# bharti

October 29, 2019

National Stock Exchange of India Limited Exchange Plaza, C-1 Block G Bandra Kurla Complex, Bandra (E) Mumbai – 400051, India

**BSE Limited** Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400001, India

# Ref: Bharti Airtel Limited (BHARTIARTL/532454)

# Sub:Operating highlights

Dear Sir / Ma'am,

Further to our letter dated October 29, 2019 (enclosed), please find enclosed the Operating highlights reviewed by the Board in its meeting held today i.e. October 29, 2019.

Kindly take the same on record.

Thanking you,

Sincerely Yours,

For Bharti Airtel Limited

Rohit Krishan Puri Dy. Company Secretary & Compliance Officer



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October 29, 2019

### National Stock Exchange of India Limited

Exchange Plaza, C-1 Block G Bandra Kurla Complex, Bandra (E) Mumbai – 400051, India

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## Ref: Bharti Airtel Limited (BHARTIARTL/532454)

### Sub:Outcome of the Board meeting

Dear Sir / Madam,

Please be informed that the management of the Company recommended to the Board of Directors that the agenda item related to the approval of audited financial results for the second quarter (Q2) and half year ended September 30, 2019 which was to be a part of the Board meeting today be deferred till November 14, 2019 on account of the fact that more clarity is needed on the AGR matter arising out of recent judgement of Hon'ble Supreme Court. The Company is approaching DoT to seek clarity on the total amounts involved and request for their support to deal with this adverse outcome.

The Board of Directors, in its meeting held today, has accepted the management's recommendation and deferred the agenda item relating to the approval of the said financial results till Thursday, November 14, 2019.

All other agenda items shall be taken up by the Board in the meeting to be resumed today in the ordinary course.

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New Delhi

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Kindly take the same on record.

Thanking you,

Sincerely yours,

For Bharti Airtel Limited

Rohit Krishan Puri Dy. Company Secretary & Compliance Officer



# **OPERATING HIGHLIGHTS**

The financial figures used for computing ARPU, Revenue per Site, Gross revenue per employee per month, Personnel cost per employee per month are based on Ind-AS.

#### 1.1 Customers

Parameters	Unit	Sep-19	Jun-19	Q-on-Q Growth	Sep-18	Y-on-Y Growth
India	000's	304,703	301,451	1.1%	351,539	-13.3%
South Asia	000's	2,840	2,573	10.4%	2,428	17.0%

#### 1.2 Mobile Services India

Parameters	Unit	Sep-19	Jun-19	Q-on-Q Growth	Sep-18	Y-on-Y Growth
Customer Base*	%	279,430	276,817	0.9%	332,764	-15.0%
Net Additions	000's	2,613	(1,533)	270.5%	(11,800)	122.1%
Pre-Paid (as % of total Customer Base)	%	94.9%	94.9%		94.4%	
Monthly Churn	%	2.1%	2.6%		4.1%	
Average Revenue Per User (ARPU)	Rs	128	129	-1.0%	100	28.4%
Average Revenue Per User (ARPU)	US\$	1.8	1.9	-1.6%	1.4	28.1%
Revenue per towers per month	Rs	195,769	196,584	-0.4%	198,400	-1.3%
Revenues						
Mobile Services #	Rs Mn	108,118	107,240	0.8%	100,704	7.4%
Voice						
Minutes on the network	Mn	716,642	737,108	-2.8%	693,061	3.4%
Voice Usage per customer	min	848	888	-4.5%	686	23.7%
Data						
Data Customer Base	000's	124,242	120,047	3.5%	97,666	27.2%
Of which 4G data customers	000's	103,111	95,173	8.3%	65,731	56.9%
As % of Customer Base	%	44.5%	43.4%		29.4%	
Total MBs on the network	Mn MBs	4,828,577	4,191,715	15.2%	2,660,297	81.5%
Data Usage per customer	MBs	13,116	11,930	9.9%	9,221	42.2%

\* Customer base excludes M2M w.e.f quarter ended Jun 30, 2019

# Excludes revenues from Network Groups building / providing fiber connectivity and Group eliminations.

#### 1.3 Homes Services

Parameters	Unit	Sep-19	Jun-19	Q-on-Q Growth	Sep-18	Y-on-Y Growth
Homes Customers	000's	2,350	2,342	0.3%	2,213	6.2%
Net additions	000's	8	72	-89.5%	24	-68.6%
Average Revenue Per User (ARPU)	Rs	777	825	-5.8%	847	-8.2%
Average Revenue Per User (ARPU)	US\$	11.1	11.8	-6.4%	12.1	-8.5%

#### 1.4 Digital TV Services

Parameters	Unit	Sep-19	Jun-19	Q-on-Q Growth	Sep-18	Y-on-Y Growth
Digital TV Customers	000's	16,207	16,027	1.1%	14,779	9.7%
Net additions	000's	181	634	-71.5%	133	35.9%
Average Revenue Per User (ARPU)	Rs	162	157	3.8%	232	-29.9%
Average Revenue Per User (ARPU)	US\$	2.3	2.2	3.1%	3.3	-30.1%
Monthly Churn	%	1.6%	1.0%		1.3%	

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#### 1.5 Network and Coverage - India

Parameters	Unit	Sep-19	Jun-19	Q-on-Q Growth	Sep-18	Y-on-Y Growth
Mobile Services						
Census Towns	Nos	7,906	7,906	0	7,904	2
Non-Census Towns and Villages	Nos	786,268	786,246	22	786,129	139
Population Coverage	%	95.3%	95.3%		95.3%	
Optic Fibre Network	R Kms	294,867	286,662	8,205	263,507	31,360
Network towers	Nos	185,582	182,600	2,982	171,031	14,551
Of which Mobile Broadband towers	Nos	181,825	177,141	4,684	154,531	27,294
Total Mobile Broadband Base stations	Nos	461,891	443,804	18,087	347,642	114,249
Homes Services- Cities covered	Nos	100	99	1	89	11
Airtel Business - Submarine cable systems	Nos	7	7	0	7	0
Digital TV Services						
Districts Covered	Nos	639	639	0	639	0
Coverage	%	99.8%	99.8%		99.8%	

#### 1.6 Tower Infrastructure Services

#### 1.6.1 Bharti Infratel Standalone

Parameters	Unit	Sep-19	Jun-19	Q-on-Q Growth	Sep-18	Y-on-Y Growth
Total Towers	Nos	41,050	40,636	414	39,946	1,104
Total Co-locations	Nos	76,176	76,119	57	78,275	(2,099)
Key Indicators						
Sharing Revenue per sharing operator per month	Rs	46,095	44,623	3.3%	38,687	19.1%
Average Sharing Factor	Times	1.86	1.88		2.06	

#### **Additional Information:**

#### 1.6.2 Indus Towers

Parameters	Unit	Sep-19	Jun-19	Q-on-Q Grow th	Sep-18	Y-on-Y Grow th
Total Tow ers	Nos	124,692	123,799	893	124,230	462
Total Co-locations	Nos	231,500	231,256	244	229,136	2,364
Average Sharing Factor	Times	1.86	1.86		2.02	
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Note: Bharti Airtel holds 42% in Indus Tow ers

#### 1.6.3 Bharti Infratel Consolidated

Parameters	Unit	Sep-19	Jun-19	Q-on-Q Grow th	Sep-18	Y-on-Y Grow th
Total Tow ers	Nos	93,421	92,632	789	92,123	1,298
Total Co-locations	Nos	173,406	173,247	159	174,512	(1,106)
Average Sharing Factor	Times	1.86	1.87		2.04	

#### 1.7 Human Resource Analysis – India

Parameters	Unit	Sep-19	Jun-19	Q-on-Q Grow th	Sep-18	Y-on-Y Grow th
Total Employees	Nos	15,854	16,218	(364)	17,044	(1,190)
Number of Customers per employee	Nos	19,219	18,321	898	20,625	(1,406)
Personnel cost per employee per month	Rs	117,612	104,185	12.9%	109,131	7.8%
Gross Revenue per employee per month	Rs	3,260,980	3,153,819	3.4%	2,917,897	11.8%



# **REGION-WISE/SEGMENT-WISE GROSS REVENUE**

	Amount in Rs Mn unless other						
		Quarter Ended		Six months Ended			
Total revenues	Sep-19	Sep-18	Y-on-Y Growth	Sep-19	Sep-18	Y-on-Y Growth	
Mobile Services	109,814	102,521	7%	218,482	207,325	5%	
Homes	5,475	5,607	-2%	11,180	11,352	-2%	
Digital TV Services*	7,893	10,242	-23%	15,282	20,166	-24%	
Airtel Business	33,312	33,458	0%	65,392	63,382	3%	
Tower Infra	16,674	17,206	-3%	33,935	34,155	-1%	
South Asia	1,106	1,122	-1%	2,194	2,182	1%	

\* Effective Apr 1, 2019, there have been reporting changes in DTH; on a comparable basis, the Y-o-Y revenue growth for the period ended Sep 30th, 2019 is 17% (quarter ended) and 16% (six months ended)