
BHARTI AIRTEL LTD.**Q2'19 HIGHLIGHTS**

REVENUES AT RS 20,422 CRORE, UP 0.5% Y-O-Y ON AN UNDERLYING BASIS

NET INCOME AT RS 119 CRORE

CONSOLIDATED MOBILE DATA GREW 225% AND VOICE TRAFFIC 55% Y-o-Y ON AN UNDERLYING BASIS

CONSOLIDATED Q2'19 EBITDA MARGIN DOWN 5.7%

- CONSOLIDATED EBITDA DOWN BY 20.7% FROM RS 8,004 CRORE IN Q2'18 TO RS 6,343 CRORE IN Q2'19
- CONSOLIDATED EBITDA MARGIN DOWN 5.7% FROM 36.8% IN Q2'18 TO 31.1% IN Q2'19
- CONSOLIDATED EBIT DOWN 67.3% FROM RS 3,290 CRORE IN Q2'18 TO RS 1,076 CRORE IN Q2'19
- NET INCOME FOR THE QUARTER AT RS 119 CRORE IN Q2'19 VS RS 343 CRORE IN Q2'18
 - CONSOLIDATED CAPEX AT RS 7,685 CRORE IN Q2'19 VS RS 7,484 CRORE IN Q2'18
- RETURN ON CAPITAL EMPLOYED (ROCE) MARGINALLY DOWN TO 4.9% IN Q2'19 VS 5.1% IN Q2'18
- NET DEBT INCREASED TO RS 113,204 CRORE IN Q2'19 VS RS 91,480 CRORE IN Q2'18

INDIA

MOBILE DATA TRAFFIC HAS GROWN MORE THAN 3X TO 2,660 BILLION MB IN Q2'19 FROM 784 BILLION MB IN Q2'18

MOBILE VOICE TRAFFIC HAS GROWN BY 59% FROM 437 BILLION MINUTES IN Q2'18 TO 693 BILLION MINUTES IN Q2'19

DTH CROSSES RS 10 BN REVENUE MARK WITH A HEALTHY GROWTH OF 9.3% Y-o-Y

AIRTEL BUSINESS CONTINUES TO WITNESS DOUBLE DIGIT REVENUE GROWTH OF 22.8% Y-o-Y

- INDIA Q2 REVENUES AT RS 14,920 CRORE, DOWN 3.6% Y-o-Y ON AN UNDERLYING BASIS
- MOBILE 4G DATA CUSTOMER UP BY 132.2% FROM 28.3 MN IN Q2'18 TO 65.7 MN IN Q2'19

- MOBILE MINUTES AT 693.1 BILLION IN Q2'19 WITH Y-O-Y GROWTH OF 58.5%
 - GROSS ARPU AT RS 101 IN Q2'19 VS RS 142 IN Q2'18
- EBITDA DOWN BY 32.9% FROM RS 6,329 CRORE IN Q2'18 TO RS 4,249 CRORE IN Q2'19
- INDIA EBITDA MARGIN DOWN BY 9.3% FROM 37.8% IN Q2'18 TO 28.5% IN Q2'19

AFRICA (IN CONSTANT CURRENCY) – 14 COUNTRIES

AFRICA Q2 REVENUE AT US\$ 824 MILLION, UP 10.8% Y-O-Y; NET REVENUE UP 13.2% Y-O- Y

EBITDA MARGIN AT 37.1%; UP 3.9% Y-O-Y IN Q2'19

- MOBILE DATA TRAFFIC UP BY 53% Y-O-Y TO 89 BILLION MB IN Q2'19
- MOBILE MINUTES AT 52.4 BILLION IN Q2'19 WITH GROWTH OF 36.3% Y-O-Y
 - GROSS ARPU AT US\$ 3.0 IN Q2'19 VS US\$ 3.2 IN Q2'18
 - AFRICA EBITDA AT US\$ 305 MN IN Q2'19, UP 24.0% Y-O-Y
- EBITDA MARGIN UP BY 3.9% TO 37.1% IN Q2'19 FROM 33.1% IN Q2'18
- POSITIVE OFCF GENERATION OF US\$ 200 MN IN Q2'19 VS US\$ 196 IN Q2'18
- AIRTEL MONEY TRANSACTION VALUE UP BY 30.8% FROM US\$ 4.8 BN IN Q2'18 TO US\$ 6.3 BN IN Q2'19