BHARTI AIRTEL LTD.

Q3’20 HIGHLIGHTS

REVENUES AT RS 21,947 CRORE, UP 10.5% Y-O-Y ON AN UNDERLYING BASIS

CONSOLIDATED Q3’20 EBITDA MARGIN AT 42.6%, UP 0.3% Q-o-Q

NET LOSS (BEFORE EXCEPTIONAL ITEMS) AT RS 1,080 CRORE

NET LOSS (AFTER EXCEPTIONAL ITEMS) AT RS 1,035 CRORE

CONSOLIDATED MOBILE DATA TRAFFIC ON NETWORK GREW 73% Y-O-Y

- CONSOLIDATED EBITDA AT RS 9,350 CRORE IN Q3’20 VS RS 6,307 CRORE IN Q3’19
- CONSOLIDATED EBITDA MARGIN UP 11.4% FROM 31.2% IN Q3’19 TO 42.6% IN Q3’20
- CONSOLIDATED EBIT AT RS 2,401 CRORE IN Q3’20 VS RS 813 CRORE IN Q3’19
- NET LOSS (BEFORE EI) AT RS 1,080 CRORE IN Q3’20 VS RS 1,041 CRORE IN Q3’19
- NET LOSS (AFTER EI) AT RS 1,035 CRORE IN Q3’20 VS NET PROFIT (AFTER EI) OF RS 86 CRORE IN Q3’19
- CONSOLIDATED CAPEX AT RS 5,183 CRORE IN Q3’20 VS RS 6,568 CRORE IN Q3’19
- NET DEBT TO EBITDA (ANNUALIZED) DECREASED TO 3.07 IN Q3’20 VS 4.41 TIMES IN Q3’19

INDIA

MOBILE DATA TRAFFIC HAS GROWN 72% TO 5,166 PBs IN Q3’20 FROM 2,996 PBs IN Q3’19

MOBILE 4G DATA CUSTOMER AT 123.8 Mn, UP 60.6% Y-O-Y

HIGHEST EVER 4G DATA NET ADDITIONS OF ~21 Mn Q-O-Q

MOBILE REVENUE HAS GROWN BY 9.6% Y-O-Y. ARPU AT RS 135

AIRTEL BUSINESS REVENUE GROWTH OF 6.6% Y-O-Y

DTH CUSTOMER BASE CONTINUES TO GROW AT 8.7% Y-O-Y

- INDIA REVENUES AT RS 15,797 CRORE IN Q3’20 UP 7.0% Y-O-Y ON REPORTED BASIS
- MOBILE 4G DATA CUSTOMER UP BY 60.6% FROM 77.1 MN IN Q3’19 TO 123.8 MN IN Q3’20
  - INDIA EBITDA AT RS 6,501 CRORE IN Q3’20 VS RS 4,115 CRORE IN Q3’19
  - INDIA EBITDA MARGIN AT 41.2% IN Q3’20 VS 27.9% IN Q3’19
  - INDIA EBIT AT RS 686 CRORE IN Q3’20 VS EBIT LOSS OF RS 524 CRORE IN Q3’19

Effective April 1, 2019, the Company adopted Ind AS116 “Leases”. The results for the quarter and nine months ended December 31, 2019 includes the impact of Ind AS116 and the same are not comparable with the prior period results.