

## Bharti Airtel Limited

### **Full Year Consolidated Revenues at ₹ 80,311 crore , up by 12.4%; Data Traffic and 3G Data customers in India, up by over 135% Y-o-Y**

***Bharti Airtel announces consolidated IFRS results for the fourth quarter and year ended  
March 31, 2013***

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#### **Highlights for the fourth quarter ended March 31, 2013**

- Overall customer base stands at 271.2 million, across 20 countries, up 8% Y-o-Y.
- Total minutes on network at 293.7 billion, up by 11% Y-o-Y.
- Consolidated total revenues at ₹ 20,448 crore, up by 9.2% Y-o-Y.
- Data Traffic and 3G Data customers in India, up by over 135% Y-o-Y.
- Africa revenues at ₹ 6,065 crore, up by 12.6% Y-o-Y.

#### **Highlights for the full year ended March 31, 2013**

- Consolidated total revenues at ₹ 80,311 crore, up by 12.4% Y-o-Y.
- Africa revenues at ₹ 24,044 crore, up by 21.3% Y-o-Y.
- Africa EBITDA at ₹ 6,315 crore, up by 19.6% Y-o-Y.
- Consolidated EBITDA of ₹ 24,870 crore, up by 4.9% Y-o-Y.

**New Delhi, India, May 2, 2013:** Bharti Airtel Limited (“Bharti Airtel” or “the Company”) today announced its audited consolidated IFRS results for the fourth quarter and the year ended March 31, 2013.

Revenues in Q4 on a consolidated basis at ₹ 20,448 crore grew by 9.2% over the corresponding period last year, led by strong growth of 71% in mobile internet in India, 24% in Digital TV, 17% in ‘airtel business’ (B2B) and 12.6% in Africa. With Mobile India churn having improved to 3.2% from 5.9% on sequential basis, the segment witnessed positive net additions after two quarters. ARPU has grown to ₹ 193, a sequential improvement of ₹ 8 in this quarter, fuelled by increased customer usage at 455 minutes, and rate stability.

Consolidated EBITDA margin at 31.7% improved on a sequential basis from 30.6% driven by expansion of EBITDA margin in India. The Consolidated Net Income at ₹ 509 crore (Q4 FY12: ₹ 1,006 crore) was mainly impacted by higher depreciation & amortisation cost (₹ 515 crore), net interest costs (₹ 132 crore), dividend distribution tax (₹ 37 crore) and higher deferred tax charge due to hike in surcharge (₹ 96 crore). Consolidated Operating Free Cash Flows for the quarter were at ₹ 2,964 crore.

Full year consolidated revenues at ₹ 80,311 crore grew by 12.4% over the corresponding previous year, with highlights being mobile data growth of 66% in India, 26% in Digital TV, 19% in ‘airtel business’ and 21.3% in Africa. Consolidated EBITDA margin for the full year at 31% dropped from 33.2% in the previous year mainly due to pricing pressures and rising input costs. Depreciation and amortisation costs for the year were higher by ₹ 2,128 crore resulting from continued expansion of networks, and net interest costs were higher by ₹ 841 crore, resulting in full year consolidated Net Income of ₹ 2,276 crore (FY 12: ₹ 4,259 crore). Consolidated Operating Free Cash Flow for the year were at ₹ 11,334 crore. The Net Debt-Equity ratio at 1.27 (FY12: 1.29) and Net Debt-EBITDA ratio (USD terms) at 2.57 (FY12: 2.56).

In a statement, **Mr. Sunil Bharti Mittal, Chairman, Bharti Airtel Limited**, said: “I am pleased to see that market corrections have started with improvements in the quality of customer acquisitions, and that pricing stability is returning to the sector in India. With Africa over its peak of organic investments we are optimistic about the potential for improved market shares and margin expansions, Finally, on the data front, we are now witnessing consistent quarter on quarter growth across all geographies.”

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

(Amount in ₹ crore, except ratios)

Particulars	Quarter Ended		Y-o-Y Grow th	Year Ended		Y-o-Y Grow th
	Mar 2013	Mar 2012		Mar 2013	Mar 2012	
Total revenues	20,448	18,729	9.2%	80,311	71,451	12.4%
EBITDA	6,487	6,233	4.1%	24,870	23,712	4.9%
Profit before tax	1,295	1,706	-24.1%	4,982	6,518	-23.6%
Net Income	509	1,006	-49.4%	2,276	4,259	-46.6%
Operating free cash flow	2,964	3,853	-23.1%	11,334	10,132	11.9%

**Customer Base**

(Figures in nos, except ratios)

Parameters	Unit	Mar 2013	Dec 2012	Q-o-Q Grow th	Mar 2012	Y-o-Y Grow th
<b>Mobile Services</b>	<b>000's</b>	<b>259,844</b>	<b>251,103</b>	<b>3.5%</b>	<b>241,148</b>	<b>7.8%</b>
India & South Asia	000's	196,126	189,416	3.5%	188,008	4.3%
Africa	000's	63,718	61,687	3.3%	53,140	19.9%
Telemedia Services	000's	3,283	3,278	0.1%	3,270	0.4%
Digital TV Services	000's	8,100	7,894	2.6%	7,228	12.1%
<b>Total</b>	<b>000's</b>	<b>271,227</b>	<b>262,275</b>	<b>3.4%</b>	<b>251,646</b>	<b>7.8%</b>

**About Bharti Airtel Limited**

Bharti Airtel Limited is a leading global telecommunications company with operations in 20 countries across Asia and Africa. Headquartered in New Delhi, India, the company ranks amongst the top 4 mobile service providers globally in terms of subscribers. In India, the company's product offerings include 2G, 3G and 4G wireless services, mobile commerce, fixed line services, high speed DSL broadband, IPTV, DTH, enterprise services including national & international long distance services to carriers. In the rest of the geographies, it offers 2G, 3G wireless services and mobile commerce. Bharti Airtel had over 271 million customers across its operations at the end of March 2013. To know more please visit, [www.airtel.com](http://www.airtel.com)

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