BHARTI AIRTEL LIMITED
Registered Office: Bharti Crescent, 1, Nelson Mandela Road, Vasant Kunj, Phase II, New Delhi – 110 070, India

Financial results for the third quarter and nine months ended December 31, 2012

1. Consolidated summarised financial results of Bharti Airtel Limited and its subsidiaries prepared as per International Financial Reporting Standards (IFRS)

**Part I**

<table>
<thead>
<tr>
<th>S. No</th>
<th>Particulars</th>
<th>Quarter Ended December 31</th>
<th>Quarter Ended September 30</th>
<th>Quarter Ended December 31</th>
<th>Nine Months Ended December 31</th>
<th>Nine Months Ended December 31</th>
<th>Year ended March 31</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Total Sales / Income</td>
<td>202,358</td>
<td>202,836</td>
<td>185,676</td>
<td>508,018</td>
<td>503,628</td>
<td>527,214</td>
</tr>
<tr>
<td></td>
<td>(a) Net Sales / Income from Operations</td>
<td>202,358</td>
<td>202,732</td>
<td>184,767</td>
<td>506,628</td>
<td>505,628</td>
<td>527,214</td>
</tr>
<tr>
<td></td>
<td>(b) Other Operating Income</td>
<td>12</td>
<td>98</td>
<td>311</td>
<td>338</td>
<td>456</td>
<td>550</td>
</tr>
<tr>
<td>2</td>
<td>Total Expenditure</td>
<td>179,703</td>
<td>177,882</td>
<td>161,339</td>
<td>530,288</td>
<td>451,824</td>
<td>519,576</td>
</tr>
<tr>
<td></td>
<td>(a) Employee Cost</td>
<td>10,211</td>
<td>9,846</td>
<td>8,603</td>
<td>29,250</td>
<td>26,442</td>
<td>35,159</td>
</tr>
<tr>
<td></td>
<td>(b) Depreciation &amp; Amortisation</td>
<td>30,005</td>
<td>30,550</td>
<td>30,845</td>
<td>95,136</td>
<td>90,938</td>
<td>131,681</td>
</tr>
<tr>
<td></td>
<td>(c) License Fees &amp; Spectrum Charges</td>
<td>16,764</td>
<td>16,469</td>
<td>15,435</td>
<td>49,553</td>
<td>44,881</td>
<td>61,099</td>
</tr>
<tr>
<td></td>
<td>(d) Access &amp; Interconnection Charges</td>
<td>29,157</td>
<td>29,526</td>
<td>26,234</td>
<td>85,728</td>
<td>71,703</td>
<td>97,361</td>
</tr>
<tr>
<td></td>
<td>(e) Network Operating Expenses</td>
<td>40,461</td>
<td>40,287</td>
<td>40,619</td>
<td>140,183</td>
<td>116,010</td>
<td>157,598</td>
</tr>
<tr>
<td></td>
<td>(f) Sales &amp; Marketing</td>
<td>20,521</td>
<td>21,536</td>
<td>19,263</td>
<td>64,446</td>
<td>52,945</td>
<td>71,369</td>
</tr>
<tr>
<td></td>
<td>(g) Administration &amp; Others</td>
<td>15,470</td>
<td>15,621</td>
<td>15,222</td>
<td>45,660</td>
<td>40,519</td>
<td>54,540</td>
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<tr>
<td></td>
<td>(h) Other Expenditure</td>
<td>94</td>
<td>27</td>
<td>166</td>
<td>324</td>
<td>37</td>
<td>409</td>
</tr>
</tbody>
</table>

**Part II**

**Part III**

A. Particulars of Shareholding

<table>
<thead>
<tr>
<th>S. No</th>
<th>Particulars</th>
<th>Quarter Ended December 31</th>
<th>Quarter Ended September 30</th>
<th>Quarter Ended December 31</th>
<th>Nine Months Ended December 31</th>
<th>Nine Months Ended December 31</th>
<th>Year ended March 31</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Public Shareholding</td>
<td>1,196,402,920</td>
<td>1,196,402,920</td>
<td>1,196,402,920</td>
<td>1,196,402,920</td>
<td>1,196,402,920</td>
<td>1,196,402,920</td>
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</table>

*Status of Investor complaints as on December 31, 2012 is as follows:*

- Complaints pending as of October 1, 2012: 1
- Complaints received during the quarter: 3
- Complaints resolved during the quarter: 1
2. Segment Reporting – Prepared as per International Financial Reporting Standards (IFRS) (as Consolidated Entity)

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<tbody>
<tr>
<td></td>
<td>Audited</td>
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<td>Audited</td>
<td>Audited</td>
<td>Audited</td>
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</tbody>
</table>

1. Segment Revenue
   - Net sales/income from each segment:
     a. Mobile Services India and South Asia: 109,364
     b. Mobile Services Africa: 61,604
     c. Telematic Services: 9,918
     d. Airtel Business: 14,215
     e. Digital TV Services: 4,209
     f. Tower Infrastructure Services: 25,390
     g. Others: 921
     h. Unallocated: 1

   Total: 220,224

   Less: Inter Segment Eliminations: 23,690

   Net sales/income: 202,634

2. Segment Results
   Profit/(Loss) before tax and interest from each segment:
   a. Mobile Services India and South Asia: 20,430
   b. Mobile Services Africa: 1,803
   c. Telematic Services: 1,277
   d. Airtel Business: 2,413
   e. Digital TV Services: 2,428
   f. Tower Infrastructure Services: 2,448
   g. Others: 3,919
   h. Unallocated: 3,635

   Total: 22,834

   Net Finance Charges (including exchange fluctuation): 24,934

   Total profit before tax: 202,634

3. Capital Employed
   (Segment assets - Segment liabilities):
   a. Mobile Services India and South Asia: 590,716
   b. Mobile Services Africa: 535,552
   c. Telematic Services: 37,777
   d. Airtel Business: 62,467
   e. Digital TV Services: 2,715
   f. Tower Infrastructure Services: 15,980
   g. Others: 100
   h. Unallocated (net of eliminations): 414

   Total: 550,252

Notes to accounts

1. The above financial results for the third quarter and nine months ended December 31, 2012 have been reviewed by the Audit Committee in its meeting held on February 1, 2013 and approved by the Board of Directors in its meeting held on February 1, 2013.

2. In terms of clause 41 of the listing agreement, the Company has voluntarily adopted International Financial Reporting Standards (IFRS) notified by the International Accounting Standards Board, in the preparation of consolidated financial statements w.e.f. April 1, 2010 and has decided to publish only the consolidated financial results in the newspapers. However, the standalone financial results of the Company for the third quarter and nine months ended December 31, 2012 are being submitted to the stock exchanges and will also be available on the Company’s website (www.airtel.in).

*Comprises borrowings (including borrowings for acquisition of Africa operations and other borrowings of Africa operations of Rs 532,385 Mn (USD 9.72 bn), Rs 509,407 Mn (USD 9.67 bn), 553,989 Mn (USD 10.40 bn) and Rs 508,113 Mn (USD 9.93 bn)), for 3G and BWA licences of Rs 52,225 Mn, Rs 54,750 Mn, Rs 61,606 Mn and Rs 61,117 Mn, as at December 31, 2012, September 30, 2012, December 31, 2011 and March 31, 2012, respectively, provision for taxes, deferred tax asset/liabilities and fair value of derivative financial instruments.

@ Previously known as Enterprise Services.
$ Previously known as DTH.
^ Previously known as Passive Infrastructure Services.
3. Segment wise revenue, results and capital employed have been provided separately under segment reporting. The consolidated financial statements have been furnished to provide information about overall business of the Company, its subsidiaries, joint ventures and associates.

4. During the quarter ended December 31, 2012, Bharti Infratel Limited (BIL), a subsidiary of the Company, made an Initial Public Offering (IPO) through book building process of 188,900,000 equity shares of Rs 10 each. The IPO comprised of fresh issue of 146,234,112 equity shares of Rs 10 each by BIL and an offer for sale of 42,665,888 equity shares of Rs 10 each by the existing shareholders. BIL has raised Rs 32,303 Mn from fresh issue of shares. Post the issue, the holding of the Company in BIL has reduced from 86.09% to 79.42%, with the resultant change in the share of net assets recognized directly in consolidated statement of changes in equity.

5. On January 8, 2013, the Department of Telecommunications (‘DoT’) issued a demand on the Company and one of its subsidiaries for Rs. 52,013 Mn towards levy of one time spectrum charge. The demand includes a retrospective charge of Rs. 9,090 Mn for holding GSM Spectrum beyond 6.2 Mhz for the period from July 1, 2008 to December 31, 2012 and also a prospective charge of Rs. 42,923 Mn for GSM spectrum held beyond 4.4 Mhz for the period from January 1, 2013, till the expiry of the initial terms of the respective licenses. In the opinion of the Company, inter-alia, the above demand amounts to alteration of financial terms of the licenses issued in the past. Based on a petition filed by the Company, the Hon’ble High Court of Bombay, through its order dated January 28, 2013, has directed the DoT to respond and not to take any coercive action until the next date of hearing, scheduled for March 1, 2013. The Company, based on independent legal opinions, has not given effect for the one time spectrum charges in these financial results.

6. During the quarter ended December 31, 2012,
   i) The Company made additional equity investment of USD 229 Mn in Bharti Airtel International (Mauritius) Limited, its wholly owned subsidiary.
   ii) The Company increased its equity investment in the following wholly owned subsidiaries by way of conversion of loan into equity
   - By USD 177 Mn in Bharti Airtel International (Mauritius) Limited
   - By USD 1203.30 Mn in Bharti Airtel International (Netherlands) B.V
   - By USD 237.48 Mn in Bharti International (Singapore) Pte Limited

7. During the quarter ended December 31, 2012, Bharti Airtel Employee Welfare Trust (a trust set up for administration of ESOP Schemes of the Company) has transferred 233,910 shares to the employees upon exercise of stock options, under ESOP Scheme 2005. As of December 31, 2012, the trust holds 2,617,156 equity shares.

8. Audited financial results of the Company as per IGAAP (standalone information in terms of clause 41 (IV) (b) of the Listing agreement) are as follows:

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</thead>
<tbody>
<tr>
<td>1</td>
<td>Net Sales / Income from operations</td>
<td>112,990</td>
<td>115,230</td>
<td>198,011</td>
<td>318,026</td>
<td>308,486</td>
<td>416,034</td>
</tr>
<tr>
<td>2</td>
<td>Profit before tax and exceptional items</td>
<td>9,328</td>
<td>23,533</td>
<td>16,925</td>
<td>49,119</td>
<td>41,557</td>
<td>57,300</td>
</tr>
<tr>
<td>3</td>
<td>Profit after tax and before exceptional items</td>
<td>7,593</td>
<td>17,916</td>
<td>14,160</td>
<td>40,119</td>
<td>41,557</td>
<td>57,300</td>
</tr>
</tbody>
</table>
9. Previous year’s / periods’ figures have been regrouped/ rearranged, wherever required.