



Bharti Airtel Limited

Name - Umang Udbhav
Roll - 210106079

- Founder and Chairman - Mr Sunil Bharti Mittal

Sunil Bharti Mittal is the Founder and Chairman of Bharti Enterprises, one of India's first generation corporations, with interests in Telecom, Space, Insurance, Real Estate, Hospitality. Bharti has joint ventures with several global leaders: SingTel, SoftBank, AXA, Del Monte, the UK Government, amongst others.

- MD and CEO - Mr Gopal Vittal

In 2006, Gopal joined Airtel, India's leading mobile service provider, to create a central marketing function and focus on customer segmentation and bundled offers. He has played a pivotal role in establishing Airtel as the country's one of the largest telecom services company and an admired brand. During his tenure, he helped to strategize, design and lead several industry wide initiatives for the organization. He oversaw a quadrupling of Airtel's subscriber base from 33 million customers to 122 million customers by expanding footprint to Tier-2 cities.

In his role as MD & CEO of the reputed privately integrated telecom operator of the country, he is responsible for defining and delivering the business strategy and providing overall leadership for Airtel's India & South Asia operations. He was previously with Bharti Enterprises where he was the Group Director, Special Projects. In this capacity, he worked towards formulating and supporting Airtel's International strategy and data expansion. He also held the post of Director, Marketing at Bharti Airtel and made significant contributions towards driving revenue growth, market leadership and building Airtel as an iconic brand on several national and global assignments across sales. During his stint as Director, Marketing & Communications, Airtel had been recognized as both the 'Best Brand' and the 'Best Mobile Operator' at the World Communications Award, 2007. Under his leadership Airtel has been recognized as the second most valuable brand in the country by Brand Equity.



Product Portfolio

In India, the company offers products and services both for the end consumer as well as for businesses. The consumer business offers 2G, 3G and 4G wireless services, mobile commerce, fixed line services, high speed DSL broadband, IPTV and Digital TV. The enterprise services include national & international long distance services to large enterprises and carriers and tower infrastructure services. In the rest of the geographies (i.e. Africa), it offers 2G, 3G wireless services and mobile commerce.

B2C Services - Cellular Mobile Services, Telemedia Services, Digital TV Services.

B2B Services - Voice and Network Services, Data Centre Based Services, Cloud Services , Digital Media Services.



Competitive Advantage

- Rich brand heritage owing to being one of the earliest telecom networks in India.
- Owns a lot of the transmission towers throughout the country, which has helped it to reduce costs on intermediaries for their cellular networks.
- It has tied up with some of the major players in the telecom field for its hardware and outsources most of its intermediate tasks.
- With limited options in the telecom market, Airtel has a competitive advantage in order to capture the maximum subscriber base with its low-cost strategy.



Consolidated Performance

Total Income	₹ 70,641.9 Cr
Total Expenditure	₹ 35,551.1Cr
Operating Profit	₹ 35,090.8 Cr
EBIDTA	₹ 36,513.6Cr
Profit after Tax (PAT)	- ₹ 3,625 Cr
Earning Per Share	- ₹ 6.48

Assets

- Non Current Assets

Fixed Assets	₹ 1,72,664.2 Cr
Non-Current Investments	₹ 49,153.1 Cr
Deferred Tax Assets [Net]	₹ 16,448.6 Cr
Other Non Current Assets	₹ 8,770.9 Cr
TOTAL NON CURRENT ASSETS	₹ 2,47,036.7 Cr

Assets

- Current Assets

Current Investments	₹ 790.40 Cr
Inventories	₹ 0.40 Cr
Trade Receivables	₹ 2,539 Cr
Cash And Cash Equivalents	₹ 328.5 Cr
Short Term Loans And Advances	₹ 4,971 Cr
Other Current Assets	₹ 29,188.5 Cr
TOTAL CURRENT ASSETS	₹ 37,817.8 Cr

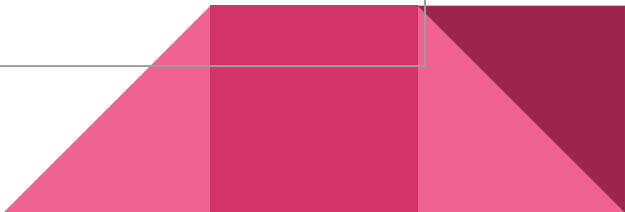
Shareholder's Funds

Equity Share Capital	₹ 2,795 Cr
Reserves and Surplus	₹ 76,134.8 Cr
TOTAL SHAREHOLDERS FUNDS	₹ 78,929.8 Cr

Liabilities

- Non Current Liabilities

Long Term Borrowings	₹ 94,325.8
Deferred Tax Liabilities [Net]	₹ 0
Other Long Term Liabilities	₹ 36,884.3
Long Term Provisions	₹ 230.4
TOTAL NON-CURRENT LIABILITIES	₹ 131,440.5



Liabilities

- Current Liabilities

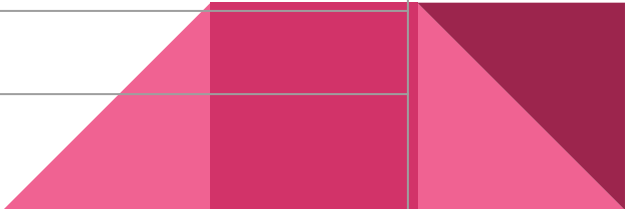
Short Term Borrowings	₹ 9,082.3
Trade Payables	₹ 25,164.4
Other Current Liabilities	₹ 19,348.2
Short Term Provisions	₹ 20,889.3
TOTAL CURRENT LIABILITIES	₹ 74,484.2



Cash Flow

- Operating Activity (in Rs Crores)

Depreciation and amortisation expenses	24,592.4
Finance costs	14,080.5
Loss before tax	(4,234.2)
Dividend Income	(852.7)
Trade receivables	468.8
Trade payables	1,196.8
Others	(703.5)
Net cash generated from operating activities	36,925.3



Cash Flow

- Investing Activities (in Rs Crores)

Purchase of property, plant and equipment and capital-work-in-progress	(1,473.52)
Payment towards spectrum (including deferred payment liability)	(1,744.42)
Loan given to subsidiaries	(1,214.25)
Loan repayment by subsidiaries and joint ventures	875.4
Others	3,313.1
Net cash used in investing activities	(32,254.1)

Cash Flow

- Financial Activities (in Rs Crores)

Net proceeds from issue of shares	52,226
Proceeds from long-term borrowings	62,910
Repayment of long-term borrowings	(72,200)
Payment of lease liabilities	(52,639)
Proceeds from / (repayment of) short-term borrowings (net)	65,592
Interest and other finance charges paid	(10,952.4)
Net cash used in financing activities	(5,362.8)

Net cash Flow(in Rs Crores)

Net cash generated from operating activities (a)	36,925.3
Net cash used in investing activities(b)	(32,254.1)
Net cash used in financing activities(c)	(5,362.8)
Net decrease in cash and cash equivalents during the year(a+b+c)	(6,916)



Revenue Growth

Fiscal Year	Total Revenue(in ₹ Cr)	Revenue Growth
2017-18	83,936.7	-12.19%
2018-19	80,780.2	-3.76%
2019-20	84,676.5	4.82%
2020-21	1,00,615.8	18.82%
2021-22	1,16,546.9	15.83%

Profitability Ratios

Fiscal Year	Operating margin	Net Profit Margin	ROE	ROCE
2017-18	33.17%	0.14%	0.07%	3.09%
2018-19	24.76%	-3.76%	-1.90%	-0.12%
2019-20	37.06%	-66.43%	-35.70%	0.95%
2020-21	43.50%	-39.17%	-32.57%	4.05%
2021-22	49.96%	-5.13%	-4.59%	5.66%

Leverage Ratios

Fiscal Year	Interest Coverage ratio	Debt to Equity ratio
2017-18	4.37	0.60
2018-19	2.84	0.85
2019-20	3.16	0.81
2020-21	3.62	1.22
2021-22	4.36	1.31

Management Efficiency Ratios

Fiscal Year	Inventory turnover	Debtors turnover ratio
2017-18	1,211.21	18.64
2018-19	913.80	15.56
2019-20	557.93	15.86
2020-21	378.25	19.01
2021-22	310.79	24.41