

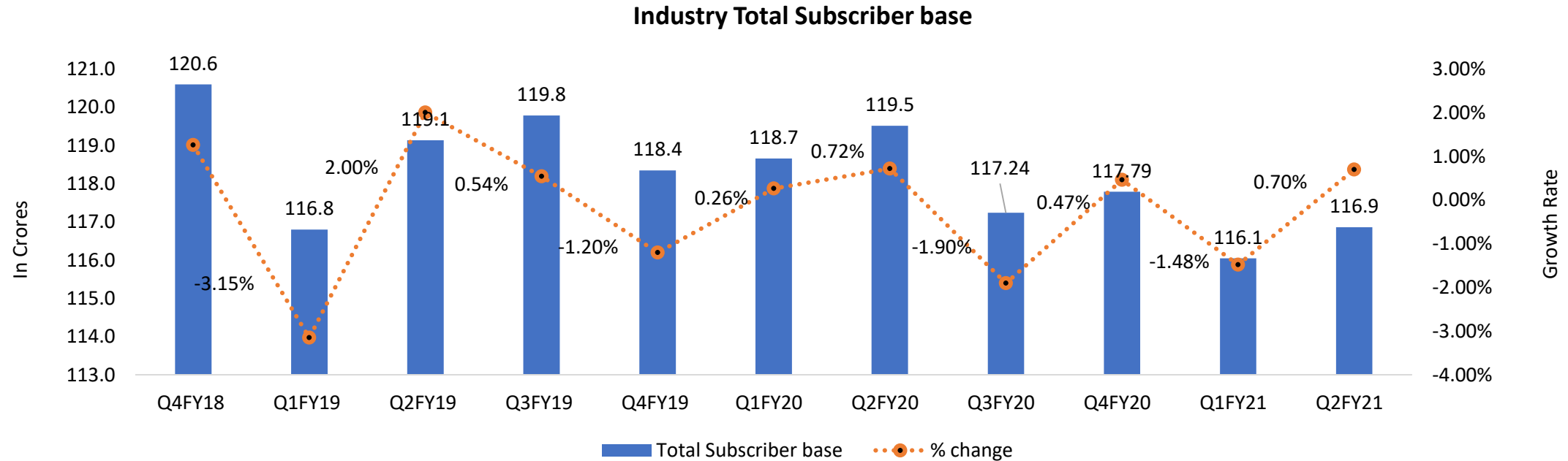


Industry Trends Q2 FY 2020-21

Subscriber Base

Industry Subs base

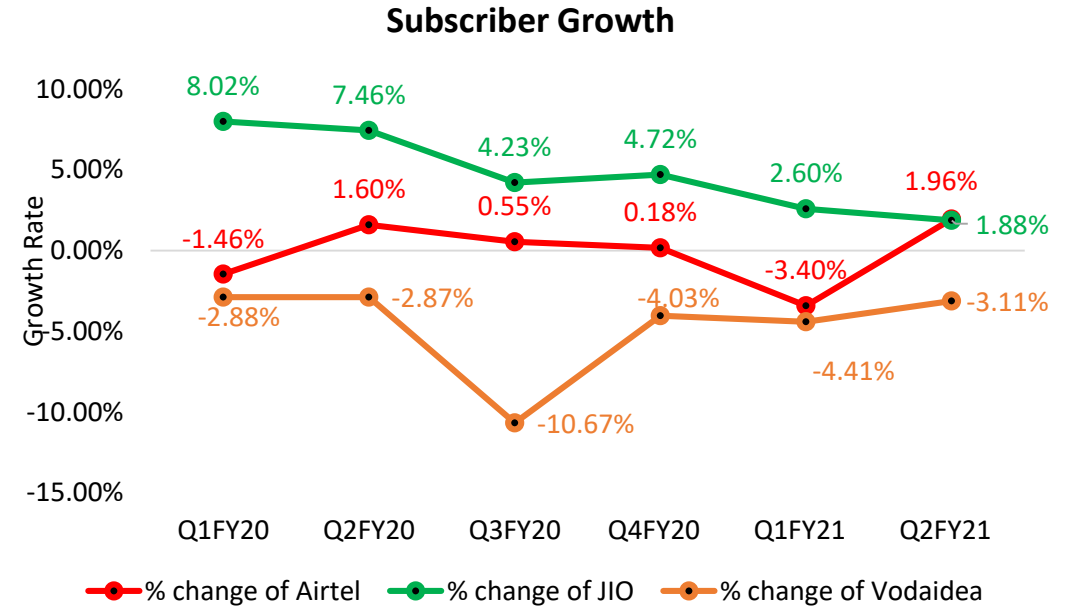
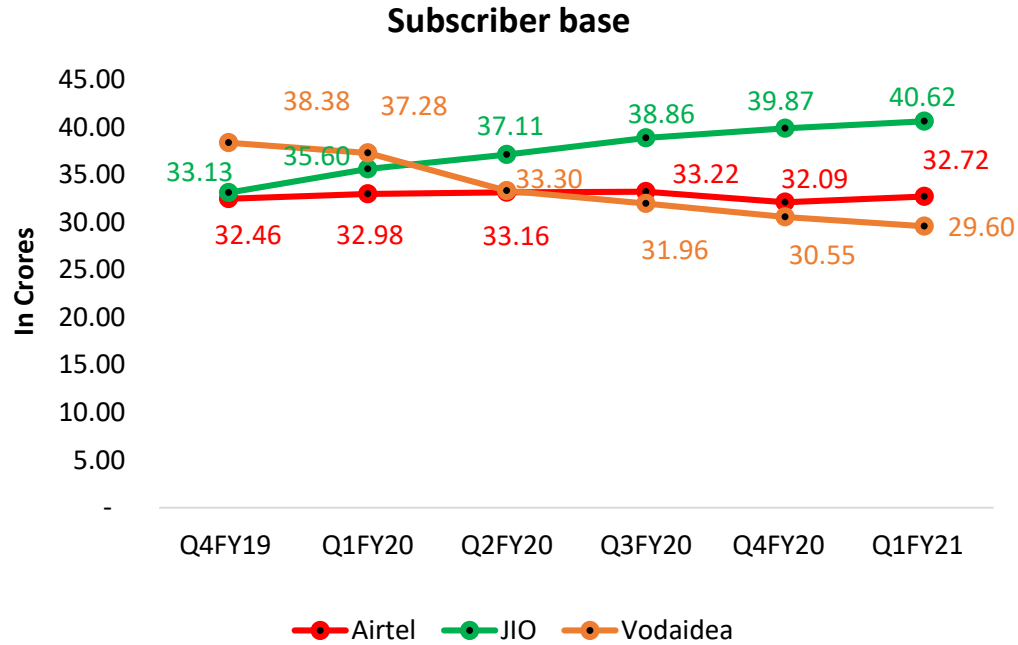
The total Subscriber figures has shown an little up-ward trend in Q2FY21. total Industry subscriber base reached 116.9 Crores.



Industry Subs base											
(in crores)	Q4FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21
Total Subscriber base	120.6	116.8	119.14	119.8	118.4	118.7	119.5	117.24	117.79	116.1	116.9
% change	1.26%	-3.15%	2.00%	0.54%	-1.20%	0.26%	0.72%	-1.90%	0.47%	-1.48%	0.70%

TSP wise Subscriber base

RJio & Airtel saw growth in their Subscriber figures. While VIL has shown a negative growth rate of 3.11%.

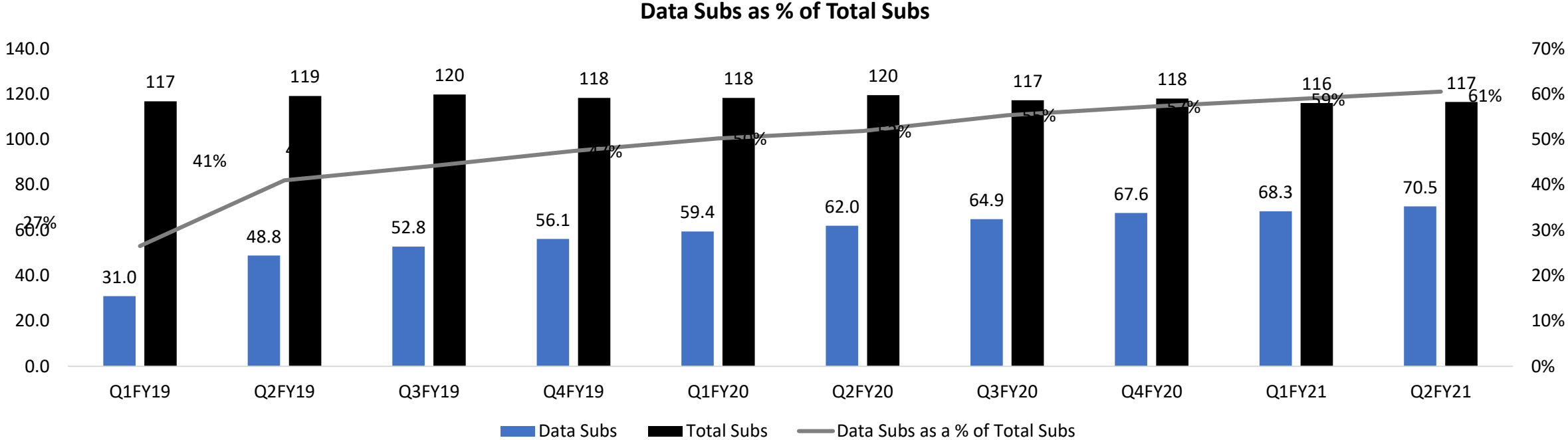


TSP wise Subs base						
(in crores)	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21
Airtel	32.46	32.98	33.16	33.22	32.09	32.72
JIO	33.13	35.60	37.11	38.86	39.87	40.62
Vodaidea	38.38	37.28	33.30	31.96	30.55	29.60
% change of Airtel	-1.46%	1.60%	0.55%	0.18%	-3.40%	1.96%
% change of JIO	8.02%	7.46%	4.23%	4.72%	2.60%	1.88%
% change of Vodaidea	-2.88%	-2.87%	-10.67%	-4.03%	-4.41%	-3.11%

Source: TRAI PMR

Industry Data Subscribers as % of Total Subs

Data Subscribers as a % of total subscriber is increasing consistently and has reached to 62% at the end of the Q2FY21.



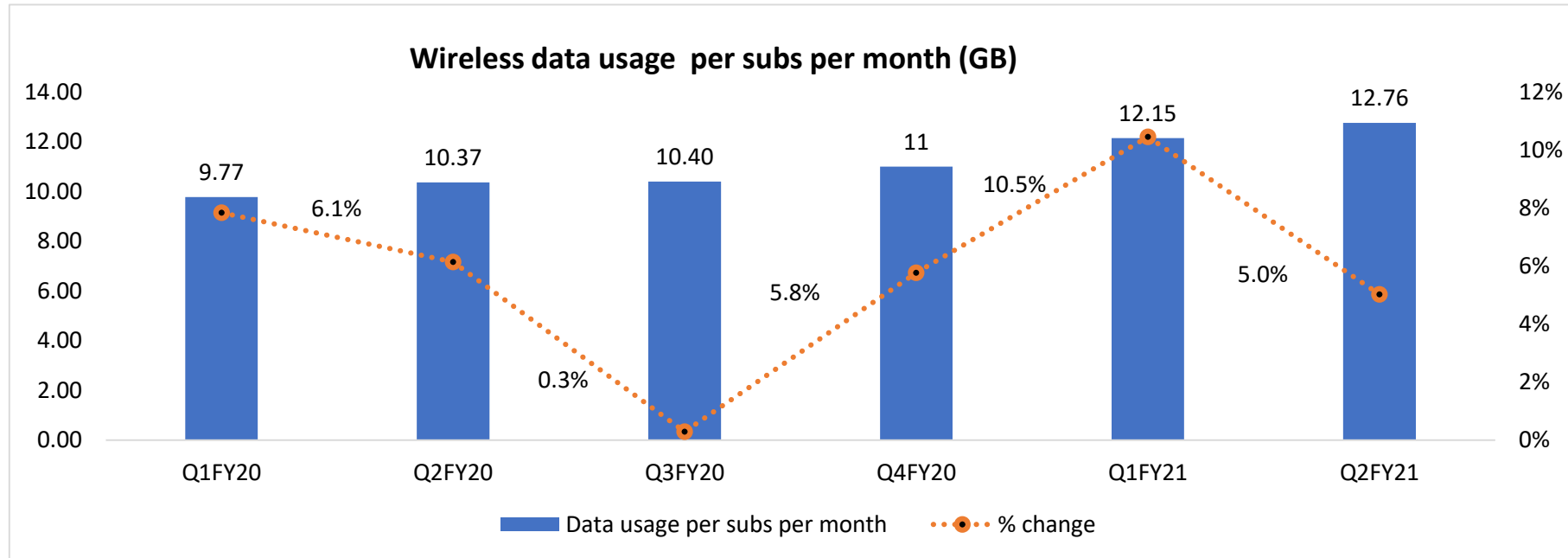
(In Crores)	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21
Data Subs	31.0	48.8	52.8	56.1	59.4	62.0	64.9	67.6	68.3	70.5
Total Subs	117	119	120	118	118	120	117	118	116	117
Data Subs as a % of Total Subs	27%	41%	44%	47%	50%	52%	55%	57%	59%	61%

Source: Operators Quarterly results, TRAI

Voice and Data Usage

Wireless Industry data usage

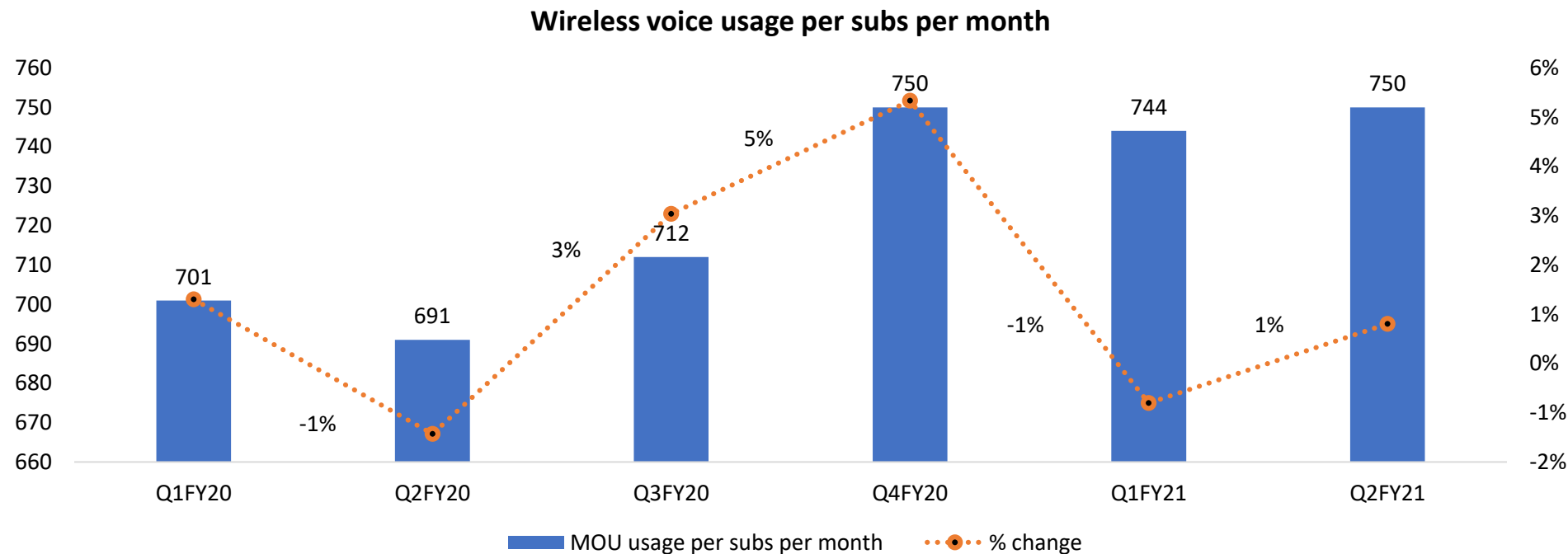
The Total Industry data usage has decreased by 5% in the Sept quarter.



(in GB)	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21
Data usage per subs per month	9.77	10.37	10.40	11	12.15	12.76
% change	8%	6.1%	0.3%	5.8%	10.5%	5.0%

Industry voice usage per subs per month

The Industry Voice usage per subscriber per month has increased 1% in Sept 2020 quarter compared to the last quarter.

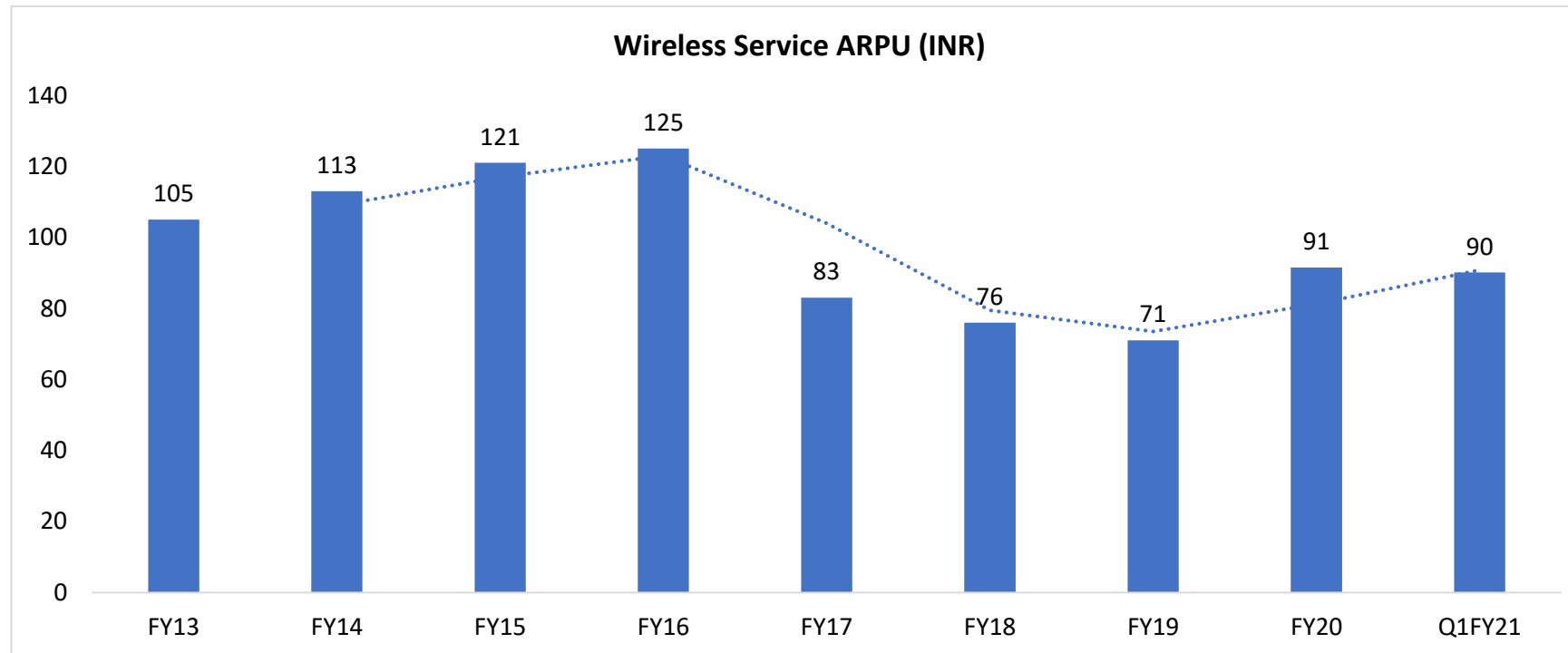


	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21
(in minutes)						
MOU usage per subs per month	701	691	712	750	744	750
% change	1%	-1%	3%	5%	-1%	1%

ARPU

Wireless ARPU

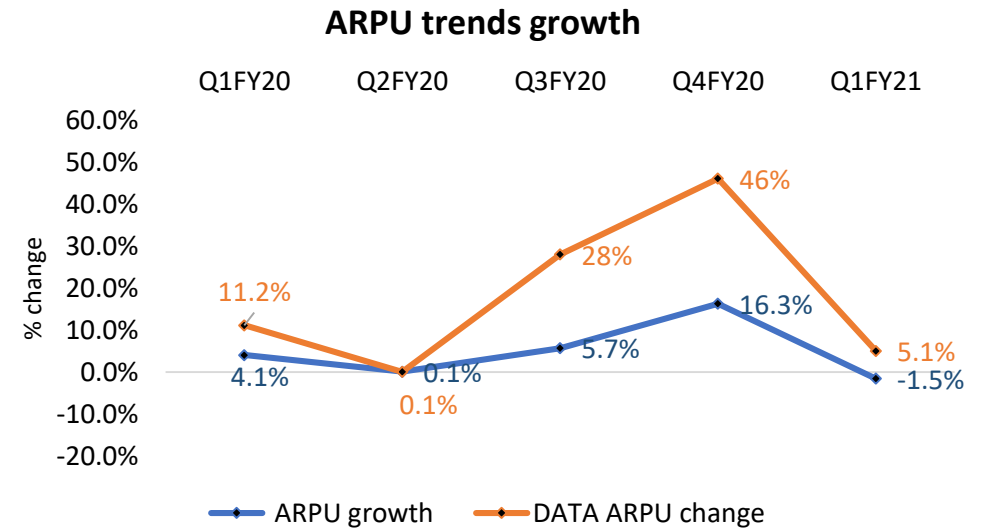
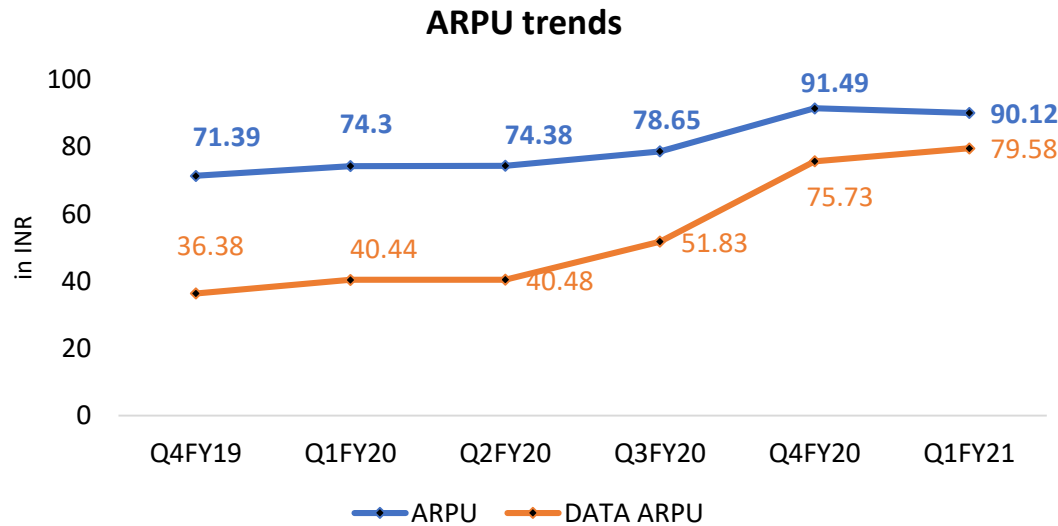
Monthly Average Revenue Per User (ARPU) for Wireless Services was at Rs.90 at end of the Qtr June 2020.



	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	Q1FY21
Wireless Industry ARPU	105	113	121	125	83	76	71	91	90
growth rate (%)		8%	7%	3%	-34%	-8%	-7%	29%	-1%

ARPU Trends (Avg)

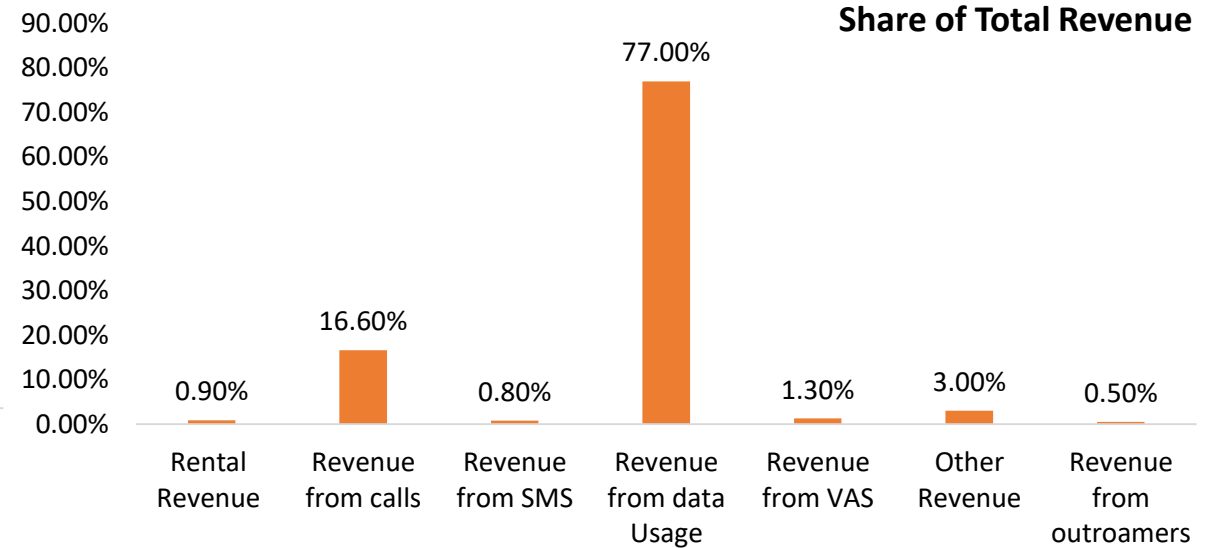
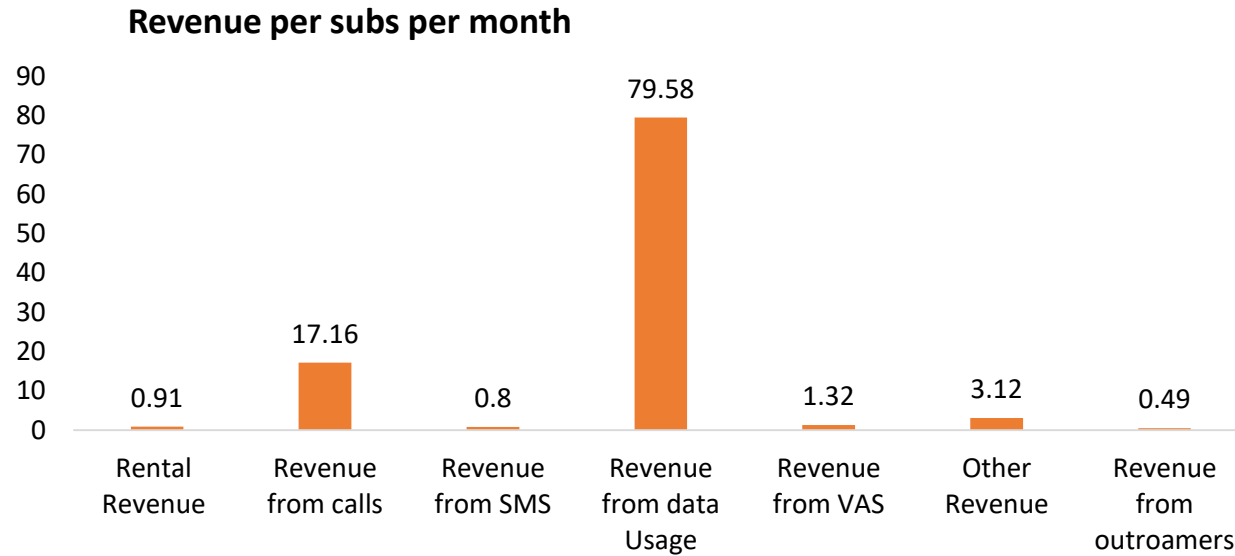
In Sept Quarter, the ARPU of the wireless services was Rs. 90.12, while the data ARPU remained at Rs. 79.58.



	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21
ARPU (In Rs.)	74.3	74.38	78.65	91.49	90.12
DATA ARPU (In Rs.)	40.44	40.48	51.83	75.73	79.58
ARPU growth	4.1%	0.1%	5.7%	16.3%	-1.5%
DATA ARPU change	11.2%	0.1%	28.0%	46.1%	5.1%

Composition of ARPU

Share of Revenue from data usage is around 77% of the total Revenue per Subs

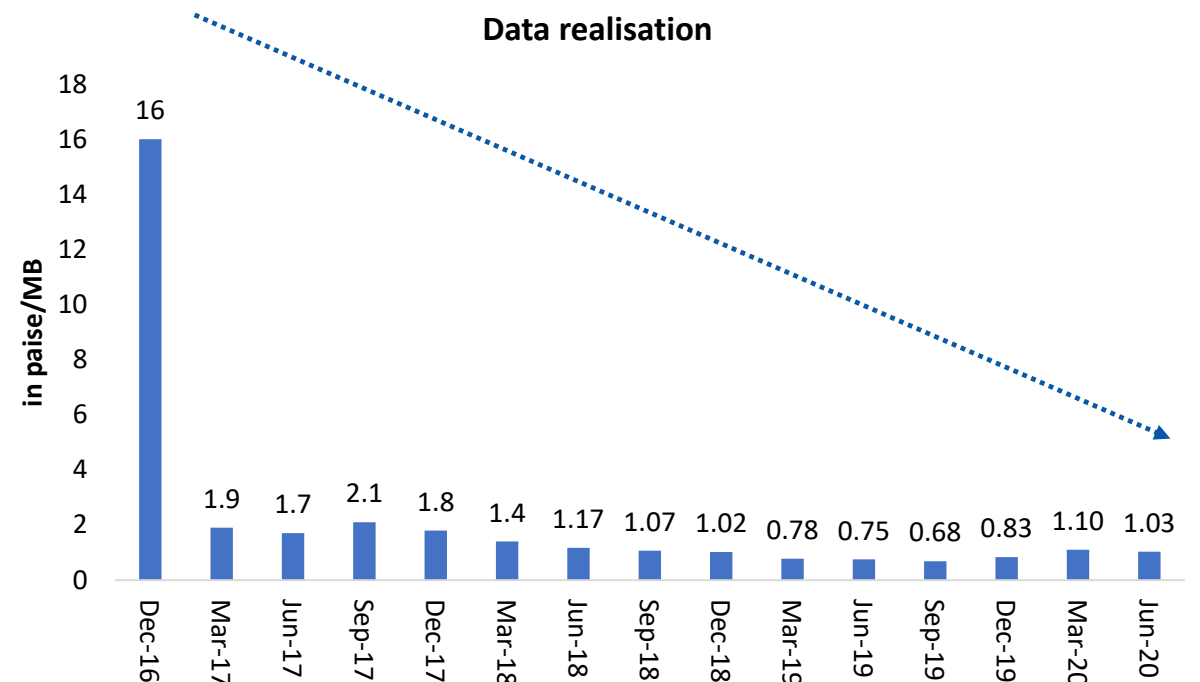
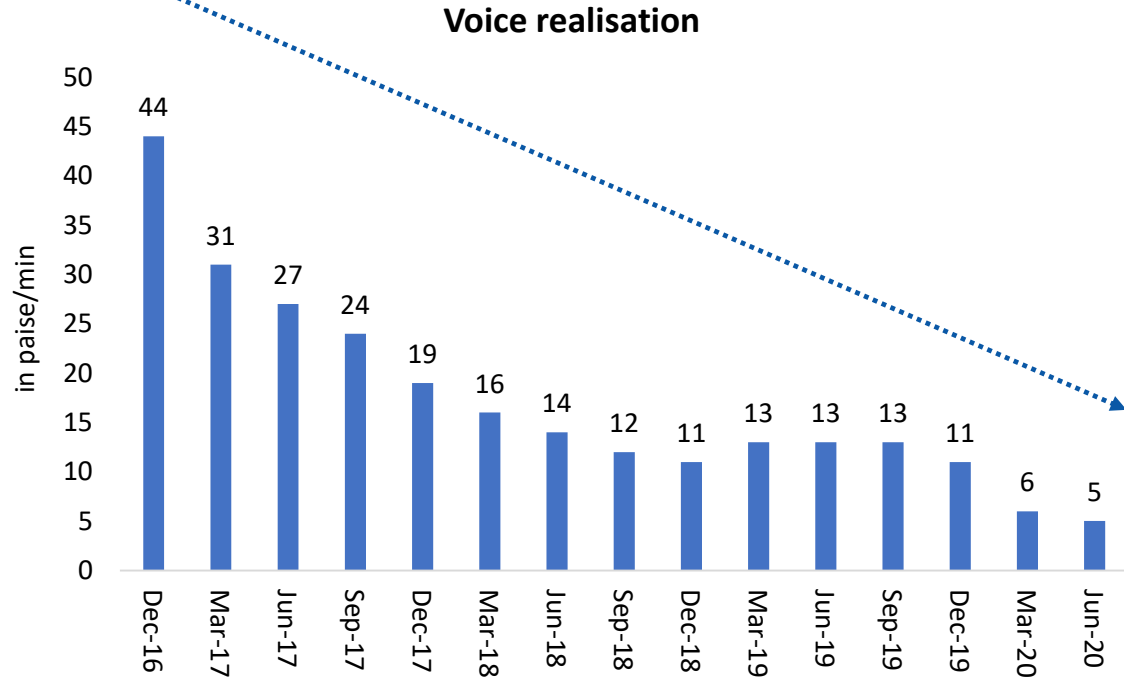


Rental Revenue	0.91	0.90%
	17.16	16.60%
Revenue from calls	0.8	0.80%
Revenue from SMS	79.58	77.00%
Revenue from data Usage	1.32	1.30%
Revenue from VAS	3.12	3.00%
Other Revenue		
Revenue from outroamers	0.49	0.50%
Total revenue from subscribers (1)	103.38	100%
Net inter-operator settlement charges receivable (2)	-13.26	
Net Revenue (ARPU) per month(1+2)	90.12	

Source: TRAI PIR

Voice and Data Realisation

Voice and Data Realisation has fallen significantly since December 2016.



	Dec-16	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	Mar-19	Jun-19	Sep-19	Dec-19	Mar-20	Jun-20
Voice realisation	44	31	27	24	19	16	14	12	11	13	13	13	11	6	5
growth rate (%)	-8%	-30%	-13%	-11%	-21%	-16%	-13%	-14%	-8%	18%	0%	0%	-15%	-45%	-17%

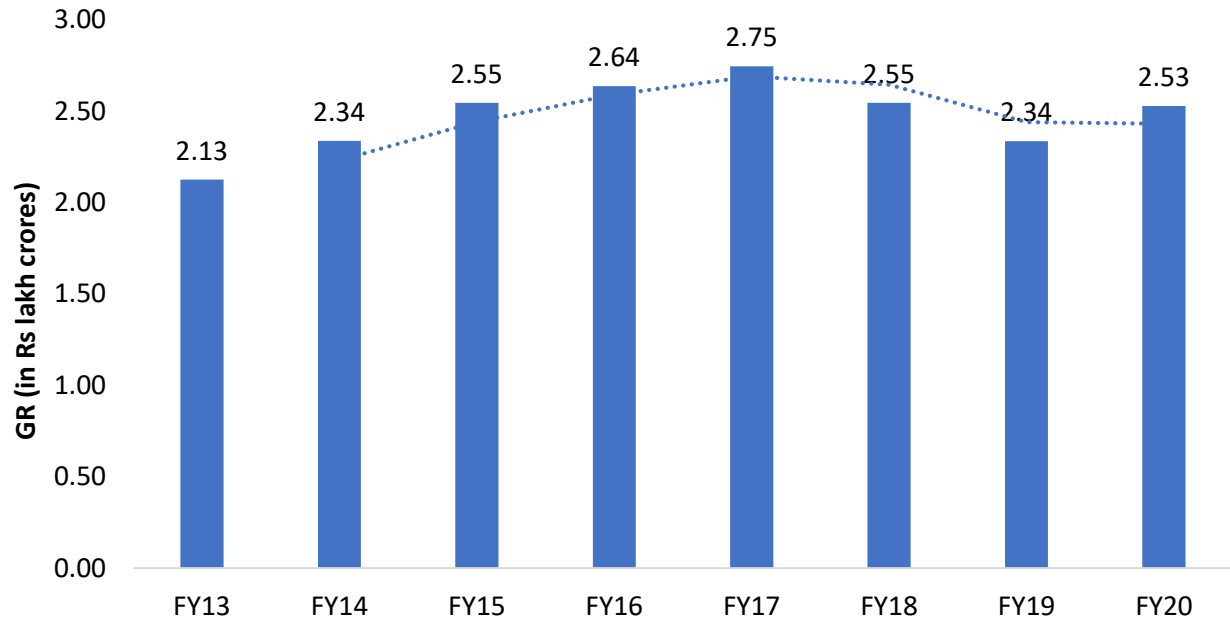
	Dec-16	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	Mar-19	Jun-19	Sep-19	Dec-19	Mar-20	Jun-20
Data realisation	16	1.9	1.7	2.1	1.8	1.4	1.17	1.07	1.02	0.78	0.75	0.68	0.83	1.10	1.03
growth rate (%)	-11%	-88%	-11%	24%	-14%	-22%	-16%	-9%	-5%	-24%	-4%	-9%	22%	32%	-6%

Financial Trends

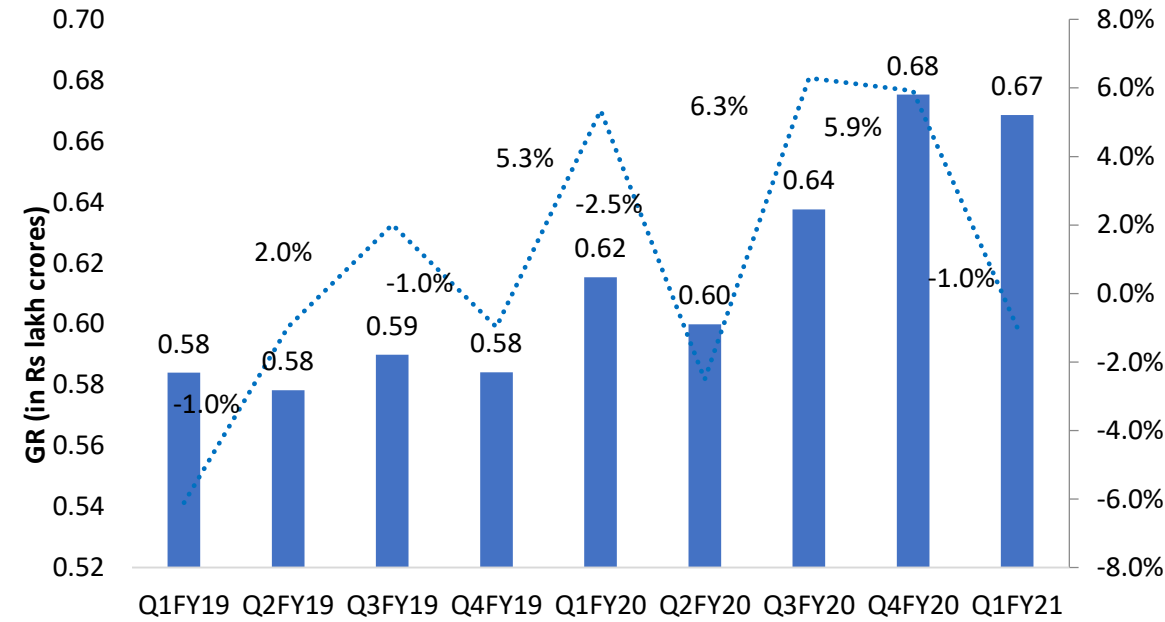
Gross Revenue

Revenue of Telecom Sector remains under pressure

Industry GR (in Lakh Crores)



Industry GR (in Lakh Crores)



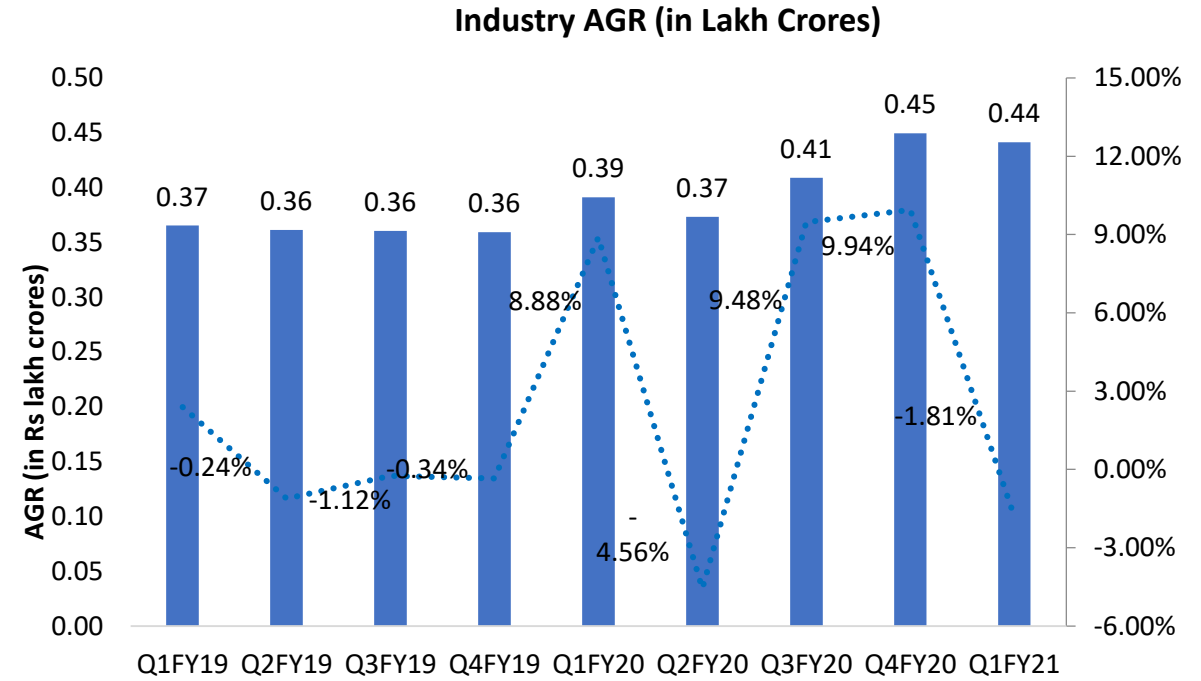
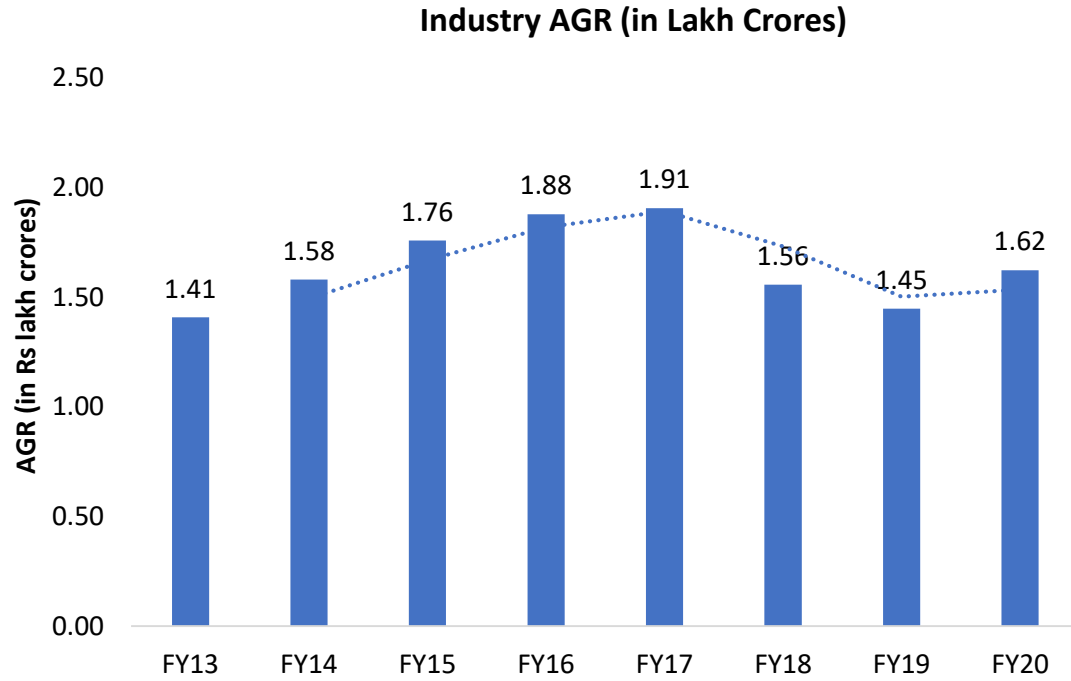
	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20
Industry GR Lakh Crore	2.13	2.34	2.55	2.64	2.75	2.55	2.34	2.53
growth rate (%)		10.0%	8.9%	3.6%	4.1%	-7.3%	-8.2%	8.2%

	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21
Industry GR Lakh Crore	0.58	0.58	0.59	0.58	0.62	0.60	0.64	0.68	0.67
growth rate (%)	-6.1%	-1.0%	2.0%	-1.0%	5.3%	-2.5%	6.3%	5.9%	-1.0%

Source: TRAI Reports, GR Figures includes revenue from Access ,NLD & ILD

Adjusted Gross Revenue (AGR)

Industries AGR for the September Quarter decreased by 1.31%, and remained at Rs.0.44 Lakh Crores



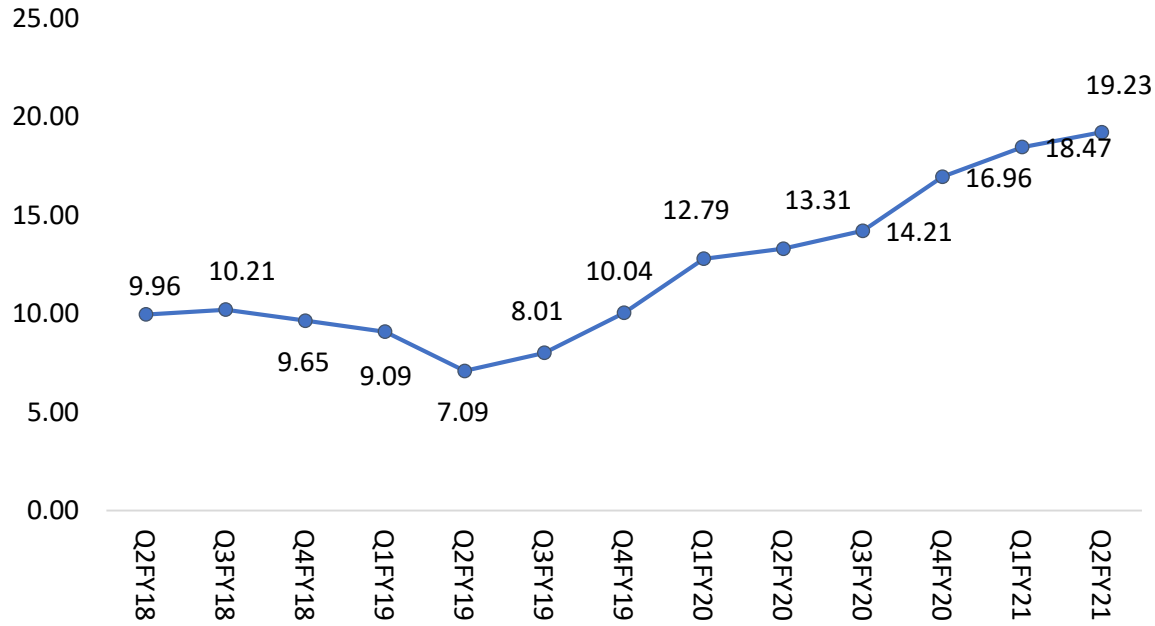
	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20
Industry AGR Lakh Crore	1.41	1.58	1.76	1.88	1.91	1.56	1.45	1.62
growth rate (%)		12%	11%	-207%	1%	-18%	-7%	12%

	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21
Industry AGR Lakh Crore	0.37	0.36	0.36	0.36	0.39	0.37	0.41	0.45	0.44
growth rate (%)	2.39%	-1.12%	-0.24%	-0.34%	8.88%	-4.56%	9.48%	9.94%	-1.81%

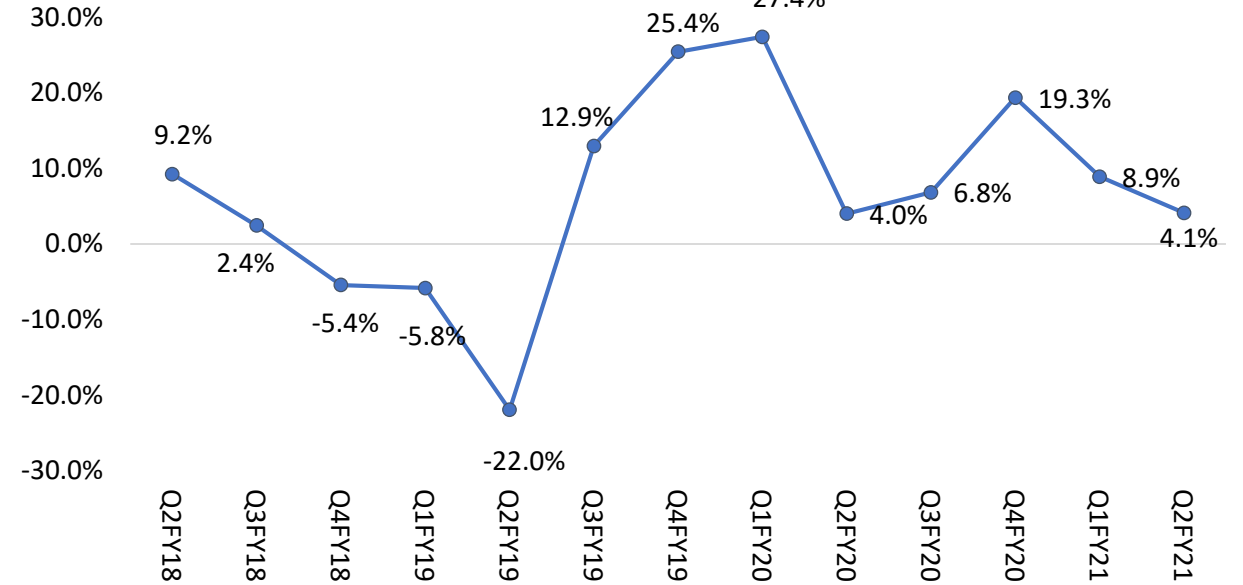
Industry EBITDA

Industry EBITDA reached Rs. 19.23 K Crores in September Quarter.

Industry EBITDA (in '000 Crores)



Growth in EBITDA (in %)

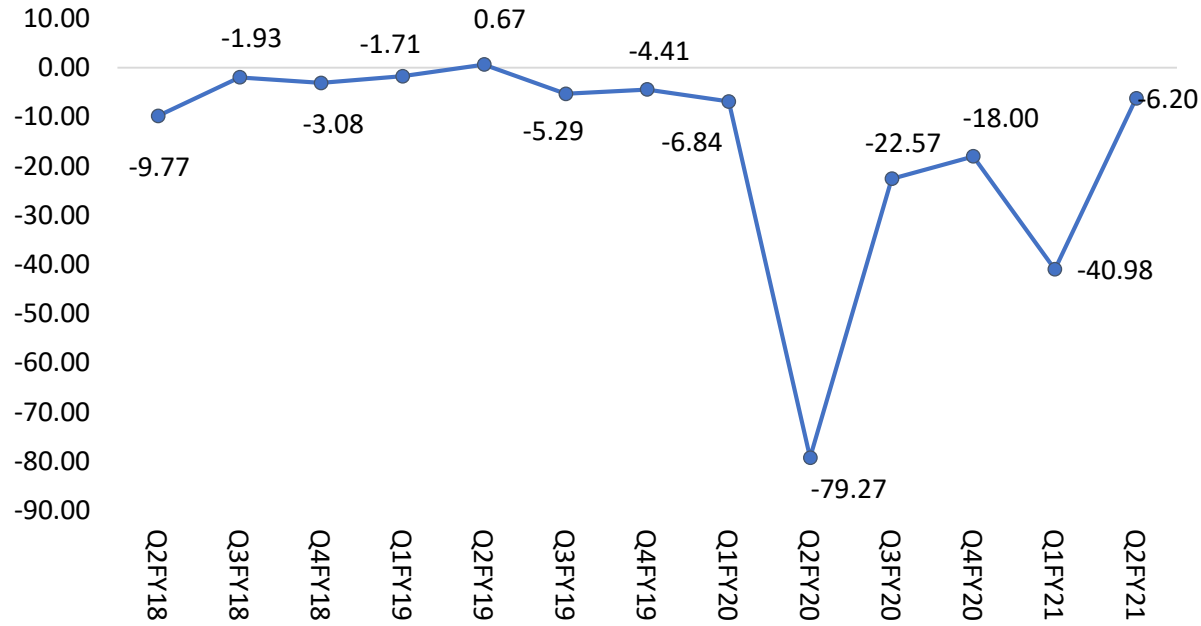


	Q2FY18	Q3FY18	Q4FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21
EBITDA	9.96	10.21	9.65	9.09	7.09	8.01	10.04	12.79	13.31	14.21	16.96	18.47	19.23
Growth Rate (%)	9.2%	2.4%	-5.4%	-5.8%	-22.0%	12.9%	25.4%	27.4%	4.0%	6.8%	19.3%	8.9%	4.1%

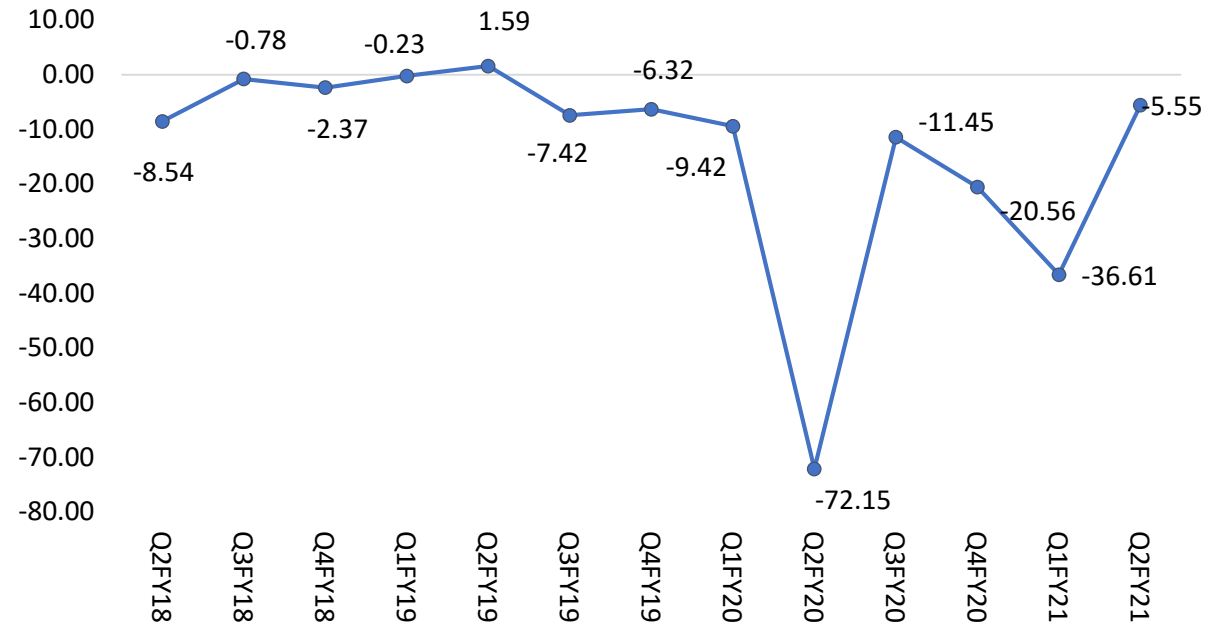
PBT and PAT of the Industry

PBT of the Industry reached Rs. -5.5 K Crores , while PAT remained at Rs. – 6.20 K Crores.

Industry PAT (in '000 Crores)



Industry PBT (in '000 Crores)

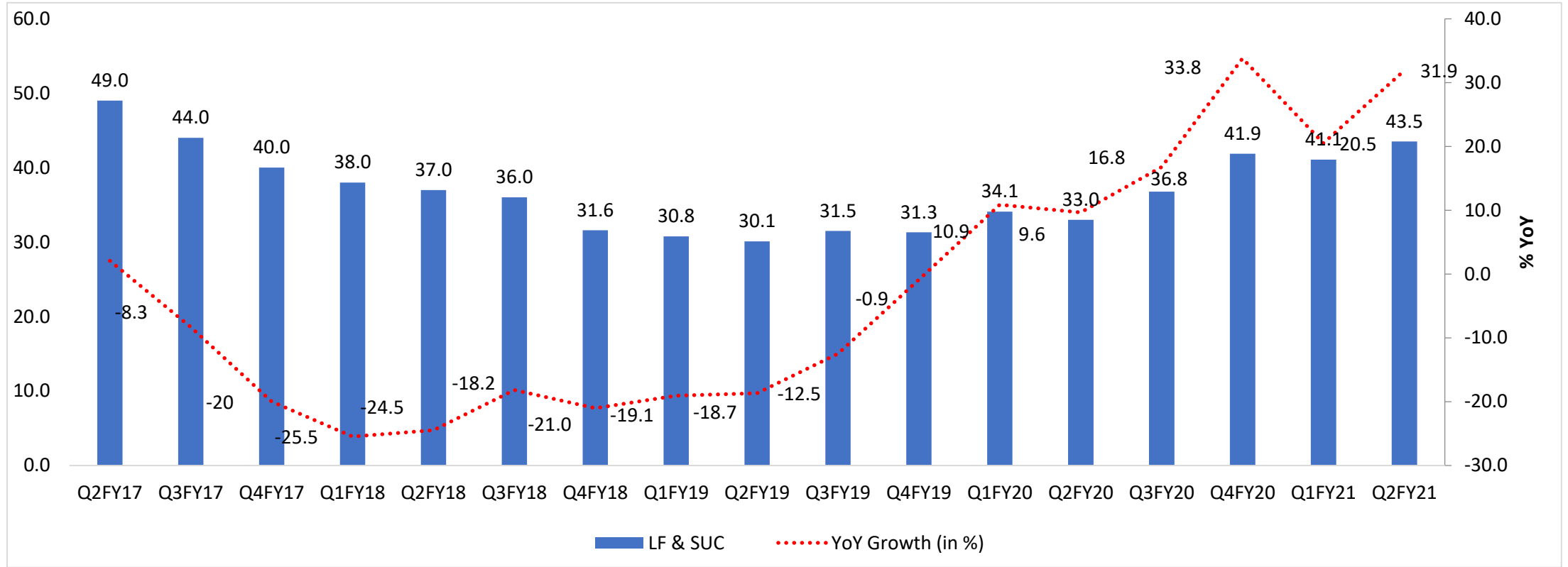


	Q2FY18	Q3FY18	Q4FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21
PBT	-8.54	-0.78	-2.37	-0.23	1.59	-7.42	-6.32	-9.42	-72.15	-11.45	-20.56	-36.61	-5.55
PAT	-9.77	-1.93	-3.08	-1.71	0.67	-5.29	-4.41	-6.84	-79.27	-22.57	-18.00	-40.98	-6.20

Source: Opeartors Qtr Results, * PBT : Includes 7 Operators Figures i.e. Airtel, RCom, Rjio, Idea , Vodafone, TTML, MTNL. Vodafoneidea (VIL) included from Q2FY19 Onwards, PAT includes 6 Operators Figures i.e. Airtel, RCom, Rjio, Idea , TTML, MTNL. Vodafoneidea (VIL) included from Q2FY19 Onwards

Contribution to Government Exchequer in (Rs. '00 Crores)

The Industry Contribution to the Government Exchequer was Rs. 4,350 Crores in September Quarter.

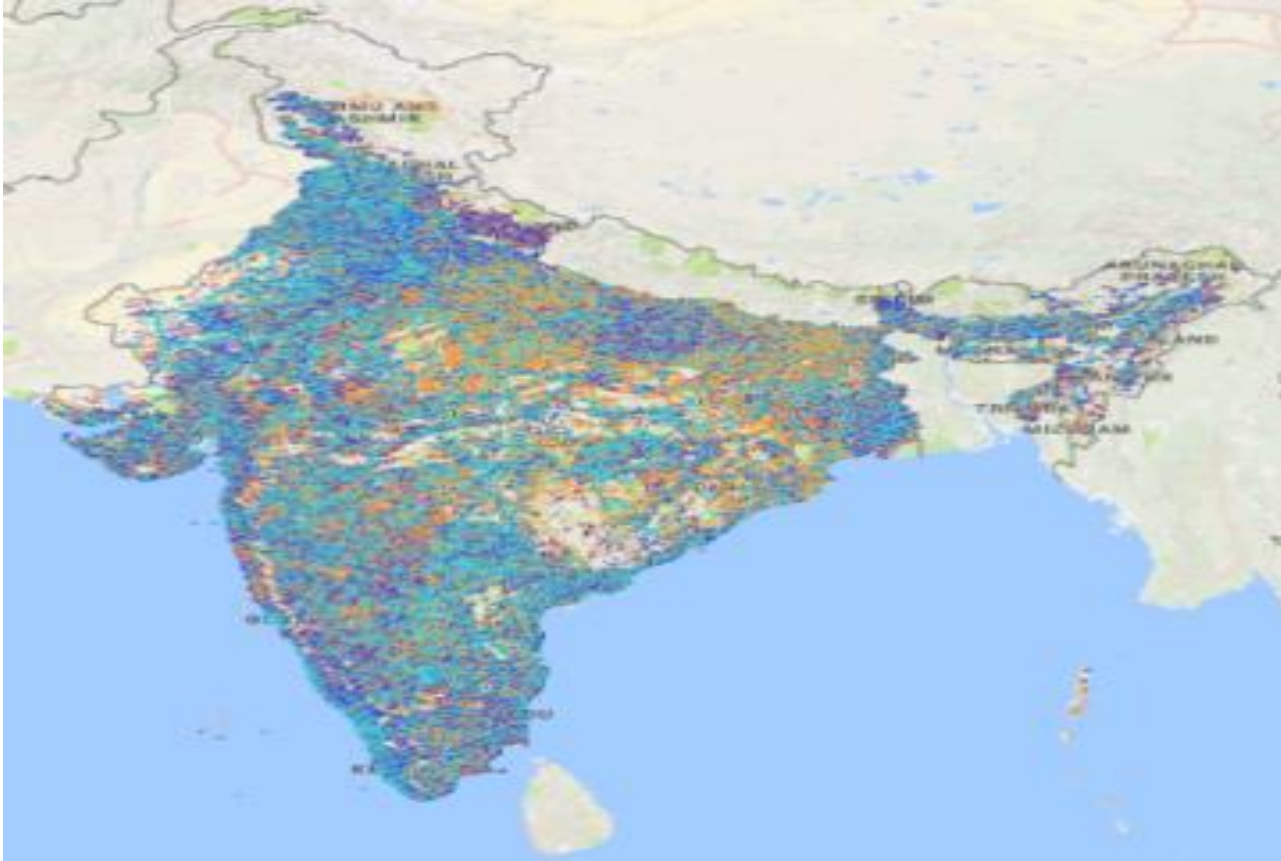


	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21
LF + SUC	49.0	44.0	40.0	38.0	37.0	36.0	31.6	30.8	30.1	31.5	31.3	34.1	33.0	36.8	41.9	41.1	43.5

Telecom Infrastructure

Pan India 2G/3G/4G Coverage

Total Number of BTS reached 22,14,744 on June 01, 2020.



Number of BTS (Technology Wise) (as on June 01, 2020)	
BTS Type	Count
GSM	4,99,403
CDMA	406
3G	2,76,787
4G	14,36,784
WiMAX	1,364
Total	22,14,744

Thank You