



Bharti Hexacom Limited

Q1 FY25 Highlights

- **Bharti Hexacom posts quarterly revenues of Rs 1,911 crore – up 13.6% YoY, up 2.3% QoQ**
- **Mobile services revenues up 12.9% YoY, led by smartphone addition, mix improvement and increase in ARPU**
- **Homes and Office business continued on strong growth trajectory with, revenue increasing 21.1% YoY, led by solid customer additions**
- **EBITDA at Rs 912 crore; EBITDA margin at 47.7%, decline of 313 bps YoY**
- **EBIT at Rs 416 crore; EBIT margin at 21.8%, decline of 443 bps YoY**
- **Net income (before exceptional items) at Rs 193 crore, down by 23.7% YoY**
- **Net income (after exceptional items) at Rs 511 crore, up by 101.9% YoY**
- **Industry leading operational indicators showcasing strong business momentum and solid execution**
 - **4G/5G data customers up by 2.8 Mn YoY & 0.7 Mn QoQ, 73% of overall mobile customer base**
 - **Mobile ARPU increased to Rs 205 in Q1'25 vs Rs 194 in Q1'24**
 - **Mobile data consumption up by 30.6% YoY, consumption per customer at 25.7 GB per month**
 - **Homes and Office business saw sustained momentum with 16 K customer net additions in Q1'25**

Bharti Hexacom announces results for the quarter ended June 30, 2024

Highlights for the quarter ended June 30, 2024

- Overall customer base stands at 27.92 Mn
- Total revenues at Rs 1,911 crore, up 13.6% YoY
- EBITDA at Rs 912 crore, up 6.6% YoY; EBITDA margin at 47.7%, decline of 313 bps YoY
- EBIT at Rs 416 crore, down 5.6% YoY; EBIT margin at 21.8%, decline of 443 bps YoY
- Net Income (before exceptional items) at Rs 193 crore
- Net Income (after exceptional items) at Rs 511 crore
- Capex for the quarter at Rs 318 crore

New Delhi, India, August 5, 2024: Bharti Hexacom Limited (“Bharti Hexacom” or “the Company”) today announced its audited results for the quarter ended June 30, 2024.

Q1'25 Performance:

Revenues for Q1'25 at Rs 1,911 crore grew 13.6% YoY. Mobile data traffic at 1,473 PBs in the quarter with a healthy YoY growth of 30.6%.

Mobile revenues grew by 12.9% YoY on back of improved realisation and sustained customer additions. ARPU for the quarter stood at Rs 205 as compared to Rs 194 in Q1'24 driven by continued mix improvement and focus on quality acquisitions.

We added 2.8 Mn smartphone customers to our network over last year, an increase of 16.3% YoY. We continue to deliver industry-leading ARPU along with growing average data usage per customer at 25.7 GBs/month.

We rolled out 268 network towers and 665 mobile broadband base stations in the quarter to further strengthen our coverage and provide seamless connectivity.

Homes and Office business maintained its growth trajectory and delivered a revenue growth of 21.1% YoY, result of company's strategy to rapidly expand cities under coverage and deepening presence in existing cities and towns. We added 16K customer in the quarter to reach to a total base of 0.3 Mn. We continue to accelerate rollouts through asset light local cable operator partnership model, we are now live in 97 cities.

Overall EBITDA increased 6.6% YoY to Rs 912 crore in Q1'25. EBITDA margin decreased from 50.8% in Q1'24 to 47.7% in Q1'25.

Overall EBIT decreased by 5.6% YoY to Rs 416 crore. Net Income (before exceptional items) for the quarter stood at Rs 193 crore. Net Income (after exceptional items) for the quarter stood at Rs 511 crore.



Bharti Hexacom Limited – Media Release Aug 5, 2024

Net Debt-EBITDA ratio (annualized) including the impact of leases as on June 30, 2024 is at 2.07 times. We continue to optimize the capital structure with judicious capital allocation to strengthen the balance sheet.

Summary of Statement of Income – represents Statement of Income as per Indian Accounting Standards (Ind-AS)

(Amount in Rs crore, except ratios)

Particulars	Jun-24	Mar-24	Q-o-Q Growth	Jun-23	Y-o-Y Growth
Total revenues	1,911	1,868	2.3%	1,682	13.6%
EBITDA	912	914	-0.3%	855	6.6%
<i>EBITDA/ Total revenues</i>	47.7%	48.9%	-1.2%	50.8%	-3.1%
EBIT	416	454	-8.4%	441	-5.6%
<i>EBIT/ Total revenues</i>	21.8%	24.3%	-2.5%	26.2%	-4.4%
Profit before tax	259	301	-14.1%	342	-24.3%
Net Income	511	223	129.7%	253	101.9%

Customer Base

(Figures in nos, except ratios)

Particulars	Unit	Jun-24	Mar-24	Q-o-Q Growth	Jun-23	Y-o-Y Growth
Overall	000's	27,917	27,646	1.0%	26,461	5.5%

About Bharti Hexacom

Bharti Hexacom is a communications solutions provider offering consumer mobile services, fixed-line telephone and broadband services to customers in the Rajasthan and the North East telecommunication circles in India, which comprises the states of Arunachal Pradesh, Manipur, Meghalaya, Mizoram, Nagaland and Tripura. It offers services under the brand 'Airtel'. Airtel is a global communications solutions provider with over 550 million customers in 17 countries across South Asia and Africa. For more details visit www.bhartihexacom.in

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