

BHARTI TELE-VENTURES LIMITED

Registered Office: Qutab Ambience, H-5/12, Mehrauli Road, New Delhi – 110030

Financial Results for the third quarter (un-audited) and nine months (audited) ended December 31, 2003

1. Consolidated Financial Results as per International Accounting Standards (IAS):

(In Rs. Crores)

Particulars	Quarter ended December 31		Nine Months ended December 31		Year ended March 31
	2003	2002	2003	2002	2003
	Unaudited	Unaudited	Audited	Unaudited	Audited
Total revenue	1,268.70	846.88	3,449.21	2,043.23	3,049.95
Total operating expenses	641.57	512.92	1,919.15	1,311.77	1,954.23
License fees	154.36	93.94	391.89	232.16	336.66
Operating Profit before Interest, Depreciation, Tax, Amortization and Pre-operating Expenses (EBITDA)	472.77	240.02	1,138.17	499.30	759.06
Interest (Net)	72.91	75.58	206.73	214.50	266.31
Cash Profit from Operations	399.86	164.44	931.44	284.80	492.75
Other Income	7.91	0.11	10.54	3.64	5.76
Pre-operating costs	-	(0.00)	-	37.82	37.16
Depreciation & Amortisation	223.98	172.52	633.24	456.68	639.45
Earning Before Tax & Before Unusual Items	183.79	(7.97)	308.74	(206.06)	(178.11)
Income tax Expense	(21.93)	0.00	(22.00)	0.00	(0.18)
Minority Interest	(0.56)	0.90	(1.04)	2.35	0.41
Net profit / (loss) before unusual items	161.30	(7.07)	285.70	(203.71)	(177.88)
Unusual Income	30.00	-	30.00	-	44.14
Net profit / (loss)	191.30	(7.07)	315.70	(203.71)	(133.73)
Shareholders Equity	4,851.33	4,643.80	4,851.33	4,643.80	4,474.23
Net debt	3,759.77	3,084.10	3,759.77	3,084.10	3,174.04
Net debt to funded equity (Times)	0.73	0.59	0.73	0.59	0.61
Book Value Per Equity Share (Rs.)	26.2	25.1	26.2	25.1	24.1
Paid up equity capital (Face value of Rs.10 each)	1,853.37	1,853.37	1,853.37	1,853.37	1,853.37
Earnings per share (Rs.)					
a.Basic	4.13	(0.15)	2.27	(1.47)	(0.72)
b.Diluted	4.13	(0.15)	2.27	(1.47)	(0.72)

Notes:

- Changes in Directors:- Prof. V. S. Raju has been appointed as an 'Independent Director' on the Board with effect from November 13, 2003.
- Bharti Cellular Limited, a subsidiary company of Bharti Tele-Ventures Limited, has been awarded Letter(s) of Intent by the Department of Telecommunication (DoT) for providing Unified Access Services in the six circles viz. Uttar Pradesh (East), Rajasthan, Bihar, Orissa, Jammu & Kashmir and West Bengal including Andaman & Nicobar. With these new licences Bharti's access services will be available in 21 circles covering 22 states.

2. Segment Reporting as per International Accounting Standards (IAS)

(In Rs. Crores)

Particulars	Quarter ended December 31		Nine Months ended December 31		Year ended March 31
	2003	2002	2003	2002	2003
	Unaudited	Unaudited	Audited	Unaudited	Audited
1. Segment Revenue					
Mobility	858.05	573.14	2,271.23	1,469.96	2,083.99
Access	205.81	101.16	552.33	234.47	357.42
Long Distance & Group Data Services	346.39	238.23	976.43	472.84	858.94
Others	-	-	-	-	-
Total	1,410.25	912.53	3,799.99	2,177.28	3,300.35
Less: Inter Segment Eliminations	141.55	65.65	350.78	134.05	250.40
Net Sales/ Income from Operations	1,268.70	846.88	3,449.21	2,043.23	3,049.95
2. Operating Profit before Interest, Depreciation, Tax, Amortization and Pre-operating Expenses					
Mobility	316.43	159.71	729.39	412.51	557.88
Access	39.75	18.87	115.02	13.68	33.40
Long Distance & Group Data Services	118.44	58.48	296.28	86.12	182.41
Others	(7.94)	(9.63)	(25.83)	(25.60)	(32.77)
Total	466.68	227.42	1,114.86	486.70	740.92
Less: Inter Segment Eliminations	(6.09)	(12.60)	(23.33)	(12.60)	(18.14)
EBITDA	472.77	240.02	1,138.19	499.30	759.06
3. Segment Results Profit/(Loss) before Interest and tax*					
Mobility	198.55	71.43	393.61	157.24	212.33
Access	8.60	(9.99)	20.34	(68.62)	(78.84)
Long Distance & Group Data Services	89.30	40.02	211.45	41.04	120.06
Others	(39.54)	(33.29)	(109.38)	(120.67)	(164.61)
Total	256.91	68.16	516.02	8.99	88.93
Less: Inter Segment Eliminations	0.18	0.55	0.55	0.55	0.73
Less: Interest/Other Unallocable expenditure net off unallocable income	72.94	75.58	206.73	214.50	266.31
Total Profit/(Loss) Before Tax*	183.79	(7.97)	308.74	(206.06)	(178.11)

* Segment results are before adjustment of any non-frequently occurring items.

3. Consolidated Financial Results as per Indian Generally Accepted Accounting Principles (IGAAP)

(In Rs. Crores)

Particulars	Quarter ended December 31, 2003	Nine Months ended December 31, 2003	Year ended March 31,2003
	Unaudited	Audited	Audited
Total revenue	1,268.70	3,449.21	3,049.95
Operating Profit before Interest, Deprecation, Tax, Amortization and Pre-Operating Expenses (EBITDA)	472.77	1,138.17	756.63
Cash profit from operations	407.66	924.53	483.50
Depreciation & Amortisation	224.05	635.28	657.56
Pre-Operative & Others	(7.91)	(10.54)	31.57
Profit before tax & unusual item	191.52	299.79	(205.63)
Provision for Tax	22.00	22.07	0.18
Deffered Tax Expense / (Income)	14.93	14.94	-
Minority Interest	0.56	1.04	28.64
Profit after tax before unusual item	154.03	261.74	(234.45)

Note: The financials of BTVL consolidated as per IGAAP for the year ended March 31, 2003 does not include Rs 29.29 crores of non-frequently occurring items.

4. The reconciliation of consolidated net profit/(loss) as per IAS and Indian GAAP

(In Rs. Crores)

Particulars	Quarter ended December 31, 2003	Nine Months ended December 31, 2003	Year ended March 31,2003
	Unaudited	Audited	Audited
Net profit / (loss) as per IAS	191.30	315.70	(133.73)
Add: Differences on account of:			
Goodwill amortisation	18.45	53.93	78.99
Provision for Licence fee revenue share reversed in IAS	-	-	2.72
Differences in accounting for finance charges	7.07	(6.72)	(9.28)
Remeasurement of financial instruments as per IAS 39 not applicable as per IGAAP	0.86	(0.19)	2.65
	26.38	47.02	75.09
Less: Differences on account of:			
License fee amortisation not applicable in IAS	14.85	44.55	60.77
Differential depreciation provided in Indian accounts due to forex fluctuations not considered in IAS	3.80	11.43	56.59
Minority interest and loss of joint venture	-	-	29.05
Profit on sale of EGTL investment since earlier written off in IAS	30.00	30.00	-
Deferred tax expense in IGAAP not required in IAS	15.00	15.00	-
	63.65	100.98	146.42
Net profit/(loss) as per Indian GAAP	154.03	261.74	(205.06)

5. Bharti Tele-Ventures Limited financial results as per Indian GAAP – Stand alone entity

(In Rs. Crores)

	Quarter Ended December 31,		Nine months Ended December 31,		Year ended
	2003	2002	2003	2002	March 31,
	Unaudited	Unaudited	Unaudited	Unaudited	2003
					Audited
Net Income from Sales/Service					
Other Income	7.13	12.76	22.97	14.41	18.98
Total Revenue	7.13	12.76	22.97	14.41	18.98
Total Expenditure					
Staff Cost	4.90	7.18	18.62	16.45	19.79
Administration & Other expenditure	3.04	2.44	7.21	9.11	12.98
Financial Expense / (Income) (Net)	(2.36)	(5.35)	(7.43)	(17.15)	(22.71)
Depreciation	0.97	0.90	2.92	2.57	3.60
Personnel - Deferred ESOP cost written off	0.47	1.07	1.44	4.27	5.05
Profit/(Loss) before tax	0.11	6.52	0.21	(0.84)	0.27
Provision for Tax written back for previous years	-	-	0.15	-	-
Provision for Taxation	-	-	0.07	-	0.05
Net profit/(loss) after tax	0.11	6.52	0.29	(0.84)	0.22
Paid-up equity share capital (Face value Rs.10 each)	1,853.37	1,853.37	1,853.37	1,853.37	1,853.37
Reserves	2,971.41	2,970.06	2,971.41	2,970.06	2,971.12
Earnings per share (Rs.)					
a.Basic	0.001	0.035	0.002	(0.005)	0.001
b.Diluted	0.001	0.035	0.002	(0.005)	0.001
Non-promoter shareholding					
a. Number of shares	989,644,539	990,524,539	989,644,539	990,524,539	990,630,739
b. Percentage	53.40%	53.44%	53.40%	53.44%	53.45%
N/A means not applicable					
Items exceeding 10% of aggregate expenditure					
Legal & professional Charges	0.45	N/A	0.94	N/A	1.72
Travelling & Conveyance	0.56	N/A	1.57	N/A	2.96
Rent	0.27	N/A	0.81	N/A	N/A
Repairs & Maintenance	0.68	N/A	1.23	N/A	2.41

N/A means not applicable

Notes:

1. Previous years figures have been regrouped to conform to current period's classification.
2. The above Un-audited results for the third quarter and nine months ended December 31, 2003 have been taken on record in the meeting of the Board of Director of the Company held on January 20, 2004.
3. Investors complaints received and disposed off during Third quarter ended December 31, 2003:

	<u>Nos.</u>
Complaints pending at the beginning of the quarter	Nil
Complaints received during the quarter	7
Disposal of complaints	7
Complaints lying unresolved at the end of the quarter	Nil
4. The quarterly results have undergone a "Limited Review" by auditors of the Company and the Review Report will be submitted to the concerned stock exchanges within the stipulated time.
5. The above financials pertain to Bharti Tele-Ventures Limited (BTVL) as a standalone entity. BTVL conducts its operations through its subsidiaries. The consolidated financial statements and segment wise information has been furnished optionally to provide additional information.

Singapore
January 20, 2004

For Bharti Tele-Ventures Limited

Sunil Bharti Mittal
Chairman & Managing Director

"BTVL", or "the Company" wherever stated stands for Bharti Tele-Ventures Limited.

For more details on the financials results, please visit website www.bhartiteleventures.com