

BHARTI AIRTEL LTD.**Q2'21 HIGHLIGHTS – CONSOLIDATED**

- HIGHEST EVER CONSOLIDATED QUARTERLY REVENUES
- REVENUES AT Rs 25,785 CRORE, UP 22.0% YoY
- EBITDA AT Rs 11,848 CRORE IN Q2'21 VS Rs 8,936 CRORE IN Q2'20
- EBITDA MARGIN AT 46.0% IN Q2'21 VS 42.3% IN Q2'20, UP 3.7% YoY
- MOBILE DATA TRAFFIC UP 5.5% QoQ, UP 58.8% YoY
- EBIT AT Rs 4,412 CRORE IN Q2'21 VS Rs 1,993 CRORE IN Q2'20
- EBIT MARGIN AT 17.1% IN Q2'21 VS 9.4% in Q2'20, UP 7.7% YoY
- NET LOSS (BEFORE EXCEPTIONAL ITEMS) AT Rs 744 CRORE VS NET LOSS OF Rs 1,123 CRORE IN Q2'20
- NET LOSS (AFTER EXCEPTIONAL ITEMS) AT Rs 763 CRORE VS NET LOSS OF Rs 23,045 CRORE IN Q2'20
- NET DEBT TO EBITDA (ANNUALIZED) AT 2.91 TIMES IN Q2'21 VS 3.30 TIMES IN Q2'20
- NET DEBT TO EBITDA EXCL AGR DUES (ANNUALIZED) AT 2.41 TIMES IN Q2'21

Q2'21 HIGHLIGHTS – INDIA

- REVENUES AT Rs 18,747 CRORE IN Q2'21 UP 22.0% YoY
- EBITDA AT Rs 8,592 CRORE IN Q2'21 VS Rs 6,321 CRORE IN Q2'20
- EBITDA MARGIN AT 45.8% IN Q2'21 VS 41.2% IN Q2'20, UP 4.7% YoY
- EBIT AT Rs 2,440 CRORE IN Q2'21 VS Rs 488 CRORE IN Q2'20
- EBIT MARGIN AT 13.0% in Q2'21 VS 3.2% in Q2'20, UP 9.8% YoY
- MOBILE REVENUE HAS GROWN BY 26.0% YoY
- ARPU AT Rs 162 VS Rs 128 in Q2'20
- MOBILE DATA TRAFFIC HAS GROWN 58.2% TO 7,115 PBs IN Q2'21 FROM 4,497 PBs IN Q2'20
- MOBILE 4G DATA CUSTOMER AT 152.7 Mn, UP 48.1% YoY
- AIRTEL BUSINESS AND HOMES WITNESSED A REVENUE GROWTH OF 7.5% AND 7.3% YoY RESPECTIVELY
- DTH CUSTOMER BASE HAS GROWN BY 549K FROM 16.8 Mn in Q1'21 TO 17.4 Mn IN Q2'21

Effective April 1, 2019, the Company adopted Ind AS 116 "Leases". The results for the quarter ended September 30, 2020 includes the impact of Ind AS 116.