bharti

August 01, 2019

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

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

Ref: Bharti Airtel Limited (BHARTIARTL/532454)

Sub: Quarterly report for the first quarter (Q1) ended June 30, 2019

Dear Sir / Madam,

Pursuant to Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the quarterly report for the first quarter (Q1) ended June 30, 2019 being released by the Company.

Kindly take the same on record.

Thanking you,

Sincerely yours,

For Bharti Airtel Limited

Bharti Airtel Limited New Delhi

Rohit Krishan Puri
Dy. Company Secretary & Compliance Officer

bharti

Quarterly report on the results for the first quarter ended June 30, 2019

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

airtel



Listing of Airtel Africa PLC on the London Stock Exchange completed

Airtel bagged top honours at the **Frost and Sullivan ICT Awards**

Airtel launched a prepaid bundle at ₹249 that comes with in-built **term plan of ₹4 lakhs** from HDFC Life

August 1, 2019

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 10 Key Accounting Policies as per Ind-AS"). South Asia financials reported in the quarterly report are in its presentation currency i.e. Rs.

Use of Certain Non-GAAP measures: - This result announcement contains certain information on the Company's results of operations and cash flows that have been derived from amounts calculated in accordance with Indian Accounting Standards (Ind-AS), but are not in themselves Ind-AS measures. They should not be viewed in isolation as alternatives to the equivalent Ind-AS measures and should be read in conjunction with the equivalent Ind-AS measures.

Further, disclosures are also provided under "7.3 Use of Non - GAAP Financial Information" on page 36

Others: In this report, the terms "we", "us", "our", "Bharti", or "the Company", unless otherwise specified or the context otherwise implies, refer to Bharti Airtel Limited ("Bharti Airtel") and its subsidiaries, Bharti Airtel Services Limited, Bharti Hexacom Limited, Bharti Infratel Limited, Bharti Telemedia Limited, Telesonic Networks Limited, Nxtra Data Limited, Wynk Limited, Indo Teleports Limited, Nettle Infrastructure Investments Limited (formerly known as Nettle Developers Limited) , SmarTx Services Limited, Bharti Airtel (France) SAS, Bharti Airtel (Hong Kong) Limited, Bharti Airtel (Japan) Private Limited, Bharti Airtel (UK) Limited , Bharti Airtel (USA) Limited, Bharti Airtel International (Mauritius) Limited , Bharti Airtel International (Netherlands) B.V., Bharti Airtel Lanka (Private) Limited, Bharti International (Singapore) Pte Ltd , Network i2i Limited, Africa Towers N.V., Airtel (Seychelles) Limited, Airtel Congo S.A, Airtel Gabon S.A., Airtel Madagascar S.A., Airtel Malawi Limited, Airtel Mobile Commerce B.V., Airtel Mobile Commerce Holdings B.V., Airtel Mobile Commerce Kenya Limited, Airtel Mobile Commerce Limited (Malawi), Airtel Mobile Commerce Madagascar S.A., Airtel Mobile Commerce Rwanda Limited, Airtel Mobile Commerce (Seychelles) Limited, Airtel Mobile Commerce Tanzania Limited, Airtel Mobile Commerce Tchad SARL, Airtel Mobile Commerce Uganda Limited, Airtel Mobile Commerce Zambia Limited , Airtel Money RDC S.A., Airtel Money Niger S.A., Airtel Money S.A. (Gabon), Airtel Networks Kenya Limited, Airtel Networks Limited, Airtel Networks Zambia Plc, Airtel Rwanda Limited, Airtel Tanzania Public Limited Company (formerly known as Airtel Tanzania Limited), Airtel Tchad S.A., Airtel Uganda Limited, Bharti Airtel Africa B.V., Bharti Airtel Chad Holdings B.V. , Bharti Airtel Congo Holdings B.V., Bharti Airtel Developers Forum Limited, Bharti Airtel Gabon Holdings B.V. , Bharti Airtel Kenya B.V., Bharti Airtel Kenya Holdings B.V., Bharti Airtel Madagascar Holdings B.V. , Bharti Airtel Malawi Holdings B.V. , Bharti Airtel Mali Holdings B.V., Bharti Airtel Niger Holdings B.V. , Bharti Airtel Nigeria B.V. , Bharti Airtel Nigeria Holdings II B.V. , Bharti Airtel RDC Holdings B.V. , Bharti Airtel Services B.V. , Bharti Airtel Tanzania B.V., Bharti Airtel Uganda Holdings B.V., Bharti Airtel Zambia Holdings B.V., Celtel (Mauritius) Holdings Limited, Airtel Congo RDC S.A., Celtel Niger S.A., Channel Sea Management Company (Mauritius) Limited, Congo RDC Towers S.A., Indian Ocean Telecom Limited, Madagascar Towers S.A., Malawi Towers Limited, Mobile Commerce Congo S.A., Montana International, Partnership Investments S.A.R.L, Société Malgache de Telephonie Cellulaire SA, Tanzania Towers Limited, Bharti Airtel Rwanda Holdings Limited , Airtel Money Transfer Ltd, Airtel Money Tanzania Limited , Airtel Mobile Commerce Nigeria Limited (incorporate w.e.f. August 31, 2017), Bharti Airtel International (Mauritius) Investments Limited , Airtel Africa Mauritius Limited (incorporated w.e.f. June 28, 2018), Bharti Airtel Holding (Mauritius) Limited (incorporated w.e.f. June 27, 2018), Bharti Airtel Overseas (Mauritius) Limited (incorporated w.e.f. June 28, 2018), Airtel Africa Limited (incorporated w.e.f. July 12, 2018), Airtel Mobile Commerce Nigeria B.V.(incorporated w.e.f. 5th December, 2018), Bharti Airtel Employees Welfare Trust, Airtel Mobile Commerce (Seychelles) B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Congo B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Kenya B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Madagascar B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Malawi B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Rwanda B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Tchad B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Uganda B.V. (incorporated w.e.f. 29th January, 2019), Airtel Mobile Commerce Zambia B.V. (incorporated w.e.f. 29th January, 2019), Airtel Airtel International LLP (incorporated w.e.f. 27th March, 2019)

Disclaimer: - This communication does not constitute an offer of securities for sale in the United States. Securities may not be sold in the United States absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended. Any public offering of securities to be made in the United States will be made by means of a prospectus and will contain detailed information about the Company and its management, as well as financial statements.

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SECTION 1

BHARTI AIRTEL – PERFORMANCE AT A GLANCE

Particulars	Unit	Full Year Ended			Quarter Ended				
		Ind-AS			Ind-AS				Ind-AS 116
		2017	2018	2019	Jun-18	Sep-18	Dec-18	Mar-19	Jun-19[3]
Operating Highlights									
Total Customer Base	000's	372,354	413,822	403,645	456,641	448,062	403,699	403,645	403,695
Total Minutes on Network	Mn Min	1,548,602	2,159,386	3,069,646	746,724	758,618	768,020	796,285	803,341
Network Towers	Nos	184,255	187,541	204,356	189,330	193,226	198,093	204,356	206,210
Total Employees	Nos	22,815	20,978	19,444	21,434	20,298	20,208	19,444	19,490
No. of countries of operation	Nos	18	18	18	18	18	18	18	18
Population Covered	Bn	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
Consolidated Financials (Rs Mn)									
Total revenues	Rs Mn	942,506	826,388	807,802	197,992	201,477	202,310	206,022	207,379
EBITDA	Rs Mn	356,208	304,479	262,937	68,370	63,433	63,069	68,064	84,926
EBIT	Rs Mn	156,775	110,845	47,629	16,801	10,764	8,132	11,932	16,046
Cash profit from operations before Derivative & Exchange Fluctuations	Rs Mn	283,668	227,169	167,777	47,335	37,548	41,641	41,252	53,886
Profit before tax	Rs Mn	88,929	40,601	(46,606)	(2,850)	(18,535)	(12,135)	(13,086)	(15,298)
Net income	Rs Mn	37,997	10,990	4,095	973	1,188	862	1,072	(28,660)
Capex	Rs Mn	198,745	268,176	287,427	82,167	76,845	65,679	62,735	50,468
Operating Free Cash Flow (EBITDA - Capex)	Rs Mn	157,463	36,303	(24,490)	(13,797)	(13,412)	(2,609)	5,329	34,458
Net Debt	Rs Mn	970,547	1,001,060	1,129,899	1,079,146	1,184,347	1,112,968	1,129,899	1,166,458
Shareholder's Equity	Rs Mn	674,563	695,344	714,222	693,876	688,804	711,097	714,222	913,746
Consolidated Financials (US$ Mn)									
Total Revenue [1]	US$ Mn	14,033	12,823	11,567	2,946	2,882	2,819	2,919	2,979
EBITDA [1]	US$ Mn	5,304	4,725	3,768	1,017	907	879	964	1,220
EBIT [1]	US$ Mn	2,334	1,720	686	250	154	113	169	230
Cash profit from operations before Derivative & Exchange Fluctuations [1]	US$ Mn	4,224	3,525	2,406	704	537	580	584	774
Profit before Tax [1]	US$ Mn	1,324	630	(662)	(42)	(265)	(169)	(185)	(220)
Net income [1]	US$ Mn	566	170	59	14	17	12	15	(412)
Capex [1]	US$ Mn	2,959	4,162	4,126	1,223	1,099	915	889	725
Operating Free Cash Flow (EBITDA - Capex)	US$ Mn	2,344	563	(358)	(205)	(192)	(36)	76	495
Net Debt [2]	US$ Mn	14,966	15,360	16,339	15,761	16,339	15,912	16,339	16,900
Shareholder's Equity [2]	US$ Mn	10,402	10,669	10,328	10,134	9,503	10,167	10,328	13,239
Key Ratios									
EBITDA Margin	%	37.8%	36.8%	32.5%	34.5%	31.5%	31.2%	33.0%	41.0%
EBIT Margin	%	16.6%	13.4%	5.9%	8.5%	5.3%	4.0%	5.8%	7.7%
Net Profit Margin	%	4.0%	1.3%	0.5%	0.5%	0.6%	0.4%	0.5%	-13.8%
Net Debt to Funded Equity Ratio	Times	1.44	1.44	1.58	1.56	1.72	1.57	1.58	1.28
Net Debt to EBITDA (Annualised)	Times	2.72	3.29	4.30	3.95	4.67	4.41	4.15	3.43
Interest Coverage ratio	Times	5.20	4.37	2.84	3.17	2.75	2.57	2.90	3.05
Return on Shareholder's Equity	%	5.7%	1.6%	0.6%	1.2%	0.9%	0.6%	0.6%	-2.6%
Return on Capital employed	%	6.6%	4.8%	5.2%	4.9%	5.0%	4.9%	5.1%	3.2%
Valuation Indicators									
Market Capitalization	Rs Bn	1,399	1,595	1,331	1,523	1,352	1,251	1,331	1,779
Market Capitalization	US$ Bn	21.6	24.5	19.2	22.2	18.7	17.9	19.2	25.8
Enterprise Value	Rs Bn	2,369	2,596	2,461	2,602	2,536	2,364	2,461	2,945
EV / EBITDA	Times	6.65	8.52	9.36	8.83	9.12	8.91	9.36	8.67
P/E Ratio	Times	36.81	145.10	325.18	183.76	223.78	325.11	325.18	(64.21)

Note 1: Average exchange rates used for Rupee conversion to US$ is (a) Rs 67.16 for the financial year ended March 31, 2017 (b) Rs 64.44 for the financial year ended March 31, 2018 (c) Rs 69.86 for the financial year ended March 31, 2019 (d) Rs 67.20 for the quarter ended June 30, 2018(e) Rs 69.91 for the quarter ended September 30, 2018 (f) Rs 71.76 for the quarter ended December 31, 2018 (g) Rs 70.58 for the quarter ended March 31, 2019 (h) Rs 69.62 for the quarter ended June 30, 2019 based on the RBI Reference rate.

Note 2: Closing exchange rates used for Rupee conversion to US$ is (a) Rs 64.85 for the year ended March 31, 2017 (b) Rs 65.18 for the financial year ended March 31, 2018 (c) Rs 69.16 for the financial year ended March 31, 2019 (d) Rs 68.47 for the quarter ended June 30 ,2018 (e) Rs 72.49 for the quarter ended September 30 ,2018 (f) Rs 69.95 for the quarter ended December 31 ,2018 (g) Rs 69.16 for the quarter ended March 31 ,2019 (h) Rs 69.02 for the quarter ended June 30 ,2019 being the RBI Reference rate.

Note 3: With the adoption of IndAS 116, effective April 1, 2019, the results and ratios for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116

SECTION 2

BHARTI AIRTEL - AN INTRODUCTION

2.1 Introduction

We are one of the world's leading providers of telecommunication services with presence in 18 countries representing India, Sri Lanka, 14 countries in Africa and Joint Ventures in 2 more countries. As per United Nations data published on January 01, 2013, the population of these 18 countries represents around 24% of the world's population.

We provide telecom services under wireless and fixed line technology, national and international long distance connectivity and Digital TV; and complete integrated telecom solutions to our enterprise customers. All these services are rendered under a unified brand "airtel". 'Airtel Money' (known as 'Airtel Payments Bank' in India) extends our product portfolio to further our financial inclusion agenda and offers convenience of payments and money transfers on mobile phones over secure and stable platforms in India, and across all 14 countries in Africa. The Company also owns Tower Infrastructure pertaining to telecom operations through its subsidiary and joint venture entity.

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

2.2 Business Divisions

2.2.1 India & South Asia – We follow a segmented approach for our operations in India with clear focus on retail and corporate customers.

B2C Services:

Mobile Services (India) –We offer postpaid, pre-paid, roaming, internet and other value added services. Our distribution channel is spread across 1.0 Mn outlets with network presence in 7,906 census and 786,246 non-census towns and villages in India covering approximately 95.3% of the country's population.

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

Our national long distance infrastructure provides a pan-India reach with 286,662 Rkms of optical fiber.

Homes Services – The Company provides fixed-line telephone and broadband services for homes in 99 cities pan-India. The product offerings include high-speed broadband on copper and fiber and voice connectivity, up to the speeds of 100 mbps for the home segment.

Digital TV Services – Our Direct-To-Home (DTH) platform offers both standard and high definition (HD) digital TV services with 3D capabilities and Dolby surround sound. We currently offer a total of 613 channels including 80 HD channels, 7 international 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. For small and medium business, Airtel is a trusted solution provider for fixed-line voice (PRIs), data and other connectivity solutions like MPLS, VoIP, SIP trunking. Additionally, the Company offers solutions to businesses Audio, Video and Web Conferencing. Cloud portfolio is also an integral part of its office solutions suite, which offers Storage, compute, Microsoft office 365, ecommerce package through shopify and CRM packages on a pay as you go model.

Along with voice, data and video, our services also include network integration, data centers, managed services, enterprise mobility applications and digital media. Airtel Business provides 'One solution, bill, support, face' experience to our customers.

We offer global services in both voice and data including VAS services like International Toll Free Services and SMS hubbing. Our strategically located submarine cables and satellite network enable our customers to connect across the world including hard-to-reach areas. Our global network runs across 250,000 Rkms, covering 50 countries and 5 continents.

Tower Infrastructure Services – Our subsidiary, Bharti Infratel Ltd (Infratel), is India's leading provider of tower and related infrastructure and it deploys, owns & manages telecom towers and communication structures, for various mobile operators. It holds 42% equity interest in Indus towers, a joint venture with Vodafone India and Aditya Birla Telecom who hold 42% and 11.15% respectively. The Company's consolidated portfolio of 92,632 telecom towers, which includes 40,636 of its own towers and the balance from its 42% equity interest in Indus Towers, makes it one of the largest tower infrastructure providers in the country with presence in all 22 telecom circles. The Company has been the industry pioneer in adopting green energy initiatives for its operations.

Infratel is listed on Indian Stock exchanges, NSE and BSE.

South Asia – South Asia represents our operations in Sri Lanka. In Sri Lanka, we operate across 25 administrative districts with distribution network of over 48 K retailers across the country. Our 3.5G services are present across major towns in Sri Lanka.

2.2.2 Africa

Our subsidiary, Airtel Africa plc is present in 14 countries across Africa, namely: Nigeria, Chad, Congo B, Democratic Republic of Congo, Gabon, Madagascar, Niger, Kenya, Malawi, Seychelles, Tanzania, Uganda, Zambia and Rwanda. We offer post-paid, pre-paid, roaming, internet services, content, media & entertainment, and corporate solutions. 3G, 4G data and m-Commerce (Mobile Money) are the next growth engines for the Company in Africa. We offer 3G services, Mobile Money across all 14 countries and 4G services in 12 countries of Africa.

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

2.3 Partners

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

SECTION 3

FINANCIAL HIGHLIGHTS

The financial results presented in this section are compiled based on the audited consolidated financial statements prepared in accordance with Indian Accounting Standards (Ind-AS) and the underlying information.

Detailed financial statements, analysis & other related information is attached to this report (page 31 - 34). Also, kindly refer to Section 7.3 - use of Non - GAAP financial information (page 36) and Glossary (page 60) for detailed definitions.

3.1 Adoption of Indian Accounting Standards (Ind-AS) 116 'Leases' w.e.f. April 01st, 2019

The Ministry of Corporate Affairs (MCA) issued the Companies (Indian Accounting Standards) Amendment Rules, 2019 on March 30th, 2019 notifying the leasing standard IndAS 116 'Leases', which replaces the existing standard (IndAS 17). IndAS 116 is applicable to Companies from financial year beginning on or after April 1st, 2019.

The Company's financial results presented in this report for the first quarter ended June 30th, 2019 are in accordance with the new leasing standard IndAS 116. Please refer to section 5.1.1 for the impact of adoption of IndAS116 on page 21.

3.2 Consolidated - Summary of Consolidated Financial Statements

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

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-19	Jun-18	Y-on-Y Growth
Total revenues	**207,379**	**197,992**	**5%**
EBITDA	84,926	68,370	24%
EBITDA / Total revenues	*410%*	*34.5%*	
EBIT	16,046	16,801	-4%
Finance cost (net)	31,815	21,265	50%
Share of results of Joint Ventures/Associates	931	1,653	-44%
Profit before tax	(15,298)	(2,850)	-437%
Income tax expense	(5,830)	(2,490)	-134%
Profit after tax (before exceptional items)	(9,469)	(360)	-2527%
Non Controlling Interest	4,533	2,643	71%
Net income (before exceptional items)	(14,002)	(3,004)	-366%
Exceptional Items (net of tax)	14,454	(5,156)	380%
Profit after tax (after exceptional items)	**(23,922)**	**4,796**	**-599%**
Non Controlling Interest	4,738	3,823	24%
Net income	**(28,660)**	**973**	**-3047%**
Capex	50,468	82,167	-39%
Operating Free Cash Flow (EBITDA - Capex)	34,458	(13,797)	350%
Cumulative Investments	3,432,802	3,251,595	6%

** With the adoption of Ind AS 116, effective April 1, 2019, the results and ratio for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*
Note 4: There have been reporting changes in DTH (details in section 5.1.2); on comparable basis Y-o-Y revenue growth is 7%.

3.2.2 Consolidated Summarized Statement of Financial Position

Amount in Rs Mn

Particulars	As at Jun 30, 2019	As at Mar 31, 2019
Assets		
Non-current assets	2,614,588	2,422,918
Current assets	341,664	329,057
Total assets	**2,956,252**	**2,751,975**
Liabilities		
Non-current liabilities	1,164,435	971,946
Current liabilities	751,368	930,549
Total liabilities	**1,915,803**	**1,902,495**
Equity & Non Controlling Interests		
Equity	913,746	714,222
Non controlling interests	126,703	135,258
Total Equity & Non Controlling Interests	**1,040,449**	**849,480**
Total Equity and liabilities	**2,956,252**	**2,751,975**

** With the adoption of IndAS 116, effective April 1, 2019, the results for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

3.3 Region wise - Summary of Consolidated Financial Statements

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

Amount in Rs Mn, except ratios

Particulars	Quarter Ended Jun 2019			Quarter Ended Jun 2018		
	India SA	Africa	Total	India SA	Africa	Total
Total revenues	**154,448**	**55,433**	**207,379**	**150,278**	**50,033**	**197,992**
EBITDA	60,723	24,206	84,926	49,144	19,221	68,370
EBITDA / Total revenues	*39.3%*	*43.7%*	*410%*	*32.7%*	*38.4%*	*34.5%*
EBIT	2,287	13,762	16,046	4,956	11,839	16,801
Profit before tax	(20,536)	8,055	(15,298)	(13,482)	7,552	(2,850)
Income tax expense	(9,224)	3,321	(5,830)	(5,757)	3,107	(2,490)
Profit after tax (before exceptional items)	(11,313)	4,734	(9,469)	(7,725)	4,445	(360)
Non Controlling Interest	2,669	1,810	4,533	2,100	506	2,643
Net income (before exceptional items)	**(13,982)**	**2,924**	**(14,002)**	**(9,825)**	**3,939**	**(3,004)**
Exceptional Items (net of tax)			14,454			(5,156)
Profit after tax (after exceptional items)			**(23,922)**			**4,796**
Non Controlling Interest			4,738			3,823
Net income			**(28,661)**			**973**
Capex	43,542	6,927	50,468	78,871	3,296	82,167
Operating Free Cash Flow (EBITDA - Capex)	17,181	17,279	34,458	(29,728)	15,925	(13,797)
Cumulative Investments	2,838,517	569,702	3,432,802	2,648,951	573,800	3,251,595

** With the adoption of IndAS 116, effective April 1, 2019, the results for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116 and section 5.5.2 on "Exceptional Items" on page 25 for details.*

3.3.2 Region wise Summarized Statement of Financial Position

Amount in Rs Mn

Particulars	As at Jun 30, 2019			
	India SA	Africa	Eliminations/Others	Total
Assets				
Non-current assets	2,216,781	532,195	(134,388)	2,614,588
Current assets	248,671	94,637	(1,644)	341,664
Total assets	**2,465,452**	**626,832**	**(136,032)**	**2,956,252**
Liabilities				
Non-current liabilities	897,548	264,535	2,352	1,164,435
Current liabilities	572,127	180,924	(1,684)	751,368
Total liabilities	**1,469,675**	**445,459**	**669**	**1,915,803**
Equity & Non Controlling Interests				
Equity	918,100	132,347	(136,701)	913,746
Non controlling interests	77,677	49,026	0	126,703
Total Equity & Non Controlling Interests	**995,777**	**181,373**	**(136,701)**	**1,040,449**
Total Equity and liabilities	**2,465,452**	**626,832**	**(136,032)**	**2,956,252**

3.4 Segment wise Summarized Statement of Operations

3.4.1 India & South Asia

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-19	Jun-18	Y-on-Y Growth
Total revenues	**154,448**	**150,278**	**3%**
EBITDA	60,723	49,144	24%
EBITDA / Total revenues	*39.3%*	*32.7%*	
EBIT	2,287	4,956	-54%
Capex	43,542	78,871	-45%
Operating Free Cash Flow (EBITDA - Capex)	17,181	(29,728)	158%
Cumulative Investments	2,838,517	2,648,951	7%

** With the adoption of IndAS 116, effective April 1, 2019, the results for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*
Note 5: There have been reporting changes in DTH (details in section 5.1.2); on comparable basis Y-o-Y revenue growth is 5%.

3.4.2 India

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-19	Jun-18	Y-on-Y Growth
Total revenues	**153,446**	**149,300**	**3%**
EBITDA	60,630	49,133	23%
EBITDA / Total revenues	*39.5%*	*32.9%*	
EBIT	2,547	5,287	-52%
Capex	43,223	78,664	-45%
Operating Free Cash Flow (EBITDA - Capex)	17,407	(29,530)	159%
Cumulative Investments	2,823,790	2,634,026	7%

** With the adoption of IndAS 116, effective April 1, 2019, the results for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*
Note 6: There have been reporting changes in DTH (details in section 5.1.2); on comparable basis Y-o-Y revenue growth is 6%.

B2C Services

3.4.3 Mobile Services (India) – comprises of Mobile Services and Network Groups building / providing fiber connectivity.

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-19	Jun-18	Y-on-Y Growth
Total revenues	**108,667**	**104,803**	**4%**
EBITDA	38,742	27,603	40%
EBITDA / Total revenues	*35.7%*	*26.3%*	
EBIT	(12,419)	(8,782)	-41%
Capex	36,426	69,350	-47%
Operating Free Cash Flow (EBITDA - Capex)	2,316	(41,747)	106%
Cumulative Investments	2,334,818	2,170,373	8%

** With the adoption of IndAS 116, effective April 1, 2019, the results for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

3.4.4 Homes Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-19	Jun-18	Y-on-Y Growth
Total revenues	**5,705**	**5,745**	**-1%**
EBITDA	2,524	2,859	-12%
EBITDA / Total revenues	*44.2%*	*49.8%*	
EBIT	1,034	1,026	1%
Capex	1,169	1,923	-39%
Operating Free Cash Flow (EBITDA - Capex)	1,355	936	45%
Cumulative Investments	77,727	74,031	5%

** With the adoption of IndAS 116, effective April 1, 2019, the results for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

3.4.5 Digital TV Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-19	Jun-18	Y-on-Y Growth
Total revenues	**7,389**	**9,924**	**-26%**
EBITDA	5,263	4,010	31%
EBITDA / Total revenues	*712%*	*40.4%*	
EBIT	3,612	2,084	73%
Capex	2,437	1,809	35%
Operating Free Cash Flow (EBITDA - Capex)	2,826	2,202	28%
Cumulative Investments	90,987	81,686	11%

** With the adoption of IndAS 116, effective April 1, 2019, the results for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*
Note 7: There have been reporting changes in DTH (details in section 5.1.2); on comparable basis Y-o-Y revenue growth is 16%. EBITDA/ Total revenues is 39.5% for the quarter ended Jun 30, 2019 adjusting for both of the above changes.

B2B Services

3.4.6 Airtel Business

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-19	Jun-18	Y-on-Y Growth
Total revenues	**32,080**	**29,923**	**7%**
EBITDA	7,655	10,425	-27%
EBITDA / Total revenues	*23.9%*	*34.8%*	
EBIT	6,149	7,435	-17%
Capex	1,155	1,396	-17%
Operating Free Cash Flow (EBITDA - Capex)	6,500	9,030	-28%
Cumulative Investments	105,826	114,751	-8%

** With the adoption of IndAS 116, effective April 1, 2019, the results for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

3.4.7 Tower Infrastructure Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-19	Jun-18	Y-on-Y Growth
Total revenues	**17,262**	**16,949**	**2%**
EBITDA	10,055	7,815	29%
EBITDA / Total revenues	*58.3%*	*46.1%*	
EBIT	6,357	5,038	26%
Share of results of joint ventures/associates	2,642	2,966	-11%
Capex	2,036	2,934	-31%
Operating Free Cash Flow (EBITDA - Capex)	8,019	4,881	64%
Cumulative Investments	202,120	193,101	5%

** With the adoption of IndAS 116, effective April 1, 2019, the results for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

3.4.8 South Asia – comprises of operations in Sri Lanka.

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-19	Jun-18	Y-on-Y Growth
Total revenues	**1,089**	**1,060**	**3%**
EBITDA	92	10	822%
EBITDA / Total revenues	*8.5%*	*0.9%*	
EBIT	(260)	(331)	21%
Capex	318	208	53%
Operating Free Cash Flow (EBITDA - Capex)	(226)	(198)	-14%
Cumulative Investments	14,727	14,925	-1%

** With the adoption of IndAS 116, effective April 1, 2019, the results for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

3.4.9 Africa
In USD Constant Currency – [Note 8]

Amount in US$ Mn, except ratios

Particulars	Quarter Ended		
	Jun-19	Jun-18	Y-on-Y Growth
Total revenues	**802**	**728**	**10%**
EBITDA	350	279	25%
EBITDA / Total revenues	*43.7%*	*38.4%*	
EBIT	199	173	15%
Capex	99	49	101%
Operating Free Cash Flow (EBITDA - Capex)	251	230	9%
Cumulative Investments	7,916	8,380	-6%

** With the adoption of IndAS 116, effective April 1, 2019, the results for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*
Note 8: Closing currency rates as on March 1, 2019 (AOP FY 19-20 currency) considered for above financials up to EBIT. Actual currency rates are taken for Capex & Cumulative Investments.

3.5 Region wise & Segment wise - Investment & Contribution

Quarter Ended:

Amount in Rs Mn, except ratios

Segment	Quarter Ended Jun 2019						As at Jun 30, 2019	
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total	Cummulative Investments	% of Total
Mobile Services	108,667	70%	38,742	64%	36,426	84%	2,334,818	83%
Homes Services	5,705	4%	2,524	4%	1,169	3%	77,727	3%
Digital TV Services	7,389	5%	5,263	9%	2,437	6%	90,987	3%
Airtel Business	32,080	21%	7,655	13%	1,155	3%	105,826	4%
Tower Infrastructure Services	17,262	11%	10,055	17%	2,036	5%	202,120	7%
South Asia	1,089	1%	92	0%	318	1%	14,727	1%
Sub Total	**172,192**	**111%**	**64,331**	**106%**	**43,542**	**100%**	**2,826,205**	**100%**
Eliminations / Others	(17,744)	-11%	(3,609)	-6%	0	0%	12,312	
Accumulated Depreciation and Amortisation							(1,177,909)	
Total (India SA)	**154,448**	**100%**	**60,723**	**100%**	**43,542**	**100%**	**1,660,608**	
India SA % of Consolidated	**74%**		**72%**		**86%**		**82%**	
Africa	55,433		24,206		6,927		569,702	
Accumulated Depreciation and Amortisation							(120,914)	
Total (Africa)	**55,433**		**24,206**		**6,927**		**448,788**	
Africa % of Consolidated	**27%**		**29%**		**14%**		**17%**	
Eliminations / Others	(2,502)		(2)		(0)		24,582	
Eliminations / Others % of Consolidated	-1%		0%		0%		0%	
Consolidated	**207,379**		**84,926**		**50,468**		**3,432,802**	

SECTION 4

OPERATING HIGHLIGHTS

The financial figures used for computing ARPU, Revenue per Site, Gross revenue per employee per month, Personnel cost per employee per month are based on Ind-AS.

4.1 Customers - Consolidated

Parameters	Unit	Jun-19	Mar-19	Q-on-Q Growth	Jun-18	Y-on-Y Growth
Mobile Services	**000's**	**383,375**	**384,078**	**-0.2%**	**438,040**	**-12.5%**
India*	000's	281,132	282,640	-0.5%	344,564	-18.4%
South Asia	000's	2,573	2,587	-0.5%	2,283	12.7%
Africa	000's	99,670	98,851	0.8%	91,193	9.3%
Homes Services	000's	2,342	2,270	3.2%	2,189	7.0%
Digital TV Services	000's	16,027	15,392	4.1%	14,646	9.4%
Airtel Business	000's	1,951	1,904	2.4%	1,766	10.4%
Total	**000's**	**403,695**	**403,645**	**0.0%**	**456,641**	**-11.6%**

** Includes M2M.*

4.2 Mobile Services India

Parameters	Unit	Jun-19	Mar-19	Q-on-Q Growth	Jun-18	Y-on-Y Growth
Customer Base	000's	281,132	282,640	-0.5%	344,564	-18.4%
Customer Base excluding M2M*	000's	276,817	278,350	-0.6%	340,846	-18.8%
Net Additions	000's	(1,533)	(1,585)	3.3%	40,372	-103.8%
Pre-Paid (as % of total Customer Base)	%	94.9%	93.5%		94.6%	
Monthly Churn	%	2.6%	2.8%		2.0%	
Average Revenue Per User (ARPU)	Rs	129	123	5.1%	105	22.6%
Average Revenue Per User (ARPU)	US$	1.9	1.7	6.5%	1.6	18.3%
Revenue per towers per month	Rs	196,584	196,178	0.2%	206,215	-4.7%
Revenues						
Mobile Services #	Rs Mn	107,240	104,870	2.3%	103,036	4.1%
Voice						
Minutes on the network	Mn	737,108	731,187	0.8%	684,191	7.7%
Voice Usage per customer	min	888	858	3.6%	700	27.0%
Data						
Data Customer Base	000's	120,047	115,147	4.3%	94,783	26.7%
Of which 4G data customers	*000's*	95,173	86,808	9.6%	58,281	63.3%
As % of Customer Base	*%*	43.4%	40.7%		27.5%	
Total MBs on the network	Mn MBs	4,191,715	3,705,034	13.1%	2,150,645	94.9%
Data Usage per customer	MBs	11,930	11,048	8.0%	7,864	51.7%

** M2M base has been reclassified to Airtel Business wef April 2019. Impact of the same on Q1'20 ARPU is Rs 2.*
 # Excludes revenues from network groups building / providing fiber connectivity and group eliminations.

4.3 Homes Services

Parameters	Unit	Jun-19	Mar-19	Q-on-Q Growth	Jun-18	Y-on-Y Growth
Homes Customers	000's	2,342	2,270	3.2%	2,189	7.0%
Net additions	000's	72	25	191.4%	16	341.7%
Average Revenue Per User (ARPU)	Rs	825	815	1.2%	879	-6.2%
Average Revenue Per User (ARPU)	US$	11.8	11.5	2.5%	13.1	-9.5%

4.4 Digital TV Services

Parameters	Unit	Jun-19	Mar-19	Q-on-Q Growth	Jun-18	Y-on-Y Growth
Digital TV Customers	000's	16,027	15,392	4.1%	14,646	9.4%
Net additions	000's	634	391	62.3%	479	32.6%
Average Revenue Per User (ARPU)	Rs	157	233	-32.7%	229	-31.6%
Average Revenue Per User (ARPU)	US$	2.2	3.3	-31.8%	3.4	-34.0%
Monthly Churn	%	1.0%	0.8%		0.7%	

Note 9: There have been reporting changes in DTH (details in section 5.1.2); on comparable basis ARPU is Rs 243.

4.5 Network and Coverage - India

Parameters	Unit	Jun-19	Mar-19	Q-on-Q Growth	Jun-18	Y-on-Y Growth
Mobile Services						
Census Towns	Nos	7,906	7,906	0	7,902	4
Non-Census Towns and Villages	Nos	786,246	786,192	54	786,112	134
Population Coverage	%	95.3%	95.3%		95.3%	
Optic Fibre Network	R Kms	286,662	280,534	6,128	245,847	40,814
Network towers	Nos	182,600	181,079	1,521	167,355	15,245
Of which Mobile Broadband towers	*Nos*	177,141	172,627	4,514	146,428	30,713
Total Mobile Broadband Base stations	Nos	443,804	417,613	26,191	320,204	123,600
Homes Services- Cities covered	Nos	99	93	6	89	10
Airtel Business - Submarine cable systems	Nos	7	7	0	7	0
Digital TV Services						
Districts Covered	Nos	639	639	0	639	0
Coverage	%	99.8%	99.8%		99.8%	

4.6 Tower Infrastructure Services

4.6.1 Bharti Infratel Standalone

Parameters	Unit	Jun-19	Mar-19	Q-on-Q Growth	Jun-18	Y-on-Y Growth
Total Towers	Nos	40,636	40,388	248	39,719	917
Total Co-locations	Nos	76,119	76,341	(222)	86,053	(9,934)
Key Indicators						
Sharing Revenue per sharing operator per month	Rs	44,623	42,143	5.9%	37,281	19.7%
Average Sharing Factor	Times	1.88	1.91		2.20	

Additional Information:

4.6.2 Indus Towers

Parameters	Unit	Jun-19	Mar-19	Q-on-Q Growth	Jun-18	Y-on-Y Growth
Total Towers	Nos	123,799	123,546	253	123,904	(105)
Total Co-locations	Nos	231,256	229,483	1,773	273,154	(41,898)
Average Sharing Factor	Times	1.86	1.86		2.23	

4.6.3 Bharti Infratel Consolidated

Parameters	Unit	Jun-19	Mar-19	Q-on-Q Growth	Jun-18	Y-on-Y Growth
Total Towers	Nos	92,632	92,277	354	91,759	873
Total Co-locations	Nos	173,247	172,724	523	200,778	(27,531)
Average Sharing Factor	Times	1.87	1.88		2.22	

4.7 Human Resource Analysis – India

Parameters	Unit	Jun-19	Mar-19	Q-on-Q Growth	Jun-18	Y-on-Y Growth
Total Employees	Nos	16,218	16,194	24	18,032	(1,814)
Number of Customers per employee	Nos	18,321	18,662	(340)	20,140	(1,819)
Personnel cost per employee per month	Rs	104,185	109,196	-4.6%	98,618	5.6%
Gross Revenue per employee per month	Rs	3,153,819	3,137,134	0.5%	2,759,902	14.3%

4.8 Africa

4.8.1 Operational Performance (In Constant Currency)

Parameters	Unit	Jun-19	Mar-19	Q-on-Q Growth	Jun-18	Y-on-Y Growth
Customer Base	000's	99,670	98,851	0.8%	91,193	9.3%
Net Additions	000's	819	929	-11.8%	1,930	-57.6%
Monthly Churn	%	5.0%	5.4%		4.9%	
Average Revenue Per User (ARPU)	US$	2.7	2.6	1.8%	2.7	0.5%
Voice						
Voice Revenue	$ Mn	472	482	-2.1%	458	3.2%
Minutes on the network	Mn	55,329	52,866	4.7%	49,666	11.4%
Voice Average Revenue Per User (ARPU)	US$	1.6	1.6	-2.8%	1.7	-5.8%
Voice Usage per customer	min	186	179	3.9%	183	1.6%
Data						
Data Revenue	$ Mn	209	187	11.5%	153	35.9%
Data Customer Base	000's	30,001	30,024	-0.1%	26,376	13.7%
As % of Customer Base	%	30.1%	30.4%		28.9%	
Total MBs on the network	Mn MBs	139,303	120,674	15.4%	77,811	79.0%
Data Average Revenue Per User (ARPU)	US$	2.3	2.1	8.9%	2.0	17.0%
Data Usage per customer	MBs	1,550	1,375	12.8%	1,006	54.1%
Mobile Money						
Transaction Value	$ Mn	7,208	6,474	11.3%	5,814	24.0%
Transaction Value per Sub	US$	163	157	3.9%	161	1.4%
Airtel Money Revenue	$ Mn	69	66	3.2%	48	41.8%
Active Customers	000's	14,600	14,216	2.7%	11,816	23.6%
Airtel Money ARPU	US$	1.6	1.6	-3.7%	1.3	16.0%
Network & coverage						
Network towers	Nos	21,385	21,059	326	19,895	1,490
Owned Towers	Nos	4,500	4,422	78	4,377	123
Leased Towers	Nos	16,885	16,637	248	15,518	1,367
Of which Mobile Broadband towers	Nos	17,049	16,426	623	14,653	2,396
Total Mobile Broadband Base stations	Nos	35,283	32,501	2,782	23,754	11,529
Revenue Per Site Per Month	US$	12,565	12,487	0.6%	12,218	2.8%

Constant currency rates as on March 1, 2019 (AOP FY 2019-20 Currency) considered for above KPIs

4.8.2 Human Resources Analysis

Parameters	Unit	Jun-19	Mar-19	Q-on-Q Growth	Jun-18	Y-on-Y Growth
Total Employees	Nos	3,100	3,075	25	3,217	(117)
Number of Customers per employee	Nos	32,152	32,147	5	28,347	3,805
Personnel cost per employee per month	US$	5,812	6,744	-13.8%	6,689	-13.1%
Gross Revenue per employee per month	US$	86,225	84,747	1.7%	75,397	14.4%

SECTION 5

MANAGEMENT DISCUSSION AND ANALYSIS

5.1 Reporting Changes

5.1.1 Adoption of Indian Accounting Standards (IndAS) 116 'Leases' w.e.f. April 01st, 2019

The Ministry of Corporate Affairs (MCA) issued the Companies (Indian Accounting Standards) Amendment Rules, 2019 on March 30th, 2019 notifying the leasing standard IndAS 116 'Leases', which replaces the existing standard (IndAS 17). **IndAS 116 is applicable to Companies from financial year beginning on or after April 1st, 2019.** The Company's financial results presented in this report for the first quarter ended June 30th, 2019 are in accordance with the new leasing standard IndAS 116. This standard is adopted in full from IFRS 16 without any carve out and will make the financials of Indian companies comparable with global peers. Under the earlier standard IndAS 17, operating leases were treated as revenue expenses whereas the finance leases were capitalized and amortized over the period of the lease with corresponding liabilities recorded as finance lease obligation.

1.1 Overview:

- IndAS 116 removes distinction between Finance and Operating lease.
- All leases to be recognized in the Balance sheet as Right of Use (RoU) Asset and Lease Liability.
- Operating lease payments currently expensed to be split as Depreciation on ROU asset and Interest on lease liability.
- Exemptions available for immaterial and short term leases (less than 12 months) have been availed.

With the above changes, the financial statements and the related ratios for the current quarter ended June 30th, 2019 are not comparable with the previous periods. For better understanding and benefit of the reader, Segment wise impact of adoption of IndAS 116 is detailed below.

Proforma financial results excluding IndAS 116

A. Consolidated Summarized Statement of Operations (net of inter segment eliminations)

Amount in Rs Mn, except ratios

Particulars	Quarter Ended Jun 30, 2019			Quarter Ended	
	With impact of Ind AS 116	Impact of Ind AS 116	Without impact of Ind AS 116	Jun-18	Y-on-Y Growth
Total revenues	**207,379**	**265**	**207,114**	**197,992**	**5%**
EBITDA	84,926	15,123	69,804	68,370	2%
EBITDA / Total revenues	*41.0%*	*7.2%*	*33.7%*	*34.5%*	
EBIT	16,046	5,835	10,211	16,801	-39%
Finance cost (net)	31,815	4,974	26,841	21,265	26%
Share of results of Joint Ventures/Associates	931	0	931	1,653	-44%
Profit before tax	(15,298)	861	(16,159)	(2,850)	-467%
Capex	50,468	0	50,468	82,167	-39%
Operating Free Cash Flow (EBITDA - Capex)	34,458	15,123	19,335	(13,797)	240%

B. Consolidated Summarized Statement of Financial Position

Amount in Rs Mn

Particulars	As at Jun 30, 2019			As at	
	With impact of Ind AS 116	Impact of Ind AS 116	Without impact of Ind AS 116	Mar 31, 2019	Apr 01, 2019
Assets					
Non-current assets	2,614,588	213,491	2,401,097	2,422,918	2,616,303
Current assets	341,664	0	341,664	329,057	341,664
Total assets	**2,956,252**	**213,491**	**2,742,761**	**2,751,975**	**2,957,967**
Liabilities					
Non-current liabilities	1,164,435	222,634	941,801	971,946	1,173,997
Current liabilities	751,368	17,668	733,701	930,549	740,809
Total liabilities	**1,915,803**	**240,301**	**1,675,502**	**1,902,495**	**1,914,806**
Equity & Non Controlling Interests					
Equity	913,746	(26,828)	940,574	714,222	921,777
Non controlling interests	126,703	18	126,685	135,258	121,384
Total Equity & Non Controlling Interests	**1,040,449**	**(26,810)**	**1,067,259**	**849,480**	**1,043,161**
Total Equity and liabilities	**2,956,252**	**213,491**	**2,742,761**	**2,751,975**	**2,957,967**

C. Region-wise Summarized impact of IndAS116

Amount in Rs Mn

Quarter Ended Jun 30, 2019	With impact of Ind AS 116				Without impact of Ind AS 116			
	EBITDA	*% EBITDA*	EBIT	*% EBIT*	EBITDA	*% EBITDA*	EBIT	*% EBIT*
India & South Asia	60,723	*39.3%*	2,287	*1.5%*	48,173	*31.2%*	(2,610)	*-1.7%*
India	60,630	*39.5%*	2,547	*1.7%*	48,168	*31.4%*	(2,333)	*-1.5%*
Mobile Services	38,742	*35.7%*	(12,419)	*-11.4%*	25,184	*23.2%*	(17,454)	*-16.1%*
Homes	2,524	*44.2%*	1,034	*18.1%*	2,995	*52.5%*	1,034	*18.1%*
Digital TV Services	5,263	*71.2%*	3,612	*48.9%*	4,943	*66.9%*	3,548	*48.0%*
Airtel Business	7,655	*23.9%*	6,149	*19.2%*	9,627	*30.0%*	6,114	*19.1%*
Tower Infra	10,055	*58.3%*	6,357	*36.8%*	8,829	*51.1%*	5,608	*32.5%*
South Asia	92	*8.5%*	(260)	*-23.9%*	5	*0.5%*	(277)	*-25.4%*
Africa (USD Reported)	348	*43.7%*	198	*24.8%*	309	*38.9%*	184	*23.1%*
Africa (Constant Currency)	350	*43.7%*	199	*24.8%*	312	*38.9%*	186	*23.2%*

5.1.2 Digital TV Services

Subsequent to the new tariff order (NTO), the service providers are responsible only for re-transmission and are not in a position to control content and pricing. Accordingly, the Gross revenue is only to the extent of net value retained i.e. customer payments received net of broadcaster's fee (erstwhile content charges) w.e.f quarter ended June 30th, 2019.

5.1.3 Mobile Services India

M2M (Machine-to-Machine) Customer Base and Revenue, which was hitherto reported as a part of Mobile Services, has been reclassified to Airtel Business w.e.f quarter ended June 30th, 2019. The impact of the same on Mobile Services ARPU is Rs 2.

5.2 India & SA

1. Key Industry Developments

A. Telecom Regulatory Authority of India (TRAI) released clarifications / reconsideration of its '**Recommendations on Auction of Spectrum in various bands'** to Department of Telecommunications (DOT) on July 8th, 2019. Key features of the same were:

- TRAI recommended Reserve Price (per MHz) of 800 MHz & 900 MHz paired band in circles where spectrum is becoming available.
- The minimum amount of spectrum that an existing licensee is required to bid in 900 MHz and 1800 MHz bands be revised downwards from 0.6 MHz to 0.2 MHz.
- The entire administratively allocated spectrum in 800 MHz, 900 MHz and 1800 MHz bands (except for BSNL & MTNL) whose validity is going to expire by December 31st, 2021 may be auctioned in the forthcoming auction.
- No roll out obligations should be mandated for spectrum in 3300-3600 MHz band. Further, lock-in period for spectrum in this band for becoming eligible for spectrum trading should be same as in other bands i.e. 2 years instead of the earlier recommended 5 year period.
- TRAI recommended that in case a telecom service provider (TSP) acquires spectrum in 3300-3600 MHz band in more than one licensed service area (LSA), same frequency spots should be assigned to it in all those LSAs, subject to feasibility.

B. **TRAI released a consultation paper on KYC of DTH Set Top Boxes on July 19th, 2019.** Key proposals include:

- Filling of KYC form and verification of Aadhar Card may be mandatory for any customer purchasing DTH equipment. In order to check location, in accordance with customer ID /Card ID, location-based services would have to be active in DTH Set-Top-Boxes.
- GPS enabled Set-Top-Box (STB) with geo-fencing to Indian coordinates only may be used to restrict the illegal DTH run in other countries.

2. Key Company Developments

A. **Digital Innovations & Customer Delight:** Airtel continues to deliver personalized experience and innovative products with best in class service experience to its customers. A plethora of benefits were extended under the #AirtelThanks program:

- #AirtelThanks program was extended to **Home Broadband customers** for plans of Rs 1099 and above. The benefits include three months subscription gift from Netflix, one-year Amazon Prime membership with full entertainment and online shopping benefits, access to premium content from ZEE5 and Airtel TV.
- Airtel offered **free access to online courses** from the globally renowned online educator - Shaw Academy. Shaw Academy offers courses focused on developing practical skills and popular subjects include music, language, fitness etc. **Airtel Platinum customers** will get free access to one-year courses worth Rs 6,000 as part of their plan benefits.

B. **Strategic Alliances & Partnerships:** Airtel has entered into multiple partnerships with an aim to provide seamless customer experience with greater value proposition to end users.

- **Airtel and OYO Hotels & Homes** collaborated to launch OYO Store on Airtel Thanks App. Airtel customers can seamlessly book accommodations on the Airtel Thanks app and make the booking payments via Airtel Payments Bank.
- **Airtel joined hands with HDFC Life Insurance** to launch a prepaid bundle at Rs. 249. The bundle comes with an in-built **life insurance cover (term plan) of Rs. 4 lakhs** from HDFC Life along with unlimited voice calling and 2GB data/day.

C. **Network Expansion & Transformation:** Airtel remains committed to deliver a world-class network experience to the high value customer.

- As part of its strategy to offer high speed 4G across the country, the company has **phased out its 3G services** in Kolkata and further augmented its 4G services, Airtel has **deployed state-of-the-art L900 technology** in the 900 MHz band to complement its 4G services in the 2300 MHz and 1800 MHz bands.
- Airtel deployed the superior **LTE 2100 MHz spectrum band across Delhi-NCR, Haryana, Himachal Pradesh, Jammu & Kashmir**. This will further augment Airtel 4G quality and experience, boost network capacity, significantly improve outdoor coverage and drive more voice traffic on VoLTE to serve its customers in all these regions.
- Airtel has **launched 4G services in Lakshadweep Islands**. With this, Airtel has become the first mobile operator to launch high-speed data services on the tropical archipelago.

D. Mergers & Acquisitions

- **Airtel and Hughes Communications India Ltd. (HCIL),** a subsidiary of Hughes Network Systems, LLC (HUGHES) entered into an agreement to combine their VSAT (Very Small Aperture Terminal) operations in India. The combined entity will benefit from enhanced scale, improved operational efficiencies and wider market reach. The combined entity will be well positioned to leverage the demand for secure connectivity in a rapidly growing digital economy. The transaction is subject to approvals by relevant authorities.

- **Merger of Consumer Mobile Business of Tata Teleservices (Maharashtra) Limited and Tata Teleservices Limited with Bharti Airtel Limited and Bharti Hexacom Limited -** Following the Hon'ble TDSAT's order directing the DoT to take the merger on record and approval of the schemes of arrangement by Hon'ble NCLT, Delhi and Hon'ble NCLT, Mumbai, the schemes of arrangement have become effective from July 1st, 2019. Consequently, all customers, assets, spectrum and agreed liabilities of the Consumer Mobile Businesses of TTSL and TTML stand merged with Airtel effective July 1st, 2019.

E. Awards and Recognition

- **Airtel bagged top honors at the Frost and Sullivan ICT Awards.** Airtel Business has been awarded as the **"Enterprise Data Service Provider of the Year"** and the **"Enterprise Telecom Service Provider of the Year"** in the large enterprise segment.

- Airtel Finance shared services team has bagged the coveted **Digital Initiative Award** by HDFC bank in the Large Customer Category.

5.3 Africa

A. Key Company Developments

- Airtel Africa Plc on June 28th, 2019 opened the markets of London Stock Exchange to mark the occasion of the pricing of its initial public offering. The group raised gross proceeds of USD 750 Mn from a mix of new institutional and existing Airtel Africa investors.

- Airtel Africa Plc on July 9th, 2019 announced the secondary listing on the main board of The Nigerian Stock Exchange ("NSE" or "the Exchange").

- In Nigeria the Central Bank has approved the name "Smart Cash" to be used for the Airtel payment service bank.
- Airtel Nigeria won the Business Day "Next Bulls" Award for contribution to economy and job creation. Nigeria's leading Business and Economic Newspaper, "Business Day" in collaboration with the Nigerian Stock Exchange has honored Airtel Nigeria for its contributions to the economy and for creating employment opportunities across the country.

- A new bill has been debated in Kenyan parliament, which requires Telcos to form a separate group for any business they engage outside core telecom services. Airtel Kenya has already initiated separation of money business from core telecom business.

- In Zambia, Finance Ministry has proposed to replace the current VAT system of 16% with a Sales Tax of 9% for domestic supplies. The date of implementation earlier proposed was July 1st, 2019 which has been delayed to Sep 1st, 2019, to allow for parliamentary participation in the enactment of the legislation. Consultation with ZRA about specifics is ongoing.

- Airtel Niger is now the first operator to launch 4G network in the country. The 4G Launch is expected to be a growth driver for Niger economy, and will accelerate equitable and inclusive economic growth. The launch of Airtel's 4G is seen as an important step in the country's digitization process to provide broadband service everywhere in the country.

- As per new regulation initiated by Central Bank (in Congo B, Chad and Gabon), Mobile Money entities can apply for e-money licenses directly without any need of partnering with banks. Pre-condition for application of licenses is minimum share capital of CFA 2 Bn. Final regulation is expected to come into force in Q2'20.

5.4 Share of Associates / Joint Ventures

A) Robi Axiata Limited

Robi Axiata Limited is a joint venture between Axiata Group Berhad, of Malaysia, Bharti Airtel Limited, of India and NTT Docomo Inc. of Japan. Axiata holds 68.7% controlling stake in the entity, Bharti Airtel holds 25% while the remaining 6.3% is held by NTT Docomo.

Robi Axiata Limited is the second largest mobile phone operato of Bangladesh and the first operator to introduce GPRS and 3.5G services in the country.

Key operational and financial performance:

Bangladesh	Unit	Quarter Ended			
		Mar-19*	Dec-18	Sep-18	Jun-18
Operational Performance					
Customer Base	000's	47,341	46,886	46,753	44,729
Data Customer as % of Customer Base	*%*	*61.3%*	*60.4%*	*60.6%*	*59.5%*
ARPU	BDT	122	118	122	117
Financial Highlights (proportionate share of Airtel)					
Total revenues	Rs Mn	3,844	3,707	3,648	3,299
EBITDA	Rs Mn	1,117	1,042	983	833
EBITDA / Total revenues	*%*	*29.1%*	*28.1%*	*27.0%*	*25.3%*
Net Income	Rs Mn	24	(202)	1,036	(89)

** Financials are Pre MFRS*

B) Bharti Airtel Ghana Limited

Bharti Airtel Ghana Limited is a joint venture between Bharti Airtel Africa B.V. and MIC Africa B.V. Both the entities effectively hold 49.95% share in the merged entity.

Key operational and financial performance:

Ghana	Unit	Quarter Ended			
		Jun-19	Mar-19	Dec-18	Sep
Operational Performance					
Customer Base	000's	4821	4,804	4,847	5,3
Data Customer as % of Customer Base	%	59.1%	58.7%	56.5%	61.
ARPU	GHS	13.1	13.0	12.0	12
Financial Highlights (proportionate share of Airtel)					
Total revenues	Rs Mn	1,247	1,284	1,358	1,5
EBITDA	Rs Mn	131	(3)	(64)	10
EBITDA / Total revenues	%	10.5%	-0.2%	-4.7%	7.1
Net Income	Rs Mn	(928)	(1,550)	(1,214)	(90

C) Airtel Payment Bank Limited

Airtel Payment Bank Limited has become an associate of Bharti Airtel Limited w.e.f November 01st, 2018.

Key operational and financial performance:

Airtel Payments Bank Limited	Unit	Quarter ended		2 months ended
		Jun-19	Mar-19	Dec-18
Operational Performance				
Active users	000's	8,307	7,767	5,724
Financial Highlights (proportionate share of Airtel)				
Total revenues	Rs Mn	909	737	410
EBITDA	Rs Mn	(722)	(698)	(477)
EBITDA / Total revenues	%	*-79.4%*	*-94.8%*	*-116.4%*
Net Income	Rs Mn	(755)	(738)	(497)

5.5 Results of Operations

The financial results presented in this section are compiled based on the audited consolidated financial statements prepared in accordance with Indian Accounting Standards (Ind-AS) and the underlying information.

Key Highlights – For the quarter ended June 30, 2019

- **Overall customer base at 403.7 Mn across 16 countries (down 10.9% Y-o-Y)**
- **Consolidated mobile data traffic at 4,344 Bn MBs (up 94.2% Y-o-Y)**
- **Total revenues of Rs 207.4 Bn; up 4.7% Y-o-Y (up 6.8% on comparable basis)**
- **EBITDA at Rs 85 Bn; up 24.2% Y-o-Y (up 2.1% on comparable basis); EBITDA margin up 6.4% Y-o-Y (down 0.8% on comparable basis)**
- **EBIT at Rs 16.0 Bn; down 4.5% Y-o-Y (down 39.2% on comparable basis)**
- **Consolidated net loss of Rs 28.7 Bn (Net profit of Rs 1.1 Bn in Q4) vis-à-vis profit of Rs 1.0 Bn in the corresponding quarter last year**

Results for the quarter ended Jun 30, 2019

5.5.1 Bharti Airtel Consolidated

As on Jun 30, 2019, the Company had 403.7 Mn customers, a decrease of 10.9% as compared to 456.6 Mn in the corresponding quarter last year. Total minutes of usage on the network during the quarter were 803 Bn, representing a growth of 7.6% as compared to 747 Bn in the corresponding quarter last year. Mobile Data traffic grew 94.2% to 4,344 Bn MBs during the quarter as compared to 2,236 Bn MBs in the corresponding quarter last year.

Consolidated revenues for the quarter stood at Rs 207,379 Mn, up 4.7% (up 6.8% on a comparable basis) compared to Rs 197,992 Mn in the corresponding quarter last year.

India revenues for the quarter stood at Rs 153,446 Mn, up 2.8% (up 5.5% on a comparable basis) compared to Rs 149,300 Mn in the corresponding quarter last year. There has been healthy and equitable growth across all segments.

Consolidated net revenues, after netting off access costs, cost of goods sold and license fee, increased by 3.0% to Rs 161,438 Mn as compared to Rs 156,800 Mn in the corresponding quarter last year.

There is a decrease in consolidated opex (excluding access costs, costs of goods sold and license fees) by 13.6% Y-o-Y to Rs 77,258 Mn for the quarter ending Jun 30, 2019. On a comparable basis, consolidated opex for the quarter increased by 3.0% to Rs 92,116 Mn primarily on the back of increased investments in strengthening our network.

Consolidated EBITDA of Rs 84,926 Mn during the quarter, Increased by 24.2% compared to Rs 68,370 Mn in the corresponding quarter last year. EBITDA margin for the quarter was at 41% as compared to 34.5% in the corresponding quarter last year. On a comparable basis, EBITDA for the quarter was Rs 69,395 Mn (up 1.5% Y-o-Y) and EBITDA margin was 32.8% (down 1.7% Y-o-Y). India EBITDA margin for the quarter was at 39.5% (30.3% on comparable basis) as compared to 32.9% in the corresponding quarter last year.

Depreciation and amortization expenses were at Rs 67,587 Mn vis-à-vis Rs 51,452 Mn in the corresponding quarter last year (up 31.4% Y-o-Y). On a comparable basis, depreciation and amortization expenses were Rs 58,299 Mn (up 13.3% Y-o-Y) primarily due the impact of sustained capex spends aimed at enhancing our 4G capacities. EBIT for the quarter was at Rs 16,046 Mn as compared to Rs 16,801 Mn in the corresponding quarter last year and the resultant EBIT margin was 7.7% as compared to 8.5% in the corresponding quarter last year. On a comparable basis, EBIT was Rs 9,802 Mn (down 41.7% Y-o-Y) and the resultant EBIT margin was 4.6% (down 3.9% Y-o-Y). Cash profits from operations (before derivative and exchange fluctuations) for the quarter were at Rs 53,886 Mn as compared to Rs 47,335 Mn in the corresponding quarter last year.

Net finance costs for the quarter were at Rs 31,815 Mn, higher by Rs 10,550 Mn (up 49.6% Y-o-Y) as compared to the corresponding quarter last year. On a comparable basis, net finance cost was at Rs 26,841 Mn up 26.2% Y-o-Y. Increase has been largely on account of higher interest on borrowings and derivative and forex loss.

The resultant loss before tax and exceptional items for the quarter ended Jun 30, 2019 was Rs 15,298 Mn as compared to loss of Rs 2,850 Mn in the corresponding quarter last year. On a comparable basis, resultant loss before tax and exceptional items was Rs 16,159 Mn.

The consolidated income tax expense for quarter ended Jun 30, 2019 was (negative) Rs 5,830 Mn as compared to (negative) Rs 2,490 Mn in the corresponding period of last year. The decline is primarily led by drop in profits in India. The underlying effective tax rate (ETR) in India for quarter ended Jun 30, 2019 was at 34.8% vs 34.75% for the full year ended March 31, 2019. The tax charge in Africa for the quarter ended Jun 30, 2019 was at $ 48 Mn as compared to $ 46 Mn in the corresponding period of last year, increase is primarily on account of change in profit mix of the countries.

Net loss before exceptional items for the quarter ended Jun 30, 2019 was Rs 14,002 Mn as compared to loss of Rs 3,004 Mn in the corresponding quarter last year. After accounting for hit of Rs 14,454 Mn towards exceptional items (net of tax) (details provided below in 5.5.2), the resultant net loss for the quarter ended Jun 30, 2019 came in at Rs 28,660 Mn, compared to profit of Rs 973 Mn in the corresponding quarter last year and Rs 1,072 Mn in the previous quarter.

The capital expenditure for the quarter was Rs 50,468 Mn as compared to Rs 82,167 Mn in the corresponding quarter last year. The consolidated operating free cash flow during the

*The term 'Comparable' mentioned in **section 5.5** refers to Proforma financials excluding the impact of Ind AS 116 and DTH reporting change as outlined in section 5.1.2

quarter was Rs 34,458 Mn as compared to cash burn of Rs 13,797 Mn in the corresponding quarter last year. On a comparable basis, operating free cash flow was Rs 19,335 Mn.

Consolidated net debt for the Company has increased by Rs 36,559 Mn to Rs 1,166,458 Mn as compared to Rs 1,129,899 Mn for the previous quarter primarily on account of increase in lease liabilities in line with Ind As 116. On a comparable basis, consolidated net debt was Rs 930,953 Mn. The Net Debt-EBITDA ratio (annualized) as at Jun 30, 2019 at 3.43 times as compared to 3.95 times as on Jun 30, 2018. The Net Debt-Equity ratio was at 1.28 times as at Jun 30, 2019 as compared to 1.56 times as on Jun 30, 2018.

5.5.2 Exceptional Items

Exceptional hit during the quarter ended Jun 30, 2019 was Rs 14,454 Mn (net of tax) mainly due to (i) charge of Rs 1,427 Mn towards accelerated depreciation of 3G network equipments / operating costs on network re-farming and up-gradation program; (ii) incremental provision aggregating Rs. 15,863 Mn on account of derivative liabilities pertaining to customary indemnities provided to a clutch of investors of Airtel Africa Plc ('AAP', a subsidiary of the Group), and expenses relating to its listing; (iii) net charge of Rs. 216 Mn due to adjustments towards certain indemnity assets / liabilities pertaining to past transactions and (iv) net credit of Rs. 2,812 Mn due to re-assessment of levies based on ex-parte judgment. Net tax benefit on the above exceptional items and deferred tax asset pertaining to one of the subsidiary recognised in this quarter, aggregating Rs. 241 Mn is included in tax expense.

5.5.3 B2C Services – India

5.5.3.1 Mobile Services

As on Jun 30, 2019, the Company had 276.8 Mn customers (net of MTM reclass to Airtel Business as detailed in Section 5.1.3) as compared to 340.8 Mn in the corresponding quarter last year, a decrease of 18.8% Y-o-Y.

Minutes traffic growth of 7.7% to 737 Bn during the quarter as compared to 684 Bn in the corresponding quarter last year.

The current quarter has witnessed total data customer addition of 4.9 Mn on a sequential quarter basis with 4G data customer base growing faster at 8.4 Mn; overall 4G customer base stood at 95.2 Mn at the end of the quarter. With increased data penetration, the total MBs on the network have increased by 94.9% to 4,192 Bn MBs as compared to 2,151 Bn MBs in the corresponding quarter last year. Mobile Data usage per customer witnessed an increase of 51.7% to 11.7 GBs during the quarter as compared to 7.7 GBs in the corresponding quarter last year.

The Company continued to invest on up-gradation and capacity expansion of network towers. By the end of the quarter, the Company had 182,600 network towers as compared to 167,355 network towers in the corresponding quarter last year. Out of the total number of towers, 177,141 are mobile broadband towers. The Company has total 443,804 mobile broadband base stations as compared to 320,204 mobile broadband base stations at the end of the corresponding quarter last year and 417,613 at the end of the previous quarter.

Revenue from mobile services increased by 3.7% to Rs 108,667 Mn as compared to Rs 104,803 Mn in the corresponding quarter last year. With continuously improving network experience and #Airtelthanks being at center of our upgrades strategy providing higher value to customers through differentiated offers, ARPU continued to increase for the second consecutive quarter. Overall ARPU for the quarter was Rs 129 as compared to Rs 105 in the corresponding quarter last year.

EBITDA for the quarter was Rs 38,742 Mn (Rs 25,184 Mn on a comparable basis) as compared to Rs 27,603 Mn in the corresponding quarter last year. EBITDA margin was 35.7% (23.2% on a comparable basis) during the quarter as compared to 26.3% in the corresponding quarter last year.

EBIT during the quarter was (negative) Rs 12,419 Mn ((negative) Rs 17,454 Mn on a comparable basis) as compared to (negative) Rs 8,782 Mn in the corresponding quarter last year and the resultant EBIT margin was at (negative) 11.4% (negative 16.1% on a comparable basis) as compared to (negative) 8.4% in corresponding quarter last year.

During the quarter, the Company has incurred a capex of Rs 36,426 Mn, primarily to enhance its indoor coverage, voice quality and data capacities. Improvement in EBITDA has resulted into cash flow of Rs 2,316 Mn for the quarter as compared to cash burn of Rs 41,747 Mn in the corresponding quarter last year. On a comparable basis, operating free cash burn was Rs 11,242 Mn.

5.5.3.2 Homes Services

As on Jun 30, 2019, the Company had 2.34 Mn customers in its Homes operations. Sustained investments towards capacity enhancement have resulted in higher net customer additions during the quarter as compared to previous periods.

For the quarter ended Jun 30, 2019, revenues from Homes operations were Rs 5,705 Mn as compared to Rs 5,745 Mn in the corresponding quarter last year. During the quarter, #Airtelthanks program was extended to selected Home broadband customers with a host of benefits. ARPU has increased Q-o-Q after ten subsequent quarters of decline. EBITDA for the quarter stood at Rs 2,524 Mn (Rs 2,995 Mn on comparable basis) as compared to Rs 2,859 Mn in the corresponding quarter last year. EBITDA margin stood at 44.2%(52.5% on comparable basis) during the quarter as against 49.8% in the corresponding quarter last year. EBIT for the quarter ended Jun 30, 2019 was Rs 1,034 Mn as compared to Rs 1,026 in the corresponding quarter last year and the resultant EBIT margin was at 18.1% as compared to 17.9% in corresponding quarter last year.

During the quarter ended Jun 30, 2019, the Company incurred capital expenditure of Rs 1,169 Mn primarily on account of high-speed fiber deployments and capacity enhancement. The resulting cash flow for the quarter was Rs 1,355 Mn as compared to Rs 936 Mn in the corresponding quarter last year On a comparable basis, operating free cash flow was Rs 1,826 Mn.

5.5.3.3 Digital TV Services

As on Jun 30, 2019, the Company had its Digital TV operations in 639 districts. DTH had 16 Mn customers at the end of the quarter, which represents an increase of 9.4%, as compared to the corresponding quarter last year. Net customer additions for Digital TV during the quarter were 634K. ARPU for the quarter was at Rs 157 as compared to Rs 229 in the corresponding quarter last year. Adjusted for reporting changes highlighted in Section 5.1.2, ARPU for the quarter stood at Rs 243.

Revenue from Digital TV services was at Rs 7,389 Mn (Rs 11,478 Mn on comparable basis) vis-à-vis Rs 9,924 Mn in the corresponding quarter last year.

EBITDA for this segment continued to improve and was Rs 5,263 Mn (Rs 4,534 Mn on comparable basis) as compared to Rs 4,010 Mn in the corresponding quarter last year. The reported EBITDA margin was 71.2% in the current quarter (39.5% on comparable basis) as compared to 40.4% in the corresponding quarter last year. EBIT for the quarter was Rs 3,612 Mn (Rs 3,139 Mn on comparable basis) as compared to Rs 2,084 Mn in the corresponding quarter last year and the resultant EBIT margin was at 48.9% (27.3% on comparable basis) as compared to 21.0% in the corresponding quarter last year.

During the current quarter, the Company incurred a capital expenditure of Rs 2,437 Mn. The resultant operating free cash flow during the quarter was at Rs 2,826 Mn (Rs 2,097 Mn on comparable basis) as compared to Rs 2,202 Mn in the corresponding quarter last year.

5.5.4 B2B Services – India: Airtel Business

Airtel Business segment has reported revenues of Rs 32,080 Mn as compared to Rs 29,923 Mn in the corresponding quarter last year, increase of 7.2%.

EBITDA stood at Rs 7,655 Mn during the quarter as compared to Rs 10,425 Mn in the corresponding quarter last year, de-growth of 26.6%. The EBITDA margin stood at 23.9% in the current quarter, as compared to 34.8% in the corresponding quarter last year. On a comparable basis, EBITDA of Rs 9,627 Mn (down 7.7% Y-o-Y) and EBITDA margin of 30% (down 5% Y-o-Y). EBIT for the current quarter has decreased by 17.3% to Rs 6,149 Mn as compared to Rs 7,435 Mn during the corresponding quarter last year and the resultant EBIT margin was at 19.2% during the quarter as compared to 24.8% in the corresponding quarter last year. On a comparable basis, EBIT at Rs 6,114 Mn and the resultant EBIT margin at 19.1%.

The Company incurred a capital expenditure of Rs 1,155 Mn in Airtel Business as compared to Rs 1,396 Mn in the corresponding quarter last year. Operating free cash flow during the quarter was Rs 6,500 Mn as compared to Rs 9,030 Mn in the corresponding quarter last year. On a comparable basis, operating free cash flow ofsssss Rs 8,472 Mn.

5.5.5 Tower Infrastructure Services

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

Revenues of Infratel for the quarter ended Jun 30, 2019 has increased by 1.8% to Rs 17,262 Mn as compared to Rs 16,949 Mn in the corresponding quarter last year. EBITDA during the quarter was higher by 28.7% at Rs 10,055 Mn compared to Rs 7,815 Mn in the corresponding quarter last year. On a comparable basis, EBITDA of Rs 8,829 Mn (up 13.0% Y-o-Y). EBIT for the quarter was higher by 26.2% to Rs 6,357 Mn as compared to Rs 5,038 Mn in the corresponding quarter last year. On a comparable basis, EBIT at Rs 5,608 Mn and resultant EBIT margin at 32.5%.

As at the end of the quarter, Infratel had 40,636 towers with average sharing factor of 1.88 times compared to 2.20 times in the corresponding quarter last year. Including proportionate share of Indus in which Infratel holds 42% of stake, on a consolidated basis, Infratel had 92,632 towers with an average sharing factor of 1.87 times as compared to 2.22 times in the corresponding quarter last year.

Bharti Infratel incurred a capital expenditure of Rs 2,036 Mn during the quarter on a standalone basis. Operating free cash flows during the quarter were Rs 8,019 Mn (Rs 6,793 Mn on comparable basis) as compared to Rs 4,881 Mn in the corresponding quarter last year. The share of profits of Indus during the quarter came in at Rs 2,642 Mn as compared to Rs 2,966 Mn in the corresponding quarter last year.

5.5.6 Africa

On Jun 28, 2019, the Company announced the successful pricing of its Initial Public Offering at 80 pence (NGN 363) per Share (the "Offer Price"). The Offer comprised 744,047,619 new Shares (being the total of 704,819,651 new Shares in respect of the global offer to institutional investors in various jurisdictions outside of Nigeria and 39,227,968 new Shares in respect of the offer to qualified institutional investors and high net worth investors in Nigeria (the “Nigerian Offer”), equating to a total Offer size of approximately GBP 595 million (NGN 270 billion, or $750 million) and representing approximately 19 per cent of the Company’s issued share capital immediately following UK Admission and Nigerian Admission (including the over-allotment option).

Unconditional trading of the Shares commenced on the London Stock Exchange and Nigerian Stock Exchange on 3 July 2019 and 9 July 2019 respectively.

During the quarter, the group launched 4G services in Niger and now provides 4G services in 12 OPCOs.

The exchange rates have been largely stable except devaluation of Malawian Kwacha and Zambian Kwacha, which have seen currency depreciation versus the US dollar. To enable comparison on an underlying basis, all financials and all

operating metrics mentioned below are in constant currency rates as of 1 March 2019. PBT as mentioned below excludes any realized/unrealized derivatives and exchange gain or loss for the period.

As on Jun 30, 2019, the Company had an aggregate customer base of 99.7 Mn as compared to 91.2 Mn in the corresponding quarter last year, an increase of 9.3%. Customer churn for the quarter has decreased to 5.0% as compared to 5.4% in the previous quarter. Total minutes on network during the quarter registered a growth of 11.4% to 55.3 Bn as compared to 49.7 Bn in the corresponding quarter last year.

Data customers during the quarter increased by 3.6 Mn to 30 Mn as compared to 26.4 Mn in the corresponding quarter last year. More than 30% of all customers are recognized as data users as a result of increased smartphone penetration, up 3.2 to 30.7%, and the expansion of the 3G and 4G network, with more than 11,000 broadband base stations added, and 4G sites now accounting for half of the total sites. The total MBs on the network grew at a healthy growth rate of 79% to 139.3 Bn MBs compared to 77.8 Bn MBs in the corresponding quarter last year. Data usage per customer during the quarter was at 1,550 MBs as compared to 1,006 MBs in the corresponding quarter last year, an increase of 54.1%.

The total customer base using the Airtel Money platform increased by 23.6% to 14.6 Mn as compared to 11.8 Mn in the corresponding quarter last year. The total number of transactions during the quarter increased by 51.3% to 901 Mn as compared to 550 Mn in the corresponding quarter last year. Total value of transactions on the Airtel money platform has witnessed a growth of 24% to $ 7,208 Mn in the current quarter as compared to $ 5,814 Mn in the corresponding quarter last year. Airtel Money revenue is at $ 68.6 Mn as compared to $ 48.4 Mn in the corresponding quarter last year reflecting a growth of 41.8%.

The Company had 21,385 network towers at end of the quarter as compared to 19,895 network towers in the corresponding quarter last year. 3G has been rolled out in 14 countries and 4G across 12 countries. Out of the total number of towers, 17,049 are mobile broadband towers. The Company has total 35,283 mobile broadband base stations as compared to 23,754 mobile broadband base stations at the end of the corresponding quarter last year.

Africa revenues at $ 802 Mn grew by 10.2% as compared to $ 728 Mn in the corresponding quarter last year. Increase in data & Airtel Money penetration led to faster net revenue growth of 10.5% Y-o-Y.

Opex for the quarter is at $ 288 Mn as compared to $ 306 Mn in the corresponding quarter last year. On a comparable basis, opex increased 7% to $ 327 Mn. EBITDA was at $ 350 Mn as compared to $ 279 Mn in the corresponding quarter last year and EBITDA margin improved by 5.3% and was at 43.7% for the quarter. On a comparable basis, EBITDA of $ 312 Mn (up 12% Y-o-Y) and EBITDA margin of 38.9% (up 0.5% Y-o-Y). Depreciation and amortization charges were at $ 149 Mn as compared to $ 106 Mn in the corresponding quarter last year. EBIT for the quarter was at $ 199 Mn ($ 186 Mn on comparable basis) as compared to $ 173 Mn in the corresponding quarter last year.

The resultant profit before tax and exceptional items for the quarter was at $ 120 Mn as compared to $ 106 Mn in the corresponding quarter last year.

Capital expenditure during the quarter was $ 99 Mn for African operations, largely on account of investment in data capacities and network modernization. Operating free cash flow during the quarter was at $ 251 Mn, ($ 212 Mn on comparable basis) as compared to $ 230 Mn in the corresponding quarter last year.

5.6 Bharti's Three Line Graph

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

The parameters considered for the three-line graph are:

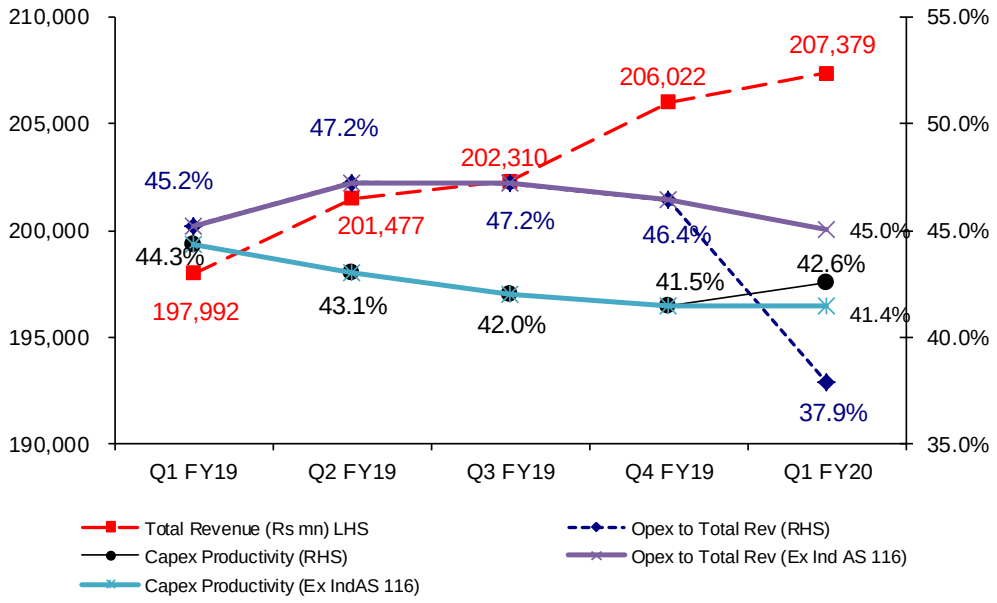
1. Total Revenues i.e. absolute turnover/sales

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

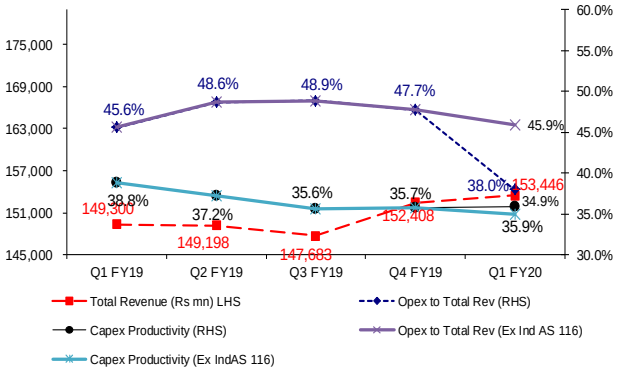
3. Capex Productivity – this is computed by dividing revenue for the quarter (annualized) by gross cumulative capex (gross fixed assets and capital work in progress) till date i.e. the physical investments made in the assets creation of the Company. This ratio depicts the asset productivity of the Company.

Given below are the graphs for the last five quarters of the Company:
(With the adoption of IndAS 116, effective April 1, 2019, the results and ratio for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.)*

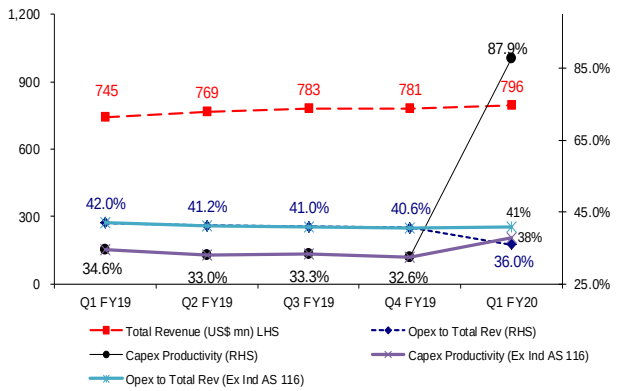
5.6.1 Bharti Airtel – Consolidated



5.6.2 Bharti Airtel – India



5.6.3 Bharti Airtel – Africa



SECTION 6

STOCK MARKET HIGHLIGHTS

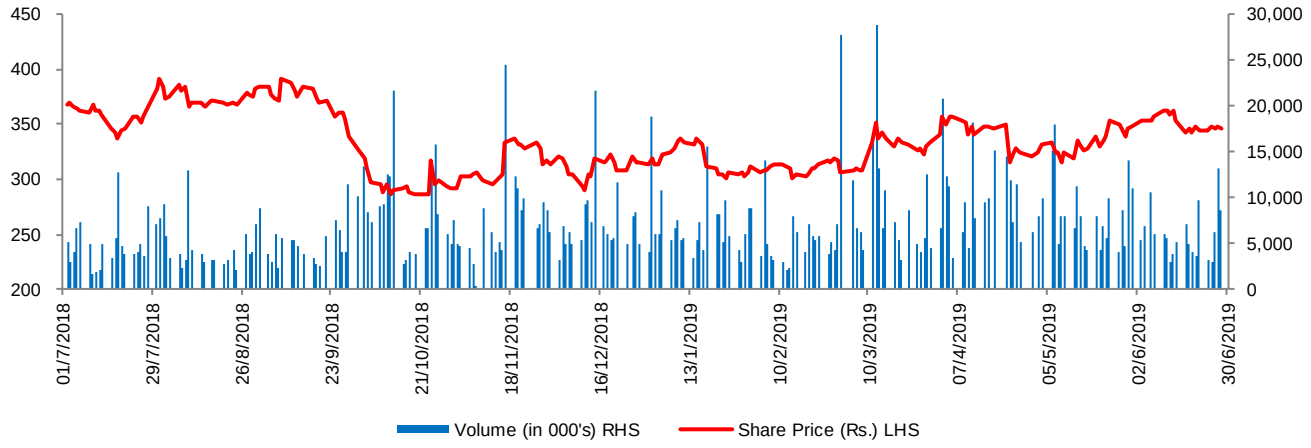
6.1 General Information

Shareholding and Financial Data	Unit	
Code/Exchange		532454/BSE
Bloomberg/Reuters		BHARTI IN/BRTI.BO
No. of Shares Outstanding (30/06/19)	Mn Nos	5,130.99
Closing Market Price - BSE (30/06/19)	Rs /Share	346.70
Combined Volume (NSE & BSE) (01/07/18 - 30/06/19)	Nos in Mn/day	7.14
Combined Value (NSE & BSE) (01/07/18 - 30/06/19)	Rs Mn /day	2,363.70
Market Capitalization	Rs Bn	1,779
Market Capitalization	US$ Bn	25.77
Book Value Per Equity Share	Rs /share	178.08
Market Price/Book Value	Times	1.95
Enterprise Value	Rs Bn	2,945
Enterprise Value	US$ Bn	42.67
Enterprise Value/ EBITDA	Times	8.67
P/E Ratio	Times	(64.21)

6.2 Summarized Shareholding pattern as of Jun 30, 2019

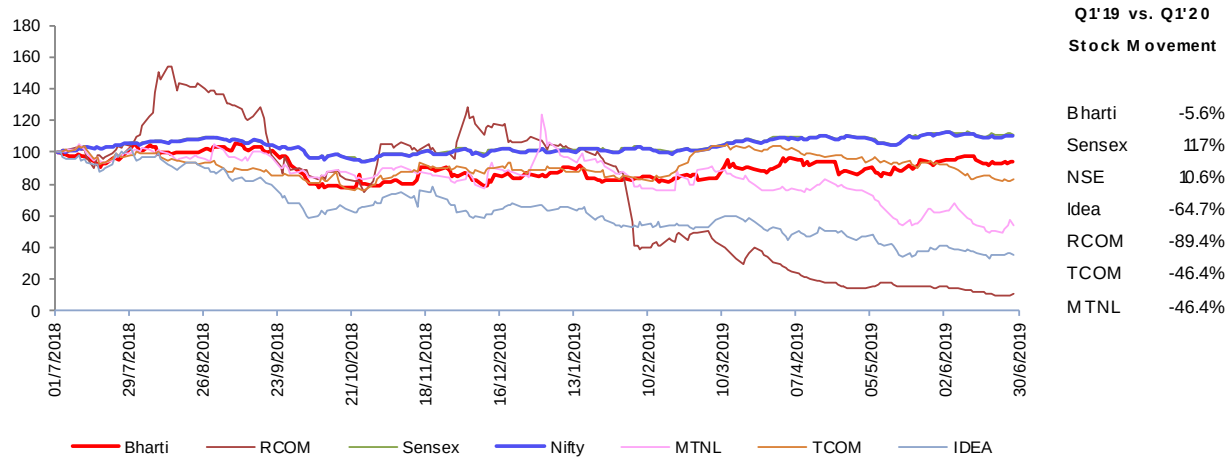
Category	Number of Shares	%
Promoter & Promoter Group		
Indian	2,116,236,438	41.24%
Foreign	1,101,344,767	21.46%
Sub total	**3,217,581,205**	**62.71%**
Public Shareholding		
Institutions	1,805,547,753	35.19%
Non-institutions	106,161,838	2.07%
Sub total	**1,911,709,591**	**37.26%**
Others	**1,700,386**	**0.03%**
Total	**5,130,991,182**	**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



Q1'19 vs. Q1'20 Stock Movement

Bharti	-5.6%
Sensex	1.7%
NSE	0.6%
Idea	-64.7%
RCOM	-89.4%
TCOM	-46.4%
MTNL	-46.4%

Source: Bloomberg

SECTION 7

DETAILED FINANCIAL AND RELATED INFORMATION

7.1 Extracts from Audited Consolidated Financial Statements prepared in accordance with Indian Accounting Standards (Ind-As)

7.1.1 Consolidated Summarized Statement of Income (net of inter segment eliminations)

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-19	Jun-18	Y-on-Y Growth
Income			
Revenue	207,379	197,992	5%
Other income	746	997	-25%
Total	**208,125**	**198,989**	**5%**
Expenses			
Network operating expenses	45,957	50,677	-9%
Access Charges	25,627	21,355	20%
License fee / spectrum charges (revenue share)	17,930	16,972	6%
Employee benefits	8,641	9,656	-11%
Sales and marketing expenses	8,364	10,144	-18%
Other expenses	17,972	21,930	-18%
Total	**124,491**	**130,733**	**-5%**
Profit from operating activities before depreciation, amortization and exceptional items	**83,634**	**68,256**	**23%**
Depreciation and amortisation	67,587	51,452	31%
Finance costs	37,840	25,498	48%
Finance income	(6,025)	(4,232)	42%
Non-operating income / expenses, (net)	461	40	1053%
Share of results of joint ventures and associates	(931)	(1,653)	-44%
Profit before exceptional items and tax	**(15,298)**	**(2,850)**	**437%**
Exceptional items	14,694	3,621	
Profit before tax	**(29,992)**	**(6,471)**	**363%**
Tax expense			
Current tax	7,763	7,176	8%
Deferred tax	(13,833)	(18,443)	-25%
Profit for the period	**(23,922)**	**4,796**	**-599%**

** With the adoption of Ind AS 116, effective April 1, 2019, the results and ratio for the quarter ended June 30, 2019 are not comparable with previous periods.*

7.1.2 Consolidated Statement of Comprehensive Income

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		
	Jun-19	Jun-18	Y-on-Y Growth
Profit for the period	**(23,922)**	**4,796**	**-599%**
Other comprehensive income ('OCI'):			
Items to be reclassified subsequently to profit or loss :			
Net gains / (losses) due to foreign currency translation differences	(2,469)	(6,009)	59%
Gains / (losses) on net investments hedge	(153)	(1,496)	90%
Gains / (Losses) on cash flow hedge	(79)	(507)	84%
Gains / (losses) on fair value through OCI investments	19	(24)	179%
Tax credit / (charge)	68	163	-59%
	(2,614)	**(7,873)**	**67%**
Items not to be reclassified to profit or loss :			
Re-measurement gains / (losses) on defined benefit plans	(291)	86	-438%
Share of joint ventures and associates	(6)	(1)	-1127%
Tax credit / (charge)	80	(55)	247%
	(217)	30	-823%
Other comprehensive income / (loss) for the period	**(2,832)**	**(7,843)**	**64%**
Total comprehensive income / (loss) for the period	**(26,754)**	**(3,047)**	**-778%**
Profit for the period Attributable to:	**(23,922)**	**4,796**	**-599%**
Owners of the Parent	(28,660)	973	-3046%
Non-controlling interests	4,738	3,823	24%
Other comprehensive income / (loss) for the period attributable to :	**(2,832)**	**(7,843)**	**64%**
Owners of the Parent	(1,950)	(7,043)	72%
Non-controlling interests	(882)	(800)	-10%
Total comprehensive income / (loss) for the period attributable to :	**(26,754)**	**(3,047)**	**-778%**
Owners of the Parent	(30,609)	(6,070)	-404%
Non-controlling interests	3,856	3,023	28%
Earnings per share (Face value : Rs. 5/- each) (In Rupees)			
Basic	(6.18)	0.23	-2787%
Diluted	(6.18)	0.23	-2786%

7.1.3 Consolidated Summarized Balance Sheet

Amount in Rs Mn

Particulars	As at Jun 30, 2019	As at Jun 30, 2018	As at Mar 31, 2019
Assets			
Non-current assets			
Property, plant and equipment (inc CWIP)	1,118,292	815,142	903,661
Intangible assets	1,144,247	1,225,491	1,200,996
Investment in joint ventures and associates	88,769	76,073	88,937
Financial Assets			
- Investments	21,745	5,893	21,941
- Others	18,080	18,681	22,784
Income & Deferred tax assets (net)	130,379	76,516	107,073
Other non-current assets	93,076	44,547	77,526
	2,614,588	**2,262,343**	**2,422,918**
Current assets			
Financial Assets			
- Investments	55,570	72,249	46,232
- Trade receivables	51,551	51,563	43,006
- Cash and bank balances	57,104	52,269	62,121
- Other bank balances	19,292	17,934	18,934
- Others	20,296	38,241	20,769
Other current assets	137,851	123,937	137,995
	341,664	**356,193**	**329,057**
Total Assets	**2,956,252**	**2,618,536**	**2,751,975**
Equity and liabilities			
Equity			
Equity attributable to owners of the Parent	913,746	693,876	714,222
Non-controlling interests ('NCI')	126,703	91,011	135,258
	1,040,449	**784,887**	**849,480**
Non-current liabilities			
Financial Liabilities			
- Borrowings	1,080,537	878,989	872,454
- Others	52,775	53,486	62,957
Deferred tax liabilities (net)	6,228	6,783	11,297
Other non-current liabilities	24,895	29,084	25,238
	1,164,435	**968,342**	**971,946**
Current liabilities			
Financial Liabilities			
- Borrowings	218,383	313,602	381,829
- Trade Payables	289,267	285,372	280,031
- Others	153,359	148,626	172,548
Current tax liabilities (net)	9,472	10,597	8,228
Other current liabilities	80,887	107,111	87,913
	751,368	**865,307**	**930,549**
Total liabilities	**1,915,803**	**1,833,649**	**1,902,495**
Total equity and liabilities	**2,956,252**	**2,618,536**	**2,751,975**

** With the adoption of Ind AS 116, effective April 1, 2019, the results for the quarter ended June 30, 2019 are not comparable with previous periods.*

7.1.4 Consolidated Statement of Cash Flows

Amount in Rs Mn

Particulars	Quarter Ended	
	Jun-19	Jun-18
Cash flows from operating activities		
Profit before tax	**(29,992)**	**(6,471)**
Adjustments for -		
Depreciation and amortisation	67,587	51,452
Finance costs	37,840	25,498
Finance income	(6,025)	(4,232)
Other non-cash items	17,863	4,994
Operating cash flow before changes in working capital	**87,273**	**71,241**
Changes in working capital -		
Trade receivables	(12,105)	4,562
Trade payables	6,325	3,503
Other assets and liabilities	10,002	(25,420)
Net cash generated from operations before tax and dividend	**91,495**	**53,886**
Income tax (paid) / refund	(7,188)	(7,310)
Net cash generated from operating activities (a)	**84,307**	**46,576**
Cash flows from investing activities		
Net (Purchase) / proceeds from sale of PPE	(49,202)	(66,704)
Purchase of intangible assets, spectrum- DPL	(10,201)	(14,881)
Net movement in current investments	(8,595)	(2,668)
Net (Purchase) / Sale of non-current investments	522	0
Consideration / advance for acquisitions, net of cash acquired	(1,189)	6,931
Sale of tower assets	0	103
Investment in joint venture / associate	(2,605)	0
Dividend received	0	11,331
Interest received	1,620	932
Net cash (used in) / generated from investing activities (b)	**(69,650)**	**(64,956)**
Cash flows from financing activities		
Net roceeds / (repayments) from borrowings	(105,440)	40,748
Net (repayment of) / proceeds from short-term borrowings	(83,799)	4,500
Repayment of lease liabilities	(11,859)	(682)
Purchase of treasury shares and proceeds from exercise of share	(83)	(52)
Interest and other finance charges paid	(43,271)	(30,987)
Dividend paid (including tax)	(7,774)	(97)
Proceeds from issuance of equity shares to non-controlling interests	231	0
Net proceeds from issue of shares	249,129	0
Payment towards derivatives	(15,784)	0
Share issue expenses of subsidiary	(251)	0
Net cash (used in) / generated from financing activities (c)	**(18,901)**	**13,430**
Net increase / (decrease) in cash and cash equivalents during the period (a+b+c)	**(4,244)**	**(4,950)**
Effect of exchange rate on cash and cash equivalents	(101)	987
Cash and cash equivalents as at beginning of the period	37,315	28,468
Cash and cash equivalents as at end of the period	**32,970**	**24,505**

** With the adoption of IndAS 116, effective April 1, 2019, the results for the quarter ended June 30, 2019 are not comparable with previous periods.*

7.2 Consolidated Schedule of Net Debt & Finance Cost

7.2.1 Schedule of Net Debt in INR

Amount in Rs Mn

Particulars	As at Jun 30, 2019	As at Jun 30, 2018
Long term debt, net of current portion	427,023	412,264
Short-term borrowings and current portion of long-term debt	154,509	296,026
Deferred payment liability	434,280	444,532
Less:		
Cash and Cash Equivalents	57,104	51,330
Investments & Receivables	74,217	72,463
Net Debt	**884,491**	**1,029,028**
Lease Obligation	281,967	50,118
Net Debt including Lease Obligations	**1,166,458**	**1,079,146**

** With the adoption of IndAS 116, effective April 1, 2019, the results for the quarter ended June 30, 2019 are not comparable with previous periods.*

7.2.2 Schedule of Net Debt in US$

Amount in US$ Mn

Particulars	As at Jun 30, 2019	As at Jun 30, 2018
Long term debt, net of current portion	6,187	6,021
Short-term borrowings and current portion of long-term debt	2,239	4,323
Deferred payment liability	6,292	6,492
Less:		
Cash and Cash Equivalents	827	750
Investments & Receivables	1,075	1,058
Net Debt	**12,815**	**15,029**
Lease Obligation	4,085	732
Net Debt including Lease Obligations	**16,900**	**15,761**

** With the adoption of IndAS 116, effective April 1, 2019, the results for the quarter ended June 30, 2019 are not comparable with previous periods.*

7.2.3 Schedule of Finance Cost

Amount in Rs Mn, except ratios

Particulars	Quarter Ended	
	Jun-19	Jun-18
Interest on borrowings & Finance charges	25,151	21,185
Interest on Lease Obligations	6,236	1,325
Derivatives and exchange (gain)/ loss	2,529	388
Investment (income)/ loss	(2,101)	(1,632)
Finance cost (net)	**31,815**	**21,265**

**Finance cost for the period ended June 30, 2019 includes interest charge on lease liabilities of Rs 4,974 Mn on adoption of IndAS 116 effective April 1, 2019.*

7.3 Use of Non-GAAP Financial Information

In presenting and discussing the Company's reported financial position, operating results and cash flows, certain information is derived from amounts calculated in accordance with Ind-AS, but this information is not in itself an expressly permitted GAAP measure. Such non - GAAP measures should not be viewed in isolation as alternatives to the equivalent GAAP measures.

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

Non – GAAP measure	Equivalent GAAP measure	Location in this results announcement of reconciliation and further information
Earnings before Interest, Taxation, Depreciation and Amortization (EBITDA)	Profit from operating activities	Page 36
Cash Profit from Operations before Derivative & Exchange (Gain)/Loss	Profit from operating activities	Page 36
Capex	NA	NA
Operating Free Cash flow	NA	NA
Cumulative investments	NA	NA

7.3.1 Reconciliation of Non-GAAP financial information based on Ind-AS

Amount in Rs Mn, except ratios

Particulars	Quarter Ended	
	Ind AS 116	Ind AS
	Jun-19	Jun-18
Profit / (loss) from operating activities before depreciation, amortization and exceptional items To EBITDA		
Profit / (Loss) from Operating Activities	83,634	68,256
Add: CSR Costs	1,294	117
EBITDA	**84,926**	**68,370**
Reconciliation of Finance Cost		
Finance Cost	37,840	25,498
Less: Finance Income	(6,025)	(4,232)
Finance Cost (net)	**31,815**	**21,265**
Profit / (loss) from operating activities before depreciation, amortization and exceptional items to Cash Profit from Operations before Derivative & Exchange Fluctuation		
Profit / (Loss) from Operating Activities	83,634	68,256
Less: Finance cost (net)	31,815	21,265
Less: Non Operating Expense	461	40
Add: Derivatives and exchange (gain)/loss	2,529	388
Cash Profit from Operations before Derivative & Exchange Fluctuation	**53,886**	**47,335**

SECTION 8

REGION WISE COST SCHEDULES

8.1 India

8.1.1 Schedule of Operating Expenses

Amount in Rs Mn

Particulars	Quarter Ended	
	Jun-19	Jun-18
Access charges	21,508	17,697
Licence fees, revenue share & spectrum charges	14,595	13,808
Network operations costs	36,019	39,472
Cost of goods sold	268	1,067
Employee costs	5,069	5,335
Selling, general and adminstration expense	17,156	23,261
Operating Expenses	**94,616**	**100,641**

Total opex for the period ended June 30, 2019 excludes lease rentals of Rs 12,198 Mn on adoption of IndAS 116 effective April 1, 2019.
Note 10: There have been reporting changes in DTH (details in section 5.1.2); the impact of which on selling, general and administration expense is Rs 4,089 Mn.

8.1.2 Schedule of Depreciation & Amortization

Amount in Rs Mn

Particulars	Quarter Ended	
	Jun-19	Jun-18
Depreciation	42,482	29,008
Amortization	14,444	14,785
Depreciation & Amortization	**56,926**	**43,794**

Depreciation and Amortisation for the period ended June 30, 2019 includes Depreciation of 'Right of Use' Assets of Rs 7,582 Mn on adoption of IndAS 116 effective April 1, 2019.

8.1.3 Schedule of Income Tax

Amount in Rs Mn

Particulars	Quarter Ended	
	Jun-19	Jun-18
Current tax expense	5,551	5,325
Deferred tax expense / (income)	(14,780)	(11,087)
Income tax expense	**(9,229)**	**(5,762)**

8.2 South Asia

8.2.1 Schedule of Operating Expenses

Amount in Rs Mn

Particulars	Quarter Ended	
	Jun-19	Jun-18
Access charges	142	114
Licence fees, revenue share & spectrum charges	153	137
Network operations costs	359	437
Cost of goods sold	1	0
Employee costs	98	102
Selling, general and adminstration expense	244	260
Operating Expenses	**996**	**1,050**

Network cost for the period ended June 30, 2019 excludes lease rentals of Rs 87 Mn on adoption of IndAS 116 effective April 1, 2019.

8.2.2 Schedule of Depreciation & Amortization

Amount in Rs Mn

Particulars	Quarter Ended	
	Jun-19	Jun-18
Depreciation	332	317
Amortization	20	24
Depreciation & Amortization	**352**	**341**

Depreciation and Amortisation for the period of June 30, 2019 includes Depreciation of 'Right of Use' Assets of Rs 70 Mn on adoption of IndAS 116 effective April 1, 2019.

8.3 Africa

8.3.1 Schedule of Operating Expenses (In Constant Currency)

Amount in US$ Mn

Particulars	Quarter Ended	
	Jun-19	Jun-18
Access charges	90	84
Licence fees, revenue share & spectrum charges	46	44
Network operations costs	136	159
Cost of goods sold	31	26
Employee costs	54	65
Selling, general and adminstration expense	100	83
Operating Expenses	**458**	**460**

Network cost for the period ended June 30, 2019 excludes lease rentals of $ 38 Mn on adoption of IndAS 116 effective April 1, 2019.

8.3.2 Schedule of Depreciation & Amortization (In Constant Currency)

Amount in US$ Mn

Particulars	Quarter Ended	
	Jun-19	Jun-18
Depreciation	128	87
Amortization	20	19
Depreciation & Amortization	**149**	**106**

Depreciation and Amortisation for the period of June 30, 2019 includes Depreciation of 'Right of Use Assets' of $ 25 Mn on adoption of IndAS 116 effective April 1, 2019.

8.3.3 Schedule of Income Tax (In USD Reported Currency)

Amount in US$ Mn

Particulars	Quarter Ended	
	Jun-19	Jun-18
Current tax expense	32	27
Deferred tax expense / (income)	16	19
Income tax expense	**48**	**46**

SECTION 9

TRENDS AND RATIO ANALYSIS

9.1 Based on Statement of Operations Consolidated

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total revenues	**207,379**	**206,022**	**202,310**	**201,477**	**197,992**
Access charges	25,627	24,411	24,462	23,294	21,355
Cost of goods sold	2,383	2,366	2,729	2,896	2,865
Licence Fee	17,930	17,288	17,468	17,697	16,972
Net revenues	**161,438**	**161,958**	**157,652**	**157,590**	**156,800**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	77,258	94,441	95,257	94,851	89,426
EBITDA	**84,926**	**68,064**	**63,069**	**63,433**	**68,370**
Cash profit from operations before Derivative and Exchange Fluctuations	53,886	41,252	41,641	37,548	47,335
EBIT	16,046	11,932	8,132	10,764	16,801
Share of results of Joint Ventures/Associates	931	368	(97)	1,633	1,653
Profit before Tax	(15,298)	(13,086)	(12,135)	(18,535)	(2,850)
Profit after Tax (before exceptional items)	**(9,469)**	**(7,235)**	**(6,344)**	**(7,645)**	**(360)**
Non Controlling Interest	4,533	4,647	4,064	2,004	2,643
Net income (before exceptional items)	**(14,002)**	**(11,881)**	**(10,408)**	**(9,650)**	**(3,004)**
Exceptional items (net of tax)	14,454	(12,996)	(10,170)	(10,137)	(5,156)
Profit after tax (after exceptional items)	**(23,922)**	**5,761**	**3,826**	**2,492**	**4,796**
Non Controlling Interest	4,738	4,689	2,964	1,304	3,823
Net income	**(28,660)**	**1,072**	**862**	**1,188**	**973**
Capex	50,468	62,735	65,679	76,845	82,167
Operating Free Cash Flow (EBITDA - Capex)	34,458	5,329	(2,609)	(13,412)	(13,797)
Cumulative Investments	3,432,802	3,473,673	3,401,022	3,348,001	3,251,595

	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
As a % of Total revenues					
Access charges	12.4%	11.8%	12.1%	11.6%	10.8%
Cost of goods sold	1.1%	1.1%	1.3%	1.4%	1.4%
Licence Fee	8.6%	8.4%	8.6%	8.8%	8.6%
Net revenues	77.8%	78.6%	77.9%	78.2%	79.2%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	37.3%	45.8%	47.1%	47.1%	45.2%
EBITDA	41.0%	33.0%	31.2%	31.5%	34.5%
Cash profit from operations before Derivative and Exchange Fluctuations	26.0%	20.0%	20.6%	18.6%	23.9%
EBIT	7.7%	5.8%	4.0%	5.3%	8.5%
Share of results of JV / Associates	0.4%	0.2%	0.0%	0.8%	0.8%
Profit before Tax	-7.4%	-6.4%	-6.0%	-9.2%	-1.4%
Profit after Tax (before exceptional items)	-4.6%	-3.5%	-3.1%	-3.8%	-0.2%
Non Controlling Interest	2.2%	2.3%	2.0%	1.0%	1.3%
Net income (before exceptional items)	-6.8%	-5.8%	-5.1%	-4.8%	-1.5%
Profit after tax (after exceptional items)	-11.5%	2.8%	1.9%	1.2%	2.4%
Non Controlling Interest	2.3%	2.3%	1.5%	0.6%	1.9%
Net income	-13.8%	0.5%	0.4%	0.6%	0.5%

** With the adoption of IndAS 116, effective April 1, 2019, the results and ratios for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*
Note 11: There have been reporting changes in DTH (details in section 5.1.2); on comparable basis revenue is Rs 211,468 Mn for Q1.

India & South Asia

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total revenues	**154,448**	**153,433**	**148,713**	**150,223**	**150,278**
Access charges	21,581	20,519	20,546	19,540	17,737
Cost of goods sold	269	382	605	1,059	1,067
Licence Fee	14,748	14,138	14,180	14,427	13,945
Net revenues	**117,850**	**118,394**	**113,382**	**115,197**	**117,528**
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	57,770	72,448	72,798	73,173	68,806
EBITDA	**60,723**	**46,510**	**41,194**	**42,512**	**49,144**
EBIT	2,287	(1,120)	(5,489)	(2,771)	4,956
Profit before Tax	(20,536)	(19,757)	(15,918)	(27,958)	(13,482)
Profit after Tax (before exceptional items)	**(11,313)**	**(10,843)**	**(7,925)**	**(15,498)**	**(7,725)**
Non Controlling Interest	2,669	2,213	2,305	1,438	2,100
Net income (before exceptional items)	**(13,982)**	**(13,056)**	**(10,230)**	**(16,936)**	**(9,825)**
Capex	43,542	41,239	53,481	69,459	78,871
Operating Free Cash Flow (EBITDA - Capex)	17,181	5,271	(12,287)	(26,947)	(29,728)
Cumulative Investments	2,838,517	2,840,219	2,779,596	2,714,118	2,648,951

	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
As a % of Total revenues					
Access charges	14.0%	13.4%	13.8%	13.0%	11.8%
Cost of goods sold	0.2%	0.2%	0.4%	0.7%	0.7%
Licence Fee	9.5%	9.2%	9.5%	9.6%	9.3%
Net revenues	76.3%	77.2%	76.2%	76.7%	78.2%
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	37.4%	47.2%	49.0%	48.7%	45.8%
EBITDA	39.3%	30.3%	27.7%	28.3%	32.7%
EBIT	1.5%	-0.7%	-3.7%	-1.8%	3.3%
Profit before Tax	-13.3%	-12.9%	-10.7%	-18.6%	-9.0%
Profit after Tax (before exceptional items)	-7.3%	-7.1%	-5.3%	-10.3%	-5.1%
Non Controlling Interest	1.7%	1.4%	1.5%	1.0%	1.4%
Net income (before exceptional items)	-9.1%	-8.5%	-6.9%	-11.3%	-6.5%

** With the adoption of IndAS 116, effective April 1, 2019, the results and ratios for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

Note 12: There have been reporting changes in DTH (details in section 5.1.2); on comparable basis revenue is Rs 158,537 Mn.

India

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total revenues	**153,446**	**152,408**	**147,683**	**149,198**	**149,300**
Access charges	21,508	20,457	20,486	19,508	17,697
Cost of goods sold	268	382	604	1,058	1,067
Licence Fee	14,595	14,033	14,041	14,286	13,808
Net revenues	**117,074**	**117,536**	**112,551**	**114,346**	**116,727**
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	57,087	71,635	72,009	72,347	68,015
EBITDA	**60,630**	**46,466**	**41,152**	**42,487**	**49,133**
EBIT	2,547	(898)	(5,241)	(2,495)	5,287
Profit before Tax	(20,119)	(19,538)	(15,413)	(27,492)	(13,067)
Profit after Tax (before exceptional items)	**(10,889)**	**(10,618)**	**(7,414)**	**(15,027)**	**(7,304)**
Non Controlling Interest	2,669	2,213	2,305	1,438	2,100
Net income (before exceptional items)	**(13,558)**	**(12,831)**	**(9,719)**	**(16,464)**	**(9,404)**
Capex	43,223	41,075	53,091	69,036	78,664
Operating Free Cash Flow (EBITDA - Capex)	17,407	5,390	(11,939)	(26,549)	(29,530)
Cumulative Investments	2,823,790	2,825,696	2,765,673	2,698,914	2,634,026

	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
As a % of Total revenues					
Access charges	14.0%	13.4%	13.9%	13.1%	11.9%
Cost of goods sold	0.2%	0.3%	0.4%	0.7%	0.7%
Licence Fee	9.5%	9.2%	9.5%	9.6%	9.2%
Net revenues	76.3%	77.1%	76.2%	76.6%	78.2%
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	37.2%	47.0%	48.8%	48.5%	45.6%
EBITDA	39.5%	30.5%	27.9%	28.5%	32.9%
EBIT	1.7%	-0.6%	-3.5%	-1.7%	3.5%
Profit before Tax	-13.1%	-12.8%	-10.4%	-18.4%	-8.8%
Profit after Tax (before exceptional items)	-7.1%	-7.0%	-5.0%	-10.1%	-4.9%
Non Controlling Interest	1.7%	1.5%	1.6%	1.0%	1.4%
Net income (before exceptional items)	-8.8%	-8.4%	-6.6%	-11.0%	-6.3%

** With the adoption of IndAS 116, effective April 1, 2019, the results and ratios for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

Note 13: There have been reporting changes in DTH (details in section 5.1.2); on comparable basis revenue is Rs 157,535 Mn.

South Asia

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total revenues	**1,089**	**1,124**	**1,130**	**1,122**	**1,060**
Access charges	142	145	146	113	114
Cost of goods sold	1	0	1	1	0
Licence Fee	153	105	139	141	137
Net revenues	**794**	**874**	**845**	**867**	**809**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	702	830	803	837	799
EBITDA	**92**	**45**	**42**	**30**	**10**
EBIT	(260)	(220)	(248)	(271)	(331)
Profit before Tax	(418)	(218)	(506)	(460)	(415)
Profit after Tax (before exceptional items)	**(423)**	**(224)**	**(511)**	**(466)**	**(421)**
Non Controlling Interest	0	0	0	0	0
Net income (before exceptional items)	**(423)**	**(224)**	**(511)**	**(466)**	**(421)**
Capex	318	164	389	423	208
Operating Free Cash Flow (EBITDA - Capex)	(226)	(119)	(348)	(393)	(198)
Cumulative Investments	14,727	14,523	13,923	15,203	14,925

	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
As a % of Total revenues					
Access charges	13.0%	12.9%	12.9%	10.1%	10.7%
Cost of goods sold	0.1%	0.0%	0.1%	0.1%	0.0%
Licence Fee	14.0%	9.3%	12.3%	12.6%	12.9%
Net revenues	72.9%	77.8%	74.7%	77.3%	76.3%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	64.4%	73.8%	71.0%	74.6%	75.4%
EBITDA	8.5%	4.0%	3.7%	2.7%	0.9%
EBIT	-23.9%	-19.6%	-21.9%	-24.1%	-31.2%
Profit before Tax	-38.4%	-19.4%	-44.7%	-41.0%	-39.2%
Profit after Tax (before exceptional items)	-38.9%	-19.9%	-45.2%	-41.6%	-39.7%
Non Controlling Interest	0.0%	0.0%	0.0%	0.0%	0.0%
Net income (before exceptional items)	-38.9%	-19.9%	-45.2%	-41.6%	-39.7%

** With the adoption of IndAS 116, effective April 1, 2019, the results and ratios for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

Africa: In INR

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total revenues	**55,433**	**55,115**	**56,154**	**53,725**	**50,033**
Access charges	6,266	6,192	6,222	5,960	5,726
Cost of goods sold	2,115	2,055	2,150	1,837	1,797
Licence Fee	3,183	3,150	3,288	3,270	3,027
Net revenues	**43,870**	**43,718**	**44,492**	**42,658**	**39,483**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	19,944	22,401	23,015	22,125	20,992
EBITDA	**24,206**	**21,608**	**21,868**	**20,934**	**19,221**
EBIT	13,762	13,107	13,614	13,548	11,839
Profit before Tax	8,055	9,203	9,506	4,053	7,552
Profit after Tax (before exceptional items)	**4,734**	**6,808**	**7,251**	**2,845**	**4,445**
Non Controlling Interest	1,810	2,466	1,734	522	506
Net income (before exceptional items)	**2,924**	**4,342**	**5,518**	**2,323**	**3,939**
Capex	6,927	21,496	12,198	7,386	3,296
Operating Free Cash Flow (EBITDA - Capex)	17,279	112	9,670	13,548	15,925
Cumulative Investments	569,702	607,892	593,875	603,147	573,800

	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
As a % of Total revenues					
Access charges	11.3%	11.2%	11.1%	11.1%	11.4%
Cost of goods sold	3.8%	3.7%	3.8%	3.4%	3.6%
Licence Fee	5.7%	5.7%	5.9%	6.1%	6.0%
Net revenues	79.1%	79.3%	79.2%	79.4%	78.9%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	36.0%	40.6%	41.0%	41.2%	42.0%
EBITDA	43.7%	39.2%	38.9%	39.0%	38.4%
EBIT	24.8%	23.8%	24.2%	25.2%	23.7%
Profit before Tax (before exceptional items)	14.5%	16.7%	16.9%	7.5%	15.1%
Profit after Tax (before exceptional items)	8.5%	12.4%	12.9%	5.3%	8.9%
Non Controlling Interest	3.3%	4.5%	3.1%	1.0%	1.0%
Net income (before exceptional items)	5.3%	7.9%	9.8%	4.3%	7.9%

** With the adoption of IndAS 116, effective April 1, 2019, the results and ratios for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

Africa: In USD Constant Currency

Amount in US$ Mn, except ratios

Particulars	Quarter Ended				
	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total revenues	**802**	**782**	**785**	**758**	**728**
Access charges	90	88	87	85	84
Cost of goods sold	31	29	30	26	26
Licence Fee	46	45	46	46	44
Net revenues	**635**	**620**	**622**	**602**	**574**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	288	317	321	312	306
EBITDA	**350**	**307**	**306**	**295**	**279**
EBIT	199	186	191	191	173
Profit before tax (before exceptional items)	120	129	114	114	106
Capex	99	305	170	106	49
Operating Free Cash Flow (EBITDA - Capex)	251	2	136	190	230
Cumulative Investments	7,916	8,791	8,491	8,321	8,380

	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
As a % of Total revenues					
Access charges	11.3%	11.3%	11.1%	11.1%	11.5%
Cost of goods sold	3.8%	3.7%	3.8%	3.4%	3.6%
Licence Fee	5.8%	5.7%	5.9%	6.1%	6.0%
Net revenues	79.1%	79.3%	79.2%	79.4%	78.9%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	36.0%	40.6%	40.9%	41.2%	42.0%
EBITDA	43.7%	39.2%	39.0%	39.0%	38.4%
EBIT	24.8%	23.8%	24.3%	25.1%	23.7%
Profit before tax (before exceptional items)	15.0%	16.5%	14.5%	15.0%	14.6%

** With the adoption of IndAS 116, effective April 1, 2019, the results and ratios for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*
Note 14: Closing currency rates as on March 1, 2019 (AOP FY 19-20 currency) considered for above financials up to PBT. Actual currency rates are taken for Capex & Cumulative Investments.
Note 15: PBT excludes any realized / unrealized derivatives and exchange (gain) / loss for the period.

Africa: In USD Reported Currency

Amount in US$ Mn, except ratios

Particulars	Quarter Ended				
	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total revenues	**796**	**781**	**783**	**769**	**745**
Access charges	90	88	87	85	85
Cost of goods sold	30	29	30	26	27
Licence Fee	46	45	46	47	45
Net revenues	**630**	**620**	**620**	**610**	**587**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	286	317	321	317	313
EBITDA	**348**	**306**	**305**	**299**	**286**
EBIT	198	186	190	193	176
Profit before Tax	116	131	134	58	111
Profit after Tax (before exceptional items)	**68**	**97**	**102**	**40**	**65**
Non Controlling Interest	26	35	25	7	7
Net income (before exceptional items)	42	62	77	33	58
Capex	99	305	170	106	49
Operating Free Cash Flow (EBITDA - Capex)	248	2	135	194	236
Cumulative Investments	7,916	8,791	8,491	8,321	8,380

	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
As a % of Total revenues					
Access charges	11.3%	11.2%	11.1%	11.1%	11.4%
Cost of goods sold	3.8%	3.7%	3.8%	3.4%	3.6%
Licence Fee	5.7%	5.7%	5.9%	6.1%	6.1%
Net revenues	79.1%	79.3%	79.2%	79.4%	78.9%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	36.0%	40.6%	41.0%	41.2%	42.0%
EBITDA	43.7%	39.2%	39.0%	38.9%	38.4%
EBIT	24.8%	23.8%	24.3%	25.1%	23.6%
Profit before Tax	14.5%	16.7%	17.1%	7.5%	15.0%
Profit after Tax (before exceptional items)	8.5%	12.4%	13.0%	5.2%	8.8%
Non Controlling Interest	3.3%	4.5%	3.1%	1.0%	1.0%
Net income (before exceptional items)	5.2%	7.9%	9.9%	4.2%	7.8%

** With the adoption of IndAS 116, effective April 1, 2019, the results and ratio for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

9.3 Financial Trends of Business Operations

Mobile Services India

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total revenues	**108,667**	**106,322**	**101,894**	**102,521**	**104,803**
EBITDA	38,742	25,657	19,498	21,468	27,603
EBITDA / Total revenues	*35.7%*	*24.1%*	*19.1%*	*20.9%*	*26.3%*
EBIT	(12,419)	(13,778)	(19,032)	(15,919)	(8,782)
Capex	36,426	34,632	36,971	59,638	69,350
Operating Free Cash Flow (EBITDA - Capex)	2,316	(8,975)	(17,474)	(38,170)	(41,747)
Cumulative Investments	2,334,818	2,319,107	2,266,463	2,226,885	2,170,373

** With the adoption of IndAS 116, effective April 1, 2019, the results and ratios for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

Homes Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total revenues	**5,705**	**5,536**	**5,503**	**5,607**	**5,745**
EBITDA	2,524	2,450	2,583	2,932	2,859
EBITDA / Total revenues	*44.2%*	*44.3%*	*46.9%*	*52.3%*	*49.8%*
EBIT	1,034	487	734	1,083	1,026
Capex	1,169	1,431	2,372	1,930	1,923
Operating Free Cash Flow (EBITDA - Capex)	1,355	1,019	211	1,003	936
Cumulative Investments	77,727	75,782	75,237	73,087	74,031

** With the adoption of IndAS 116, effective April 1, 2019, the results and ratios for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

Digital TV Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total revenues	**7,389**	**10,506**	**10,330**	**10,242**	**9,924**
EBITDA	5,263	3,926	3,826	3,960	4,010
EBITDA / Total revenues	*71.2%*	*37.4%*	*37.0%*	*38.7%*	*40.4%*
EBIT	3,612	1,853	1,568	1,905	2,084
Capex	2,437	1,917	3,268	1,797	1,809
Operating Free Cash Flow (EBITDA - Capex)	2,826	2,009	558	2,163	2,202
Cumulative Investments	90,987	88,570	86,765	83,514	81,686

** With the adoption of IndAS 116, effective April 1, 2019, the results and ratios for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

Note 16: There have been reporting changes in DTH (details in section 5.1.2); on comparable basis revenue is Rs 11,478 Mn.

Airtel Business

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total revenues	**32,080**	**30,040**	**31,116**	**33,458**	**29,923**
EBITDA	7,655	9,587	9,874	10,759	10,425
EBITDA / Total revenues	*23.9%*	*319%*	*317%*	*32.2%*	*34.8%*
EBIT	6,149	5,623	6,667	7,741	7,435
Capex	1,155	1,385	8,603	3,085	1,396
Operating Free Cash Flow (EBITDA - Capex)	6,500	8,201	1,271	7,674	9,030
Cumulative Investments	105,826	129,829	126,988	119,146	114,751

** With the adoption of IndAS 116, effective April 1, 2019, the results and ratios for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

Tower Infrastructure Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total revenues	**17,262**	**16,705**	**17,325**	**17,206**	**16,949**
EBITDA	10,055	8,167	8,510	7,968	7,815
EBITDA / Total revenues	*58.3%*	*48.9%*	*49.1%*	*46.3%*	*46.1%*
EBIT	6,357	5,193	5,829	5,196	5,038
Share of results of Joint ventures / Associates	2,642	2,639	2,177	2,390	2,966
Capex	2,036	1,710	1,876	2,587	2,934
Operating Free Cash Flow (EBITDA - Capex)	8,019	6,457	6,633	5,381	4,881
Cumulative Investments	202,120	201,760	198,872	195,888	193,101

** With the adoption of IndAS 116, effective April 1, 2019, the results and ratios for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

9.4 Based on Statement of Financial Position

Consolidated

Amount in Rs Mn, except ratios

Particulars	As at				
	Jun 30, 2019	Mar 31, 2019	Dec 31, 2018	Sep 30, 2018	Jun 30, 2018
Equity attributable to equity holders of parent	913,746	714,222	711,097	688,804	693,876
Net Debt	1,166,458	1,129,899	1,112,968	1,184,347	1,079,146
Net Debt (US$ Mn)	16,900	16,339	15,912	16,339	15,761
Capital Employed = Equity attributable to equity holders of parent + Net Debt	2,080,204	1,844,121	1,824,065	1,873,151	1,773,022

	Jun 30, 2019	Mar 31, 2019	Dec 31, 2018	Sep 30, 2018	Jun 30, 2018
Return on Equity attributable to equity holders of parent	-2.6%	0.6%	0.6%	0.9%	1.2%
Return on Capital Employed	3.2%	5.1%	4.9%	5.0%	4.9%
Net Debt to EBITDA (Annualised)	3.43	4.15	4.41	4.67	3.95
Assets Turnover ratio	31.7%	45.4%	45.5%	46.1%	47.4%
Interest Coverage ratio (times)	3.05	2.90	2.57	2.75	3.17
Net debt to Equity attributable to equity holders of parent (Times)	1.28	1.58	1.57	1.72	1.56
Per share data (for the period)					
Net profit/(loss) per common share (in Rs)	(6.18)	0.27	0.22	0.30	0.24
Net profit/(loss) per diluted share (in Rs)	(6.18)	0.27	0.22	0.30	0.24
Book Value Per Equity Share (in Rs)	178.1	178.7	177.9	172.3	173.6
Market Capitalization (Rs Bn)	1,779	1,331	1,251	1,352	1,523
Enterprise Value (Rs Bn)	2,945	2,461	2,364	2,536	2,602

** With the adoption of IndAS 116, effective April 1, 2019, the results and ratios for the quarter ended June 30, 2019 are not comparable with previous periods. Refer Section 5.1.1 for Proforma financial results excluding impact of IndAS 116.*

9.5 Operational Performance – India

Parameters	Unit	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total Customers Base	**000's**	**301,451**	**302,206**	**303,268**	**351,539**	**363,165**
Mobile Services						
Customer Base	000's	281,132	282,640	284,224	332,764	344,564
Customer Base excluding M2M*	000's	276,817	278,350	280,153	328,762	340,846
Net Additions	000's	(1,533)	(1,585)	(48,539)	(11,800)	40,372
Pre-Paid (as a % of total Customer Base)	%	94.9%	93.5%	93.6%	94.4%	94.6%
Monthly Churn	%	2.6%	2.8%	7.3%	4.1%	2.0%
Average Revenue Per User (ARPU)	Rs	129	123	104	100	105
Average Revenue Per User (ARPU)	US$	1.9	1.7	1.4	1.4	1.6
Revenue per towers per month	Rs	196,584	196,178	193,519	198,400	206,215
Revenues						
Mobile Services #	Rs Mn	107,240	104,870	100,532	100,704	103,036
Voice						
Minutes on the network	Mn	737,108	731,187	702,881	693,061	684,191
Voice Usage per customer	min	888	858	726	686	700
Data						
Data Customer Base	000's	120,047	115,147	107,511	97,666	94,783
Of which 4G data customers	*000's*	95,173	86,808	77,068	65,731	58,281
As % of Customer Base	*%*	43.4%	40.7%	37.8%	29.4%	27.5%
Total MBs on the network	Mn MBs	4,191,715	3,705,034	3,216,897	2,660,297	2,150,645
Data Usage per customer	MBs	11,930	11,048	10,528	9,221	7,864
Homes Services						
Homes Customers	000's	2,342	2,270	2,245	2,213	2,189
Net Additions	000's	72	25	33	24	16
Average Revenue Per User (ARPU)	Rs	825	815	821	847	879
Average Revenue Per User (ARPU)	US$	11.8	11.5	11.4	12.1	13.1
Digital TV Services						
Digital TV Customers	000's	16,027	15,392	15,001	14,779	14,646
Net additions	000's	634	391	222	133	479
Average Revenue Per User (ARPU)	Rs	157	233	231	232	229
Average Revenue Per User (ARPU)	US$	2.2	3.3	3.2	3.3	3.4
Monthly Churn	%	1.0%	0.8%	1.3%	1.3%	0.7%

** M2M base has been reclassified to Airtel Business wef April 2019. Impact of the same on Q1'20 ARPU is Rs 2.*
Note 17: There have been reporting changes in DTH (details in section 5.1.2); on comparable basis ARPU is 243.

9.6 Network and Coverage Trends - India

Parameters	Unit	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Mobile Services						
Census Towns	Nos	7,906	7,906	7,906	7,904	7,902
Non-Census Towns & Villages	Nos	786,246	786,192	786,134	786,129	786,112
Population Coverage	%	95.3%	95.3%	95.3%	95.3%	95.3%
Optic Fibre Network	R Kms	286,662	280,534	273,600	263,507	245,847
Network towers	Nos	182,600	181,079	175,300	171,031	167,355
Of which Mobile Broadband towers	*Nos*	177,141	172,627	164,859	154,531	146,428
Total Mobile Broadband Base stations	Nos	443,804	417,613	371,562	347,642	320,204
Homes Services - Cities covered	Nos	99	93	90	89	89
Airtel Business - Submarine cable systems	Nos	7	7	7	7	7
Digital TV Services						
Districts Covered	Nos	639	639	639	639	639
Coverage	%	99.8%	99.8%	99.8%	99.8%	99.8%

9.7 Tower Infrastructure Services

9.7.1 Bharti Infratel Standalone

Parameters	Unit	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total Towers	Nos	40,636	40,388	40,192	39,946	39,719
Total Co-locations	Nos	76,119	76,341	77,693	78,275	86,053
Key Indicators						
Sharing Revenue per sharing operator per month	Rs	44,623	42,143	41,632	38,687	37,281
Average Sharing Factor	Times	1.88	1.91	1.95	2.06	2.20

Additional Information

9.7.2 Indus Towers

Parameters	Unit	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total Towers	Nos	123,799	123,546	124,069	124,230	123,904
Total Co-locations	Nos	231,256	229,483	230,372	229,136	273,154
Average Sharing Factor	Times	1.86	1.86	1.85	2.02	2.23

9.7.3 Bharti Infratel Consolidated

Parameters	Unit	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total Towers	Nos	92,632	92,277	92,301	92,123	91,759
Total Co-locations	Nos	173,247	172,724	174,449	174,512	200,778
Average Sharing Factor	Times	1.87	1.88	1.89	2.04	2.22

9.8 Human Resource Analysis - India

Parameters	Unit	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total Employees	Nos	16,218	16,194	16,962	17,044	18,032
Number of Customers per employee	Nos	18,321	18,662	17,879	20,625	20,140
Personnel Cost per employee per month	Rs	104,185	109,196	103,294	109,131	98,618
Gross Revenue per employee per month	Rs	3,153,819	3,137,134	2,902,235	2,917,897	2,759,902

9.9 Africa

9.9.1 Operational Performance (In Constant Currency)

Parameters	Unit	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Customer Base	000's	99,670	98,851	97,922	94,096	91,193
Net Additions	000's	819	929	3,827	2,903	1,930
Monthly Churn	%	5.0%	5.4%	4.7%	4.8%	4.9%
Average Revenue Per User (ARPU)	US$	2.7	2.6	2.7	2.7	2.7
Voice						
Voice Revenue	$ Mn	472	482	484	475	458
Minutes on the network	Mn	55,329	52,866	52,445	52,357	49,666
Voice Average Revenue Per User (ARPU)	US$	1.6	1.6	1.7	1.7	1.7
Voice Usage per customer	min	186	179	183	189	183
Data						
Data Revenue	$ Mn	209	187	175	164	153
Data Customer Base	000's	30,001	30,024	29,264	27,113	26,376
As % of Customer Base	%	30.1%	30.4%	29.9%	28.8%	28.9%
Total MBs on the network	Mn MBs	139,303	120,674	105,338	88,808	77,811
Data Average Revenue Per User (ARPU)	US$	2.3	2.1	2.1	2.1	2.0
Data Usage per customer	MBs	1,550	1,375	1,248	1,113	1,006
Mobile Money						
Transaction Value	US$ Mn	7,208	6,474	6,509	5,926	5,814
Transaction Value per Subs	US$	163	157	156	155	161
Airtel Money Revenue	$ Mn	69	66	64	53	48
Active Customers	000's	14,600	14,216	13,805	12,943	11,816
Airtel Money ARPU	US$	1.6	1.6	1.5	1.4	1.3
Network & coverage						
Network towers	Nos	21,385	21,059	20,582	20,060	19,895
Owned towers	Nos	4,500	4,422	4,441	4,449	4,377
Leased towers	Nos	16,885	16,637	16,141	15,611	15,518
Of which Mobile Broadband towers	Nos	17,049	16,426	15,734	15,280	14,653
Total Mobile Broadband Base stations	Nos	35,283	32,501	29,650	26,338	23,754
Revenue Per site Per Month	US$	12,565	12,487	12,837	12,626	12,218

9.9.2 Human Resources Analysis

Parameters	Unit	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18
Total Employees	Nos	3,100	3,075	3,071	3,073	3,217
Number of Customers per employee	Nos	32,152	32,147	31,886	30,620	28,347
Personnel Cost per employee per month	US$	5,812	6,744	6,735	6,047	6,689
Gross Revenue per employee per month	US$	86,225	84,747	85,196	82,235	75,397

SECTION 10

KEY ACCOUNTING POLICIES AS PER Ind-AS

- **Property, plant and equipment**

Property, plant and equipment are stated at cost, net of accumulated depreciation and impairment loss. All direct costs relating to the acquisition and installation of property and equipment are capitalised.

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

Assets	Years
Building	20
Building on leased land	20
Network equipment	3-25
Customer premises equipment	5 – 6
Assets taken on finance lease	Period of lease or 10 years, as applicable, whichever is less
Computer equipment	3
Furniture & Fixture and office equipment	2 – 5
Vehicles	3 – 5
Leasehold improvements	Period of the lease or 10/20 years, as applicable, whichever is less
Leasehold Land	Period of the lease

Land is not depreciated. The useful lives, residual values and depreciation method of PPE are reviewed, and adjusted appropriately, at-least as at each reporting date so as to ensure that the method and period of depreciation are consistent with the expected pattern of economic benefits from these assets.

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

- **Goodwill**

Goodwill arising on the acquisition of an entity represents the excess of the cost of acquisition over the Group's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities of the entity recognized at the date of acquisition.

Goodwill is not subject to amortization but is tested for impairment annually and when circumstances indicate, the carrying value may be impaired. Impairment is determined for goodwill by assessing the recoverable amount of each cash-generating unit (or group of cash-generating units) to which the goodwill relates. Where the recoverable amount of the cash-generating unit is less than their carrying amount an impairment loss is recognized. Impairment losses relating to goodwill are not reversed in future periods.
On disposal of a subsidiary, the attributable amount of goodwill is included in the determination of the profit or loss recognized in the statement of profit and loss on disposal.

- **Other Intangible assets**

Identifiable intangible assets are recognised when the Group controls the asset, it is probable that future economic benefits attributed to the asset will flow to the Group and the cost of the asset can be measured reliably.

The intangible assets that are acquired in a business combination are recognised at its fair value there at. Other intangible assets are recognised at cost. These assets having finite useful life are carried at cost less accumulated Amortisation and any impairment losses. Amortisation is computed using the straight-line method over the expected useful life of intangible assets.

The Group has established the estimated useful lives of different categories of intangible assets as follows:

a. Licenses (including spectrum)
Acquired licenses and spectrum are amortised commencing from the date when the related network is available for intended use in the relevant jurisdiction. The useful lives range from two years to twenty five years.

The revenue-share based fee on licenses / spectrum is charged to the statement of profit and loss in the period such cost is incurred.

b. Software: Software are amortised over the period of license, generally not exceeding three years.

c. Bandwidth: Bandwidth is amortised on straight-line basis over the period of the agreement.

d. Other acquired intangible assets: Other acquired intangible assets include the following:

Rights acquired for unlimited license access: Over the period of the agreement which ranges upto five years.

Distribution network: One year to two years

Customer base: Over the estimated life of such relationships which ranges from one year to five years.

Non-compete fee: Over the period of the agreement which ranges upto five years.

The useful lives and amortisation method are reviewed, and adjusted appropriately, at least at each financial year end so as to ensure that the method and period of amortisation are consistent with the expected pattern of economic benefits from these assets. The effect of any change in the estimated useful lives and / or amortisation method is accounted prospectively, and accordingly the amortisation is calculated over the remaining revised useful life.

Further, the cost of intangible assets under development includes the borrowing costs that are directly attributable to the acquisition or construction of qualifying assets and are presented separately in the balance sheet.

- **Investment in Joint Ventures and Associates**

A joint venture is a type of joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the joint venture. Joint control is the contractually agreed sharing of control of an arrangement, which exists only when decisions about the relevant activities require unanimous consent of the parties sharing control.

An associate is an entity over which the Group has significant influence. Significant influence is the power to participate in the financial and operating policy decisions of the investee but is not control or joint control over those policies.

Joint ventures and associates are accounted for from the date on which Group obtains joint control over the joint venture / starts exercising significant influence over the associate.

Accounting policies of the respective joint venture and associate are aligned wherever necessary, so as to ensure consistency with the accounting policies that are adopted by the Group under Ind-AS. The Group's investments in its joint ventures and associates are accounted for using the equity method. Accordingly, the investments are carried at cost as adjusted for post-acquisition changes in the Group's share of the net assets of investees. Losses of a joint venture or an associate in excess of the Group's interest in that joint venture or associate are not recognized. However, additional losses are provided for, and a liability is recognized, only to the extent that the Group has incurred legal or constructive obligations or made payments on behalf of the joint venture or associate.

At each reporting date, the Group determines whether there is objective evidence that the investment is impaired. If there is such evidence, the Group calculates the amount of impairment as the difference between the recoverable amount of investment and its carrying value.

- **Leases**

Effective April 1, 2019, the Group adopted Ind AS 116 'Leases' using the modified retrospective method, under which the cumulative effect of initial application is recognised in retained earnings at April 1, 2019. Accordingly, the comparative information has not been restated. The Group recorded the lease liability at the present value of the lease payments, discounted at the incremental borrowing rate and the right-of-use asset at its carrying amount as if the standard had been applied since the commencement date of the lease, but discounted at the Group's incremental borrowing rate at the date of initial application.

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

Group as a lessee

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

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

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

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

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

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

Short-term leases and leases of low-value assets

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

Group as a lessor

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

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

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

The Group enters into 'Indefeasible right to use' ('IRU') arrangements wherein the right to use the assets is given over the substantial part of the asset life. However, as the title to the assets and the significant risks associated with the operation and maintenance of these assets remains with the Group, such arrangements are recognised as operating lease. The contracted price is recognised as revenue during the tenure of the agreement. Unearned IRU revenue received in advance is presented as deferred revenue within liabilities in the statement of financial position.

- **Derivative financial instruments**

Derivative financial instruments, including separated embedded derivatives, that are not designated as hedging instruments in a hedging relationship are classified as financial instruments at fair value through profit or loss - Held for trading. Such derivative financial instruments are initially recognised at fair value. They are subsequently re-measured at their fair value, with changes in fair value being recognised in the statement of profit and loss within finance income / finance costs.

- **Hedging activities**

i. Fair value hedge

Some of the group entities use certain type of derivative financial instruments (viz. interest rate / currency swaps) to manage / mitigate their exposure to the risk of change in fair value of the borrowings. The Group designates certain interest rate swaps to hedge the risk of changes in fair value of recognised borrowings attributable to the hedged interest rate risk. The effective portion of changes in the fair value of derivatives that are designated and qualify as fair value hedges are recorded in the statement of profit and loss within finance income / finance costs, together with any changes in the fair value of the hedged liability that are attributable to the hedged risk. If the hedge no longer meets the criteria for hedge accounting, the adjustment to the carrying amount of the hedged item is amortised to profit or loss over the period to remaining maturity of the hedged item.

ii. Cash flow hedge

The Group designates certain derivative financial instruments (or its components) as hedging instruments for hedging the exchange rate fluctuation risk attributable to is either to a recognised item or a highly probable forecast transaction. The effective portion of changes in the fair value of derivative financial instruments (or its components), that are designated and qualify as Cash flow hedges, are recognised in the other comprehensive income and held in Cash flow hedge reserve. Any gains / (losses) relating to the ineffective portion, are recognised immediately in the statement of profit and loss. The amounts accumulated in Equity are re-classified to the statement of profit and loss in the periods when the hedged item affects profit / (loss).

When a hedging instrument expires or is sold, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gains / (losses) existing in equity at that time remains in equity and is recognised when the forecast transaction is ultimately recognised in the statement of profit and loss. However, at any point of time, when a forecast transaction is no longer expected to occur, the cumulative gains / (losses) that were reported in equity is immediately transferred to the statement of profit and loss.

iii. Net investment hedge

The Group hedges its certain net investment in foreign subsidiaries which are accounted for similar to cash flow hedges. Accordingly, any foreign exchange differences on the hedging instrument (viz. borrowings) relating to the effective portion of the hedge is recognized in other comprehensive income and held in foreign currency translation reserve, so as to offset the change in the value of the net investment being hedged. The ineffective portion of the gain or loss on these hedges is immediately recognised in the statement of profit and loss. The amounts accumulated in equity are included in the statement of profit and loss when the foreign operation is disposed or partially disposed.

- **Revenue recognition**

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

(i) Service revenues

Service revenues mainly pertain to usage, subscription and activation charges for voice, data, messaging and value added services. It also includes revenue from interconnection / roaming charges for usage of the Group's network by other operators for voice, data, messaging and signalling services.

Usage charges are recognised based on actual usage. Subscription charges are recognised over the estimated customer relationship period or subscription pack validity period, whichever is lower. Customer onboarding revenue and associated cost is recognised upon successful onboarding of customer i.e. upfront. Revenues in excess of invoicing are classified as unbilled revenue while invoicing / collection in excess of revenue are classified as deferred revenue / advance from customer.

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

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

Revenues from long distance operations comprise of voice services and bandwidth services (including installation), which are recognised on provision of services and over the period of respective arrangements.

(ii) Multiple element arrangements

The Group has entered into certain multiple-element revenue arrangements which involve the delivery or performance of multiple products, services or rights to use assets. At the inception of the arrangement, all the deliverables therein are evaluated to determine whether they represent distinct performance obligations.

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

(iii) Equipment sales

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

- **Interest income**

The interest income is recognised using the EIR method.

- **Dividend income**

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

- **Exceptional items**

Exceptional items refer to items of income or expense within the statement of profit and loss from ordinary activities which are non-recurring and are of such size, nature or incidence that their separate disclosure is considered necessary to explain the performance of the Group.

- **Foreign currency transactions**

Monetary assets and liabilities denominated in foreign currencies are translated into the functional currency at the closing exchange rate prevailing as at the reporting date with the resulting foreign exchange differences, on subsequent re-statement / settlement, recognised in the statement of profit and loss. Non-monetary assets and liabilities denominated in foreign currencies are translated into the functional currency using the exchange rate prevalent, at the date of initial recognition (in case they are measured at historical cost) or at the date when the fair value is determined (in case they are measured at fair value).

The assets and liabilities of foreign operations (including the goodwill and fair value adjustments arising on the acquisition of foreign entities) are translated into Rupees (functional currency of parent) at the exchange rates prevailing at the reporting date whereas their statements of profit and loss are translated into Rupees at monthly average exchange rates and the equity is recorded at the historical rate. The resulting exchange differences arising on the translation are recognised in other comprehensive income and held in FCTR. On disposal of a foreign operation (that is, disposal involving loss of control), the component of other comprehensive income relating to that particular foreign operation is reclassified to profit or loss.

- **Income-taxes**

Income tax is calculated on the basis of the tax rates, laws and regulations, which have been enacted or substantively enacted as at the reporting date in the respective countries where the Group entities operate and generate taxable income.
Deferred tax is recognised, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying values in the financial statements. However, deferred tax are not recognised if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Further, deferred tax liabilities are not recognised if they arise from the initial recognition of goodwill.

Deferred tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised. Moreover, deferred tax is recognised on temporary differences arising on investments in subsidiaries, joint ventures and associates - unless the timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

The unrecognised deferred tax assets / carrying amount of deferred tax assets are reviewed at each reporting date for recoverability and adjusted appropriately.

- **Transactions with non-controlling interests**

Transactions with non-controlling interests that do not result in loss of control are accounted for as equity transactions – that is, as transactions with the owners in their capacity as owners. The differences between fair value of any consideration paid and the relevant share acquired of the carrying value of net assets of the subsidiary is recorded in equity.

SECTION 11

GLOSSARY

Technical and Industry Terms

Company Related	
Asset Turnover	Asset Turnover is defined as total revenues, for the preceding (last) 12 months from the end of the relevant period, divided by average assets. Asset is defined as the sum of non-current assets and net current assets. Net current assets are computed by subtracting current liabilities from current assets. Average assets are calculated by considering average of quarterly average for the preceding (last) four quarters from the end of the relevant period. For the current quarter average assets is calculated by considering average of Opening and closing assets for the relevant period.
Average Customers	Average customers are derived by computing the average of the monthly average customers for the relevant period.
Average Co-locations	Average co-locations are derived by computing the average of the Opening and Closing co-locations for the relevant period.
Average Sharing Factor	It is calculated as the average of the opening and closing number of co-locations divided by the average of the opening and closing number of towers for the relevant period.
Average Towers	Average towers are derived by computing the average of the Opening and Closing towers for the relevant period.
Book Value Per Equity Share	Total stockholder's equity as at the end of the relevant period divided by outstanding equity shares as at the end of the relevant period.
Capex	It includes investment in gross fixed assets and capital work in progress for the period.
Capital Employed	Capital Employed is defined as sum of equity attributable to 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 Ind-AS measure and is defined as profit from operating activities before depreciation, amortization and exceptional items adjusted for interest expense, interest income and non-operating expenses before adjusting for derivative & exchange (gain)/ loss.
Churn	Churn is calculated by dividing the total number of disconnections during the relevant period by the average customers; and dividing the result by the number of months in the relevant period.
Co-locations	Co-location is the total number of sharing operators at a tower, and where there is a single operator at a tower, 'co-location' refers to that single operator. Co-locations as referred to are revenue generating Co-locations.
Customer Base	Customers generating revenue through recharge, billing or any outgoing activity.
Customers Per Employee	Number of customers on networks of a business unit as at end of the relevant period divided by number of employees in the respective business unit as at end of the relevant period.
Data Customer Base	A customer who used at least 1 MB on GPRS / 3G / 4G network in the last 30 days.
Data Usage per Customer	It is calculated by dividing the total MBs consumed on the network during the relevant period by the average data customer base; and dividing the result by the number of months in the relevant period.
DTH / Digital TV Services	Direct to Home broadcast service
Earnings Per Basic Share	It is computed by dividing net income attributable to ordinary shareholders by the weighted average number of ordinary shares outstanding during the period.

Earnings Per Diluted Share	The calculation of Net Profit/ (loss) per diluted share adjusts net profit or loss and the weighted average number of ordinary shares outstanding, to give effect to all dilutive potential ordinary shares that were outstanding during the year. Net profit or loss attributable to ordinary shareholders is adjusted for the after-tax effect of the following: (1) dividends on potential ordinary shares (for example, dilutive convertible preferred shares); (2) interest recognized on potential ordinary shares (for example, dilutive convertible debt); and (3) any other changes in income or expense resulting from the conversion of dilutive potential ordinary shares (e.g., an entity's contribution to its non-discretionary employee profit-sharing plan may be revised based on changes in net profit due to the effects of items discussed above).
EBITDA	Earnings/ (loss) before interest, taxation, depreciation and amortization. It is not an Ind-AS measure and is defined as profit from operating activities before depreciation, amortization and exceptional items adjusted for CSR costs.
EBITDA Margin	It is computed by dividing EBITDA for the relevant period by total revenues for the relevant period.
EBIT	EBITDA adjusted for depreciation and amortization.
Enterprise Valuation (EV)	Calculated as sum of Market Capitalization, Net Debt and finance lease obligations as at the end of the relevant period.
EV / EBITDA (times)	Computed by dividing Enterprise Valuation as at the end of the relevant period (EV) by EBITDA for the relevant period (LTM). For current quarter, Computed by dividing Enterprise Valuation as at the end of the relevant period (EV) by annualized EBITDA for the relevant period.
Finance Lease Obligation (FLO)	Finance Lease Obligation represents present value of future obligation for assets taken on finance lease.
Gross Revenue per Employee per month	It is computed by dividing the Gross Revenue (net of inter-segment eliminations) by the closing number of employees in a given business unit and number of months in the relevant period.
Interest Coverage Ratio	EBITDA for the relevant period divided by interest on borrowing for the relevant period.
Market Capitalization	Number of issued and outstanding shares as at end of the period multiplied by closing market price (BSE) as at end of the period.
Mobile Broadband Base stations	It includes all the 3G and 4G Base stations deployed across all technologies i.e. 900/1800/2100/2300 Mhz bands.
4G Data Customer	A customer who used at least 1 MB on 4G network in the last 30 days.
Mobile Broadband Towers	It means the total number of network towers (defined below) in which unique number of either 3G or 4G Base stations are deployed, irrespective of their technologies. Total numbers of Mobile Broadband Towers are subset of Total Network Towers.
Minutes on the network	Duration in minutes for which a customer uses the network. It is typically expressed over a period of one month. It includes incoming, outgoing and in-roaming minutes.
Network Towers	Comprises of Base Transmission System (BTS) which holds the radio transreceivers (TRXs) that define a cell and coordinates the radio links protocols with the mobile device. It includes all the Ground based, Roof top and In Building Solutions as at the end of the period.
Net Debt	It is not an Ind-AS measure and is defined as the long-term debt, net of current portion plus short-term borrowings, current portion of long-term debt and lease liabilities minus cash and cash equivalents. The debt origination cost and Bond fair value hedge are not included in the borrowings
Net Debt to EBITDA (Annualized)	It is computed by dividing net debt as at the end of the relevant period by EBITDA for the relevant period (annualized).

Net Debt to Funded Equity Ratio	It is computed by dividing net debt as at the end of the relevant period by Equity attributable to equity holders of parent as at the end of the relevant period.
Net Revenues	It is not an Ind-AS measure and is defined as total revenues adjusted for access charges, cost of goods sold and license fees for the relevant period.
Operating Free Cash flow	It is computed by subtracting capex from EBITDA.
Personnel Cost per Employee per month	It is computed by dividing the Personnel Cost by the closing number of employees in a given business unit and number of months in the relevant period.
Price-Earnings Ratio – P/E Ratio	It is computed by dividing the closing market price (BSE) as at end of the relevant period by the earnings per basic share for the relevant period (LTM).
Profit / (Loss) after current tax expense	It is not an Ind-AS measure and is defined as Profit / (Loss) before taxation adjusted for current tax expense.
Return On Capital Employed (ROCE)	For the full year ended March 31, 2017, 2018 and 2019, ROCE is computed by dividing the sum of net profit and finance cost (net) excluding finance charges 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) excluding finance charges 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. For current quarter, it is computed by dividing the sum of net profit and finance cost (net) excluding finance charges 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 opening and closing capital employed for the relevant period.).
Return On Equity attributable to equity holders of parent	For the full year ended March 31, 2017, 2018 and 2019, 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. For current quarter, it is computed by dividing net profit for the preceding (last) 12 months from the end of the relevant period by average stockholder's equity (Average stockholder's equity is calculated by considering average of opening and closing stockholder's equity for the relevant period).
Revenue per Site per month	Revenue per Site per month is computed by: dividing the total mobile revenues, excluding sale of goods (if any) during the relevant period by the average sites; and dividing the result by the number of months in the relevant period.
Sharing revenue per Sharing Operator per month	It is calculated on the basis of the total revenues less energy and other pass through accrued during the relevant period divided by the average number of co-locations for the period, determined on the basis of the opening and closing number of co-locations for the relevant period.
Total Employees	Total on-roll employees as at the end of respective period and excludes 42% of Indus Towers employees in India.
Total MBs on Network	Includes total MBs consumed on the network (uploaded & downloaded) on our network during the relevant period.
Towers	Infrastructure located at a site which is permitted by applicable law to be shared, including, but not limited to, the tower, shelter, diesel generator sets and other alternate energy sources, battery banks, air conditioners and electrical works. Towers as referred to are revenue generating Towers.
Total Operating Expenses	It is defined as sum of employee costs, network operations costs and selling, general and administrative cost for the relevant period.
Voice Minutes of Usage per Customer per month	It is calculated by dividing the voice minutes of usage on our network during the relevant period by the average customers; and dividing the result by the number of months in the relevant period.

Regulatory & Others

3G	Third - Generation Technology
4G	Fourth - Generation Technology
BSE	The Stock Exchange, Mumbai
RBI	Reserve Bank of India
GSM	Global System for Mobile Communications.
ICT	Information and Communication Technology
GAAP	Generally Accepted Accounting Principles
KYC	Know Your Customer
IAS	International Accounting Standards
IFRS	International Financial Reporting Standards
Ind-AS	Indian Accounting Standards
NSE	The National Stock Exchange of India Limited.
Sensex	Sensex is a stock index introduced by The Stock Exchange, Mumbai in 1986.
PPE	Property, plant and equipment
VoIP	Voice over Internet Protocol
SA	South Asia
KPI	Key Performance Indicator
LTM	Last twelve month
FTTH	Fiber-to-the home
VAS	Value added service
MPLS	Multi-Protocol Label Switching

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