

Quarterly report on the results for the third quarter and nine month ended December 31, 2011

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's 'har friend zaroori hai' campaign goes viral amongst the youth brigade

airtel introduces 'Club Ten' for the youth of Nigeria

airtel flags off 4th Airtel Delhi Half Marathon 2011

airtel introduces India's first free mobile access to twitter

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February 08, 2012

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 bases underlying the forward-looking statement. We have chosen these assumptions or bases 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 bases almost always vary from actual results, and the differences between the results implied by the forward-looking statements and assumed facts or bases 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): - Wherever Africa financials are reported in the quarterly report, the same are published in their functional currency i.e. US\$. Refer Section “A.2.4 Key Accounting Policies as per IFRS”.

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 International Financial Reporting Standards (IFRS), but are not in themselves IFRS measures. They should not be viewed in isolation as alternatives to the equivalent IFRS measures and should be read in conjunction with the equivalent IFRS measures.

Further disclosures are also provided under “Use of Non - GAAP financial information” on page 32

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 Hexacom Limited (“Bharti Hexacom”), Bharti Airtel Services Limited, Bharti Infratel Limited (Bharti Infratel), Bharti Infratel Ventures Limited (subsidiary of Bharti Infratel Limited), Bharti Telemedia Limited (Bharti Telemedia), Bharti Airtel (USA) Limited, Bharti Airtel (UK) Limited, Bharti Airtel (Canada) Limited, Bharti Airtel (Hong Kong) Limited, Bharti Airtel Lanka (Private) Limited, Network i2i Limited, Bharti Airtel Holdings (Singapore) Pte Limited, Bharti Infratel Lanka (Private) Limited (subsidiary of Bharti Airtel Lanka (Private) Limited), Bharti Airtel International (Netherlands) B.V., Bharti International (Singapore) Pte Ltd, Airtel Bangladesh Limited, Airtel M Commerce Services Limited, Bharti Airtel (Japan) Kabushiki Kaisha, Bharti Airtel (France) SAS, Bharti Airtel International (Mauritius) Limited, Indian Ocean Telecom Limited, Airtel (Seychelles) Limited, Aero Ventures Limited, Bharti Airtel Africa B.V., Bharti Airtel Acquisition Holdings B.V., Bharti Airtel Burkina Faso Holdings B.V., Bharti Airtel Cameroon Holdings B.V., Bharti Airtel Chad Holdings B.V., Bharti Airtel Congo Holdings B.V., Bharti Airtel Gabon Holdings B.V., Bharti Airtel Ghana 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 B.V., Bharti Airtel Nigeria Holdings II B.V., Bharti Airtel RDC Holdings B.V., Bharti Airtel Services B.V., Bharti Airtel Sierra Leone Holdings B.V., Bharti Airtel Tanzania B.V., Bharti Airtel Uganda Holdings B.V., Bharti Airtel Zambia Holdings B.V., Airtel Burkina Faso S.A., Airtel Congo S.A., Celtel Congo RDC S.a.r.l., Celtel Gabon S.A., Airtel (Ghana) Limited, Airtel Network Kenya Limited, Airtel Madagascar S.A., Airtel Malawi Limited, Celtel Niger S.A., Airtel Networks Limited, Airtel Tanzania Limited, Airtel Uganda Limited, Celtel Zambia plc, Bharti Airtel DTH Holdings B.V., Celtel Cameroon SA, Partnership Investments Sprl, MSI-Celtel Nigeria Limited, Celtel (Mauritius) Holdings Limited, Channel Sea Management Co Mauritius Limited, Montana International, Zap Trust Company Nigeria Limited, Airtel Mobile Commerce Tchad SARL, ZMP Ltd. (Zambia), Airtel Mobile Commerce Malawai Limited, Airtel Mobile Commerce Ghana Limited, Airtel Mobile Commerce Kenya Limited, Zap Niger S.A. (Niger), Airtel Mobile Commerce (SL) Limited, Africa Towers N.V., Airtel DTH Services Ghana Limited, Airtel DTH Services Malawi Limited, Airtel DTH Services Uganda Limited, Airtel Towers (Ghana) Limited, Malawi Towers Limited, Mobile Commerce Gabon S.A, Société Malgache de Telephonie Cellulaire SA, Uganda Towers Limited, Airtel Mobile Commerce Tanzania Limited, Airtel (SL) Limited, Airtel DTH Services (K) Limited, Airtel DTH Services (Sierra Leone) Limited, Airtel DTH Services Burkina Faso S.A., Airtel DTH Services Congo (RDC)S.p.r.l, Airtel DTH Services Congo S.A., Airtel DTH Services Gabon S.A., Airtel DTH Services Madagascar S.A., Airtel DTH Services Niger S.A., Airtel DTH Services Nigeria Limited, Airtel DTH Services T.Chad S.A., Airtel DTH Services Tanzania Limited, Bharti DTH Services Zambia Limited, Airtel Money (RDC) S.p.r.l, Burkia Faso Towers S.A., Congo RDC Towers S.p.r.l., Congo Towers S.A., Gabon Towers S.A., Kenya Towers Limited, Madagascar Towers S.A., Mobile Commerce Congo S.A., Niger Towers S.A., Tanzania Towers Limited, Tchad Towers S.A., Towers Support Nigeria Limited, Bharti Airtel Developers Form Ltd., Bangladesh Infratel Limited, Africa Towers Services Limited, Airtel Mobile Commerce B.V., Airtel Mobile Commerce Burkina Faso S.A., Airtel Mobile Commerce Holdings B.V., Airtel Mobile Commerce Madagascar S.A., Airtel Mobile Commerce Uganda Limited, Airtel Rwanda Limited, Airtel Towers S.L. Company, Bharti Airtel Cameroon B.V. (Formerly Bharti Airtel Rwanda Holdings B.V.), Celtel Tchad S.A., Rwanda Towers Limited, Zambian Towers Limited, Zebrano (Mauritius) Limited.

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	UNITS	Full Year Ended			Quarter Ended				
		USGAAP	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS
		2009	2010	2011	Dec 2010	Mar 2011	Jun 2011	Sep 2011	Dec 2011
<u>Operating Highlights</u>									
Total Customer Base	000's	97,594	137,013	220,877	207,799	220,877	230,831	236,986	243,336
Total Minutes on Network	Mn Min	506,070	643,109	890,093	227,262	240,245	251,962	250,446	252,972
Sites of Network	Nbs	93,368	107,443	131,304	127,878	131,304	133,506	135,813	137,826
Total Employees ³	Nbs	24,839	18,791	23,371	24,501	23,371	22,858	21,548	20,675
No. of countries of operation	Nbs	2	3	19	19	19	19	19	19
Population Covered	Bn	1.18	1.36	1.83	1.82	1.83	1.83	1.84	1.84
<u>Consolidated Financials (Rs Mn)</u>									
Total Revenue	Rs Mn	369,615	418,948	595,383	157,721	162,930	169,749	172,698	184,767
EBITDA	Rs Mn	151,678	168,149	200,718	50,072	54,830	57,058	58,151	59,584
EBIT	Rs Mn	104,097	105,317	98,652	22,965	25,128	25,744	26,312	23,739
Cash profit from operations before Derivative & Exchange Fluctuations	Rs Mn	151,990	162,817	180,581	44,110	48,505	50,324	49,356	51,576
Cash profit from operations after Derivative & Exchange Fluctuations	Rs Mn	140,065	167,971	178,905	42,603	48,004	48,508	46,966	51,707
Profit / (Loss) before Tax	Rs Mn	93,073	105,091	76,782	15,495	18,302	17,195	15,126	15,806
Net income	Rs Mn	84,699	89,768	60,467	13,033	14,007	12,152	10,270	10,113
Capex	Rs Mn	140,171	96,431	140,100	43,210	45,483	43,483	47,287	21,233
Operating Free Cash Flow (EBITDA - Capex)	Rs Mn	11,507	71,718	60,617	6,863	9,347	13,575	10,864	38,352
Net Debt	Rs Mn	69,635	23,920	599,512	598,477	599,512	600,186	644,298	677,628
Shareholder's Equity	Rs Mn	303,945	421,940	487,668	467,838	487,668	498,458	484,486	491,733
<u>Consolidated Financials (US\$ Mn)</u>									
Total Revenue ¹	US\$ Mn	8,036	8,797	13,063	3,502	3,598	3,794	3,782	3,649
EBITDA ¹	US\$ Mn	3,298	3,531	4,403	1,112	1,211	1,275	1,273	1,177
EBIT ¹	US\$ Mn	2,263	2,211	2,163	510	555	575	576	469
Cash profit from operations before Derivative & Exchange Fluctuations ¹	US\$ Mn	3,304	3,419	3,961	980	1,071	1,125	1,081	1,019
Cash profit from operations after Derivative & Exchange Fluctuations ¹	US\$ Mn	3,045	3,527	3,923	946	1,060	1,084	1,028	1,021
Profit / (Loss) before Tax ¹	US\$ Mn	2,023	2,207	1,682	344	404	384	331	312
Net income ¹	US\$ Mn	1,841	1,885	1,325	289	309	272	225	200
Capex ¹	US\$ Mn	3,047	2,025	3,072	960	1,004	972	1,035	419
Operating Free Cash Flow (EBITDA - Capex)	US\$ Mn	250	1,506	1,330	152	206	303	238	757
Net Debt ²	US\$ Mn	1,367	530	13,427	13,356	13,427	13,421	13,169	12,722
Shareholder's Equity ²	US\$ Mn	5,966	9,347	10,922	10,440	10,922	11,146	9,903	9,232
<u>Key Ratios</u>									
EBITDA Margin	%	41.0%	40.1%	33.7%	31.7%	33.7%	33.6%	33.7%	32.2%
EBIT Margin	%	28.2%	25.1%	16.6%	14.6%	15.4%	15.2%	15.2%	12.8%
Net Profit Margin	%	22.9%	21.4%	10.2%	8.3%	8.6%	7.2%	5.9%	5.5%
Net Debt to Funded Equity Ratio	Times	0.23	0.06	1.23	1.28	1.23	1.20	1.33	1.38
Net Debt to EBITDA (LTM) - US\$ ⁵	Times	0.41	0.15	2.95	3.04	2.95	2.85	2.70	2.58
Net Debt to EBITDA (Annualised) - US\$ ⁵	Times	0.41	0.15	2.95	3.01	2.95	2.63	2.59	2.56
Return on Shareholder's Equity	%	32.5%	24.5%	13.3%	15.4%	13.3%	11.8%	10.3%	9.5%
Return on Capital employed	%	30.4%	20.7%	10.8%	11.2%	9.2%	8.2%	7.9%	7.3%

1. Average exchange rates used for Rupee conversion to US\$ is (a) Rs.46.00 for the financial year ended March 31, 2009 (b) Rs. 47.63 for the financial year ended March 31, 2010, (c) Rs. 45.60 for the financial year ended March 31, 2011 (d) Rs. 45.03 for the quarter ended December 31, 2010 (e) Rs. 45.28 for the quarter ended March 31, 2011 (f) Rs. 44.74 for the quarter ended June 30, 2011 (g) Rs. 45.67 for the quarter ended September 30, 2011 (h) Rs. 50.63 for the quarter ended December 31, 2011 based on the RBI Reference rate.

2. Closing exchange rates used for Rupee conversion to US\$ is (a) Rs.50.95 for the financial year ended March 31, 2009 (b) Rs. 45.14 for the financial year ended March 31, 2010, (c) Rs. 44.81 for the quarter ended December 31, 2010 (d) Rs. 44.65 for the quarter and financial year ended March 31, 2011 (e) Rs. 44.72 for the quarter ended June 30, 2011 (f) Rs. 48.93 for the quarter ended September 30, 2011 (g) Rs. 53.27 for the quarter ended December 31, 2011 being the RBI Reference rate.

3. Total employees include proportionate consolidation of 42% of Indus Towers Employees.

4. Key Ratios computed using translated US\$ values may yield different results in comparison with ratios computed using Rs value.

5. Net Debt to EBITDA for FY11 has undergone a change on account of extrapolation of Africa revenues for full year instead of 297 days earlier.

6. In this report, there has been a re-class in capex between 'Enterprise Services' and 'Others' impacting the capex for the periods and Cumulative Investments.

Section 2

AN OVERVIEW

2.1 Introduction

We are one of the world's leading providers of telecommunication services with significant presence in India, and operations spread over 16 countries of Africa, Sri Lanka and Bangladesh. We served an aggregate of over 243 million customers as of December 31, 2011.

Our bouquet of services include telecommunication services under wireless and fixed line technology, integrated suite of telecom solutions to our enterprise customers and providing long distance connectivity both nationally and internationally. We also offer Digital TV and IPTV Services. All these services are rendered under a unified brand "airtel". The company also deploys, owns and manages passive infrastructure pertaining to telecom operations through its subsidiary and joint venture entity.

2.2 Business Divisions

2.2.1 India & South Asia

The operations of Bharti Airtel in India and South Asia are divided into two distinct Customer Business Units (CBU) with clear focus on B2C (Business to Customer) and B2B (Business to Business) segments. The B2C organization consists of Consumer Business and Market Operations. The B2B business unit focuses on serving large corporates and carriers through Bharti Airtel's wide portfolio of telecommunication solutions.

B2C Services:

Mobile Services (India & South Asia): We offer mobile services using GSM technology in South East Asia across India, Sri Lanka and Bangladesh, serving 182 million customers in these geographies.

In India, we have 176 million mobile customers as on December 31, 2011, which makes us the largest wireless operator in the country both in terms of customers and revenues. We offer post-paid, pre-paid, roaming, internet, m-commerce and other value added services through our extensive sales and distribution network covering over 1.5 million outlets. Our network is present in 5,116 census towns and 453,294 non-census towns and villages in India, covering approximately 86.4% of the country's population. We also provide 3G services in key cities of the country offering host of innovative services to our customers like Mobile TV entertainment, video calls, live streaming of videos, high definition gaming along with access to high speed internet.

Our national long distance infrastructure comprises of 154,744 Rkms of optical fibre, providing a pan India reach.

Airtel Sri Lanka has over 1.5 million customers with presence in all 25 administrative districts of Sri Lanka. We have launched 3.5G services in major towns and have created a nationwide distribution network comprising of over 41,500 retailers.

Airtel Bangladesh has 4.8 million customers and offers mobile services across 64 districts of Bangladesh with a distribution network comprising of around 78,515 retailers across the country. The burgeoning economy of Bangladesh coupled with

penetration of nearly 60% and a young population presents a unique market opportunity for telecom services.

Telemedia Services – We provide broadband (DSL), data and telephone services (fixed line) in 87 cities with growing focus on various data solutions for the Small & Medium Business (SMB) segment. We have 3.3 million customers of which 1.4 million have subscribed to broadband / internet services, as on December 31, 2011.

Our product offerings in this segment include fixed-line telephones providing local, national and international long distance voice connectivity, broadband internet access through DSL, internet leased lines as well as MPLS (multiprotocol label switching) solutions.

We remain strongly committed to our focus on the SMB segment by providing a range of telecom & software solutions and aim to achieve revenue leadership in this rapidly growing segment of the ICT market. The strategy of this business unit is to focus on cities with high revenue potential.

Digital TV Services – Airtel digital TV has 7.1 million customers and continues to add 1 out of every 4 new customers joining the Direct-To-Home (DTH) platform. We also offer High Definition (HD) Set Top Boxes and Digital TV Recorders with 3D capabilities delivering superior customer experience. We currently offer a total of 302 channels including 14 HD channels and 6 interactive services. We are the first company in India which provides real integration of all the three screens viz. TV, Mobile and Computers enabling our customers to record their favorite TV programs through mobile and web.

B2B Services:

Enterprise Services - Enterprise Services is India's leading and most trusted provider of communication and ICT services to large Enterprise, Government and carrier customers. Our wide portfolio of services include voice, data, network integration, data center & managed services, enterprise mobile applications and digital media.

Enterprise Services offers network infrastructure, integration & management with a combination of cutting edge global network infrastructure, technical skills and world-class services through a consultative approach. Our portfolio of MPLS and IP services helps our customers in keeping mission critical applications running and in managing the flow of information across the globe. Our data center & managed services include entire suite of managed hosting, storage, business continuity, data security & cloud services. Enterprise Services also offers digital media services, a centralized online media management and distribution platform akin to a media exchange linking all the content owners, production facilities and screens enabling them to store, forward, share & trade multi versions of produced content to multiple platforms across the globe.

Our Global services for both voice and data, with strategically located submarine cable systems across the world and satellite connectivity in hard to reach areas, provide our customers

connectivity from anywhere to everywhere in the world. Our international infrastructure includes ownership of the i2i submarine cable system connecting Chennai to Singapore, consortium ownership of the SMW4 submarine cable system connecting Chennai and Mumbai to Singapore and Europe, and our investments in new cable systems such as Asia America Gateway (AAG), India Middle East & Western Europe (IMEWE), Unity, EIG (Europe India Gateway) and East Africa Submarine System (EASSy) expanding our global network to over 225,000 Rkms, covering 50 countries across 5 Continents. We also have terrestrial express connectivity to neighboring countries including Nepal, Pakistan, Bhutan and China.

Passive Infrastructure Services – Bharti Infratel provides passive infrastructure services on a non-discriminatory basis to all telecom operators in India. Bharti Infratel deploys, owns and manages passive infrastructure in 11 circles of India. Infratel also holds 42% share in Indus Towers (a Joint Venture between Bharti Infratel, Vodafone and Idea Cellular). Indus operates in 15 circles (4 circles common with Infratel, 11 circles on exclusive basis).

Bharti Infratel has 33,203 towers in 11 circles, excluding the 35,254 towers in 11 circles for which the right of use has been assigned to Indus with effect from January 1, 2009. Indus Towers has a portfolio of 109,101 towers including the towers under right of use.

2.2.2 Africa

Mobile Services – We offer mobile services using GSM technology in 16 countries across Africa, namely: Nigeria, Burkina Faso, Chad, Congo B, Democratic Republic of Congo, Gabon, Madagascar, Niger, Ghana, Kenya, Malawi, Seychelles, Sierra Leone, Tanzania, Uganda and Zambia. This makes Airtel's footprint across Africa, the widest amongst all telecommunications service providers in the continent. We currently serve 50.9 million customers across these geographies. We offer post-paid, pre-paid, roaming, internet, m-commerce, content, media, entertainment and other value added Services.

The company expanded the non voice product portfolio with the 3G launch happened in Congo B and Zambia; our launch in Congo B being the first ever 3G service provided by any operator in Central Africa. We have seen Hello Tunes, Airtel Live 2.0, Airtel Messaging & Video Calling launched in several of our markets and we are seeing signs of early adoption.

Our offerings under 'Airtel Money' brand allows our customers to enjoy the conveniences of banking on their mobiles with new, secure & robust features and more stable platforms. The ecosystem extends to the rural areas, making banking facilities easily accessible and more convenient outside the urban areas.

2.3 Partners

Strategic Equity Partners - We have a strategic alliance with SingTel, which has enabled us to further enhance and expand our telecommunications networks in India to provide quality service to our customers. The investment made by SingTel in Bharti is one of their largest investments made in the world outside Singapore.

Equipment and Technology Partners - We have long term strategic partnerships in all areas including network equipment, information technology and call center technology building upon the unique outsourcing business models we pioneered. Our business models have enabled us to partner with global leaders

who share our drive for co-creating innovative and tailor-made solutions for the markets we operate in.

For 2G/2.5G & 3G network equipments, we have partnered with Ericsson, Nokia Siemens Networks (NSN) and Huawei for the markets in India, Africa, Sri Lanka and Bangladesh.

We have also entered into Supply & Services Contracts for enhanced Packet Core with Cisco, NSN & Huawei. These partners will design, deploy and maintain a state of the art Packet Core system to handle data traffic from 2G, 3G & LTE access networks.

Besides 3G Radio access network with strategic partners, we have also partnered with Alcatel Lucent, Huawei, ECI, Tejas Networks and Cisco for Fiber/ Carrier ethernet based 3G backhaul products supply and deployment.

Alcatel Lucent (ALU) is our Wire-line Access Network Managed Services partner through a JV Company. They are also responsible for deployment of Fibre/ Copper and service provisioning. However, we are free to choose the Electronic Equipment, Switches and Routers from any other competent suppliers and we do purchase equipment from world leaders like Cisco, Juniper, ECI, Tellabs and others in addition to the strategic partners mentioned above.

IBM is our strategic partner for all business and enterprise IT systems. Our path breaking contract with IBM caters to, among other things, technology evolution, scale, tariff changes and subscriber growth. We have entered into a Global IT Outsourcing contract with IBM covering India, Bangladesh, Sri Lanka and African regions thereby taking our relationship to a truly global level. Under this contract, IBM will provide and run all telecom-related IT systems, software and services to support business requirements. It is helping Bharti Airtel derive economies of scale benefits, scope enhancements, similar customer services and experience across regions.

IBM is also our technology partner for Digital Media Exchange, which - enables Airtel's presence in Digital Cinema, Digital Signage arena with a host of other Media & Entertainment-related services.

IBM Daksh, Mphasis, Firstsource, Teleperformance, Aegis, Tech Mahindra and HGSL are our call centre partners and provide an excellent customer experience through dedicated contact center operations. Our existing call centre technology partners are Avaya, Wipro and Cisco.

We have strategic managed services contract with HP for a unified cloud computing platform for enabling convenient, on-demand turnkey solutions / branded applications for retail and SMB customers.

We work with globally renowned organizations such as Comviva, OnMobile, Acision, Yahoo, Google and Spice Digital, among others, to provide each of our customers with a unique experience in VAS like CRBT (caller ring back tone), Talk2Me (Interactive sessions with Celebrities), SMS, Music on Demand, Airtel Talkies (Movies via Audio), Buddy Finder, Email services and other Airtel Live applications. We also have an alliance with RIM for selling Blackberry enterprise services and Blackberry internet services.

SECTION 3

FINANCIAL HIGHLIGHTS

The financial results presented in this section are compiled based on the audited condensed consolidated interim financial statements prepared in accordance with International Financial Reporting Standards (IFRS) and the underlying information.

Detailed financial statements, analysis & other related information is attached to this report (page 26 - 40). Also, kindly refer to Section 7.3 - use of Non - GAAP financial information (page 32) and Glossary (page 45) 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			Nine Months Ended		
	Dec-11	Dec-10	Y-on-Y Growth	Dec-11	Dec-10	Y-on-Y Growth
Total revenues	184,767	157,721	17%	527,214	432,453	22%
EBITDA	59,584	50,072	19%	174,794	145,888	20%
<i>EBITDA / Total revenues</i>	<i>32.2%</i>	<i>31.7%</i>		<i>33.2%</i>	<i>33.7%</i>	
EBIT	23,739	22,965	3%	75,796	73,524	3%
Cash profit from operations before Derivative and Exchange Fluctuation	51,576	44,110	17%	151,256	132,076	15%
Cash profit from operations after Derivative and Exchange Fluctuation	51,707	42,603	21%	147,181	130,902	12%
Profit / (Loss) before Tax	15,806	15,495	2%	48,127	58,481	-18%
Current tax expense	6,981	5,817	20%	19,684	18,251	8%
Profit / (Loss) after current tax expense	8,826	9,678	-9%	28,443	40,230	-29%
Deferred tax expense / (income)	(1,396)	(2,451)	-43%	(4,058)	(5,457)	-26%
Net income	10,113	13,033	-22%	32,535	46,461	-30%
Capex	21,233	43,210	-51%	112,003	94,618	18%
Operating Free Cash Flow (EBITDA - Capex)	38,352	6,863	459%	62,791	51,271	22%
Cumulative Investments	1,779,105	1,553,452	15%	1,779,105	1,553,452	15%

3.1.2 Consolidated Summarized Statement of Financial Position

Amount in Rs mn

Particulars	As at	As at
	December 31, 2011	March 31, 2011
Assets		
Non-current assets	1,457,070	1,352,987
Current assets	158,699	112,077
Total assets	1,615,769	1,465,064
Non-current liabilities	559,783	578,988
Current liabilities	536,489	369,845
Total liabilities	1,096,272	948,833
Equity & Minority Interest		
Equity	491,733	487,668
Non-Controlling Interest	27,764	28,563
Total Equity & Minority Interest	519,497	516,231
Total Equity and liabilities	1,615,769	1,465,064

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 December 2011			Quarter Ended December 2010			Nine Months Ended December 2011			Nine Months Ended December 2010		
	India & SA	Africa	Total	India & SA	Africa	Total	India & SA	Africa	Total	India & SA	Africa	Total
Total revenues	131,628	53,577	184,767	117,374	40,530	157,721	384,724	144,393	527,214	343,685	89,019	432,453
EBITDA	45,225	14,351	59,584	42,344	7,727	50,072	136,959	37,807	174,794	127,536	18,349	145,888
<i>EBITDA / Total revenues</i>	<i>34.4%</i>	<i>26.8%</i>	<i>32.2%</i>	<i>36.1%</i>	<i>19.1%</i>	<i>31.7%</i>	<i>35.6%</i>	<i>26.2%</i>	<i>33.2%</i>	<i>37.1%</i>	<i>20.6%</i>	<i>33.7%</i>
EBIT	20,733	2,999	23,739	23,282	(317)	22,965	66,730	9,038	75,796	72,752	770	73,524
Cash profit from operations before Derivative and Exchange Fluctuation	41,989	9,579	51,576	40,727	3,382	44,110	127,358	23,871	151,256	123,685	8,389	132,076
Cash profit from operations after Derivative and Exchange Fluctuation	41,503	10,196	51,707	40,833	1,768	42,603	127,146	20,008	147,181	124,089	6,810	130,902
Profit / (Loss) before Tax	16,955	(1,157)	15,806	21,771	(6,276)	15,495	56,861	(8,761)	48,127	69,249	(10,769)	58,481
Current tax expense	4,481	2,500	6,981	4,989	828	5,817	13,579	6,105	19,684	15,876	2,375	18,251
Profit / (Loss) after current tax expense	12,474	(3,657)	8,826	16,782	(7,104)	9,678	43,282	(14,866)	28,443	53,373	(13,144)	40,230
Deferred tax expense / (income)	(341)	(1,055)	(1,396)	(1,844)	(607)	(2,451)	(114)	(3,944)	(4,058)	(5,242)	(215)	(5,457)
Net income / (loss)	12,703	(2,599)	10,113	18,282	(5,249)	13,033	42,388	(9,881)	32,535	57,729	(11,269)	46,461
Capex	7,815	13,418	21,233	29,252	13,958	43,210	53,145	58,858	112,003	75,959	18,658	94,618
Operating Free Cash Flow (EBITDA - Capex)	37,410	933	38,352	13,092	(6,231)	6,863	83,814	(21,050)	62,791	51,577	(309)	51,271
Cumulative Investments	1,084,010	695,095	1,779,105	996,792	556,660	1,553,452	1,084,010	695,095	1,779,105	996,792	556,660	1,553,452

3.2.2 Region wise Summarized Statement of Financial Position

Amount in Rs mn

Particulars	As at Dec 31, 2011			
	India & SA	Africa	Eliminations	Total
Assets				
Non-current assets	776,354	686,394	(5,678)	1,457,070
Current assets	177,580	48,795	(67,676)	158,699
Total assets	953,934	735,189	(73,354)	1,615,769
Liabilities				
Non-current liabilities	148,616	411,167	-	559,783
Current liabilities	241,692	362,500	(67,703)	536,489
Total liabilities	390,308	773,667	(67,703)	1,096,272
Equity & Minority Interest				
Equity	536,119	(38,735)	(5,651)	491,733
Minority Interest	27,508	256	-	27,764
Total Equity & Minority Interest	563,626	(38,479)	(5,651)	519,497
Total Equity and liabilities	953,934	735,189	(73,354)	1,615,769

3.3 Segment wise Summarized Statement of Operations

INDIA & SOUTH ASIA

B2C Services

3.3.1 Mobile Services (India & South Asia) – comprises of Consolidated Statement of Operations of Mobile Services India & South Asia.

Amount in Rs mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-11	Dec-10	Y-on-Y Growth	Dec-11	Dec-10	Y-on-Y Growth
Total revenues	101,764	91,620	11%	297,995	268,176	11%
EBITDA	34,431	31,914	8%	100,971	94,951	6%
<i>EBITDA / Total revenues</i>	<i>33.8%</i>	<i>34.8%</i>		<i>33.9%</i>	<i>35.4%</i>	
EBIT	20,176	21,472	-6%	60,806	64,860	-6%
Capex	1,838	16,877	-89%	27,301	39,538	-31%
Operating Free Cash Flow (EBITDA - Capex)	32,594	15,037	117%	73,670	55,413	33%
Cumulative Investments	638,940	590,298	8%	638,940	590,298	8%

3.3.2 Telemedia Services

Amount in Rs mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-11	Dec-10	Y-on-Y Growth	Dec-11	Dec-10	Y-on-Y Growth
Total revenues	9,128	9,068	1%	28,112	27,146	4%
EBITDA	3,542	4,085	-13%	12,059	12,294	-2%
<i>EBITDA / Total revenues</i>	<i>38.8%</i>	<i>45.0%</i>		<i>42.9%</i>	<i>45.3%</i>	
EBIT	1,287	2,030	-37%	5,632	6,185	-9%
Capex	1,510	1,963	-23%	5,970	5,716	4%
Operating Free Cash Flow (EBITDA - Capex)	2,032	2,122	-4%	6,089	6,578	-7%
Cumulative Investments	126,857	117,029	8%	126,857	117,029	8%

3.3.3 Digital TV Services

Amount in Rs mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-11	Dec-10	Y-on-Y Growth	Dec-11	Dec-10	Y-on-Y Growth
Total revenues	3,327	2,133	56%	9,395	5,205	81%
EBITDA	90	(150)	160%	257	(1,264)	120%
<i>EBITDA / Total revenues</i>	<i>2.7%</i>	<i>-7.0%</i>		<i>2.7%</i>	<i>-24.3%</i>	
EBIT	(1,955)	(1,222)	-60%	(5,254)	(3,719)	-41%
Capex	1,503	3,881	-61%	7,128	9,980	-29%
Operating Free Cash Flow (EBITDA - Capex)	(1,413)	(4,031)	65%	(6,871)	(11,244)	39%
Cumulative Investments	32,586	24,923	31%	32,586	24,923	31%

B2B Services

3.3.4 Enterprise Services

Amount in Rs mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-11	Dec-10	Y-on-Y Growth	Dec-11	Dec-10	Y-on-Y Growth
Total revenues	11,881	10,546	13%	33,332	31,241	7%
EBITDA	2,008	2,307	-13%	6,682	7,461	-10%
<i>EBITDA / Total revenues</i>	<i>16.9%</i>	<i>21.9%</i>		<i>20.0%</i>	<i>23.9%</i>	
EBIT	713	1,178	-39%	2,448	4,105	-40%
Capex	458	827	-45%	869	3,057	-72%
Operating Free Cash Flow (EBITDA - Capex)	1,550	1,481	5%	5,813	4,403	32%
Cumulative Investments	44,404	41,122	8%	44,404	41,122	8%

Passive Infrastructure Services

3.3.5 Passive Infrastructure Services – represents Bharti Infratel Ltd and proportionate consolidation of 42% Indus Towers.

Amount in Rs mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-11	Dec-10	Y-on-Y Growth	Dec-11	Dec-10	Y-on-Y Growth
Total revenues	24,393	21,972	11%	70,926	63,545	12%
EBITDA	9,110	8,487	7%	26,597	23,589	13%
<i>EBITDA / Total revenues</i>	<i>37.3%</i>	<i>38.6%</i>		<i>37.5%</i>	<i>37.1%</i>	
EBIT	3,758	3,558	6%	10,711	9,016	19%
Capex	2,440	5,666	-57%	10,299	16,879	-39%
Operating Free Cash Flow (EBITDA - Capex)	6,670	2,821	136%	16,298	6,710	143%
Cumulative Investments	231,533	216,615	7%	231,533	216,615	7%

Others

3.3.6 Others (India & South Asia)

Amount in Rs mn, except ratios

Particulars	Quarter Ended			Nine Months Ended		
	Dec-11	Dec-10	Y-on-Y Growth	Dec-11	Dec-10	Y-on-Y Growth
Total revenues	666	690	-4%	2,316	1,881	23%
EBITDA	(3,139)	(3,584)	12%	(7,175)	(7,402)	3%
EBIT	(3,243)	(3,753)	14%	(7,575)	(7,697)	2%
Capex	66	38	75%	1,579	789	100%
Operating Free Cash Flow (EBITDA - Capex)	(3,205)	(3,622)	12%	(8,754)	(8,191)	-7%
Cumulative Investments	9,690	6,806	42%	9,690	6,806	42%

Includes corporate office and other support units.

AFRICA

3.3.7 Consolidated Africa – comprise of 16 country operations in Africa.

Particulars	Quarter Ended			Nine Months Ended		
	Dec-11	Dec-10	Y-on-Y Growth	Dec-11	Dec-10	Y-on-Y Growth
Total revenues	1,057	911	16%	3,066	1,954	57%
EBITDA	282	174	62%	799	404	98%
<i>EBITDA / Total revenues</i>	<i>26.7%</i>	<i>19.1%</i>		<i>26.1%</i>	<i>20.7%</i>	
EBIT	58	(7)	923%	190	17	1015%
Capex	265	306	-14%	1,260	408	209%
Operating Free Cash Flow (EBITDA - Capex)	17	(133)	113%	(461)	(4)	-11416%
Cumulative Investments	13,049	12,399	5%	13,049	12,399	5%

Note 7: Africa financials reported above are in their functional currency i.e. US\$.

Note 8: Financial numbers for the nine months ended Dec 31, 2010 are for 207 days. Hence the figures are not comparable.

3.4 Region wise & Segment wise Investment & Contribution

3.4.1 India and South Asia

Amount in Rs mn, except ratios

Segment	Quarter Ended Dec 2011						As at Dec 31, 2011	
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total	Cummulative Investments	% of Total
Mobile Services ⁹	101,764	77%	34,431	76%	1,838	24%	638,940	59%
Telemedia Services	9,128	7%	3,542	8%	1,510	19%	126,857	12%
Digital TV Services	3,327	3%	90	0%	1,503	19%	32,586	3%
Enterprise Services	11,881	9%	2,008	4%	458	6%	44,404	4%
Passive Infrastructure Services	24,393	19%	9,110	20%	2,440	31%	231,533	21%
Others	666	1%	(3,139)	-7%	66	1%	9,690	1%
Sub Total	151,158	115%	46,043	102%	7,815	100%	1,084,010	100%
Eliminations	(19,530)	-15%	(818)	-2%	-	0%		
Accumulated Depreciation And Amortization							(357,277)	
Total (India & SA)	131,628	100%	45,225	100%	7,815	100%	726,732	
Consolidated	184,767		59,584		21,233		1,779,105	
% of Consolidated	71%		76%		37%		61%	

Amount in Rs mn, except ratios

Segment	Nine Month Ended Dec 2011						As at Dec 31, 2011	
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total	Cummulative Investments	% of Total
Mobile Services ⁹	297,995	77%	100,971	74%	27,301	51%	638,940	59%
Telemedia Services	28,112	7%	12,059	9%	5,970	11%	126,857	12%
Digital TV Services	9,395	2%	257	0%	7,128	13%	32,586	3%
Enterprise Services	33,332	9%	6,682	5%	869	2%	44,404	4%
Passive Infrastructure Services	70,926	18%	26,597	19%	10,299	19%	231,533	21%
Others	2,316	1%	(7,175)	-5%	1,579	3%	9,690	1%
Sub Total	442,077	115%	139,391	102%	53,145	100%	1,084,010	100%
Eliminations	(57,355)	-15%	(2,432)	-2%	-	0%		
Accumulated Depreciation And Amortization							(357,277)	
Total (India & SA)	384,722	100%	136,959	100%	53,145	100%	726,732	
Consolidated	527,214		174,794		112,003		1,779,105	
% of Consolidated	73%		78%		47%		61%	

Note 9: Cummulative Investments includes National optic fibre network.

3.4.2 Africa

Amount in US\$ mn, except ratios

Segment	Quarter Ended Dec 2011						As at Dec 31, 2011	
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total	Cummulative Investments	% of Total
Africa	1,057	100%	282	100%	265	100%	13,049	100%
Accumulated Depreciation And Amortization							(970)	
Total (Africa)	1,057	100%	282	100%	265	100%	12,079	
% of Consolidated	29%		24%		63%		39%	

Amount in US\$ mn, except ratios

Segment	Nine Month Ended Dec 2011						As at Dec 31, 2011	
	Revenue	% of Total	EBITDA	% of Total	Capex	% of Total	Cummulative Investments	% of Total
Africa	3,066	100%	799	100%	1,260	100%	13,049	100%
Accumulated Depreciation And Amortization							(970)	
Total (Africa)	3,066	100%	799	100%	1,260	100%	12,079	
% of Consolidated	27%		22%		53%		39%	

SECTION 4
OPERATING HIGHLIGHTS

The financial figures used for computing ARPU, ARPM, SMS Revenue, Non Voice revenue, Gross revenue per employee per month are based on IFRS.

4.1 Customers and Non Voice % - Consolidated

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Q-on-Q Growth	Dec 31, 2010	Y-on-Y Growth
Mobile Services	000's	232,950	227,044	3%	199,610	17%
India & South Asia	000's	182,000	178,606	2%	157,485	16%
Africa	000's	50,949	48,437	5%	42,124	21%
Telemedia Services	000's	3,317	3,328	0%	3,257	2%
Digital TV Services	000's	7,069	6,614	7%	4,932	43%
Total	000's	243,336	236,986	3%	207,799	17%
Non Voice Revenue as a % of Total Revenues	%	15.2%	16.2%		14.7%	

4.2 Traffic Details – Consolidated

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Q-on-Q Growth	Dec 31, 2010	Y-on-Y Growth
Mobile Services	Mn Min	245,611	242,683	1%	219,922	12%
India & South Asia	Mn Min	227,115	224,734	1%	205,018	11%
Africa	Mn Min	18,496	17,950	3%	14,904	24%
Telemedia Services	Mn Min	4,186	4,598	-9%	4,598	-9%
National Long Distance Services	Mn Min	20,551	20,305	1%	18,063	14%
International Long Distance Services	Mn Min	3,529	3,519	0%	3,192	11%
Total Minutes on Network (Gross)	Mn Min	273,876	271,106	1%	245,776	11%
Eliminations	Mn Min	(20,904)	(20,660)	1%	(18,514)	13%
Total Minutes on Network (Net)	Mn Min	252,972	250,446	1%	227,262	11%

4.3 Mobile Services India

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Q-on-Q Growth	Dec 31, 2010	Y-on-Y Growth
Customer Base	000's	175,653	172,783	2%	152,495	15%
VLR %	%	90.0%	88.6%		91.8%	
Net Additions	000's	2,870	3,595	-20%	9,203	-69%
Pre-Paid (as a % of total Customer Base)	%	96.3%	96.3%		96.2%	
Other Operating Information						
Average Revenue Per User (ARPU)	Rs	187	183	2%	199	-6%
Average Revenue Per User (ARPU)	US\$	3.7	4.0	-8%	4.4	-16%
Average Rate Per Minute (ARPM)	Paisa	44.6	43.2	3%	44.3	1%
Average Minutes of Use Per User	Min	419	423	-1%	449	-7%
Monthly Churn	%	7.9%	7.2%		7.8%	
Non Voice Revenue						
Non Voice Revenue as a % of mobile revenues	%	14.3%	14.5%		13.8%	
<i>SMS Revenue as a % of mobile revenues</i>	%	<i>9.0%</i>	<i>9.5%</i>		<i>8.6%</i>	

4.4 Telemedia Services

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Q-on-Q Growth	Dec 31, 2010	Y-on-Y Growth
Telemedia Customers	000's	3,317	3,328	0%	3,257	2%
Net additions	000's	(11)	7	-267%	41	-127%
Average Revenue Per User (ARPU)	Rs	916	955	-4%	934	-2%
Average Revenue Per User (ARPU)	US\$	18.1	20.9	-13%	20.7	-13%
Non Voice Revenue as a % of telemedia revenues	%	54.8%	52.1%	5%	45.8%	20%

4.5 Digital TV Services

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Q-on-Q Growth	Dec 31, 2010	Y-on-Y Growth
Digital TV Customers	000's	7,069	6,614	7%	4,932	43%
Net additions	000's	455	352	29%	1,033	-56%
Average Revenue Per User (ARPU)	Rs	160	161	-1%	160	0%
Average Revenue Per User (ARPU)	US\$	3.2	3.5	-10%	3.6	-11%
Monthly Churn	%	1.2%	1.2%		0.4%	

4.6 Network and Coverage - India

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Q-on-Q Growth	Dec 31, 2010	Y-on-Y Growth
Mobile Services						
Census Towns	Nos	5,116	5,115	1	5,104	12
Non-Census Towns and Villages	Nos	453,294	453,148	146	450,293	3,001
Population Coverage	%	86.4%	86.3%		85.8%	
Optic Fibre Network	R Kms	154,744	151,719	3,025	139,541	15,203
Sites on Network	Nos	119,044	118,011	1033	113,587	5457
Telemedia Services						
Cities covered	Nos	87	87	-	87	0
Enterprise Services						
Submarine cable systems	Nos	7	7	-	6	1
Digital TV Services						
Districts Covered	Nos	587	582	5	505	82
Coverage	%	92%	91%		79%	

4.7 Passive Infrastructure Services

4.7.1 Bharti Infratel Consolidated

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Q-on-Q Growth	Dec 31, 2010	Y-on-Y Growth
Total Towers ¹⁰	Nos	79,025	78,835	190	77,695	1,330
Total Tenancies ¹⁰	Nos	148,777	146,536	2,241	137,209	11,568
Key Indicators						
Sharing Revenue per Sharing Operator per month	Rs	34,290	33,098	4%	33,524	2%
Tenancy Ratio	Times	1.87	1.85		1.75	

Note 10: Total Towers and Tenancies includes proportionate consolidation of 42% of Indus Towers.

4.7.2 Bharti Infratel Standalone

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Q-on-Q Growth	Dec 31, 2010	Y-on-Y Growth
Total Towers ¹¹	Nos	33,203	33,056	147	32,424	779
Total Tenancies	Nos	60,512	59,444	1,068	55,253	5,259
Key Indicators						
Sharing Revenue per Sharing Operator per month	Rs	37,623	37,117	1%	37,859	-1%
Tenancy Ratio	Times	1.81	1.79		1.68	

Note 11: Total Towers are excluding 35,254 towers in 11 circles for which the right of use has been assigned to Indus with effect from 1st Jan 2009.

4.7.3 Indus Towers

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Q-on-Q Growth	Dec 31, 2010	Y-on-Y Growth
Total Towers	Nos	109,101	108,998	103	107,789	1,312
Total Tenancies	Nos	210,154	207,361	2,793	195,133	15,021
Key Indicators						
Sharing Revenue per Sharing Operator per month	Rs	32,272	31,112	4%	30,847	5%
Tenancy Ratio	Times	1.91	1.89		1.80	

Note 12: Indus KPIs are on 100% basis.

4.8 Human Resource Analysis – India

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Q-on-Q Growth	Dec 31, 2010	Y-on-Y Growth
Consolidated						
Total Employees ¹³	Nos	15,141	15,611	(470)	17,152	(2,011)
Number of Customers per employee	Nos	12,287	11,705	5%	9,368	31%
Personnel cost per employee per month	Rs	104,443	116,451	-10%	100,103	4%
Gross Revenue per employee per month	Rs	2,843,124	2,661,360	7%	2,246,448	27%

Note 13: Total Employees include proportionate consolidation of 42% Indus Towers employees.

4.9 Operational Performance - Africa

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Q-on-Q Growth	Dec 31, 2010	Y-on-Y Growth
Customer Base	000's	50,949	48,437	5%	42,124	21%
Net Additions	000's	2,512	2,131	18%	2,043	
Pre-Paid as a % of total Customer Base	%	99.3%	99.3%		99.3%	
Other Operating Information						
Average Revenue Per User (ARPU)	US\$	7.1	7.3	-2%	7.3	-3%
Average Rate Per Minute (ARPM)	US¢	5.7	5.7	0%	6.1	-6%
Average Minutes of Use Per User	Min	125	128	-2%	120	4%
Monthly Churn	%	5.4%	6.1%		5.9%	
Non Voice Revenue						
Non Voice Revenue as a % of mobile revenues	%	8.0%	8.5%		7.9%	
SMS Revenue as a % of mobile revenues	%	4.4%	5.3%		4.1%	

4.9 Traffic Details - Africa

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Q-on-Q Growth	Dec 31, 2010	Y-on-Y Growth
Total Minutes on Network	Mn Min	18,496	17,950	3%	14,904	24%

4.10 Network & Coverage - Africa

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Q-on-Q Growth	Dec 31, 2010	Y-on-Y Growth
Sites on Network	Nos	14,112	13,628	484	11,338	2,774

4.11 Human Resource Analysis - Africa

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Q-on-Q Growth	Dec 31, 2010	Y-on-Y Growth
Total Employees	Nos	4,773	5,115	(342)	6,434	(1,661)
Number of Customers per employee	Nos	10,674	9,470	1,205	6,547	4,127
Personnel cost per employee per month	US\$	5,783	5,154	12%	4,921	18%
Gross Revenue per employee per month	US\$	73,835	67,138	10%	47,195	56%

SECTION 5

MANAGEMENT DISCUSSION AND ANALYSIS

5.1 India and South Asia

A. Key Industry Developments

1. TRAI revised Regulation on UCC (Unsolicited Commercial Communication)

TRAI had issued 7th amendment to the Telecom Commercial Communications Customer Preference Regulations (TCCCPR) on October 25, 2011. As per the provisions of revised regulation:

- The access provider can send transactional messages to its employees using its own network. Entities other than Telemarketers can also send transactional messages post entering into agreement with access provider.
- Registered telemarketer to pay promotional SMS charge of 5 paise/SMS to the originating access provider.

TRAI had issued a directive dated October 25, 2011 with a subsequent amendment dated December 12, 2011, wherein it had specified various categories of SMS that will be treated as transactional messages. These SMS categories include information sent by:

- E-commerce agencies in response to e-commerce transaction made by their customers.
- Company / Firm registered with SEBI / IRDA/ AMFI/ NCDEX / MCX to its clients pertaining to their account information.
- Registered company to its employees or agents or its customers, or charitable trust or society or telecom service provider pertaining to its activities in response to a verifiable request of such subscriber.

2. TRAI's (Telecom Regulatory Authority of India) directive on procedure for activation of Value Added Services

TRAI had issued a directive on procedure for activation of Value Added Services dated July 4, 2011, as per which:

- No chargeable value added service shall be provided to a customer without his explicit consent and that any value added service, which was earlier being provided free of charge, shall not be made chargeable without the explicit consent of the customer.
- The service provider shall obtain confirmation from the customer through customer originated SMS or e-mail or FAX or in writing within twenty four hours of activation of the value added service and charge the customer only if the confirmation is received from him/her for such value added service and shall discontinue such value added service if no confirmation is received.

3. Draft National Telecom Policy (NTP)

Draft National Telecom Policy was announced on October 11, 2011, with the following key objectives:

- Strive to create One Nation - One License across services and service areas with One Nation - Full Mobile Number Portability, Free Roaming & Unified licensing.
- Facilitate consolidation in the converged telecom service sector while ensuring sufficient competition.
- Encourage spectrum sharing, pooling, and trading. Delink spectrum in all future licenses; spectrum to be made available at a price determined through a market related process.
- Provide infrastructure status to telecom sector.

4. TRAI's revised recommendations on Spectrum Management & Licensing Framework

TRAI filed a response dated November 4, 2011, to DoT's comments on TRAI's recommendations on Spectrum Management & Licensing Framework, wherein DoT had asked it to revisit its recommendations. Key highlights of the same are:

- Auction of 700 MHz band to be initially limited to those not having spectrum in 800/900 MHz bands, subject to; the condition that holders of 800 and 900 MHz band spectrum would pay the market price.
- Uniform license fee of 6% to be achieved over the next 4 years. IP -1 and ISP need to be brought under licensing.
- Price of spectrum in 800 MHz band to be the same as that of 900 MHz, i.e. 1.5 times the price of 1800 MHz band spectrum. The contracted spectrum is 6.2 MHz/ 5MHz (GSM/CDMA).
- In case of Mergers and Acquisitions, the permissible limit for market share of the resultant entity by way of customer or Adjusted Gross Revenue in a given service area is upto 35%. Market Share exceeding above 35% and upto 60% would be referred to TRAI for its recommendation. Market Share exceeding 60% will not be permitted for mergers and acquisition.
- Spectrum sharing to be permitted between any 2 licensees holding spectrum for a period of 5 years; subject to condition that the total spectrum so shared does not cross the permissible limit under Mergers and Acquisitions; subject to renewal for one more term of 5 years.

5. Interconnection Usage Charges (IUC)

TRAI filed an affidavit in the Hon'ble Supreme Court with calculation for MTC with and without CAPEX. On November 28, 2011, Supreme Court adjourned the matter till March 2012 and did not permit TRAI to publish the new IUC regulation with the proposed value.

6. Department of Telecommunication's (DoT) Direction on EMF Radiations by BTS

The DoT had issued direction dated December 21, 2011 regarding periodicity of submission for self certifications. As per the provisions of revised regulation:

- The frequency of submission for self certification requirement has been changed from every year to every two years.
- DoT has also accepted the recommendations of Inter Ministerial Committee (IMC), recommending emission level to 1/10th of the ICNIRP prescribed limits for the BTS and stringent emission limits for Mobile handsets. Accordingly, DoT has issued new radiation norms for exposure limit for Base Station Emissions on December 30, 2011 which will be effective from April 01, 2012.

7. TRAI Consultation Papers

- TRAI had issued a Consultation Paper on IMT (International Mobile Telecommunication) Advanced Mobile Broadband Services on August 19, 2011, for addressing key issues viz. suitable spectrum bands, block size of spectrum to be auctioned, maximum spectrum permitted to bidder, eligibility criteria for bidding, spectrum usage charges among others.
 - TRAI had issued a Consultation paper on allocation of spectrum resources for residential and enterprise intra telecommunication requirements/ cordless telecommunications system (CTS) for addressing the issues of current allocation of spectrum for CTS, requirement for identification of additional band of spectrum, possibility of de-licensing of 1800-1900 or 1910-1920 MHz band for low power CTS applications and its co-existence issues with the existing cellular systems using adjacent band.
8. The Supreme Court in its landmark judgment on 2 Feb' 12 has cancelled 122 UAS Licenses issued to 9 operators during the year 2008. As per the Supreme Court orders, TRAI is expected to issue guidelines to enable completion of auctions of the released spectrum. Presently the telecom market is overcrowded by number of operators; the exit of some of the operators would create a fine balance between competition and long term sustainability of telecom sector. The eventual consolidation of fragmented spectrum and its efficient utilization would go a long way in enabling operators to meet the Quality of Service and growing demand especially for data.

B. Key Company Developments

- Bharti Airtel Limited bagged the SSON excellence award under 'Excellence in Culture Creation' category

for its Airtel Center of Excellence (Finance, HR, RA and SCM Shared Services).

- Bharti Airtel hosted the 7th edition of one of India's most significant annual sporting events - the 2011 leg of Airtel Delhi Half Marathon (ADHM).
- Bharti Airtel in partnership with Apple launched iPhone4S in India, soon after it was launched globally.
- An industry first, Bharti Airtel announced an upgrade in the broadband speed to a minimum of 2mbps for its customers across India.
- Bharti Airtel announced the implementation of Customer Experience Management (CEM) platform into its network to optimize and enrich user experience of its customers.
- Airtel celebrated its first anniversary in Bangladesh and marked a successful inaugural year by crossing the 5.5 million plus customers milestone in the country.
- In Sri Lanka, speed test results of the periodical survey conducted by Telecommunication Regulatory Commission of Sri Lanka (TRC) for the month of November 2011 concluded Airtel as the leader in the category of 3G Mobile Broadband.
- Bharti Airtel was announced as winners in the categories of 'Most Recommended Telecom Service Provider of the Year' and 'Consumer's Trusted Choice of the Year' during CNBC Awaaz Storyboard Consumer Awards 2011. Bharti Airtel has also been awarded a 'Special Commendation Award' for refresh with universal appeal of brand Airtel.
- Bharti Airtel was recognized for the delivery of best network services with customer focus at Telecom Centre of Excellence Awards 2011.

5.2 Africa

A. Key Industry Developments

Burkina Faso

• 3G Licenses

The Government had called for applications for granting the 3G licenses. We are in discussion with the Government on the final price to be paid for the license.

Gabon

• 3G Licenses

Airtel has signed an MOU with the Regulator for grant of 3G licenses along-with extension of 2G license to match the duration of 3G license period.

• Interconnect rate

The Regulator has announced new interconnect tariffs for 2012 with Airtel now to operate asymmetric rate structure with all other mobile operators.

Kenya

- **3G Licenses & LTE**

The Government has called for submissions of interest in the proposed future LTE license consortium. Airtel has submitted its proposal and is awaiting further response from government.

- **Spectrum Fees**

The regulator has announced a reduction in spectrum fees effective from 1st July 2012.

Ghana

- **3G Licenses & LTE**

The Regulator has called for applications for granting LTE licenses.

- **Interconnect rate**

ICC UK was appointed to review the interconnect rates. Based on their recommendations, the new interconnect termination rates for the year 2012-14 has been implemented.

Chad

- **Spectrum Fees**

In December the Regulator issued a new regulation changing the methodology for calculation of frequency fees from number of MHz to number of links.

Uganda

- **Know Your Customer (KYC)**

The registration of existing customers is to be undertaken by March 2012 and Airtel has already commenced this activity.

Niger

- **Interconnect rate**

SMS termination charge was introduced in Oct'11. Airtel has signed an agreement with Orange and Moov for SMS termination charges.

B. Key Company Developments

- Last quarter saw Africa operations achieving a significant milestone on acquiring 50 millionth mobile customer within 17 months of acquiring African operations.
- Airtel still continues to drive the iconic stature of the brand. We already have in place, the largest pan African youth soccer initiative to connect with the youth and capped off the first season of youth training clinics in partnership with the Manchester United Soccer Schools (MUFC); a tournament involving both boys and girls, first time in Africa.
- In the last quarter, we also signed off a major strategic partnership with Kenya Airways, that will provide a pan African exposure to our brand on board the airline with focus on corporate & high value expatriates as well as the local market.
- Airtel Malawi won the award for Best Data Operator for Eastern and Southern Africa for the year 2011 during the 7th edition of Africa Telecom Conference in South Africa.
- Airtel Africa announced a two-year partnership agreement with Samsung. The partnership will leverage both Airtel's and Samsung's strong brand equity, well developed distribution infrastructure and foot print across the continent to achieve common goals and drive penetration in Africa. The wide range of innovative products that Samsung will collaborate with Airtel includes smart phones, mass market handsets, tablets, dongles and routers.

5.3 Results of Operations

The financial results presented in this section are compiled based on the audited condensed consolidated interim financial statements prepared in accordance with International Financial Reporting Standards (IFRS) and the underlying information.

Key Highlights - For the quarter ended December 31, 2011

- **Net addition of 6.35 million customers.**
- **Total Revenues of Rs 184.8 billion (up 17.1% Y-o-Y).**
- **EBITDA Rs 59.6 billion (up 19.0% Y-o-Y).**
- **Cash profit from operations of Rs 51.7 billion (up 21.4% Y-o-Y).**
- **Net Income of Rs 10.1 billion (down 22.4% Y-o-Y).**

Bharti Airtel Consolidated

Quarter ended December 31, 2011

Customer Base

As on December 31, 2011, the company had an aggregate of 243 million customers consisting of 232.9 million Mobile, 3.3 million Telemedia and 7.1 million Digital TV customers. Its total customer base as on December 31, 2011 increased by 17.1% compared to the customer base as on December 31, 2010.

Revenues/Turnover

During the quarter ended December 31, 2011, the company recorded revenues of Rs 184,767 million, a growth of 17.1% compared to the quarter ended December 31, 2010. Non-voice revenue contributed to approximately 15.2% of the total revenues for the quarter.

Operating Expenses (ex-revenue share license and spectrum fee) During the quarter ended December 31, 2011; the company incurred an operating expenditure of Rs 83,826 million representing 45.4% of the total revenues. The operating expense comprises:

- Rs 40,669 million towards network operations costs (22.0% of total revenues)
- Rs 1,178 million towards cost of goods sold (0.6% of total revenues)
- Rs 8,505 million towards employee costs (4.6% of total revenues) and
- Rs 33,474 million towards selling general and administrative costs (18.1% of total revenues).

EBITDA, Finance Cost and Cash Profit from Operations

During the quarter ended December 31, 2011, the company had an EBITDA of Rs 59,584 million; growth of 19.0% compared to the quarter ended December 31, 2010. The reported EBITDA margin for the quarter was 32.2%.

The net finance cost for the quarter ended December 31, 2011 was Rs 7,877 million. The interest on borrowings during the quarter was Rs 7,375 million, the finance charges during the quarter was Rs 1,136 million, the investment income (primarily related to income on marketable securities) was Rs 503 million and income of Rs 132 million was effect of exchange fluctuation and derivative accounting.

The cash profit from operations after derivative and exchange fluctuations for the quarter was Rs 51,707 million, an increase of 21.4% as compared to the quarter ended December 31, 2010. During the quarter ended December 31, 2011, the company had depreciation and amortization expenses of Rs 35,845 million.

Profit / (Loss) Before Tax (PBT)

The Profit / (Loss) before tax for the quarter was Rs 15,806 million, an increase of 2.0%, as compared to the quarter ended December 31, 2010.

Net income

The net income for the quarter ended December 31, 2011 was Rs 10,113 million with a Y-o-Y decline of 22.4%. The current tax for the quarter ended December 31, 2011 was Rs 6,981 million and deferred tax expense / (income) was Rs (1,396) million.

Statement of Financial Position

As on December 31, 2011, the company had total assets of Rs 1,615,769 million, and total liabilities of Rs 1,096,272 million respectively. The difference of Rs 519,497 million was on account of Equity attributable to equity holders of parent and non-controlling interest. Equity movement during the nine month ended December 31, 2011 includes reduction in foreign currency translation reserve (FCTR) of Rs 24,154 arising from depreciation of Rupee against functional currencies of overseas operations, on net basis.

The company had a net debt of Rs 677,628 million (US\$ 12,722 million) as on December 31, 2011, resulting in a Net Debt to EBITDA (LTM) – US \$ of 2.58.

Capital Expenditure

During the quarter ended December 31, 2011, the company incurred capital expenditure of Rs 21,233 million.

Human Resources

As on December 31, 2011, the company had a total of 20,675 employees.

B2C Services – India & South Asia

Mobile Services

Customer Base, Churn, ARPU and MoU - India

As at the end of the quarter the company had 175.7 million GSM mobile customers on its network. The average monthly churn for the quarter ended December 31, 2011 was 7.9%.

During the quarter blended ARPU was Rs 187 (US\$ 3.7) per month as compared to Rs 183 (US\$ 4.0) per month in the quarter ended September 30, 2011. The blended monthly usage per customer, during the quarter was at 419 minutes.

The Average rate per minute during the quarter was 44.6 paisa. Non voice revenue, which includes Voice Mail Service, Call Management, Airtel Talkies and other value added services like Hello Tunes, Music on Demand and Airtel Live contributed to approximately 14.3% of the total revenues of the segment.

Revenues, EBITDA and EBIT

The revenues for the quarter ended December 31, 2011 for mobile services stood at Rs 101,764 million, a growth of 11.1% over the corresponding quarter last year. The revenue from this segment contributed to 77.3% of the total revenues of India & South Asia. The EBITDA during the quarter ended December 31, 2011 was Rs 34,431 million

representing a growth of 7.9% over the quarter ended December 31, 2010. The EBITDA margin for the quarter ended December 31, 2011 was 33.8%. The EBIT for the quarter ended December 31, 2011 was Rs 20,176 million as compared to Rs 21,472 million for the quarter ended December 31, 2010, a decline of 6.0%.

Capital Expenditure

During the quarter ended December 31, 2011, the company incurred a capital expenditure of Rs 1,838 million on its Mobile Services.

Telemedia Services

Customer Base and ARPU

At the end of the quarter ended December 31, 2011, the company had its Telemedia operations in 87 cities. The number of customers stood at 3.3 million customers as on December 31, 2011. The company had approximately 1.4 million broadband (DSL) customers.

The ARPU for the quarter was Rs 916 (US\$ 18.1) per month.

Revenues, EBITDA and EBIT

For the quarter ended December 31, 2011, the revenues from Telemedia operations of Rs 9,128 million, represented a growth of 0.7% over the corresponding quarter last year. The EBITDA for the quarter was Rs 3,542 million compared to Rs 4,085 million in the corresponding prior year quarter, a decrease of 13.3%. The EBITDA margin for this segment was 38.8% for the quarter ended December 31, 2011. The EBIT for the quarter ended December 31, 2011 was Rs 1,287 million.

Capital Expenditure

During the quarter ended December 31, 2011, the company incurred a capital expenditure of Rs 1,510 million on its Telemedia Services.

Digital TV Services

Customer Base and ARPU

At the end of the quarter ended December 31, 2011, the company had its Digital TV operations in 587 districts. The number of customers stood at 7.1 million customers as on December 31, 2011. The ARPU for the quarter was Rs 160 (US\$ 3.2) per month.

Revenues, EBITDA and EBIT

For the quarter ended December 31, 2011, the revenues from Digital TV operations of Rs 3,327 million, represented a growth of 55.9% over the corresponding quarter last year. The EBITDA for the quarter was Rs 90 million representing a growth of 160.2% over the corresponding quarter last year. The EBITDA margin for this segment was 2.7% for the quarter ended December 31, 2011.

Capital Expenditure

During the quarter ended December 31, 2011, the company incurred a capital expenditure of Rs 1,503 million on its Digital TV Services.

B2B Services – India & South Asia

Enterprise Services

Revenues, EBITDA and EBIT

The revenues for the quarter ended December 31, 2011 for Enterprise services stood at Rs 11,881 million, a growth of 12.7% over the corresponding quarter last year. The revenue from this segment contributed to 9.0% of the total revenues of India & South Asia. The EBITDA during the quarter ended December 31, 2011 was Rs 2,008 million, a

decline of 13.0% over the corresponding quarter last year. The EBITDA margin for the quarter ended December 31, 2011 was 16.9%. The EBIT for the quarter ended December 31, 2011 was Rs 713 million as compared to Rs 1,178 million for the quarter ended December 31, 2010, a decline of 39.4%.

Capital Expenditure

During the quarter ended December 31, 2011, the company incurred a capital expenditure of Rs 458 million on its Enterprise Services.

Passive Infrastructure Services

Revenues, EBITDA and EBIT

The revenues for the quarter ended December 31, 2011 for its Passive Infrastructure Services were Rs 24,393 million a growth of 11.0% over the corresponding quarter last year. The EBITDA during the quarter ended December 31, 2011 was Rs 9,110 million representing a growth of 7.3% over the quarter ended December 31, 2010. The EBITDA margin for the quarter ended December 31, 2011 was 37.3%. The EBIT for the quarter ended December 31, 2011 was Rs 3,758 million as compared to Rs 3,558 million for the quarter ended December 31, 2010, a growth of 5.6%.

Capital Expenditure

During the quarter ended December 31, 2011, the company incurred a capital expenditure of Rs 2,440 million on its Passive Infrastructure Services.

Towers and Sharing Operators – Infratel

As at the end of the quarter, the company had 33,203 towers. Tenancy ratio for the quarter ended December 31, 2011 was 1.81 times.

Towers and Sharing Operators – Indus Towers

As at the end of the quarter, the company had 109,101 towers. Tenancy ratio for the quarter ended December 31, 2011 was 1.91 times.

Mobile Services - Africa

Customer Base, ARPU and MoU

At the end of the quarter the company had 50.9 million GSM mobile customers on its network. During the quarter, the company added 2.5 million customers. The ARPU for the quarter was US\$ 7.1 per month. The blended monthly usage per customer, during the quarter was at 125 minutes.

Non voice revenue, which includes Voice Mail Service, Call Management, Airtel Talkies and other value added services like Hello Tunes, Music on Demand and Airtel Live contributed to approximately 8.0% of the total revenues of the segment.

Revenues, EBITDA and EBIT

During the quarter, the revenue for Africa's Operation's was US\$ 1,057 million, a growth of 16.1% over the corresponding quarter last year. EBITDA was US\$ 282 million (EBITDA margin 26.7%), a growth of 62.3% over the corresponding quarter last year. The EBIT for the quarter ended December 31, 2011 was US\$ 58 million representing a growth of 923.3% over the corresponding quarter last year.

Capital Expenditure

During the quarter ended December 31, 2011, the company incurred a capital expenditure of US \$ 265 million on its African Operation.

5.4 Bharti's Three Line Graph

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

The parameters considered for the three-line graph are:

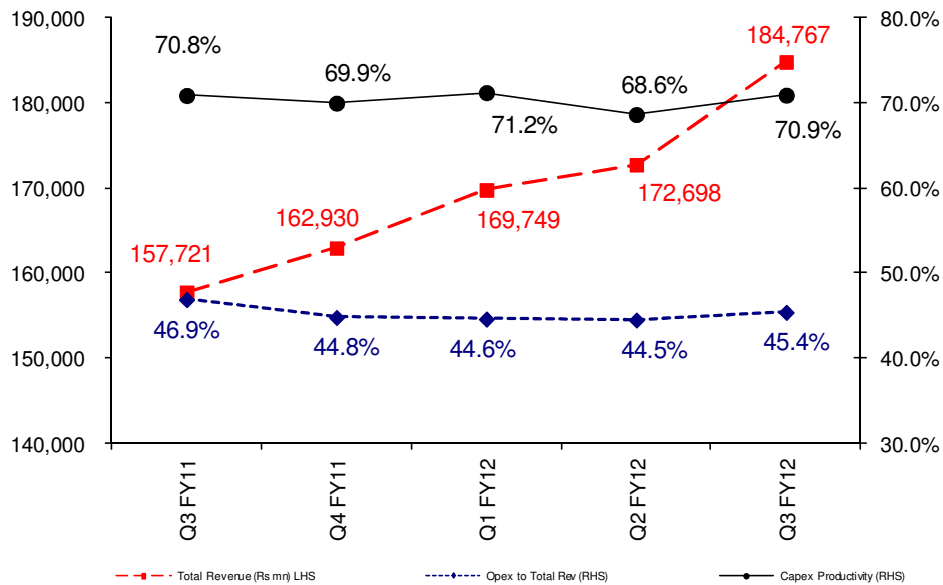
1. Total Revenues i.e. absolute turnover/sales
2. Opex Productivity – operating expenses divided by the total revenues for the respective period. Operating expenses is the sum of (i) equipment costs (ii) employee costs (iii) network operations costs & (iv) selling, general and administrative costs. This 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.

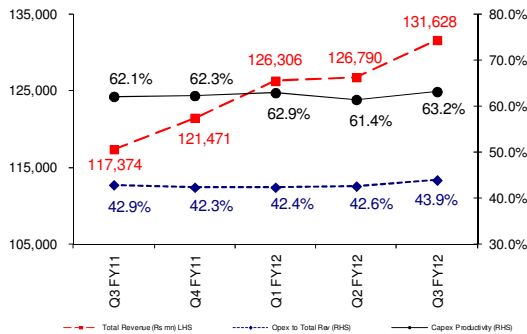
The company believes that as long as the absolute revenues keep increasing periodically, opex productivity stabilizes or keeps coming down and capex productivity keeps improving, the company's overall financial health can be tracked.

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

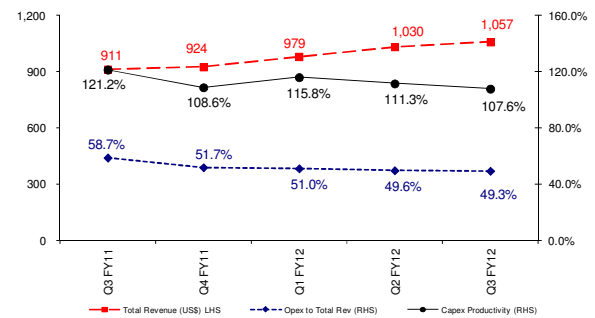
5.4.1 Bharti Airtel Consolidated



5.4.2 Bharti Airtel - India & South Asia



5.4.3 Bharti Airtel – Africa



SECTION 6

STOCK MARKET HIGHLIGHTS

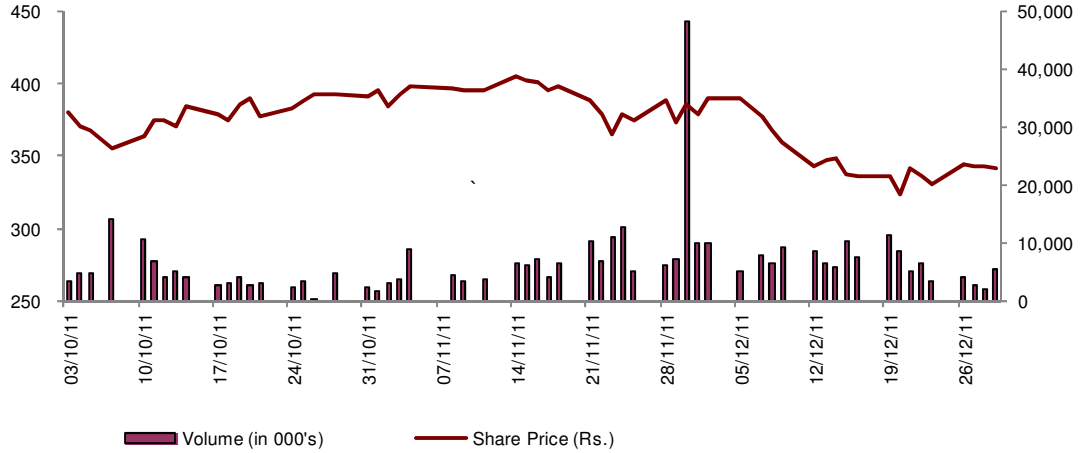
6.1 General Information

Shareholding and Financial Data	Unit	
Code/Exchange		532454/BSE
Bloomberg/Reuters		BHARTI IN/BRTI.BO
No. of Shares Outstanding (30/12/11)	Mn Nos	3,797.53
Closing Market Price - BSE (30/12/11)	Rs /Share	342.90
Combined Volume (NSE & BSE) (01/10/11-30/12/11)	Nos in Mn/day	6.54
Combined Value (NSE & BSE) (01/10/11-30/12/11)	Rs bn /day	2.42
Market Capitalization	Rs bn	1,302
Market Capitalization	US\$ bn	24.45
Book Value Per Equity Share	Rs /share	129.5
Market Price/Book Value	Times	2.65
Enterprise Value	Rs bn	1,980
Enterprise Value	US\$ bn	37.17
Enterprise Value/ Annualised Q3 Revenue	Times	2.68
Enterprise Value/ Annualised Q3 EBITDA	Times	8.31

6.2 Summarized Shareholding pattern as of December 31, 2011

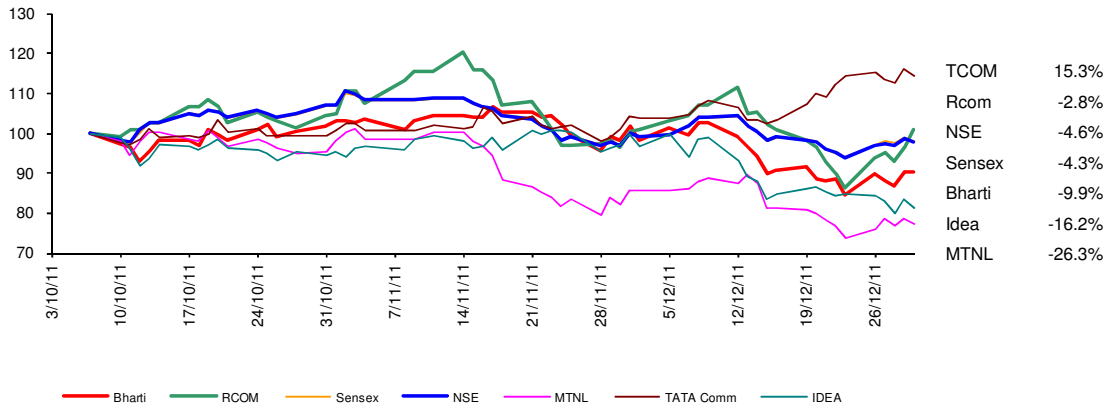
Category	Number of Shares	%
Promoter & Promoter Group		
Indian	1,735,453,890	45.70%
Foreign	865,673,286	22.80%
Sub total	2,601,127,176	68.50%
Public Shareholding		
Institutions	975,801,498	25.70%
Non-institutions	220,601,422	5.80%
Sub total	1,196,402,920	31.50%
Total	3,797,530,096	100.00%

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



Source: Bloomberg

SECTION 7

DETAILED FINANCIAL AND RELATED INFORMATION

7.1 Extracts from Audited Condensed Consolidated Interim Financial Statements prepared in accordance with International Financial Reporting Standards (IFRS)

7.1.1 Consolidated Statement of Income

Particulars	Quarter Ended			Nine Months Ended		
	Dec 2011	Dec 2010	Y-on-Y Growth	Dec 2011	Dec 2010	Y-on-Y Growth
	<i>Amount in Rs mn, except ratios</i>					
Revenue	184,767	157,721	17%	527,214	432,453	22%
Other operating income	311	97	221%	456	523	-13%
Operating expenses	(125,494)	(107,746)	16%	(352,876)	(287,088)	23%
Depreciation & amortisation	(35,845)	(27,107)	32%	(98,998)	(72,364)	37%
Profit / (Loss) from operations	23,739	22,965	3%	75,796	73,524	3%
Share of results of associates	(56)	-		(56)	(56)	
Profit / (Loss) before interest and tax	23,683	22,965	3%	75,740	73,468	3%
Finance income	925	386	140%	4,085	5,835	-30%
Finance costs	(8,802)	(7,856)	12%	(31,698)	(20,822)	52%
Profit / (Loss) before tax	15,806	15,495	2%	48,127	58,481	-18%
Income tax income/(expense)	(5,585)	(3,366)	66%	(15,626)	(12,794)	22%
Net income / (loss) for the period	10,221	12,129	-16%	32,501	45,687	-29%
Income Attributable to :						
Equity holders of the parent	10,113	13,033	-22%	32,535	46,461	-30%
Non controlling interests	108	(904)	-112%	(34)	(774)	-96%
Net Income / (Loss)	10,221	12,129	-16%	32,501	45,687	-29%
Earning Per Share						
Basic, profit attributable to equity holders of parent (In Rs)	2.66	3.43		8.57	12.24	
Diluted, profit attributable to equity holders of parent (In Rs)	2.66	3.43		8.57	12.24	

7.1.2 Consolidated Statement of Comprehensive Income

Particulars	Quarter Ended			Nine Months Ended		
	Dec 2011	Dec 2010	Y-on-Y Growth	Dec 2011	Dec 2010	Y-on-Y Growth
	<i>Amount in Rs mn, except ratios</i>					
Net income / (loss) for the period	10,221	12,129	-16%	32,501	45,687	-29%
Exchange differences on translation of foreign operations	(3,074)	(3,425)	-10%	(24,422)	6,211	-493%
Total comprehensive income / (loss) for the period, net of tax	7,147	8,704	-18%	8,079	51,898	-84%
Total comprehensive income / (loss) attributable to :						
Equity holders of the parent	7,336	9,699	-24%	8,381	53,052	-84%
Non controlling interests	(189)	(995)	-81%	(302)	(1,154)	-74%
Total Comprehensive Income / (Loss)	7,147	8,704	-18%	8,079	51,898	-84%

7.1.3 Consolidated Statement of Financial Position

Particulars	<i>Amount in Rs mn</i>	
	As at Dec 31, 2011	As at Mar 31, 2011
Assets		
Non-current assets		
Property, plant and equipment	691,382	651,426
Intangible assets	678,721	637,317
Investment in associates	42	-
Derivative financial assets	6,274	1,998
Other financial assets	17,616	7,930
Other non - financial assets	11,203	9,255
Deferred tax asset	51,832	45,061
	1,457,070	1,352,987
Current assets		
Inventories	1,833	2,139
Trade and other receivable	65,799	54,929
Derivative financial assets	1,150	2,682
Prepayments and other assets	33,168	30,504
Income tax recoverable	8,093	5,280
Short term investments	28,930	6,224
Other financial assets	1,163	744
Cash and cash equivalents	18,563	9,575
	158,699	112,077
Total assets	1,615,769	1,465,064
Equity and liabilities		
Equity		
Issued capital	18,988	18,988
Treasury shares	(346)	(268)
Share premium	56,499	56,499
Retained earnings / (deficit)	385,623	357,446
Foreign currency translation reserve	(10,136)	14,018
Other components of equity	41,105	40,985
Equity attributable to equity holders of parent	491,733	487,668
Non-controlling interest	27,764	28,563
Total equity	519,497	516,231
Non-current liabilities		
Borrowing	507,405	532,338
Deferred revenue	8,177	8,700
Provisions	7,077	6,085
Derivative financial liabilities	362	151
Deferred tax liability	12,513	12,487
Other financial liabilities	18,447	13,856
Other non - financial liabilities	5,802	5,371
	559,783	578,988
Current liabilities		
Borrowing	219,308	84,370
Deferred revenue	35,934	30,599
Provisions	1,172	1,180
Other non - financial liabilities	14,592	10,053
Derivative financial liabilities	136	317
Income tax liabilities	7,566	3,642
Trade & other payables	257,781	239,684
	536,489	369,845
Total liabilities	1,096,272	948,833
Total equity and liabilities	1,615,769	1,465,064

7.1.4 Consolidated Statement of Cash Flows

Particulars	Amount in Rs mn	
	Quarter Ended Dec 31, 2011	Nine Months Ended Dec 31, 2011
Cash flows from operating activities		
Profit before tax	15,806	48,127
Adjustments for -		
Depreciation and amortization	35,845	98,998
Finance income	(925)	(4,085)
Finance cost	8,802	31,698
Share of results of associated companies (post tax)	56	56
Amortization of stock based compensation	58	586
Other non-cash items	329	1,294
Operating cash flow before changes in assets and liabilities	59,971	176,674
Trade & other receivables and prepayments	(4,684)	(13,589)
Inventories	418	206
Trade and other payables	3,872	32,570
Change in provision	(615)	218
Other financial and non financial liabilities	987	5,474
Other financial and non financial assets	(709)	(2,375)
Cash generated from operations	59,240	199,178
Interest received	109	385
Income tax paid	(6,538)	(20,474)
Net cash inflow from operating activities	52,811	179,089
Cash flows from investing activities		
Proceeds/(Purchase) of property, plant and equipment	(30,905)	(106,128)
Purchase of intangible assets	(330)	(4,990)
Short term investments (Net)	(15,970)	(22,409)
Investment in subsidiary, net of cash acquired	212	(24,985)
Investment in associates	24	(98)
Loan to associates	(122)	(122)
Loan repayment received from associates	210	210
Net cash outflow from investing activities	(46,881)	(158,522)
Cash flows from financing activities		
Proceeds from issuance of borrowings	34,889	117,806
Repayment of borrowings	(21,803)	(102,578)
Short term borrowings (net)	(10,940)	(3,240)
Advance against equity	-	-
Purchase of Treasury stock	(215)	(544)
Interest paid	(9,994)	(25,100)
Proceeds from exercise of stock options	56	165
Dividend paid (including tax) to Company's shareholders	-	(4,411)
Dividend paid (including tax) to non - controlling interests	(131)	(157)
Net cash inflow / (outflow) from financing activities	(8,137)	(18,059)
Net (decrease) / increase in cash and cash equivalents during the period	(2,207)	2,508
Effect of exchange rate changes on cash and cash equivalents	(421)	(187)
Add : Balance as at the Beginning of the period	10,957	6,008
Balance as at the end of the period	8,329	8,329

Note 14: Cash and Cash Equivalents is excluding bank overdraft

7.2 Schedules to Financial Statements

7.2.1 India & South Asia

7.2.1.1 Schedule of Operating Expenses

Particulars	Amount in Rs mn	
	Quarter Ended Dec 31, 2011	Nine Months Ended Dec 31, 2011
Access charges	15,371	43,812
Licence fees, revenue share & spectrum charges	13,371	38,943
Network operations costs	32,636	93,327
Cost of goods sold	557	1,096
Employee costs	4,532	14,926
Selling, general and administration expense	20,099	55,959
Operating Expenses	86,566	248,063

7.2.1.2 Schedule of Depreciation & Amortisation

Particulars	Amount in Rs mn	
	Quarter Ended Dec 31, 2011	Nine Months Ended Dec 31, 2011
Fixed Assets	21,796	62,341
Licence Fees	1,843	5,473
Intangibles	853	2,415
Depreciation and Amortization	24,492	70,229

7.2.1.3 Schedule of Finance Cost

Particulars	Amount in Rs mn	
	Quarter Ended Dec 31, 2011	Nine Months Ended Dec 31, 2011
Interest on borrowings	3,043	8,271
Finance Charges	856	2,959
Investment Income	(664)	(1,629)
Derivatives and exchange fluctuation	486	212
Finance cost (net)	3,721	9,812

7.2.1.4 Schedule of Income Tax

Particulars	Amount in Rs mn	
	Quarter Ended Dec 31, 2011	Nine Months Ended Dec 31, 2011
Current tax expense	4,481	13,579
Deferred tax expense / (income)	(341)	(114)
Income tax expense	4,140	13,465

7.2.2 Africa

7.2.2.1 Schedule of Operating Expenses

Particulars	Amount in US\$ mn	
	Quarter Ended Dec 31, 2011	Nine Months Ended Dec 31, 2011
Access charges	216	612
Licence fees, revenue share & spectrum charges	41	127
Network operations costs	161	490
Cost of goods sold	14	43
Employee costs	81	257
Selling, general and administration expense	263	740
Operating Expenses	776	2,269

7.2.1.2 Schedule of Depreciation & Amortisation

Particulars	Amount in US\$ mn	
	Quarter Ended Dec 31, 2011	Nine Months Ended Dec 31, 2011
Fixed Assets	140	304
Licence Fees	11	33
Intangibles	73	273
Depreciation and Amortization	224	610

7.2.1.3 Schedule of Finance Cost

Particulars	Amount in US\$ mn	
	Quarter Ended Dec 31, 2011	Nine Months Ended Dec 31, 2011
Interest on borrowings - Acquisition Facility	45	132
Interest on borrowings - Operations	44	126
Finance Charges	8	41
Investment Income	(2)	(3)
Derivatives and exchange fluctuation	(11)	89
Finance cost (net)	83	385

7.2.1.4 Schedule of Income Tax

Particulars	Amount in US\$ mn	
	Quarter Ended Dec 31, 2011	Nine Months Ended Dec 31, 2011
Current tax expense	49	128
Deferred tax expense / (income)	(21)	(85)
Income tax expense	28	43

7.3 Schedule of Net Debt

<i>Amount in Rs mn</i>	
Particulars	As at Dec 31, 2011
Long term debt, net of current portion	507,405
Short-term borrowings and current portion of long-term debt	219,309
Less:	
Cash and Cash Equivalents	18,563
Restricted Cash	1,163
Restricted Cash, non-current	430
Short term investments	28,930
Net Debt	677,628

<i>Amount in US \$ mn</i>	
Particulars	As at Dec 31, 2011
Long term debt, net of current portion	9,526
Short-term borrowings and current portion of long-term debt	4,117
Less:	
Cash and Cash Equivalents	348
Restricted Cash	22
Restricted Cash, non-current	8
Short term investments	543
Net Debt	12,722

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 IFRS, 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 IFRS	Location in this results announcement of reconciliation and further information
Earnings before Interest, Taxation, Depreciation and Amortization (EBITDA)	Profit / (Loss) from Operating Activities	Page 32
Earnings before Interest and Taxation (EBIT)	Profit / (Loss) from Operating Activities	Page 32
Capex	NA	NA
Operating Free Cash flow	NA	NA
Cumulative investments	NA	NA

7.3.1 Reconciliation of Non-GAAP financial information based on IFRS

Particulars	<i>Amount in Rs mn</i>	
	Quarter Ended Dec 2011	Nine Months Ended Dec 2011
Profit / (Loss) from Operating Activities To EBITDA		
Profit / (Loss) from Operating Activities	23,739	75,796
Add: Depreciation and Amortization	35,845	98,998
EBITDA	59,584	174,794
Profit / (Loss) from Operating Activities to Cash Profit from Operations after Derivative & Exchange Fluctuation		
Profit / (Loss) from Operating Activities	23,739	75,796
Add: Depreciation and Amortization	35,845	98,998
Add: Finance income	925	4,085
Less: Finance expense	8,802	31,698
Cash Profit from Operations	51,707	147,181

ANNEXURE – TRENDS AND POLICIES

A.1 Trends & Ratio Analysis

A.1.1 Based on Statement of Operations

Consolidated

Amount in Rs mn

Parameters	For the Quarter Ended				
	Dec-11	Sep-11	Jun-11	Mar-11	Dec-10
Total Revenues	184,767	172,698	169,749	162,930	157,721
Access and interconnection charges	26,235	23,310	22,158	21,379	20,273
Operating Expenses (Excl Access Charges & License Fee)	83,826	76,794	75,672	72,945	73,913
Licence Fee	15,434	14,508	14,939	13,887	13,561
EBITDA	59,584	58,151	57,058	54,830	50,072
Cash profit from operations after Derivative and Exchange Fluctuations	51,707	46,966	48,508	48,004	42,603
Profit / (Loss) before tax	15,806	15,126	17,195	18,302	15,495
Net income	10,113	10,270	12,152	14,007	13,033

	Dec-11	Sep-11	Jun-11	Mar-11	Dec-10
As a % of Total Revenues					
Access and interconnection charges	14.2%	13.5%	13.1%	13.1%	12.9%
Operating Expenses (Excl Access Charges & License Fee)	45.4%	44.5%	44.6%	44.8%	46.9%
Licence Fee	8.4%	8.4%	8.8%	8.5%	8.6%
EBITDA	32.2%	33.7%	33.6%	33.7%	31.7%
Cash profit from operations after Derivative and Exchange Fluctuations	28.0%	27.2%	28.6%	29.5%	27.0%
Profit / (Loss) before tax	8.6%	8.8%	10.1%	11.2%	9.8%
Net income	5.5%	5.9%	7.2%	8.6%	8.3%

India & South Asia

Amount in Rs mn

Parameters	For the Quarter Ended				
	Dec-11	Sep-11	Jun-11	Mar-11	Dec-10
Total Revenues	131,628	126,790	126,306	121,471	117,374
Access and interconnection charges	15,371	14,594	13,847	13,127	12,912
Operating Expenses (Excl Access Charges & License Fee)	57,824	53,991	53,493	51,435	50,310
Licence Fee	13,371	12,547	13,025	12,344	11,904
EBITDA	45,225	45,728	46,006	44,674	42,344
Cash profit from operations after Derivative and Exchange Fluctuations	41,503	42,209	43,435	42,985	40,833
Profit / (Loss) before tax	16,955	19,005	20,902	21,831	21,771
Net income	12,703	14,519	15,167	18,169	18,282

	Dec-11	Sep-11	Jun-11	Mar-11	Dec-10
As a % of Total Revenues					
Access and interconnection charges	11.7%	11.5%	11.0%	10.8%	11.0%
Operating Expenses (Excl Access Charges & License Fee)	43.9%	42.6%	42.4%	42.3%	42.9%
Licence Fee	10.2%	9.9%	10.3%	10.2%	10.1%
EBITDA	34.4%	36.1%	36.4%	36.8%	36.1%
Cash profit from operations after Derivative and Exchange Fluctuations	31.5%	33.3%	34.4%	35.4%	34.8%
Profit / (Loss) before tax	12.9%	15.0%	16.5%	18.0%	18.5%
Net income	9.7%	11.5%	12.0%	15.0%	15.6%

Africa

Amount in US\$ mn

Parameters	For the Quarter Ended				
	Dec-11	Sep-11	Jun-11	Mar-11	Dec-10
Total Revenues	1,057	1,030	979	924	911
Access and interconnection charges	216	206	191	187	167
Operating Expenses (Excl Access Charges & License Fee)	521	511	499	478	534
Licence Fee	41	43	43	34	36
EBITDA	282	270	246	225	174
Cash profit from operations after Derivative and Exchange Fluctuations	198	102	113	111	40
Profit / (Loss) before tax	(26)	(87)	(83)	(78)	(141)
Net income	(52)	(95)	(68)	(92)	(119)

Parameters	For the Quarter Ended				
	Dec-11	Sep-11	Jun-11	Mar-11	Dec-10
Exchange Fluctuation Impact					
Reported revenues (US \$)	1,057	1,030	979	924	911
a. QoQ growth (%)	2.62%	5.27%	5.94%	1.41%	
b. Impact of exchange fluctuation (%) ¹⁵	-2.24%	-1.74%	0.37%	-1.01%	
c. QoQ growth in constant currency (%) (a - b)	4.86%	7.01%	5.57%	2.41%	
Revenues in constant currency (US \$) ¹⁶	1057	1008	942	893	872

Note: 15 Based on QoQ variation and weighted on the revenues of each country for the current quarter

Note: 16 Revenues for all prior periods restated at the average exchange rates of each country for the latest quarter i.e Dec 11.

	Dec-11	Sep-11	Jun-11	Mar-11	Dec-10
As a % of Total Revenues					
Access and interconnection charges	20.4%	20.0%	19.5%	20.2%	18.3%
Operating Expenses (Excl Access Charges & License Fee)	49.3%	49.6%	51.0%	51.7%	58.7%
Licence Fee	3.9%	4.2%	4.4%	3.7%	3.9%
EBITDA	26.7%	26.2%	25.2%	24.3%	19.1%
Cash profit from operations after Derivative and Exchange Fluctuations	18.7%	9.9%	11.5%	12.1%	4.4%
Profit / (Loss) before tax	-2.5%	-8.5%	-8.5%	-8.4%	-15.5%
Net income	-5.0%	-9.2%	-6.9%	-9.9%	-13.0%

A.1.2 Financial Trends of Business Operations

Mobile Services India & South Asia - Comprises of Consolidated Statement of Operations of Mobile Services India & South Asia.

Amount in Rs mn except ratios

Particulars	Quarter Ended				
	Dec 2011	Sept 2011	June 2011	March 2011	Dec. 2010
Total revenues	101,764	97,827	98,404	95,224	91,620
EBITDA	34,431	32,926	33,614	31,970	31,914
<i>EBITDA / Total revenues</i>	<i>33.8%</i>	<i>33.7%</i>	<i>34.2%</i>	<i>33.6%</i>	<i>34.8%</i>
EBIT	20,176	19,775	20,853	20,557	21,472
Capex	1,838	12,011	13,452	16,699	16,877
Operating Free Cash Flow	32,594	20,914	20,162	15,270	15,037
Cumulative Investments	638,940	631,215	619,273	606,338	590,298

Telemedia Services

Amount in Rs mn except ratios

Particulars	Quarter Ended				
	Dec 2011	Sept 2011	June 2011	March 2011	Dec. 2010
Total revenues	9,128	9,528	9,457	9,178	9,068
EBITDA	3,542	4,213	4,304	4,195	4,085
<i>EBITDA / Total revenues</i>	<i>38.8%</i>	<i>44.2%</i>	<i>45.5%</i>	<i>45.7%</i>	<i>45.0%</i>
EBIT	1,287	2,126	2,220	2,149	2,030
Capex	1,510	1,348	3,113	2,322	1,963
Operating Free Cash Flow	2,032	2,865	1,191	1,873	2,122
Cumulative Investments	126,857	124,905	123,087	119,691	117,029

Digital TV Services

Amount in Rs mn except ratios

Particulars	Quarter Ended				
	Dec 2011	Sept 2011	June 2011	March 2011	Dec. 2010
Total revenues	3,327	3,135	2,934	2,555	2,133
EBITDA	90	116	50	158	(150)
<i>EBITDA / Total revenues</i>	<i>2.7%</i>	<i>3.7%</i>	<i>1.7%</i>	<i>6.2%</i>	<i>-7.0%</i>
EBIT	(1,955)	(1,806)	(1,494)	(1,460)	(1,222)
Capex	1,503	2,610	3,014	1,987	3,881
Operating Free Cash Flow	(1,413)	(2,494)	(2,964)	(1,829)	(4,031)
Cumulative Investments	32,586	31,522	29,294	26,918	24,923

Enterprise Services

Amount in Rs mn except ratios

Particulars	Quarter Ended				
	Dec 2011	Sept 2011	June 2011	March 2011	Dec. 2010
Total revenues	11,881	11,042	10,410	10,221	10,546
EBITDA	2,008	2,371	2,303	2,661	2,307
<i>EBITDA / Total revenues</i>	<i>16.9%</i>	<i>21.5%</i>	<i>22.1%</i>	<i>26.0%</i>	<i>21.9%</i>
EBIT	713	1,051	683	1,431	1,178
Capex	458	116	295	450	827
Operating Free Cash Flow	1,550	2,255	2,008	2,211	1,481
Cumulative Investments	44,404	43,676	41,405	40,945	41,122

Passive Infrastructure services - Bharti Infratel Ltd and proportionate consolidation of 42% of Indus.

Amount in Rs mn except ratios

Particulars	Quarter Ended				
	Dec 2011	Sept 2011	June 2011	March 2011	Dec. 2010
Total revenues	24,393	23,766	22,767	22,010	21,972
EBITDA	9,110	8,902	8,585	8,156	8,487
<i>EBITDA / Total revenues</i>	<i>37.3%</i>	<i>37.5%</i>	<i>37.7%</i>	<i>37.1%</i>	<i>38.6%</i>
EBIT	3,758	3,520	3,433	2,672	3,558
Capex	2,440	3,743	4,115	5,716	5,666
Operating Free Cash Flow	6,670	5,159	4,470	2,440	2,821
Cumulative Investments	231,533	229,486	226,043	222,371	216,615

Others

Amount in Rs mn

Particulars	Quarter Ended				
	Dec 2011	Sept 2011	June 2011	March 2011	Dec. 2010
Total revenues	666	859	791	790	690
EBITDA	(3,139)	(1,969)	(2,067)	(1,724)	(3,584)
EBIT	(3,243)	(2,118)	(2,214)	(1,826)	(3,753)
Capex	66	787	726	995	38
Operating Free Cash Flow	(3,205)	(2,756)	(2,793)	(2,719)	(3,622)
Cumulative Investments	9,690	9,322	8,523	7,808	6,806

Africa - Comprises of 16 country operations in Africa.

Amount in US\$ mn except ratios

Particulars	Quarter Ended				
	Dec 2011	Sept 2011	June 2011	March 2011	Dec. 2010
Total revenues	1,057	1,030	979	924	911
EBITDA	282	270	246	225	174
<i>EBITDA / Total revenues</i>	<i>26.7%</i>	<i>26.2%</i>	<i>25.2%</i>	<i>24.3%</i>	<i>19.1%</i>
EBIT	58	81	50	36	(7)
Capex	265	575	420	382	306
Operating Free Cash Flow	17	(305)	(173)	(157)	(133)
Cumulative Investments	13,049	12,889	13,017	12,959	12,399

A.1.3 Based on Statement of Financial Position

Consolidated

Amount in Rs mn

Parameters	As at				
	Dec-11	Sep-11	Jun-11	Mar-11	Dec-10
Equity attributable to equity holders of parent	491,733	484,486	498,458	487,668	467,838
Net Debt	677,628	644,298	600,186	599,512	598,477
Net Debt (US \$)	12,722	13,169	13,421	13,427	13,356
Capital Employed = Equity attributable to equity holders of parent + Net Debt	1,169,361	1,128,784	1,098,644	1,087,180	1,066,315

Parameters	Dec-11	Sep-11	Jun-11	Mar-11	Dec-10
Return on Equity attributable to equity holders of parent (LTM)	9.5%	10.3%	11.8%	13.3%	15.4%
Return on Capital Employed (LTM)	7.3%	7.9%	8.2%	9.2%	11.2%
Net Debt to EBITDA (LTM) - US \$	2.58	2.70	2.85	2.95	3.04
Net Debt to EBITDA (Annualised) - US \$	2.56	2.59	2.63	2.95	3.01
Assets Turnover ratio (LTM)	64.8%	61.8%	59.2%	58.0%	61.0%
Interest Coverage ratio (times)	8.08	8.74	9.62	10.11	10.02
Net debt to Equity attributable to equity holders of parent (Times)	1.38	1.33	1.20	1.23	1.28
Per share data (for the period)					
Net profit/(loss) per common share (in Rs)	2.66	2.71	3.20	3.69	3.43
Net profit/(loss) per diluted share (in Rs)	2.66	2.71	3.20	3.69	3.43
Book Value Per Equity Share (in Rs)	129.5	127.6	131.3	128.4	123.2
Market Capitalization (Rs. bn)	1,302	1,436	1,501	1,358	1,361
Enterprise Value (Rs. bn)	1,980	2,080	2,101	1,957	1,960

A.1.4 Operational Performance – India

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Jun 30, 2011	Mar. 31, 2011	Dec. 31, 2010
Customers	000's	186,039	182,725	178,771	171,162	160,685
Mobile Services						
Customers	000's	175,653	172,783	169,187	162,203	152,495
VLR	%	90.0%	88.6%	88.8%	90.7%	91.8%
Net Additions	000's	2,870	3,595	6,984	9,708	9,203
Prepaid Customers as a % of total customers	%	96.3%	96.3%	96.3%	96.3%	96.2%
Average Revenue Per User (ARPU)	Rs	187	183	190	194	199
Average Revenue Per User (ARPU)	US\$	3.7	4.0	4.3	4.3	4.4
Average Rate Per Minute (ARPM)	Paisa	44.6	43.2	42.8	43.3	44.3
Average Minutes of Use Per User	Min	419	423	445	449	449
Monthly Churn	%	7.9%	7.2%	6.4%	7.6%	7.8%
Non Voice Revenue as a % of mobile revenues	%	14.3%	14.5%	14.6%	15.0%	13.8%
<i>SMS Revenue as a % of total mobile revenues</i>	%	<i>9.0%</i>	<i>9.5%</i>	<i>8.9%</i>	<i>9.4%</i>	<i>8.6%</i>
Telemedia Services						
Customers	000's	3,317	3,328	3,322	3,296	3,257
Net Additions	Nos	(11,026)	6,585	25,818	38,576	41,055
Average Revenue Per User (ARPU)	Rs	916	955	952	934	934
Average Revenue Per User (ARPU)	US\$	18.1	20.9	21.3	20.6	20.7
Non Voice Revenue as a % of Telemedia Revenues	%	54.8%	52.1%	52.0%	47.3%	45.8%
Digital TV Services						
Digital TV Customers	000's	7,069	6,614	6,262	5,663	4,932
Net additions	000's	455	352	600	730	1,033
Average Revenue Per User (ARPU)	Rs	160	161	163	161	160
Average Revenue Per User (ARPU)	US\$	3.2	3.5	3.7	3.6	3.6
Monthly Churn	%	1.2%	1.2%	0.7%	0.7%	0.4%

A.1.5 Traffic Trends - India

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Jun 30, 2011	Mar. 31, 2011	Dec. 31, 2010
Mobile Services	Mn Min	219,152	217,408	221,560	211,822	199,146
Telemedia Services	Mn Min	4,186	4,598	4,570	4,535	4,598
National Long Distance Services	Mn Min	20,551	20,305	19,878	19,542	18,063
International Long Distance Services	Mn Min	3,529	3,519	3,119	3,047	3,192
Total Minutes on Network (Gross)	Mn Min	247,418	245,831	249,127	238,947	225,000
Eliminations	Mn Min	(20,904)	(20,660)	(20,272)	(19,985)	(18,514)
Total Minutes on Network (Net)	Mn Min	226,514	225,171	228,854	218,961	206,486

A.1.6 Coverage and Network Trends - India

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Jun 30, 2011	Mar. 31, 2011	Dec. 31, 2010
Mobile Services						
Census Towns	Nos	5,116	5,115	5,114	5,113	5,104
Non-Census Towns & Villages	Nos	453,294	453,148	452,719	452,215	450,293
Population Coverage	%	86.4%	86.3%	86.2%	86.1%	85.8%
Optic Fibre Network	R Kms	154,744	151,719	148,792	144,557	139,541
Sites on Network	Nos	119,044	118,011	117,144	116,261	113,587
Telemedia Services						
Cities covered	Nos	87	87	87	87	87
Enterprise Services						
Submarine cable systems	Nos	7	7	7	7	6
Digital TV Services						
Districts Covered	Nos	587	582	550	531	505
Coverage	%	92%	91%	86%	83%	79%

A.1.7 Passive Infrastructure Services

A.1.7.1 Bharti Infratel Consol

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Jun 30, 2011	Mar. 31, 2011	Dec. 31, 2010
Total Towers ¹⁷	Nos	79,025	78,835	78,689	78,398	77,695
Total Tenancies ¹⁷	Nos	148,777	146,536	144,706	142,039	137,209
Key Indicators						
Sharing Revenue per Sharing Operator per month	Rs	34,290	33,098	33,533	32,828	33,524
Tenancy Ratio	Times	1.87	1.85	1.83	1.79	1.75

Note 17: Total Towers and Tenancies include proportionate consolidation of 42% of Indus Towers.

A.1.7.2 Bharti Infratel Standalone

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Jun 30, 2011	Mar. 31, 2011	Dec. 31, 2010
Total Towers¹⁸	Nos	33,203	33,056	32,942	32,792	32,424
Total Tenancies	Nos	60,512	59,444	58,624	57,645	55,253
Key Indicators						
Sharing Revenue per Sharing Operator per month	Rs	37,623	37,117	36,203	36,599	37,859
Tenancy Ratio	Times	1.81	1.79	1.77	1.73	1.68

Note 18: Total Towers are excluding 35,254 towers in 11 circles for which the right of use has been assigned to Indus with effect from 1st Jan 2009.

A.1.7.3 Indus Towers

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Jun 30, 2011	Mar. 31, 2011	Dec. 31, 2010
Total Towers	Nos	109,101	108,998	108,922	108,586	107,789
Total Tenancies	Nos	210,154	207,361	204,958	200,938	195,133
Key Indicators						
Sharing Revenue per Sharing Operator per month	Rs	32,272	31,112	31,963	30,501	30,847
Tenancy Ratio	Times	1.91	1.89	1.87	1.83	1.80

Note 19: Indus KPIs are on 100% basis.

A.1.8 Human Resource Analysis - India

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Jun 30, 2011	Mar. 31, 2011	Dec. 31, 2010
Consolidated						
Total Employees ²⁰	Nos	15,141	15,611	16,545	16,830	17,152
Number of Customers per employee	Nos	12,287	11,705	10,805	10,170	9,368
Personnel Cost per employee per month	Rs	104,443	116,451	111,741	102,657	100,103
Gross Revenue per employee per month	Rs	2,843,124	2,661,360	2,504,062	2,365,105	2,246,448

Note 20: Total Employee count of India includes proportionate consolidation of 42% of Indus Towers employees.

A.1.9 Operational Performance – Africa

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Jun 30, 2011	Mar. 31, 2011	Dec. 31, 2010
Customers	000's	50,949	48,437	46,306	44,206	42,124
Net Additions	000's	2,512	2,131	2,100	2,082	2,043
Prepaid Customers as a % of total customers	%	99.3%	99.3%	99.3%	99.3%	99.3%
Average Revenue Per User (ARPU)	US\$	7.1	7.3	7.3	7.2	7.3
Average Rate Per Minute (ARPM)	US¢	5.7	5.7	6.0	6.2	6.1
Average Minutes of Use Per User	Min	125	128	121	115	120
Monthly Churn	%	5.4%	6.1%	6.3%	6.2%	5.9%
Non Voice Revenue as a % of mobile revenues	%	8.0%	8.5%	8.4%	7.8%	7.9%
<i>SMS Revenue as a % of total mobile revenues</i>	%	<i>4.4%</i>	<i>5.3%</i>	<i>4.7%</i>	<i>4.5%</i>	<i>4.1%</i>

A.1.10 Traffic Network Trends - Africa

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Jun 30, 2011	Mar. 31, 2011	Dec. 31, 2010
Total Minutes on Network (Net)	Mn Min	18,496	17,950	16,337	14,915	14,904

A.1.11 Coverage and Network Trends - Africa

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Jun 30, 2011	Mar. 31, 2011	Dec. 31, 2010
Sites on Network	Nos	14,112	13,628	12,703	11,912	11,338

A.1.12 Human Resource Analysis - Africa

Parameters	Unit	Dec 31, 2011	Sep 30, 2011	Jun 30, 2011	Mar. 31, 2011	Dec. 31, 2010
Total Employees	Nos	4,773	5,115	5,474	5,687	6,434
Number of Customers per employee	Nos	10,674	9,470	8,459	7,773	6,547
Personnel Cost per employee per month	US\$	5,783	5,154	5,657	5,841	4,921
Gross Revenue per employee per month	US\$	73,835	67,138	59,594	54,155	47,195

A.2 Key Accounting Policies as per IFRS

1. Joint Ventures

A joint venture is a contractual arrangement whereby the Group and other parties undertake an economic activity that is subject to joint control; that is, when the strategic financial and operating policy decisions relating to the activities require the unanimous consent of the parties sharing control. The Group reports its interests in jointly controlled entities using proportionate consolidation. The Group's share of the assets, liabilities, income, expenses and cash flows of jointly controlled entities are combined with the equivalent items in the results on a line-by-line basis in the consolidated financial statements. The financial statements of the joint venture are prepared for the same reporting period as the parent company. Adjustments are made wherever necessary, to bring the accounting policies in line with those of the Group.

Adjustments are made in the Group's consolidated financial statements to eliminate the Group's share of intra-group balances, income and expenses and unrealized gains and losses on transactions between the Group and its jointly controlled entities.

2. Property and equipment

Property 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 capitalized.

Depreciation is recorded on a straight-line basis over the estimated useful lives of the assets.

Assets	Years
Building	20
Network Equipment	3-20
Computer equipment	3
Office, furniture and equipment	2 - 5
Vehicles	3 - 5
Leasehold improvements	Remaining period of the lease or 10/20 years, as applicable, whichever is less
Assets individually costing Rs. 5 thousand or less	1
Customer premises equipment	5 – 6

Land is not depreciated. The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date.

Gains and losses arising from retirement or disposal of property and equipment are determined as the difference between the net disposal proceeds and the carrying amount of the asset and are recognized in the consolidated statement of comprehensive income on the date of retirement and disposal.

Costs of additions and substantial improvements to property and equipment are capitalized. The costs of maintenance and repairs of property and equipment are charged to operating expenses.

3. 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 on acquisition of subsidiaries is disclosed separately. Goodwill arising on accounting for jointly controlled entities or entities in which the Group exercises significant influence is included in investments in the related associates/jointly controlled entities.

Goodwill is initially recognized as an asset at cost and is subsequently measured at cost less any accumulated impairment losses. Goodwill is held in the currency of the acquired entity and revalued to the closing rate at each date of statement of financial position. Goodwill is not subject to amortization but is tested for impairment annually and when circumstances indicate, the carrying value may be impaired. Negative goodwill arising on an acquisition is recognized directly in the statement of comprehensive income.

On disposal of a subsidiary or a jointly controlled entity, the attributable amount of goodwill is included in the determination of the profit or loss recognized in the statement of comprehensive income on disposal.

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.

4. Foreign currency transactions

Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency spot rate of exchange ruling at the reporting date. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions. Gains or losses resulting from foreign currency transactions are included in the consolidated statement of comprehensive income.

The assets and liabilities of foreign operations are translated into functional currency of parent (i.e. INR) at the rate of exchange prevailing at the reporting date and their statements of comprehensive income are translated at average exchange rates prevailing during the period. The exchange differences arising on the translation are recognized in 'foreign currency translation reserve (FCTR)'. Exchange differences arising on a monetary item that forms part of Group entity's net investment in a foreign operation is recognized in profit or loss in the separate financial statements of the Group entity or the individual financial statements of the foreign operation, as appropriate. In the consolidated financial statements, such exchange differences are recognized in other comprehensive income. On disposal of a foreign operation (reduction in percentage ownership interest), the component of FCTR relating to that

particular foreign operation is recognized in the statement of comprehensive income.

5. Capital leases

Lessee accounting

Finance leases, which transfer to the Group substantially all the risks and benefits incidental to ownership of the leased item, are capitalized at the commencement of the lease at the fair value of the leased property or, if lower, at the present value of the minimum lease payments. Lease payments are apportioned between finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are recognized in the statement of comprehensive income.

Amortization of leased assets is computed on straight line basis over the shorter of useful life of the assets or remaining lease period. Amortization charge for capital leases is included in depreciation expense for the period.

Lessor accounting

Assets leased to others under capital leases are recognized as receivables at an amount equal to the net investment in the leased assets. The finance income is recognized based on periodic rate of return on the net investment of the lessor outstanding in respect of the capital lease.

6. Indefeasible right to use (IRU)

The Group enters into agreements for leasing assets under 'Indefeasible right to use' with third parties. Under the arrangement the assets are taken or given on lease over the substantial part of the asset life. However the title to the assets and associated risks are retained by the lessor. Hence, such arrangements are recognized as operating lease. Direct expenditures incurred in connection with agreements are capitalized and expensed over the term of the agreement.

The contracted price is received in advance and is recognized as revenue during the period of the agreement. Unearned IRU revenue net of the amount recognizable within one year is disclosed as unearned income in non-current liabilities and the amount recognizable within one year as unearned income in current liabilities.

Exchange of network capabilities with other telecommunication service providers are recorded as non-monetary transactions and measured at the carrying amount of capacities relinquished, as these exchanges are for similar productive assets used to provide telecommunication services to customers.

7. Impairment of long – lived assets and intangible assets

The Group reviews its long-lived assets, including identifiable intangibles with finite lives, for impairment whenever events or changes in business circumstances

indicate that the carrying amount of assets may not be fully recoverable. Such circumstances include, though are not limited to, significant or sustained declines in revenues or earnings and material adverse changes in the economic climate. For assets that the Group intends to hold for use, if the total of the expected future undiscounted cash flows produced by the asset or asset Group is less than the carrying amount of the assets, a loss is recognized for the difference between the fair value and carrying value of the assets. For assets the Group intends to dispose of by sale, a loss is recognized for the amount by which the estimated fair value, less cost to sell, is less than the carrying value of the assets. Fair value is determined based on quoted market prices, if available, or other valuation techniques including discounted future net cash flows.

8. Revenue recognition

(i) Service revenues

Service revenues include amounts invoiced for usage charges, fixed monthly subscription charges and VSAT/ internet usage charges, roaming charges, activation fees, processing fees and fees for value added services ('VAS'). Service revenues also include revenues associated with access and interconnection for usage of the telephone network of other operators for local, domestic long distance and international calls.

Service revenues are recognized as the services are rendered and are stated net of discounts, waivers and taxes. Revenues from pre-paid cards are recognized based on actual usage. Activation revenue and related activation costs, not exceeding the activation revenue, are deferred and amortized over the estimated customer relationship period. The excess of activation costs over activation revenue, if any, are expensed as incurred. Subscriber acquisition costs are expensed as incurred. On introduction of new prepaid products, processing fees on recharge coupons is being recognized over the estimated customer relationship period or coupon validity period, whichever is lower.

Service revenues from the internet and VSAT business comprise revenues from registration, installation and provision of internet and satellite services. Registration fee and installation charges are deferred and amortized over their expected customer relationship period of 12 months. Service revenue is recognized from the date of satisfactory installation of equipment and software at the customer site and provisioning of internet and satellite services. Revenue from prepaid dialup packs is recognized on an actual usage basis and is net of sales returns and discounts.

Revenues from national and international long distance operations comprise revenue from provision of voice services which are recognized on completion of services while revenue from provision of bandwidth services is recognized over the period of arrangement.

Unbilled receivables represent revenues recognized from the bill cycle date to the end of each month. These are billed in subsequent periods based on the terms of the billing plans.

Unearned income includes amounts received in advance on pre-paid cards and advance monthly rentals on post-paid. The related services are expected to be performed within the next operating cycle.

(ii) Equipment sales

Equipment sales consist primarily of revenues from sale of VSAT and internet equipment (hardware) and related accessories to subscribers. Equipment sales are treated as activation revenue and are deferred and amortized over the customer relationship period.

(iii) Multiple element arrangements

The Group has entered into certain multiple-element revenue arrangements. These arrangements involve the delivery or performance of multiple products, services or rights to use assets including VSAT and internet equipment, internet and satellite services, set top boxes and subscription fees on DTH, indefeasible right to use and hardware and equipment maintenance. The Group evaluates all deliverables in an arrangement to determine whether they represent separate units of accounting at the inception of the arrangement in accordance "Revenue Arrangements with Multiple Deliverables" applying the hierarchy in IAS 8.12.

Revenue is determined for each of the units of accounting on the basis of their fair values. Arrangements involving the delivery of bundled products or services shall be separated into individual elements, each with own separate revenue contribution. Total arrangement consideration related to the bundled contract is allocated among the different elements based on their relative fair values (i.e., a ratio of the fair value of each element to the aggregated fair value of the bundled deliverables is generated). Where the Group has determined that the fair value of individual element is not ascertainable, equipment sales for these these arrangements are deferred and amortized over the term of the arrangement.

9. License fees

Acquired licenses are shown at historical cost. Licenses acquired in a business combination are recognized at fair value at the acquisition date. License and spectrum entry fees are measured at cost less accumulated amortization. Amortization is charged to the statement of comprehensive income on a straight-line basis over the period of the license from the date of commencement of commercial operations in the respective jurisdiction and is disclosed as components of depreciation and amortization. The amortization period is determined primarily by reference to the unexpired license period.

Group's shares of licenses acquired under business combination are accounted for at their respective fair values as at the date of acquisition. The amounts are amortized on a straight-line basis over the remaining period of the license from the date of acquisition of respective circles.

The revenue-share fee on license and spectrum is computed as per the licensing agreement and is expensed as incurred.

10. Other intangible assets

Other intangible assets comprising enterprise resource planning software, bandwidth capacities, brands, customer relationships, distribution networks, licenses and non-compete clauses, are capitalized at the Group's share of respective fair values on the date of an acquisition.

Amortization is charged to the statement of comprehensive income on a straight-line basis over the estimated useful lives of intangible assets from the date they are available for use or placed in service. The intangibles are amortized as follows:

- Software is amortized over the period of its license, not exceeding three years. Software up to Rs 500 thousand is amortised over a period of 1 year.
- Bandwidth capacities are amortized over the period of the agreement.
- Brand: Over the period of their expected benefits, not exceeding the life of the licenses and are written off in their entirety when no longer in use.
- Distribution network : Over estimated useful life
- Customer base: The estimated life of such relationships.

11. Income-taxes

Income tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities, and is provided using the liability method on temporary differences at the reporting date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. Deferred tax liabilities are recognized for all taxable temporary differences, except:

- Where the deferred tax liability arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss.
- In respect of taxable temporary differences associated with investments in subsidiaries, associates and interests in joint ventures, where the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted, by the reporting date, in the countries where the Group operates and generates taxable income.

12. Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalized as part of the cost of the respective assets. The interest cost incurred for funding a qualifying asset during the construction period is capitalized based on actual investment in the asset at the average interest rate. All other borrowing costs are expensed in the period they occur. Borrowing costs consist of interest and other costs that the Group incurs in connection with the borrowing of funds.

13. Derivative financial instruments

The Group enters into derivative instruments, including interest rate swaps and foreign currency forward contracts, to manage interest rate movements of its debt obligations

and foreign currency exposures related to the import of equipment used in operations and its foreign currency denominated debt instruments.

All derivative instruments are recorded on the balance sheet at their fair value. Changes in the fair value of derivatives are recorded each period in current earnings or in other comprehensive income, depending on whether a derivative is designated as part of a hedging relationship and, if it is, depending on the type of hedging relationship.

14. Asset Retirement Obligations

Asset retirement obligations (ARO) are provided for those operating lease arrangements where the Group has a binding obligation at the end of the lease period to restore the leased premises in a condition similar to inception of lease. ARO are provided at the present value of expected costs to settle the obligation using discounted cash flows and are recognized as part of the cost of that particular asset. The cash flows are discounted at a current pre-tax rate that reflects the risks specific to the decommissioning liability. The unwinding of the discount is expensed as incurred and recognized in the statement of comprehensive income as a finance cost. The estimated future costs of decommissioning are reviewed annually and adjusted as appropriate. Changes in the estimated future costs or in the discount rate applied are added to or deducted from the cost of the asset.

15. Allowance for uncollectible accounts receivable

The allowance for uncollectible accounts receivable reflects management's best estimate of probable losses inherent in the accounts receivable balance. Management primarily determines the allowance based on the aging of accounts receivable balances and historical write-off experience, net of recoveries. The Group provides for amounts outstanding net of security deposits, or in specific cases where management is of the view that the amounts are not recoverable. Amounts due from debtors that have been outstanding, though fully provided, are evaluated on a regular basis by the management and are written off, if as a result of such evaluation, it is determined that these amounts will not be collected.

16. Issuance of Stock by Subsidiaries

At the time a subsidiary sells its stock to unrelated parties at a price less than or in excess of its book value, the Company's investment in that subsidiary's net assets changes. The Company's policy is to record such changes in its consolidated statement of changes in equity.

GLOSSARY

Technical and Industry Terms

Company Related	
3G	Third Generation of Mobile Telephony.
ARPU (for Mobile and Telemedia Services)	Average revenue per customer per month is computed by: dividing the total revenues, excluding equipment sales during the relevant period by the average customers; and dividing the result by the number of months in the relevant period.
ARPM (Average Rate Per Minute)	Average Rate Per Minute is computed by: Dividing the total revenues by total minutes.
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 Minutes of Use per user	Average minutes of usage per customer per month is calculated by dividing the total minutes of usage (incoming, outgoing and in-roaming) on our network during the relevant period by the average customers; and dividing the result by the number of months in the relevant period.
Average Sharing Operators	Average Sharing Operators are derived by computing the average of the monthly average sharing operators for the relevant period
Average Customers	Average customers are derived by computing the average of the monthly average customers for the relevant period.
Average Towers	Average towers are derived by computing the average of the monthly average towers for the relevant period
Bn	Billion
Book Value Per Equity Share	Total stockholder's equity as at the end of the relevant period divided by issued and 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 quarter.
Capital Employed	Capital Employed is defined as sum of equity attributable to equity holders of parent and net debt.
Cash Profit From Operations	It is not a IFRS measure and is defined as operating income adjusted for depreciation and amortization, pre-operating costs, interest expense and interest income.
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.
Cumulative Investments (earlier known as Investment in Projects)	Cumulative Investments comprises gross fixed assets, intangible assets, capital work in progress, gross goodwill, investment in JV's and one-time entry fee paid towards acquisition of licenses.
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.
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	<p>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.</p> <p>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).</p>

EBITDA	Earnings/ (loss) before interest, taxation, depreciation and amortization. It is not a IFRS measure and is defined as operating income adjusted for depreciation and amortization and pre-operating costs.
EBITDA Margin	It is computed by dividing EBITDA for the relevant period by total revenues for the relevant period.
EBIT	Earnings / (Loss) before interest, taxation for the relevant period.
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.
ILD	International Long Distance Services.
Profit / (Loss) after current tax expense	It is not a IFRS measure and is defined as Profit / (Loss) before taxation adjusted for current tax expense.
Interest Coverage Ratio	EBITDA for the relevant period divided by interest on borrowing for the relevant period.
ICT	Information Communication Technology
IPTV	Internet Protocol TV. IPTV is the method of delivering and viewing television programmes using an IP transmission and service infrastructure, which can deliver digital television to the customers. IPTV when offered using an IP network and high speed broadband technology becomes interactive because of availability of return path and is capable of providing Video on Demand (VOD), time shifted television and many other exciting programmes.
LTM	Last twelve months.
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.
Mn	Million
MNP	Mobile Network Portability
MoU	Minutes of Usage. Duration in minutes for which a customer uses the network. It is typically expressed over a period of one month.
MPLS	Multi Protocol Label Switching
Network Site	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 a IFRS 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, restricted cash, restricted cash non-current, short-term investments and investments as at the end of the relevant period.
Net Debt to EBITDA (LTM)	It is computed by dividing net debt as at the end of the relevant period by EBITDA 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 (annualized basis) for the relevant period.
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 IFRS measure and is defined as total revenues adjusted for access charges for the relevant period.
NLD	National Long Distance Services.
Non Voice Revenue as a % of consolidated revenue	It is computed by dividing the total non-voice revenue of the company (consolidated) by the total revenues for the relevant period. Non-voice revenues include VAS Revenues for Mobile, VAS and Internet Revenues for Telemedia Services and Bandwidth and Internet Revenues for Enterprise Services.
Non Voice Revenue as a % of Mobile Revenue	It is computed by dividing the total non voice revenue of mobile services by the total revenues of mobile services for the relevant period. Non voice revenue for mobile services includes revenues from value added services (including SMS, GPRS, MMS, Ring Back Tones etc.).

Non Voice Revenue as a % of Telemedia Revenue	It is computed by dividing the total non voice revenue of telemedia services by the total revenues of telemedia services for the relevant period. Non voice revenue for telemedia services includes revenues from services such as DSL, Leaseline, MPLS, IPTV etc.
Operating Free Cash flow	It is computed by subtracting capex from EBITDA.
Return On Capital Employed (ROCE)	For the full year ended March 31, 2009, 2010 and 2011. ROCE is computed by dividing the sum of net profit and finance cost (net) 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) 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, 2009, 2010 and 2011, 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.
SA	South Asia
Sharing revenue per Sharing Operator per month	It is computed by dividing gross revenue less energy & other pass through, from Passive Infrastructure services by average sharing operators.
Tenancy Ratio	It is computed by dividing average sharing operators by average towers.
Total Tenancies	It is the sum of all operators sharing total towers.
Total Towers	It is the sum of ground based towers, roof top towers and others.
TSP	Telecom Service Provider
Total Operating Expenses	It is defined as sum of equipment costs, employee costs, network operations costs and selling, general and administrative cost for the relevant period.
Underlying EBITDA Margin	It is calculated by dividing EBITDA before re-branding and acquisition related costs for the relevant period by the Total Revenues for the relevant period.

Regulatory

ACT	Apex Advisory Council for Telecom in India
AUSPI	Association of Unified Telecom Service Providers of India.
BTSs	Base Transceiver
BWA	Broadband Wireless Access
3G	Third - Generation Technology
CDR	Call Data Record
CERT-IN	Indian Computer emergency response Team.
COAI	Cellular Operators Association of India
CMTS	Cellular Mobile Telephone Service
DoT	Department of Telecommunications
DAS	Distributed Antenna system
EMF	Electromagnetic Field
ICNIRP	International Commission for Non Ionisation Radiation Protection

ISP	Internet Service Provider
IUC	Interconnection Usage Charges
LIM	Lawful Interception and Monitoring
MNP	Mobile Number Portability
MVNO	Mobile Virtual Network Operator
OFC	Optical Fiber Communication
TEC	Telecom Engineering Centre
TERM	Telecom Enforcement, Resource and Monitoring
TRAI	Telecom Regulatory Authority of India
UASL	Unified Access Service License
UCC	Unsolicited Commercial Communication
UPC	Unique Porting Code
VSAT	Very Small Aperture Terminals

Others (Industry)

BSE	The Stock Exchange, Mumbai
RBI	Reserve Bank of India
GSM	Global System for Mobile Communications.
CDMA	Code Division Multiple Access
IGAAP	Generally Accepted Accounting Principles in India.
USGAAP	United States Generally Accepted Accounting Principles.
IFRS	International Financial Reporting Standards
NSE	The National Stock Exchange of India Limited.
Sensex	Sensex is a stock index introduced by The Stock Exchange, Mumbai in 1986.
SMS	Short Messaging Service.

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