

BHARTI TELE-VENTURES Delivers Strong Growth
Bharti announces Unaudited results for the first quarter ended June 30, 2004

Bharti reported its results for the first three months of the Financial Year 2004 - 2005, showing robust growth over the corresponding quarter last year:

- Total revenues of Rs. 1,705 crores – a growth of 65%, over the corresponding quarter of last year.
- EBITDA grew by 115% to Rs. 620 crores, resulting in an overall EBITDA to total revenue margin of 36%.
- Cash profit from operations of Rs. 541 crores – a growth of 140%, over the corresponding quarter of last year.
- Net profit of Rs. 296 crores as against Rs. 31 crores, in the corresponding quarter last year.
- Total customer base at over 8 million, a growth of over 100%, with a market share of all India GSM mobile subscribers at 26.3%.

New Delhi, July 23, 2004: Bharti Tele-Ventures Limited maintained its strong growth momentum as it announced its unaudited results for the first quarter ended June 30, 2004 today.

The consolidated revenues for the first quarter ended June 30, 2004 at Rs. 1,705 crores grew by 65% over the corresponding quarter of last year and EBITDA increased to Rs. 620 crores from Rs. 289 crores for the corresponding quarter of last year, an increase of 115%.

The cash profit from operations for the same period was Rs. 541 crores as compared to Rs. 226 crores for the corresponding quarter of last year, representing a growth of 140%.

This growth is a result of operational as well as financial efficiencies achieved by the company. The net profit during the first quarter ended June 30, 2004 was Rs. 296 crores, which increased from Rs. 31 crores during the corresponding quarter of last year.

The net debt to annualized EBITDA {Earnings before Depreciation, Pre-operating costs, Amortization, Interest and Taxation} ratio as on quarter ended June 30, 2004, was 1.54 times.

Bharti had approximately 76.7 lakh mobile and over 7 lakh fixed line customers, as of June 30, 2004, an increase in the total customer base of more than 100%, over the corresponding period last year. For the quarter ended June 30, 2004, Bharti's share of net additions of All India GSM mobile subscribers was 29.6% and that of All India Wireless Subscribers was 22.8%.

Bharti maintained its leadership position and its market share of All India GSM mobile subscribers at 26.3%, as of June 30, 2004.

BTVL Consolidated - Summary of Consolidated Financial Statements (Unaudited)

Statement of Income – represents Consolidated Statement of Income as per International Financial Reporting Standards {IFRS}

Rs. Crores, except ratios

Particulars	Quarter Ended		
	June 2004	June 2003	Y-on-Y Growth
	Unaudited		
Total revenues	1,705	1,036	65%
EBITDA	620	289	115%
Cash profit from operations	541	226	140%
Earnings / (loss) before taxation	308	31	-
Net Profit / (loss)	296	31	-
EBITDA / Total Revenues	36%	28%	-

Commenting on the results and performance for the quarter, Mr. Sunil Bharti Mittal, Chairman & Group Managing Director, Bharti Tele-Ventures said, "BTVL's strong performance during the first quarter of 2004-05 has once again demonstrated its ability to maximize the full benefits of scale & size. We are now getting ready for our next leap, when we roll out our telecom services in the new circles, thus moving closer to our goal of being the most preferred provider of telecom services to our customers, nationally."

Operating Highlights

{1} BTVL Consolidated

	Unit	June 30, 2004	June 30, 2003	Y-o-Y Growth
Number of Customers on Bharti's Network				
Mobile	in '000	7,672	3,751	105%
Fixed Line	in '000	704	424	66%
Total	in '000	8,376	4,175	101%

{2} Mobile Segment

	Unit	June 30, 2004	June 30, 2003	Y-o-Y Growth
Subscriber Base				
All India Wireless Subscribers	in '000	37,273	17,230	116%
All India GSM Mobile Subscribers	in '000	29,205	15,149	93%
Mobile Customers on Bharti's Networks	in '000	7,672	3,751	105%
Bharti's Market Share				
as a % of All India GSM Mobile Subscribers	%	26.3%	24.8%	
as a % of All India Wireless Subscribers	%	20.6%	21.8%	
Bharti's Market Share of Net Additions				
as a % of All India GSM Mobile Subscribers	%	29.6%	27.6%	
as a % of All India Wireless Subscribers	%	22.8%	N.A	

N.A.: Not available

About Bharti Tele-Ventures

Bharti Tele-Ventures is one of India's leading private sector provider of telecommunications services with an aggregate of 83.7 lakh customers as of June 30, 2004, consisting of 76.7 lakh mobile and over 7 lakh fixed line customers. The Company today offers mobile services in sixteen out of 23 circles in India. The Company also provides fixed - line services, national and international long distance and data and enterprise solutions.

For more information, visit www.bhartiteleventures.com.

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