



Bharti Hexacom Limited

Q3 FY25 Highlights

- **Bharti Hexacom posts quarterly revenues of Rs 2,251 crore – up 25.0% YoY, up 7.3% QoQ.**
- **Mobile services revenues up 25.5% YoY, led by tariff repair, strong smartphone customer additions and sustained mix improvement.**
- **Homes and Office business continued on strong growth trajectory with, revenue increasing 18.7% YoY. Reports solid net customer additions of 44 K, driven by growth in both FTTH and FWA.**
- **EBITDA at Rs 1,194 crore; EBITDA margin at 53.0% up by 516 bps YoY. EBITDAaL at Rs. 1,042 crore with margin of 46.3%, up by 564 bps. The company has decided to disclose EBITDAaL as a key indicator of underlying financial health. By treating lease obligations as committed expenses, EBITDAaL provides a more accurate representation of profitability and leverage. Moving forward, management will be accountable for this key metric.**
- **EBIT at Rs 662 crore; EBIT margin at 29.4%, up by 558 bps YoY**
- **Net income (before exceptional items) at Rs 363 crore, up by 70.7%YoY**
- **Net income (after exceptional items) at Rs 261 crore, compared to Rs. 213 crore YoY.**
- **Net Debt (excluding lease obligations) to EBITDAaL ratio (annualised) is at 1.03 times.**
- **Industry leading operational indicators reflect strong business momentum and razor sharp execution**
 - **Smartphone data customers up by 1.9 Mn YoY, 75% of overall mobile customer base**
 - **Mobile ARPU increased to Rs 241 in Q3'25 vs Rs 200 in Q3'24**
 - **Mobile data consumption up by 25.3% YoY, consumption per customer at 26.2 GB per month**
 - **Homes and Office business customer net additions of 44 K were highest in any quarter.**

Bharti Hexacom announces results for the third quarter ended December 31, 2024

Highlights for the quarter ended Dec 31, 2024

- Overall customer base stands at 28.01 Mn
- Total revenues at Rs 2,251 crore, up 25.0% YoY
- EBITDA at Rs 1,194 crore, up 38.5% YoY; EBITDA margin at 53.0%, up by 516 bps YoY
- EBITDAaL at Rs 1,042 crore, up 42.3% YoY; EBITDAaL margin at 46.3%, up by 564 bps YoY
- EBIT at Rs 662 crore, up 54.3% YoY; EBIT margin at 29.4%, up by 558 bps YoY
- Net Income (before exceptional items) at Rs 363 crore vs Rs 213 crore same quarter last year.
- Net Income (after exceptional items) at Rs 261 crore vs Rs 213 crore same quarter last year.
- Capex for the quarter at Rs 283 crore

New Delhi, India, February 6, 2025: Bharti Hexacom Limited (“Bharti Hexacom” or “the Company”) today announced its audited results for the third quarter ended Dec 31, 2024.

Q3'25 Performance:

Revenues for Q3'25 at Rs 2,251 crore grew 25.0% YoY. Mobile data traffic at 1,558 PBs in the quarter registered solid YoY growth of 25.3%.

Mobile revenues grew by 25.5% YoY led by residual impact of tariff repair flow thru and our relentless focus on portfolio premiumisation. We continue to deliver industry-leading ARPU growth along with strong growth in data consumption. ARPU for the quarter stood at Rs 241 as compared to Rs 200 in Q3'24.

The company added 1.9 Mn smartphone data customers to our network over last year, an increase of 10.3% YoY.



Bharti Hexacom Limited – Media Release Feb 06, 2025

Our commitment to superior network performance is unwavering. To solidify this further, We rolled out 163 network towers and 433 mobile broadband base stations in the quarter.

Homes and Office business maintained its growth trajectory and delivered a revenue growth of 18.7% YoY, Outcome of company's strategy to expand coverage and accelerate FWA expansion is reflected solid net additions during the quarter to reach to a total base of 0.4 Mn.

We continue to expand home-pass coverage through an asset light partnership model with local cable operator and with ongoing FWA expansion now reaching 110 cities.

Overall EBITDA grew 38.5% YoY to Rs 1,194 crore in Q3'25. EBITDA margin improved from 47.9% in Q3'24 to 53.0% in Q3'25.

EBIT increased 54.3% YoY to Rs 662 crore. Net Income (after exceptional items) for the quarter stood at Rs 261 crore.

Net Debt-EBITDA ratio (annualized) as on December 31, 2024 stands at 1.65 times. Net Debt (excluding lease obligations) - EBITDAaL ratio is at 1.03 times, reflects underlying strength of 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	Dec-24	Sep-24	Q-o-Q Growth	Dec-23	Y-o-Y Growth
Total revenues	2,251	2,098	7.3%	1,801	25.0%
EBITDA	1,194	1,046	14.1%	862	38.5%
<i>EBITDA/ Total revenues</i>	<i>53.0%</i>	<i>49.9%</i>	<i>3.2%</i>	<i>47.9%</i>	<i>5.2%</i>
EBIT	662	510	29.8%	429	54.3%
<i>EBIT/ Total revenues</i>	<i>29.4%</i>	<i>24.3%</i>	<i>5.1%</i>	<i>23.8%</i>	<i>5.6%</i>
Profit before tax	485	339	42.9%	288	68.3%
Net Income (before exceptional items)	363	253	43.6%	213	70.8%
Net Income (after exceptional items)	261	253	3.1%	213	22.7%

Customer Base

(Figures in nos, except ratios)

Particulars	Unit	Dec-24	Sep-24	Q-o-Q Growth	Dec-23	Y-o-Y Growth
Overall	000's	28,010	27,475	1.9%	27,071	3.5%

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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