

**BHARTI TELE-VENTURES CROSSES Rs. 5,000 CRORES REVENUES FOR THE YEAR -
EARNNS NET PROFIT OF OVER Rs. 600 CRORES FOR THE YEAR
Bharti announces audited results for quarter & full year ended March 31, 2004**

- **First full year of net profit.**
- **Annual - Over Rs. 5,000 crores of revenue and over Rs. 600 crores of net profit.**
- **Year on Year - Over 100% growth in customer base, 64% in revenue and 120% in EBITDA.**
- **For the quarter - Over Rs. 1,500 crores of revenue, Rs. 500 crores of EBITDA and Rs. 300 crores of net profits.**
- **For the first time, quarterly net additions of mobile customer base crossed the 1 million mark.**
- **Customer base growth of 18% quarter on quarter generated 22% growth in revenues**

New Delhi, April 23, 2004: Bharti Tele-Ventures Limited has improved its revenues and profits for the fourth quarter and full year ended March 31, 2004, as it announced its audited results today

The consolidated revenues for the full year ended March 31, 2004 at Rs 5,002 crores grew by 64% over the last year and EBITDA has more than doubled from Rs. 759 crores last year to Rs. 1,671 crores this year.

The cash profit for the year ended March 31, 2004 was Rs 1,430 crores as compared to Rs 493 crores for the year ended March 31, 2003 representing a growth of 190%. This growth is a result of operational as well as financial efficiencies achieved by the company. The net profit during the year was at Rs 619 crores, making it the first full year of net profit.

During the quarter ended March 31, 2004, the company had revenues of Rs 1,553 crores and EBITDA of Rs 533 crores, exhibiting a year on year growth of 54% and 105% respectively.

For the quarter, the revenues grew by 22% and EBITDA by 13% over last quarter and the company had net profits of Rs. 304 crores. The net profit margin has improved from 15% in the third quarter to 20% in the fourth quarter.

During the quarter, Bharti maintained its leadership position with its GSM market share at approximately 25% as on March 31, 2004. During the quarter, Bharti Tele-Ventures added more than one million customers on its networks.

Financial Highlights as per International Accounting standard (IAS) – (in Rs. Crores, except Ratios)

Particulars	Year ended			Quarter Ended				
	March 2004	March 2003	Y-on-Y Growth	March 2004	March 2003	Y-on-Y Growth	December 2003	Q4-on-Q3 Growth
Total revenue	5,002	3,050	64%	1,553	1,007	54%	1,269	22%
EBITDA	1,671	759	120%	533	260	105%	473	13%
Cash profit from operations	1,430	493	190%	498	208	140%	400	25%
Earnings before tax	614	(134)	-	276	72	-	214	29%
Profit after tax	619	(134)	-	304	70	-	191	59%

Commenting on the results for the quarter **Mr. Sunil Bharti Mittal, Chairman & Group Managing Director, Bharti Tele-Ventures** said,

“In what was the most challenging year for the telecom industry, Bharti has once again demonstrated strong growth and has shown profits for the full year of 2003 – 04. During the year, Bharti also made significant progress towards its goal of being the preferred provider of telecom services to its customers. Focused strategy, improved execution, partnership with global leaders in IT and cellular infrastructure and the confidence of all our stakeholders has now given us the size and scale to attain our objective of being a globally admired teleco.”

Operational Highlights

	As on		
	Mar. 31, 2004	Mar. 31, 2003	Y-o-Y Growth
<u>Bharti Customers (Nos.)</u>			
Mobile	6,504,314	3,071,463	112%
Fixed-line	636,625	371,973	71%
Total	7,140,939	3,443,436	107%
<u>Bharti Net Additions (Nos.)</u>			
Mobile	3,432,851	1,720,503	100%
Fixed-line	264,652	207,998	27%

About Bharti

Bharti Tele-Ventures (BTVL) is India's leading private sector provider of telecommunications services with an aggregate of approximately 71 lakhs customers as on March 31, 2004, consisting of over 65 lakhs mobile and 637 thousand fixed line customers.

We are the largest GSM mobile service provider in the country. Our all India GSM market share as on March 31, 2004 was 25%. Mobile services constitute the largest portion of our business both in terms of total revenues and total customers. We also provide fixed-line, long distance, group data and enterprise services including VSAT and Internet services.

The company seeks to capitalize on the growth opportunities that it believes are available in the Indian market and consolidate its position to be an integrated telecommunications service provider, with a focus on mobile services.

For the year ended March 31, 2004, our revenue and EBITDA as per audited IAS accounts were Rs.5,002 crore (US\$ 1147 million) and Rs.1671 crore (US\$ 383 million) respectively. The net profit for the year was Rs. 619 Crores (US\$ 142 million)

For the quarter ended March 31, 2004, our revenue and EBITDA as per IAS accounts were Rs. 1,553 crore (US\$ 356 million) and Rs. 533 crore (US\$ 122 million) respectively. The company has registered a profit of Rs. 304 crores (US\$ 70 million) for the quarter. During the quarter-ended March 31, 2004, mobile services represented approximately 64% of our total revenues.

As on March 31,2004, the company has made a gross investment of over Rs. 12,416 crore (US\$ 2.8 billion) in building telecom in India.

The Company today offers mobile services in fifteen out of 23 circles in India. As of March 31, 2003, approximately 90% of India's total number of GSM mobile subscribers resided in Bharti's mobile circles, according to COAI reports. Bharti Tele-Ventures was the first private sector operator to provide fixed-line services in India when it commenced providing fixed-line services in the Madhya Pradesh & Chattisgarh circle in June 1998. The Company also provides fixed – line services in Haryana, Delhi, Karnataka and Tamil Nadu circles. BTVL believes that these circles have high telecommunications revenue potential, especially for carrying data traffic.

The company complements its mobile and fixed-line services with national and international long distance services. The company also has a submarine cable landing station at Chennai, which connects the submarine cable connecting Chennai and Singapore. The long distance and data enterprise services has enormous support from this connectivity and facilitates in offering best value to our customers. The company provides reliable end-to-end data & 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.