



April 24, 2019

BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400001

National Stock Exchange of India Limited  
Exchange Plaza, C-1, Block G, Bandra Kurla Complex,  
Bandra (E), Mumbai 400 051

**Ref: Bharti Infratel Limited (534816 / INFRATEL)**

**Sub: Quarterly report for the fourth quarter (Q4) and financial year ended March 31, 2019**

Dear Sir / Madam,

Pursuant to Regulation 30 and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing the quarterly report being released by the Company w.r.t. the audited financial results of the fourth quarter (Q4) and financial year ended March 31, 2019.

Kindly take the same on record.

Thanking you,

Sincerely Yours,  
**For Bharti Infratel Limited**

**Samridhi Rodhe**  
Company Secretary



Encl: As above

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**Quarterly report on the results for the fourth quarter and full year ended March 31, 2019**

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**Bharti Infratel Limited**

(Incorporated as a public limited company on November 30, 2006 under the Companies Act, 1956)  
901, Park Centra, Sector 30, NH-8, Gurugram, Haryana - 122001, India



**April 24, 2019**

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The financial statements included in this quarterly report fairly present in all material respects the financial position, results of operations, cash flow of the Company as of and for the periods presented in this report.

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## Supplemental Disclosures

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**Safe Harbor:** - Some information in this report may contain forward-looking statements. We have based these forward-looking statements on our current beliefs, expectations and intentions as to facts, actions and events that will or may occur in the future. Such statements generally are identified by forward-looking words such as "believe," "plan," "anticipate," "continue," "estimate," "expect," "may," "will" or other similar words.

A forward-looking statement may include a statement of the assumptions or basis underlying the forward-looking statement. We have chosen these assumptions or basis in good faith, and we believe that they are reasonable in all material respects. However, we caution you that forward-looking statements and assumed facts or bases almost always vary from actual results, and the differences between the results implied by the forward-looking statements and assumed facts or bases and actual results can be material, depending on the circumstances. You should also keep in mind that any forward-looking statement made by us in this report or elsewhere speaks only as of the date on which we made it. New risks and uncertainties come up from time to time, and it is impossible for us to predict these events or how they may affect us. We have no duty to, and do not intend to, update or revise the forward-looking statements in this report after the date hereof. In light of these risks and uncertainties, any forward-looking statement made in this report or elsewhere may or may not occur and has to be understood and read along with this supplemental disclosure.

**General Risk:** - Investment in equity and equity related securities involves a degree of risk and investors should not invest any funds in this Company without necessary diligence and relying on their own examination of Bharti Infratel Limited; along with the equity investment risk which doesn't guarantee capital protection.

**Use of Certain Non GAAP measures:** - This result announcement contains certain information on the Company's results of operations and cash flows that have been derived from amounts calculated in accordance with Indian Accounting Standards (IND AS) i.e. Non-GAAP measures. They should not be viewed in isolation as alternatives to the equivalent IND AS measures and should be read in conjunction with the equivalent IND AS measures.

**Further, disclosures are also provided under "Use of Non – GAAP financial information" on page 26**

**Others:** In this report, the term "Bharti Infratel" or "Infratel" or "the Company" refers to Bharti Infratel Limited, whereas references to "we", "us", "our", "the Group" and other similar terms, unless otherwise specified or the context otherwise implies, refer to Bharti Infratel Limited taken together with Bharti Infratel's 42% equity interest in Indus Towers Limited.

With effect from January 2015, Bharti Infratel Employee Welfare Trust (incorporated for allotment of shares to employees as part of Employee Stock Option Plan) has been included as part of the group. With effect from September 2015, Smartx Services Ltd (incorporated on September 21, 2015 as a wholly owned subsidiary) has been included as a part of the group.

**Disclaimer:** - This communication does not constitute an offer of securities for sale in the United States. Securities may not be sold in the United States absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended. Any public offering of securities to be made in the United States will be made by means of a prospectus and will contain detailed information about the Company and its management, as well as financial statements.

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## *Section A*

### Consolidated Results

The Group has adopted Indian Accounting Standards (IND AS) w.e.f. April 1, 2016 with transition date being April 1, 2015 in accordance with the requirements under Section 133 of the Companies Act, 2013. Accordingly, the consolidated financial statements under IND AS include the share of Joint-Venture on the basis of Equity Method of accounting.

In the past, we have been presenting our consolidated financial results based on proportionate consolidation method as required under previous GAAP. In order to ensure continuity of comparison, this section A includes Proforma audited consolidated financial results as per proportionate consolidation method based on segment information in the audited consolidated financial statement of IND AS and underlying information.

## Section-1

### BHARTI INFRATEL – PERFORMANCE AT A GLANCE<sup>4</sup>

Particulars	UNITS	Full Year Ended <sup>3</sup>			Quarter Ended <sup>3</sup>				
		2017	2018	2019	Mar 2018	June 2018	Sep 2018	Dec 2018	Mar 2019
<b>Consolidated Operating Highlights<sup>5</sup></b>									
Total Towers	Nos	90,646	91,451	92,277	91,451	91,759	92,123	92,301	92,277
Total Co-locations	Nos	210,606	205,596	172,724	205,596	200,778	174,512	174,449	172,724
Average Sharing factor	Times	2.26	2.29	2.06	2.30	2.22	2.04	1.89	1.88
Closing Sharing factor	Times	2.32	2.25	1.87	2.25	2.19	1.89	1.89	1.87
Sharing Revenue per Tower per month	Rs	78,318	82,094	77,322	79,861	80,014	76,865	75,775	76,159
Sharing Revenue per Sharing Operator per month	Rs	34,648	35,702	36,886	34,110	35,276	36,599	39,262	39,685
<b>Financials</b>									
Revenue <sup>1</sup>	Rs Mn	134,237	144,896	145,823	36,622	36,735	36,683	36,402	36,003
EBITDA <sup>1</sup>	Rs Mn	59,420	64,272	60,733	16,056	15,205	15,060	15,128	15,340
EBIT <sup>1</sup>	Rs Mn	36,343	40,339	37,773	10,202	9,807	9,239	9,314	9,413
Finance Cost (Net)	Rs Mn	(4,414)	-	(1,571)	129	(285)	(442)	(601)	(243)
Profit before Tax	Rs Mn	42,211	42,262	41,021	10,529	10,701	9,881	10,375	10,064
Profit after Tax	Rs Mn	27,470	24,937	24,938	6,060	6,380	5,998	6,484	6,076
Capex	Rs Mn	21,788	21,820	17,961	5,783	5,163	4,972	4,078	3,748
-of Which Maintenance & General Corporate Capex	Rs Mn	5,048	5,166	4,275	1,472	1,485	1,217	648	925
Operating Free Cash Flow <sup>1</sup>	Rs Mn	37,209	42,021	42,366	10,159	9,915	9,983	10,926	11,542
Adjusted Fund From Operations(AFFO) <sup>1</sup>	Rs Mn	53,949	58,675	56,052	14,471	13,593	13,738	14,356	14,365
Total Capital Employed	Rs Mn	119,738	117,836	119,393	117,836	120,137	114,357	117,348	119,393
Net Debt / (Net Cash)	Rs Mn	(35,127)	(51,708)	(25,852)	(51,708)	(55,462)	(35,707)	(22,157)	(25,852)
Shareholder's Equity	Rs Mn	154,865	169,544	145,245	169,544	175,599	150,064	139,505	145,245
<b>Key Ratios</b>									
EBITDA Margin <sup>2</sup>	%	44.3%	44.4%	41.6%	43.8%	41.4%	41.1%	41.6%	42.6%
EBIT Margin <sup>2</sup>	%	27.1%	27.8%	25.9%	27.9%	26.7%	25.2%	25.6%	26.1%
Net Profit Margin <sup>2</sup>	%	20.5%	17.2%	17.1%	16.5%	17.4%	16.4%	17.8%	16.9%
Net Debt / (Net Cash) to EBITDA (LTM)	Times	(0.59)	(0.80)	(0.43)	(0.80)	(0.87)	(0.57)	(0.36)	(0.43)
Interest Coverage ratio (LTM)	Times	22.17	24.83	19.85	24.83	23.65	22.91	21.55	19.85
Return on Capital Employed (LTM) Pre Tax	%	30.1%	34.0%	31.8%	34.0%	34.0%	34.1%	33.1%	31.8%
Return on Shareholder's Equity (LTM) Pre Tax	%	25.0%	26.1%	26.1%	26.1%	25.0%	26.7%	27.4%	26.1%
Return on Shareholder's Equity (LTM) Post tax	%	16.3%	15.4%	15.8%	15.4%	14.7%	15.8%	16.4%	15.8%
<b>Valuation Indicators</b>									
Market Capitalization	Rs Bn	603	622	580	622	556	486	479	580
Enterprise Value	Rs Bn	568	570	554	570	500	451	457	554
EV / EBITDA (LTM)	Times	9.55	8.87	9.12	8.87	7.85	7.22	7.44	9.12
EPS (Diluted)	Rs	14.73	13.49	13.49	3.28	3.45	3.24	3.51	3.29
PE Ratio	Times	22.13	24.92	23.23	24.92	22.52	20.01	19.22	23.23

1. Revenue, EBITDA, EBIT, Operating free cash flow and Adjusted Fund from Operations (AFFO) are excluding other income.

2. EBITDA, EBIT and Net profit margin have been computed on revenue excluding other income.

3. Previous periods' figures have been regrouped/ rearranged wherever necessary to confirm to current period classifications.

4. The Company has adopted IND AS w.e.f. April 1, 2016 with transition date being April 1, 2015 in accordance with the requirements under Section 133 of the Companies Act, 2013. Accordingly, the consolidated financial statements under IND AS include the share of Joint-Venture on the basis of Equity Method of accounting.

In the past, we have been presenting our consolidated financial results based on proportionate consolidation method as required under previous GAAP. In order to ensure continuity of comparison after introduction of IND AS, we have disclosed the above Proforma consolidated financials based on segment information in the audited consolidated financial statement of IND AS and underlying information.

5. Consolidated Operating Highlights for Quarter ended March 2019- The Company during the quarter has reported co-locations reduction of 3,787 basis exit notices received. However as at Mar 19, there are cumulative 4,308 co-locations for which though the exit notices have been received but actual exits have not happened.

## Section 2

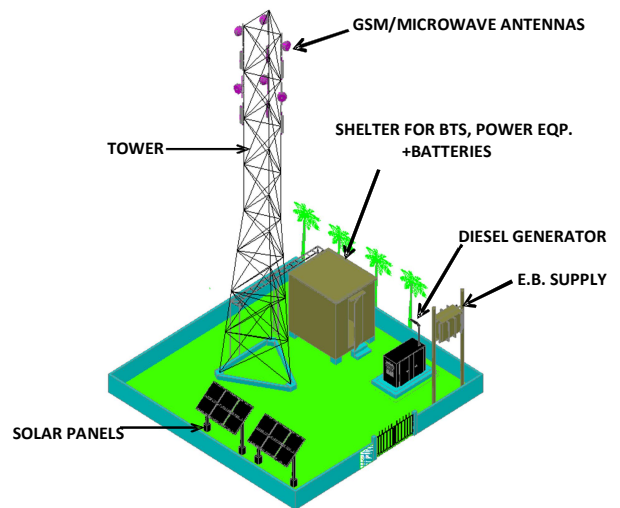
### AN OVERVIEW

#### 2.1 Industry Overview

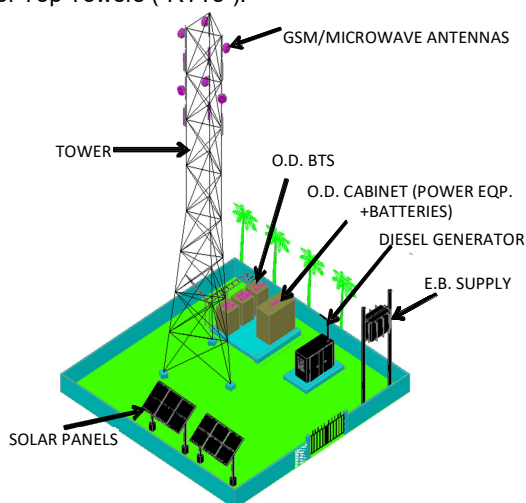
The Indian telecommunications industry is one of the most competitive globally. The focus of Indian operators in the last ten years or so has been to develop an affordable mass market telecommunications service model which allows for service availability across India's urban and rural areas at affordable prices. A strong focus on optimization of operational expenses through the outsourcing of non-core areas, process innovation, cost-to-serve alignment and strategic partnerships has also resulted in steady growth of the Tower Industry. Today, all operators prefer to lease towers from tower companies rather than build them for captive use.

Infrastructure sharing is effective in optimizing the utilization of available resources and helps to bring down the cost of providing telecommunications services. With the reduction in overall tariffs and restrictions placed by various local regulatory bodies on the installation of telecom towers, infrastructure sharing amongst service providers has become the norm rather than the exception in the Indian telecommunications industry.

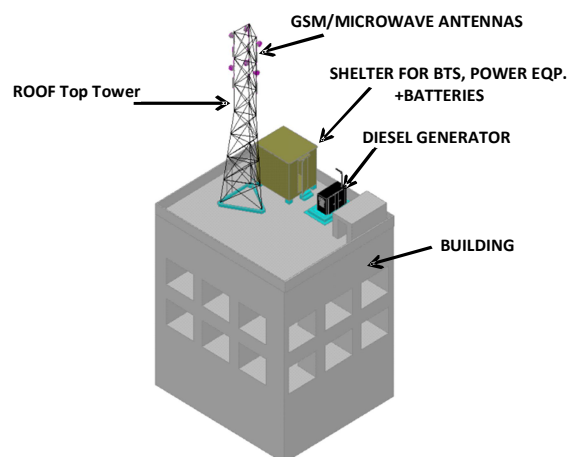
Tower companies provide the entire range of tower infrastructure that is required by wireless telecommunications service providers to offer mobile telephony services to their subscribers. Tower infrastructure refers to equipments such as towers, shelters, power regulation equipment, battery banks, diesel generator sets ("DG sets"), air conditioners, fire extinguishers and a security cabin, required at a site where such towers are installed. There are generally two types of towers – Ground Based Towers ("GBTs") and Roof Top Towers ("RTTs").



GBT-WITH INDOOR BTS



GBT-WITH OUTDOOR BTS



RTT-WITH INDOOR BTS

Average specifications for GBT and RTT are summarized in the following table:

	GBT	RTT
<b>Space Requirement</b>	4,000 Sq. Ft.	Roof Top
<b>Height (m)</b>	40-60	14-20
<b>Occupancy Capacity</b>	3-5 co-location	2-3 co-location

There are two kinds of infrastructure that constitute a telecom tower:

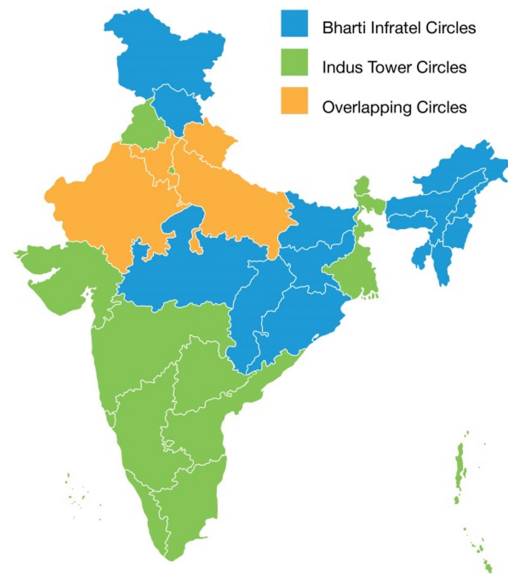
- Active Infrastructure: Radio antenna, BTS/cell site, cables etc that are owned and supplied by telecom operators
- Tower Infrastructure: Steel tower, shelter room, DG set, Power regulation equipment, Battery bank, security cabin etc. that supports active infrastructure.

## 2.2 Company Overview

Bharti Infratel is a provider of tower and related infrastructure sharing services. On a consolidated basis, we are one of the largest PAN India tower infrastructure providers, based on the number of towers owned and operated by Bharti Infratel and Indus, which are represented by Bharti Infratel's 42% equity interest in Indus. The business of Bharti Infratel and Indus is to acquire, build, own and operate tower and related infrastructure. Bharti Infratel and Indus provide access to their towers primarily to wireless telecommunications service providers on a shared basis, under long-term contracts. Bharti Infratel's and Indus's three largest customers are Bharti Airtel (together with Bharti Hexacom), Vodafone Idea Limited and Reliance Jio Infocomm Limited, which are leading wireless telecommunications service providers in India by wireless revenue.

We have a nationwide presence with operations in all 22 telecommunications Circles in India, with Bharti Infratel and Indus having operations in 4 overlapping Circles.

As of March 31, 2019, Bharti Infratel owned and operated 40,388 towers with 76,341 co-locations in 11 telecommunications Circles while Indus operated 123,546 towers with 229,483 co-locations in 15 telecommunications Circles. With Bharti Infratel's towers and Bharti Infratel's 42% interest in Indus, we have an economic interest in the equivalent of 92,277 towers and 172,724 co-locations in India as of March 31, 2019.



We have entered into MSAs with our customers. The MSAs are long-term contracts which set out the terms on which access is provided to Bharti Infratel's and Indus's towers, with all service providers being offered substantially the same terms and receiving equal treatment at towers where they have installed their active infrastructure. Under the MSAs, Bharti Infratel and Indus enter into service contracts in respect of individual towers. The MSAs and service contracts govern Bharti Infratel's and Indus's relationship with their customers; the services provided, the applicable charges and incorporate annual escalation clauses in respect of the applicable charges. This provides stability to our business and provides visibility with regard to future revenues.

### Relationship with Indus

In order to capitalize on the opportunities for tower sharing in the Indian telecommunications market, Bharti Airtel, Bharti Infratel, Vodafone India and Idea Cellular agreed to establish Indus as an independently managed joint venture that provides non-discriminatory shared tower services to all wireless telecommunications service providers. In furtherance of this joint venture, the parties also agreed to contribute certain identified towers to Indus and to use the services of Indus in the first instance for any new rollout of telecommunications towers or co-locations in 15 telecommunications circles. In this context, Indus was incorporated in November 2007 and Bharti Airtel, Bharti Infratel, Vodafone India (certain of its subsidiaries), Idea Cellular and Idea Cellular Infrastructure entered into the Indus Share Holders Agreement (SHA) to govern their relationship



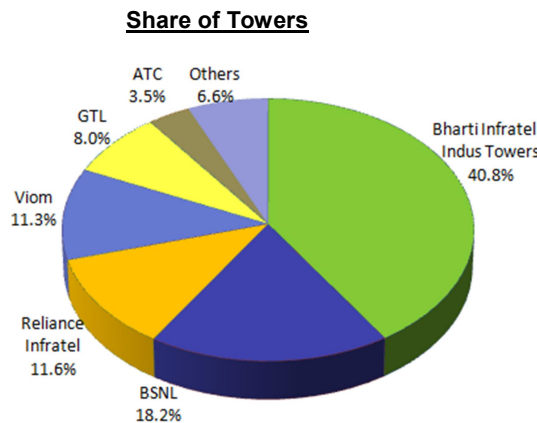
with respect to Indus and its day-to-day operations and the Framework Agreement, which sets out among other things, the basis on which towers were to be contributed to Indus by the respective parties. In accordance with the Framework Agreement, Bharti Infratel, Vodafone India and Aditya Birla Telecom hold a 42%, 42% and 16% shareholding interest in Indus, respectively. During the quarter ended March' 2017, Aditya Birla Telecom transferred 4.85% of its stake in Indus to P5 Asia Holding Investment (Mauritius) Limited. As on 31st March 2019, Bharti Infratel, Vodafone India and Aditya Birla Telecom hold shareholding interest of 42%, 42% and 11.15% respectively in Indus.

The Indus SHA provides that Indus cannot carry on business in the seven telecommunications Circles in which Bharti Infratel currently operates exclusive of Indus. Similarly, subject to certain exceptions, the joint venture partners are not permitted to, among other things (a) compete with the business of Indus in the 15 specified telecommunications Circles that Indus currently operates in, (b) develop, construct or acquire any tower in the 15 specified telecommunications Circles that Indus currently operates in and (c) directly or indirectly procure orders from or do business with any entity that has been a customer of Indus during the previous two year period in competition with the business of Indus in the 15 specified telecommunications Circles that Indus currently operates in.

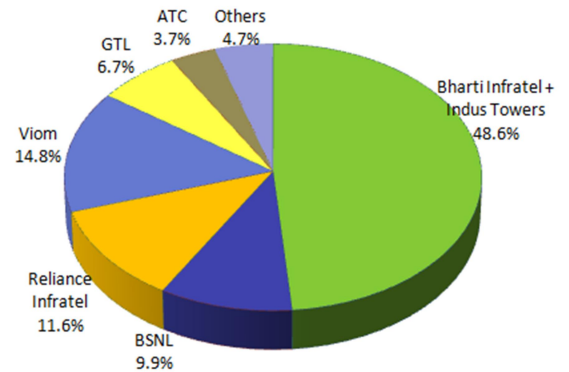
On the basis of the relationship as described above, Bharti Infratel and Indus do not compete with each other in any telecommunications Circle, they do not have any conflicts of interest in this regard and are able to work closely with each other and benefit from the synergies generated by the nationwide coverage and large scale of their operations.

### Market Share

As per report 'Indian Tower Industry: The Future is Data – June 2015' by Deloitte, Bharti Infratel and Indus Towers together have a market share of 40.8% and 48.6% for towers and co-locations respectively. The data set includes own built towers of operators.



### Share of Co-locations



### Future visibility on revenues & cash flows

Bharti Infratel has assured future revenues and cash flows because of the following key competitive strengths:

- A leading telecommunications infrastructure operator in India, with large scale, nationwide operations in an industry with entry barriers.
- Extensive presence in all telecommunications Circles with high growth potential
- Long term contracts with leading wireless telecommunications service providers in India, providing visibility on future revenues.

On a consolidated basis, the estimated weighted average remaining life of service contracts, entered into with telecommunications service providers, as on March 31, 2019 is 4.93 Years.

- Comprehensive deployment and operational experience supported by well-developed processes, systems and IT infrastructure.

### Alternate Energy and Energy Conservation Measures

Bharti Infratel believes that a healthy environment is a prerequisite for progress, contributing to the well-being of society, our people and our business, and serving as the foundation for a sustainable and strong economy. In line with the vision of being known for Environmental Friendliness, the Company continues to deploy people, ideas and capital to help find effective solutions to environmental issues.

Bharti Infratel has initiated Green Towers P7 program based on seven ideas aimed at minimizing dependency on diesel and, thereby, carbon footprint reduction. This program promotes (a) improving energy efficiency of

tower infrastructure equipment, (b) use of renewable energy resources, and (c) reduction of equipment load on tower infrastructure equipment.

Some of the key initiatives taken so far are:

- Solar Photovoltaic (PV) Solutions: As of March 31, 2019, we operate ~3,100 solar-powered sites across the network on a consolidated basis, which helps in reducing noise and emissions from DG sets and also in reducing dependency on diesel, thereby contributing towards better energy security. The Company is working towards scaling up the solar installations across the network.

Further, we are partnering with Renewable Energy Service Companies in our efforts towards powering our towers using renewable energy along with community power development, in rural areas.

- Adoption of Integrated Power Management Solutions (IPMS) and Plug and Play Cabinets (PPC) as part of standard configuration for new tower deployment to ensure effective utilization of grid power supply on the towers.
- Comprehensive program to ensure zero diesel consumption at our tower sites. On a consolidated basis, over ~45,000 towers across our network are green.

We believe that these renewable energy initiatives, energy efficiency measures and load optimization methods will continue to have long-term benefits to our business, securing us against rising power and fuel costs as well as reducing the environmental impact of our operations.

For Operating highlights and details refer Page no. 14.

**Section 3**  
**PROFORMA FINANCIAL HIGHLIGHTS**

The proforma audited financial results presented in this section are prepared as per proportionate consolidation method based on segment information in the audited consolidated financial statement of IND AS and underlying information.

Detailed financial statements, analysis & other related information is attached to this report (Page 23). Also, kindly refer to section 7.3 – use of Non GAAP financial information (Page 26) and Glossary (Page 57) for detailed definitions.

**3.1 Summary of Proforma Consolidated Financial Statements**

**3.1.1. Summarized Consolidated Statement of Operations (net of inter-company eliminations)**

*Amount in Rs mn, except ratios*

Particulars	Quarter Ended			Full Year Ended		
	Mar-19	Mar-18	Y-on-Y Growth	Mar-19	Mar-18	Y-on-Y Growth
Revenue <sup>1</sup>	36,003	36,622	-2%	145,823	144,896	1%
EBITDA <sup>1</sup>	15,340	16,056	-4%	60,733	64,272	-6%
<i>EBITDA Margin</i>	42.6%	43.8%		41.6%	44.4%	
EBIT <sup>1</sup>	9,413	10,202	-8%	37,773	40,339	-6%
Other Income	408	956	-57%	2,034	2,423	-16%
Finance cost (Net)	(243)	129	-288%	(1,571)	-	
Profit before exceptional items and tax	10,064	11,029	-9%	41,378	42,762	-3%
Exceptional items	-	500		357	500	-29%
Profit before tax	10,064	10,529	-4%	41,021	42,262	-3%
Income tax Expense	3,988	4,469	-11%	16,083	17,325	-7%
Profit after Tax	6,076	6,060	0%	24,938	24,937	0%
Capex	3,748	5,783	-35%	17,961	21,820	-18%
Operating Free Cash Flow <sup>1</sup>	11,542	10,159	14%	42,366	42,021	1%
Adjusted Fund From Operations (AFFO) <sup>1</sup>	14,365	14,471	-1%	56,052	58,675	-4%
Cumulative Investments	309,890	303,163	2%	309,890	303,163	2%

1. Revenue, EBITDA, EBIT, Operating free cash flow and Adjusted Fund from Operations (AFFO) are excluding other income.

**3.1.2. Summarized Statement of Consolidated Financial Position**

*Amount in Rs. mn*

Particulars	As at	As at
	Mar 31, 2019	March 31, 2018
<b>Shareholder's Fund</b>		
Share capital	18,496	18,496
Other Equity	126,749	151,048
<b>Total Equity</b>	<b>145,245</b>	<b>169,544</b>
<b>Liabilities</b>		
Non-current liabilities	26,412	25,801
Current liabilities	50,839	44,518
<b>Total liabilities</b>	<b>77,251</b>	<b>70,319</b>
<b>Total Equity and liabilities</b>	<b>222,496</b>	<b>239,863</b>
<b>Assets</b>		
Non-current assets	158,307	149,275
Current assets	64,189	90,588
<b>Total assets</b>	<b>222,496</b>	<b>239,863</b>

### 3.2 Summarised Statement of Proforma Group Consolidation- Statement of Operations

#### 3.2.1 Bharti Infratel Consolidated (Quarter Ended Mar 31, 2019)

Amount in Rs mn, Except Ratios

Particulars	Quarter Ended Mar 31, 2019			
	Infratel Standalone	Indus Consolidation <sup>2</sup>	Eliminations/ Adjustments <sup>3</sup>	Infratel Consol <sup>4</sup>
Revenue <sup>1</sup>	16,746	19,256	(11)	36,003
EBITDA <sup>1</sup>	7,967	7,360	-	15,340
<i>EBITDA Margin</i>	47.6%	38.2%		42.6%
EBIT <sup>1</sup>	5,009	4,407	-	9,413
Other Income	186	222	-	408
Finance cost (Net)	(817)	574	-	(243)
Profit before exceptional items and tax	6,012	4,055	-	10,064
Exceptional items	-	-	-	-
Profit before tax	6,012	4,055	-	10,064
Income tax expense	2,122	1,416	451	3,988
Profit after Tax	3,890	2,639	(451)	6,076
Capex	1,670	2,054	-	3,748
Operating Free Cash Flow <sup>1</sup>	6,247	5,306	-	11,542
Adjusted Fund From Operations(AFFO) <sup>1</sup>	7,394	6,958	-	14,365
Cumulative Investments	149,031	160,979	(360)	309,890

1. Revenue, EBITDA, EBIT, Operating free cash flow and AFFO are excluding other income.

2. Refer glossary for Indus Consolidation.

3. Elimination/adjustments represents elimination of intersegment transactions and adjustment for dividend distribution tax on share of profits in JV.

4. Infratel consol includes results of wholly owned subsidiary Smartx Services Ltd and Bharti Infratel Employee Welfare Trust.

#### 3.2.2 Bharti Infratel Consolidated (Full Year ended March 31, 2019)

Amount in Rs mn, Except Ratios

Particulars	Full Year Ended Mar 31, 2019			
	Infratel Standalone	Indus Consolidation <sup>2</sup>	Eliminations/ Adjustments <sup>3</sup>	Infratel Consol <sup>4</sup>
Revenue <sup>1</sup>	68,217	77,606	(45)	145,823
EBITDA <sup>1</sup>	31,680	29,067	-	60,733
<i>EBITDA Margin</i>	46.4%	37.5%		41.6%
EBIT <sup>1</sup>	20,498	17,310	-	37,773
Other Income	12,276	1,019	(11,261)	2,034
Finance cost (Net)	(3,877)	2,306	-	(1,571)
Profit before exceptional items and tax	36,651	16,023	(11,261)	41,378
Exceptional items	-	357	-	357
Profit before tax	36,651	15,666	(11,261)	41,021
Income tax expense	8,861	5,494	1,735	16,083
Profit after Tax <sup>3</sup>	27,790	10,172	(12,996)	24,938
Capex	9,037	8,849	-	17,961
Operating Free Cash Flow <sup>1</sup>	22,432	20,022	-	42,366
Adjusted Fund From Operations(AFFO) <sup>1</sup>	29,033	27,033	-	56,052
Cumulative Investments	149,031	160,979	(360)	309,890

1. Revenue, EBITDA, EBIT, Operating free cash flow & AFFO are excluding other income.

2. Refer glossary for Indus Consolidation.

3. Elimination/adjustments represents elimination of intersegment transactions and adjustment for dividend distribution tax on share of profits in JV.

4. Infratel consol includes results of wholly owned subsidiary Smartx Services Ltd and Bharti Infratel Employee Welfare Trust.

### 3.2.3 Bharti Infratel Standalone

Amount in Rs mn, Except Ratios

Particulars	Quarter Ended			Full Year Ended		
	Mar-19	Mar-18	Y-on-Y Growth	Mar-19	Mar-18	Y-on-Y Growth
Revenue <sup>1</sup>	16,746	16,717	0%	68,217	66,180	3%
EBITDA <sup>1</sup>	7,967	7,949	0%	31,680	31,854	-1%
<i>EBITDA Margin</i>	47.6%	47.6%		46.4%	48.1%	
EBIT <sup>1</sup>	5,009	4,955	1%	20,498	19,764	4%
Other Income	186	465	-60%	12,276	11,061	11%
Finance cost (Net)	(817)	(292)	180%	(3,877)	(1,705)	127%
Profit before tax	6,012	5,712	5%	36,651	32,530	13%
Exceptional items	-	260	-100%	-	260	-100%
Profit before tax	6,012	5,452	10%	36,651	32,270	14%
Income tax expense	2,122	2,104	1%	8,861	8,131	9%
Profit after Tax	3,890	3,348	16%	27,790	24,139	15%
Capex	1,670	2,640	-37%	9,037	11,223	-19%
Operating Free Cash Flow <sup>1</sup>	6,247	5,249	19%	22,432	20,389	10%
Adjusted Fund From Operations(AFFO) <sup>1</sup>	7,394	7,330	1%	29,033	28,605	1%
Cumulative Investments	149,031	143,712	4%	149,031	143,712	4%

1. Revenue, EBITDA, EBIT, Operating free cash flow & AFFO are excluding other income.

### 3.2.4 Indus Consolidation

Amount in Rs mn, Except Ratios

Particulars	Quarter Ended			Full Year Ended		
	Mar-19	Mar-18	Y-on-Y Growth	Mar-19	Mar-18	Y-on-Y Growth
Revenue <sup>1</sup>	19,256	19,896	-3%	77,606	78,718	-1%
EBITDA <sup>1</sup>	7,360	8,104	-9%	29,067	32,407	-10%
<i>EBITDA Margin</i>	38.2%	40.7%		37.5%	41.2%	
EBIT <sup>1</sup>	4,407	5,246	-16%	17,310	20,569	-16%
Other Income	222	491	-55%	1,019	1,371	-26%
Finance cost (Net)	574	421	36%	2,306	1,705	35%
Profit before exceptional items and tax	4,055	5,316	-24%	16,023	20,235	-21%
Exceptional items	-	240	-100%	357	240	49%
Profit before tax	4,055	5,076	-20%	15,666	19,995	-22%
Income tax expense	1,416	1,789	-21%	5,494	6,970	-21%
Profit after Tax	2,639	3,287	-20%	10,172	13,025	-22%
Capex	2,054	3,038	-32%	8,849	10,387	-15%
Operating Free Cash Flow <sup>1</sup>	5,306	5,013	6%	20,022	21,832	-8%
Adjusted Fund From Operations(AFFO) <sup>1</sup>	6,958	7,137	-3%	27,033	30,060	-10%
Cumulative Investments	160,979	159,643	1%	160,979	159,643	1%

1. Revenue, EBITDA, EBIT, Operating free cash flow & AFFO are excluding other income.

### 3.3 Summarised Statement of Group Consolidation- Statement of Balance Sheet

Amount in Rs mn

Particulars	As at Mar 31, 2019			
	Infratel Standalone	Indus Consolidation <sup>1</sup>	Eliminations/ Adjustments <sup>2</sup>	Infratel Consol <sup>3</sup>
<b>Shareholder's Fund</b>				
Share capital	18,496	1	(1)	18,496
Other Equity	138,147	51,085	(62,266)	126,749
<b>Total Equity</b>	<b>156,643</b>	<b>51,086</b>	<b>(62,267)</b>	<b>145,245</b>
<b>Liabilities</b>				
Non-current liabilities	6,461	18,334	1,617	26,412
Current liabilities	17,735	33,118	(31)	50,839
<b>Total liabilities</b>	<b>24,196</b>	<b>51,452</b>	<b>1,586</b>	<b>77,251</b>
<b>Total Equity and liabilities</b>	<b>180,839</b>	<b>102,538</b>	<b>(60,681)</b>	<b>222,496</b>
<b>Assets</b>				
Non-current assets	137,931	81,118	(60,650)	158,307
Current assets	42,908	21,420	(31)	64,189
<b>Total assets</b>	<b>180,839</b>	<b>102,538</b>	<b>(60,681)</b>	<b>222,496</b>

1. Refer glossary for Indus Consolidation.

2. Elimination/adjustments represent elimination of intersegment transactions and adjustment for deferred tax liability on share of profits in JV.

3. Infratel consol includes results of wholly owned subsidiary Smartx Services Ltd and Bharti Infratel Employee Welfare Trust.

**Section 4**  
**OPERATING HIGHLIGHTS**

The financial figures used for computing sharing revenue per sharing operator, sharing revenue per tower, revenue per employee per month, personnel cost per employee per month are based on IND AS. The consolidated financial figures are based on proforma audited financial results prepared as per proportionate consolidation method based on segment information in the audited consolidated financial statements of IND AS and underlying information.

**4.1 Tower and Related Infrastructure Services**

**4.1.1 Bharti Infratel Consolidated<sup>2</sup>**

Parameters	Unit	Mar 31, 2019	Dec 31, 2018	Q-on-Q Growth	Mar 31, 2018	Y-on-Y Growth
Total Towers <sup>1</sup>	Nos	92,277	92,301	(24)	91,451	826
Total Co-locations <sup>1</sup>	Nos	172,724	174,449	(1,725)	205,596	(32,873)
<b>Key Indicators</b>						
Average Sharing Factor	Times	1.88	1.89		2.30	
Closing Sharing Factor	Times	1.87	1.89		2.25	
Sharing Revenue per Tower p.m	Rs	76,159	75,775	0.5%	79,861	-4.6%
Sharing Revenue per Sharing Operator p.m	Rs	39,685	39,262	1.1%	34,110	16.3%

1. Represents the sum of the numbers of towers (and the co-locations thereof) owned and operated by Bharti Infratel and 42% of the number of towers (and the co-locations thereof) owned & operated by Indus Towers.

2. The Company during the quarter has reported co-locations reduction of 3,787 basis exit notices received. However as at Mar 19, there are cumulative 4,308 co-locations for which though the exit notices have been received but actual exits have not happened.

**4.1.2 Bharti Infratel Standalone**

Parameters	Unit	Mar 31, 2019	Dec 31, 2018	Q-on-Q Growth	Mar 31, 2018	Y-on-Y Growth
Total Towers	Nos	40,388	40,192	196	39,523	865
Total Co-locations	Nos	76,341	77,693	(1,352)	88,665	(12,324)
<b>Key Indicators</b>						
Average Sharing Factor	Times	1.91	1.95		2.29	
Closing Sharing Factor	Times	1.89	1.93		2.24	
Sharing Revenue per Tower p.m	Rs	82,460	83,040	-0.7%	83,716	-1.5%
Sharing Revenue per Sharing Operator p.m	Rs	42,143	41,632	1.2%	35,890	17.4%

**4.1.3 Indus Towers**

Parameters	Unit	Mar 31, 2019	Dec 31, 2018	Q-on-Q Growth	Mar 31, 2018	Y-on-Y Growth
Total Towers	Nos	123,546	124,069	(523)	123,639	-93
Total Co-locations	Nos	229,483	230,372	(889)	278,408	(48,925)
<b>Key Indicators</b>						
Average Sharing Factor	Times	1.86	1.85		2.30	
Closing Sharing Factor	Times	1.86	1.86		2.25	
Sharing Revenue per Tower p.m	Rs	71,283	70,237	1.5%	76,874	-7.3%
Sharing Revenue per Sharing Operator p.m	Rs	37,716	37,354	1.0%	32,741	15.2%

## 4.2 Human Resource Analysis

### 4.2.1 Bharti Infratel Consolidated

Parameters	Unit	Mar 31, 2019	Dec 31, 2018	Q-on-Q Growth	Mar 31, 2018	Y-on-Y Growth
Total On Roll Employees <sup>1</sup>	Nos	2,222	2,209	13	2,273	(50)
Number of Towers per Employee	Nos	42	42	-0.6%	40	3.2%
Personnel Cost per Employee per month	Rs	183,673	186,738	-1.6%	185,856	-1.2%
Revenue per Employee per month	Rs	5,415,858	5,473,137	-1.0%	5,363,597	1.0%

1. Total On Roll Employees include proportionate consolidation of 42% of Indus Towers Employees.

### 4.2.2 Bharti Infratel Standalone

Parameters	Unit	Mar 31, 2019	Dec 31, 2018	Q-on-Q Growth	Mar 31, 2018	Y-on-Y Growth
Total On Roll Employees	Nos	1,235	1,227	8	1,248	(13)
Number of Towers per Employee	Nos	33	33	-0.2%	32	3.3%
Personnel Cost per Employee per month	Rs	197,942	193,139	2.5%	190,898	3.7%
Revenue per Employee per month	Rs	4,534,525	4,679,903	-3.1%	4,488,388	1.0%

### 4.2.3 Indus Towers

Parameters	Unit	Mar 31, 2019	Dec 31, 2018	Q-on-Q Growth	Mar 31, 2018	Y-on-Y Growth
Total On Roll Employees	Nos	2,351	2,339	12	2,440	(89)
Number of Towers per Employee	Nos	53	53	-0.9%	51	3.7%
Personnel Cost per Employee per month	Rs	165,837	178,703	-7.2%	179,804	-7.8%
Revenue per Employee per month	Rs	6,517,074	6,470,602	0.7%	6,411,074	1.7%

Note: Indus operates on outsourced operations & maintenance model in certain geographical territories wherein the associated personnel cost is recorded as part of repair & maintenance and other expenses. Hence, the related human resources key performance indicators are not strictly comparable between Bharti Infratel Standalone and Indus.

## 4.3 Residual Lease Period and Future Minimum Lease Receivable

### 4.3.1 Bharti Infratel Consolidated

Parameters	Unit	March 31, 2019
Average Residual Service Contract Period	Yrs.	4.93
Minimum Lease Payment Receivable	Rs. Mn	416,056



## Section 5

### MANAGEMENT DISCUSSION AND ANALYSIS

#### 5.1 Key Industry Developments

##### 1. Bharti Airtel update

###### Transfer of its stake in Bharti Infratel to Nettle

Airtel's shareholders have approved transfer of upto its 32% stake in Bharti Infratel to Nettle Infrastructure Investments Limited (Nettle), a wholly owned subsidiary and subsequent transfer thereof. Subsequently, Airtel has transferred 31 cr shares to Nettle during the quarter. Bharti Airtel holds 33.57% directly and Nettle owns 19.94% as on 31 March 2019. Together the promoter holding remained unchanged at 53.51% at the end of the quarter.

###### Fund raising

As per Stock Exchange filing, Airtel Board has approved a capital raise of Rs 32,000 Crs; through a rights issuance of up to Rs 25,000 Crs of fully paid-up equity shares at a price of INR 220 per share and an additional raise of up to Rs 7,000 Crs via the Foreign Currency Perpetual Bond Issue.

###### Bharti Airtel and Tata Teleservices merger

As per Stock Exchange filing, Airtel has received an in-principle approval from DoT for Scheme of Arrangements with Tata Teleservices Limited and Tata Teleservices (Maharashtra) Limited, subject to certain compliances. The Scheme of arrangements have already been approved by CCI, SEBI and NCLT.

##### 2. Vodafone – Idea update

###### Fund raising

Vodafone Idea's Board has approved Rs. 25,000 Crs rights issue, as part of which shareholders will be able to buy 87 shares for every 38 shares held for an issue price of 12.50 rupees per share.

##### 3. Reliance Communications– update

###### Sale of Telecom Assets

The company has stated that the agreements entered into between Reliance Communications group and Reliance Jio for sale of certain specified telecom assets have been terminated by mutual agreement.

###### Debt-Resolution Plan

As per regulatory filing, Board of Directors has reviewed the progress of the Company's debt resolution plans and decided that the Company and two of its subsidiaries namely; Reliance

Telecom Limited and Reliance Infratel Limited will seek fast track resolution through NCLT, Mumbai.

##### 4. Reliance Jio – Tower and fiber demerger

As per stock exchange filing, Reliance Jio has completed the transfer of its Optic Fiber Cable and Tower Infrastructure to two infrastructure Investment Trusts (InvITs). The two entities — Digital Fiber Infrastructure Trust and Tower Infrastructure Trust — had been set up by a wholly-owned subsidiary of Reliance Industries (RIL). NCLT has already accorded its approval to hive off fiber and tower businesses into the above two units.

##### 5. Airtel and Vodafone Idea Fiber update

Vodafone Idea has already announced demerging their fiber assets to a wholly owned subsidiary, Vodafone Towers Ltd.

Airtel has previously announced an intent to create a fiber joint venture. Currently, the Scheme of arrangement between Airtel and Telesonic, for the transfer of optical fibre cable business is pending approval by NCLT.

##### 6. Infratel – Indus Merger update :

The Scheme of arrangement has already received approval from Competition Commission of India and No Objection from the SEBI through BSE Limited and National Stock Exchange of India Limited. During the quarter, the meeting of shareholders and unsecured creditors of the Company was convened on February 2, 2019. The proposed resolution approving the Scheme of Arrangement was passed by the requisite majority, as required by the NCLT Order and SEBI Circular. The approval from National Company Law Tribunal (NCLT) and Department of Telecommunications for FDI approval is awaited. The second motion petition filed with NCLT has been admitted. The matter is listed for hearing before the NCLT on May 14, 2019.

#### 5.2 Key Company Developments

##### 1. Arbitration and Court cases update

An arbitration tribunal has ordered Reliance Communications to pay the Company, a sum of Rs 39.22 crore (plus interest at 9% per annum) for prematurely exiting the tower sites.

An arbitral tribunal has dismissed Bharti Infratel's exit charges claim of over Rs 195 crore (including multiple interest levies) from Sistema Shyam Teleservices.

## **2. Awards and Recognition**

Mr. Akhil Gupta, Executive Chairman, Bharti Infratel and Vice Chairman of Bharti Group has been bestowed with the Lifetime Contribution Award at the Voice & Data Awards (2018);

Mr. Biswajit Patnaik, Chief Sales and Marketing Officer, Bharti Infratel Limited has been conferred the Recognition Trophy for Strategy Leader of the year 2019 at the 4th Annual Strategy Leaders' Summit & Awards 2019;

Bharti Infratel has been awarded for the category Innovation in Telecom Infrastructure at the 9<sup>th</sup> edition of Aegis Graham Bell Awards hosted by the Government of Goa;

Bharti Infratel was adjudged with the coveted Golden Peacock Award for Corporate Social Responsibility by Institute of Directors.

## **3. Interim Dividend**

The Board of Directors in its meeting held on 24th April 2019 declared a 2nd interim dividend of Rs. 7.50 per equity share of Rs. 10 each for financial year 2018-19.

## 5.2 Results of Operations

*The proforma financial results presented in this section are prepared as per proportionate consolidation method based on segment information in the audited consolidated financial statement of IND AS and underlying information.*

### **Key Highlights – For the full year ended March 31, 2019**

- Consolidated tower base at 92,277
- Consolidated co-locations at 172,724
- Consolidated Revenues at Rs. 145,823 Mn
- Consolidated EBITDA at Rs. 60,733 Mn
- Operating Free Cash Flow (OFCF) at Rs. 42,366 Mn
- Adjusted Fund from Operations (AFFO) at Rs. 56,052 Mn

### **Key Highlights – For the quarter ended March 31, 2019**

- Consolidated Revenues at Rs. 36,003 Mn
- Consolidated EBITDA at Rs. 15,340 Mn
- Consolidated Profit before tax at Rs. 10,064 Mn
- Operating Free Cash Flow (OFCF) at Rs. 11,542 Mn
- Adjusted Fund from Operations (AFFO) at Rs. 14,365 Mn

## 5.3.1 Financial & Operational Performance

### **Bharti Infratel Consolidated**

#### **Full Year Ended Mar 31, 2019**

#### **Tower and Co-Location base & additions**

As of March 31, 2019, Bharti Infratel owned and operated 40,388 towers with 76,341 co-locations in 11 telecommunication Circles while Indus operated 123,546 towers with 229,483 co-locations in 15 telecommunication Circles. With Bharti Infratel's towers and Bharti Infratel's 42% interest in Indus, we have an economic interest in the equivalent of 92,277 towers and 172,724 co-locations in India as of March 31, 2019.

Net co-locations reduced during the year were 32,873 on consolidated basis and 12,324 on standalone basis. Gross exits reduced during the year have impact of 39,752 on consolidated basis and 14,619 on standalone basis. This includes 4,308 co-locations on consolidated basis for which actual exits have not happened as at quarter end.

#### **Revenues<sup>1</sup> from Operations**

Our consolidated revenue comprises of primarily revenues from co-locations of Bharti Infratel and 42% economic Interest in Indus and their energy billings. Our consolidated revenue from operations for the year ended Mar 31, 2019 was Rs 145,823 million, a growth of 1% compared to the year ended Mar 31, 2018.

Revenue from Operations includes exit charges amounting to Rs. 1,550 million recognised in

financials during the year ended Mar 31, 2019 as per accounting policy.

#### **Operating Expenses**

Our consolidated total expenses for the year ended Mar 31, 2019 were Rs 85,090 million, or 58% of our consolidated revenues from operations. The largest component of our consolidated expenses during this period was power and fuel, amounting to Rs 56,036 million. The other key expenses incurred by us during the year ended Mar 31, 2019 were rent of Rs 12,551 million, repair & maintenance (operations and maintenance costs of the network) of Rs 8,403 million and employee benefits expenses of Rs. 4,914 million.

#### **EBITDA<sup>1</sup>, EBIT<sup>1</sup> & Finance Cost**

For the year ended Mar 31, 2019, the Group had an EBITDA of Rs 60,733 million, decline of 6% compared to the year ended Mar 31, 2018. EBITDA margin for the year was 41.6%.

During the year ended Mar 31, 2019, the Group had depreciation and amortization expenses of Rs 22,239 million or 15% of our consolidated revenues. The resultant EBIT for the year ended Mar 31, 2019 was Rs 37,773 million, decline of 6% compared to the year ended Mar 31, 2018.

### **Profit before Tax (PBT)**

Our consolidated profit before tax for the year ended Mar 31, 2019 was Rs 41,021 million, or 28% of our consolidated revenues.

### **Profit after Tax (PAT)**

The net income for the year ended Mar 31, 2019 was Rs 24,938 million or 17% of our consolidated revenues. Our consolidated total tax expense (net of tax effect of long term capital gains / loss) for the year ended Mar 31, 2019 was Rs 16,083 million, or 11% of our consolidated revenues.

### **Capital Expenditure, Operating Free Cash Flow<sup>1</sup> & Adjusted Fund from Operations (AFFO)<sup>1</sup>**

For the year ended Mar 31, 2019, the Group incurred capital expenditure of Rs 17,961 million. The Operating free cash flow during the year was Rs 42,366 million, an increase of 1% compared to the year ended Mar 31, 2018.

The Adjusted Fund from Operations (AFFO) during the year was Rs 56,052 million, an decrease of 4% compared to the year ended Mar 31, 2018.

1. Revenue, EBITDA, EBIT, Operating free cash flow & AFFO are excluding other income.

### **Quarter Ended March 31, 2019**

#### **Tower and Co-Location base & additions**

Co-locations churn during the quarter ended Mar 31, 2019 on consolidated and standalone basis are 3,787 and 1,940 respectively. There are 4,308 co-locations on consolidated basis as of Mar 31, 2019 which are billed during the quarter and actual exits have not happened. Net co-locations decreased during the quarter on consolidated and standalone basis by 1,725 and 1,352 respectively.

For the quarter ended Mar 31, 2019, Bharti Infratel and Indus had average sharing factors of 1.91 and 1.86 per tower respectively.

#### **Revenues<sup>1</sup> from Operations**

Our consolidated revenue comprises of primarily revenues from co-locations of Bharti Infratel and 42% economic Interest in Indus and their energy billings.

Our consolidated revenue from operations for the quarter ended Mar 31, 2019 was Rs 36,003 million.

Revenue from Operations includes exit charges amounting to Rs. 997 million recognised in financials

during the quarter ended Mar 31, 2019 as per accounting policy.

### **Operating Expenses**

Our consolidated total expenses for the quarter ended Mar 31, 2019 were Rs 20,663 million, or 57% of our consolidated revenues from operations. The largest component of our consolidated expenses during this period was power and fuel, amounting to Rs. 13,281 million. The other key expenses incurred by us during the quarter ended Mar 31, 2019 were rent of Rs. 3,127 million, repair & maintenance (operations and maintenance costs of the network) of Rs. 2,028 million and employee benefits expenses of Rs. 1,221 million.

### **EBITDA<sup>1</sup>, EBIT<sup>1</sup> & Finance Cost**

For the quarter ended Mar 31, 2019, the Group had an EBITDA of Rs 15,340 million and EBITDA margin of 42.6%.

During the quarter ended Mar 31, 2019, the Group had depreciation and amortization expenses of Rs 5,498 million or 15 % of our consolidated revenues. The resultant EBIT for the quarter ended March 31, 2019 was Rs. 9,413 million. The net finance income for the quarter ended Mar 31, 2019 was Rs. 243 million.

### **Profit before Tax (PBT)**

Our consolidated profit before tax for the quarter ended Mar 31, 2019 was Rs 10,064 million, or 28% of our consolidated revenues.

### **Profit after Tax (PAT)**

The net income for the quarter ended Mar 31, 2019 was Rs. 6,076 million or 17% of our consolidated revenues. Our consolidated total tax expense (net of tax effect of long term capital gains / loss) for the quarter ended Mar 31, 2019 was Rs. 3,988 million, or 11% of our consolidated revenues.

### **Capital Expenditure, Operating Free Cash Flow<sup>1</sup> & Adjusted Fund from Operations (AFFO)<sup>1</sup>**

For the quarter ended Mar 31, 2019, the Group incurred capital expenditure of Rs 3,748 million. The Operating free cash flow during the quarter was Rs 11,542 million.

The Adjusted Fund from Operations (AFFO) during the quarter was Rs. 14,365 million.

1. Revenue, EBITDA, EBIT, Operating free cash flow & AFFO are excluding other income.

### Return on Capital Employed (ROCE)

ROCE as at the period ended Mar 31, 2019 stands at 31.8%.

### 5.3 Bharti Infratel Consolidated Three Line Graph

The Group tracks its performance on a three-line graph.

The parameters considered for the three-line graph are:

1. **Total Sharing revenue** - i.e. service revenue accrued during the respective period

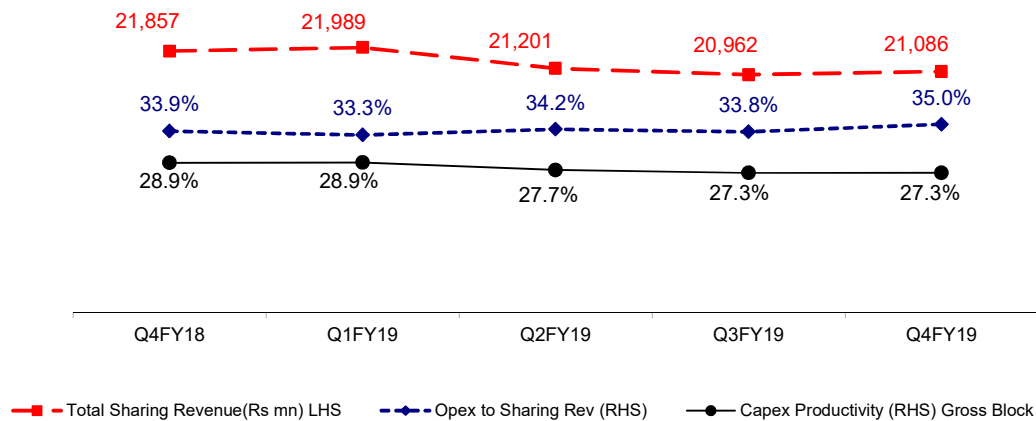
2. **Opex Productivity** – is calculated as operating expenses other than power and fuel expense divided by total sharing revenues for the respective period.

This ratio depicts the operational efficiencies in the Group.

3. **Capex Productivity** – this is computed by dividing sharing revenue accrued for the quarter (annualized) by average gross cumulative investments (gross fixed assets and capital work in progress) as at the end of respective period. This ratio depicts the asset productivity of the Group

Given below are the graphs for the last five quarters of the Group:

#### 5.4.1 Bharti Infratel Consolidated



## Section 6

### STOCK MARKET HIGHLIGHTS

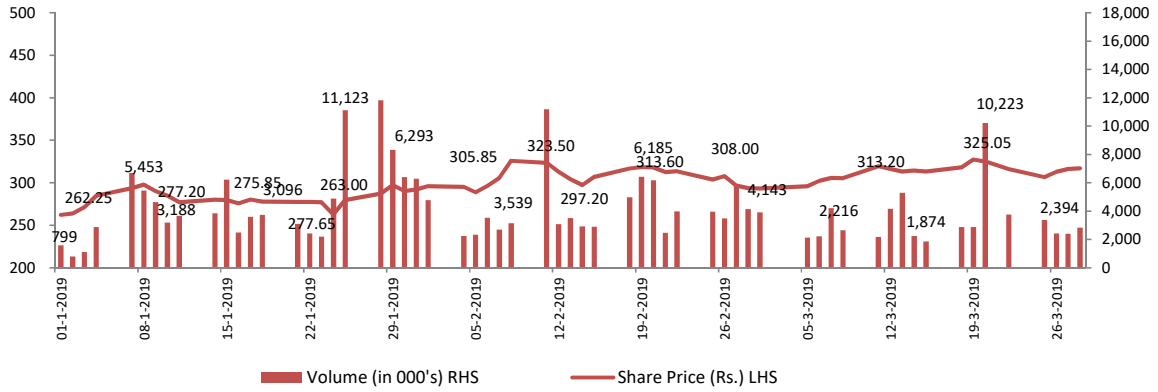
#### 6.1 General Information

Shareholding and Financial Data	Unit	Quarter Ended Mar 31, 2019
Code/Exchange		INFRATEL/NSE
Bloomberg/Reuters		BHIN:IN/BHRI.NS
No. of Shares Outstanding (31/03/19)	Mn Nos	1,849.61
Closing Market Price - NSE (31/03/19)	Rs /Share	313.40
Combined Average Daily Volume (NSE & BSE)	Nos in Mn/day	9.21
Combined Average Daily Value (NSE & BSE)	Rs bn /day	2.88
Market Capitalization	Rs bn	580
Book Value Per Equity Share	Rs /share	78.53
Market Price/Book Value	Times	3.99
Enterprise Value	Rs bn	554
PE Ratio	Times	23.24
Enterprise Value/ EBITDA (LTM)	Times	9.12

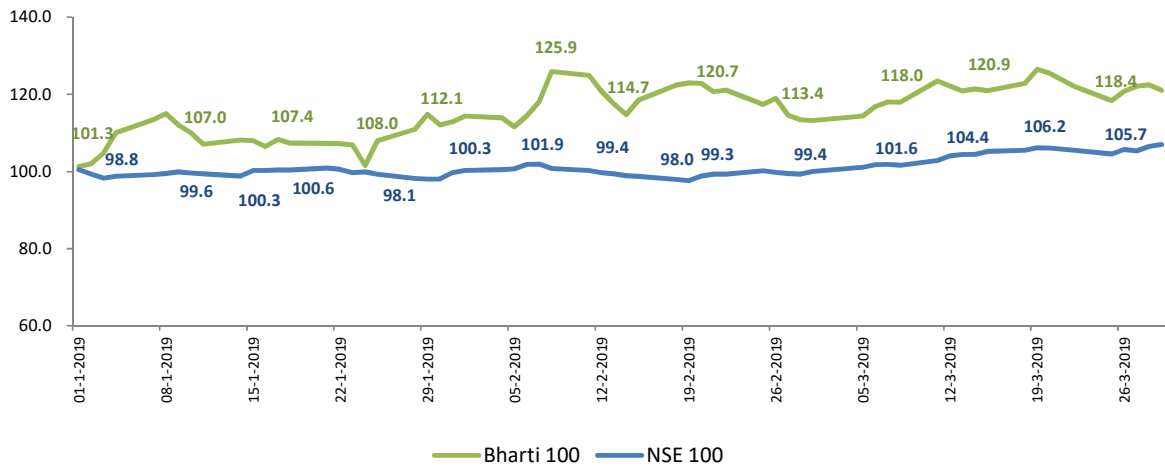
#### 6.2 Summarized Shareholding pattern as of March 31, 2019

Category	Number of Shares	%
<b>Promoter &amp; Promoter Group</b>		
Indian	989,780,979	53.51%
Foreign	-	-
<b>Sub-Total</b>	<b>989,780,979</b>	<b>53.51%</b>
<b>Public Shareholding</b>		
Institutions	841,266,687	45.48%
Non-Institutions	17,923,920	0.97%
<b>Sub-Total</b>	<b>859,190,607</b>	<b>46.45%</b>
<b>Non-promoter Non-public shareholding</b>		
Indian (Held by Bharti Infratel Employees' Welfare Trust)	636,660	0.03%
Foreign	-	-
<b>Sub-Total</b>	<b>636,660</b>	<b>0.03%</b>
<b>Total</b>	<b>1,849,608,246</b>	<b>100%</b>

### 6.3 Bharti Infratel daily stock price (NSE) and volume (BSE & NSE Combined) movement



### 6.4 Comparison of Bharti Infratel with Nifty



Nifty and Bharti Infratel Stock price rebased to 100.

## Section 7

### DETAILED PROFORMA FINANCIAL AND RELATED INFORMATION

*The proforma financial results presented in this section are prepared as per proportionate consolidation method based on segment information in the audited consolidated financial statement of IND AS and underlying information.*

#### 7.1 Proforma Proportionate Consolidated Financial Statements

##### 7.1.1 Consolidated Statement of Profit and Loss

*Amount in Rs mn, except ratios*

Particulars	Quarter Ended			Full Year Ended		
	Mar-19	Mar-18	Y-on-Y growth	Mar-19	Mar-18	Y-on-Y growth
<b>Income</b>						
Revenue from Operations	36,003	36,622	-2%	145,823	144,896	1%
Other income	408	956	-57%	2,034	2,423	-16%
	<b>36,411</b>	<b>37,578</b>	<b>-3%</b>	<b>147,857</b>	<b>147,319</b>	<b>0%</b>
<b>Expenses</b>						
Power and fuel	13,281	13,148	1%	56,036	50,772	10%
Rent	3,127	3,230	-3%	12,551	12,615	-1%
Employee expenses	1,221	1,269	-4%	4,914	5,002	-2%
Repairs and maintenance	2,028	2,179	-7%	8,403	9,038	-7%
Other expenses	1,006	740	36%	3,186	3,197	0%
	<b>20,663</b>	<b>20,566</b>	<b>0%</b>	<b>85,090</b>	<b>80,624</b>	<b>6%</b>
<b>Profit before depreciation and amortization, finance cost, finance income, charity and donation, exceptional items and tax</b>	<b>15,748</b>	<b>17,012</b>	<b>-7%</b>	<b>62,767</b>	<b>66,695</b>	<b>-6%</b>
Finance Costs	800	591	35%	3,060	2,588	18%
Finance Income	(1,043)	(462)	-126%	(4,631)	(2,588)	-79%
Charity and Donation	429	133	223%	721	471	53%
Depreciation and Amortization Expense	5,854	6,075	-4%	23,573	24,918	-5%
Less: adjusted with general reserve in accordance with the Scheme	(356)	(354)	-1%	(1,334)	(1,456)	8%
<b>Profit before exceptional items and tax</b>	<b>10,064</b>	<b>11,029</b>	<b>-9%</b>	<b>41,378</b>	<b>42,762</b>	<b>-3%</b>
Exceptional items	-	500	-100%	357	500	-29%
<b>Profit before tax</b>	<b>10,064</b>	<b>10,529</b>	<b>-4%</b>	<b>41,021</b>	<b>42,262</b>	<b>-3%</b>
<b>Income Tax expense</b>						
Current tax	3,041	3,883	-22%	16,153	18,254	-12%
Deferred tax	947	586	62%	(70)	(929)	92%
<b>Total income tax expense</b>	<b>3,988</b>	<b>4,469</b>	<b>-11%</b>	<b>16,083</b>	<b>17,325</b>	<b>-7%</b>
<b>Profit for the period</b>	<b>6,076</b>	<b>6,060</b>	<b>0%</b>	<b>24,938</b>	<b>24,937</b>	<b>0%</b>
Other comprehensive income/(loss)	(2)	5	-140%	(24)	24	-200%
<b>Total comprehensive income for the year, net of tax</b>	<b>6,074</b>	<b>6,065</b>	<b>0%</b>	<b>24,914</b>	<b>24,961</b>	<b>0%</b>
<b>Earnings per equity share (nominal value of share Rs 10 each)</b>						
Basic (Rs.)	3.29	3.28	0%	13.49	13.49	0%
Diluted (Rs.)	3.29	3.28	0%	13.49	13.49	0%



## 7.1.2 Consolidated Statement of Balance Sheet

Amount in Rs mn

Particulars	As at	
	March 31, 2019	March 31, 2018
<b>Assets</b>		
<b>Non-current assets</b>		
Property, plant and equipment	125,611	130,383
Capital work-in-progress	2,485	4,066
Intangible assets	260	357
Financial Assets		
Investments	18,424	2,777
Other Financial Assets	4,988	4,724
Income Tax Assets (net)	3,219	3,046
Other non - Current assets	3,320	3,922
	<b>158,307</b>	<b>149,275</b>
<b>Current assets</b>		
Financial assets		
Investments	29,549	65,073
Trade receivables	14,883	9,185
Cash and cash equivalents	1,357	755
Other Bank Balance	14	4
Other Financial assets	15,017	10,433
Other Current Assets	3,369	5,138
	<b>64,189</b>	<b>90,588</b>
<b>Total assets</b>	<b>222,496</b>	<b>239,863</b>
<b>Equity and Liabilities</b>		
<b>Equity</b>		
Equity Share capital	18,496	18,496
Other Equity	126,749	151,048
<b>Equity attributable to equity holders of the parent</b>	<b>145,245</b>	<b>169,544</b>
<b>Non-current liabilities</b>		
Financial Liabilities		
Other Financial Liabilities	5,750	5,501
Borrowings	4,714	4,014
Provisions	7,014	6,380
Deferred tax liability	6,153	6,223
Other non - Current liabilities	2,781	3,683
	<b>26,412</b>	<b>25,801</b>
<b>Current liabilities</b>		
Financial Liabilities		
Borrowings	18,778	12,887
Trade and Other payables	20,991	18,580
Other financial liabilities	5,117	6,182
Other Current Liabilities	5,501	6,146
Provisions	304	286
Current Tax Liabilities (Net)	148	437
	<b>50,839</b>	<b>44,518</b>
<b>Total liabilities</b>	<b>77,251</b>	<b>70,319</b>
<b>Total equity and liabilities</b>	<b>222,496</b>	<b>239,863</b>

## 7.2 Schedules to Financial Statements

### 7.2.1 Schedule of Revenue from Operations

Amount in Rs mn

Particulars	Quarter Ended		Full Year Ended	
	Mar-19	Mar-18	Mar-19	Mar-18
Rent	21,086	21,857	85,238	89,694
Energy and other reimbursements	14,917	14,765	60,585	55,202
<b>Revenue</b>	<b>36,003</b>	<b>36,622</b>	<b>145,823</b>	<b>144,896</b>

### 7.2.2 Schedule of Operating Expenses

Amount in Rs mn

Particulars	Quarter Ended		Full Year Ended	
	Mar-19	Mar-18	Mar-19	Mar-18
Power and fuel	13,281	13,148	56,036	50,772
Rent	3,127	3,230	12,551	12,615
Employee expenses	1,221	1,269	4,914	5,002
Repairs and maintenance	2,028	2,179	8,403	9,038
<b>Other expenses</b>	<b>1,006</b>	<b>740</b>	<b>3,186</b>	<b>3,197</b>
-Other network expenses	40	242	773	911
-Others	966	498	2,413	2,286
<b>Expenses</b>	<b>20,663</b>	<b>20,566</b>	<b>85,090</b>	<b>80,624</b>

### 7.2.3 Schedule of Depreciation & Amortization

Amount in Rs mn

Particulars	Quarter Ended		Full Year Ended	
	Mar-19	Mar-18	Mar-19	Mar-18
Depreciation of tangible assets	5,451	5,749	22,083	23,368
Amortization of intangible assets	47	(28)	156	94
<b>Depreciation and Amortization</b>	<b>5,498</b>	<b>5,721</b>	<b>22,239</b>	<b>23,462</b>

### 7.2.4 Schedule of Finance Cost (Net)

Amount in Rs mn

Particulars	Quarter Ended		Full Year Ended	
	Mar-19	Mar-18	Mar-19	Mar-18
Finance Income	(1,043)	(462)	(4,631)	(2,587)
Finance Cost	800	591	3,060	2,587
<b>Finance cost (Net)</b>	<b>(243)</b>	<b>129</b>	<b>(1,571)</b>	<b>(0)</b>

### 7.3 Use of Non - GAAP Financial Information

In presenting and discussing the Company's reported financial position, operating results and cash flows, certain information is derived from amounts calculated in accordance with IND AS, but this information is a Non-GAAP measure. Such Non-GAAP measures should not be viewed in isolation as alternatives to the equivalent IND AS measures.

A summary of Non – GAAP measures included in this report are shown below

#### 7.3.1 Reconciliation of Non- GAAP financial information to the information as per proforma proportionate consolidated financial statements in 7.1 & 7.2 above

##### a) Reconciliation of Total Income to Revenue

Particulars	<i>Amount in Rs mn</i>	
	Quarter Ended Mar-19	Full Year Ended Mar-19
<b>Total Income to Revenue</b>		
<b>Total Income as per IND AS</b>	<b>36,411</b>	<b>147,857</b>
Less: Other Income	408	2,034
<b>Revenue</b>	<b>36,003</b>	<b>145,823</b>

##### b) Reconciliation of EBITDA (Including Other Income) to EBITDA

Particulars	<i>Amount in Rs mn</i>	
	Quarter Ended Mar-19	Full Year Ended Mar-19
<b>EBITDA (Including Other Income) to EBITDA</b>		
<b>EBITDA (Incl. Other Income) as per IND AS</b>	<b>15,748</b>	<b>62,767</b>
Less: Other Income	408	2,034
<b>EBITDA</b>	<b>15,340</b>	<b>60,733</b>

##### c) Reconciliation of EBIT (Including Other Income) to EBIT

Particulars	<i>Amount in Rs mn</i>	
	Quarter Ended Mar-19	Full Year Ended Mar-19
<b>EBIT (Including Other Income) to EBIT</b>		
<b>EBIT (Incl. Other Income) as per IND AS</b>	<b>9,821</b>	<b>39,807</b>
Less: Other Income	408	2,034
<b>EBIT</b>	<b>9,413</b>	<b>37,773</b>

**d) Derivation of Operating Free Cash Flow from EBITDA**

*Amount in Rs mn*

Particulars	Quarter Ended	Full Year Ended
	Mar-19	Mar-19
<b>EBITDA to Operating Free Cash Flow</b>		
<b>EBITDA</b>	<b>15,340</b>	<b>60,733</b>
Less: Capex	3,748	17,961
Add: Operating Lease expense - Security Deposit	52	42
Less: Operating Lease revenue - Security Deposit	102	448
<b>Operating Free Cash Flow</b>	<b>11,542</b>	<b>42,366</b>

**e) Derivation of Adjusted Fund From Operations (AFFO) from EBITDA**

*Amount in Rs mn*

Particulars	Quarter Ended	Full Year Ended
	Mar-19	Mar-19
<b>EBITDA to Adjusted Fund From Operations</b>		
<b>EBITDA</b>	<b>15,340</b>	<b>60,733</b>
Less: Maintenance & General Corporate Capex	925	4,275
Add: Operating Lease expense - Security Deposit	52	42
Less: Operating Lease revenue - Security Deposit	102	448
<b>Adjusted Fund From Operations (AFFO)</b>	<b>14,365</b>	<b>56,052</b>

**f) Calculation of Net Debt / (Net Cash)**

*Amount in Rs mn*

Particulars	As at Mar 31, 2019	As at March 31, 2018
<b>Total Debt (Long Term and Short Term Borrowings)</b>	23,492	16,901
Less: Cash and Cash Equivalents & Current and non-current Investments (including fixed deposits)	49,344	68,609
<b>Net Debt / (Net Cash)</b>	<b>(25,852)</b>	<b>(51,708)</b>

**g) Calculation of Capital Employed**

*Amount in Rs mn*

Particulars	As at Mar 31, 2019	As at March 31, 2018
Shareholder's Equity	145,245	169,544
Add: Net Debt / (Net Cash)	(25,852)	(51,708)
<b>Capital Employed</b>	<b>119,393</b>	<b>117,836</b>

## Section 8

### TRENDS AND RATIOS

*The proforma financial results presented in this section are prepared as per proportionate consolidation method based on segment information in the audited consolidated financial statement of IND AS and underlying information*

#### 8.1 Based on Statement of Operations

*Amount in Rs mn*

Parameters	For the Quarter Ended <sup>3</sup>				
	Mar-19	Dec-18	Sep-18	Jun-18	Mar-18
Revenue <sup>1</sup>	36,003	36,402	36,683	36,735	36,622
Energy Cost	13,281	14,184	14,367	14,204	13,148
Other Operating Expenses	7,382	7,090	7,256	7,326	7,418
EBITDA <sup>1</sup>	15,340	15,128	15,060	15,205	16,056
<i>EBITDA / Total revenues<sup>2</sup></i>	<i>42.6%</i>	<i>41.6%</i>	<i>41.1%</i>	<i>41.4%</i>	<i>43.8%</i>
EBIT <sup>1</sup>	9,413	9,314	9,239	9,807	10,202
Other Income	408	460	557	609	956
Finance cost (Net)	(243)	(601)	(442)	(285)	129
Profit before exceptional items and tax	10,064	10,375	10,238	10,701	11,029
Exceptional items	-	-	357	-	500
Profit before tax	10,064	10,375	9,881	10,701	10,529
Income Tax Expense	3,988	3,891	3,883	4,321	4,469
Profit after tax	6,076	6,484	5,998	6,380	6,060
Capex	3,748	4,078	4,972	5,163	5,783
Operating Free Cash Flow <sup>1</sup>	11,542	10,926	9,983	9,915	10,159
Adjusted Fund From Operations(AFFO) <sup>1</sup>	14,365	14,356	13,738	13,593	14,471
Cumulative Investments	309,890	308,504	306,517	305,433	303,163

	Mar-19	Dec-18	Sep-18	Jun-18	Mar-18
<b>As a % of Revenue<sup>2</sup></b>					
Energy Cost	36.9%	39.0%	39.2%	38.7%	35.9%
Other Operating Expenses	20.5%	19.5%	19.8%	19.9%	20.3%
EBITDA	42.6%	41.6%	41.1%	41.4%	43.8%
Profit before tax	28.0%	28.5%	26.9%	29.1%	28.8%
Profit after tax	16.9%	17.8%	16.4%	17.4%	16.5%

1. Revenue, EBITDA, EBIT, Operating free cash flow & AFFO are excluding other income.

2. Energy cost, other operating exp., EBITDA, profit before tax and profit after tax margin have been computed on revenue excluding other income.

3. Previous periods' figures have been regrouped/ rearranged wherever necessary to confirm to current period classifications.

## 8.2 Based on Statement of Financial Position

Amount in Rs mn

Parameters	As at				
	Mar-19	Dec-18	Sep-18	Jun-18	Mar-18
Shareholder's Equity	145,245	139,505	150,064	175,599	169,544
Net Debt / (Net Cash)	(25,852)	(22,157)	(35,707)	(55,462)	(51,708)
Capital Employed = Shareholder's Equity + Net Debt / (Net Cash)	119,393	117,348	114,357	120,137	117,836

Parameters	Mar-19	Dec-18	Sep-18	Jun-18	Mar-18
Return on Capital Employed (LTM) Pre Tax	31.8%	33.1%	34.1%	34.0%	34.0%
Return on Shareholder's Equity (LTM) Pre Tax	26.1%	27.4%	26.7%	25.0%	26.1%
Return on Shareholder's Equity (LTM) Post tax	15.8%	16.4%	15.8%	14.7%	15.4%
Net Debt / (Net Cash) to EBITDA (LTM)	(0.43)	(0.36)	(0.57)	(0.87)	(0.80)
Asset Turnover ratio	85.07%	84.36%	76.64%	73.48%	75.70%
Interest Coverage ratio (times)	19.85	21.55	22.92	23.66	24.84
Net debt / (Net Cash) to Funded Equity (Times)	(0.18)	(0.16)	(0.24)	(0.32)	(0.30)
<b>Per share data (for the period)</b>					
Earnings Per Share - Basic (in Rs)	3.29	3.51	3.24	3.45	3.28
Earnings Per Share - Diluted (in Rs)	3.29	3.51	3.24	3.45	3.28
Book Value Per Equity Share (in Rs)	78.5	75.4	81.1	94.9	91.7
Market Capitalization (Rs. bn)	580	479	486	556	622
Enterprise Value (Rs. bn)	554	457	451	500	570

### 8.3 Operational Performance

#### 8.3.1 Bharti Infratel Consolidated<sup>2</sup>

Parameters	Unit	Mar-19	Dec-18	Sep-18	Jun-18	Mar-18
Total Towers <sup>1</sup>	Nos	92,277	92,301	92,123	91,759	91,451
Total Co-locations <sup>1</sup>	Nos	172,724	174,449	174,512	200,778	205,596
<b>Key Indicators</b>						
Average Sharing Factor	Times	1.88	1.89	2.04	2.22	2.30
Closing Sharing Factor	Times	1.87	1.89	1.89	2.19	2.25
Sharing Revenue per Tower p.m.	Rs	76,159	75,775	76,865	80,014	79,861
Sharing Revenue per Sharing Operator p.m.	Rs	39,685	39,262	36,599	35,276	34,110

1. Represents the sum of the numbers of towers (and the co-locations thereof) owned and operated by Bharti Infratel and 42% of the number of towers (and the co-locations thereof) owned & operated by Indus Towers.
2. The Company during the quarter has reported co-locations reduction of 3,787 basis exit notices received. However as at Mar 19, there are cumulative 4,308 co-locations for which though the exit notices have been received but actual exits have not happened.

#### 8.3.2 Bharti Infratel Standalone

Parameters	Unit	Mar-19	Dec-18	Sep-18	Jun-18	Mar-18
Total Towers	Nos	40,388	40,192	39,946	39,719	39,523
Total Co-locations	Nos	76,341	77,693	78,275	86,053	88,665
<b>Key Indicators</b>						
Average Sharing Factor	Times	1.91	1.95	2.06	2.20	2.29
Closing Sharing Factor	Times	1.89	1.93	1.96	2.17	2.24
Sharing Revenue per Tower p.m.	Rs	82,460	83,040	82,621	84,316	83,716
Sharing Revenue per Sharing Operator p.m.	Rs	42,143	41,632	38,687	37,281	35,890

#### 8.3.3 Indus Towers

Parameters	Unit	Mar-19	Dec-18	Sep-18	Jun-18	Mar-18
Total Towers	Nos	123,546	124,069	124,230	123,904	123,639
Total Co-locations	Nos	229,483	230,372	229,136	273,154	278,408
<b>Key Indicators</b>						
Average Sharing Factor	Times	1.86	1.85	2.02	2.23	2.30
Closing Sharing Factor	Times	1.86	1.86	1.84	2.20	2.25
Sharing Revenue per Tower p.m.	Rs	71,283	70,237	72,477	76,729	76,874
Sharing Revenue per Sharing Operator p.m.	Rs	37,716	37,354	34,961	33,753	32,741

### 8.3.4 Human Resource Analysis

#### 8.3.4.1 Bharti Infratel Consolidated

Parameters	Unit	Mar-19	Dec-18	Sep-18	Jun-18	Mar-18
Total On roll Employees <sup>1</sup>	Nos	2,222	2,209	2,225	2,232	2,273
Number of Towers per employee	Nos	42	42	41	41	40
Personnel Cost per employee per month	Rs	183,673	186,738	182,810	181,891	185,856
Revenue per employee per month	Rs	5,415,858	5,473,137	5,487,737	5,436,761	5,363,597

1. Total On Roll Employees include proportionate consolidation of 42% of Indus Towers Employees.

#### 8.3.4.2 Bharti Infratel Standalone

Parameters	Unit	Mar-19	Dec-18	Sep-18	Jun-18	Mar-18
Total On roll Employees	Nos	1,235	1,227	1,241	1,238	1,248
Number of Towers per employee	Nos	33	33	32	32	32
Personnel Cost per employee per month	Rs	197,942	193,139	195,509	198,981	190,898
Revenue per employee per month	Rs	4,534,525	4,679,903	4,623,101	4,546,795	4,488,388

#### 8.3.4.3 Indus Towers

Parameters	Unit	Mar-19	Dec-18	Sep-18	Jun-18	Mar-18
Total On roll Employees	Nos	2,351	2,339	2,342	2,366	2,440
Number of Towers per employee	Nos	53	53	53	52	51
Personnel Cost per employee per month	Rs	165,837	178,703	166,889	160,844	179,804
Revenue per employee per month	Rs	6,517,074	6,470,602	6,571,725	6,531,518	6,411,074

**Note:** Indus operates on outsourced operations & maintenance model in certain geographical territories wherein the associated personnel cost is recorded as part of repair & maintenance and other expenses. Hence, the related human resources key performance indicators are not strictly comparable between Bharti Infratel Standalone and Indus.



#### 8.4 Energy Cost Analysis

Parameters	Unit	For the Quarter Ended				
		Mar-19	Dec-18	Sep-18	Jun-18	Mar-18
<b>Energy Cost Indicators</b>						
Energy Cost Per Tower per month	Rs	47,969	51,273	52,088	51,686	48,040
Energy Cost Per Colocation per month	Rs	24,995	26,567	24,801	22,787	20,519

#### 8.5 Other Than Energy Cost Analysis

Parameters	Unit	For the Quarter Ended				
		Mar-19	Dec-18	Sep-18	Jun-18	Mar-18
<b>Other Than Energy Cost</b>						
Cost Per Tower per month	Rs	26,663	25,629	26,307	26,658	27,104
Cost per Colocation per month	Rs	13,893	13,280	12,526	11,753	11,577

#### 8.6 Revenue and Cost Composition

Parameters	Unit	For the Quarter Ended				
		Mar-19	Dec-18	Sep-18	Jun-18	Mar-18
<b>Revenue Composition</b>						
Service Revenue	%	59%	58%	58%	60%	60%
Energy and other reimbursements	%	41%	42%	42%	40%	40%
<b>Total</b>		<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
<b>Opex Composition</b>						
Power and fuel	%	64%	67%	66%	66%	64%
Rent	%	15%	14%	15%	15%	16%
Employee benefits expenses	%	6%	6%	6%	6%	6%
Repair and maintenance expenses	%	10%	9%	10%	10%	11%
<b>Other expenses</b>	%	<b>5%</b>	<b>4%</b>	<b>3%</b>	<b>3%</b>	<b>4%</b>
-Other network expenses	%	2%	0%	1%	1%	1%
-Others	%	3%	3%	3%	3%	2%
<b>Total</b>		<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

## *Section B*

### Consolidated IND AS Financial Statements

This section presents Consolidated financial statements prepared in accordance with Indian Accounting Standards (IND AS). Accordingly, the consolidation of Share in Joint Venture company has been accounted for by Equity method.

## Section 9

### FINANCIAL HIGHLIGHTS

*The financial results presented in this section are compiled based on the audited consolidated financial statements prepared in accordance with Indian Accounting Standards (IND AS) and the underlying information. The consolidated financial results represent results of the Company, its subsidiaries, Employee Welfare Trust and its share in Joint Venture Company accounted for by Equity Method as prescribed in IND AS.*

#### 9.1 Extracts from Audited Consolidated Financial Statements prepared in accordance with IND AS Accounting Principles (Equity Method)

##### 9.1.1 Statement of Profit and Loss

*Amount in Rs mn, except ratios*

Particulars	Quarter Ended			Full Year Ended		
	Mar 31, 2019	Mar 31, 2018	Y-on-Y growth	Mar 31, 2019	Mar 31, 2018	Y-on-Y growth
<b>Income</b>						
Revenue from Operations	16,758	16,728	0%	68,262	66,212	3%
Other income	186	465	-60%	1,015	1,052	-4%
	<b>16,944</b>	<b>17,193</b>	<b>-1%</b>	<b>69,277</b>	<b>67,264</b>	<b>3%</b>
<b>Expenses</b>						
Power and fuel	6,000	5,922	1%	25,258	22,817	11%
Rent	875	896	-2%	3,446	3,518	-2%
Employee benefit expenses	731	711	3%	2,915	2,916	0%
Repairs and maintenance	888	979	-9%	3,635	4,062	-11%
Other expenses	284	268	6%	1,342	1,034	30%
	<b>8,778</b>	<b>8,776</b>	<b>0%</b>	<b>36,596</b>	<b>34,347</b>	<b>7%</b>
<b>Profit before depreciation and amortisation, finance costs, finance income, charity and donation, share of profit of joint venture and tax</b>	<b>8,166</b>	<b>8,417</b>	<b>-3%</b>	<b>32,681</b>	<b>32,917</b>	<b>-1%</b>
Depreciation and Amortization Expense	2,647	3,024	-12%	11,064	12,188	-9%
Less: adjusted with general reserve in accordance with the scheme of arrangement with bharti airtel limited	(100)	(100)	0%	(406)	(387)	-5%
	2,547	2,924	-13%	10,658	11,801	-10%
Finance Costs	132	124	6%	529	465	14%
Finance Income	(949)	(416)	-128%	(4,406)	(2,170)	-103%
Charity and Donation	427	72	493%	545	294	85%
<b>Profit before share of profit of joint venture and tax</b>	<b>6,009</b>	<b>5,713</b>	<b>5%</b>	<b>25,355</b>	<b>22,527</b>	<b>13%</b>
Share of profit of joint venture	2,639	3,287	-20%	10,172	13,025	-22%
<b>Profit/(loss) before exceptional items and tax</b>	<b>8,648</b>	<b>9,000</b>	<b>-4%</b>	<b>35,527</b>	<b>35,552</b>	<b>0%</b>
Exceptional items	-	260	-100%	-	260	-100%
<b>Profit before tax</b>	<b>8,648</b>	<b>8,740</b>	<b>-1%</b>	<b>35,527</b>	<b>35,292</b>	<b>1%</b>
<b>Income tax expense :</b>						
Current tax	1,654	2,171	-24%	10,786	10,979	-2%
Deferred tax	918	509	80%	(197)	(624)	68%
<b>Total income tax expense</b>	<b>2,572</b>	<b>2,680</b>	<b>-4%</b>	<b>10,589</b>	<b>10,355</b>	<b>2%</b>
<b>Profit for the period</b>	<b>6,076</b>	<b>6,060</b>	<b>0%</b>	<b>24,938</b>	<b>24,937</b>	<b>0%</b>
<b>Other comprehensive income (OCI)</b>						
<b>Items that will not be re-classified to Profit and Loss</b>						
(i) Remeasurement of the gain/ (loss) of defined benefit plans (net of tax)	3	3		5	1	
(ii) Share of Profit/(Loss) in OCI of a joint venture	1	6		(2)	1	
<b>Items that will be re-classified to profit and Loss</b>						
(iii) Fair Value changes on Financial Assets through OCI (Net of Tax)	(6)	(4)		(27)	22	
<b>Other comprehensive income/(loss) for the period (net of tax)</b>	<b>(2)</b>	<b>5</b>		<b>(24)</b>	<b>24</b>	
<b>Total comprehensive income for the period (net of tax)</b>	<b>6,074</b>	<b>6,065</b>	<b>0%</b>	<b>24,914</b>	<b>24,961</b>	<b>0%</b>
<b>Earnings per equity share (nominal value of share Rs 10 each)</b>						
Basic (Rs.)	3.29	3.28	0%	13.49	13.49	0%
Diluted (Rs.)	3.29	3.28	0%	13.49	13.49	0%

## 9.1.2 Statement of Balance Sheet

Amount in Rs mn

Particulars	As at	
	Mar 31, 2019	March 31, 2018
<b>Assets</b>		
<b>Non-current assets</b>		
Property, plant and equipment	53,251	55,845
Capital work-in-progress	1,180	1,103
Intangible assets	71	103
Investment in joint venture	51,085	55,419
Financial assets		
Investment	18,424	2,777
Other Financial Assets	1,361	1,246
Income tax assets (net)	1,137	871
Deferred tax assets (net)	159	542
Other non - Current assets	1,837	2,770
	<b>128,505</b>	<b>120,676</b>
<b>Current assets</b>		
Financial assets		
Investment	29,549	65,073
Trade receivables	5,509	2,746
Cash and cash equivalents	3	308
Other Bank Balance	14	4
Other Financial Assets	5,210	5,436
Other Current Assets	2,515	2,553
	<b>42,800</b>	<b>76,120</b>
<b>Total assets</b>	<b>171,305</b>	<b>196,796</b>
<b>Equity and Liabilities</b>		
<b>Equity</b>		
Equity Share capital	18,496	18,496
Other Equity	126,820	151,148
<b>Equity attributable to equity holders of the parent</b>	<b>145,316</b>	<b>169,644</b>
<b>Non-current liabilities</b>		
Financial Liabilities		
Other Financial Liabilities	2,430	2,523
Provisions	2,723	2,484
Deferred tax liabilities	1,776	2,356
Other non-current liabilities	1,308	1,630
	<b>8,237</b>	<b>8,993</b>
<b>Current liabilities</b>		
Financial Liabilities		
Borrowings	57	-
Trade and Other payables	10,833	10,996
Other Financial Liabilities	2,177	2,487
Other Current Liabilities	4,397	4,096
Provisions	140	143
Current tax liability (net)	148	437
	<b>17,752</b>	<b>18,159</b>
<b>Total liabilities</b>	<b>25,989</b>	<b>27,152</b>
<b>Total equity and liabilities</b>	<b>171,305</b>	<b>196,796</b>

### 9.1.3 Cash Flow

Amount in Rs mn

Particulars	Full Year Ended	
	Mar 31, 2019	March 31, 2018
<b>Cash flows from operating activities</b>		
Profit before taxation	35,527	35,292
<b>Adjustments for -</b>		
Depreciation and amortization expense	10,658	11,801
Finance income	(4,406)	(2,172)
Finance Costs	501	450
Dividend income	11,261	10,010
Share of profits in joint venture	(10,172)	(13,025)
Gain/loss on disposal of property, plant & equipment	(530)	(626)
Provision for doubtful trade receivables	(934)	(87)
Others	445	(249)
<b>Operating profit before working capital changes</b>	<b>42,350</b>	<b>41,654</b>
Changes in Trade Receivables	(2,599)	82
Changes in Trade Payables	(64)	(167)
Changes in other current liabilities	301	1,284
Changes in Other Non Current Assets	(9)	6
Changes in Other Long Term Financial Liabilities	(477)	(111)
Changes in Long Term Provisions	31	22
Changes in Short Term Provisions	(3)	9
Changes in Other Financial Assets	205	(1,162)
Changes in Other Long Term Financial Assets	(76)	(78)
Changes in Other Financial Liabilities	116	14
Changes in Other Non Current Liabilities	(102)	243
Changes in other current assets	24	984
<b>Cash generated from operations</b>	<b>39,698</b>	<b>42,780</b>
Income tax paid (net of refunds)	(8,111)	(8,086)
<b>Net Cash flow from operating activities (A)</b>	<b>31,587</b>	<b>34,694</b>
<b>Cash flows from investing activities</b>		
Purchase of property, plant & equipment	(9,559)	(10,724)
Proceeds from sale of property, plant & equipment	1,262	1,236
Investment in Bonds	(800)	(1,012)
Investment in Commercial paper/ certificate of deposits	(3,898)	(234)
Investment in Non convertible debenture	-	(1,000)
Investment in Mutual Funds	(74,953)	(73,602)
Proceeds from fixed deposit (net)	-	(4)
Proceeds from bank deposits (net)	10	-
Proceeds from sale of Mutual Funds	96,277	23,256
Proceeds from government securities	-	37,581
Loan repaid by trust	-	-
Proceeds from sale of Certificate of deposits	2,000	1,482
Proceeds from sale of Commercial paper	2,250	498
Proceeds from sale of bonds	1,000	-
Proceeds from sale of non convertible debenture	1,000	-
Proceeds from exercise of stock options	6	6
Interest received	1,404	3,966
<b>Net Cash flow (used in) investing activities (B)</b>	<b>15,999</b>	<b>(18,551)</b>
<b>Cash flows from financing activities</b>		
Interest - others	(18)	(17)
Proceeds from borrowings	4,000	3,250
Repayment of borrowings	(4,000)	(3,250)
Interest income on Loan	-	73
Dividend paid	(39,752)	(29,579)
Tax on dividend paid	(8,177)	(6,025)
<b>Net Cash flow (used in) financing activities (C)</b>	<b>(47,947)</b>	<b>(35,548)</b>
<b>Net (decrease) / increase in cash and cash equivalents during the period (A+B+C)</b>	<b>(362)</b>	<b>(19,405)</b>
Cash and cash equivalents at the beginning of the period	308	19,713
<b>Cash and cash equivalents at the end of the period</b>	<b>(54)</b>	<b>308</b>

Amount in Rs mn

Particulars	Full Year Ended	
	Mar 31, 2019	March 31, 2018
<b>Cash and cash equivalents</b>		
Balances with banks		
- Deposits with original maturity of less than three months	3	308
Bank Overdraft	(57)	-
<b>Total cash and cash equivalents</b>	<b>(54)</b>	<b>308</b>
<b>Other bank balances</b>		
Fixed deposits		
- Deposits with original maturity for more than 3 months but less than 12 months	14	4
<b>Total cash and bank balances</b>	<b>(40)</b>	<b>312</b>

## ***Section C***

### **Walk of IND AS Consolidated Results to Proforma Consolidated Results**

This section details the walk of IND AS Consolidated Results (using Equity approach) to Proforma Consolidated Results (using proportionate consolidation approach on IND AS principles)

## Section 10

### Walk - IND AS Consolidated Results to Proforma Consolidated Results

The proforma financial results presented in this section are prepared as per proportionate consolidation method based on segment information in the audited consolidated financial statement of IND AS and underlying information

#### 10.1 Statement of Profit and Loss

Particulars	<i>Amount in Rs mn</i>							
	IND AS Consolidated Statement of Profit and Loss (Equity Method) (A)		Proportionate share of JV (B)		Eliminations/ Adjustments* (C)		Proforma Consolidated Statement of Profit and Loss (Proportionate Consolidation Method) D = (A+B+C)	
	Mar-19	Mar-18	Mar-19	Mar-18	Mar-19	Mar-18	Mar-19	Mar-18
<b>Income</b>								
Revenue from operations	16,758	16,728	19,256	19,896	(11)	(2)	36,003	36,622
Other income	186	465	222	491	-	-	408	956
<b>Total Income</b>	<b>16,944</b>	<b>17,193</b>	<b>19,478</b>	<b>20,387</b>	<b>(11)</b>	<b>(2)</b>	<b>36,411</b>	<b>37,578</b>
Power and fuel	6,000	5,922	7,281	7,226	-	-	13,281	13,148
Rent	875	896	2,252	2,334	-	-	3,127	3,230
Employee expenses	731	711	490	558	-	-	1,221	1,269
Repairs and maintenance	888	979	1,140	1,200	-	-	2,028	2,179
Other expenses	284	268	722	472	-	-	1,006	740
Intersegmental expense	-	-	11	2	(11)	(2)	-	-
<b>Total Expense</b>	<b>8,778</b>	<b>8,776</b>	<b>11,896</b>	<b>11,792</b>	<b>(11)</b>	<b>(2)</b>	<b>20,663</b>	<b>20,566</b>
<b>Profit/(Loss) before share of profit of a joint venture, Depreciation, Finance cost, Exceptional items and tax</b>	<b>8,166</b>	<b>8,417</b>	<b>7,582</b>	<b>8,595</b>	-	-	<b>15,748</b>	<b>17,012</b>
Finance Costs	132	124	668	467	-	-	800	591
Finance Income	(949)	(416)	(94)	(46)	-	-	(1,043)	(462)
Depreciation and Amortization Expense	2,547	2,924	2,951	2,797	-	-	5,498	5,721
Charity & Donation	427	72	2	61	-	-	429	133
<b>Profit/(Loss) before share of profit of a joint venture, Exceptional items and tax</b>	<b>6,009</b>	<b>5,713</b>	<b>4,055</b>	<b>5,316</b>	-	-	<b>10,064</b>	<b>11,029</b>
Share of profits in Joint Venture	2,639	3,287	-	-	(2,639)	(3,287)	-	-
<b>Profit/(loss) before exceptional items and tax</b>	<b>8,648</b>	<b>9,000</b>	<b>4,055</b>	<b>5,316</b>	<b>(2,639)</b>	<b>(3,287)</b>	<b>10,064</b>	<b>11,029</b>
Exceptional items	-	260	-	240	-	-	-	500
<b>Profit/(loss) before tax</b>	<b>8,648</b>	<b>8,740</b>	<b>4,055</b>	<b>5,076</b>	<b>(2,639)</b>	<b>(3,287)</b>	<b>10,064</b>	<b>10,529</b>
Tax expense	2,572	2,680	1,416	1,789	-	-	3,988	4,469
<b>Profit for the period</b>	<b>6,076</b>	<b>6,060</b>	<b>2,639</b>	<b>3,287</b>	<b>(2,639)</b>	<b>(3,287)</b>	<b>6,076</b>	<b>6,060</b>
Other comprehensive income/ (loss)	(2)	5	1	5	(1)	(5)	(2)	5
<b>Total comprehensive income for the period</b>	<b>6,074</b>	<b>6,065</b>	<b>2,640</b>	<b>3,292</b>	<b>(2,640)</b>	<b>(3,292)</b>	<b>6,074</b>	<b>6,065</b>

\* Eliminations/adjustments represent elimination of intersegment transactions and adjustment for share of profits in JV.

## 10.2 Statement of Balance Sheet

Amount in Rs mn

Particulars	IND AS Consolidated Statement of Balance Sheet (Equity Method) (A)		Proportionate share of JV (B)		Eliminations/ Adjustment (C)		Proforma Consolidated Statement of Balance Sheet (Proportionate Consolidation Method) D = (A+B+C)	
	Mar 31, 2019	March 31, 2018	Mar 31, 2019	March 31, 2018	Mar 31, 2019	March 31, 2018	Mar 31, 2019	March 31, 2018
<b>SEGMENT ASSETS</b>								
<b>Non-current assets</b>								
Property, plant and equipment	53,251	55,845	72,432	74,639	(72)	(101)	125,611	130,383
Capital work-in-progress	1,180	1,103	1,305	2,963	-	-	2,485	4,066
Intangible assets	71	103	189	254	-	-	260	357
Investment in joint ventures	51,085	55,419	-	-	(51,085)	(55,419)	-	-
Financial assets								
Investment	18,424	2,777	-	-	-	-	18,424	2,777
Other Financial Assets	1,361	1,246	3,627	3,478	-	-	4,988	4,724
Income tax Assets (Net)	1,137	871	2,082	2,175	-	-	3,219	3,046
Deferred tax Assets (Net)	159	542	-	-	(159)	(542)	-	-
Other non - Current assets	1,837	2,770	1,483	1,152	-	-	3,320	3,922
<b>Current assets</b>								
Financial assets								
Investment	29,549	65,073	-	-	-	-	29,549	65,073
Trade receivables	5,509	2,746	9,405	6,504	(31)	(65)	14,883	9,185
Cash and cash equivalents	3	308	1,354	447	-	-	1,357	755
Other Bank Balances	14	4	-	-	-	-	14	4
Other Financial Assets	5,210	5,436	9,807	4,997	-	-	15,017	10,433
Other Current Assets	2,515	2,553	854	2,585	-	-	3,369	5,138
<b>Total Assets</b>	<b>171,305</b>	<b>196,796</b>	<b>102,538</b>	<b>99,194</b>	<b>(51,347)</b>	<b>(56,127)</b>	<b>222,496</b>	<b>239,863</b>
<b>SEGMENT LIABILITIES</b>								
<b>Equity</b>								
Equity Share capital	18,496	18,496	1	1	(1)	(1)	18,496	18,496
Other Equity	126,820	151,148	51,085	55,419	(51,156)	(55,519)	126,749	151,048
<b>Equity attributable to equity holders of the parent</b>	<b>145,316</b>	<b>169,644</b>	<b>51,086</b>	<b>55,420</b>	<b>(51,157)</b>	<b>(55,520)</b>	<b>145,245</b>	<b>169,544</b>
<b>Non-current liabilities</b>								
Financial Liabilities								
Other Financial Liabilities	2,430	2,523	3,320	2,978	-	-	5,750	5,501
Borrowings	-	-	4,714	4,014	-	-	4,714	4,014
Provisions	2,723	2,484	4,291	3,896	-	-	7,014	6,380
Deferred tax liabilities	1,776	2,356	4,536	4,409	(159)	(542)	6,153	6,223
Other non-Current liabilities	1,308	1,630	1,473	2,053	-	-	2,781	3,683
<b>Current liabilities</b>								
Financial Liabilities								
Short-term borrowings	57	-	18,721	12,887	-	-	18,778	12,887
Trade payables	10,833	10,996	10,189	7,649	(31)	(65)	20,991	18,580
Other financial Liabilities	2,177	2,487	2,940	3,695	-	-	5,117	6,182
Other Current Liabilities	4,397	4,096	1,104	2,050	-	-	5,501	6,146
Provisions	140	143	164	143	-	-	304	286
Current tax liability (net)	148	437	-	-	-	-	148	437
<b>Total liabilities</b>	<b>171,305</b>	<b>196,796</b>	<b>102,538</b>	<b>99,194</b>	<b>(51,347)</b>	<b>(56,127)</b>	<b>222,496</b>	<b>239,863</b>



*Section D*

Key Accounting Policies and Glossary

## **Section 11**

### **Basis of Preparation and Key Accounting Policies as per IND AS**

#### **1. Corporate information**

Bharti Infratel Limited ('the Company' or 'BIL') was incorporated on November 30, 2006 with the object of, inter-alia, setting up, operating and maintaining wireless communication towers. The Company received the certificate of commencement of business on April 10, 2007 from the Registrar of Companies. The Registered office of the Company is situated at 901, Park Centra, Sector 30 NH-8, Gurugram Haryana – 122001.

Bharti Infratel Limited together with its wholly owned subsidiary, controlled trust and joint venture is hereinafter referred to as "the Group".

Bharti Infratel Limited is a subsidiary of Bharti Airtel Limited ('BAL') and BAL holds 33.57% shares in the Company. Nettle Infrastructure Investments Limited, Wholly owned Subsidiary of BAL also holds 19.94% shares in the Company as on March 31, 2019.

The Company is publicly traded on National Stock Exchange of India (NSE) and BSE Limited.

The Company had entered into a joint venture agreement with Vodafone Group and Aditya Birla Telecom Limited (now merged with Vodafone Idea Limited (formerly known as Idea Cellular Limited)) to provide passive infrastructure services in 15 Telecom circles of India and formed Indus Towers Limited for such purpose which is a Company incorporated in India. The Company and Vodafone Group are holding 42% each in Indus Towers Limited, 11.15% is held by Vodafone Idea Limited and 4.85% is held by P5 Asia Holding Investments (Mauritius) Limited.

During the year ended March 31, 2019, Bharti Infratel Limited and Indus Towers Limited and their respective shareholders and creditors have entered into a proposed scheme of amalgamation and arrangement (under section 230 to 232 and other applicable provisions of the Companies Act, 2013) ('Scheme') to create a pan-India tower company operating across all 22 telecom service areas. The combined company, which will fully own the respective businesses of Bharti Infratel and Indus Towers, will change its name to Indus Towers Limited and will continue to be listed on the Indian Stock Exchanges. The scheme will be accounted for on receipt of regulatory and other approvals. The Scheme has received approval from Competition Commission of India and No Objection from the Securities Exchange Board of India through BSE Limited and National Stock Exchange of India Limited. The approval from National Company Law Tribunal (NCLT) and Department of

Telecommunications for FDI approval is awaited. The Scheme has been approved by the shareholders and creditors of the Company by requisite majority on February 2, 2019. The second motion petition filed with NCLT has been admitted. The matter is listed for hearing before the NCLT on May 14, 2019.

A wholly owned subsidiary, Smartx Services Limited, was incorporated on September 21, 2015 with the object of transmission through Optic Fiber Cables and setting up Wi-Fi hotspots for providing services to telecom operators and others on sharing basis.

The Company incorporated a Trust named Bharti Infratel Employees' Welfare Trust on January 07, 2015 with the object of acquiring shares through secondary acquisitions, hold them in trust for employees eligible to receive shares, and transfer such shares in accordance with ESOP Schemes.

The consolidated financial statements are approved for issuance by the Company's Board of Directors on April 24, 2019.

#### **2. Basis of preparation**

##### **a) Statement of compliance**

These Consolidated financial statements ("financial statements") have been prepared to comply in all material aspects with the Indian Accounting Standard (Ind AS) notified under section 133 of the Companies Act, 2013, read together with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and as amended by the Ministry of Corporate Affairs ('MCA') from time to time.

The financial statements have been prepared under historical cost convention on accrual and going concern basis, except for the certain financial instruments which have been measured at fair value as required by relevant Ind ASs.

Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

All the amounts included in the financial statements are reported in millions of Indian Rupees ('Rupees' or '₹') and are rounded to the nearest million (Mn) except per share data and unless stated otherwise.

## b) Basis of Consolidation

The Consolidated financial statements comprise the financial statements of the Group, its subsidiary, joint venture and its directly controlled entity which are as follows:-

Entity	Country of Incorporation	Principal Service	Relationship	Shareholding as at March 31, 2019	Shareholding as at March 31, 2018
Indus Towers Limited*	India	Passive Infrastructure Services	Joint Venture	42%	
Smarts Services Limited*	India	Optical Fibre Service	Subsidiary	100%	1

Details of Controlled Trust	
Name of Trust	Country of Incorporation
Bharti Infratel Employee Welfare Trust*	India

\* Refer note 1

### Accounting for Subsidiaries:

A subsidiary is an entity controlled by the Group. Control exists when the parent has power over the entity, is exposed, or has rights to variable returns from its involvement with the entity and has the ability to affect those returns by using its power over entity. Power is demonstrated through existing rights that give the ability to direct relevant activities, those which significantly affect the entity's returns.

Subsidiary is fully consolidated from the date on which Group obtains control over the subsidiary and ceases when the Group loses control of the subsidiary. Assets, liabilities, income and expenses of a subsidiary acquired or disposed of during the period are included in the consolidated financial statements from the date the Group gains control until the date the Group ceases to control the subsidiary. Where necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies and accounting period in line with those used by the Group. All intra-group transactions, balances, income and expenses and cash flows are eliminated on consolidation.

The Group consolidates its directly controlled trust on the line by line consolidation basis and according to principles of Ind AS 110, Consolidated Financial Statements.

### Interest in Joint Venture

A joint venture is a type of joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the joint venture. Joint control is the contractually agreed sharing of control of an arrangement, which exists only when decisions about the relevant activities require unanimous consent of the parties sharing control.

The Group's investments in its joint venture are accounted for using the equity method. Under the

equity method, investments in joint venture are carried in the consolidated Balance sheet at cost as adjusted for post-acquisition changes in the Group's share of the net assets of the joint venture, less any impairment in the value of the investments. Additional losses are provided for, and a liability is recognized, only to the extent that the Group has incurred legal or constructive obligation or made payments on behalf of the joint venture.

The joint venture is accounted for from the date on which Group obtains joint control over joint venture for the same reporting period as the Group. Where necessary, adjustments are made to bring the accounting policies in line with those of the Group.

## 3. Significant accounting policies

### a) Property, Plant and Equipment

Property, plant and equipment including Capital work in progress is stated at cost, except assets acquired under Schemes of Arrangement, which are stated at fair values as per the Schemes, net of accumulated depreciation and accumulated impairment losses, if any. Such cost includes the cost of replacing part of the Property, plant and equipment and borrowing costs for long term construction projects if the recognition criteria are met. When significant parts of property, plant and equipment are required to be replaced in intervals, the Group recognizes such parts as separate component of assets with specific useful lives and provides depreciation over their useful life. Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the entity and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognized. All other repair and maintenance costs are recognised in the Consolidated Statement of Profit and Loss as incurred.

The present value of the expected cost for the decommissioning of the asset after its use is included in the cost of the respective asset if the recognition criteria for a provision are met. Refer note 4 regarding significant accounting judgements, estimates and assumptions and provisions for further information about the recorded decommissioning provision.

An item of property, plant and equipment and any significant part initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as

the difference between the net disposal proceeds and the carrying amount of the asset) is included in the Consolidated Statement of Profit and Loss when the asset is derecognised.

Assets are depreciated to the residual values on a straight-line basis over the estimated useful lives. Estimated useful lives of the assets are as follows:

	<b>Useful lives</b>
Office Equipment	2 years / 5 years
Computer	3 years
Vehicles	5 years
Furniture and Fixtures	5 years
Plant & Machinery	3 to 20 Years
Leasehold Improvement	Period of Lease or useful life

The existing useful lives of tangible assets are different from the useful lives as prescribed under Part C of Schedule II to the Companies Act, 2013 and the Group believes that this is the best estimate on the basis of technical evaluation and actual usage period.

The existing realizable values of tangible assets are different from 5% as prescribed under Part C of Schedule II to the Companies Act, 2013 and the Group believes that this is the best estimate on the basis of actual realization.

On transition to Ind AS, the Group has elected to continue with the carrying value of all its property, plant and equipment (including assets acquired under Schemes of Arrangement) except with an adjustment in decommissioning cost recognised as at April 1, 2015 measured as per the previous GAAP and use that carrying value as the cost of the property, plant and equipment.

## **b) Intangible Assets**

Intangible assets are recognized when the entity controls the asset, it is probable that future economic benefits attributed to the asset will flow to the entity and the cost of the asset can be reliably measured.

At initial recognition, the separately acquired intangible assets are recognised at cost. Intangible assets with finite useful lives are carried at cost less accumulated amortisation and accumulated impairment losses, if any.

Intangible assets are amortised over the useful economic life and assessed for impairment whenever there is an indication that the intangible asset may be impaired. The amortisation period and the amortisation method for an intangible asset are reviewed at least at the end of each financial year. Changes in the expected useful life or the expected

pattern of consumption of future economic benefits embodied in the asset are considered to modify the amortisation period or method, as appropriate, and are treated as changes in accounting estimates. The amortisation expense on intangible assets is recognised in the Consolidated Statement of Profit and Loss unless such expenditure forms part of carrying value of another asset.

Software is capitalized at the amounts paid to acquire the respective license for use and is amortised over the period of license, generally not exceeding three years. Acquired telecom license is initially recognised at cost and subsequently measured at cost less accumulated amortisation and impairment losses, if any. Amortisation is recognised over the unexpired period of license.

Gains or losses arising from derecognition of an intangible asset are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognised in the Consolidated Statement of Profit and Loss within other income when the asset is derecognised.

## **c) Impairment of non-financial assets**

The Group assesses, at each reporting date, whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the Group estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating unit's (CGU) fair value less costs of disposal and its value in use. Recoverable amount is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or group of assets. When the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs of disposal, recent market transactions are taken into account. If no such transactions can be identified, an appropriate valuation model is used. Impairment losses, if any, are recognized in Consolidated Statement of Profit and Loss as a component of depreciation and amortisation expense.

A previously recognised impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognised. The reversal is limited to the extent the carrying amount of the asset does not exceed its recoverable amount, nor exceed the carrying amount that would have been determined, net of depreciation or amortisation, had no impairment loss been recognised for the asset in prior years. Such reversal is recognized in the Consolidated Statement of Profit and Loss when the asset is carried at the revalued amount, in which case the reverse is treated as a revaluation increase.

#### **d) Current versus non-current classification**

The Group presents assets and liabilities in the balance sheet based on current/ non-current classification. An asset is treated as current when it is:

- Expected to be realised or intended to be sold or consumed in normal operating cycle
- Held primarily for the purpose of trading
- Expected to be realised within twelve months after the reporting period, or
- Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period

All other assets are classified as non-current.

A liability is current when:

- It is expected to be settled in normal operating cycle
- It is held primarily for the purpose of trading
- It is due to be settled within twelve months after the reporting period, or
- There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period

The Group classifies all other liabilities as non-current.

Deferred tax assets and liabilities are classified as non-current assets and liabilities.

The operating cycle is the time between the acquisition of assets for processing and their realisation in cash and cash equivalents. The Group has identified twelve months as its operating cycle.

#### **e) Leases**

The determination of whether an arrangement is (or contains) a lease is based on the substance of an arrangement at inception date: whether fulfilment of the arrangement is dependent on the use of a specific asset or assets and the arrangement conveys a right to use the asset, even if that right is not explicitly specified in an arrangement.

##### **Group as a Lessee**

A lease is classified at the inception date as a finance lease or an operating lease. A lease that transfers substantially all the risks and rewards incidental to ownership to the Group is classified as a finance lease.

Finance leases are capitalized at the commencement of the lease at the inception date fair value of the leased property or, if lower, at the present value of the minimum lease payments. Lease payments are apportioned between finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are recognised in finance costs in the Consolidated Statement of Profit and Loss, unless they are directly attributable to qualifying assets, in which case they are capitalized in accordance with the Group policy on the borrowing costs.

Leased assets are depreciated over the useful life of the asset. However, if there is no reasonable certainty that the Group will obtain ownership by the end of the lease term, the asset is depreciated over the shorter of the estimated useful life of the asset and the lease term.

Operating lease payments are recognized as an expense on a straight-line basis over the lease term and escalation in the contract, which are structured to compensate expected general inflationary increase are not straight lined. Contingent rents are recognized as expense in the period in Consolidated Statement of Profit and Loss in which they are incurred.

##### **Group as a Lessor**

Leases are classified as finance leases when substantially all of the risks and rewards of ownership transfer from the Group to the lessee. Amounts due from lessees under finance leases are recorded as receivables at the Groups net investment in the leases. Finance lease income is allocated to accounting periods so as to reflect a constant periodic rate of return on the net investment outstanding in respect of the lease.

Leases where the Group does not transfer substantially all the risks and rewards incidental to ownership of the asset are classified as operating leases. Initial direct costs incurred in negotiating an operating lease are added to the carrying amount of the leased asset and recognized over the lease term on the same basis as rental income.

Lease rentals under operating leases are recognized as income on a straight-line basis over the lease term and escalation in the contract, which are structured to compensate expected general inflationary increase are not straight lined. Contingent rents are recognized as revenue in the period in which they are earned.

#### **f) Share-based payments**

The Group issues equity-settled and cash-settled share-based options to certain employees. These are measured at fair value on the date of grant.

The fair value determined at the grant date of the equity-settled share-based options is expensed over the vesting period, based on the Group's estimate of the shares that will eventually vest.

The fair value determined on the grant date of the cash settled share based options is expensed over the vesting period, based on the Group's estimate of the shares that will eventually vest. At the end of each reporting period, until the liability is settled, and at the date of settlement, the fair value of the liability is recognized, with any changes in fair value pertaining to the vested period recognized immediately in Consolidated Statement of Profit and Loss.

At the vesting date, the Group's estimate of the shares expected to vest is revised to equal the number of equity shares that ultimately vest.

Fair value is measured using Black-Scholes framework and is recognized as an expense, together with a corresponding increase in equity/ liability as appropriate, over the period in which the options vest using the graded vesting method. The expected life used in the model is adjusted, based on management's best estimate, for the effects of non-transferability, exercise restrictions and behavioral considerations. The expected volatility and forfeiture assumptions are based on historical information.

Where the terms of a share-based payments are modified, the minimum expense recognized is the expense as if the terms had not been modified, if the original terms of the award are met. An additional expense is recognized for any modification that increases the total fair value of the share-based

payment transaction, or is otherwise beneficial to the employee as measured at the date of modification.

Where an equity-settled award is cancelled, it is treated as if it is vested on the date of cancellation, and any expense not yet recognized for the award is recognized immediately. This includes any award where non-vesting conditions within the control of either the entity or the employee are not met. However, if a new award is substituted for the cancelled award, and designated as a replacement award on the date that it is granted, the cancelled and new awards are treated as if they were a modification of the original award, as described in the previous paragraph.

The dilutive effect of outstanding options if any is reflected as additional share dilution in the computation of diluted earnings per share.

#### **g) Cash and Cash equivalents**

Cash and cash equivalents in the consolidated balance sheet comprises cash at banks and on hand and short-term deposits with an original maturity of three months or less, which are subject to an insignificant risk of changes in value. Bank overdrafts that are repayable on demand and form an integral part of the Groups cash management are included as a component of cash and cash equivalents for the purpose of the consolidated Statement of Cash Flows.

#### **h) Treasury shares**

The Group has formed Bharti Infratel Employee Welfare Trust, for administration of ESOP Schemes of the Group. The Trust bought shares of the Group from the market, for giving shares to employees. The Group treats Trust as its extension and shares held by Trust are treated as treasury shares.

Own equity instruments ("treasury shares") which are reacquired through Bharti Infratel Employees Welfare Trust are recognized at cost and deducted from equity. No gain or loss is recognized in the Consolidated Statement of Profit and Loss on the purchase, sale, issue or cancellation of the Group own equity instruments. Any difference between the carrying amount and the consideration, if reissued, is recognized in the share based payment reserves. Share options exercised during the reporting period are satisfied with treasury shares.

## i) Financial Instruments

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity.

### Financial Assets

#### Initial Recognition and Measurement

All financial assets are recognized initially at fair value plus, in the case of financial assets not recorded at fair value through profit or loss, transaction costs that are attributable to the acquisition of the financial asset.

#### Subsequent Measurement

For purposes of subsequent measurement, financial assets are classified in four categories:

- Debt instruments at amortised cost
- Debt instruments at fair value through other comprehensive income (FVTOCI)
- Debt instruments, derivatives and equity instruments at fair value through Profit or Loss (FVTPL)
- Equity instruments measured at fair value through other comprehensive income (FVTOCI)

#### Debt Instruments at Amortised Cost

The category applies to the Group's trade receivables, unbilled revenue, security deposits.

A 'debt instrument' is measured at the amortised cost if both the following conditions are met:

- a) The asset is held within a business model whose objective is to hold assets for collecting contractual cash flows and
- b) Contractual terms of the asset give rise on specified dates to cash flows that are solely payments of principal and interest (SPPI) on the principal amount outstanding

After initial measurement, such financial assets are subsequently measured at amortised cost using the effective interest rate (EIR) method. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The accretion of EIR is recorded as a finance income in the Consolidated Statement of Profit and Loss. The losses arising from impairment are recognised in the Consolidated Statement of Profit and Loss.

#### Debt instrument at fair value through other comprehensive income (FVTOCI)

A 'debt instrument' is classified at FVTOCI if both of the following criteria are met:

- a) The objective of the business model is achieved both by collecting contractual cash flows and selling the financial assets, and
- b) The asset's contractual cash flows represent solely payment of principal and interest (SPPI).

Debt instruments included within the FVTOCI category are measured initially as well as at each reporting date at fair value. Fair value movements are recognized in the other comprehensive income (OCI). However, the Group recognizes interest income, impairment losses and reversals in the Consolidated Statement of Profit and Loss. On derecognition of the asset, cumulative gain or loss previously recognised in OCI is reclassified from the equity to Consolidated Statement of Profit and Loss.

Interest earned whilst holding FVTOCI debt instrument is reported as interest income.

The Group has classified Investment in tax free bonds, commercial paper, certificate of deposits within this category.

#### Debt instrument at fair value through Profit or Loss (FVTPL)

FVTPL is a residual category for debt instruments. Any debt instrument, which does not meet the criteria for categorization at amortized cost or at FVTOCI, is classified at FVTPL.

Debt instruments included within the FVTPL category are measured at fair value with all changes recognized in the Consolidated Statement of Profit and Loss. This category applies to the Group investment in government securities, mutual funds, taxable bonds and non-convertible debentures.

In addition, the Group may elect to designate a debt instrument, which otherwise meets amortized cost or FVTOCI criteria, as at FVTPL. However, such election is allowed only if doing so reduces or eliminates a measurement or recognition inconsistency (referred to as 'accounting mismatch'). The Group has not designated any debt instrument as FVTPL.

#### Equity investments

All equity investments in scope of Ind AS 109, Financial instruments are measured at fair value. Equity instruments which are held for trading and contingent consideration recognised by an acquirer in a business combination, if any to which Ind AS 103,

Business combinations applies are classified as at fair value through Profit or loss. Further, there are no such equity investments measured at Fair value through profit or loss or fair value through other comprehensive income in the Group.

#### **De-recognition**

A financial asset (or, where applicable, a part of a financial asset) is primarily derecognised (i.e. removed from the Group's balance sheet) when:

- The contractual rights to receive cash flows from the asset have expired, or
- The Group has transferred its contractual rights to receive cash flows from the financial asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a 'pass-through' arrangement; and either (a) the Group has transferred substantially all the risks and rewards of the asset, or (b) the Group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

#### **Impairment of Financial Assets**

In accordance with Ind AS 109, Financial instruments the Group applies expected credit loss (ECL) model for measurement and recognition of impairment loss on the Financial assets that are debt instruments and are initially measured at fair value with subsequent measurement at amortised cost e.g Trade receivables, unbilled revenue etc.

The Group follows 'simplified approach' for recognition of impairment loss allowance for trade receivables.

The application of simplified approach does not require the Group to track changes in credit risk. Rather, it recognises impairment loss allowance based on lifetime ECLs at each reporting date, right from its initial recognition.

For recognition of impairment loss on other financial assets and risk exposure, the Group determines whether there has been a significant increase in the credit risk since initial recognition. If credit risk has not increased significantly, twelve month ECL is used to provide for impairment loss. However, if credit risk has increased significantly, lifetime ECL is used. If, in the subsequent period, credit quality of the instrument improves such that there is no longer a significant increase in credit risk since initial recognition, then the entity reverts to recognising impairment loss allowance based on a twelve month ECL.

ECL is the difference between all contractual cash flows that are due to the Group in accordance with the contract and all the cash flows that the entity expects to receive (i.e., all cash shortfalls), discounted at the original EIR.

#### **Financial Liabilities**

##### **Initial Recognition and Measurement**

Financial liabilities are classified, at initial recognition, as financial liabilities at fair value through profit or loss, loans and borrowings or payables, as appropriate

All financial liabilities are recognised initially at fair value and, in the case of loans and borrowings and payables, net of directly attributable transaction costs. The Group's financial liabilities include trade payables, security deposits, etc.

##### **Subsequent measurement**

The measurement of financial liabilities depends on their classification, as described below:

##### **Financial liabilities at fair value through Profit and Loss (FVTPL)**

Financial liabilities at fair value through profit or loss include financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss. Financial liabilities are classified as held for trading if they are incurred for the purpose of repurchasing in the near term.

Financial liabilities designated upon initial recognition at fair value through profit or loss are designated as such at the initial date of recognition, and only if the criteria in Ind AS 109, Financial instruments are satisfied. For liabilities designated as FVTPL, fair value gains/ losses attributable to changes in own credit risks are recognized in Other Comprehensive Income. These gains/ loss are not subsequently transferred to Consolidated Statement of Profit and Loss. However, the Group may transfer the cumulative gain or loss within equity. All other changes in fair value of such liability are recognised in the Consolidated Statement of Profit and Loss.

##### **Financial Liabilities at Amortised Cost**

This Category includes Security deposit received, trade payables etc. After initial recognition, such liabilities are subsequently measured at amortised cost using the EIR method. Gains and losses are recognised in profit or loss when the liabilities are derecognised as well as through the EIR amortisation process. Amortised cost is calculated by taking into



account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortisation is included as finance costs in the Consolidated Statement of Profit and Loss.

#### **De-recognition**

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires. When an existing financial liability is replaced by another from the same lender on substantially different terms or the terms of an existing liability are substantially modified, such an exchange or modification is treated as the de-recognition of the original liability and the recognition of a new liability. The difference in the respective carrying amounts is recognised in the Consolidated Statement of Profit and Loss.

#### **Reclassification of Financial Assets**

The Group determines classification of financial assets and liabilities on initial recognition. After initial recognition, no reclassification is made for financial assets which are equity instruments and financial liabilities. For financial assets which are debt instruments, a reclassification is made only if there is a change in the business model for managing those assets. Changes to the business model are expected to be infrequent. The Group's senior management determines change in the business model as a result of external or internal changes which are significant to the Group's operations. Such changes are evident to external parties. A change in the business model occurs when the Group either begins or ceases to perform an activity that is significant to its operations. If the Group reclassifies financial assets, it applies the reclassification prospectively from the reclassification date which is the first day of the immediately next reporting period following the change in business model. The Group does not restate any previously recognised gains, losses (including impairment gains or losses) or interest.

#### **Offsetting of Financial Instruments**

Financial assets and financial liabilities are offset and the net amount is reported in the consolidated balance sheet if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, to realise the assets and settle the liabilities simultaneously.

#### **j) Revenue Recognition**

The Group earns revenue primarily from rental services by leasing of passive infrastructure and

energy revenue by the provision of energy for operation of sites.

Effective April 1, 2018, the Group has applied Ind AS 115 "Revenue from Contracts with Customers" which establishes a comprehensive framework to depict timing and amount of revenue to be recognised. The Group has adopted Ind AS 115 using cumulative effect method, where any effect arising upon application of this standard is recognised as at the date of initial application (i.e April 1, 2018). The standard is applied retrospectively only to contracts that are not completed as at the date of initial application and the comparative information in the interim statement of profit and loss is not restated - i.e. the comparative information continues to be reported under previous standards on revenue i.e Ind AS 18 and Ind AS 11. There was no impact on adoption of Ind AS 115 to the financial statements of the Group.

Revenue is recognized when the Group satisfies the performance obligation by transferring the promised services to the customers. Services are considered performed when the customer obtains control, whereby the customer gets the ability to direct the use of such services and substantially obtains all benefits from the services. When there is uncertainty as to measurement or ultimate collectability, revenue recognition is postponed until such uncertainty is resolved.

In order to determine, if it is acting as principal or as an agent, the entity shall determine whether the nature of its promise is a performance obligation to provide the specified services itself (i.e. the entity is a principal) or to arrange for those services to be provided by the other party (i.e. the entity is an agent) for all its revenue arrangements.

#### **Service revenue**

Service revenue includes rental revenue for use of sites and energy revenue for the provision of energy for operation of sites.

Rental revenue is recognized as and when services are rendered on a monthly basis as per the contractual terms prescribed under master service agreement entered with customer. The Group has ascertained that the lease payment received are structured to increase in line with expected general inflationary increase in cost and therefore not straight lined.

Exit Charges is recognised when uncertainty relating to the amounts receivable on exit is resolved and it is probable that a significant reversal relating to the amounts receivable on exit will not occur.

Energy revenue is recognized over the period on a monthly basis upon satisfaction of performance obligation as per contracts with the customers. The transaction price is the consideration received from customers based on prices agreed as per the contract with the customers. The determination of standalone selling prices is not required as the transaction prices are stated in the contract based on the identified performance obligation.

Unbilled revenue represents revenues recognized after the last invoice raised to customer to the period end. These are billed in subsequent periods based on the prices specified in the master service agreement with the customers, whereas invoicing in excess of revenues are classified as unearned revenues. The Group collects GST on behalf of the government and therefore, it is not an economic benefit flowing to the Group, hence it is excluded from revenue.

#### **Use of significant judgements in revenue recognition**

The Group's contracts with customers include promises to transfer services to a customer which are energy and rentals. Rentals are not covered within the scope of Ind AS 115, hence identification of distinct performance obligation within Ind AS 115 do not involve significant judgement.

Judgement is required to determine the transaction price for the contract. The transaction price could be either a fixed amount of customer consideration or variable consideration with elements such as discounts, service level credits, waivers etc. The estimated amount of variable consideration is adjusted in the transaction price only to the extent that it is highly probable that a significant reversal in the amount of cumulative revenue recognised will not occur and is reassessed at the end of each reporting period.

In evaluating whether a significant revenue reversal will not occur, the Group considers the likelihood and magnitude of the revenue reversal and evaluates factors which results in constraints such as historical experience of the Group with a particular type of contract, and the regulatory environment in which

the customers operates which results in uncertainty which is less likely to be resolved in near future.

The Group provides volume discount to its customers based on slab defined in the revenue contracts. Contract also contains clause on Service Level Penalty/ rewards in case the Group is not able to maintain uptime level mentioned in the agreement. These discount/penalties are called variable consideration.

There is no additional impact of variable consideration as per Ind AS 115 since maximum discount is already being given to customer and the same is deducted from revenue.

There is no additional impact of SLA penalty as the Group already estimates SLA penalty amount and the same is provided for at each month end. The SLA penalty is presented as net off with revenue in the Statement of profit and loss.

Exit charges are recognised in the Consolidated Statement of Profit and loss when the amounts due are collected and there is no uncertainty relating to discounts and waivers.

Determination of standalone selling price do not involve significant judgement for the Group. The Group exercises judgement in determining whether the performance obligation is satisfied at a point in time or over a period of time. The Group considers the indicators on how customer consumes benefits as services are rendered in making the evaluation. Contract fulfillment costs are generally expensed as incurred. The assessment of this criteria requires the application of judgement, in particular when considering if costs generate or enhance resources to be used to satisfy future performance obligations and whether costs are expected to be recovered

#### **k) Finance income**

Finance income comprises interest income on funds invested and changes in the fair value of financial assets at fair value through profit or loss, and that are recognised in Consolidated Statement of Profit and Loss. Interest income is recognised as it accrues in Consolidated Statement of Profit and Loss, using the effective interest rate (EIR) which is the rate that exactly discounts the estimated future cash receipts through the expected life of the financial instrument or a shorter period, where appropriate, to the net carrying amount of the financial asset.

Finance income does not include dividend income, interest on income tax refund etc. which is included in other income.

Finance income does not include dividend income, interest on income tax refund etc. which is included in other income.

## **l) Taxes**

The income tax expense comprises of current and deferred income tax. Income tax is recognised in the statement of profit and loss, except to the extent that it relates to items recognised in the other comprehensive income or directly in equity, in which case the related income tax is also recognised accordingly.

### **Current tax**

The current tax is calculated on the basis of the tax rates, laws and regulations, which have been enacted or substantively enacted as at the reporting date. The payment made in excess / (shortfall) of the Group's income tax obligation for the period are recognised in the balance sheet as current income tax assets / liabilities. Any interest, related to accrued liabilities for potential tax assessments are not included in Income tax charge or (credit), but are rather recognised within finance costs. The management periodically evaluates positions taken in the tax returns with respect to situations in which applicable tax regulations are subject to interpretation and establishes provisions where appropriate.

### **Deferred tax**

Deferred tax is recognised, using the balance sheet approach, on temporary differences arising between the tax bases of assets and liabilities and their carrying values in the financial statements. However, deferred tax is not recognised if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Further, deferred tax liabilities are not recognised if they arise from the initial recognition of goodwill.

Moreover, deferred tax is recognised on temporary differences arising on investments in subsidiary and joint venture unless the timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised. The unrecognised deferred tax assets / carrying amount of deferred tax assets are reviewed at each reporting date for recoverability and adjusted appropriately.

Deferred tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the reporting date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred tax assets and liabilities are off-set against each other and the resultant net amount is presented in the balance sheet, if and only when, (a) the Group currently has a legally enforceable right to set-off the current income tax assets and liabilities, and (b) when it relates to income tax levied by the same taxation authority.

## **m) Borrowing costs**

Borrowing costs directly attributable to the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalised as part of the cost of the asset. All other borrowing costs are expensed in the period in which they occur. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

Borrowing cost also includes exchange differences to the extent regarded as an adjustment to the borrowing costs.

## **n) Dividend Payments**

Final dividend is recognized, when it is approved by the shareholders and the distribution is no longer at the discretion of the Group. However, Interim dividends are recorded as a liability on the date of declaration by the Company's Board of Directors.

## **o) Share capital**

### **Ordinary shares**

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of ordinary shares and share options are recognised as a deduction from equity, net of any tax effects.

**p) Retirement and other employee benefits**

Short term employee benefits are recognised in the period during which the services have been rendered.

The Group post-employment benefits include defined benefit plan and defined contribution plans. The Group also provides other benefits in the form of deferred compensation and compensated absences.

A defined contribution plan is a post-employment benefit plan under which an entity pays fixed contributions to a statutory authority and will have no legal or constructive obligation to pay further amounts. The Group contributions to defined contribution plans are recognized in Consolidated Statement of Profit and Loss when the services have been rendered. The Group has no further obligations under these plans beyond its periodic contributions.

A defined benefit plan is a post-employment benefit plan other than a defined contribution plan. Under the defined benefit retirement plan, the Group provides retirement obligation in the form of Gratuity. Under the plan, a lump sum payment is made to eligible employees at retirement or termination of employment based on respective employee salary and years of experience with the Group.

The cost of providing benefits under this plan is determined on the basis of actuarial valuation carried out quarterly as at the reporting date by an independent qualified actuary using the projected unit credit method. Actuarial gains and losses are recognised in full in the period in which they occur in other comprehensive income forming part of Consolidated Statement of Profit and Loss.

The obligation towards the said benefit is recognised in the consolidated balance sheet as the difference between the fair value of the plan assets and the present value of the plan liabilities. Scheme liabilities are calculated using the projected unit credit method and applying the principal actuarial assumptions as at the date of consolidated Balance Sheet. Plan assets are assets that are held by a long-term employee benefit fund or qualifying insurance policies.

All expenses excluding remeasurements of the net defined benefit liability (asset), in respect of defined benefit plans are recognized in the profit or loss as incurred. Remeasurements, comprising actuarial gains and losses and the return on the plan assets (excluding amounts included in net interest on the net defined benefit liability (asset)), are recognized immediately in the consolidated Balance Sheet with a corresponding debit or credit through other comprehensive income in the period in which they

occur. Remeasurements are not reclassified to profit or loss in subsequent periods.

The Group provides other benefits in the form of compensated absences and long term service awards. The employees of the Group are entitled to compensated absences based on the unavailed leave balance. The Group records liability based on actuarial valuation computed under projected unit credit method. Actuarial gains / losses are immediately taken to the statement of profit and loss and are not deferred. The Group presents the entire leave encashment liability as a current liability in the balance sheet, since the Group does not have an unconditional right to defer its settlement for more than 12 months after the reporting date.

Under the long term service award plan, a lump sum payment is made to an employee on completion of specified years of service. The Group records the liability based on actuarial valuation computed under projected unit credit method. Actuarial gains / losses are immediately taken to the Consolidated Statement of Profit and Loss and are not deferred.

The amount charged to the Consolidated Statement of Profit and Loss in respect of these plans is included within operating costs

**q) Provision**

**i) General**

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation

When the Group expects some or all of a provision to be reimbursed, the reimbursement is recognised as a separate asset, but only when the reimbursement is virtually certain. The expense relating to a provision is presented in the Consolidated Statement of Profit and Loss, net of any reimbursement

If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, when appropriate, the risks specific to the liability. When discounting is used, the increase in the provision due to the passage of time (i.e., unwinding of discount) is recognised as a finance cost.

Provisions are reviewed at the end of each reporting period and adjusted to reflect the current best

estimate. If it is no longer probable that an outflow of resources would be required to settle the obligation, the provision is reversed.

## ii) Contingent Assets/ Liabilities

Contingent assets are not recognised. However, when realisation of income is virtually certain, then the related asset is no longer a contingent asset, and is recognised as an asset.

Contingent liabilities are disclosed in notes to accounts when there is a possible obligation arising from past events, the existence of which will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Group or a present obligation that arises from past events where it is either not probable that an outflow of resources will be required to settle or a reliable estimate of the amount cannot be made.

## iii) Asset Retirement Obligations

Asset retirement obligations (ARO) are provided for those operating lease arrangements where the Group has a binding obligation at the end of the lease period to restore the leased premises in a condition similar to inception of lease.

Asset retirement obligation are provided at the present value of expected costs to settle the obligation using estimated cash flows and are recognized as part of the cost of the particular asset. The cash flows are discounted at a current pre-tax rate that reflects the risks specific to the site restoration obligation. The unwinding of the discount is expensed as incurred and recognized in the Consolidated Statement of Profit and Loss as a finance cost. The estimated future costs of decommissioning are reviewed annually and adjusted as appropriate. Changes in the estimated future costs or in the discount rate applied are added to or deducted from the cost of the asset.

## r) Earnings per share (EPS)

The Group Basic Earnings per share is determined based on the net profit attributable to the shareholders of the parent. Basic Earnings Per Share is computed using the weighted average number of Equity shares outstanding during the period excluding shares purchased by the Group and held as treasury shares.

Diluted EPS is computed using the weighted average common and dilutive common equivalents shares outstanding during the period including shares options except where the result would be anti-dilutive.

## s) Fair Value Measurement

The Group measures financial instruments at fair value at each reporting date. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either:

- In the principal market for the asset or liability
- In the absence of a principal market, in the most advantageous market for the asset or liability

The principal or the most advantageous market must be accessible by the Group.

The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2: Inputs other than quoted prices included within Level 1 that are observable

for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices)

- Level 3: Inputs for the assets or liabilities that are not based on observable market data (unobservable inputs)

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by re-assessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

For the purpose of fair value disclosures, the Group has determined classes of assets and liabilities on the basis of the nature, characteristics and risks of the asset or liability and the level of the fair value hierarchy as explained above.

This note summarises accounting policy for fair value measurements. Other fair value related disclosures are given in the relevant notes

#### t) Foreign Currency

##### Functional and presentation currency

The Group financial statements are presented in INR, which is also the Group's functional currency. Presentation currency is the currency in which the financial statement of the group is presented. Functional currency is the currency of the primary economic environment in which an entity operates and is normally the currency in which the entity primarily generates and expends cash. All the financial information presented in Indian Rupees (INR) has been rounded to the nearest of million rupees, except where otherwise stated.

##### Transactions and Balances

Transactions in foreign currencies are initially recorded by the Group at the functional currency spot rates at the date the transaction first qualifies for recognition.

Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency spot rates of exchange at the reporting date. Differences arising on settlement or translation of monetary items are recognised in Consolidated Statement of Profit and Loss.

Non-monetary assets and liabilities denominated in foreign currencies that are measured at fair value are retranslated to the functional currency at the exchange rate at the date that the fair value was determined. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction

#### 4. Significant accounting judgements, estimates and assumptions

The preparation of the Group financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the accompanying disclosures, and the disclosure of contingent liabilities. Uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of assets or liabilities affected in future periods.

##### Judgements

In the process of applying the Group's accounting policies, management has made the following judgements, which have the most significant effect on the amounts recognised in the interim condensed consolidated financial statements:

##### a) Operating lease commitments – Group as lessor

The Group has assessed that its master service agreement ("MSA") with operators contains lease of its tower sites and plant and equipment and has determined, based on evaluation of the terms and conditions of the arrangements such as various lessees sharing the same tower sites with specific area, the fair value of the asset and all the significant risks and rewards of ownership of these properties retained by the Group, that such contracts are in the nature of operating lease and has accounted for as such.

The Group has ascertained that the annual escalations in the lease payment received under the MSA are structured to compensate the expected inflationary increase in cost and therefore has not been straight-lined.

## **Estimates and assumptions**

The key assumptions concerning the future and other key sources of estimation uncertainty at the reporting date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are described below. The Group has based its assumptions and estimates on parameters available when the financial statements were prepared. Existing circumstances and assumptions about future developments, however, may change due to market changes or circumstances arising that are beyond the control of the Group. Such changes are reflected in the assumptions when they occur.

### **b) Impairment of non-financial assets**

The carrying amounts of the Group non-financial assets, other than deferred tax assets, are reviewed at the end of each reporting period to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated.

The recoverable amount of an asset or cash-generating unit ('CGU') is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset or CGU. For the purpose of impairment testing, assets that cannot be tested individually are Grouped together into the smallest Group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or Groups of assets ('CGU').

The Group's corporate assets do not generate separate cash inflows. If there is an indication that a corporate asset may be impaired, then the recoverable amount is determined for the CGU to which the corporate asset belongs.

An impairment loss is recognized, if the carrying amount of an asset or its cash-generating unit exceeds its estimated recoverable amount and are recognised in Consolidated Statement of Profit and Loss. Impairment losses recognised in respect of cash-generating units are allocated first to reduce the carrying amount of goodwill, if any, allocated to the

units and then to reduce the carrying amounts of the other assets in the unit (Group of units) on a pro rata basis.

Impairment losses recognised in prior periods are assessed at end of each reporting period for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised. Such reversal is recognized in the consolidated statement of profit and loss except when the asset is carried at revalued amount, the reversal is treated as a revaluation reserve

### **c) Property, plant and equipment**

Refer Note 3(a) for the estimated useful life of Property, plant and equipment.

Property, plant and equipment also represent a significant proportion of the asset base of the Group. Therefore, the estimates and assumptions made to determine their carrying value and related depreciation are critical to the Group's financial position and performance.

The charge in respect of periodic depreciation is derived after determining an estimate of an asset's expected useful life and the expected residual value at the end of its life. Increasing an asset's expected life or its residual value would result in a reduced depreciation charge in the Consolidated Statement of Profit and Loss.

The useful lives and residual values of Group assets are determined by management at the time the asset is acquired and reviewed periodically. The lives are based on historical experience with similar assets as well as anticipation of future events which may impact their life, such as changes in technology.

During the Financial Year 2014-15, the Group had re-assessed the useful life and residual value of all its assets, accordingly, effective April 1, 2014, it has revised the useful life of certain class of shelters from 15 years to 10 years and revised the residual value of certain plant and machineries (batteries and DG sets) from Nil and 5% to 25% and 10%, respectively.

Further, with effect from April 1, 2018, The Group has reassessed the residual value of batteries and Diesel generators from 25% to 35% and from 10% to 20% respectively.

Set out below is the impact of above change on future period depreciation:

Particulars	Year ended March 31, 2019	After March 31, 2019
Decrease in Depreciation	1,327	2,666

#### d) Allowance of doubtful trade receivables

The expected credit loss is mainly based on the ageing of the receivable balances and historical experience. Based on the industry practices and the business environment in which the entity operates, management considers that the trade receivables are provided if the payment are more than 90 days past due. The receivables are assessed on an individual basis or grouped into homogeneous groups and assessed for impairment collectively, depending on their significance. Moreover, trade receivables are written off on a case-to-case basis if deemed not to be collectible on the assessment of the underlying facts and circumstances.

#### e) Asset Retirement obligation

The Group uses various leased premises to install its tower assets. A provision is recognised for the cost to be incurred for the restoration of these premises at the end of the lease period, which is estimated based on actual quotes, which are reasonable and appropriate under these circumstances. It is expected that these provisions will be utilised at the end of the lease period of the respective sites as per respective lease agreements.

#### f) Share based payment

The Group initially measures the cost of cash-settled transactions with employees using a binomial model to determine the fair value of the liability incurred. Estimating fair value for share-based payment transactions requires determination of the most appropriate valuation model, which is dependent on the terms and conditions of the grant. This estimate also requires determination of the most appropriate

inputs to the valuation model including the expected life of the share option, volatility and dividend yield and making assumptions about them. For cash-settled share-based payment transactions, the liability needs to be remeasured at the end of each reporting period up to the date of settlement, with any changes in fair value recognised in the Profit and Loss. This

requires a reassessment of the estimates used at the end of each reporting period.

#### 5. Recent accounting pronouncements issued but not yet effective upto the date of issuance of financial statement:

##### (a) Ind AS 116, Leases:

Ind AS 116 – ‘Leases’ was notified on 30th March 2019, which is applicable for the accounting period beginning from April 1, 2019. For lessees, the standard eliminates the classification of leases as either operating or finance, as required by Ind AS 17, and instead introduces a single lease accounting model. Applying that model a lessee is required to recognize, (a) assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value and (b) depreciation of leased assets separately from interest on lease liabilities in the income statement. Lessor Accounting under Ind AS 116 will not be having any transitional impact on initial recognition. Under Ind AS 17, the group was charging lease rental in statement of Profit and loss, which would be charged as depreciation and finance cost under Ind AS 116, having a favourable impact on EBITDA.

A lessor shall recognise lease payments from leases as income on either straight-line or another systematic basis. The standard permits two possible methods of transition:

- Full retrospective - Retrospectively to each prior period presented applying Ind AS 8 Accounting Policies, Changes in Accounting Estimates and Errors.
- Modified retrospective - Retrospectively, with the cumulative effect of initially applying the Standard recognized at the date of initial application.



Under modified retrospective approach, the lessee records the lease liability at the present value of the remaining lease payments, discounted at the incremental borrowing rate and the right of use asset either at:

- Its carrying amount as if the standard had been applied since the commencement date, but discounted at lessee's incremental borrowing rate at the date of initial application or
- An amount equal to the lease liability, adjusted by the amount of any prepaid or accrued lease payments related to that lease recognized under Ind AS 17 immediately before the date of initial application.

The group is in the process of evaluating the impact of transitioning from old standard i.e. Ind AS 17 to new standard i.e. Ind AS 116 and the transition approach

#### **(b) Appendix C to Ind AS 12, Uncertainty over Income Tax Treatments**

This Appendix clarifies how to apply the recognition and measurement requirements in Ind AS 12 when there is uncertainty over income tax treatments. In such a circumstance, an entity shall recognise and measure its current or deferred tax asset or liability applying the requirements in Ind AS 12 based on taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates determined applying this Appendix. There is no impact on the group due to notification of this Appendix.

#### **(c) Amendment to Ind AS 12- Income Taxes**

On March 30, 2019, the amendments to the guidance in Ind AS 12, 'Income Taxes', were issued in connection with accounting for dividend distribution taxes.

The amendment clarifies that an entity shall recognise the income tax consequences of dividends in profit or loss, other comprehensive income or equity according to where the entity originally recognised those past transactions or events.

The amendment is effective from annual period beginning from April 1, 2019. The Group is currently evaluating the effect of this amendment.

#### **(d) Amendment to Ind AS 19- Employee Benefits**

On March 30, 2019, Ministry of Corporate Affairs issued amendments to Ind AS 19, in connection with accounting for plan amendments, curtailments and settlements. The amendments require an entity, to use updated assumptions to determine current service cost and net interest for the remainder of the period after a plan amendment, curtailment or settlement; and to recognise in profit or loss as part of past service cost, or a gain or loss on settlement, any reduction in a surplus, even if that surplus was not previously recognised because of the impact of the asset ceiling.

Effective date for application of this amendment is annual period beginning on or after April 1, 2019. The Group does not have any impact on account of this amendment.

### **6. Previous period's figures**

Previous period's figures in the financial statements, including the notes thereto, have been reclassified wherever required to conform to the current period's presentation/classification. These are not material and do not affect the previously reported net profit or equity.

## **Section 12**

### **GLOSSARY**

#### **12.1 Company Related Terms**

4 Overlapping Circles	Represents the telecommunication circles of Haryana, Rajasthan, Uttar Pradesh (East) and Uttar Pradesh (West) wherein Bharti Infratel and Indus Towers have overlapping operations. Bharti Infratel is not permitted to roll out any new towers in these telecommunications Circles, although it continues to own and operate its existing telecommunications towers in these Circles, and add additional sharing operators to these towers. New tower rollout in these telecommunication circles is done by Indus.
7 Circles	Represents the telecommunications circles of Bihar, Madhya Pradesh and Chhattisgarh, Orissa, Jammu and Kashmir, Himachal Pradesh, Assam and North East states wherein Bharti Infratel operates on exclusive basis.
11 circles	Represents the 7 telecommunications circles of Bihar, Madhya Pradesh and Chhattisgarh, Orissa, Jammu and Kashmir, Himachal Pradesh, Assam and North East states wherein Bharti Infratel operates on exclusive basis and the 4 common circles of Haryana, Rajasthan, Uttar Pradesh (East) and Uttar Pradesh (West) wherein Bharti Infratel and Indus Towers have overlapping operations.
15 circles	Represents the 11 telecommunication circles of Andhra Pradesh, Delhi, Gujarat, Karnataka, Kerala, Kolkata, Maharashtra & Goa, Mumbai, Punjab, Tamil Nadu (including Chennai) and West Bengal wherein Indus operates on exclusive basis and the 4 common telecommunication circles of Haryana, Rajasthan, Uttar Pradesh (East) and Uttar Pradesh (West) wherein Bharti Infratel and Indus Towers have overlapping operations.
Asset Turnover	Asset Turnover is defined as total revenues (revenues (annualized for 12 months), divided by average assets. Asset is defined as the sum of non-current assets and net current assets. Net current assets are computed by subtracting current liabilities from current assets. Average assets are calculated by considering average of opening and closing assets of the relevant period.
Adjusted Fund from Operations (AFFO)	It is not an IND AS measure and is defined as EBITDA adjusted for Maintenance and General Corporate Capex and Non Cash IND AS measures, i.e., operating lease revenue/expense on security deposit received/paid.
Average Co-locations	Average co-locations are derived by computing the average of the Opening and Closing co-locations at the end of relevant period.
Average Sharing Factor	Average Sharing factor is calculated as the average of the opening and closing number of co-locations divided by average of the opening and closing number of towers for the relevant period.
Average Towers	Average towers are derived by computing the average of the opening and closing towers at the end of relevant period.
BIVL	Bharti Infratel Ventures Limited
Bn	Billion
Book Value Per Equity Share	Total shareholder's equity as at the end of the relevant period divided by outstanding equity shares as at the end of the relevant period.
Capex	It includes investment in gross fixed assets and capital work in progress for the relevant period.
Capital Employed	Capital Employed is defined as sum of equity attributable to equity shareholders and net debt / (net cash).
Circle(s)	22 service areas that the Indian telecommunications market has been segregated into
Closing Sharing Factor	Closing Sharing factor is calculated as the closing number of co-locations divided by closing number of towers as at the end of relevant period.
Co-locations	Co-location is the total number of sharing operators at a tower, and where there is a single operator at a tower; 'co-location' refers to that single operator. Co-locations as referred to are revenue-generating co-locations (except such co-locations where exit notices have been received).
Consolidated Financial statements	The Consolidated financial statements of the company till FY 2012-13 represent the financials of Bharti Infratel Ltd Standalone taken together with its wholly owned subsidiary Bharti Infratel Ventures Ltd and Bharti Infratel's 42% equity interest in Indus Towers Ltd. accounted for by proportionate consolidation. Consequent to Indus Merger, the financial statements of Indus have been prepared after giving effect to the Merger Scheme. Accordingly the Consolidated Financial Results of the Company from quarter ended June 2013 and onwards represent the financials of Bharti Infratel Ltd Standalone taken together with its 42% equity interest in Indus Towers Ltd. Accounted for by proportionate consolidation and consolidating the new subsidiary Bharti Infratel Services Ltd. With effect from January 2015, Bharti Infratel Employee Welfare Trust (incorporated for allotment of shares to employees as part of Employee Stock Option Plan) has been included as part of the group.

With effect from September 2015, Smartx Services Ltd (incorporated on September 21, 2015 as a wholly owned subsidiary) has been included as a part of the group.  
Effective 29<sup>th</sup> March 2016, Bharti Infratel Services Limited has been closed pursuant to Board's decision to initiate the process of striking off the name of the company from the register of ROC.

CSR	Corporate Social Responsibility
Cumulative Investments	Cumulative Investments comprises of gross fixed assets (including Capital Work In Progress).
Earnings Per Share (EPS)-Basic	It is computed by dividing net profit or loss attributable for the period to equity shareholders by the weighted average number of equity shares outstanding during the period.
Earnings Per Share (EPS)- Diluted	Diluted earnings per share is calculated by adjusting net profit or loss for the period attributable to equity shareholders and the weighted average number of shares outstanding during the period for the effects of all dilutive potential equity shares.
EBIT	Earnings before interest, taxation excluding other income for the relevant period.
EBIT (Including Other Income)	Earnings before interest, taxation including other income for the relevant period.
EBITDA	Earnings before interest, taxation, depreciation and amortization and charity and donation excluding other income for the relevant period. It is defined as operating income and does not include depreciation and amortization expense, finance cost (net) and tax expense.
EBITDA (Including Other Income)	Earnings before interest, taxation, depreciation and amortization and charity and donation including other income for the relevant period.
Enterprise Value (EV)	Calculated as sum of Market Capitalization plus Net Debt / (Net Cash) as at the end of the relevant period.
EV / EBITDA (times)(LTM)	Computed by dividing Enterprise Value as at the end of the relevant period (EV) by EBITDA for the preceding (last) 12 months from the end of the relevant period.
Future Minimum Lease Payment Receivable	The Company has entered into long term non-cancellable agreements to provide infrastructure services to telecom operators. Future Minimum Lease Payment Receivable represents minimum amounts receivable in future under the above long term non-cancellable agreements.
Finance Cost (Net)	Calculated as Finance Cost less Finance Income
GAAP	Generally Accepted Accounting Principle
IGAAP	Indian Generally Accepted Accounting Principle
IND AS	Indian Accounting Standards
Indus Merger	<p>During the quarter ended June 30, 2013, the Scheme of Arrangement (Scheme) under Section 391 to 394 of the Companies Act, 1956 for transfer of all assets and liabilities as defined in the Scheme from Bharti Infratel Ventures Limited (BIVL), wholly owned subsidiary of the Company, Vodafone Infrastructure Limited (formerly known as Vodafone Essar Infrastructure Limited), and Idea Cellular Tower Infrastructure Limited (collectively referred to as 'The Transferor companies') to Indus Towers Limited (Indus) was sanctioned by the Hon'ble High Court of Delhi vide its order dated on April 18, 2013 subject to the final order in another appeal pending before the Division Bench of Delhi High Court and any other orders in any further proceedings thereafter.</p> <p>The Scheme had become operative from June 11, 2013 upon filing of certified copy of the order with the Registrar of Companies with an appointed date of April 1, 2009 i.e. effective date of scheme and accordingly effective June 11, 2013 the transferor companies have ceased to exist and have become part of Indus Towers Ltd. Pursuant to the Indus Merger the IRU agreements between the Transferor Companies and Transferee Company Ceases to exist.</p>
Indus Consolidation	Indus Consolidation represents consolidation of Bharti Infratel's 42% proportionate shareholding in Indus Towers Ltd.
Intangibles NA	Comprises of acquisition cost of software. Not ascertainable
Interest Coverage Ratio(LTM)	It is computed by dividing EBITDA for the preceding (last) 12 months from the end of relevant period by finance cost for the preceding (last) 12 months.
IRU	Indefeasible right to use
Lease Rent Equalization	It represents the effect of fixed escalations (as per the terms of lease agreements with landlords) recognized on straight line basis over the fixed, non-cancellable term of the agreement, as applicable

LTM	Last Twelve months
Market Capitalization	Number of issued and outstanding shares as at end of the period multiplied by closing market price (NSE) as at end of the period.
Mn	Million
MSA	Master Service Agreement
Maintenance & General Corporate Capex	Represents the capital expenditure undertaken by the company for general maintenance, upkeep and replacement of equipments installed at the Towers which is undertaken on the end of their useful life as well as General Corporate related capital expenditure such as on office/ facilities and information technology.
Net Debt / (Net Cash)	It is not an IND AS measure and is defined as the sum of long-term borrowings, short-term borrowings minus cash and cash equivalents, current and non-current investments, and other bank balances adjusted for unpaid dividend declared including dividend distribution tax adjusted in equity as at the end of the relevant period.
Net Debt / (Net Cash) to EBITDA (LTM)	It is computed by dividing net debt / (net cash) as at the end of the relevant period by EBITDA for preceding (last) 12 months from the end of the relevant period.
Net Debt / (Net Cash) to Funded Equity Ratio	It is computed by dividing net debt / (net cash) as at the end of the relevant period by Equity attributable to equity shareholders as at the end of the relevant period.
Operating Free Cash flow	It is not an IND AS measure and is defined as EBITDA adjusted for Capex and Non Cash IND AS measures, i.e., operating lease revenue/expense on security deposit received/paid
PE Ratio	Price to Earnings ratio is calculated as closing market price (NSE) as at the end of relevant period, divided by diluted annual earnings per share. Annual Diluted Earnings per share is calculated by adding the preceding last four quarters diluted Earnings per share
ROC	Registrar of Companies
Return On Capital Employed (ROCE) Pre Tax – (LTM)	For the full year computations, ROCE is computed by dividing the sum of EBIT for the period by average (of opening and closing) capital employed. For the quarterly computations, it is computed by dividing sum of EBIT for the preceding (last) 12 months from the end of the relevant period by average (of opening and closing) capital employed during the relevant periods.
Return On Equity (ROE) Pre Tax- (LTM)	For the full year computations, ROE (Pre Tax) is computed by dividing the sum of Profit before tax for the period by average (of opening and closing) equity shareholders' funds. For the quarterly computations, it is computed by dividing sum of Profit before tax for the preceding (last) 12 months from the end of the relevant period by average (of opening and closing) equity shareholders' funds during the relevant periods.
Return On Equity (ROE) Post Tax- (LTM)	For the full year computations, ROE (Post Tax) is computed by dividing the sum of Profit after tax for the period by average (of opening and closing) equity shareholders' funds. For the quarterly computations, it is computed by dividing sum of Profit after tax for the preceding (last) 12 months from the end of the relevant period by average (of opening and closing) equity shareholders' funds during the relevant periods.
Revenue per Employee per month	It is computed by dividing the Total Revenues (net of inter-segment eliminations) by the average number of on – roll employees in the business unit and number of months in the relevant period.
Revenue Equalization	It represents the effect of fixed escalations (as per the terms of service agreements with customers) recognized on straight line basis over the fixed, non-cancellable term of the agreement, as applicable.
SHA	Shareholders Agreement
Sharing Operator	A party granted access to a tower and who has installed active infrastructure at the tower
Sharing Revenue	It represents service revenue accrued during the relevant period.
Sharing revenue per Sharing Operator per month	Is calculated on the basis of sharing revenues accrued during the relevant period divided by the average number of co-locations for the period (including such co-locations for which exit notices have been received, but actual exits have not yet happened as at period end), determined on the basis of opening and closing number of co-locations for the relevant period.
Sharing revenue per Tower per month	Is calculated on the basis of sharing revenues accrued during the relevant period divided by the average number of towers for the period, determined on the basis of opening and closing number of towers for the relevant period.

Smartx	Smartx Services Ltd
Towers	Infrastructure located at a site which is permitted by applicable law to be shared, including, but not limited to, the tower, shelter, diesel generator sets and other alternate energy sources, battery banks, air conditioners and electrical works. Towers as referred to are revenue generating towers
Tower and Related Infrastructure	Infrastructure Located at site which is permitted by applicable law to be shared, including, but not limited to, the tower, shelter, diesel generator sets and other alternate energy sources, battery banks, air conditioners and electrical works

## **12.2 Regulatory Terms**

DoT	Department of Telecommunications
IP-1	Infrastructure Provider Category 1
NSE	National Stock Exchange
SEBI	Securities and Exchange Board of India
CCI	Competition Commission of India
TRAI	Telecom Regulatory Authority of India

## **12.3 Others (Industry) Terms**

BTS	Base Transceiver Station
CII	Confederation of Indian Industry
DG	Diesel Generator
EMF	Electro Magnetic Field
FCU	Free Cooling Units
GBT	Ground Based Towers
IBS	In-building Solutions
IPMS	Integrated Power Management Systems
PAN	Presence Across Nation
PPC	Plug and Play Cabinet
RET	Renewable Energy Technology
RTT	Roof Top Towers
TAIPA	Tower and Infrastructure Providers Association
Wi-Fi	Wireless Fidelity

**Written correspondence to be sent to:**

[ir@bharti-infratel.in](mailto:ir@bharti-infratel.in)  
[www.bharti-infratel.com](http://www.bharti-infratel.com)