



Cellular Operators Association of India

ARPU REVENUE REPORT Q3 FY
2019-20

Highlights:

1

Gross Revenue (GR) – a) Among all the TSPs Airtel reported highest Gross Revenue of **Rs. 20,615 Cr.** b) GR of Airtel, RJio and VIL increased by approx. **8.3%, 3.1%** and **5.3%** respectively on a **QoQ basis.** c) GR of Airtel & RJio increased by approx. **8.9% & 25.4%** respectively, while that of VIL decreased by approx. **1.2%** respectively on a **YoY basis.**

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Adjusted Gross Revenue (AGR): a) The total AGR for the Telecom Industry in December 2019 Quarter was **Rs. 39,246 Cr.** b) AGR increased on **QoQ basis by 9.6%** and **YoY basis by 13.5%.** c) Among all the TSPs RJio reported highest AGR of **Rs. 12,923 Cr.** d) Among the LSA's Maharashtra had the highest AGR of **Rs. 2,737 Cr.**

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Average Revenue per User (ARPU): a) ARPU for the Industry for the 3QFY20 was **Rs.129**, with the growth of **6.1%** in QoQ basis. b) MTNL Registered the highest ARPU of **Rs. 243**, while BSNL had the lowest ARPU of **Rs. 57.** c) In LSA Delhi registered the highest ARPU of **Rs. 284** followed by Mumbai with ARPU of **Rs. 217.**

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License Fee (L.F): a) Total **Rs. 3,139 Cr.** was paid by the Industry as L.F to the Government in 3QFY20. b) the L.F of the Industry grew by **11.3%** on QoQ and **14.3%** on YoY basis. c) Industry paid **Rs. 2,425 Cr.** as L.F for the Access Services, which is around 77% of the total L.F paid for the Quarter.

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Spectrum Usage Charges (SUC): a) Total **Rs. 1,247 Cr.** was paid by the Industry as SUC to the Government in 3QFY20. b) The SUC contribution has increased by 12.5 on QoQ and 17.7 on YoY basis. c) RJio paid the highest SUC of **Rs. 492 Cr.** d) The Lowest SUC of **Rs. 3.35 Cr.** was paid by MTNL 3QFY20.

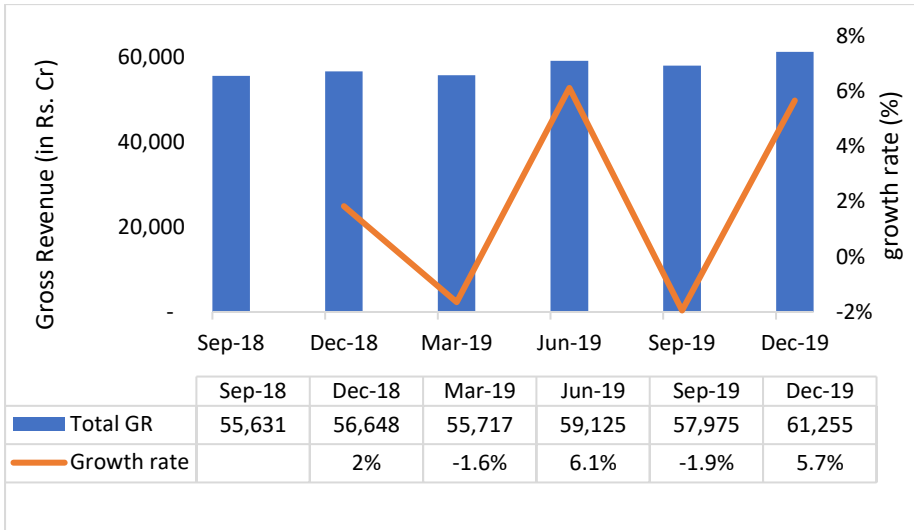
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Contribution to the Exchequer: a) The **total contribution to the exchequer** by means of License Fee and Spectrum Usage Charges paid by TSPs increased **QoQ by 11.5%** and **17.5% YoY.** b) Total Contribution to the Exchequer reached **Rs. 4,387 Cr.** in 3QFY20. c) Total Contribution made by the TSPs including L. F+ SUC+ GST reached around **15,000 Cr.**

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Levies/Tax paid by the consumer: a) Out of the **Rs. 129 per month (ARPU)** customers pay around **Rs. 34.4 per month** in Tax & Levies (L.F +SUC+GST) i.e. around **27% of the ARPU.** b) In the LSA highest levy is paid by the customers of Mumbai i.e. around **Rs.59 per month**, while the lowest is paid by customers of Orissa i.e. **Rs. 27.3 per month** c) In the LSA highest levies as % of ARPU is paid by the customers of M.P i.e. around **33.5%**, while the customers of Delhi pay the lowest levies as % of ARPU i.e. **17.2%.**

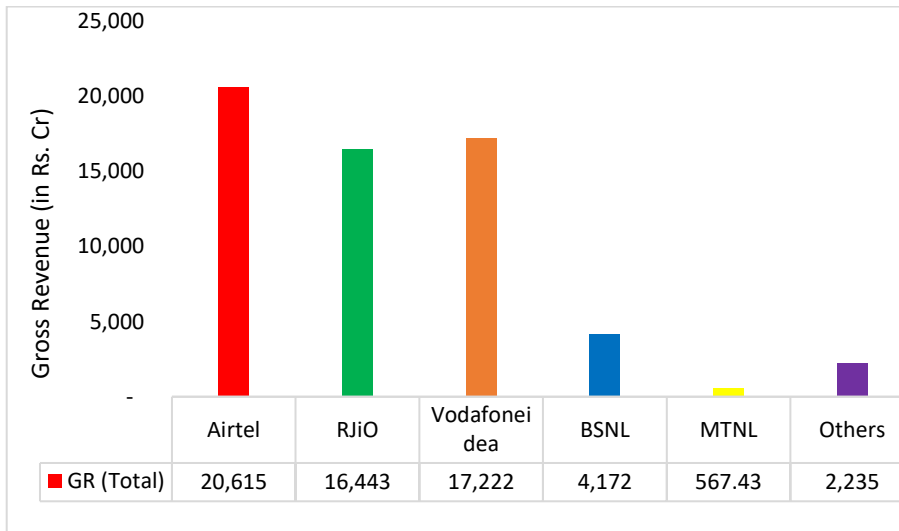
1. Gross Revenue (G.R)- Industry



Source: TRAI, Includes Access, NLD, ILD & ISP Revenue

- G.R of the Industry reached Rs. 61,255 Cr in 3QFY20.
- The QoQ and YoY Growth in the G.R. of the Industry is 5.7% and 8.1% respectively.
- G.R from the Access Services reached Rs. 45,790 Cr (QoQ & YoY increase of 5.5% and 9.7% Respectively).
- G.R from Access Services is 75% of the Total G.R of the Industry.

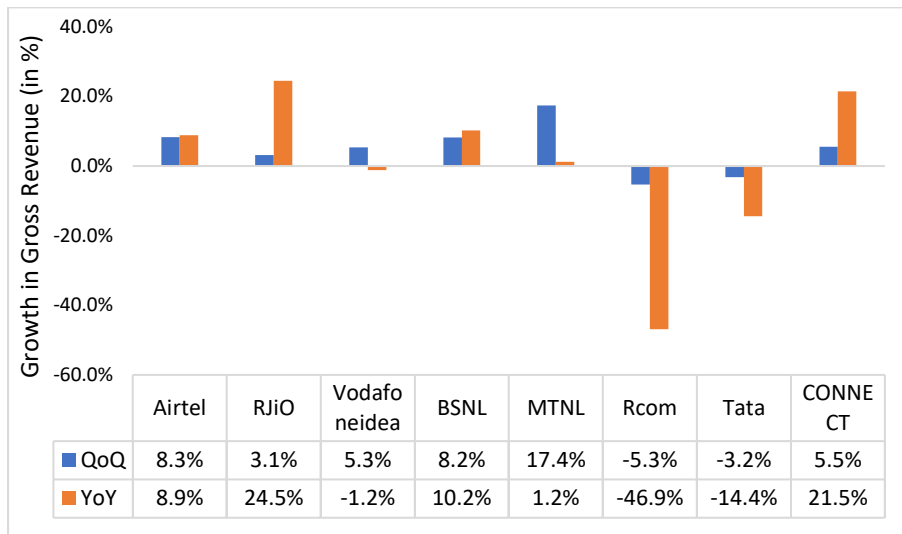
2. Gross Revenue (G.R) – TSP-Wise



Source: TRAI, Includes Access, NLD, ILD & ISP Revenue

- G.R of Rs. 20,615 Cr earned by Airtel was highest among TSPs for the 3QFY20.
- Total combined G.R contribution of Airtel, RJiO and VIL was around 89% of the total Industry G.R.
- Contribution of the Public Sector TSPs (i.e. BSNL and MTNL) is around 7.5% of the total Industry G.R.

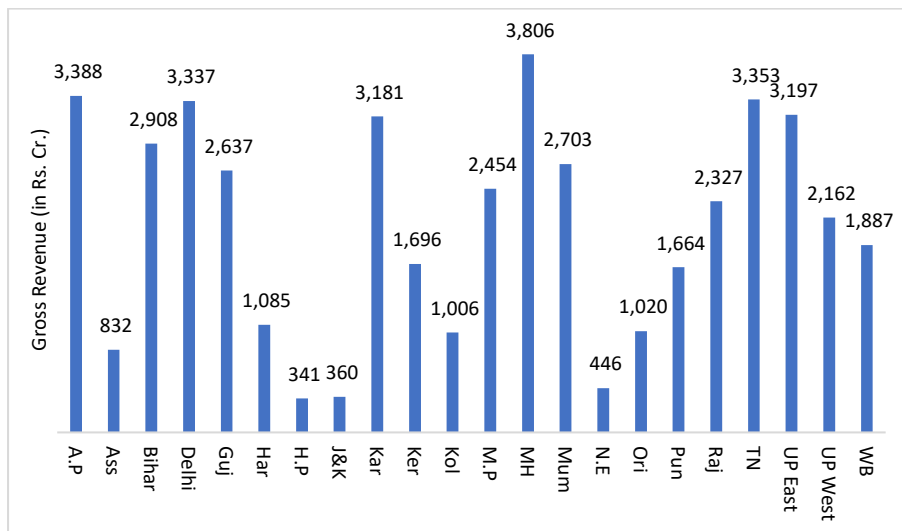
3. Growth in Gross Revenue (G.R) – TSP-Wise



- The QoQ and YoY Growth in the G.R. of the Industry is 5.7% and 8.1% respectively.
- QoQ Growth of MTNL at 17.4% (G.R: Rs. 567 Cr) was highest among all the TSPs
- YoY Growth of RJio at 24.5% (G.R: Rs. 16,443 Cr) was highest among all the TSPs.

Source: TRAI, Includes Access, NLD, ILD & ISP Revenue

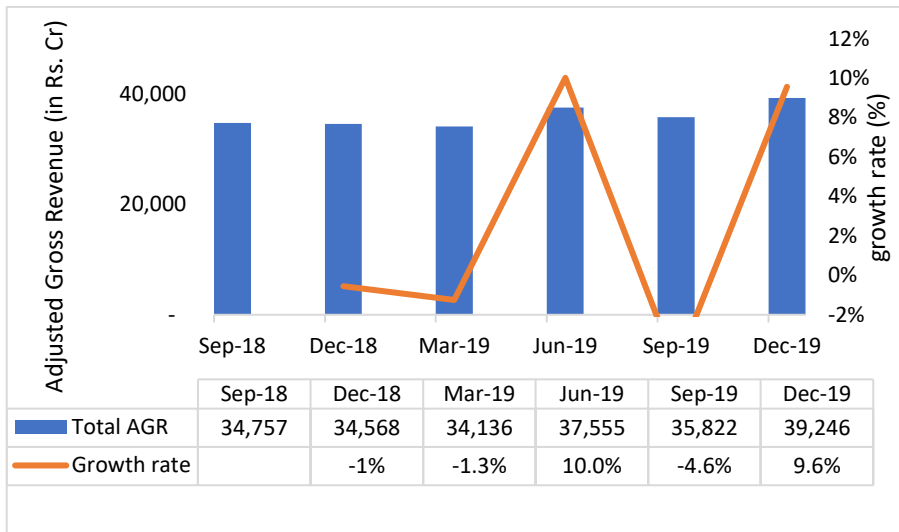
4. Gross Revenue (GR) – LSA -Wise



Source: TRAI, Includes Access, NLD, ILD & ISP Revenue

- Among the LSA's Maharashtra reported the highest G.R of Rs. 3,806 for 3QFY20.
- The QoQ and YoY Growth in the G.R. was highest for M.P at 9% (G.R: Rs. 2,454 Cr.) and N.E at 15.5% (G.R: Rs.446 Cr.) respectively.
- Lowest QoQ and YoY Growth in the G.R. was registered by H.P at 0.1% (GR: Rs. 341) and J&K at -6% (G.R: Rs.360) respectively.

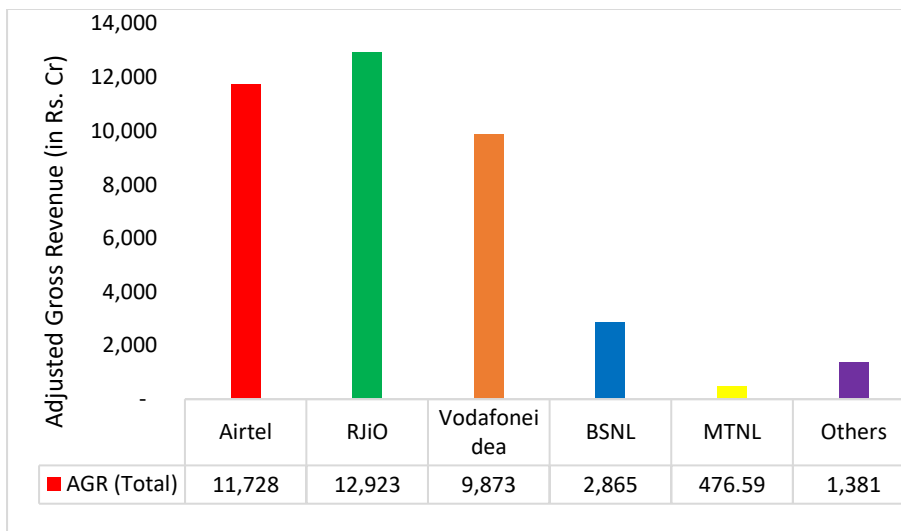
5. Adjusted Gross Revenue (AGR)- Industry



Source: TRAI, Includes Access, NLD, ILD & ISP Revenue

- AGR of the Industry reached Rs. 39,246 Cr in 3QFY20.
- The QoQ and YoY Growth in the AGR of the Industry is 9.6% and 13.5% respectively.
- AGR from the Access Services reached Rs. 30,322 Cr (QoQ & YoY increase of 8.6% and 16.3% Respectively).
- AGR from Access Services is 77% of the Total AGR of the Industry.

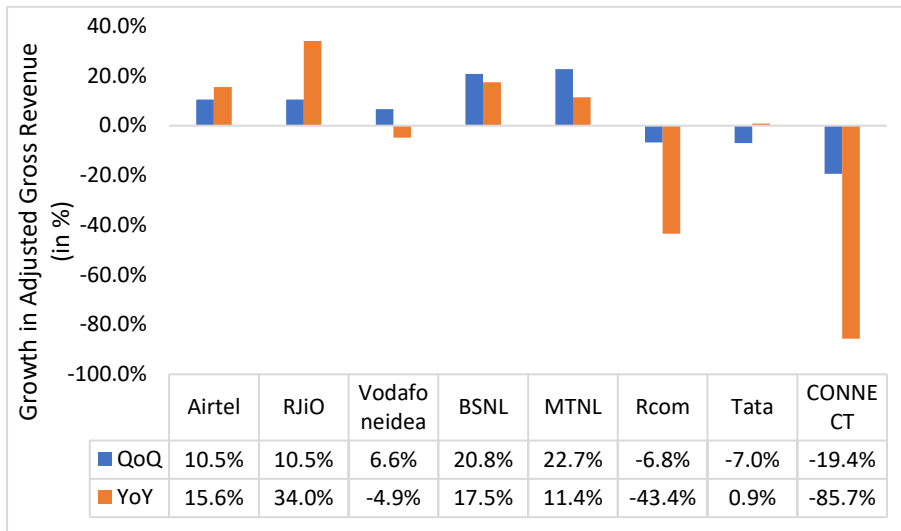
6. Adjusted Gross Revenue (AGR) – TSP-Wise



Source: TRAI, Includes Access, NLD, ILD & ISP Revenue

- AGR of Rjio of Rs. 12,923 Cr was highest among the TSPs for the 3QFY20.
- Total combined AGR contribution of Airtel, Rjio and VIL was around 88% of the total Industry AGR.
- Contribution of the Public Sector TSPs (i.e. BSNL and MTNL) is around 8.51% of the total Industry AGR.

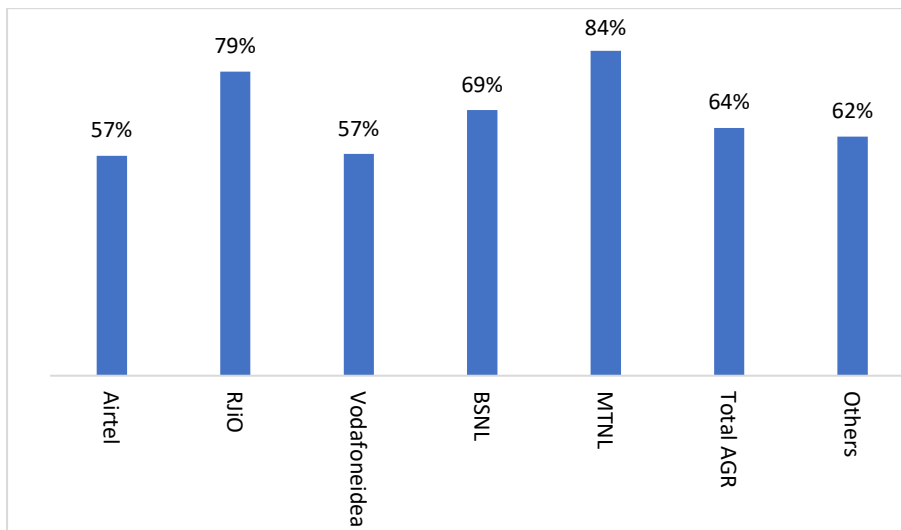
7. Growth in Adjusted Gross Revenue (AGR) – TSP-Wise



Source: TRAI, Includes Access, NLD, ILD & ISP Revenue

- The QoQ and YoY Growth in the AGR of the Industry is 9.6% and 13.5% respectively.
- QoQ Growth of MTNL at 22.7% (AGR Rs.476 Cr) was highest among all the TSPs
- YoY Growth of RJio at 34% (AGR Rs. 12,923 Cr) was highest among all the TSPs.

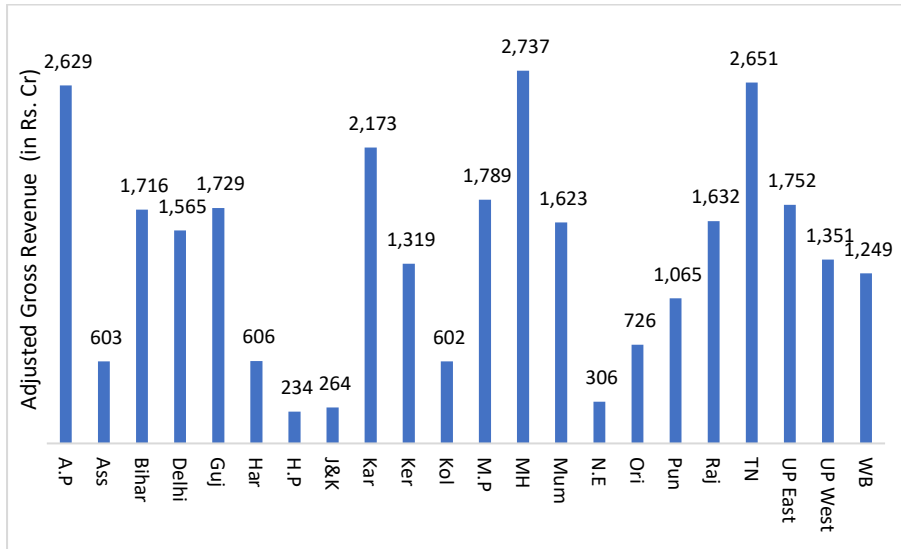
8. TSP wise AGR as % of GR



Source: TRAI, Includes Access, NLD, ILD & ISP Revenue

- AGR as % of GR for the Industry is 64%.
- AGR as % to the GR is highest for MTNL (84%), i.e. MTNL claims lowest deductions in terms of Pass-through.
- AGR as % to the GR is lowest for Airtel & VIL (57% each), i.e. Airtel and VIL claim around 43% as Pass through for arriving at AGR from their GR.

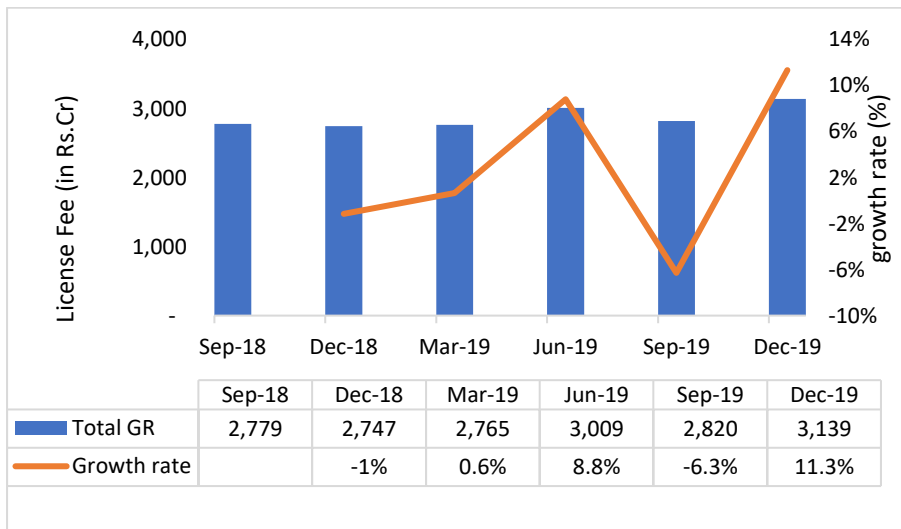
9. Adjusted Gross Revenue (AGR)- LSA-Wise



Source: TRAI, Includes Access, NLD, ILD & ISP Revenue

- Among the LSA's Maharashtra reported the highest AGR of Rs. 2,737 for 3QFY20.
- The QoQ and YoY Growth in the AGR was highest for Kolkatta at 21.6% (AGR Rs. 602 Cr.) and Haryana at 58.9% (AGR: Rs.606 Cr.) respectively.
- Lowest QoQ and YoY Growth in the AGR was registered by Assam at 1.8% (AGR Rs. 603Cr.) and J&K at -6.2 % (AGR: 264 Cr.) respectively.

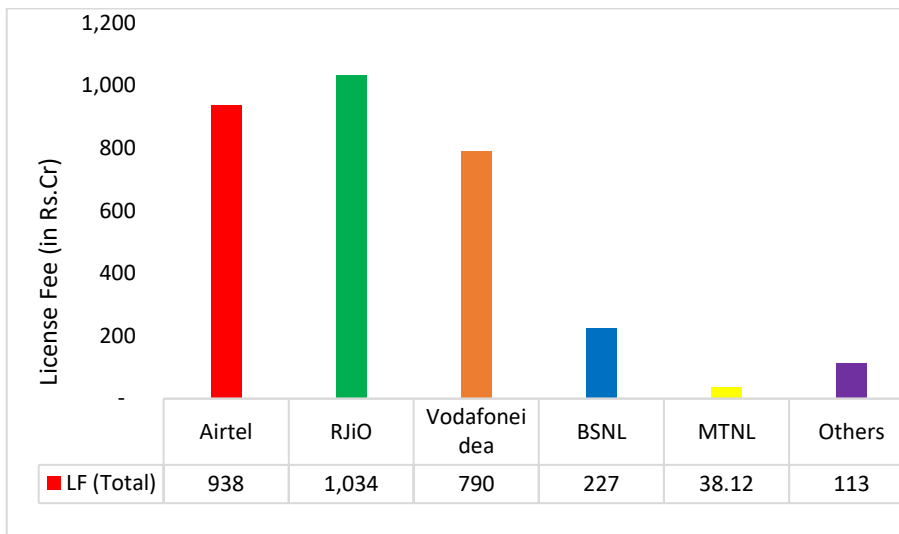
10. License Fee (LF) - Industry



Source: TRAI, Includes Access, NLD, ILD & ISP Revenue

- Industry paid Rs. 3,139 Cr. as LF in 3QFY20.
- The QoQ and YoY Growth in the LF of the Industry is 11.3% and 14.3% respectively.
- LF from the Access Services reached Rs. 2,425 Cr (QoQ & YoY increase of 10.9% and 17.3% Respectively).
- AGR from Access Services, NLD and ILD is 77%, 18%, 5% respectively of the Total LF of the Industry.

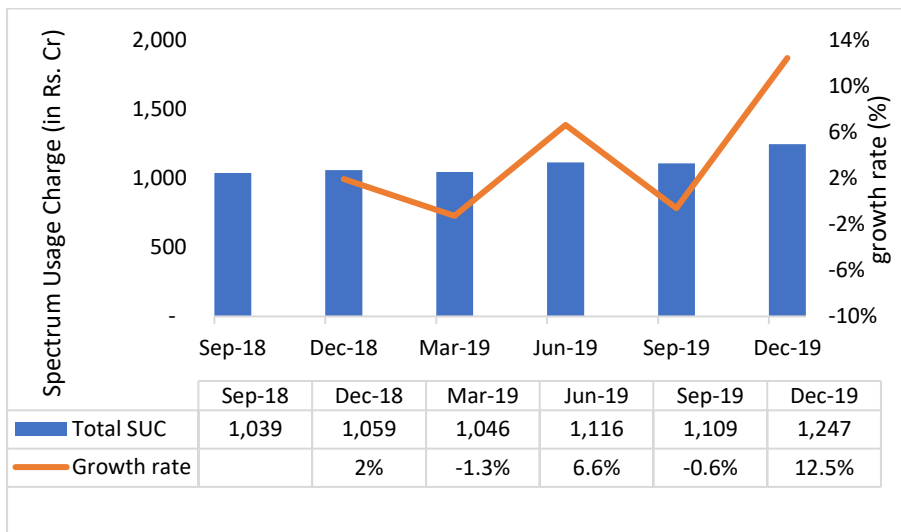
11. License Fee (LF) - TSP -Wise



Source: TRAI, Includes Access, NLD, ILD & ISP Revenue

- Among TSPs Rjio paid the highest amount of LF i.e. Rs.1,034 Cr. for the 3QFY20.
- Total combined LF contribution of Airtel, Rjio and VIL was around 88% of the total LF paid by the Industry.
- Contribution of the Public Sector TSPs (i.e. BSNL and MTNL) is around 8.43% of the total LF paid by the Industry.

12. Spectrum Usage Charge (SUC)- Industry

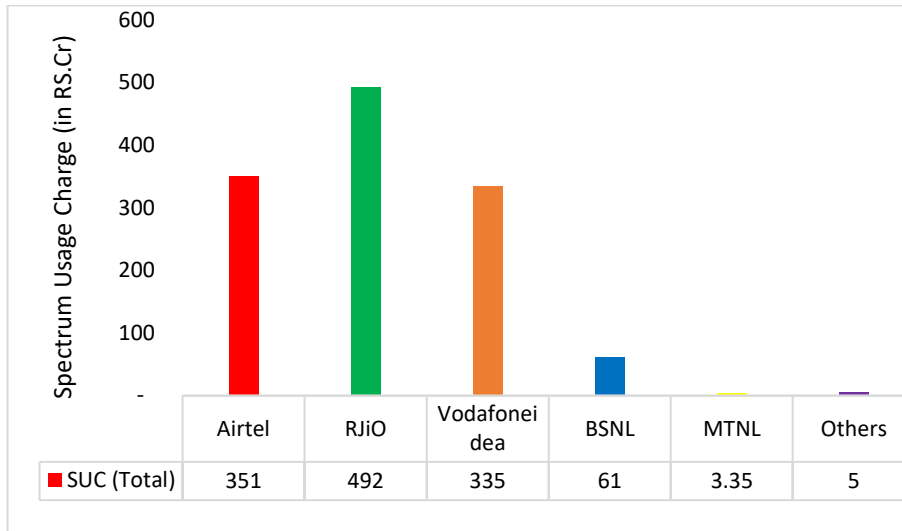


Source: TRAI

Note: SUC apply only from the revenue accrued by using spectrum i.e. wireless service

- Industry paid Rs. 1,247Cr. as SUC in 3QFY20.
- The QoQ and YoY Growth in the SUC of the Industry is 12.5% and 17.7% respectively.
- The SUC paid by the Industry comes to be around 3.12% of the AGR and 2% of GR.

13. Spectrum Usage Charges (SUC) - TSP wise

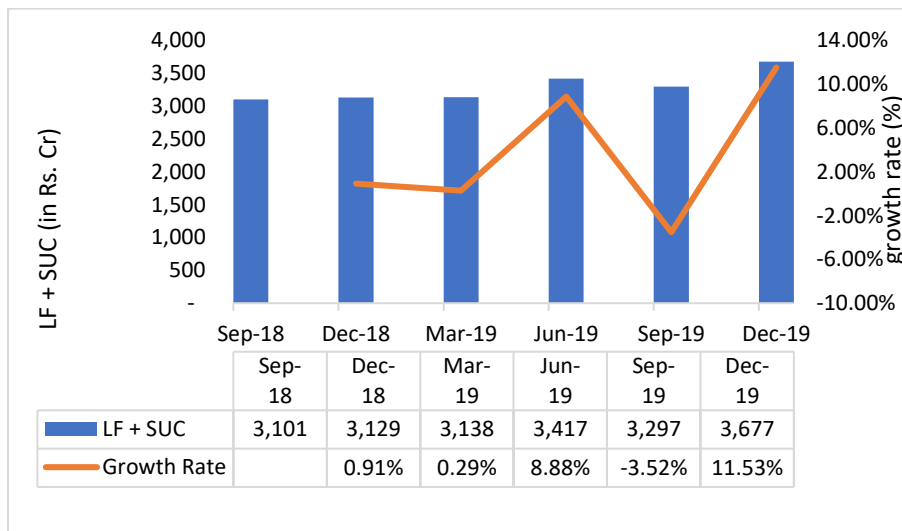


- Among TSPs Rjio paid the highest amount of SUC i.e. Rs.492 Cr. for the 3QFY20.
- SUC paid by Airtel, Rjio and VIL comes to around 3%, 3.85% and 3.5% respectively of the AGR.
- Total combined SUC contribution of Airtel, Rjio and VIL was around 95% of the total SUC paid by the Industry.

Source: TRAI

Note: SUC apply only from the revenue accrued by using spectrum i.e. wireless service

14. Contribution of the Industry to the Exchequer in terms of LF + SUC

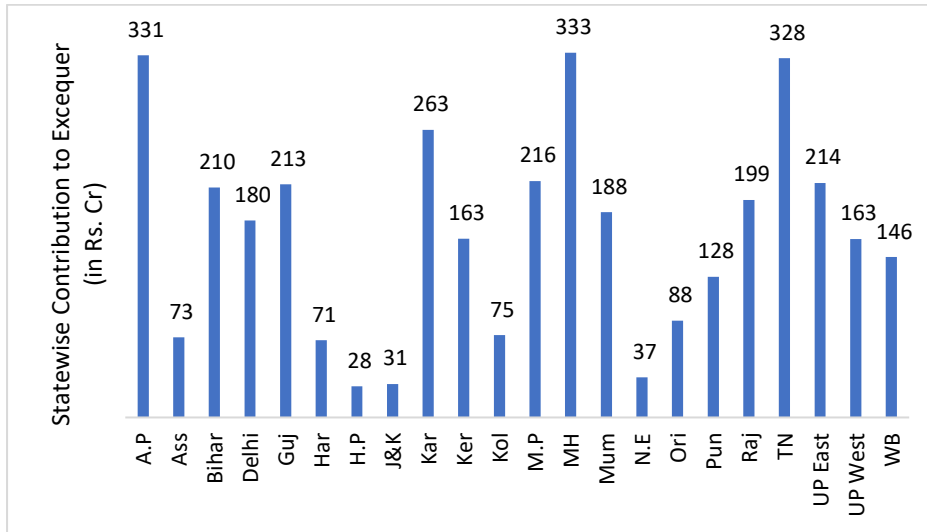


- The contribution to the Exchequer by the TSPs in terms of LF and SUC was Rs. 3,677 Cr. in Q3FY20.
- Contribution in terms of LF and SUC increased by 11.53% and 17.5% in QoQ and YoY basis respectively.
- Total Contribution by the Industry comes to be around 12% of the AGR and 8% of GR.

Source: TRAI

Note: SUC apply only from the revenue accrued by using spectrum i.e. wireless service

15. Contribution to the Exchequer – LSA-Wise

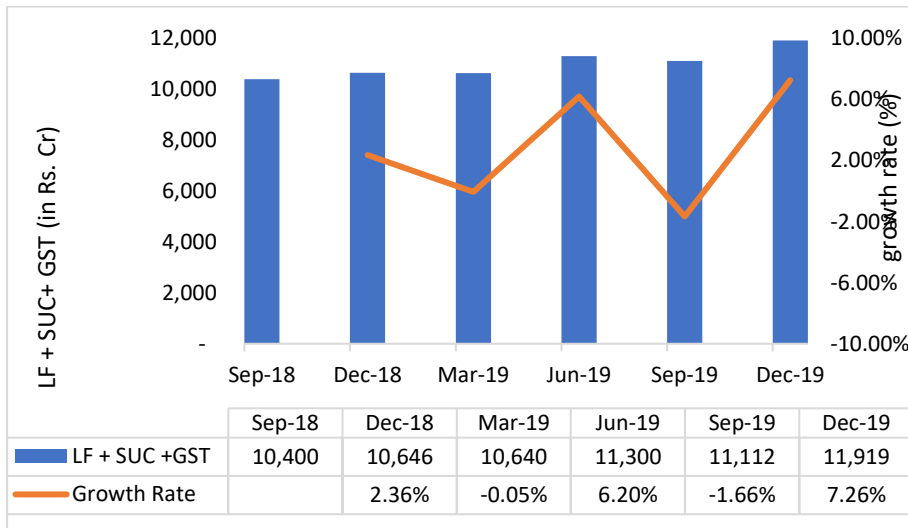


- LSA-wise contribution to the Exchequer (in terms of LF and SUC) was highest by Maharashtra (Rs.333 Cr.) followed by A.P (Rs.331 Cr.) and Tamil Nadu (Rs. 328 Cr.)
- Lowest Contribution (in terms of LF and SUC) was in HP (Rs.28 Cr.) followed by J&K (Rs.31 Cr.)

Source: TRAI

Note: SUC apply only from the revenue accrued by using spectrum i.e. wireless service

16. Total Contribution of the Industry to the Exchequer in terms of LF + SUC + GST

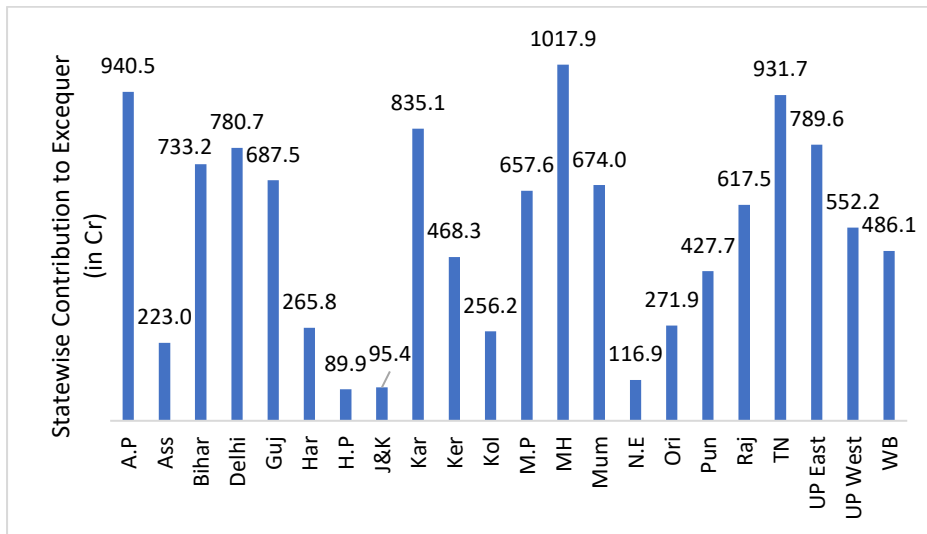


- The total contribution to the Exchequer by the TSPs including GST was Rs. 11,919 Cr. in Q3FY20.
- Total contribution increased by 7.26% and 11.96% in QoQ and YoY basis respectively.

Source: TRAI

Note: SUC apply only from the revenue accrued by using spectrum i.e. wireless service

17. Total Contribution to the Exchequer LF + SUC + GST - LSA-Wise

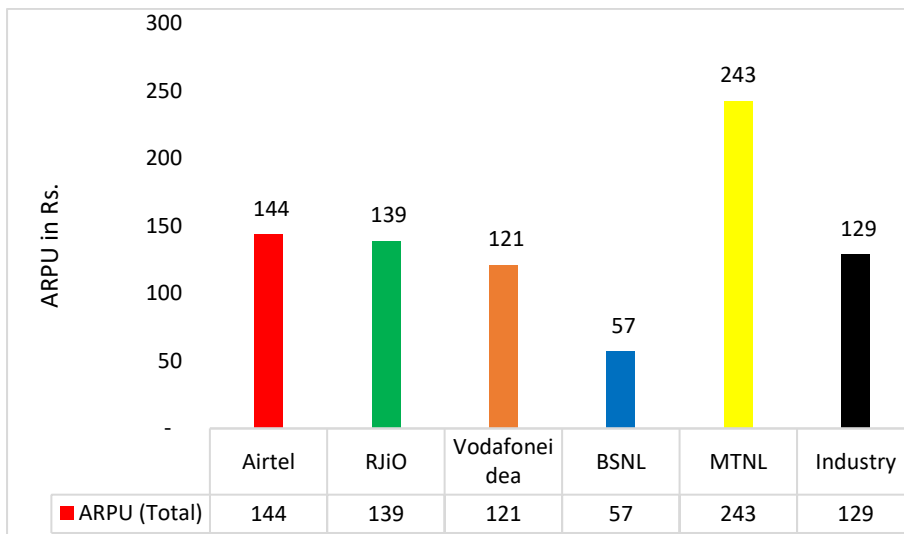


- Total Contribution to the Exchequer (in terms of LF+SUC+GST) was highest by Maharashtra (Rs.1,018 Cr.) followed by A.P (Rs.941 Cr.) and Tamil Nadu (Rs. 932 Cr.)
- Lowest Total Contribution (in terms of LF +SUC+ GST) was in HP (Rs.90 Cr.) followed by J&K (Rs.95.4 Cr.)

Source: TRAI

Note: SUC apply only from the revenue accrued by using spectrum i.e. wireless service

18. Average Revenue Per User (ARPU) – TSP-Wise

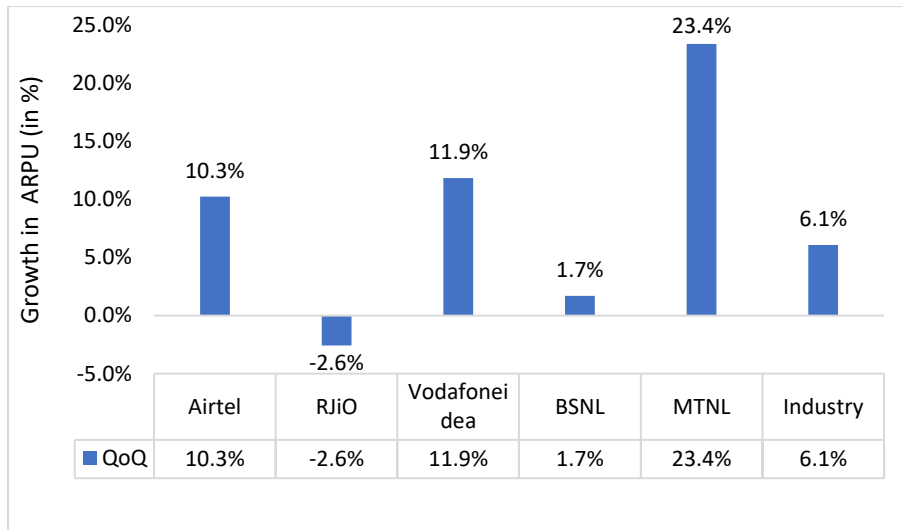


- The average ARPU of the Industry for Q3FY20 was Rs.129.
- Among TSPs MTNL had the highest ARPU of Rs.243 in Q3FY20.
- Lowest ARPU was registered by BSNL i.e. Rs. 57.

Source: TRAI, COAI estimates

Note : ARPU is for the access services includes both wireline and Wireless.

19. Growth in Average Revenue Per User (ARPU) – TSP-Wise

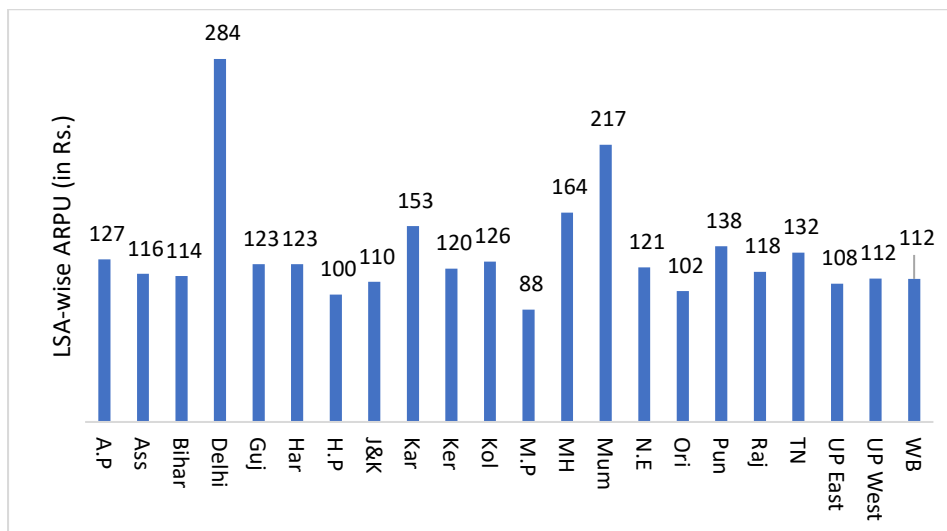


- The QoQ Growth in the Average ARPU of the Industry was 6.1%.
- QoQ Growth of MTNL at 23.7% (ARPU Rs.243) was highest among all the TSPs
- Among the TSP's QoQ Growth of Rjio at -2.6% (ARPU Rs. 139) was Lowest among all the TSPs.

Source: TRAI , COAI estimates

Note : ARPU is for the access services includes both wireline and Wireless.

20. Average Revenue Per User (ARPU) – TSP-Wise

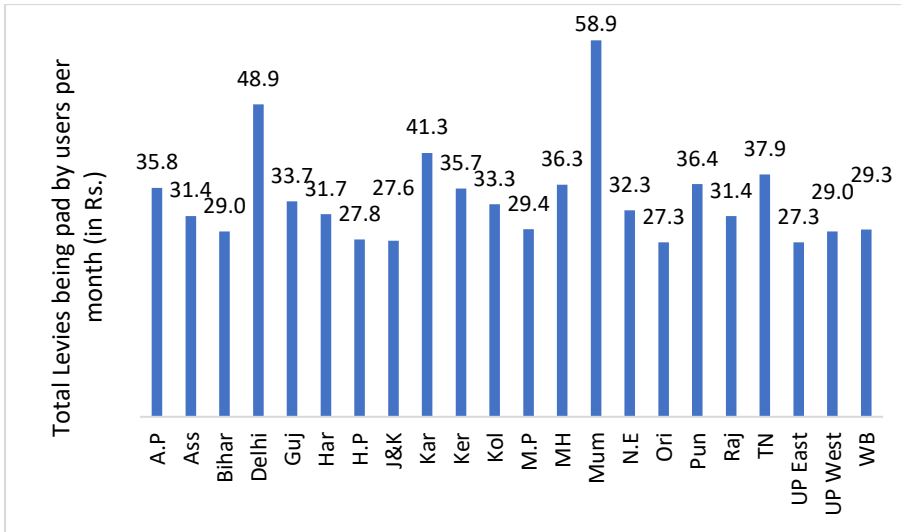


- In LSA Delhi registered the highest ARPU of **Rs. 284** followed by Mumbai with ARPU of **Rs. 217**.
- Among the LSA's MP had the lowest ARPU of **Rs. 88** followed by HP **Rs. 100**.
- The QoQ growth in ARPU was highest in Delhi i.e. 58%, while it was lowest for HP i.e. -5%

Source: TRAI , COAI estimates

Note : ARPU is for the access services includes both wireline and Wireless.

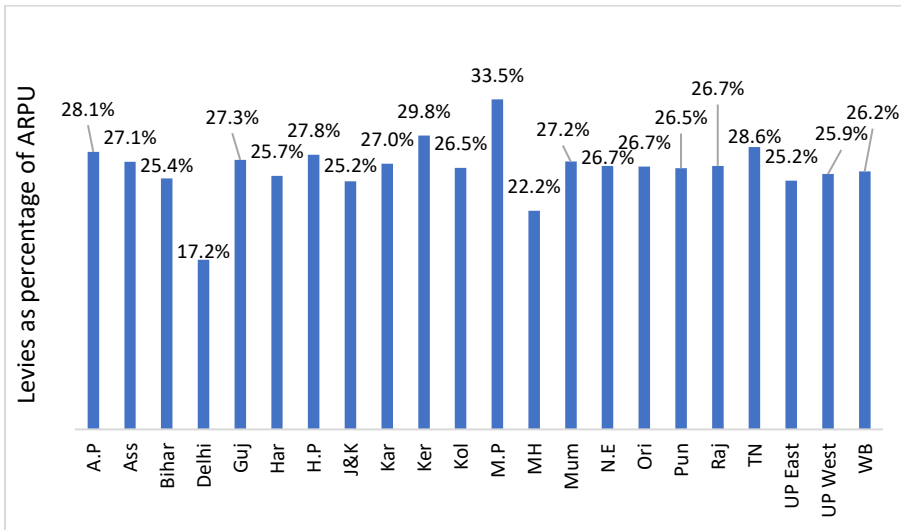
21.Total levy/Tax paid by the user per month – LSA wise



- Out of the **Rs. 129 per month (ARPU)** customers pay around **Rs. 34.4 per month** in Tax & Levies (L.F +SUC+GST)
- In the LSA highest levy is paid by the customers of Mumbai i.e. around **Rs.59 per month.**
- Lowest Tax & Levies is paid by customers of Orissa i.e. **Rs. 27.3 per month**

Source: TRAI , COAI estimates

22.Total levy/Tax paid by the user per month as % to the ARPU – LSA wise



- Around 27% of the total ARPU is being paid by the subscribers in Tax & Levies (L.F +SUC+GST)
- In the LSA highest levies as % of ARPU is paid by the customers of M.P i.e. around **33.5%**, while the customers of Delhi pay the lowest levies as % of ARPU i.e. **17.2%**.

Source: TRAI , COAI estimates
