

SECTION 1

BHARTI AIRTEL – PERFORMANCE AT A GLANCE

Particulars	Unit	Full Year Ended			Quarter Ended				
		Ind-AS			Ind-AS				
		2018	2019	2020	Sep-19	Dec-19	Mar-20	Jun-20	Sep-20
Operating Highlights									
Total Customer Base	000's	413,822	403,645	423,287	411,424	418,811	423,287	419,996	439,841
Total Minutes on Network	Mn Min	2,159,386	3,069,646	3,331,604	789,776	836,075	902,412	902,704	951,597
Network Towers	Nos	187,541	204,356	219,546	209,743	214,338	219,546	221,850	227,672
Total Employees	Nos	20,978	19,444	19,405	19,207	19,233	19,405	19,650	19,138
No. of countries of operation	Nos	18	18	18	18	18	18	18	18
Population Covered	Bn	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
Consolidated Financials (Rs Mn)									
Total revenues	Rs Mn	826,388	807,802	875,390	211,313	219,472	237,227	239,387	257,850
EBITDA	Rs Mn	304,479	262,937	371,053	89,363	93,501	103,263	106,392	118,483
EBIT	Rs Mn	110,845	47,629	92,447	19,930	24,008	32,464	33,279	44,117
Cash profit from operations before Derivative & Exchange Fluctuations	Rs Mn	227,169	167,777	254,951	60,980	64,961	75,123	75,622	80,480
Profit before tax	Rs Mn	40,602	(46,606)	(26,121)	(6,231)	(4,526)	(65)	3,720	5,671
Net income	Rs Mn	10,992	4,095	(321,832)	(230,449)	(10,353)	(52,370)	(159,331)	(7,632)
Capex	Rs Mn	268,176	287,427	253,586	37,901	51,831	113,385	39,753	67,907
Operating Free Cash Flow (EBITDA - Capex)	Rs Mn	36,303	(24,490)	117,466	51,461	41,670	(10,122)	66,638	50,577
Net Debt	Rs Mn	1,001,060	1,129,899	1,188,590	1,181,065	1,149,193	1,188,590	1,165,405	1,378,417
Shareholder's Equity*	Rs Mn	695,344	714,222	771,448	699,285	688,287	771,448	609,902	593,393
Consolidated Financials (US\$ Mn)									
Total Revenue ¹	US\$ Mn	12,823	11,567	12,377	3,014	3,090	3,288	3,158	3,470
EBITDA ¹	US\$ Mn	4,725	3,768	5,246	1,275	1,317	1,431	1,403	1,595
EBIT ¹	US\$ Mn	1,720	686	1,307	284	338	450	439	594
Cash profit from operations before Derivative & Exchange Fluctuations ¹	US\$ Mn	3,525	2,406	3,605	870	915	1,041	997	1,083
Profit before Tax ¹	US\$ Mn	630	(662)	(369)	(89)	(64)	(1)	49	76
Net income ¹	US\$ Mn	170	59	(4,550)	(3,287)	(146)	(726)	(2,102)	(103)
Capex ¹	US\$ Mn	4,162	4,126	3,585	541	730	1,572	524	914
Operating Free Cash Flow (EBITDA - Capex)	US\$ Mn	563	(358)	1,661	734	587	(140)	879	681
Net Debt ²	US\$ Mn	15,360	16,339	15,707	16,738	16,104	15,707	15,418	18,663
Shareholder's Equity ²	US\$ Mn	10,669	10,328	10,194	9,910	9,645	10,194	8,069	8,034
Key Ratios									
EBITDA Margin	%	36.8%	32.5%	42.4%	42.3%	42.6%	43.5%	44.4%	46.0%
EBIT Margin	%	13.4%	5.9%	10.6%	9.4%	10.9%	13.7%	13.9%	17.1%
Net Profit Margin	%	1.3%	0.5%	-36.8%	-109.1%	-4.7%	-22.1%	-66.6%	-3.0%
Net Debt to Funded Equity Ratio	Times	1.44	1.58	1.54	1.69	1.67	1.54	1.91	2.32
Net Debt to EBITDA (Annualised)**	Times	3.29	4.30	3.20	3.30	3.07	2.88	2.74	2.91
Interest Coverage ratio	Times	4.37	2.84	3.41	3.43	3.44	3.70	3.63	3.55
Return on Shareholder's Equity (Post Tax)	%	1.6%	0.6%	-35.5%	-31.9%	-38.7%	-44.1%	-65.5%	-38.2%
Return on Shareholder's Equity (Pre Tax)	%	4.3%	-2.1%	-41.5%	-35.0%	-39.4%	-44.3%	-54.5%	-22.8%
Return on Capital employed (Annualised)	%	6.3%	2.5%	4.0%	3.7%	4.7%	6.1%	6.3%	8.3%
Valuation Indicators									
Market Capitalization	Rs Bn	1,595	1,331	2,404	1,885	2,339	2,404	3,053	2,296
Market Capitalization	US\$ Bn	24.5	19.2	31.8	26.7	32.8	31.8	40.4	31.1
Enterprise Value	Rs Bn	2,596	2,461	3,592	3,066	3,488	3,592	4,219	3,675
EV / EBITDA	Times	8.52	9.36	9.68	8.58	9.33	8.70	9.91	7.75
P/E Ratio	Times	145.10	346.26	(6.95)	(7.25)	(8.62)	(6.95)	(6.52)	(9.94)

Note 1: Average exchange rates used for Rupee conversion to US\$ is (a) Rs 64.44 for the financial year ended March 31, 2018 (b) Rs 69.86 for the financial year ended March 31, 2019 (c) Rs 70.73 for the financial year ended March 31, 2020 (d) Rs 70.10 for the quarter ended September 30, 2019 (e) Rs 71.02 for the quarter ended December 31, 2019 (f) Rs 72.14 for the quarter ended March 31, 2020 (g) Rs 75.82 for the quarter ended June 30, 2020 (h) Rs 74.31 for the quarter ended September 30, 2020 based on the RBI Reference rate.

Note 2: Closing exchange rates used for Rupee conversion to US\$ is (a) Rs 65.18 for the financial year ended March 31, 2018 (b) Rs 69.16 for the financial year ended March 31, 2019 (c) Rs 75.68 for the financial year ended March 31, 2020 (d) Rs 70.56 for the quarter ended September 30, 2019 (e) Rs 71.36 for the quarter ended December 31, 2019 (f) Rs 75.68 for the quarter ended March 31, 2020 (g) Rs 75.59 for the quarter ended June 30, 2020 (h) Rs 73.86 for the quarter ended September 30, 2020 being the RBI Reference rate.

Note 3: With the adoption of Ind AS 116 "Leases", effective April 1, 2019, the results and ratios of period commencing April 1, 2019 are not comparable with the past period results.

* The difference of Rs 548 Mn in Q2'20 is on account of transition related impact on IFRS 16 'Leases' (corresponding to Ind AS 116 'Leases') adoption by one of the associate company of the Group.

** The net debt for Q2'21 includes the impact of the AGR judgment by the Hon'ble Supreme Court.