



Final Report
on
ARPU/Revenue Analysis
for
Private GSM Cellular Operators

Apr'06-June'06

05 September'2006

**Revenues & ARPUs - Circle wise
(Apr-June'06)**

S.No.	Name of the Company	Service Area	REVENUES			ARPU		
			Rs Crores			Rs		
			Current Quarter (Apr-June'06)	Previous Quarter (Jan-Mar'06)	% Change over previous quarter	Current Quarter (Apr-June'06)	Previous Quarter (Jan-Mar'06)	% Change over previous quarter
1	Bharti Airtel Ltd	Delhi	336.82	325.00	3.64%	524.17	553.47	-5.29%
	Hutchison Essar	Delhi	254.78	249.00	2.32%	442.99	462.23	-4.16%
	IDEA	Delhi	101.19	99.35	1.85%	374.05	393.36	-4.91%
	Average ARPU - Delhi					465.51	488.48	-4.70%
2	Hutchison Essar	Mumbai	326.38	277.20	17.74%	527.48	488.68	7.94%
	BPL Mobile	Mumbai	114.03	112.32	1.52%	288.51	280.87	2.72%
	Bharti Airtel Ltd	Mumbai	165.97	149.40	11.09%	422.29	433.25	-2.53%
	Average ARPU - Mumbai					430.97	410.77	4.92%
3	Hutchison Telecom	Kolkata	111.81	106.26	5.22%	360.46	388.83	-7.30%
	Bharti Airtel Ltd	Kolkata	69.83	69.10	1.06%	351.84	373.88	-5.90%
	Reliable Internet	Kolkata	9.87			335.40		
	Average ARPU - Kolkata					355.91	382.80	-7.02%
4	Bharti Airtel Ltd	Chennai	99.98	92.50	8.09%	458.67	489.60	-6.32%
	Hutchison Essar	Chennai	57.27	48.28	18.62%	410.27	409.15	0.27%
	Aircel Cellular	Chennai	74.91	76.23	-1.73%	332.88	371.88	-10.49%
	Average ARPU - Chennai					398.48	423.92	-6.00%
5	Hutchison Essar	Maharashtra	73.00	64.31	13.51%	307.79	304.58	1.05%
	IDEA	Maharashtra	204.81	209.69	-2.33%	358.31	420.87	-14.86%
	Bharti Airtel Ltd	Maharashtra	132.04	124.76	5.84%	305.50	345.06	-11.46%
	Average ARPU - Maharashtra					330.26	372.35	-11.30%
6	Fascel Limited	Gujarat	293.44	221.51	32.47%	395.47	361.31	9.46%
	Idea Cellular	Gujarat	88.52	78.48	12.81%	263.29	275.23	-4.34%
	Bharti Airtel Ltd	Gujarat	79.57	63.52	25.27%	285.07	263.04	8.38%
	Average ARPU - Gujarat					340.03	318.95	6.61%
7	Idea Cellular	AP	101.74	89.45	13.74%	335.31	339.11	-1.12%
	Hutchison Essar	A.P.	93.99	84.94	10.65%	342.93	363.44	-5.64%
	Bharti Airtel Ltd	A.P.	216.07	191.25	12.98%	364.34	397.66	-8.38%
	Average ARPU - AP					351.80	373.70	-5.86%
8	Bharti Airtel Ltd	Karnataka	294.56	253.13	16.37%	419.24	437.22	-4.11%
	Spice	Karnataka	35.99	32.58	10.48%	261.00	281.69	-7.34%
	Hutchison Essar	Karnataka	124.94	104.98	19.01%	357.83	349.35	2.43%
	Average ARPU - Karnataka					382.88	392.61	-2.48%
9	Aircel Limited	Tamil Nadu	157.70	139.09	13.38%	291.21	285.26	2.09%
	Hutchison Essar	Tamil Nadu	39.58	29.83	32.69%	243.19	206.81	17.59%
	Bharti Airtel Ltd	TN	84.15	66.98	25.63%	267.07	283.17	-5.68%
	Average ARPU - TN					276.09	271.66	1.63%

10	Hutchison Essar	Kerala	33.22	24.31	36.62%	221.06	182.16	21.35%
	Bharti Airtel Ltd	Kerala	46.98	48.00	-2.14%	245.58	283.74	-13.45%
	IDEA Mobile	Kerala	63.61	63.60	0.01%	249.37	271.32	-8.09%
	Average ARPU - Kerala					241.03	253.07	-4.76%
11	Spice	Punjab	109.30	107.67	1.52%	237.44	257.31	-7.72%
	Bharti Airtel Ltd	Punjab	193.23	180.83	6.86%	348.26	375.14	-7.17%
	Hutchison Essar	Punjab	64.58	52.54	22.91%	307.21	295.39	4.00%
	Average ARPU - Punjab					299.59	316.27	-5.27%
12	IDEA Mobile	Haryana	29.37	23.07	27.33%	274.14	268.57	2.07%
	Bharti Airtel Ltd	Haryana	38.21	36.40	4.98%	283.85	301.17	-5.75%
	ADIL	Haryana	34.95	34.21	2.16%	305.09	329.00	-7.27%
	Average ARPU - Haryana					287.76	301.47	-4.55%
13	IDEA Mobile	UP(West)	82.78	80.87	2.37%	276.94	317.12	-12.67%
	Bharti Airtel Ltd	UP(W)	53.96	45.38	18.93%	301.52	284.64	5.93%
	Hutchison Essar	UP(W)	75.30	53.35	41.14%	353.48	334.03	5.82%
	Average ARPU - UP (W)					306.91	312.81	-1.89%
14	ADIL	UP (East)	149.12	107.49	38.72%	316.86	283.16	11.90%
	Bharti Airtel Ltd	UP (East)	72.13	53.44	34.98%	318.83	307.37	3.73%
	Average ARPU - UP (E)					317.50	290.76	9.20%
15	ADIL	Rajasthan	64.84	52.42	23.70%	325.09	315.50	3.04%
	Bharti Airtel Ltd	Rajasthan	108.13	106.17	1.85%	347.32	377.93	-8.10%
	Average ARPU - Rajasthan					338.64	354.73	-4.54%
16	Idea Cellular	MP	78.50	66.18	18.62%	323.97	329.27	-1.61%
	Reliance	M.P	46.17	48.08	-3.99%	276.45	328.42	-15.82%
	Bharti Airtel Ltd	MP	40.62	34.38	18.18%	243.99	259.23	-5.88%
	Average ARPU - MP					287.06	309.66	-7.30%
17	Reliance	WB	31.70	21.40	48.14%	334.21	293.18	13.99%
	Bharti Airtel Ltd	WB	27.62	23.90	15.56%	272.60	275.69	-1.12%
	Hutchison Essar	WB	44.59	35.56	25.38%	264.01	274.28	-3.74%
	Dishnet Wireless	WB	0.66			42.39		
	Average ARPU - WB					274.78	279.47	-1.68%
18	Bharti Airtel Ltd	H.P	42.07	34.60	21.60%	374.87	335.16	11.85%
	Reliance	HP	5.28	3.41	54.60%	264.67	182.23	45.24%
	Average ARPU - HP					358.25	311.67	14.94%
19	Reliance	Orissa	22.64	18.18	24.53%	332.05	317.18	4.69%
	Bharti Airtel Ltd	Orissa	48.86	39.03	25.18%	320.87	334.48	-4.07%
	Dishnet Wireless	Orissa	1.10			58.37		
	Average ARPU - Orissa					303.44	328.78	-7.71%
20	Reliance	Bihar	52.84	41.39	27.66%	331.08	272.67	21.42%
	Bharti Airtel Ltd	Bihar	92.32	67.70	36.36%	290.88	297.08	-2.09%
	Average ARPU - Bihar					304.33	287.32	5.92%
21	Reliance	Assam	26.98	20.75	30.02%	405.66	355.32	14.17%
	Bharti Airtel Ltd	Assam	23.80	16.60	43.37%	335.17	377.51	-11.22%
	Dishnet Wireless	Assam	9.28			260.89		
	Average ARPU - Assam					346.99	364.86	-4.90%

22	Reliance	NE	10.56	6.65	58.70%	382.43	329.46	16.08%
	Bharti Airtel Ltd	NE	6.14	4.16	47.60%	355.60	456.60	-22.12%
	Dishnet Wireless	NE	7.38			271.04		
	Average ARPU - NE					333.93	368.98	-9.50%
23	Bharti Airtel Ltd	J & K	37.52	31.28	19.93%	424.39	421.34	0.72%
	Dishnet Wireless	J & K	1.32			166.46		
	Average ARPU - J&K					403.18	421.34	-4.31%
	All India		5620.59	4942.12	13.73%	346.59	356.21	-2.70%

**Revenues & ARPUs - Company wise
(Apr-June'06)**

S.No.	Name of the Company	Service Area	REVENUES			ARPU		
			Rs Crores			Rs.		
			Current Quarter (Apr-June'06)	Previous Quarter (Jan-Mar'06)	% Change over previous quarter	Current Quarter (Apr-June'06)	Previous Quarter (Jan-Mar'06)	% Change over previous quarter
1	Aircel Limited	Tamil Nadu	157.70	139.09	13.38%	291.21	285.26	2.09%
	Aircel Cellular	Chennai	74.91	76.23	-1.73%	332.88	371.88	-10.49%
	Dishnet Wireless	WB	0.66			42.39		
	Dishnet Wireless	Orissa	1.10			58.37		
	Dishnet Wireless	Assam	9.28			260.89		
	Dishnet Wireless	NE	7.38			271.04		
	Dishnet Wireless	J & K	1.32			166.46		
	Total Revenue/Average monthly ARPU		252.35	215.32	17.20%	289.53	310.90	-6.87%
2	BPL Mobile	Mumbai	114.03	112.32	1.52%	288.51	280.87	2.72%
	Total Revenue/Average monthly ARPU		114.03	112.32	1.52%	288.51	280.87	2.72%
3	Idea Cellular	Maharashtra	204.81	209.69	-2.33%	358.31	420.87	-14.86%
	Idea Cellular	AP	101.74	89.45	13.74%	335.31	339.11	-1.12%
	Idea Cellular	Gujarat	88.52	78.48	12.81%	263.29	275.23	-4.34%
	Idea Cellular	MP	78.50	66.18	18.62%	323.97	329.27	-1.61%
	Idea Cellular	Delhi	101.19	99.35	1.85%	374.05	393.36	-4.91%
	IDEA Mobile	Kerala	63.61	63.60	0.01%	249.37	271.32	-8.09%
	IDEA Mobile	Haryana	29.37	23.07	27.33%	274.14	268.57	2.07%
	IDEA Mobile	UP(West)	82.78	80.87	2.37%	276.94	317.12	-12.67%
	Total Revenue/Average monthly ARPU		750.53	710.68	5.61%	314.66	342.33	-8.08%
4	Hutchison Essar	Mumbai	326.38	277.20	17.74%	527.48	488.68	7.94%
	Fascel	Gujarat	293.44	221.51	32.47%	395.47	361.31	9.46%
	Hutchison Essar	Delhi	254.78	249.00	2.32%	442.99	462.23	-4.16%
	Hutchison Telecom	Kolkata	111.81	106.26	5.22%	360.46	388.83	-7.30%
	Hutchison Essar	Chennai	57.27	48.28	18.62%	410.27	409.15	0.27%
	Hutchison Essar	AP	93.99	84.94	10.65%	342.93	363.44	-5.64%
	Hutchison Essar	Karnataka	124.94	104.98	19.01%	357.83	349.35	2.43%
	Hutchison Essar	Punjab	64.58	52.54	22.91%	307.21	295.39	4.00%
	ADIL	Haryana	34.95	34.21	2.16%	305.09	329.00	-7.27%
	ADIL	Rajasthan	64.84	52.42	23.70%	325.09	315.50	3.04%
	ADIL	UP (East)	149.12	107.49	38.72%	316.86	283.16	11.90%
	Hutchison Essar	UP (W)	75.30	53.35	41.14%	353.48	334.03	5.82%
	Hutchison Telecom	WB	44.59	35.56	25.38%	264.01	274.28	-3.74%
	Hutchison Essar	Maharashtra	73.00	64.31	13.51%	307.79	304.58	1.05%
	Hutchison Essar	Tamil Nadu	39.58	29.83	32.69%	243.19	206.81	17.59%
	Hutchison Essar	Kerala	33.22	24.31	36.62%	221.06	182.16	21.35%
	Total Revenue/Average monthly ARPU		1841.77	1546.19	19.12%	373.14	363.78	2.57%
5	Spice	Punjab	109.30	107.67	1.52%	237.44	257.31	-7.72%
	Spice	Karnataka	35.99	32.58	10.48%	261.00	281.69	-7.34%
	Total Revenue/Average monthly ARPU		145.29	140.24	3.60%	242.87	262.59	-7.51%

6	Bharti Airtel Ltd	Delhi	336.82	325.00	3.64%	524.17	553.47	-5.29%
	Bharti Airtel Ltd	H.P	42.07	34.60	21.60%	374.87	335.16	11.85%
	Bharti Airtel Ltd	A.P.	216.07	191.25	12.98%	364.34	397.66	-8.38%
	Bharti Airtel Ltd	Karnataka	294.56	253.13	16.37%	419.24	437.22	-4.11%
	Bharti Airtel Ltd	Kolkata	69.83	69.10	1.06%	351.84	373.88	-5.90%
	Bharti Airtel Ltd	Chennai	99.98	92.50	8.09%	458.67	489.60	-6.32%
	Bharti Airtel Ltd	Punjab	193.23	180.83	6.86%	348.26	375.14	-7.17%
	Bharti Airtel Ltd	Mumbai	165.97	149.40	11.09%	422.29	433.25	-2.53%
	Bharti Airtel Ltd	UP(W)	53.96	45.38	18.93%	301.52	284.64	5.93%
	Bharti Airtel Ltd	UP (E)	72.13	53.44	34.98%	318.83	307.37	3.73%
	Bharti Airtel Ltd	MP	40.62	34.38	18.18%	243.99	259.23	-5.88%
	Bharti Airtel Ltd	Haryana	38.21	36.40	4.98%	283.85	301.17	-5.75%
	Bharti Airtel Ltd	Kerala	46.98	48.00	-2.14%	245.58	283.74	-13.45%
	Bharti Airtel Ltd	TN	84.15	66.98	25.63%	267.07	283.17	-5.68%
	Bharti Airtel Ltd	Maharashtra	132.04	124.76	5.84%	305.50	345.06	-11.46%
	Bharti Airtel Ltd	Gujarat	79.57	63.52	25.27%	285.07	263.04	8.38%
	Bharti Airtel Ltd	Rajasthan	108.13	106.17	1.85%	347.32	377.93	-8.10%
	Bharti Airtel Ltd	WB	27.62	23.90	15.56%	272.60	275.69	-1.12%
	Bharti Airtel Ltd	Orissa	48.86	39.03	25.18%	320.87	334.48	-4.07%
	Bharti Airtel Ltd	J & K	37.52	31.28	19.93%	424.39	421.34	0.72%
	Bharti Airtel Ltd	Bihar	92.32	67.70	36.36%	290.88	297.08	-2.09%
	Bharti Airtel Ltd	Assam	23.80	16.60	43.37%	335.17	377.51	-11.22%
	Bharti Airtel Ltd	North East	6.14	4.16	47.60%	355.60	456.60	-22.12%
	Total Revenue/Average monthly ARPU		2310.59	2057.50	12.30%	361.16	382.01	-5.46%
7	Reliance Internet	Kolkata	9.87			335.40		
	Reliance Telecom	M.P	46.17	48.08	-3.99%	276.45	328.42	-15.82%
	Reliance Telecom	Orissa	22.64	18.18	24.53%	332.05	317.18	4.69%
	Reliance Telecom	HP	5.28	3.41	54.60%	264.67	182.23	45.24%
	Reliance Telecom	WB	31.70	21.40	48.14%	334.21	293.18	13.99%
	Reliance Telecom	Assam	26.98	20.75	30.02%	405.66	355.32	14.17%
	Reliance Telecom	NE	10.56	6.65	58.70%	382.43	329.46	16.08%
	Reliance Telecom	Bihar	52.84	41.39	27.66%	331.08	272.67	21.42%
	Total Revenue/Average monthly ARPU		206.03	159.87	28.87%	325.43	304.03	7.04%
	All India		5620.59	4942.12	13.73%	346.59	356.21	-2.70%

* AGR - Adjusted Gross Revenue as defined by DoT

