

## Bharti Airtel Limited

### Strong upward trend in revenue across geographies

***Bharti Airtel announces consolidated IFRS results for the first quarter ended June 30, 2011***

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#### **Highlights for the first quarter ended June 30, 2011**

- Overall customer base stands at 230.8 million, across 19 countries
- Total minutes on network at 252 billion, up by 5% (11.7 billion) over Q4 FY11
- Total revenues at \$3,796 million, up by 38.6% Y-o-Y
- Consolidated EBITDA of \$1,276 million, up by 28.3% Y-o-Y
- India & South Asia revenues at \$2,824 million, up by 11.9% Y-o-Y
- Africa revenues at \$979 million, up by 6% over Q4 FY11

**New Delhi, India, Aug 3, 2011:** Bharti Airtel Limited (“Bharti Airtel” or “the Company”) today announced its audited consolidated IFRS results for the first quarter ended June 30, 2011.

The consolidated total revenues for the first quarter ended June 30, 2011 of \$3,796 million grew by 38.6% over last year. Africa continued its upward trend with revenues of \$979 million (Q4 FY11: \$924 million), a growth of 6% over last quarter. India & South Asia sustained double digit revenue growth (Y-o-Y 11.9%), while sequential revenue growth was 4%. Consolidated EBITDA margin was maintained at 33.6%.

The income before taxes for Q1 FY12 came in at \$384 million (Q1 FY11: \$445 million). On a Y-o-Y basis the income before taxes dropped mainly on account of: higher interest outgo (\$77 million) caused by the Africa acquisition and 3G investments in India, and 3G license fee amortization (\$36 million). The effective tax rate for Q1 increased to 29.9%, mainly due to reduction in tax holiday benefits in India. Consequently, net income for the quarter came in at \$272 million (Q1 FY11: \$361 million).

The Consolidated Operating Free Cash Flow for the first three months was at \$304 million. Continued robust cash generation has resulted in improvement of the Net Debt – Equity ratio to 1.20 (1.38 as on June 30, 2010) and Net Debt - EBITDA ratio to 2.77 (2.86 as on June 30, 2010).

In a statement, **Mr. Sunil Bharti Mittal, Chairman & Managing Director, Bharti Airtel Limited**, said “Bharti Airtel has started this fiscal year on a stable note. Revenue growth has been steady across all geographies, with Africa recording a healthy sequential growth of approximately 6%, and annual growth of 21%. In India, the Company’s efforts in the area of cost efficiencies have helped arrest the margin decline. The new customer facing organization in India will see more agile and responsive teams in action. This will also give a fillip to growth in value added services, broadband, digital TV and airtel money. Overall, 2011-12 promises to be an exciting year of transformation”.

Bharti Airtel Limited – Media Release Aug 3, 2011

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

(Amount in \$ million, except ratios)

Particulars	Quarter Ended		Y-o-Y Growth*
	June 2011	June 2010	
Total revenues	3,796	2,627	38.6%
EBITDA	1,276	954	28%
Cash profit from operations	1,085	864	20%
Income before income taxes	385	445	-17%
Net income	272	361	-28%

\* The growth rate is calculated on Re figures

### Customer Base

(Figures in nos, except ratios)

Parameters	Unit	June 30, 2011	Mar 31, 2011	Q-o-Q Growth	June 30, 2010	Y-o-Y Growth
<b>Mobile Services</b>	<b>000's</b>	<b>221,247</b>	<b>211,919</b>	<b>4%</b>	<b>176,975</b>	<b>25%</b>
India & South Asia	000's	174,941	167,713	4%	140,613	24%
Africa	000's	46,306	44,206	5%	36,362	27%
Telemedia Services	000's	3,322	3,296	1%	3,153	5%
Digital TV Services	000's	6,262	5,663	11%	3,244	93%
<b>Total</b>	<b>000's</b>	<b>230,831</b>	<b>220,877</b>	<b>5%</b>	<b>183,372</b>	<b>26%</b>

### About Bharti Airtel Limited

Bharti Airtel Limited is a leading global telecommunications company with operations in 19 countries across Asia and Africa. The company offers mobile voice & data services, fixed line, high speed broadband, IPTV, DTH, turnkey telecom solutions for enterprises and national & international long distance services to carriers. Bharti Airtel has been ranked among the six best performing technology companies in the world by Business Week. Bharti Airtel had over 230 million customers across its operations at the end of June 2011. To know more please visit, [www.airtel.com](http://www.airtel.com)

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