

BHARTI AIRTEL LIMITED

Q4'22 HIGHLIGHTS – CONSOLIDATED

REVENUES AT Rs 31,500 CRORE, UP 22.3% YoY

EBITDA AT Rs 15,998 CRORE IN Q4'22 VS Rs 12,583 CRORE IN Q4'21

EBITDA MARGIN AT 50.8% IN Q4'22 VS 48.9% IN Q4'21, UP 192 bps YoY

EBIT AT Rs 7,315 CRORE IN Q4'22 VS Rs 5,048 CRORE IN Q4'21

EBIT MARGIN AT 23.2% IN Q4'22 VS 19.6% IN Q4'21, UP 362 bps YoY

NET INCOME (BEFORE EXCEPTIONAL ITEMS) AT Rs 1,860 CRORE IN Q4'22 VS Rs 322 CRORE IN Q4'21

NET INCOME (AFTER EXCEPTIONAL ITEMS) AT Rs 2,008 CRORE IN Q4'22 VS Rs 759 CRORE IN Q4'21

NET DEBT TO EBITDA (ANNUALIZED) AT 2.51 TIMES IN Q4'22 VS 2.95 TIMES IN Q4'21

Q4'22 HIGHLIGHTS – INDIA

REVENUES AT Rs 22,500 CRORE IN Q4'22, UP 22.7% YoY

EBITDA AT Rs 11,436 CRORE IN Q4'22 VS Rs 8,970 CRORE IN Q4'21

EBITDA MARGIN AT 50.8% IN Q4'22 VS 48.9% IN Q4'21, UP 191 bps YoY

EBIT AT Rs 4,219 CRORE IN Q4'22 VS Rs 2,763 CRORE IN Q4'21

EBIT MARGIN AT 18.8% IN Q4'22 VS 15.1% IN Q4'21, UP 368 bps YoY

MOBILE REVENUES UP BY 25.1% YoY

ARPU AT Rs 178 IN Q4'22 VS Rs 145 IN Q4'21

MOBILE 4G DATA CUSTOMER AT 200.8 Mn IN Q4'22, UP 21.5 Mn YOY

MOBILE DATA TRAFFIC HAS GROWN 28.7% TO 11,036 PBs IN Q4'22 FROM 8,575 PBs IN Q4'21

HOMES REVENUES UP BY 45.8% YoY, WITH CUSTOMER NET ADDITIONS OF 1,416 K YoY

AIRTEL BUSINESS WITNESSED A REVENUE GROWTH OF 12.9% YoY IN Q4'22

FULL YEAR HIGHLIGHTS - CONSOLIDATED

REVENUES AT Rs 116,547 CRORE IN FY'22, UP 20.2% YoY ON COMPARABLE BASIS¹

EBITDA AT Rs 58,110 CRORE IN FY'22 VS Rs 46,139 CRORE IN FY'21

EBITDA MARGIN at 49.9% IN FY'22, UP 400 bps YoY

EBIT AT Rs 24,853 CRORE IN FY'22 VS Rs 16,618 CRORE IN FY'21

EBIT MARGIN AT 21.3% IN FY'22 VS 16.5% IN FY'21, UP 481 bps YoY

NET INCOME (BEFORE EXCEPTIONAL ITEMS) AT Rs 3,528 CRORE IN FY'22

NET INCOME (AFTER EXCEPTIONAL ITEMS) AT Rs 4,255 CRORE IN FY'22

CONSOLIDATED CAPEX INVESTMENTS AT Rs 25,662 CRORE IN FY'22

FULL YEAR HIGHLIGHTS - INDIA

REVENUES AT Rs 82,132 CRORE IN FY'22, UP 19.6% YoY ON COMPARABLE BASIS¹

EBITDA AT Rs 40,974 CRORE IN FY'22 VS Rs 32,828 CRORE IN FY'21

EBITDA MARGIN at 49.9%, UP 449 bps YoY

EBIT AT Rs 13,445 CRORE IN FY'22 VS Rs 8,554 CRORE IN FY'21

EBIT MARGIN AT 16.4% IN FY'22 VS 11.8% IN FY'21

INDIA CAPEX INVESTMENTS AT Rs 20,443 CRORE IN FY'22

¹ The term 'comparable' refers to the impact of Mobile Termination Charges in Mobile – India business which have been reduced to INR 0.00 per MoU from INR 0.06 per MoU, effective January 1, 2021, as per TRAI guidelines.

All financial & non-financial numbers for India, India SA and Consolidated operations are re-casted to exclude the impact of erstwhile Bharti Infratel Ltd (now Indus Towers Ltd.)