



- Launched India's first AI-powered network solution for SPAM detection
- Hexacom turbo charged network in Rajasthan and North East for superior voice and data connectivity



28th October 2024

The financial statements included in this quarterly report fairly present in all material respects the financial position, results of operations, cash flow of the company as of and for the periods presented in this report.

Bharti Hexacom Limited

(Incorporated as a public limited company on April 20, 1995 under the Companies Act, 1956)
Bharti Crescent, 1, Nelson Mandela Road, Vasant Kunj, Phase II, New Delhi





Supplemental Disclosures

Safe Harbor: - Some information in this report may contain forward-looking statements. We have based these forward-looking statements on our current beliefs, expectations and intentions as to facts, actions and events that will or may occur in the future. Such statements generally are identified by forward-looking words such as “believe,” “plan,” “anticipate,” “continue,” “estimate,” “expect,” “may,” “will” or other similar words.

A forward-looking statement may include a statement of the assumptions or basis underlying the forward-looking statement. We have chosen these assumptions or basis in good faith, and we believe that they are reasonable in all material respects. However, we caution you that forward-looking statements and assumed facts or basis almost always vary from actual results, and the differences between the results implied by the forward-looking statements and assumed facts or basis and actual results can be material, depending on the circumstances. You should also keep in mind that any forward-looking statement made by us in this report or elsewhere speaks only as of the date on which we made it. New risks and uncertainties come up from time to time, and it is impossible for us to predict these events or how they may affect us. We have no duty to, and do not intend to, update or revise the forward-looking statements in this report after the date hereof. In light of these risks and uncertainties, any forward-looking statement made in this report or elsewhere may or may not occur and has to be understood and read along with this supplemental disclosure.

General Risk: - Investment in equity and equity related securities involve a degree of risk and investors should not invest any funds in this Company without necessary diligence and relying on their own examination of Bharti Hexacom, along with the equity investment risk which doesn't guarantee capital protection.

Convenience translation: - We publish our financial statements in Indian Rupees. All references herein to “Indian Rupees” and “Rs” are to Indian Rupees and all references herein to “US dollars” and “US\$” are to United States dollars. Translation of income statement items have been made from Indian Rupees to United States dollars (unless otherwise indicated) using the respective quarter average rate. Translation of Statement of financial position items have been made from Indian Rupees to United States dollars (unless otherwise indicated) using the closing rate. The rates announced by the Reserve Bank of India are being used as the Reference rate for respective translations. All amounts translated into United States dollars as described above are provided solely for the convenience of the reader, and no representation is made that the Indian Rupees or United States dollar amounts referred to herein could have been or could be converted into United States dollars or Indian Rupees respectively, as the case may be, at any particular rate, the above rates or at all. Any discrepancies in any table between totals and sums of the amounts listed are due to rounding off.

Use of Certain Non-GAAP measures: - This result announcement contains certain information on the Company's results of operations and cash flows that have been derived from amounts calculated in accordance with Indian Accounting Standards (Ind-AS), but are not in themselves Ind-AS measures. They should not be viewed in isolation as alternatives to the equivalent Ind-AS measures and should be read in conjunction with the equivalent Ind-AS measures.

Further disclosures are also provided under “7.3 Use of Non - GAAP Financial Information” on page 15.

Others: In this report, the terms “we”, “us”, “our”, “Hexacom”, or “the Company”, unless otherwise specified or the context otherwise implies, refer to Bharti Hexacom Limited (“Bharti Hexacom”), its parent Bharti Airtel Limited and fellow subsidiaries, joint ventures & associates Bharti Airtel Services Limited, Bharti Telemedia Limited, Airtel Limited, Nxtra Data Limited, Xtelify Limited (formerly known as Airtel Digital Limited), Indo Teleports Limited (formerly known as Bharti Teleports Limited), OneWeb Telecommunications India Private Limited, Bharti Airtel (France) SAS, Bharti Airtel (Hong Kong) Limited, Bharti Airtel (UK) Limited, Bharti Airtel (USA) Limited, Bharti Airtel International (Mauritius) Limited, Bharti Airtel International (Netherlands) B.V., Bharti International (Singapore) Pte Ltd, Network i2i Limited., Airtel (Seychelles) Limited, Airtel Congo S.A., Airtel Gabon S.A., Airtel Madagascar S.A., Airtel Malawi Public Limited Company, Airtel Mobile Commerce B.V.,

Airtel Mobile Commerce Holdings B.V., Airtel Mobile Commerce (Kenya) Limited, Airtel Mobile Commerce Limited, Airtel Mobile Commerce Madagascar S.A., Airtel Mobile Commerce (Rwanda) Limited, Airtel Mobile Commerce (Seychelles) Limited, Airtel Mobile Commerce(Tanzania)Limited, Airtel Mobile Commerce Tchad S.A, Airtel Mobile Commerce Uganda Limited, Airtel Mobile Commerce Zambia Limited, Airtel Money (RDC) S.A., Airtel Money Niger S.A., Airtel Money S.A., Airtel Networks Kenya Limited, Airtel Networks Limited, Airtel Networks Zambia plc, Airtel Rwanda Limited, Airtel Tanzania Public Limited Company, Airtel Tchad S.A., Airtel Uganda Limited, Bharti Airtel Africa B.V., Bharti Airtel Chad Holdings B.V., Bharti Airtel Congo Holdings B.V., Bharti Airtel Developers Forum Limited, Bharti Airtel Gabon Holdings B.V., Bharti Airtel Kenya B.V., Bharti Airtel Madagascar Holdings B.V., Bharti Airtel Malawi Holdings B.V., Bharti Airtel Mali Holdings B.V., Bharti Airtel Niger Holdings B.V., Bharti Airtel Nigeria B.V., Bharti Airtel RDC Holdings B.V., Bharti Airtel Services B.V., Bharti Airtel Tanzania B.V., Bharti Airtel Uganda Holdings B.V., Bharti Airtel Zambia Holdings B.V., Celtel (Mauritius) Holdings Limited, Airtel Congo (RDC) S.A., Celtel Niger S.A., Channel Sea Management Company (Mauritius) Limited, Congo RDC Towers S.A., Gabon Towers S.A. Indian Ocean Telecom Limited, Madagascar Towers S.A., Malawi Towers Limited, Mobile Commerce Congo S.A., Montana International, Partnership Investments Sarlu, Bharti Airtel Rwanda Holdings Limited, Airtel Money Transfer Limited, Airtel Money Tanzania Limited, Airtel Mobile Commerce (Nigeria) Limited, Bharti Airtel International (Mauritius) Investments Limited, Airtel Africa Mauritius Limited, Bharti Airtel Holding (Mauritius) Limited, Bharti Airtel Overseas (Mauritius) Limited, Airtel Africa Plc, Airtel Mobile Commerce Nigeria B.V., Bharti Airtel Employees Welfare Trust, Airtel Mobile Commerce (Seychelles) B.V., Airtel Mobile Commerce Congo B.V., Airtel Mobile Commerce Kenya B.V., Airtel Mobile Commerce Madagascar B.V., Airtel Mobile Commerce Malawi B.V., Airtel Mobile Commerce Rwanda B.V., Airtel Mobile Commerce Tchad B.V., Airtel Mobile Commerce Uganda B.V., Airtel Mobile Commerce Zambia B.V., Airtel International LLP, Network I2i (Kenya) Limited, Airtel Mobile Commerce DRC B.V. Airtel Mobile Commerce Gabon B.V., Airtel Mobile Commerce Niger B.V., Airtel Money Kenya Limited, Network I2i (UK) Limited, The Airtel Africa Employee Benefit Trust, Airtel Africa Services (UK) Limited, Airtel Mobile Commerce Services Limited, SmartCash Payment Service Bank Limited, Airtel Africa Telesonic Holdings Limited, Airtel Africa Telesonic Limited, Airtel Congo Telesonic Holdings (UK) Limited, Airtel DRC Telesonic Holdings (UK) Limited, Airtel Gabon Telesonic Holdings (UK) Limited, Airtel Kenya Telesonic Holdings (UK) Limited, Airtel Madagascar Telesonic Holdings (UK) Limited, Airtel (M) Telesonic Holdings (UK) Limited, Airtel Niger Telesonic Holdings (UK) Limited, Airtel Nigeria Telesonic Holdings (UK) Limited, Airtel Rwanda Telesonic Holdings (UK) Limited, Airtel Seychelles Telesonic Holdings (UK) Limited, Airtel Tanzania Telesonic Holdings (UK) Limited, Airtel Uganda Telesonic Holdings (UK) Limited, Airtel Zambia Telesonic Holdings (UK) Limited, Airtel Tchad Telesonic Holdings (UK) Limited, Airtel (M) Telesonic Limited, Airtel Kenya Telesonic Limited, Airtel Nigeria Telesonic Limited, Airtel Rwanda Telesonic Limited, Airtel Telesonic Uganda Limited, Airtel Zambia Telesonic Limited, Airtel (Seychelles) Telesonic Limited, Nxtra Africa Data Holdings Limited, Nxtra Congo Data Holdings (UK) Limited, Nxtra DRC Data Holdings (UK) Limited, Nxtra Gabon Data Holdings (UK) Limited, Nxtra Kenya Data Holdings (UK) Limited, Airtel Mobile Commerce Tanzania B.V., Nxtra Nigeria Data Holdings (UK) Limited, Airtel Congo RDC Telesonic S.A.U., Nxtra Africa Data (Nigeria) Limited, Mawezi RDC S.A., Hughes Global Education India Private Limited, HCIL Comtel Private Limited, Airtel Gabon Telesonic S.A., Nxtra Africa Data (Kenya) Limited, Airtel Money Trust Fund, The Registered Trustees of Airtel Money Trust Fund, Nxtra Africa Data (Nigeria) FZE Beetel Teletech Limited, Beetel Teletech Singapore Private Limited, Dixon Electro Appliances Private Limited, Robi Axiata PLC, Reddot Digital Limited, Rventures PLC, SmartPay Limited, AxEnTec PLC, The Airtel Africa Foundation

Disclaimer: - This communication does not constitute an offer of securities for sale in the United States. Securities may not be sold in the United States absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended. Any public offering of securities to be made in the United States will be made by means of a prospectus and will contain detailed information about the Company and its management, as well as financial statements.



TABLE OF CONTENTS

Section 1	Bharti Hexacom – Performance at a glance	3
Section 2	Bharti Hexacom - An Introduction	4
Section 3	Financial Highlights as per Ind-AS	
3.1	Summary of Financial Statements	5
3.2	Segment wise - Summary of Statement of Operations	6
Section 4	Operating Highlights	7
Section 5	Management Discussion & Analysis	8
5.1	Key Company Developments	8
5.2	Result of Operation	8
5.3	Three Line Graph	9
Section 6	Stock Market Highlights	10
Section 7	Detailed Financial and Related Information	11
Section 8	Cost Schedules	16
Section 9	Trends and Ratio Analysis	17
Section 10	Key Accounting Policies as per Ind-AS	21
Section 11	Glossary	24



SECTION 1 PERFORMANCE AT A GLANCE

Particulars	Unit	Full Year Ended			Quarter Ended				
		2022	2023	2024	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24
Operating Highlights									
Total Customer Base	000's	24,898	26,045	27,646	26,805	27,071	27,646	27,917	27,475
Total Minutes on Network	Mn Min	297,157	321,786	351,591	87,221	86,689	90,892	89,435	89,930
Network Towers	Nos	18,786	21,672	25,704	23,748	24,874	25,704	25,972	26,172
Financials (Rs Mn)									
Total revenues	Rs Mn	54,052	65,790	70,888	17,385	18,006	18,680	19,106	20,976
EBITDA	Rs Mn	18,985	28,884	34,905	8,592	8,621	9,140	9,117	10,464
EBIT	Rs Mn	4,575	13,351	17,513	4,271	4,293	4,542	4,160	5,103
Cash profit from operations before Derivative & Exchange Fluctuations	Rs Mn	13,310	22,865	29,646	7,282	7,212	7,595	7,546	8,751
Profit before tax	Rs Mn	(1,100)	7,338	12,263	2,953	2,881	3,010	2,585	3,395
Net income	Rs Mn	16,746	5,492	5,044	(1,841)	2,127	2,226	5,112	2,531
Capex	Rs Mn	7,693	15,162	20,235	5,912	3,515	4,925	3,179	4,465
Operating Free Cash Flow (EBITDA - Capex)	Rs Mn	11,291	13,721	14,670	2,680	5,106	4,216	5,938	5,999
Net Debt	Rs Mn	88,984	81,021	78,273	77,546	75,375	78,273	75,421	84,790
Shareholder's Equity	Rs Mn	36,605	42,095	46,387	42,033	44,161	46,387	51,495	52,027
Financials (US\$ Mn)									
Total Revenue ¹	US\$ Mn	727	819	857	211	216	225	229	251
EBITDA ¹	US\$ Mn	255	359	422	104	104	110	109	125
EBIT ¹	US\$ Mn	62	166	212	52	52	55	50	61
Cash profit from operations before Derivative & Exchange Fluctuations ¹	US\$ Mn	179	284	358	88	87	91	91	105
Profit before Tax ¹	US\$ Mn	(15)	91	148	36	35	36	31	41
Net income ¹	US\$ Mn	225	68	61	(22)	26	27	61	30
Capex ¹	US\$ Mn	103	189	245	72	42	59	38	53
Operating Free Cash Flow (EBITDA - Capex)	US\$ Mn	152	171	177	32	61	51	71	72
Net Debt ²	US\$ Mn	1,172	984	939	933	907	939	904	1,013
Shareholder's Equity ²	US\$ Mn	482	511	556	506	531	556	617	622
Key Ratios									
EBITDA Margin	%	35.1%	43.9%	49.2%	49.4%	47.9%	48.9%	47.7%	49.9%
EBIT Margin	%	8.5%	20.3%	24.7%	24.6%	23.8%	24.3%	21.8%	24.3%
Net Profit Margin	%	31.0%	8.3%	7.1%	-10.6%	11.8%	11.9%	26.8%	12.1%
Net Debt to Funded Equity Ratio	Times	2.43	1.92	1.69	1.84	1.71	1.69	1.46	1.63
Net Debt to EBITDA (Annualised)	Times	4.69	2.81	2.24	2.26	2.19	2.14	2.07	2.03
Interest Coverage ratio	Times	3.60	5.02	6.23	6.11	6.07	6.61	6.29	6.69
Return on Shareholder's Equity (Post Tax)	%	59.3%	14.0%	11.4%	9.8%	11.2%	11.1%	15.6%	23.2%
Return on Shareholder's Equity (Pre Tax)	%	65.2%	18.6%	20.9%	18.6%	20.7%	20.4%	23.7%	29.1%
Return on Capital employed (Annualised)	%	4.1%	10.7%	14.1%	14.0%	14.4%	14.9%	13.2%	15.5%
Valuation Indicators*									
Market Capitalization	Rs Bn	-	-	406.9	-	-	406.9	559.4	721.9
Market Capitalization	US\$ Bn	-	-	4.9	-	-	4.9	6.7	8.6
Enterprise Value	Rs Bn	-	-	485.1	-	-	485.1	634.8	806.7
EV / EBITDA	Times	-	-	13.9	-	-	13.3	17.4	19.3
PE Ratio	Times	-	-	80.7	-	-	80.7	73.4	60.2

*Valuation Indicators for Mar'24 are as on April 12, 2024 i.e. the date of listing of securities at BSE & NSE.

Note 1: Average exchange rates used for Rupee conversion to US\$ is (a) Rs 74.36 for the financial year ended March 31, 2022 (b) Rs 80.37 for the financial year ended March 31, 2023 (c) Rs 82.74 for the financial year ended March 31, 2024 (d) Rs 82.49 for the quarter ended September 30, 2023 (e) Rs 83.22 for the quarter ended December 31, 2023 (f) Rs 83.10 for the quarter ended March 31, 2024 (g) Rs 83.36 for the quarter ended June 30, 2024 (h) Rs 83.73 for the quarter ended Sep 30, 2024 based on the RBI Reference rate.

Note 2: Closing exchange rates used for Rupee conversion to US\$ is (a) Rs 75.92 for the financial year ended March 31, 2022 (b) Rs 82.30 for the financial year ended March 31, 2023 (c) Rs 83.37 for the financial year ended March 31, 2024 (d) Rs 83.08 for the quarter ended September 30, 2023 (e) Rs 83.12 for the quarter ended December 31, 2023 (f) Rs 83.37 for the quarter ended March 31, 2024 (g) Rs 83.45 for the quarter ended June 30, 2024 (h) Rs 83.67 for the quarter ended Sep 30, 2024 being the RBI Reference rate.



SECTION 2

BHARTI HEXACOM - AN INTRODUCTION

2.1 Introduction

Our Company was originally incorporated in 1995 as 'Hexacom India Limited'. In 2004, the name of our Company was changed to 'Bharti Hexacom Limited' when Airtel acquired a majority equity interest in our Company.

We are 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. We offer our services under the brand 'Airtel'. We have a distinct strategy to premiumise our portfolio by acquiring and retaining quality customers and deliver an experience to them through our Omni channel approach and use of data science. We have a gamut of digital offerings to enhance customer engagement and differentiated customized offerings through family and converged plans under Airtel Black proposition, which has resulted in the continuous improvement of our revenue market share during the last three Fiscals. We undertake prudent cost optimization measures to improve our profitability and maintain an efficient capital structure with a comfortable leverage position. We continuously invest in network expansion, technology advancement and judicious spectrum investments.

The shares of Bharti Hexacom Ltd are listed on the Indian Stock Exchanges- NSE & BSE.

2.2 Business Divisions

Mobile Services –We offer postpaid, pre-paid, roaming, internet and other value added services. Our distribution channel is spread across 51 retail outlets and 24 small format stores with network

presence in 488 census and 67,665 non-census towns and villages in India with population coverage of 96.4%.

Our services are spread across Rajasthan and North East offering high-speed internet access and a host of innovative services like Airtel TV, video calls, live-streaming videos, gaming, buffer-less HD video streaming and multi-tasking capabilities to our customers.

Homes and Office Services – The Company provides fixed-line telephone and broadband services for homes in 103 cities (including LCOs) in Rajasthan and North East. The product offerings include high-speed broadband, fiber and voice connectivity, up to the speed of 1 Gbps for the home segment. From Q1FY25 the company has launched FWA services to accelerate the adoption of high speed internet services.

2.3 Partners

The key agreements with the active network partners include equipment supply contracts and service contracts. The equipment supply contracts cover the supply of hardware, software and other electronic equipment required to set up and expand our mobile network. The service contracts provide for the services in relation to deployment of the equipment deployed under the equipment supply contracts. We have minimized our dependence on any single network partner to provide critical network services and we work with several entities including Ericsson, Nokia, Google and Ceragon, etc.



SECTION 3

FINANCIAL HIGHLIGHTS

The financial results presented in this section are compiled based on the audited financial statements prepared in accordance with Indian Accounting Standards (Ind-AS) and the underlying information.

Detailed financial statements, analysis & other related information is attached to this report (page 11 - 14). Also, kindly refer to Section 7.3 - use of Non - GAAP financial information (page 15) and Glossary (page 24) for detailed definitions.

3.1 Summary of Financial Statements

3.1.1 Summarized Statement of Operations (net of inter segment eliminations)

Particulars	Quarter Ended			Six Months Ended		
	Sep-24	Sep-23	Y-o-Y Growth	Sep-24	Sep-23	Y-o-Y Growth
Total revenues	20,976	17,385	21%	40,082	34,202	17%
EBITDA	10,464	8,592	22%	19,581	17,143	14%
<i>EBITDA / Total revenues</i>	<i>49.9%</i>	<i>49.4%</i>	<i>0.5 pp</i>	<i>48.9%</i>	<i>50.1%</i>	<i>-1.3 pp</i>
EBIT	5,103	4,271	19%	9,263	8,678	7%
Finance cost (net)	1,708	1,316	30%	3,283	2,305	42%
Profit before tax	3,395	2,954	15%	5,980	6,372	-6%
Income tax expense	864	724	19%	1,520	1,610	-6%
Profit after tax (before exceptional items)	2,531	2,229	14%	4,460	4,761	-6%
Net income (before exceptional items)	2,531	2,229	14%	4,460	4,761	-6%
Exceptional Items (net of tax)	0	4,071	-100%	(3,183)	4,071	-178%
Net income (after exceptional items)	2,531	(1,841)	237%	7,643	691	1006%
Capex	4,465	5,912	-24%	7,644	11,795	-35%
Operating Free Cash Flow (EBITDA - Capex)	5,999	2,680	124%	11,937	5,348	123%
Cumulative Investments	224,333	203,038	10%	224,333	203,038	10%

3.1.2 Summarized Statement of Financial Position

Particulars	Amount in Rs Mn	
	As at Sep 30, 2024	As at Sep 30, 2023
Assets		
Non-current assets	173,589	158,759
Current assets	19,729	34,838
Total assets	193,318	193,597
Liabilities		
Non-current liabilities	74,994	60,803
Current liabilities	66,297	90,761
Total liabilities	141,291	151,564
Equity		
Equity	52,027	42,033
Total Equity	52,027	42,033
Total Equity and liabilities	193,318	193,597



3.2 Segment wise Summarized Statement of Operations

3.2.1 Mobile Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-24	Sep-23	Y-o-Y Growth	Sep-24	Sep-23	Y-o-Y Growth
Total revenues	20,433	17,029	20%	39,037	33,502	17%
EBITDA	10,276	8,471	21%	19,204	16,861	14%
<i>EBITDA / Total revenues</i>	<i>50.3%</i>	<i>49.7%</i>	<i>0.5 pp</i>	<i>49.2%</i>	<i>50.3%</i>	<i>-1.1 pp</i>
EBIT	5,044	4,307	17%	9,147	8,644	6%
Capex	3,845	5,249	-27%	6,688	11,025	-39%
Operating Free Cash Flow (EBITDA - Capex)	6,431	3,222	100%	12,516	5,836	114%
Cumulative Investments	219,348	199,498	10%	219,348	199,498	10%

3.2.2 Homes and Office Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended			Six Months Ended		
	Sep-24	Sep-23	Y-o-Y Growth	Sep-24	Sep-23	Y-o-Y Growth
Total revenues	599	500	20%	1,167	969	20%
EBITDA	188	121	55%	377	282	34%
<i>EBITDA / Total revenues</i>	<i>31.4%</i>	<i>24.2%</i>	<i>7.2 pp</i>	<i>32.3%</i>	<i>29.1%</i>	<i>3.2 pp</i>
EBIT	59	(37)	259%	116	34	241%
Capex	619	663	-7%	956	770	24%
Operating Free Cash Flow (EBITDA - Capex)	(431)	(542)	20%	(579)	(488)	-19%
Cumulative Investments	4,985	3,540	41%	4,985	3,540	41%



SECTION 4

OPERATING HIGHLIGHTS

The financial figures used for computing ARPU, Revenue per Site are based on Ind-AS.

4.1 Mobile Services

Parameters	Unit	Sep-24	Jun-24	Q-on-Q Growth	Sep-23	Y-on-Y Growth
Customer Base	000's	27,124	27,596	-1.7%	26,539	2.2%
Net Additions	000's	(473)	255		316	
Monthly Churn	%	3.2%	2.5%	0.7%	2.6%	0.5%
Average Revenue Per User (ARPU)	Rs	228	205	11.3%	196	16.3%
Average Revenue Per User (ARPU)	US\$	2.7	2.5	10.8%	2.4	14.6%
Revenue per tower per month	Rs	260,768	239,298	9.0%	242,824	7.4%
Voice						
Minutes on the network	Mn	89,920	89,426	0.6%	87,212	3.1%
Voice Usage per customer per month	min	1,098	1,086	1.1%	1,100	-0.2%
Data						
Data Customer Base	000's	20,588	20,461	0.6%	18,592	10.7%
<i>Of smartphone data customers</i>	000's	20,326	20,183	0.7%	18,270	11.3%
As % of Customer Base	%	75.9%	74.1%	1.8%	70.1%	5.8%
Total GBs on the network	Mn GBs	1,598	1,545	3.4%	1,232	29.7%
Data Usage per customer per month	GBs	25.9	25.7	1.0%	23.1	12.1%

4.2 Homes Services

Parameters	Unit	Sep-24	Jun-24	Q-on-Q Growth	Sep-23	Y-on-Y Growth
Homes Customers	000's	351	321	9.4%	266	32.1%
Net additions	000's	30	16	86.9%	27	10.2%
Average Revenue Per User (ARPU)	Rs	509	514	-0.9%	540	-5.6%
Average Revenue Per User (ARPU)	US\$	6.1	6.2	-1.3%	6.5	-7.0%

4.3 Network and Coverage

Parameters	Unit	Sep-24	Jun-24	Q-on-Q Growth	Sep-23	Y-on-Y Growth
Mobile Services						
Network towers	Nos	26,172	25,972	200	23,748	2,424
Total Mobile Broadband Base stations	Nos	80,907	80,500	407	74,910	5,997
Homes Services- Cities covered						
	Nos	103	97	6	88	15



SECTION 5

MANAGEMENT DISCUSSION AND ANALYSIS

5.1 Key Company Developments

- In a pioneering move to curb the country's spam menace, Bharti Hexacom, in collaboration with Bharti Airtel, has launched India's first network-based, AI-powered spam detection solution that will significantly solve the issue of spam calls and messages for its customers. A first-of-its-kind solution by a telecom service provider in the country, the tool will alert customers in real-time to all suspected spam calls and SMSes. The AI solution processes 1 trillion records on a real time basis and flags 100 million spam calls and 3 million SMSs every day. The solution is free of cost for customers and has been auto-activated for all Airtel customers without them having to raise a service request or download an app.
- Hexacom's Wi-Fi service are now live as the services were launched in Rajasthan, & North East. With Wi-Fi, customers not only get high-speed reliable wireless internet service but a whole host of other benefits including access to unlimited streaming, 20+ OTT services and over 350+ TV channels.
- Bharti Hexacom completed the deployment of the additional spectrum it acquired in July 2024 in Rajasthan & North East. The deployment will give a boost to Airtel's 5G/4G network capacities, which in turn, will improve and enhance data speeds

and provide significantly better coverage inside homes and buildings both in urban and rural areas. The deployment allows Hexacom to offer wider coverage along the highways and rail routes as well as increase its footprint in rural areas as the demand for connectivity continues to rise exponentially. Customers can enjoy enhanced browsing speeds and better indoor coverage.

- In celebration of festivities in Rajasthan & North East, Bharti Hexacom, in collaboration with Bharti Airtel, launched special promotional offers for its prepaid customers for a limited period offering customers a host of benefits on three specially curated packs of Rs. 979, Rs. 1029 and Rs. 3599.
- Bharti Hexacom, in collaboration with Bharti Airtel, has partnered Apple to bring the best of entertainment to its customers with new, exclusive offers for Apple TV+ and Apple Music. Airtel Xstream customers can explore the best of Hollywood and award-winning content on Apple TV+ included with premium Hexacom WiFi and Postpaid plans. Apple TV+ will come bundled with premium Airtel WiFi and Postpaid plans. Airtel will also bring an amazing music listening experience to its customers in India through exclusive offers of Apple Music, available to Wynn Premium users.

5.2 Results of Operations

Key Highlights – For the quarter ended September 30, 2024

- Overall customer base at 27.5 Mn (up 2.5% YoY)
- Mobile data traffic at 1,524 PBs (up 29.7% YoY)
- Total revenues of Rs 21.0 Bn; up by 20.7% YoY
- EBITDA at Rs 10.5 Bn; up 21.8%YoY; EBITDA margin is 49.9%, up by 46 bps YoY
- EBIT at Rs 5.1 Bn; up by 19.5% YoY; EBIT margin is 24.3% down by 24 bps YoY
- Net income (before EI) of Rs 2.5 Bn vis-à-vis Net income of Rs 2.2 Bn in the corresponding quarter last year
- Net income (after EI) of Rs 2.5 Bn vis-à-vis Net loss of Rs (1.8 Bn) in the corresponding quarter last year

5.2.1 Results for the quarter ended September 30, 2024

As on September 30, 2024, the Company had 27.5 Mn customers, an increase of 2.5% as compared to 26.80 Mn in the corresponding quarter last year. Total minutes of usage on the network during the quarter were 90 Bn, representing a growth of 3.1% as compared to 87 Bn in the corresponding quarter last year. Smartphone data customer base stood at 20.3 Mn, increased by 0.1 Mn QoQ and 2.1 Mn YoY. Mobile Data traffic grew 29.7% to 1,524 PBs during the quarter as compared to 1,175 PBs in the corresponding quarter last year. Average mobile data usage per customer increased by 12.1% YoY to 25.9 GB/month as compared to 23.1 GB/month in the corresponding quarter last year.

By the end of the quarter, the company had 26,172 network towers as compared to 23,748 network towers in the corresponding quarter last year. The Company had total 80,907 mobile broadband base stations as compared to 74,910 mobile broadband base stations at the end of the corresponding quarter last year and 80,500 at the end of the previous quarter. Further, the Homes &

Office services had Homes operations in 103 cities (including LCOs). The homes segment witnessed a revenue growth of 19.8% YoY and customer net additions of ~ 30 K during the quarter to reach to a total base of 0.4 Mn in Q2'25. From Q1FY25 the company has launched FWA services to accelerate the adoption of high speed internet services. On a YoY basis, the customer base increased by 32.1%.

Revenues for the quarter stood at Rs 20,976 Mn, up by 20.7% vis-à-vis Rs 17,385 Mn in the corresponding quarter last year.

Net revenues, after netting off access costs, license fees and cost of goods sold, stood at Rs 16,773 Mn, up 20.5% as compared to Rs 13,916 Mn in the corresponding quarter last year.

Opex (excluding access costs, costs of goods sold and license fees) stood at Rs 6,754 Mn, increased by 6.1% QoQ (up 19.4% as compared to corresponding quarter last year).

EBITDA was at Rs 10,464 Mn during the quarter, compared to Rs 8,592 Mn in the corresponding quarter last year (up 21.8% YoY)



and Rs 9,117 Mn in the previous quarter (up 14.8% QoQ). EBITDA margin for the quarter was at 49.9% as compared to 49.4% in the corresponding quarter last year and 47.7% in the previous quarter.

Depreciation and amortization expenses were at Rs 5,361 Mn vis-à-vis Rs 4,322 Mn in the corresponding quarter last year (up 24.0%YoY) and Rs 4,957 Mn in the previous quarter.

EBIT for the quarter was at Rs 5,103 Mn as compared to Rs 4,271 Mn in the corresponding quarter last year and Rs 4,160 Mn in the previous quarter. The resultant EBIT margin for the quarter was at 24.3% as compared to 24.6% in the corresponding quarter last year and 21.8% in the previous quarter.

Cash profits from operations (before derivative and exchange fluctuations) for the quarter were at Rs 8,751 Mn as compared to Rs 7,282 Mn in the corresponding quarter last year and Rs 7,546 Mn in the previous quarter.

Net finance costs for the quarter were at Rs 1,708 Mn as compared to Rs 1,316 Mn in the corresponding quarter last year (up 29.8%YoY) and Rs 1,575 Mn in the previous quarter (up 8.5% QoQ).

The resultant profit before tax and exceptional items for the quarter ended Sep 30, 2024 was Rs 3,395 Mn as compared to profit of Rs 2,953 Mn in the corresponding quarter last year and a profit of Rs 2,585 Mn in the previous quarter.

The income tax expense for the quarter ended Sep 30, 2024 was Rs 864 Mn as compared to Rs 724 Mn in the corresponding quarter last year and Rs 656 Mn in the previous quarter.

Net income (before exceptional item) for the quarter ended Sep 30, 2024 was Rs 2,531 Mn as compared to profit of Rs 2,229 Mn in the corresponding quarter last year and profit of Rs 1,930 Mn in the previous quarter.

The capital expenditure for the quarter ended September 30, 2024 was Rs 4,465 Mn

Net debt excluding lease obligations for the company stands at Rs 48,561 Mn as on Sep 30, 2024 compared to Rs 46,578 Mn as on Sep 30, 2023. Net Debt-EBITDA ratio (annualized) excluding the impact of leases for the quarter September 30, 2024 was at 1.35 times as compared to 1.58 times in the comparative quarter.

5.3 Bharti Hexacom's Three Line Graph

The Company tracks its performance on a three-line graph.

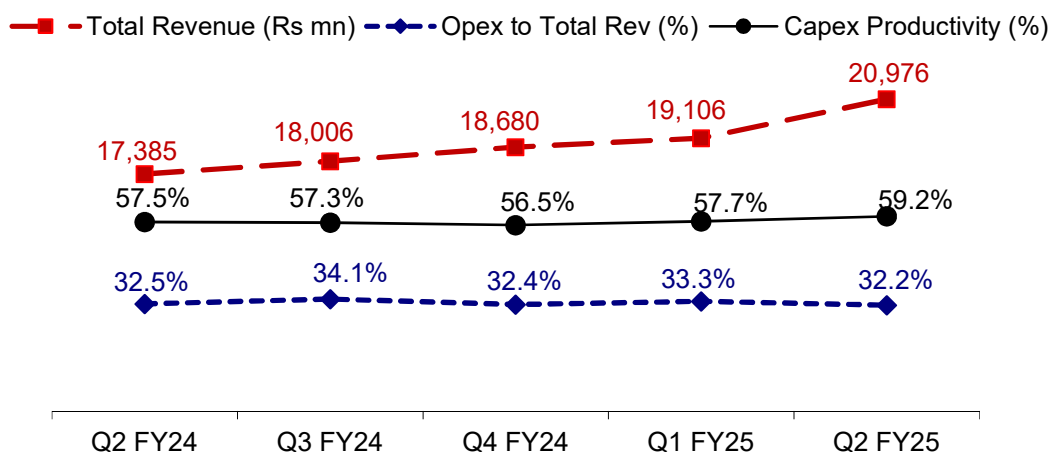
The parameters considered for the three-line graph are:

1. Total Revenues i.e. absolute turnover/sales
2. Opex Productivity – this is computed by dividing operating expenses by the total revenues for the respective period. Operating expenses is the sum of (i) employee costs (ii)

network operations costs and (iii) selling, general and administrative costs. This ratio depicts the operational efficiencies in the Company

3. Capex Productivity – this is computed by dividing LTM revenue by gross cumulative capex (gross fixed assets and capital work in progress) till date i.e. the physical investments made in the assets creation of the Company. This ratio depicts the asset productivity of the Company.

Given below are the graphs for the last five quarters of the Company:





SECTION 6

STOCK MARKET HIGHLIGHTS

6.1 General Information as on September 30, 2024

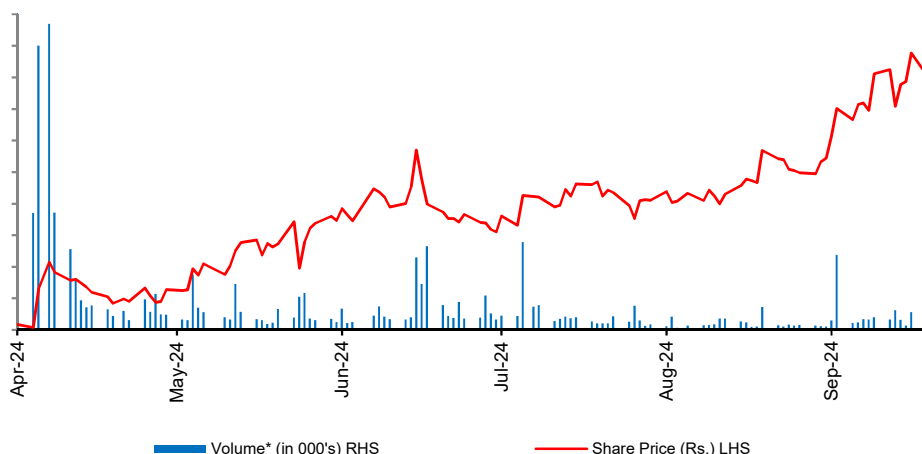
Shareholding and Financial Data	Unit	
Code/Exchange		544162/BSE
Bloomberg/Reuters		BHARTIHE IN / BHAX.NS
No. of Shares Outstanding	Mn Nos	500
Closing Market Price - BSE (30/09/24)	Rs /Share	1,444
Combined Volume (NSE & BSE) (12/4/24 - 30/09/24)	Nos in Mn/day	1.6
Combined Value (NSE & BSE) (12/4/24 - 30/09/24)	Rs Mn /day	1,522
Market Capitalization	Rs Bn	721.93
Market Capitalization	US\$ Bn	8.63
Book Value Per Equity Share	Rs /share	104.05
Market Price/Book Value	Times	13.88
Enterprise Value	Rs Bn	806.71
Enterprise Value	US\$ Bn	9.64
Enterprise Value/ EBITDA (Annualised)	Times	19.27
P/E Ratio	Times	60.18

6.2 Summarized Shareholding pattern as of September 30, 2024

Category	Number of Shares	%
Promoter & Promoter Group		
Indian	349,999,990	70.00%
Sub total	349,999,990	70.00%
Public Shareholding		
Institutions	69,742,725	13.95%
Non-institutions	80,257,285	16.05%
Sub total	150,000,010	30.00%
Total	500,000,000	100.00%

6.3 Daily Stock Price (BSE) and Volume (BSE & NSE Combined) Movement

Source: Bloomberg





SECTION 7

DETAILED FINANCIAL AND RELATED INFORMATION

7.1 Extracts from Audited Financial Statements prepared in accordance with Indian Accounting Standards (Ind-As)

7.1.1 Summarized Statement of Income (net of inter segment eliminations)

Particulars	Quarter Ended			Six Months Ended		
	Sep-24	Sep-23	Y-o-Y Growth	Sep-24	Sep-23	Y-o-Y Growth
<i>Amount in Rs Mn, except ratios</i>						
Income						
Revenue	20,976	17,385	21%	40,082	34,202	17%
Other income	491	573	-14%	890	1,377	-35%
Total	21,467	17,958	20%	40,972	35,579	15%
Expenses						
Network operating expenses	4,764	4,270	12%	9,438	7,755	22%
Access Charges	2,238	1,856	21%	4,447	3,497	27%
License fee / spectrum charges	1,923	1,564	23%	3,657	3,137	17%
Employee benefits	322	287	12%	619	534	16%
Sales and marketing expenses	1,142	908	26%	2,178	1,884	16%
Other expenses	568	240	137%	966	836	16%
Total	10,957	9,126	20%	21,305	17,643	21%
Profit from operating activities before depreciation, amortization, finance cost, exceptional items and tax	10,510	8,832	19%	19,667	17,936	10%
Depreciation and amortisation	5,361	4,322	24%	10,318	8,465	22%
Finance costs	1,754	1,556	13%	3,369	3,099	9%
Profit before exceptional items and tax	3,395	2,954	15%	5,980	6,372	-6%
Exceptional items	-	3,030	-100%	(3,183)	3,030	-205%
Profit/(Loss) before tax	3,395	(76)	4541%	9,163	3,342	174%
Tax expense						
Current tax	1,384	3,864	-64%	2,440	3,864	-37%
Deferred tax	(520)	(2,099)	75%	(920)	(1,213)	24%
Profit / (Loss) for the period	2,531	(1,841)	237%	7,643	691	1007%
Items not to be reclassified to profit or loss :						
Re-measurement gains / (losses) on defined benefit plans	1	2	-50%	(4)	(4)	0%
Tax credit / (expense)	0	(1)	119%	1	1	19%
	1	1	-25%	(3)	(3)	6%
Other comprehensive income / (loss) for the period	1	1	-25%	(3)	(3)	6%
Total comprehensive income / (loss) for the period	2,532	(1,840)	238%	7,640	688	1011%
Earnings per share (Face value : Rs. 5/- each) (In Rupees)						
Basic	5.06	(3.68)	237%	15.29	1.38	1007%
Diluted	5.06	(3.68)	237%	15.29	1.38	1007%



7.1.2 Summarized Balance Sheet

Amount in Rs Mn

Particulars	As at Sep 30, 2024	As at Jun 30, 2024	As at Sep 30, 2023
Assets			
Non-current assets			
Property, plant and equipment (inc CWIP and ROU)	87,778	86,619	79,702
Intangible assets (Incl. IUAD)	64,784	55,563	58,134
Financial Assets			
- Others	4,759	4,817	4,842
Income & Deferred tax assets (net)	12,115	11,472	10,850
Other non-current assets	4,153	4,415	5,231
	173,589	162,886	158,759
Current assets			
Financial Assets			
- Investments	6	58	15,312
- Trade receivables	3,108	3,013	2,018
- Cash and bank balances	334	153	463
- Other bank balances	243	253	337
- Others	11,363	10,519	9,651
Other current assets	4,675	5,151	7,057
	19,729	19,147	34,838
Total Assets	193,318	182,033	193,597
Equity and liabilities			
Equity			
Equity	52,027	51,495	42,033
	52,027	51,495	42,033
Non-current liabilities			
Financial Liabilities			
- Borrowings	67,474	58,649	53,866
- Others	627	282	525
Other non-current liabilities	6,893	6,779	6,412
	74,994	65,710	60,803
Current liabilities			
Financial Liabilities			
- Borrowings	17,655	16,983	39,457
- Trade Payables	17,361	16,870	16,634
- Others	6,890	6,973	11,317
Current tax liabilities (net)	4,831	5,360	6,110
Other current liabilities	19,560	18,642	17,243
	66,297	64,828	90,761
Total liabilities	141,291	130,538	151,564
Total equity and liabilities	193,318	182,033	193,597



7.1.3 Statement of Cash Flow

Amount in Rs Mn

Particulars	Quarter Ended		Six Months Ended	
	Sep-24	Sep-23	Sep-24	Sep-23
Cash flows from operating activities				
Profit before tax	3,395	(76)	9,163	3,342
Adjustments for -				
Depreciation and amortisation	5,361	4,322	10,318	8,465
Finance costs	1,756	1,557	3,370	3,100
Interest income	(20)	(139)	(37)	(506)
Net fair value gain on financial instruments	(26)	(101)	(49)	(286)
Other non-cash items	124	2,860	(3,039)	3,043
Operating cash flow before changes in working capital	10,590	8,423	19,726	17,158
Changes in working capital -				
Trade receivables	(217)	1,473	1,205	(531)
Trade payables	385	99	2,307	2,140
Other assets and liabilities	1,658	965	2,789	1,233
Net cash generated from operations before tax	12,416	10,960	26,027	20,000
Income tax (paid) / refund	(2,021)	(54)	(2,547)	(113)
Net cash generated from operating activities (a)	10,395	10,906	23,480	19,887
Cash flows from investing activities				
Net (Purchase) / proceeds from sale of PPE	(3,787)	(5,241)	(8,515)	(10,240)
Purchase of intangible assets, spectrum- DPL	(1,465)	(352)	(1,466)	(352)
Net movement in current investments	(586)	(2,224)	1,755	(4,564)
Interest received	2	138	22	500
Net cash used in investing activities (b)	(5,836)	(7,679)	(8,203)	(14,656)
Cash flows from financing activities				
Net (Repayments) / Proceeds from borrowings	0	0	(20,000)	0
Net proceeds/ (repayments) from short-term borrowings	34	(50)	11,554	27
Payment of lease liabilities	(750)	(826)	(1,505)	(1,493)
Interest and other finance charges paid	(1,661)	(1,531)	(3,389)	(3,301)
Dividend paid (including tax)	(2,000)	(525)	(2,000)	(525)
Net cash used in financing activities (c)	(4,377)	(2,932)	(15,340)	(5,292)
Net movement in cash and cash equivalents (a+b+c)	181	295	(64)	(61)
Cash and cash equivalents as at beginning of the period	153	168	398	524
Cash and cash equivalents as at end of the period	334	463	334	463



7.2 Schedule of Net Debt & Finance Cost

7.2.1 Schedule of Net Debt in INR

Particulars	Amount in Rs Mn	
	As at Sep 30, 2024	As at Sep 30, 2023
Short-term borrowings and current portion of long-term debt	11,907	35,013
Deferred payment liability	36,994	27,340
Less:		
Cash and Cash Equivalents	334	463
Investments & Receivables	6	15,312
Net Debt	48,561	46,578
Lease Obligations	36,229	30,968
Net Debt including Lease Obligations	84,790	77,546

7.2.2 Schedule of Net Debt in US\$

Particulars	Amount in US\$ Mn	
	As at Sep 30, 2024	As at Sep 30, 2023
Short-term borrowings and current portion of long-term debt	142	421
Deferred payment liability	442	329
Less:		
Cash and Cash Equivalents	4	6
Investments & Receivables	0	184
Net Debt	580	560
Lease Obligation	433	373
Net Debt including Lease Obligations	1,013	933

7.2.3 Schedule of Finance Cost

Particulars	Amount in Rs Mn, except ratios			
	Quarter Ended		Six Months Ended	
	Sep-24	Sep-23	Sep-24	Sep-23
Interest on borrowings & Finance charges	1,064	970	1,994	1,938
Interest on Lease Obligations	695	580	1,376	1,158
Derivatives and exchange (gain)/ loss	(5)	6	(1)	3
Investment (income)/ loss	(46)	(240)	(86)	(793)
Finance cost (net)	1,708	1,316	3,283	2,306



7.3 Use of Non-GAAP Financial Information

In presenting and discussing the Company's reported financial position, operating results and cash flows, certain information is derived from amounts calculated in accordance with Ind-AS, but this information is not in itself an expressly permitted GAAP measure. Such non - GAAP measures should not be viewed in isolation as alternatives to the equivalent GAAP measures.

A summary of non - GAAP measures included in this report, together with details where additional information and reconciliation to the nearest equivalent GAAP measure can be found, is shown below.

Non – GAAP measure	Equivalent GAAP measure	Location in this results announcement of reconciliation and further information
Earnings before Interest, Taxation, Depreciation and Amortization (EBITDA)	Profit from operating activities	Page 15
Cash Profit from Operations before Derivative & Exchange (Gain)/Loss	Profit from operating activities	Page 15

7.3.1 Reconciliation of Non-GAAP financial information based on Ind-AS

Amount in Rs Mn, except ratios

Particulars	Quarter Ended		Six Months Ended	
	Sep-24	Sep-23	Sep-24	Sep-23
Profit / (loss) from operating activities before depreciation, amortization and exceptional items To EBITDA				
Profit / (Loss) from Operating Activities	10,510	8,832	19,667	17,936
Less: Finance Income/Derivatives MTM	46	240	86	793
EBITDA	10,464	8,592	19,581	17,143
Reconciliation of Finance Cost				
Finance Cost	1,754	1,556	3,369	3,099
Less: Finance Income/Derivatives MTM	46	240	86	793
Finance Cost (net)	1,708	1,316	3,283	2,305
Profit / (loss) from operating activities before depreciation, amortization and exceptional items to Cash Profit from Operations before Derivative & Exchange Fluctuation				
Profit / (Loss) from Operating Activities	10,510	8,832	19,667	17,936
Less: Finance cost	1,754	1,556	3,369	3,099
Add: Derivatives and exchange (gain)/loss	(5)	6	(1)	3
Cash Profit from Operations before Derivative & Exchange Fluctuation	8,751	7,282	16,297	14,840



SECTION 8

COST SCHEDULES

8.1 Schedule of Operating Expenses

Particulars	Quarter Ended		Six Months Ended	
	Sep-24	Sep-23	Sep-24	Sep-23
	Access charges	2,238	1,856	4,447
Licence fees, revenue share & spectrum charges	1,923	1,565	3,657	3,137
Network operations costs	4,764	4,270	9,438	7,755
Cost of goods sold	42	47	83	97
Employee costs	322	287	619	534
Selling, general and administration expense	1,668	1,102	3,061	2,624
Operating Expenses	10,957	9,127	21,305	17,644

8.2 Schedule of Depreciation & Amortization

Particulars	Quarter Ended		Six Months Ended	
	Sep-24	Sep-23	Sep-24	Sep-23
	Depreciation	4,188	3,432	8,086
Amortization	1,173	890	2,232	1,770
Depreciation & Amortization	5,361	4,322	10,318	8,465

8.3 Schedule of Income Tax

Particulars	Quarter Ended		Six Months Ended	
	Sep-24	Sep-23	Sep-24	Sep-23
	Current tax expense	1,384	-	2,440
Deferred tax expense / (income)	(520)	724	(920)	1,610
Income tax expense	864	724	1,520	1,610



SECTION 9

TRENDS AND RATIO ANALYSIS

9.1 Based on Statement of Operations

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Sep-24	Jun-24	Mar-24	Dec-23	Sep-23
Total revenues	20,976	19,106	18,680	18,006	17,385
Access charges	2,238	2,209	2,067	1,897	1,856
Cost of goods sold	42	41	53	46	47
Licence Fee	1,923	1,734	1,728	1,655	1,565
Net revenues	16,773	15,122	14,833	14,408	13,916
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee & Charity and Donation)	6,754	6,364	6,053	6,132	5,658
EBITDA	10,464	9,117	9,140	8,621	8,592
Cash profit from operations before Derivative and Exchange Fluctuations	8,751	7,546	7,595	7,212	7,282
EBIT	5,103	4,160	4,542	4,293	4,271
Profit before Tax	3,395	2,585	3,010	2,881	2,953
Profit after Tax (before exceptional items)	2,531	1,930	2,226	2,127	2,229
Net income (before exceptional items)	2,531	1,930	2,226	2,127	2,229
Exceptional Items (net of tax)	-	(3,183)	-	-	4071
Net income (after exceptional items)	2,531	5,112	2,226	2,127	(1,841)
Capex	4,465	3,179	4,925	3,515	5,912
Operating Free Cash Flow (EBITDA - Capex)	5,999	5,938	4,216	5,106	2,680
Cumulative Investments	224,333	212,163	209,954	205,843	203,038
	Sep-24	Jun-24	Mar-24	Dec-23	Sep-23
As a % of Total revenues					
Access charges	10.7%	11.6%	11.1%	10.5%	10.7%
Cost of goods sold	0.2%	0.2%	0.3%	0.3%	0.3%
Licence Fee	9.2%	9.1%	9.3%	9.2%	9.0%
Net revenues	80.0%	79.2%	79.4%	80.0%	80.0%
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee & Charity and Donation)	32.2%	33.3%	32.4%	34.1%	32.5%
EBITDA	49.9%	47.7%	48.9%	47.9%	49.4%
Cash profit from operations before Derivative and Exchange Fluctuations	41.7%	39.5%	40.7%	40.1%	41.9%
EBIT	24.3%	21.8%	24.3%	23.8%	24.6%
Profit before Tax	16.2%	13.5%	16.1%	16.0%	17.0%
Profit after Tax (before exceptional items)	12.1%	10.1%	11.9%	11.8%	12.8%
Net income (before exceptional items)	12.1%	10.1%	11.9%	11.8%	12.8%
Net income (after exceptional items)	12.1%	26.8%	11.9%	11.8%	-10.6%



9.2 Financial Trends of Business Operations

Mobile Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Sep-24	Jun-24	Mar-24	Dec-23	Sep-23
Total revenues	20,433	18,604	18,232	17,477	17,029
EBITDA	10,276	8,928	8,939	8,403	8,471
<i>EBITDA / Total revenues</i>	<i>50.3%</i>	<i>48.0%</i>	<i>49.0%</i>	<i>48.1%</i>	<i>49.7%</i>
EBIT	5,044	4,103	4,453	4,209	4,307
Capex	3,845	2,842	4,662	3,283	5,249
Operating Free Cash Flow (EBITDA - Capex)	6,431	6,086	4,277	5,120	3,222
Cumulative Investments	219,348	207,915	205,924	202,072	199,498

Homes and Office Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Sep-24	Jun-24	Mar-24	Dec-23	Sep-23
Total revenues	599	568	547	543	500
EBITDA	188	189	201	217	121
<i>EBITDA / Total revenues</i>	<i>31.4%</i>	<i>33.3%</i>	<i>36.7%</i>	<i>40.0%</i>	<i>24.2%</i>
EBIT	59	57	89	82	(37)
Capex	619	337	263	232	663
Operating Free Cash Flow (EBITDA - Capex)	(431)	(148)	(62)	(15)	(542)
Cumulative Investments	4,985	4,248	4,030	3,772	3,540



9.3 Based on Statement of Financial Position

Amount in Rs Mn, except ratios

Particulars	As at				
	Sep 30, 2024	Jun 30, 2024	Mar 31, 2024	Dec 31, 2023	Sep 30, 2023
Equity	52,027	51,495	46,387	44,161	42,033
Net Debt	84,790	75,421	78,273	75,375	77,546
Net Debt (US\$ Mn)	904	904	939	907	933
Capital Employed = Equity + Net Debt	136,817	126,916	124,660	119,535	119,579

	Sep 30, 2024	Jun 30, 2024	Mar 31, 2024	Dec 31, 2023	Sep 30, 2023
Return on Equity (Post Tax)	23.2%	15.6%	11.1%	11.2%	9.8%
Return on Equity (Pre Tax)	29.1%	23.7%	20.4%	20.7%	18.6%
Return on Capital Employed	15.5%	13.2%	14.9%	14.4%	14.0%
Net Debt to EBITDA (Annualised)	2.03	2.07	2.14	2.19	2.26
Assets Turnover ratio	62.9%	64.5%	65.7%	64.5%	65.4%
Interest Coverage ratio (times)	6.69	6.29	6.61	6.07	6.11
Net Debt to Funded Equity (Times)	1.63	1.46	1.69	1.71	1.84
Per share data (for the period)					
Net profit/(loss) per common share (in Rs)	5.06	10.22	4.45	4.26	(3.68)
Net profit/(loss) per diluted share (in Rs)	5.06	10.22	4.45	4.26	(3.68)
Book Value Per Equity Share (in Rs)	104.1	103.0	92.8	88.3	84.1
Market Capitalization (Rs Bn)	721.9	559.4	406.9	-	-
Enterprise Value (Rs Bn)	806.7	634.8	485.1	-	-



9.4 Operational Performance

Parameters	Unit	Sep-24	Jun-24	Mar-24	Dec-23	Sep-23
Total Customers Base	000's	27,475	27,917	27,646	27,071	26,805
Mobile Services						
Customer Base	000's	27,124	27,596	27,341	26,782	26,539
Net Additions	000's	(473)	255	558	244	316
Monthly Churn	%	3.2%	2.5%	2.0%	2.5%	2.6%
Average Revenue Per User (ARPU)	Rs	228	205	204	200	196
Average Revenue Per User (ARPU)	US\$	2.7	2.5	2.5	2.4	2.4
Revenue per towers per month	Rs	260,768	239,298	239,261	239,880	242,824
Voice						
Minutes on the network	Mn	89,920	89,426	90,882	86,680	87,212
Voice Usage per customer per month	min	1,098	1,086	1,120	1,086	1,100
Data						
Data Customer Base	000's	20,588	20,461	19,773	19,144	18,592
<i>Of which smartphone data customers</i>	000's	20,326	20,183	19,480	18,839	18,270
As % of Customer Base	%	75.9%	74.1%	72.3%	71.5%	70.1%
Total GBs on the network	Mn GBs	1,598	1,545	1,430	1,304	1,232
Data Usage per customer per month	GBs	25.9	25.7	24.5	23.7	23.1
Homes Services						
Homes Customers	000's	351	321	305	289	266
Net Additions	000's	30	16	16	23	27
Average Revenue Per User (ARPU)	Rs	509	514	522	537	540
Average Revenue Per User (ARPU)	US\$	6.1	6.2	6.3	6.5	6.5

9.5 Network and Coverage Trends

Parameters	Unit	Sep-24	Jun-24	Mar-24	Dec-23	Sep-23
Mobile Services						
Network towers	Nos	26,172	25,972	25,704	24,874	23,748
Total Mobile Broadband Base stations	Nos	80,907	80,500	79,835	77,735	74,910
Homes Services - Cities covered						
	Nos	103	97	93	90	88



SECTION 10

KEY ACCOUNTING POLICIES AS PER Ind-AS

- **Property, Plant and equipment**

Property, plant and equipment (PPE) are stated at cost, net of accumulated depreciation and impairment loss. All direct costs relating to the acquisition and installation of property and equipment are capitalized. Depreciation is recorded on a straight-line basis over the estimated useful lives of the assets.

Assets	Years
Buildings	20
Building on leased land	Lease term or 20 years, whichever is less
Network equipment	3 – 25
Customer premises equipment	3 – 5
Computer equipment & Servers	3 – 5
Furniture & fixture and office equipment	2 – 5
Vehicles	3 – 5
Leasehold improvements	Lease term or 20 years, whichever is less

The useful lives, residual values and depreciation method of PPE are reviewed, and adjusted appropriately, at-least as at each financial year so as to ensure that the method and period of depreciation are consistent with the expected pattern of economic benefits from these assets.

Costs of additions and substantial improvements to property and equipment are capitalized. The costs of maintenance and repairs of property and equipment are charged to operating expenses.

- **Other Intangible assets**

Intangible assets are recognized when the Company controls the asset, it is probable that future economic benefits attributed to the asset will flow to the Company and the cost of the asset can be measured reliably.

Other intangible assets are recognized at cost. Those assets having finite useful life are carried at cost less accumulated amortization and impairment losses, if any. Amortization is computed using the straight-line method over the expected useful life of intangible assets.

The Company has established the estimated useful lives of different categories of intangible assets as follows:

a. Licenses (including spectrum)

Acquired licenses and spectrum are amortized commencing from the date when the related network is available for intended use in the relevant jurisdiction. The useful lives range upto twenty five years.

The revenue-share based fee on licenses / spectrum is charged to the statement of profit and loss in the period such cost is incurred.

b. Software: Software are amortized over the period of license, generally not exceeding five years.

The useful lives and amortization method are reviewed, and adjusted appropriately, at least at each financial year end so as to ensure that the method and period of amortization are consistent with the expected pattern of economic benefits from these assets. The effect of any change in the estimated useful lives and / or amortization method is accounted prospectively, and accordingly the amortization is calculated over the remaining revised useful life.

Further, the cost of intangible assets under development includes the borrowing costs that are directly attributable to the acquisition or construction of qualifying assets and are presented separately in the Balance Sheet.

- **Leases**

The Company, at the inception of a contract, assesses the contract as, or containing, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. To assess whether a contract conveys the right to control the use of an identified asset, the Company assesses whether the contract involves the use of an identified asset, the Company has the right to obtain substantially all of the economic benefits from use of the asset throughout the period of use; and the Company has the right to direct the use of the asset.

Company as a lessee

The Company recognizes a right-of-use asset and a corresponding lease liability with respect to all lease agreements in which it is the lessee in the Balance Sheet. The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted by using incremental borrowing rate (as the rate implicit in the lease cannot be readily determined). Lease liabilities include the net present value of fixed payments (including any in-substance fixed payments), any variable lease payments that are based on consumer price index ('CPI'), the exercise price of a purchase option if the lessee is reasonably certain to exercise that option, and payments of penalties for terminating the lease, if the lease term reflects the lessee exercising that option.

Subsequently, the lease liability is measured at amortized cost using the effective interest method. It is re-measured when there is a change in future lease payments including due to changes in CPI or if the company changes its assessment of whether it will exercise a purchase, extension or termination option or when the lease contract is modified and the lease modification is not accounted for as a separate lease. The corresponding adjustment is made to the carrying amount of the right-of-use asset, or is recorded in profit or loss if the carrying amount of the related right-of-use asset has been reduced to zero.

Right-of-use assets are measured at cost comprising the amount of the initial measurement of lease liability, any lease payments



made at or before the commencement date, any initial direct costs less any lease incentives received.

Subsequent to initial recognition, right-of-use asset are stated at cost less accumulated depreciation and any impairment losses and adjusted for certain re-measurements of the lease liability. Depreciation is computed using the straight-line method from the commencement date to the end of the useful life of the underlying asset or the end of the lease term, whichever is shorter. The estimated useful lives of right-of-use assets are determined on the same basis as those of the underlying property and equipment.

In the Balance Sheet, the right-of-use assets and lease liabilities are presented separately.

When a contract includes lease and non-lease components, the Company allocates the consideration in the contract on the basis of the relative stand-alone prices of each lease component and the aggregate stand-alone price of the non-lease components.

Short-term leases and leases of low-value assets

The Company has elected not to recognise right-of-use assets and lease liabilities for short term leases that have a lease term of 12 months or less and leases of low value assets. The Company recognises the lease payments associated with these leases as an expense on a straight-line basis over the lease term.

Company as a lessor

Whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee, the contract is classified as a finance lease. All other leases are classified as operating leases.

Amounts due from lessees under a finance lease are recognized as receivables at an amount equal to the net investment in the leased assets. Finance lease income is allocated to the periods so as to reflect a constant periodic rate of return on the net investment outstanding in respect of the finance lease.

Rental income from operating leases is recognized on a straight-line basis over the term of the relevant lease. Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying amount of the leased asset and recognized on a straight line basis over the lease term.

When a contract includes lease and non-lease components, the Company applies Ind AS 115 'Revenue from Contracts with Customers' to allocate the consideration under the contract to each component.

The Company enters into 'Indefeasible right to use' ('IRU') arrangements wherein the right to use the assets is given over the substantial part of the asset life. However, as the title to the assets and the significant risks associated with the operation and maintenance of these assets remains with the Company, such arrangements are recognized as operating lease. The contracted price is recognized as revenue during the tenure of the agreement. Unearned IRU revenue received in advance is presented as deferred revenue within liabilities in the Balance Sheet.

- **Revenue recognition**

Revenue is recognized upon transfer of control of promised products or services to customer at the amount of transaction price (net of variable consideration) which the Company has received or expects to receive in exchange of those products or services, net of any taxes / duties, discounts and process waivers. In order to determine if it is acting as a principal or as an agent, the Company assesses whether it is primarily responsible for fulfilling the performance obligation and whether it controls the promised service before transfer to customers. Revenue is recognised when, or as, each distinct performance obligation is satisfied. The main categories of revenue and the basis of recognition are as follows:

- (i) **Service revenues**

Service revenues mainly pertain to usage, subscription and customer onboarding for voice, data, messaging and value added services. It also includes revenue from interconnection / roaming charges for usage of the Company's network by other operators for voice, data, messaging and signaling services which are recognized upon transfer of control of services over time.

Usage charges are recognized based on actual usage. Subscription charges are recognized over the estimated customer relationship period or subscription pack validity period, whichever is lower. Customer onboarding revenue and associated cost is recognized upon successful onboarding of customer i.e. upfront. Revenues in excess of invoicing are classified as unbilled revenue while invoicing / collection in excess of revenue are classified as deferred revenue / advance from customer.

The billing / collection in excess of revenue recognized is presented as deferred revenue in the Balance Sheet whereas unbilled revenue is recognized under other current financial assets.

Certain business services revenue include revenue from registration and installation, which are amortized over the period of agreement since the date of activation of service.

Revenues from long distance operations comprise of voice services and bandwidth services (including installation), which are recognized on provision of services and over the period of respective arrangements.

- (ii) **Multiple element arrangements**

The Company has entered into certain multiple-element revenue arrangements which involve the delivery or performance of multiple products, services or rights to use assets. At the inception of the arrangement, all the deliverables therein are evaluated to determine whether they represent distinct performance obligations and if so, they are accounted for separately.

Total consideration related to the multiple element arrangements is allocated to each performance obligation based on their standalone selling prices.

- (iii) **Interest Income**

The interest income is recognized using the effective interest rate method.

- **Cost to obtain or fulfill a contract with a customer**

The Company incurs certain cost or fulfill contract with the customer viz. intermediary commission, etc. where based on Company's estimate of historic average customer life derived from customer churn rate is longer than 12 months, such costs are deferred and are recognized over the average expected customer life.



- **Exceptional items**

Exceptional items refer to items of income or expense within the statement of profit and loss from ordinary activities which are non-recurring and are of such size, nature or incidence that their separate disclosure is considered necessary to explain the performance of the Company.

- **Taxes**

Current tax is calculated on the basis of the tax rates, laws and regulations, which have been enacted or substantively enacted as at the reporting date.

Deferred tax is recognized on temporary differences arising between the tax bases of assets and liabilities and their carrying values in the financial statements. Deferred tax is also recognised in respect of carried forward tax losses and tax credits. However, deferred tax are not recognized if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Further, deferred tax liabilities are not recognized if they arise from the initial recognition of goodwill.

Deferred tax assets are recognized only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilized. Moreover, deferred tax is recognized on temporary differences arising on investments in subsidiaries, joint ventures and associates - unless the timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

The unrecognized deferred tax assets / carrying amount of deferred tax assets are reviewed at each reporting date for recoverability and adjusted appropriately.



SECTION 11

GLOSSARY

Technical and Industry Terms

Company Related

Asset Turnover	Asset Turnover is defined as total revenues, for the preceding (last) 12 months from the end of the relevant period, divided by average assets. Asset is defined as the sum of non-current assets and net current assets. Net current assets are computed by subtracting current liabilities from current assets. Average assets is calculated by considering average of Opening and closing assets for the relevant period.
Average Customers	Average customers are derived by computing the average of the monthly average customers for the relevant period.
Average Towers	Average towers are derived by computing the average of the Opening and Closing towers for the relevant period.
Book Value Per Equity Share	Equity attributable to the holder's of parent as at the end of the relevant period divided by outstanding equity shares as at the end of the relevant period.
Capex	It includes investment in gross fixed assets, intangibles and capital work in progress for the period.
Capital Employed	Capital Employed is defined as sum of equity and net debt.
Cumulative Investments	Cumulative Investments comprises of gross value of property, plant & equipment (including CWIP & capital advances) and intangibles.
Cash Profit From Operations before Derivative & Exchange Fluctuation	It is not an Ind-AS measure and is defined as profit from operating activities before depreciation, amortization and exceptional items adjusted for interest expense before adjusting for derivative & exchange (gain)/ loss.
Churn	Churn is calculated by dividing the total number of disconnections during the relevant period by the average customers; and dividing the result by the number of months in the relevant period.
Customer Base	Customers generating revenue through recharge, billing or any outgoing activity.
Data Customer Base	A customer who used at least 1 MB on GPRS / 4G network in the last 30 days.
Data Usage per Customer	It is calculated by dividing the total MBs consumed on the network during the relevant period by the average data customer base; and dividing the result by the number of months in the relevant period.
Earnings Per Basic Share	It is computed by dividing net income attributable to ordinary shareholders by the weighted average number of ordinary shares outstanding during the period.
Earnings Per Diluted Share	The calculation of Net Profit/ (loss) per diluted share adjusts net profit or loss and the weighted average number of ordinary shares outstanding, to give effect to all dilutive potential ordinary shares that were outstanding during the year. Net profit or loss attributable to ordinary shareholders is adjusted for the after-tax effect of the following: (1) dividends on potential ordinary shares (for example, dilutive convertible preferred shares); (2) interest recognized on potential ordinary shares (for example, dilutive convertible debt); and (3) any other changes in income or expense resulting from the conversion of dilutive potential ordinary shares (e.g., an entity's contribution to its non-discretionary employee profit-sharing plan may be revised based on changes in net profit due to the effects of items discussed above).



EBITDA	Earnings/ (loss) before interest, taxation, depreciation and amortization. It is not an Ind-AS measure and is defined as profit from operating activities before depreciation, amortization and exceptional items adjusted for CSR costs, finance income (part of other income).
EBITDA Margin	It is computed by dividing EBITDA for the relevant period by total revenues for the relevant period.
EBIT	EBITDA adjusted for depreciation and amortization.
Enterprise Valuation (EV)	Calculated as sum of Market Capitalization, Net Debt and finance lease obligations as at the end of the relevant period.
EV / EBITDA (times)	For full year ended March 31 2022, 2023 and 2024, It is computed by dividing Enterprise Valuation as at the end of the relevant period (EV) by EBITDA for the relevant period (LTM). For quarterly computation, Computed by dividing Enterprise Valuation as at the end of the relevant period (EV) by annualized EBITDA for the relevant period.
Finance Lease Obligation (FLO)	Finance Lease Obligation represents present value of future obligation for assets taken on finance lease.
Interest Coverage Ratio	EBITDA for the relevant period divided by interest on borrowing for the relevant period.
Market Capitalization	Number of issued and outstanding shares as at end of the period multiplied by closing market price (BSE) as at end of the period.
Mobile Broadband Base stations	It includes all the 4G Base stations deployed across all technologies i.e. 900/1800/2100/2300 Mhz bands.
Smartphone data Customer	A customer who used at least 1 MB on 4G/5G network in the last 30 days.
Mobile Broadband Towers	It means the total number of network towers (defined below) in which unique number of either 3G or 4G Base stations are deployed, irrespective of their technologies. Total numbers of Mobile Broadband Towers are subset of Total Network Towers.
Minutes on the network	Duration in minutes for which a customer uses the network. It is typically expressed over a period of one month. It includes incoming, outgoing and in-roaming minutes.
Network Towers	Comprises of Base Transmission System (BTS) which holds the radio trans receivers (TRXs) that define a cell and coordinates the radio links protocols with the mobile device. It includes all the Ground based, Roof top and In Building Solutions as at the end of the period.
Net Debt	It is not an Ind-AS measure and is defined as the long-term debt, net of current portion plus short-term borrowings, current portion of long-term debt and lease liabilities minus cash and cash equivalents and investments.
Net Debt to EBITDA (Annualized)	For the full year ended March 31 2022, 2023 and 2024, it is Computed by dividing net debt at the end of the relevant period by EBITDA for the relevant period (LTM).For Quarterly computation, It is computed by dividing net debt as at the end of the relevant period by EBITDA for the relevant period (annualized).
Net Debt to Funded Equity Ratio	It is computed by dividing net debt as at the end of the relevant period by Equity attributable to equity holders of parent as at the end of the relevant period.
Net Revenues	It is not an Ind-AS measure and is defined as total revenues adjusted for access charges, cost of goods sold and license fees for the relevant period.
Operating Free Cash flow	It is computed by subtracting capex from EBITDA.
Price-Earnings Ratio – P/E Ratio	It is computed by dividing the closing market price (BSE) as at end of the relevant period by the earnings per basic share for the relevant period (LTM).



Profit / (Loss) after current tax expense	It is not an Ind-AS measure and is defined as Profit / (Loss) before taxation adjusted for current tax expense.
Return On Capital Employed (ROCE)	For the full year ended March 31 2022, 2023 and 2024, ROCE is computed by dividing the EBIT for the period by the average (of opening & Closing) Capital employed. For the quarterly computation, it is computed by dividing the EBIT (annualized for the relevant period) by average capital employed. Average capital employed is calculated by considering average of opening and closing capital employed for the relevant period).
Return On Equity (Post Tax)	For the full year ended March 31 2022, 2023 and 2024, it is computed by dividing net profit for the period by the average (of opening and closing) Equity attributable to equity holders of parent. For the quarterly computations, it is computed by dividing net profit for the preceding (last) 12 months from the end of the relevant period by the average equity attributable to equity holders of parent (Average parent equity is calculated by considering average of opening and closing parent equity for the relevant period).
Return On Equity (Pre Tax)	For the full year ended March 31 2022, 2023 and 2024, it is computed by dividing profit before tax & MI (after exceptional items) for the period by the average (of opening and closing) total Equity. For the quarterly computations, it is computed by dividing profit before tax & MI (after exceptional items) for the preceding (last) 12 months from the end of the relevant period by the average total equity (Average total equity is calculated by considering average of opening and closing total equity for the relevant period).
Revenue per Site per month	Revenue per Site per month is computed by: dividing the total mobile revenues, excluding sale of goods (if any) during the relevant period by the average sites; and dividing the result by the number of months in the relevant period.
Total Equity	Includes equity attributable to shareholders (both parent and non-controlling interest).
Total MBs on Network	Includes total MBs consumed on the network (uploaded & downloaded) on our network during the relevant period.
Towers	Infrastructure located at a site which is permitted by applicable law to be shared, including, but not limited to, the tower, shelter, diesel generator sets and other alternate energy sources, battery banks, air conditioners and electrical works. Towers as referred to are revenue generating Towers.
Total Operating Expenses	It is defined as sum of employee costs, network operations costs and selling, general and administrative cost for the relevant period.
Voice Minutes of Usage per Customer per month	It is calculated by dividing the voice minutes of usage on our network during the relevant period by the average customers; and dividing the result by the number of months in the relevant period.



Regulatory & Others

4G	Fourth - Generation Mobile Telecommunication Technology
5G	Fifth - Generation Mobile Telecommunication Technology
BSE	Bombay Stock Exchange of India Limited, Mumbai
RBI	Reserve Bank of India
GSM	Global System for Mobile Communications.
ICT	Information and Communication Technology
GAAP	Generally Accepted Accounting Principles
KYC	Know Your Customer
Ind-AS	Indian Accounting Standards
NSE	The National Stock Exchange of India Limited.
Sensex	Sensex is a stock index introduced by The Stock Exchange, Mumbai in 1986.
PPE	Property, plant and equipment
VoIP	Voice over Internet Protocol
KPI	Key Performance Indicator
LTM	Last twelve month
FTTH	Fiber-to-the Home
VAS	Value added service

Written correspondence to be sent to:
Bharti Hexacom Limited
Investor Relations
bhartihexacom@bharti.in
<https://www.bhartihexacom.in>