

## **Bharti Infratel Limited**

***Bharti Infratel announces Consolidated IGAAP results for the third quarter and Nine Months ended December 31, 2013***

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**Consolidated EBITDA for the quarter up 16% YOY  
Profit before Tax for the quarter up 63% YOY  
Operating Free Cash Flow for the quarter up 30% YOY**

### **Highlights for the third quarter ended Dec 31, 2013**

- Total Tower base of 82,813 along with 163,370 Co-locations. Average sharing factor at 1.96 (PY 1.92)
- Indus Towers (42% owned by Bharti Infratel) has crossed the average sharing factor of 2.
- Consolidated revenues at Rs. 2,731 Crore, up 4% Y-o-Y (PY: Rs 2,626 Crore)
- Consolidated EBITDA at Rs 1,130 Crore, up 16% Y-o-Y (PY: Rs 978 Crore)
- Consolidated EBIT at Rs 603 Crore, up 46% Y-o-Y (PY: Rs 414 Crore)
- Consolidated Profit before tax at Rs.616 Crore, up 63% Y-o-Y (PY: Rs 377 Crore)
- Operating Free Cash Flow at Rs. 708 Crore, up 30% Y-o-Y (PY: Rs 546 Crore)

**New Delhi, India, Jan 23, 2014:** Bharti Infratel Limited (“Bharti Infratel” or “the Company”) today announced its audited Consolidated IGAAP results for the third quarter and nine months ended December 31, 2013.

The Consolidated revenues for the quarter, at Rs. 2,731 Crore grew by 4% over the corresponding period last year. Consolidated EBITDA improved to Rs. 1,130 Crore, up 16% Y-o-Y, representing an operating margin of 41% and Consolidated EBIT at Rs. 603 Crore, witnessed a 46% Y-o-Y growth. Consolidated profit before tax at Rs 616 Crore, grew 63% Y-o-Y and consolidated profit after tax came in at Rs. 411 Crore, up by 62% Y-o-Y.

Consolidated Operating Free Cash Flow for the quarter was at Rs. 708 Crore which represents an increase of 30% over the corresponding period last year on account of higher operating income.

**Akhil Gupta, Vice Chairman & Managing Director, Bharti Infratel Limited, said:**

“The regulatory environment in telecom sector is improving and more clarity will emerge after the auctions on 3rd February 2014. With price hikes and the data revenues witnessing strong growth, the operators have started focusing on roll out of 3G networks and we expect this momentum to increase in coming quarters. We believe that faster rollouts of 3G and 4G networks post successful spectrum auctions will be the key in the coming year.”

## **Summary of the Consolidated Statement of Income – Represents Consolidated Statement of Income as per IGAAP.**

(Amt. in Rs. Crore, except ratios)

Particulars	Quarter Ended		
	Dec 31, 2013	Dec 31, 2012	Y-on-Y Growth
Revenue <sup>1</sup>	2,731	2,626	4%
EBITDA <sup>1</sup>	1,130	978	16%
EBIT <sup>1</sup>	603	414	46%
Profit before tax	616	377	63%
Profit after tax	411	254	62%
Operating Free Cash Flow <sup>1&amp;2</sup>	708	546	30%

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

2. Operating Free Cash Flow is a non IGAAP measure and is defined as EBITDA adjusted for Capex and straight lining of revenue and lease rent expenses.

## **Tower & Co-Location Base**

(Figures in nos, except ratios)

Particulars	Units	Dec 31, 2013	Sep 30, 2013	Q-on-Q Growth	Dec 31, 2012	Y-on-Y Growth
<b><u>Consolidated Operating Highlights</u></b>						
Total Towers	Nos	82,813	82,476	337	81,389	1,425
Total Co-locations	Nos	163,370	159,997	3,373	156,336	7,034
Average Sharing factor	Times	1.96	1.93		1.92	
Sharing Revenue per Tower per month	Rs	66,760	65,608	2%	67,136	-1%
Sharing Revenue per Sharing Operator per month	Rs	34,124	33,996	0%	35,022	-3%

## **About Bharti Infratel Limited**

Bharti Infratel is India's leading provider of tower and related infrastructure and it deploys, owns and manages telecom towers and communication structures, for various mobile operators. The Company's consolidated portfolio of over 82,000 telecom towers, which includes over 35,000 of its own towers and the balance from its 42% equity interest in Indus Towers, makes it one of the largest tower infrastructure providers in the country with presence in all 22 telecom circles. The three leading wireless telecommunications service providers in India by revenue - Bharti Airtel, Vodafone and Idea Cellular - are the largest customers of Bharti Infratel. The Company has been the industry pioneer in adopting green energy initiatives for its operations. For further details visit, [www.bharti-infratel.com](http://www.bharti-infratel.com)

## **Disclaimer:**

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