



August 05, 2024

National Stock Exchange of India Limited

Exchange Plaza, C-1 Block G
Bandra Kurla Complex, Bandra (E)
Mumbai – 400051, India
Symbol: BHARTIHEXA

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001, India
Scrip Code: 544162

Sub: Financial results for the first quarter (Q1) and three months ended June 30, 2024

Dear Sir / Madam,

In compliance with Regulations 30, 33 and 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the following w.r.t. the meeting of the Board of Directors (Board) held on Friday, August 02, 2024 – Monday, August 05, 2024:

- Audited standalone financial results as per Ind AS
- Auditor's reports thereon

The above financial results have been reviewed by the Audit Committee in its meeting held on Monday, August 05, 2024 and based on its recommendation, approved by the Board of Directors at its meeting held on Monday, August 05, 2024.

The Board meeting commenced on Friday, August 02, 2024 at IST 1700 Hrs and concluded on Monday, August 05, 2024 at IST 1545 Hrs.

Thanking you,
Sincerely yours,

For Bharti Hexacom Limited



Richa Gupta Rohatgi
Company Secretary & Compliance Officer
Membership No.: A24446
Address: Bharti Crescent, 1, Nelson Mandela Road,
Vasant Kunj, Phase II, New Delhi - 110070

Bharti Hexacom Limited

Regd and Corporate Office: Bharti Crescent, 1 Nelson Mandela Road, Vasant Kunj, Phase II, New Delhi - 110 070, India

Tel: +91-11-4666 6100; Fax: +91-11-4166 6137

E-mail: bhartihexacom@bharti.in; Website: www.bhartihexacom.in

CIN: L74899DL1995PLC067527

**Bharti Hexacom Limited**

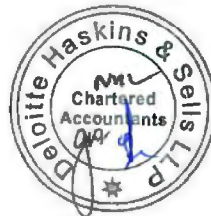
CIN: L74899DL1995PLC067527

Registered Office: Bharti Crescent, 1, Nelson Mandela Road, Vasant Kunj, Phase II, New Delhi – 110070, India
T: +91-11-4666 6100, F: +91-11-4166 6137, Email id: bhartihexacom@bharti.in**Statement of Audited Financial Results for the quarter ended June 30, 2024**

(Rs. in Millions; except per share data)

Particulars	Quarter ended			Previous year ended
	June 30, 2024	March 31, 2024	June 30, 2023	March 31, 2024
	Audited	Audited	Audited	Audited
Income				
Revenue from operations	19,106	18,680	16,817	70,888
Other income	399	487	804	2,487
	19,505	19,167	17,621	73,375
Expenses				
Network operating expenses	4,674	4,564	3,485	16,849
Access charges	2,209	2,067	1,641	7,461
License fee / Spectrum charges	1,734	1,728	1,572	6,520
Employee benefits expense	297	260	247	1,054
Sales and marketing expenses	1,036	897	976	3,692
Other expenses	398	386	596	1,700
	10,348	9,902	8,517	37,276
Profit before depreciation, amortisation, finance costs, exceptional items and tax	9,157	9,265	9,104	36,099
Depreciation and amortisation expenses	4,957	4,598	4,143	17,392
Finance costs	1,615	1,657	1,543	6,444
Profit before exceptional items and tax	2,585	3,010	3,418	12,263
Exceptional items (net)	(3,183)	-	-	3,030
Profit before tax	5,768	3,010	3,418	9,233
Tax expense / (credit)				
Current tax	1,056	1,271	-	5,135
Deferred tax	(400)	(487)	886	(946)
	656	784	886	4,189
Profit for the quarter / year	5,112	2,226	2,532	5,044
Other comprehensive income				
Items not to be reclassified to profit or loss:				
- Re-measurement (loss) / gain on defined benefit plans	(5)	0	(6)	(3)
- Tax credit / (expense)	1	(0)	1	1
Other comprehensive (loss) / income for the quarter / year	(4)	0	(5)	(2)
Total comprehensive income for the quarter / year	5,108	2,226	2,527	5,042
Earnings per share				
(Face value: Rs. 5 each)				
Basic and diluted earnings per share*	10.22	4.45	5.06	10.09
Paid-up equity share capital (Face value: Rs. 5 each)	2,500	2,500	2,500	2,500
Other equity	48,995	43,887	42,122	43,887

*Earnings per share are not annualised for the quarters.

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Audited Segment-wise Revenue, Results, Assets and Liabilities as of and for the quarter ended June 30, 2024

(Rs. in Millions)

Particulars	Quarter ended / As of			Previous year ended / As of
	June 30, 2024	March 31, 2024	June 30, 2023	March 31, 2024
	Audited	Audited	Audited	Audited
1. Segment Revenue				
- Mobile Services	18,604	18,232	16,473	69,211
- Homes and Office Services	568	547	469	2,059
Total segment revenue	19,172	18,779	16,942	71,270
Less: Inter-segment eliminations	66	99	125	382
Total revenue	19,106	18,680	16,817	70,888
2. Segment Results				
Profit before finance costs (net), exceptional items (net) and tax				
- Mobile Services	4,103	4,453	4,337	17,307
- Homes and Office Services	57	89	71	205
Total segment results	4,160	4,542	4,408	17,512
Less:				
(i) Finance costs (net)*	1,575	1,532	990	5,249
(ii) Exceptional items (net)	(3,183)	-	-	3,030
Profit before tax	5,768	3,010	3,418	9,233
3. Segment Assets				
- Mobile Services	169,177	172,999	178,420	172,999
- Homes and Office Services	5,839	4,556	3,031	4,556
Total segment assets	175,016	177,555	181,451	177,555
- Unallocated	9,618	9,129	8,653	9,129
- Inter-segment eliminations	(2,601)	(1,510)	(924)	(1,510)
Total assets	182,033	185,174	189,180	185,174
4. Segment Liabilities				
- Mobile Services	86,457	82,945	81,232	82,945
- Homes and Office Services	3,146	2,935	2,277	2,935
Total segment liabilities	89,603	85,880	83,509	85,880
- Unallocated^	43,536	54,417	61,973	54,417
- Inter-segment eliminations	(2,601)	(1,510)	(924)	(1,510)
Total liabilities	130,538	138,787	144,558	138,787

*net of interest income and net gain on fair value through profit and loss.

^mainly includes borrowings (including deferred payment liabilities).

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Notes to the Audited Financial Results

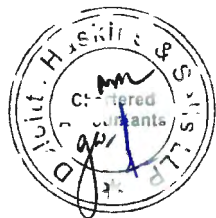
- The Audited Financial Results for the quarter ended June 30, 2024 have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on August 05, 2024.
- These Audited Financial Results are compiled / extracted from the Audited Interim Condensed Financial Statements for the quarter ended June 30, 2024 and Audited Financial results for the quarter and year ended March 31, 2024. The Audited Interim Condensed Financial Statements for the quarter ended June 30, 2024 have been prepared in accordance with Indian Accounting Standard ('Ind AS') 34, 'Interim Financial Reporting' as prescribed under Section 133 of the Companies Act, 2013 read together with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 (as amended from time to time) and other accounting principles generally accepted in India.
- During the quarter ended June 30, 2024, the Company has completed its Initial Public Offering, comprising of an offer for sale by Telecommunications Consultants India Limited (selling shareholder) of 75,000,000 equity shares of Rs. 5 each at a premium of Rs. 565 per share aggregating to Rs. 42,750 million. The equity shares were listed and started trading on BSE Limited and National Stock Exchange of India Limited with effect from April 12, 2024.
- During the quarter ended June 30, 2024, the Company has redeemed 20,000 listed, unsecured, non-convertible debentures of face value of Rs. 1 million each aggregating to Rs. 20,000 million with interest of Rs. 1,180 million on April 30, 2024.
- During the quarter ended June 30, 2024, the Company has participated in the latest spectrum auction conducted by the Department of Telecommunications, Government of India ('DOT') and acquired 15 MHz spectrum in 900 MHz, 1800 MHz and 2100 MHz frequency bands. This entire spectrum bank was secured for a total consideration of Rs. 10,010 million for 20 years, for which the allocation has been received upon the payment of the dues as per the demand note received subsequent to the quarter ended June 30, 2024.
- During the quarter ended June 30, 2024, the company has recognised exceptional gain of Rs 3,183 million on account of favorable judgement by Hon'ble Supreme Court of India regarding waiver of interest on tax treatment of adjusted revenue linked Variable License Fee payable to DOT.
- The company has issued commercial papers ('CP's'), which are listed on National Stock Exchange of India Limited, aggregating to Rs. 25,100 million of which CP's outstanding carrying value as on June 30, 2024 is Rs. 11,448 million.
- The disclosure required as per the provisions of Regulation 52(4) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 is given below:

S.No.	Particulars*	Quarter ended			Previous Year ended
		June 30, 2024	March 31, 2024	June 30, 2023	March 31, 2024
		Audited	Audited	Audited	Audited
(i)	Debt - equity ratio - [no. of times]	0.77	1.03	1.40	1.03
(ii)	Net worth - [Rs. in millions]	50,622	43,514	40,249	43,514
(iii)	Current ratio - [no. of times]	0.30	0.32	0.40	0.32
(iv)	Long term debt to working capital - [no. of times] ^f	(0.61)	(0.54)	(0.54)	(0.54)
(v)	Current liability ratio - [no. of times]	0.50	0.54	0.58	0.54
(vi)	Total debts to total assets - [no. of times]	0.42	0.44	0.49	0.44
(vii)	Debtors turnover - [no. of days]	18	16	13	15
(viii)	Debt service coverage ratio ('DSCR') - [no. of times]	0.41	0.54	4.43	1.51
(ix)	Interest service coverage ratio ('ISCR') - [no. of times]	6.33	6.73	6.56	6.47
(x)	Bad debts to Account receivable ratio (%)	0.2%	0.0%	1.6%	0.0%
(xi)	Operating margin (%)	19.9%	22.4%	24.7%	22.9%
(xii)	Net profit margin (%)	26.8%	11.9%	15.1%	7.1%
(xiii)	Debenture redemption reserve - [Rs. in millions]	N.A.	2,000	3,500	2,000
(xiv)	Capital redemption reserve - [Rs. in millions]	N.A.	N.A.	0.05	N.A.
(xv)	Outstanding redeemable preference shares	N.A.	N.A.	N.A.	N.A.

* As the principal activities of the Company are in the nature of services, hence inventory turnover ratio is not relevant.

net working capital is negative

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The basis of computation is provided in the table below:

(i)	Debt - equity ratio*	(Non-current borrowings (+) current borrowings (-) cash and cash equivalents) / equity *excluding lease liabilities
(ii)	Net worth	Aggregate of equity share capital and other equity excluding debenture redemption reserve, capital redemption reserve and capital reserve.
(iii)	Current ratio	Current assets / current liabilities
(iv)	Long term debt to working capital	Non-current borrowings / (current assets (-) current liabilities)
(v)	Current liability ratio	Current liabilities / total liabilities
(vi)	Total debt to total assets	(Non-current borrowings (+) current borrowings (+) lease liabilities) / total assets
(vii)	Debtors turnover ratio	Average trade receivable / (revenue from operations / no. of days for the period)
(viii)	DSCR	Profit before depreciation, amortisation, finance costs, exceptional items and tax / (interest expenses (+) principal repayments of long-term debt (+) payment of lease liabilities)
(ix)	ISCR	Profit before depreciation, amortisation, finance costs, exceptional items and tax / interest expenses
(x)	Bad debts to account receivable	Bad debts written off / average trade receivable (gross of allowances for doubtful receivables)
(xi)	Operating margin	(Profit before depreciation, amortisation, finance costs, exceptional items and tax (-) depreciation and amortisation expenses (-) other income) / revenue from operations
(xii)	Net profit margin	Net profit after tax / revenue from operations

9. All the amounts included in the Audited Financial Results are rounded off to the nearest million, except per share data and unless stated otherwise. Further, due to rounding off, certain amounts are appearing as '0'.

For Bharti Hexacom Limited

Jagdish Saksena Deepak
Chairman
DIN: 02194470

New Delhi
August 05, 2024

Notes:

- a) 'Bharti Hexacom' or 'Company' stands for Bharti Hexacom Limited.
b) For more details on the Audited Financial Results, please visit our website 'www.bhartihexacom.in'.



INDEPENDENT AUDITOR'S REPORT ON AUDIT OF INTERIM FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF BHARTI HEXACOM LIMITED

Opinion

We have audited the accompanying Statement of Audited Financial Results for the quarter ended June 30, 2024, of **BHARTI HEXACOM LIMITED** ("the Company"), ("the Financial Results"/ "the Statement"), being submitted by the Company pursuant to the requirements of Regulation 33 and Regulation 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("the Listing Regulations").

In our opinion and to the best of our information and according to the explanations given to us, the Statement:

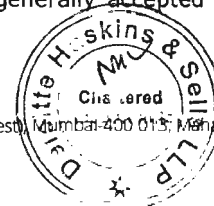
- i. is presented in accordance with the requirements of the Listing Regulations; and
- ii. gives a true and fair view in conformity with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 ("the Act") read with relevant rules issued thereunder and other accounting principles generally accepted in India of the net profit and total comprehensive income and other financial information of the Company for the quarter ended June 30, 2024.

Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing ("SAs") specified under Section 143(10) of the Act. Our responsibilities under those Standards are further described in Auditor's Responsibilities for Audit of the Financial Results section of our report below. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ("ICAI") together with the ethical requirements that are relevant to our audit of the Financial Results under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the ICAI's Code of Ethics. We believe that the audit evidence obtained by us is sufficient and appropriate to provide a basis for our audit opinion.

Management's and Those Charged with Governance's Responsibilities for the Statement

This Statement is the responsibility of the Company's management and has been approved by the Board of Directors for issuance. The Statement has been compiled/extracted from the Audited Interim Condensed Financial Statements for the quarter ended June 30, 2024 and the Audited Financial results for the quarter and year ended March 31, 2024. This responsibility includes the preparation and presentation of the Financial Results that give a true and fair view of the net profit/(loss) and other comprehensive income/(loss) and other financial information in accordance with the recognition and measurement principles laid down in Ind AS 34 prescribed under Section 133 of the Act read with relevant rules issued thereunder and other accounting principles generally accepted in India and in



compliance with the Listing Regulations. The responsibility of Board of Directors includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Financial Results that give a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the Financial Results, the management and the Board of Directors are responsible for assessing the Company's ability, to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors are also responsible for overseeing the financial reporting process of the Company.

Auditor's Responsibilities for the audit of Financial Results

Our objectives are to obtain reasonable assurance about whether the Financial Results as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this Financial Results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the Financial Results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal financial controls relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal financial controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of Directors.
- Evaluate the appropriateness and reasonableness of disclosures made by the Board of Directors in terms of the requirements specified under the Listing Regulations.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the ability of the Company to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Statement or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to



the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the Financial Results, including the disclosures, and whether the Financial Results represent the underlying transactions and events in a manner that achieves fair presentation.

Materiality is the magnitude of misstatements in the Financial Results that, individually or in aggregate, makes it probable that the economic decisions of a reasonably knowledgeable user of the Financial Results may be influenced. We consider quantitative materiality and qualitative factors in (i) planning the scope of our audit work and in evaluating the results of our work; and (ii) to evaluate the effect of any identified misstatements in the Financial Results.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

For **DELOITTE HASKINS & SELLS LLP**
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)



Nilesh H. Lahoti
(Partner)
(Membership No. 130054)

UDIN: 24130054BKFRRD4673

Place: New Delhi
Date: August 05, 2024



August 05, 2024

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BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001, India
Scrip Code: 544162

Sub: Press Release w.r.t. financial results for the first quarter (Q1) and three months ended June 30, 2024

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the press release being issued by the Company with regard to the audited financial results of the Company for the first quarter (Q1) and three months ended June 30, 2024.

Kindly take the same on record.

Thanking you,
Sincerely yours,

For Bharti Hexacom Limited



Richa Gupta Rohatgi
Company Secretary & Compliance Officer
Membership No.: A24446
Address: Bharti Crescent, 1, Nelson Mandela Road,
Vasant Kunj, Phase II, New Delhi - 110070

Bharti Hexacom Limited

Regd. and Corporate Office: Bharti Crescent, 1 Nelson Mandela Road, Vasant Kunj, Phase II, New Delhi - 110 070, India

Tel: +91-11-4666 6100; Fax: +91-11-4166 6137

E-mail: bhartihexacom@bharti.in; Website: www.bhartihexacom.in

CIN: L74899DL1995PLC067527



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

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.]



August 05, 2024

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Symbol: BHARTIHEXA

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001, India
Scrip Code: 544162

Sub: Quarterly report for the first quarter (Q1) ended June 30, 2024

Dear Sir/ Madam,

Pursuant to Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the quarterly report for the first quarter (Q1) ended June 30, 2024 being released by the Company.

Kindly take the same on record.

Thanking you,
Sincerely yours,

For Bharti Hexacom Limited



Richa Gupta Rohatgi
Company Secretary & Compliance Officer
Membership No.: A24446
Address: Bharti Crescent, 1, Nelson Mandela Road,
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- **Hexacom unveils affordable International Roaming packs for customers travelling across the world**
- **Hexacom extends 5G coverage to 350+ towns empowering customers to enjoy the power of 5G**
- **Hexacom bolstered sub-giga hertz and mid-band holding by acquiring 15 MHz spectrum**



5th August 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

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SECTION 1 PERFORMANCE AT A GLANCE

Particulars	Unit	Full Year Ended			Quarter Ended				
		2022	2023	2024	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24
Operating Highlights									
Total Customer Base	000's	24,898	26,045	27,646	26,461	26,805	27,071	27,646	27,917
Total Minutes on Network	Mn Min	297,157	321,786	351,591	86,789	87,221	86,689	90,892	89,435
Network Towers	Nos	18,786	21,672	25,704	22,605	23,748	24,874	25,704	25,972
Financials (Rs Mn)									
Total revenues	Rs Mn	54,052	65,790	70,888	16,817	17,385	18,006	18,680	19,106
EBITDA	Rs Mn	18,985	28,884	34,905	8,551	8,592	8,621	9,140	9,117
EBIT	Rs Mn	4,575	13,351	17,513	4,407	4,271	4,293	4,542	4,160
Cash profit from operations before Derivative & Exchange Fluctuations	Rs Mn	13,310	22,865	29,646	7,558	7,282	7,212	7,595	7,546
Profit before tax	Rs Mn	(1,100)	7,338	12,263	3,418	2,953	2,881	3,010	2,585
Net income	Rs Mn	16,746	5,492	5,044	2,532	(1,841)	2,127	2,226	5,112
Capex	Rs Mn	7,693	15,162	20,235	5,883	5,912	3,515	4,925	3,179
Operating Free Cash Flow (EBITDA - Capex)	Rs Mn	11,291	13,721	14,670	2,668	2,680	5,106	4,216	5,938
Net Debt	Rs Mn	88,984	81,021	78,273	79,956	77,546	75,375	78,273	75,421
Shareholder's Equity	Rs Mn	36,605	42,095	46,387	44,622	42,033	44,161	46,387	51,495
Financials (US\$ Mn)									
Total Revenue ¹	US\$ Mn	727	819	857	205	211	216	225	229
EBITDA ¹	US\$ Mn	255	359	422	104	104	104	110	109
EBIT ¹	US\$ Mn	62	166	212	54	52	52	55	50
Cash profit from operations before Derivative & Exchange Fluctuations ¹	US\$ Mn	179	284	358	92	88	87	91	91
Profit before Tax ¹	US\$ Mn	(15)	91	148	42	36	35	36	31
Net income ¹	US\$ Mn	225	68	61	31	(22)	26	27	61
Capex ¹	US\$ Mn	103	189	245	72	72	42	59	38
Operating Free Cash Flow (EBITDA - Capex)	US\$ Mn	152	171	177	32	32	61	51	71
Net Debt ²	US\$ Mn	1,172	984	939	975	933	907	939	904
Shareholder's Equity ²	US\$ Mn	482	511	556	544	506	531	556	617
Key Ratios									
EBITDA Margin	%	35.1%	43.9%	49.2%	50.8%	49.4%	47.9%	48.9%	47.7%
EBIT Margin	%	8.5%	20.3%	24.7%	26.2%	24.6%	23.8%	24.3%	21.8%
Net Profit Margin	%	31.0%	8.3%	7.1%	15.1%	-10.6%	11.8%	11.9%	26.8%
Net Debt to Funded Equity Ratio	Times	2.43	1.92	1.69	1.79	1.84	1.71	1.69	1.46
Net Debt to EBITDA (Annualised)	Times	4.69	2.81	2.24	2.34	2.26	2.19	2.14	2.07
Interest Coverage ratio	Times	3.60	5.02	6.23	6.12	6.11	6.07	6.61	6.29
Return on Shareholder's Equity (Post Tax)	%	59.3%	14.0%	11.4%	16.3%	9.8%	11.2%	11.1%	15.6%
Return on Shareholder's Equity (Pre Tax)	%	65.2%	18.6%	20.9%	21.9%	18.6%	20.7%	20.4%	23.7%
Return on Capital employed (Annualised)	%	4.1%	10.7%	14.1%	14.2%	14.0%	14.4%	14.9%	13.2%
Valuation Indicators*									
Market Capitalization	Rs Bn	-	-	406.9	-	-	-	406.9	559.4
Market Capitalization	US\$ Bn	-	-	4.9	-	-	-	4.9	6.7
Enterprise Value	Rs Bn	-	-	485.1	-	-	-	485.1	634.8
EV / EBITDA	Times	-	-	13.9	-	-	-	13.3	17.4
PE Ratio	Times	-	-	80.7	-	-	-	80.7	73.4

*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 82.16 for the quarter ended June 30, 2023 (e) Rs 82.49 for the quarter ended September 30, 2023 (f) Rs 83.22 for the quarter ended December 31, 2023 (g) Rs 83.10 for the quarter ended March 31, 2024 (h) Rs 83.36 for the quarter ended June 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 82.04 for the quarter ended June 30, 2023 (e) Rs 83.08 for the quarter ended September 30, 2023 (f) Rs 83.12 for the quarter ended December 31, 2023 (g) Rs 83.37 for the quarter ended March 31, 2024 (h) Rs 83.45 for the quarter ended June 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 omnichannel approach and use of data science. We have a gamut of digital offerings to enhance customer engagement and differentiated customised 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 optimisation 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 97 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.

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 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	Amount in Rs Mn, except ratios		
	Quarter Ended		
	Jun-24	Jun-23	Y-o-Y Growth
Total revenues	19,106	16,817	14%
EBITDA	9,117	8,551	7%
<i>EBITDA / Total revenues</i>	<i>47.7%</i>	<i>50.8%</i>	<i>-3.1 pp</i>
EBIT	4,160	4,407	-6%
Finance cost (net)	1,575	989	59%
Profit before tax	2,585	3,418	-24%
Income tax expense	656	886	-26%
Profit after tax (before exceptional items)	1,930	2,532	-24%
Net income (before exceptional items)	1,930	2,532	-24%
Exceptional Items (net of tax)	(3,183)	-	-100%
Net income (after exceptional items)	5,112	2,532	102%
Capex	3,179	5,883	-46%
Operating Free Cash Flow (EBITDA - Capex)	5,938	2,668	123%
Cumulative Investments	212,163	199,074	7%

3.1.2 Summarized Statement of Financial Position

Particulars	Amount in Rs Mn	
	As at Jun 30, 2024	As at Jun 30, 2023
Assets		
Non-current assets	162,886	155,595
Current assets	19,147	33,585
Total assets	182,033	189,180
Liabilities		
Non-current liabilities	65,710	60,384
Current liabilities	64,828	84,174
Total liabilities	130,538	144,558
Equity		
Equity	51,495	44,622
Total Equity	51,495	44,622
Total Equity and liabilities	182,033	189,180



3.2 Segment wise Summarized Statement of Operations

3.2.1 Mobile Services

Particulars	Amount in Rs Mn, except ratios		
	Quarter Ended		
	Jun-24	Jun-23	Y-o-Y Growth
Total revenues	18,604	16,473	13%
EBITDA	8,928	8,390	6%
<i>EBITDA / Total revenues</i>	<i>48.0%</i>	<i>50.9%</i>	<i>-2.9 pp</i>
EBIT	4,103	4,337	-5%
Capex	2,842	5,776	-51%
Operating Free Cash Flow (EBITDA - Capex)	6,086	2,614	133%
Cumulative Investments	207,915	196,120	6%

3.2.2 Homes and Office Services

Particulars	Amount in Rs Mn, except ratios		
	Quarter Ended		
	Jun-24	Jun-23	Y-o-Y Growth
Total revenues	568	469	21%
EBITDA	189	161	17%
<i>EBITDA / Total revenues</i>	<i>33.3%</i>	<i>34.3%</i>	<i>-1.1 pp</i>
EBIT	57	71	-20%
Capex	337	107	214%
Operating Free Cash Flow (EBITDA - Capex)	(148)	53	-377%
Cumulative Investments	4,248	2,954	44%



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	Jun-24	Mar-24	Q-on-Q Growth	Jun-23	Y-on-Y Growth
Customer Base	000's	27,596	27,341	0.9%	26,223	5.2%
Net Additions	000's	255	558	-54.3%	396	-35.5%
Monthly Churn	%	2.5%	2.0%	0.5%	2.4%	0.0%
Average Revenue Per User (ARPU)	Rs	205	204	0.4%	194	5.5%
Average Revenue Per User (ARPU)	US\$	2.5	2.5	0.1%	2.4	4.0%
Revenue per tower per month	Rs	239,298	239,261	0.0%	246,189	-2.8%
Voice						
Minutes on the network	Mn	89,426	90,882	-1.6%	86,783	3.0%
Voice Usage per customer per month	min	1,086	1,120	-3.1%	1,110	-2.2%
Data						
Data Customer Base	000's	20,461	19,773	3.5%	17,672	15.8%
<i>Of which 4G/5G data customers</i>	000's	20,183	19,480	3.6%	17,352	16.3%
<i>As % of Customer Base</i>	%	74.1%	72.3%	1.8%	67.4%	6.7%
Total GBs on the network	Mn GBs	1,545	1,430	8.0%	1,183	30.6%
Data Usage per customer per month	GBs	25.7	24.5	4.6%	22.5	14.2%

4.2 Homes and Office Services

Parameters	Unit	Jun-24	Mar-24	Q-on-Q Growth	Jun-23	Y-on-Y Growth
Homes Customers	000's	321	305	5.3%	239	34.6%
Net additions	000's	16	16	-0.7%	20	-19.3%
Average Revenue Per User (ARPU)	Rs	514	522	-1.5%	558	-7.9%
Average Revenue Per User (ARPU)	US\$	6.2	6.3	-1.8%	6.8	-9.2%

4.3 Network and Coverage

Parameters	Unit	Jun-24	Mar-24	Q-on-Q Growth	Jun-23	Y-on-Y Growth
Mobile Services						
Network towers	Nos	25,972	25,704	268	22,605	3,367
Total Mobile Broadband Base stations	Nos	80,500	79,835	665	72,249	8,251
Homes Services- Cities covered	Nos	97	93	4	87	10



SECTION 5

MANAGEMENT DISCUSSION AND ANALYSIS

5.1 Key Company Developments

- Bharti Hexacom acquired 15 MHz spectrum to enhance its mid-band spectrum holding. The company had spent total consideration of Rs 1,001 cr to secure the said quantum of spectrum.

The spectrum purchase is in line with company's stated strategy to build large pool of mid-band holding to deliver seamless 4G and 5G services across the country. Hexacom has consistently been at the forefront of introducing disruptive technologies to India. As a result of the use of the mid-band spectrum, customers can enjoy enhanced browsing speeds in addition to improved indoor coverage.

- We welcome the announcements in the industry to repair tariffs. The company has revised its mobile tariffs from July 3rd. We have ensured that there is a very modest price increase (less than 70p per day) on the entry level plans, in order to eliminate any burden on budget challenged consumers.

- Hexacom launched affordable international roaming packs for customers travelling abroad. The new packs include access to 184 countries and the tariffs start at as low as Rs. 133/day, making them an affordable option even when compared to local SIMS. In addition, these packs offer enhanced data benefits, in-flight connectivity and 24x7 contact centre support, auto activation of services upon landing overseas, unlimited data and voice benefits. Hexacom customers travelling to these 184 countries no longer need to subscribe to multiple packs for various travel destinations and have the convenience to simply choose the duration of travel and enjoy seamless connectivity anywhere in the world through one single pack in the most affordable manner.
- The company has issued commercial papers (CPs), which are listed on National Stock Exchange of India Ltd, aggregating to Rs. 25,100 mn of which CPs outstanding carrying value as on June 30, 2024 is Rs. 11,448 mn.
- The company has redeemed 20,000 listed, unsecured non-convertible debentures of face value of Rs 1 mn each aggregating to Rs 20,000 mn with interest on April 30, 2024.

5.2 Results of Operations

Key Highlights – For the quarter ended June 30, 2024

- Overall customer base at 27.92 Mn (up 5.5% YoY)
- Mobile data traffic at 1,473 PBs (up 30.6% YoY)
- Total revenues of Rs 19.1 Bn; up by 13.6% YoY
- EBITDA at Rs 9.1 Bn; up 6.6%YoY; EBITDA margin is 47.7%, down by 3.1%YoY
- EBIT at Rs 4.2 Bn; down by 5.6% YoY; EBIT margin is 21.8% down by 4.4% YoY
- Net income (before EI) of Rs 1.9 Bn vis-à-vis Net income of Rs 2.5 Bn in the corresponding quarter last year
- Net income (after EI) of Rs 5.1 Bn vis-à-vis Net income of Rs 2.5 Bn in the corresponding quarter last year

5.2.1 Results for the quarter ended June 30, 2024

As on June 30, 2024, the Company had 27.92 Mn customers, an increase of 5.5% as compared to 26.46 Mn in the corresponding quarter last year. Total minutes of usage on the network during the quarter were 89 Bn, representing a growth of 3.0% as compared to 87 Bn in the corresponding quarter last year. 4G/5G data customer base stood at 20.2 Mn, increased by 0.7 Mn QoQ and 2.8 Mn YoY. Mobile Data traffic grew 30.6% to 1,473 PBs during the quarter as compared to 1,129 PBs in the corresponding quarter last year. Average mobile data usage per customer increased by 14.2% YoY to 25.7 GB/month as compared to 22.5 GB/month in the corresponding quarter last year.

By the end of the quarter, the company had 25,972 network towers as compared to 22,605 network towers in the corresponding quarter last year. The Company had total 80,500 mobile broadband base stations as compared to 72,249 mobile broadband base stations at the end of the corresponding quarter last year and 79,835 at the end of the previous quarter. Further, the Homes & Office services had Homes operations in 97 cities (including LCOs). The segment witnessed a revenue growth of 21.1% YoY and customer net additions of 16 K during the quarter to reach a total base of 0.3 Mn in Q1'25. On a YoY basis, the customer base increased by 34.6%.

Revenues for the quarter stood at Rs 19,106 Mn, up by 13.6% vis-à-vis Rs 16,817 Mn in the corresponding quarter last year.

Net revenues, after netting off access costs, license fees and cost of goods sold, stood at Rs 15,122 Mn, up 11.6% as compared to Rs 13,555 Mn in the corresponding quarter last year.

Opex (excluding access costs, costs of goods sold and license fees) stood at Rs 6,364 Mn, increased by 5.1% QoQ (up 21.1% as compared to corresponding quarter last year)

EBITDA was at Rs 9,117 Mn during the quarter, compared to Rs 8,551 Mn in the corresponding quarter last year (up 6.6% YoY) and Rs 9,140 Mn in the previous quarter (down 0.3% QoQ). EBITDA margin for the quarter was at 47.7% as compared to 50.8% in the corresponding quarter last year and 48.9% in the previous quarter.

Depreciation and amortization expenses were at Rs 4,957 Mn vis-à-vis Rs 4,143 Mn in the corresponding quarter last year (up 19.6%YoY) and Rs 4,598 Mn in the previous quarter.

EBIT for the quarter was at Rs 4,160 Mn as compared to Rs 4,407 Mn in the corresponding quarter last year and Rs 4,542 Mn in the previous quarter. The resultant EBIT margin for the quarter was at



21.8% as compared to 26.2% in the corresponding quarter last year and 24.3% in the previous quarter.

Cash profits from operations (before derivative and exchange fluctuations) for the quarter were at Rs 7,546 Mn as compared to Rs 7,558 Mn in the corresponding quarter last year and Rs 7,595 Mn in the previous quarter.

Net finance costs for the quarter were at Rs 1,575 Mn as compared to Rs 989 Mn in the corresponding quarter last year (up 59.2%YoY) and Rs 1,532 Mn in the previous quarter (up 2.8% QoQ).

The resultant profit before tax and exceptional items for the quarter ended June 30, 2024 was Rs 2,585 Mn as compared to profit of Rs 3,418 Mn in the corresponding quarter last year and a profit of Rs 3,010 Mn in the previous quarter.

The income tax expense for the quarter ended June 30, 2024 was Rs 656 Mn as compared to Rs 886 Mn in the corresponding quarter last year and Rs 784 Mn in the previous quarter.

Net income (before exceptional item) for the quarter ended June 30, 2024 was Rs 1,930 Mn as compared to profit of Rs 2,532 Mn in the corresponding quarter last year and profit of Rs 2,226 Mn in

the previous quarter. After accounting gain of Rs 3,183 Mn towards exceptional item (net of tax) the resultant net income for the quarter ended June 30, 2024 came in at Rs 5,112 Mn.

The capital expenditure for the quarter ended June 30, 2024 was Rs 3,179 Mn

Net debt excluding lease obligations for the company stands at Rs 39,821 Mn as on June 30, 2024 compared to Rs 49,595 Mn as on June 30, 2023. Net debt for the company including the impact of leases stood at Rs 75,421 Mn as on June 30, 2024. The Net Debt-EBITDA ratio (annualized) and including the impact of leases for the quarter June 30, 2024 was at 2.07 times as compared to 2.14 times in the previous quarter.

5.2.2 Exceptional Items

During the quarter ended June 30, 2024, the company has recognised exceptional gain of Rs 3,183 Mn on account of favorable judgement by the Hon'ble Supreme Court of India regarding the waiver of interest on tax treatment of adjusted revenue linked Variable License Fee ('VLF') payable to DOT.

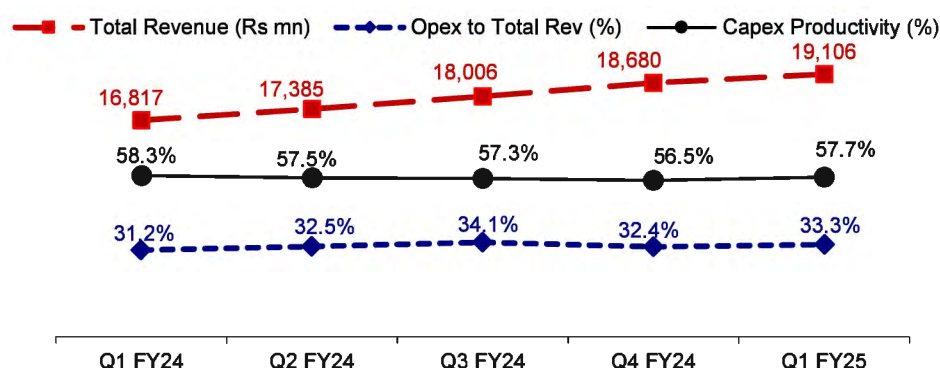
5.3 Bharti Hexacom's Three Line Graph

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 June 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 (28/06/24)	Rs /Share	1,119
Combined Volume (NSE & BSE) (12/4/24 - 28/06/24)	Nos in Mn/day	2.8
Combined Value (NSE & BSE) (12/4/24 - 28/06/24)	Rs Mn /day	2,485
Market Capitalization	Rs Bn	559.40
Market Capitalization	US\$ Bn	6.70
Book Value Per Equity Share	Rs /share	102.99
Market Price/Book Value	Times	10.86
Enterprise Value	Rs Bn	634.82
Enterprise Value	US\$ Bn	7.61
Enterprise Value/ EBITDA (Annualised)	Times	17.41
P/E Ratio	Times	73.39

*As on last trading day.

6.2 Summarized Shareholding pattern as of June 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	68,489,548	13.70%
Non-institutions	81,510,462	16.30%
Sub total	150,000,010	30.00%
Total	500,000,000	100.00%



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	Amount in Rs Mn, except ratios		
	Quarter Ended		
	Jun-24	Jun-23	Y-o-Y Growth
Income			
Revenue	19,106	16,817	14%
Other income	399	804	-50%
Total	19,505	17,621	11%
Expenses			
Network operating expenses	4,674	3,485	34%
Access Charges	2,209	1,641	35%
License fee / spectrum charges (revenue share)	1,734	1,572	10%
Employee benefits	297	247	20%
Sales and marketing expenses	1,036	976	6%
Other expenses	398	596	-33%
Total	10,348	8,517	21%
Profit from operating activities before depreciation, amortization and exceptional items	9,157	9,104	1%
Depreciation and amortisation	4,957	4,143	20%
Finance costs	1,615	1,543	5%
Profit before exceptional items and tax	2,585	3,418	-24%
Exceptional items	(3,183)	-	-100%
Profit/(Loss) before tax	5,768	3,418	69%
Tax expense			
Current tax	1,056	-	100%
Deferred tax	(400)	886	-145%
Profit / (Loss) for the period	5,112	2,532	102%
Items not to be reclassified to profit or loss :			
Re-measurement gains / (losses) on defined benefit plans	(5)	(6)	17%
Tax credit / (charge)	1	1	-31%
Other comprehensive income / (loss) for the period	(4)	(5)	12%
Total comprehensive income / (loss) for the period	5,108	2,527	102%
Earnings per share (Face value : Rs. 5/- each) (In Rupees)			
Basic	10.22	5.06	102%
Diluted	10.22	5.06	102%



7.1.2 Summarized Balance Sheet

Particulars	Amount in Rs Mn		
	As at Jun 30, 2024	As at Mar 31, 2024	As at Jun 30, 2023
Assets			
Non-current assets			
Property, plant and equipment (inc CWIP and ROU)	86,619	84,009	75,908
Intangible assets	55,563	56,586	58,792
Financial Assets			
- Others	4,817	4,874	5,435
Income & Deferred tax assets (net)	11,472	10,843	10,052
Other non-current assets	4,415	4,890	5,408
	162,886	161,202	155,595
Current assets			
Financial Assets			
- Investments	58	2,376	12,985
- Trade receivables	3,013	4,446	3,401
- Cash and bank balances	153	398	168
- Other bank balances	253	345	332
- Others	10,519	10,514	9,409
Other current assets	5,151	5,893	7,290
	19,147	23,972	33,585
Total Assets	182,033	185,174	189,180
Equity and liabilities			
Equity			
Equity	51,495	46,387	44,622
	51,495	46,387	44,622
Non-current liabilities			
Financial Liabilities			
- Borrowings	58,649	56,230	53,682
- Others	282	0	261
Other non-current liabilities	6,779	7,045	6,441
	65,710	63,275	60,384
Current liabilities			
Financial Liabilities			
- Borrowings	16,983	24,816	39,427
- Trade Payables	16,870	14,848	16,489
- Others	6,973	9,543	10,632
Current tax liabilities (net)	5,360	7,785	624
Other current liabilities	18,642	18,520	17,002
	64,828	75,512	84,174
Total liabilities	130,538	138,787	144,558
Total equity and liabilities	182,033	185,174	189,180



7.1.3 Statement of Cash Flow

Particulars	Amount in Rs Mn	
	Quarter Ended	
	Jun-24	Jun-23
Cash flows from operating activities		
Profit before tax	5,768	3,418
Adjustments for -		
Depreciation and amortisation	4,957	4,143
Finance costs	1,614	1,543
Interest income	(17)	(367)
Net fair value gain on financial instruments	(23)	(185)
Other non-cash items	(3,163)	183
Operating cash flow before changes in working capital	9,136	8,735
Changes in working capital -		
Trade receivables	1,422	(2,004)
Trade payables	1,922	2,041
Other assets and liabilities	1,131	268
Net cash generated from operations before tax	13,611	9,040
Income tax (paid) / refund	(526)	(59)
Net cash generated from operating activities (a)	13,085	8,981
Cash flows from investing activities		
Net (Purchase) / proceeds from sale of PPE	(4,728)	(4,999)
Purchase of intangible assets, spectrum- DPL	(0)	-
Net movement in current investments	2,341	(2,340)
Interest received	20	362
Net cash used in investing activities (b)	(2,367)	(6,977)
Cash flows from financing activities		
Net (Repayments) / Proceeds from borrowings	(20,000)	-
Net proceeds/ (repayments) from short-term borrowings	11,520	77
Payment of lease liabilities	(755)	(666)
Interest and other finance charges paid	(1,728)	(1,771)
Net cash used in financing activities (c)	(10,963)	(2,360)
Net movement in cash and cash equivalents (a+b+c)	(245)	(356)
Cash and cash equivalents as at beginning of the period	398	524
Cash and cash equivalents as at end of the period	153	168



7.2 Schedule of Net Debt & Finance Cost

7.2.1 Schedule of Net Debt in INR

Particulars	Amount in Rs Mn	
	As at Jun 30, 2024	As at Jun 30, 2023
Short-term borrowings and current portion of long-term debt	11,686	35,054
Deferred payment liability	28,346	27,694
Less:		
Cash and Cash Equivalents	153	168
Investments & Receivables	58	12,985
Net Debt	39,821	49,595
Lease Obligations	35,600	30,361
Net Debt including Lease Obligations	75,421	79,956

7.2.2 Schedule of Net Debt in US\$

Particulars	Amount in US\$ Mn	
	As at Jun 30, 2024	As at Jun 30, 2023
Short-term borrowings and current portion of long-term debt	140	427
Deferred payment liability	340	338
Less:		
Cash and Cash Equivalents	2	2
Investments & Receivables	1	158
Net Debt	477	605
Lease Obligation	427	370
Net Debt including Lease Obligations	904	975

7.2.3 Schedule of Finance Cost

Particulars	Amount in Rs Mn, except ratios	
	Quarter Ended	
	Jun-24	Jun-23
Interest on borrowings & Finance charges	930	968
Interest on Lease Obligations	681	578
Derivatives and exchange (gain)/ loss	4	(3)
Investment (income)/ loss	(40)	(554)
Finance cost (net)	1,575	989



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

Particulars	Amount in Rs Mn, except ratios	
	Quarter Ended	
	Jun-24	Jun-23
Profit / (loss) from operating activities before depreciation, amortization and exceptional items To EBITDA		
Profit / (Loss) from Operating Activities	9,157	9,104
Less: Finance Income/Derivatives MTM	40	554
EBITDA	9,117	8,550
Reconciliation of Finance Cost		
Finance Cost	1,615	1,543
Less: Finance Income/Derivatives MTM	40	554
Finance Cost (net)	1,575	989
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	9,157	9,104
Less: Finance cost	1,615	1,543
Add: Derivatives and exchange (gain)/loss	4	(3)
Cash Profit from Operations before Derivative & Exchange Fluctuation	7,546	7,558



SECTION 8

COST SCHEDULES

8.1 Schedule of Operating Expenses

Particulars	<i>Amount in Rs Mn</i>	
	Quarter Ended	
	Jun-24	Jun-23
Access charges	2,209	1,641
Licence fees, revenue share & spectrum charges	1,734	1,572
Network operations costs	4,674	3,485
Cost of goods sold	41	49
Employee costs	297	247
Selling, general and administration expense	1,393	1,523
Operating Expenses		8,517

8.2 Schedule of Depreciation & Amortization

Particulars	<i>Amount in Rs Mn</i>	
	Quarter Ended	
	Jun-24	Jun-23
Depreciation	3,898	3,263
Amortization	1,059	880
Depreciation & Amortization		4,143

8.3 Schedule of Income Tax

Particulars	<i>Amount in Rs Mn</i>	
	Quarter Ended	
	Jun-24	Jun-23
Current tax expense	1,056	-
Deferred tax expense / (income)	(400)	886
Income tax expense		886



SECTION 9

TRENDS AND RATIO ANALYSIS

9.1 Based on Statement of Operations

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-24	Mar-24	Dec-23	Sep-23	Jun-23
Total revenues	19,106	18,680	18,006	17,385	16,817
Access charges	2,209	2,067	1,897	1,857	1,641
Cost of goods sold	41	53	46	47	49
Licence Fee	1,734	1,728	1,655	1,564	1,572
Net revenues	15,122	14,833	14,408	13,916	13,555
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee & Charity and Donation)	6,364	6,053	6,132	5,658	5,255
EBITDA	9,117	9,140	8,621	8,592	8,551
Cash profit from operations before Derivative and Exchange Fluctuations	7,546	7,595	7,212	7,282	7,556
EBIT	4,160	4,542	4,293	4,271	4,407
Profit before Tax	2,586	3,010	2,881	2,953	3,418
Profit after Tax (before exceptional items)	1,930	2,226	2,127	2,229	2,532
Net income (before exceptional items)	1,930	2,226	2,127	2,229	2,532
Exceptional Items (net of tax)	(3,183)	-	-	4,071	-
Net income (after exceptional items)	5,112	2,226	2,127	(1,841)	2,532
Capex	3,179	4,925	3,515	5,912	5,883
Operating Free Cash Flow (EBITDA - Capex)	5,938	4,216	5,106	2,680	2,668
Cumulative Investments	212,163	209,954	205,843	203,038	199,074
	Jun-24	Mar-24	Dec-23	Sep-23	Jun-23
As a % of Total revenues					
Access charges	11.6%	11.1%	10.5%	10.7%	9.8%
Cost of goods sold	0.2%	0.3%	0.3%	0.3%	0.3%
Licence Fee	9.1%	9.3%	9.2%	9.0%	9.4%
Net revenues	79.2%	79.4%	80.0%	80.0%	80.6%
Operating Expenses (Excl Access Charges, cost of goods sold & License Fee & Charity and Donation)	33.3%	32.4%	34.1%	32.5%	31.2%
EBITDA	47.7%	48.9%	47.9%	49.4%	50.8%
Cash profit from operations before Derivative and Exchange Fluctuations	39.5%	40.7%	40.1%	41.9%	44.9%
EBIT	21.8%	24.3%	23.8%	24.6%	26.2%
Profit before Tax	13.5%	16.1%	16.0%	17.0%	20.3%
Profit after Tax (before exceptional items)	10.1%	11.9%	11.8%	12.8%	15.1%
Net income (before exceptional items)	10.1%	11.9%	11.8%	12.8%	15.1%
Net income (after exceptional items)	26.8%	11.9%	11.8%	-10.6%	15.1%



9.2 Financial Trends of Business Operations

Mobile Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-24	Mar-24	Dec-23	Sep-23	Jun-23
Total revenues	18,604	18,232	17,477	17,029	16,473
EBITDA	8,928	8,939	8,403	8,471	8,390
<i>EBITDA / Total revenues</i>	<i>48.0%</i>	<i>49.0%</i>	<i>48.1%</i>	<i>49.7%</i>	<i>50.9%</i>
EBIT	4,103	4,453	4,209	4,307	4,337
Capex	2,842	4,662	3,283	5,249	5,776
Operating Free Cash Flow (EBITDA - Capex)	6,086	4,277	5,120	3,222	2,614
Cumulative Investments	207,915	205,924	202,072	199,498	196,120

Homes and Office Services

Amount in Rs Mn, except ratios

Particulars	Quarter Ended				
	Jun-24	Mar-24	Dec-23	Sep-23	Jun-23
Total revenues	568	547	543	500	469
EBITDA	189	201	217	121	161
<i>EBITDA / Total revenues</i>	<i>33.3%</i>	<i>36.7%</i>	<i>40.0%</i>	<i>24.2%</i>	<i>34.3%</i>
EBIT	57	89	82	(37)	71
Capex	337	263	232	663	107
Operating Free Cash Flow (EBITDA - Capex)	(148)	(62)	(15)	(542)	53
Cumulative Investments	4,248	4,030	3,772	3,540	2,954



9.3 Based on Statement of Financial Position

Amount in Rs Mn, except ratios

Particulars	As at				
	Jun 30, 2024	Mar 31, 2024	Dec 31, 2023	Sep 30, 2023	Jun 30, 2023
Equity	51,495	46,387	44,161	42,033	44,622
Net Debt	75,421	78,273	75,375	77,546	79,954
Net Debt (US\$ Mn)	904	939	907	933	975
Capital Employed = Equity + Net Debt	126,916	124,660	119,535	119,578	124,576
	Jun 30, 2024	Mar 31, 2024	Dec 31, 2023	Sep 30, 2023	Jun 30, 2023
Return on Equity (Post Tax)	15.6%	11.1%	11.2%	9.8%	16.3%
Return on Equity (Pre Tax)	23.7%	20.4%	20.7%	18.6%	21.9%
Return on Capital Employed	13.2%	14.9%	14.4%	14.0%	14.2%
Net Debt to EBITDA (Annualised)	2.07	2.14	2.19	2.26	2.34
Assets Turnover ratio	64.5%	65.7%	64.5%	65.4%	64.5%
Interest Coverage ratio (times)	6.29	6.61	6.07	6.11	6.12
Net Debt to Funded Equity (Times)	1.46	1.69	1.71	1.84	1.79
Per share data (for the period)					
Net profit/(loss) per common share (in Rs)	10.22	4.45	4.26	(3.68)	5.06
Net profit/(loss) per diluted share (in Rs)	10.22	4.45	4.26	(3.68)	5.06
Book Value Per Equity Share (in Rs)	103.0	92.8	88.3	84.1	89.2
Market Capitalization (Rs Bn)	559.4	406.9	-	-	-
Enterprise Value (Rs Bn)		485.1	-	-	-



9.4 Operational Performance

Parameters	Unit	Jun-24	Mar-24	Dec-23	Sep-23	Jun-23
Total Customers Base	000's	27,917	27,646	27,071	26,805	26,461
Mobile Services						
Customer Base	000's	27,596	27,341	26,782	26,539	26,223
Net Additions	000's	255	558	244	316	396
Monthly Churn	%	2.5%	2.0%	2.5%	2.6%	2.4%
Average Revenue Per User (ARPU)	Rs	205	204	200	196	194
Average Revenue Per User (ARPU)	US\$	2.5	2.5	2.4	2.4	2.4
Revenue per towers per month	Rs	239,298	239,261	239,880	242,824	246,189
Voice						
Minutes on the network	Mn	89,426	90,882	86,680	87,212	86,783
Voice Usage per customer per month	min	1,086	1,120	1,086	1,100	1,110
Data						
Data Customer Base	000's	20,461	19,773	19,144	18,592	17,672
<i>Of which 4G/5G data customers</i>	<i>000's</i>	<i>20,183</i>	<i>19,480</i>	<i>18,839</i>	<i>18,270</i>	<i>17,352</i>
<i>As % of Customer Base</i>	<i>%</i>	<i>74.1%</i>	<i>72.3%</i>	<i>71.5%</i>	<i>70.1%</i>	<i>67.4%</i>
Total GBs on the network	Mn GBs	1,545	1,430	1,304	1,232	1,183
Data Usage per customer per month	GBs	25.7	24.5	23.7	23.1	22.5
Homes Services						
Homes Customers	000's	321	305	289	266	239
Net Additions	000's	16	16	23	27	20
Average Revenue Per User (ARPU)	Rs	514	522	537	540	558
Average Revenue Per User (ARPU)	US\$	6.2	6.3	6.5	6.5	6.8

9.5 Network and Coverage Trends

Parameters	Unit	Jun-24	Mar-24	Dec-23	Sep-23	Jun-23
Mobile Services						
Network towers	Nos	25,972	25,704	24,874	23,748	22,605
Total Mobile Broadband Base stations	Nos	80,500	79,835	77,735	74,910	72,249
Homes Services - Cities covered	Nos		93	90	88	87



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.
4G Data Customer	A customer who used at least 1 MB on 4G 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>