.l, Airtel DTH Services Congo S.A., Airtel DTH Services Nigeria Limited, Bharti DTH Services Zambia Limited, Airtel Money (RDC) S.p.r.l, Burkina Faso Towers S.A., Congo RDC Towers S.p.r.l., Congo Towers S.A., Gabon Towers S.A., Kenya Towers Limited, Madagascar Towers S.A., Mobile Commerce Congo S.A., Niger Towers S.A., Tanzania Towers Limited, Tchad Towers S.A., Towers Support Nigeria Limited, Bharti Airtel Developers Forum Ltd., Bangladesh Infratel Networks Limited, Africa Towers Services Limited, Airtel Mobile Commerce B.V., Airtel Mobile Commerce Burkina Faso S.A., Airtel Mobile Commerce Holdings B.V., Airtel Mobile Commerce Madagascar S.A., Airtel Mobile Commerce Uganda Limited, Airtel Rwanda Limited, Airtel Towers (S.L.) Company Limited, Bharti Airtel Cameroon B.V., Airtel Tchad S.A., Rwanda Towers Limited, Zambian Towers Limited, Bharti Airtel Rwanda Holdings Limited (formerly known as Zebrano (Mauritius) Limited), Airtel Mobile Commerce Rwanda Limited, Warid Telecom Uganda Limited, Bharti Infratel Services Limited, Nxtra Data Limited, Airtel Mobile Commerce (Seychelles) Limited., Airtel Broadband Services Private Limited (formerly known as Wireless Business Services Private Limited), Airtel Congo S.A., Airtel DTH Services (SL) Limited., Airtel DTH Service Tanzania Limited, Airtel Mobile Commerce (Tanzania), Airtel Mobile Commerce, Bharti Airtel Nigeria B.V., Bharti DTH Services Zambia Limited, Warid Congo S.A.

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.

TABLE OF CONTENTS

Section 1	**Bharti Airtel – Performance at a glance**	**4**
Section 2	**Bharti Airtel - An Introduction**	**5**
Section 3	**Financial Highlights as per IFRS**	
3.1	Consolidated - Summary of Consolidated Financial Statements	6
3.2	Region wise - Summary of Statement of Operations	7
3.3	Segment wise - Summary of Statement of Operations	8
3.4	Region wise & Segment wise - Investment & Contribution	12
Section 4	**Operating Highlights**	**14**
Section 5	**Management Discussion & Analysis**	
5.1	India SA	19
5.2	Africa	21
5.3	Results of Operations	23
5.5	Three Line Graph	27
Section 6	**Stock Market Highlights**	**28**
Section 7	**Detailed Financial and Related Information**	**30**
Section 8	**Trends and Ratio Analysis**	**38**
Section 9	**Key Accounting Policies as per IFRS**	**51**
Section 10	**Glossary**	**56**

SECTION 1

BHARTI AIRTEL – PERFORMANCE AT A GLANCE

Particulars	Unit	Full Year Ended			Quarter Ended				
		2012	2013	2014	Dec-13	Mar-14	Jun-14	Sep-14	Dec-14
Operating Highlights									
Total Customer Base	000's	251,646	271,227	295,948	287,409	295,948	299,885	303,709	312,904
Total Minutes on Network	Mn Min	1,020,615	1,127,150	1,211,522	301,130	311,152	316,946	309,052	314,257
Sites on Network	Nos	141,059	156,905	163,361	161,267	163,361	164,560	166,160	168,055
Total Employees [4]	Nos	19,956	25,710	24,893	24,725	24,893	24,937	25,004	25,008
No. of countries of operation	Nos	20	20	20	20	20	20	20	20
Population Covered	Bn	1.84	1.85	1.85	1.85	1.85	1.85	1.85	1.85
Consolidated Financials (Rs Mn)									
Total revenues	Rs Mn	683,267	769,045	857,461	219,385	222,193	229,616	228,452	232,171
EBITDA	Rs Mn	222,533	233,340	278,430	71,006	73,186	77,278	77,053	77,857
EBIT	Rs Mn	95,457	85,192	121,933	31,819	33,741	36,913	38,524	39,842
Cash profit from operations before Derivative & Exchange Fluctuations	Rs Mn	193,899	195,643	241,813	62,401	64,672	70,642	68,976	72,858
Profit before tax	Rs Mn	63,792	47,853	78,105	22,128	25,384	28,848	29,969	31,118
Net income	Rs Mn	42,594	22,757	27,727	6,102	9,616	11,085	13,832	14,365
Capex	Rs Mn	128,150	126,451	105,843	28,219	33,278	39,857	37,271	45,095
Operating Free Cash Flow (EBITDA - Capex)	Rs Mn	94,382	106,889	172,587	42,787	39,908	37,422	39,783	32,762
Net Debt	Rs Mn	618,442	583,567	605,416	576,430	605,416	577,443	622,158	668,388
Shareholder's Equity	Rs Mn	506,113	503,217	597,560	592,597	597,560	606,977	615,141	609,282
Consolidated Financials (US$ Mn)									
Total Revenue [1]	US$ Mn	14,284	14,129	14,151	3,535	3,600	3,834	3,777	3,752
EBITDA [1]	US$ Mn	4,652	4,287	4,595	1,144	1,186	1,290	1,274	1,258
EBIT [1]	US$ Mn	1,996	1,565	2,012	513	547	616	637	644
Cash profit from operations before Derivative & Exchange Fluctuations [1]	US$ Mn	4,053	3,594	3,991	1,006	1,048	1,179	1,140	1,177
Profit before Tax [1]	US$ Mn	1,334	879	1,289	357	411	482	495	503
Net income [1]	US$ Mn	890	418	458	98	156	185	229	232
Capex [1]	US$ Mn	2,679	2,323	1,747	455	539	665	616	729
Operating Free Cash Flow (EBITDA - Capex)	US$ Mn	1,973	1,964	2,848	690	647	625	658	529
Net Debt [2]	US$ Mn	12,089	10,729	10,074	9,313	10,074	9,609	10,098	10,554
Shareholder's Equity [2]	US$ Mn	9,893	9,252	9,943	9,574	9,943	10,101	9,984	9,621
Key Ratios									
EBITDA Margin	%	32.6%	30.3%	32.5%	32.4%	32.9%	33.7%	33.7%	33.5%
EBIT Margin	%	14.0%	11.1%	14.2%	14.5%	15.2%	16.1%	16.9%	17.2%
Net Profit Margin	%	6.2%	3.0%	3.2%	2.8%	4.3%	4.8%	6.1%	6.2%
Net Debt to Funded Equity Ratio	Times	1.22	1.16	1.01	0.97	1.01	0.95	1.01	1.10
Net Debt to EBITDA (LTM) - US$	Times	2.60	2.51	2.19	2.05	2.19	2.04	2.06	2.11
Net Debt to EBITDA (Annualised) - US$	Times	2.60	2.51	2.19	2.03	2.12	1.86	1.98	2.10
Interest Coverage ratio	Times	9.11	6.79	7.58	7.61	7.83	8.55	9.08	7.82
Return on Shareholder's Equity	%	8.6%	4.5%	5.0%	4.2%	4.8%	5.4%	6.8%	8.1%
Return on Capital employed	%	7.1%	5.7%	6.6%	6.4%	6.5%	6.6%	6.7%	7.3%
Valuation Indicators									
Market Capitalization	Rs Bn	1,279	1,108	1,275	1,321	1,275	1,347	1,616	1,410
Market Capitalization	US$ Bn	25.0	20.4	21.2	21.3	21.2	22.4	26.2	22.3
Enterprise Value	Rs Bn	1,897	1,692	1,880	1,897	1,880	1,924	2,238	2,079
EV / EBITDA (LTM)	Times	8.53	7.25	6.75	7.14	6.75	6.63	7.50	6.81
P/E Ratio (LTM)	Times	30.00	48.65	45.44	55.52	45.44	42.16	39.74	28.83

Note 1. Average exchange rates used for Rupee conversion to US$ is (a) Rs 47.84 for the financial year ended March 31, 2012 (b) Rs 54.43 for the financial year ended March 31, 2013 (c) Rs 60.59 for the financial year ended March 31, 2014 (d) Rs 62.05 for the quarter ended December 31, 2013 (e) Rs 61.71 for the quarter ended March 31, 2013 (f) Rs 59.89 for the quarter ended June 30, 2014 (g) Rs 60.48 for the quarter ended September 30, 2014 (h) Rs 61.89 for the quarter ended December 31, 2014 based on the RBI Reference rate.
Note 2. Closing exchange rates used for Rupee conversion to US$ is (a) Rs 51.16 for the financial year ended March 31, 2012 (b) Rs 54.39 for the financial year ended March 31, 2013 (c) Rs 60.10 for the quarter and financial year ended March 31, 2014 (d) Rs 61.90 for the quarter ended December 31, 2013 (e) Rs 60.10 for the quarter ended March 31, 2013 (f) Rs. 60.09 for the quarter ended June 30, 2014 (g) Rs 61.61 for the quarter ended September 30, 2014 (h) Rs 63.33 for the quarter ended December 31, 2014 being the RBI Reference rate.
Note 3. Key Ratios computed using translated US$ values may yield different results in comparison with ratios computed using Rupee values.
Note 4. Total employees do not include 42% of Indus Towers employees.

SECTION 2

BHARTI AIRTEL - AN INTRODUCTION

2.1 Introduction

We are one of the world's leading providers of telecommunication services with significant presence in 20 countries representing India, Bangladesh, Sri Lanka and 17 countries in Africa. As per United Nations data published on January 01, 2013, the population of these 20 countries represents around 26% of the world's population.

We provide telecom services under wireless and fixed line technology, national and international long distance connectivity, Digital TV and IPTV services; and complete integrated telecom solutions to our enterprise customers. All these services are rendered under a unified brand "airtel". 'Airtel Money' 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, Bangladesh and across all 17 countries in Africa. The Company also owns Tower Infrastructure pertaining to telecom operations through its subsidiary and joint venture entity.

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

2.2 Business Divisions

2.2.1 India & South Asia

We follow a segmented approach for our operations in India with clear focus on retail and corporate customers.

B2C Services:

Mobile Services (India) – We are the largest wireless operator in the country both in terms of customers and revenues. We offer postpaid, pre-paid, roaming, internet, m-Commerce (Airtel Money) and other value added services using GSM mobile technology. Our distribution channel is spread across 1.4 Mn outlets with network presence in 5,121 census and 462,779 non-census towns and villages in India covering approximately 86.8% of the country's population.

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

Our national long distance infrastructure provides a pan-India reach with 193,625 Rkms of optical fiber.

Telemedia Services – The Company provides fixed-line telephone and broadband (DSL) services for homes as well as offices in 87 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. In the Office segment, 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.

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 456 channels including 25 HD channels and 3 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. 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 225,000 Rkms, covering 50 countries and 5 continents.

Tower Infrastructure Services – Our subsidiary, Bharti Infratel Ltd (Infratel), is India's leading provider of tower and related infrastructure and it deploys, owns & manages telecom towers and communication structures, for various mobile operators. It holds 42% equity interest in Indus towers, a joint venture with Vodafone India and Aditya Birla Telecom who hold 42% and 16% respectively. The Company's consolidated portfolio of 85,064 telecom towers, which includes 36,747 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 Bangladesh and Sri Lanka. In Bangladesh, we are present across 64 districts with a distribution network comprising of 140K retailers across the country. We have a robust 3G network with more than 1,400 3G sites across Bangladesh. In Sri Lanka, we operate across 25 administrative districts with distribution network of over 42,000 retailers. Our 3.5G services are present across major towns in Sri Lanka.

2.2.2 Africa

We are present in 17 countries across Africa, namely: Nigeria, Burkina Faso, Chad, Congo B, Democratic Republic of Congo, Gabon, Madagascar, Niger, Ghana, Kenya, Malawi, Seychelles, Sierra Leone, Tanzania, Uganda, Zambia and Rwanda. We offer post-paid, pre-paid, roaming, internet services, content, media & entertainment, and corporate solutions. 3G data and m-Commerce (Airtel Money) are the next growth engines for the Company in Africa. We offer 3G services in 16 countries and Airtel Money across all 17 countries in Africa.

2.3 Partners

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

Detailed financial statements, analysis & other related information is attached to this report (page 30 - 32). Also, kindly refer to Section 7.4 - use of Non - GAAP financial information (page 37) and Glossary (page 56) for detailed definitions.

3.1 Consolidated - Summary of Consolidated Financial Statements

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

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-14	Dec-13	Y-on-Y Growth	Dec-14	Dec-13	Y-on-Y Growth
Total revenues	**232,171**	**219,385**	**6%**	**690,239**	**635,268**	**9%**
EBITDA	77,857	71,006	10%	232,189	205,244	13%
EBITDA / Total revenues	*33.5%*	*32.4%*		*33.6%*	*32.3%*	
EBIT	39,842	31,819	25%	115,279	88,192	31%
Finance cost (net)	10,450	10,682	-2%	29,073	38,469	-24%
Share of results of Joint Ventures/Associates	1,800	1,064	69%	5,087	3,538	44%
Profit before tax [5]	31,118	22,128	41%	89,935	52,721	71%
Income tax expense [5]	12,609	13,807	-9%	42,066	31,260	35%
Net income [6]	14,365	6,102	135%	39,282	18,111	117%
Capex	45,095	28,219	60%	122,222	72,565	68%
Operating Free Cash Flow (EBITDA - Capex)	32,762	42,787	-23%	109,967	132,679	-17%
Cumulative Investments	2,258,253	2,103,006	7%	2,258,253	2,103,006	7%

Note 5: Profit before Tax and Income Tax expense reported above for the quarter ended and nine months ended Dec-14 and Dec-13, excludes the impact of exceptional items.
Note 6: Net Income for the quarter ended and nine months ended Dec-14 and Dec-13, includes the impact of exceptional items. Refer section 5.4.2 on "Exceptional Items" on page 23 for details.

3.1.2 Consolidated Summarized Statement of Financial Position

Amount in Rs Mn

Particulars	As at Dec 31, 2014	As at Mar 31, 2014
Assets		
Non-current assets	1,678,775	1,607,915
Current assets	267,436	223,857
Total assets	**1,946,211**	**1,831,772**
Liabilities		
Non-current liabilities	670,865	624,060
Current liabilities	622,494	568,050
Total liabilities	**1,293,359**	**1,192,110**
Equity & Non Controlling Interests		
Equity	609,283	597,560
Non controlling interests	43,569	42,102
Total Equity & Non Controlling Interests	**652,852**	**639,662**
Total Equity and liabilities	**1,946,211**	**1,831,772**

3.2 Region wise - Summary of Consolidated Financial Statements

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

Amount in Rs Mn, except ratios

Particulars	Quarter Ended Dec 2014			Quarter Ended Dec 2013			Nine Months Ended Dec 2014			Nine Months Ended Dec 2013		
	India SA	Africa	Total	India SA	Africa	Total	India SA	Africa	Total	India SA	Africa	Total
Total revenues	**166,148**	**68,276**	**232,171**	**148,706**	**72,298**	**219,385**	**489,994**	**206,917**	**690,239**	**438,735**	**201,865**	**635,268**
EBITDA	62,906	14,953	77,857	52,355	18,652	71,006	183,969	48,220	232,189	151,684	53,556	205,244
EBITDA / Total revenues	*37.9%*	*21.9%*	*33.5%*	*35.2%*	*25.8%*	*32.4%*	*37.5%*	*23.3%*	*33.6%*	*34.6%*	*26.5%*	*32.3%*
EBIT	36,650	3,195	39,842	27,040	4,779	31,819	105,446	9,834	115,279	74,951	13,237	88,192
Profit before tax [7]	38,198	(7,079)	31,118	24,580	(2,450)	22,128	105,793	(15,858)	89,935	54,175	(1,456)	52,721
Net income (before exceptional items)[8]	**25,650**	**(8,359)**	**17,290**	**14,115**	**(5,798)**	**8,315**	**70,399**	**(24,095)**	**46,305**	**32,536**	**(11,671)**	**20,868**
Exceptional Items (net) [8]			2,926			2,213			7,023			2,757
Net income			**14,365**			**6,102**			**39,282**			**18,111**
Capex	27,517	17,578	45,095	19,538	8,681	28,219	79,052	43,170	122,222	45,011	27,553	72,565
Operating Free Cash Flow (EBITDA - Capex)	35,388	(2,625)	32,762	32,817	9,971	42,787	104,917	5,050	109,967	106,673	26,002	132,679
Cumulative Investments	1,500,781	757,472	2,258,253	1,218,560	884,446	2,103,006	1,500,781	757,472	2,258,253	1,218,560	884,446	2,103,006

Note 7: Profit before Tax for the quarter ended and nine months ended Dec 2014 and Dec 2013, excludes the impact of exceptional items.
Note 8: Refer section 5.4.2 on "Exceptional Items" on page 23 for details.

3.2.2 Region wise Summarized Statement of Financial Position

Amount in Rs Mn

Particulars	As at Dec 31, 2014			
	India SA	Africa	Eliminations	Total
Assets				
Non-current assets	1,604,011	667,945	(593,181)	1,678,775
Current assets	137,473	131,189	(1,226)	267,436
Total assets	**1,741,484**	**799,134**	**(594,407)**	**1,946,211**
Liabilities				
Non-current liabilities	623,987	335,664	(288,785)	670,865
Current liabilities	363,189	260,531	(1,226)	622,494
Total liabilities	**987,176**	**596,195**	**(290,011)**	**1,293,359**
Equity & Non Controlling Interests				
Equity	695,524	218,154	(304,396)	609,283
Non controlling interests	58,784	(15,215)	0	43,569
Total Equity & Non Controlling Interests	**754,308**	**202,939**	**(304,396)**	**652,852**
Total Equity and liabilities	**1,741,484**	**799,134**	**(594,407)**	**1,946,211**

3.3 Segment wise Summarized Statement of Operations

3.3.1 INDIA & SOUTH ASIA

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-14	Dec-13	Y-on-Y Growth	Dec-14	Dec-13	Y-on-Y Growth
Total revenues	**166,148**	**148,706**	**12%**	**489,994**	**438,735**	**12%**
EBITDA	62,906	52,355	20%	183,969	151,684	21%
EBITDA / Total revenues	*37.9%*	*35.2%*		*37.5%*	*34.6%*	
EBIT	36,650	27,040	36%	105,446	74,951	41%
Capex	27,517	19,538	41%	79,052	45,011	76%
Operating Free Cash Flow (EBITDA - Capex)	35,388	32,817	8%	104,917	106,673	-2%
Cumulative Investments	1,500,781	1,218,560	23%	1,500,781	1,218,560	23%

3.3.2 INDIA

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-14	Dec-13	Y-on-Y Growth	Dec-14	Dec-13	Y-on-Y Growth
Total revenues	**162,564**	**144,430**	**13%**	**478,589**	**426,456**	**12%**
EBITDA	63,176	52,042	21%	183,957	150,877	22%
EBITDA / Total revenues	*38.9%*	*36.0%*		*38.4%*	*35.4%*	
EBIT	38,432	28,168	36%	109,703	78,072	41%
Capex	27,090	17,421	56%	77,149	40,649	90%
Operating Free Cash Flow (EBITDA - Capex)	36,086	34,621	4%	106,808	110,228	-3%
Cumulative Investments	1,433,023	1,155,724	24%	1,433,023	1,155,724	24%

B2C Services

3.3.3 Mobile Services (India) – comprises of Mobile Services, Airtel Money and Network Groups providing fibre connectivity.

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-14	Dec-13	Y-on-Y Growth	Dec-14	Dec-13	Y-on-Y Growth
Total revenues	**131,635**	**116,446**	**13%**	**385,501**	**346,000**	**11%**
EBITDA	48,790	39,791	23%	141,978	115,471	23%
EBITDA / Total revenues	*37.1%*	*34.2%*		*36.8%*	*33.4%*	
EBIT	31,614	23,145	37%	90,111	65,552	37%
Capex	20,738	13,529	53%	58,506	28,665	104%
Operating Free Cash Flow (EBITDA - Capex)	28,053	26,262	7%	83,472	86,807	-4%
Cumulative Investments	1,071,544	809,910	32%	1,071,544	809,910	32%

3.3.4 Telemedia Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-14	Dec-13	Y-on-Y Growth	Dec-14	Dec-13	Y-on-Y Growth
Total revenues	**11,171**	**9,869**	**13%**	**33,036**	**29,110**	**13%**
EBITDA	4,381	3,574	23%	12,808	10,955	17%
EBITDA / Total revenues	*39.2%*	*36.2%*		*38.8%*	*37.6%*	
EBIT	2,016	1,278	58%	5,904	4,120	43%
Capex	1,679	823	104%	3,397	2,293	48%
Operating Free Cash Flow (EBITDA - Capex)	2,702	2,751	-2%	9,412	8,662	9%
Cumulative Investments	81,947	77,293	6%	81,947	77,293	6%

3.3.5 Digital TV Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-14	Dec-13	Y-on-Y Growth	Dec-14	Dec-13	Y-on-Y Growth
Total revenues	**6,234**	**5,384**	**16%**	**18,412**	**15,356**	**20%**
EBITDA	1,707	972	76%	4,673	2,380	96%
EBITDA / Total revenues	*27.4%*	*18.1%*		*25.4%*	*15.5%*	
EBIT	(360)	(1,079)	67%	(1,662)	(3,705)	55%
Capex	1,630	1,109	47%	6,512	4,391	48%
Operating Free Cash Flow (EBITDA - Capex)	77	(137)	156%	(1,839)	(2,011)	9%
Cumulative Investments	52,948	44,712	18%	52,948	44,712	18%

B2B Services

3.3.6 Airtel Business

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-14	Dec-13	Y-on-Y Growth	Dec-14	Dec-13	Y-on-Y Growth
Total revenues	**16,177**	**16,195**	**0%**	**49,325**	**47,056**	**5%**
EBITDA	3,542	4,139	-14%	10,845	10,146	7%
EBITDA / Total revenues	*21.9%*	*25.6%*		*22.0%*	*21.6%*	
EBIT	1,928	2,676	-28%	6,171	5,942	4%
Capex	367	242	51%	810	666	22%
Operating Free Cash Flow (EBITDA - Capex)	3,175	3,896	-19%	10,035	9,481	6%
Cumulative Investments	50,797	44,612	14%	50,797	44,612	14%

3.3.7 Tower Infrastructure Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-14	Dec-13	Y-on-Y Growth	Dec-14	Dec-13	Y-on-Y Growth
Total revenues	**13,692**	**12,592**	**9%**	**40,764**	**38,026**	**7%**
EBITDA	6,525	5,344	22%	18,903	16,510	14%
EBITDA / Total revenues	*47.7%*	*42.4%*		*46.4%*	*43.4%*	
EBIT	3,705	2,739	35%	10,652	7,377	44%
Share of results of joint ventures/associates	1,805	1,179	53%	5,129	3,422	50%
Capex	2,570	1,679	53%	7,292	4,599	59%
Operating Free Cash Flow (EBITDA - Capex)	3,955	3,665	8%	11,611	11,911	-3%
Cumulative Investments	171,202	171,720	0%	171,202	171,720	0%

Others

3.3.8 Others (India)

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-14	Dec-13	Y-on-Y Growth	Dec-14	Dec-13	Y-on-Y Growth
Total revenues	**690**	**707**	**-2%**	**2,195**	**2,265**	**-3%**
EBITDA	(433)	(583)	26%	(1,361)	(1,148)	-19%
EBIT	(430)	(583)	26%	(1,363)	(1,158)	-18%
Capex	153	44	250%	757	93	711%
Operating Free Cash Flow (EBITDA - Capex)	(587)	(627)	6%	(2,119)	(1,241)	-71%
Cumulative Investments	4,585	7,476	-39%	4,585	7,476	-39%

3.3.9 South Asia – comprises of operations in Bangladesh and Sri Lanka

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-14	Dec-13	Y-on-Y Growth	Dec-14	Dec-13	Y-on-Y Growth
Total revenues	**3,788**	**4,466**	**-15%**	**12,052**	**12,915**	**-7%**
EBITDA	(271)	313	-186%	70	741	-91%
EBITDA / Total revenues	*-7.1%*	*7.0%*		*0.6%*	*5.7%*	
EBIT	(1,782)	(1,129)	-58%	(4,199)	(3,188)	-32%
Capex	427	2,117	-80%	1,903	4,362	-56%
Operating Free Cash Flow (EBITDA - Capex)	(698)	(1,804)	61%	(1,833)	(3,621)	49%
Cumulative Investments	67,758	62,836	8%	67,758	62,836	8%

3.3.10 Africa – comprises of operations in 17 countries in Africa.

In INR:

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-14	Dec-13	Y-on-Y Growth	Dec-14	Dec-13	Y-on-Y Growth
Total revenues	**68,276**	**72,298**	**-6%**	**206,917**	**201,865**	**3%**
EBITDA	14,953	18,652	-20%	48,220	53,556	-10%
EBITDA / Total revenues	*21.9%*	*25.8%*		*23.3%*	*26.5%*	
EBIT	3,195	4,779	-33%	9,834	13,237	-26%
Capex	17,578	8,681	102%	43,170	27,553	57%
Operating Free Cash Flow (EBITDA - Capex)	(2,625)	9,971	-126%	5,050	26,002	-81%
Cumulative Investments	757,472	884,446	-14%	757,472	884,446	-14%

In USD:

Amount in US$ Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-14	Dec-13	Y-on-Y Growth	Dec-14	Dec-13	Y-on-Y Growth
Total revenues	**1,103**	**1,165**	**-5%**	**3,407**	**3,346**	**2%**
EBITDA	241	300	-20%	794	885	-10%
EBITDA / Total revenues	*21.9%*	*25.8%*		*23.3%*	*26.5%*	
EBIT	51	77	-33%	161	217	-25%
Capex	284	140	103%	709	459	54%
Operating Free Cash Flow (EBITDA - Capex)	(43)	160	-127%	85	426	-80%
Cumulative Investments	11,940	14,289	-16%	11,940	14,289	-16%

Note 9: Africa financials reported above are in their functional currency i.e., US$.
Note 10: In constant currency terms, the reported revenues of $ 1,103 million for the quarter ended Dec-14, against $ 1,062 million in the same quarter last year, represents a Y-o-Y growth of 3.9% (Refer page 43 for revenues in constant currency).

3.4 Region wise & Segment wise - Investment & Contribution

3.4.1 India SA

Amount in Rs Mn, except ratios

Segment	Quarter Ended Dec 2014						As at Dec 31, 2014	
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total	Cummulative Investments	% of Total
Mobile Services [11]	131,635	79%	48,790	78%	20,738	75%	1,071,544	71%
Telemedia Services	11,171	7%	4,381	7%	1,679	6%	81,947	5%
Digital TV Services	6,234	4%	1,707	3%	1,630	6%	52,948	4%
Airtel Business	16,177	10%	3,542	6%	367	1%	50,797	3%
Tower Infrastructure Services	13,692	8%	6,525	10%	2,570	9%	171,202	11%
Others	690	0%	(433)	-1%	153	1%	4,585	0%
South Asia	3,788	2%	(271)	0%	427	2%	67,758	5%
Sub Total	**183,387**	**110%**	**64,241**	**102%**	**27,564**	**100%**	**1,500,781**	**100%**
Eliminations	(17,239)	-10%	(1,335)	-2%	(47)	0%		
Accumulated Depreciation And Amortization							(594,274)	
Total (India SA)	**166,148**	**100%**	**62,906**	**100%**	**27,517**	**100%**	**906,507**	
Consolidated	**232,171**		**77,857**		**45,095**		**2,258,253**	
% of Consolidated	**72%**		**81%**		**61%**		**66%**	

Note 11: Cumulative Investments include National optic fibre network.

Amount in Rs Mn, except ratios

Segment	Nine Months Ended Dec 2014						As at Dec 31, 2014	
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total	Cummulative Investments	% of Total
Mobile Services [11]	385,501	79%	141,978	77%	58,506	74%	1,071,544	71%
Telemedia Services	33,036	7%	12,808	7%	3,397	4%	81,947	5%
Digital TV Services	18,412	4%	4,673	3%	6,512	8%	52,948	4%
Airtel Business	49,325	10%	10,845	6%	810	1%	50,797	3%
Tower Infrastructure Services	40,764	8%	18,903	10%	7,292	9%	171,202	11%
Others	2,195	0%	(1,361)	-1%	757	1%	4,585	0%
South Asia	12,052	2%	70	0%	1,903	2%	67,758	5%
Sub Total	**541,286**	**110%**	**187,916**	**102%**	**79,178**	**100%**	**1,500,781**	**100%**
Eliminations	(51,292)	-10%	(3,947)	-2%	(126)	0%		
Accumulated Depreciation And Amortization							(594,274)	
Total (India & SA)	**489,994**	**100%**	**183,969**	**100%**	**79,052**	**100%**	**906,507**	
Consolidated	**690,239**		**232,189**		**122,222**		**2,258,253**	
% of Consolidated	**71%**		**79%**		**65%**		**66%**	

3.4.2 Africa

Amount in US$ Mn, except ratios

Segment	Quarter Ended Dec 2014						As at Dec 31, 2014	
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total	Cummulative Investments	% of Total
Africa	1,103	100%	241	100%	284	100%	11,940	100%
Accumulated Depreciation And Amortization							(2,108)	
Total (Africa)	**1,103**	**100%**	**241**	**100%**	**284**	**100%**	**9,831**	
% of Consolidated	**28%**		**19%**		**39%**		**34%**	

Amount in US$ Mn, except ratios

Segment	Nine Months Ended Dec 2014						As at Dec 31, 2014	
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total	Cummulative Investments	% of Total
Africa	3,407	100%	794	100%	709	100%	11,940	100%
Accumulated Depreciation And Amortization							(2,108)	
Total (Africa)	**3,407**	**100%**	**794**	**100%**	**709**	**100%**	**9,831**	
% of Consolidated	**29%**		**21%**		**35%**		**34%**	

SECTION 4

OPERATING HIGHLIGHTS

The financial figures used for computing ARPU, Realization per Minute, Revenue per Site, Non Voice revenue, Messaging & VAS revenue, Data revenue, Others revenue, Gross revenue per employee per month, Personnel cost per employee per month are based on IFRS.

4.1 Customers and Non Voice % - Consolidated

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Mobile Services	**000's**	**299,706**	**290,798**	**3%**	**275,247**	**9%**
India	000's	217,215	211,752	3%	198,513	9%
South Asia	000's	7,892	7,678	3%	8,426	-6%
Africa	000's	74,599	71,367	5%	68,307	9%
Telemedia Services	000's	3,388	3,372	0%	3,355	1%
Digital TV Services	000's	9,810	9,540	3%	8,807	11%
Total	**000's**	**312,904**	**303,709**	**3%**	**287,409**	**9%**
Non Voice Revenue as a % of Total Revenues	%	30.8%	30.1%		26.1%	

4.2 Traffic Details – Consolidated

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Mobile Services	**Mn Min**	**306,125**	**301,425**	**2%**	**293,818**	**4%**
India	Mn Min	267,485	263,905	1%	255,030	5%
South Asia	Mn Min	8,278	8,554	-3%	10,518	-21%
Africa	Mn Min	30,361	28,966	5%	28,270	7%
Telemedia Services	Mn Min	4,250	4,363	-3%	4,075	4%
National Long Distance Services	Mn Min	29,144	28,447	2%	27,310	7%
International Long Distance Services	Mn Min	4,264	3,686	16%	3,606	18%
Total Minutes on Network (Gross)	**Mn Min**	**343,782**	**337,921**	**2%**	**328,809**	**5%**
Eliminations	Mn Min	(29,525)	(28,869)	-2%	(27,679)	-7%
Total Minutes on Network (Net)	**Mn Min**	**314,257**	**309,052**	**2%**	**301,130**	**4%**

4.3 Mobile Services India

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Customer Base	000's	217,215	211,752	3%	198,513	9%
VLR	%	96.1%	95.8%		95.3%	
Net Additions	000's	5,463	2,341	133%	5,057	8%
Pre-Paid (as % of total Customer Base)	%	94.6%	94.7%		95.3%	
Monthly Churn	%	2.7%	3.1%		2.7%	
Average Revenue Per User (ARPU)	Rs	202	198	2%	195	4%
Average Revenue Per User (ARPU)	US$	3.3	3.3	0%	3.1	4%
Revenue per site per month	Rs	305,283	295,645	3%	279,871	9%
Revenues						
Total Revenues	Rs Mn	131,635	126,342	4%	116,446	13%
Mobile Services	Rs Mn	130,137	124,696	4%	114,389	14%
Others	Rs Mn	1,498	1,646	-9%	2,056	-27%
Voice						
Minutes on the network	Mn	267,485	263,905	1%	255,030	5%
Voice Average Revenue Per User (ARPU)	Rs	157	158	-1%	162	-3%
Voice Usage per customer	min	416	418	-1%	434	-4%
Voice Realization per minute	paisa	37.67	37.69	0%	37.23	1%
Non Voice Revenue						
% of Mobile Services	%	22.6%	20.2%		17.0%	
Of Which						
Messaging & VAS as % of Mobile Services	%	6.0%	5.4%		6.1%	
Data as % of Mobile Services	%	16.2%	14.5%		10.6%	
Others as % of Mobile Services	%	0.4%	0.4%		0.3%	
Data						
Data Customer Base	000's	42,249	40,108	5%	31,898	32%
Of which no. of 3G data customers	*000's*	16,940	*15,445*	10%	*8,806*	92%
As % of Customer Base	*%*	*19.5%*	*18.9%*		*16.1%*	
Total MBs on the network	Mn MBs	77,281	67,668	14%	39,932	94%
Data Average Revenue Per User (ARPU)	Rs	170	150	13%	137	25%
Data Usage per customer	MBs	622	563	10%	450	38%
Data Realization per MB	paisa	27.36	26.67	3%	30.38	-10%

4.4 Telemedia Services

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Telemedia Customers	000's	3,388	3,372	0%	3,355	1%
Of which no. of broadband (DSL) customers	*000's*	1,489	1,479	1%	1,455	2%
As % of Customer Base	*%*	*43.9%*	*43.9%*		*43.4%*	
Net additions	000's	17	22	-23%	17	-1%
Average Revenue Per User (ARPU)	Rs	1,036	1,024	1%	954	9%
Average Revenue Per User (ARPU)	US$	16.7	16.9	-1%	15.4	9%
Non Voice Revenue as % of Telemedia revenues	%	64.9%	63.2%		60.4%	

4.5 Digital TV Services

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Digital TV Customers	000's	9,810	9,540	3%	8,807	11%
Net additions	000's	270	151	79%	235	15%
Average Revenue Per User (ARPU)	Rs	214	220	-3%	207	4%
Average Revenue Per User (ARPU)	US$	3.5	3.6	-5%	3.3	4%
Monthly Churn	%	1.0%	1.1%		0.8%	

4.6 Network and Coverage - India

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Mobile Services						
Census Towns	Nos	5,121	5,121	0	5,121	0
Non-Census Towns and Villages	Nos	462,779	462,199	580	460,655	2,124
Population Coverage	%	86.8%	86.8%		86.7%	
Optic Fibre Network	R Kms	193,625	188,793	4,832	178,884	14,741
Sites on Network	Nos	142,898	141,290	1,608	137,069	5,829
Of which no. of 3G sites	*Nos*	41,850	*38,055*	3,795	*28,179*	13,671
Telemedia Services						
Cities covered	Nos	87	87	0	87	0
Airtel Business						
Submarine cable systems	Nos	7	7	0	7	0
Digital TV Services						
Districts Covered	Nos	639	639	0	639	0
Coverage	%	100%	100%		100%	

4.7 Tower Infrastructure Services

4.7.1 Bharti Infratel Standalone

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Total Towers	Nos	36,747	36,381	366	35,515	1,232
Total Co-locations	Nos	74,331	72,597	1,734	66,871	7,460
Key Indicators						
Sharing Revenue per sharing operator per month	Rs	36,989	37,264	-1%	36,955	0%
Average Sharing Factor	Times	2.01	1.97		1.87	

Additional Information:

4.7.2 Indus Towers

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Total Towers	Nos	115,040	114,101	939	112,615	2,425
Total Co-locations	Nos	248,611	242,079	6,532	229,760	18,851
Average Sharing Factor	Times	2.14	2.11		2.02	

4.7.3 Bharti Infratel Consolidated

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Total Towers	Nos	85,064	84,303	760	82,813	2,251
Total Co-locations	Nos	178,748	174,270	4,477	163,370	15,377
Average Sharing Factor	Times	2.08	2.05		1.96	

4.8 Human Resource Analysis – India

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Total Employees [12]	Nos	18,823	18,846	(23)	19,014	(191)
Number of Customers per employee	Nos	12,241	11,921	320	11,080	1,161
Personnel cost per employee per month	Rs	97,679	100,264	-3%	96,925	1%
Gross Revenue per employee per month	Rs	2,878,818	2,797,320	3%	2,531,999	14%

Note 12: Total Employees do not include 42% of Indus towers employees.

4.9 South Asia

4.9.1 Operational Performance

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Customer Base	000's	7,892	7,678	3%	8,426	-6%
VLR	%	89.6%	87.8%		84.5%	
Net Additions	000's	213	(972)	122%	84	153%
Pre-Paid (as % of total Customer Base)	%	97.4%	97.3%		97.2%	
Monthly Churn	%	4.1%	7.3%		5.5%	
Average Revenue Per User (ARPU)	Rs	164	160	3%	177	-7%
Revenue per site per month	Rs	183,731	187,812	-2%	223,610	-18%
Voice						
Minutes on the network	Mn	8,278	8,554	-3%	10,518	-21%
Voice Average Revenue Per User (ARPU)	Rs	130	125	4%	148	-12%
Voice Usage per customer	min	358	351	2%	417	-14%
Voice Realization per minute	paisa	36.38	35.62	2%	35.54	2%
Non Voice Revenue						
% of Mobile revenues	%	20.5%	21.7%		16.3%	
Of Which						
Messaging & VAS as % of Mobile revenues	%	6.2%	8.6%		7.3%	
Data as % of Mobile revenues	%	11.1%	10.2%		6.6%	
Others as % of Mobile revenues	%	3.1%	2.9%		2.4%	
Data						
Data Customer Base	000's	2,936	2,922	0%	2,773	6%
As % of Customer Base	*%*	37.2%	38.1%		32.9%	
Total MBs on the network	Mn MBs	2,744	2,356	16%	1,497	83%
Data Average Revenue Per User (ARPU)	Rs	48	45	8%	39	24%
Data Usage per customer	MBs	314	266	18%	198	58%
Data Realization per MB	paisa	15.38	16.88	-9%	19.56	-21%

Refer table 8.9.2 on page 49 for KPI's in constant currency.

4.9.2 Network & Coverage

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Sites on Network	Nos	6,810	6,935	(125)	6,633	177
Of which no. of 3G sites	*Nos*	*2,504*	*2,350*	154	*1,684*	820

4.9.3 Human Resource Analysis

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Total Employees	Nos	791	818	(27)	794	(3)
Number of Customers per employee	Nos	9,977	9,387	590	10,612	(635)
Personnel cost per employee per month	Rs.	144,607	149,831	-3%	161,656	-11%
Gross Revenue per employee per month	Rs.	1,596,326	1,586,530	1%	1,874,727	-15%

4.10 Africa

4.10.1 Operational Performance

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Customer Base	000's	74,599	71,367	5%	68,307	9%
VLR	%	84.0%	85.7%		86.5%	
Net Additions	000's	3,232	2,281	42%	1,929	68%
Pre-Paid (as % of total Customer Base)	%	99.4%	99.3%		99.3%	
Monthly Churn	%	5.5%	6.1%		6.7%	
Average Revenue Per User (ARPU)	US$	5.1	5.4	-6%	5.8	-12%
Revenue per site per month	US$	20,095	21,283	-6%	21,993	-9%
Voice						
Minutes on the network	Mn	30,361	28,966	5%	28,270	7%
Voice Average Revenue Per User (ARPU)	US$	3.9	4.1	-6%	4.7	-17%
Voice Usage per customer	min	140	138	2%	141	-1%
Voice Realization per minute	US¢	2.78	3.00	-7%	3.31	-16%
Non Voice Revenue						
% of Mobile revenues	%	23.5%	23.8%		19.6%	
Of Which						
Messaging & VAS as % of Mobile revenues	%	9.1%	9.8%		9.3%	
Data as % of Mobile revenues	%	10.5%	10.1%		7.4%	
Others as % of Mobile revenues	%	3.9%	3.9%		3.0%	
Data						
Data Customer Base	000's	27,116	26,365	3%	19,634	38%
As % of Customer Base	*%*	*36.3%*	*36.9%*		*28.7%*	
Total MBs on the network	Mn MBs	9,475	8,061	18%	5,383	76%
Data Average Revenue Per User (ARPU)	US$	1.5	1.5	-2%	1.6	-6%
Data Usage per customer	MBs	121	105	15%	99	23%
Data Realization per MB	US¢	1.22	1.43	-14%	1.59	-23%

Refer table 8.10.2 on page 50 for KPI's in constant currency.

4.10.2 Network & Coverage

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Sites on Network	Nos	18,347	17,935	412	17,565	782
Of which no. of 3G sites	*Nos*	*9,228*	*8,104*	1,124	*6,675*	2,553

4.10.3 Human Resource Analysis

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Q-on-Q Growth	Dec 31, 2013	Y-on-Y Growth
Total Employees	Nos	5,367	5,340	27	4,917	450
Number of Customers per employee	Nos	13,900	13,365	535	13,892	7
Personnel cost per employee per month	US$	6,001	6,222	-4%	6,499	-8%
Gross Revenue per employee per month	US$	68,520	71,174	-4%	78,979	-13%

SECTION 5

MANAGEMENT DISCUSSION AND ANALYSIS

5.1 India SA

A. Key Industry Developments

1. NIA for Auction of Spectrum in 1800 MHz, 900 MHz and 800 MHz bands:

On 9th January 2015, DoT released a Notice Inviting Applications (NIA) for upcoming auction of spectrum in the above listed bands. Total Spectrum of 380.75 MHz is coming up for auction across all bands. The auction is scheduled to start on 4th March, 2015. The highlights are as follows:

- No restriction on technology.
- Existing licencees can use the additional spectrum blocks allocated through this auction to deploy any technology other than GSM/WCDMA/CDMA by combining with their existing spectrum holding after converting their entire existing spectrum holding into liberalized spectrum in the same band as per terms and conditions specified.
- 1800 Mhz / 800 MHz can be liberalized by paying latest auction determined price for balance validity of spectrum assignment.
- If the auction determined price is more than one year old then the prevailing market rates would be determined by indexing the last auction price at SBI PLR rate.
- Differential of the latest auction price and March 2013 auction price will be charged on pro-rata basis for balance period of spectrum for making the 800 MHz acquired in March 2013 contiguous.
- A cap of 25% of 'total spectrum assigned' in 800/900/1800/2100/2300/2500 MHz bands with applicable paired band put together and 50% within a given band in each of the access service area shall apply for total spectrum holding by each operator.
- For the purpose of calculation of cap in this auction, spectrum put to auction would be included in 'total spectrum assigned' and spectrum expiring in 2015-16 will not be considered in the current holdings.
- Only those bidders who have won a minimum of 5 MHz will be considered for allocation of Contiguous Spectrum. Of all such bidders, spectrum to be considered in sets of 5 MHz (or multiples of 5).
- Contiguous sets will be allocated based on ranking.

Quantum and Reserve Price (circle wise) of 900 MHz & 1800 MHz spectrum band is as under:

		900 MHZ		1800 MHz	
S.No	Circle	Spectrum put to auction (MHz)	Reserve Price per MHz (Rs Crore)	Spectrum put to auction (MHz)	Reserve Price per MHz (Rs Crore)
1	A.P	14.0	459.0	3.8	169.0
2	Assam	6.2	74.0	-	-
3	Bihar	6.2	148.0	2.0	62.0
4	Gujarat	14.0	424.0	3.4	238.0
5	Haryana	12.4	76.0	8.0	32.0
6	H.P	12.4	27.0	10.2	9.0
7	Karnataka	14.0	370.0	1.8	185.0
8	Kerala	12.4	168.0	1.0	75.0
9	Kolkata	-	-	7.0	73.0
10	M.P	12.4	175.0	-	-
11	Maharashtra	14.0	525.0	-	-
12	North East	8.8	29.0	8.4	11.0
13	Orissa	6.2	67.0	16.2	23.0
14	Punjab	15.6	151.0	1.6	71.0
15	Rajasthan	12.4	197.0	10.4	60.0
16	T.N	-	-	19.0	225.0
17	UP East	6.2	228.0	4.2	97.0
18	UP West	6.2	170.0	2.2	95.0
19	West Bengal	4.4	111.0	-	-
	Total	**177.8**	**3399.0**	**99.2**	**1425.0**

Quantum and reserve price (circle wise) of 800 MHz is as under:

S.No	Circle	Spectrum put to auction (MHz)	Reserve Price per MHz (Rs Crore)
1	A.P	6.25	234.0
2	Assam	11.25	28.0
3	Bihar	5.00	85.0
4	Delhi	3.75	617.0
5	Gujarat	2.50	275.0
6	Haryana	7.50	38.0
7	H.P	8.75	19.0
8	J & K	8.75	28.0
9	Karnataka	1.25	303.0
10	Kolkata	1.25	147.0
11	M.P	6.25	91.0
12	Maharashtra	3.75	339.0
13	Mumbai	7.50	439.0
14	North East	11.25	11.0
15	Orissa	7.50	38.0
16	Punjab	3.75	85.0
17	T.N	1.25	360.0
18	UP East	3.75	134.0
19	UP West	1.25	95.0
20	West Bengal	1.25	57.0
	Total	**103.75**	**3,423.0**

2. **TRAI recommendations on "Definition of Revenue Base (AGR) for the Reckoning of Licence Fee and SUC"**

On 6th January 2015, TRAI issued the following recommendations on Definition of Revenue Base (AGR) for the reckoning of Licence Fee and SUC:

- Licence Fee and Spectrum Usage charges (SUC) should continue to be computed based on the Adjusted Gross Revenue (AGR).
- Gross Revenue shall comprise revenue accruing to the licenced entity by the way of all operations/activities and inclusive of all other revenue/income on account of interest, dividend rent, and profit on sale of fixed assets, miscellaneous income etc. without any set-off for related items of expense.
- The concept of Applicable Gross Revenue (ApGR) has been introduced. ApGR would be equal to Gross Revenue of the licencee as reduced by:
  - ✓Revenue from Operations other than telecom activities / operations as well as revenue from activities under a licence / permission issued by Ministry of Information and Broadcasting.
  - ✓Receipts from the USO fund.
  - ✓Items of 'other income' as listed in in the 'positive list' such as Income from Dividend, Income from Interest, Capital gains on account of profit on sale of fixed assets and securities, gains from foreign exchange rates fluctuations, income from property rent , Insurance claims, Bad debts recovered, excess provisions written back, etc., subject to fulfillment of certain conditions.
- AGR would then be arrived by deducting pass through charges from ApGR. No change is recommended in the existing definition of pass through charges under different licences to arrive at AGR for the computation of LF and SUC except the inclusion of access charges paid by TSPs providing international calling card services and toll free charges.
- SUC should be levied on AGR of respective telecom services which used access spectrum in operations or providing services.
- Share of USO levy in LF should be reduced from the present 5% to 3% of AGR for all licences with effect from 1st April, 2015. With this reduction, the applicable uniform rate of licence fee would become 6% (from the present 8%) of AGR viz. the 3% of LF that directly accrues currently to the Government will not change.
- Intra-circle roaming charges should not be allowed as deduction from ApGR for calculating AGR of the telecom service provider for the purpose of computation of LF and SUC.
- Immediate steps should be taken by the DOT to introduce a system of Licence Fee Deducted at Source (LfDS) w.e.f. 1st April 2015 and develop an e-portal for submission of LF and SUC by 1st April 2016. The transition to the LfDS system may be initiated at the earliest, by putting in place a system for electronic/ online filing of licencees' returns.

3. **TRAI recommendations on valuation and reserve price of spectrum in 2100 MHz band**

On 31st December, 2014, TRAI issued the following recommendations on the valuation and reserve price of spectrum in the 2100 MHz band. Highlights are as below:

- Recommended reserve price per MHz in 2100MHz band is Rs.2,720 Crores (Rs.13,600 Crores for 5MHz).
- Spectrum in the 2100 MHz band should be put to auction along with the 800/900/2100 MHz band.
- The 15 MHz of spectrum in the 2100 MHz spectrum being vacated by Ministry of Defence, in lieu of spectrum in the 1900 MHz spectrum, should be auctioned in view of the in-principle agreement reached with MoD, even if it is not available immediately.
- An auction-specific cap should be placed that no bidder would be permitted to bid for more than 2 blocks in an LSA if 3-4 blocks are available in that LSA.

The Union Cabinet in its meeting held on 28th January 2015 however approved reserve price per MHz in the 2100 MHz band at Rs 3,705 crore per MHz which is 36% higher than the TRAI recommended prices and 6% higher than the winning bid price in the 2010 auctions.

Quantum and reserve price (circle wise) of 2100 MHz is as under:

S.No	Circle	Spectrum put to auction (MHz)	Reserve Price per MHz (Rs Crore)
1	A.P	5.0	1,375
2	Assam	5.0	145
3	Delhi	5.0	3,315
4	Gujarat	5.0	1,290
5	Haryana	5.0	230
6	Karnataka	5.0	1,610
7	Kolkata	5.0	19.0
8	Kolkata	5.0	545
9	M.P	5.0	435
10	Maharashtra	5.0	1,505
11	Mumbai	5.0	3,245
12	North East	5.0	40
13	Orissa	5.0	165
14	Rajasthan	5.0	435
15	T.N	5.0	1,720
16	UP East	5.0	430
17	UP West	5.0	515
	Total	**85.0**	**3,705**

B. Key Company Developments

- Airtel won the Best Treasury Team in Asia Pacific at the Finance Asia - Corporate Treasurer Awards 2014.
- Airtel launched 'One Touch Internet' – a first of its kind initiative aimed at simplifying internet services for millions of first time users in India. It is a portal designed with a simple, secure and intuitive interface that will allow users to discover internet easily. It works as a single point destination for users to see-try-buy a host of popular services.
- Airtel organized 'Each One Teach One' day- an industry first initiative aimed at driving internet literacy in India and contributing to the nation's digital inclusion agenda. As part of this, Airtel's network of 1.4 million retailers, 20,000 on field executives and 1,500 employees across 1,400 towns spearheaded the movement as internet ambassadors.
- Airtel won the DSCI Excellence Award for Security in Telecom at the NASSCOM-DSCI Annual Information Security Summit 2014.
- Airtel won the "Best Mobile Product" for Wynk Music under Telecom Service Providers Category and "My Favourite Service Provider" award under the Pubic Poll Awards Category at the prestigious ET Telecom awards 2014.
- Airtel won the "Enterprise Mobile App 2014" award for Airtel mGovernance solution and "Unified Communication Solution" award for Biznet video solution at the Aegis Graham Bell Awards – the biggest Innovation Award in the field of Telecom, Internet, Media & Entertainment (TIME).
- Airtel became the exclusive partner to introduce Chromecast to Indian consumers. Airtel broadband consumers can leverage company's superior network to enjoy best video streaming using Chromecast.
- Airtel became the first private telecom operator to launch 2G services in Bomdila, Jameri, Zero Point and Tenga Valley of Arunachal Pradesh.
- Airtel partnered with Mi India to launch their flagship 4G device – Redmi Note 4G. Redmi Note 4G is now available across Airtel's 133 stores in Delhi, Mumbai, Bangalore, Kolkata, Hyderabad and Chennai.
- Airtel introduced a series of relief packages to ensure restoration of communication services in cyclone affected regions of Andhra Pradesh. Free calling stations and local talk time of 10 minutes along with Advance Talk time facility were provided to all Airtel customers in the affected areas to enable them to connect with their families.
- Airtel Digital TV launched a Self-Care App and a Wi-Fi dongle for its HD customers.
- Airtel has crossed the milestone of 200 Own Retail stores across India in a short span of 18 months.
- Bharti Airtel Hong Kong Ltd. Announced the launch of 'airtel *talk*' – an all in one communication application that facilitates easy and affordable calls into India. Available for free on Google Play and Apple Store, *airtel talk* enables high quality voice calls to landlines and mobile at 1 cent/minute.
- Airtel Sri Lanka won a Gold award at People Development Awards 2014. Airtel was the youngest organization and only Telecom Company to win the award for best practices in Human Resources.

5.2 Africa

A. Key Industry Developments

Ghana

- The Regulator has introduced Asymmetrical interconnection with effect from 2016 provided the traffic ratio is 60:40. The rates are CDF 5:4 for 2016 and CDF 4.8:6 for 2017.
- The Regulator proposes to introduce a floor price for on-net retail tariffs. The implementation has been postponed to March until the Regulator addresses the concerns raised by various operators.

Kenya

- The operating licence expired on the 2th January, 2015 and is in the process of being renewed by way of License transfer from Essar Telecom Kenya Limited. The license is being renewed for a further period of 10 years from 28th January, 2015. There is new roll out obligation of 100 sites.
- Quality of Service (QoS) obligations and methodology of measurement is under review with the Regulator intending to enhance the requirements. Penalty for non-compliance is 0.2% of turnover.

Madagascar

- The operating licence renewal process in underway. The licence will expire on 21st September 2015 and is expected to be renewed for a further period of 10 years on renewal
- Airtel has obtained trial authorization from the Regulator for 4G LTE service based on existing frequencies.

Niger

- On 8th January, 2015, Airtel received a draft decree on the establishment of unique Gateway for incoming international traffic. The unique Gateway will be run by an institution mandated by the Government. Operators are required to interconnect their networks to the unique Gateway.
- The decree also introduces changes on rates and revenue sharing as illustrated below:

Particulars	Current (FCFA)	Proposed (FCFA)	Variance (FCFA)
Government Share	25	70	45
Operator Share	100	65	(35)
Niger Call Termination Rate	**125**	**135**	**10**
50/50 transit revenue share as follows:			
Transit Operator	37	32.5	(4.5)
Transit Terminator Operator	63	32.5	(30.5)

- The above changes cause significant loss to mobile operators. Operators have resolved to institute court action in addition to representation.

Nigeria

- NCC has initiated the process of Auction of Spectrum licences in the 2.6 GHz band. Several operators have expressed their interest in the auction, dates for which have not been announced yet.

Rwanda

- 4G/LTE service was officially launched on 11th November, 2014 by the single wholesale network consortium led by Korean Telecom. Operators can provide 4G/LTE services as MVNO to the consortium. Airtel has commenced 4G/LTE service as a MVNO. Issues around pricing, and management of wholesale and retail are under discussion with the Regulator and a resolution expected around end of February 2015.
- The Regulator is considering introducing Mobile Number Portability and is under discussion with various operators.

Tanzania

- Exit from TTCL agreed by Government in principle. Final approval is required from Parliament before the transaction can be formally concluded. Airtel holds 35% in TTCL, balance 65% is held by Government.
- The Regulator is in process of implementing Mobile Number Portability. The Regulator has prepared and distributed a Memorandum of Understanding (MoU) on implementation of MNP. Operators have requested a detailed discussion on the same.
- The Regulator has proposed new QoS requirements which are under discussion by the industry.
- The industry is currently representing against a draft regulation issued in 2014 that requires operators to list a portion of their shares. The most contentious issue is a proposal in the draft regulation to have local shareholders own at least 35 percent.

Zambia

- The regulator (ZICTA) has issued a decision imposing a Price cap for on net and off net tariffs. Operators have gone to court to obtain an injunction.
- ZICTA issued a directive on 26th November, 2014 suspending all promotions running in the market within 3 days. Operators have gone to court and obtained an injunction and are in discussions with out of court settlement.
- The Government of Zambia as part of SADC, is proposing a "Home and Away" roaming project that allows Roamers within SADC to roam at local rates.

East Africa

- Kenya, Rwanda, Uganda and South Sudan have mutually agreed to adopt a regional telecommunications framework for "One-Network-Area" by 31st December 2014. Regional framework for "One-Network-Area" applies to telephone calls originating and terminating within the regions.

B. Key Company Developments

- Airtel Money won the Best Mobile money solution at AfricaCom Awards in South Africa.
- Airtel Money celebrated 1 million REC milestone in DRC making it the largest provider of financial services in DRC.
- Yu subscribers in Kenya were successfully migrated to Airtel on 20th December, 2014 and Essar network was finally switched off on January 5, 2015.
- Airtel Ghana was honored by Chartered Institute of Marketing Ghana (CIMG) as the "Most marketing oriented organization" of the year. The Company also won the Brand Activation Program of the year for Airtel Rising stars program.
- Airtel Zambia won the overall award at Zambia Public Relations Association (ZAPRA) for its outstanding CSR initiatives like 'Adopt a School Program' and 'Staff Volunteer Program'.
- Airtel Zambia also won the Best Social Media Campaign of the Year for 'Go for It' youth promotion.
- Airtel Zambia also won Most Creative Advert of 2014 for Airtel Money campaigns and Best Sponsorship Marketing Excellence award of 2014 for Airtel Rising Stars campaign.
- Following the launch of Internet.Org app in Zambia and Kenya, Facebook is expanding its partnership with Airtel to bring the app to Ghana. As part of Internet.org app, Airtel customers will have access to a set of websites and services for free, in categories including maternal health, education, news and sports updates.

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 International Financial Reporting Standards (IFRS) and the underlying information.

Key Highlights – *For the quarter ended December 31, 2014*

- **Overall customer base at 312.9 Mn across 20 countries**
- **Net addition of 9.2 Mn customers**
- **Total revenues of Rs 232.2 Bn; Y-o-Y growth of 5.8%**
- **Mobile data revenues of Rs 28.7 Bn (up 61.9% Y-o-Y)**
- **EBITDA at Rs 77.9 Bn; Y-o-Y growth of 9.6%**
- **EBIT at Rs 39.84 Bn (up 25.2% Y-o-Y)**
- **Consolidated net income of Rs 14.4 Bn (up 135.4% Y-o-Y)**

Results for the quarter ended December 31, 2014

5.4.1 Bharti Airtel Consolidated

As on December 31, 2014, the Company had 312.9 Mn customers, an increase of 8.9% as compared to corresponding quarter last year. Total minutes of usage on the network during the quarter were 314.3 Bn as compared to 301.1 Bn in the corresponding quarter last year, representing a growth of 4.4%. Mobile Data traffic grew significantly by 91.2% to 89.5 Bn MBs during the quarter as compared to 46.8 Bn MBs in the corresponding quarter last year.

During the quarter, consolidated revenues stood at Rs 232,171 Mn as compared to Rs 219,385 Mn in the corresponding quarter last year, an increase of 5.8%. Mobile data revenues increased by 61.9% to Rs 28,724 Mn as compared to Rs 17,745 Mn in the corresponding quarter last year. Mobile data revenues now represent 12.4% of the total revenues as compared to 8.1% in the corresponding quarter last year. Mobile data contributed to 85.9% of the overall incremental revenue of the Company.

Net revenues, after netting off inter-connect costs and cost of goods sold, increased by 6.9% to Rs 202,310 Mn as compared to Rs 189,262 Mn in the corresponding quarter last year. Operating expenses, excluding access costs, costs of goods sold and licence fees during the quarter increased by 2.7% to Rs 102,392 Mn as compared to Rs 99,654 Mn in the corresponding quarter last year, resulting in improvement of productivity.

The Company had an EBITDA of Rs 77,857 Mn during the quarter, an increase of 9.6% as compared to Rs 71,006 Mn in the corresponding quarter last year. EBITDA margin improved during the quarter to 33.5% as compared to 32.4% in the corresponding quarter last year. Depreciation and amortisation expenses amounted to Rs 38,015 Mn as compared to Rs 39,188 Mn in the corresponding quarter last year, which reflects a decrease of 3.0%. EBIT for the quarter increased by 25.2% to Rs 39,842 Mn as compared to Rs 31,819 Mn in the corresponding quarter last year. Cash profits from operations (before derivative and exchange fluctuations) during the quarter grew by 16.8% at Rs 72,858 Mn as compared to Rs 62,401 Mn in the corresponding quarter last year.

Net finance cost during the quarter decreased by 2.2% to Rs 10,450 Mn as compared to Rs 10,682 Mn in the corresponding quarter last year. This decrease is primarily due to higher MTM gains on investment income and the impact of one off credit in finance charges partially offset by derivative and forex losses. The quarter has seen sharp currency depreciation against the US Dollar: Central African Franc (CFA) by 12.9%, Malawi Kwacha by 8.1% and Rupee by 2.3%. Besides a sharp depreciation in the Nigerian Naira in the market, there has been an adverse impact of a change in the Nigerian regulation, which has now mandated that dollars have to be purchased in the open market for import payments at higher rates than the Central Bank auction rates available earlier – this has effectively resulted in composite depreciation of the Naira by 18.2%.

The resultant profit before tax and exceptional items for the quarter ended December 31, 2014 was Rs 31,118 Mn as compared to Rs 22,128 Mn in the corresponding quarter last year, an increase of 40.6%.

The current and deferred tax expense (before tax charge on exceptional items) for the period of nine months ending December 31, 2014 was Rs 42,066 Mn as compared to Rs 31,260 Mn in corresponding period last year. The effective tax rate in India for this period came in at 26.4% compared to 31.2% for the full year ended March 31, 2014. Excluding the impact of dividend distribution tax, the effective tax rate in India for the period of nine months ending December 31, 2014 at 25.5% is lower than 29.1% for the full year ended March 31, 2014. Lower forex losses in relation to borrowings have contributed to the reduction in ETR. The tax charge in Africa for the period of nine months ending December 31, 2014 came at $ 208 Mn compared to $ 273 Mn for the full year ended March 31, 2014. After considering the impact of taxes and minority interests but before exceptional items, the consolidated net income for the quarter increased significantly by 107.9% to Rs 17,290 Mn, as compared to Rs 8,315 Mn in the corresponding period last year. The net income after exceptional items was Rs 14,365 Mn as compared to Rs 6,102 Mn in the corresponding quarter last year, an increase of 135.4%.

The consolidated operating free cash flow during the quarter was lower by 23.4% at Rs 32,762 Mn as compared to Rs 42,787 Mn in the corresponding quarter last year. Capex during the quarter was stepped up to Rs 45,095 Mn.

5.4.2 Exceptional Items

Exceptional items during the quarter resulted in a net loss of Rs 2,926 Mn, comprising of: (i) a charge of Rs 2,082 Mn

representing the one time re-instatement impact of certain foreign currency liabilities in Nigeria from the Central Bank administered rates to the open market exchange rates, consequent to a notification dated November 6, 2014, (ii) a charge of Rs 684 Mn on account of restructuring activities in a few countries, (iii) a charge of Rs 558 Mn on account of settlement of certain one-off tax disputes, (iv) credit of Rs 403 Mn on account of premature termination of an agreement by a customer (v) tax expense of Rs 536 Mn made up of (a) tax provision of Rs 519 Mn on account of settlement of a tax dispute and (b) tax charge of Rs 17 Mn in respect of (ii), (iii) and (iv) above, and (vi) impact on minority interest of Rs 531 Mn in respect of (i), (ii) (iii) and (v) above.

5.4.3 B2C Services – India

5.4.3.1 Mobile Services

As on December 31, 2014, the Company had 217.2 Mn GSM customers as compared to 198.5 Mn in the corresponding quarter last year, an increase of 9.4%. The company's continued focus on quality acquisitions and retention strategy has resulted in drop in customer churn on sequential basis to 2.7% in Q3'15, and has remained flat compared to corresponding quarter last year. Total minutes on network increased by 4.9% to 267.5 Bn as compared to 255.0 Bn in the corresponding quarter last year. Voice realization per minute on a sequential basis has remained stable; however, the realization of 37.67 paise reflects an increase of 0.45 paise over the corresponding quarter last year. The Company's strategy to generate revenue growth through a judicious mix of pricing, usage and user base, has consistently paid off in terms of two important outcomes - market share and profitability.

The Company continued to accelerate mobile data growth with 42.2 Mn (19.5% of total customers) data customers as on December 31, 2014, representing a growth of 32.4% as compared to 31.9 Mn (16.1% of total customers) at the end of the corresponding quarter last year. The total MBs on the network has almost doubled to 77.3 Bn MBs as compared to 39.9 Bn MBs in the corresponding quarter last year. Mobile Data usage per customer and Data ARPU have been steadily rising every quarter. Mobile Data usage per customer witnessed an increase of 38.3% to 622 MBs during the quarter as compared to 450 MBs in the corresponding quarter last year. Data ARPU increased by 24.6% to Rs 170 during the quarter from Rs 137 in the corresponding quarter last year.

The Company continued to invest on upgradation and expansion of network sites. By the end of the quarter, the Company had 142,898 sites as compared to 137,069 sites in the corresponding quarter last year. Out of the total number, 29.3% are 3G sites. With 41,850 3G sites, Airtel has the largest 3G network in India. There were 28,179 sites on 3G at the end of the corresponding quarter last year and 38,055 at the end of the previous quarter.

Revenue from mobile services during the quarter was Rs 131,635 Mn as compared to Rs 116,446 Mn in the corresponding quarter last year, a growth of 13.0%. Revenue from mobile data accounted for 16.2% of the total mobile revenue during the quarter as compared to 10.6% in the corresponding quarter last year. Mobile data revenue during the quarter grew by 74.3% to Rs 21,141 Mn over the corresponding quarter last year.

EBITDA during the quarter increased by 22.6% to Rs 48,790 Mn as compared to Rs 39,791 Mn in the corresponding quarter last year. EBITDA margin significantly improved to 37.1% during the quarter as compared to 34.2% in the corresponding quarter last year. Improvement in margin is mainly due to sustained revenue growth and tight opex controls. EBIT during the quarter was Rs 31,614 Mn as compared to Rs 23,145 Mn in the corresponding quarter last year, an increase of 36.6%. EBIT margin during the quarter was 24.0% as compared to 19.9% in the corresponding quarter last year, an improvement of 4.1% contributed by improvements in EBITDA as well as asset productivity.

During the quarter, the mobile business incurred capital expenditure of Rs 20,738 Mn largely attributed to 2G and 3G data capex. Operating free cash flows increased by 6.8% at Rs 28,053 Mn as compared to Rs 26,262 Mn in the corresponding quarter last year.

5.4.3.2 Telemedia Services

As on December 31, 2014, the Company had its Telemedia operations in 87 cities with 3.4 Mn customers, out of which approximately 1.5 Mn are broadband (DSL) customers, representing 43.9% of the total Telemedia customers.

For the quarter ended December 31, 2014, revenues from Telemedia operations were Rs 11,171 Mn as compared to Rs 9,869 Mn in the corresponding quarter last year, a growth of 13.2%. EBITDA for the quarter was higher by 22.6% to Rs 4,381 Mn compared to Rs 3,574 Mn in the corresponding quarter last year. EBITDA margin for this segment was higher at 39.2% during the quarter as against 36.2% in the corresponding quarter last year. EBIT for the quarter ended December 31, 2014 was Rs 2,016 Mn as compared to Rs 1,278 Mn in the corresponding quarter last year.

During the quarter ended December 31, 2014, the Company incurred capital expenditure of Rs 1,679 Mn for the Telemedia business. The resultant operating free cash flow during the quarter was Rs 2,702 Mn as compared to Rs 2,751 Mn in the corresponding quarter last year.

5.4.3.3 Digital TV Services

As on December 31, 2014, the Company had its Digital TV operations in 639 districts with 9.8 Mn customers, an increase of 11.4% as compared to corresponding quarter last year. Net customer additions for Digital TV during the quarter were 270 K. As a result of higher HD penetration and upselling of packs, ARPU increased by Rs 7 to Rs 214 as compared to Rs 207 in the corresponding quarter last year.

Revenues from Digital TV services increased by 15.8% to Rs 6,234 Mn as compared to Rs 5,384 Mn in the corresponding quarter last year. From this quarter, the company has harmonized the accounting of indirect taxes in line with other segments and industry practice; such taxes were part of opex earlier and are now netted off against revenues. On a like to like basis the growth in revenues for

DTH is 25.3% compared to the corresponding quarter last year. EBITDA for the quarter increased to Rs 1,707 Mn as compared to Rs 972 Mn in the corresponding quarter last year. The reported EBITDA margin improved significantly to 27.4% in the current quarter, as compared to a margin of 18.1% in the corresponding quarter last year.

During the current quarter, the Company incurred a capital expenditure of Rs 1,630 Mn. Operating free cash flow during the quarter at Rs 77 Mn has significantly improved, compared to cash burn of Rs 137 Mn in the corresponding quarter last year, an increase of 156%.

5.4.4 B2B Services – India: Airtel Business

Revenues for the quarter ended December 31, 2014, represented a de growth of 0.1% to Rs 16,177 Mn as compared to Rs 16,195 Mn in the corresponding quarter last year. EBITDA stood at Rs 3,542 Mn during the quarter as compared to Rs 4,139 Mn in the corresponding quarter last year, lower by 14.4%. EBIT for the current quarter decreased by 27.9% to Rs 1,928 Mn as compared to Rs 2,676 Mn during the corresponding quarter last year. EBIT margin decreased to 11.9% during the quarter as compared to 16.5% in the corresponding quarter last year (12.5% for the nine months ending December 31, 2014 and 12.7% for the full year ended March 31, 2014).

The Company incurred a capital expenditure of Rs 367 Mn in Airtel Business as compared to Rs 242 Mn in the corresponding quarter last year. Operating free cash flow during the quarter was Rs 3,175 Mn as compared to Rs 3,896 Mn in the corresponding quarter last year.

5.4.5 Tower Infrastructure Services

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

Revenues of Bharti Infratel Ltd for the quarter ended December 31, 2014 was Rs 13,692 Mn as compared to Rs 12,592 Mn in the corresponding quarter last year, an increase of 8.7%. EBITDA during the quarter was Rs 6,525 Mn compared to Rs 5,344 Mn in the corresponding quarter last year, an increase of 22.1%. EBIT for the quarter grew 35.3% to Rs 3,705 Mn as compared to Rs 2,739 Mn in the corresponding quarter last year. As at the end of the quarter, Infratel had 36,747 towers with average sharing factor of 2.01 times compared to 1.87 times in the corresponding quarter last year. Including proportionate share of Indus in which Infratel holds 42%, on a consolidated basis, Infratel had 85,064 towers with an average sharing factor of 2.08 times as compared to 1.96 times in the corresponding quarter last year, reflecting an improvement in the tenancy ratio.

Bharti Infratel incurred a capital expenditure of Rs 2,570 Mn during the quarter on a standalone basis. Operating free cash flows during the quarter were Rs 3,955 Mn as compared to Rs 3,665 Mn in the corresponding quarter last year, an increase of 7.9%. The share of profits of Indus during the quarter came in at Rs 1,805 Mn as compared to Rs 1,179 Mn in the corresponding quarter last year.

5.4.6.1 South Asia

As on December 31, 2014, the Company had 7.9 Mn mobile customers on its network compared to 8.4 Mn at the end of last year. Minutes of usage for the quarter were 8.3 Bn as compared to 10.5 Bn in the corresponding quarter last year, a decrease of 21.3%, primarily on account of lower consumption and reduced customer base.

Data customers represented 37.2% of the total customer base in the current quarter as compared to 32.9% in the corresponding quarter last year. Total data consumption during the quarter increased by 83.3% to 2.74 Bn MBs as compared to 1.50 Bn MBs in the corresponding quarter last year. Data usage per customer also increased to 314.2 MBs, a growth of 58.3% as compared to 198.5 MBs in the corresponding quarter last year.

By the end of the quarter, the Company had 6,810 sites on network as compared to 6,633 sites in the corresponding quarter last year. Out of the total number, 3G sites represented 36.8% to 2,504 sites as compared to 1,684 sites in the corresponding quarter last year.

Revenue from operations in South Asia stood at Rs 3,788 Mn for the quarter ended December 31, 2014, a decrease of 15.2% as compared to Rs 4,466 Mn in the corresponding quarter last year, primarily due to lower minutes of usage. Data revenue grew by 44.1% to Rs 422 Mn as compared to Rs 293 Mn in the corresponding quarter last year, with continued benefits from new product launches and concentrated efforts. Data revenue now represents 11.1% of mobile revenue during the quarter as compared to 6.6% in the corresponding quarter last year. EBITDA loss for the quarter was at Rs 271 Mn as compared to EBITDA of Rs 313 Mn in the corresponding quarter last year. EBIT losses during the quarter were Rs 1,782 Mn as compared to Rs 1,129 Mn in the corresponding quarter last year. On a sequential basis the Net Income has been impacted by forex losses of Rs 532 Mn due to currency depreciation and a one off charge of Rs 250 Mn.

During the quarter ended December 31, 2014, the Company incurred capital expenditure of Rs 427 Mn for South Asian operations as compared to Rs 2,117 Mn in the corresponding quarter last year.

5.4.6.2 Africa

In Africa, considering average revenue-weighted exchange rates for the quarter, the currency depreciation has been 4.7% during the quarter, mainly caused by the depreciation in Nigerian Naira by 8.7%, Malawi Kwacha by 17.4% and the CFA by 6.2%. The revenue-weighted average currency depreciation in the last 12 months was 8.6%, the major movements being the Ghana Cedi (-42.3%), Nigerian Naira (-8.6%), Zambian Kwacha (-3.0%) and the CFA (-8.7%).

With the sharp decline in crude oil and other commodity prices, several Africa economies such as Nigeria, Tchad, Congo B, Gabon, DRC and Zambia are undergoing

adjustments in terms of fiscal budgets, Government spending and customer wallets. Africa now being a commodity-heavy continent, the next few quarters will witness a phase of economic adjustment, before they jump back to their fundamentally strong growth path.

On November 24, 2014, the Company's subsidiary in Nigeria and American Towers Corporation / its subsidiaries (ATC) have entered into agreement for the sale of over 4,800 telecom towers in Nigeria to ATC. Further, on December 12, 2014, the Company's subsidiary in Zambia and Rwanda have entered into agreements with IHS Zambia Ltd and IHS Rwanda Ltd, (IHS), respectively for the sale of over 1,100 telecom towers to IHS.

The Company's subsidiaries will have access to a dedicated portion of the towers from ATC/IHS under long term lease contracts, considered as finance lease. As the criteria stated by IFRS 5 'Non-current Assets Held for Sale and Discontinued Operations' are met during the quarter, assets and associated liabilities that are part of this sale and will not be leased back amounting to Rs 21,725 Mn and Rs 2,287 Mn have been reclassified respectively as 'assets of disposal group classified as held for sale' and 'liabilities of disposal group classified as held for sale' in the statement of financial position. As of December 31, 2014, Rs. 52,490 Mn and Rs. 5,737 Mn have been reclassified as 'assets of disposal group classified as held for sale' and 'liabilities of disposal group classified as held for sale', respectively, in the statement of financial position.

During the quarter ended September 30, 2014, the Group formally designated for accounting purposes, a significant portion of its Euro borrowings as a hedge against net investments in subsidiaries (in 5 Francophone countries where the local currency is pegged to the Euro). Any foreign exchange gain or loss on the hedging instrument relating to the effective portion of the hedge is recognized in other comprehensive income to offset the change in the value of the net investment being hedged. Further, during the quarter ended December 31, 2014, the Group has designated certain of its foreign currency borrowings as a cash flow hedge of the foreign currency risk arising from the consideration for the sale of telecom towers. Any foreign exchange gain or loss on the hedging instrument relating to the effective portion of the hedge is recognized in other comprehensive income. Accordingly, during the quarter, foreign exchange gain (net) of Rs 4,177 Mn (net of non-controlling interests) has been recognised in other comprehensive income.

As on December 31, 2014, the Company had an aggregate customer base of 74.6 Mn as compared to 68.3 Mn in the corresponding quarter last year, an increase of 9.2%. On a sequential basis, customer churn has reduced to 5.5%, significantly lower than 6.7% in the corresponding quarter of last year. Total minutes on network during the quarter were 30.4 Bn as compared to 28.3 Bn in the corresponding quarter last year, a growth of 7.4%.

Data customers during the quarter increased by 38.1% to 27.1 Mn as compared to 19.6 Mn in the corresponding quarter last year. Data customers now represent 36.3% of the total customer base, as compared to 28.7% in the corresponding quarter last year. Data traffic has registered a strong growth of 76.0% Y-o-Y to 9.5 Bn MBs during the quarter as compared to 5.4 Bn MBs in the corresponding quarter last year. Data usage per customer during the quarter was 120.9 MBs as compared to 98.6 MBs in the corresponding quarter last year, an increase of 22.6%.

The Company's mobile money service, Airtel Money is gaining customer acceptance across Africa. The total customer base using the Airtel Money platform increased by 125.3% to 6.2 Mn as compared to 2.7 Mn in the corresponding quarter last year. The total number of transactions during the quarter has grown more than two-fold to 159.6 Mn in the current quarter as compared to 73.3 Mn in the corresponding quarter last year. Total value of transactions on the Airtel money platform has grown by 70.8% to $ 2,925 Mn in current quarter as compared to $ 1,713 Mn in the corresponding quarter last year.

The Company had 18,347 network sites by the end of the quarter as compared to 17,565 network sites in the corresponding quarter last year. 3G sites at 9,228 represented 50.3% of the total sites as at the end of the quarter, as compared to 38.0% (6,675 sites) at the end of the corresponding quarter last year.

In constant currency, revenue for the quarter has grown by 3.9% compared to the corresponding quarter of last year. In reported currency, after considering currency impact, revenue for the quarter was $ 1,103 Mn as compared to $ 1,165 Mn in the corresponding quarter last year, a decrease of 5.3%. Mobile data revenue grew by 34.9% to $ 116 Mn during the quarter as compared to $ 86 Mn in the corresponding quarter last year. Mobile data revenue now represents 10.5% of the total mobile revenue during the quarter as compared to 7.4% in the corresponding quarter last year. Net revenue, after netting off inter-connect costs and cost of goods, increased by 6.1 % in constant currency terms.

Opex increased by 3.3% to $ 626 Mn as compared to $ 606 Mn in the corresponding quarter last year, primarily on account of investments in network and customer service costs. Consequently, EBITDA during the quarter at $ 241 Mn is significantly lower compared to $ 300 Mn in the corresponding quarter last year. Depreciation and amortization charges have reduced to $ 190 Mn compared to $ 224 Mn in the corresponding quarter last year mainly due to the impact of "assets held for sale". EBIT for the quarter was lower at $ 51 Mn as compared to $ 77 Mn in the corresponding quarter last year, mainly due to the reduced EBITDA. After accounting for the finance costs and taxes, the net loss for the quarter was $ 136 Mn as compared to a loss of $ 94 Mn in the corresponding quarter last year, mainly due to forex losses and lower EBIT.

Capital expenditure during the quarter was $ 284 Mn for African operations. The cash burn during the quarter stood at $ 43 Mn, as against a cash flow of $ 160 Mn in the corresponding quarter last year, representing the impact of reduced EBITDA and increase in Capex. Investments are mostly directed towards enhancing data capabilities.

5.4 Bharti's Three Line Graph

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

The parameters considered for the three-line graph are:

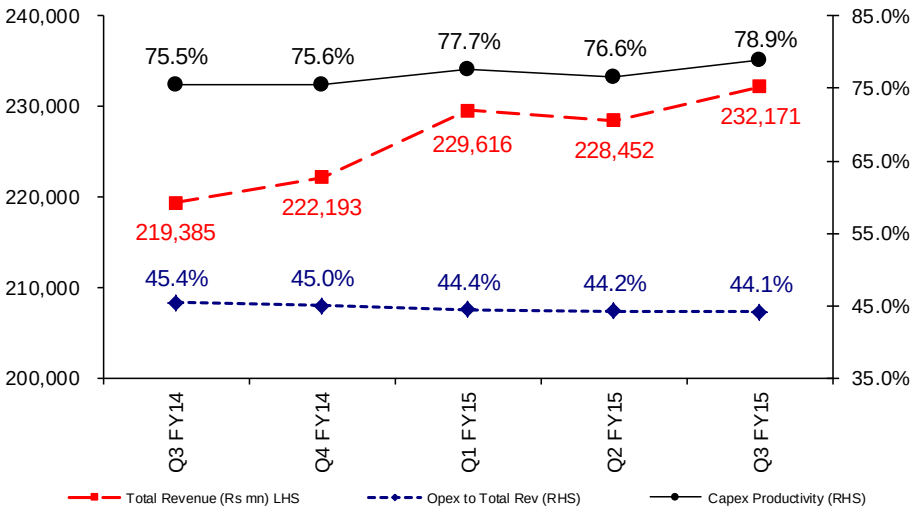
1. Total Revenues i.e. absolute turnover/sales

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

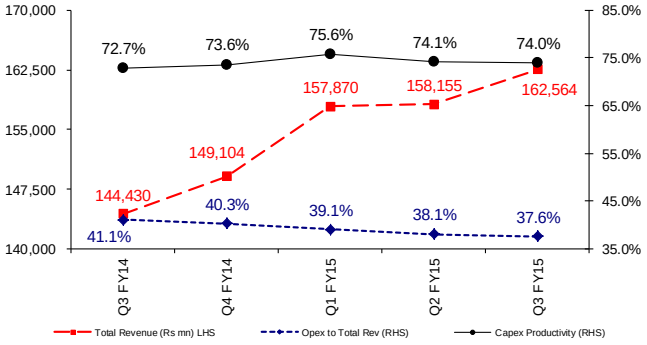
3. Capex Productivity – this is computed by dividing revenue for the quarter (annualized) by gross cumulative capex (gross fixed assets and capital work in progress) till date i.e. the physical investments made in the assets creation of the Company. This ratio depicts the asset productivity of the Company.

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

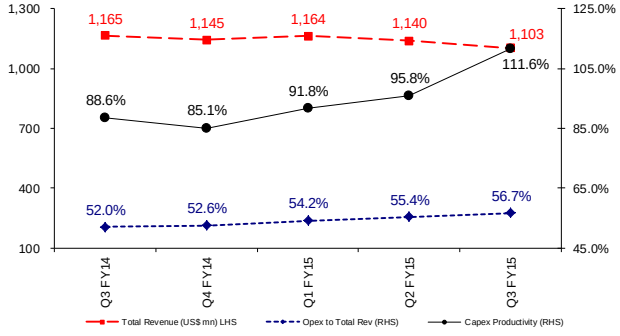
5.4.1 Bharti Airtel Consolidated



5.4.2 Bharti Airtel – India



5.4.3 Bharti Airtel – Africa



SECTION 6

STOCK MARKET HIGHLIGHTS

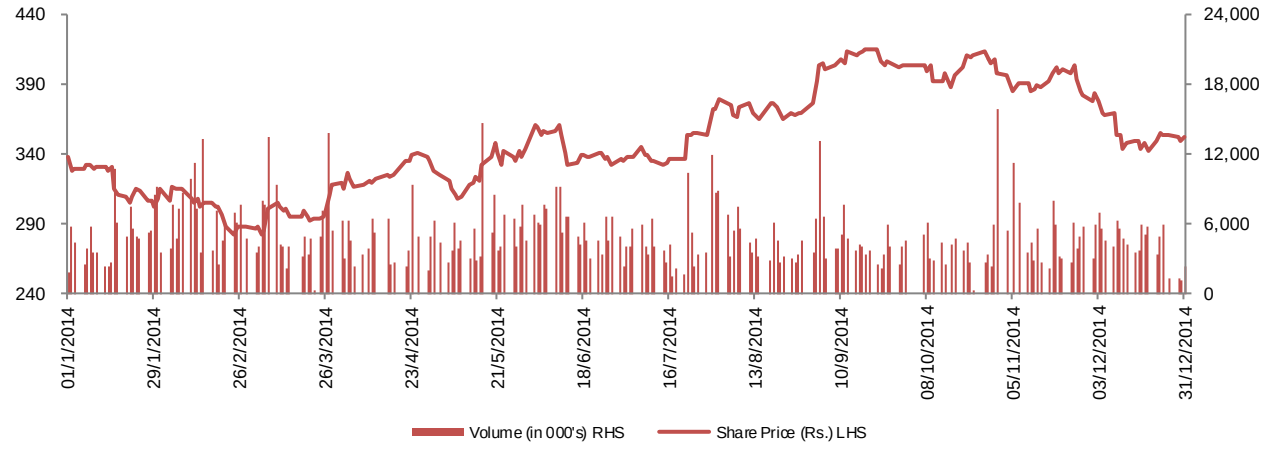
6.1 General Information

Shareholding and Financial Data	Unit	
Code/Exchange		532454/BSE
Bloomberg/Reuters		BHARTI IN/BRTI.BO
No. of Shares Outstanding (31/12/14)	Mn Nos	3,997.40
Closing Market Price - BSE (31/12/14)	Rs /Share	352.85
Combined Volume (NSE & BSE) (01/01/14 - 31/12/14)	Nos in Mn/day	5.04
Combined Value (NSE & BSE) (01/01/14 - 31/12/14)	Rs Mn /day	1,747.73
Market Capitalization	Rs Bn	1,410
Market Capitalization	US$ Bn	22.27
Book Value Per Equity Share	Rs /share	152.42
Market Price/Book Value	Times	2.31
Enterprise Value	Rs Bn	2,079
Enterprise Value	US$ Bn	32.83
Enterprise Value/ EBITDA (LTM)	Times	6.81
P/E Ratio (LTM)	Times	28.83

6.2 Summarized Shareholding pattern as of December 30, 2014

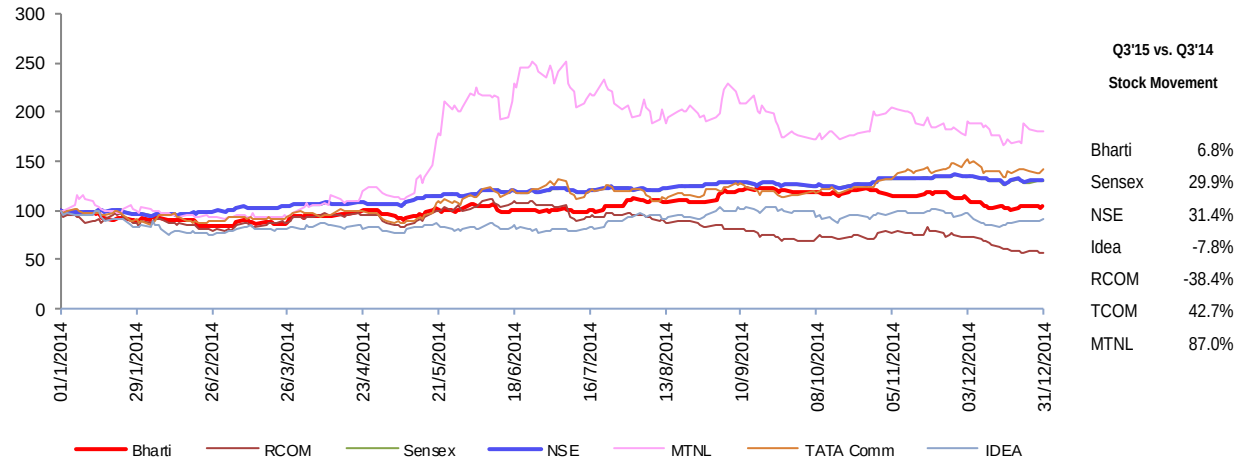
Category	Number of Shares	%
Promoter & Promoter Group		
Indian	1,747,545,460	43.72%
Foreign	865,673,286	21.66%
Sub total	**2,613,218,746**	**65.37%**
Public Shareholding		
Institutions	997,502,915	24.95%
Non-institutions	386,678,441	9.67%
Sub total	**1,384,181,356**	**34.63%**
Total	**3,997,400,102**	**100.00%**

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



Source: Bloomberg

6.4 Comparison of Domestic Telecom Stock movement with Sensex and Nifty



Source: Bloomberg

SECTION 7

DETAILED FINANCIAL AND RELATED INFORMATION

7.1 Extracts from Audited Consolidated Financial Statements prepared in accordance with International Financial Reporting Standards (IFRS)

7.1.1 Consolidated Statement of Income

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-14	Dec-13	Y-on-Y Growth	Dec-14	Dec-13	Y-on-Y Growth
Revenue	232,171	219,385	6%	690,239	635,268	9%
Other operating income	110	222	-50%	714	762	-6%
Operating expenses	(154,424)	(148,601)	4%	(458,765)	(430,786)	6%
Depreciation & amortisation	(38,015)	(39,188)	-3%	(116,910)	(117,052)	0%
Profit / (Loss) from operations	**39,842**	**31,818**	**25%**	**115,278**	**88,192**	**31%**
Share of results of Joint Ventures / Associates	1,800	1,064		5,087	3,538	
Profit / (Loss) before interest and tax	**41,642**	**32,882**	**27%**	**120,365**	**91,730**	**31%**
Finance income	8,219	2,478	232%	17,706	4,319	310%
Finance costs	(18,669)	(13,160)	42%	(46,779)	(42,788)	9%
Other expenses	(73)	(72)	1%	(1,357)	(540)	151%
Exceptional (expenses) / income, net	(2,921)	674		(6,491)	2,107	
Profit / (Loss) before tax	**28,198**	**22,802**	**24%**	**83,444**	**54,828**	**52%**
Income tax income / (expense)	(13,145)	(16,569)	-21%	(43,236)	(34,887)	24%
Net income / (loss) for the period	**15,053**	**6,233**	**141%**	**40,208**	**19,941**	**102%**
Income Attributable to :						
Equity holders of the parent	**14,365**	**6,102**	**135%**	**39,282**	**18,111**	**117%**
Non controlling interests	688	131	425%	926	1,830	-49%
Net Income / (Loss)	15,053	6,233	142%	40,208	19,941	102%
Earning Per Share						
Basic, profit attributable to equity holders of parent (In Rs)	3.60	1.53		9.83	4.60	
Diluted, profit attributable to equity holders of parent (In Rs)	3.59	1.53		9.83	4.59	

7.1.2 Consolidated Statement of Comprehensive Income

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-14	Dec-13	Y-on-Y Growth	Dec-14	Dec-13	Y-on-Y Growth
Net income / (loss) for the period	15,053	6,233	141%	40,208	19,941	102%
Other comprehensive income:						
Items that may be reclassfied subsequently to profit or loss:						
Exchange differences on translation of foreign operations	(25,561)	(1,194)	2041%	(41,315)	20,115	-305%
Income tax effect	0	0		0	(150)	100%
Gains/(losses) on hedges of net investment	6,012	0		17,655	0	
Income tax effect	0	0		0	0	
Gains/(losses) on cash flow hedge	(2,321)	0		(2,321)	0	
Income tax effect	0	0		0	0	
	(21,870)	(1,194)	1732%	(25,981)	19,964	-230%
Items that will not be reclassfied to profit or loss:						
Re-measurement gains/(losses) on defined benefit plans	44	(16)	-375%	(40)	(186)	-78%
Income tax effect	(10)	3	-433%	8	35	-77%
	34	(13)	-362%	(32)	(151)	-79%
Other comprehensive income / (loss) for the period, net of tax	**(21,836)**	**(1,207)**	**1710%**	**(26,013)**	**19,814**	**-231%**
Total comprehensive income / (loss) for the period, net of tax	**(6,783)**	**5,027**	**-235%**	**14,195**	**39,754**	**-64%**
Total comprehensive income / (loss) attributable to :						
Equity holders of the parent	**(5,930)**	**4,808**	**-223%**	**14,882**	**38,467**	**-61%**
Non controlling interests	(853)	218	-491%	(687)	1,288	-153%
Total Comprehensive Income / (Loss)	**(6,783)**	**5,026**	**-235%**	**14,195**	**39,755**	**-64%**

7.1.3 Consolidated Statement of Financial Position

Amount in Rs Mn

Particulars	As at Dec 31, 2014	As at Dec 31, 2013	As at Mar 31, 2014
Assets			
Non-current assets			
Property, plant and equipment	560,625	605,396	596,429
Intangible assets	919,763	772,779	809,716
Investment in joint ventures / associates	49,166	54,983	56,702
Investment (non-current)	42,298	38,333	36,341
Derivative financial assets	5,415	3,513	2,761
Other financial assets	16,379	17,235	17,330
Other non - financial assets	26,825	24,498	26,009
Deferred tax asset	58,304	65,996	62,627
	1,678,775	**1,582,733**	**1,607,915**
Current assets			
Inventories	1,264	1,442	1,422
Trade and other receivable	72,140	62,141	62,441
Derivative financial assets	1,233	1,323	819
Prepayments and other assets	36,118	30,545	29,656
Income tax recoverable	7,401	6,185	9,319
Short term investments	61,209	87,161	62,265
Other financial assets	10,203	9,030	8,127
Cash and cash equivalents	25,378	25,378	49,808
	214,946	**223,205**	**223,857**
Assets of disposal group classified as held for sale	52,490	0	0
	267,436	**223,205**	**223,857**
Total assets	**1,946,211**	**1,805,938**	**1,831,772**
Equity and liabilities			
Equity			
Issued capital	19,987	19,987	19,987
Treasury shares	(170)	(415)	(342)
Share premium	123,456	123,456	123,456
Retained earnings / (deficit)	460,383	427,548	437,167
Foreign currency translation reserve	(39,311)	(12,064)	(16,777)
Other components of equity	44,938	34,085	34,069
Equity attributable to equity holders of parent	**609,283**	**592,597**	**597,560**
Non-controlling interest	43,569	41,088	42,102
Total equity	**652,852**	**633,685**	**639,662**
Non-current liabilities			
Borrowing	470,277	562,577	549,919
Deferred revenue	16,657	12,430	14,010
Provisions	6,218	9,302	10,044
Derivative financial liabilities	1,298	6,679	4,313
Deferred tax liability	16,378	15,822	16,850
Other financial liabilities	158,552	24,407	27,464
Other non - financial liabilities	1,485	1,438	1,460
	670,865	**632,655**	**624,060**
Current liabilities			
Borrowing	189,111	170,563	209,039
Deferred revenue	48,387	45,832	44,899
Provisions	1,980	1,680	1,725
Other non - financial liabilities	25,217	20,749	15,277
Derivative financial liabilities	614	1,051	1,097
Income tax liabilities	9,489	14,478	12,032
Trade & other payables	341,959	285,245	283,981
	616,757	**539,598**	**568,050**
Liabilities of disposal group classified as held for sale	5,737	0	0
	622,494	**539,598**	**568,050**
Total liabilities	**1,293,359**	**1,172,253**	**1,192,110**
Total equity and liabilities	**1,946,211**	**1,805,938**	**1,831,772**

7.1.4 Consolidated Statement of Cash Flows

Amount in Rs Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-14	Dec-13	Dec-14	Dec-13
Cash flows from operating activities				
Profit before tax	**28,198**	**22,802**	**83,444**	**54,828**
Adjustments for -				
Depreciation and amortization	38,015	39,188	116,910	117,052
Finance income	(8,219)	(2,478)	(17,706)	(4,319)
Finance cost	18,669	13,160	46,779	42,788
Share of results of Joint ventures / associates	(1,800)	(1,064)	(5,087)	(3,538)
Exceptional items	2,082	(229)	2,082	(2,481)
Amortization of stock based compensation	28	69	4	(47)
Other non-cash items	(61)	(219)	(9)	(543)
Operating cash flow before changes in assets and liabilities	**76,912**	**71,229**	**226,417**	**203,740**
Trade & other receivables and prepayments	(5,461)	(7,132)	(23,419)	4,310
Inventories	37	191	131	(141)
Trade and other payables	7,968	522	43,685	29,762
Change in provision	98	(212)	500	2,545
Other financial and non financial liabilities	1,075	8,709	(145)	10,850
Other financial and non financial assets	1,566	(4,462)	(4,515)	(6,865)
Cash generated from operations	**82,195**	**68,845**	**242,654**	**244,201**
Interest received	137	139	1,114	1,548
Dividend from mutual funds	86	233	480	662
Dividend received	0	0	12,202	2,200
Income tax paid	(13,880)	(9,595)	(31,758)	(24,237)
Net cash inflow from operating activities	**68,538**	**59,622**	**224,692**	**224,374**
Cash flows from investing activities				
Purchase of property, plant and equipment	(38,225)	(18,952)	(104,598)	(92,585)
Proceeds from sale of property, plant and equipment 16	60	431	1,792	4,203
Purchase of intangible assets	(5,626)	(943)	(17,433)	(7,412)
Short term investments (Net)	11,084	(23,351)	7,104	(50,732)
Purchase of non-current investments	0	(6,342)	(2,528)	(8,842)
Sale of non-current investments	0	0	1,618	0
Investment in subsidiary, net of cash acquired	(358)	0	(358)	(3,675)
Demerger of subsidiary	0	0	0	(8,009)
Investment in associate / joint venture	0	(2)	(10)	(2)
Proceeds from Joint venture on account of capital reduction	87	0	87	0
Loan to joint venture / associate (net)	0	(60)	(154)	(30,279)
Net cash outflow from investing activities	**(32,978)**	**(49,219)**	**(114,480)**	**(197,333)**
Cash flows from financing activities				
Proceeds from issuance of borrowings	28,508	114,756	280,873	215,202
Repayment of borrowings	(51,623)	(106,391)	(391,449)	(256,317)
Short term borrowings (net)	3,325	(2,092)	3,790	2,751
Repayment of loan to joint venture	0	0	(9,173)	0
Interest paid	(7,536)	(10,059)	(24,157)	(30,208)
Proceeds from exercise of stock options	73	7	188	33
Dividend paid (including tax) to Company's shareholders	0	0	(16,034)	(4,439)
Dividend paid (including tax) to non - controlling interests	(68)	(392)	(5,365)	(2,296)
Proceeds from issuance of equity shares to institutional investor	0	0	0	67,956
Sale of interest in a subsidiary to non-controlling interest	0	0	21,230	0
Payment of long term liability / acquisition of non-controlling interest	0	(2,153)	0	(5,981)
Net cash inflow / (outflow) from financing activities	**(27,321)**	**(6,324)**	**(140,097)**	**(13,299)**
Net (decrease) / increase in cash and cash equivalents[13] during the period	**8,239**	**4,079**	**(29,885)**	**13,742**
Effect of exchange rate changes on cash and cash equivalents	24	(301)	(405)	(1,211)
Add : Balance as at the beginning of the period	1,022	10,065	39,575	1,312
Balance as at the end of the period	**9,285**	**13,843**	**9,285**	**13,843**

Note 13: Cash and Cash Equivalents is including bank overdraft.

7.2 Schedules to Financial Statements

7.2.1 India

7.2.1.1 Schedule of Operating Expenses

Amount in Rs Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-14	Dec-13	Dec-14	Dec-13
Access charges	20,392	17,613	58,906	54,534
Licence fees, revenue share & spectrum charges	17,775	15,269	52,705	44,770
Network operations costs	37,745	36,429	111,208	105,927
Cost of goods sold	344	457	1,033	937
Employee costs	5,516	5,529	16,667	16,610
Selling, general and adminstration expense	17,829	17,422	55,155	53,589
Operating Expenses	**99,601**	**92,720**	**295,674**	**276,367**

7.2.1.2 Schedule of Depreciation & Amortization

Amount in Rs Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-14	Dec-13	Dec-14	Dec-13
Depreciation	20,896	20,692	63,822	63,207
Amortization	3,849	3,181	10,433	9,598
Depreciation & Amortization [14]	**24,745**	**23,873**	**74,254**	**72,805**

Note 14: Depreciation and Amortization reported above for the quarter ended and nine months ended Dec-13, excludes the impact of exceptional items.

7.2.1.3 Schedule of Income Tax

Amount in Rs Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-14	Dec-13	Dec-14	Dec-13
Current tax expense	8,696	7,498	29,234	17,546
Deferred tax expense / (income)	969	690	(817)	8
Dividend distribution tax	390	1,265	1,030	1,444
Income tax expense [15]	**10,055**	**9,453**	**29,446**	**18,998**

Note 15: Income tax expense reported above for the quarter ended and nine months ended Dec-13, excludes the impact of exceptional items.

7.2.2 South Asia

7.2.2.1 Schedule of Operating Expenses

Amount in Rs Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-14	Dec-13	Dec-14	Dec-13
Access charges	552	791	1,822	2,219
Licence fees, revenue share & spectrum charges	383	215	1,136	1,032
Network operations costs	1,446	1,309	4,110	3,741
Cost of goods sold	70	79	184	200
Employee costs	308	355	957	1,001
Selling, general and adminstration expense	1,300	1,404	3,773	3,983
Operating Expenses	**4,059**	**4,153**	**11,982**	**12,175**

7.2.2.2 Schedule of Depreciation & Amortization

Amount in Rs Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-14	Dec-13	Dec-14	Dec-13
Depreciation	1,264	1,246	3,542	3,510
Amortization	247	196	727	419
Depreciation & Amortization	**1,511**	**1,442**	**4,269**	**3,929**

7.2.3 Africa

7.2.3.1 Schedule of Operating Expenses

Amount in US$ Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-14	Dec-13	Dec-14	Dec-13
Access charges	163	192	503	523
Licence fees, revenue share & spectrum charges	65	54	194	171
Network operations costs	225	216	669	622
Cost of goods sold	10	13	31	44
Employee costs	97	96	298	296
Selling, general and adminstration expense	303	294	919	810
Operating Expenses	**862**	**865**	**2,614**	**2,466**

7.2.3.2 Schedule of Depreciation & Amortization

Amount in US$ Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-14	Dec-13	Dec-14	Dec-13
Depreciation	147	179	502	531
Amortization	43	45	131	138
Depreciation & Amortization [16]	**190**	**224**	**633**	**669**

Note 16: Depreciation and Amortization reported above for the quarter ended and nine months ended Dec-14 and Dec-13, excludes the impact of exceptional items.

7.2.3.3 Schedule of Income Tax

Amount in US$ Mn

Particulars	Quarter Ended		Nine Months Ended	
	Dec-14	Dec-13	Dec-14	Dec-13
Current tax expense	16	69	119	160
Withholding taxes (WHT)	7	9	27	52
Deferred tax expense / (income)	18	(8)	62	(11)
Income tax expense [17]	**41**	**70**	**208**	**201**

Note 17: Income tax expense reported above for the quarter ended and nine months ended Dec-14 and Dec-13, excludes the impact of exceptional items. Refer section 5.4.2 on "Exceptional Items" on page 23 for details.

7.3 Consolidated Schedule of Net Debt & Finance Cost

7.3.1 Schedule of Net Debt in INR

Amount in Rs Mn

Particulars	As at Dec 31, 2014	As at Dec 31, 2013	As at Mar 31, 2014
Long term debt, net of current portion	470,277	562,577	549,919
Short-term borrowings and current portion of long-term debt	189,111	170,563	209,039
Deferred payment liability	139,884	0	1,026
Less:			
Cash and Cash Equivalents	25,378	25,378	49,808
Restricted Cash	1,300	1,624	1,982
Restricted Cash, non-current	699	4,214	4,172
Investments	103,507	125,494	98,606
Net Debt	**668,388**	**576,430**	**605,416**

7.3.2 Schedule of Net Debt in US$

Amount in US$ Mn

Particulars	As at Dec 31, 2014	As at Dec 31, 2013	As at Mar 31, 2014
Long term debt, net of current portion	7,426	9,089	9,150
Short-term borrowings and current portion of long-term debt	2,986	2,756	3,478
Deferred payment liability	2,209	0	17
Less:			
Cash and Cash Equivalents	401	410	829
Restricted Cash	21	26	33
Restricted Cash, non-current	11	68	69
Investments	1,634	2,027	1,641
Net Debt	**10,554**	**9,313**	**10,074**

7.3.3 Schedule of Finance Cost

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		Nine Months Ended	
	Dec-14	Dec-13	Dec-14	Dec-13
Interest on borrowings & Finance charges	10,500	10,844	30,886	31,868
Derivatives and exchange (gain)/ loss	5,526	2,148	10,719	10,906
Investment (income)/ loss	(5,576)	(2,310)	(12,532)	(4,305)
Finance cost (net)	**10,450**	**10,682**	**29,073**	**38,469**

7.4 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 IFRS, but this information is not in itself an expressly permitted GAAP measure. Such non - GAAP measures should not be viewed in isolation as alternatives to the equivalent GAAP measures.

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

Non – GAAP measure	Equivalent GAAP measure for IFRS	Location in this results announcement of reconciliation and further information
Earnings before Interest, Taxation, Depreciation and Amortization (EBITDA)	Profit / (Loss) from Operating Activities	Page 38
Cash Profit from Operations before Derivative & Exchange (Gain)/Loss	Profit / (Loss) from Operating Activities	Page 38
Capex	NA	NA
Operating Free Cash flow	NA	NA
Cumulative investments	NA	NA

7.4.1 Reconciliation of Non-GAAP financial information based on IFRS

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		Nine Months Ended	
	Dec-14	Dec-13	Dec-14	Dec-13
Profit / (Loss) from Operating Activities To EBITDA				
Profit / (Loss) from Operating Activities	39,842	31,818	115,278	88,192
Add: Depreciation and Amortization	38,015	39,188	116,910	117,052
EBITDA	**77,857**	**71,006**	**232,188**	**205,244**
Reconciliation of Finance Cost				
Finance Cost	18,669	13,160	46,779	42,788
Finance Income	(8,219)	(2,478)	(17,706)	(4,319)
Finance Cost (net)	**10,450**	**10,682**	**29,073**	**38,469**
Profit / (Loss) from Operating Activities to Cash Profit from Operations before Derivative & Exchange Fluctuation				
Profit / (Loss) from Operating Activities	39,842	31,818	115,278	88,192
Add: Depreciation and Amortization	38,015	39,188	116,910	117,052
Less: Finance Cost (net)	10,450	10,682	29,073	38,469
Add: Derivatives and exchange (gain)/loss	5,526	2,148	10,719	10,906
Cash Profit from Operations before Derivative & Exchange Fluctuation	**72,858**	**62,401**	**212,476**	**177,142**

Section 8

TRENDS AND RATIO ANALYSIS

8.1 Based on Statement of Operations

Consolidated

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
Total revenues	**232,171**	**228,452**	**229,616**	**222,193**	**219,385**
Access charges	28,804	28,077	27,890	28,731	28,756
Cost of goods sold	1,057	988	937	968	1,367
Net revenues	**202,310**	**199,386**	**200,790**	**192,495**	**189,262**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	102,392	100,939	102,025	99,890	99,654
Licence Fee	22,172	21,559	21,925	19,831	18,823
EBITDA	**77,857**	**77,053**	**77,278**	**73,186**	**71,006**
Cash profit from operations before Derivative and Exchange Fluctuations	72,858	68,976	70,642	64,672	62,401
EBIT	39,842	38,524	36,913	33,741	31,819
Share of results of Joint Ventures/Associates	1,800	1,709	1,578	1,673	1,064
Profit before Tax	31,118	29,969	28,848	25,384	22,128
Net income	14,365	13,832	11,085	9,616	6,102
Capex	45,095	37,271	39,857	33,278	28,219
Operating Free Cash Flow (EBITDA - Capex)	32,762	39,783	37,422	39,908	42,787
Cumulative Investments	2,258,253	2,221,036	2,161,720	2,158,800	2,103,006

	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
As a % of Total revenues					
Access charges	12.4%	12.3%	12.1%	12.9%	13.1%
Cost of goods sold	0.5%	0.4%	0.4%	0.4%	0.6%
Net revenues	87.1%	87.3%	87.4%	86.6%	86.3%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	44.1%	44.2%	44.4%	45.0%	45.4%
Licence Fee	9.5%	9.4%	9.5%	8.9%	8.6%
EBITDA	33.5%	33.7%	33.7%	32.9%	32.4%
Cash profit from operations before Derivative and Exchange Fluctuations	31.4%	30.2%	30.8%	29.1%	28.4%
EBIT	17.2%	16.9%	16.1%	15.2%	14.5%
Share of results of JV / Associates	0.8%	0.7%	0.7%	0.8%	0.5%
Profit before tax	13.4%	13.1%	12.6%	11.4%	10.1%
Net income	6.2%	6.1%	4.8%	4.3%	2.8%

Refer Note 5, 6, on page 6

India & South Asia

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
Total revenues	**166,148**	**161,827**	**162,019**	**153,298**	**148,706**
Access charges	20,774	20,126	19,315	18,895	18,274
Cost of goods sold	414	461	341	438	536
Net revenues	**144,960**	**141,240**	**142,363**	**133,965**	**129,896**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	64,109	63,049	64,635	63,000	62,389
Licence Fee	18,158	17,687	17,996	16,141	15,484
EBITDA	**62,906**	**60,754**	**60,309**	**55,343**	**52,355**
EBIT	36,650	34,692	34,104	29,845	27,040
Profit before Tax	38,198	34,135	33,460	29,010	24,580
Net income (before exceptional items)	25,650	22,960	21,790	18,413	14,115
Capex	27,517	21,250	30,285	22,410	19,538
Operating Free Cash Flow (EBITDA - Capex)	35,388	39,505	30,024	32,933	32,817
Cumulative Investments	1,500,781	1,402,788	1,318,040	1,294,057	1,218,560

	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
As a % of Total revenues					
Access charges	12.5%	12.4%	11.9%	12.3%	12.3%
Cost of goods sold	0.2%	0.3%	0.2%	0.3%	0.4%
Net revenues	87.2%	87.3%	87.9%	87.4%	87.4%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	38.6%	39.0%	39.9%	41.1%	42.0%
Licence Fee	10.9%	10.9%	11.1%	10.5%	10.4%
EBITDA	37.9%	37.5%	37.2%	36.1%	35.2%
EBIT	22.1%	21.4%	21.0%	19.5%	18.2%
Profit before tax	23.0%	21.1%	20.7%	18.9%	16.5%
Net income	15.4%	14.2%	13.4%	12.0%	9.5%

Refer Note 7 on page 7

India

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
Total revenues	**162,564**	**158,155**	**157,870**	**149,104**	**144,430**
Access charges	20,392	19,749	18,766	18,366	17,613
Cost of goods sold	344	421	267	337	457
Net revenues	**141,828**	**137,985**	**138,837**	**130,401**	**126,360**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	61,090	60,269	61,671	60,095	59,380
Licence Fee	17,775	17,320	17,611	15,776	15,269
EBITDA	**63,176**	**60,647**	**60,134**	**55,047**	**52,042**
EBIT	38,432	36,033	35,238	30,928	28,168
Profit before Tax	40,734	35,665	35,168	30,699	26,274
Net income (before exceptional items)	28,194	24,499	23,481	20,119	15,826
Capex	27,090	20,588	29,470	20,312	17,421
Operating Free Cash Flow (EBITDA - Capex)	36,086	40,058	30,664	34,735	34,621
Cumulative Investments	1,433,023	1,336,906	1,254,975	1,231,352	1,155,724

	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
As a % of Total revenues					
Access charges	12.5%	12.5%	11.9%	12.3%	12.2%
Cost of goods sold	0.2%	0.3%	0.2%	0.2%	0.3%
Net revenues	87.2%	87.2%	87.9%	87.5%	87.5%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	37.6%	38.1%	39.1%	40.3%	41.1%
Licence Fee	10.9%	11.0%	11.2%	10.6%	10.6%
EBITDA	38.9%	38.3%	38.1%	36.9%	36.0%
EBIT	23.6%	22.8%	22.3%	20.7%	19.5%
Profit before tax	25.1%	22.6%	22.3%	20.6%	18.2%
Net income	17.3%	15.5%	14.9%	13.5%	11.0%

Refer Note 7 on page 7

South Asia

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
Total revenues	**3,788**	**3,893**	**4,371**	**4,488**	**4,466**
Access charges	552	541	729	764	791
Cost of goods sold	70	40	74	101	79
Net revenues	**3,166**	**3,312**	**3,568**	**3,623**	**3,596**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	3,053	2,838	2,949	2,963	3,068
Licence Fee	383	367	386	365	215
EBITDA	**(271)**	**107**	**233**	**296**	**313**
EBIT	(1,782)	(1,341)	(1,076)	(1,083)	(1,129)
Profit before Tax	(2,536)	(1,531)	(1,650)	(1,689)	(1,694)
Net income (before exceptional items)	(2,545)	(1,539)	(1,633)	(1,706)	(1,711)
Capex	427	661	815	2,098	2,117
Operating Free Cash Flow (EBITDA - Capex)	(698)	(554)	(582)	(1,802)	(1,804)
Cumulative Investments	67,758	65,883	63,066	62,705	62,836

Particulars	Quarter Ended				
	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
Exchange Fluctuation Impact					
Reported revenues (Rs Mn)	3,788	3,893	4,371	4,488	4,466
a. QoQ growth (%)	*-2.70%*	*-10.92%*	*-2.61%*	*0.50%*	*-1.57%*
b. Impact of exchange fluctuation (%)) [18]	*2.18%*	*0.85%*	*-2.77%*	*-0.79%*	*-0.97%*
c. QoQ growth in constant currency (%) (a - b)	*-4.89%*	*-11.77%*	*0.16%*	*1.29%*	*-0.60%*
Revenues in constant currency (Rs Mn)[19]	3,788	3,983	4,514	4,507	4,450

Note 18: Based on Q-o-Q variation and weighted on the revenues of each country for the current quarter
Note 19: Revenues for all prior periods restated at the average exchange rates of each country for the quarter ended Dec-14.

	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
As a % of Total revenues					
Access charges	14.6%	13.9%	16.7%	17.0%	17.7%
Cost of goods sold	1.8%	1.0%	1.7%	2.2%	1.8%
Net revenues	83.6%	85.1%	81.6%	80.7%	80.5%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	80.6%	72.9%	67.5%	66.0%	68.7%
Licence Fee	10.1%	9.4%	8.8%	8.1%	4.8%
EBITDA	-7.1%	2.8%	5.3%	6.6%	7.0%
EBIT	-47.0%	-34.4%	-24.6%	-24.1%	-25.3%
Profit before tax	-67.0%	-39.3%	-37.8%	-37.6%	-37.9%
Net income	-67.2%	-39.5%	-37.4%	-38.0%	-38.3%

Africa

In INR:

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
Total revenues	**68,276**	**68,956**	**69,685**	**70,623**	**72,298**
Access charges	10,055	10,037	10,456	11,408	11,903
Cost of goods sold	643	625	595	540	831
Net revenues	**57,578**	**58,295**	**58,634**	**58,675**	**59,564**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	38,637	38,166	37,752	37,179	37,597
Licence Fee	4,014	3,872	3,929	3,690	3,339
EBITDA	**14,953**	**16,310**	**16,958**	**17,850**	**18,652**
EBIT	3,195	3,842	2,797	3,904	4,779
Profit before Tax	(7,079)	(4,155)	(4,624)	(3,616)	(2,450)
Net income (before exceptional items)	(8,359)	(7,536)	(8,200)	(6,453)	(5,798)
Capex	17,578	16,021	9,571	10,868	8,681
Operating Free Cash Flow (EBITDA - Capex)	(2,625)	289	7,386	6,981	9,971
Cumulative Investments	757,472	818,247	843,679	864,744	884,446

	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
As a % of Total revenues					
Access charges	14.7%	14.6%	15.0%	16.2%	16.5%
Cost of goods sold	0.9%	0.9%	0.9%	0.8%	1.1%
Net revenues	84.3%	84.5%	84.1%	83.1%	82.4%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	56.6%	55.3%	54.2%	52.6%	52.0%
Licence Fee	5.9%	5.6%	5.6%	5.2%	4.6%
EBITDA	21.9%	23.7%	24.3%	25.3%	25.8%
EBIT	4.7%	5.6%	4.0%	5.5%	6.6%
Profit before tax	-10.4%	-6.0%	-6.6%	-5.1%	-3.4%
Net income	-12.2%	-10.9%	-11.8%	-9.1%	-8.0%

Refer Note 7 on page 7

Africa

In USD:

Amount in US$ Mn, except ratios

Particulars	Quarter Ended				
	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
Total revenues	**1,103**	**1,140**	**1,164**	**1,145**	**1,165**
Access charges	163	166	175	185	192
Cost of goods sold	10	10	10	9	13
Net revenues	**930**	**964**	**979**	**951**	**960**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	626	631	630	602	606
Licence Fee	65	64	66	60	54
EBITDA	**241**	**270**	**283**	**290**	**300**
EBIT	51	63	47	64	77
Profit before Tax	(115)	(69)	(77)	(58)	(40)
Net income (before exceptional items)	(136)	(124)	(137)	(105)	(94)
Capex	284	265	160	176	140
Operating Free Cash Flow (EBITDA - Capex)	(43)	5	123	114	160
Cumulative Investments	11,940	13,280	14,039	14,388	14,289

Particulars	Quarter Ended				
	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
Exchange Fluctuation Impact					
Reported revenues (US$ Mn)	1,103	1,140	1,164	1,145	1,165
a. QoQ growth (%)	*-3.24%*	*-2.00%*	*1.66%*	*-1.76%*	*4.11%*
b. Impact of exchange fluctuation (%)) [20]	*-5.18%*	*-1.81%*	*-1.39%*	*-0.88%*	*-0.03%*
c. QoQ growth in constant currency (%) (a - b)	*1.94%*	*-0.19%*	*3.05%*	*-0.87%*	*4.15%*
Revenues in constant currency (US$ Mn)[21]	1,103	1,082	1,085	1,052	1,062

Note 20: Based on Q-o-Q variation and weighted on the revenues of each country for the current quarter.
Note 21: Revenues for all prior periods restated at the average exchange rates of each country for the quarter ended Dec-14.

	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
As a % of Total revenues					
Access charges	14.7%	14.6%	15.0%	16.2%	16.5%
Cost of goods sold	0.9%	0.9%	0.9%	0.8%	1.1%
Net revenues	84.3%	84.5%	84.1%	83.1%	82.4%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	56.7%	55.4%	54.2%	52.6%	52.0%
Licence Fee	5.9%	5.6%	5.6%	5.2%	4.6%
EBITDA	21.9%	23.6%	24.3%	25.3%	25.8%
EBIT	4.6%	5.6%	4.0%	5.6%	6.6%
Profit before tax	-10.5%	-6.0%	-6.6%	-5.1%	-3.5%
Net income from operations	-12.3%	-10.9%	-11.8%	-9.1%	-8.0%

Refer Note 7 on page 7

8.2 Financial Trends of Business Operations

Mobile Services India

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
Total revenues	**131,635**	**126,342**	**127,525**	**120,836**	**116,446**
EBITDA	48,790	46,115	47,073	42,174	39,791
EBITDA / Total revenues	*37.1%*	*36.5%*	*36.9%*	*34.9%*	*34.2%*
EBIT	31,614	28,983	29,514	25,420	23,145
Capex	20,738	14,890	22,879	12,901	13,529
Operating Free Cash Flow (EBITDA - Capex)	28,053	31,225	24,194	29,273	26,262
Cumulative Investments	1,071,544	983,232	906,159	878,872	809,910

Telemedia Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
Total revenues	**11,171**	**11,160**	**10,705**	**10,242**	**9,869**
EBITDA	4,381	4,481	3,947	3,816	3,574
EBITDA / Total revenues	*39.2%*	*40.2%*	*36.9%*	*37.3%*	*36.2%*
EBIT	2,016	2,132	1,756	1,420	1,278
Capex	1,679	1,029	689	1,932	823
Operating Free Cash Flow (EBITDA - Capex)	2,702	3,452	3,258	1,884	2,751
Cumulative Investments	81,947	80,244	79,225	79,315	77,293

Digital TV Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
Total revenues	**6,234**	**6,263**	**5,915**	**5,415**	**5,384**
EBITDA	1,707	1,529	1,438	967	972
EBITDA / Total revenues	*27.4%*	*24.4%*	*24.3%*	*17.9%*	*18.1%*
EBIT	(360)	(677)	(625)	(1,107)	(1,079)
Capex	1,630	2,255	2,627	1,779	1,109
Operating Free Cash Flow (EBITDA - Capex)	77	(726)	(1,189)	(811)	(137)
Cumulative Investments	52,948	51,356	47,977	46,468	44,712

Airtel Business

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
Total revenues	**16,177**	**17,037**	**16,111**	**16,305**	**16,195**
EBITDA	3,542	4,080	3,223	3,661	4,139
EBITDA / Total revenues	*21.9%*	*23.9%*	*20.0%*	*22.5%*	*25.6%*
EBIT	1,928	2,487	1,755	2,136	2,676
Capex	367	328	115	700	242
Operating Free Cash Flow (EBITDA - Capex)	3,175	3,752	3,108	2,962	3,896
Cumulative Investments	50,797	49,708	48,574	48,279	44,612

Tower Infrastructure Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
Total revenues	**13,692**	**13,744**	**13,328**	**13,060**	**12,592**
EBITDA	6,525	6,305	6,073	6,340	5,344
EBITDA / Total revenues	*47.7%*	*45.9%*	*45.6%*	*48.5%*	*42.4%*
EBIT	3,705	3,579	3,368	3,774	2,739
Share of results of Joint ventures / Associates	1,805	1,728	1,596	1,691	1,179
Capex	2,570	2,054	2,667	2,939	1,679
Operating Free Cash Flow (EBITDA - Capex)	3,955	4,251	3,405	3,401	3,665
Cumulative Investments	171,202	167,914	168,454	174,336	171,720

Others

Amount in Rs Mn

Particulars	Quarter Ended				
	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13
Total revenues	**690**	**725**	**779**	**835**	**707**
EBITDA	(433)	(567)	(361)	(444)	(583)
EBIT	(430)	(445)	(488)	(434)	(583)
Capex	153	74	530	140	44
Operating Free Cash Flow (EBITDA - Capex)	(587)	(641)	(891)	(584)	(627)
Cumulative Investments	4,585	4,451	4,585	4,081	7,476

8.3 Based on Statement of Financial Position

Consolidated

Amount in Rs Mn, except ratios

Particulars	As at				
	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Equity attributable to equity holders of parent	609,282	615,141	606,977	597,560	592,597
Net Debt	668,388	622,158	577,443	605,416	576,430
Net Debt (US$ Mn)	10,554	10,098	9,609	10,074	9,313
Capital Employed = Equity attributable to equity holders of parent + Net Debt	1,277,670	1,237,299	1,184,420	1,202,976	1,169,027

	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Return on Equity attributable to equity holders of parent (LTM)	8.1%	6.8%	5.4%	4.8%	4.2%
Return on Capital Employed (LTM)	7.3%	6.7%	6.6%	6.5%	6.4%
Net Debt to EBITDA (LTM) - US$	2.11	2.06	2.04	2.19	2.05
Net Debt to EBITDA (Annualised) - US$	2.10	1.98	1.86	2.12	2.03
Assets Turnover ratio (LTM)	70.7%	70.4%	70.2%	69.0%	68.2%
Interest Coverage ratio (times)	7.82	9.08	8.55	7.83	7.61
Net debt to Equity attributable to equity holders of parent (Times)	1.10	1.01	0.95	1.01	0.97
Per share data (for the period)					
Net profit/(loss) per common share (in Rs)	3.60	3.46	2.77	2.41	1.53
Net profit/(loss) per diluted share (in Rs)	3.59	3.46	2.77	2.41	1.53
Book Value Per Equity Share (in Rs)	152.4	153.9	151.8	149.5	148.2
Market Capitalization (Rs Bn)	1,410	1,616	1,347	1,275	1,321
Enterprise Value (Rs Bn)	2,079	2,238	1,924	1,880	1,897

8.4 Operational Performance – India

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Total Customers Base	**000's**	**230,413**	**224,664**	**222,149**	**217,887**	**210,675**
Mobile Services						
Customer Base	000's	217,215	211,752	209,411	205,519	198,513
VLR	%	96.1%	95.8%	95.0%	96.0%	95.3%
Net Additions	000's	5,463	2,341	3,892	7,006	5,057
Pre-Paid (as a % of total Customer Base)	%	94.6%	94.7%	94.9%	95.1%	95.3%
Monthly Churn	%	2.7%	3.1%	2.7%	2.4%	2.7%
Average Revenue Per User (ARPU)	Rs	202	198	202	196	195
Average Revenue Per User (ARPU)	US$	3.3	3.3	3.4	3.2	3.1
Revenue per site per month	Rs	305,283	295,645	301,594	287,897	279,871
Revenues						
Total Revenues	Rs Mn	131,635	126,342	127,525	120,835	116,446
Mobile Services	Rs Mn	130,137	124,696	126,058	119,113	114,389
Others	Rs Mn	1,498	1,646	1,467	1,721	2,056
Voice						
Minutes on the network	Mn	267,485	263,905	270,827	264,843	255,030
Voice Average Revenue Per User (ARPU)	Rs	157	158	166	162	162
Voice Usage per customer	min	416	418	435	437	434
Voice Realization per minute	paisa	37.67	37.69	38.08	37.16	37.23
Non Voice Revenue						
% of Mobile Services	%	22.6%	20.2%	18.2%	17.4%	17.0%
Of Which						
Messaging & VAS as % of Mobile Services	%	6.0%	5.4%	5.5%	5.6%	6.1%
Data as % of Mobile Services	%	16.2%	14.5%	12.4%	11.5%	10.6%
Others as % of Mobile Services	%	0.4%	0.4%	0.3%	0.3%	0.3%
Data						
Data Customer Base	000's	42,249	40,108	39,320	35,605	31,898
Of which no. of 3G data customers	*000's*	*16,940*	*15,445*	*12,535*	*10,255*	*8,806*
As % of Customer Base	*%*	*19.5%*	*18.9%*	*18.8%*	*17.3%*	*16.1%*
Total MBs on the network	Mn MBs	77,281	67,668	55,610	47,655	39,932
Data Average Revenue Per User (ARPU)	Rs	170	150	139	133	137
Data Usage per customer	MBs	622	563	495	464	450
Data Realization per MB	paisa	27.36	26.67	28.04	28.62	30.38
Telemedia Services						
Telemedia Customers	000's	3,388	3,372	3,350	3,356	3,355
Of which no. of Broadband (DSL) customers	*000's*	*1,489*	*1,479*	*1,462*	*1,462*	*1,455*
As % of Customer Base	*%*	43.9%	43.9%	43.6%	43.6%	43.4%
Net Additions	000's	17	22	(6)	1	17
Average Revenue Per User (ARPU)	Rs	1,036	1,024	1,010	963	954
Average Revenue Per User (ARPU)	US$	16.7	16.9	16.9	15.6	15.4
Non Voice Revenue as % of Telemedia Revenues	%	64.9%	63.2%	63.0%	61.7%	60.4%
Digital TV						
Digital TV Customers	000's	9,810	9,540	9,388	9,012	8,807
Net additions	000's	270	151	376	205	235
Average Revenue Per User (ARPU)	Rs	214	220	214	203	207
Average Revenue Per User (ARPU)	US$	3.5	3.6	3.6	3.3	3.3
Monthly Churn	%	1.0%	1.1%	0.6%	0.9%	0.8%

8.5 Traffic Trends – India

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Mobile Services	Mn Min	267,485	263,905	270,827	264,843	255,030
Telemedia Services	Mn Min	4,250	4,363	4,172	4,122	4,075
National Long Distance Services	Mn Min	29,144	28,447	28,036	28,583	27,310
International Long Distance Services	Mn Min	4,264	3,686	3,741	4,103	3,606
Total Minutes on Network (Gross)	**Mn Min**	**305,143**	**300,401**	**306,776**	**301,651**	**290,020**
Eliminations	Mn Min	(29,413)	(28,734)	(28,321)	(28,866)	(27,516)
Total Minutes on Network (Net)	**Mn Min**	**275,730**	**271,667**	**278,456**	**272,786**	**262,505**

8.6 Network and Coverage Trends - India

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Mobile Services						
Census Towns	Nos	5,121	5,121	5,121	5,121	5,121
Non-Census Towns & Villages	Nos	462,779	462,199	461,449	460,783	460,655
Population Coverage	%	86.8%	86.8%	86.8%	86.7%	86.7%
Optic Fibre Network	R Kms	193,625	188,793	186,341	184,211	178,884
Sites on Network	Nos	142,898	141,290	139,894	138,755	137,069
Of which no. of 3G sites	*Nos*	*41,850*	*38,055*	*34,564*	*31,301*	*28,179*
Telemedia Services						
Cities covered	Nos	87	87	87	87	87
Airtel Business						
Submarine cable systems	Nos	7	7	7	7	7
Digital TV Services						
Districts Covered	Nos	639	639	639	639	639
Coverage	%	100%	100%	100%	100%	100%

8.7 Tower Infrastructure Services

8.7.1 Bharti Infratel Standalone

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Total Towers	Nos	36,747	36,381	36,112	35,905	35,515
Total Co-locations	Nos	74,331	72,597	70,544	69,137	66,871
Key Indicators						
Sharing Revenue per sharing operator per month	Rs	36,989	37,264	37,428	37,591	36,955
Average Sharing Factor	Times	2.01	1.97	1.94	1.90	1.87

Additional Information

8.7.2 Indus Towers

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Total Towers	Nos	115,040	114,101	113,490	113,008	112,615
Total Co-locations	Nos	248,611	242,079	237,562	233,488	229,760
Average Sharing Factor	Times	2.14	2.11	2.08	2.05	2.02

8.7.3 Bharti Infratel Consolidated

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Total Towers	Nos	85,064	84,303	83,778	83,368	82,813
Total Co-locations	Nos	178,748	174,270	170,320	167,202	163,370
Average Sharing Factor	Times	2.08	2.05	2.02	1.99	1.96

8.8 Human Resource Analysis - India

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Total Employees [12]	Nos	18,823	18,846	18,870	18,975	19,014
Number of Customers per employee	Nos	12,241	11,921	11,773	11,483	11,080
Personnel Cost per employee per month	Rs	97,679	100,264	96,846	92,747	96,925
Gross Revenue per employee per month	Rs	2,878,818	2,797,320	2,788,736	2,619,305	2,531,999

Refer Note 12 on page 16.

8.9 South Asia

8.9.1 Operational Performance

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Customer Base	000's	7,892	7,678	8,650	8,618	8,426
VLR	%	89.6%	87.8%	83.7%	84.5%	84.5%
Net Additions	000's	213	(972)	32	192	84
Pre-Paid (as % of total Customer Base)	%	97.4%	97.3%	97.2%	97.2%	97.2%
Monthly Churn	%	4.1%	7.3%	5.2%	5.1%	5.5%
Average Revenue Per User (ARPU)	Rs	164	160	168	174	177
Revenue per site per month	Rs	183,731	187,812	211,538	219,352	223,610
Voice						
Minutes on the network	Mn	8,278	8,554	10,280	10,345	10,518
Voice Average Revenue Per User (ARPU)	Rs	130	125	138	143	148
Voice Usage per customer	min	358	351	396	402	417
Voice Realization per minute	paisa	36.38	35.62	34.87	35.68	35.54
Non Voice Revenue						
% of Mobile revenues	%	20.5%	21.7%	18.0%	17.7%	16.3%
Of Which						
Messaging & VAS as % of Mobile revenues	%	6.2%	8.6%	8.1%	7.5%	7.3%
Data as % of Mobile revenues	%	11.1%	10.2%	7.6%	6.8%	6.6%
Others as % of Mobile revenues	%	3.1%	2.9%	2.3%	3.4%	2.4%
Data						
Data Customer Base	000's	2,936	2,922	3,001	3,079	2,773
As % of Customer Base	*%*	*37.2%*	*38.1%*	*34.7%*	*35.7%*	*32.9%*
Total MBs on the network	Mn MBs	2,744	2,356	2,098	1,832	1,497
Data Average Revenue Per User (ARPU)	Rs	48	45	38	35	39
Data Usage per customer	MBs	314	266	238	209	198
Data Realization per MB	paisa	15.38	16.88	15.84	16.52	19.56

8.9.2 Operational Performance (in constant currency)

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Average Revenue Per User (ARPU)	Rs	164	163	174	175	176
Voice Average Revenue Per User (ARPU)	Rs	130	128	143	144	148
Voice Realization per minute	paisa	36.38	36.45	36.02	35.84	35.41

8.9.3 Network and Coverage Trends

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Sites on Network	Nos	6,810	6,935	6,885	6,814	6,633
Of which no. of 3G sites	*Nos*	*2,504*	*2,350*	*2,105*	*1,986*	*1,684*

8.9.4 Human Resource Analysis

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Total Employees	Nos	791	818	783	791	794
Number of Customers per employee	Nos	9,977	9,387	11,047	10,895	10,612
Personnel Cost per employee per month	Rs	144,607	149,831	146,535	170,859	161,656
Gross Revenue per employee per month	Rs	1,596,326	1,586,530	1,860,852	1,891,159	1,874,727

8.10 Africa

8.10.1 Operational Performance

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Customer Base	000's	74,599	71,367	69,086	69,443	68,307
VLR	%	84.0%	85.7%	86.6%	86.9%	86.5%
Net Additions	000's	3,232	2,281	(357)	1,136	1,929
Pre-Paid (as % of total Customer Base)	%	99.4%	99.3%	99.3%	99.3%	99.3%
Monthly Churn	%	5.5%	6.1%	7.0%	6.1%	6.7%
Average Revenue Per User (ARPU)	US$	5.1	5.4	5.6	5.5	5.8
Revenue per site per month	US$	20,095	21,283	21,628	21,406	21,993
Voice						
Minutes on the network	Mn	30,361	28,966	28,256	28,155	28,270
Voice Average Revenue Per User (ARPU)	US$	3.9	4.1	4.4	4.4	4.7
Voice Usage per customer	min	140	138	136	136	141
Voice Realization per minute	US¢	2.78	3.00	3.23	3.23	3.31
Non Voice Revenue						
% of Mobile revenues	%	23.5%	23.8%	21.5%	20.5%	19.6%
Of Which						
Messaging & VAS as % of Mobile revenues	%	9.1%	9.8%	9.2%	9.7%	9.3%
Data as % of Mobile revenues	%	10.5%	10.1%	8.8%	7.7%	7.4%
Others as % of Mobile revenues	%	3.9%	3.9%	3.5%	3.1%	3.0%
Data						
Data Customer Base	000's	27,116	26,365	23,650	22,305	19,634
As % of Customer Base	*%*	*36.3%*	*36.9%*	*34.2%*	*32.1%*	*28.7%*
Total MBs on the network	Mn MBs	9,475	8,061	6,541	6,114	5,383
Data Average Revenue Per User (ARPU)	US$	1.5	1.5	1.5	1.4	1.6
Data Usage per customer	MBs	121	105	96	96	99
Data Realization per MB	US¢	1.22	1.43	1.56	1.44	1.59

8.10.2 Operational Performance (in constant currency)

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Average Revenue Per User (ARPU)	US$	5.1	5.2	5.2	5.1	5.3
Voice Average Revenue Per User (ARPU)	US$	3.9	3.9	4.1	4.0	4.3
Voice Realization per minute	US¢	2.78	2.85	3.01	2.97	3.02

8.10.3 Network and Coverage Trends

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Sites on Network	Nos	18,347	17,935	17,781	17,792	17,565
Of which no. of 3G sites	*Nos*	*9,228*	*8,104*	*7,165*	*6,923*	*6,675*

8.10.4 Human Resource Analysis

Parameters	Unit	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014	Dec 31, 2013
Total Employees	**Nos**	**5,367**	**5,340**	**5,284**	**5,127**	**4,917**
Number of Customers per employee	Nos	13,900	13,365	13,075	13,545	13,892
Personnel Cost per employee per month	US$	6,001	6,222	6,415	6,344	6,499
Gross Revenue per employee per month	US$	68,520	71,174	73,400	74,414	78,979

Section 9

KEY ACCOUNTING POLICIES AS PER IFRS

1. Investment in Joint Ventures and Associated

A joint venture is a joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the arrangement. 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 and that is neither a subsidiary nor an interest in a joint venture. 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.

The results and assets and liabilities of associates or joint ventures are accounted for using the equity method of accounting. Under the equity method, an investment in an associate or a joint venture is initially recognized in the consolidated statement of financial position at cost and adjusted thereafter for post-acquisition changes in the Group's share of the net assets of the joint venture or associate, less any impairment in the value of the investments. Losses of a joint venture or an associate in excess of the Group's interest in that joint venture or associate are not recognised. 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. The financial statements of the joint venture or associate are prepared for the same reporting period as the Group. Where necessary, adjustments are made to bring the accounting policies in line with those of the Group. Goodwill relating to the joint venture or associate is included in the carrying amount of the investment and is neither amortised nor individually tested for impairment.

2. Property and equipment

Property 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 capitalized.

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

Assets	Years
Building	20
Network Equipment	3-20
Computer equipment	3
Office, furniture and equipment	2 – 5
Vehicles	3 – 5
Leasehold improvements	Remaining period of the lease or 10/20 years, as applicable, whichever is less
Assets individually costing Rs. 5 thousand or less	1
Customer premises equipment	5 – 6

Land is not depreciated. The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date.

Gains and losses arising from retirement or disposal of property and equipment are determined as the difference between the net disposal proceeds and the carrying amount of the asset and are recognized in the consolidated statement of comprehensive income on the date of retirement and disposal.

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

3. Goodwill

Goodwill arising on the acquisition of an entity represents the excess of the cost of acquisition over the Group's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities of the entity recognized at the date of acquisition. Goodwill on acquisition of subsidiaries is disclosed separately. Goodwill arising on accounting for jointly controlled entities or entities in which the Group exercises significant influence is included in investments in the related associates/jointly controlled entities.

Goodwill is initially recognized as an asset at cost and is subsequently measured at cost less any accumulated impairment losses. Goodwill is held in the currency of the acquired entity and revalued to the closing rate at each date of statement of financial position. Goodwill is not subject to amortization but is tested for impairment annually and when circumstances indicate, the carrying value may be impaired. Negative goodwill arising on an acquisition is recognized directly in the statement of comprehensive income.

On disposal of a subsidiary or a jointly controlled entity, the attributable amount of goodwill is included in the determination of the profit or loss recognized in the statement of comprehensive income on disposal.

Impairment is determined for goodwill by assessing the recoverable amount of each cash-generating unit (or group of cash-generating units) to which the goodwill relates. Where the recoverable amount of the cash- generating unit is less than their carrying amount an impairment loss is

recognized. Impairment losses relating to goodwill are not reversed in future periods.

4. Foreign currency transactions

Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency spot rate of exchange ruling at the reporting date. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions. Gains or losses resulting from foreign currency transactions are included in the consolidated income statement.

The assets and liabilities of foreign operations are translated into functional currency of parent (i.e. INR) at the rate of exchange prevailing at the reporting date and their statements of comprehensive income are translated at average exchange rates prevailing during the period. The exchange differences arising on the translation are recognized in "foreign currency translation reserve (FCTR)". Exchange differences arising on a monetary item that forms part of Group entity's net investment in a foreign operation is recognized in profit or loss in the separate financial statements of the Group entity or the individual financial statements of the foreign operation, as appropriate. In the consolidated financial statements, such exchange differences are recognized in other comprehensive income. On disposal of a foreign operation (reduction in percentage ownership interest), the component of FCTR relating to that particular foreign operation is recognized in the statement of comprehensive income.

The Company hedges certain net investment in foreign subsidiaries. Any foreign exchange gain or loss on the hedging instrument relating to the effective portion of the hedge is recognized in other comprehensive income 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 recognized in the income statement. Gains and losses accumulated in equity are include in the income statement when the foreign operation is partially disposed of or sold.

The Company also apply cash flow hedge accounting for hedge of foreign currency risk in a highly probable forecast transaction. Any foreign exchange gain or loss on the hedging instrument relating to the effective portion of the hedge is recognized in other comprehensive income. The ineffective portion of the gain or loss on these hedges is immediately recognized in the income statement. Amounts accumulated in equity are reclassified to profit or loss in the periods when the hedged item affects profit or loss (for example, when the forecast sale that is hedged takes place). When a hedging instrument expires or is sold, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gain or loss existing in equity at that time remains in equity and is recognised when the forecast transaction is ultimately recognised in the income statement. When a forecast transaction is no longer expected to occur, the cumulative gain or loss that was recognised in equity is immediately transferred to the income statement.

5. Capital leases

Lessee accounting

Finance leases, which transfer to the Group substantially all the risks and benefits incidental to ownership of the leased item, are capitalized at the commencement of the lease at the fair value of the leased property or, if lower, at the present value of the minimum lease payments. Lease payments are apportioned between finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are recognized in the statement of comprehensive income.

Amortization of leased assets is computed on straight line basis over the shorter of useful life of the assets or remaining lease period. Amortization charge for capital leases is included in depreciation expense for the period.

Lessor accounting

Assets leased to others under capital leases are recognized as receivables at an amount equal to the net investment in the leased assets. The finance income is recognized based on periodic rate of return on the net investment of the lessor outstanding in respect of the capital lease.

6. Indefeasible right to use (IRU)

The Group enters into agreements for leasing assets under 'Indefeasible right to use' with third parties. Under the arrangement the assets are taken or given on lease over the substantial part of the asset life. However the title to the assets and associated risks are retained by the lessor. Hence, such arrangements are recognized as operating lease. Direct expenditures incurred in connection with agreements are capitalized and expensed over the term of the agreement.

The contracted price is received in advance and is recognized as revenue during the period of the agreement. Unearned IRU revenue net of the amount recognizable within one year is disclosed as unearned income in non-current liabilities and the amount recognizable within one year as unearned income in current liabilities.

Exchange of network capabilities with other telecommunication service providers are recorded as non-monetary transactions and measured at the carrying amount of capacities relinquished, as these exchanges are for similar productive assets used to provide telecommunication services to customers.

7. Impairment of long – lived assets and intangible assets

The Group reviews its long-lived assets, including identifiable intangibles with finite lives, for impairment whenever events or changes in business circumstances indicate that the carrying amount of assets may not be fully recoverable. Such circumstances include, though are not limited to, significant or sustained declines in revenues or earnings and material adverse changes in the economic climate. For assets that the Group intends to hold for use, if the total of the expected future undiscounted cash flows produced by the asset or asset Group is less than the carrying amount of the assets, a loss is recognized for the difference between the fair value and carrying value of the assets. For assets the Group intends to dispose of by sale, a loss is recognized for the amount by which the estimated fair value, less cost to sell, is less than the carrying value of the assets. Fair value is determined based on quoted market prices, if available, or other valuation techniques including discounted future net cash flows.

8. Revenue recognition

(i) Service revenues

Service revenues include amounts invoiced for usage charges, fixed monthly subscription charges and VSAT/ internet usage charges, roaming charges, activation fees, processing fees and fees for value added services ('VAS'). Service revenues also include revenues associated with access and interconnection for usage of the telephone network of other operators for local, domestic long distance and international calls.

Service revenues are recognized as the services are rendered and are stated net of discounts, waivers and taxes. Revenues from pre-paid cards are recognized based on actual usage. Activation revenue and related activation costs, not exceeding the activation revenue, are deferred and amortized over the estimated customer relationship period. The excess of activation costs over activation revenue, if any, are expensed as incurred. Subscriber acquisition costs are expensed as incurred. On introduction of new prepaid products, processing fees on recharge coupons is being recognized over the estimated customer relationship period or coupon validity period, whichever is lower.

Service revenues from the internet and VSAT business comprise revenues from registration, installation and provision of internet and satellite services. Registration fee and installation charges are deferred and amortized over their expected customer relationship period of 12 months. Service revenue is recognized from the date of satisfactory installation of equipment and software at the customer site and provisioning of internet and satellite services. Revenue from prepaid dialup packs is recognized on an actual usage basis and is net of sales returns and discounts.

Revenues from national and international long distance operations comprise revenue from provision of voice services which are recognized on completion of services while revenue from provision of bandwidth services is recognized over the period of arrangement.

Unbilled receivables represent revenues recognized from the bill cycle date to the end of each month. These are billed in subsequent periods based on the terms of the billing plans.

Unearned income includes amounts received in advance on pre-paid cards and advance monthly rentals on post-paid. The related services are expected to be performed within the next operating cycle.

(ii) Equipment sales

Equipment sales consist primarily of revenues from sale of VSAT and internet equipment (hardware) and related accessories to subscribers. Equipment sales are treated as activation revenue and are deferred and amortized over the customer relationship period.

(iii) Multiple element arrangements

The Group has entered into certain multiple-element revenue arrangements. These arrangements involve the delivery or performance of multiple products, services or rights to use assets including VSAT and internet equipment, internet and satellite services, set top boxes and subscription fees on DTH, indefeasible right to use and hardware and equipment maintenance. The Group evaluates all deliverables in an arrangement to determine whether they represent separate units of accounting at the inception of the arrangement in accordance "Revenue Arrangements with Multiple Deliverables" applying the hierarchy in IAS 8.12.
Revenue is determined for each of the units of accounting on the basis of their fair values Arrangements involving the delivery of bundled products or services shall be separated into individual elements, each with own separate revenue contribution. Total arrangement consideration related to the bundled contract is allocated among the different elements based on their relative fair values (i.e., a ratio of the fair value of each element to the aggregated fair value of the bundled deliverables is generated). Where the Group has determined that the fair value of individual element is not ascertainable, equipment sales for these arrangements are deferred and amortized over the term of the arrangement.

9. License fees

Acquired licenses are shown at historical cost. Licenses acquired in a business combination are recognized at fair value at the acquisition date. License and spectrum entry fees are measured at cost less accumulated amortization. Amortization is charged to the statement of comprehensive income on a straight-line basis over the period of the license from the date of commencement of commercial operations in the respective jurisdiction and is disclosed as components of depreciation and amortization. The amortization period is

determined primarily by reference to the unexpired license period.

Group's shares of licenses acquired under business combination are accounted for at their respective fair values as at the date of acquisition. The amounts are amortized on a straight-line basis over the remaining period of the license from the date of acquisition of respective circles.
The revenue-share fee on license and spectrum is computed as per the licensing agreement and is expensed as incurred.

10. Other intangible assets

Other intangible assets comprising enterprise resource planning software, bandwidth capacities, brands, customer relationships, distribution networks, licenses and non-compete clauses, are capitalized at the Group's share of respective fair values on the date of an acquisition. Amortization is charged to the statement of comprehensive income on a straight-line basis over the estimated useful lives of intangible assets from the date they are available for use or placed in service. The intangibles are amortized as follows:

- Software is amortized over the period of its license, not exceeding three years. Software up to Rs 500 thousand is amortized over a period of 1 year.
- Bandwidth capacities are amortized over the period of the agreement.
- Brand: Over the period of their expected benefits, not exceeding the life of the licenses and are written off in their entirety when no longer in use.
- Distribution network : Overestimated useful life
- Customer base: The estimated life of such relationships.

11. Income-taxes

Income tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities, and is provided using the liability method on temporary differences at the reporting date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. Deferred tax liabilities are recognized for all taxable temporary differences, except:

- Where the deferred tax liability arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss.
- In respect of taxable temporary differences associated with investments in subsidiaries, associates and interests in joint ventures, where the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted, by the reporting date, in the countries where the Group operates and generates taxable income.

12. Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalized as part of the cost of the respective assets. The interest cost incurred for funding a qualifying asset during the construction period is capitalized based on actual investment in the asset at the average interest rate. All other borrowing costs are expensed in the period they occur. Borrowing costs consist of interest and other costs that the Group incurs in connection with the borrowing of funds.

13. Derivative financial instruments

The Group enters into derivative instruments, including interest rate swaps and foreign currency forward contracts, to manage interest rate movements of its debt obligations and foreign currency exposures related to the import of equipment used in operations and its foreign currency denominated debt instruments.

All derivative instruments are recorded on the balance sheet at their fair value. Changes in the fair value of derivatives are recorded each period in current earnings or in other comprehensive income, depending on whether a derivative is designated as part of a hedging relationship and, if it is, depending on the type of hedging relationship.

14. Asset Retirement Obligations

Asset retirement obligations (ARO) are provided for those operating lease arrangements where the Group has a binding obligation at the end of the lease period to restore the leased premises in a condition similar to inception of lease. ARO are provided at the present value of expected costs to settle the obligation using discounted cash flows and are recognized as part of the cost of that particular asset. The cash flows are discounted at a current pre-tax rate that reflects the risks specific to the decommissioning liability. The unwinding of the discount is expensed as incurred and recognized in the statement of comprehensive income as a finance cost. The estimated future costs of decommissioning are reviewed annually and adjusted as appropriate. Changes in the estimated future costs or in the discount rate applied are added to or deducted from the cost of the asset.

15. Allowance for uncollectible accounts receivable

The allowance for uncollectible accounts receivable reflects management's best estimate of probable losses inherent in the accounts receivable balance. Management primarily determines the allowance based on the aging of accounts

receivable balances and historical write-off experience, net of recoveries. The Group provides for amounts outstanding net of security deposits, or in specific cases where management is of the view that the amounts are not recoverable. Amounts due from debtors that have been outstanding, though fully provided, are evaluated on a regular basis by the management and are written off, if as a result of such evaluation, it is determined that these amounts will not be collected.

16. Issuance of Stock by Subsidiaries

At the time a subsidiary sells its stock to unrelated parties at a price less than or in excess of its book value, the resultant change in the Company's interest in the net assets of that subsidiary is recognized directly in consolidated statement of changes in equity.

Section 10

GLOSSARY

Technical and Industry Terms

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

Customer Base	Customer who made at least one revenue generating call or a data session of more than zero Kbs on 2G / 3G / 4G network in the last 30 days.
Customers Per Employee	Number of customers on networks of a business unit as at end of the relevant period divided by number of employees in the respective business unit as at end of the relevant period.
Data as % of Mobile Revenue	It is computed by dividing the 'data' revenues by the total revenues of mobile services for the relevant period. Data revenue includes revenue from use of data session on GPRS / 3G / 4G including blackberry.
Data ARPU	Average revenue per data customer per month is computed by: dividing the total data revenues during the relevant period by the average data customers; and dividing the result by the number of months in the relevant period.
Data Customer Base	India: A customer who used at least 1 MB on GPRS / 3G / 4G network in the last 30 days. South Asia / Africa: A customer who used at least one data session of more than 0 Kbs on GPRS / 3G 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.
Data Realization per MB	It is computed by dividing the Data revenues by total MBs consumed on the network.
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.
	The calculation of Net Profit/ (loss) per diluted share adjusts net profit or loss and the weighted average number of ordinary shares outstanding, to give effect to all dilutive potential ordinary shares that were outstanding during the year.
Earnings Per Diluted Share	Net profit or loss attributable to ordinary shareholders is adjusted for the after-tax effect of the following: (1) dividends on potential ordinary shares (for example, dilutive convertible preferred shares); (2) interest recognized on potential ordinary shares (for example, dilutive convertible debt); and (3) any other changes in income or expense resulting from the conversion of dilutive potential ordinary shares (e.g., an entity's contribution to its non-discretionary employee profit-sharing plan may be revised based on changes in net profit due to the effects of items discussed above).
EBITDA	Earnings/ (loss) before interest, taxation, depreciation and amortization. It is not a IFRS measure and is defined as operating income adjusted for depreciation and amortization and pre-operating costs.
EBITDA Margin	It is computed by dividing EBITDA for the relevant period by total revenues for the relevant period.
EBIT	Earnings / (Loss) before interest, taxation for the relevant period.
Enterprise Valuation (EV)	Calculated as sum of Market Capitalization plus Net Debt as at the end of the relevant period.
EV / EBITDA (times)	Computed by dividing Enterprise Valuation as at the end of the relevant period (EV) by EBITDA for the relevant period (LTM).
Gross Revenue per Employee per month	It is computed by dividing the Gross Revenue (net of inter-segment eliminations) by the closing number of employees in a given business unit and number of months in the relevant period.
ILD	International Long Distance Services.
Intangibles	Comprises of goodwill, software, bandwidth, one-time entry fee paid towards acquisition of licenses, distribution network and customer relationships.
Interest Coverage Ratio	EBITDA for the relevant period divided by interest on borrowing for the relevant period.
IPTV	Internet Protocol TV. IPTV is the method of delivering and viewing television programmes using an IP transmission and service infrastructure, which can deliver digital television to the customers. IPTV when offered using an IP network and high speed broadband technology

	becomes interactive because of availability of return path and is capable of providing Video on Demand (VOD), time shifted television and many other exciting programmes.
KPI	Key Performance Indicators
LTM	Last twelve months.
Market Capitalization	Number of issued and outstanding shares as at end of the period multiplied by closing market price (BSE) as at end of the period.
Mn	Million
Messaging & VAS as % of Mobile Revenue	It is computed by dividing 'messaging and VAS' revenue by the total revenues of mobile services for the relevant period. Messaging revenue includes revenue from exchange of text or multimedia messages (MMS) as well as termination revenues from other operators. VAS revenue includes revenue from hello tunes, ring tones, music downloads etc.
MNP	Mobile Number Portability
MoU	Minutes of Usage. Duration in minutes for which a customer uses the network. It is typically expressed over a period of one month.
MPLS	Multi-Protocol Label Switching
Network Site	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 a IFRS measure and is defined as the long-term debt, net of current portion plus short-term borrowings and current portion of long-term debt minus cash and cash equivalents, short-term investments, restricted cash and restricted cash non-current as at the end of the relevant period. Restricted cash deducted does not include cash related to mobile commerce services which is restricted in use.
Net Debt to EBITDA (LTM)	It is computed by dividing net debt as at the end of the relevant period by EBITDA for preceding (last) 12 months from the end of the relevant period.
Net Debt to EBITDA (Annualized)	It is computed by dividing net debt as at the end of the relevant period by EBITDA for the relevant period (annualized).
Net Debt to Funded Equity Ratio	It is computed by dividing net debt as at the end of the relevant period by Equity attributable to equity holders of parent as at the end of the relevant period.
Net Income from operations	It is calculated by adding back the interest expense on loans taken for the Africa acquisition to the net income of Africa.
Net Revenues	It is not IFRS measure and is defined as total revenues adjusted for access charges and cost of goods sold for the relevant period.
NLD	National Long Distance Services.
Non Voice Revenue as % of total revenue	It is computed by dividing the total non-voice revenue of the Company (consolidated) by the total revenues for the relevant period. Non-voice revenues include Messaging & VAS and Data revenues for Mobile, VAS and Internet Revenues for Telemedia Services, Bandwidth and Internet Revenues for Airtel Business Services, Media & Broadcasting revenues for DTH Services, site sharing revenues, sale of goods etc.
Non Voice Revenue as % of Mobile Revenue	It is computed by dividing the total non voice revenue of mobile services by the total revenues of mobile services for the relevant period. Non voice revenue, which includes revenue from services other than voice i.e., Messaging & VAS (including SMS, GPRS, MMS, Ring Back Tone), Data, others etc.
Non Voice Revenue as % of Telemedia Revenue	It is computed by dividing the total non voice revenue of Telemedia services by the total revenues of Telemedia services for the relevant period. Non voice revenue for Telemedia services includes revenues from services such as DSL, Leaseline, MPLS, IPTV etc.
Others as % of Mobile Revenues	It is computed by dividing 'other' revenue by the total revenues of mobile services for the relevant period. Others include revenue from infrastructure sharing, sale of goods etc.

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 IFRS 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, 2011, 2012 and 2013. ROCE is computed by dividing the sum of net profit and finance cost (net) for the period by average (of opening and closing) capital employed. For the quarterly computation, it is computed by dividing the sum of net profit and finance cost (net) for the preceding (last) 12 months from the end of the relevant period by average capital employed. Average capital employed is calculated by considering average of quarterly average for the preceding (last) four quarters from the end of the relevant period.
Return On Equity attributable to equity holders of parent	For the full year ended March 31, 2011, 2012 and 2013, it is computed by dividing net profit for the period by the average (of opening and closing) Equity attributable to equity holders of parent. For the quarterly computations, it is computed by dividing net profit for the preceding (last) 12 months from the end of the relevant period by the average Stockholder's equity for the preceding (last) 12 months. Average Stockholder's equity is calculated by considering average of quarterly average for the preceding (last) four quarters from the end of the relevant period.
Revenue per Site per month	Revenue per Site per month is computed by: dividing the total mobile revenues, excluding sale of goods (if any) during the relevant period by the average sites; and dividing the result by the number of months in the relevant period.
SA	South Asia
Sharing revenue per Sharing Operator per month	It is calculated on the basis of the total revenues less energy and other pass through accrued during the relevant period divided by the average number of co-locations for the period, determined on the basis of the opening and closing number of co-locations for the relevant period.
TD-LTE	Time Division – Long Term Evolution.
Total MBs on Network	Includes total MBs consumed on the network (uploaded & downloaded) on our network during the relevant period.
Towers	Infrastructure located at a site which is permitted by applicable law to be shared, including, but not limited to, the tower, shelter, diesel generator sets and other alternate energy sources, battery banks, air conditioners and electrical works. Towers as referred to are revenue generating Towers.
TSP	Telecom Service Provider
Total Operating Expenses	It is defined as sum of employee costs, network operations costs and selling, general and administrative cost for the relevant period.
VAS	Value Added Service
Voice Minutes on Network	Includes usage on our network (incoming, outgoing & in-roaming minutes) during the relevant period.
Voice ARPU	Voice Average revenue per customer per month is computed by: dividing the voice revenues during the relevant period by the average voice customers; and dividing the result by the number of months in the relevant period. Voice Revenues include airtime revenue from usage, processing fees, activation, roaming and termination charges from other operators.
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.
Voice Realization per Minute	It is computed by dividing the voice revenues by voice minutes.

Regulatory	
BWA	Broadband Wireless Access
3G	Third - Generation Technology
4G	Fourth - Generation Technology
UCC	Unsolicited Commercial Calls
DoT	Department of Telecommunications
IP	Internet Protocol
ITFS	International Toll Free Service
QoS	Quality of Service
TDSAT	Telecom Disputes Settlement and Appellate Tribunal
TRAI	Telecom Regulatory Authority of India
UAS	Unified Access Service
UASL	Unified Access Service License
USSD	Unstructured Supplementary Services Data
VSAT	Very Small Aperture Terminals
VLR	Visitor Location Register
Others	
BSE	The Stock Exchange, Mumbai
CMAI	Communication Multimedia & Infrastructure
RBI	Reserve Bank of India
GSM	Global System for Mobile Communications.
CDMA	Code Division Multiple Access
DSL	Digital Subscriber Line
ICT	Information and Communication Technology
GAAP	Generally Accepted Accounting Principles
KYC	Know Your Customer
MMS	Multimedia Messaging Service
MTM	Mark to Market
IAS	International Accounting Standards
IFRS	International Financial Reporting Standards
NSE	The National Stock Exchange of India Limited.
Sensex	Sensex is a stock index introduced by The Stock Exchange, Mumbai in 1986.
SMS	Short Messaging Service.
BYOD	Bring Your Own Device

STB/CPE	Set Top Box/Customer Premises Equipment
DAS	Digital Addressable System
SIM	Subscriber Identity Module
VAT	Value Added Tax
IPLC	International Private Leased Circuit

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