
BHARTI AIRTEL LTD.**Q3'19 HIGHLIGHTS**

REVENUES AT RS 20,519 CRORE, UP 1.9% Y-O-Y ON AN UNDERLYING BASIS

NET INCOME AT RS 86 CRORE

CONSOLIDATED MOBILE DATA GREW 183% AND VOICE TRAFFIC 40% Y-o-Y

CONSOLIDATED Q3'19 EBITDA MARGIN AT 30.7%

- CONSOLIDATED EBITDA AT RS 6,307 CRORE IN Q3'19 VS RS 7,587 CRORE IN Q3'18
 - CONSOLIDATED EBITDA MARGIN AT 30.7% IN Q3'19 VS 37.3% IN Q3'18
 - CONSOLIDATED EBIT AT RS 813 CRORE IN Q3'19 VS RS 2,701 CRORE IN Q3'18
- NET INCOME FOR THE QUARTER AT RS 86 CRORE IN Q3'19 VS RS 306 CRORE IN Q3'18
 - CONSOLIDATED CAPEX AT RS 6,568 CRORE IN Q3'19 VS RS 6,466 CRORE IN Q3'18
 - RETURN ON CAPITAL EMPLOYED (ROCE) AT 4.7% IN Q3'19 VS 4.9% IN Q3'18
- NET DEBT INCREASED TO RS 106,367 CRORE IN Q3'19 VS RS 91,714 CRORE IN Q3'18

INDIA

MOBILE DATA TRAFFIC HAS GROWN ALMOST THRICE TO 3,217 BILLION MB IN Q3'19 FROM 1,106 BILLION MB IN Q3'18

MOBILE VOICE TRAFFIC HAS GROWN BY 42% FROM 495 BILLION MINUTES IN Q3'18 TO 703 BILLION MINUTES IN Q3'19

DTH CUSTOMER BASE CROSSES 15 MILLION MARK WITH REVENUE GROWTH OF 7.1% Y-o-Y

AIRTEL BUSINESS CONTINUES TO WITNESS DOUBLE DIGIT REVENUE GROWTH OF 10.9% Y-o-Y ON AN UNDERLYING BASIS

- INDIA REVENUES AT RS 14,768 CRORE IN Q3'19 VS RS 15,118 CRORE IN Q3'18 ON AN UNDERLYING BASIS
- MOBILE 4G DATA CUSTOMER UP BY 112% FROM 36.4 MN IN Q3'18 TO 77.1 MN IN Q3'19
 - 4G NET ADDITIONS OF 41 MN IN Q3'19 VS Q3'18

- MOBILE MINUTES AT 703 BILLION IN Q3'19 WITH Y-O-Y GROWTH OF 42%
 - GROSS ARPU AT RS 104 IN Q3'19 VS RS 100 IN Q2'19
- EBITDA AT RS 4,115 CRORE IN Q3'19 VS RS 5,769 CRORE IN Q3'18
 - INDIA EBITDA MARGIN AT 27.9% IN Q3'19 VS 37.7% IN Q3'18

AFRICA (IN CONSTANT CURRENCY)

AFRICA Q3'19 REVENUES AT US\$ 853 MILLION, UP 11.2% Y-O-Y; NET REVENUE UP 12.0% Y-O-Y

EBITDA MARGIN AT 37.2%; UP 1.7% Y-O-Y IN Q3'19

- MOBILE DATA TRAFFIC UP BY 61% Y-O-Y TO 105 BILLION MB IN Q3'19
- MOBILE MINUTES AT 52.4 BILLION IN Q3'19 WITH GROWTH OF 25.1% Y-O-Y
 - GROSS ARPU AT US\$ 3.0 IN Q3'19 VS US\$ 3.2 IN Q3'18
 - AFRICA EBITDA AT US\$ 317 MN IN Q3'19 VS US\$ 272 MN IN Q3'18
 - EBITDA MARGIN AT 37.2% IN Q3'19 VS 35.5% IN Q3'18
- AIRTEL MONEY TRANSACTION VALUE UP BY 29.1% FROM US\$ 5.4 BN IN Q3'18 TO US\$ 6.9 BN IN Q3'19