

BHARTI AIRTEL LTD.

Q3'22 HIGHLIGHTS – CONSOLIDATED

REVENUES AT Rs 29,867 CRORE, UP 18.3% YoY ON COMPARABLE BASIS¹

EBITDA AT Rs 14,905 CRORE IN Q3'22 VS Rs 12,178 CRORE IN Q3'21

EBITDA MARGIN AT 49.9% IN Q3'22 VS 45.9% IN Q3'21, UP 398 bps YoY

EBIT AT Rs 6,345 CRORE IN Q3'22 VS Rs 4,665 CRORE IN Q3'21

EBIT MARGIN AT 21.2% IN Q3'22 VS 17.6% IN Q3'21, UP 365 bps YoY

NET INCOME (BEFORE EXCEPTIONAL ITEMS) AT Rs 807 CRORE IN Q3'22 VS NET LOSS OF Rs 298 CRORE IN Q3'21

NET INCOME (AFTER EXCEPTIONAL ITEMS) AT Rs 830 CRORE IN Q3'22 VS NET INCOME OF Rs 854 CRORE IN Q3'21

NET DEBT TO EBITDA (ANNUALIZED) AT 2.67 TIMES IN Q3'22 VS 3.03 TIMES IN Q3'21

Q3'22 HIGHLIGHTS – INDIA

REVENUES AT Rs 20,913 CRORE IN Q3'22, UP 17.9% YoY ON COMPARABLE BASIS¹

EBITDA AT Rs 10,407 CRORE IN Q3'22 VS Rs 8,589 CRORE IN Q3'21

EBITDA MARGIN AT 49.8% IN Q3'22 VS 45.2% IN Q3'21, UP 458 bps YoY

EBIT AT Rs 3,320 CRORE IN Q3'22 VS Rs 2,423 CRORE IN Q3'21

EBIT MARGIN AT 15.9% IN Q3'22 VS 12.7% IN Q3'21, UP 313 bps YoY

MOBILE REVENUE UP BY 19.1% YoY ON COMPARABLE BASIS¹

ARPU AT Rs 163 IN Q3'22 VS Rs 146 IN Q3'21 ON COMPARABLE BASIS¹

MOBILE 4G DATA CUSTOMER AT 195.5 Mn IN Q3'22, UP 29.9 MN YoY

MOBILE DATA CONSUMPTION UP BY 33.8% YoY, MONTHLY MOBILE DATA CONSUMPTION PER USER 18.3 GBs

HOMES REVENUE UP BY 40.4% YoY, WITH CUSTOMER NET ADDITIONS OF 1,367 K YoY

DIGITAL TV REVENUE STEADY AT Rs 791 CRORE, WITH CUSTOMER BASE AT 18.1 MN

AIRTEL BUSINESS WITNESSED A REVENUE GROWTH OF 13.4% YoY

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.)