

BHARTI AIRTEL LIMITED

Q4'23 HIGHLIGHTS – CONSOLIDATED

REVENUES AT Rs 36,009 CRORE, UP 14.3% YoY

EBITDA AT Rs 18,807 CRORE IN Q4'23 VS Rs 15,998 CRORE IN Q4'22

EBITDA MARGIN AT 52.2% IN Q4'23 VS 50.8% IN Q4'22, UP 144 bps YoY

EBIT AT Rs 9,387 CRORE IN Q4'23 VS Rs 7,315 CRORE IN Q4'22

EBIT MARGIN AT 26.1% IN Q4'23 VS 23.2% IN Q4'22, UP 285 bps YoY

NET INCOME (BEFORE EXCEPTIONAL ITEMS) AT Rs 2,592 CRORE IN Q4'23 VS Rs 1,860 CRORE IN Q4'22

NET INCOME (AFTER EXCEPTIONAL ITEMS) AT Rs 3,006 CRORE IN Q4'23 VS Rs 2,008 CRORE IN Q4'22

NET DEBT TO EBITDA (ANNUALIZED) AT 2.83 TIMES IN Q4'23 VS 2.51 TIMES IN Q4'22

Q4'23 HIGHLIGHTS – INDIA

REVENUES AT Rs 25,250 CRORE IN Q4'23, UP 12.2% YoY

EBITDA AT Rs 13,403 CRORE IN Q4'23 VS Rs 11,436 CRORE IN Q4'22

EBITDA MARGIN AT 53.1% IN Q4'23 VS 50.8% IN Q4'22, UP 225 bps YoY

EBIT AT Rs 5,826 CRORE IN Q4'23 VS Rs 4,219 CRORE IN Q4'22

EBIT MARGIN AT 23.1% IN Q4'23 VS 18.8% IN Q4'22, UP 432 bps YoY

MOBILE REVENUES UP BY 11.5% YoY

ARPU AT Rs 193 IN Q4'23 VS Rs 178 IN Q4'22

MOBILE 4G DATA CUSTOMER AT 224.1 Mn IN Q4'23, UP 23.3 Mn YOY

MOBILE DATA TRAFFIC HAS GROWN 20.2% TO 13,270 PBs IN Q4'23 FROM 11,036 PBs IN Q4'22

HOMES REVENUES UP BY 25.2% YoY, WITH CUSTOMER NET ADDITIONS OF 1,563 K YoY

AIRTEL BUSINESS WITNESSED A REVENUE GROWTH OF 14.5% YoY IN Q4'23

FULL YEAR HIGHLIGHTS - CONSOLIDATED

REVENUES AT Rs 139,145 CRORE IN FY'23, UP 19.4% YoY

EBITDA AT Rs 71,733 CRORE IN FY'23 VS Rs 58,110 CRORE IN FY'22

EBITDA MARGIN at 51.6% IN FY'23, UP 169 bps YoY

EBIT AT Rs 35,223 CRORE IN FY'23 VS Rs 24,853 CRORE IN FY'22

EBIT MARGIN AT 25.3% IN FY'23 VS 21.3% IN FY'22, UP 399 bps YoY

NET INCOME (BEFORE EXCEPTIONAL ITEMS) AT Rs 8,156 CRORE IN FY'23

NET INCOME (AFTER EXCEPTIONAL ITEMS) AT Rs 8,346 CRORE IN FY'23

CONSOLIDATED CAPEX INVESTMENTS AT Rs 34,195 CRORE IN FY'23

FULL YEAR HIGHLIGHTS - INDIA

REVENUES AT Rs 97,864 CRORE IN FY'23, UP 19.2% YoY

EBITDA AT Rs 51,057 CRORE IN FY'23 VS Rs 40,974 CRORE IN FY'22

EBITDA MARGIN at 52.2%, UP 228 bps YoY

EBIT AT Rs 21,276 CRORE IN FY'23 VS Rs 13,445 CRORE IN FY'22

EBIT MARGIN AT 21.7% IN FY'23 VS 16.4% IN FY'22, UP 537 bps YoY

INDIA CAPEX INVESTMENTS AT Rs 28,057 CRORE IN FY'23