

Mobile services operational highlights

Parameters		March 31,	Dec. 31,	Q-on-Q	March 31,	Y-on-Y
	Unit	2010	2009	Growth	2009	Growth
Subscriber Base						
All India Mobile Subscribers	000's.	584,323	525,148	11%	391,761	49%
Mobile Customers on Bharti's Network	000's.	127,619	118,864	7%	93,923	36%
Net Additions						
All India Mobile Subscribers	000's.	59,175	53,422	11%	44,867	32%
Mobile Customers on Bharti's Network	000's.	8,755	8,353	5%	8,273	6%
Market Share						
Bharti's Mobile Market Share	%	21.80%	22.60%		24.00%	
Bharti's Market Share of Net Additions	%	14.80%	15.60%		18.40%	
Other Operating Information						
Average Revenue Per User (ARPU)	Rs.	220	230	-5%	305	-28%
Average Rate Per Minute (ARPM)	Rs	0.47	0.52	-9%	0.63	-25%
Average Minutes of Use Per User	Minutes	468	446	5%	485	-4%
Non Voice Revenue						
SMS Revenue as a % of Mobile Revenues	%	5.70%	6.00%		3.70%	
Non Voice Revenue as a % of Mobile Revenues	%	11.80%	11.00%		9.30%	
Network and Coverage Statistics						
Census Towns	No.	5,091	5,078	13	5,060	31
Non-Census Towns and Villages	No.	438,933	433,851	5,082	414,906	24,027
Population Coverage	%	84%	84%		81%	
Network Sites	No.	104,826	102,190	2,636	93,368	11,458

Standalone Segment-wise contribution to Revenue, EBITDA and Capital expenditure incurred during the period

Segment	Quarter Ended March 2010					
	Revenue		EBITDA		Capex	
	Rs. in crore	% of total	Rs. in crore	% of total	Rs. in crore	% of total
Mobile Services	8197.5	82%	2396.9	63%	579.4	38%
Telemedia Services	851.0	8%	370.2	10%	198.5	13%
Enterprise Services	2073.8	21%	984.6	26%	194.4	13%
Passive Infrastructure Services	955.2	9%	450.7	12%	277.1	18%
Others	209.4	2%	-292.0	-8%	256.7	17%
Sub Total	12286.9	122%	3910.4	102%	1506.1	100%
Eliminations	-2231.2	-22%	-88.2	-2%		
Total	10055.7	100%	3822.2	100%	1506.1	100%

Result Update



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(Rs. In Cr.)

Bharti Airtel Ltd. - Consolidated	Q4FY10	Q4FY09	% Chg.	Q4FY10	Q3FY09	% Chg.	FY201003	FY200903	% Chg.
Net Sales	10739.4	10255.1	4.7	10739.4	10305.0	4.2	41829.5	37352.1	12.0
Other operational Income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Oper. Income(TOI)	10739.4	10255.1	4.7	10739.4	10305.0	4.2	41829.5	37352.1	12.0
Raw Materials Cons.-	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
% to TOI	0.0%	0.0%	-	0.0%	0.0%	-	0.0%	0.0%	-
Stock adj. (-)Inc / (+)Dec-	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
% to TOI	0.0%	0.0%	-	0.0%	0.0%	-	0.0%	0.0%	-
Net Raw Mat adj. for stock	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
% to TOI	0.0%	0.0%	-	0.0%	0.0%	-	0.0%	0.0%	-
Other expenses	6210.1	5736.5	8.3	6210.1	5809.9	6.9	23359.6	20587.8	13.5
% to TOI	57.8%	55.9%	-	57.8%	56.4%	-	55.8%	55.1%	-
Contribution Net_Sales	4529.3	4518.6	0.2	4529.3	4495.1	0.8	18469.9	16764.3	10.2
Personnel	455.7	485.4	-6.1	455.7	450.4	1.2	1898.1	1791.7	5.9
% to TOI	4.2%	4.7%	-	4.2%	4.4%	-	4.5%	4.8%	-
Total expenditure	6665.8	6222.0	7.1	6665.8	6260.2	6.5	25257.6	22379.4	12.9
Operating Profit	4073.6	4033.2	1.0	4073.6	4044.7	0.7	16571.8	14972.7	10.7
<i>% to TOI</i>	<i>37.9%</i>	<i>39.3%</i>	<i>-</i>	<i>37.9%</i>	<i>39.3%</i>	<i>-</i>	<i>39.6%</i>	<i>40.1%</i>	<i>-</i>
Non-Operating Income	43.2	40.5	6.7	43.2	22.6	91.0	122.5	152.4	-19.6
Interest	-174.7	398.7	PL	-174.7	-131.9	-32.5	-503.0	1861.3	PL
Exceptional Items	-97.6	0.0	0.0	-97.6	0.0	-Infinity	-97.6	0.0	0.0
Gross Profit	4193.9	3675.0	14.1	4193.9	4199.2	-0.1	17099.7	13263.8	28.9
Depreciation	1671.1	1324.6	26.2	1671.1	1591.5	5.0	6199.4	4672.8	32.7
PBT before Extra-ord	2522.8	2350.4	7.3	2522.8	2607.8	-3.3	10900.3	8591.0	26.9
% to TOI	23.5%	22.9%	-	23.5%	25.3%	-	26.1%	23.0%	-
Extraordinary Items	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
PBT	2522.8	2350.4	7.3	2522.8	2607.8	-3.3	10900.3	8591.0	26.9
Tax Rate	17.4%	10.8%	-	17.4%	12.5%	-	14.1%	6.4%	-
Prov. for Tax	437.8	254.3	72.1	437.8	327.1	33.8	1533.9	546.8	180.5
% to TOI	4.1%	2.5%	-	4.1%	3.2%	-	3.7%	1.5%	-
Profit after Tax	2085.0	2096.0	-0.5	2085.0	2280.6	-8.6	9366.4	8044.2	16.4
<i>% to TOI</i>	<i>19.4%</i>	<i>20.4%</i>	<i>-</i>	<i>19.4%</i>	<i>22.1%</i>	<i>-</i>	<i>22.4%</i>	<i>21.5%</i>	<i>-</i>
Minority Interest	-57.6	-48.3	19.3	-57.6	-42.7	-34.8	-198.4	-185.2	7.1
PAT (adj. For MI)	2024.1	2047.7	-1.2	2024.1	2236.9	-9.5	9163.1	7859.0	16.6
Face Value	5.0	10.0	-50.0	5.0	5.0		5.0	10.0	-50.0
Equity Share capital	1898.8	1898.2	0.0	1898.8	1898.5	0.0	1898.8	1898.2	0.0
EPS (Rs.)	5.5	11.0	-50.3	5.5	6.0	-8.7	24.7	42.4	-41.8
CEPS (Rs.)	9.9	18.0	-45.1	9.9	10.2	-3.0	41.0	67.0	-38.8

Source: ACE Equity

Result Update



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Source: ACE Equity

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