

**BHARTI AIRTEL LTD.****Q2'22 HIGHLIGHTS – CONSOLIDATED**

REVENUES AT Rs 28,326 CRORE, UP 18.8% YoY ON COMPARABLE BASIS<sup>1</sup>

EBITDA AT Rs 14,018 CRORE IN Q2'22 VS Rs 11,259 CRORE IN Q2'21

EBITDA MARGIN AT 49.5% IN Q2'22 VS 44.9% IN Q2'21, UP 456 bps YoY

EBIT AT Rs 5,756 CRORE IN Q2'22 VS Rs 3,958 CRORE IN Q2'21

EBIT MARGIN AT 20.3% IN Q2'22 VS 15.8% IN Q2'21, UP 453 bps YoY

NET INCOME (BEFORE EXCEPTIONAL ITEMS) AT Rs 594 CRORE IN Q2'22 VS NET LOSS OF Rs 744 CRORE IN Q2'21

NET INCOME (AFTER EXCEPTIONAL ITEMS) AT Rs 1,134 CRORE IN Q2'22 VS NET LOSS OF Rs 763 CRORE IN Q2'21

NET DEBT TO EBITDA (ANNUALIZED) AT 2.96 TIMES IN Q2'22 VS 3.18 TIMES IN Q2'21

**Q2'22 HIGHLIGHTS – INDIA**

REVENUES AT Rs 19,890 CRORE IN Q2'22, UP 18.3% YoY ON COMPARABLE BASIS<sup>1</sup>

EBITDA AT Rs 9,858 CRORE IN Q2'22 VS Rs 8,003 CRORE IN Q2'21

EBITDA MARGIN AT 49.6% IN Q2'22 VS 44.4% IN Q2'21, UP 516 bps YoY

EBIT AT Rs 3,010 CRORE IN Q2'22 VS Rs 1,987 CRORE IN Q2'21

EBIT MARGIN AT 15.1% IN Q2'22 VS 11.0% IN Q2'21, UP 411 bps YoY

MOBILE REVENUE UP BY 20.3% YoY ON COMPARABLE BASIS<sup>1</sup>

ARPU AT Rs 153 IN Q2'22 VS Rs 143 IN Q2'21 ON COMPARABLE BASIS<sup>1</sup>

MOBILE 4G DATA CUSTOMER AT 192.5 Mn IN Q2'22, UP 39.9 Mn YoY

MOBILE DATA CONSUMPTION UP BY 47.5%, MONTHLY MOBILE DATA CONSUMPTION PER USER 18.6 GBs

HOMES REVENUE UP BY 21.3% YoY, CUSTOMER NET ADDITIONS OF 1,241 K YoY

DIGITAL TV REVENUE UP BY 5.7% YoY, CUSTOMER NET ADDITIONS OF 600 K YoY

AIRTEL BUSINESS WITNESSED A REVENUE GROWTH OF 11.5% YoY

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<sup>1</sup> 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.)