



Bharti Hexacom Limited

Q2 FY25 Highlights

- **Bharti Hexacom posts quarterly revenues of Rs 2,098 crore – up 20.7% YoY, up 9.8% QoQ**
- **Mobile services revenues up 20.0% YoY, led by tariff repair, strong smartphone customer additions and mix improvement.**
- **Homes and Office business continued on strong growth trajectory with, revenue increasing 19.8% YoY, led by robust customer additions. Highest ever quarterly net additions of 30 K customers.**
- **EBITDA at Rs 1,046 crore; EBITDA margin at 49.9%, up by 46 bps YoY**
- **EBIT at Rs 510 crore; EBIT margin at 24.3%, decline by 24 bps YoY**
- **Net income (before exceptional items) at Rs 253 crore, up by 13.5%YoY**
- **Net income (after exceptional items) at Rs 253 crore, compared to loss of Rs. 184 crore YoY.**
- **Industry leading operational indicators reflect strong business momentum and razor sharp execution**
 - **Smartphone data customers up by 2.1 Mn YoY & 0.1 Mn QoQ, 75% of overall mobile customer base**
 - **Mobile ARPU increased to Rs 228 in Q2'25 vs Rs 196 in Q2'24**
 - **Mobile data consumption up by 29.7% YoY, consumption per customer at 25.9 GB per month**
 - **Homes and Office business saw sustained momentum with 30 K customer net additions in Q2'25**

Bharti Hexacom announces results for the second quarter ended Sep 30, 2024

Highlights for the second quarter ended Sep 30, 2024

- Overall customer base stands at 27.5 Mn
- Total revenues at Rs 2,098 crore, up 20.7% YoY
- EBITDA at Rs 1,046 crore, up 21.8% YoY; EBITDA margin at 49.9%, up by 46 bps YoY
- EBIT at Rs 510 crore, up 19.5% YoY; EBIT margin at 24.3%, decline by 24 bps YoY
- Net Income (before exceptional items) at Rs 253 crore vs Rs 223 crore same quarter last year.
- Net Income (after exceptional items) at Rs 253 crore vs loss of Rs 184 crore same quarter last year.
- Capex for the quarter at Rs 446 crore

New Delhi, India, October 28, 2024: Bharti Hexacom Limited (“Bharti Hexacom” or “the Company”) today announced its audited results for the second quarter ended Sep 30, 2024.

Q2'25 Performance:

Revenues for Q2'25 at Rs 2,098 crore grew 20.7% YoY. Mobile data traffic at 1,524 PBs in the quarter registered solid YoY growth of 29.7%.

Mobile revenues grew by 20.0% YoY led by tariff repair and our strategy to focus on portfolio premiumisation with quality customers. We continue to deliver industry-leading ARPU along with strong growth in data consumption. ARPU for the quarter stood at Rs 228 as compared to Rs 196 in Q2'24.

The company added 2.1 Mn smartphone data customers to our network over last year, an increase of 11.3% YoY.

Bharti Hexacom also rolled out 200 network towers and 407 mobile broadband base stations in the quarter to further strengthen its coverage and provide seamless connectivity. Additionally, we turbo charged our network with deployment of additional 15 megahertz of spectrum that we purchased in Jun'24.

Under the brand 'Airtel', Bharti Hexacom launched India's first network-based, AI-powered spam detection solution to curb the spam menace. A first-of-its-kind solution by a telecom service provider in the country, the tool alerts customers in real-time on all suspected spam calls and SMSes. The solution is free of cost and will get auto-activated for all Bharti Hexacom customers without them having to raise a service request or download an app.

Homes and Office business maintained its growth trajectory and delivered a revenue growth of 19.8% YoY, result of company's strategy to expand coverage and accelerate FWA expansion. The company added 30 K customer in the quarter, highest quarterly net additions, to reach to a total base of 0.4 Mn. Bharti Hexacom continues to rollout home-pass through asset light local cable operator partnership model, and is now live in 103 cities.



Bharti Hexacom Limited – Media Release Oct 28, 2024

Overall EBITDA grew 21.8% YoY to Rs 1,046 crore in Q2'25. EBITDA margin improved from 49.4% in Q2'24 to 49.9% in Q2'25.

EBIT increased 19.5% YoY to Rs 510 crore. Net Income (after exceptional items) for the quarter stood at Rs 253 crore.

Net Debt-EBITDA ratio (annualized) including the impact of leases as on Sep 30, 2024 is at 2.03 times. The company continues to optimize its capital structure with judicious capital allocation to strengthen its 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	Sep-24	Jun-24	Q-o-Q Growth	Sep-23	Y-o-Y Growth
Total revenues	2,098	1,911	9.8%	1,738	20.7%
EBITDA	1,046	912	14.8%	859	21.8%
<i>EBITDA/ Total revenues</i>	49.9%	47.7%	2.2%	49.4%	0.5%
EBIT	510	416	22.6%	427	19.5%
<i>EBIT/ Total revenues</i>	24.3%	21.8%	2.6%	24.6%	-0.2%
Profit before tax	339	259	31.3%	295	15.0%
Net Income	253	511	-50.5%	(184)	237.5%

Customer Base

(Figures in nos, except ratios)

Particulars	Unit	Sep-24	Jun-24	Q-o-Q Growth	Sep-23	Y-o-Y Growth
Overall	000's	27,475	27,917	-1.6%	26,805	2.5%

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 includes the states of Arunachal Pradesh, Manipur, Meghalaya, Mizoram, Nagaland and Tripura. It offers services under the brand 'Airtel'. Airtel is a global communication solutions provider with over 550 million customers in 15 countries across India and Africa. Airtel also has its presence in Bangladesh and Sri Lanka through its associate entities. For more details visit www.bhartihexacom.in

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