

## Bharti Tele-Ventures: Revenue Exceeds Rs. 2,500 crores Net Profit for Q1FY06 Crosses Rs. 500 crores For The First Time

*Bharti announces un-audited results for the first quarter ended June 30, 2005*

- **Total Revenues of Rs. 2,517 crores (up 48% Y-o-Y)**
- **EBITDA of Rs. 941 crores (up 52% Y-o-Y)**
- **Net Profit of Rs. 510 crores (up 70% year on year).**
- **New mobile operations turn EBITDA positive.**
- **Highest ever net additions of 13.5 lakh customers in a single quarter.**
- **Market leader with a market share of all India wireless subscribers at 21.5%.**
- **Further consolidates its market leadership with 24.5% of new wireless additions.**

**New Delhi, India, July 26, 2005:** Bharti Tele-Ventures Limited has maintained its strong growth momentum as it announced its first quarter results as per US GAAP.

The consolidated revenues for the first quarter ended June 30, 2005, of the company were Rs. 2,517 crores, resulting in an EBITDA of Rs. 941 crores. The cash profit from operations and the net profit of the company for the quarter were Rs. 926 crores and Rs. 510 crores respectively.

On a like to like basis, revenue grew by 48%, EBITDA grew by 52%, cash profit from operations grew by 70% and net profit grew by 70% over the corresponding quarter of the previous year.

The new mobile operations of the company turned EBITDA positive on a consolidated basis, within one year of the launch of the first operation deriving the benefits from the economies of scale and all India footprint.

Bharti had approximately 1.32 crores comprising of 1.23 crore mobile and 9.35 lakh broadband & telephone customers, as on June 30, 2005. This shows an increase in the total customer base of more than 57% over the corresponding period last year. For the quarter ended June 30, 2005, Bharti's share of net additions of all India GSM mobile subscribers was 32.7%, and that of all India wireless subscribers was 24.5%, which further consolidated its leadership position.

Commenting on the results and performance, **Mr. Sunil Bharti Mittal, Chairman & Group Managing Director, Bharti Tele-Ventures Ltd**, said, "The first quarter results of FY 2005-06, once again show strong growth by Bharti Tele-Ventures Limited. Having broken into the US\$2 billion club last quarter, we are pleased to see the company leveraging its operational efficiencies, its execution ability and its all India presence, which has enabled it to break the Rs. 500 crore net profit barrier this quarter for the first time."

### **BTVL Consolidated - Summary of Consolidated Financial Statements (Un-audited)**

**Statement of Income – represents Consolidated Statement of Income** as per United States Generally Accepted Accounting Principles {US GAAP} and International Financial Reporting Standards {IFRS}

*(In Rs Crores, except ratios)*

Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Y-o-Y Growth
	June 2005	June 2005	June 2004	
	US GAAP	IFRS	IFRS	
Total revenues	2,517	2,525	1,705	48%
EBITDA	941	942	620	52%
Cash profit from operations	926	922	541	70%
Earnings/(loss) before taxation	598	598	308	94%
Net profit / (loss)	510	504	296	70%
EBITDA / Total revenues	37.4%	37.3%	36.4%	
Net profit /Total revenues	20.3%	20.0%	17.4%	

### **Operating Highlights**

*Figures in nos., except ratios*

Parameters	Unit	June 30, 2005	March 31, 2005	Q-on-Q Growth	June 30, 2004	Y-on-Y Growth
<b>Customers on our Networks</b>						
Mobile Services	No.	12,256,284	10,984,280	12%	7,672,123	60%
Broadband & Telephone Services	No.	934,503	857,262	9%	703,823	33%
<b>Total</b>	<b>No.</b>	<b>13,190,787</b>	<b>11,841,542</b>	<b>11%</b>	<b>8,375,946</b>	<b>57%</b>

**About Bharti Tele-Ventures**

Bharti Tele-Ventures is one of India's leading private sector provider of telecommunications services with an aggregate of 13.19 million customers as of end of June '05, consisting of approximately 12.26 million mobile customers. The company is the only operator to provide mobile services in all the 23 circles in India. The company also provides telephone services and Internet access over DSL in 14 circles. The company complements its mobile, broadband & telephone services with national and international long distance services. The company also has a submarine cable landing station (owned by an associate company) at Chennai, which connects the submarine cable connecting Chennai and Singapore. The company provides reliable end-to-end data and enterprise services to the corporate customers by leveraging its nationwide fiber optic backbone, last mile connectivity in fixed-line and mobile circles, VSATs, ISP and international bandwidth access through the gateways and landing station.

*For further information, please visit our corporate website [www.bhartiteleventures.com](http://www.bhartiteleventures.com)*

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