bharti

October 26, 2018

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: Revised Quarterly report (consolidated) for the second quarter (Q2) and half year ended September 30, 2018

Dear Sir / Madam,

Pursuant to Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in furtherance to our intimation dated October 25, 2018, we are enclosing herewith the revised quarterly report (consolidated) for the second quarter (Q2) and half year ended September 30, 2018.

Kindly take the same on record.

Thanking you,

Sincerely yours,

For Bharti Airtel Limited

Rohit Krishan Puri
Dy. Company Secretary & Compliance Officer

bharti

Quarterly report on the results for the second quarter and six months ended September 30, 2018

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



AIRTEL COMPLETES 23 YEARS OF OPERATIONS - LAUNCHES **#AIRTELTHANKS** TO DELIGHT ITS VALUED CUSTOMERS

AIRTEL LAUNCHES **'BANDWIDTH ON DEMAND', FIRST-OF-ITS-KIND DIGITAL PLATFORM** TO MEET ENTERPRISE CUSTOMERS' UNIQUE BUSINESS NEEDS

AIRTEL WINS **BEST WHOLESALE CARRIER (GLOBAL) AND BEST WHOLESALE BUSINESS TRANSFORMATION AWARD** AT THE **CARRIERS WORLD AWARDS 2018**

October 25, 2018

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 33

Others: In this report, the terms "we", "us", "our", "Bharti", or "the Company", unless otherwise specified or the context otherwise implies, refer to Bharti Airtel Limited ("Bharti Airtel") and its subsidiaries, Bharti Airtel Services Limited, Bharti Hexacom Limited, Bharti Infratel Limited, Bharti Telemedia Limited, Airtel Payments Bank Limited, Telesonic Networks Limited, Nxtra Data Limited, Wynk Limited, Indo Teleports Limited, Nettle Infrastructure Investments Limited (formerly known as Nettle Developers Limited) , Bharti Digital Networks Private Limited (Formerly known as Tikona Digitel Networks Private 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), Tigo Rwanda Limited, 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)

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 Ind-AS			Quarter Ended Ind-AS				
		2016	2017	2018	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18
Operating Highlights									
Total Customer Base	000's	357,428	372,354	413,822	383,484	394,243	413,822	456,641	448,062
Total Minutes on Network	Mn Min	1,386,313	1,548,602	2,159,386	489,690	549,347	649,726	746,724	758,618
Network Towers	Nos	181,376	184,255	187,541	185,201	184,831	187,541	189,330	193,226
Total Employees	Nos	24,940	22,815	20,978	21,589	21,095	20,978	21,697	20,563
No. of countries of operation	Nos	20	17	16	17	17	16	16	16
Population Covered	Bn	2.03	1.87	1.84	1.87	1.87	1.84	1.84	1.84
Consolidated Financials (Rs Mn)									
Total revenues	Rs Mn	965,320	954,684	836,879	217,769	203,186	196,343	200,800	204,225
EBITDA	Rs Mn	341,682	356,208	304,479	80,037	75,871	70,341	68,370	63,433
EBIT	Rs Mn	166,215	156,775	110,845	32,898	27,008	21,061	16,801	10,764
Cash profit from operations before Derivative & Exchange Fluctuations	Rs Mn	289,083	283,668	227,169	60,417	54,567	51,646	47,335	37,548
Profit before tax	Rs Mn	106,723	88,929	40,600	12,988	8,381	4,416	(2,850)	(18,535)
Net income	Rs Mn	60,768	37,997	10,989	3,430	3,058	829	973	1,188
Capex	Rs Mn	205,919	198,745	268,176	74,838	64,657	62,824	82,167	76,845
Operating Free Cash Flow (EBITDA - Capex)	Rs Mn	135,762	157,463	36,303	5,199	11,214	7,517	(13,797)	(13,412)
Net Debt	Rs Mn	835,106	913,999	952,285	914,801	917,139	952,285	1,029,028	1,132,042
Shareholder's Equity	Rs Mn	667,693	674,563	695,322	695,690	714,187	695,322	693,876	688,804
Consolidated Financials (US$ Mn)									
Total Revenue [1]	US$ Mn	14,742	14,214	12,986	3,384	3,141	3,054	2,988	2,921
EBITDA [1]	US$ Mn	5,218	5,304	4,725	1,244	1,173	1,094	1,017	907
EBIT [1]	US$ Mn	2,538	2,334	1,720	511	418	328	250	154
Cash profit from operations before Derivative & Exchange Fluctuations [1]	US$ Mn	4,415	4,224	3,525	939	844	803	704	537
Profit before Tax [1]	US$ Mn	1,630	1,324	630	202	130	69	(42)	(265)
Net income [1]	US$ Mn	928	566	170	53	47	13	14	17
Capex [1]	US$ Mn	3,145	2,959	4,162	1,163	1,000	977	1,223	1,099
Operating Free Cash Flow (EBITDA - Capex)	US$ Mn	2,073	2,344	563	81	173	117	(205)	(192)
Net Debt [2]	US$ Mn	12,604	14,094	14,611	14,012	14,358	14,611	15,029	15,618
Shareholder's Equity [2]	US$ Mn	10,078	10,402	10,669	10,656	11,181	10,669	10,134	9,503
Key Ratios									
EBITDA Margin	%	35.4%	37.3%	36.4%	36.8%	37.3%	35.8%	34.0%	31.1%
EBIT Margin	%	17.2%	16.4%	13.2%	15.1%	13.3%	10.7%	8.4%	5.3%
Net Profit Margin	%	6.3%	4.0%	1.3%	1.6%	1.5%	0.4%	0.5%	0.6%
Net Debt to Funded Equity Ratio	Times	1.25	1.35	1.37	1.31	1.28	1.37	1.48	1.64
Net Debt to EBITDA (LTM) [3]	Times	2.49	2.63	3.13	2.91	3.01	3.23	3.61	4.25
Net Debt to EBITDA (Annualised) [3]	Times	2.33	2.95	3.13	2.95	3.12	3.50	3.90	4.83
Interest Coverage ratio	Times	7.06	5.20	4.37	4.65	4.30	4.04	3.17	2.75
Return on Shareholder's Equity	%	9.4%	5.7%	1.6%	2.4%	2.0%	1.6%	1.2%	0.9%
Return on Capital employed	%	8.3%	6.5%	4.6%	5.1%	4.9%	4.7%	4.8%	4.9%
Valuation Indicators									
Market Capitalization	Rs Bn	1,403	1,399	1,595	1,554	2,116	1,595	1,523	1,352
Market Capitalization	US$ Bn	21.2	21.6	24.5	23.8	33.1	24.5	22.2	18.7
Enterprise Value	Rs Bn	2,296	2,369	2,596	2,522	3,082	2,596	2,602	2,536
EV / EBITDA (LTM)	Times	6.72	6.65	8.52	7.79	9.81	8.52	8.83	9.12
P/E Ratio (LTM)	Times	23.08	36.81	145.10	97.85	152.28	145.10	183.76	223.78

Note 1: Average exchange rates used for Rupee conversion to US$ is (a) Rs 65.48 for the financial year ended March 31, 2016 (b) Rs 67.16 for the financial year ended March 31, 2017 (c) Rs 64.44 for the financial year ended March 31, 2018 (d) Rs 64.36 for the quarter ended September 30, 2017 (e) Rs 64.68 for the quarter ended December 31, 2017 (f) Rs 64.30 for the quarter ended March 31, 2018 (g) Rs 67.20 for the quarter ended June 30, 2018 (h) Rs 69.91 for the quarter ended September 30, 2018 based on the RBI Reference rate.

Note 2: Closing exchange rates used for Rupee conversion to US$ is (a) Rs 66.26 for the financial year ended March 31, 2016 (b) Rs 64.85 for the year ended March 31, 2017 (c) Rs 65.18 for the financial year ended March 31, 2018 (d) Rs 65.29 for the quarter ended September 30, 2017 (e) Rs 63.88 for the quarter ended December 31, 2017 (f) Rs 65.18 for the quarter ended March 31 ,2018 (g) Rs 68.47 for the quarter ended June 30 ,2018 (h) Rs 72.49 for the quarter ended Sepetmber 30 ,2018 being the RBI Reference rate.

Note 3: For calculation of this ratio, EBITDA is adjusted downwards to the extent of finance lease charges on towers in Africa.

Note 4: Key Ratios computed using translated US$ values may yield different results in comparison with ratios computed using Rupee values.

SECTION 2

BHARTI AIRTEL - AN INTRODUCTION

2.1 Introduction

We are one of the world's leading providers of telecommunication services with significant presence in 16 countries representing India, Sri Lanka and 14 countries in Africa. As per United Nations data published on January 01, 2013, the population of these 16 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 are the largest wireless operator in the country both in terms of customers and revenues. We offer postpaid, pre-paid, roaming, internet and other value added services. Our distribution channel is spread across 1.2 Mn outlets with network presence in 7,904 census and 786,129 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 263,507 Rkms of optical fiber.

Homes Services – The Company provides fixed-line telephone and broadband (DSL) services for homes in 89 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 682 channels including 78 HD channels, 5 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 92,123 telecom towers, which includes 39,946 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

We are 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 (Airtel Money) are the next growth engines for the Company in Africa. We offer 3G services, Airtel Money across all 14 countries and 4G services in 10 countries of Africa.

2.3 Partners

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

SECTION 3

FINANCIAL HIGHLIGHTS

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

Detailed financial statements, analysis & other related information is attached to this report (page 28 - 31). Also, kindly refer to Section 7.3 - use of Non - GAAP financial information (page 33) and Glossary (page 58) for detailed definitions.

3.1 Consolidated - Summary of Consolidated Financial Statements

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

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-18	Sep-17	Y-on-Y Growth	Sep-18	Sep-17	Y-on-Y Growth
Total revenues	**204,225**	**217,769**	**-6%**	**405,025**	**437,350**	**-7%**
EBITDA	63,433	80,037	-21%	131,803	158,267	-17%
EBITDA / Total revenues	*31.1%*	*36.8%*		*32.5%*	*36.2%*	
EBIT	10,764	32,898	-67%	27,565	62,777	-56%
Finance cost (net)	29,858	23,266	28%	51,123	41,539	23%
Share of results of Joint Ventures/Associates	1,633	3,662	-55%	3,286	6,517	-50%
Profit before tax	(18,535)	12,988	-243%	(21,385)	27,804	-177%
Income tax expense	(10,889)	5,672	-292%	(13,379)	13,909	-196%
Profit after tax (before exceptional items)	(7,645)	7,316	-205%	(8,006)	13,894	-158%
Non Controlling Interest	2,004	2,592	-23%	4,647	5,110	-9%
Net income (before exceptional items)	(9,650)	4,724	-304%	(12,653)	8,784	-244%
Exceptional Items (net of tax)	(10,137)	1,455	-797%	(15,294)	1,856	-924%
Profit after tax (after exceptional items)	**2,492**	**5,861**	**-57%**	**7,288**	**12,038**	**-39%**
Non Controlling Interest	1,304	2,430	-46%	5,127	4,935	4%
Net income	**1,188**	**3,430**	**-65%**	**2,161**	**7,103**	**-70%**
Capex	76,845	74,838	3%	159,013	140,695	13%
Operating Free Cash Flow (EBITDA - Capex)	(13,412)	5,199	-358%	(27,209)	17,572	-255%
Cumulative Investments	3,348,001	3,060,093	9%	3,348,001	3,060,093	9%

Refer section 5.4.2 on "Exceptional Items" on page 23 for details.

3.1.2 Consolidated Summarized Statement of Financial Position

Amount in Rs Mn

Particulars	As at Sep 30, 2018	As at Mar 31, 2018
Assets		
Non-current assets	2,353,055	2,170,826
Current assets	337,448	334,990
Total assets	**2,690,503**	**2,505,816**
Liabilities		
Non-current liabilities	1,013,224	939,934
Current liabilities	913,283	782,399
Total liabilities	**1,926,507**	**1,722,334**
Equity & Non Controlling Interests		
Equity	688,804	695,344
Non controlling interests	75,192	88,139
Total Equity & Non Controlling Interests	**763,996**	**783,484**
Total Equity and liabilities	**2,690,503**	**2,505,816**

3.2 Region wise - Summary of Consolidated Financial Statements

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

Amount in Rs Mn, except ratios

Particulars	Quarter Ended Sep 2018			Quarter Ended Sep 2017			Six Months Ended Sep 2018			Six Months Ended Sep 2017		
	India SA	Africa	Total	India SA	Africa	Total	India SA	Africa	Total	India SA	Africa	Total
Total revenues	**150,223**	**56,472**	**204,225**	**168,265**	**52,030**	**217,769**	**300,501**	**109,313**	**405,025**	**341,635**	**100,558**	**437,350**
EBITDA	42,512	20,934	63,433	63,271	16,765	80,037	91,656	40,155	131,803	127,961	30,330	158,267
EBITDA / Total revenues	*28.3%*	*37.1%*	*31.1%*	*37.6%*	*32.2%*	*36.8%*	*30.5%*	*36.7%*	*32.5%*	*37.5%*	*30.2%*	*36.2%*
EBIT	(2,771)	13,548	10,764	24,599	8,300	32,898	2,186	25,387	27,565	49,468	13,332	62,777
Profit before tax	(27,958)	4,053	(18,535)	11,850	(56)	12,988	(41,439)	11,605	(21,385)	26,744	1,003	27,804
Income tax expense	(12,460)	1,208	(10,889)	3,504	2,085	5,672	(18,216)	4,315	(13,379)	8,130	5,864	13,909
Profit after tax (before exceptional items)	(15,498)	2,845	(7,645)	8,346	(2,141)	7,316	(23,223)	7,290	(8,006)	18,615	(4,861)	13,894
Non Controlling Interest	1,438	522	2,004	2,373	217	2,592	3,538	1,028	4,647	4,895	248	5,110
Net income (before exceptional items)	**(16,936)**	**2,323**	**(9,650)**	**5,974**	**(2,358)**	**4,724**	**(26,760)**	**6,261**	**(12,653)**	**13,720**	**(5,109)**	**8,784**
Exceptional Items (net of tax)			(10,137)			1,455			(15,294)			1,856
Profit after tax (after exceptional items)			**2,492**			**5,861**			**7,288**			**12,038**
Non Controlling Interest			1,304			2,430			5,126			4,935
Net income			**1,188**			**3,431**			**2,161**			**7,103**
Capex	69,459	7,386	76,845	71,708	3,197	74,838	148,331	10,682	159,013	134,499	6,262	140,695
Operating Free Cash Flow (EBITDA - Capex)	(26,947)	13,548	(13,412)	(8,436)	13,569	5,199	(56,675)	29,473	(27,209)	(6,538)	24,067	17,572
Cumulative Investments	2,714,118	603,147	3,348,001	2,438,693	599,098	3,060,093	2,714,118	603,147	3,348,001	2,438,693	599,098	3,060,093

Refer section 5.4.2 on "Exceptional Items" on page 23.

3.2.2 Region wise Summarized Statement of Financial Position

Amount in Rs Mn

Particulars	As at Sep 30, 2018			
	India SA	Africa	Eliminations/Others	Total
Assets				
Non-current assets	1,923,156	495,391	(65,492)	2,353,055
Current assets	230,265	110,889	(3,706)	337,448
Total assets	**2,153,421**	**606,280**	**(69,198)**	**2,690,503**
Liabilities				
Non-current liabilities	679,669	336,534	(2,980)	1,013,224
Current liabilities	679,530	235,853	(2,099)	913,283
Total liabilities	**1,359,199**	**572,387**	**(5,079)**	**1,926,507**
Equity & Non Controlling Interests				
Equity	704,534	48,389	(64,119)	688,804
Non controlling interests	89,688	(14,496)	0	75,192
Total Equity & Non Controlling Interests	**794,222**	**33,893**	**(64,119)**	**763,996**
Total Equity and liabilities	**2,153,421**	**606,280**	**(69,198)**	**2,690,503**

3.3 Segment wise Summarized Statement of Operations

3.3.1 India & South Asia

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-18	Sep-17	Y-on-Y Growth	Sep-18	Sep-17	Y-on-Y Growth
Total revenues	**150,223**	**168,265**	**-11%**	**300,501**	**341,635**	**-12%**
EBITDA	42,512	63,271	-33%	91,656	127,961	-28%
EBITDA / Total revenues	*28.3%*	*37.6%*		*30.5%*	*37.5%*	
EBIT	(2,771)	24,599	-111%	2,186	49,468	-96%
Capex	69,459	71,708	-3%	148,331	134,499	10%
Operating Free Cash Flow (EBITDA - Capex)	(26,947)	(8,436)	-219%	(56,675)	(6,538)	-767%
Cumulative Investments	2,714,118	2,438,693	11%	2,714,118	2,438,693	11%

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3.3.2 India

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-18	Sep-17	Y-on-Y Growth	Sep-18	Sep-17	Y-on-Y Growth
Total revenues	**149,198**	**167,364**	**-11%**	**298,498**	**339,885**	**-12%**
EBITDA	42,487	63,290	-33%	91,621	128,044	-28%
EBITDA / Total revenues	*28.5%*	*37.8%*		*30.7%*	*37.7%*	
EBIT	(2,495)	24,937	-110%	2,792	50,173	-94%
Capex	69,036	71,440	-3%	147,699	133,953	10%
Operating Free Cash Flow (EBITDA - Capex)	(26,549)	(8,151)	-226%	(56,079)	(5,910)	-849%
Cumulative Investments	2,698,914	2,425,520	11%	2,698,914	2,425,520	11%

B2C Services

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

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-18	Sep-17	Y-on-Y Growth	Sep-18	Sep-17	Y-on-Y Growth
Total revenues	**102,521**	**122,450**	**-16%**	**207,325**	**251,597**	**-18%**
EBITDA	21,468	42,087	-49%	49,071	86,369	-43%
EBITDA / Total revenues	*20.9%*	*34.4%*		*23.7%*	*34.3%*	
EBIT	(15,919)	11,378	-240%	(24,701)	23,981	-203%
Capex	58,863	61,053	-4%	128,212	111,783	15%
Operating Free Cash Flow (EBITDA - Capex)	(37,395)	(18,966)	-97%	(79,142)	(25,414)	-211%
Cumulative Investments	2,226,885	1,983,494	12%	2,226,885	1,983,494	12%

3.3.4 Homes Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-18	Sep-17	Y-on-Y Growth	Sep-18	Sep-17	Y-on-Y Growth
Total revenues	**5,607**	**6,367**	**-12%**	**11,352**	**13,071**	**-13%**
EBITDA	2,932	2,715	8%	5,792	5,729	1%
EBITDA / Total revenues	*52.3%*	*42.6%*		*510%*	*43.8%*	
EBIT	1,083	1,089	-1%	2,109	2,439	-14%
Capex	1,888	1,599	18%	3,811	3,664	4%
Operating Free Cash Flow (EBITDA - Capex)	1,044	1,116	-6%	1,981	2,065	-4%
Cumulative Investments	73,087	66,226	10%	73,087	66,226	10%

3.3.5 Digital TV Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-18	Sep-17	Y-on-Y Growth	Sep-18	Sep-17	Y-on-Y Growth
Total revenues	**10,242**	**9,369**	**9%**	**20,166**	**18,343**	**10%**
EBITDA	3,960	3,517	13%	7,970	6,817	17%
EBITDA / Total revenues	*38.7%*	*37.5%*		*39.5%*	*37.2%*	
EBIT	1,905	1,230	55%	3,989	2,268	76%
Capex	1,797	3,191	-44%	3,606	5,852	-38%
Operating Free Cash Flow (EBITDA - Capex)	2,163	326	564%	4,364	964	353%
Cumulative Investments	83,514	75,435	11%	83,514	75,435	11%

B2B Services

3.3.6 Airtel Business

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-18	Sep-17	Y-on-Y Growth	Sep-18	Sep-17	Y-on-Y Growth
Total revenues	**33,458**	**28,313**	**18%**	**63,382**	**56,185**	**13%**
EBITDA	10,759	9,929	8%	21,184	19,324	10%
EBITDA / Total revenues	*32.2%*	*35.1%*		*33.4%*	*34.4%*	
EBIT	7,741	7,310	6%	15,176	13,799	10%
Capex	2,868	1,532	87%	4,263	3,781	13%
Operating Free Cash Flow (EBITDA - Capex)	7,891	8,397	-6%	16,921	15,543	9%
Cumulative Investments	119,146	96,721	23%	119,146	96,721	23%

3.3.7 Tower Infrastructure Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-18	Sep-17	Y-on-Y Growth	Sep-18	Sep-17	Y-on-Y Growth
Total revenues	**17,206**	**16,613**	**4%**	**34,155**	**32,595**	**5%**
EBITDA	7,968	8,130	-2%	15,783	16,084	-2%
EBITDA / Total revenues	*46.3%*	*48.9%*		*46.2%*	*49.3%*	
EBIT	5,196	5,051	3%	10,234	10,054	2%
Share of results of joint ventures/associates	2,390	3,304	-28%	5,356	6,512	-18%
Capex	2,587	2,796	-7%	5,520	6,256	-12%
Operating Free Cash Flow (EBITDA - Capex)	5,381	5,334	1%	10,263	9,828	4%
Cumulative Investments	195,888	193,794	1%	195,888	193,794	1%

Others

3.3.8 Others (India) – comprises of Airtel Payments Bank, Corporate Office and other small entities.

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-18	Sep-17	Y-on-Y Growth	Sep-18	Sep-17	Y-on-Y Growth
Total revenues	**530**	**972**	**-46%**	**902**	**1,991**	**-55%**
EBITDA	(1,454)	(894)	-63%	(2,686)	(1,835)	-46%
EBIT	(1,480)	(938)	-58%	(2,735)	(1,889)	-45%
Capex	1,034	1,269	-19%	2,287	2,618	-13%
Operating Free Cash Flow (EBITDA - Capex)	(2,488)	(2,163)	-15%	(4,972)	(4,453)	-12%
Cumulative Investments	395	9,850	-96%	395	9,850	-96%

3.3.9 South Asia – comprises of operations in Sri Lanka.

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-18	Sep-17	Y-on-Y Growth	Sep-18	Sep-17	Y-on-Y Growth
Total revenues	**1,122**	**1,028**	**9%**	**2,182**	**1,999**	**9%**
EBITDA	30	(15)	305%	40	(77)	152%
EBITDA / Total revenues	*2.7%*	*-14%*		*18%*	*-3.8%*	
EBIT	(271)	(334)	19%	(602)	(700)	14%
Capex	423	267	59%	631	546	16%
Operating Free Cash Flow (EBITDA - Capex)	(393)	(282)	-40%	(591)	(622)	5%
Cumulative Investments	15,203	13,173	15%	15,203	13,173	15%

3.3.10 Africa – comprises of operations in 14 countries in Africa

In USD Constant Currency – Ongoing Operations [Note 5 & 6]

Amount in US$ Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-18	Sep-17	Y-on-Y Growth	Sep-18	Sep-17	Y-on-Y Growth
Total revenues	**824**	**743**	**11%**	**1,617**	**1,440**	**12%**
EBITDA	305	246	24%	595	446	33%
EBITDA / Total revenues	*37.1%*	*33.1%*		*36.8%*	*310%*	
EBIT	197	127	56%	376	205	84%
Capex	106	50	112%	155	94	65%
Operating Free Cash Flow (EBITDA - Capex)	200	196	2%	440	352	25%
Cumulative Investments	8,321	8,947	-7%	8,321	8,947	-7%

Note 5: During the Previous financial year, Bharti Airtel had divested telecom operations in Ghana. For the above table, financials and operational parameters have been shown for remaining 14 countries and the historical periods have been re-instated to make them comparable.
Note 6: Closing currency rates as on March 1, 2018 (AOP FY 18-19 currency) considered for above financials up to EBIT. Actual currency rates are taken for Capex & Cumulative Investments.

In USD Constant Currency – [Note 6 & 7]

Amount in US$ Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-18	Sep-17	Y-on-Y Growth	Sep-18	Sep-17	Y-on-Y Growth
Total revenues	**824**	**771**	**7%**	**1,617**	**1,497**	**8%**
EBITDA	305	249	23%	595	451	32%
EBITDA / Total revenues	*37.1%*	*32.2%*		*36.8%*	*30.1%*	
EBIT	197	123	60%	376	198	90%
Capex	106	50	113%	155	97	59%
Operating Free Cash Flow (EBITDA - Capex)	200	199	0%	440	353	24%
Cumulative Investments	8,321	9,177	-9%	8,321	9,177	-9%

Note 7: Above table reflects the USD reported numbers translated to constant currency.

3.4 Region wise & Segment wise - Investment & Contribution

Quarter Ended:

Amount in Rs Mn, except ratios

Segment	Quarter Ended Sep 2018						As at Sep 30, 2018	
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total	Cummulative Investments	% of Total
Mobile Services	102,521	68%	21,468	50%	58,863	85%	2,226,885	82%
Homes Services	5,607	4%	2,932	7%	1,888	3%	73,087	3%
Digital TV Services	10,242	7%	3,960	9%	1,797	3%	83,514	3%
Airtel Business	33,458	22%	10,759	25%	2,868	4%	119,146	4%
Tower Infrastructure Services	17,206	11%	7,968	19%	2,587	4%	195,888	7%
Others (India)	530	0%	(1,454)	-3%	1,034	1%	395	0%
South Asia	1,122	1%	30	0%	423	1%	15,203	1%
Sub Total	**170,686**	**114%**	**45,663**	**107%**	**69,459**	**100%**	**2,714,118**	**100%**
Eliminations / Others	(20,463)	-14%	(3,151)	-7%	0	0%		
Accumulated Depreciation and Amortisation							(1,041,682)	
Total (India SA)	**150,223**	**100%**	**42,512**	**100%**	**69,459**	**100%**	**1,672,436**	
India SA % of Consolidated	**74%**		**67%**		**90%**		**81%**	
Africa	56,472		20,934		7,386		603,147	
Accumulated Depreciation and Amortisation							(129,378)	
Total (Africa)	**56,472**		**20,934**		**7,386**		**473,769**	
Africa % of Consolidated	**28%**		**33%**		**10%**		**18%**	
Eliminations / Others*	(2,470)		(13)		0		30,736	
Eliminations / Others % of Consolidated	-1%		0%		0%		0%	
Consolidated	**204,225**		**63,433**		**76,845**		**3,348,001**	

Six Months Ended:

Amount in Rs Mn, except ratios

Segment	Six Months Ended Sep 2018						As at Sep 30, 2018	
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total	Cummulative Investments	% of Total
Mobile Services	207,325	69%	49,071	54%	128,212	86%	2,226,885	82%
Homes Services	11,352	4%	5,792	6%	3,811	3%	73,087	3%
Digital TV Services	20,166	7%	7,970	9%	3,606	2%	83,514	3%
Airtel Business	63,382	21%	21,184	23%	4,263	3%	119,146	4%
Tower Infrastructure Services	34,155	11%	15,783	17%	5,520	4%	195,888	7%
Others (India)	902	0%	(2,686)	-3%	2,287	2%	395	0%
South Asia	2,182	1%	40	0%	631	0%	15,203	1%
Sub Total	**339,464**	**113%**	**97,154**	**106%**	**148,331**	**100%**	**2,714,118**	**100%**
Eliminations	(38,963)	-13%	(5,498)	-6%	0	0%		
Accumulated Depreciation and Amortisation							(1,041,682)	
Total (India & SA)	**300,501**	**100%**	**91,656**	**100%**	**148,331**	**100%**	**1,672,436**	
India SA % of Consolidated	**74%**		**70%**		**93%**		**81%**	
Africa	109,313		40,155		10,682		603,147	
Accumulated Depreciation and Amortisation							(129,378)	
Total (Africa)	**109,313**		**40,155**		**10,682**		**473,769**	
Africa % of Consolidated	**27%**		**30%**		**7%**		**18%**	
Eliminations	(4,789)		(8)		0		30,736	
Eliminations % of Consolidated	-1%		0%		0%		1%	
Consolidated	**405,025**		**131,803**		**159,013**		**3,348,001**	

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	Sep 30, 2018	Jun 30, 2018	Q-on-Q Growth	Sep 30, 2017	Y-on-Y Growth
Mobile Services	**000's**	**429,287**	**438,040**	**-2.0%**	**366,060**	**17.3%**
India	000's	332,764	344,564	-3.4%	282,047	18.0%
South Asia	000's	2,428	2,283	6.3%	2,086	16.4%
Africa	000's	94,096	91,193	3.2%	81,927	14.9%
Homes Services	000's	2,213	2,189	1.1%	2,159	2.5%
Digital TV Services	000's	14,779	14,646	0.9%	13,521	9.3%
Airtel Business	000's	1,783	1,766	0.9%	1,743	2.3%
Total	**000's**	**448,062**	**456,641**	**-1.9%**	**383,484**	**16.8%**

Note 8: Reported Y-o-Y customer base growth impacted on account of Africa divested operating units and acquisition of Tigo – Rwanda & Telenor – India.

4.2 Traffic Details – Consolidated

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Q-on-Q Growth	Sep 30, 2017	Y-on-Y Growth
Mobile Services	**Mn Min**	**747,197**	**735,401**	**1.6%**	**478,107**	**56.3%**
India	Mn Min	693,061	684,191	1.3%	437,142	58.5%
South Asia	Mn Min	1,779	1,543	15.3%	1,347	32.1%
Africa	Mn Min	52,357	49,666	5.4%	39,618	32.2%
Homes Services	Mn Min	3,451	2,841	21.4%	3,500	-1.4%
Airtel Business	Mn Min	2,865	3,065	-6.5%	3,151	-9.1%
National Long Distance Services	Mn Min	93,191	89,398	4.2%	56,709	64.3%
International Long Distance Services	Mn Min	5,213	5,109	2.0%	5,103	2.2%
Total Minutes on Network (Gross)	**Mn Min**	**851,916**	**835,814**	**1.9%**	**546,570**	**55.9%**
Eliminations	Mn Min	(93,298)	(89,091)	-4.7%	(56,881)	-64.0%
Total Minutes on Network (Net)	**Mn Min**	**758,618**	**746,724**	**1.6%**	**489,690**	**54.9%**

Refer Note 8.

4.3 Mobile Services India

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Q-on-Q Growth	Sep 30, 2017	Y-on-Y Growth
Customer Base	000's	332,764	344,564	-3.4%	282,047	18.0%
Net Additions	000's	(11,800)	40,372	-129.2%	1,400	-942.8%
Pre-Paid (as % of total Customer Base)	%	94.4%	94.6%		93.7%	
Monthly Churn	%	4.1%	2.0%		3.9%	
Average Revenue Per User (ARPU)	Rs	100	105	-5.4%	145	-31.1%
Average Revenue Per User (ARPU)	US$	1.4	1.6	-9.1%	2.2	-36.6%
Revenue per towers per month	Rs	198,400	206,215	-3.8%	250,234	-20.7%
Revenues						
Mobile Services [9]	Rs Mn	100,704	103,036	-2.3%	122,115	-17.5%
Voice						
Minutes on the network	Mn	693,061	684,191	1.3%	437,142	58.5%
Voice Usage per customer	min	686	700	-2.0%	518	32.4%
Data						
Data Customer Base	000's	97,666	94,783	3.0%	65,769	48.5%
Of which 4G data customers	*000's*	65,731	58,281	12.8%	28,306	132.2%
As % of Customer Base	*%*	29.4%	27.5%		23.3%	
Total MBs on the network	Mn MBs	2,660,297	2,150,645	23.7%	783,809	239.4%
Data Usage per customer	MBs	9,221	7,864	17.2%	4,087	125.6%

Note 9: Excludes revenues from network groups building / providing fiber connectivity and group eliminations.

4.4 Homes Services

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Q-on-Q Growth	Sep 30, 2017	Y-on-Y Growth
Homes Customers	000's	2,213	2,189	1.1%	2,159	2.5%
Of which no. of broadband (DSL) customers	*000's*	2,120	2,061	2.9%	2,001	6.0%
As % of Customer Base	*%*	95.8%	94.2%		92.7%	
Net additions	000's	24	16	48.0%	23	7.2%
Average Revenue Per User (ARPU)	Rs	847	879	-3.7%	989	-14.4%
Average Revenue Per User (ARPU)	US$	12.1	13.1	-7.4%	15.4	-21.2%
Non Voice Revenue as % of Homes revenues	%	92.6%	92.1%		90.4%	

4.5 Digital TV Services

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Q-on-Q Growth	Sep 30, 2017	Y-on-Y Growth
Digital TV Customers	000's	14,779	14,646	0.9%	13,521	9.3%
Net additions	000's	133	479	-72.2%	207	-35.8%
Average Revenue Per User (ARPU)	Rs	232	229	1.3%	233	-0.4%
Average Revenue Per User (ARPU)	US$	3.3	3.4	-2.7%	3.6	-8.3%
Monthly Churn	%	1.3%	0.7%		1.4%	

4.6 Network and Coverage - India

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Q-on-Q Growth	Sep 30, 2017	Y-on-Y Growth
Mobile Services						
Census Towns	Nos	7,904	7,902	2	7,896	8
Non-Census Towns and Villages	Nos	786,129	786,112	17	786,032	97
Population Coverage	%	95.3%	95.3%		95.3%	
Optic Fibre Network	R Kms	263,507	245,847	17,660	232,150	31,357
Network towers	Nos	171,031	167,355	3,676	162,954	8,077
Of which Mobile Broadband towers	*Nos*	154,531	146,428	8,103	123,181	31,350
Total Mobile Broadband Base stations	Nos	347,642	320,204	27,438	226,132	121,510
Homes Services- Cities covered	Nos	89	89	0	88	1
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%	

4.7 Tower Infrastructure Services

4.7.1 Bharti Infratel Standalone

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Q-on-Q Growth	Sep 30, 2017	Y-on-Y Growth
Total Towers	Nos	39,946	39,719	227	39,264	682
Total Co-locations	Nos	78,275	86,053	(7,778)	94,538	(16,263)
Key Indicators						
Sharing Revenue per sharing operator per month*	Rs	38,687	37,281	3.8%	36,394	6.3%
Average Sharing Factor	Times	2.06	2.20		2.39	

Additional Information:

4.7.2 Indus Towers

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Q-on-Q Growth	Sep 30, 2017	Y-on-Y Growth
Total Towers	Nos	124,230	123,904	326	123,073	1,157
Total Co-locations	Nos	229,136	273,154	(44,018)	298,929	(69,793)
Average Sharing Factor	Times	2.02	2.23		2.43	

4.7.3 Bharti Infratel Consolidated

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Q-on-Q Growth	Sep 30, 2017	Y-on-Y Growth
Total Towers	Nos	92,123	91,759	364	90,955	1,168
Total Co-locations	Nos	174,512	200,778	(26,266)	220,088	(45,576)
Average Sharing Factor	Times	2.04	2.22		2.41	

4.8 Human Resource Analysis – India

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Q-on-Q Growth	Sep 30, 2017	Y-on-Y Growth
Total Employees	Nos	17,044	18,032	(988)	17,657	(613)
Number of Customers per employee	Nos	20,625	20,140	485	16,960	3,665
Personnel cost per employee per month	Rs	109,131	98,618	10.7%	115,911	-5.8%
Gross Revenue per employee per month	Rs	2,917,897	2,759,902	5.7%	3,157,990	-7.6%

4.9 Africa – Ongoing Operations

4.9.1 Operational Performance (In Constant Currency)

Parameters	Unit	Sep-18	Jun-18	Q-on-Q Growth	Sep-17	Y-on-Y Growth
Customer Base	000's	94,096	91,193	3.2%	78,742	19.5%
Net Additions	000's	2,903	1,930	50.4%	1,881	54.3%
Monthly Churn	%	4.8%	4.9%		4.7%	
Average Revenue Per User (ARPU)	US$	3.0	2.9	1.3%	3.2	-6.8%
Voice						
Voice Revenue	$ Mn	517	500	3.4%	496	4.1%
Minutes on the network	Mn	52,357	49,666	5.4%	38,406	36.3%
Voice Average Revenue Per User (ARPU)	US$	1.9	1.8	1.0%	2.1	-12.5%
Voice Usage per customer	min	189	183	2.9%	164	14.6%
Data						
Data Revenue	$ Mn	180	170	6.0%	138	30.4%
Data Customer Base	000's	27,113	26,376	2.8%	20,529	32.1%
As % of Customer Base	%	28.8%	28.9%		26.1%	
Total MBs on the network	Mn MBs	88,808	77,811	14.1%	57,933	53.3%
Data Average Revenue Per User (ARPU)	US$	2.3	2.2	2.8%	2.4	-4.8%
Data Usage per customer	MBs	1,113	1,006	10.7%	994	11.9%
Airtel Money						
Transaction Value	$ Mn	6,263	6,090	2.8%	4,789	30.8%
Transaction Value per Sub	US$	163	168	-2.9%	180	-9.1%
Airtel Money Revenue	$ Mn	55	50	9.5%	35	56.2%
Active Customers	000's	12,943	11,816	9.5%	9,259	39.8%
Airtel Money ARPU	US$	1.4	1.4	3.3%	1.3	8.6%
Network & coverage						
Network towers	Nos	20,060	19,895	165	18,926	1,134
Owned Towers	Nos	4,449	4,377	72	4,186	263
Leased Towers	Nos	15,611	15,518	93	14,740	871
Of which Mobile Broadband towers	Nos	15,280	14,653	627	12,709	2,571
Total Mobile Broadband Base stations	Nos	26,338	23,754	2,584	15,575	10,763
Revenue Per Site Per Month	US$	13,717	13,326	2.9%	12,902	6.3%

Constant currency rates as on March 1, 2018 (AOP FY 2018-19 Currency) considered for above KPIs
Refer note 5 on page 12

4.9.2 Human Resources Analysis

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Q-on-Q Growth	Sep 30, 2017	Y-on-Y Growth
Total Employees	Nos	3,338	3,480	(142)	3,464	(126)
Number of Customers per employee	Nos	28,189	26,205	1,984	22,731	5,458
Personnel cost per employee per month	US$	5,747	6,383	-10.0%	5,619	2.3%
Gross Revenue per employee per month	US$	82,245	76,018	8.2%	71,523	15.0%

SECTION 5

MANAGEMENT DISCUSSION AND ANALYSIS

5.1 India & SA

A. Key Industry Developments

A. Ruling on the validity of Aadhaar Card by Hon'ble Supreme Court for use by private institutions

- Section 57 of the Aadhar Act has been revoked by the Hon'ble Supreme Court in its judgement dated September 26th, 2018. The said section specified the use of Aadhar card for identification purposes by private companies.
- Vide this judgement Aadhaar based eKYC for mobile SIM verification of existing connections has been disallowed.
- Airtel is awaiting Department of Telecommunications (DoT) instructions on way forward.

B. Amendment to Unified License for Net Neutrality

Department of Telecommunications (DoT) has issued an amendment to the unified license conditions for regulatory framework on Net-Neutrality on September 24th, 2018. As per the enclosed amendment:

- The Licensee will be prohibited from entering into any arrangement, agreement or contract that has the effect of discriminatory treatment of content.
- These provisions will not be applicable on:
  - Specialized services, provided that these services are not usable or offered as a replacement of Internet Access Service.
  - Reasonable traffic management practices.
  - Provision of emergency services or any services provided during time of grave public emergency, as per the process laid down by the licensor / regulator.
  - Implementation of any order of a court or direction issued by the Government, in accordance with law.
  - Measures taken in pursuance of preserving the integrity and security of the network and equipment.
  - Measures taken in pursuance of an international treaty, as maybe specified by the Government.

C. Amendment in Merger and Acquisition Guidelines

DoT has issued amendments in its Merger and Acquisition guidelines, 2014 on September 24th, 2018. Salient features of the same are:-

- After the sanction of any scheme or proposal for compromise, arrangement and amalgamation filed before a Tribunal/Company Judge by a Company, the Licensor will provide its written approval within 30 days of receipt of request for such approval of the said transfer/ merger of licenses/ authorizations under Unified License.
- The resultant entity can now, in addition to surrendering the excess spectrum beyond prescribed limit, also trade the excess spectrum held by it within one year post the merger / amalgamation.

D. Recommendations on Auction of Spectrum

TRAI has issued recommendations on Auction of Spectrum in all available bands on August 01st, 2018. The salient points of recommendations are as follows:

- Entire available spectrum across all bands should be put to auction in the forthcoming auction.
- Barring the specific locations where ISRO is using 25 MHz (3400 MHz - 3425 MHz) of spectrum, the entire spectrum from 3300 - 3600 MHz should be auctioned as a single band and Time Division Duplex (TDD) based frequency arrangement should be adopted for this band. Block size of 20 MHz with a limit of 100 MHz per bidder is recommended.
- Reserve price for 700 MHz and 3300-3600 MHz has been recommended as Rs. 6,568 crores per MHz and Rs. 492 crores per MHz for Pan India respectively

E. Recommendations on Privacy, Security and Ownership of the Data in the Telecom Sector

Telecom Regulatory Authority of India (TRAI) has issued recommendations on Privacy, Security and Ownership of the Data in the Telecom Sector on July 16th 2018. The salient points of the recommendation include:-

- Each user owns their personal information and/or data collected by / stored with the entities in the digital ecosystem. The entities, controlling and processing such data, are mere custodians and do not have primary rights over this data.
- All entities in the digital ecosystem, which control or process consumer's personal data should be brought under a data protection framework as the existing framework for protection is not sufficient.
- Till such time a general data protection law is notified by the Government, the existing Rules / License conditions applicable to TSPs for protection of users' privacy be made applicable to all the entities in the digital ecosystem.

B. Key Company Developments

. **Airtel** and **Netflix** announced an **expansion** of their **partnership** in India through which subscribers of select Airtel Postpaid and V-Fiber Home Broadband plans will receive a **three month gift of a Netflix subscription**. Post these three months, these subscribers will be able to pay for their Netflix subscription seamlessly, using their Airtel postpaid or home broadband bill. The expanded partnership strengthens Airtel's already vastly differentiated & digital content portfolio while giving Netflix access to a large pool of premium Airtel customers.

- **Airtel** and **ZEE Entertainment Enterprises Ltd.** ("ZEEL") announced a **strategic alliance** aimed at driving the growth of digital/OTT video content ecosystem in India. The alliance will leverage ZEE's popular content / LIVE TV portfolio and the reach of Airtel's digital platforms. As a lead content partner, ZEE will be making its curated digital originals available to Airtel customers over the next 3 years.

- As part of its **23rd anniversary celebrations**, Airtel rolled out exciting gifts for its smartphone customers in **partnership with Amazon Pay**. All prepaid customers on a bundled pack of Rs 100 or higher, and postpaid customers on any infinity plan are eligible for a Rs 51 gift card, which gets loaded as Amazon Pay balance and can be used for bill payments, recharges and / or online shopping.

- Airtel launched #**Airtelthanks** as part of **AirtelNext** – its biggest digital transformation program. #Airtelthanks aims to **delight its valued customers** with exclusive benefits. Airtel mobile and home broadband customers will get access to **privileged benefits** including premium content, offers on devices and red carpet customer care under this launch.

- Airtel launched **'Foreign Pass'** - a range of **affordable international roaming voice packs** for prepaid customers in India. Starting at just Rs. 196, these voice call packs are available for 20 countries that are the most popular travel destinations amongst Indians today. The packs are aimed at offering travelers the convenience of keeping in touch with their friends and family instantly without worrying about running out of balance.

- **Airtel** launched the latest range of **Apple iPhones** - the iPhone Xs and iPhone Xs Max on its **Online Store**. Customer cash backs and reward points have also been rolled out to enable affordability for customers.

- Airtel launched '**Bandwidth on Demand'** for businesses to enable them to efficiently manage their bandwidth requirements in real-time. The **first-of-its-kind digital platform** gives enterprise customers the flexibility to opt for bandwidth on an hourly, daily or monthly basis based on their unique business needs. This offers greater operational efficiency and tighter control over costs.

- **Airtel** and **Telecom Egypt (TE)**, Egypt's first integrated telecom operator, announced a **strategic partnership** for global submarine cable systems, wherein, Airtel will get IRUs (Indefeasible Right of Use) on Middle East North Africa (MENA) submarine cable and TE North Cable Systems. The transactions aim to be concluded after the fulfillment of all conditions precedents. With this, Airtel has further diversified its global network to serve the massive growth in demand for data services, particularly in emerging markets across South Asia, Africa and Middle East.

- Bharti Airtel was **ranked first** within the information technology and telecommunication (ICT) category at the 15th Annual national awards for **excellence in Cost Management.** The event organized by the Institute of Cost Accountants of India, a premier statutory cost and management accounting body, aims to recognize and honor organizations which have succeeded through efficient and innovative approaches in Cost Management.

- Airtel Business has been chosen as the winner in two prestigious categories - **Best Wholesale Carrier (Global) and Best Wholesale Business Transformation** at the **Carriers World Awards 2018**, a benchmark for excellence in the global wholesale market. The winners were determined by votes of the industry, making these a unique 'Users Choice' award for the wholesale and networking industry.

5.2 Africa

A. Key Company Developments

- Subsequent to the balance sheet date, six leading global investors **comprising Warburg Pincus, Temasek, Singtel, SoftBank Group International and others** have agreed to invest **USD 1.25 billion** in Airtel Africa Limited, a subsidiary of the Company and holding entity of Africa operations of the Group, through a primary equity issuance.

- During the Quarter Airtel has completed substantial **Network Modernization** to cater Data Coverage and capacity in Zambia, Gabon, Seychelles and Nigeria. With this Modernization, Airtel now provide U 900 in 11 OPCOs and 4G Services in 10 OPCOs

- **DRC:** In May 2018, the regulator has invited operators to apply for 4G license. Airtel has acquired 4G License along with 10 MHz spectrum in 800 MHz. The 800MHz will be available to Airtel by end of 2018

- **Airtel Niger** has been awarded as **the best promoter of digital services** by the President.

- Airtel Uganda has been recognized by **Digital Impact Awards, Africa** as the Best Technology Brand on Social Media, Best Digital Customer Experience by Technology Brand, Best Saving and Lending Product (Digital driven), Best Professional, Legal and Regulatory brand.

5.3 Share of Associates / Joint Ventures

A) Robi Axiata Limited

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

Robi Axiata Limited is the second largest mobile phone operator 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			
		Jun-18	Mar-18	Dec-17	Sep-17
Operational Performance					
Customer Base	000's	44,729	45,609	42,908	41,211
Data Customer as % of Customer Base	%	59.5%	57.8%	56.6%	57.7%
ARPU	BDT	117	118	123	131
Financial Highlights (proportionate share of Airtel)					
Total revenues	Rs Mn	3,299	3,153	3,605	3,466
EBITDA	Rs Mn	833	679	724	770
EBITDA / Total revenues	%	*25.3%*	*21.5%*	*20.1%*	*22.2%*
Net Income	Rs Mn	(89)	(200)	(261)	(93)

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			
		Sep-18	Jun-18	Mar-18	Dec-17
Operational Performance					
Customer Base	000's	5,389	5,784	6,113	6,306
Data Customer as % of Customer Base	%	61.4%	56.7%	58.2%	57.6%
ARPU	GHS	12.4	12.8	13.2	13.1
Financial Highlights (proportionate share of Airtel)					
Total revenues	Rs Mn	1,519	1,674	1,767	1,839
EBITDA	Rs Mn	108	319	262	291
EBITDA / Total revenues	%	7.1%	19.1%	14.8%	15.8%
Net Income	Rs Mn	(906)	(961)	(241)	(373)

5.4 Results of Operations

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

Key Highlights – For the quarter ended Sep 30, 2018

- **Overall customer base at 448 Mn across 16 countries (up 17.8% Y-o-Y on underlying basis*)**
- **Net addition of 68 Mn customers over the previous year (on underlying basis)**
- **Consolidated mobile data traffic at 2,758 Bn MBs (up 225.1% Y-o-Y on underlying basis)**
- **Total revenues of Rs 204.22 Bn; up 0.5% Y-o-Y (underlying basis)**
- **EBITDA at Rs 63.4 Bn; down 20.7% Y-o-Y (underlying down 14.7% Y-o-Y); EBITDA margin down 5.7% Y-o-Y**
- **EBIT at Rs 10.8 Bn; down 67.3% Y-o-Y**
- **Consolidated net income of Rs 1.2 Bn (Q1'19 at Rs 1.0 Bn) vis-à-vis Rs 3.4 Bn in the corresponding quarter last year**
- **Return on Capital Employed (ROCE) at 4.9% vis-à-vis 5.1% in the corresponding quarter last year**

Results for the quarter ended Sep 30, 2018

5.4.1 Bharti Airtel Consolidated

As on Sep 30, 2018, the company had 448 Mn customers, an increase of 16.8% (17.8% underlying) as compared to 383 Mn in the corresponding quarter last year. Total minutes of usage on the network during the quarter were 759 Bn, representing a growth of 54.9% (55.3% underlying) as compared to 490 Bn in the corresponding quarter last year. Mobile Data traffic grew 223.2% (225.1% underlying) to 2,758 Bn MBs during the quarter as compared to 853 Bn MBs in the corresponding quarter last year.

Consolidated revenues for the quarter stood at Rs 204,225 Mn, down 6.2% (underlying up 0.5%) compared to Rs 217,769 Mn in the corresponding quarter last year, primarily on account of the sustained pricing pressure in India Mobile segment.

India revenues for the quarter stood at Rs 149,198 Mn, down 10.9% (underlying down 3.6%) compared to Rs 167,364 Mn in the corresponding quarter last year, primarily led by drop in mobile revenues.

Consolidated net revenues, after netting off access costs and cost of goods sold, decreased by 6.1% (2.1% underlying) to Rs 178,035 Mn as compared to Rs 189,588 Mn in the corresponding quarter last year.

Sustained focus on enhancing network capacities and expanding content partnerships has resulted in an increase in consolidated opex (excluding access costs, costs of goods sold and license fees) by 8.0% Y-o-Y to Rs 97,599 Mn for the quarter ending Sep 30, 2018.

Consolidated EBITDA of Rs 63,433 Mn during the quarter, decreased by 20.7% (14.7% underlying) compared to Rs 80,037 Mn in the corresponding quarter last year. EBITDA margin for the quarter was at 31.1% as compared to 36.8% in the corresponding quarter last year. India EBITDA margin for the quarter was at 28.5% as compared to 37.8% in the corresponding quarter last year.

Depreciation and amortization expenses were at Rs 52,366 Mn vis-à-vis Rs 46,873 Mn in the corresponding quarter last year, primarily due the impact of sustained capex spends aimed at enhancing our 4G capacities. EBIT for the quarter was at Rs 10,764 Mn as compared to Rs 32,898 Mn for the quarter ended Sep 30, 2017. The resultant EBIT margin was 5.3% as compared to 15.1% in the last year same quarter. Cash profits from operations (before derivative and exchange fluctuations) for the quarter were at Rs 37,548 Mn as compared to Rs 60,417 Mn in the corresponding quarter last year.

Net finance costs for the quarter were at Rs 29,858 Mn, higher by Rs 6,592 as compared to the corresponding quarter last year. Increase has largely been on account of higher interest costs and derivative & exchange losses due to currency devaluation.

The resultant loss before tax and exceptional items for the quarter ended September 30, 2018 was Rs 18,535 Mn as compared to profit of Rs 12,988 Mn in the corresponding quarter last year.

The consolidated income tax expense for the period of six months ended Sep 30, 2018 was (negative) Rs 13,379 Mn as compared to Rs 13,909 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 the period was at 31.8% vs 26.5% for the full year ended March 31, 2018. The tax charge in Africa (excluding divested units) for the period of six month ended Sep 30, 2018 was at $ 65 Mn as compared to $ 90 Mn in the corresponding period of last year, decline is primarily on account of change in profit mix of the countries.

Net loss before exceptional items for the quarter ended Sep 30, 2018 was Rs 9,651 Mn as compared to income of Rs 4,724 Mn in the corresponding quarter last year. After accounting for gain of Rs 10,137 Mn towards exceptional items (net of tax) (details provided below in 5.4.2), the resultant net income for the quarter ended June 30, 2018 came in at Rs 1,188 Mn, compared to Rs 3,430 Mn in the corresponding quarter last year and Rs 973 Mn in the previous quarter.

Building data capacities and investing ahead of the data demand curve remains a key priority area. The capital expenditure for the quarter was Rs 76,845 Mn as compared to Rs 74,838 Mn in the corresponding quarter last year. The consolidated operating free cash burn during the quarter was at Rs 13,412 Mn as compared to a positive cash flow of Rs 5,199 Mn in the corresponding quarter last year.

Consolidated net debt for the company has increased by Rs 103,014 Mn to Rs 1,132,042 Mn as compared to Rs 1,029,028 Mn for the previous quarter. The Net Debt-EBITDA ratio (LTM) as at Sep 30, 2018 at 4.25 times as compared to 3.61 times as on Jun 30, 2018. The Net Debt-Equity ratio was at 1.64 times as at Sep 30, 2018 as compared to 1.48 times as on Jun 30, 2018.

EBITDA decline along with continued investments to build future data capacities have resulted in decline of Return on Capital

* Underlying growth mentioned in **section 5.4.1** is after adjusting for Africa divested operating units and IUC rate cut.

Employed (ROCE) to 4.9% from 5.1% in the corresponding quarter last year.

The Company's Board has declared an interim dividend of Rs 2.5 per share, which is a complete pass through of dividend received from its subsidiary

5.4.2 Exceptional Items

Exceptional gain during the quarter ended Sep 30, 2018 was Rs 10,137 Mn (net of tax) largely on account of creation of deferred tax asset in DTH partially offset by charge towards network re-farming / up-gradation program during the quarter.

5.4.3 B2C Services – India

5.4.3.1 Mobile Services

As on Sep 30, 2018, the company had 332.8 Mn customers as compared to 282.0 Mn in the corresponding quarter last year, an increase of 18.0% Y-o-Y. Continued rise in penetration of bundled offers resulted in minutes traffic growth of 58.5% to 693.1 Bn during the quarter as compared to 437.1 Bn in the corresponding quarter last year.

The current quarter has witnessed total data customer addition of 2.9 Mn on a sequential quarter basis and 4G data customer base was at 65.7 Mn at the end of the quarter. With increased data penetration, the total MBs on the network have increased by 239.4% to 2,660.3 Bn MBs as compared to 783.8 Bn MBs in the corresponding quarter last year. Mobile Data usage per customer witnessed an increase of 125.6% to 9,221 MBs during the quarter as compared to 4,087 MBs in the corresponding quarter last year and has increased by 17.2% compared to previous quarter.

The company has stepped up investments on up-gradation and capacity expansion of network towers. By the end of the quarter, the company had 171,031 network towers as compared to 162,954 network towers in the corresponding quarter last year. Out of the total number of towers, 154,531 are mobile broadband towers. The company has total 347,642 mobile broadband base stations as compared to 226,132 mobile broadband base stations at the end of the corresponding quarter last year and 320,204 at the end of the previous quarter.

Revenue from mobile services decreased by 16.3% to Rs 102,521 Mn as compared to Rs 122,450 Mn in the corresponding quarter last year due to continued ARPU contraction. Overall ARPU for the quarter was Rs 100 as compared to Rs 145 in the corresponding quarter last year. The quarter has witnessed a reduction in rate of ARPU decline, owing to the high value customer retention initiatives implemented.

EBITDA for the quarter was at Rs 21,468 Mn as compared to Rs 42,087 Mn in the corresponding quarter last year. EBITDA margin was at 20.9% during the quarter as compared to 34.4% in the corresponding quarter last year. EBIT during the quarter was (Negative) Rs 15,919 Mn as compared to Rs 11,378 Mn in the corresponding quarter last year. EBIT margin was at (Negative) 15.5% as compared to 9.3% in corresponding quarter last year.

During the quarter, the company has incurred a capex of Rs 58,863 Mn, primarily to enhance its data capacities. This capex investment along with decline in EBITDA has resulted into cash burn of Rs 37,395 Mn for the quarter as compared to cash burn of Rs 18,966 Mn in the corresponding quarter last year.

5.4.3.2 Homes Services

As on Sep 30, 2018, the company had 2.2 Mn customers in its Homes operations. There has been a growth in Net customer additions during the quarter as compared to previous periods, on the back of investments made towards fiber roll outs.

For the quarter ended Sep 30, 2018, revenues from Homes operations were Rs 5,607 Mn as compared to Rs 6,367 Mn in the corresponding quarter last year due to continuing ARPU down-trading. Our continuing structural cost curtailment initiatives has led to a decline in opex and EBITDA for the quarter stood at Rs 2,932 Mn compared to Rs 2,715 Mn in the corresponding quarter last year. EBITDA margin increased to 52.3% during the quarter as against 42.6% in the corresponding quarter last year. EBIT for the quarter ended Sep 30, 2018 was Rs 1,083 Mn as compared to Rs 1,089 Mn in the corresponding quarter last year.

During the quarter ended Sep 30, 2018, the company incurred capital expenditure of Rs 1,888 Mn primarily on account of high speed fiber deployments and capacity enhancement. The resulting cash flow for the quarter was Rs 1,044 Mn as compared to Rs 1,116 Mn cash generation in the corresponding quarter last year.

5.4.3.3 Digital TV Services

As on Sep 30, 2018, the company had its Digital TV operations in 639 districts. DTH had 14.78 Mn customers at the end of the quarter, which represents an increase of 9.3%, as compared to the corresponding quarter last year. Net customer additions for Digital TV during the quarter were 133K. ARPU for the quarter was at Rs 232 as compared to Rs 233 in the corresponding quarter last year.

Revenue from Digital TV services increased by 873 Mn to Rs 10,242 Mn as compared to Rs 9,369 Mn in the corresponding quarter last year. EBITDA for this segment continued to improve and was at Rs 3,960 Mn as compared to Rs 3,517 Mn in the corresponding quarter last year. The reported EBITDA margin improved to 38.7% in the current quarter, as compared to 37.5% in the corresponding quarter last year. EBIT for the quarter was at Rs 1,905 Mn in the current quarter, as compared to Rs 1,230 Mn in the corresponding quarter last year.

During the current quarter, the company incurred a capital expenditure of Rs 1,797 Mn. The resultant operating free cash flow during the quarter was at Rs 2,163 Mn as compared to Rs 326 Mn in the corresponding quarter last year.

5.4.4 B2B Services – India: Airtel Business

Revenues in this segment comprises of: a) Enterprise & Corporates Fixed Line, Data and Voice businesses, and b) Global Business which includes wholesale voice and data.

Airtel Business segment has reported revenues of Rs 33,458 Mn as compared to Rs 28,313 Mn in the corresponding quarter last year, increase of 18.2% (22.8% on underlying). Reduction in low margin revenue streams has led to net revenue growth of 29.5% (31.2% on underlying) as compared to corresponding quarter last year.

EBITDA stood at Rs 10,759 Mn during the quarter as compared to Rs 9,929 Mn in the corresponding quarter last year, growth of 8.4%. The reported EBITDA margin stood at 32.2% in the current quarter, as compared to 35.1% in the corresponding quarter last year. EBIT for the current quarter has increased by 5.9% to Rs 7,741 Mn as compared to Rs 7,310 Mn during the corresponding

quarter last year. EBIT margin was at 23.1% during the quarter as compared to 25.8% in the corresponding quarter last year.

The company incurred a capital expenditure of Rs 2,868 Mn in Airtel Business as compared to Rs 1,532 Mn in the corresponding quarter last year. Operating free cash flow during the quarter was Rs 7,891 Mn as compared to Rs 8,397 Mn in the corresponding quarter last year.

5.4.5 Tower Infrastructure Services

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

Revenues of Infratel for the quarter ended Sep 30, 2018 has increased by 3.6% to Rs 17,206 Mn as compared to Rs 16,613 Mn in the corresponding quarter last year. EBITDA during the quarter was lower by 2.0% at Rs 7,968 Mn compared to Rs 8,130 Mn in the corresponding quarter last year. EBIT for the quarter was higher by 2.9% to Rs 5,196 Mn as compared to Rs 5,051 Mn in the corresponding quarter last year.

As at the end of the quarter, Infratel had 39,946 towers with average sharing factor of 2.06 times compared to 2.39 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 92,123 towers with an average sharing factor of 2.04 times as compared to 2.41 times in the corresponding quarter last year.

Bharti Infratel incurred a capital expenditure of Rs 2,587 Mn during the quarter on a standalone basis. Operating free cash flows during the quarter were Rs 5,381 Mn as compared to Rs 5,334 Mn in the corresponding quarter last year. The share of profits of Indus during the quarter came in at Rs 2,390 Mn as compared to Rs 3,304 Mn in the corresponding quarter last year.

5.4.6 Africa

In Africa, exchange rates have been largely stable except for Zambian Kwacha which has seen currency depreciation versus the US dollar. To enable comparison on an underlying basis, all financials up to PBT and all operating metrics mentioned below are in constant currency rates as of March 1, 2018 and are adjusted for divestment of operating units for all the periods i.e. the comparison till PBT has been given below for 14 countries. PBT as mentioned below excludes any realized/unrealized derivatives and exchange gain or loss for the period.

As on September 30, 2018, the company had an aggregate customer base of 94.1 Mn as compared to 78.7 Mn in the corresponding quarter last year, an increase of 19.5%. Customer churn for the quarter has remained flat at 4.8% as compared to 4.7% in the corresponding quarter last year. Total minutes on network during the quarter registered a growth of 36.3% to 52 Bn as compared to 38.4 Bn in the corresponding quarter last year.

Data customers during the quarter increased by 6.6 Mn to 27.1 Mn as compared to 20.5 Mn in the corresponding quarter last year. Data customers now represent 28.8% of the total customer base, as compared to 26.1% in the corresponding quarter last year. The total MBs on the network grew at a healthy growth rate of 53.3% to 88.8 Bn MBs compared to 57.9 Bn MBs in the corresponding quarter last year. Data usage per customer during the quarter was at 1113 MBs as compared to 994 MBs in the corresponding quarter last year, an increase of 12%.

The total customer base using the Airtel Money platform increased by 39.8% to 12.9 Mn as compared to 9.3 Mn in the corresponding quarter last year. Total value of transactions on the Airtel money platform has witnessed a growth of 30.8% to $ 6,263 Mn in the current quarter as compared to $ 4,789 Mn in the corresponding quarter last year. Airtel Money revenue is at $55 Mn as compared to $50 Mn in last quarter (June 30, 2018) reflecting a growth of 9.5%.

The company had 20,060 network towers at end of the quarter as compared to 18,926 network towers in the corresponding quarter last year. 3G has been rolled out in 14 countries and 4G across 10 countries. Out of the total number of towers, 15,280 are mobile broadband towers. The company has total 26,338 mobile broadband base stations as compared to 15,575 mobile broadband base stations at the end of the corresponding quarter last year.

Africa revenues at $824 Mn grew by 10.8% as compared to $ 743 Mn in the corresponding quarter last year. Increase in data & Airtel Money penetration led to faster net revenue growth of 13.2%.

Our continued investments in data capacities and sustained base growth have led to higher opex at $ 360 Mn as compared to $ 339 Mn in the corresponding quarter last year. EBITDA was at $305 Mn as compared to $246 Mn in the corresponding quarter last year. EBITDA margin improved significantly by 3.9% and was at its highest ever level of 37.1% for the quarter. Depreciation and amortization charges were at $107 Mn as compared to $119 Mn in the corresponding quarter last year. EBIT for the quarter was at $197 Mn as compared to $127 Mn in the corresponding quarter last year.

The resultant profit before tax and exceptional items for the quarter was at $121 Mn as compared to $47 Mn in the corresponding quarter last year.

Capital expenditure during the quarter was $106 Mn for African operations, largely on account of investment in data capacities and network modernization. Operating free cash flow during the quarter was at $200 Mn, as compared to $196 Mn in the corresponding quarter last year.

Effective the current quarter, the company will be disclosing separate financial and operational update for its Africa operations in accordance to IFRS. This document also contains region and product wise update and is aimed at providing more insights with regards to its operations across the continent.

5.5 Bharti's Three Line Graph

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

The parameters considered for the three-line graph are:

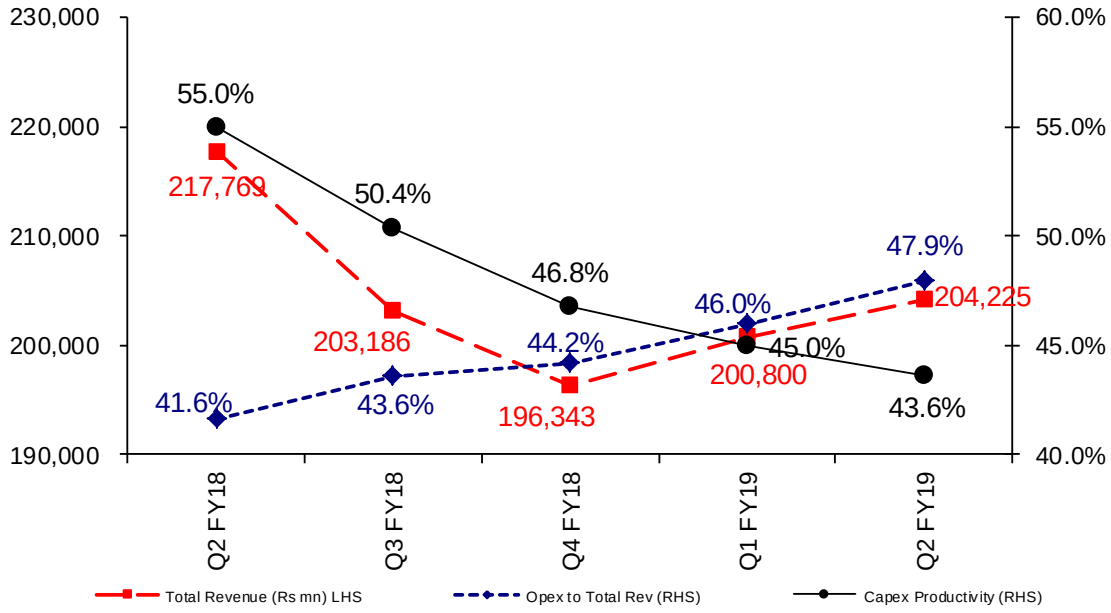
1. Total Revenues i.e. absolute turnover/sales

2. Opex Productivity – this is computed by dividing operating expenses by the total revenues for the respective period. Operating expenses is the sum of (i) employee costs (ii) network operations costs and (iii) selling, general and administrative costs. This ratio depicts the operational efficiencies in the Company

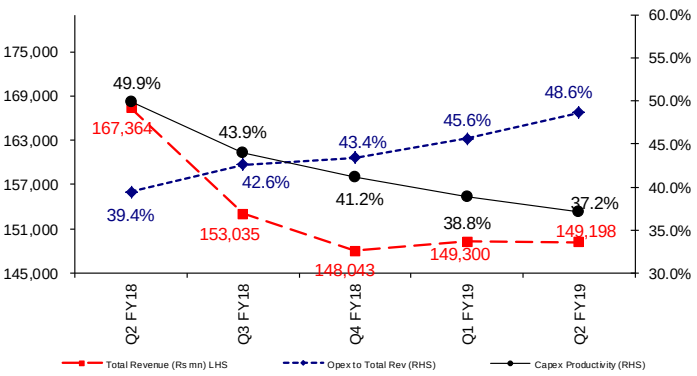
3. Capex Productivity – this is computed by dividing revenue for the quarter (annualized) by gross cumulative capex (gross fixed assets and capital work in progress) till date i.e. the physical investments made in the assets creation of the Company. This ratio depicts the asset productivity of the Company.

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

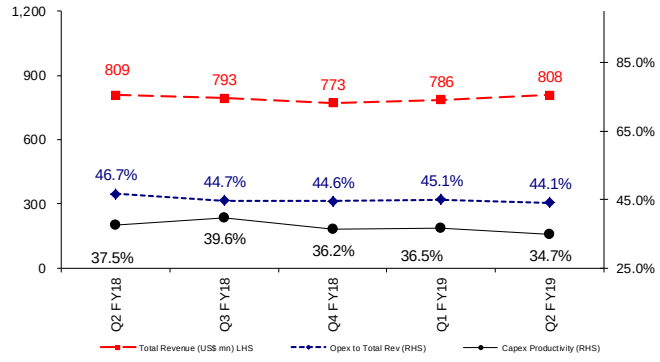
5.5.1 Bharti Airtel – Consolidated



5.5.2 Bharti Airtel – India



5.5.3 Bharti Airtel – Africa



SECTION 6

STOCK MARKET HIGHLIGHTS

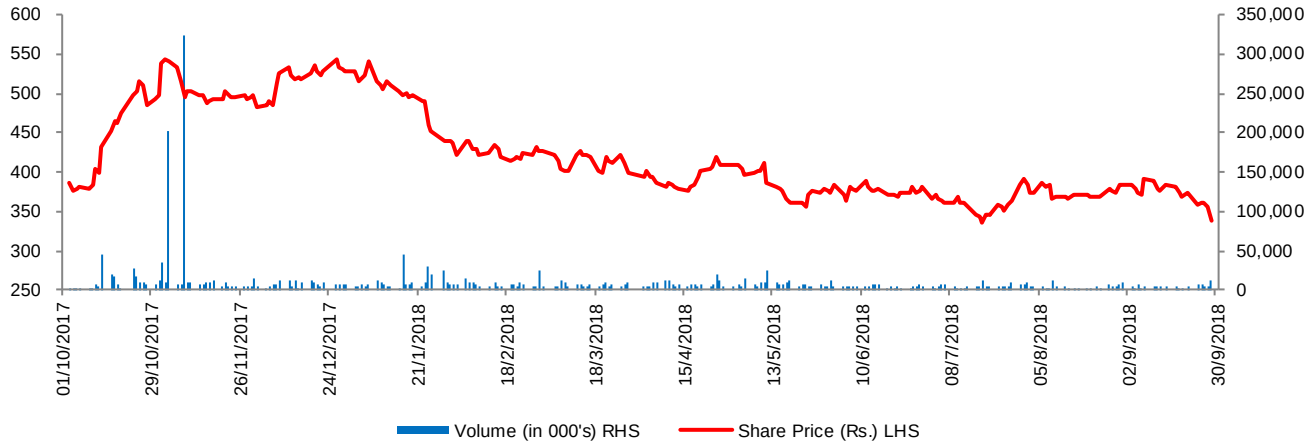
6.1 General Information

Shareholding and Financial Data	Unit	
Code/Exchange		532454/BSE
Bloomberg/Reuters		BHARTI IN/BRTI.BO
No. of Shares Outstanding (30/09/18)	Mn Nos	3,997.40
Closing Market Price - BSE (30/09/18)	Rs /Share	338.25
Combined Volume (NSE & BSE) (01/10/17 - 30/09/18)	Nos in Mn/day	9.31
Combined Value (NSE & BSE) (01/10/17 - 30/09/18)	Rs Mn /day	4,203.22
Market Capitalization	Rs Bn	1,352
Market Capitalization	US$ Bn	18.65
Book Value Per Equity Share	Rs /share	172.33
Market Price/Book Value	Times	1.96
Enterprise Value	Rs Bn	2,536
Enterprise Value	US$ Bn	34.99
Enterprise Value/ EBITDA (LTM)	Times	9.12
P/E Ratio (LTM)	Times	223.78

6.2 Summarized Shareholding pattern as of September 30, 2018

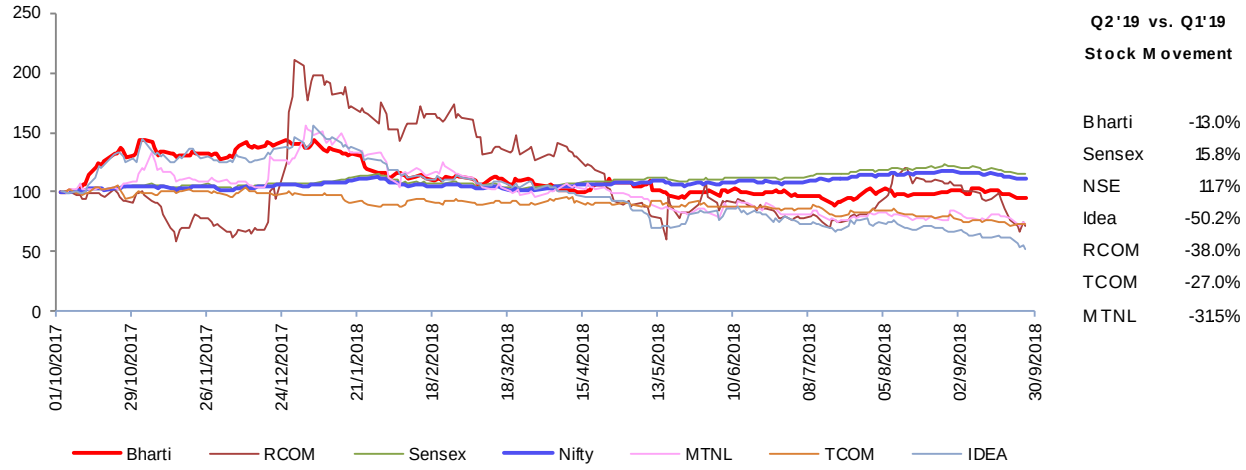
Category	Number of Shares	%
Promoter & Promoter Group		
Indian	2,002,818,452	50.10%
Foreign	680,963,103	17.04%
Sub total	**2,683,781,555**	**67.14%**
Public Shareholding		
Institutions	1,240,881,524	31.04%
Non-institutions	70,940,646	1.77%
Sub total	**1,311,822,170**	**32.82%**
Others	**1,796,382**	**0.04%**
Total	**3,997,400,107**	**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



Q2'19 vs. Q1'19 Stock Movement

Bharti	-13.0%
Sensex	15.8%
NSE	17%
Idea	-50.2%
RCOM	-38.0%
TCOM	-27.0%
MTNL	-315%

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 Statement of Income (net of inter segment eliminations)

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-18	Sep-17	Y-on-Y Growth	Sep-18	Sep-17	Y-on-Y Growth
Income						
Revenue	204,225	217,769	-6%	405,025	437,350	-7%
Other income	694	553	25%	1,691	1,039	63%
Total	**204,919**	**218,322**	**-6%**	**406,716**	**438,389**	**-7%**
Expenses						
Network operating expenses	56,062	50,472	11%	106,739	102,084	5%
Access Charges	23,294	25,603	-9%	44,649	50,619	-12%
License fee / spectrum charges (revenue share)	17,697	19,720	-10%	34,669	40,540	-14%
Employee benefits	9,360	10,089	-7%	19,016	20,236	-6%
Sales and marketing expenses	12,912	12,872	0%	25,864	27,086	-5%
Other expenses	22,465	19,794	13%	44,395	39,981	11%
Total	**141,790**	**138,549**	**2%**	**275,332**	**280,546**	**-2%**
Profit from operating activities before depreciation, amortization and exceptional items	**63,129**	**79,773**	**-21%**	**131,384**	**157,843**	**-17%**
Depreciation and amortisation	52,366	46,873	12%	103,818	95,065	9%
Finance costs	33,034	24,916	33%	58,524	45,572	28%
Finance income	(3,177)	(1,650)	93%	(7,401)	(4,032)	84%
Non-operating income / expenses, (net)	1,074	308	249%	1,114	(49)	-2373%
Share of results of joint ventures and associates	(1,633)	(3,662)	-55%	(3,286)	(6,517)	-50%
Profit before exceptional items and tax	**(18,535)**	**12,988**	**-243%**	**(21,385)**	**27,804**	**-177%**
Exceptional items	1,449	1,786		5,070	2,289	121%
Profit before tax	**(19,984)**	**11,202**	**-278%**	**(26,455)**	**25,515**	**-204%**
Tax expense						
Current tax	3,850	4,794	-20%	11,026	14,188	-22%
Deferred tax	(26,326)	547	-4913%	(44,769)	(711)	6197%
Profit for the period	**2,492**	**5,861**	**-57%**	**7,288**	**12,038**	**-39%**

7.1.2 Consolidated Statement of Comprehensive Income

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-18	Sep-17	Y-on-Y Growth	Sep-18	Sep-17	Y-on-Y Growth
Profit for the period	**2,492**	**5,861**	**-57%**	**7,288**	**12,038**	**-39%**
Other comprehensive income ('OCI'):						
Items to be reclassified subsequently to profit or loss :						
Net gains / (losses) due to foreign currency translation differences	(2,271)	639	-456%	(8,280)	3,117	-366%
Gains / (losses) on net investments hedge	(4,328)	(1,870)	-131%	(5,824)	(2,942)	-98%
Gains / (Losses) on cash flow hedge	(148)	(3)	-4833%	(655)	(37)	-1670%
Gains / (losses) on fair value through OCI investments	(20)	36	-156%	(44)	42	-205%
Tax credit / (charge)	364	79	361%	527	(89)	691%
	(6,403)	**(1,119)**	**-472%**	**(14,276)**	**92**	**-15617%**
Items not to be reclassified to profit or loss :						
Re-measurement gains / (losses) on defined benefit plans	55	37	48%	141	(34)	510%
Share of joint ventures and associates	(16)	(8)	-97%	(71)	11	-750%
Tax credit / (charge)	(0)	(1)	100%	(1)	(3)	82%
	39	28	39%	69	(26)	365%
Other comprehensive income / (loss) for the period	**(6,364)**	**(1,091)**	**-483%**	**(14,207)**	**66**	**-21626%**
Total comprehensive income / (loss) for the period	**(3,872)**	**4,770**	**-181%**	**(6,919)**	**12,104**	**-157%**
Profit for the period Attributable to:	**2,492**	**5,861**	**-57%**	**7,288**	**12,038**	**-39%**
Owners of the Parent	1,188	3,430	-65%	2,161	7,103	-70%
Non-controlling interests	1,304	2,431	-46%	5,127	4,935	4%
Other comprehensive income / (loss) for the period attributable to :	**(6,364)**	**(1,091)**	**-483%**	**(14,207)**	**66**	**-21626%**
Owners of the Parent	(7,356)	(846)	-770%	(14,399)	330	-4463%
Non-controlling interests	992	(245)	505%	192	(264)	173%
Total comprehensive income / (loss) for the period attributable to :	**(3,872)**	**4,770**	**-181%**	**(6,919)**	**12,104**	**-157%**
Owners of the Parent	(6,168)	2,584	-339%	(12,238)	7,433	-265%
Non-controlling interests	2,296	2,186	5%	5,319	4,671	14%
Earnings per share (Face value : Rs. 5/- each) (In Rupees)						
Basic	0.30	0.86	-65%	0.54	1.78	-70%
Diluted	0.30	0.86	-65%	0.54	1.78	-70%

7.1.3 Consolidated Summarized Balance Sheet

Amount in Rs Mn

Particulars	As at Sep 30, 2018	As at Sep 30, 2017	As at Mar 31, 2018
Assets			
Non-current assets			
Property, plant and equipment (inc CWIP)	869,810	711,858	758,168
Intangible assets	1,227,126	1,250,574	1,211,348
Investment in joint ventures and associates	79,251	75,819	86,839
Financial Assets			
- Investments	6,176	37,784	5,769
- Others	18,515	34,052	17,548
Income & Deferred tax assets (net)	101,884	46,906	54,835
Other non-current assets	50,293	39,409	36,319
	2,353,055	**2,196,402**	**2,170,826**
Current assets			
Financial Assets			
- Investments	56,744	18,799	68,978
- Trade receivables	50,480	46,377	58,830
- Cash and bank balances	61,386	34,196	66,706
- Others	29,631	30,371	36,403
Other current assets	139,207	96,931	104,073
	337,448	**226,674**	**334,990**
Total Assets	**2,690,503**	**2,423,076**	**2,505,816**
Equity and liabilities			
Equity			
Equity attributable to owners of the Parent	688,804	695,691	695,344
Non-controlling interests ('NCI')	75,192	75,497	88,139
	763,996	**771,188**	**783,483**
Non-current liabilities			
Financial Liabilities			
- Borrowings	923,230	888,844	849,420
- Others	56,587	17,457	49,956
Deferred tax liabilities (net)	5,292	10,163	10,606
Other non-current liabilities	28,115	29,484	29,952
	1,013,224	**945,948**	**939,934**
Current liabilities			
Financial Liabilities			
- Borrowings	349,456	144,984	263,915
- Trade Payables	306,509	292,319	268,096
- Others	152,210	162,001	140,888
Current tax liabilities (net)	9,564	13,576	11,058
Other current liabilities	95,544	93,061	98,443
	913,283	**705,940**	**782,399**
Total liabilities	**1,926,507**	**1,651,888**	**1,722,333**
Total equity and liabilities	**2,690,503**	**2,423,076**	**2,505,816**

7.1.4 Consolidated Summarized Statement of Cash Flows

Amount in Rs Mn

Particulars	Quarter Ended		Six Months Ended	
	Sep-18	Sep-17	Sep-18	Sep-17
Cash flows from operating activities				
Profit before tax	**(19,984)**	**11,202**	**(26,455)**	**25,515**
Adjustments for -				
Depreciation and amortisation	52,366	46,873	103,818	95,065
Finance costs	33,034	24,916	58,524	45,572
Finance income	(3,177)	(1,650)	(7,401)	(4,032)
Other non-cash items	3,882	163	8,876	1,041
Operating cash flow before changes in working capital	**66,121**	**81,504**	**137,362**	**163,161**
Changes in working capital -				
Trade receivables	182	(2,810)	4,744	(5,674)
Trade payables	2,363	2,851	5,866	34,792
Other assets and liabilities	(21,551)	(25,850)	(46,971)	(11,793)
Net cash generated from operations before tax and dividend	**47,115**	**55,695**	**101,001**	**180,486**
Income tax paid	(5,175)	(6,084)	(12,485)	(7,510)
Net cash generated from operating activities (a)	**41,940**	**49,611**	**88,516**	**172,976**
Cash flows from investing activities				
Purchase of PPE	(92,057)	(56,045)	(158,761)	(99,093)
Purchase of intangible assets	(5,910)	(3,213)	(20,791)	(5,327)
Net movement in current investments	16,277	8,083	13,609	(1,142)
Net (Purchase) / Sale of non-current investments	161	0	161	6,134
Consideration / advance for acquisitions, net of cash acquired	(6,403)	(16,764)	528	(16,764)
Sale of tower assets	2,870	92	2,973	1,932
Investment in joint venture / associate	(60)	0	(60)	0
Dividend received	55	109	11,386	10,205
Interest received	911	1,279	1,843	3,293
Net cash (used in) / generated from investing activities (b)	**(84,156)**	**(66,459)**	**(149,112)**	**(100,762)**
Cash flows from financing activities				
Net roceeds / (repayments) from borrowings	33,763	(23,917)	74,511	(78,219)
Net (repayment of) / proceeds from short-term borrowings	16,347	22,200	20,847	20,326
Proceeds from sale and finance leaseback of towers and	651	(904)	(31)	(921)
Purchase of treasury shares and proceeds from exercise of share	(146)	9	(198)	9
Interest and other finance charges paid	(5,763)	(6,259)	(36,750)	(17,195)
Dividend paid (including tax)	(26,700)	(8,468)	(26,797)	(18,816)
Proceeds from issuance of equity shares to non-controlling interests	597	0	597	0
Sale of interest in a subsidiary	16,238	25,532	16,238	25,532
Purchase of shares from NCI	(5,366)	0	(5,366)	0
Net cash (used in) / generated from financing activities (c)	**29,621**	**8,193**	**43,051**	**(69,284)**
Net increase / (decrease) in cash and cash equivalents during the period (a+b+c)	**(12,595)**	**(8,655)**	**(17,545)**	**2,930**
Effect of exchange rate on cash and cash equivalents	2,104	(9)	3,091	(23)
Cash and cash equivalents as at beginning of the period	24,505	1,691	28,468	(9,880)
Cash and cash equivalents as at end of the period	**14,014**	**(6,973)**	**14,014**	**(6,973)**

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 Sep 30, 2018	As at Sep 30, 2017	As at Mar 31, 2018
Long term debt, net of current portion	454,574	439,273	405,021
Short-term borrowings and current portion of long-term debt	331,341	99,669	234,563
Deferred payment liability	446,242	460,792	433,294
Less:			
Cash and Cash Equivalents	41,672	16,419	47,886
Restricted Cash	0	2,158	0
Investments & Receivables [10]	58,445	66,357	72,707
Net Debt	**1,132,042**	**914,801**	**952,285**

7.2.2 Schedule of Net Debt in US$

Amount in US$ Mn

Particulars	As at Sep 30, 2018	As at Sep 30, 2017	As at Mar 31, 2018
Long term debt, net of current portion	6,271	6,729	6,214
Short-term borrowings and current portion of long-term debt	4,571	1,527	3,599
Deferred payment liability	6,156	7,058	6,648
Less:			
Cash and Cash Equivalents	575	251	735
Restricted cash	0	33	0
Investments & Receivables [10]	806	1,016	1,116
Net Debt	**15,618**	**14,012**	**14,611**

Note 10: Investments & Receivables include interest bearing notes and residual portion of Tower sale proceeds receivables.

7.2.3 Schedule of Finance Cost

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		Six Months Ended	
	Sep-18	Sep-17	Sep-18	Sep-17
Interest on borrowings & Finance charges	24,924	18,765	46,109	38,131
Interest on Finance Lease Obligation	1,393	1,332	2,718	2,673
Derivatives and exchange (gain)/ loss	5,351	4,219	5,739	4,605
Investment (income)/ loss	(1,810)	(1,051)	(3,442)	(3,869)
Finance cost (net)	**29,858**	**23,266**	**51,123**	**41,539**

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 for Ind-AS	Location in this results announcement of reconciliation and further information
Earnings before Interest, Taxation, Depreciation and Amortization (EBITDA)	Profit from operating activities before depreciation, amortization and exceptional items	Page 28
Cash Profit from Operations before Derivative & Exchange (Gain)/Loss	Profit from operating activities before depreciation, amortization and exceptional items	Page 28
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		Six Months Ended	
	Sep-18	Sep-17	Sep-18	Sep-17
Profit / (loss) from operating activities before depreciation, amortization and exceptional items To EBITDA				
Profit / (Loss) from Operating Activities	63,129	79,773	131,384	157,843
Add: CSR Costs	303	265	420	426
EBITDA	**63,433**	**80,037**	**131,803**	**158,267**
Reconciliation of Finance Cost				
Finance Cost	33,034	24,916	58,524	45,572
Less: Finance Income	(3,177)	(1,650)	(7,401)	(4,032)
Finance Cost (net)	**29,858**	**23,266**	**51,123**	**41,539**
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	63,129	79,773	131,384	157,843
Less: Finance cost (net)	29,858	23,266	51,123	41,539
Less: Non Operating Expense	1,074	308	1,114	(49)
Add: Derivatives and exchange (gain)/loss	5,351	4,219	5,739	4,605
Cash Profit from Operations before Derivative & Exchange Fluctuation	**37,548**	**60,417**	**84,884**	**120,956**

SECTION 8

REGION WISE COST SCHEDULES

8.1 India

8.1.1 Schedule of Operating Expenses

Amount in Rs Mn

Particulars	Quarter Ended		Six Months Ended	
	Sep-18	Sep-17	Sep-18	Sep-17
Access charges	19,508	21,302	37,205	41,624
Licence fees, revenue share & spectrum charges	14,286	16,633	28,094	34,139
Network operations costs	43,686	38,588	83,158	77,970
Cost of goods sold	1,058	801	2,125	1,597
Employee costs	5,580	6,140	10,915	12,326
Selling, general and adminstration expense	23,304	21,251	46,565	45,320
Operating Expenses	**107,422**	**104,715**	**208,063**	**212,975**

8.1.2 Schedule of Depreciation & Amortization

Amount in Rs Mn

Particulars	Quarter Ended		Six Months Ended	
	Sep-18	Sep-17	Sep-18	Sep-17
Depreciation	29,936	25,026	58,945	51,348
Amortization	14,823	13,122	29,608	26,182
Depreciation & Amortization	**44,759**	**38,149**	**88,552**	**77,530**

8.1.3 Schedule of Income Tax

Amount in Rs Mn

Particulars	Quarter Ended		Six Months Ended	
	Sep-18	Sep-17	Sep-18	Sep-17
Current tax expense	3,224	3,192	8,549	9,724
Deferred tax expense / (income)	(15,690)	306	(26,777)	(1,604)
Income tax expense	**(12,465)**	**3,498**	**(18,228)**	**8,119**

8.2 South Asia

8.2.1 Schedule of Operating Expenses

Amount in Rs Mn

Particulars	Quarter Ended		Six Months Ended	
	Sep-18	Sep-17	Sep-18	Sep-17
Access charges	113	139	227	252
Licence fees, revenue share & spectrum charges	141	135	278	263
Network operations costs	452	430	889	867
Cost of goods sold	1	0	1	2
Employee costs	111	97	214	199
Selling, general and adminstration expense	274	241	534	494
Operating Expenses	**1,092**	**1,042**	**2,142**	**2,076**

8.2.2 Schedule of Depreciation & Amortization

Amount in Rs Mn

Particulars	Quarter Ended		Six Months Ended	
	Sep-18	Sep-17	Sep-18	Sep-17
Depreciation	278	307	595	598
Amortization	23	13	46	25
Depreciation & Amortization	**301**	**319**	**642**	**623**

8.3 Africa

8.3.1 Schedule of Operating Expenses (In Constant Currency) – Ongoing Operations

Amount in US$ Mn, except ratios

Particulars	Quarter Ended		Six Months Ended	
	Sep-18	Sep-17	Sep-18	Sep-17
Access charges	87	89	172	180
Cost of goods sold	27	27	54	49
Licence fees, revenue share & spectrum charges	48	44	93	92
Network operations costs	178	165	342	331
Employee costs	58	58	124	120
Selling, general and adminstration expense	126	116	251	228
Operating Expenses	**523**	**500**	**1,037**	**1,000**

Refer Note 5 & 6 on page 12

8.3.2 Schedule of Operating Expenses (In Constant Currency)

Amount in US$ Mn, except ratios

Particulars	Quarter Ended		Six Months Ended	
	Sep-18	Sep-17	Sep-18	Sep-17
Access charges	87	95	172	191
Cost of goods sold	27	27	54	49
Licence fees, revenue share & spectrum charges	48	45	93	95
Network operations costs	178	175	342	353
Employee costs	58	61	124	125
Selling, general and adminstration expense	126	122	251	240
Operating Expenses	**523**	**526**	**1,037**	**1,053**

Refer Note 5 & 6 on page 12

8.3.3 Schedule of Depreciation & Amortization (In Constant Currency) – Ongoing Operations

Amount in US$ Mn, except ratios

Particulars	Quarter Ended		Six Months Ended	
	Sep-18	Sep-17	Sep-18	Sep-17
Depreciation	88	95	178	192
Amortization	19	24	38	48
Depreciation & Amortization	**107**	**119**	**217**	**240**

Refer Note 5 & 6 on page 12

8.3.4 Schedule of Depreciation & Amortization (In Constant Currency)

Amount in US$ Mn, except ratios

Particulars	Quarter Ended		Six Months Ended	
	Sep-18	Sep-17	Sep-18	Sep-17
Depreciation	88	100	178	202
Amortization	19	25	38	49
Depreciation & Amortization	**107**	**124**	**217**	**251**

Refer Note 5 & 6 on page 12

8.3.5 Schedule of Income Tax (In USD Reported Currency) – Ongoing Operations

Amount in US$ Mn, except ratios

Particulars	Quarter Ended		Six Months Ended	
	Sep-18	Sep-17	Sep-18	Sep-17
Current tax expense	29	25	57	70
Deferred tax expense / (income)	(11)	7	7	20
Income tax expense	**18**	**32**	**64**	**91**

Refer Note 5 on page 12

8.3.6 Schedule of Income Tax (In USD Reported Currency)

Amount in US$ Mn, except ratios

Particulars	Quarter Ended		Six Months Ended	
	Sep-18	Sep-17	Sep-18	Sep-17
Current tax expense	29	25	57	71
Deferred tax expense / (income)	(11)	7	7	20
Income tax expense	**18**	**32**	**64**	**91**

SECTION 9

TRENDS AND RATIO ANALYSIS

9.1 Based on Statement of Operations

Consolidated

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**204,225**	**200,800**	**196,343**	**203,186**	**217,769**
Access charges	23,294	21,355	20,287	19,539	25,603
Cost of goods sold	2,896	2,865	2,462	2,800	2,579
Net revenues	**178,035**	**176,580**	**173,594**	**180,846**	**189,588**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	97,599	92,234	86,528	88,128	90,384
Licence Fee	17,697	16,972	17,475	17,542	19,720
EBITDA	**63,433**	**68,370**	**70,341**	**75,871**	**80,037**
Cash profit from operations before Derivative and Exchange Fluctuations	37,548	47,335	51,646	54,567	60,417
EBIT	10,764	16,801	21,061	27,008	32,898
Share of results of Joint Ventures/Associates	1,633	1,653	1,836	2,256	3,662
Profit before Tax	(18,535)	(2,850)	4,416	8,381	12,988
Profit after Tax (before exceptional items)	**(7,645)**	**(360)**	**4,588**	**7,200**	**7,316**
Non Controlling Interest	2,004	2,643	3,754	2,859	2,592
Net income (before exceptional items)	**(9,650)**	**(3,004)**	**834**	**4,341**	**4,724**
Exceptional items (net of tax)	(10,137)	(5,156)	398	1,593	1,455
Profit after tax (after exceptional items)	**2,492**	**4,796**	**4,190**	**5,607**	**5,861**
Non Controlling Interest	1,304	3,823	3,361	2,549	2,430
Net income	**1,188**	**973**	**829**	**3,058**	**3,430**
Capex	76,845	82,167	62,824	64,657	74,838
Operating Free Cash Flow (EBITDA - Capex)	(13,412)	(13,797)	7,517	11,214	5,199
Cumulative Investments	3,348,001	3,251,595	3,119,402	3,071,442	3,060,093

	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
As a % of Total revenues					
Access charges	11.4%	10.6%	10.3%	9.6%	11.8%
Cost of goods sold	1.4%	1.4%	1.3%	1.4%	1.2%
Net revenues	87.2%	87.9%	88.4%	89.0%	87.1%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	47.8%	45.9%	44.1%	43.4%	41.5%
Licence Fee	8.7%	8.5%	8.9%	8.6%	9.1%
EBITDA	31.1%	34.0%	35.8%	37.3%	36.8%
Cash profit from operations before Derivative and Exchange Fluctuations	18.4%	23.6%	26.3%	26.9%	27.7%
EBIT	5.3%	8.4%	10.7%	13.3%	15.1%
Share of results of JV / Associates	0.8%	0.8%	0.9%	1.1%	1.7%
Profit before Tax	-9.1%	-1.4%	2.2%	4.1%	6.0%
Profit after Tax (before exceptional items)	-3.7%	-0.2%	2.3%	3.5%	3.4%
Non Controlling Interest	1.0%	1.3%	1.9%	1.4%	1.2%
Net income (before exceptional items)	-4.7%	-1.5%	0.4%	2.1%	2.2%
Profit after tax (after exceptional items)	1.2%	2.4%	2.1%	2.8%	2.7%
Non Controlling Interest	0.6%	1.9%	1.7%	1.3%	1.1%
Net income	0.6%	0.5%	0.4%	1.5%	1.6%

India & South Asia

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**150,223**	**150,278**	**148,984**	**153,946**	**168,265**
Access charges	19,540	17,737	16,792	15,308	21,333
Cost of goods sold	1,059	1,067	826	1,260	802
Net revenues	**129,624**	**131,473**	**131,367**	**137,378**	**146,131**
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	73,173	68,806	64,788	65,516	66,528
Licence Fee	14,427	13,945	14,507	14,833	16,768
EBITDA	**42,512**	**49,144**	**52,490**	**57,707**	**63,271**
EBIT	(2,771)	4,956	9,863	15,942	24,599
Profit before Tax	(27,958)	(13,482)	(863)	4,460	11,850
Profit after Tax (before exceptional items)	**(15,498)**	**(7,725)**	**1,841**	**5,079**	**8,346**
Non Controlling Interest	1,438	2,100	2,039	1,831	2,373
Net income (before exceptional items)	**(16,936)**	**(9,825)**	**(198)**	**3,248**	**5,974**
Capex	69,459	78,871	46,534	59,989	71,708
Operating Free Cash Flow (EBITDA - Capex)	(26,947)	(29,728)	5,956	(2,282)	(8,436)
Cumulative Investments	2,714,118	2,648,951	2,532,197	2,494,225	2,438,693

	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
As a % of Total revenues					
Access charges	13.0%	11.8%	11.3%	9.9%	12.7%
Cost of goods sold	0.7%	0.7%	0.6%	0.8%	0.5%
Net revenues	86.3%	87.5%	88.2%	89.2%	86.8%
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	48.7%	45.8%	43.5%	42.6%	39.5%
Licence Fee	9.6%	9.3%	9.7%	9.6%	10.0%
EBITDA	28.3%	32.7%	35.2%	37.5%	37.6%
EBIT	-1.8%	3.3%	6.6%	10.4%	14.6%
Profit before Tax	-18.6%	-9.0%	-0.6%	2.9%	7.0%
Profit after Tax (before exceptional items)	-10.3%	-5.1%	1.2%	3.3%	5.0%
Non Controlling Interest	1.0%	1.4%	1.4%	1.2%	1.4%
Net income (before exceptional items)	-11.3%	-6.5%	-0.1%	2.1%	3.6%

India

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**149,198**	**149,300**	**148,043**	**153,035**	**167,364**
Access charges	19,508	17,697	16,772	15,290	21,302
Cost of goods sold	1,058	1,067	825	1,260	801
Net revenues	**128,632**	**130,535**	**130,445**	**136,485**	**145,260**
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	72,347	68,015	64,063	64,780	65,775
Licence Fee	14,286	13,808	14,378	14,696	16,633
EBITDA	**42,487**	**49,133**	**52,422**	**57,686**	**63,290**
EBIT	(2,495)	5,287	10,133	16,236	24,937
Profit before Tax	(27,492)	(13,067)	(483)	4,942	12,365
Profit after Tax (before exceptional items)	**(15,027)**	**(7,304)**	**2,226**	**5,567**	**8,867**
Non Controlling Interest	1,438	2,100	2,039	1,831	2,373
Net income (before exceptional items)	**(16,464)**	**(9,404)**	**186**	**3,735**	**6,494**
Capex	69,036	78,664	46,233	59,601	71,440
Operating Free Cash Flow (EBITDA - Capex)	(26,549)	(29,530)	6,189	(1,915)	(8,151)
Cumulative Investments	2,698,914	2,634,026	2,517,948	2,480,374	2,425,520

	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
As a % of Total revenues					
Access charges	13.1%	11.9%	11.3%	10.0%	12.7%
Cost of goods sold	0.7%	0.7%	0.6%	0.8%	0.5%
Net revenues	86.2%	87.4%	88.1%	89.2%	86.8%
Operating Expenses (Excl Access Charges, cost of goods sold, License Fee & CSR Costs)	48.5%	45.6%	43.3%	42.3%	39.3%
Licence Fee	9.6%	9.2%	9.7%	9.6%	9.9%
EBITDA	28.5%	32.9%	35.4%	37.7%	37.8%
EBIT	-1.7%	3.5%	6.8%	10.6%	14.9%
Profit before Tax	-18.4%	-8.8%	-0.3%	3.2%	7.4%
Profit after Tax (before exceptional items)	-10.1%	-4.9%	1.5%	3.6%	5.3%
Non Controlling Interest	1.0%	1.4%	1.4%	1.2%	1.4%
Net income (before exceptional items)	-11.0%	-6.3%	0.1%	2.4%	3.9%

South Asia

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**1,122**	**1,060**	**1,033**	**1,013**	**1,028**
Access charges	113	114	101	106	139
Cost of goods sold	1	0	0	0	0
Net revenues	**1,008**	**946**	**932**	**906**	**889**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	837	799	736	752	768
Licence Fee	141	137	129	136	135
EBITDA	**30**	**10**	**67**	**18**	**(15)**
EBIT	(271)	(331)	(272)	(297)	(334)
Profit before Tax	(460)	(415)	(381)	(485)	(511)
Profit after Tax (before exceptional items)	**(466)**	**(421)**	**(386)**	**(491)**	**(517)**
Non Controlling Interest	0	0	0	0	0
Net income (before exceptional items)	**(466)**	**(421)**	**(386)**	**(491)**	**(517)**
Capex	423	208	301	389	267
Operating Free Cash Flow (EBITDA - Capex)	(393)	(198)	(234)	(370)	(282)
Cumulative Investments	15,203	14,925	14,249	13,851	13,173

	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
As a % of Total revenues					
Access charges	10.1%	10.7%	9.8%	10.5%	13.5%
Cost of goods sold	0.1%	0.0%	0.0%	0.0%	0.0%
Net revenues	89.9%	89.2%	90.2%	89.5%	86.5%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	74.6%	75.4%	71.3%	74.2%	74.7%
Licence Fee	12.6%	12.9%	12.5%	13.5%	13.2%
EBITDA	2.7%	0.9%	6.5%	1.8%	-1.4%
EBIT	-24.1%	-31.2%	-26.3%	-29.3%	-32.5%
Profit before Tax	-41.0%	-39.2%	-36.8%	-47.9%	-49.8%
Profit after Tax (before exceptional items)	-41.6%	-39.7%	-37.3%	-48.5%	-50.3%
Non Controlling Interest	0.0%	0.0%	0.0%	0.0%	0.0%
Net income (before exceptional items)	-41.6%	-39.7%	-37.3%	-48.5%	-50.3%

Africa: In INR – 14 Countries

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**56,472**	**52,841**	**49,712**	**51,295**	**50,097**
Access charges	5,960	5,726	5,491	6,128	6,122
Cost of goods sold	1,837	1,797	1,637	1,541	1,759
Net revenues	**48,676**	**45,317**	**42,583**	**43,625**	**42,216**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	24,873	23,799	22,132	22,936	22,999
Licence Fee	3,270	3,027	2,970	2,709	2,861
EBITDA	**20,934**	**19,221**	**17,861**	**18,159**	**16,608**
EBIT	13,548	11,839	11,208	11,060	8,532
Profit before Tax	4,053	7,552	3,559	4,494	224
Profit after Tax (before exceptional items)	**2,845**	**4,445**	**905**	**2,782**	**(1,862)**
Non Controlling Interest	522	506	1,660	1,021	217
Net income (before exceptional items)	**2,323**	**3,939**	**(755)**	**1,762**	**(2,079)**
Capex	7,386	3,296	16,060	4,872	3,214
Operating Free Cash Flow (EBITDA - Capex)	13,548	15,925	1,801	13,287	13,394
Cumulative Investments	603,147	573,800	559,042	548,562	584,131

	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
As a % of Total revenues					
Access charges	10.6%	10.8%	11.0%	11.9%	12.2%
Cost of goods sold	3.3%	3.4%	3.3%	3.0%	3.5%
Net revenues	86.2%	85.8%	85.7%	85.0%	84.3%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	44.0%	45.0%	44.5%	44.7%	45.9%
Licence Fee	5.8%	5.7%	6.0%	5.3%	5.7%
EBITDA	37.1%	36.4%	35.9%	35.4%	33.2%
EBIT	24.0%	22.4%	22.5%	21.6%	17.0%
Profit before Tax	7.2%	14.3%	7.2%	8.8%	0.4%
Profit after Tax (before exceptional items)	5.0%	8.4%	1.8%	5.4%	-3.7%
Non Controlling Interest	0.9%	1.0%	3.3%	2.0%	0.4%
Net income (before exceptional items)	4.1%	7.5%	-1.5%	3.4%	-4.1%

Africa: In INR

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**56,472**	**52,841**	**49,712**	**51,295**	**52,030**
Access charges	5,960	5,726	5,491	6,128	6,486
Cost of goods sold	1,837	1,797	1,637	1,541	1,777
Net revenues	**48,676**	**45,317**	**42,583**	**43,625**	**43,767**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	24,873	23,799	22,132	22,936	24,316
Licence Fee	3,270	3,027	2,970	2,709	2,952
EBITDA	**20,934**	**19,221**	**17,861**	**18,159**	**16,765**
EBIT	13,548	11,839	11,208	11,060	8,300
Profit before Tax	4,053	7,552	3,559	4,494	(56)
Profit after Tax (before exceptional items)	**2,845**	**4,445**	**905**	**2,782**	**(2,141)**
Non Controlling Interest	522	506	1,660	1,021	217
Net income (before exceptional items)	**2,323**	**3,939**	**(755)**	**1,762**	**(2,358)**
Capex	7,386	3,296	16,060	4,872	3,197
Operating Free Cash Flow (EBITDA - Capex)	13,548	15,925	1,801	13,287	13,569
Cumulative Investments	603,147	573,800	559,042	548,562	599,098

	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
As a % of Total revenues					
Access charges	10.6%	10.8%	11.0%	11.9%	12.5%
Cost of goods sold	3.3%	3.4%	3.3%	3.0%	3.4%
Net revenues	86.2%	85.8%	85.7%	85.0%	84.1%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	44.0%	45.0%	44.5%	44.7%	46.7%
Licence Fee	5.8%	5.7%	6.0%	5.3%	5.7%
EBITDA	37.1%	36.4%	35.9%	35.4%	32.2%
EBIT	24.0%	22.4%	22.5%	21.6%	16.0%
Profit before Tax	7.2%	14.3%	7.2%	8.8%	-0.1%
Profit after Tax (before exceptional items)	5.0%	8.4%	1.8%	5.4%	-4.1%
Non Controlling Interest	0.9%	1.0%	3.3%	2.0%	0.4%
Net income (before exceptional items)	4.1%	7.5%	-1.5%	3.4%	-4.5%

Note 11: Above table reflects the INR reported numbers.

Africa: In USD Constant Currency – Ongoing Operations

Amount in US$ Mn, except ratios

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**824**	**794**	**772**	**767**	**743**
Access charges	87	86	85	90	89
Cost of goods sold	27	27	25	24	27
Net revenues	**710**	**681**	**661**	**654**	**627**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	360	355	342	341	339
Licence Fee	48	45	46	42	44
EBITDA	**305**	**289**	**277**	**272**	**246**
EBIT	197	178	173	166	127
Profit before Tax (before exceptional items)	121	113	69	106	47
Capex	106	49	250	75	50
Operating Free Cash Flow (EBITDA - Capex)	200	240	27	197	196
Cumulative Investments	8,321	8,380	8,578	8,588	8,947

	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
As a % of Total revenues					
Access charges	10.5%	10.8%	11.1%	11.7%	12.0%
Cost of goods sold	3.3%	3.4%	3.3%	3.1%	3.6%
Net revenues	86.2%	85.8%	85.7%	85.2%	84.4%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	43.8%	44.7%	44.3%	44.4%	45.6%
Licence Fee	5.8%	5.7%	6.0%	5.4%	5.9%
EBITDA	37.1%	36.4%	35.9%	35.5%	33.1%
EBIT	24.0%	22.5%	22.5%	21.7%	17.1%
Profit before Tax	14.7%	14.2%	8.9%	13.8%	6.3%

Note 12: Closing currency rates as on March 1, 2018 (AOP FY 18-19 currency) considered for above financials up to PBT. Actual currency rates are taken for Capex & Cumulative Investments.
Note 13: PBT excludes any realized / unrealized derivatives and exchange (gain) / loss for the period.
Refer Note 5 on page 12.

Africa: In USD Constant Currency

Amount in US$ Mn, except ratios

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**824**	**794**	**772**	**767**	**771**
Access charges	87	86	85	90	95
Cost of goods sold	27	27	25	24	27
Net revenues	**710**	**681**	**661**	**654**	**650**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	360	355	342	341	358
Licence Fee	48	45	46	42	45
EBITDA	**305**	**289**	**277**	**272**	**249**
EBIT	197	178	173	166	123
Profit before Tax (before exceptional items)	124	113	69	106	43
Capex	106	49	250	75	50
Operating Free Cash Flow (EBITDA - Capex)	200	240	27	197	199
Cumulative Investments	8,321	8,380	8,578	8,588	9,177

	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
As a % of Total revenues					
Access charges	10.5%	10.8%	11.1%	11.7%	12.3%
Cost of goods sold	3.3%	3.4%	3.3%	3.1%	3.5%
Net revenues	86.2%	85.8%	85.7%	85.2%	84.2%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	43.8%	44.7%	44.3%	44.4%	46.4%
Licence Fee	5.8%	5.7%	6.0%	5.4%	5.9%
EBITDA	37.1%	36.4%	35.9%	35.5%	32.2%
EBIT	24.0%	22.5%	22.5%	21.7%	16.0%
Profit before Tax	15.1%	14.2%	8.9%	13.8%	5.5%

Refer Note 12 on page 44

Africa: In USD Reported Currency – Ongoing Operations

Amount in US$ Mn, except ratios

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**808**	**786**	**773**	**793**	**779**
Access charges	85	85	85	95	95
Cost of goods sold	26	27	25	24	27
Net revenues	**696**	**674**	**662**	**675**	**656**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	356	354	344	354	357
Licence Fee	47	45	46	42	44
EBITDA	**299**	**286**	**277**	**281**	**258**
EBIT	193	176	174	171	133
Profit before Tax	58	111	54	70	4
Profit after Tax (before exceptional items)	**40**	**65**	**13**	**44**	**(29)**
Non Controlling Interest	7	7	26	16	3
Net income (before exceptional items)	**33**	**58**	**(13)**	**28**	**(32)**
Capex	106	49	250	75	50
Operating Free Cash Flow (EBITDA - Capex)	194	237	28	206	208
Cumulative Investments	8,321	8,380	8,578	8,588	8,947

	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
As a % of Total revenues					
Access charges	10.6%	10.8%	11.0%	11.9%	12.2%
Cost of goods sold	3.3%	3.4%	3.3%	3.0%	3.5%
Net revenues	86.2%	85.8%	85.7%	85.0%	84.3%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	44.1%	45.1%	44.6%	44.7%	45.9%
Licence Fee	5.8%	5.7%	6.0%	5.3%	5.7%
EBITDA	37.1%	36.3%	35.9%	35.4%	33.1%
EBIT	23.9%	22.4%	22.5%	21.6%	17.0%
Profit before Tax	7.2%	14.2%	7.0%	8.8%	0.5%
Profit after Tax (before exceptional items)	5.0%	8.3%	1.7%	5.5%	-3.7%
Non Controlling Interest	0.9%	1.0%	3.3%	2.0%	0.4%
Net income (before exceptional items)	4.0%	7.4%	-1.7%	3.5%	-4.1%

Refer Note 5 on page 12

Africa: In USD Reported Currency

Amount in US$ Mn, except ratios

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**808**	**786**	**773**	**793**	**809**
Access charges	85	85	85	95	101
Cost of goods sold	26	27	25	24	28
Net revenues	**696**	**674**	**662**	**675**	**680**
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee)	356	354	344	354	378
Licence Fee	47	45	46	42	46
EBITDA	**299**	**286**	**277**	**281**	**260**
EBIT	193	176	174	171	129
Profit before Tax	58	111	54	70	(1)
Profit after Tax (before exceptional items)	**40**	**65**	**13**	**44**	**(33)**
Non Controlling Interest	7	7	26	16	3
Net income (before exceptional items)	**33**	**58**	**(13)**	**28**	**(37)**
Capex	106	49	250	75	50
Operating Free Cash Flow (EBITDA - Capex)	194	237	28	206	211
Cumulative Investments	8,321	8,380	8,578	8,588	9,177

	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
As a % of Total revenues					
Access charges	10.6%	10.8%	11.0%	11.9%	12.5%
Cost of goods sold	3.3%	3.4%	3.3%	3.0%	3.4%
Net revenues	86.2%	85.8%	85.7%	85.0%	84.1%
Operating Expenses (excluding access charges, cost of goods sold & license fee)	44.1%	45.1%	44.6%	44.7%	46.7%
Licence Fee	5.8%	5.7%	6.0%	5.3%	5.7%
EBITDA	37.1%	36.3%	35.9%	35.4%	32.2%
EBIT	23.9%	22.4%	22.5%	21.6%	16.0%
Profit before Tax	7.2%	14.2%	7.0%	8.8%	-0.1%
Profit after Tax (before exceptional items)	5.0%	8.3%	1.7%	5.5%	-4.1%
Non Controlling Interest	0.9%	1.0%	3.3%	2.0%	0.4%
Net income (before exceptional items)	4.0%	7.4%	-1.7%	3.5%	-4.5%

Note 14: Above table reflects the USD reported numbers.

9.2 Financial Trends of Business Operations

Mobile Services India

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**102,521**	**104,803**	**103,532**	**107,510**	**122,450**
EBITDA	21,468	27,603	29,428	35,091	42,087
EBITDA / Total revenues	*20.9%*	*26.3%*	*28.4%*	*32.6%*	*34.4%*
EBIT	(15,919)	(8,782)	(4,820)	1,668	11,378
Capex	58,863	69,350	33,554	49,357	61,053
Operating Free Cash Flow (EBITDA - Capex)	(37,395)	(41,747)	(4,126)	(14,266)	(18,966)
Cumulative Investments	2,226,885	2,170,373	2,051,570	2,027,872	1,983,494

Homes Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**5,607**	**5,745**	**6,042**	**6,153**	**6,367**
EBITDA	2,932	2,859	3,001	3,072	2,715
EBITDA / Total revenues	*52.3%*	*49.8%*	*49.7%*	*49.9%*	*42.6%*
EBIT	1,083	1,026	1,149	1,129	1,089
Capex	1,888	1,923	1,290	3,209	1,599
Operating Free Cash Flow (EBITDA - Capex)	1,044	936	1,711	(137)	1,116
Cumulative Investments	73,087	74,031	72,097	68,221	66,226

Digital TV Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**10,242**	**9,924**	**9,585**	**9,642**	**9,369**
EBITDA	3,960	4,010	3,701	3,708	3,517
EBITDA / Total revenues	*38.7%*	*40.4%*	*38.6%*	*38.5%*	*37.5%*
EBIT	1,905	2,084	1,538	1,500	1,230
Capex	1,797	1,809	2,064	2,360	3,191
Operating Free Cash Flow (EBITDA - Capex)	2,163	2,202	1,637	1,348	326
Cumulative Investments	83,514	81,686	80,057	77,993	75,435

Airtel Business

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**33,458**	**29,923**	**28,282**	**29,099**	**28,313**
EBITDA	10,759	10,425	11,468	11,682	9,929
EBITDA / Total revenues	*32.2%*	*34.8%*	*40.5%*	*40.1%*	*35.1%*
EBIT	7,741	7,435	8,401	8,828	7,310
Capex	2,868	1,396	4,221	823	1,532
Operating Free Cash Flow (EBITDA - Capex)	7,891	9,030	7,247	10,860	8,397
Cumulative Investments	119,146	114,751	99,282	97,923	96,721

Tower Infrastructure Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**17,206**	**16,949**	**16,739**	**16,950**	**16,613**
EBITDA	7,968	7,815	8,144	8,318	8,130
EBITDA / Total revenues	*46.3%*	*46.1%*	*48.7%*	*49.1%*	*48.9%*
EBIT	5,196	5,038	5,149	5,249	5,051
Share of results of Joint ventures / Associates	2,390	2,966	3,287	3,226	3,304
Capex	2,587	2,934	2,670	2,380	2,796
Operating Free Cash Flow (EBITDA - Capex)	5,381	4,881	5,474	5,938	5,334
Cumulative Investments	195,888	193,101	201,998	197,747	193,794

Others (India)

Amount in Rs Mn

Particulars	Quarter Ended				
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Total revenues	**530**	**373**	**1,004**	**1,014**	**972**
EBITDA	(1,454)	(1,232)	(668)	(1,777)	(894)
EBIT	(1,480)	(1,255)	(686)	(1,779)	(938)
Capex	1,034	1,253	2,433	1,472	1,269
Operating Free Cash Flow (EBITDA - Capex)	(2,488)	(2,485)	(3,101)	(3,249)	(2,163)
Cumulative Investments	395	84	12,944	10,618	9,850

9.3 Based on Statement of Financial Position

Consolidated

Amount in Rs Mn, except ratios

Particulars	As at				
	Sep 30, 2018	Jun 30, 2018	Mar 31, 2018	Dec 31, 2017	Sep 30, 2017
Equity attributable to equity holders of parent	688,804	693,876	695,322	714,187	695,690
Net Debt	1,132,042	1,029,028	952,285	917,139	914,801
Net Debt (US$ Mn)	15,618	15,029	14,611	14,358	14,012
Capital Employed = Equity attributable to equity holders of parent + Net Debt	1,820,846	1,722,904	1,647,607	1,631,326	1,610,491

	Sep 30, 2018	Jun 30, 2018	Mar 31, 2018	Dec 31, 2017	Sep 30, 2017
Return on Equity attributable to equity holders of parent (LTM)	0.9%	1.2%	1.6%	2.0%	2.4%
Return on Capital Employed (LTM)	4.9%	4.8%	4.7%	4.9%	5.1%
Net Debt to EBITDA (LTM)	4.25	3.61	3.23	3.01	2.91
Net Debt to EBITDA (Annualised)	4.83	3.90	3.50	3.12	2.95
Assets Turnover ratio (LTM)	46.7%	48.0%	49.4%	50.8%	52.8%
Interest Coverage ratio (times)	2.75	3.17	4.04	4.30	4.65
Net debt to Equity attributable to equity holders of parent (Times)	1.64	1.48	1.37	1.28	1.31
Per share data (for the period)					
Net profit/(loss) per common share (in Rs)	0.30	0.24	0.21	0.76	0.86
Net profit/(loss) per diluted share (in Rs)	0.30	0.24	0.21	0.76	0.86
Book Value Per Equity Share (in Rs)	172.3	173.6	174.0	178.7	174.1
Market Capitalization (Rs Bn)	1,352	1,523	1,595	2,116	1,554
Enterprise Value (Rs Bn)	2,536	2,602	2,596	3,082	2,522

Refer Note 3 on page 4

9.4 Operational Performance – India

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Mar 31, 2018	Dec 31, 2017	Sep 30, 2017
Total Customers Base	**000's**	**351,539**	**363,165**	**322,292**	**307,964**	**299,471**
Mobile Services						
Customer Base	000's	332,764	344,564	304,192	290,113	282,047
Net Additions	000's	(11,800)	40,372	14,079	8,066	1,400
Pre-Paid (as a % of total Customer Base)	%	94.4%	94.6%	93.9%	93.7%	93.7%
Monthly Churn	%	4.1%	2.0%	2.8%	3.3%	3.9%
Average Revenue Per User (ARPU)	Rs	100	105	116	123	145
Average Revenue Per User (ARPU)	US$	1.4	1.6	1.8	1.9	2.2
Revenue per towers per month	Rs	198,400	206,215	206,785	215,670	250,234
Revenues						
Mobile Services [9]	Rs Mn	100,704	103,036	102,221	105,709	122,115
Voice						
Minutes on the network	Mn	693,061	684,191	592,657	494,546	437,142
Voice Usage per customer	min	686	700	670	575	518
Data						
Data Customer Base	000's	97,666	94,783	86,077	70,836	65,769
Of which 4G data customers	*000's*	65,731	58,281	47,862	36,367	28,306
As % of Customer Base	*%*	29.4%	27.5%	28.3%	24.4%	23.3%
Total MBs on the network	Mn MBs	2,660,297	2,150,645	1,539,746	1,105,839	783,809
Data Usage per customer	MBs	9,221	7,864	6,585	5,349	4,087
Homes Services						
Homes Customers	000's	2,213	2,189	2,172	2,164	2,159
Of which no. of Broadband (DSL) customers	*000's*	2,120	2,061	2,042	2,024	2,001
As % of Customer Base	*%*	95.8%	94.2%	94.0%	93.5%	92.7%
Net Additions	000's	24	16	8	5	23
Average Revenue Per User (ARPU)	Rs	847	879	929	948	989
Average Revenue Per User (ARPU)	US$	12.1	13.1	14.5	14.7	15.4
Non Voice Revenue as % of Homes Revenues	%	92.6%	92.1%	90.9%	90.2%	90.4%
Digital TV Services						
Digital TV Customers	000's	14,779	14,646	14,168	13,937	13,521
Net additions	000's	133	479	230	416	207
Average Revenue Per User (ARPU)	Rs	232	229	228	233	233
Average Revenue Per User (ARPU)	US$	3.3	3.4	3.5	3.6	3.6
Monthly Churn	%	1.3%	0.7%	1.1%	1.2%	1.4%
Airtel Business						
Airtel Business customer	000's	1,783	1,766	1,760	1,749	1,743

Refer Note 9 on page 16

9.5 Traffic Trends – India

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Mar 31, 2018	Dec 31, 2017	Sep 30, 2017
Mobile Services	Mn Min	693,061	684,191	592,657	494,546	437,142
Homes Services	Mn Min	3,451	2,841	2,831	3,071	3,500
Airtel Business	Mn Min	2,865	3,065	2,714	2,869	3,151
National Long Distance Services	Mn Min	93,191	89,398	78,732	65,925	56,709
International Long Distance Services	Mn Min	5,213	5,109	5,085	5,476	5,103
Total Minutes on Network (Gross)	**Mn Min**	**797,780**	**784,605**	**682,019**	**571,887**	**505,606**
Eliminations	Mn Min	(93,298)	(89,091)	(78,412)	(65,871)	(56,881)
Total Minutes on Network (Net)	**Mn Min**	**704,482**	**695,514**	**603,608**	**506,016**	**448,725**

9.6 Network and Coverage Trends - India

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Mar 31, 2018	Dec 31, 2017	Sep 30, 2017
Mobile Services						
Census Towns	Nos	7,904	7,902	7,899	7,897	7,896
Non-Census Towns & Villages	Nos	786,129	786,112	786,043	786,032	786,032
Population Coverage	%	95.3%	95.3%	95.3%	95.3%	95.3%
Optic Fibre Network	R Kms	263,507	245,847	237,893	233,720	232,150
Network towers	Nos	171,031	167,355	165,748	163,808	162,954
Of which Mobile Broadband towers	*Nos*	154,531	146,428	144,708	130,334	123,181
Total Mobile Broadband Base stations	Nos	347,642	320,204	298,014	259,002	226,132
Homes Services - Cities covered	Nos	89	89	89	89	88
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	Sep 30, 2018	Jun 30, 2018	Mar 31, 2018	Dec 31, 2017	Sep 30, 2017
Total Towers	Nos	39,946	39,719	39,523	39,363	39,264
Total Co-locations	Nos	78,275	86,053	88,665	92,211	94,538
Key Indicators						
Sharing Revenue per sharing operator per month*	Rs	38,687	37,281	35,890	36,495	36,394
Average Sharing Factor	Times	2.06	2.20	2.29	2.38	2.39

Additional Information

9.7.2 Indus Towers

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Mar 31, 2018	Dec 31, 2017	Sep 30, 2017
Total Towers	Nos	124,230	123,904	123,639	122,962	123,073
Total Co-locations	Nos	229,136	273,154	278,408	288,727	298,929
Average Sharing Factor	Times	2.02	2.23	2.30	2.39	2.43

9.7.3 Bharti Infratel Consolidated

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Mar 31, 2018	Dec 31, 2017	Sep 30, 2017
Total Towers	Nos	92,123	91,759	91,451	91,007	90,955
Total Co-locations	Nos	174,512	200,778	205,596	213,476	220,088
Average Sharing Factor	Times	2.04	2.22	2.30	2.38	2.41

9.8 Human Resource Analysis - India

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Mar 31, 2018	Dec 31, 2017	Sep 30, 2017
Total Employees	Nos	17,044	18,032	17,263	17,482	17,657
Number of Customers per employee	Nos	20,625	20,140	18,670	17,616	16,960
Personnel Cost per employee per month	Rs	109,131	98,618	116,094	112,201	115,911
Gross Revenue per employee per month	Rs	2,917,897	2,759,902	2,856,890	2,916,176	3,157,990

9.9 Africa – 14 Countries

9.9.1 Operational Performance (In Constant Currency)

Parameters	Unit	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17
Customer Base	000's	94,096	91,193	89,262	84,130	78,742
Net Additions	000's	2,903	1,930	5,133	5,388	1,881
Monthly Churn	%	4.8%	4.9%	4.1%	4.1%	4.7%
Average Revenue Per User (ARPU)	US$	3.0	2.9	3.0	3.2	3.2
Voice						
Voice Revenue	$ Mn	517	500	497	507	496
Minutes on the network	Mn	52,357	49,666	44,688	41,928	38,406
Voice Average Revenue Per User (ARPU)	US$	1.9	1.8	1.9	2.1	2.1
Voice Usage per customer	min	189	183	172	172	164
Data						
Data Revenue	$ Mn	180	170	158	149	138
Data Customer Base	000's	27,113	26,376	24,941	23,324	20,529
As % of Customer Base	%	28.8%	28.9%	27.9%	27.7%	26.1%
Total MBs on the network	Mn MBs	88,808	77,811	69,705	65,544	57,933
Data Average Revenue Per User (ARPU)	US$	2.3	2.2	2.2	2.3	2.4
Data Usage per customer	MBs	1,113	1,006	963	997	994
Airtel Money						
Transaction Value	US$ Mn	6,263	6,090	5,645	5,358	4,789
Transaction Value per Subs	US$	163	168	170	182	180
Airtel Money Revenue	$ Mn	55	50	46	40	35
Active Customers	000's	12,943	11,816	11,465	10,449	9,259
Airtel Money ARPU	US$	1.4	1.4	1.4	1.4	1.3
Network & coverage						
Network towers	Nos	20,060	19,895	19,731	19,054	18,926
Owned towers	Nos	4,449	4,377	4,397	4,181	4,186
Leased towers	Nos	15,611	15,518	15,334	14,873	14,740
Of which Mobile Broadband towers	Nos	15,280	14,653	13,725	12,933	12,709
Total Mobile Broadband Base stations	Nos	26,338	23,754	20,093	16,863	15,575
Revenue Per site Per Month	US$	13,717	13,326	13,237	13,423	12,902

Refer Note 6 & 7 on page 12

9.9.2 Human Resources Analysis

Parameters	Unit	Sep 30, 2018	Jun 30, 2018	Mar 31, 2018	Dec 31, 2017	Sep 30, 2017
Total Employees	Nos	3,338	3,480	3,530	3,420	3,464
Number of Customers per employee	Nos	28,189	26,205	25,287	24,599	22,731
Personnel Cost per employee per month	US$	5,747	6,383	5,914	5,628	5,619
Gross Revenue per employee per month	US$	82,245	76,018	72,905	74,756	71,523

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
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.

- **Finance leases - Lessee accounting**

Leases where the lessor transfers substantially all the risks and rewards of ownership of the leased asset are classified as finance lease. Assets acquired under finance leases are capitalised at the lease inception at lower of the fair value of the leased asset and the present value of the minimum lease payments. Lease payments are apportioned between finance charges (recognised in the statement of profit and loss) and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability for each period.

Sale and leaseback transaction involves the sale and the leasing back of the same asset. In case it results in a finance lease, any profit or loss is not recognised, instead the asset leased back is retained at its carrying value. However, in case it results in an operating lease, any profit or loss is recognised immediately provided the transaction occurs at fair value.

- **Indefeasible right to use (IRU)**

The Group enters into 'Indefeasible right to use' arrangement wherein the assets are given on lease over the substantial part of the asset life. However, the title to the assets and significant risk associated with the operation and maintenance of these assets remains with the Group. Hence, such arrangements are recognised as operating lease.

The contracted price is recognised as revenue during the tenure of the agreement. Unearned IRU revenue received in advance is presented as deferred revenue within liabilities in the balance sheet.

Exchange of network capacity is recognised at fair value unless the transaction lacks commercial substance or the fair value of neither the capacity received nor the capacity given is reliably measurable.

- **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**

Effective April 1, 2018, the Company has adopted Ind AS 115 "Revenue from Contracts with Customers" basis the cumulative effect method applied retrospectively to the contracts that are not completed as of April 1, 2018 (being date of initial application). Accordingly, the comparative information has not been restated. The effect on adoption of the said standard was insignificant on these financial statements.

Revenue is recognised upon transfer of control of promised products or services to customer at the consideration which the Company 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 Company assesses whether it is primarily responsible for fulfilling the performance obligation.

(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 towards interconnection/roaming charges for usage of the Company'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.

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 income 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 arrangement respectively.

(ii) Multiple element arrangements

The Company 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 separate 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 equipment is transferred to the customer. However, in case of equipment sale forming part of multiple-element revenue arrangements which is not separate performance obligation, revenue is recognised over the customer relationship period.

Interest income

The interest income is recognised using the Effective interest rate ('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.
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	Customer who made at least one revenue generating call or a data session of more than zero Kbs on 2G / 3G / 4G network in the last 30 days.
Customers Per Employee	Number of customers on networks of a business unit as at end of the relevant period divided by number of employees in the respective business unit as at end of the relevant period.
Data 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).
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 and current portion of long-term debt minus cash and cash equivalents. The debt origination cost and Bond fair value hedge are not included in the borrowings
Net Debt to EBITDA (LTM)	It is computed by dividing net debt as at the end of the relevant period by EBITDA (EBITDA adjusted downwards to the extent of finance lease charges on towers in Africa) for preceding (last) 12 months from the end of the relevant period.
Net Debt to EBITDA (Annualized)	It is computed by dividing net debt as at the end of the relevant period by EBITDA (EBITDA adjusted downwards to the extent of finance lease charges on towers in Africa) 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 Ind-AS measure and is defined as total revenues adjusted for access charges and cost of goods sold 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, 2016, 2017 and 2018. ROCE is computed by dividing the sum of net profit and finance cost (net) excluding finance charges and interest on FLO 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 and interest on FLO for the preceding (last) 12 months from the end of the relevant period by average capital employed. Average capital employed is calculated by considering average of quarterly average for the preceding (last) four quarters from the end of the relevant period.
Return On Equity attributable to equity holders of parent	For the full year ended March 31, 2016, 2017 and 2018, it is computed by dividing net profit for the period by the average (of opening and closing) Equity attributable to equity holders of parent. For the quarterly computations, it is computed by dividing net profit for the preceding (last) 12 months from the end of the relevant period by the average Stockholder's equity for the preceding (last) 12 months. Average Stockholder's equity is calculated by considering average of quarterly average for the preceding (last) four quarters from the end of the relevant period.
Revenue per Site per month	Revenue per Site per month is computed by: dividing the total mobile revenues, excluding sale of goods (if any) during the relevant period by the average sites; and dividing the result by the number of months in the relevant period.
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.
CDMA	Code Division Multiple Access
DSL	Digital Subscriber Line
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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